



DWARIKESH SUGAR INDUSTRIES LIMITED

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REF: DSIL/2018-19/081

May 08, 2018

Corporate Relationship Department
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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 year ended March 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
(DIN 00002075)

Encl: as above



Dwarikesh Sugar Industries
Limited
Q4 and FY18- Investor Update

Safe Harbor Statement



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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



**You are cordially invited to the
Conference Call
of
Dwarikesh Sugar Industries
to discuss the
Q4 & FY18 Results and Business Outlook**

Represented by:	
Mr. Vijay Banka	Managing Director & CFO
Conference Dial-In Number	
Primary / Secondary Number Local Access Number	+91 22 6280 1116 / +91 22 7115 8017 +91 70456 71221 (Ahmedabad, Bangalore, Chandigarh, Chennai, Gurgaon (NCR), Hyderabad, Kochi/Cochin, Kolkata, Lucknow, Pune)
International Toll Free Number	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

Date: Wednesday, 9th May 2018

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

RSVP:

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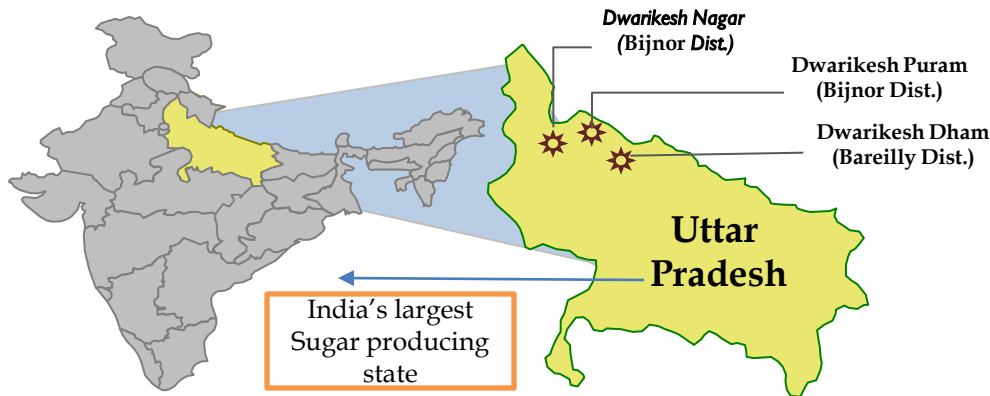
Pratik Matkar
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Business Overview



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

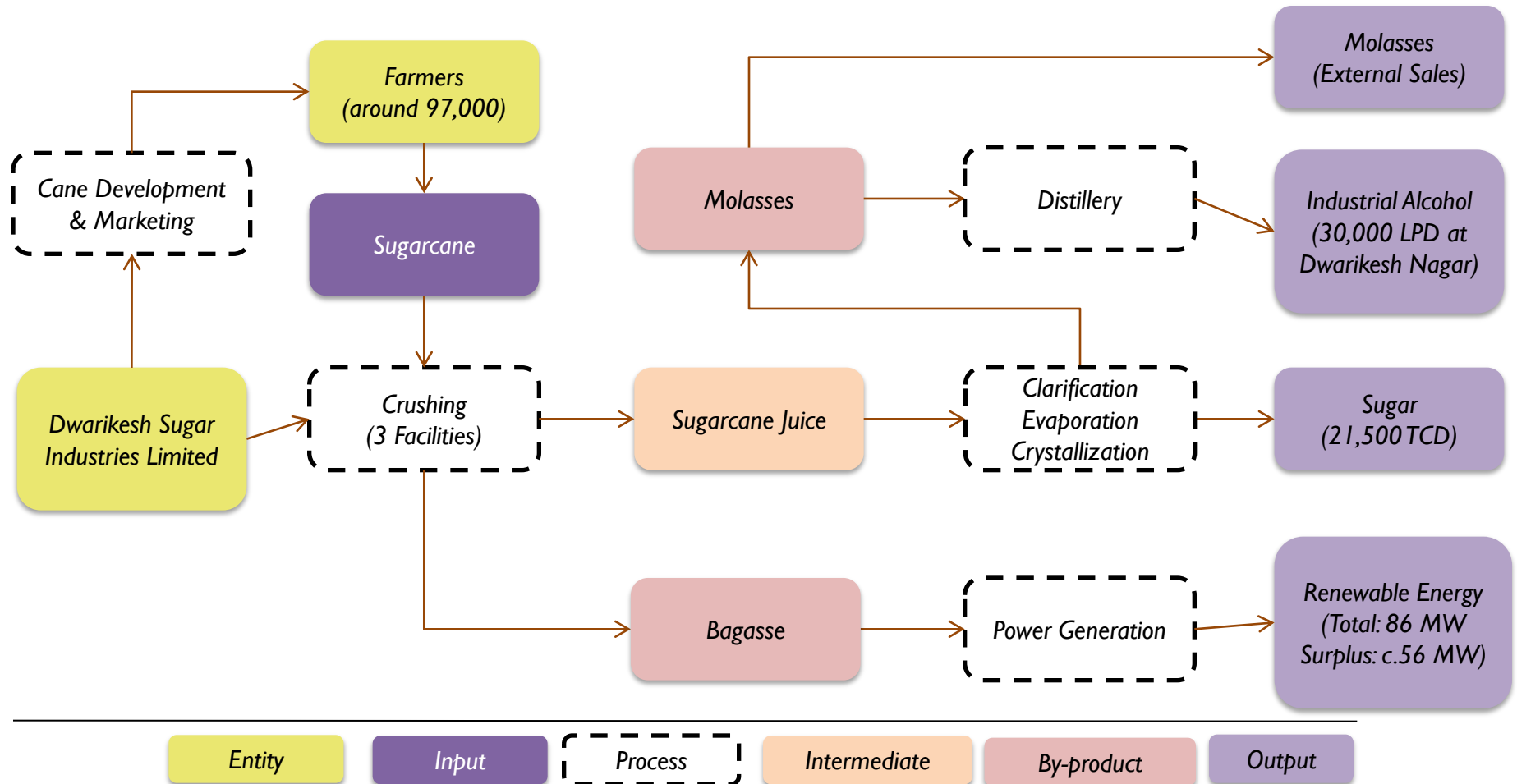
Note: TCD stands for tonnes of cane per day, MW stands for Megawatts, LPD stands for litres per day; SS stands for Sugar Season defined as 12 months period ending September 30 of the particular year;

- 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 two 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
- Over two decades of experience in Legal, Taxation, Secretarial and Administrative matters



B. J. Maheshwari
Managing Director & CS



Vijay S. Banka
Managing Director & CFO

- Qualified Chartered Accountant
- Associated with the Company since 2007
- Whole Time Director and CFO since 2009
- Over two 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
CGM - Admin

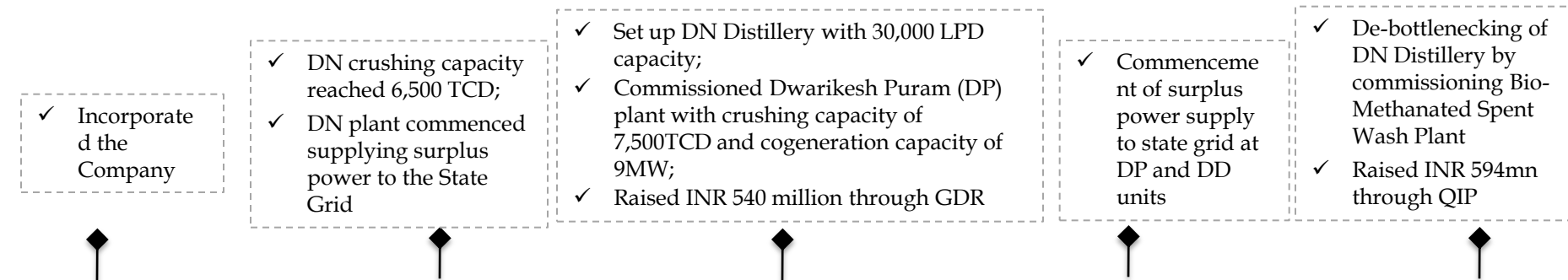
Alok Lohia
CGM - Finance

Rajendra Singh Thakur
CGM - Works

Surendra Pratap Singh
CGM - Cane



Key Milestones



✓ Commissioned Dwarikesh Nagar (DN) plant with crushing capacity of 2,500 TCD and cogeneration capacity of 6 MW

✓ Raised INR 325 million through IPO, which was oversubscribed 23x;
 ✓ DN cogeneration capacity reached 17MW (commenced supplying surplus c. 8MW to the State Grid)

✓ Commissioned Dwarikesh Dham (DD) plant with crushing capacity of 7,500TCD and cogeneration capacity of 36MW (surplus c. 24MW);
 ✓ Increased DP cogeneration capacity to 33MW (surplus c. 24MW)

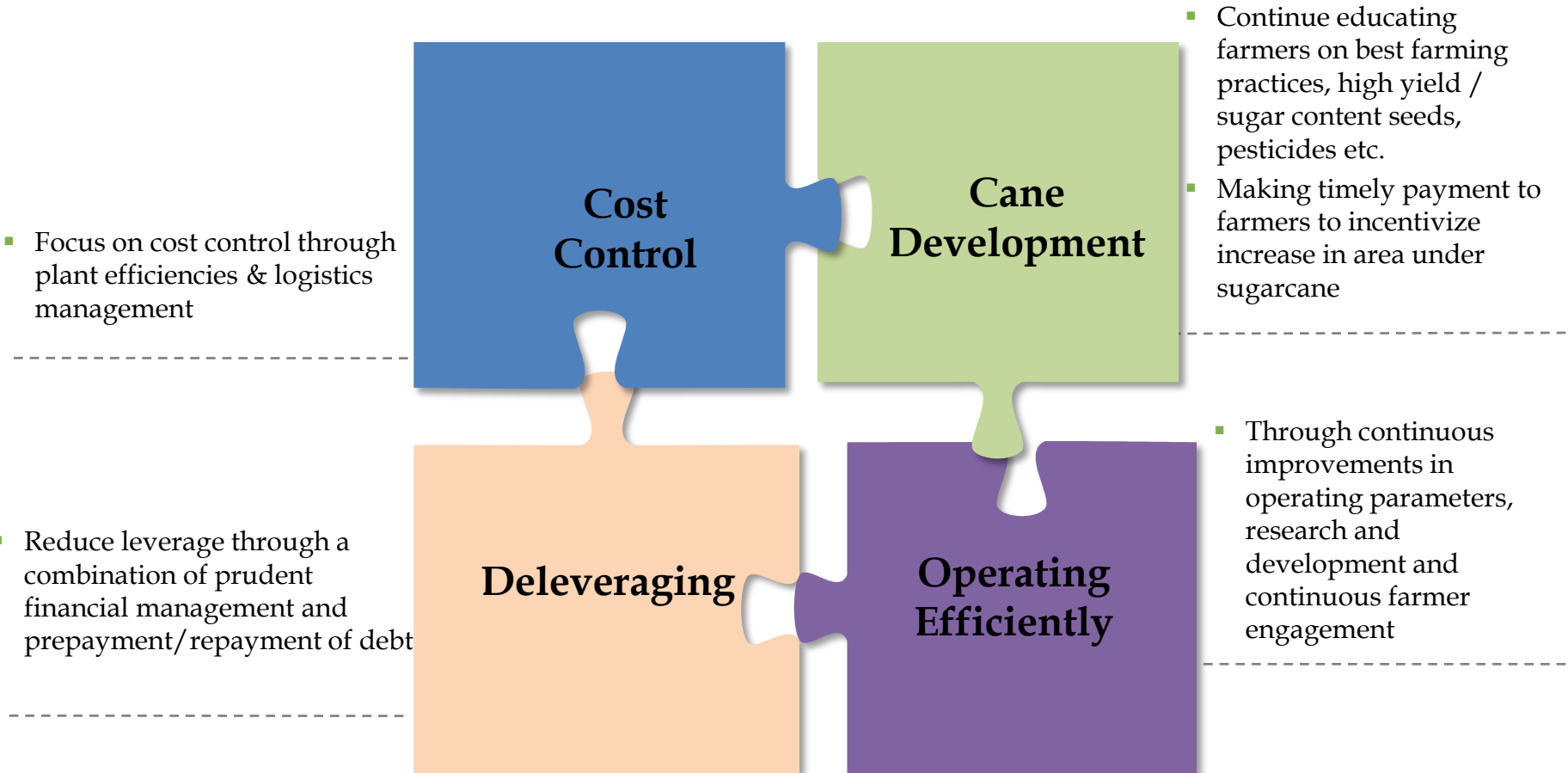
✓ NLDC registration (RECs) to all three cogeneration plants

	1995	2002	2004	2005	2007	2016
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



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 (12M) and FY17 (12M) 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
- Use of remote sensing for accurate geological surveys of the command area
- 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

Timely Payment

- Timely payment to sugarcane farmers
- Competitive advantage assuring unhindered raw material supply



Q4 and FY18
Financial Performance

Performance Highlights



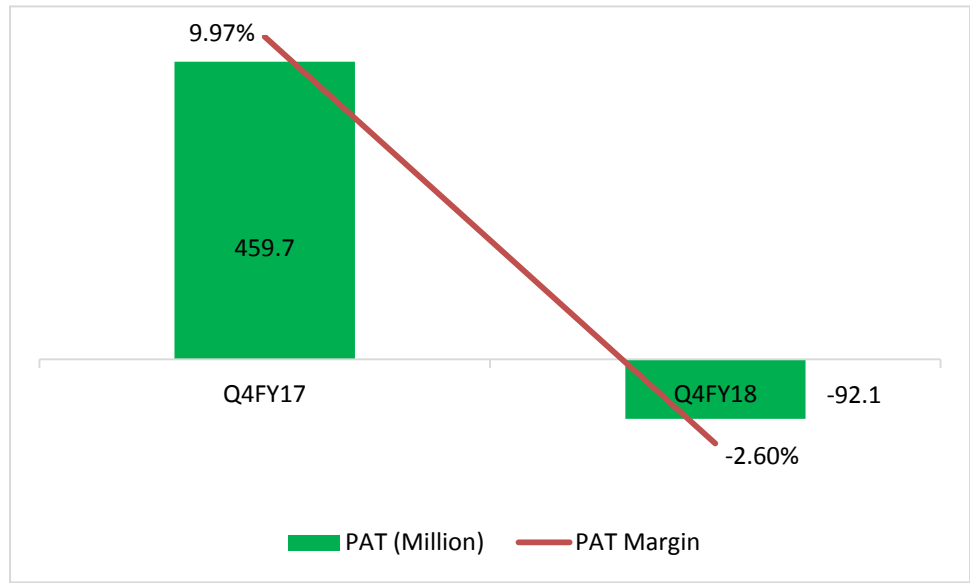
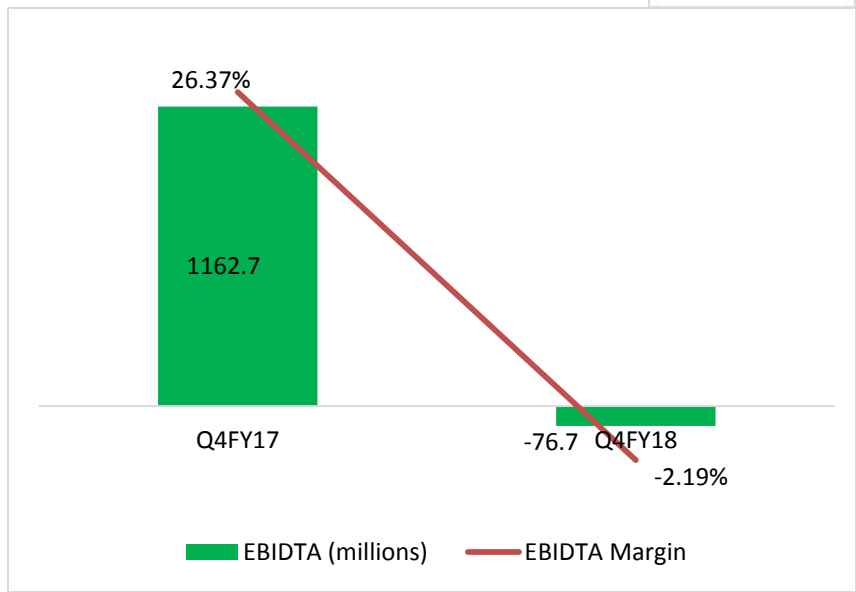
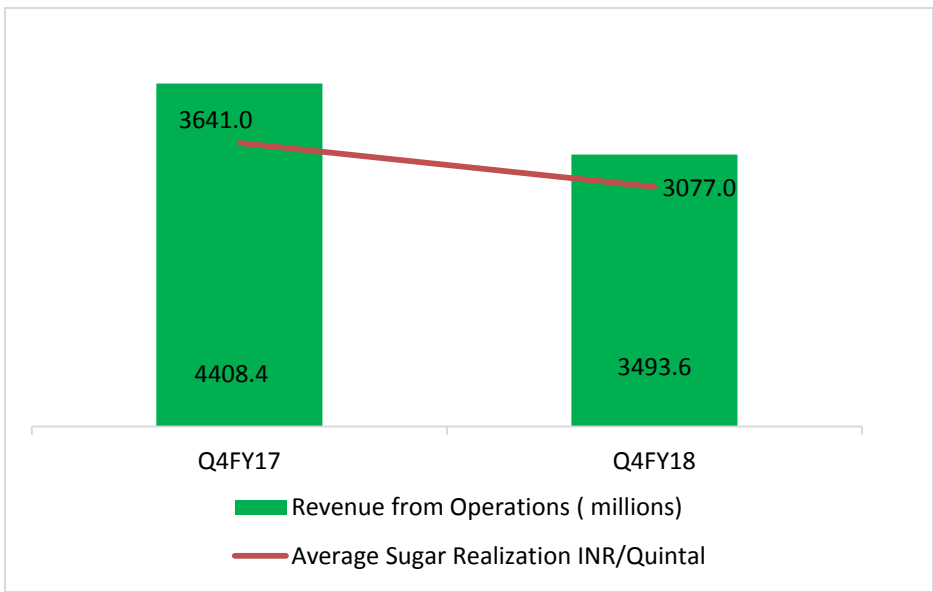
In INR Crores	FY 18	FY 17	Q4 FY18	Q4 FY17
Total Income	1475.76	1270.66	354.00	461.10
EBIDTA	159.97	291.15	-7.67	119.49
PAT	101.45	156.10	-9.21	45.97



In INR	FY 18	FY 17	Q4 FY18	Q4 FY17
EPS	5.39	8.87	-0.49	2.44



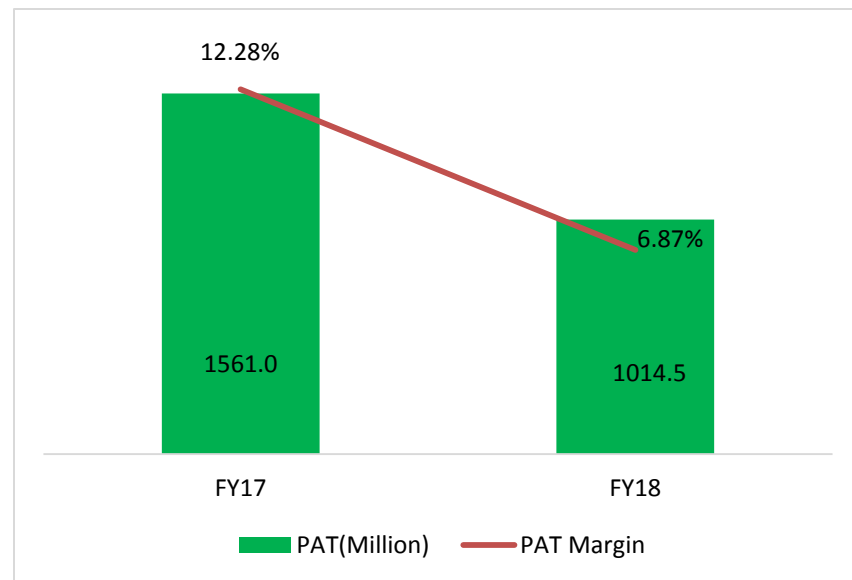
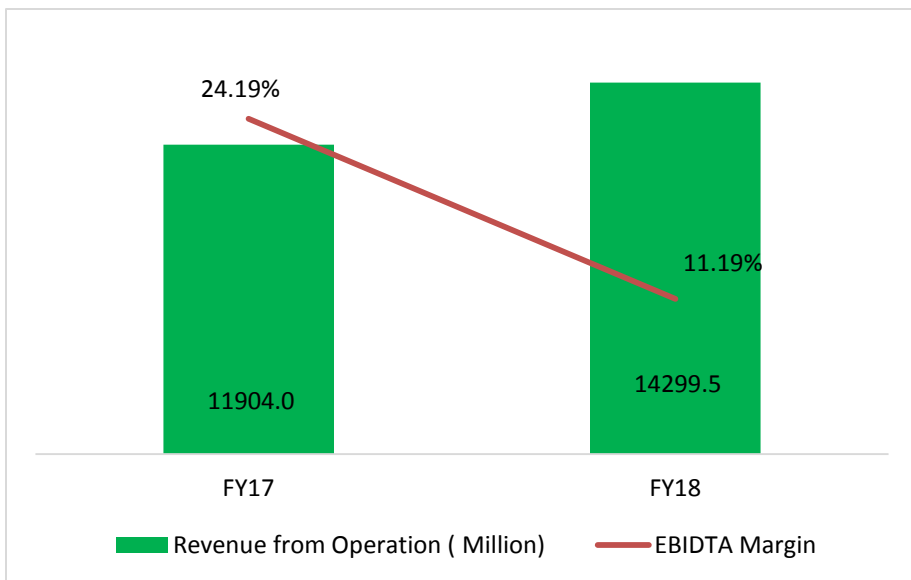
Quarterly Trends



EBITDA excludes exceptional items



Summary Financials (FY18)



The long term rating accorded to the company by ICRA is A+ (A plus) with Stable outlook

Rating accorded to the company by ICRA for CP program of Rs.300 crore is A1+ (A one plus)

Summary Financials (FY18)

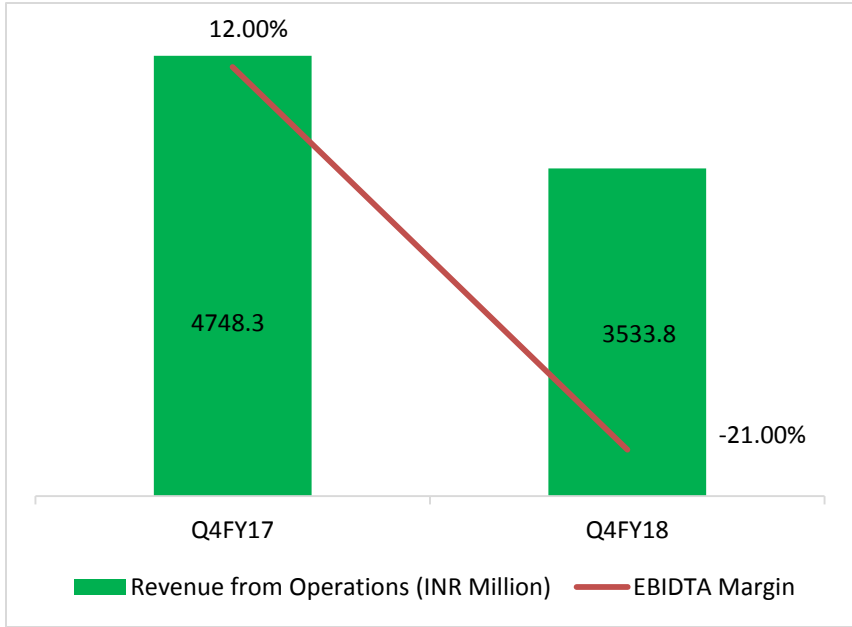
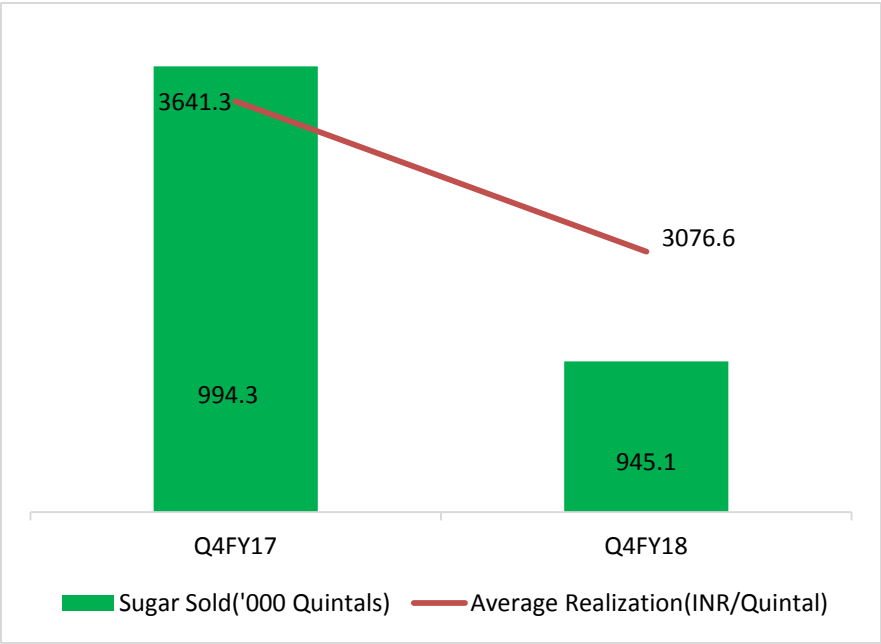


PARTICULARS	FY 2017-18	FY 2016-17
<u>INCOME</u>		
Revenue from operations	1,45,828.27	1,25,610.27
Other income	1,747.92	1,455.57
Total Revenue	1,47,576.19	1,27,065.84
<u>EXPENDITURE</u>		
Cost of material consumed	1,10,177.95	85,923.05
Changes in inventories of finished goods, work in-progress and stock-in-trade	4,715.76	(7,014.14)
Excise duty on sales	2,833.43	6,569.95
Employees benefit expenses	6,932.99	7,156.79
Finance Cost	2,531.14	5,249.76
Depreciation and amortization expenses	3,250.37	2,994.18
Other expenses	6,918.90	5,638.07
Total expenses	1,37,360.54	1,06,517.66
Profit / (loss) before exceptional item and tax	10,215.65	20,548.18
Exceptional item (income /expense relating to earlier years , net of tax)	--	322.71
Profit/(loss) before tax	10,215.65	20,870.89
Tax expense	70.90	5,260.41
Profit for the period	10,144.75	15,610.48
Other Comprehensive Income	101.89	(86.34)
Total Comprehensive Income	10,246.64	15,524.14

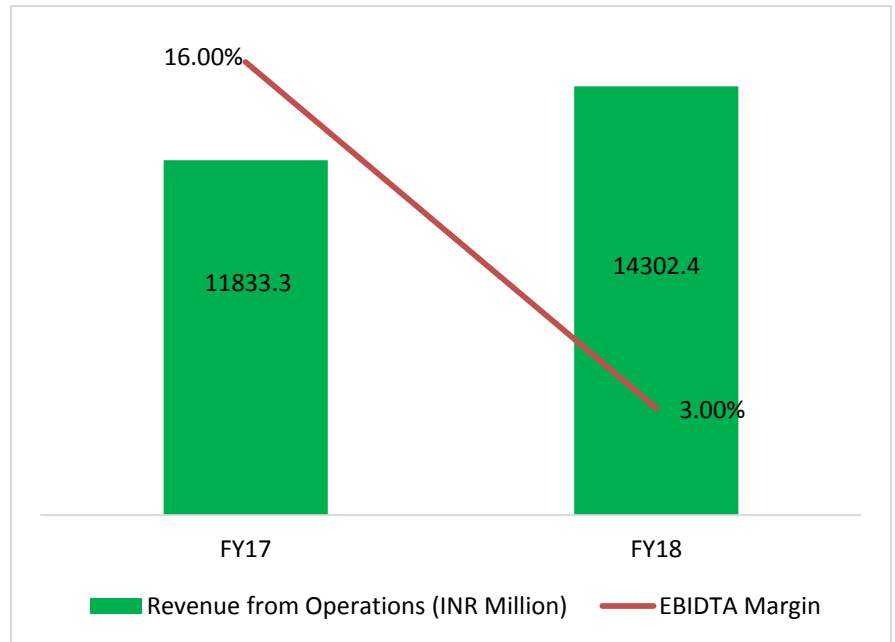
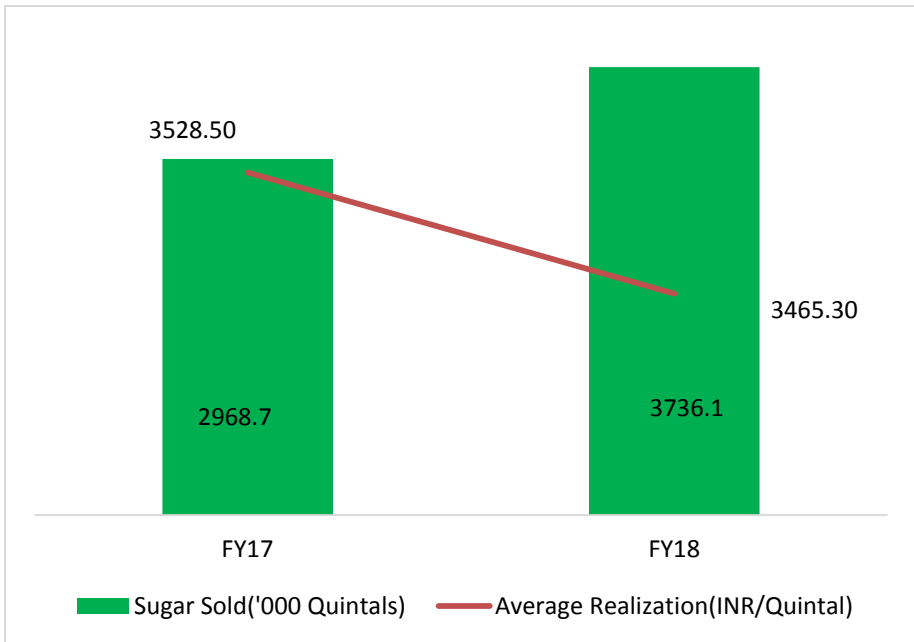


Operational
Trends

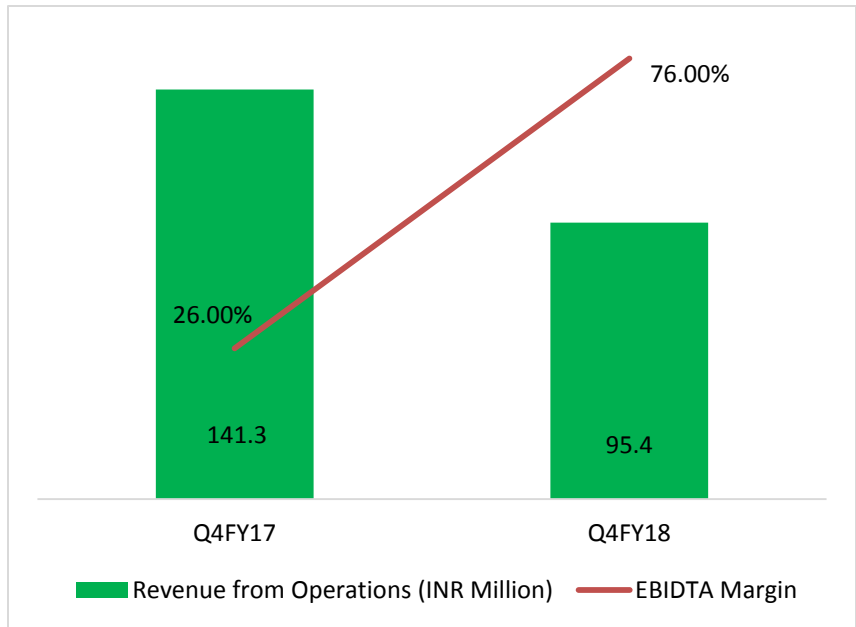
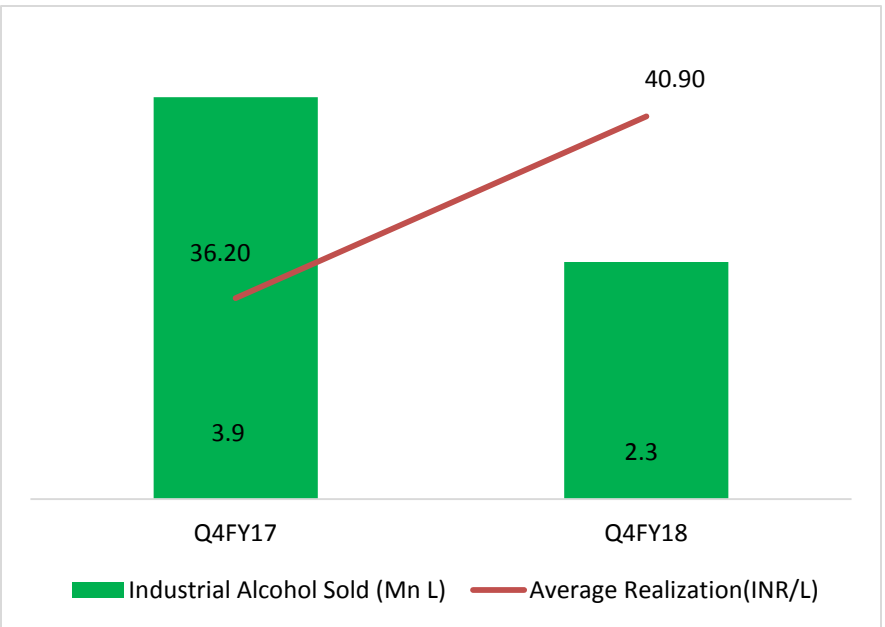
Sugar - Quarter Performance



Sugar - Annual Performance



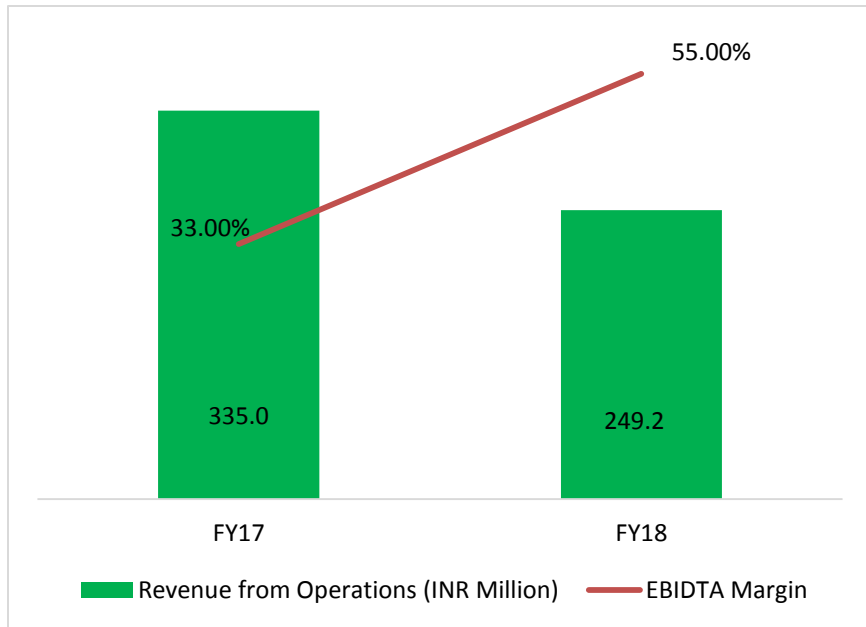
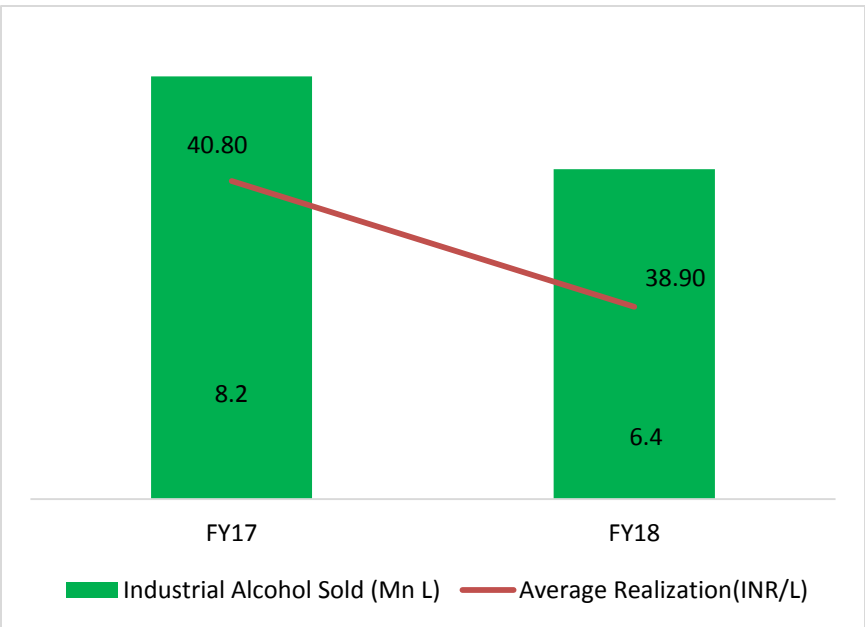
Distillery - Quarter Performance



Salient Points

- Products include rectified spirit and ethanol

Distillery - Annual Performance

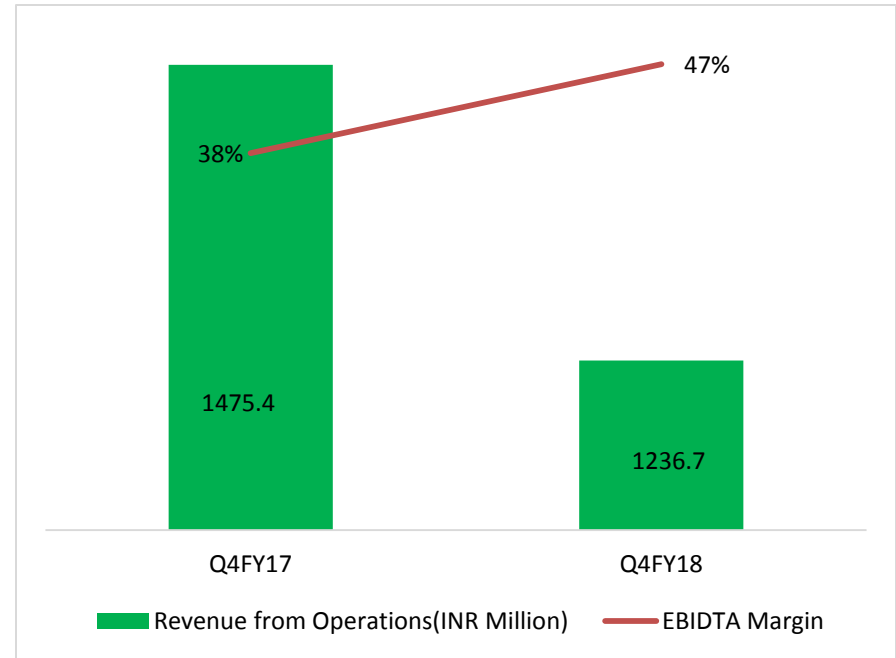
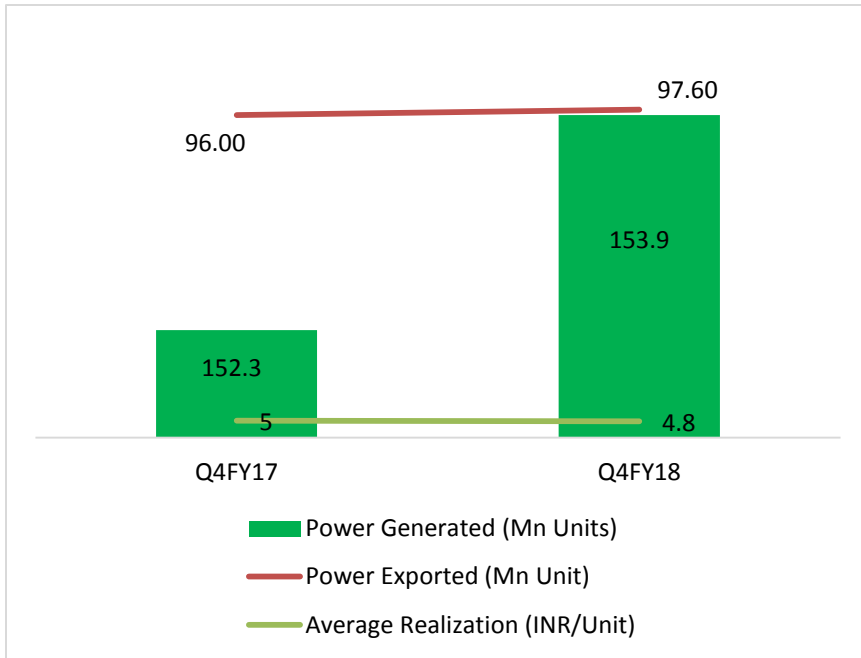


Salient Points

- Products include rectified spirit and ethanol



Cogeneration – Quarter Performance

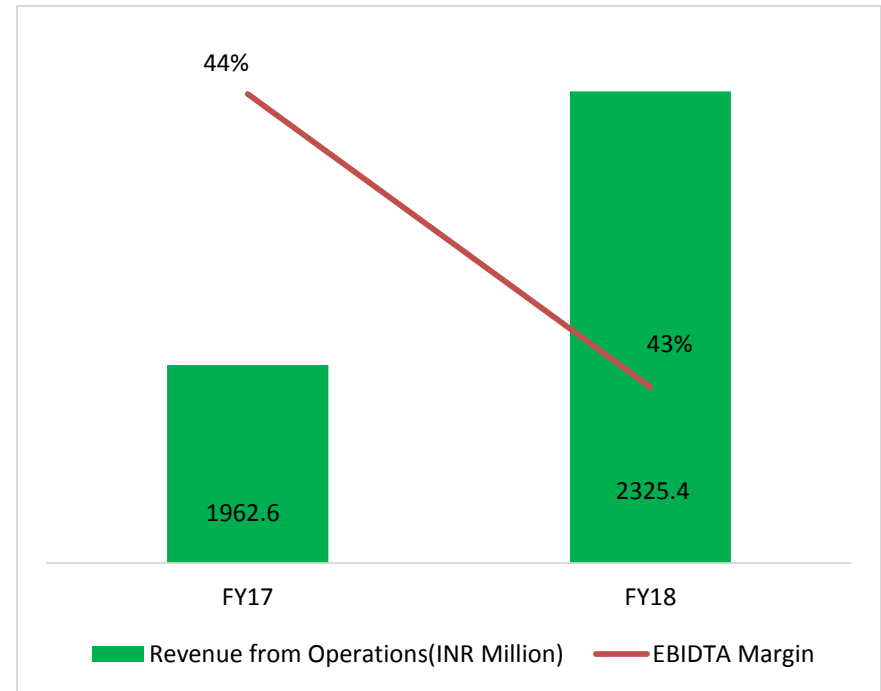
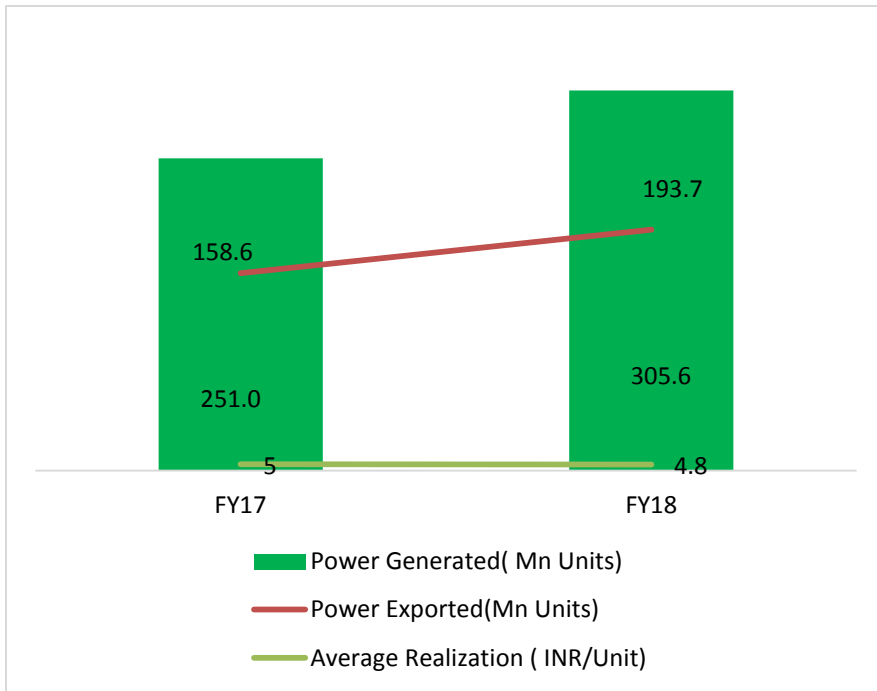


Salient Points

- 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



Cogeneration - Annual 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





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