



INVESTOR'S PRESENTATION

March, 2015

Confidential

IMPORTANT NOTICE



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.

CONTENTS

Particulars	Page No.
Industry Analysis	4
Investment Highlights	5
Business Overview	6-7
Management & Board	8
Financial Overview	9-20

INDUSTRY ANALYSIS



❖ **No Threat of Substitute Products.**

- Limited scarce crop
- Local crop – not grown anywhere else
- Simple product – no hi-tech processing required / no fad / processed food.
- Highest quality and high valued product, not commodity!

❖ **Threats**

- No China competition / other countries threat – Grown only in India and Pakistan.
- Govt. regulations – no government / regulatory interference.
- Economy, war, global crop patterns etc – No major impact.

❖ **Hold on distributors**

- Largest and established player.
- FMCG nature.
- Trust with distributors – just 2 days credit period to distributors.

❖ **Hold on Farmers**

- R & D advantage – creator of 1121 variety.
- Seed distribution – only player to distribute seeds.
- Doing organic and contract farming.

❖ **Competition**

- Pricing Premium over competition.
- New entrants – require huge marketing budgets and organizational management to manage entire supply chain.

INVESTMENT HIGHLIGHTS



Leading Market Position

- ❖ World's largest Rice Millers and Basmati Rice Exporters.
- ❖ India's largest selling Branded Basmati Rice Company.
- ❖ Strong Brand presence through collaborations with global retail chains.
- ❖ Leading position in Saudi Arabia's market- world's largest Basmati Rice market.
- ❖ Largest contact farming basmati rice in the world.

Best-in-Class Operations

- ❖ India's first fully integrated and scalable rice company.
- ❖ Rice manufacturing capacities of 195 MT per hour.
- ❖ Good realizations – export price per MT commands a premium of more than 18% over the Industry average.
- ❖ Wide marketing network with presence at 6,90,000 retail outlets spread over all towns and cities of the Country.
- ❖ 35% basmati seeds in India are provided by KRBL.

Leading Brands

- ❖ "India Gate", the flagship brand of Company, is the topmost selling rice in the Branded Rice segment, both in India and Overseas market.
- ❖ Brand include – India Gate, Taj Mahal, Doon, Nur Jahan and many more.
- ❖ 25% share in the Branded Basmati Rice sale in exports market.
- ❖ More than 30% share in the Branded Basmati Rice sale in domestic market.

Strong Financial Performance

- ❖ Short-term loan of the company rated [ICRA]A1+ by ICRA, indicating highest credit quality in the industry
- ❖ Long Term Loan of the Company under (ICRA) AA- by ICRA, indicating high degree of safety.
- ❖ Net Worth of the Company increased from Rs. 1,045 crores in FY 2014 to Rs. 1,325 crores in FY 2015.

BUSINESS OVERVIEW



- ❖ Founded in 1889 in Faisalabad, Pakistan and incorporated in 1993, KRBL is India's first integrated rice company.
- ❖ Engaged in seed development and multiplication, contract farming, production and marketing of Basmati rice.
- ❖ Being an integrated player, the Company generates value-added by-products like brain oil, de-oiled cakes and uses rice husks for captive power plant.
- ❖ Branded Basmati rice Company, with manufacturing capacities of 195 MT / per hour.
- ❖ Last 3-year Net Sales Growth at CAGR of 24.66% and EBITDA Growth at CAGR of 30.87%.
- ❖ Last 3-years average Return on Capital Employed of 18.08%
- ❖ Last 3-years average Return on Equity of 24.14%.

Key Brands



Industry Recognition



BUSINESS OVERVIEW



State Of The Manufacturing Facilities With Distribution Network In India And Across



Rice Business			
Plant Location	Function	Capacity (MT/hr)	Grading & Packing (MT/hr)
Ghaziabad	Rice Processing	45	30
Dhuri	Rice processing	150	60
Delhi	Grading		30
Total		195	120

Energy Business		
Plant Location	Function	Capacity (MW)
Dhuri	Biomass	12.30
Ghaziabad	Biomass	5.25
Sub-Total (A)	Biomass	17.55
Maharashtra	Wind	12.50
Rajasthan	Wind	11.85
Tamil Nadu	Wind	8.10
Karnataka	Wind	11.10
Andhra Pradesh	Wind	10.50
Madhya Pradesh	Wind	12.00
Sub-Total (B)	Wind	66.05
Madhya Pradesh	Solar	15.00
Sub-Total (C)	Solar	15.00
Total (A+B+C)	Biomass/Wind/Solar	98.60

Paddy Storage Area



Processed Rice Storage Area



Testing lab at the plant



MANAGEMENT & BOARD



Extensive Management Expertise in Rice Industry and Operation Across the Value Chain

Key Executive		Back Ground
Anil Kumar Mittal <i>Chairman and Managing Director</i>		<ul style="list-style-type: none"> ❖ Visionary behind the success of KRBL Ltd. ❖ Having more than 41 years of experience in Rice business. ❖ Formulates marketing strategy of the company and supervises the marketing functions. ❖ Founder & Former President of All India Rice Exporters Associations.
Arun Kumar Gupta <i>Joint Managing Director</i>		<ul style="list-style-type: none"> ❖ Expert on Basmati Paddy Supply Chain Management. Expert on Paddy Milling Technology. ❖ Having more than 33 years of experience in Rice business. ❖ Executive Member, Basmati Rice Farmers & Exporters Development Forum. ❖ He is a Commerce Graduate from Delhi University.
Anoop Kumar Gupta <i>Joint Managing Director</i>		<ul style="list-style-type: none"> ❖ Financial Architect & Chief Strategist of the Company. ❖ Having more than 32 years of experience in Rice business. ❖ Former Executive Committee Member of All India Rice Exporters Associations. ❖ He is a Science Graduate from Delhi University.
Priyanka Mittal <i>Whole-time Director</i>		<ul style="list-style-type: none"> ❖ Young Turk bringing Management Innovation into the Company. ❖ Having more than 15 years of experience in the field of International Marketing. ❖ Specialist on International Marketing of Agri and Food Products. ❖ She is a BS in Business Management from University of Southern California, Los Angeles and C.A. Chartered Financial Analyst (AIMR) Candidate Level –II.
Ashok Chand <i>Whole-time Director</i>		<ul style="list-style-type: none"> ❖ Has over 42 years of experience in the field of engineering and food processing industry. ❖ Has previously worked with some of the leading FMCG and consumer companies in the world. ❖ He has also obtained Certificate of Entrepreneurship from IIM, Ahmedabad.
Rakesh Mehrotra <i>Chief Financial Officer</i>		<ul style="list-style-type: none"> ❖ Has over 30 years of experience in the field of finance. ❖ Has previously worked with some of the leading corporate like Surya Group, Lakhani Group, Sanjay Dalmia Group, Mafatlal Group and Onida Group. ❖ He is a Chartered Accountants from ICAI and Commerce Graduate from BHU.

FINANCIAL OVERVIEW



Financial Summary

(Rs. In Crores)

OPERATING RESULTS	Consolidated (FY 2013-14) Q4	Consolidated (FY 2014-15) Q4	Consolidated (FY 2013-14)	Consolidated (FY 2014-15)
Gross Sales (Including Other Income)	863.96	924.69	2,925.00	3,203.31
EBITDA %	120.32 14.00%	126.91 14.33%	455.09 15.56%	531.86 16.60%
Profit Before Tax (PBT) %	78.92 9.18%	101.62 11.47%	326.43 11.22%	394.09 12.47%
Profit After Tax (PAT) %	59.78 6.92%	85.67 9.26%	255.12 8.72%	321.72 10.04%
EPS (in Rs.)	2.54	3.63	10.82	13.64

FINANCIAL OVERVIEW



(Rs. in Crores)

Operating Results (Consolidated)	FY 2012	FY 2013	FY 2014	FY 2015
Revenue from Operation	1,631.00	2,080.39	2,910.46	3,159.69
Other Income	8.64	10.73	14.54	43.62
Total Income	1,639.64	2,091.12	2,925.00	3,203.31
Operating Expenditure	1,402.34	1,787.01	2,469.91	2671.45
EBITDA	237.30	304.11	455.09	531.86
EBIDTA Margin	14.47%	14.54%	15.56%	16.60%
Depreciation	44.52	50.56	57.66	52.69
Interest	71.89	77.51	76.02	80.89
Exceptional Items -currency Fluctuations (Gain)/Loss	25.64	(8.16)	(5.02)	4.19
Profit Before Tax (PBT)	95.25	184.20	326.43	394.09
Taxes	22.22	54.34	71.31	72.37
Profit After Tax (PAT)	73.03	129.86	255.12	321.72

FINANCIAL OVERVIEW



(Rs. In Crores)

Financial Result (Consolidated)	FY 2012	FY 2013	FY 2014	FY 2015
Fixed Assets (Incl. CWIP)	426.25	457.75	577.01	753.31
Current Assets, Loans & Advance	1,553.14	1,522.13	2,091.59	2,286.97
Gross Capital Employed	1,979.39	1,979.88	2,668.60	3,040.28
Current Liabilities & Provisions	398.02	326.96	336.95	443.80
Capital Employed	1,581.37	1,652.92	2,331.65	2,596.48
Share Capital	24.35	24.24	23.58	23.54
Reserves & Surplus	693.69	806.11	1,021.27	1,301.23
Share Holders Funds	718.04	830.35	1,044.85	1,324.77
Book Value (Rs.)	29.49	34.26	44.31	56.28
Long Term Loans	106.39	77.45	204.38	236.28
Working Capital Loans	768.94	758.12	1,111.17	1,045.16
ROCE (%)	10.82	16.48	18.26	19.50
Return on Equity (%)	10.72	16.97	27.81	27.64
No. of Share (in crore)	24.35	24.24	23.58	23.54
Earning Per Share (Rs.)	3.00	5.36	10.82	13.64
Cash EPS (Rs.)	4.83	7.44	13.29	15.91

FINANCIAL OVERVIEW



Key Performance Indicators for the Quarter ended March 2015 (FY 2014-15)

- ❖ The Company achieved highest ever Top Line of Rs. 924 crores in the quarter. An increase of 7% over the same quarter last year .
- ❖ Company achieved EBIDA margin of Rs. 127 crores as compared to Rs. 120 crores same quarter last year. An increase of 6% over the same quarter period last year.
- ❖ Bottom Line (PAT) at Rs. 86 crores as compared to Rs. 60 crores the same quarter last year. An increase by 43%.
- ❖ Earning Per Share (EPS) for the quarter ended March 2015 at Rs. 3.63 per share as compared to Rs. 2.54 per share same quarter last year.
- ❖ Book value stands on 31-3-2015 at Rs. 56.28 per share as compared to Rs. 44.31 per share last year.

FINANCIAL OVERVIEW



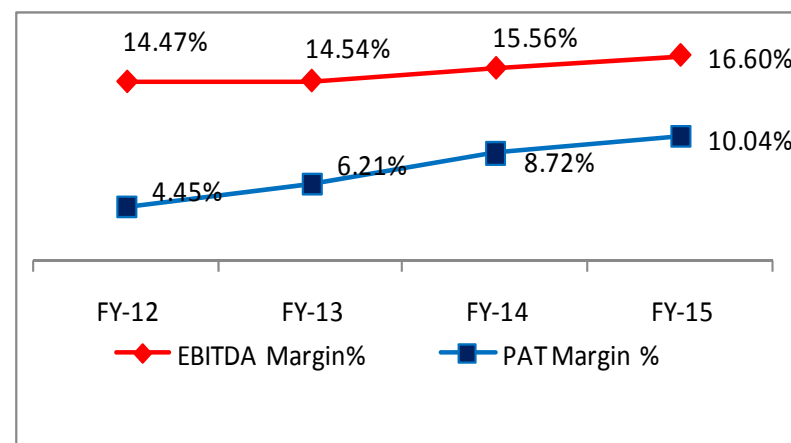
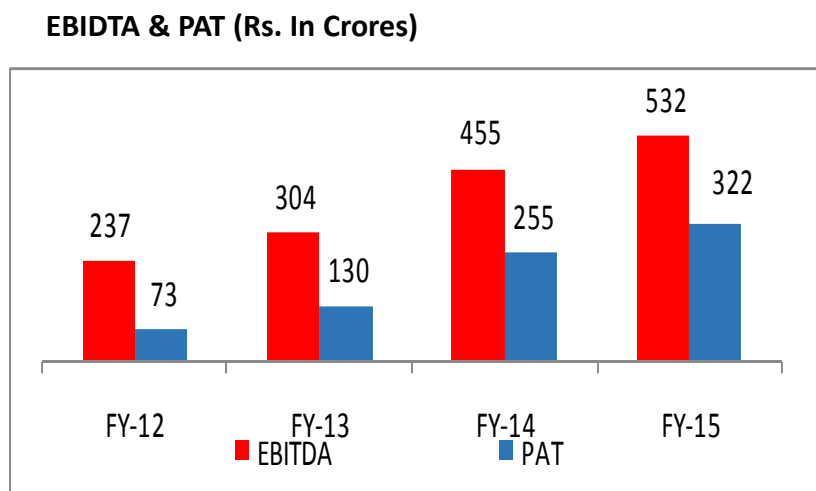
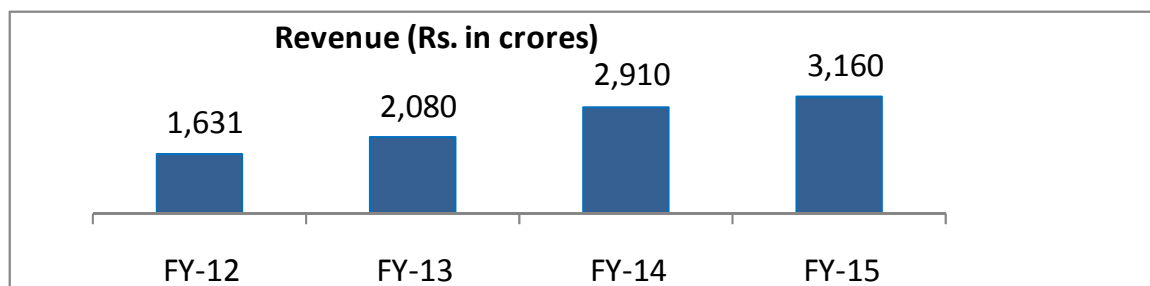
Key Performance Indicators (FY 2014-15)

- ❖ The Company achieved highest ever Top Line of Rs. 3,203 Crores for the year ended March 2015 as compared to Rs 2,925 Crores same period last year. An increase of 10% over the same period last Year.
- ❖ Highest ever EBIDA margin of Rs. 532 Crores as compared to Rs. 4,55 Crores same period last year. An increase of 17%.
- ❖ Profit after Tax (PAT) at Rs. 322 Crores as compared to Rs. 255 Crores same period last year. An increase by 26%.
- ❖ EPS for the period ended March 2015 at Rs. 13.64 per share as compared to Rs.10.82 per share same period last year.
- ❖ Book value as 31-3-2015 stand at Rs. 56.28 per share vs. Rs 44.31 per share last year.
- ❖ ROE at 27.64% in FY15

FINANCIAL OVERVIEW



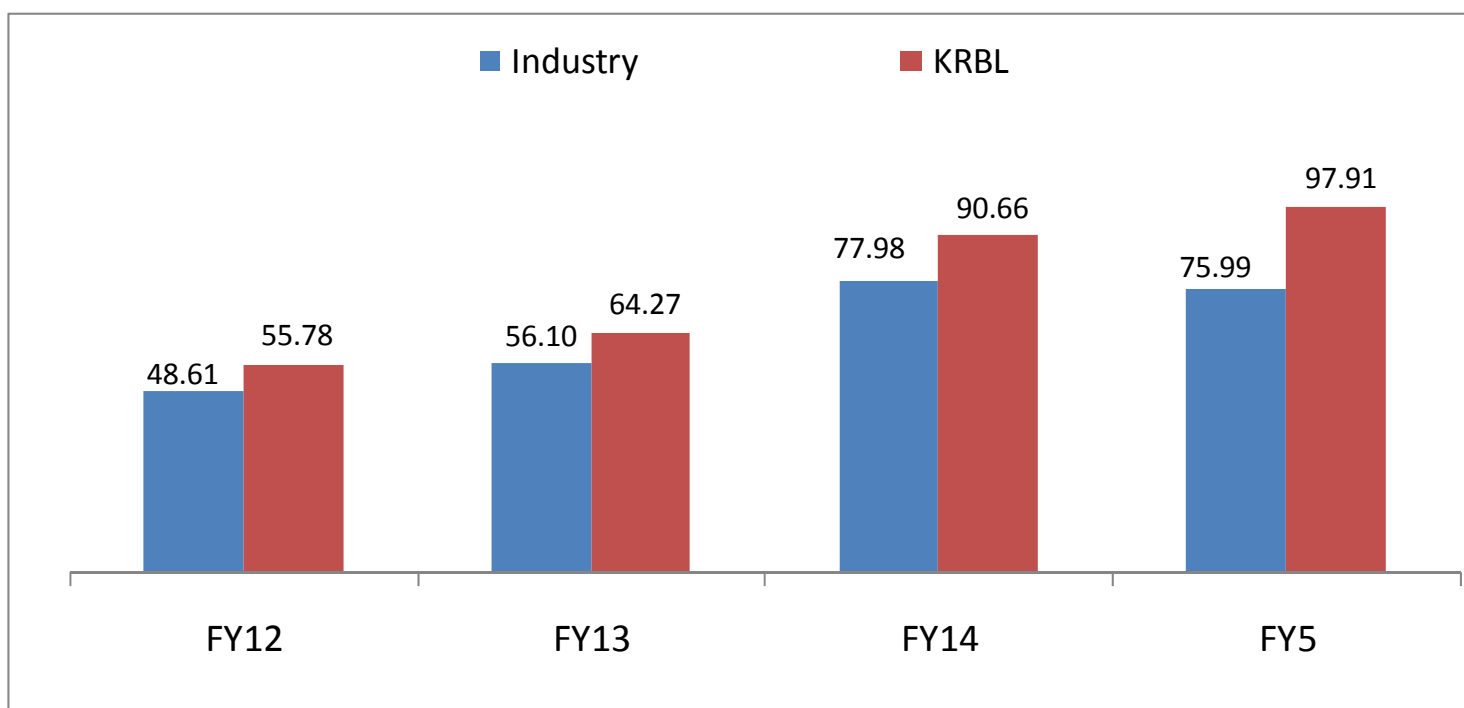
Revenue Growth and Margin Trends



FINANCIAL OVERVIEW



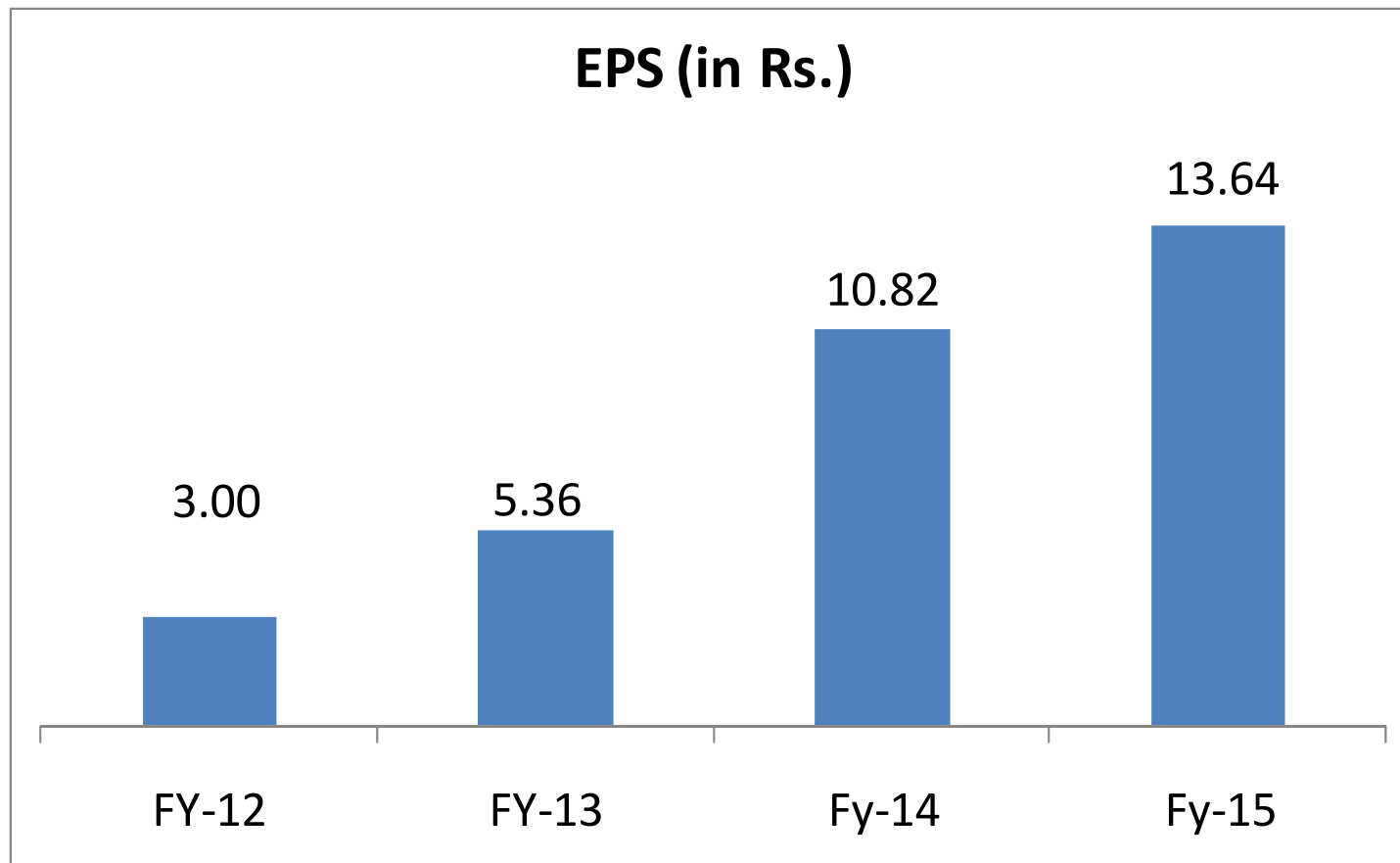
Unit Export Value Realization (Rs./ Kg)



FINANCIAL OVERVIEW



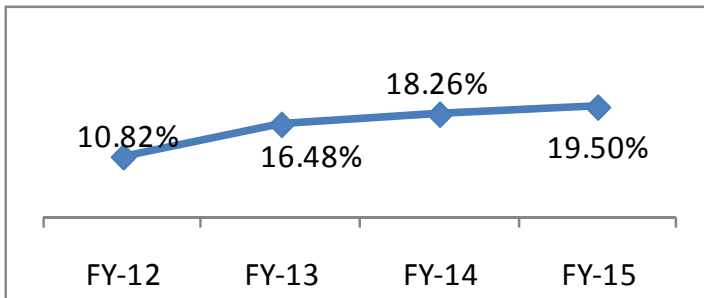
Achieved Strong EPS Growth



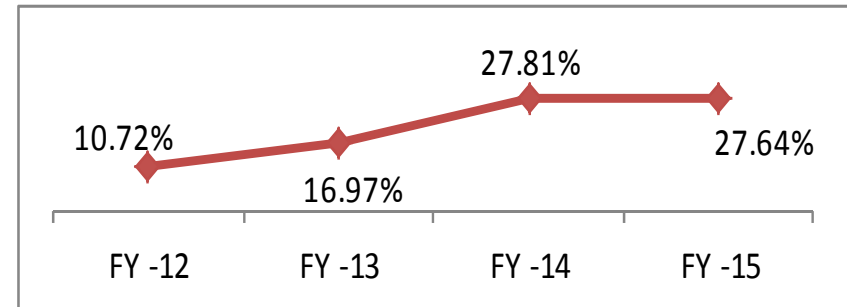
FINANCIAL OVERVIEW



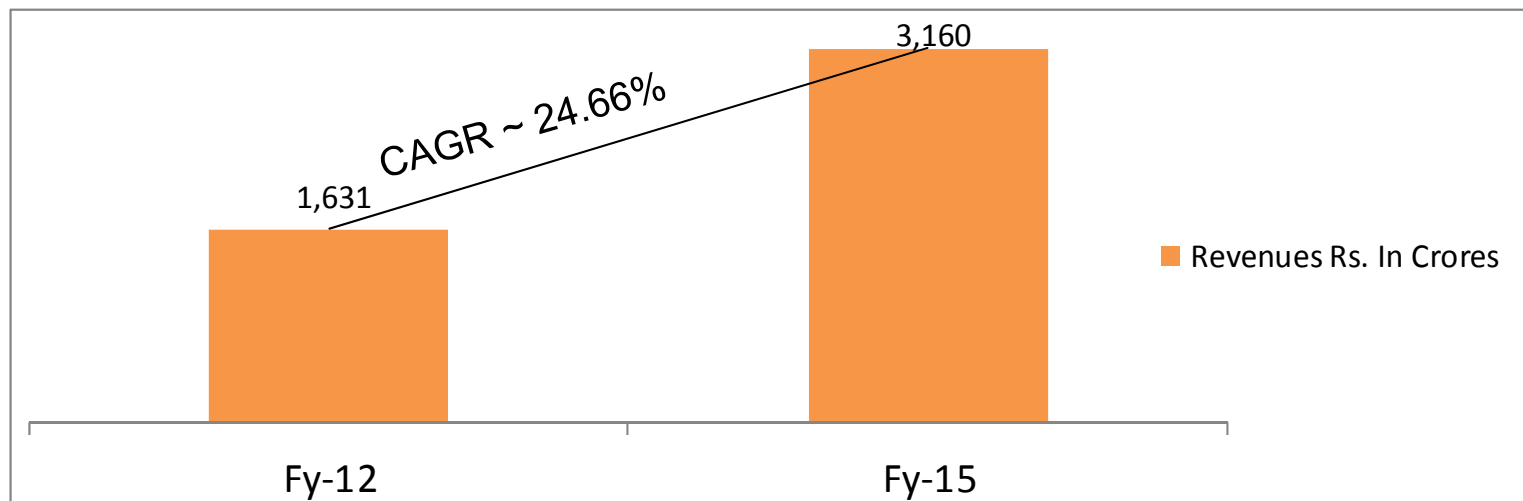
Return on Capital Employed



Return on Equity



Growth of the Company

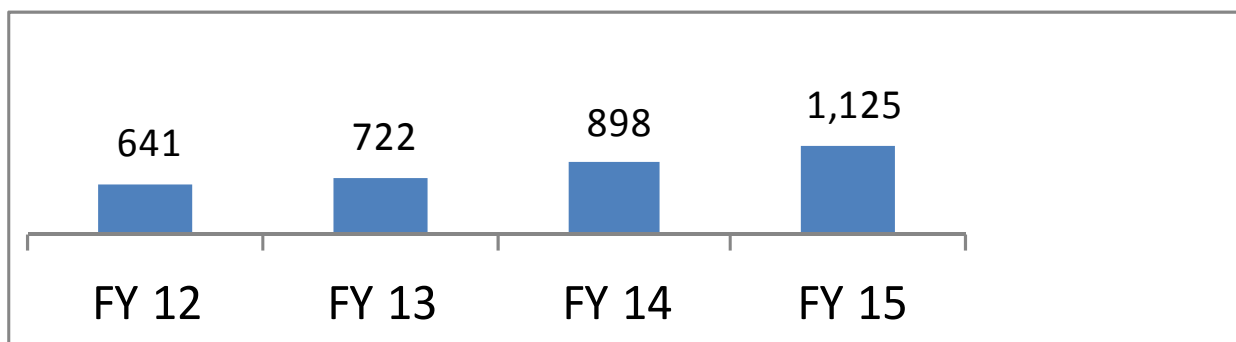


FINANCIAL OVERVIEW



Gross Fixed Assets Growth

(Rs. in Crores)



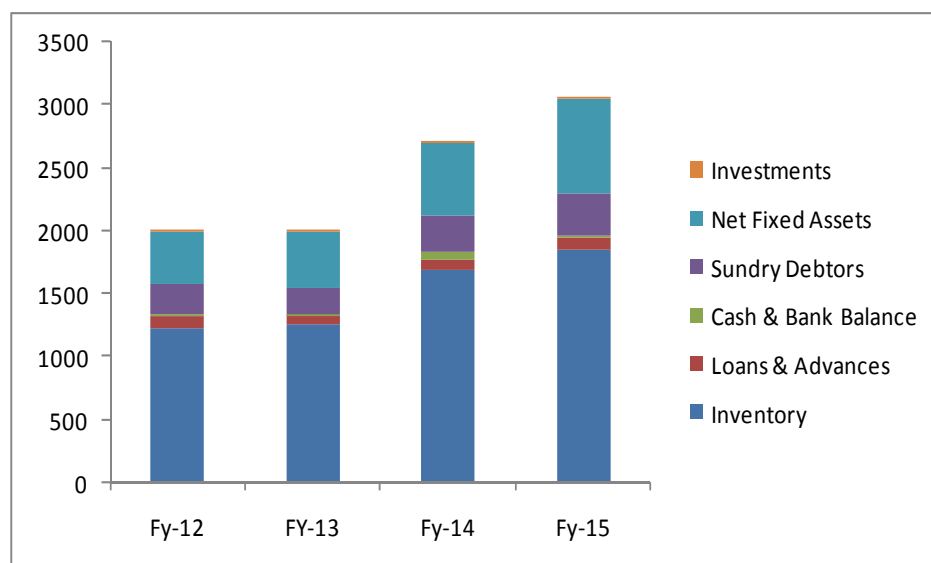
- ❖ Asset utilization to improve with higher capacity utilization
 - ❖ Dhuri Plant expected to be at 70% utilization level by FY17, leading to improved EBIDTA margin
 - ❖ UP plant at 100% utilization level
- ❖ Low debt gearing at 1.07x in FY 2015
- ❖ ROE at 27.64% in FY15
- ❖ Strong Inventory build-up enabling extended storage period and hence enhanced margins. Very good inventory gains as company is carrying low-cost inventory in books
- ❖ Inventory stood at Rs. 1,860 crores

FINANCIAL OVERVIEW



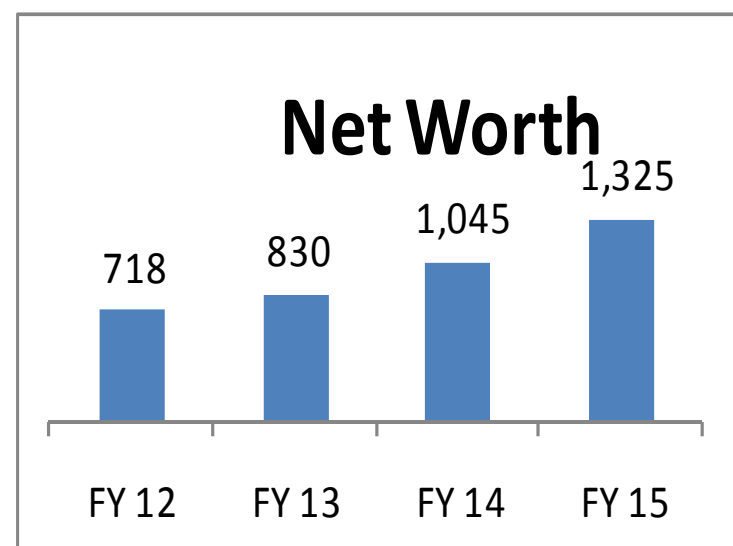
Balance Sheet Strength

Asset buildup



(Rs. In Crores)

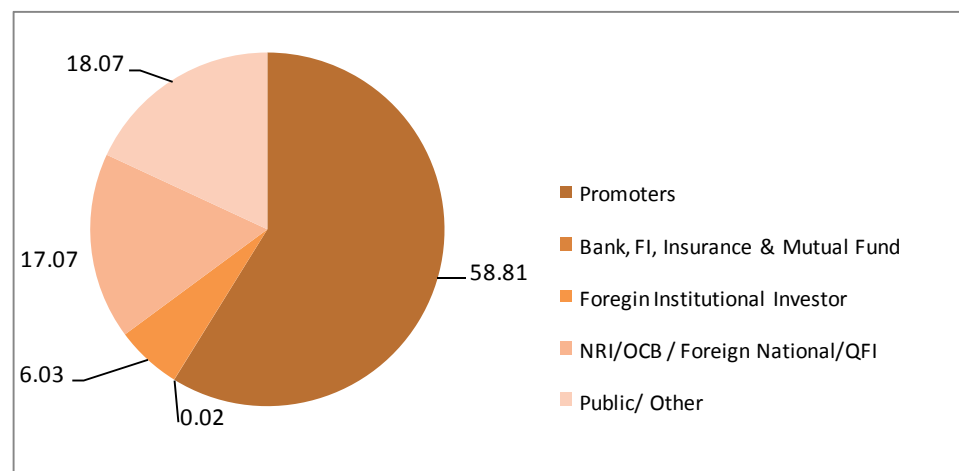
Net Worth



FINANCIAL OVERVIEW



Shareholding Pattern



Market Data

Market Cap (Rs.In Crores)	4,203
Share Price (Rs.)	178.55
Book Value Per Share (Rs.) (31.03.2015)	56.28
52 Week High / Low (Rs.)	199.9/64.60
Outstanding Shares (Crores)	23.54
BSE Ticker	530813
NSE Ticker	KRBL

Market Data as on 28-5-2015

Shareholding Information as on 31-3-2015

Institutional/Bodies Shareholders Holding	%
Reliance Commodities DMCC	9.73
Quant Foreign Value Small Cap Fund	1.34
Manulife Global Fund Asian Small CAP Equity Fund	1.18
Wisdomtree Trust A/c Wisdomtree India Investment Portfolio Inc.	0.58
Premier Investment Fund Limited	0.33

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