



CIN : L99999MH1951PLC008485

Regd. Office : A-1601, Thane One, DIL Complex, Ghodbunder Road, Majiwada, Thane (West) 400 610, Maharashtra, India

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Ref: DIL:DIL/BSE/2018-19/F.No.:S-23/ DE05

August 16, 2018

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

Dear Sir,

Sub.: Intimation of Investor Presentation for August 2018

Ref: Scrip Code: 506414

Further to our intimation dated August 14, 2018 regarding approval of Unaudited Financial Results (Standalone and Consolidated) by the Board of Directors for the quarter ended June 30, 2018, we hereby enclose a copy of Investor Presentation for August 2018.

The said Investor Presentation is also available on Company's website www.dil.net

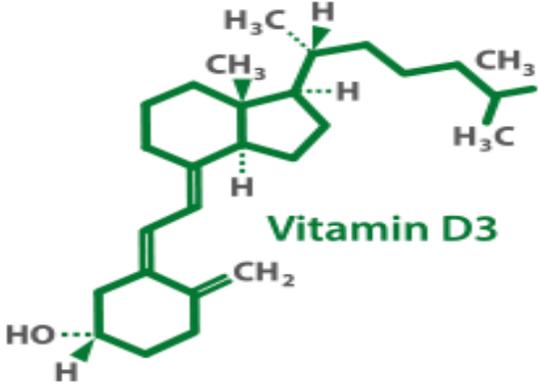
Kindly take the same on records.

Thanking you,

Yours faithfully,
for **DIL LIMITED**

Srikant N Sharma
Company Secretary
CS Membership No: F3617
A-1601, Thane One, DIL Complex, Ghodbunder Road, Majiwade, Thane (W) 400610

Encl: As above

| | |
|------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
|  <p>Vitamin D3</p> |  |
| Vitamin D3 | APIs |
|  |  |
| Biotechnology | Environmental Solutions |

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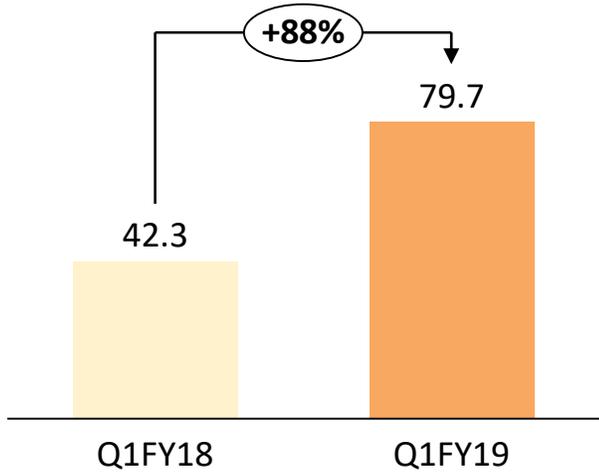
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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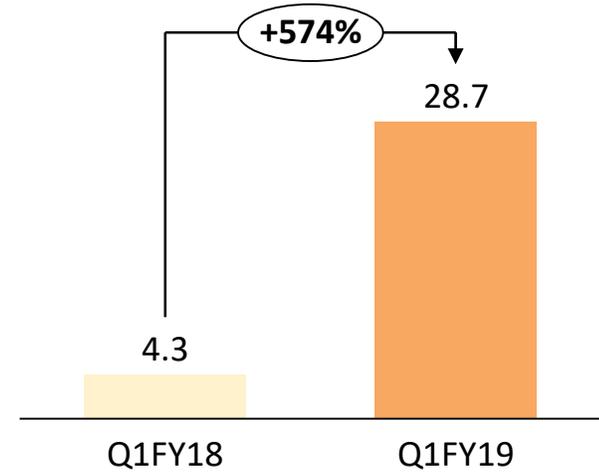
Fermenta Biotech: Q1FY19 Financial Highlights (YoY)



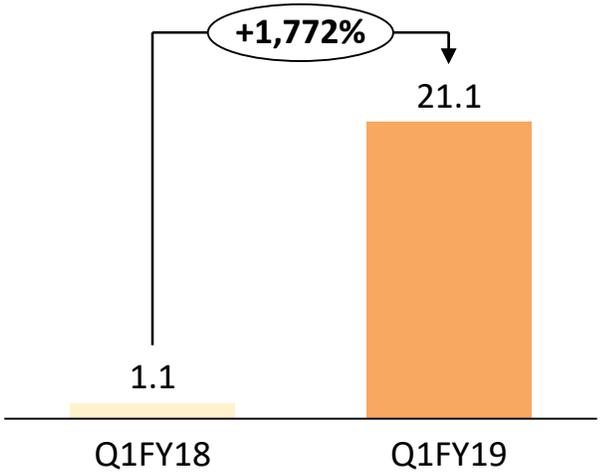
Revenue* (Rs. Crs)



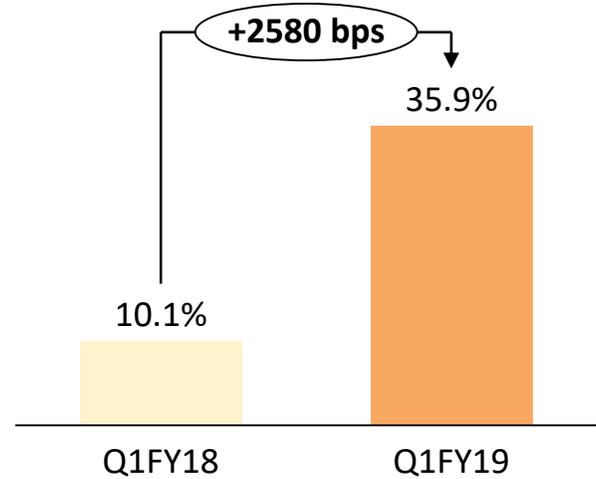
EBITDA* (Rs. Crs)



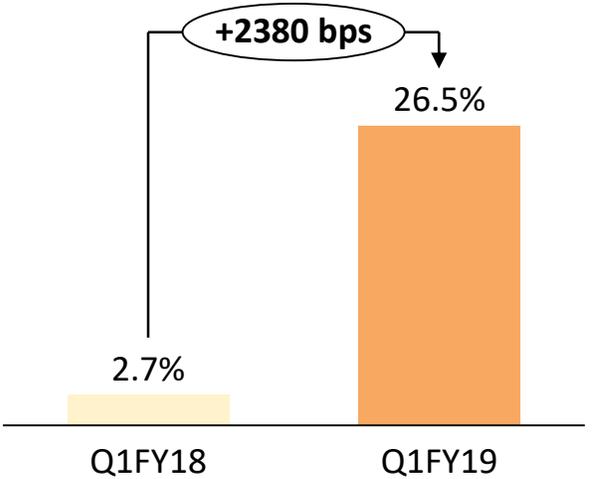
PAT (Rs. Crs)



EBITDA Margin (%)



PAT Margin (%)



Fermenta Biotech: Profit and Loss

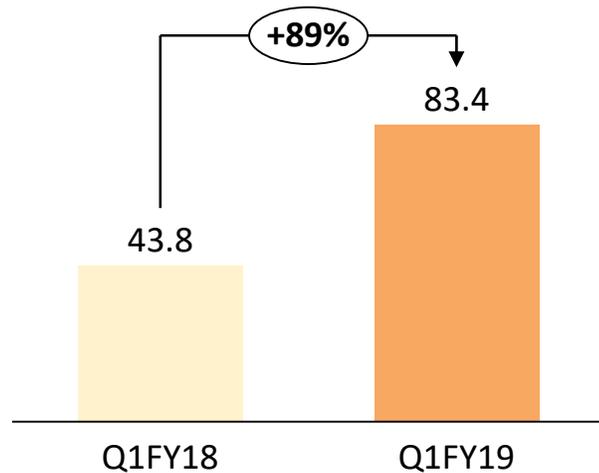


Fermenta Biotech Limited

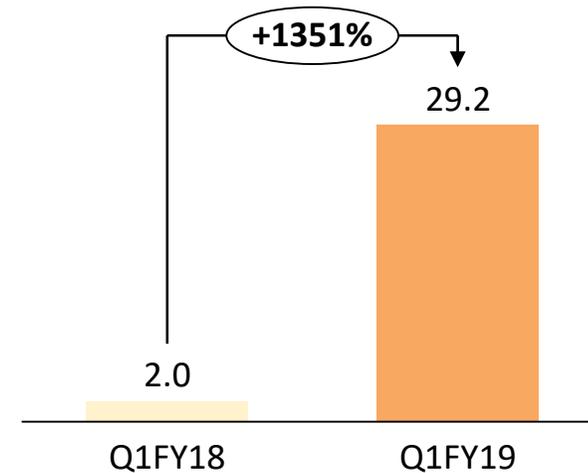
| Particulars (Rs. Crs) | Q1FY19 | Q1FY18 | YoY |
|------------------------|--------------|--------------|---------------|
| Revenue | 76.5 | 41.6 | 84% |
| Other Income | 3.2 | 0.7 | |
| Total Revenue | 79.7 | 42.3 | 88% |
| Raw Material | 20.3 | 20.9 | |
| Employee Expenses | 9.0 | 6.2 | |
| Other Expenses | 21.7 | 11.0 | |
| EBITDA | 28.7 | 4.3 | 574% |
| EBITDA Margin % | 35.9% | 10.1% | |
| Depreciation | 1.8 | 1.8 | |
| EBIT | 26.9 | 2.5 | 994% |
| EBIT Margin % | 33.7% | 5.8% | |
| Finance Cost | 0.5 | 1.1 | |
| PBT | 26.4 | 1.4 | 1,777% |
| Tax | 5.3 | 0.3 | |
| PAT | 21.1 | 1.1 | 1,772% |
| PAT Margin % | 26.5% | 2.7% | |

Q1FY19 Consolidated Financial Highlights (YoY)

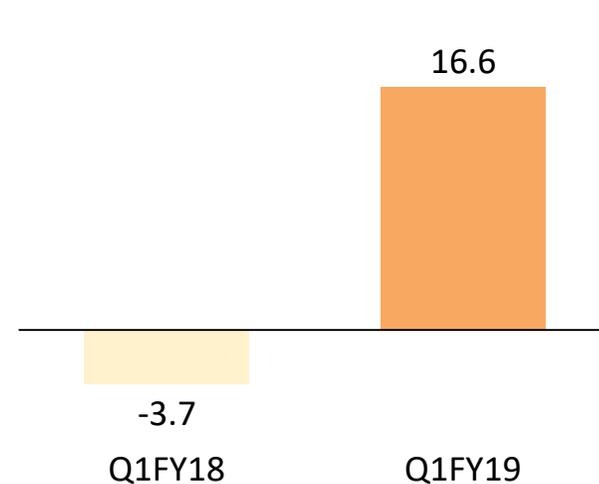
Revenue* (Rs. Crs)



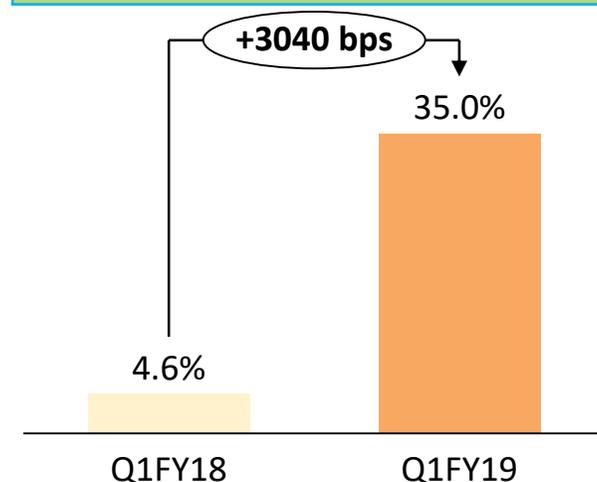
EBITDA* (Rs. Crs)



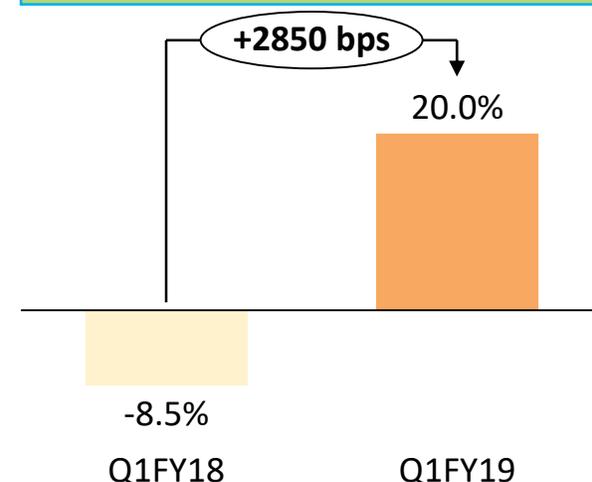
PAT (Rs. Crs)



EBITDA Margin (%)



PAT Margin (%)



Consolidated Profit and Loss

| Particulars (Rs. Crs) | Q1FY19 | Q1FY18 | YoY |
|-----------------------------------------------------------------|--------------|--------------|---------------|
| Revenue | 80.1 | 43.6 | 84% |
| Other Income | 3.3 | 0.2 | |
| Total Revenue | 83.4 | 43.8 | 89% |
| Raw Material | 20.3 | 20.9 | |
| Employee Expenses | 10.5 | 7.6 | |
| Other Expenses | 23.4 | 13.3 | |
| EBITDA | 29.2 | 2.0 | 1,351% |
| EBITDA Margin % | 35.0% | 4.6% | |
| Depreciation | 2.8 | 2.8 | |
| EBIT | 26.4 | -0.7 | 3,628% |
| EBIT Margin % | 31.6% | -1.7% | |
| Finance Cost | 4.4 | 2.7 | |
| PBT | 22.0 | -3.4 | 744% |
| Tax | 5.3 | 0.3 | 5.29 |
| PAT before share of Profit / Loss of Associates and JV's | 16.7 | -3.7 | |
| Share of Profit / Loss of Associates and JV's | -0.1 | 0.0 | |
| PAT | 16.6 | -3.7 | 550% |
| PAT Margin % | 19.9% | -8.5% | |
| EPS | 16.64 | -4.39 | |



DIL Ltd. through its subsidiary is primarily engaged in the business of Pharmaceuticals, Biotechnology, Environmental Solutions and other investments



1 Fermenta Biotech (91.2% Subsidiary)



- A company focused on research, development and product delivery in biotechnology as well as pharmaceutical and environmental solutions
- Only manufacturer of Vitamin D3 in India; amongst few leading producers in the World



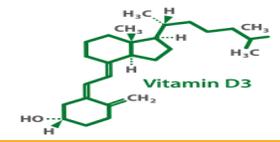
Environmental Solutions



API



Biotechnology



Vitamin D3

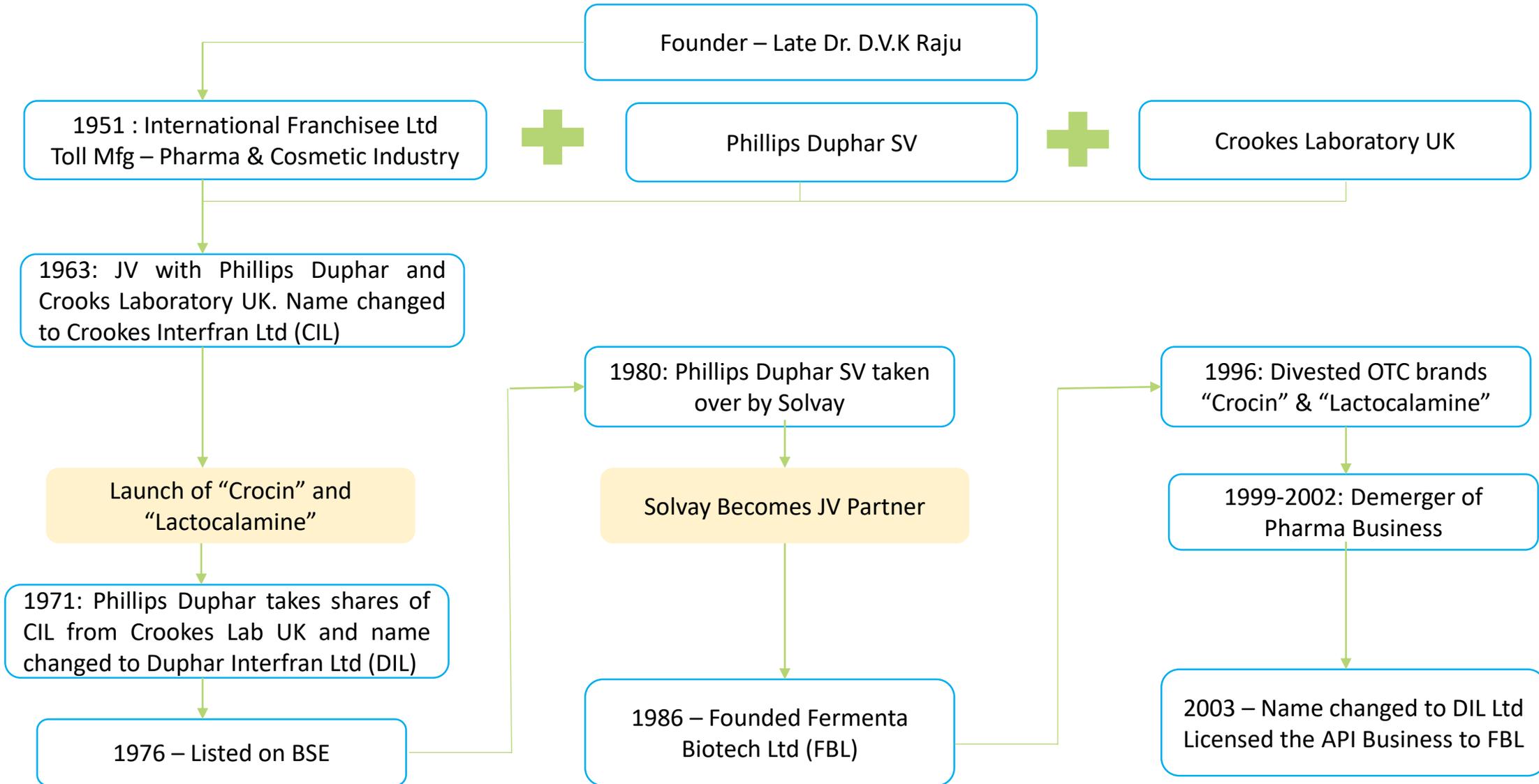
2 Assets

- **Thane One** – ~200,000 sq ft. leasable area, which is currently about 95% occupied + has an additional **freehold land** of ~5.5 acres in Thane
- **Ceejay House** – ~10,000 sq ft. area leased
- ~45 acres of **Freehold Land** in Takawe, Pune

3 Investments

- Wellness
- Noble Explochem Limited
- Entertainment Division

Six Decades of History



Creating Sustainable Value in the Business



- Thane One: Leasable area of **~200,000 Sqft**, which is currently about 98% occupied + has an additional freehold land of **~5.5 Acres** in Thane
- Ceejay House, Mumbai: Leased area of **~ 10,000 Sqft**
- Takawe Pune: Freehold Land parcel of **~ 45 acres**



Global Presence

- Nascent and Mature business mix
- **Globally Recognized Plants** for key products
- Proprietary IPR-driven research
- Multi-decadal **Experience**
- Competent and experienced **Human Capital**
- Governance focus
- Global quality **Certifications**
- **55 countries** across the world



Niche Presence

- Growing number of Multi-year accounts
- Among the **Worlds Largest D3 Makers** and **Leading Phenyramidol Manufacturer**
- Among top pioneering companies to **introduce enzymatic antibiotics manufacturing technology**
- Among few non-European companies with a **CEP accreditation** by EQDM for Vitamin D3



Financial Strength

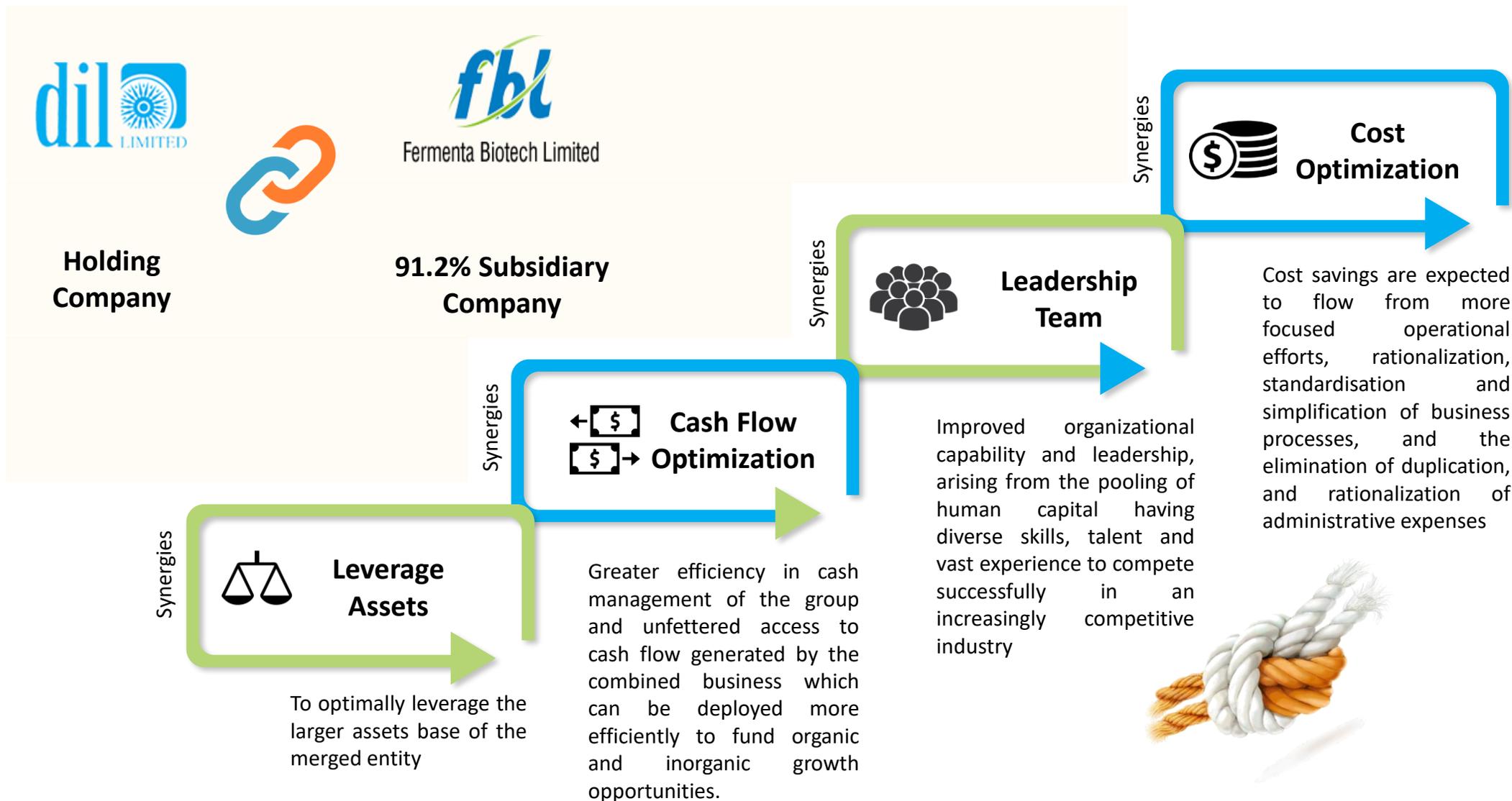
- **Healthy Balance Sheet**
- Profitable **Growth**
- **Low cost borrowings** due to significant exports



Fermenta Biotech Limited

DIL Purchased the equity holding of PE investor (21.05%) in December 2017

Through Merger of FBL with DIL



Contours of the Merger

Merger Consideration

- There is no cash consideration
- 100 Equity shares of DIL of Rs. 10 each fully paid up for every 1,006 equity shares of FBL of Rs. 10 each fully paid up
- Subject to members approval, the Board of Directors of DIL Ltd at its meeting held on June 18, 2018 approved:
 - Split / sub-division of equity shares from face value of Rs. 10 each to face value of Rs. 5 each
 - Issue of Bonus equity shares in proportion of 1:1, having face value of Rs. 5 each
 - Accordingly, the number of shares to be issued to the FBL shareholders will undergo change i.e. 100 equity shares of DIL of Rs. 5 each fully paid up for every 251 equity shares of FBL of Rs. 10 each fully paid up

| Category | Existing Shareholding | Post Merger Shareholding |
|--------------|-----------------------|--------------------------|
| Promoters | 62.59% | 58.93% |
| Public | 37.41% | 41.07% |
| Total | 100.00% | 100.00% |

Fermenta Biotech (91.2 % Subsidiary)

- A company focused on research, development and product delivery in biotechnology as well as pharmaceutical and environmental solutions
- Only manufacturer of Vitamin D3 in India; amongst few leading producers in the World

Assets

- Thane One
- Ceejay House
- Land in Takawe, Pune

Other Investments

- Wellness
- Noble Explochem
- Entertainment Division

Going Forward

Focus on Fermenta

- Complete focus on Fermenta Biotech
- Focused towards expanding the product portfolio of Fermenta Biotech

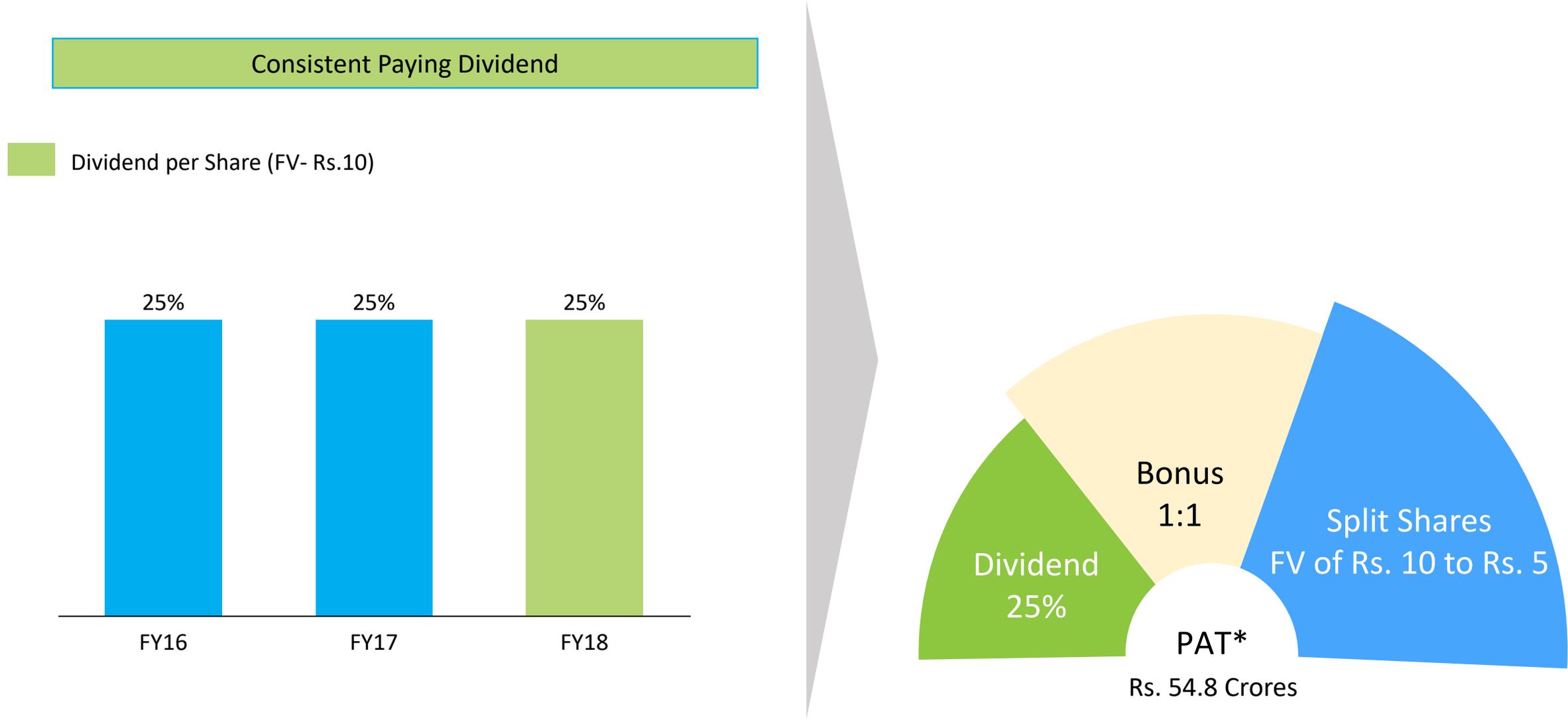
Assets

- Leverage on available real estate assets for the use of expansion and growth within Fermenta Biotech

Other Investments

All the investments of Wellness, Noble Explochem and Entertainment division to be monetised in coming future

Value to shareholders

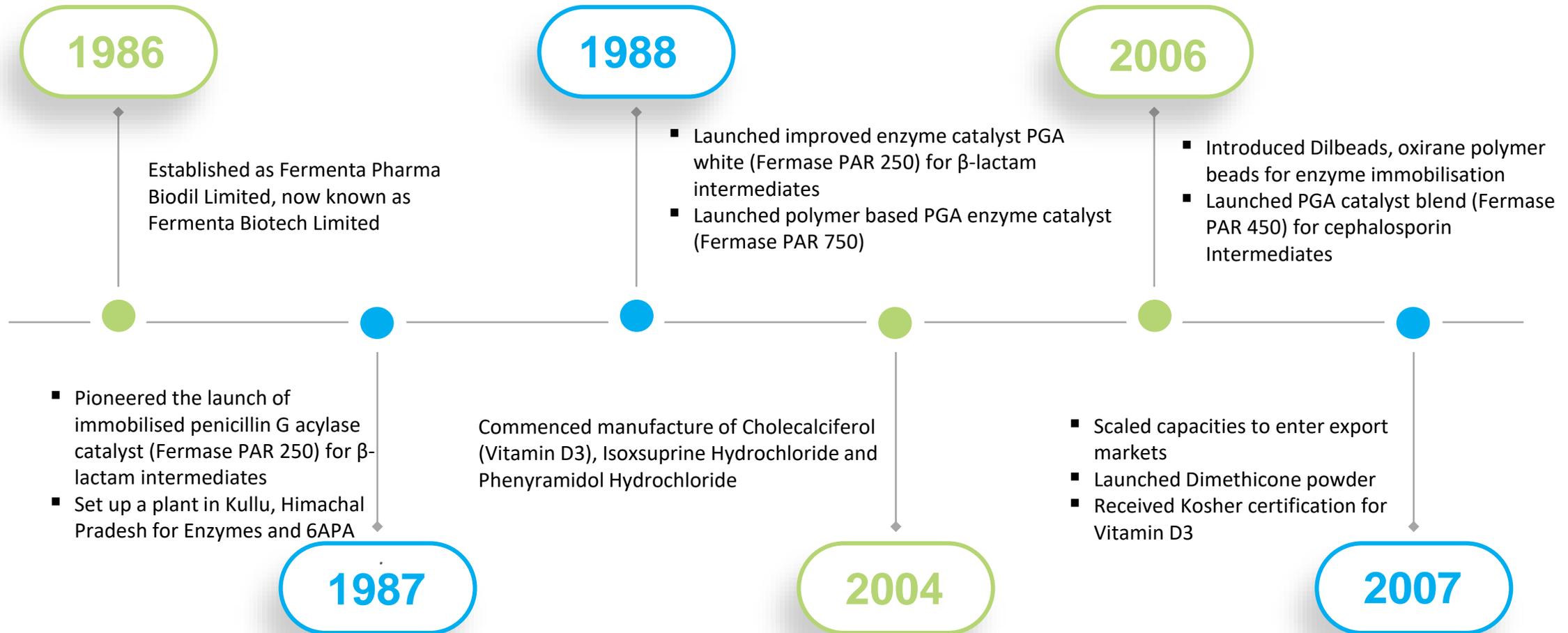


* On consolidated basis

*About Fermenta
Biotech Limited*



Three Decades of Fermenta...



..progress over the Last Decade



2008

- Received Halal certification for Vitamin D3

2009

- Launched novel penicillin G acylase (NPGA) for β -lactam antibiotic synthesis (e.g. Amoxicillin)
- Obtained CEP certification for Vitamin D3 from EDQM for its Kullu plant
- Started exporting Vitamin D3
- Introduced Phenyramidol formulations in India

2011

- Completed construction of the Dahej facility (SEZ) for mfg of Vitamin D3
- Ventured into animal feed and oil supplements of Vitamin D3
- Applied for Canadian DMF and US DMF

2012

- Underwent US FDA inspection for dietary supplements at Kullu
- Commercialised novel penicillin G acylase (NPGA) Fermase PS 150 for major global customers
- Launched new and improved penicillin G acylase catalyst – Fermase PA 850
- Augmented Vitamin D3 resin manufacturing capacity in Dahej

2014

- Initiated commercial production of Vitamin D3 100 CWD to cater to the food and dietary nutraceutical supplements market
- Launched Phenyramidol formulations in Africa

2016

- Enhanced Vitamin D3 capacity at its new plant at Dahej
- Launched new version of Vitamin D3 500 feed grade Powder

2017

- Received CEP from EDQM for its Dahej facility for Vitamin D
- Received FSSC 22000 and BRC Food Safety Approvals for both its plants for Vitamin D

Experienced Board of Directors



Fermenta Biotech Limited

Mr. Sanjay Buch

Chairman

**Mr. Satish
Varma**

Managing Director

**Ms. Anupama
Datla Desai**

Executive Director

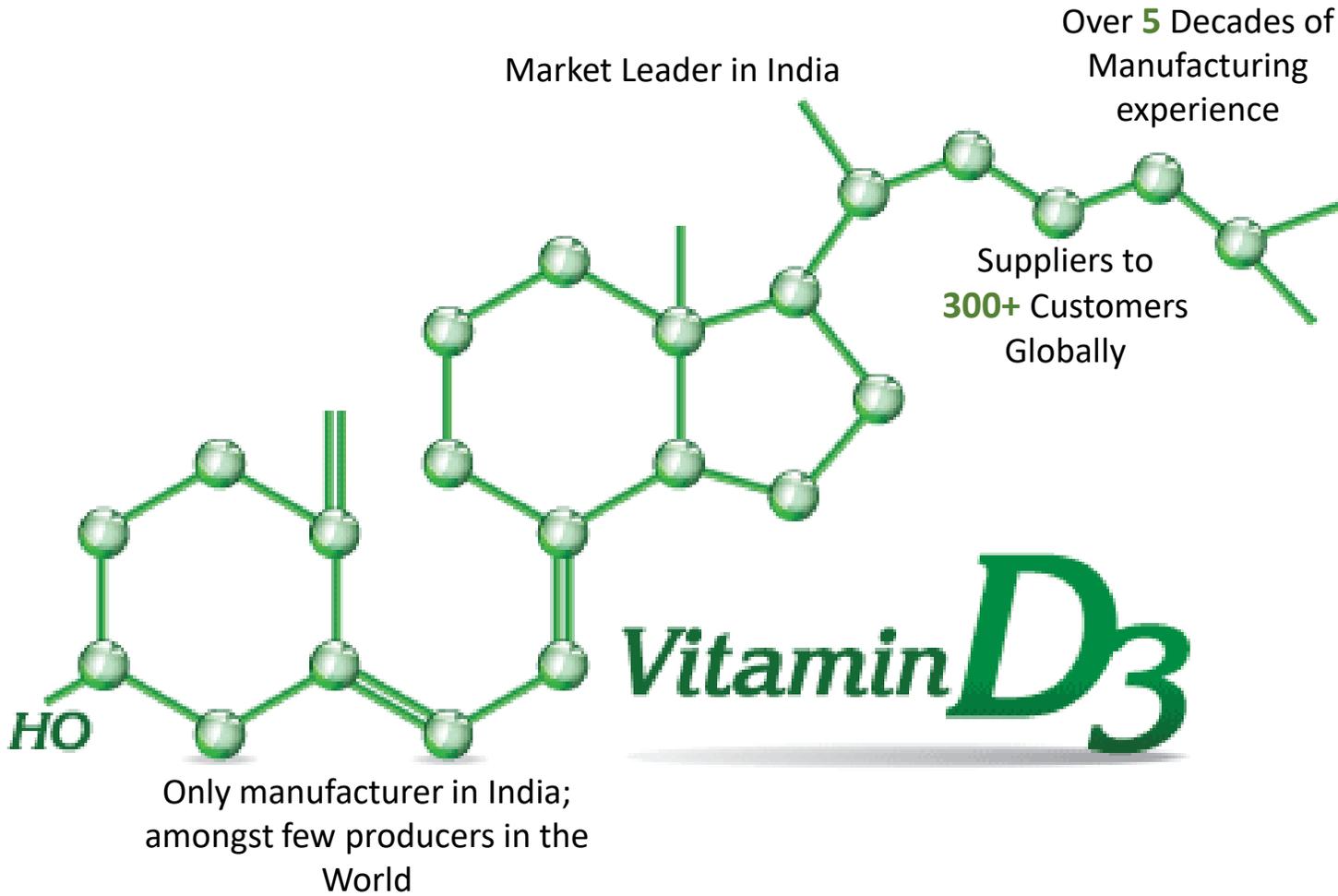
Mr. Krishna Datla

Non- Executive Director

**Dr. Gopakumar
Nair**

Independent Director

Vitamin D3



Applications

Human Health



Pharmaceuticals



Dietary Supplements



Food

Animal Health

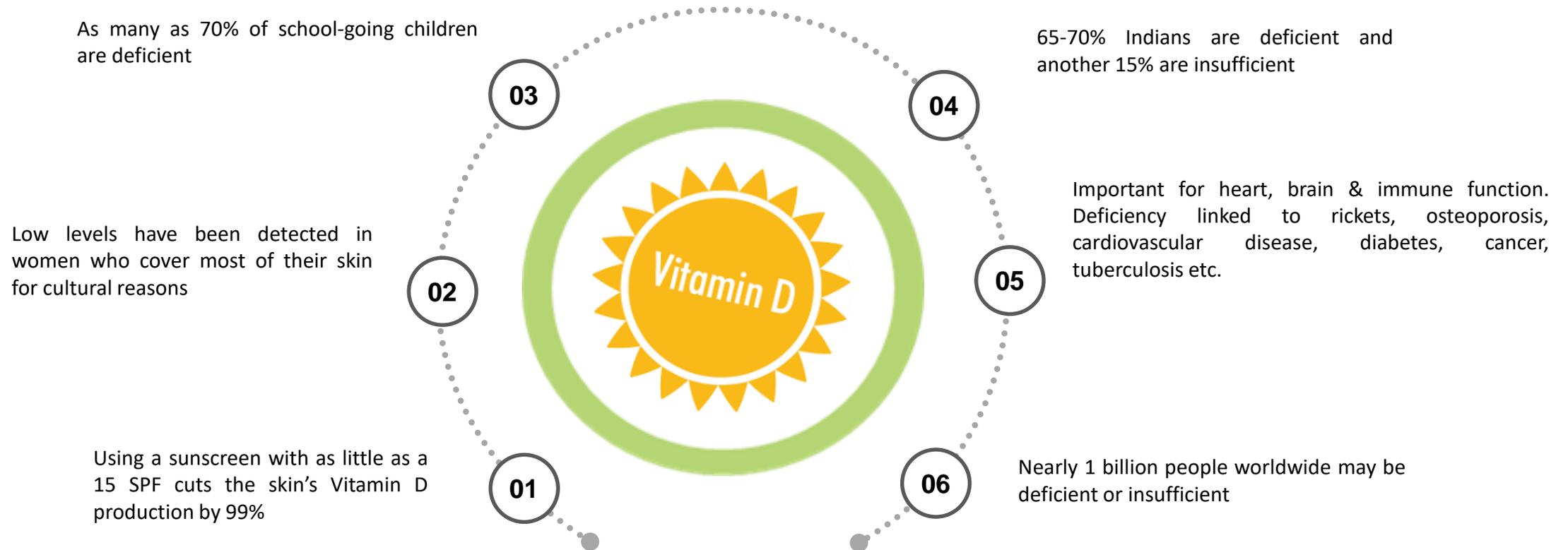


Veterinary

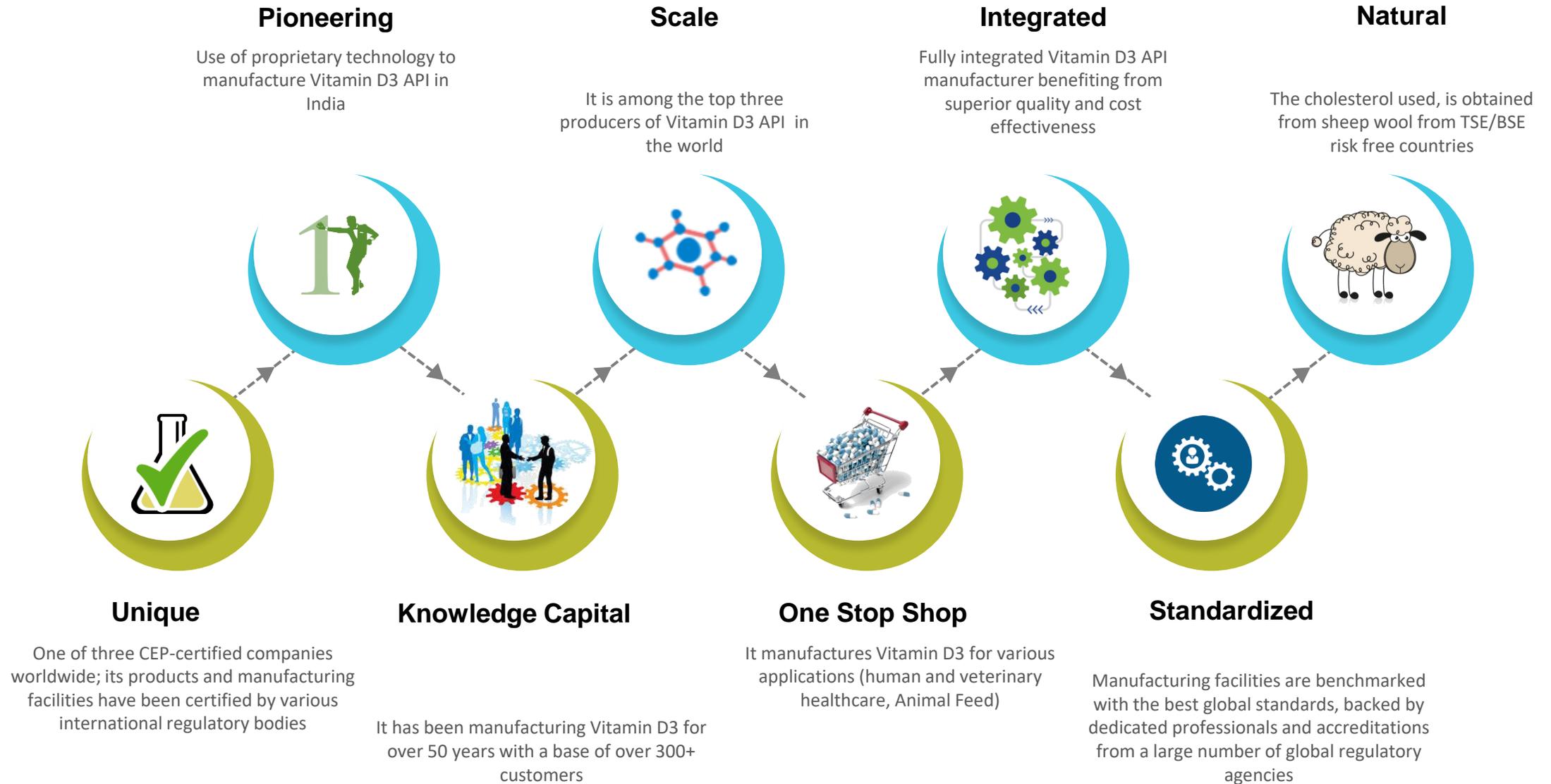


Feed

Vitamin D – Important Facts to Know



Vitamin D3 – Our Proprietary Technology





- For over 25 years, Fermenta Biotech Ltd. (FBL) has been dedicated towards manufacturing specialty APIs and Bio-Catalysts.
- The Company is a trusted and reliable source of specialty pharmaceutical products worldwide

Phenyramidol HCl

Phenyramidol Hydrochloride is an unique API. A potent muscle relaxant with concomitant analgesic effect

FBL has been a pioneer in reviving Phenyramidol HCl as an API and has successfully marketed the product in Turkey and India. The formulation of Phenyramidol grew exponentially in Turkey

Silicon Powder (Activated Dimethicone Powder)

Manufacturing of Silicon Powder (Activated Dimethicone Powder) was a conscious effort by FBL to offer a product that could replace simethicone oil in anti-flatulent oral formulations.

Replacement by silicon powder has helped enhance properties of powdered anti-flatulent oral formulations. Endorsed by one of the most popular pharma brands in Turkey, the product is presently being used in their anti-flatulent and digestive enzyme formulations.



- FBL is a leader in providing immobilized enzymes and enzyme technologies, and proprietary immobilization platforms
- Products are supplied to Sectors like Pharmaceutical, Fine Chemicals to Bioplastics, Cosmetics etc
- Our enzyme technologies for the synthesis of beta lactams and cephalosporin antibiotics offer unique advantages, which are not only scalable but also enable competitive transformation
- Some of the flagship enzyme products range from the classical "white enzyme", Penicillin G amidase-(PA 850) to the more advanced enzyme variants like Novel Penicillin G Amidase (PS 250) and CALB Lipase (CALB10000)
- We also offer enzyme immobilization optimization and supply services of various scale upto multi-ton commercial quantities

Integrated Biotech Solutions

- FBL, the pioneer of enzyme solutions, offers integrated biotech solutions in the field of environment
- Our special microorganisms, enzymes and the platform technologies provide unique advantages in waste water treatment and management
- Our products span a wide range of applications, from treating municipal STP to treating septic tanks, bioremediation to lake / pond bioremediation to mention the few
- Our proprietary product, **Fermsept® S** has been successfully demonstrated in Municipal STP ,with better plant performance, less power input, better treated water quality, reduced CAPEX/OPEX etc.



“
Driven by the
Discover,
Develop &
Deliver
philosophy”



Modern, fully equipped, DSIR approved Research & Development facility complimented by highly skilled and committed scientists.



Providing **Integrated Solutions**, processes and products for Biotech and Active Pharmaceutical Ingredients (API)



API R&D, combined with expertise on photochemistry, chromatography and multi-step process development skills



Biotech R&D has got wide experience in the areas of bacterial fermentation, enzyme expression, immobilization platforms and process development in various enzymatic applications

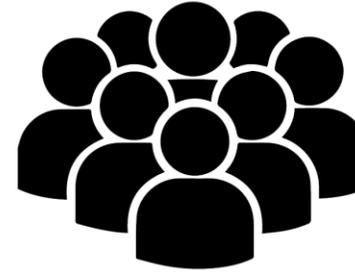
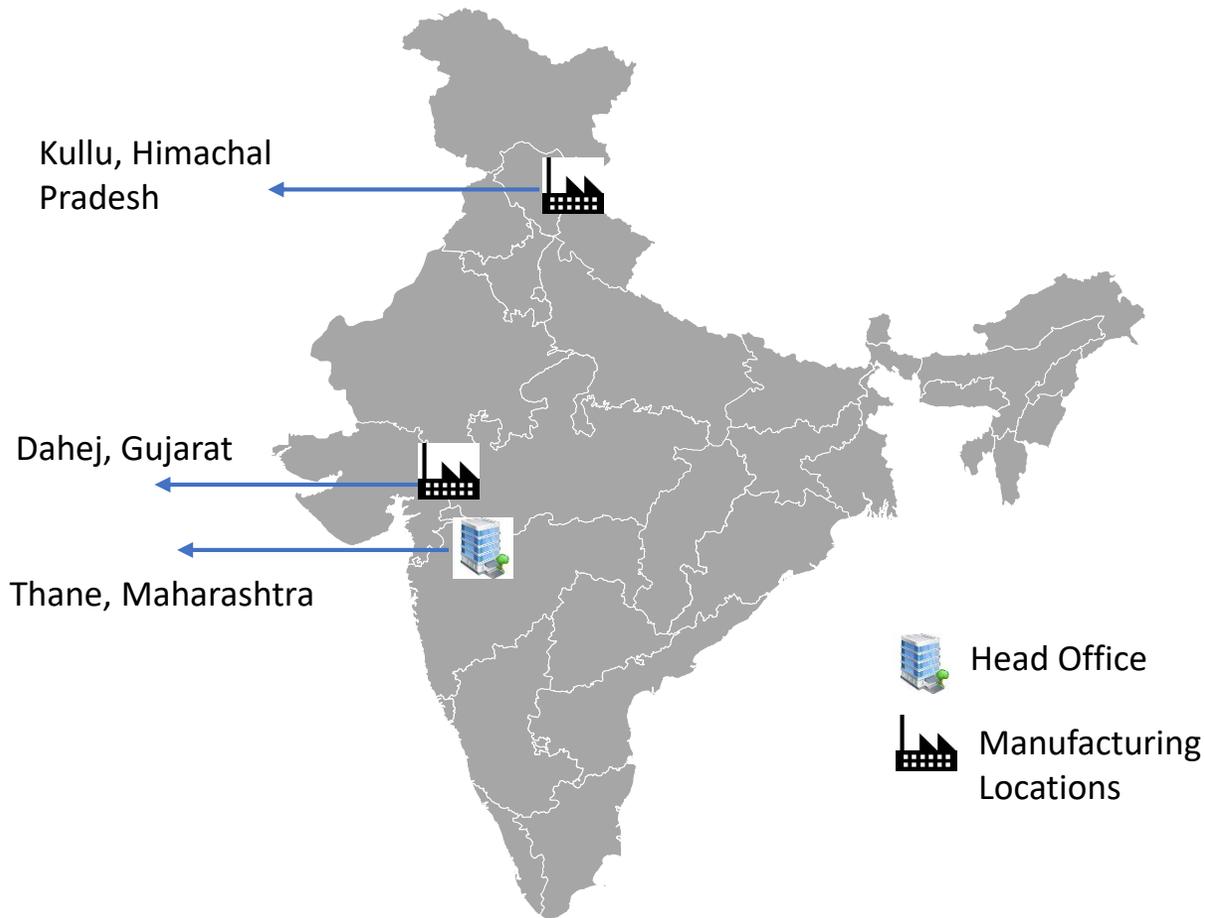


Enzyme technology platform is aimed at helping companies become environmentally responsible and sustainable (Green Chemistry)



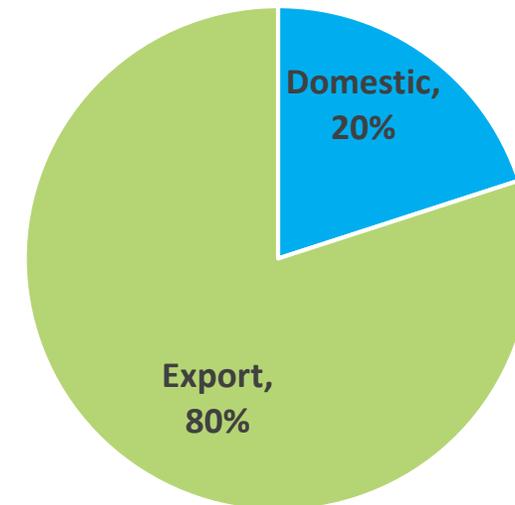
Geographical Presence – Manufacturing & Clientele

Manufacturing & Operating Locations

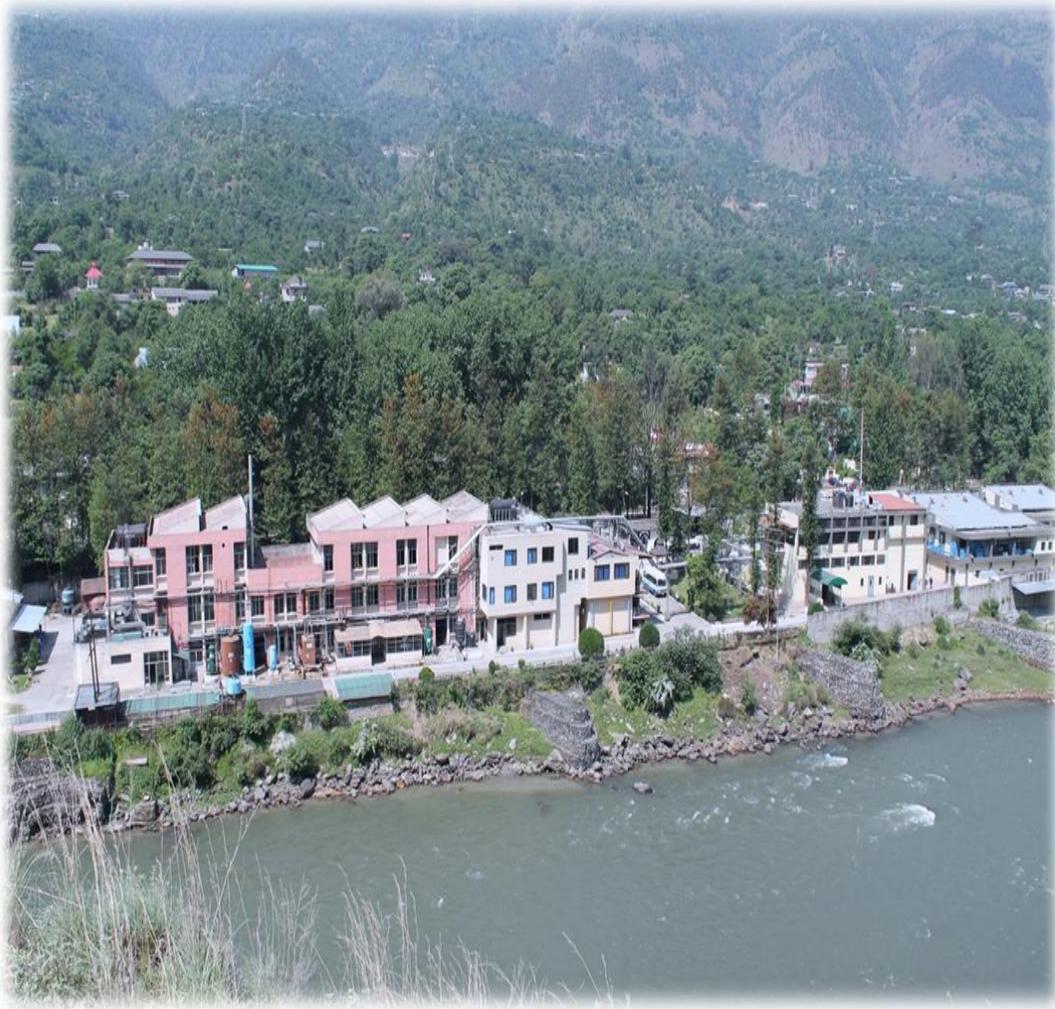


Supplying More than **300 Customers** both Domestic & International

Revenue – Breakup – FY18



Manufacturing Units – Kullu, Himachal Pradesh



- ✓ Set up the Biotech plant in 1987 to manufacture Penicillin G Amidase and Penicillin G Acylase enzyme and emerged as the leader in enzyme technologies for beta lactam in India
- ✓ Set up Bulk Drug division in 2004 to manufacture various APIs like Vitamin D3, Phenyramidol HCl (Fenyramidol) and Silicon Powder (Activated Dimethicone Powder)
- ✓ Facility is cGMP compliant, supplies its products across the globe

Manufacturing Units – Dahej Gujarat



✓ Established a green field manufacturing facility at Dahej SEZ Ltd. in 2011 to cater to the growing international market

✓ Site has dedicated manufacturing blocks for API's/Intermediates

✓ Strict adherence to Safety, Health & Environment (SHE) policy

Both the manufacturing units are registered with US FDA "Food Facility Registration Module (FFRM)"

Our Accreditations



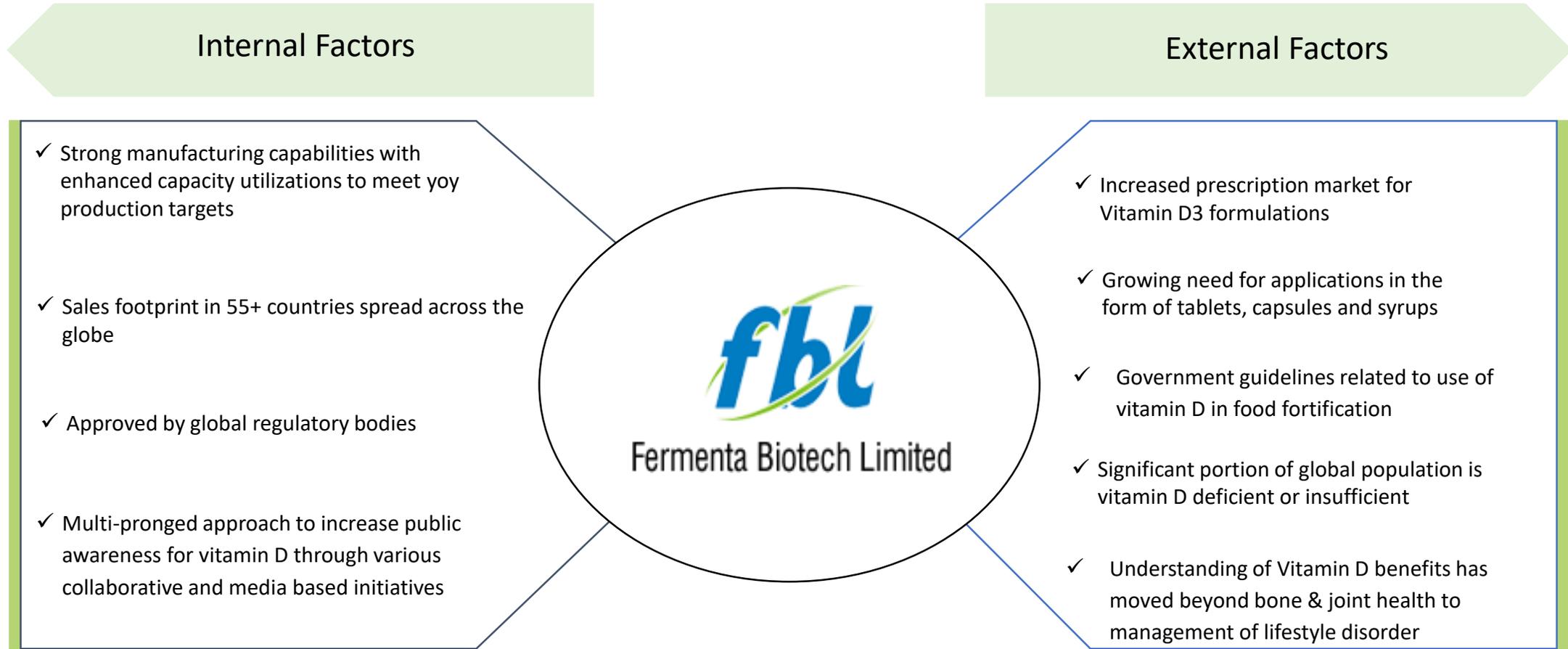
GMP Registered



Intertek



FSSC 22000



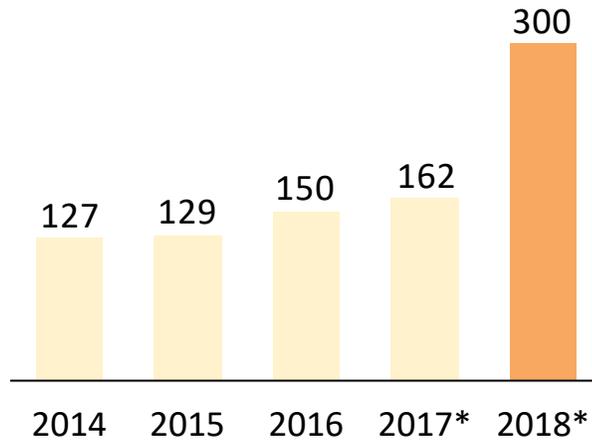
We have been **Investing in Technology** for optimizing process parameters, moderating costs and increasing efficiency

Fermenta – Historical Performance

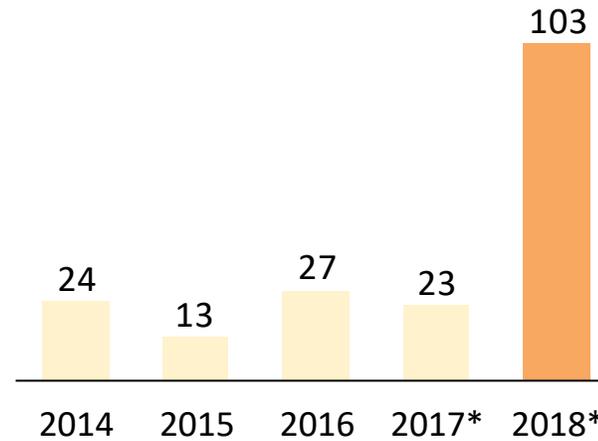


Fermenta Biotech Limited

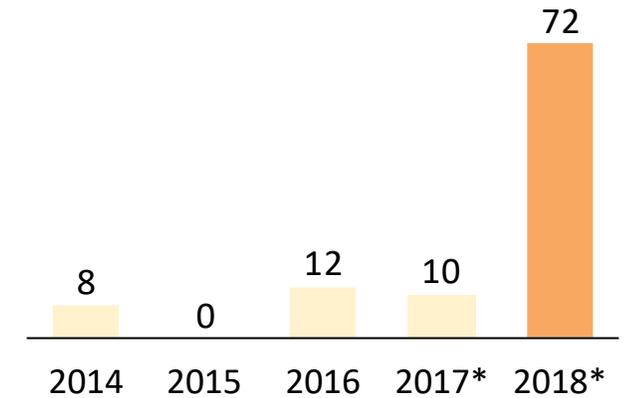
Revenue^ (Rs. Crs)



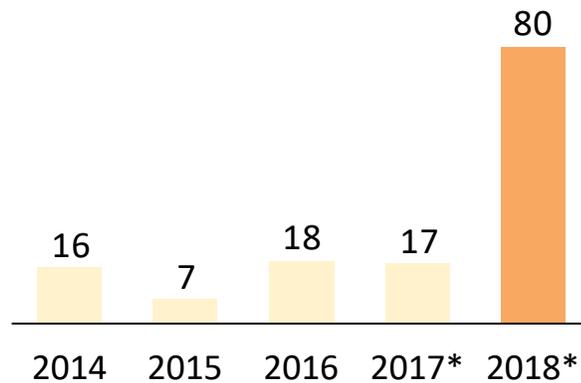
EBITDA^ (Rs. Crs)



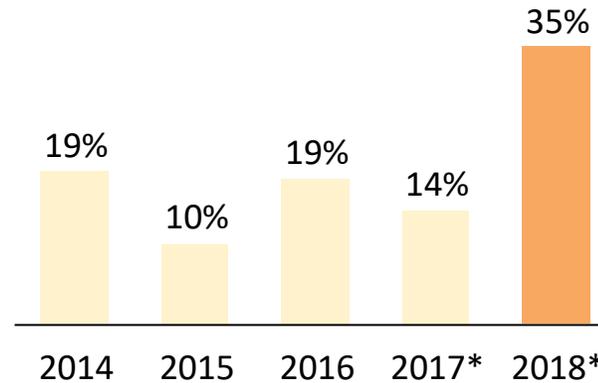
PAT (Rs. Crs)



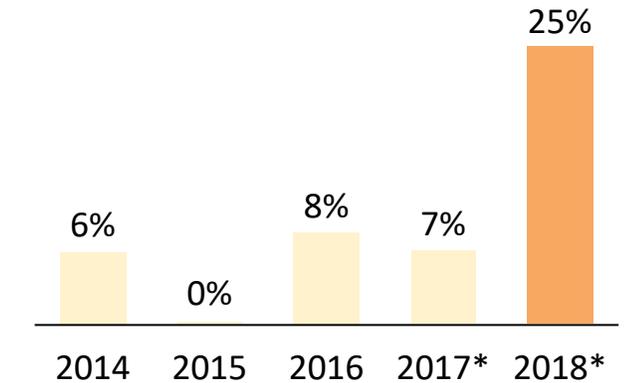
Cash PAT (Rs. Crs)



EBITDA (%)



PAT (%)



*As per IND-AS

^Includes Other Income

Fermenta Biotech - Profit & Loss



Fermenta Biotech Limited

| Particulars (Rs. Crs) | FY 18 | FY 17 | YoY |
|------------------------|--------------|--------------|-------------|
| Revenue | 291.7 | 159.2 | 83% |
| Other Income | 8.5 | 2.3 | |
| Total Revenue | 300.2 | 161.5 | |
| Raw Material | 80.0 | 68.3 | |
| Employee Expenses | 34.1 | 22.2 | |
| Other Expenses | 83.1 | 48.1 | |
| EBITDA | 103.0 | 22.9 | 468% |
| EBITDA Margin % | 34.3% | 14.2% | |
| Depreciation | 7.7 | 6.6 | |
| EBIT | 95.3 | 16.4 | 482% |
| EBIT Margin % | 32.7% | 10.3% | |
| Finance Cost | 3.0 | 3.6 | |
| PBT | 92.3 | 12.7 | |
| Tax | 20.4 | 2.4 | |
| PAT | 71.9 | 10.3 | 595% |
| PAT Margin % | 24.6% | 6.5% | |
| EPS | 39.5 | 5.7 | |

Fermenta Biotech - Balance Sheet



Fermenta Biotech Limited

| EQUITY AND LIABILITIES | Mar-18 | Mar-17 |
|--------------------------------------------|--------------|--------------|
| Equity | | |
| Equity Share capital | 17.7 | 17.7 |
| Non Controlling Interest | | |
| Other equity | 155.0 | 82.7 |
| Sub-total - Shareholders' funds | 172.7 | 100.4 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 3.4 | 6.1 |
| Other financial liabilities | | |
| Provisions | 2.0 | 1.9 |
| Deferred tax liabilities (net) | 2.2 | 2.7 |
| Other non-current liabilities | | |
| Sub-total - Non-current liabilities | 7.6 | 10.7 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 24.1 | 33.6 |
| Trade payables | 38.9 | 27.2 |
| Other financial liabilities | 14.4 | 5.6 |
| Other current liabilities | 4.6 | 1.2 |
| Provisions | 0.3 | 0.3 |
| Current tax liabilities (net) | 3.8 | 0.3 |
| Sub-total - Current liabilities | 86.1 | 68.2 |
| TOTAL - EQUITY AND LIABILITIES | 266.3 | 179.3 |

| ASSETS | Mar-18 | Mar-17 |
|----------------------------------------------------|--------------|--------------|
| Non-current assets | | |
| Property, plant and equipment | 74.6 | 71.9 |
| Capital work-in-progress | 2.5 | 2.8 |
| Other intangible assets | 2.1 | 0.5 |
| Intangible Assets Under Development | 1.0 | 1.4 |
| Investment in Subsidiaries & associates | 0.4 | 1.8 |
| Goodwill | | |
| Financial assets | | |
| Loans | 0.1 | 0.1 |
| Share Application Money | | |
| Other financial assets | 4.3 | 0.9 |
| Other non-current assets | 4.5 | 4.8 |
| Sub-total - Non-Current Assets | 89.4 | 84.3 |
| Current assets | | |
| Inventories | 51.2 | 38.7 |
| Financial assets | | |
| Trade receivables | 68.6 | 44.6 |
| Cash and cash equivalents | 21.2 | 1.1 |
| Bank balances other than Cash and Cash equivalents | 9.3 | |
| Loans | 0.0 | 0.0 |
| Other financial assets | 0.2 | 1.7 |
| Current Tax Assets | 0.1 | 0.1 |
| Other current assets | 26.2 | 8.8 |
| Sub-total - Current Assets | 176.9 | 95.1 |
| Assets Classified as held for Sale | | |
| TOTAL - ASSETS | 266.3 | 179.3 |

A modern office lobby with a patterned carpet, black leather sofas, and a glass coffee table. The background features a wall with the 'Thane one' logo and large glass windows.

*About DIL
Limited*

Thane
one

Experienced Board of Directors

Mr. G. G. Desai

Chairman Emeritus

Mr. Sanjay Buch

Chairman (Non - Executive
and Independent)

**Mr. Krishna
Datla**

Managing Director

**Ms. Rajeshwari
Datla**

Non - Executive Director

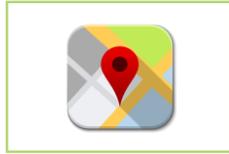
Mr. Satish Varma

Non - Executive Director

Mr. Vinayak Hajare

Non - Executive and
Independent Director

Thane One – Corporate Business IT Park



- Strategically located site off the Eastern Express Highway with easy access from all parts of Mumbai, Greater Mumbai and Thane by multiple modes of transport



- Environmentally conscious complex with a Green ambience built to **LEED PLATINUM** standards



- Car Parking with provision of charging points for electric cars & car poolers parking



- Sewage and Effluent Treatment Plant for treating and reusing water



- VAASTU Compliant



- ThaneOne awarded the "**Best Office Architecture 2013**" at Asia Pacific Property Awards, Malaysia

Our Property Portfolio



~200,000 Sq. Ft leasable area (98% leased) + additional freehold land of ~5.5 acres



~10,000 Sq. Ft - Leased



~45 acres of Freehold land at Takawe

Standalone Profit & Loss

| Particulars (Rs. Crs) | FY 18 | FY 17 | YoY |
|--------------------------------------------------------|----------------|----------------|---------------|
| Revenue from Operations (Net of Excise) | 12.5 | 5.5 | 126.8% |
| Other Income | 0.4 | 0.4 | |
| Total Revenue | 12.9 | 5.9 | |
| Raw Material | - | - | |
| Employee Cost | 5.8 | 5.6 | |
| Other Expenses | 16.1 | 8.4 | |
| EBITDA | -9.0 | -8.1 | -11.1% |
| EBITDA Margin | -75.0% | -153.9% | |
| Depreciation | 3.8 | 3.4 | |
| EBIT | -12.8 | -11.5 | -11.3% |
| EBIT Margin | -102.6% | -208.2% | |
| Finance Cost | 10.6 | 6.5 | |
| Exceptional Item (Gain) / Loss | - | - | |
| Profit before Tax | -23.5 | -18.0 | -30.6% |
| PBT Margin | -187.6% | -325.9% | |
| Tax | 0.7 | 0.3 | |
| PAT | -24.2 | -18.3 | -32.2% |
| PAT Margin % | -193.1% | -331.8% | |
| Other Comprehensive Income for owners of the Company | 0.0 | 1.9 | |
| Total Comprehensive Income for Owners of the Co | -24.2 | -16.4 | |
| TCI Margin % | -193.4% | -298.2% | |

Standalone Balance Sheet

| EQUITY AND LIABILITIES | Mar-18 | Mar-17 |
|--------------------------------------------|--------------|--------------|
| Equity | | |
| Equity Share capital | 2.3 | 2.3 |
| Other equity | 62.4 | 86.7 |
| Sub-total - Shareholders' funds | 64.7 | 89.0 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 132.0 | 34.3 |
| Other financial liabilities | 5.3 | 2.3 |
| Provisions | 0.7 | 0.7 |
| Deferred tax liabilities (net) | | |
| Other non-current liabilities | 1.7 | 0.9 |
| Sub-total - Non-current liabilities | 139.8 | 38.2 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 5.7 | 3.5 |
| Trade payables | 1.8 | 1.3 |
| Other financial liabilities | 9.0 | 11.3 |
| Other current liabilities | 1.4 | 2.8 |
| Provisions | 0.2 | 0.1 |
| Sub-total - Current liabilities | 18.1 | 19.1 |
| TOTAL - EQUITY AND LIABILITIES | 222.6 | 146.3 |

| ASSETS | Mar-18 | Mar-17 |
|----------------------------------------------------|--------------|--------------|
| Non-current assets | | |
| Property, plant and equipment | 11.8 | 8.1 |
| Capital work-in-progress | | 1.3 |
| Other intangible assets | 0.0 | 0.0 |
| Investment Property | 84.1 | 85.5 |
| Investment in Joint Ventures | - | 5.3 |
| Investment in Associates | 7.0 | 7.0 |
| Investment in Subsidiaries | 100.3 | 17.4 |
| Financial assets | | |
| Investments | 0.1 | 0.1 |
| Loans | 0.3 | 0.3 |
| Share Application Money | 9.1 | 9.1 |
| Other financial assets | 2.2 | 1.0 |
| Deferred tax assets (net) | | 0.7 |
| Non-current tax assets | 1.0 | 0.3 |
| Other non-current assets | 1.6 | 1.4 |
| Sub-total - Non-Current Assets | 217.5 | 137.5 |
| Current assets | | |
| Financial assets | | |
| Investments | 1.1 | 1.0 |
| Trade receivables | 0.3 | 0.4 |
| Cash and cash equivalents | 1.3 | 0.7 |
| Bank balances other than Cash and Cash equivalents | 0.2 | 0.3 |
| Loans | 0.1 | 0.2 |
| Other financial assets | 0.7 | 1.6 |
| Advance to suppliers | | |
| Other current assets | 1.4 | 4.7 |
| Sub-total - Current Assets | 5.1 | 8.8 |
| Assets Classified as held for Sale | | |
| TOTAL - ASSETS | 222.6 | 146.3 |

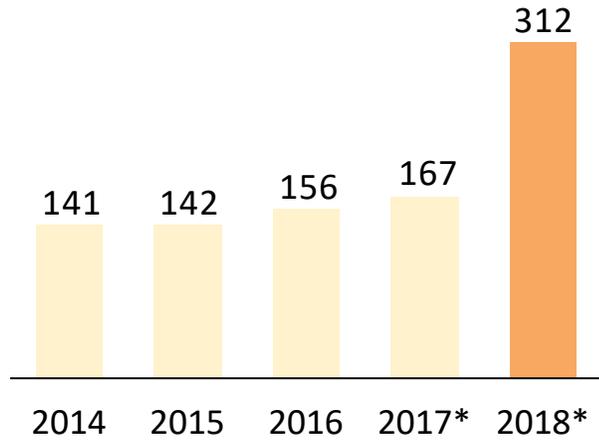


*Performance
Highlights*

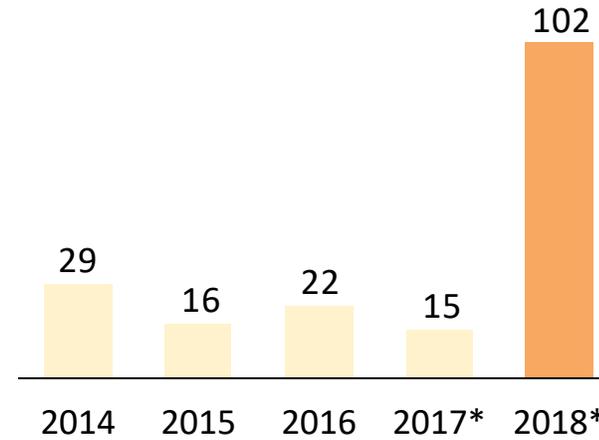
DIL Limited – Historical Performance



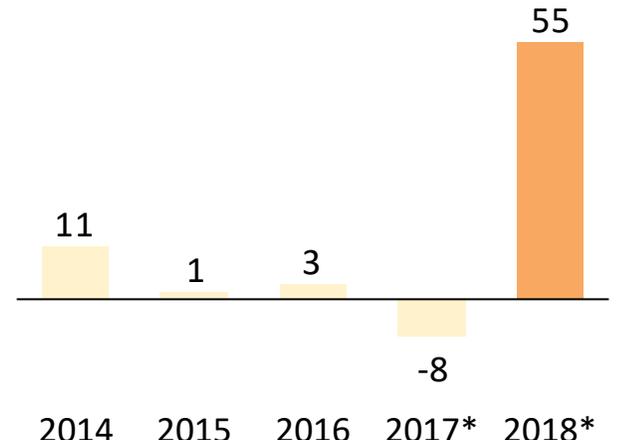
Revenue (Rs. Crs)



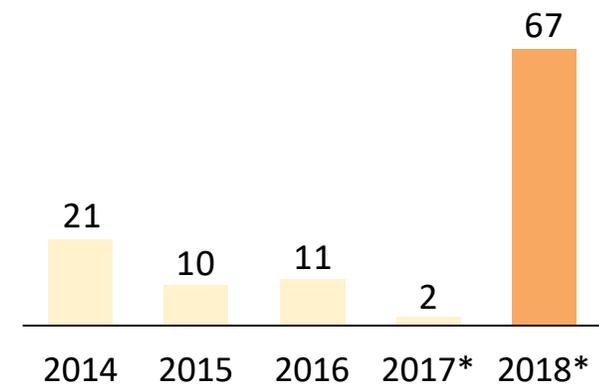
EBITDA (Rs. Crs)



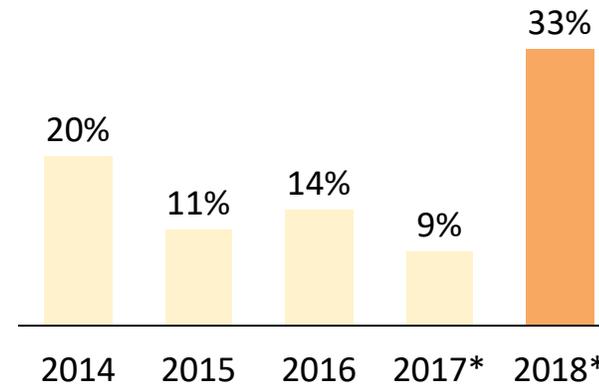
PAT^ (Rs. Crs)



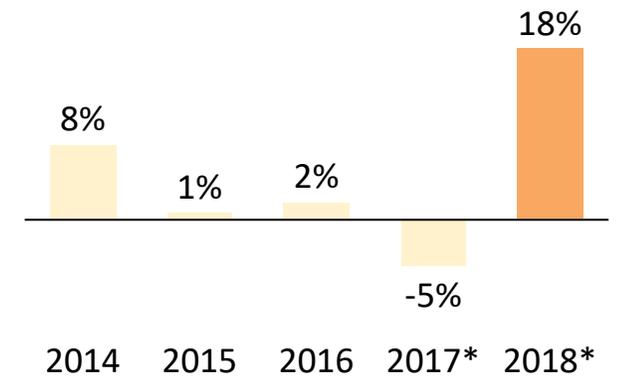
Cash PAT (Rs. Crs)



EBITDA (%)



PAT (%)



*As per IND-AS

On consolidated basis

^ PAT before share of profit / loss of associates and JV's

Consolidated Profit & Loss

| Particulars (Rs. Crs) | FY 18 | FY 17 | YoY |
|----------------------------------------------------------------|--------------|--------------|-----------------|
| Revenue from Operations (Net of Excise) | 302.7 | 164.1 | 84.4% |
| Other Income | 8.9 | 2.8 | |
| Total Revenue | 311.6 | 166.9 | |
| Raw Material | 79.8 | 68.3 | |
| Employee Cost | 39.8 | 30.8 | |
| Other Expenses | 90.0 | 53.0 | |
| EBITDA | 102.0 | 14.8 | 589.2% |
| EBITDA Margin | 32.7% | 8.8% | |
| Depreciation | 12.4 | 10.3 | |
| EBIT | 89.6 | 4.4 | 1,920.8% |
| EBIT Margin | 29.6% | 2.7% | |
| Finance Cost | 13.6 | 10.0 | |
| Exceptional Item (Gain) / Loss | - | - | |
| Profit before Tax | 76.0 | -5.5 | 1,481.8% |
| PBT Margin | 25.1% | -3.4% | |
| Tax | 21.1 | 2.7 | |
| PAT | 54.8 | -8.2 | 768.2% |
| PAT Margin % | 18.1% | -5.0% | |
| Share of profit / Loss of Associates and Joint Ventures | -6.5 | -0.4 | |
| Other Comprehensive Income for owners of the Company | 0.0 | 1.6 | |
| Total Comprehensive Income for Owners of the Co | 48.3 | -7.0 | |
| TCI Margin % | 16.0% | -4.3% | |

Consolidated Balance Sheet

| EQUITY AND LIABILITIES | Mar-18 | Mar-17 |
|--------------------------------------------|--------------|--------------|
| Equity | | |
| Equity Share capital | 2.3 | 2.3 |
| Non Controlling Interest | 11.0 | 28.5 |
| Other equity | 124.1 | 141.4 |
| Sub-total - Shareholders' funds | 137.4 | 172.2 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| Borrowings | 135.4 | 40.3 |
| Other financial liabilities | 3.7 | 2.2 |
| Provisions | 2.7 | 2.7 |
| Deferred tax liabilities (net) | 2.2 | 2.7 |
| Other non-current liabilities | 1.7 | 0.9 |
| Sub-total - Non-current liabilities | 145.7 | 48.8 |
| Current liabilities | | |
| Financial liabilities | | |
| Borrowings | 29.9 | 37.1 |
| Trade payables | 40.1 | 28.2 |
| Other financial liabilities | 23.3 | 16.9 |
| Other current liabilities | 6.1 | 3.9 |
| Provisions | 0.5 | 0.5 |
| Current tax liabilities (net) | 3.8 | 0.3 |
| Sub-total - Current liabilities | 103.6 | 86.8 |
| TOTAL - EQUITY AND LIABILITIES | 386.6 | 307.8 |

| ASSETS | Mar-18 | Mar-17 |
|----------------------------------------------------|--------------|--------------|
| Non-current assets | | |
| Property, plant and equipment | 90.6 | 84.3 |
| Capital work-in-progress | 2.5 | 4.1 |
| Other intangible assets | 2.1 | 1.3 |
| Intangible Assets Under Development | 1.0 | 1.4 |
| Investment in Joint Ventures | - | 5.3 |
| Investment Property | 80.5 | 81.8 |
| Investment in Subsidiaries & associates | 2.1 | 2.5 |
| Goodwill | 4.1 | 4.1 |
| Financial assets | | |
| Investments | 0.1 | 0.1 |
| Loans | 0.4 | 0.6 |
| Share Application Money | 9.0 | 9.1 |
| Other financial assets | 4.8 | 0.9 |
| Deferred tax assets (net) | - | 0.7 |
| Non-current tax assets | 1.1 | 0.4 |
| Other non-current assets | 6.0 | 6.9 |
| Sub-total - Non-Current Assets | 204.4 | 203.6 |
| Current assets | | |
| Inventories | 51.2 | 38.9 |
| Financial assets | | |
| Investments | 1.1 | 1.0 |
| Trade receivables | 68.7 | 44.6 |
| Cash and cash equivalents | 32.4 | 2.2 |
| Bank balances other than Cash and Cash equivalents | 0.2 | 0.3 |
| Loans | 0.1 | 0.2 |
| Other financial assets | 0.9 | 3.6 |
| Other current assets | 27.7 | 13.5 |
| Sub-total - Current Assets | 182.3 | 104.3 |
| Assets Classified as held for Sale | - | - |
| TOTAL - ASSETS | 386.6 | 307.8 |

Our Association with Vitamin Angels



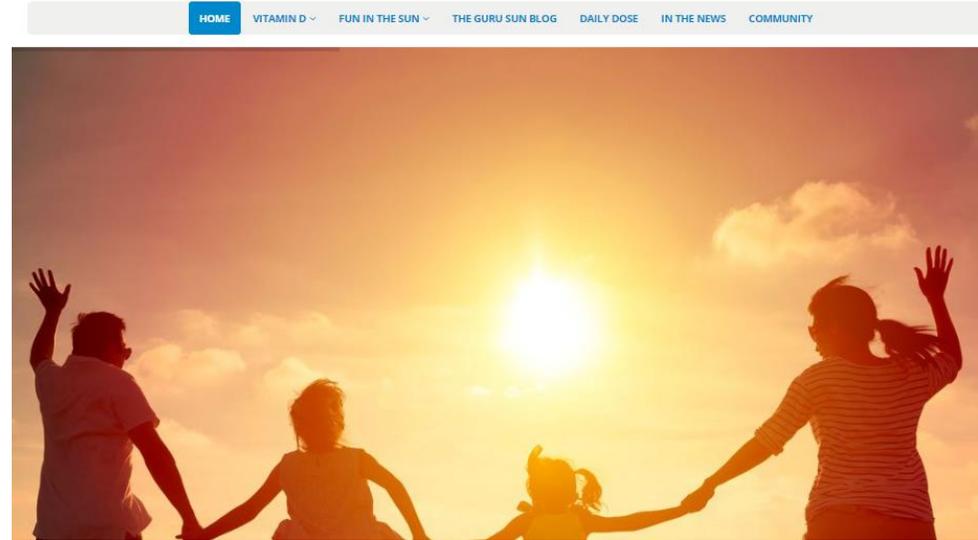
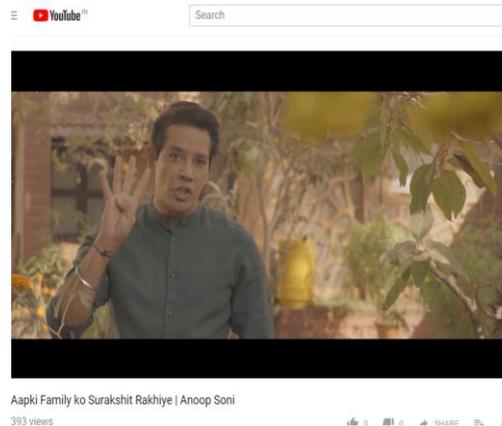
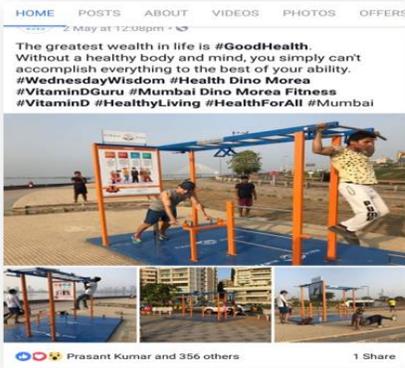
PROUD SUPPORTER

- A non-profit organization providing life changing vitamins to populations in need—specifically pregnant women, new mothers, and children under five.
- Vitamin Angels works to reach underserved communities in partnership with over **700 NGOs** in more than **74 countries** around the world. It reaches over **61 million** women and children for delivering vitamin solutions.
- Last year, our support allowed Vitamin Angels to reach **20,000 additional mothers and children.**

Our Awareness Initiative: Vitamin D Guru



Fermenta Biotech Limited



An Innovative public awareness portal dedicated to spreading awareness about vitamin-D, its intake and benefits.

Aims to build a community of vitamin D conscious health users who can share their experiences with others

Our endeavour to unlock access to millions of internet users and turn them into healthy and enriched human beings to maintain an optimum level of vitamin D



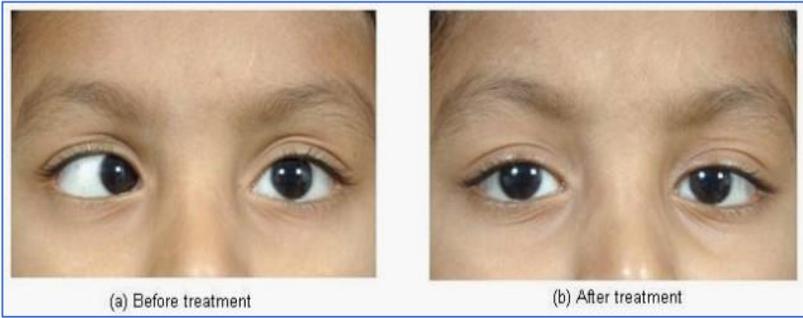
Corneal Transplant (Keratoplasty)



NATIONAL ASSOCIATION FOR THE BLIND (INDIA)

••••• ••••• ••••• ••••• ••••• ••••• ••••• ••••• ••••• •••••

Promoting the interests of people with vision loss in India



Squint (Strabismus) Correction

| Commitment | FBL's | DIL's | Total Group |
|------------------------------|-------|-------|-------------|
| Corneal Transplant Surgeries | 80 | 25 | 105 |
| Squint Correction Surgeries | 17 | 5 | 22 |
| Educational Braille Kits | 68 | 40 | 108 |



Educational Braille Kit



Contact Us

Company :



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Investor Relations Advisors :



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