

# DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2018-19/225

August 8, 2018

Corporate Relationship Department  
Bombay Stock Exchange  
Phirozejeejeebhoy 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**

**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 ended June 30, 2018 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  
Q1FY19 Investor Update

# Safe Harbor Statement



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We cordially invite you to the Earnings Call with

## **Dwarikesh Sugar Industries (DSIL IN)**

to discuss the Q1 FY19 Results

### **Represented by:**

*Mr. Vijay S Banka – Managing Director*

Monday, August 13, 2018, at 16:00 hrs IST  
18:30 hrs SGT & HK / 10:30 hrs GMT / 06:30 hrs EDT / 03:30 hrs PDT

### **Dial-In Numbers:**

Universal Access Number: +91-22- 6280 1360 / 7115 8261

Local Access Number: +91-7045671221

USA: 1 866 746 2133 | UK: 0 808 101 1573

Singapore: 800 101 2045 | Hong Kong: 800 964 448



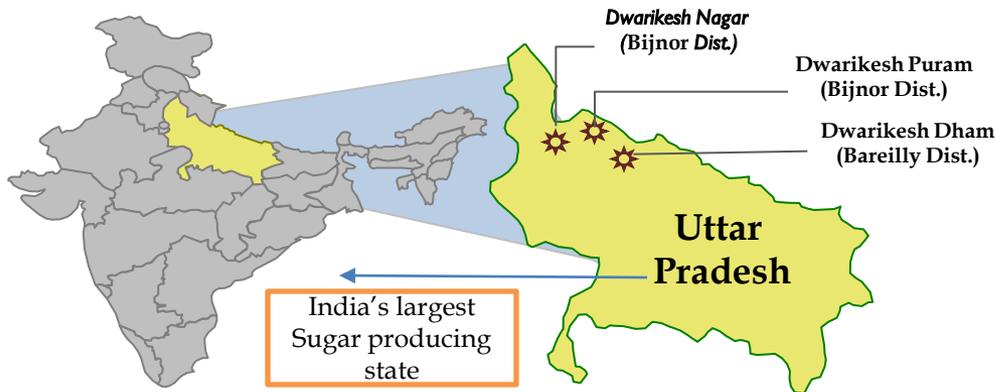
For further information, please contact  
**Prashant Biyani** | PrashantBiyani@PLIndia.com | +91-22-6632 2260  
**NLatha** | NLatha@PLIndia.com | +91-22-6632 2231



## Business Overview



## Reach



Capacity (Dec 31, 2016)	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)	30,000	-	-	30,000

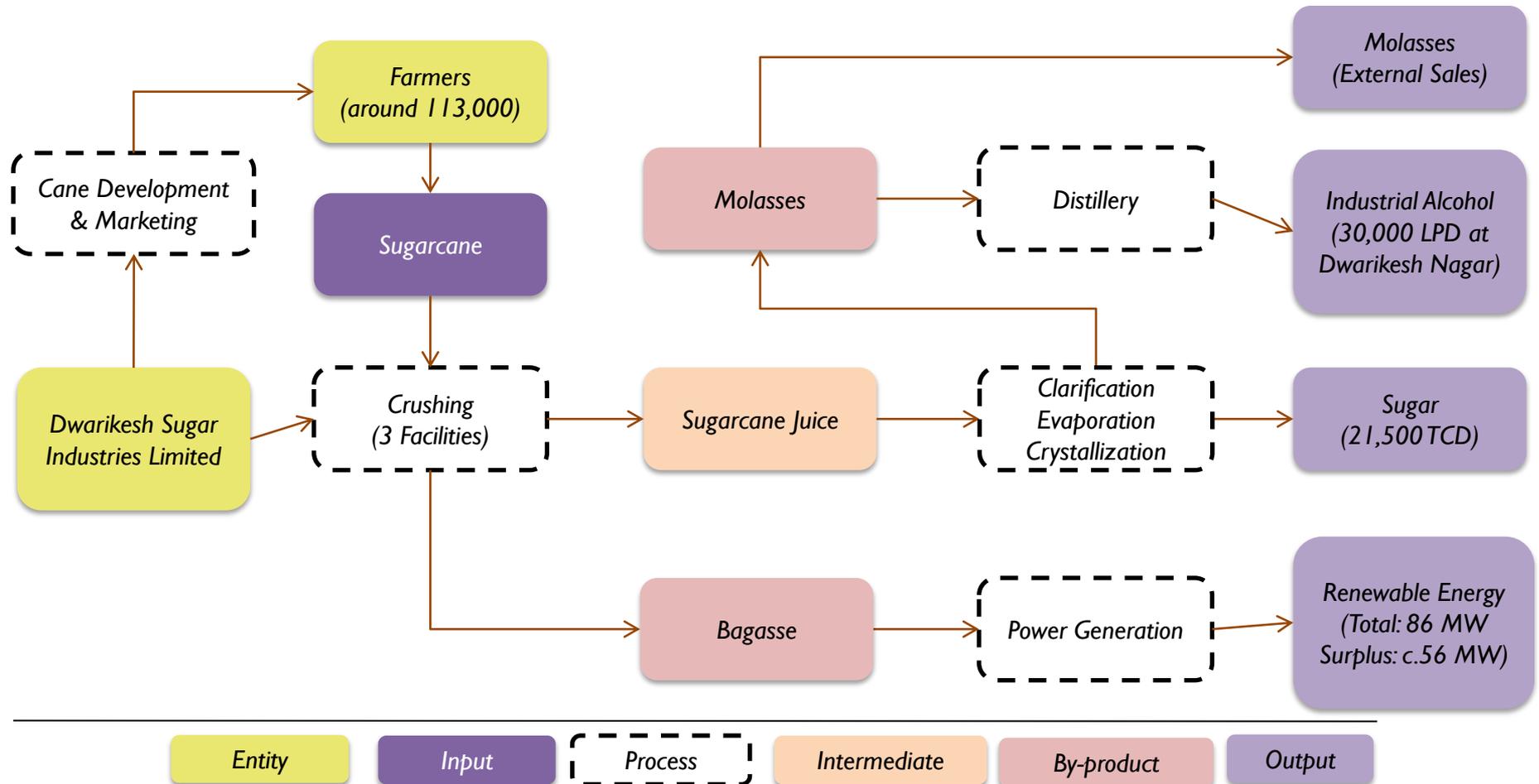
*Note: TCD stands for tonnes of cane per day, MW stands for Megawatts, LPD stands for litres per day; SS stands for Sugar Season defined as 12 months period ending September 30 of the particular year;*

- 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 and 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



# Overview - Operations

*Endeavour is to extract maximum value out of sugarcane with minimal waste*





# Key Management Personnel



**G. R. Morarka**  
*Mentor & Promoter*

- Founder Promoter with over three decades of experience
- Commerce graduate and ICWA Inter
- Received 'Indira Gandhi Priyadarshini Award for Management', 'Bhamasha Award', 'Indira Gandhi Sadbhavna Award' and 'Swami Krishnanad Saraswati Purashkar'

- Chartered Accountant cum Company Secretary
- Associated with the Company since 1994
- Whole Time Director since 2009 and recently designated as Managing Director
- Over three decades of experience in Legal, Taxation, Secretarial and Administrative matters



**B. J. Maheshwari**  
*Managing Director & CS cum CCO*



**Vijay S. Banka**  
*Managing Director*

- Qualified Chartered Accountant
- Associated with the Company since 2007
- Whole Time Director and CFO since 2009 and recently designated as Managing Director
- Over three decades of experience in Finance and Strategy

**Priyanka G. Morarka**  
*VP – Corporate Affairs*

**B. P. Dixit**  
*VP – Works*

**R. K. Gupta**  
*VP - Works*

**Salil S Arya**  
*Group Compliance Officer*

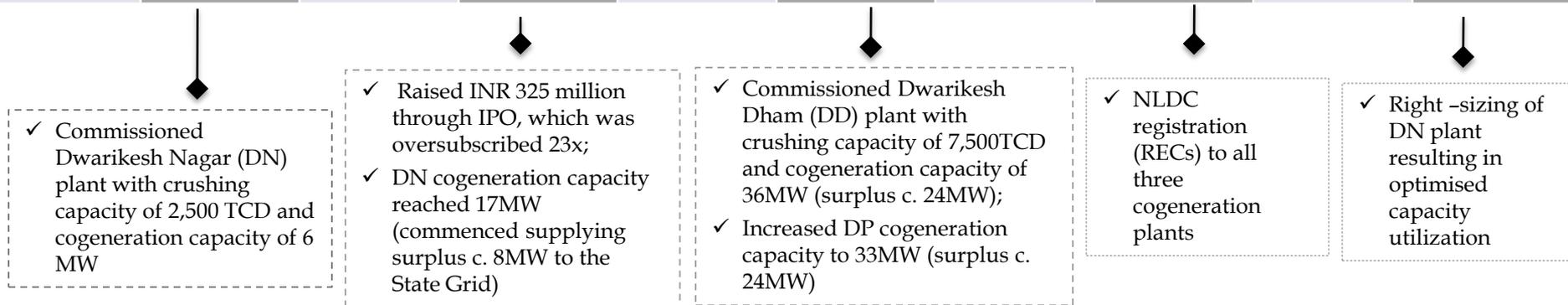
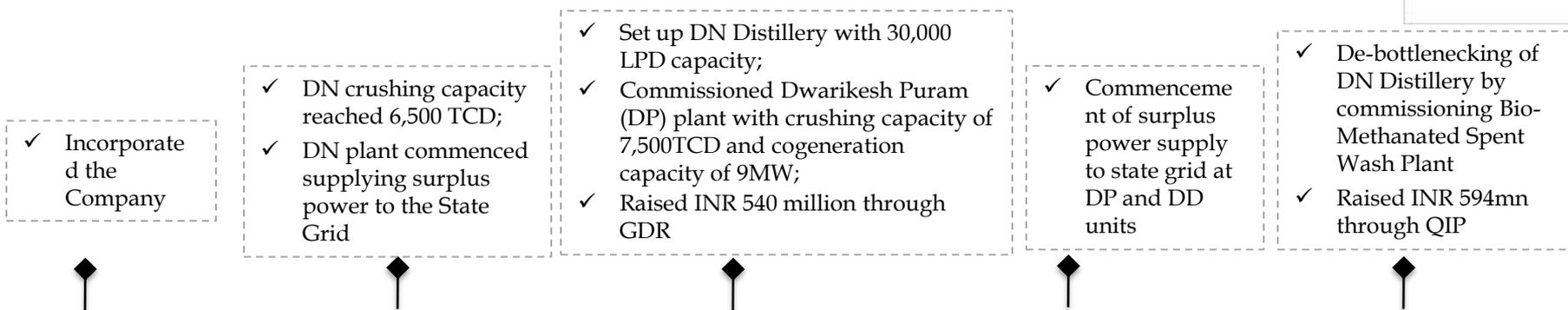
**Alok Lohia**  
*Chief Financial Officer*

**Rajendra Singh Thakur**  
*CGM - Works*

**Surendra Pratap Singh**  
*CGM - Cane*



# Key Milestones

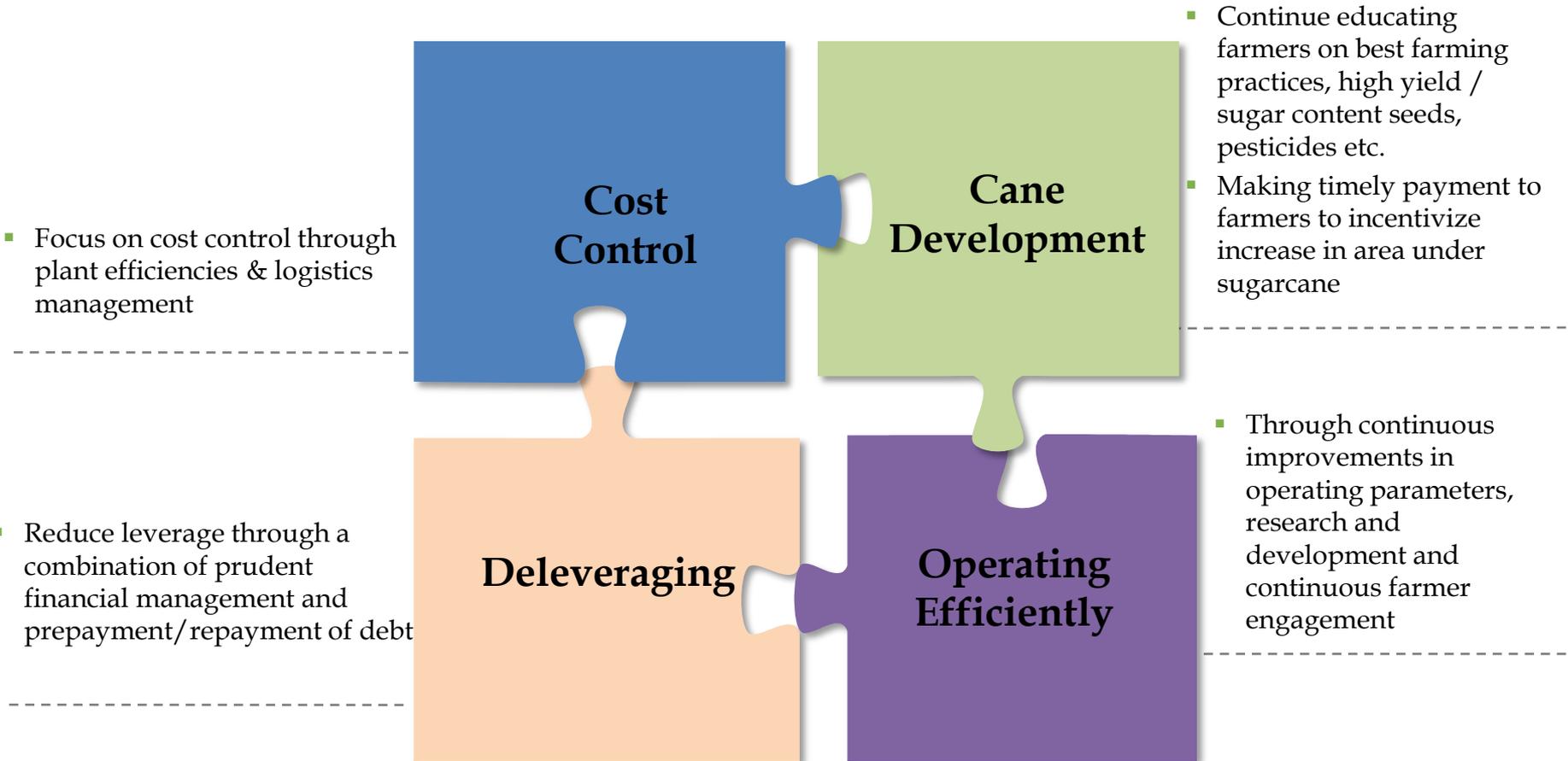


	1995	2002	2004	2005	2007	2017
Sugar (TCD)	2,500	6,500	6,500	14,000	21,500	21,500
Power (MW)	6	6	17	26	86	86
Distillery (LPD)	NIL	NIL	NIL	30,000	30,000	30,000

To know more about our story, please watch our documentary at [https://www.youtube.com/watch?v=\\_kCF2PAZHqI](https://www.youtube.com/watch?v=_kCF2PAZHqI)



*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*





# Strong Relationship with farmers

## Increased Farmer Bonding

- Associated with around 1,13,000 farmer families
- Purchased sugarcane of INR 10,336.95 million and INR 8,008.85 million in FY18 and FY17 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'

## 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



Q1FY19  
Financial Performance

# Performance Highlights



In INR Crores	Q1 FY19	Q4 FY18	Q1 FY18	FY 18
<b>Total Income</b>	376.93	354.00	521.96	1475.76
<b>EBIDTA</b>	45.51	-7.67	96.42	159.97
<b>PAT</b>	30.74	-9.21	59.27	101.45

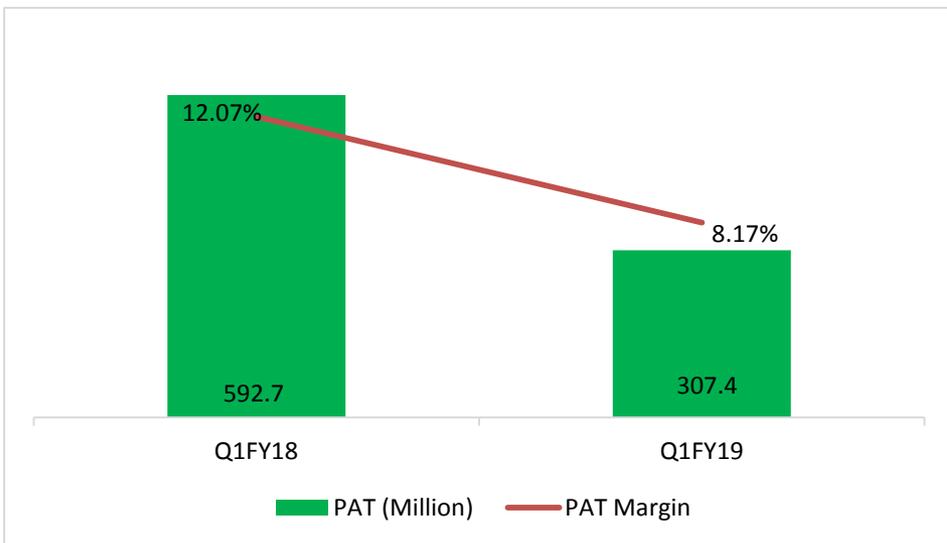
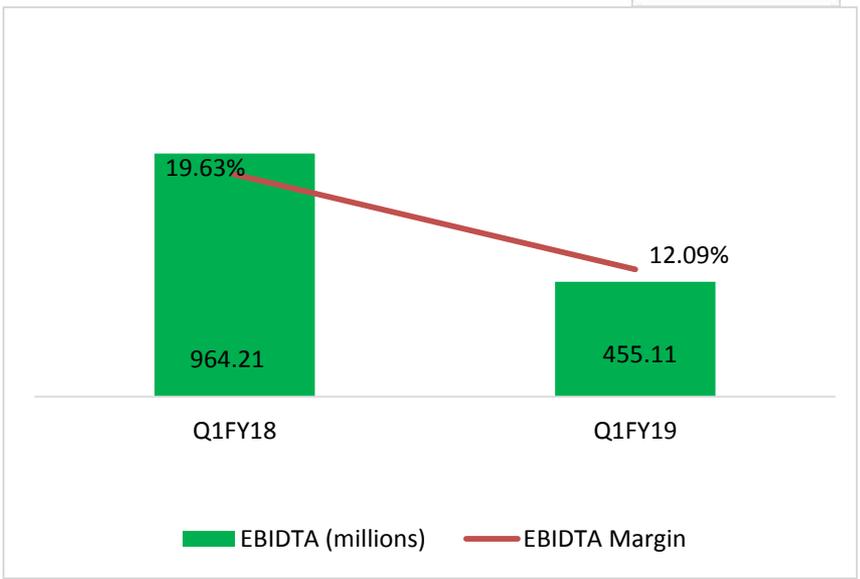
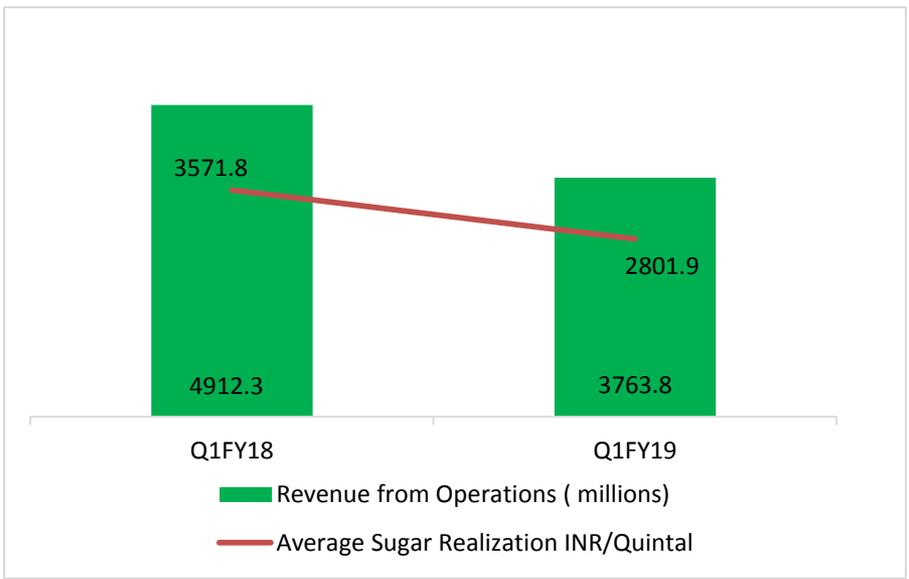


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In INR	Q1 FY19	Q4 FY18	Q1 FY18	FY 18
<b>EPS</b>	1.63	-0.49	3.15	5.39



# Quarterly Trends



Revenue from operations ( net of excise duty in previous periods)



# Summary Financials ( Q1FY19)

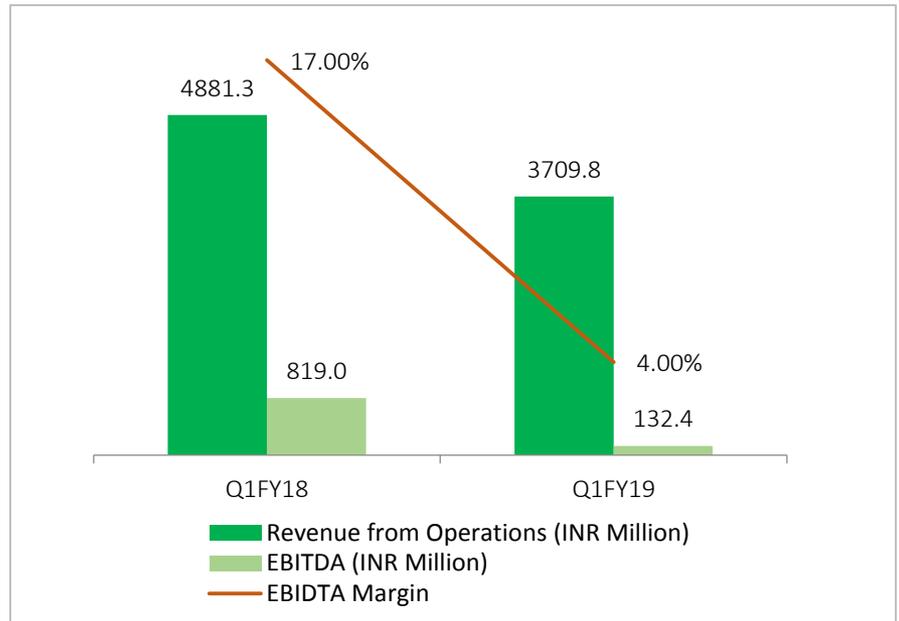
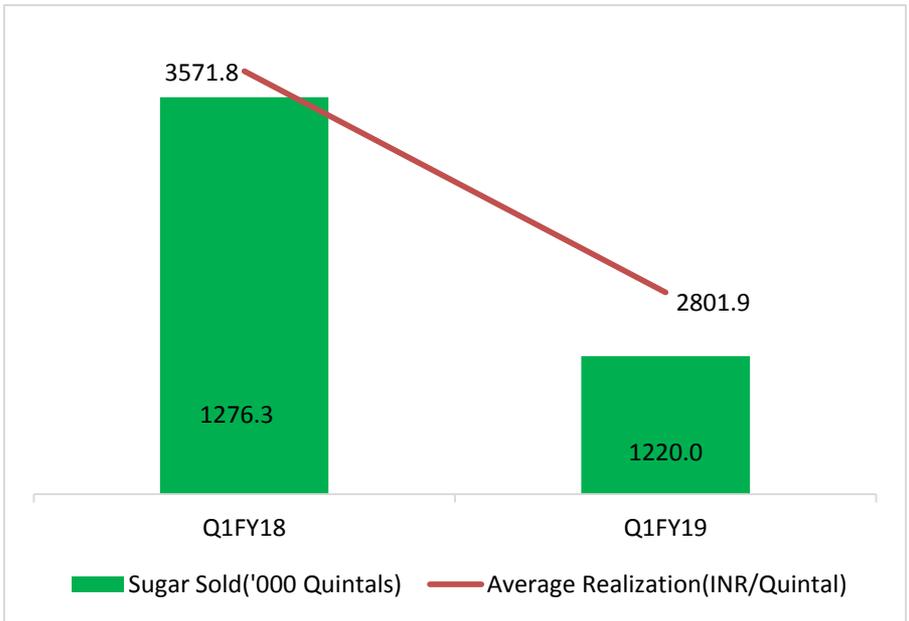
In INR Lakhs

	Q1FY19	Q1FY18	FY 17-18
<b><u>INCOME</u></b>			
Revenue from operations ( net of excise duty in previous periods)	37,638	49,123	1,42,995
Other income	56	239	1,748
Total Revenue	37,694	49,362	1,44,743
<b><u>EXPENDITURE</u></b>			
Cost of material consumed	24,627	10,969	1,10,178
Changes in inventories of finished goods, work in-progress and stock-in-trade	5,631	26,019	4,716
Employees benefit expenses	1,492	1,414	6,933
Finance Cost	729	1,057	2,531
Depreciation and amortization expenses	805	744	3,250
Other expenses	1,393	1,317	6,919
Total expenses	34,677	41,520	1,34,527
Profit / (loss) before taxes	3,017	7,842	10,216
Tax expense	(57)	1,915	71
Profit for the period	3,074	5,927	10,145
Other Comprehensive Income	(26)	(24)	102
Total Comprehensive Income	3,048	5,903	10,247



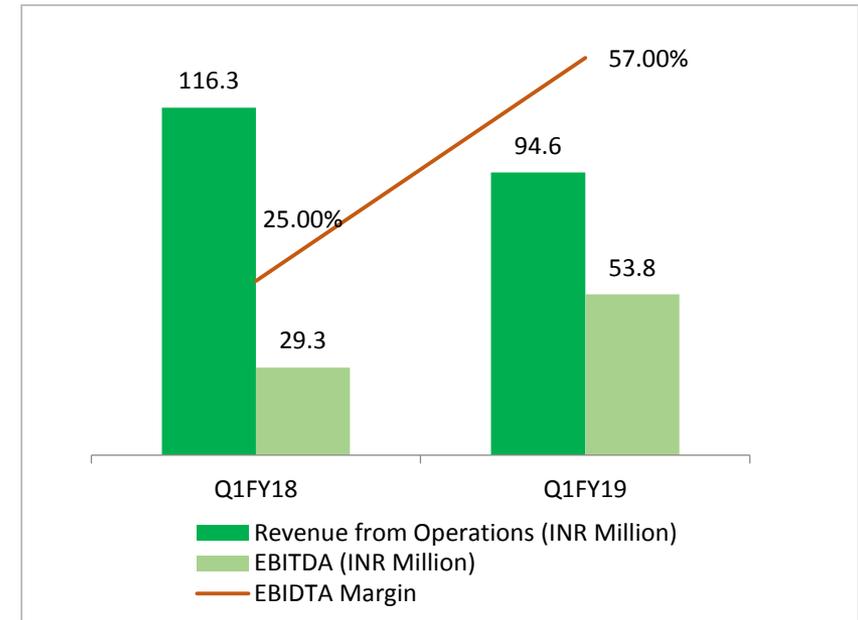
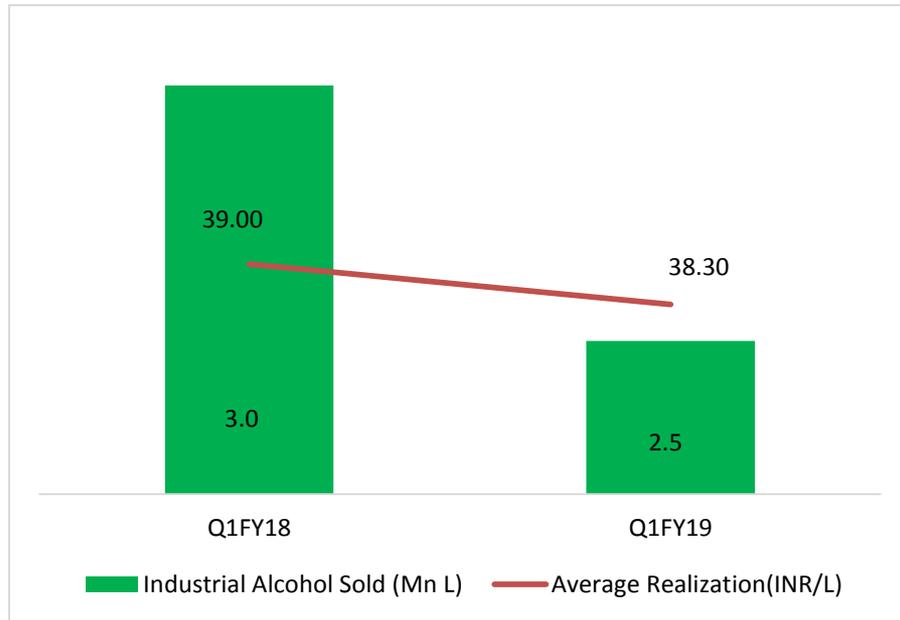
Operational  
Trends

# Sugar - Quarter Performance





# Distillery - Quarter Performance

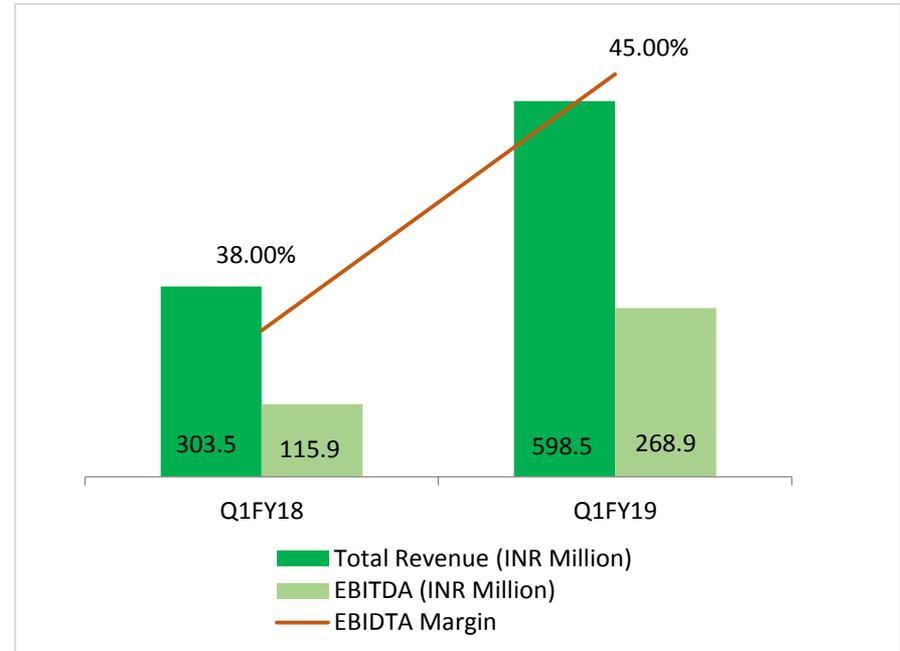
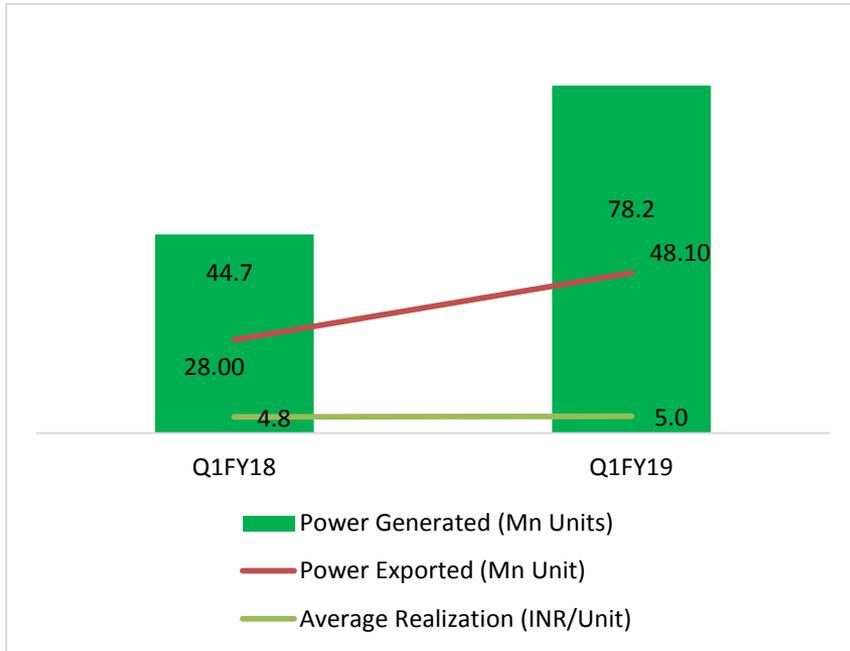


## Salient Points

- Products include rectified spirit and ethanol



# Cogeneration – Quarter Performance



## Salient Points

- 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



Annexure-  
Facilities

# Dwarikesh Nagar Facility ( Bijnor District)



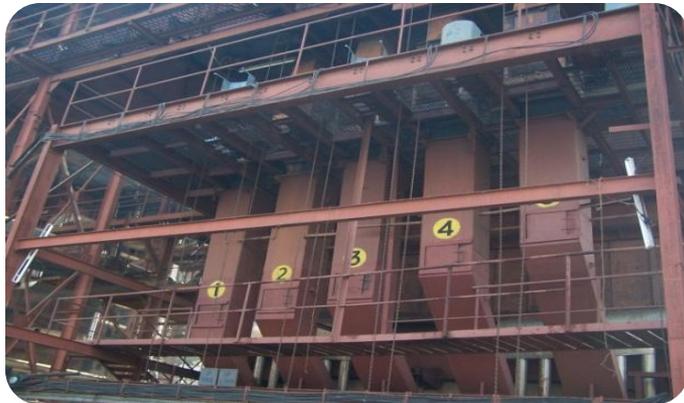
*Sugar Plant Overview*



*Distillation House & Multi-Effect Evaporator*



*Bagasse Silos & Feeders of Boiler*



*Continuous Pan*





*Juice Evaporator*



*Centrifugal Station*



*Cogeneration Control Panel*



*Switch Yard*



# Dwarikesh Dham Facility ( Bareilly District)



*Facility Overview*



*24 MW TG Set*



*Pan Station*



*Clarification Section*





## Vijay S. Banka

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Dwarikesh Sugar Industries Limited

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