

# **DHAMPUR SUGAR MILLS LIMITED**

## **RESULTS PRESENTATION**

### **Q3 FY2018**

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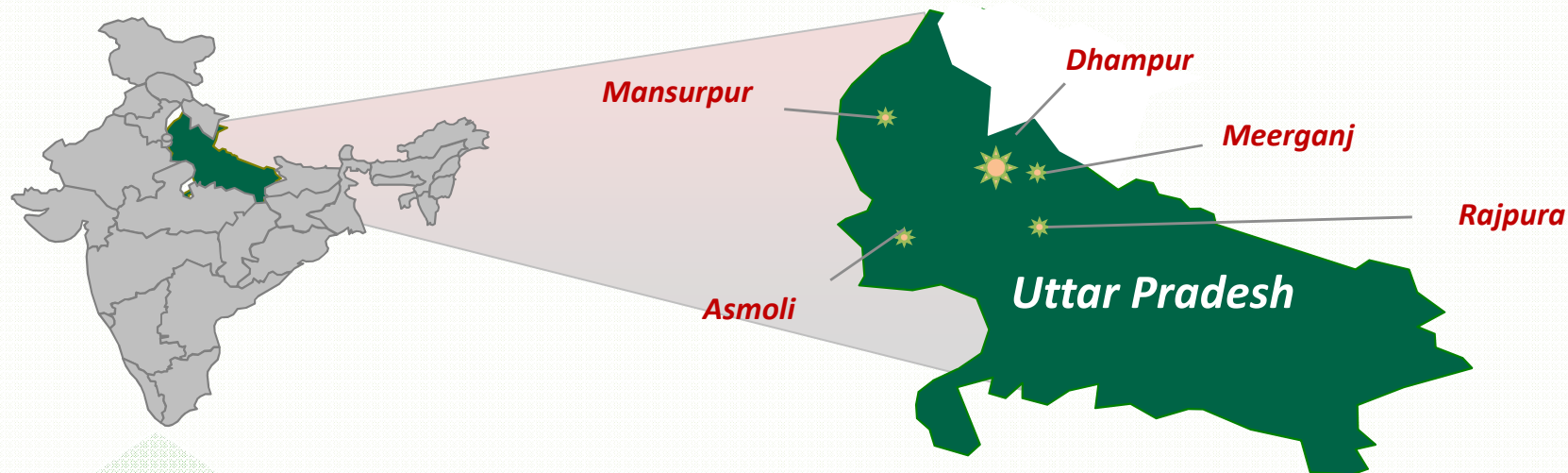
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# Overview – Facilities

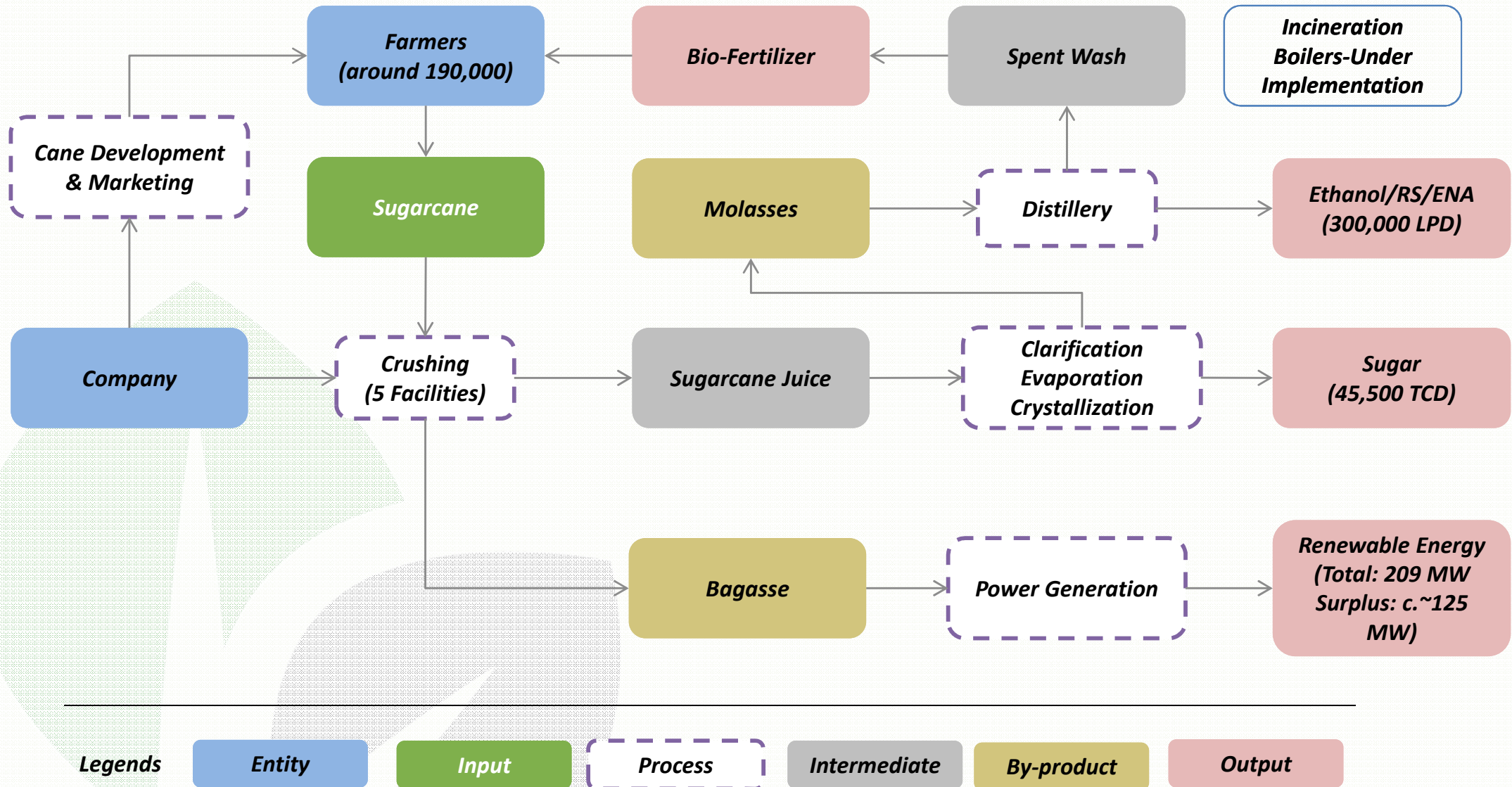


Capacity	Consolidated	Dhampur	Asmoli	Rajpura	Mansurpur	Meerganj
Sugar Crushing (TCD)	45,500	15,000	9,000	8,500	8,000	5,000
Sugar Refinery (TPD)	1,700		900		800	
Renewal Energy (inc. Bio Gas based Power, MW)	209 (Surplus: c.125)	65	Bio Mass - 40 Bio Gas – 4	48	33	19
Bio-Fertilizer (LPD)	1,000			1,000		
Distillery (LPD)	300,000	200,000	100,000	Molasses supplied to the nearby Dhampur and Asmoli units		
Power (ZLD Projects)	11.5 MW	8 MW	3.5 MW			
Organic Manure - 'Power Booster' (tonnes/year)	20,000	15,000	5,000			



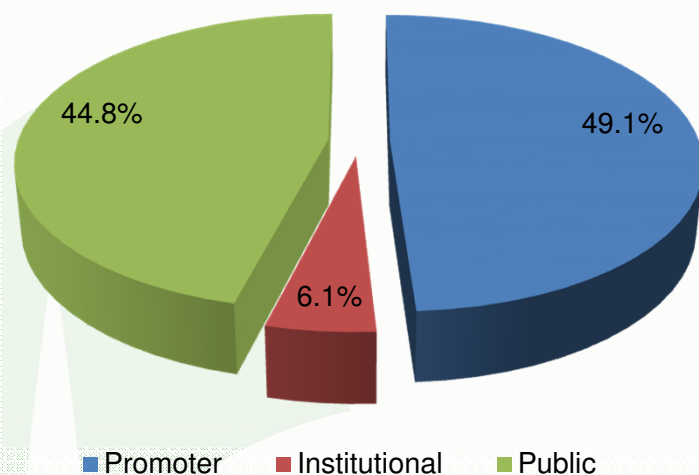
# Overview – Operations

*We operate with the goal of maximum efficiency and zero waste*



# Shareholding Pattern and Corporate Structure

Shareholding Pattern (As on Dec 31, 2017)



Corporate Structure As on Dec 31, 2017

Dhampur Sugar Mills Limited

Owns and operates all five integrated facilities

## Subsidiaries

100%

Dhampur International Pte Ltd  
-Trading Activities

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 26 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 ₹ 31500 per tonne (ex-mill).*
- *Ethanol Price fixed at ₹ 40.85 per litre for 2017-18*

# Financial Performance

- *The Revenue of the company grew by 9.5% to Rs 778.10 crores during Q3FY18 vis a vis Q3 FY 17*
- *PBT stood at Rs 84.15 crores Q3FY18 as compared to Rs 91.15 crores during Q3 FY17*
- *PAT stood at Rs 64.26 crores during Q3FY18 against Rs 52.85 crores during Q3 FY17*
- *EPS stood at Rs 9.68/share for Q3FY18 as against at Rs 7.96/share for Q3FY17*
- *Financial Results for the Q3FY18/FY17 and 9MFY18/FY17*

Particulars (₹ crore)	Q3 FY18	Q3 FY17	9M FY18	9M FY 17
Revenues	778.1	710.7	2474.5	1931.7
EBIDTA	121.3	137.5	392.0	354.5
Depreciation	16.0	14.5	40.7	38.3
EBIT	105.3	123.0	351.3	316.2
Interest	21.2	31.9	93.4	115.7
PAT	64.2	52.8	187.4	121.1
OCI	0.7	(0.6)	0.9	0.4
EPS (Rs./Share)	9.68	7.96	28.23	18.76

# ***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.***
- ***Company raised CP of Rs 50 crores during the quarter.***
- ***The Company repaid long term loans of Rs 16.64 crores during Q3FY 18***
- ***Long Term Loans stood at Rs 516.12 crores as on 31<sup>st</sup> December 17.***
- ***Working Capital facilities as on 31st December 17 stood at Rs 572.75 Crores (Sugar Stocks -157900 Tonnes)***
- ***Average cost of Long Term Debt stood at 8.31%***
- ***Long Term Debt-Equity ratio at 0.47***



# Segmental Overview

Revenues (₹ crore)	Q3 FY18	Q3 FY17	9M FY18	9MFY17
Sugar	760.5	620.4	2293.5	1643.3
Power	191.5	143.6	285.8	208.2
Distillery/Chemicals	72.5	95.6	236.9	302.4

PBIT (₹ crore)	Q3 FY18	Q3 FY17	9MFY18	9MFY17
Sugar	23.2	52.2	245.9	194.6
Power	78.0	61.3	109.0	82.1
Distillery/Chemicals	15.7	10.6	32.5	58.7

# Sugar Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY18	760.5	72.6	23.2
Q3 FY17	620.4	69.7	52.2
9M FY 18	2293.5	78.8	245.9
9M FY 17	1643.2	73.2	194.6

## Operational

Cane Crushed <sup>#</sup>	Sugar Production <sup>#</sup>	Sugar Sales <sup>#</sup>	Free Sugar Realizations (₹/kg)
25.38	2.69	1.77	35.94
19.03	1.98	1.41	35.59
30.78	3.32	5.61	36.45
21.72	2.27	3.89	35.51

<sup>#</sup> Lac Tonnes

- Sugar recovery improved to 10.60% during Q3FY18 from 10.39% during 10.39%
- Improved realization from sugar during Q3FY18 .
- Sugar Inventory 1.58 lac tonnes valued at Rs 32.55/Kg as on 31<sup>st</sup> December 17

# Power Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY18	191.5	18.3	78.0
Q3 FY17	143.6	16.1	61.3
9M FY 18	285.8	9.8	109.0
9M FY 17	208.2	9.3	82.1

## Operational

Power Generation <sup>#</sup>	Power Export to UPPCL <sup>#</sup>	Realizations (₹/unit)
24.44	14.62	4.98
19.77	12.10	5.04
37.19	22.80	5.01
29.50	18.32	5.10

# crore units

- Revenues and PBIT is higher by 25% during Q3FY18 as compared to Q3FY17
- The Company continues to focus on this division for sustainable growth based contribution.
- Bagasse Stock as on 31<sup>st</sup> December 2017- 71360 MTs

# Distillery/Chemical Segment

## Financial

Particulars	Revenues (₹ cr)	Revenue Contribution %	PBIT (₹ cr)
Q3 FY18	72.5	6.9	15.7
Q3 FY17	95.6	10.7	10.6
9M FY 18	236.9	8.1	32.5
9M FY 17	302.4	13.5	58.7

## Operational

Chemicals (Lac KG)		RS/ Ethanol (lac BL)	
Production	Sales	Production	Sales
27.55	20.25	215.27	155.34
52.43	47.76	211.87	150.24
81.35	77.44	487.95	470.91
99.63	89.83	494.00	525.46

*For Rectified Spirits/Ethanol/ENA/SDS, net average realizations stood at ₹ 38.30 per BL in Q3FY18 as compared to ₹ 40.15 per BL in Q3FY17*

*Average realizations for Chemicals stood at ₹ 60.20/Kg in Q3 FY18 as compared to ₹ 51.51/Kg in Q3FY17*

*Molasses Stock as on 31<sup>st</sup> December 2017-85360 MTs*

*Installed incineration Boilers along with Turbines of 8 MW and 3.50 MW at Dhampur and Asmoli unit respectively*

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



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# *Thank You*



241 Okhla Industrial Estate Phase III, New Delhi – 110020. Tel: 91 - 11 – 30659400 Fax: 91 - 11 – 41612466  
Email: [corporateoffice@dhampur.com](mailto:corporateoffice@dhampur.com) Website: [www.dhampur.com](http://www.dhampur.com)