



Earnings Release

Q2 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

1.

We have enabled our capacities for government's ethanol blending program via diversion of sugar into ethanol.

2.

Commissioned our incineration boiler at Jawaharpur distillery plant during the month of October.

3.

100% payments made to the farmers. No cane arrears as on date.

Industry Analysis

Buffer stock creation

- Government created 40 LMT of buffer stock (an increase of 10 LMT as compared to last season) for 12 months from 1 Aug 2019 to 31 Jul 2020, which would help to reduce the carrying cost of the sugar mills.

FRP unchanged

- No increase in FRP from the current year level of 275/qtl of sugar cane linked to 10% of recovery. This would help the sugar industry to control its costs.

Export Benefits

- Industry targets to export 60 LMT of sugar in the next season. With the domestic sales restricted at around 260 LMT, export would help additional cash flows to the sugar mills and would also reduce the carrying cost for the next 12 months. Further the Government also has decided to provide direct subsidy on the export to all sugar mills which undertakes the export at a rate of 10448 / MT.

Remunerative ethanol prices

- The Government has continued its decision to make the ethanol blending programme (EBP) encouraging by way of remunerative ethanol prices. The decision to increase the prices of Ethanol from B heavy molasses is also a welcoming step which would also help in reduction of surplus sugar.

Key Performance Indicators – Q2’FY20

(Rs. Cr.)

Particulars	Q2FY20	Q2FY19	YOY
Revenue	490	382	28%
EBITDA	104	59	76%
PBT	68	33	104%
PAT	50	33	54%

Key Performance Indicators – H1'FY20

(Rs. Cr.)

Particulars	H1FY20	H1FY19	YOY
Revenue	1091	1,043	5%
EBITDA	210	149	41%
PBT	137	95	44%
PAT	105	92	14%

Financial Performance

Segmental Analysis

Segment Revenue (Rs. Cr.)

Particulars	Q2'FY20	Q2'FY19	YOY %	H1FY20	H1FY19	YOY %
Sugar	362	319	14%	847	898	(6%)
Power	19	15	25%	97	135	(28%)
Distillery	39	41	(6%)	127	79	61

Segment Results (EBITDA - Rs. Cr.)

Particulars	Q2'FY20	Q2'FY19	YOY %	H1FY20	H1FY19	YOY %
Sugar	93	35	166%	128	51	151%
Power	1	1	(29%)	31	57	(46%)
Distillery	10	22	(55%)	52	41	27%

Income Statement Abstract for the Quarter

Rs. Cr.

Particulars	Q2FY20	Q2FY19	YOY
Income from Operations	403	372	8%
Other Income	87	10	771%
Operational Expenses	387	323	20%
EBITDA	104	59	76%
Depreciation	14	13	14%
Interest Cost	21	13	64%
PBT	68	33	104%
PAT	50	33	54%
EBITDA Margin %	21%	15%	574 bps

Income Statement Abstract for the Half Year

Rs. Cr.

Particulars	H1FY20	H1FY19	YOY
Income from Operations	993	1,027	(3%)
Other Income	98	16	527%
Operational Expenses	881	894	(1%)
EBITDA	210	149	41%
Depreciation	27	25	8%
Interest Cost	46	29	61%
PBT	137	95	44%
PAT	105	92	14%
EBITDA Margin %	19%	14%	499 bps

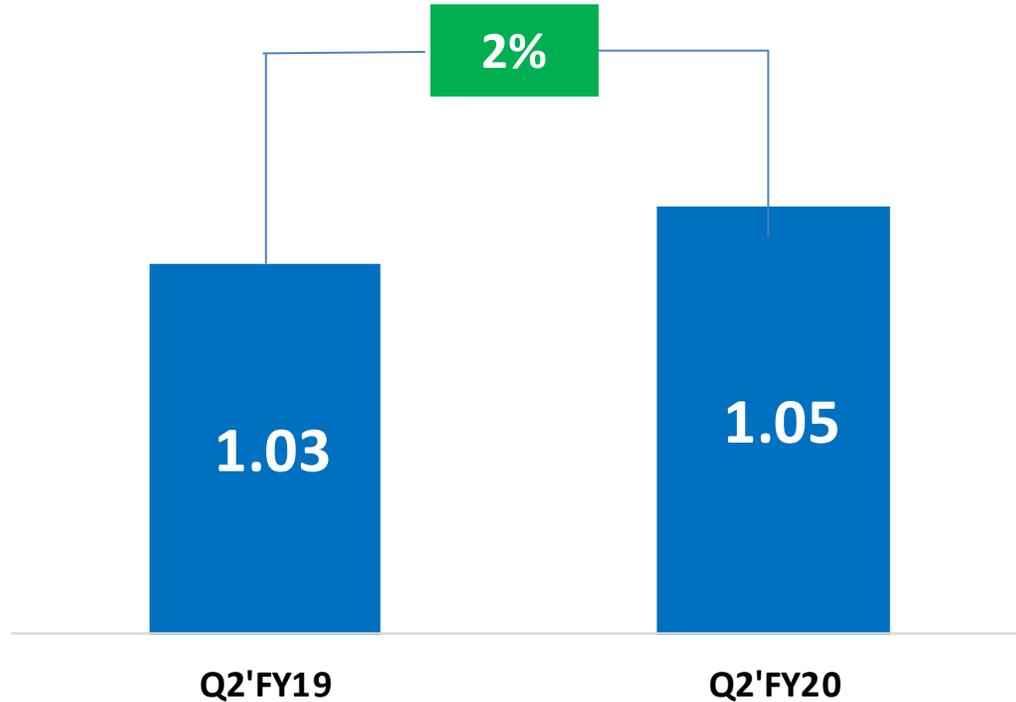
Balance Sheet Abstract

(Rs. Cr.)	Particulars	As on 30 th Sept,2019	As on 31 st March,2019
Liabilities	Net Worth	1,564	1,532
	Debt	747	978
	Other Liabilities	378	679
	TOTAL	2,689	3,189
Assets	Non Current Assets	1,576	1,580
	Cash & Cash Equivalents	232	248
	Net Current Assets	881	1,361
	TOTAL	2,689	3,189

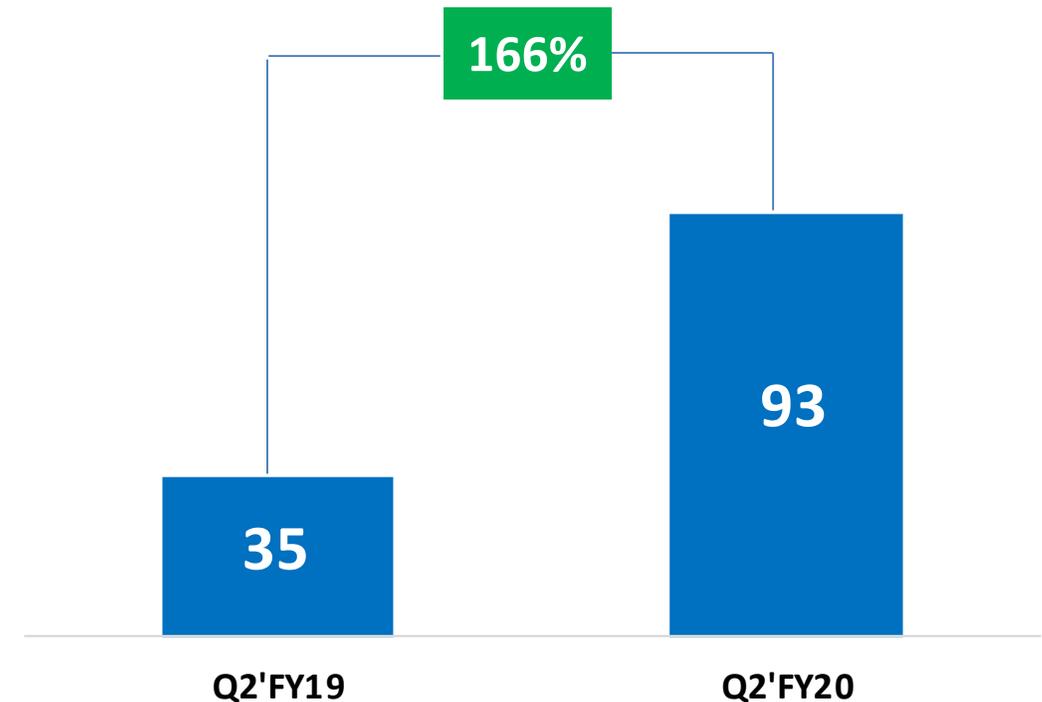
Operating Indicators

Sugar - Q2FY20

Sales Volume (Lakh Tonnes)

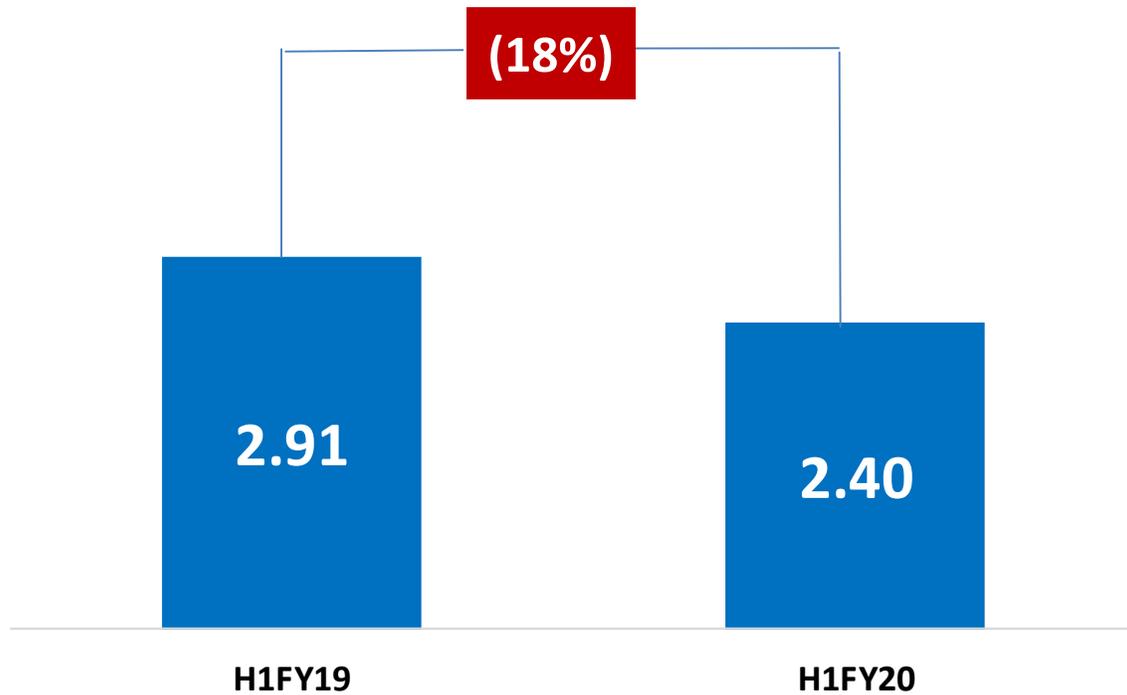


EBITDA (Rs. Cr.)

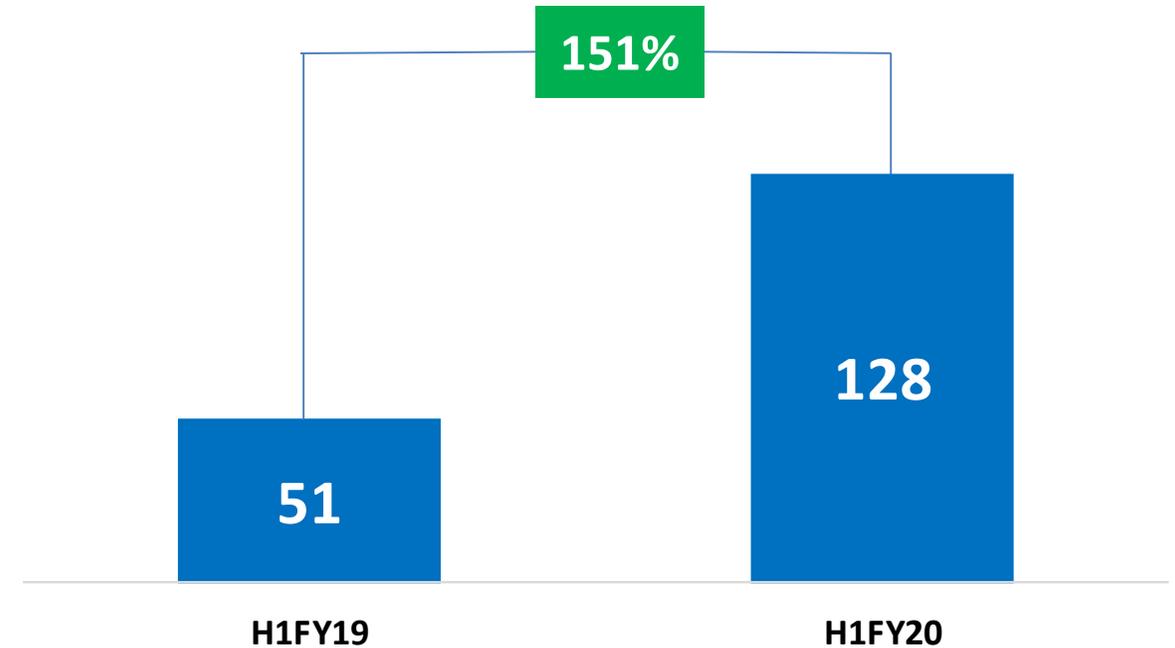


Q2'FY20 EBITDA includes Rs. 82 cr grant to be received from CG on account of SS 18-19 production subsidy and Export transportation.

Sales Volume (Lakh Tonnes)

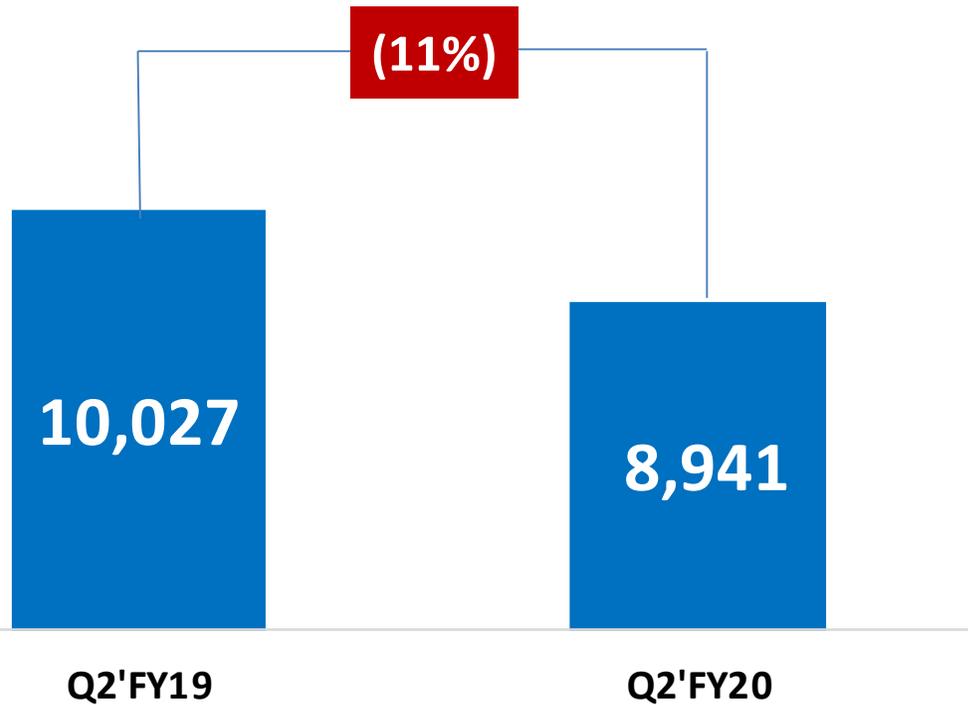


EBITDA (Rs. Cr.)

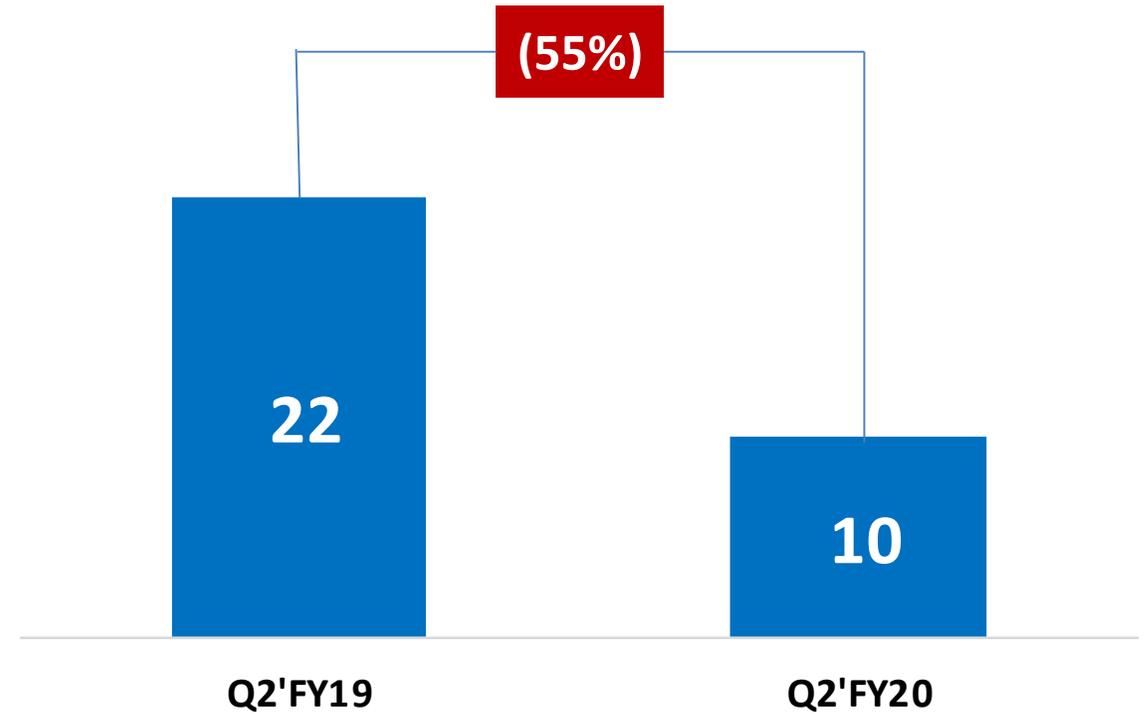


Distillery – Q2FY20

Sales Volume ('000 Litres)

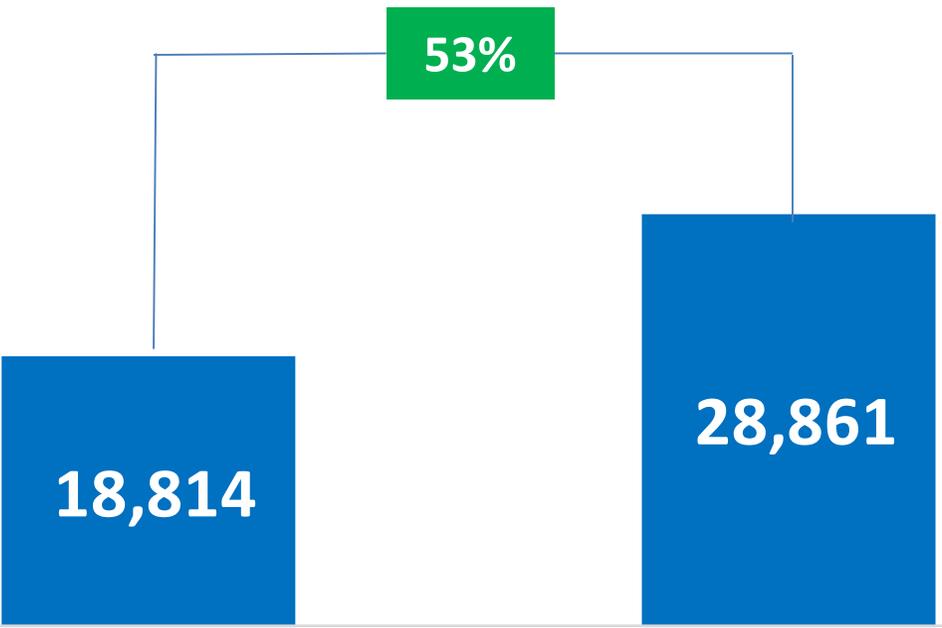


EBITDA (Rs. Cr.)

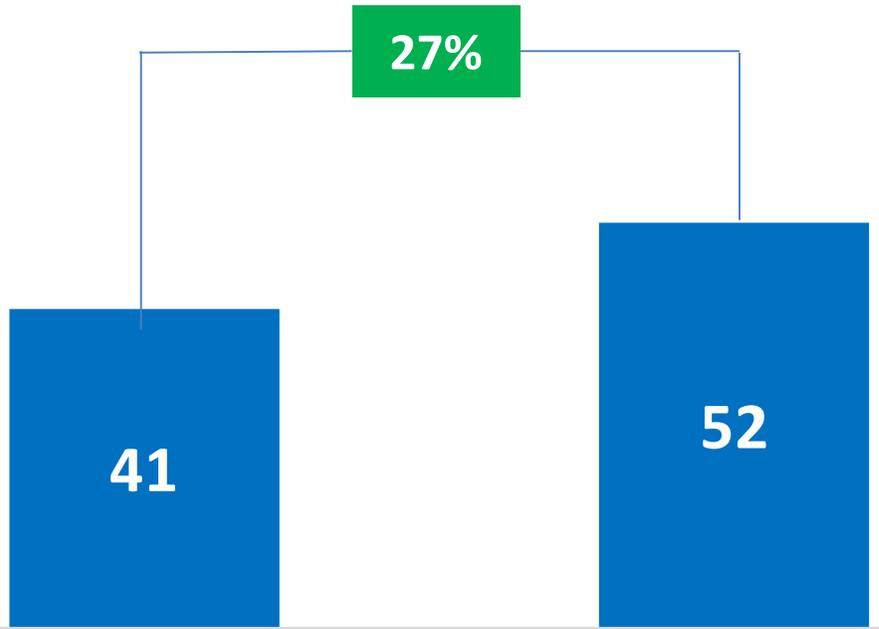


Distillery EBITDA fell 55% due to higher molasses transfer price.

Sales Volume ('000 Litres)

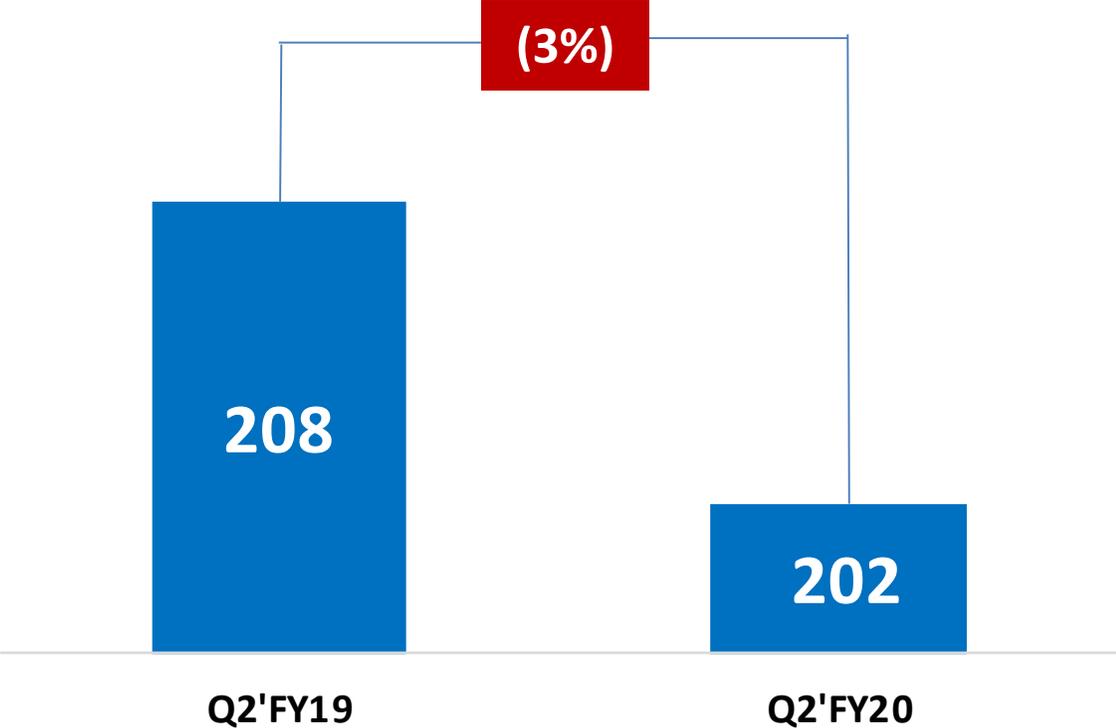


EBITDA (Rs. Cr.)

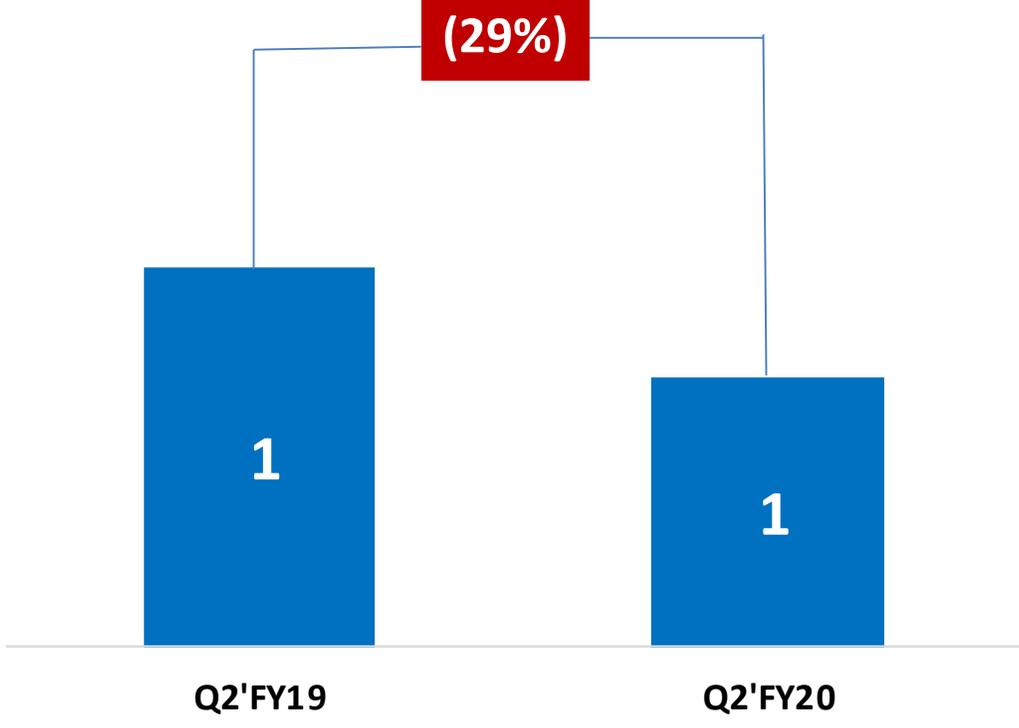


EBIDTA surged due to higher production on account of Jawaharpur capacity expansion and implementation of 60 KLPD Nigohi distillery.

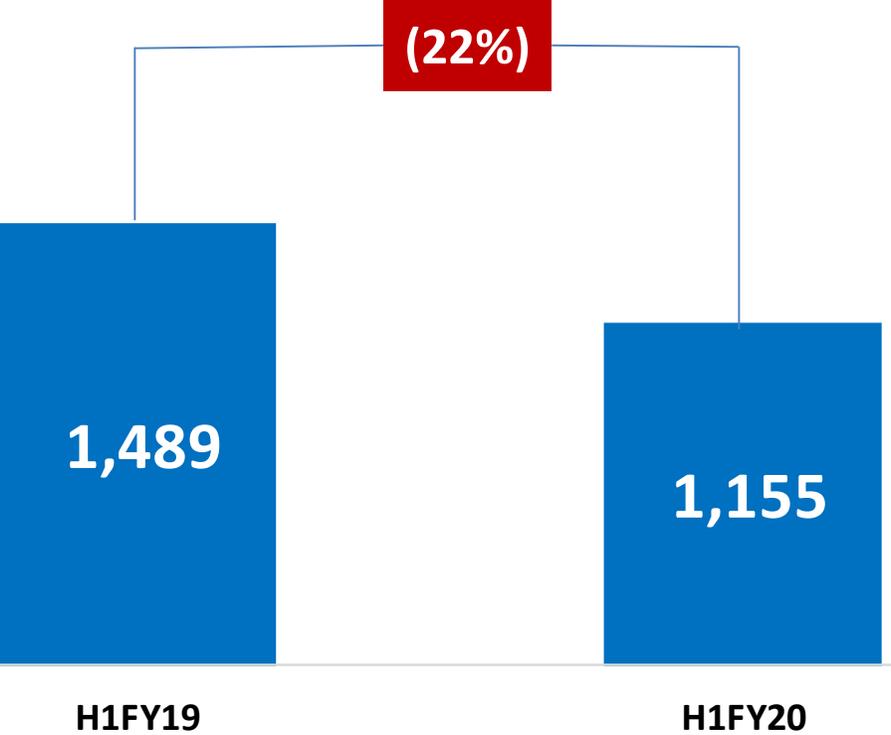
Sales Volume (Lakh Units)



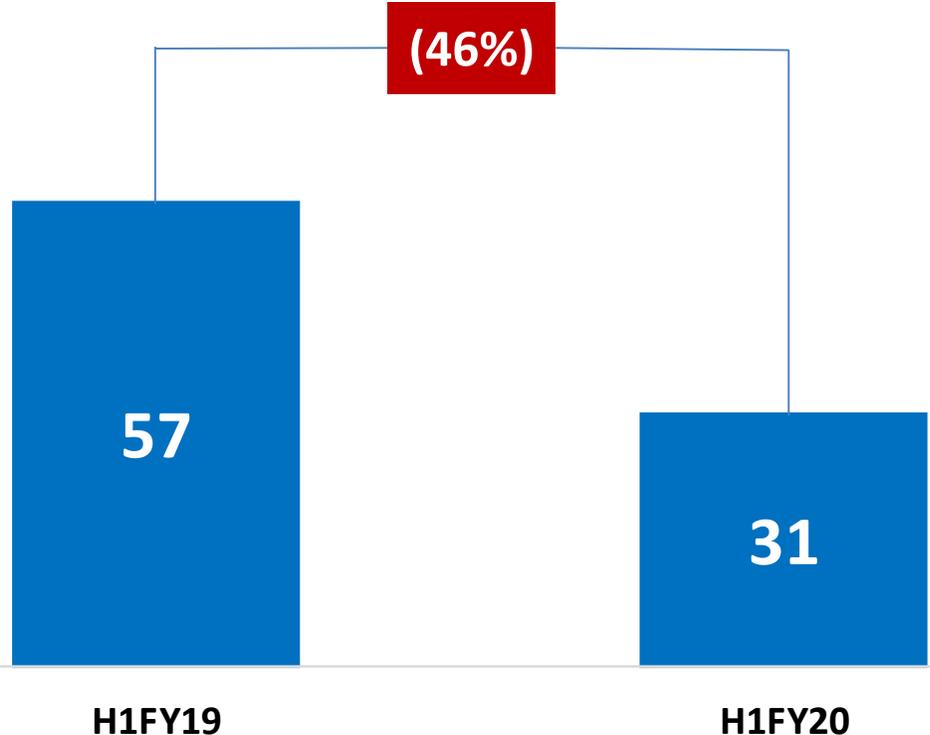
EBITDA (Rs. Cr.)



Sales Volume (Lakh Units)



EBITDA (Rs. Cr.)



EBIDTA reduced mainly due to reduced power tariffs in UP.

Sustainability & CSR

CSR initiatives



Construction and rejuvenation of 12 village ponds was undertaken in the three locations of Uttar Pradesh. 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 102 households and 114 farmers for pumping water for irrigating their lands. Revenue of INR 1.56 lakh generated from both the Mini Grids till Sep' FY20. 66 households from Jawaharpur, Nigohi and Ramgarh connected to Ujjwala Scheme.

CSR initiatives



208 trainees of 4 trades in DIKSHa Sitapur were offered placements and 240 youth are undergoing training in 4 trades. 25 women SHG members of Ramgarh received an order for stitching School Uniform worth INR 1.8 Lakh. 2 SHGs of Kolhapur received loan of INR 7 lakh. 43 SHG's received revolving fund.



4 Health Camps organized in 3 locations of Uttar Pradesh and Kolhapur, Maharashtra providing free consultation and medicines to 1,175 beneficiaries. **370 school students** given computer training through WOW in Kolhapur & CSL in Ramgarh. 4 schools & 1 Anganwadi upgraded with repair of school infrastructure and painting of BALA Art.

ThankYou

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