



# DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2020-21/132

January 30, 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**

**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 (Q3) quarter and nine months ended December 31, 2020.

Kindly take the same on record.

Yours faithfully,

**B. J. Maheshwari**

Managing Director & CS cum CCO

DIN: 00002075

Encl: as above

A close-up photograph of several sugarcane stalks in a field. The stalks are light brown and show signs of being cut or broken, with some green leaves visible in the background. The lighting is bright, suggesting a sunny day.

# **Dwarikesh Sugar Industries Limited**

Investor Update- Q3FY21

# Safe Harbour Statement

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# Q3FY21 Earnings Call



You are cordially invited to the  
Conference Call

of

**Dwarikesh Sugar Industries Limited**

to discuss the

**Q3 FY21 Results and Business Outlook**

**Represented by:**

Mr. Vijay S. Banks	Managing Director
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**Conference Dial-In Number**

Mumbai	+91 22 6280 1116 +91 22 7115 8017
Local Access (Available all over India)	+91 7045671221

International Toll Free	Hong Kong: 800 964 448 Singapore: 800 101 2045 USA: 1 866 746 2133 UK: 0 808 101 1573
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Date: Tuesday, 2<sup>nd</sup> February 2021

Time: 3:00 PM (I.S.T)

[Click here for your Diamond Pass](#)

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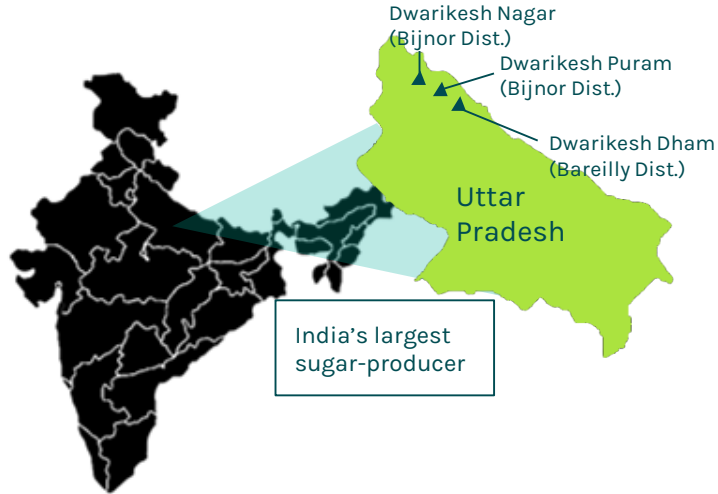
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# Business Overview



# At a Glance

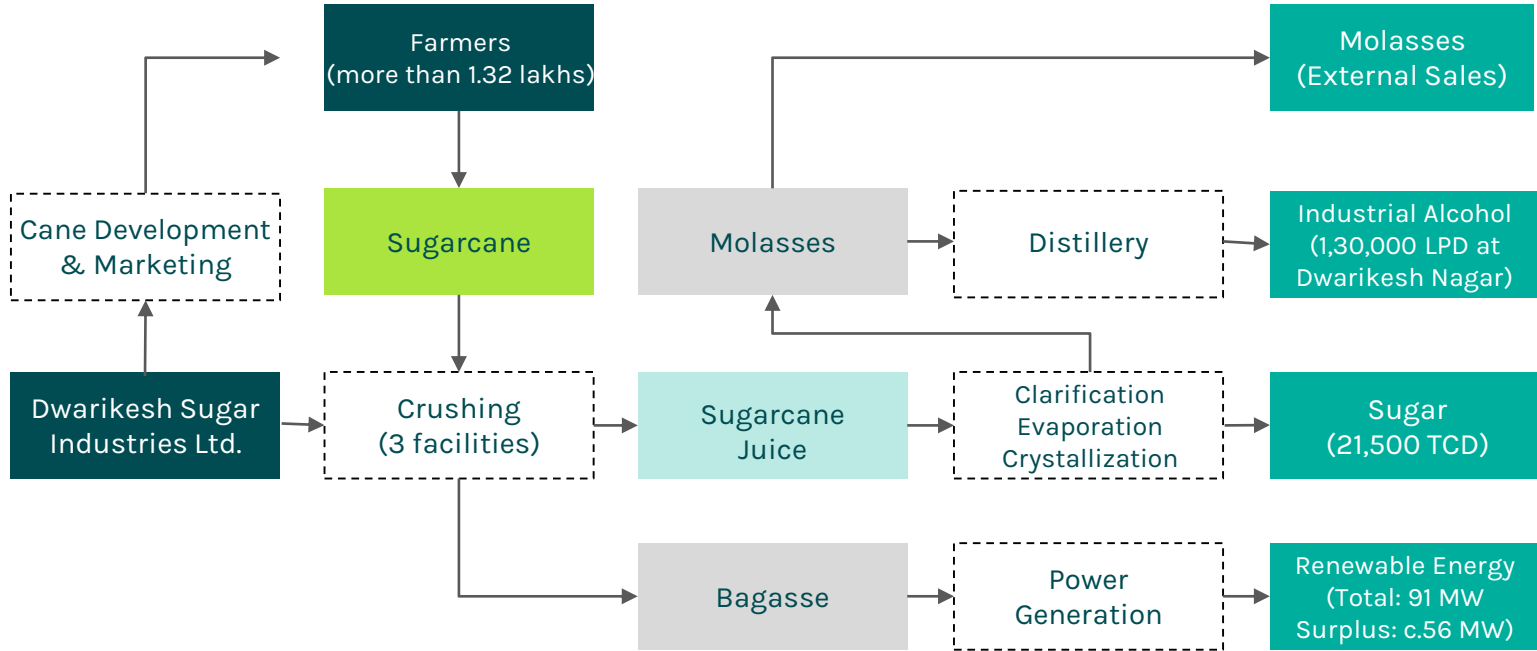


- 3 Plants located in UP-India's largest sugar producing state
- 2 Plants located in Bijnor District- a District with focused concentration on cane production on highly fertile & well-irrigated land
- Plant at Bareilly - the low-lying Ganges plains district with fertile alluvial soil
- Access to large, 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	Dwarikesh Nagar	Dwarikesh Puram	Dwarikesh Dham	Aggregate
Sugar (TCD)	6,500	7,500	7,500	21,500
Cogeneration (MW)	22	33	36	91 (Surplus: c. 56)
Distillery (LPD)	1,30,000	-	-	1,30,000

*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;*

# 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'



**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

**Alok Lohia**  
Chief Financial Officer

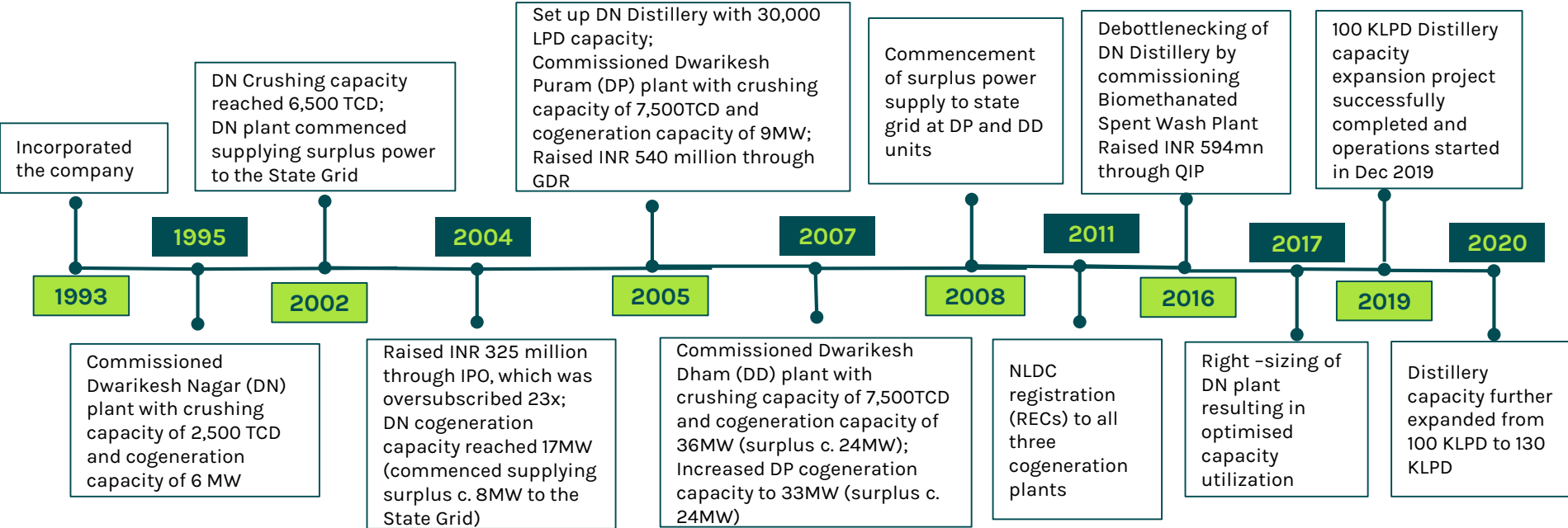
**Sailil S. Arya**  
Group Compliance Officer

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

**V. B. Singh**  
Chief General Manager - Engineering



# Key Milestones



	1995	2002	2004	2005	2007	2019	2020
Sugar (TCD)	2500	6500	6500	14000	21500	21500	21500
Power (MW)	6	6	17	26	86	91	91
Distillery (LPD)	Nil	Nil	Nil	30000	30000	100000	130000

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 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 1.32 lakh farmer families
- Purchased sugarcane of INR 10,529.10 million in FY20 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'



# Q3FY21 Financial Performance

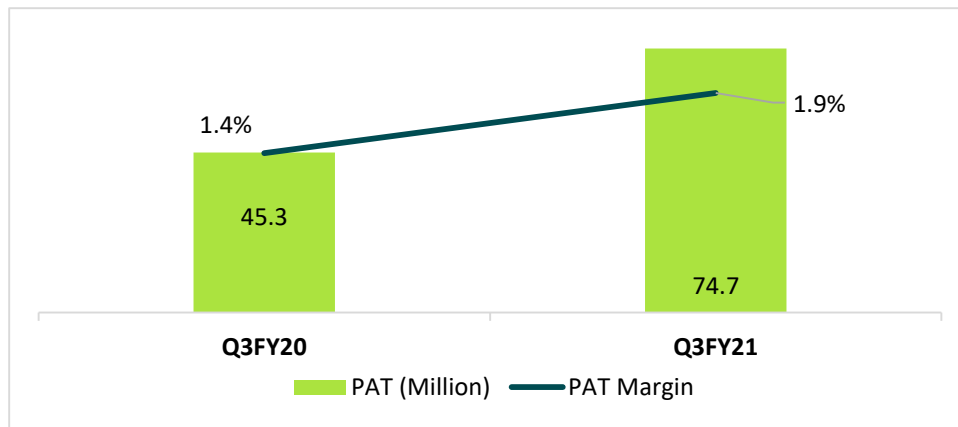
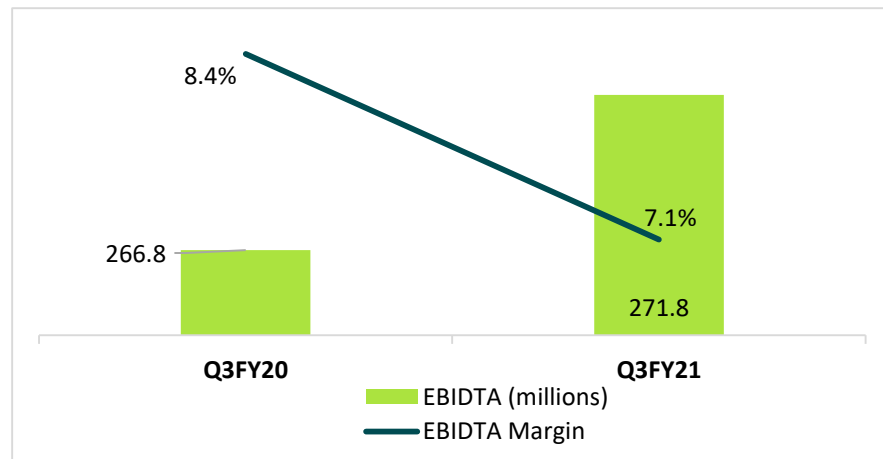
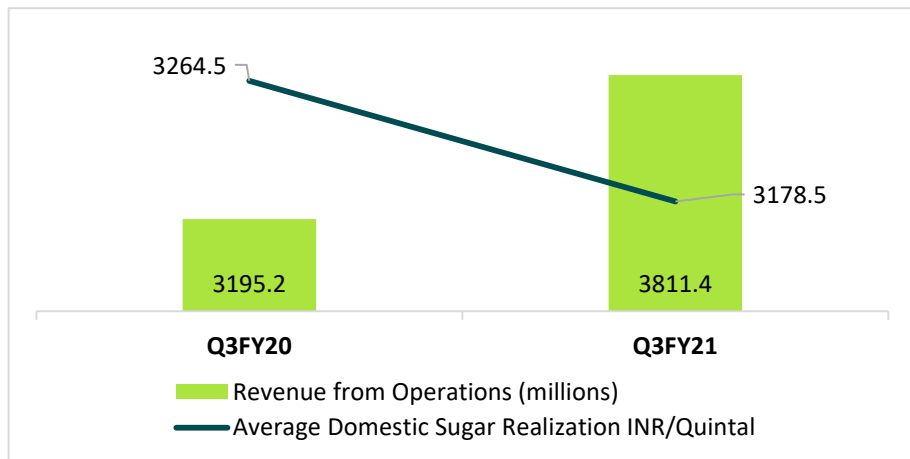
# Performance Highlights

In INR million	Q3FY21	Q3FY20	9MFY21	9MFY20	FY20
<b>Total Income</b>	3851.9	3207.0	12446.3	8783.2	13415.3
<b>EBIDTA</b>	271.8	266.8	1245.8	841.0	1414.7
<b>PAT</b>	74.7	45.3	433.1	291.9	734.5

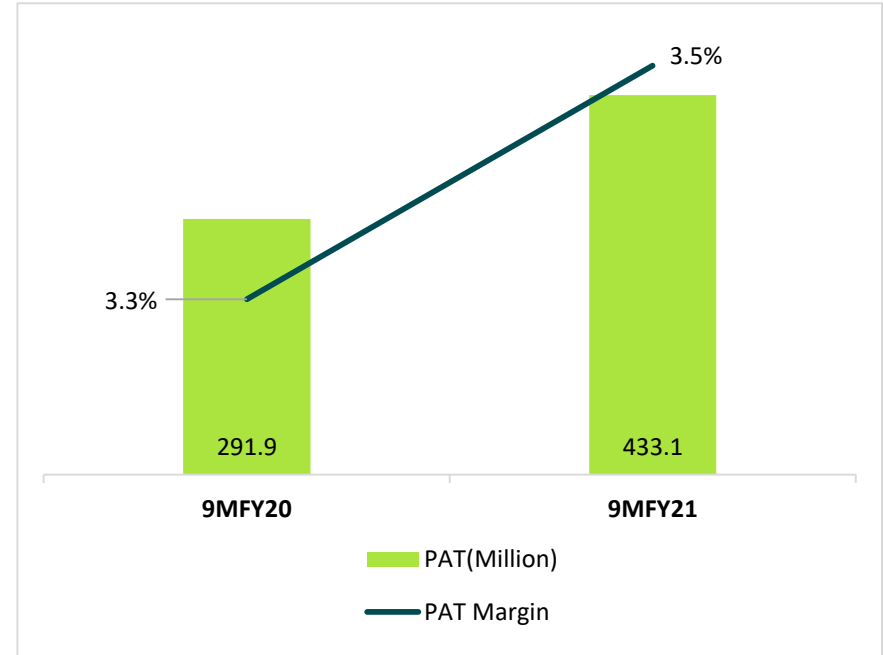
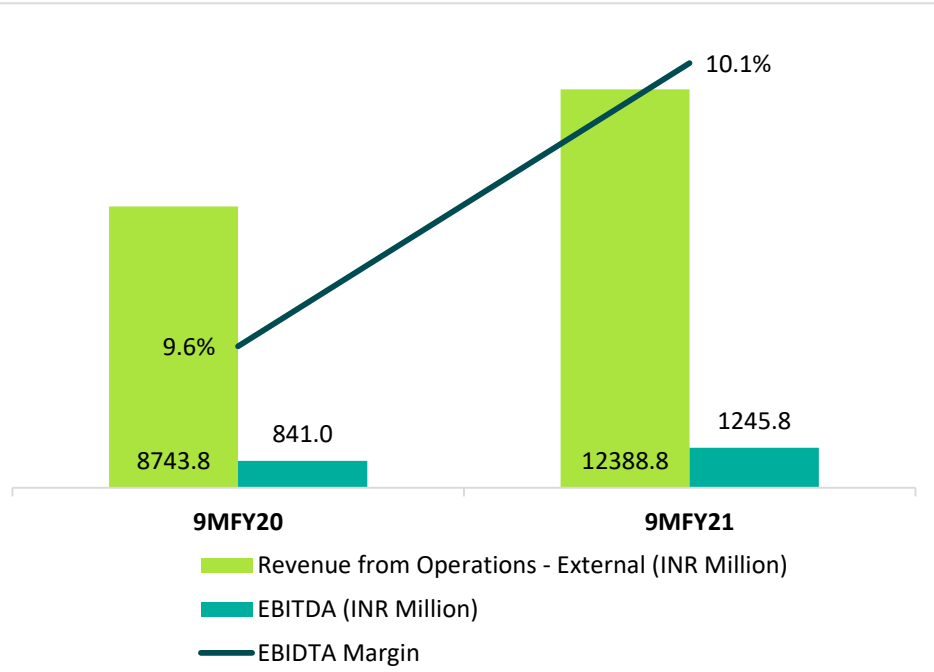
  

In INR	Q3FY21	Q3FY20	9MFY21	9MFY20	FY20
<b>EPS</b>	0.40	0.24	2.30	1.55	3.90

# Quarterly Trends



# 9MFY21 Trends





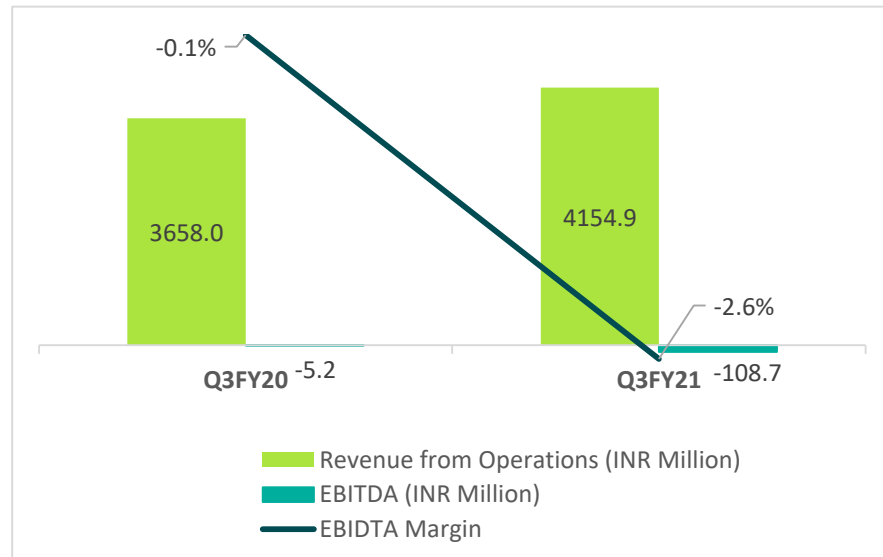
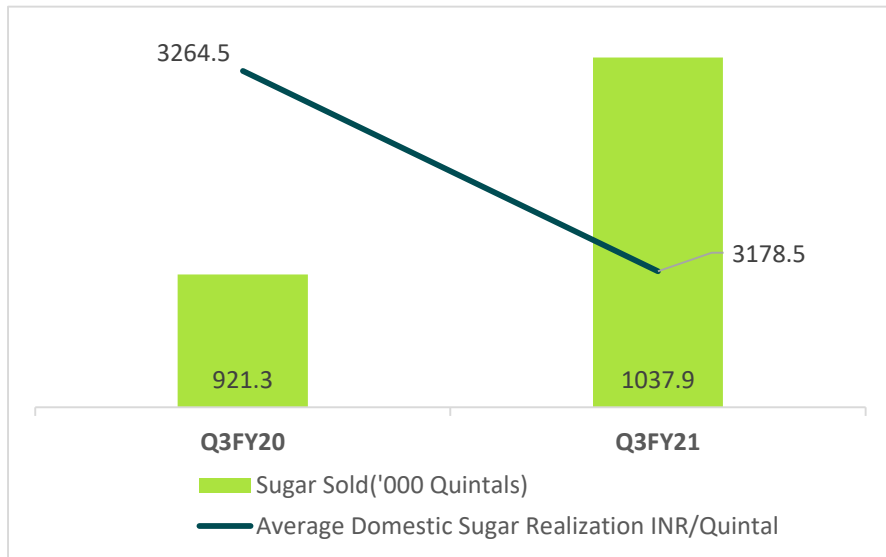
# Summary Financials

	Q3FY21	Q3FY20	9MFY21	9MFY20	FY20
<b>INCOME</b>					
Revenue from operations ( including excise Duty)	3,811.4	3,195.2	12,388.8	8,743.8	13,361.3
Other income	40.5	11.8	57.5	39.4	54.0
<b>Total Revenue</b>	<b>3,851.9</b>	<b>3,207.0</b>	<b>12,446.3</b>	<b>8,783.2</b>	<b>13,415.3</b>
<b>EXPENDITURE</b>					
Cost of material consumed	4,112.6	3,570.4	7,356.0	5,161.1	11,157.3
Changes in inventories of finished goods, work in-progress and stock-in-trade	-1,020.8	-1,091.7	2,440.0	1,647.3	-864.7
Employees benefit expense	249.7	227.8	629.4	554.2	787.8
Finance Cost	96.3	51.1	375.3	228.4	330.3
Depreciation and amortization expense	102.7	100.7	305.4	267.5	368.7
Other expense	238.6	233.7	775.0	579.6	920.1
<b>Total Expenses</b>	<b>3,779.1</b>	<b>3,092.0</b>	<b>11,881.1</b>	<b>8,438.1</b>	<b>12,699.6</b>
Profit / (loss) before taxes	72.8	115.0	565.2	345.1	715.7
Tax expense	-1.9	69.7	132.1	53.2	-18.8
Profit for the period	74.7	45.3	433.1	291.9	734.5
Other Comprehensive Income	-1.5	-2.1	33.1	-43.6	-79.4
<b>Total Comprehensive Income</b>	<b>73.2</b>	<b>43.2</b>	<b>466.2</b>	<b>248.3</b>	<b>655.1</b>

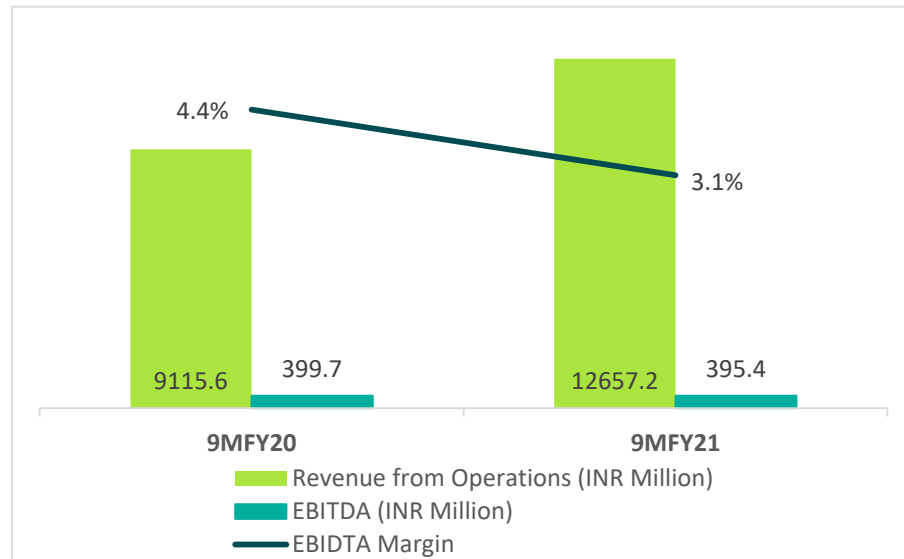
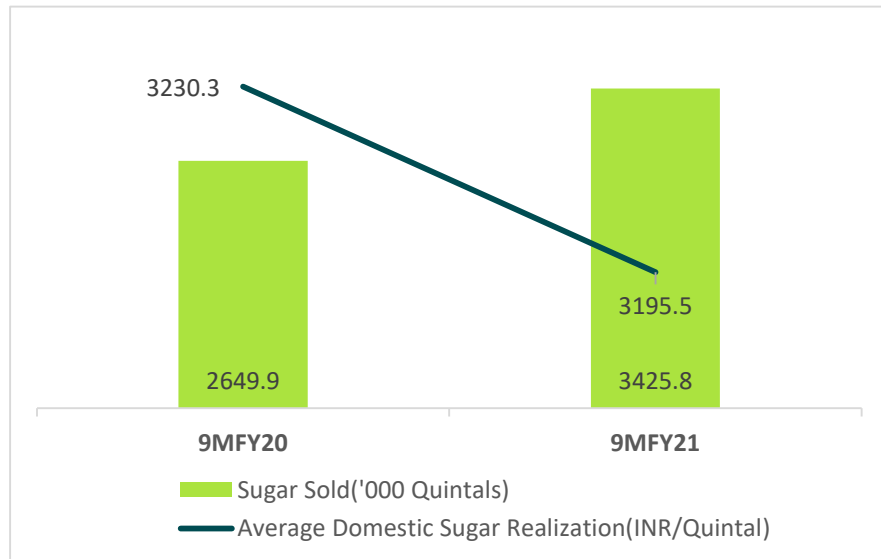


# Operational Trends

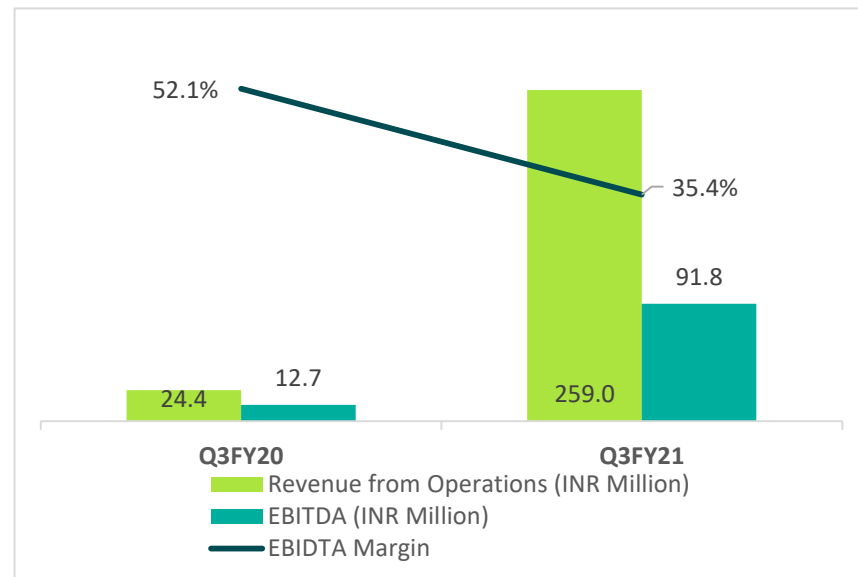
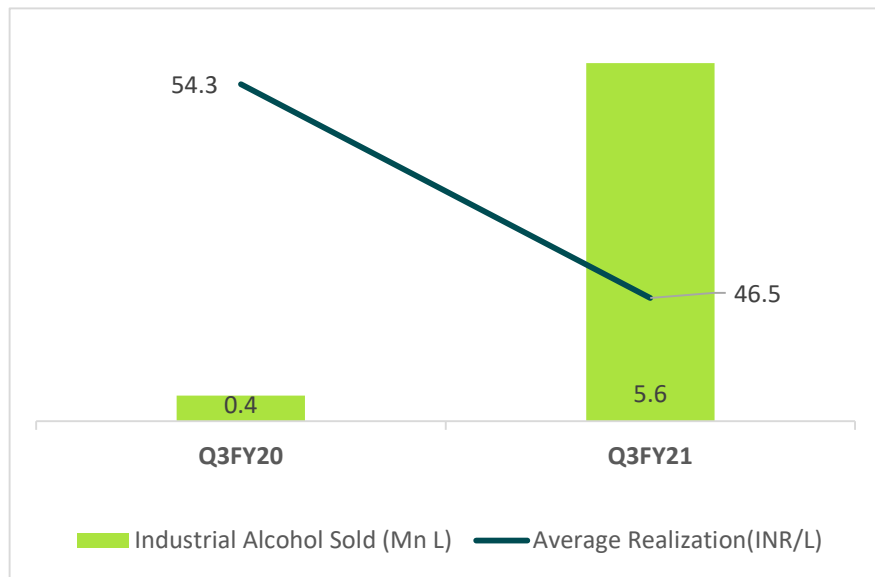
# Sugar - Quarter Performance



# Sugar – 9MFY21 Performance



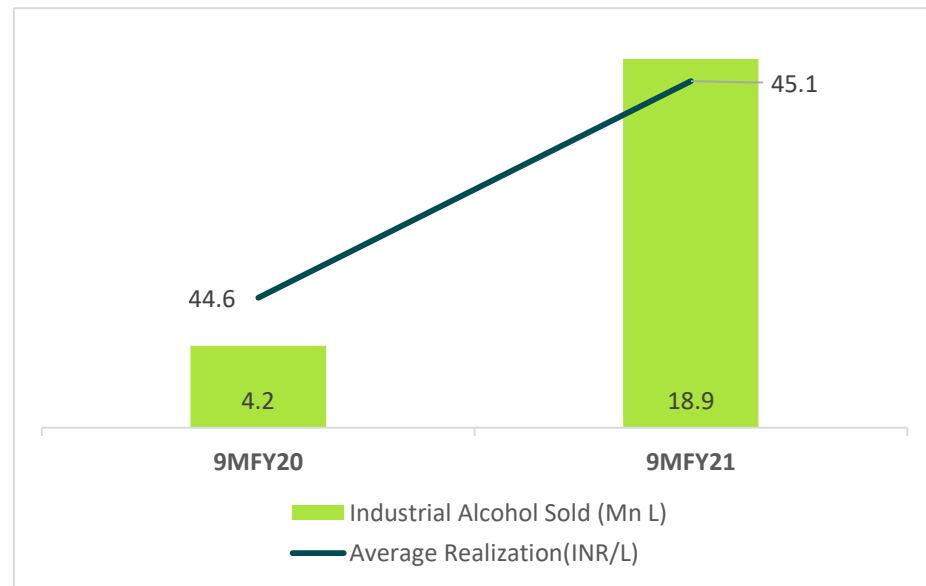
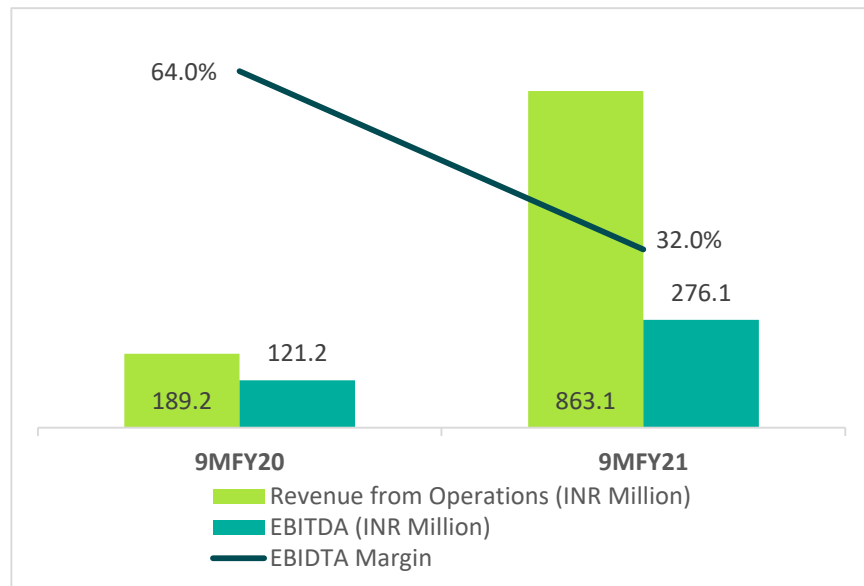
# Distillery - Quarter Performance



## Salient Features:

- Products include rectified spirit and ethanol

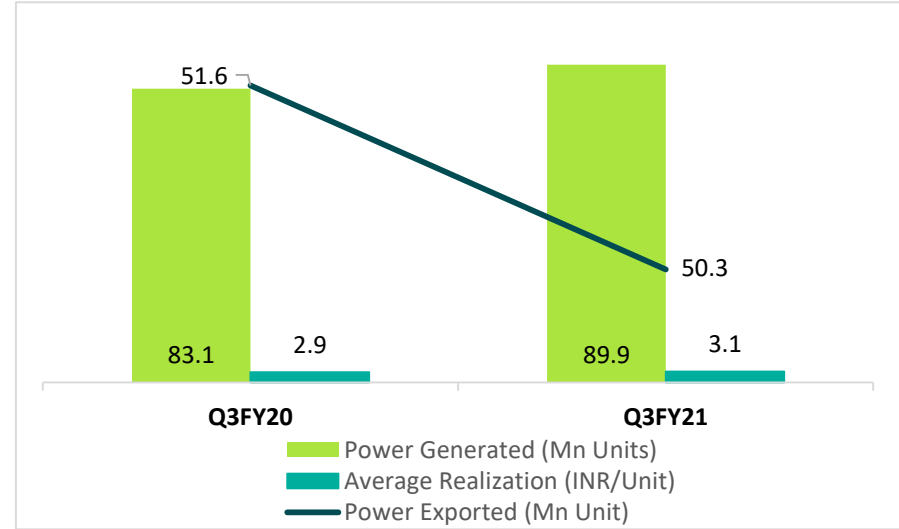
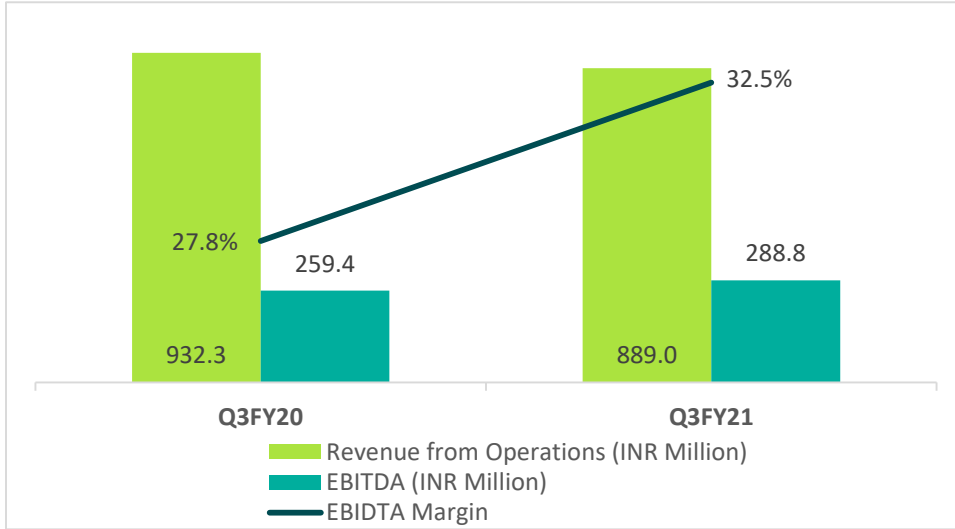
# Distillery – 9MFY21 Performance



## Salient Features:

- Products include rectified spirit and ethanol

# Cogeneration – Q3FY21 Performance

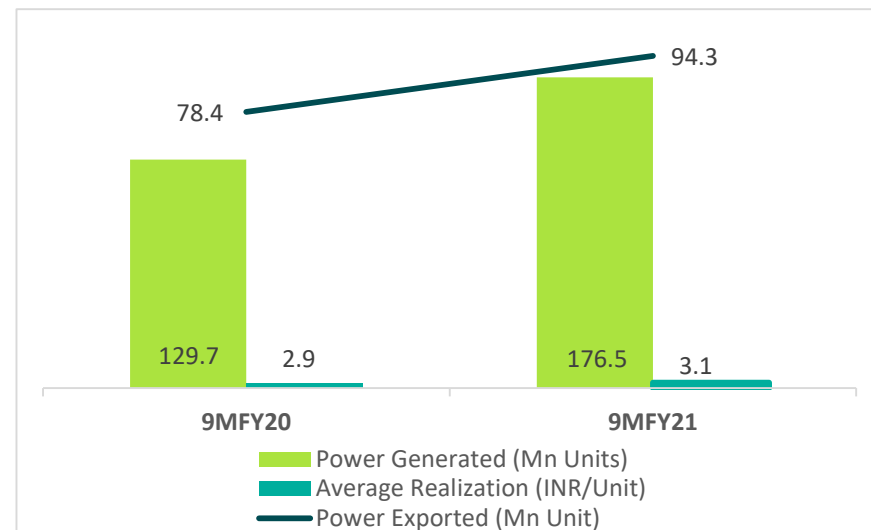
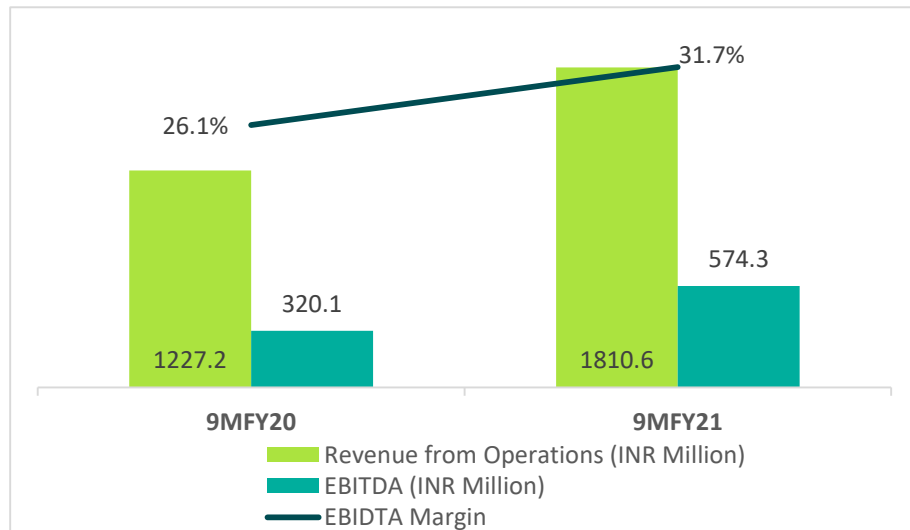


## Salient Features:

- Generation Capacity: 91 MW; Exportable capacity: approx. 56 MW
- Quarter under review being a offseason quarter, the operations in Cogeneration segment is insignificant



# Cogeneration – 9MFY21 Performance





# Annexure - Facilities

# 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*



*Centrifugal Station*



*Cogeneration Control Panel*



*Switch Yard*





# Dwarikesh Dham Facility (Bareilly District)

*Facility Overview*



*Pan Station*



*24 MW TG Set*



*Clarification Section*



# Dwarikesh Nagar Facility ( Bijnor

# District )

*130 KLPD Distillery*



# Thank you

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Dwarikesh Sugar Industries Limited

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