



**Earnings Release for Dalmia
Bharat Sugar & Industries
Limited**

Q1 FY 2020

Certain statements in this presentation describing the Company's objectives, projections, estimates and expectations may be 'forward looking statements' within the meaning of applicable laws and regulations.

Although our expectations are based on reasonable assumptions, these forward-looking statements may be influenced by numerous risks and uncertainties that could cause actual outcomes and results to be materially different from those expressed or implied. The Company takes no responsibility for any consequence of decisions made based on such statements and holds no obligation to update these in the future.

The past financial figures have been regrouped or reclassified as per the current grouping, where ever necessary.

Key Highlights

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- Ramgarh unit completed 25 sugar seasons during Q1FY20
- Acquired second position in sugar recovery in both Maharashtra and UP this quarter



- B.B. Mehta, CEO & Whole Time Director, conferred the prestigious Lifetime Achievement Award by STAI at its 77th annual convention

Key Performance Indicators – Q1'FY20

(Rs. Cr.)

Particulars	Q1FY20	Q1FY19	YOY
Revenue	600	659	(9%)
EBITDA	106	90	18%
PBT	69	62	11%
PAT	54	59	(8%)

Financial Performance

Segment Revenues (Rs. Cr.)

Particulars	Q1'FY20	Q4'FY19	Q1'FY19	YOY
Sugar	485	504	579	(16%)
Power	78	153	120	(35%)
Distillery	88	83	37	135%

Segment Results (EBITDA - Rs. Cr.)

Particulars	Q1'FY20	Q4'FY19	Q1'FY19	YOY
Sugar	32	(1)	14	129%
Power	30	79	55	(45%)
Distillery	43	48	19	126%
Others	1	(12)	2	(50%)

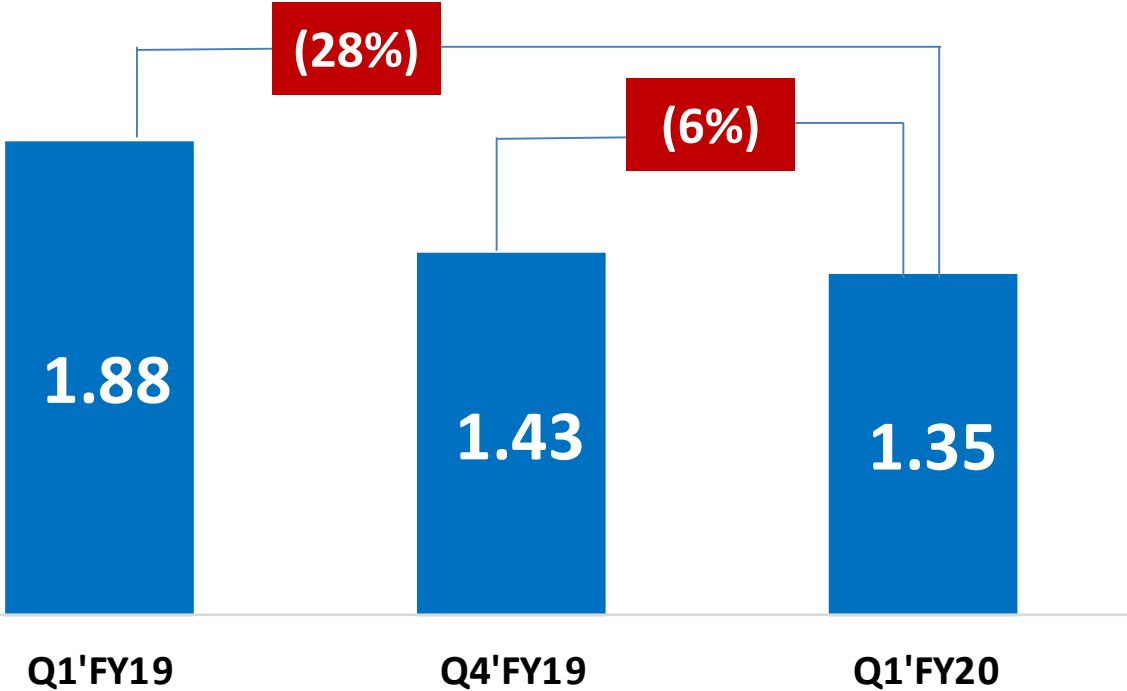
Income Statement Abstract for the Quarter

Particulars (Rs. Cr.)	Q1FY20	Q1FY19	YOY
Total Revenue	600	659	(9%)
Operational Expenses	494	569	(13%)
EBITDA	106	90	18%
Depreciation	13	12	3%
Interest Cost	25	16	59%
PBT	69	62	11%
PAT	54	59	(8%)
EBITDA Margin %	18%	14%	406 bps

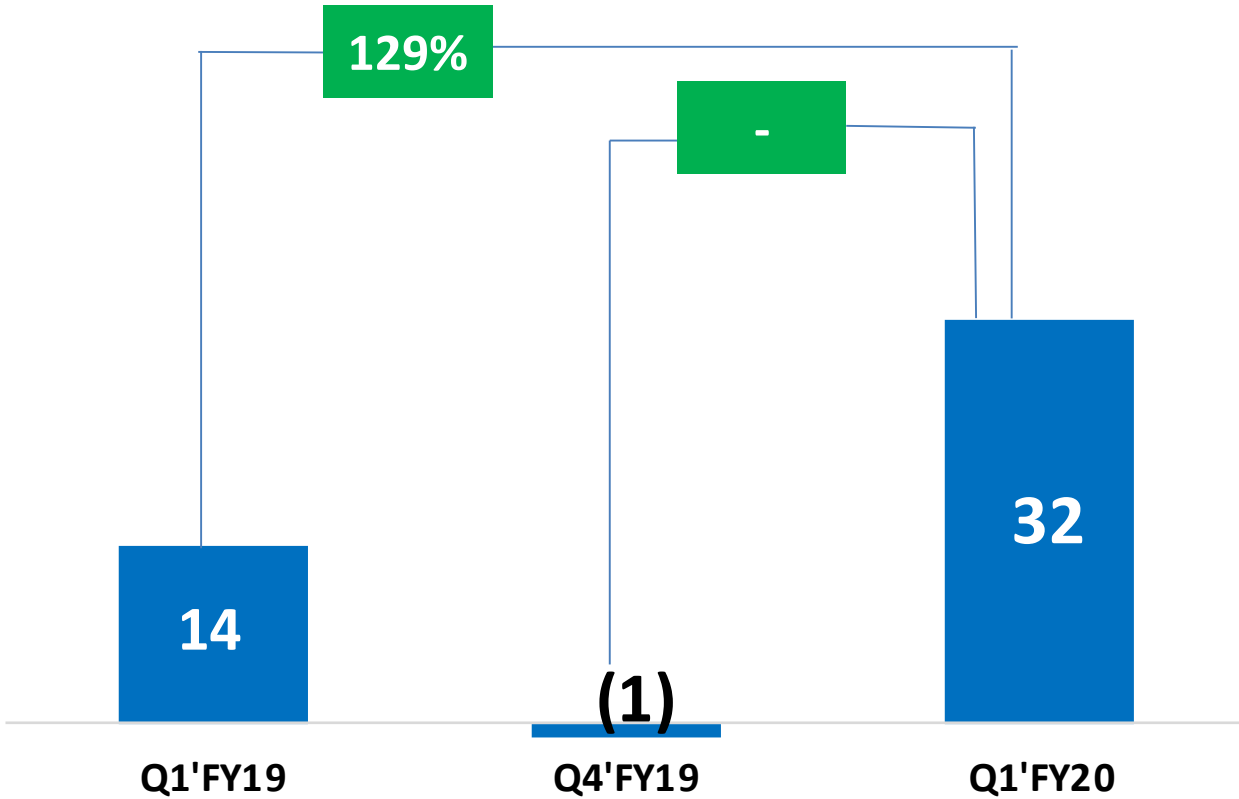
Operating Indicators

Sugar - Q1FY20

Sales Volume (In Lakh Tonnes)



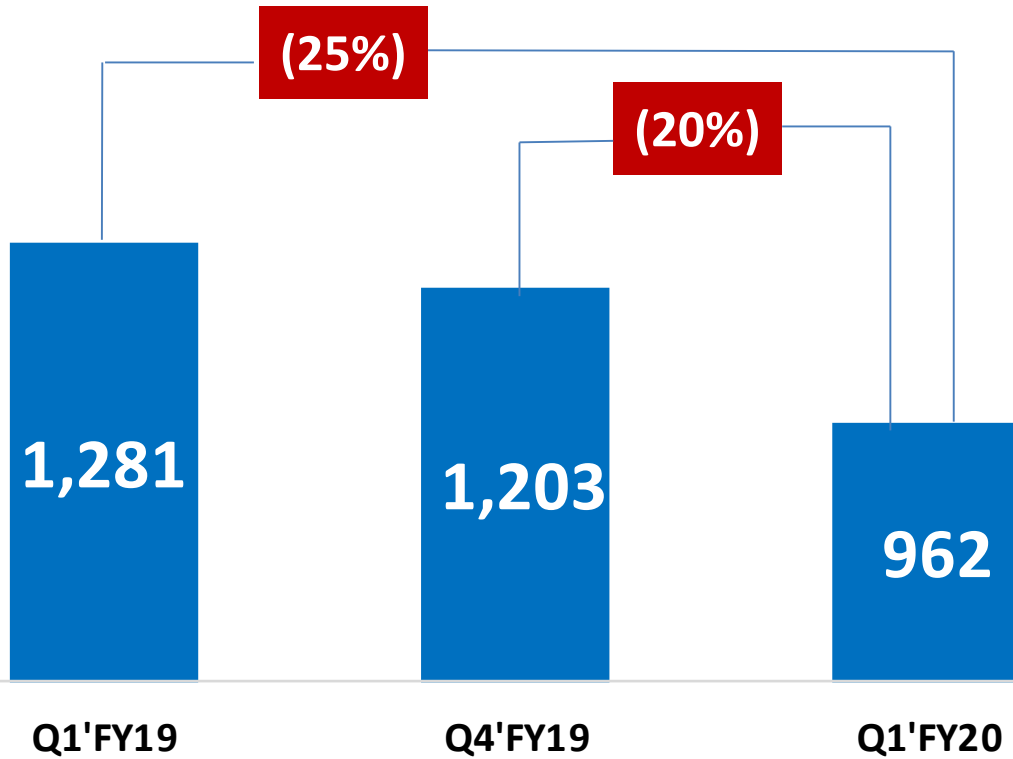
EBITDA (In Rs. Cr.)



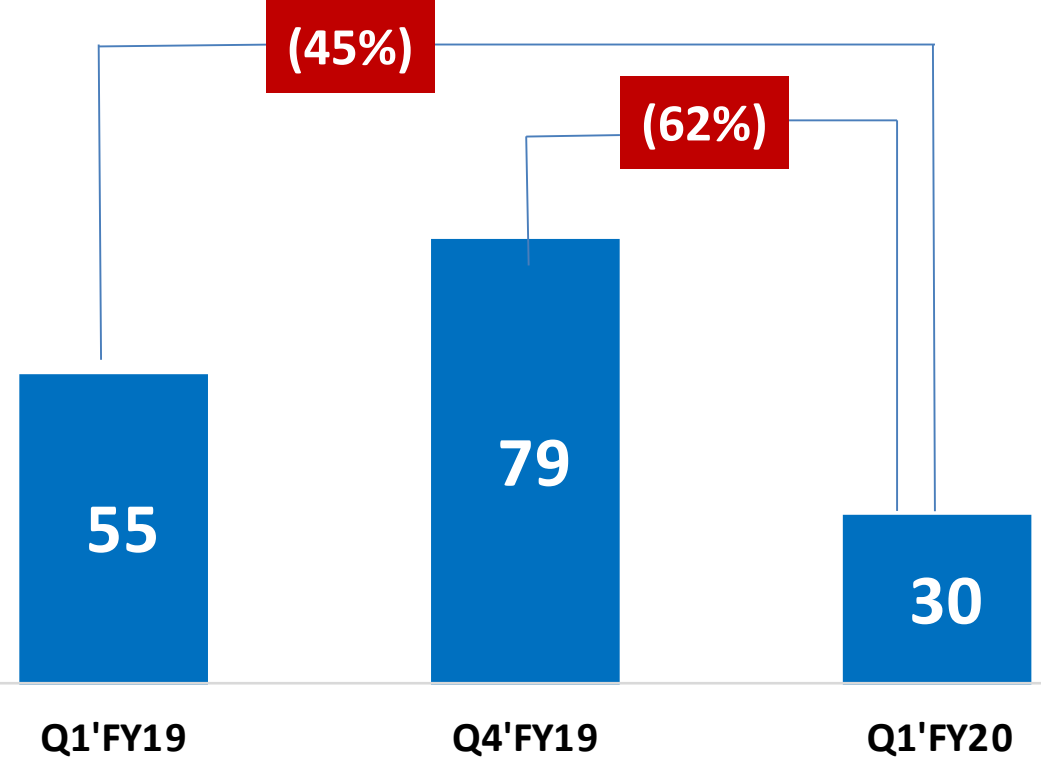
Volumes for sugar segment are low due to lower govt. release, however segmental margins are positive because of better sugar prices.

Power - Q1FY20

Sales Volume *(In Lakh Units)*



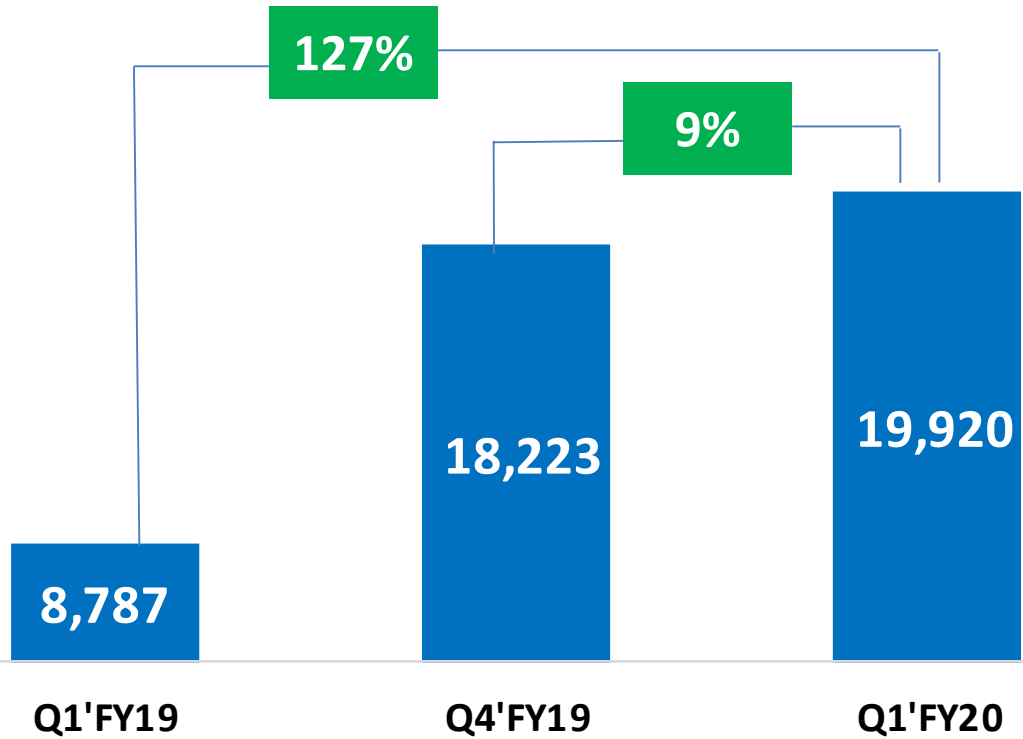
EBITDA *(In Rs. Cr.)*



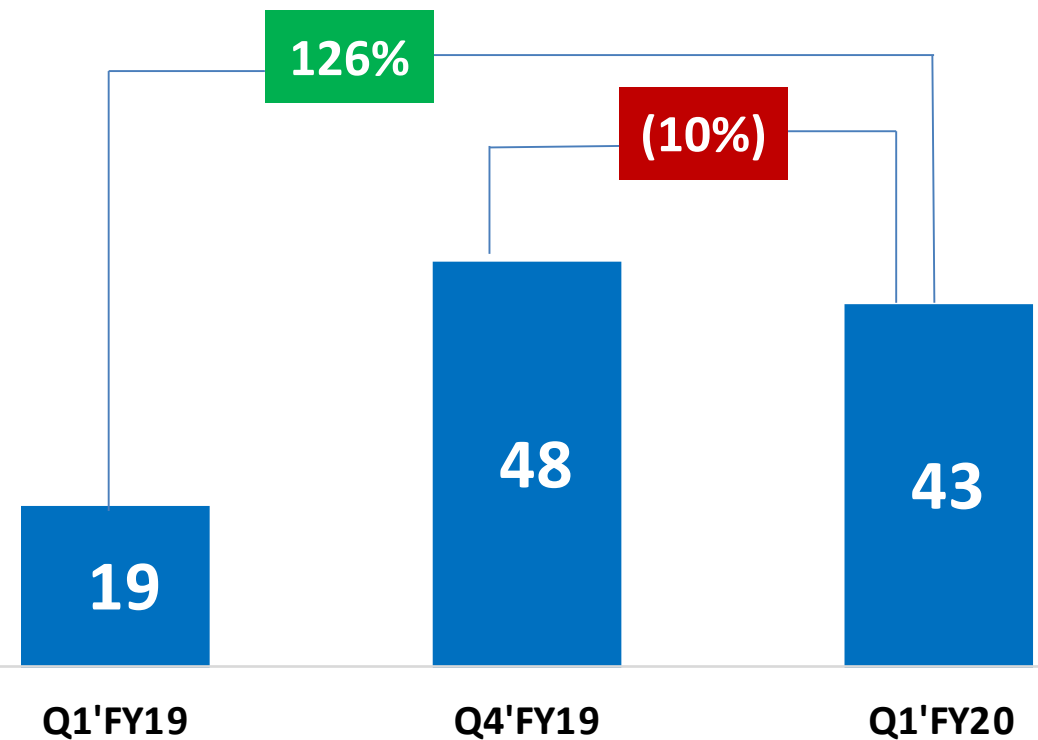
Power export is low due to lower cane crushing during the quarter. Profitability is impacted due to provision for lower power tariff in UP and lower export volumes.

Distillery - Q1FY20

Sales Volume (In Kilo Litres)



EBITDA (In Rs. Cr.)



Distillery volumes are up due to implementation of 60 KLPD Nigohi distillery and expansion of Jawaharpur distillery to 120 KLPD, which has resulted into positive profitability of the segment.

Sustainability & CSR

CSR initiatives for the quarter



Construction and rejuvenation of **12 villages** ponds was undertaken in the 3 locations of UP. These ponds will help in conservation of **22.34 crore litres of water** in a year benefitting **550 farmers** and a large number of villagers.



Mini Grid project distributing electricity to **98 households** and **114 farmers** for pumping water for irrigating their lands. Revenue of INR 1 lakh generated from both the Mini Grids in Q1FY20. **25 households** from Nigohi and Ramgarh connected to Ujjwala Scheme of the Government to avail the LPG connections.

CSR initiatives for the quarter



115 trainees of Home Health Aide and Security Guard trade were offered placements and 180 youth are undergoing training in 4 trades. **Rural Haat & Production Centres** being constructed in partnership in Ramgarh has been completed. The inauguration will be done in August.



7 new toilets constructed in village Kudirna and Nekpur under Government's Swachh Bharat Mission scheme. **492 people** given awareness & training through HP WOW in Kolhapur. At the HP CSL Ramgarh, **70 students** are undergoing training on digital education. **Drinking Water Pipeline of 550 feet and 16,500 liter** Reserve water tank has been installed in Ninai Devi, Maharashtra

Industry Update

Buffer Stock Creation

- Union government arrived on a decision to create buffer stock of 4 million tonne with an estimated expenditure of Rs. 1,674 crore.

Fair and Remunerative Prices

- FRP (Fair and Remunerative Prices) to remain unchanged at Rs 275 per quintal for the SS 2019-20.

Export Quota

- Government fixed an export quota of 10,000 tonne of white/raw sugar to the European Union (EU) under a provision for a 12-month period beginning October.

Ethanol Purchase Policy

- Centre proposes to take ethanol economy from Rs. 11,000 crore to Rs. 50,000 crore in the next two years with its long term Ethanol purchase policy.

ThankYou

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