

Fermenta Biotech Limited (formerly known as DIL Limited)

CIN: L99999MH1951PLC008485

Regd. Office: A - 1501, Thane One, DIL Complex, Ghodbunder Road, Majiwade, Thane (W) - 400 610, Maharashtra, India.

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Ref: F.No.:808

August 17, 2023

**Corporate Relations
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001**

Dear Sir,

**Sub.: Intimation of Earnings Presentation for Quarter 1 – Financial Year 2023-2024
[Q1-FY24]**

Ref: Scrip Code: 506414

Further to our intimation dated August 11, 2023 regarding approval of Unaudited Financial Results (Standalone and Consolidated) by the Board of Directors for the quarter ended June 30, 2023, we hereby enclose a copy of Earnings Presentation for Quarter 1 – Financial Year 2023-2024.

The said Earnings Presentation will thereafter be uploaded on Company's website at www.fermentabiotech.com

Kindly take the same on record.

Thanking you,

Yours faithfully,

for **Fermenta Biotech Limited**

Srikant N Sharma

Company Secretary

CS Membership No: F3617

A-1501, Thane One, DIL Complex, Ghodbunder Road, Majiwade, Thane (W) 400610

Encl: As above

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Taluka - Vagara, Dist. Bharuch - 392 130,
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Website: www.fermentabiotech.com



FERMENTA BIOTECH LIMITED

Earnings Presentation | Q1-FY24



Only manufacturer of
Vitamin D3 in India



Amongst top 3 manufacturers
of Vitamin D3 globally



Global Presence in
60+ countries



Proprietary technology to
manufacture Vitamin D3



55 Years of Vitamin D3
manufacturing experience



Both manufacturing facilities certified
by global regulatory bodies



DSIR approved
R&D facility



9 patents granted in
2022



Big 4 statutory auditor



350+ clients across
the globe



Backward integrated



Forward Integrating and
diversifying to offer more
nutraceutical products

Company Overview

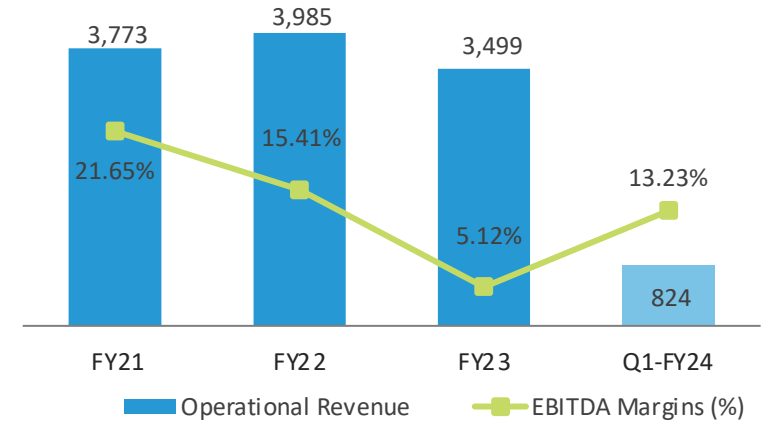


- Fermenta Biotech Limited (FBL) (Erstwhile DIL Ltd.) incorporated in 1951 by Dr. DVK Raju, is engaged in development and manufacturing of pharmaceuticals, biotechnology and environmental solutions used across various industries.
- With a rich history of seven decades FBL has evolved as a key global player in manufacturing of Vitamin D3 in all its formats and has a non-China dependent supply chain.
- FBL manufactures a range of Vitamin D3 variants having an optimal mix between human and animal feed products which have applications across multiple sectors like:

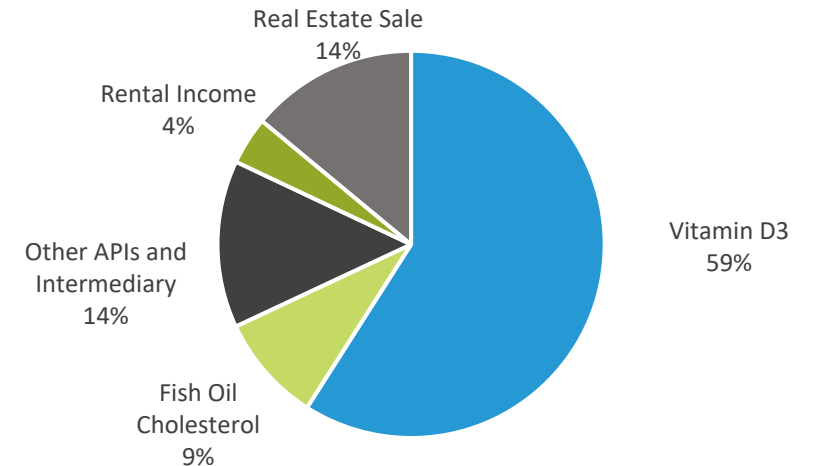
- | | |
|--|-----------------|
| 1. Pharmaceuticals | 4. Animal feed |
| 2. Dietary and nutritional supplements | 5. Veterinary |
| 3. Food and beverage fortification | 6. Rodenticides |

- The company is also involved in manufacturing of APIs for muscle relaxant and anti-flatulent applications.
- FBL delivers innovative enzymes used in manufacturing of active pharmaceutical ingredients and is involved in environmental solutions used for waste water treatment and management.

Consolidated Revenue (INR Mn) & EBITDA Margins (%)



Revenue Mix % (FY23)



AL GROWTH

Manufacturing activities
increased significantly at

▼ 22.10

▲ 24.78

Q1-FY24

FINANCIAL OVERVIEW



Q1-FY24 Standalone Performance

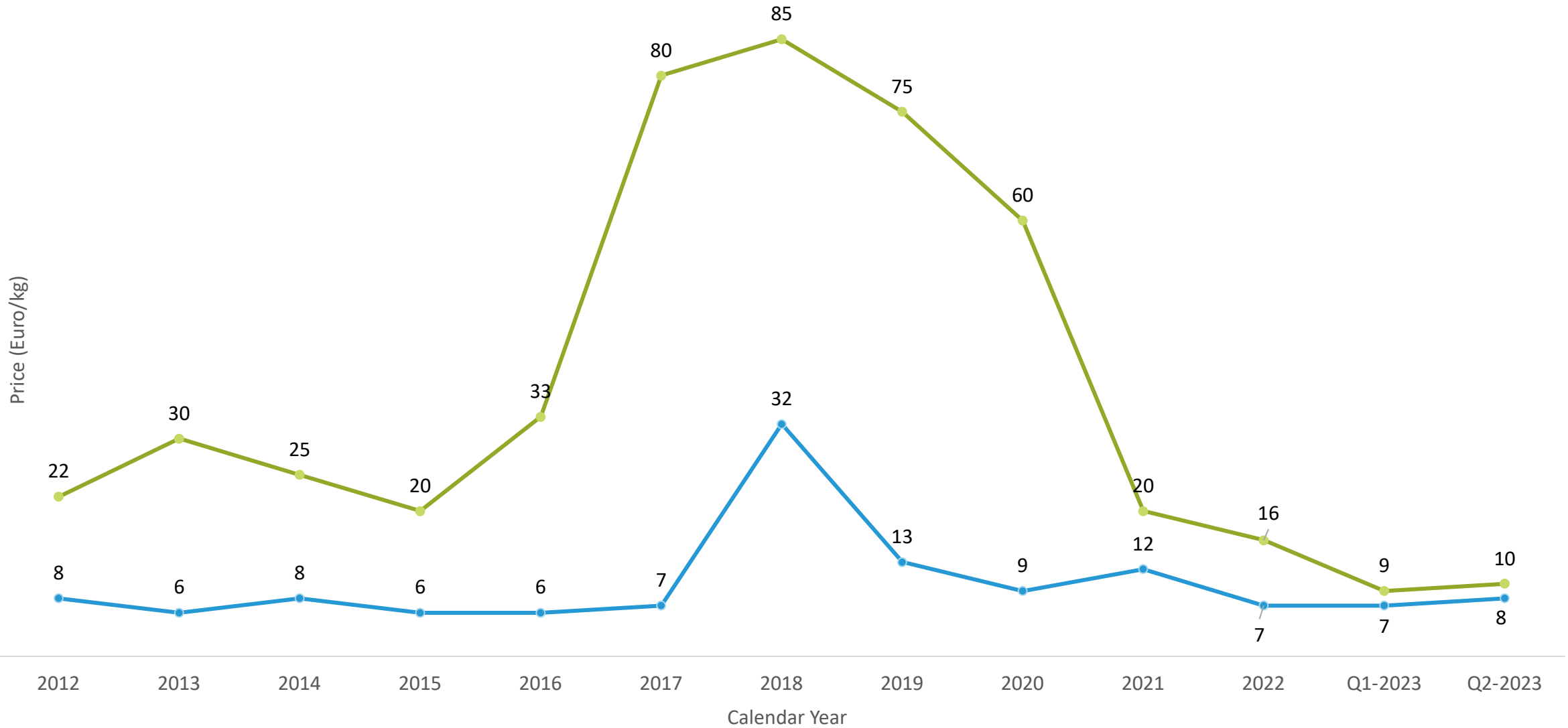
INR 768 Mn Operational Income	INR 132 Mn Operational EBITDA	17.19% Operational EBITDA Margin
INR 48 Mn Net Profit/(Loss)	6.25% PAT Margin	INR 1.66/share Diluted EPS

Q1-FY24 Consolidated Performance

INR 824 Mn Operational Income	INR 109 Mn Operational EBITDA	13.23% Operational EBITDA Margin
INR 18 Mn Net Profit/(Loss)	2.18% PAT Margin	INR 0.64/share Diluted EPS

- Volumes of Vitamin D3 for Human Nutrition in Q1-FY24 were lower by 38% compared to Q4-FY23, while the average prices of Vitamin D3 for Human Nutrition were higher by 2% in Q1-FY24 as compared to Q4-FY23. Animal Feed volumes and prices continues to be subdued.
- The Company has sold part of its Investment in Property consisting of 4th floors in Thane One IT/ITES building in Q1-FY24. Accordingly net income on sale of such property of INR 23 crores has been recognized under revenue from operations.
- The Company has done prepayment on its high interest-bearing debt from a NBFC to the tune of INR 9 crores in Q1-FY24 and a total of INR 68 crores since FY23.
- The Composite Scheme of Amalgamation and Arrangement ("Scheme") amongst DVK Investments Private Limited (Holding Company) and Aegean Properties Limited (Wholly owned subsidiary) with the Company had been approved by the National Company Law Tribunal, Mumbai Bench (NCLT) on May 8, 2023 and the certified copies of such approved scheme were submitted with the Registrar of Companies (ROC), Mumbai on May 24,2023, which is considered as the appointed date and effective date of the merger as per the Scheme.

Vitamin D3 500 Animal Feed Price Trend



Source: [feedinfo.com](https://www.feedinfo.com)

● Min of Low ● Max of High

Quarterly Standalone Financial Performance



PARTICULARS (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Operational Revenue	768	845	(9.1)%	1,006	(23.7)%
Total Expenses	636	765	(16.9)%	753	(15.5)%
Operational EBITDA	132	80	65.0%	253	(47.8)%
Operational EBITDA Margins (%)	17.19%	9.47%	772 bps	25.15%	(796) Bps
Other Income	21	39	(46.2)%	11	90.9%
Depreciation	57	62	(8.1)%	59	(3.4)%
Finance Cost	48	45	6.7%	63	(23.8)%
Profit/ (Loss) Before Tax and Exceptional Items	48	12	NA	142	(66.2)%
Exceptional Items	-	-	-	(150)	NA
Tax	0	1	NA	13	NA
Profit/(Loss) after Tax	48	11	NA	(21)	NA
PAT Margins (%)	6.25%	1.30%	495 bps	NA	NA
Other Comprehensive Income	0	(1)	NA	2	NA
Total Comprehensive Income	48	10	NA	(19)	NA
Diluted EPS (INR)	1.66	0.36	NA	(0.73)	NA

Quarterly Consolidated Financial Performance



PARTICULARS (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Operational Revenue	824	919	(10.3)%	1,052	(21.7)%
Total Expenses	715	869	(17.7)%	859	(16.8)%
Operational EBITDA	109	50	NA	193	(43.5)%
Operational EBITDA Margins (%)	13.23%	5.44%	779 bps	18.35%	(512) bps
Other Income	20	38	(47.4)%	12	66.7%
Depreciation	59	67	(11.9)%	62	(4.8)%
Finance Cost	48	45	6.7%	63	(23.8)%
Profit/ (Loss) Before Tax and Exceptional Items	22	(24)	NA	80	(72.5)%
Exceptional Items	-	-	NA	(91)	NA
Tax	0	2	NA	42	NA
Non-controlling interests	(4)	-	NA	12	NA
Profit/(Loss) after Tax	18	(26)	NA	(41)	NA
PAT Margins (%)	2.18%	NA	NA	NA	NA
Other Comprehensive Income	(1)	4	NA	(2)	(50.0)%
Total Comprehensive Income*	21	(22)	NA	(55)	NA
Diluted EPS (INR)	0.64	(0.90)	NA	(1.42)	NA

*Total OCI is calculated Excluding Non-controlling Interest

Historical Standalone Income Statement



PARTICULARS (INR Mn)	Q1-FY24	FY23	FY22	FY21
Operational Revenue	768	3,289	3,880	3,728
Total Expenses	636	2902	3,120	2,791
Operational EBITDA	132	387	760	937
Operational EBITDA Margins (%)	17.19%	11.77%	19.59%	25.13%
Other Income	21	76	75	66
Depreciation	57	245	237	190
Finance Cost	48	209	172	181
Profit/ (Loss) Before Tax and Exceptional Items	48	9	426	632
Exceptional Items	-	(596)	-	-
Tax	0	(12)	124	112
Profit/(Loss) after Tax	48	(575)	302	520
PAT Margins (%)	6.25%	NA	7.78%	13.95%
Other Comprehensive Income	0	1	(2)	(1)
Total Comprehensive Income	48	(574)	300	519
Diluted EPS (INR)	1.66	(19.94)	10.43	17.92

Historical Standalone Balance Sheet



PARTICULARS (INR Mn)	FY23	FY22	FY21
Equity	3,341	3,959	3,704
a) Equity share capital	144	144	144
b) Other equity	3,197	3,815	3,560
Liabilities			
Non-current liabilities	1,169	1,300	1,192
a) Financial liabilities			
i) Borrowings	835	1,147	1,104
ii) Lease liabilities	37	37	35
iii) Other financial liabilities	11	7	5
b) Provisions	47	57	45
d) Other non-current liabilities	239	52	3
Current Liabilities	2,137	1,867	1,929
a) Financial liabilities			
i) Borrowings	1,333	1,214	1,188
ii) Lease liabilities	7	11	12
ii) Trade payables	530	456	457
iii) Other financial liabilities	91	128	184
b) Provisions	6	8	8
c) Other current liabilities	166	47	76
d) Current tax liabilities (Net)	3	3	3
e) Contract Liability	1	-	-
TOTAL EQUITY AND LIABILITIES	6,647	7,126	6,825

PARTICULARS (INR Mn)	FY23	FY22	FY21
Assets			
Non-current Assets	4,114	3,974	3,745
a) Property, plant and equipment	2,049	1,935	1,538
b) Capital work-in-progress	419	299	527
c) Right of use assets	134	157	147
d) Investment property	282	668	682
e) Goodwill	41	41	41
f) Other intangible assets	74	66	88
g) Intangible assets under development	31	47	42
h) Investments			
i) Investments in subsidiaries	125	127	127
i) Financial assets			
i) Investments	3	3	2
ii) Loans	72	64	-
iii) Others financial assets	210	67	22
iv) Trade Receivables	180	-	-
j) Deferred tax assets (Net)	333	333	381
k) Non-current tax assets (Net)	97	132	113
l) Other non-current assets	64	35	35
Current Assets	2,533	3,152	3,080
a) Inventories	1,097	1,296	1,328
b) Financial assets			
i) Trade receivables	674	1,178	961
ii) Cash and cash equivalents	320	102	136
iii) Bank balances other than (iii) above	231	206	277
iv) Investments	28	-	-
v) Loans	10	-	48
vi) Other financial assets	9	50	80
c) Other current assets	132	320	250
d) Contract assets	32	-	-
TOTAL ASSETS	6,647	7,126	6,825

Historical Consolidated Income Statement



PARTICULARS (INR Mn)	Q1-FY24	FY23	FY22	FY21
Operational Revenue	824	3,499	3,985	3,773
Total Expenses	715	3,320	3,371	2,956
Operational EBITDA	109	179	614	817
<i>Operational EBITDA Margins (%)</i>	13.23%	5.12%	15.41%	21.65%
Other Income	20	77	81	82
Depreciation	59	282	255	203
Finance Cost	48	208	171	180
Profit/(Loss) before Exceptional Items and Tax	22	(234)	269	516
Exceptional Items	-	(285)	-	-
Tax	0	17	118	91
Non-controlling interests	(4)	21	3	30
Profit/(Loss) after Tax	18	(515)	154	455
<i>PAT Margins (%)</i>	2.18%	NA	3.86%	12.06%
Other Comprehensive Income	(1)	(15)	7	(2)
Total Comprehensive Income	21	(530)	161	423
Diluted EPS (INR)	0.64	(17.85)	5.33	15.69

*Total OCI is calculated Excluding Non-controlling Interest

Historical Consolidated Balance Sheet



PARTICULARS (INR Mn)	FY23	FY22	FY21
Equity	3,119	3,714	3,603
a) Equity share capital	144	144	144
b) Other equity	3,002	3,577	3,462
c) Non-controlling interests	(27)	(7)	(3)
Liabilities			
Non-current liabilities	1,152	1,283	1,175
a) Financial liabilities			
i) Borrowings	836	1,147	1,105
ii) Lease liabilities	20	20	17
iii) Other financial liabilities	11	7	5
b) Provisions	46	56	45
c) Other non-current liabilities	239	52	3
Current Liabilities	2,087	2,071	2,093
a) Financial liabilities			
i) Borrowings	1,333	1,214	1,188
ii) Lease liabilities	7	11	12
ii) Trade payables	458	646	621
iii) Other financial liabilities	91	128	184
b) Provisions	26	10	7
c) Other current liabilities	168	59	77
d) Current tax liabilities (Net)	3	3	3
e) Contract Liability	1	-	-
TOTAL EQUITY AND LIABILITIES	6,358	7,068	6,871

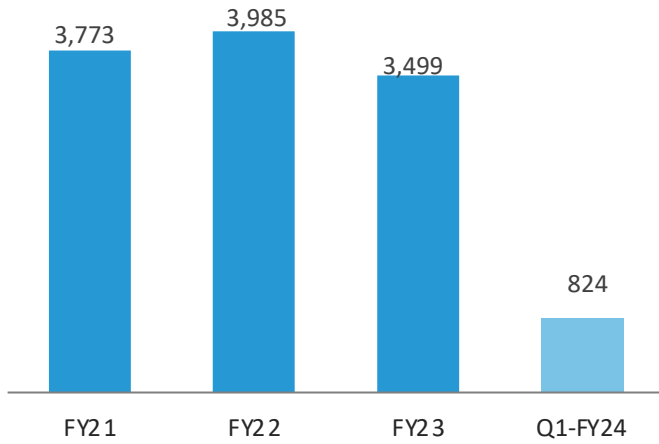
PARTICULARS (INR Mn)	FY23	FY22	FY21
Assets			
Non-current Assets	3,828	3,928	3,775
a) Property, plant and equipment	2,048	1,935	1,539
b) Capital work-in-progress	419	299	527
c) Right of use assets	117	139	129
d) Investment property	287	673	687
e) Goodwill	115	109	107
f) Other intangible assets	102	129	168
g) Intangible assets under development	31	47	42
h) Financial assets			
i) Investments	3	3	3
ii) Loans	2	-	-
iii) Others financial assets	210	67	22
i) Deferred tax assets (Net)	333	360	403
j) Non-current tax assets (Net)	97	132	113
k) Other non-current assets	64	35	35
Current Assets	2,530	3,140	3,096
a) Inventories	1,302	1,595	1,623
b) Financial assets			
i) Trade receivables	417	871	680
ii) Cash and cash equivalents	353	130	168
iii) Bank balances other than (iii) above	230	206	277
iv) Investments	28	-	-
v) Loans	10	-	48
vi) Other financial assets	3	3	35
c) Other current assets	155	335	265
d) Contract Assets	32	-	-
TOTAL ASSETS	6,358	7,068	6,871



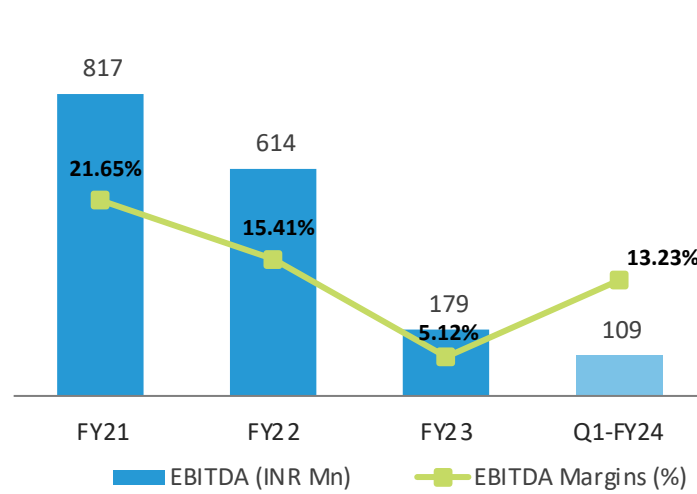
Historical Consolidated Financial Performance



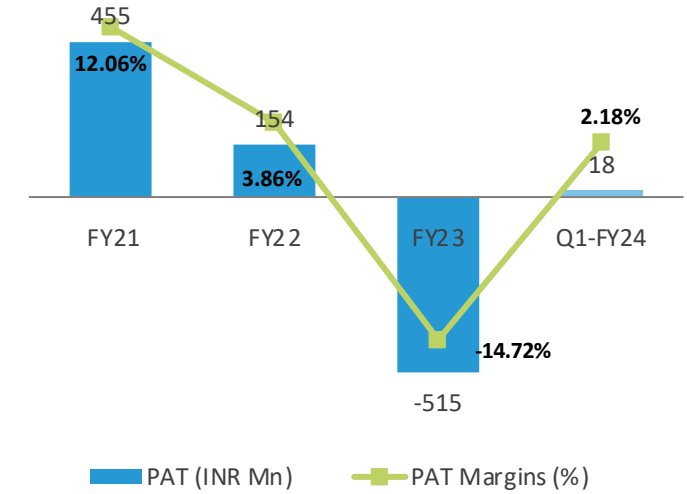
Operational Revenue (INR Mn)



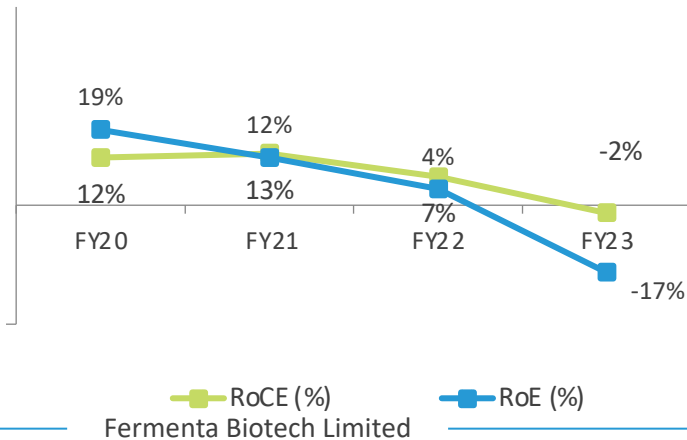
Operational EBITDA (INR Mn) & Margins (%)



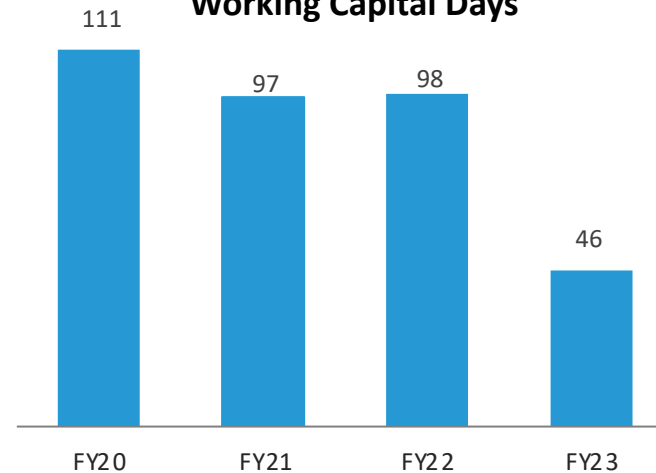
PAT (INR Mn) & Margins (%)



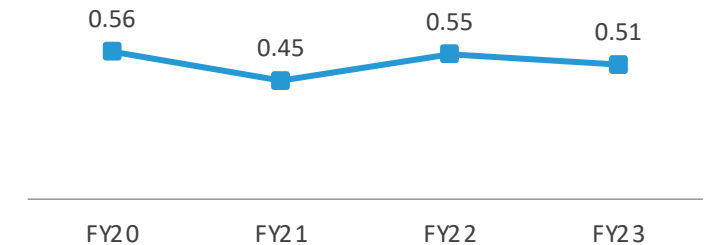
RoCE & RoE (%)



Working Capital Days



Net Debt to Equity (x)



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Thank You