

GOD OF GRAINS



Investor Presentation Q2 and H1FY20



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.



Q2 and H1FY20 Performance



<https://www.youtube.com/watch?v=ftO8luxERIO>

An advertisement for India Gate Basmati Rice. The background is a textured green and brown. In the center is a bowl of yellow rice with vegetables and meatballs, garnished with star anise and cinnamon sticks. Above the bowl is a white plate with a fork. Text elements include:

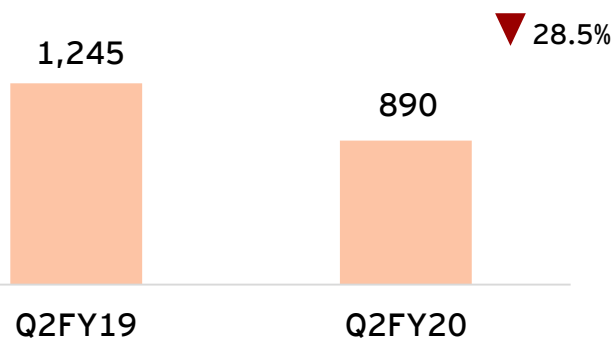
- Top left: KRBL Limited logo with the tagline "WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS".
- Top right: "BECAUSE TRADITION SAYS, A MEAL IS COMPLETE ONLY WHEN EVERYONE COMES TOGETHER."
- Middle right: "There is something special about the age-old traditions, much like the India Gate Basmati Rice. Its fluffy long grains and its delectable taste makes every get-together, special."
- Bottom left: "2 YEARS AGED RICE" in a white box.
- Bottom center: "India ki Puraani Aadat" in a cursive font.
- Bottom right: Social media handles for @indiagatefoods on Twitter, Instagram, and Facebook.
- Bottom right corner: India Gate logo with "BASMATI RICE" below it.

Q2FY20 Performance Highlights - Consolidated Financials

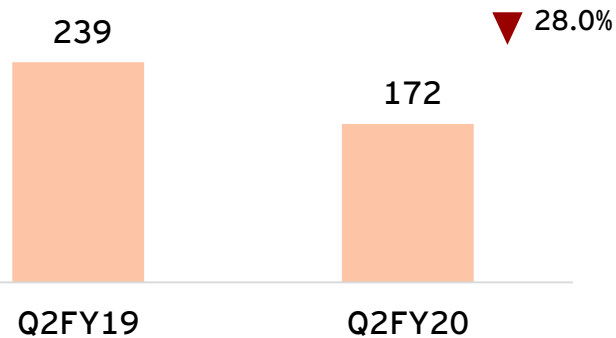


(in INR cr)

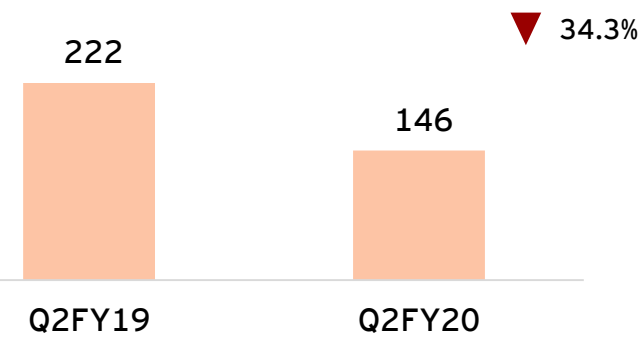
Revenue from Operations



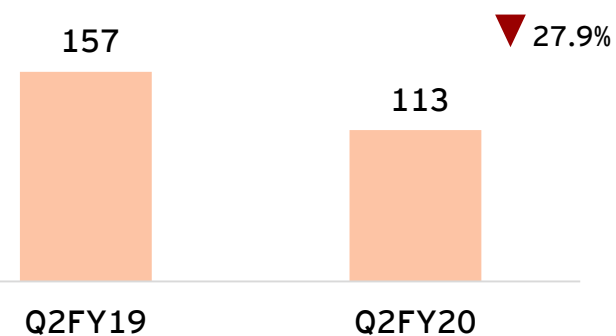
EBITDA



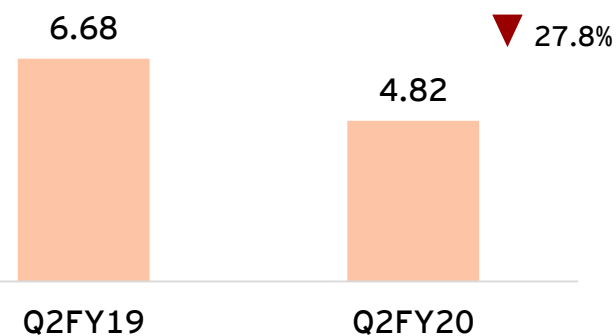
PBT



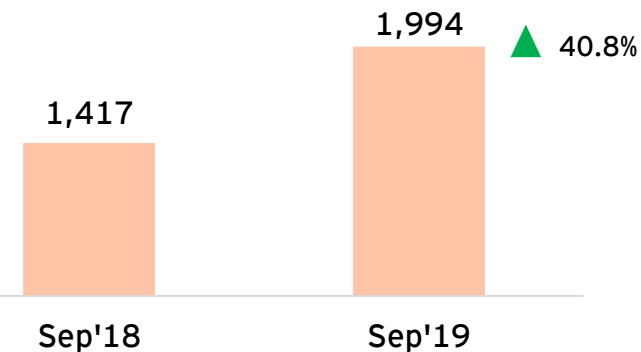
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EPS (in INR)



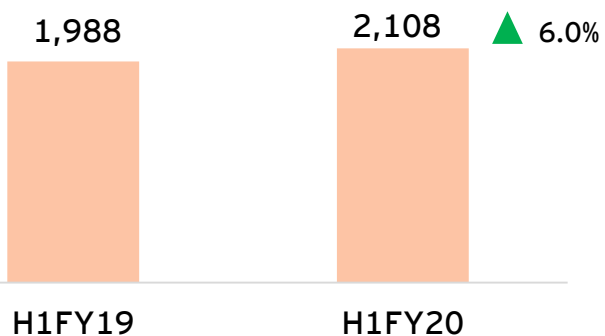
Inventory Position



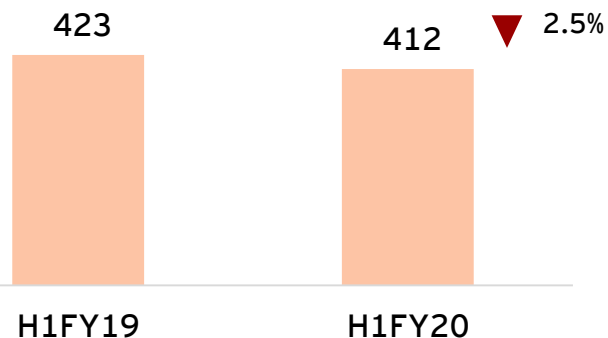
H1FY20 Performance Highlights - Consolidated Financials

(in INR cr)

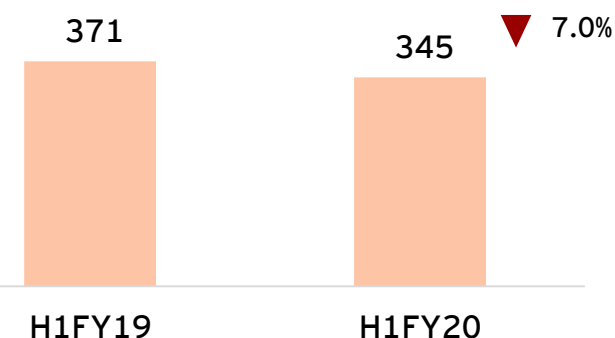
Revenue from Operations



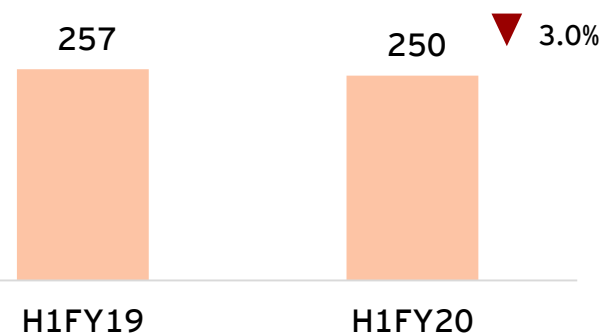
EBITDA



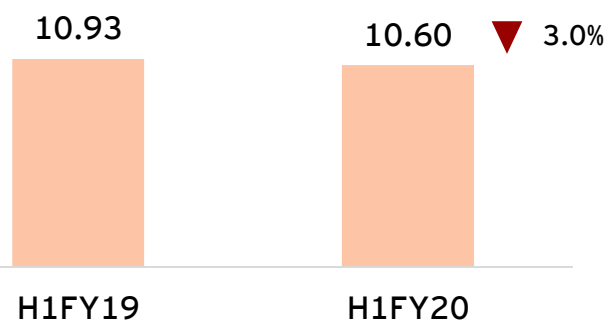
PBT



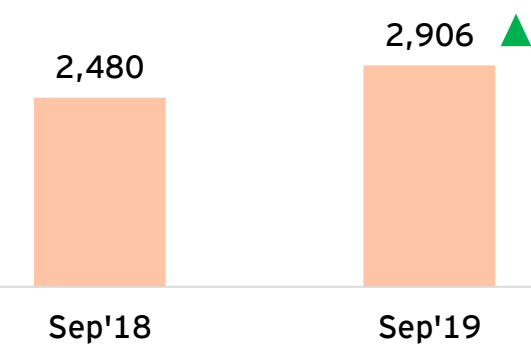
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EPS (in INR)

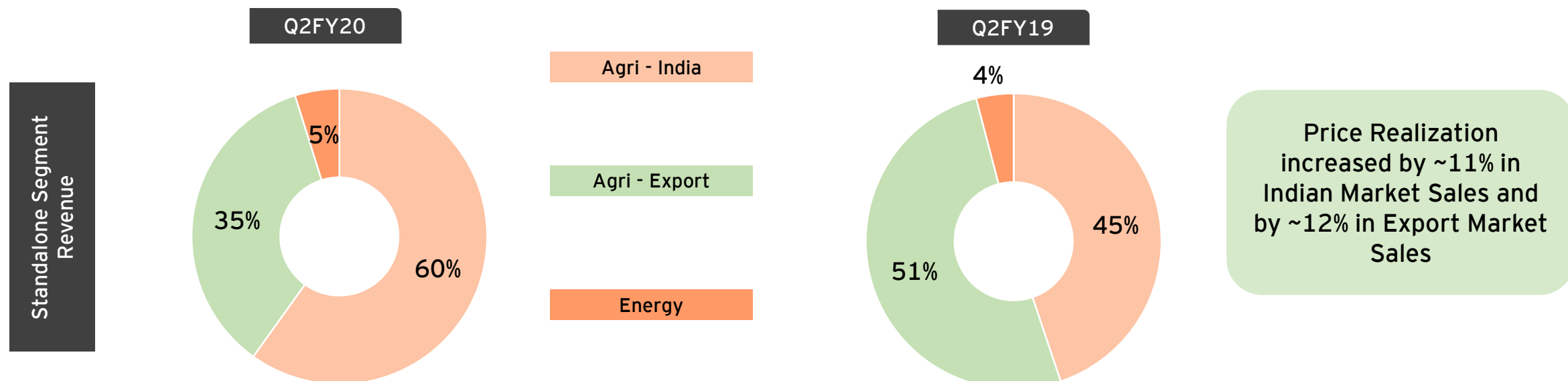


Net Worth



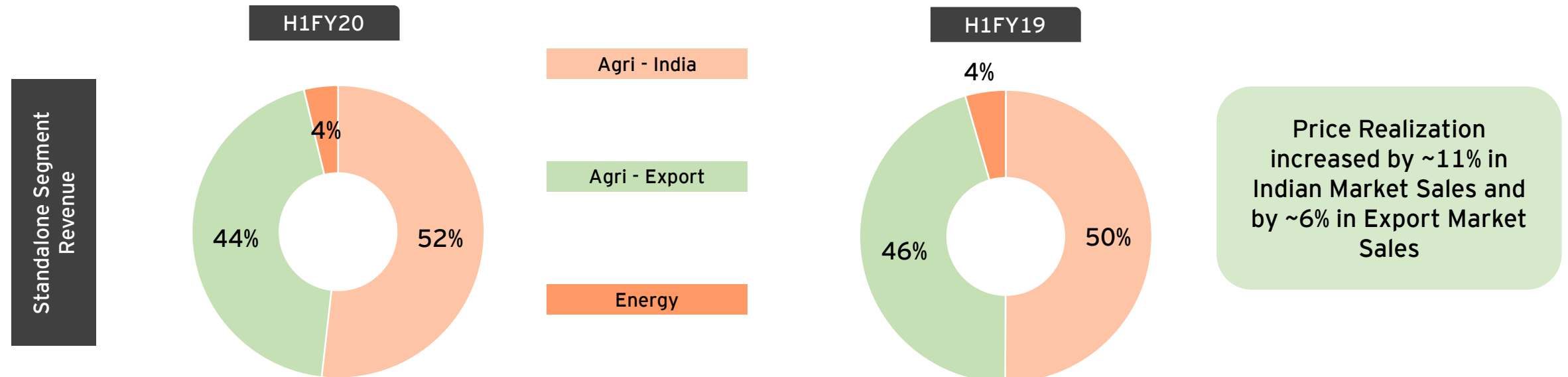
Q2FY20 Business Update

Rice Sales*	Q2FY20			Q2FY19			% change		
	Qty (in MTS)	Rate (in Rs./Mt)	Value (in Rs. Cr)	Qty (in MTS)	Rate (in Rs./Mt)	Value (in Rs. Cr)	Qty (in MTS)	Price Realization	Value
Indian Market Sales	84,082	57,933	487.11	98,538	52,171	514.08	-14.67%	11.04%	-5.25%
Export Market Sales	36,342	86,137	313.04	82,810	76,698	635.14	-56.11%	12.31%	-50.71%



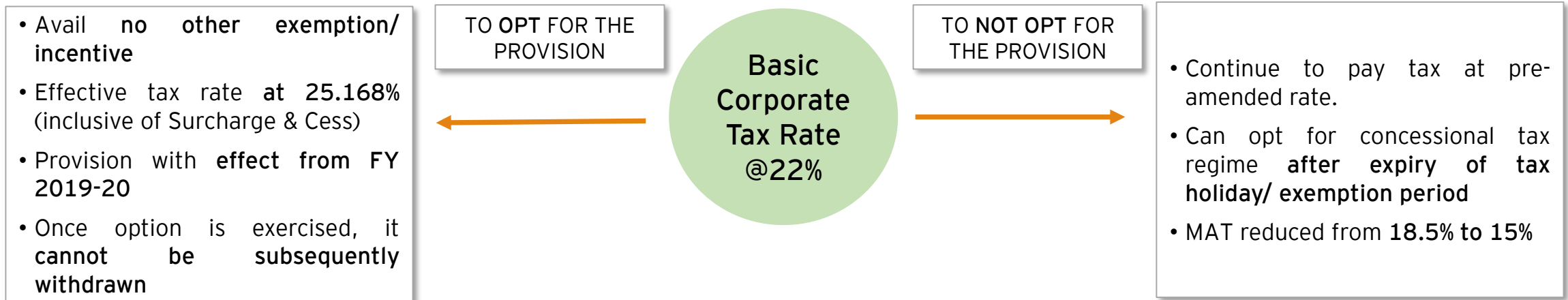
H1FY20 Business Update

Rice Sales*	H1FY20			H1FY19			% change		
	Qty (in MTS)	Rate (in Rs./Mt)	Value (in Rs. Cr)	Qty (in MTS)	Rate (in Rs./Mt)	Value (in Rs. Cr)	Qty (in MTS)	Price Realization	Value
Indian Market Sales	1,69,381	58,280	987.15	1,69,183	52,822	893.65	0.12%	10.33%	10.46%
Export Market Sales	1,09,553	85,318	934.68	1,11,826	80,767	903.19	-2.03%	5.63%	3.49%

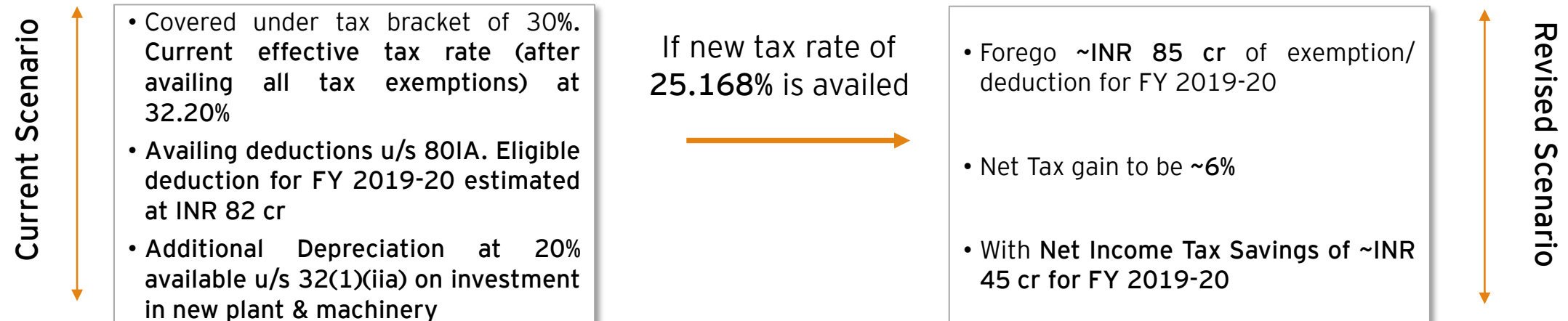


Understanding the Corporate Tax Rate cut...

Amendments to the Income-tax Act, 1961



KRBL opts for lower tax regime and its impact..



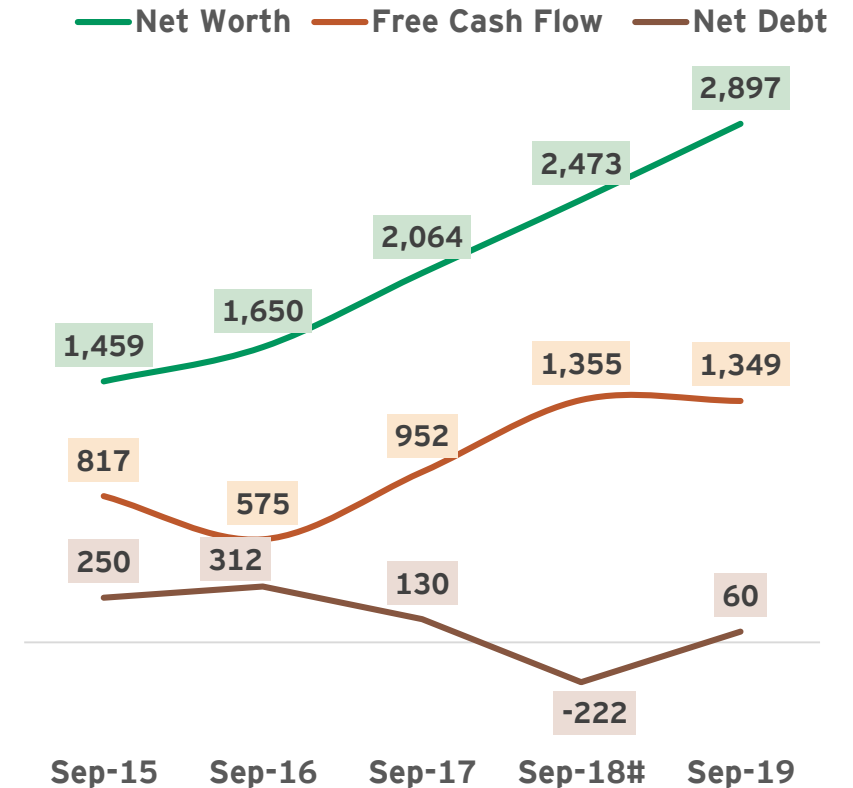
Key Financial Indicators and Free Cash Flows...

(in INR cr)

PARTICULARS	SEP-15	SEP-16	SEP-17	SEP-18	SEP-19
Total Income/ Revenue	1,950.13	1,440.78	1,618.32	1,994.17	2,115.74
EBITDA	306.85	295.85	423.04	417.58	411.01
OPERATING CASH FLOW	875.99	724.98	970.06	1,365.68	1,365.40
Net Worth	1,458.83	1,650.43	2,063.63	2,472.56	2,896.63
Inventory	1,300.70	1,325.12	1,287.43	1,415.80	1,993.79
Net Debt	249.80	312.07	130.12	-222.26	59.82 ^
Fixed Assets	784.32	985.90	988.00	949.36	1,007.21 ~
Capex (net) during the year	59.17	149.65	17.97	10.68	22.78
FREE CASH FLOW	816.82	575.33	952.09	1,355.00	1,349.34

~Fixed Assets include INR 85.14 cr as at 30th September, 2019 towards leased assets as per IND AS 116

^Net Debt = short-term bank borrowings - cash & cash equivalents and investments in liquid funds

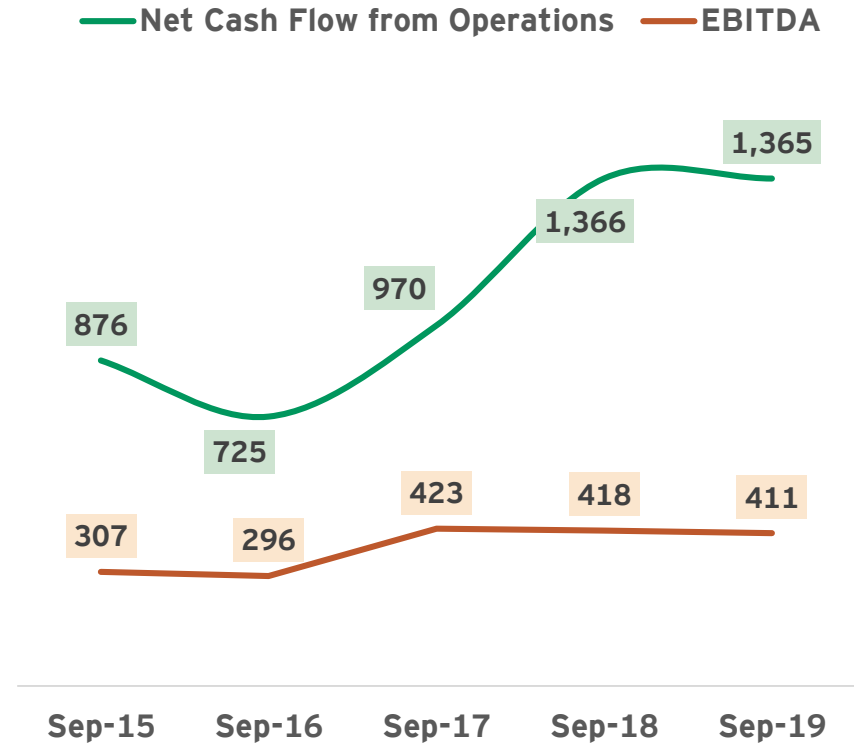


As on Sep'18, KRBL is at zero debt with a cash surplus.

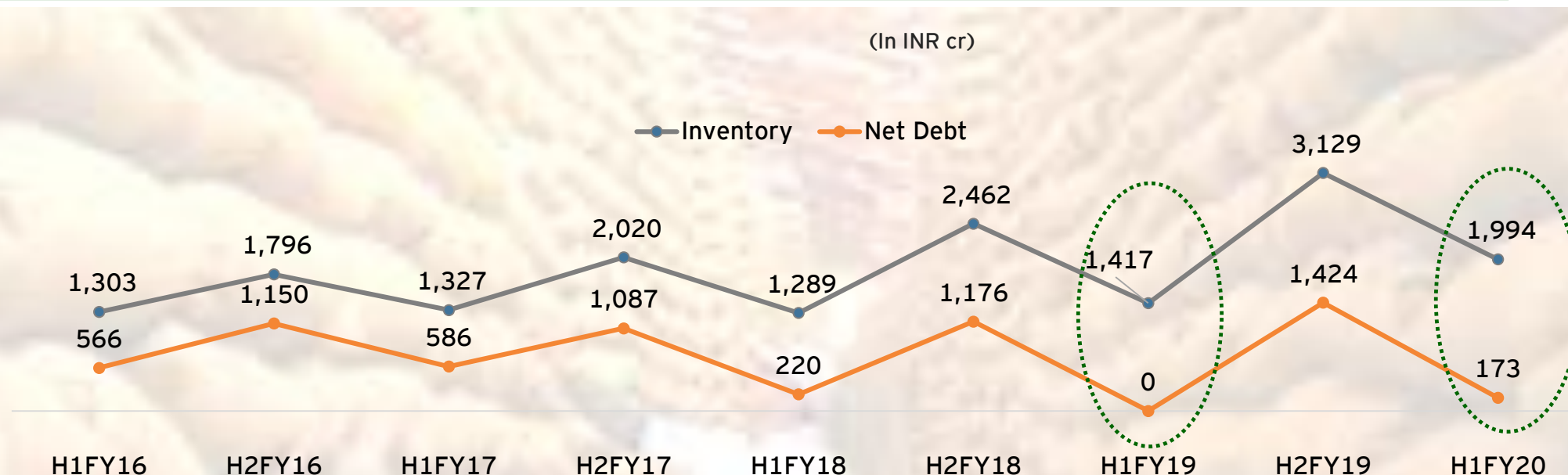
Consistently improving Operating Cash Flows

(in INR cr)

PARTICULARS	SEP-15	SEP-16	SEP-17	SEP-18	SEP-19
OPERATING PROFITS BEFORE WORKING CAPITAL CHANGES	306.01	295.20	423.04	417.58	411.01
Adjustment for working capital changes:					
(Increase)/ decrease in financial and other assets	-11.89	-18.42	28.89	1.73	-76.37
(Increase)/ decrease in inventories	557.78	467.93	731.21	1,045.83	1,135.06
(Increase)/ decrease in trade receivables	-15.93	-42.29	-31.16	-4.25	80.25
(Increase)/ decrease in trade payables	44.39	37.39	-170.47	-54.28	-138.77
(Increase)/ decrease in liabilities and provisions	22.12	25.23	55.92	51.23	59.39
CASH GENERATED FROM OPERATIONS	902.48	765.04	1,037.43	1,457.84	1,470.57
Income Tax paid (Net)	-26.49	-40.06	-67.37	-92.16	-105.17
NET CASH FLOW FROM OPERATING ACTIVITIES	875.99	724.98	970.06	1,365.68	1,365.40



Efficient working capital management with near-zero, long-term debt



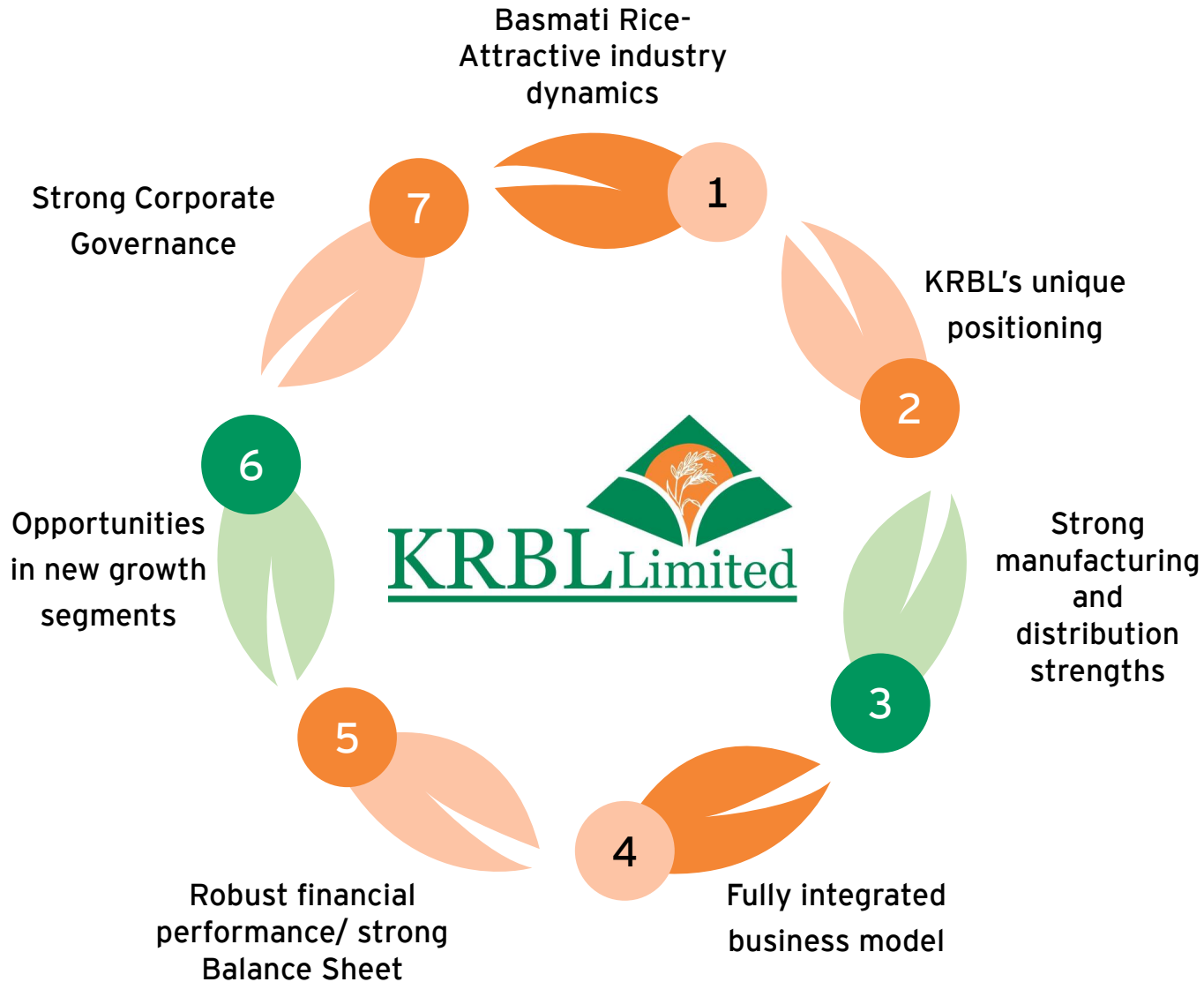
- Most of the debt for the Company is in the form of working capital, which starts rising with the commencement of procurement of paddy in H2 every year and becomes insignificantly low by end of H1 of the next financial year.
- This is a cyclical phenomenon which results in **near zero debt at the end of H1 every year** for the company. The company is able to maintain this cycle in spite of increasing procurements at the back of the rising demand environment.

Note: Based on standalone financials

* As on Sep'19, Net Debt excludes Financial Lease Liabilities of Rs. 77.5cr.

* As on Sep'18, KRBL is at zero debt with cash surplus of INR 107cr.

Aim to grow revenues to ~INR 8,000 cr in 4-5 years on compelling growth drivers...



Market Leader, high growth FMCG Company

1 LEGACY

130 years of rich industry experience

4 NETWORK

484 dealer and distributor network in India

250,000 acres contract rice farming network

2

#1 Largest exporter of Branded Basmati Rice from India

#1 World's largest rice milling plant in Punjab, India

5 BRAND

#1 Largest selling brand in India

Well established in Indian and International markets

3 PRESENCE

82 countries across **6** continents

Exports to **82** countries

6 OFFERINGS

#14 rice brands sold under the banner of KRBL

INDIA GATE - The flagship brand



A leading branded FMCG company - India's largest producer and exporter of branded Basmati rice



- Established in 1889, KRBL is India's first integrated rice company.
- Present in the entire value chain from seed development and multiplication, contract farming, production to marketing.
- #1 - Branded Basmati rice producer in India, Basmati rice exporter, Rice miller.

Business Segments

- Agriculture - comprising of agricultural commodities (96% of the total revenue).
- Energy - Power generation from Wind and Solar Power (4% of the total revenues).

Products

- Basmati & Non-basmati rice.
- 'Healthy food' segment - Sprouted Brown Rice, Quinoa, Chia Seed, Flax Seed.
- Milling by-products like bran oil, furfural and furfural alcohol, and de-oiled cakes.

Markets

- India - 35% market share in the branded Basmati rice segment (value).
- Exports to 82 countries.
- Strong presence in the Gulf Cooperation Council (GCC) countries.
- 'India Gate' has 76% market share in the 'premium' category (on RSP basis) in the GCC markets.

Manufacturing

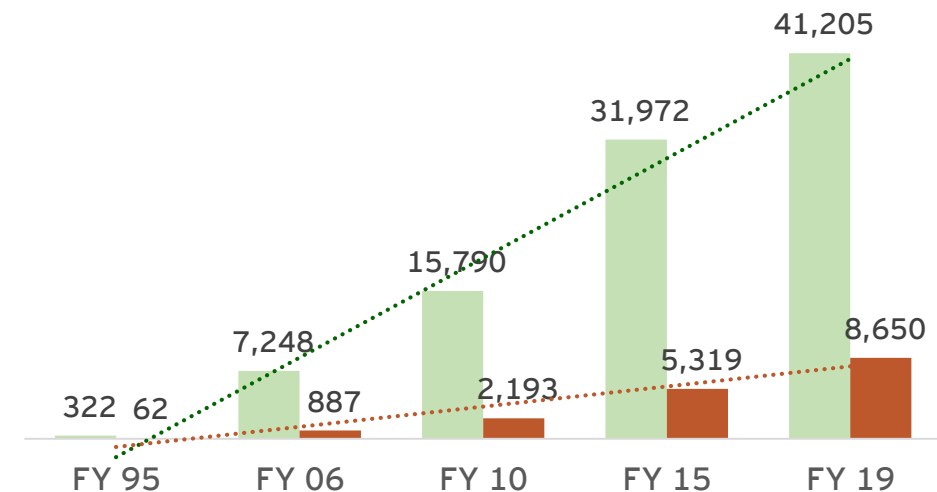
- At 195 MT/hour, KRBL has the largest rice milling capacity in the world.
- 4 rice processing/grading plants which are based in Delhi, Punjab, Haryana and Uttar Pradesh.
- Modern packaging and foodgrain warehousing facility at Alipur and Barota units.

Brands

- Multi-brand presence in Indian & International markets.
- Brand names include India Gate, Doon, Nurjahan, Bemisal and Unity among others.
- Flagship Basmati Rice brand 'India Gate' commands a premium in both international and Indian markets.

Our History since Listing in 1995 ...

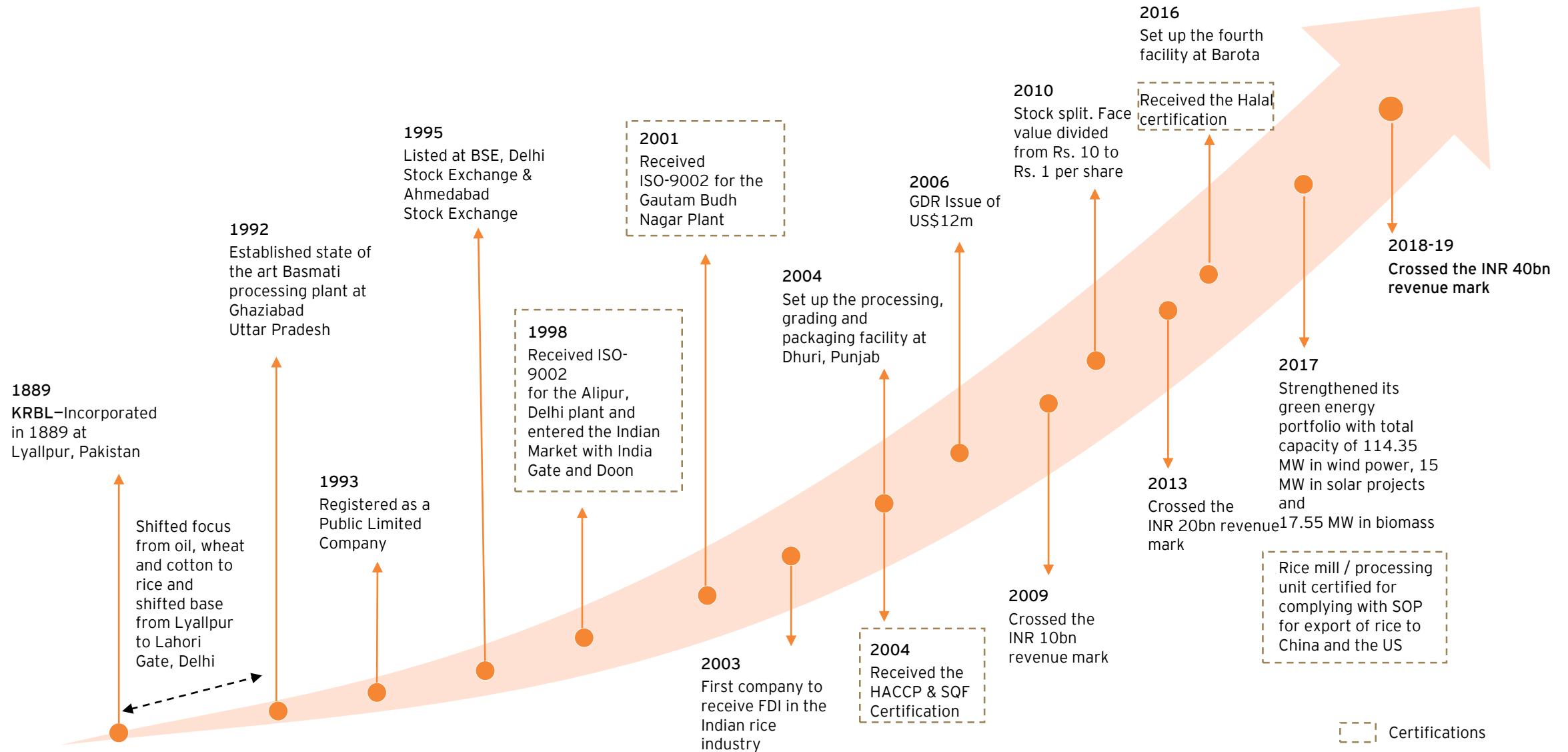
■ Revenue from Operations (INR Mn) ■ EBITDA (INR Mn)



Revenue
CAGR
@22.4%

EBITDA
CAGR
@22.8%

A 130-year-old legacy - Evolution and key milestones



130-year old legacy, led by a committed management



Anil Kumar Mittal
*Chairman and
Managing Director*

- Visionary of the company, provides strategic direction to all aspects of the business
- Over 44 years of experience in the rice industry
- Founder and former president of All India Rice Exporters Association
- Arts graduate from Delhi University
- Recipient of the Silver Jubilee Award from the National Academy of Agricultural Sciences, India



Arun Kumar Gupta
Joint Managing Director

- Expert on Basmati paddy supply chain management and paddy milling technology
- Over 36 years of experience in the rice industry
- Executive member of the Basmati Rice Farmers & Exporters Development Forum
- Commerce graduate from Delhi University



Anoop Kumar Gupta
Joint Managing Director

- Oversees strategy and financial operations
- Over 34 years of experience in the rice industry
- Former Executive Committee Member of the All India Rice Exporters Associations
- Science graduate from Delhi University



Priyanka Mittal
Whole Time Director

- Oversees brand management of all KRBL brands
- Handles corporate affairs and public engagement at the India and international level
- Over 18 years of experience in the field of international marketing and sales management
- Co-chairperson of Agri Committee, PHD Chamber of Commerce and Industry
- Chairperson of Federation of Indian Export Organizations (FIEO), Northern Region, Ministry of Commerce, and Government of India
- Owner President Management programme from Harvard Business School, BS in Business Management from University of Southern California, LA
- Special Advisor to the Women Political Leaders Global Forum (formally known as Women in Parliament, a European Parliament Initiative)

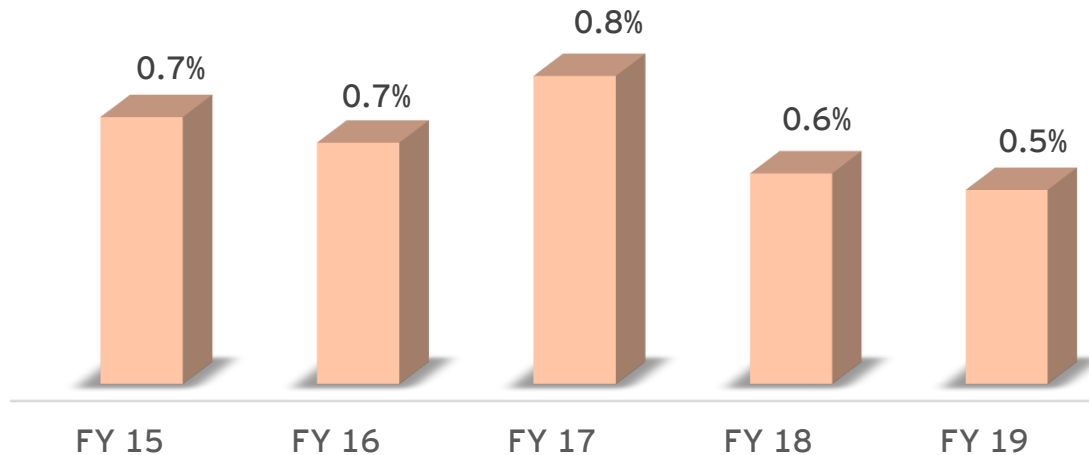


Rakesh Mehrotra
Chief Financial Officer

- Over 35 years of experience in finance
- Previously worked with some of the leading corporates such as Surya Group, Lakhani Group, Sanjay Dalmia Group, Mafatlal Group and Onida Group
- Chartered Accountant from ICAI and Commerce Graduate from BHU

Ploughing back profits consistently to drive growth...

Management remuneration as a % of Profits



The compensation drawn by the Promoter family is less than 1% of the profits before tax.

History of three generations perfecting the Basmati grain

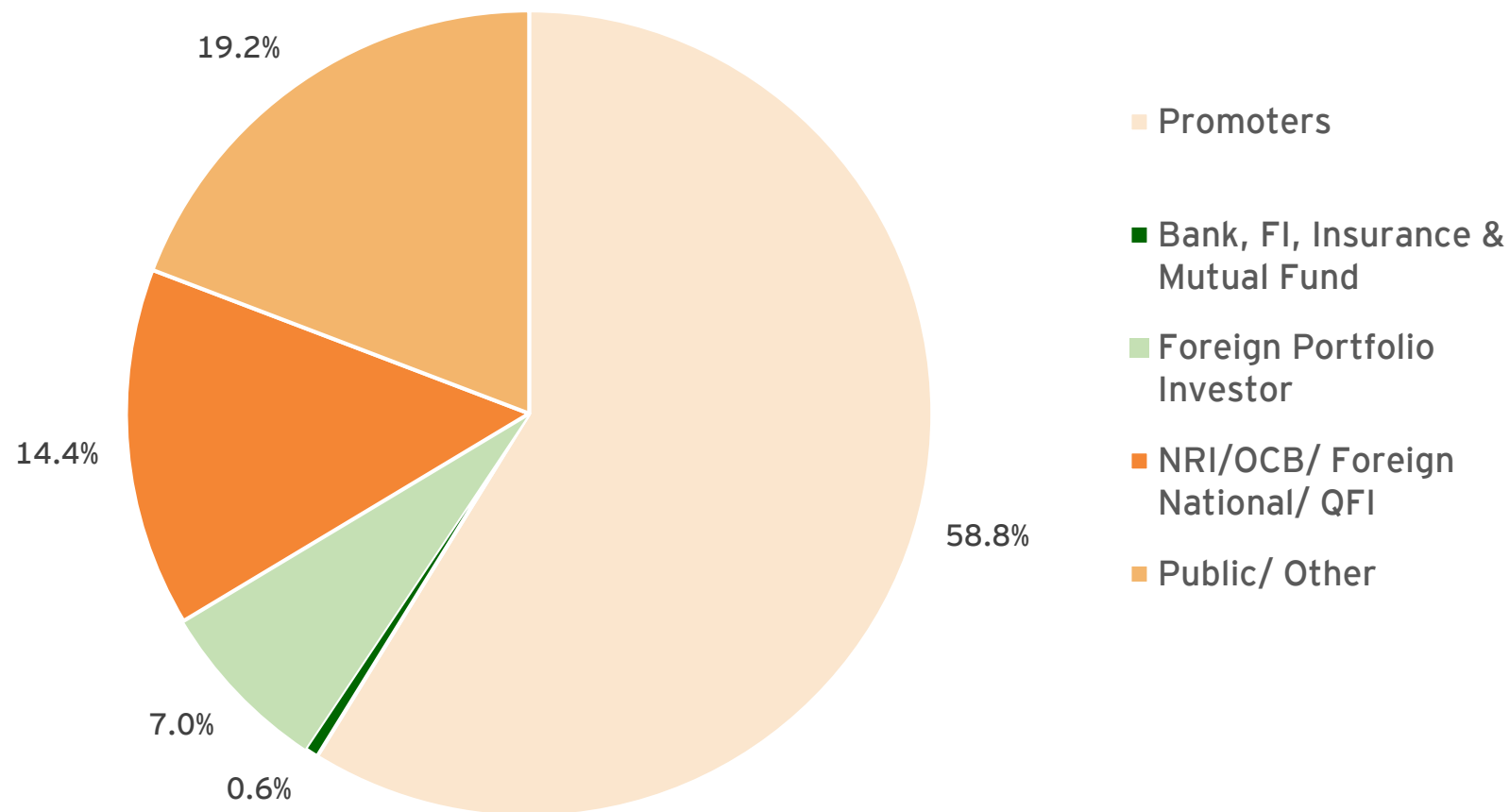
Committed to enhancing capacities and introducing latest milling techniques to the Basmati rice industry.

Long-standing relationships with stakeholders.

Unmatched and unparalleled experience in the rice industry



Shareholding Pattern as of 30th September, 2019



Awards and accolades

2018

The Agriculture Leadership Award for dominant position in agro exports, pioneering work in establishing the Indian brand globally and support and financial empowerment of farmers

2017

Golden Trophy by APEDA for outstanding export performance for the year 2015-16

2016

Guinness World Record for display of the heaviest bag of India Gate Basmati Rice (weighing 557 kg) in Gulf Food Exhibition at Dubai World Trade Centre, Dubai, UAE

2015

World Greatest Brand 2015, ASI, & GCC, awarded by URS and Process reviewed by PWC

2015

Mr. Anil Kumar Mittal was awarded the prestigious Silver Jubilee Award by the National Academy of Agricultural Sciences, India

2010-14

Recipient of the Concor Exim Star Award in the northern region for exceptional financial performance and an extensive export network

1997-2017

APEDA's prestigious Export Award for many years

2010

Emerged as the Top Green Company in the list of 25 most popular food companies in India by Greenpeace, according to their policy on Genetically Modified (GM) foods

2007, 2008

Business Sphere Award for the World's Largest Rice Miller

2005-08

Awarded "Mera Brand", by Consumer World Awards as India's most preferred Basmati brand

Note:

1 APEDA - Agricultural and Processed Food Products Export Development Authority



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http://www.krblice.com/fy-2019/annual-report/KRBL_ANNUAL_REPORT_2018-19.pdf