Balrampur Chini (BALCHI)

CMP: ₹ 387 Target: ₹ 470 (21%)

Target Period: 12 months

May 13, 2023

Sugar prices up, recovery improves; profits to double

About the stock: Balrampur Chini (BCML) is the second largest sugar company with sugar crushing capacity of 78000 TCD, distillery capacity of 1050 KLD & cogeneration capacity of 175.7 MW. It completed its distillery capex in December 2022, which has taken its total distillery capacity to 1050 KLD (35 crore litre).

BCML has changed sugarcane variety in more than 50% of catchment area.
 This would reduce dependence on Co-0238 and improve yield and recovery

Q4FY23 Results: Reported strong results with 22% growth in operating profit.

- Revenue witnessed growth of 16.6% led by ethanol sales growth of 57.8%
- EBITDA was up 22% at ₹ 403.9 crore, with margins at 27.1%
- Higher interest & income tax resulted in PAT growth of mere 5.8% to ₹ 254.4

What should investors do? BCML's share price has gone up 6x in the last five years (from ₹ 62 in May 2018 to ₹ 387 in May 2023).

- We expect distillery revenue CAGR of 37%. The segment is expected to contribute 32% to revenue
- We maintain our BUY rating on the stock

Target Price and Valuation: We value the stock at ₹ 470, valuing the business at 15x FY25 PE.

Key triggers for future price performance:

- The company has recovered its sugarcane crushing to 103 lakh tonnes (15% higher) in 2022-23 season with 15 bps higher gross recovery. The increase in crushing would give the company sufficient feedstock to produce 33-34 crore litre of ethanol in FY24E
- With completion of large distillery capex, distillery volume is expected to grow at 33% CAGR along with estimated 3% increase in ethanol realisation.
 This would result in 37% CAGR in distillery sales
- BCML has reduced dependence on Co0238 variety, promoting Co-0118 & other newer varieties in its catchment area. Newer variety would constitute more than 70% sugarcane in its catchment area in the 2023-24 season

Alternate Stock Idea: We also like Dalmia Bharat Sugar in our sugar coverage.

- It has expanded its distillery capacity to 23 crore litre from 12 crore litre, which would help in utilising sugarcane juice, grains & B-heavy molasses to produce ethanol. Distillery sales to contribute 42% to overall revenues
- We value the stock at ₹ 490, ascribing a multiple of 12x FY24 earnings



BU



| Particulars | |
|-----------------------------|-----------|
| Particulars (₹ crore) | Amount |
| Market Capitalization | 7,889.2 |
| Total Debt (FY23) | 1,879.6 |
| Cash and Investments (FY22) | 11.8 |
| EV | 9,757.0 |
| 52 week H/L (₹) | 432 / 307 |
| Equity capital | 20.2 |
| Face value (₹) | 1.0 |

| Shareholding pattern | | | | | | | | | | | | |
|----------------------|--------|--------|--------|--------|--|--|--|--|--|--|--|--|
| (in %) | Jun-22 | Sep-22 | Dec-22 | Mar-23 | | | | | | | | |
| Promoter | 42.4 | 42.4 | 42.4 | 42.9 | | | | | | | | |
| FII | 16.2 | 15.3 | 13.9 | 13.5 | | | | | | | | |
| DII | 19.3 | 18.2 | 19.8 | 20.9 | | | | | | | | |
| Others | 22.1 | 24.1 | 24.0 | 22.7 | | | | | | | | |



Recent event & key risks

- Gross sugar recovery has improved by 15 bps in 2022-23 season along with 103 lakh tonnes of sugarcane crushing (15% higher)
- Key Risk: (i) Any irrational increase in SAP prices (ii) Extreme weather anomalies could impede sugarcane availability & sugar recovery

Research Analyst

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| Key Financial Summary | | | | | | | |
|------------------------|--------|--------|--------|-------------------------------|--------|--------|-----------------|
| Key Financials | FY21 | FY22 | FY23 | 5 Year CAGR (FY18 to FY23) | FY24E | FY25E | CAGR (FY23-25E) |
| Total Operating Income | 4811.7 | 4846.0 | 4665.9 | 1.4 | 5908.3 | 6487.6 | 17.9% |
| EBITDA | 713.8 | 699.7 | 512.0 | 2.5 | 931.5 | 1038.3 | 42.4% |
| EBITDA Margin % | 14.8 | 14.4 | 11.0 | | 15.8 | 16.0 | |
| Net Profit | 479.8 | 464.6 | 284.2 | 4.2 | 535.1 | 617.6 | 47.4% |
| EPS (₹) | 22.8 | 22.8 | 14.1 | | 26.5 | 30.9 | 48.2% |
| P/E | 16.9 | 17.0 | 27.5 | | 14.6 | 12.5 | |
| RoNW % | 18.3 | 16.9 | 9.9 | | 15.6 | 16.1 | |
| RoCE (%) | 16.4 | 15.3 | 9.1 | | 17.1 | 19.1 | |

Source: Company, ICICI Direct Research

Key takeaways of recent quarter

Q4FY23 Results: Sugar crushing up 15% with 15 bps improvement in gross margins

- BCML witnessed consolidated revenue growth of 16.6% to ₹ 1491.5 crore led by 29.7% sugar sales growth & 57.8% distillery sales growth. Sugar segment growth was aided by higher realisation on account of export sales & distillery segment sales, driven by higher volumes
- The company sold 2.42 lakh tonnes (It) of sugar at an average realisation of
 ₹ 36.21/kg. Sugar sales volume includes 0.75 lt of exports & domestic sales
 of 1.72 lt. We believe the company has foregone domestic sales quota to
 the tune of 0.42 lt in Q4FY23
- Domestic sugar prices were flat in the range of ₹ 35-35.5/kg in January-March 2023 but higher export sales resulted in 4.9% increase in blended realisation
- During FY23, the company crushed 93.66 lt of sugarcane and produced 9.03 lt of sugar. It diverted 9.2% sugarcane towards juice ethanol & 65.8% sugarcane towards B-heavy ethanol. The company is holding 5.12 lt of sugar valued at ₹ 33.71/kg against 5.33 lt valued at ₹ 34.22/kg
- Sugar crushing in the 2022-23 season was 15% higher at 103 lt. Further gross recovery was higher by ~15 bps to 11.62%
- The strong 57.8% distillery sales growth was driven by 50.1% growth in distillery volumes and 6.5% growth in distillery realisation. The company sold 7.7 crore litre of ethanol at an average realisation of ₹ 58.8/litre. The distillery segment growth was largely led by strong volume growth aided by capacity addition in November-December 2023
- Power segment sales volumes were down 9.2% to 19.2 crore units. The company required captive power to run new distilleries. Further, it prefers to sell excess bagasse rather than produce power for sale. Average tariff was ₹ 3.44/unit during the quarter
- Gross margin expanded 69 bps during the quarter, mainly on account of higher distillery contribution. Employee & overhead spends were lower by 18 bps & 34 bps, respectively. Operating profit grew 22% to ₹ 403.9 crore with operating margin expansion of 121 bps to 27.1%
- Interest cost increased from ₹ 7.8 crore to ₹ 21.1 crore on account of a sharp increase in debt levels due to higher working capital requirement & completion of capacity expansion in December 2022. Income tax rate increased from 21% to 30.6%, mainly due to availability of MAT credit. Net profit grew 5.8% to ₹ 254.4 crore
- Total debt for the company increased sharply by ₹ 668 crore mainly due to completion of capex & higher working capital requirement The company crushed 15% higher sugarcane in current season and completed capacity addition in December 2022. Operating cash flow was ₹ 452.9 crore in FY23
- BCML has seen 7-9% increase in sugarcane area, which would improve sugarcane availability for 2023-24 season for the company. It is continuously reducing its dependence on sugarcane variety of Co-0238 from 75% two years back to 46% in current season. This would further go down to 27% in the 2023-24 sugar season
- High yielding sugarcane variety Co-0118 has increased from 4-5% two years back to 20% in the current season, which would further go up to 33% in 2023-24 sugar season. The company has also done ratoon management, which would help it get better recovery in coming seasons
- BCML is expected to crush 10% higher sugarcane in 2023-24 season. The company has enough crushing & distillery capacity to process 120 lakh tonnes of sugarcane

| Balrampur Chini - Score* | ESG | Disclosur | | | | | | | | |
|-----------------------------|------|-----------|------|--|--|--|--|--|--|--|
| ESG Disclosure Score | | | | | | | | | | |
| Score | FY20 | FY21 | FY22 | | | | | | | |
| Environmental | 2.4 | 5.3 | 2.4 | | | | | | | |
| Social | 22.1 | 25.8 | 25.8 | | | | | | | |
| Governance | 78.6 | 83.6 | 92.4 | | | | | | | |
| Overall ESG Score | 34.4 | 38.3 | 40.2 | | | | | | | |

- Ethanol produced from sugarcane juice has lower margin compared to Bheavy ethanol margin. However, the gap in margin between the two routes would narrow with better utilisation of assets & efficiencies
- The company expects to produce 33-34 crore litre of ethanol in FY24 given the capacities would be fully utilised. The ethanol volumes would include 5 crore litres produced from grains & remaining produced from sugarcane juice & B-heavy molasses
- It would divert 11% of its sugarcane towards sugarcane juice route & 67% towards B-heavy route to produce ethanol. Further, we expect 22% sugarcane diversion towards C-heavy Molasses largely to produce ENA for mandatory levy requirement for country liquor
- Country wise sugar production is expected to be 32.7 MT. Considering consumption of 27.7 MT & exports of 6.3 MT, sugar inventory is expected to come down by at least 1 MT at the start of new crushing season on October 1, 2023.
- Given sugar inventories are lowest in the last five years, domestic sugar prices have moved up ₹ 2-3/kg since 1sr April. Further, sugar prices are expected to remain firm until November 2023 (crushing generally starts post Diwali)

| Exhibit 1: Peer Con | xhibit 1: Peer Comparison | | | | | | | | | | | | | | | | | | | | | | | |
|------------------------------|---------------------------|-----|--------|--------|------|---------|---------|-------|------|---------|----------|-------|------|-------|-------|-------|------|---------|--------|------|--------|-------|------|-------|
| Sector / Company | CMP | TP | | M Cap | Е | PS grov | vth (%) | | EBIT | DA Ma | argin (% | 6) | | PE | (x) | | | P/B | (x) | | | RoCE | (%) | |
| | (₹) | (₹) | Rating | (₹ Cr) | FY22 | FY23E | FY24E | FY25E | FY22 | FY23E I | FY24E I | FY25E | FY22 | FY23E | FY24E | FY25E | FY22 | FY23E F | Y24E F | Y25E | FY22 I | FY23E | Y24E | FY25E |
| Balrampur Chini (BALCHI) | 387 | 470 | Buy | 7889 | -0.1 | -38.3 | 88.3 | 16.6 | 14.4 | 11.0 | 15.8 | 16.0 | 17.0 | 27.5 | 14.6 | 12.5 | 2.9 | 2.7 | 2.3 | 2.1 | 15.3 | 9.1 | 17.1 | 19.1 |
| Dalmia Bharat Sugar (DALSUG | 365 | 490 | Buy | 2954 | 10.0 | -13.3 | 33.8 | 17.1 | 14.8 | 14.6 | 16.4 | 17.2 | 9.9 | 11.5 | 8.6 | 7.3 | 1.3 | 1.3 | 1.2 | 1.1 | 12.3 | 12.8 | 16.0 | 16.9 |
| Triveni Engineering (TRIENG) | 268 | 360 | Buy | 6473 | 45.9 | -5.1 | 52.6 | 24.3 | 14.8 | 10.0 | 16.2 | 17.5 | 15.1 | 15.9 | 10.4 | 8.4 | 3.7 | 2.4 | 2.3 | 2.0 | 15.8 | 14.6 | 19.3 | 25.0 |
| Dwarikesh sugar (DWASUG) | 91 | 115 | Buy | 1712 | 69.6 | -32.5 | 38.9 | 29.3 | 14.7 | 10.4 | 13.5 | 13.7 | 11.0 | 16.3 | 11.8 | 9.1 | 2.6 | 2.3 | 1.9 | 1.7 | 20.6 | 16.0 | 20.8 | 22.2 |
| Dhampur Sugar (DHASUG) | 247 | 340 | Buy | 1643 | 0.5 | 9.7 | 13.2 | 28.0 | 15.3 | 12.3 | 13.7 | 15.1 | 11.4 | 10.4 | 9.2 | 7.2 | 2.0 | 1.7 | 1.5 | 1.3 | 13.9 | 14.5 | 15.9 | 18.5 |
| Avadh Sugar (AVASUG) | 506 | 585 | Hold | 1012 | 60.3 | -19.4 | 29.8 | 19.7 | 11.0 | 9.1 | 10.7 | 11.3 | 8.1 | 10.1 | 7.8 | 6.5 | 1.3 | 1.2 | 1.0 | 0.9 | 12.5 | 10.6 | 12.9 | 14.6 |

Source: Company, ICICI Direct Research

BCML's FY23 numbers were negatively impacted by previous (2021-22) season's dismal crushing and sugar recovery numbers. In the 2022-23 sugar season, the company restored its crushing number to 103 lakh tonnes (15% higher) with 15 bps higher gross sugar recovery. Further, BCML completed its ₹ 1100 crore capex related to distillery capacity addition and de-bottlenecking of its existing plants. We believe higher sugarcane crushing, better sugar recovery, doubling of ethanol volumes along with ₹ 2-3/kg increase in domestic sugar prices would drive earnings growth in FY24 for the company. Given country wise sugar inventory is expected to decline by at least 1 MT on account of lower sugar production in Karnataka & Maharashtra, sugar prices are expected to remain firm until at least November-2023 (new crushing season starts). We believe the company would have 6.4 lakh tonnes of sugar inventory to sell from April to November 2023 (sugar prices are expected to remain remunerative in this period). We estimate 85000 tonnes of average monthly sugar sales for FY24E. We are positive on BCML in the sugar space. We maintain our BUY recommendation with a revised target price of ₹ 470/share (₹ 435 earlier).

| | Q4FY23 | Q4FY22 | YoY (%) | Q3FY23 | QoQ (%) | |
|--------------------------------------|---------|---------|---------|--------|----------|---|
| Total Operating Income | 1,491.5 | 1,279.6 | 16.6 | 981.2 | 52.0 | Net sales grew by 16.6% led by distillery sales growth of 57.8% & Sugar sales growth of 29.7% |
| Other Operating Income | 0.0 | 0.0 | N.A. | 0.0 | N.A. | |
| Raw Material Expenses | 838.8 | 728.5 | 15.1 | 713.7 | 17.5 | RM costs remain stable given no increase in sugarcane prices in current year & slight improvement in gross recovery |
| Employee Expense | 101.0 | 88.9 | 13.6 | 93.8 | 7.7 | |
| Other operating Expenses | 147.8 | 131.2 | 12.7 | 94.0 | 57.2 | |
| EBITDA | 403.9 | 331.0 | 22.0 | 79.7 | 406.9 | Operating profit witnessed a growth of 22% led by higher ethanol sales |
| EBITDA Margin (%) | 27.1 | 25.9 | 121 bps | 8.1 | 1896 bps | Operating margin expanded by 121 bps |
| Depreciation | 40.2 | 28.4 | 41.4 | 32.8 | 22.6 | |
| Interest | 21.1 | 7.8 | 171.7 | 5.9 | 259.1 | Increase in interest costs mainly on account of higher debt level given the company completed capex in Oct-2023 & higher sugarcane crushing |
| Other Income | 16.3 | 11.8 | 38.6 | 20.2 | -19.4 | |
| PBT | 358.9 | 305.4 | 17.5 | 61.3 | 485.8 | |
| Tax Outgo | 109.8 | 64.0 | 71.5 | 17.2 | 536.3 | Higher income tax charged given MAT credit is still available with the companby |
| PAT | 254.4 | 240.5 | 5.8 | 46.3 | 449.7 | |
| Key Metrics | | | | | | |
| Sugar sales volume (in lakh tonne) | 2.4 | 2.5 | -1.1 | 2.0 | 19.8 | Sugar volumes were flat. The company has foregone domestic sales quota given prices were subdued in Q4 |
| Blended Sugar realisation (₹ per kg) | 36.2 | 34.5 | 4.9 | 36.5 | -0.7 | Blended sugar realisation was higher due to exports |
| Distillery volumes (in crore litre) | 7.7 | 5.1 | 50.1 | 2.8 | 176.0 | Distillery volumes grew by 50.1% driven by newly commissioned capacities |
| Distillery realisation (₹ per litre) | 58.8 | 55.2 | 6.5 | 52.1 | 12.8 | Higher contribution of ethanol produced from Juice led to increase in distillery realisation |

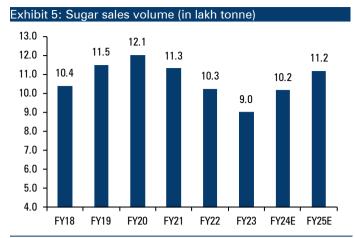
Source: Company, ICICI Direct Research

| Exhibit 3: Change | in estimate | es | | | | | |
|-------------------|-------------|---------|----------|---------|---------|----------|---|
| | | FY24E | | | FY25E | | |
| (₹ Crore) | Old | New | % change | Old | New | % change | |
| Net sales | 5,929.2 | 5,908.3 | -0.4 | 6,392.5 | 6,487.6 | 1.5 | Slight change in sales estimate due to higher sugar volumes estimates |
| EBITDA | 959.1 | 931.5 | -2.9 | 1,061.6 | 1,038.3 | -2.2 | We are factoring in \ref{thm} 15 / quintal increase in sugarcane costs in 2023-24 season resulting in lower operating profit estimate |
| EBITDA Margin (%) | 16.2 | 15.8 | -41 bps | 16.6 | 16.0 | -60 bps | |
| PAT | 570.6 | 535.1 | -6.2 | 636.5 | 617.6 | -3.0 | We expect higher interest cost due to increase in debt levels given crushing was higher |
| EPS (₹) | 28.3 | 26.5 | -6.2 | 31.9 | 30.9 | -3.0 | *************************************** |

Source: ICICI Direct Research

| Exhibit 4: Assumption | าร | | | | | | | |
|---|-----------|-----------|----------|-----------|-----------|-----------|-----------|--|
| | | | Current | | | Ear | lier | |
| | FY21 | FY22 | FY23E | FY24E | FY25E | FY24E | FY25E | Comments |
| Sugar Sold (in tonne) | 11,32,600 | 10,26,300 | 9,03,806 | 10,20,000 | 11,21,000 | 10,12,000 | 10,96,000 | We slightly change our sugar sales estimates |
| Sugar Price (₹ per tonne) | 32,008 | 34,712 | 35,973 | 36,750 | 37,426 | 36,530 | 37,000 | We estimate higher domestic sugar prices given sugar prices have moved up by ₹2/kg |
| Distillery volume | 1,65,204 | 1,76,500 | 1,97,904 | 3,30,750 | 3,50,000 | 3,30,750 | 3,50,000 | No change in our distillery volume estimates |
| Distillery price (₹ per KL) | 48,350 | 53,380 | 55,302 | 56,961 | 58,670 | 58,577 | 59,748 | We change our dstillery realisation estimates given higher contribution of Juice based ethanol |
| Power Units sold | 43 | 35 | 32 | 32 | 33 | 39 | 40 | We cut our power volume estimates |
| Price per unit (₹ per units) Source: ICICI Direct Research | 3.2 | 3.3 | 3.4 | 3.5 | 3.6 | 3.5 | 3.6 | |

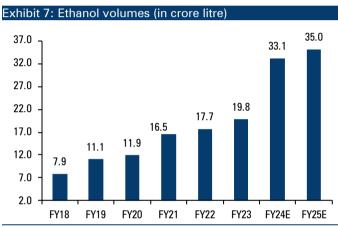
Key Metrics



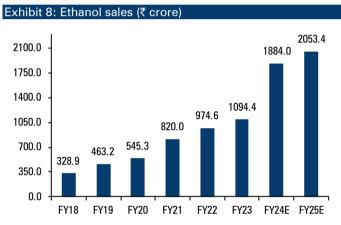




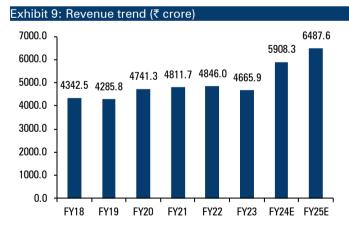
Source: ICICI Direct Research, Company



Source: Company, ICICI Direct Research



Source: Company, ICICI Direct Research



Source: Company, ICICI Direct Research

| Exhibit 10: EBITDA trend (₹ crore) |
|---|
| 1200.0 |
| 1000.0 - 931.5 |
| 800.0 - 689.1 682.0 713.8 699.7 |
| 600.0 - 451.7 |
| 400.0 - |
| 200.0 - |
| 0.0 |
| FY18 FY19 FY20 FY21 FY22 FY23 FY24E FY25E |

Source: Company, ICICI Direct Research

| Exhibit 11 | : Valuation | | | | | | | |
|------------|-------------|--------|------|--------|------|-----------|------|------|
| | Sales | Growth | EPS | Growth | PE | EV/EBITDA | RoNW | RoCE |
| | (₹ cr) | (%) | (₹) | (%) | (x) | (x) | (%) | (%) |
| FY22 | 4846.0 | 0.7 | 22.8 | -0.3 | 17.0 | 12.9 | 16.9 | 15.3 |
| FY23 | 4665.9 | -3.7 | 14.1 | -38.1 | 27.5 | 19.0 | 9.9 | 9.1 |
| FY24E | 5908.3 | 26.6 | 26.5 | 88.3 | 14.6 | 9.7 | 15.6 | 17.1 |
| FY25E | 6487.6 | 9.8 | 30.9 | 16.6 | 12.5 | 8.3 | 16.1 | 19.1 |

Source: Company, ICICI Direct Research

FY23

284.2

129.5

-131.3

0.0

FY24E

535.1

156.9

145.9

0.0

FY25E

617.6

157.6

-45.1

0.0



Financial Summary

| Exhibit 12: Profit and los | s stateme | nt | | ₹ crore |
|-----------------------------|-----------|---------|---------|---------|
| (Year-end March) | FY22 | FY23 | FY24E | FY25E |
| Total Operating Income | 4,846.0 | 4,665.9 | 5,908.3 | 6,487.6 |
| Growth (%) | 0.7 | -3.7 | 26.6 | 9.8 |
| Raw Material Expenses | 3,456.1 | 3,409.2 | 4,210.5 | 4,654.7 |
| Employee Expenses | 307.8 | 363.8 | 367.4 | 385.8 |
| Administrative Expenses | 0.0 | 0.0 | 0.0 | 0.0 |
| Excise Duty | 0.0 | 0.0 | 0.0 | 0.0 |
| Other expenses | 382.4 | 380.8 | 398.8 | 408.7 |
| Total Operating Expenditure | 4,146.3 | 4,153.8 | 4,976.7 | 5,449.2 |
| EBITDA | 699.7 | 512.0 | 931.5 | 1,038.3 |
| Growth (%) | -2.0 | -26.8 | 81.9 | 11.5 |
| Depreciation | 113.9 | 129.5 | 156.9 | 157.6 |
| Interest | 30.9 | 48.6 | 67.1 | 47.5 |
| Other Income | 33.0 | 62.8 | 44.0 | 35.2 |
| PBT | 555.0 | 333.9 | 707.6 | 833.2 |
| Total Tax | 134.1 | 124.1 | 229.2 | 264.9 |
| PAT | 464.6 | 284.2 | 535.1 | 617.6 |
| Adjusted PAT | 465.6 | 284.2 | 535.1 | 617.6 |
| Growth (%) | -3.0 | -39.0 | 88.3 | 15.4 |
| Adjusted EPS (₹) | 22.8 | 14.1 | 26.5 | 30.9 |

| Inc/(dec) in Current Liabilities | -297.5 | 139.1 | -7.0 | 45.6 |
|----------------------------------|--------|--------|--------|--------|
| Income tax | -118.7 | 0.0 | 0.0 | 0.0 |
| CF from operating activities | 694.7 | 421.5 | 830.9 | 775.8 |
| (Inc)/dec in Investments | 0.3 | -17.8 | -25.0 | -25.0 |
| (Inc)/dec in Fixed Assets | -396.5 | -914.4 | -120.0 | -100.0 |
| Others | 86.8 | 8.7 | -38.4 | -20.0 |
| CF from investing activities | -309.4 | -923.5 | -183.4 | -145.0 |
| Issue/(Buy back) of Equity | -266.9 | -96.3 | 0.0 | -100.0 |
| Inc/(dec) in loan funds | -37.8 | 668.9 | -656.0 | -414.0 |
| Dividend paid & dividend tax | -51.0 | -50.4 | -70.6 | -99.9 |
| Inc/(dec) in Sec. premium | -0.1 | -20.2 | 90.1 | 0.0 |
| Others | -29.7 | 0.0 | 0.0 | 0.0 |
| CF from financing activities | -385.4 | 501.9 | -636.5 | -613.9 |
| Net Cash flow | -0.1 | -0.1 | 11.0 | 16.9 |
| Opening Cash | 0.4 | 0.3 | 0.2 | 11.2 |
| Cash with bank | 0.0 | 0.0 | 0.0 | 0.0 |

0.3

FY22

0.2

FY23

11.2

FY24E

28.1

FY22

602.9

113.9

20.4

373.7

Source: Company, ICICI Direct Research

Source: Company, ICICI Direct Research

Closing Cash

Exhibit 13: Cash flow statement

(Year-end March)

Add: Depreciation

Add: Interest

Profit/Loss after Tax

(Inc)/dec in Current Assets

| Exhibit 14: Balance Shee | t | | | ₹ crore | Exhibit 15: Key ratios |
|-------------------------------|---------|---------|---------|---------|------------------------|
| | FY22 | FY23 | FY24E | FY25E | |
| Liabilities | | | | | Per share data (₹) |
| Equity Capital | 20.4 | 20.2 | 20.2 | 20.0 | EPS |
| Reserve and Surplus | 2,737.8 | 2,855.2 | 3,409.8 | 3,827.7 | Cash EPS |
| Total Shareholders funds | 2,758.2 | 2,875.4 | 3,430.0 | 3,847.7 | BV |
| Total Debt | 1,210.7 | 1,879.6 | 1,223.6 | 809.6 | DPS |
| Long Term Provisions | 9.6 | 10.7 | 10.7 | 10.7 | Cash Per Share |
| Other Non-current Liabilities | 74.2 | 122.0 | 123.0 | 124.0 | Operating Ratios (%) |
| Total Liabilities | 4,052.7 | 4,887.7 | 4,787.3 | 4,792.0 | EBITDA Margin |
| Assets | | | | | PBT / Net Sales |
| Gross Block | 2,350.8 | 3,445.5 | 3,565.5 | 3,665.5 | PAT Margin |
| Less: Acc Depreciation | 718.1 | 847.6 | 1,004.5 | 1,162.1 | Inventory days |
| Net Block | 1,632.7 | 2,597.9 | 2,561.0 | 2,503.4 | Debtor days |
| Capital WIP | 204.3 | 24.3 | 24.3 | 24.3 | Creditor days |
| Intangible assets | 1.0 | 0.7 | 0.7 | 0.7 | Return Ratios (%) |
| Non Current Investments | 157.5 | 175.0 | 200.0 | 225.0 | RoE |
| Other non-current assets | 104.9 | 26.6 | 26.6 | 26.6 | RoCE |
| Current Assets | | | | | |
| Inventory | 2,200.5 | 2,318.7 | 2,133.5 | 2,162.5 | Valuation Ratios (x) |
| Debtors | 136.7 | 124.8 | 164.1 | 180.2 | P/E |
| Cash | 0.3 | 0.2 | 11.2 | 28.1 | EV / EBITDA |
| Cash at Bank | 3.0 | 11.6 | 0.0 | 0.0 | EV / Net Sales |
| Investments | 0.0 | 61.3 | 111.3 | 131.3 | Market Cap / Sales |
| Other Current Assets | 36.0 | 61.1 | 61.1 | 61.1 | Price to Book Value |
| Current Liabilities | | | | | Solvency Ratios |
| Creditors & Provisions | 288.7 | 329.6 | 345.0 | 377.3 | Debt/EBITDA |
| Other CL | 135.5 | 184.8 | 161.5 | 173.8 | Debt / Equity |
| Net Current Assets | 1,952.3 | 2,063.3 | 1,974.8 | 2,012.1 | Current Ratio |
| Total Assets | 4,052.7 | 4,887.7 | 4,787.3 | 4,792.0 | Quick Ratio |

| EPS | 22.8 | 14.1 | 26.5 | 30.9 |
|----------------------|-------|-------|-------|-------|
| Cash EPS | 28.4 | 20.5 | 34.3 | 38.8 |
| BV | 135.2 | 142.5 | 170.0 | 192.6 |
| DPS | 3.0 | 2.5 | 3.5 | 5.0 |
| Cash Per Share | 0.2 | 0.6 | 0.6 | 1.4 |
| Operating Ratios (%) | | | | |
| EBITDA Margin | 14.4 | 11.0 | 15.8 | 16.0 |
| PBT / Net Sales | 12.1 | 8.5 | 12.7 | 13.4 |
| PAT Margin | 9.6 | 6.1 | 9.1 | 9.5 |
| Inventory days | 166 | 181 | 132 | 122 |
| Debtor days | 10 | 10 | 10 | 10 |
| Creditor days | 21 | 25 | 21 | 21 |
| Return Ratios (%) | | | | |
| RoE | 16.9 | 9.9 | 15.6 | 16.1 |
| RoCE | 15.3 | 9.1 | 17.1 | 19.1 |
| | | | | |
| Valuation Ratios (x) | | | | |
| P/E | 17.0 | 27.5 | 14.6 | 12.5 |
| EV / EBITDA | 12.9 | 19.0 | 9.7 | 8.3 |
| EV / Net Sales | 1.9 | 2.1 | 1.5 | 1.3 |
| Market Cap / Sales | 1.6 | 1.7 | 1.3 | 1.2 |
| Price to Book Value | 2.9 | 2.7 | 2.3 | 2.1 |
| Solvency Ratios | | | | |
| Debt/EBITDA | 1.7 | 3.7 | 1.3 | 0.8 |
| Debt / Equity | 0.4 | 0.7 | 0.4 | 0.2 |
| Current Ratio | 7.4 | 6.9 | 6.2 | 5.9 |
| Quick Ratio | 0.5 | 0.5 | 0.6 | 0.6 |

Source: Company, ICICI Direct Research

Source: Company, ICICI Direct Research

| Exhibit 16: ICICI Direct coverage universe (Sugar) | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------|-------|--------|--------|---------|-------|-------|---------|------|---------|---------------|-------|------|-------|---------|------|--------|--------|----------|------|------|-------|-------|-------|
| Sector / Company | CMP | TP | | M Cap | EPS (₹) | | | P/E (x) | | | EV/EBITDA (x) | | | | P/B (x) | | | | RoCE (%) | | | | | |
| | (₹) | (₹) | Rating | (₹ Cr) | FY22 | FY23E | FY24E | FY25E | FY22 | FY23E I | FY24E I | FY25E | FY22 | FY23E | FY24E F | Y25E | FY22 F | Y23E I | Y24E F | Y25E | FY22 | FY23E | FY24E | FY25E |
| Balrampur Chini (BALCHI) | 387 | 470 | Buy | 7,889 | 22.8 | 14.1 | 26.5 | 30.9 | 17.0 | 27.5 | 14.6 | 12.5 | 12.9 | 19.0 | 9.7 | 8.3 | 2.9 | 2.7 | 2.3 | 2.1 | 15.3 | 9.1 | 17.1 | 19.1 |
| Dalmia Bharat Sugar (DALSUG | 365 | 490 | Buy | 2,954 | 36.7 | 31.9 | 42.6 | 49.9 | 9.9 | 11.5 | 8.6 | 7.3 | 8.3 | 8.1 | 6.1 | 5.2 | 1.3 | 1.3 | 1.2 | 1.1 | 12.3 | 12.8 | 16.0 | 16.9 |
| Triveni Engineering (TRIENG) | 268 | 360 | Buy | 6,473 | 17.7 | 16.8 | 25.7 | 31.9 | 15.1 | 15.9 | 10.4 | 8.4 | 13.4 | 13.9 | 8.9 | 6.9 | 3.7 | 2.4 | 2.3 | 2.0 | 15.8 | 14.6 | 19.3 | 25.0 |
| Dwarikesh sugar (DWASUG) | 91 | 115 | Buy | 1,712 | 8.2 | 5.6 | 7.7 | 10.0 | 11.0 | 16.3 | 11.8 | 9.1 | 7.5 | 9.4 | 7.1 | 6.2 | 2.6 | 2.3 | 1.9 | 1.7 | 20.6 | 16.0 | 20.8 | 22.2 |
| Dhampur Sugar (DHASUG) | 247 | 340 | Buy | 1,643 | 21.7 | 23.8 | 26.9 | 34.5 | 11.4 | 10.4 | 9.2 | 7.2 | 8.7 | 7.9 | 7.1 | 5.7 | 2.0 | 1.7 | 1.5 | 1.3 | 13.9 | 14.5 | 15.9 | 18.5 |
| Avadh Sugar (AVASUG) | 506 | 585 | Hold | 1,012 | 62.2 | 50.2 | 65.1 | 77.9 | 8.1 | 10.1 | 7.8 | 6.5 | 7.3 | 8.2 | 6.5 | 5.4 | 1.3 | 1.2 | 1.0 | 0.9 | 12.5 | 10.6 | 12.9 | 14.6 |
| Source: Bloomhera, ICICI Dia | rect Res | earch | | | | | | | | | | | | | | | | | | | | | | |

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Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



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