



BALRAMPUR CHINI MILLS LIMITED

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5th August, 2023

National Stock Exchange of India Limited Listing Department, Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E) Mumbai- 400051	BSE Limited The Corporate Relationship Department 1st Floor, New Trading Wing, Rotunda Building, Phiroze Jeejeebhoy Tower, Dalal Street, Fort, Mumbai- 400001
Symbol: BALRAMCHIN	Scrip Code: 500038

Dear Sir/ Madam,

Sub: Results Presentation

Please find attached the Results Presentation in relation to the Unaudited Financial Results of the Company for the Quarter ended 30th June, 2023, declared on 5th August, 2023.

This is for your information and record.

Thanking you,

Yours faithfully,

For Balrampur Chini Mills Limited

Manoj Agarwal

Company Secretary and Compliance Officer



Balrampur Chini Mills Limited

Q1FY24 Results Presentation

5th August 2023

“STRETCH”

Building a larger, more sustainable and more governance-driven Company





Safe Harbour

Certain statements made in this document may constitute forward-looking statements. These forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, agricultural policies, climatic conditions, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Balrampur Chini Mills Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Conference Call Details



Timing 12:00 noon IST on Monday, August 7, 2023

Conference dial-in Primary number: +91 22 6280 1141 / 7115 8042

Toll free Number Singapore: 800 101 2045

Hong Kong: 800 964 448

USA: 1 866 746 2133

UK: 0 808 101 1573

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A message from the Chairman and Managing Director

Commenting on the performance for Q1FY24, Mr. Vivek Saraogi, Chairman and Managing Director, Balrampur Chini Mills Limited, said:



“The Company has commenced the fiscal on a strong note. Higher volume and realizations have resulted in healthy contributions from both sugar and distillery segments.

Our team has put in immense hard work on the ground, collaborating closely with the farmers to improve the quality of the cane and enhance acreage and yield. This concerted effort has led to a significant ~16% increase in crushing during the season 2022-23 leading to healthy performance in this quarter. We are hopeful to report that our ongoing endeavors are expected to lead to further ~10% increase in sugarcane crushing in the ensuing season, subject to conducive weather conditions.

Furthermore, brownfield capacity expansion at Kumbhi facility is progressing well, and we are on track to commission the additional capacity with the start of the ensuing season.

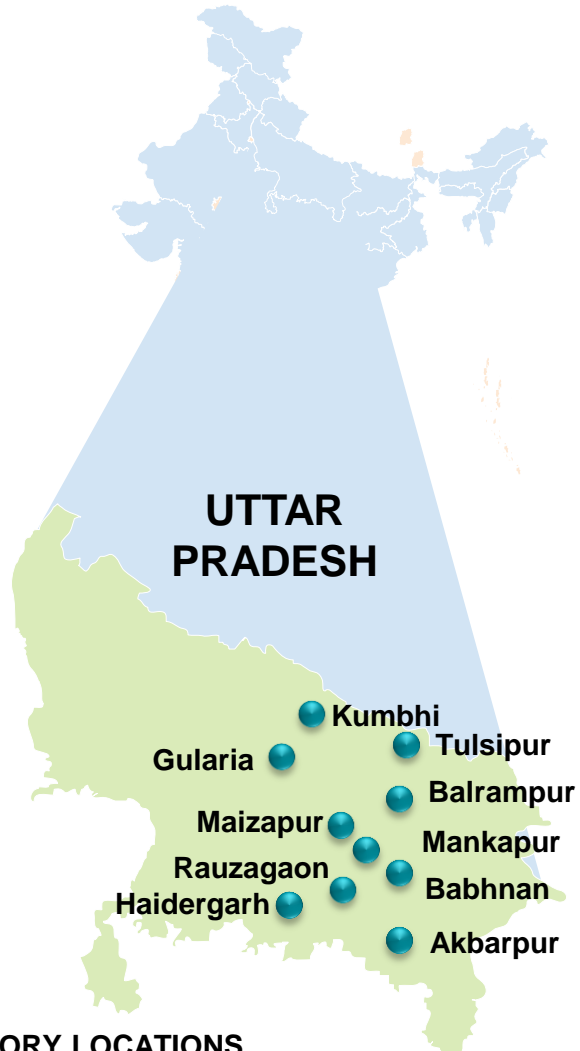
Over the years, the integrated operations have allowed us to maintain a robust balance sheet and generate healthy cash flows, reflecting the strength of our business model. As we move forward, we remain committed to harnessing the synergies between sugar and distillery segments, which has been a key driver of our sustained success. With focus on sustainable growth and value-driven initiatives, we remain confident in our ability to navigate challenges and seize opportunities to create long-term value for all stakeholders through a prudent balance between capital allocation plans, borrowings and reward to shareholders for their continued support.”



A Brief perspective about our company



BCML – A multi-product integrated Company with manufacturing capability of Sugar, Ethanol and Co-Generation



● FACTORY LOCATIONS

10

manufacturing units,
all in Uttar Pradesh, in
close proximity

80000 *

Aggregate cane
crushing capacity
(TCD)

1050

Aggregate distillery
capacity (KLPD)

175.7

Aggregate Saleable
co-generation capacity
(MW)

Among the
largest
integrated
sugar
companies

Principle
business sugar
+ distillery

Rs. 7760.28 cr.
market
capitalization
as on 30th
June 2023

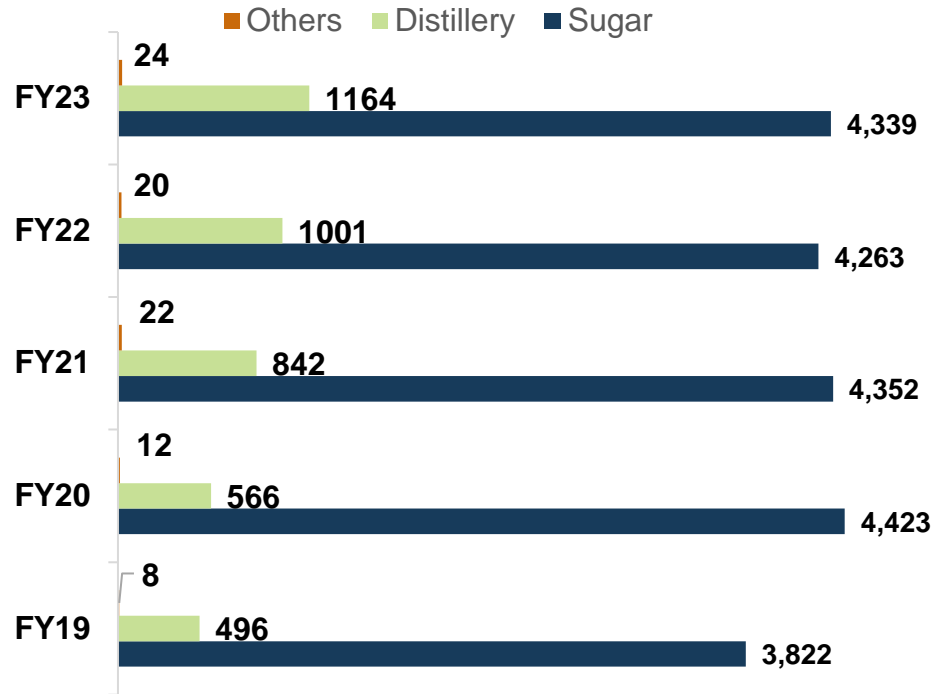
42.90%
promoter
shareholding
as on 30th June
2023

* 2000 TCD expansion under implementation

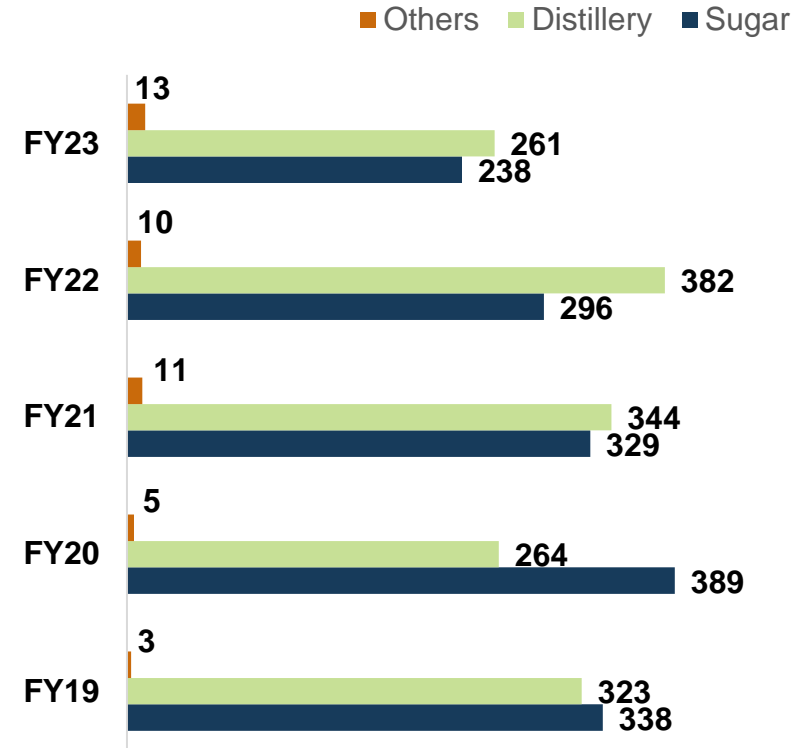
5 Year Historical Financial Performance



Segmental Revenues (Rs. Cr.) *



Segmental PBIT (Rs. Cr.)



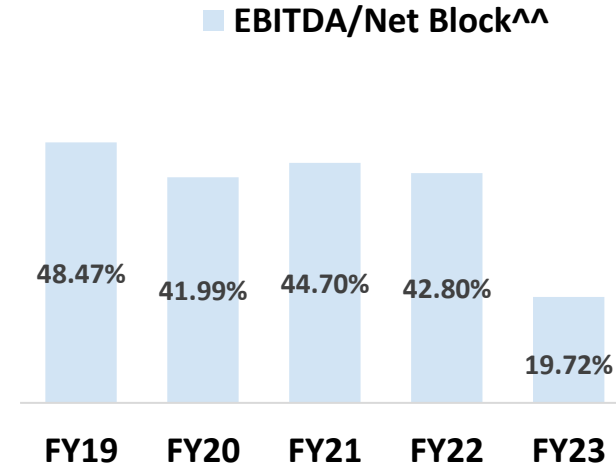
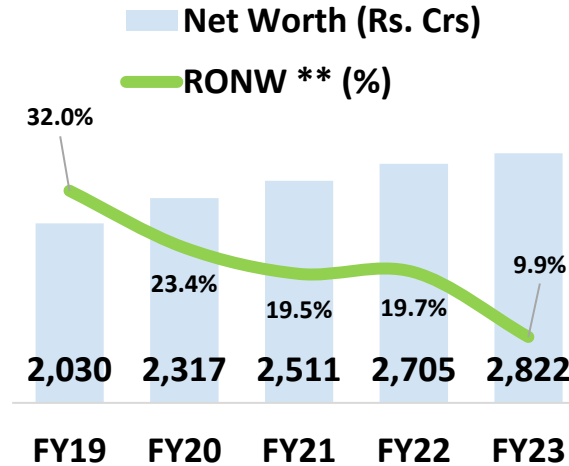
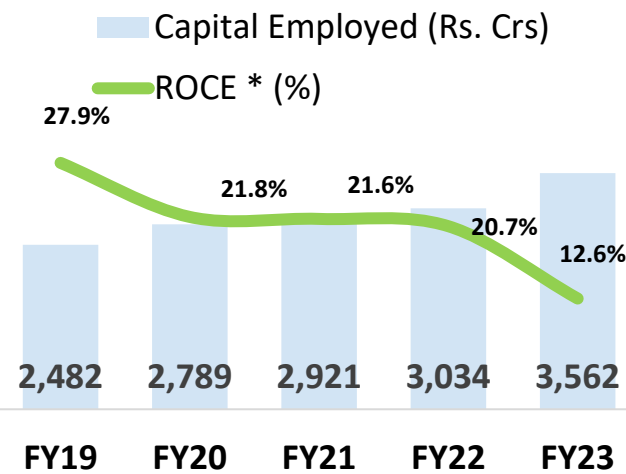
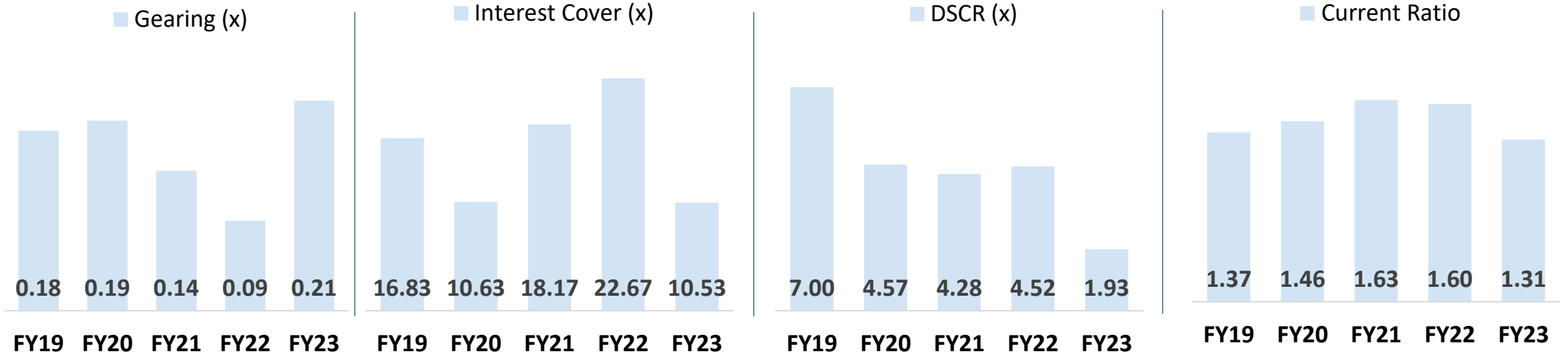
- Revenues includes inter segment revenues

Revenue from distillery segment contributed ~21% of overall revenues in FY23 as compared to 11% in FY19

Distillery segment contributed ~51% of PBIT in FY23

Company is focusing on increasing the share of revenue / profit from distillery segment

5 Year Historical Ratios



* EBIT / Avg. Capital Employed where Capital Employed is sum of Long Term Borrowings + Deferred Tax Liabilities + Tangible Net-worth

** PAT / Avg. Net-worth where Net-worth excludes Capital Reserve & Amalgamation Reserve

^^ excluding CWIP

TCI – Total Comprehensive Income



➤ PART ONE

Q1 performance in numbers

This is what we achieved in Q1 FY24 (standalone numbers)



68.56

Rs. cr. of total comprehensive income (TCI)

Rs. 10.81 cr. in the corresponding quarter, Q1 FY23

534.1% Increase

163.18

Rs. cr. of EBITDA

Rs. 44.42 cr. in the corresponding quarter, Q1 FY23

267.4% Increase

3.44

Rs. earnings per share

Rs. 0.57 in the corresponding quarter, Q1 FY23

70.32%

% revenues from sugar

74.96% in the corresponding quarter, Q1 FY23

29.36%

% revenues from distillery

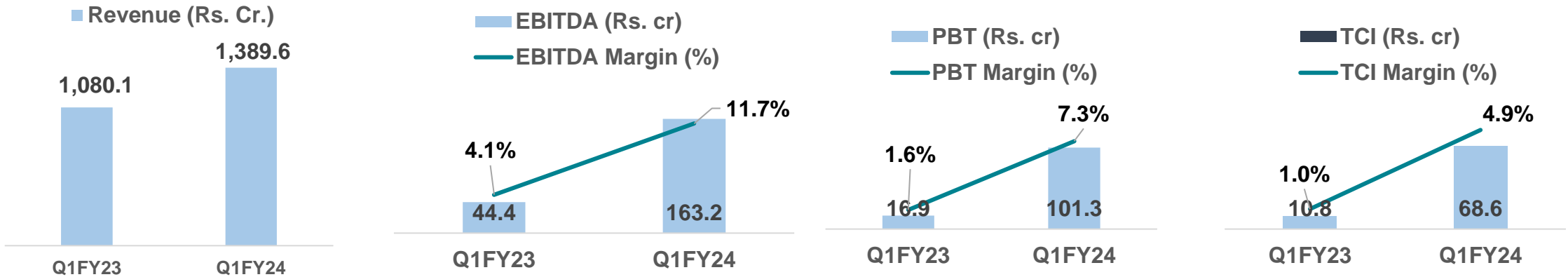
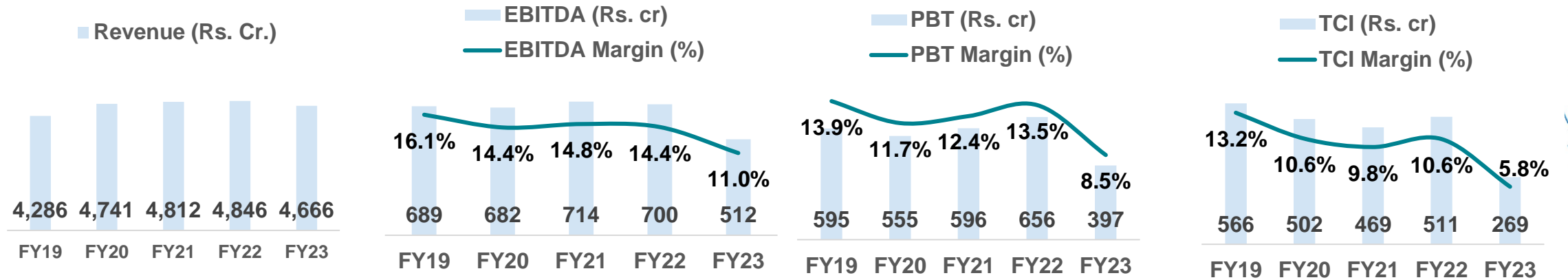
24.44% in the corresponding quarter, Q1 FY23

0.32%

% revenues from others

0.60% in the corresponding quarter, Q1 FY23

Financial Performance (standalone numbers)



Outcome: In view of the aggressive diversion of cane towards B-heavy molasses route and Syrup route resulting in sacrifice of sugar for production of Ethanol, sugar inventory is moderating which in turn is supporting the domestic sugar prices.

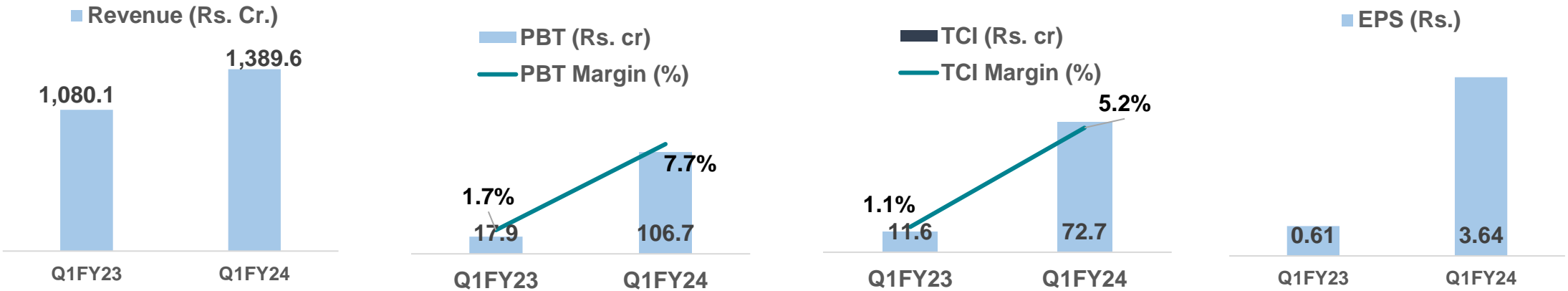
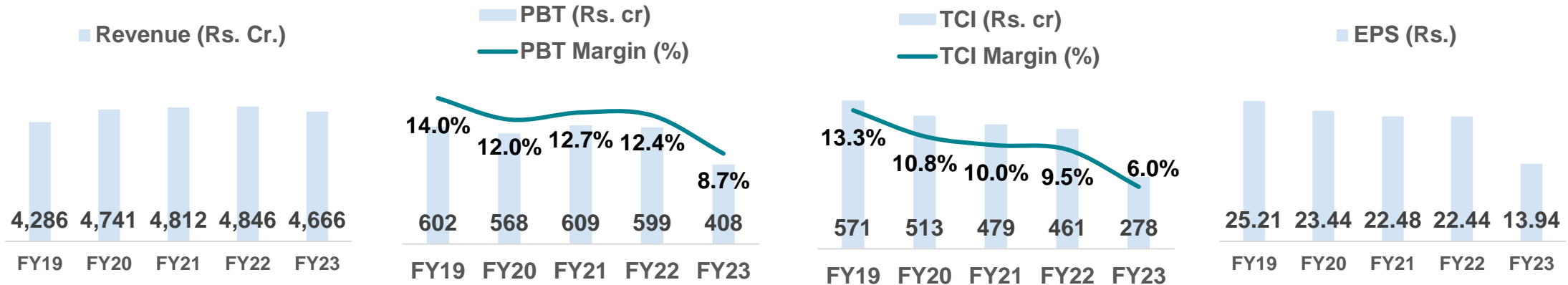
Sugar being a seasonal industry, it is recommended that the performance of the Company be evaluated on annual basis and not on quarterly basis.

Q1 performance (standalone numbers) explained



	Q1FY23 (Rs. Crs.)	Q1FY24 (Rs. Crs.)	Variance (%)	Key Reasons
Revenue from operations	1080.08	1389.62	28.7%	Higher volume in sugar & distillery segments coupled with higher realizations
Other income	14.51	12.19	-15.9%	-
Cost of materials consumed	203.04	657.12	223.6%	In line with increased cane crushing
Changes in inventories of finished goods, by-products and work-in-progress	687.32	377.07	-45.1%	-
Employee benefits expense	73.95	88.92	20.2%	Includes ESAR charge of Rs. 3.86 cr
Finance costs	13.84	33.53	142.2%	Higher interest rates & Deployment of internal accruals into project resulting in higher working capital deployment to fund operations
Depreciation and amortization expense	28.22	40.57	43.8%	Impact of capex
Other expenses	71.35	103.33	44.8%	Higher sugarcane crushing leading to increase in variable expenses & higher despatches leading to increased freight charges for FOR contracts.
Tax expense	5.25	31.94	508.4%	-
Other comprehensive income	(0.80)	(0.77)	-3.8%	-

Consolidated Financial Performance



Note:

- Consolidated results of the Company for the period ended 30th June 2023 includes results of Associate of the Company viz. Auxilo Finserve Pvt. Ltd.
- Company's share in Auxilo Finserve Pvt. Ltd. as on 30th June 2023 stands at 43.93%.



➤ PART TWO

The performance of our principal businesses

Business Overview - Sugar



70.32%

% of Company's
revenues,
Q1 FY24

1116.08

Rs. cr. revenues
in Q1 FY24

914.37

Rs. cr. revenues
in Q1 FY23

22.06% increase in revenues

Policy intervention from Government

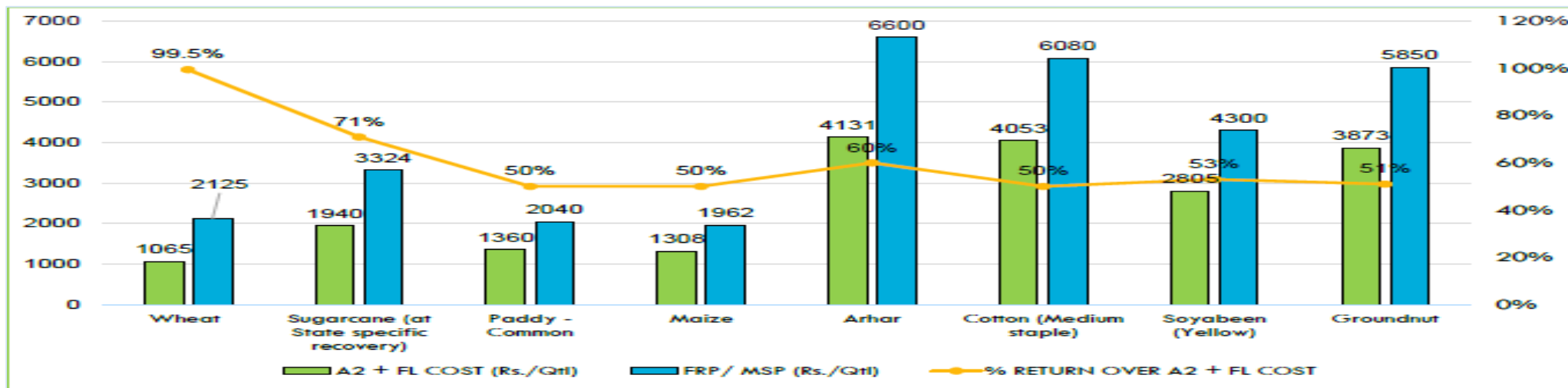


- **FRP:** Fair & Remunerative Price (FRP) of sugarcane for the sugar season 2023-24 has been revised to ₹315 per quintal from ₹305 per quintal in the previous season (linked to a basic recovery of 10.25%).
- **SAP:** State Advised Price (SAP) of sugarcane **for the sugar season 2022-23 remained unchanged.** In sugar season 2021-22 the state of Uttar Pradesh increased the SAP by Rs. 25 to Rs. 350 per quintal for early variety of cane, revised after a period of 4 years. **SAP of sugarcane for the sugar season 2023-24 is yet to be announced.**
- **MSP:** Minimum Selling Price (MSP) of sugar was first fixed at Rs. 29 per kg in June 2018 and later increased to Rs. 31 per kg in February 2019. MSP is the ex-factory price (excluding GST and transportation charges) below which no mill can sell sugar in India. **However, the prevailing market price of sugar is much above the MSP.**
- **Stock Holding:** Along with MSP, stock holding limits on mills regulates the supply of sugar in domestic market which in turn provides stability to the domestic prices.
- **Export:** Export of sugar continues to attract zero customs duty. **Export quota for sugar season 2022-23 announced for 6.35 million metric tonnes.**
- **Import:** A higher customs duty continues on import of sugar.
- **Soft Loans:** Soft loans through banks for encouraging new distillery capacities or the augmentation of existing capacities, which facilitate higher ethanol production and reduces surplus sugar by diversion through B-heavy molasses and cane juice/sugar syrup to ethanol.
- **Taxes:** A lower GST of 5% on ethanol.

The above interventions by both the Central Government and the State Government reflects a clear shift in the mind-set of policy makers which augurs well for the industry

Still some measures need to be taken to enable the industry to become self-sufficient viz. increase in MSP and revision in Ethanol prices for syrup/juice route to attract new juice/syrup based capacities.

Economics of Sugarcane vs Other Crops



Crops	Relative Gross Returns over A2+FL cost with respect to sugarcane		
	2020-21	2021-22	2022-23
Sugarcane	100	100	100
Cotton + Wheat	50	45	53
Paddy + Wheat	47	51	49
Paddy + Paddy	31	39	35
Soybean + Wheat	37	34	39
Soybean + Gram	28	20	24

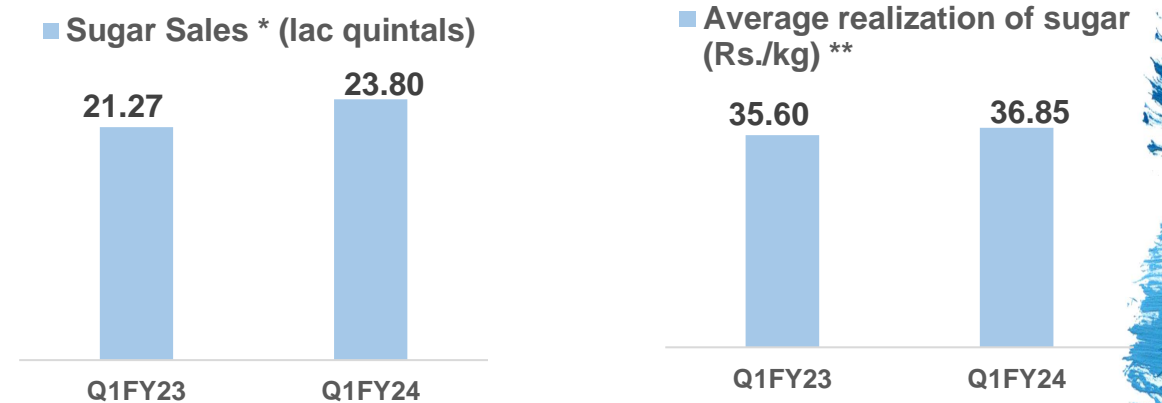
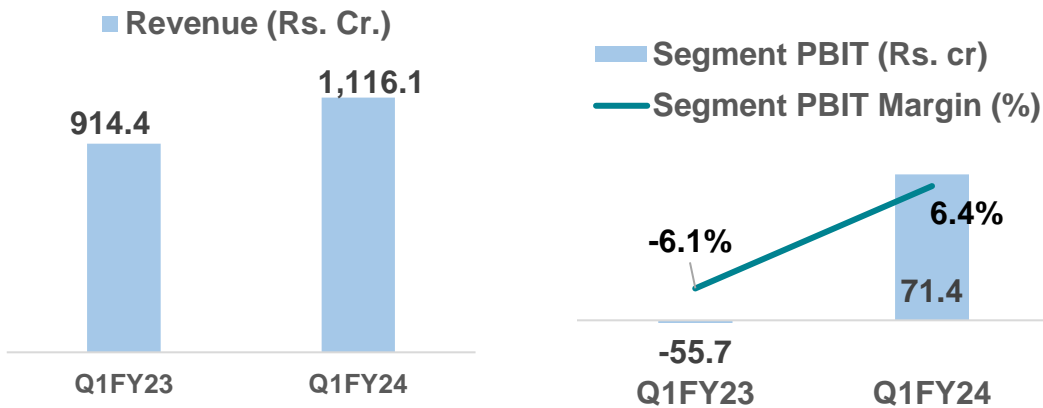
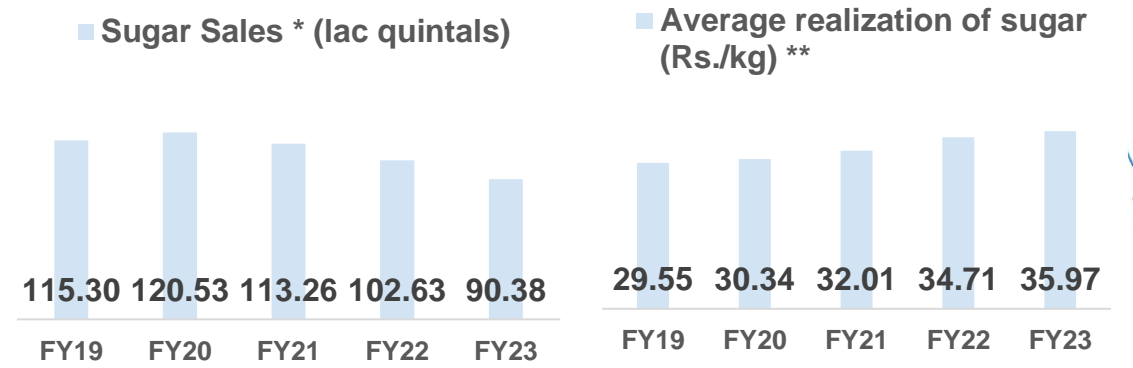
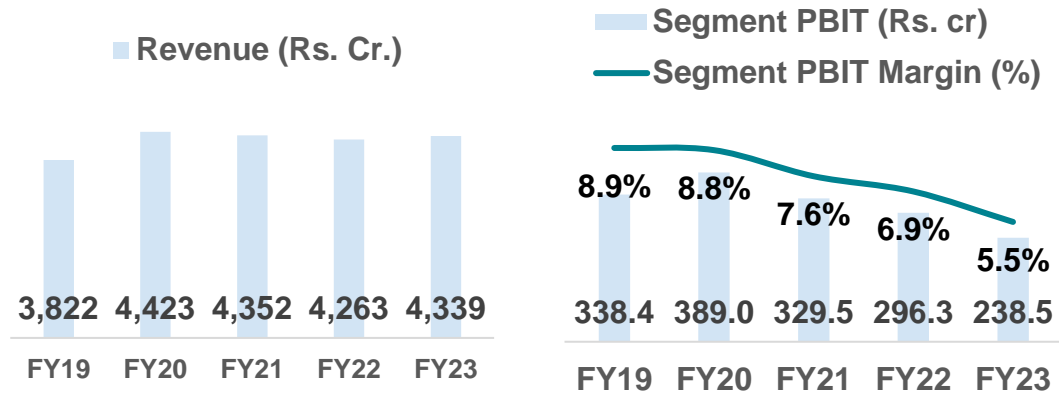
Source: CACP Report

In addition to being the remunerative crop sugarcane has the advantage of being a sturdy crop, has an assured buyer, gets the assured price and does not have any middleman between farmers and mills

The cost of production of sugarcane for the sugar season 2023-24 is estimated to be Rs.157/qtl. FRP of Rs.315/qtl. at a recovery rate of 10.25% is higher by 100.6% over production cost. The FRP for sugar season 2023-24 is 3.28% higher than current sugar season 2022-23.

Returns from sugarcane continues to be very high as compared to other crops

Business Overview - Sugar



- **11.9%** increase in sugar sales volume in Q1 FY24 (compared with Q1 FY23)
- **3.5%** increase in sugar realizations in Q1 FY24 (compared with Q1 FY23)
- **Bottomline:** higher domestic sugar volume and realizations

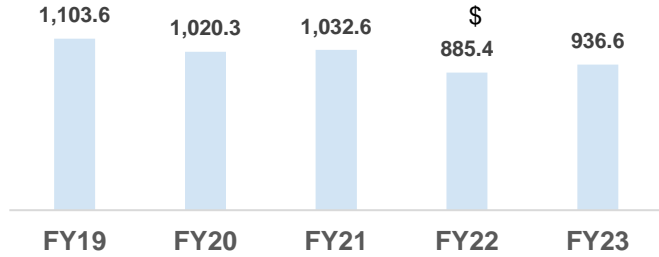
* Includes export sales

** Excluding Government assistance on exports

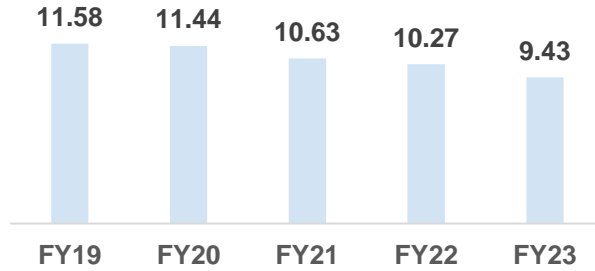
Business Overview – Sugar – Operational numbers



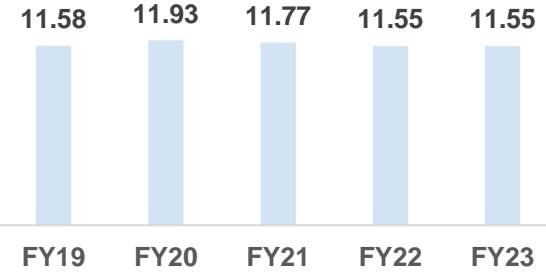
■ Sugarcane crushed (lac quintals)



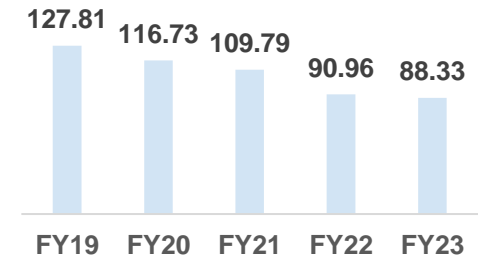
■ Sugar Recovery (%) *



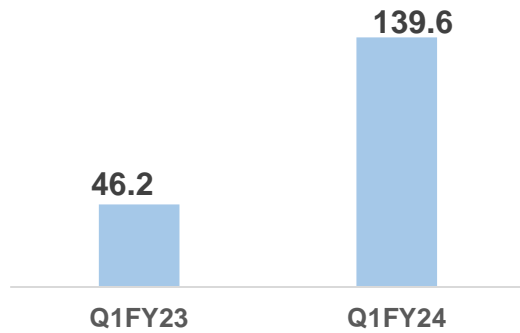
■ Sugar Recovery Pre-sacrifice (%)



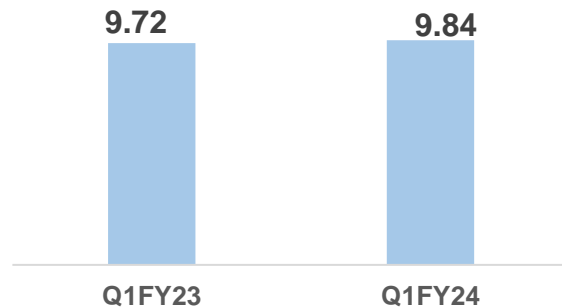
■ Sugar Production (lac quintals)



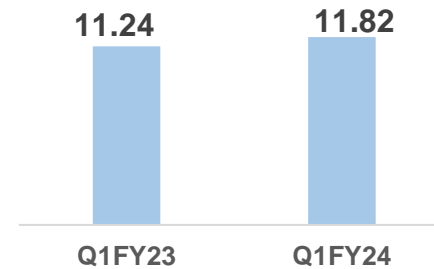
■ Sugarcane crushed (lac quintals)



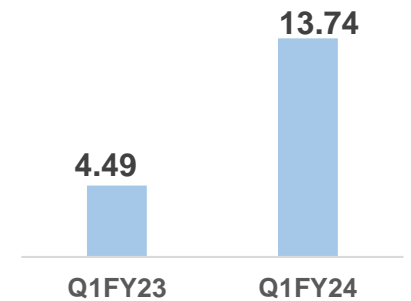
■ Sugar Recovery (%) *



■ Sugar Recovery Pre-sacrifice (%)



■ Sugar Production (lac quintals)



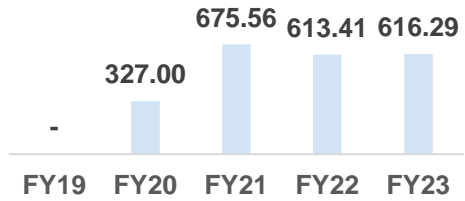
\$ Lower cane availability owing to weather conditions / pest attack on crop

* Net of diversion towards Syrup & B-heavy route

Business Overview – Sugar – Operational numbers (contd.)



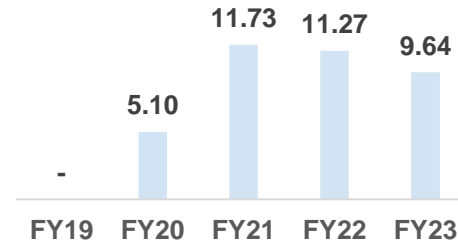
■ Sugarcane diverted towards B-heavy route (lac quintals)



■ Sugarcane diverted towards Syrup route (lac quintals)



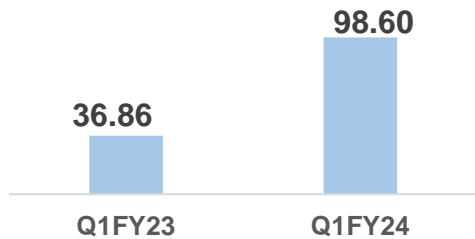
■ Sugar sacrifice under B-heavy route (lac quintals)



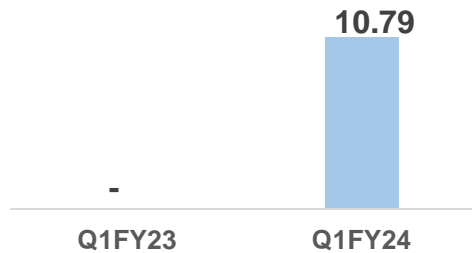
■ Sugar sacrifice under Syrup route (lac quintals)



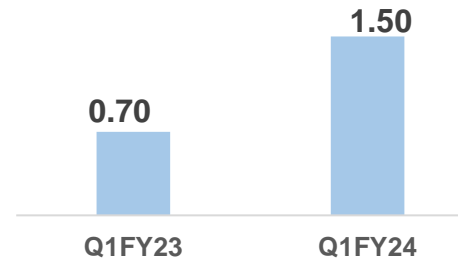
■ Sugarcane diverted towards B-heavy route (lac quintals)



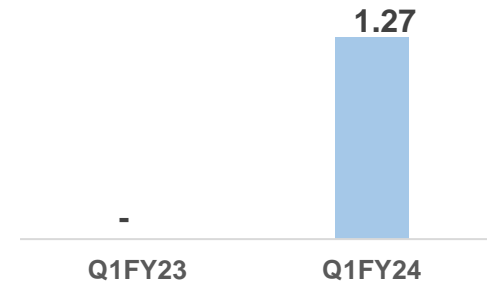
■ Sugarcane diverted towards Syrup route (lac quintals)



■ Sugar sacrifice under B-heavy route (lac quintals)

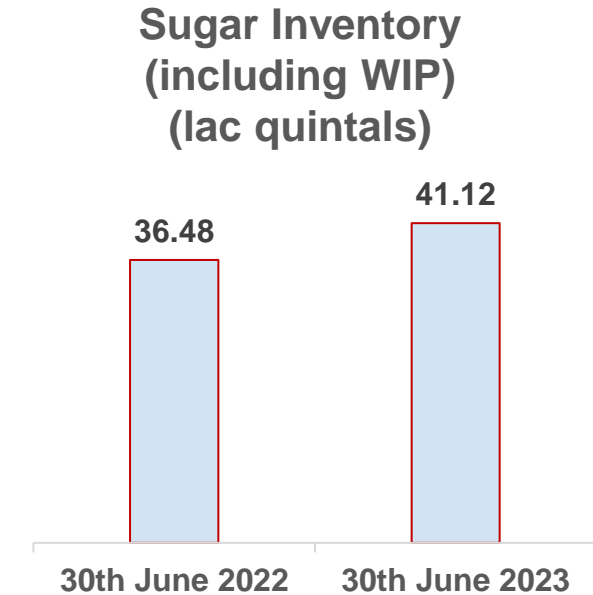
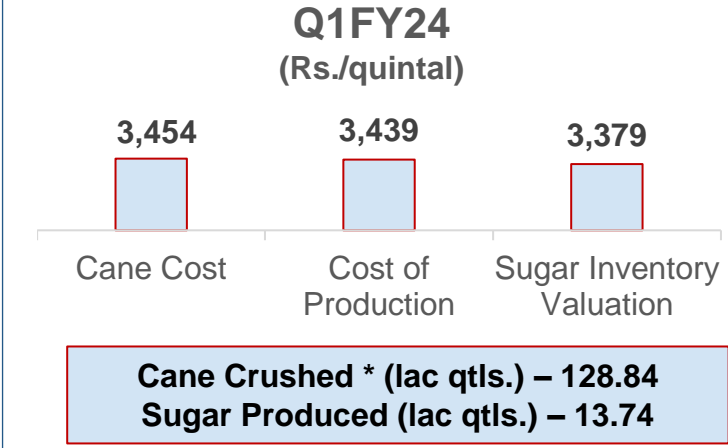
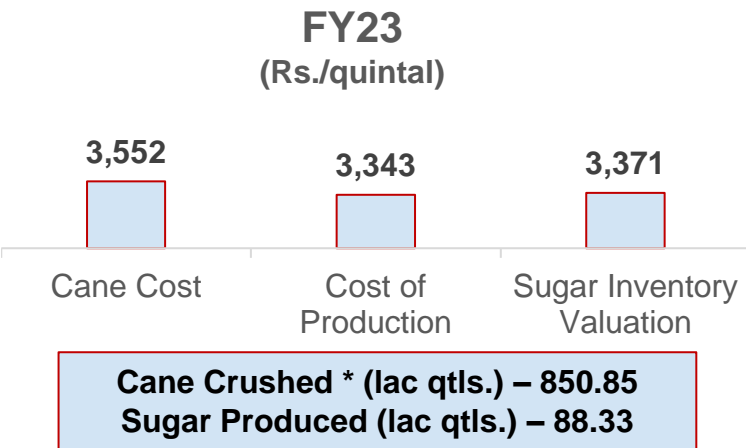
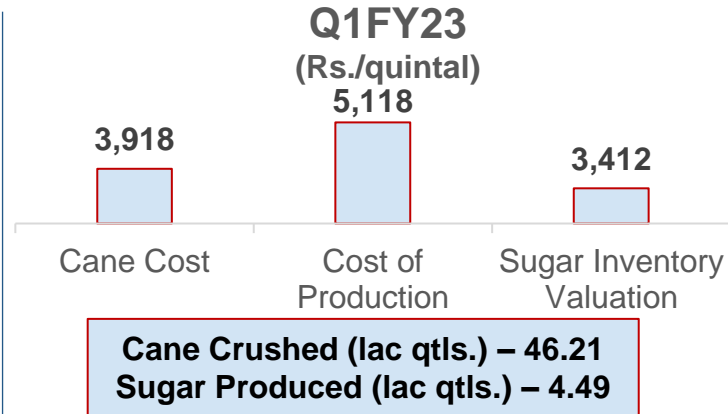
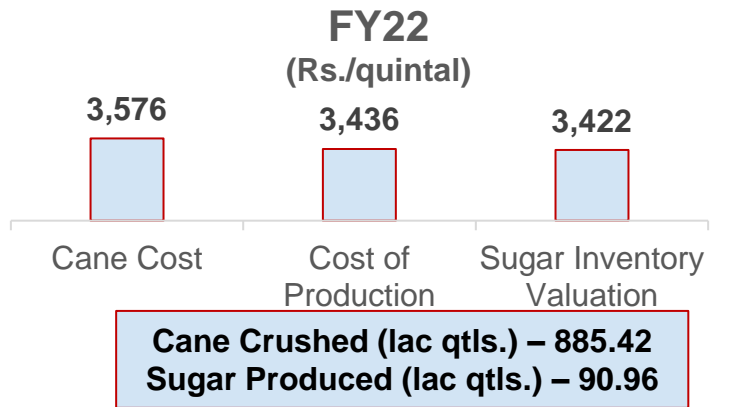


■ Sugar sacrifice under Syrup route (lac quintals)





Movement in Sugar Costs, Inventory & Valuation



Note:

- ❖ *Cost of production (including cane cost) is net of credit for bagasse, molasses, syrup and pressmud*
- ❖ *Sugar inventory being valued at lower of net realizable value (NRV) or cumulative year to date costing*

* Cost of production as calculated above is excluding the cane crush under sugar syrup route:

FY23 - 85.79 lac qtls
Q1FY24 – 10.79 lac qtls.

This is the outlook of sugar business

- Expectation of better cane availability in next season for the Company
- Improvement in varietal balance which may lead to enhanced sugar recoveries
- With moderation of inventory, domestic sugar realization to improve
- Company has embarked on expansion of crushing capacity at one of its plant by 2000 TCD which will commence operations by November 2023.



Business overview: Distillery



Distillery revenues

465.98

Rs. cr. Q1FY 24

298.10

Rs. cr. Q1FY 23

56.32% higher revenues

Distillery PBIT

84.59

Rs. cr. Q1FY 24

98.43

Rs. cr. Q1FY 23

14.06% lower PBIT

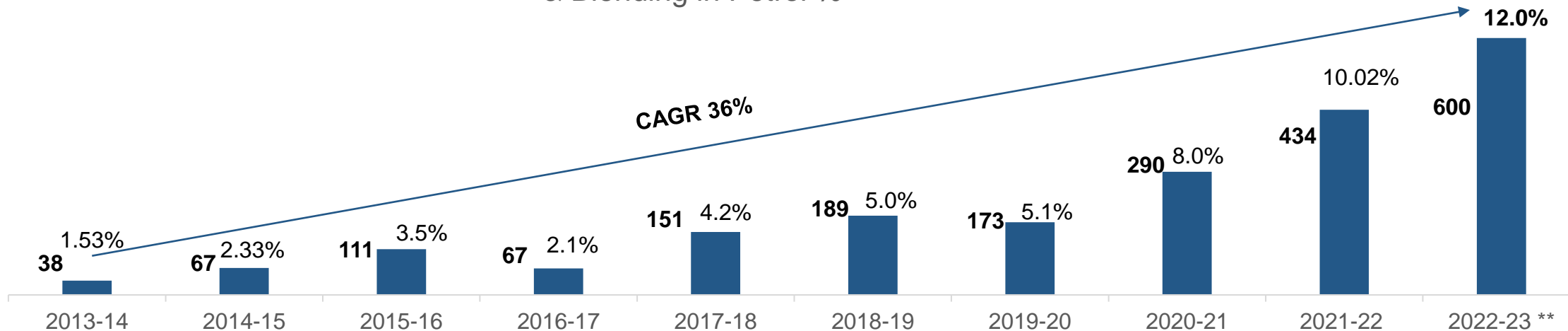
29.36

% of revenues
Q1 FY24

Trend in Ethanol Supply fulfilling the domestic demand



Ethanol Procurement by OMC's (in crore litres)
& Blending in Petrol %



**** OMC have finalized tenders for 564.45 crore litres out of which 560.20 crore litres has been contracted and 377.93 crore litres has been delivered till 23rd July 2023 resulting in Pan India Ethanol blending of 11.77%. Targeted blending for 2022-23 is 12.0%**

Price fixed by Government (Rs./BL)	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23*/
C-route Ethanol	39.00	40.85	43.46	43.75	45.69	46.66	49.41
B-route Ethanol	-	-	52.43	54.27	57.61	59.08	60.73
Juice-/Syrup route Ethanol	-	-	59.19	59.48	62.65	63.45	65.61

***/ Prices for 2022-23 are effective from December 2022 and are valid till 31st October 2023**

E20 fuel at ~1400 retail outlets has been launched to fast track the 20% blending percentage.

Why sugarcane juice is the most efficient way to produce Ethanol as compared to other feed-stocks



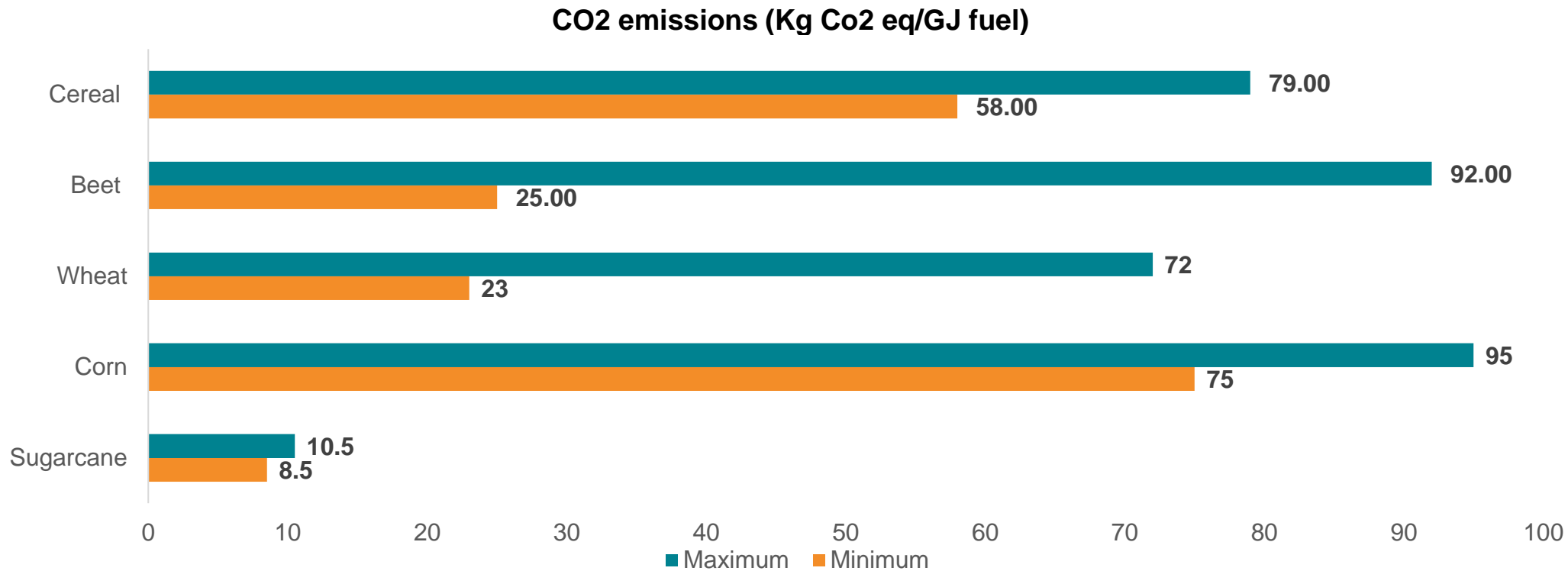
Feed-stock	Yield/Hect (MT)	Quantity of Ethanol (Ltr.) per MT of Feed-stock	Total quantity of Ethanol (Ltr.) per Hect. Of Feed-stock	Total Ethanol (Ltr.) production in 1 year
Sugarcane	80	70	5600	5600 (only 1 crop)
Rice	4	450	1800	3600 (considering 2 crops)
Maize	4	380	1520	3040 (considering 2 crops)
				3320 (considering rice + maize crop cycle)
US Corn (GMO)	10	380-435	3800-4350	3800-4350 (only 1 crop)

The most efficient way to produce Ethanol is from Sugarcane Juice

- *Better use of earth's resources*
- *Fastest way to reach 20% blending and even go beyond*
- *Reduce import bill*
- *Go green and reduce our carbon footprint*
- *Will assist in faster payment to farmers*

- Productivity of Ethanol from sugarcane juice/syrup is higher as compared to other feed-stocks
- Returns to farmers is one of the highest as compared to other crops
- Use of resources "land" as compared to other crops is not much

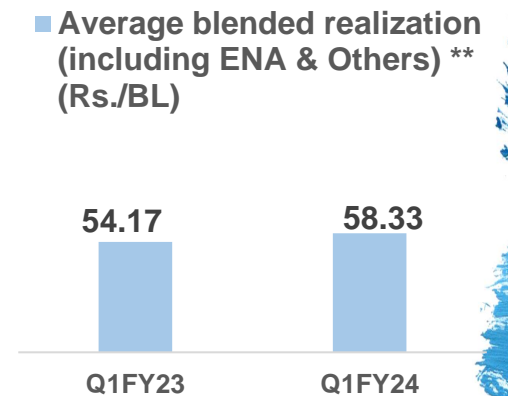
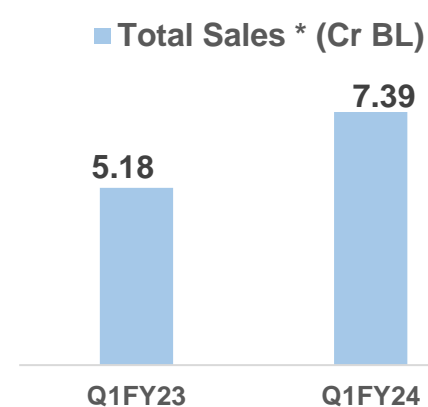
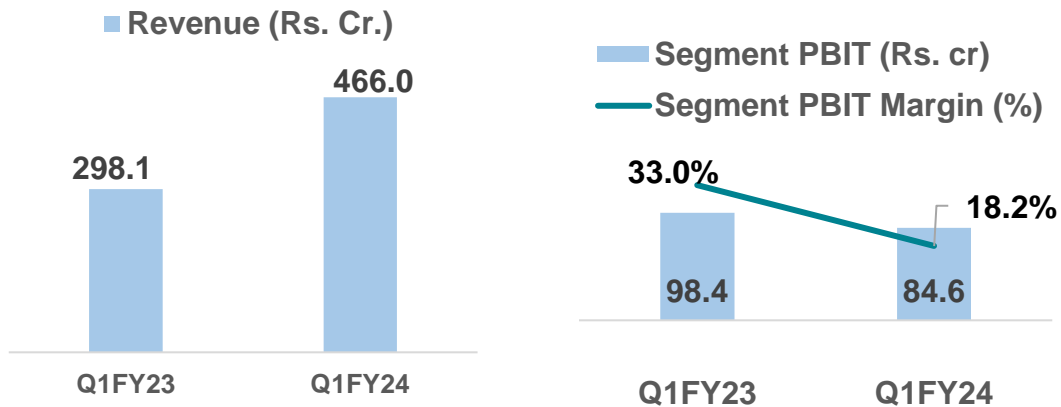
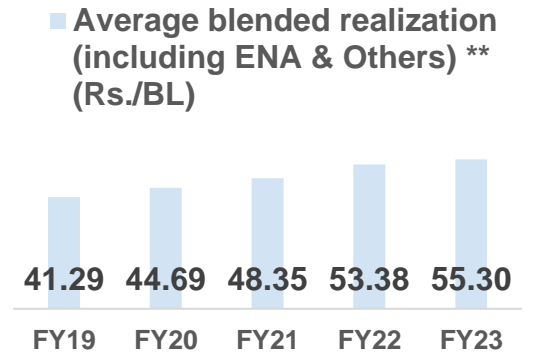
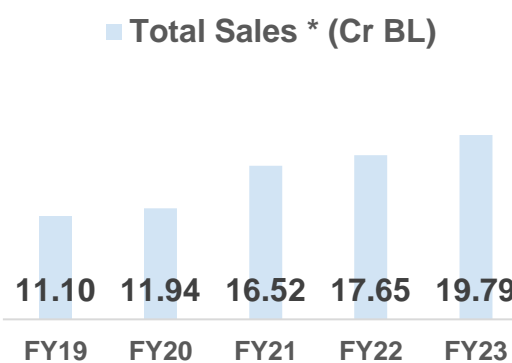
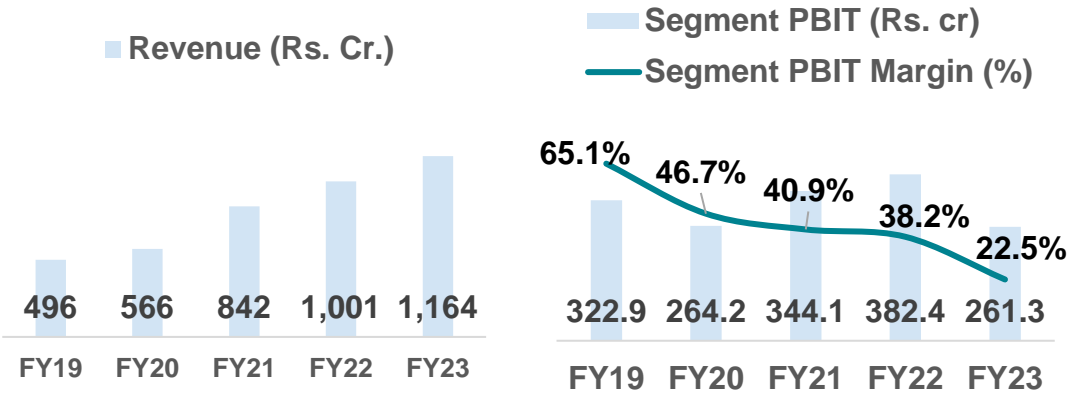
Greenhouse emissions from ethanol produced from various feed-stock



The Greenhouse gas emissions from Ethanol produced from various feed-stocks shows that ethanol produced from sugarcane produces far less greenhouse gasses as compared to other feed-stocks.

Source: Harro (von Blottnitz) and Mary Ann Curran. *A Review of Assessments Conducted on Bio-Ethanol as a Transportation Fuel from a Net Energy, Greenhouse Gas, and Environmental Life Cycle Perspective*

Business Overview - Distillery

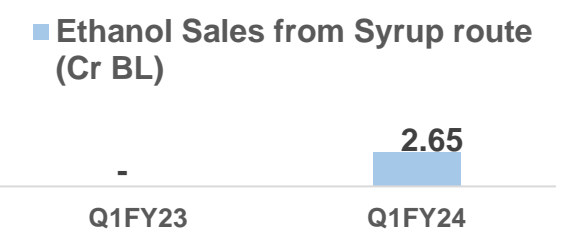
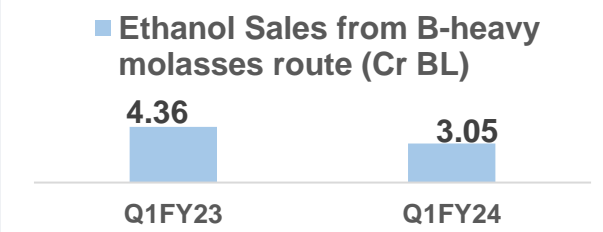
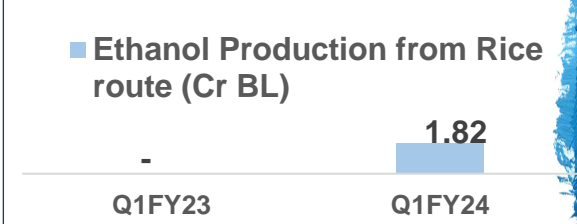
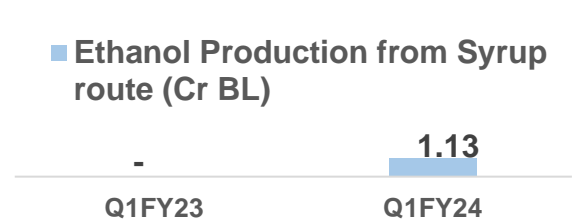
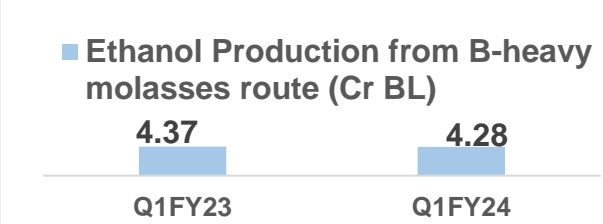
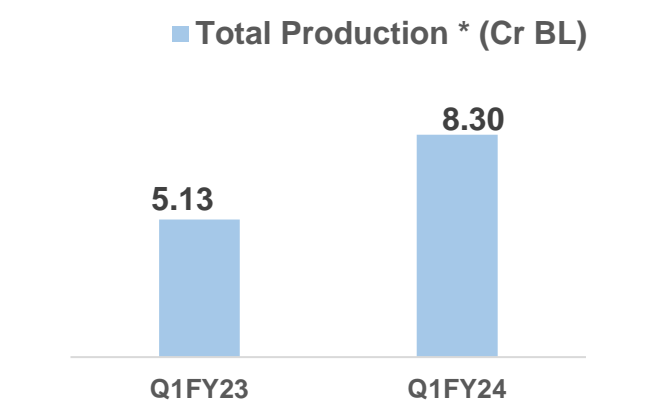
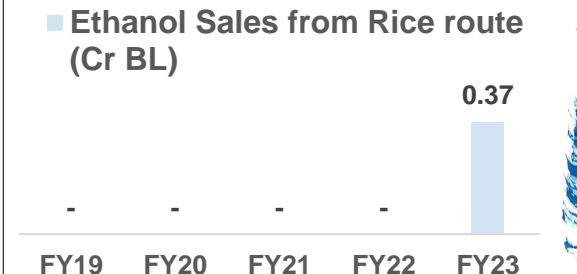
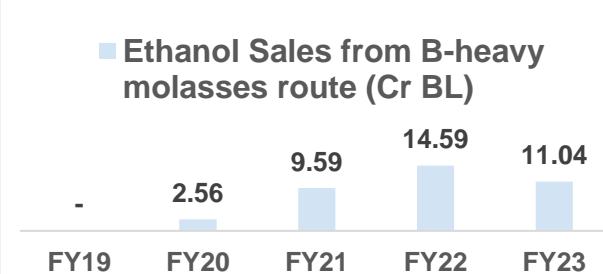
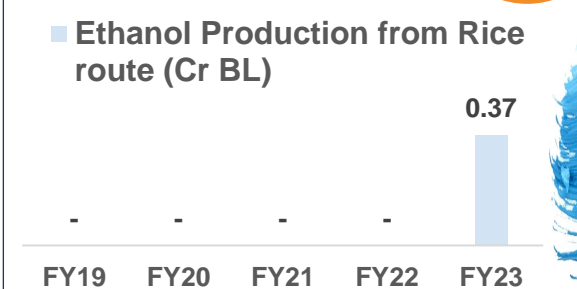
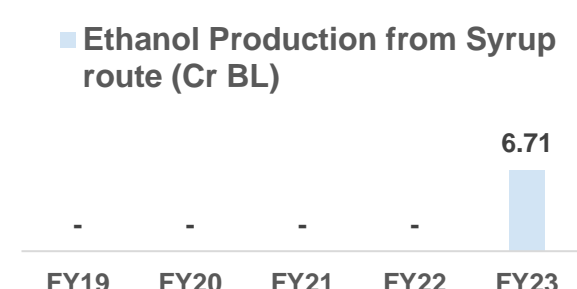
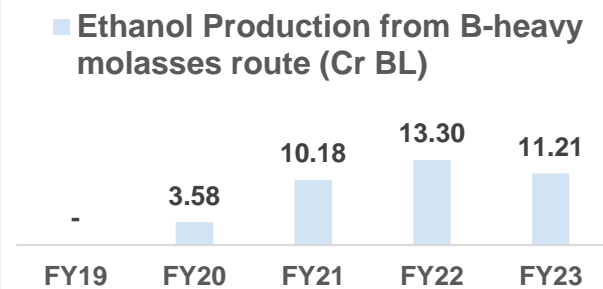
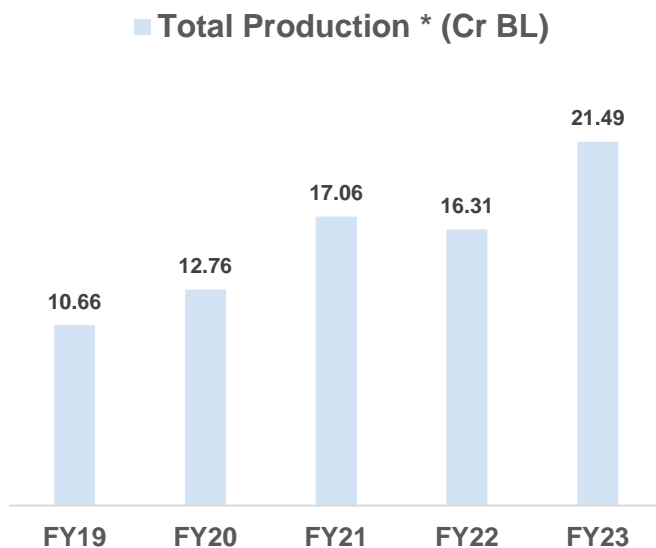


- **42.5%** increase in distillery sales volume in Q1 FY24 (compared with Q1 FY23)
- **7.7%** increase in blended distillery realizations in Q1 FY24 (compared with Q1 FY23)
- **Bottomline:** Higher volumes and realizations. Lower margins owing to higher transfer pricing of feed-stock.

* Includes ENA & other products

** Does not include relief amount / freight from sales

Business Overview – Distillery – Operational numbers

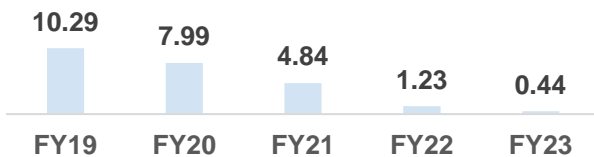


* Includes ENA & other products

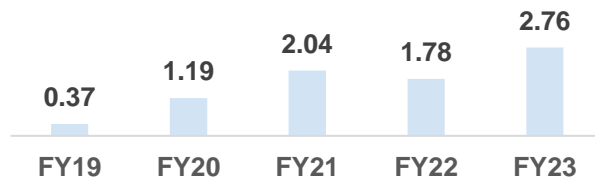
Business Overview – Distillery – Operational numbers (contd.)



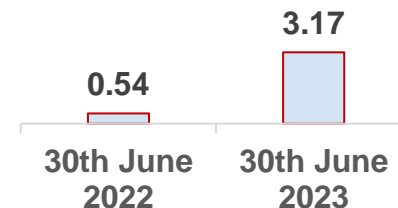
Ethanol Production from C-heavy molasses route (Cr BL)



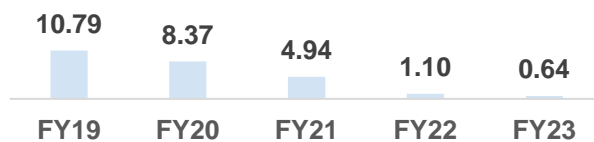
ENA & Other Products Production (Cr BL)



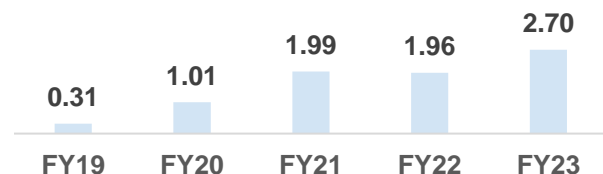
Stock of Alcohol (Cr BL)



Ethanol Sales from C-heavy molasses route (Cr BL)



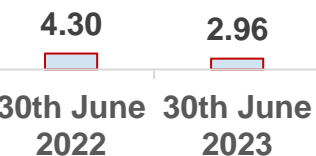
ENA & Other Products Sales (Cr BL)



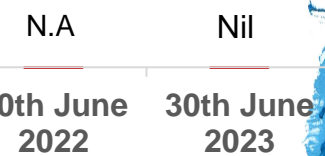
Stock of B-heavy molasses (lac quintal)



Stock of C-heavy molasses (lac quintal)



Stock of Syrup (lac quintal)



Ethanol Production from C-heavy molasses route (Cr BL)



ENA & Other Products Production (Cr BL)



Ethanol Sales from C-heavy molasses route (Cr BL)



ENA & Other Products Sales (Cr BL)



Transfer Price:	FY20	FY21	FY22	FY23	Q1FY23	Q1FY24
B-heavy molasses (Rs./quintal)	700	700	1030 <i>w.e.f Oct-21</i>	1090 <i>w.e.f Dec-22</i>	1030	1090
Syrup (Rs./quintal)	N.A.	N.A.	N.A.	1709	N.A.	1616

This is the outlook of distillery business

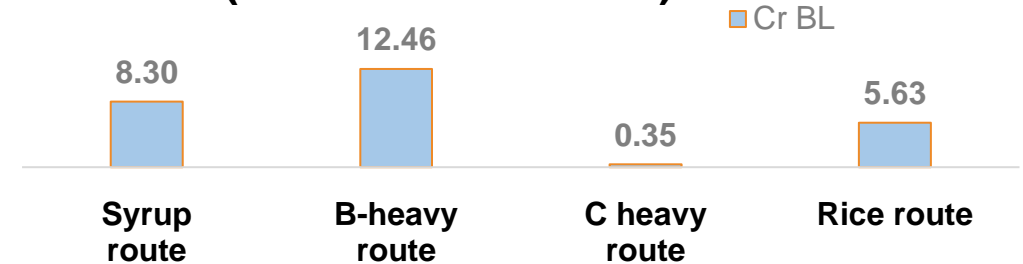


- Profitable foundation for sustainable growth
- Ethanol business to have higher contribution to top-line
- Ethanol prices under the EBP Programme for ESY 2022-23 are as under:

Period	C-route	B-route	Syrup	Damaged Grains	Surplus Rice
Dec 22 - (ESY 2022- Oct 23 23)	49.41	60.73	65.61	55.54	58.50
Dec 21 - (ESY 2021- Nov 22 22)	47.84	60.57	65.05	55.26	58.31
(including incentive w.e.f. 1st June,22)	(1.18)	(1.49)	(1.60)	(2.34)	(1.44)
% change (in ESY 2022-23 w.r.t. ESY 2021-22)	5.89%	2.79%	3.40%	4.95%	2.87%

- Ethanol prices under C-route, B-route and sugarcane syrup/juice are announced by the Central Government based on a formula, which factors in FRP of sugarcane and cost of production of sugar.
- Ethanol prices under damaged grains and surplus rice are announced by Oil Marketing Companies.
- **Ethanol prices are delinked from crude or petrol prices.**

Ethanol supply contract for ESY 2022-23 (Total – 26.74 cr BL)

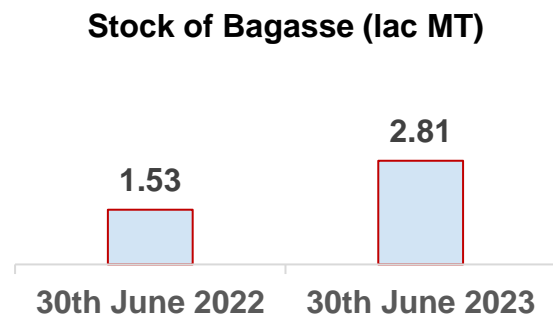
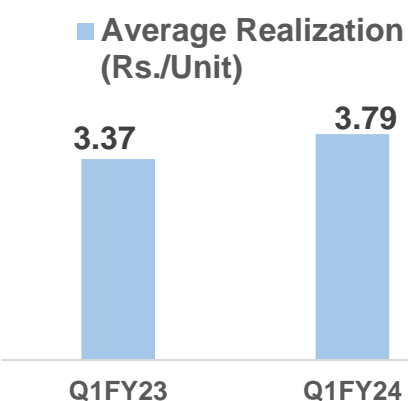
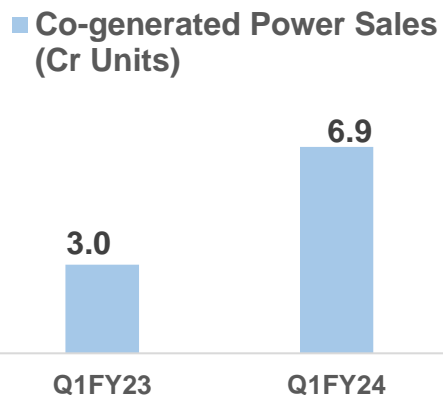
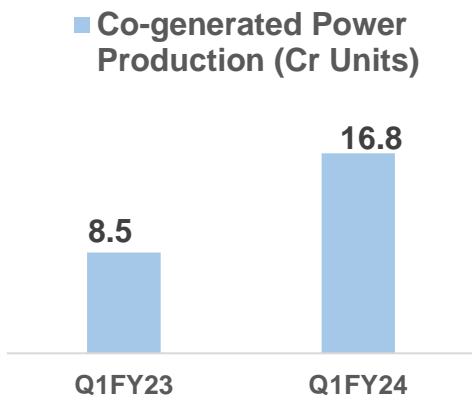
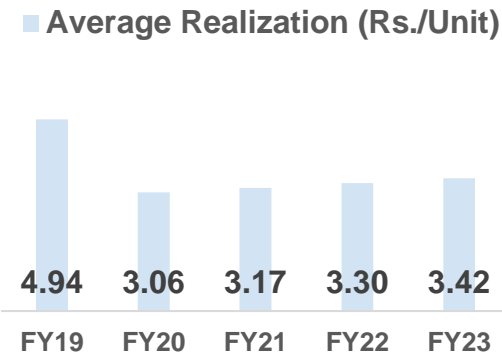
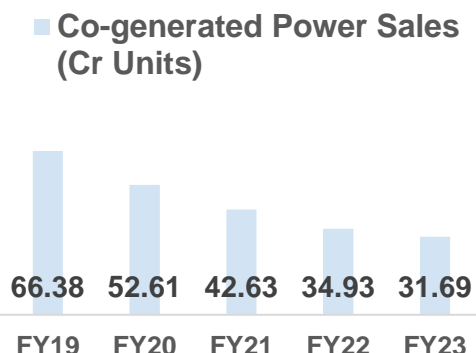
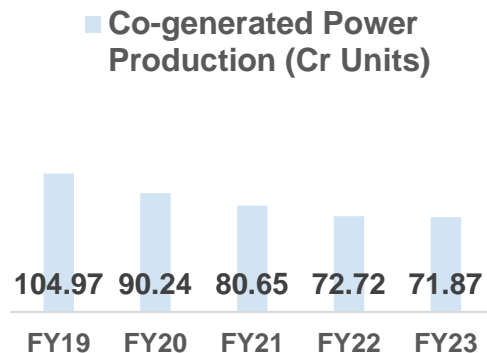


Supply can be lower than the quantity contracted owing to sudden stoppage in supply of rice from FCI

The prices of Broken Rice has risen sharply over past few months

We feel that the rise in prices of open market rice and availability of rice from FCI will be addressed shortly.

Business Overview – Co-generation



- UPERC had reduced the tariff for power w.e.f. 1st April 2019 which resulted in lower revenue and profit. The same is being contested and presently the case is lying with Hon'ble High Court at Allahabad. Next date for hearing is yet to be fixed.
- Owing to reduced power tariff, Company has decided to operate Cogen plants for lower number of days during off-season and sell surplus bagasse.
- On expiry of PPA with UPPCL for few of the units, Company has started supplying power through open market access (around Rs. 5 per unit).



➤ PART THREE

Treasury management

Cash Flow Analysis – (standalone)



Rs. Cr

Sl. no.	Particulars	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
1	Profit before tax	595.03	554.93	596.11	655.61	396.97
2	Cash generated from / (used) in operating activities	(523.01)	849.61	649.21	694.65	452.91
3	Net cash (used) in investing activities	(159.20)	(304.71)	(81.13)	(309.38)	(858.75)
4	Net cash (used) / generated in financing activities	681.88	(545.52)	(569.12)	(385.39)	405.83
5	Cash & Cash equivalents as on the reporting date	2.12	1.49	0.45	0.32	0.31

Note:

In March 2018, sugar inventory was valued at Rs. 26.80 per kg whereas the cost of production was Rs. 31.08 per kg.

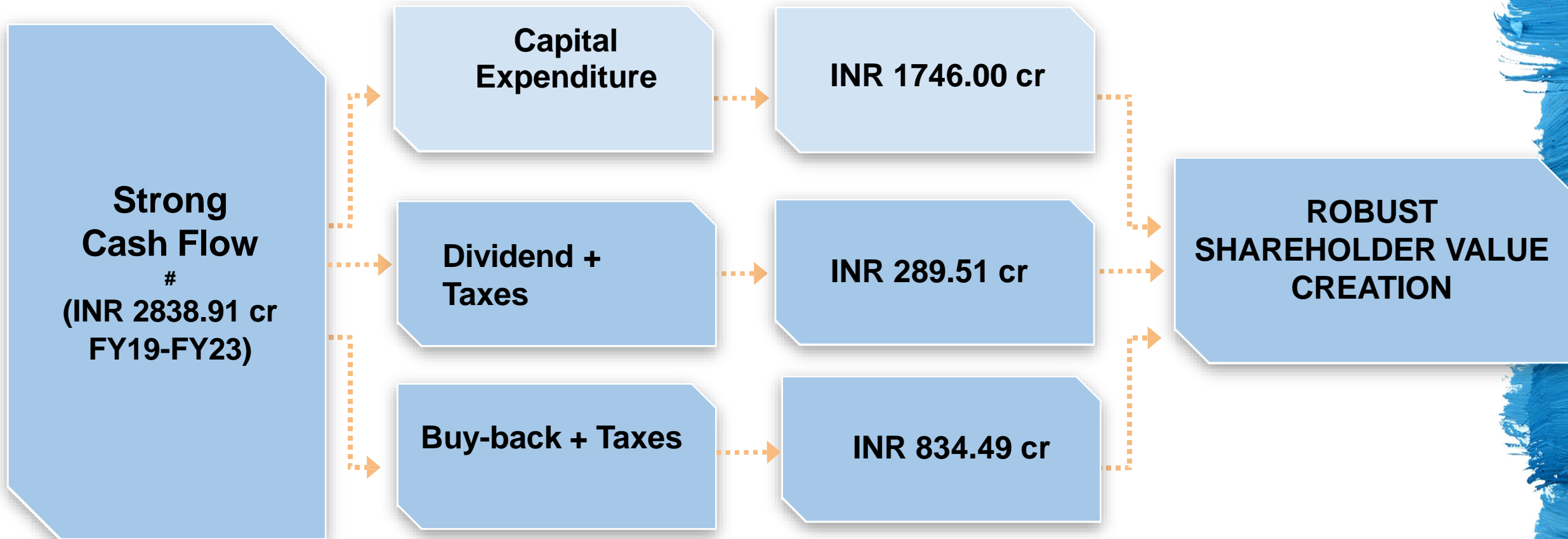
During June 2018, Central Government introduced the concept of Minimum Selling Price (MSP) of sugar.

This policy change/intervention resulted in sustainable revenues and profit while negating variations and induced cyclicity.

How we managed our cash flow



Strong cash flow funds multiple drivers of value for shareholders



PBT + Depreciation – Current Tax

Treasury management update

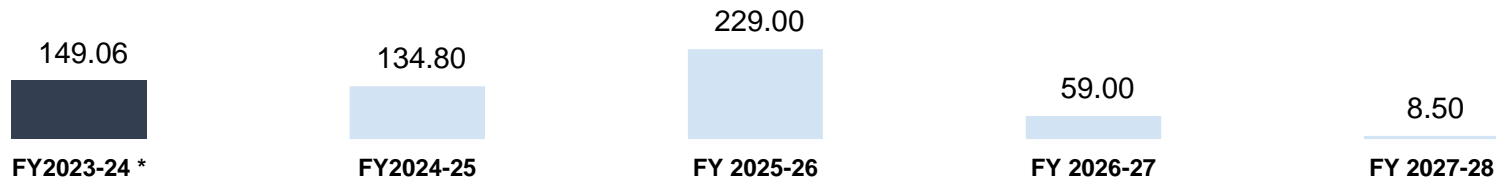


- Long-term credit rating re-affirmed at AA+ with Stable outlook and the short-term rating at A1+ by CRISIL



As of 30th June 2023, long term borrowings of the Company stands at ₹ 580.4 crores which carries average interest rate of ~5.4% (net of interest subvention).

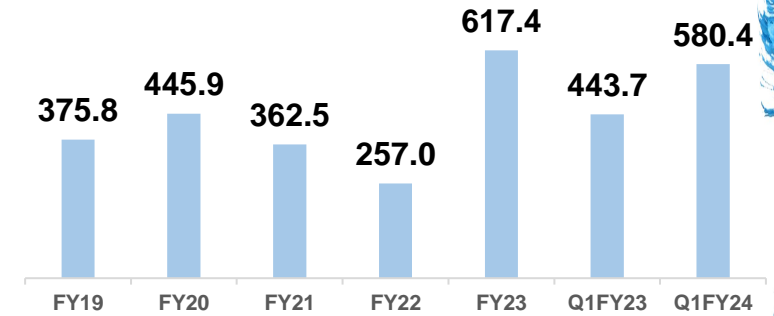
Yearly repayment schedule as per terms of sanction (₹ in crores)



* For the balance period

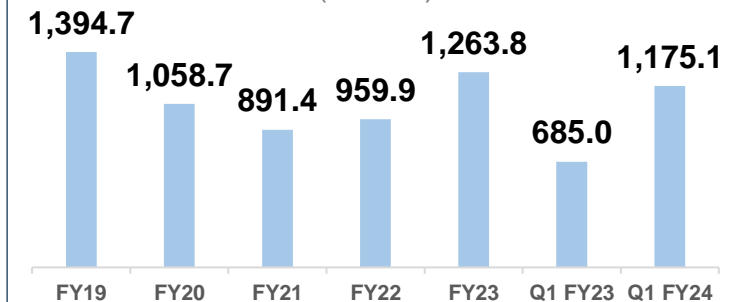
During FY2023, Company availed Long Term borrowings of Rs. 326 crores for the capex in the Distillery segment which is eligible for 50% interest subvention
In addition, Rs. 140 crores via NCD was raised to fund the capex in the sugar segment

Long Term Debt (including current maturities) (Rs. Cr.)



Borrowings increased to fund capex

Short Term Debt [excluding current maturities of long term debt] (Rs. Cr.)



Debt reduced/moderated over the years
Increase in FY22 owing to speedy cane price payments
Increase in FY23 owing to deployment of internal accruals into project



➤ PART FOUR

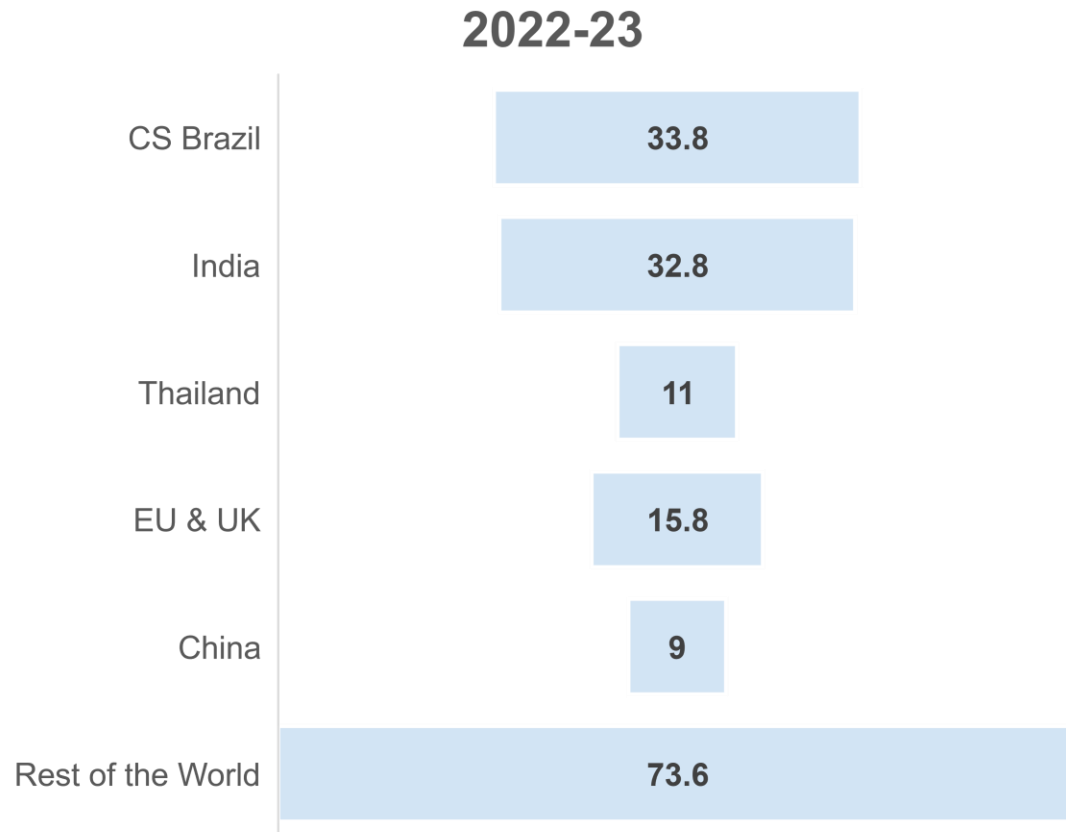
Global & Indian Sugar Sector Overview

The company's sugar prospects are influenced by trends in the global and domestic sugar markets

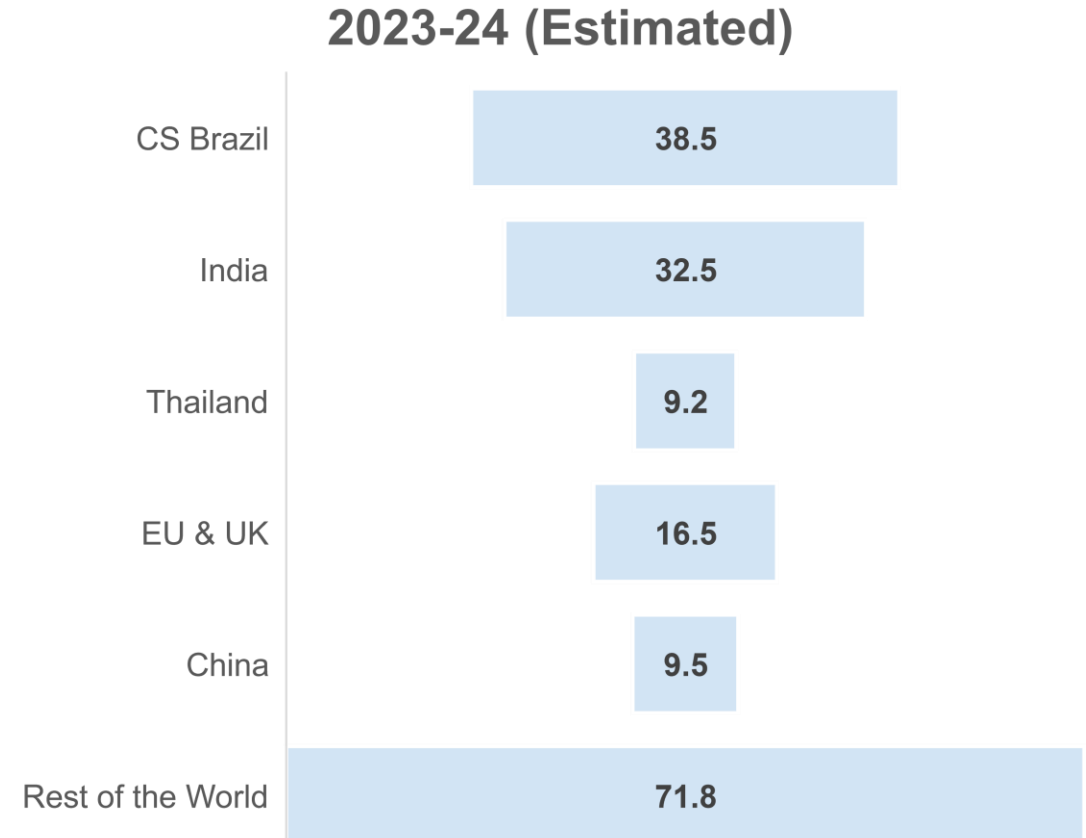
Global Sugar Production Outlook



(metric million tonnes)



Total Global production at 176.0 MMT



Total Global production estimated at 178.0 MMT

Global production is forecasted at 178 MMT with higher production in Brazil and lower production from Thailand, Russia and India.

Factors influencing global sugar industry trends



- 1 Global oil prices
- 2 Government policies catalyzing the shift between sugar to ethanol
- 3 Erratic Climatic pattern on account of a potential El Nino
- 4 Global sugar consumption

176.0

Million tonnes, global sugar production, 2022-23

178.0

Million tonnes (estimated), global sugar production, 2023-24

Global sugar Balance Sheet, 2022-23 (in million tones)

Opening	94.7
Production	176.0
Consumption	176.5
Closing	94.2

Global sugar Balance Sheet, 2023-24 (Estimated) (in million tonnes)

Opening	94.2
Production	178.0
Consumption	179.0
Closing	93.2

Conclusions

Stable global sugar inventory

Possibility of firm sugar realizations

Attractive export from India

Weather / Acreage

- Favorable weather and increased area are expected to result in additional sugarcane available for crushing for Brazil

Production Outlook (23-24):

- Brazil production expected to go up to ~38.5 million tonnes
- Flat production estimated from India and big downgrade in Thailand on account of weather impact

Global Consumption Outlook:

- Increase in consumption will help check the inventory.

Global Price Outlook:

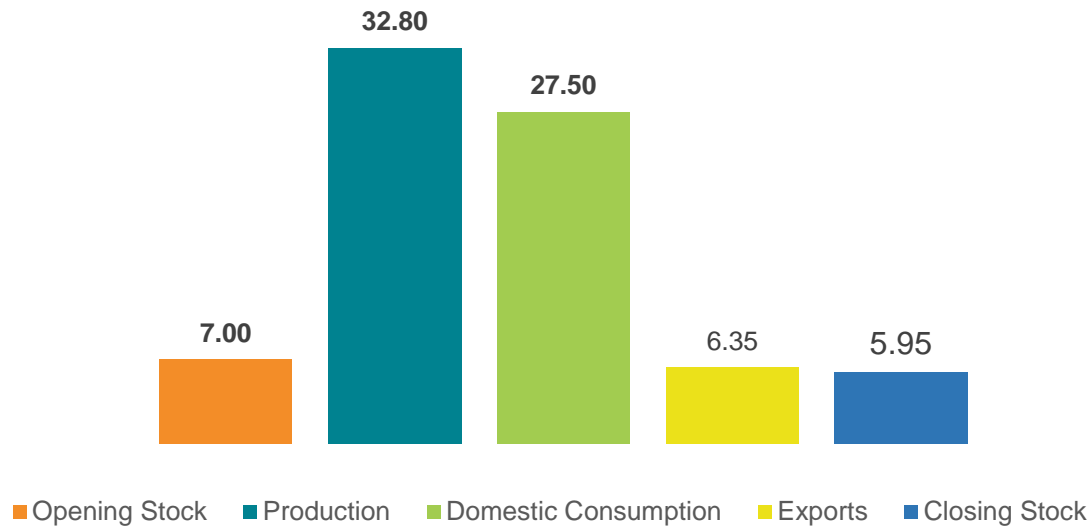
- The global Raw Sugar (Mar-24 contract) price traded in the range of ~22-26 c/lb during Q1FY24 quarter .
- NY11 raw sugar price is expected to remain strong with upward bias.
- Brazilian currency value to play an important role on the prices.

Domestic Sugar Balance Sheet

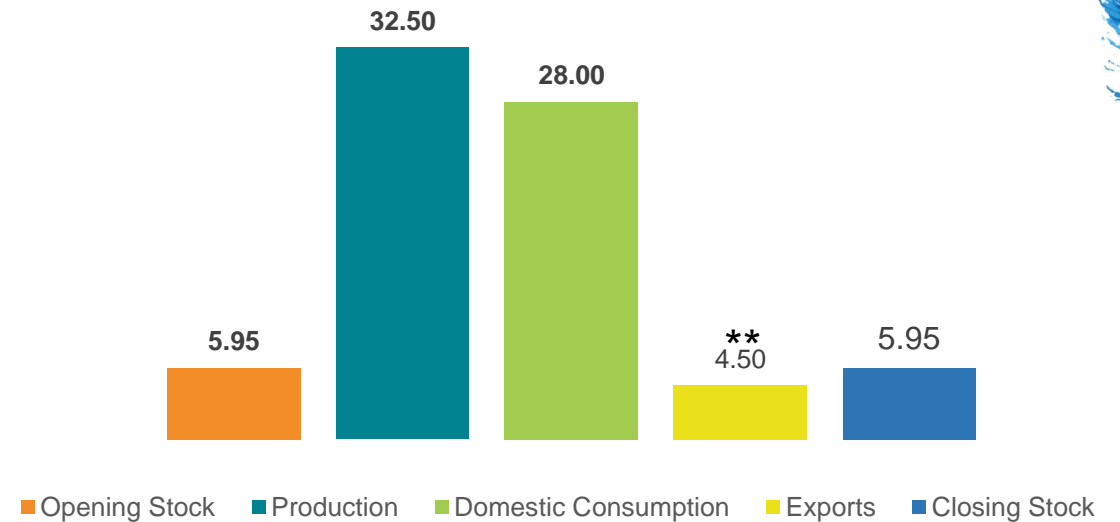


(metric million tonnes)

Sugar Season 2022-23



Sugar Season 2023-24 (Estimated)



** required to maintain the inventory level



Managed demand/supply, robust ethanol blending policies, robust exports.

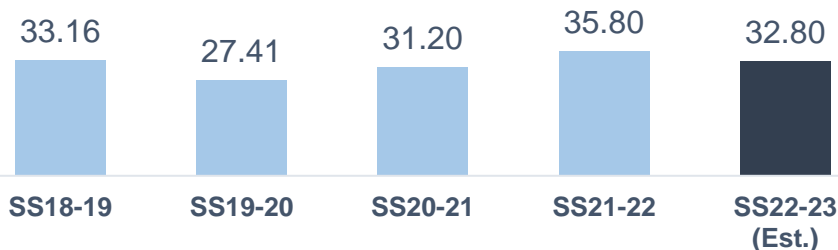
Moderating the sugar inventory and supporting the domestic sugar prices

India's sugar inventory is moderating

India: Has emerged as one of world's Largest Sugar Producing Country



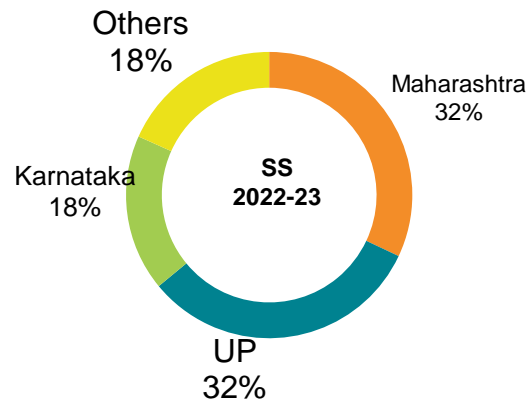
India's Sugar Production (MMT)
(Net of sugar sacrifice)



Sugar Sacrifice through B-heavy/Juice/Syrup route

-	0.8	2.0	3.5	3.9
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State-Wise Sugar Production



India's Sugar Export (MMT)



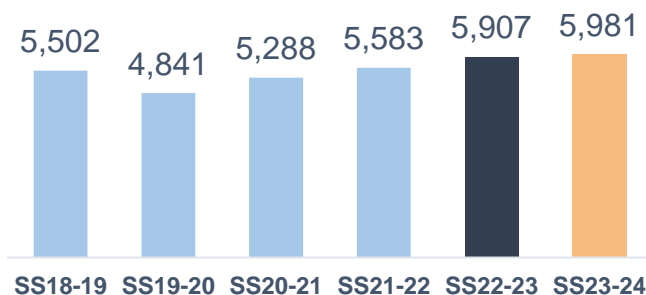
Financial Assistance (Rs./kg)

8.3	10.48	6.0*/	Nil	Nil
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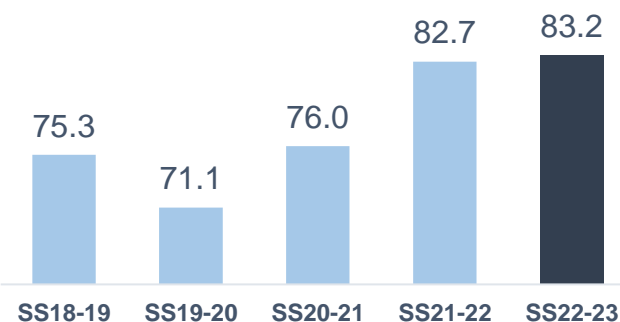
*/ revised to Rs. 4/kg w.e.f. 20.05.2021

- Sugarcane farming in India is among the largest agro-based sector, employing over 5 crore sugarcane growers and over 5 lakh workers.
- The country has a potential to export sugar to several countries.

Sugarcane Acreage (000' Hectare)



Sugarcane Yield per Hectare (tonnes)

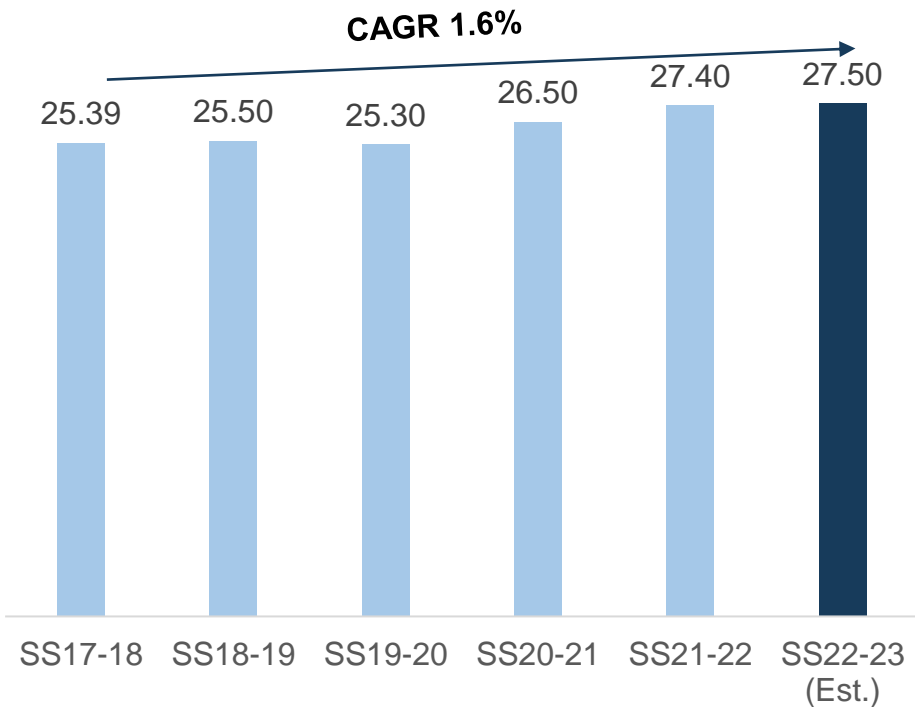


% of cane diverted : for Gur, Khandsari & Others .	SS18-19	SS19-20	SS 20-21	SS 21-22	SS 22-23
	24.7%	26.4%	25.0%	22.8%	23.1%

India: World's Largest Sugar Consumer



India's Sugar Consumption (MMT)



Steady & sustainable demand opportunity:

Sugar consumption in India is expected to grow. Key demand drivers include GDP growth, rising disposable income, increasing demand for processed foods through modern retail, etc.

India's Sugar Consumption

Direct Households 35%

Bulk B2B Consumers 65%



Per capita consumption in India is at ~20 kg per year lower than the global average

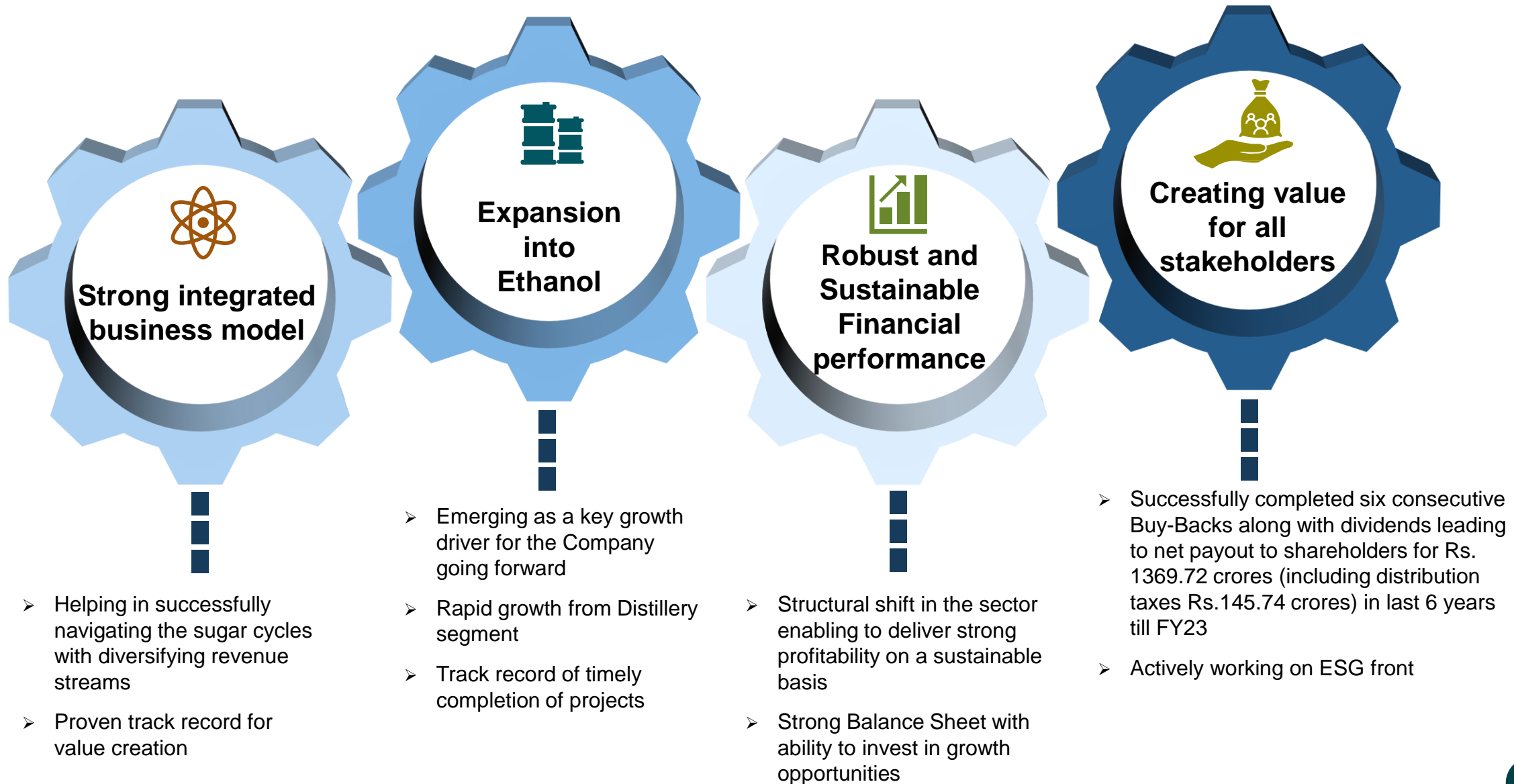
Sugar consumption in moderation is a source of carbohydrate and instant energy and is considered good for health and is part of a healthy diet as per nutritionists.

In India, consumption of sweets is synonymous with expression of love, fun, happiness & celebration.



➤ PART FIVE

The strategic direction of our company





➤ PART SIX

ESG and enhanced stakeholder value



ESG represents the soul of what we are and what we seek to be

The relevance of same to Company's business

The nature of our energy products:

Ethanol helps moderate air pollution while co-generation presents a cleaner alternative over fossil-fuel-derived energy

We are engaged in a social business, marked by engagements with around 5.5 Lakh farmers; as a result, our influence goes right down to the grassroots and supports income growth.

A sustainable business can be only built through a stable and robust Governance Framework.

4 Big messages:

The Company intends to achieve sustainable green cover growth

The Company has a vision to achieve zero groundwater withdrawal

The Company seeks to create a safer workplace for all

The Company deepened its system orientation to become more process-driven

Our ESG Framework



Environmental

Our environment approach has been woven around the elements of Plan-Mitigate-Adapt-Resilience.



Social

Our Company takes a holistic approach to sustainable value creation for all its stakeholders by nurturing its long-standing relationships and building new ones



Governance

Our Governance policies are framed on the basis of transparency, accountability, fairness and ethical standards



Resilience towards climate change – A commitment to

- Reduce energy intensity.
- Reduce greenhouse gas emissions.
- Protection of bio-diversity.
- Moderate carbon footprint intensity in our operations.



Large workforce with passionate & experienced working culture.



Investment in training and digitalisation to enhance efficiency.



Employee health & wellness and safety.



Deepened relationship with vendors as well as primary customers.



Community - The company engaged with the community around its manufacturing locations with the objective to widen the circle of prosperity.



Structure & Oversight -

- Majority of Directors are Independent Directors
- Diversified Board with two women Directors.
- Audit Committee and NRC comprising of all Non-Executive Directors.
- Independent Directors Chair Audit, NRC, Risk and Stakeholders Committees
- ESG Committee constituted with 50% Independent Director and chaired by CMD



Governance Policies -

- Code of Conduct
- Whistle Blower Policy
- Anti-Bribery Policy
- Environment-Health-and-Safety (EHS) Policy
- Code of Fair Disclosure
- Cyber Security and IT Policy
- Risk Management Policy
- Corporate Social Responsibility Policy
- Succession Policy
- Prevention of Sexual Harassment Policy



Adoption of 4Rs, i.e. –

- Recycling
- Replacement (Restoration)
- Reduction
- Renewables



We achieved zero liquid discharge target in all our distilleries and are now targeting zero water drawal in sugar units.

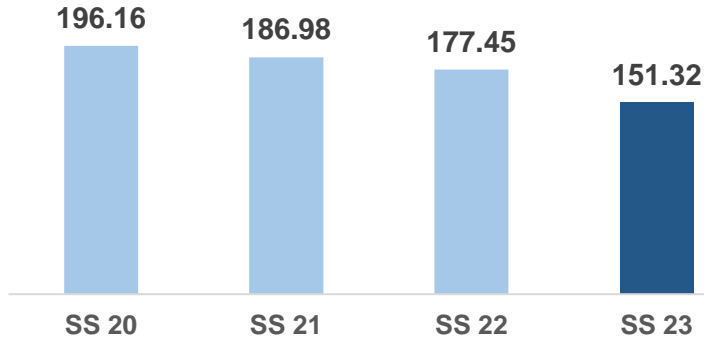
Represents a platform leading to secure, scalable and sustainable long-term growth.

Our ESG Achievements



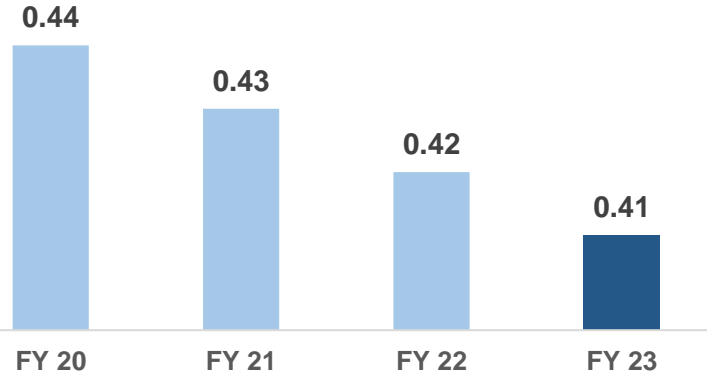
Total effluents (Ltrs/MT)

Improvement ↓



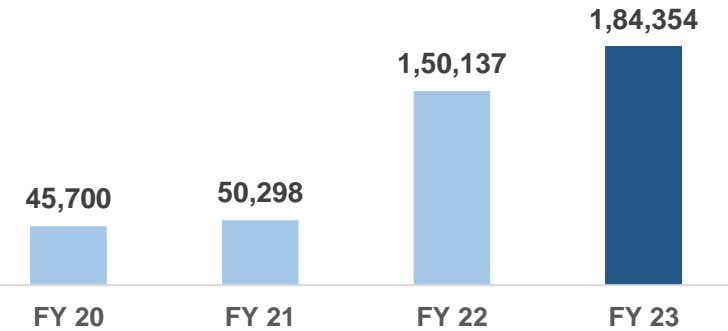
Steam consumption (per MT of cane)

Improvement ↓



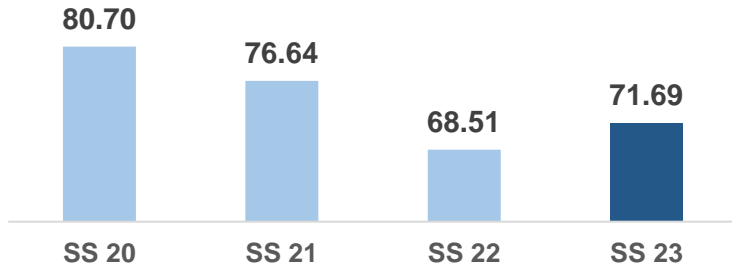
No. of trees planted (units)

Improvement ↑



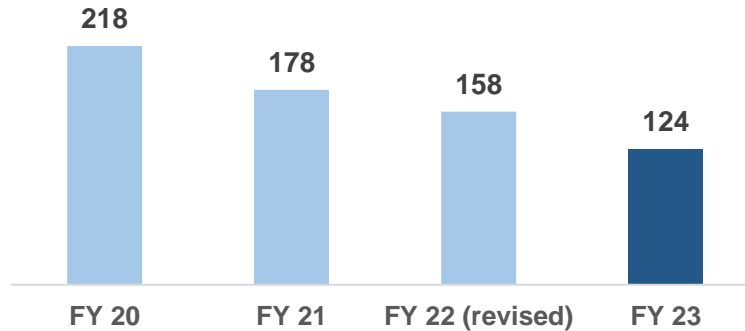
Particulate matter emission from boiler (Mg/ Nm3)

Improvement ↓



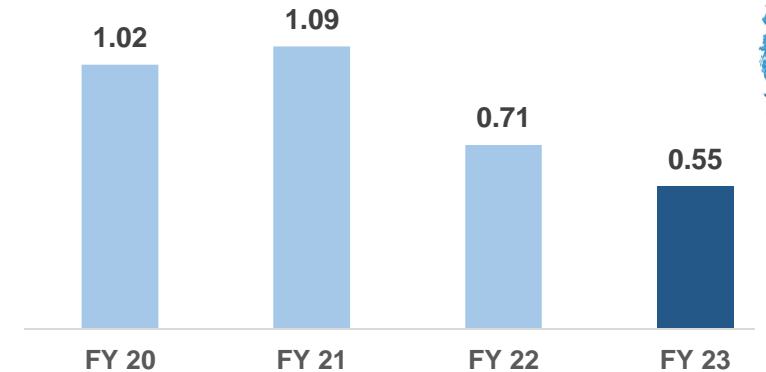
Ground water drawal (in litres/MT of cane)

Improvement ↓



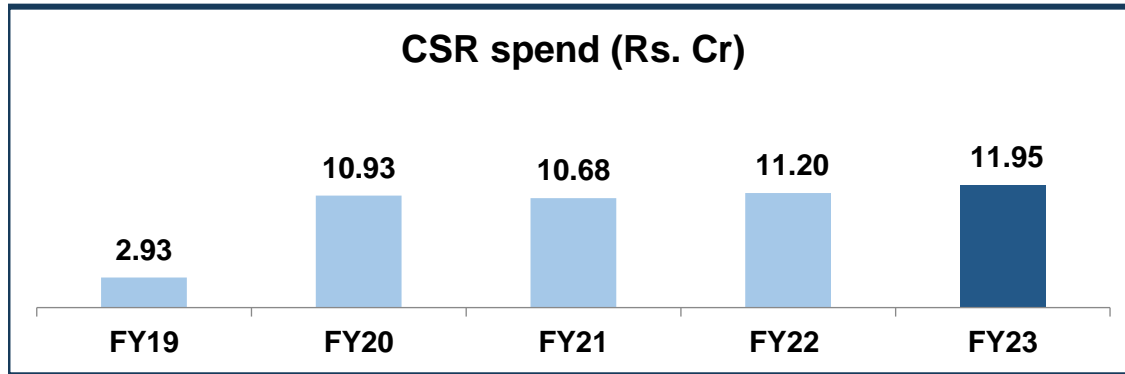
Loss Time Injury Frequency Rate (LTIFR)

Improvement ↓



On path of further improvement and greater contribution to society

Socially Conscious Corporate Citizen



COMMUNITY DEVELOPMENT

372 Communities reached

35+ Ponds cleaned, renovated and recharged

750+ Installed solar street lights

12 lakhs, individuals benefitted

EMPOWERMENT



1000+ women empowered

AGRICULTURE



~52.5% Increase in farmer Incomes

6500+ Farm equipment distributed

ENVIRONMENT



184354 Trees planted

EDUCATION



15+ Schools covered for infrastructure support

5+ Schools where science labs were introduced

50,000+ Students impacted

HEALTH



3 Ante-natal care centers Renovated

10+ Government healthcare facilities Supported

65000+ Patients benefitted

Above data are from Social Impact Assessment Report issued in May 2023 by an independent external agency

Our awards and recognitions



Lifetime Achievement Award to Late Smt. Meenakshi Saraogi by the Uttar Pradesh government



7th ICSI CSR Excellence Awards



Golden Peacock award for Corporate Social Responsibility

Bonsucro Certification:

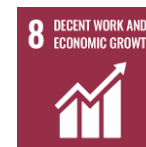
Balrampur Chini Mills demonstrated the operation of a management system that is compliant with the requirements of: Bonsucro Smallholder Production Standard for Smallholder Farmers; Bonsucro Production Standard and Bonsucro Mass Balance Chain of Custody

The Rauzagaon unit achieved a compliance certificate for the following parameters with other Bonsucro indicators.

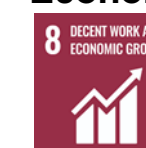
Environment



Social



Economic / Governance



Board of Directors



Vivek Saraogi - Chairman and Managing Director

- An eminent industrialist, is a veteran in the sugar industry and has been one of the youngest president of the Indian Sugar Mills Association.
- Former committee member of FICCI & the Indian Chamber of Commerce in Kolkata.
- Under his stewardship and able leadership, the Company has grown leaps and bounds through organic and inorganic means enabling the Company to emerge as a leader in the Indian sugar industry.
- Mr. Saraogi is a Commerce Graduate from St. Xavier's College, Kolkata



Dr. Indu Bhushan (Retd. IAS) – Independent Director

- Served as the Chief Executive Officer (CEO) of National Health Authority (NHA) and Ayushman Bharat – Pradhan Mantri Jan Arogya Yojna (AB-PMAY)
- Post his IAS stint, he worked as Senior Economist with World Bank Group and also served as Director-General Strategy and Policy at Asian Development Bank.
- An alumnus of Banaras Hindu University (IIT-BHU) and Indian Institute of Technology (IIT) Delhi. He holds a Ph.D. in Health Economics and is a Master of Health Sciences from John Hopkins University, USA and is also a Chartered Financial Analyst (CFA).



Dinesh Kumar Mittal (Retd. IAS) – Lead Independent Director

- Director in reputed companies like Bharti Airtel, Max Financial Services, NDTV etc.
- Former Secretary of Department of Financial Services and Ministry of Corporate Affairs.
- M.Sc. (Physics) with specialization in electronics from the University of Allahabad and a former Gold Medalist I.A.S. Officer of 1977 Batch.



Veena Hingarh – Independent Director

- Director in South-Asian Management Technologies FZC, Dubai and South Asian Management Technologies Foundation, a National State Board of Accountancy (USA) accredited institution.
- Has over 20 years of result-oriented consultancy and corporate training experience.
- FCA (ICAI), ACA (ICEAW), CS, Certified Information System Auditor & Masters in Science.



Krishnava Dutt – Independent Director

- Managing Partner of Argus Partners and Director in reputed companies like Tata Metaliks, TRF Limited, etc.
- He has been identified by India Business Law Journal as one of India's top 100 lawyers.
- His experience encompasses the entire repertoire of corporate practice including mergers and acquisitions, private equity, banking & finance projects..



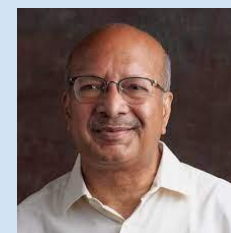
Mamta Binani – Independent Director

- Chairperson of Merchant Chamber of Commerce- Legal Affairs Council and Co-Chair of the Restructuring Committee of Stressed Assets of Indian Chamber of Commerce and Director in many listed companies.
- Former National President of the Institute of Company Secretaries of India (ICSI) for the year 2016.
- A law graduate and topper in CS examinations, she is the first registered Insolvency professional in the Country.



Naresh Dayal (Retd. IAS) – Non-executive Director

- Worked with the Government of India for 37 years in various positions at the state and national levels.
- As Secretary, Ministry of Health and Family Welfare, he was responsible, for all policies & programmes in the realms of Public Health.
- Masters' degree in Arts from University of Delhi and in Professional Studies, Agriculture from University of Cornell, USA.



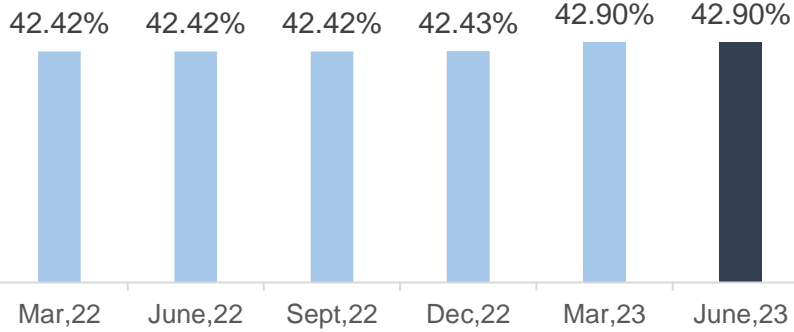
Praveen Gupta – Whole-time Director

- Experience spans more than 40 years and is associated with the Company since 2008.
- MBA from IIM Kolkata after completing Mechanical Engineering from Delhi College of Engineering.
- Leads CTT to build technical excellence around engineering process functions.

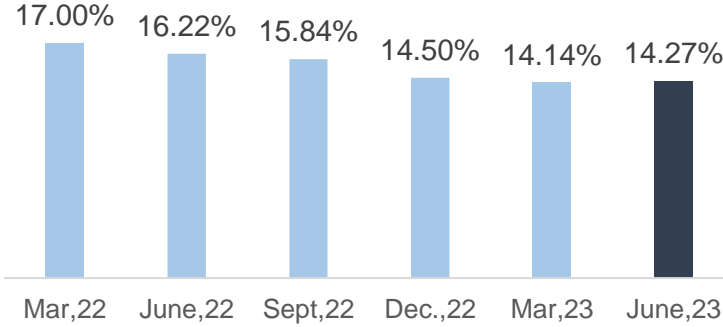
Shareholding Pattern



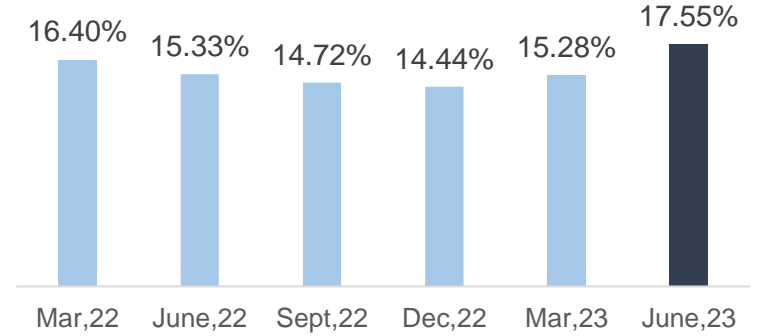
Promoter Group Holding



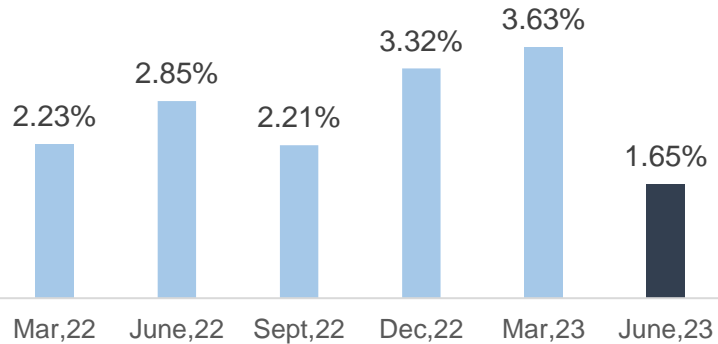
Foreign Holding



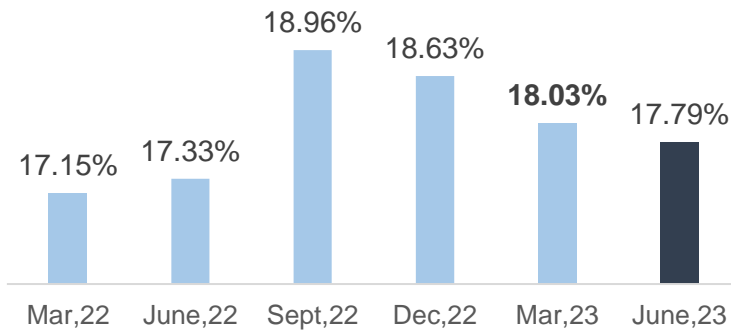
Domestic Mutual Funds



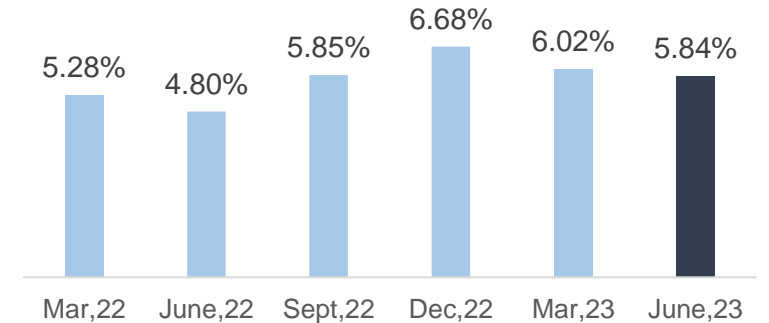
Qualified Institutional Buyers



Resident Individuals



Others



Top 10 Non-Promoter Shareholding as on 30th June 2023



Shareholder	% Shareholding
NIPPON LIFE INDIA TRUSTEE LTD-A/C (Nippon India Small Cap Fund)	4.67%
KOTAK SMALL CAP FUND	2.87%
GOLDMAN SACHS FUNDS - GOLDMAN SACHS INDIA EQUITY	1.68%
ABU DHABI INVESTMENT AUTHORITY – MONSOON	1.51%
AXIS MUTUAL FUND TRUSTEE LIMITED A/C – AXIS SMALL CAP FUND	1.44%
ADITYA BIRLA SUN LIFE TRUSTEE PRIVATE LIMITED A/C- ADITYA BIRLA PURE VALUE FUND	1.31%
HDFC MUTUAL FUND – HDFC DIVIDEND YIELD FUND	1.29%
AZIZ PREMJI TRUST	1.25%
HSBC SMALL CAP FUND	1.17%
INVESCO INDIA MULTICAP FUND	0.99%

Key events/ factors to watch out

- * ***State Advised Price (SAP) (for the State of U.P.) of sugarcane for the sugar season 2023-24***
- * **Ethanol prices for ESY 2023-24 (sugar / molasses route)**
- * **Ethanol prices for ESY 2023-24 (damaged grains / FCI rice route)**
- * **Export Policy**
- * **Occurrence of El Nino**



Update on Auxilo Finserve – An Associate of the Company



Equity Shareholding Pattern (%)

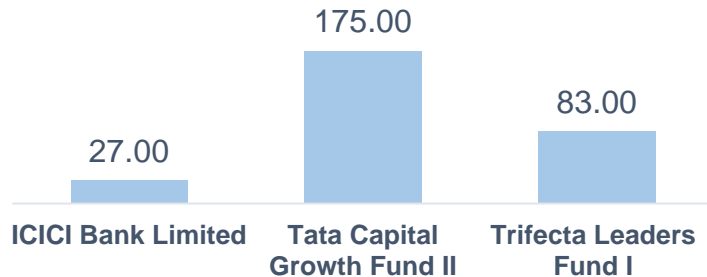


As on 30th June 2023 Equity Share Capital comprised of 37.63 cr shares of Rs. 10 each aggregating to Rs. 376.26 crs

Balrampur Chini Mills Limited holds 43.93% in Equity Share Capital:

No. of Shares	In Crs.	16.53
Average Cost per Share	Rs./share	10.59
Investment Amount	Rs. Crs.	175

Compulsory Convertible Preference Shares - Series A CCPS Shareholding – Rs. Crs.



In July 2023 Auxilo Finserve issued Compulsory Convertible Preference Shares - Series A CCPS on private placement basis

No. of Shares	In Crs.	6.86
Price per Share	Rs./share	41.53
Aggregate Value	Rs. Crs.	285

- Investment by 3 PE investors and existing shareholder ICICI Bank
- Money to be received in 3 tranches
- 1st Tranche of ₹ 285 Cr received on 19th July 2023
- Tata Capital has led the round by committing to invest ₹215 Cr (₹175 Cr invested in tranche 1)
- Trifecta has committed to invest ₹106 Cr (₹83 Cr invested in tranche 1)
- Xponentia has committed to invest ₹110 Cr
- Balance funds expected by 31-Dec-2023
- Promoters (BCML & Elme) will continue to be in majority with 67.5% shareholding



Contact Us

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About Balrampur Chini Mills Limited

CIN: L15421WB1975PLC030118

Balrampur Chini Mills Limited (BCML) is one of the largest integrated sugar companies in India. The allied businesses of the Company comprise distillery operations and cogeneration of power. The Company presently has ten sugar factories located in Uttar Pradesh (India) having an aggregate sugarcane crushing capacity of 80,000 TCD (2,000 TCD expansion under implementation), distillery and co-generation operations of 1050 KLPD and 175.7 MW (Saleable) respectively.

BCML is one of the most efficient integrated sugar producers in the country. The Company has grown its capacity by well-planned capacity expansion projects and the acquisition of existing companies.

For more information on the Company, please log on to www.chini.com





Thank You