



**Dhampur Sugar Mills Limited**

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08.11.2017

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

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





# DHAMPUR SUGAR MILLS LIMITED

## RESULTS PRESENTATION

### Q2 FY2018

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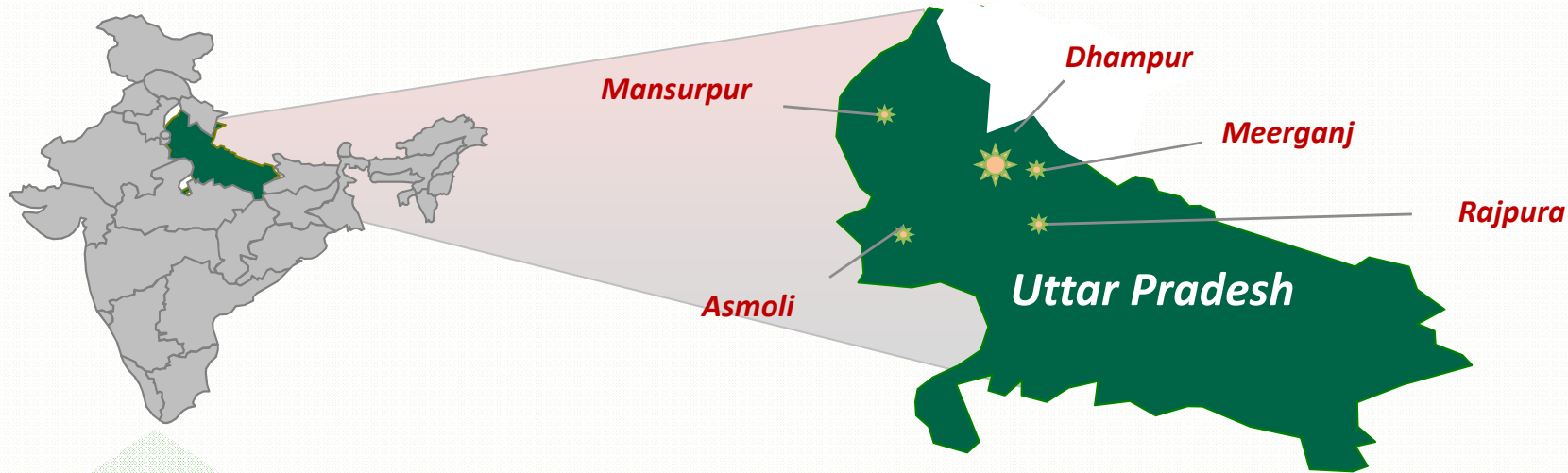
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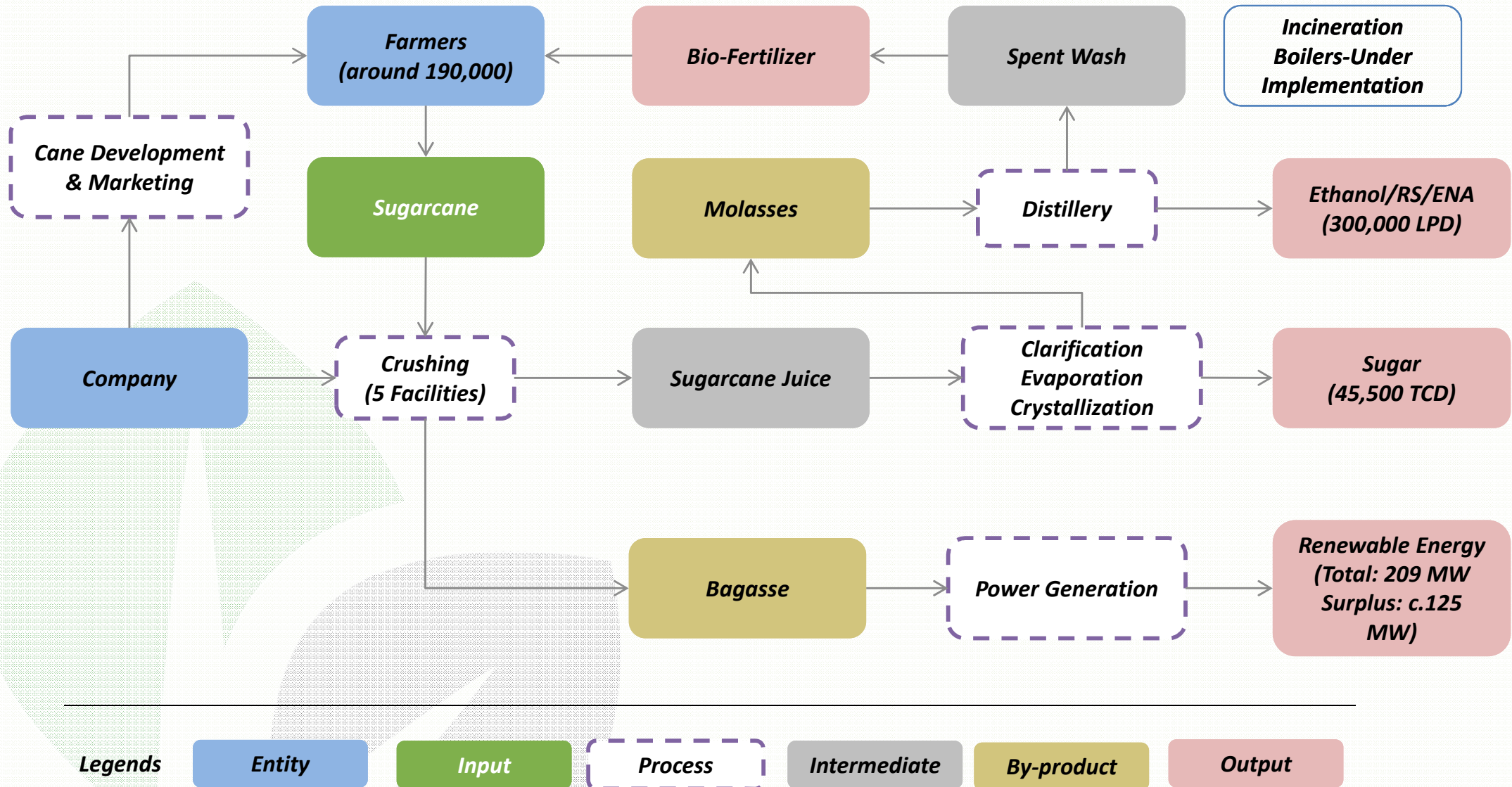
# Overview – Facilities



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)	209 (Surplus: c.125)	65	Bio Mass - 40 Bio Gas - 4	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		
Organic Manure - 'Power Booster' (tonnes/year)	20,000	15,000	5,000			

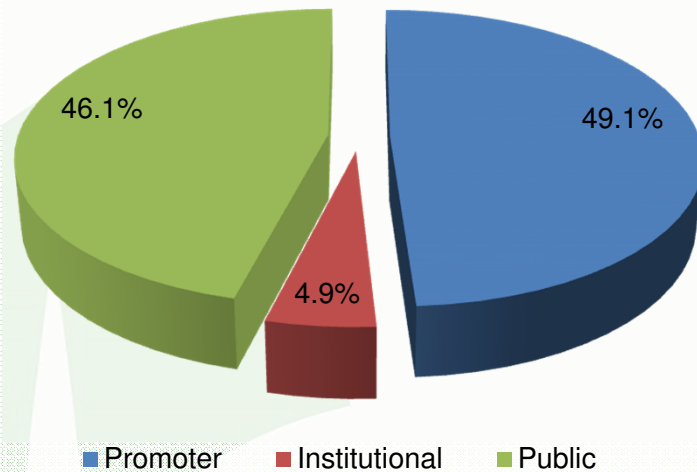
# Overview – Operations

We operate with the goal of maximum efficiency and zero waste



# Shareholding Pattern and Corporate Structure

Shareholding Pattern (As on Sep 30, 2017)



Corporate Structure As on Mar 31, 2017

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

# Overview - Sector

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- **India's sugar production for SS 16-17 was 20.30 million tonnes and expected production for the SS 17-18 is around 25.50 million tonnes**
- **Consumption estimated at 25 million tonnes during 2017-18**
- **FRP declared at Rs 2550/tonne of sugarcane linked to sugar recovery of 9.5% for ensuing sugar season.**
- **An increase of RS 10/quintal announced in SAP for U.P. for sugar season 2017-18**
- **Domestic sugar realizations are now hovering around ₹ 36500 per tonne (ex-mill).**
- **Ethanol Price fixed at ₹ 40.85 per litre for 2017-18**

# Financial Performance

- *The Revenue of the company grew by 15% to Rs 802.10 crores during Q2FY18 vis a vis Q2 FY 17*
- *PBT stood at Rs 86.98 crores Q2FY18, 44% higher as compared to Rs 60.45 crores during Q2FY17*
- *PAT stood at Rs 60.52 crores during Q2FY18 against Rs 36.75 crores during Q2 FY17*
- *EPS stood at Rs 9.12/share for Q2FY18 as against at Rs 5.54/share for Q2FY17*
- *Financial Results for the Quarter and Half Year Ended 30<sup>th</sup> September 2018:*

Particulars (₹ crore)	Q2 FY18	Q2 FY17	H1 FY18	H1 FY 17
Revenues	802.1	696.2	1696.4	1216.9
EBIDTA	126.3	109.0	270.7	216.0
Depreciation	11.3	11.6	24.7	23.9
EBIT	115.0	97.4	246.0	192.1
Interest	28.0	37.0	72.2	83.9
PAT	60.5	36.7	123.1	67.6
EPS (Rs./Share)	9.12	5.54	18.55	11.34



# Balance Sheet getting Stronger

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- **Long Term Ratings of the Company improved to A (-) and Short Term rating for CP stands at A1 as assigned by CARE**
- **The Company repaid long term loans of Rs 68.76 crores during Q2FY 18**
- **Long Term Loans stood at Rs 527.3 crores as on 30<sup>th</sup> September 17, including availment of loan of Rs 21.20 crores from ZLD projects**
- **Working Capital Loans as on 30<sup>th</sup> September 17 stood at Rs 474.62 Crores (Sugar Stocks - 75378 Tonnes), reduced from Rs 564.08 crores as on 30<sup>th</sup> June 2018, which will come down further with liquidation of sugar inventory**
- **Average cost of Long Term Debt stood at 8.78%**
- **Long Term Debt-Equity ratio at 0.51 as on 30<sup>th</sup> September 2017.**

# Segmental Overview

Revenues (₹ crore)	Q2 FY18	Q2 FY17	H1FY18	H1FY17
Sugar	750.5	619.9	1533.1	1016.8
Power	15.5	10.2	94.2	64.6
Distillery/Chemicals	51.6	76.3	164.4	206.9

PBIT (₹ crore)	Q2 FY18	Q2 FY17	H1FY18	H1FY17
Sugar	121.6	92.9	222.6	142.3
Power	1.6	0.7	31.0	20.8
Distillery/Chemicals	6.5	15.8	16.8	48.1

# Sugar Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q2 FY18	750.47	89.8	121.57
Q2 FY17	619.88	84.4	92.91
H1 FY 18	1533.08	82.3	222.65
H1 FY 17	1016.77	75.6	142.34

## Operational

Cane Crushed#	Sugar Production#	Sugar Sales#	Free Sugar Realizations (₹/kg)
-	-	1.95	37.03
-	-	1.57	35.94
5.4	0.63	3.83	36.69
2.69	0.29	2.48	35.45

# Lac Tonnes

- **Improved realization from sugar .**
- **Sugar Inventory 0.75 lac tonnes valued at Rs 30.66/Kg as on 30<sup>th</sup> September 17**

# Power Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q2 FY18	15.5	1.9	1.6
Q2 FY17	10.2	1.4	0.7
H1 FY 18	94.2	5.1	31.0
H1 FY 17	64.6	4.8	20.8

## Operational

Power Generation <sup>#</sup>	Power Export to UPPCL <sup>#</sup>	Realizations (₹/unit)
1.87	0.91	4.81
1.36	0.73	5.11
12.76	8.19	5.07
9.72	6.21	5.23

*# crore units*

- *Revenues and PBIT are marginally higher during Q2FY18 as compared to Q1FY17*
- *The Company continues to focus on this division for sustainable growth based contribution.*
- *Bagasse Stock as on 30th Sep 2017- 42640 MTs*

# Distillery/Chemical Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q2 FY18	51.6	6.2	6.5
Q2 FY17	76.3	10.4	15.8
H1 FY 18	164.4	8.8	16.8
H1 FY 17	206.9	15.4	48.1

## Operational

Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
Production	Sales	Production	Sales
8.7	14.9	105.8	112.7
18.2	13.3	111.8	151.8
53.8	57.1	272.7	315.6
47.2	42.1	282.1	375.2

**For Rectified Spirits/Ethanol/ENA/SDS, average realizations stood at ₹ 37.99 per BL in Q2FY18 as compared to ₹ 43.07 per BL in Q2FY17**

**Average realizations for Chemicals stood at ₹ 53.90/Kg in Q2 FY18 as compared to ₹ 50.63/Kg in Q2FY17**

**Molasses Stock as on 30<sup>th</sup> Sep 2017-63880 MTs**

**Spent wash fired boliers under zero discharge distillery projects to be commissioned by Nov 17**

**Focus on targeting business opportunities from segments that offers better margins**

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# *Thank You*



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