

MSEL/SE/2019-20/70

February 11, 2020

The Manager
Listing Department
National Stock Exchange of India
Limited
'Exchange Plaza', C - 1,
Block G,
Bandra-Kurla Complex,
Bandra (E),
Mumbai 400051

SYMBOL – MAGADSUGAR

The Manager
Listing Department
BSE Ltd.
1st Floor, New Trading Ring,
Rotunda Building
P.J. Towers, Dalal Street, Fort
Mumbai-400 001

STOCK CODE – 540650

The Secretary
The Calcutta Stock
Exchange Ltd.
7, Lyons Range
Kolkata 700 001

SCRIP CODE - 23935

Dear Sirs/Madam,

Subject: Disclosure of information pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, please find enclosed herewith a copy of the Investor Presentation with respect to the unaudited financial results of the Company for the quarter ended 31st December, 2019.

Please take the same on record.

Thanking you,

Yours faithfully,
For Magadh Sugar & Energy Limited


S Subramanian
Company Secretary
FCS – 4974



Encl – as above

**K.K. BIRLA GROUP OF SUGAR COMPANIES**

Corporate Office: 5th Floor, Birla Building, 9/1 R. N. Mukherjee Road, Kolkata 700 001 • Email: birlasugar@birla-sugar.com

Phone: +91 33 2243 0497 / 8, 2248 7068, 3057 3700, 3041 0900 • Fax: +91 33 2248 6369

Regd Office: P.O. Hargaon, Dist. Sitapur, U.P., PIN 261 121 • Website : www.birla-sugar.com • CIN: L15122UP2015PLC069632

Magadh Sugar and Energy Limited

Result Presentation Q3FY20

Agenda

Q3FY20 Quarter Highlights

9 Months Highlights – Q3FY20

Industry Scenario

Growth Strategy





Q3FY20 / 9MFY20 Highlights

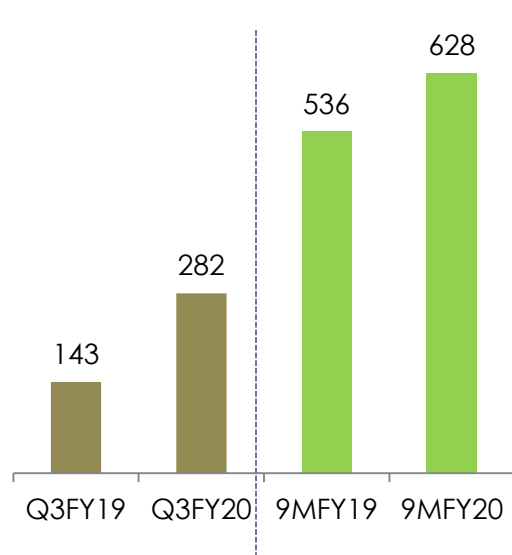
Business Updates Q3FY20

- Sugar Stock as on 31st December 2019, **13.77 lakh quintals**
- Average realization in **Q3FY20 Rs. 3,324/- per quintal**; Q3FY19 Rs. 3,254 per quintal
- SS 19-20 with crushing **69.31 lac quintal** at average recovery of **10.95%** till 31.12.2019; as compared to **10.76% on** crushing of 73.79 lac qtls same period last year.
- Ethanol Production **from B heavy** Molasses envisaged
- Focus on optimising Working Capital requirement through **accelerated exports**
- New **Greenfield Distillery project of 75 KLPD** envisaged at Sidhwalia, Bihar

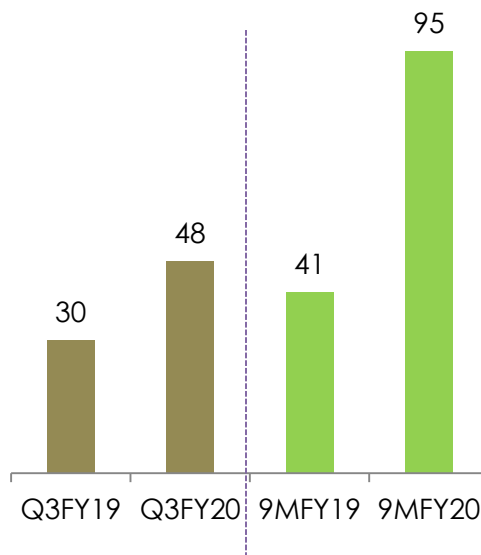
Stock Position as on 31.12.2019	
Opening stock	13.81 Lakh Qtls
Production	7.29 Lakh Qtls
Sold	7.32 Lakh Qtls
Closing stock	13.78 Lakh Qtls

Q3FY20 Result Highlights

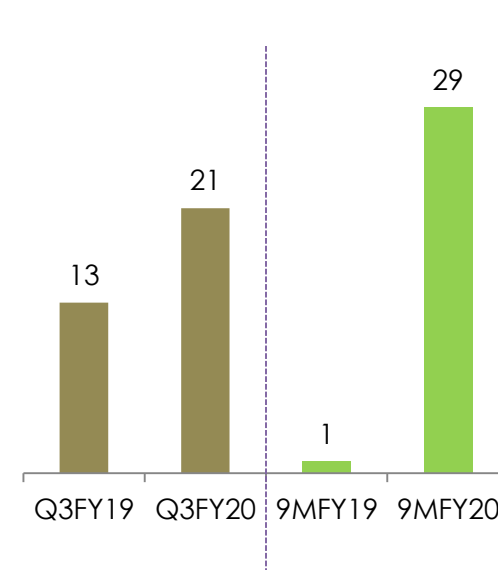
Revenue (Rs. Cr)



EBITDA (Rs. Cr)



PAT (Rs. Cr)



Profitability Highlights

Rs. Crore	Q3FY20	Q3FY19	YoY	9MFY20	9MFY19	YoY
Total Income	282.2	143.1	97.2%	628.0	536.3	17.1%
Raw Material Cost	193.4	80.8		443.2	421.5	
Employee Cost	12.4	11.5		32.7	30.3	
Total Expenditure	28.9	21.0		57.4	44.0	
EBITDA	47.5	29.8	59.4%	94.7	40.6	133.3%
EBIDTA margin (%)	16.8%	20.8%		15.1%	7.6%	
Depreciation	4.8	4.5		13.6	13.7	
PBDT	42.6	25.3	68.9%	81.1	26.9	201.9%
Interest	10.3	5.6		36.6	24.8	
Profit Before Tax	32.4	19.6	65.0%	44.5	2.0	2076.2%
Tax	11.6	6.2		15.8	1.1	
Profit After Tax	20.8	13.4	54.7%	28.7	0.9	2967.3%
PAT Margin (%)	7.4%	9.4%		4.6%	0.2%	
EPS (Rs)	14.8	9.5		20.4	0.7	

Operational Highlights
– Q3FY20 / 9MFY20

Sugar Segment Performance

	Segmental Revenues (Rs. Lakh)	% contribution to Revenues	PBIT (Rs. Lakh)
Q3FY20	26,740.6	86%	2,471.4
Q3FY19	12,436.2	72%	141.9
9MFY20	58,431.6	87%	5,454.7
9MFY19	47,507.2	83%	-973.3
	Sugarcane Crushed (lakh quintals)	Sugar Recovery (%)	Sugar Sold (Lakh quintals)
Q3FY20	69.31	10.95	7.32
Q3FY19	73.79	10.76	3.19
9MFY20	90.86	10.85	16.28*
9MFY19	90.39	10.30	14.40

*including Exports

Sugar inventory as on 31st December 2019 was 13.77 lakh quintals valued @ average rate of Rs. 30.95 per kg

Distillery Segment Performance

	Segmental Revenues (Rs. Lakh)	% contribution to Revenues	PBIT (Rs. Lakh)
Q3FY20	2,096.9	7%	836.4
Q3FY19	2404.1	14%	1,111.6
9MFY20	4,927.5	7%	1,992.0
9MFY19	6,078.0	11%	2,546.0
	Total Ethanol Production (Lakh litres)	Total Ethanol Sales (Lac litres)	Average Realization of Ethanol (Rs./litre)
Q3FY20	55.36	44.79	43.52
Q3FY19	59.05	56.30	41.69
9MFY20	109.98	107.40	43.49
9MFY19	123.50	144.61	41.18

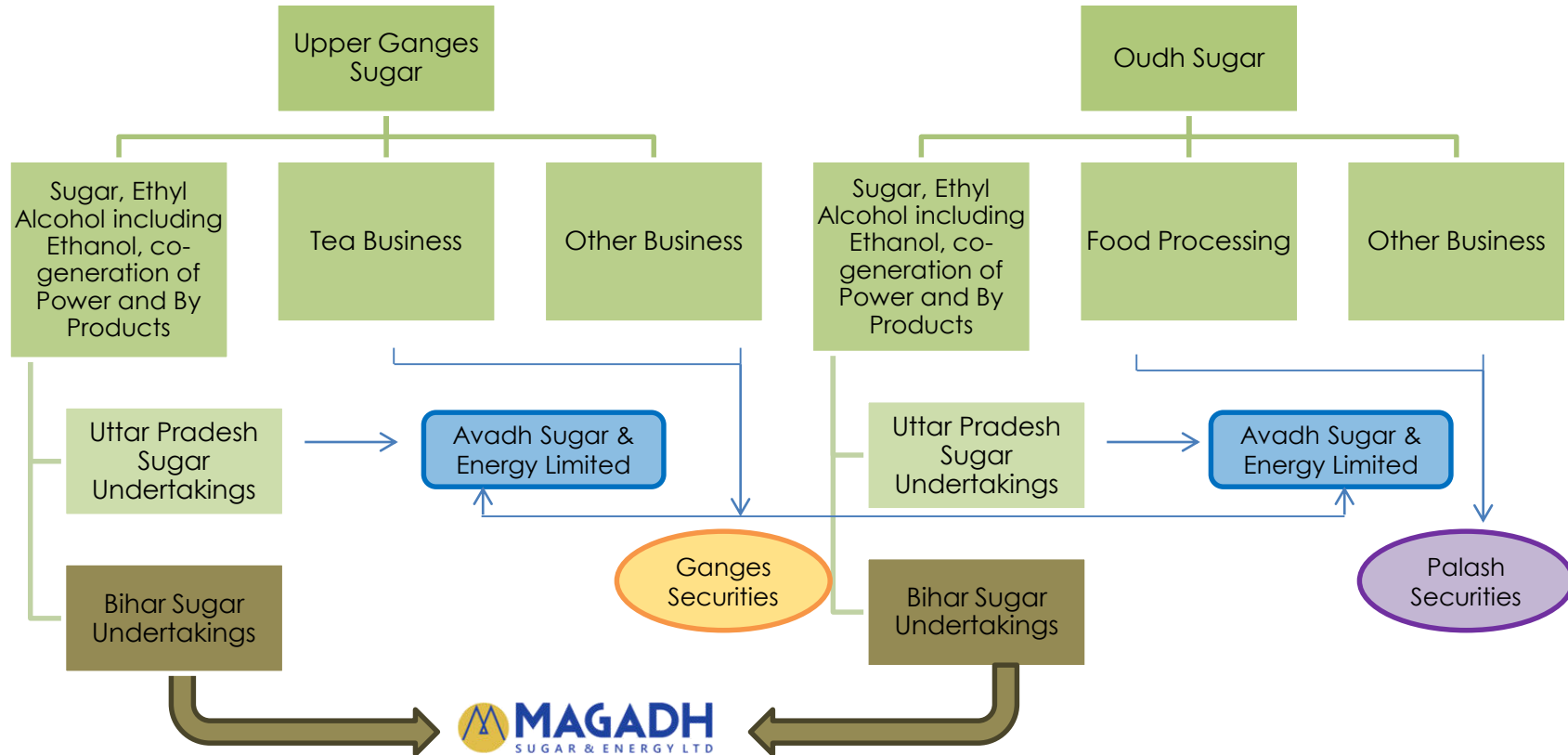
Co-Generation Segment Performance

	Segmental Revenues (Rs. Lakh)	% contribution to Revenues	PBIT (Rs. Lakh)
Q3FY20	2,126.9	7%	1,128.5
Q3FY19	2,320.6	14%	1,199.5
9MFY20	3,424.2	6%	1,224.1
9MFY19	3,760.1	6%	1,189.3
	Power Generation (lakh units)	Average Realization (Rs. Per Unit)	
Q3FY20	158.37	5.43	
Q3FY19	173.13	5.01	
9MFY20	300.09	5.33	
9MFY19	412.70	4.87	



Company Overview

Background of Magadh Sugar & Energy Limited

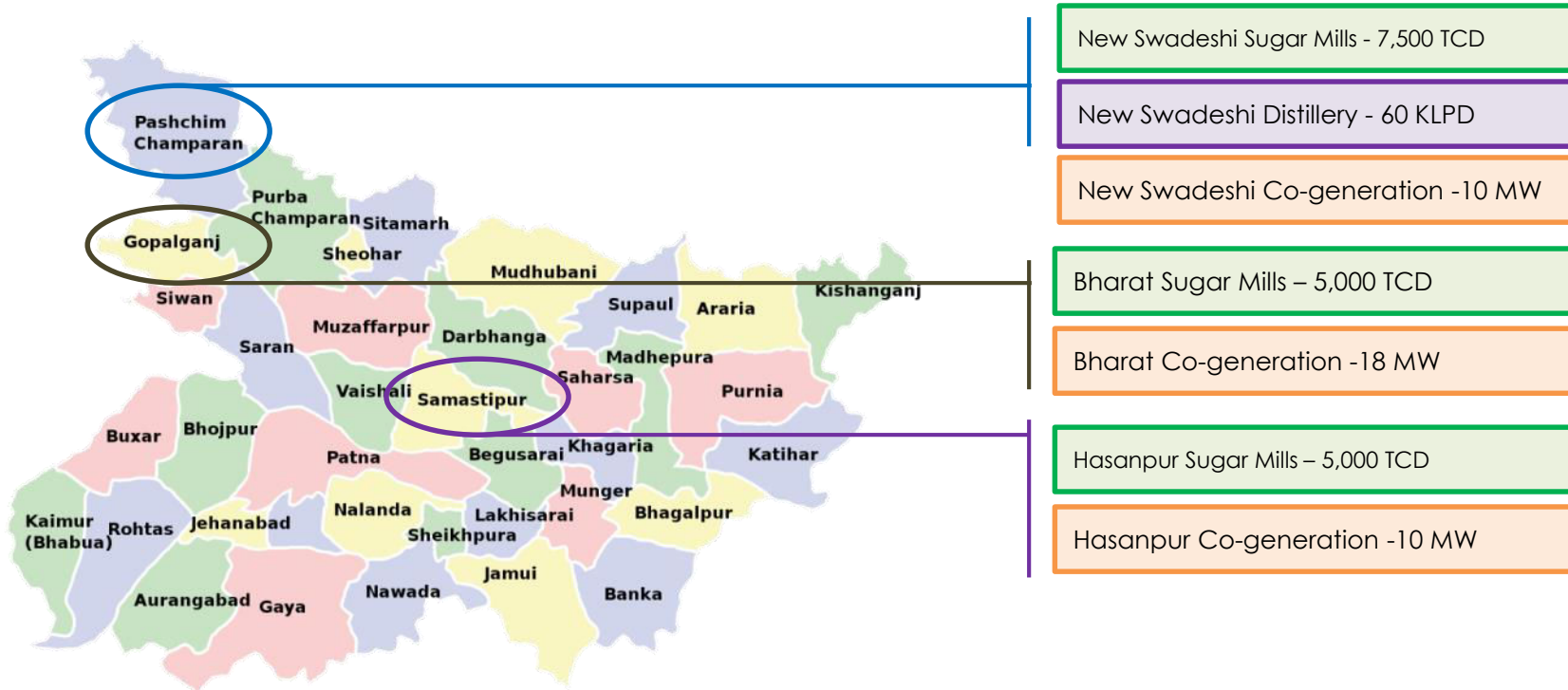


Company Overview

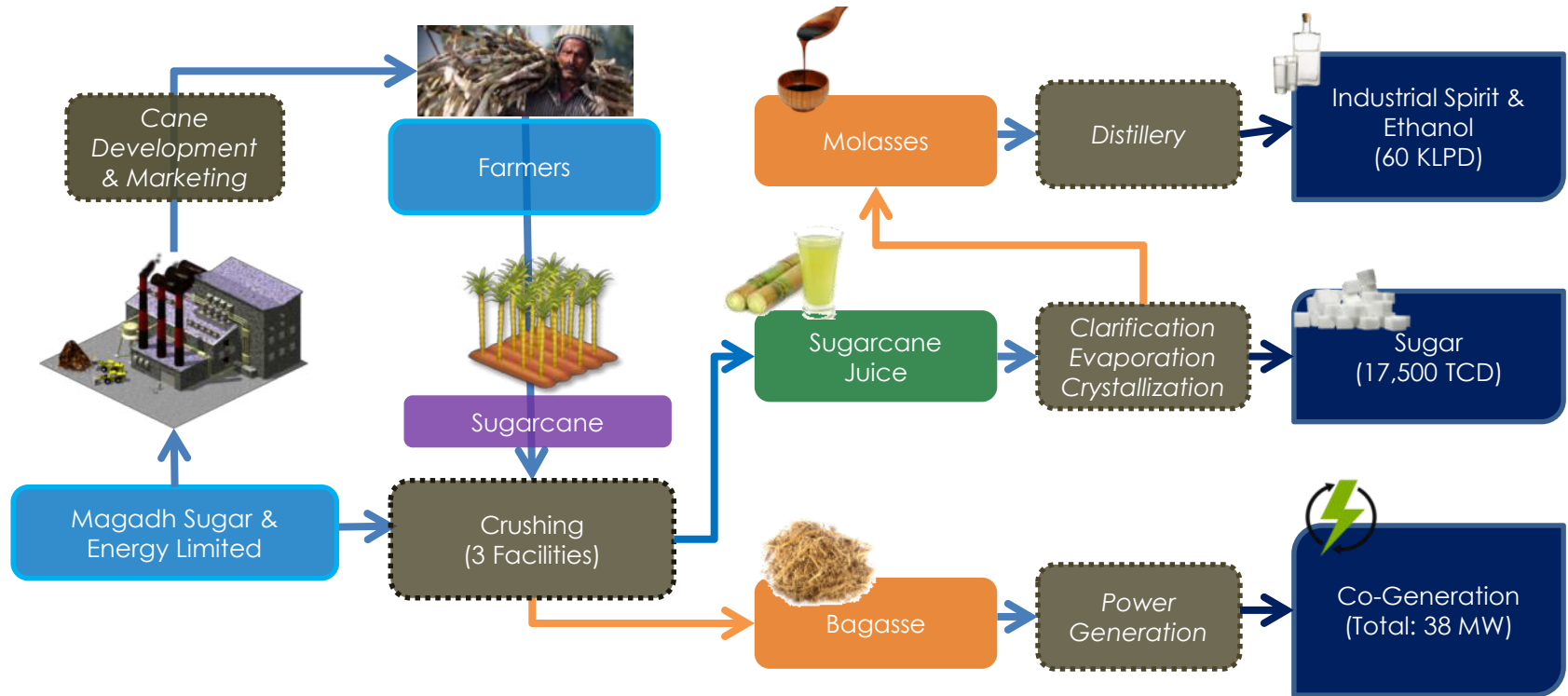
- Incorporated in 1932 (Group in Sugar Business over 7 decades), consequent upon various schemes of merger and demerger this company formed in 2015
- Company's core business includes
 - **Sugar** and sugar products, **Spirits** and alcohol, **Co-Generation** of power
- Company has **3 sugar mills** with a combined crushing capacity of **17,500 TCD**
- Company has **1 distillery** at Narkatiaganj with a total capacity of **60 KLPD**
- Cogeneration facility generate **38 MW power**
- Company is located **in Bihar**
- Narkatiaganj plant of the company showed **highest recovery in Bihar**

Region	Plant (Bihar)	Capacity
Pashchim Champaran	New Swadeshi Sugar Mills	7,500 TCD
	New Swadeshi Distillery	60 KLPD
	New Swadeshi Co-generation	10 MW
Gopalganj	Bharat Sugar Mills	5,000 TCD
	Bharat Co-generation	18 MW
Samastipur	Hasanpur Sugar Mills	5,000 TCD
	Hasanpur Co-generation	10 MW

Ready to reap the benefits going ahead



Integrated Business Model



Legends:



Continuous innovation in business model

Integrated operations

- Maximize value from every ton of cane crushed
- Liquor ban in Bihar enhanced ethanol business

Intra-plant synergies

- Economic sized operations driving cost efficiencies
- Close proximity maximizes by-product utilization

"Supported by strong farmer relationship since 1932"



Industry Updates

International - Industry Updates

Bangladesh Sugar and Food Industries Corporation seeking to import 100,000 tonnes of sugar from India

International Sugar Organisation (ISO) is encouraging importing countries to buy sugar from India in order to help improve global prices of the sweetener

- Encouraging countries like Iran, Bangladesh, Myanmar, Indonesia and others to import sugar from India

Raw sugar prices in the global market rising

- Rates hovering around 14.5 cents per pound since mid-January; marking a two-year high
- World sugar market in state of deficit in 2019-20 season - estimated between 6 and 7.5 million tonnes

Domestic - Industry Highlights

India's sugar production declined 24% to 141.12 lakh tonne during October 2019-January 2020

- Fall in output in major producing state Maharashtra

Indian sugar industry poised to export 5 mn tonne, likely to set new record

- 5 million tonnes, Indian exports would surpass their previous peak of 4.96 million tonnes shipped in 2007/08
- Uttar Pradesh, 119 mills have produced 21.25 lac tons of sugar till 15th December, 2019, 2.31 lac tons higher than last year

Up-ward Revision of ethanol price for supply to OMCs for procurement of ethanol December'19

- Price of ethanol from C heavy molasses route be increased from Rs.43.46 per lit to Rs.43.75 per litre

Sugar export policy for evacuation of surplus stocks during sugar season 2019-20

- Committee on Economic Affairs has approved for providing a lump sum export subsidy @ Rs. 10,448 per Metric Tonne (MT) to sugar mills for the sugar season 2019-20

Creation of buffer stock of 40 lakh metric tonnes (LMT) of sugar for one year and to incur estimated

Disclaimer

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Magadh Sugar & Energy Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Let's Connect



Mr. Dilip Patodia / Mr. Sunil Choraria / Mr Anand Sharma
finance@birla-sugar.com

9/1, R.N. Mukherjee Road, Kolkata 700 001



Mr. Abhishek Bhatt / Ms. Pooja Sharma
abhishek@stellar-ir.com pooja@stellar-ir.com

B-707, Kanakia Wallstreet, Andheri (East), Mumbai