30.07.2020

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 Friday, the 31st Day of July, 2020 at 12.30 hrs IST, hosted by Prabhudas Lilladher to discuss the Company’s Q1 FY21 Financial Results, subsequent to its Board Meeting held on 30th July, 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
Digitally signed by APARNA GOEL
Date: 2020.07.30
18:09:36 +05'30'

Aparna Goel
Company Secretary
M.No: 22787
We cordially invite you to the Earnings Call with

**Dhampur Sugar Mills Ltd.**

Bloomberg Code: DSM IN | Reuters Code: DAMS.BO

to discuss the Q1 FY21 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)

Friday, July 31, 2020, at 12:30 hrs IST
15:00 hrs SGT & HK / 07:00 hrs GMT / 03:00 hrs EDT / 00:00 hrs PDT

**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

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For further information, please contact
**Prashant Biyani** | PrashantBiyani@PLIndia.com | +91-22-6632 2260
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DHAMPUR SUGAR MILLS LIMITED
RESULTS PRESENTATION
Q1 FY 2020-21
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**Key Milestones**

- **1933**: Expanded Mansurpur sugar crushing capacity to 6000 TCD
- **1987**: Leased a sick sugar unit at Mansurpur (1800TCD)
- **1995**: Expanded Mansurpur sugar crushing capacity to 9000TCD and Mansurpur to 8000TCD
- **1996**: New sugar refineries at Asmoli (900TPD)
- **1997**: Increased Dhampur distillery capacity to 170,000LPD
- **1998**: Sugar mill established at Dhampur with 100,000 LPD
- **1999**: Distillery in Dhampur with 100,000 LPD
- **2000**: Raised US$53.7mn through GDR
- **2001**: Installed multi-fuel high pressure boilers (105kg/cm² and 170 tonnes/hour) at Dhampur and Ascoli
- **2002**: Greenfield sugar unit at Rajpura (750TCD)
- **2003**: Installed co-generation plants - Dhampur (65MW), Ascoli (40MW), Mansurpur (28MW) and Rajpura (12MW)
- **2004**: Distillery in Ascoli (100,000LPD)
- **2005**: Installed co-generation plants - Dhampur (65MW), Ascoli (40MW), Mansurpur (28MW) and Rajpura (12MW)
- **2006**: Merged JK Sugar Mills (now called Meerganj unit) with 5000TCD sugar and 19MW power capacities
- **2007**: Increased co-gen capacity at Mansurpur to 33MW
- **2008**: Installed bagasse dryers at Dhampur
- **2009**: Increased Dhampur distillery capacity to 170,000LPD
- **2010**: Increased co-gen capacity at Mansurpur to 33MW
- **2011**: Installed co-generation plant at Rajpura (48MW) and Methane based power generation at Asmoli (4MW)
- **2012**: Greenfield sugar unit at Rajpura (8500TCD)
- **2013**: Co-generation plant at Rajpura (48MW) and Methane based power generation at Asmoli (4MW)
- **2014**: Installed co-generation plant at Rajpura (48MW) and Methane based power generation at Asmoli (4MW)
- **2015**: Increased Dhampur distillery capacity to 200,000LPD
- **2016**: Started Production of Country Liquor and Hand Sanitizer
- **2017**: Commissioned Incinerator slop Boiler with 11.5 MW turbines (ZLD Compliant Distilleries)
- **2018**: Commissioned Incinerator slop Boiler with 11.5 MW turbines (ZLD Compliant Distilleries)
- **2019**: Merged JK Sugar Mills (now called Meerganj unit) with 5000TCD sugar and 19MW power capacities
- **2020**: Increased Dhampur distillery capacity to 200,000LPD

---|---|---|---|---|---|---|---|---|---|---|---
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 | 400,000 | 400,000

* includes 11.5 MW as part of ZLD with Incineration Slop Boilers
## Overview – Facilities

<table>
<thead>
<tr>
<th>Capacity</th>
<th>Consolidated</th>
<th>Dhampur</th>
<th>Asmoli</th>
<th>Rajpura</th>
<th>Mansurpur</th>
<th>Meerganj</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sugar Crushing (TCD)</td>
<td>45,500</td>
<td>15,000</td>
<td>9,000</td>
<td>8,500</td>
<td>8,000</td>
<td>5,000</td>
</tr>
<tr>
<td>Sugar Refinery (TPD)</td>
<td>1,700</td>
<td></td>
<td>900</td>
<td></td>
<td>800</td>
<td></td>
</tr>
<tr>
<td>Renewal Energy (MW)</td>
<td>220.5</td>
<td>73</td>
<td>43.5</td>
<td>48</td>
<td>33</td>
<td>19</td>
</tr>
<tr>
<td>(Surplus:~125 MW)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Distillery (LPD)</td>
<td>400,000</td>
<td>250,000</td>
<td>Incl.</td>
<td>150,000</td>
<td>Molasses supplied to Dhampur and Asmoli Distilleries</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Country Liquor</td>
<td>Hand Sanitizer</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Uttar Pradesh
Overview - Sector

- India’s sugar production estimated for SS 19-20 around 26 million tons.

- Consumption estimated around 24.5-25 million tons.

- Minimum Sale price of Sugar presently 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
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 ₹ 32.5/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 ₹27.7 crores during Q1 FY21

- Long Term Loans stood at ₹512.6 crores including Soft loan of ₹212.9 crores, SDF loan of ₹60.5 crores and loan of ₹41.85 Crores at concessional rate of interest as on June 30, 2020.

- Working Capital Loans as on June 30, 2020 stood at ₹832.4 crores, against ₹1060.3 crores as on June 30, 2019.
Shareholding Pattern

Shareholding Pattern As on June 30, 2020

- Promoter: 49.1%
- Institutional: 2.6%
- Public: 48.3%
Financial Performance

• The Revenue of the company increased to ₹1102.6 crores in Q1 FY21 as against ₹937.2 crores during Q1 FY20.

• PBT stood at ₹71.9 crores in Q1 FY21 as against ₹79.9 Crores during Q1 FY20.

• PAT stood at ₹54.8 crores in Q1 FY21 as against ₹58.5 crores during Q1 FY20.

• EPS stood at ₹8.26/share for Q1 FY21 as against ₹8.81/share for Q1 FY20.

• Q1 FY21 v/s Q1 FY20

<table>
<thead>
<tr>
<th>Particulars (₹ crore)</th>
<th>Q1 FY21</th>
<th>Q1 FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>1102.6</td>
<td>937.2</td>
</tr>
<tr>
<td>EBIDTA</td>
<td>117.8</td>
<td>131.5</td>
</tr>
<tr>
<td>Depreciation</td>
<td>19.8</td>
<td>17.8</td>
</tr>
<tr>
<td>EBIT</td>
<td>97.9</td>
<td>113.7</td>
</tr>
<tr>
<td>Interest</td>
<td>26.0</td>
<td>33.8</td>
</tr>
<tr>
<td>PAT</td>
<td>54.8</td>
<td>58.5</td>
</tr>
<tr>
<td>EPS (Rs./Share)</td>
<td>8.26</td>
<td>8.81</td>
</tr>
</tbody>
</table>
## Segmental Overview

<table>
<thead>
<tr>
<th>Product</th>
<th>Revenues (₹ crore)</th>
<th>Q1 FY21</th>
<th>Q1 FY20</th>
<th>Q-on-Q Change(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sugar</td>
<td>1007.8</td>
<td>782.6</td>
<td></td>
<td>29%</td>
</tr>
<tr>
<td>Power</td>
<td>100.4</td>
<td>130.8</td>
<td></td>
<td>-23%</td>
</tr>
<tr>
<td>Distillery/Chemicals</td>
<td>173.5</td>
<td>156.9</td>
<td></td>
<td>11%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Product</th>
<th>PBIT (₹ crore)</th>
<th>Q1 FY21</th>
<th>Q1 FY20</th>
<th>Q-on-Q Change(%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sugar</td>
<td>35.2</td>
<td>21.6</td>
<td></td>
<td>63%</td>
</tr>
<tr>
<td>Power</td>
<td>34.3</td>
<td>51.4</td>
<td></td>
<td>-33%</td>
</tr>
<tr>
<td>Distillery/Chemicals</td>
<td>37.5</td>
<td>52.8</td>
<td></td>
<td>-29%</td>
</tr>
</tbody>
</table>
The sugar cane crushed during Sugar Season 2019-20 stood at 75.73 lac tons as against 68.99 lac tons in the previous sugar season 2018-19.

Sugar Sale in Q1 FY21 of 2.73 lac tons includes exports of raw sugar of 0.92 lac tons.

Sugar Production in Q1 FY21 includes raw sugar production of 0.32 lacs tons.

Sugar Inventory 4.15 lac tons valued at average rate of ₹ 29.42/Kg as on June 30, 2020 as against 4.40 lac tons valued at ₹ 29.65/Kg as on June 30, 2019.
## Power Segment

### Financial

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Revenues (₹ cr)</th>
<th>Revenue Contribution %</th>
<th>PBIT (₹ cr)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY21</td>
<td>100.4</td>
<td>7.7</td>
<td>34.3</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>130.8</td>
<td>11.6</td>
<td>51.4</td>
</tr>
</tbody>
</table>

### Operational

<table>
<thead>
<tr>
<th></th>
<th>Power Generation #</th>
<th>Power Export to UPPCL#</th>
<th>Realizations (₹/unit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY21</td>
<td>17.21</td>
<td>7.28</td>
<td>3.16</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>15.92</td>
<td>8.14</td>
<td>5.18</td>
</tr>
</tbody>
</table>

# Crore units

- The reduction in turnover of power segment by 23% is due to reduction in power tariff.
**Distillery/Chemical Segment**

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Revenues (₹ cr)</th>
<th>Revenue Contribution %</th>
<th>PBIT (₹ cr)</th>
<th>Chemicals (Lac KG)</th>
<th>RS/ Ethanol (lac BL)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 FY21</td>
<td>173.5</td>
<td>13.3</td>
<td>37.6</td>
<td>45.84</td>
<td>264.86</td>
</tr>
<tr>
<td>Q1 FY20</td>
<td>156.9</td>
<td>14.0</td>
<td>52.8</td>
<td>20.80</td>
<td>312.49</td>
</tr>
</tbody>
</table>

- **For Ethanol (B-Heavy and C-Heavy derived),** average realizations stood at ₹52.08 per BL in Q1 FY21.

- **Average realizations for Chemicals** stood at ₹54.29/Kg in Q1 FY21 as compared to ₹53.10/kg in Q1 FY20

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

- Experienced Promoters and Management Team
- Established brand with a track record of innovation
- Improving Operational efficiency
- Integrated business processes
- Strong relationship with farmers
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.
- **Company has started production of Hand Sanitizer.**

- **Presently manufacturing in 200 ml, 500ml and 5 liters packing sizes.**