

DHAMPUR SUGAR MILLS LIMITED

RESULTS PRESENTATION

Q1 FY2019

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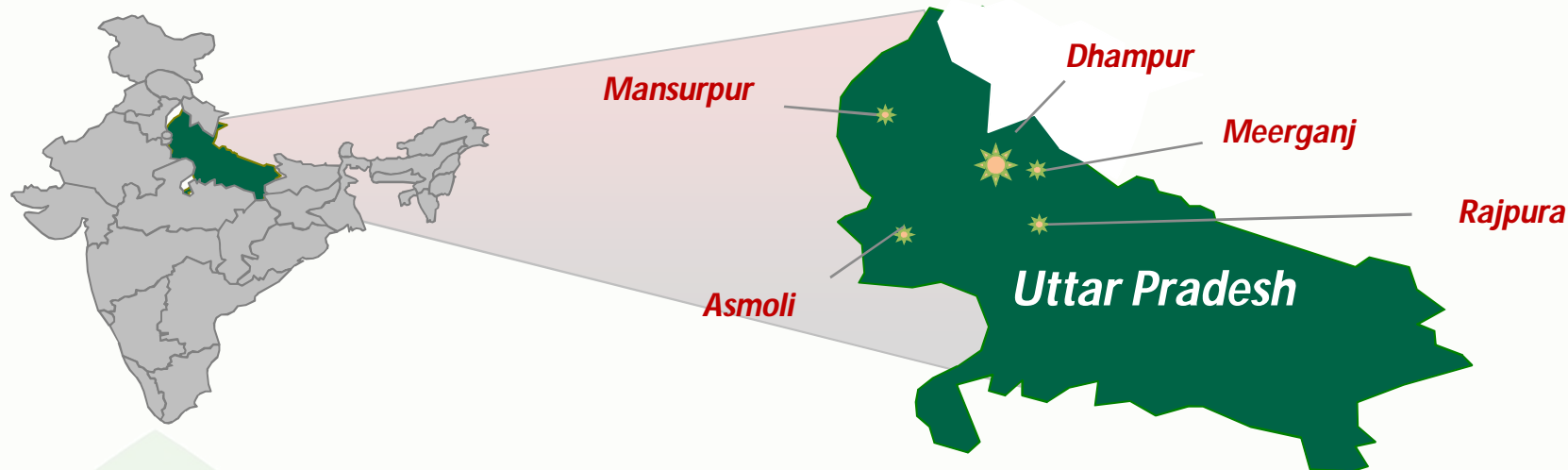
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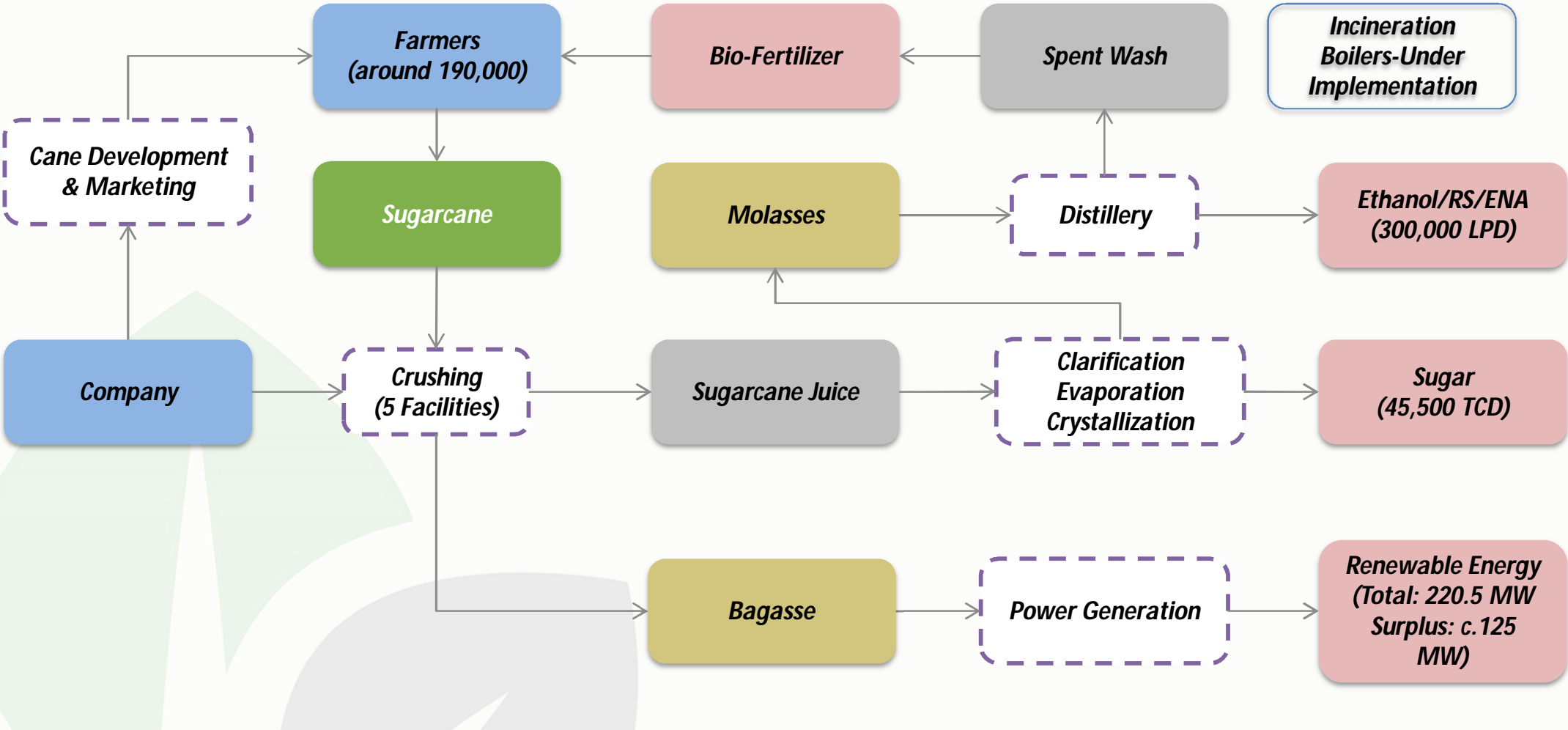
Overview – Facilities



Capacity	Consolidated	Dhampur	Asmoli	Rajpura	Mansurpur	Meerganj
Sugar Crushing (TCD)	45,500	15,000	9,000	8,500	8,000	5,000
Sugar Refinery (TPD)	1,700		900		800	
Renewal Energy (inc. Bio Gas based Power, MW)	220.5 (Surplus: ~125 MW)	65 8 mw (Slop Boilers based power)	Bio Mass - 40 Bio Gas – 4 3.5 mw (Slop Boiler based power)	48	33	19
Bio-Fertilizer (LPD)	1,000			1,000		
Distillery (LPD)	300,000	200,000	100,000	Molasses supplied to the nearby Dhampur and Asmoli units		
Capacity under Implementation	100,000	50,000	50,000			
Organic Manure - 'Power Booster' (tonnes/year)	20,000	15,000	5,000			

Overview – Operations

We operate with the goal of maximum efficiency and zero waste

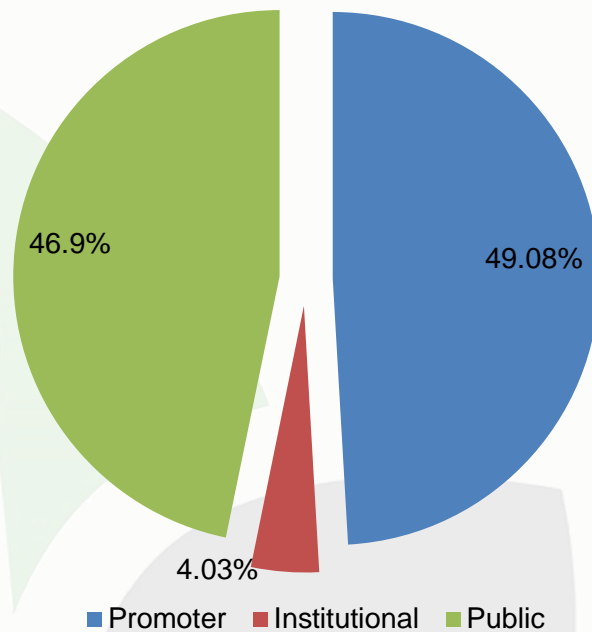


Legends



Shareholding Pattern and Corporate Structure

Shareholding Pattern (As on Jun 30, 2018)



Corporate Structure As on Mar 31, 2018

Dhampur Sugar Mills Limited

Owns and operates all five integrated facilities

Subsidiaries

100%

Dhampur International Pte Ltd
-Trading of Commodities

100%

Ehaat Ltd
-Rural Distribution Business

51%

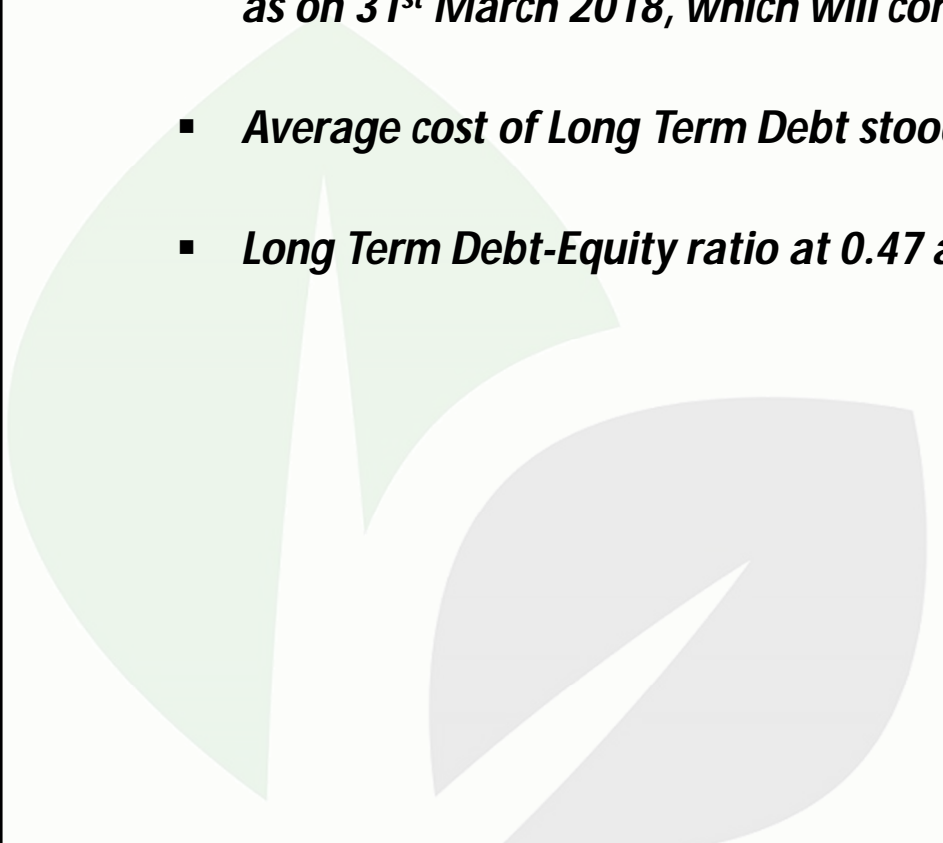
DETS Ltd
-Engineering & Technology

Financial Performance

- *The Revenue of the company stood at ₹ 734.4 crores in Q1FY19 as against ₹ 894.3 crores during Q1FY18. Reduction in Revenues is mainly owing to lower sugar price at ₹ 28.11/Kg during Q1FY19 as against ₹ 36.3 in Q1FY18*
- *PBT stood at ₹ 48.7 crores in Q1FY19 as against ₹ 86.8 during Q1FY18.*
- *PAT stood at ₹ 31.7 crores in Q1FY19 as against ₹ 62.6 crores during Q1FY18*
- *EPS stood at ₹ 4.86 /share for Q1FY19.*
- *Q1FY 18 v/s Q1FY17*

Particulars (₹ crore)	Q1 FY19	Q1 FY18
Revenues	734.4	894.3
EBIDTA	93.5	144.4
Depreciation	15.1	13.4
EBIT	78.3	130.9
Interest	29.7	44.1
PAT	31.7	62.6
EPS (₹./Share)	4.86	9.43

Balance Sheet getting Stronger

- ***The Company repaid long term loans of ₹ 20.69 crores during Q1FY 19***
 - ***Long Term Loans stood at ₹ 482.9 crores as on 30th June 18, including availment of loan of ₹ 5.43 crores from ZLD projects***
 - ***Working Capital Loans as on 30th June 18 stood at ₹ 700.9 crores, reduced from ₹ 927.7 crores as on 31st March 2018, which will come down further with liquidation of sugar inventory***
 - ***Average cost of Long Term Debt stood at 8.37%***
 - ***Long Term Debt-Equity ratio at 0.47 as on 30th June 2018.***
- 

Segmental Overview

Revenues (₹ crore)	Q1 FY19	Q1 FY18	Q-on-Q Change(%)
Sugar	591.2	782.6	(-)24%
Power	147.9	78.7	88%
Distillery/Chemicals	137.7	112.8	22%

PBIT (₹ crore)	Q1 FY19	Q1 FY18	Q-on-Q Change(%)
Sugar	(26.3)	101.1	(-)126%
Power	60.2	29.4	105%
Distillery/Chemicals	55.1	10.3	434%

Overview - Sector

- **India's sugar production for SS 17-18 estimated at 32.2 million tonnes. Initial estimates for sugar production for the SS 18-19 in range of 35-35.5 million tonnes.**
- **Consumption estimated around 25.5 million tonnes.**
- **Minimum Sale price of Sugar fixed at ₹ 29/Kg.**
- **Creation of Buffer Stocks of 3 million tonnes of sugar for one year.**
- **Interest Subvention to sugar mills to augment capacity through up-gradation of existing distilleries attached to sugar mills by installing incineration boilers and setting up new distilleries in sugar mills.**
- **Fair and Remunerative Price (FRP) for sugar season 2018-19 declared at ₹. 275 per quintal linked to a basic recovery rate of 10%; providing a premium of ₹. 2.75 per quintal for every 0.1% increase in recovery above that level.**

Overview – Sector...

- *Domestic Sugar Prices touched low of ₹ 26/kg. Presently hovering around ₹ 31.5/Kg .*
- *Sugar Season witnessed higher Operational days resulting in improvement of Power segment performance further.*
- *New Bio Fuel Policy allowing manufacturing of ethanol from B molasses as well as from direct sugar cane juice.*
- *Basic price of ethanol fixed at ₹. 43.70 per litre (ex mill) for supply period from 1st December 2018 to 30th November 2019, manufactured out of C heavy molasses . Basic price of ethanol fixed at ₹. 47.49 per litre (ex mill) for supply during the same period*

Sugar Segment

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q1 FY19	591.2	63.7	(26.3)
Q1 FY18	782.6	76.2	101.1

Operational

Cane Crushed [#]	Sugar Production [#]	Sugar Sales [#]	Free Sugar Realizations (₹/kg)
13.2	1.55	1.81	28.11
5.40	0.63	1.88	36.33

- The company crushed record sugarcane at 74.05 lac tonnes in Sugar season 2017 18, 30% higher than last sugar season. Produced sugar at 8.41 lac tonnes in Sugar season 2017 18, 34% higher than last sugar season.*
- Achieved Higher Recovery of 11.36% in Sugar Season 2017 18 as compared to 11.01% last sugar season*
- Sugar Inventory 3.55 lac tonnes valued at ₹ 29/Kg (which is a MSP) as on 30th June 18 as against 2.73 lac tonnes valued at ₹.30.6/Kg as on 30th June 17.*
- Sugar being sold as per monthly quota allocated by the Government.*

^{# Lac tonnes}

Power Segment

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q1 FY19	147.9	15.9	60.2
Q1 FY18	78.7	7.7	29.4

Operational

Power Generation [#]	Power Export to UPPCL [#]	Realizations (₹/unit)
19.76	11.61	5.22
10.89	7.28	5.11

crore units

- *Revenue from Power segment improved by 88% owing mainly to higher number of operational days during the quarter.*
- *Realizations from Rajpura Power Plant higher at around ₹ 5.56 per unit and average of the company is around ₹ 5.22 per unit.*
- *Operating Efficiency continued to be excellent.*
- *The Company continues to focus on this division for sustainable growth based contribution.*

Distillery/Chemical Segment

Financial

Operational

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Chemicals (Lac KG)		₹/ Ethanol (lac BL)	
				Production	Sales	Production	Sales
Q1 FY19	137.7	14.9	55.1	67.73	73.50	225.51	221.38
Q1 FY18	112.8	11.0	10.3	45.12	42.30	166.87	202.83

- **Improved Performance to continue with Incinerators in place coupled with lower Molasses Prices.**
- **Ethanol Sale stood at 195.78 lac BL in Q1FY 18 as compared to 171.63 lac BL in Q1FY 17**
- **For Rectified Spirits/Ethanol/ENA/SDS, average realizations stood at ₹ 39.5 per BL in Q1FY19 as compared to ₹ 38.4 per BL in Q1FY18**
- **Average realizations for Chemicals stood at ₹ 64.9 per Kg in Q1FY19 as compared to ₹. 51.6/kg in Q1FY18**
- **Expansion of Distilleries at units by 100,000 LPD under implementation.**
- **Focus on targeting business opportunities from segments that offers better margins**

Thank You



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