



**Dhampur Sugar Mills Limited**

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26.05.2017

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,

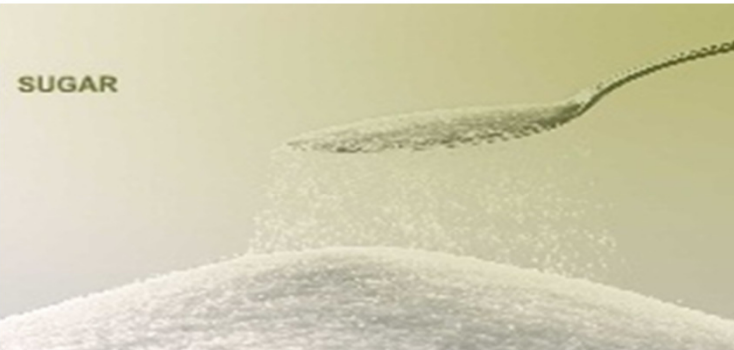
Sub: Submission under Regulation 46 (2) (o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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**

## **INVESTOR PRESENTATION**

### **FY 2016 17**

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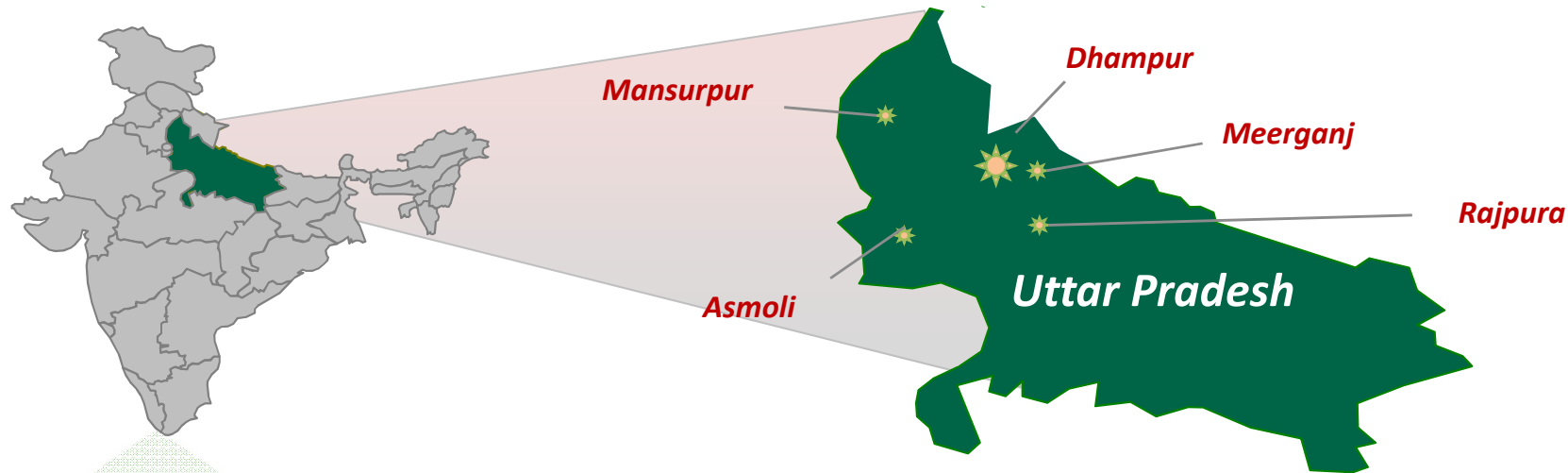
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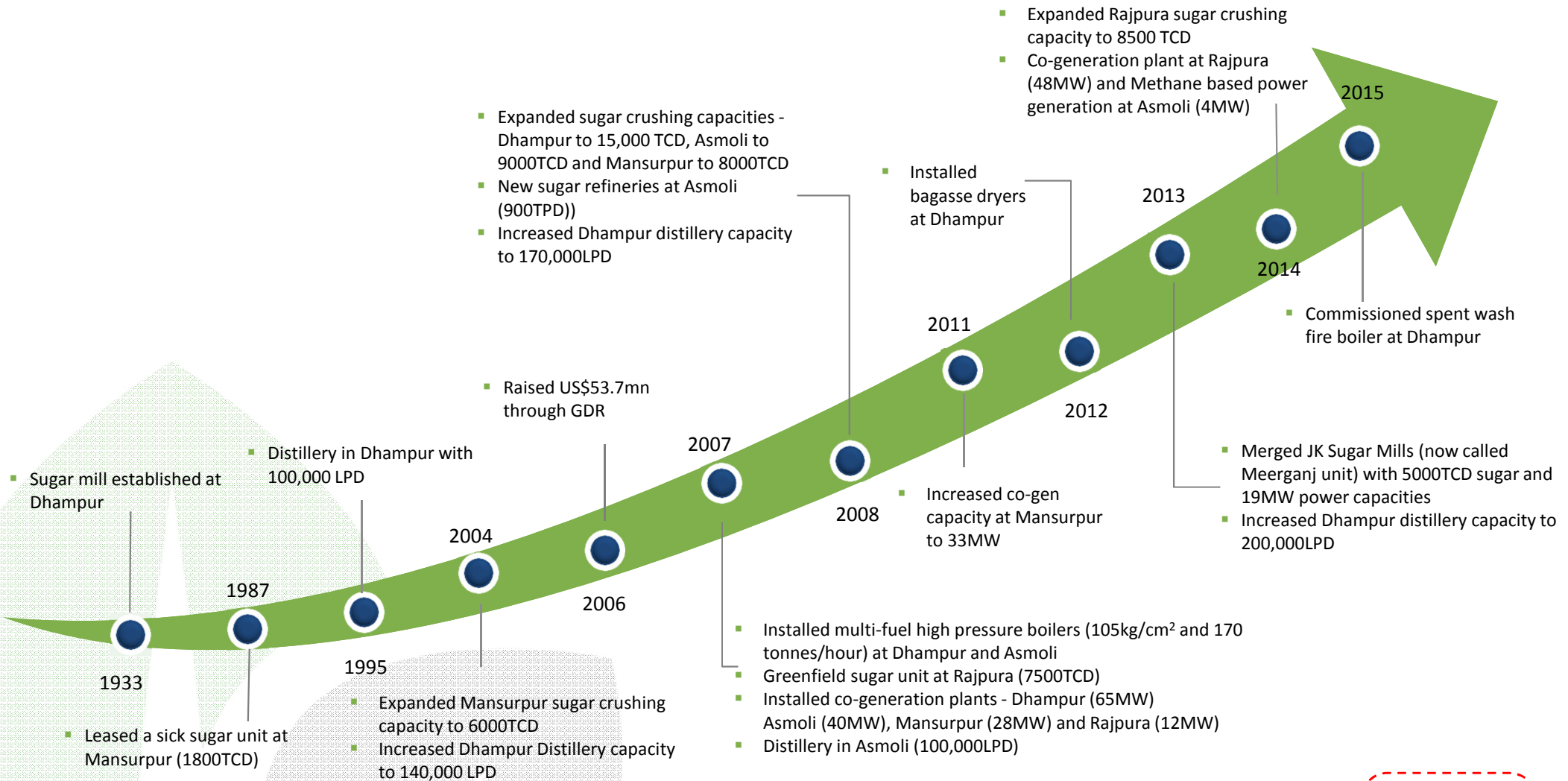
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# Overview – Facilities



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			

# Key Milestones

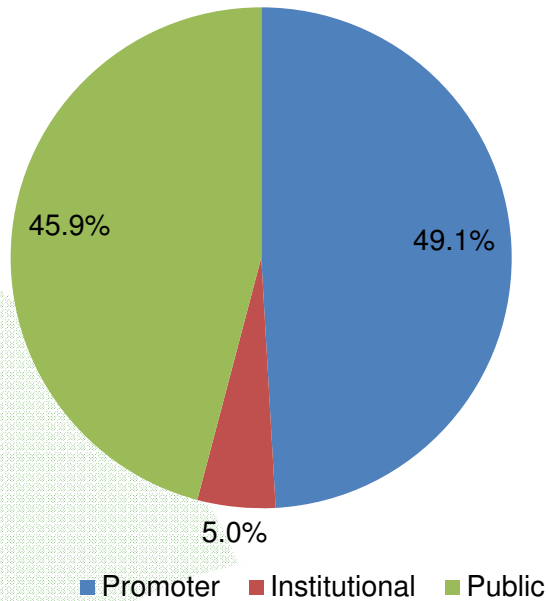


	2008	2011	2012	2013	2014	2015	2016
Sugar (TCD)	39,500	39,500	39,500	44,500	45,500	45,500	45,500
Power (MW)	145	150	150	169	209	209	209
Distillery (LPD)	270,000	270,000	270,000	300,000	300,000	300,000	300,000

Indicates capacity addition years

# Shareholding Pattern and Corporate Structure

Shareholding Pattern (As on Mar 31, 2017)



Corporate Structure As on Mar 31, 2017

Dhampur Sugar Mills Limited

Owns and operates all five facilities

Subsidiaries

100%

Dhampur International Pte Ltd  
-Trading of Commodities

100%

Ehaat Ltd  
-Rural Distribution Business

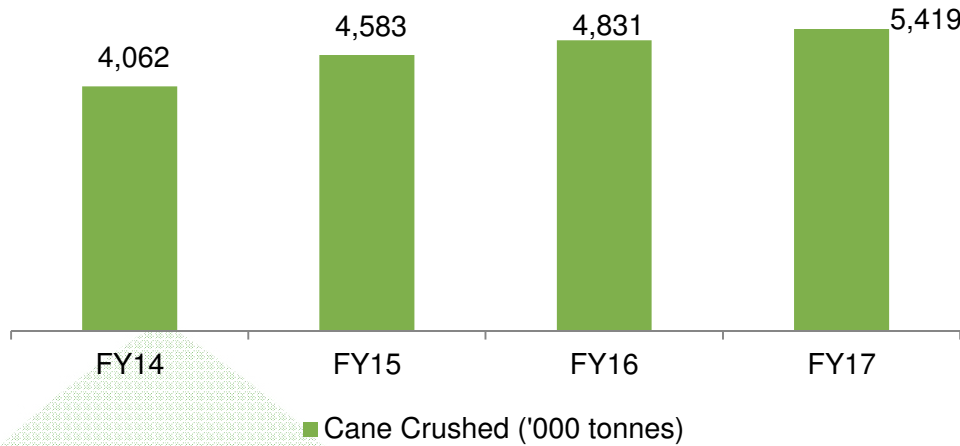
51%

DETS Ltd  
-Engineering & Technology

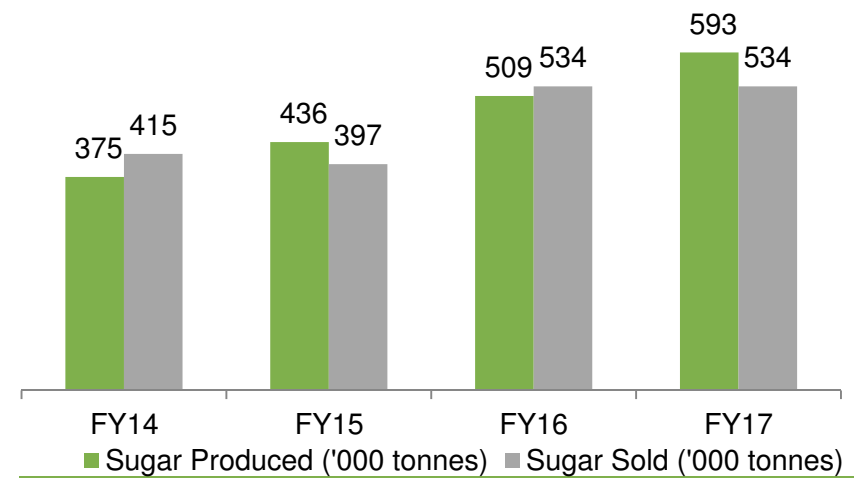
# Sugar

**Improving sugar prices and recovery rates driving the turnaround**

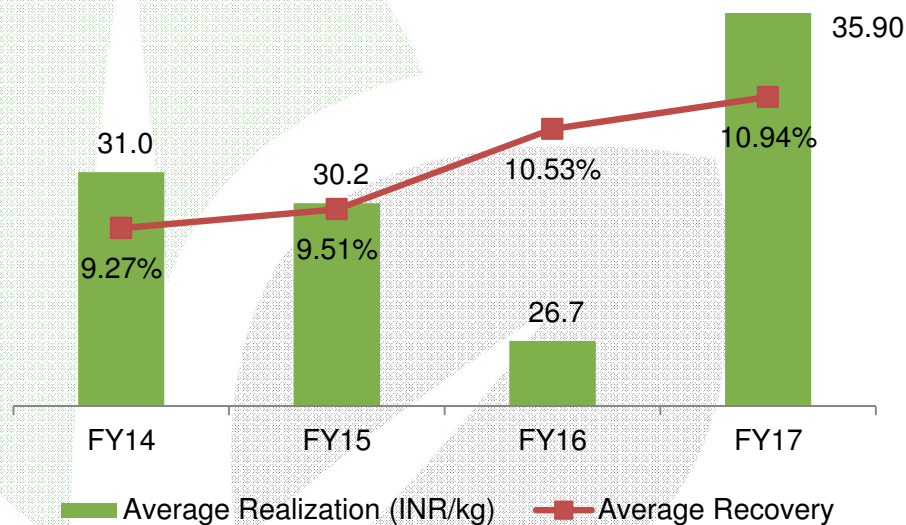
*Rising cane crushing...*



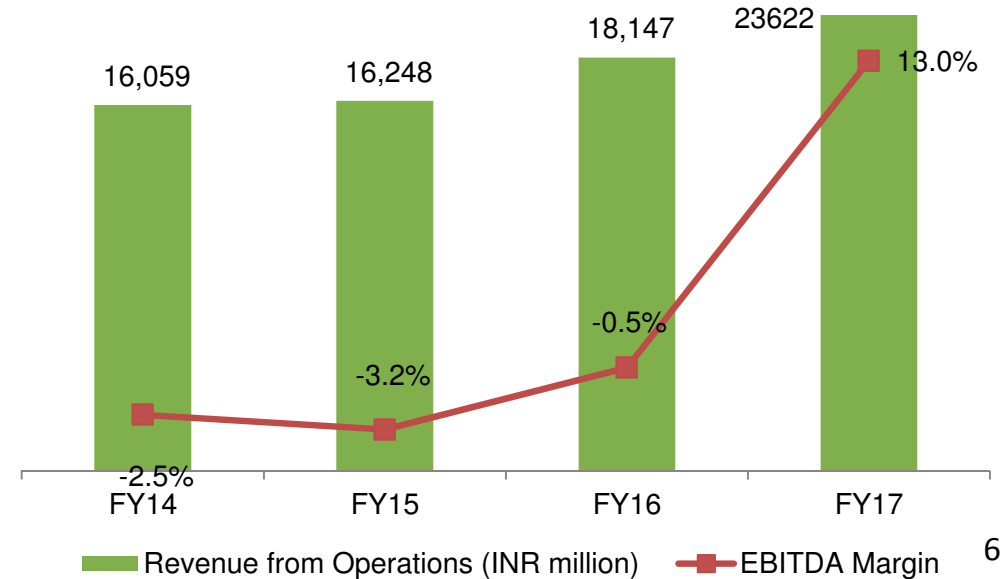
*And improving sugar production & sales...*



*Supported by improving recovery, offsetting lower realization...*



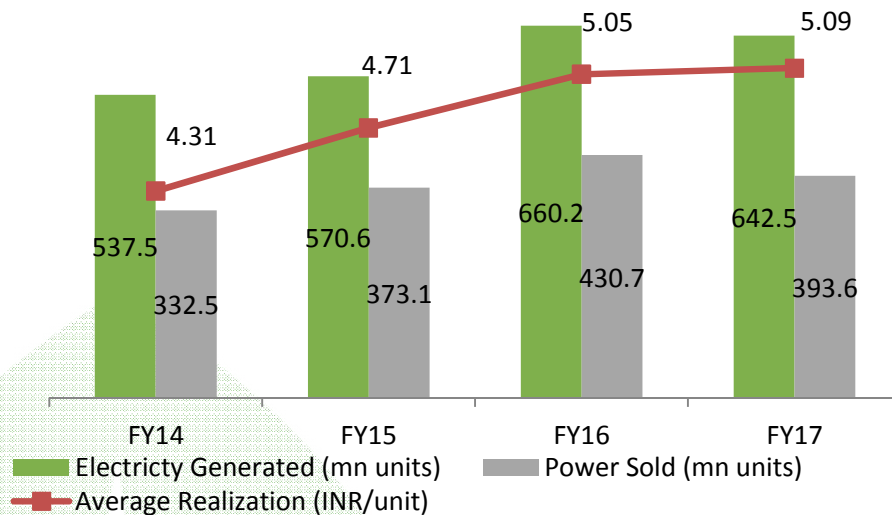
*Leading to growth in segmental Revenue and EBITDA Margin*



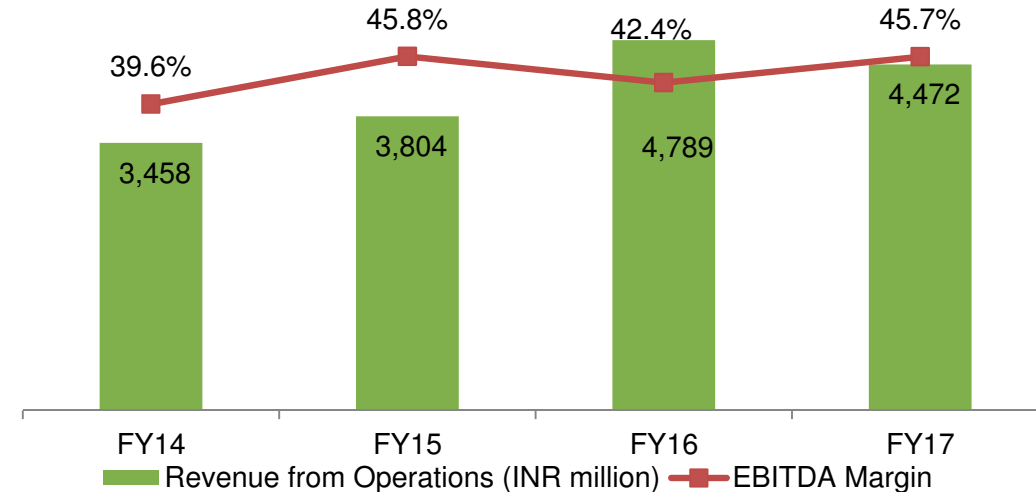
# Power

**Multi-fuel high-pressure boilers run efficiently and generate valuable profits**

**Generation and Average realizations are increasing...**



**Generating attractive EBITDA margins**



## Highlights

- Generation Capacity: 209 MW; Exportable capacity: approx. 125 MW
- We believe we are among the first sugar companies in India to utilize high pressure boilers of 105 kg/cm<sup>2</sup> and 170 tonnes/hour capacities
- Installed multi-fuel boilers (operate on bagasse and alternative fuels like coal and rice husk) that allow operating flexibility
- Installed state of art technology of 'Bagasse Dryers' to improve efficiency
- Average realization of INR 5.09/unit for all units for electricity supply to UP state grid (FY17)
- Continuing the trend of innovation –
  - To implement Incineration process at Distilleries to achieve zero discharge, expected to generate additional power of 11.4MW

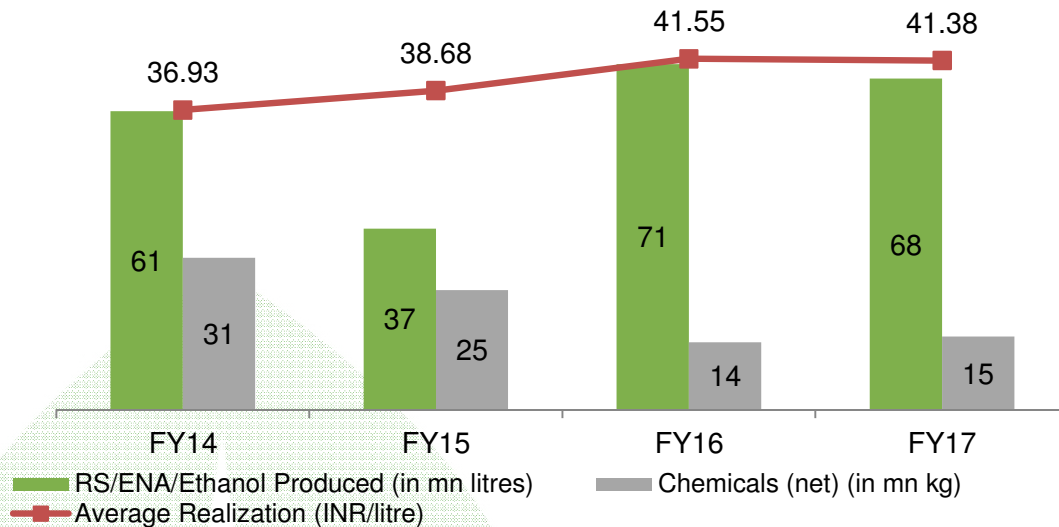
\* incl. excise duty



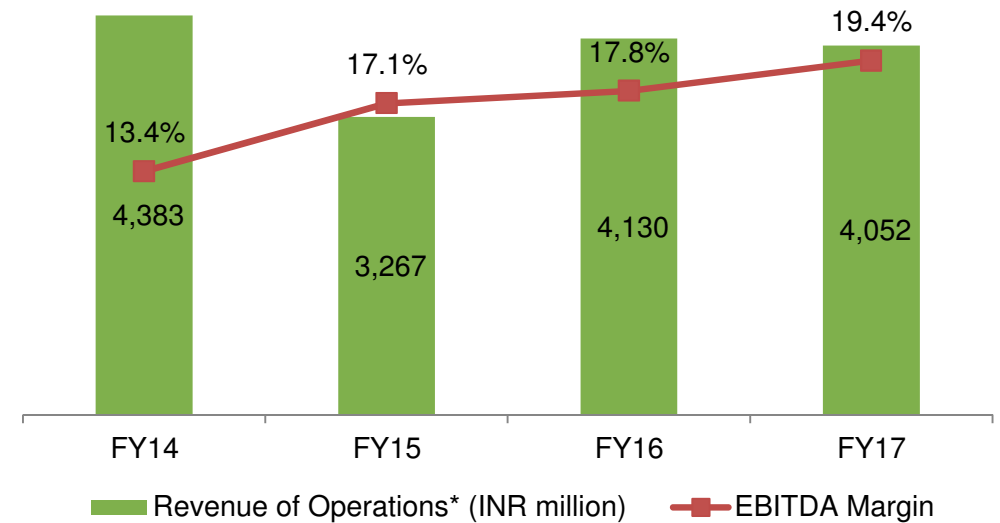
# Distillery

Among India's largest manufacturers of Ethanol

Improving average realizations...



Driving impressive growth in EBITDA margins



## Highlights

- Products include Ethanol, Rectified Spirits, ENA, Ethyl Acetate, CO<sub>2</sub>, Organic Manure
- Incineration process already in place at Dhampur plant, provides approx. 60 additional days of operating Distilleries (during rainy season)
- Won tender for supply of over 6.1 mn litres of Ethanol
- Flexibility in changing product mix within the segment depending on market conditions

\* incl. excise duty

# Key Highlights

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# Established Brand with a Track Record of Innovation



## Leading Sugar Manufacturer

- Total sugarcane crushing capacity of 45,500 TCD
- Five sugar mills, each with a crushing capacity of 5,000 TCD or more
- Our size allows economies of scale
- Dhampur unit crushed 1.87 mn tonnes sugarcanes in FY 2017, one of the largest among UP sugar mills

## Long History

- Established brand with operating history of over eight decades
- Second generation of the promoter family now running the business

## Proven Capital Markets Access

- Over two decades of access to capital markets
- Global Depository Receipt issue in 2006

## Track record of innovative breakthroughs

- We believe that we are among the first sugar companies in India to
  - Install a sugar refinery
  - Launch sulphurless sugar in consumer packs
  - Venture into energy alternatives through co-generation and ethanol production
  - Install multi-fuel high pressure boilers of 105kg/cm<sup>2</sup> and 170tonnes/hour capacities
  - Install state-of-the-art technology of bagasse dryers
  - Install ‘incineration’ technology using spent wash fire boiler

# Strong Relationship with Farmers



*A hard-earned goodwill among the farmers of our reserved areas*

## *Cane Development Initiatives*

- *Dedicated cane department to supervise cane development and procurement*
- *Promotion of high yield seed varieties and more efficient pesticides*
- *Monitors harvesting program to obtain desired quality and quantity of cane*
- *Soil Testing to chalk out most efficient usage of land*
- *Fertilizer and other input subsidies to farmers*

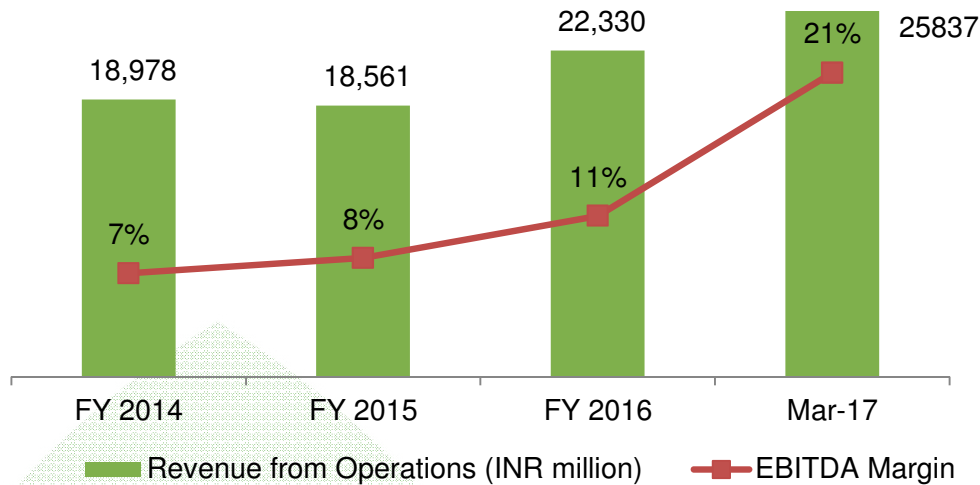
## *Energizing Rural Economy*

- *Associated with around 190,000 farmer families*
- *Purchased sugarcane of INR 16559 mn and INR 13465 mn in FY 2017 and FY 2016 respectively from farmers in our reserved area providing the much needed boost to rural economy*

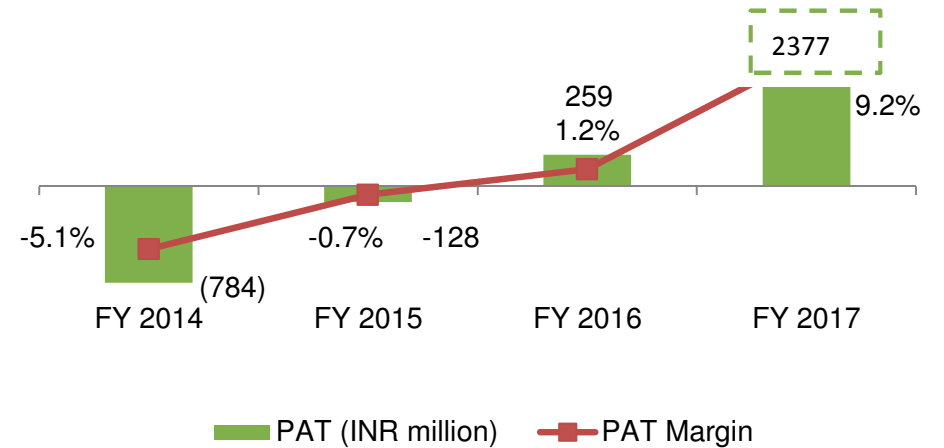
# Annual Financial Trends

## Improving Financial Performance

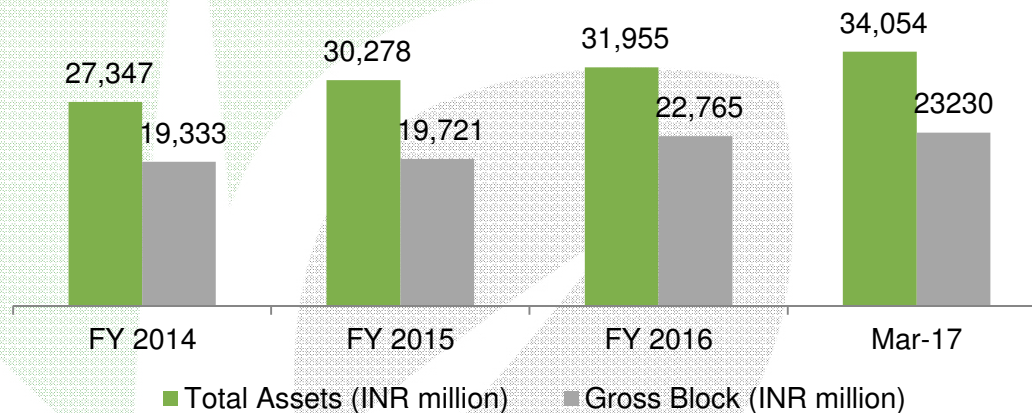
### Impressive growth in Revenue and EBITDA Margin in FY 2017



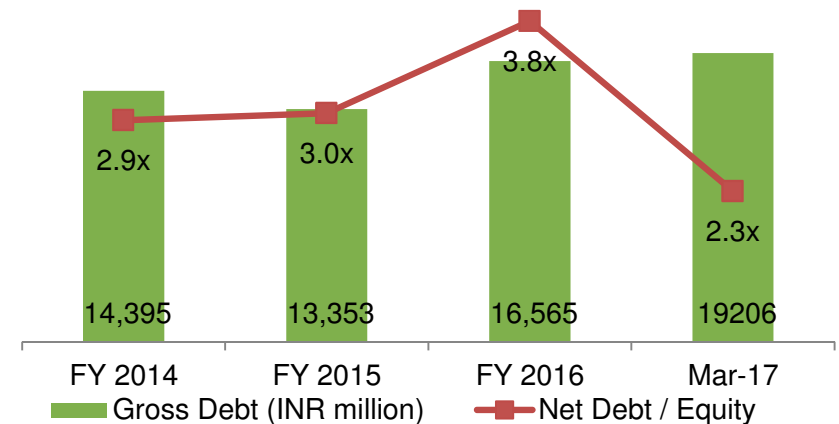
### Losses have shrunk and it's time to make profits again



### We have expanded our Gross Block to meet future demand



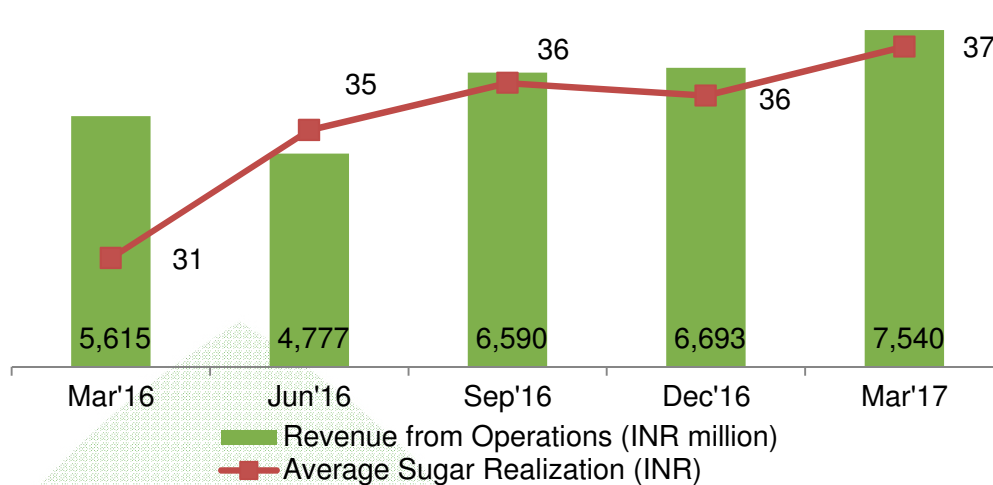
### Increasing our leverage, which we have started reducing strategically



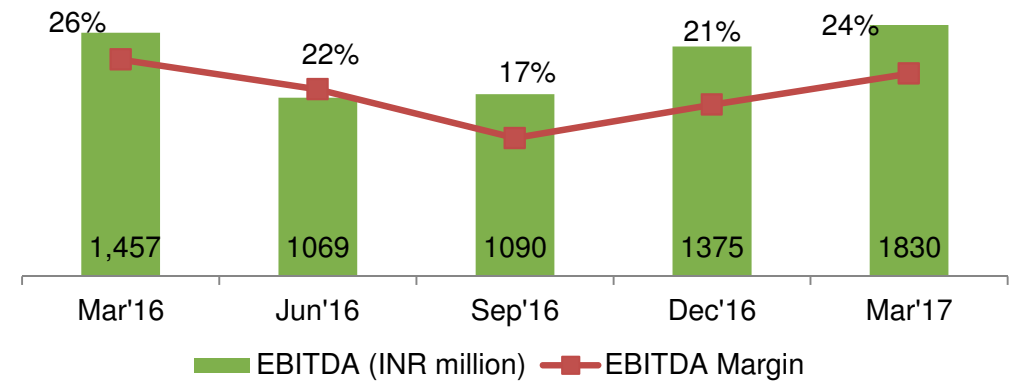
# Quarterly Financial Trends

## Improving Financial Performance

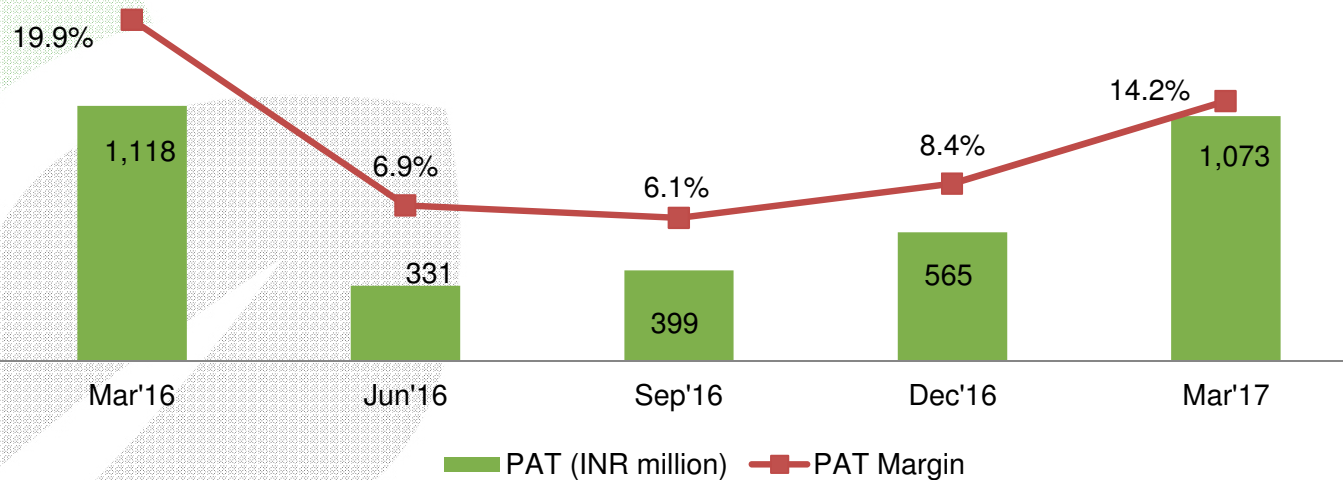
### Increasing Revenues...



### Sharp Improvement in EBITDA and EBITDA Margins...



### Significant improvement in profitability



\* Net of excise duty

# Summary Financials

## Key Profit & Loss Items

(INR million)

Particulars	Mar-14	Mar-15	Mar-16	Mar-17
Revenue from Operations (incl. excise duty)	18,978	18,561	23,250	27157
Revenue from Operations (net of excise duty)	18,228	17,902	22,231	25837
<b>Total Revenue##</b>	<b>18,288</b>	<b>17,977</b>	<b>22,577</b>	<b>26082</b>
Cost of Raw Materials	13,437	12,741	15,158	18152
Purchases of Stock-in-Trade	223	1,042	2,371	954
(Increase)/Decrease in Inventories	696	199	-169	-1987
Employee Benefit Expenses	733	762	844	1289
Other Expenses	1,856	1,726	2,024	2299
<b>Total Expenses</b>	<b>16,945</b>	<b>16,470</b>	<b>20,228</b>	<b>20707</b>
EBITDA (Inc. of Other Income)	1,343	1,507	2,349	5375
Depreciation	759	552	551	543
EBIT	584	955	1,798	4832
Finance Cost	1,422	1,497	1,586	1672
<b>PBT</b>	<b>-839</b>	<b>-542</b>	<b>212</b>	<b>3160</b>
<b>PAT</b>	<b>-784</b>	<b>-128</b>	<b>259</b>	<b>2367</b>

Note: Only major line items are shown

# The financials for FY 2016-2017 are based on audited financials approved by the Board, subject to shareholders approval.

## incl. other income

## Key Operational Data –Q4

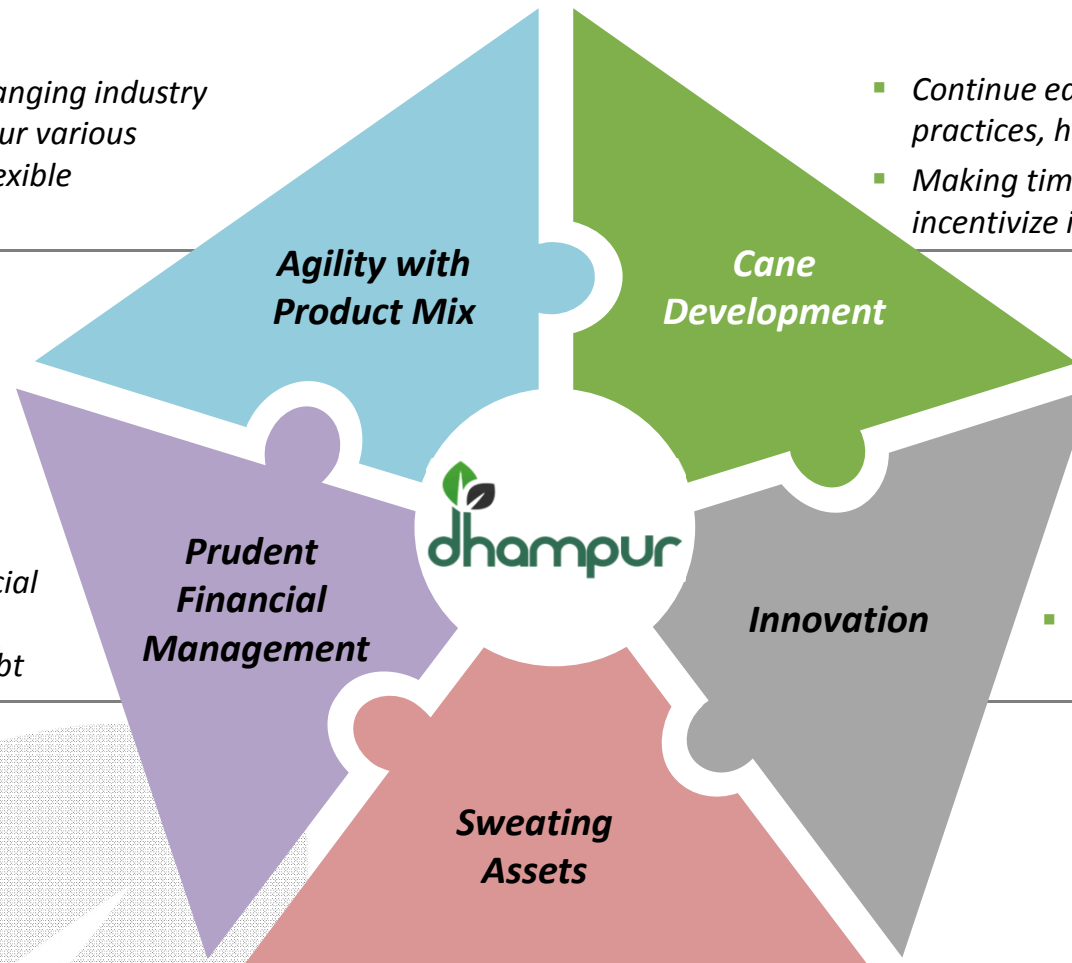
Particulars	Unit	Mar 17	Mar 16
<b><u>SUGAR</u></b>			
Sugar Sale	Mn Qtls	1.44	1.12
Average Realisation	Rs/Kg	36.96	31.04
Closing Stock	Mn Qtls	3.91	3.31
Cloisng Valuation Rate	Rs/kg	30.5	29.3
<b><u>POWER</u></b>			
Power Generated	Mn units	328.6	301.6
Power Exported	Mn units	207.3	189.7
Average Realisation	Rs/Unit	5.05	5.07
<b><u>CHEMICAL/DISTILLERY</u></b>			
<b><u>Industrial Alcohol</u></b>			
Production	Mn Litres	18.9	24.2
Sale	Mn Litres	15.3	18.1
Average Realisation	Rs/Litre	39.08	44.33
<b><u>Chemicals</u></b>			
Production	Mn Kg	4.7	1.9
Sale	Mn Kg	5.8	4.8
Average Realisation	Rs/Kg	50.98	47.58

# 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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