

E:KRBL/BIBHU/STK_EX_2122/31
13 August 2021



The General Manager Department of Corporate Services BSE Limited Floor 25, Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001	✓	National Stock Exchange of India Limited “Exchange Plaza”, C-1, Block-G Bandra-Kurla Complex Bandra (E), Mumbai-400051
Scrip Code: 530813		Symbol: KRBL Series: Eq.

Dear Sir/Madam,

Sub: Investor Communication on Unaudited Financial Results of KRBL Limited for the First Quarter (Q1) ended 30 June 2021

Pursuant to the provisions of Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith the Investor Communication on Unaudited Financial Results of KRBL Limited for the First Quarter (Q1) ended 30 June 2021.

This is for your kind information and record.

Thanking you,

Yours Faithfully,
For KRBL Limited


Raman Sapra
Company Secretary

Encl.: As Above.

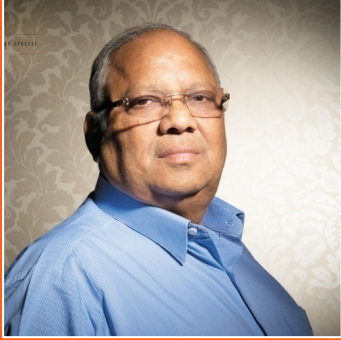


INVESTOR PRESENTATION

Q1 FY22



Thoughts from the management



Commenting on the performance for Q1 FY22, Mr. Anil Kumar Mittal – Chairman and Managing Director, KRBL Limited said,

“We are glad to have started the year on a positive note with strong volume gains across both domestic and export markets where, in Q1 FY22 we saw 33% improvement (YoY) in turnover. Domestically consumer packs have continued to perform well. Given better vaccination coverage and various States lifting their most stringent restriction on movement, the economy is reviving. Our sales volumes have shown positive momentum, with 81% increase recorded YoY.

KRBL's presence in modern retail and on e-commerce platforms has enhanced in line with consumer preference for these channels. India Gate is meeting consumer aspirations for premium offering in staples, with assurance of highest quality. Our Unity consumer pack portfolio is marking appreciable gains in business as planned. In exports markets, our brand line-up enjoys leadership position in the largest consuming geographies, and given its vast potential for growth, gives assurance of consistency of good results.

Our Net Debt levels have marked historic lows as the cash generation has increased year upon year.

It remains our ambition to grow Basmati consumption domestically, and in line with that, we are gearing up to enhance our procurement, processing and storage capacities. Plans have been initiated to increase the share of other varieties of premium Rice in the mix, where the potential to mark our presence is attractive. Given our healthy balance sheet and strong cash flows, we are well-placed to conduct paddy purchase operations seamlessly. Already having met good success in the export markets, we are building presence in healthy food domestically. Our brand line up is strong and procurement and logistics are in place. This will be an important category and fits well with KRBL's promise of premium and nutritious offerings.

The stature and scale of our business is backed by deep determination to grow our volumes, smart go to market strategies for our line up of brands and world-class operations. Efficiencies in operating processes through automation and strategic planning will help us in our endeavor as we build KRBL into a leading Basmati company in the world.”



Vision for growth

Shift to organized trade

With a shift from unorganized to organized trade in the domestic market, KRBL will stand most benefitted, with a ~44% share



Growth from multiple platforms

Core premium Basmati segment to deliver mid-teens growth; regional varieties of premium, fragrant rice and health foods to tap new high-potential segments



Profitability comes first

Every growth initiative is backed by strong focus on quality and margins. Brands to be key drivers



Well-oiled for expansion

Robust balance sheet and net worth, low gearing, integrated operations with owned storage and processing infrastructure



Contents



01

Serving the finest Basmati from India

- A heritage of achievement

02

India Business

- Updates & road ahead

03

Driving strong segments & product innovation

- Focus on consumer pack, new launches and category expansion

04

Marketing re-orientation

- Media communication & strategy

05

Society focus amid pandemic

- KRBL cares

06

Championing Basmati abroad

- Growing ahead by staying ahead of global trends

07

Benefiting key stakeholders

- Doing good for investors and customers





Serving the finest
Basmati from India
-A heritage of achievement

Creating benchmarks for success

#1

Largest exporter of
branded basmati rice
from India



#1

KRBL possesses world's
largest rice milling plant
in Punjab, India spread
across 200 acres



#1

India Gate, renowned and
well established selling
brand in India



#1

KRBL has largest
contact farming network
coverage for rice



~15%

Premium that
KRBL's brands
fetch in the
domestic market



~73%

Contribution of India
Gate brand to the
domestic branded
basmati portfolio



~3-5

Days in which direct
payment made
against procurement
to farmers



14

Number of rice brands
sold under the banner of
KRBL



195

MT/hr Paddy milling
capacity across Dhuri,
Punjab and Gautam
Budh Nagar, UP



176

MT/hr Rice
Processing/Packaging
capacity across Dhuri,
Punjab and Gautam
Budh Nagar, UP



147

MW
Energy assets
across Biomass,
Wind and Solar



>1

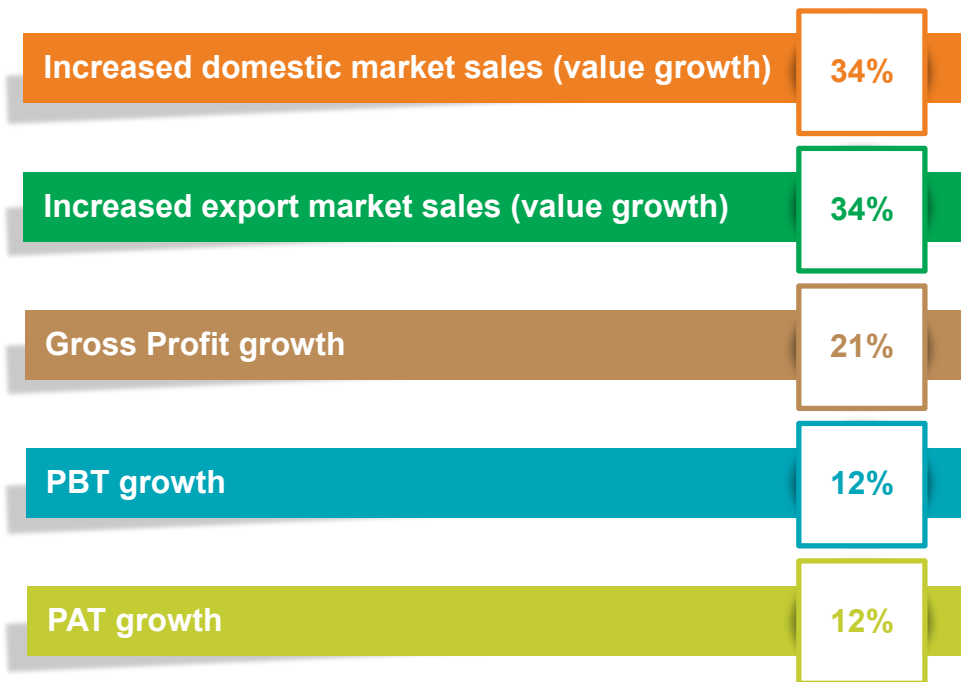
million MT
Storage capacity
across rice and paddy



Performance highlights

**Q1 FY22 key
perspectives
(YoY basis)**

**Consistent
performance
delivery**

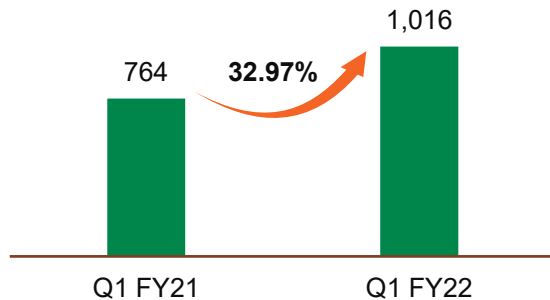


Superior profitability dynamics

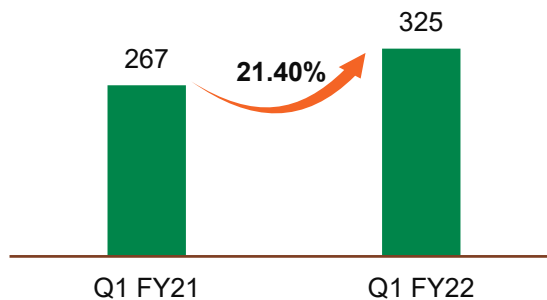


Quarterly performance – YoY basis

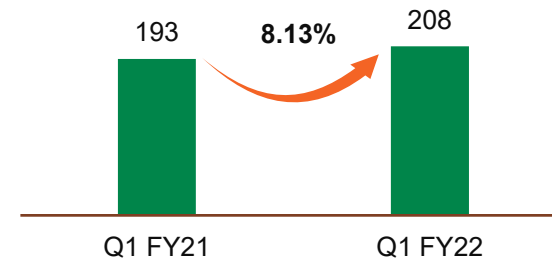
Revenue from Operations (Rs. cr.)



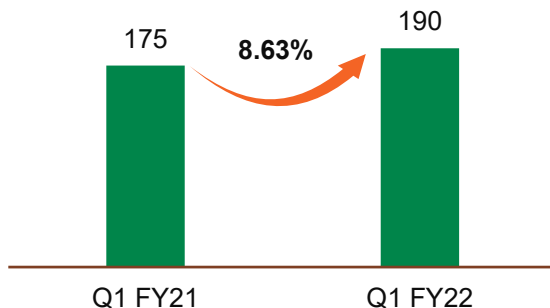
Gross Profit (Rs. Cr.)



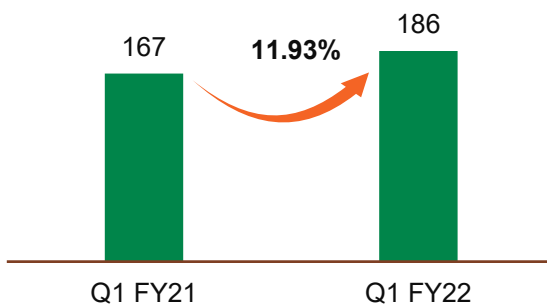
EBITDA (Rs. cr.)



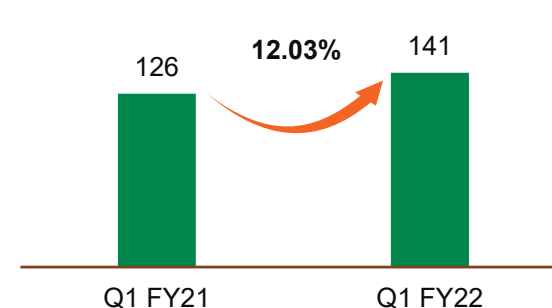
EBIT (Rs. cr.)



PBT (Rs. cr.)



PAT (Rs. cr.)



Details on standalone financials

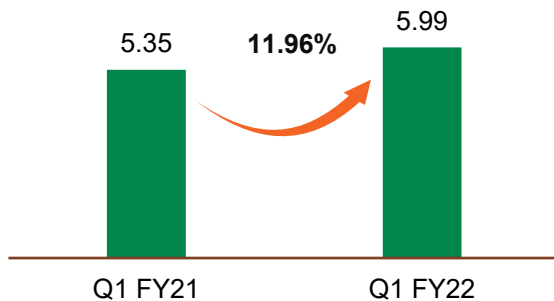


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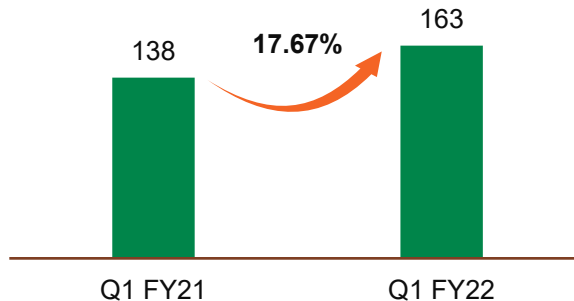


Quarterly performance – YoY basis

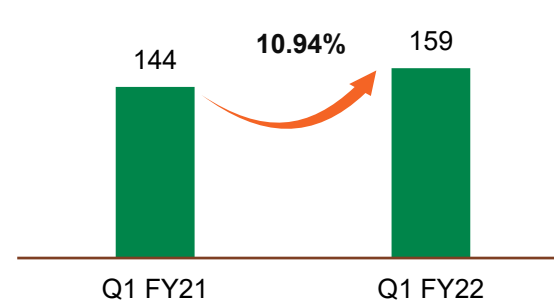
EPS (in Rs.)



Book Value Per Share (Rs.)



Cash Profit (Rs. cr.)



Details on standalone financials

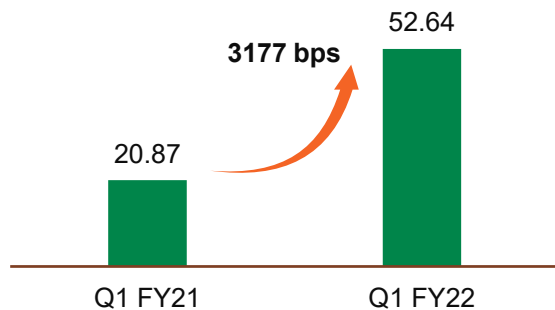


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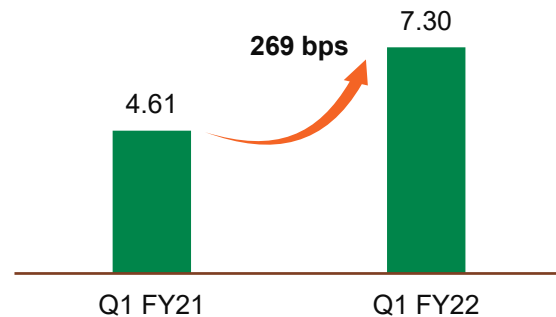


Quarterly performance – YoY basis

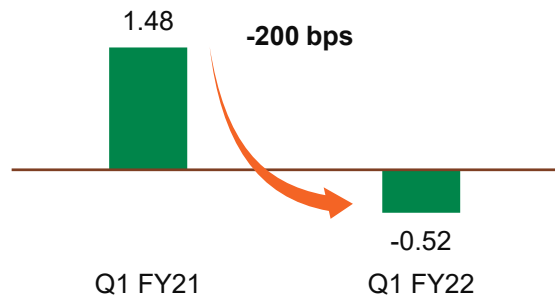
Interest Coverage Ratio



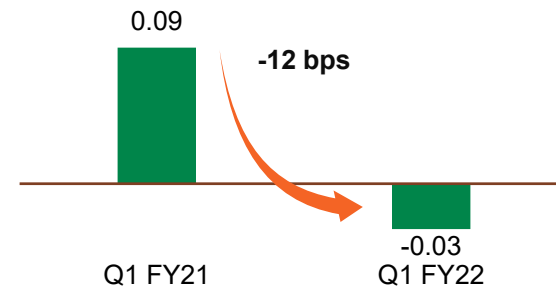
Current Ratio



Net Debt to EBITDA



Net Debt to Equity



Details on standalone financials

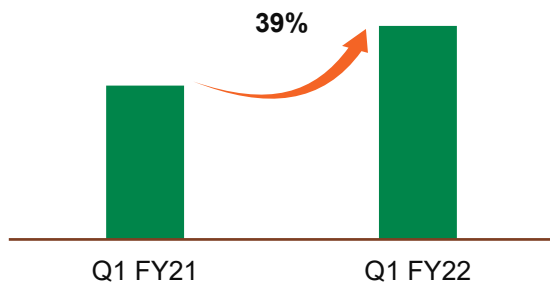


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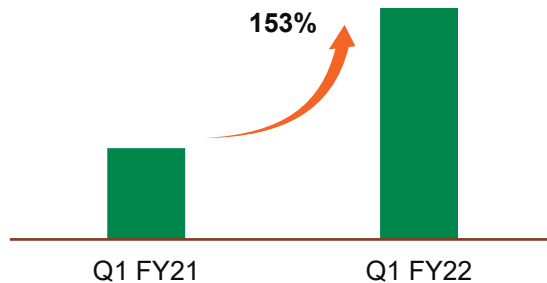


Strong volume growth trend in rice

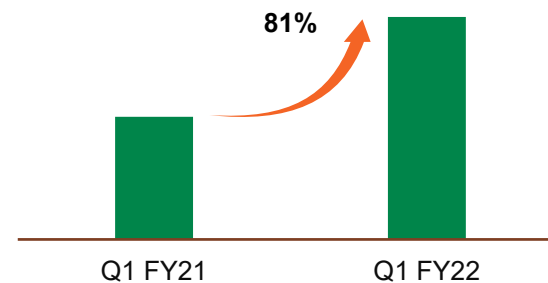
Indian Market Sales (in MT)



International Market Sales (in MT)



Total Sales (in MT)



Details on standalone financials

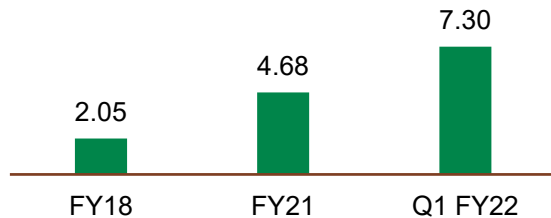


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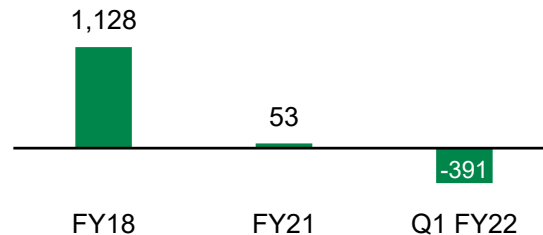


Consistent performance over a period of time

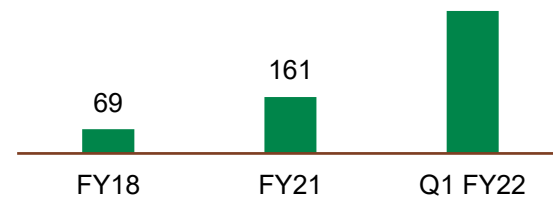
Current Ratio



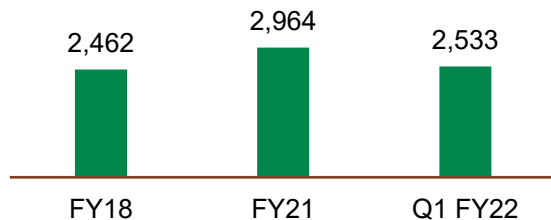
Net Bank Borrowing (Rs. cr)



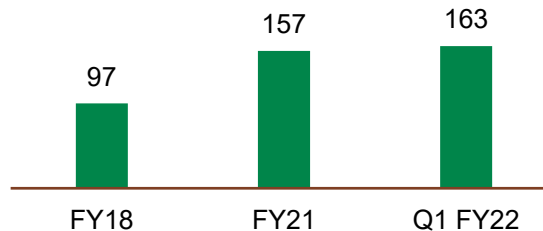
Cash & Bank Balance (Rs. cr)



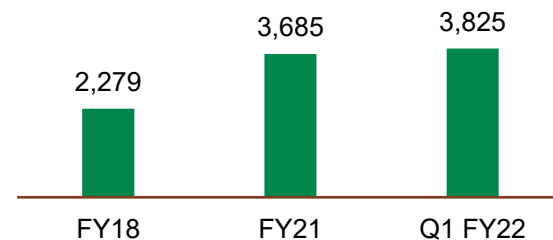
Inventory Position (Rs. cr)



Book Value per Share (Rs.)

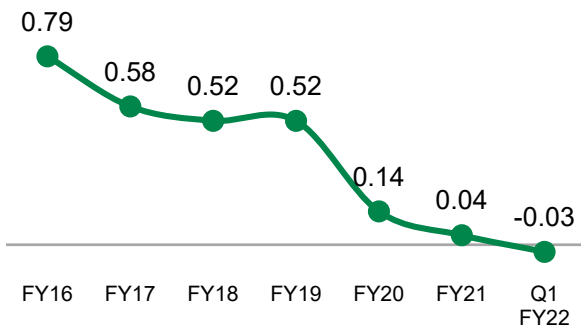


Net worth (Rs. cr)

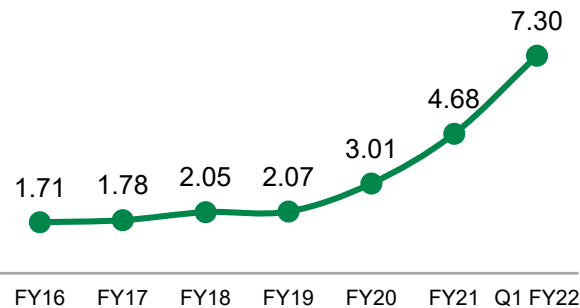


Best-in-class financial management

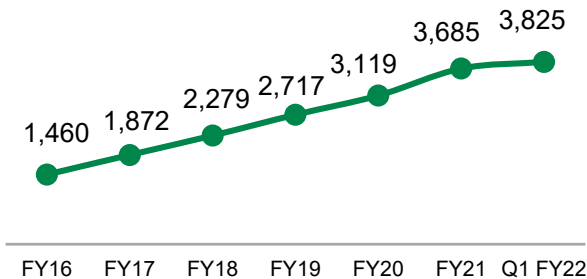
Net Debt/Equity Ratio



Current Ratio



Net worth (Rs. cr.)



Details on standalone financials



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Experienced independent Board directorship profile



**Vinod
Ahuja**

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.



**Shyam
Arora**

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



**Ashwani
Dua**

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.



**Devendra
Kumar
Agarwal**

Mr. Agarwal has vast experience of over 35 years in the area of financial management, management consultancy, business advisory, corporate taxation, auditing etc. Currently, he is a practicing Chartered Accountant.



**Alok
Sabharwal**

Mr. Sabharwal is an Innovative Chartered Engineer with 45+ year of Professional experience in the field of High-Technology, Multi Unit Business Operations.



**Priyanka
Sardana**

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.



130-year old legacy, led by a committed management



Anil Kumar Mittal

Chairman and Managing Director

Visionary of the company.
Strategic direction to all
aspects of business



Arun Kumar Gupta

Joint Managing Director

Expert on Basmati paddy
supply chain management &
paddy milling technology



Anoop Kumar Gupta

Joint Managing Director

Oversees strategy and
financial operations



Priyanka Mittal

Whole Time Director

International sales & marketing
of branded business



Rakesh Mehrotra

Chief Financial Officer

Over 35 years of experience in
finance

Next Generation of Leaders



Ashish Mittal

Has immense domain 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



Kunal Gupta

Has 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.



Akshay Gupta

Has 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.



Ayush Gupta

Has experience in the field of retail and
distribution. He has an inherent passion to
understand consumer behavior and their
decision making.

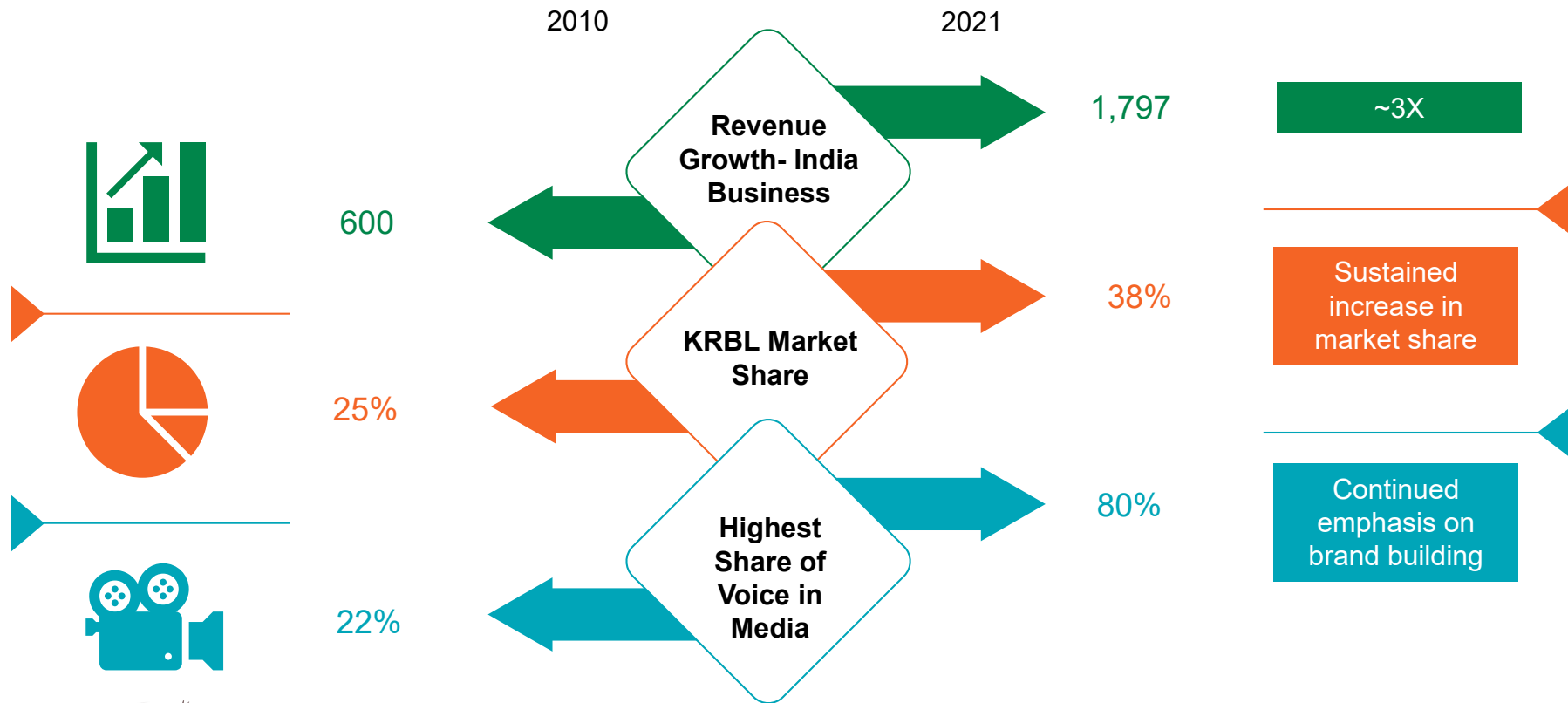




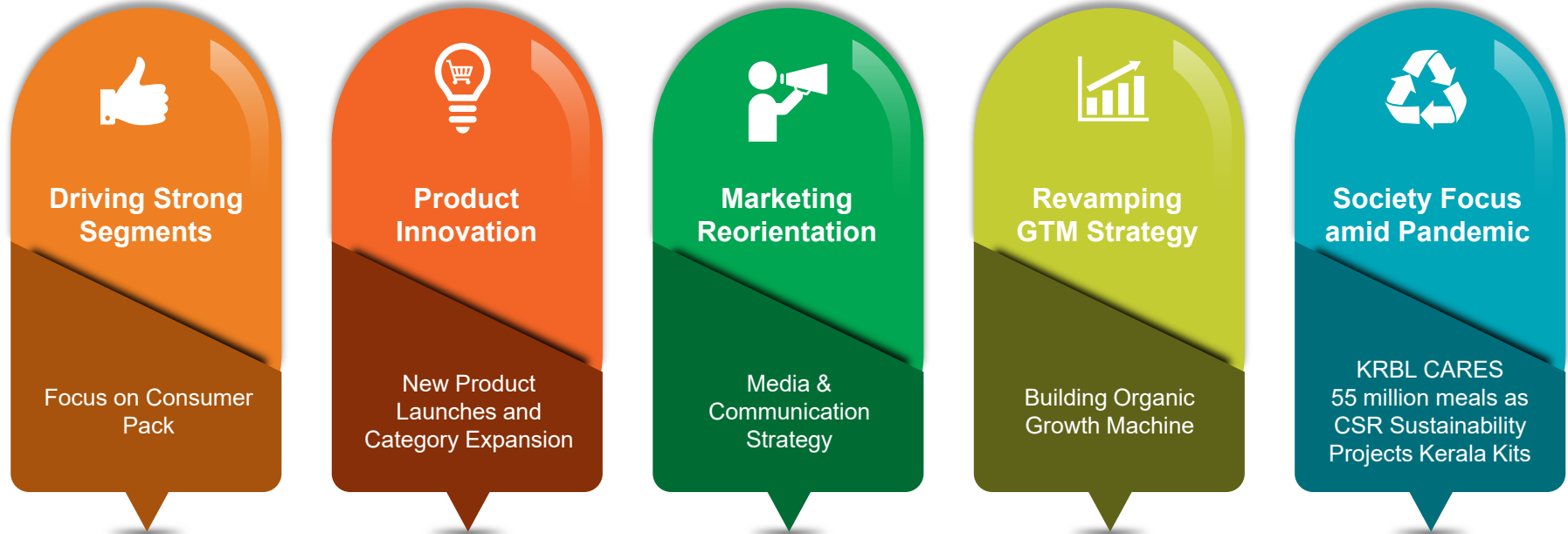
India Business

-Updates & road ahead

A decade of market dominance



Growth initiatives – FY22



Key trends in consumer behavior during pandemic



E-commerce is witnessing a wave of new shoppers



Value conscious consumers are emerging



Branded local has become the new normal



Safety and hygiene are of paramount importance

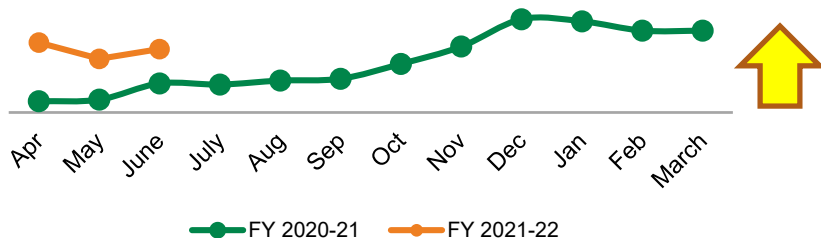


Driving strong segments & product innovation

Focus on consumer pack, new
launches and Category Expansion

Segment wise performance

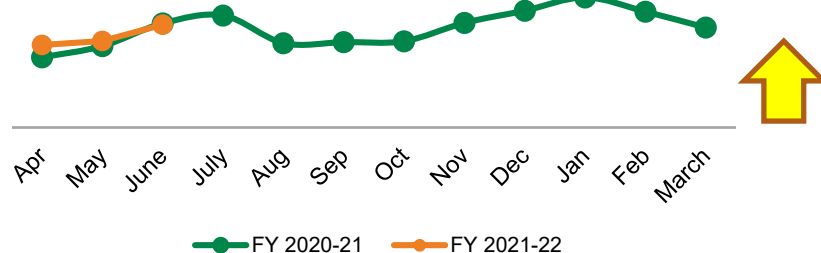
Bulk Pack Performance (YoY)



Bulk pack sales have shown growth vs last year in the first quarter in comparison to last year levels despite a surge in the lockdowns across India.

Overall bulk pack sales have contributed majorly to volume growth, backed by **Strong Brand Preference** in the market.

Consumer Pack Performance (YoY)



Consumer pack segment is riding strong with a trajectory which started showing positive movement since last year itself backed by **increased home consumption** during lockdown periods.

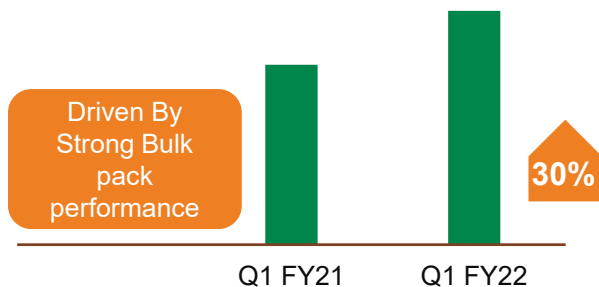
The growth is spearheaded further by **organised retail** and is further slated to push Consumer pack sales in the next quarters.



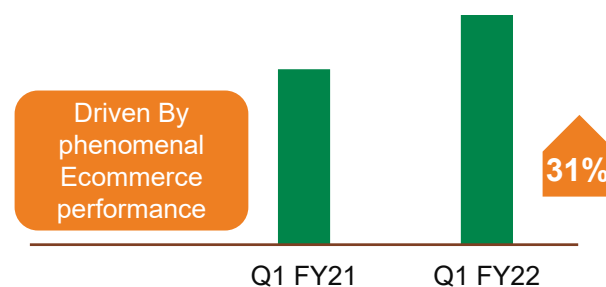
The winning formula

Visible Growth Across Segments

General Trade – (in MT)



Modern Trade – (in MT)



Increased **Home Cooked** Food Consumption



Increase in **Online** Grocery Shopping



Packaged & Hygienic preferred over loose



Trust on established brands for **Quality**



Positioning Segments - Driving Growth

Premium Range



Reinforcing **Occasion Special** positioning of India Gate Classic during festivals

Extending the promotion through heavy digital and influencer activities

Support with aggressive trade schemes to distributors & retailers

Daily Range



India's No. 1 daily Basmati rice in high home consumption during covid.

Connecting with millennials through e-commerce platforms and digital

Strengthening retailer pull through special price schemes in trade

Health Range



Surge due to **health and immunity** benefits ; **11% Y-o-Y increased in volume in Q1 FY22**

Launched 2 new products – Flax and Chia Seeds

Extending usage through modern and convenient formats and online platforms



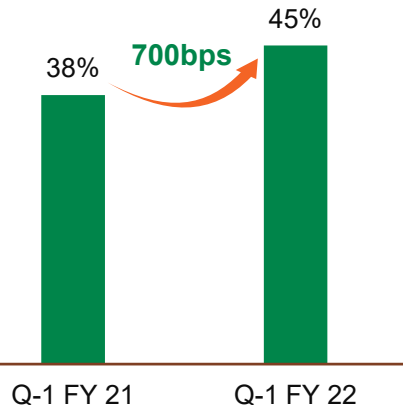
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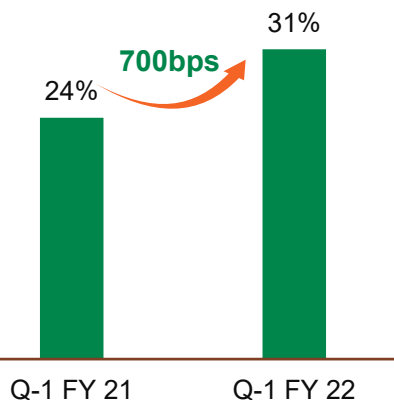
Leadership position in Modern trade segment

Highest market share in India

Basmati Category (Modern Trade)

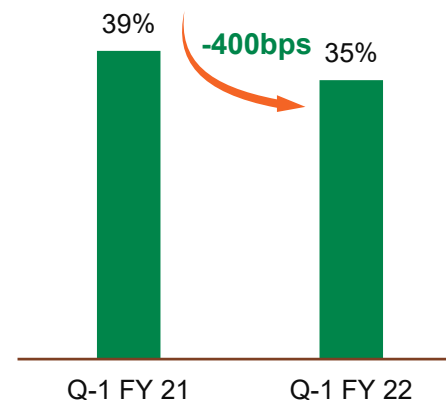


Popular Category (Modern Trade)



Leadership market share

Health Category (Modern Trade)



*Note : AC Nielsen data upto 30h June, 2021



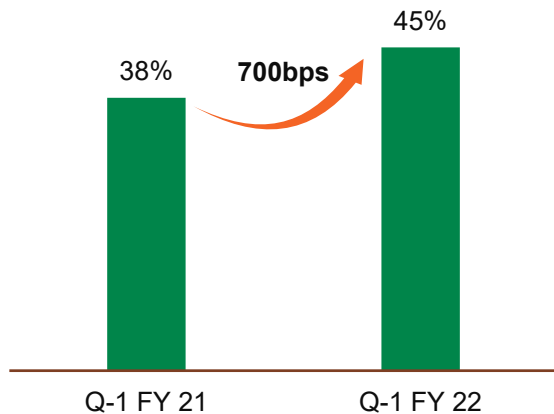
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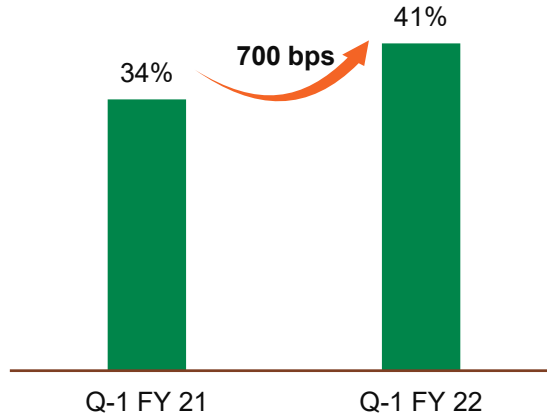
Consistent gains across distribution channels

Market Share In volume (offline) – Modern Trade

Market Share in India (%)

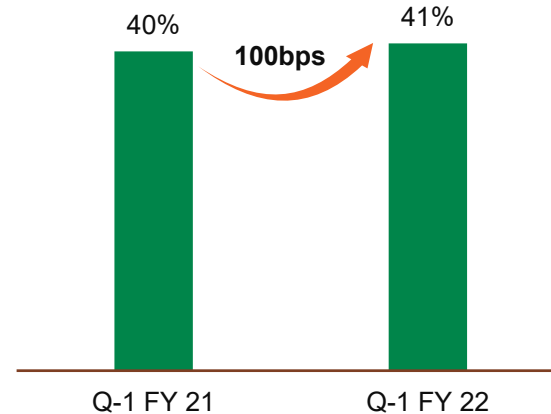


Market Share in Metro (%)



Market Share In volume (online) – Modern Trade

Market Share in India (%)



*Note : AC Nielsen data upto 30th June, 2021

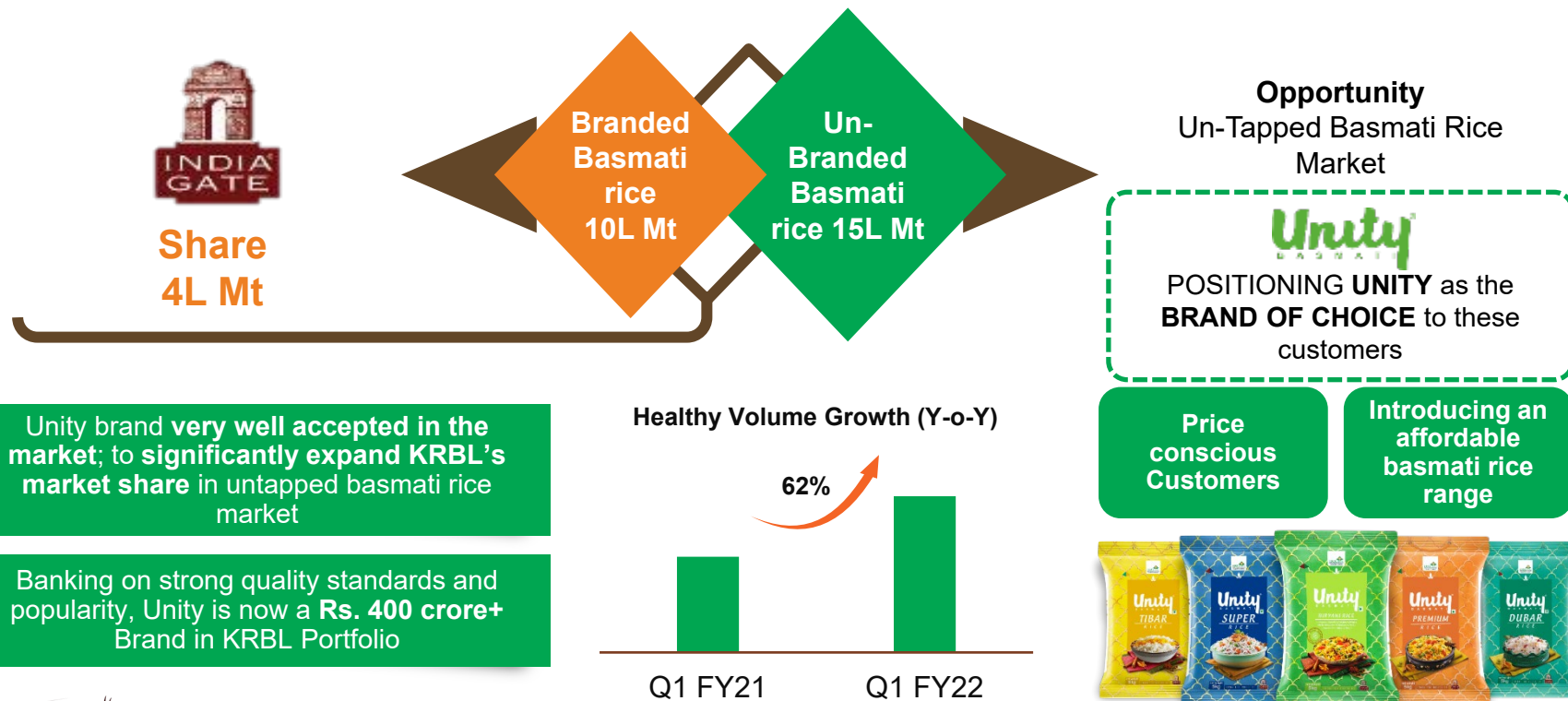


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Expanding Category – Unity consumer packs

Indian Basmati Rice Market- 25L Mt



Marketing re-orientation

Media communication &
strategy



#IndiaforMothers – A CSR Initiative on Mother's Day

An initiative to help the vulnerable community - widow mothers and transgender of India.



In association with Actress **Tisca Chopra** and **Vikas Khanna Group's #FeedIndia**

1.2 Million Views

More Than 36 Lakh people reached

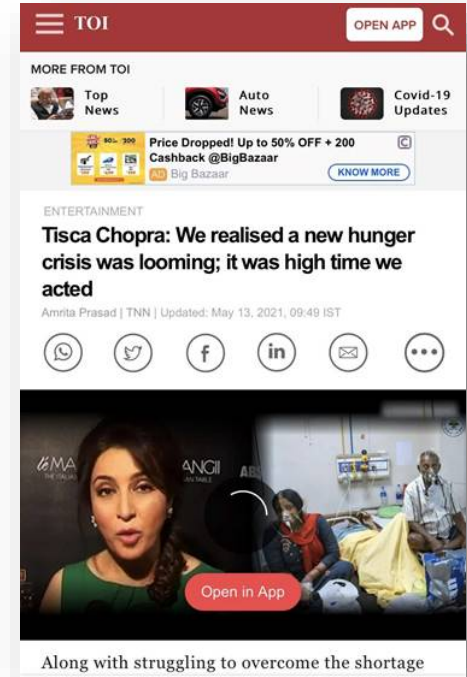


Distribution drives across 4 states in India

More than 2 Lakh Meals & Dry Ration distributed

PR coverage in national and regional channels

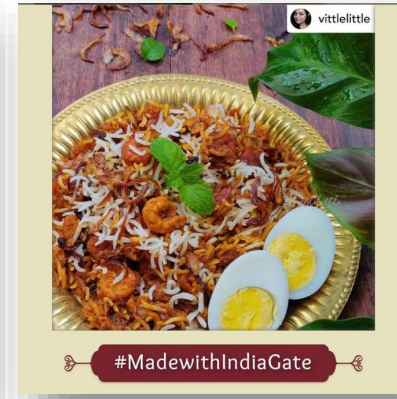
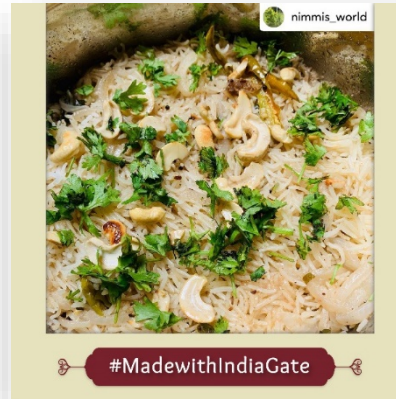
More than 10 lakh worth of PR and promotion value generated through the activity



Engaging Customers with Their Own Recipes

#MadewithIndiaGate

User Generated Content



Building customer
loyalty and affinity

Featuring them on
India Gate Social
Media Pages

Engaging with
Influencers and
Chefs creating new
Brand Evangelists



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EID- 2021

Positioning Classis as the Festival Special Pack -



DIGITAL

Views

3.2 Mn

Reach

12 Mn



Spots

6126

Channels

26

TV & Digital Media
Campaign

Trade Schemes to
promote Classic

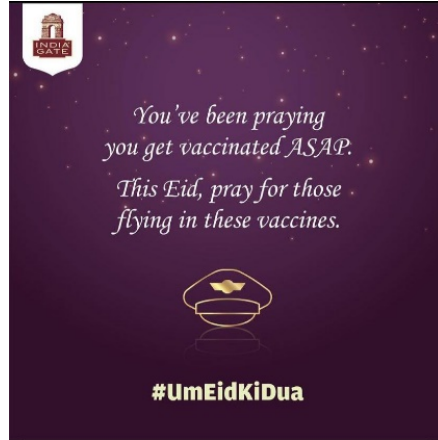
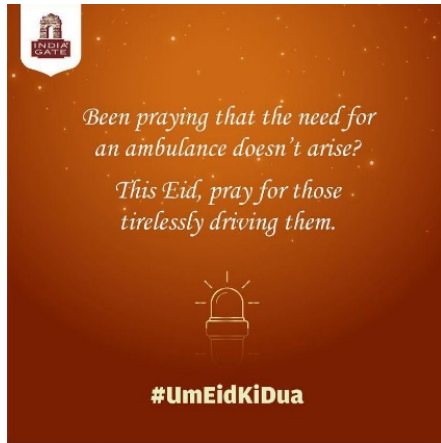
Utilizing opportunity
to push premium
pack sales during
festive



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Building emotional connect with a promise of “Brand with a Heart”



Reach
10 million +

Impressions
13 million +



Social Media Engagement

Product promotion through storytelling -Sales led marketing campaigns on Digital



amazon



3.5 Mn+
Views

25 Mn+
Impressions

8 Lakh+ Link
Clicks

(to E comm sites)



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Big Ticket Associations



Big Boss Kannada
TVR – 8.0



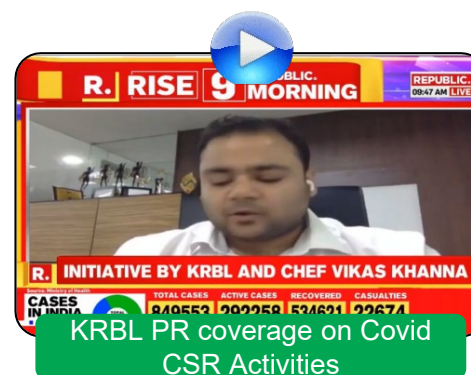
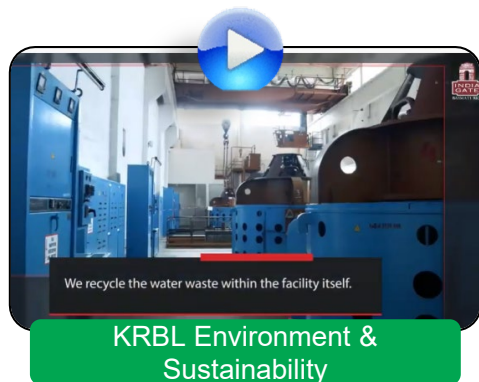
Big Boss Malayalam
TVR – 7.8



World Television Premier
LAXMII



Establishing corporate communication on digital & PR



Society focus amid pandemic KRBL CARES

Giving back to society- KRBL cares - #FeedIndia

Total views campaign
garnered from all pages

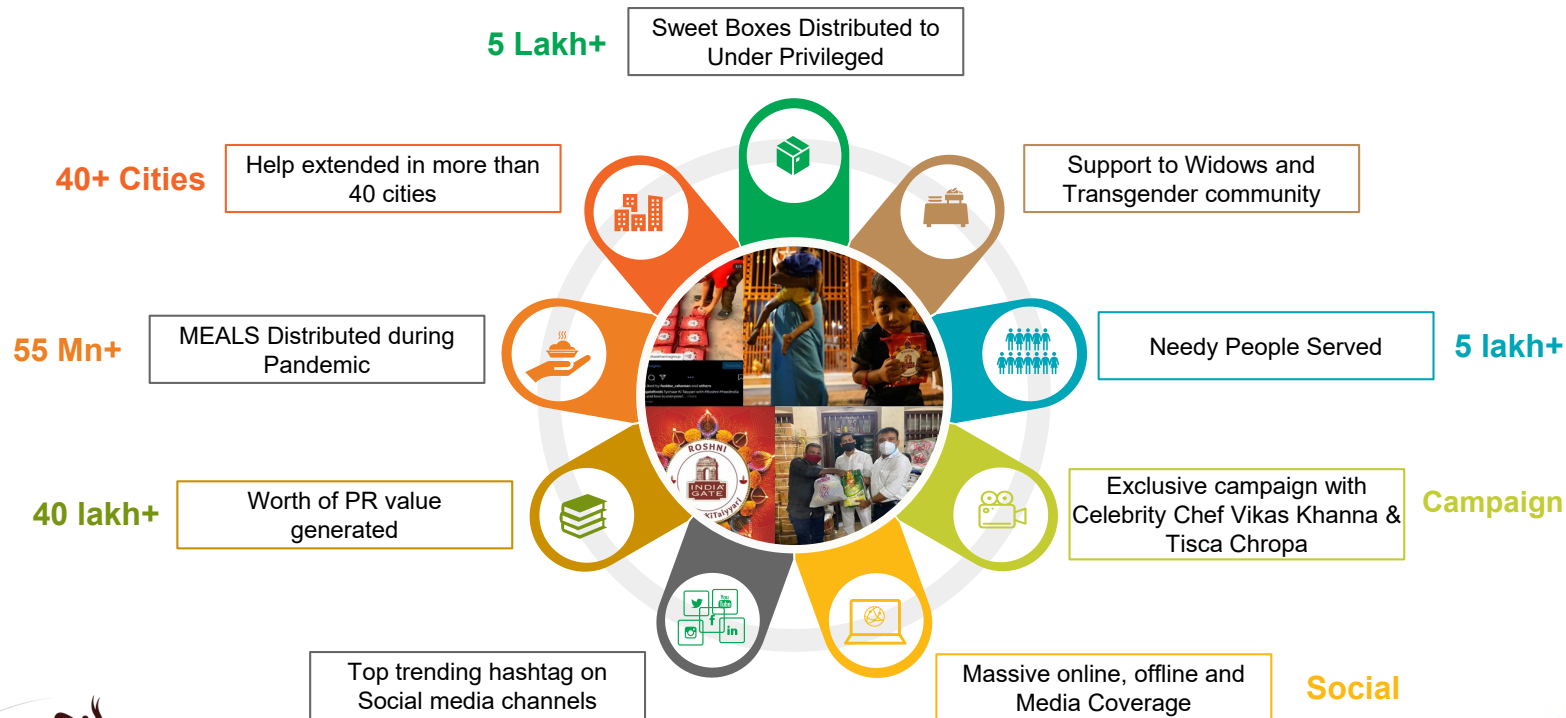
12,13,545

Total Reach from the
campaign from all pages

36,40,635

Total rice distributed in the
special Mother's Day
campaign #IndiaForMothers

25000 Kgs.



Championing Basmati abroad

-Growing ahead by staying
ahead of global trends

Positioned for growth – King in the king of markets



ME

Traditionally KRBL grows faster than industry

- Largest consuming market for Basmati exports for India, and for KRBL
- KRBL occupies dominant position within most premium end Basmati
- Palette preference for India Gate. Reigning upon a vast multi-year opportunity

- Favors local value-capture, ~95% sales to EU are of Brown Rice
- Compliance with regulation on pesticide residues is the key to growth
- Population mix holds potential for robust growth

Europe

KRBL leads the industry on growth and premium



Americas

KRBL consistently earns substantial premium on realisations

- Popular amongst diaspora, budding local popularity
- Present in the dominant channels of trade
- Long runway to build profitable penetration for category with premium positioning

- Leadership in Australasia & Africa. Seeding brand in SE Asia
- Development of markets with premium positioning

RoW

KRBL poised to make strong mark

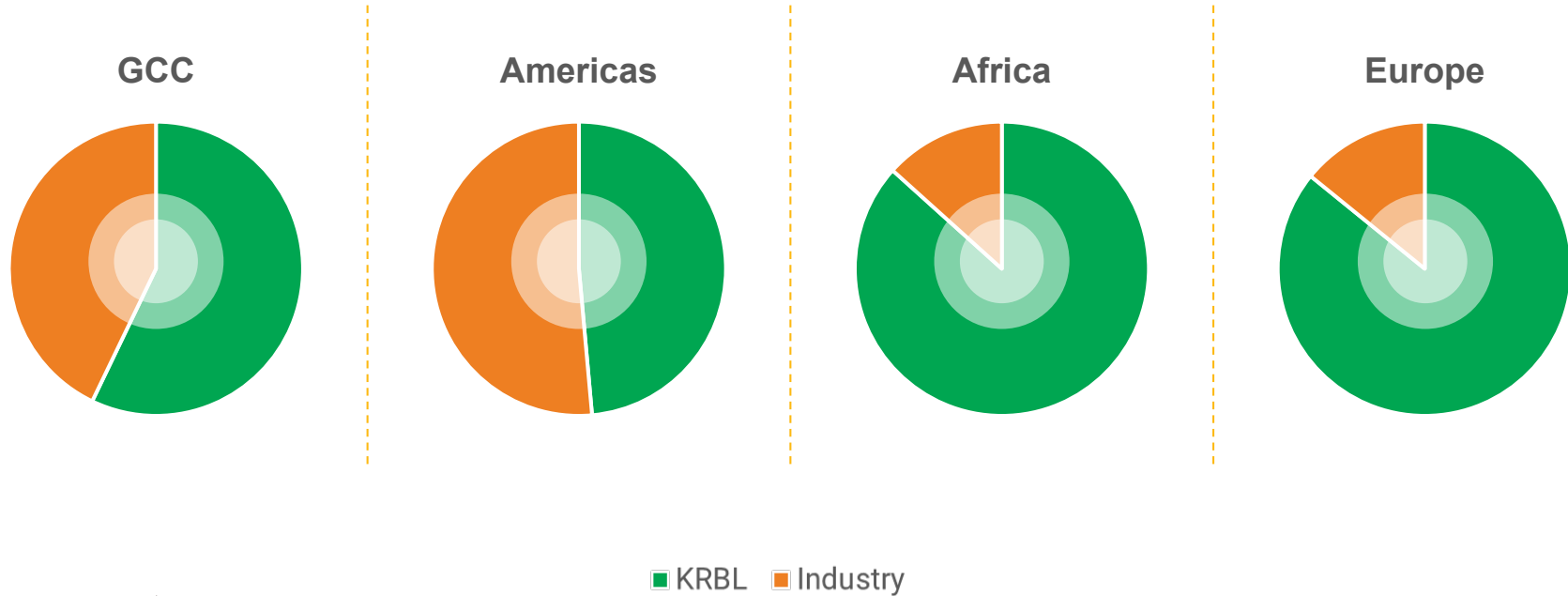


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Positioned for growth - Staying ahead of industry trends

KRBL has outperformed industry rates of growth during FY21. Relative comparison of growth shown below:



■ KRBL ■ Industry



India ki Puraani Aadat
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Positioned for growth - Realities that define KRBL's export business

#1

Indian basmati rice brand

India Gate's position in Canada both in Ethnic and Modern Trade

#2

Indian basmati rice brand

India Gate and Bab Al Hind's position in the Indian basmati white rice segment in Saudi Arabia

#1

Indian rice brand

Nur Jahan's position in South Africa

#1

Indian basmati rice brand

India Gate's position in Qatar, UAE, Bahrain, Australia, New Zealand and Fiji

#2

Indian basmati rice brand

Nur Jahan's position in Qatar

48%

Nur Jahan's import share with KRBL brands in South Africa

23%

India Gate's import share in Australia, New Zealand and Fiji

28%

KRBL's dominant import market share in Northern African markets

*Note : AC Nielsen/APEDA data



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Strategy to maintain leadership in exports



Key brand line up in international business



International Health Brands



Key trends in consumer behavior during pandemic

KRBL's brand connect with consumers remains key to benefitting from these trends

57% of people are spending more money on 'Food & Groceries'

57% of people are preparing their own meals, resulting in 'Reduced Take-Outs'

Accelerated E-Commerce adoption witnessed



70% of people in the Middle East are using Internet for more than 5 hours a day

More than 70% of people in UAE and Saudi Arabia are optimistic about the economy

Scarcity fears have alleviated, hence no panic buying; Rebuilding of Consumer Confidence underway

Note : IPSOS findings



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Creating visibility for Basmati overseas - Brand outreach

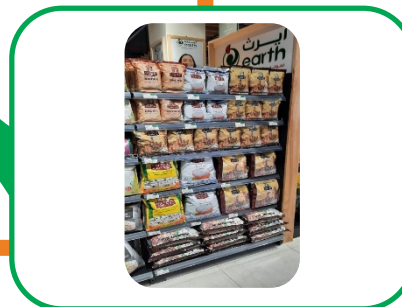
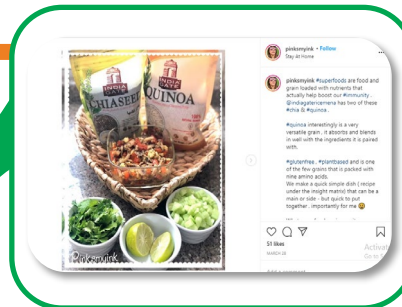
3RD PARTY VALIDATION THROUGH EDUCATION EVENTS



COLLABORATIONS WITH CHEFS ON VARIOUS RECIPES

On trust and taste, KRBL's brands
are widely preferred across key
export markets. Primary emphasis
on building availability, visibility and
accessibility through premium

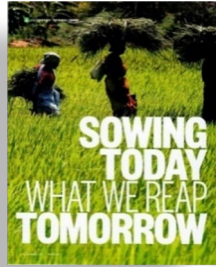
COLLABORATIONS WITH BLOGGERS AND UGC



IN SHOP DISPLAYS DEDICATED UNIT FOR INDIA GATE



KRBL in news - Media initiatives



CEO ME



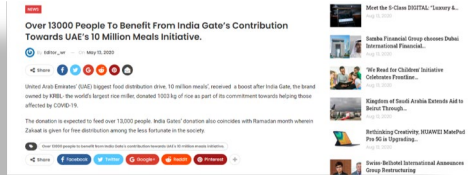
Gulf News



Hia Magazine



Gulf News – Better Health



CSR Initiative



Webinar with Dubai Ladies Club



Haya Magazine

Featured in Tier 1 business titles such as Gulf News, CEO ME, Al Bayan Newspaper, etc. within Opinion /Thought Leadership section

Featured in Tier 1 lifestyle publications such as Better Health (Gulf News), Baby & Child, Emarat Al Youm, etc. within Lifestyle section

Interview on industry stories featuring Ms. Priyanka Mittal; featured on Dubai Eye Business Breakfast, Khaleej Times

Interview on Lifestyle featuring Dr. Dana; featured on Haya Magazine, Hia Magazine

Giving back to the society – India Gate contributed towards UAE's 10 million meals initiative



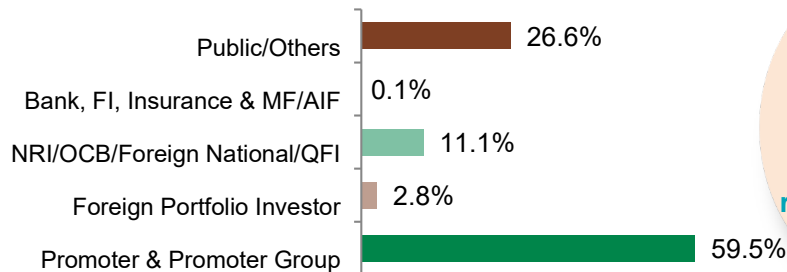


Benefiting key stakeholders

- Doing good for investors and customers

Establishing strong ties, while boosting shareholders value

Shareholding Pattern (June 2021)



~23%
CAGR
shareholder
returns over past
2 decades

Key Institutional Shareholders

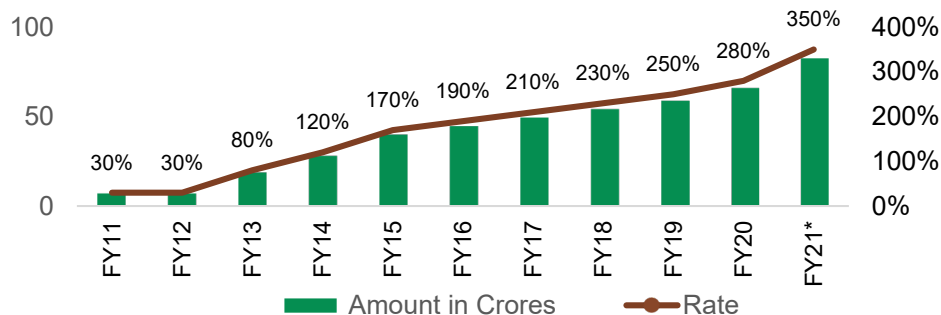
Vanguard

Emerging Markets Core Equity Portfolio of DFA INV

Premier Investment Fund Limited

State Street Emerging Markets

Dividend paid by KRBL Limited since FY10



*Recommended, yet to be paid

Stock Data as on June, 2021

BSE/ NSE/ Bloomberg Ticker	KRBL/ KRBL/ KRB:IN
Market Capitalisation (Rs. in cr.)	5,543.43
No. of shares outstanding (Rs. in cr.)	23.5
52-week High/ Low (Rs.)	314.7/176.1



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Thank You

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.

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