

# DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2018-19/508

February 05, 2019

Corporate Relationship Department  
Bombay Stock Exchange  
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 quarter and nine month ended December 31, 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**

Investor Update- Q3FY19

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# Q3FY19 Conference Call Invite



We cordially invite you to the Earnings Call with

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

to discuss the Q3 FY19 Results

**Represented by:**

*Mr. Vijay S Banka – Managing Director*

Wednesday, February 06, 2019, at 15:00 hrs IST  
17:30 hrs SGT & HK / 09:30 hrs GMT / 05:30 hrs EDT / 02:30 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



Click here to  
**ExpressJoin** the Call

For further information, please contact

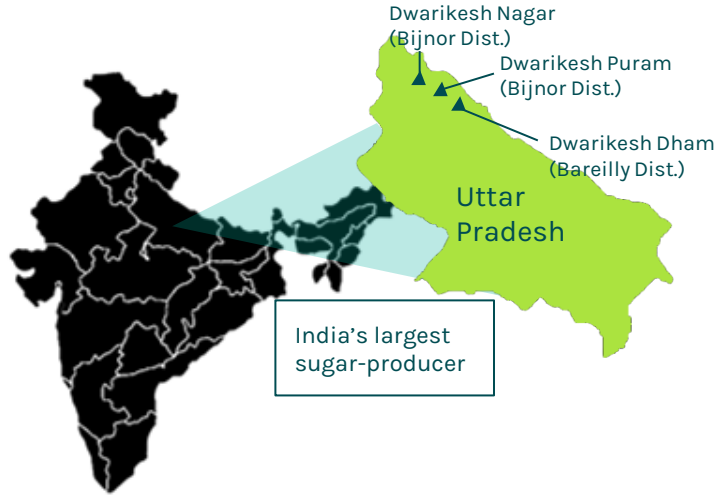
**Prashant Biyani** | PrashantBiyani@PLIndia.com | +91-22-6632 2238

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# Business Overview

# At a Glance



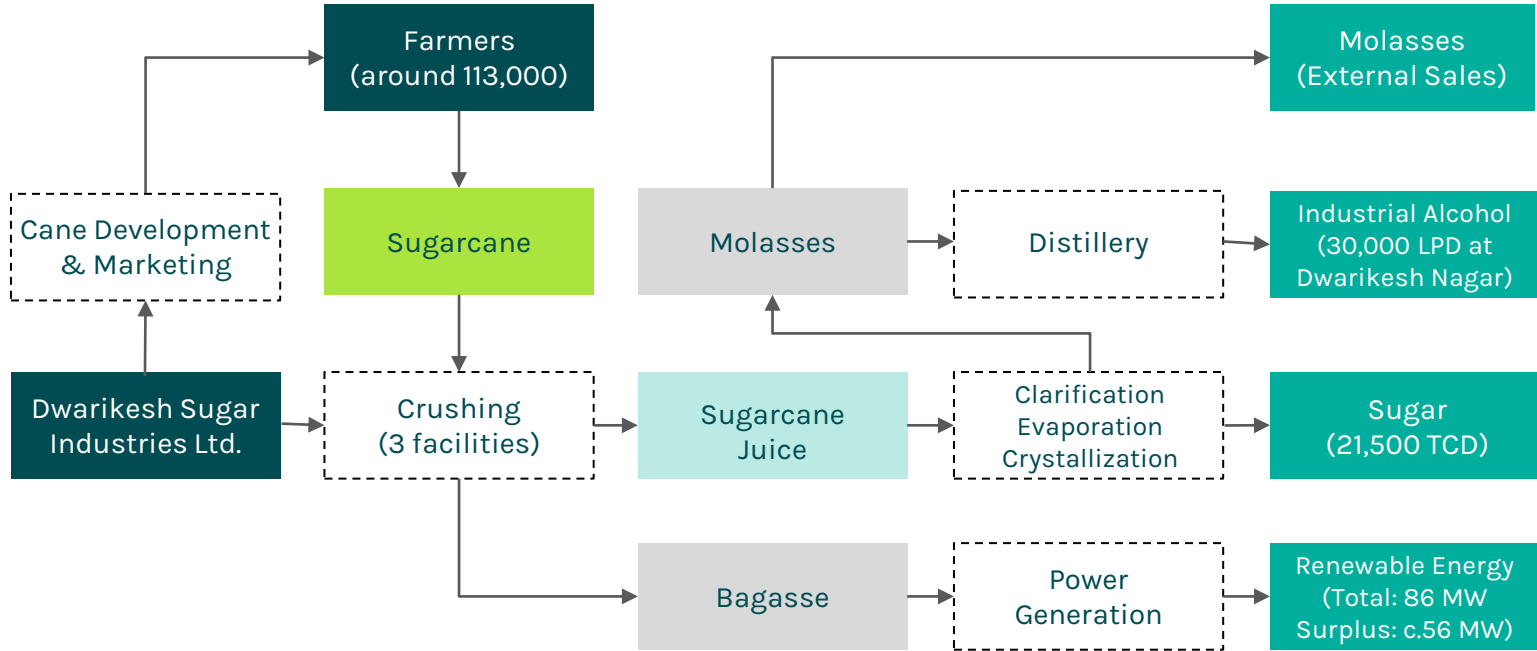
- 3 Plants located in UP-India's largest sugar producing state
- 2 Plants located in Bijnor District- a District with focused concentration on cane production on highly fertile & well-irrigated land
- Plant at Bareilly - the low-lying Ganges plains district with fertile alluvial soil
- Access to large, 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)	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;*

Distillery capacity under expansion. Expanded capacity to be operational by November, 2019

# Operations Overview



# Key Management Personnel



**Mr. G. R. Morarka**

- Founder and Promoter
- Executive Chairman since January 2019
- 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**

- MD since April 2018
- Qualified Chartered Accountant
- Associated with the company since 2007
- Over three decades of experience in Finance and Strategy



**Mr. B. J. Maheshwari**

- MD, CS cum CCO since April 2018
- Associated with the company since 1994
- Over three decades of experience in Legal, Taxation, Secretarial & Administrative matters

**Priyanka Morarka**

VP - Corporate Affairs

**B. P. Dixit**

VP - Works

**R. K. Gupta**

VP - Works

**Alok Lohia**

Chief Financial Officer

**Salil S Arya**

Group Compliance Officer

**Rajendra Thakur**

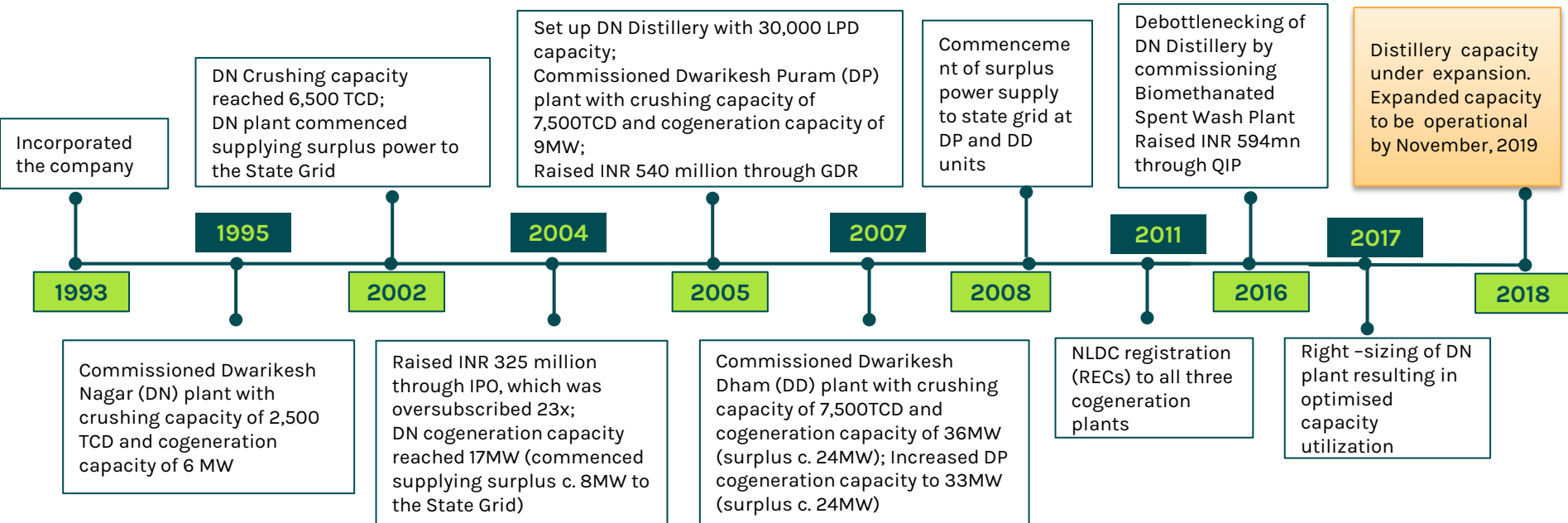
CGM - Works

**Surendra Singh**

CGM - Cane



# Key Milestones



	1995	2002	2004	2005	2007	2018
Sugar (TCD)	2500	6500	6500	14000	21500	21500
Power (MW)	6	6	17	26	86	86
Distillery (LPD)	Nil	Nil	Nil	30000	30000	30000

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 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'



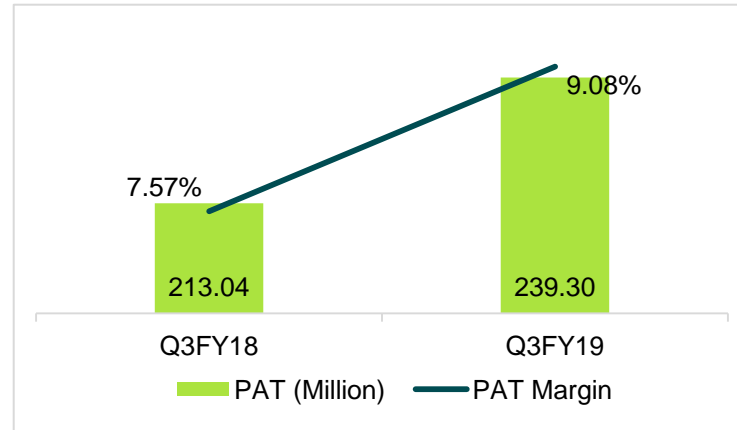
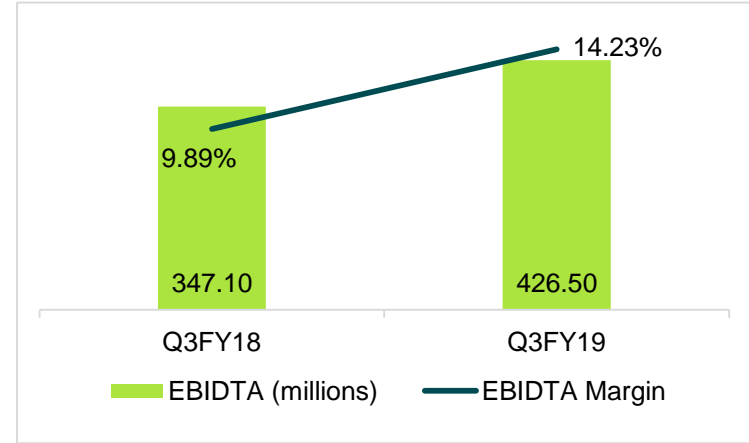
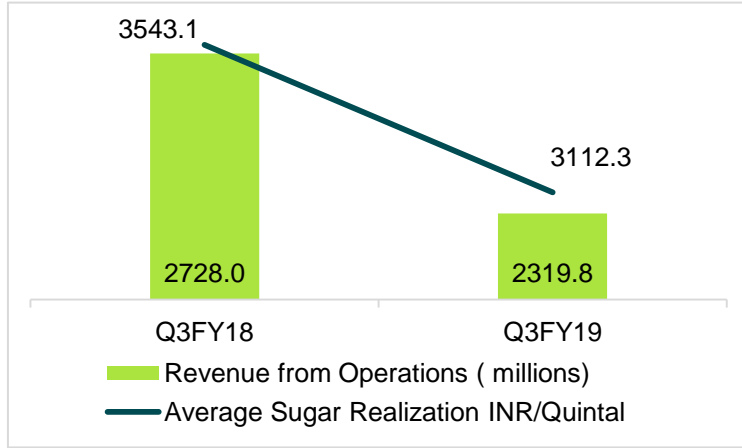
# Q3FY19 Financial Performance

# Performance Highlights

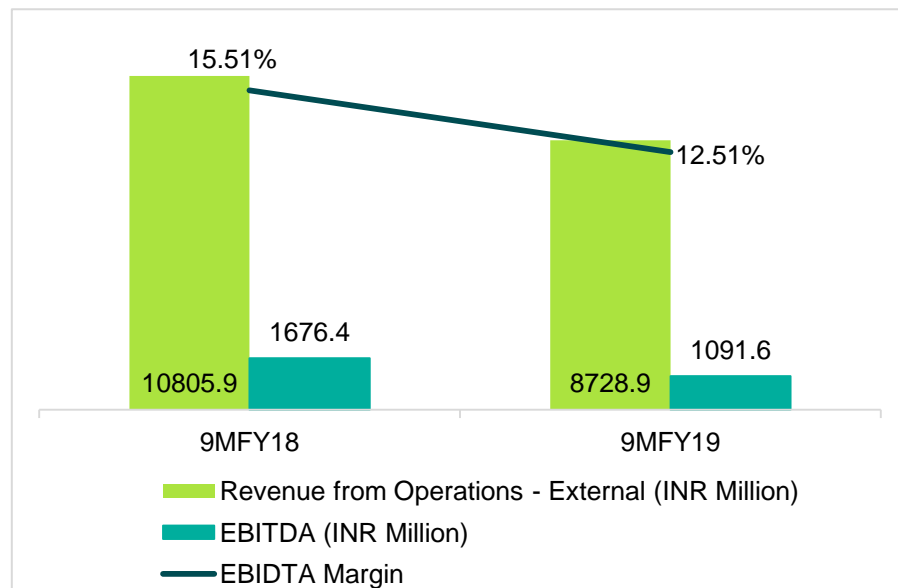
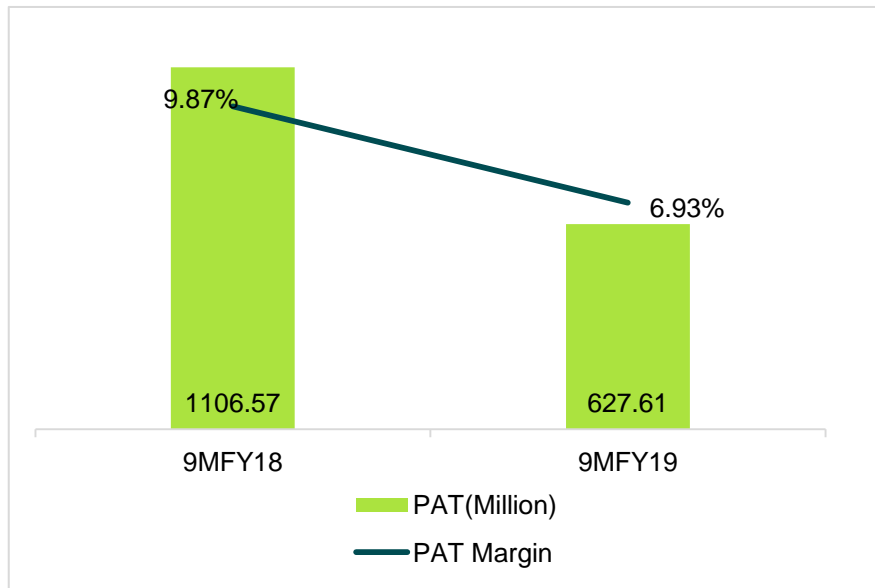
In INR Crores	Q3 FY 19	Q3 FY 18	9M FY 19	9M FY 18	FY 18
<b>Total Income</b>	263.61	281.29	906.13	1121.64	1475.76
<b>EBIDTA</b>	42.65	34.71	109.16	167.64	159.97
<b>PAT</b>	23.93	21.30	62.76	110.66	101.45

In INR	Q3 FY 19	Q3 FY 18	9M FY 19	9M FY 18	FY 18
<b>EPS</b>	1.27	1.13	3.33	5.88	5.39

# Quarterly Trends



# Summary Financials (9MFY19)



# Summary Financials

	Q3FY19	Q3FY18	9MFY19	9MFY18	FY18
<b>INCOME</b>					
Revenue from operations ( net of ED in previous periods)	2,319.8	2,728.0	8,728.9	10,805.9	14,299.5
Other income	316.3	84.9	332.4	127.2	174.8
<b>Total Revenue</b>	<b>2,636.1</b>	<b>2,812.9</b>	<b>9,061.3</b>	<b>10,933.1</b>	<b>14,474.3</b>
<b>EXPENDITURE</b>					
Cost of material consumed	2,915.6	4,100.3	5,382.7	5,201.8	11,017.8
Changes in inventories of finished goods, work in-progress and stock-in-trade	(1,064.2)	(2,041.8)	1,421.3	3,019.0	471.6
Employees benefit expense	192.8	208.1	482.7	499.0	693.3
Finance Cost	29.9	31.5	124.7	182.3	253.1
Depreciation and amortization expense	81.0	93.5	244.4	243.0	325.0
Other expense	165.4	199.2	683.0	536.9	691.9
<b>Total expenses</b>	<b>2,320.5</b>	<b>2,590.8</b>	<b>8,338.8</b>	<b>9,682.0</b>	<b>13,452.7</b>
<b>Profit / (loss) before taxes</b>	<b>315.6</b>	<b>222.1</b>	<b>722.5</b>	<b>1,251.1</b>	<b>1,021.6</b>
Tax expense	76.3	9.1	94.9	144.5	7.1
<b>Profit for the period</b>	<b>239.3</b>	<b>213.0</b>	<b>627.6</b>	<b>1,106.6</b>	<b>1,014.5</b>
Other Comprehensive Income	39.5	(2.4)	34.3	(7.1)	10.2
<b>Total Comprehensive Income</b>	<b>278.8</b>	<b>210.7</b>	<b>661.9</b>	<b>1,099.5</b>	<b>1,024.7</b>

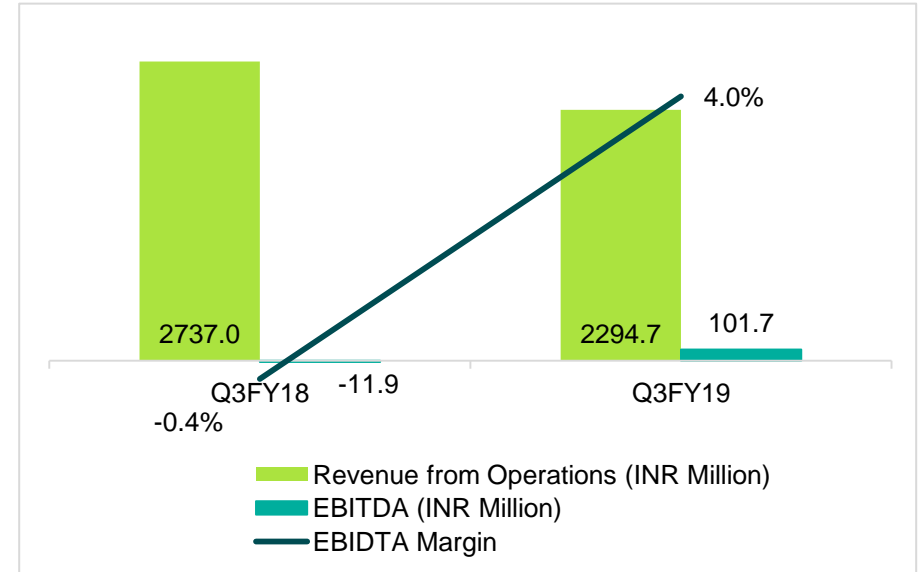
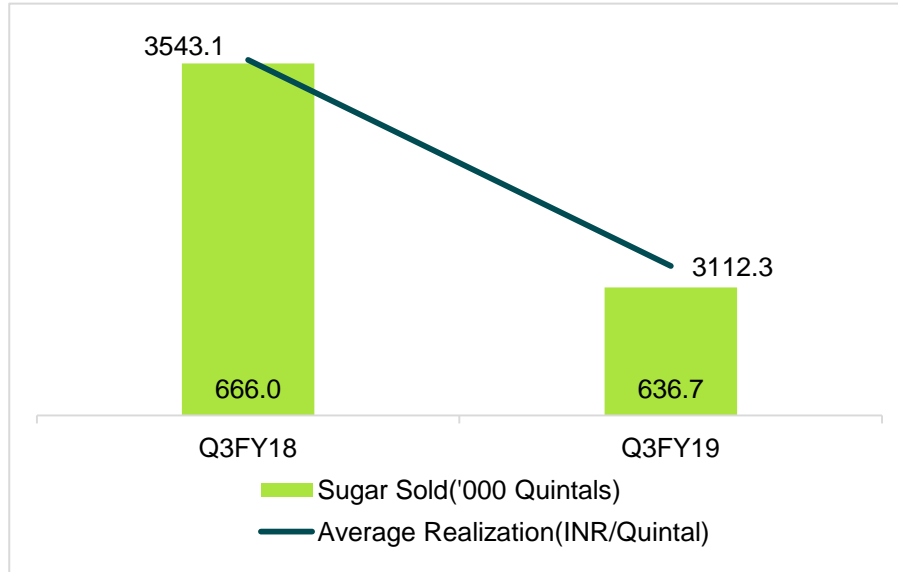
Figures in INR million



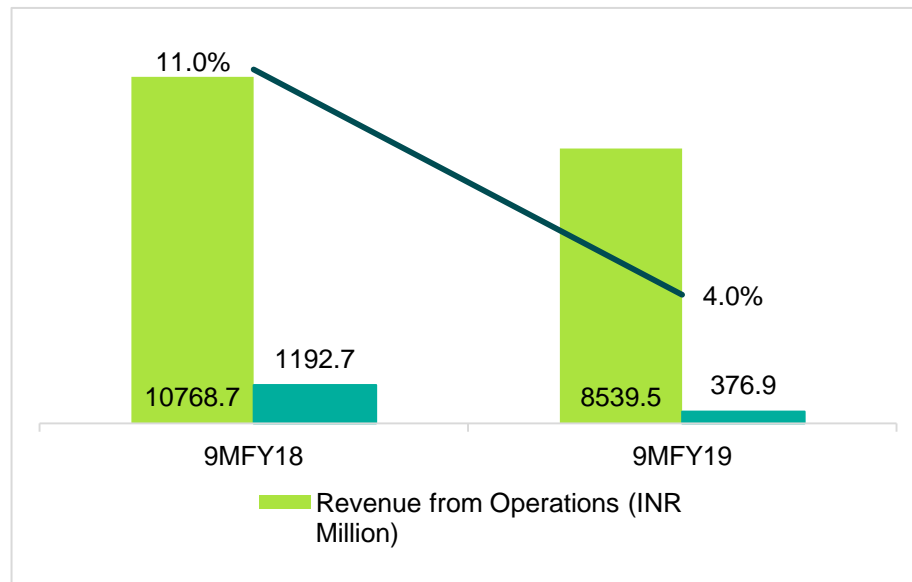
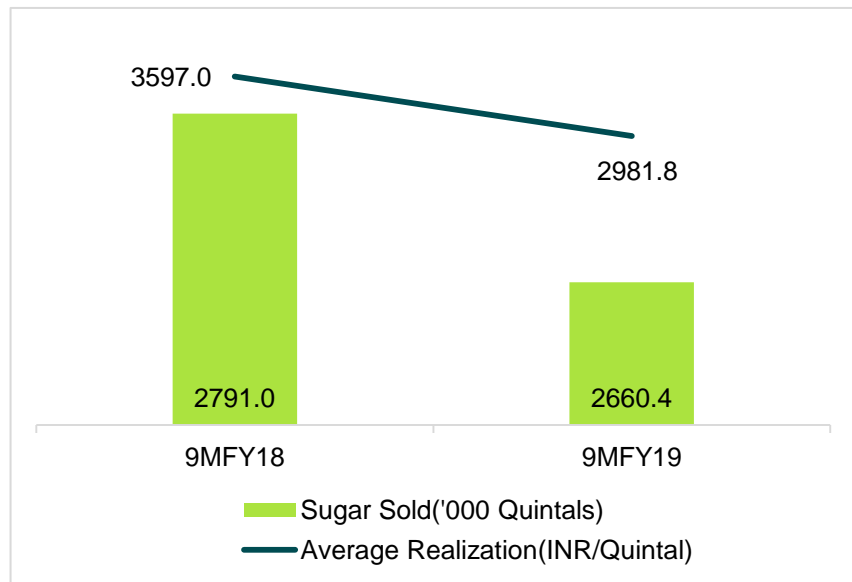


# Operational Trends

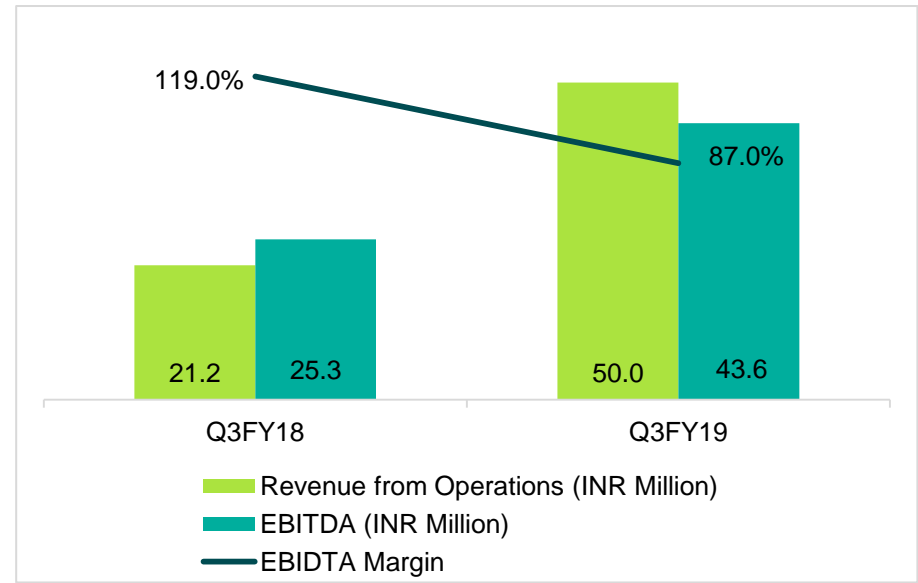
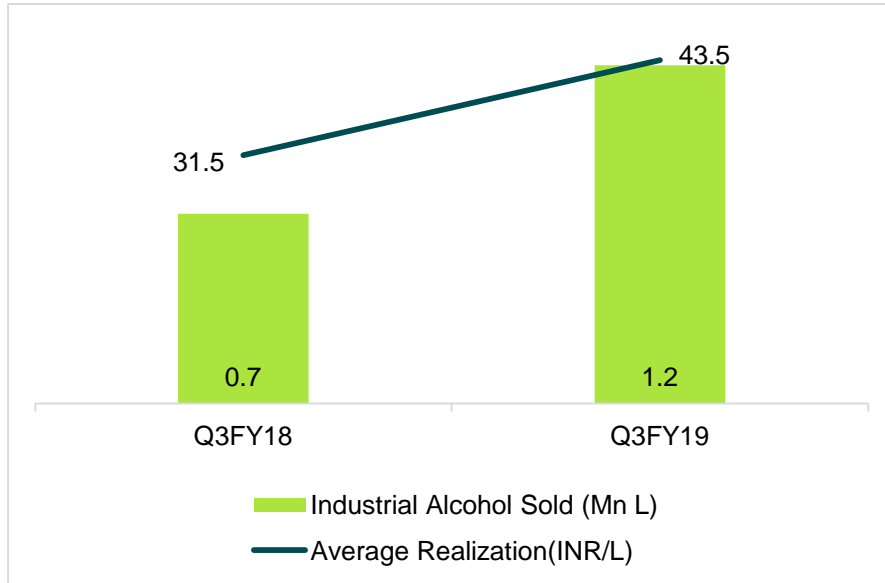
# Sugar - Quarter Performance



# Sugar – Nine-monthly Performance



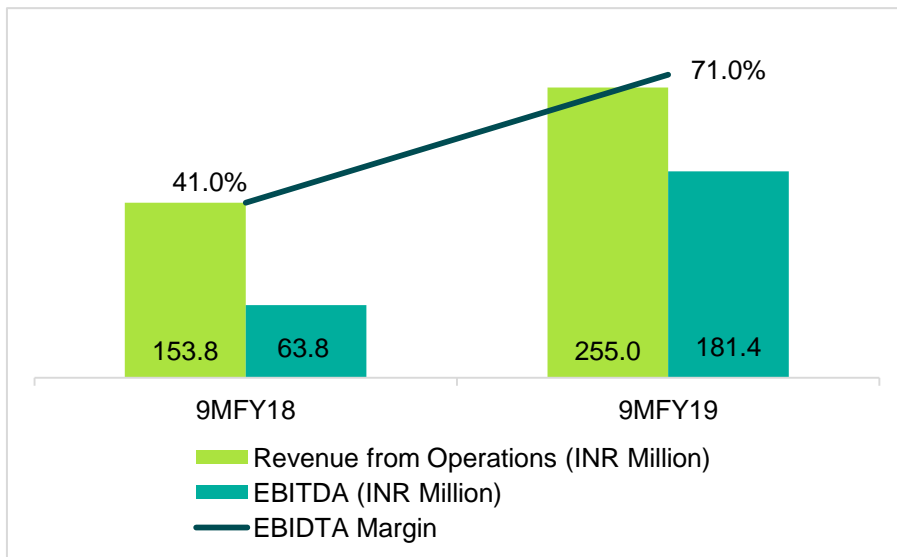
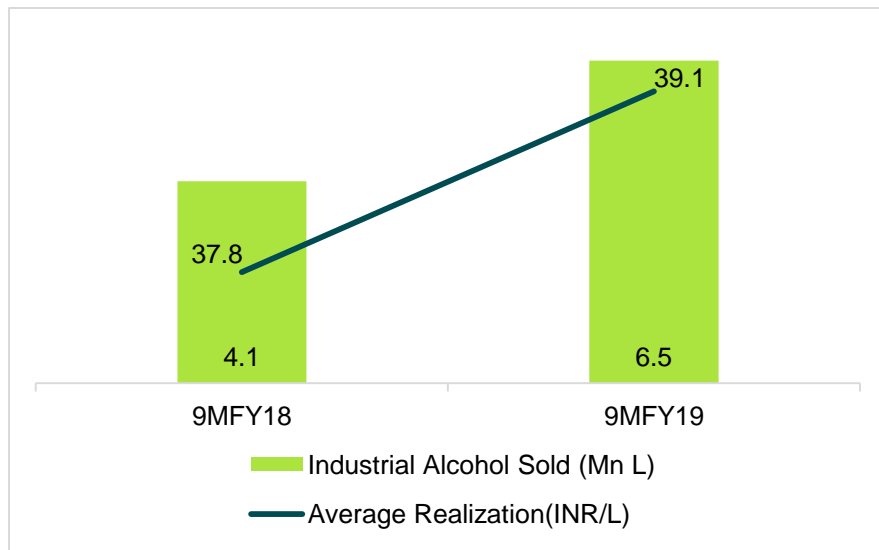
# Distillery - Quarter Performance



## Salient Features:

- Products include rectified spirit and ethanol

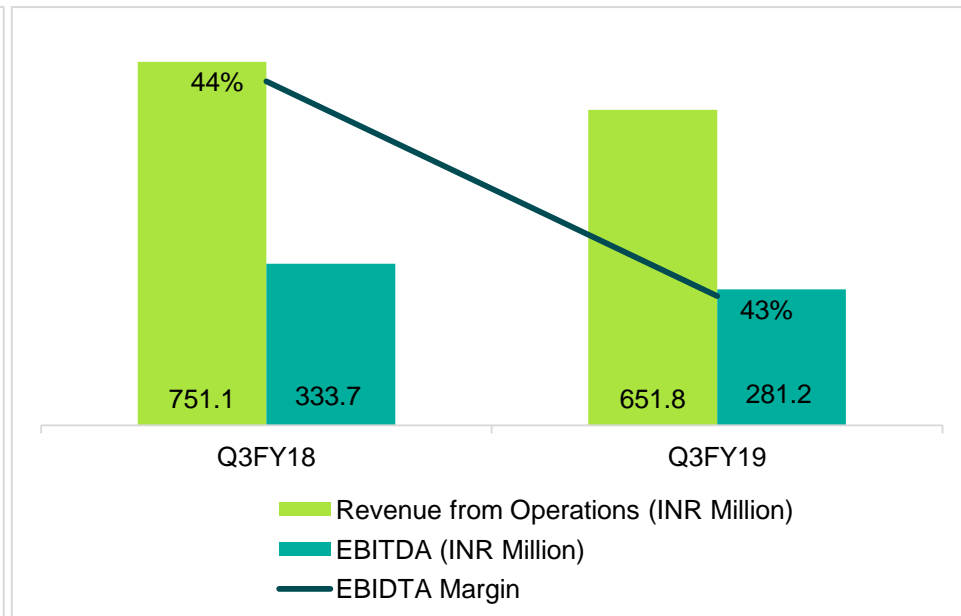
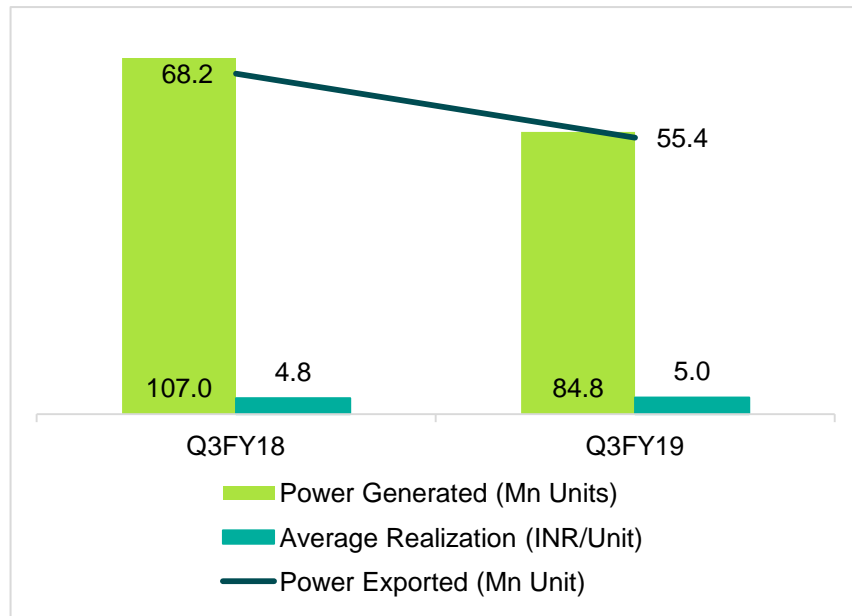
# Distillery – Nine-monthly Performance



## Salient Features:

- Products include rectified spirit and ethanol

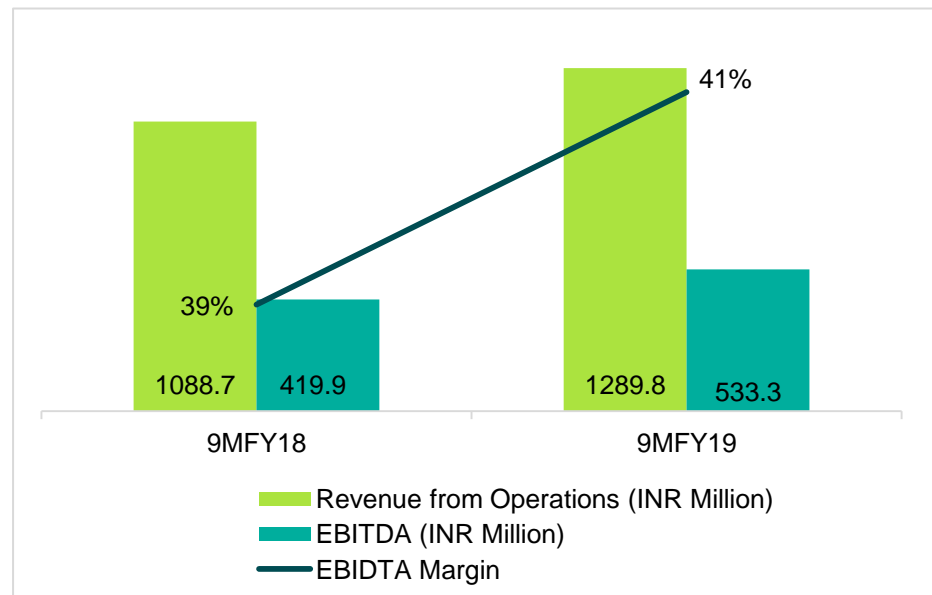
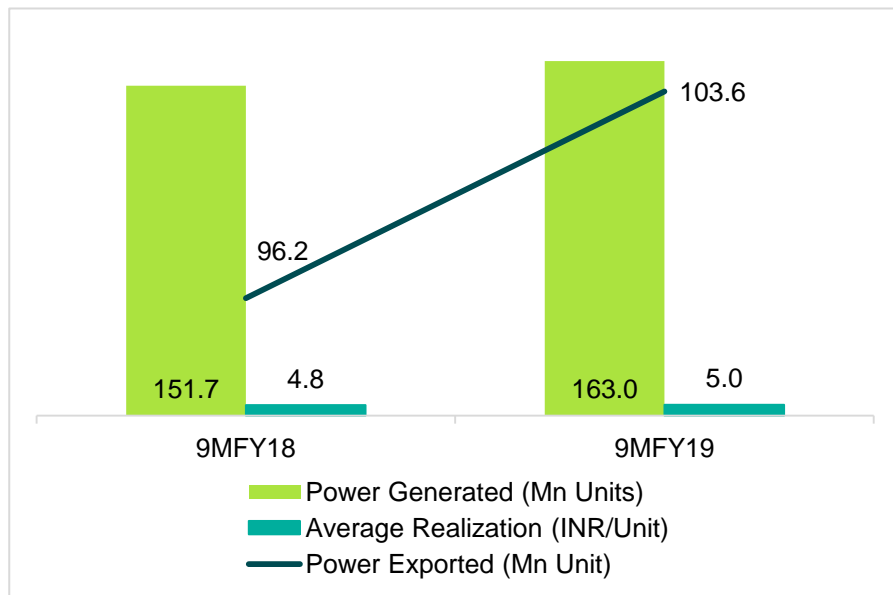
# Cogeneration – Quarter Performance



## 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



## 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



# 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*



# Thank you

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