



KRBL LIMITED

Investor Communication

Quarter and Year ended 31st March 2018

1. Q4 & FY18 – Consolidated Financial Overview

2. Business – Overview

3. Category Highlights

4. Marketing Initiatives

5. FY18 - Product / Variant Launches

6. Final Dividend

7. Financial Statements

8. Award's and Recognitions



Q4 FY18 – CONSOLIDATED FINANCIAL OVERVIEW

1.

Consolidated revenues stands at Rs. 881 cr. as against Rs. 914 cr. same period previous year.

2.

EBITDA of Rs. 210 cr. an increase of 18.15% over same period previous year. EBITDA Margin stands at 23.78% as against 19.40% same period previous year.

3.

Profit before Tax of Rs. 162 cr. as against Rs. 159 cr. same period previous year.

4.

Profit after Tax stands at Rs. 95 cr. as against Rs. 109 cr same period previous year. PAT Margin stands at 10.91%.

5.

Earnings per equity share of Rs. 4.05 per share as against Rs.4.64 per share same period previous year.



1. Consolidated revenues grew by 3% to Rs. 3264 cr.
2. Highest ever EBITDA of Rs. 792 cr. , an increase of 21% over 2016-17. EBITDA Margin stands at 24% as against 21% in 2016-17.
3. Highest ever Profit before Tax of Rs. 655 cr. , an increase of 22% over 2016-17.
4. Highest ever Profit after Tax of Rs. 435 cr. , an increase of 9% over 2016-17. PAT Margin stands at 13%.
5. Earnings per equity share of Rs. 18.46 per share as compared to Rs. 16.97 per share in the previous year.
6. Final dividend proposed : 230% on face value i.e. INR 2.3 per share.

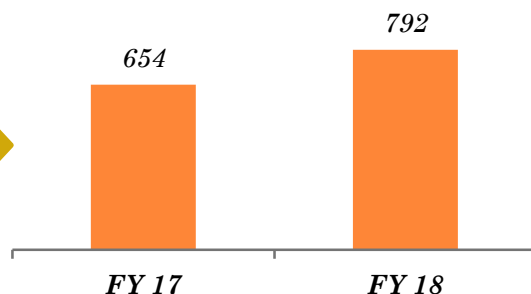
FY18 – CONSOLIDATED FINANCIALS (1/2)

Revenue



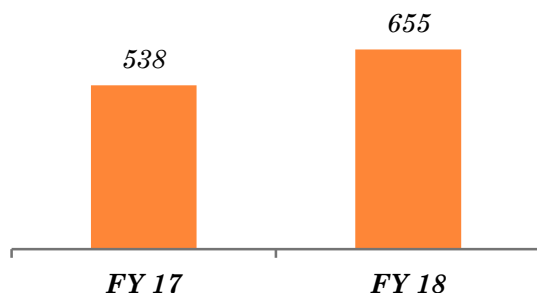
- Total **Revenue** grew by **3%** on account of better price realization of rice both in domestic & international market and higher income from power, Furfural oil & Glucose Business.

EBIDTA



- **EBIDTA margins** increased from **20.70%** in **FY17** to **24.27%** in **FY18**. Increase in EBIDTA margins by **356** bps due to strong brand image & better cost controls.
- Material cost came down from **70.83%** in **FY17** to **66.81%** in **FY18**.

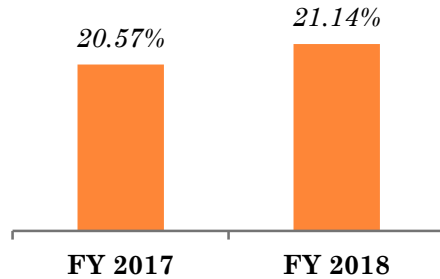
PBT



- Consolidated Profit Before Tax (**PBT**) grew by **21.85%**.
- **PBT margin** increased by **305** bps to reach **20.07%**.

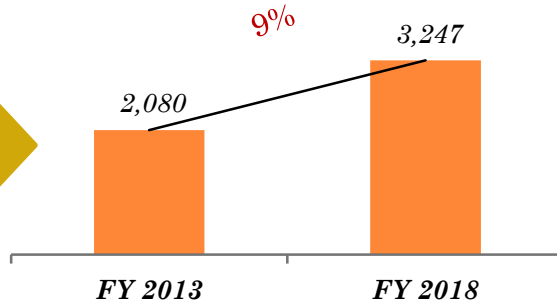
FY18 – CONSOLIDATED FINANCIALS (2/2)

ROCE



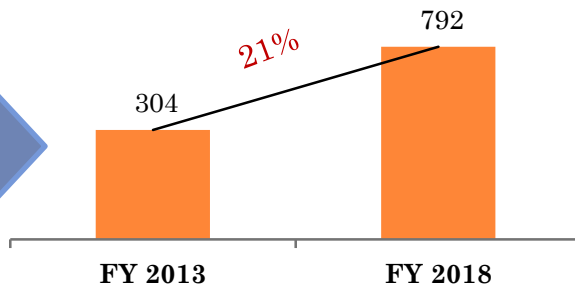
- Return on Capital Employed (**ROCE**) increased from **20.57%** in **FY 17** to **21.14** in **FY 18**.

Sale CAGR (5 Year)



- 5 year **Revenue** grew at **CAGR** of **9%**.

EBIDTA CAGR (5 Year)



- 5 Year **EBIDTA** increased at **CAGR** of **21%**.

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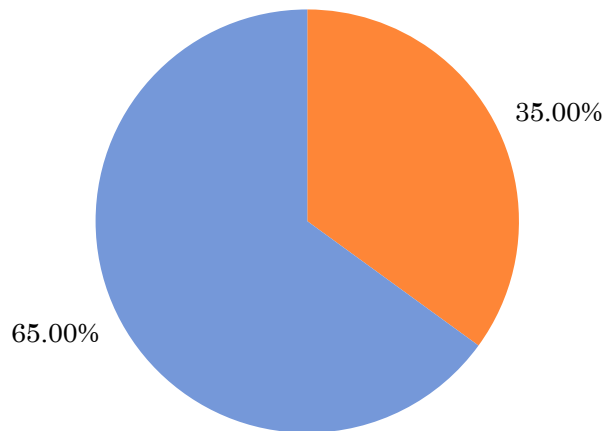
6. Final Dividend

7. Financial Statements

8. Award's and Recognitions

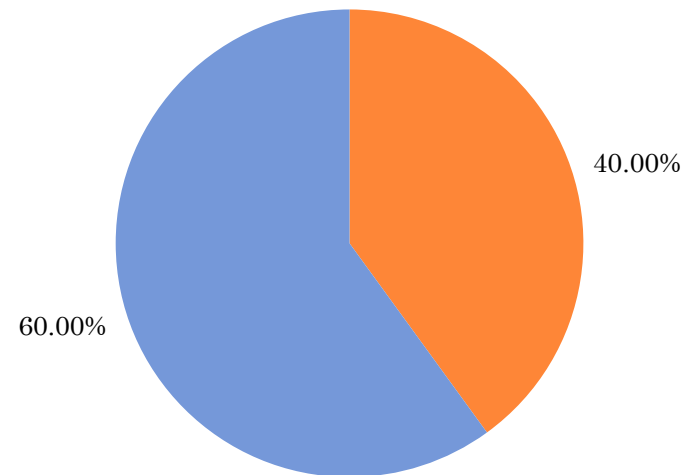


FY 17



INTERNATIONAL DOMESTIC

FY 18



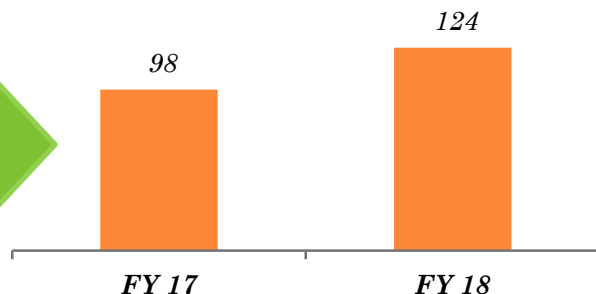
INTERNATIONAL DOMESTIC

- Contribution of International Business increased from 35% to 40%
- Domestic contribution came down from 65% to 60%



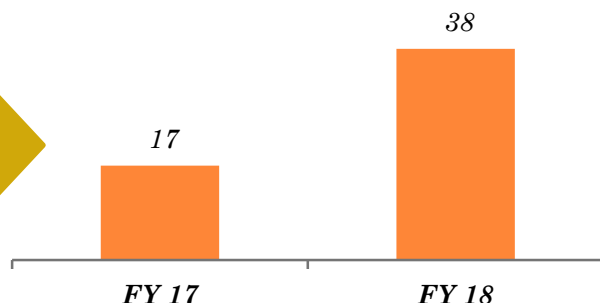
FY 2017-18 – BUSINESS OVERVIEW

Power



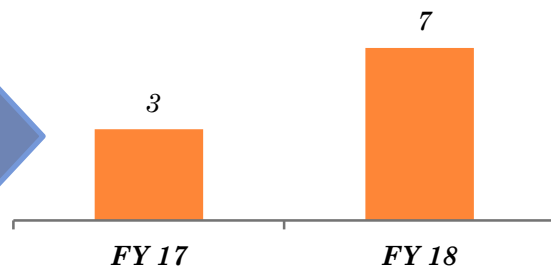
- Income from sale of electricity has increased by 26% on account of higher Generation due to first full year operation of 27.3 Mw wind power plant at Gujarat commissioned in FY17.

Furfural & Furfural Alcohol



- Total revenue on account of sale of FF & FF Alcohol increased by 124% in FY18 on account of first full year operation of Furfural oil plant which was commissioned in FY17.

Glucose



- Glucose Business Revenue increased by 89% on account of higher production of glucose during the year.

Our belief in green power has seen us emerge as a diversified power generator with interest in Biomass, Wind and Solar Power with total installed capacity of 146.90 Mw.



Powerful Pan-India and International Distribution—Tie-ups

Domestic

Distribution tie-up with largest retailers Pan India.



International

Distribution tie-up with largest retailers globally



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3. Category Highlights

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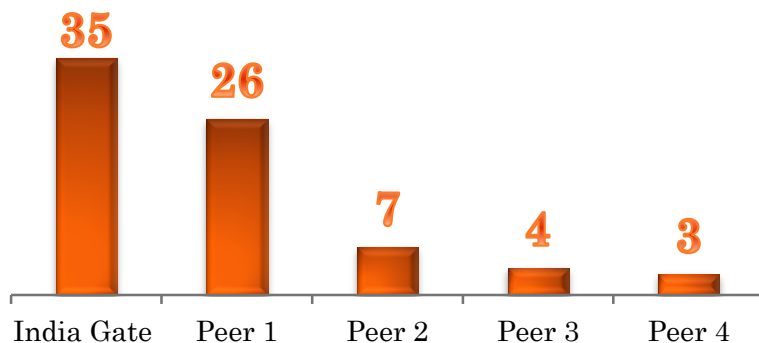
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8. Award's and Recognitions

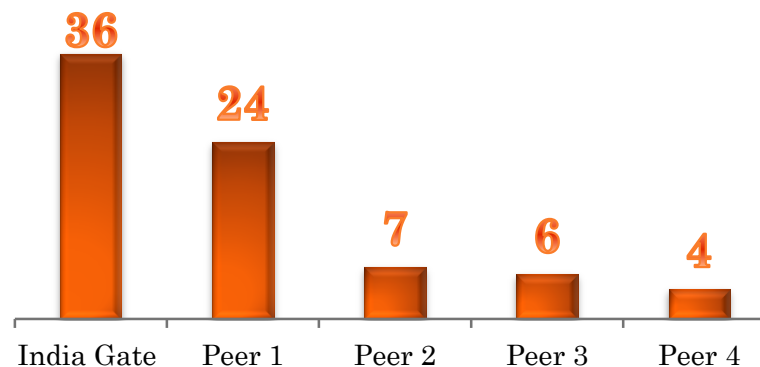


HIGHLIGHTS OF DOMESTIC MARKET

**Top 5 Brands (All India Share)
(Value-Wise): (%)**



**Top 5 Brands (Share in Metro
Market) (Value-Wise): (%)**



Highest all-India (Urban and Rural combined) market share of KRBL Limited

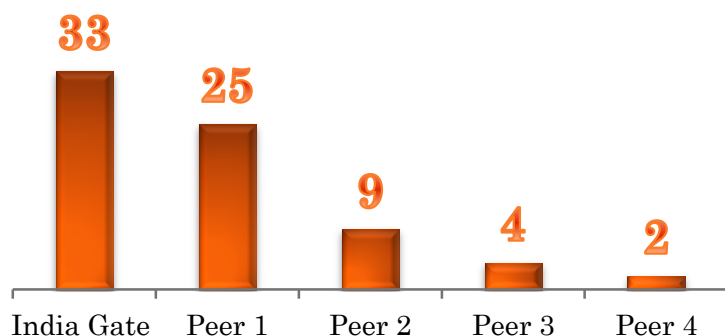
In value terms, India Gate Basmati Rice brand enjoys a leading position in the Indian urban and rural areas combined with a 35% market share compared to 32% in the previous year.

Highest all-India Metros market share of KRBL Limited

In value terms, India Gate Basmati Rice is a dominant brand in Indian Metropolitan area with a 36% market share compared to 32% in the previous year.

HIGHLIGHTS OF DOMESTIC MARKET

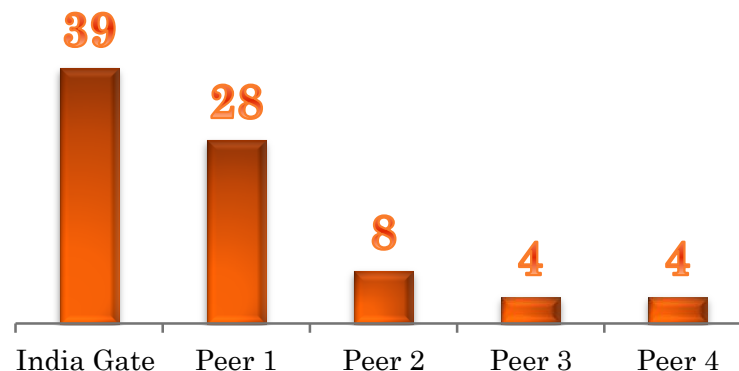
Top 5 Brands (Share in Traditional Market) (Value-Wise): (%)



Highest All India Traditional Trade Market Share of KRBL Limited

In value terms, India Gate Basmati Rice brand enjoys a leading position in the Indian traditional trade areas combined with a 33% market share compared to 28% in the previous year.

Top 5 Brands (Share in Modern Market) (Value-Wise): (%)



Highest All India Modern Trade Market Share of KRBL Limited

In value terms, India Gate Basmati Rice brand enjoys a leading position in the Indian Modern Trade areas combined with a 39% market share compared to 37% in the previous year.

INTERNATIONAL BUSINESS – Q-4 FY 18



India Gate #1
Indian Basmati
brand in UAE: 36%
market share; Next
peer at 7.7%
market share

India Gate &
Nurjahan #1 & #2
Indian Basmati
brand in Qatar with
35.30%. Next peer
at 7.1% market
share

India Gate #1
Premium Indian
Basmati brand in
Bahrain and
Lebanon

India Gate
dominance in
Oman with India
Gate and Nurjahan
in Indian Basmati
Segment

India Gate and Bab
Al Hind leadership
in Kuwait with
19.7% market share

India Gate and Bab
Al Hind #2 in
Indian Basmati
white rice segment
in Saudi Arabia

INTERNATIONAL BUSINESS – Q-4 FY 18



Dominance in South Africa with a total import share of 29%
Nurjahan #1 brand in South Africa

Leadership in North Africa with a total import share of 11% with KRBL brands.

Dominance in the Australasia region. India Gate #1 brand in Australia and New Zealand with a total import share of 26%

India Gate is the most aspirational brand in Singapore and Hong Kong with a total import share of over 9%

India Gate #1 Indian Basmati brand in Canada both in Ethnic and Modern Trade



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MARKETING INITIATIVES - DOMESTIC



2,000,000 views





Chef's Choice – India Gate Quinoa and Brown rice. Create your own salad like Chef Nishant Choubey.

Ingredients:

100 gm India Gate Quinoa, 25 gm India Gate Brown Rice, 1 tsp Sesame seed, 5 tsp maple honey, 2 tsp lemon juice, 5 tsp sesame oil, 20 gm pinenut, 1 pc green apple, Few basil leaves, 20gm parsley, 20gm coriander green, 20 gm French beans, 5 cherry tomatoes, 20 gm green onion or shallot.... See More



Driving awareness of breast cancer with India Gate

We are proud to associate with PHD to raise awareness of breast cancer at the PHD WOMEN'S CAR RALLY



“CSR”

India Gate signs an MOU aiming to keep children in school

School feeding programs often double enrollment within a year and can produce a 40 percent improvement in academic performance. Children under the programs stay in school longer.



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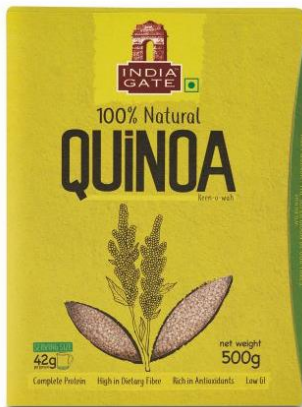
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8. Award's and Recognitions



PRODUCT / VARIANT LAUNCHED IN FY18



1. Q4 & FY18 – Consolidated Financial Overview

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3. Category Highlights

4. Marketing Initiatives

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7. Financial Statements

8. Award's and Recognitions



FINAL DIVIDEND

	Final Dividend Proposed
Dividend Per Share (Rs.)	2.30
Dividend (in%)	230%
Total dividend (Rs cr.)	54.14



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2. Business – Overview

3. Category Highlights

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6. Final Dividend

7. Financial Statements

8. Award's and Recognitions



CONSOLIDATED PROFIT & LOSS

(Rs. In Lacs)

Particulars	Q4 FY 18	Q4 FY 17	YOY(%)	FY'18	FY'17	YOY(%)
Revenue from operations	87,601	91,275	-4.02%	3,24,652	3,14,765	3.14%
Other Income	524	161	226.13%	1,754	1,028	70.61%
Total Income	88,125	91,436	-3.62%	3,26,406	3,15,793	3.36%
Expenses						
Material Cost	59,018	65,286	-9.60%	2,16,917	2,22,951	-2.71%
% of Revenue	67.37%	71.53%	-	66.82%	70.83%	-
Employee expense	2,117	1,947	8.76%	7,719	7,154	7.89%
% of Revenue	2.42%	2.13%		2.38%	2.27%	
Advertisement and publicity	1,624	1,790	-9.23%	4,999	4,868	2.69%
% of Revenue	1.85%	1.96%		1.54%	1.55%	
Other expenses	4,406	4,675	-5.75%	17,568	15,438	13.80%
% of Revenue	5.03%	5.12%		5.41%	4.90%	
Operating Profit	20,436	17,577	16.26%	77,449	64,354	20.35%
% of Revenue	23.33%	19.26%		23.86%	20.45%	
EBITDA	20,960	17,738	18.16%	79,203	65,382	21.14%
% of Revenue	23.78%	19.40%		24.27%	20.70%	
Finance costs	3,154	135	2238.41%	6,924	5,484	26.26%
Depreciation and amortization expense	1,652	1,728	-4.41%	6,778	6,142	10.35%
Profit/(loss) before exceptional items and tax from continuing operations	16,154	15,876	1.75%	65,501	53,756	21.85%
% of Revenue	18.33%	17.36%		20.07%	17.02%	
Income tax expense	6,626	4,944	34.01%	22,057	13,816	59.65%
Profit for the year from continuing operations	9,528	10,932	-12.84%	43,444	39,940	8.77%
% of Revenue	10.81%	11.96%		13.31%	12.65%	
Total Other Comprehensive Income, net of tax	-89	34		-17	84	
Total Comprehensive income for the period	9,617	10,898	-11.75%	43,461	39,856	9.05%
% of Revenue	10.91%	11.92%		13.32%	12.62%	
Non Controlling Interest	0.11	-0.03		0.11	-0.03	
Owners Net Profit for the period / year	9,617	10,898	-11.75%	43,461	39,856	9.05%
% of Revenue	10.91%	11.92%		13.31%	12.62%	

CONSOLIDATED BALANCE SHEET (1/2)

(Rs. In Lacs)

Particulars	As at March 31, 2018 (Audited)	As at March 31, 2017 (Audited)
A Assets		
1 Non- Current Assets		
(a) Property, plant and equipment	97,656	1,00,756
(b) Capital work in progress	225	171
(c) Investment property	411	429
(d) Goodwill	16	16
(e) Other Intangible assets	111	118
(f) Financial assets		
(i) Loans	294	331
(ii) Others	109	583
(g) Prepayments	1,280	1,368
(h) Other non-current Assets	2,267	3,144
Total Non- Current Assets	1,02,369	1,06,916
2 Current Assets		
(a) Inventories	2,46,272	2,01,996
(b) Financial assets		
(i) Investments	899	1,011
(ii) Trade receivables	24,410	23,002
(iii) Derivative instrument	2	-
(iv) Cash and cash equivalents	3,952	435
(v) Bank Balances Other than (iv) above	3,030	41
(vi) Loans	25	11
(vii) Other financial assets	1,348	2,641
(c) Prepayments	1,077	1,258
(d) Other current assets	1,002	4,913
Total Current Assets	2,82,018	2,35,308
Total Assets	3,84,387	3,42,224

CONSOLIDATED BALANCE SHEET (2/2)

(Rs. In Lacs)

Particulars	As at March 31, 2018 (Audited)	As at March 31, 2017 (Audited)
B EQUITY AND LIABILITIES		
1 EQUITY		
(a) Equity share capital	2,354	2,354
(b) Other Equity		
(i) Equity attributable to shareholders of the company	2,26,436	1,88,378
(ii) Non Controlling Interest	88	88
Total Equity	2,28,878	1,90,820
2 Non- current liabilities		
(a) Financial liabilities		
(i) Borrowings	5,195	8,732
(b) Provisions	590	486
(c) Deferred Tax Liabilities (net)	13,202	11,378
Total Non- current liabilities	18,987	20,596
3 Current liabilities		
(a) Financial Liabilities		
(i) Borrowings	1,16,415	96,505
(ii) Trade payables	9,960	25,417
(iii) Other financial liabilities	3,326	4,292
(b) Other current liabilities	5,202	2,899
(c) Provisions	868	949
(d) Liability for current tax (net)	751	746
Total Current liabilities	1,36,522	1,30,808
Total Equity and Liabilities	3,84,387	3,42,224

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2. Business – Overview

3. Category Highlights

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AWARD'S AND RECOGNITIONS (1/2)

KRBL Limited won several awards on account of its contribution to the Industry and its India Gate Basmati Rice as per below:



AWARD'S AND RECOGNITIONS (2/2)



Thank You

