



Investor Presentation

For the year ended March 2025

E.I.D. - Parry (India) Ltd.

27th May 2025



Safe Harbour

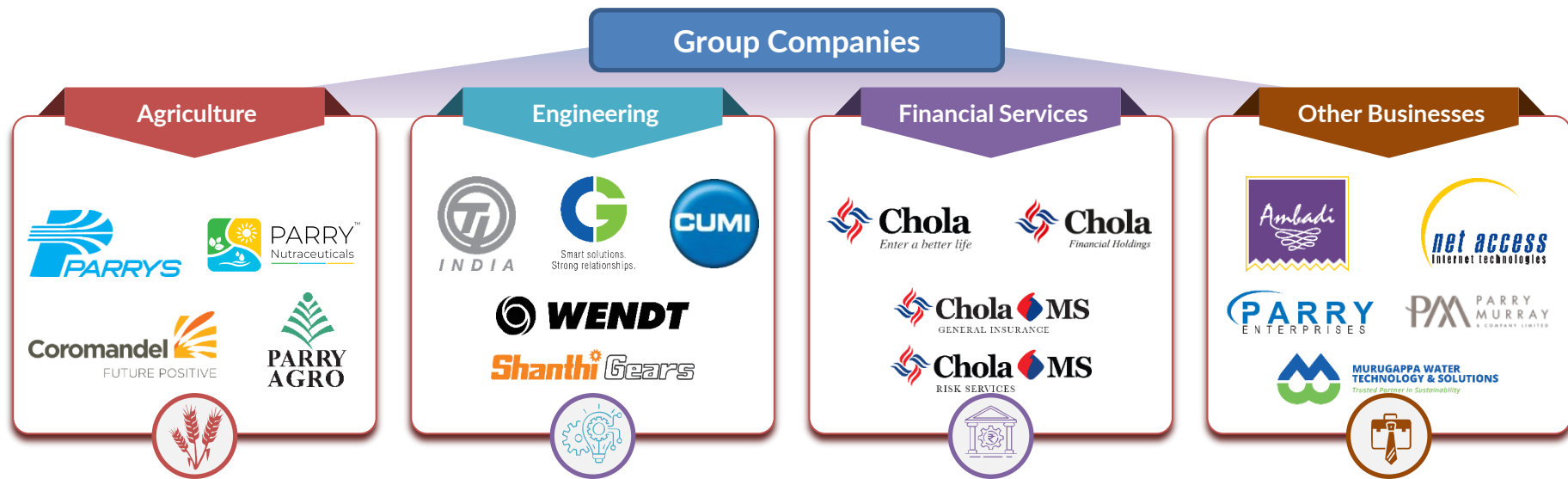
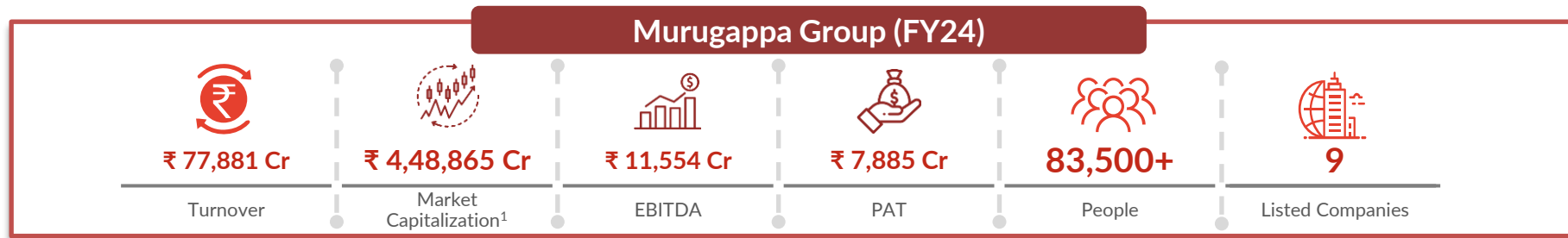
Certain statements made in this document may constitute forward-looking statements. These forward-looking statements are based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable.

However, these forward-looking statements are subject to certain risks and uncertainties that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

EID Parry will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Murugappa Group at a glance



¹ As on 23rd May 2025

EID Parry at a glance

First company

in India to Produce Sugar

Awarded Gold Category

By GEEF Global Environment
Award 2025

Superbrand

Only Sugar company to be
awarded 5 Years in a row

~40.8K TCD

Sugarcane Crushing
Capacity

140 MW

Co-generation
Capacity

582 KLPD

Distillery Capacity

2300+

Employees

1

Refinery @ 3000 TPD
Melting rate

Staples

Launch in Consumer
Product Group

₹ 17,734 Cr

Market Cap
as of 23rd May 2025

*₹ 7,523 Cr**

Consolidated Revenue
(FY25)

*₹ 257 Cr**

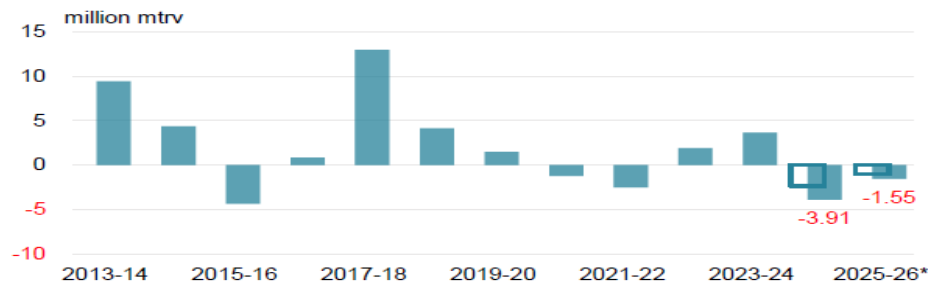
EBITDA (FY25)

Industry update



Global Sugar scenario

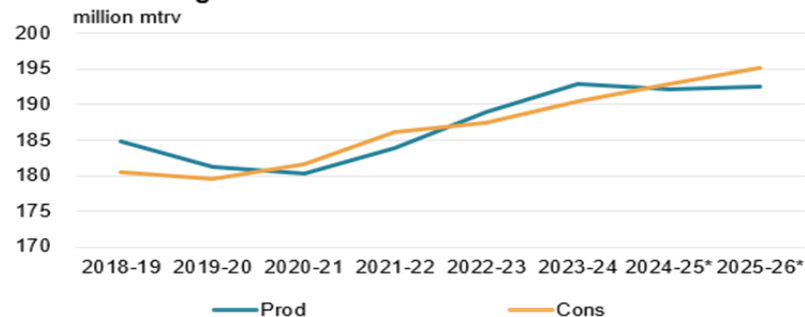
Global sugar balance



*Forecast
Source: S&P Global Commodity Insights

- SY 24/25 Brazil slated to produce 40.0 mmt and SY 25/26 projection are at 41.3 mmt
- SY 24/25 Indian production post diversion is likely to decline to 27 mmt due to drought
- The SY 25/26 S&D is likely to be more balanced on account of increase in production at Brazil, India and Thailand aided by favorable weather.
 - Global sugar production : 192.7 mmt
 - Global sugar consumption: 193.7 mmt
 - Indian sugar production: 33 mmt

GLOBAL - Sugar S&D



Oct-Sep
Source: S&P Global Commodity Insights

Feb-25

NY#11 daily continuation



Source: ICE, S&P Global Commodity Insights

Key Policies- Gol & Indian Sugar Balance

Key Policies	SY 21-22	SY 22-23	SY 23-24	SY 24-25	SY 25-26
MSP- (INR/kg)	31	31	31	31	31
FRP- (INR/MT)	2900 for 10.00% recovery	3050 for 10.25% recovery	3150 for 10.25% recovery	3400 for 10.25% recovery	3550 for 10.25% recovery
Release quota for Domestic Sales	Yes	Yes	Yes	Yes	Yes
Sugar Exports	11 MMT (OGL)	6MMT up to May 2023 (Quota)	-	1 MMT for SY 25	-
OMC Ethanol	B Hy, Syrup & Grain	B Hy, Syrup & Grain	B Hy, Syrup & Grain	B Hy, Syrup & Grain	B Hy, Syrup & Grain

Sugar Year	UOM	Opening Stock	Season Production	Diversion to Ethanol	Domestic Consumption	Exports	Closing Stock
2023-24	LMT	45	341	21	285	0	80
2024-25(E)	LMT	80	303	38	280	10	55

The Union government lifted the ban on sugar exports partially, allowing industries to export 10 LMT of sugar in the 2024-25 season ending in Sep'25

Update on Ethanol Blending Program (EBP)

Blending %

As of April 2025, India has reached **18.6%** ethanol blend in petrol, amounting to 477 crore litres. Target of ESY 2025-26 is **20%**

Source: MoPNG, NITI Ayog

Diversion in SY 24-25

Diversion for Ethanol in **SY 2024-25** is ~ **38 LMT** of **Sugar** (against 21 LMT diverted in SY 2023-24).



Ethanol update

- Price of Ethanol from C Heavy molasses has been increased by Rs. 1.39 / Ltr for ESY 2024-25
- Overall, the percentage-wise contribution of the Sugar Sector and Grain Sector stands at 46% & 54% respectively.

Tur & Urad Macros

All India Tur Balance

Season Year (Dec to Nov)	Opening Stock (LMT)	Season Production (LMT)	Imports (LMT)	Domestic Consumption (LMT)	Exports (LMT)	Closing Stock (LMT)
2023-24	3.84	31.16	12.25	43.75	0.35	3.15
2024-25 (E)	3.15	38.00	9.00	43.75	0.25	6.15

Source: IPGA

- ❖ The ongoing arrivals for 2024-25 season continue to exert pressure on the prices.
- ❖ The prices remain largely range-bound, influenced by robust domestic arrivals, steady import flows, and plateaued demand.

All India Urad Balance

Season Year (Dec to Nov)	Opening Stock (LMT)	Season Production (LMT)	Imports (LMT)	Domestic Consumption (LMT)	Exports (LMT)	Closing Stock (LMT)
2023-24	0.44	17.42	7.59	23.75	0.50	1.20
2024-25 (E)	1.20	17.24	7.75	24.15	0.25	1.79

- ❖ Bumper crop in Myanmar (1 MMT); large portion of which is expected to find its way to Indian shores.
- ❖ Prices for premium grade urad (SQ) is moving higher, because of the crop damages in peninsular India due to unseasonal rains. Overall market stayed under pressure from heavy arrivals of lower-quality domestic stocks

With the early onset of monsoon and above average rainfall prediction, the summer sowing of pulses is up by 12% than last year, rendering bearish outlook to the prices.

Domestic Macro Environment | Expecting a broad-based GDP growth for FY'26

6.6%

GDP Growth
Projected for 2025

Macroeconomic Growth

- Consumption is expected to be buoyed due to change in tax rates and interest rate cuts enabling higher purchasing power

\$4.5T

Economy Size
4th largest economy in the world

Consumer Market Expansion

- Set to become third-largest consumer market by 2028
- Middle class reaching 300 million
- 65% of consumers now prefer branded products

11%

Branded Food
Annual growth rate

Branded Segment Growth

- Packaged food industry CAGR of 11% (2023-2028)
- 45% of premium food sales is from tier 1 & 2 cities

Robust Digital Infrastructure (1.2 B users in India), Rapid Urbanization, New Consumption Patterns, Expanding middle class seeking premium products, and a young workforce (median age – 28) are the factors to create momentum in India's CPG landscape, rewarding brands that effectively localize their approach.

Our Geographic presence | 6 sugar plants & 1 standalone distillery across 3 southern states



Location	Sugarcane (TCD)	Power (MW)	Distillery (KLPD)
Nellikuppam (TN) *	7,500	24.5	120
Pugalur (TN)	4,800	22.0	
Sivagangai (TN)			64
Sankili (AP)	5,000	16.0	168
Haliyal (KN) *	12,000	49.0	170
Bagalkot (KN)	6,500	15.5	60
Ramdurg (KN)	5,000	13.0	
Total	40,800	140.0	582

*Distillery expansions in FY'25:

- Haliyal 120 KLPD commenced production in Q1 FY'25
- Nellikuppam 45 KLPD commenced production in Q2 FY'25

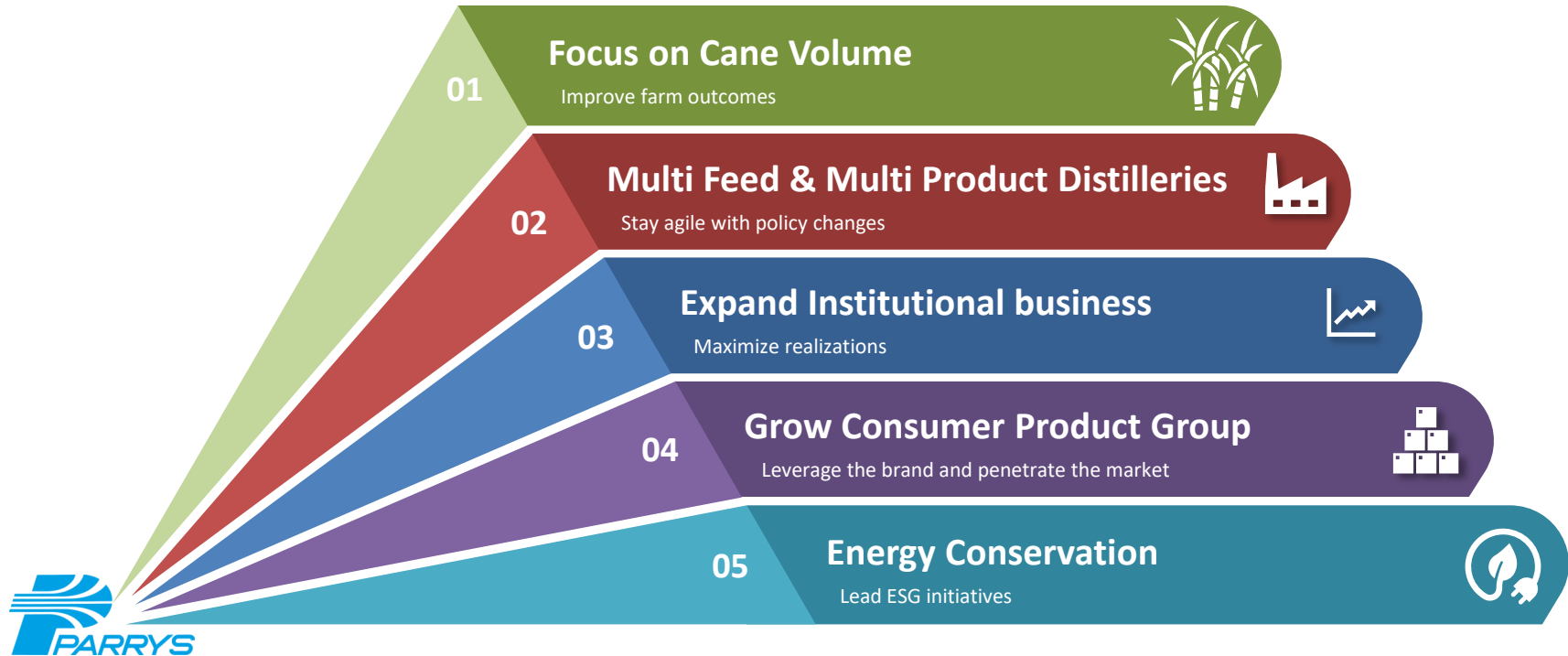
Strategies



***Eat better
every meal.***.....
.....**Introducing**
Parry's healthy range of staples

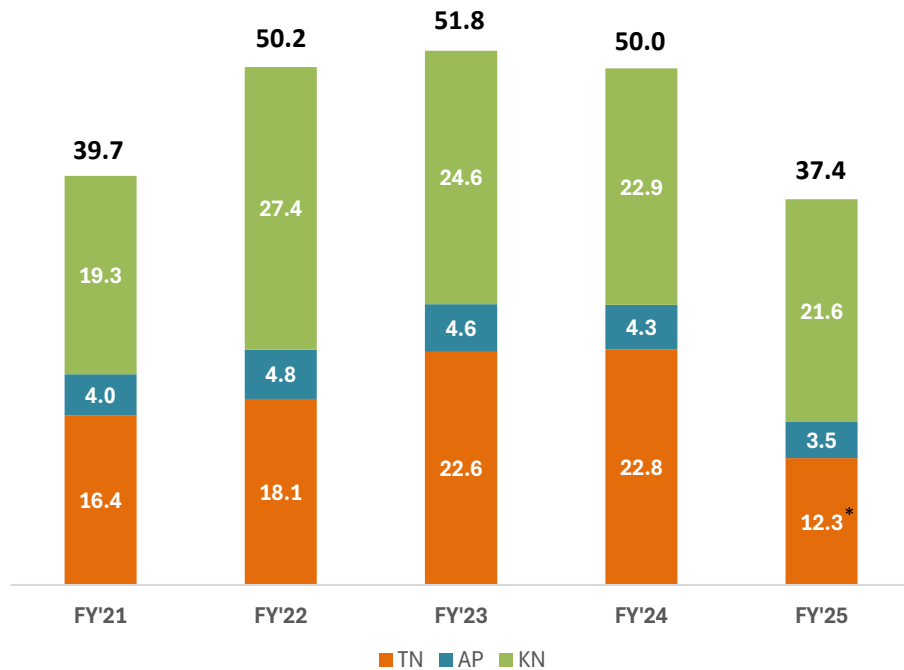


SELECT GRAINS **HYGIENICALLY PROCESSED** **BEST QUALITY UNADULTERATED**



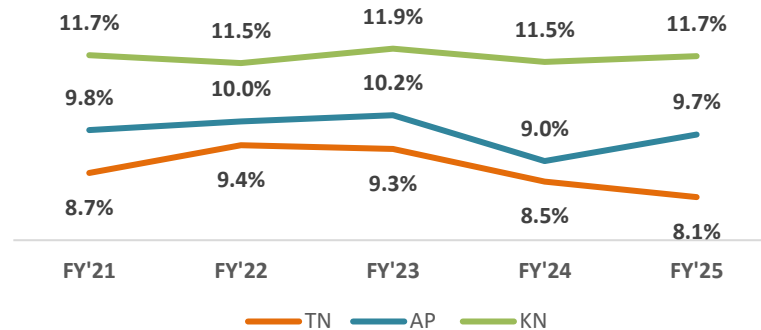
Strategy- 1. Focus on Cane Volume | Improve farm outcomes

Cane Crush [LMT]

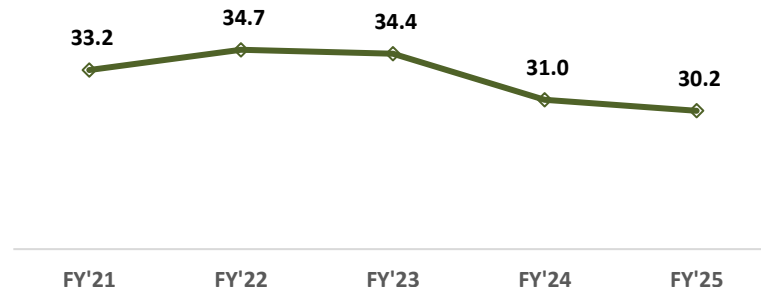


* Drop in TN volumes due to adverse climatic conditions and higher remunerative competitive crops

Gross Recovery [%]

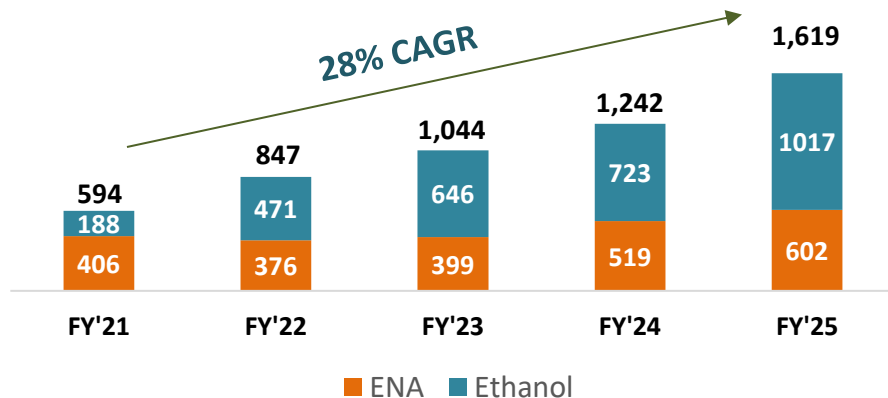


Yield [Tons/Acre]

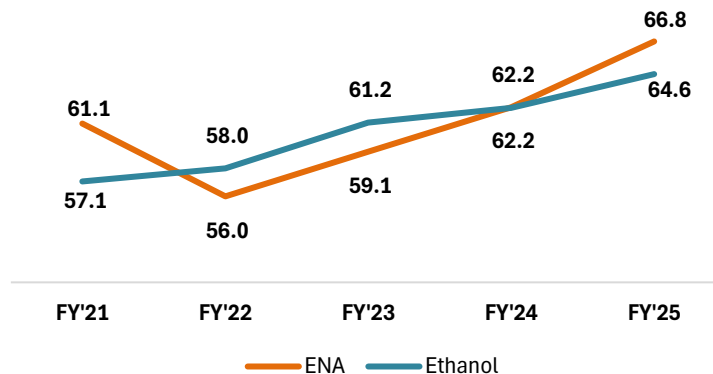


Strategy- 2. Multi Feed & Multi Product Distilleries | Stay agile with policy changes

Distillery Volume [LL]

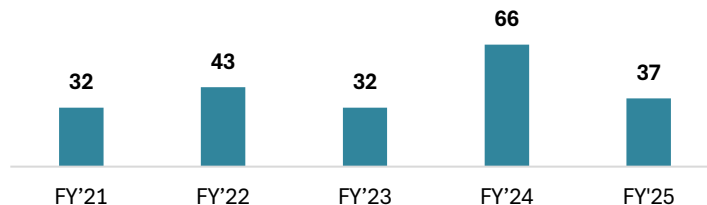


Distillery Realization [INR/Ltr]



Sugar/Grain Ethanol	Syrup/Molasses	Grain
FY'25	759 LL [75%]	258 LL [25%]
FY'24	567 LL [78%]	156 LL [22%]

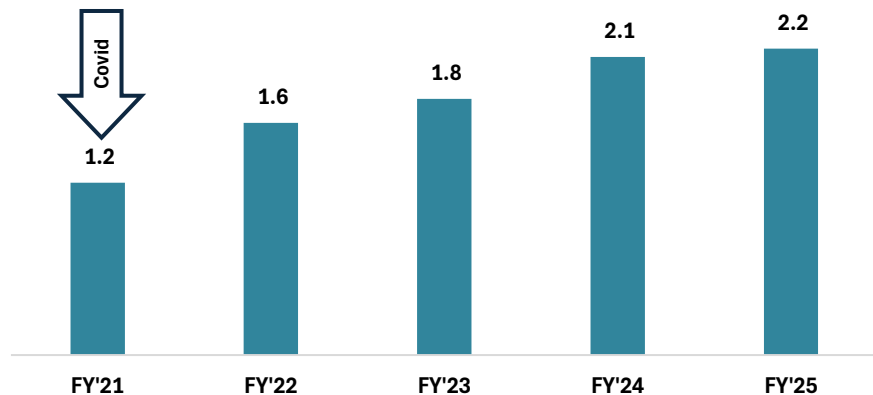
PBIT INR in Crores



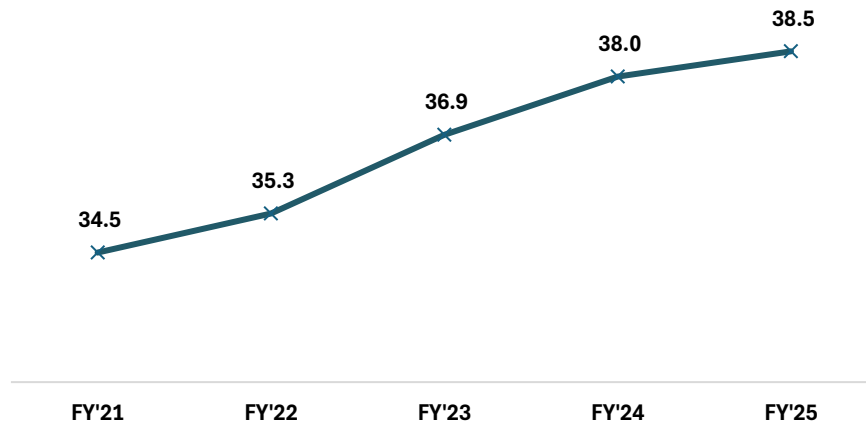
PBIT drop in FY'25 due to higher raw material cost

Strategy- 3. Expand Institutional business | Maximize realizations

Institutional Sales Volume [LMT]



Institutional Realization [INR/Kg]



Top Customers

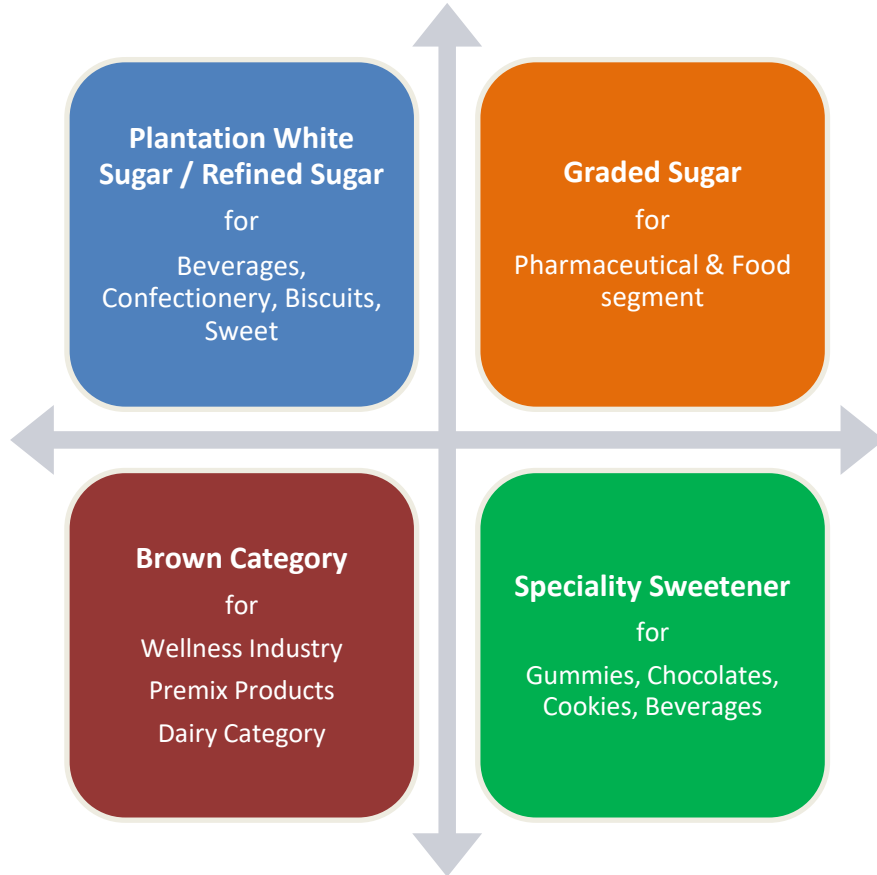


Good food, Good life

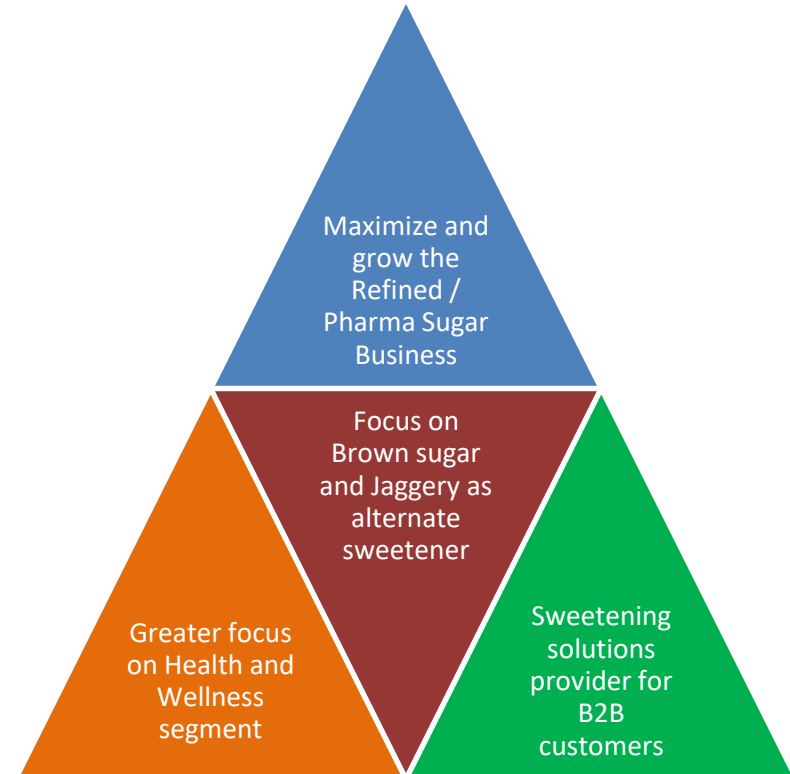


Strategy- 3. Expand Institutional business | Maximize realizations

Product Portfolio – B2B Business



Aspiration for sweetener as a food ingredient



Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

Sourcing, Supply chain, co-packing

- Tie up with other mills & jaggery producers for insourcing of sugar and sweeteners
- Improve efficiencies in packing and supply chain with scale up of volumes through asset light model
- Get into co-packing arrangements close to new markets

Pack Strategy

- Hyper local packaging to cater to local markets – e.g., Jaggery
- Differentiated pack size for each channel
- Expand into HORECA

Portfolio Build-up

- Increase saliency of VAPs
- Increase Premium Browns through hyper local approach
- Build a strong NPD funnel for new age products. Enhance In-house NPD and R&D capability

Distribution Growth

- Focus in South India
- Consolidate in Metro, Class 1 and Class 2 towns
- E-commerce – South & West play
- Start inroads in pockets of West & East India

Brand Building

- Rigorous consumer research to understand need-gaps
- Focused communication build up on Brand equity
- Disproportionate visibility instore on VAPs during festivities/big days

E-Commerce & digital

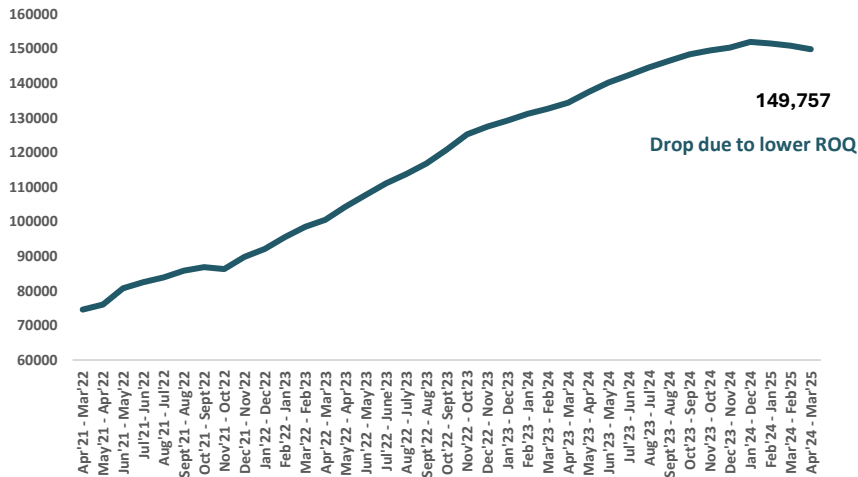
- Drive value-added products across E-Commerce
- Acquire new baskets and increase consumption in the existing baskets
- Expansion in phases
- Use of digital & social media with influencer advocacy



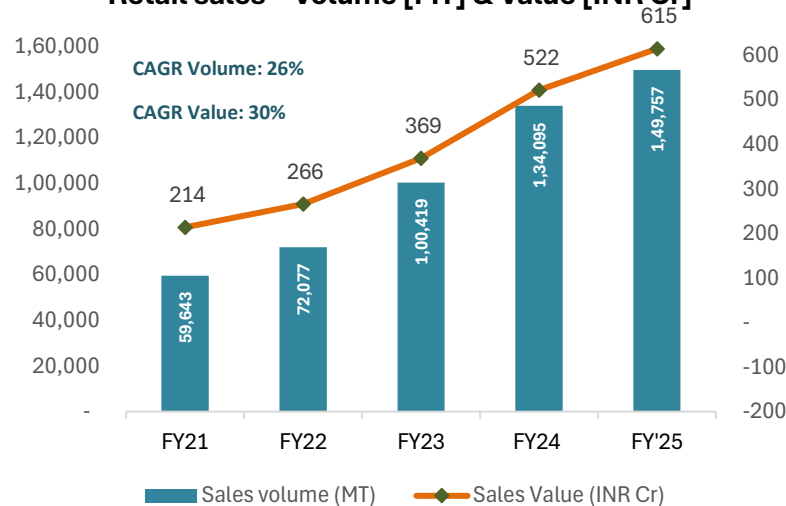
Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

Sweetener Category

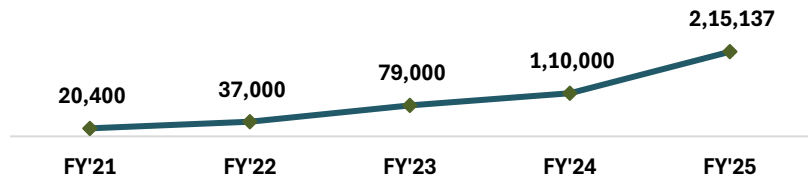
Moving Annual Total



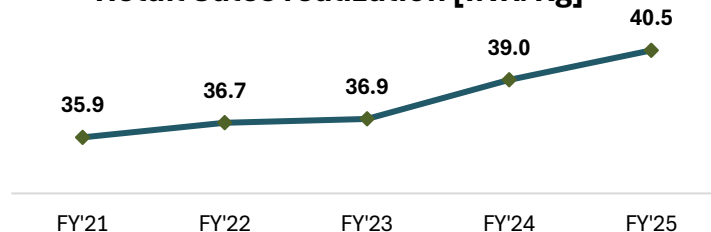
Retail sales – Volume [MT] & Value [INR Cr]



Number of distribution reach



Retail Sales realization [INR/Kg]



Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

Sweetener Category

More focus on Browns and Premium segments



First base pack to convert consumers from loose to branded

W&C @ ₹ 50



Step up to branded white sugar

WL @ ₹ 65



Premium imagery sugar PPRS

PPRS @ ₹ 70



Superfine

Superfine @ ₹ 75



Parry's Gold Premium brown sugar

Gold @ ₹ 100



Natural Brown Sugar

Amrit @ ₹ 100



Parry's Jaggery

Jaggery @ ₹ 110



Superior Health Benefit

Low GI @ ₹ 120

Saliency of Value Added Products accounts for 12% of the consumer pack sales volume in FY'25



Loose Sugar- @ ₹ 40-42

Price points mentioned here represent the MRP/Kg of the respective product

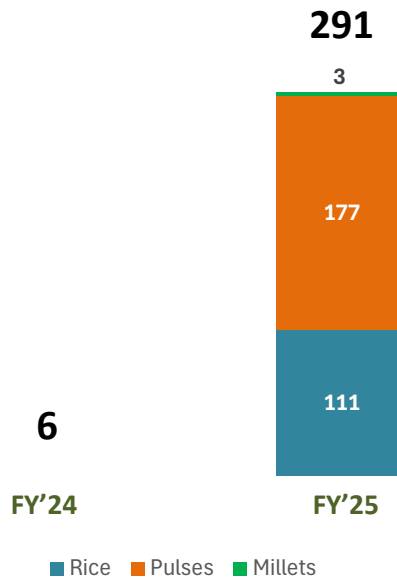
Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

Non Sweetener Category



Achieved **INR 291 Crs** in Non sweetener sales in the first year of operations

Non Sweetener Sales Value [INR in Crs]



Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

Non Sweetener Category

Pulses - 4



Established supply chain for procurement and processing of pulses and rice

Milletts - 5



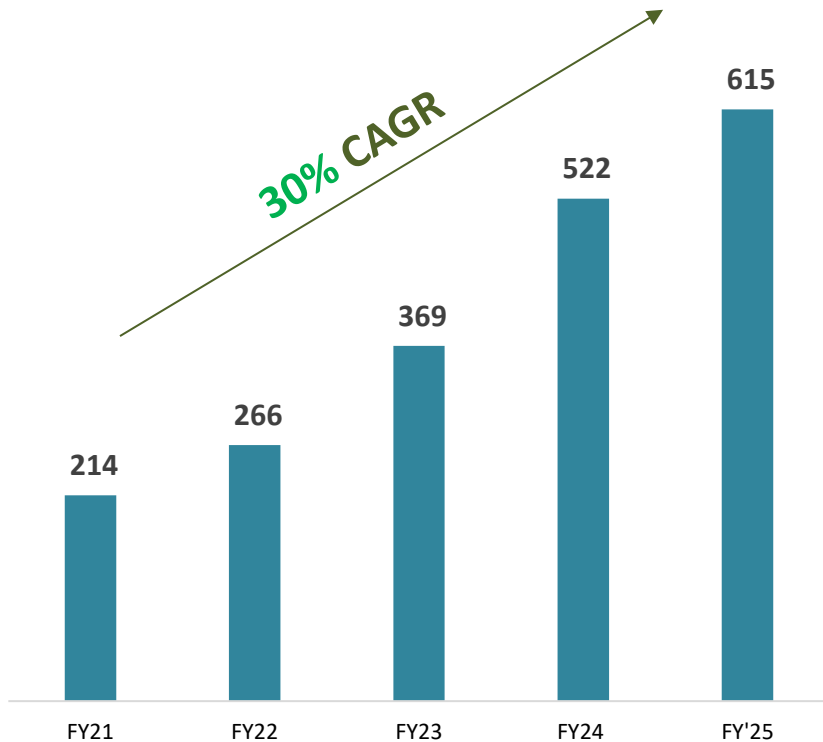
Rice- 15+



Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

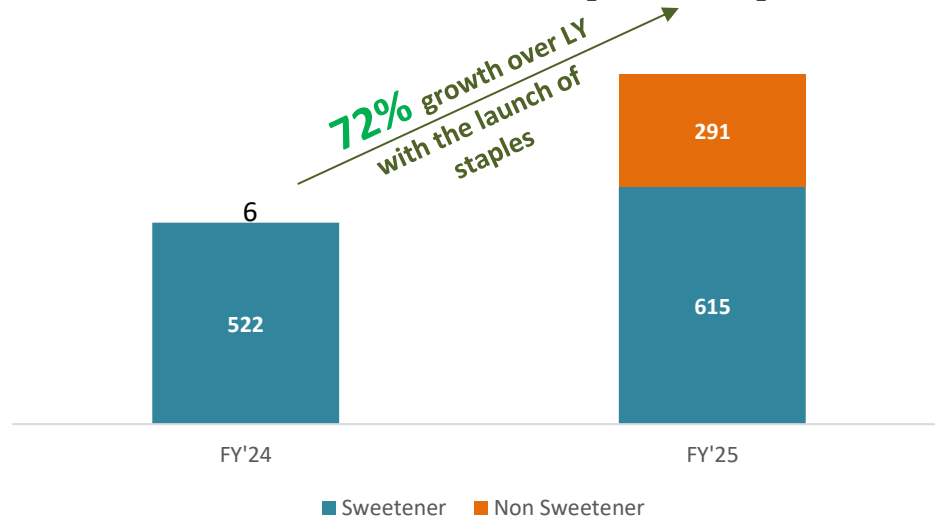
Sweetener Sales Value
[INR in Crs]

30% CAGR



Consolidated CPG Sales [INR in Crs]

72% growth over LY
with the launch of
staples



55+ SKUs across four categories (Sweeteners, Rice, Dhal & Millets)



The Brand is now present in 2 Lac+ Outlets in south of India

Strategy- 4. Grow Consumer Product Group | Leverage the brand and penetrate the market

Non sweetener category - 360 degree MarCom for Staples

Local Cable



Theatre



Television Ad



Radio



Visibility in-shop



Wall Posters



Hoardings



High impact 360 campaign
TV, Digital, Outdoor in TN & KA

Bus shelters



Bus back panels



Full bus wrap



Strategy- 5. Energy Conservation | Lead ESG Initiatives

Water conservation



- **44.1%** and **42.7%** water withdrawal savings achieved in Pugalur & Ramdurg respectively
- 3000 m3 Pond renovated for collection of rainwater and use for Distillery at Sankili
- 1100 KLPD PCTP Commissioned at Nellikuppam to recycle the Distillery condensate.
- Rain water harvesting system implemented at Ramdurg and Sivaganga

Environment



- 550 KLPD ETP Revamping completed and commissioned at Pugalur with installation of Anaerobic digester.
- Constructed molasses tank dyke wall to prevent the Molasses spillage to soil at Pugalur.
- **4700+** sapling planted across our factory locations

Energy



- New 1500 KVA DG set installed along with emission control device at Nellikuppam.
- 1600 KLPD ETP Revamping completed and commissioned with installation Lamella clarifier.

Strategy- 5. Energy Conservation | Lead ESG Initiatives

Empowering communities & restoring ecosystems through Project NANNNEER



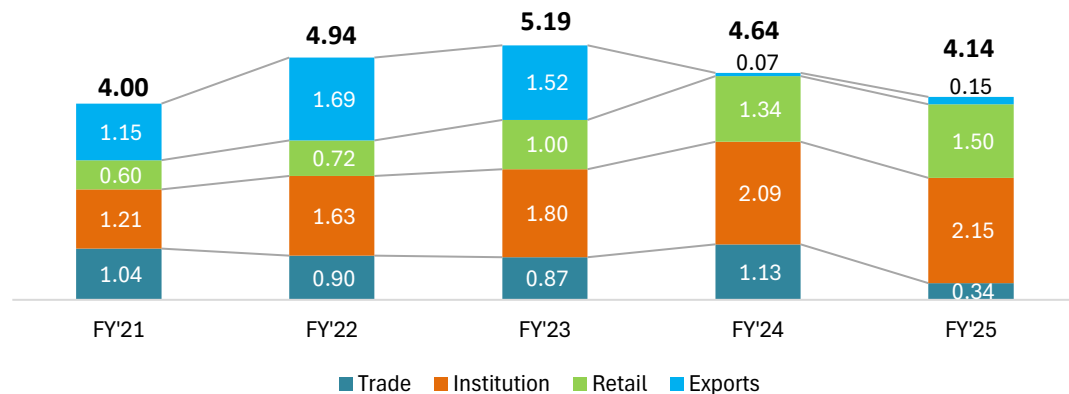
- Rejuvenated 24+ water bodies under Phases I, II & III. **4.00 Billion Litres** of water under management across Tamil Nadu and Karnataka. Benefitting **2500+ farming families**.
- Expanded to Karnataka with rejuvenation of the 65-acre Kumbar Kere Lake. **1 Billion Litres** of water under management. Benefitting **650 farmers**
- In Andhra Pradesh, DPRs for two ponds near Sankili are under preparation
- A bird study recorded **133 species (up from 85 in 2022)**, highlighting biodiversity impact in Project NANNNEER's rejuvenated waterbody at Oonaiyur
- Ambitious goal - **10 billion liters** of water under management by 2026

Company Performance



Sugar Segment Sales and Margin | Sugar

Sugar Sales mix [LMT]



Average Realization [INR/Kg]

Year	Retail	Institution	Exports	Trade
FY'21	35.9	34.5	34.0	32.7
FY'22	36.7	35.3	33.5	33.1
FY'23	36.9	36.9	36.0	33.2
FY'24	38.8	38.0	38.6	35.5
FY'25	40.5	38.5	38.7	35.1

- Better sales realization compared to last year.
- Drop in volume due to lower domestic release order.

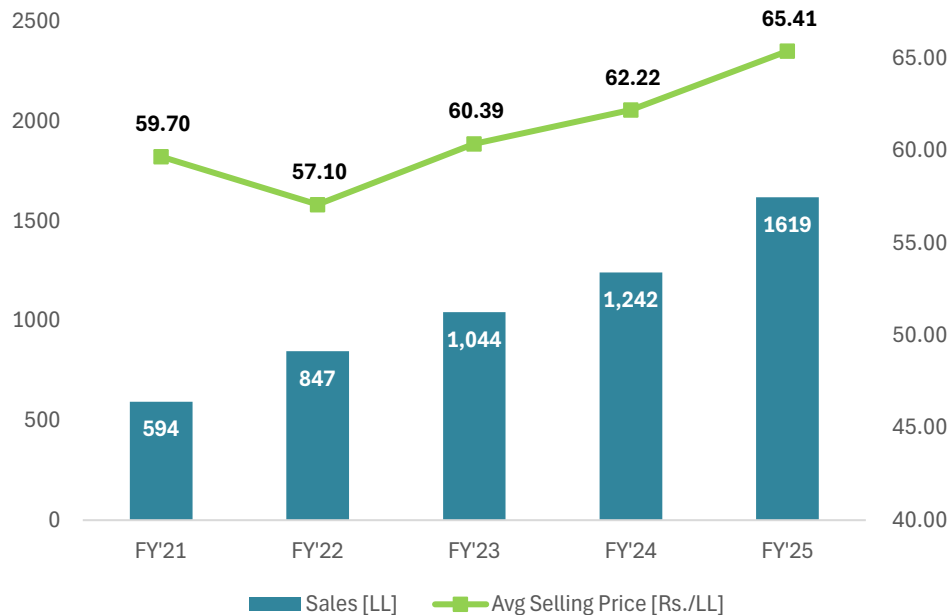
Particulars	FY'21	FY'22	FY'23	FY'24	FY'25	CAGR [%]
Average realization [Rs/KG]	34.10	34.50	35.97	37.67	38.98	3.4%
FRP [Rs/MT of cane]	2,850	2,900	3,050	3,150	3,400	3.9%
Base Recovery [%]	10%	10%	10.25%	10.25%	10.25%	[at 10.25% recover]

Note:

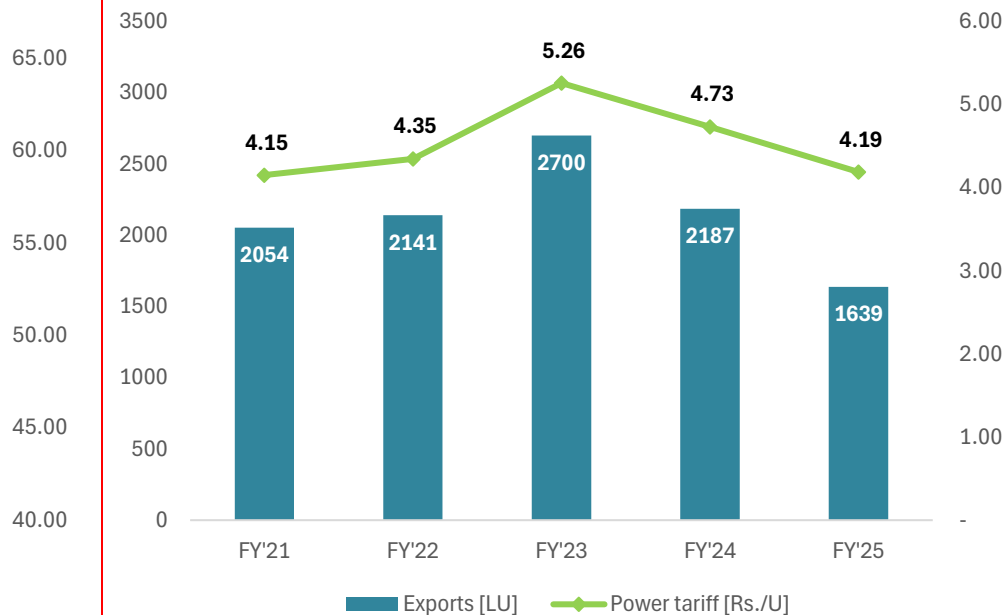
- Sugar realization maximized through premiumization and saliency management inspite of MSP being constant.
- FRP increase YoY impacts margin recovery.

Sugar Segment sales | Distillery & Power

Distillery sales [LL] and Avg realization[INR/Ltr]



Power Export [LU] and Power Tariff [Rs/U]



Distillery Capacity expansion in Haliyal and Nellikuppam

5 Year Standalone performance

EID Financial Performance	FY'21	FY'22	FY'23	FY'24	FY'25
Revenue from Operations	2,024	2,489	2,895	2,809	3,168
EBIDTA	1,271	478	416	307	252
PBIT (Before Exceptional)	436	372	392	159	77
PBIT	1,151	358	281	159	(350)
PBT	1,058	312	245	115	(419)
PAT	865	284	197	107	(428)
EID Segment Revenue	FY'21	FY'22	FY'23	FY'24	FY'25
Sugar	1,501	1,833	2,025	1,809	1,571
Co-generation	90	101	171	190	125
Distillery	362	491	644	799	1,102
Nutraceuticals	71	64	55	31	37
Consumer Products *				535	884
Intersegment revenue				(555)	(551)
Revenue from Operations	2,024	2,489	2,895	2,809	3,168
EID Segment Results	FY'21	FY'22	FY'23	FY'24	FY'25
Sugar	75	92	151	34	(86)
Co-generation	(21)	(13)	(18)	(75)	(58)
Distillery	32	43	32	66	37
Nutraceuticals	5	4	4	(10)	(1)
Consumer Products *				(35)	(58)
Sub total	86	122	165	25	(166)
Dividend from CIL	305	199	199	99	199
Other Unallocated	755	33	(87)	45	44
Exceptional item	715	(14)	(111)	-	(427)
Total PBIT	1151	358	281	159	(350)

INR Cr

FY'21 PBIT includes

- One-time profit on sale of stake in Coromandel International [INR 827 Cr]
- Incremental dividend [INR 98 Cr].
- Loss on account of Impairment & relocation cost of asset to Haliyal [INR 112 Cr]

FY'23 PBIT includes

- Provision for impairment of investment in subsidiaries amounting to INR 155 Cr

FY'24

- Increase in cane cost, drop in recovery & yield due to climatic conditions, restriction in sugar diversion for ethanol has led to drop in PBIT.

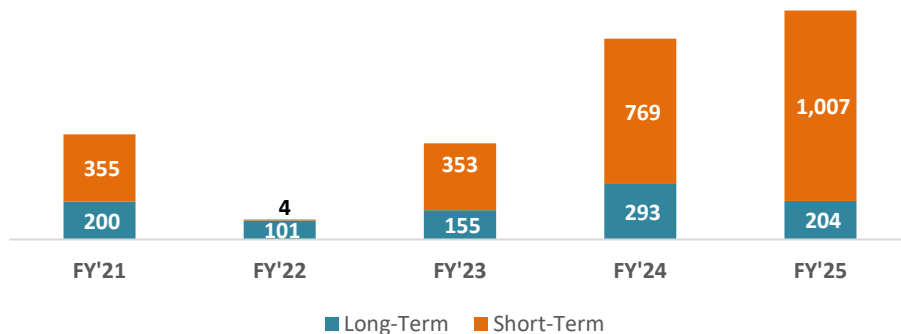
FY'25

- Provision for impairment of investment in subsidiaries amounting to INR 427 Cr

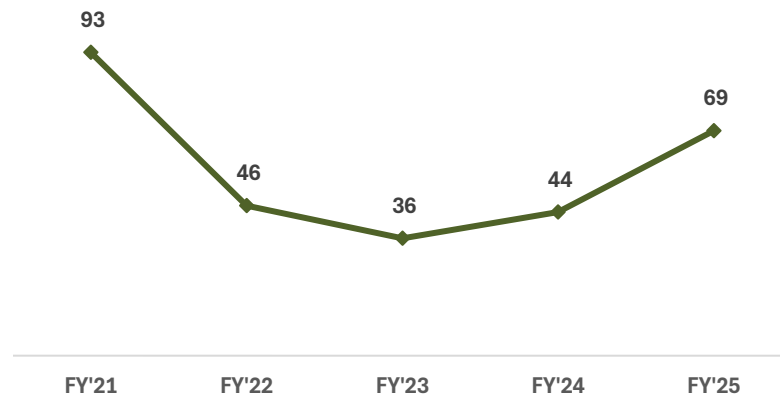
* Effective FY'25, CPG is shown as a separate segment

Standalone Debt Position

Standalone debt position [INR in Crs]



Total Finance Cost [INR in Crs]



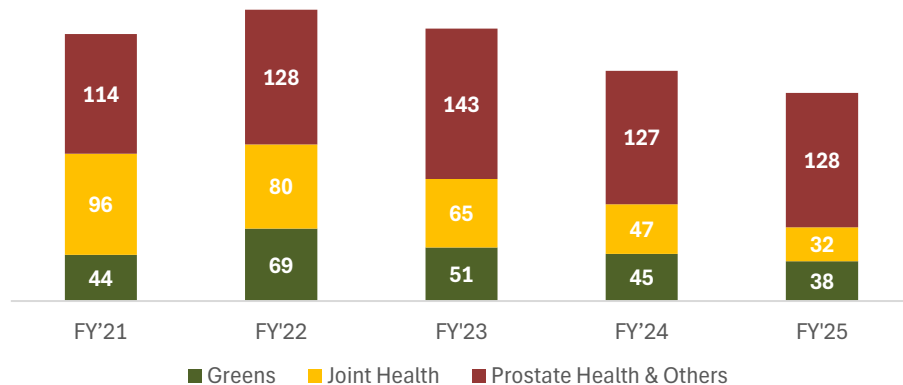
Long-term loan is for expansion projects under interest subvention.
 Short-term borrowings: Cane payables which were part of current liabilities until FY'22 is now part of short-term borrowings

Rating from Agencies	
Long-term facilities	CRISIL 'AA'
Short-term facilities	CRISIL 'A1+' CARE 'A1+'

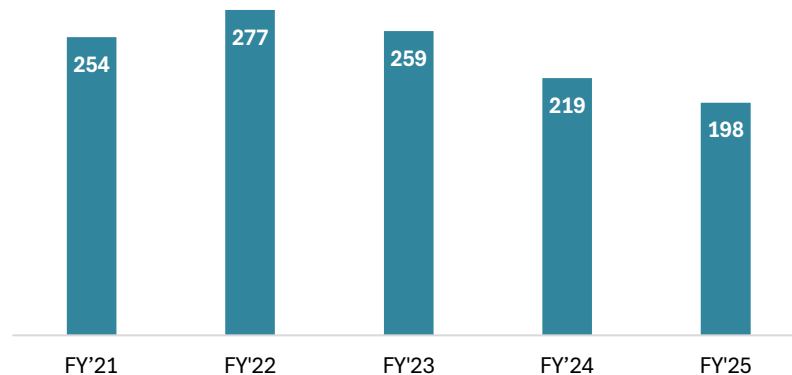
Consolidated Nutra Performance



Nutraceuticals product mix



Revenue from operations [INR in Crs]



PBIT	
Year	INR in Crs
FY'21	16
FY'22	(8)
FY'23	(76)
FY'24	24
FY'25	1

Loss is on account of Impairment due to discontinuance of Alimtec Operations: INR 36 Cr



Sugar Refinery

Refinery Business

Overview

Capacity: 9 LMT
FY25 Sales: 8.30 LMT
FY25 Revenue: INR 4,258 Cr



Refinery Business Profile



Customers



Certifications



Suppliers

Raw Sugar: Ex Brazil/India
Coal: Ex Indonesia

**Profitable &
Sustainable Business**

Forex Hedge Desk

Commodity Hedge Desk



Factory

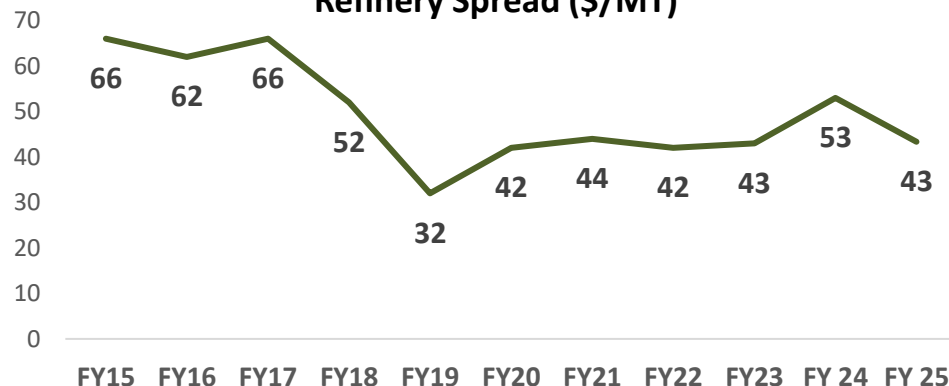
- ❖ Costs to be controlled within the Spread
- ❖ Independent profitable toiler



Sales

- ❖ Premiums to be earned over and above Spreads
- ❖ Make profits net of FOB charges

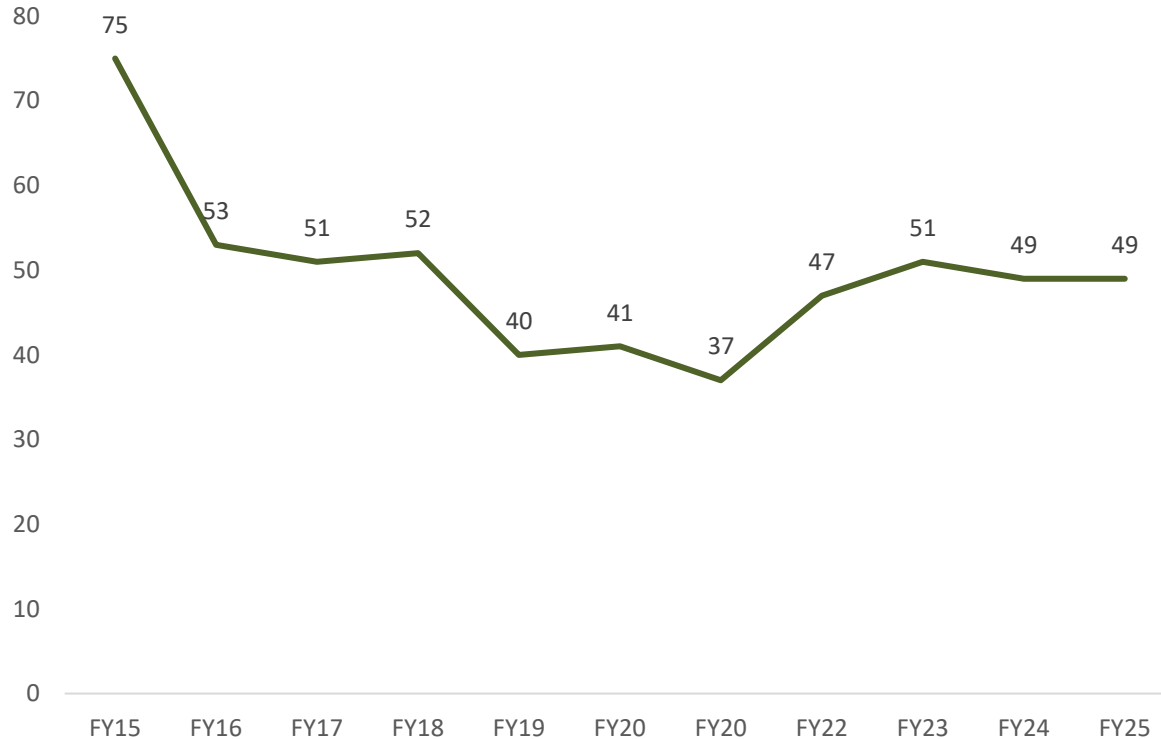
Refinery Spread (\$/MT)



- While the Spreads have peaked in FY24 and fallen in FY25, our consistent zeal to improve efficiency helped us to remain cost competitive
- Higher cost refineries have closed down

Strategy: Improve cost efficiencies and remain cost competitive

Refinery Costs (\$/MT)



Key Initiatives

- Debottlenecking to increase melting rate and reduce energy consumption
- Usage of biomass blended with coal
- Implementation of steam saving projects and consequently achieving savings in fuel cost
- Process optimization to reduce process loss
- Improve the efficiency of material handling

Operational Performance	UOM	FY'21	FY'22	FY'23	FY'24	FY'25
Capacity	LMT	9.00	9.00	9.00	9.00	9.00
Melting Rate	MT/Day	2,564	2,595	2,649	2,912	2,862
Production	LMT	7.90	6.11	7.78	8.26	7.50
Break Bulk	%	87%	94%	97%	77%	60%
Container	%	13%	6%	3%	23%	40%
Sales	LMT	8.21	6.23	7.18	8.31	8.30
Revenue from Operations	USD Mn	303	269	357	532	504
EBITDA before extraordinary items	USD Mn	7.74	12.20	(2.81)	9.00	(0.34)
EBIT before extraordinary items	USD Mn	3.14	7.50	(7.71)	3.97	(5.50)
Extraordinary items	USD Mn	(16.64)	(2.70)	(13.69)	-	-
EBIT after extraordinary items	USD Mn	(13.50)	4.80	(21.40)	3.97	(5.50)
PBT after extraordinary items	USD Mn	(18.70)	(1.80)	(31.60)	(3.60)	(9.89)
Exceptional items [Impairment provision]	USD Mn				(6.63)	(4.07)
PBT after extraordinary & Exception items	USD Mn	(18.70)	(1.80)	(31.60)	(10.23)	(13.96)
Net working capital	USD Mn	(31.66)	19.99	(24.83)	(74.13)	(30.22)
External Borrowings	USD Mn	27.70	85.40	75.30	11.25	68.90
Capital Employed	USD Mn	56.70	77.00	31.40	(27.27)	14.92
ROCE before extraordinary	%	6%	10%	-24%	NA*	-37%

FY'21 PBT includes

- Inventory write off (USD 16.64 Mn)

FY'22 PBT includes

- One time expenditure due to plant shutdown (USD 2.7 Mn)

FY'23 PBT includes

- Demurrages and accident related (USD 13.69 Mn)

FY'24 PBT includes

- Provision for impairment of investment in subsidiary amounting to (USD 6.63 Mn)

FY'25 PBT includes

- Provision for impairment in subsidiary amounting to (USD 4.07 Mn)

* where Capital Employed is negative, ROCE is mentioned as 'NA'

Consolidated Financial Performance



Consolidated Financials (excluding CIL)

INR Cr

EID Financial Performance	FY'20	FY'21	FY'22	FY'23	FY'24	FY'25
Revenue from Operations	3,996	4,383	4,412	5,617	7,355	7,523
EBIDTA	307	1,259	517	368	387	257
PBIT Before Exceptional	145	301	370	128	195	35
PBIT	145	1,016	356	172	195	35
PBT	(51)	885	277	62	86	(74)
PAT	(30)	691	243	13	76	(83)
EID Segment Revenue	FY'20	FY'21	FY'22	FY'23	FY'24	FY'25
Sugar	1,308	1,450	1,515	1,670	1,331	1,029
Co-generation	83	90	102	167	114	76
Distillery	357	362	491	644	799	1,102
Sugar Segment	1,748	1,902	2,108	2,481	2,244	2,207
Nutraceuticals	210	254	277	259	219	198
Consumer Product Group					535	884
Refinery	2,000	2,237	2,002	2,867	4,093	4,234
Others	38	(10)	25	10	264	-
Total Revenue	3,996	4,383	4,412	5,617	7,355	7,523
EID Segment Results	FY'20	FY'21	FY'22	FY'23	FY'24	FY'25
Sugar	(8)	75	87	157	34	(46)
Co-generation	(37)	(21)	(13)	(18)	(75)	(58)
Distillery	61	32	43	32	66	37
Sugar Segment	16	86	117	171	25	(68)
Nutraceuticals	(10)	16	(8)	(76)	24	3
Consumer Product Group					(34)	(58)
Refinery	40	(100)	36	(172)	43	(69)
Dividend from Coromandel	62	305	199	199	99	199
Unallocated (incl. exceptional)	37	709	12	50	38	28
Total PBIT	145	1,016	356	172	195	35

* Effective FY'25, CPG is shown as a separate segment

Consolidated external Borrowings (excluding CIL)

INR Cr

Segment	FY'20	FY'21	FY'22	FY'23	FY'24	FY'25
Sugar	287	486	104	508	1,039	1,209
Refinery	1,187	203	647	614	95	590
Nutra	68	68	70	65	79	89
Others	731	39	-	-	-	-
Total	2,273	796	821	1,187	1,213	1,888

Sugar –

- Long term loans to fund distillery expansion
- Short term borrowings: Cane payables which were part of current liabilities until FY'22 is now part of short term borrowings

Awards & Accolades

Company received 7 awards at the **CII – EHS Excellence Awards 2024**, recognizing our continuous commitment to outstanding Environment, Health, and Safety (EHS) practices

4 Silver Awards – Nellikuppam, Bagalkot, Sivagangai and Oonaiyur



3 Bronze Awards – Ramdurg, Pugalur and Kakinada



Awards & Accolades

EID Parry honoured by CII Tamil Nadu, as an **Industry Trendsetter in Sustainability**



Nellikuppam and Oonaiyur units were awarded for outstanding efforts in **Water Conservation & Efficiency**, and **Rainwater Harvesting & Ground Water recharge** initiatives respectively at the 4th CII Industrial Water/Waste Management Competition



The only brand in Sugar category to be recognized as **Superbrand** for **5 years in a row** - a true testament to the commitment to quality, trust and tradition we've upheld over the years

Awarded **Best CSR Project of the Year** and **CSR Head of the Year** at the 13th CSR Summit & Awards by UBS Forums



Summary

Digital first

Digital adoption in Distillery operations to drive operational excellence.

Leadership on EHS & ESG

- Focusing on training, process safety & central governance for environmental projects
- Building data reporting structures and capability for ESG & BRSR

Refinery

- Ensuring high melting rate of 3000 TPD
- Maximizing container sales, optimizing trade desk operations
- Increasing institution segment base

Core sugar operations

Continued efforts for higher planting, yields improvement initiatives, & crushing maximization through operational efficiencies despite challenges in adverse climatic conditions

Distillery

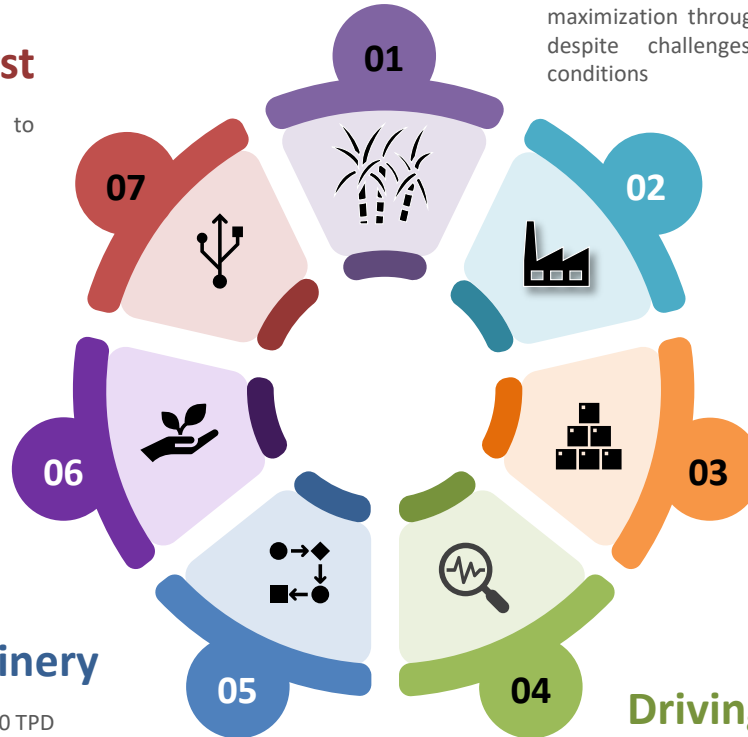
- Expanded capacities
- Flexibility on feedstock & product mix (ethanol/ENA) across units
- Building sourcing capabilities for feedstock

Rapidly scaling up CPG

- Staples launched
- Scaling up distribution, and establishing a robust supply chain
- Aggressive build-up of brand equity and building consumer franchise

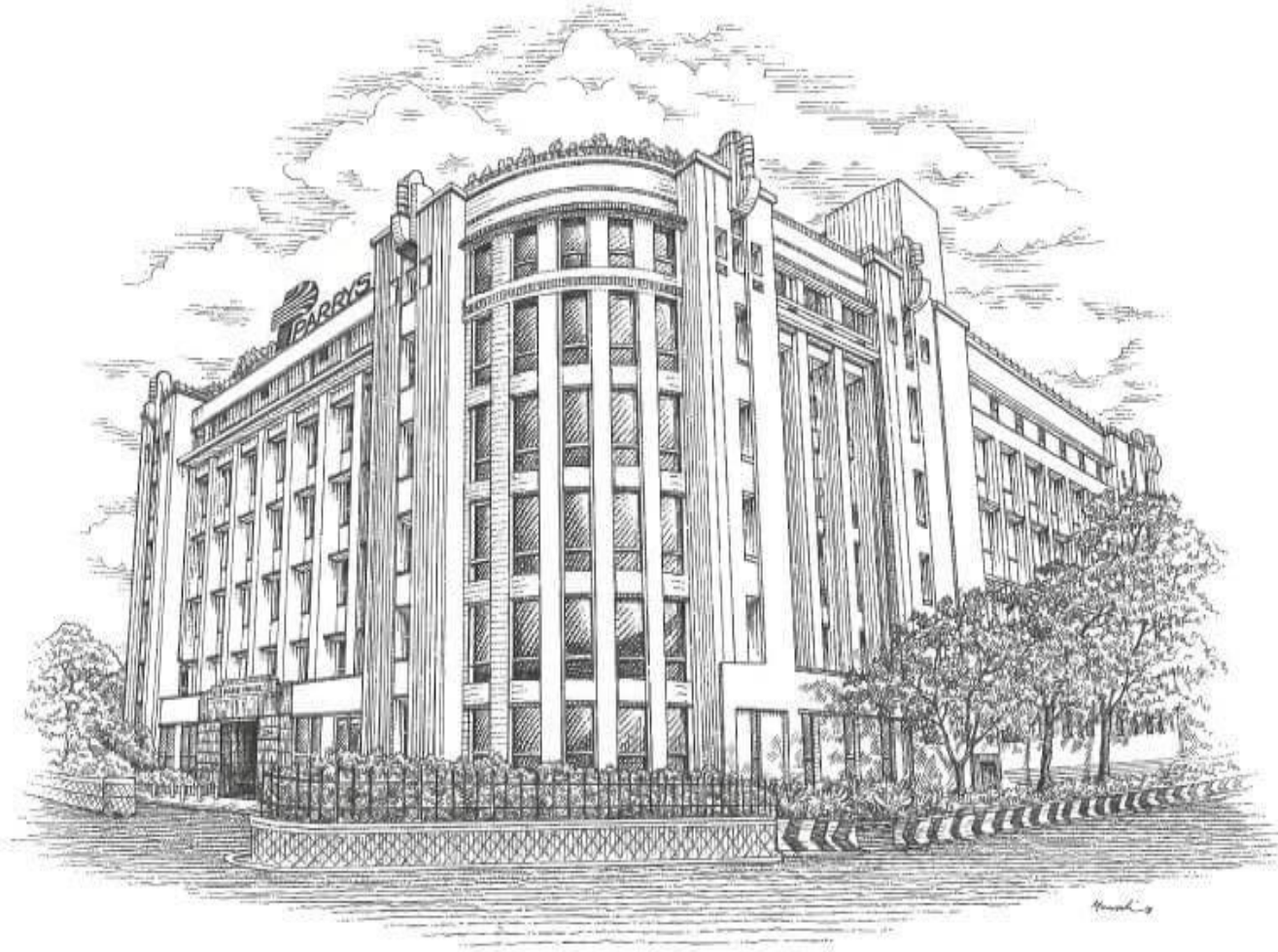
Driving value maximization in Institutional segment

Maximizing sales through deeper customer relationships



Glossary

ACRONYMS			
AP	Andhra Pradesh	LMT	Lakh Metric Tonne
C/LB	Cents / Pound	Ltr	Litre
CIL	Coromandel International Ltd	LU	Lakh Unit
CoP	Cost of Production	MMT	Million Metric Tonne
CPG	Consumer Product Group	Mn	Million
Cr	Crore	MSP	Minimum Selling Price
EBIT	Earnings Before Interest & Tax	MT	Metric Tonne
EBITDA	Earnings Before Interest, Tax & Depreciation	MTRV	Metric Tonne Raw Value
EBP	Ethanol Blending Program	MW	Mega Watt
EHS	Environment Health & Safety	PAT	Profit After Tax
ESG	Environmental, Social & Governance	PBIT	Profit Before Interest & Tax
EY	Ethanol Year (Dec- Nov)	PBT	Profit Before Tax
FCF	Free Cash Flow	PPRS	Parry's Pure Refined Sugar
FRP	Fair & Remunerative Price	ROCE	Return on Capital Employed
FY	Financial Year	SCM	Supply Chain Management
GOI	Government of India	SY	Sugar Year (Oct to Sep)
INR	Indian Rupee	TCD	Tonne Crushed Per Day
Kg	Kilogram	TN	Tamil Nadu
KLPD	Kilo Litre Per Day	USD	United States Dollar
KN	Karnataka	W&C	White & Clean
LL	Lakh Litre	WL	White Label



Thank you

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