

# EARNINGS PRESENTATION

## 2018-2019 H1/Q2



EDIBLE OIL  
ETHANOL  
DISTILLERY



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## Company Overview

- BCL is a part of the Mittal Group founded in 1976, by Late Shri D. D. Mittal.
- Under the stewardship of Mr. Rajinder Mittal, the company has now grown into an INR 10,000 Mn business empire.
- The company is a diversified conglomerate in manufacturing and development with business interests spread across a variety of industry verticals namely Edible Oil and Vanaspathi, Distillery and Real Estate.
- The market Cap of the company as on 30<sup>th</sup> September, 2018 was INR 1,762 Mn.



### EDIBLE OIL & VANASPATI

Engaged in the business of manufacturing of Vanaspathi, Refined oil, and oil & solvent extraction from seeds and rice.



### DISTILLERY

Engaged in the business of manufacturing of Extra Neutral Alcohol (ENA) and bottling of liquor in PML and IMFL in Punjab.



### REAL ESTATE

Undertaken two large real estate projects in Bhatinda, Punjab

## Financials – 2017-18

**Revenue**  
**INR 8,576 Mn**

**EBITDA**  
**INR 537 Mn**

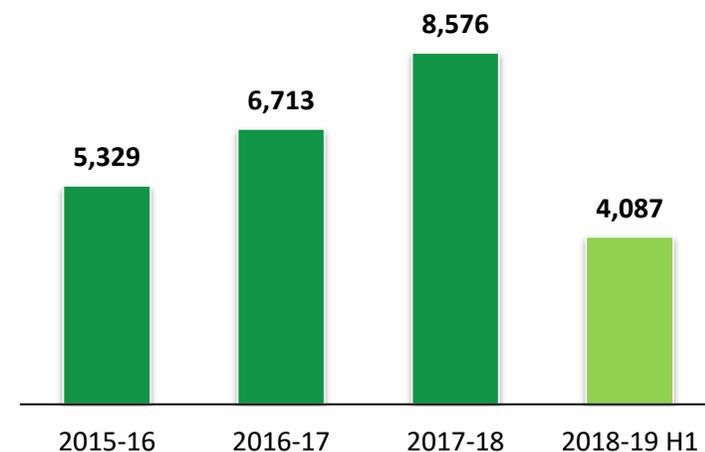
**PAT**  
**INR 184 Mn**

**Gross Block**  
**INR 2,198 Mn**

# Company at A Glance

- Founded in 1976, BCL Industries Limited (BCL) is a part of the Mittal Group, founded by Shri D. D. Mittal. Now under the stewardship of Mr. Rajinder Mittal, the company has now grown into an INR 10,000 Mn business empire.
- BCL is one of the largest vertically integrated agro-based edible oil player in India with a gross annual turnover of more than INR 8,500 Mn.
- The company has transformed from a small oil mill to one of the most modern and fully integrated rice and edible oil complexes in India with a processing capacity of 1,000 MT per day.
- The company forayed into the business of distillation of alcohol in the year 2006 in partnership with Pioneer Industries Ltd with manufacturing plant in Pathankot, Punjab.
- The company has a balance sheet size of nearly INR 5,000 Mn with a scalable business model which provides revenue visibility of nearly INR 10,000 Mn post the expansion.

## Revenue Growth (INR Mn)



## Segmental Revenue Break up – 2018-19 H1



## KEY FINANCIAL HIGHLIGHTS



## 2018-19 Q2 Financial Performance:

- **Total Income:** INR 2,038 Mn YoY Growth (5.8)%
- **EBITDA:** INR 267 Mn YoY Growth 72.3%
- **EBITDA Margin:** 13.10% YoY Growth 593 Bps
- **Net Profit:** INR 172 Mn YoY Growth 290.9%
- **PAT Margin:** 8.44% YoY Growth 641 Bps
- **Diluted EPS:** INR 9.89

## 2018-19 H1 Financial Performance:

- **Total Income:** INR 4,087 Mn YoY Growth 5.0%
- **EBITDA:** INR 427 Mn YoY Growth 44.3%
- **EBITDA Margin:** 10.45% YoY Growth 284 Bps
- **Net Profit:** INR 230 Mn YoY Growth 158.4%
- **PAT Margin:** 5.63% YoY Growth 334 Bps
- **Diluted EPS:** INR 13.20

# KEY OPERATIONAL HIGHLIGHTS (SEGMENT WISE)



## Distillery:

- The Company's performance in the current quarter was affected on account of the partial closure of its state-of-the-art Distillery Unit at Bathinda for converting part of its capacity to Ethanol. The Company has already bagged the tender to supply to the tune of 3.04 Cr litres for the period 1<sup>st</sup> December 2018 to 30<sup>th</sup> November 2019. The Distillery unit shall commence supply of ethanol from 1<sup>st</sup> December 2018 and is expected to register around 18% higher PLR (Per litre Rate).
- Because of the Government of India's initiative to encourage distilleries to divert the ENA production to Ethanol, the Company has already started earning higher realisations of about 8% from its balance capacity of ENA production of 3.6 Cr litres, which is further expected to surge by 8% in the upcoming quarter.
- The Company is also working simultaneously on its 200 KLPD Plant at Kharagpur, WB under its subsidiary Svaksha Distillery Limited and is expecting to commence production by September 2019. The turnkey contract of the project has been awarded to Praj Industries Ltd.

## Edible Oil:

- The Company has remained consistent in the Edible Oil segment in terms of sales revenue, registering a hike of about 27% in PBT from 2017-18 H1, which was backed by the reforms introduced by the Government of India in the agricultural sector. These reforms also included announcement of higher MSPs to an average tune of 1.5 times and the government's focus on increasing palm oilseeds cultivation.
- The Company has also strategically opted part of its Ethanol supply in Gujarat to reduce its logistic costs while importing vegetable oil from Kandla Port for processing at its Edible Oil plant in Bathinda, which is expected to reduce its logistics cost for the segment by 50% while setting a two-way traffic.

## Real Estate:

- BCL's Real Estate segment, which opened the FY 2018-19 with ready to move in stock of about INR 100 Cr, has registered remarkable sales in 2018-19 H1 with a revenue surge of 1000 times in comparison to the previous year's half yearly revenue. The Q2 sales was also boosted with the acquisition of a small parcel of land from its ready-to-move-in township Project 'Ganpati Enclave' for the extension of NH 60, for which the National Highway Authority of India awarded a compensation of INR 11.84 Cr. In its attempt to reduce the financial burden of the company, BCL will be utilising partial revenues from its real estate sales.

# FINANCIAL OVERVIEW



# Quarterly Income Statement

Particulars (INR Mn)	2018-19 Q2	2017-18 Q2	Y-o-Y	2018-19 Q1	Q-o-Q
<b>Total Income*</b>	<b>2,038</b>	<b>2,163</b>	<b>(5.8)%</b>	<b>2,048</b>	<b>(0.5)%</b>
Total Expenses	1,771	2,008	(11.8)%	1,887	(6.1)%
<b>EBITDA</b>	<b>267</b>	<b>155</b>	<b>72.3%</b>	<b>161</b>	<b>65.8%</b>
<b>EBITDA Margins (%)</b>	<b>13.10%</b>	<b>7.17%</b>	<b>593 bps</b>	<b>7.86%</b>	<b>524 bps</b>
Depreciation	27	33	(15.2)%	28	NA
Interest	38	71	(47.9)%	64	(42.2)%
<b>PBT</b>	<b>202</b>	<b>51</b>	<b>296.1%</b>	<b>69</b>	<b>192.8%</b>
Tax	30	7	328.6%	11	172.7%
<b>Profit After tax</b>	<b>172</b>	<b>44</b>	<b>290.9%</b>	<b>58</b>	<b>196.6%</b>
<b>PAT Margins (%)</b>	<b>8.44%</b>	<b>2.03%</b>	<b>641 bps</b>	<b>2.83%</b>	<b>561 bps</b>
Other Comprehensive Income	-	-	-	(2)	NA
<b>Total Comprehensive Income</b>	<b>172</b>	<b>44</b>	<b>290.9%</b>	<b>56</b>	<b>207.1%</b>
Diluted EPS(INR)	9.89	3.08	220.5%	3.24	204.6%

\*Includes other income

Note: All numbers are as per Ind-As

Particulars (INR Mn)	2018-19 H1	2017-18 H1	Y-o-Y
<b>Total Income*</b>	<b>4,086</b>	<b>3,892</b>	<b>5.0%</b>
Total Expenses	3,659	3,596	1.8%
<b>EBITDA</b>	<b>427</b>	<b>296</b>	<b>44.3%</b>
<b>EBITDA Margins (%)</b>	<b>10.45%</b>	<b>7.61%</b>	<b>284 bps</b>
Depreciation	54	62	(12.9)%
Interest	102	135	(24.4)%
<b>PBT</b>	<b>271</b>	<b>99</b>	<b>173.7%</b>
Tax	41	10	310.0%
<b>Profit After tax</b>	<b>230</b>	<b>89</b>	<b>158.4%</b>
<b>PAT Margins (%)</b>	<b>5.63%</b>	<b>2.29%</b>	<b>334 bps</b>
Other Comprehensive Income	-	-	-
<b>Total Comprehensive Income</b>	<b>230</b>	<b>89</b>	<b>158.4%</b>
Diluted EPS(INR)	13.20	6.31	109.2%

\*Includes other income

Note: All numbers are as per Ind-As

# Historical Consolidated Income Statement

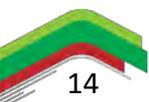
Particulars (INR Mn)	2014-15	2015-16	2016-17**	2017-18**
<b>Total Income*</b>	<b>6,830</b>	<b>5,329</b>	<b>6,760</b>	<b>8,576</b>
Total Expenses	6,402	5,023	6,347	8,039
<b>EBITDA</b>	<b>428</b>	<b>306</b>	<b>413</b>	<b>537</b>
<b>EBITDA Margins (%)</b>	<b>6.27%</b>	<b>5.74%</b>	<b>6.11%</b>	<b>6.26%</b>
Depreciation	83	78	85	106
Interest	243	140	214	208
Exceptional Item	-	-	(1)	-
<b>PBT</b>	<b>102</b>	<b>88</b>	<b>113</b>	<b>223</b>
Tax	(25)	(19)	(15)	(39)
Prior Period Items	(8)	(4)	-	-
<b>Profit After tax</b>	<b>69</b>	<b>65</b>	<b>98</b>	<b>184</b>
<b>PAT Margins (%)</b>	<b>1.01%</b>	<b>1.22%</b>	<b>1.45%</b>	<b>2.15%</b>
Other Comprehensive Income	-	-	(3)	(3)
<b>Total Comprehensive Income</b>	<b>69</b>	<b>65</b>	<b>95</b>	<b>181</b>
<b>EPS</b>	<b>4.89</b>	<b>4.56</b>	<b>6.90</b>	<b>10.31</b>

\*Includes other income

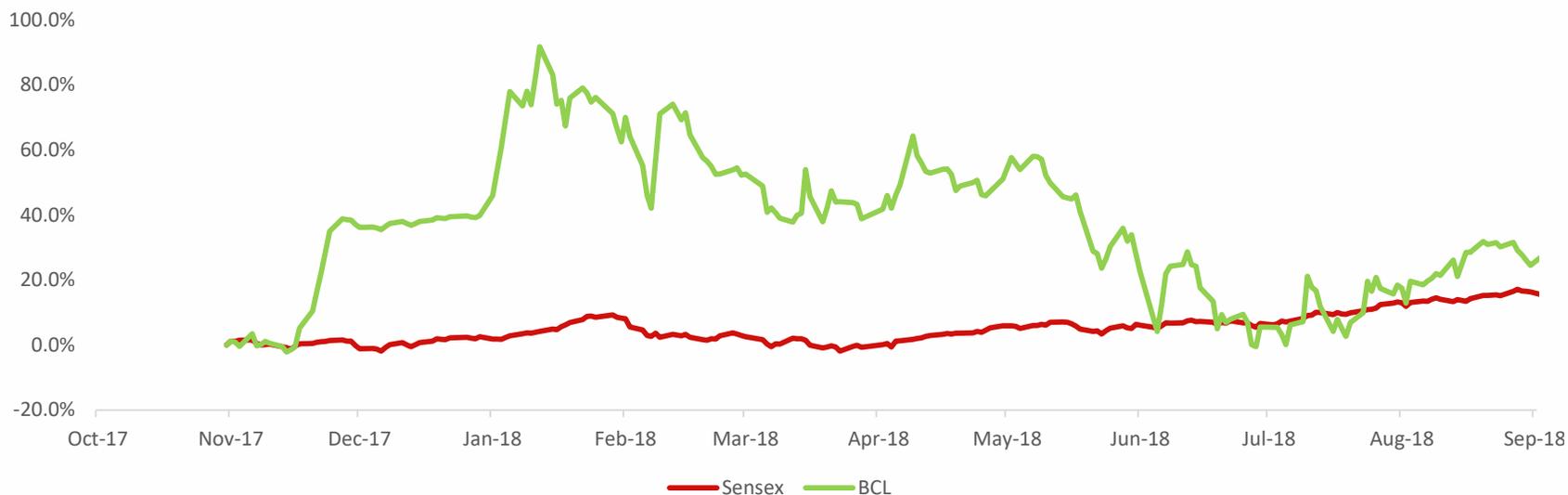
\*\* As per IND-AS

# Consolidated Balance Sheet (Ind-AS)

Particulars (INR Mn)	2016-17	2017-18	2018-19 H1	Particulars (INR Mn)	2016-17	2017-18	2018-19 H1
<b>ASSETS</b>				<b>EQUITY AND LIABILITIES</b>			
<b>Non-Current Assets</b>				<b>Equity</b>			
Property, Plant & Equipment	843	1,352	1,306	Share Capital	142	157	174
Capital Work in progress	540	-	-	Other Equity	835	1,164	1,478
Investment Property	7	7	8	<b>Total Equity</b>	<b>977</b>	<b>1,321</b>	<b>1,652</b>
Financial Assets	-	-	-	<b>Non Current Liabilities</b>			
Investments	29	27	27	Borrowings	1,078	958	930
Long-term Loans and Advances	-	-	-	Other Financial Liabilities	117	31	25
Other non-current assets	13	13	13	Provisions	2	13	13
<b>Sub Total Non Current Assets</b>	<b>1,432</b>	<b>1,399</b>	<b>1354</b>	Deferred Tax Liabilities (net)	73	78	88
<b>Current Assets</b>				<b>Sub Total Non Current Liabilities</b>	<b>1,270</b>	<b>1,080</b>	<b>1,056</b>
Inventories	2,413	2,624	2,287	<b>Current Liabilities</b>			
Financial Assets	-	-	-	Borrowings	1,093	1,264	1,153
Investments	218	307	307	Trade Payables	1,333	1,010	800
Trade Receivables	471	421	589	Other Financial Liabilities	109	182	45
Cash and Cash Equivalents	188	53	14	Other current Liabilities	3	2	1
Other Bank Balances	-	-	75	Provisions	23	39	56
Other Current Assets	86	94	137	<b>Sub Total Current Liabilities</b>	<b>2,561</b>	<b>2,497</b>	<b>2,055</b>
<b>Sub Total Current Assets</b>	<b>3,376</b>	<b>3,499</b>	<b>3,409</b>	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,808</b>	<b>4,898</b>	<b>4,763</b>
<b>TOTAL ASSETS</b>	<b>4,808</b>	<b>4,898</b>	<b>4,763</b>				



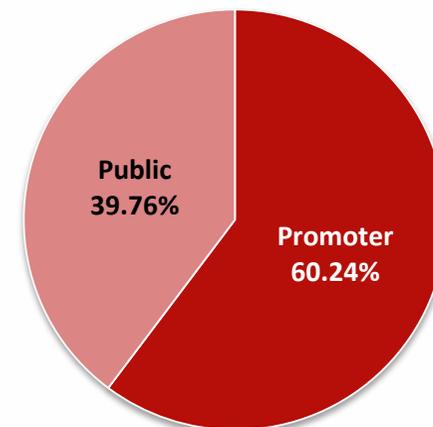
# Capital Market Data



## Price Data (30<sup>th</sup> September, 2018)

Face Value (INR)	10.0
Market Price (INR)	101.05
52 Week H/L (INR)	195.7/86.1
Market Cap (INR Mn)	1,762
Equity Shares Outstanding (Mn)	17.43
1 Year Avg. trading volume ('000)	47.86

## Shareholding Pattern as on 30th September, 2018



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