

# DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2020-21/022

June 11, 2020

Corporate Relationship Department  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort, Mumbai - 400 001  
Fax: 22723 2082 /3132

National Stock Exchange of India Limited  
“Exchange Plaza”  
Bandra – Kurla Complex,  
Bandra [E], Mumbai - 400 051

**Scrip Code – 532610**

**Scrip Code – DWARKESH**

**Sub: Disclosure under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 – Investor Presentation**

Dear Sir,

Pursuant to Regulation 30 - Schedule III - Part A - Item no.15 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investor Presentation for quarter and year ended March 31, 2020 for the purpose of making disclosures under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 to the stock exchange(s).

Kindly take the same on record.

Thanking you,  
Yours Sincerely

Sd/-  
B J Maheshwari  
Managing Director & CS cum CCO  
DIN : 00002075

A close-up photograph of several sugarcane stalks in a field. The stalks are light-colored with distinct nodes and are surrounded by vibrant green leaves. The background is softly blurred, emphasizing the texture and color of the cane.

# **Dwarikesh Sugar Industries Limited**

Investor Update- Q4 & FY20

# Safe Harbour Statement

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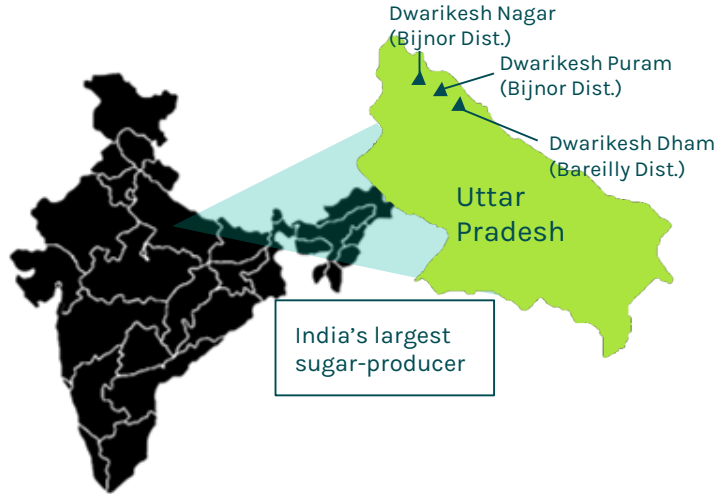
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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost overruns on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



# Business Overview

# At a Glance

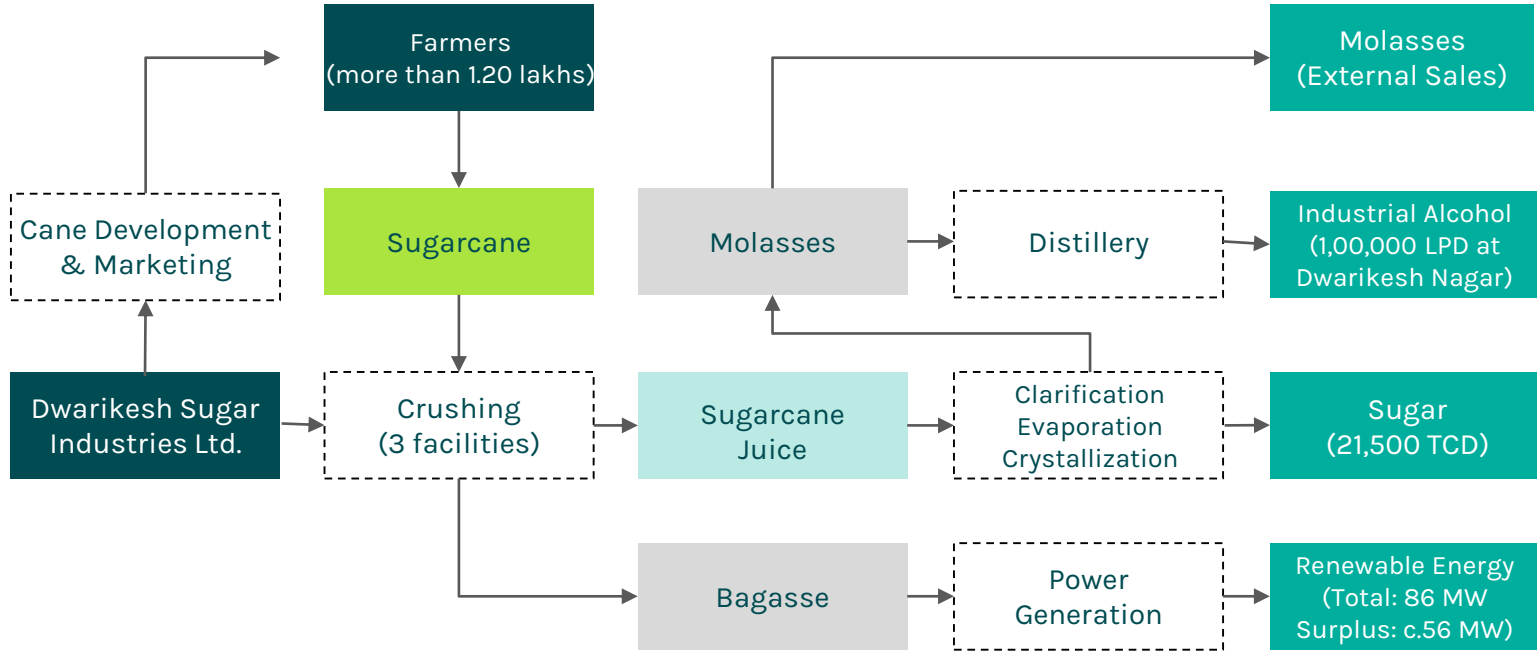


- 3 Plants located in UP-India's largest sugar producing state
- 2 Plants located in Bijnor District- a District with focused concentration on cane production on highly fertile & well-irrigated land
- Plant at Bareilly - the low-lying Ganges plains district with fertile alluvial soil
- Access to large, clearly defined cane-producing areas in the region
- All the three plants are well connected with major sugar consuming markets of the country, the Bareilly plant being located on the National Highway itself

Capacity (Dec 31, 2018)	Dwarikesh Nagar	Dwarikesh Puram	Dwarikesh Dham	Aggregate
Sugar (TCD)	6,500	7,500	7,500	21,500
Cogeneration (MW)	17	33	36	86 (Surplus: c. 56)
Distillery (LPD)	1,30,000	-	-	1,00,000

Note: TCD stands for tonnes of cane per day, MW stands for Megawatts, LPD stands for litres per day; SS stands for Sugar Season defined as 12 months period ending September 30 of the particular year;

# Operations Overview



# Key Management Personnel



**Mr. G. R. Morarka**

- Founder and Promoter
- Executive Chairman
- Commerce graduate & ICWA Inter
- Received 'Indira Gandhi Priyadarshini Award for Management', 'Bhamasha Award', 'Indira Gandhi Sadbhavna Award' & 'Swami Krishnanad Saraswati Purashkar'



**Mr. Vijay S. Banka**

- Managing Director
- Qualified Chartered Accountant
- Associated with the company since 2007
- Over three decades of experience in Finance and Strategy



**Mr. B. J. Maheshwari**

- Managing Director, Company Secretary cum Chief Compliance Officer
- Associated with the company since 1994
- Over three decades of experience in Legal, Taxation, Secretarial & Administrative matters

**Priyanka Morarka**

President - Corporate Affairs

**K.P. Singh**

Vice President - Works

**R. K. Gupta**

Vice President - Works

**Alok Lohia**

Chief Financial Officer

**Salil S. Arya**

Group Compliance Officer

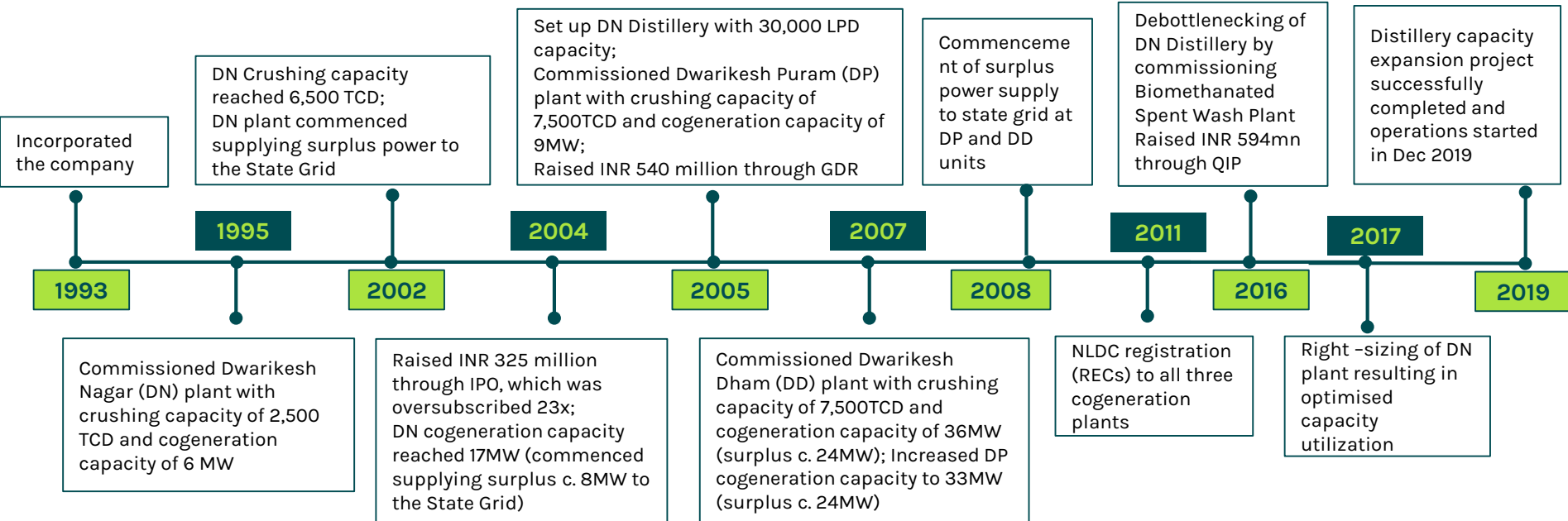
**Rajendra S. Thakur**

Chief General Manager - Works

**Surendra P. Singh**

Chief General Manager - Cane

# Key Milestones



	1995	2002	2004	2005	2007	2019
Sugar (TCD)	2500	6500	6500	14000	21500	21500
Power (MW)	6	6	17	26	86	86
Distillery (LPD)	Nil	Nil	Nil	30000	30000	100000

To know more about our story, please watch our documentary at <https://www.youtube.com/watch?v=kCF2PAZHqI>



# Business Strategy

*We are currently one of the most efficient integrated sugar companies in Uttar Pradesh. We plan to further improve on our performance matrices while continuing with our best practices*

- Focus on cost control through plant efficiencies & logistics management

**Cost  
Control**

**Cane  
Development**

- Continue educating farmers on best farming practices, high yield / sugar content seeds, pesticides etc.
- Making timely payment to farmers to incentivize increase in area under sugarcane

- Reduce leverage through a combination of prudent financial management and prepayment/repayment of debt

**Deleveraging**

**Operating  
Efficiently**

- Through continuous improvements in operating parameters, research and development and continuous farmer engagement

# Strong Relationship with Farmers

## Cane Development

- Dedicated cane department to supervise cane development and procurement
- 'Kisan Sewa Kendra' for promotion of high yield seed varieties (e.g.: Co 0238) and more efficient pesticides
- Monitoring harvesting program to obtain desired quality and quantity of cane
- Soil testing laboratory to study the most efficient usage of land
- Demonstration plots, in arrangement with farmers having roadside fields, to attract other farmers to adopt the best agricultural practices
- Autumn planting, to compensate for the loss of ratoon, giving higher yield and better recovery
- Fertilizer and other input subsidies to farmers

## Increased Farmer Bonding

- Associated with more than 1.20 lakh farmer families
- Purchased sugarcane of INR 10,529.10 million in FY20 from farmers in our reserved area providing impetus to rural economy
- Dedicated web portal for farmers giving them access to their calendar, payment status, survey details and loan position
- Regular farmer interaction through 'Kisan Goshthi' and 'Nukkad Natak'



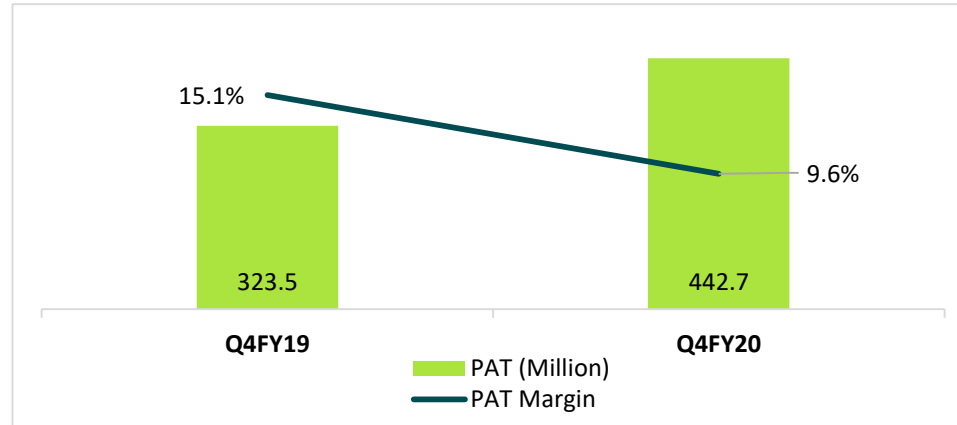
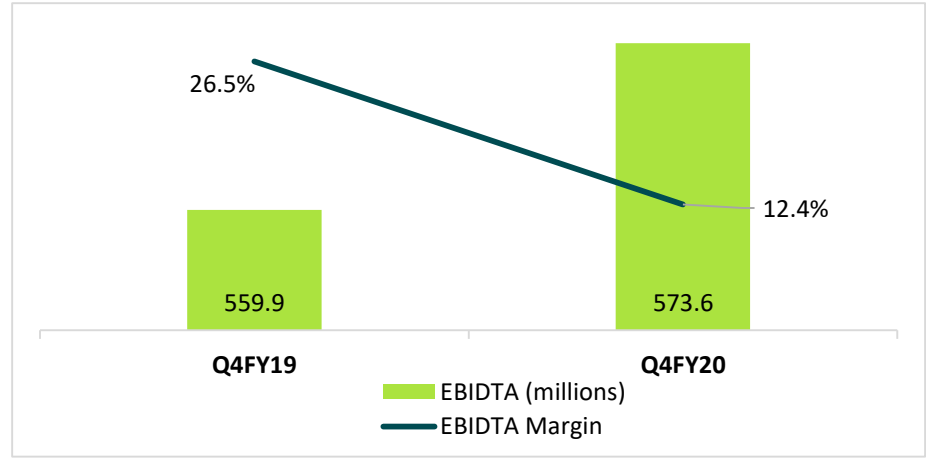
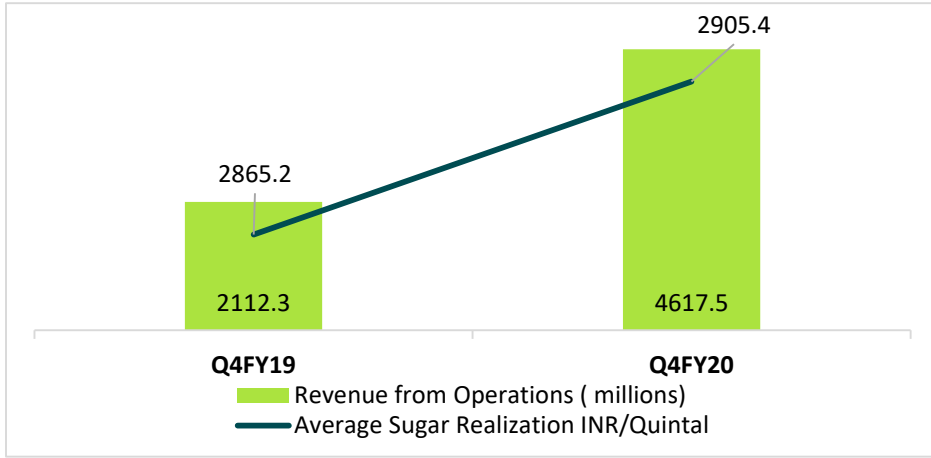
# Q4 & FY20 Financial Performance

# Performance Highlights

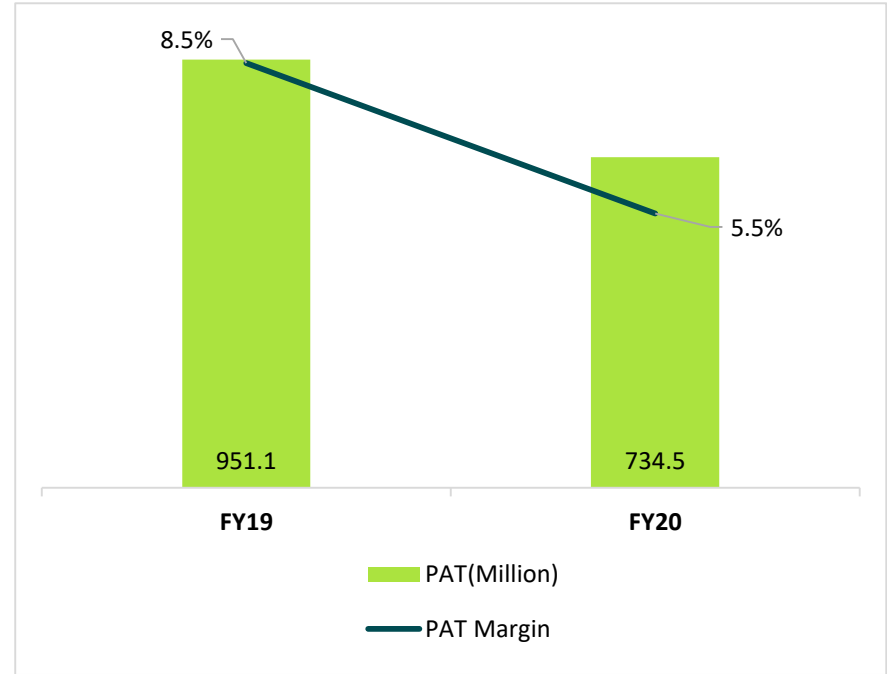
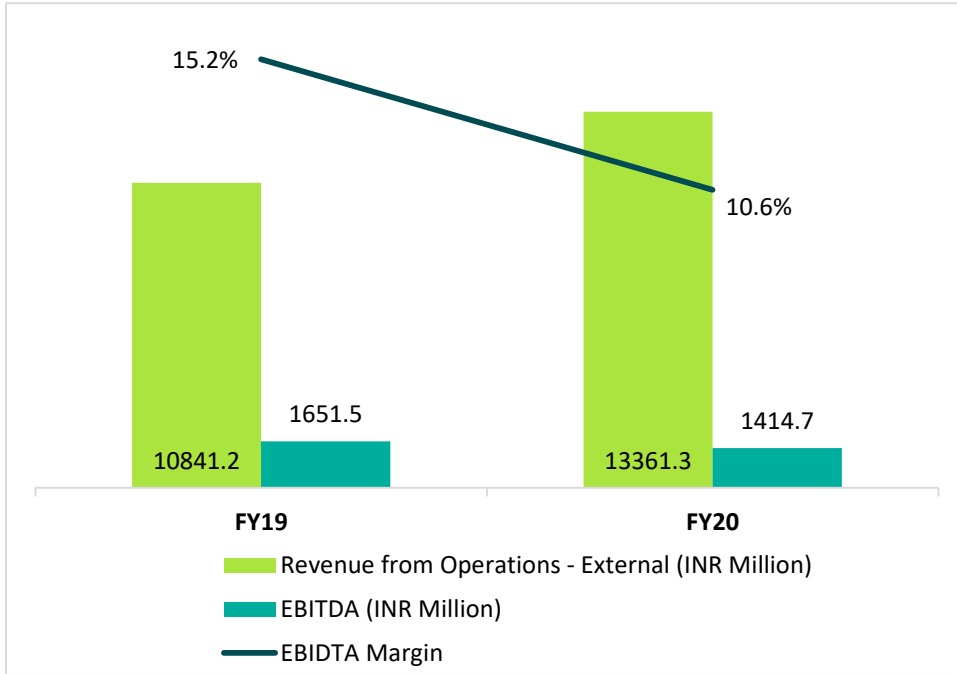
In INR million	Q4FY20	Q4FY19	FY20	FY19
<b>Total Income</b>	4632.1	2140.9	13415.3	11202.2
<b>EBIDTA</b>	573.6	559.9	1414.7	1651.5
<b>PAT</b>	442.7	323.5	734.5	951.1

In INR	Q4FY20	Q4FY19	FY20	FY19
<b>EPS</b>	2.35	1.72	3.90	5.05

# Quarterly Trends



# FY20 Trends



# Summary Financials

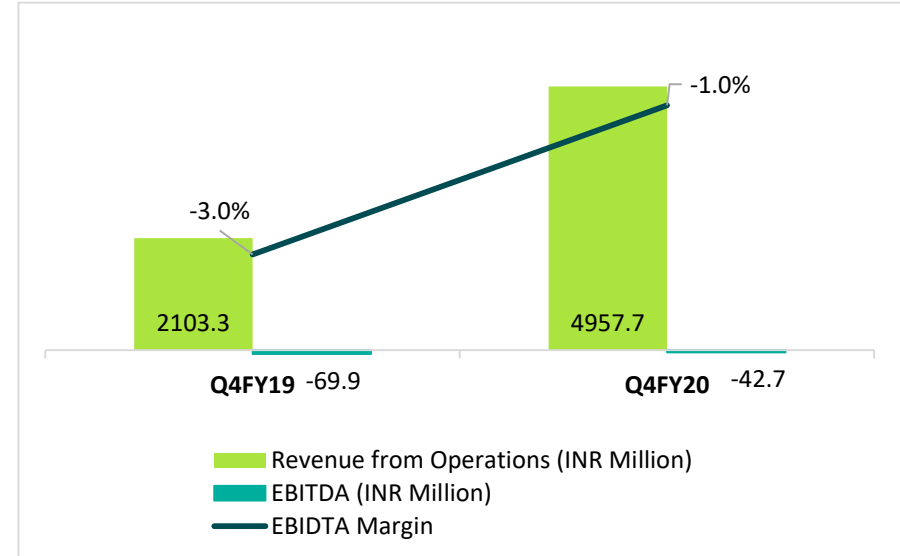
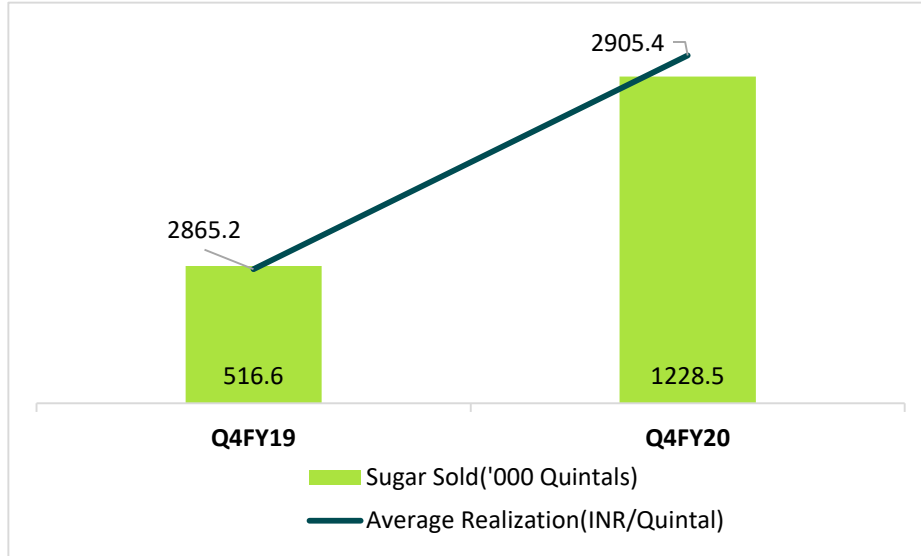
	FY 2020	FY 2019
<b>INCOME</b>		
Revenue from operations ( including excise Duty)	13361.3	10841.2
Other income	54.0	361.0
<b>Total Revenue</b>	13415.3	11202.2
<b>EXPENDITURE</b>		
Cost of material consumed	11157.3	10905.1
Changes in inventories of finished goods, work in-progress and stock-in-trade	-864.6	-2915.4
Employees benefit expense	787.8	708.4
Finance Cost	330.3	212.6
Depreciation and amortization expense	368.7	329.5
Other expense	920.1	852.6
<b>Total expenses</b>	12699.6	10092.8
<b>Profit / (loss) before taxes</b>	715.7	1109.4
Tax expense	-18.8	158.4
<b>Profit for the period</b>	734.5	951.0
Other Comprehensive Income/(loss) net of taxes	-79.4	26.8
<b>Total Comprehensive Income</b>	655.1	977.8



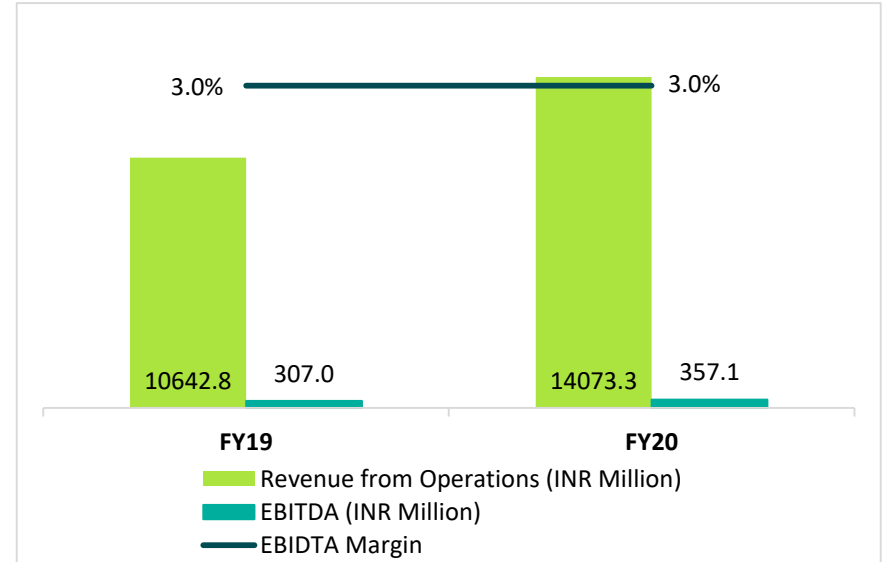
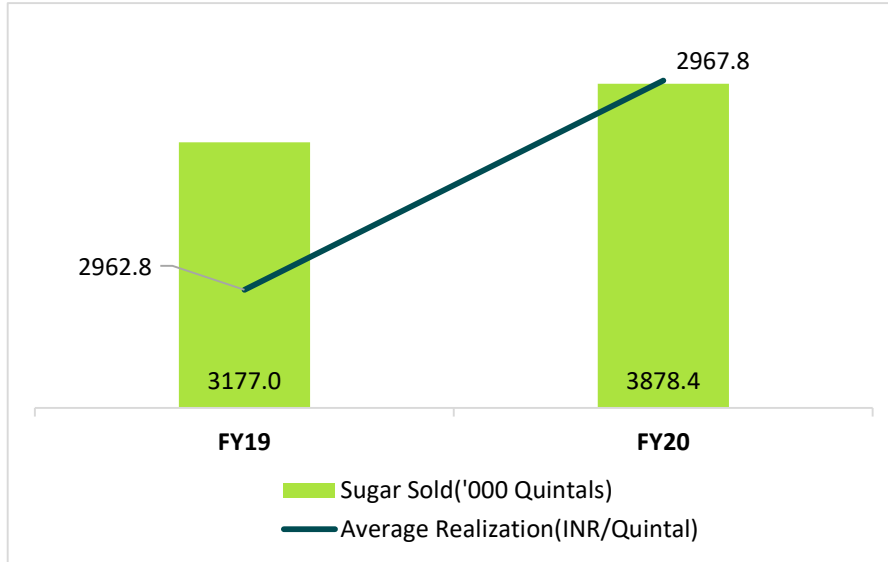
# Operational Trends



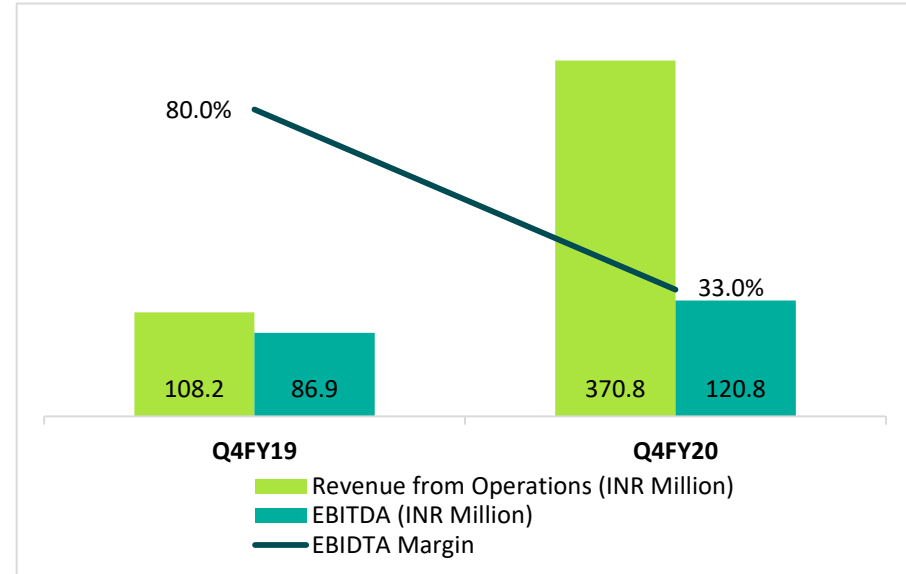
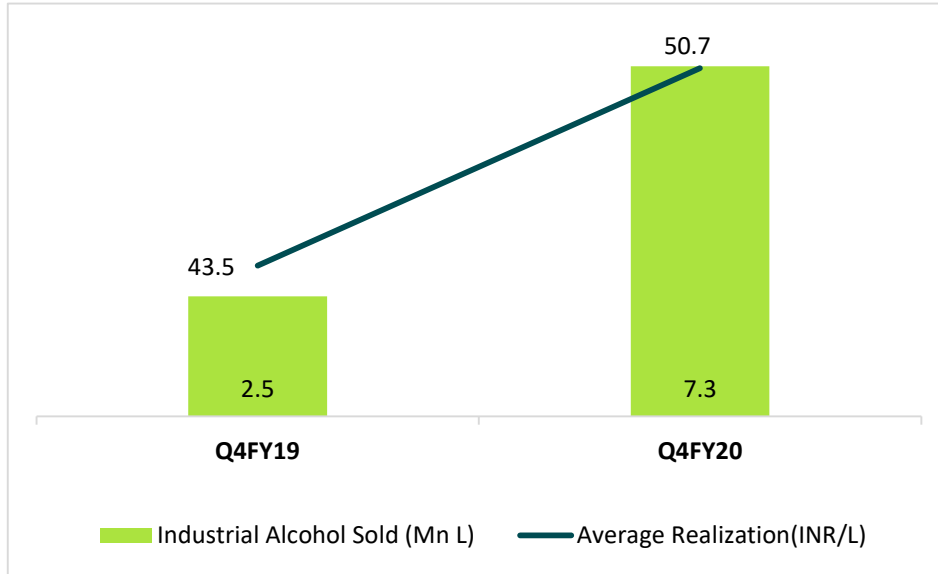
# Sugar - Quarter Performance



# Sugar – FY Performance



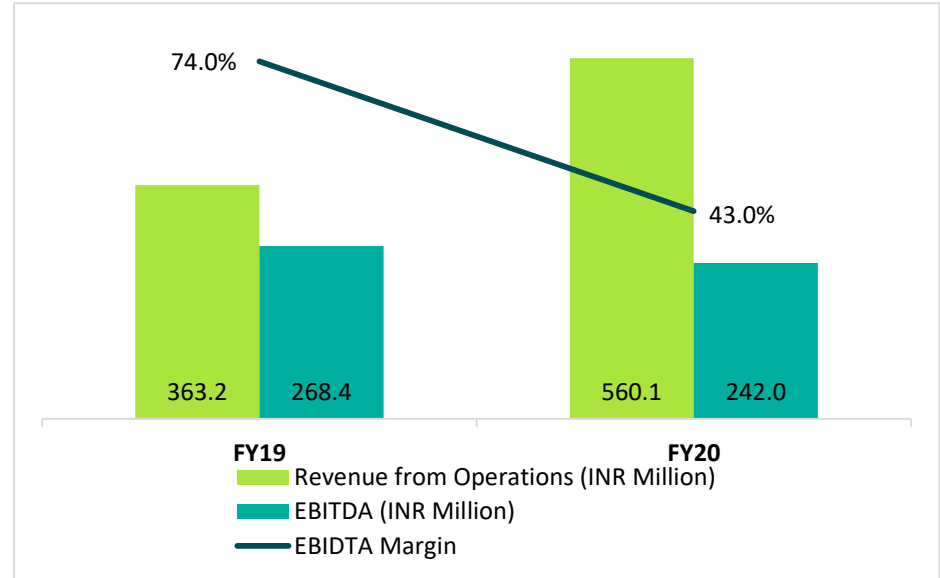
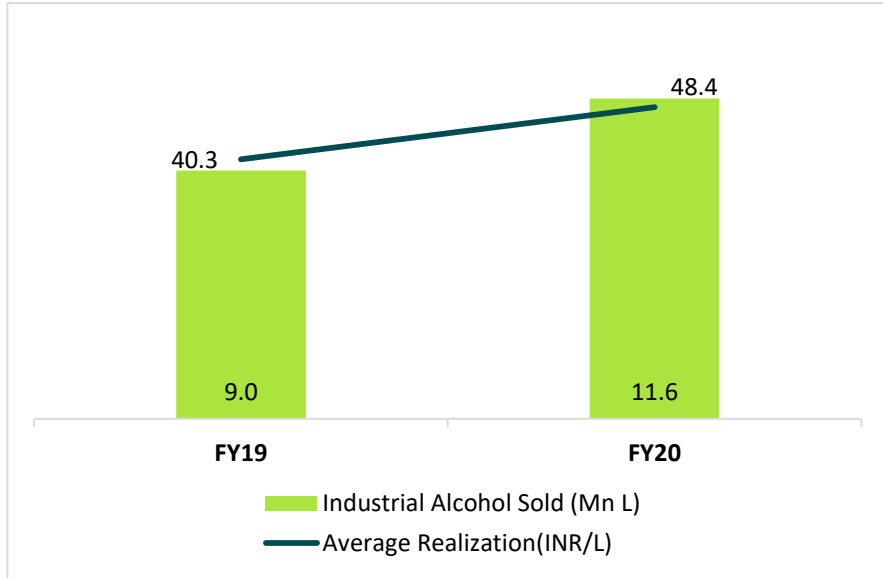
# Distillery - Quarter Performance



## Salient Features:

- Products include rectified spirit and ethanol

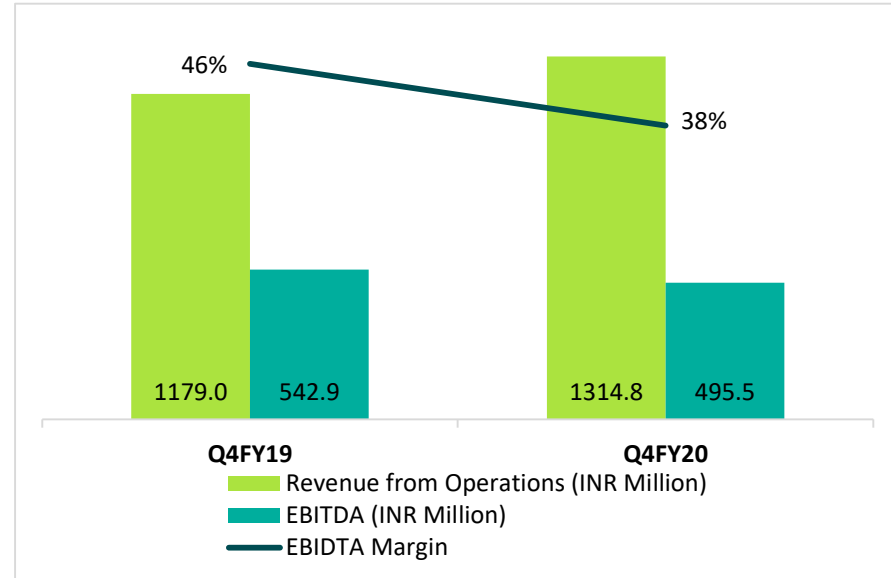
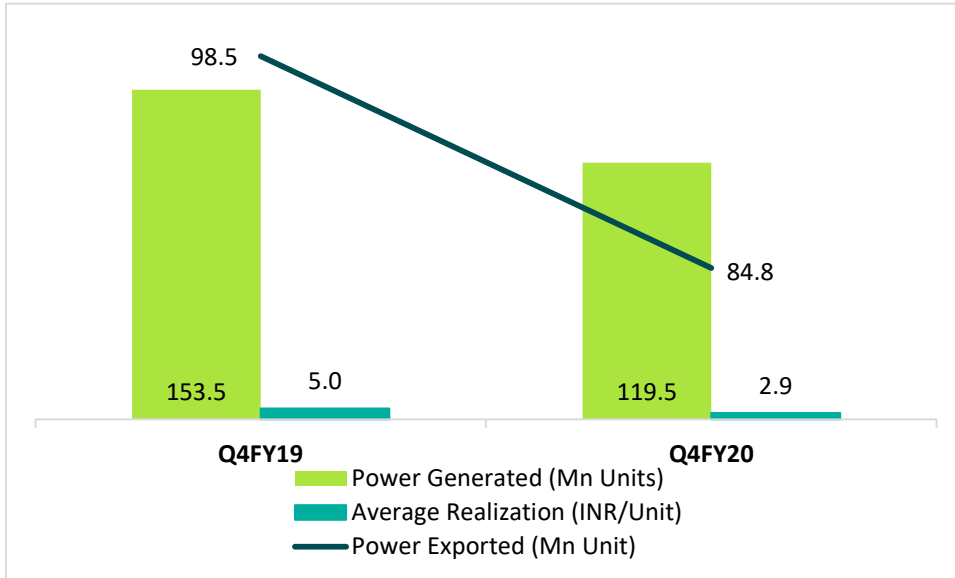
# Distillery – FY20 Performance



## Salient Features:

- Products include rectified spirit and ethanol

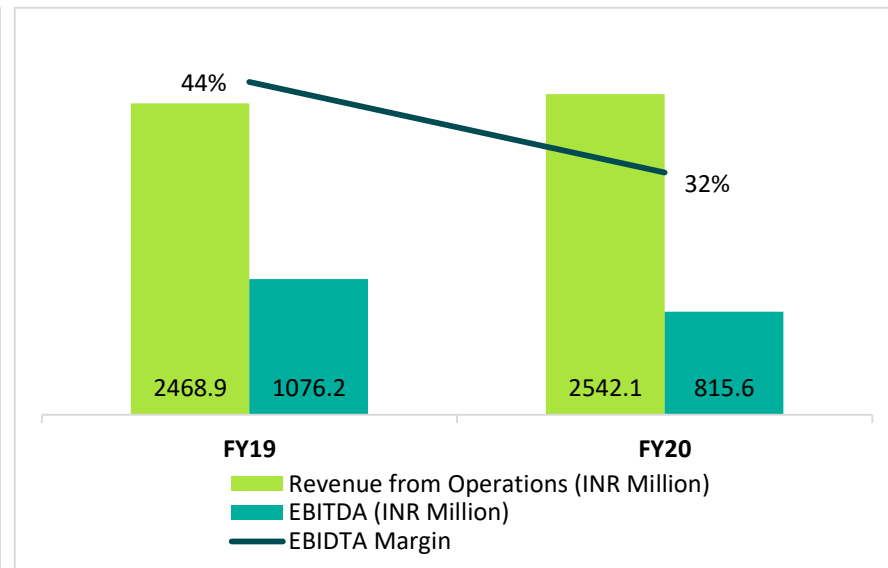
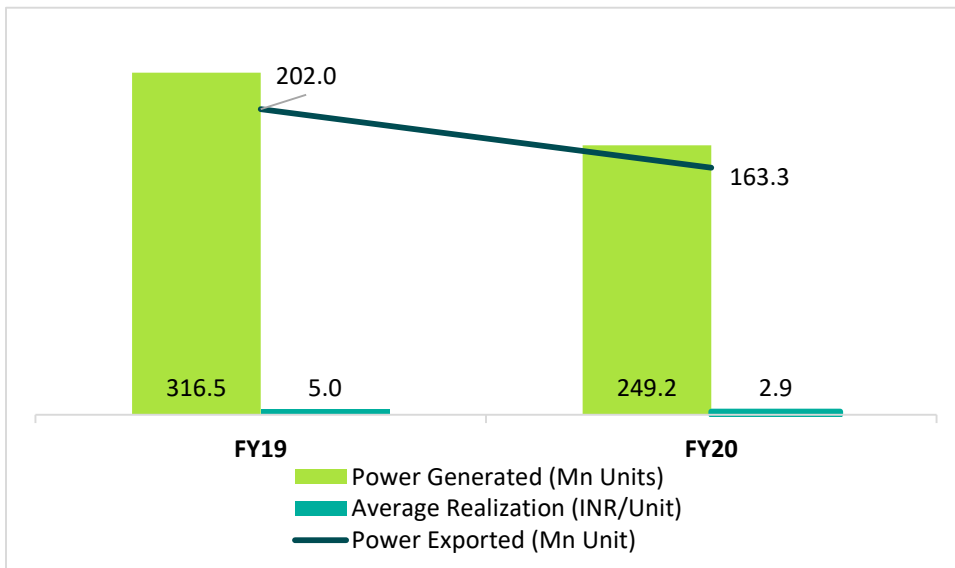
# Cogeneration – Quarterly Performance



## Salient Features:

- Generation Capacity: 86 MW; Exportable capacity: approx. 56 MW
- Cogeneration capacity utilization is low during off-season as the Company has a policy of not having large bagasse inventory

# Cogeneration – FY20 Performance





# Annexure - Facilities

# Dwarikesh Nagar Facility ( Bijnor District )

*Sugar Plant Overview*



*Bagasse Silos & Feeders of Boiler*



*Distillation House & Multi-Effect Evaporator*



*Continuous Pan*





# Dwarikesh Puram Facility ( Bijnor District )

*Juice Evaporator*



*Centrifugal Station*



*Cogeneration Control Panel*



*Switch Yard*



# Dwarikesh Dham Facility (Bareilly District)

*Facility Overview*



*Pan Station*



*24 MW TG Set*



*Clarification Section*



# Dwarikesh Nagar Facility ( Bijnor

# District )

*100KLPD New Distillery Installed*



# Thank you

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