

Our Credo

Sustainability & Balance



Dhampur Bio Organics Ltd.

RESULTS PRESENTATION Q3 & 9M FY23

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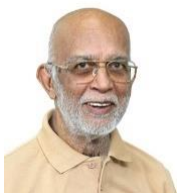
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- **Dhampur Bio Organics – a new beginning**
- **Our company**
- **Our strategy**
- **Our business**
- **Our performance**

Message from Chairman & MD



Vijay Goel
Chairman

This is Dhampur Bio Organics maiden year. We come in a renewed avatar, carrying 90 years of legacy.

We have tripled our distillery and bio-fuel capacity. Our continuing cane development efforts have borne fruit. Our value addition play remains strong.

We continue to reduce our energy consumption, driving improvements in both our business and the environment. Our ESG commitments remain strong with various initiatives.

We are well placed to take advantage of the opportunities in the agri and bio-fuel space, which we believe will drive the next stage of growth for the company.



Gautam Goel
Managing Director

The sugar story remained strong in the last fiscal, with strong support for ethanol acting as a tail wind.

Our balance sheet complements our operational excellence by giving us resources to invest in new opportunities.

The guidance given by our capable and diverse Board will bring consistency to our business.

I look forward to what's next, and am excited to partner with you in our growth story!

Why "Dhampur Bio Organics"



Roots

Dhampur

We are identified and motivated by our rich legacy, that began with Dhampur

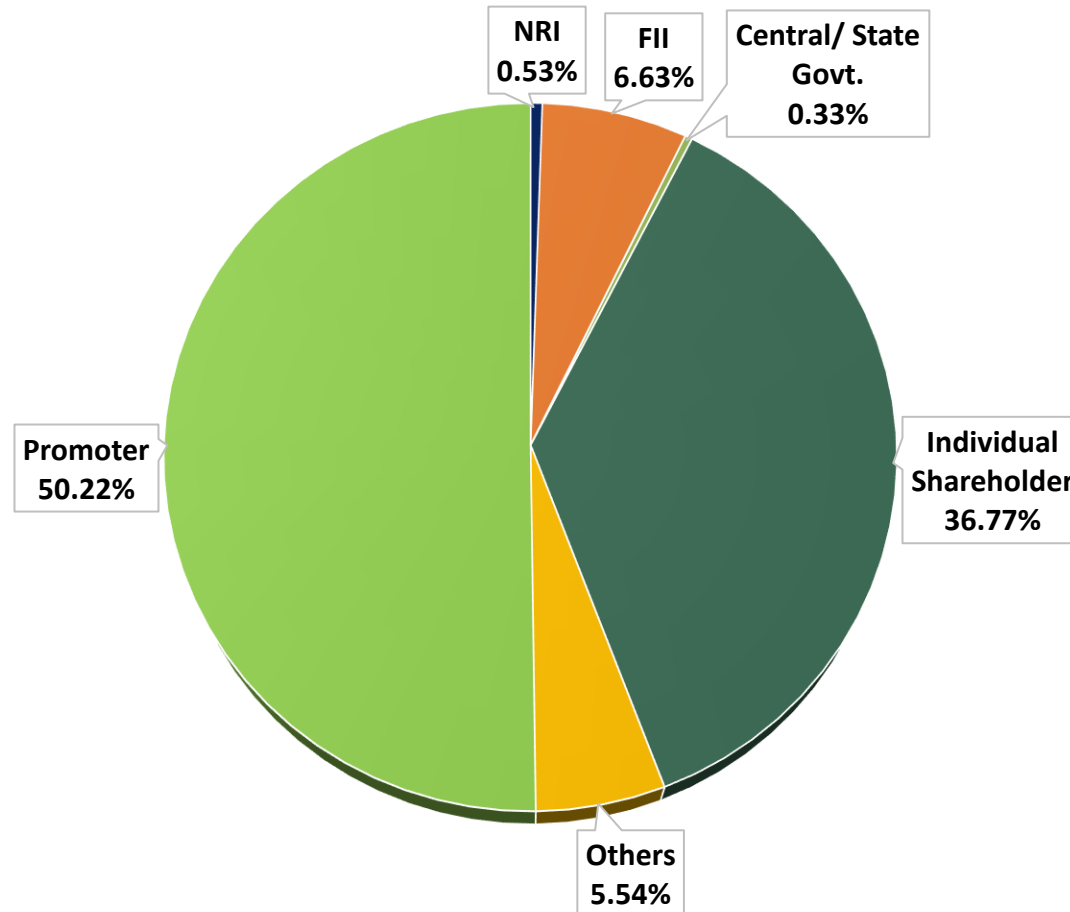
Shoots

**Bio
Organics**

Use our current integrated sugarcane processing capabilities as a spring board to take advantage of the exciting opportunities provided in agricultural and bio-energy domain

Our shareholding pattern

Shareholding Pattern as on December 31, 2022



- ***Equity shares of Dhampur Bio Organics Ltd. listed on BSE Ltd and National Stock Exchange Of India Ltd (NSE) on September 08, 2022.***

- **Dhampur Bio Organics – a new beginning**

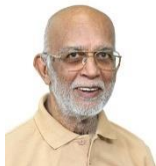
- **Our company**

- **Our strategy**

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Board of Directors



Vijay Goel
Chairman



Ashwani Kumar Gupta
Vice Chairman



Gautam Goel
Managing Director



Sandeep Sharma
Chief Operating Officer



Kishor Shah
Independent Director



Ruchika Mehra Kothari
Independent Director



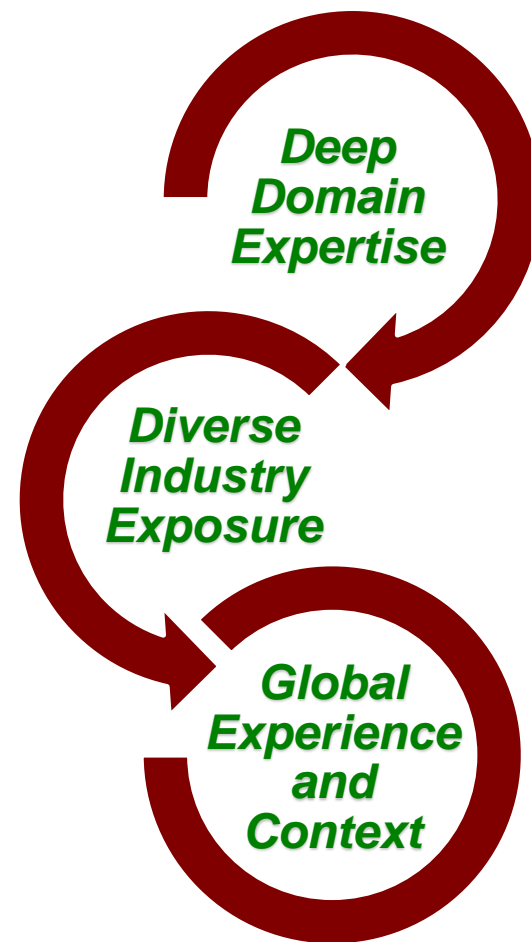
Vishal Saluja
Independent Director



Samir Thukral
Independent Director



Bindu Vashist Goel
Non-Executive Director



Our Management Team

Vijay Kumar Goel

Chairman

65 years of experience

Gautam Goel

Managing Director

30 years of experience

Sandeep Sharma

Chief Operating Officer

42 years of experience

Mukul Sharma

Chief Of Staff

30 years of experience

Nalin Kumar Gupta

Chief Financial Officer

26 years of experience

Our Capacities

Asmoli



9000 TCD
cane crushing capacity

43.5 MWH
Renewable power

312,500 LPD

2.8 million cases
Country Liquor

Mansurpur



8000 TCD
cane crushing capacity

33 MWH
Renewable power



Meerganj



5000 TCD
cane crushing capacity

19 MWH
Renewable power

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Our strategy – Innovation, Integration, Value Addition

Innovation



- Continuing cane development (e.g. tissue culture lab)
- New management initiatives (e.g. analytics for optimization & cost reduction)
- Raw material optimization (e.g. reduced consumption)
- New products (e.g. K-ash)

Integration



- Monetize the full potential of a sugarcane
- By-product of one process becomes the raw material for another process (e.g. renewable energy, bio-fuels and organic fertilizers)

Value Addition



- Premiumizing commodities business through branded sugar
- Domestic spirits

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Sustainability

- Our business is inextricably linked with the rural landscape and bio-fuels, affording us the opportunity to make an outsized impact on our surroundings.
- We have a holistic approach to sustainability – sustainable for our environment, and our business



Balance

- We will balance the interests of our diverse stakeholders
 - Our farmers
 - Our business partners
 - Our employees
 - Our investors
- We will balance our pursuit of growth and innovation with prudent financial discipline

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Long Term Loans

- ₹249.53 Crore as on Dec 31, 2022
- ₹168.40 Crore as on Mar 31, 2022

Working Capital

- ₹307.49 Crore as on Dec 31, 2022
- ₹664.00 Crore as on Mar 31, 2022

Debt Equity Ratio

- 0.27 times as on Dec 31, 2022
- 0.18 times as on Mar 31, 2022

- Long term and short-term ratings of the Company assigned at A+ (Outlook-Stable) by Care Ratings
- The Company repaid long term loans of ₹14.94 crores during Q3 FY23.

Operational Performance

Sugar	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Sugar Production	Lac Tons	1.02	1.24	1.54	1.98	3.97
Sugar Sales	Lac Tons	1.08	0.69	3.10	2.23	2.96
Avg. Realisation	₹/Ton	37,874	37,563	36,512	35,556	34,770
Inventory	Lac Tons	0.96	1.49	0.96	1.49	2.58
Valuation Rate	₹/Ton	35,969	32,934	35,969	32,934	32,765

Renewable Energy	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Power Generation	In Cr. Units	10.53	9.73	17.51	16.44	31.75
Power Export	In Cr. Units	4.96	4.08	7.09	6.84	14.50
Avg. Realisation	₹/Unit	3.30	3.18	3.30	3.18	3.18

Bio Fuels & Spirits	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Ethanol Production	Lac BL	245.64	92.09	699.23	283.25	456.03
Ethanol Sale	Lac BL	250.63	93.55	695.93	279.42	462.76
Avg. Realisation	₹/BL	58.81	48.93	58.14	52.76	56.07
Ethanol Stock	Lac BL	5.58	10.46	5.58	10.46	3.95

Country Liquor	UOM	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Sales	No. of Cases	4,83,393	-	6,02,743	-	-

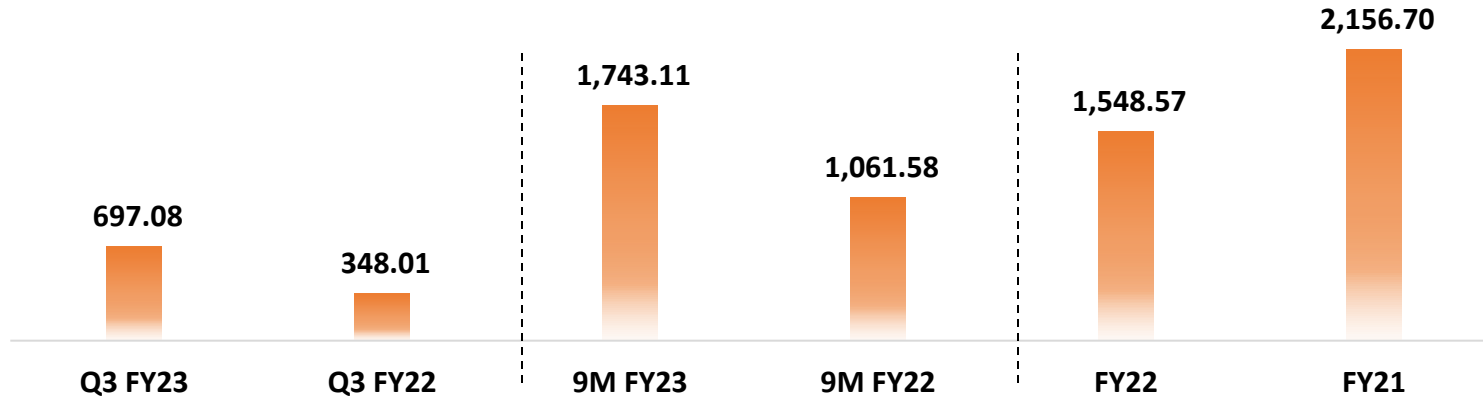
- *The Revenue of the company increased to ₹697.08 crores in Q3 FY23 as against ₹348.00 crores during Q3 FY22.*
- *PBT stood at ₹20.18 crores in Q3 FY23 as against ₹ 24.61 Crores during Q3 FY22.*
- *PAT stood at ₹14.97 crores in Q3 FY23 as against ₹ 17.93 crores during Q3 FY22.*
- *EPS stood at ₹2.25/share for Q3 FY23 as against ₹ 2.70/share for Q3 FY22.*
- *Q3 FY23 v/s Q3 FY22 and 9M FY23 v/s 9M FY22* (₹ in Crore)

Particulars	Q3 FY23	Q3 FY22	9M FY23	9M FY22	FY22
Revenues	697.08	348.01	1743.11	1061.58	1548.57
EBIDTA	35.26	35.86	98.22	84.34	190.36
Depreciation	10.22	8.34	27.42	21.37	31.29
EBIT	25.04	27.51	70.81	62.97	159.07
Interest	4.87	2.90	28.31	19.36	29.69
PBT	20.18	24.61	42.50	43.60	129.38
PAT	14.97	17.92	30.92	31.37	102.31
EPS (₹/Share)	2.25	2.70	4.66	4.72	15.41

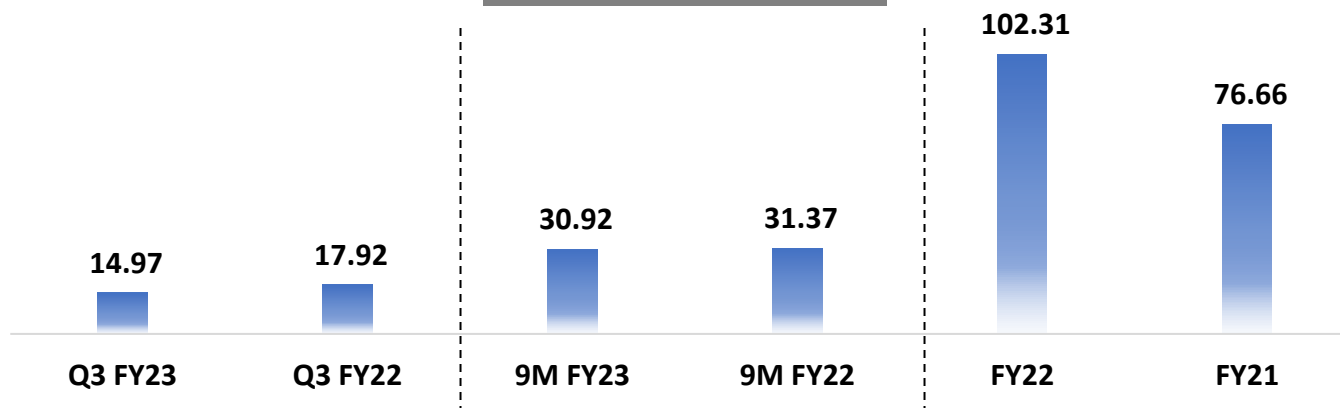
Financial Performance...

REVENUE

(₹ in Crore)



PROFIT AFTER TAX

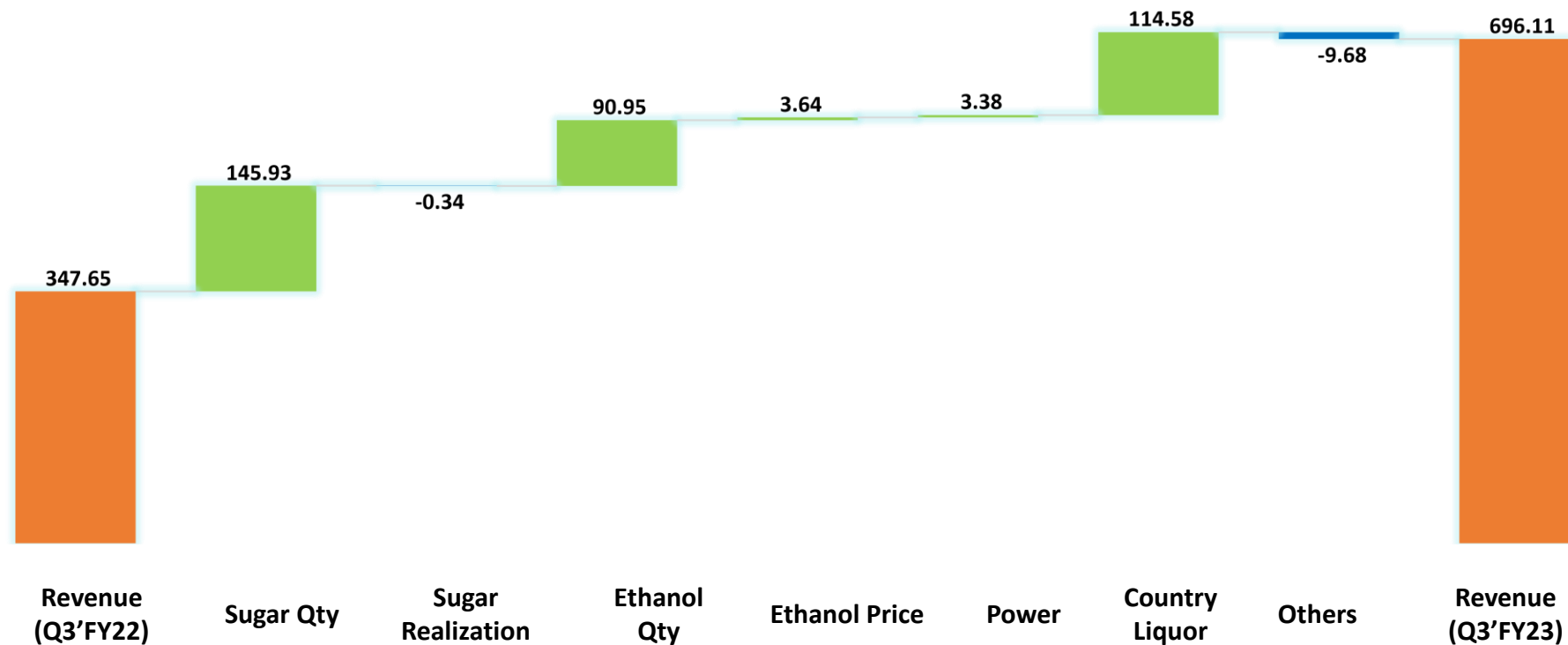


Revenue Analysis (Q3'FY23 vs Q3'FY22)

(₹ in Crore)

Revenue from operations Analysis

■ Increase ■ Decrease ■ Total

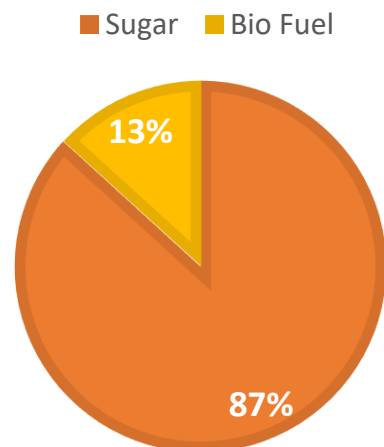


SEGMENT OVERVIEW

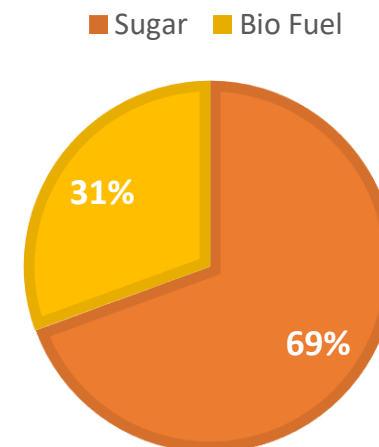
Segment Performance Q3 FY23 Vs Q3 FY22

(₹ in Crore)

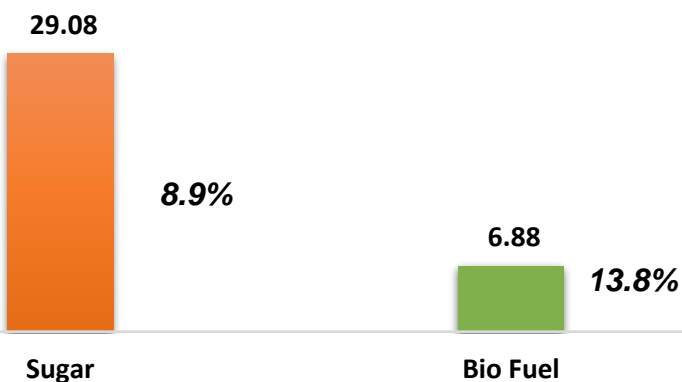
Q3 FY22 REVENUE CONTRIBUTION



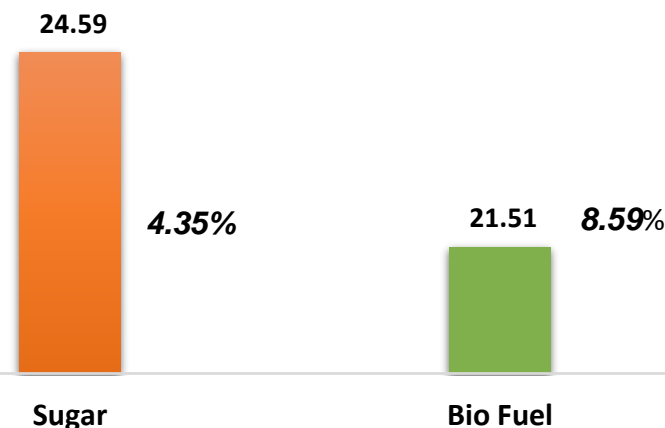
Q3 FY23 REVENUE CONTRIBUTION



Q3 FY22 Segment PBIT & PBIT Margin %



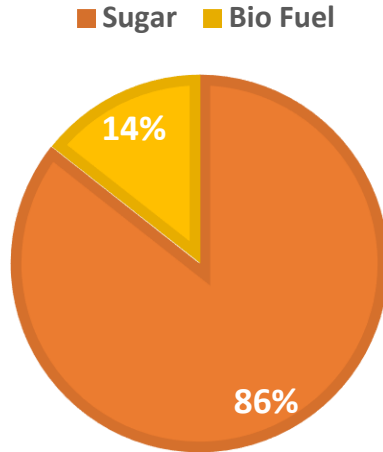
Q3 FY23 Segment PBIT & PBIT Margin %



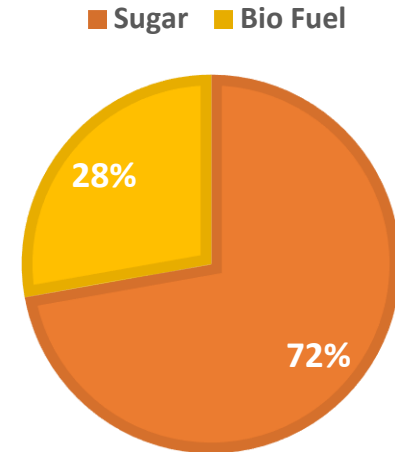
Segment Performance 9M FY23 Vs 9M FY22

(₹ in Crore)

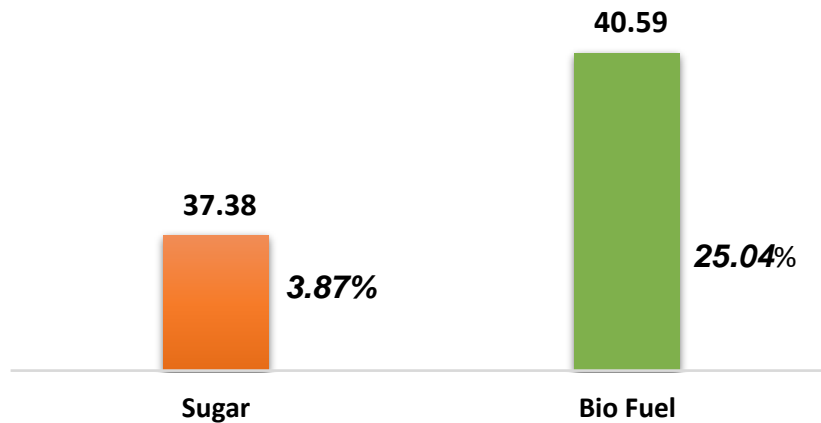
9M FY22 REVENUE CONTRIBUTION



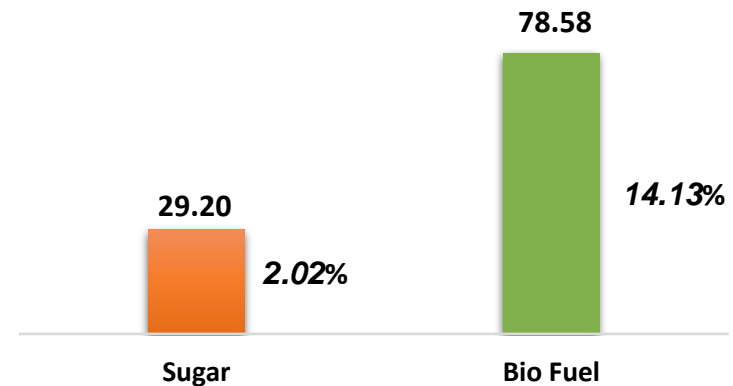
9M FY23 REVENUE CONTRIBUTION



9M FY22 Segment PBIT & PBIT Margin %



9M FY23 Segment PBIT & PBIT Margin %



Segment Overview

Revenues (₹ crore)	Q3 FY23	Q3 FY22	Q-on-Q Change(%)
Sugar	565.92	326.81	73%
Bio fuel and spirits	250.25	49.85	402%

PBIT (₹ crore)	Q3 FY23	Q3 FY22	Q-on-Q Change(%)
Sugar	24.59	29.08	(15%)
Bio fuel and spirits	21.51	6.88	213%

PBIT Margin (%)	Q3 FY23	Q3 FY22	Q-on-Q Change(%)
Sugar	4.35%	8.90%	(60%)
Bio fuel and spirits	8.59%	13.80%	(38%)



Sugar Segment

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Cane Crushed [#]	Sugar Production #	Net Recovery (%)	Sugar Sales [#]	Free Sugar Realizations (₹/Ton)
Q3 FY23	565.92	69%	24.59	14.10	1.02	8.69%	1.08	37,513
Q3 FY22	326.81	87%	29.08	12.64	1.24	9.79%	0.69	37,563
9M FY23	1442.38	72%	29.19	20.12	1.54	8.87%	3.10	36,386
9M FY22	965.59	86%	37.38	19.24	1.98	10.27%	2.23	35,556

[#]Lac Tonnes

2.41 Lac tons

*Cane diverted towards
syrup derived ethanol in
Q3 FY23*

0.19 Lac tons

*sacrifice of sugar in
BH Molasses in Q3
FY23*

0.96 Lac tons

*sugar stock as on
Dec 31, 2022 valued at
₹ 35.97/kg*

1.95 Lac tons

*Cane diverted in Sugar
Season 2021-22*

0.12 Lac tons

*sacrifice of Sugar in BH
Molasses in Q3 FY22*

1.49 Lac tons

*sugar stock valued at ₹ 32.93
as on Dec 31, 2021*



Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY23	250.25	31%	21.51
Q3 FY22	49.85	13%	6.88
9M FY23	555.93	28%	78.58
9M FY22	162.10	14%	40.59

Operational

RS/ Ethanol (lac BL)		Avg. Sales Realization (INR/BL)
Production	Sales	
245.64	250.63	58.81
92.09	93.55	48.93
699.23	695.93	58.14
283.25	279.42	52.76

Syrup Derived Ethanol

PRODUCTION



SOLD



120.38
Lac BL, FY22

119.60
Lac BL, FY22

B Heavy Derived Ethanol

PRODUCTION



SOLD

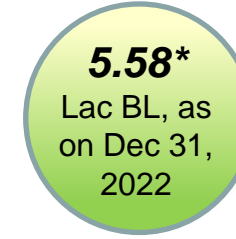


82.11
Lac BL, Q3 FY22

72.45
Lac BL, Q3 FY22

Inventory Size

Ethanol



10.46
Lac BL, as on Dec 31,
2021

AVERAGE SALES REALIZATION

Syrup Derived Ethanol
₹ 63.12/BL , Q3 FY23

B-Heavy Derived Ethanol
₹ 58.74/BL, Q3 FY23
57.90, Q3 FY22

AVERAGE VALUATION RATE – 35.20/BL

***Includes 2.64 Lac BL of Syrup
derived Ethanol**

- *India's one of the first Sulphurless sugar launched under the brand Dhampur, more than 2 decades ago.*
- *Dhampur is a prominent brand now with strong presence in FMCG segment, including on Ecom platforms.*
- *Recently, awarded as Prestigious Brand.*



Specialty Sugars...





THANK YOU

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