



Ref: KRBL/SE/2025-26/31

August 07, 2025

The General Manager Department of Corporate Services BSE Limited Floor 25, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001	National Stock Exchange of India Limited “Exchange Plaza”, C-1, Block-G Bandra-Kurla Complex Bandra (E), Mumbai-400051
Scrip Code: 530813	Symbol: KRBL Series: Eq.

Sub: Investor Presentation on Unaudited Financial Results of KRBL Limited (“Company”) for the First Quarter (Q1) ended June 30, 2025.

Dear Sir/Madam,

Pursuant to the provisions of Regulation 30 read with Para A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith the Investor Presentation on Unaudited Financial Results of the Company for the First Quarter (Q1) ended June 30, 2025.

This is for your kind information and record.

Thanking you,

Yours Faithfully,
For KRBL Limited

Piyush Asija
Company Secretary and Compliance Officer
M. No.: A21328

Encl: As above



INVESTOR PRESENTATION

Q1 FY2026



Leading Rice Company Market Leader in India, Exports to 90+ Countries



5,655 cr

FY 25 Total Income



8,387 cr

Market Cap. as on 30th June'25[#]



37.9%*

Highest GT Market Share



38.6%*

Highest MT Market Share



13.0%

FY 25 EBITDA



11 million

Household reach in India[@]



8.4%

FY 25 PAT



All figures in ₹. crore and are based on consolidated financials.

** Q1 FY26 Market share of basmati packaged rice in India as per Nielsen*

Source: NSE

@ Source: Kantar Household Panel (MAT Mar'25) – 13 Major Markets (Urban)



Market Leadership Highlights



India's leading exporter of branded basmati rice with presence in **90+ countries**



India Gate:
The World's #1 Basmati Rice Brand*



Robust domestic network supported by over **850+ distributors**



Unparalleled processing capacity with **the Largest Rice Milling Plant** in Punjab

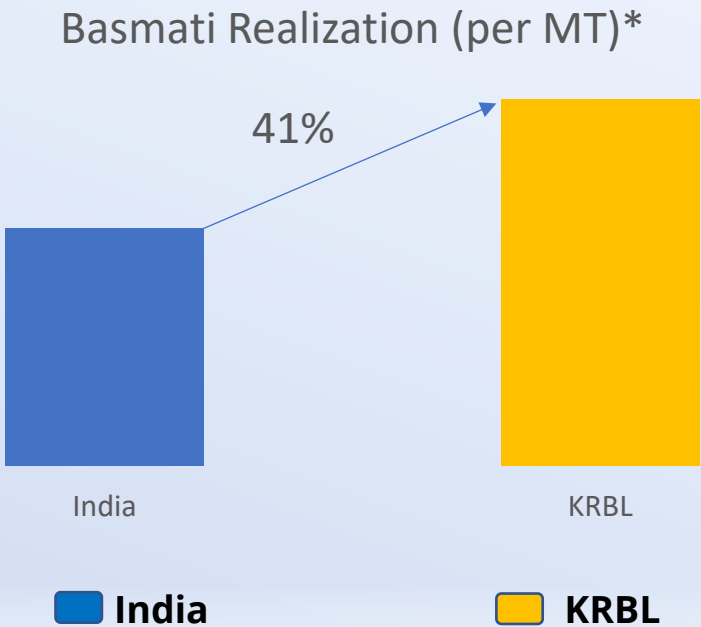


Underpinned by **a Strong Financial Position** with substantial internal accruals and minimal debt reliance



KRBL has **Largest Contact Farming Network** coverage for rice

Pricing Power Driven By Strong Brand & Superior Product



KRBL enjoys significant premium, reflecting strong brand and superior product.

*KRBL FY25 Basmati Export Realisation per MT compared with India's export realization. Latter is per APEDA export data of FY25.



Robust Cash Flow

Low Debt Dependence



All figures in ₹. crore and are based on consolidated financials

Strategically located facilities ...

Strategically located manufacturing and procurement facilities



G B Nagar, Uttar Pradesh

- Paddy Milling Capacity – 57 MT/Hr
- Grading, Sorting & Packaging Capacity – 30 MT/Hr



Alipur, Delhi

- Inception – 1993



Sonipat, Haryana

- Grading, Sorting & Packaging Capacity – 32 MT/Hr



Dhuri, Punjab

- Paddy Milling Capacity – 150 MT/Hr
- Grading, Sorting & Packaging Capacity – 126 MT/Hr



Anjar, Gujarat

- Grading, Sorting & Packaging Capacity – 30 MT/Hr



Q1FY26

Consolidated Performance Highlights




 **1,617**
Total Income

 **415**
Gross Profit

 **225**
EBITDA

 **151**
PAT

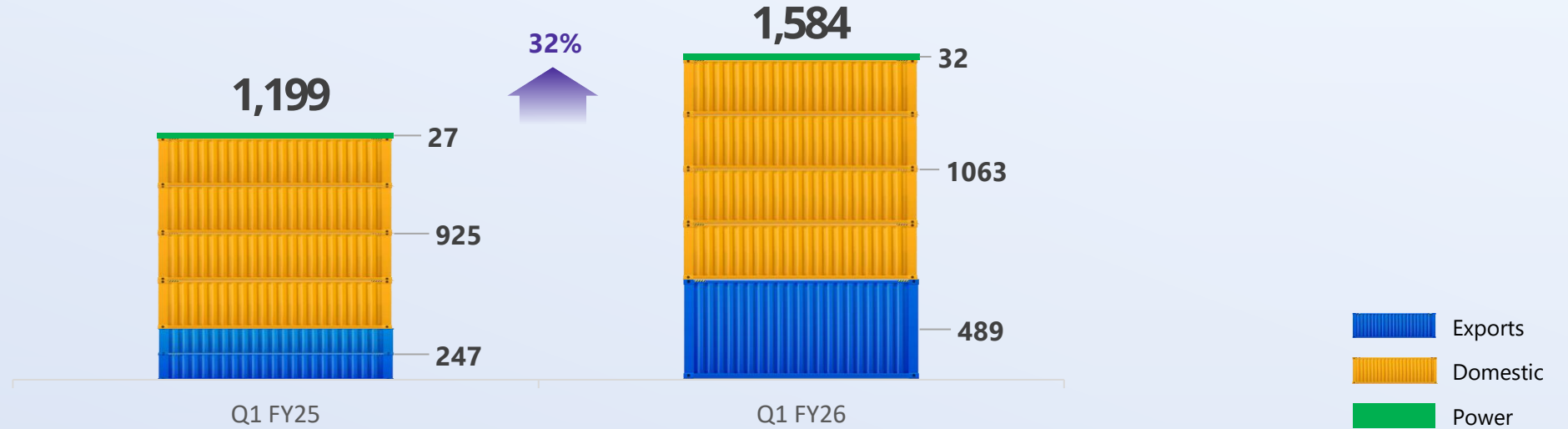
 **1,281**
Cash & Bank balance*

 **-1,281**
Net Bank Borrowings

 **5,391**
Net worth

 **2,953**
Total Inventory

Revenue Performance Overview

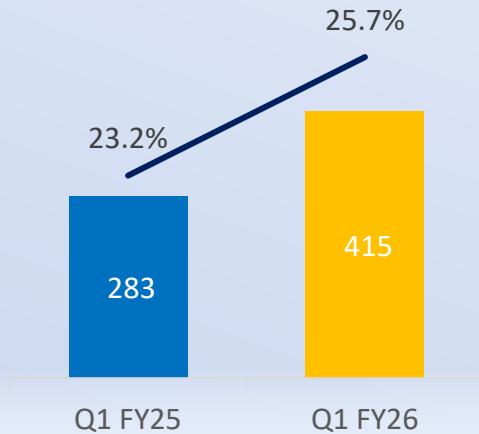


- In Q1 FY26, revenue increased by 32% on y-o-y basis.
- Export revenue grew by 98% on account of growth in private label sales.
- Domestic revenue grew by 15%.

All figures in ₹. crore and are based on consolidated financials

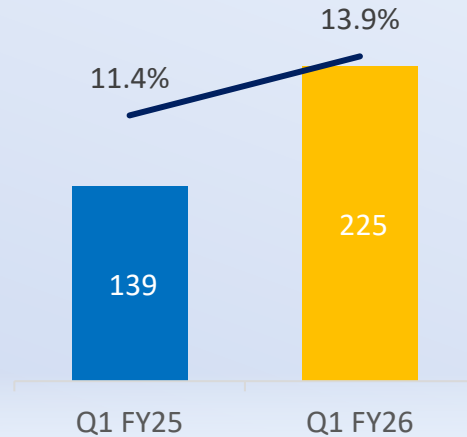
Q1 FY26 Profitability Metrics

Gross Profit



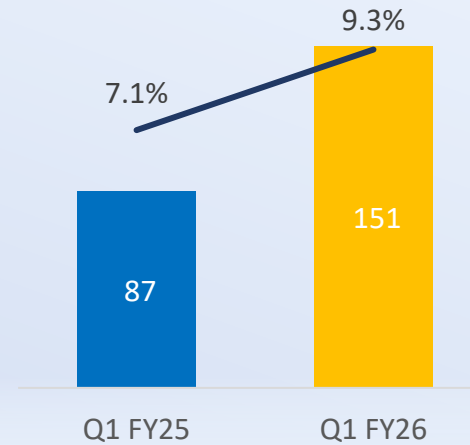
Gross margin mainly benefited from lower avg. basmati COGS.

EBITDA



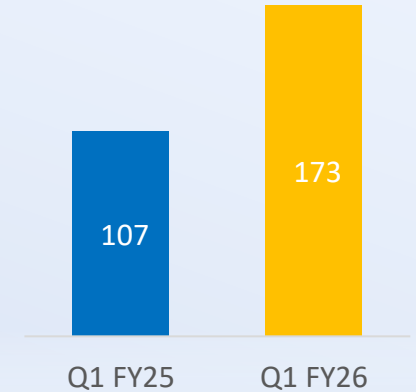
EBITDA followed the Gross margin trend.

Profit After Tax



PAT margin followed the trend in EBITDA partially benefiting from lower finance cost.

Cash Profit



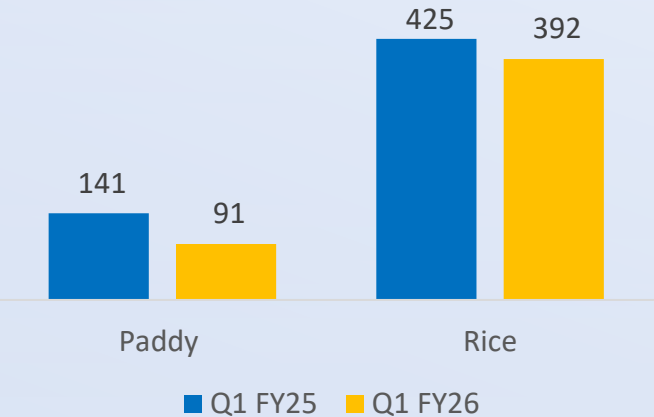
Q1 FY26 Consolidated P&L Summary

Particulars	Q1 FY26	Q4 FY25	Q1 FY25	FY 2025	Q1 FY26 Y-o-Y	Q1 FY26 Q-o-Q
Revenue from operations	1,584	1,442	1,199	5,594	32%	10%
Other income	32	11	22	61	49%	185%
Total Income	1,617	1,454	1,221	5,655	32%	11%
Cost of goods sold	1,202	995	938	4,214	28%	21%
Gross Profit	415	458	283	1,441	46%	-9%
<i>Gross Profit %</i>	<i>25.7%</i>	<i>31.5%</i>	<i>23.2%</i>	<i>25.5%</i>		
Employee benefits expenses	48	49	40	174	19%	-3%
Other expenses	142	174	104	531	37%	-18%
EBITDA	225	235	139	736	62%	-4%
<i>EBITDA %</i>	<i>13.9%</i>	<i>16.2%</i>	<i>11.4%</i>	<i>13.0%</i>		
Finance costs	1	8	5	15	-70%	-82%
Depreciation and amortisation expense	22	21	20	81	9%	6%
Profit before tax	202	207	114	640	77%	-2%
Tax Expenses	51	52	27	164	86%	-3%
Profit after tax	151	154	87	476	74%	-2%
<i>Profit after tax %</i>	<i>9.3%</i>	<i>10.6%</i>	<i>7.1%</i>	<i>8.4%</i>		

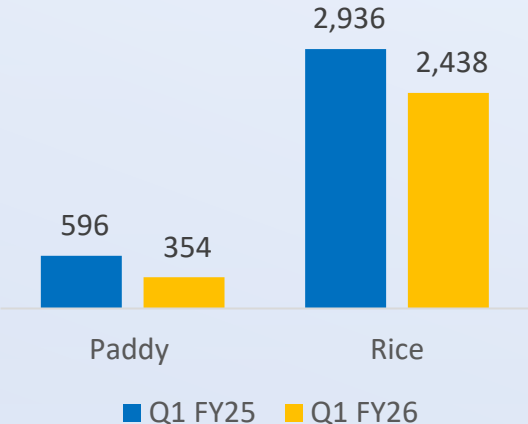
Balance sheet Metrics

Working Capital Highlights

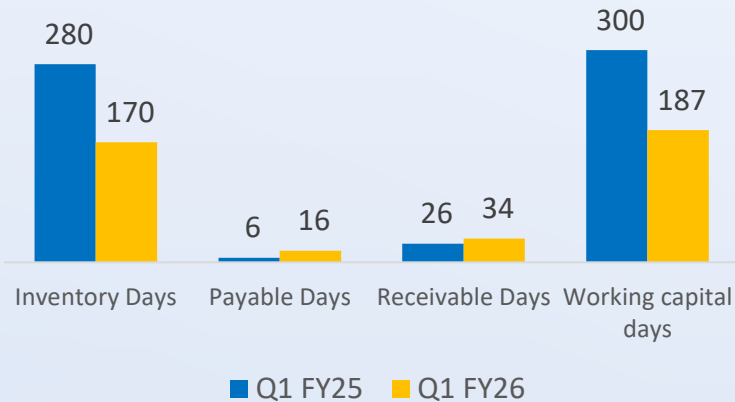
Inventory Volume (in `000 MT)



Inventory Value (in Rs. Cr.)



Working Capital Days



Total Inventory as on 30th June 2025 is Rs. 2,953 Cr vs Rs 3,688 Cr as on 30th June 2024.

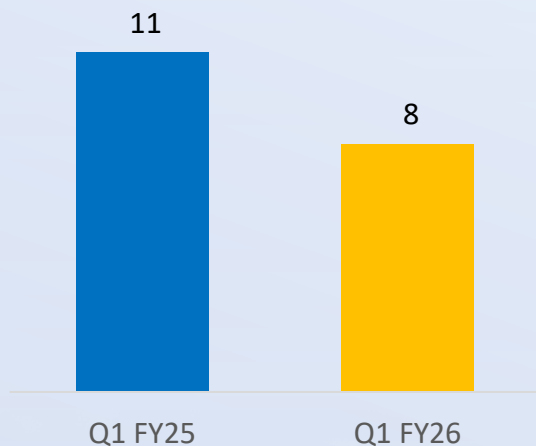
All figures are based on consolidated financials



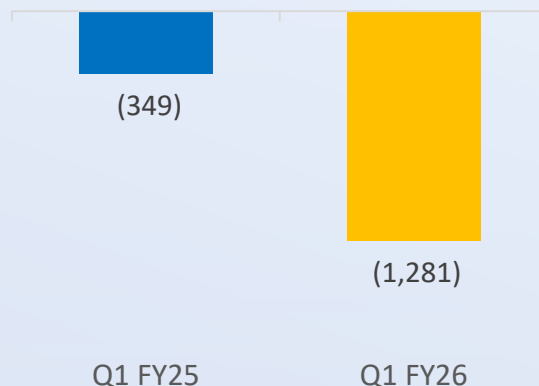
Balance sheet Metrics

Debt Protection Highlights

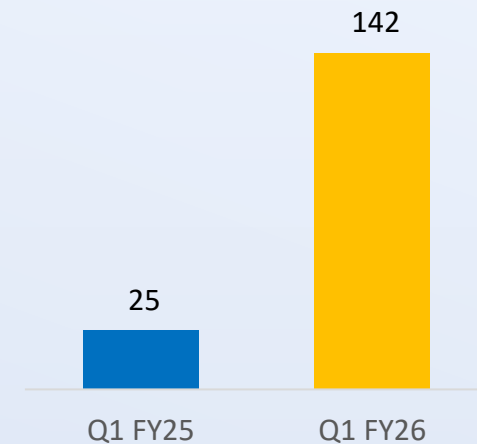
Current Ratio (times)



Net Bank Borrowings (Rs. Cr)



Interest Coverage Ratio (days)



- Strong credit ratings from ICRA (AA(Stable)) and [ICRA] A1+; and CARE (A1+) reflect the confidence in KRBL's financial discipline and stability. ICRA reaffirmed rating in December 2024.
- Lower net bank debt is mainly due to lower inventory procurement cost in current season and higher cash profit in current quarter.

India Business



Continuing Market Leadership



Revenue* in Rs.

1,063Cr
For Q1 FY26



Trend in Domestic Business



Revenue growth

15%
Y-o-Y



Domestic revenue is driven by robust volume growth in branded business.
Realisation sustained despite moderation in rice prices.

INDIA GATE MAINTAINS **STRONGHOLD** IN INDIAN HOUSEHOLDS

backed by Penetration & Consumption gains

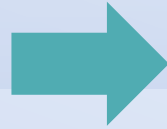
1 in every **10**
Households*

consumes



*Excluding Rural

1.1 CRORE
INDIAN HOUSEHOLDS



PENETRATION INCREASE

of **+480 bps**
(MAT Mar'25 vs. STLY)



CONSUMPTION GAINS

of **+570 bps**
(MAT Mar'25 vs. STLY)



AND MAINTAINS **LEAD** on the SHARE FRONT in FY25



General Trade

Nielsen | AMJ'25 vs. STLY

37.9%

Status quo



Modern Trade

Nielsen | AMJ'25 vs. STLY

38.6%

-510 bps



E-Commerce

Internal numbers | June'25 vs. STLY

44.0%

+200 bps

**Source: As per Nielsen's AMJ'25 for GT & MT | Internal numbers for Ecommerce*

Strategic pillars

Domestic



Democratizing

Our Distribution
Network



Remodeling

Our Supply Chain



Investing

In the Brand



Foraying into

New Products &
Categories

Strategic pillars

Domestic



Democratizing

Our Distribution
Network



Remodeling

Our Supply Chain



Investing

In the Brand



Foraying into

New Products &
Categories

DEMOCRATIZING DISTRIBUTION

Growing Retail Footprint and Strengthening Presence in Better-Quality Stores

**STRONGEST OUTLET
PRESENCE**
in the category

**Growth on
Distribution front**



Retail Presence | AMJ'25 Exit

ND(%) - 58%

All Channels (TT+MT)

OUTLET PRESENCE

Numeric Distribution

Traditional Trade

+120 bps

(June'25 vs. June'24)

QUALITY OF OUTLETS

Weighted Distribution

Traditional Trade

+360 bps

(June'25 vs. June'24)



Strategic pillars

Domestic



Democratizing

Our Distribution
Network



Remodeling

Our Supply Chain



Investing

In the Brand



Foraying into

New Products &
Categories

REMODELING OUR SUPPLY CHAIN

Ongoing endeavors to transform our SCM, supporting Distribution democratization measures

GENERAL TRADE

Going Deeper with Distribution

Establishing direct distribution in non-covered / underpenetrated towns

MT & E-COMM

Driving Servicing & Cost Efficiency

1.

ENSURING WIDER & DEEPER SUPPLY

LAUNCH OF 16 C&Fs & 8 SS

ENABLING COST OPTIMIZATION

BETTER SERVICEABILITY

2.

BUILDING A ROBUST & HEALTHIER GTM PRACTICE

MOVING TOWARDS 'FOR' MODEL

STRONGER GOVERNANCE ON GTM

SAFEGUARDING AGAINST INFILTRATION

Strategic pillars

Domestic



Democratizing

Our Distribution
Network



Remodeling

Our Supply Chain



Investing

In the Brand



Foraying into

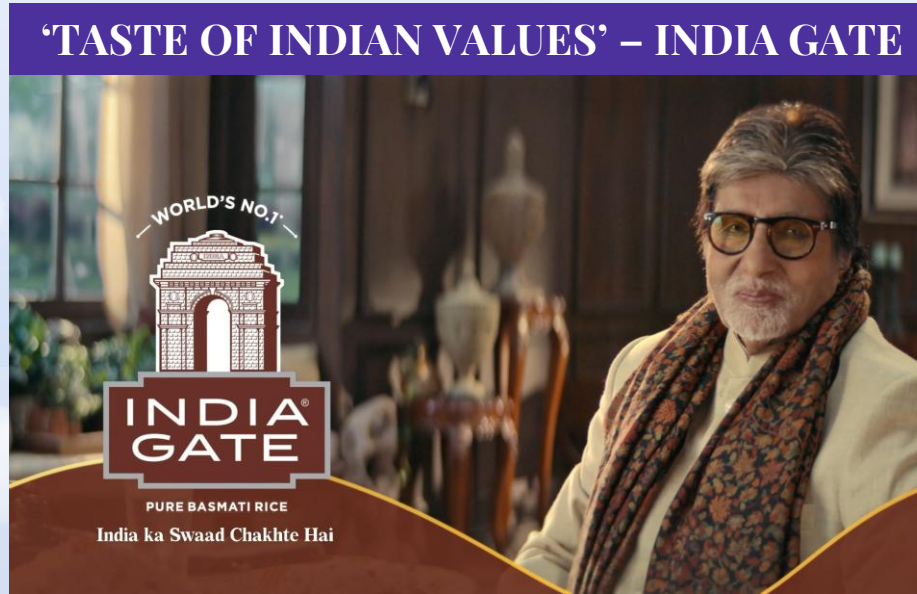
New Products &
Categories

INVESTING IN THE BRAND

This quarter, Mr. Bachchan gave voice to what unites us – **Food, Family & the Values** that we share

June'25 onwards

Pan India



'Transmitting Indian values through food'
With Amitabh Bachchan, India Gate becomes a voice of tradition, warmth and pride at the dining table.

TV

Across 38 Top Indian Channels

65%+ REACH 960+ GRPs 7339 SPOTS

CINEMA

Launched with 560 screens
across India in 32 cities



INFLUENCERS

12 Influencers | 16 Mn+ Impressions



CONTEST

Sharing memory, moment
dish that made one feel
the true taste of Indian
values



16k Comments

53K Likes

IN THE HINDI HEARTLAND, 'TOP CLASS' CONTINUED TO DRIVE ASPIRATION

Feb'25 – April'25

Hindi Speaking Markets



TV, RADIO, OUTDOOR & POSM

73%+ REACH

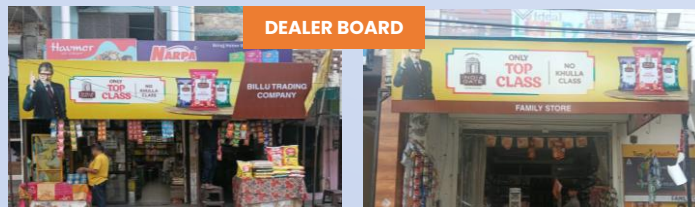
1700+ GRPs

7000+ SPOTS

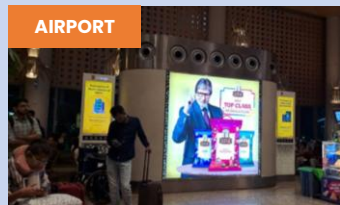
30 Mn+ Impressions (On CTV)



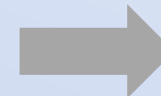
AMPLIFICATION ACROSS TOUCHPOINTS



9000+ Dealer Boards
in 17 States



210+ OOH Sites
across 22 Cities



All efforts leading to a significantly
improved Brand Equity in North

+ 180 bps

(Brand Health Study May'25 vs. Oct'24)

MAHARASHTRA MOMENTUM CONTINUED TO NUTURE BONDS & DRIVE GROWTH

Oct'24 – April'25

Maharashtra



https://www.youtube.com/watch?v=UIXvSIPOQdM&ab_channel=IndiaGateFoods

TV & DIGITAL

80%+ REACH

70 Mn+ Impressions

**Leading to a significantly
improved Brand Equity in West**

+ 180 bps

(Brand Health Study
May'25 vs. Oct'24)

**And Market Share growth in
Maharashtra**

+ 200 bps

(RMS – MAT June'25 vs. STLY)

Strategic pillars

Domestic



Democratizing

Our Distribution
Network



Remodeling

Our Supply Chain



Investing

In the Brand



Foraying

Into New Products
& Categories

INDIA GATE UPLIFE COMES ALIVE, WITH MULTI-SOURCE EDIBLE OILS

In two variants – Weight Watchers & Gut Pro



FULL-SCALE DIGITAL-FIRST CAMPAIGN GOES LIVE

June'25 onwards

Digital First launch



<https://www.youtube.com/watch?v=jLZFhsaMkOg>



**KEEPS YOUR GUT
REVVING**



...SUPPORTED BY CONTEXTUAL EDUCATIONAL & RTB PIECES

The video features a man with a beard and mustache, wearing a white shirt, speaking directly to the camera. He is gesturing with his right hand. The background is a simple indoor setting with a window. The video player interface shows a progress bar at 0:17 / 0:37. The title of the video is "Balanced Gut with India Gate Uplife Gut Pro- The New-age Cooking Oil | ~40% Higher Gamma Oryzanol". The channel name is "India Gate Uplife" with 1.36K subscribers. The video has 9 likes and 0 dislikes. The description includes the text "To keep your gut balanced" and "anti-inflammatory and maintains normal gut function India gate uplife gut".

To keep your gut balanced

anti-inflammatory and maintains normal gut function India gate uplife gut

Balanced Gut with India Gate Uplife Gut Pro- The New-age Cooking Oil | ~40% Higher Gamma Oryzanol

India Gate Uplife
1.36K subscribers

Subscribe

9 0 Share Download Save

7 CR+ IMPRESSIONS

The post features a woman in a green tank top and blue jeans holding a bottle of India Gate Uplife Gut Pro. The background is a wall with a horse head sculpture. The post has 2.2K likes and 0 dislikes. The caption includes the text "anti-inflammatory and maintains normal gut function India gate uplife gut" and "India Gate Uplife Gut Pro".

anti-inflammatory and maintains normal gut function India gate uplife gut

India Gate Uplife Gut Pro

@IndiaGateUplife
The Oil That Does More Than Just Cook

Subscribe

2.2K 0 Dislike Share

81 LAKH+ REACH

The post features a close-up of a hand holding a small round object, likely a piece of food, next to a packet of India Gate Uplife Gut Pro. The background is a wooden surface. The post has 14 likes and 0 dislikes. The caption includes the text "Upto 40% Lower Fat Intake" and "Cooking Oil Weight Management. India Gate Uplife Lite- New-age Cooking Oil w/ upto 40% fat intake.".

Upto 40% Lower Fat Intake

@IndiaGateUplife
Cooking Oil Weight Management. India Gate Uplife Lite- New-age Cooking Oil w/ upto 40% fat intake.

Subscribe

14 0 Dislike Share

...AND POWERED BY STRONG VISIBILITY ACROSS CHANNELS

↓ **40%**
LOWER FAT
with



YOUR Weight Management PARTNER

Order Now

Your Balanced Gut PARTNER



THE NEW-AGE COOKING OIL

Order Now

SWITCH TO



THE NEW-AGE COOKING OIL

Order Now



LEADING TO



5%

MARKET SHARE*
(June'25 Exit)


In launched MT Platforms/Cities

Price ▾ Premium ☆ Bestsellers ☆

Brand ▾ Weight ▾ Processing Type ▾

₹223.9 ₹350 ₹236.57 ₹380 ₹1140 ₹1500

Your Balanced Gut Partner
Sponsored by India Gate



12% Off

5 Mins


India Gate Uplife Gut Pro Edible Oil 1 L

₹195.8 ₹225

India Gate Uplife Sponsored

Meet your WEIGHT MANAGEMENT PARTNER – The new-age cooking oil that is ...See more

INTRODUCING

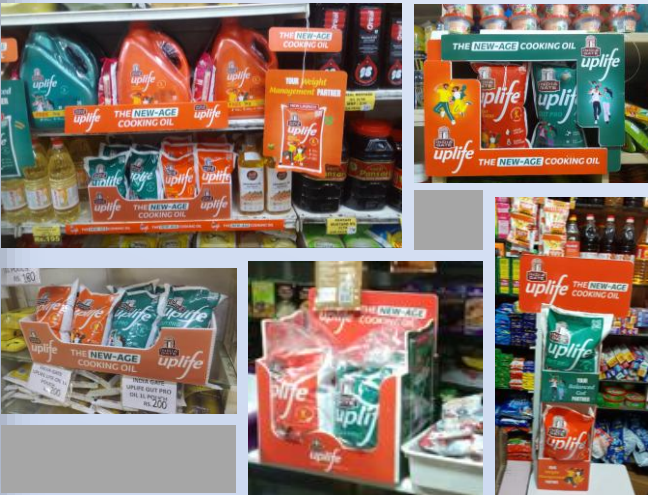


India Gate Uplife Lite Cooking Oil Your Weight Manag...

Shop now

India Gate Uplife Gut Pro Edible Oil

₹391



Export Business



Leadership Beyond India



Revenue in Rs.

489Cr

For Q1 FY26



Trend in Export Business



Revenue growth

98%

Y-o-Y



Export revenue growth is driven by bulk exports.

Positive trends for Rice export from India

Global markets offer exciting opportunities for KRBL to drive growth



Production

- High yielding varieties boost national surplus
- Farming tech adoption drives produce growth
- Basmati quality focus boosts global demand



Export Leader

- India is the #1 exporter of rice, holds 85% of basmati market exports and expects to further rise. **16% volume growth in FY25.**



Indian Presence Globally

- Growing US demand for PUSA basmati, commercialized by KRBL
- Indian diaspora abroad fuels rice popularity as both staple and premium restaurant item

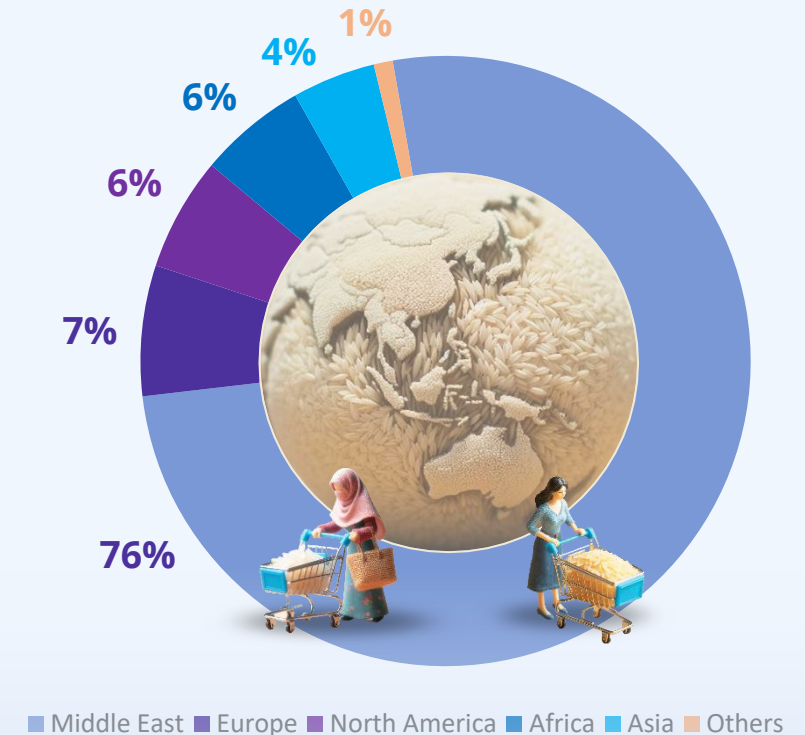


Demand from Middle East

- Excellent quality standards have spurred increase in the demand for Indian basmati rice amongst locals
- Middle east accounts for nearly 3/4th India's basmati exports.



Basmati rice exports from India for FY25 Volume - (%)



Strategy Export

Direct Marketing

- Penetration to locals with Arabic TVC in mainstream channels
- Targeting geo-location customers through social media
- Increasing focus on India Gate HORECA line up to target HORECA customers



Channel Deepening
& Diversification

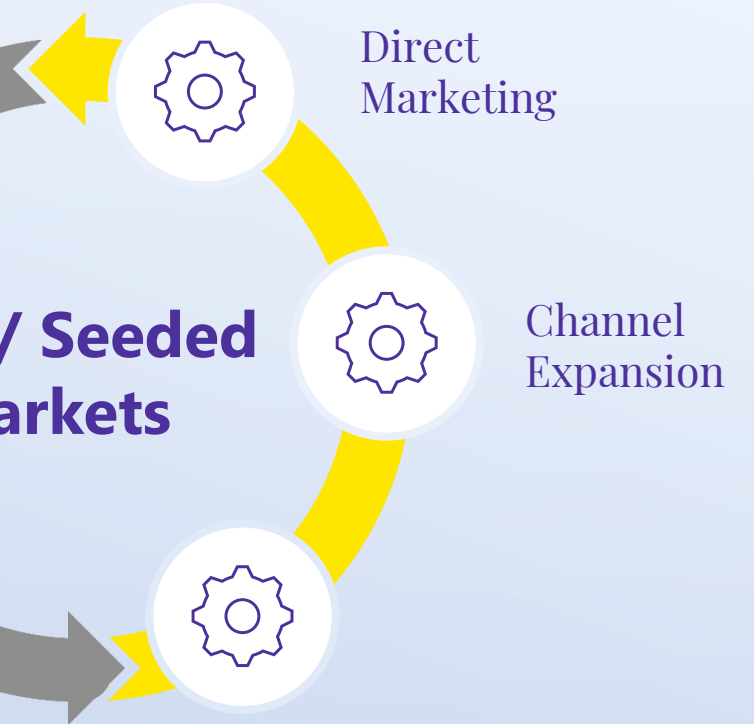
Acquisition of
“Adjacent” Basmati
Consumer



**Existing
Markets**

New Products

**New / Seeded
Markets**



Direct
Marketing

Channel
Expansion

Launch of economy
variants / small packs to
drive penetration

AWARDS & ACCOLADES



BEST FAMILY BUSINESS
Indian Family Business Awards



Best use of Social Media
'Ab khaane mein no Compromise'





Contact Us

Safe Harbor

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to KRBL Limited and its affiliated companies (“KRBL”) future business developments and economic performance.

While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

KRBL undertakes no obligation to periodically revise any forward-looking statements to reflect future/ likely events or circumstances.



Investor Relations Desk



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Email: investor@krblindia.com





Thank You



PURE BASMATI RICE

