



Earnings Release

Q4 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

Key highlights

1.

Completed 25 Years and registered highest ever sugar recovery @ 12.16% in Ramgarh unit.

2.

Completed Sugar expansion to 6600 TCD and commissioned Incineration boiler at our Jawaharpur Unit in U.P.

3.

Achieved a higher crush level of 48.5 LMT in the Sugar Season 19-20 vis-à-vis 46.06 LMT in the last season.

4.

Achieved highest ever crush of 12.13 LMT in Maharashtra Units, despite reduction in crush of over 40% in the State.

5.

Achieved highest ever distillery production at 68K KL as against 45K KL last year.

Our Mission is to sustain our position as one of the most efficient and profitable Indian sugar companies across business cycles.

New Product Launched: Dalmia Sanjeevani

**A TRUE SANJEEVANI
IN TODAY'S TIMES**
Insta-protection



- Production commenced in March 20.
- Commissioned Molding & filling Lines at Jawaharpur location during lockdown.
- Similar lines planned to be installed at Kolhapur unit.

Available in 100ml, 200ml, 500ml, 1L, 5L, 20L and 200L sizes.

Response to COVID-19

01

**Commissioned a new product Line
– Hand Sanitizer.**

04

**Spreading awareness to our
farmers and villages around plant
locations.**

02

**Sold more than 10 lac litres of
Sanitizers till date.**

05

**SOP in place for prevention from
Pandemic.**

03

**Distributed Sanitizer to farmers
& various organizations.**

06

**Donated Rs. 1.60 Cr to Centre &
State funds & other organizations.**

Financial Performance

Key Performance Indicators – Q4'FY20

(Rs. Cr.)

Particulars	Q4FY20	Q4FY19	YOY
Revenue	567	586	-3%
EBITDA	113	114	-1%
PBT	72	45	60%
PAT	62	43	43%

Key Performance Indicators – FY20

(Rs. Cr.)

Particulars	FY20	FY19	YOY
Revenue	2,167	2,093	4%
EBITDA	393	340	15%
PBT	247	192	29%
PAT	193	175	10%

Segment Revenue (Rs. Cr.)

Particulars	Q4'FY20	Q4'FY19	YOY %	FY20	FY19	YOY %
Sugar	530	504	5%	1,828	1,744	5%
Power	126	153	-18%	316	409	-23%
Distillery	95	83	15%	296	216	37%

Segment Results (EBITDA - Rs. Cr.)

Particulars	Q4'FY20	Q4'FY19	YOY %	FY20	FY19	YOY %
Sugar	22	2	1202%	161	49	231%
Power	51	79	-35%	116	189	-39%
Distillery	40	48	-17%	117	122	-4%

Income Statement Abstract for the Quarter

Rs. Cr.

Particulars	Q4FY20	Q4FY19	YOY
Income from Operations	550	569	-3%
Other Income	17	17	-3%
Operational Expenses	454	472	-4%
EBITDA	113	114	-1%
Depreciation	15	14	9%
Impairment Cost	-	29	-
Interest Cost	26	27	-3%
PBT	72	45	60%
PAT	62	43	43%
EBITDA Margin %	20%	19%	43 bps

Income Statement Abstract for the Financial Year

Rs. Cr.

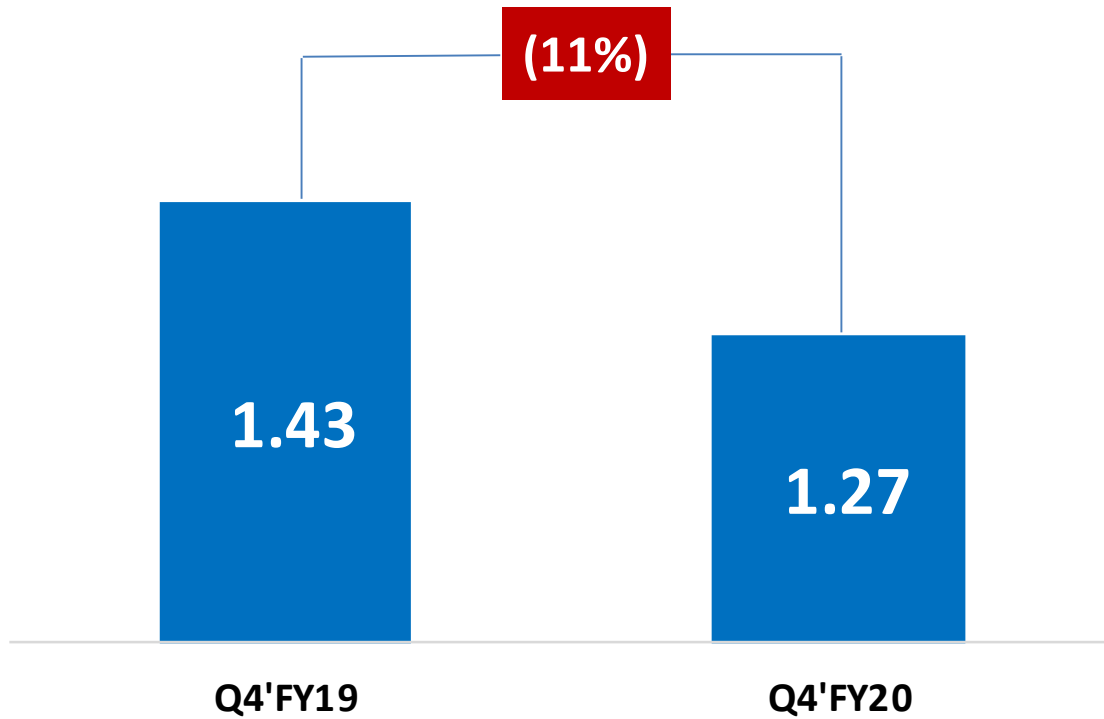
Particulars	FY20	FY19	YOY
Income from Operations	2,035	2,019	1%
Other Income	133	75	78%
Operational Expenses	1,774	1,753	1%
EBITDA	393	340	15%
Depreciation	57	52	11%
Impairment Cost	-	29	-
Interest Cost	88	69	29%
PBT	247	192	29%
PAT	193	175	10%
EBITDA Margin %	18%	16%	188 bps

Balance Sheet Abstract

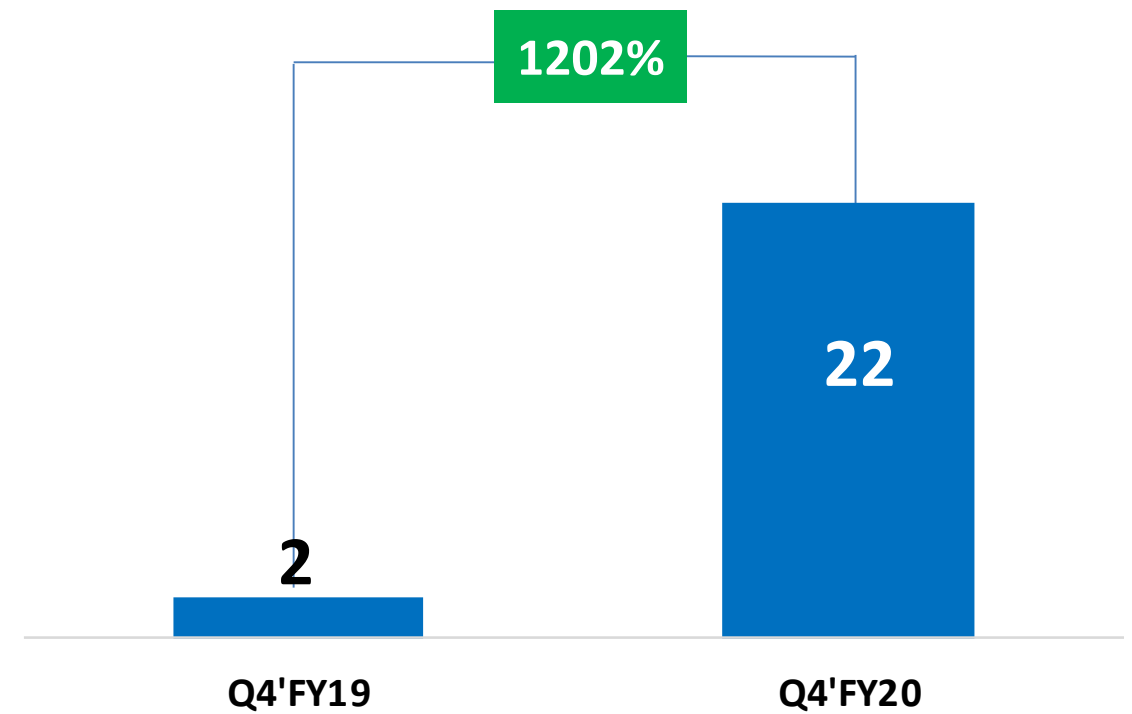
(Rs. Cr.)	Particulars	As on 31 st March,2020	As on 31 st March,2019
Liabilities	Net Worth	1,519	1,532
	Debt	1,193	978
	Other Liabilities	726	679
	TOTAL	3,438	3,189
Assets	Non Current Assets	1,508	1,580
	Cash & Cash Equivalents	326	248
	Net Current Assets	1,604	1,361
	TOTAL	3,438	3,189

Operating Indicators

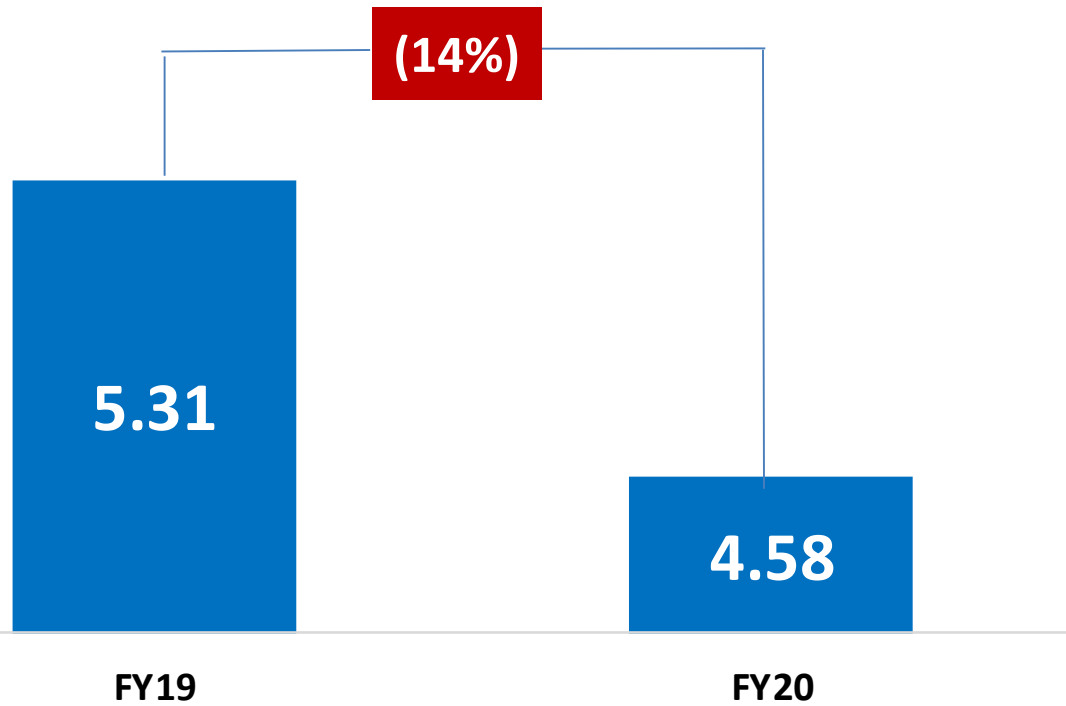
Sales Volume (Lakh Tonnes)



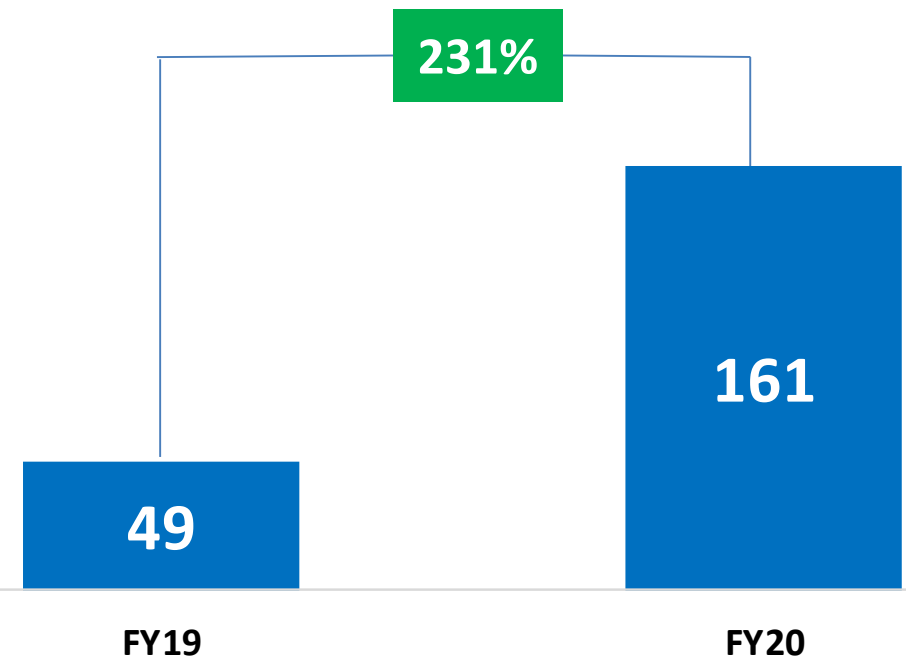
EBITDA (Rs. Cr.)



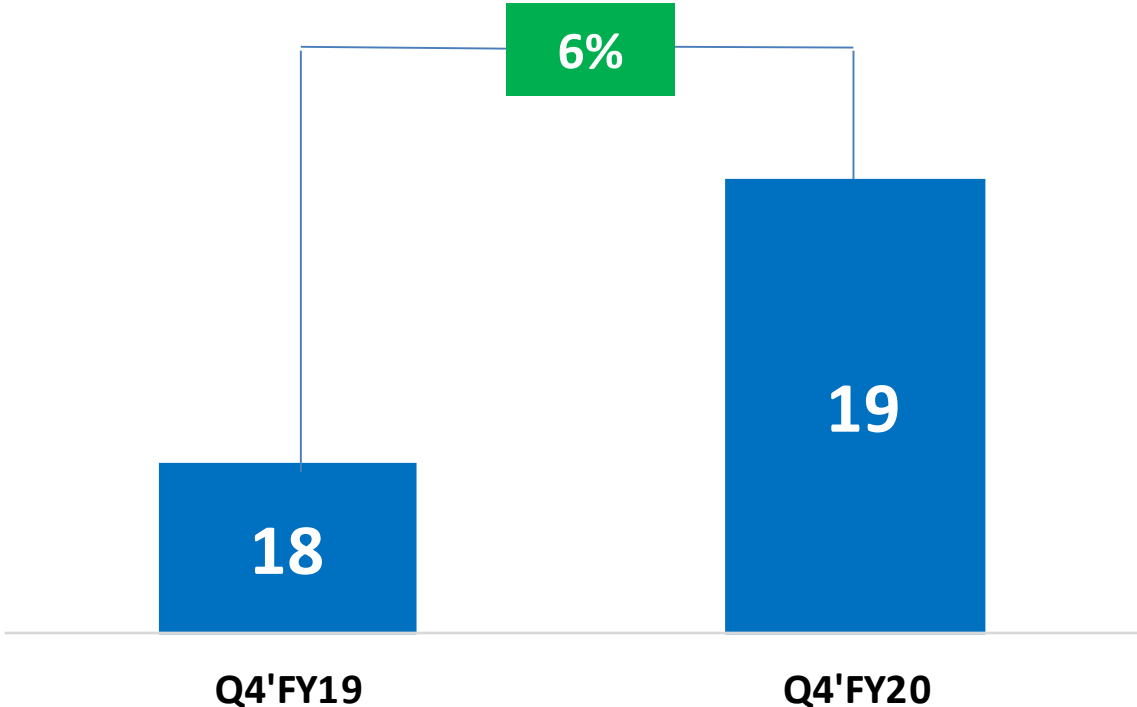
Sales Volume (Lakh Tonnes)



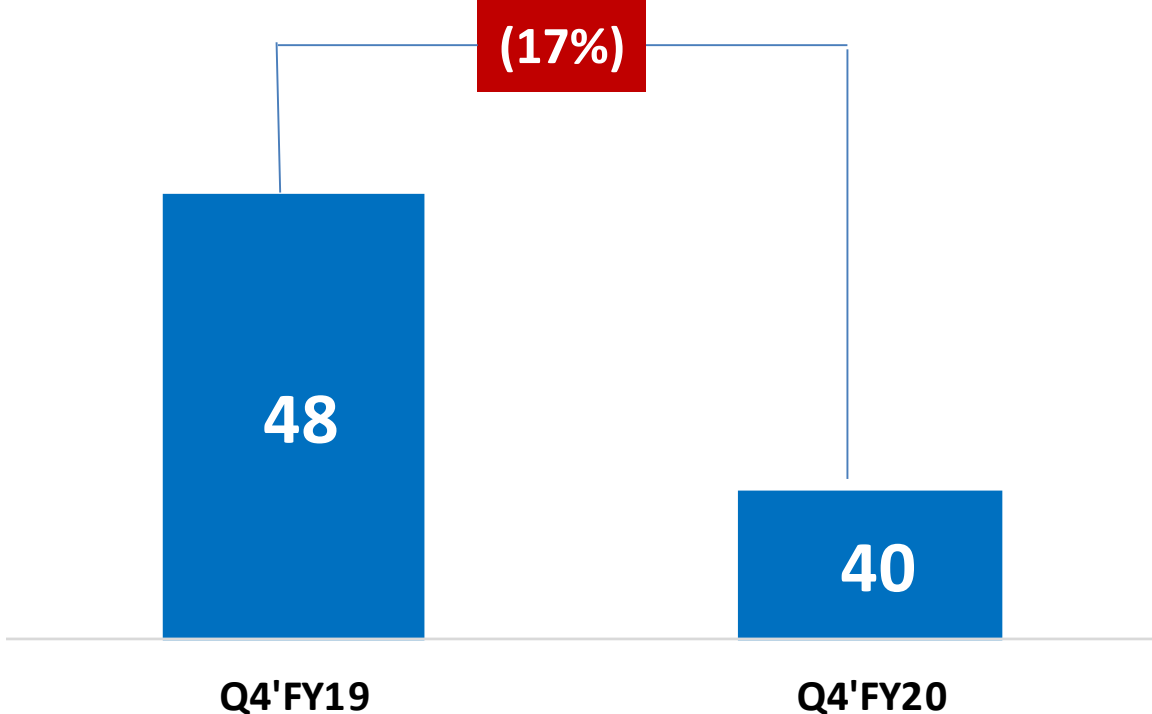
EBITDA (Rs. Cr.)



Sales Volume ('000 KL)

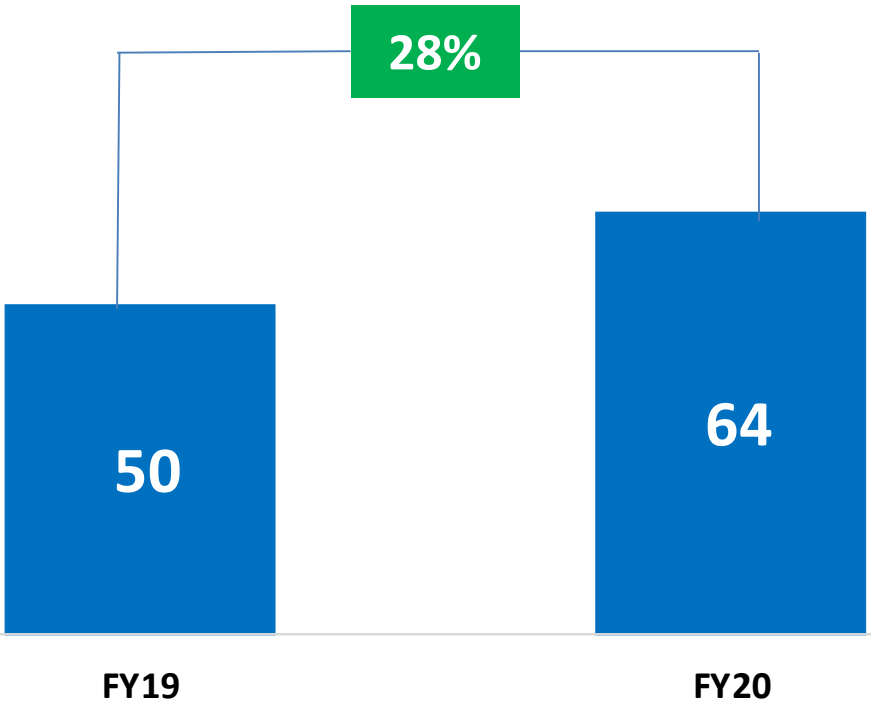


EBITDA (Rs. Cr.)

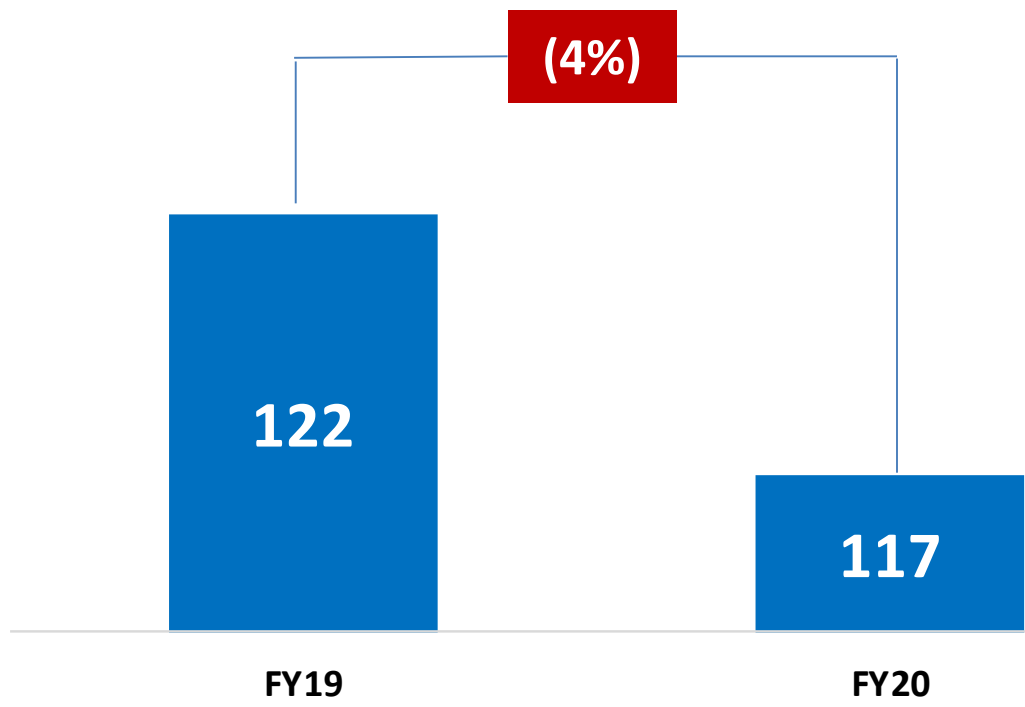


Distillery EBITDA is lower due to higher molasses transfer price.

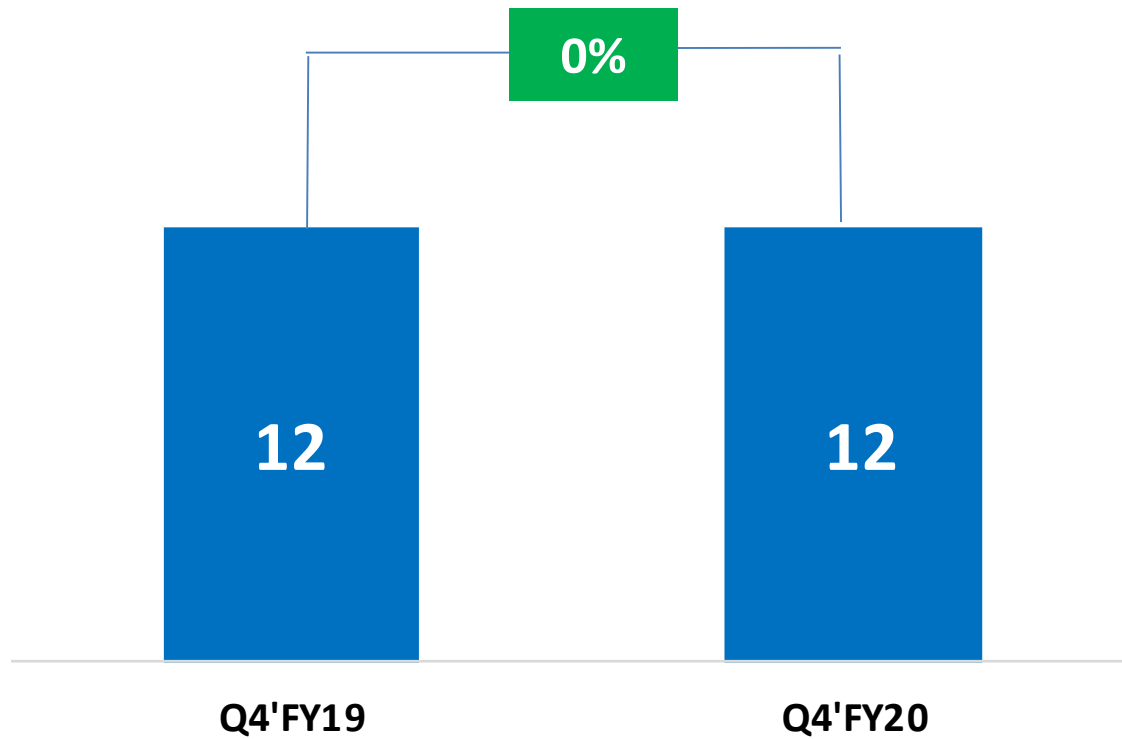
Sales Volume ('000 KL)



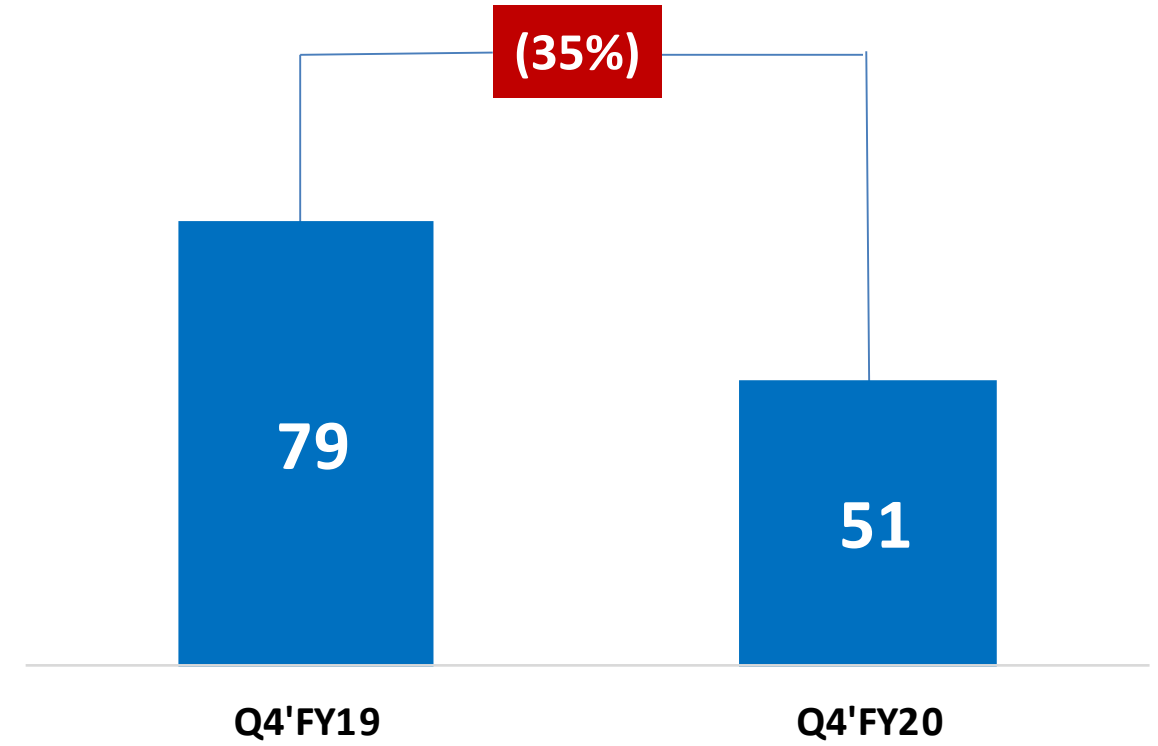
EBITDA (Rs. Cr.)



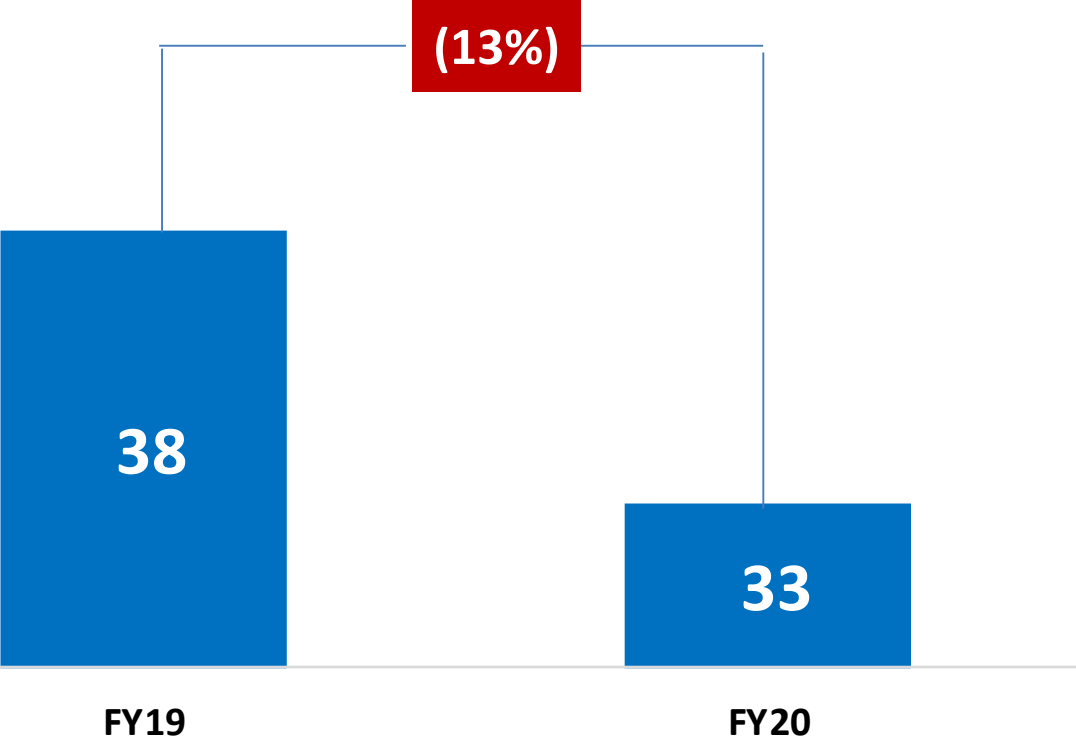
Sales Volume (Crore Units)



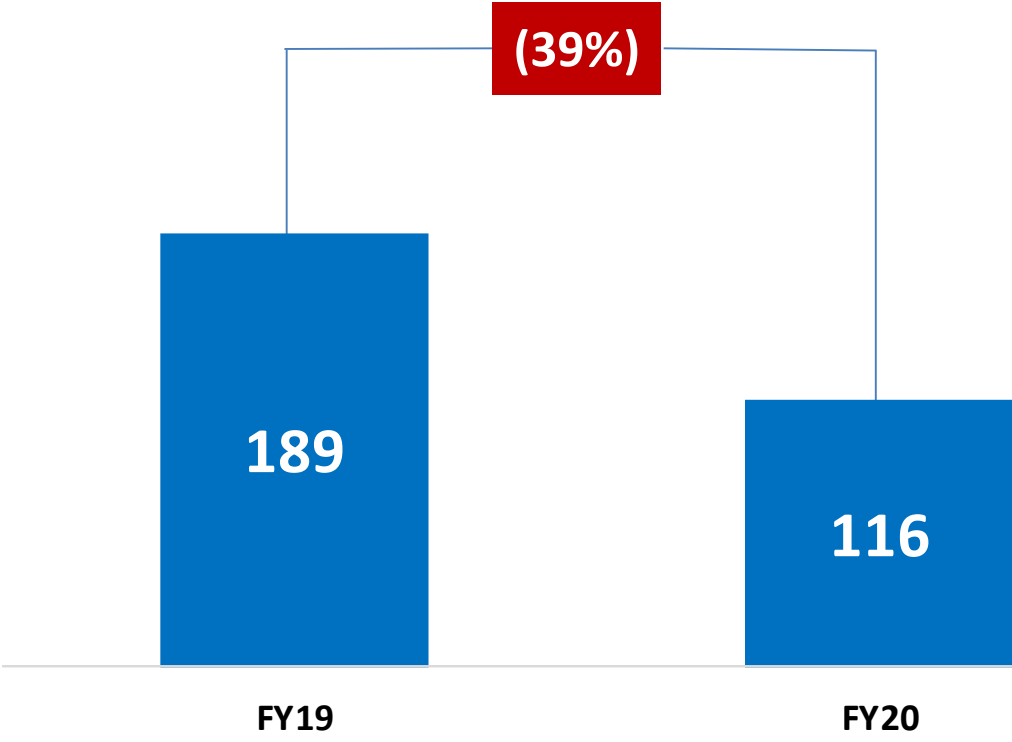
EBITDA (Rs. Cr.)



Sales Volume (Crore Units)



EBITDA (Rs. Cr.)



Cogen EBIDTA reduced mainly due to lower cane crushed and reduced power tariffs in UP.

Corporate Social Responsibility



Seekho Sikhao, project on improving quality education in Govt primary schools reached out to 19 schools benefitting 2106 students in Uttar Pradesh. The digital assets of Common Service Lab and World on Wheels made 4654 beneficiaries digitally literate in Uttar Pradesh and Maharashtra.



DIKSHa launched its second center in Shahjanpur, Uttar Pradesh. Youth will be skilled in trades of Assistant Electricians, Home Health Aid, Security Guards and Customer Relationship. 242 Self Help Groups consisting of 2420 women have a corpus of INR 66.25 lakh for investing in their day to day requirements in Uttar Pradesh and Maharashtra.



135 beneficiaries of 4 villages thrived for more cleaner, more modern household cooking solutions like LPG in Uttar Pradesh. 120 beneficiaries of 3 villages adopted clean lighting solutions like solar lamps by shedding light on kerosene in Uttar Pradesh. Solar pumping solutions have helped more than 200 farmers for irrigating their land during non rainy season in Uttar Pradesh.



13 village ponds were desilted during the quarter and WIP for another 6 more ponds. A total of 31 ponds were rejuvenated in the year in Uttar Pradesh. 22.48 lakh m³ of additional water harvesting capacity has been added this year in Uttar Pradesh and Maharashtra. 35 acres of land was brought under micro irrigation schemes benefitting 175 farmers in Maharashtra.

Industry Analysis

Inventory levels still high

Despite relatively lower Sugar production at 27 MMT this year as compared to 33 MMT last year, due to decline in production in Maharashtra & Karnataka but with demand destruction of over 1 MMT, inventory levels are still high.

With a view to help out the industry Government has taken various proactive measures as per the need of the industry and the farmers:

Short Term Measures Taken

- 40 LMT buffer stock maintenance for 1 year till July 20.
- 60 LMT export quota for SS 19-20 with an export subsidy of Rs. 10.5/kg.
- Soft Loan for farmers payment at 7% subvention.
- Sugar MSP fixed at Rs. 31/kg.

Short Term Measures Considered

- Extension of Buffer stock policy by further 1 year.
- 60 LMT export quota for SS 20-21 as well with similar subsidies.
- New scheme for soft loan under interest subvention scheme.
- Increase in MSP from Rs. 31/kg to Rs. 33/kg.

Long term measures under consideration

- Promoting sugar diversion to Ethanol through B Heavy route & to declare long term ethanol pricing formula.
- Revenue sharing formula & creation of PSF.
- Share of premium for higher recoveries to mills.
- Cane Price payment in installments & reduction of interest on delayed cane payments.
- Increase in transport rebate for cane transportation.
- CACP has recommended increase in FRP by Rs. 10/qtl.

ThankYou

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