

# 2011 ANNUAL REPORT & FINANCIAL STATEMENTS





# **OUR GOAL**

To be among the leading integrated low cost sugar producers in the world by doubling production capacity, with strong domestic and regional African presence and increasingly international focus

# **QUALITY POLICY**

Dangote Sugar Refinery Plc, is committed to producing quality refined granulated sugar using exceptional resources and processes based on world class standards that guarantee stakeholders' satisfaction.

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| PROFIT AND LOSS  | 2011<br>N'000   | 2010<br>N'000   |
|--|---|---|
| Turnover Profit before taxation Taxation Profit after taxation Interim dividend paid                     | 106,510,507<br>10,553,872<br>(3,442,554)<br>7, 111, 318 | 89,980,499<br>16,146,930<br>(4,864,690)<br>11,282,240 |
| Profit after taxation and dividend Transferred to revenue reserve Proposed final dividend  BALANCE SHEET | 7,111,318<br>3,600,000                                  | 11,282,240<br>7,200,000                               |
| Share Capital Shareholders' funds Per 50 kobo share Data (kobo)  | 6,000,000<br>39,491,515                                 | 6,000,000<br>40,895,037                               |
| Earnings<br>Dividend   | 59<br>0.30  | 94<br>0.60  |

The Directors propose a dividend of N0·30 kobo per ordinary share of 50kobo each subject to approval of the shareholder's at the Annual General Meeting for the year ended December 31, 2011.

#### **Directors**

Alhaji Aliko Dangote (GCON)

Engr. Abdullahi Sule

Alhaji Sani Dangote Mr. Olakunle Alake Ms. Bennedikter Molokwu Dr. Konyinsola Ajayi (SAN) Mr. Uzoma Nwankwo Alhaji Abdu Dantata Mr. Suleiman Olarinde Chairman

Managing Director (Appointed 1<sup>st</sup>)

December 2011)

Director
Director
Director
Director
Director
Director
Director
Director
Director

# Company Secretary/ Legal Adviser

Chioma Madubuko (Mrs)

# **Factory**

Shed 20 Apapa Wharf Apapa

Lagos

# **Registered Office:**

3<sup>rd</sup> Floor, GDNL Building Terminal E, Shed 20 NPA Wharf Port Complex Apapa Lagos

# **Registrar and Transfer Office:**

Zenith Registrars Plot 89A, Ajose Adeogun Street Victoria Island Lagos.

#### **Auditors**

Akintola Williams Deloitte (Chartered Accountants) 235 Ikorodu Road Ilupeju, Lagos.

#### **Bankers**

Access Bank Plc
Diamond Bank Plc
Ecobank Nigeria Plc
Fidelity Bank Plc
First Bank of Nigeria Plc
First City Monument Bank Plc
GTBank Plc

Intercontinental Bank Plc
Oceanic Bank International Plc
Stanbic IBTC Bank Plc
Standard Charted Bank Nigeria Ltd
UBA Plc
Zenith Bank Plc

**NOTICE IS HEREBY GIVEN** that the sixth Annual General Meeting of **DANGOTE SUGAR REFINERY PLC** will hold at Grand Ball Room, Eko Hotel & Suites, Victoria Island Lagos, on Thursday, May 17, 2012 at 12: 00 noon to transact the following business:

#### **ORDINARY BUSINESS**

- 1. To receive the Audited Financial Statements for the year ended 31<sup>st</sup> December, 2011, together with the report of the Directors, Auditors and Audit Committee, thereon.
- 2. To declare a Dividend.
- 3. To elect/re-elect Directors.
- 4. To approve the remuneration of the Directors.
- 5. To authorize the Directors to fix the remuneration of the Auditors.
- 6. To elect members of the Audit Committee.

#### SPECIAL BUSINESS

To consider and if thought fit, pass the following resolutions as Special Resolutions:

- 7. (a) That the Company acquires Savannah Sugar Company Ltd for the purpose of backward integration in the business of the Company.
  - (b) That the Board of Directors be and is hereby authorised to do all such acts or deeds and exercise all such powers as may be necessary for or incidental to achieving the objectives specified in the above resolution including but not limited to the appointment of relevant professional parties and execution of all documents and instruments.

#### **PROXY**

A member of the Company entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy to attend and vote instead of him. A proxy need not be a member of the Company. A proxy for an organisation may vote on a show of hands and on a poll. For the appointment to be valid, a completed proxy form must be deposited at the registered office of the Company or with the Registrars - Zenith Registrars Limited, Plot 89A, Ajose Adeogun Street, Victoria Island, Lagos, not later than 48 hours before the time fixed for the meeting.

# NOTICE OF ANNUAL GENERAL MEETING

#### **DIVIDEND AND DIVIDEND WARRANTS**

If the dividend recommended by the Directors is approved by members at the Annual General Meeting, it will be paid to Shareholders whose names appear in the Company's Register of members at the close of business on Monday May 2<sup>nd</sup> 2012. Shareholders who have completed the e-dividend Mandate Form will receive a direct credit of the dividend into their bank accounts on Friday 18<sup>th</sup> of May 2012, while the dividend warrants of Shareholders who have not completed the e-dividend Mandate Form will be posted by the 25<sup>th</sup> day of May 2012.

#### **CLOSURE OF REGISTER AND TRANSFER BOOKS**

The Register of Members and Transfer Books of the Company will be closed from Thursday 3<sup>rd</sup> to Friday 4<sup>th</sup> of May, 2012 both dates inclusive.

#### **AUDIT COMMITTEE**

In accordance with section 395 (5) of the Companies and Allied Matters Act 1990, any shareholder may nominate a shareholder for appointment to the Audit Committee. Such nomination should be in writing and should reach the Company Secretary at least 21 days before the Annual General Meeting.

BY ORDER OF THE BOARD

**CHIOMA MADUBUKO (MRS.)** 

Company Secretary/Legal Adviser

Dangote Sugar Refinery Plc.

3<sup>rd</sup> Floor, Greenview Development Nigeria Ltd Building,

Terminal "E" Apapa Port Complex.

Lagos, Nigeria.

Dated this 11th day of April, 2012





# CHAIRMAN'S STATEMENT

Distinguished Shareholders, Members of the Board of Directors, Representatives of the SEC, NSE, CAC and other regulators here present, Invited guests, Gentlemen of the Press; Ladies and Gentlemen. I have the pleasure to welcome you to the 6th Annual General meeting of our great company, Dangote Sugar Refinery Plc.

On behalf of the Board, I express my sincere gratitude to you all for making out time to be here today. Please permit me to present to you an overview of our operations and other events that shaped the year under review. The year 2011 witnessed many challenges, ranging from high exchange rates, low interest rates on bank deposits, high cost of raw sugar and the social insecurity issues in the country amongst others. These factors affected our performance and had gone ahead to shape our current business year.

# **CHAIRMAN'S STATEMENT**

The challenges faced in 2011, helped us set logical steps that will guarantee an improved and better performance not only in the current business year, but also in the future. We restructured the Executive Management team, appointed a new Managing Director to lead the Company into the future. We further realigned our marketing and sales strategies to position us strategically with a view to drive performance, improve efficiency and output.

The Retail Package Project is being giving maximum attention to ensure we maximize the opportunities posed by the economic crises, which placed pressure on consumer spending hence the tilt of purchasing pattern towards smaller, but consumer friendly product pack sizes which our retail projects falls under. More will be done to promote this brand and ensure that our objectives in embarking on the retail project are achieved.

Already, this step is yielding positive results as we have witnessed in the first quarter performance. The Board will continue to provide the needed and necessary support for the Management to ensure that our goals for the future are realized. To boost our business, our refinery expansion project is on course; while arrangements are underway to acquire Savannah Sugar Company Limited, as part of our backward integration project. This will be presented to members for approval in the course of the meeting. These projects once concluded will enhance our performance and profitability.

#### **RESULTS**

Despite all the challenges of year 2011, our Turnover for the year is N106,510,507,000; Operating Profit is N10,554,219,000, while Profit After Taxation is N7,111,318,000

#### DIVIDEND

Fellow Shareholders, the Board has recommended for your approval, payment of a total dividend of N3.6 billion. This translates to the sum of N0.30 Kobo for every ordinary share of 50kobo each held by members in the Company. The recommended dividend is in line with our dividend policy, and if approved, will be paid net Withholding Tax to all shareholders in the Register of members as at Monday May 2, 2012. For Shareholders who have chosen the e-dividend payment option, their bank accounts will be credited immediately, while dividend warrants of Shareholders who have not completed the e-dividend Mandate Form will be posted on May 25, 2012. In view of the CBN's new cashless policy, I encourage us all to embrace the e-dividend option. This will not only ensure that your dividends are credited promptly, it will help eliminate the various cases of unclaimed dividends.

#### THE BOARD

Since the last Annual General Meeting, there have been a few changes on the Board composition. A substantive Managing Director, in the person of Engr. Abdullahi Sule was appointed to run the affairs of the Company. He has since assumed duties, and his appointment will be ratified in the course of this meeting. We wish him a successful tenure in office.

On other hand, Mr. Suleiman Olarinde who was the Executive Director of Finance, has

# CHAIRMAN'S STATEMENT

resigned from the company. However, he has been appointed a non-executive member of the Board, which will also be ratified by Shareholders at this meeting. The Directors retiring by rotation at this meeting are Mr. Olakunle Alake and Dr. Konyinsola Ajayi (SAN), and being eligible will offer themselves for re-election in the course of this meeting. In addition to the existing Committees of the Board, we created the Risk Management Committee of the Board.

#### **OUR STAFF**

Our staff remain our strength; they have continued to maintain a productive work ethics, which has helped your Company maintain its leadership position in the industry with satisfactory service delivery to customers. We will continue to place high priority on their training and development, seek and retain the best talents in our continued pursuit of operational and service excellence.

#### THE FUTURE

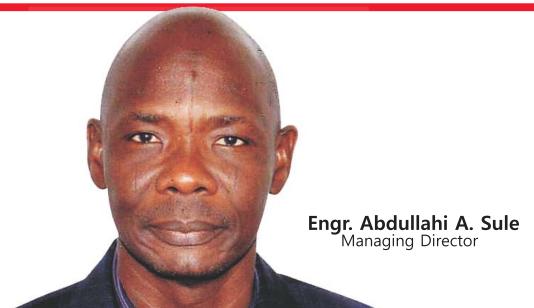
Despite the various challenges posed by the world economic conditions, we remain committed to our goal of maintaining and improving on our leadership position in the market. Continued investments will be made in our operations, brands promotions and training of our people for a result oriented and sustainable business growth. With our strategic investments in the refinery capacity expansion and the proposed acquisition of Savannah Sugar Company Limited, as part of our backward integration project, the Company's fortunes will certainly be impacted positively by these sustainable growth projects.

Ladies and Gentlemen, I want to sincerely thank you on behalf of the Board, Management and Staff for your unwavering support, patronage and belief in what Dangote Sugar Refinery Plc stands for. We humbly ask for your continued support and promise that together we all will steer the Company into a brighter future.

Once again, I thank you all for attending this Annual General Meeting and wish you safe journey back to you various destinations.

A and gr.

Alhaji Aliko Dangote (GCON) Chairman, Board of Directors Dangote Sugar Refinery Plc



I am delighted for this opportunity to stand before you once again as the Managing Director of Dangote Sugar Refinery Plc, to present to you the overview of the strategies being implemented to move the Company forward. Also, I will present a few highlights of year 2011, having resumed duties as Managing Director in December 2011 and our strategic focus for the 2012 business year.

Year 2011 was challenging for the company, ranging from the high cost of raw materials, low interest rates on bank deposits, liquidity squeeze that affected purchasing power, the weakening exchange rate and the consequent inflationary impact. Our product portfolio expanded with the introduction of the Dangote Refined Vitamin A Fortified White Sugar in retails and more consumers friendly pack sizes in 1kilogram, 500grams and 250grams; during the year. The retail market being a new terrain has presented several challenges.

However, steps have been taken with a view to improve on our business strategies and operational processes that will reposition the Company on the path of sustainable growth and profitability. Key actions have been taken and some are still being implemented. Our organizational structure has been realigned, with a redesigned approach to sales to strengthen our sales and distribution teams, as well as output.

We are also in the process of restructuring our distributorship especially for the retail products. With this, new distributors will be appointed to ensure a more extensive distribution network for our brands, while key steps will be taken to ensure improved service delivery requirements that meet the needs of our trade and corporate customers. We use this medium to invite shareholders to avail themselves of this opportunity and further strengthen our partnership, by becoming distributors.

#### MANAGING DIRECTOR'S REPORT

Our continued focus is to promote teamwork, improved operational efficiency, delivery of satisfactory services to our customers, staff training to enhance performance and innovativeness to compete effectively with our contemporaries and meet the everchanging consumer needs. Investments are being made on our plant to ensure improved maintenance routines and optimal capacity utilization. All these have impacted positively on our performance in the last few months.

With a clear vision of our targets, our key priority is to grow our markets both locally and international. Arrangements are currently underway to expand our export horizon beyond Ghana; and we are prospecting other countries across the West African coast. Efforts are in top gear to ensure the refinery expansion project and the proposed acquisition of Savannah Sugar as part of our backward integration project are completed this year. Our distribution and sales channels are being redeveloped to ensure availability of products to consumers nationwide.

Capacity building within the company is also receiving maximum attention, this is to enable us attract and retain talents that are key for the continued success of the company.

With the full commitment of the Board, Management, Staff, and all stakeholders, we will continue to realign and implement these strategies.

In line with the requirements of good corporate governance practice, we have adopted and commenced implementation of the International Financial Reporting Standards. However, this is an ongoing process; we will continue to improve on our efforts until our reporting is fully in line with the IFRS requirements. In addition to the numerous awards your Company has won in the past, we have successfully completed our Quality Management System certification, NIS ISO 9001:2008.

I express our sincere appreciation to all our stakeholders, for your support to the Company. In addition, I thank the Board for their insightful leadership and contributions to the affairs of the Company. To the Management and Staff I also say a big thank you, for your commitment, dedication and sacrifices towards the realization of DSR goals.

I wish to recognize our esteemed distributors and customers whose patronage has kept us ahead of the pack. We appreciate you and are most grateful for the partnership, as we continue to work together towards the achievement of our goals with eagerness and expectations that we will surpass this momentum as we chart a very promising course for Dangote Sugar Refinery Plc.

Thank you.

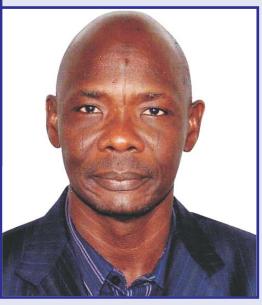
Engr. Abdullahi A. Sule Managing Director

# DANGOTE SUGAR REFINERY PLC | 2011 ANNUAL REPORT & FINANCIAL STATEMENTS

# THE BOARD



Alhaji Aliko DANGOTE (GCON) (Chairman)



Engr. Abdullahi A. SULE (Managing Director)



(Director)



Ms. Bennedikter MOLOKWU Dr. Konyinsola AJAYI (SAN) (Director)

# **OF DIRECTORS**



Mr. Olakunle ALAKE (Director)



Alhaji Sani DANGOTE (Director)



Alhaji Abdu DANTATA (Director)



Mr. Uzoma NWANKWO (Director)



Mr. Suleiman OLARINDE (Director)

#### 1. ACCOUNTS

The Directors are pleased to submit their report together with the audited financial statements of the Company for the year ended 31st December 2011.

2. RESULT N'000

The Company's profit for the year after taxation was 7,111,318 Proposed dividend for year ended 31st December 2011 3,600,000

#### 3. PRINCIPAL ACTIVITIES

The Company refines raw sugar into edible sugar and sells refined sugar.

#### 4. LEGAL FORM

The Company was incorporated on the 4<sup>th</sup> of January 2005 as a Public Limited Liability Company. The shares are quoted on the Nigerian Stock Exchange.

#### 5. DIRECTORS AND THEIR INTERESTS

I. The names of Directors who are currently in office are as follows:

| l.    | Alhaji Aliko Dangote (GCON) | Chairman            |
|-------|-----------------------------|---------------------|
| ii.   | Engr. Abdullahi Sule        | (Managing Director) |
| iii.  | Alhaji Sani Dangote         |                     |
| iv.   | Mr. Olakunle Alake          |                     |
| ν.    | Ms. Bennedikter Molokwu     |                     |
| vi.   | Dr. Konyinsola Ajayi (SAN)  |                     |
| vii.  | Mr. Uzoma Nwankwo           |                     |
| viii. | Alhaji Abdu Dantata         |                     |
| ix.   | Suleiman Olarinde           |                     |
|       |                             |                     |

During the course of the year, the Acting Managing Director, Mr. Sai Prakash resigned his appointment with the Company, while Engr. Abdullahi Sule was appointed the new Managing Director. Also, during the year Mr. Suleiman Olarinde resigned as the Executive Director, Finance of the Company. He was however, appointed as a non executive Director of the Company.

II. In accordance with Article 62(b) (c) of the Company's Articles of Association, the Directors retiring by rotation are Messrs Olakunle Alake and Konyinsola Ajayi (SAN) and being eligible, offer themselves for re-election.

- III. No Director has a service contract not determinable within five years.
- IV. The Directors' interest in the issued share capital of the Company as recorded in the Register of members and/or as notified by them for the purpose of Section 275 of the Companies and Allied Matters Act, C20 Laws of the Federation of Nigeria 2004 are as follows:

#### **DIRECTORS' SHAREHOLDING**

| Number of shares held as at |  |  |  |  |
|-----------------------------|--|--|--|--|
| 31 <sup>st</sup> Dec. 2011  | 12 <sup>th</sup> April 2012  |  |  |  |
|                             |  |  |  |  |
| 444,710,239                 | 444,710,239  |  |  |  |
| 1,000,000                   | 1,000,000  |  |  |  |
| Nil                         | Nil  |  |  |  |
| 6,864,000                   | 6,864,000  |  |  |  |
| 1,383,400                   | 1,383,400  |  |  |  |
| Nil                         | Nil  |  |  |  |
| 834,692                     | 834,692  |  |  |  |
| 1,000,000                   | 1,000,000  |  |  |  |
| Nil                         | Nil  |  |  |  |
|                             | 31st Dec. 2011<br>444,710,239<br>1,000,000<br>Nil<br>6,864,000<br>1,383,400<br>Nil<br>834,692<br>1,000,000 |  |  |  |

#### 6. DIRECTORS' RESPONSIBILITIES

The Directors are responsible for the preparation of the financial statements, which give a true and fair view of the state of affairs of the Company at the end of each financial year and of the profit or loss for that period, and comply with the provisions of the Companies and Allied Matters Act, C20 Laws of the Federation of Nigeria 2004.

# In doing so, they ensure that:

- proper accounting records are maintained;
- applicable accounting statements are followed;
- suitable accounting policies are adopted and consistently applied;
- judgments and estimates made are reasonable and prudent;
- the going concern basis is used, unless it is inappropriate to presume that the Company will continue in business; and
- Internal control procedures are instituted which as far as is reasonably possible, safeguard the assets, prevent and detect fraud and other irregularities.

#### 7. SUBSTANTIAL INTEREST IN SHARES

The Registrar has advised that according to the Register of Members on 31<sup>st</sup> December 2011 only Dangote Industries Limited with 8,119,200,000 ordinary shares of 50k each held more than 5% of the issued share capital of the Company.

#### 8. FIXED ASSETS

Movements in fixed assets during the year are shown in Note 6 to the Accounts. In the opinion of the Directors, the market value of the Company's properties is not less than the value shown in the accounts.

#### 9. DONATIONS AND CHARITABLE GIFTS

Dangote Sugar Refinery Plc identifies with causes and aspirations of our operational environment by supporting charitable and worthy causes in the areas of education, health, skills acquisition, poverty alleviation, sports, and the environment amongst others. However, during the year under review, no donation was made to any political party, religious organization or others.

#### 10. POST BALANCE SHEET EVENTS

There were no significant developments since the balance sheet date which could have had a material effect on the state of affairs of the Company as at 31<sup>st</sup> December, 2011 and the profit for the year ended on that date which have been adequately recognised.

## 11. COMPANY DISTRIBUTORS

The Company's products are sold through many Distributors across the whole Country.

#### 12. SUPPLIERS

The Company obtains its materials at arm's length basis from overseas and local suppliers. Amongst its main overseas suppliers are SUCRES ET DENREES, Broadbent UK, Belvoir UK, Fischbein, BRAM COR – Italy, Equipe Brazil, Tate & Lyle UK and Maquinqs Piratininga Brazil. Dangote Agrosacks, Gaslink Nigeria Ltd, Vitachem Nigeria Ltd, Biochemical Derivatives Nigeria Ltd and Istabaraqim Nigeria Ltd are among the local suppliers.

#### 13. ANALYSIS OF SHAREHOLDING

Analysis of shareholding as at 31st December 2011

| Range                  | No. of Holders             | Percent          | Units                           | Percentage        |
|------------------------|----------------------------|------------------|---------------------------------|-------------------|
| 1 - 10,000             | 86,968                     | 82.63%           | 199,528,902                     | 1.66%             |
| 10,001 - 50,000        | 14,073                     | 13.37%           | 290,949,603                     | 2.43%             |
| 50,001 - 500,000       | 3,765                      | 3.58%            | 459,645,700                     | 3.83%             |
| 500,001 – 1,000,000    | 194                        | 0.18%            | 144,969,125                     | 1.21%             |
| 1,000,001-10,000,000   | 208                        | 0.20%            | 615,931,977                     | 5.13%             |
| 10,000,001-50,000,000  | 27                         | 0.03%            | 497,019,059                     | 4.14%             |
| 50,000,001 – 100,000,0 | 000 2                      | 0.00%            | 131,018,705                     | 1.09%             |
| 100,000,001 – 500,000, | 000 6                      | 0.01%            | 1,541,736,929                   | 12.85%            |
| 500,000,001 – 12,000,0 | 00,000 <u>1</u><br>105,244 | 0.00%<br>100.00% | 8,119,200,000<br>12,000,000,000 | 67.66%<br>100.00% |

#### 14. HUMAN RESOURCES

#### 1. Employment and Employees

The Company has reviewed its employment policy in line with the needs of business. Careful recruiting is now the focus to ensure that potential high performers are attracted and retained.

#### 2. Work Environment

The Company continuously strives to improve its operations to ensure a safe working environment. It maintains a high standard of hygiene in all its premises through sanitation practices and the regular fumigation exercises have been further strengthened by the installation of pest and rodent control gadgets. Safety and environment workshops organized for all senior employees with a broad focus on good housekeeping to ensure good and safe working environment. The company provides fully paid nutritionally balanced meals provided for staff in the canteen.

#### 3. Employee Development

The Company continues to place premium on its human capital development arising from the fact that this would ensure improved efficiency of the business and maintain strategic advantage over competition. Local and international training and development programmes are organized to meet the need of the Company's modernization, automation and strategy implementation.

#### 15. AUDIT COMMITTEE

Pursuant to Section 359(3) of the Companies and Allied Maters Act, Cap. C20 Laws of the Federation of Nigeria, 2004, the Company has put in place an Audit Committee comprising three Shareholders and three Directors as follows:-

Mr. Segun Olusanya - Shareholder/Chairman
Ms Bennedikter Molokwu - Director/Member
Mr. Olakunle Alake - Director/Member
Mallam Dahiru Ado - Shareholder/Member
Hadjia Muheebat Dankaka - Shareholder/Member
Dr. Konyinsola Ajayi (SAN) - Director/Member

The functions of the Audit Committee are as laid down in Section 359(6) of the Companies and Allied Matters Act, Cap. C20 Laws of the Federation of Nigeria 2004.

#### 16. AUDITORS

Messrs Akintola Williams Deloitte (Chartered Accountants) are the Auditors to the Company and they have indicated their willingness to continue in office in accordance with Section 357(2) of the Companies and Allied Matters Act. Cap C20. Laws of the Federation of Nigeria, 2004. A resolution will be proposed authorising the Directors to fix their remuneration.

BY ORDER OF THE BOARD

Chioma Madubuko (Mrs)

Company Secretary/Legal Adviser 3<sup>rd</sup> Floor, GDNL Building Terminal E, Shed 20 NPA Wharf Port Complex Apapa - Lagos

Dated this 11th day of April 2012

Dangote Sugar Refinery Plc (DSR) is committed to best practice and procedures in corporate governance. Overseen by the Board of Directors, DSR's corporate governance practices are constantly under review, in line with the dynamics of the business environment.

The Corporate Governance policies adopted by the Board of Directors are designed to ensure that the Company's business is conducted in a fair, honest and transparent manner, which conforms to high ethical standards. As a responsible corporate citizen, Dangote Sugar Refinery Plc complies with all applicable national laws and regulations.

The Board delegates the day-to-day running of the Company's affairs to the MD/CEO. An executive Management Committee supports the MD/CEO in this task. The Board currently consists of nine members, the Chairman, Managing Director, and seven non-Executive Directors. Out of which three are Independent Directors.

#### RESPONSIBILITIES OF THE BOARD OF DIRECTORS

It is the responsibility of the Board of Dangote Sugar Refinery Plc to:

- Ensure that the Company's operations are conducted in a fair, honest and transparent manner that conform to high ethical standards
- Ensure integrity of the Company's financial and internal control policies
- Ensure the accurate, adequate and timely rendition of statutory returns and financial reporting to the regulatory authorities (NSE, CAC, SEC) and Shareholders
- Ensure value creation for shareholders, employees and other stakeholders
- Review and approve corporate policies, strategy, annual budget and business plan
- Monitor implementation of policies and the strategic direction of the Company.
- Set performance objectives, monitor implementation and corporate performance
- Review and approve all major and capital expenditure of the Company
- Ensure that the statutory rights of Shareholders are protected at all time.

The Board carries out the above responsibility through the Board Committees whose terms of reference set out clearly their roles, responsibilities, scope of authority and procedures for reporting to the Board. Each committee is chaired by a non – executive Director to ensure strict compliance to the principles of good corporate governance practice, while a representative of the Shareholders chairs the Audit Committee.

The Committees assist the Board in fulfilling their oversight functions regarding Financial Reporting, Risk Management, Internal Control, Employee welfare etc in line with regulatory and good corporate governance practice requirements.

#### MEETING OF THE BOARD OF DIRECTORS

The Board of Directors holds at least four meetings a year, to consider important corporate events and actions such as approval of corporate strategy, Annual corporate plan, review of internal risk management and control systems, review performance and direct the affairs of the Company, its operations, finances and formulate growth strategies. It may however, convene a meeting if the need arises. However, during the year under review the Board of Directors and the Board — committee(s) convened several meetings.

#### RECORD OF DIRECTORS' MEETING

In line with the provisions of Section 258(2) of the Companies and Allied Matters Act, Cap. C20 Laws of the Federation of Nigeria 2004, the record of Directors' attendance at Board meetings is available for inspection at the Annual General Meeting.

#### SUB COMMITTEES OF THE BOARD OF DIRECTORS

The Board delegated some of its responsibilities to standing committees that consists of Executive and Non – executive Directors. In compliance with the practices of good corporate governance, the Chairman of the DSR Plc Board of Directors is not a member of any of these committees. These Committees are the Establishment, Finance and Risk Management Committees. The Committees report to the Board of Directors on their activities and decisions, which are ratified by the full Board, at a meeting.

#### The Finance Committee

The Committee comprise of five Directors, with an independent Director as Chairman. Members of the Committee are:

Ms. Bennedikter Molokwu - Chairman Mr. Olakunle Alake - Member Alhaji Abdu Dantata - Member Mr. Sai Prakash - Member Mr. Suleiman Olarinde - Member

Responsibilities of the Finance Committee: -

- Assessment and monitoring of all risks associated with the operations of the Company
- Development and monitoring of the implementation of internal control systems by management
- Assisting the Board in its responsibility relating to the oversight of the Company's financial credit and risk management policies and procedures.

#### **The Establishment Committee**

The Committee comprise of four Directors, with an independent Director as Chairman. Members of the Committee are:

Dr. Konyinsola Ajayi (SAN)

Mr. Sai Prakash

Alhaji Suleiman Olarinde

Mr. Uzoma Nwankwo

Chairman

Member

Member

Member

Responsibilities of the Establishment Committee: -

- Reviewing of the policy framework for employees' and remuneration issues
- Making recommendations to the Board on all new Board appointments

# The Risk Management Committee

The Committee comprise of five Independent Directors; Members of the Committee are:

Mr. Uzoma Nwankwo Chairman Ms. Bennedikter Molokwu Member Dr. Konyinsola Ajayi (SAN) Member Mr. Olakunle Alake Member Mr. Suleiman Olarinde Member

Responsibilities of the Risk Management Committee: -

- To recommend to the Board on an annual basis the Company's Total Financial Volatility Risk Appetite, including Risk Type Limits for Wholesale Credit Risk, Retail Credit Risk and Market Risk for the following year
- To ratify any cumulative change over 10% to the approved Risk Type Limits within the Company's Financial Volatility Risk Appetite set for each year.
- To receive reports of any change less than 10% to the approved Risk Type Limits within the Company's Total Financial Volatility Risk Appetite set for each year.
- To consider any breaches of the Company's Total Financial volatility Risk Appetite and each of the approved Risk Type Limits and make recommendations to the Board.

#### The Audit Committee

In addition to the Board Standing Committees, there is the Audit Committee, which also plays an important role in the Company. The Audit Committee is made up 6 (six) members, three members of the Board of Directors and 3 members representing the Shareholders.

In compliance with the requirement of corporate governance practice, a shareholder chairs the committee. Members of the Audit Committee are elected annually at the General Meeting. Members of the Committee are -

Mr. Segun Olusanya Chairman/Shareholder Representative

Hajia Muheebat Dankaka Shareholder Representative Mallam Dahiru Ado Shareholder Representative

Ms. Bennedikter Molokwu Director
Mr. Olakunle Alake Director
Dr. Konyinsola Ajayi (SAN) Director

## Responsibilities of the Audit Committee:

- Ensuring the Independence and Objectivity of the Audit (statutory and Internal)
- Reviewing the adequacy and effectiveness of Dangote Sugar Refinery Plc (DSR)'s internal control policies prior to endorsement by the Board
- Directing and supervising investigations into matters within its scope, such as evaluations of the effectiveness of DSR internal controls, business partner and client misconduct or conflict of interest.

In addition to the above stated responsibilities, the Committee carries out all such other functions as stipulated by the Companies and Allied Matters Act. Cap C20 Laws of the Federal Republic of Nigeria, 2004.

FROM 1ST JANUARY 2011 TO 31ST DECEMBER 2011

#### BOARD OF DIRECTORS' MEETINGS

| ATTENDANCE                    |          |          |          |          |          |  |
|-------------------------------|----------|----------|----------|----------|----------|--|
|                               | JAN      | APRIL    | MAY      | AUG      | ОСТ      |  |
| Alhaji<br>Aliko Dangote(GCON) | <b>√</b> | ✓        | ✓        | ✓        | ✓        |  |
| Engr. Abdullahi Sule          | N/A      | N/A      | N/A      | N/A      | N/A      |  |
| Mr. Sai Prakash               | N/A      | ✓        | ✓        | ✓        | ✓        |  |
| Alhaji Sani Dangote           | <b>√</b> | <b>√</b> | ✓        | ✓        | Α        |  |
| Mr. Suleiman Olarinde         | ✓        | ✓        | ✓        | ✓        | ✓        |  |
| Ms. Bennedikter Molokwu       | ✓        | ✓        | ✓        | ✓        | ✓        |  |
| Dr. Konyinsola Ajayi(SAN)     | ✓        | Α        | Α        | <b>√</b> | ✓        |  |
| Mr. Olakunle Alake            | <b>√</b> | ✓        | √        | √        | √        |  |
| Alhaji Abdu Dantata           | Α        | <b>√</b> | √        | Α        | Α        |  |
| Mr. Uzoma Nwankwo             | <b>√</b> | <b>√</b> | <b>√</b> | Α        | <b>√</b> |  |

The Managing Director, Engr. Sule was appointed in December 2011, hence he did not attend any of the meetings prior to his resumption.

#### FINANCE COMMITTEE MEETINGS

|                         | ATTENDANCE |          |              |          |          |
|-------------------------|------------|----------|--------------|----------|----------|
|                         | JAN        | MAR      | APRIL        | AUG      | OCTOBER  |
| Ms. Bennedikter Molokwu | √          | <b>√</b> | ✓            | <b>√</b> | <b>√</b> |
| Mr. Olakunle Alake      | ✓          | ✓        | $\checkmark$ | ✓        | ✓        |
| Mr. Suleiman Olarinde   | ✓          | ✓        | √            | <b>√</b> | ✓        |
| Alhaji Abdu Dantata     | Α          | √        | ✓            | Α        | Α        |
| Mr. Sai Prakash         | N/A        | N/A      | <b>√</b>     | √        | <b>√</b> |

#### ESTABLISHMENT COMMITTTEE MEETINGS

|                           | ATTENDANCE |     |  |
|---------------------------|------------|-----|--|
|                           | JAN        | DEC |  |
| Dr. Konyinsola Ajayi(SAN) | √          | √   |  |
| Mr. Uzoma Nwankwo         | √          | √   |  |
| Mr. Suleiman Olarinde     | ✓          | √   |  |
| Mr. Sai Prakash           | N/A        | N/A |  |

# ATTENDANCE OF MEETINGS BY MEMBERS OF THE BOARD OF DIRECTORS/BOARD COMMITTEES

FROM 1ST JANUARY 2011 TO 31ST DECEMBER 2011

#### AUDIT COMMITTEE MEETINGS

| ATTENDANCE                |          |          |       |          |          |          |
|---------------------------|----------|----------|-------|----------|----------|----------|
|                           | FEB      | FEB      | APRIL | SEPT     | NOV      | DEC      |
| Mr. Segun Olusanya        | ✓        | <b>√</b> | ✓     | ✓        | ✓        | ✓        |
| Hadjia Muheebat Dankaka   | ✓        | ✓        | ✓     | ✓        | ✓        | ✓        |
| Mallam Dahiru Ado         | Α        | Α        | ✓     | Α        | ✓        | ✓        |
| Ms. Bennedikter Molokwu   | <b>√</b> | <b>√</b> | ✓     | √        | √        | <b>√</b> |
| Dr. Konyinsola Ajayi(SAN) | <b>√</b> | <b>V</b> | ✓     | <b>√</b> | <b>√</b> | ✓        |
| Mr. Olakunle Alake        | Α        | <b>√</b> | Α     | Α        | ✓        | ✓        |
| Mr. Sai Prakash           | N/A      | N/A      | √     | ✓.       | √_       | N/A      |
| Mr. Suleiman Olarinde     | <b>√</b> | <b>√</b> | ✓     | <b>√</b> | √        | <b>√</b> |

#### RISK MANAGEMENT COMMITTEE MEETINGS

|                           |          | ATTENDANCE |
|---------------------------|----------|------------|
|                           | ост      |            |
| Mr. Uzoma Nwankwo         | <b>√</b> |            |
| Dr. Konyinsola Ajayi(SAN) | <b>√</b> |            |
| Ms. Bennedikter Molokwu   | √        |            |
| Mr. Olakunle Alake        | <b>√</b> |            |
| Mr. Suleiman Olarinde     | <b>√</b> |            |

 $\sqrt{ }$  = Attendance

A= Apology

N/A=Not Applicable

For the year ended 31st December, 2011

In accordance with the provisions of the Companies and Allied Matters Act of Nigeria, the Directors are responsible for the preparation of annual financial statements, which give a true and fair view of the state of affairs of their Company at the end of the financial period and of their profit or loss for the year ended.

Their responsibilities among others include ensuring that:

- I. The Company keeps proper accounting records that disclose, with reasonable accuracy, the financial position of the Company and comply with requirements of the Companies and Allied Matters Act of Nigeria;
- II. Appropriate and adequate internal controls are established to safeguard its assets, prevent and detect fraud and other irregularities;
- III. The Company prepares its financial statements using suitable accounting policies supported by reasonable and prudent judgements and estimates that are consistently applied; and
- IV. It is appropriate for the financial statements to be prepared on a going concern basis

The Directors accept responsibility for the annual financial statements, which have been prepared using appropriate accounting policies supported by reasonable and prudent judgements and estimates in conformity with Nigerian Statements of Accounting Standards and the requirements of the Companies and Allied Matters Act of Nigeria.

The Directors are of the opinion that the financial statements give true and a fair view of the state of the financial affairs of the Company and of its profit.

The Directors further accept responsibility for the maintenance of accounting records that may be relied upon in the preparation of financial statements, as well as adequate systems of internal financial control.

Nothing has come to the attention of the Directors to indicate that the Company will not remain a going concern for at least twelve months from the date of this statement.

#### SIGNED ON BEHALF OF THE DIRECTORS BY

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11<sup>th</sup> April, 2012



# REPORT OF THE AUDIT COMMITTEE TO THE MEMBERS OF DANGOTE SUGAR REFINERY PLC

For the year ended 31st December, 2011

In accordance with the provisions of Section 359(6) of the Companies and Allied Matters Act, 1990, we have examined the Auditors report for the year ended 31st December 2011. We have obtained all the information and explanations we required.

In our opinion, the Auditors report is consistent with our review of the scope and planning of the Audit. We are also satisfied that the accounting and reporting policies of the Company are in accordance with legal requirements and agreed ethical practices. Having reviewed the Auditors' findings and recommendations on Management matters, we are satisfied with Management's response therein.

Mr. Segun Olusanya

Chairman, Audit Committee

Dated this 12th day of April 2012

#### MEMBERS OF THE AUDIT COMMITTEE

- 1) Hajia Muheebat Dankaka
- 2) Mallam Dahiru Ado
- 3) Ms. Bennedikter Molokwu
- 4) Dr. Konyinsola Ajayi (SAN)
- 5) Mr. Olakunle Alake



Akintola Williams Deloitte 235 Ikorodu Road, Ilupeju P. O. Box 965, Marina Lagos Nigeria

Tel. +234 (1) 271 7800 Fax: +234 (1) 271 7801 www.deloitte.com/ng

#### REPORT OF THE INDEPENDENT AUDITORS TO THE

#### MEMBERS OF DANGOTE SUGAR REFINERY PLC

We have audited the accompanying financial statements of **Dangote Sugar Refinery Pic** set out on pages 30 to 47 which comprise the balance sheet as at 31 December 2011, the profit and loss account, statement of cash flows and value added statement for the year then ended and a statement of the significant accounting policies, five year financial summary and other accompanying explanatory information.

# Directors' Responsibility for the Financial Statements

The Directors are responsible for the preparation and fair presentation of these financial statements in accordance with the Companies and Allied Matters Act, CAP C20, LFN 2004 and for such internal control as the Directors determine are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of **Dangote Sugar Refinery PIc** as at 31 December 2011, and of its financial performance and its cash flows for the year then ended; the Company has kept proper books of account, which are in agreement with the balance sheet and profit and loss account in the manner required by the Companies and Allied Matters Act, CAP C20, LFN 2004 and in accordance with the Statements of Accounting Standards issued by the Financial Reporting Council of Nigeria.

**Chartered Accountants** 

Lagos, Nigeria 13 April 2012 NETTUTE OF CHARTERED COUNTRY AT SO F NIGERIA

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The following are the significant accounting policies, which have been adopted by the Company in the preparation of its financial statements.

#### 1. Basis of accounting

The financial statements are prepared under the historical cost basis. Adjustment has not been made to reflect the impact on the financial statements of specific price changes or changes in the general level of prices.

#### 2. Turnover

Turnover represents the net value of goods sold to third parties during the year. Sales of goods are recognised when goods are delivered to the customers and legal title has passed.

#### 3. Fixed assets

Fixed assets are stated at cost less accumulated depreciation.

## 4. Depreciation

Depreciation is calculated to write off the cost of fixed assets on a straight-line basis over their expected useful lives. The principal annual rates used for this purpose are:

|                              | %                              |
|------------------------------|--------------------------------|
| Leasehold land and buildings | Period of lease                |
| Plant and machinery          | $6^{2}/_{3}$                   |
| Motor vehicles               | 25                             |
| Tools and equipments         | 25                             |
| Furniture and fittings       | 20                             |
| Computer equipment           | 33 <sup>1</sup> / <sub>3</sub> |

# 5. Stocks and work-in-progress

Stocks are valued at lower of cost and net realisable value. Goods in transit are valued at the invoice price. Cost of stocks includes purchase cost, conversion cost (materials, labour and overhead) and other costs incurred to bring inventory to its present location and condition. This is determined using standard cost, which approximates actual cost, on a first in first out basis. Finished goods, which include direct labour and factory overheads, are valued at standard cost adjusted at yearend on an actual cost basis. Engineering and other spares are valued at invoice price only. Allowance is made for obsolete, slow-moving or defective items, where appropriate.

#### 6. Debtors

Bad debts are written off and specific provisions are made for those debts considered doubtful of recovery.

# 7. Foreign currencies

Transactions in foreign currencies are recorded in Naira at the rates of exchange ruling at the time they arise. Assets and liabilities existing in foreign currencies are converted to Naira at the rates of exchange ruling at the balance sheet date. Gains or losses arising therefrom are included in the profit and loss account.

#### 8. Taxation

Income tax and education tax payable are provided on profits at the current statutory rates of taxation.

#### 9. Deferred taxation

Deferred taxation, which arises principally from timing differences in the recognition of items for accounting and tax purposes, is calculated using the liability method. This represents taxation at the current rate of corporate income tax on difference between the net book value and the tax written down value of fixed assets. This is in accordance with Statement of Accounting Standards (SAS) 19.

#### 10. Employees retirement benefit scheme

The company makes provision for retirement benefits in accordance with the Pension Reform Act of 2004. The contribution of the employer and employee is 7.5% of employee's basic, transport and housing allowances. The Company's contribution is charged to the profit and loss account. The Company also operates a gratuity scheme for its permanent Nigerian staff, the benefits under which are related to employees' length of service and remuneration. The provision for liability in respect thereof is made in full in the financial statements.

#### 11. Provisions

Provisions are recognised when the Company has a present obligation whether legal or constructive, as a result of a past event for which it is probable that outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation in accordance with Statement of Accounting Standard (SAS) 23.

#### 12. Investment

Investments in subsidiaries are carried in the Company's balance sheet at cost less provision for impairment losses. Where in the opinion of the Directors, there has been impairment in the value of an investment; the loss is recognised as an expense in the period in which the impairment is identified.

#### 13. Earnings per share

The company presents basic earnings per share (EPS) for its ordinary shares. Basic earnings per share (EPS) is calculated by dividing the profit or loss attributable to ordinary shareholders of the company by the weighted average numbers of shares outstanding during the year.

#### 14. Segmental reporting

The company's business segments are presented by products that are subject to similar risks and returns.

|  |      | 2011         | 2010         |
|--|------|--------------|--------------|
|  | Note | N'000        | N'000        |
| Turnover   | 2    | 106,510,507  | 89,980,499   |
| Cost of sales  |      | (92,777,191) | (71,946,668) |
| Gross profit   |      | 13,733,316   | 18,033,831   |
| Administrative expenses                              |      | (3,717,580)  | (3,433,524)  |
|  |      | 10,015,736   | 14,600,307   |
| Other income   | 3    | 538,483      | 1,548,569    |
| Operating profit                                     |      | 10,554,219   | 16,148,876   |
| Interest payable and similar charges                 | 5    | (347)        | (1,946)      |
| Profit before taxation                               | 4    | 10,553,872   | 16,146,930   |
| Taxation   | 5    | (3,442,554)  | (4,864,690)  |
| Profit after taxation transferred to revenue reserve | 15   | 7,111,318    | 11,282,240   |
| Earnings per share (Kobo):<br>Basic                  | 26   | 59           | 94           |

The accounting policies on pages 30 and 31 and the accompanying explanatory notes on pages 35 to 45 form an integral part of these financial statements

|   |                          | 2011  | 2010  |  |
|---|--------------------------|---|---|--|
|   | Note                     | N'000   | N'000   |  |
| NON CURRENT ASSETS  |                          |   |   |  |
| Fixed Assets  | 6                        | 16,504,480  | 15,742,539  |  |
| CURRENT ASSETS  |                          |   |   |  |
| Stocks Trade debtors Other debtors and prepayments Amount due from related companies Bank and cash balances | 7<br>8<br>9<br>22a<br>18 | 23,934,307<br>6,989,416<br>2,100,506<br>13,482,157<br>6,096,039 | 15,960,376<br>5,958,702<br>2,343,216<br>16,048,892<br>6,240,257 |  |
|   |                          | 52,602,425  | 46,551,443  |  |
| CREDITORS: Amounts falling due within one year  |                          |   |   |  |
| Trade creditors Other creditors Amount due to related companies Taxation                                    | 10<br>22b<br>5           | 16,724,256<br>3,204,425<br>2,531,602<br>3,539,007               | 9,794,006<br>2,283,300<br>2,188,240<br>4,980,105                |  |
|   |                          | 25,999,290  | 19,245,651  |  |
| NET CURRENT ASSETS  |                          | 26,603,135  | 27,305,792  |  |
| TOTAL ASSETS LESS CURRENT LIABILITIES   |                          | 43,107,615  | 43,048,331  |  |
| CREDITORS: Amounts falling due after methan one year  | nore                     |   |   |  |
| Deferred taxation<br>Employees' gratuity  | 11<br>12                 | (2,837,360)<br>(778,740)  | (1,661,572)<br>(491,722)  |  |
| NET ASSETS  |                          | 39,491,515  | 40,895,037  |  |
| CAPITAL AND RESERVES Share capital Share premium Revenue reserve  | 13<br>14<br>15           | 6,000,000<br>6,320,524<br>27,170,991                            | 6,000,000<br>6,320,524<br>28,574,513                            |  |
|   |                          | 39,491,515  | 40,895,037  |  |

The financial statements on pages 30 to 47 were approved by the Board of Directors on 11 April 2012 and signed on its behalf by:

The accounting policies on pages 30 and 31 and explanatory notes on pages 35 to 45 form part of these financial statements.

| OPERATING ACTIVITIES:   | Note   | 2011<br>N'000   | 2010<br>N'000   |
|---|--------|---|---|
| Cash receipts from customers Cash payments to suppliers and employees VAT paid Tax paid | 5(b)   | 105,647,642<br>(91,365,290)<br>(155,024)<br>(5,022,704) | 90,063,970<br>(79,302,465)<br>(1,440,575)<br>(14,793,144) |
| Net cash provided by operating activities   | 17     | 9,104,624   | (5,472,214)   |
| INVESTING ACTIVITIES:   |        |   |   |
| Purchase of fixed assets<br>Interest received   | 6<br>3 | (2,419,129)<br>370,634                                  | (616,624)<br>1,452,661                                    |
| Net cash flow from investing activities   |        | (2,048,495)   | 836,037   |
| FINANCIAL ACTIVITIES:   |        |   |   |
| Dividend paid<br>Interest paid  | 16     | (7,200,000)   | (12,000,000)  |
| Net cash flow from financing activities   |        | (7,200,347)   | (12,001,946)  |
| Net decrease in cash and cash equivalents   |        | (144,218)   | (16,638,123)  |
| Cash and cash equivalents at 1 January  |        | 6,240,257   | 22,878,380  |
| Cash and cash equivalents at 31 December  | 18     | 6,096,039   | 6,240,257   |

# 1. The Company

## (a) Legal form

The Company was incorporated as a public limited liability company on 4 January 2005 and commenced operations on 1 January 2006. The Company became quoted on the Nigerian Stock Exchange in March 2007 and its current shareholding is 68% by Dangote Industries Limited and 32% by the Nigerian public

# (b) Principal activities

The principal activity of the Company is the processing and marketing of sugar

# 2. Turnover and segment reporting

(a) Turnover comprises the net value of sales to the third parties. The analysis of turnover and gross profit is as follows:

|                       | 2011         | 2010              |
|-----------------------|--------------|-------------------|
|                       | N'000        | N'000             |
| Sales of sugar        | 106,208,776  | 89,897,063        |
| Sales of molasses     | 116,480      | 83,436            |
| Sales of retail sugar | 185,251      | -                 |
|                       |              |                   |
|                       | 106,510,507  | 89,980,499        |
| Cost of sales         | (92,777,191) | (71,946,668)      |
| Gross profit          | 13,733,316   | <u>18,033,831</u> |

- (b) There was no disclosure of assets per business segment because the assets of the Company are not directly related to a particular business segment
- (C) There is also no distinguishable component of the entity that is engaged in providing products or services within a particular economic environment that is subject to risks and returns that are different from those of components operating in other economic environments.

|     |   | 2011  | 2010   |
|-----|---|---|--|
| 3.  | Other income  | N'000   | N'000  |
|     | Interest income Sales of scraps and other items Insurance claim                           | 370,634<br>166,090<br>1,759                   | 1,452,661<br>85,356<br>10,552                  |
|     |   | 538,483                                       | <u>1,548,569</u>                               |
| 4.  | Profit before taxation This is arrived after charging: Directors' emoluments:             |   |  |
|     | -Fees -Others Depreciation Auditors' remuneration   | 2,100<br>35,644<br>1,657,188<br><b>26,500</b> | 2,100<br>25,797<br>1,570,494<br><b>26,000</b>  |
| 5.  | Taxation  |   |  |
| (a) | Profit and loss account   |   |  |
|     | Income tax based on profit for the year Educational tax Prior year under/(over) provision | 3,290,424<br>248,583<br>42,599<br>3,581,606   | 4,628,230<br>351,875<br>(324,058)<br>4,656.047 |
|     | Deferred tax (credit)/charge (Note 11)  | (139,052)                                     | 208,643  |
|     | As per profit and loss account  | 3,442,554                                     | 4,864,690                                      |
| (b) | Balance Sheet At 1 January Charge for the year Payment made during the year               | 4,980,105<br>3,581,606<br>(5,022,704)         | 15,117,202<br>4,656,047<br>(14,793,144)        |
|     | At 31 December  | 3,539,007                                     | 4,980,105                                      |

The charge for taxation in these financial statements was based on provisions of the Companies Income Tax Act, CAP C21, LFN 2004 as amended and the Education Tax Act, CAP E4, LFN 2004.

For the year ended 31st December, 2011

NOTES TO THE FINANCIAL STATEMENTS

**Fixed Assets** 

| Total<br>N'000                              |      | 21,496,815                     | 23,915,944          | ı            | 5,754,276                                | 7,411,464           |                | 16,504,480          | 15,742,539            |
|---|------|--------------------------------|---------------------|--------------|--|---------------------|----------------|---------------------|-----------------------|
| Assets<br>under<br>construction<br>N'000    |      | 2,594,026 868,556              | 3,462,582 2         |              | 1 1                                      | '                   |                | 3,462,582 1         | 2,594,026             |
| Motor<br>vehicles<br>N'000                  |      | 2,538,520                      | 3,571,123           |              | 1,320,433                                | 2,040,096           |                | 1,531,027           | 1,218,087             |
| Furniture<br>and<br>fittings<br>N'000       |      | 20,830 24,984                  | 45,814              |              | 15,847 5,196                             | 21,043              |                | 24,771              | 4,083                 |
| Computer<br>equipment<br>N'000              |      | 17,498                         | 21,711              |              | 14,959                                   | 16,712              |                | 4,999               | 2,539                 |
| Tools and equipment 6                       |      | 160,682                        | 177,024             |              | 147,124                                  | 151,894             |                | 25,130              | 13,558                |
| Plant and<br>machinery<br>N′000             |      | 12,812,699                     | 13,285,130          |              | 3,922,315                                | 4,781,070           |                | 8,504,060           | 8,890,384             |
| Leasehold<br>land and<br>buildings<br>N'000 |      | 3,352,560                      | 3,352,560           |              | 333,598                                  | 400,659             |                | 2,951,911           | 3,018,962             |
|   | Cost | At 1 January 2011<br>Additions | At 31 December 2011 | Depreciation | At 1 January 2011<br>Charge for the year | At 31 December 2011 | Net book Value | At 31 December 2011 | At 31 December 2010 = |

This includes expenditure incurred by the Company on the construction of its new sugar refinery project in Apapa. Asset under construction represent expenditure incurred on the factory expansion project.

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December, 2011

|             |  | 2011   | 2010  |
|-------------|--|--|---|
| 7. S        | Stocks   | N'000  | N'000   |
| F<br>\<br>S | Finished goods Raw materials Work in progress Spare parts, oil, lubricants and sundry Goods-in-transit Packing materials | 16,558,586<br>6,144,267<br>214,728<br>336,883<br>641,506<br>38,337 | 8,921,787<br>5,992,970<br>231,097<br>477,410<br>264,502<br>72,610 |
|             |  | 23,934,307   | 15,960,376  |
| (           | <b>Trade debtors</b> Gross debtors Provision for bad and doubtful debts  | 7,495,449<br>(506,033)<br><b>6,989,416)</b>                        | 6,533,894<br>(575,192)<br><b>5,958,702</b>                        |
| 9. [        | Debtors and prepayments  | 2011<br>N'000  | 2010<br>N'000   |
|             | Receivable from Algerian Government (Note 9a)<br>Other Debtors   | 864,647<br>1,061,129   | 972,337<br>1,268,049  |
| P           | Provision  | 1,925,776<br>(69,380)  | 2,240,386<br>(69,380)   |
| P           | Prepayments  | 1,856,396<br>244,110   | 2,171,006<br>172,210  |
|             |  | <u>2,100,506</u>   | <u>2,343,216</u>  |

## (a) Receivable from Algerian Government

This represents payments made by the Company in 2008 to the Algerian Government in respect of land for its Algerian sugar project. Subsequently in 2011, the right to the land was withdrawn by the Algerian government on the basis that the particular port cannot be used for the purpose for which the Company intends. The Algerian government indicated interest in providing the Company with land in another port for this purpose in future. This has, however, not been honoured to date. Hence, the amount was derecognised as an investment in the current year and disclosed as receivable from the Algerian government. There is a guarantee from the parent company to indemnify the Company in case of default by the Algerian Government. In view of this, no provision had been made in respect of the receivable.

|     |   | 2011                                | 2010                           |
|-----|---|-------------------------------------|--------------------------------|
| 10. | Other Creditors   | N'000                               | N'000                          |
|     | Accruals Other credit balance   | 717,154<br>2,487,271                | 478,529<br>1,804,771           |
|     |   | 3,204,425                           | 2,283,300                      |
| 11. | Deferred taxation   |                                     |                                |
|     | At 1 January<br>Current year (credit)/ charge<br>Prior year adjustment (Note 15a) | 1,661,572<br>(139,052)<br>1,314,840 | 1,452,929<br>208,643           |
|     | At 31 December  | 2,837,360                           | 1,661,572                      |
| 12. | <b>Employee gratuity</b>  |                                     |                                |
|     | At 1 January<br>Provision for the year<br>Payments during the year                | 491,722<br>339,965<br>(52,947)      | 602,590<br>44,785<br>(155,653) |
|     | At 31 December  | 778,740                             | 491,722                        |
| 13. | Share Capital  Authorised, Issued and fully paid:                                 |                                     |                                |
|     | 12,000,000,000 ordinary shares of 50k each  | 6,000,000                           | 6,000,000                      |
| 14. | Share Premium   | 6,320,524                           | 6,320,524                      |

Share premium represents excess of the shareholders' value over the nominal share capital at the point of the commencement of operation in January 2006

### 15. Revenue Reserve

| At 31 December                                      | 27,170,991  | 28,574,513   |
|---|-------------|--------------|
| Final dividend (Note 16)                            |             | (12,000,000) |
| Prior year adjustment-deferred taxation (Note 15(a) | (1,314,840) | _            |
| Transfer from profit and loss account               | 7,111,318   | 11,282,240   |
| At 1 january  | 28,574,513  | 29,292,273   |

(a) The prior year adjustment relates to the correction of deferred tax balances to fully account for accelerated capital allowances.

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2011

The shareholders at the Annual General Meeting held on 17 May 2011 approved a final dividend of N0.60 (sixty kobo) per share in respect of the year ended 31 December 2010. This was paid net of withholding tax in June 2011; total amount paid was N7.2 billion.

The Directors are proposing that a dividend of N0.30(thirty kobo) per ordinary share will be paid to shareholders. The dividend is subject to approval by the shareholders at the Annual General Meeting. Consequently, it has not been included as liability in these financial statements since dividends to shareholders are accounted for on the date of declaration, as they do not meet the criteria for present obligation in statements of Accounting Standard (SAS) 23. The proposed dividend is subject to deduction of withholding tax at the appropriate rate and the total estimate dividend to be paid is N3.6billion (2010: N7.2billion)

|     |  | 2011_   | 2011   |
|-----|--|---|--|
|     |  | N'000   | N'000  |
| 17. | Reconciliation of profit after taxation to net cash provided / (used) by operating activities  |   |  |
|     | Profit after taxation  | 7,111,318   | 11,282,240   |
|     | Adjustments to reconcile net income to<br>Net cash provided by operating activities:   |   |  |
|     | Depreciation Interest payable and similar charges Interest income Deferred tax under provision   | 1,657,188<br>347<br>(370,634)<br>(1,314,840)  | 1,570,494<br>1,946<br>(1,452,661)  |
|     | Changes in assets and Liabilities  |   |  |
|     | Increase in stocks Increase in trade debtors Decrease/ (increase) in other debtors and prepayments Decrease/ (increase) in amount due from related companie Increase/(decrease) in trade creditors Increase/(decrease) in other creditors Increase in amount due to related companies Decrease in taxation Increase in deferred taxation Increase/(decrease) in gratuity | (7,973,931)<br>(1,030,714)<br>242,710<br>es 2,566,735<br>6,930,250<br>921,125<br>343,362<br>(1,441,098)<br>1,175,788<br>287,018 | (1,866,332)<br>(12,437)<br>(584,744)<br>(8,606)<br>(4,209,666)<br>(1,303,500)<br>1,150,374<br>(10,137,097)<br>208,643<br>(110,868) |
|     | Total adjustments  | 3,308,146   | (16,754,454)   |
|     | Net cash provided/ (used) by operating activities  | 9,104,624   | (5,472,214)  |

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# **NOTES TO THE FINANCIAL STATEMENTS**

For the year ended 31st December, 2011

| 18. | Cash and cash equivalents   | 2011_               | 2010                            |
|-----|---|---------------------|---------------------------------|
|     |   | N'000               | N'000                           |
|     | Cash in hand Cash in bank Bank deposit  | 10,795<br>6,085,244 | 8,091<br>3,432,166<br>2,800,000 |
|     |   | 6,096,039           | <u>6,240,257</u>                |
| 19. | Information regarding directors and employ  | ees                 |                                 |
| (a) | Directors   |                     |                                 |
|     |   | 2011_               | 2010                            |
|     |   | N'000               | N'000                           |
|     | Directors' emoluments comprise:   |                     |                                 |
|     | Fees<br>Salaries  | 2,100               | 2,100                           |
|     |   | 31,144              | 21,997                          |
|     | Others  | 4,500               | 3,800                           |
|     |   | 37,744              | 27,897                          |
|     | Emoluments of the highest paid Director was   | 28,106              | <u>21,997</u>                   |
|     | The numbers of Directors excluding the Chairman wit within the bands stated below were: | h annualised gr     | oss emoluments                  |
|     |   | 2011                | 2010                            |
|     | N'000 N'000   | Number              | Number                          |
|     | 20,000 — 25,000   | -                   | 1                               |
|     | 26,000 — 31,000   | 1                   |                                 |
|     | 38,000 — 43,000   | 1                   | <u> </u>                        |
|     |   | Number              | Number                          |
| (b) | <b>Employees</b> Average number of persons employed during the year                     | r:                  |                                 |
|     | Management  | 19                  | 19                              |
|     | Senior staff  | 227                 | 180                             |
|     | Junior staff  | 406                 | 433                             |
|     |   | 652                 | 632                             |

### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December, 2011

|     |   | 2011      | 2010             |
|-----|---|-----------|------------------|
| (C) | Aggregate Payroll costs:                      | N'000     | N'000            |
|     | Aggregate payroll cost during the year        |           |                  |
|     | Wages, salaries, allowance and other benefits | 1,799,188 | 1,461,230        |
|     | Provision for gratuities                      | 339,965   | 44,786           |
|     | Pension cost                                  | 68,653    | 61,446           |
|     |   |           |                  |
|     |   | 2,207,806 | <u>1,567,462</u> |

The number of employees with gross emoluments within the bands stated below are:

| N′000 |   | N′000 | Number | Number |
|-------|---|-------|--------|--------|
|       |   |       |        |        |
| 401   | _ | 600   | 17     | 8      |
| 601   | _ | 800   | 22     | 79     |
| 801   | _ | 1,000 | 58     | 106    |
| 1,001 | _ | 2,000 | 345    | 292    |
| 2,001 | _ | above | 210    | 147    |
|       |   |       |        |        |
|       |   |       | 652    | 632    |
|       |   |       |        |        |

### 20. Contingent liabilities

- (a) No provision has been made in these financial statements for contingent liabilities in respect of pending litigation amounting to N73.193million (2010-N73.193million) as the Directors are of the opinion, based on solicitors' advise that the Company would only be jointly liable to the sum not exceeding N10million.
- (b) The Directors are of the opinion that all known commitments and liabilities which are relevant in assessing the state of affairs of the Company have been taken into consideration in the preparation of these financial statements.

## 21. Capitals commitments

There were capital commitments in respect of the Lagos factory expansion which amounted to N4.4billion at the end of the year (2010: N203.7 million)

### 22. Related party transactions

Related party transactions arose from payments to suppliers made by Dangote Industries Limited (D.I.L) on behalf of Dangote Sugar Refinery Plc. D.I.L also negotiates the contract with the primary sugar supplier. In addition, there are other transactions with other related companies in the area of utilization of energy which is surplus to the Company's requirement.

|   | 2011       | 2010       |
|---|------------|------------|
| (a) Due from related companies                      | N'000      | N'000      |
|   |            |            |
| Dangote Transport Limited                           | 748,462    | 748,993    |
| Dangote Textile Industries Limited                  | 3,465      | 3,465      |
| Dansa Foods Limited                                 | 1,882      | 1,882      |
| National Salt Company of Nigeria Plc (NASCON)       |            | 3,572      |
| Dangote Clearing Nigeria Limied                     | 18,522     |            |
| Savannah Sugar Company Plc                          | 68,126     | 71,163     |
| Dangote Flour Mills Plc                             | 100,883    | 61,295     |
| Dangote Pasta Limited                               | 44,887     | 27,370     |
| Dangote Noodles Limited                             | 12,316     | 12,802     |
| Dangote Industries Limited                          | 12,483,614 | 15,118,350 |
|   | 13,482,157 | 16,048,892 |
| (b) Due to related companies                        |            |            |
| Dangote Cement Plc                                  | 1,692,019  | 1,768,878  |
| Greenview Development Company Limited               | 195,561    | 179,553    |
| Dangote Agrosacks Nigeria Limited                   | 298,844    | 1,335      |
| National Salt Company of Nigeria (NASCON)           | 22,741     | -          |
| Bluestar Investment U.K Limited                     | 238,474    | 238,474    |
| Dangote Industries Limited (DIL) Strategic Services | 83,963     |            |
|   | 2,531,602  | 2,188,240  |

## 23. Management agreement

During the year, Dangote Industries Limited (D.I.L) waived the payment of N2.13billion (net) management fees based on a management and technical agreement dated 2 January 2006. The agreement is for an initial period of five years with an option to renew for a further period of five years subject to termination by either party in accordance with the terms of the agreement. As consideration for the services provided by D.I.L, a sum equivalent to 2% of the net revenue from Dangote Sugar Refinery Plc sales for each month will be paid to D.I.L. The agreement expired on 2 January 2011, and it is currently in the course of being renewed.

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### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December, 2011

### 24. Post Balance sheet events

There were no significant post balance sheet events which could have a material effect on the financial statements for the year ended 31 December 2011

### 25. Comparative figures

Certain balances in prior year have been reclassified where necessary for more meaningful comparison.

### 26. Earnings per share

The Company presents basic earnings per share (EPS) for its ordinary shares. Basic earnings per share (EPS) are calculated by dividing the profit or loss attributable to ordinary shareholders of the company by the weighted average numbers of shares outstanding during the year.

### 27. Risk Management

### (a) Customer base

The Company has diversified its customer base to have customers who are end users (corporate clients in the manufacturing sector), and major distributors. This is to prevent the occurrence of any unanticipated risk in a particular customer cluster.

### (b) Bank guarantee scheme

The Company also operates substantially on trading terms that provides obtaining bank guarantees as security for credit sales. This is in addition to a proper credit monitoring scheme.

### (c) Raw sugar supply

Dangote Sugar Refinery Plc. maintain a raw material guaranteed supply contract with a major international raw sugar supplier. This is in addition to trading relationship with other major raw sugar suppliers.

### (d) Energy

The Company generates its own power supply and, runs its major equipment through the use of either gas or low pour fuel oil (LPFO)

### (e) Foreign Exchange

The executive management is aware of the foreign exchange risk, especially as it relates to raw materials importation. However, though hedging instruments are not readily available in our market, the strategy on exports could help reduce the risk on foreign exchange in the long run.

### (f) Logistics/distribution

The Company has about 300 trucks to complement the service rendered by our sister company Dangote Transport Limited, and some other haulage service companies, in distributing our refined sugar across the country. Customers with their own fleet of trucks are encouraged to do self—collection.

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### NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31st December, 2011

### (g) Export drive

In recognition of competition and the situation in our local market, the exportation of refined sugar has been identified as a good strategy to boost revenue.

### (h) Freight cost

The Company at executive management level is discussing with some ship owners with a view to acquiring goods vessels, as a strategy to manage the cost of freight and to guarantee availability.

|   | 2011                        |     | 2010                        |     |
|---|-----------------------------|-----|-----------------------------|-----|
|   | N'000                       | %   | N'000                       | %   |
| Sales   | 106,510,507                 |     | 89,980,499                  |     |
| Other income  | 538,483                     |     | 1,548,569                   |     |
|   | 107,048,990                 |     | 91,529,068                  |     |
| Bought-in-materials and services:                                     | (00.053.047)                |     | ((( 411 5(2)                |     |
| - Imported<br>- Local   | (88,853,947)<br>(3,818,429) |     | (66,411,563)<br>(5,506,615) |     |
| Local   | (3,010,12)                  |     | (3,300,013)                 |     |
| Value added   | 14,376,614                  | 100 | 19,610,890                  | 100 |
| Applied as follows:   |                             |     |                             |     |
| To pay employees:   |                             |     |                             |     |
| Salaries, wages and other benefits                                    | 2,207,806                   | 15  | 1,567,462                   | 8   |
| To pay Government:<br>Income tax                                      | 3,290,424                   | 23  | 4,628,230                   | 24  |
| Education tax   | 248,583                     | 2   | 351,875                     | 2   |
| To pay providers of capital:  |                             |     |                             |     |
| Interest on loans and bank  |                             |     |                             |     |
| overdrafts  | 347                         | -   | 1,946                       | -   |
| To provide for enhancement of assets, growth and payment of dividend: |                             |     |                             |     |
| Deferred taxation   | (139,052)                   | (1) | 208,643                     | 1   |
| Depreciation  | 1,657,188                   | 12  | 1,570,494                   | 8   |
| Profit and loss account   | 7, 111, 318                 | 49  | 11,282,240                  | 57  |
|   | 14,376,614                  | 100 | 19,610,890                  | 100 |
|   |                             |     |                             |     |

Value added represents the additional wealth the Company has been able to create by its own and employees' efforts. This statement shows the allocation of that wealth between employees, capital providers, government and that retained for future creation of more wealth.

| December 31                                       | 2011                                 | 2010                                 | 2009                                 | 2008                                 | 2007                                 |
|---|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
|   | N'000                                | N'000                                | N'000                                | N'000                                | N'000                                |
| Fixed assets                                      | 16,504,480                           | 15,742,539                           | 16,686,409                           | 13,755,535                           | 14,035,716                           |
| Net current assets                                | 26,603,135                           | 27,305,792                           | 26,971,907                           | 20,166,668                           | 14,270,732                           |
|   | 43,107,615                           | 43,048,331                           | 43,668,316                           | 33,922,203                           | 28,306,448                           |
| Deferred taxation<br>Employee gratuity            | (2,837,360)<br>(778,740)             | (1,661,572)<br>(491,722)             | (1,452,929)<br>(602,590)             | (907,815)<br>(387,190)               | (2,098,408)<br>(251,889)             |
|   | 39,491,515                           | 40,895,037                           | 41,612,797                           | 32,627,198                           | 25,956,151                           |
| Capital and<br>Reserves                           |                                      |                                      |                                      |                                      |                                      |
| Share capital<br>Share premium<br>Revenue reserve | 6,000,000<br>6,320,524<br>27,170,991 | 6,000,000<br>6,320,524<br>28,574,513 | 6,000,000<br>6,320,524<br>29,292,273 | 6,000,000<br>6,320,524<br>20,306,674 | 5,000,000<br>6,320,524<br>14,635,627 |
|   | 39,491,515                           | 40,895,037                           | 41,612,797                           | 32,627,198                           | 25,969,151                           |
| TURNOVER AND<br>PROFIT                            |                                      |                                      |                                      |                                      |                                      |
| Turnover  | 106,510,507                          | 89,980,499                           | 82,395,712                           | 80,671,383                           | 80,649,442                           |
| Profit before<br>taxation<br>Profit after         | 10,553,872                           | 16,146,930                           | 19,587,423                           | 30,151,378                           | 30,660,730                           |
| taxation  | 7,111,318                            | 11,282,240                           | 13,185,599                           | 21,871,047                           | 21,478,561                           |
| Earnings Per share:                               |                                      |                                      |                                      |                                      |                                      |
| Basic<br>Diluted                                  | 59                                   | 94                                   | 110                                  | 182<br>182                           | 215<br>179                           |
| Net assets  | 329                                  | 340                                  | 347                                  | 272                                  | 216                                  |

Earnings per share are based on the profit after tax and the number of issued and fully paid ordinary shares at the end of each financial year.

Net assets per share are based on the net assets and the number of issued and fully paid ordinary shares at the end of each financial year.

# DANGOTE SUGAR REFINERY PLC | 2011 ANNUAL REPORT & FINANCIAL STATEMENTS

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|          |                    | SHARE      | RE CAPITALISATION HISTORY      | ON HISTORY        |               |   |                                  |
|----------|--------------------|------------|--------------------------------|-------------------|---------------|---|----------------------------------|
| YEAR     | AUTHORISED (N'000) |            | AUTHORISED ('000)              | ISSUED & FULLY PA | (000,N) dO GN | AUTHORISED ('000)   ISSUED & FULLY PAID UP (N'000) ISSUED & FULLY PAID ('000) CONSIDERATION | CONSIDERATION                    |
|          | INCREASE           | CUMULATIVE | TIVE NUMBER OF SHARES INCREASE | INCREASE          | CUMULATIVE    | CUMULATIVE NUMBER OF SHARES   |                                  |
| 27-12-04 | 50,000             | 50,000     | 20,000                         | 200               | 200           | 200   | 500 CASH                         |
|          |                    |            |                                |                   |               |   |                                  |
| 30-06-06 | 0                  | 50,000     | 20,000                         | 49,500            | 50,000        | 20,000  | 50,000 SCHEME SHARES             |
|          |                    |            |                                |                   |               |   |                                  |
| 26-07-06 | 5,950,000          | 6,000,000  | 12,000,000                     | 4,950,000         | 5,000,000     | 10,000,000  | 10,000,000 FROM N1.00 TO 50 KOBO |
|          |                    |            |                                |                   |               |   |                                  |
| 27-03-08 | 0                  | 6,000,000  | 12,000,000                     | 1,000,000         | 000'000'9     | 12,000,000 BONUS  | BONUS                            |

### **UNCLAIMED DIVIDEND**

The Company has been declaring Dividend since it became a public company in year 2007. Currently the dividend account indicates that some dividend warrants have not been presented to the bank for payment, while others were returned to the Registrar, unclaimed because the addresses have changed or could not be traced.

| FINANCIAL<br>YEAR | DIVIDEND<br>NO | FINAL OR<br>INTERIM  | TOTAL DIVIDEND    | NET AMOUNT<br>UNCLAIMED AS AT<br>19/01/10 |
|-------------------|----------------|----------------------|-------------------|---|
| 11/04/2007        | 1              | Final                | 11,388,819,816.78 | 11,450,117.20                             |
| 27/04/2007        | 2              | Interim 1            | 3,433,139,219.03  | 5,215,173.66                              |
| 07/09/2007        | 3              | Interim 2            | 3,257,223,236.85  | 29,840,767.70                             |
| 31/10/2007        | 4              | Interim 3            | 3,192,370,844.23  | 14,120,337.80                             |
| 09/04/2008        | 5              | Half year<br>interim | 5,000,000,000.00  | 19,032,471.38                             |
| 08/09/2008        | 6              | Final                | 10,200,000,000.00 | 48,945,661.01                             |
| 03/07/2009        | 7              | Final                | 4,200,000,000.00  | 82,417,573.43                             |
| 30/07/2010        | 8              | Final                | 12,000,000,000.00 | 365,721,271.01                            |
| 25/05/2011        | 9              | Final                | 7,200,000,000.00  | 294,905,515.87                            |

We therefore request that all affected shareholders should fill the Shareholder information update and the Mandate for E-dividend payment forms on pages 51 and 53 or please contact

THE REGISTRAR
ZENITH REGISTRAR LIMITED
PLOT 89A, AJOSE ADEOGUN STREET
VICTORIA ISLAND
LAGOS



# We are the sugar in your tea

At Dangote our goal is to improve everyday life, by providing high quality products and services, whether it's food, shelter or communication. it is our way of raising the quality of life for all, making life just a little sweeter for everyone.



**SHAREHOLDER(S) INFORMATION UPDATE FORM**I/We wish to request that my/our details as a shareholder(s) of Dangote Sugar Refinery Plc be amended to reflect the following information:

| Date (DD/MM/YYYY)  |
|--|
|  |
| Surname/Group Name/Company Name                          |
|  |
| Other Names (for individual shareholder)                 |
|  |
| Present Postal Address                                   |
|  |
|  |
| City State   |
|  |
| Email Address 1:   |
|  |
| Email Address 2:   |
|  |
| Telephone/Mobile (GSM) Number                            |
|  |
| Shareholder(s) Signature or Thumbprint                   |
|  |
|  |
| Incorporation number & afix Company Seal (for companies) |
|  |
|  |
|  |

The Completed form should be returned to the Company Secretary, Dangote Sugar Refinery Plc, 3rd Floor, GDNL Building, Terminal E, Shed 20 NPA Wharf Port Complex Apapa or The Registrar, Zenith Registrars Limited Plot 89A, Ajose Adeogun Street, Victoria Island, Lagos.



RC: 510155

Plot 89A, Ajose Adeogun Street, Victoria Island, Lagos. Tel: 01-2708930-4, Fax. 01-2704085

Website: <u>www.zenithregistrars.com</u> email: <u>zenithregistrars@zenithbank.com</u>

### MANDATE FOR e-DIVIDEND PAYMENT

It is our pleasure to inform you that you can henceforth, collect your dividend through DIRECT CREDIT into your Bank Account. Consequently, we hereby request you to provide the following information to enable us process direct payment of your dividend (when declared) into your bank account.

| , , , , , , , , , , , , , , , , , , ,                      | Date (DD/MM/YYYY)                                  |                  |
|--|--|------------------|
|  |  | Please tick      |
| Surname/Company's Name                                     |  | Dangote          |
|  |  | Sugar            |
| Other Names (for Individual Shareholder)                   |  |                  |
|  |  |                  |
|  |  |                  |
| Present Postal Address                                     |  |                  |
|  |  |                  |
|  |  |                  |
|  |  |                  |
| City   | State  |                  |
| Email Address  |  |                  |
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| Mobile (GSM) Phone Number                                  |  |                  |
|  |  |                  |
| Bank Name  |  |                  |
|  |  |                  |
| Branch Address   |  |                  |
|  |  |                  |
| Bank Account Number  |  |                  |
|  |  |                  |
| Bank Sort Code Clearing House                              |  |                  |
| Bank Sort Code Clearing House                              | Number   |                  |
|  |  |                  |
| I/WE hereby request that from now, all dividend warrant(s) | due to me/us from my/our holding(s) in all the con | panies ticked be |
| mandated to my/our Bank named above.                       |  |                  |
|  |  |                  |
|  |  |                  |
| Shareholder's Signature or Thumbprint                      | Company Seal/Incorporation Number (Corporate       | : Shareholder)   |
| Shareholder's Signature or Th                              | imoprint (cosponal                                 |                  |
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|  |  |                  |
|  |  |                  |
| AUTHORISED SIGNATURE & STAM                                | P OF BANKERS                                       |                  |
|  |  |                  |





# E-BONUS (DIRECT CREDIT TO CSCS ACCOUNT)

| I/We have   | units of Dange                  | ote Sugar Refinery Plc shares  |
|---|---------------------------------|--|
| I/We hereby request and accruing on my holdings.  | authorize you to credit         | t my CSCS account (statement attached) with the BONUS  |
|   |                                 | Refinery Plc against all claims and demands and any uence of your complying with this instruction:                         |
| Shareholders Name:  | SURNAME                         | OTHER NAMES  |
| Shareholders Address:   | 12                              | <del>samula samula samula</del> |
| Mobile Tel:   | ( <del>Sacadadadadadadada</del> |  |
| Date:   | 4                               |  |
| I hereby affirm that the in   | nformation given above          | e are true of me   |
| Shareholder's Signature   | 4                               |  |
|   |                                 | Account No:  |
| CSCS Clearing House   | Number:                         | affach copy of your C&C& statement)  |
| THE RESIDENCE OF THE PROPERTY |                                 |  |
|   |                                 |  |
| Website: www.zenif  | hregistrars.com                 | Email: zenithregistrars@zenithbank.com   |

# PROXY FORM DANGOTE SUGAR REFINERY PLC. RC: 613748

SIXTH ANNUAL GENERAL MEETING TO BE HELD AT THE GRAND BALL ROOM, EKO HOTEL & SUITES, VICTORIA ISLAND LAGOS, ON THURSDAY 17TH MAY 2012.

DATED THIS ......DAY OF ......2012.

SHAREHOLDER'S SIGNATURE .....

|   | NO. | ORDINARY BUSINESS  | FOR | AGAINST |
|---|-----|--|-----|---------|
| I/We desire this<br>proxy to be<br>used in favour | 1.  | To receive the Statement of Accounts for the period ended December 31, 2011 together with the Directors' and Auditors' Reports thereon   |     |         |
| of/or against                                     | 2.  | To declare a dividend  |     |         |
| the resolution                                    | 3.  | To elect/re-elect Directors  |     |         |
| alongside   | 4.  | To approve the remuneration of the Directors   |     |         |
| (strike out<br>whichever is<br>not required).     | 5.  | To authorize the Directors to fix the remuneration of the Auditors.  |     |         |
|   | 6.  | To elect the members of the<br>Audit Committee   |     |         |
|   |     | SPECIAL BUSINESS   |     |         |
|   | 7.  | To consider and if thought fit, pass the following resolutions as Special Resolutions:  . (a) That the Company acquires Savannah Sugar Company Itd for the purpose of backward integration in the business of the Company.  (b) That the Board of Directors be and is hereby authorised to do all such acts or deeds and exercise all such powers as may be necessary for or incidental to achieving the objectives specified in the above resolution including but not limited to the appointment |     |         |
|   |     | of relevant professional parties and execution of all documents and instruments.   |     |         |

Please indicate with an "X" in the appropriate column, how you wish your votes to be cast on the resolutions set out above. Unless otherwise instructed, the Proxy will vote or abstain from voting at his/her discretion.

This proxy form should NOT be completed and sent to the registered office if the member will be attending the meeting.

### NOTE

- i. A member (shareholder) entitled to attend and vote at the Annual General Meeting is entitled to appoint a proxy in his stead. All proxy form should be deposited at the registered office of the Registrar (as in notice) not later than 48 hours before the meeting.
- ii. In the case of Joint Shareholders, any of them may complete the form, but the names of all Joint Shareholders must be stated.
- iii. If the shareholder is a Corporation, this form must be executed under its Common Seal or under the hand of some officers or an attorney duly authorised.
- iv. The Proxy must produce the Admission Card sent with the Notice of the meeting to gain entrance to the meeting.
- v. It is a legal requirement that all instrument of proxy to be used for the purpose of voting by any person entitled to vote at any meeting of the shareholders must bear appropriate stamp duty from the Stamp Duties office (not adhesive postage stamps).

Before posting this form, please tear off this part and retain it for admission to the meeting.

ADMISSION CARD

NAME AND ADDRESS OF SHAREHOLDER(S): DANGOTE SUGAR

HELD:

NUMBER OF SHARES

Signature of person attending: .....

- The Shareholder or his /her proxy should produce this admission card in order to obtain entrance to the Annual General Meeting.
- You are requested to sign this card at the entrance in the presence of the Company Secretary or her Nominee on the day of the Annual General Meeting.

Please be advised that to enable a Proxy gain entrance to the meeting, the Proxy Form should be duly completed and delivered to the Company Secretary not later than 48 hours before the time fixed for the meeting.

The Registrars
Zenith Registrars Limited
Plot 89A Ajose Adeogun Street,
P. O Box 75315
Victoria Island
Lagos

# Notes

# Notes







HEAD OFFICE:

3rd Floor, GDNL Administrative Building, Terminal E Shed 20 NPA Wharf Complex, Apapa, Lagos Tel: +2341734961 Fax: 324-1-5872106, 54544466 Email: SRefinery@dangote-group.com | website: www.dangote.com

FACTORY/REFINERY: Shed 20, Apapa Wharf, Lagos