

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.

Tel. : +91-22-6798 0888 Fax. : +91-22-6798 0899

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



Ref: F.No.:49

February 15, 2023

Corporate Relations

BSE Limited,

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort,

Mumbai – 400 001

Dear Sir,

Sub.: Intimation of Earnings Presentation for Quarter 3 / 9 Months – Financial Year 2022-2023
[Q3/9M - FY23]

Ref: Scrip Code: 506414

Further to our intimation dated February 10, 2023 regarding approval of Unaudited Financial Results (Standalone and Consolidated) by the Board of Directors for the quarter and nine months ended December 31, 2022, we hereby enclose a copy of Earnings Presentation for Quarter 3 / 9 Months – 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**

Srikant N Sharma

Company Secretary

CS Membership No: F3617

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

Encl: As above

*Factory : Village Takoli, P.O. Nagwain,
Dist. Mandi - 175 121, Himachal Pradesh, India.
Tel. : +91-1905-287246 / 48 / 49
Fax: +91-1905-287250
Email: info@fermentabiotech.com
Website: www.fermentabiotech.com*

*Factory : Z - 109 B & C, SEZ II, Dahej,
Taluka - Vagara, Dist: Bharuch - 392 130,
Gujarat, India.
Tel. : +91-2641-291440 / 444
Email: info@fermentabiotech.com
Website: www.fermentabiotech.com*



FERMENTA BIOTECH LIMITED

Earnings Presentation | Q3/9M-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



9 patents granted in
2022



Big 4 statutory auditor



350+ clients across
the globe



Backward integrated



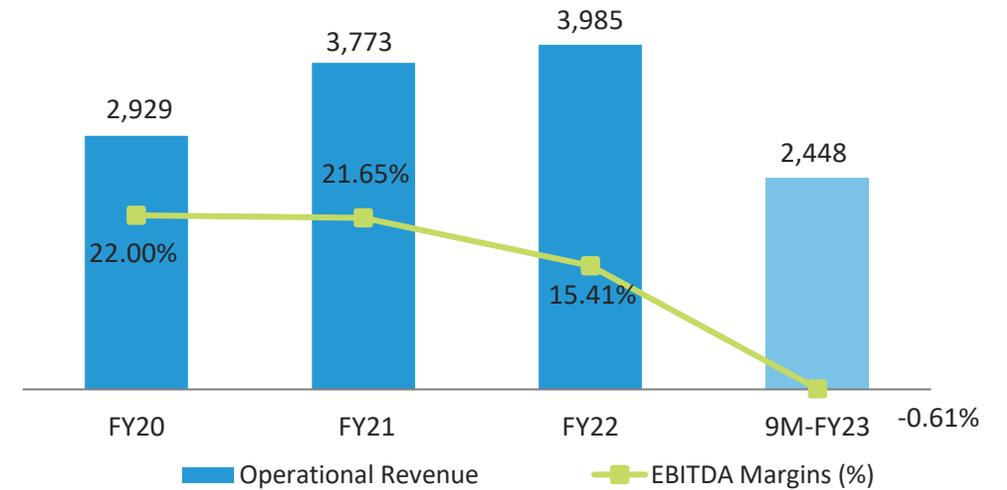
Forward Integrating and
diversifying to offer more
nutraceutical products

Company Overview

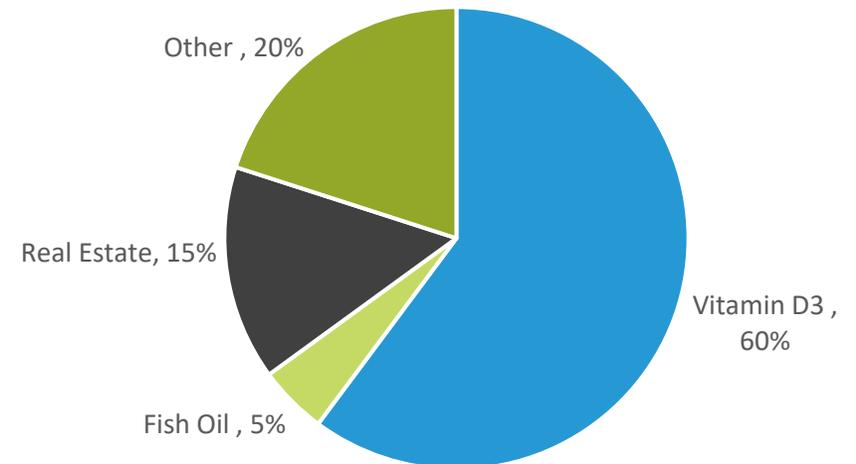


- Fermenta Biotech Limited (FBL) (Erstwhile DIL Ltd.) incorporated in 1951 by Dr. DVK Raju, is engaged in development and manufacturing of pharmaceuticals, biotechnology and environmental solutions used across various industries.
- On September 26, 2019, NCLT approved amalgamation of DIL & FBL which 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
 2. Dietary and nutritional supplements
 3. Food and beverage fortification
 4. Animal feed
 5. Veterinary
 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 % (9M-FY23)



AL GROWTH

Investment Advisor
Investment Advisor

22.19

24.78

Q3/9M-FY23

FINANCIAL OVERVIEW



- Volumes of Vitamin D3 for Human Nutrition in 9M-FY23 decreased by 34% vs 9M-FY22, while the average prices of Vitamin D3 for Human Nutrition were higher by 4% in 9M-FY23 as compared to 9M-FY22.
- Animal Feed Volumes in 9M-FY23 increased by 2% over 9M-FY22 and average prices were lower by 26%.
- Aqua Cholesterol sales revenue for 9MFY23 was at INR 11.30 crores as against INR 29.88 crores in 9MFY22.
- Environment division sales revenue for 9MFY23 was at INR 10.20 crores as against INR 2.50 crores in 9MFY22.
- The revenue from operations for the quarter is net of sales return amounting to INR 16.17 crores pertaining to sales made in earlier years. Approximately one-third of the sales return value of goods has been sold to other customers subsequent to the quarter end. The rest of the material is expected to be sold by the end of the next quarter.
- The Company has sold part of its Investment in Property consisting of 1 floor in Thane One IT/ITES building in the current quarter. Accordingly net income on sale of such property of INR 5.91 crores has been recognized under revenue from operations.
- The overall business of animal feed of the Company has considerably reduced on account of subdued global demands. Basis the earlier expectation of the company of the animal feeds business, the Company had kept stock of semi-finished goods to be used for the production of such animal feed. Considering the immediate uncertainty on the recovery of animal feed global demand & prices, as a prudence the Company has made provisions against the said inventory and also on the Investment/ receivables from its subsidiary whose business is mainly of animal feed products. Accordingly, in the quarter the Company has made provisions on account of a slow moving inventory of INR 19.40 crores and on investment/ receivables from one of its subsidiaries of INR 25.18 crores.

Q3/9M-FY23 Financial Highlights



Q3-FY23 Standalone Performance

INR 538 Mn Operational Income	INR (60) Mn Operational EBITDA	NA Operational EBITDA Margin
INR (589) Mn Net Profit	NA PAT Margin	INR (20.44)/share Diluted EPS

9M-FY23 Standalone Performance

INR 2,283 Mn Operational Income	INR 132 Mn Operational EBITDA	5.78% Operational EBITDA Margin
INR (558) Mn Net Profit	NA PAT Margin	INR (19.34)/share Diluted EPS

Q3-FY23 Consolidated Performance

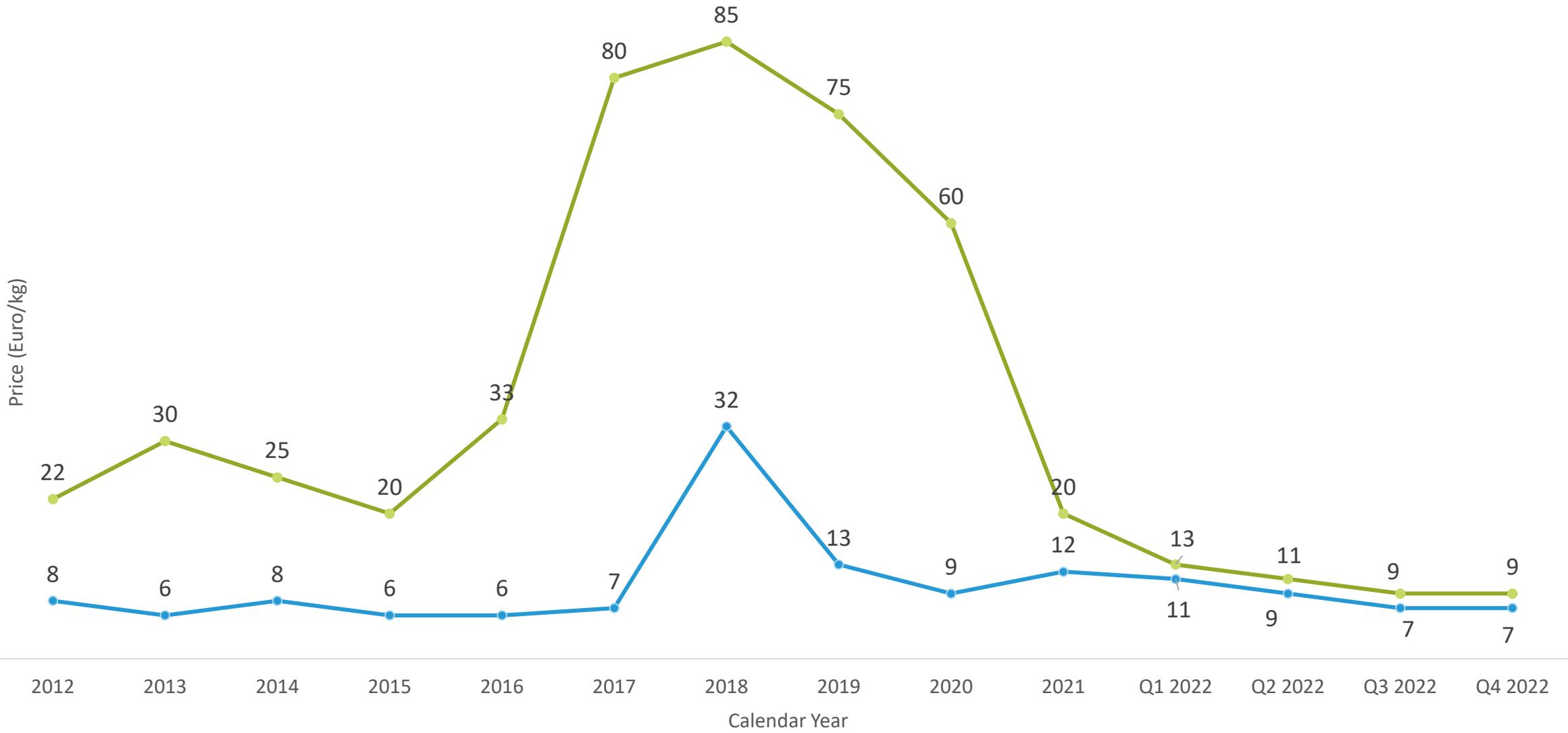
INR 549 Mn Operational Income	INR (99) Mn Operational EBITDA	NA Operational EBITDA Margin
INR (374) Mn Net Profit	NA PAT Margin	INR (12.97)/share Diluted EPS

9M-FY23 Consolidated Performance

INR 2,448 Mn Operational Income	INR (15) Mn Operational EBITDA	NA Operational EBITDA Margin
INR (478) Mn Net Profit	NA PAT Margin	INR (16.56)/share Diluted EPS



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)	Q3-FY23	Q3-FY22	Y-o-Y	Q2-FY23	Q-o-Q
Operational Revenue	538	854	(37.0)%	901	(40.3)%
Total Expenses	598	731	(18.2)%	788	(24.1)%
Operational EBITDA	(60)	123	NA	113	NA
Operational EBITDA Margins (%)	NA	14.40%	NA	12.54%	NA
Other Income	-	11	NA	26	NA
Depreciation	62	62	0.0%	63	(1.6)%
Finance Cost	52	41	26.8%	49	6.1%
Profit/ Loss Before Tax and Exceptional Items	(174)	31	NA	27	NA
Exceptional Items	(446)	-	NA	-	NA
Tax	(31)	13	NA	6	NA
PAT	(589)	18	NA	21	NA
PAT Margins (%)	NA	2.11%	NA	2.33%	NA
Other Comprehensive Income	0	-	NA	1	NA
Total Comprehensive Income	(589)	18	NA	22	NA
Diluted EPS (INR)	(20.44)	0.63	NA	0.74	NA

YTD Standalone Financial Performance



PARTICULARS (INR Mn)	9M-FY23	9M-FY22	Y-o-Y
Operational Revenue	2,283	2,933	(22.2)%
Total Expenses	2,151	2,359	(8.8)%
Operational EBITDA	132	574	(77.0)%
Operational EBITDA Margins (%)	5.78%	19.57%	NA
Other Income	65	45	44.4%
Depreciation	186	176	5.7%
Finance Cost	146	127	15.0%
Profit/ Loss Before Tax and Exceptional Items	(135)	316	NA
Exceptional Items	(446)	-	NA
Tax	(23)	104	NA
PAT	(558)	212	NA
PAT Margins (%)	NA	7.23%	NA
Other Comprehensive Income	1	0	NA
Total Comprehensive Income	(557)	212	NA
Diluted EPS (INR)	(19.34)	7.31	NA

Quarterly Consolidated Financial Performance



PARTICULARS (INR Mn)	Q3-FY23	Q3-FY22	Y-o-Y	Q2-FY23	Q-o-Q
Operational Revenue	549	929	(40.9)%	980	(44.0)%
Total Expenses	648	907	(28.6)%	946	(31.5)%
Operational EBITDA	(99)	22	NA	34	NA
Operational EBITDA Margins (%)	NA	2.37%	NA	3.47%	NA
Other Income	-	12	NA	27	NA
Depreciation	63	67	(6.0)%	91	(30.8)%
Finance Cost	51	41	24.4%	49	4.1%
Profit/ Loss Before Tax and Exceptional Items	(213)	(74)	NA	(79)	NA
Exceptional Items	(194)	-	NA	-	NA
Tax	(30)	9	NA	5	NA
Non-controlling interests	3	3	NA	3	NA
PAT	(374)	(80)	NA	(81)	NA
PAT Margins (%)	NA	NA	NA	NA	NA
Other Comprehensive Income	(25)	4	NA	9	NA
Total Comprehensive Income	(399)	(76)	NA	(72)	NA
Diluted EPS (INR)	(12.97)	(2.79)	NA	(2.79)	NA

YTD Consolidated Financial Performance



PARTICULARS (INR Mn)	9M-FY23	9M-FY22	Y-o-Y
Operational Revenue	2,448	3,024	(19.0)%
Total Expenses	2,464	2,587	(4.8)%
Operational EBITDA	(15)	437	NA
Operational EBITDA Margins (%)	NA	14.45%	NA
Other Income	65	53	22.6%
Depreciation	221	191	15.7%
Finance Cost	145	127	14.2%
Profit/ Loss Before Tax and Exceptional Items	(316)	172	NA
Exceptional Items	(194)	-	NA
Tax	(23)	98	NA
Non Controlling Interest	9	4	NA
PAT	(478)	78	NA
PAT Margins (%)	NA	2.58%	NA
Other Comprehensive Income	(13)	7	NA
Total Comprehensive Income	(491)	85	NA
Diluted EPS (INR)	(16.56)	2.68	NA

Historical Standalone Income Statement



PARTICULARS (INR Mn)	9M-FY23	FY22	FY21	FY20
Operational Revenue	2,283	3,880	3,728	3,005
Total Expenses	2,151	3,120	2,791	2,311
Operational EBITDA	132	760	937	694
Operational EBITDA Margins (%)	5.78%	19.59%	25.13%	23.09%
Other Income	65	75	66	123
Depreciation	186	237	190	149
Finance Cost	146	172	181	193
Profit/ Loss Before Tax and Exceptional Items	(135)	426	632	475
Exceptional Items	(446)	-	-	-
Tax	(23)	124	112	(162)
PAT	(558)	302	520	637
PAT Margins (%)	NA	7.78%	13.95%	21.20%
Other Comprehensive Income	1	(2)	(1)	18
Total Comprehensive Income	(557)	300	519	655
Diluted EPS (INR)	(19.34)	10.43	17.92	21.96

Historical Standalone Balance Sheet



PARTICULARS (INR Mn)	H1-FY23	FY22	FY21
Equity	3,943	3,959	3,704
a) Equity share capital	144	144	144
b) Other equity	3,799	3,815	3,560
Liabilities			
Non-current liabilities	1,494	1,300	1,192
a) Financial liabilities			
i) Borrowings	1,235	1,147	1,104
ii) Lease liabilities	31	37	35
iii) Other financial liabilities	14	7	5
b) Provisions	60	57	45
d) Other non-current liabilities	154	52	3
Current Liabilities	1,938	1,867	1,929
a) Financial liabilities			
i) Borrowings	1,287	1,214	1,188
ii) Lease liabilities	10	11	12
ii) Trade payables	456	456	457
iii) Other financial liabilities	111	128	184
b) Provisions	8	8	8
c) Other current liabilities	62	47	76
d) Current tax liabilities (Net)	3	3	3
TOTAL EQUITY AND LIABILITIES	7,375	7,126	6,825

PARTICULARS (INR Mn)	H1-FY23	FY22	FY21
Assets			
Non-current Assets	4,494	3,974	3,745
a) Property, plant and equipment	1,997	1,935	1,538
b) Capital work-in-progress	374	299	527
c) Right of use assets	148	157	147
d) Investment property	525	668	682
e) Goodwill	41	41	41
f) Other intangible assets	82	66	88
g) Intangible assets under development	31	47	42
h) Investments			
i) Investments in subsidiaries	208	127	127
i) Financial assets			
i) Investments	3	3	2
ii) Loans	72	64	-
iii) Others financial assets	157	67	22
iv) Trade Receivables	258	-	-
j) Deferred tax assets (Net)	333	333	381
k) Non-current tax assets (Net)	150	132	113
l) Other non-current assets	114	35	35
Current Assets	2,881	3,152	3,080
a) Inventories	1,309	1,296	1,328
b) Financial assets			
i) Trade receivables	809	1,178	961
ii) Cash and cash equivalents	364	102	136
iii) Bank balances other than (iii) above	97	206	277
iv) Investments	27	-	-
v) Loans	-	-	48
vi) Other financial assets	6	50	80
c) Other current assets	269	320	250
TOTAL ASSETS	7,375	7,126	6,825

Historical Consolidated Income Statement



PARTICULARS (INR Mn)	9M-FY23	FY22	FY21	FY20
Operational Revenue	2,448	3,985	3,773	2,929
Total Expenses	2,464	3,371	2,956	2,277
Operational EBITDA	(15)	614	817	652
Operational EBITDA Margins (%)	NA	15.41%	21.65%	22.26%
Other Income	65	81	82	123
Depreciation	221	255	203	150
Finance Cost	145	171	180	191
Profit/ Loss Before Tax and Exceptional Items	(316)	269	516	434
Exceptional Items	(194)	-	-	-
Tax	(23)	118	91	(161)
Non-controlling interests	9	3	30	-
PAT	(478)	154	455	595
PAT Margins (%)	NA	3.86%	12.06%	20.31%
Other Comprehensive Income	(13)	6	(2)	17
Total Comprehensive Income	(491)	157	423	612
Diluted EPS (INR)	(16.56)	5.33	15.69	20.53

Historical Consolidated Balance Sheet



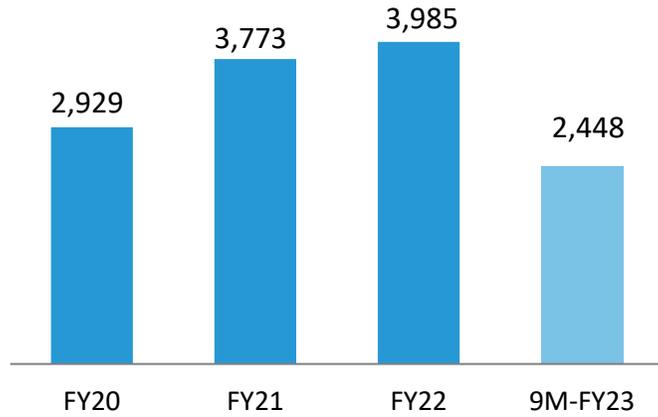
PARTICULARS (INR Mn)	H1-FY23	FY22	FY21
Equity	3,569	3,714	3,603
a) Equity share capital	144	144	144
b) Other equity	3,438	3,577	3,462
c) Non-controlling interests	(13)	(7)	(3)
Liabilities			
Non-current liabilities	1,477	1,283	1,175
a) Financial liabilities			
i) Borrowings	1,235	1,147	1,105
ii) Lease liabilities	14	20	17
iii) Other financial liabilities	14	7	5
b) Provisions	60	56	45
c) Other non-current liabilities	154	52	3
Current Liabilities	2,029	2,071	2,093
a) Financial liabilities			
i) Borrowings	1,287	1,214	1,188
ii) Lease liabilities	10	11	12
ii) Trade payables	544	646	621
iii) Other financial liabilities	111	128	184
b) Provisions	10	10	7
c) Other current liabilities	64	59	77
d) Current tax liabilities (Net)	3	3	3
TOTAL EQUITY AND LIABILITIES	7,075	7,068	6,871

PARTICULARS (INR Mn)	H1-FY23	FY22	FY21
Assets			
Non-current Assets	4,032	3,928	3,775
a) Property, plant and equipment	1,997	1,935	1,539
b) Capital work-in-progress	374	299	527
c) Right of use assets	131	139	129
d) Investment property	530	673	687
e) Goodwill	115	109	107
f) Other intangible assets	114	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	110	67	22
i) Deferred tax assets (Net)	361	360	403
j) Non-current tax assets (Net)	150	132	113
k) Other non-current assets	114	35	35
Current Assets	3,043	3,140	3,096
a) Inventories	1,495	1,595	1,623
b) Financial assets			
i) Trade receivables	741	871	680
ii) Cash and cash equivalents	404	130	168
iii) Bank balances other than (iii) above	97	206	277
iv) Investments	27	-	-
v) Loans	0	-	48
vi) Other financial assets	3	3	35
c) Other current assets	276	335	265
TOTAL ASSETS	7,075	7,068	6,871

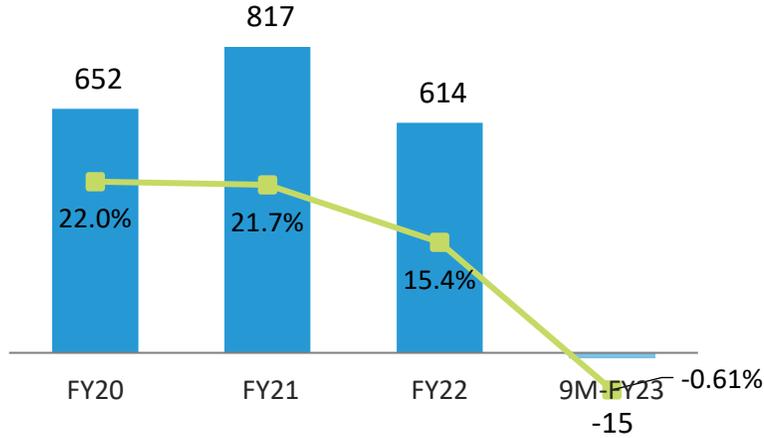
Historical Consolidated Financial Performance



Operational Revenue (INR Mn)



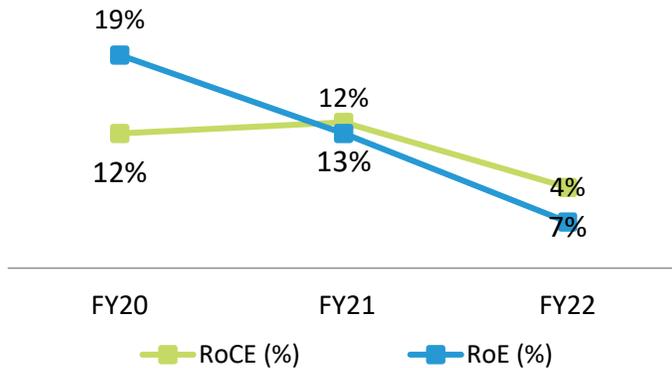
Operational EBITDA (INR Mn) & Margins (%)



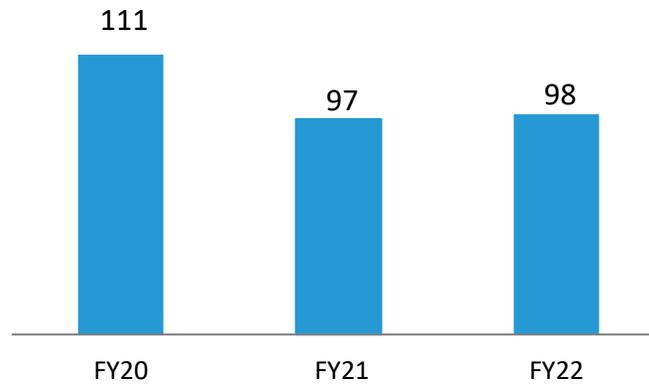
PAT (INR Mn) & Margins (%)



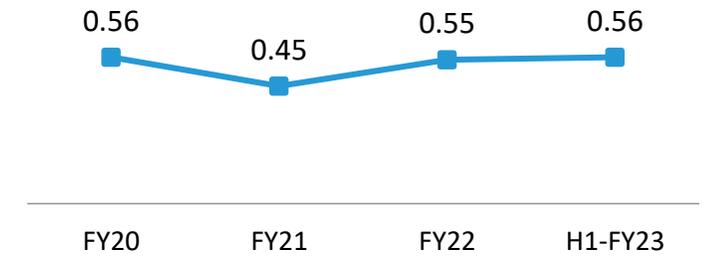
RoCE & RoE (%)



Working Capital Days



Net Debt to Equity (x)



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For further information please contact our Investor Relations Representatives:

Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-4903-9500

Email: fermenta@valoremadvisors.com



Thank You