



EARNINGS PRESENTATION | Q1-FY19



Company Overview

- Founded in 1976, BCL Industries & Infrastructure Ltd 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 1,000 Crore business empire.
- The company is a diversified conglomerate in manufacturing and development with business interests spread across a variety of industry verticals namely Solvent Extraction and Edible Oil, Distillation and Real Estate.
- The market Cap of the company as on 30th June, 2018 was INR 1,552 Mn.

Business Overview

SOLVENT EXTRACTION & EDIBLE OIL

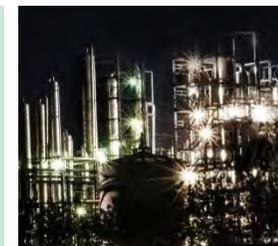
Engaged in the business of manufacturing of Vanaspathi, Refined oil, and oil & solvent extraction from seeds and rice.

DISTILLATION

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



Product Offerings

SOLVENT EXTRACTION & EDIBLE OIL

The product basket is a mix of Blended oil, Mustard oil and Vanaspathi Ghee

DISTILLATION

Manufactures a range of country and IMFL liquor across 9 main brands of the company.

REAL ESTATE

The projects undertaken in Bhatinda are namely Ganpati Enclave and DD Mittal Towers.

Financials - FY18

Revenue
INR 8,576 Mn

EBITDA
INR 537 Mn

PAT
INR 184 Mn

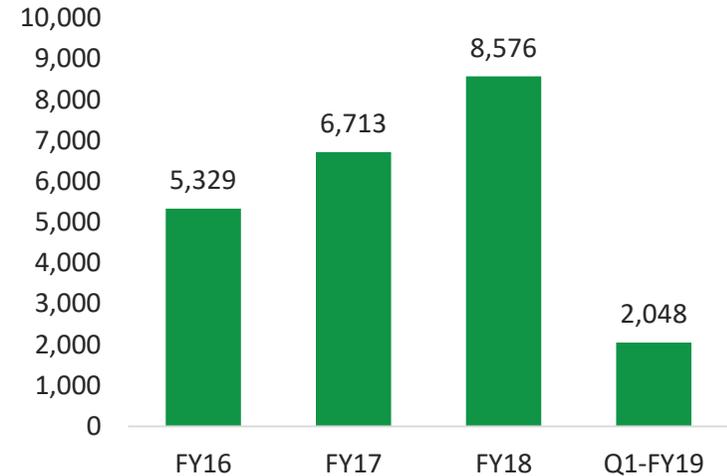
Gross Block
INR 2,198 Mn



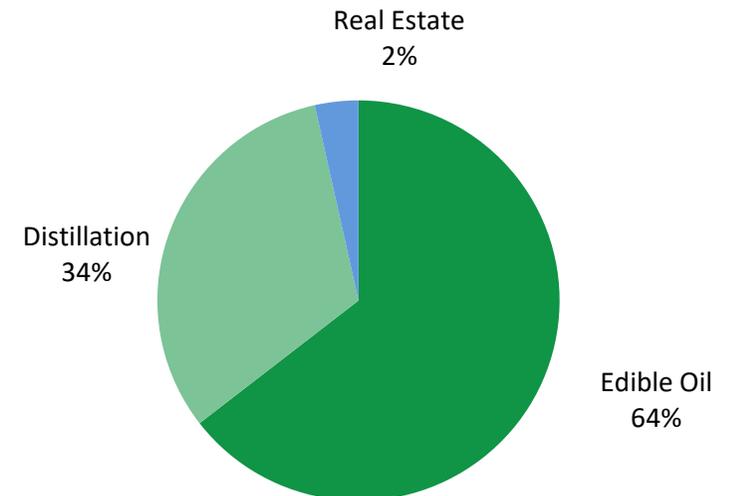
3 | Company at a glance

- Founded in 1976, BCL Industries & Infrastructure Ltd 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 1,000 Crore 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 and a total management experience of nearly four decades.
- 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 Metric Tonnes 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.
- 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 - Q1-FY19



FINANCIAL OVERVIEW

Q1-FY19 Financial Performance:

- **Total Income:** INR 2,048 Mn YoY Growth 18.5%
- **EBITDA:** INR 161 Mn YoY Growth 14.2%
- **EBITDA Margin:** 7.86% YoY Growth (29) Bps
- **Net Profit:** INR 58 Mn YoY Growth 26.1%
- **PAT Margin:** 2.83% YoY Growth 17 Bps
- **Diluted EPS:** INR 3.24

Q1-FY19 Operational Highlights:

Distillery:

- With persistent efforts from the company along with the support of the State Government, the Central Government has approved and notified the National Policy on Biofuels-2018. The policy will be greatly beneficial to the working of the Company as the market for Ethanol is tremendous. The policy will result in the increase in capacity of utilization, reduction in market expenditure and an assured supply of the end product, which in turn will increase the profitability of the Company to a great extent.
- The Policy benefits the country by way of producing import substitutes and supporting farmers and distilleries such as BCL who are involved in the production of ENA from damaged good grains while converting the same into Ethanol used for petrol blending. The assistances from the policy are as follows:
 - 1) It expands the scope of raw material for ethanol production by allowing the use of sugarcane juice, materials containing sugar like sugar Beet and sweet sorghum, materials containing starch like Corn, Cassava and damaged food grains like wheat, broken rice and rotten Potatoes which are unfit for human consumption but can be utilized in ethanol production.
 - 2) Farmers are at a risk of not getting the appropriate price for their produce during the surplus production which would phase. Taking this into account, the policy allows use of surplus food grains in the production of ethanol then be blended with petrol with the approval of National Biofuel Coordination Committee.

Q1-FY19 Operational Highlights:

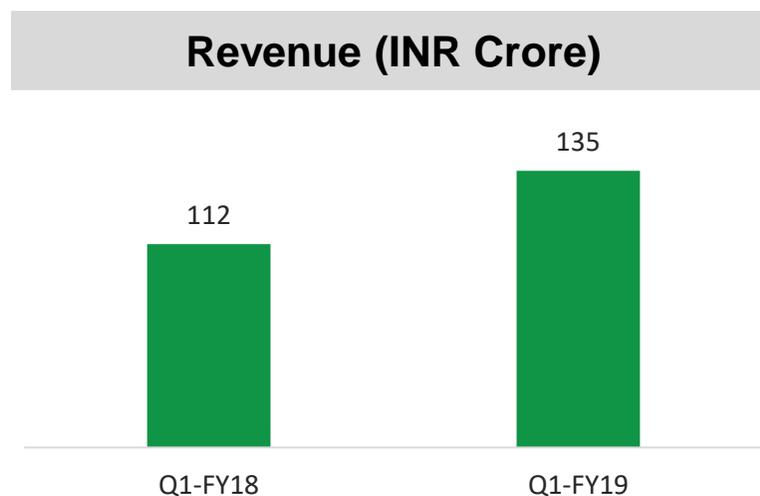
Expected Benefits:

- **Reduce Import Dependency:** One crore litres of E10 saves INR 28 crore in foreign exchange. The ethanol supply for the year 2017-18 is likely to see a supply of around 150 crore litres of ethanol, which will result in further savings of over INR 4000 crore of forex.
- **Cleaner Environment:** One crore lit of E-10 saves around 20,000 ton of CO2 emissions. For the ethanol supply year for the year 2017-18, there will be lesser emissions of CO2 to the tune of 30 lakh ton. By reducing crop burning & conversion of agricultural residues/wastes to biofuels there will be further reduction in Green House Gas emissions.
- **While implementing the policy, the oil market company has floated the tender for the purchase of 329 Cr litres of Ethanol on 10th August, 2018 in which our Company is also participating to supply Ethanol from our Bathinda, Punjab plant. The realisation derived will be higher than its current average realisation per litre of ENA.**
- **Based on the above, BCL has already started the process of conversion of its part capacity of 125 KLPD at the Bathinda plant to Ethanol and the order has been placed to Praj Industries Limited. BCL is confident to bag the tender and further consolidating its position in the Ethanol Industry through its Kharagpur plant under its subsidiary Svaksha Distillery limited, which shall come into production from September 2019.**

Q1-FY19 Operational Highlights:

Edible Oil:

- The Edible Oil segment continues to be consistent for BCL in terms of increase in sales as shown in the table below, backed by the GOI emphasis on the agriculture sector all around. The announcement of higher MSPs to an average tune of 1.5 times coupled with the forecast of a normal monsoon this year could further boost the output for food grains. The government continues to focus on increasing palm oilseeds cultivation so that the country's dependence on imports of edible oil could be reduced significantly. This will continue to encourage BCL to achieve 100% capacity for vegetable oil production, which it hopes to hit in the financial year 2018-2019 and also look for avenues to increase its capacity further.

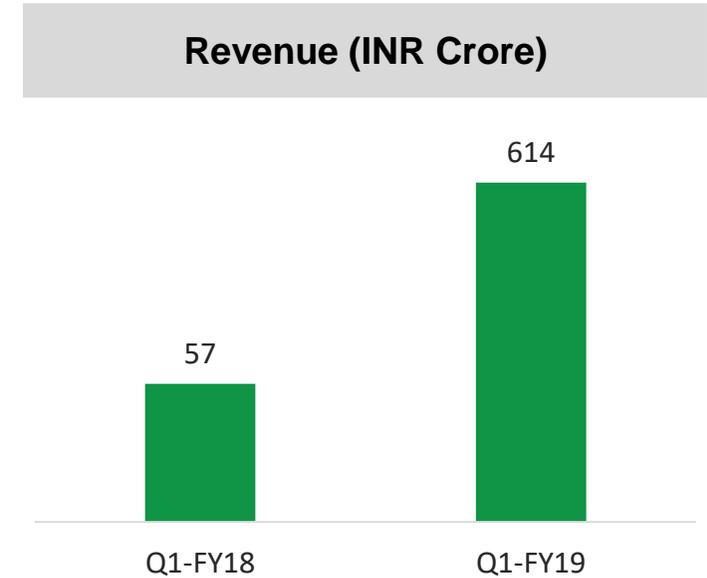


- The revenue for this segment is up 44% YoY and the profit before tax has gone up by 44%

Q1-FY19 Operational Highlights:

Real Estate:

- BCL is also pleased to announce that it has been successful in monetising its Real Estate assets which has shown more than 9 times of growth in the first quarter of the financial year itself as compared to corresponding quarter. The housing market is drastically recovering post demonetisation, Real Estate (Regulation and Development) Act, 2016 (RERA) and goods and services tax that had affected sales. Buoyed by positive consumer sentiments and favourable policies, the Indian real estate sector is coming back on track, which is also visible all across India from the first quarter of 2018-2019. BCL Real Estate Assets have received extra ordinary demand in the first quarter, which is evident from the results. BCL has started on a positive note with the first quarter and is expecting a brilliant 2018-2019.
- BCL Real Estate collection is expected to further surge in the financial year 2018-2019. This is due to the acquisition of land under the Land Acquisition Act for the extension of NH 60. The award of compensation for the said land is at a valuation of INR 11.84 Crores, has been awarded. The Company expects to receive this payment in the quarter ending 30th September, 2018 itself. Bathinda a Tier II city is now growing in leaps and bounds because of All India Institute of Medical Sciences (AIIMS) expected to be functional by 2020 and with the commencement of HPCL-Mittal's 9 Mn tonne a year at Phullokari, Bhatinda.



10 | Quarterly Standalone Income Statement

Particulars (INR Mn)	Q1-FY19	Q1-FY18	Y-o-Y	Q4-FY18	Q-o-Q
Total Income*	2,048	1,729	18.4%	2,326	(12.0)%
Total Expenses	1,887	1,588	18.8%	2,195	(14.0)%
EBITDA	161	141	14.2%	131	22.9%
EBITDA Margins (%)	7.86%	8.15%	(29) Bps	5.63%	223 Bps
Depreciation	28	29	(3.4)%	28	-
Interest	64	64	-	36	77.8%
PBT	69	48	43.8%	67	3.0%
Tax	(11)	(2)	450.0%	(20)	(45.0)%
Profit After tax	58	46	26.1%	47	23.4%
PAT Margins (%)	2.83%	2.66%	17 Bps	2.02%	81 Bps
Other Comprehensive Income	(2)	-	-	(3)	-
Total Comprehensive Income	56	46	21.7%	44	27.3%
Diluted EPS(INR)	3.24	3.23	-	2.53	28.1%

*Includes other income

Note: All numbers are as per Ind-As

11 | Historical Consolidated Income Statement

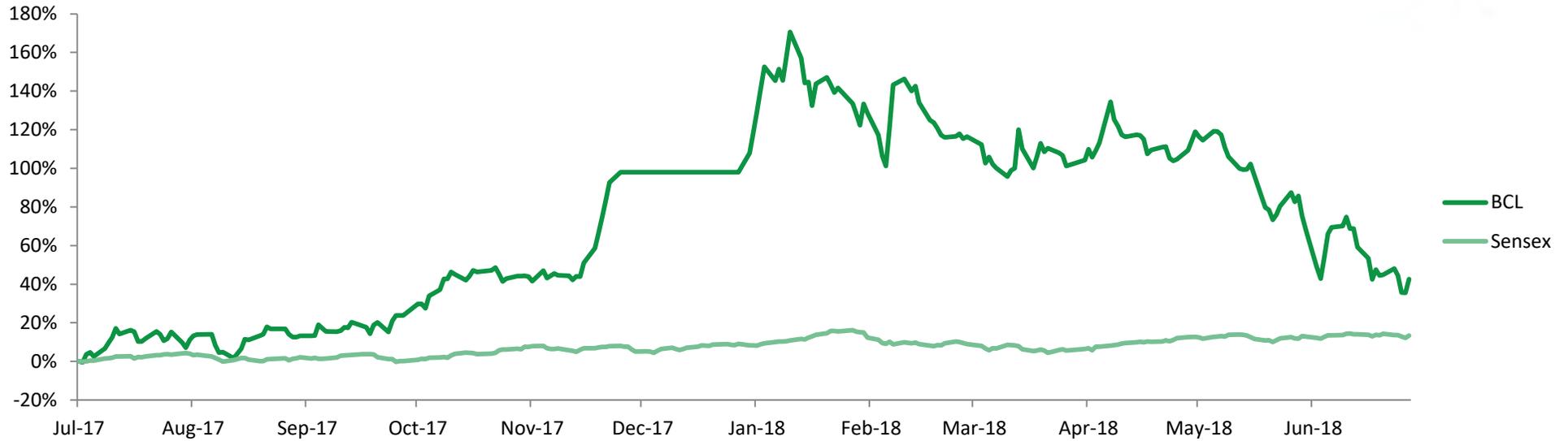
Particulars (INR Mn)	FY15	FY16	FY17**	FY18**
Total Income*	6,830	5,329	6,760	8,576
Total Expenses	6,402	5,023	6,347	8,039
EBITDA	428	306	413	537
EBITDA Margins (%)	6.27%	5.74%	6.11%	6.26%
Depreciation	83	78	85	106
Interest	243	140	214	208
Exceptional Item	-	-	(1)	-
PBT	102	88	113	223
Tax	(25)	(19)	(15)	(39)
Prior Period Items	(8)	(4)	-	-
Profit After tax	69	65	98	184
PAT Margins (%)	1.01%	1.22%	1.45%	2.15%
Other Comprehensive Income	-	-	(3)	(3)
Total Comprehensive Income	69	65	95	181
EPS	4.89	4.56	6.90	10.31

*Includes other income ** As per IND-AS

12 | Consolidated Balance Sheet (Ind-AS)

Particulars (INR Mn)	FY17	FY18
ASSETS		
Non-Current Assets		
Property, Plant & Equipment	843	1,352
Capital Work in progress	540	-
Investment Property	7	7
Financial Assets		
Investments	29	27
Long-term Loans and Advances	-	-
Other non-current assets	13	13
Sub Total Non Current Assets	1,432	1,399
Current Assets		
Inventories	2,413	2,624
Financial Assets		
Investments	218	307
Trade Receivables	471	421
Cash and Cash Equivalents	188	53
Other Current Assets	86	94
Sub Total Current Assets	3,376	3,499
TOTAL ASSETS	4,808	4,898

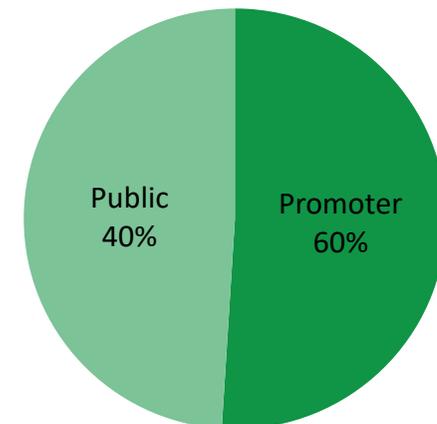
Particulars (INR Mn)	FY17	FY18
EQUITY AND LIABILITIES		
Equity		
Share Capital	142	157
Other Equity	835	1,164
Total Equity	977	1,321
Non Current Liabilities		
Borrowings	1,078	958
Other Financial Liabilities	117	31
Provisions	2	13
Deferred Tax Liabilities (net)	73	78
Sub Total Non Current Liabilities	1,270	1,080
Current Liabilities		
Borrowings	1,093	1,264
Trade Payables	1,333	1,010
Other Financial Liabilities	109	182
Other current Liabilities	3	2
Provisions	23	39
Sub Total Current Liabilities	2,561	2,497
TOTAL EQUITY AND LIABILITIES	4,808	4,898



Price Data (30th June, 2018)

Face Value (INR)	10.0
Market Price (INR)	98.85
52 Week H/L (INR)	195.7/66.1
Market Cap (INR Mn)	1,552
Equity Shares Outstanding (Mn)	17.43
1 Year Avg. trading volume ('000)	43.79

Shareholding Pattern as on 30th June, 2018



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THANK YOU