

**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.:49

November 10, 2020

**Corporate Relations**

**BSE Limited,**

**Phiroze Jeejeebhoy Towers,**

**Dalal Street, Fort,**

**Mumbai – 400 001**

Dear Sir,

**Sub.: Intimation of Earnings Presentation for Quarter 2 – Financial Year 2020-2021**

**Ref: Scrip Code: 506414**

Further to our intimation dated November 09, 2020 regarding approval of un-audited Financial Results (Standalone and Consolidated) by the Board of Directors for the quarter and half year ended September 30, 2020, we hereby enclose a copy of Earnings Presentation for Quarter 2 – Financial Year 2020-2021.

The said Earnings Presentation will thereafter be uploaded on Company's website at [www.fermentabiotech.com](http://www.fermentabiotech.com)

Kindly take the same on record.

Thanking you,

Yours faithfully,

for **Fermenta Biotech Limited**

[Formerly known as DIL 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.  
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*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

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Earnings Presentation | H1/Q2-FY21

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Only manufacturer of  
Vitamin D3 in India



Amongst top 3 manufacturers  
of Vitamin D3 globally



Global Presence in  
50+ countries



Proprietary technology to  
manufacture Vitamin D3



50 Years of Vitamin D3  
manufacturing experience



2 Manufacturing Plants  
registered with US-FDA (FFRM)



DSIR approved  
R&D facility



8 new patents filed



Big 4 Statutory Auditor with  
Deloitte



300+ clients across  
the globe



Backward integrated



High Return Ratios

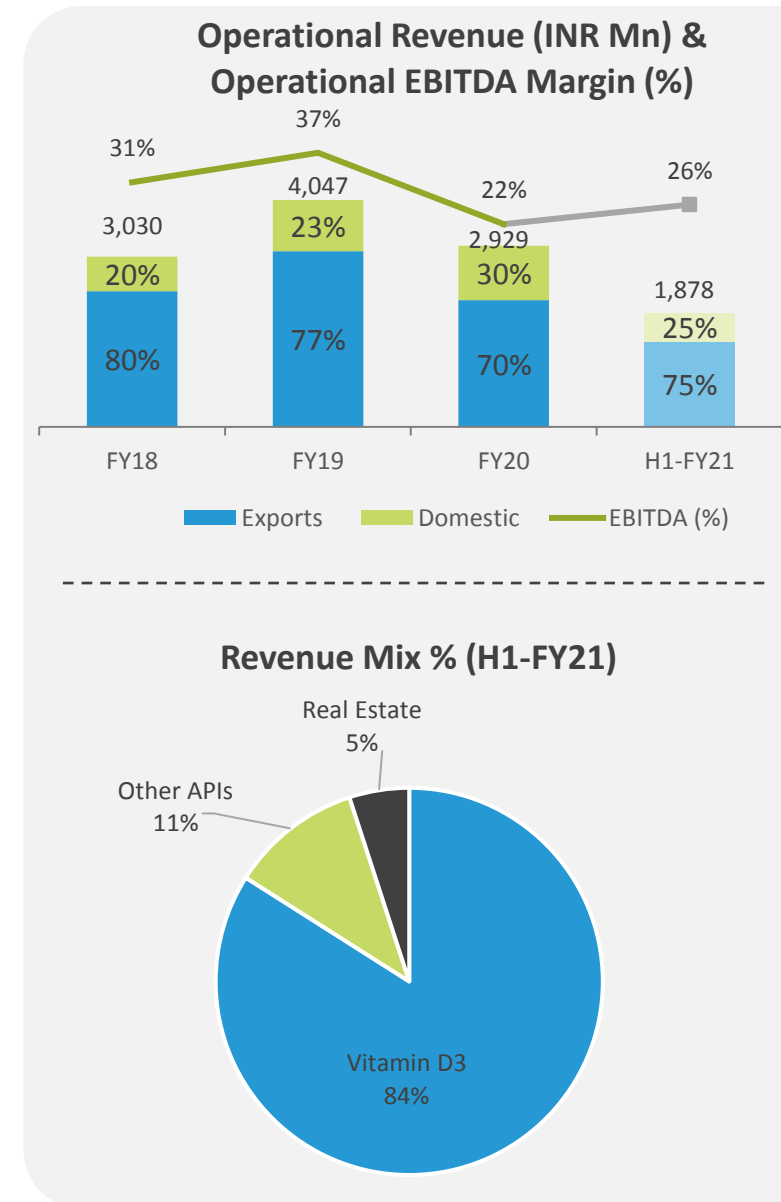
# Company Overview



- 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.
- On September 26, 2019, NCLT approved amalgamation of DIL & FBL which consolidated FBL's leadership capabilities backed by DIL's large asset base.
- With a rich history of six 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. Pharmaceuticals                     | 4. Animal feed  |
| 2. Dietary and nutritional supplements | 5. Veterinary   |
| 3. Food and beverage fortification     | 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 antibiotics and involved in environmental solutions used for waste water treatment and management.
- The company also has legacy properties at Thane and Worli in Mumbai for which it realizes significant rental income.



AL GROWTH

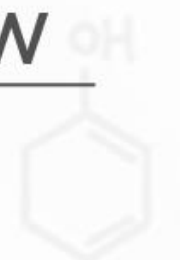
Manufacturing digitizing  
business processes

22.10

24.78

H1/Q2-FY21

# FINANCIAL OVERVIEW



## Q2-FY21 Standalone Performance:

- **Operational Income:** INR 933 Mn
- **Operational EBITDA:** INR 277 Mn
- **Operational EBITDA Margin:** 29.69%
- **Net Profit:** INR 149 Mn
- **PAT Margin:** 15.97%
- **Diluted EPS:** INR 5.17 per share

## Q2-FY21 Consolidated Performance:

- **Operational Income:** INR 934 Mn
- **Operational EBITDA:** INR 269 Mn
- **Operational EBITDA Margin:** 28.80%
- **Net Profit:** INR 147 Mn
- **PAT Margin:** 15.74%
- **Diluted EPS:** INR 5.09 per share

## H1-FY21 Standalone Performance:

- **Operational Income:** INR 1,942 Mn
- **Operational EBITDA:** INR 525 Mn
- **Operational EBITDA Margin:** 27.03%
- **Net Profit:** INR 313 Mn
- **PAT Margin:** 16.12%
- **Diluted EPS:** INR 10.80 per share

## H1-FY21 Consolidated Performance:

- **Operational Income:** INR 1,878 Mn
- **Operational EBITDA:** INR 493 Mn
- **Operational EBITDA Margin:** 26.25%
- **Net Profit:** INR 283 Mn
- **PAT Margin:** 15.07%
- **Diluted EPS:** INR 9.79 per share



# H1/Q2-FY21 Operational Highlights

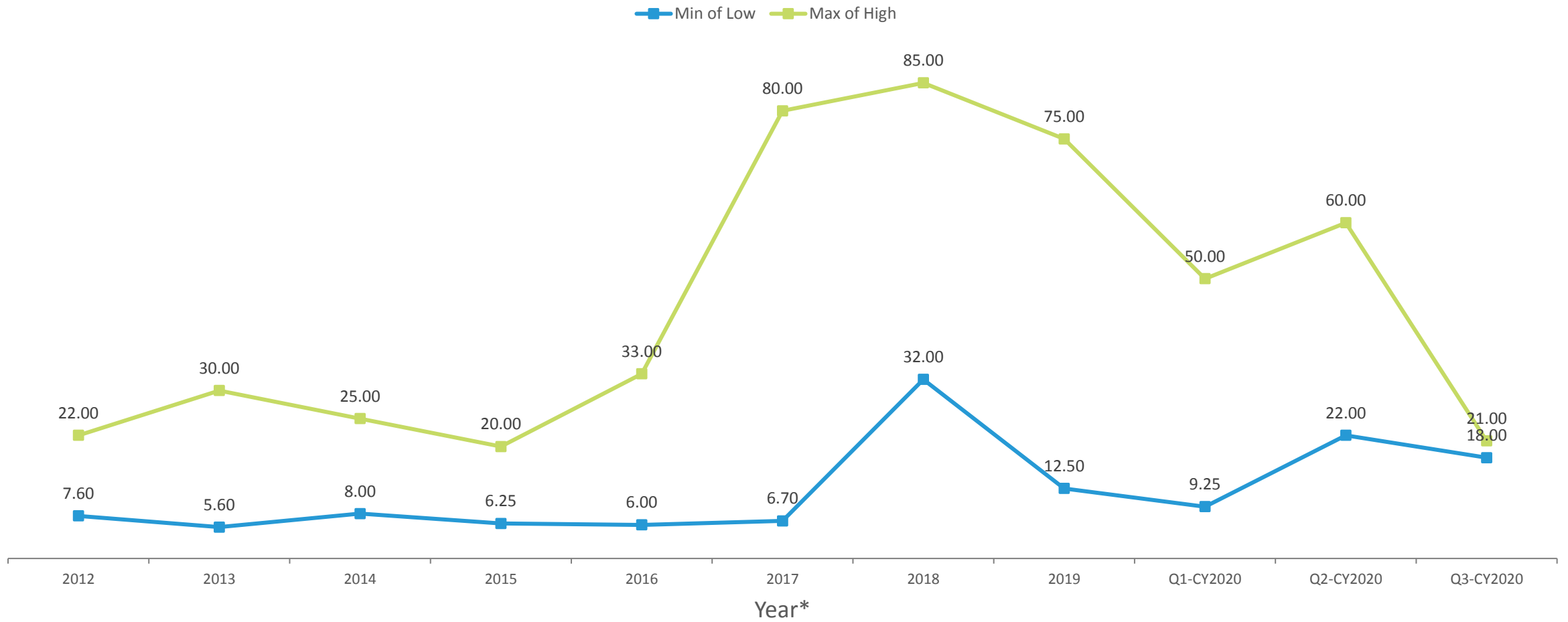


- Company has completed its backward integration project at Dahej, Gujarat and has started manufacturing its primary raw material, Cholesterol. The plant has been capitalized in Q2-FY21.
- Company had given ICD aggregating to INR 213 Mn in various tranches to a non-related party for the development of new product i.e. cholesterol from Fish Oil. As on the Board Meeting date the total ICD outstanding has been reduced to INR 124.5 Mn. Additionally, Company has also received interest on this ICD of INR 15.9 Mn till date.
- In Q2-FY20, there was a one-time deferred tax asset / current tax benefit to the tune of approx. INR 204.9 Mn, due to the amalgamation of companies, which is why the PAT for that quarter and half year FY20 was higher and cannot be comparable to the current quarter.
- For the H1 FY21, due to the ongoing COVID-19 pandemic, there was a positive impact on the demand, and consequently the volumes of Human Vitamin D3 were higher, however the volumes and prices of Animal Vitamin D3 continued to be under pressure.

# Vitamin D3 500 Animal Feed Price Trend



### Vitamin D3 500 Price Trend Euro/Kg



Source: [feedinfo.com](http://feedinfo.com)

\*As per calendar year



# Q2-FY21 – Standalone Income Statement (Ind-AS)



PARTICULARS (INR Mn)	Q2-FY21	Q2-FY20	Y-o-Y	Q1-FY21	Q-o-Q
<b>Operational Revenue</b>	<b>933</b>	<b>808</b>	<b>15.5%</b>	<b>1,009</b>	<b>(7.5)%</b>
Total Expenses	656	652	0.6%	761	(13.8)%
<b>Operational EBITDA</b>	<b>277</b>	<b>156</b>	<b>77.6%</b>	<b>248</b>	<b>11.7%</b>
<b>Operational EBITDA Margin (%)</b>	<b>29.69%</b>	<b>19.31%</b>	<b>1038 Bps</b>	<b>24.58%</b>	<b>511 Bps</b>
Other Income	9	52	(82.7)%	13	(30.8)%
Depreciation	45	37	21.6%	39	15.4%
Finance Cost	55	49	12.2%	36	52.8%
<b>PBT</b>	<b>186</b>	<b>122</b>	<b>52.5%</b>	<b>186</b>	<b>NA</b>
Tax	37	(205)	NA	23	60.9%
<b>PAT</b>	<b>149</b>	<b>327</b>	<b>(54.4)%</b>	<b>163</b>	<b>(8.6)%</b>
<b>PAT Margins (%)</b>	<b>15.97%</b>	<b>40.47%</b>	<b>NA</b>	<b>16.15%</b>	<b>(18) Bps</b>
Other Comprehensive Income	-	-	NA	-	NA
<b>Total Comprehensive Income</b>	<b>149</b>	<b>327</b>	<b>(54.4)%</b>	<b>163</b>	<b>(8.6)%</b>
Diluted EPS (INR)	5.17	11.30*	(54.2)%	5.65	(8.5)%

\*Adjusted EPS post bonus issue in the proportion of 2:1

# H1-FY21 – Standalone Income Statement (Ind-AS)



PARTICULARS (INR Mn)	H1-FY21	H1-FY20	Y-o-Y
<b>Operational Revenue</b>	<b>1,942</b>	<b>1,620</b>	<b>19.9%</b>
Total Expenses	1,417	1,218	16.3%
<b>Operational EBITDA</b>	<b>525</b>	<b>402</b>	<b>30.6%</b>
<b>Operational EBITDA Margin (%)</b>	<b>27.03%</b>	<b>24.81%</b>	<b>222 Bps</b>
Other Income	22	81	(72.8)%
Depreciation	84	72	16.7%
Finance Cost	91	99	(8.1)%
<b>PBT</b>	<b>372</b>	<b>312</b>	<b>19.2%</b>
Tax	59	(155)	NA
<b>PAT</b>	<b>313</b>	<b>467</b>	<b>(33.0)%</b>
<b>PAT Margins (%)</b>	<b>16.12%</b>	<b>28.83%</b>	<b>NA</b>
Other Comprehensive Income	-	1	NA
<b>Total Comprehensive Income</b>	<b>313</b>	<b>468</b>	<b>(33.1)%</b>
Diluted EPS (INR)	10.80	16.14*	(33.1)%

\*Adjusted EPS post bonus issue in the proportion of 2:1

# Q2-FY21 – Consolidated Income Statement (Ind-AS)



PARTICULARS (INR Mn)	Q2-FY21	Q2-FY20	Y-o-Y	Q1-FY21	Q-o-Q
<b>Operational Revenue</b>	<b>934</b>	<b>808</b>	<b>15.6%</b>	<b>944</b>	<b>(1.1)%</b>
Total Expenses	665	652	2.0%	721	(7.8)%
<b>Operational EBITDA</b>	<b>269</b>	<b>156</b>	<b>72.4%</b>	<b>223</b>	<b>20.6%</b>
<b>Operational EBITDA Margin (%)</b>	<b>28.80%</b>	<b>19.31%</b>	<b>949 Bps</b>	<b>23.62%</b>	<b>518 Bps</b>
Other Income	16	52	(69.2)%	13	23.1%
Depreciation	48	37	29.7%	41	17.1%
Finance Cost	54	49	10.2%	36	50.0%
<b>PBT</b>	<b>183</b>	<b>122</b>	<b>50.0%</b>	<b>159</b>	<b>15.1%</b>
Tax	36	(205)	NA	23	56.5%
<b>PAT before Associates &amp; Joint Venture</b>	<b>147</b>	<b>327</b>	<b>(55.0)%</b>	<b>136</b>	<b>8.1%</b>
Share of Loss of Associates & Joint Venture	-	-	NA	-	NA
<b>PAT</b>	<b>147</b>	<b>327</b>	<b>(55.0)%</b>	<b>136</b>	<b>8.1%</b>
<b>PAT Margins (%)</b>	<b>15.74%</b>	<b>40.47%</b>	<b>NA</b>	<b>14.41%</b>	<b>133 Bps</b>
Other Comprehensive Income	-	-	NA	-	NA
<b>Total Comprehensive Income</b>	<b>147</b>	<b>327</b>	<b>(55.0)%</b>	<b>136</b>	<b>8.1%</b>
Diluted EPS (INR)	5.09	11.31*	(55.0)%	4.71	8.1%

\*Adjusted EPS post bonus issue in the proportion of 2:1

# H1-FY21 – Consolidated Income Statement (Ind-AS)



PARTICULARS (INR Mn)	H1-FY21	H1-FY20	Y-o-Y
<b>Operational Revenue</b>	<b>1,878</b>	<b>1,620</b>	<b>15.9%</b>
Total Expenses	1,385	1,219	13.6%
<b>Operational EBITDA</b>	<b>493</b>	<b>401</b>	<b>22.9%</b>
<b>Operational EBITDA Margin (%)</b>	<b>26.25%</b>	<b>24.75%</b>	<b>150 Bps</b>
Other Income	29	81	(64.2)%
Depreciation	89	72	23.6%
Finance Cost	90	98	(8.2)%
<b>PBT</b>	<b>343</b>	<b>312</b>	<b>9.9%</b>
Tax	60	(155)	NA
<b>PAT before Associates &amp; Joint Venture</b>	<b>283</b>	<b>467</b>	<b>(39.4)%</b>
Share of Loss of Associates & Joint Venture	-	-	NA
<b>PAT</b>	<b>283</b>	<b>467</b>	<b>(39.4)%</b>
<b>PAT Margins (%)</b>	<b>15.07%</b>	<b>28.83%</b>	<b>NA</b>
Other Comprehensive Income	(1)	1	NA
<b>Total Comprehensive Income</b>	<b>282</b>	<b>468</b>	<b>(39.7)%</b>
Diluted EPS (INR)	9.79	16.15*	(39.4)%

\*Adjusted EPS post bonus issue in the proportion of 2:1

# Historical Standalone Income Statement



PARTICULARS (INR Mn)	FY20	FY19
<b>Operational Revenue</b>	<b>3,005</b>	<b>4,047</b>
Total Expenses	2,311	2,634
<b>Operational EBITDA</b>	<b>694</b>	<b>1,413</b>
<b><i>Operational EBITDA Margin (%)</i></b>	<b>23.09%</b>	<b>34.91%</b>
Other Income	123	123
Depreciation	149	119
Finance Cost	193	206
<b>PBT</b>	<b>475</b>	<b>1,211</b>
Tax	(162)	107
<b>PAT</b>	<b>637</b>	<b>1,104</b>
<b><i>PAT Margins (%)</i></b>	<b>21.20%</b>	<b>27.28%</b>
Other Comprehensive Income	18	(15)
<b>Total Comprehensive Income</b>	<b>655</b>	<b>1,089</b>
Diluted EPS (INR)	21.96	38.24*

\*Adjusted EPS post bonus issue in the proportion of 2:1

# Standalone Balance Sheet (Ind-AS)



PARTICULARS (INR Mn)	H1-FY21	FY20	FY19	PARTICULARS (INR Mn)	H1-FY21	FY20	FY19
<b>Equity</b>	<b>3,467</b>	<b>3,126</b>	<b>2,495</b>	<b>Assets</b>			
a) Equity share capital	144	144	46	<b>Non-current Assets</b>	<b>3,408</b>	<b>3,272</b>	<b>2,557</b>
b) Share Pending issuance	-	-	2	a) Property, plant and equipment	1,558	1,040	972
c) Other equity	3323	2,982	2,447	b) Capital work-in-progress	337	671	207
d) Non-controlling interests	-	-	-	c) Right of use assets	154	162	-
				d) Investment property	695	707	733
<b>Liabilities</b>				e) Goodwill	41	41	41
<b>Non-current liabilities</b>	<b>1,309</b>	<b>1,115</b>	<b>1,447</b>	f) Other intangible assets	15	18	23
a) Financial liabilities	-			g) Intangible assets under development	42	37	9
i) Borrowings	1,215	1,018	1,352	h) Investments	-		
ii) Lease liabilities	40	45	-	i) Investments in subsidiaries	9	8	7
iii) Other financial liabilities	4	6	19	ii) Investments in associates	-	-	-
b) Provisions	47	41	63	i) Financial assets	-		
c) Deferred tax liabilities (Net)	-	-	-	i) Investments	3	3	6
d) Other non-current liabilities	3	5	13	ii) Share application money	-	-	60
				iii) Loans	-	2	3
<b>Current Liabilities</b>	<b>1,984</b>	<b>1,855</b>	<b>1,568</b>	iv) Others financial assets	26	41	46
a) Financial liabilities	-			j) Deferred tax assets (Net)	388	381	193
i) Borrowings	1,014	1,043	602	k) Non-current tax assets (Net)	94	91	33
ii) Lease liabilities	11	11	-	l) Other non-current assets	46	70	224
ii) Trade payables	514	472	435	<b>Current Assets</b>	<b>3,352</b>	<b>2,824</b>	<b>2,953</b>
iii) Other financial liabilities	378	297	425	a) Inventories	1,185	1,135	877
b) Provisions	6	6	6	b) Financial assets	-		
c) Other current liabilities	36	23	49	i) Investments	-	-	11
d) Current tax liabilities (Net)	25	3	51	ii) Trade receivables	989	774	656
				iii) Cash and cash equivalents	303	68	404
				iv) Bank balances other than (iii) above	318	256	504
				v) Loans	165	213	118
				vi) Other financial assets	155	129	26
				c) Other current assets	237	249	357
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6,760</b>	<b>6,096</b>	<b>5,510</b>	<b>TOTAL ASSETS</b>	<b>6,760</b>	<b>6,096</b>	<b>5,510</b>

# Historical Consolidated Income Statement



PARTICULARS (INR Mn)	FY20	FY19	FY18
<b>Operational Revenue</b>	<b>2,929</b>	<b>4,047</b>	<b>3,030</b>
Total Expenses	2,277	2,558	2,100
<b>Operational EBITDA</b>	<b>652</b>	<b>1,489</b>	<b>930</b>
<b>Operational EBITDA Margin (%)</b>	<b>22.26%</b>	<b>36.79%</b>	<b>30.69%</b>
Other Income	123	124	89
Depreciation	150	119	123
Finance Cost	191	207	136
<b>PBT</b>	<b>434</b>	<b>1,287</b>	<b>760</b>
Tax	(161)	108	212
<b>PAT before Associates &amp; Joint Venture</b>	<b>595</b>	<b>1,179</b>	<b>548</b>
Share of Loss of Associates & Joint Venture	-	(4)	(85)
<b>PAT</b>	<b>595</b>	<b>1,175</b>	<b>463</b>
<b>PAT Margins (%)</b>	<b>20.31%</b>	<b>29.03%</b>	<b>15.28%</b>
Other Comprehensive Income	17	(15)	-
<b>Total Comprehensive Income</b>	<b>612</b>	<b>1,160</b>	<b>463</b>
Diluted EPS (INR)	20.53	40.70*	36.75

\*Adjusted EPS post bonus issue in the proportion of 2:1

# Consolidated Balance Sheet (Ind-AS)



PARTICULARS (INR Mn)	H1-FY21	FY20	FY19	PARTICULARS (INR Mn)	H1-FY21	FY20	FY19
<b>Equity</b>	<b>3,406</b>	<b>3,094</b>	<b>2,506</b>	<b>Assets</b>			
a) Equity share capital	144	144	46	<b>Non-current Assets</b>	<b>3,431</b>	<b>3,297</b>	<b>2,556</b>
b) Share Pending issuance	-	-	2	a) Property, plant and equipment	1,559	1,040	973
c) Other equity	3,262	2,950	2,458	b) Capital work-in-progress	337	671	207
d) Non-controlling interests	0.1	0.1	0.1	c) Right of use assets	135	143	-
				d) Investment property	700	713	738
<b>Liabilities</b>				e) Goodwill	41	41	41
<b>Non-current liabilities</b>	<b>1,291</b>	<b>1,097</b>	<b>1,447</b>	f) Other intangible assets	60	65	23
a) Financial liabilities				g) Intangible assets under development	42	37	9
i) Borrowings	1,215	1,018	1,352	h) Investments			
ii) Lease liabilities	21	27	-	i) Investments in subsidiaries	-	-	-
iii) Other financial liabilities	4	6	19	ii) Investments in associates	-	-	-
b) Provisions	47	41	63	i) Financial assets			
c) Deferred tax liabilities (Net)	-	-	-	i) Investments	3	3	6
d) Other non-current liabilities	3	5	13	ii) Share application money	-	-	60
				iii) Loans	-	2	3
<b>Current Liabilities</b>	<b>2,114</b>	<b>1,946</b>	<b>1,559</b>	iv) Others financial assets	26	40	46
a) Financial liabilities				j) Deferred tax assets (Net)	388	381	193
i) Borrowings	1,013	1,043	602	k) Non-current tax assets (Net)	94	91	33
ii) Lease liabilities	11	11	-	l) Other non-current assets	46	70	224
ii) Trade payables	643	564	427	<b>Current Assets</b>	<b>3,380</b>	<b>2,840</b>	<b>2,956</b>
iii) Other financial liabilities	378	297	425	a) Inventories	1,437	1,286	877
b) Provisions	5	5	5	b) Financial assets			
c) Other current liabilities	39	23	49	i) Investments	-	-	11
d) Current tax liabilities (Net)	25	3	51	ii) Trade receivables	825	698	655
				iii) Cash and cash equivalents	308	75	408
				iv) Bank balances other than (iii) above	318	256	504
				v) Loans	165	213	118
				vi) Other financial assets	88	63	26
				c) Other current assets	239	249	357
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6,811</b>	<b>6,137</b>	<b>5,512</b>	<b>TOTAL ASSETS</b>	<b>6,811</b>	<b>6,137</b>	<b>5,512</b>

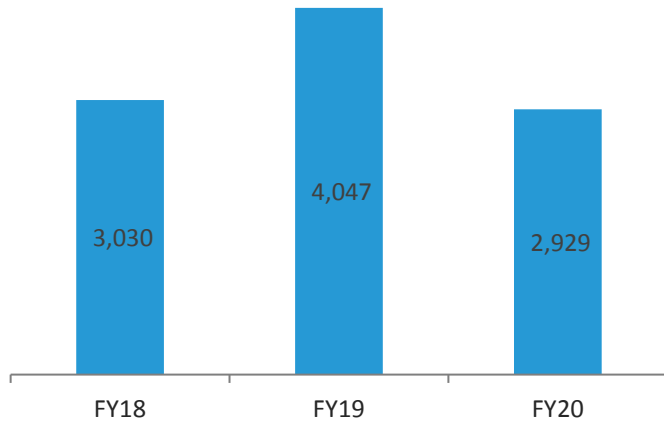




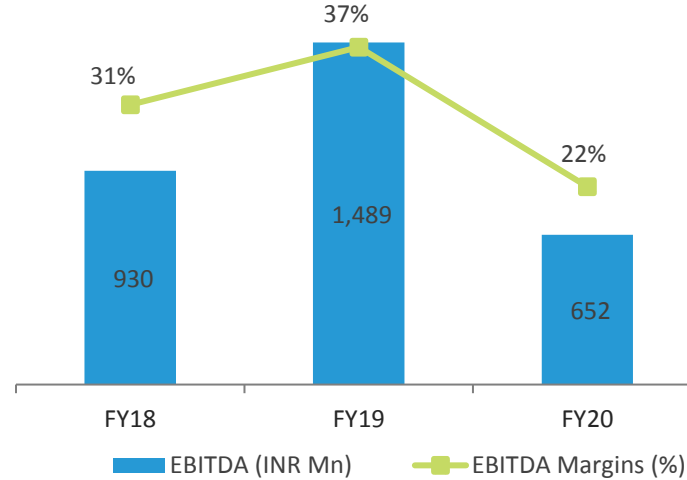
# Historical Consolidated Financial Performance



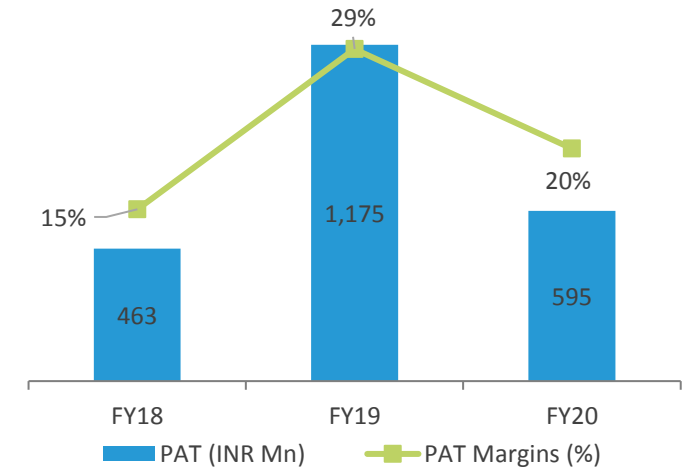
### Operational Revenue (INR Mn)



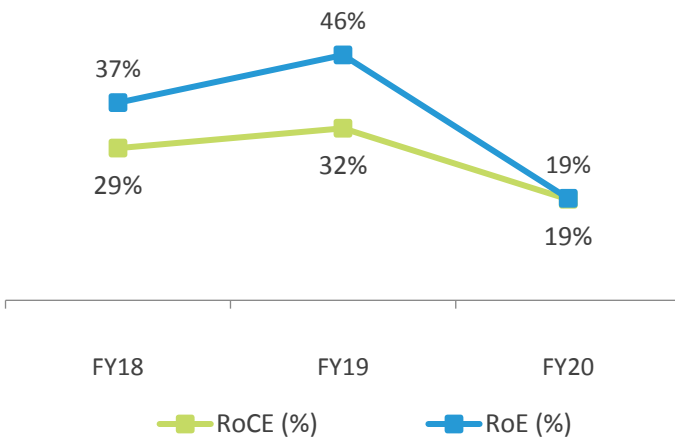
### Operational EBITDA (INR Mn) & Operational EBITDA Margins (%)



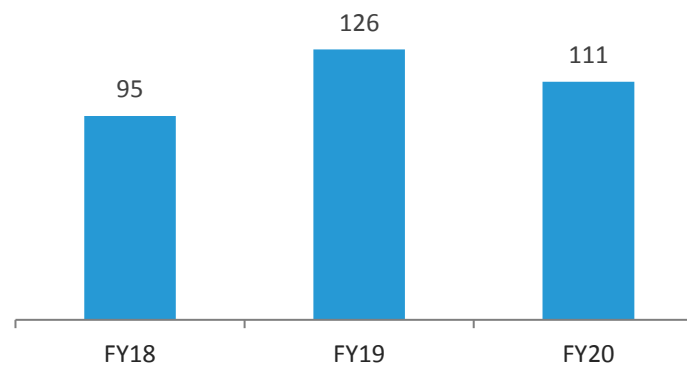
### PAT (INR Mn) & PAT Margins (%)



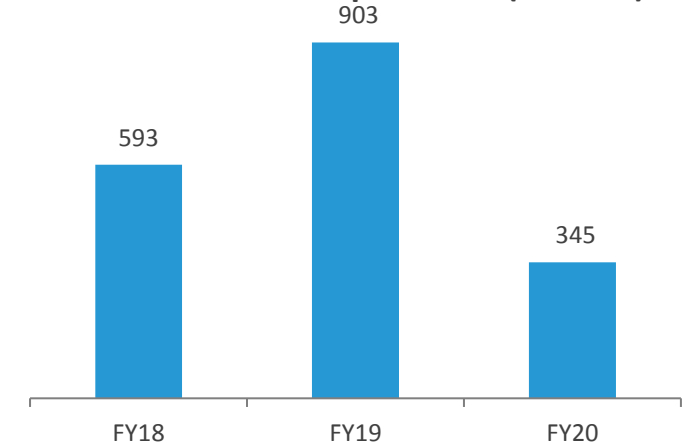
### RoCE & RoE (%)



### Working Capital Days



### Cash Flow from Operations (INR Mn)



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