

Dhampur Bio Organics Limited

A leading integrated sugarcane processing company in India

**Q1FY25
Results Presentation**



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Company Overview

Company at a Glance

Business Overview

Dhampur Bio Organics Limited (DBO) is a leading cane processing company with experience and pedigree extending across 9 decades. Utilising its advanced and integrated manufacturing setups, DBO capitalises on the favourable trends in the sugar and broader agricultural economy. The company is focussed on repositioning itself as a value-added sugar manufacturer on one hand and a bio-energy company on the other. The three manufacturing facilities – in Asmoli, Mansurpur and Meerganj; are strategically located in close proximity to each other enabling better utilisation of resources and increased synergies in production and management.

DBO operates in three business verticals



Sugar/Renewable Power

52.75%

DBO has a rich legacy and extensive experience in the sugar sector, manufacturing Raw Sugar, Refined Sugar (available in packed and branded variants), White Sugar, Retail Sugar and Pharma-grade Sugar (approved by Food Safety and Standards Authority of India).



Biofuels & Spirits

22.08%

DBO, through its distillery in Asmoli, produces Ethanol, utilizing Syrup, B-Heavy & C-Heavy Molasses as key feedstocks. DBO is also focussing on producing ethanol through dual feed plant – sugarcane and grain



Country Liquor

25.17%

To meet its levy obligations, DBO has extended a part of its distillery capacity in Asmoli to the production of Country Liquor or "Indian Made Indian Liquor (IMIL)". The company's products are available in Tetra packs and packed bottles.

FY24
Revenue
Contribution

₹ 2,361 Crores

FY24 Revenue

₹ 162 Crores

FY24 EBITDA

0.24x

Long-term Debt to Equity
as on 31st March 24

3 Integrated manufacturing facilities

29,500 TCD

Consolidated Sugarcane
Crushing Capacity

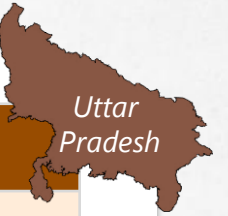
312.5 KLPD

Biofuels & Spirits Capacity on
BH Molasses

4.2 Million

Cases per year
Country Liquor Capacity

Our Capacities



Capacity	Asmoli Plant (District Sambhal)	Mansurpur Plant (District Muzaffanagar)	Meerganj Plant (District Bareilly)	Total Capacity
Sugar				
Sugarcane Crushing (TCD)	12,500	8,000	9,000	29,500
Sugar Refinery (TPD)	1,100	900	–	2,000
Pharma Grade Sugar (TPD)**	700	–	–	700
LQW Sugar (TPD)	–	–	800	800
Bio-Fuel & Spirits				
Bio-Fuels & Spirits (LPD) on BH Molasses	3,12,500	–	–	3,12,500
Country Liquor (IMIL)				
Domestic Spirits (Million cases per year)	4.2	–	–	4.2
Power				
Renewable Energy (MW)	43.5	33	19	95.5
Carbon Dioxide (CO2) (TPD)	80	–	–	80

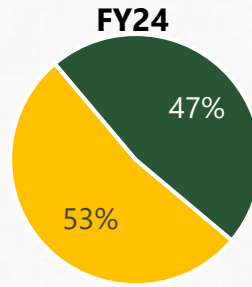
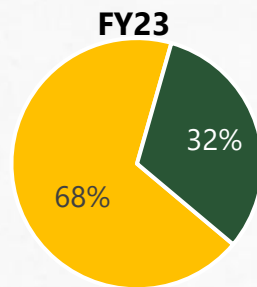
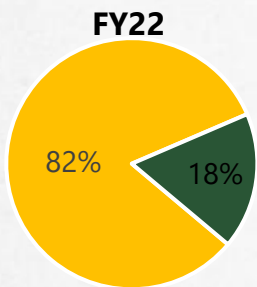
Key Strengths



Integrated Business Model with diversified Revenue streams

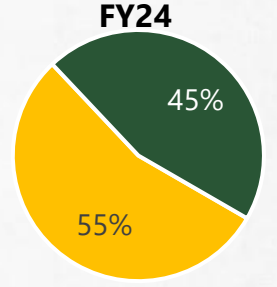
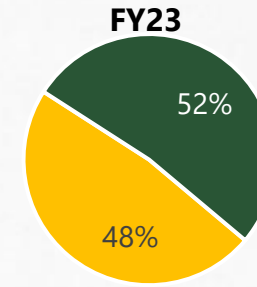
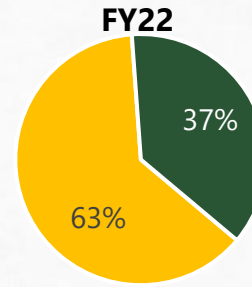
The company's Sugar division is fully forward integrated into cogeneration and distillery operations that de-risk the core sugar business of the company

Revenue Contribution



■ Sugar ■ Non-Sugar *

EBIT Contribution



■ Sugar ■ Non-Sugar *

Increasing contribution from Biofuel & Spirits segment bodes well for the company's overall profitability as these segments have more stable margins than Sugar

Regular Cane Development & Management activities leading to improved Recovery

The company treats land as a long-term principal asset in the sugar business and recognizes the priority of being able to generate more from less

DBO's Cane Development Programme

Research

- Works with specialized cane research agencies, accessing insights on development of latest varieties marked by enhanced yield, early maturing speed, high sucrose content and disease resistance
- Increased farm coverage by new improved varieties from 4% to 16% across its command areas

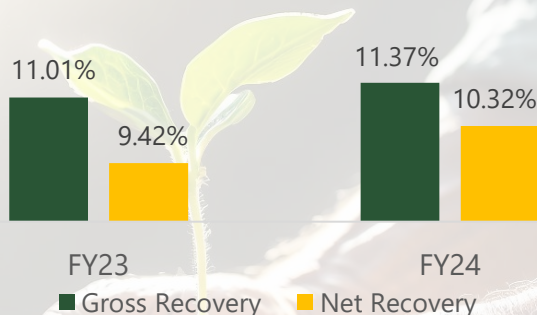
Use of Technology

- Engaged in technology-driven assessment of the standing crop in fields
- Deepened Digital technologies to improve farmer engagement to enhance cane productivity
- Relationship driven engagement with more than 1,60,000 farmers

Initiatives & Efforts

- Graduated from legacy conventional practices to modern cum scientific
- Increased use of data-based analysis and decision making
- Increased use of organic waste for soil rejuvenation and replaced chemicals with green insecticides/ pesticides
- Commenced use of drone for agri input spraying and survey effectiveness

Leading to improved Recovery Rates



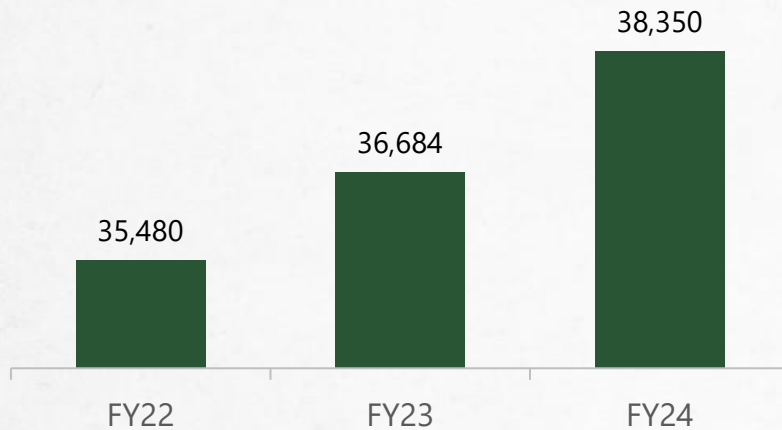
Focus in the future

- Implement more transformation initiatives that becomes a recurring culture which is taken ahead by farmers
- Enhance the intensity of Cane farming which results in more cane from given area with a corresponding decline in logistics time and costs and thus, increased margins
- Understand the agronomy, acclimatize and then replicate new cane variants for improved outcomes
- Embrace international certifications in the cane development process
- Develop and enhance the knowledge of the Cane Development team

Focussing on Sugar Premiumization

The company intends to enhance production of niche, processed and value-added sugar; and moderate exposure to conventional sugar exposed to commodity price risks

Increasing Sugar Realizations (₹/Ton)



Packaged sugar, which currently accounts for less than 2% of country's sugar consumption is likely to grow faster than the existing 12% CAGR



Commencement of institutional supplies began the transformation journey from conventional loose and bulk sugar sales into niche and value-added segment



Intends to enhance packaged sugar capacity at Asmoli and manage inventories and dispatched on behalf of the customer, thus enhancing value and moving closer to the customer



Manufacturing of Pharma-grade sugar by prominent formulation brands which put in repeat engagement orders due to the company's product quality



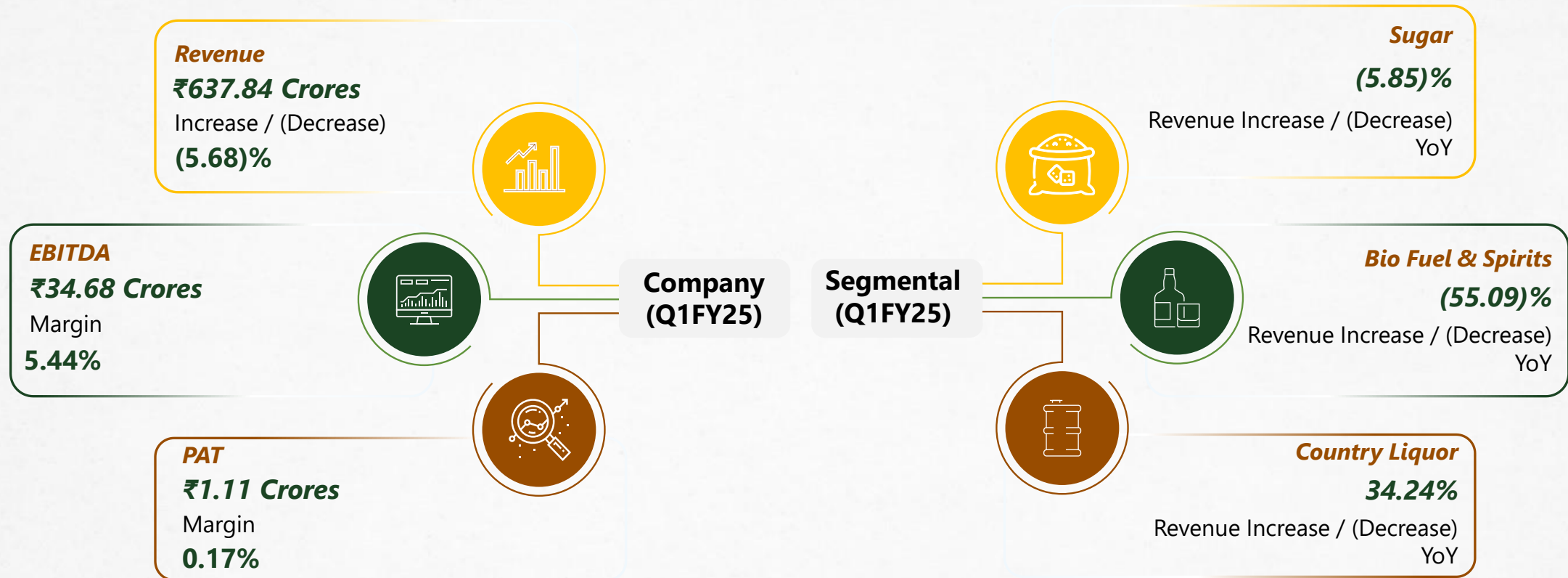
Transforming into a comprehensive sugar solution provider – across grain size, processing, packaging, applications and logistics.



Financial & Operational Highlights | Q1FY25

(Standalone Financials)

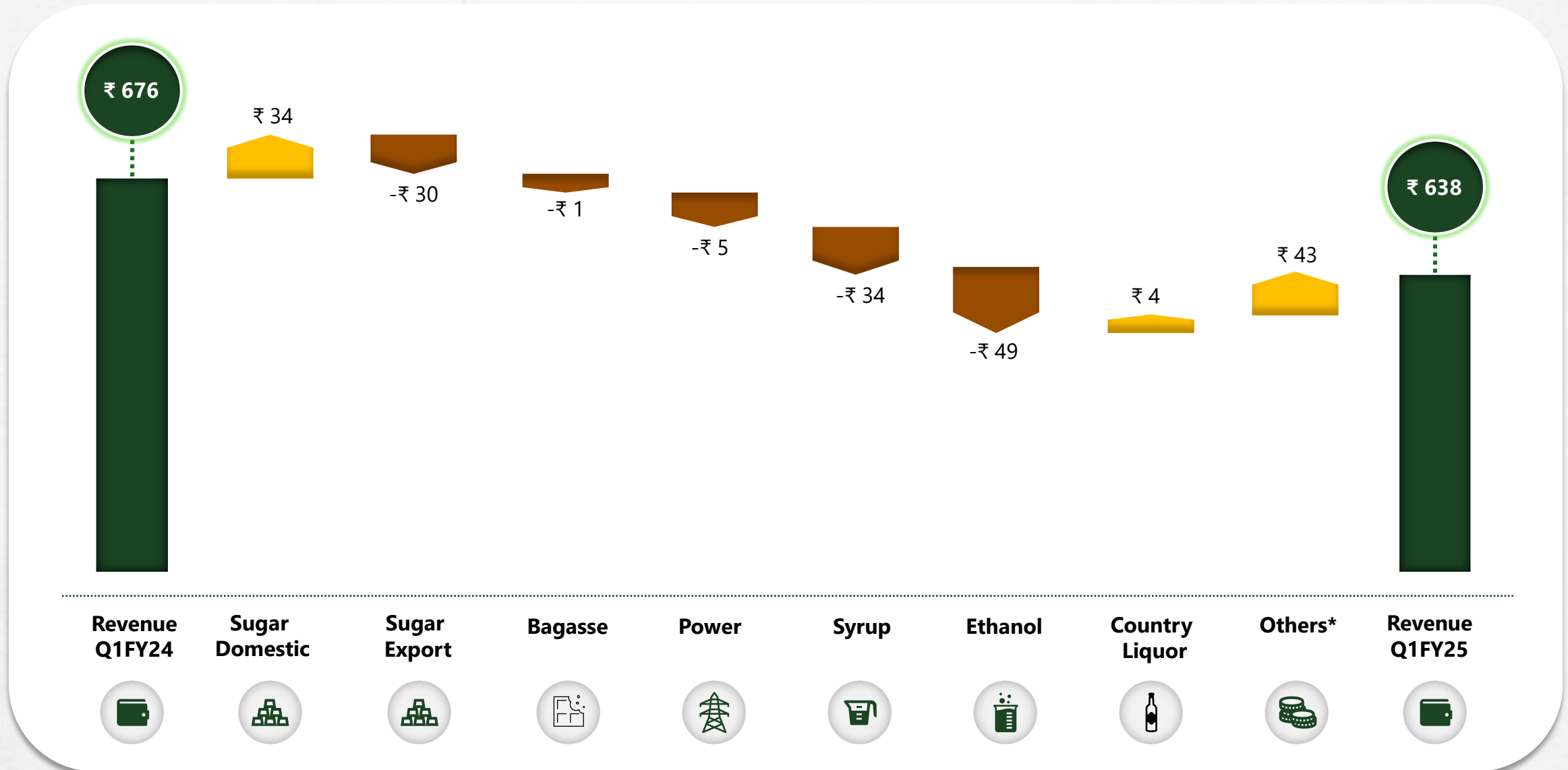
Q1FY25 | Highlights



- Revenue declined primarily due to subdued performance in Bio Fuel & Spirits segment.
- Lower cane crushing thereby lower sugar production during the quarter resulted in lower absorption of fixed costs which has impacted the profitability.

Revenue Analysis (Q1 FY25 vs Q1 FY24)

(₹ In Crores)

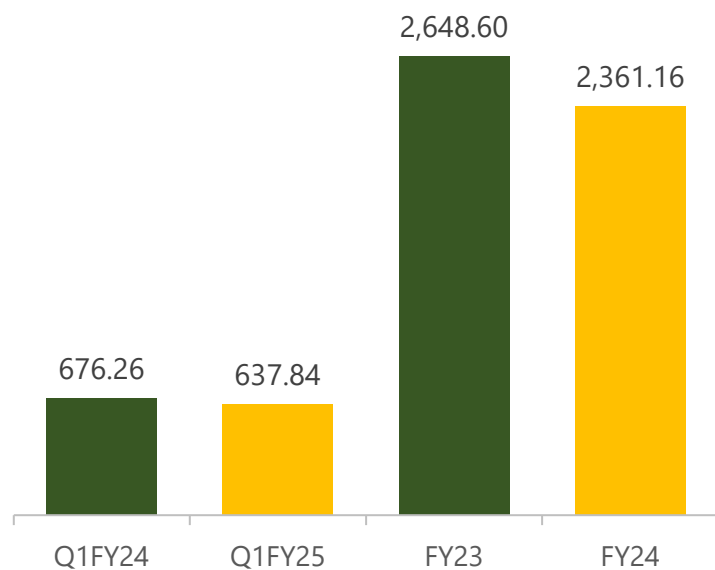


1. Others includes other ancillary products

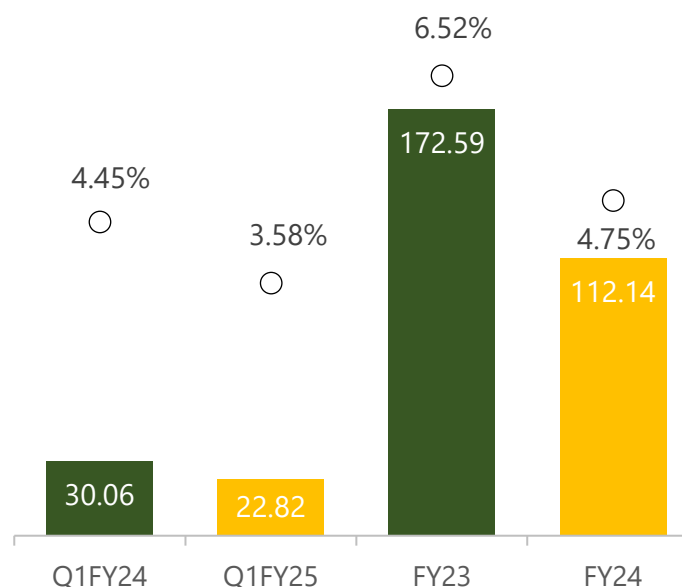
Key Financials – Q1FY25

(₹ In Crores)

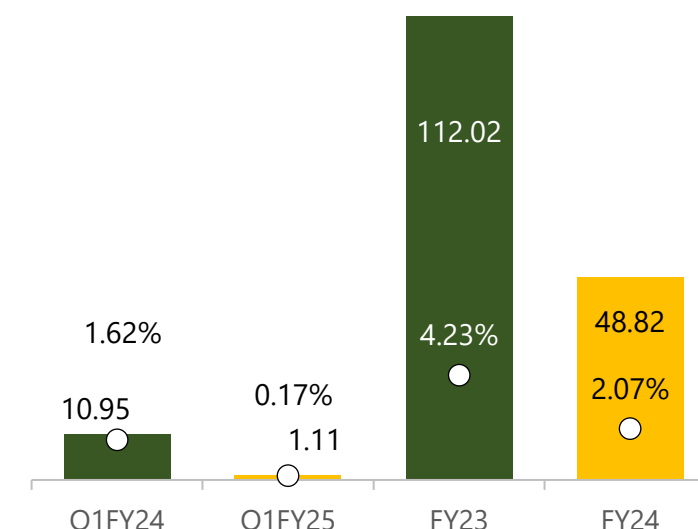
Revenue from Operations



EBIT & EBIT Margin (%)



PAT & PAT Margin (%)



Profit & Loss Statement – Q1FY25

(₹ In Crores)

Particulars (₹ in Crores)	Q1FY25	Q1FY24	YoY	FY24	FY23	YoY
Revenue from Operations	637.84	676.26	-5.68%	2,361.16	2,648.60	-10.85%
EBITDA	34.68	41.14	-15.70%	161.60	212.91	-24.10%
EBITDA Margin (%)	5.44%	6.08%	-64 bps	6.84%	8.04%	-120 bps
Depreciation and Amortization Expense	11.86	11.08	7.04%	49.46	40.32	22.67%
EBIT	22.82	30.06	-24.09%	112.14	172.59	-35.03%
EBIT Margin	3.58%	4.45%	-87 bps	4.75%	6.52%	-177 bps
Interest	21.11	13.28	58.96%	45.27	40.74	11.12%
PBT	1.71	16.78	-89.81%	66.87	135.78	-50.75%
PBT Margin (%)	0.27%	2.48%	-221 bps	2.83%	5.13%	-229 bps
PAT	1.11	10.95	-89.86%	48.82	112.02	-56.42%
PAT Margins(%)	0.17%	1.62%	-145 bps	2.07%	4.23%	-216 bps
EPS (₹ / Share)	0.17	1.65	-89.70%	7.35	16.87	-56.43%

- Revenue at ₹ 637.84 Crores in Q1FY25 –
 - Sugar down by 5.85%, at ₹ 428.77 crore, on account of low sugar sales volumes by 2.87%, while realisation per ton has improved by 4.07% during the period
 - Bio Fuels & Spirits, down by 55.09%, at ₹ 69.55 crore on account of a significant decline in volumes
 - Sharp increase in volumes by 30.65% led to Country Liquor segment being up by 34.24%, at ₹ 189.98 crore
- Operating profitability has been impacted by lower profit from Bio Fuel & Spirits segment along with lower crushing of sugarcane resulting in lower absorption of fixed costs
- Higher Interest Costs mainly on account of higher working capital requirements due to surge in sugar inventory levels



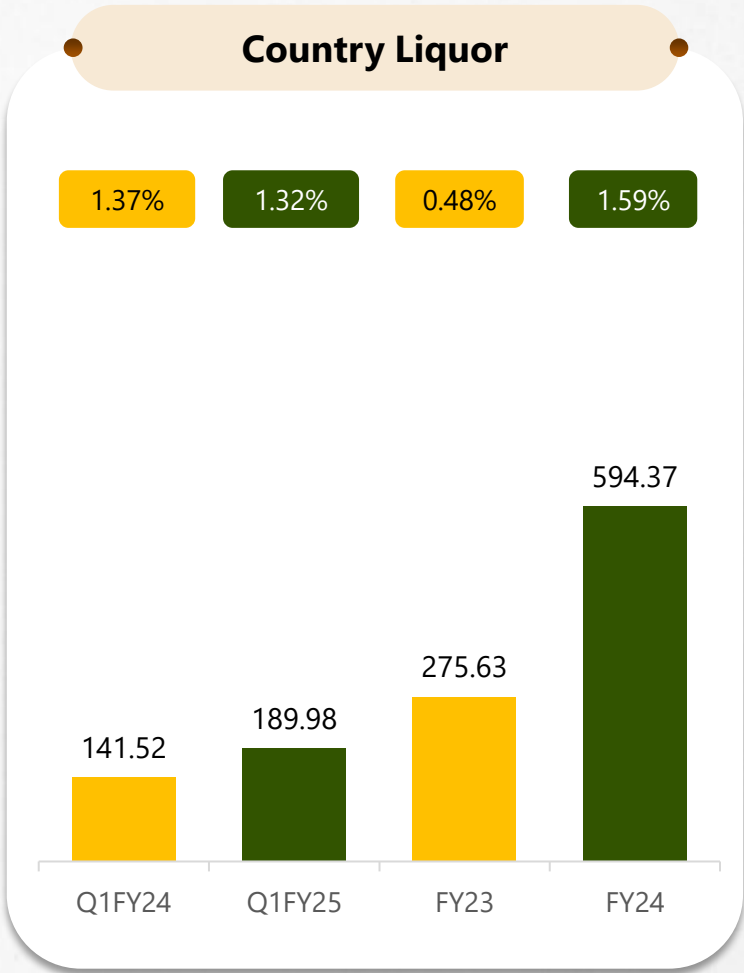
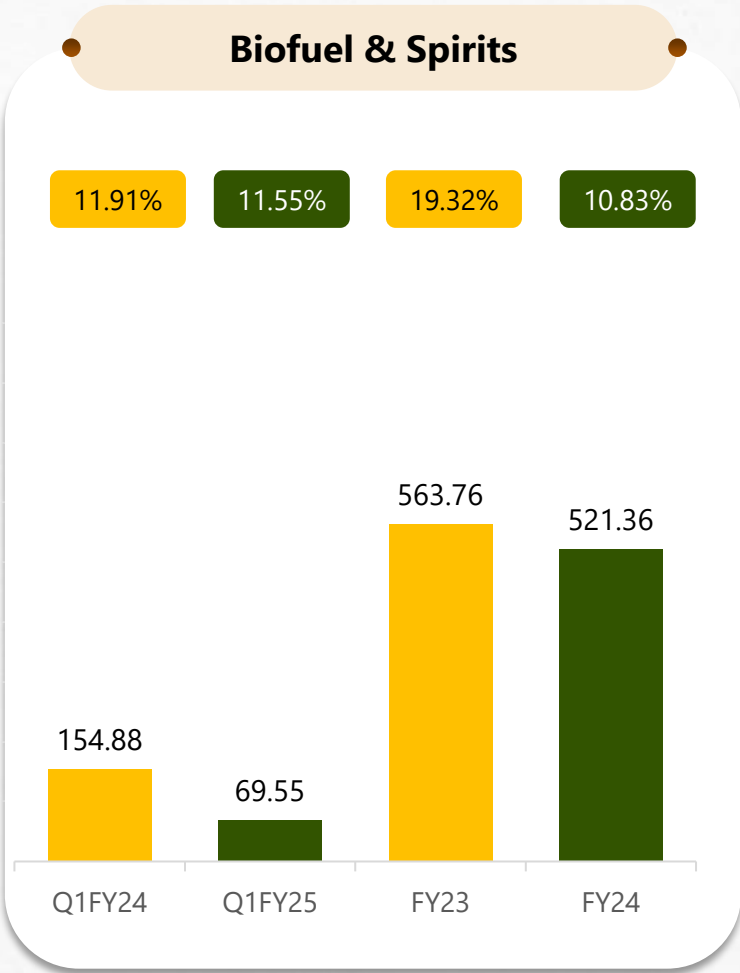
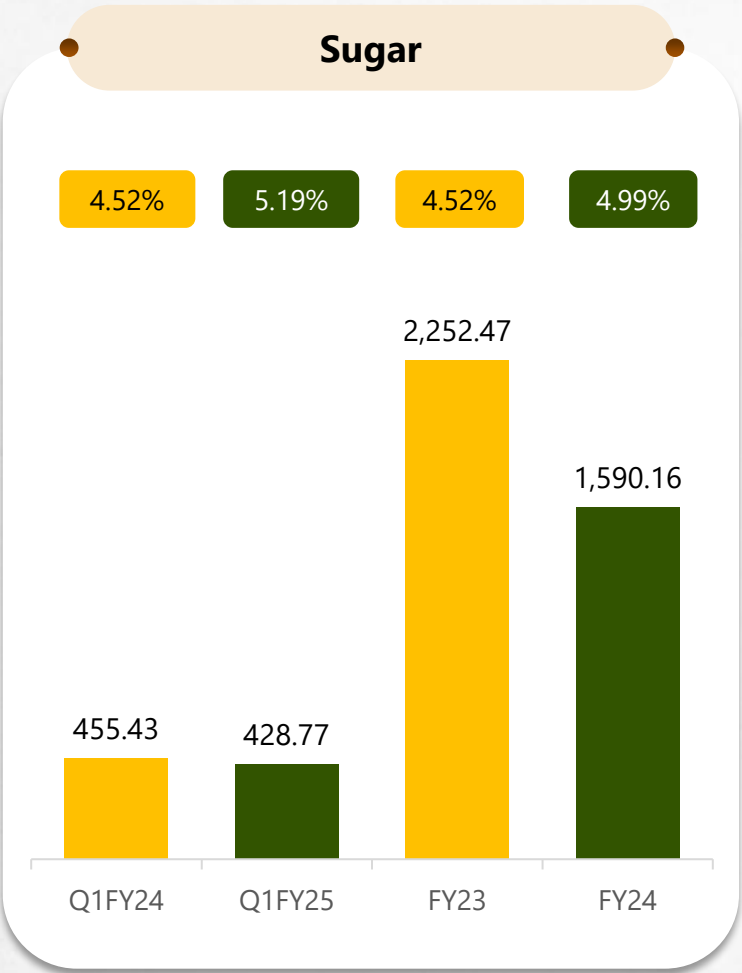
Segmental Performance | Q1FY25

(Standalone Financials)

Segment Highlights – Q1FY25



Revenue (₹ In Crores) & EBIT Margin (%)



Segment Overview – Q1FY25

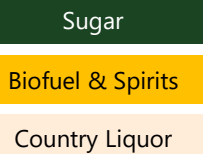
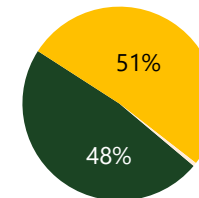
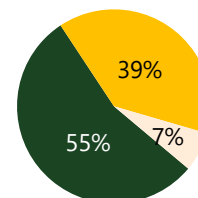
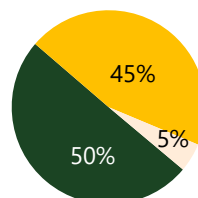
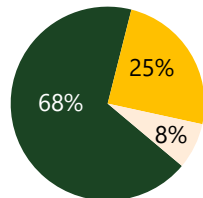
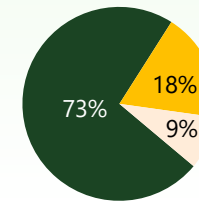
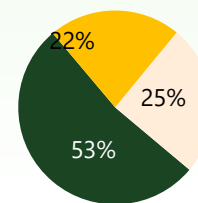
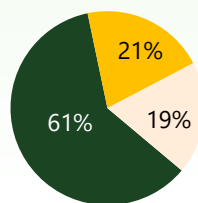
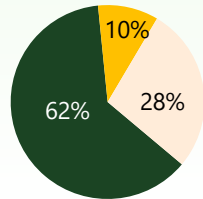
Segment Performance

(₹ In Crores)

Particulars (₹ in Crores)	Q1FY25	Q1FY24	YoY	FY24	FY23	YoY
Sugar						
Revenue	428.77	455.43	-5.85%	1,590.16	2,252.47	-29.40%
EBIT	22.25	20.57	8.17%	79.41	101.70	-21.92%
EBIT Margin (%)	5.19%	4.52%	67 bps	4.99%	4.52%	48 bps
Biofuel & Spirits						
Revenue	69.55	154.88	-55.09%	521.36	563.76	-7.52%
EBIT	8.03	18.44	-56.45%	56.44	108.90	-48.17%
EBIT Margin (%)	11.55%	11.91%	-36 bps	10.83%	19.32%	-849 bps
Country Liquor						
Revenue	189.98	141.52	34.24%	594.37	275.63	115.64%
EBIT	2.51	1.94	29.38%	9.48	1.31	623.66%
EBIT Margin (%)	1.32%	1.37%	-5 bps	1.59%	0.48%	112 bps

Revenue Mix

EBIT Mix



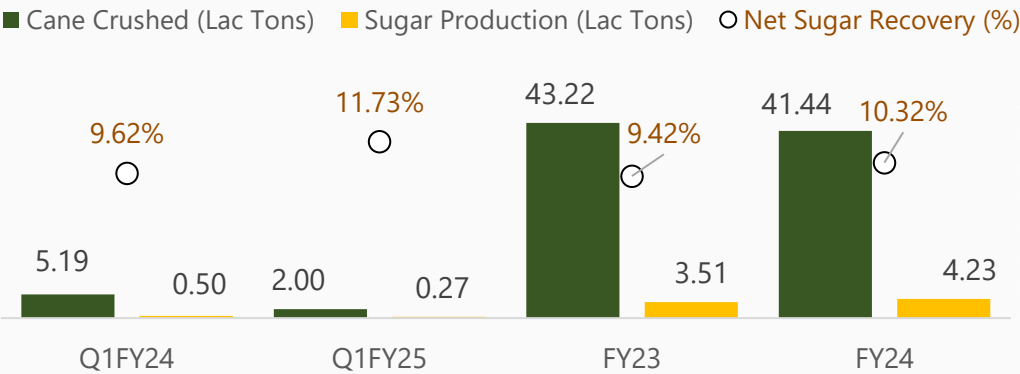
Operational Performance – Q1FY25

Particulars	UOM	Q1FY25	Q1FY24	FY24	FY23
Sugar					
Sugar Production	Tons	26,811	49,916	4,23,489	3,50,578
Sugar Sales	Tons	95,153	97,968	3,03,414	4,53,144
Avg. Realisation	₹/Ton	39,153	37,621	38,350	36,684
Inventory*	Tons	2,01,713	1,06,133	2,69,459	1,47,108
Valuation Rate *	₹/Ton	34,569	34,682	34,715	33,929
Renewable Energy					
Power Generation	In Mn. Units	18.12	70.81	302.50	345.31
Power Export	In Mn. Units	6.56	20.76	96.81	146.73
Avg. Realisation	₹/Unit	3.44	3.44	3.44	3.30
Biofuel & Spirits					
Ethanol Production	Mn BL	13.74	25.45	93.14	98.05
Ethanol Sale	Mn BL	10.21	23.87	82.68	88.52
Avg. Realisation	₹/BL	58.52	61.08	58.81	60.83
Ethanol Stock	Mn BL	8.63	4.99	7.74	5.54
Country Liquor					
Sales	No. of Cases	7,74,981	5,93,156	25,04,325	11,62,009
Avg. Realisation (Net of Excise)	₹/Cases	274.17	281.31	281.51	250.14

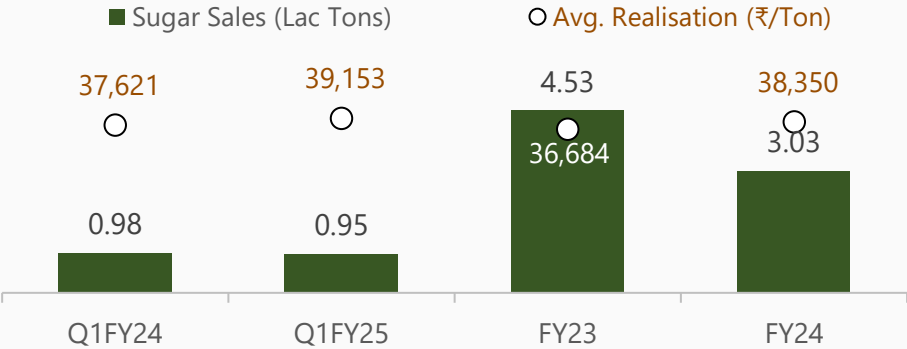
* Includes White & Raw sugar

Operational Highlights - Sugar

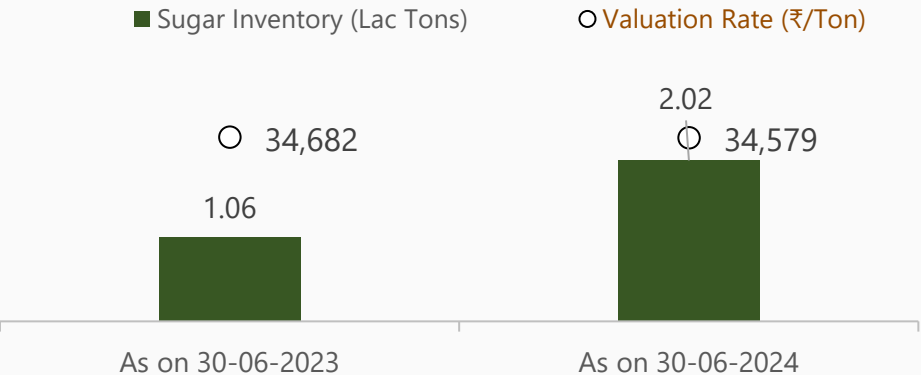
Cane Crushed, Sugar Production & Recovery



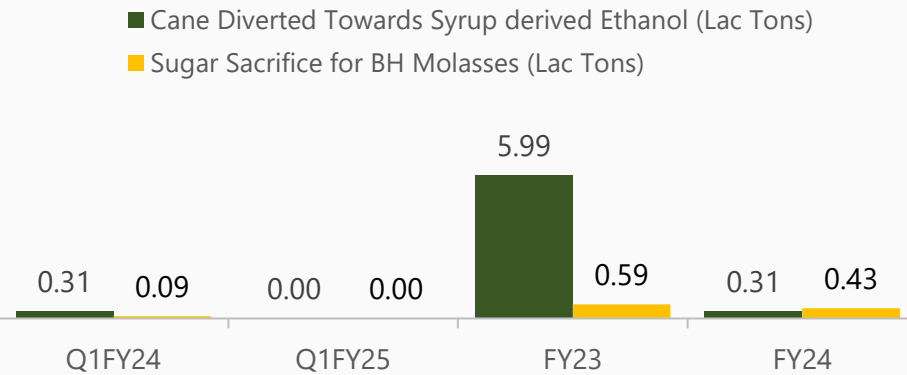
Sugar Sales & Realisation



Sugar Inventory & Valuation

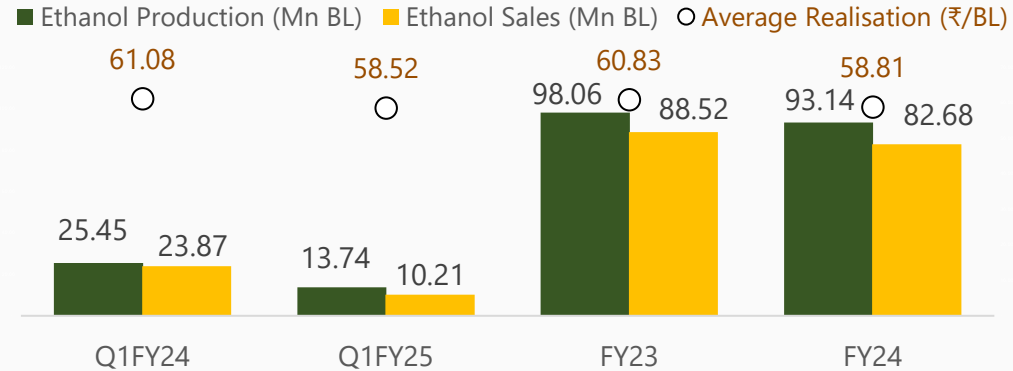


Cane Diversion & Sugar Sacrifice

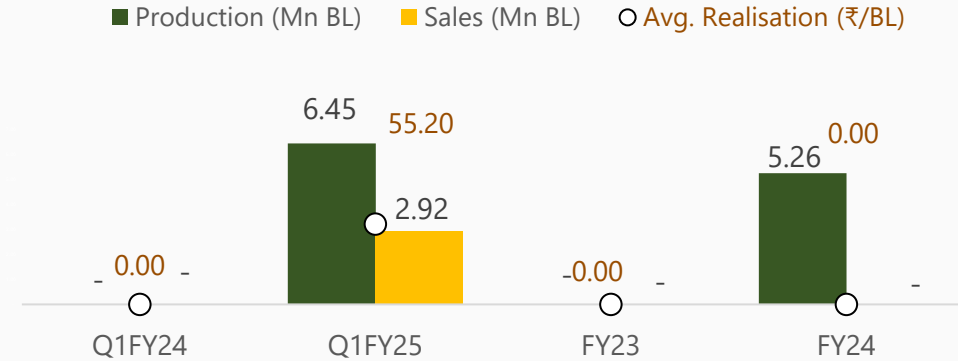


Operational Highlights - Bio Fuel & Spirits

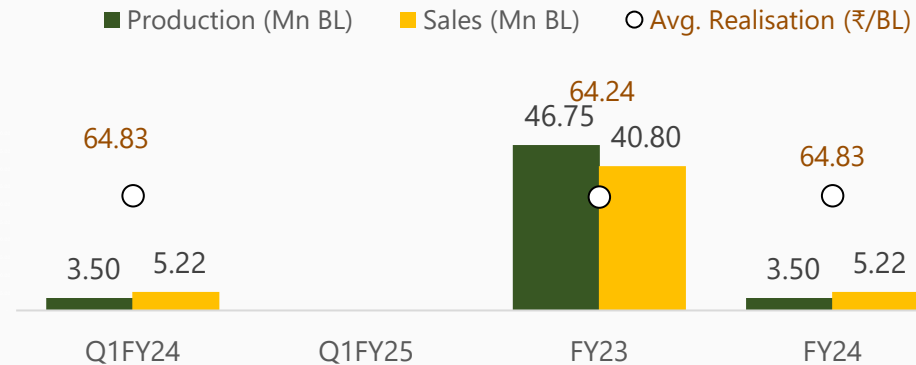
Ethanol Production, Sales & Realisation



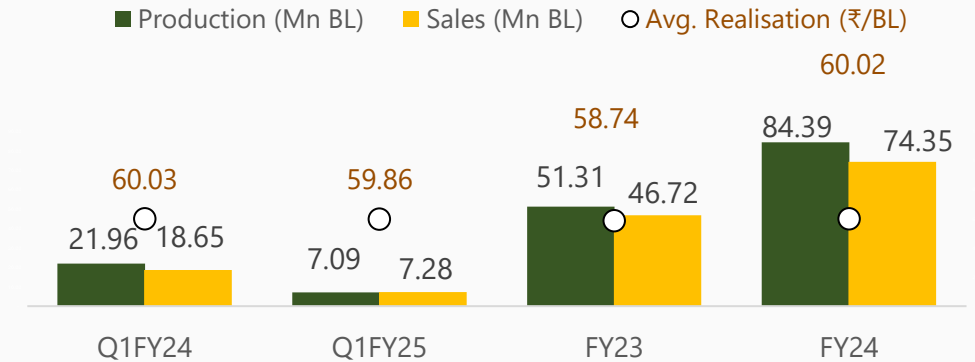
C-Heavy Derived Ethanol



Syrup Derived Ethanol*



B-Heavy Derived Ethanol

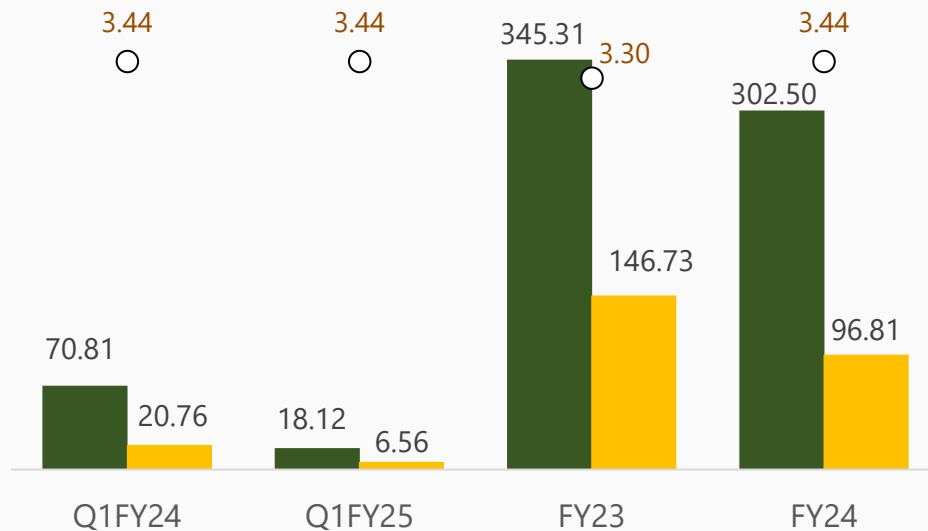


- 1.Ethanol Stock as at 30th June, 2023 and 30th June, 2024 was 4.99 (Mn BL) and 8.63 (Mn BL) respectively.
- 2.No diversion of sugarcane towards syrup derived ethanol in Q1FY25

Operational Highlights – Renewable Energy & Country Liquor

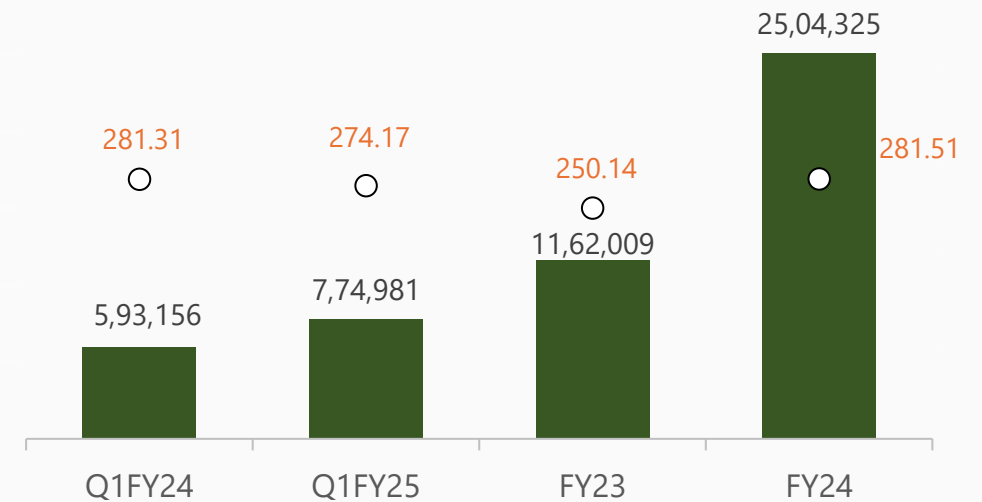
Renewable Energy

■ Generation (Mn Units) ■ Exports (Mn Units) ○ Average Realisation (₹/Unit)



Country Liquor

■ Sales (Cases) ○ Avg. Realisation (₹/Case)



Balance Sheet Highlights

(₹ In Crores)



Long Term Loans

₹230 Crores
as on June 30, 2024

₹241 Crores
as on March 31, 2024



Working Capital (Cash Credit Limits)

₹651 Crores
as on June 30, 2024

₹806 Crores
as on Mar 31, 2024



Long Term Debt : Equity Ratio

0.23 times
as on June 30, 2024

0.24 times
as on Mar 31, 2024

- Long term and short-term ratings of the Company assigned at A (Outlook-Stable) by Care Ratings
- The Company repaid long term loans of ₹ 18.45 crores and availed fresh term loan of ₹ 6.97 crores for Grain based Distillery during Q1FY25.



Industry dynamics

Sugar Scenario

Domestic Sugar Balance Sheet (Mn Tons)

S. No	Particulars	SS 2022-23	SS 2023-24 (P)
a)	Opening Stock as on 1st October	7	5.5
b)	Gross Production during the Season	36.6	34
c)	Diversion for Ethanol	3.8	2.0
d)	Net Production during the Season	32.8	32
e)	Imports	0	0
f)	Total Availability	39.8	37.5
	Off-take		
	i) Internal Consumption	27.9	28.5
	ii) Exports	6.4	0
g)	Total Off-take	34.3	28.5
h)	Closing Stock as on 30th September	5.5	9.0

Sugar Production in Key States

(Sugar Season 23-24)

States	Gross Production	Net Production
UP	10.98	10.38
Maharashtra	11.72	11.02
Karnataka	5.59	5.06

- ESY 23-24, CH derived ethanol price increased from Rs. 49.41 per litre to Rs. 56.28 per litre. Also, maize derived ethanol price increased from Rs. 66.07 per litre to Rs. 71.86 per litre. Feedstock wise prevailing ethanol prices are as under:-

S. No.	Name of Feedstock used for producing Ethanol	Basic Rate for Ethanol (Rs. Per Ltr) (ESY 22-23)	Basic Rate for Ethanol (Rs. Per Ltr) (At present)
1	Sugarcane Juice / Sugar / Sugar Syrup	65.61	65.61
2	B-Heavy Molasses	60.73	60.73
3	C-Heavy Molasses	49.41	56.28
4	Damaged Food Grain	64.00	64.00
5	Maize	66.07	71.86

- Out of the total requirement of 825 crore litres, OMCs have procured 385.70 crore litres as of June 23, 2024 out of which Sugar sector contributed 185.1 crore litres and grain sector supplied 200.7 crore litres.
- The blending % achieved is 12.91%.

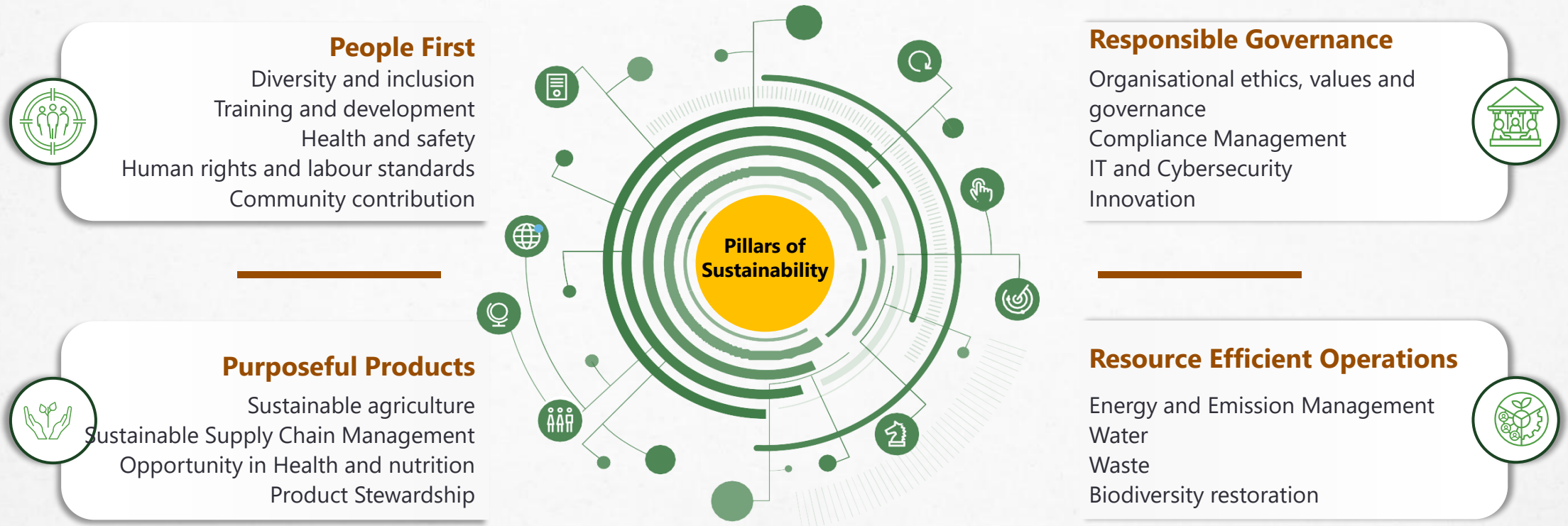
The background of the slide is a dark green, semi-transparent overlay on a photograph of a cornfield. In the upper right, a drone is visible in flight. The overall aesthetic is modern and eco-friendly.

Balanced Growth for a Sustainable Tomorrow

Summary of ESG content

Our ESG Strategy Construct

During FY 2022-23, the Company conducted a materiality assessment to identify sustainability issues that are important to both the company and its stakeholders. This assessment involved identifying potential issues, engaging with stakeholders to understand their perspectives, and prioritizing the most important issues to address. Basis the same, DBO's ESG strategy construct is designed comprising four pillars: Responsible Governance, Resource Efficient Operations, People First, and Purposeful Products. Each pillar plays a crucial role in promoting long-term value creation, mitigating risks, and fostering positive impacts on the environment, society, and the company's stakeholders.



Our Contribution to UN SDGs

Our material topics align with the following Sustainable Development Goals set forth by United Nations (UN SDGs)





Annexures

Our Certifications



Certificate of Drug Formulation Approval

Dhampur Bio Organics Limited, Unit-Asmoli Division Sugar has been granted license(s) to manufacture Pharmaceutical Grade Sugar Quality ICUMSA 45 conforming to I.B./B.P./U.S.P specification



Certificate of Drug Formulation Approval

Dhampur Bio Organics Limited, Unit-Mansurpur has been certified with ISO 9001:2015 for manufacturing of Refined White Sugar



ISO 14001:2015

Dhampur Bio Organics Limited, Unit-Mansurpur has been certified with ISO 14001:2015 for manufacturing of Refined White Sugar.

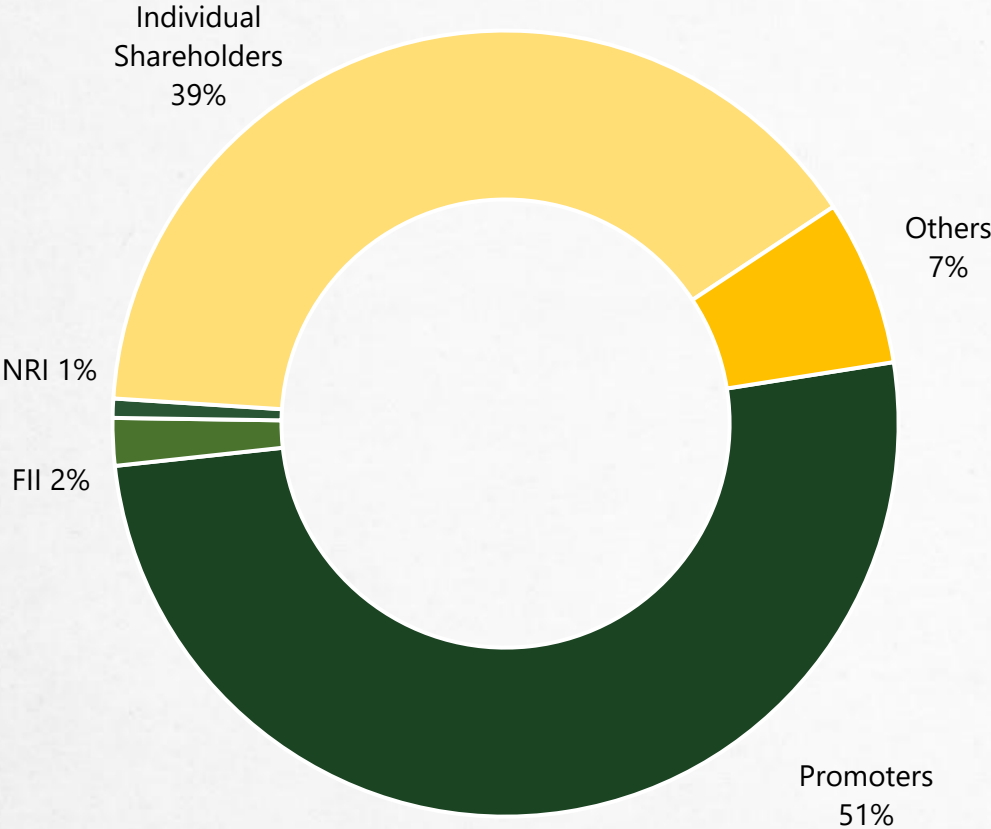


FSSC 22000

Food Safety System Certification FSSC 22000

Dhampur Bio Organics Limited, Unit-Mansurpur has been certified with FSSC 22000 for manufacturing of Refined Sugar.

Shareholders Information



Shareholder Information as on 30 th June 2024	
BSE Ticker	543593
NSE Symbol	DBOL
Market Cap (in Rs. Crores)	765.12
% Free- float	49.22%
Free Float Market Cap (in Rs. Crores)	376.59
Shares Outstanding (Crores)	6.64
3M ADTV (Shares)	2,50,823
3M ADTV (in Rs. Crores)	3.45
Industry	Sugar

Thank You



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