



For Immediate Release

May 31<sup>st</sup>, 2013

**Shree Renuka Sugars Limited  
Announces**

**Audited Consolidated and Standalone**

**Results for Quarter & Financial Year Ended 31<sup>st</sup> March 2013**

Consolidated EBITDA on annualized basis higher by Rs. 2,601 million to Rs. 15,635 million

Standalone EBITDA on annualized basis higher by Rs. 1,166 million to Rs. 6,098 million

Sharp decline in standalone debt and interest cost

Cash profit in Brazil of Rs. 3,327 million for the year

Higher reported loss in Brazil on account of increase in non-cash items

**Mumbai**, India, May 31<sup>st</sup>, 2013 – Shree Renuka Sugars Limited (referred to as “Shree Renuka” or the “Company”, NSE: RENUKA, BSE: 532670), one of the largest integrated sugar and bio-energy producers globally, announces its Audited Consolidated and Standalone Quarter and 12 months results for period ended March 2013, in accordance with Indian GAAP.

Commenting on the results and performance, **Mr. Narendra Murkumbi, Vice Chairman and Managing Director of Shree Renuka Sugars Limited** said:

*“We have seen major operational improvement in the last 12 months across the businesses in India and Brazil. In Brazil, our subsidiaries crushed 9.5 million tons compared to 8.3 million tons in the last year which is an increase of 14%. While in India, our port based refineries started operating at a high capacity utilization with more than 1 million tons of raw sugar processed during the year. The sugar produced from our Indian mills and refineries combined helped us to produce over 1.5 million tons of sugar in India (highest in the history of the Company).*

*India standalone business has reported quarterly sales of Rs. 19,129 million (y-o-y growth of 95%) on account of higher sales from the refining units. Earnings have not grown proportionally due to higher costs of sugar cane. With the continuous focus towards reduction in debt and more efficient use of capital, Company has been able to reduce the Interest cost by 30% Q-o-Q.*

*Renuka do Brasil S/A has reported an improved EBITDA margin for the quarter with EBITDA of Rs. 1,528 million and a margin of 33%. Overall EBITDA for the year ending 31<sup>st</sup> March 2013 for our Brazilian subsidiaries stood at Rs. 8,023 million with a margin of 26%. Our Brazilian subsidiaries have been cash positive for the year with Cash Profit before tax of Rs. 3,327 million. Brazil subsidiaries have reported a net loss of Rs. 4,888 million for the year ending 31<sup>st</sup> March 2013 on account of depreciation and forex variation charges.*

*On 4<sup>th</sup> April 2013 we have seen a significant move on the policy front in India with partial decontrol of the sugar sector. Virtually all marketing side controls have been dismantled. Removal of restriction on domestic sales along with the removal of levy obligation will bring in positive benefits for the sector and the company, which should be visible in the coming quarters.*

*There have been favourable policy developments on the ethanol policies in India and Brazil which will have positive impact on the company. The Brazil Government has reinstated the original blend of 25% of ethanol in gasoline along with a new federal tax credit of USD 60 per m<sup>3</sup> of ethanol (approximately 12% of product value) to the producing mills. We will also benefit from the 5% mandatory ethanol blending program in India gazetted in January 2013 for which orders have started being issued.”*



### Consolidated Financial Highlights

(Rs. Millions)	Consolidated			
	Quarter Ended 31-03-2013	Quarter Ended 31-03-2012	12M Ended 31-03-2013	18M Ended 31-03-2012
Net Sales	25,973	16,746	104,158	124,831
Operating EBITDA	3,006	2,670	15,635	19,551
<i>EBITDA Margin (%)</i>	11.6%	15.9%	15.0%	15.7%
Foreign Exchange gain/(loss)	(1,024)	(999)	(2,987)	381
Net Profit (after minority interest)	(2,979)	(719)	(3,740)	(310)
<i>Net Profit Margin (%)</i>	(11.5)%	(4.3)%	(3.6)%	(0.2)%
Basic EPS (Rs)	(4.44)	(1.07)	(5.57)	(0.46)
Diluted EPS (Rs)	(4.44)	(1.07)	(5.57)	(0.46)

### Standalone Financial Highlights

(Rs. Millions)	Standalone				
	Quarter Ended 31-03-2013	Quarter Ended 31-03-2012	Quarter Ended 31-12-2012	12M Ended 31-03-2013	18M Ended 31-03-2012
Net Sales	19,129	9,804	18,488	64,104	63,632
Operating EBITDA	1,330	1,965	1,852	6,098	7,398
<i>EBITDA Margin (%)</i>	7.0%	20.0%	10.0%	9.5%	11.6%
Foreign Exchange gain/(loss)	(88)	(508)	(255)	(77)	(894)
Net Profit	133	55	175	518	841
<i>Net Profit Margin (%)</i>	0.7%	0.6%	0.9%	0.8%	1.3%
Basic EPS (Rs)	0.20	0.08	0.26	0.77	1.25
Diluted EPS (Rs)	0.20	0.08	0.26	0.77	1.25

### Brazil Financial Highlights

(Rs. Millions)	Brazil			
	Quarter Ended 31-03-2013	Quarter Ended 31-03-2012	12M Ended 31-03-2013	12M Ended 31-03-2012
Net Sales	5,133	5,356	31,513	33,459
Operating EBITDA	1,551	125	8,023	7,699
<i>EBITDA Margin (%)</i>	30.2%	2.3%	25.5%	23.0%
Foreign Exchange gain/(loss)	(901)	(240)	(2,444)	(777)
Net Profit (after minority interest)	(3,229)	(1,048)	(4,888)	(3,122)

## Economic Environment

Global raw sugar prices dropped during the quarter from USD 19.7 cents/lb to USD 17.7 cents/lb on account of expected surplus in the world sugar market due to record crushing expected in Centre-South Brazil of 590 million tons and increased production in high cost countries. At the start of the quarter, gross refining spreads were below USD 100/ton. Refining spreads have rebounded on account of drop in the raw sugar prices and currently, the refining spreads are in range of USD 105 per ton to USD 115 per ton.

As informed earlier, the Brazilian Government has increased the blending ratio of ethanol in gasoline to 25% from 20% with effect from 1<sup>st</sup> May 2013. The Brazilian Government has also increased the credit on federal taxes (PIS/Cofins) on the sale of ethanol to boost consumption and thereby increasing the net realisation for producers. The tax relief will result in increased realization for ethanol of USD 60 per m<sup>3</sup> to the mills. The changes in ethanol policy will increase the consumption of ethanol in Brazil by 3.6 billion liters<sup>1</sup> which will divert approximately 47 million tons of cane to meet the additional demand. Currently, anhydrous ethanol ex-mill prices are trading at USD 19.28 cents/lb where as hydrous ethanol ex-mill prices are trading at USD 17.08 cents/lb compared to the raw sugar price of USD 16.65 cents/lb.

Crushing for the season 2013-14 has started in the mills in Centre-South Brazil. As per the latest estimates from UNICA for 2013-14 the estimated cane crushing in Centre-South Brazil will be around 590 million tons, 10.7% higher than previous year. Also, higher quantity of cane is expected to be diverted towards ethanol production as compared to previous years on account of increase in blending ratio of ethanol in gasoline and higher prices Y-o-Y for ethanol. As of 16<sup>th</sup> May 2013, mills in Centre-South Brazil crushed a total of 81 million tons of cane in the 2013-2014 harvest, up 132% from last year. Sugar output to date reached 3.8 million tons, up 140% from a year ago while ethanol production increased by 146% to 3.2 billion litres. Harvesting and production has increased on account of better weather conditions over last year when the crushing was hampered due to rains in April 2012 and May 2012.

		As on 16 <sup>th</sup> May	2013/14 (P)	2012/13	2011/12	% Change
<b>Cane Crushed</b>	mn tons	81	590	532	493	7.9%
<b>Sugar Produced</b>	mn tons	3.8	35.5	34.1	31.3	8.8%
<b>Ethanol Produced</b>	mn m <sup>3</sup>	3.2	25.4	21.3	20.5	3.9%
<b>ATR (Recovery)</b>	Kg/ton	117	137	136	138	(1.4%)
<b>% Sugar</b>		41.7%	46.2%	49.6%	48.4%	

Source: UNICA

<sup>2</sup>Crushing in Indian sugar mills has come to an end with only 45 sugar mills operational till 30<sup>th</sup> April, 2013 as against about 100 sugar mills, which were crushing during the same period last year. Till 30<sup>th</sup> April, mills had crushed about 243 million tons of cane to produce 24.5 million tons of sugar with a recovery of 10.1%. Maharashtra has been the leading sugar production state with 7.97 million tons of sugar and recovery of 11.4%. Uttar Pradesh has produced 7.4 million tons of sugar with a recovery of 9.2%. Karnataka has produced 3.4 million tons of sugar with recovery of 10.4%. Total sugar production is expected to be around 24.8 million tons for the year.

<sup>1</sup> Source: Itau Bank <sup>2</sup> Source: ISMA



## Decontrol of Indian Sugar Sector

Cabinet Committee on Economic Affairs (CCEA) of Government of India in its meeting dated 4<sup>th</sup> April 2013 has approved the proposal for decontrol of sugar sector in India. Following were the proposals approved by the committee:

**1) Abolishment of Release Mechanism**

The Regulated release mechanism on sugar is dispensed with. There would be no quantity restriction for the sale of sugar in export/domestic market.

**2) No Levy Sugar Obligation from 1<sup>st</sup> October 2012 onwards**

The State Governments will buy sugar for Public Distribution System from the mills at market rates and the Central Government will subsidise the difference upto a gap of Rs. 18.50 per kg. Any additional subsidy, if required, will have to be borne by the State Governments.

**3) Free Trade Policy**

The import and export of sugar is completely free except for export duty (currently 0%) and import duty (currently 10%).

All the three decisions have already been implemented.

### **Group Financial Performance**

#### India Standalone

The sugar segment revenue in our standalone business increased by 208% for the quarter ended 31<sup>st</sup> March 2013 and by 29% for the year ended March 2013 on account of high sales from the refinery segment and higher realization. Total sales volume during the quarter for our standalone business for domestic sugar has increased by 126% and for export sugar increased by 374% as compared to same quarter last year. Domestic sugar realization during the quarter increased by 21% compared to last year. Y-o-Y ethanol sales were lower due to the delay in the decision of off-take of ethanol by Oil Manufacturing Companies (OMCs). The EBITDA margin for the quarter has reduced due to higher cost of raw materials, primarily sugarcane and lower sugar recovery. However the interest cost for the quarter has reduced by 33% over last year due to reduction in debt. The India standalone business has reported a net profit of Rs. 133 million for the quarter ended 31<sup>st</sup> March 2013 and Rs. 518 million for the year ended 31<sup>st</sup> March 2013.

#### Brazil Subsidiaries

Renuka do Brasil S/A has reported an operating EBITDA of Rs. 1,528 million with a margin of 33% for the quarter ended 31<sup>st</sup> March 2013 on account of higher sales volume in the sugar segment. Net sales for the quarter for Renuka Vale do Ivai S/A reduced by 37% compared to last year on account of lower sales quantity and low realization in the sugar segment. The cogeneration realization for the quarter increased by 120% compared to the same quarter last year due to higher availability of bagasse. EBITDA for the year ended 31<sup>st</sup> March 2013 for RdB and RVdI stood at Rs. 5,138 million and Rs. 2,963 million respectively. Brazil subsidiaries net loss for the year increased on account of higher depreciation and forex losses. The forex loss for the year for the Brazil subsidiaries stood at Rs. 2,444 million



compared to Rs. 777 million last year. The Brazilian subsidiaries are cash positive at operational level with cash profit before tax at Rs. 3,327 for the year ended 31<sup>st</sup> March 2013

Note: Cash Profit Before Tax = Profit before tax + Depreciation + Forex loss/(gain)

### SRSL Consolidated

The consolidated sales for the quarter ended 31<sup>st</sup> March 2013 increased by 55% compared to last year mainly due the higher sales from the India standalone business. The EBITDA margin for the quarter stood at 12% compared to 16% last year due to higher cost of sugarcane. The consolidated business reported an EBITDA of Rs. 15,635 million for the year ended 31<sup>st</sup> March 2013. Net loss for the year increased due to forex losses of Rs. 2,987 million as compared to forex gain of Rs. 381 million for the 18 months ended March 2012.

TOTAL DEBT (Rs. million)	31.03.2013	31.03.2012
India	26,115	43,281
Brazil	51,442	50,022
Other Subsidiaries	6,704	7,481
<b>Consolidated Debt</b>	<b>84,261</b>	<b>100,784</b>

Bank debt for India Standalone as on 31<sup>st</sup> March 2013 is Rs. 26,115 million vis-a-vis Rs. 43,281 million as on 31-March-2012. Reduction in debt is due to the repayment of high-cost working capital loans and higher utilisation of refineries enabling access to raw sugar on credit. Consolidated debt as on 31<sup>st</sup> March 2013 has reduced by 16% compared to 31<sup>st</sup> March 2012.

### Segment Operating Performance

#### **Sugar**

(Tonnes, unless indicated)

	Brazil		India				
	3M Ended 31-03-2013	3M Ended 31-03-2012	3M Ended 31-03-2013	3M Ended 31-03-2012	y-o-y Growth (%)	3M Ended 31-12-2012	q-o-q Growth (%)
Sugarcane Crushed	113,336	42,535	2,182,223	3,038,845	(28.2%)	2,635,242	(17.2%)
Raw Sugar Processed	-	-	393,710	169,018	132.9%	408,757	(3.7%)
Recovery <sup>1</sup>	110.59	134.20	11.56%	12.44%	(7.1%)	10.26%	12.7%
<b>Sugar Production</b>							
<b>From Cane</b>	<b>3,901</b>	<b>2,830</b>	<b>252,195</b>	<b>378,158</b>	(33.3%)	<b>270,315</b>	(6.7%)
Raw Sugar	3,901	2,830	-	-	-	-	-
White Sugar	-	-	252,195	378,158	(33.3%)	270,315	(6.7%)
Refined Sugar <sup>2</sup>	-	-	381,375	164,310	132.1%	398,729	(4.4%)
<b>Total Sugar Production</b>	<b>3,901</b>	<b>2,830</b>	<b>633,571</b>	<b>542,468</b>	<b>16.8%</b>	<b>669,044</b>	<b>(5.3%)</b>

Notes:

1 Recovery calculated as % in India and as ATR in Brazil

2 Refined sugar can be obtained from raw sugar and is produced from refineries

In the quarter ended 31<sup>st</sup> March 2013, our Indian mills crushed 2.2 million tons of cane, 28% lower than the same quarter last year. Sugar produced from mills reduced by 33% on account of reduction in recovery by 7% compared to same quarter last year.

The crushing for the season concluded in the month of April with total cane crushing of 4.8 million tons compared to 4.9 million tons last season. Sugar production for the season from our Indian mills stood at 522,510 tons, lower by 11% compared to last season, due to lower average recovery of 10.9% as against recovery of 12.0% in the last season.

Quarter ended 31<sup>st</sup> March 2013 saw a higher utilization for our refineries where the total sugar produced from the refineries stood at 381,375 tons, higher by 132% compared to the





same quarter last year. Cane crushing volumes at our Brazilian units were low during the quarter due to the off-season for crushing operations. However, Y-o-Y volumes are higher on account of longer crushing season at Renuka do Brasil S/A.

### Ethanol

	Brazil		India				
	3M Ended	3M Ended	3M Ended	3M Ended	y-o-y	3M Ended	q-o-q
	31-03-2013	31-03-2012	31-03-2013	31-03-2012	Growth (%)	31-12-2012	Growth (%)
Ethanol Production (KL)	5,233	1,018	37,995	46,152	(17.7%)	28,700	32.4%

The ethanol production from our Indian units stood at 38 million liters for the quarter as compared to 46 million liters last year. Ethanol production from our Brazilian mills during the quarter increased were 5.2 million liters as compared to 1.0 million liters last year on account of higher crushing and greater diversion of cane towards ethanol.

### Co-generation

	Brazil		India				
	3M Ended	3M Ended	3M Ended	3M Ended	y-o-y	3M Ended	q-o-q
	31-03-2013	31-03-2012	31-03-2013	31-03-2012	Growth (%)	31-12-2012	Growth (%)
Power Exports (mm units)	100	49	161	147	9.4%	153	5.1%

Power exported for the quarter ended 31<sup>st</sup> March 2013 in India increased by 9% compared to the same quarter last year due to higher utilization of the refineries. In our Brazilian Subsidiaries, power exported for the quarter ended 31<sup>st</sup> March 2013 was 100 million units.

## Outlook

There have been significant positive developments in India and Brazil on sugar and ethanol policies which will benefit producers going forward. The Brazilian Government has reinstated the blending ratio of ethanol in gasoline to previous level of 25% from current 20% which will increase the demand for ethanol and improve the prices. Also the Brazilian Government has provided a large tax credit on ethanol sales which will improve the net realization for producers.

Sugarcane crop and planting in major sugar production states in India i.e. Maharashtra and Karnataka have been affected due to the lower availability of water. Y-o-Y area under acreage is expected to be down by 8% nationally. Acreage in Maharashtra is expected to reduce by 24% whereas acreage in Karnataka and Tamil Nadu is expected to reduce by 22% and 14% respectively. In our main state of Karnataka, new legislation coming into force next season enshrines a revenue-sharing formula for sugarcane prices in line with best practice prevailing across the globe.

Refining spreads have improved with the decrease in raw sugar prices. We expect to operate our Indian refineries in Kandla and Haldia at full capacity for the foreseeable future.

With the commencement of new crushing season in Brazil, we expect to further improve the operational performance in both the companies Renuka do Brasil S.A. and Renuka Vale do Ivaí S.A. There is increase in availability of sugarcane in the region and both the companies are expected to benefit by increasing the throughput from the assets.

Current power prices in Brazil are better compared to the average prices for last year (R\$ 250/MWh current price vis-a-vis average of R\$ 169/MWh for 2012-13)



**Notes:**

1. Net Sales: Includes other operating income and is after excise duties
2. Operating EBITDA: Earnings before interest, taxes and depreciation; includes other income and excludes foreign exchange gain/loss
3. Net Profit: Includes extraordinary items and after minority interest
4. All financial margins are calculated based on Net Sales
5. Net Worth: Share Capital and Reserves and Surplus
6. Basic EPS: Each share face value of Rs. 1.00; Based on 671 million shares outstanding on a weighted average basis

**Analyst / Investor / Media Enquiries:**

Vishesh Kathuria, Shree Renuka Sugars Limited +91 22 4001 1400

For further information on Shree Renuka visit [www.renukasugars.com](http://www.renukasugars.com)

**The Company will host a conference call to discuss Quarter and 12 Months period ended 31<sup>st</sup> March 2013 earnings at 1730 hours IST on Friday May 31<sup>st</sup>, 2013. To participate, please use the following dial-in numbers:**

Primary Number +91-22-3065 0060

Secondary Number +91-22-6629 0019

The numbers listed above are universally accessible from all networks and all countries

*Toll Free Numbers*

USA: +1 866 746 2133

UK: +44 808 101 1573

Singapore: +65 800 101 2045

Hong Kong: +852 800 964 448

**Safe Harbour**

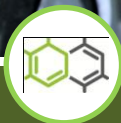
*This release contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Shree Renuka's future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Shree Renuka undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.*



Sugar



power



ethanol



## Shree Renuka Sugars Ltd Audited Results for Financial Year (12 Months) ended 31<sup>st</sup> March 2013 Earnings Presentation

*Earnings Conference Call  
Thursday, May 31<sup>st</sup> 2013 at 17:30 hrs IST*

*Primary Number +91-22-3065 0060  
Secondary Number +91-22-6629 0019*

*The numbers listed above are universally accessible  
from all networks and all countries*

*Toll Free Numbers*

<i>USA:</i>	<i>+1-866-746-2133</i>
<i>UK:</i>	<i>+44-808-101-1573</i>
<i>Singapore:</i>	<i>+65-800-101-2045</i>
<i>Hong Kong:</i>	<i>+852-800-964-448</i>



## Forward Looking Statements

*This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Shree Renuka’s future business developments and economic performance.*

*While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.*

*These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.*

*Shree Renuka undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.*

# Highlights



- ❖ Consolidated EBITDA on annualized basis higher by Rs. 2,601 million to Rs. 15,635 million
- ❖ Standalone EBITDA on annualized basis higher by Rs. 1,166 million to Rs. 6,098 million
- ❖ Sharp decline in standalone debt and interest cost
- ❖ Cash profit in Brazil of Rs. 3,327 million for the year
- ❖ Higher reported loss in Brazil on account of increase in non-cash items

Commenting on the results and performance, Mr. Narendra Murkumbi, Vice Chairman and Managing Director of Shree Renuka Sugars said:

*"We have seen major operational improvement in the last 12 months across the businesses in India and Brazil. In Brazil, our subsidiaries crushed 9.5 million tons compared to 8.3 million tons in the last year which is an increase of 14%. While in India, our port based refineries started operating at a high capacity utilization with more than 1 million tons of raw sugar processed during the year. The sugar produced from our Indian mills and refineries combined helped us to produce over 1.5 million tons of sugar in India (highest in the history of the Company).*

*India standalone business has reported quarterly sales of Rs. 19,129 million (y-o-y growth of 95%) on account of higher sales from the refining units. Earnings have not grown proportionally due to higher costs of sugar cane. With the continuous focus towards reduction in debt and more efficient use of capital, Company has been able to reduce the Interest cost by 30% Q-o-Q.*

*Renuka do Brasil S/A has reported an improved EBITDA margin for the quarter with EBITDA of Rs. 1,528 million and a margin of 33%. Overall EBITDA for the year ending 31<sup>st</sup> March 2013 for our Brazilian subsidiaries stood at Rs. 8,023 million with a margin of 26%. Our Brazilian subsidiaries have been cash positive for the year with Cash Profit before tax of Rs. 3,327 million. Brazil subsidiaries have reported a net loss of Rs. 4,888 million for the year ending 31<sup>st</sup> March 2013 on account of depreciation and forex variation charges.*

*On 4<sup>th</sup> April 2013 we have seen a significant move on the policy front in India with partial decontrol of the sugar sector. Virtually all marketing side controls have been dismantled. Removal of restriction on domestic sales along with the removal of levy obligation will bring in positive benefits for the sector and the company, which should be visible in the coming quarters.*

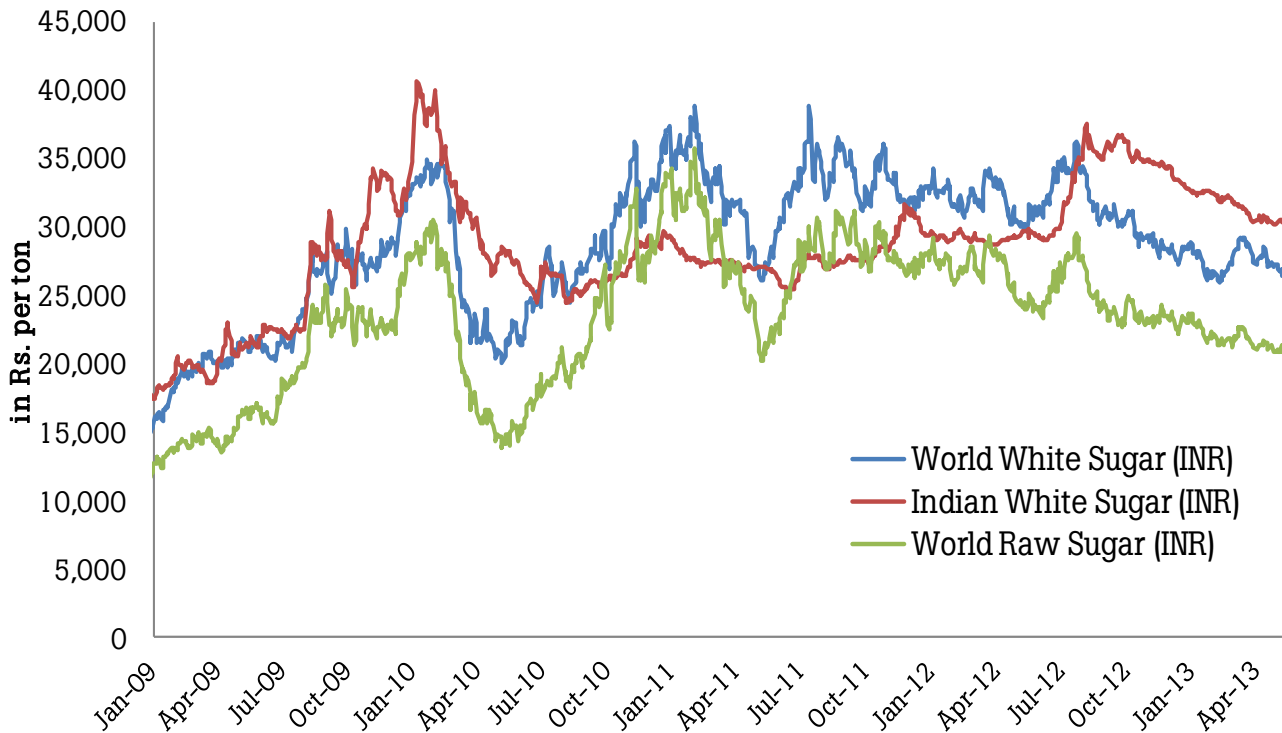
*There have been favourable policy developments on the ethanol policies in India and Brazil which will have positive impact on the company. The Brazil Government has reinstated the original blend of 25% of ethanol in gasoline along with a new federal tax credit of USD 60 per m<sup>3</sup> of ethanol (approximately 12% of product value) to the producing mills. We will also benefit from the 5% mandatory ethanol blending program in India gazetted in January 2013 for which orders have started being issued."*

# Market Overview



## Global Sugar Price Trends (Rs / ton)

## Key Perspectives



Source: ICE, Liffe, NCDEX

- ❖ World Raw Sugar prices dipped below 17 c/lb due to the expected global sugar surplus and higher availability of cane for crushing in Brazil
- ❖ Improving refining margin on account of lower raw sugar prices and strong refined sugar demand
- ❖ Domestic sugar prices reduced during the quarter on account of a better than expected crop in sugar season 2013
- ❖ Ethanol remains the more profitable product as compared to sugar leading to product mix favoring ethanol in Brazil

# Consolidated Financial Performance



(Rs. in Million)

	3M ended 31 <sup>st</sup> Mar '13	3M ended 31 <sup>st</sup> Mar '12	% Y-o-Y Growth	Y-o-Y Key Perspectives	12M ended 31 <sup>st</sup> Mar '13	18M ended 31 <sup>st</sup> Mar '12
Net Sales <sup>1</sup>	25,973	16,746	55.1%	<ul style="list-style-type: none"> <li>Increase in revenue for the quarter due to higher sales from refineries</li> <li>High domestic sugar realization in India</li> </ul>	104,158	124,831
Operating EBITDA <sup>2</sup>	3,006	2,670	12.6%	<ul style="list-style-type: none"> <li>EBITDA margin for the quarter impacted due to low margins in the milling segment</li> <li>Improved EBITDA margins for the quarter for Brazil subsidiaries</li> </ul>	15,635	19,551
<i>% Margin</i>	<i>11.6%</i>	<i>15.9%</i>			<i>15.0%</i>	<i>15.7%</i>
Foreign exchange gain/ (loss)	(1,024)	(999)	(2.5%)	<ul style="list-style-type: none"> <li>High forex losses for the year due to depreciation of Brazilian Real by 11%</li> </ul>	(2,987)	381
Net Profit <sup>3</sup>	(2,979)	(719)	(314.3%)	<ul style="list-style-type: none"> <li>Impacted due to high non-cash expenses i.e depreciation and forex losses</li> </ul>	(3,740)	(310)
<i>% Margin</i>	<i>(11.5%)</i>	<i>(4.3%)</i>			<i>(3.6%)</i>	<i>(0.2%)</i>
Basic EPS <sup>4</sup> (Rs.)	(4.44)	(1.07)			(5.57)	(0.46)
Diluted EPS <sup>4</sup> (Rs.)	(4.44)	(1.07)			(5.57)	(0.46)

Notes:

1 Net Sales excludes excise duties, foreign exchange gains and includes other income

2 Operating EBITDA defined as earnings before depreciation, interest, exceptional items and taxes; includes other income and excludes foreign exchange gain/loss

3 Net Profit is after minority interest and prior period adjustments

4 Non annualized

# Consolidated Balance Sheet



*(Rs. in Million)*

	31.03.2013 (Audited)	31.03.2012 (Audited)
<b>SOURCES OF FUNDS</b>		
Net Worth	14,597	18,820
Minority Interest	32	36
Loan Funds	84,261	100,783
Deferred Tax Liability	272	1,556
Other Non-Current Liabilities	3,522	5,693
<b>TOTAL</b>	<b>102,684</b>	<b>126,888</b>
<b>APPLICATION OF FUNDS</b>		
Net Fixed Assets	86,963	92,023
Investments	2,270	1,892
Other Long Term Assets	8,206	7,721
Net Current Assets	5,245	25,252
<b>TOTAL</b>	<b>102,684</b>	<b>126,888</b>



# Standalone Financial Performance



## India Standalone

(Rs. in Million)

	3M ended 31 <sup>st</sup> Mar '13	3M ended 31 <sup>st</sup> Mar '12	% Y-o-Y Growth	12M ended 31 <sup>st</sup> Mar '13	18M ended 31 <sup>st</sup> Mar '12
Net Sales <sup>1</sup>	19,129	9,804	95.1%	64,104	63,632
Operating EBITDA <sup>2</sup>	1,330	1,965	(32.3%)	6,098	7,398
<i>% Margin</i>	7.0%	20.0%		9.5%	11.6%
Foreign exchange gain/ (loss)	(88)	(508)	(82.7%)	(77)	(894)
Net Profit <sup>3</sup>	133	55	141.8%	518	841
<i>% Margin</i>	0.7%	0.6%		0.8%	1.3%
Basic EPS <sup>4</sup> (Rs.)	0.20	0.08		0.77	1.25
Diluted EPS <sup>4</sup> (Rs.)	0.20	0.08		0.77	1.25

Notes:

1 Net Sales excludes excise duties, foreign exchange gains and includes other income

2 Operating EBITDA defined as earnings before depreciation, interest, exceptional items and taxes; includes other income and excludes foreign exchange gain/loss

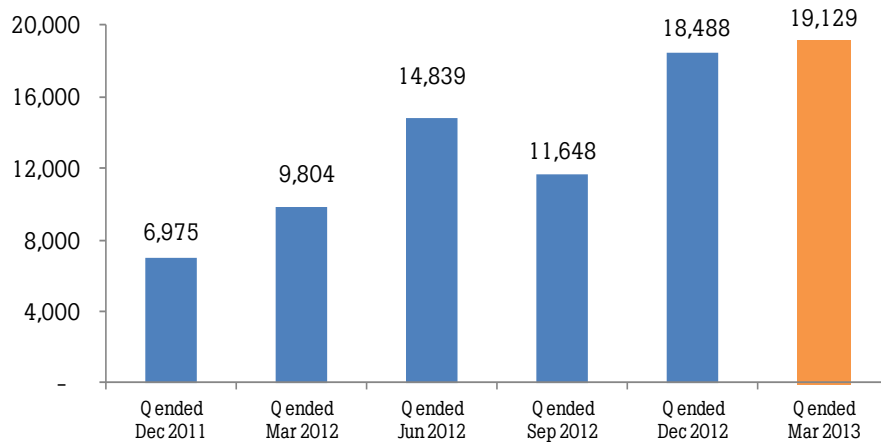
3 Net Profit is after minority interest and prior period adjustments

4 Non annualized

# Standalone Quarterly Financial Performance



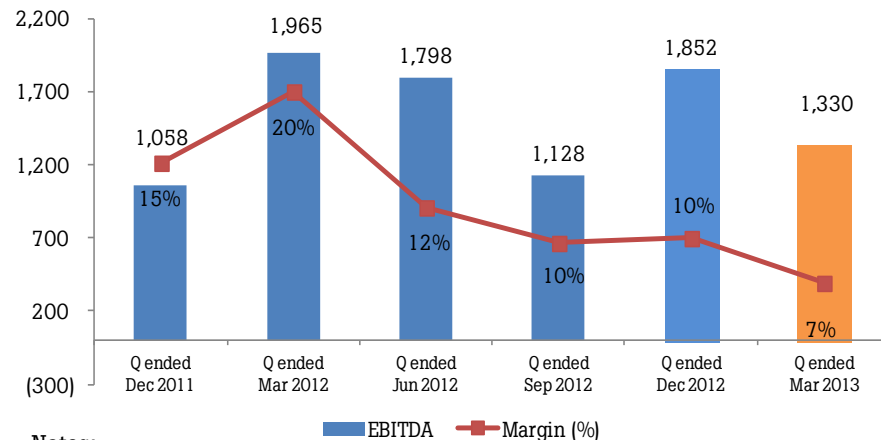
## Net Sales<sup>1</sup>



## Trends

- ❖ Higher sales volume in sugar segment due to high utilization of refineries
- ❖ Higher cogeneration sales during the quarter
- ❖ Lower sales volume from ethanol segment due to delay in implementation of ethanol policy

## Operating EBITDA<sup>2</sup> & Margin (%)



## Trends

- ❖ Lower margins in the domestic sugar segment due to high cost of sugarcane and lower sugar recovery due to effect of drought
- ❖ Higher price realization for sugar vis-à-vis last quarter
- ❖ High cost of bagasse impacted cogen margins
- ❖ Lower sales volume in ethanol segment

### Notes:

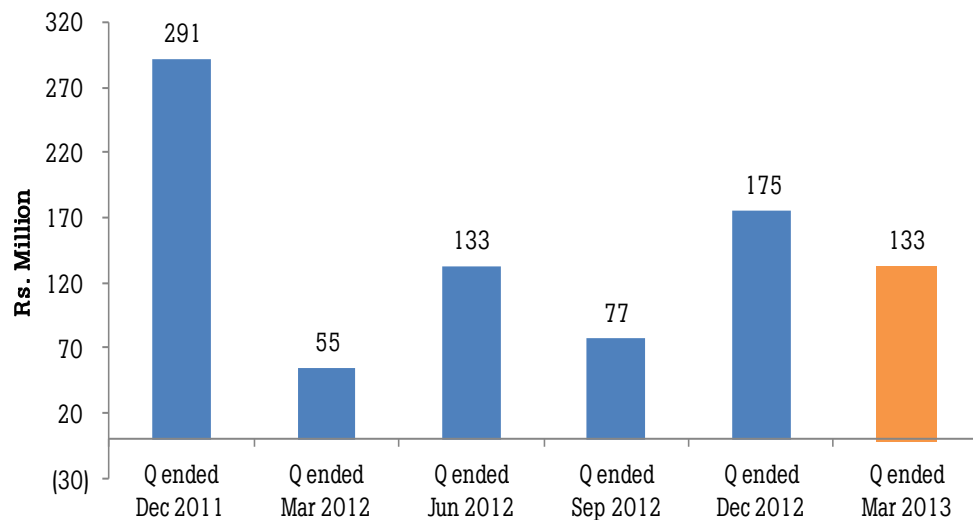
1 Net Sales excludes excise duties, foreign exchange gains and includes other income

2. Operating EBITDA defined as earnings before depreciation, interest, exceptional items and taxes; includes other income; excludes foreign exchange gain / loss

# Standalone Quarterly Financial Performance



## Net Profit<sup>1</sup>



### Notes:

1 Net Profit is after minority interest and prior period adjustments

## Trends

- ❖ Y-o-Y increase in net profit due to higher sales
- ❖ Lower interest costs due to reduction in the standalone debt

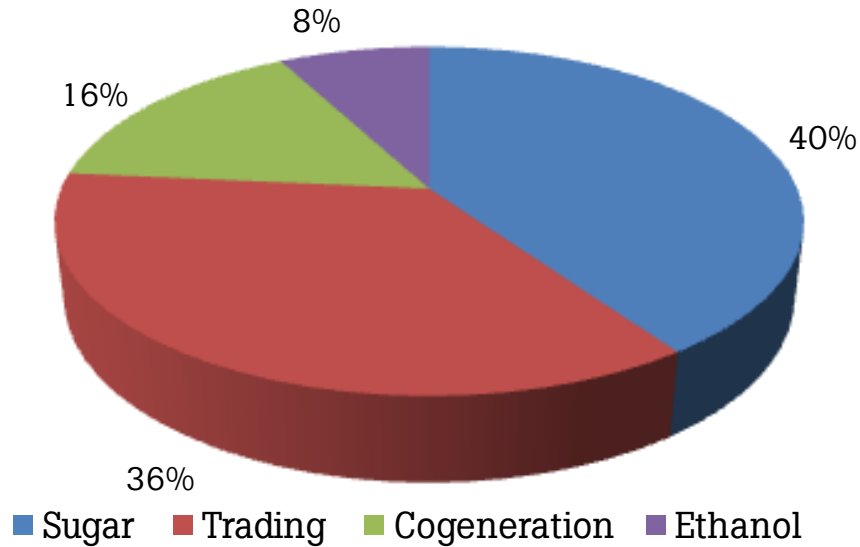
<b>TOTAL DEBT</b> <i>(Rs. million)</i>	<b>31.03.2013</b>	<b>31.03.2012</b>
India	26,115	43,281
Brazil	51,442	50,022
Other Subsidiaries	6,704	7,481
<b>Consolidated Debt</b>	<b>84,261</b>	<b>100,784</b>

# Standalone Performance – Quarter Ended 31.03.2013

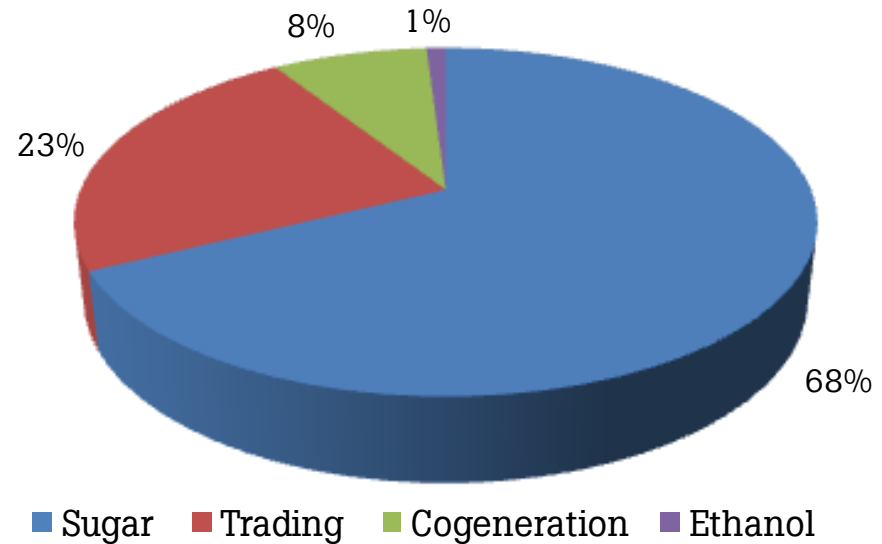


## Net Sales<sup>1</sup> Breakdown – India

Quarter ended Mar 2012



Quarter ended Mar 2013



Notes: Net Sales excludes excise duties, foreign exchange gain/loss and includes other income

# Closing stock as on 31<sup>st</sup> March 2013 - India



## India

	Unit of Measure	As on 31 <sup>st</sup> March 2013
Sugar	MT	559,009
White Sugar	MT	473,951
Raw Sugar	MT	85,058
Ethanol	KL	57,012
Molasses	MT	105,322



# Sales Quantity – India Standalone



## India

	3M ended Mar 2013	3M ended Mar 2012	% Y-o-Y Growth	12 M ended Mar 2013	18 M ended Mar 2012
Total Sugar Sold(MT)	442,874	148,653	198%	1,550,376	1,284,075
Export (in MT)	205,045	43,244	374%	872,123	574,265
Domestic (in MT)	237,829	105,409	126%	678,253	709,810
Ethanol (in KL)	6,677	30,905	(78%)	78,454	164,240
Co-gen (in million units)	161	147	9%	359	573

# Net Price Realization – India Standalone



## India

	3M ended Mar 2013	3M ended Mar 2012	% Y-o-Y Growth	12 M ended Mar 2013	18 M ended Mar 2012
Average Manufactured Sugar (in Rs./MT)	30,250	27,942	8.3%	31,673	29,209
Export (in Rs./MT)	29,178	33,366	(12.6%)	32,382	33,439
Domestic (in Rs./MT)	31,174	25,717	21.2%	30,761	25,786
Ethanol (in Rs./KL)	30,716	27,908	10.1%	29,960	27,902
Co-gen (in Rs. per unit)	4.46	4.79	(6.8%)	4.57	4.95

Notes:

1. Export Sugar realisations are FOB prices net of taxes

# Standalone Balance Sheet



*(Rs. in Million)*

	31.03.2013 (Audited)	31.03.2012 (Audited)
<b>SOURCES OF FUNDS</b>		
Net Worth	17,930	17,805
Loan Funds	26,115	43,281
Deferred Tax Liability	2,431	2,204
Other Non-Current Liabilities	32	356
<b>TOTAL</b>	<b>46,508</b>	<b>63,646</b>
<b>APPLICATION OF FUNDS</b>		
Net Fixed Assets	27,621	28,035
Investments	20,129	20,135
Other Long Term Assets	4,029	3,432
Net Current Assets	(5,271)	12,044
<b>TOTAL</b>	<b>46,508</b>	<b>63,646</b>

# **BRAZILIAN SUBSIDIARIES**

# Profit and Loss Statement – Renuka do Brasil S/A



(Rs. in Million)	3M ended Mar 2013	3M ended Mar 2012	12M ended Mar 2013	12M ended Mar 2012
<b>Net Sales<sup>1</sup></b>	<b>4,609</b>	<b>4,600</b>	<b>23,610</b>	<b>25,748</b>
Cost of Goods Sold	(2,672)	(3,568)	(14,570)	(16,793)
G&A Expenses	(147)	(942)	(2,425)	(3,410)
Sales Expenses	(263)	(191)	(1,476)	(920)
<b>Operating EBITDA</b>	<b>1,528</b>	<b>(101)</b>	<b>5,138</b>	<b>4,625</b>
Interest	(1,047)	(1,002)	(3,759)	(3,983)
Depreciation & Amortisation	(1,377)	(569)	(5,983)	(5,341)
<i>Depreciation</i>	<i>(498)</i>	<i>(57)</i>	<i>(1,691)</i>	<i>(1,515)</i>
<i>Amortisation of Off-season Maintenance</i>	<i>(491)</i>	<i>(282)</i>	<i>(2,431)</i>	<i>(2,136)</i>
<i>Amortisation of Cane Planting Expenditure</i>	<i>(388)</i>	<i>(229)</i>	<i>(1,861)</i>	<i>(1,691)</i>
Foreign Exchange Gain/(loss)	(867)	177	(2,048)	30
<b>Net Profit after Tax<sup>2</sup></b>	<b>(3,171)</b>	<b>(1,056)</b>	<b>(5,513)</b>	<b>(4,099)</b>

Notes:

- 1 Net Sales excludes excise duties, foreign exchange gains and includes other income
- 2 Net Profit after tax is after minority interest and prior period adjustments

\* Previous year numbers (FY 2012) have been regrouped where ever necessary



# Balance Sheet – Renuka do Brasil S/A



*(Rs. in Million)*

	31.03.2013 (Audited)	31.03.2012 (Audited)
<b>SOURCES OF FUNDS</b>		
Net Worth	5,753	9,675
Loan Funds	42,769	40,419
Other Non-Current Liabilities	7,437	8,030
<b>TOTAL</b>	<b>55,959</b>	<b>58,124</b>
<b>APPLICATION OF FUNDS</b>		
Net Fixed Assets	39,221	43,261
Investments	634	297
Deferred Tax Asset	1,714	611
Other Long Term Assets	4,784	4,728
Net Current Assets	9,606	9,127
<b>TOTAL</b>	<b>55,959</b>	<b>58,124</b>

# Profit and Loss Statement – Renuka Vale do Ivai S/A



(Rs. in Million)	3M ended Mar 2013	3M ended Mar 2012	12M ended Mar 2013	12M ended Mar 2012
<b>Net Sales<sup>1</sup></b>	<b>524</b>	<b>836</b>	<b>7,902</b>	<b>7,787</b>
Cost of Goods Sold	(276)	(432)	(3,909)	(3,489)
G&A Expenses	(170)	(92)	(578)	(640)
Sales Expenses	(13)	(42)	(452)	(478)
<b>Operating EBITDA</b>	<b>66</b>	<b>270</b>	<b>2,963</b>	<b>3,180</b>
Interest	(247)	(82)	(933)	(396)
Depreciation & Amortisation	33	52	(1,221)	(1,007)
<i>Depreciation</i>	<i>172</i>	<i>320</i>	<i>(276)</i>	<i>(122)</i>
<i>Amortisation of Off-season Maintenance</i>	<i>21</i>	<i>(6)</i>	<i>(392)</i>	<i>(349)</i>
<i>Amortisation of Cane Planting Expenditure</i>	<i>(160)</i>	<i>(262)</i>	<i>(554)</i>	<i>(536)</i>
Foreign Exchange Gain/(loss)	(21)	(366)	(402)	(755)
<b>Net Profit after Tax<sup>2</sup></b>	<b>0</b>	<b>142</b>	<b>699</b>	<b>1,181</b>

Notes:

- 1 Net Sales excludes excise duties, foreign exchange gains and includes other income
- 2 Net Profit after tax is after minority interest and prior period adjustments

\* Previous year numbers (FY 2012) have been regrouped where ever necessary

# Balance Sheet – Renuka Vale do Ivai S/A



*(Rs. in Million)*

	31.03.2013 (Audited)	31.03.2012 (Audited)
<b>SOURCES OF FUNDS</b>		
Net Worth	5,664	4,732
Loan Funds	8,672	9,603
Other Non-Current Liabilities	1,826	2,248
<b>TOTAL</b>	<b>16,162</b>	<b>16,583</b>
<b>APPLICATION OF FUNDS</b>		
Net Fixed Assets	10,982	12,658
Investments	645	597
Deferred Tax Asset	438	6
Other Long Term Assets	337	264
Net Current Assets	3,759	3,058
<b>TOTAL</b>	<b>16,162</b>	<b>16,583</b>

# Sales and Price Summary



Jan 2013 – Mar 2013

Renuka do Brasil	Unit of Measure	Sales Quantity	Average Prices
Sugar	tons	98,252	18.4 c/lb
Ethanol	m <sup>3</sup>	52,077	1,310 R\$/m <sup>3</sup>
Cogen Exports	'000 MWh	100	221 R\$/MWh
By-products/Utilities*	('000 R\$)		572

Renuka Vale do Ivai	Unit of Measure	Sales Quantity	Average Prices
Sugar	tons	860	17.9 c/lbs
Ethanol	m <sup>3</sup>	11,132	1,341 R\$/m <sup>3</sup>
By-products/Utilities*	('000 R\$)		3,742

\*By-products/utilities include yeast, molasses and steam

\*\*USD/BRL exchange rate: 1.9958 BRL/USD

# Closing stock as of 31<sup>st</sup> March 2013 - Brazil



## Renuka do Brasil S/A

	Unit of Measure	As on 31 <sup>st</sup> March 2013
Sugar	MT	948
Ethanol	KL	2,856

## Renuka Vale do Ivai S/A

	Unit of Measure	As on 31 <sup>st</sup> March 2013
Sugar	MT	2,043
Ethanol	KL	1,573

# Loan Funds - Brazil



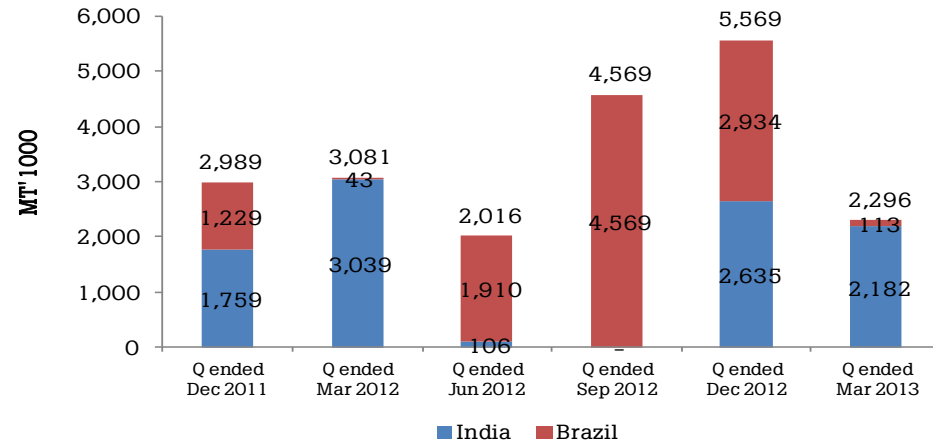
	Unit	Renuka do Brasil		Renuka VDI		Total Brazil	
		Mar-13	Mar-12	Mar-13	Mar-12	Mar-13	Mar-12
Brazilian R\$ denominated	mn R\$	709	642	132	139	841	781
USD denominated	mn USD	374	373	94	109	468	482
REFIS	mn R\$	75	95	-	-	75	95
Financial Leases	mn R\$	53	8	-	-	53	8
Debt w/o forex variation	mn R\$	1,518	1,424	304	338	1,822	1,762
Debt w/o forex variation	mn INR	42,306	40,419	8,674	9,603	50,980	50,022
Variation due to Forex	mn INR	463	-	(2)	-	462	-
Reported Debt	mn INR	42,769	40,419	8,672	9,603	51,442	50,022

Exchange Rates	Mar-13	Mar-12
BRL / USD	2.0138	1.8221
INR / BRL	26.9023	28.4070

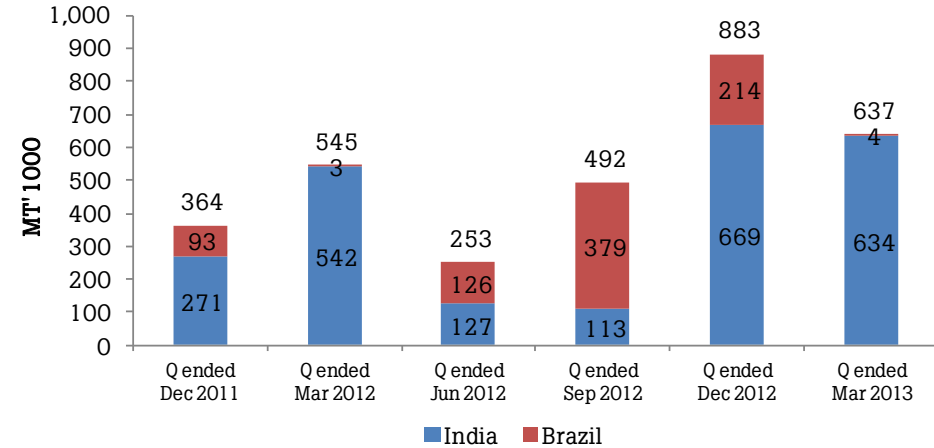
# Sugar: Quarterly Operating Performance



## Sugarcane Crushed



## Sugar Production<sup>1</sup>



- ❖ 4.8 million tons cane crushed at Indian mills during the season 2012-13
- ❖ Y-o-Y crushing increased at Brazilian units by 166%
- ❖ Start of the new crushing season at Renuka Vale do Ivai

- ❖ Higher sugar production in India Y-o-Y, due to higher utilization of the refineries
- ❖ Lower average recovery for the season in India at 10.88% compared to 12.02% last season
- ❖ Sugar Refinery utilization close to 100% for the consecutive quarters i.e. Q3 FY 2013 and Q4 FY 2013

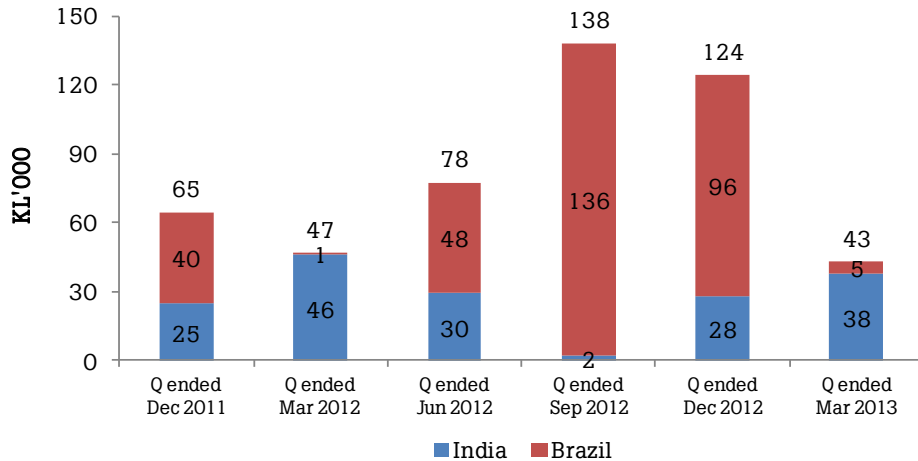
Note:

<sup>1</sup> Sugar produced includes raw sugar and white sugar produced from cane, as well as refined sugar produced from raw sugar

# Ethanol & CoGen: Quarterly Operating Performance

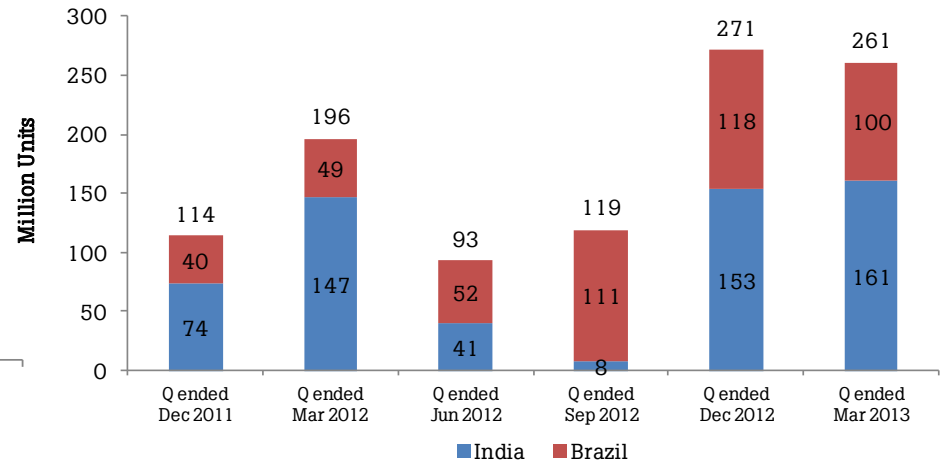


## Ethanol Production



- ❖ Q-o-Q ethanol production in India increased by 31% due to higher cane crushing
- ❖ Y-o-Y increase in ethanol production in Brazil due to higher crushing and greater diversion of cane towards ethanol

## Co-Gen Power Exports



- ❖ Y-o-Y increase in power exported in India by 9% due to higher utilization of refineries
- ❖ Y-o-Y increase in power exported in Brazil by 104% due to higher bagasse availability



## COMPANY BACKGROUND

Shree Renuka Sugars is a global agribusiness and bio-energy corporation. The Company is one of the largest sugar producers in the world, the leading manufacturer of sugar in India, and one of the largest sugar refiners in the world. Shree Renuka operates in three segments:

**Sugar:** The Company operates eleven mills globally with a total crushing capacity of 20.7 million tonnes per annum (MTPA) or 94,520 tonnes crushed per day (TCD). The Company operates seven sugar mills in India with a total crushing capacity of 7.1 MTPA or 35,000 TCD and two port based sugar refineries with capacity of 1.7 MTPA.

The Company also has significant presence in South Brazil, through acquisitions of Renuka Vale do Ivaí on 19 March 2010 (100% owned) and Renuka do Brazil on 7 July 2010 (formerly Equipav Acucar e Alcool – 50.34% stake for USD 250 million). The company has exercised its option to increase its stake to 59.4% at the same valuation. By further investment of USD 115 million. The combined crushing capacity of the Brazilian subsidiary companies is 13.6 MTPA.

**Trading:** Operates a trading hub in Dubai to capitalize on trade opportunities in the Asian region.

**Power:** Shree Renuka produces power from bagasse (a sugar cane by product) for captive consumption and sale to the state grid in India and Brazil. Total Cogeneration capacity increased to 555 MW with exportable surplus of 356 MW Indian operations produce 242MW with exportable surplus of 135MW and Brazilian operations produce 295MW with exportable surplus of 221 MW.

**Ethanol:** Shree Renuka manufactures fuel grade ethanol that can be blended with petrol. Global distillery capacity is 4,160 KL per day (KLPD) with Indian distillery capacity at 930 KLPD (630 KLPD from molasses to ethanol and 300 KLPD from rectified spirit to ethanol) and Brazil distillery capacity at 3,230 KLPD.

The acquisition of a stake in KBK Chem-Engineering facilitates turnkey distillery, ethanol and bio-fuel plant solutions.

## INDUSTRY

The top 5 sugar producing countries are Brazil, India, China, Thailand and USA. The total sugar production approximately 180 mn tonnes in 2012-13.

Improved weather conditions globally especially Brazil have resulted in good 2012-13 season across major producers. Estimated global surplus of sugar as per the latest estimate of ISO is close to 6.2 mn tonnes of sugar. Brazil has produced close to 34 mn tonnes of sugar while India is expected to produce 24 mn tonnes of sugar in 2012-13. Other key producing countries are Thailand, Australia etc.

India, the world's largest sugar consumer and second largest producer, is a key player in the global sugar supply/demand dynamics. The sugar industry in India is highly fragmented. There are 624 sugar factories, dispersed over UP, Maharashtra and other states, with average crushing capacity of approximately 3,500 TCD. While co-operative societies and government-owned entities own ~50% of India's sugar capacity, the rest is owned by the private sector.

Brazil is the leading producer and exporter of sugarcane, sugar and ethanol. It is among the most efficient major sugar producers in the world. During the 2012/13 harvest, Center-South Brazil had crushed 532 million tonnes of cane, producing 34.1 million tonnes of sugar and 21 bn liters of ethanol.

After two years of being a major net importer, India has been a net exporter since the last two seasons backed by robust sugarcane cultivation and favorable weather. With Indian sugar season 2012-13 producing close to 24.0 million tonnes, India will become a net marginal importer of sugar for the season. The Government has partially decontrolled the Indian Sugar sector with removing levy obligations and release quota mechanism as per the suggestions of Dr. C. Rangarajan to consider decontrol of the sugar industry.

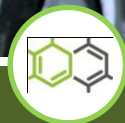
sugar



power



ethanol



## Shree Renuka Sugars Ltd

Corporate Office

7th Floor, Devchand House

Shiv Sagar Estate, Dr. Annie Besant Road,

Worli, Mumbai-400 018.

[www.renukasugars.com](http://www.renukasugars.com)

Vishesh Kathuria  
*Shree Renuka  
Sugars Ltd.*

+91 22 4001 1400  
[vishesh.kathuria@renukasugars.com](mailto:vishesh.kathuria@renukasugars.com)