

Our Credo

Sustainability & Balance



Dhampur Bio Organics Ltd.

RESULTS PRESENTATION Q1 FY23

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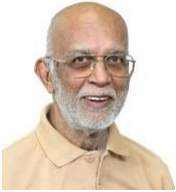
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- **Dhampur Bio Organics – a new beginning**
- **Our company**
- **Our strategy**
- **Our business**
- **Our performance**

Highlights of the year gone by



Vijay Goel
Chairman

This is Dhampur Bio Organic's 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.

We are pleased to report that our growth in cane crushed outpaced that of Uttar Pradesh as a whole.

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!

Scheme of Arrangement (Demerger)

- **Dhampur Bio Organics Limited was demerged from Dhampur Sugar Mills Limited vide the NCLT Order dated April 27, 2022, effective from May 3, 2022.**
- **The Appointed Date of the demerger is April 1, 2021.**
- **The demerger scheme was widely approved by all the concerned stakeholder.**



DHAMPUR SUGAR MILLS LIMITED (PRE-DEMERGER)

DHAMPUR BIO ORGANICS LIMITED

ASMOLI

Sugar Crushing
– 9000 TCD

Sugar Refinery
– 1100 TPD

Bio Fuels &
Spirits –
250,000 LPD

Renewable
Energy – 43.5
MWh

MANSURPUR

Sugar Crushing
– 8000 TCD

Sugar Refinery
– 900 TPD

Renewable
Energy – 33
MWh

• dhampure •

DIL MEIN MITHAAS

MEERGANJ

Sugar Crushing
– 5000 TCD

Raw Sugar– 800
TPD

Renewable
Energy – 19
MWh

DHAMPUR SUGAR MILLS LIMITED (POST DEMERGER)

DHAMPUR

RAJPURA

Why "Dhampur Bio Organics"



Roots

Dhampur

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

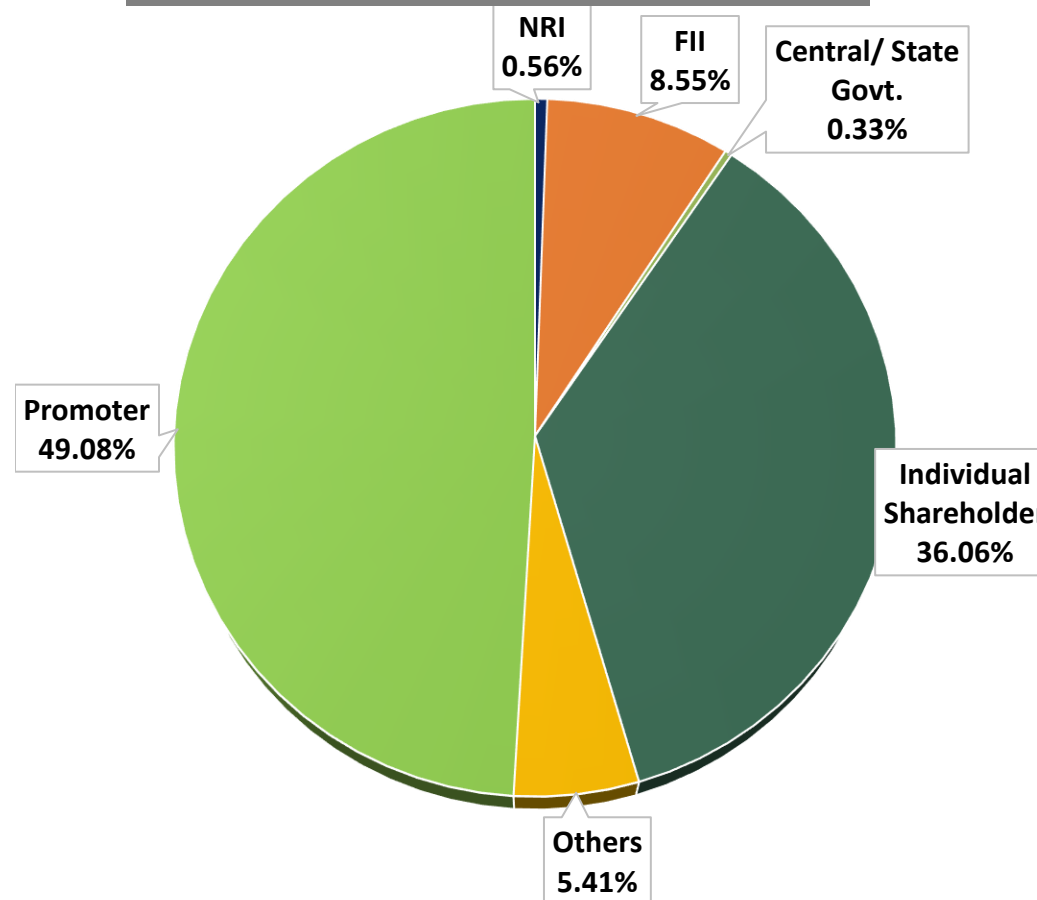
Shoots

**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 June 30, 2022



- ***Equity shares of Dhampur Bio Organics Ltd shall be listed on BSE Ltd and National Stock Exchange Of India Ltd (NSE)***

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

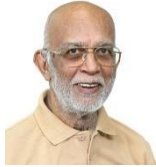
- **Our company**

- **Our strategy**

- **Our business**

- **Our performance**

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



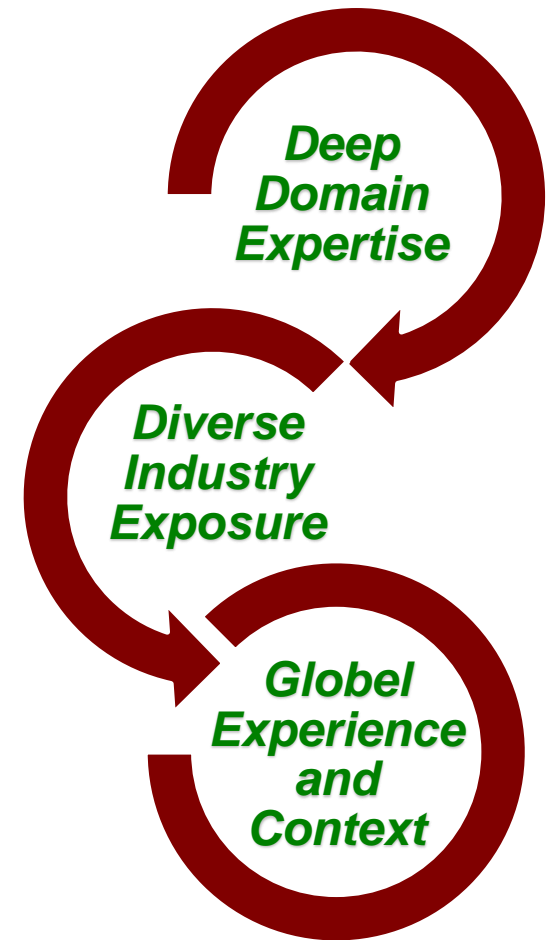
Vishal Saluja
Independent Director



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**

Mukul Sharma

Chief Of Staff

- **30 years of experience**

Sandeep Sharma

Chief Operating Officer

- **42 years of experience**

Nalin Kumar Gupta

Chief Financial Officer

- **26 years of experience**

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

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

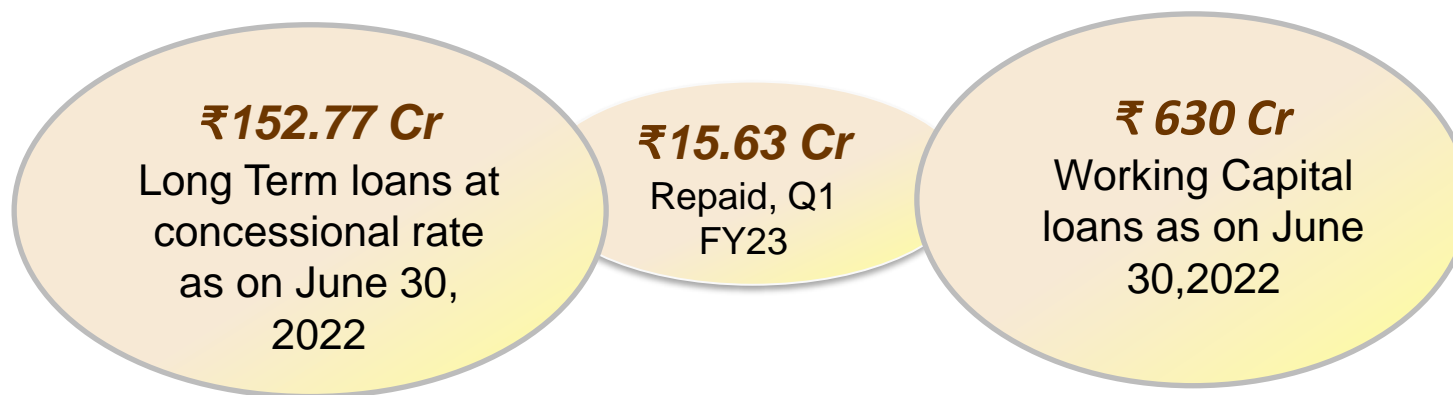
- Our business is inextricably linked with the rural landscape and bio-fuels, affording us the opportunity to make an outsized impact on our surroundings.
- We have a holistic approach to sustainability – sustainable for our environment, and our business



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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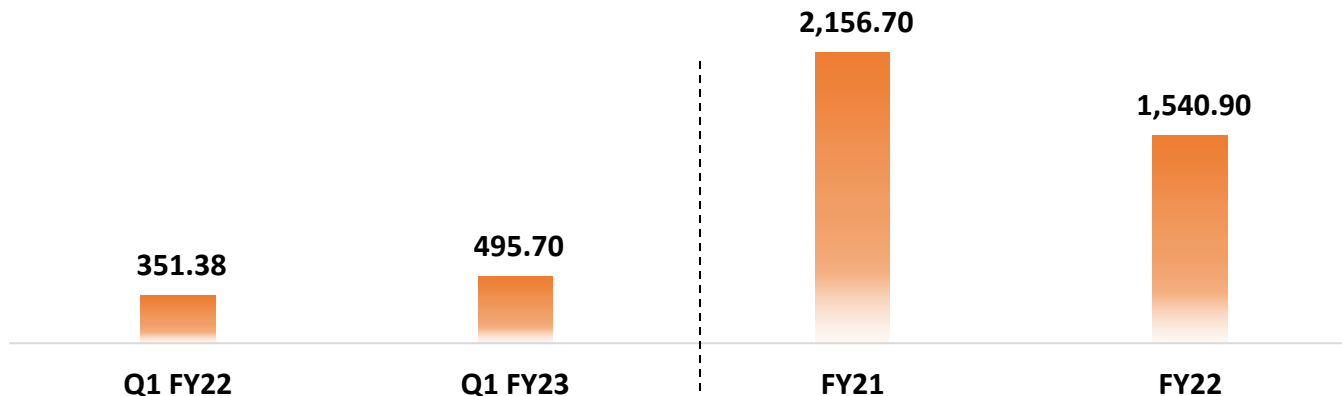


- Higher working capital utilization on account of accelerated cane price payment and higher inventory.
- Long Term Debt-Equity ratio at 0.17 times as on June 30, 2022 against 0.18 times as on March 31, 2022.
- Ratings of the Company is under process by CARE.

- *The Revenue of the company increased to ₹498.21 crores in Q1 FY23 as against ₹ 353.42 crores during Q1 FY22.*
- *PBT stood at ₹11.63 crores in Q1 FY23 as against ₹ 17.19 Crores during Q1 FY22.*
- *PAT stood at ₹8.24 crores in Q1 FY23 as against ₹ 13.77 crores during Q1 FY22*
- *EPS stood at ₹1.24/share for Q1 FY23 as against ₹ 2.07/share for Q1 FY22.*
- *Q1 FY23 v/s Q1 FY22 v/s FY22*

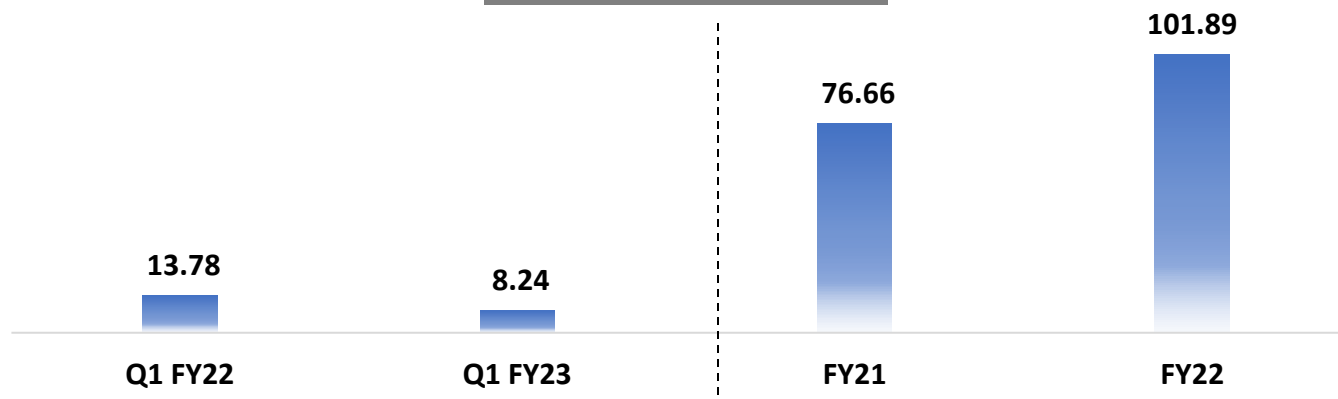
Particulars (₹ crore)	Q1 FY23	Q1 FY22	FY22	FY21
Revenues	498.21	353.42	1548.59	2162.10
EBIDTA	34.41	35.02	190.39	178.12
Depreciation	8.45	7.35	31.29	27.16
EBIT	25.96	27.67	159.10	150.96
Interest	14.33	10.48	30.13	40.87
PBT	11.63	17.19	128.97	110.10
PAT	8.24	13.77	102.32	77.29
EPS (Rs/Share)	1.24	2.07	15.35	11.55

REVENUE FROM OPERATIONS

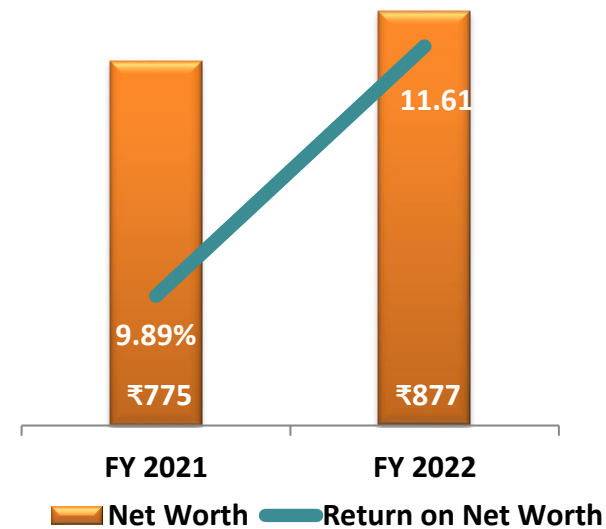
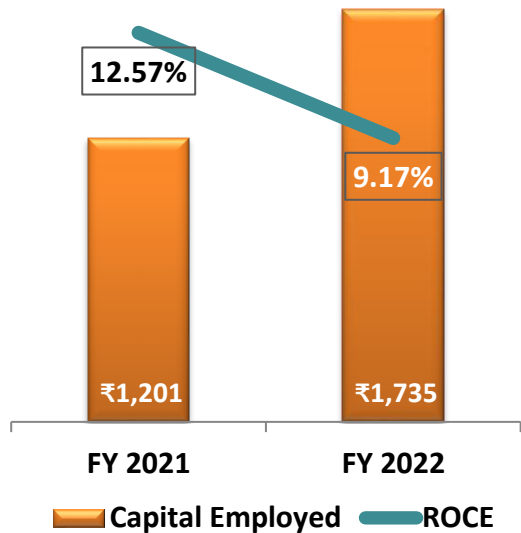
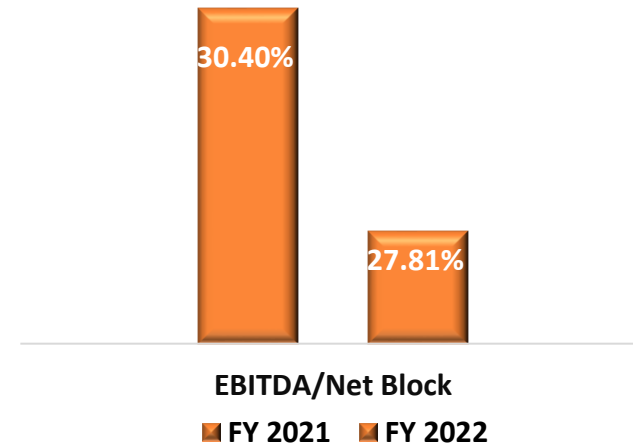
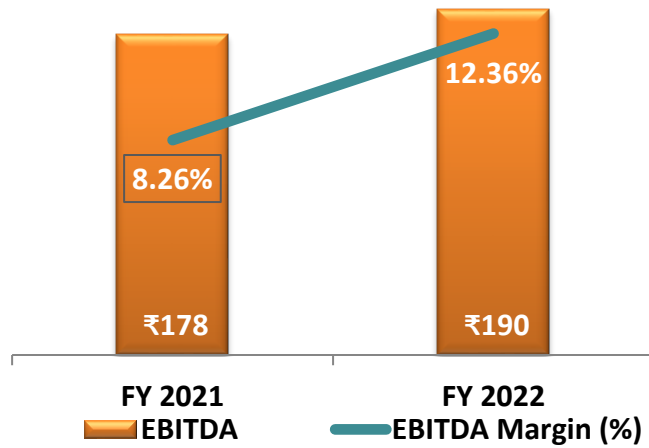


- Lower Turnover during FY22 is mainly on account of lower sugar sales by 32% from 5.32 lac tons in FY21 to 3.63 lac tons in FY22
- Inventory of sugar as on March 31, 2022 stood at 2.58 lac tons vis-à-vis 1.98 lac tons as on March 31, 2021

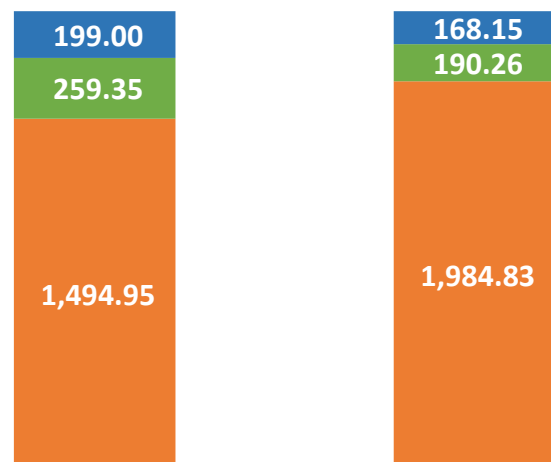
PROFIT AFTER TAX



Financial Performance...Contd



Segment Revenue (In Crore)

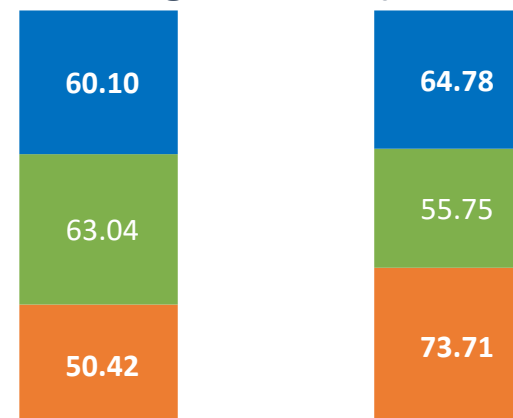


FY 2021-22

■ Sugar ■ Bio Fuel ■ Renewable Energy

FY 2020-21

Segment PBIT (In Crore)



FY 2021-22

■ Sugar ■ Bio Fuel ■ Renewable Energy

FY 2020-21

* Revenue includes inter segment revenues

The above has been prepared by excluding Revenues/PBIT of "Others" segment being negligible

Revenue Contribution

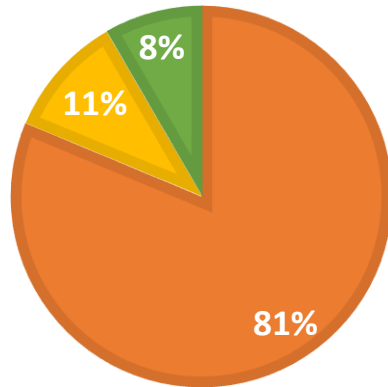
- Capacity of Distillery plant increased to 312,500 LPD (BH/Syrup derived Ethanol) in Q4FY22.
- Contribution of Bio fuel and Spirits segment to Revenue of the company increased from 10% in Q1FY22 to 21% in Q1FY23.
- Ethanol will continue to be focus area of the company

SEGMENT OVERVIEW

Segment Performance Q1 FY23 Vs Q1 FY22

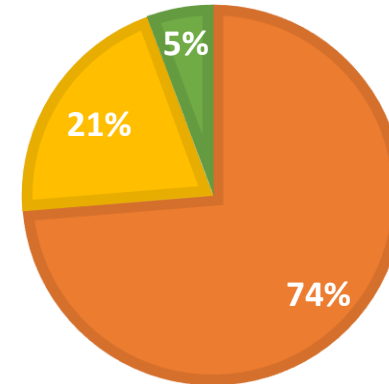
Q1 FY22 REVENUE CONTRIBUTION

■ Sugar ■ Bio Fuel ■ Renewable Energy

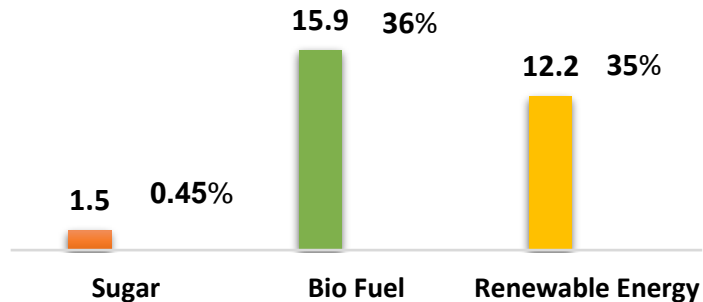


Q1 FY23 REVENUE CONTRIBUTION

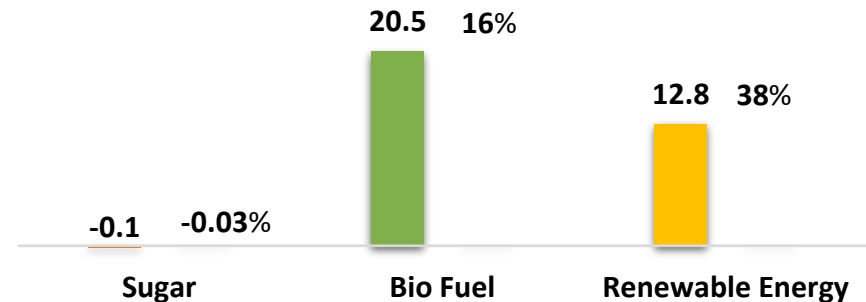
■ Sugar ■ Bio Fuel ■ Renewable Energy



Q1 FY22 Segment PBIT & PBIT Margin %



Q1 FY23 Segment PBIT



- Sugar: Increase in sugarcane cost by Rs 250/ton and lower recovery in the Q1 led to lower margin in sugar segment.
- Bio fuel and spirits: Transfer price increased by Rs 240 /ton of BH Molasses and lower recovery during the Q1 lead to lower margin
- New plant got stabilized at the end of Q1 and expected to provide better yield going ahead.

Segment Overview

Revenues (₹ crore)	Q1 FY23	Q1 FY22	Q-on-Q Change(%)
Sugar	443.64	339.81	36.71
Renewable Energy	33.66	34.81	-3.29
Bio fuel and spirits	124.68	43.40	187
PBIT (₹ crore)	Q1 FY23	Q1 FY22	Q-on-Q Change(%)
Sugar	(0.13)	1.54	-109
Renewable Energy	12.84	12.18	5
Bio fuel and spirits	20.50	15.89	29
PBIT Margin (%)	Q1 FY23	Q1 FY22	Q-on-Q Change(%)
Sugar	(0.03)	0.41	(106.9)
Renewable Energy	38.15	34.99	9
Bio fuel and spirits	16.44	36.61	(55.1)

- Sugar: Increase in sugarcane cost by Rs 250/tonne and lower recovery in the Q1 lead to lower margin in sugar segment.
- Bio fuel and spirits: Transfer price increased by Rs 240 /tonne of BH Molasses and lower recovery during the Q1 lead to lower margin
- New plant got stablized at the end of Q1 and expected to provide better yield going ahead.



Sugar Segment

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Cane Crushed [#]	Sugar Production #	Net Recovery (%)	Sugar Sales [#]	Free Sugar Realizations (₹/kg)
Q1 FY23	443.64	73.70	(0.13)	6.02	0.52	9.23	0.99	35.63
Q1 FY22	339.81	81.29	1.54	6.60	0.74	11.19	0.72	33.69
FY22	1494.95	76.53	50.42	40.33	3.97	10.23	3.63	35.48

#Lac Tonnes

0.39 Lac tons

diverted towards syrup
derived ethanol in Q1
FY23

0.11 Lac tons

sacrifice of sugar in
BH Molasses in Q1
FY23

2.15 Lac tons

sugar stock as on June
30, 2022 valued at ₹
33.95/kg

1.92 Lac tons

diverted in Sugar Season
2021-22

0.04 Lac tons

sacrifice of Sugar in BH
Molasses in Q1 FY22

1.89 Lac tons

sugar stock valued at ₹ 30.54
as on June 30, 2021

- During the SS 2021-22, the Company crushed 39.77 lac tons of sugarcane against 38.01 lac tons during last season.
- During the SS 2021-22, the company diverted 1.95 lac tons towards syrup derived ethanol and sacrificed 0.52 lac tons of sugar towards B-Heavy derived Ethanol.

- *All India sugar production for Sugar Season 21-22 is expected to be around 36 Mn tonnes after accounting for sugar diversion towards production of ethanol. Sugar Exports expected to be 10 Mn tonnes*
- *Closing stock at end of Sugar Season 21-22 is expected to be around 6.68 Mn tonnes.*
- *Sugar Cane Price :*
 - *Fair & Remunerative Price (FRP) for procurement of Sugarcane is announced by GOI, presently FRP for the sugar season 2021-22 stood at Rs. 2900 per Ton (linked to a basic recovery of 10%).*
 - *State Advised Price (SAP) for sugarcane procurement is announced by the State Govt of Uttar Pradesh every year. SAP for sugar season 2021-22 for Uttar Pradesh stood at ₹3500/Ton (Early Cane Variety).*
 - *Minimum Selling Price, announced by the GOI stood at Rs. 31000 per Ton.*
- *At present, GOI releases sugar sales quota for each sugar factory for every month.*
- *There is no export subsidy for Sugar Season 2021-22.*
- *Sugar Exports from India brought under government approval route.*



 **dhampur**
Dhampur Bio Organics Ltd.
Bio Fuels

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q1 FY23	124.68	20.71	20.50
Q1 FY22	43.40	10.38	15.89
FY22	259.35	13.28	63.04

Operational

RS/ Ethanol (lac BL)		Avg. Sales Realization (INR/BL)
Production	Sales	
209.53	208.97	59.57
109.60	73.34	57.39
456.03	462.76	59.33

Syrup Derived Ethanol

PRODUCTION



SOLD



159.53
Lac BL, ESY22

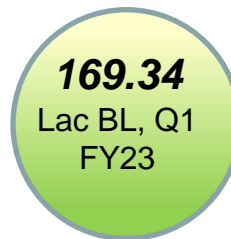
159.53
Lac BL, ESY22

B Heavy Derived Ethanol

PRODUCTION



SOLD

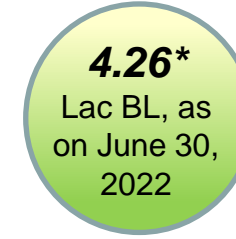


103.62
Lac BL, Q1 FY22

68.84
Lac BL, Q1 FY22

Inventory Size

Ethanol



48.22
Lac BL, as on June
30, 2021

AVERAGE SALES REALIZATION

Syrup Derived Ethanol
₹ 63.18/BL, Q1 FY23
63.20/BL, Q4 FY22

B-Heavy Derived Ethanol
₹ 58.73/BL, Q1 FY23
57.39, Q1 FY23

VALUATION RATE

***Includes 0.88 Lac BL at ₹
46.56/BL**

- *Under the National Bio-Fuel policy announced by the Government of India, Ethanol Blending Program (EBP) aims to increase ethanol blend level with petrol to 20% by 2025. Supply of around 10 bn litres of ethanol is required to achieve the 20% blending.*
- *New Bio-Fuel Policy allowing manufacturing of ethanol from B-heavy molasses (Sugar Sacrifice) as well as from direct sugar cane juice.*
- *OMCs contracted for supply of 441 crore litres ethanol by sugar mills during ethanol year 2021-22. 10.12% Blending achieved in India.*
- *GOI is providing incentives by way of Interest subvention for capacity expansion for production of Ethanol.*
- *GOI has announced Ethanol sale prices as under:*
 - *Basic price of ethanol, derived out of C heavy molasses, stands at ₹46.66/litre (ex mill) for supply period from 1st December 2021 to 30th November 2022.*
 - *Basic price of ethanol, derived out of B heavy molasses, stands at ₹59.08/litre (ex mill) for supply period from 1st December 2021 to 30th November 2022.*
 - *Basic price of ethanol, derived out of sugar cane juice, stands at ₹63.45/litre (ex mill) for supply period from 1st December 2021 to 30th November 2022.*



Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q1 FY23	33.66	5.59	12.84
Q1 FY22	34.81	8.33	12.18
FY21-22	199.00	10.19	60.10

Operational

Power Generation [#]	Power Export to UPPCL [#]	Realizations (₹/unit)
5.88	2.04	3.30
6.15	2.75	3.18
31.75	14.50	3.18

#Crore units

- *Renewable Power operations continued to be carried out in an efficient manner.*
- *Surplus power being supplied to UPERC.*
- *Renewable power plants being operated at reduced capacity for lesser no of days due to lower tariff. The Company is optimizing revenue by selling of surplus bagasse.*
- *During the Q1 FY 23, the company sold 0.26 Lacs ton for Rs 8 Cr against no baggase sale in during Q1 FY22*

- *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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