

DHAMPUR SUGAR MILLS LIMITED

RESULTS PRESENTATION

FY 2019 20

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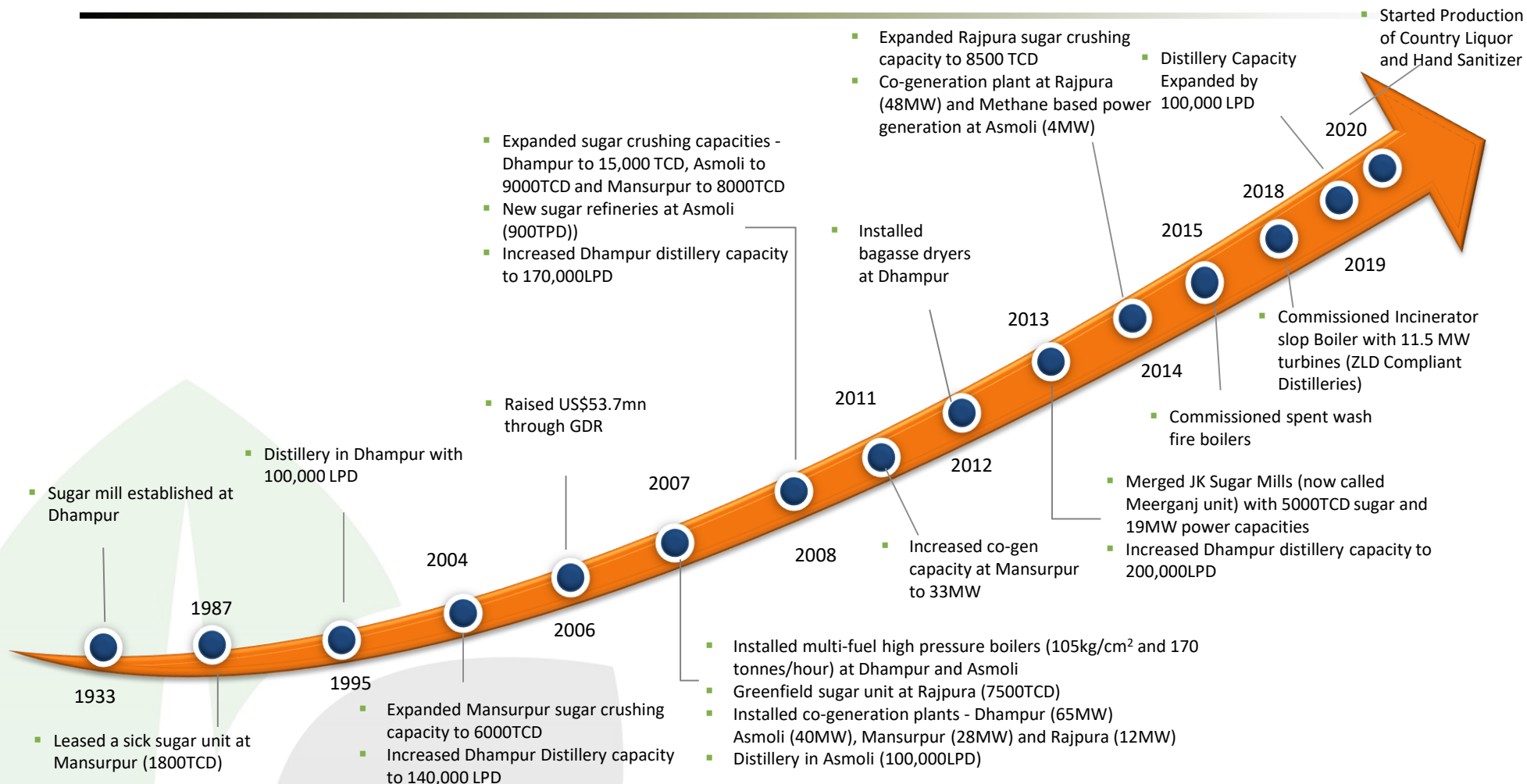
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The financials for FY 2019-20 are based on audited financials approved by the Board, subject to shareholders approval.

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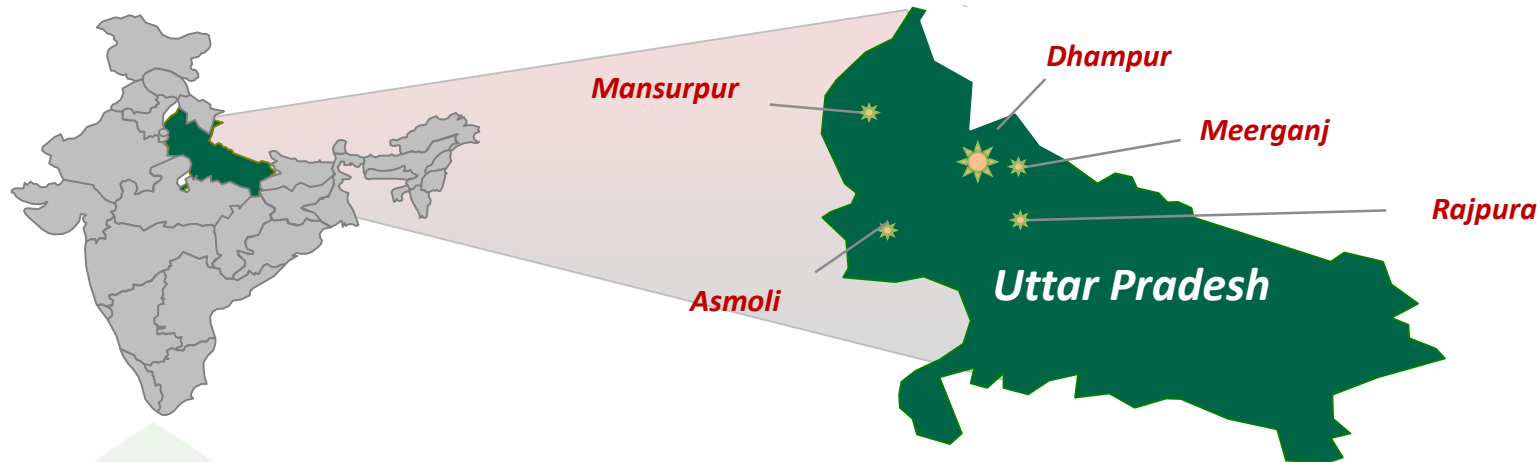
Key Milestones



Segment	2008	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Sugar (TCD)	39,500	39,500	39,500	44,500	45,500	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*	220.5*
Distillery (LPD)	270,000	270,000	270,000	300,000	300,000	300,000	300,000	300,000	300,000	400000	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 (MW)	220.5 (Surplus:~125 MW)	73	43.5	48	33	19
Distillery (LPD)	400,000	250,000 Incl. Country Liquor	150,000 Incl. Hand Sanitizer	Molasses supplied to Dhampur and Asmoli Distilleries		

Overview - Sector

- *India's sugar production estimated for SS 19-20 around 27 million tons.*
- *Consumption estimated around 24.5-25 million tons.*
- *Minimum Sale price of Sugar fixed at ₹ 31/Kg.*
- *Creation of Buffer Stocks of 4 million tons 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.*
- *State Advised Price (SAP) for sugar cane for sugar season 2019-20 has been kept unchanged at ₹ 315/Qtl (General Variety) from last season in U.P*

Overview – Sector...

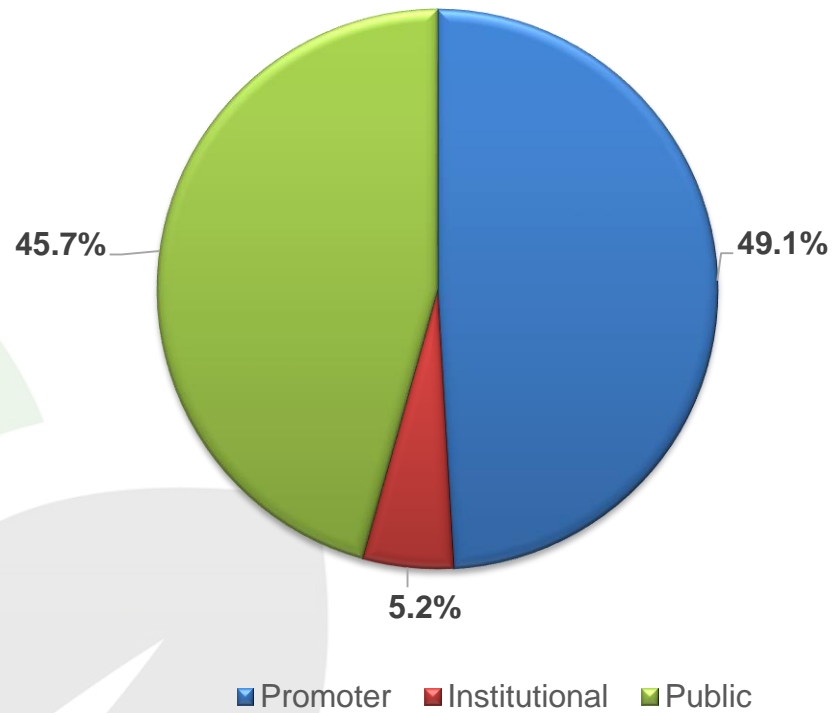
- *Central government has announced maximum admissible export quantity (MAEQ) of 6 million tonnes with the assistance of ₹10448 per MT to Sugar mills for expenses on marketing cost including handling, upgrading, other process cost, cost of transport and freight charges in order to improve the liquidity position of the Sugar mills and enable them to clear cane dues.*
- *Domestic Sugar Prices hovering around ₹ 31.5/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.*

Balance Sheet getting Stronger

- *Ratings of the Company improved from A(-) (Outlook - Stable) to A (Outlook - Stable) as assigned by care.*
- *The Company repaid long term loans of ₹164.40 crores during FY20*
- *Long Term Loans stood at ₹540.4 crores including Soft loan of ₹226.28 crores, SDF loan of ₹61.14 crores and loan of ₹41.85 Crores at concessional rate of interest, as on March 31, 2020.*
- *Working Capital Loans as on March 31, 2020 stood at ₹1201 crores (including soft loan of ₹274.33 crores), against ₹ 1139 crores as on 31st March 2019.*
- *Long Term Debt-Equity ratio at 0.39 as on March 31, 2020.*
- *Current Ratio stood at 1.08 as on March 31, 2020*

Shareholding Pattern

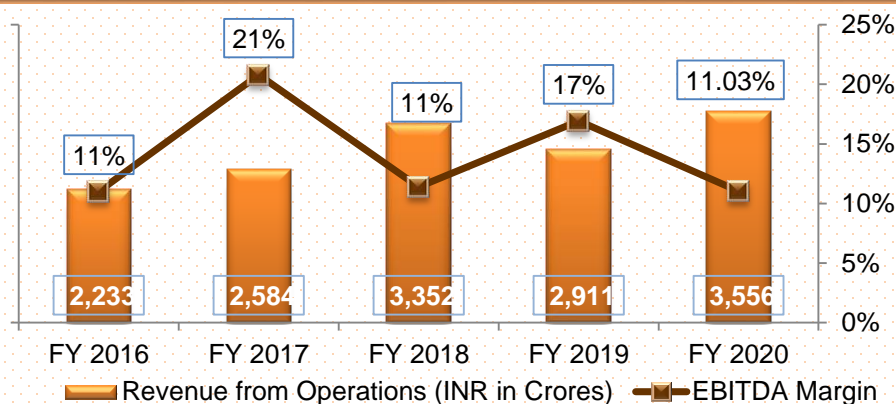
Shareholding Pattern As on March 31, 2020



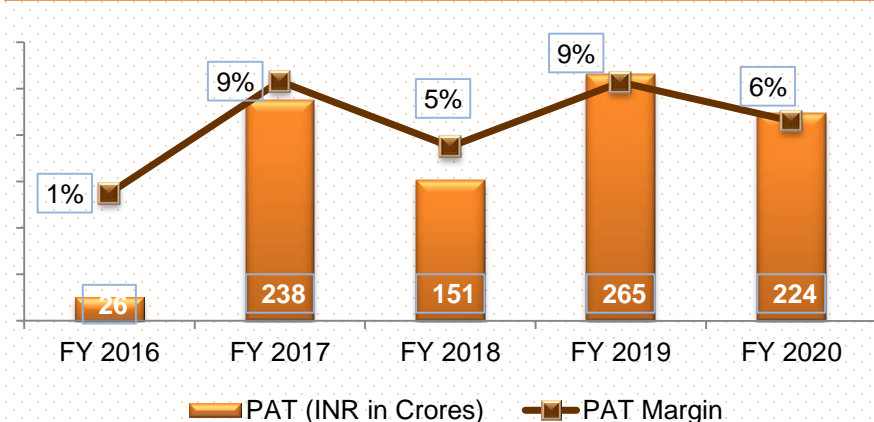
Annual Financial Performance

Financial Performance

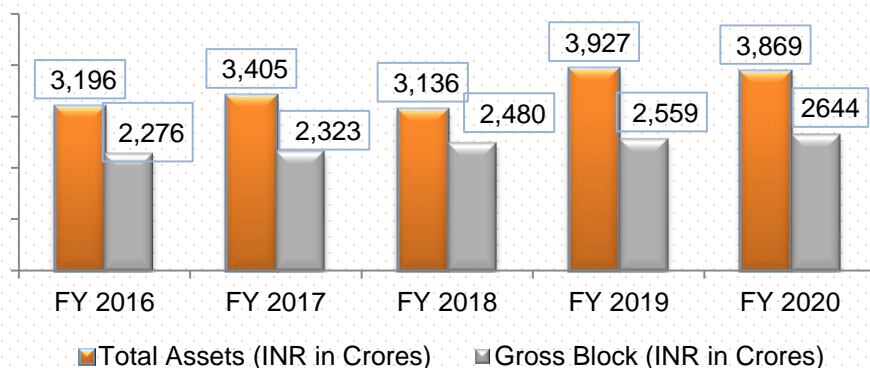
Revenue and EBITDA Margin



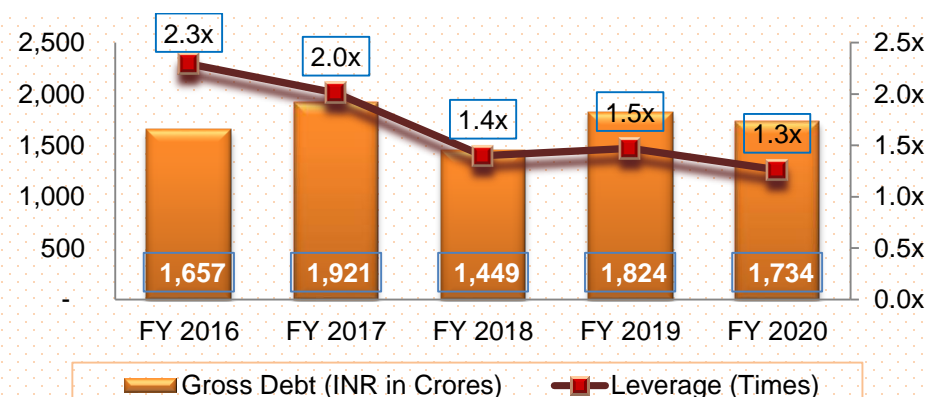
PAT Margins ...



Total Assets and Gross Block



Financial leverage (including Working Capital)



Financial Performance FY 19-20

- Q4FY 20 v/s Q4FY19 and FY20 v/s FY19

₹ in Crores

Particulars (₹ crore)	Q4 FY20	Q4 FY19	12M FY20	12M FY19
Revenues	1,092.75	879.37	3,556.21	2,910.72
EBIDTA	123.37	197.22	392.30	492.27
EBIDTA Margin	11%	22%	11%	17%
Depreciation	21.26	27.40	76.04	70.42
EBIT	102.11	169.82	316.26	421.85
EBIT Margin	9%	19%	9%	14%
Interest	25.44	27.66	100.59	90.05
PBT	76.67	142.16	215.67	331.80
PAT Continuing Operations	107.15	117.72	224.03	265.48
PAT after Discontinued Operations	104.08	108.82	215.63	250.92
EPS (₹/Share)	15.68	16.22	32.61	37.81

Segmental Overview

₹ in Crores

Revenues (₹ crore)	Q4 FY20	Q4 FY19	Growth (Q-O-Q)	12M FY20	12M FY19	Growth (Y-O-Y)
Sugar	942.12	772.24	22%	2,989.72	2,402.49	24%
Power	69.77	269.61	-74%	363.71	607.01	-40%
Distillery/Chemicals	181.35	139.25	30%	632.08	498.45	27%

PBIT (₹ crore)	Q4 FY20	Q4 FY19	Growth (Q-O-Q)	12M FY20	12M FY19	Growth (Y-O-Y)
Sugar	50.34	10.42	383%	126.68	30.67	313%
Power	21.95	118.67	-82%	115.67	241.42	-52%
Distillery/Chemicals	46.28	42.28	9%	130.16	185.88	-30%

Segmental Overview

₹ in Crores

Assets (₹ crore)	12M FY20	12M FY19	Growth (Y-O-Y)
Sugar	2,718.80	2681.93	1%
Power	671.71	730.96	-8%
Distillery/Chemicals	369.03	352.34	5%

Liabilities (₹ crore)	12M FY20	12M FY19	Growth (Y-O-Y)
Sugar	635.10	608.62	-4%
Power	10.26	13.98	36%
Distillery/Chemicals	26.22	35.55	36%

Sugar Segment

Operational

Particulars	Cane Crushed [#]	Sugar Production [#]	Recovery (%)	Sugar Sales [#]	White Sugar Realizations (₹/kg)
Q4 FY20	33.93	3.83	11.29	2.59	32.38
Q4 FY19	34.91	4.10	11.74	1.90	31.41
12M FY20	69.16	7.66	11.08	8.21	32.66
12M FY19	69.42	7.99	11.51	6.60	30.68

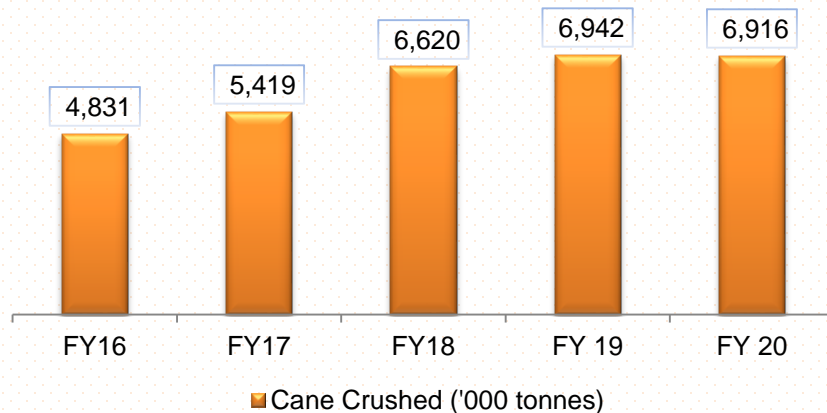
[#]Lac Tonnes

- Sugar Sale in FY20 includes exports of raw Sugar of 1.69 lac tons against export of 0.52 lac tons last year.
- Sugar Production in FY20 includes raw sugar production of 2.02 lacs tons as against raw sugar production of 1.11 lac tons in FY 19
- Achieved recovery of 11.94% (incl. sacrifice of sugar in B Heavy molasses) in FY 20 as compared to 11.87% in FY 19.
- Closing Stock of Sugar Stood at 4.66 Lac Tons valued at ₹ 29.39/kg.

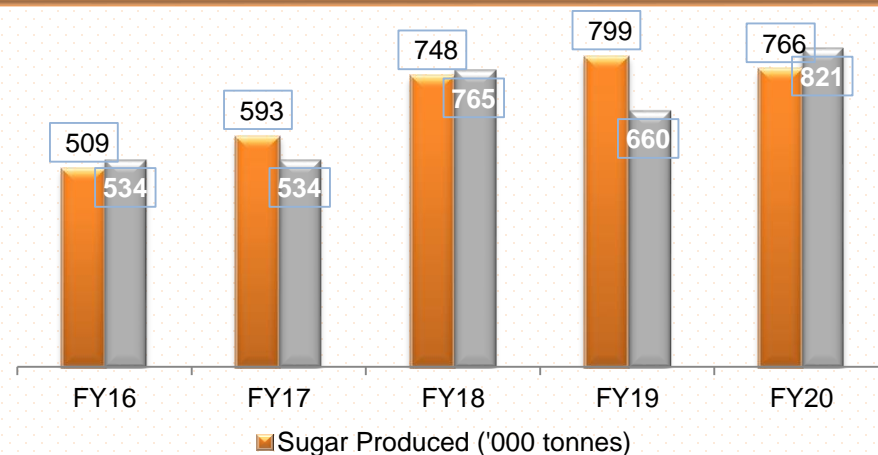
Sugar Segment

Sugar prices and recovery rates

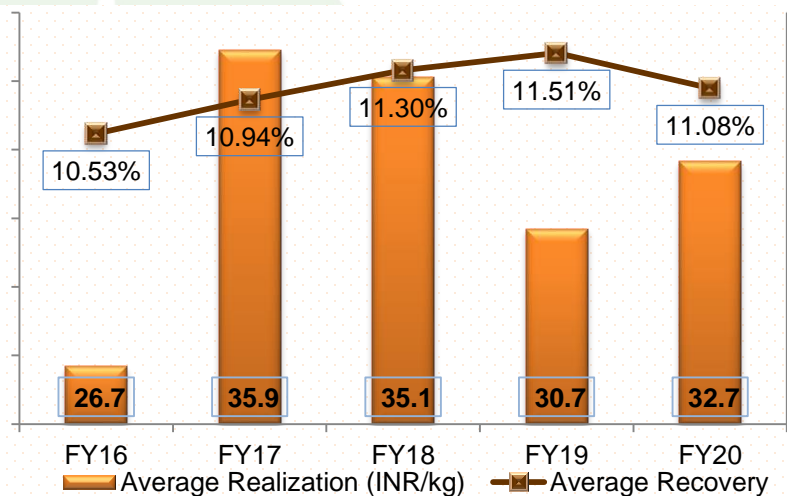
Cane crushing...



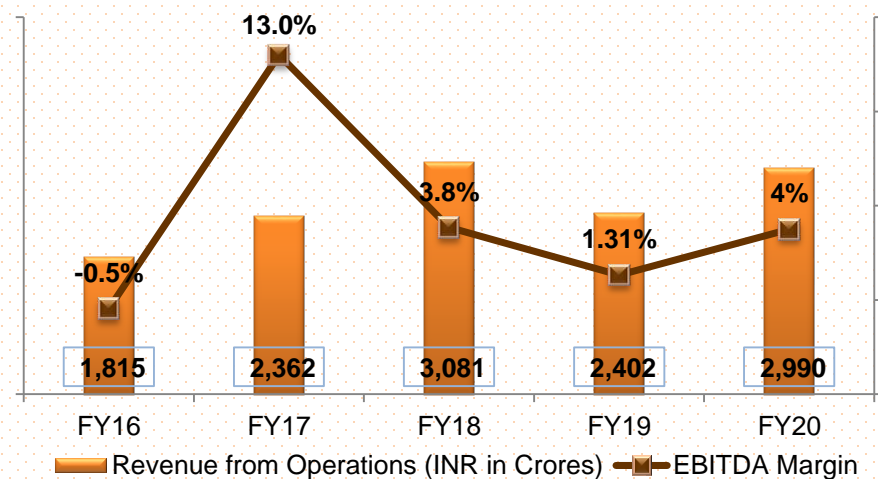
Sugar production & sales...



Sugar recovery and average sugar realisation



Revenue and EBITDA Margin



Sugar Recovery is net of Sugar Sacrifice in B Heavy Molasses

Power Segment

Operational

#cr units

Particulars	Power Generation [#]	Power Export to UPPCL [#]	Realizations (₹/unit)
Q4 FY20	31.49	16.33	3.16
Q4 FY19	35.04	19.67	5.22
12M FY20	69.28	35.24	3.12
12M FY19	76.70	42.94	5.23

- *The reduction in turnover of power segment by 40% is due to reduction in power tariff.*

Distillery/Chemical Segment

Operational

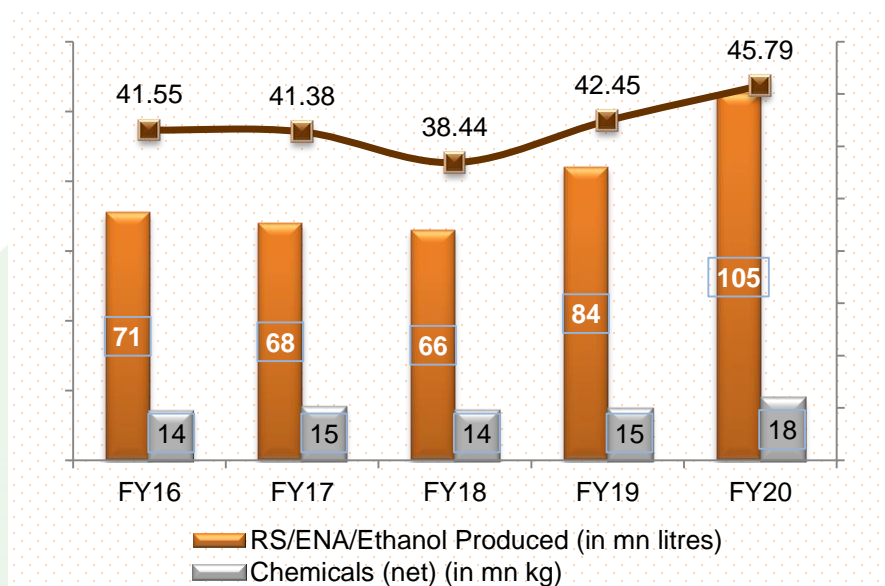
Particulars	Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
	Production	Sales	Production	Sales
Q4 FY20	50.02	39.66	280.08	238.14
Q4 FY19	17.70	24.08	259.42	249.42
12M FY20	176.39	166.17	1,050.77	977.34
12M FY19	145.47	162.24	840.94	899.95

- ***The Company started producing blended country liquor and Hand Sanitizers.***

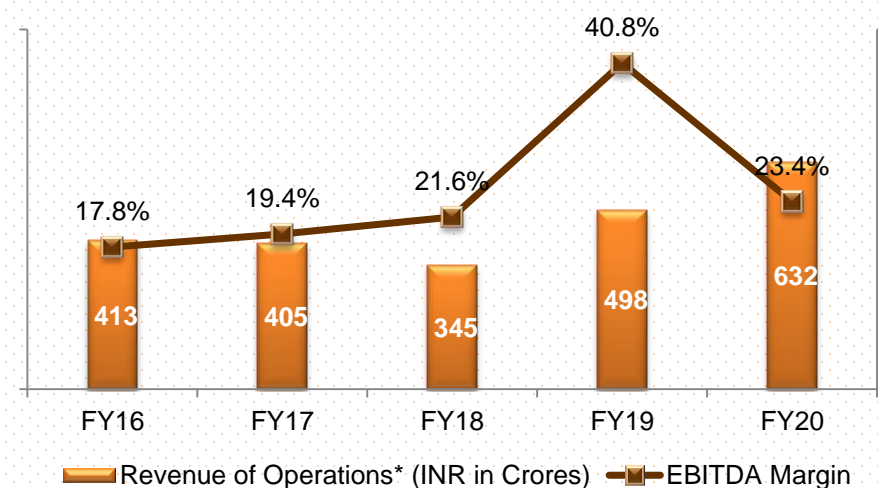
Distillery/Chemical Segment...

Among India's largest manufacturers of Ethanol

Average realizations...



EBITDA margins



Key Highlights

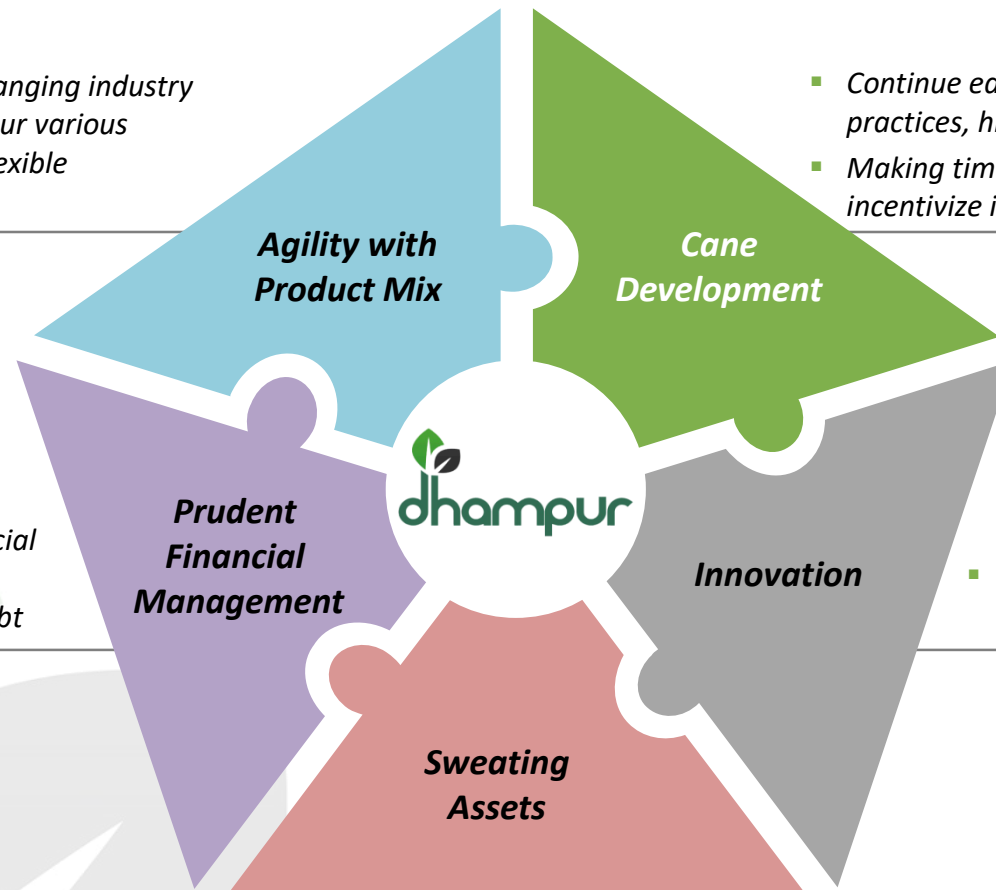


Future Business Strategy

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



Hand Sanitizer



The advertisement for Dhampure Hand Sanitizer features a blue and white color scheme. At the top left, there are two hexagonal images: the top one shows three bottles of hand sanitizer, and the bottom one shows a single bottle. The brand name 'dhampure' is written in red lowercase letters with a green leaf logo above the 'd'. Below this, 'HAND SANITIZER' is written in large white capital letters on a blue background. Underneath, it says 'Kills 99.99% of Germs and Bacteria' in yellow and 'MANUFACTURED IN INDIA' in white. A red banner with a green virus icon and the text 'STAY SAFE FROM THE DEADLY CORONAVIRUS 100% PURE PRODUCTS' is positioned above a paragraph of text. To the left of this text is a large image of a 5-liter white plastic jug of hand sanitizer. The paragraph describes the product as an alcohol-based disinfectant effective against viruses, available in 200 ml, 500 ml, and 5-liter sizes. Below the paragraph is a table titled 'WHO RECOMMENDED FORMULATION - I' listing the ingredients and their concentrations. At the bottom, it states the manufacturer is Dhampur Sugar Mills Ltd., Unit Asmoli, (Distillery Division), Vill. & P.O. Asmoli, Distt. Sambhal U.P.

dhampure

HAND SANITIZER

Kills 99.99% of Germs and Bacteria

MANUFACTURED IN INDIA

STAY SAFE FROM THE DEADLY CORONAVIRUS
100% PURE PRODUCTS

Dhampure Hand Sanitizer is an alcohol-based disinfectant which is very effective against viruses. Available for bulk purchase in sizes of 200 ml, 500 ml and 5 litres.

WHO RECOMMENDED FORMULATION - I

Alcohol (Ethyl Alcohol)	: 80% v/v
Glycero	: 1.45% v/v
Hydrogen Peroxide	: 0.125% v/v
Purified Water	: QS

Store in Original containers in approved flame-proof area

Manufactured by: Dhampur Sugar Mills Ltd., Unit Asmoli, (Distillery Division)
Vill. & P.O. Asmoli, Distt. Sambhal U.P.

- *Company has started production of Hand Sanitizer.*
- *Presently manufacturing in 200 ml, 500ml and 5 liters packing sizes.*



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