

Business Overview:

KRBL is the world's largest rice millers and Basmati rice exporters. The Company is a branded Basmati rice company, with manufacturing capacities of 195 MT/per hour. The Company has also set up a seed farm and a 4 MT per hour seed grading plant for its R&D activities and new products testing. It holds a ~25% market share in the branded Basmati exports from India and a ~30% share in the branded Basmati sale in the domestic market. The Company's domestic and international brand portfolio includes India Gate, Indian Farm, Doon, Unity, Nur Jahan, Bemisal, Aarati. KRBL's branded Basmati rice has strong demand in countries like Saudi Arabia, Kuwait, USA and the Middle East. It holds a leading position in the Middle East, the world's largest Basmati market.

Q3 FY2012 vs Q3 FY2011 Highlights:

- Sales increased by 20.8%
- Export sales increased by 73.1%
- EBITDA increased by 28.9%
- Net Profit increased by 41.7% (after adjusting foreign exchange losses)

Senior Management:

Name	Position
Anil Kumar Mittal	Chairman & Managing Director
Arun Kumar Gupta	Joint Managing Director
Anoop Kumar Gupta	Joint Managing Director
Rakesh Mehrotra	Chief Financial Officer

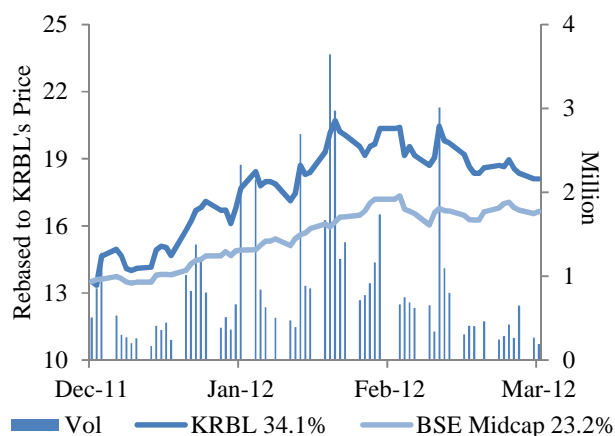
Valuation Metrics:

FYE Mar 31	FY11	FY12E
EV/Revenue	0.9x	0.8x
EV/EBITDA	5.7x	5.6x
P/E	3.7x	3.9x
Net Debt/EBITDA	3.9x	3.8x
P/BV	0.7x	

Market Data

Sector	Food Products
Market Cap (mn)	\$88/Rs.4,400
Enterprise Val (mn)	\$276/Rs.13,840
O/S Shares (mn)	243
Free Float (%)	35%
Dividend Yield	1.1%
52 Week H/L (Rs.)	34.45 / 12.75
12m ADT ('000)	\$601
BSE Ticker	530813
NSE Ticker	KRBL

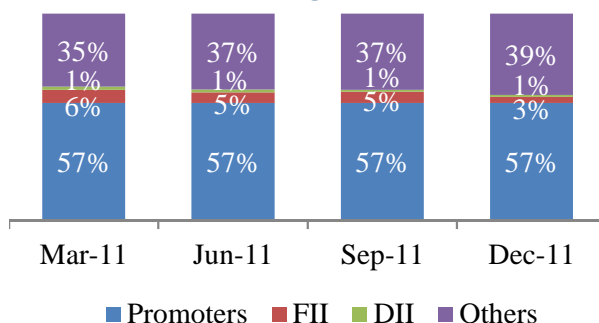
Share Price Performance



Research Coverage

No. of Analysts	2
Buy / Hold / Sell	50% / 0% / 50%
Avg. Target	Rs. 25

Shareholding Pattern



Summary Financials:

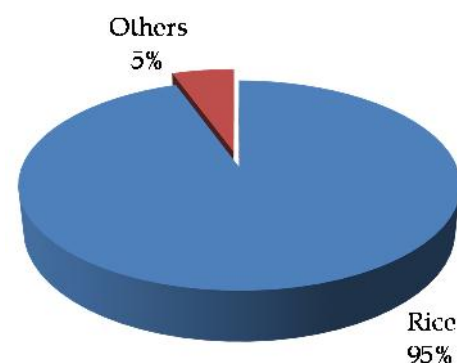
FYE Mar 31	2008	2009	2010	2011	2012E
Net Revenue (\$ mn)	198	260	313	308	324
Growth (%)	9.1%	31.6%	20.4%	(1.8)%	5.2%
EBITDA (\$ mn)	31	41	44	48	49
Growth (%)	27.0%	32.7%	7.3%	10.2%	2.6%
Margin (%)	15.4%	15.6%	13.9%	15.6%	15.2%
Net Income (\$ mn)	11	13	25	24	22
Growth (%)	11.2%	19.0%	90.4%	(3.4)%	(5.9)%
Margin (%)	5.5%	5.0%	7.9%	7.8%	6.9%
EPS (\$)	0.04	0.05	0.10	0.10	0.09
Growth (%)	11.1%	19.0%	90.3%	(3.3)%	(5.1)%
Dividend (Rs.)	0.20	0.20	0.30	0.30	-
Yield (%)	1.6%	2.1%	1.3%	1.1%	-

Strategy and Operations:

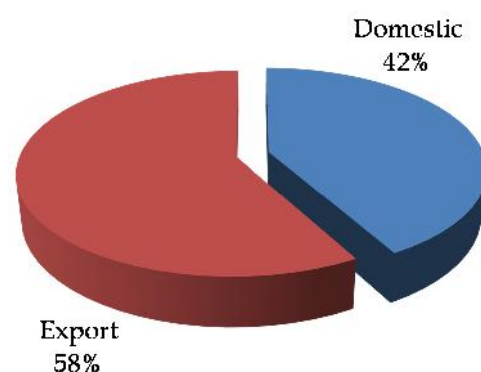
- ❖ KRBL is the India's largest selling branded Basmati rice company
- ❖ KRBL's share in India's Basmati production is expected to increase to ~25% and shall be processing 900,000 MT of Basmati rice by FY2016
- ❖ Operates in two business segments:
 - **Agri Business:** which includes sale of Basmati and non-Basmati rice, along with by-products - rice bran oil, de-oiled cake and furfural oil
 - **Energy Business:** which generates power from wind turbine and husk based power plant. The Company's wind power generation capacity is 39.8 MW and its bio mass power generation capacity is 15.8 MW
- ❖ Dhuri Plant in Punjab is the largest, fully integrated rice milling plant in the world
 - Capacity utilization at Dhuri plant is expected to increase to 50% by FY14
- ❖ The Company has rice warehousing capacity of 50,000 tonnes and paddy warehousing capacity of 1 million tonnes
- ❖ Collaboration with Buhler, world's leading rice milling machine manufacturer, for process / machine improvement

FY2011 Revenue Breakup

By Products



By Region



Production Capacity

Plant Location	Function	Capacity (MT/hr)	Grading & Packing Capacity (MT/Hour)
Ghaziabad (U.P.)	Rice Processing	45	30
Dhuri (Punjab)	Rice Processing	150	50
Delhi	Grading		30

Important Notice

Information Sources: Share price information and estimates are sourced from FactSet. Company description and financials are sourced from annual reports and presentations. Financials converted from INR to US\$ at spot rate of 50.395. Free float: Shareholdings of investors that would not, in the normal course, come into the open market for trading are treated as 'Controlling/ Strategic Holdings' and hence not included in free-float.

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