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Simply Better

Growth



Nurturing Capabilities
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Efficiency



Perseverance
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Scale



Fostering Excellence
Pg. 12

Inclusion



Driving Sustainability
Pg. 14

Corporate Information

Board of Directors

J. S. Baijal
Chairman

Jai Hari Dalmia
Vice Chairman

Gautam Dalmia
Managing Director

M. Raghupathy

T. Venkatesan

B. B. Mehta

Kannan Panchapakesan

Management Team

Gautam Dalmia
Managing Director

B. B. Mehta
Business CEO

Jayesh Doshi
Group Finance & Strategy

Anil Kataria
Chief Financial Officer

Pankaj Rastogi
Head Business Development
& Projects

Company Secretary

K. V. Mohan

Statutory Auditors

S. S. Kothari Mehta & Co.

Bankers

Allahabad Bank

Axis Bank Limited

Canara Bank

Corporation Bank

DBS

IDBI

Punjab National Bank

Yes Bank

Debenture Trustee

IL&FS Trust Co. Ltd.
The IL&FS Financial Centre,
Plot C-22, G Block,
Bandra Kurla Complex,
Bandra (E),
Mumbai - 400 051.

Registered Office

Dalmiapuram – 621651,
Dist. Tiruchirapalli,
Tamil Nadu.

Corporate Office

Hansalaya Building,
11th & 12th Floor,
15, Barakhamba Road,
New Delhi – 110 001.



View of Co-Generation Plant at Ramgarh U.P.

About us



We are an integrated sugar manufacturer engaged in manufacturing sugar and other value added downstream products. We operate four sugar plants at Uttar Pradesh and Maharashtra, with a total cane crushing capacity of 27,300 TCD.

Our operations are spread across sugarcane-rich regions of Uttar Pradesh – Ramgarh, Jawaharpur and Nigohi – and also at Kolhapur in Maharashtra. We are building scale through our newly-acquired plant at Kolhapur in Maharashtra, the capacity of which has been recently expanded to 4,800 TCD.

We have revolutionised the traditional Indian sugar industry by recording an 'above-industry' recovery rate of 13% at our Kolhapur plant. Through the optimum utilisation of our sugar mills, we remain committed towards improved cane availability, higher sugar recovery, reduced rejected varieties and accelerated cane plantation.

Our cogeneration and distillery segments strengthen our overall business, ensuring improved profitability and sustainability. Our

cogeneration business has a power generation capacity of 94 MW, while the capacity of our distillery at Jawaharpur plant is 80 KLPD. Through our wind farm at Tamil Nadu with capacity of 16.5 MW, we also have a modest presence in renewable energy.

We are working passionately towards building a business model that is robust, resilient and sustainable. The integrated nature of our sugar operations and the improved performance of our downstream business segments enable us to insulate our profitability from the inherent cyclicity of the sugar business and contribute to our bottom line. These strategic initiatives are geared towards de-risking our operations and ensuring sustainability in our business.

OUR INTEGRATED CAPACITY ACROSS VERTICALS

| State | Plant Location | Sugar (TCD) | Cogeneration (MW) | Distillery (KLPD) |
|---------------|----------------|---------------|-------------------|-------------------|
| Uttar Pradesh | Ramgarh | 7,500 | 25 | NA |
| | Jawaharpur | 7,500 | 27 | 80 |
| | Nigohi | 7,500 | 27 | NA |
| Maharashtra | Kolhapur | 4,800 | 15 | NA |
| | Total | 27,300 | 94 | 80 |

Key Achievements

SUGAR BUSINESS

Commissioned Brownfield capacity expansion at Kolhapur sugar plant by nearly doubling cane crushing capacity to 4,800 TCD from 2,500 TCD earlier

Commissioned Greenfield cogeneration power plant at Kolhapur with 15 MW capacity to support internal power requirement

Highest ever production of 2.92 lakh tonnes of sugar in FY2014, up by 5% from 2.77 lakh tonnes in FY2013

Recorded overall average recovery at 10.5% in FY2014, compared to 9.9% in FY2013

- ◆ Above-industry average recovery of 13.17% at Kolhapur plant
- ◆ Significant improvement in recovery at 10.09% Vs 9.39% in FY2013 at Uttar Pradesh plant

COGENERATION BUSINESS

Earned average tariff rate of ₹ 4.28 per unit in FY2014, compared with ₹ 4.18 per unit in FY2013

Signed Power Purchase Agreements with power distribution entities aimed at promoting power generation from renewable sources

DISTILLERY BUSINESS

Produced 22,082 KL alcohol in FY2014, up 7% compared to 20,684 KL in FY2013



Distillery Jawaharpur U.P.

Preserving what we've Built

We are rightfully proud of what we have created. We look to preserve our inherent qualities that enabled us in establishing our reputation and sustaining our enterprise shareholder value.



Learning

Fire represents Learning. Fire within, is the source of curiosity, which spurs learning. The creative application of learning in turn, fosters innovation.



Teamwork

Water is representative of Teamwork. As a natural, free flowing, pleasant solvent, water embodies the qualities of trust, mutual respect and collaboration.



Speed

Air denotes Speed. It empowers and evokes passion, nurtures growth.



Excellence

Earth represents Excellence. Its ability to withstand extreme heat and pressure is essential for taking on big challenges.

Our Presence



Financial Highlights

FINANCIAL PERFORMANCE

| Particulars | UOM | FY2014 | FY2013 | FY2012 |
|---------------------------------|---------|-------------|--------------|-------------|
| Total Operating Income | ₹ Crore | 1,235 | 1,031 | 762 |
| Operating Profit (EBITDA) | ₹ Crore | 107 | 152 | 85 |
| Cash Profits | ₹ Crore | 52 | 92 | 42 |
| Profits Before Tax (PBT) | ₹ Crore | 3 | 19 | 1 |
| Profit After Tax (PAT) | ₹ Crore | 3 | 18 | 1 |
| Share Capital | ₹ Crore | 16 | 16 | 16 |
| Reserves & Surplus | ₹ Crore | 445 | 443 | 425 |
| Loan Funds | ₹ Crore | 812 | 786 | 710 |
| Net Block* | ₹ Crore | 781 | 652 | 579 |
| Net Current Assets | ₹ Crore | 165 | 92 | 193 |
| Operating Profit Margin | % | 9 | 15 | 12 |
| EPS (fully diluted) | ₹ | 0.37 | 2.27 | 0.11 |
| Cash EPS (fully diluted) | ₹ | 6.39 | 11.34 | 5.52 |
| Net Debt Equity Ratio | x | 1.5 | 1.6 | 1.4 |
| Interest Coverage | x | 1.03 | 1.29 | 1.0 |
| Current Ratio | x | 1.3 | 1.1 | 1.3 |
| Dividend Rate | % | | 11 | - |
| Dividend Payout Ratio | % | | 13 | - |
| Share Price** | ₹ | 16 | 14 | 14 |
| Market Capitalization | ₹ Crore | 128 | 114 | 112 |

* Includes Capital Work in Progress

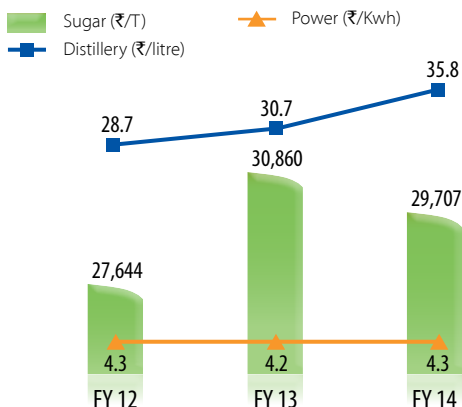
** As on 31st March

SEGMENTAL OVERVIEW

| Particulars | UOM | 2014 | 2013 | 2012 |
|----------------------|-------------|---------------|---------------|---------------|
| Sugar | | | | |
| Sales Realisations | ₹/T | 29,707 | 30,860 | 27,644 |
| Production | 000T | 292 | 277 | 215 |
| Sales | 000T | 319 | 244 | 200 |
| Co-generation | | | | |
| Power Realisation | ₹/Kwh | 4.28 | 4.18 | 4.27 |
| Power Generation | Lakh units | 3,536 | 3,644 | 3,203 |
| Power Export | Lakh units | 2,378 | 2,603 | 2,247 |
| Distillery | | | | |
| Sales Realisations | ₹/Litre | 35.84 | 30.68 | 28.65 |
| Ethanol Production | Kilo litres | 22,082 | 20,684 | 10,500 |
| Ethanol Sales | Kilo litres | 20,066 | 23,508 | 6,744 |

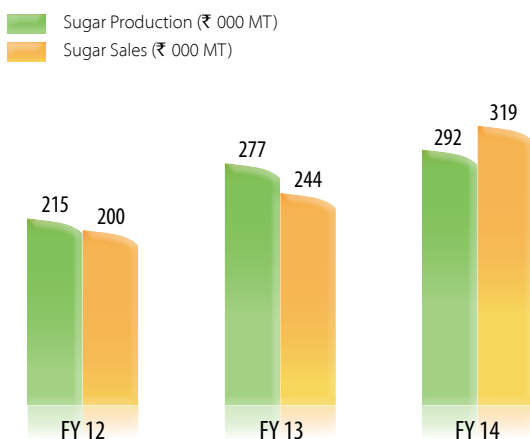
Key Highlights

SUGAR DISTILLERY AND POWER REALISATIONS

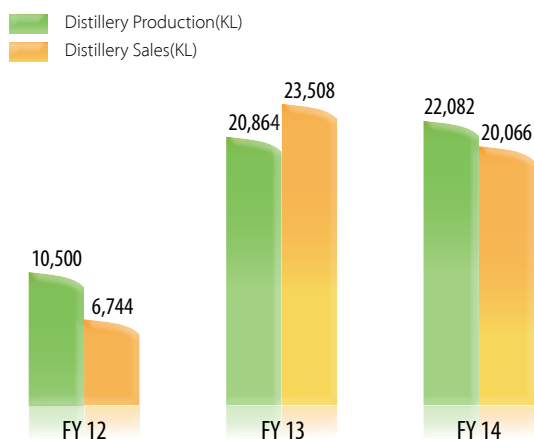


During the year, we remained focussed on enhancing our capabilities and increasing the capacity utilisation of our plants.

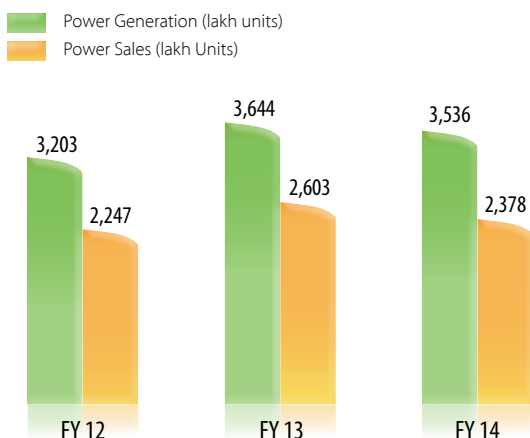
SUGAR PRODUCTION AND SALES



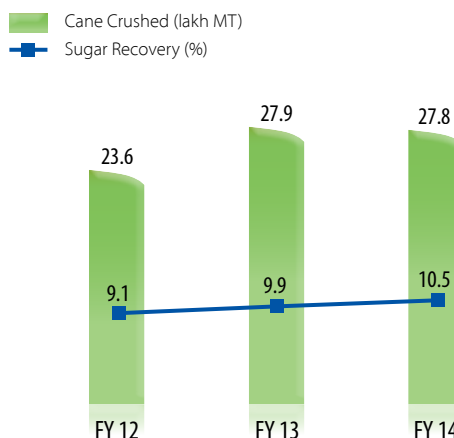
DISTILLERY PRODUCTION AND SALES



POWER GENERATION AND SALES



CANE CRUSHED AND SUGAR RECOVERY





Simply

Better

Co-Generation Plant, Nigohi, U.P.



Nurturing Capabilities

Even with a challenging business environment, we have been able to produce steady and profitable growth over the years. With a highly integrated business model in which we straddle all stages of the value chain, we continue to identify new windows of opportunity and build a better future. We realize that growth

must be planned and cultivated in order to achieve successful results. Our Kolhapur sugar mill acquisition is an example of adopting a more holistic approach towards growth. It enables us to achieve rapid expansion, gain instant economies of scale and make the existing business more valuable.