



DWARIKESH SUGAR INDUSTRIES LIMITED

Corp. off.; 511, Maker Chambers V, 221, Nariman Point, Mumbai – 400021. Tel.: 2283 2486, 2204 2945, Fax : 2204 7288
E Mail : dsilbom@dwarikesh.com Website : www.dwarikesh.com, CIN : L15421UP1993PLC018642

REF: DSIL/2022-23/496

January 31, 2023

Corporate Relationship Department
BSE Limited
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 (Q3) quarter and nine months ended December 31, 2022.

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 Presentation

Company Performance
Q3 & 9M FY23 Results

Date
30-January-2023





This presentation and the accompanying slides (the “Presentation”), which have been prepared by Dwarikesh Sugar Industries Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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 overruns 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.

Safe Harbor Statement





Details

Time and Date 3:00 PM IST, Friday, February 03, 2023

Conference Dial-In +91 22 6280 1116/+91 22 7115 8017

International Toll Free

UK 08081011573

USA 18667462133

Hong Kong 800964448

Singapore 8001012045

Diamond Pass:

[https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=7077523
&linkSecurityString=2321e94258](https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=7077523&linkSecurityString=2321e94258)

Earnings Call



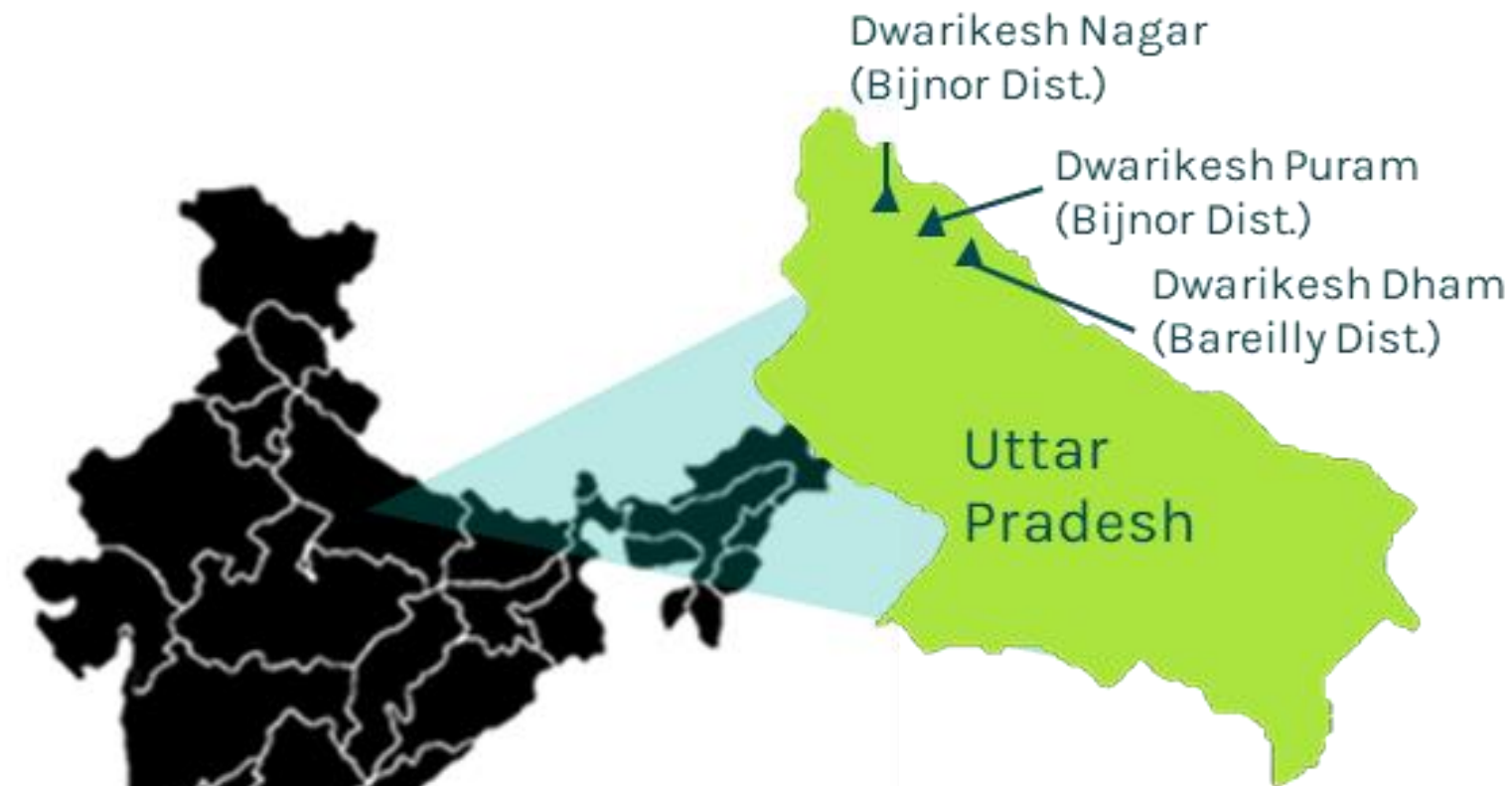


Business Overview

A Brief Run Through

At a Glance

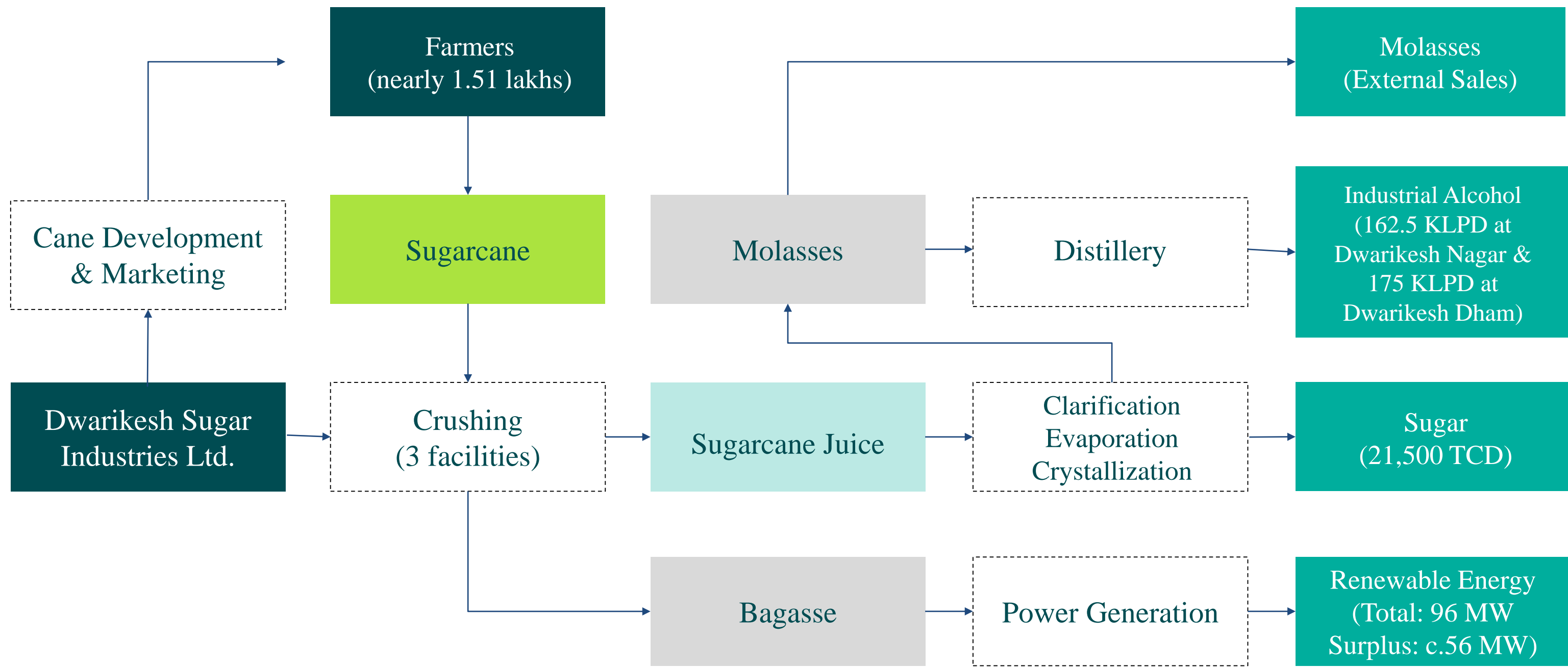
- Three plants located in Uttar Pradesh, one of India’s largest sugar producing states
 - Two plants located in Bijnor district– a district with focused concentration on cane production on highly fertile & well-irrigated land
 - One plant in Bareilly district – the low-lying Ganges plains district with 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
- The 175 KLPD distillery project embarked upon at Dwarikesh Dham commenced commercial production on 7th July, 2022



Capacity	Dwarikesh Nagar	Dwarikesh Puram	Dwarikesh Dham	Aggregate
Sugar (TCD)	6,500	7,500	7,500	21,500
Cogeneration (MW)	22	33	41	96 (Surplus: c. 56)
Distillery (LPD)	1,62,500	-	1,75,000	3,37,500

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

Operations Overview



Entity	Input	Process	Intermediate	By-product	Output
--------	-------	---------	--------------	------------	--------

Mr. G R Morarka

- Founder and Promoter
- Executive Chairman
- Commerce graduate & ICWA Inter
- Received 'Indira Gandhi Priyadarshini Award for Management', 'Bhamashah Award', 'Indira Gandhi Sadbhavana Award' & 'Swami Krishnanand Saraswati Purashkar' for exemplary achievements in various fields



Mr. Vijay S Banka

- Managing Director
- Chartered Accountant
- Associated with the company since 2007
- Over three decades of experience in Finance and Strategy



Mr. B J Maheshwari

- Managing Director & Company Secretary cum Chief Compliance Officer
- Associated with the company since 1994
- Over three decades of experience in Legal, Taxation, Secretarial & Administrative matters



Priyanka Morarka

PRESIDENT CORPORATE AFFAIRS

R K Gupta

SR. EXEC. VICE PRESIDENT (WORKS)-DD UNIT

N. K. Khetan

SR. EXEC. VICE PRESIDENT (WORKS)-DN & DP UNITS

Salil Arya

VP & GROUP COMPLIANCE OFFICER

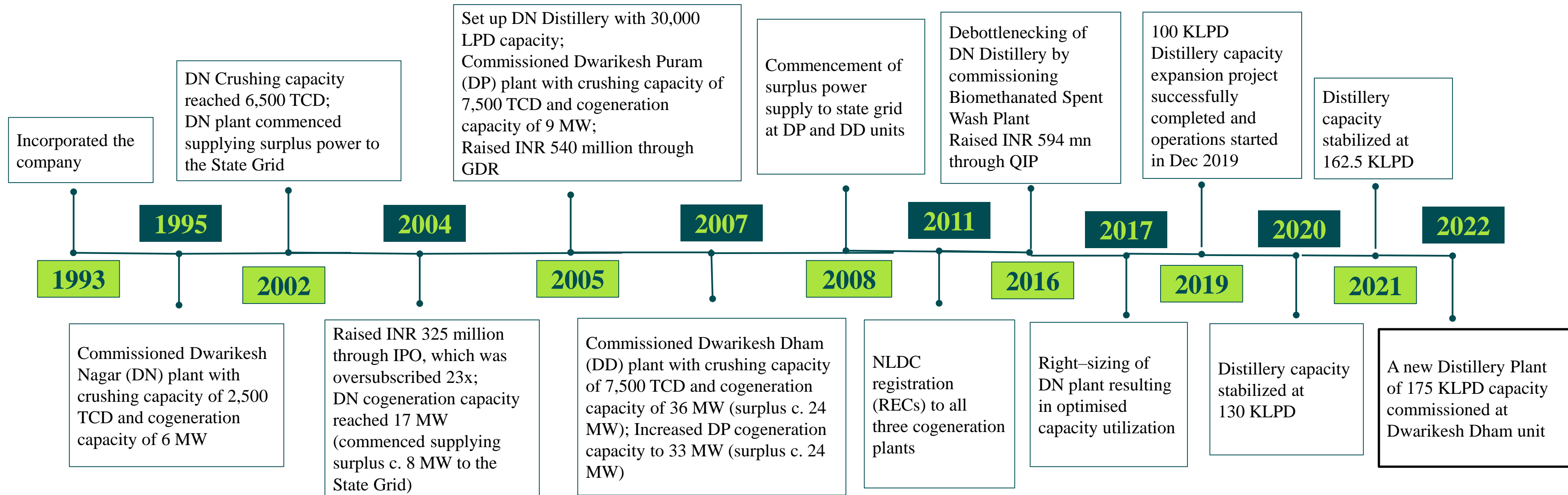
Sunil Kumar Goel

CHIEF FINANCIAL OFFICER

Management

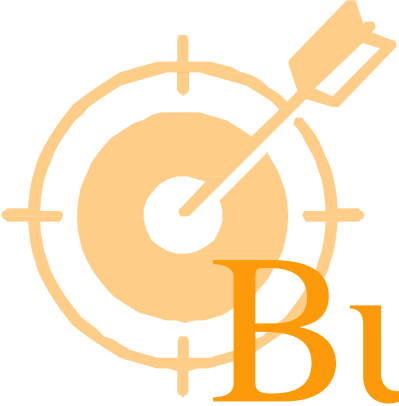


Key Milestones



	1995	2002	2004	2005	2007	2019	2020	2021	2022
Sugar (TCD)	2500	6500	6500	14000	21500	21500	21500	21500	21500
Power (MW)	6	6	17	26	86	91	91	91	96
Distillery (LPD)	Nil	Nil	Nil	30000	30000	100000	130000	162500	337500

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 metrics while continuing with our best practices.

Operating Efficiency

THROUGH CONTINUOUS IMPROVEMENT IN OPERATING PARAMETERS, FOCUS ON RESEARCH & DEVELOPMENT AND CONTINUOUS FARMER ENGAGEMENT

Deleveraging

REDUCE LEVERAGE THROUGH A COMBINATION OF PRUDENT FINANCIAL MANAGEMENT AND PREPAYMENT/REPAYMENT OF DEBT



Cost Control

FOCUS ON COST CONTROL THROUGH PLANT EFFICIENCIES & LOGISTICS MANAGEMENT

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



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 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 more than 1.51 lakh farmer families
- Purchased sugarcane of INR 12,759.4 million in FY22 (INR 12,753.0 million in FY21) 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 Goshti’ and ‘Nukkad Natak’



Financial Performance

Q3 & 9M FY23

Performance Highlights

In INR million	Q3FY23	Q3FY22	9MFY23	9MFY22	FY22
Total Income	3,917.3	6,023.7	15,825.7	15,060.8	19,820.1
EBIDTA	343.9	560.3	1,402.5	1,910.0	2,939.6
PAT	105.2	288.8	580.6	956.0	1,552.2
In INR	Q3FY23	Q3FY22	9MFY23	9MFY22	FY22
EPS	0.56	1.53	3.08	5.08	8.24

Finance cost & depreciation have been suitably adjusted to exclude amounts pertaining to pre-operative & trial period. Accordingly, EBIDTA & EBDT have been computed .



Management Comments

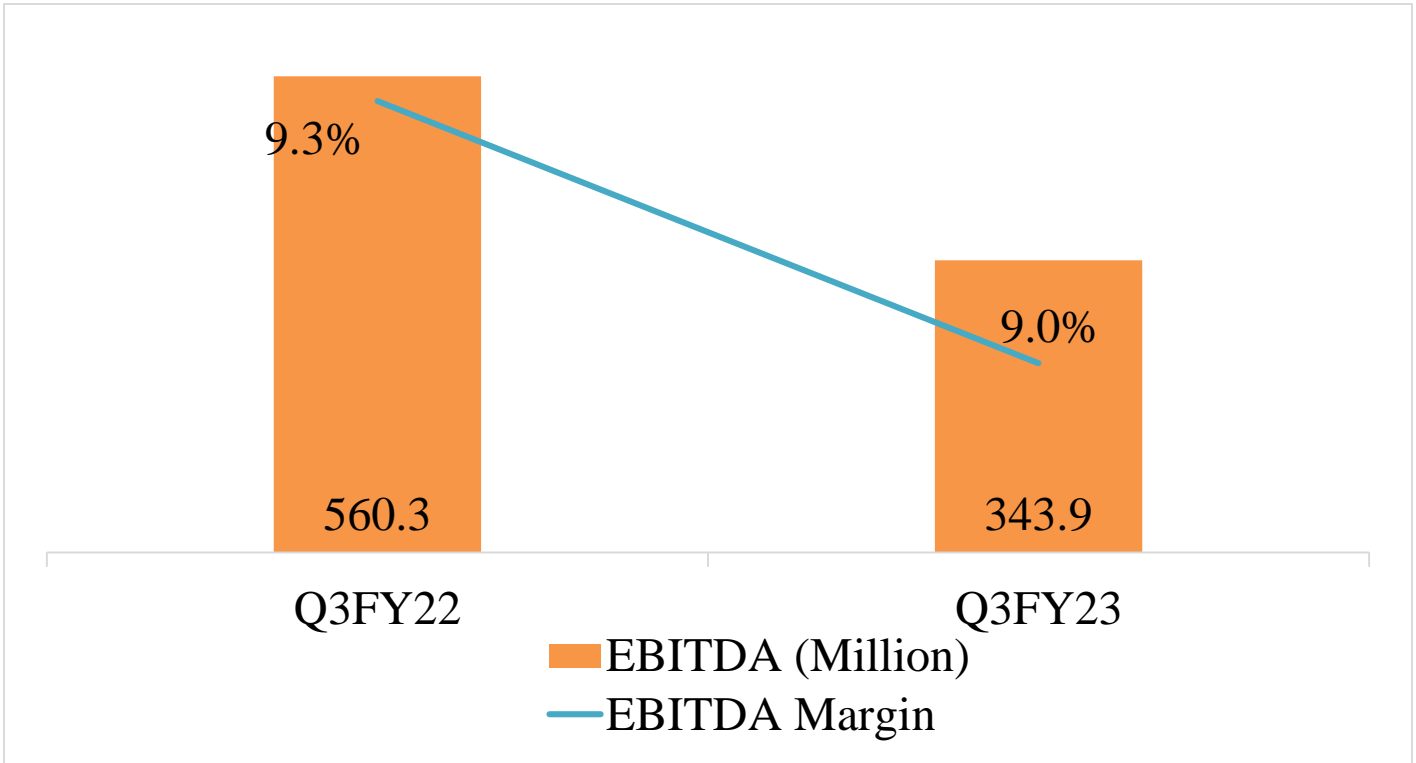
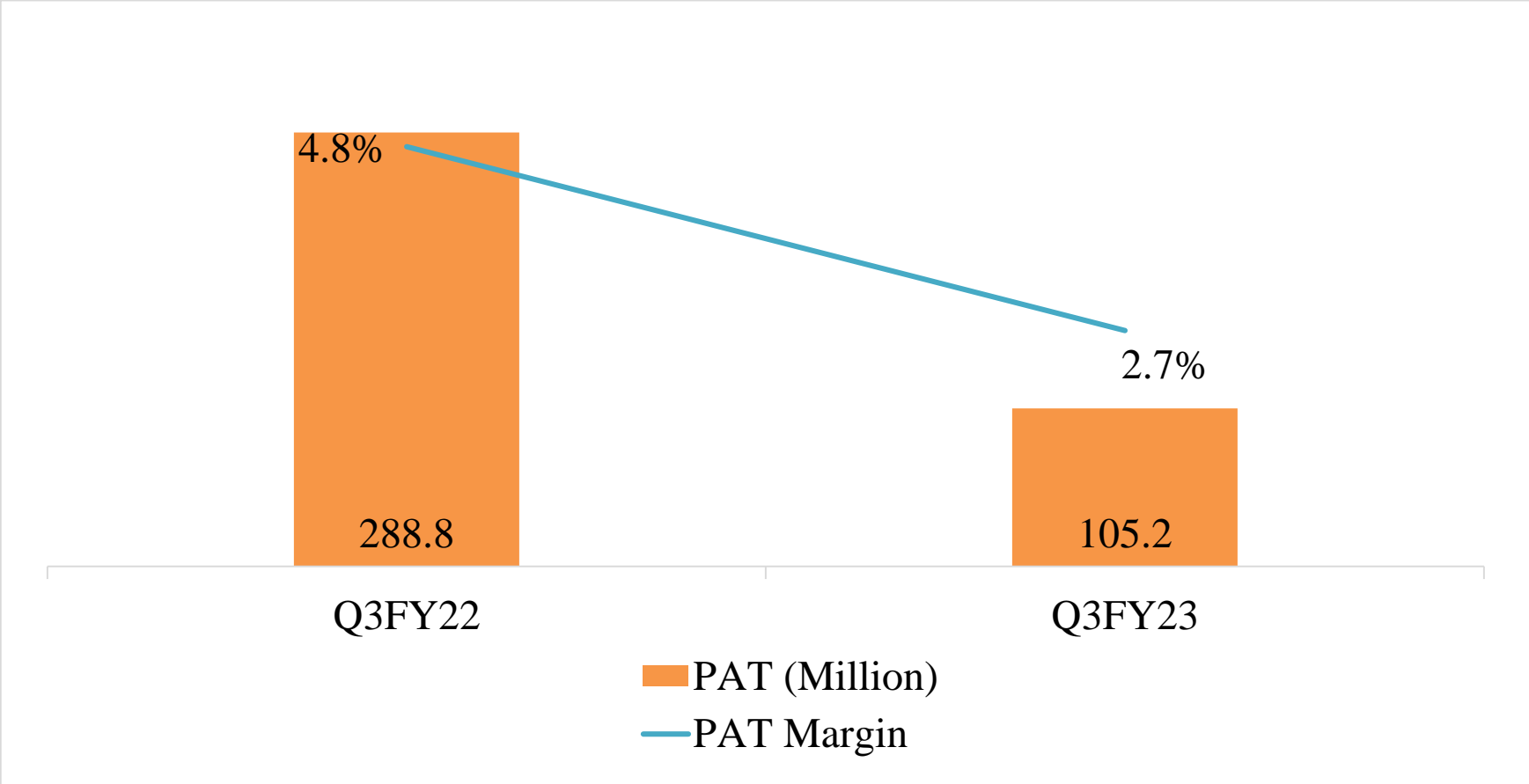
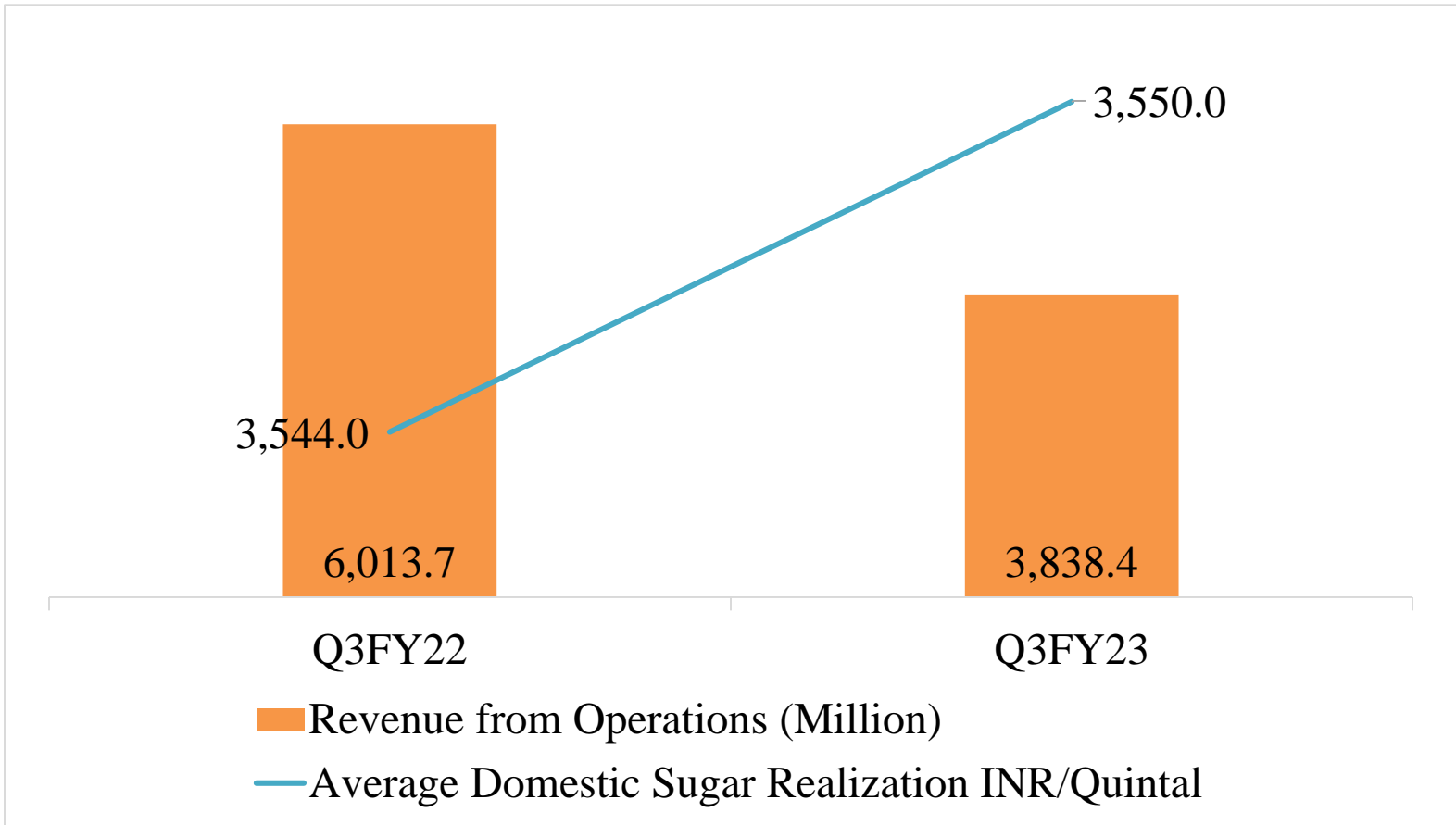
- The decline in profit over corresponding quarter last year is attributable to lower brought forward sugar stock resulting in lower volumes of sugar sold and also on account of sugar prices not rising in consonance with the higher cost of production (caused by higher cane price & lower recovery)
- During Q3 FY21-22, 11.67 lakh quintals and during nine months FY21-22, 33.38 lakh quintals of low-cost sugar was sold. The same was produced from sugarcane procured at SAP of SS 2020-21. Whereas, during Q3 FY22-23 and nine months FY 22-23, entire quantity of sugar sold was produced from sugarcane procured at SAP of SS 2021-22 which was higher by INR 25 per quintal. Increase in domestic realization of sugar wasn't commensurate with the higher cost
- During Q3 FY22-23, cost of sugar sold was also higher on account of lower recovery of 0.19% (clocked from start of SS 2022-23 to 31st December, 2022), vis-à-vis recovery clocked during corresponding period last FY (from start of SS 2021-22 to 31st December, 2021). Efforts have been intensified for recalibration of the varietal balance in the command area of all our sugar mills
- Retrospective revision of wages payable to wage board employees, pursuant to relevant order of the Government of Uttar Pradesh resulted in prior period payment of INR 8.95 crores and consequent increase in employee costs and its corresponding impact on the profitability



Management Comments (contd.)

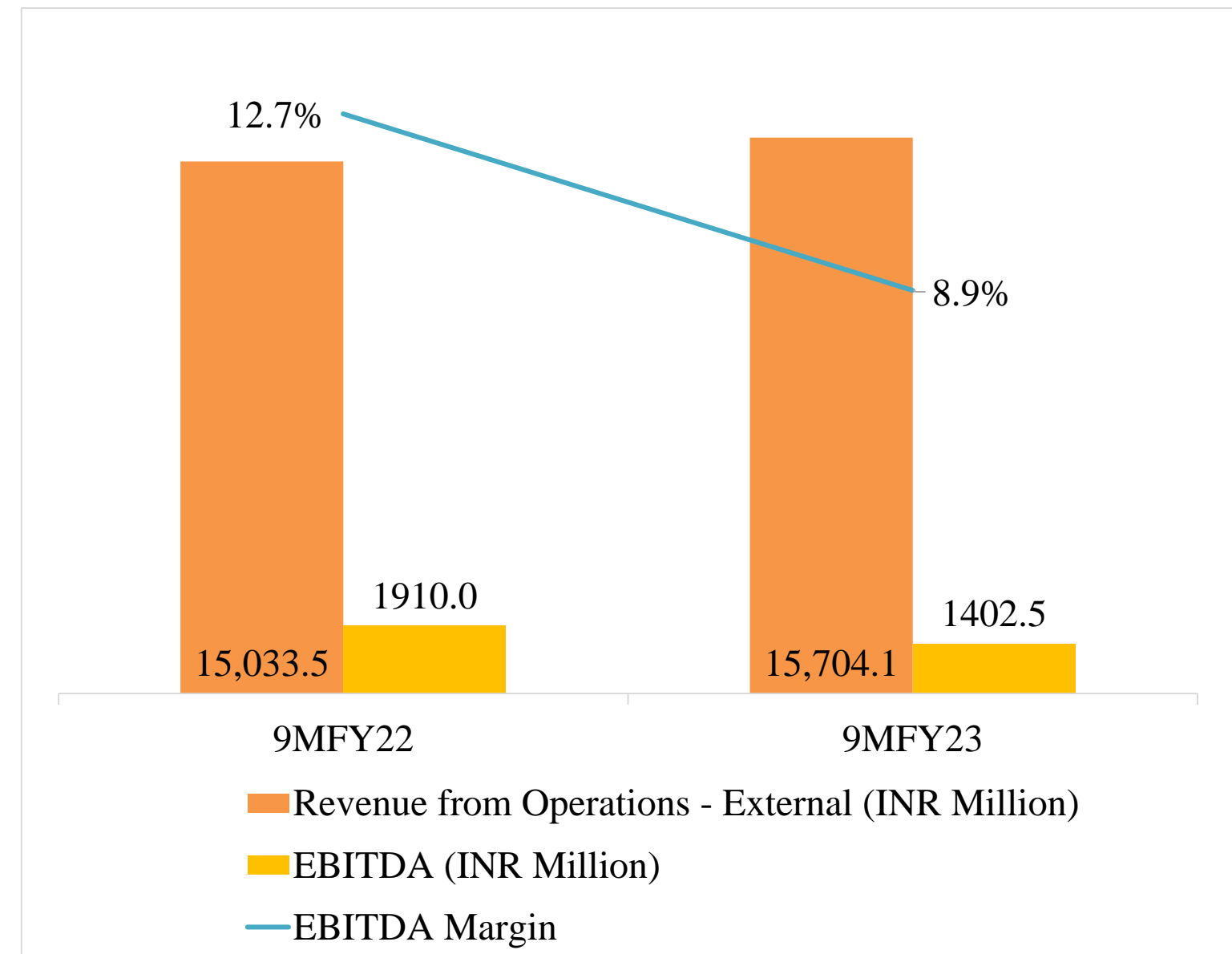
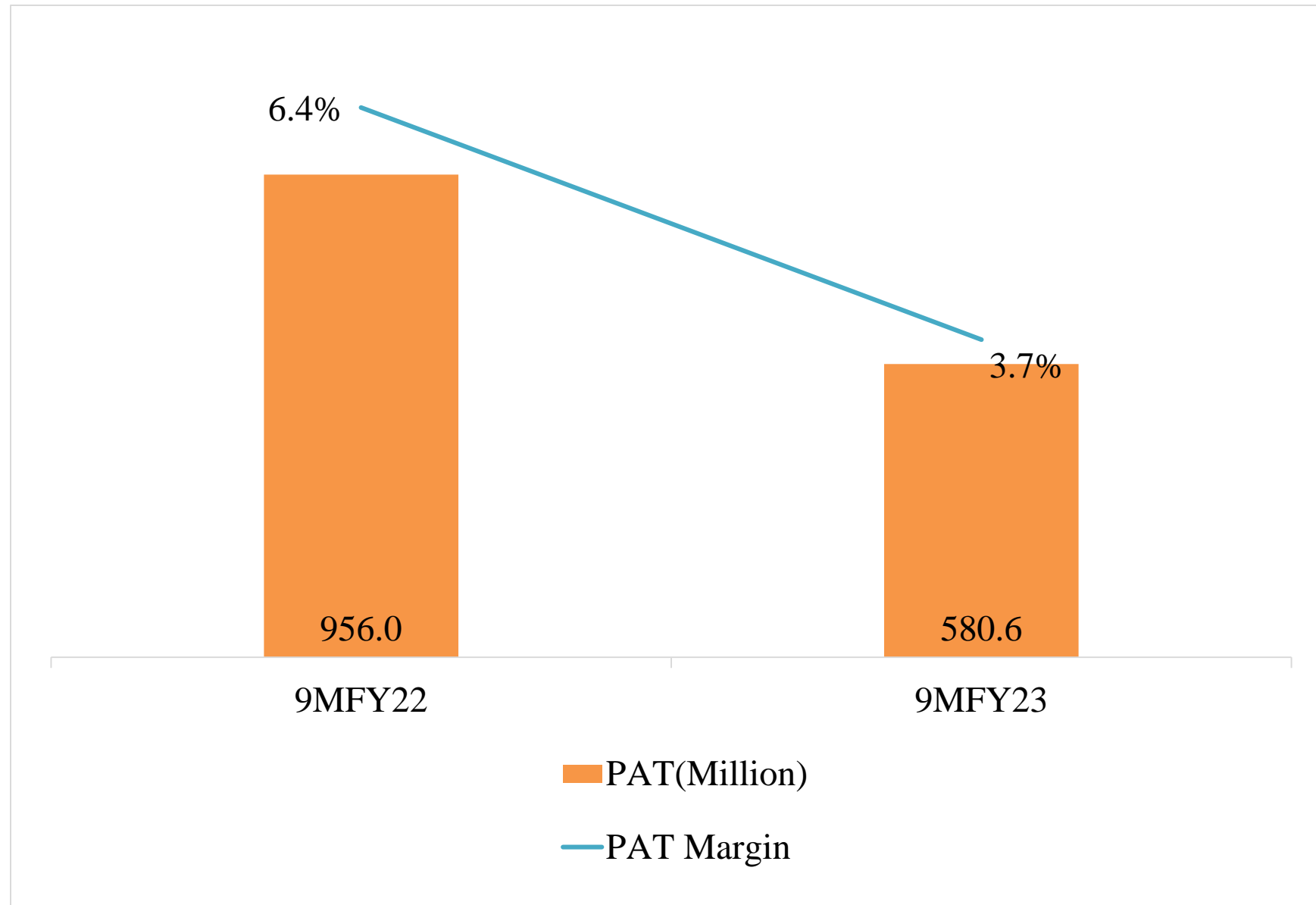
- With the start of sugar season 2022-23, operations at both the distilleries, for the first time, commenced with sugarcane juice / syrup as feedstock. There were teething problems which resulted in lower than optimum productivity during the initial phase. Yields were also lower than normal as ethanol production (using B heavy molasses as the feedstock) initially commenced in July 2022, at the new distillery in DD unit. However, the working of both the plants has since stabilized and optimum productivity parameters are being achieved
- During sugar season, sugarcane juice / syrup is being used as feedstock for producing ethanol at both the distilleries. During off-season, B heavy molasses will be used as feedstock for producing ethanol at both the distilleries. This will result in moderation of sugar production and broad-basing of revenue stream

Quarterly Trends



*PAT Margin is PAT / Revenue from operations
 EBITDA Margin is EBITDA / Revenue from operations
 Previous periods' figures have been regrouped and reclassified wherever necessary for the purpose of clarification*

9M FY23 Trends



*PAT Margin is PAT / Revenue from operations
 EBITDA Margin is EBITDA / Revenue from operations
 Previous periods' figures have been regrouped and reclassified wherever necessary for the purpose of clarification*

Summary Financials

	Q3 FY23	Q3 FY22	9M FY 23	9M FY 22	FY 22
INCOME					
Revenue from operations	3838.4	6013.7	15704.1	15033.5	19787.1
Other income	78.9	10.0	121.6	27.3	33.0
Total Revenue	3917.3	6023.7	15825.7	15060.8	19820.1
EXPENDITURE					
Cost of material consumed	4635.0	4595.6	7651.9	7235.3	13718.1
Purchase of stock in trade	-	-	66.5	39.6	53.3
Changes in inventories of finished goods, WIP and stock-in-trade	-1775.2	188.5	4759.2	4238.0	1027.7
Employees benefit expense	310.2	306.9	886.7	717.2	963.0
Finance cost	60.0	38.9	199.2	262.0	316.6
Depreciation and amortization expense	133.7	110.3	374.3	318.6	436.3
Other expense	403.4	372.4	1075.0	920.8	1118.4
Preoperative & trial period capitalized	-	-	-16.3	-	-
Total expenses	3767.1	5612.6	14996.5	13731.5	17633.4
Profit / (loss) before taxes	150.2	411.1	829.2	1329.3	2186.7
Tax expense	45.0	122.3	248.6	373.3	634.5
Profit for the period	105.2	288.8	580.6	956.0	1552.2

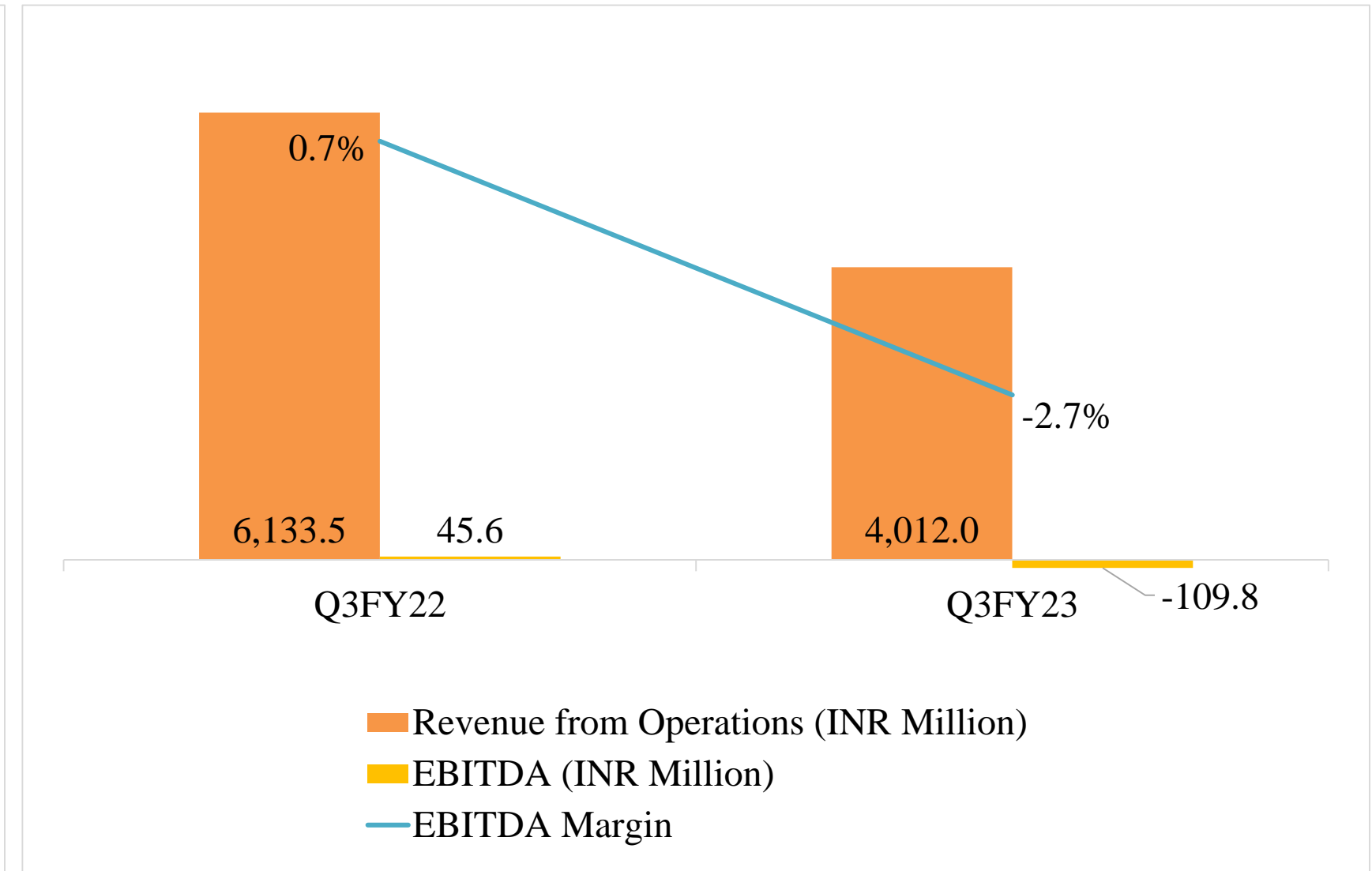
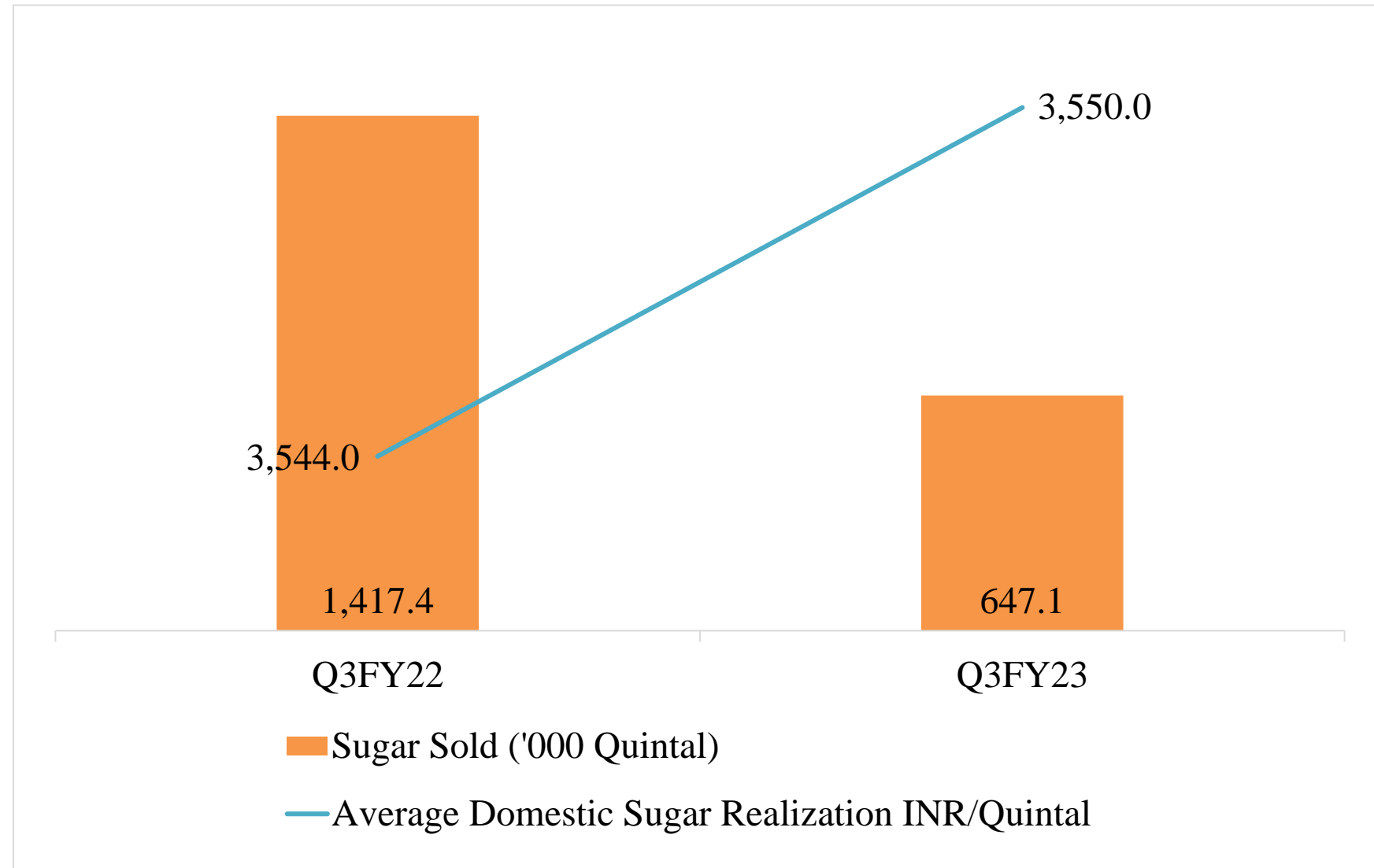
Figures in INR million



Operational Trends

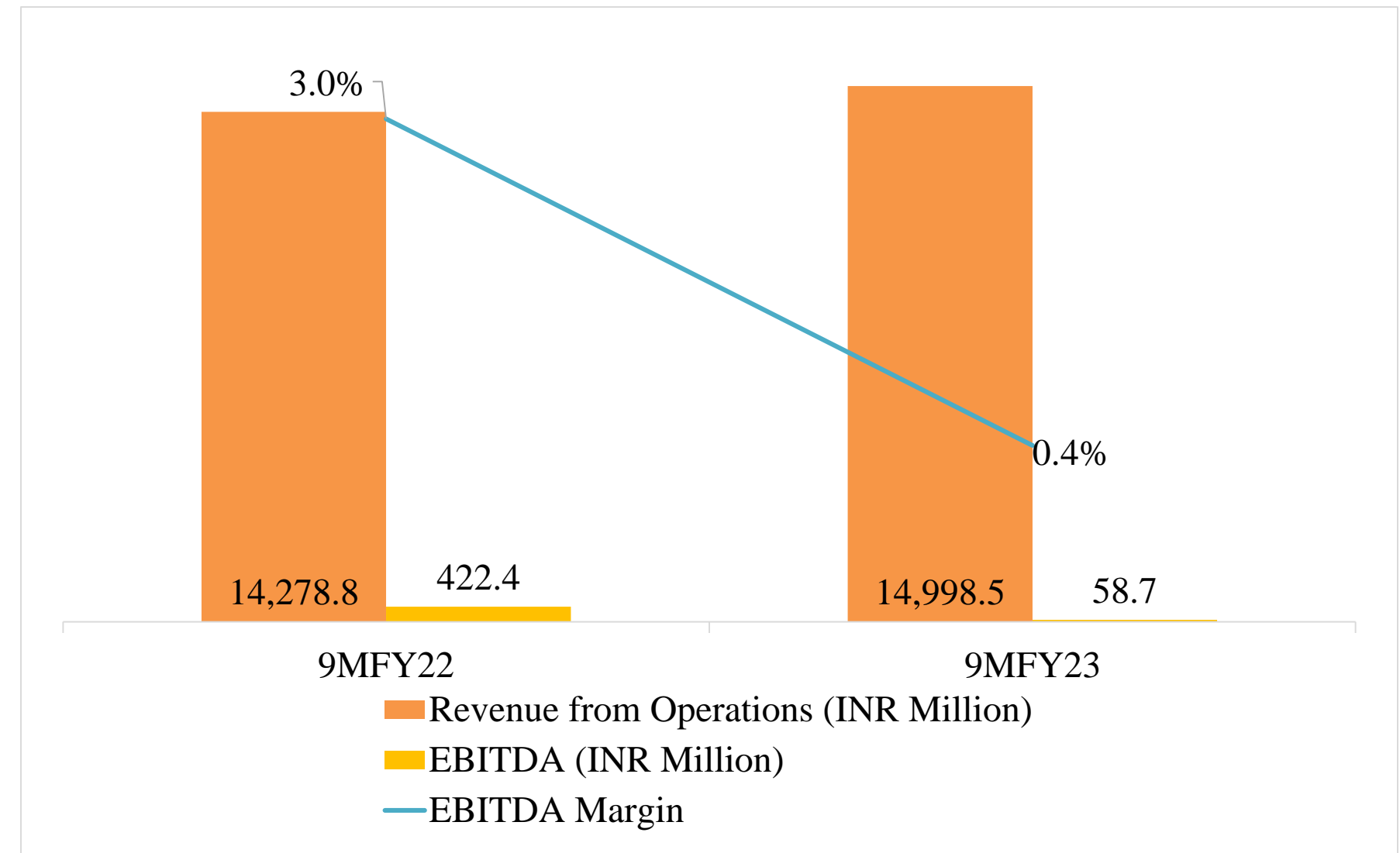
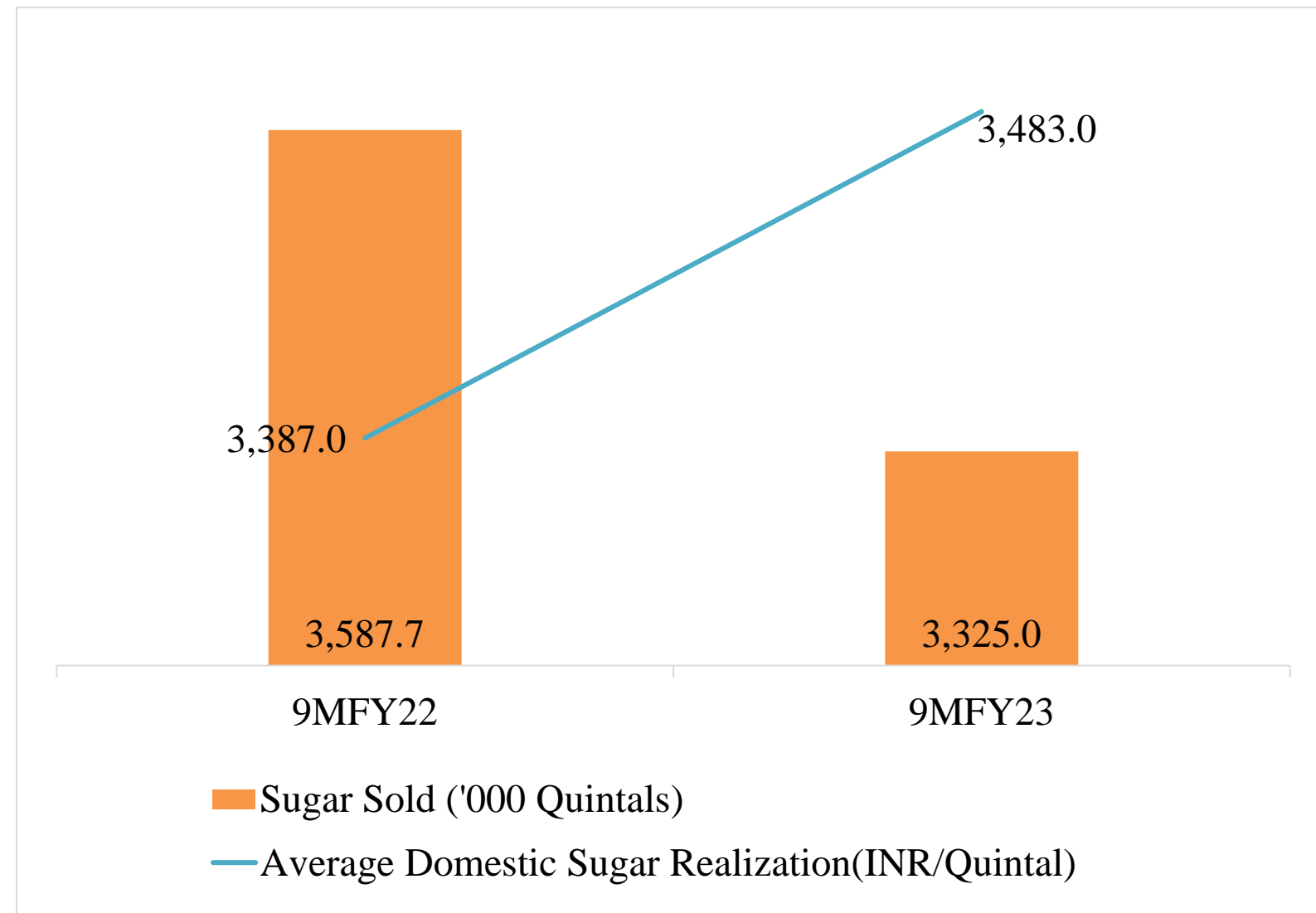
Q3 & 9M FY23

Sugar – Q3 FY23 Performance



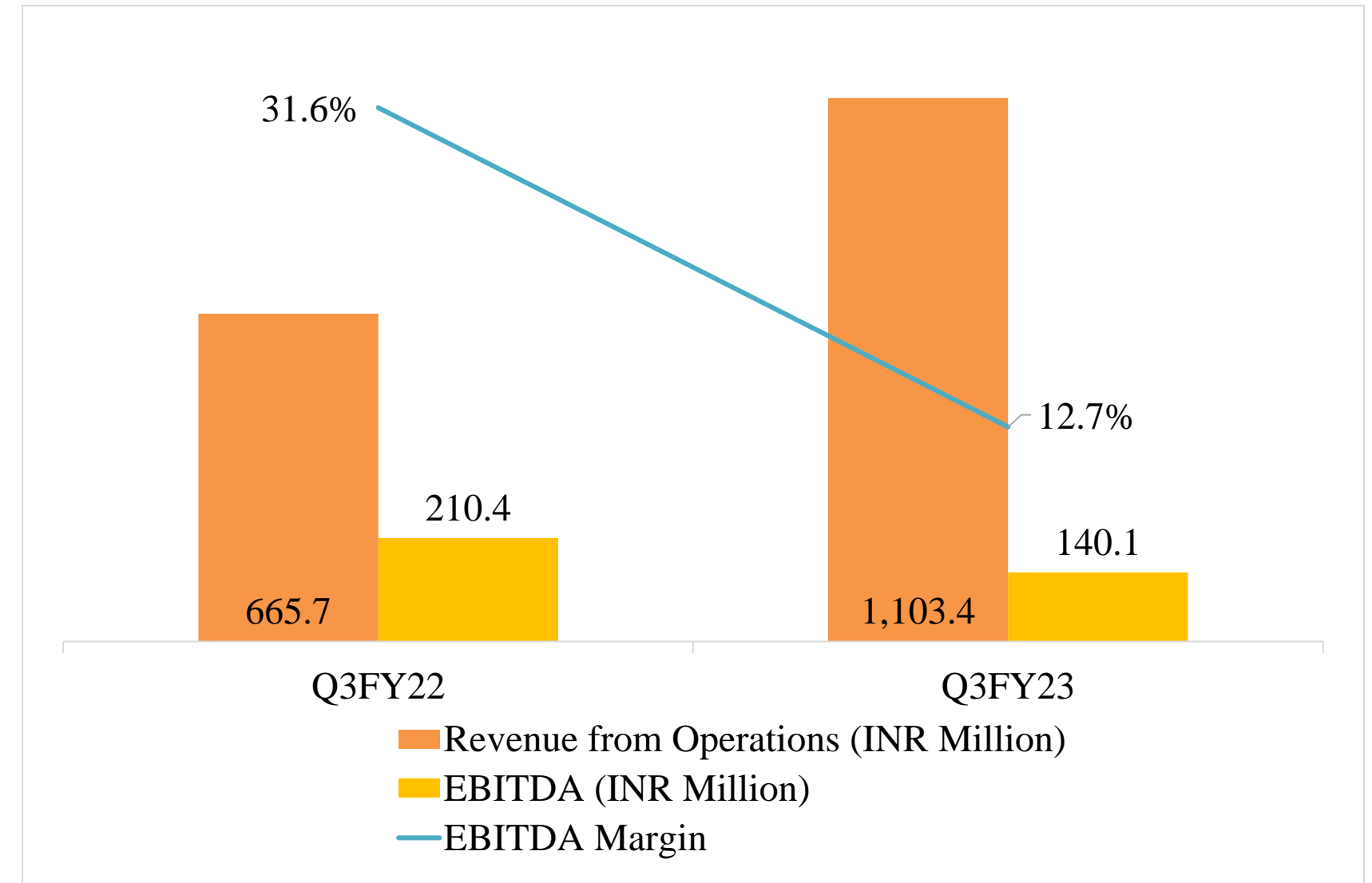
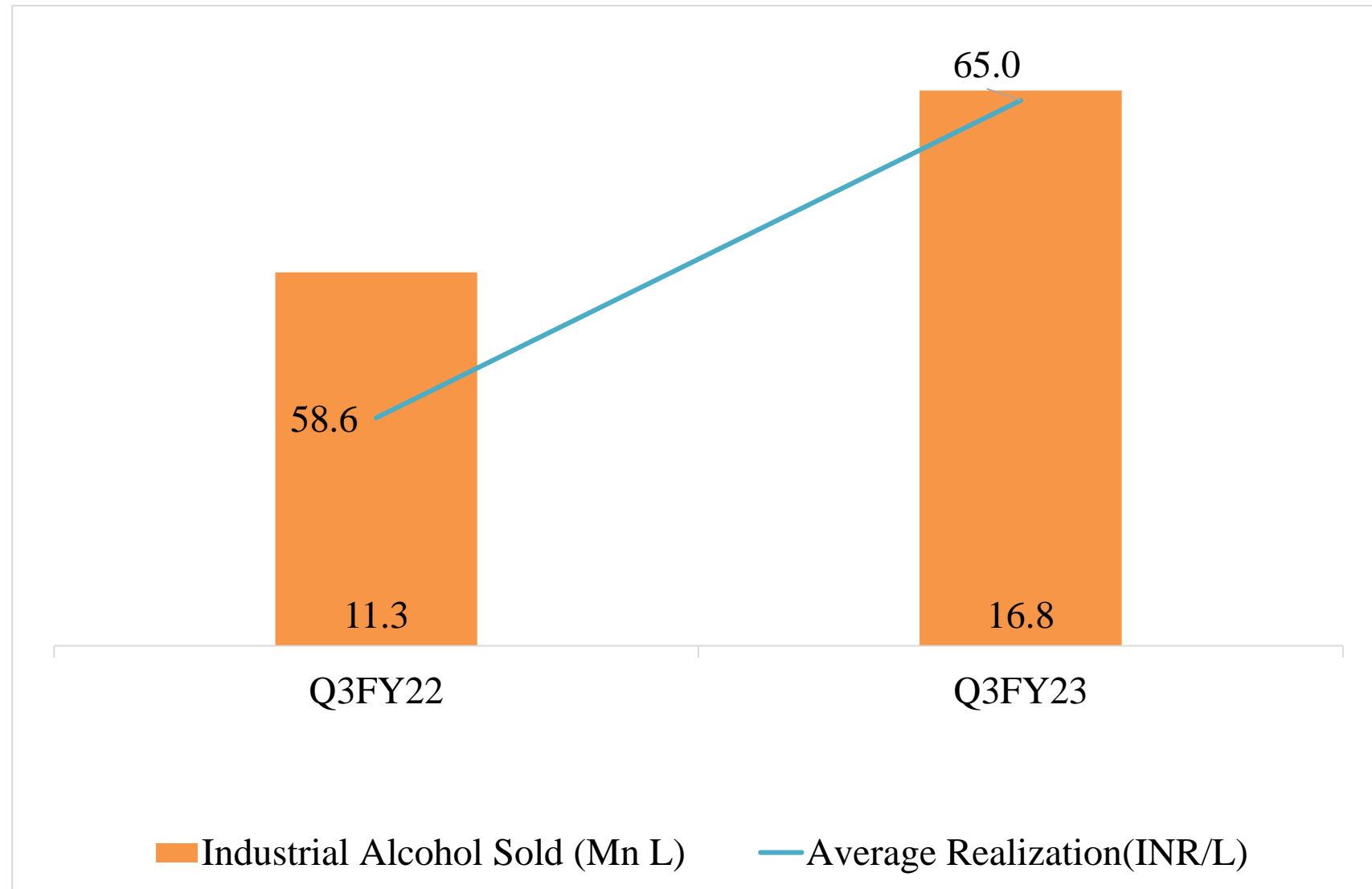
EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)

Sugar – 9M FY23 Performance



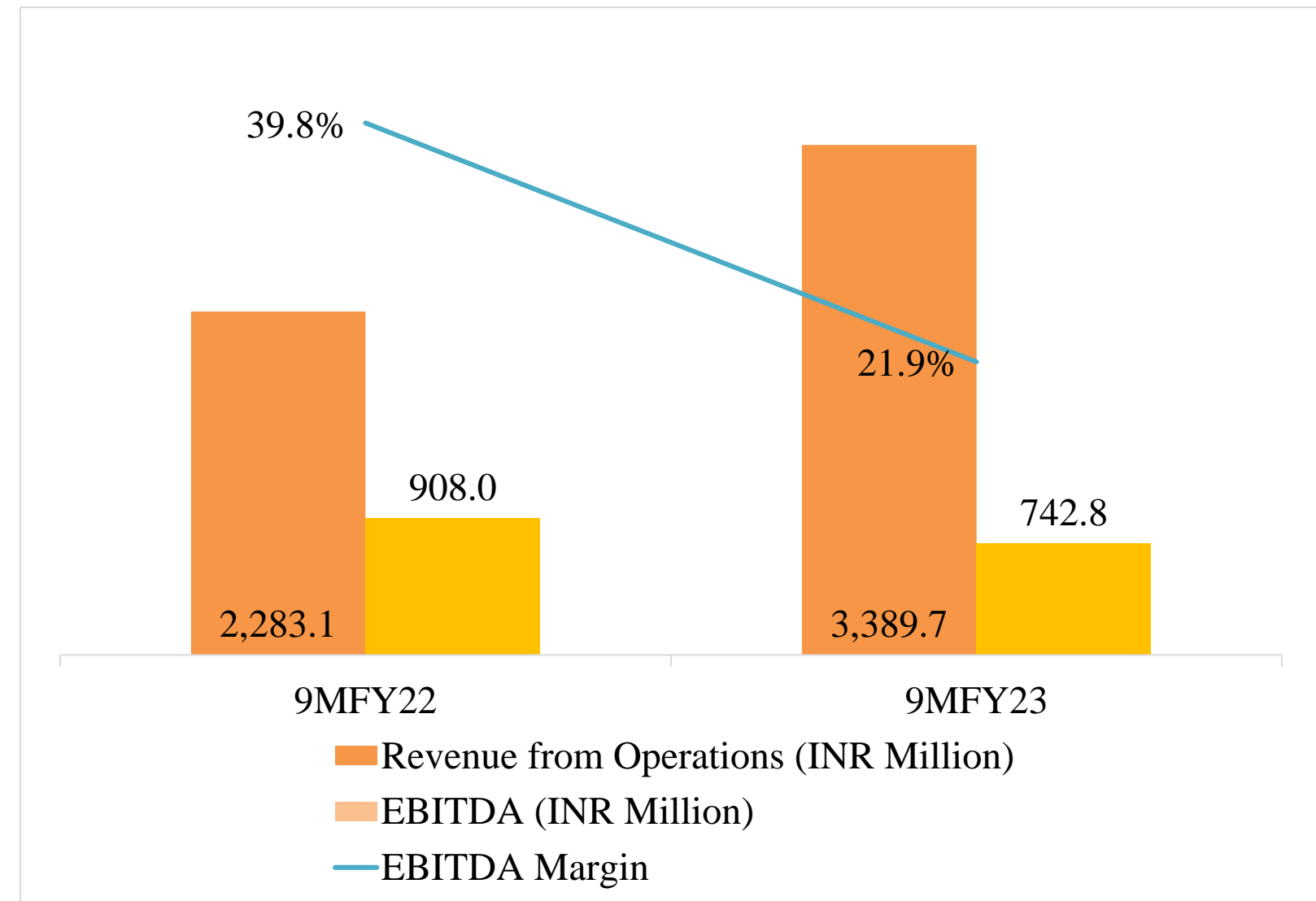
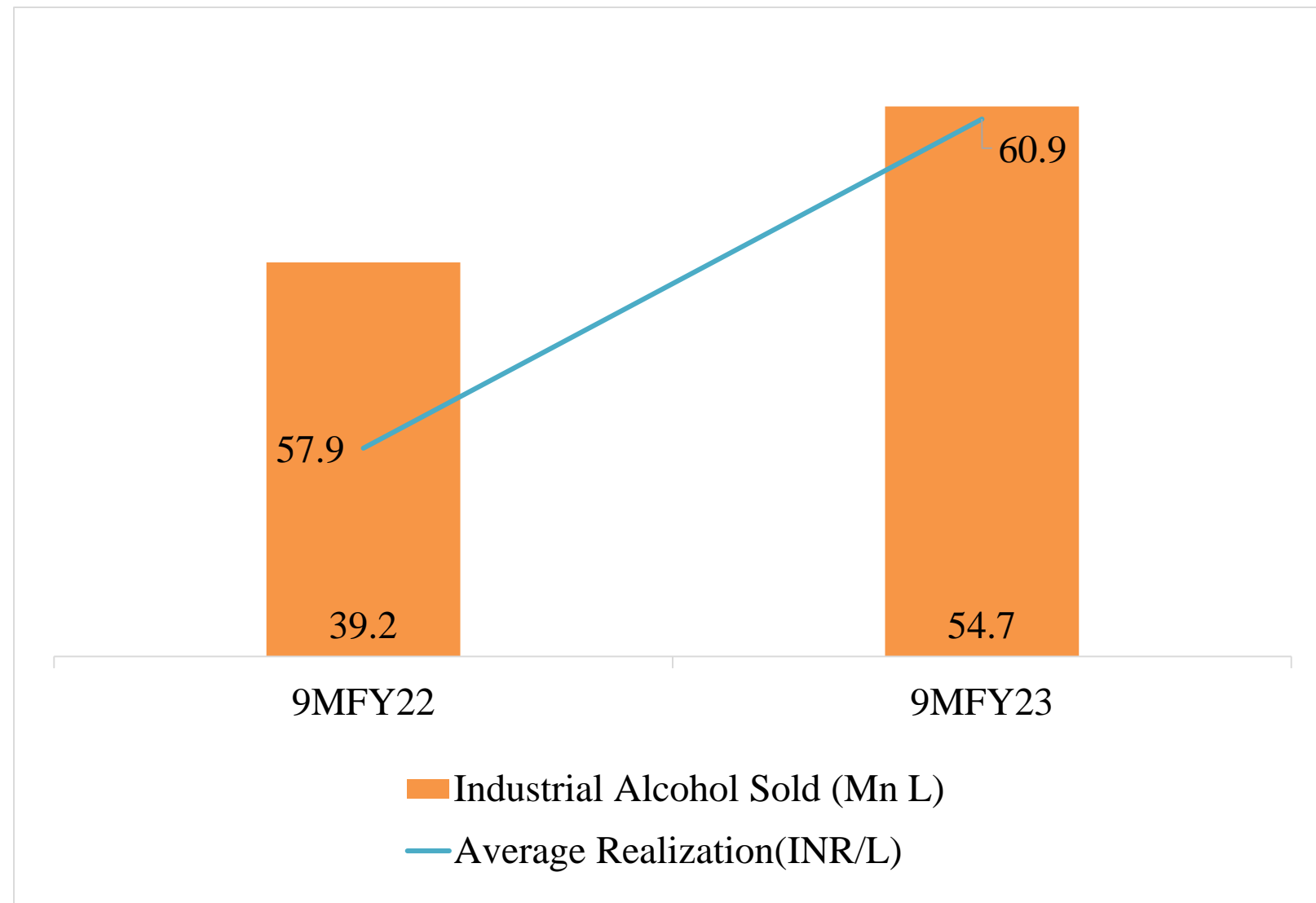
EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)

Distillery – Q3 FY23 Performance



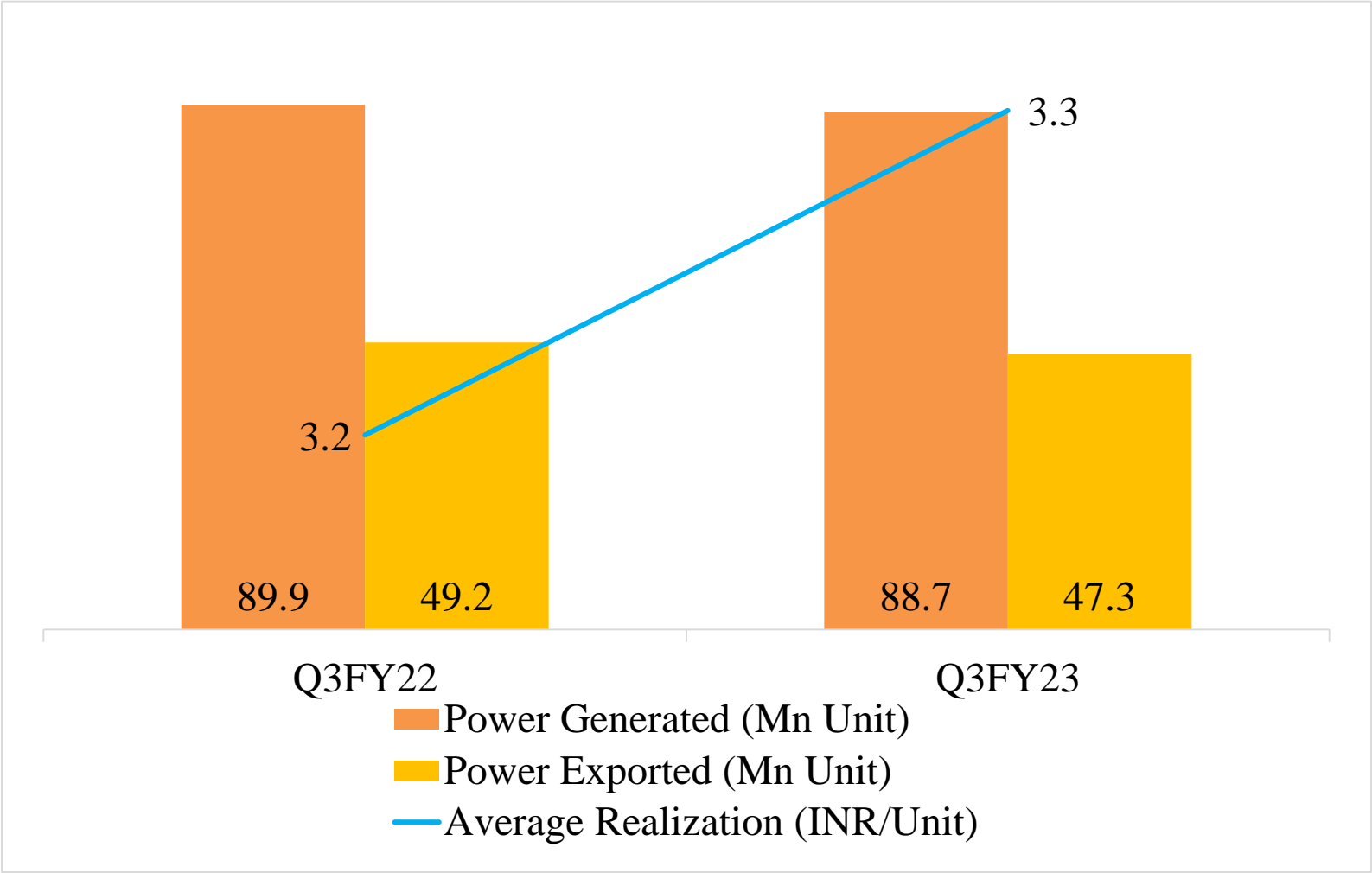
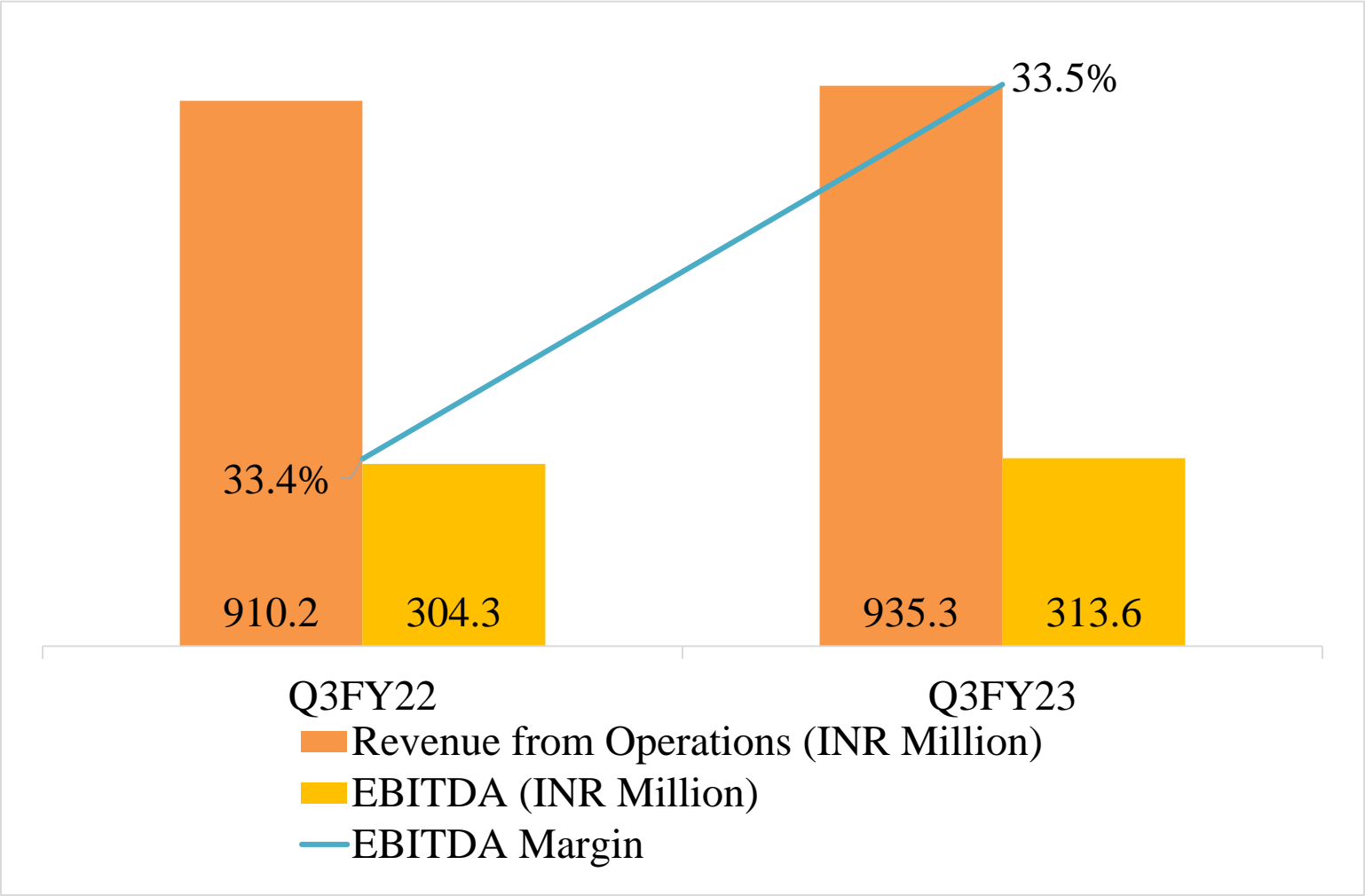
*EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)
Average Realization (INR/L) does not include the difference between relief price and normal price*

Distillery – 9M FY23 Performance



*EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)
Average Realization (INR/L) does not include the difference between relief price and normal price*

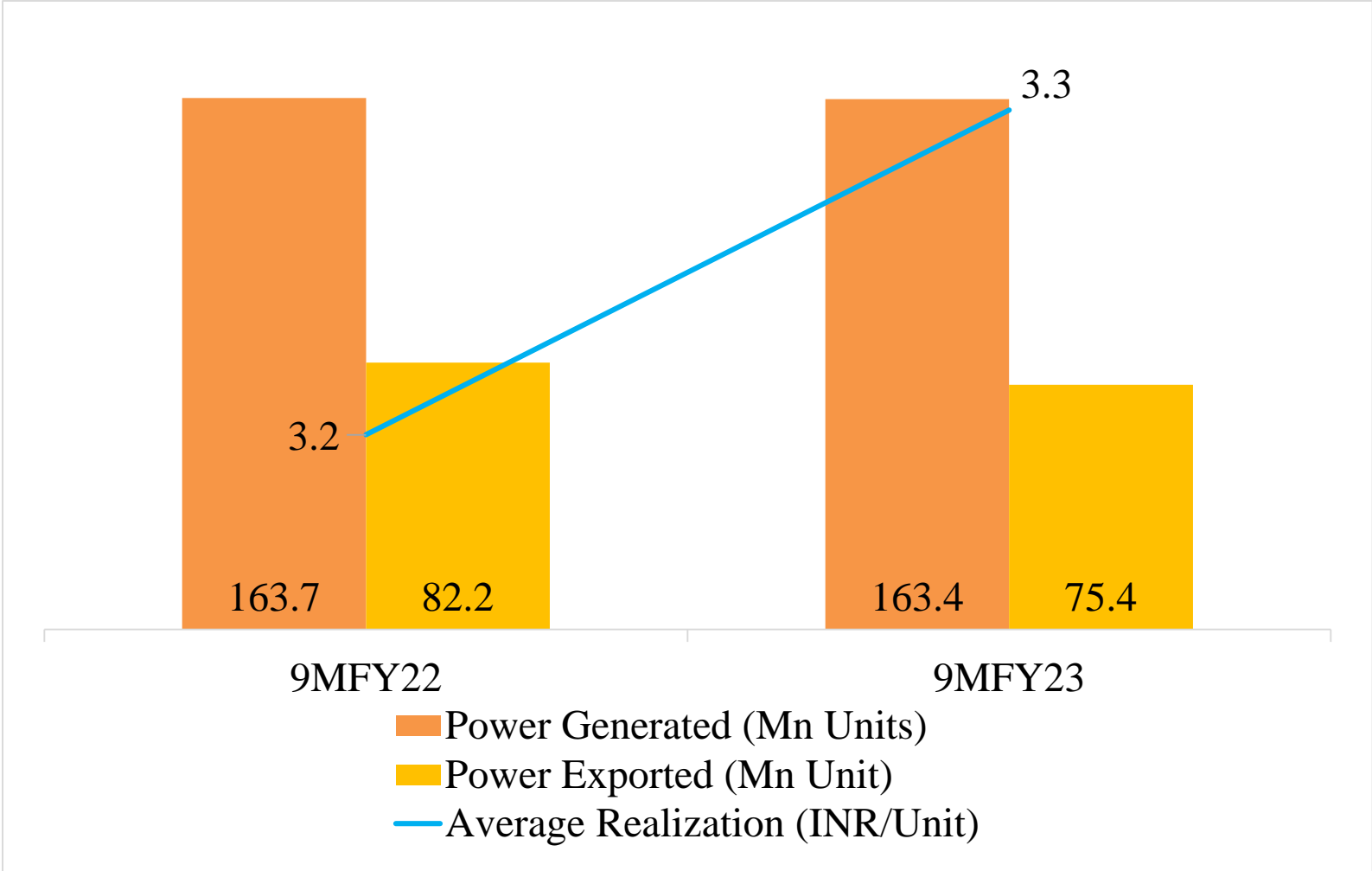
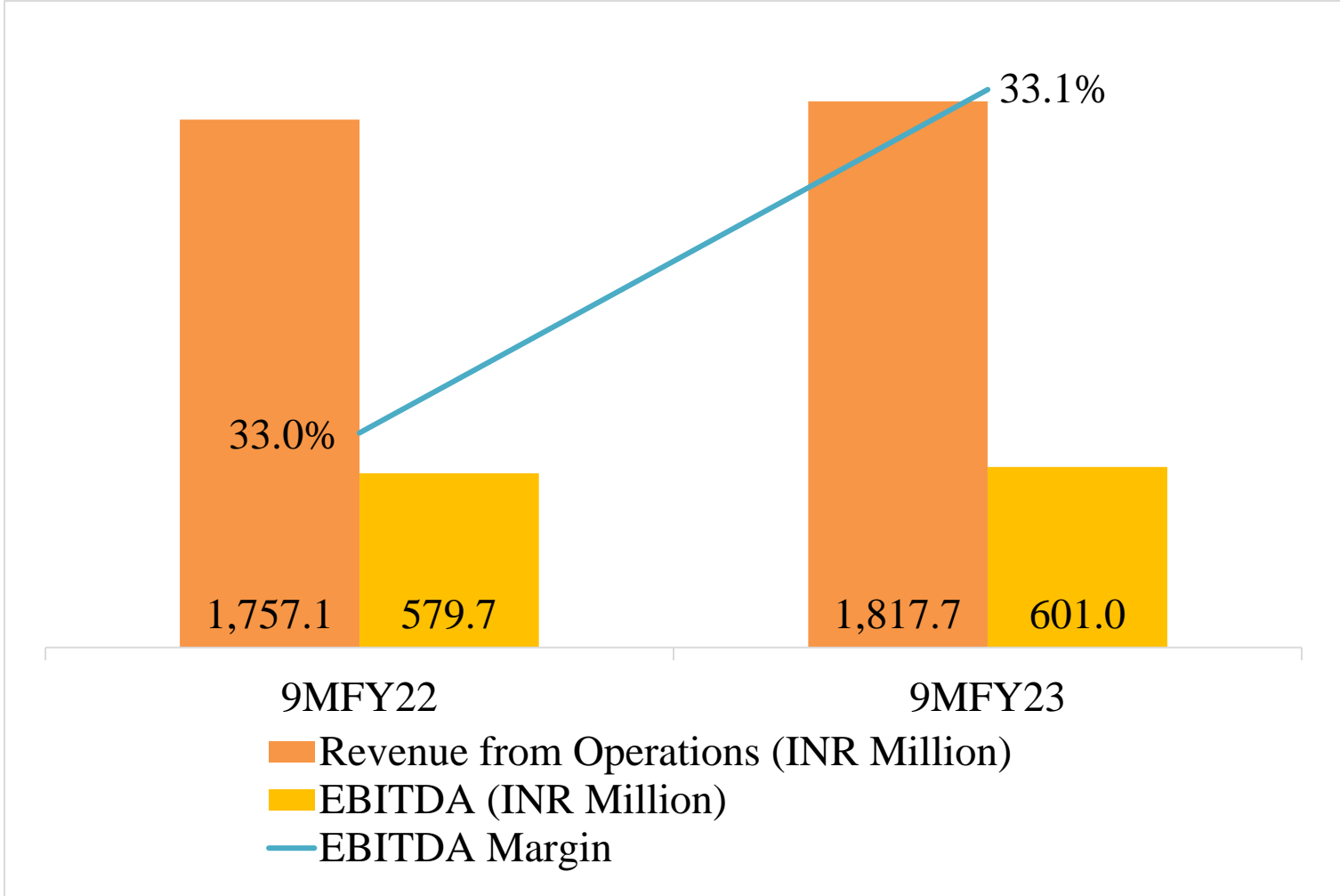
Cogeneration – Q3 FY23 Performance



Generation Capacity – 96 MW
 Exportable Capacity – 56 MW

EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)

Cogeneration – 9M FY23 Performance



Generation Capacity – 96 MW
 Exportable Capacity – 56 MW

EBITDA Margin is EBITDA / Revenue from operations (including internal revenue)



Annexure Facilities

Dwarikesh Nagar Unit (Bijnor District)



Sugar Plant Overview



*Distillation House &
Multi-Effect Evaporator*



*Bagasse Silos & Feeders of
Boiler*



Continuous Pan

Dwarikesh Puram Unit (Bijnor District)



Juice Evaporator



Centrifugal Station



*Cogeneration
Control Panel*



Switch Yard

Dwarikesh Dham Unit (Bareilly District)



Facility Overview



24 MW TG Set



Pan Station



Clarification Section

Dwarikesh Nagar Distillery (Bijnor District)



162.5 KLPD Distillery

Dwarikesh Dham Distillery (Bareilly District)



175 KLPD Distillery

Thank You

Vijay S. Banka

Managing Director

Dwarikesh Sugar Industries Limited

Email: vsbanka@dwarikesh.com

Shruti Vakhariya

Adfactors PR Pvt Ltd.

Email: shruti.vakhariya@adfactorspr.com

