



**Dhampur Sugar Mills Limited**  
Annual Report 2017-18

**WIDENING OUR  
STRENGTHS**

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In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



An abstract geometric pattern on the left side of the slide, featuring various shades of gray and white in a pixelated, mosaic-like arrangement.

## Widening Our Strengths

In a cyclical business, the enduring company strengthens its competitive advantage in favourable and challenging years.

This has been the story at Dhampur Sugar as well.

The company recognised that the only way to grow faster in good markets and rebound faster from weak markets lay in the ability to strengthen its integrated business model.

Through every initiative.

Through every aspect.

Through every business vertical.

This is what we have always done. This is what we will always do.

# 6 things you need to know about Dhampur Sugar Mills Limited



# 1

## Our ethical and professionalism



### Our vision

Innovate and Optimise  
for the benefit of all  
Stakeholders.



### Our mission

Making a positive  
contribution to the  
Environment we operate in.



### Professionalism

- **Integrity:** trusted partnership
- **Commitment:** be Responsive
- **Accountability:** take ownership



### Passion to excel

- **Determination:** lead change and walk the extra mile
- **Value Adding Team Work:** build strength through a shared vision
- **Learning & Innovation:** Innovate through learning



### Respect

- **Diversity & Inclusiveness:** provide equal opportunity
- **Value time:** punctuality in all areas
- **Humanity:** be sensitive and generate energy



### Act responsibly

- **Business Ethics:** apply ethical principles
- **Corporate Citizenship:** fulfil social, economic & legal Responsibilities
- **Corporate Governance:** drive fairness, accountability, responsibility and transparency

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## Our product portfolio



### Sugar

- Refined sugar
- White sugar
- Retail sugar



### Power

- Power generation



### Chemicals

- Ethanol
- Ethyl acetate
- Extra neutral alcohol
- Other Allied Products



### Bio-fertiliser

- Bio-compost
- Liquid biofertilisers

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## Our capacities

Aggregate Cane  
Crushing capacity

45,500 tonnes of cane  
crushing per day

Aggregate Distillery  
capacity per day

3,00,000 litres

Installed power  
co-generation capacity

220.5 megawatts

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## Our listing

The Company's shares are listed and actively traded on the BSE Ltd. and the National Stock Exchange. The market capitalisation of the Company was H907.19 crore on BSE, H903.87 crore on NSE as on 31 March 2018.



# 5

## Our legacy

Dhampur Sugar is one of the most prominent players in the organized sugar business in India. The Company was founded by Lala Ram Narain in 1933 with a cane crushing capacity of 300 tonnes per day. Today it is one of the nation's oldest integrated sugar companies comprising power generation and ethanol manufacturing capacities in addition to sugar. Dhampur is engaged in sugar manufacturing and marketing, power generation and chemical manufacturing. The Company has five manufacturing facilities in Uttar Pradesh.

### Diversified

- Dhampur is one of the largest integrated sugar mills in the country
- Besides sugar, which is the Company's key product, it is also engaged in the manufacturing of ethanol and power generation using by-products

- This diverse basket of product offerings helps Dhampur de-risk from business cyclicity and maximize returns.

### Scale


- The Company's integrated facilities are equipped with a cane crushing capacity of 45,500 tonnes per day

- Dhampur's distillery segment has a capacity of 3,00,000 litres per day and the power co-generation segment has a capacity of 220.50 megawatts. The ratio of power generation and ethanol manufacturing vis-a-vis sugar capacity is among the highest in the country.

# 6

## Our focus

- Maintaining core competence in sugar manufacture in the most efficient way and the manufacture of allied products through the optimum utilization of byproducts.
- Recruiting and retaining skilled and experienced human capital
- Building our business around sound governance
- Building the community in the areas of our presence.



These  
manufacturing  
capacities  
represent  
the heart of  
our business  
engine



**Located in  
Western/  
Central Uttar  
Pradesh**

**Located in  
cane-rich  
areas**

**Built around  
downstream  
integration**

**Multi-product  
model  
enhancing  
counter-  
cyclicality**

**Sustainable  
unit strategy**

## Dhampur Sugar, Bijnor District, Uttar Pradesh

Cane crushing capacity	Power generation	Distillery	Bio-fertiliser
15,000 metric tonnes per day	65 megawatts 8 megawatts (Slop Boilers based power)	200,000 litres per day	15,000 tonnes per annum
Capability	<ul style="list-style-type: none"> <li>● One of India's largest single-unit co-generation capacities of 65 megawatts</li> <li>● Considered among the nation's most efficient co-generation systems</li> <li>● One of the first units in India to invest in a 105 kilogram per square cm boiler and turbine, strengthening operating efficiency</li> <li>● 8 megawatts incineration power plant to use effluent from distillery plant as fuel</li> <li>● Distillery products comprising ethanol, extra neutral alcohol, rectified spirit and ethyl acetate.</li> </ul>		

## Asmoli, Sambhal District, Uttar Pradesh

Cane crushing capacity	Power generation	Distillery	Bio-fertiliser
9,000 metric tonnes per day	44 megawatts 3.5 megawatts (slop boiler-based power)	100,000 litres per day	5,000 tonnes per annum
Capability	<ul style="list-style-type: none"> <li>● Defco Remelt Phosphotation (DRP) process with ion exchange deployed to manufacture refined sugar.</li> <li>● Distillery products comprising ethanol, extra neutral alcohol and rectified spirit.</li> <li>● 3.50 megawatts incineration power plant to use effluents from distillery plant as a fuel</li> <li>● Unit comprising a bagasse-fired lime kiln to manufacture high grade quick lime.</li> </ul>		

## Mansurpur, Muzaffarnagar District, Uttar Pradesh

Cane crushing capacity	Power generation
8,000 metric tonnes per day	33 megawatts
Capability	<ul style="list-style-type: none"> <li>● This unit also invested in the Defco Remelt Phosphotation (DRP) process in its backend refinery to manufacture refined sugar.</li> <li>● Marketed 1 kilogram, 5 kilogram and 50 kilogram sugar packets of the brand 'DHAMpure'</li> <li>● Unit is present in one of the prime locations in Uttar Pradesh with proximity to the national highway between Meerut and Muzaffarnagar</li> </ul>