

June 04, 2016

The Manager
(Department of Corporate Services)
BSE Limited
1st Floor, P. J. Towers
Dalal Street, Fort,
Mumbai - 400 001

Scrip Code: 519003

Sub: Q4 FY2016 – Earnings Presentation

Dear Sir / Madam,

We are forwarding you a copy of presentation on the Q4-2016 / FY-2016 Earnings of the Company.

This is for your kind information and records please and for dissemination to the shareholders of the company and public at large. This presentation is also available on the Company's website viz www.modinaturals.com under 'Investor Relations' section.

Thanking you !

Yours Faithfully,
For **MODI NATURALS LIMITED**



Director / Company Secretary

Encl: As Above

Modi Naturals Ltd.

Earnings Presentation
Q4-FY16 / FY16

India's Finest Range of Branded Edible Oils Company



Executive Summary

Company



- Modi Naturals Limited (MNL) was incorporated in 1974 by Mr. D.D Modi. The company is in the business of manufacturing & marketing of edible oils and de-oiled cakes.
- In 2010, MNL launched its first branded edible oil and has since then increased its focus from non-branded edible oils to the branded segment and has increased its presence across India in branded products.
- MNL is listed on the BSE with a current market capitalisation of INR 1,828 Mn (As on 31st March, 2016).

Products



Existing Brands:

- Oleev Olive Oils:
 - Oleev Active Oil
 - Oleev Extra Virgin Olive Oil
 - Oleev Extra Light Olive Oil
 - Oleev Pomace Olive Oil
- Mustard Oil: Tarai Shudh, Tarai Tasty+

New Brands:

- Rizolo - Rice Bran Oil
- Olivana Wellness - Massage Oil
- Miller - Canola Oil

Other Non-branded products:

- Sunflower Oil
- Rice Bran Oil
- Mustard Oil
- Rice Bran Wax and Deoiled Cakes

FY16 Financials



- **Total Income (including other income)** – INR 2,717 Mn.
- **EBITDA** – INR 85 Mn.
- **PAT**- INR 20 Mn.

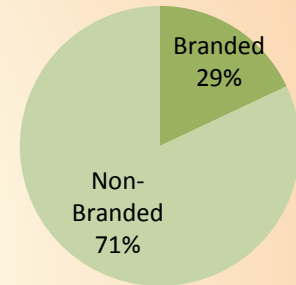


Company Snapshot

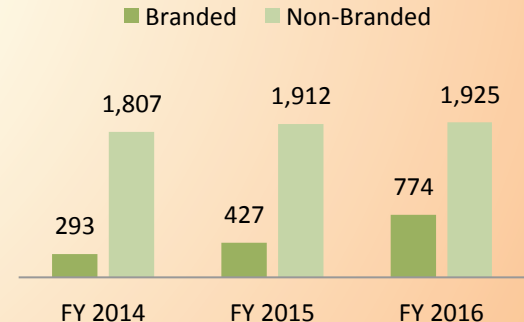
- Modi Naturals Limited (MNL) was incorporated in 1974 by Mr. D.D Modi, the visionary entrepreneur of the Modi Group, and is headquartered out of New Delhi, India.
- The company began its operations in 1974 with an oil mill and a solvent plant to manufacture Rice Bran Oil in 1979 in Punjab.
- MNL got listed on the BSE in 1985, and started its manufacturing operation in Pilibhit, U.P. The plant has evolved today into a fully integrated 100 Tons per day refining capacity, a 300 Tons per day crushing capacity and a 400 Tons per day solvent extraction capacity.
- Since 2010, the company has slowly transitioned its business from the commoditized non-branded manufacturing and marketing of edible oils to making unique branded edible oils and also becoming India's Third largest Blended Oil Brand.
- The company's branded product portfolio includes of Oleev Olive oil, Oleev Active oil (Blend of Olive oil and Rice Bran Oil), Rizolo Rice bran oil, Tarai shudh Mustard oil, Tarai Tasty+ (Blend of mustard and Rice bran oil), Miller Canola Oil and Olivana Wellness Oil.
- In the non-branded segment, the company manufactures and markets Sunflower oil, Rice Bran oil, Mustard oil, Rice Bran wax and De-oiled cakes.



Segmental Sales Break Up – FY16



Segmental Sales Growth (INR Mn)



Q4 FY16/ FY16 Financial & Operational Highlights

Q4FY16 Financial Highlights

- **Total Income** : INR 898 Mn; Growth of 25.4% YoY
- **EBITDA** : INR 17 Mn; Growth of 325% YoY
- **EBITDA Margin** : 1.9%; Growth of 130 Bps YoY
- **Net Profit** : INR (13) Mn
- **Diluted EPS** : (1.16) INR

FY16 Financial Highlights

- **Total Income** : INR 2,717 Mn; Growth of 16.2% YoY
- **EBITDA** : INR 85 Mn; Growth of 117.9% YoY
- **EBITDA Margin** : 3.1%; Growth of 140 Bps YoY
- **Net Profit** : INR 20 Mn
- **PAT Margin** : 0.7%, Growth of 66 Bps YoY
- **Diluted EPS** : 1.77 INR

Q4FY16 Operational Highlights

- **Gross margin have gone up from ~15% to ~20%** in corresponding quarters and YoY. That's a 33% expansion in Gross Margins.
- **Profits declined** due to an increase in **Deferred Tax** outgo of INR 13 Mn in **Q4FY16**.

Branded business:

- MNL's brand Oleev Active has got a significant market share of the **premium 'healthy edible oil' segment**, in organised retail and in few of the major chains.
- **Expanded our distribution to small towns** in most major states in India.
- Received repeated orders with **CSD (Army Canteens)**.
- **Scaled up TV campaign** with celebrity brand ambassadors for brand Oleev to leading TV channels.

Manufacturing business:

- There is **~18% growth in top line** attributed to higher processing volumes and better efficiencies.
- The **production of Solvent Plant has gone up by about 10%** in Q4FY16 over corresponding figure of Q4FY15.
- The **sales of DORB (De-oiled Rice Bran) have gone up from 23,038 Tons in Q4FY15 to 28,116 Tons in Q4FY16**. Additionally, on account of increase in prices - Realisation of DORB have also gone up from INR 7,848/- PMT in Q4FY15 to INR 10,509/-PMT in Q4FY16 resulting in a 61% increase YoY in **Total Sales of DORB, from INR 181 Mn in Q4FY15 to INR 296 Mn in Q4FY16**.



Q4-FY16 Income Statement

Income Statement (Mn)	Q4-FY16	Q3-FY16	Q-o-Q	Q4-FY15	Y-o-Y
Total Income	898	864	3.9%	716	25.4%
Total Expenses	881	846	4.1%	712	23.7%
EBITDA	17	18	(5.6)%	4	325.0%
EBITDA Margin	1.9%	2.1%	(20) Bps	0.6%	130 Bps
Depreciation	3	3	-	(3)	NA
Interest	9	6	50.0%	8	12.5%
Other Income	0	18	NA	0	NA
PBT	5	27	(81.5)%	(1)	NA
Current Tax/Wealth Tax	0	0	NA	0	NA
Minimum Alternate Tax	5	4	25.0%	0	NA
Deferred Tax	13	0	NA	0	NA
Profit After Tax	(13)	23	NA	(1)	NA
PAT Margin	NA	2.7%	NA	(0.1)%	NA
EPS	NA	2.11	NA	0.14	NA



FY16 Income Statement

Income Statement (Mn)	FY16	FY15	Y-o-Y
Total Income*	2,717	2,339	16.2%
Total Expenses	2,632	2,300	14.4%
EBITDA	85	39	117.9%
EBITDA Margin	3.1%	1.7%	140 Bps
Depreciation	12	12	-
Interest	31	26	19.2%
PBT	42	1	NA
Current Tax/Wealth Tax	0	0	NA
Minimum Alternate Tax	9	0	NA
Deferred Tax	13	0	NA
Profit After Tax	20	1	NA
PAT Margin	0.7%	0.04%	66 Bps
EPS	1.77	0.14	NA

* Includes Other Income



Historical Income Statement

Income Statement (Mn)	FY13	FY14	FY15	FY16
Total Income	1,946	2,098	2,339	2,717
Total Expenses	1,884	2,052	2,300	2,632
EBITDA	62	46	39	85
<i>EBITDA Margin</i>	3.2%	2.2%	1.7%	3.1%
Depreciation	14	14	12	12
Interest	18	16	26	31
PBT	30	16	1	42
Tax	10	8	(0.1)	22
Profit After Tax	20	8	1	20
<i>PAT Margin</i>	1.0%	0.4%	0.04%	0.7%
EPS	1.83	0.74	0.14	1.77



Balance Sheet

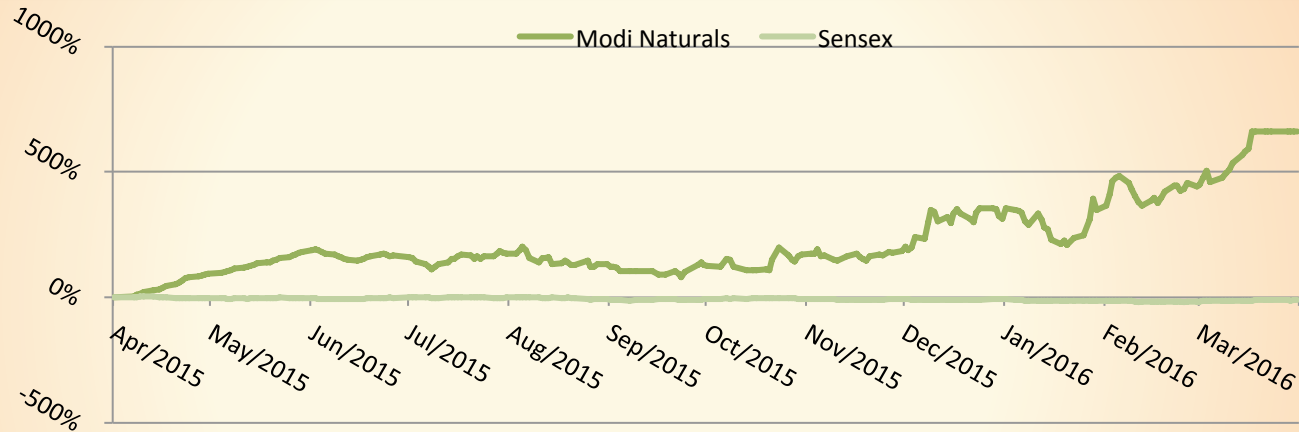
PARTICULARS (MN)	Mar-13	Mar-14	Mar-15	Mar-16
EQUITY AND LIABILITIES				
<u>Shareholder's Funds</u>				
(a) Share Capital	111	111	111	111
(b) Reserves & Surplus	175	184	185	205
(c) Money received against share warrants	0	0	0	0
Total Shareholder Funds	286	295	296	316
<u>Non- current liabilities</u>				
(a) Long-term borrowings	5	3	1	9
(b) Deferred Tax liabilities (Net)	26	29	29	41
(c) Other Long term liabilities	1	1	0	0
(d) Long-term Provisions	4	5	6	8
Total Non- current liabilities	36	38	36	58
<u>Current Liabilities</u>				
(a) Short term borrowings	169	213	281	342
(b) Trade payables	93	144	97	60
(c) Other current liabilities	34	52	52	80
(d) Short term provisions	8	8	8	13
Total Current Liabilities	304	417	438	495
Grand Total	626	750	770	869

PARTICULARS (MN)	Mar-13	Mar-14	Mar-15	Mar-16
ASSETS				
<u>Non-Current Assets</u>				
(a) Fixed assets				
(i) Tangible assets	199	189	180	183
(ii) Intangible assets	1	1	1	1
(iii) Capital work-in-progress	0	2	1	4
(b) Long-term loans and advances	4	5	7	9
(c) Other non-current assets	6	17	31	59
Total Non-Current Assets	210	214	220	256
<u>Current assets</u>				
(a) Current investments	0	0	0	0
(b) Inventories	304	402	396	437
(c) Trade receivables	61	106	118	126
(d) Cash and Cash equivalents	33	19	12	9
(e) Short-term loans and advances	11	5	8	10
(f) Other current assets	7	4	16	31
Total Current Assets	416	536	550	613
Grand Total	626	750	770	869



Capital Market Data

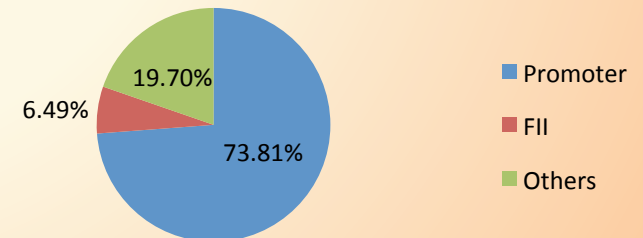
Share Price Movement (As on March 31st, 2016)



Price Data (As on March 31st, 2016)

Face Value (INR)	10
Market Price (INR)	164.4
52 week H/L (INR)	164.40/21.15
Market Cap (INR Mn)	1,828.2
Equity Shares Outstanding (Mn)	11.12
1 Year Avg. Trading Volume ('000)	0.49

Share holding pattern (As on March 31st, 2016)



Disclaimer

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Modi Naturals Limited ("Company" or "MNL" or "Modi Naturals Ltd."), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further information please contact our Investor Relations Representatives:



Valorem Advisors

Mr. Anuj Sonpal, CEO

Tel: +91-22 3006-7521/22/23/24

Email: modi@valoremadvisors.com

