

DHAMPUR SUGAR MILLS LIMITED

RESULTS PRESENTATION

Q2 FY 2019-20

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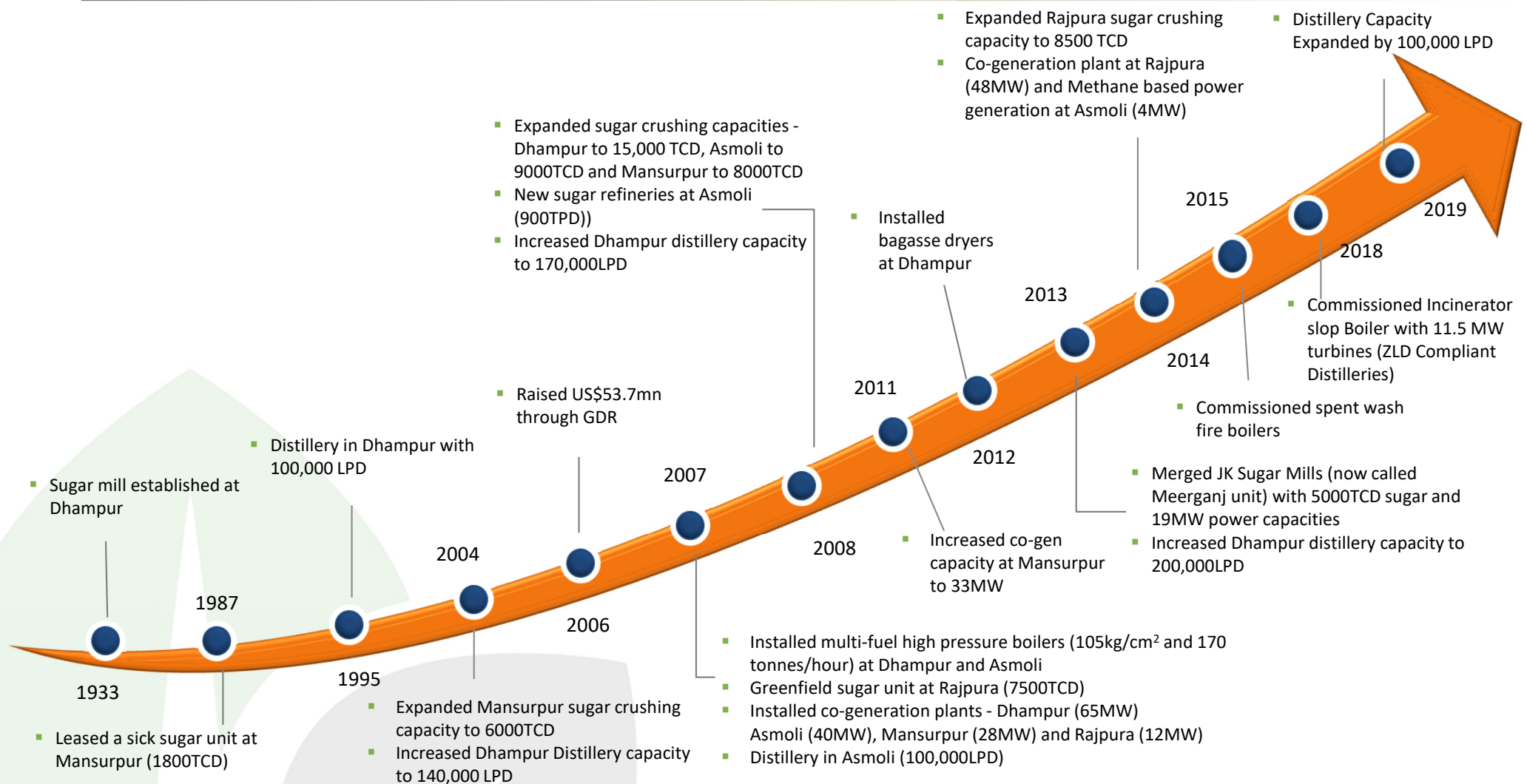
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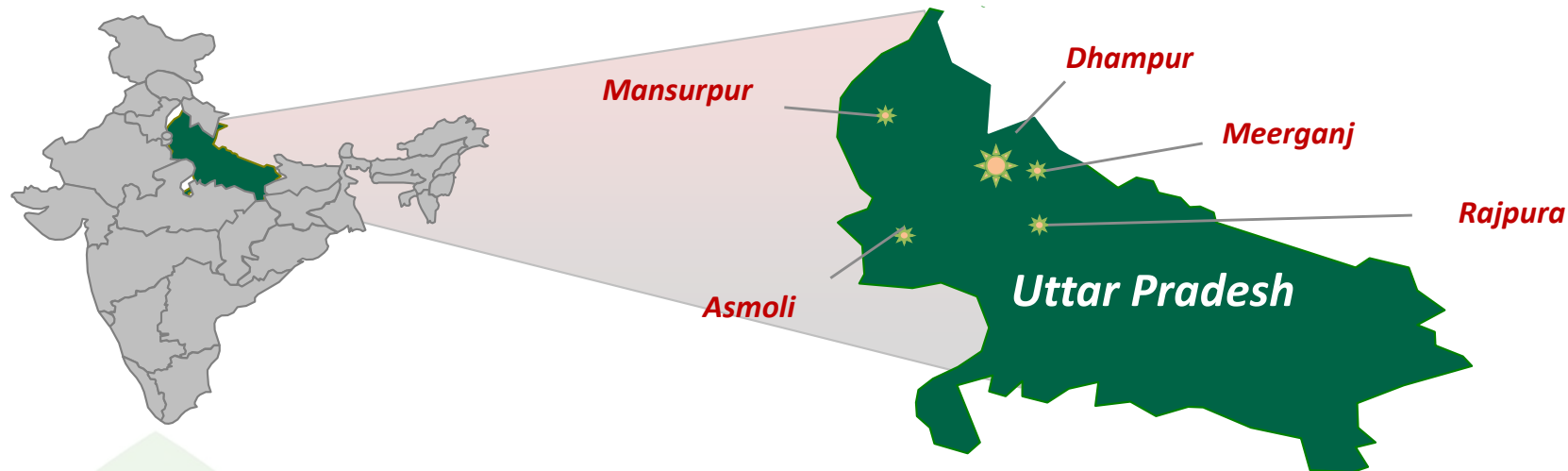
Key Milestones



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

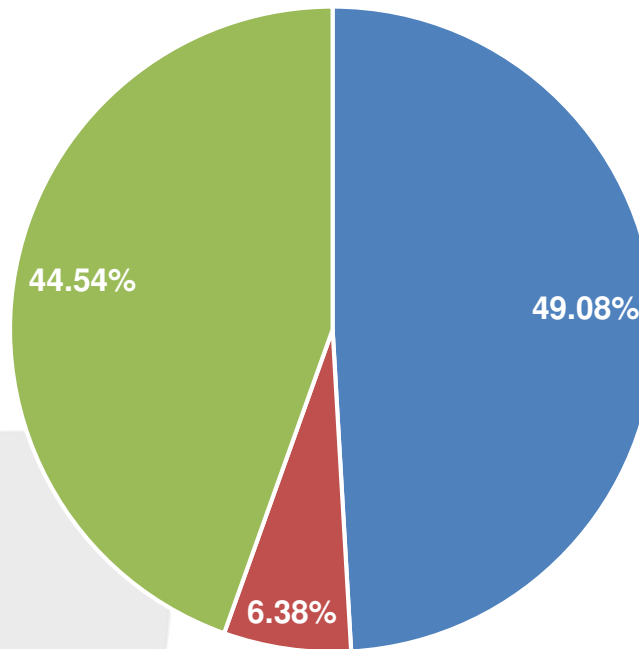
Overview – Facilities



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 September 30, 2019



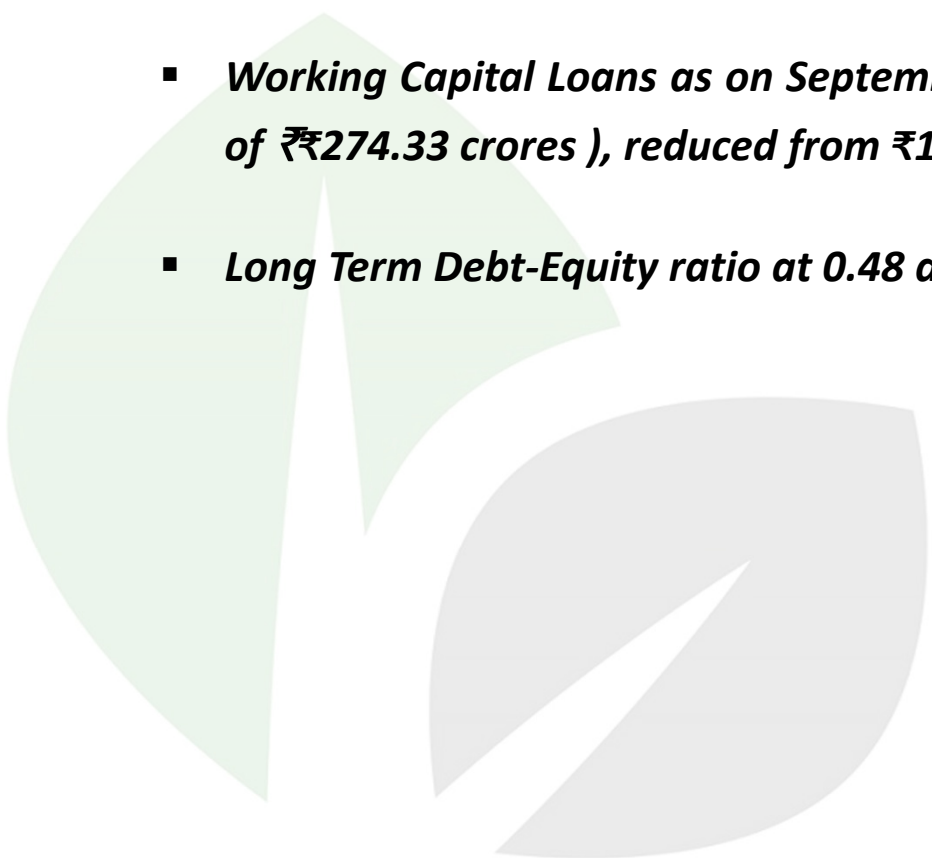
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Financial Performance

- The Revenue of the company increased to ₹693.95 crores in Q2 FY20 as against ₹532.8 crores during Q2 FY19.
- PBT stood at ₹4.1 crores in Q2 FY20 as against ₹44.3 Crores during Q2 FY19.
- PAT stood at ₹2.06 crores in Q2 FY20 as against ₹28.4 crores during Q2 FY19
- EPS stood at ₹0.44 /share for Q2 FY20 as against ₹4.35/share for Q2 FY19.
- Q2 FY20 v/s Q2 FY19

Particulars (₹ crore)	Q2 FY20	Q2 FY19	6M FY20	6M FY19
Revenues	693.9	532.8	1631.1	1267.2
EBIDTA	43.4	74.3	171.6	167.8
Depreciation	18.3	11.6	36.2	26.8
EBIT	25.1	62.7	135.5	141.0
Interest	21.1	18.4	55.1	48.1
PAT	2.1	28.4	60.5	60.1
EPS (Rs./Share)	0.44	4.3	9.2	9.2

Balance Sheet getting Stronger

- *Ratings of the Company improved from A(-) with Stable outlook to A with Stable outlook as assigned by care.*
 - *The Company repaid long term loans of ₹61.17 crores during Q2 FY20*
 - *Long Term Loans stood at ₹614.9 crores as on September 30, 2019.*
 - *Working Capital Loans as on September 30, 2019 stood at ₹918.44 crores (including soft loan of ₹274.33 crores), reduced from ₹1145.84 crores as on 31st March 2019.*
 - *Long Term Debt-Equity ratio at 0.48 as on September 30, 2019.*
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Segmental Overview

Revenues (₹ crore)	Q2 FY20	Q2FY19	Q-on-Q Change(%)	6M FY20	6M FY19
Sugar	531.1	375.3	42%	1313.7	966.5
Power	18.8	22.8	-18%	149.6	170.7
Distillery/Chemicals	148.5	118.4	25%	305.5	256.1

PBIT (₹ crore)	Q2 FY20	Q2 FY19	Q-on-Q Change(%)	6M FY20	6M FY19
Sugar	27.7	26.7	4%	49.3	0.5
Power	(5.4)	(4.6)	-18%	45.9	55.6
Distillery/Chemicals	15.7	52.5	-70%	68.5	107.6

Overview - Sector

- *India's sugar production for SS 18-19 - 33 million tonnes.*
- *Consumption estimated around 26 million tonnes.*
- *Minimum Sale price of Sugar fixed at ₹ 31/Kg.*
- *Creation of Buffer Stocks of 4 million tonnes of sugar for one year.*
- *Fair and Remunerative Price (FRP) for sugar season 2019-20 kept unchanged 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.*
- *Central government has announced maximum admissible export quantity (MAEQ) of 6 million tonnes with the assistance of ₹10448 per MT to Sugar mills for expenses on marketing cost including handling, upgrading, other process cost, cost of transport and freight charges in order to improve the liquidity position of the Sugar mills and enable them to clear cane dues.*

Overview – Sector...

- *Domestic Sugar Prices hovering around ₹ 33/Kg .*
- *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 ₹43.75 per litre (ex mill) for supply period from 1st December 2019 to 30th November 2020, manufactured out of C heavy molasses.*
- *Basic price of ethanol fixed at ₹54.27 per litre (ex mill) for supply during the same period, manufactured out of B heavy molasses.*

Sugar Segment

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q2 FY20	531.1	70.2	27.7
Q2 FY19	375.3	64.9	26.7
6M FY20	1313.7	69.5	49.3
6M FY19	966.5	64.2	0.5

Operational

Cane Crushed [#]	Sugar Production [#]	Sugar Sales [#]	Free Sugar Realizations (₹/kg)
-	-	1.51	32.70
-	-	1.12	32.37
12.8	1.49	3.19	32.51
13.2	1.55	2.94	29.75

[#] Lac tons

- **Sugar Sale in Q2 FY20 of 1.51 lac tones.**
- **Sugar Inventory 2.9 lac tones valued at ₹ 29.69/Kg as on September 30, 2019 as against 2.42 lac tons valued at ₹ 29.47/Kg as on September 30, 2018.**
- **Sugar being sold as per monthly quota allocated by the Government.**

Power Segment

Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q2 FY20	18.8	2.5	(5.4)
Q2 FY19	22.8	3.9	(4.6)
6M FY20	149.7	7.9	45.9
6M FY19	170.7	11.3	55.6

Operational

Power Generation [#]	Power Export to UPPCL [#]	Realizations (₹/unit)
1.41	0.07	4.97
1.68	0.33	5.33
16.61	8.21	5.22
21.44	11.94	5.22

Crore units

- Operating Efficiency continued to be excellent.

Distillery/Chemical Segment

Financial

Operational

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
				Production	Sales	Production	Sales
Q2 FY20	148.5	19.6	15.7	50.6	56.5	221.2	238.7
Q2 FY19	118.4	20.5	52.5	31.9	42.9	201.4	222.8
6M FY20	305.5	16.2	68.5	71.4	71.9	533.7	554.8
6M FY19	256.1	17.0	107.6	99.6	116.4	426.9	444.2

- **Distillery Segment performance improved significantly backed by Lower input cost and higher volumes**
- **For Rectified Spirits/Ethanol/ENA/SDS, average realizations stood at ₹40.7 per BL in Q2 FY20 as compared to ₹38.8 per BL in Q2 FY19**
- **Average realizations for Chemicals stood at ₹ 54.7/Kg in Q2 FY20 as compared to ₹ 71.4/kg in Q2 FY19**
- **The Company has successfully launched Country Liquor at its Distillery unit at Dhampur.**
- **The Company continues to focus on this division for sustainable growth based contribution.**

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