

#### DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2021-22/233 October 25, 2021

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

<u>Sub: Disclosure under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements)</u>
<u>Regulations, 2015 - Investor Presentation</u>

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 (Q2) quarter and half year ended September 30, 2021.

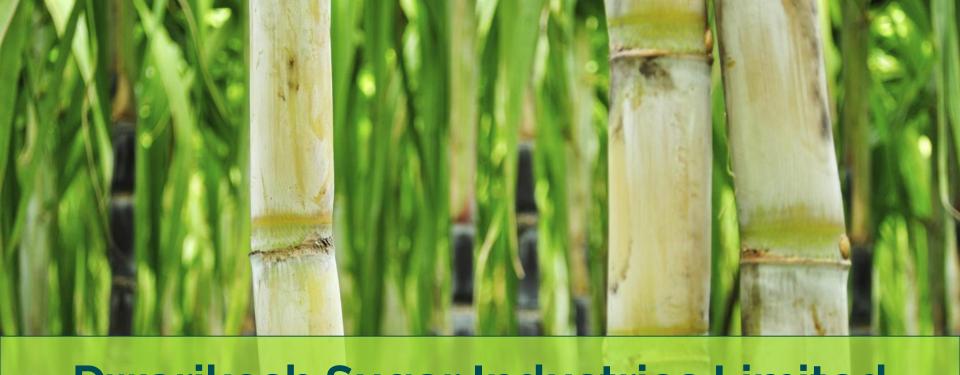
Kindly take the same on record.

Yours faithfully,

B. J. Maheshwari

Managing Director & CS cum CCO (DIN 00002075)

Encl: as above



# **Dwarikesh Sugar Industries Limited**

Investor Update- Q2FY22

## Safe Harbour Statement

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# **Q2FY22 Earnings Call**

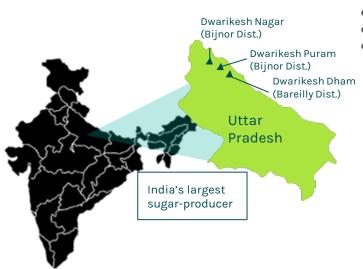
| Time and Date                  | 3:00 PM IST, Tuesday, October 26, 2021 |  |  |  |
|--------------------------------|--|--|--|--|
| Conference Dial-In             | +91 22 6280 1116/+91 22 7115 8017      |  |  |  |
| <u>International Toll Free</u> |  |  |  |  |
| UK                             | 08081011573                            |  |  |  |
| USA                            | 18667462133                            |  |  |  |
| Hong Kong                      | +852 30186877                          |  |  |  |
| Singapore                      | +65 31575746                           |  |  |  |

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#### At a Glance

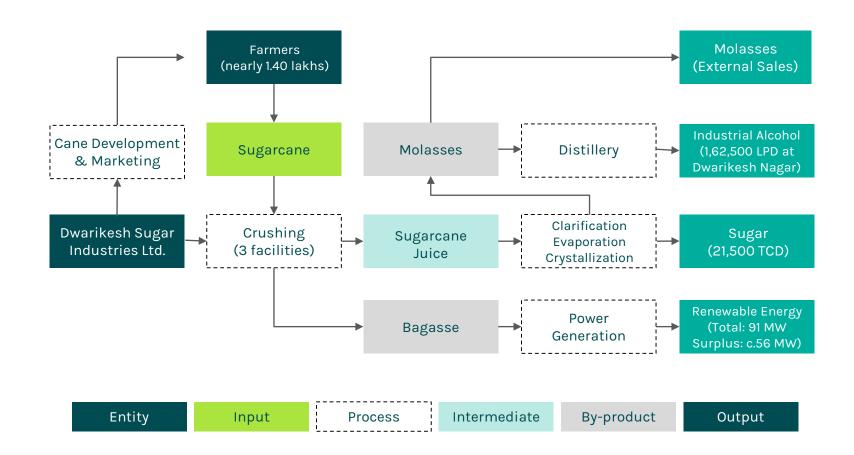


- 3 Plants located in UP-India's largest sugar producing state
- 2 Plants located in Bijnor District– a District with focused concentration on cane production on highly fertile & well-irrigated land
- Plant at Bareilly the low-lying Ganges plains district with fertile alluvial soil
- Access to large, 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             | Dwarikesh<br>Nagar | Dwarikesh<br>Puram | Dwarikesh<br>Dham | Aggregate                 |
|----------------------|--------------------|--------------------|-------------------|---------------------------|
| Sugar (TCD)          | 6,500              | 7,500              | 7,500             | 21,500                    |
| Cogeneration<br>(MW) | 22                 | 33                 | 36                | 91<br>(Surplus: c.<br>56) |
| Distillery (LPD)     | 1,62,500           | -                  | -                 | 1,62,500                  |

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; In July 2021, the Company has embarked upon a project to set up a 175 KLPD distillery at the Dwarikesh Dham Unit in Bareilly, Uttar Pradesh.

#### **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' for exemplary achievements in various fields



Mr. Vijay S. Banka

- **Managing Director**
- **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 R. K. Gupta

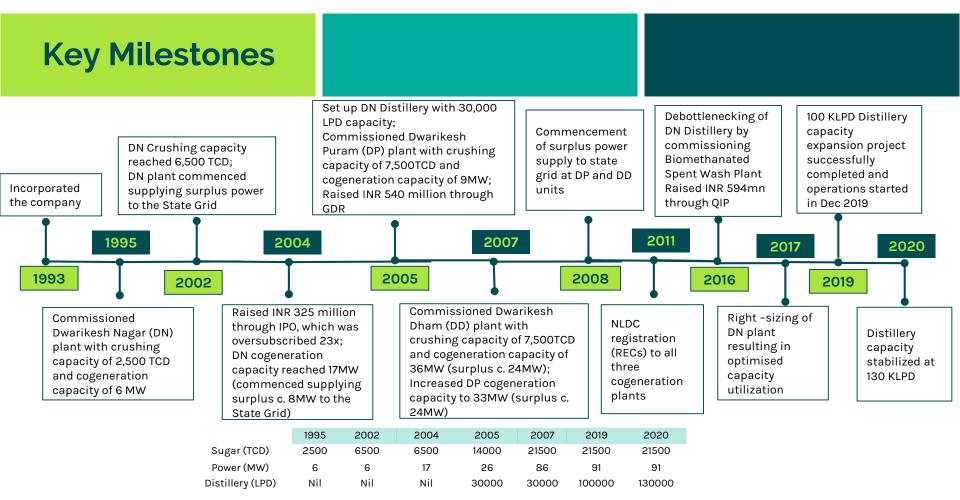
Sr. Executive Vice President - Works

K.P. Singh Vice President - Works

Salil S. Arya

Vice President & Group Compliance Officer

**Sunil Kumar Goel** Chief Financial Officer



### **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

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

Cost Control Cane Development

Deleveraging

Operating Efficiently

- 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

 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 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**

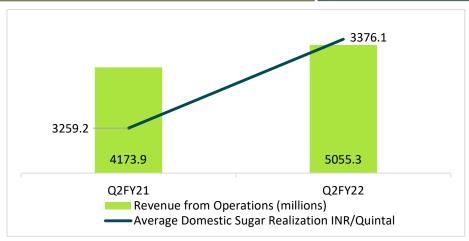
- Associated with more than 1.40 lakh farmer families
- Purchased sugarcane of INR 12,753.01 million in FY21 from farmers in our reserved area providing impetus to rural economy
- Dedicated web portal for farmers giving them access to their calendar, payment status, survey details and loan position
- Regular farmer interaction through 'Kisan Goshthi' and 'Nukkad Natak'

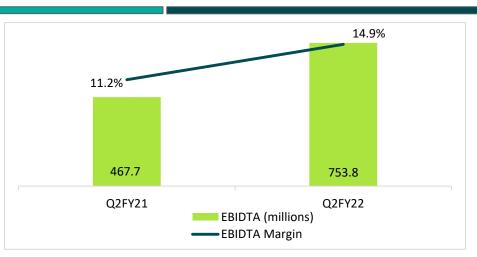


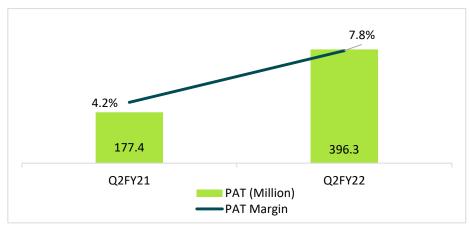
## **Performance Highlights**

| In INR million | Q2FY22 | Q2FY21 | H1FY22 | H1FY21 | FY21    |  |
|----------------|--------|--------|--------|--------|---------|--|
| Total Income   | 5061.7 | 4186.2 | 8994.2 | 8594.4 | 18459.4 |  |
| EBIDTA         | 753.8  | 467.7  | 1349.6 | 974.0  | 2083.5  |  |
| PAT            | 396.3  | 177.4  | 667.3  | 358.3  | 915.4   |  |
| In INR         | Q2FY22 | Q2FY21 | H1FY22 | H1FY21 | FY21    |  |
| EPS            | 2.10   | 0.94   | 3.54   | 1.90   | 4.86    |  |

## **Quarterly Trends**

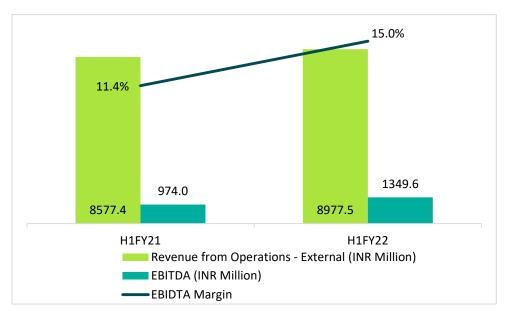


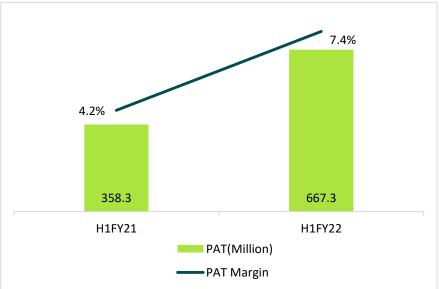




PAT Margin is PAT / Revenue from operations EBITDA Margin is EBITDA / Revenue from operations

## **Half-yearly Performance**



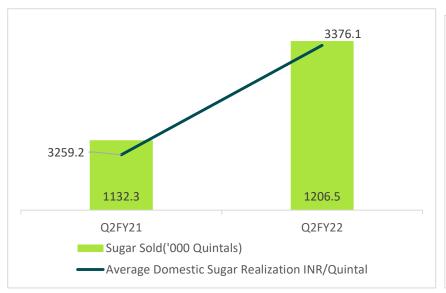


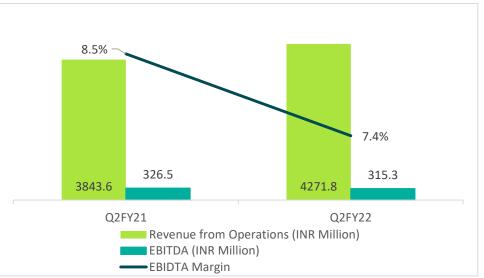
## **Summary Financials**

|   | Q1FY22  | Q1FY21  | H1FY22  | H1FY21  | FY 2021  |
|---|---------|---------|---------|---------|----------|
| INCOME  |         |         |         |         |          |
| Revenue from operations   | 5,055.3 | 4,173.9 | 8,977.5 | 8,577.4 | 18,388.5 |
| Other income  | 6.4     | 12.3    | 16.8    | 17.0    | 70.9     |
| Total Revenue   | 5,061.7 | 4,186.2 | 8,994.3 | 8,594.4 | 18,459.4 |
| EXPENDITURE   |         |         |         |         |          |
| Cost of material consumed   | 23.3    | 16.6    | 2,636.9 | 3,243.4 | 13,666.3 |
| Changes in inventories of finished goods, work in-progress and stock-in-trade | 3,715.8 | 3,231.1 | 4,049.6 | 3,460.9 | 644.4    |
| Employees benefit expense   | 203.1   | 178.7   | 410.3   | 379.7   | 927.5    |
| Finance Cost  | 86.0    | 128.4   | 223.1   | 279.0   | 476.5    |
| Depreciation and amortization expense   | 105.9   | 101.9   | 208.3   | 202.5   | 408.9    |
| Other expense   | 365.5   | 292.2   | 547.8   | 536.4   | 1,137.8  |
| Total Expenses  | 4,499.8 | 3,948.9 | 8,076.0 | 8,101.9 | 17,261.4 |
| Profit before taxes   | 561.9   | 237.3   | 918.3   | 492.5   | 1,198.0  |
| Tax expense   | 165.6   | 59.9    | 251.0   | 134.2   | 282.6    |
| Profit for the period   | 396.3   | 177.4   | 667.3   | 358.3   | 915.4    |
| Other Comprehensive Income/(loss) net of taxes                                | -0.8    | -1.6    | -1.6    | 34.7    | 36.6     |
| Total Comprehensive Income  | 395.5   | 175.8   | 665.7   | 393.0   | 952.0    |

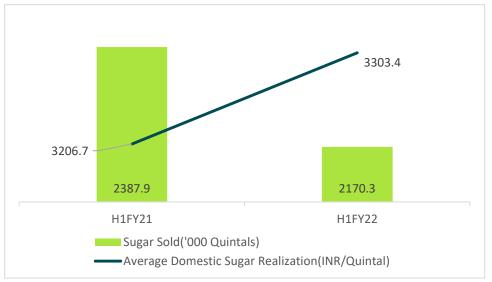


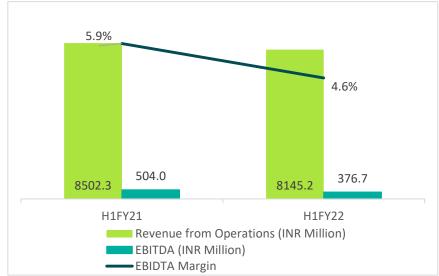
### **Sugar - Quarter Performance**





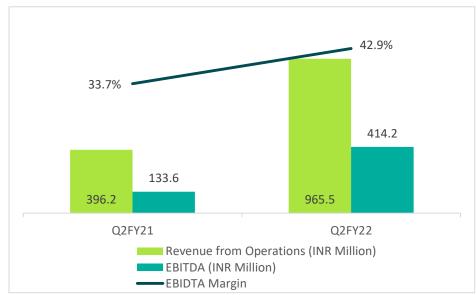
### **Sugar - Half-yearly Performance**





### **Distillery - Quarter Performance**

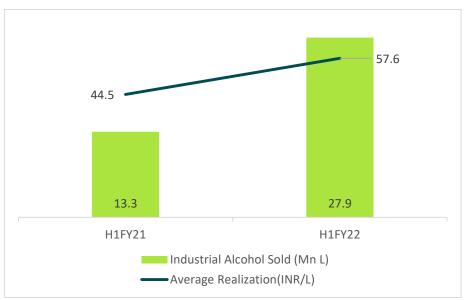


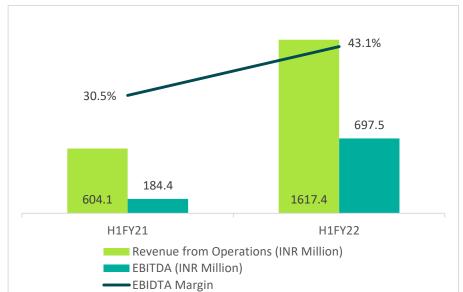


#### **Salient Features:**

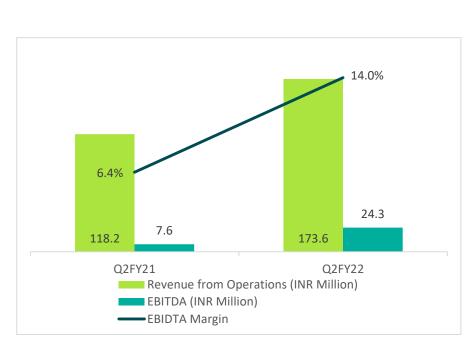
•Products include rectified spirit and ethanol

### **Distillery - Half-yearly Performance**





#### **Cogeneration – Quarter and Half-Yearly Performance**



#### Salient Features:

•Generation Capacity: 91 MW; Exportable capacity: approx. 56 MW



EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)



# **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** 



**Cogeneration Control Panel** 



**Centrifugal Station** 



Switch Yard



# **Dwarikesh Dham Facility (Bareilly District)**

**Facility Overview** 



**Pan Station** 



24 MW TG Set

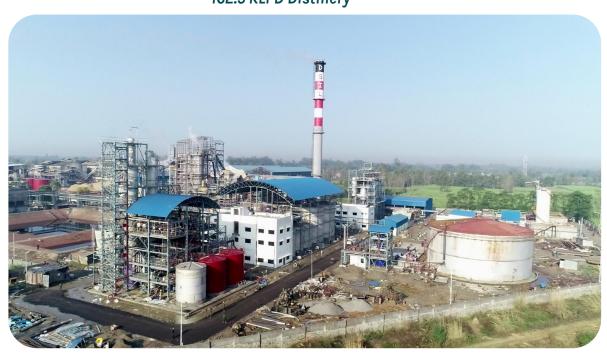


**Clarification Section** 



# **Dwarikesh Nagar Facility (Bijnor District)**

162.5 KLPD Distillery



### Thank you

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