

E.I.D Parry (India) Ltd.

Investor presentation – Dec'23



Certain statements made in this document may constitute forward-looking statements. These forward-looking statements are based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable.

However, these forward-looking statements are subject to certain risks and uncertainties that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

EID Parry will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

122

Years



FY23 Consolidated
Turnover (USD bn.)

USD 9B



Group Market
cap. (USD bn)

USD 37B*



29

Businesses



Listed entities

10



Countries

40



100+

Manufacturing
locations



Farmers

20mn+



Work-force

73,000

*Group Market Cap as on 1st Nov'23



Employees

2500+

Legacy

235+ years

Market Cap.*

Rs.9,500Cr.

Sugar mills




6

Revenue#

Rs.5,617Cr.

Distilleries

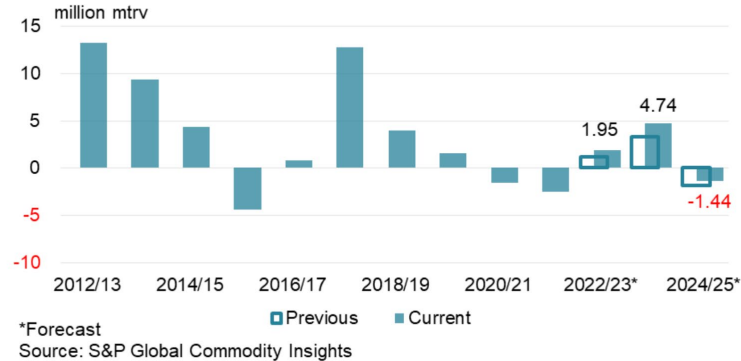
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Location	 Sugar	 Power	 Distillery	Expansion underway
Nellikuppam- TN	7500 TCD	25 MW	75 klpd	45 klpd
Pugalur- TN	4800 TCD	22 MW		
Sivaganga- TN			64 klpd	
Sankili- AP	5000 TCD	16 MW	168 klpd	
Haliyal- KA	12000 TCD	49 MW	50 klpd	120 klpd
Bagalkot- KA	6000 TCD	16 MW	60 klpd	
Ramdurg- KA	5000 TCD	13 MW		
Total	40300 TCD	140 MW	417 klpd	165 klpd



Industry Analysis

Global sugar balance



❖ **Global sugar balance for 22-23 is at a surplus of 1.95 MMTRV** against previously estimated surplus of 1MMTRV, majorly due to increased production estimates from central-south Brazil, Turkey, Ukraine & to some extent from Kenya. For 23-24 as well, there is a significant increase in production is expected from Brazil, EU & Turkey. Higher production coupled Global lower Consumption (especially in US & Mexico) led **to global surplus estimates of 4.75MMT for 23-24**

❖ Raw sugar futures are trading around the **historical highs of 27 c/lb having reached 12 year high of 28c/lb**. Rising crude prices incentivising more diversion to Ethanol & Shipment delays due to heavy rains in Brazil; coupled with expected shortfall in production from India are rendering a **bullish outlook to the prices in medium term**.

Sugar Year	Opening Stock - 1st Oct (LMT)	Season Production (LMT)	Domestic Consumption (LMT)	Exports (LMT)	Closing Stock (LMT)
2017-18	39	327	254	5	107
2018-19	107	332	255	38	146
2019-20	146	274	253	60	108
2020-21	108	312	266	72	82
2021-22	82	357	273	110	55
2022-23	55	328	275	60	48

Note: Season Production is net of Ethanol Diversion; Source: ISMA

- With drop in yield due to El Nino conditions in the key growing states of Karnataka and Maharashtra, **the latest estimated production for the SY 23-24 is pegged at 337 LMT (including diversion to Ethanol)**, while the consumption remains flat. It may be noted that the **total production for SY 22-23 including diversion to Ethanol was 368 LMT**
- With this expected drop in production, the government is unlikely to give permission for Sugar exports during this season 23-24.

SY 2021-22	SY 2022-23	Key Policies	SY 2023-24
31	31	MSP- (INR/kg of sugar)	31
2900 for 10.00% recovery	3050 for 10.25% recovery	FRP- (INR/MT of cane)	3150 for 10.25% recovery
Yes	Yes	Release quota for Domestic Sales	Yes
11 MMT (OGL)	6MMT	Sugar Exports	Restricted

- In March 2020, Niti Aayog recommended increase in MSP by Rs.2/-Kg. However, this is yet to happen.



Increase Cane Volume

- Grow the cane volumes and improve the varietal mix in command areas

Maximize Sugar Realisation

- Value-added products in Retail & Institutions, to realise better Premium
- Grow the packaged retail business through distribution & brand building

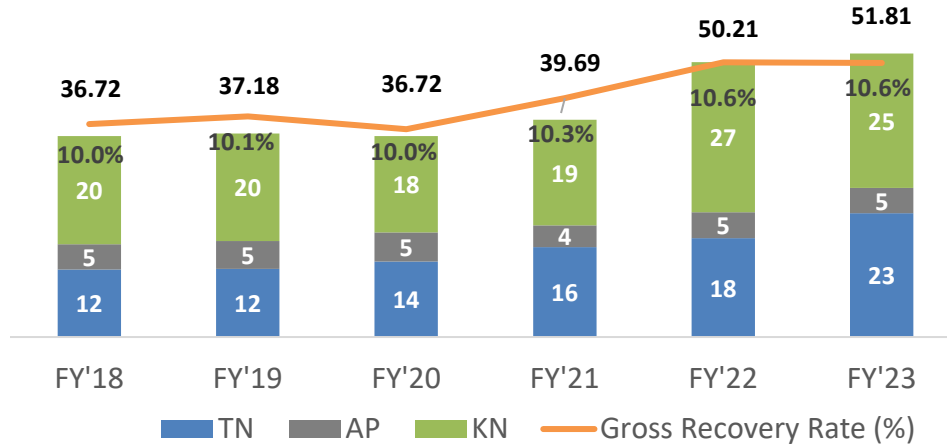
Rationalize Fixed Cost

- Improve Efficiencies and optimize Cash Fixed Cost

Maximize EBP Opportunity

- Augment distillery capacities
- Maximize ethanol from Syrup and B-Heavy

Cane Crushed [LMT] & Recovery %

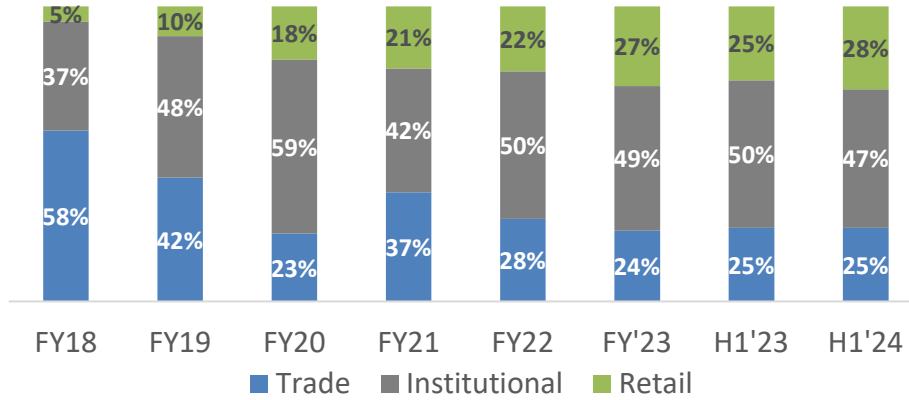


Current Year performance

FY	Cane Crushed (LMT)	Gross recovery %
H1 FY 23	11.07	8.98%
H1 FY 24	12.54	8.50%

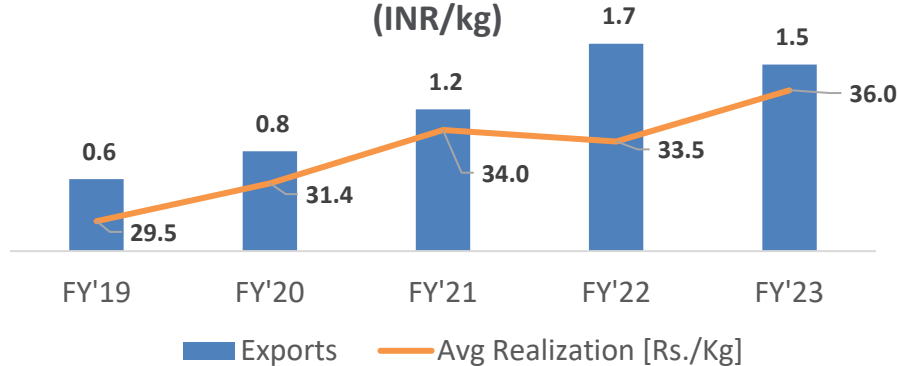
- Cane volume growth at a CAGR of 7% over 6 years
- Strategically relocated the mill from lower recovery zone to higher recovery zone
- Better varietal mix helped improve recovery in TN/AP

Sugar Domestic Sales Mix (%)



➤ Retail and institutional saliency is consistently going-up

Sugar Exports Volume [LMT] & Realisation (INR/kg)



➤ Leveraged export opportunity (150% growth from FY'19 to FY'23) for better working capital management

EID RETAIL PRODUCT SUITE



Convert consumers from loose to packed

**W&C –
Rs 50/Kg**



Step up to branded white sugar

**WL –
Rs.55/Kg**



Premium Imagery PPRS

**PPRS –
Rs.60/Kg**



Premium Imagery Superfine

**Superfine -
Rs. 75/Kg**



Natural Brown Sugar

**Amrit – Rs.
100/Kg**



Parrys Jaggery

**Jaggery -
Rs. 110/Kg**



Superior Health Benefit

**Low GI -
Rs.120/Kg**

Price points mentioned here represent the MRP of the respective product



Loose Sugar - Rs.35/Kg

- Upgrade consumers to higher price points and larger brands
- First mover with entry barrier on both sides of the spectrum

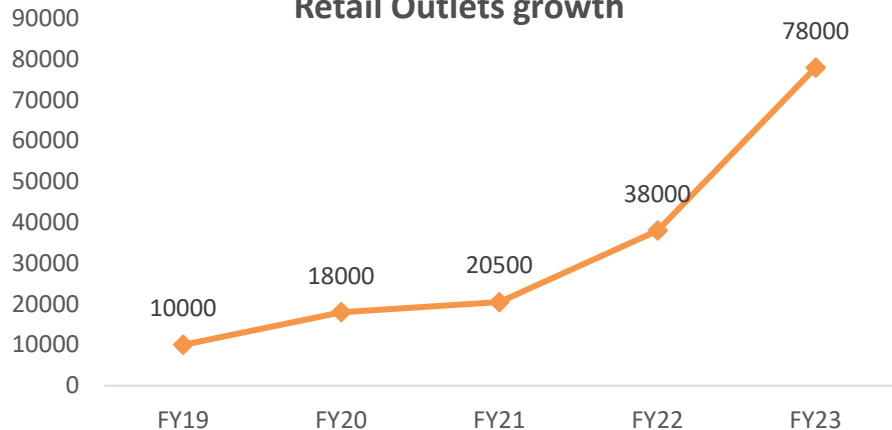
Portfolio Buildup

- Build portfolio of Next gen sweetener products to
 - Straddle across price points
 - Meet Consumers' sweetener requirement fully.

Distribution Growth

- Focus in South India
- Consolidate in Metro, Class1 and Class 2 towns
- Focus on Modern Trade and Self-service store as phase 1 growth pillar
- Extend to B class outlets in FY'23
- Plan to reach 1 lac outlets by FY 25

Retail Outlets growth



Brand Building

- Implemented Master branding on packs
- Rigorous consumer research to understand need-state
- Focused communication build up on Brand equity
- Strengthening Digital initiatives
- Instore visibility prop up





Parry's

ADD PURE SWEETNESS TO YOUR DIVINE CELEBRATIONS

Happy Ganesh Chaturthi

SAFE AND HYGIENIC

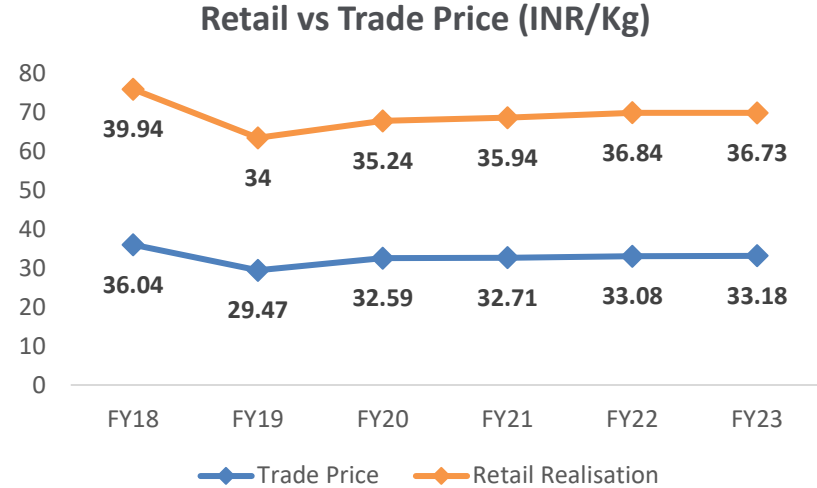
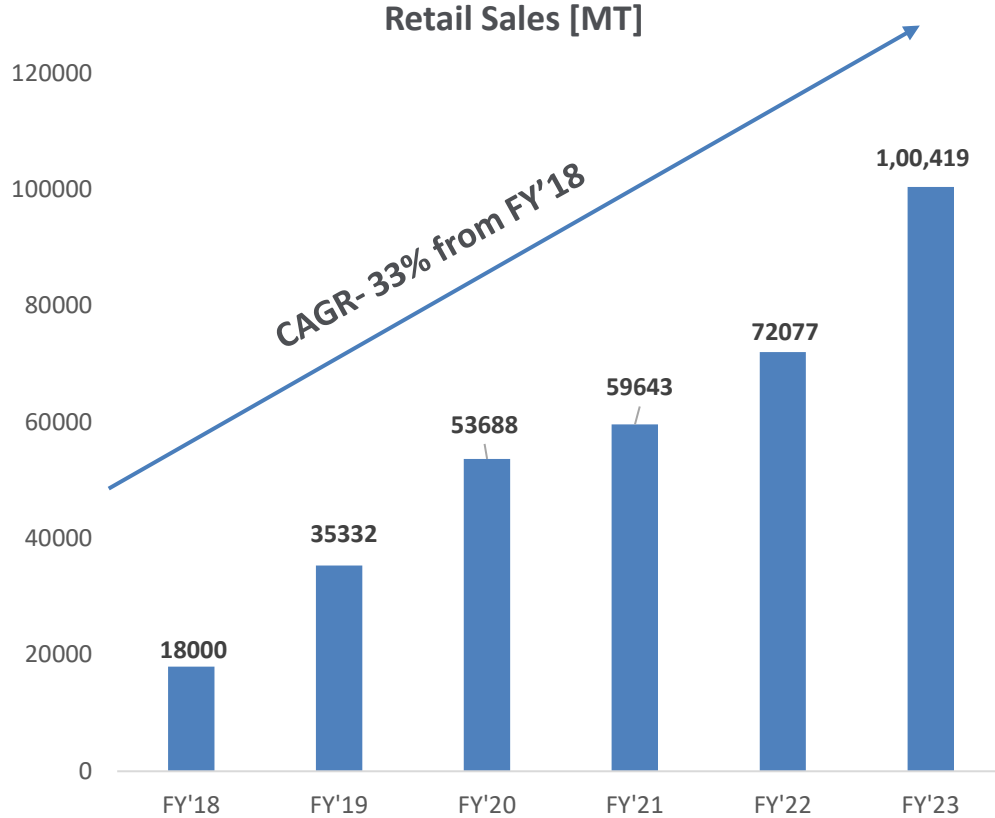
HYDROSE AND CHEMICAL-FREE

NO STRAINING REQUIRED

Parry's JAGGERY POWDER

Parry's Sugar

www.oldparry.com



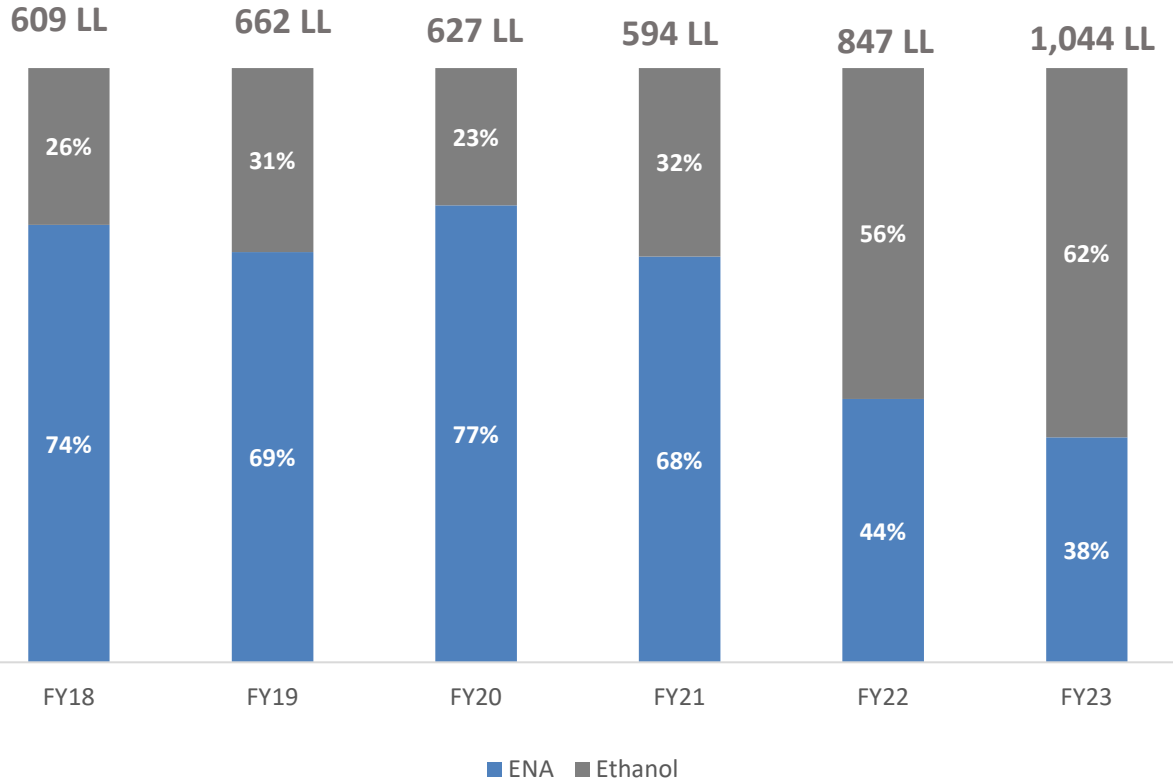
Retail Volume for H1 FY 24- 0.68 LMT as against 0.47 LMT in H1 FY 23 (45% growth)

Current Year performance

FY	Retail Sales (MT)	Retail Realisation (INR/Kg)
H1 FY 23	46,925	37.17
H1 FY 24	68,244	37.44

Sugar Strategy- 3. Maximize EBP Opportunity

Distillery sales mix

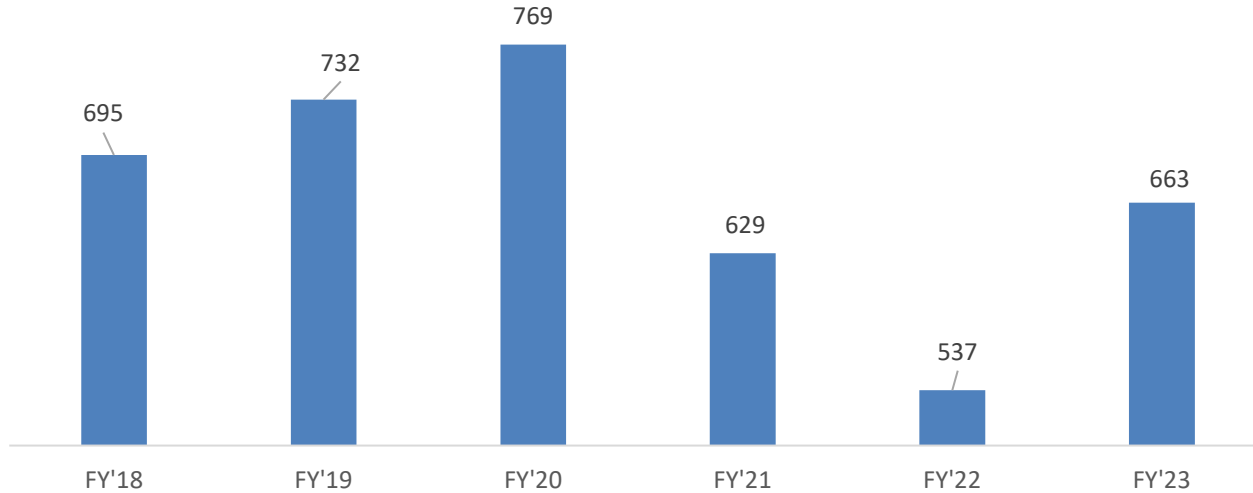


Current Year performance

FY	ENA	Ethanol	Total
H1 FY 23 (LL)	162	282	444
H1 FY 24 (LL)	262	376	638

- Ethanol volumes being maximized to capitalize on the EBP opportunity
- New 120klpd distillery (dual feed) at Sankili commissioned in Jan'23. Will be on stream by 24-25.
- Capacity expansion underway at Haliyal (120klpd) and at Nellikuppam (45klpd). Will be on stream by 24-25.

Better efficiencies and volumes help rationalize the Fixed cost per MT of cane crush

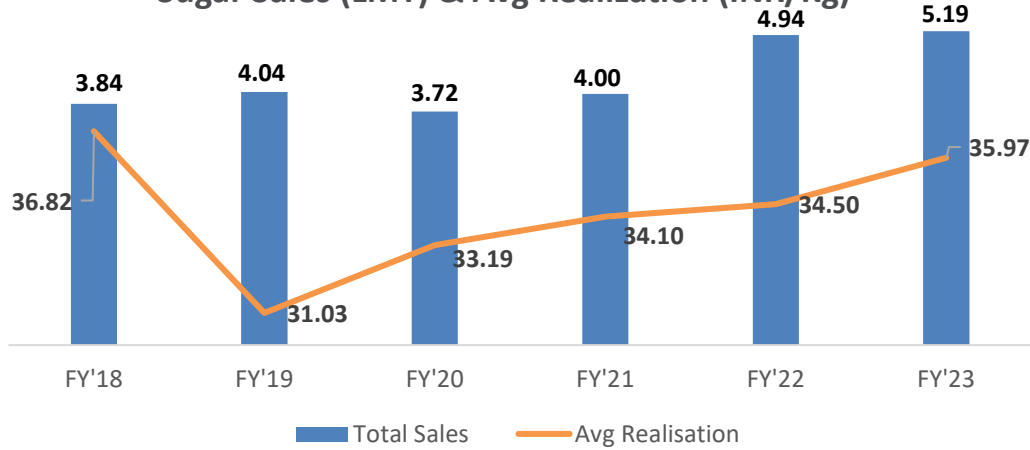


	FY18	FY19	FY20	FY21	FY22	FY23
Cane Crushed (LMT)	36.72	37.18	36.72	36.69	50.21	51.81



COMPANY PERFORMANCE

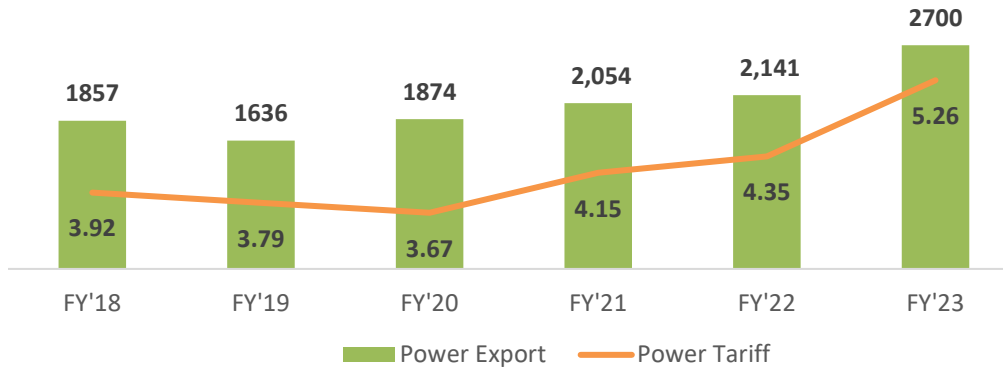
Sugar Sales (LMT) & Avg Realization (INR/Kg)



Current Year performance

FY	Sugar Sales (LMT)	Avg. realisation (INR/kg)
H1 FY 23	2.61	35.56
H1 FY 24	2.48	37.00

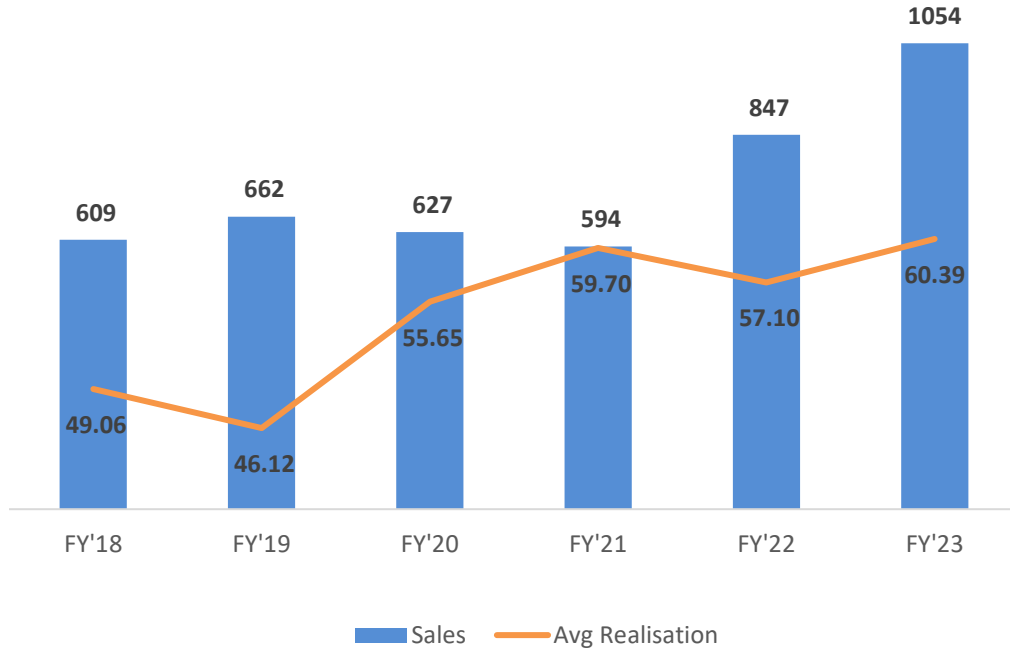
Power Export [LU] & Tariff [INR/Unit]



Current Year performance

FY	Power Export (LU)	Avg. Tariff (INR/U)
H1 FY 23	963	5.93
H1 FY 24	617	4.38

Distillery Sales [LL] & Avg Realization [INR/Ltr]



Current Year performance

FY	Distillery sales (LL)	Avg. Realisation (INR/L)
H1 FY 23	444	58.11
H1 FY 24	638	60.84

INR in Cr

EID Financial Performance	FY'19	FY'20	FY'21	FY'22	FY'23	H1 FY'23	H1 FY'24
Revenue from Operations	1,845	1,875	2,024	2,489	2,895	1,363	1,424
EBIDTA	414	235	1,271	478	416	181	116
PBIT (before exceptional)	57	116	436	372	392	68	45
PBIT	301	116	1,151*	358	281	113	45
PBT	187	(20)	1,058	312	245	95	26
PAT	163	2	865	284	197	98	40
EID Segment Revenue	FY'19	FY'20	FY'21	FY'22	FY'23	H1 FY'23	H1 FY'24
Sugar	1,387	1,377	1,501	1,833	2,025	990	980
Co-generation	72	83	90	101	171	71	31
Distillery	317	357	362	491	644	266	399
Sugar Segment	1,776	1,817	1,953	2,425	2,840	1,327	1,410
Nutraceuticals	69	58	71	64	55	36	14
Total Revenue	1,845	1,875	2,024	2,489	2,895	1,363	1,424
EID Segment Results	FY'19	FY'20	FY'21	FY'22	FY'23	H1 FY'23	H1 FY'24
Sugar	(87)	(8)	75	92	151	(10)	(49)
Co-generation	(35)	(37)	(21)	(13)	(18)	(30)	(67)
Distillery	27	61	32	43	32	5	40
Sugar Segment	(95)	16	86	122	165	(35)	(76)
Nutraceuticals	2	(8)	5	4	4	6	(6)
Dividend income from CIL	115	62	305	199	199	99	99
Unallocated (incl. exceptional)	279	46	755	33	(87)	43	28
Total PBIT	301	116	1,151	358	281	113	45

FY'19 PBIT includes

- Sale Bio Products division and Parry America to Coromandel International (INR 244 Crore)

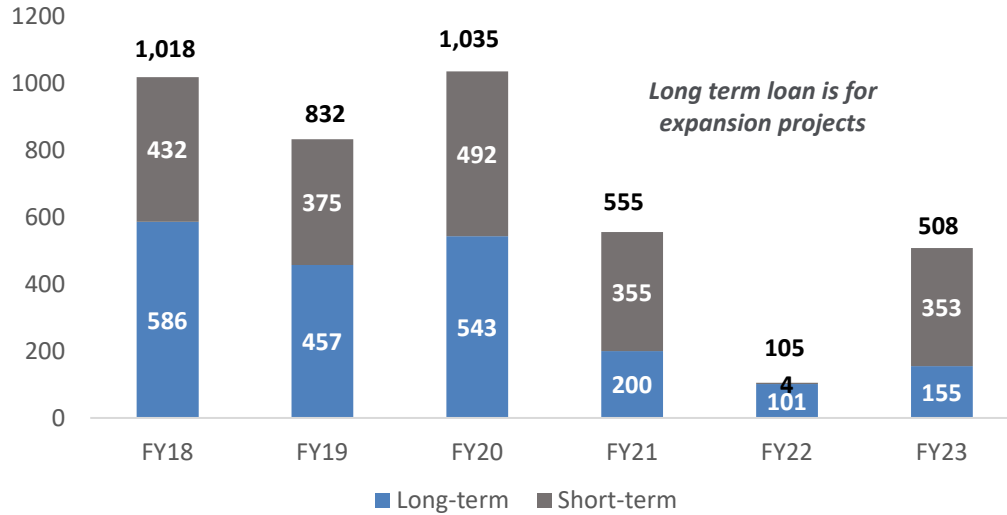
FY'21 PBIT includes

- One-time profit on sale of stake in Coromandel International [INR 827 Crs]
- Incremental dividend [INR 98 Crs].
- Loss on account of Impairment & relocation cost of asset to Haliyal [INR 112 Crs]

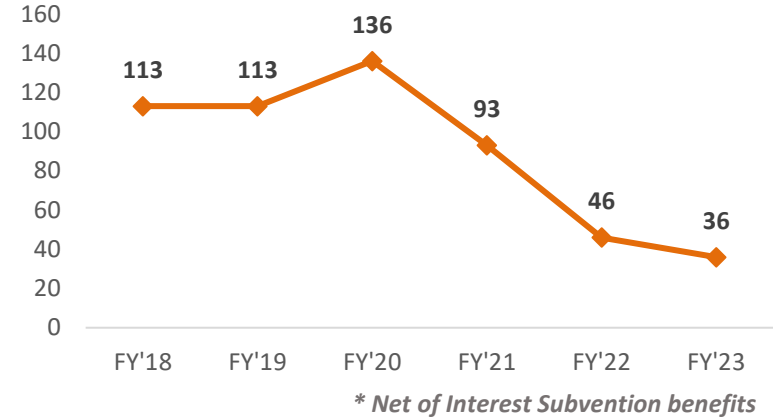
FY'23 PBIT includes

- Provision for impairment of investment in subsidiaries amounting to INR 155 Crore

Standalone debt position (INR Cr)



Finance Cost * (INR Cr)



Rating from Agencies

Long-term facilities

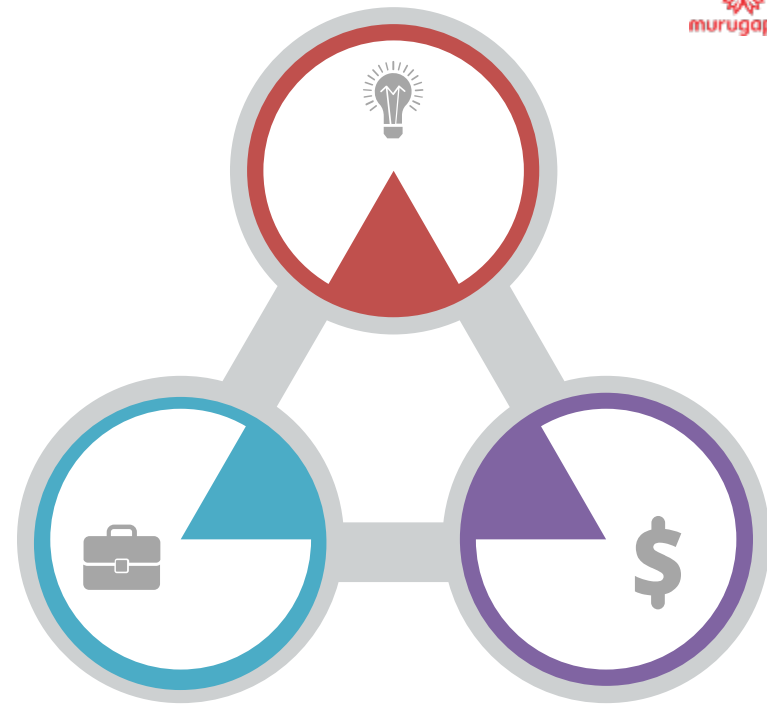
CRISIL 'AA'

Short-term facilities

CRISIL 'A1+' | CARE 'A1+'

Current Year performance

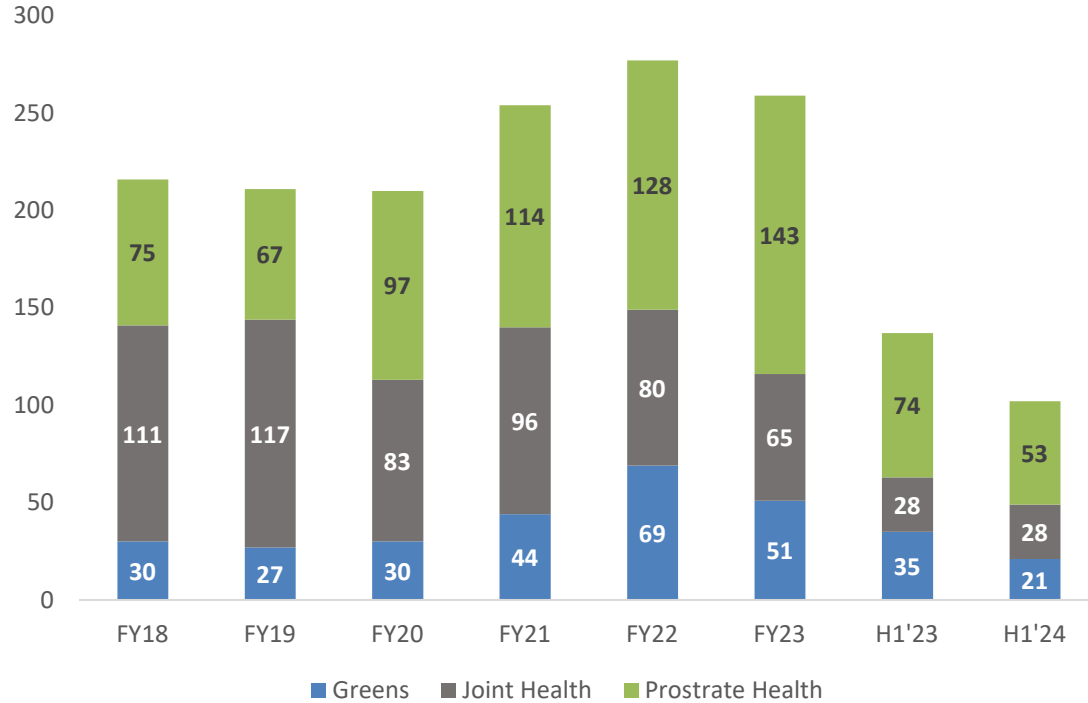
FY INR Cr	Long-term loan	Short-term loan	Finance Cost
H1 FY 23	144	4	17
H1 FY 24	232	37	19



Consolidated Nutra Performance



Nutraceuticals Product-mix (INR Cr)



USPlus[®]
Pure Lipidosterolic Extract

Saw Palmetto growth

10% growth in FY'23 in the core saw palmetto B2B vertical (Sales INR 143 Crs)



Saw Palmetto Growth through New Benefit Segment – Hair Wellness

Hair Health Benefits
For women and men seeking a natural option to address hair loss and hair thinning

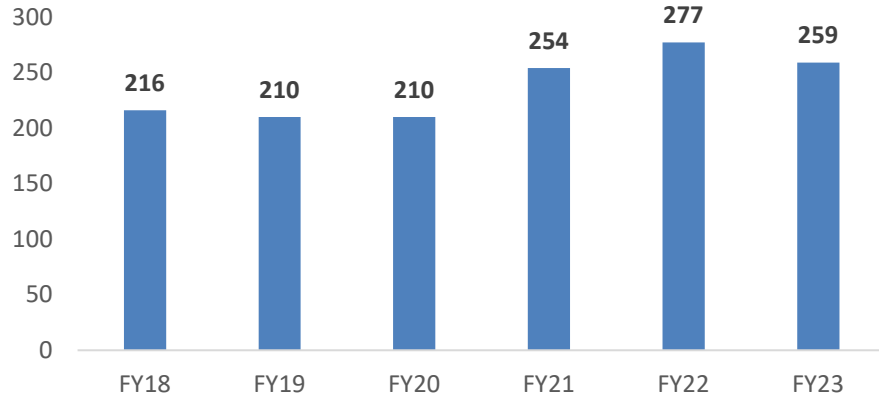


Significant Market share - Spirulina

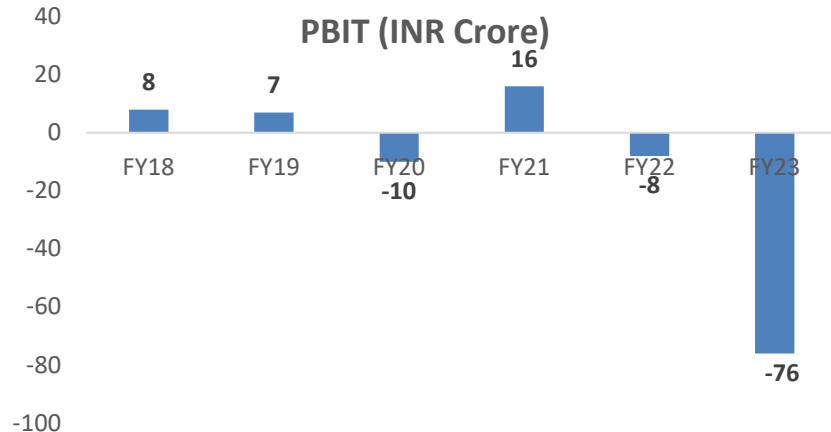
- Consolidation of Market Position in USA– Sales 150 mt
- Market development of Greens through acquisition of New customers.



Revenue from operations (INR Crore)



PBIT (INR Crore)



Current Year performance

FY INR Cr	Revenue from operation	PBIT
H1 FY 23	137	(7)
H1 FY 24	102	9

- Losses in 22-23 - Due to impairment of investments in Alimtec operations & investments in B2C



Sugar Refinery

Sweeter up the value chain

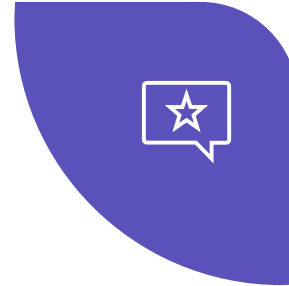
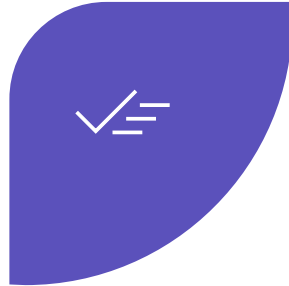
Adding value & volume to manage restricted spread environments, increase profitability and create premium customer segments

Overview

Capacity: 9.50 LMT

FY 23 Sales: 7.20 LMT

FY23 Revenue: INR 2870 Crore

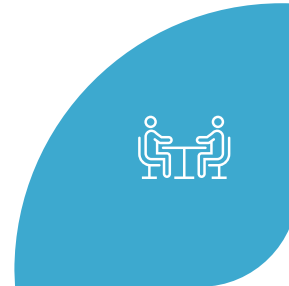


Customers



Refinery Business Profile

Certifications

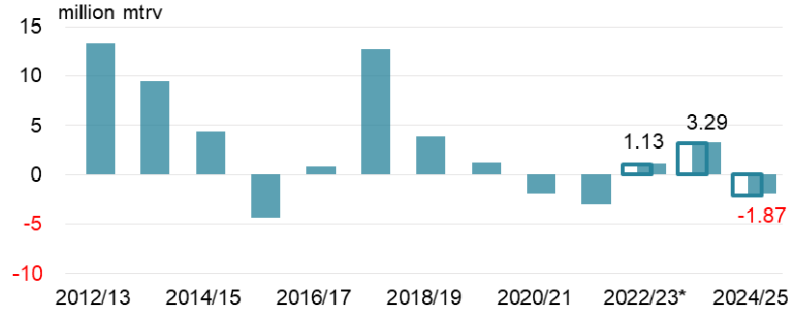


Suppliers

Raw Sugar: Ex Brazil/India

Coal: Ex Indonesia

Global sugar balance

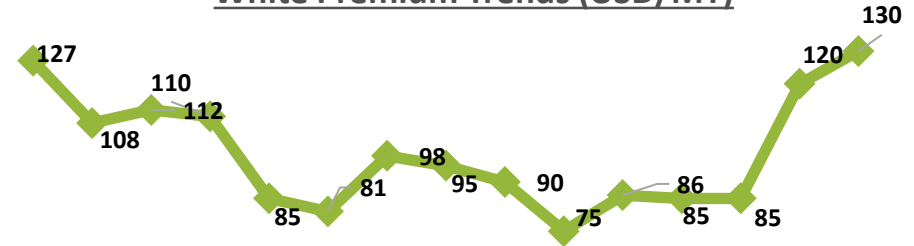


*Forecast
 Source: S&P Global Commodity Insights

- El Nino weather conditions have reduced crop & sugar production in Asia, despite record Brazilian output, markets are moving to deficit.
- Sugar Prices are at 12 year high
- White premiums have moved up



White Premium Trends (USD/MT)



Source: Parry

09-10 10-11 11-12 12-13 13-14 14-15 15-16 16-17 17-18 18-19 19-20 20-21 21-22 22-23 23-24

Parameter	H1 FY'23	H1 FY'24
Production (LMT)	3.22	3.80
Sales (LMT)	3.50	3.99
Revenue from operation (\$M)	171	230
EBITDA (\$M)	(9.2)	(0.9)
EBIT (\$M)	(10.9)	(7.2)
PBT (\$M)	(19.7)	(10.1)
External Borrowing (\$M)	40.0	4.1

- Refinery posted a PBT of +1.7 M USD in Q2 FY24
- Spreads & container sales % is expected to improve in H2, whereas Finance costs shall moderate

Parameter	H1 FY'23	H1 FY'24
Spread USD/MT	42	48
Sales (LMT)	3.50	3.99
Container Sales %	2	20

Tailwinds for H1:

- Higher white premium & spreads
- 14% increase in sales volume
- Scaling up on container sales (pre-pandemic levels)

Headwinds for H1:

- Higher interest rates & Finance costs



Consolidated Financial Performance

EID Financial Performance	FY'20	FY'21	FY'22	FY'23	H1 FY'23	H1 FY'24
Revenue from Operations	3,996	4,383	4,412	5,617	2,627	3,405
EBIDTA	307	1,259	517	368	46	107
PBIT (before exceptional items)	145	301	370	128	-87	14
PBIT	145	1,016	356	172	(43)	14
PBT	(51)	885	277	62	(86)	(56)
PAT	(30)	691	243	13	(81)	(43)
EID Segment Revenue	FY'20	FY'21	FY'22	FY'23	H1 FY'23	H1 FY'24
Sugar	1,308	1,450	1,515	1,670	796	938
Co-generation	83	90	102	167	71	25
Distillery	357	362	491	644	266	399
Sugar Segment	1,748	1,902	2,108	2,481	1,133	1,362
Nutraceuticals	210	254	277	259	137	102
Refinery	2,000	2,237	2,002	2,867	1,346	1,904
Others	38	(10)	25	10	11	37
Total Revenue	3,996	4,383	4,412	5,617	2,627	3,405
EID Segment Results	FY'20	FY'21	FY'22	FY'23	H1 FY'23	H1 FY'24
Sugar	(8)	75	87	157	(20)	(48)
Co-generation	(37)	(21)	(13)	(18)	(30)	(67)
Distillery	61	32	43	32	5	40
Sugar Segment	16	86	117	171	(45)	(75)
Nutraceuticals	(10)	16	(8)	(76)	(7)	9
Refinery	40	(100)	36	(172)	(122)	(29)
Dividend from CIL	62	305	199	99	99	99
Unallocated (incl. exceptional)	37	709	12	50	32	10
Total PBIT	145	1,016	356	172	(43)	14

Segment (INR Cr)	FY'18	FY'19	FY'20	FY'21	FY'22	FY'23
Sugar	128	157	287	486	104	508
Refinery	717	1,311	1,187	203	647	614
Nutra	23	46	68	68	70	65
Others	873	655	731	39	-	-
Total	1,741	2,169	2,273	796	821	1,187

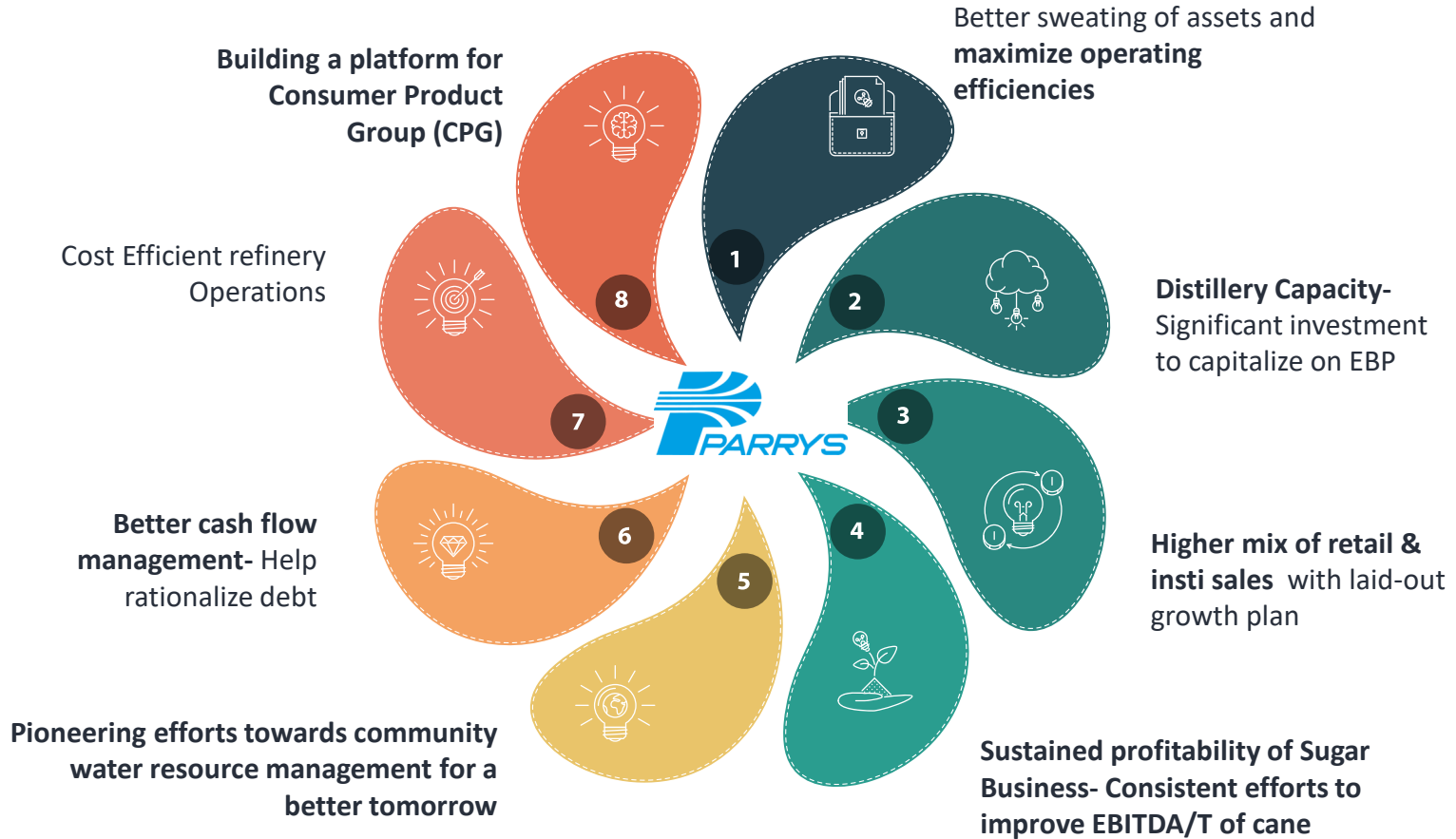
Segment (INR Cr)	H1 FY'23	H1 FY'24
Sugar	148	269
Refinery	327	34
Nutra	96	98
Others	-	-
Total	571	401

Note:

- Sugar - Long term loans to fund Ethanol Projects

	FY 19-20		FY 20-21		FY 21-22		FY 22-23	
	Capital Employed (INR Cr)	ROCE (%)	Capital Employed (INR Cr)	ROCE (%)	Capital Employed (INR Cr)	ROCE (%)	Capital Employed (INR Cr)	ROCE (%)
Sugar	1456	1%	1593	5%	1425	8%	2001	9%
Refinery	1133	4%	332	(30%)	511	7%	183	(94%)
Nutra	271	(4%)	272	6%	293	(3%)	226	(34%)
Others	322	31%	388	261%*	447	47%	359	69%
Total	3182	5%	2585	39%	2676	13%	2,769	6%

* Including sale of Stake in Coromandel for 827 Crore



ACRONYMS			
AP	Andhra Pradesh	MMT	Million Metric Tonne
CoP	Cost of Production	Mn	Million
Cr	Crore	MSP	Minimum Selling Price
EBIT	Earnings Before Interest & Tax	MT	Metric Tonne
EBITDA	Earnings Before Interest, Tax & Depreciation	MW	Mega Watt
EBP	Ethanol Blending Program	PAT	Profit After Tax
FCF	Free Cash Flow	PBIT	Profit Before Interest & Tax
FRP	Fair & Remunerative Price	PBT	Profit Before Tax
FY	Financial Year	PPRS	Parry's Pure Refined Sugar
GOI	Government of India	ROCE	Return on Capital Employed
INR	Indian Rupee	SCM	Supply Chain Management
Kg	Kilogram	SY	Sugar Year
KLPD	Kilo Litre Per Day	TCD	Tonne Crushed Per Day
KN	Karnataka	TN	Tamil Nadu
LL	Lakh Litre	USD	United States Dollar
LMT	Lakh Metric Tonne	USP	United States Pharmacopoeia
Ltr	Litre	W&C	White & Clean
LU	Lakh Unit	WL	White Label



Thank You

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