

DHAMPUR SUGAR MILLS LIMITED

RESULTS PRESENTATION

FY 2020 21

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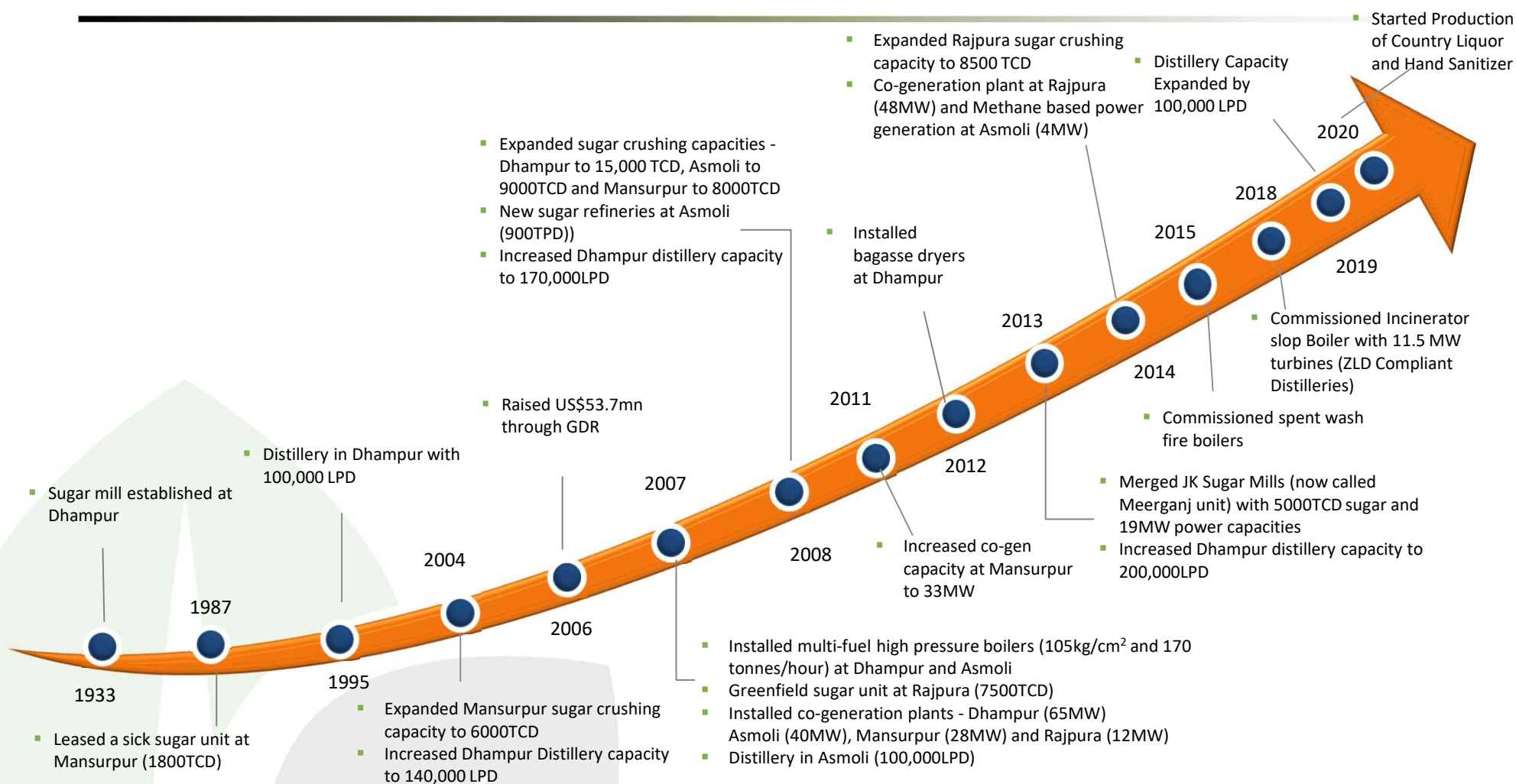
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The financials for FY 2019-20 are based on audited financials approved by the Board, subject to shareholders approval.

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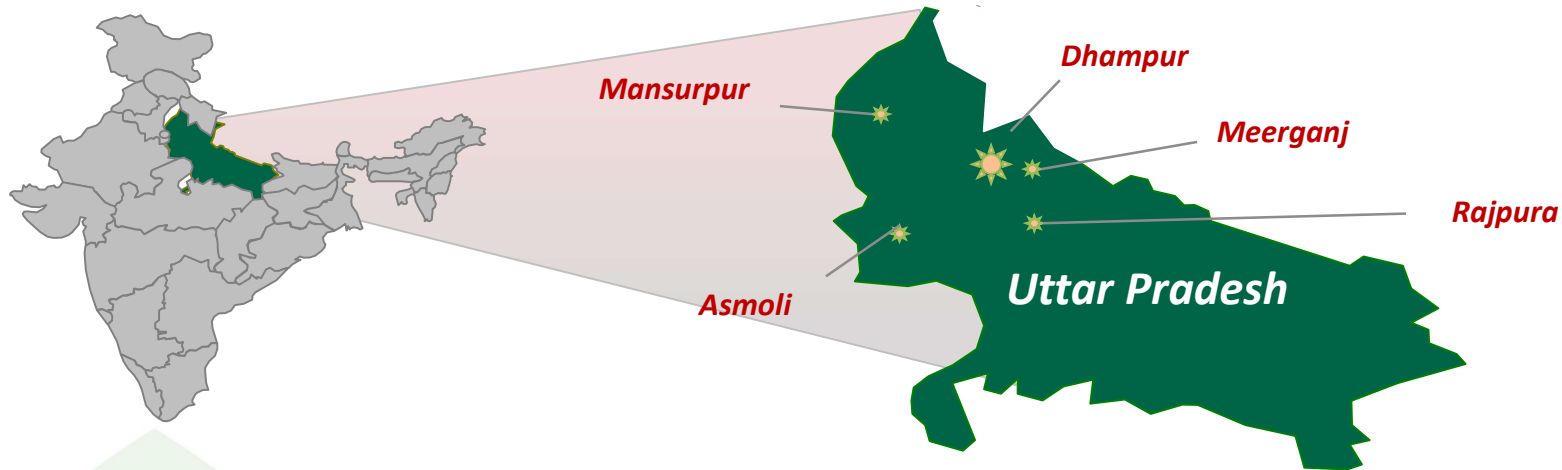
Key Milestones



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		

100,000 LPD capacity expansion at Asmoli unit is under progress

Overview - Sector

- *India's sugar production estimated for SS 20-21 around 30.2 million tons.*
- *Consumption estimated around 26 million tons.*
- *Minimum Selling Price (MSP) - Rs 31/kg*
- *Fair and Remunerative Price (FRP) for sugar season 2020-21 has been increased by ₹10/Qtl to ₹285 per quintal linked to a basic recovery rate of 10%; providing a premium of ₹2.85 per quintal for every 0.1% increase in recovery above that level.*
- *State Advised Price (SAP) for sugar cane for sugar season 2020-21 has been kept unchanged at ₹ 315/Qtl (General Variety) from last season in U.P*

Overview – Sector...

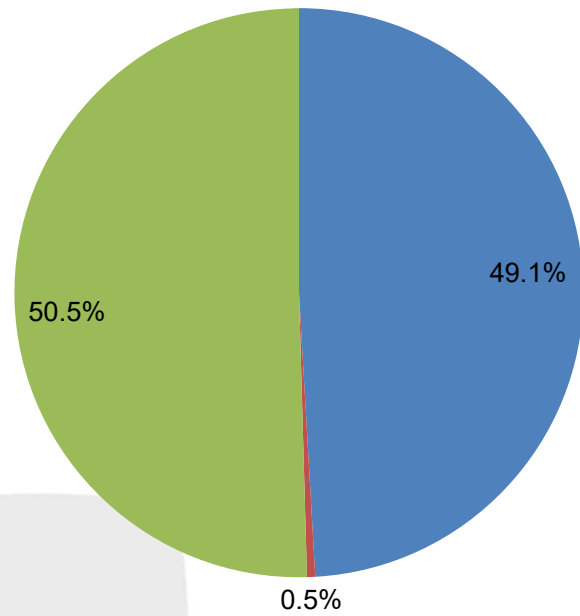
- *Central government has announced maximum admissible export quantity (MAEQ) of 6 million tonnes with the assistance of ₹6000 per MT to Sugar mills on exports of sugar in order to improve the liquidity position of the Sugar mills and enable them to clear cane dues.*
- *Domestic Sugar Prices hovering around ₹33/Kg.*
- *New Bio Fuel Policy allowing manufacturing of ethanol from B-heavy molasses as well as from direct sugar cane juice.*
- *Basic price of ethanol, derived out of C heavy molasses, increased by ₹1.94/litre to ₹45.69/litre (ex mill) for supply period from 1st December 2020 to 30th November 2021.*
- *Basic price of ethanol, derived out of B heavy molasses, increased by ₹3.34/litre to ₹57.61/litre (ex mill) for supply period from 1st December 2020 to 30th November 2021.*
- *Basic price of ethanol, derived out of sugar cane juice, increased by ₹3.17/litre to ₹62.65/litre (ex mill) for supply period from 1st December 2020 to 30th November 2021.*

Balance Sheet getting Stronger

- *Long term and short term ratings of the Company stands at A+ (Outlook: Stable) and A1+ respectively as assigned by India Ratings and Research.*
- *Ratings of the Company stands at A with Stable outlook as assigned by CARE.*
- *The Company repaid long term loans of ₹38.49. crores during Q4FY20*
- *Long Term Loans stood at ₹384.83 crores including Soft loan of ₹168.61 crores, SDF loan of ₹49.69 crores and loan of ₹32.55 Crores at concessional rate of interest, as on March 31, 2021.*
- *Working Capital Loans as on March 31, 2021 stood at ₹708 crores, against ₹ 1201 crores as on 31st March 2020.*
- *Long Term Debt-Equity ratio at 0.28 as on March 31, 2021.*
- *Current Ratio stood at 1.19 as on March 31, 2021*

Shareholding Pattern

Shareholding Pattern As on March 31, 2021

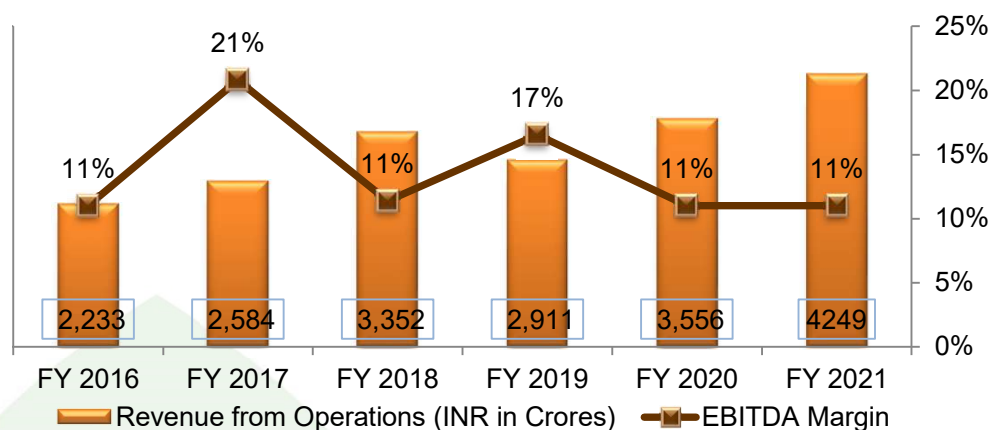


■ Promoter ■ Institutional ■ Public

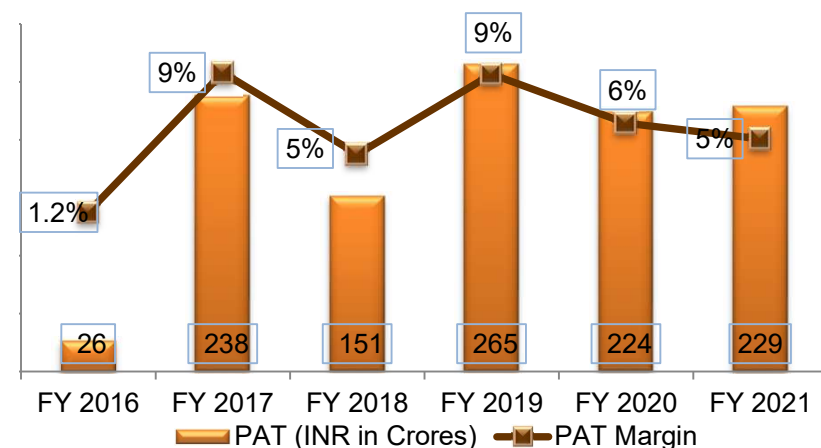
Annual Financial Performance

Financial Performance

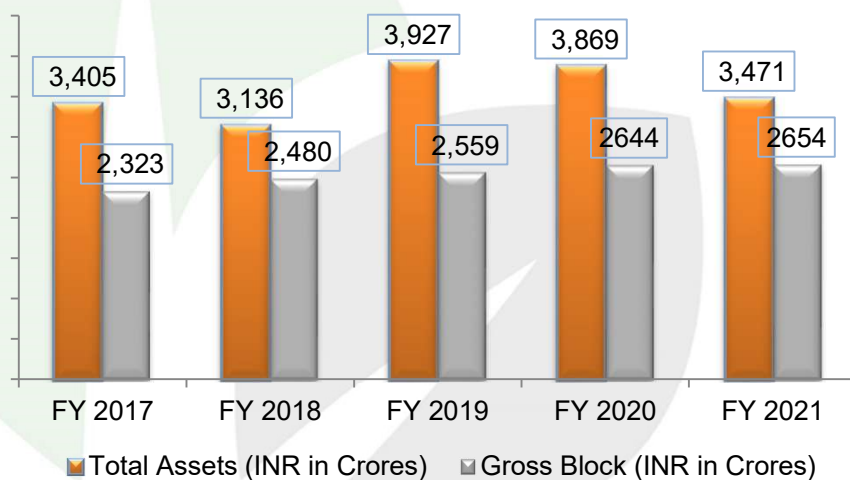
Revenue and EBITDA Margin



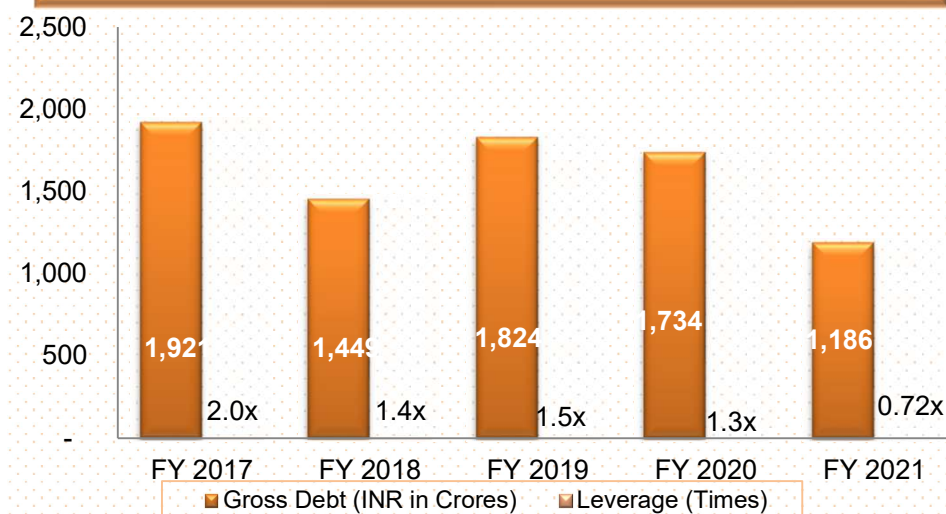
PAT Margins ...



Total Assets and Gross Block



Financial leverage (including Working Capital)



Financial Performance FY 20-21

- Q4FY 21 v/s Q4FY20 and FY21 v/s FY20

₹ in Crores

Particulars (₹ crore)	Q4 FY21	Q4 FY20	12M FY21	12M FY20
Revenues	1,078.29	1,092.75	4,248.98	3,556.21
EBIDTA	168.52	123.37	472.84	392.30
EBIDTA Margin	15.6%	11%	11%	11%
Depreciation	20.03	21.26	77.71	76.04
EBIT	148.49	102.11	395.13	316.26
EBIT Margin	13.8%	9%	9.3%	9%
Interest	19.91	25.44	79.88	100.59
PBT	128.59	76.67	315.26	215.67
PAT Continuing Operations	91.50	107.15	229.09	224.03
PAT after Discontinued Operations	91.44	104.08	228.97	215.63
EPS (₹/Share)	13.77	15.68	34.52	32.61

Segmental Overview

₹ in Crores

Revenues (₹ crore)	Q4 FY21	Q4 FY20	Growth (Q-O-Q)	12M FY21	12M FY20	Growth (Y-O-Y)
Sugar	976.29	942.12	4%	3,723.49	2,989.72	25%
Power	154.06	69.77	121%	371.51	363.71	2%
Distillery/Chemicals	224.11	181.35	24%	844.54	632.08	34%

PBIT (₹ crore)	Q4 FY21	Q4 FY20	Growth (Q-O-Q)	12M FY21	12M FY20	Growth (Y-O-Y)
Sugar	37.65	50.34	-25%	120.62	126.68	-5%
Power	62.17	21.95	183%	122.21	115.76	6%
Distillery/Chemicals	60.17	46.28	29%	199.82	130.16	53%

Segmental Overview

₹ in Crores

Assets (₹ crore)	12M FY21	12M FY20	Growth (Y-O-Y)
Sugar	2,352.02	2,718.80	-13.50%
Power	626.92	671.71	-6.67%
Distillery/Chemicals	429.37	369.03	16.35%

Liabilities (₹ crore)	12M FY21	12M FY20	Growth (Y-O-Y)
Sugar	633.77	635.10	-0.2%
Power	9.43	10.26	-8%
Distillery/Chemicals	38.47	26.22	47%

Sugar Segment

Operational

Particulars	Cane Crushed [#]	Sugar Production [#]	Recovery (%)	Sugar Sales [#]	White Sugar Realizations (₹/kg)
Q4 FY21	35.92	3.94	10.96	2.48	32.12
Q4 FY20	33.93	3.83	11.29	2.59	32.38
12M FY21	80.01	8.51	10.64	9.83	32.61
12M FY20	69.16	7.66	11.08	8.21	32.66

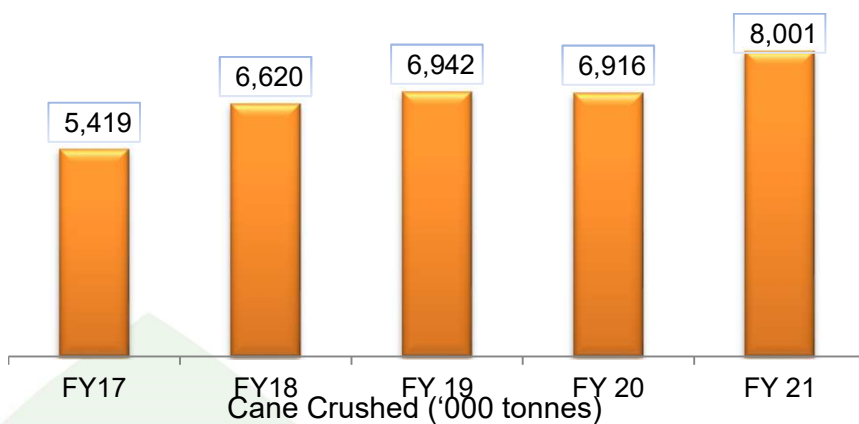
#Lac Tonnes

- Sugar Sale in FY21 includes exports of raw Sugar of 1.97 lac tons against export of 1.69 lac tons last year.
- Sugar Production in FY21 includes raw sugar production of 1.56 lacs tons as against raw sugar production of 2.02 lac tons in FY 20
- Achieved recovery of 11.71% (incl. sacrifice of sugar in B Heavy molasses) in FY 21 as compared to 11.94% in FY 20.
- Closing Stock of Sugar Stood at 3.33 Lac Tons valued at ₹ 30.20/kg.

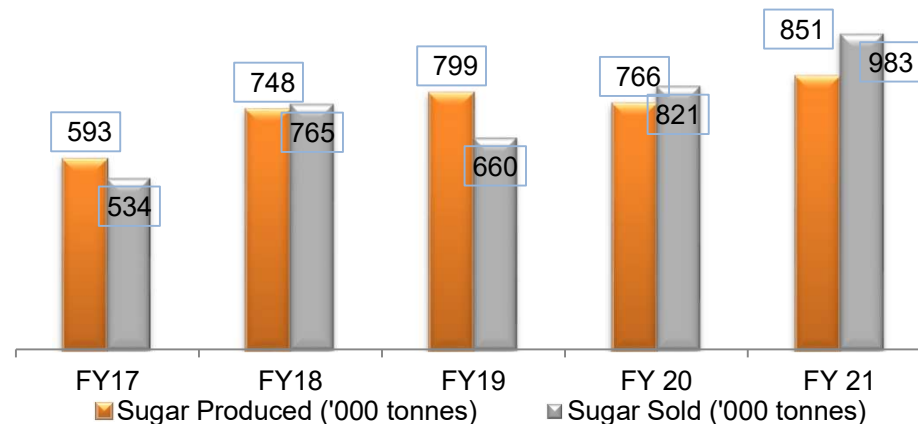
Sugar Segment

Sugar prices and recovery rates

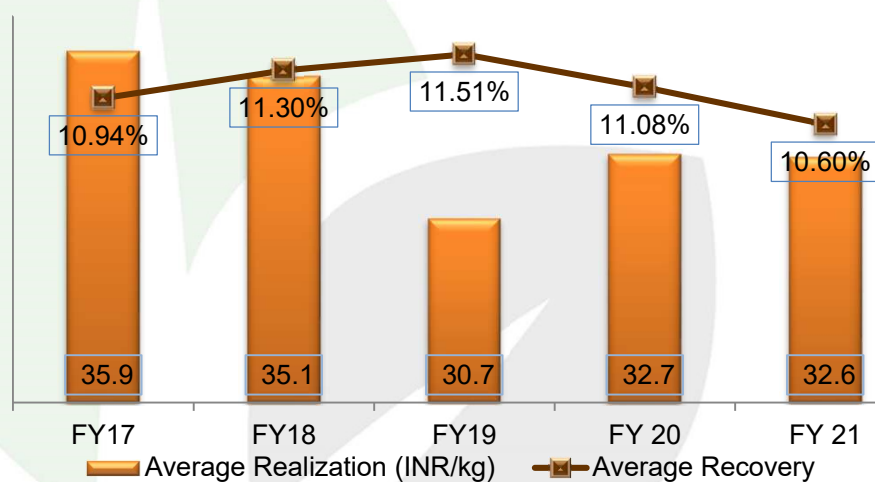
Cane crushing...



Sugar production & sales...

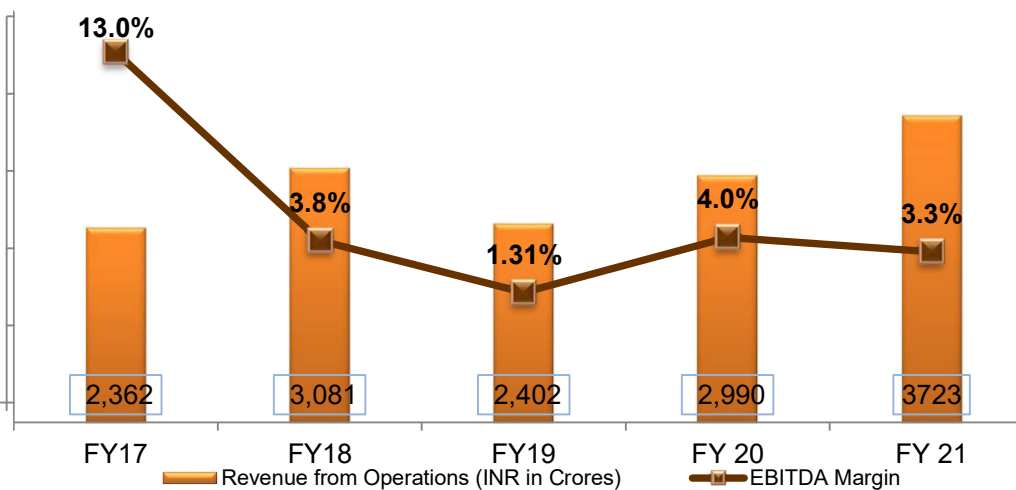


Sugar recovery and average sugar realisation



Sugar Recovery is net of Sugar Sacrifice in B Heavy Molasses

Revenue and EBITDA Margin



Power Segment

Operational

#cr units

Particulars	Power Generation [#]	Power Export to UPPCL [#]	Realizations (₹/unit)
Q4 FY21	32.20	16.40	3.22
Q4 FY20	31.49	16.33	3.16
12M FY21	74.16	35.43	3.20
12M FY20	69.28	35.24	3.12

Distillery/Chemical Segment

Operational

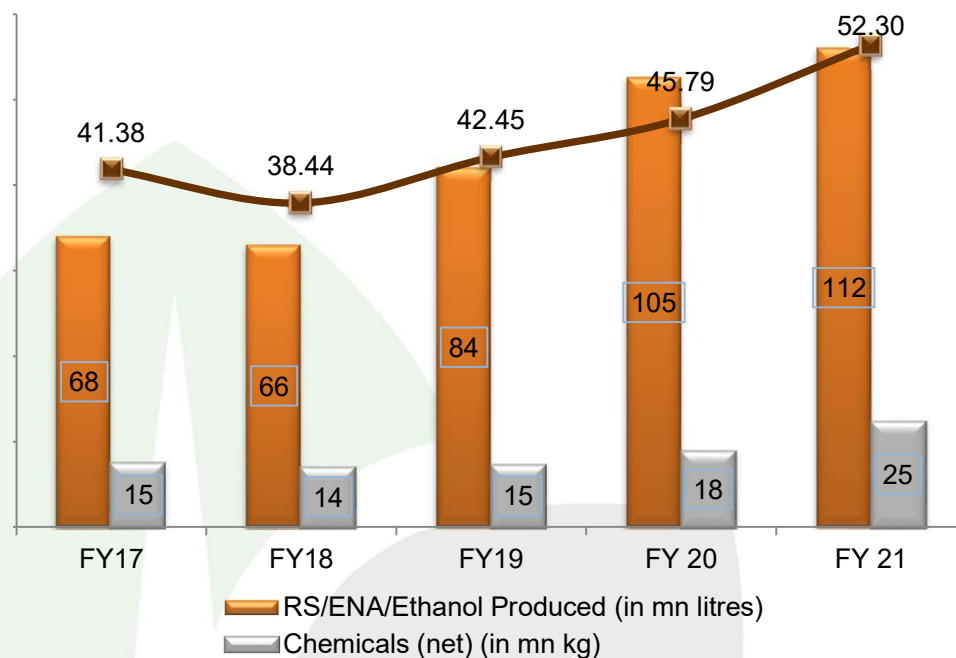
Particulars	Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
	Production	Sales	Production	Sales
Q4 FY21	64.13	66.26	328.51	269.21
Q4 FY20	50.02	39.66	280.08	238.14
12M FY21	246.04	252.72	1,124.27	1,104.05
12M FY20	176.39	166.17	1,050.77	977.34

- *The Company manufactured 907.2 lac BL of Ethanol derived out of B Heavy Molasses against 408.28 Lac BL Ethanol derived out of B Heavy Molasses last year.*
- *Average Realisation of Ethanol for FY 21 stood at Rs 52.29/ltr against Rs 45.79/ltr last year*

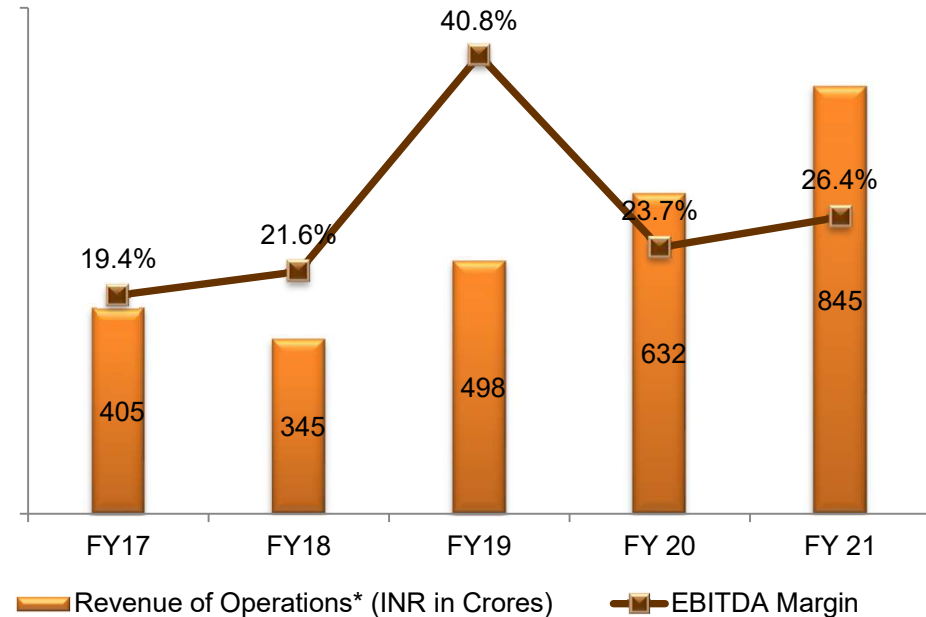
Distillery/Chemical Segment...

Among India's largest manufacturers of Ethanol

Average realizations...



EBITDA margins



Key Highlights



Future Business Strategy

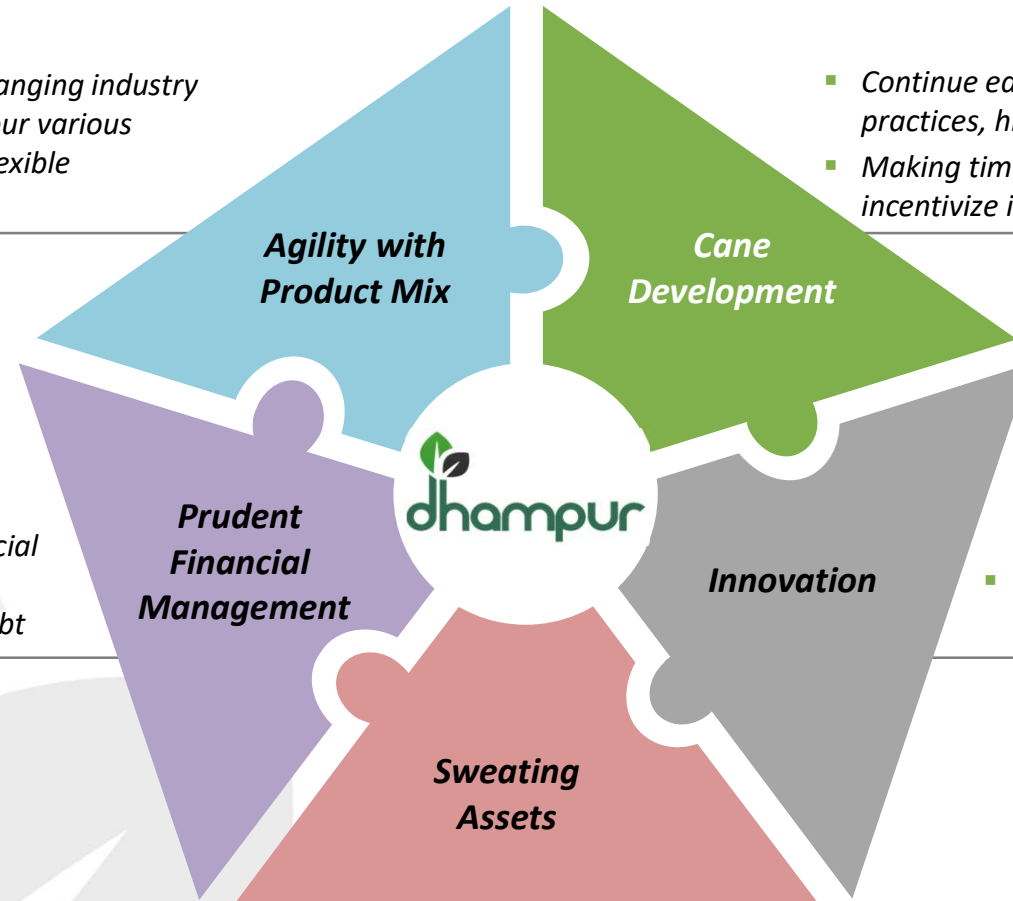
We are currently one of the leading integrated sugar companies in India. We plan to increase our asset utilization while we keep improving on our best practices

- *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*

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DIL MEIN MITHAAS





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