



**Date: 20<sup>TH</sup> February, 2019**

To,  
Department of Corporate Services,  
Bombay Stock Exchange Limited,  
Ground Floor, P. J. Towers,  
Dalal Street Fort,  
Mumbai- 400001

**(Scrip Code: 531449)**

Dear Sir/Madam,

Sub: Investor Communication on Financial Results for the Third Quarter (Q3) of Financial Year 2018-2019.

Pursuant to the provisions of Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we are pleased to enclose herewith Investor Communication of the Company on Financial Results for the Third Quarter (Q3) of Financial Year 2018-2019.

You are requested to take the above on your records and acknowledge the same.

For G.R.M. OVERSEAS LTD.

Mg. Director/Director

**Rohit Garg**  
**(Managing Director)**  
**DIN: 00673304**  
**Address: 679-L Model Town**  
**Panipat-132103**

**CIN-L74899DL1995PLC064007**

---

**Works / Corporate Office** : Gohana Road, Near Sugar Mills, Panipat-132103 (Haryana) India. Tel. : + 91-180-2652524, 2652476  
: 8 K.M. Stone, Gohana- Rohtak Road, Village Naultha, Panipat- 132103 (Haryana) India. Fax : +91-180-2653673  
**Registered Office** : 128, 1st Floor, Shiva Market, Pitam Pura, New Delhi-110034 India. Tel. +91-11-47330330  
**E-mail / Website** : grmrice1@gmail.com / www.grmrice.com

# Reinventing the GRM Brand

## Cultivating the future of rice exports



Q3 & 9M FY2019

## The GRM Brand today

- A leading exporter of rice to the Gulf region, with a majority of exports concentrated in this region
- Exporting high quality traditional basmati varieties of rice to US, UK and other European countries
- Presence of own brands under the name “Himalaya River” and “7Express” at large retailers in UK, Poland, Netherlands etc.
- Less than 10% of Revenues come from Value Added Products

Moving towards the next phase of growth...

## Reinventing the Business

- Diversifying from traditional basmati rice offerings to high margin own brands, specialized and value added products
- Targeting value added and ready to eat health products in Europe where there is significant demand
- Focus on supplying specialized / folk and organic rice varieties with signature recipes
- Poised to enter the Canada market
- Plan to increase production capacity



Redefined Value Proposition



Integrated Business Model



Niche Product Market



Increasing Market Traction



Enhanced R&D Capabilities

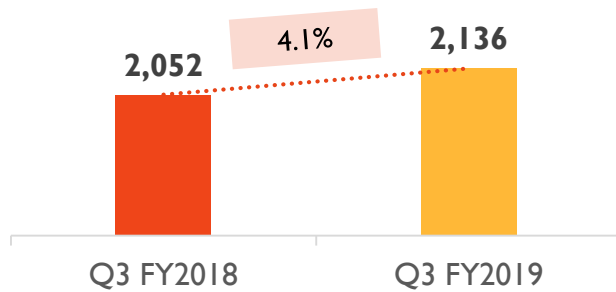
Contents	Page No.
Q3 & 9M FY2019 Consolidated Performance Highlights	4 – 5
GRM Overseas: At a Glance	6 - 11
Consolidated Financial Trends	12



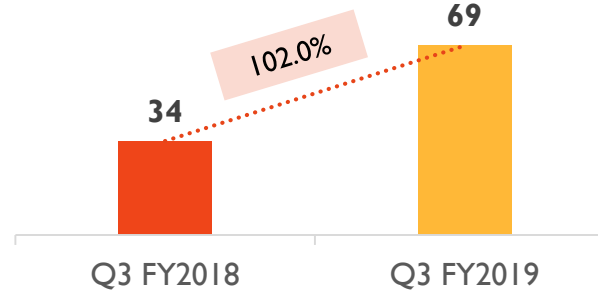
# Q3 & 9M FY2019 Consolidated Performance Highlights

Q3 FY2019

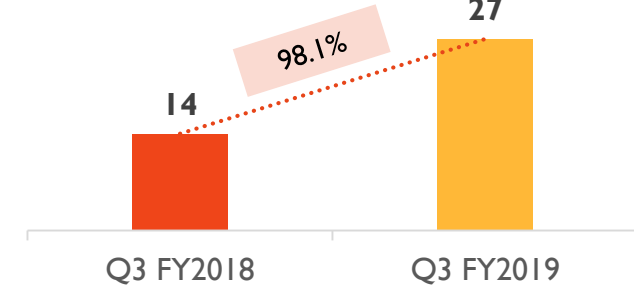
## Total Revenue



## EBITDA

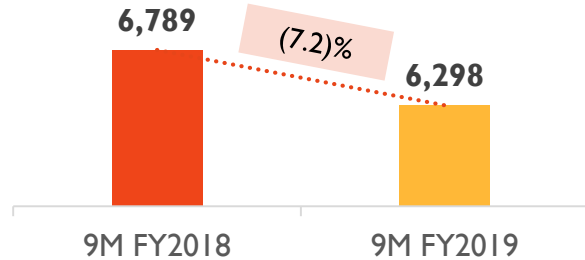


## PAT

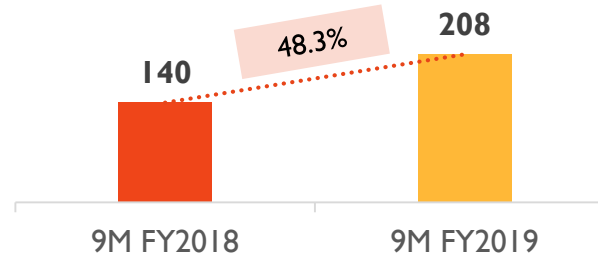


9M FY2019

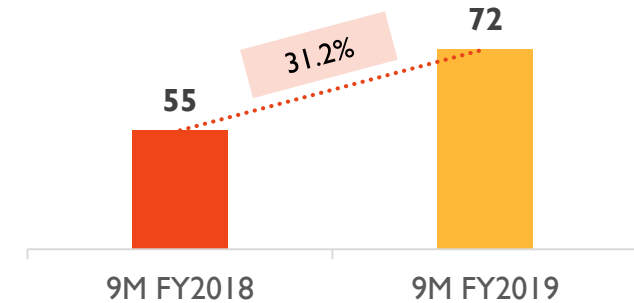
## Total Revenue



## EBITDA



## PAT



Note – All financial numbers are in INR million

Building momentum for the next phase of our growth story...



# Q3 & 9M FY2019 Consolidated Profit & Loss

(INR Million)	Q3 FY2019	Q3 FY2018	Y-o-Y %	9M FY2019	9M FY2018	Y-o-Y %
Revenue from Operations	2,136.0	2,051.7	4.1%	6,298.3	6,788.9	(7.2)%
<b>EBITDA</b>	<b>69.4</b>	<b>34.4</b>	<b>102.0%</b>	<b>207.8</b>	<b>140.1</b>	<b>48.3%</b>
EBITDA Margin	3.2%	1.7%		3.3%	2.1%	
<b>EBIT</b>	<b>74.5</b>	<b>28.7</b>	<b>159.8%</b>	<b>205.1</b>	<b>124.7</b>	<b>64.6%</b>
EBIT Margin	3.5%	1.4%		3.3%	1.8%	
Finance Cost	20	7.7	159.9%	68.7	43.8	57.0%
<b>PBT</b>	<b>54.5</b>	<b>21.0</b>	<b>159.8%</b>	<b>136.5</b>	<b>80.9</b>	<b>68.6%</b>
PBT Margin	2.6%	1.0%		2.2%	1.2%	
Tax	27.6	7.4	272.6%	64.3	25.9	148.2%
<b>PAT</b>	<b>26.9</b>	<b>13.6</b>	<b>98.1%</b>	<b>72.2</b>	<b>55.0</b>	<b>31.2%</b>
PAT Margin	1.3%	0.7%		1.1%	0.8%	
<b>Basic EPS</b>	<b>7.29</b>	<b>3.68</b>	<b>98.1%</b>	<b>19.56</b>	<b>14.91</b>	<b>31.2%</b>

## Comments

Improvement in EBITDA margin was attributable to effective cost control measures and increase in sales from value added products

Effective Tax Rate was higher during the period due to consolidation of UK subsidiary's loss



## A Wealth of Experience

Over 40 years in the Rice business with a legacy of supplying products of the highest quality

## Export Oriented

Around 90% of our Revenues are generated from exports to the Middle East; with presence in US, UK and Europe markets. Set to enter Canada market

## Global Standards

Stringent proactive quality control procedures in place as per International requirements

## Moving up the Value Chain

Focused on high quality value added offerings such as branded rice varieties, branded basmati, organic rice products and ready-to-eat

## Diversified Basket of Rice Products

A variety of rice offerings catering to a mix of consumer preferences - basmati, specialised products and value added products

## Robust Financial Performance

Revenue and Net Profit have achieved a CAGR of 62.9% and 140.4% respectively, over the last 3 years

“GRM has always believed in delivering the best. We are constantly focused on raising the standards...”



## Market Segment

## Product Offerings

## Key Customers

Basmati



Specialised

Red Rice, Black Rice, Smoked Rice, Folk rice varieties



Value Added

Organic Rice, Rice based ready to eat health products and Retorts

Targeting speciality stores across Europe. Increasing customer preferences for health food products in European markets.

Strategically moving towards more value add products





## Procurement

- Strong relationships with local farming communities
- Access to best quality of produce
- Generally procurement undertaken with spot payments, no long term contracts
- Partnered with Certified Grower Group consisting of 956 farmers, with farming area of 1881 Hac., and certification of NPOP+NOP

## Processing

- Factory equipped with three milling plants, each with a capacity of 20 tons per hour with shipping capacities located at Mundhra port
- Labs include moisture meters, labde-huskers, electronic Vernier Calipers, precision electronic weighing scales, paddy separators and lab-polishers
- Strong focus on quality control
- Development of ERP systems to enable traceability of product from the shelf to the farm, essential for stringent western markets

## Distribution Channels

- Sales & distribution offices and warehousing facilities in the UK to service European markets
- Sales & distribution office in the US
- Network of 8 distributors and agents in the Middle East
- Access to 668 supermarket stores and 103 ethnic stores in UK

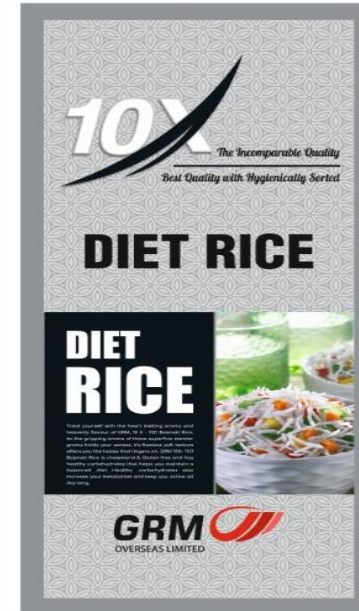
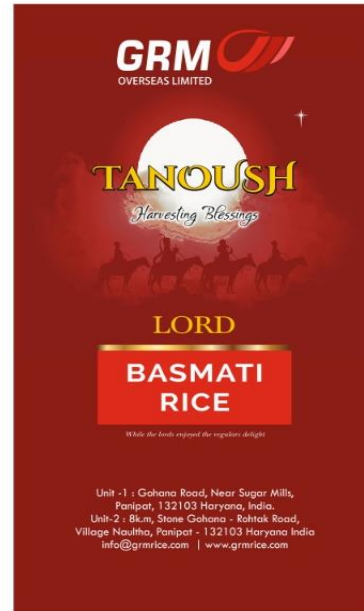
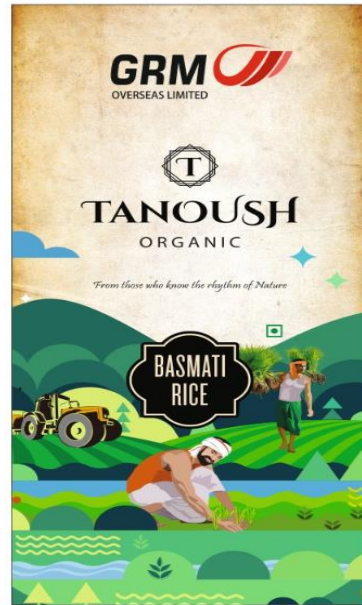
Best in class procurement and processing facilities with a global distribution network



- Achieved a new milestone in our 40 year history in FY 2018 by starting supply of own branded products to European retailers
  - Our customers currently include ASDA (Walmart UK), T.J. Morris and B&M in the UK; Albert Heijn in Holland and Metro in Poland
  - GRM is in agreement with TESCO UK to place its own brand of basmati rice 'Himalaya River' in TESCO UK stores. Starting September 2018, 'Himalaya River' basmati rice will be available in 5kg and 10 kg pouches in around 220 TESCO stores across the UK
- Our Recent Launches include Tanoush, Tanoush Organic and Diet Rice which are premium basmati rice offerings geared at the fast growing health conscious population in particularly Europe / USA / Australia
- Soft Launch of our brand "Tanoush" in the domestic market by appointment of distributors in four states and started the listing process with modern trade in India
- Expanded exports to more than 25 new countries.
- Technology tie up with a leading organic products company to develop specialized organic food products

Launching value added products and expanding business to new countries to drive future growth



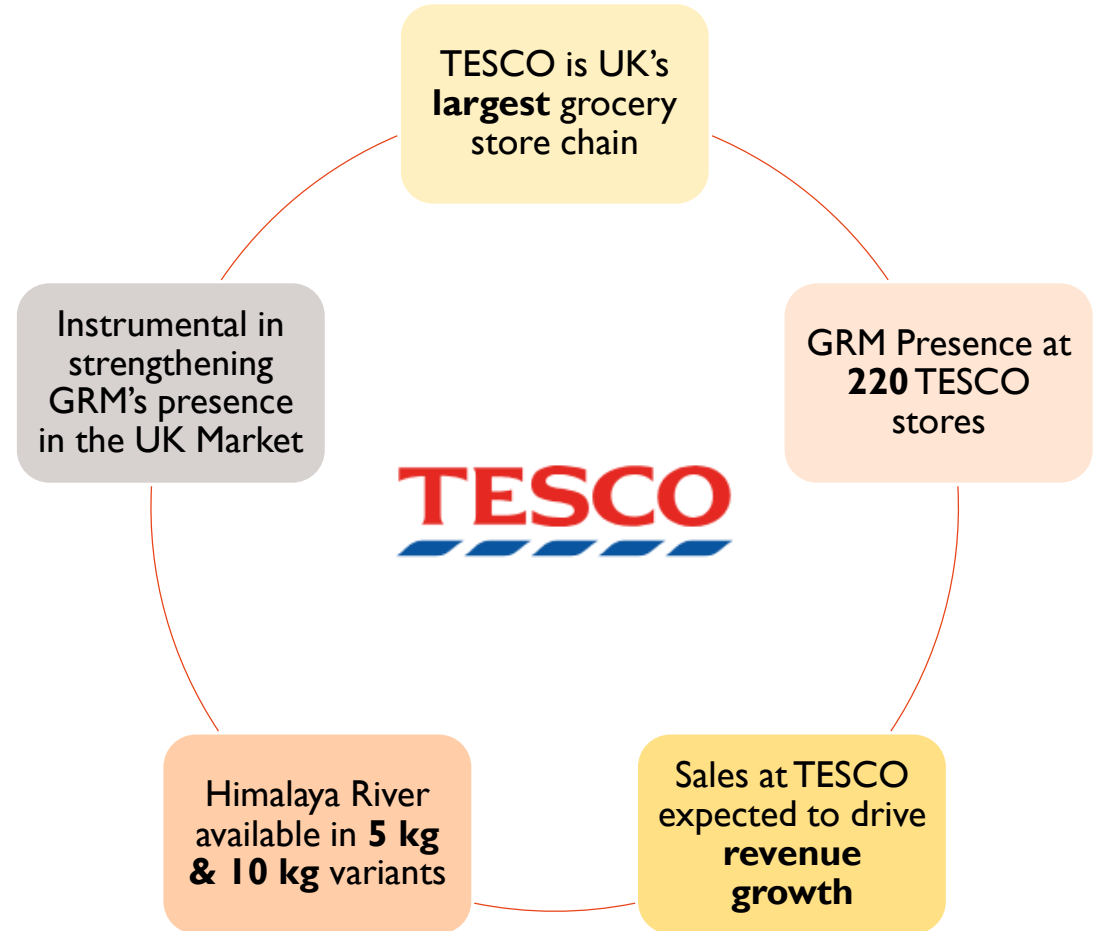


- **Objective:** To bring natural foods grown locally by farmers who do not use chemicals to affect the product yield
- **Target Market:** The fast growing health conscious population in particularly Europe / USA / Australia

Strategically moving towards more value add products



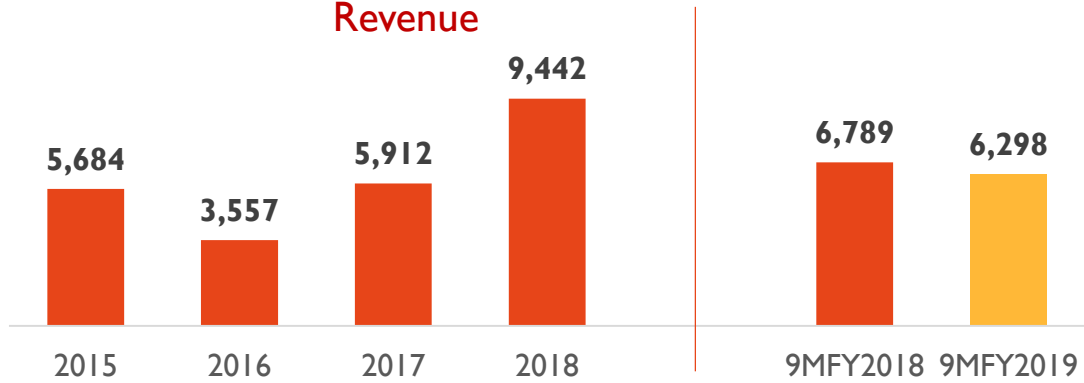
## GRM Overseas has partnered with TESCO and is set to expand its presence in the UK



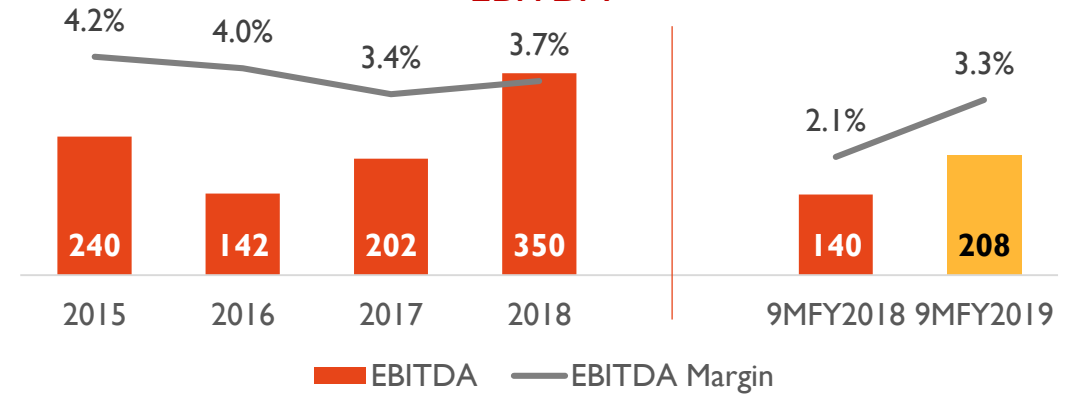
Focused on growth in the UK Market and building brand value



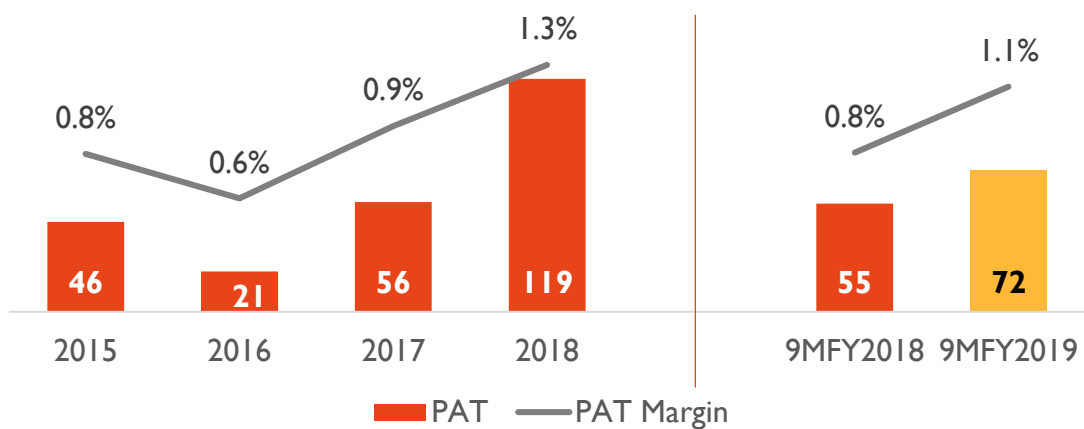
## Revenue



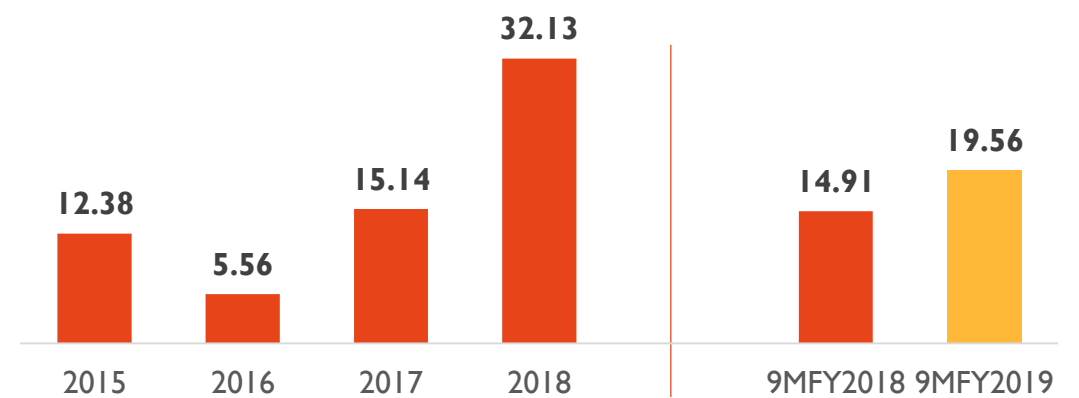
## EBITDA



## PAT



## Basic EPS (INR)



Note – All financial numbers are in INR million unless specified



This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to GRM Overseas’ 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.

GRM Overseas undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

*For further information, please contact:*

Atul Garg, Director  
GRM Overseas

+91 180 265 2476  
[atul@grmrice.com](mailto:atul@grmrice.com)

Ravi Gothwal / Samantha Francis  
Churchgate Partners

+91 22 6169 5988  
[grm@churchgatepartners.com](mailto:grm@churchgatepartners.com)





Gohana Road, Panipat, Haryana, India.

Phone : +91-180-2652476 / 2652524

Fax : +91-180-2653673

Web: [www.grmrice.com](http://www.grmrice.com)