

# DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2019-20/ 534

February 11, 2020 ↗

Corporate Relationship Department  
BSE Limited  
Phiroze Jeejeebhoy Towers  
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National Stock Exchange of India Limited  
"Exchange Plaza"  
Bandra - Kurla Complex,  
Bandra [E], Mumbai - 400 051

**Scrip Code - 532610**

**Scrip Code - DWARKESH**

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

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 quarter and nine months ended December 31, 2019 for the purpose of making disclosures under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 to the stock exchange(s)

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- Q3FY20

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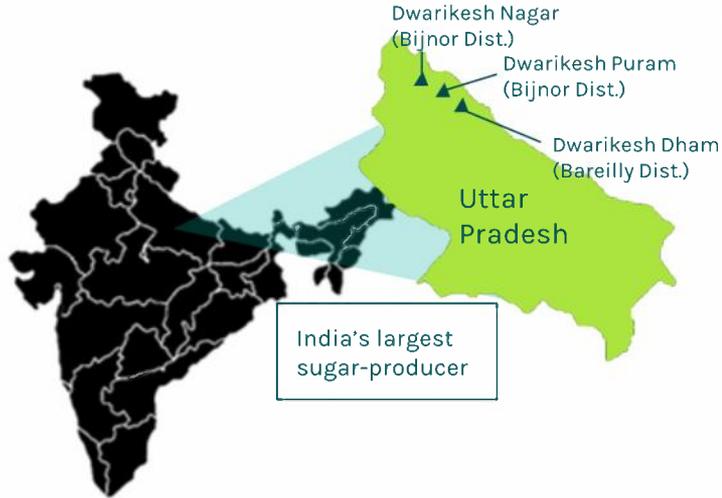
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# Business Overview

# At a Glance

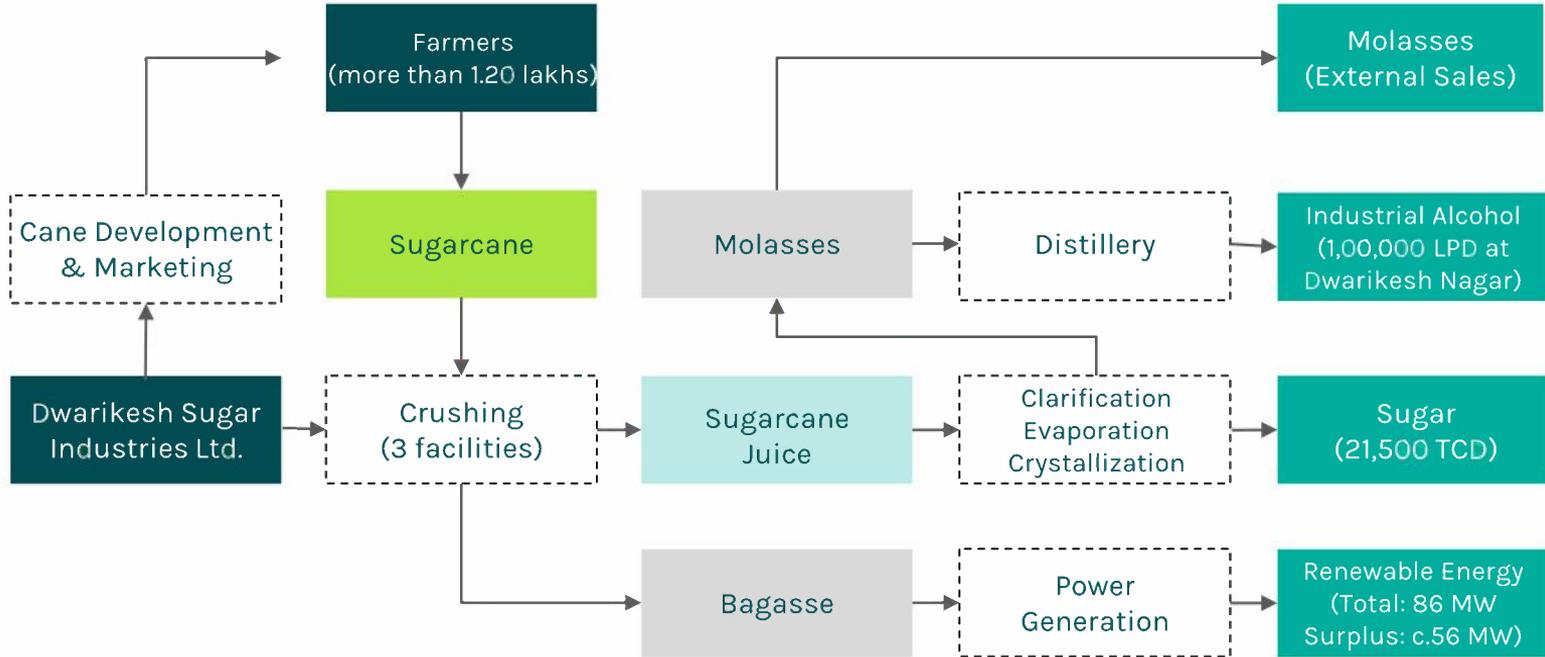


- 3 Plants located in UP-India's largest sugar producing state
- 2 Plants located in Bijnor District- a District with focused concentration on cane production on highly fertile & well-irrigated land
- Plant at Bareilly - the low-lying Ganges plains district with fertile alluvial soil
- Access to large, 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 (Dec 31, 2018)	Dwarikesh Nagar	Dwarikesh Puram	Dwarikesh Dham	Aggregate
Sugar (TCD)	6,500	7,500	7,500	21,500
Cogeneration (MW)	17	33	36	86 (Surplus: c. 56)
Distillery (LPD)	1,00,000	-	-	1,00,000

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;

# Operations Overview



Entity	Input	Process	Intermediate	By-product	Output
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# 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'



**Mr. Vijay S.  
Banka**

- Managing Director
- Qualified 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

**K.P. Singh**  
Vice President - Works

**R. K. Gupta**  
Vice President - Works

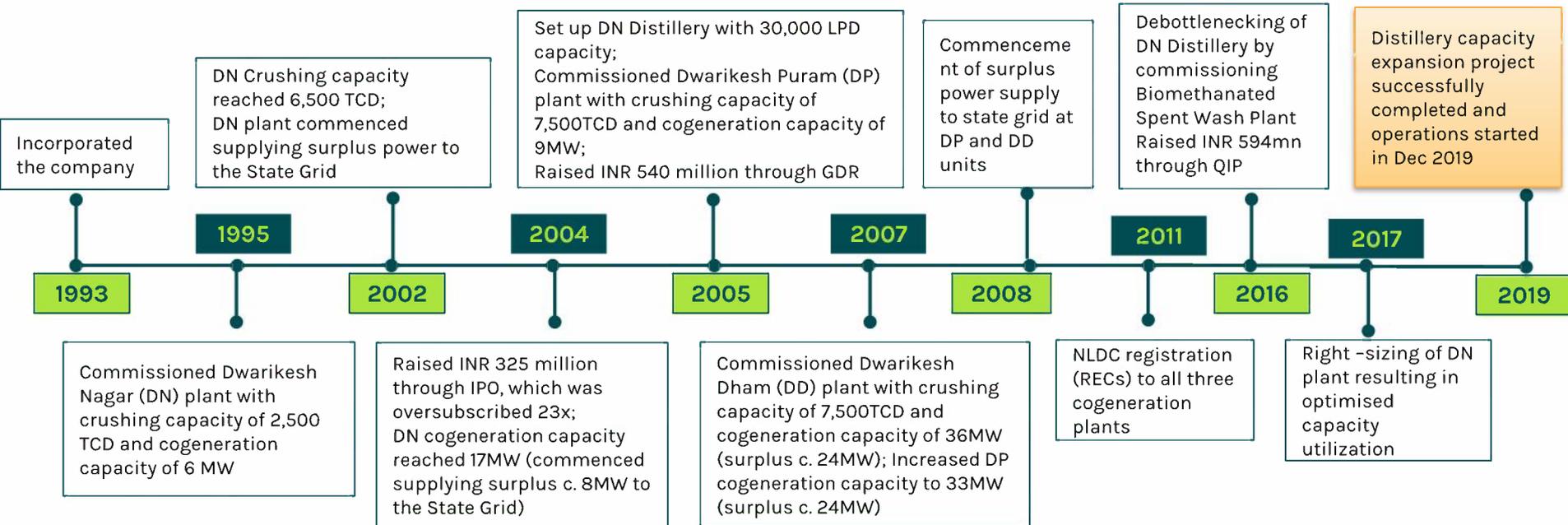
**Alok Lohia**  
Chief Financial  
Officer

**Salil S. Arya**  
Group Compliance  
Officer

**Rajendra S. Thakur**  
Chief General  
Manager - Works

**Surendra P. Singh**  
Chief General  
Manager - Cane

# Key Milestones



	1995	2002	2004	2005	2007	2019
Sugar (TCD)	2500	6500	6500	14000	21500	21500
Power (MW)	6	6	17	26	86	86
Distillery (LPD)	Nil	Nil	Nil	30000	30000	100000

To know more about our story, please watch our documentary at <https://www.youtube.com/watch?v=kCF2PAZHqI>

# 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

**Cost  
Control**

**Cane  
Development**

- 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

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

**Deleveraging**

**Operating  
Efficiently**

- 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 (e.g.: Co 0238) 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 1.20 lakh farmer families
- Purchased sugarcane of INR 10,632.75 million and INR 10,336.95 million in FY19 and FY18 respectively 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'



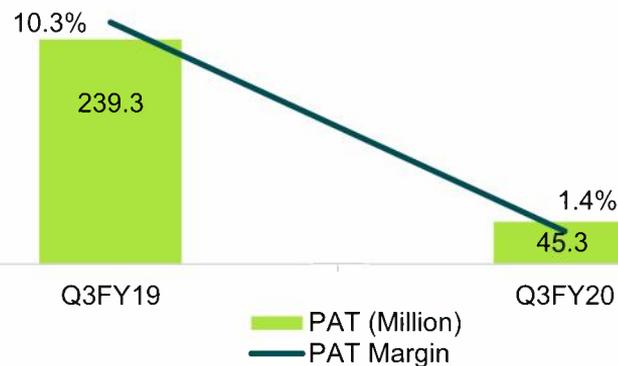
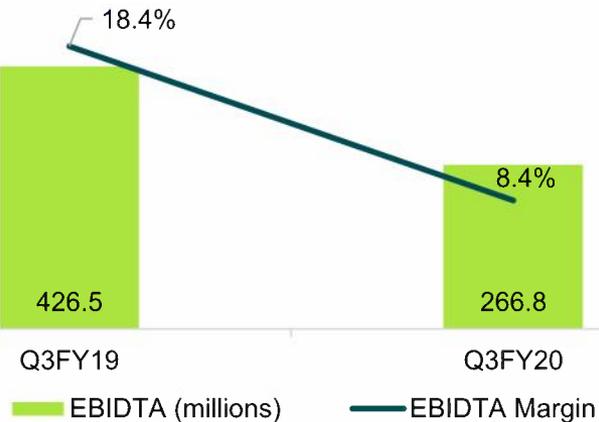
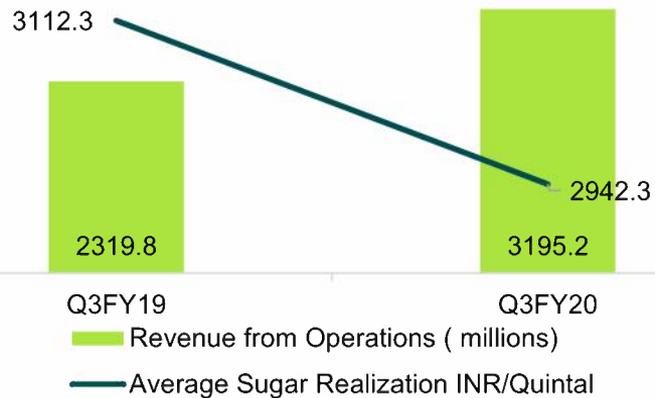
# Q3FY20 Financial Performance

# Performance Highlights

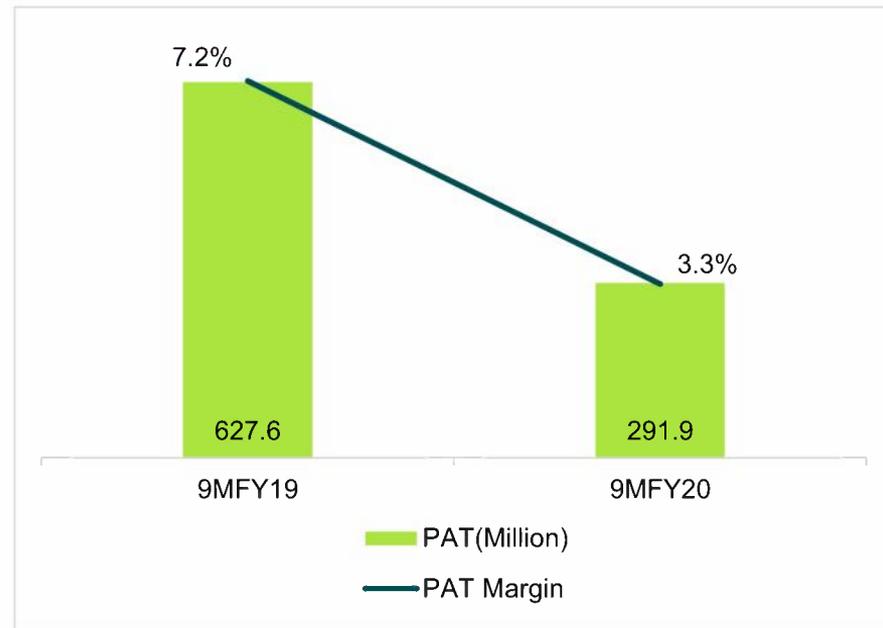
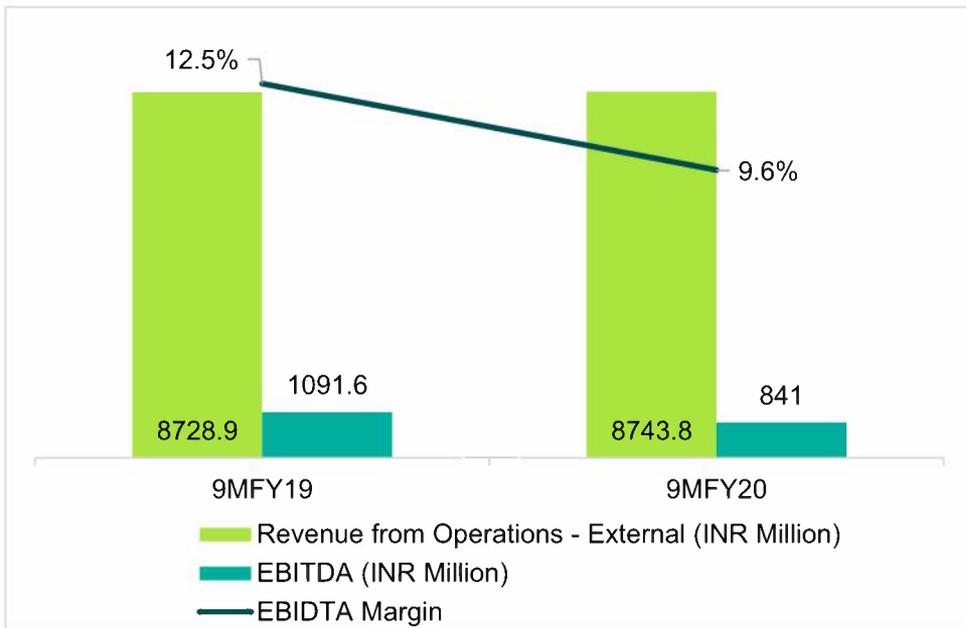
In INR million	Q3FY20	Q3FY19	9MFY20	9MFY19	FY19
<b>Total Income</b>	3207.05	2636.07	8783.25	9061.29	11202.16
<b>EBIDTA</b>	266.84	426.49	841.04	1091.60	1651.53
<b>PAT</b>	45.28	239.30	291.88	627.61	951.06

In INR	Q3FY20	Q3FY19	9MFY20	9MFY19	FY19
<b>EPS</b>	0.24	1.27	1.55	3.33	5.05

# Quarterly Trends



# Nine-monthly Trends



# Summary Financials

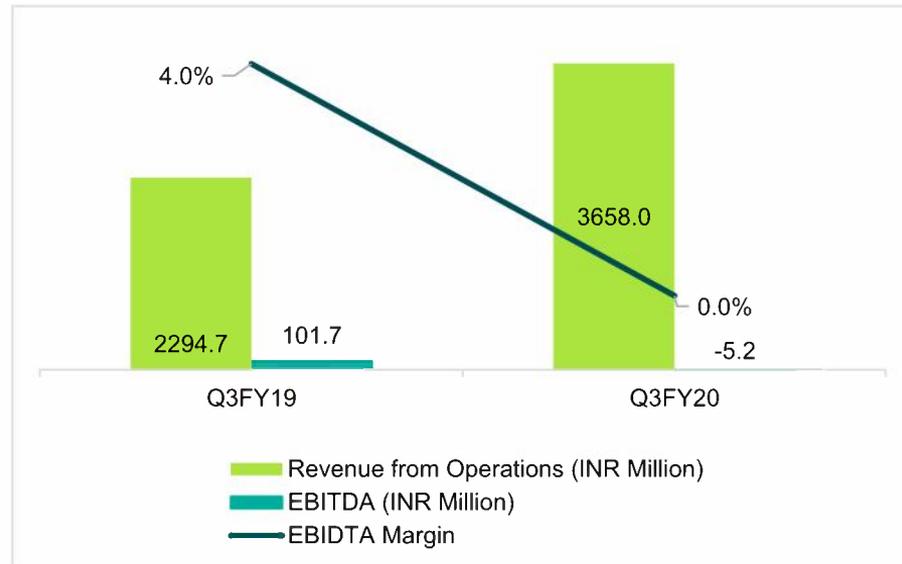
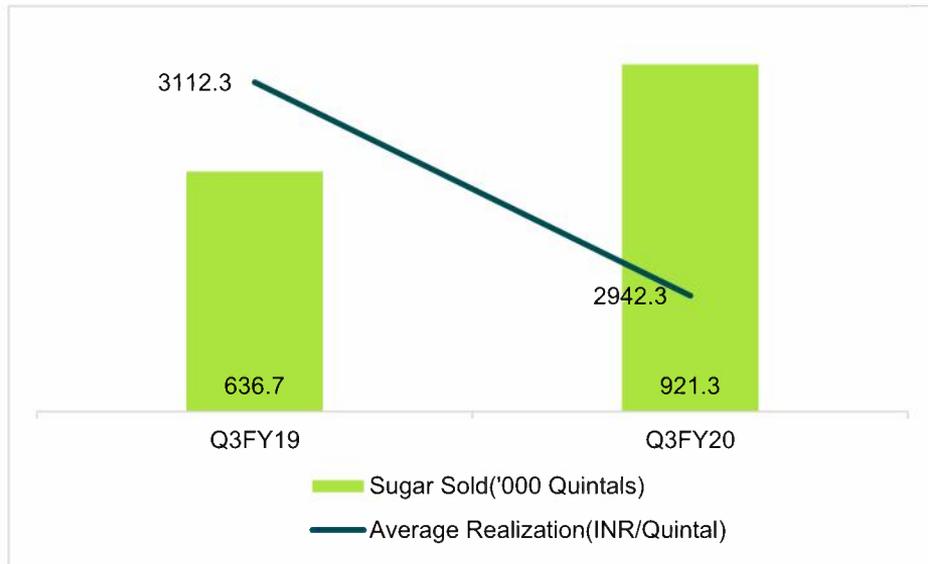
	Q3FY20	Q3FY19	9MFY20	9MFY19	FY19
<b>INCOME</b>					
Revenue from operations ( including excise Duty)	3195.2	2319.8	8743.8	8728.9	10841.2
Other income	11.8	316.3	39.4	332.4	361.0
<b>Total Revenue</b>	<b>3207.0</b>	<b>2636.1</b>	<b>8783.2</b>	<b>9061.3</b>	<b>11202.2</b>
<b>EXPENDITURE</b>					
Cost of material consumed	3570.4	2915.6	5161.1	5382.7	10905.1
Changes in inventories of finished goods, work in-progress and stock-in-trade	-1091.7	-1064.2	1647.3	1421.3	-2915.4
Employees benefit expense	227.8	192.8	554.2	482.7	708.4
Finance Cost	51.1	29.9	228.4	124.7	212.6
Depreciation and amortization expense	100.7	81.0	267.5	244.4	329.5
Other expense	233.7	165.4	579.6	683.0	852.6
<b>Total expenses</b>	<b>3092.0</b>	<b>2320.5</b>	<b>8438.1</b>	<b>8338.8</b>	<b>10092.8</b>
<b>Profit / (loss) before taxes</b>	115.0	315.6	345.1	722.5	1109.4
Tax expense	69.7	76.3	53.2	94.9	158.4
<b>Profit for the period</b>	45.3	239.3	291.9	627.6	951.0
Other Comprehensive Income	-2.1	39.5	-43.6	34.3	26.8
<b>Total Comprehensive Income</b>	43.2	278.8	248.3	661.9	977.8

Figures in INR million

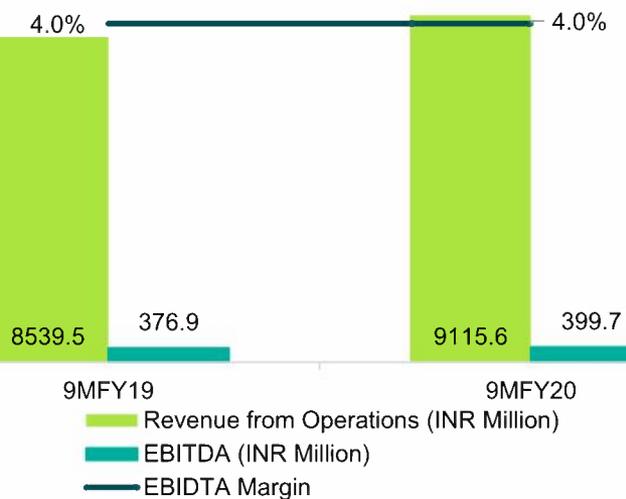
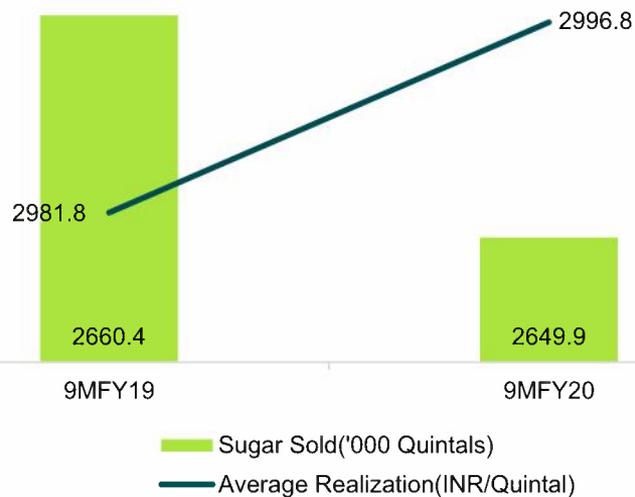


# Operational Trends

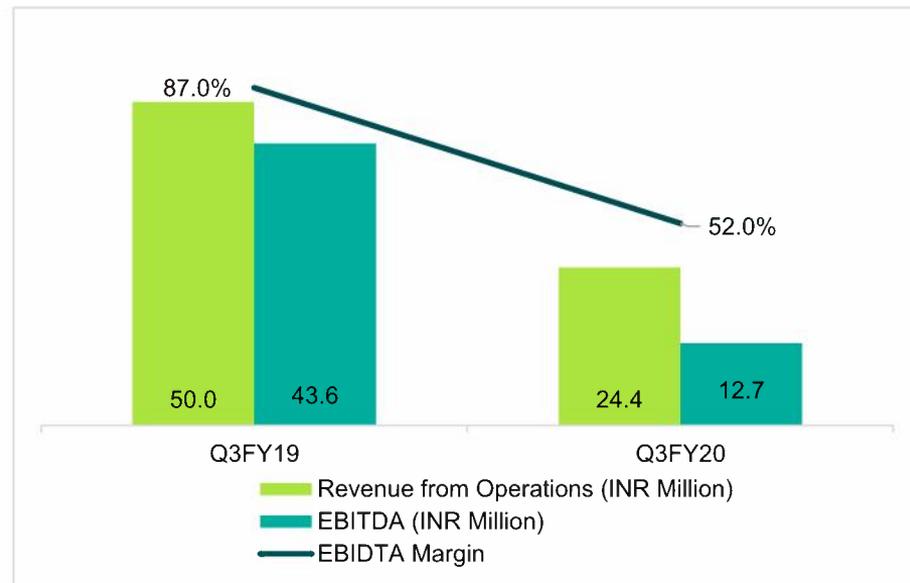
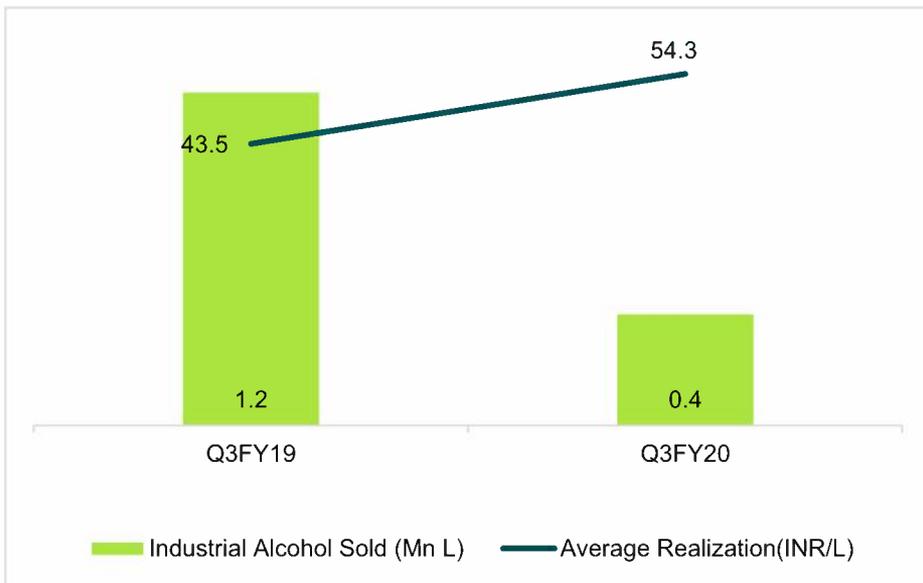
# Sugar - Quarter Performance



# Sugar – Nine-monthly Performance



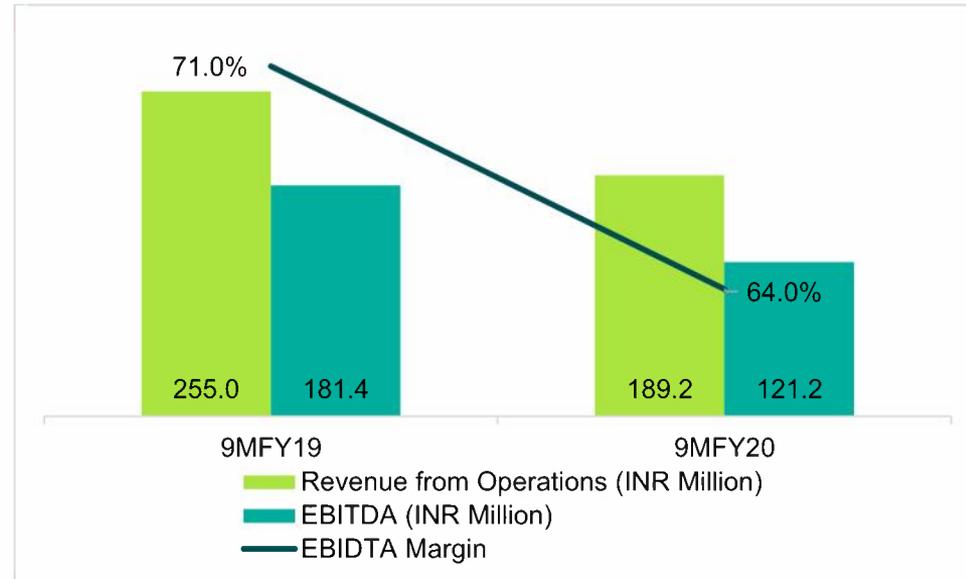
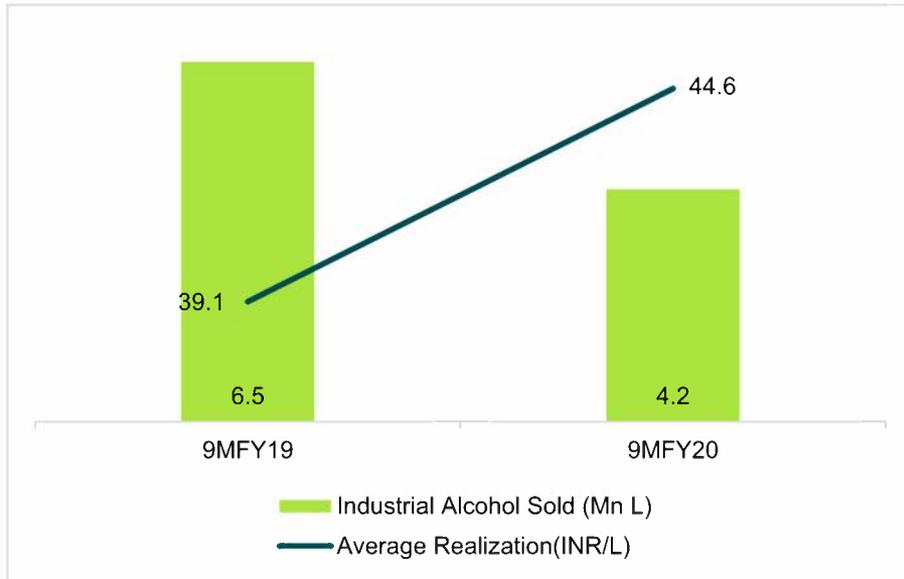
# Distillery - Quarter Performance



## Salient Features:

- Products include rectified spirit and ethanol

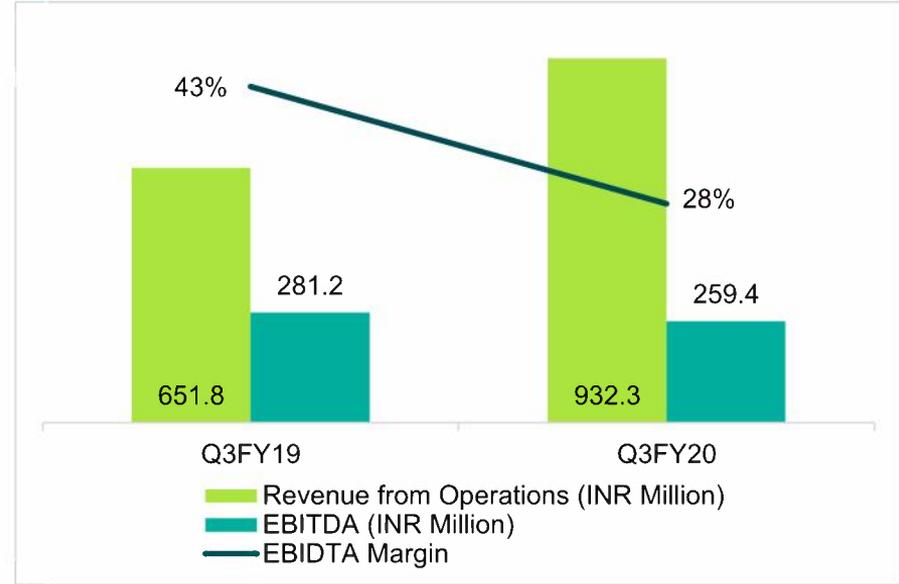
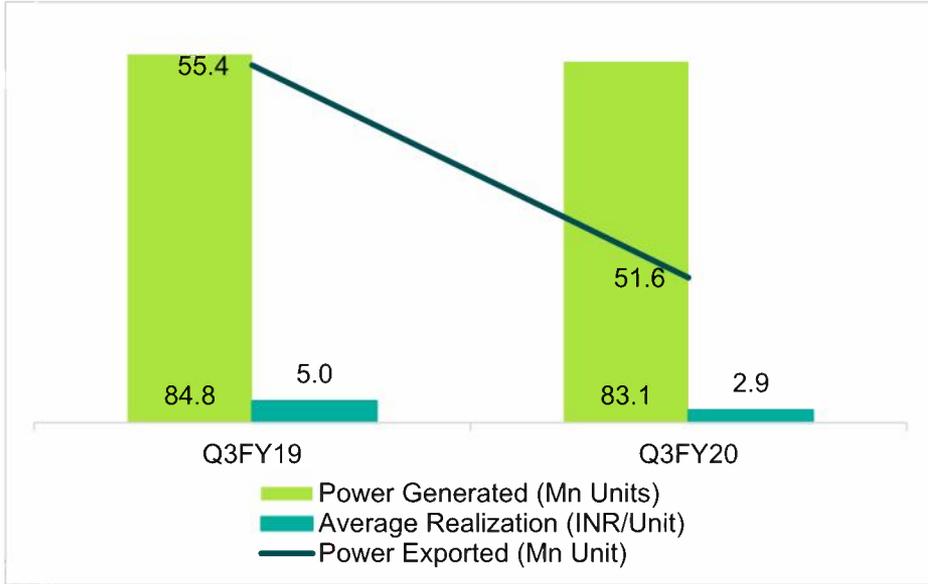
# Distillery – Nine-monthly Performance



## Salient Features:

- Products include rectified spirit and ethanol

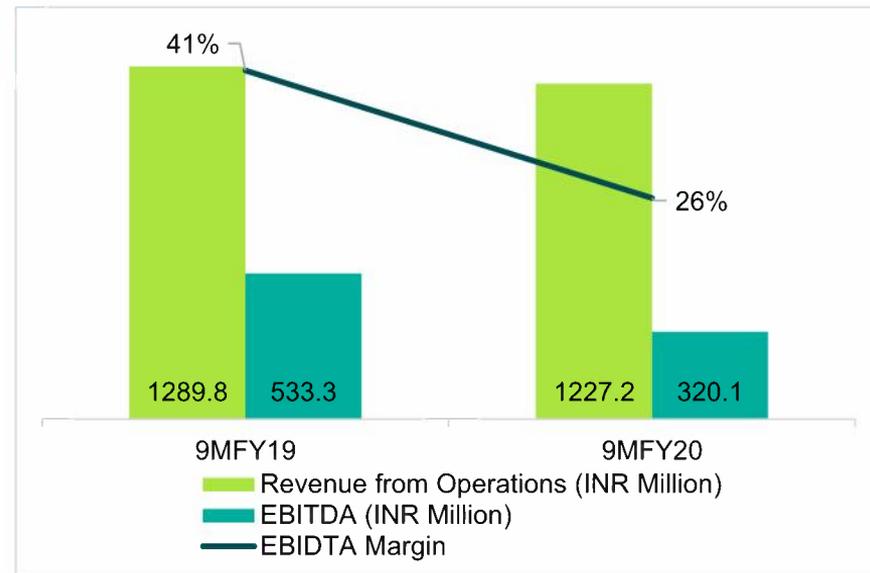
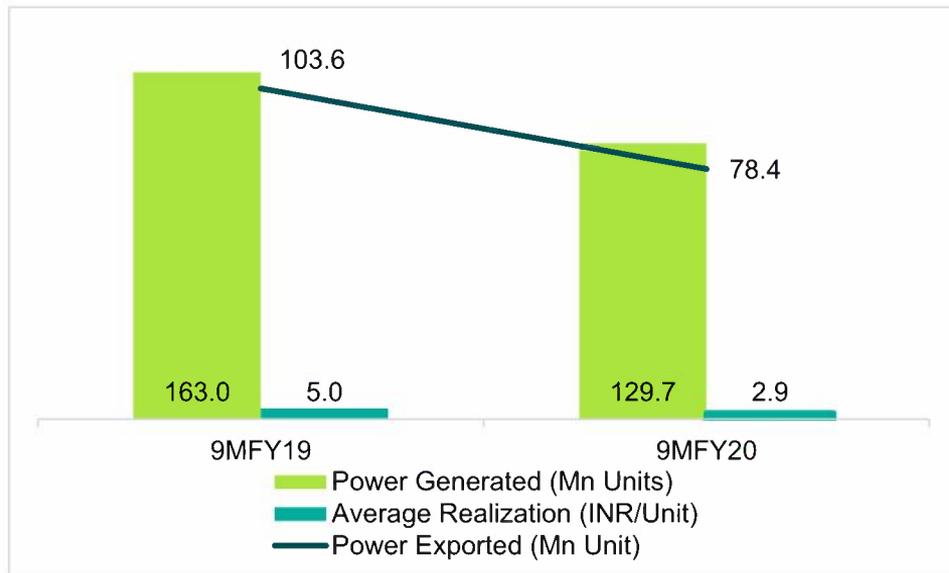
# Cogeneration – Quarterly Performance



## Salient Features:

- Generation Capacity: 86 MW; Exportable capacity: approx. 56 MW
- Cogeneration capacity utilization is low during off-season as the Company has a policy of not having large bagasse inventory

# Cogeneration – Nine-monthly Performance





# Annexure - Facilities

# Dwarikesh Nagar Facility ( Bijnor District )

*Sugar Plant Overview*



*Bagasse Silos & Feeders of Boiler*



*Distillation House & Multi-Effect Evaporator*



*Continuous Pan*



# Dwarikesh Nagar Facility ( Bijnor District )

*Juice Evaporator*



*Centrifugal Station*



*Cogeneration Control Panel*



*Switch Yard*



# Dwarikesh Nagar Facility ( Bijnor District )

*Facility Overview*



*Pan Station*



*24 MW TG Set*



*Clarification Section*



# Dwarikesh Nagar Facility ( Bijnor District )

*Facility Overview*



*Pan Station*



*24 MW TG Set*



*Clarification Section*



# Dwarikesh Nagar Facility ( Bijnor

# District )

*100KLPD New Distillery Installed*



# Thank you

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