

Godavari Biorefineries Ltd

Dated: November 19, 2024

The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Tower, Dalal Street Mumbai-400001

Script Code:544279

Script Symbol: GODAVARIB

Sub: INVESTOR PRESENTATION

Dear Sir / Madam,

Pursuant to regulation 30 of SEBI (Listing Obligation and Disclosure Requirement) Regulation, 2015, please find enclosed herewith Investor Presentation for the quarter/period ended September 30, 2024

This is for your information and records.

Thanking you,

Yours faithfully

For Godavari Biorefineries Limited

MANOJ JAIN Date: 2024.11.19 13:31:03 +05'30'

Manoj Jain Company Secretary & Compliance Officer

> Somation G R O U P

Regd. Office : Somaiya Bhavan, 45/47, Mahatma Gandhi Road, Fort, Mumbai - 400 001 INDIA. Tel : (91-22) 2204 8272 / 6170 2100 Fax : (91-22) 2204 7297 www.somaiya.com CIN : U67120MH1956PLC009707





Godavari Biorefineries Limited

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Investor Presentation | November, 2024



Safe Harbor



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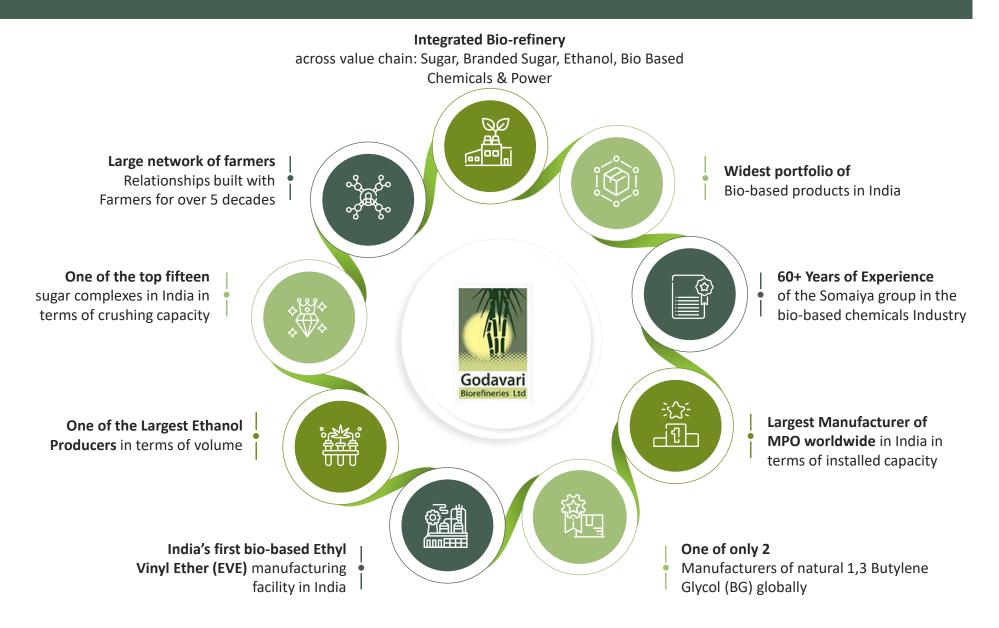


Company Overview



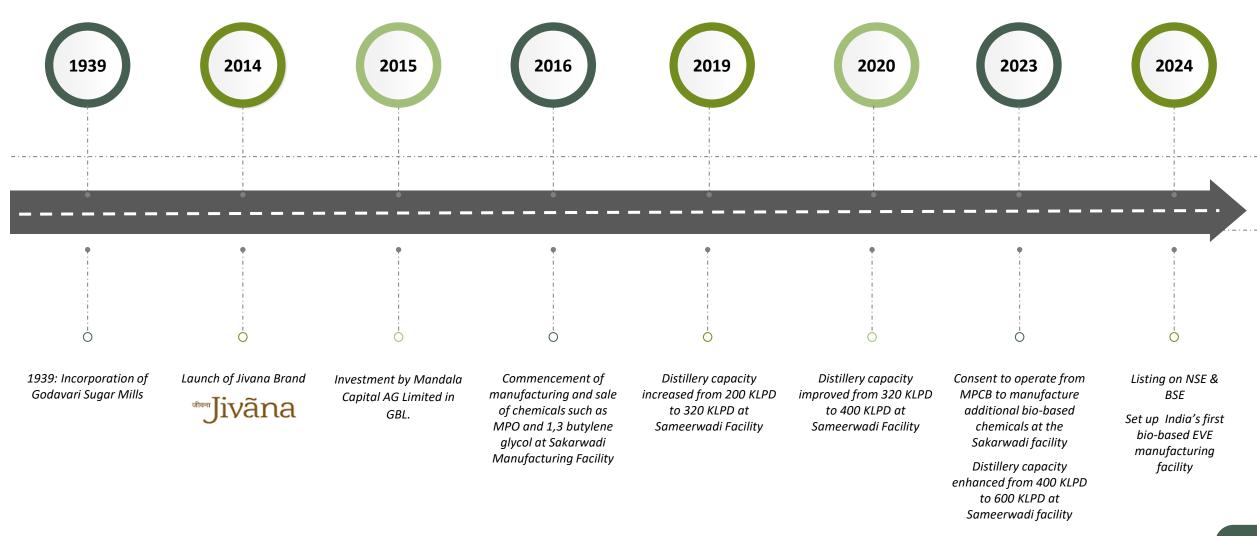
Business at a Glance





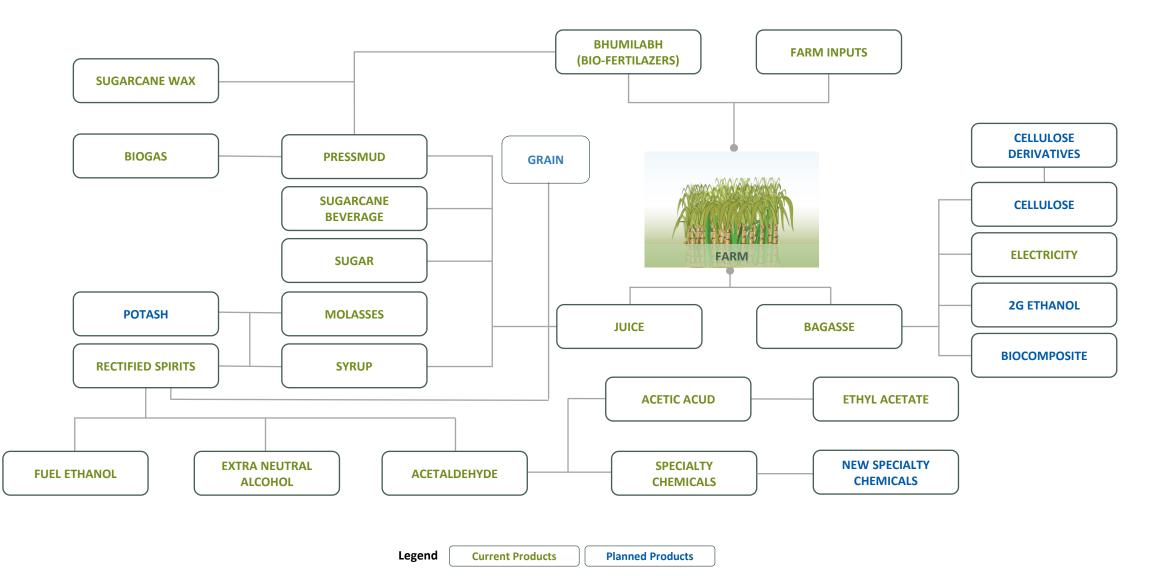
with over Eight decades of experience





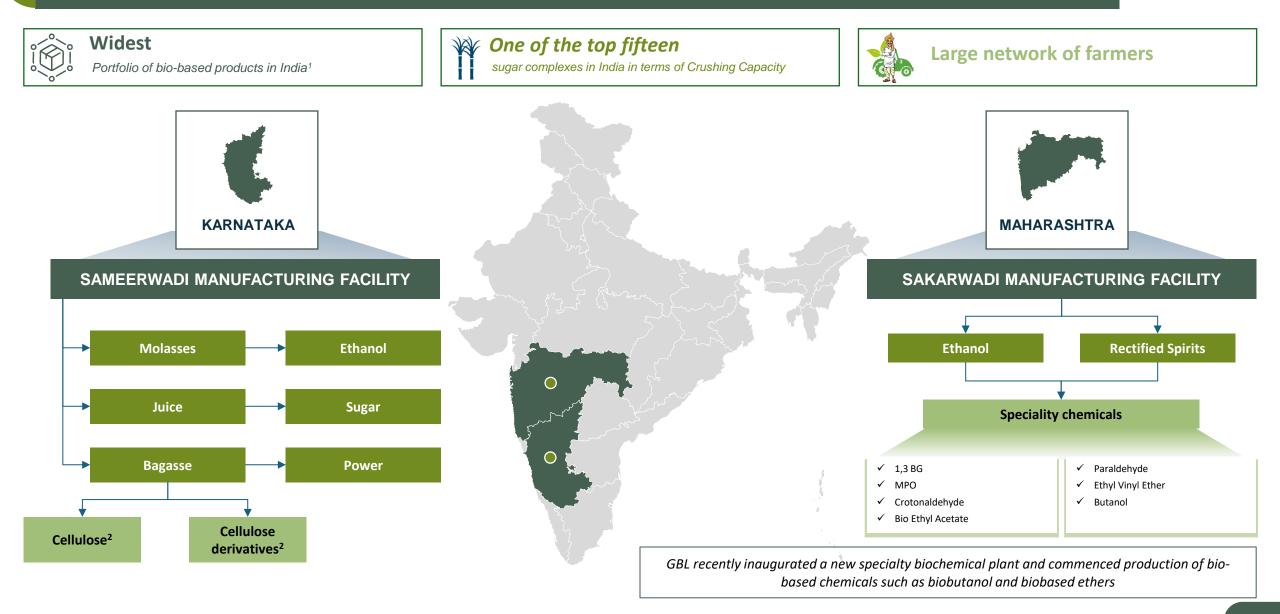
Integrated Bio-refinery across value chain: Sugar, Ethanol, Bio-Chemicals, Power & Others...





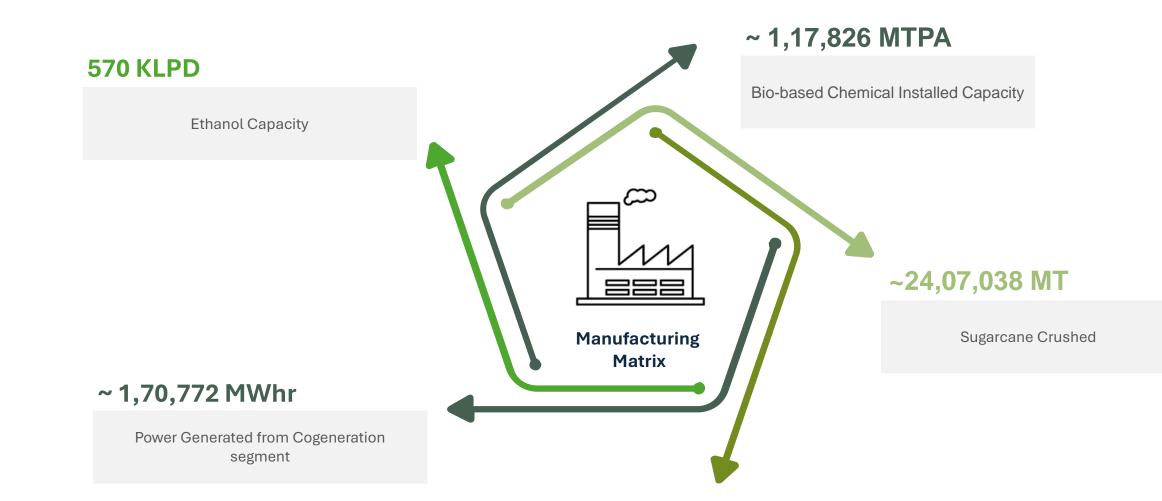
....with Focus on Improving Sugarcane Valorisation





...with capabilities to offer flexibility in Product Mix





Well-developed in-house Research and Development Capabilities (1/3)





Well-developed in-house Research and Development Capabilities (2/3)

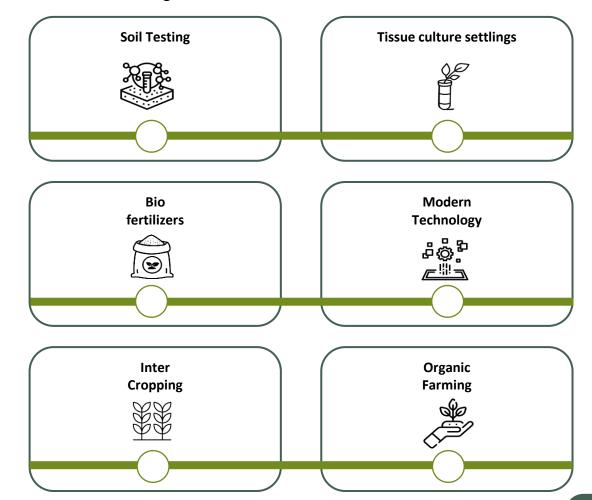


...supplemented through tie-ups/ MOUs

MOU with KIAAR



• GBL has entered into an MOU with KIAAR to carry out joint research activities in various fields including:

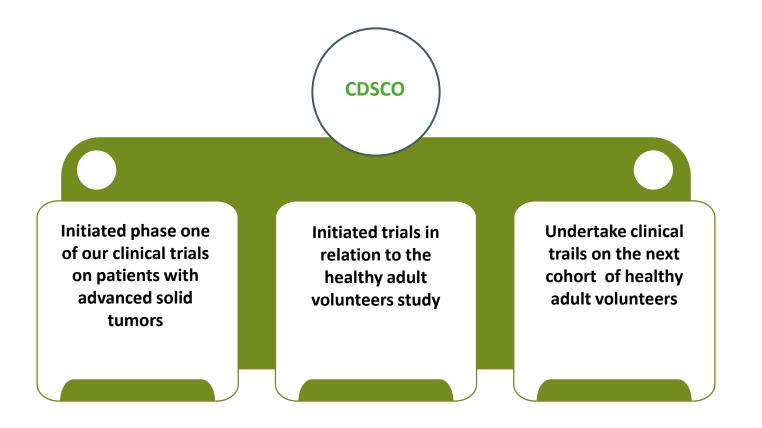


Well-developed in-house Research and Development Capabilities (3/3)

Broup Godavari

Cancer Molecule Research

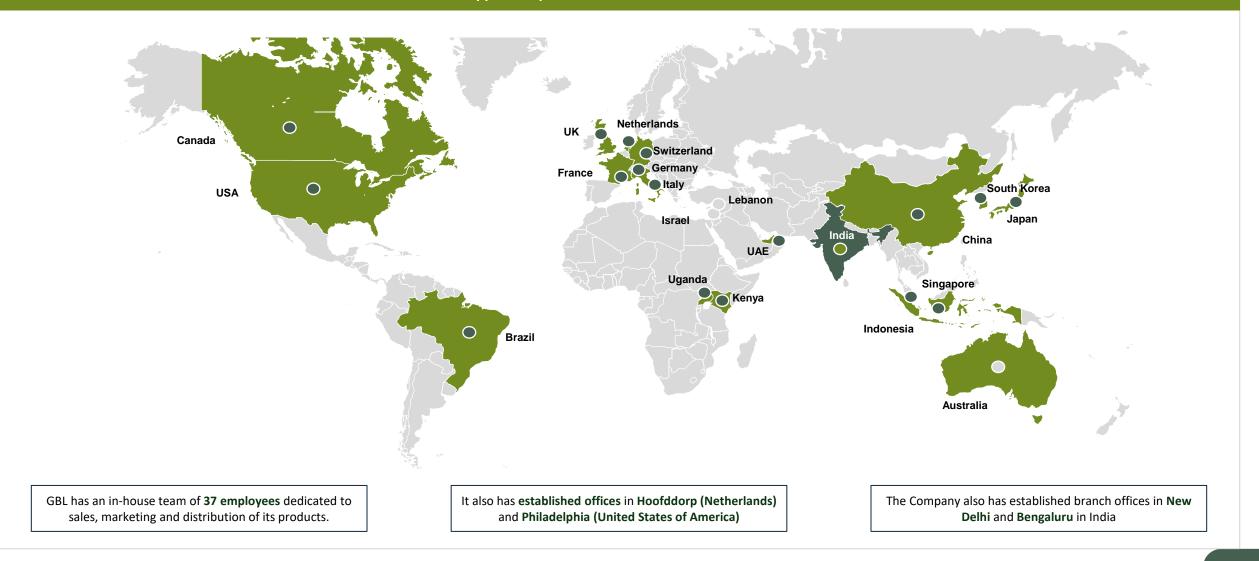
GBL has entered into an MOU with Dr. Sendurai Mani in connection with the research & development of small molecule inhibitors for cancer and obtained approval from the Central Drugs Standard Control Organisation in March 2021 to undertake clinical trials in relation to a proposed drug on patients with advanced solid tumours



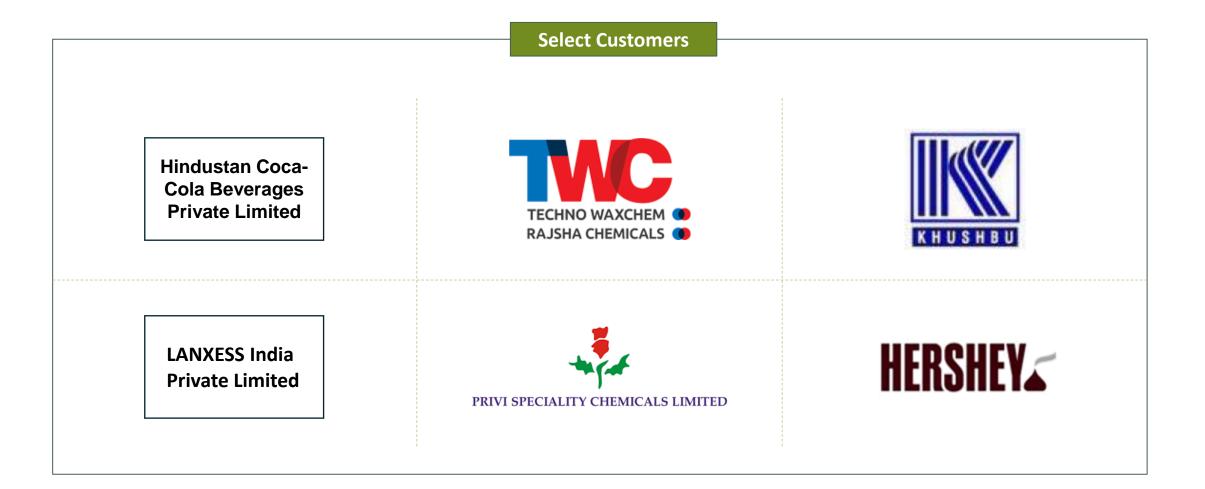
Oiversified Presence across Geographies



GBL supplies its products to customers over 20 countries



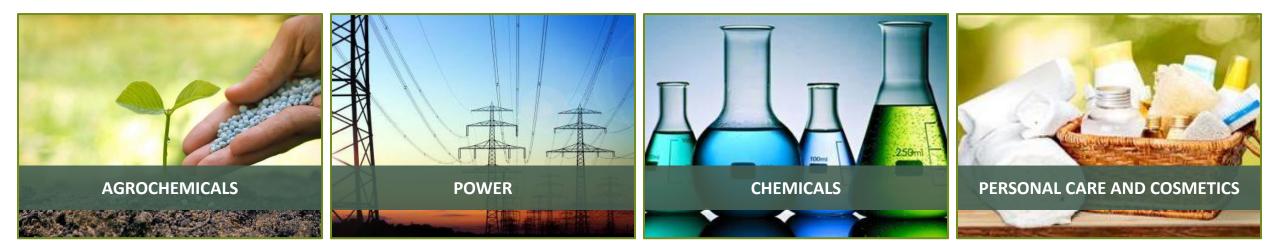




Diversified Industrial Applications







Strongly positioned to Future Growth



-0 Strengthen its relationships with Farmers 0 Use renewable energy resources by accessing its biomass pool O E L Use in-house knowledge and R&D expertise to expand its 0 presence in bio-based chemicals Ride the global industrial and environmental green energy

transition, decarbonisation and renewables impetus

Part of the Somaiya Group with Experienced Promoter & Board of Director



Promoter has played a significant role in the development and growth of the company...



Shri Samir Shantilal Somaiya (Chairman & Managing Director)

- Conferred with the 'Knight of the Order of the Star of Italy'
- Conferred with 'Lala Shriram National Award for Leadership in the Chemical Industry' by the Indian Institute of Chemical Engineers (2022), and various awards including the Annual Chapter Award for Scholastic by the American Institute of Chemical Engineer in 1988 and the Student Award Certificate by the American Institute of Chemists Foundation in 1990.
- Bachelors' degree in science from Cornell University, a masters' degree in chemical engineering and a masters' degree in business administration from Cornell University, and a masters' degree in public administration from Harvard University

• Ex Head of BASF South Asia and CMD of BASF India

Dean of faculty of management at Somaiya

... supported by a well experienced board



Dr. Sangeeta Arunkumar Srivastava (Executive Director)

- Over 30 years of experience in R&D
- Bachelors' degree in doctor of philosophy in science from University of Mumbai and a masters' degree of science in chemistry



Bhalachandra Raghavendra Bakshi (Executive Director)

- Over 13 years of experience with GBL
- Bachelors' degree in science in agriculture



Hemant Luthra (Independent Director)

Dr. Raman Ramachandran

(Non-Executive Director)

Vidyavihar University

Bachelors' degree of technology in Mechanical Engineering from IIT, Delhi

Ltd, Ex MD & CEO of PI Industries

Founder Chairman of Mahindra CIE, Mahindra Engineering Services, Mahindra Aerospace & Chairman of Mahindra Sanyo Steel

Prof. Lakshmi Kantam Mannepalli (Independent Director)

- She is an adjunct professor at Tezpur University and Dr. B. P. Godrej Distinguished Professor at ICT Mumbai. Previously, she was on the Board of Governors at IIT Hyderabad and Director at CSIR-IICT
 - Elected as a fellow of the Indian National Science Academy, National Academy of Sciences, India and Royal Society of Chemistry



Kumar L Desai (Independent Director)

- Bachelors' degree of law from University of Mumbai with 47+ years of experience as a practicing advocate
- Has been enrolled with the Bar Council of Maharashtra & Goa as an advocate since Sep 30, 1977



- (Independent Director)
- Masters of Management degree from Northwestern University & has 29+ years of experience in finance
- Associated with International Finance Corporation as the chief investment officer

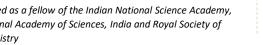


Suhas Uttam Godage

(Executive Director (Works – Sakarwadi))

- 26+ years of experience in chemicals industry and 15+ years of experience with GBL
- Bachelors' in science and post graduate diploma in industrial fermentation & alcohol technology







Sanjay Puri

(Independent Director)

- Post graduate Diploma in Management from Management Development Institute, Gurgaon
- Vice President (Profit Center Head Pasta) at Olam International, Nigeria. Prior to this, served as MD at L'Oreal Bangladesh

Key Awards, Accreditations and Recognitions









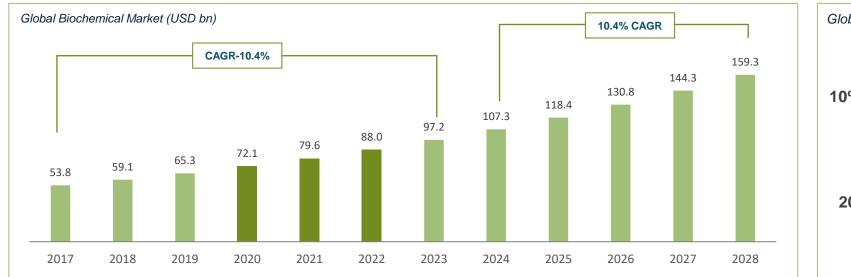
Industry Overview

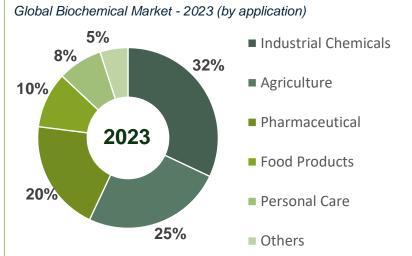


Industry Tailwinds | Bio-based Chemicals



Demand for bio-based chemicals has been growing rapidly owing to the increasing need for environmentally sustainable solutions





Key Growth Drivers



Industry Tailwinds | Indian Ethanol Market



GBL is among the first few companies

in India to utilize

sugar cane juice and

syrup for ethanol

production. It has a

unique facility to

create optionality

between sugar and

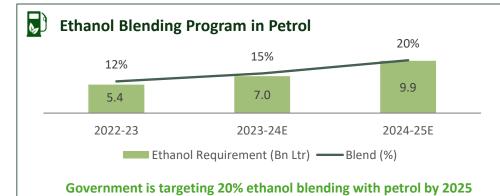
ethanol production



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Key Factors Driving Domestic Ethanol Market



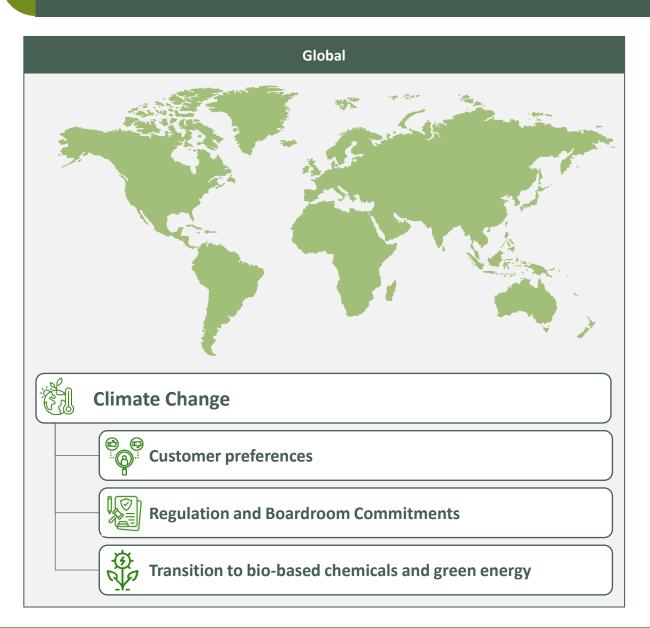
Steady sources of raw material in India

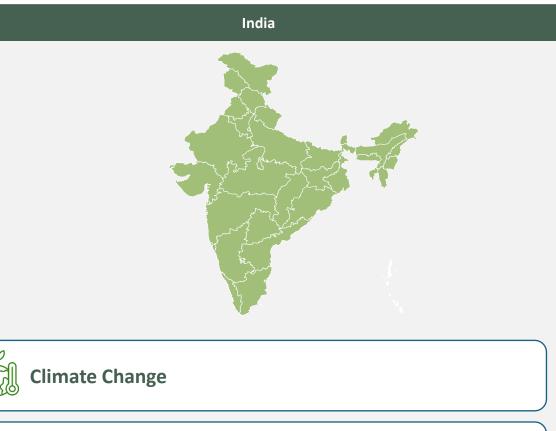
Ethanol Blended Compatible Vehicles in India

Increasing demand for disinfectants due to rising health consciousness

Key Growth Drivers











Farmer Income Security

Key Business Strategies



Reduce of borrowings and leverage

- Lower borrowings and improve the debt-toequity ratio
- Securing additional funding to release cash flow which will be invested in high ROI projects

Diversify product offerings and Improve operational efficiency

- Commenced
 manufacturing of EVE
- Category expansion and geographical expansion across India under the "Jivana" brand
- Maximise process yields

Increase share of business of existing customers and diversifying customer base

- Initiate new partnerships to develop bio-based chemicals for clients
- Cross sell new products to existing customers
- Leverage long-term relationships and goodwill with existing customers to strengthen customer base

Improve feedstock security and increase value derived from feedstock

- Intend to Install 2nd generation demonstration Ethanol plant
- Develop capabilities using multiple feedstock including grain
- Use bagasse to manufacture cellulose and its derivatives

Focus on sustainable practices and strengthening control over input

- Establish a potash production unit to improve soil quality and crop yields.
- Develop technology to carbon capture and produce chemicals & fuels from CO2
- Enhance control over the raw materials and power

Advancing the path to net zero...





Q2 & H1FY25 Quarterly Performance





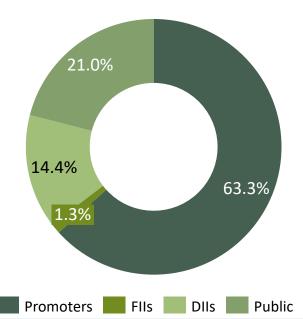
Godavari Biorefineries Limited (GBL) got Listed on 30th October 2024

October 2024

- Listed on NSE & BSE
- Final Issue Price : Rs. 352 per share
- Objects of the Issue: Proceeds of Rs. 325 Crs to be utilized for
 - Repayment or prepayment, in full or in part, of borrowings availed by the company from banks and financial institution
 - General Corporate Purpose

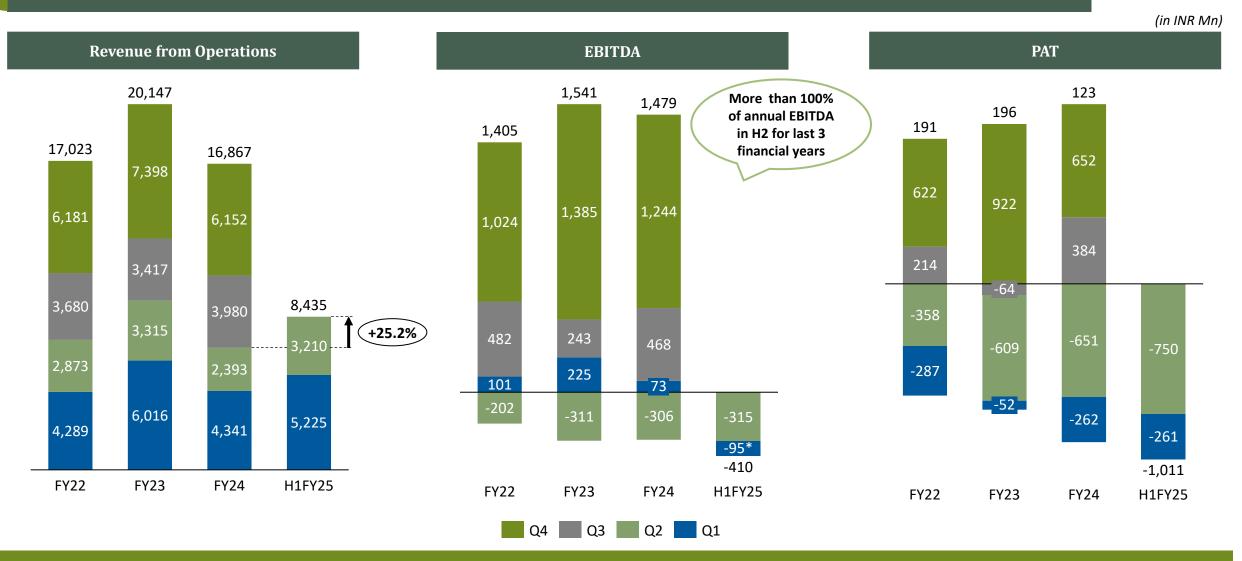






Quarterly Financial Build-up (Seasonal Nature of Business)





The harvesting period for sugarcane, spanning from November to March, leads to higher revenues in H2 compared to H1

^{*} The government-imposed suspension of the ethanol blending program from sugarcane juice has been noted as impacting EBITDA

H1FY25 Performance Highlights



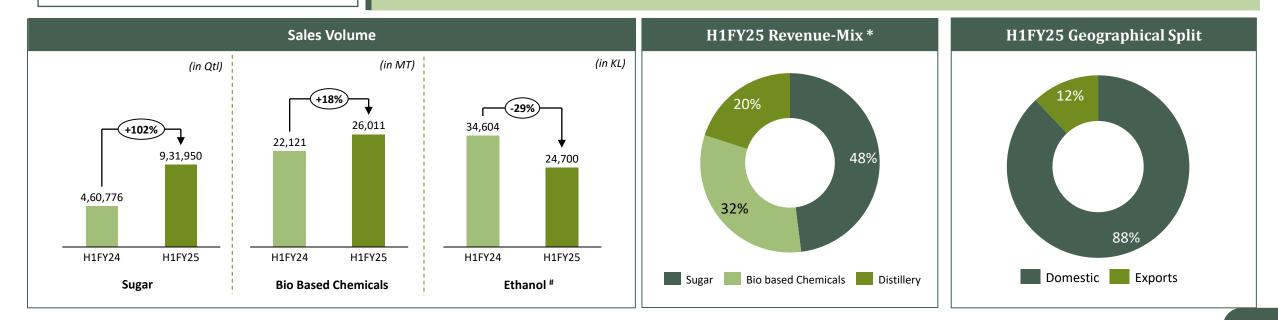
Revenue from Operations Rs. 8,434.8 Mn (+25% Y-o-Y)

> EBITDA Rs. (410.1) Mn

PAT Rs. (1,011.0) Mn

Key Highlights

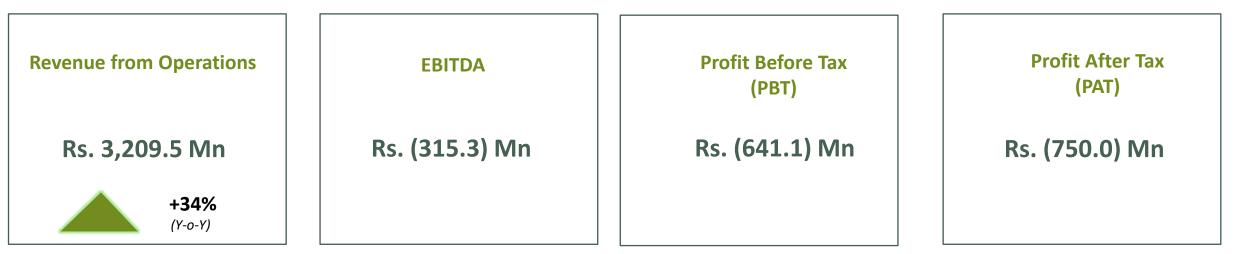
- The Indian government's halt on ethanol production from sugarcane juice in 2023-24 impacted ethanol production & sales. With good monsoons, the government lifted restrictions for the 2024-25 Ethanol supply year, starting November 1, 2024, and strong market traction is now expected
- There has been a significant increase in both demand and production of bio-based chemicals, driven by the growing demand for sustainable solutions as compared to H1 last year
- Expansions are planned in select bio-based chemical segments during Q4 of FY25 to meet the rising market demand
- The debt repayment of Rs. 2,400 million from the IPO proceeds resulting in lower principal and interest outflows, will enhance our free cash flows. This will be strategically utilized to expand our bio-based chemicals business, starting from Q4 FY25

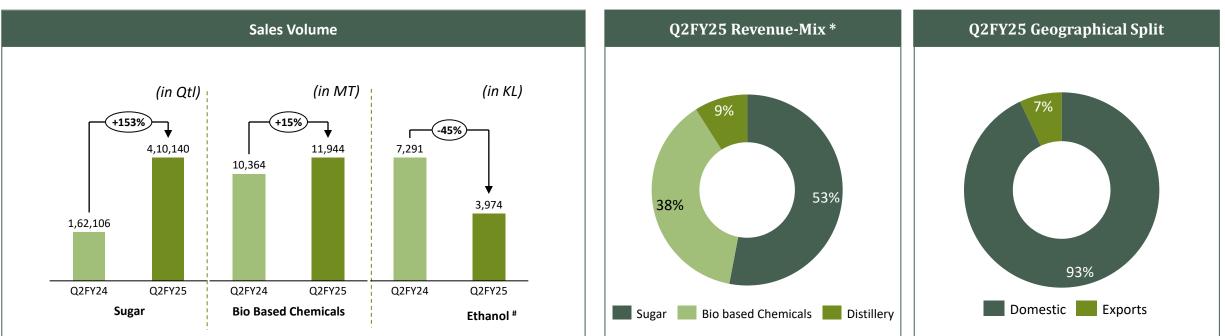


*Some of the business segments are of seasonal nature and accordingly impact the results in the respective quarters

Q2FY25 Performance Highlights







*Some of the business segments are of seasonal nature and accordingly impact the results in the respective quarters

Consolidated Profit & Loss Statement – Q2 &H1FY25



Particulars (in INR mn)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Ү-о-Ү
Revenue from Operations	3,209.5	2,393.1	34.1%	5,225.3	(38.6%)	8,434.8	6,734.5	25.2%
Other Income	11.0	9.5		27.5		38.5	18.2	
Total Revenue	3,220.5	2,402.6	34.0%	5,252.7	(38.7%)	8,473.3	6,752.7	25.5%
Cost of Materials Consumed	924.9	1,049.6		1,283.3		2,208.2	2,864.3	
Purchase of Finished Goods	48.8	40.4		51.9		100.6	86.5	
Changes in Inventories of Finished Goods and Work in Progress	1,715.7	768.3		3,179.1		4,894.8	2,280.6	
Gross Profit	531.1	544.3	(2.4%)	738.4	(28.1%)	1,269.7	1,521.3	(16.5%)
GP %	16.5%	22.7%		14.1%		15.0%	22.5%	
Employee Benefits Expense	296.6	286.2		304.0		600.6	552.7	
Other Expenses	549.8	564.2		529.4		1,079.2	1,201.1	
EBITDA	(315.3)	(306.1)	(3.0%)	(94.9)	(232.2%)	(410.1)	(232.5)	(76.4%)
EBITDA %	(9.8%)	(12.7%)		(1.8%)		(4.8%)	(3.4%)	
Depreciation and Amortisation Expense	123.0	150.0		125.7		248.7	299.7	
EBIT	(438.2)	(456.1)	3.9%	(220.6)	(98.6%)	(658.8)	(532.3)	(23.8%)
Finance Costs	202.9	195.5		195.7		398.6	380.7	
Exceptional Items	0.0	0.0		0.0		0.0	0.0	
РВТ	(641.1)	(651.5)	1.6%	(416.4)	(54.0%)	(1,057.5)	(913.0)	(15.8%)
Total Tax Expense	(108.9)	0.0		(155.3)		(46.4)	0.0	
Profit for the year	(750.0)	(651.5)	(15.1%)	(261.1)	(187.3%)	(1011.0)	(913.0)	(10.7%)
PAT %	(23.3%)	(27.1%)		(5.0%)		(11.9%)	(13.5%)	
EPS	(17.88)	(15.53)		(6.22)		(24.11)	(21.77)	

Summary Statement of Assets and Liabilities



Particulars (in INR mn)	Sep 24	Mar 24
ASSETS		
Non-current assets		
(i) Property, plant and equipment	8,306.1	8,486.1
(ii) Right to Use Asset	3.7	4.5
(iii)Capital Work in progress	327.7	163.6
(iv) Intangible Assets	6.7	7.0
(v) Intangible Assets under development	136.9	124.2
(vi) Investments accounted for equity method	0.0	0.2
(v) Financial Assets		
-Investments	0.2	0.2
-Trade Receivables	2.2	7.8
-Other Financial Assets	178.7	181.8
-Other Non-Current Assets	173.0	176.8
Total Non-current assets	9,135.1	9,151.8
Current assets		
(i) Inventories	2,528.5	8,052.1
(ii) Financial Assets		
-Trade receivables	948.7	1,898.0
-Cash and cash equivalents	100.4	111.1
-Bank balances other than above	200.3	214.6
-Other financial Assets	124.6	123.2
(iii) Other current assets	526.3	365.8
Total Current Assets	4,428.7	10,764.8
TOTAL ASSETS	13,563.8	19,916.6

Particulars (in INR mn)	Sep 24	Mar 24
EQUITY AND LIABILITIES		
EQUITY		
(i) Equity share capital	419.4	419.4
(ii) Other equity	3,577.1	4,587.4
Total Equity	3,996.6	5,006.8
LIABILITIES		
Non-current liabilities		
(i) Financial Liabilities		
-Borrowings	3,250.8	3,554.8
-Lease Liabilities	2.2	2.5
-Other financial liabilities	10.0	10.8
(ii) Provisions	28.9	23.0
(iii) Deferred tax Liabilities	169.6	216.5
(iv) Other Non-Current Liabilities	5.0	5.3
Total Non-Current Liabilities	3,466.6	3,812.9
Current liabilities		
(i) Financial liabilities		
-Borrowings	3,597.8	2,985.8
-Lease Liabilities	2.2	2.8
-Trade payables	1,371.1	6,302.1
-Other financial liabilities	436.6	388.8
(ii) Other Current Liabilities	638.9	1,375.6
(iii)Provisions	54.1	41.0
(iv) Current Tax Liabilities (Net)	0.0	0.8
Total Current Liabilities	6,100.7	11,096.9
TOTAL EQUITY AND LIABILITIES	13,563.8	19,916.6

*The impact of this liability has set-off against the deferred tax asset created due to loss in quarter ended September 30, 2024

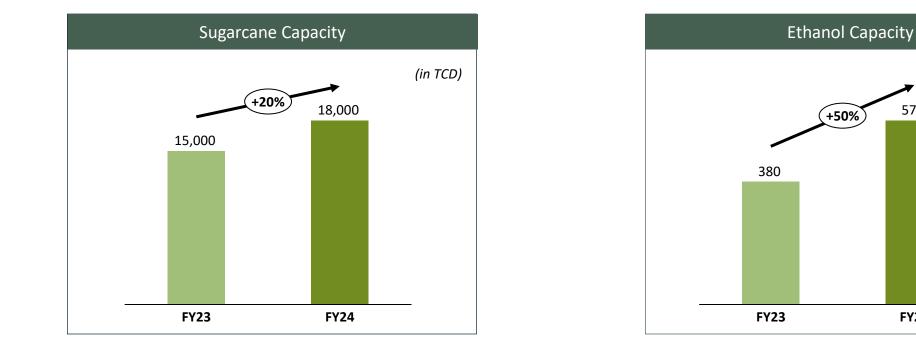
Summary statement of Cashflow



Particulars (in INR mn)	Sep 24	Sep 23
Cash Flow from Operating Activities		
Profit before Tax	(1,057.5)	(908.6)
Adjustment for Non-Operating Items	624.6	680.8
Operating Profit before Working Capital Changes	(432.8)	(227.8)
Changes in Working Capital	752.1	1,240.6
Cash Generated from Operations	319.2	1,012.7
Less: Income taxes (paid) refund received	6.5	0.0
Net Cash from Operating Activities	325.8	1,012.7
Cash Flow from Investing Activities	(231.0)	(277.4)
Cash Flow from Financing Activities	(105.5)	(801.4)
Net increase/ (decrease) in Cash & Cash equivalent	(10.7)	(66.1)
Cash and cash equivalents at the beginning of the year	111.1	212.7
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0
Cash and cash equivalents at the end of the year	100.4	146.6



(in KLPD)



Further Expansion up to 1000 KLPD Obtained environmental clearance for such expansion

570

FY24

In FY24 & H1FY25, enhanced capacity remained underutilized due to a pause in the biofuel blending program caused by poor monsoons & consequent government policy. With the government's new policy allowing use of sugarcane juice and B heavy molasses for producing ethanol in 2024-25, we anticipate strong growth ahead



Godavari Biorefineries Ltd

Historical Financial Performance



Consistent & Strong Financial Performance





*Some of the business segments are of seasonal nature and accordingly impact the results in the respective quarters

Summary Statement of Profit and Loss



Particulars (in INR mn)	FY24	FY23	FY22
Revenue from Operations	16,866.7	20,146.9	17,023.3
Other Income	144.0	83.9	76.5
Total Revenue	17,010.6	20,230.8	17,099.8
Cost of Materials Consumed	15,331.5	13,129.6	12,159.8
Purchase of Traded Goods	123.2	107.5	140.3
Changes in Inventories of Finished Goods and Work in Progress	(3,684.3)	603.1	(415.3)
Gross Profit	5,240.3	6,390.6	5,214.9
GP %	30.8%	31.6%	30.5%
Employee Benefits Expense	1,181.8	1,165.5	993.2
Other Expenses	2,579.1	3,678.9	2,816.3
EBITDA	1479.3	1546.2	1,405.4
EBITDA %	8.7%	7.6%	8.2%
Depreciation and Amortisation Expense	599.3	500.8	480.3
EBIT	880.1	1,045.4	925.1
Finance Costs	755.6	727.9	604.4
Exceptional Items	0.0	0.0	0.0
РВТ	124.5	317.5	320.7
Total Tax Expense	1.5	121.1	129.7
Profit for the year	123.0	196.4	191.0
PAT %	0.7%	1.0%	1.1%
EPS	2.93	4.68	4.55

Summary Statement of Assets and Liabilities



Particulars (in INR mn)	Mar 24	Mar 23	Mar 22
ASSETS			
Non-current assets			
(i) Property, plant and equipment	8,486.1	8,649.8	6,662.7
(ii) Right to Use Asset	4.5	4.8	5.7
(iii)Capital Work in progress	163.6	83.6	437.2
(iv) Intangible Assets	7.0	9.4	1.2
(v) Intangible Assets under development	124.2	86.8	66.3
(vi) Investments accounted using equity method	0.0	0.0	0.0
(v) Financial Assets			
-Trade Receivables	7.8	67.2	80.6
-Other Financial Assets	181.8	136.8	129.3
(vi) Other Non- Current Assets	176.8	153.9	158.1
Total Non-current assets	9,151.8	9,192.4	7,541.1
Current assets			
(i) Inventories	8,052.1	5,193.3	6,522.5
(ii) Financial Assets			
-Trade receivables	1,898.0	2,020.4	1,727.3
-Cash and cash equivalents	111.1	212.7	100.3
-Bank balances other than above	214.6	235.1	367.2
-Other financial Assets	123.2	28.0	30.4
(iii) Other current assets	365.8	553.3	1,046.7
Total Current Assets	10,764.8	8,242.9	9,794.3
TOTAL ASSETS	19,916.6	17,435.2	17,335.4

Particulars (in INR mn)	Mar 24	Mar 23	Mar 22
EQUITY AND LIABILITIES			
EQUITY			
(i) Equity share capital	419.4	419.4	419.4
(ii) Other equity	4,587.4	4,475.1	4,310.6
Total Equity	5,006.8	4,894.5	4,730.0
LIABILITIES			
Non-current liabilities			
(i) Financial Liabilities			
-Borrowings	3,554.8	4,601.9	3,277.1
-Lease Liabilities	2.5	5.0	4.7
-Other financial liabilities	10.8	1.8	1.5
(ii) Provisions	23.0	20.7	13.3
(iii) Deferred tax Liabilities	216.5	220.6	111.1
(iv) Other non-current liabilities	5.3	7.0	8.9
Total Non-Current Liabilities	3,812.9	4,857.0	3,416.6
Current liabilities			
(i) Financial liabilities			
-Borrowings	2,985.8	2,751.5	3,072.7
-Lease Liabilities	2.8	0.6	1.6
-Trade payables	6,302.1	3,998.7	5,742.5
-Other financial liabilities	388.8	423.4	287.4
(ii) Other Current Liabilities	1,375.6	455.3	41.3
(iii) Provisions	41.0	48.8	43.2
(iv) Current Tax Liabilities (Net)	0.8	5.6	0.0
Total Current Liabilities	11,096.9	7,683.8	9,188.7
TOTAL EQUITY AND LIABILITIES	19,916.6	17,435.2	17,335.4

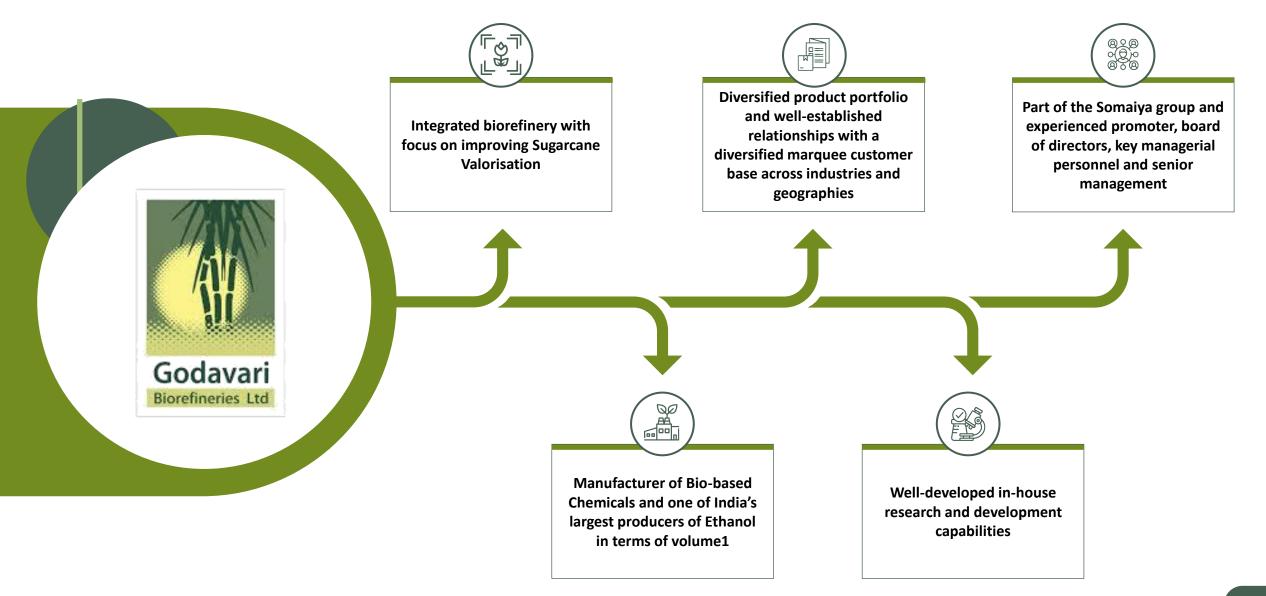
Summary statement of Cashflow



Particulars (in INR mn)	FY24	FY23	FY22
Cash Flow from Operating Activities			
Profit before Tax	124.5	317.5	320.7
Adjustment for Non-Operating Items	1,174.1	1,023.2	1,000.4
Operating Profit before Working Capital Changes	1,298.5	1,340.7	1,321.1
Changes in Working Capital	(574.7)	(645.5)	862.7
Cash Generated from Operations	1,873.2	1,986.2	458.4
Less: Income taxes(paid) refund received	(16.5)	(16.6)	(9.8)
Net Cash from Operating Activities	1,856.7	1,969.6	448.6
Cash Flow from Investing Activities	(444.9)	(2,141.4)	(476.7)
Cash Flow from Financing Activities	(1,513.4)	284.3	59.5
Net increase/ (decrease) in Cash & Cash equivalent	(101.6)	112.5	31.4
Cash and cash equivalents at the beginning of the year	212.7	100.3	68.9
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0
Cash and cash equivalents at the end of the year	111.1	212.7	100.3

Key Takeaways





Thank You



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