Fermenta Biotech Limited (formerly known as DIL Limited) CIN: L99999MH1951PLC008485 Regd. Office: A - 1501, Thane One, DIL Complex, Ghodbunder Road, Majiwade, Thane (W) - 400 610, Maharashtra, India. Tel. : +91-22-6798 0888 Fax. : +91-22-6798 0899 Email : info@fermentabiotech.com, Website. : www.fermentabiotech.com



Ref: F.No.:808

June 01, 2023

Corporate Relations BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001

Dear Sir,

Sub.: Intimation of Earnings Presentation for Quarter 4 – Financial Year 2022-2023 [Q4-FY23/FY223] Ref: Scrip Code: 506414

Further to our intimation dated May 29, 2023 regarding approval of Audited Financial Results (Standalone and Consolidated) by the Board of Directors for the quarter and financial year ended March 31, 2023, we hereby enclose a copy of Earnings Presentation for Quarter 4 – Financial Year 2022-2023.

The said Earnings Presentation will thereafter be uploaded on Company's website at www.fermentabiotech.com

Kindly take the same on record.

Thanking you,

Yours faithfully, for Fermenta Biotech Limited

Srikant N Sharma Company Secretary CS Membership No: F3617 A-1501, Thane One, DIL Complex, Ghodbunder Road, Majiwade, Thane (W) 400610

Encl: As above

Factory : Village Takoli, P.O. Nagwain, Dist. Mandi - 175 121, Himachal Pradesh, India. Tel. : +91-1905-287246 / 48 / 49 Fax: +91-1905-287250 Email: info@fermentabiotech.com Website: www.fermentabiotech.com Factory : Z - 109 B & C, SEZ II, Dahej, Taluka - Vagara, Dist: Bharuch - 392 130, Gujarat, India. Tel. : +91-2641-291440 / 444 Email: info@fermentabiotech.com Website: www.fermentabiotech.com

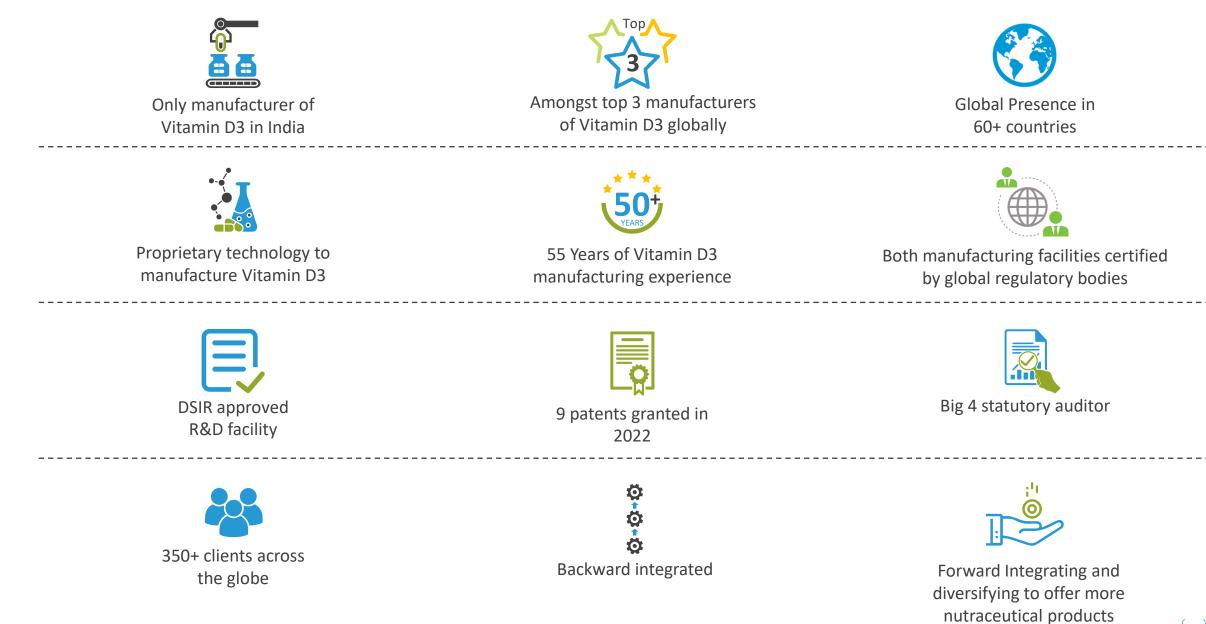
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FERMENTA BIOTECH LIMITED

Earnings Presentation | Q4-FY23/FY23







Fermenta Biotech Limited

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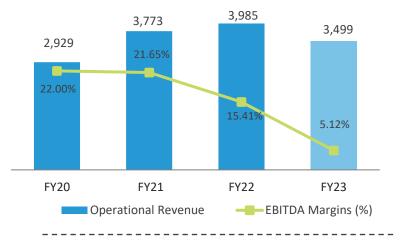
Company Overview

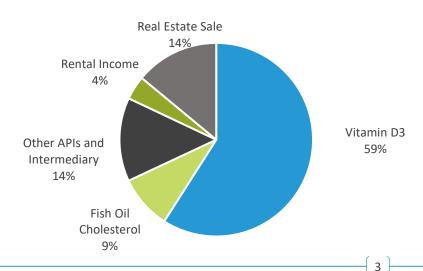
- Fermenta Biotech Limited (FBL) (Erstwhile DIL Ltd.) incorporated in 1951 by Dr. DVK Raju, is engaged in development and manufacturing of pharmaceuticals, biotechnology and environmental solutions used across various industries.
- With a rich history of seven decades FBL has evolved as a key global player in manufacturing of Vitamin D3 in all its formats and has a non-China dependent supply chain.
- FBL manufactures a range of Vitamin D3 variants having an optimal mix between human and animal feed products which have applications across multiple sectors like:
 - 1. Pharmaceuticals4. Animal feed
 - 2. Dietary and nutritional supplements
 - 3. Food and beverage fortification

5. Veterinary
 6. Rodenticides

- The company is also involved in manufacturing of APIs for muscle relaxant and anti-flatulent applications.
- FBL delivers innovative enzymes used in manufacturing of active pharmaceutical ingredients and is involved in environmental solutions used for waste water treatment and management.

Consolidated Revenue (INR Mn) & EBITDA Margins (%)











Q4-FY23/FY23 Financial Highlights



Q4-FY23 Standalone Performance		FY23 Standalone Performance				
INR 1,006 Mn	INR 256 Mn	25.45%	INR 3,289 Mn	INR 387 Mn	11.77%	
Operational Income	Operational EBITDA	Operational EBITDA Margin	Operational Income	Operational EBITDA	Operational EBITDA Margin	
INR (18) Mn	NA	INR (0.61)/share	INR (575) Mn	NA	INR (19.94)/share	
Net Profit/(Loss)	PAT Margin	Diluted EPS	Net Profit/(Loss)	PAT Margin	Diluted EPS	

Q4-FY23 Consolidated Performance

FY23 Consolidated Performance

INR 1,052 Mn	INR 195 Mn	18.53%	INR 3,499 Mn	INR 179 Mn	5.12%
Operational Income	Operational EBITDA	Operational EBITDA Margin	Operational Income	Operational EBITDA	Operational EBITDA Margin
INR (37) Mn	NA	INR (1.30)/share	INR (515) Mn	NA	INR (17.85)/share
Net Profit/(Loss)	PAT Margin	Diluted EPS	Net Profit/(Loss)	PAT Margin	Diluted EPS

Fermenta Biotech Limited

Q4-FY23/FY23 - Operational Highlights



- Volumes of Vitamin D3 for Human Nutrition in FY23 decreased by 30% compared to FY22, while the average prices of Vitamin D3 for Human Nutrition were higher by 3% in FY23 as compared to FY22.
- Animal Feed Volumes in FY23 decreased by 17% over FY22 and average prices were lower by 25% on a consolidated level.
- Aqua Cholesterol sales revenue for FY23 was at INR 19 crores as against INR 37 crores in FY22, a reduction of 49%. This reduction in revenue has been due to constraints in the raw material supply.
- Environment division sales revenue for FY23 was at INR 13 crores as against INR 4 crores in FY22, an increase of 222%.
- The Company has sold part of its Investment in Property consisting of 8 floors in Thane One IT/ITES building in FY23. Accordingly net income on sale of such property of INR 48 crores has been recognized under revenue from operations.
- The Company has done prepayment on its high interest bearing debt from a NBFC to the tune of Rs 59 crores in FY23.
- The overall business of animal feed of the Company has considerably reduced as compared to the expectation on account of subdued global demands. Basis the earlier expectation of the Company of the animal feeds business, the Company had kept stock of semi-finished goods to be used for the production of such animal feed. Considering the immediate uncertainty on the recovery of animal feed global demand, as a prudency, the Company had made provisions against the said inventory of Rs 19 crores in the quarter ended December 31, 2022. Further, the company made provision against investments, recoverable of expenses and trade receivable from Ferment Biotech GmbH (wholly owned Subsidiary dealing in animal feed business) and other parties of Rs 40 crores for the year ended March 31, 2023.

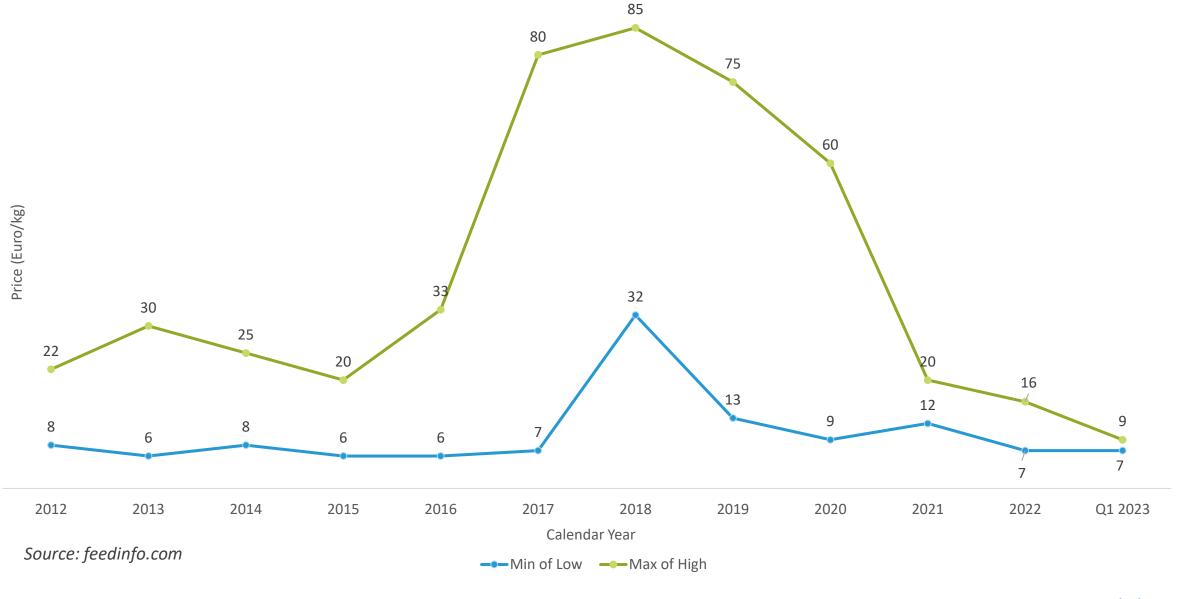
Q4-FY23/FY23 - Operational Highlights (Contd)



- The Board of Directors have proposed a dividend of 25% (Rs. 1.25 per share) for the financial year ended 2022-2023. The payment of dividend is subject to approval of shareholders in the ensuing Annual General Meeting.
- The Board of Directors in its meeting held on January 31, 2022, approved the Composite Scheme of Amalgamation and Arrangement ("Scheme") amongst DVK Investments Private Limited (Holding Company) and Aegean Properties Limited (Wholly owned subsidiary) with the Company in suppression of its earlier resolution passed on October 11, 2021. Subsequent to the balance sheet date, the Scheme has been approved by the National Company Law Tribunal, Mumbai Bench (NCLT) on May 8, 2023. As per the scheme, the merger shall be given effect from the appointed date which is the date of filing of the scheme with the Registrar of Companies (ROC). The Company has filed the certified copies of the NCLT orders along with the Scheme with the Registrar of Companies, Mumbai on May 24, 2023, which shall be considered the appointed date and effective date of the merger as per the Scheme. Accordingly, the impact of the merger has not been given effect to in the financial statements for the year ended March 31, 2023.
- Updates on the other nutraceutical projects:
 - **G** FRK plant is ready and the Company will start to participate in tenders from June 2023
 - Premix plant will be ready by Q2FY24 and the Company expects for sales to start from end Q3FY24
 - □ K1: Commercial production started. Product under customer approval process.
 - □ Vegan D3: Expected commercialization by Q3FY24

Vitamin D3 500 Animal Feed Price Trend





Fermenta Biotech Limited

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Quarterly Standalone Financial Performance



PARTICULARS (INR Mn)	Q4-FY23	Q4-FY22	Ү-о-Ү	Q3-FY23	Q-o-Q
Operational Revenue	1,006	947	6.2%	538	87.0%
Total Expenses	750	762	(1.5)%	598	25.4%
Operational EBITDA	256	185	37.6%	(60)	NA
Operational EBITDA Margins (%)	25.45%	19.54%	591 bps	NA	NA
Other Income	11	30	(62.1)%	-	NA
Depreciation	60	60	NA	62	(3.2)%
Finance Cost	63	45	40.0%	52	21.2%
Profit/ (Loss) Before Tax and Exceptional Items	144	110	30.9%	(174)	NA
Exceptional Items	(150)	-	NA	(446)	(66.4)%
Тах	12	19	(36.8)%	(31)	NA
Profit/(Loss) after Tax	(18)	91	NA	(589)	(96.9)%
PAT Margins (%)	NA	9.61%	NA	NA	NA
Other Comprehensive Income	1	(3)	NA	0	NA
Total Comprehensive Income	(17)	88	NA	(589)	(97.1)%
Diluted EPS (INR) Fermenta Biotech Limited	(0.61)	3.14	NA	(20.44)	(97.0)%

Annual Standalone Financial Performance



PARTICULARS (INR Mn)	FY23	FY22	Ү-о-Ү
Operational Revenue	3,289	3,880	(15.2)%
Total Expenses	2902	3,120	(7.0)%
Operational EBITDA	387	760	(49.1)%
Operational EBITDA Margins (%)	11.77%	19.59%	(782) bps
Other Income	76	75	1.3%
Depreciation	245	237	3.4%
Finance Cost	209	172	21.5%
Profit/ (Loss) Before Tax and Exceptional Items	9	426	(97.9) %
Exceptional Items	(596)	-	NA
Тах	(12)	124	NA
Profit/(Loss) after Tax	(575)	302	NA
PAT Margins (%)	NA	7.78%	NA
Other Comprehensive Income	1	(2)	NA
Total Comprehensive Income	(574)	300	NA
Diluted EPS (INR)	(19.94)	10.43	NA
Fermenta Biotech Limited			(10)

Quarterly Consolidated Financial Performance



PARTICULARS (INR Mn)	Q4-FY23	Q4-FY22	Ү-о-Ү	Q3-FY23	Q-o-Q
Operational Revenue	1,052	962	9.4%	549	91.6%
Total Expenses	857	785	9.2%	648	32.3%
Operational EBITDA	195	177	10.2%	(99)	NA
Operational EBITDA Margins (%)	18.53%	18.40%	13 bps	NA	NA
Other Income	12	29	(58.6)%	-	NA
Depreciation	62	65	(4.6)%	63	(1.6)%
Finance Cost	63	44	43.2%	51	23.5%
Profit/ (Loss) Before Tax and Exceptional Items	82	97	(15.5)%	(213)	NA
Exceptional Items	(91)	-	NA	(194)	(53.1)%
Тах	40	20	NA	(30)	NA
Non-controlling interests	12	0	NA	3	NA
Profit/(Loss) after Tax	(37)	77	NA	(374)	(90.1)%
PAT Margins (%)	NA	8.00%	NA	NA	NA
Other Comprehensive Income	(2)	0	NA	(25)	(92.0)%
Total Comprehensive Income	(39)	77	NA	(399)	(90.2)%
Diluted EPS (INR)	(1.30)	2.66	NA	(12.97)	(90.0)%
Fermenta Biotech Limited					(11)

Annual Consolidated Financial Performance



FY23	FY22	Y-o-Y
3,499	3,985	(12.2)%
3,320	3,371	(1.5)%
179	614	(70.8)%
5.12%	15.41%	NA
77	81	(4.9)%
282	255	10.6%
208	171	21.6%
(234)	269	NA
(285)	-	NA
17	118	(85.6)%
21	3	NA
(515)	154	NA
NA	3.86%	NA
(15)	7	NA
(530)	161	NA
(17.85)	5.33	NA
	 S,499 S,320 S,12% 	3,4993,9853,3203,3713,3203,37117614176141015,41%1115,12%112821228212208111269111118111118111118111118111118111118111114111115111115111116111116111116111116111116

Historical Standalone Income Statement



PARTICULARS (INR Mn)	FY23	FY22	FY21	FY20
Operational Revenue	3,289	3,880	3,728	3,005
Total Expenses	2902	3,120	2,791	2,311
Operational EBITDA	387	760	937	694
Operational EBITDA Margins (%)	11.77%	19.59%	25.13%	23.09%
Other Income	76	75	66	123
Depreciation	245	237	190	149
Finance Cost	209	172	181	193
Profit/ (Loss) Before Tax and Exceptional Items	9	426	632	475
Exceptional Items	(596)	-	-	-
Тах	(12)	124	112	(162)
Profit/(Loss) after Tax	(575)	302	520	637
PAT Margins (%)	NA	7.78%	13.95%	21.20%
Other Comprehensive Income	1	(2)	(1)	18
Total Comprehensive Income	(574)	300	519	655
Diluted EPS (INR)	(19.94)	10.43	17.92	21.96
Fermenta Biotech Limited				(13)

Historical Standalone Balance Sheet

PARTICULARS (INR Mn)	FY23	FY22	FY21
Equity	3,341	3,959	3,704
a) Equity share capital	144	144	144
b) Other equity	3,197	3,815	3,560
Liabilities			
Non-current liabilities	1,169	1,300	1,192
a) Financial liabilities			
i) Borrowings	835	1,147	1,104
ii) Lease liabilities	37	37	35
iii) Other financial liabilities	11	7	5
b) Provisions	47	57	45
d) Other non-current liabilities	239	52	3
Current Liabilities	2,137	1,867	1,929
a) Financial liabilities			
i) Borrowings	1,333	1,214	1,188
ii) Lease liabilities	7	11	12
ii) Trade payables	530	456	457
iii) Other financial liabilities	91	128	184
b) Provisions	6	8	8
c) Other current liabilities	166	47	76
d) Current tax liabilities (Net)	3	3	3
e) Contract Liability	1	-	-
TOTAL EQUITY AND LIABILITIES	6,647	7,126	6,825

PARTICULARS (INR Mn)	FY23	FY22	FY21
Assets			
Non-current Assets	4,114	3,974	3,745
a) Property, plant and equipment	2,049	1,935	1,538
b) Capital work-in-progress	419	299	527
c) Right of use assets	134	157	147
d) Investment property	282	668	682
e) Goodwill	41	41	41
f) Other intangible assets	74	66	88
g) Intangible assets under development	31	47	42
h) Investments			
i) Investments in subsidiaries	125	127	127
i) Financial assets			
i) Investments	3	3	2
ii) Loans	72	64	-
iii) Others financial assets	210	67	22
iv) Trade Receivables	180	-	-
j) Deferred tax assets (Net)	333	333	381
k) Non-current tax assets (Net)	97	132	113
l) Other non-current assets	64	35	35
Current Assets	2,533	3,152	3,080
a) Inventories	1,097	1,296	1,328
b) Financial assets			
i) Trade receivables	674	1,178	961
ii) Cash and cash equivalents	320	102	136
iii) Bank balances other than (iii) above	231	206	277
iv) Investments	28	-	-
v) Loans	10	-	48
vi) Other financial assets	9	50	80
c) Other current assets	132	320	250
d) Contract assets	32	-	-
TOTAL ASSETS	6,647	7,126	6,825
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Fermenta Biotech Limited

Historical Consolidated Income Statement



PARTICULARS (INR Mn)	FY23	FY22	FY21	FY20
Operational Revenue	3,499	3,985	3,773	2,929
Total Expenses	3,320	3,371	2,956	2,277
Operational EBITDA	179	614	817	652
Operational EBITDA Margins (%)	5.12%	15.41%	21.65%	22.26%
Other Income	77	81	82	123
Depreciation	282	255	203	150
Finance Cost	208	171	180	191
Profit/(Loss) before Exceptional Items and Tax	(234)	269	516	434
Exceptional Items	(285)	-	-	-
Тах	17	118	91	(161)
Non-controlling interests	21	3	30	-
Profit/(Loss) after Tax	(515)	154	455	595
PAT Margins (%)	NA	3.86%	12.06%	20.31%
Other Comprehensive Income	(15)	7	(2)	17
Total Comprehensive Income	(530)	161	423	612
Diluted EPS (INR)	(17.85)	5.33	15.69	20.53

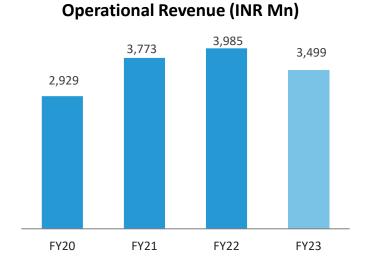
Historical Consolidated Balance Sheet

PARTICULARS (INR Mn)	FY23	FY22	FY21
Equity	3,119	3,714	3,603
a) Equity share capital	144	144	144
b) Other equity	3,002	3,577	3,462
c) Non-controlling interests	(27)	(7)	(3)
Liabilities			
Non-current liabilities	1,152	1,283	1,175
a) Financial liabilities			
i) Borrowings	836	1,147	1,105
ii) Lease liabilities	20	20	17
iii) Other financial liabilities	11	7	5
b) Provisions	46	56	45
c) Other non-current liabilities	239	52	3
Current Liabilities	2,087	2,071	2,093
a) Financial liabilities			
i) Borrowings	1,333	1,214	1,188
ii) Lease liabilities	7	11	12
ii) Trade payables	458	646	621
iii) Other financial liabilities	91	128	184
b) Provisions	26	10	7
c) Other current liabilities	168	59	77
d) Current tax liabilities (Net)	3	3	3
e) Contract Liability	1	-	-
TOTAL EQUITY AND LIABILITIES	6,358	7,068	6,871

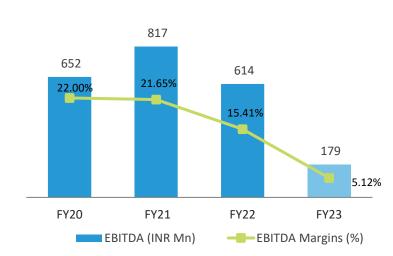
PARTICULARS (INR Mn)	FY23	FY22	FY21
Assets			
Non-current Assets	3,828	3,928	3,775
a) Property, plant and equipment	2,048	1,935	1,539
b) Capital work-in-progress	419	299	527
c) Right of use assets	117	139	129
d) Investment property	287	673	687
e) Goodwill	115	109	107
f) Other intangible assets	102	129	168
g) Intangible assets under development	31	47	42
h) Financial assets			
i) Investments	3	3	3
ii) Loans	2	-	-
iii) Others financial assets	210	67	22
i) Deferred tax assets (Net)	333	360	403
j) Non-current tax assets (Net)	97	132	113
k) Other non-current assets	64	35	35
Current Assets	2,530	3,140	3,096
a) Inventories	1,302	1,595	1,623
b) Financial assets			
i) Trade receivables	417	871	680
ii) Cash and cash equivalents	353	130	168
iii) Bank balances other than (iii) above	230	206	277
iv)Investments	28	-	-
v) Loans	10	-	48
vi) Other financial assets	3	3	35
c) Other current assets	155	335	265
d) Contract Assets	32	-	-
TOTAL ASSETS	6,358	7,068	6,871

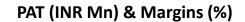
Historical Consolidated Financial Performance

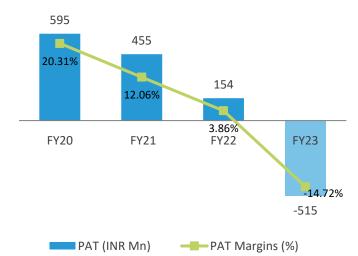




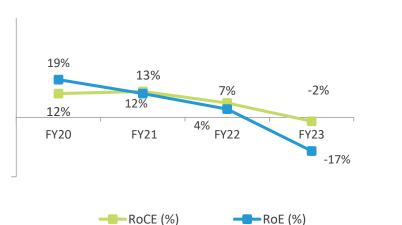
Operational EBITDA (INR Mn) & Margins (%)







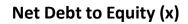
RoCE & RoE (%)

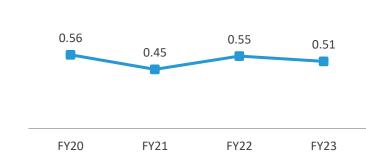


Working Capital Days

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