

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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Email : info@fermentabiotech.com, Website. : www.fermentabiotech.com



Ref: F.No.:49

August 22, 2022

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 2022-2023 [Q1-FY23]

Ref: Scrip Code: 506414

Further to our intimation dated August 12, 2022 regarding approval of Unaudited Financial Results (Standalone and Consolidated) by the Board of Directors for the quarter ended June 30, 2022, we hereby enclose a copy of Earnings Presentation for Quarter 1 – Financial Year 2022-2023.

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**

A handwritten signature in blue ink, appearing to read 'Srikant N Sharma', is written over a light blue horizontal line.

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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Website: www.fermentabiotech.com



FERMENTA BIOTECH LIMITED

Earnings Presentation | Q1-FY23



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



7 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

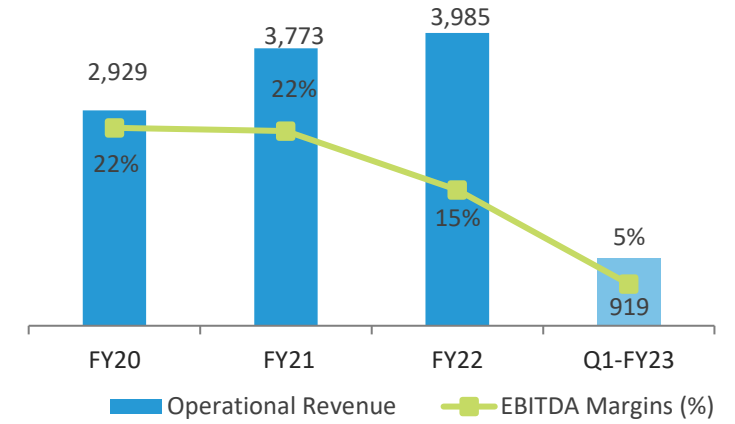


- Fermenta Biotech Limited (FBL) (Erstwhile DIL Ltd.) incorporated in 1951 by Dr. DVK Raju, is engaged in development and manufacturing of pharmaceuticals, biotechnology and environmental solutions used across various industries.
- On September 26, 2019, NCLT approved amalgamation of DIL & FBL which consolidated FBL's leadership capabilities backed by DIL's large asset base.
- 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:

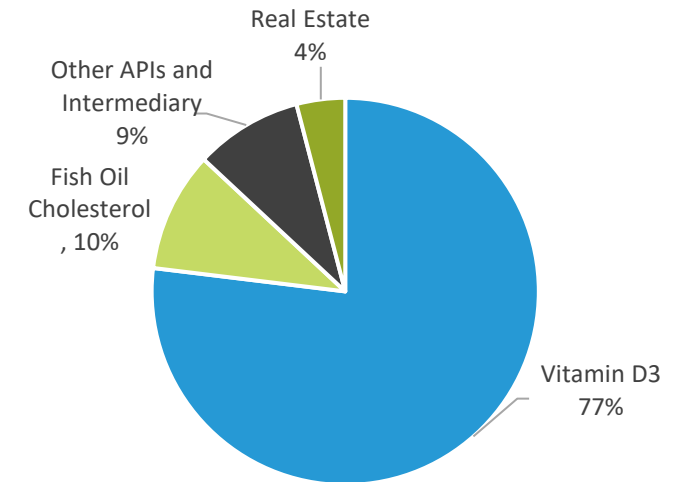
- | | |
|--|-----------------|
| 1. Pharmaceuticals | 4. Animal feed |
| 2. Dietary and nutritional supplements | 5. Veterinary |
| 3. Food and beverage fortification | 6. Rodenticides |

- 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.
- The company also has legacy properties at Thane and Worli in Mumbai for which it realizes significant rental income.

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



Revenue Mix % (FY22)



AL GROWTH

Financial growth

Financial growth

22.19

24.78

Q1-FY23

FINANCIAL OVERVIEW

22.19

24.78



Q1-FY23 Financial Highlights



Q1-FY23 Standalone Performance

INR 845 Mn
Operational Income

INR 81 Mn
Operational EBITDA

9.59 %
Operational EBITDA Margin

INR 11 Mn
Net Profit

1.30 %
PAT Margin

INR 0.36 /share
Diluted EPS

Q1-FY23 Consolidated Performance

INR 919 Mn
Operational Income

INR 50 Mn
Operational EBITDA

5.44 %
Operational EBITDA Margin

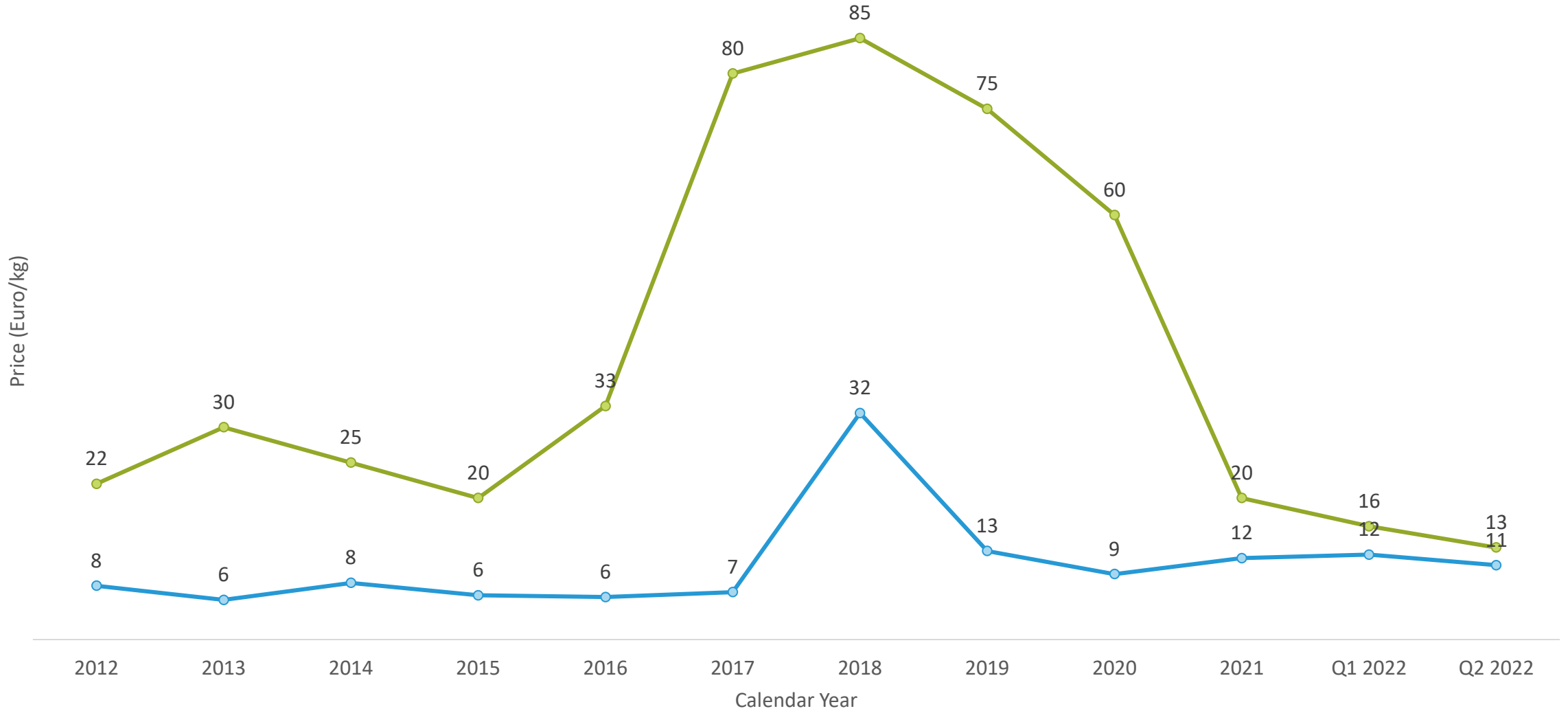
INR (23) Mn
Net Profit

(2.50) %
PAT Margin

INR (0.80) /share
Diluted EPS

- Volumes of Vitamin D3 for Human Nutrition in Q1-FY23 decreased by 1% vs Q4-FY22 and by 36% in Q1-FY23 as compared to Q1-FY22, while the average prices of Vitamin D3 for Human Nutrition were lower by 7% in Q1 FY23 as compared to Q4 FY22. Demand in Q1-FY22 was at its peak due to the COVID-19 (Wave II) situation, in which most of the customers had accumulated stocks.
- Volumes of Animal Feed in Q1-FY23 increased by 6% over Q4-FY22 and average prices were higher by 7%; However vs Q1-FY22, the Animal Feed volumes were lower by 15% in Q1-FY23 and the average prices were lower by 4% in Q1-FY23 over Q1-FY22.
- The Company had signed a Binding Term Sheet with Mextech Property Developers LLP in the month of January 2022. Both the parties have signed a Definitive Agreement on 26th July 2022 for development of the balance portion of Company's freehold land in Thane.

Vitamin D3 500 Animal Feed Price Trend



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

● Min of Low ● Max of High

Standalone Quarterly Financial Performance



PARTICULARS (INR Mn)	Q1-FY23	Q1-FY22	Y-o-Y	Q4-FY22	Q-o-Q
Operational Revenue	845	1,089	(22.4)%	947	(10.8)%
Total Expenses	764	813	(6.0)%	761	0.4%
Operational EBITDA	81	276	(70.7)%	186	(56.5)%
Operational EBITDA Margins (%)	9.59%	25.34%	NA	19.64%	NA
Other Income	38	11	NA	29	31.0%
Depreciation	62	55	12.7%	60	3.3%
Finance Cost	45	42	7.1%	45	NA
PBT	12	190	(93.7)%	110	(89.1)%
Tax	1	62	(98.4)%	19	(94.7)%
PAT	11	128	(91.4)%	91	(87.9)%
PAT Margins (%)	1.30%	11.75%	NA	9.61%	(831) Bps
Other Comprehensive Income	(1)	-	NA	(3)	NA
Total Comprehensive Income	10	128	(92.2)%	88	(88.6)%
Diluted EPS (INR)	0.36	4.43	(91.9)%	3.14	(88.5)%

Consolidated Quarterly Financial Performance



PARTICULARS (INR Mn)	Q1-FY23	Q1-FY22	Y-o-Y	Q4-FY22	Q-o-Q
Operational Revenue	919	1,096	(16.1)%	962	(4.5)%
Total Expenses	869	839	3.6%	785	10.7%
Operational EBITDA	50	257	(80.5)%	177	(71.8)%
Operational EBITDA Margins (%)	5.44%	23.45%	NA	18.40%	NA
Other Income	38	18	NA	29	31.0%
Depreciation	67	59	13.6%	65	3.1%
Finance Cost	45	41	9.8%	44	2.3%
PBT	(24)	175	NA	97	NA
Tax	2	60	(96.7)%	20	(90.0)%
PAT before Associates & Joint Venture	(26)	115	NA	77	NA
Non-controlling interests	3	(2)	NA	-	NA
PAT	(23)	113	NA	77	NA
PAT Margins (%)	NA	10.31%	NA	8.00%	NA
Other Comprehensive Income	4	1	NA	-	NA
Total Comprehensive Income	(22)	116	NA	77	NA
Diluted EPS (INR)	(0.80)	3.92	NA	2.66	NA

Historical Standalone Income Statement



PARTICULARS (INR Mn)	Q1-FY23	FY22	FY21	FY20
Operational Revenue	845	3,880	3,728	3,005
Total Expenses	764	3,120	2,791	2,311
Operational EBITDA	81	760	937	694
Operational EBITDA Margins (%)	9.59%	19.59%	25.13%	23.09%
Other Income	38	75	66	123
Depreciation	62	237	190	149
Finance Cost	45	172	181	193
PBT	12	426	632	475
Tax	1	124	112	(162)
PAT	11	302	520	637
PAT Margins (%)	1.30%	7.78%	13.95%	21.20%
Other Comprehensive Income	(1)	(2)	(1)	18
Total Comprehensive Income	10	300	519	655
Diluted EPS (INR)	0.36	10.43	17.92	21.96

Historical Standalone Balance Sheet



PARTICULARS (INR Mn)	FY22	FY21	FY20
Equity	3,959	3,704	3,126
a) Equity share capital	144	144	144
b) Other equity	3,815	3,560	2,982
Liabilities			
Non-current liabilities	1,300	1,192	1,115
a) Financial liabilities			
i) Borrowings	1,147	1,104	1,018
ii) Lease liabilities	37	35	45
iii) Other financial liabilities	7	5	6
b) Provisions	57	45	41
d) Other non-current liabilities	52	3	5
Current Liabilities	1,867	1,929	1,855
a) Financial liabilities			
i) Borrowings	1,214	1,188	1,043
ii) Lease liabilities	11	12	11
ii) Trade payables	456	457	472
iii) Other financial liabilities	128	184	297
b) Provisions	8	8	6
c) Other current liabilities	47	76	23
d) Current tax liabilities (Net)	3	3	3
TOTAL EQUITY AND LIABILITIES	7,126	6,825	6,096

PARTICULARS (INR Mn)	FY22	FY21	FY20
Assets			
Non-current Assets	3,974	3,745	3,272
a) Property, plant and equipment	1,935	1,538	1,040
b) Capital work-in-progress	299	527	671
c) Right of use assets	157	147	162
d) Investment property	668	682	707
e) Goodwill	41	41	41
f) Other intangible assets	66	88	18
g) Intangible assets under development	47	42	37
h) Investments			
i) Investments in subsidiaries	127	127	8
i) Financial assets			
i) Investments	3	2	3
ii) Loans	64	-	2
iii) Others financial assets	67	22	41
j) Deferred tax assets (Net)	333	381	381
k) Non-current tax assets (Net)	132	113	91
l) Other non-current assets	35	35	70
Current Assets	3,152	3,080	2,824
a) Inventories	1,296	1,328	1,135
b) Financial assets			
i) Trade receivables	1,178	961	774
ii) Cash and cash equivalents	102	136	68
iii) Bank balances other than (iii) above	206	277	256
iv) Loans	-	48	213
v) Other financial assets	50	80	129
c) Other current assets	320	250	249
TOTAL ASSETS	7,126	6,825	6,096

Historical Consolidated Income Statement



PARTICULARS (INR Mn)	Q1-FY23	FY22	FY21	FY20
Operational Revenue	919	3,985	3,773	2,929
Total Expenses	869	3,371	2,956	2,277
Operational EBITDA	50	614	817	652
<i>Operational EBITDA Margins (%)</i>	5.44%	15.41%	21.65%	22.26%
Other Income	38	81	82	123
Depreciation	67	255	203	150
Finance Cost	45	171	180	191
PBT	(24)	269	516	434
Tax	2	118	91	(161)
PAT before Associates & Joint Venture	(26)	151	425	595
Non-controlling interests	3	3	30	-
PAT	(23)	154	455	595
<i>PAT Margins (%)</i>	NA	3.86%	12.06%	20.31%
Other Comprehensive Income	4	6	(2)	17
Total Comprehensive Income	(22)	157	423	612
Diluted EPS (INR)	(0.80)	5.33	15.69	20.53

Historical Consolidated Balance Sheet



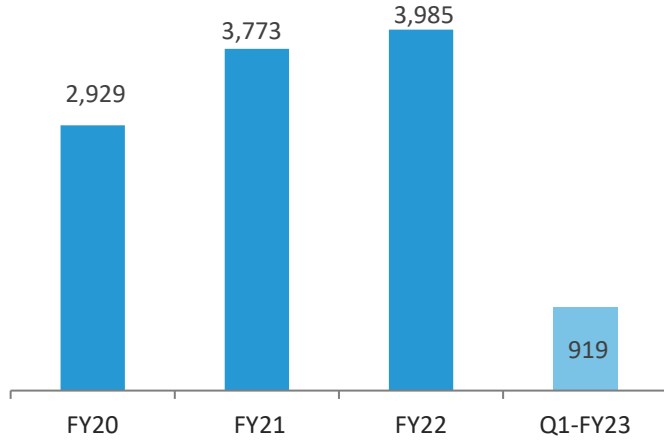
PARTICULARS (INR Mn)	FY22	FY21	FY20
Equity	3,714	3,603	3,094
a) Equity share capital	144	144	144
b) Other equity	3,577	3,462	2,950
c) Non-controlling interests	(7)	(3)	-
Liabilities			
Non-current liabilities	1,283	1,175	1,097
a) Financial liabilities			
i) Borrowings	1,147	1,105	1,018
ii) Lease liabilities	20	17	27
iii) Other financial liabilities	7	5	6
b) Provisions	56	45	41
c) Other non-current liabilities	52	3	5
Current Liabilities	2,071	2,093	1,946
a) Financial liabilities			
i) Borrowings	1,214	1,188	1,043
ii) Lease liabilities	11	12	11
ii) Trade payables	646	621	564
iii) Other financial liabilities	128	184	297
b) Provisions	10	7	5
c) Other current liabilities	59	77	23
d) Current tax liabilities (Net)	3	3	3
TOTAL EQUITY AND LIABILITIES	7,068	6,871	6,137

PARTICULARS (INR Mn)	FY22	FY21	FY20
Assets			
Non-current Assets	3,928	3,775	3,297
a) Property, plant and equipment	1,935	1,539	1,040
b) Capital work-in-progress	299	527	671
c) Right of use assets	139	129	143
d) Investment property	673	687	713
e) Goodwill	109	107	41
f) Other intangible assets	129	168	65
g) Intangible assets under development	47	42	37
h) Financial assets			
i) Investments	3	3	3
ii) Loans	-	-	2
iii) Others financial assets	67	22	40
i) Deferred tax assets (Net)	360	403	381
j) Non-current tax assets (Net)	132	113	91
k) Other non-current assets	35	35	70
Current Assets	3,140	3,096	2,840
a) Inventories	1,595	1,623	1,286
b) Financial assets			
i) Trade receivables	871	680	698
ii) Cash and cash equivalents	130	168	75
iii) Bank balances other than (iii) above	206	277	256
iv) Loans	-	48	213
v) Other financial assets	3	35	63
c) Other current assets	335	265	249
TOTAL ASSETS	7,068	6,871	6,137

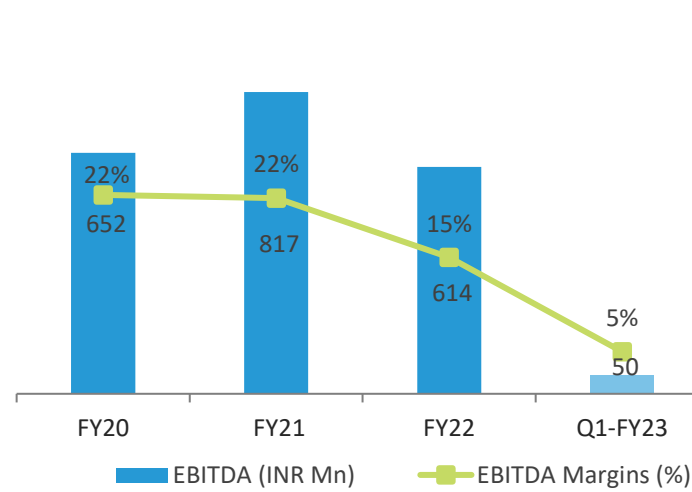
Historical Consolidated Financial Performance



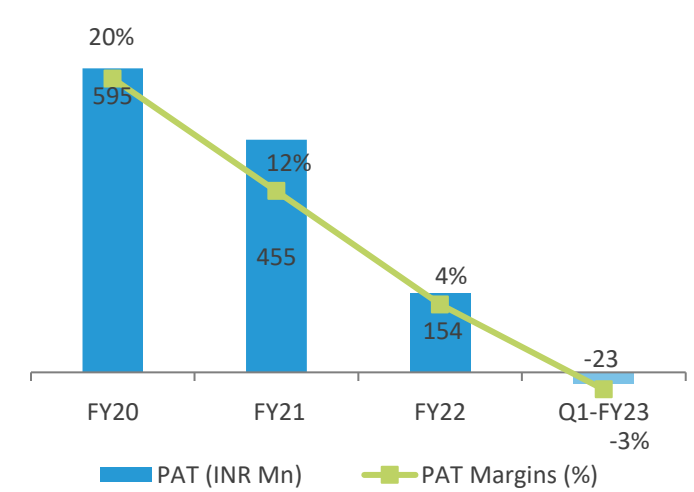
Operational Revenue (INR Mn)



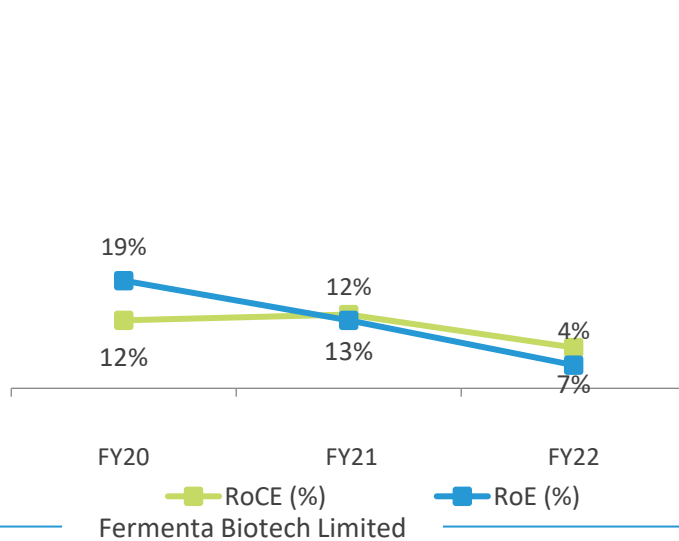
Operational EBITDA (INR Mn) & Margins (%)



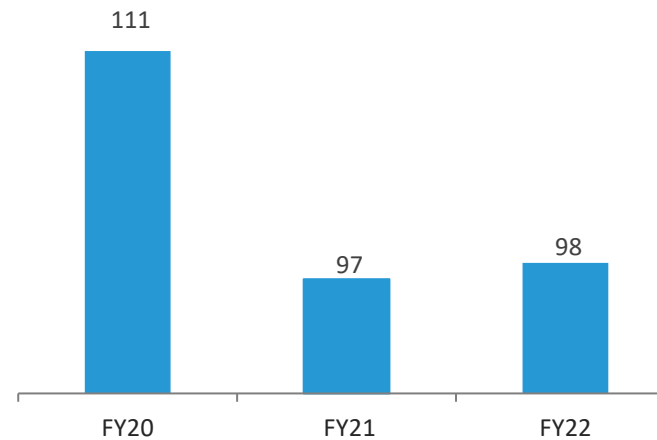
PAT (INR Mn) & Margins (%)



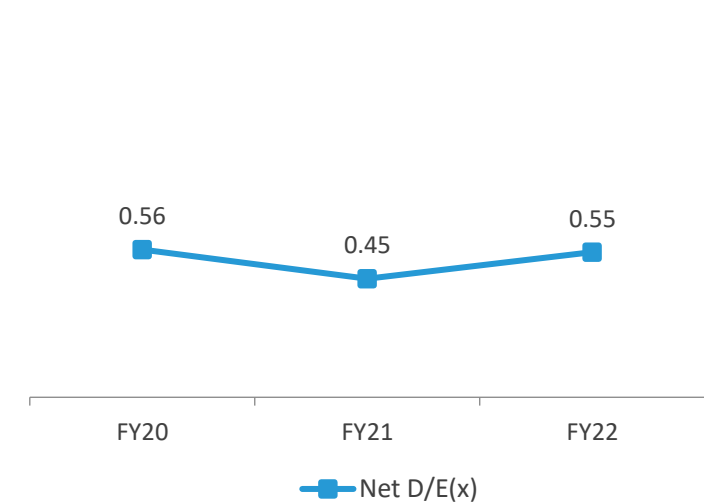
RoCE & RoE (%)



Working Capital Days



Net Debt to Equity (x)



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