

KRBL Ltd.

Investor Presentation

Q4 & FY2022



India ki Puraani Aadat



Unmatched Strengths

India's largest exporter of branded basmati rice with footprint in > 90 countries



#1

India Gate, well established brand in India; KRBL leading player in branded basmati rice



#1

Integrated operations with world's largest rice milling capacity and the world's largest plant in Punjab, India



#1

#1

KRBL has largest contact farming network coverage for rice



Strong financial position; healthy internal accruals and liquidity with low reliance on debt



Dealer and Distributors across India

500+



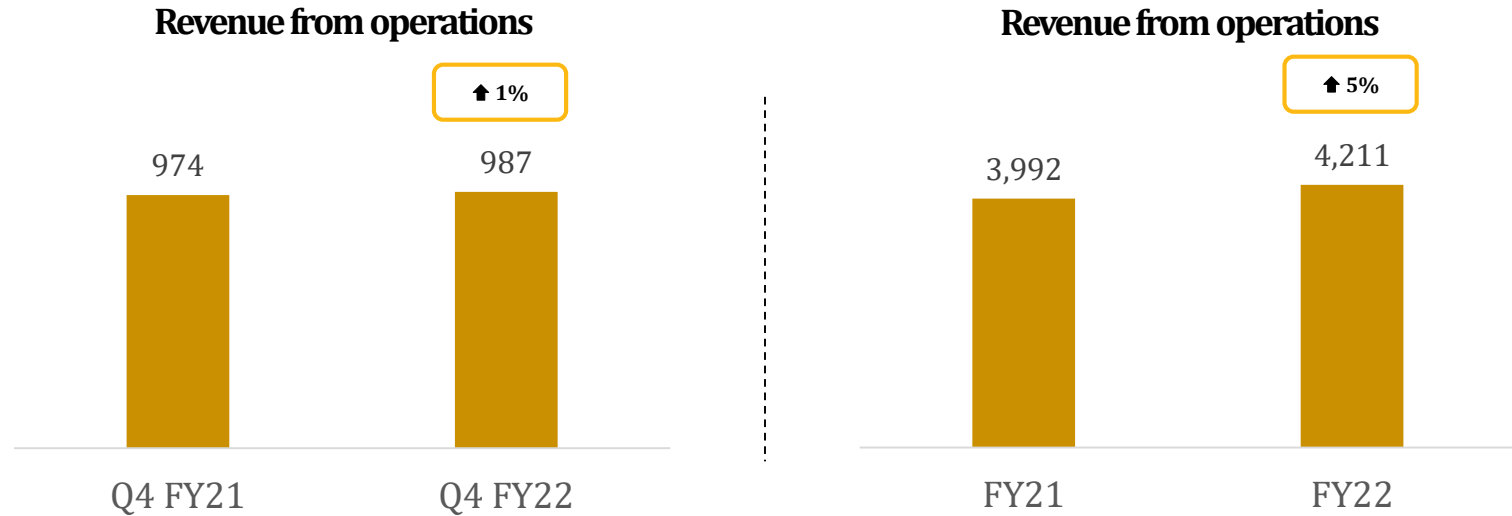
Q4 FY22 standalone performance highlights

Total Income	Gross Profit	EBITDA	PAT
994	308	170	109
395	(389)	4,063	2,816
Cash & Bank balance*	Net Bank Borrowings	Net worth	Total Inventory

All figures in Rs . crore and are based on standalone financials

**Includes investments in Mutual Funds*

Healthy outcomes in challenging environment

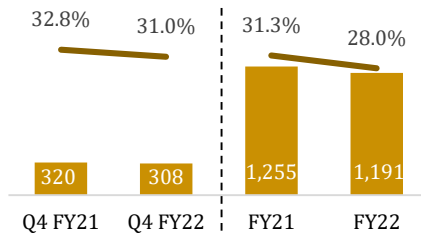


- Q4FY22 and FY2022 revenue growth driven by domestic business - recorded highest ever sales in FY2022

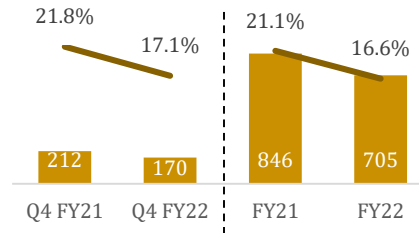
All figures in Rs. crore
All figures are based on standalone financials

Profitability metrics for Q4 & FY22

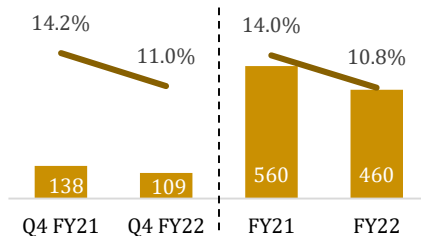
Gross Profit (Rs. Crore)



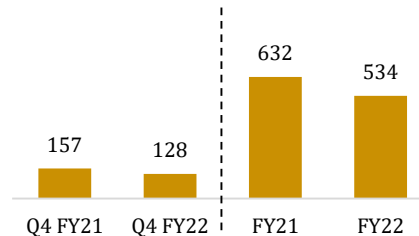
EBITDA (Rs. Crore)



Profit After Tax (Rs. Crore)



Cash Profit (Rs. Crore)



- Q4FY22: Rice realization increase (22% over Q4FY21) offset by 25% increase in rice input cost over the same period, impacting Gross Margin.
- EBITDA Margin contracted owing to compressed Gross Margin trend combined with higher logistics costs (higher freight rates driven by shortage of containers) and advertising costs.
- PAT trend a reflection of operational momentum, although higher other income and lower finance costs supported the trajectory

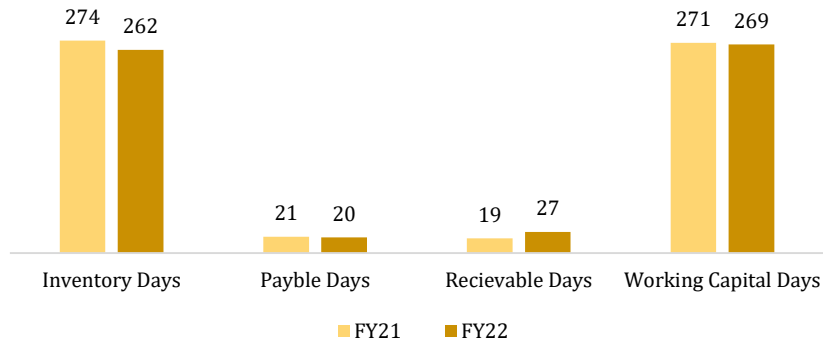
Superior balance sheet matrix

Current Ratio (%)

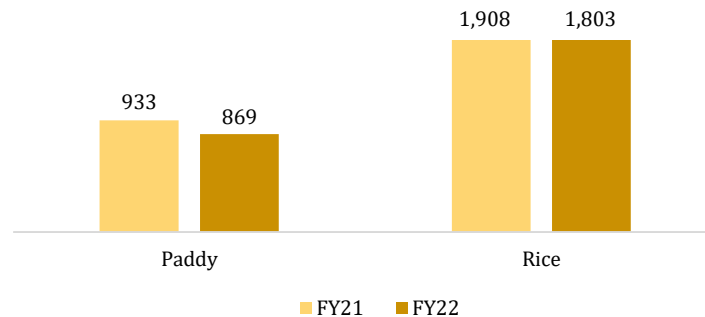


- Healthy liquidity position
- Continued efficiency in working capital management
- Lower inventory (FY22 Rs. 2,816 cr vs. FY21 Rs. 2,964 cr) on account of lower paddy purchase in Q3 FY22

Working Capital Days



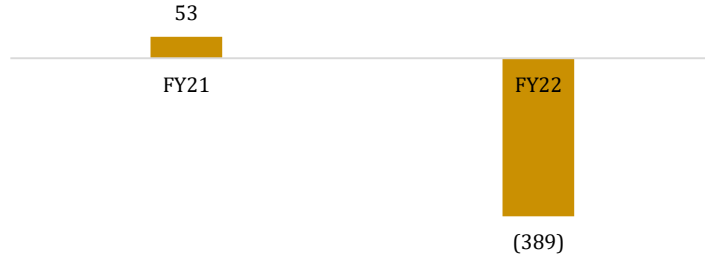
Inventory Position (Rs. Crore)



All figures are based on standalone financials

Superior balance sheet matrix

Net Bank Borrowing (Rs. Crore)



Interest Coverage Ratio

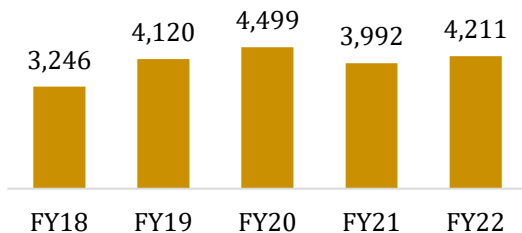


- Lower inventory coupled with healthy internal accruals leading to reduced reliance on debt, further strengthening the balance sheet position
- Strong debt protection metrics
- Financial strength reflected in Strong Credit Rating: [ICRA] A1+; CARE A1+

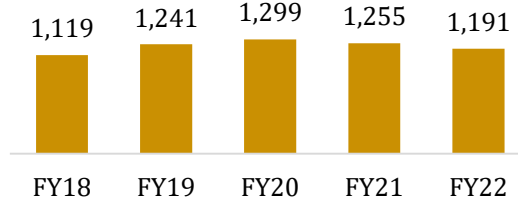
All figures are based on standalone financials

Financial trends over the years

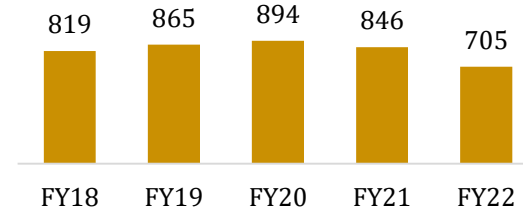
Revenue (Rs. crore)



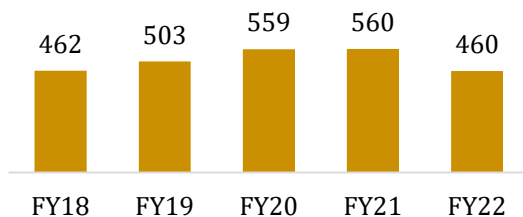
Gross Profit (Rs. crore)



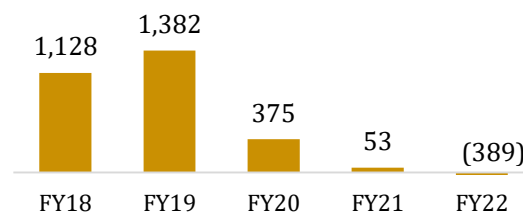
EBITDA* (Rs. crore)



PAT (Rs. crore)

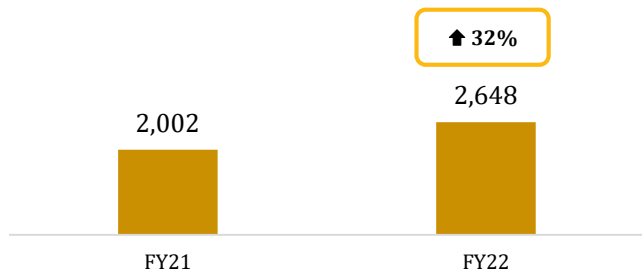


Net Bank Borrowings (Rs. crore)



Key Developments

Domestic Revenues (Rs. Crore)



Highest ever revenue in FY22

- Sales driven by resurgent demand, price buoyancy and distribution expansion
 - Secondary sales coverage increased by 26% to 31 resulting in higher throughputs at retail outlets.
- Sustained aggression in MT and E-com platforms - growth of 25% in volume terms
- Unity brand has grown by 42% in volume and 50% in revenue terms.

Update on Greenfield Expansions

- Three new mfg. facilities planned - Gujarat, Karnataka and Madhya Pradesh.
- Exclusive non-basmati focus in Karnataka plant - other will cater to both.
- Total Capex: ~Rs. 200 core with total incremental milling (paddy to rice) capacity of 20 MT/ hour and grading and packaging (rice to rice) of 50 MT / hour.

Once commissioned, these Greenfield plants will significantly enhance the capacity of KRBL and drive sustained expansion in basmati and non-basmati regional rice portfolio

Status

- Gujarat: Plant under construction
- Karnataka: Land purchase formalities in progress
- Madhya Pradesh: Location finalised. Land acquisition in progress.

Go live of Gujarat and Karnataka planned in FY24; MP in FY25

Continued progress on strategic initiatives towards augmenting the product portfolio in domestic business

Key Developments

KRBL Limited's World's Largest Milling Plant at Dhuri, Punjab was adjudged the Silver Medal Winner at the prestigious National Awards for Manufacturing Competitiveness (NAMC)



- The prestige was bestowed for its non-conventional & advanced approach in manufacturing excellence over the years
- This was instituted by the International Research Institute for Manufacturing (IRIM), which is a global research, management consulting, and training firm dedicated to the manufacturing sector

Appointed new distributor in Saudi Arabia



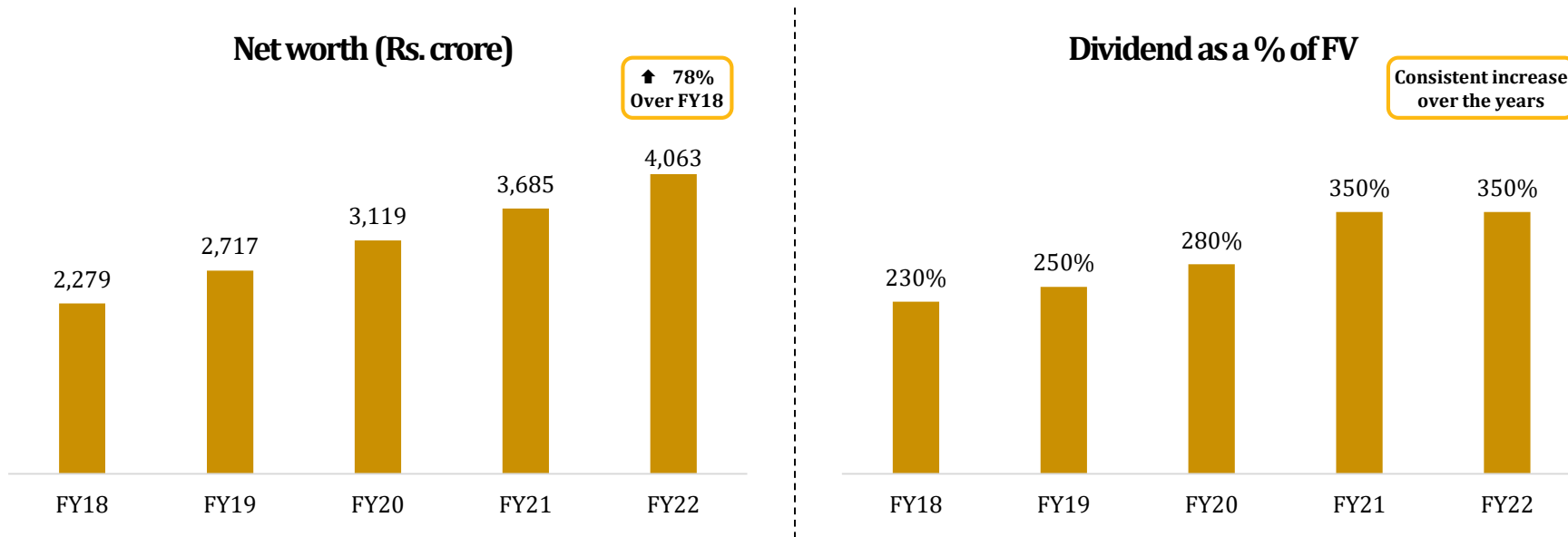
- Saudi Arabia is a key market for Basmati exports from India and KRBL enjoys leadership position in the Basmati rice market in the country
- The New distributor, along with the existing distribution partner, will enable the Company to further strengthen its presence in the country

Credit ratings revised by ICRA in Nov 2021

Type of rating	Revised rating
Banking Limits on Long Term Scale	[ICRA] AA- (Stable)
Banking Limits on Short Term Scale	[ICRA] A1+
Commercial Paper	[ICRA] A1+

- ICRA removed the rating from 'Watch with negative implications' and a 'Stable' outlook has been assigned for the long-term rating
- "The Company continues to have a robust business model with adequate internal accruals to drive growth aspirations"

Shareholder value creation



All figures are based on consolidated financials

India Business



India ki Puraani Aadat

KRBL Limited
WORLD'S LARGEST RICE MILLERS
& BASMATI RICE EXPORTERS

Continuing market leadership

677

Revenue* in Rs. Crore for Q4 FY22

Trend in Domestic Business

11%

Revenue growth Y-o-Y

- Revenue growth driven by solid volumes gains, complemented by improvement in realization
- Overall performance was premised on executing the growth strategy of densifying the distribution reach, increasing the brand penetration and augmenting product portfolio

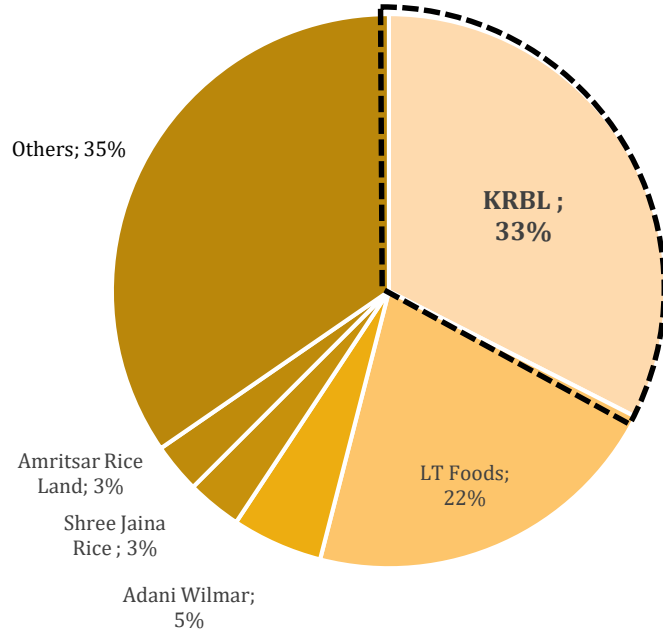
**Excludes Energy*

India Brand Portfolio

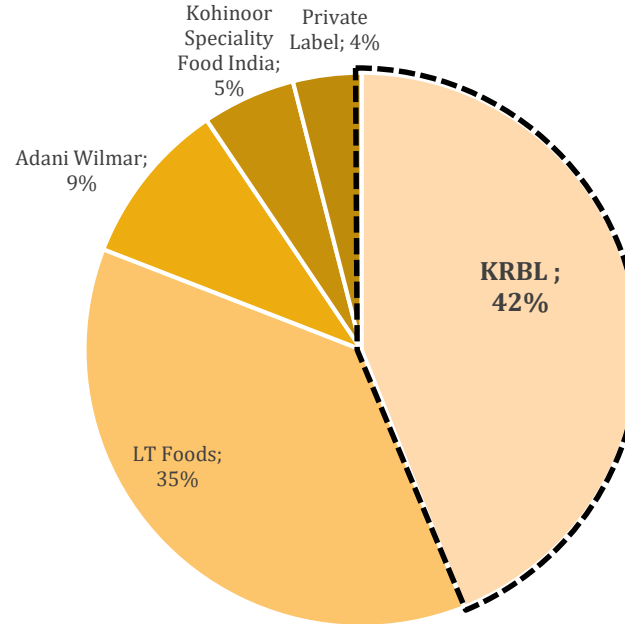


Strong leadership in Basmati market

FY22 Volume Market Share (India)
Packaged Basmati (Traditional Trade)



FY22 Volume Market Share (India)
Packaged Basmati (Modern Trade)



- Unmatched leader in packaged Basmati in India
- Fragmented supply offers huge opportunity to leverage strengths and expertise of KRBL

Source : AC Nielsen

India Strategy

Densifying distribution reach

- Preference for packaged rice has significantly increased
 - KRBL to capitalise this opportunity by strengthening its distribution network
- Aspire to grow the retail distributors over the next five years
- Continue to market Unity brand

Achievements during FY22

- Secondary sales coverage increased 500 bps from 26% to 31% driving higher throughputs at retail outlets
- Sustained aggression on MT and E-com platform translated into growth of 25% in volume terms

Increasing Brand Penetration

- Focus on trade marketing to accelerate the already ongoing shift in consumption from unbranded to branded rice

Achievements during FY22

- Accelerating commodity to branded conversion specially in bulk packs due to better quality and market availability
- Unity brand has grown by 42% in volume and 50% in revenue

Augmenting Portfolio across all four product segments

- Non-basmati regional rice market largely controlled by localised players, is ready for high quality and aged rice brands
 - KRBL has identified 3 high-potential regional varieties to drive growth in this segment
- New product launches across Heath Foods portfolio
 - Focus on products that are natural extensions of KRBL platform and to emerging consumption trends and fortify the brand image
- New product introductions in value-added portfolio based on higher convenience offering

Achievements

- Facilities being created at Gujarat, Karnataka and Madhya Pradesh towards enhancing presence in non-Basmati regional rice

Unity: Accelerating shift to branded rice

Indian
Basmati Rice
Market- 2.5
Million
metric tonnes

Un-Branded
Basmati rice 1.5 Mn
MT.



Unity is now a Rs. 500 crore brand, **drawing in customers from the un-branded segment**



Export Business



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Leadership beyond India

280

Revenue in Rs. Crore for Q4 FY22

Trend in Export Business

(19)%

Revenue growth Y-o-Y

- Appointed Distributor in Saudi Arabia; offtake resumption in progress
- Focused implementation of growth strategy by fostering brand initiatives in the existing markets and seeding newer markets

Exports Brand Portfolio



Positive trends for Rice export from India

Global markets offer exciting opportunities for KRBL to drive growth



Production

- High yielding varieties of rice have led to surplus production in the country
- Adoption of technology in farming have helped spur growth in produce
- Focus on quality has led to increased demand for Basmati globally



Export Leader

- India is the #1 exporter of rice and has a 65% share of the global basmati market
- Globally, India accounts for ~85% of basmati exports which is expected to rise



Indian Presence Globally

- Increasing demand for the PUSA basmati variety in the US which was commercialized by KRBL
- Large Indian diaspora abroad to drive rice as both a staple and a restaurant grade item



Demand from Middle East

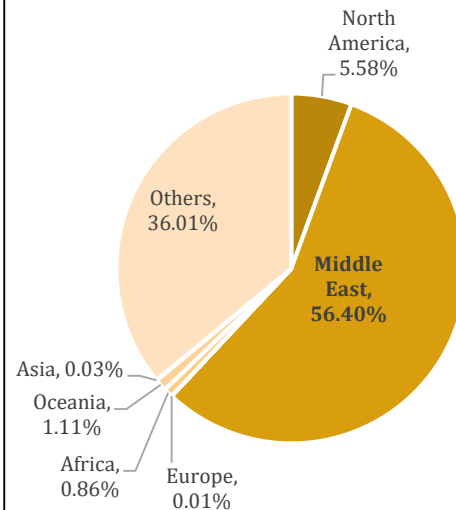
- Excellent quality standards have spurred increase in the demand for Indian basmati rice amongst locals
- Supported by consistent supply, 52% of total rice consumption is Basmati Rice (As per AC Nielson)



Shift to Healthier Option

- ~\$10 million of rice exported out of India under private label is Brown Rice
- UK accounts majorly for the import of brown rice with shift to healthier alternatives

Basmati rice exports from India for FY22 (%)

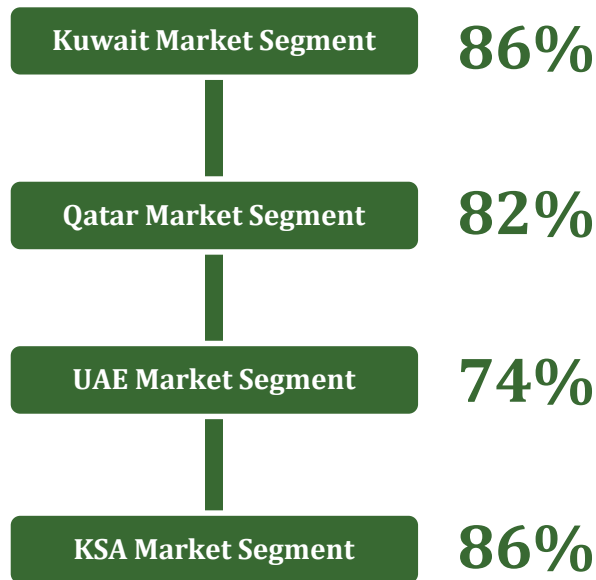


Source: APEDA

Overall export market position

KRBL's dominating presence in the GCC region

India Gate Share to Premium Segment Rice



Europe

- KRBL has **strong presence in Norway, Sweden and Denmark**



Americas

- **#1 in Canada** in premium basmati rice
- KRBL recently launched in Chile; **Latin America has a good organized retail structure**



RoW

KRBL poised to make strong mark

- **#1 in South Africa** in premium basmati rice
- **Growing markets in North Africa** (Algeria, Morocco, Libya etc.)
- **East Africa:** Currently dominated by low quality Pakistani brands, but has potential for KRBL given the large Indian ethnic base
- **#1 in Australia, New Zealand and Fiji** in premium basmati rice

Export Strategy



Contact Us

Safe Harbor

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.



Investor Relations Desk



KRBL Ltd.



Tel: +91-120- 4060 300



Email: investor@krblindia.com



Siddharth Rangnekar / Nishid Solanki



CDR India



Tel: +91 22 6645 1209 / +91 22 6645 1221



Email: siddharth@cdr-india.com

nishid@cdr-india.com

Thank You



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