



Dhampur Sugar Mills Limited

241, Okhla Industrial Estate, Phase- III

New Delhi – 110 020, India

Tel: +91-11-3065 9400, 4161 2456

Tele Fax +91-11-2693 5697

E - Mail : corporateoffice@dhampur.com

Website: www.dhampur.com

03.06.2020

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,

Sub: Conference Call Invitation and Investor Presentation

This is to inform that the Company is organizing a conference call on Thursday, the 4th Day of June, 2020 at 15.00 hrs IST, hosted by Prabhudas Lilladher to discuss the Company's Q4 FY20 Financial Results, subsequent to its Board Meeting held on 02nd June, 2020. (Invite attached)

Also Please find attached Investor Presentation in compliance with Regulation 46 (2) (o) of SEBI (Listing Obligations and Disclosure 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. Offc: Dhampur, Distt. Bijnor, Pin Code : 246761 (U.P.)

Branch Office : 1/125, Vijay Khand, Gomti Nagar, Lucknow -226010 (U.P.), Tel : +91-522-239243

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

Distillery: Asmoli & Dhampur

We cordially invite you to the Earnings Call with

Dhampur Sugar Mills Ltd. (DSM IN)

to discuss the Q4 FY20 Results

Represented by:

Mr. Gaurav Goel – MD

Mr. Nalin K Gupta – Chief Financial Officer

Mr. Vineet Gupta – Chief General Manager (Finance)

Mr. Akshat Kapoor – General Manager (Finance)

Thursday, June 4, 2020, at 15:00 hrs IST

15:30 hrs SGT & HK / 07:30 hrs GMT / 02:30 hrs EDT / 11:30 hrs PDT (previous day)

Dial-In Numbers:

Universal Access Number: +91-22- 6280 1360 / 7115 8261

Local Access Number: +91-7045671221

USA: 1 866 746 2133 | UK: 0 808 101 1573

Singapore: 800 101 2045 | Hong Kong: 800 964 448

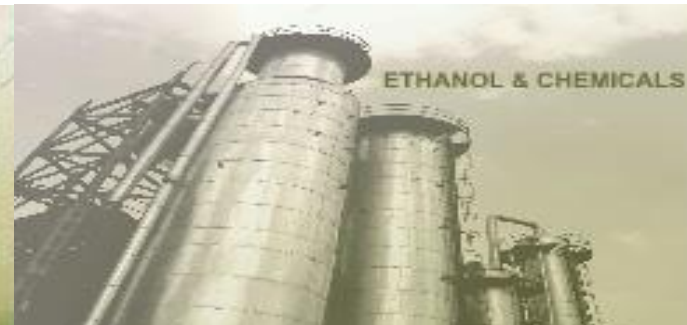


Click here to
ExpressJoin the Call

For further information, please contact

Prashant Biyani | PrashantBiyani@PLIndia.com | +91-22-6632 2260

NLatha | NLatha@PLIndia.com | +91-22-6632 2231



DHAMPUR SUGAR MILLS LIMITED

RESULTS PRESENTATION

FY 2019 20

Disclaimer

This presentation is strictly confidential and may not be copied, published, distributed or transmitted. The information in this presentation is being provided by Dhampur Sugar Mills Limited (also referred to as the 'Company'). By attending the meeting where this presentation is being made or by reading the presentation materials, you agree to be bound by following limitations:

The information in this presentation has been prepared for use in presentations by the Company for information purposes only and does not constitute, or should be regarded as, or form part of any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including the United States and India, nor shall it, or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including the United States and India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company.

This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force) or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended.

This presentation and its contents are strictly confidential to the recipient and should not be further distributed, re-transmitted, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person or press, for any purposes. In particular, this presentation is not for publication or distribution or release in any country where such distribution may lead to a breach of any law or regulatory requirement. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation or and if given or made, such information or representation must not be relied upon as having been authorized by us. Receipt of this presentation constitutes an express agreement to be bound by such confidentiality and the other terms set out herein. Any failure to comply with this restriction may constitute a violation of applicable securities laws.

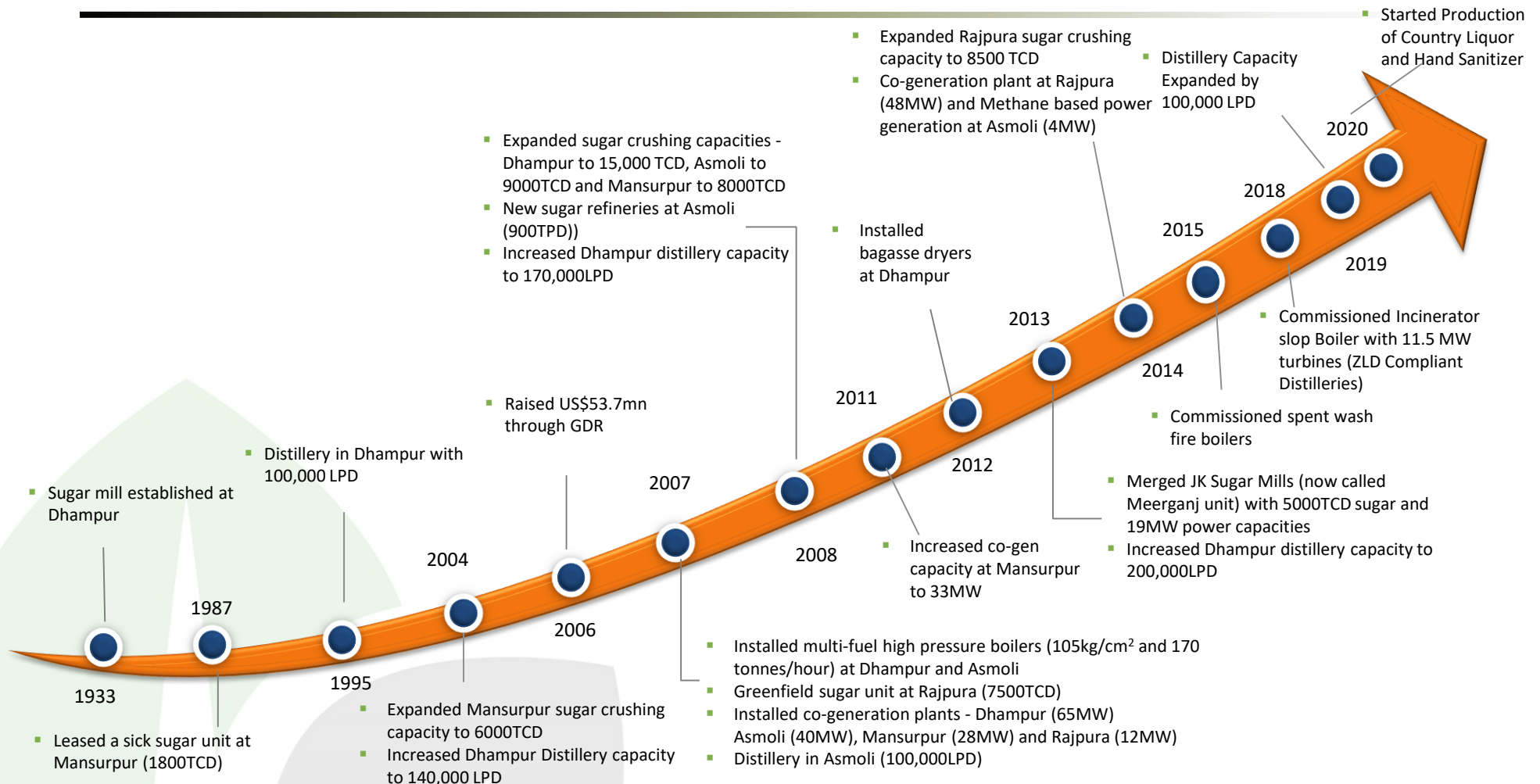
No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither the Company nor any of its affiliates, advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been independently verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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

THIS PRESENTATION IS NOT AN OFFER FOR SALE OF SECURITIES IN INDIA OR ELSEWHERE.

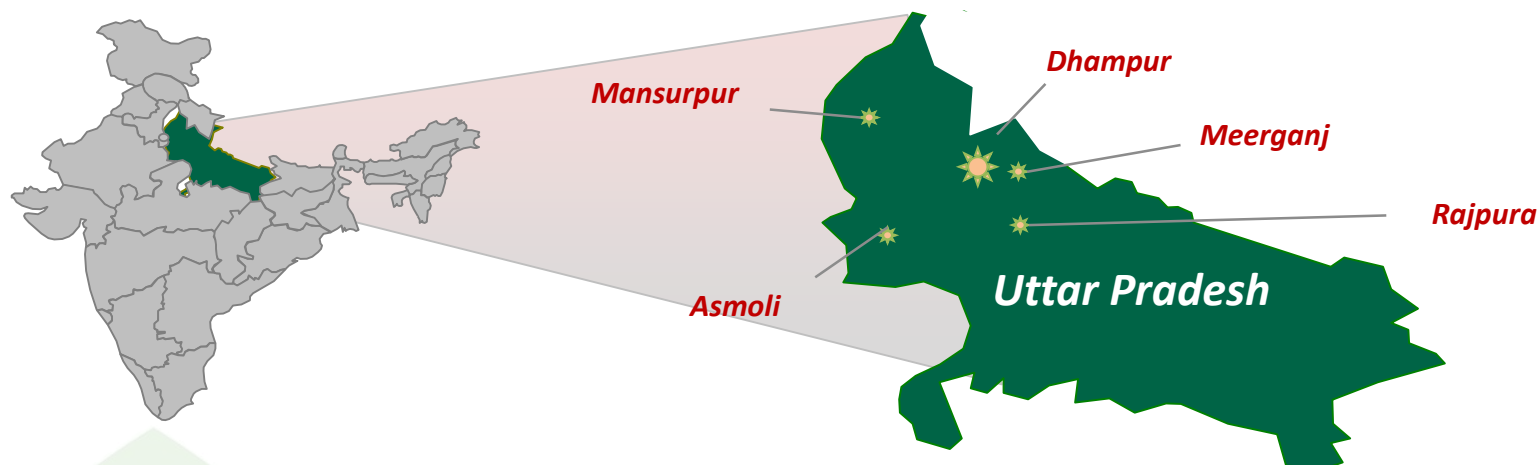
Key Milestones



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...

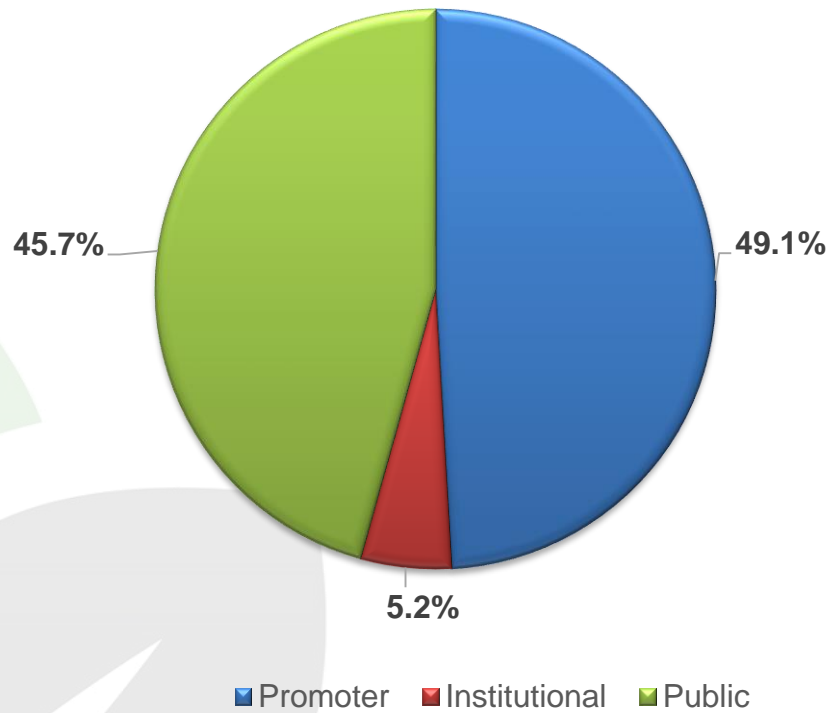
- *Central government has announced maximum admissible export quantity (MAEQ) of 6 million tonnes with the assistance of ₹10448 per MT to Sugar mills for expenses on marketing cost including handling, upgrading, other process cost, cost of transport and freight charges in order to improve the liquidity 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

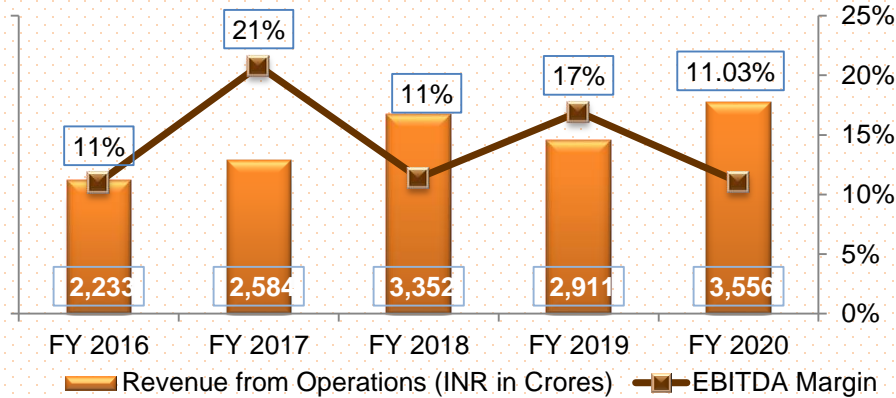
Shareholding Pattern As on March 31, 2020



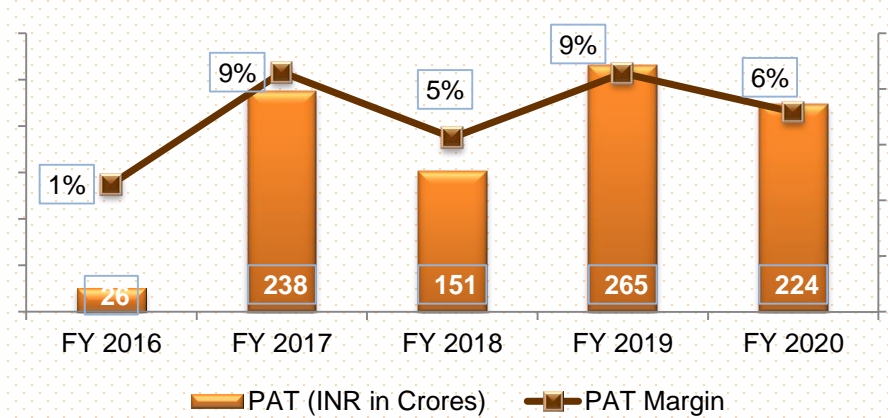
Annual Financial Performance

Financial Performance

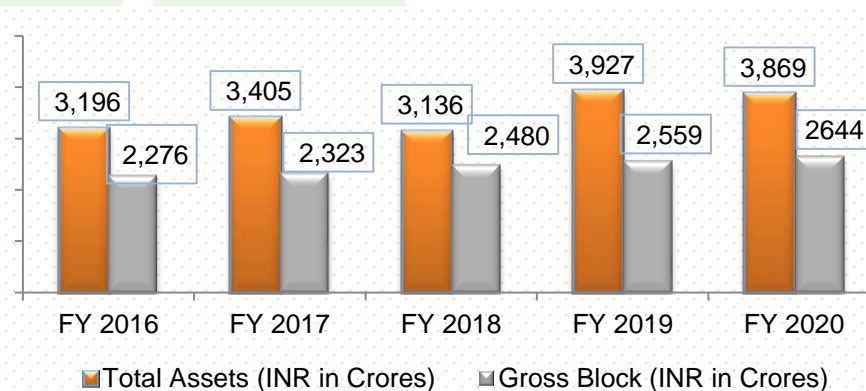
Revenue and EBITDA Margin



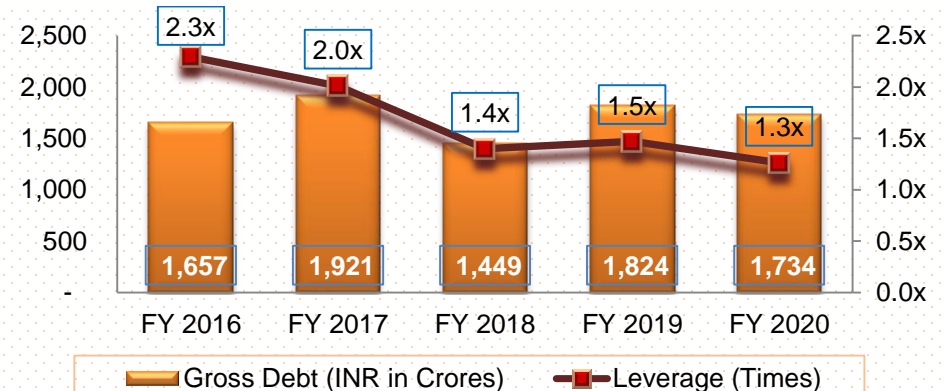
PAT Margins ...



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

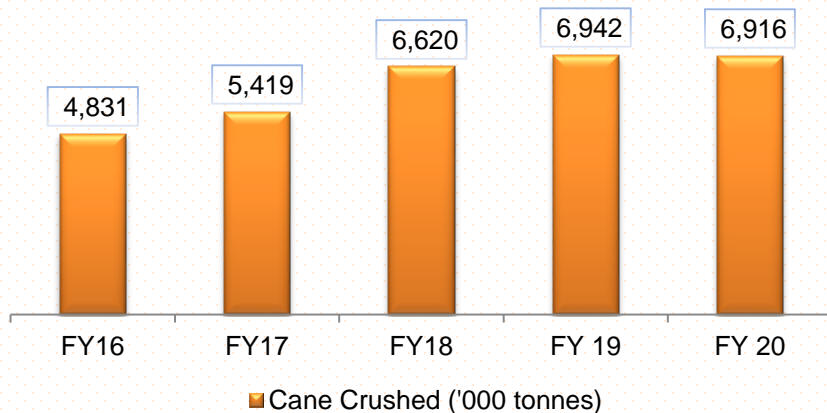
#Lac Tonnes

- 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.

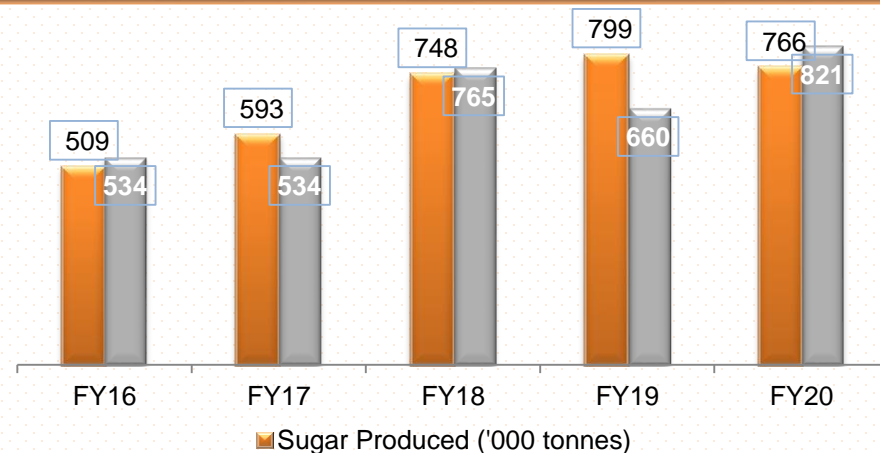
Sugar Segment

Sugar prices and recovery rates

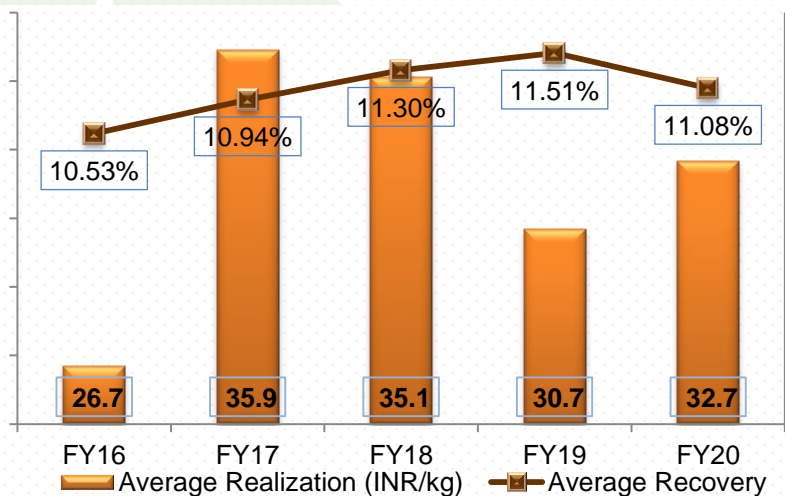
Cane crushing...



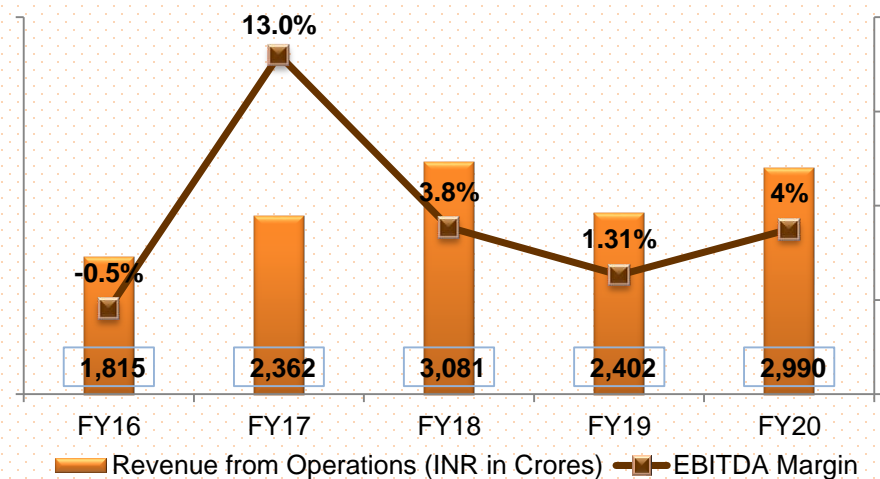
Sugar production & sales...



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

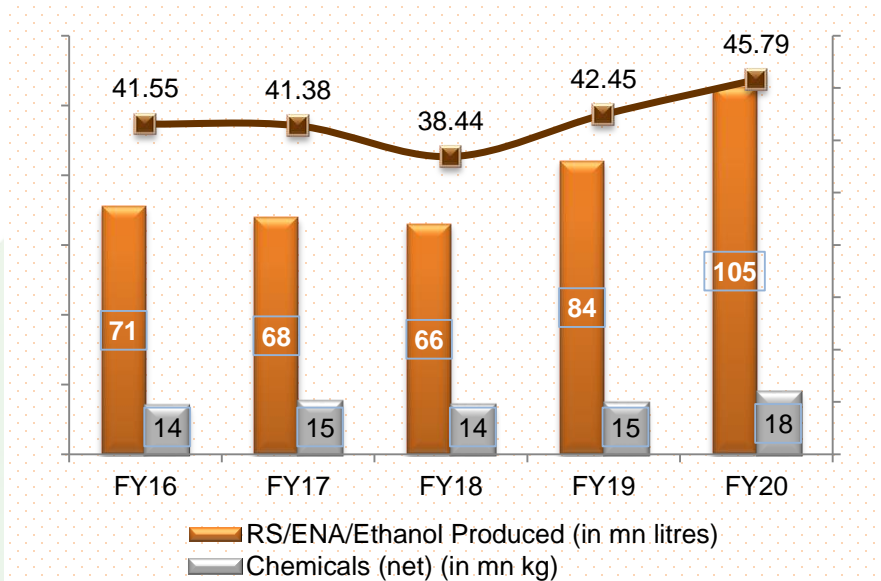
Particulars	Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
	Production	Sales	Production	Sales
Q4 FY20	50.02	39.66	280.08	238.14
Q4 FY19	17.70	24.08	259.42	249.42
12M FY20	176.39	166.17	1,050.77	977.34
12M FY19	145.47	162.24	840.94	899.95

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

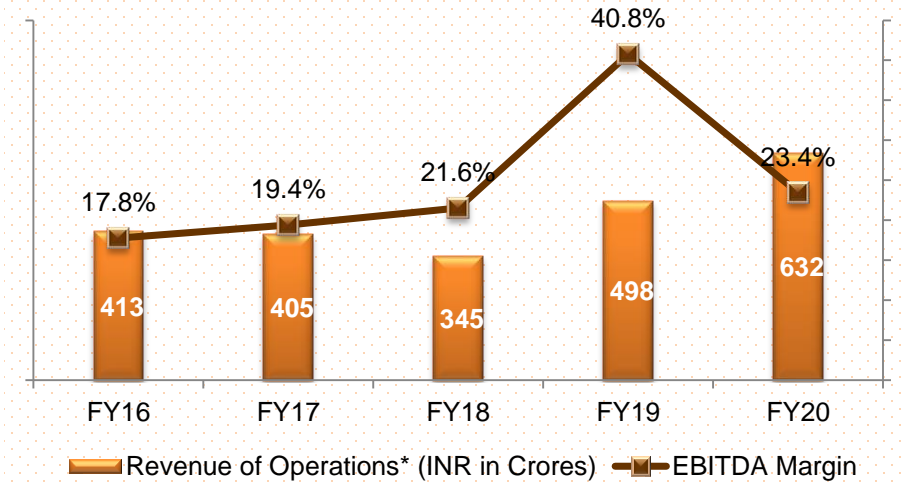
Distillery/Chemical Segment...

Among India's largest manufacturers of Ethanol

Average realizations...



EBITDA margins



Key Highlights



Future Business Strategy

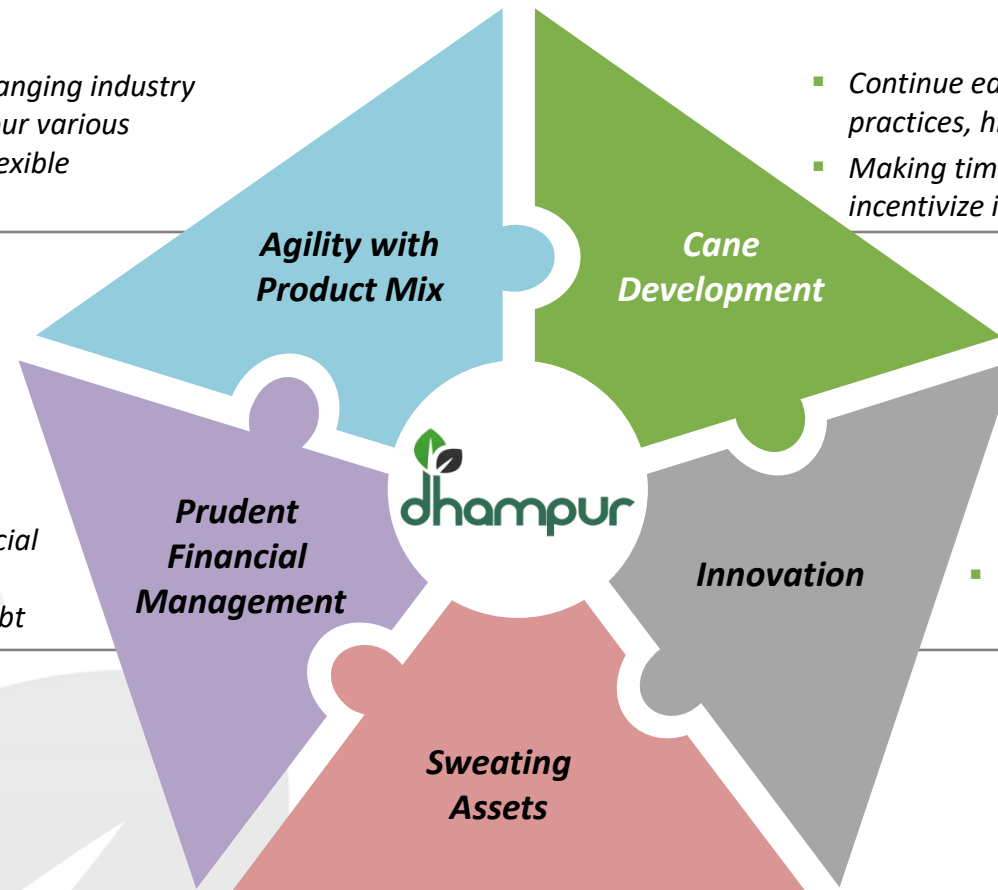
We are currently one of the leading integrated sugar companies in India. We plan to increase our asset utilization while we keep improving on our best practices

- 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



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.**



241 Okhla Industrial Estate Phase III, New Delhi – 110020. Tel: 91 - 11 – 30659400 Fax: 91 - 11 – 41612466
Email: corporateoffice@dhampur.com Website: www.dhampur.com