



DHAMPUR SUGAR MILLS LIMITED

RESULTS PRESENTATION

FY 2018 19

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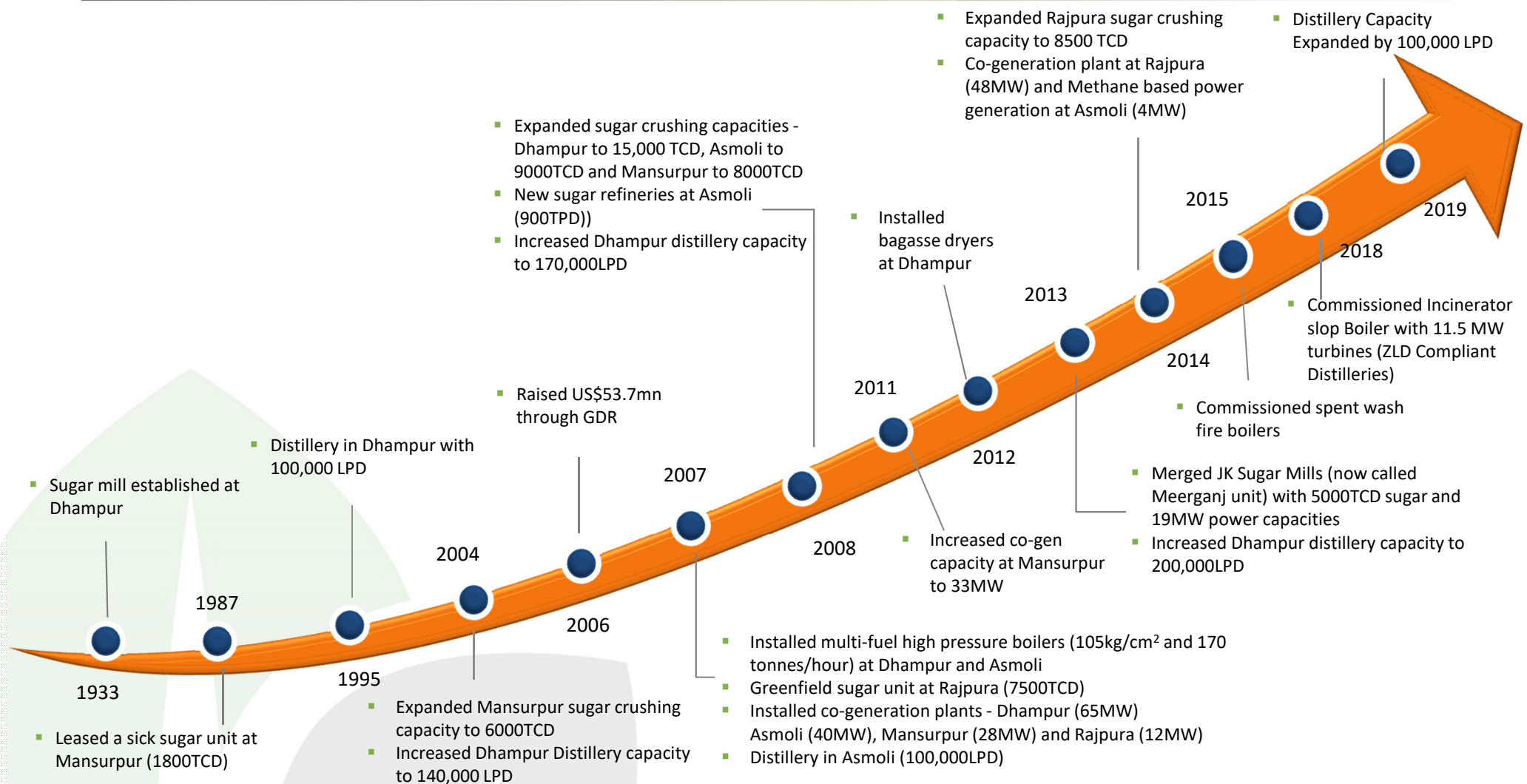
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The financials for FY 2018-19 are based on audited financials approved by the Board, subject to shareholders approval.

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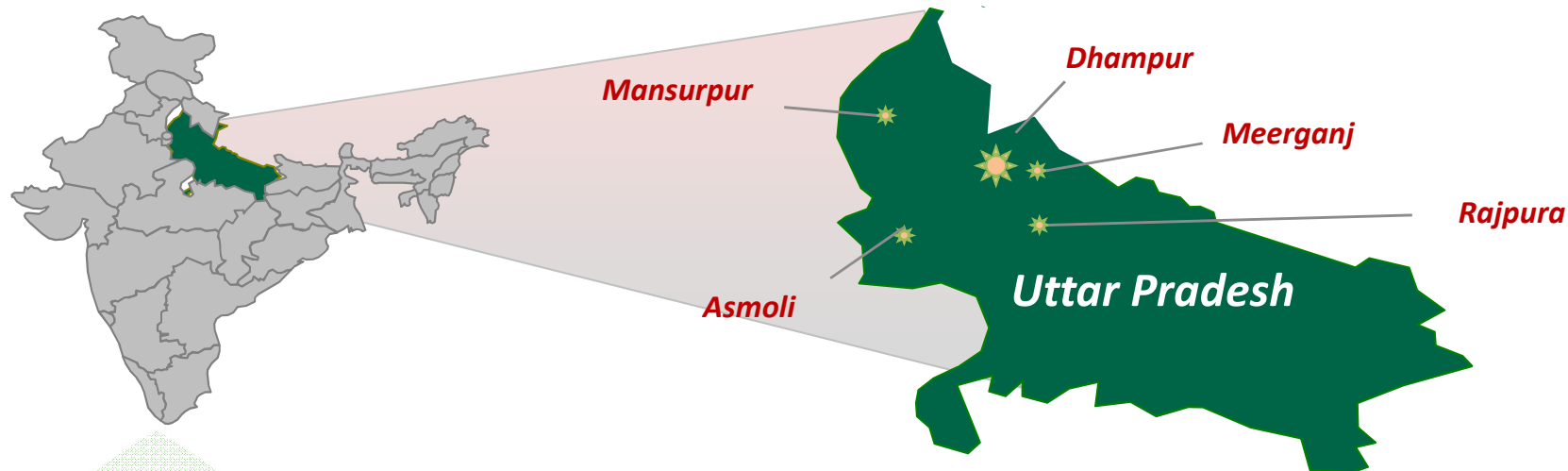
Key Milestones



Segment	2008	2011	2012	2013	2014	2015	2016	2017	2018	2019
Sugar (TCD)	39,500	39,500	39,500	44,500	45,500	45,500	45,500	45,500	45,500	45,500
Power (MW)	145	150	150	169	209	209	209	209	220.5	220.5*
Distillery (LPD)	270,000	270,000	270,000	300,000	300,000	300,000	300,000	300,000	300,000	400000

* includes 11.5 MW as part of ZLD with Incineration Slop Boilers

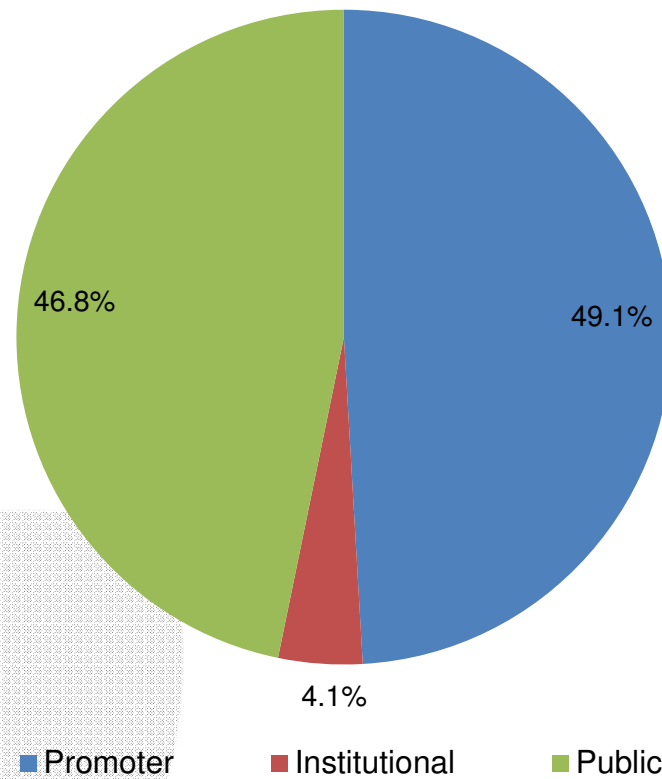
Overview – Facilities



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
Liquid Bio Fertilizer (LPD)	1,000			1,000		
Distillery (LPD)	400,000	250,000	150,000	Molasses supplied to Dhampur and Asmoli Distilleries		
Organic Manure - 'Power Booster' (tonnes/year)	20,000	15,000	5,000			

Shareholding Pattern

Shareholding Pattern As on March 31, 2019



Overview - Sector

- ***Sugar Production for SS 18-19 estimated at 33 million tonnes***
- ***Consumption estimated at 26 million tonnes during 2018-19***
- ***Fair and Remunerative Price (FRP) for sugar season 2018-19 declared at Rs. 275 per quintal linked to a basic recovery rate of 10%; providing a premium of Rs. 2.75 per quintal for every 0.1% increase in recovery above that level.***
- ***There is no change in SAP for U.P. for sugar season 2018-19.***
- ***Domestic Sugar Prices touched low of Rs 26/kg during Q1FY19. Presently hovering around ₹ 32.5/Kg .***

Overview – Sector...

- ***Sugar Cane Crushing for SS 18 19 started late by 10 to 15 days in U.P.***
- ***New Bio Fuel Policy allowing manufacturing of ethanol from B molasses as well as from direct sugar cane juice.***
- ***GOI announced path breaking Bio Fuel Policy:***
 - ***Allowed Manufacturing of Ethanol from B Heavy Molasses. Also allowed Manufacturing of Ethanol from Sugar Cane Juice***
 - ***Ethanol from B heavy and Sugar Cane Juice will result in diversion of Sugar to Ethanol.***
 - ***Implementation of E -10 and Emphasis on implementation of E-20 progressively.***
 - ***Basic price of ethanol fixed at Rs. 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 Rs. 52.43 Per litre (ex mill) for the same period for manufactured out of B heavy molasses.***
 - ***Basic price of ethanol fixed at Rs. 59.13 Per litre (ex mill) for the same period for manufactured out of Sugar Cane Juice.***

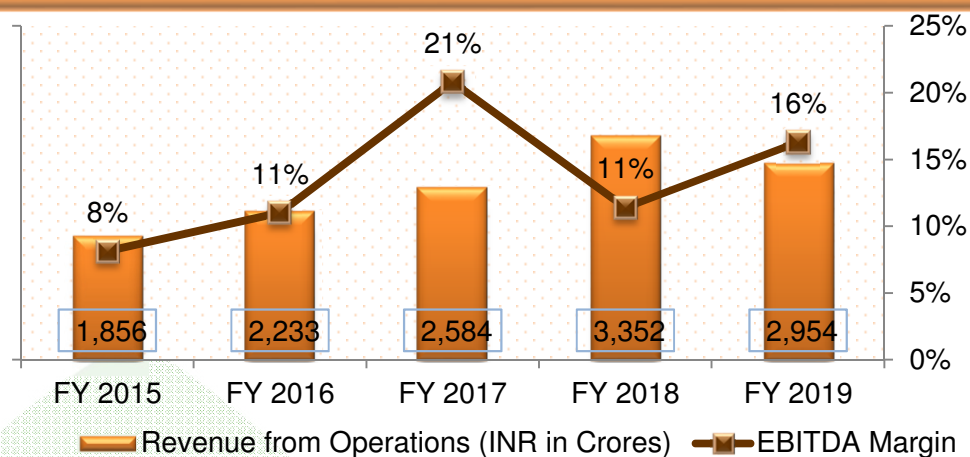
Focused Approach

- Long Term and medium term ratings of the Company stands at A (-) with outlook Stable as assigned by CARE.
- The Company repaid long term loans of Rs 39.97 crores during Q4 FY 19. Total repayment of long term loan during the year FY 19 is Rs. 121.37 Crores.
- Long Term Loans stood at Rs 691.07 crores as on 31st March 19, including avilment of Soft Loan of Rs 266.22 crores.
- Working Capital Loans as on 31st March 2019 stood at Rs 1145.84 crores.
- Long Term Debt-Equity ratio at 0.56 as on 31st March 2019.
- Major Beneficiary of Manufacturing of Ethanol from B Heavy Molasses. Will Supply 370 Lacs BL Ethanol derived from B heavy Molasses during current ethanol year.

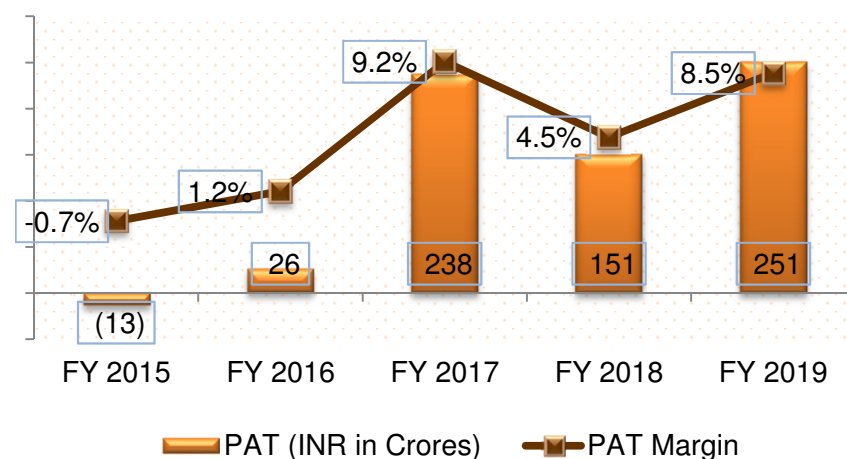
Annual Financial Performance

Financial Performance

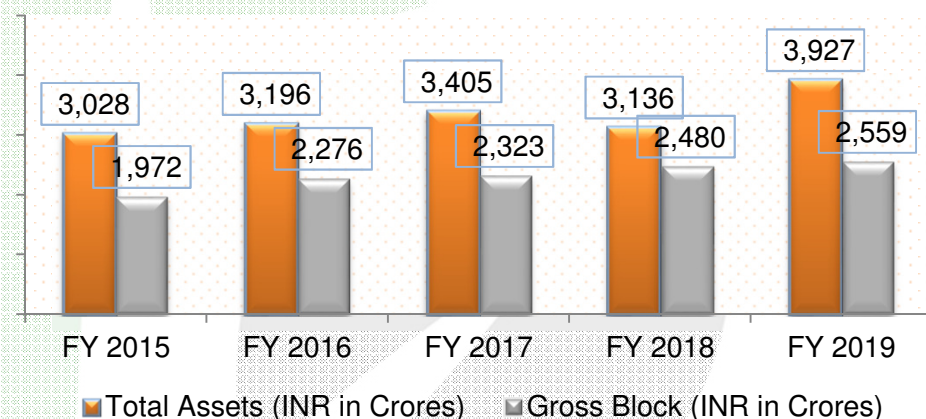
Revenue and EBITDA Margin



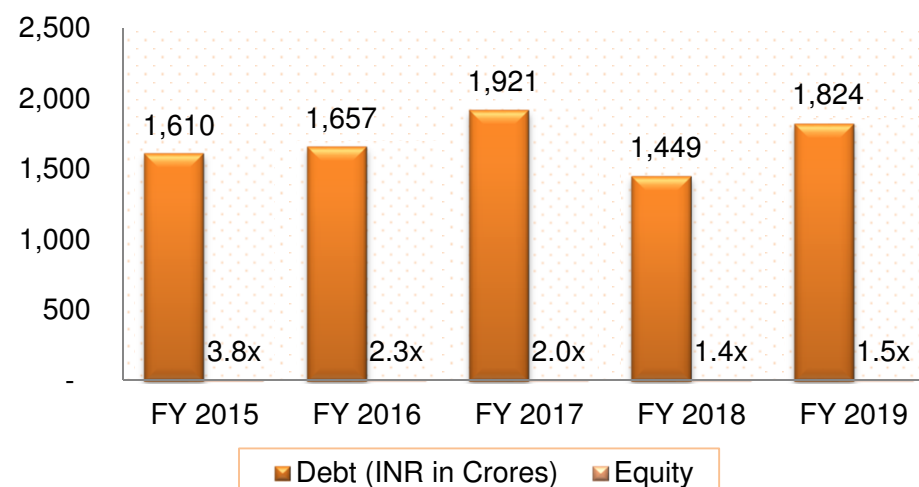
PAT Margins ...



Total Assets and Gross Block



Financial leverage (including Working Capital)



Financial Performance FY 18-19

- The Revenue of the company stood at Rs 888.37 crores in Q4 FY19 as against Rs 921.24 crores during Q4FY18.
- PBT stood at Rs 137.14 crores in Q4 FY19 as against Rs (18.37) crore during Q4FY18 (restated).
- PAT stood at Rs 108.82 crores in Q4 FY19 as against Rs (8.91) crores during Q4FY18 (restated).
- EPS stood at Rs 37.81 /share for FY19.
- Q4FY 19 v/s Q4FY18

Particulars (₹ crore)	Q4 FY19	Q4 FY18*	12M FY19	12M FY18*
Revenues	888.37	921.24	2,954.06	3,395.81
EBIDTA	192.85	26.79	481.22	381.83
Depreciation	27.49	17.03	70.75	57.73
EBIT	165.36	9.76	410.47	324.09
Interest	28.22	28.12	91.31	121.52
PBT	137.14	(18.37)	319.15	202.58
PAT	108.82	(8.91)	250.92	151.26
EPS (Rs./Share)	16.22	(1.38)	37.81	22.85

**restated*

Segmental Overview

Revenues (₹ crore)	Q4 FY19	Q4 FY18*	12M FY19	12M FY18*
Sugar	772.24	788.62	2,402.49	3,082.17
Power	269.61	258.03	607.01	543.81
Distillery/Chemicals	139.25	107.98	498.45	344.86

PBIT (₹ crore)	Q4 FY19	Q4 FY18*	12M FY19	12M FY18*
Sugar	10.42	(125.83)	30.67	87.67
Power	118.67	115.38	241.42	219.74
Distillery/Chemicals	42.28	31.40	185.89	63.87

**restated*

Sugar Segment

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q4 FY19	772.24	60.04	10.42
Q4 FY18*	788.62	66.00	(125.83)
12M FY19	2,402.49	63.17	30.67
12M FY18*	3,082.17	75.10	87.67

Operational

Cane Crushed [#]	Sugar Production [#]	Sugar Sales [#]	White Sugar Realizations (₹/kg)
34.91	4.10	1.90	31.41
35.42	4.16	2.04	31.47
69.42	7.99	6.60	30.68
66.20	7.48	7.65	35.12

[#]Lac Tonnes

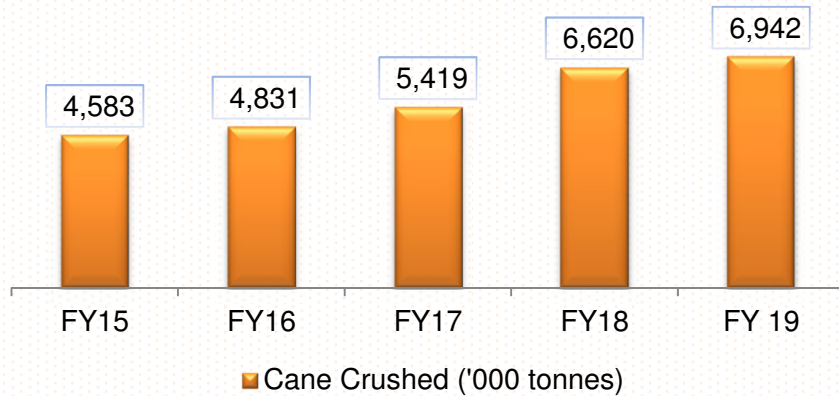
- Sugar Sale in FY19 of 6.6 lac tons includes exports of raw Sugar of 0.52 lac tons.
- Sugar Production in FY19 of 7.99 lac tons includes raw Sugar production of 1.11 lacs ton.
- Inventory as on 31st March 2019 – 5.10 lac tons (Including raw sugar 0.59 lac tones) valued at average rate of Rs 29.34/kg.

*restated

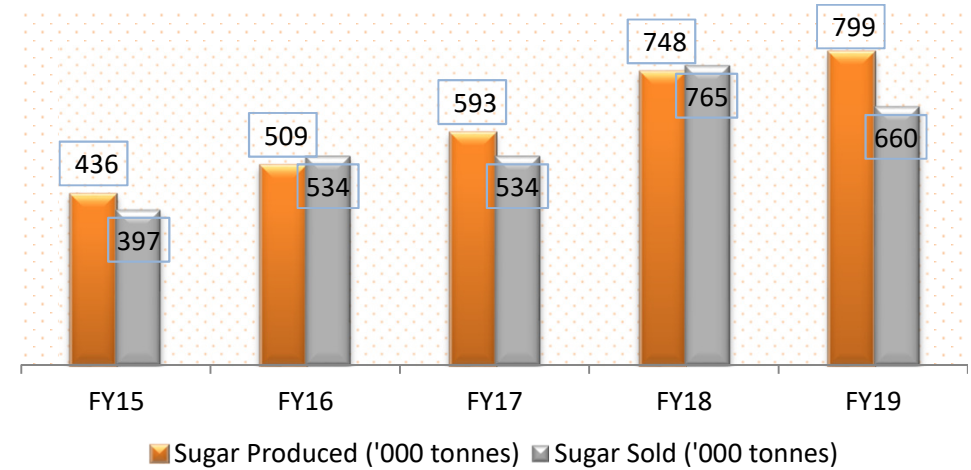
Sugar Segment

Sugar prices and recovery rates

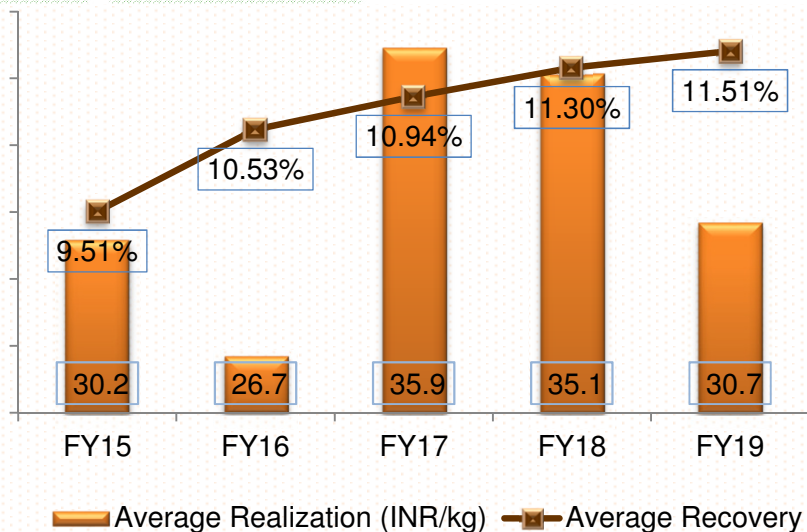
Cane crushing...



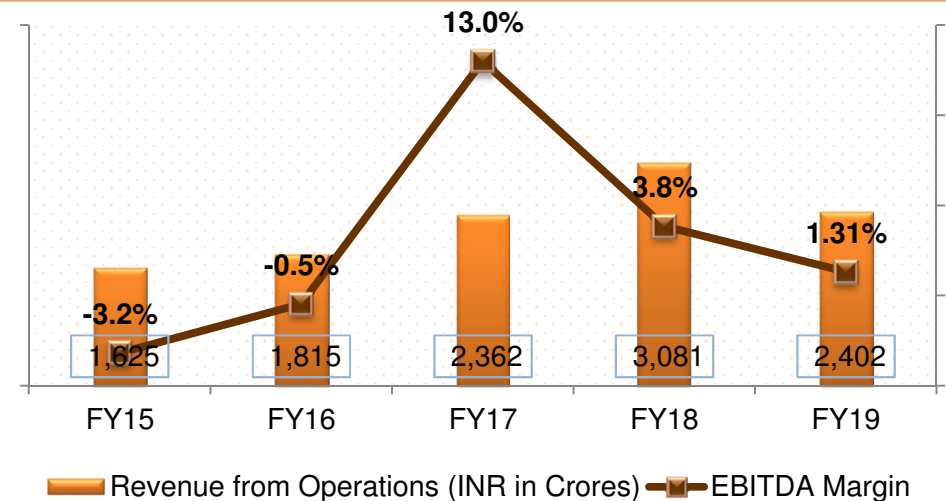
Sugar production & sales...



Sugar recovery and average sugar realisation



Revenue and EBITDA Margin



Power Segment

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q4 FY19	269.61	20.96	118.67
Q4 FY18*	258.03	21.59	115.38
12M FY19	607.01	15.96	241.42
12M FY18*	543.81	13.25	219.74

Operational

Power Generation [#]	Power Export to UPPCL [#]	Realizations (₹/unit)
35.04	19.67	5.22
34.63	19.97	4.97
76.70	42.94	5.23
73.46	43.28	5.00

#cr units

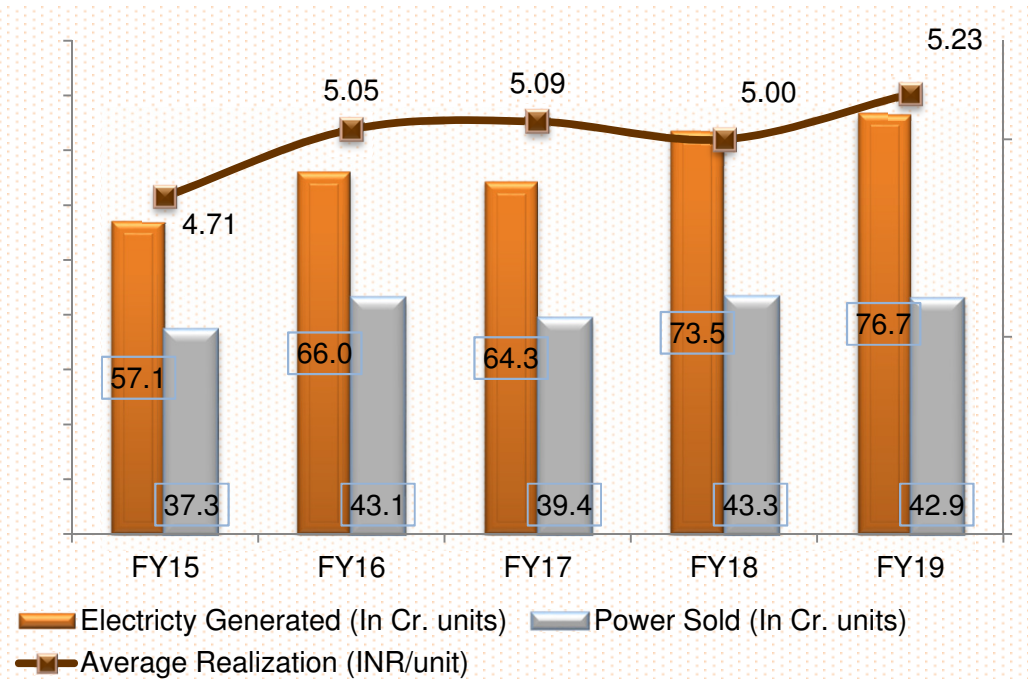
- *Operating Efficiency continued to be excellent.*
- *The Company continues to focus on this division for sustainable growth based contribution.*

**restated*

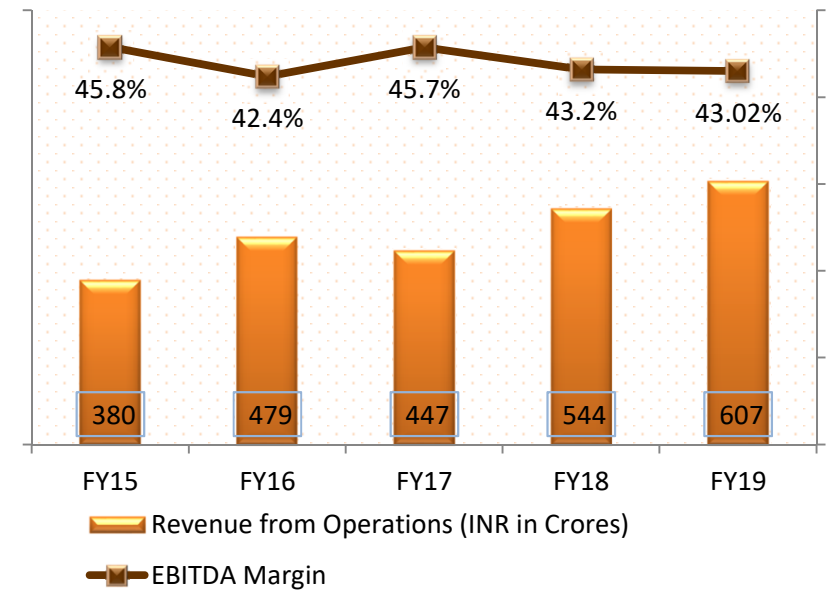
Power Segment...

Multi-fuel high-pressure boilers run efficiently and generate valuable profits

Generation and Export are increasing...



Generating attractive EBITDA margins



Distillery/Chemical Segment

Financial

Operational

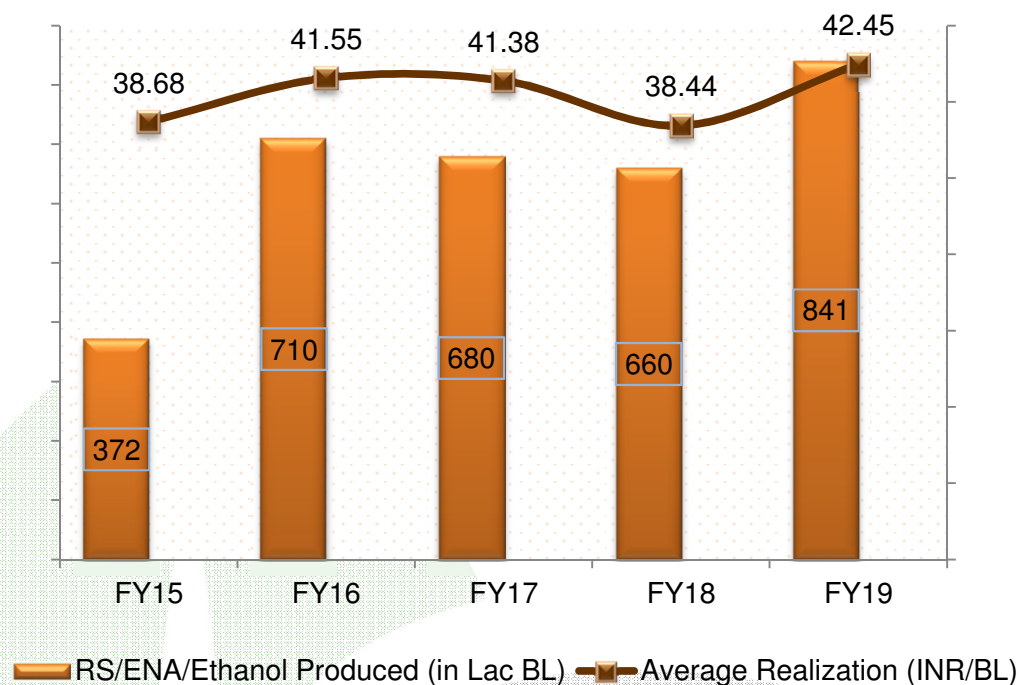
Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
				Production	Sales	Production	Sales
Q4 FY19	139.25	10.83	42.28	17.7	24.08	259.42	249.42
Q4 FY18*	107.98	9.04	31.40	59.35	46.20	213.59	197.05
12M FY19	498.45	13.11	185.89	145.47	162.24	840.94	899.95
12M FY18*	344.86	8.40	63.87	59.35	123.64	660.40	667.96

- *Distillery Segment performance improved significantly backed by Lower input cost and higher volumes*
- *The Company continues to focus on this division for sustainable growth based contribution.*
- *Capacity enhanced by 100,000 LPD.*
- *During FY19 Company has produced 216.63 lacs BL and sold 207.6 lacs BL ethanol, derived from B-Heavy Molasses.*

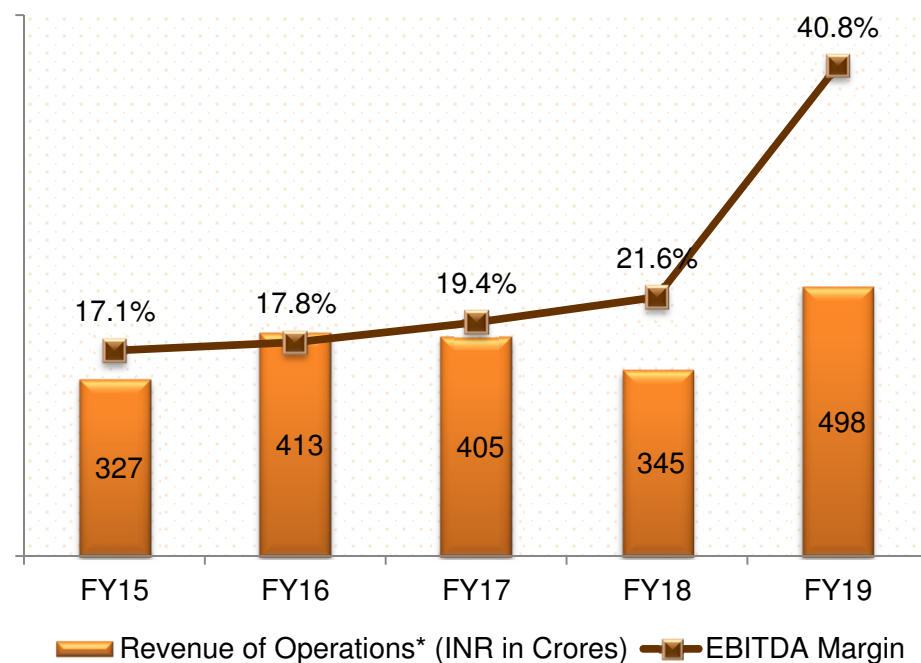
Distillery/Chemical Segment...

Among India's largest manufacturers of Ethanol

Average realizations...



Driving impressive growth in EBITDA margins



- **ENA/Ethanol Average realization stood at Rs 48.83/Litre and Chemical Realization stood at Rs 58.01/kg during Q4FY 19**

Key Highlights

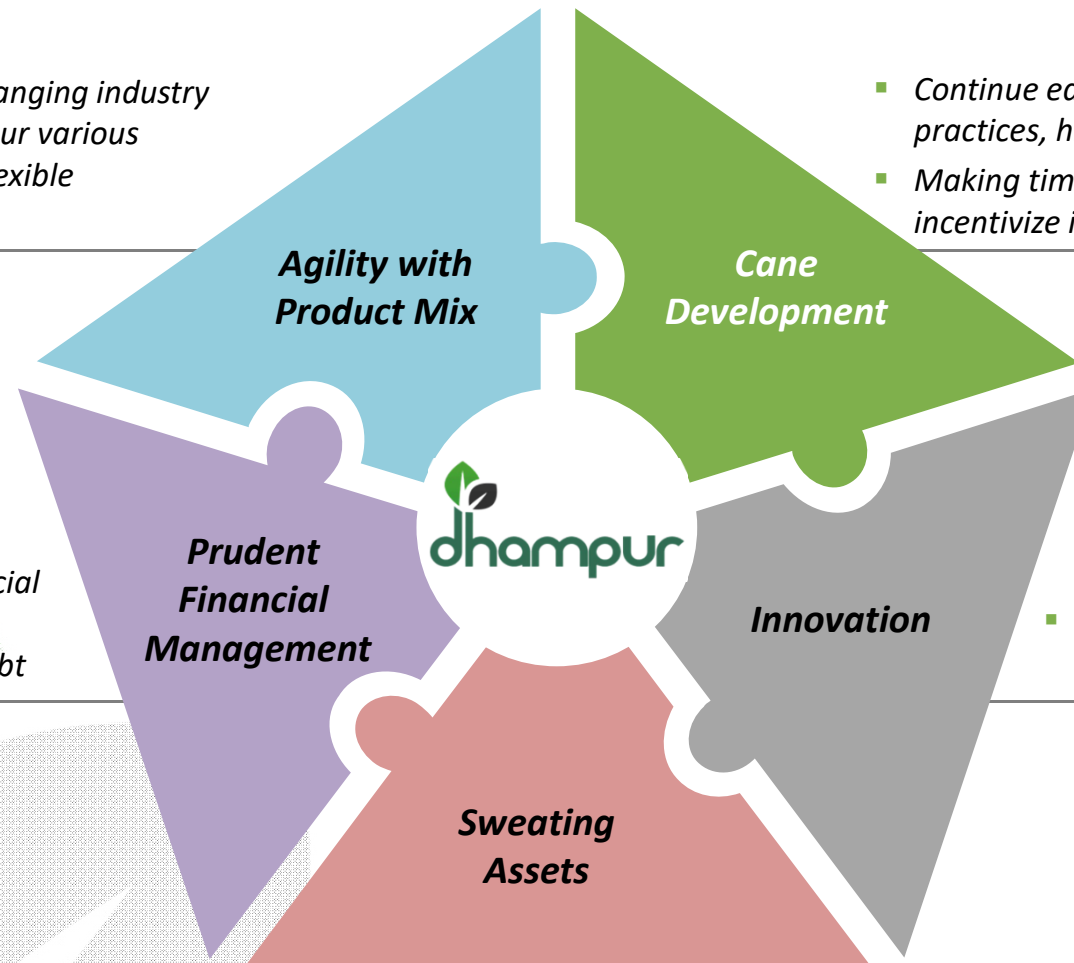


Future Business Strategy

We are currently one of the leading integrated sugar companies in India. We plan to increase our asset utilization while we keep improving on our best practices

- *Be agile in our response to changing industry trends of demands/prices of our various products on the back of our flexible manufacturing processes*

- *Continue educating farmers on best farming practices, high-yield seeds, pesticides etc.*
- *Making timely payment to farmers to incentivize increase in area under sugarcane*



- *Reduce leverage through a combination of prudent financial management and prepayment/repayment of debt*

- *With focus on zero waste, continue product and process innovation*

- *Mid-term focus not on adding new capacities but on increasing existing capacity's utilization*
- *Capitalize on any future demand pickup by increasing production*

dhampure

DIL MEIN MITHAAS





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