KRBL Limited

WORLD'S LARGEST RICE MILLERS
& BASMATI RICE EXPORTERS

INVESTOR PRESENTATION

Q4 & FY20

INDIA GATE BASMATI RICE

Taj Mahal Basmati Rice

Unity BASMATI

INDIAN FARM BASMATI RICE

Nur Jahan BASMATI RICE

Al Wisam BASMATI RICE

Necklace Premium Rice

Safe Harbor

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

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.

May 2020 note: The Government instituted lockdown to contain the spread of Covid-19 has temporarily impacted normal momentum for consumption. Some trends in consumption therefore could deviate from the demand pointers shared in this presentation. The Company is studying the long-term impact of the same and will suitably update the same going forward.

KRBL Limited
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KRBL Limited – At a Glance

KRBL -At a Glance

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

- Multi-brand presence in Indian & International markets. Flagship brand 'India Gate' commands premium in both international and Indian markets
- Total turnover for FY20 includes 90% from Basmati rice and balance 10% from Non basmati rice, Power and other by products

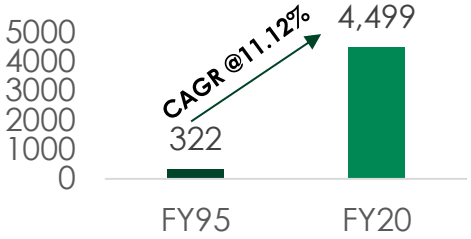
- At 195 MT/hour, KRBL has the largest rice milling capacity in the world
- World class rice processing/modern packaging and warehousing facility at Delhi, Punjab, Haryana and Uttar Pradesh

- 35% market share in the branded Basmati rice segment in modern trade in domestic market
- Leading share across 80 countries

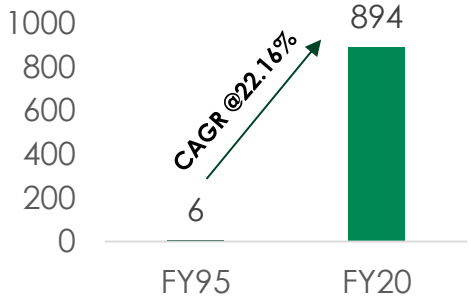
- Established in 1889, KRBL is India's first integrated rice company
- Present in the entire value chain from seed development and multiplication, contact farming, production to marketing

Our History since Listing in 1995 …

Revenue from operations (INR Cr.)



EBITDA (INR Cr.)



Market Leader, high growth FMCG Company – At a Glance

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130-Year old legacy

INDIA GATE – The flagship brand

#1
Largest exporter of Branded Basmati Rice from India

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

#1
Largest well established selling brand in India

130
years of rich industry experience

~15%
Premium that KRBL's brands fetch in the domestic market historically

67%
Contribution of India Gate brand to the branded basmati portfolio

6
Continents

82
Global Presence and Exports

#14
rice brands sold under the banner of KRBL

500+
Dealer and Distributors Domestic network

35%
Basmati seeds sown in India provided by KRBL

~3-5
days in which direct payment made against procurement to farmers

Market Leader, high growth FMCG Company – At a Glance

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Attractive Financial Metrics

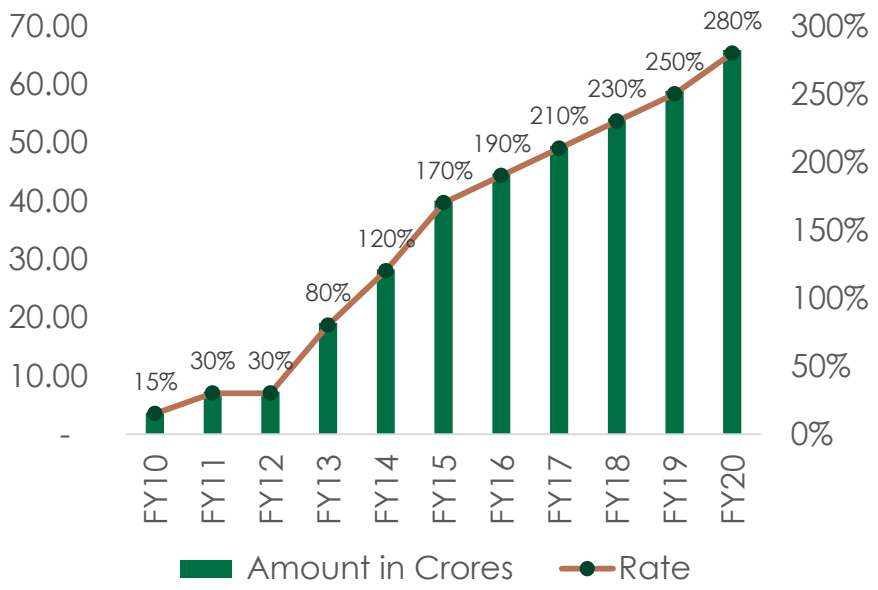
- The Company has a duly approved dividend distribution policy in place and it endeavors to maintain a dividend payout ratio* i.e. dividend/net profit for the year as near as possible to 15% (inclusive of dividend distribution tax) subject to company's need for capital for growth plans and positive cash flows

*** Note: To be reviewed every 2-3 years.**

Buy-Back of Securities by KRBL Limited in last 10 years

Period	No. of Share Bought Back	Average Rate	Amount
04 March 2013 - 11 February 2014	77,22,048	24	18,20,85,892

Dividend paid by KRBL Limited since FY10



KRBL's Domestic & International Reach

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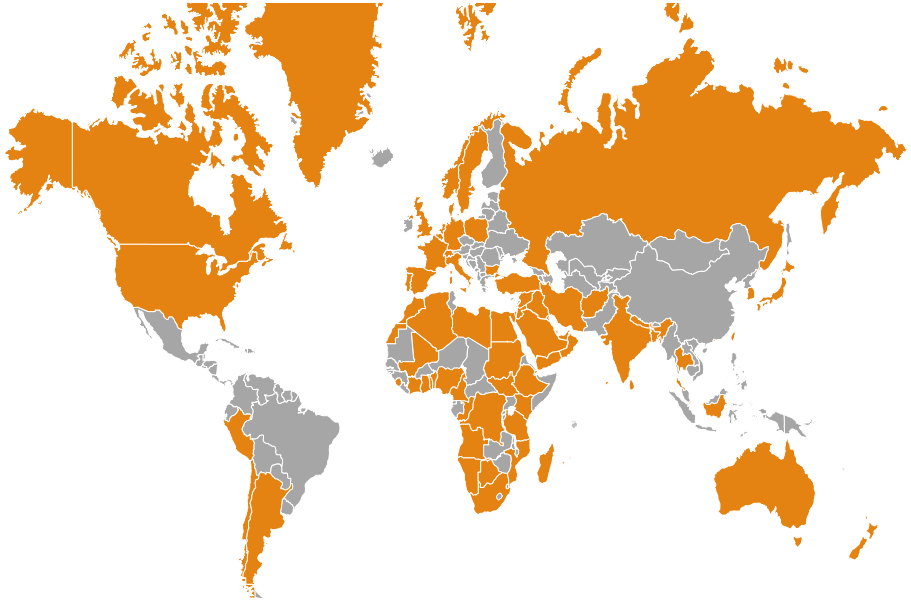
KRBL exports to 82 countries across 6 continents



Americas | Europe | Middle East | Asia | Africa | Australia

Diversifying distribution setup with global network

Carrefour | Costco Wholesale | Loblaws | Spinneys | HyperPanda | Sultan Center | coles | LuLu | SHOPRITE | H-E-B | Sobeys | Al Meera | Co-op society stores | Walmart | FRESHCO | woolworths

Powerful International Distribution— Tie-ups with leading retail chains across the Globe

500+ Exclusive Dealer and Distributors

Retailers

more. | Reliance SMART | easyday Club | DMart | STAR Bazaar | BIG BAZAAR | Safal | METRO Cash & Carry | VISHAL MEGA MART | RATNADEEP | SPAR | spencer's | Nature's Basket

E-Commerce Players

amazon pantry | GROFERS | big basket | Flipkart

E-Commerce B2B Players

JioMart BETA | Jumbotail | LOTS WHOLESALE SOLUTIONS

Powerful Domestic Distribution - Tie-ups with leading retail chains and E-Commerce players across India

KRBL's best in class operational facilities

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130-Year old legacy

The plant in Sonipat, Haryana is spread across 21 acre

Location	Function	Capacity (MT/hr)
Sonipat, Haryana	Grading, Sorting and Packaging	20

The plant in Dhuri, Punjab is spread across 200 acre

Location	Function	Milling Capacity (MT/hr)	Grading & Packing capacity (MT/hr)
Dhuri, Punjab	Paddy Milling/ Rice Processing	150	126

Location	Function	Capacity (MW)
Punjab	Biomass	12.34

Location	Function	Capacity (MW)
Rajasthan	Wind	11.85

Location	Function	Capacity (MW)
Gujarat	Wind	27.30

Location	Function	Capacity (MW)
Maharashtra	Wind	31.40

Location	Function	Capacity (MW)
Karnataka	Wind	11.10

Location	Function	Capacity (MT/hr)
Alipur, Delhi	Grading, Sorting and Packaging	30

The plant in Gautam budh Nagar, UP is spread across 125 acre

Location	Function	Capacity (MT/hr)	Grading & Packing (MT/hr)
Gautam budh Nagar, UP	Paddy Milling/ Rice Processing	45	30

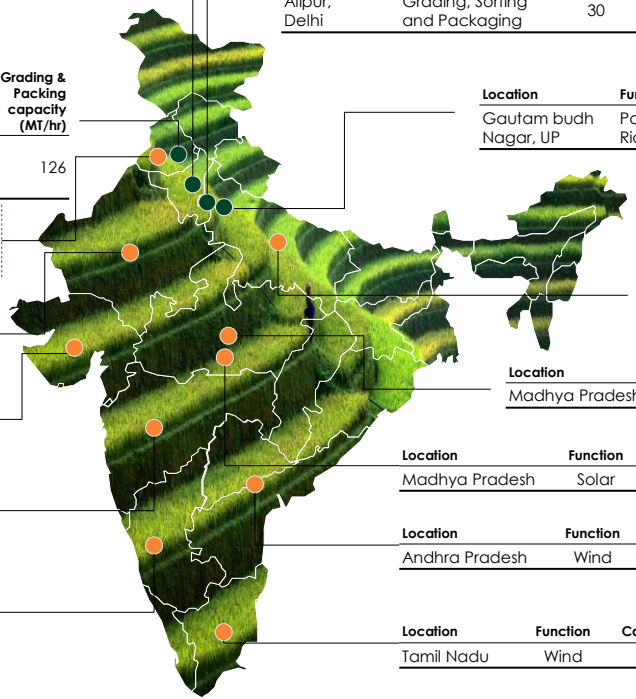
Location	Function	Capacity (MW)
Uttar Pradesh	Biomass	5.25

Location	Function	Capacity (MW)
Madhya Pradesh	Wind	12.00

Location	Function	Capacity (MW)
Madhya Pradesh	Solar	15.00

Location	Function	Capacity (MW)
Andhra Pradesh	Wind	10.50

Location	Function	Capacity (MW)
Tamil Nadu	Wind	8.10



Rice-related | Energy-related | Internal consumption

World-Class Operational Set-Up

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KRBL has best in class facilities with global presence in Basmati rice. It has 6 million sq. ft. of warehousing spread over 346 acre, with a capacity to store 1 million MT of rice and paddy

*Refers to area covered by plant

Strong track record of shareholder value creation

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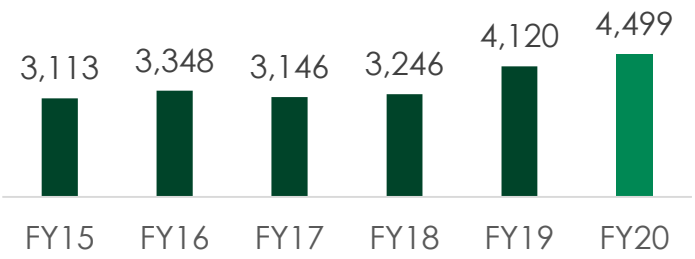
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

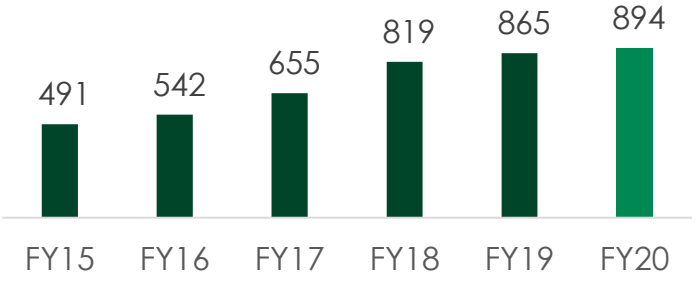
(in INR Cr.)

Robust growth and profitability improvement creating stakeholder value

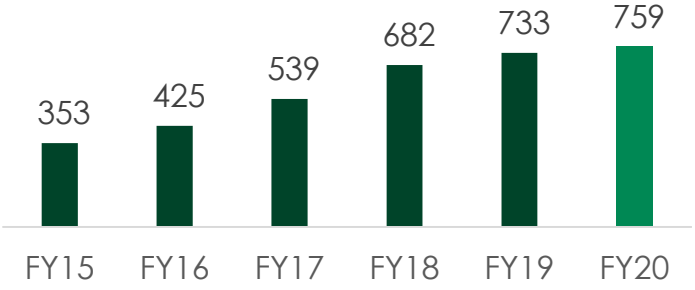
REVENUE EVOLUTION



EBITDA EVOLUTION*



PBT



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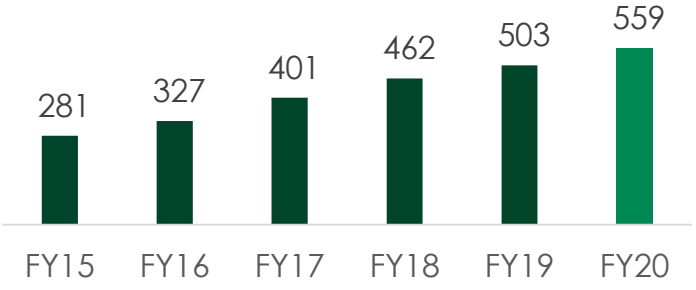

All numbers are updated based on Standalone Financials

*Includes Other Income

Strong track record of shareholder value creation

KRBL Limited
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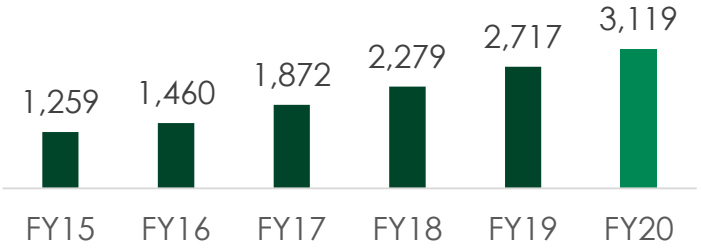
130-Year old legacy

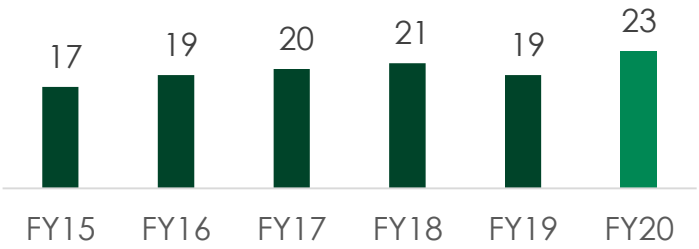
(in INR Cr.)

Robust growth and profitability improvement creating stakeholder value

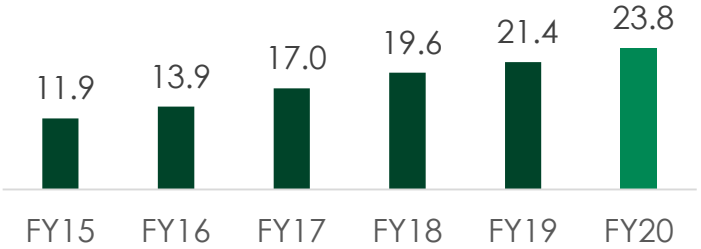
NET WORTH



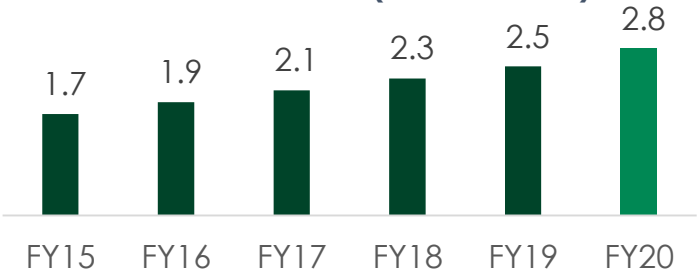
ROCE (%)



EPS (INR RS.)



DIVIDEND PAYOUT (RS. PER SHARE)



All numbers are updated based on Standalone Financials

Q4 & FY20 Performance Highlights

Management Commentary

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130-Year old legacy

Commenting on the performance for Q4 & FY20, Mr. Anil Kumar Mittal – Chairman and Managing Director, KRBL Limited said,

"Our performance during the quarter underlines the strength of our brands. Our focus during the year had been to further magnify visibility and worldwide reach of our portfolio. As the pandemic struck, we saw a strong surge in requirement for our products both domestically and in key export markets. I must commend all our teams for showing exemplary dedication towards KRBL and helping us streamline the functioning of the business through the national lockdown despite several hurdles. We faced challenges initially with respect to labour and logistics, which have now been normalised. In order to help the migrant labourers and people below poverty line, we partnered with various institutions to distribute daily meals as well as essential groceries.

Our superior market position in key customer segments has continued to enhance. Our research not only works towards developing superior varieties for the farmers but also helps address needs from potential market niches.

With attractive pricing to back us, our teams have stocked up on the best varieties of paddy, that will get aged on average between 18 to 24 months and deliver a memorable customer experience through our India Gate and other leading brands. We are very adequately placed for the next year to supply higher volumes of the best quality grain.

FY20 was also a milestone year as a corporate for us where major legal hurdles saw resolution. Given the momentum in our business, I can see that we are poised to deliver sustained improvement in earnings with enhanced margins in the years to come."

Q4 FY20 Key Performance Highlights – Standalone Financials

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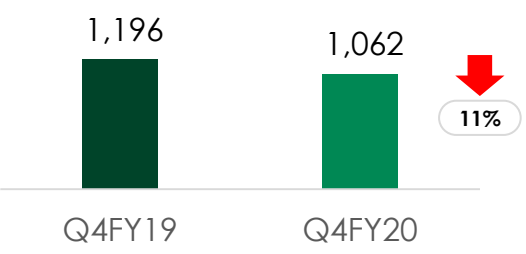
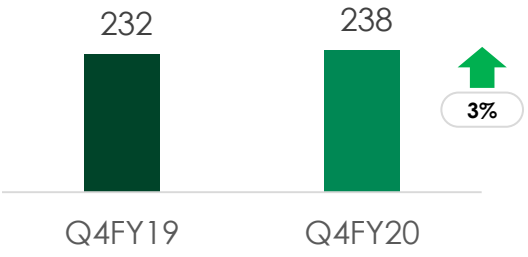
130-Year old legacy

(in INR Cr.)

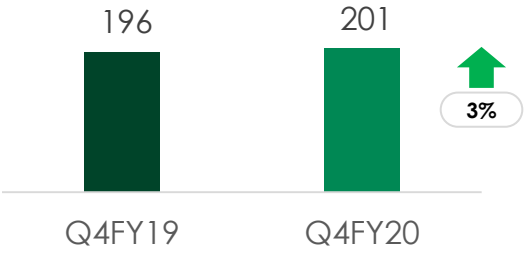
REVENUE FROM OPERATIONS



EBITDA



PBT



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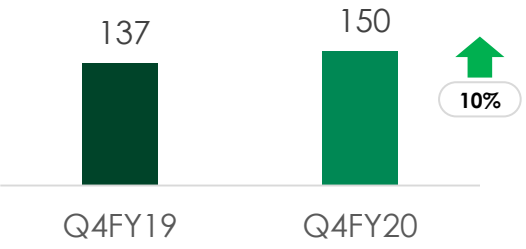
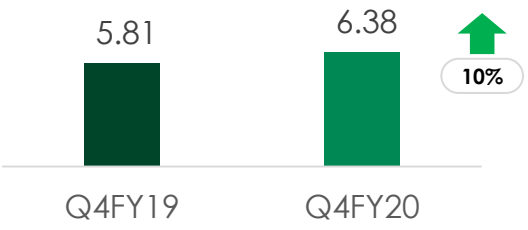
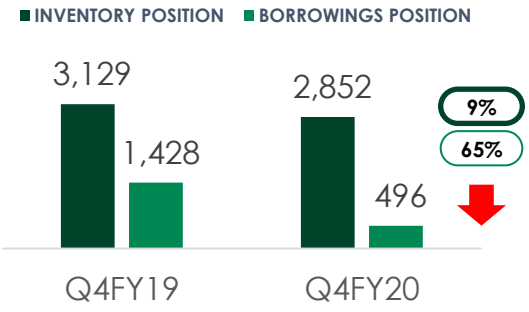


EPS (IN INR)





FY20 Key Performance Highlights – Standalone Financials

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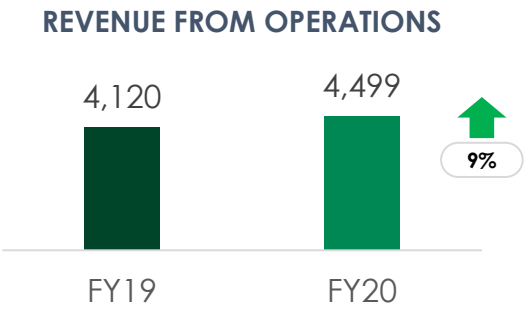
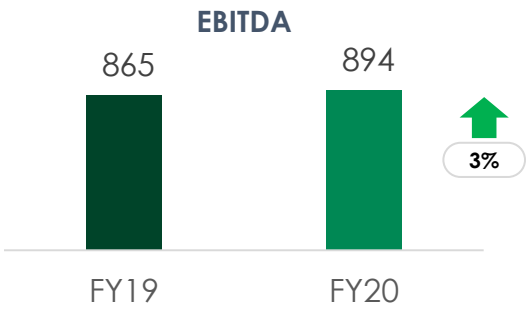
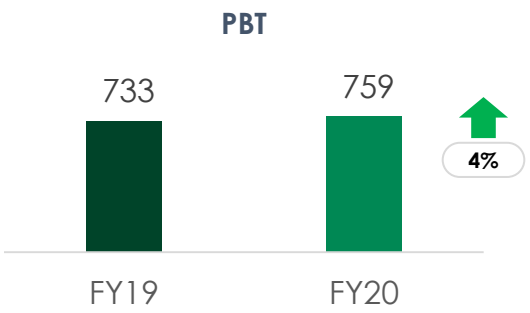
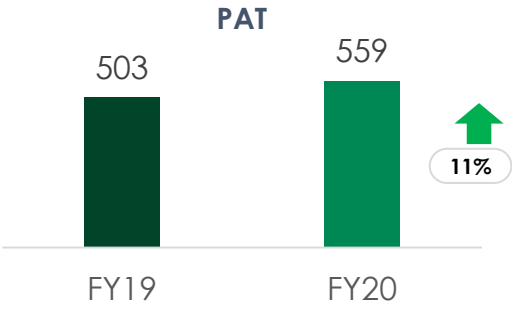
130-Year old legacy

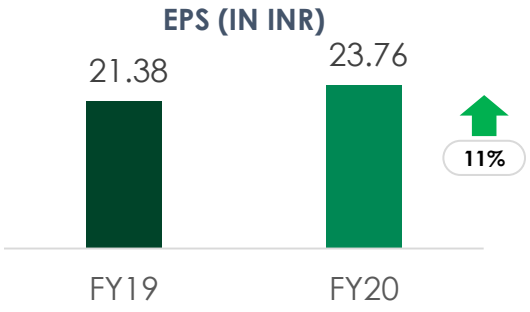
(in INR Cr)

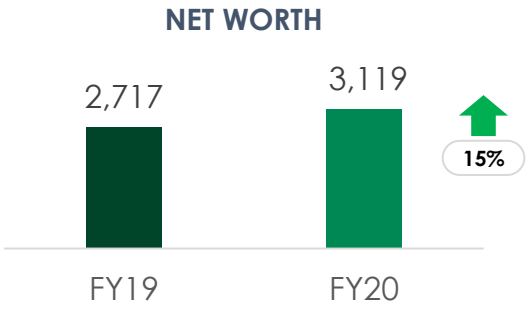












Director's Remuneration

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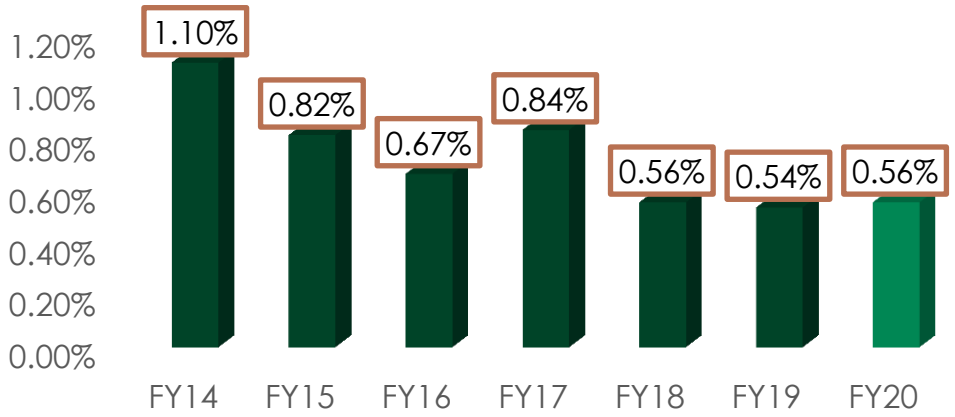
130-Year old legacy

Directors remuneration as a % of PBT



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 unparallel experience in the rice industry

The compensation drawn by all the Executive Directors is less than 1% of the profits before tax.

Enthusiastic & Dynamic Workforce

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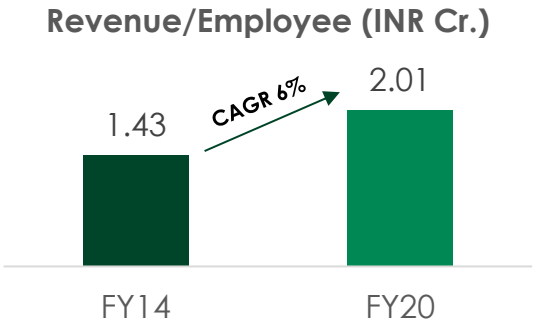

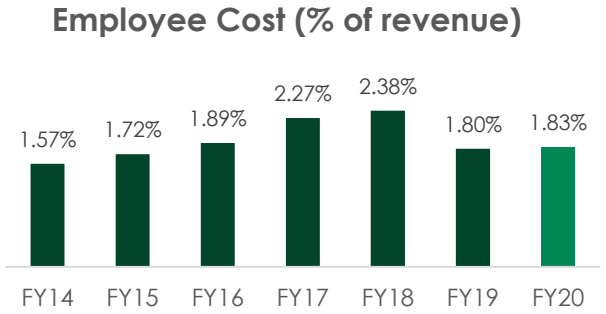

- Revenue per employee continues to be in an increasing trend
- Employee cost as a percentage of revenue remains low
- The plants of KRBL are fully automated and the key labour stays in the plant premises itself. This helps the Company to run the plants at all the times

Highest customer penetration in media and advertising

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INDIA GATE
BASMATI RICE

55% Share of Voice

India Gate Basmati Rice is repeatedly achieving more than 55% share of voice in the category year on year. We are the most dominant Basmati Rice Brand across all media vehicles.

Maximum Media Impact

More than 55000 spots on TV, 25000 spots on Radio, 1000+ Outdoor sites & 500+ print insertions in top magazines across India.

No. 1 Choice of customers across the world

Repeatedly emerged as the top brand of choice across national & international geographies in Basmati Rice category*.

100 Mn + Digital Views

The most active and versatile brand on all digital & social platforms. Executed major campaigns for customer engagement throughout the year with millions of views.

*Nielsen moderntrade report 2019-20

Impact of CoVID-19 pandemic and initiatives undertaken

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- As a responsible packaged food Company, KRBL undertook all precautions/ steps against the spread of COVID-19, in compliance with Government directives
- Being in essential services category, the Company was able to run all its plants at stable utilisation levels post obtaining requisite permission

IMPACT

- Witnessed **initial logistic challenges** due to **movement restriction and manpower availability**
- Challenges while **procuring packing materials linked to jute and paper industry** in the first few weeks due to nationwide lockdown
- Hurdles faced while exporting out due to **port congestion and limited manpower**
- **Softness in institutional channel** due to restriction on restaurants (dine-in) & catering industry
- **Loss of revenues in March 2020** due to national lockdown

INITIATIVES

- **Implemented business continuity program** to ensure a seamless transition to work remotely
- Followed **stringent hygiene protocols** at all facilities to ensure that products stay safe for consumption
- Ensured that workforce upholds **highest standards of preparedness and hygiene**
- Created **enough inventories to meet all the demand**
  - **Witnessed pent up demand in April and May 2020** in modern retail format as customers rushed to buy essential products
- **Fully automated plant** helped us with continuing production operation with minimum disruption
- **Collaborated with ZOMATO & SWIGGY**, and various other food tech companies for doorstep delivery of products

CSR activity during CoVID-19 pandemic- #UmeedHainHum

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20 Mn+

MEALS

Distributed in Feed India campaign with **Chef Vikas Khanna**

5 lakh+

Migrant Labourers

Were fed during **UmeedHainHum** campaign

95000 Kg

Rice Distributed

To NGOs across the country

www.indiagatefoods.com/umeed

Q4 & FY20
Business Update

Q4 FY20 Business Update

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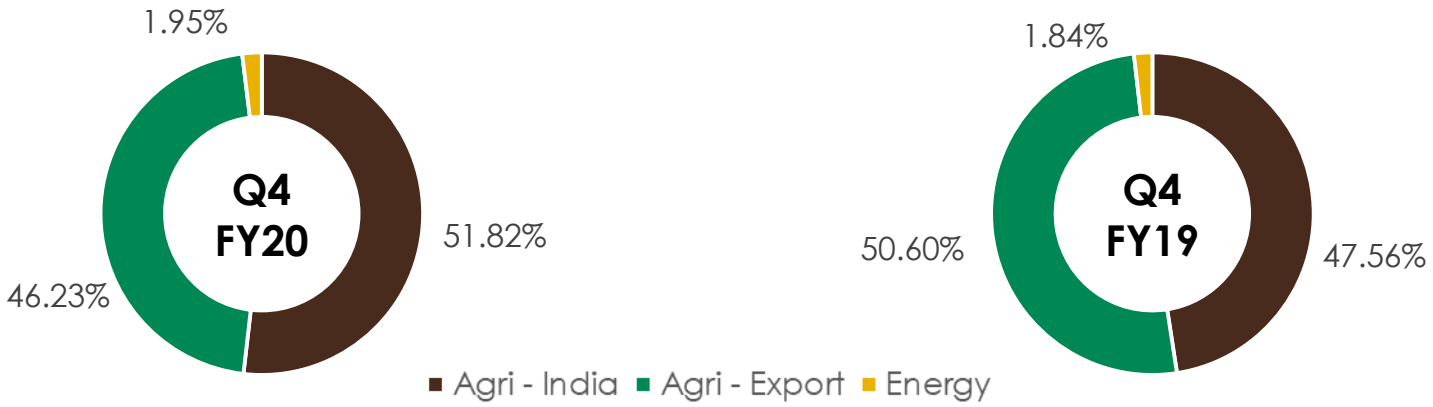
130-Year old legacy

Rice Sales*	Q4FY20			Q4FY19			% 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	94,021	53,623	503	88,050	59,197	521	6.78%	-9.42%	-3.45%
Export Market Sales	56,477	87,153	492	74,459	81,179	604	-24.15%	7.36%	-18.54%

** Details on standalone financials*

Standalone Segment Revenue



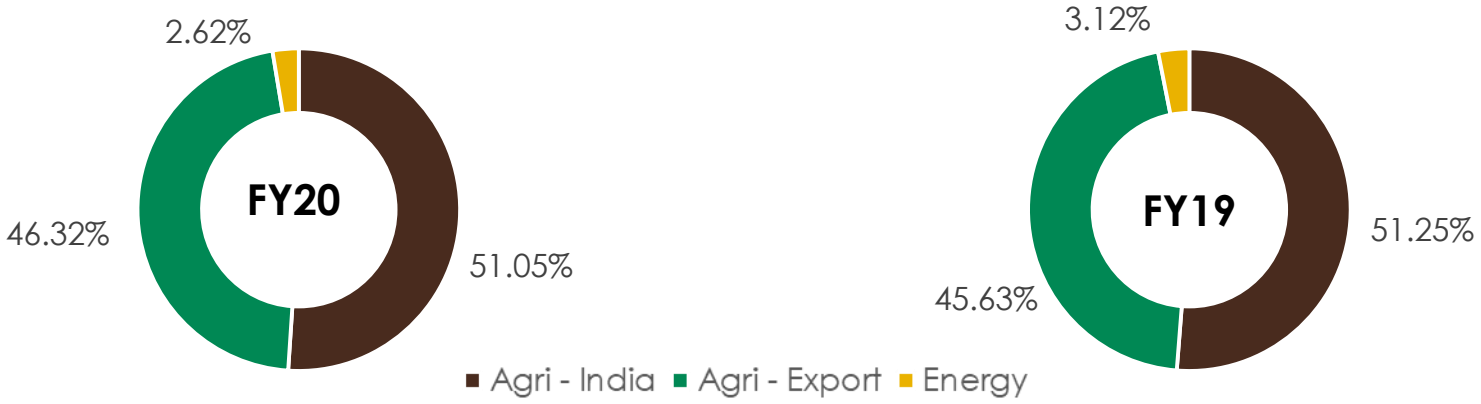
FY20 Business Update

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

Rice Sales*	FY20			FY19			% 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	371,409	56,303	2,094	352,829	55,244	1,949	5.27%	1.92%	7.44%
Export Market Sales	248,232	83,847	2,081	218,320	84,369	1,842	13.70%	-0.62%	12.98%

** Details on standalone financials*

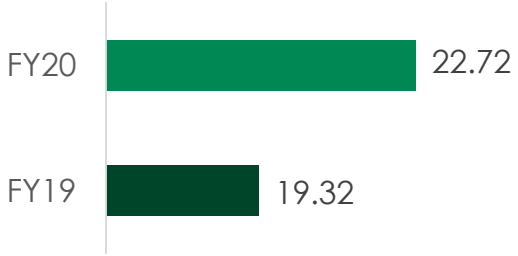
Standalone Segment Revenue



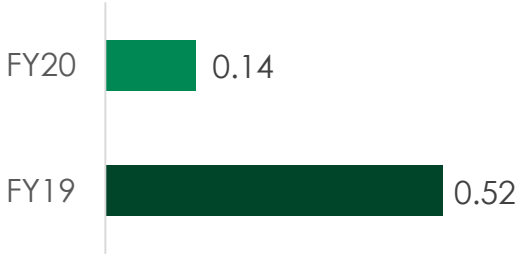
Strong Balance Sheet

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

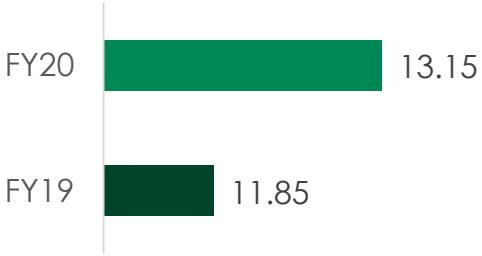
ROCE (%)



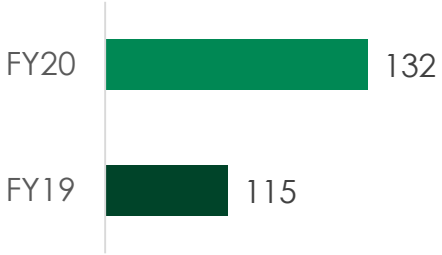
Net Debt to Equity Ratio



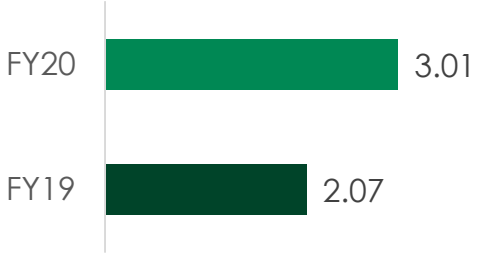
Interest Coverage Ratio



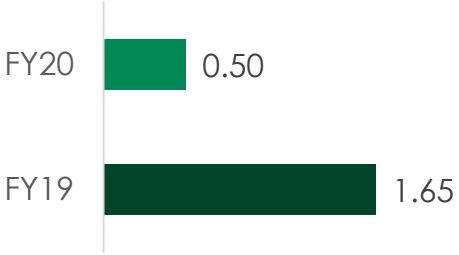
Book Value per Share (Rs.)



Current Ratio



Net Debt to EBITDA



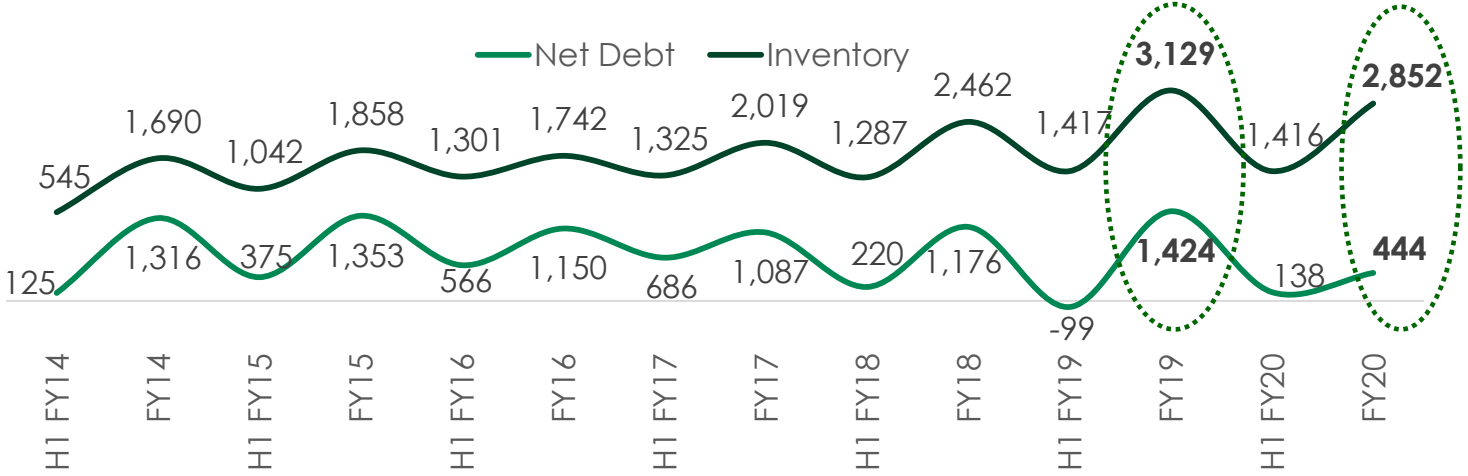
All ratios are updated based on Standalone Financials

Enhancing financial stability

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

*Net Debt excludes Financial Lease Liabilities
*As on Sep'18, KRBL is at zero debt with cash surplus.

(in INR Cr.)



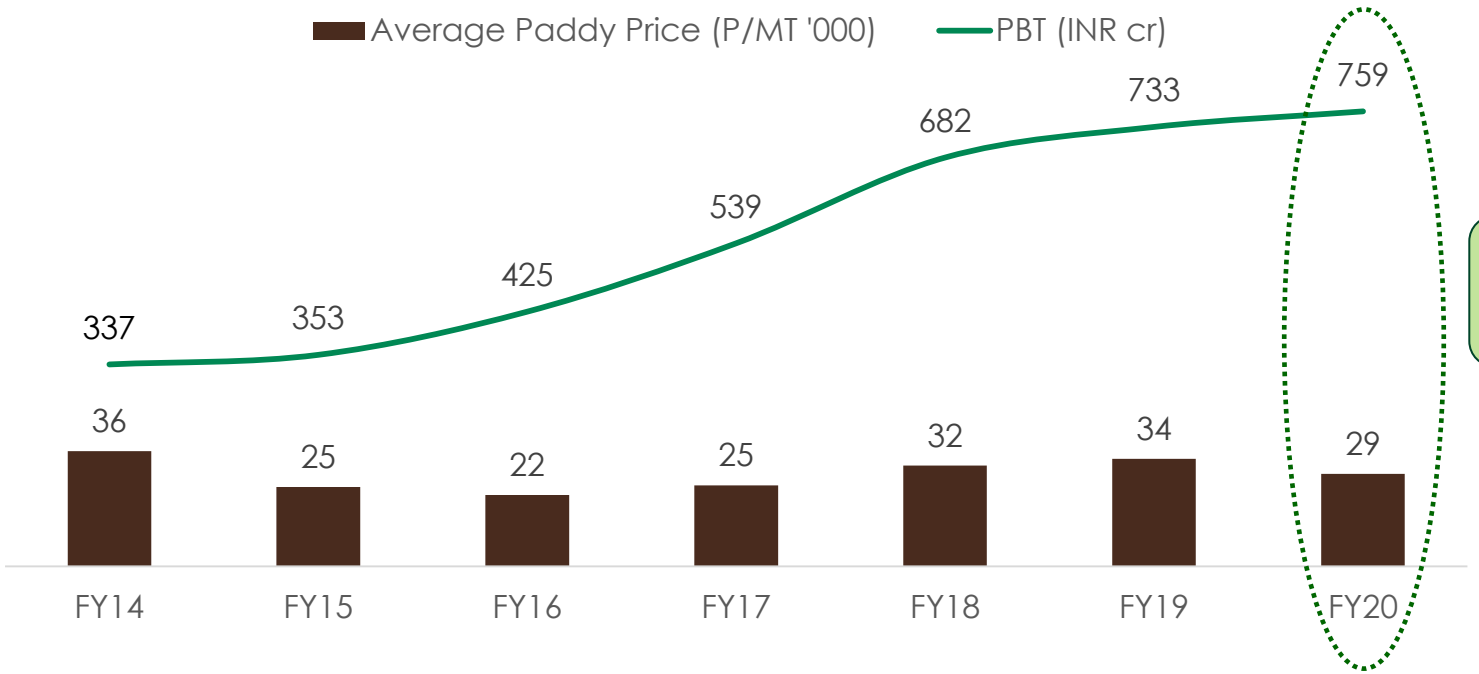
Net Debt came down from Rs. 1,424 Cr in FY19 to Rs. 444 Cr in FY20 as cash generation was used to build inventories

- The above data indicates the growing financial strength of KRBL as it continues to reduce its dependency on external funds for building its inventory.
- 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.
- Focus on delivering **consistent free cash flows** while enhancing business pie

Note: Based on standalone financials

Sustained improvement in profitability despite unique paddy dynamics

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy



PBT increased from Rs. 733 Cr in FY19 to Rs. 759 Cr in FY20

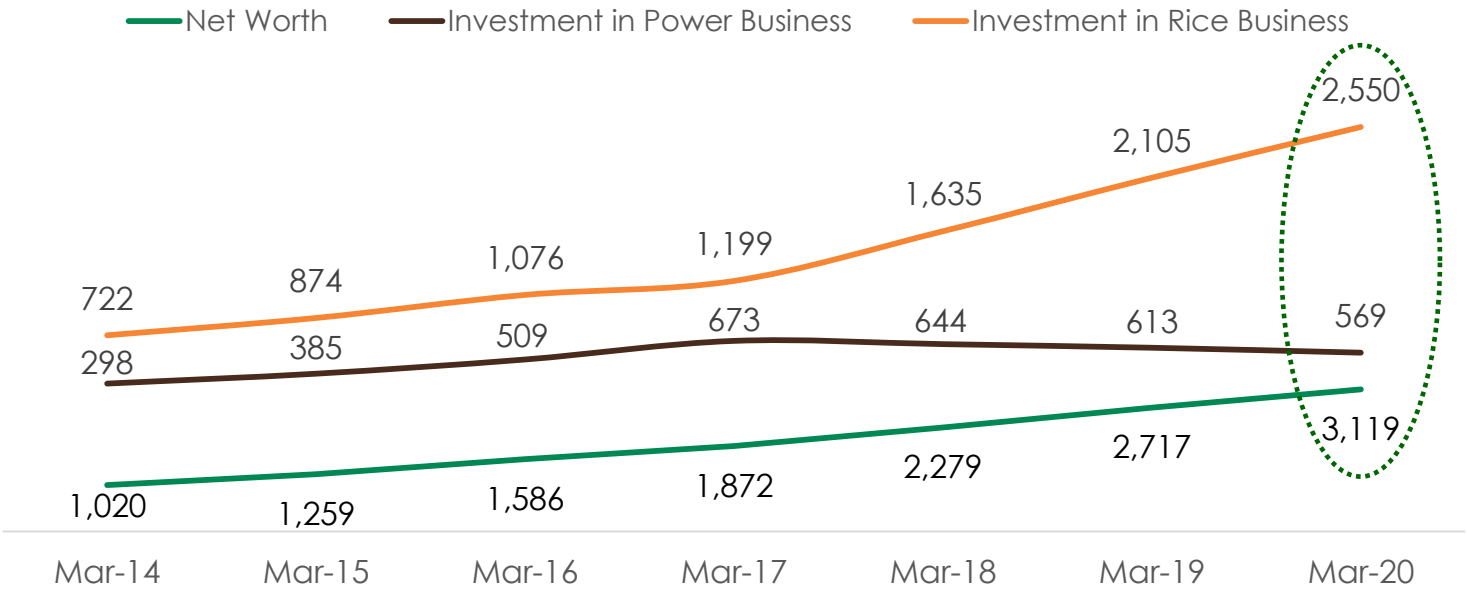
- Inspite of variation in paddy prices, KRBL's profit has been consistently increasing over the years

Note: Based on standalone financials

Increasing investments in the Rice business

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

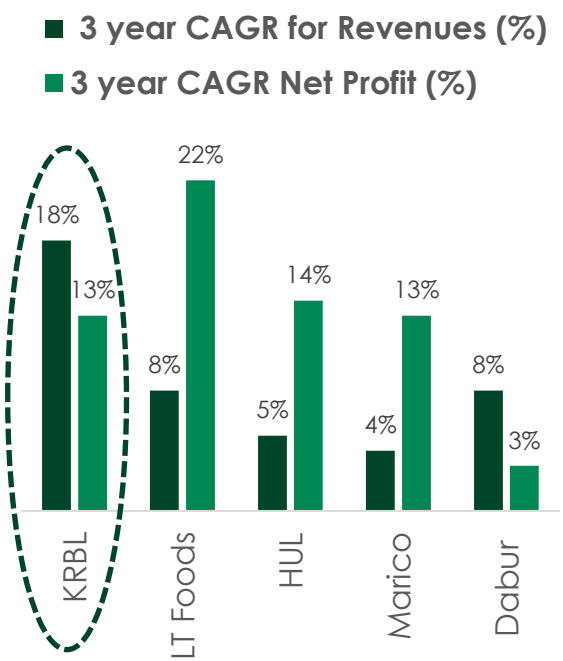
(in INR Cr.)

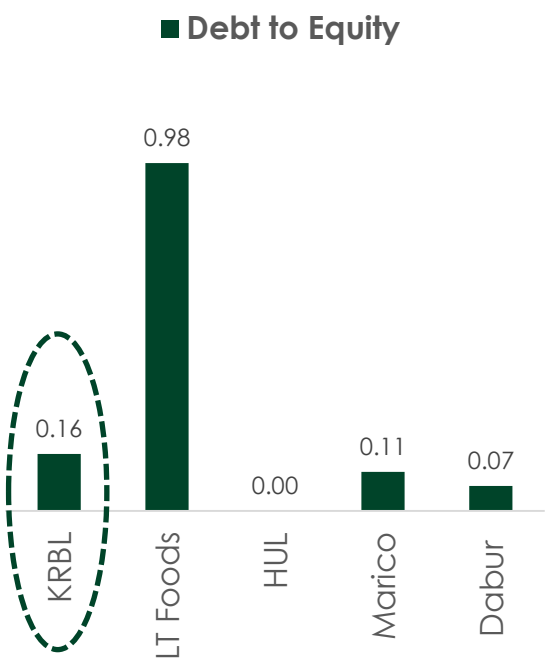


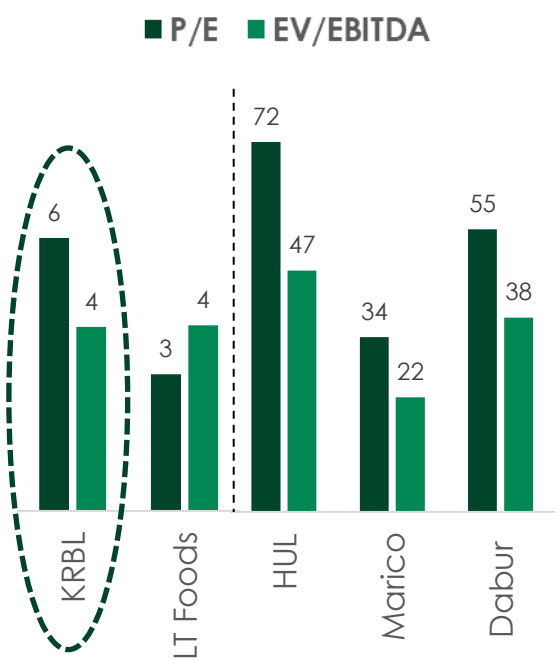
- There has been a sustained increase in investments in the rice business over the past few years, while investments in the power business have remained stable

Peer Comparison

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy







Introduction to KRBL Limited

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

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

INDIA GATE BASMATI RICE | Taj Mahal Basmati Rice | Unity BASMATI | INDIAN FARM BASMATI RICE | Nur Jahan BASMATI RICE | Al Wisam BASMATI RICE | Necklace Premium Rice

Brand time line

1998
entered the Indian Market with India Gate and Doon

2019
Trade mark registration of its flagship brand 'INDIA GATE' registered on 12 August 2019 with a user claim since 01 January 1979

A moment of Pride-KRBL getting featured on Discovery Channel in Flagship series "Inside Out" "God of Grains"

Operations time line

1992
Established state of the art Basmati processing plant at Ghaziabad Uttar Pradesh

1998
Received ISO-9002 for the Alipur, Delhi plant

2001
Received ISO-9002 for the Gautam Budh Nagar Plant

2004
Received the HACCP & SQF Certification

Set up the processing, grading and packaging facility at Dhuri, Punjab

2016
Received the Halal certification

Set up the fourth facility at Barota

2017
Strengthened its green energy portfolio with total capacity of 114.35 MW in wind power, 15 MW in solar projects and 17.55 MW in biomass

Rice mill / processing unit certified for complying with SOP for export of rice to China and the US

Corporate/Shareholding time line

1993
Registered as a Public Limited Company

1995
Listed at BSE, Delhi Stock Exchange & Ahmedabad Stock Exchange

2003
First company to receive FDI in the Indian rice industry

2006
G2006 DR Issue of US$12m

2010
Stock split. Face value divided from Rs. 10 to Rs. 1 per share

Financial time line

2009
Crossed the INR 1000 Cr. revenue mark

2013
Crossed the INR 2000 Cr. revenue mark

2019
Crossed the INR 4000 Cr. revenue mark

Market time line

1889
KRBL—
Incorporated at Lyallpur, Pakistan

Shifted focus from oil, wheat and cotton to rice and shifted base from Lyallpur to Lahori Gate, Delhi

Leading Basmati brands across categories

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

International

Domestic

Key brand line ups in Healthy Food Segment

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Domestic Health Brands

International Health Brands

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

KRBL Limited
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130-Year old legacy

Strong Corporate Governance

Conversion from loose to branded basmati

Basmati Rice- Attractive industry dynamics

Consistently driving exports

KRBL's unique positioning

Developing premium non-basmati rice

Increasing consumption pie of basmati

Opportunities in new growth segments

Robust financial performance/ strong Balance Sheet

Fully integrated business model

Strong manufacturing and distribution strengths

130-year old legacy, led by a committed management

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

Anil Kumar Mittal
Chairman and Managing Director

- Visionary of the company, with over 44 years of experience provides strategic direction to all aspects of business.
- Founder and former president of All India Rice Exporters Association.
- Member of Basmati Rice Farmers & Exporters Development Forum.
- Member of Basmati Export Development Foundation (BEDF) and Rice Export Promotion Forum (REPF) APEDA.
- Recipient of the Silver Jubilee Award from the National Academy of Agricultural Sciences, India.
- Arts graduate from Delhi University.

Arun Kumar Gupta
Joint Managing Director

- Expert on Basmati paddy supply chain management & paddy milling technology.
- Over 36 years of experience in the rice industry.
- Associated with more than 200 Farmers.
- 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

- Over 19 years of experience, She is responsible for international sales & marketing of branded business. She brings innovative management strategies in the company.
- On Board of University of Southern California Veterbi School of Engineering.
- Represented KRBL at CII, ASSOCHAM, FICCI & FIEO. First woman elected as Northern Region Chairperson of FIEO, Ministry of Commerce, GOI.
- In 2018, she was awarded the Business Woman of Decade Award by W.E.F.
- Special Advisor to the Women Political Leaders Global Forum.
- Ms Mittal's recent subjects of interest and talks have been food security and sustainability, hunger and malnutrition issues, supply chain management and food storage and wastage.
- Graduate of Harvard Business School's OPM programme and under graduate of University of Southern California

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 and First Class First Commerce Graduate from Banaras Hindu University.

130-year old legacy, led by a committed management

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

Next Generation of Leaders

Ashish Mittal

- Mr. Ashish Mittal is having immense knowledge and 15 fruitful years of business experience. His valuable skills and expertise has brought a lot of change in the field of factory operations and technology.
- Ashish is looking after all the factory operations including procurement, production, seed development etc. at Gautam Budh Nagar Unit. Ashish is also looking after the packaging development, agri-extension activities in contact farming network, advancing quality of seed and all the guidance related to pesticide free crop to the farmer.
- Ashish Mittal accomplished his Bachelors in Business Administration from University of Northridge, California, USA in the year 2004.

Kunal Gupta

- Mr. Kunal Gupta is having a passion for rice and milling. He has continued the family tradition by undertaking an integrated approach to optimize operations and utilization of production plants within KRBL Ltd.
- Kunal's journey is in Rice Procurement Department and leading the operations at the flagship Dhuri plant, incharge of all rice and paddy commodity procurement and trading activity has been transformational. Under his supervision over past eight years, Dhuri plant has transformed into tightly run integrated unit with not only improvement in milling and output but also cost optimisation throughout the supply chain.
- Kunal attained his B.Sc in Business Management from the Cox School of Business, Southern Methodist University in Texas, USA and that gave him the solid foundation to lead basmati paddy supply chain management while constantly pursuing improvement in paddy milling technologies for effective yield of paddy and head rice recovery at KRBL Ltd.

Akshay Gupta

- Mr. Akshay Gupta has worked in the Rice industry for 8 years, gained unparalleled experience in procurement, shipping logistics and sales. He is responsible for developing new markets for the company for both Basmati and Non-Basmati rice products. He is passionate about advancing agri-tech and extension services in Basmati rice growing areas and also has a keen interest in finance.
- Akshay Gupta achieved his graduate degree B.Sc in Finance and Operations Management from Indiana University in the year 2011. He has recently become a member of Entrepreneur's Organisation Gurgaon Chapter.

Ayush Gupta

- Mr. Ayush Gupta has invested 8 fruitful years in the family business gaining in-depth knowledge and experience in the field of retail and distribution. He has an inherent passion to understand consumer behavior and their decision making. This knowledge lays foundation to his fundamental principles of branding and provide solid rationale for branding decisions.
- Ayush having graduated cum laude from Kelley School of Business, Indiana University with a B.Sc in Marketing and Operations Management is spearheading the company's domestic business.

Experienced Independent Board Members

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

- Mr. Ahuja is a B.Sc. Engg. (Mech.) Hons from Punjab Engineering College, Chandigarh. An integral part of the overall functioning of the company, he not only adds significant direction to the agro arm of the company, but also provides direction to the agri services division in order to strengthen the relations of KRBL with the farming community.

Vinod Ahuja

- Mr. Arora persued his education in UK and did his M. Tech in Electronic Instrumentation and Controls from Loughborough University of Technology.

Shyam Arora

- Mr. Alok Sabharwal aged 67years is an Innovative Chartered Engineer with 45+ year of Professional experience in the field of High-Technology, Multi Unit Business Operations. He has earlier worked with many companies of repute in various capacities which includes Tata, Bombay DyingSwiss MNC-Bühler (India) Pvt. Ltd.

Alok Sabharwal

- Mr. Devendra has vast experience of over 35 years in the area of financial management, management consultancy, business advisory, corporate taxation, auditing etc. Currently, a Practicing Chartered Accountant. Earlier, had worked with the Oriental Insurance Company Ltd., and also worked abroad with a construction company based in Iraq

Devendra Kumar Agarwal

- Ms. Sardana is a renowned lawyer and practicing since 28 years. She holds PG Diploma in IPR & Human Rights Law & also did M.Phil. She has a vast domestic & international experience of civil, criminal & service matters. At present, She is a Life Member Supreme Court Bar Association (SCBA),Indian Institute of Law,International Society of Law, Bar Association of India & also Arbitrator of ICA International Council of Arbitrators & Mediator of Delhi State Legal Services Authority

Priyanka Sardana

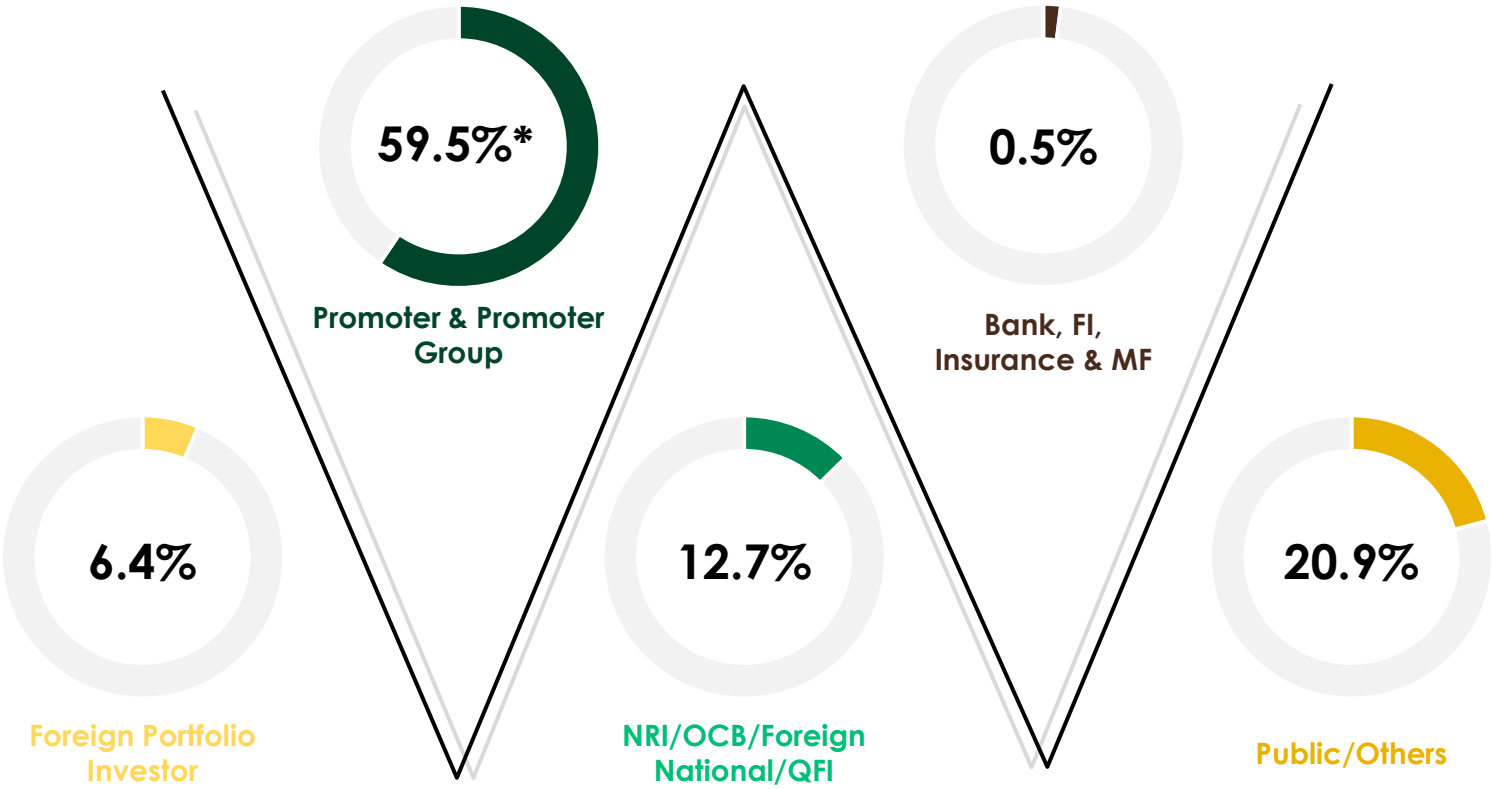
- Mr. Dua graduated from Delhi University and has seventeen years of experience in the Rice business. With his wealth of knowledge, Mr. Dua adds immense value to the company.

Ashwani Dua

Institutional Relationships

Shareholding Pattern as of March 31st, 2020

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy



* Promoters have increased their holdings by 1.1% from 58.81% as on March 31st 2019 to 59.46% as on March 31st, 2020 through creeping acquisition of shares.

Top Fund Houses' Holding as on March 31, 2020

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

Top fund houses holding more than 1 Lakh Shares in KRBL Limited as on 31 March 2020		
Name	**Holding as on 31st March 2020**	**% Shareholding**
Kotak Mahindra (International) Limited	5,464,635	2.32%
Vanguard Total International Stock Index Fund	1,574,363	0.67%
Vanguard Emerging Markets Stock Index Fund, A Series of Vanguard	1,504,132	0.64%
Reliance Capital Trustee Co Ltd-A/c Nippon India Growth Fund	1,208,861	0.51%
Emerging Markets Core Equity Portfolio (The Portfolio) of DFA Inv	614,794	0.26%
Ew India Opportunities Fund - Class A	596,630	0.25%
Premier Investment Fund Limited	563,334	0.24%
Ishares Core Emerging Markets Mauritius Co	528,219	0.22%
K India Opportunities Fund Limited	484,554	0.21%
The Emerging Markets Small Cap Series of the DFA Investment Trust	409,902	0.17%
Vanguard FTSE All-World Ex-Us Small-Cap Indexfund	288,608	0.12%
California Public Employees' Retirement System	238,518	0.10%
Filao Investment Mauritius Ltd	226,000	0.10%
Government Pension Fund Global	225,495	0.10%
Kuber India Fund	200,000	0.08%
Wisdomtree India Investment Portfolio, Inc.	176,261	0.07%
Ishares Core Msci Em Imi Ucits ETF	153,912	0.07%
Emerging Markets Small Capitalization Equity Index Fund	145,566	0.06%
Emerging Markets Small Capitalization Equity Index Non-Lendable Fund	142,338	0.06%
Ishares India Sc Mauritius Company	131,269	0.06%
K India Opportunities Fund Limited - Class G	131,091	0.06%
Dimensional Emerging Markets Value Fund	120,245	0.05%
Wisdomtree Emerging Markets Smallcap Dividend Fund	119,954	0.05%
SBM India Fund	110,800	0.05%

Top Banking Relationships

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

- State Bank of India
- HDFC Bank Limited
- DBS Bank India Ltd.
- ICICI Bank Limited
- Cooperatieve Rabo Bank U.A.
- Kotak Bank Ltd.
- MUFG Bank Ltd
- Corporation Bank
- IndusInd Bank Ltd.
- Karnataka Bank Limited

Sustained Promotional Initiatives

Round the Year Presence on Media Channels

KRBL Limited
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130-Year old legacy

National Campaigns

EID

DIWALI FESTIVE

FESTIVE -SOUTH

BRAND

Big Ticket Sponsorships

The Biggest Digital Campaigns of the Year in India – India Gate Basmati Rice

KRBL Limited
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130-Year old legacy

Video Views
100Mn+

Engagement
35 Lakh+

Campaigns
5 Massive Digital Campaigns Best trending hashtags # of the year were from India Gate.

Fans
2,10,000+
on Facebook

#TyohaarKiTayyari

#EverySacrificeMatters

#YehEidBanaoClassic

#Women'sDayEveryday

#JumKeKhao

About KRBL

KRBL Limited
WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS
130-Year old legacy

KRBL Limited (NSE: KRBL, BSE: 530813) is the world's largest rice miller and Basmati rice exporter. It is India's first integrated rice company with an extensive supply chain with a 130-year history and presence since 1889. With manufacturing capacities of 195 MT/per hour, KRBL is a branded Basmati rice company.

The Company engages in seed production, touch cultivation, paddy procurement, storage, processing, packaging, basmati rice branding and marketing. Operating divisions of the Company include Agri, which includes agricultural commodities such as rice, furfural, seed, bran and bran oil, among others, and Power, which includes wind turbine, husk-based power plant and solar power plant power generation. The Company offers its rice under a varied range of brands namely India Gate, Nur Jahan and many more. The Company has its presence in the domestic as well as in the international market. It also exports its products to Saudi Arabia, United Arab Emirates, Iraq, Kuwait and Qatar among others.

For further information, please contact:

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Email: siddharth@cdr-india.com

nishid@cdr-india.com

Thank You