BALRAMPUR CHINI MILLS LIMITED

Q4 & FY2015
RESULTS PRESENTATION
MAY 27, 2015

Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, agricultural policies, climatic conditions, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Balrampur Chini Mills Limited 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.

Contents

Title	Slide No
Conference Call Details	4
Performance Highlights	6
Management's Message	7
Company Highlights	8
Sector Perspectives	10
Financial Overview	11
Segmental Overview	12

Conference Call Details

Timing	• 12.30 pm IST on Thursday, May 28, 2015
Conference dial- in	• Primary number: +91 22 6746 8354 • Secondary number: +91 22 3938 1071
Toll Free Number	• Singapore: 800 101 2045 • Hong Kong: 800 964 448 • USA: 1 866 746 2133 • UK: 0 808 101 1573

A Leading Integrated Sugar Player in India

Large Capacities	Sugarcane crushing capacity at 79,000 TCD, Distillery and Co-generation operations of 320 KLPD and 147.2 MW (Saleable) respectively
Focus on Value Maximization	One of the pioneers of Integrated Business Model in India that provides much needed hedge against the sugar cycle
Management expertize	Strong management team with years of sugar industry experience
Operational efficiencies	Latest technology implemented to achieve highest operational results and leverage inter-plant synergies to maximize by-product utilization
Healthy Balance sheet	Long Term Debt-equity ratio stood at 0.44 as on March 31, 2015

Performance Highlights

Q4 FY15 highlights v/s Q4 FY14

- Net Revenue stood at ₹ 6,583.2 million as compared to ₹ 6,999.8 million in Q4 FY14
- EBITDA stood at ₹ 1,024.5 million as compared to ₹ 2,383.3 million in Q4 FY14
- Net Profit stood at ₹ 758.2 million as compared to ₹ 1,899.0 million in Q4 FY14
- Diluted EPS at ₹ 3.09 per share

FY15 highlights v/s FY14

- Net Revenue stood at ₹ 29,869.8 million as compared to ₹ 26,649.4 million in FY14
- EBITDA stood at ₹ 1,224.5 million as compared to ₹ 2,140.2 million in FY14
- Net Profit stood at ₹ (577.3) million as compared to ₹ 36.4 million in FY14
- Diluted EPS at ₹ (2.36) per share

Management's Message

Commenting on the performance for Q4 & FY2015, Mr. Vivek Saraogi, Managing Director, Balrampur Chini Mills Limited (BCML), said:

"The sugar industry is witnessing one of its worst crises owing to the huge increase in sugar production this season which led to low sugar prices. In addition, unreasonably high sugarcane prices fixed by state governments further impacted the industry. Given the large disparity in raw material and end product prices, sugar operations were highly unviable in the current season. This resulted in cane arrears across India reaching unprecedented levels of over ₹ 21,000 crore. Similarly, our sugar segment's performance was adversely impacted. The performance of the distillery and cogeneration divisions have been positive with both reporting improved sales volumes and realizations.

Linking of sugarcane prices with sugar realizations is the only sustainable solution that can restore the industry's health, which will ultimately benefit all key stakeholders. We remain hopeful that the Central and State governments will address industry concerns soon."

Company Highlights

- BCML crushed 5.41 crore quintals of cane in Q4 FY15 as against 5.69 crore quintal in Q4 FY14
  - ✓ Recovery for the quarter was higher at 9.93% as compared to 9.91% during the same period
- Cane crushed for FY15 stood at 8.06 crore quintals as against 7.73 crore quintal in FY14
  - ✓ Recovery for the year was higher at 9.83% as compared to 9.77% during the same period
- Healthy contribution to overall performance from Distillery and Con-generation segments on account of better sales volumes and realizations
  - ✓ Upward revision in tariff for power sold to Uttar Pradesh Power Corporation Limited (UPPCL) has been notified from 20th January 2015
- Long-term Net Debt-Equity ratio at 0.44 on 31 March 2015
  - ✓ Interest cost lower at ₹ 102.1 crore in FY15 as compared to ₹ 117.8 crore in FY14

Company Highlights

- Govt. of U.P. had announced financial assistance of ₹ 28.60 per quintal of cane for the sugar season 2014-15 linked to average selling price of sugar and its by-products during the specified period from 1st October, 2014 to 31st May, 2015 which is to be recommended by the Committee constituted by the Government of Uttar Pradesh. As the average selling price of sugar is significantly lower than the threshold specified in the aforesaid announcement, the Company has accounted for the aforesaid benefit amounting to ₹ 208.75 crores during the year

- In addition financial assistance of ₹ 11.40 per quintal of cane was announced by Govt. of U.P. by way of remissions and reimbursements of cane purchase tax, entry tax on sugar and society commission, which has also been accounted for during the year

- Further, financial assistance of ₹ 6.00 per quintal of cane was announced for the sugar season 2013-14 by Govt. of U. P. in the current year in addition to remission and reimbursements of cane purchase tax, entry tax on sugar and society commission which were accounted for last year. During the year Company has accounted for an amount of ₹ 47.00 crores on account of the aforesaid assistance of ₹ 6.00 per quintal of cane

Sector Perspectives

- According to ISMA, the India sugar production is estimated at 28.2 million tonnes for the current sugar season, the annual domestic consumption stands at 24.5 million tonnes
  - ✓ Sugar production till May 15th 2015 was higher by 16% at 27.84 million tonnes
  - ✓ Uttar Pradesh likely to produce 7.2 million tonnes as compared to 6.5 million tonnes in previous season
  - ✓ Maharashtra production is estimated to be around 10.5 million tonnes from 7.7 million tonnes in the previous year
- The Central Government has increased duty on import of sugar under OGL to 40% from 25%. Earlier, it had announced ₹ 4,000 a tonne as subsidy for export of 1.4 million tonne raw sugar
  - ✓ Cane arrears have crossed ₹ 21,000 crore
  - ✓ Currently arrears in Uttar Pradesh are at ₹ 7,100 crore, while Maharashtra has outstanding payments amounting to ₹ 3,900 crore

Financial Overview

Statement of Profit & Loss

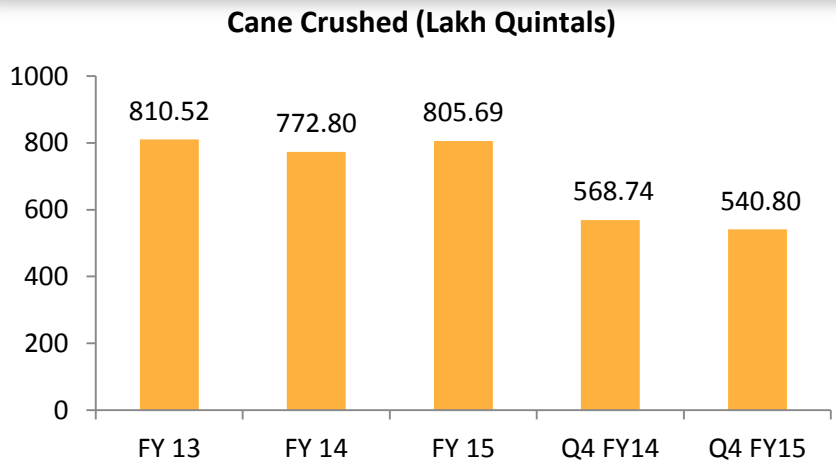
(₹ million)	Q4 FY15	Q4 FY14	% Y-o-Y Growth	FY15	FY14	% Y-o-Y Growth
Net Operating Revenue	6,583.2	6,999.8	*(5.95%)*	*29,869.8*	*26,649.4*	*12.08%*
EBITDA	1,024.5	2,383.3	*(57.01%)*	*1,224.5*	*2,140.2*	*(42.79%)*
EBITDA Margin (%)	*15.56%*	*34.05%*	-	*4.10%*	*8.03%*	-
Depreciation	280.3	270.0	*3.81%*	*1,156.0*	*1,094.5*	*5.62%*
Interest	*265.4*	*228.6*	*16.10%*	*1,020.9*	*1,178.4*	*(13.37%)*
Profit Before Tax	*573.9*	*1,969.8*	*(70.87%)*	*(761.6)*	*126.7*	-
Profit After Tax	758.2	1,899.0	*(60.07%)*	*(577.3)*	*36.4*	-
Profit After Tax Margin (%)	*11.52%*	*27.13%*	-	*(1.93%)*	*0.14%*	-
Diluted EPS (₹)	3.09	7.75	-	*(2.36)*	*0.15*	-

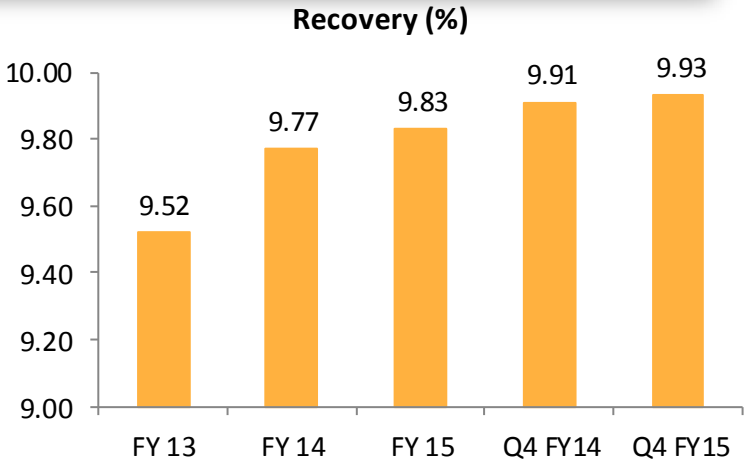
Segmental Overview – Sugar

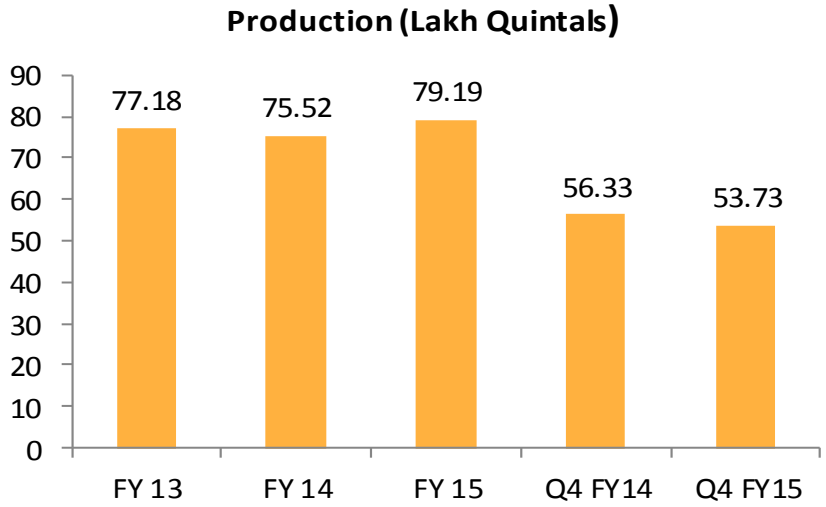
(₹ million)	Segment Revenues	% contribution to Revenues	PBIT	% contribution to PBIT
Q4 FY15	6,012.0	73.27%	*(133.4)*	-
Q4 FY14	6,333.9	73.26%	*1,106.0*	-
% Shift	(5.08%)	-	-	-
FY15	26,145.8	79.57%	(2,785.4)	-
FY14	23,599.4	80.08%	*(1,084.9)*	-
% Shift	10.79%	-	-	-

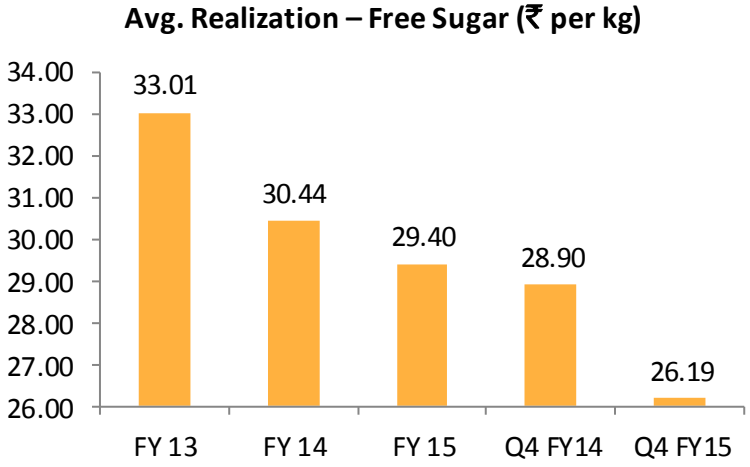
- Sugar segment revenues were lower on account of lower realizations
  - ✓ Sales volume for the quarter stood at 18.46 lakh quintals as compared to 17.83 lakh quintals in Q4FY14. For FY15 sales volume stood at 81.45 lakh quintals as compared to 70.78 lakh quintals in FY14
  - ✓ Realizations for the Q4FY15 at ₹ 26.19 per kg as against ₹ 28.90 per kg in Q4FY14. For FY15 realizations stood at ₹ 29.40 per kg as against ₹ 30.44 per kg in FY14
  - ✓ As on March 31, 2015, sugar inventory stood 55.42 lakh quintals and is valued at ₹ 25.58 per kg

Segmental Overview – Sugar







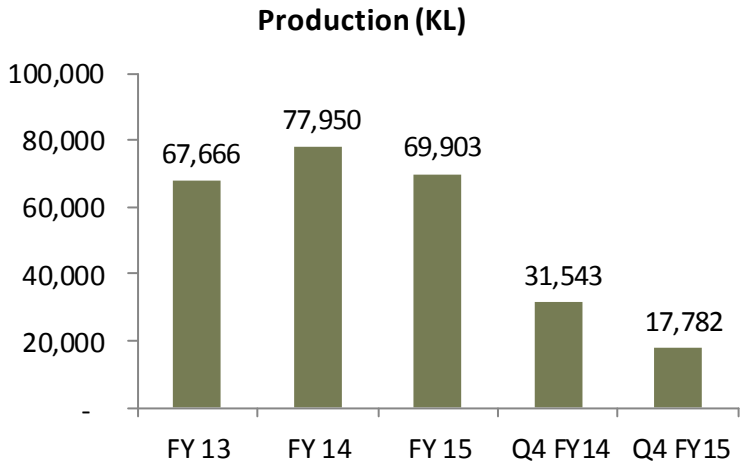


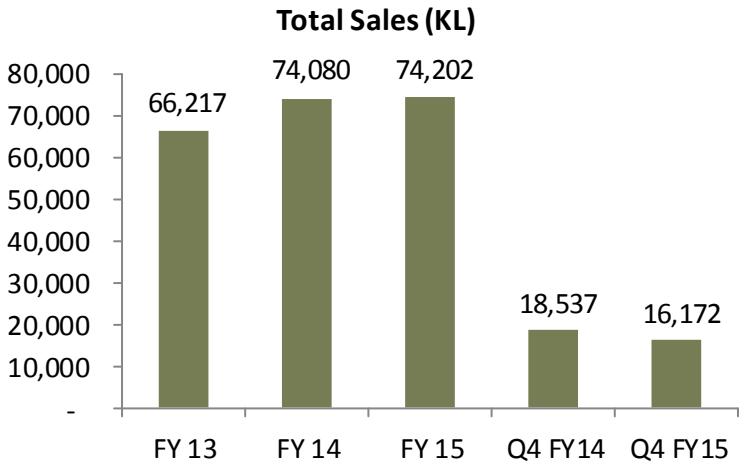
Segmental Overview – Distillery

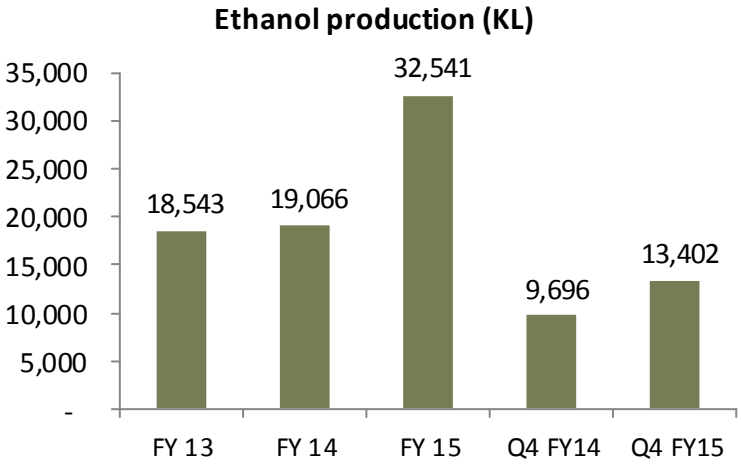
(₹ million)	Segment Revenues	% contribution to Revenues	PBIT	% contribution to PBIT
Q4 FY15	652.2	7.95%	*322.8*	-
Q4 FY14	713.5	8.25%	*375.3*	-
% Shift	(8.59)	-	*(13.99%)*	-
FY15	2.852.9	8.68%	1,436.3	-
FY14	2,518.1	8.54%	*1,162.2*	-
% Shift	13.30%	-	*23.58%*	-

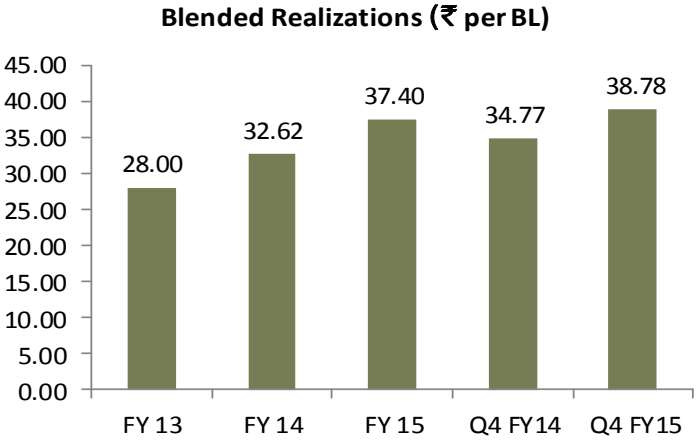
- Distillery division delivered steady performance on account of enhanced realizations
  - ✓ RS and ENA sales volumes for Q4 FY15 stood at 3,318.19 KL as compared to 11,847.19 KL in Q4 FY14 and for FY15 at 43,759.66 KL as compared to 54,383.81 KL in FY14
  - ✓ Ethanol sales for Q4 FY15 stood at 12,854 KL as compared to 6,690 KL during Q4 FY14 and for FY15 at 30,442 KL as compared to 19,696 KL in FY14
  - ✓ Average blended realizations for Q4 FY15 improved to 38.78 per BL as compared to 34.77 per BL in Q4 FY14 and for the year improved to ₹ 37.40 per BL as compared to ₹ 32.62 per BL in FY14

Segmental Overview – Distillery







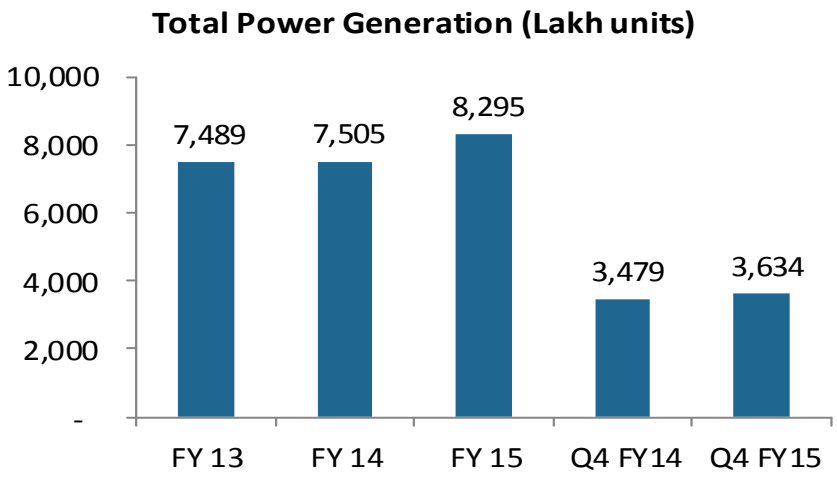


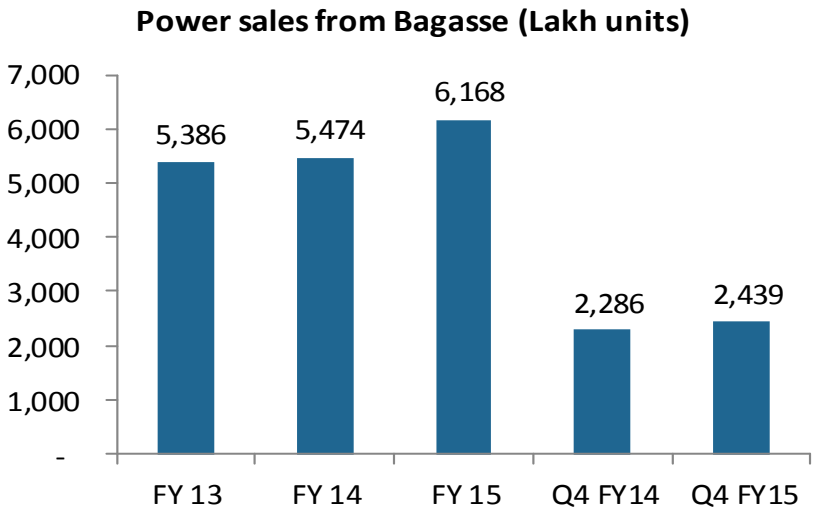
Segmental Overview – Co-generation

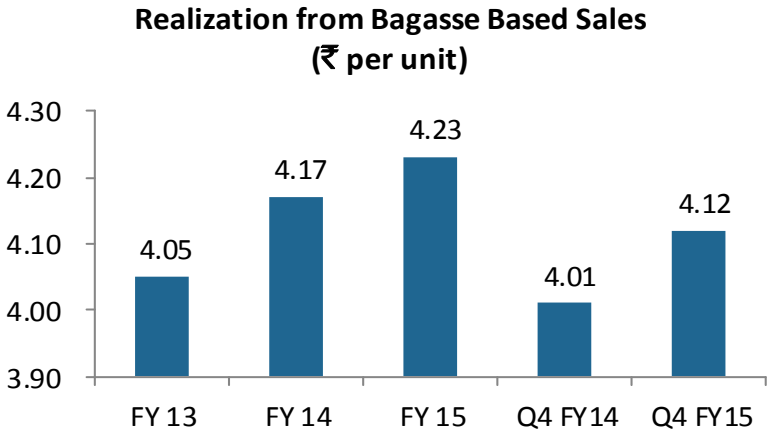
(₹ million)	Segment Revenues	% contribution to Revenues	PBIT	% contribution to PBIT
Q4 FY15	1,511.7	18.42%	*702.8*	-
Q4 FY14	1,573.4	18.20%	*765.8*	-
% Shift	(3.92%)	-	*(8.23%)*	-
FY15	3,793.5	11.55%	1,839.9	-
FY14	3,294.5	11.18%	*1,519.6*	-
% Shift	15.15%	-	*21.08%*	-

- The segment delivered stable performance on account of improved volumes and realizations
  - ✓ Sales volume stood at 2,439.3 lakh units in Q4FY15 as compared to 2,286.2 lakh units in Q4 FY14
  - ✓ For FY15 sales stood at 6,168.1 lakh units as compared to 5,474.4 lakh units in FY14
  - ✓ Average realizations for Q4 FY15 stood at ₹ 4.12 per unit as compared ₹ 4.01 per unit during Q4 FY14. For FY15 stood realizations stood at ₹ 4.23 per unit as compared to ₹ 4.17 per unit in FY14

Segmental Overview – Co-generation







About Balrampur Chini Mills Limited

Balrampur Chini Mills Limited (BCML) is one of the largest integrated sugar companies in India. The allied businesses of the Company comprise distillery operations, cogeneration of power and manufacturing of organic manure. The Company presently has eleven sugar factories located in Uttar Pradesh (India) having an aggregate sugarcane crushing capacity of 79,000 TCD, distillery and co-generation operations of 320 KLPD and 147.2 MW (Saleable) respectively.

BCML is one of the most efficient integrated sugar producers in the country. The Company has grown its capacity by well-planned capacity expansion projects and the acquisition of existing companies over recent years.

For more information on the Company, please log on to www.chini.com.

For further information contact:

Kishor Shah / Pramod Patwari
Balrampur Chini Mills Limited
Registered Office: FMC Fortuna, 2nd Floor,
234/3A, A. J. C. Bose Road, Kolkata 700020.
CIN : L15421WB1975PLC030118
Tel : +91 33 2287 4749
Fax : +91 33 2289 2633
Email : kishor.shah@bcml.in
pramod.patwari@bcml.in

Anoop Poojari / Karl Kolah
CDR India
Tel: +91 22 6645 1211 / 1220
Fax: +91 22 6645 1213
Email: anoop@cdr-india.com /
karl@cdr-india.com