



E:KRBL/BIBHU/STK_EX_1819/10
May 10, 2018

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 Financial Results for the Fourth Quarter (Q4) and Financial Year ended March 31, 2018

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 (“Listing Regulations”), we are pleased to enclose herewith Investor Communication of the Company on Financial Results for the Fourth Quarter (Q4) and Financial Year Ended March 31, 2018.

This is for your information and records.

Thanking you,

Yours Faithfully
For KRBL Limited

Raman Sapra
Company Secretary
M.No. F9233
267, Street No. 18 Pratap Nagar,
Delhi-110007

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Tel. : +91-120-4060300, Fax : +91-120-4060398. E-mail : mails@krblindia.com. Visit us at : www.krblrice.com

WORLD'S LARGEST RICE MILLERS & BASMATI RICE EXPORTERS



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

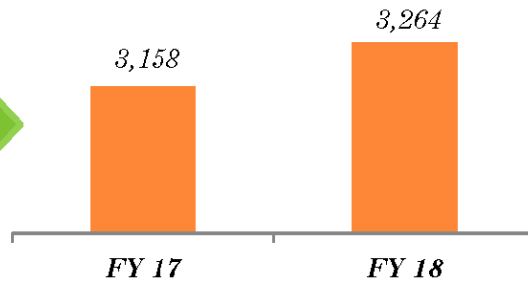


1. Consolidated revenues stands at Rs. 881 cr. as against Rs. 914 cr. same period previous year.
2. EBITDA of Rs. 210 cr. an increase of 18.15% over same period previous year. EBITDA Margin stands at 23.78% as against 19.40% same period previous year.
3. Profit before Tax of Rs. 162 cr. as against Rs. 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.

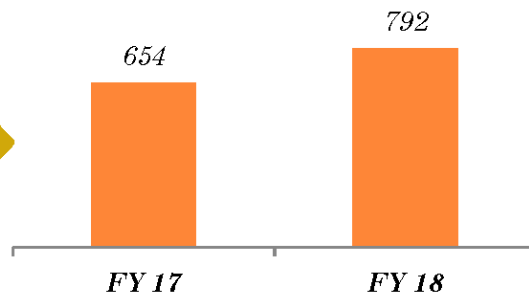
FY18 – CONSOLIDATED FINANCIALS (1/2)

Revenue



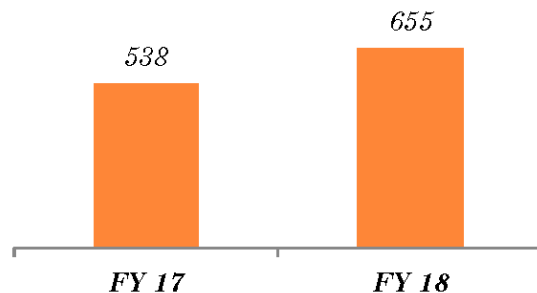
- Total **Revenue** grew by **3%** on account of better price realization of rice both in domestic & international market and higher income from power, Furfural oil & Glucose Business.

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.

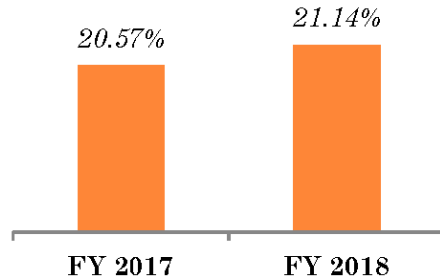
PBT



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

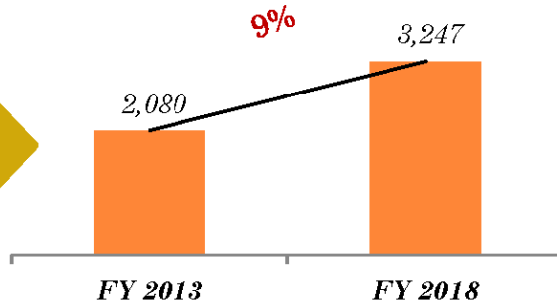
FY18 – CONSOLIDATED FINANCIALS (2/2)

ROCE



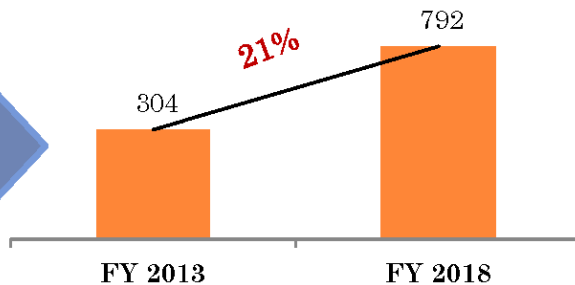
- Return on Capital Employed (ROCE) increased from **20.57%** in FY 17 to **21.14** in FY 18.

Sale CAGR (5 Year)



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

EBIDTA CAGR (5 Year)



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

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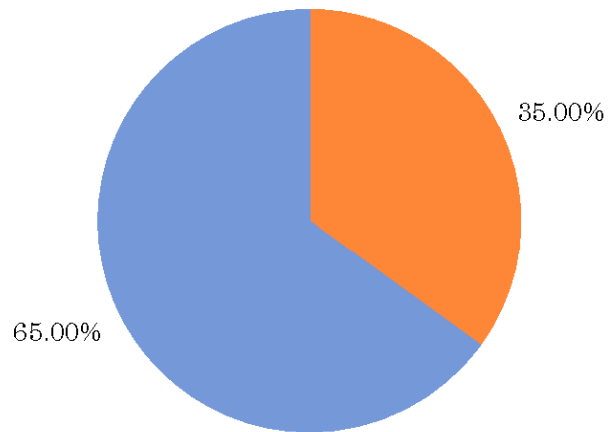
6. Final Dividend

7. Financial Statements

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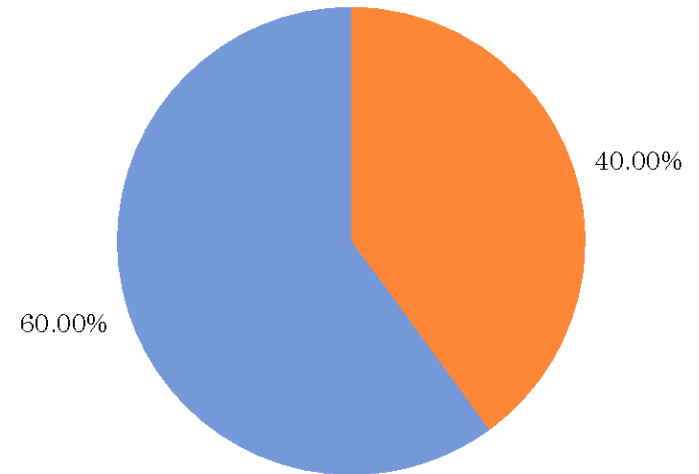


FY 17



INTERNATIONAL DOMESTIC

FY 18



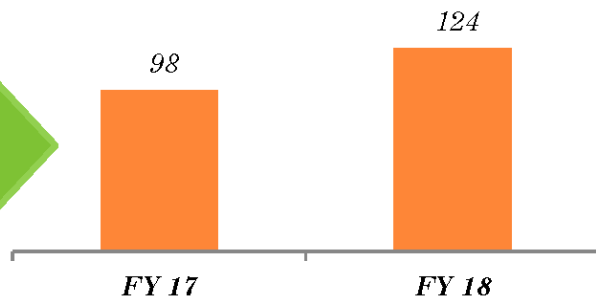
INTERNATIONAL DOMESTIC

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



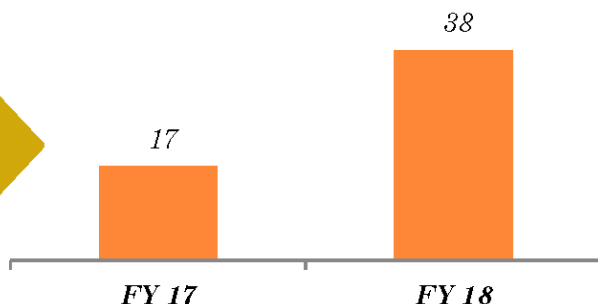
FY 2017-18 – BUSINESS OVERVIEW

Power



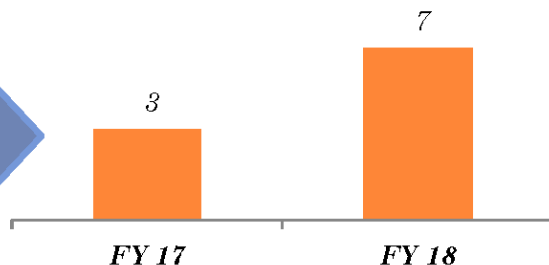
- Income from sale of electricity has increased by 26% on account of higher Generation due to first full year operation of 27.3 Mw wind power plant at Gujarat commissioned in FY17.

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

