

**Date:** January 24, 2023

**To,**  
**The Manager - Listing**  
**Dept of Corp. Services,**  
**BSE Limited**  
**P.J. Towers, Dalal Street, Fort,**  
**Mumbai: 400 001**  
**Scrip Code: 543593**

**The Manager – Listing**  
**National Stock Exchange of India Ltd.**  
**Exchange plaza, Bandra Kurla Complex**  
**Bandra East**  
**Mumbai–400 051**  
**Symbol: DBOL**

Dear Sir/Mam,

**Sub: Revised Investor Presentation**

Please Find attached herewith revised Investor Presentation for the quarter and nine months ended December 31, 2022.

Kindly take the same on records.

Thanking you

Your Sincerely,  
**For Dhampur Bio Organics Limited**

**Ashu Rawat**  
**Company Secretary**  
**M. No. 22810**

# Our Credo

Sustainability & Balance



Dhampur Bio Organics Ltd.

**RESULTS PRESENTATION Q3 & 9M FY23**

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- **Dhampur Bio Organics – a new beginning**
- **Our company**
- **Our strategy**
- **Our business**
- **Our performance**



**Vijay Goel**  
Chairman

This is Dhampur Bio Organics maiden year. We come in a renewed avatar, carrying 90 years of legacy.

We have tripled our distillery and bio-fuel capacity. Our continuing cane development efforts have borne fruit. Our value addition play remains strong.

We continue to reduce our energy consumption, driving improvements in both our business and the environment. Our ESG commitments remain strong with various initiatives.

We are well placed to take advantage of the opportunities in the agri and bio-fuel space, which we believe will drive the next stage of growth for the company.



**Gautam Goel**  
Managing Director

The sugar story remained strong in the last fiscal, with strong support for ethanol acting as a tail wind.

Our balance sheet complements our operational excellence by giving us resources to invest in new opportunities.

The guidance given by our capable and diverse Board will bring consistency to our business.

I look forward to what's next, and am excited to partner with you in our growth story!

# Why "Dhampur Bio Organics"



**Roots**

**Dhampur**

**We are identified and motivated by our rich legacy, that began with Dhampur**

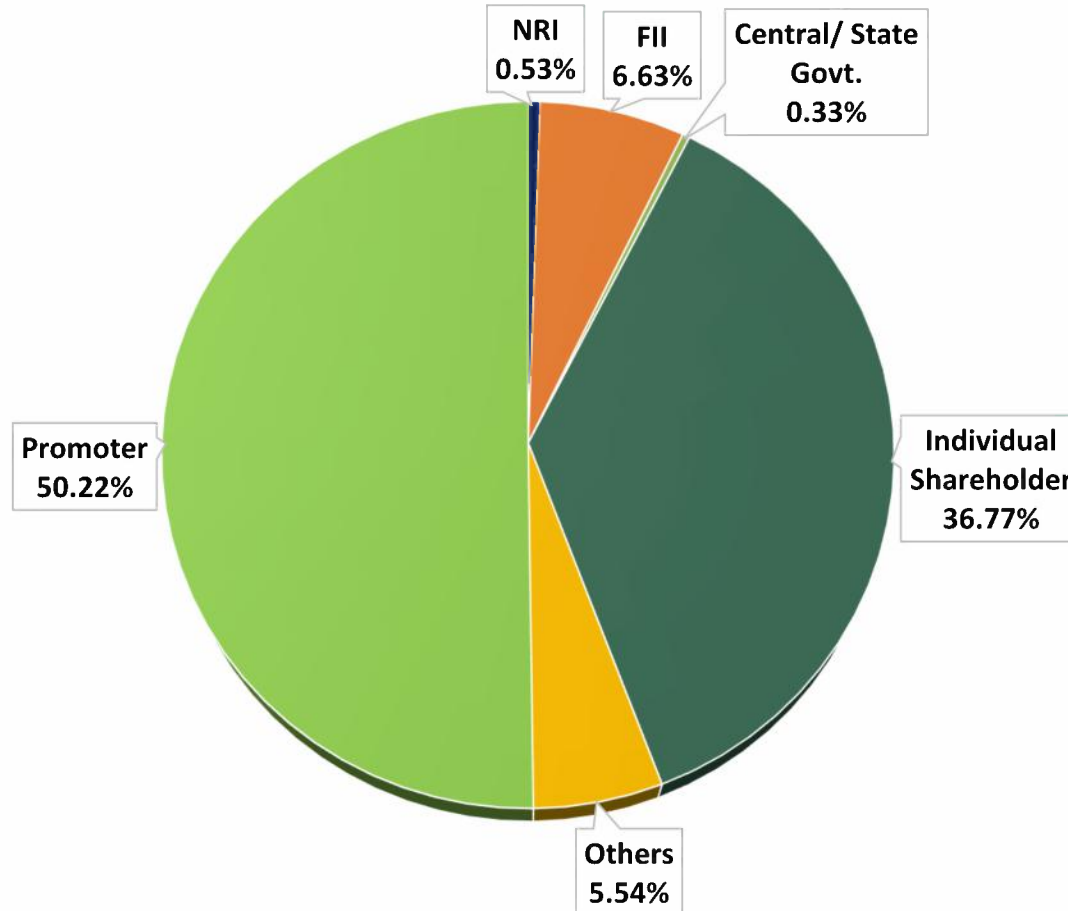
**Shoots**

**Bio Organics**

**Use our current integrated sugarcane processing capabilities as a spring board to take advantage of the exciting opportunities provided in agricultural and bio-energy domain**

# Our shareholding pattern

Shareholding Pattern as on December 31, 2022



- ***Equity shares of Dhampur Bio Organics Ltd. listed on BSE Ltd and National Stock Exchange Of India Ltd (NSE) on September 08, 2022.***

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# Board of Directors



**Vijay Goel**  
Chairman



**Ashwani Kumar Gupta**  
Vice Chairman



**Gautam Goel**  
Managing Director



**Sandeep Sharma**  
Chief Operating Officer



**Kishor Shah**  
Independent Director



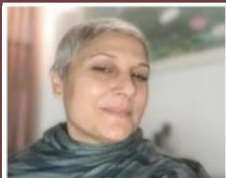
**Ruchika Mehra Kothari**  
Independent Director



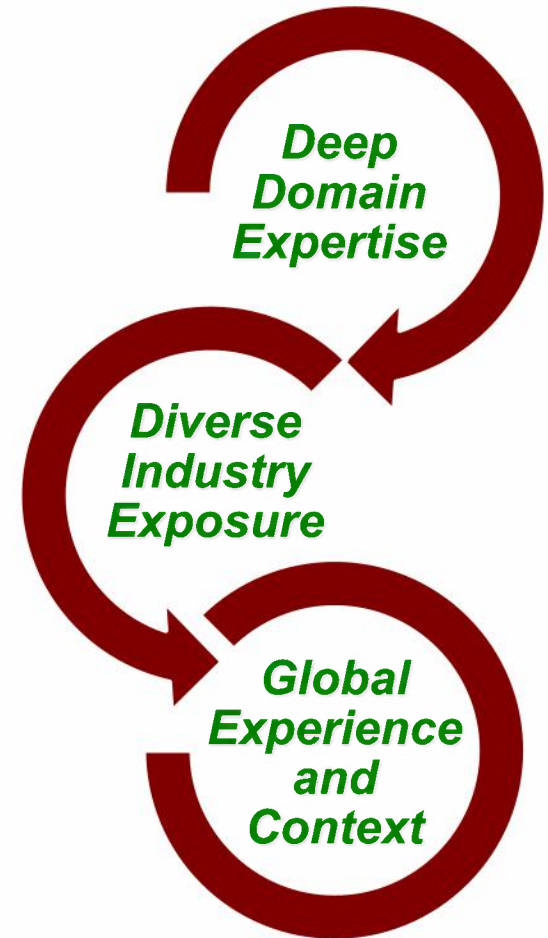
**Vishal Saluja**  
Independent Director



**Samir Thukral**  
Independent Director



**Bindu Vashist Goel**  
Non-Executive Director



# Our Management Team

**Vijay Kumar Goel**  
**Chairman**  
**65 years of experience**

**Gautam Goel**  
**Managing Director**  
**30 years of experience**

**Sandeep Sharma**  
**Chief Operating Officer**  
**42 years of experience**

**Mukul Sharma**  
**Chief Of Staff**  
**30 years of experience**

**Nalin Kumar Gupta**  
**Chief Financial Officer**  
**26 years of experience**

# Our Capacities

## Asmoli



9000 TCD  
cane crushing capacity

43.5 MWH  
Renewable power

312,500 LPD

2.8 million cases  
Country Liquor

## Mansurpur



8000 TCD  
cane crushing capacity

33 MWH  
Renewable power



## Meerganj



5000 TCD  
cane crushing capacity

19 MWH  
Renewable power

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## Innovation



- Continuing cane development (e.g. tissue culture lab)
- New management initiatives (e.g. analytics for optimization & cost reduction)
- Raw material optimization (e.g. reduced consumption)
- New products (e.g. K-ash)

## Integration



- Monetize the full potential of a sugarcane
- By-product of one process becomes the raw material for another process (e.g. renewable energy, bio-fuels and organic fertilizers)

## Value Addition



- Premiumizing commodities business through branded sugar
- Domestic spirits

- **Dhampur Bio Organics – a new beginning**
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## Sustainability

- Our business is inextricably linked with the rural landscape and bio-fuels, affording us the opportunity to make an outsized impact on our surroundings.
- We have a holistic approach to sustainability – sustainable for our environment, and our business



## Balance

- We will balance the interests of our diverse stakeholders
  - Our farmers
  - Our business partners
  - Our employees
  - Our investors
- We will balance our pursuit of growth and innovation with prudent financial discipline

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## Long Term Loans

- ₹249.53 Crore as on Dec 31, 2022
- ₹168.40 Crore as on Mar 31, 2022

## Working Capital

- ₹307.49 Crore as on Dec 31, 2022
- ₹664.00 Crore as on Mar 31, 2022

## Debt Equity Ratio

- 0.27 times as on Dec 31, 2022
- 0.18 times as on Mar 31, 2022

- Long term and short-term ratings of the Company assigned at A+ (Outlook-Stable) by Care Ratings
- The Company repaid long term loans of ₹14.94 crores during Q3 FY23.

# Operational Performance

Sugar	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Sugar Production	Lac Tons	1.02	1.24	1.54	1.98	3.97
Sugar Sales	Lac Tons	1.08	0.69	3.10	2.23	2.96
Avg. Realisation	₹/Ton	37,874	37,563	36,512	35,556	34,770
Inventory	Lac Tons	0.96	1.49	0.96	1.49	2.58
Valuation Rate	₹/Ton	35,969	32,934	35,969	32,934	32,765

Renewable Energy	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Power Generation	In Cr. Units	10.53	9.73	17.51	16.44	31.75
Power Export	In Cr. Units	4.96	4.08	7.09	6.84	14.50
Avg. Realisation	₹/Unit	3.30	3.18	3.30	3.18	3.18

Bio Fuels & Spirits	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Ethanol Production	Lac BL	245.64	92.09	699.23	283.25	456.03
Ethanol Sale	Lac BL	250.63	93.55	695.93	279.42	462.76
Avg. Realisation	₹/BL	58.81	48.93	58.14	52.76	56.07
Ethanol Stock	Lac BL	5.58	10.46	5.58	10.46	3.95

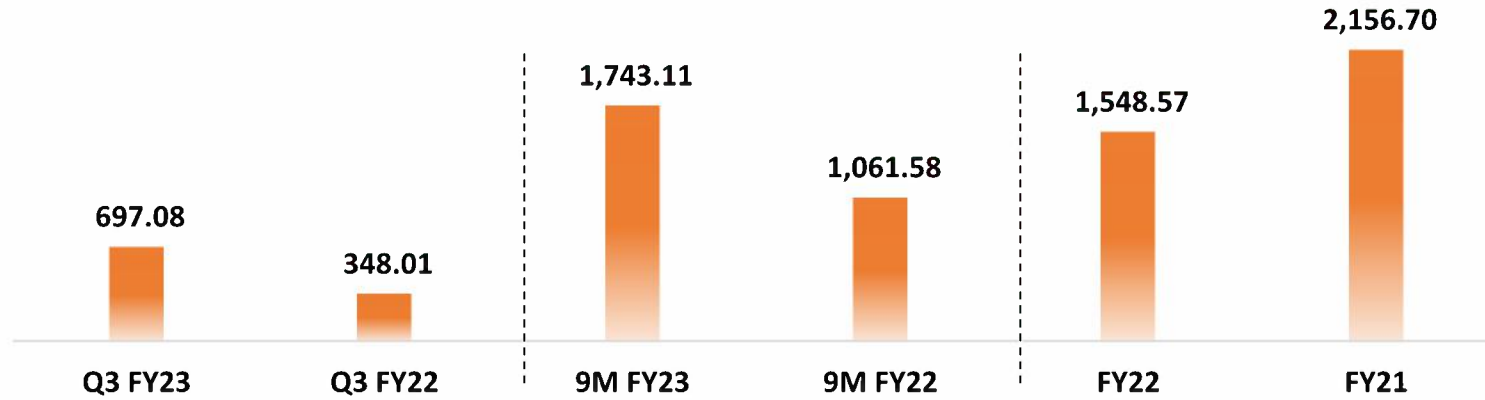
Country Liquor	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Sales	No. of Cases	4,83,393	-	6,02,743	-	-

- *The Revenue of the company increased to ₹697.08 crores in Q3 FY23 as against ₹348.00 crores during Q3 FY22.*
- *PBT stood at ₹20.18 crores in Q3 FY23 as against ₹ 24.61 Crores during Q3 FY22.*
- *PAT stood at ₹14.97 crores in Q3 FY23 as against ₹ 17.93 crores during Q3 FY22.*
- *EPS stood at ₹2.25/share for Q3 FY23 as against ₹ 2.70/share for Q3 FY22.*
- *Q3 FY23 v/s Q3 FY22 and 9M FY23 v/s 9M FY22* (₹ in Crore)

Particulars	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Revenues	697.08	348.01	1743.11	1061.58	1548.57
EBIDTA	35.26	35.86	98.22	84.34	190.36
Depreciation	10.22	8.34	27.42	21.37	31.29
EBIT	25.04	27.51	70.81	62.97	159.07
Interest	4.87	2.90	28.31	19.36	29.69
PBT	20.18	24.61	42.50	43.60	129.38
PAT	14.97	17.92	30.92	31.37	102.31
EPS (₹/Share)	2.25	2.70	4.66	4.72	15.41

## REVENUE

(₹ in Crore)



## PROFIT AFTER TAX

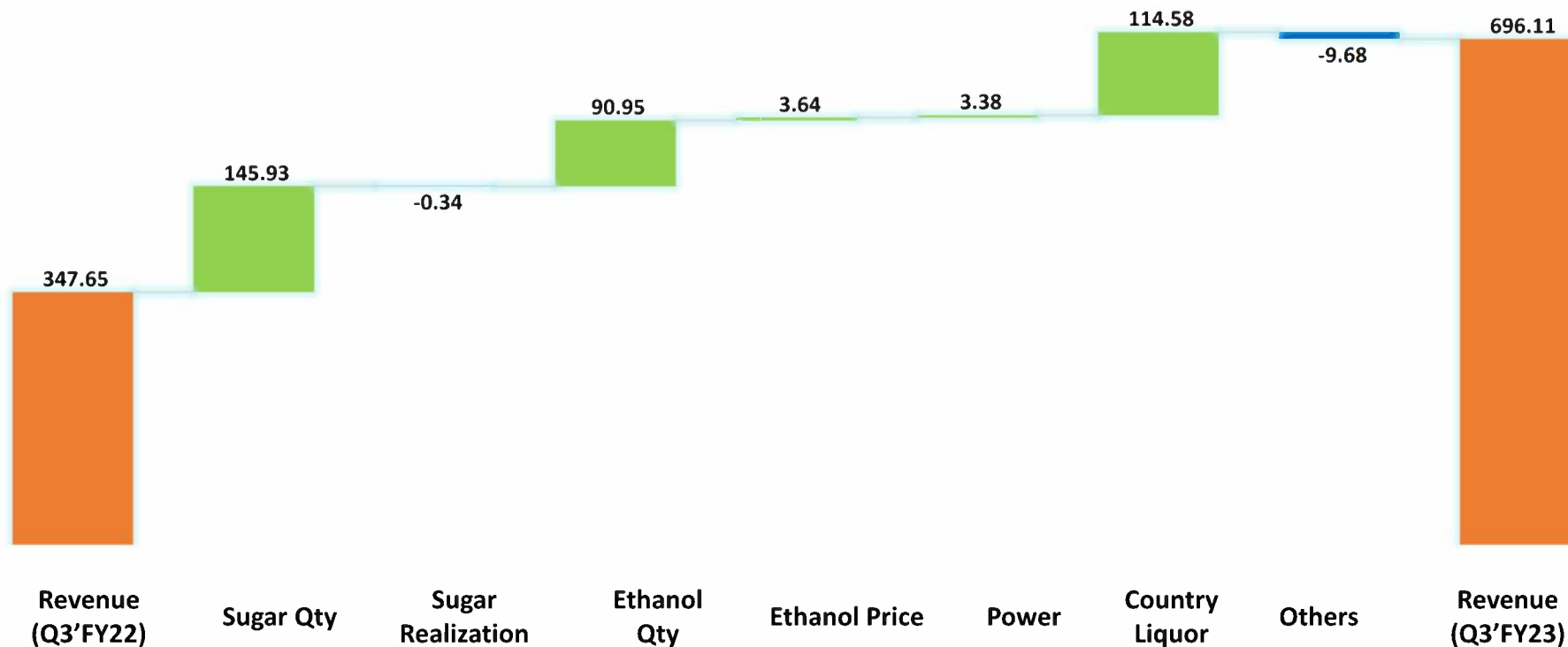


# Revenue Analysis (Q3'FY23 vs Q3'FY22)

(₹ in Crore)

## Revenue from operations Analysis

■ Increase ■ Decrease ■ Total

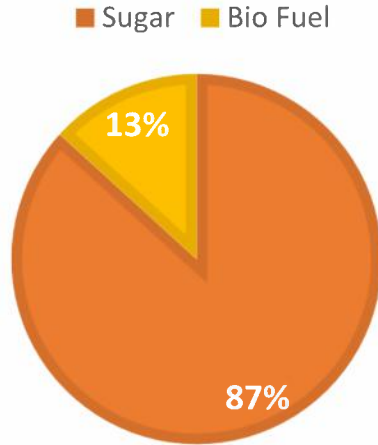


# ***SEGMENT OVERVIEW***

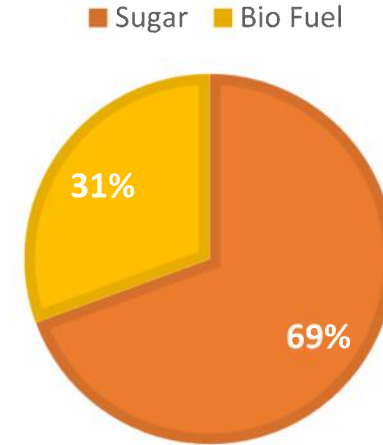
# Segment Performance Q3 FY23 Vs Q3 FY22

(₹ in Crore)

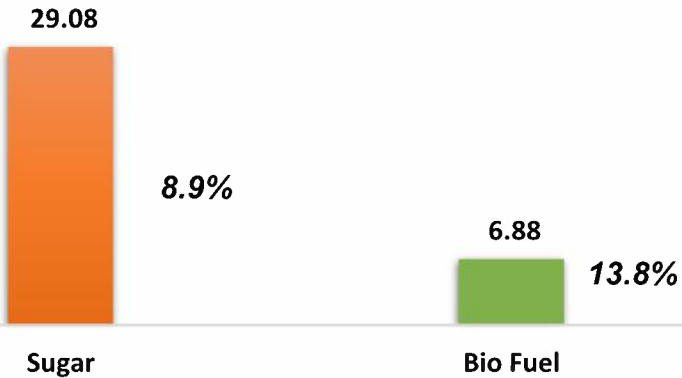
**Q3 FY22 REVENUE CONTRIBUTION**



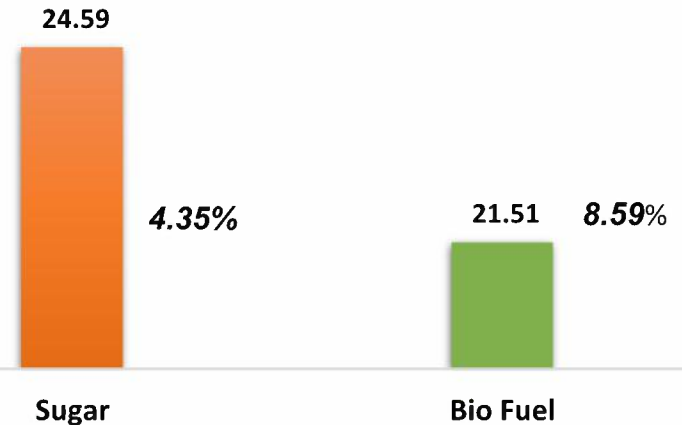
**Q3 FY23 REVENUE CONTRIBUTION**



**Q3 FY22 Segment PBIT & PBIT Margin %**



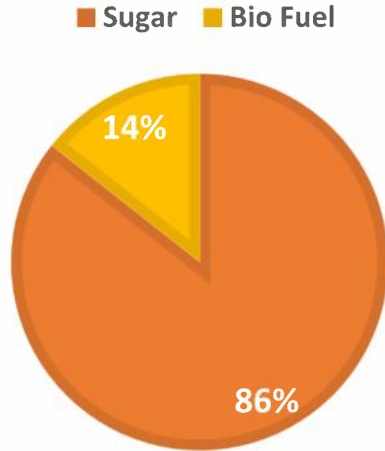
**Q3 FY23 Segment PBIT & PBIT Margin %**



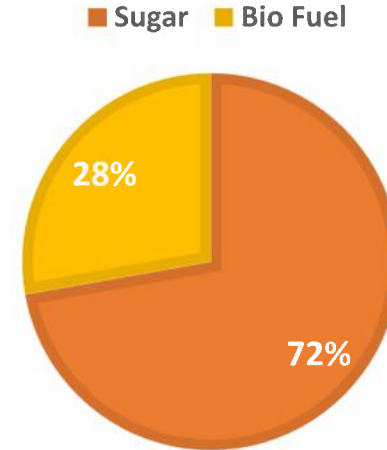
# Segment Performance 9M FY23 Vs 9M FY22

(₹ in Crore)

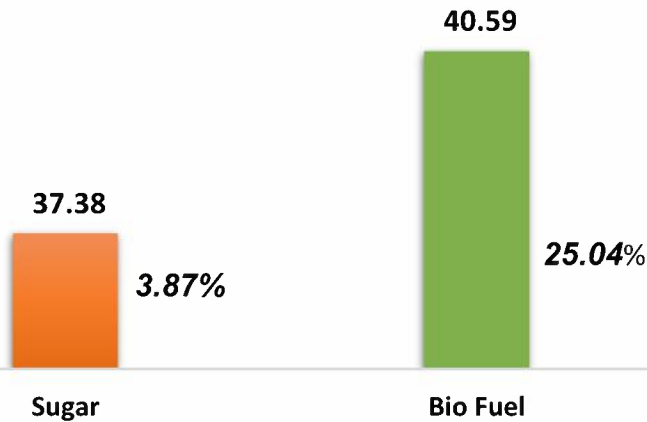
9M FY22 REVENUE CONTRIBUTION



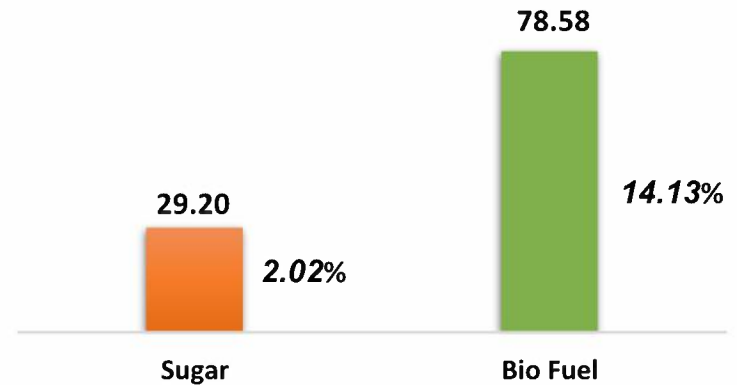
9M FY23 REVENUE CONTRIBUTION



9M FY22 Segment PBIT & PBIT Margin %



9M FY23 Segment PBIT & PBIT Margin %





# Segment Overview

Revenues (₹ crore)	Q3 FY23	Q3 FY22	Q-on-Q Change(%)
Sugar	565.92	326.81	73%
Bio fuel and spirits	250.25	49.85	402%

PBIT (₹ crore)	Q3 FY23	Q3 FY22	Q-on-Q Change(%)
Sugar	24.59	29.08	(15%)
Bio fuel and spirits	21.51	6.88	213%

PBIT Margin (%)	Q3 FY23	Q3 FY22	Q-on-Q Change(%)
Sugar	4.35%	8.90%	(60%)
Bio fuel and spirits	8.59%	13.80%	(38%)



# Sugar Segment

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Cane Crushed#	Sugar Production #	Net Recovery (%)	Sugar Sales#	Free Sugar Realizations (₹/Ton)
Q3 FY23	565.92	69%	24.59	14.10	1.02	8.69%	1.08	37,513
Q3 FY22	326.81	87%	29.08	12.64	1.24	9.79%	0.69	37,563
9M FY23	1442.38	72%	29.19	20.12	1.54	8.87%	3.10	36,386
9M FY22	965.59	86%	37.38	19.24	1.98	10.27%	2.23	35,556

#Lac Tonnes

**2.41 Lac tons**

*Cane diverted towards  
syrup derived ethanol in  
Q3 FY23*

**0.19 Lac tons**

*sacrifice of sugar in  
BH Molasses in Q3  
FY23*

**0.96 Lac tons**

*sugar stock as on  
Dec 31, 2022 valued at  
₹ 35.97/kg*

**1.95 Lac tons**

*Cane diverted in Sugar  
Season 2021-22*

**0.12 Lac tons**

*sacrifice of Sugar in BH  
Molasses in Q3 FY22*

**1.49 Lac tons**

*sugar stock valued at ₹ 32.93  
as on Dec 31, 2021*



  
dhampur  
Dhampur Bio Organics Ltd.  
Bio Fuels

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY23	250.25	31%	21.51
Q3 FY22	49.85	13%	6.88
9M FY23	555.93	28%	78.58
9M FY22	162.10	14%	40.59

## Operational

RS/ Ethanol (lac BL)		Avg. Sales Realization (INR/BL)
Production	Sales	
245.64	250.63	58.81
92.09	93.55	48.93
699.23	695.93	58.14
283.25	279.42	52.76

### Syrup Derived Ethanol

#### PRODUCTION



**120.38**  
Lac BL, FY22

#### SOLD



**119.60**  
Lac BL, FY22

### B Heavy Derived Ethanol

#### PRODUCTION



**82.11**  
Lac BL, Q3 FY22

#### SOLD



**72.45**  
Lac BL, Q3 FY22

### Inventory Size

#### Ethanol



**10.46**  
Lac BL, as on Dec 31,  
2021

### AVERAGE SALES REALIZATION

**Syrup Derived Ethanol**  
₹ 63.12/BL , Q3 FY23

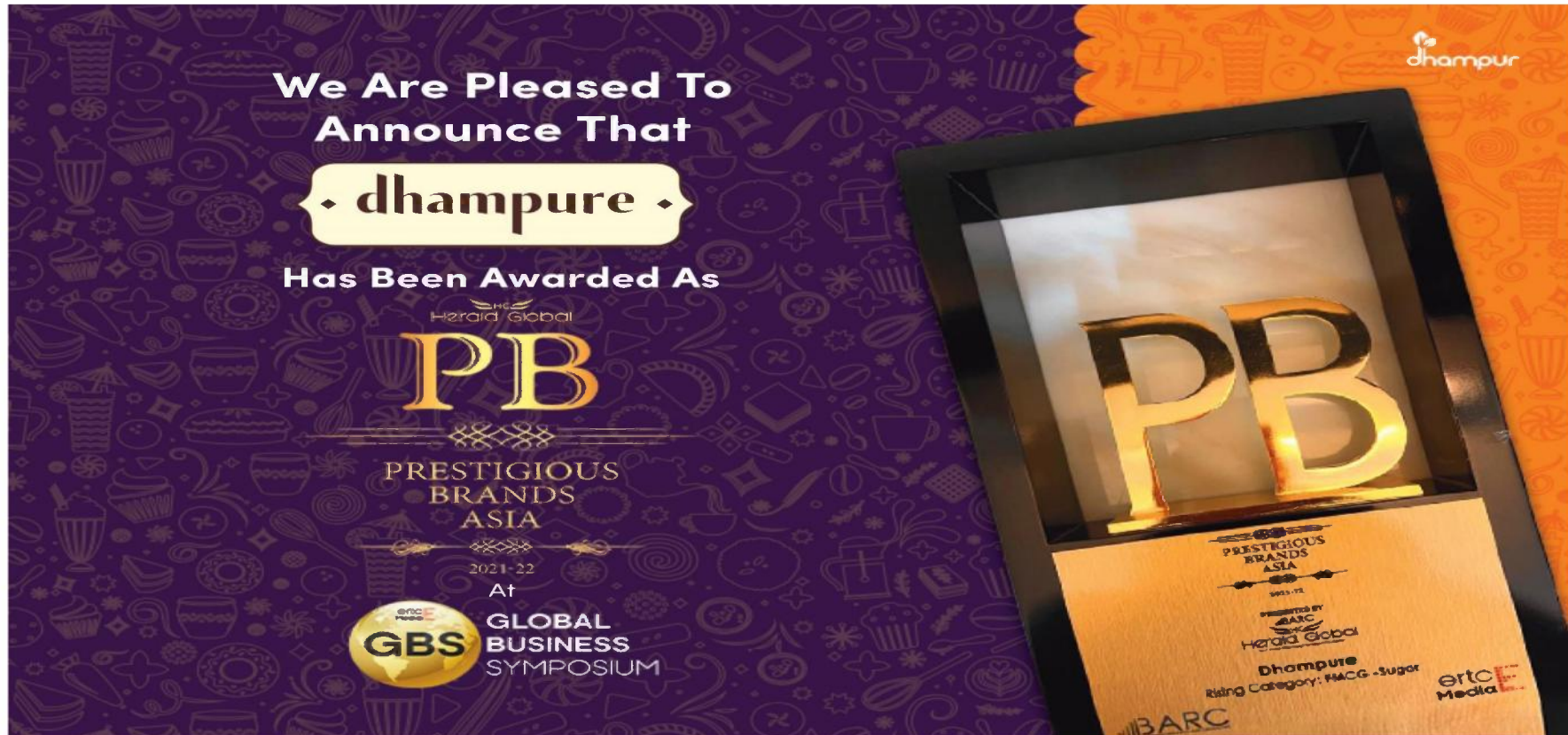
**B-Heavy Derived Ethanol**  
₹ 58.74/BL, Q3 FY23  
57.90, Q3 FY22

### AVERAGE VALUATION RATE – 35.20/BL

**\*Includes 2.64 Lac BL of Syrup  
derived Ethanol**

- *India's one of the first Sulphurless sugar launched under the brand Dhampur, more than 2 decades ago.*
- *Dhampur is a prominent brand now with strong presence in FMCG segment, including on Ecom platforms.*
- *Recently, awarded as Prestigious Brand.*

◆ dhampur ◆



# Specialty Sugars...





***THANK YOU***

*Corp. Office: Second Floor, Plot No. 201, Okhla Industrial Estate, Phase III, New Delhi - 110 020, India,  
Tel: +91-11- 6905 5200, Email: [corporateoffice@dhampur.com](mailto:corporateoffice@dhampur.com), Website: [www.dhampur.com](http://www.dhampur.com)*