



**Dhampur Sugar Mills Limited**

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02.02.2019

To,

Asst. Vice President  
National Stock Exchange of India Ltd.  
Exchange plaza, Bandra Kurla Complex  
Bandra (E)  
Mumbai - 400 051

Asst. General Manager  
Dept of Corp. Services,  
BSE Limited  
P.J. Towers, Dalal Street, Fort,  
Mumbai: 400001.

Dear Sir,

**Reg : Submission under Regulation 46(2) (o) of SEBI(Listing Obligations and Disclosures Requirements) Regulations, 2015.**

Please find attached Investor Presentation in compliance with Regulation 46(2) (o) of SEBI (Listing and Obligations Requirements) Regulations, 2015.

Kindly take the information on record.

Thanking you,

Yours faithfully,

For Dhampur Sugar Mills Limited

Aparna Goel  
Company Secretary  
M.No. 22787

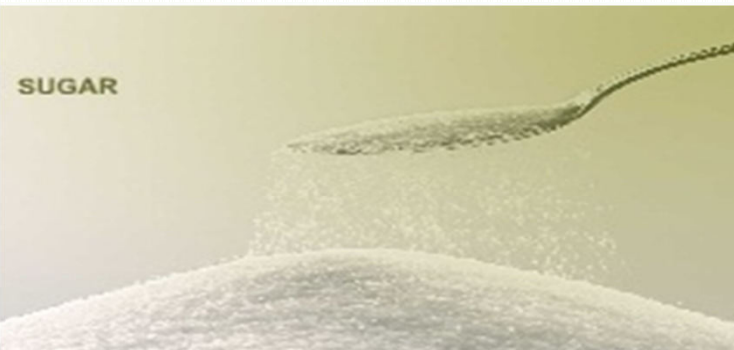


CIN : L15249UP1933PLC000511

Regd. Office: Dhampur, Dist. Bijnor, Pin Code: 246 761 (U.P.)

Branch Office: 1/125, Vijay Khand, Gomti Nagar, Lucknow - 226 010 (U.P.), Tel.: +91-522-239243

Sugar Units : 1. Dhampur, 2. Mansurpur, 3. Asmoli, 4. Rajpura, 5. Meerganj  
Distillery : Asmoli & Dhampur



# DHAMPUR SUGAR MILLS LIMITED

## RESULTS PRESENTATION

### Q3 FY2019

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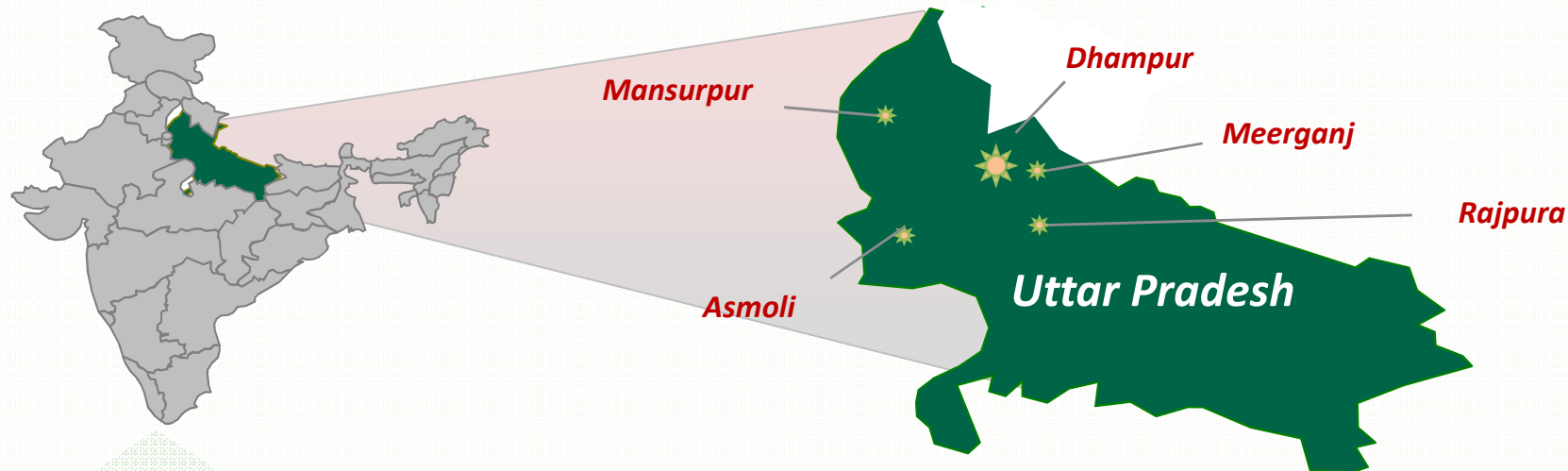
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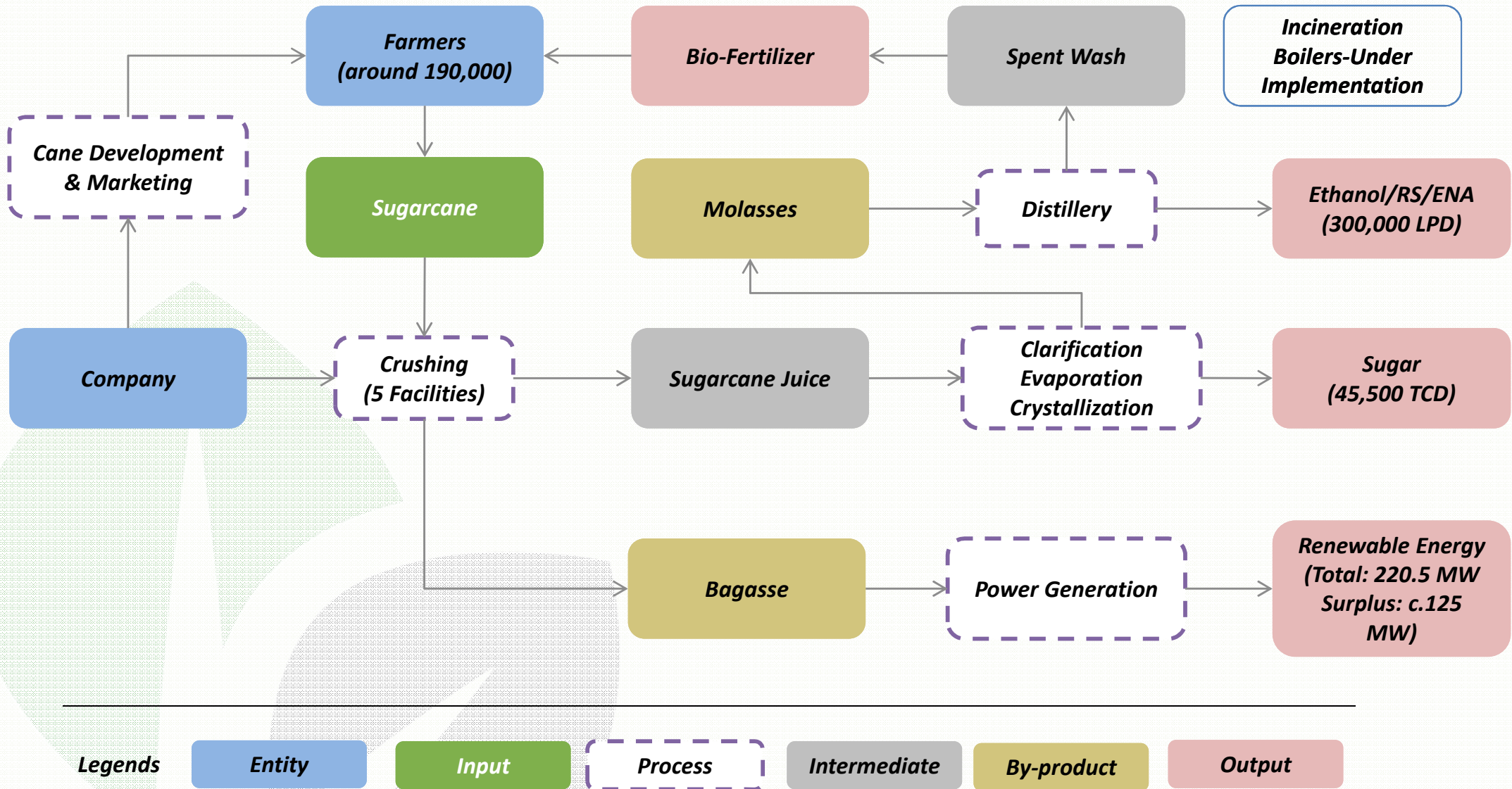
# Overview – Facilities



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			

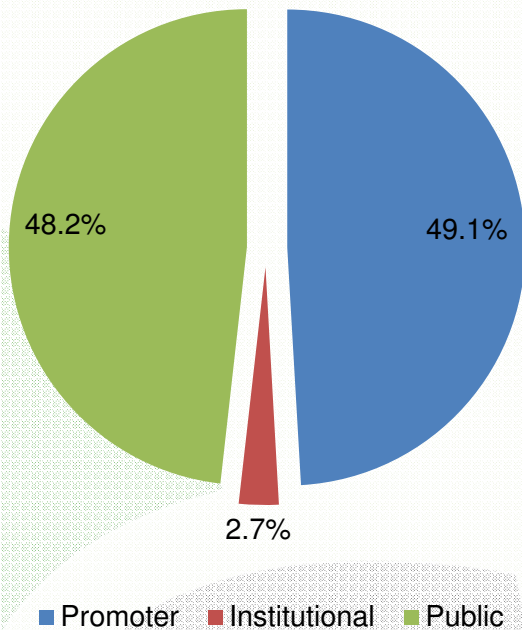
# Overview – Operations

We operate with the goal of maximum efficiency and zero waste



# Shareholding Pattern and Corporate Structure

Shareholding Pattern (As on Dec 31, 2018)



Corporate Structure As on Dec 31, 2018

Dhampur Sugar Mills Limited

Owns and operates all five integrated facilities

Subsidiaries

100%

Dhampur International Pte Ltd  
-Trading of Commodities

100%

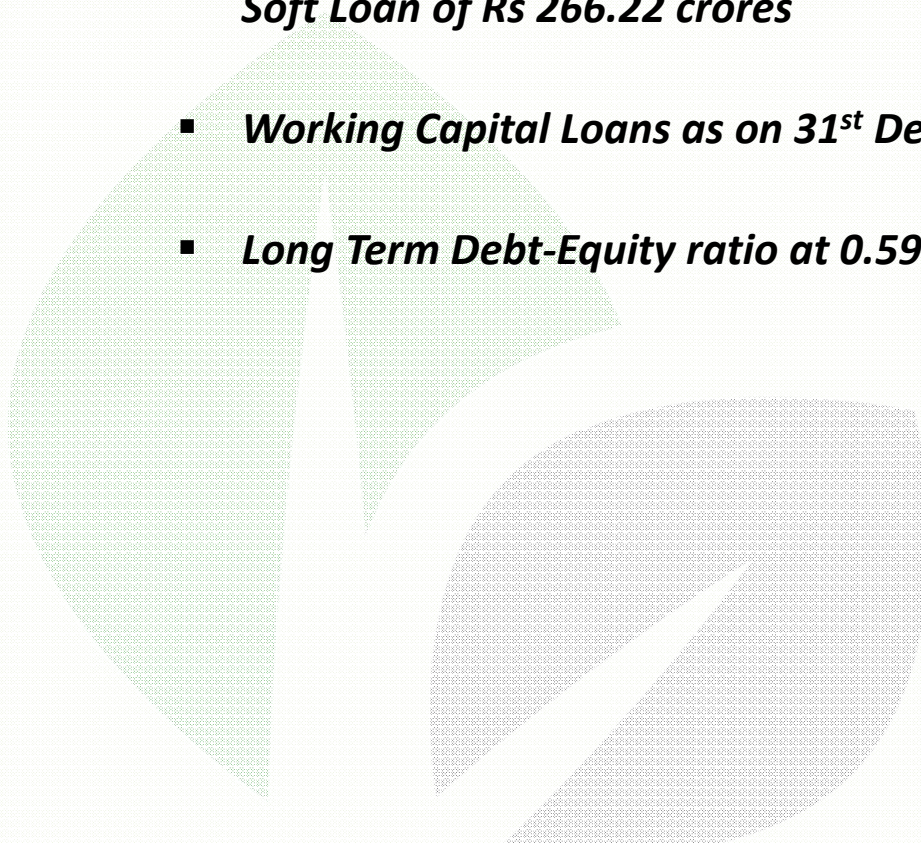
Ehaat Ltd  
-Rural Distribution Business

51%

DETS Ltd  
-Engineering & Technology

# Balance Sheet getting Stronger

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- **Long Term and medium term rating ratings of the Company stood at A (-) as assigned by CARE.**
  - **The Company repaid long term loans of Rs 41.44 crores during Q3 FY 19**
  - **Long Term Loans stood at Rs 687.48 crores as on 31<sup>st</sup> December 18, including availment of Soft Loan of Rs 266.22 crores**
  - **Working Capital Loans as on 31<sup>st</sup> December 18 stood at Rs 437.80 crores.**
  - **Long Term Debt-Equity ratio at 0.59 as on 31<sup>st</sup> December 2018.**
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# Overview - Sector

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- **India's sugar production for SS 17-18 was 32.2 million tonnes.**
- **Sugar Production for SS 18-19 estimated at 30.7 million tonnes**
- **Consumption estimated at 25.5 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 realizations are now hovering around ₹ 31500 per tonne (ex-mill).**



# Overview – Sector...

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- *Domestic Sugar Prices touched low of Rs 26/kg during Q1FY19. Presently hovering around ₹ 31.5/Kg .*
- *Sugar Season started with around 10 to 15 late as compared to last sugar season.*
- *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 Rs. 43.70 per litre (ex mill) for supply period from 1<sup>st</sup> December 2018 to 30<sup>th</sup> November 2019, manufactured out of C heavy molasses. Basic price of ethanol fixed at Rs. 52.43 Per liter (ex mill) for the same period for manufactured out of B heavy molasses*

# Overview – Sector...

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- *Release mechanism to help in stabilising of sugar sale prices.*
- *Sugar Selling prices are getting support from MSP of Rs 29/Kg*
- *MIEQ of 5 million tonnes of sugar announced*
- *A subsidy of Rs 13.88/qtl of sugar cane announced by Govt of India.*
- *Govt of India announced buffer stock of 3 million tonnes of sugar.*
- *A subsidy of Rs 4.50/ qtl of sugar cane crushed for Sugar Season 2017-18 announced by State Govt of U.P.*
- *Soft loan of Rs 4000 crores to sugar industry announced by State Govt of U.P.*

# Financial Performance

- **The Revenue of the company stood at Rs 798.51 crores in Q3 FY19 as against Rs 778.14 crores during Q3FY18.**
- **PBT stood at Rs 89.01 crores in Q3 FY19 as against Rs 99.72 crore during Q3FY18 (restated).**
- **PAT stood at Rs 82.05 crores in Q3 FY19 as against Rs 74.73 crores during Q3FY18 (restated).**
- **EPS stood at Rs 12.38 /share for Q3FY19.**
- **Q3FY 19 v/s Q3FY18**

Particulars (₹ crore)	Q3 FY19	Q3 FY18*	9M FY19	9M FY18*
Revenues	798.51	778.14	2065.69	2474.57
EBIDTA	120.52	136.95	288.36	355.07
Depreciation	16.50	16.01	43.27	40.70
EBIT	104.02	120.94	245.10	314.37
Interest	15.02	21.22	63.09	93.39
PAT	82.05	74.73	142.13	160.30
EPS (Rs./Share)	12.38	9.68	21.59	28.23

*\*restated*

# Segmental Overview

Revenues (₹ crore)	Q3 FY19	Q3 FY18*	9M FY19	9M FY18*
Sugar	663.75	760.46	1630.25	2293.54
Power	166.70	191.55	337.40	285.79
Distillery/Chemicals	103.09	72.53	359.19	236.88

PBIT (₹ crore)	Q3 FY19	Q3 FY18*	9M FY19	9M FY18*
Sugar	19.77	37.83	20.24	214.54
Power	67.19	78.93	122.75	104.36
Distillery/Chemicals	35.98	15.67	143.61	32.48

*\*restated*

# Sugar Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY19	663.75	65.64	19.77
Q3 FY18*	760.46	72.64	37.83
9M FY19	1630.25	64.78	20.24
9M FY18*	2293.54	78.83	214.54

## Operational

Cane Crushed#	Sugar Production#	Sugar Sales#	White Sugar Realizations (₹/kg)
21.26	2.33	1.76	31.72
25.38	2.69	1.77	35.94
34.51	3.89	4.70	30.43
30.78	3.32	5.61	36.45

#Lac Tonnes

- Sugar Sale in Q3FY19 includes exports of raw Sugar of 0.21 lacs ton.
- Sugar Production in Q3FY9 includes raw Sugar production of 1.11 lacs ton.
- Inventory as on 31<sup>st</sup> December 18 - 2.93 lac tonnes valued at average rate of Rs 30.20/kg

\*restated

# Power Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY19	166.70	16.49	67.19
Q3 FY18*	191.55	18.30	78.93
9M FY19	337.40	13.41	122.75
9M FY18*	285.79	9.82	104.36

## Operational

Power Generation <sup>#</sup>	Power Export to UPPCL <sup>#</sup>	Realizations (₹/unit)
20.22	11.33	5.16
24.44	14.62	4.98
41.66	23.27	5.18
37.20	22.81	5.01

#cr units

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

\*restated

# Distillery/Chemical Segment

## Financial

## Operational

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)	Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
				Production	Sales	Production	Sales
Q3 FY19	103.09	10.20	35.98	28.16	21.75	215.06	206.31
Q3 FY18*	72.53	6.93	15.67	27.55	20.25	215.27	155.34
9M FY19	337.40	14.27	143.61	127.77	138.16	641.96	650.53
9M FY18*	359.19	8.14	32.48	81.36	77.44	487.95	470.91

- **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 enhancement of 100,000 LPD under installation.**
- **Higher Ethanol Prices announced for Ethanol year 2018-19 (Dec –Nov)**
- **During Q3 FY19 Company has produced and sold ethanol from B-Heavy Molasses to the tune of 60.74 lacs BL and 47.60 lacs BL respectively.**

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# *Thank You*



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