Balrampur Chini Mills

BUY



Muted Quarter

- Balrampur Chini Mills Limited reported a weak quarter, lower than our estimates on all fronts. Sales de-growth of 10.3% YoY to Rs 10.7bn was a function of lower ethanol off-take coupled with weakness in Sugar prices and demand.
- EBITDA collapsed by 67.0% YoY to Rs 364mn, owing to lower recovery from sugarcane (due to erratic weather conditions), higher fixed overheads being debited in the production quarter (as per the accounting policies) coupled with an inventory write down of ~Rs 570 mn (which is expected to reverse in Q4FY21).

Sugar sales were down by 10.5% YoY to Rs 10.3bn, with an EBIT of Rs (330) mn, distillery sales were up by 31.2% YoY to Rs 1.34bn (however a YoY comparison may not be apt, as the base does not concern higher sales from B-heavy ethanol) and were lower than our estimate of Rs 2.35bn. Cogeneration unit delivered sales of Rs 1.1bn, EBIT was down by 5.3% YoY to Rs 145mn.

Outlook and Valuation:

We expect Balrampur Chini to outperform in its peer set, given a higher Ethanol blending capacity, entry into manufacturing ethanol directly from sugarcane, likely implementation of a higher Sugar MSP (up by Rs 2/kg to Rs 33/kg). Balrampur Chini has a superior balance-sheet strength, with ROE of 22.9% in FY20, strong cash flow generation and consistent rewards to share-holders (declared an interim dividend of Rs 2.5/share in Feb-2021, implemented the 4th consecutive buy-back in FY20). We keep our estimates unchanged anticipating a strong recovery in 4QFY21 (with reversal of ~Rs 570mn, higher sales of ethanol and reversion of domestic sugar prices). We continue to maintain our buy rating on Balrampur Chini and value the company on a SOTP basis at a target price of Rs 237/share (implied P/BV of 1.2x on FY23E).

Q3FY21 Result (Rs Mn)

Particulars	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)
Revenue	10,722	11,958	(10.3)	12,898	(16.9)
Total Expense	10,358	10,856	(4.6)	11,621	(10.9)
EBITDA	364	1,102	(67.0)	1,277	(71.5)
Depreciation	281	250	12.6	282	(0.1)
EBIT	83	852	(90.3)	996	(91.7)
Other Income	111	68	63.0	46	143.4
Interest	50	76	(33.4)	90	(44.3)
EBT	144	845	(83.0)	951	(84.9)
Tax	(67)	152	(143.9)	212	(131.6)
RPAT	269	725	(62.9)	783	(65.7)
APAT	269	725	(62.9)	783	(65.7)
			(bps)		(bps)
Gross Margin (%)	17.0	21.1	(414)	20.2	(328)
EBITDA Margin (%)	3.4	9.2	(582)	9.9	(651)
NPM (%)	0.0	0.0	0	0.0	0
Tax Rate (%)	(46.5)	18.0	(6448)	22.2	(6873)
EBIT Margin (%)	0.8	7.1	(636)	7.7	(695)

CMP		F	Rs 158					
Target / Upside	ا	Rs 237	/ 50%					
NIFTY	14,790							
Scrip Details								
Equity / FV	Rs 2	210mn	/ Rs 1					
Market Cap		Rs	33bn					
		USD 4	53mn					
52-week High/Low		Rs 18	88/ 69					
Avg. Volume (no)		13,8	5,530					
Bloom Code		BR	CM IN					
Price Performance	1M	3M	12M					
Absolute (%)	(8)	5	0					
Rel to NIFTY (%)	(12)	(18)	(23)					

Shareholding Pattern

	Jun'20	Sep'20	Dec'20
Promoters	41.1	41.1	41.2
MF/Banks/Fls	12.4	12.4	13.8
FIIs	19.0	19.0	20.1
Public / Others	27.5	27.5	25.0

Valuation (x)

	FY21E	FY22E	FY23E
P/E	6.1	4.2	4.1
EV/EBITDA	5.3	3.6	3.1
ROE (%)	20.5	24.3	20.8
RoACE (%)	14.1	18.7	17.2

Estimates (Rs mn)

	FY21E	FY22E	FY23E
Revenue	49,923	53,597	54,649
EBITDA	8,192	11,163	11,477
PAT	5,749	8,218	8,512
EPS (Rs.)	25.8	37.2	38.5

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Sugar Export Subsidy Program for Sugar Season 20-21

The government recently cut the subsidy of sugar exports on a per kg basis, which was at Rs 10.44/kg for FY20 to Rs 6.0/kg whilst increasing the export sales quota to 6 mn tons. The company has sold receipt of licensed quota of 25 lakh quintal of sugar exports and will be focusing only on domestic sales as the company will be reducing ~11-12 lakh quintals of sugar owing to B-Heavy molasses based ethanol diversion.

Balrampur Chini is expected to sell ~11-12 Cr Liters of B-heavy Ethanol, ~4-5 Cr Liters of C-heavy Ethanol and ~2 Cr liters of ENA in FY21E.

Exhibit 1: SOTP Valuation

Segments	FY20	FY21E	FY22E	FY23E	EV/EBIT	EV (Rs mn)
Sugar	3,442	1,844	4,389	4,477	5.0	22,384
Distillery	2,615	4,486	4,712	4,820	6.0	28,922
Power	475	364	371	378	3.0	1,135
Total	6,532	6,694	9,472	9,675		52,441
Net Debt	14,777	10,406	7,342	2,747		2,747
M-Cap						49,694
No of Shares						210
Target Price						237
Book value/Share						202
Implied P/BV						1.2

Source: DART, Company

Exhibit 2: Actual vs DART Estimates – Q3FY21

Particulars	Actual E	stimated	Variance	Comments
Revenue	10,722	14,790	(27.5)	
EBITDA	364	1,765	(79.4)	Lower than anticipated Sugar and
EBITDA Margin(%)	3.4	11.9	328bps	Distillery Sales
PAT	269	1,275	(78.9)	

Source: DART, Company

Exhibit 3: Change in Estimates

		FY21E		FY22E			FY2E		
Particulars (Rs Mn)	New	Previous	Change(%)	New	Previous	Change(%)	New	Previous	Change(%)
Revenue	49,923	49,923	-	53,597	53,597	-	54,649	54,649	-
EBITDA	8,192	8,192	-	11,163	11,163	-	11,477	11,477	-
EBITDA Margin(%)	16.4	16.4	-	20.8	20.8	-	21.0	21.0	-
PAT	5,418	5,418	-	7,804	7,804	-	8,092	8,092	-
EPS(Rs)	25.8	25.8	-	37.2	37.2	-	38.5	38.5	-

Source: DART, Company



ConCall Highlights

Industry Guidance

- Company expects production of sugar to be below 30mn tons vs 27.4mn tons in SY20.
- Production is expected to be lower due to lower production in UP impacted by lower recovery, lower cane area and higher diversion to Ethanol.
- Production in Karnataka is expected to be at 4.2mn tons vs 3.5mn tons in SY20.
- The management of the company expects India to produce 30mn tons of sugar and consume and export 26mn and 5mn respectively and therefore net reduction of 1mn ton from 10.7mn of closing stock of SY20 leaving closing balance for SY21 to be at 9.7mn ton.
- OMC procured 182 cr litres of Ethanol in SY20 vs 38 cr litres in SY14.
- Tenders by OMC for Ethanol inSY21 is at 325cr litres.

Sugar

- Company reported muted performance due to lower sugar off-take and subdued sugar prices, also lower recovery rate.
- Lower recovery rate was due to adverse weather conditions and red rot disease and due to higher diversion of sugarcane towards B heavy.
- Sugar inventory was 21.36 lakh quintals valued at an average rate of Rs 31.51/kg vs 44.22 lakh quintals as of 31st December 2019 valued at an average rate of Rs 31.64/kg.
- Inventory levels are expected to fall and the company expects sugar prices to be atleast Rs 34/kg from April onwards.
- Company expects the inventory loss of Rs 56cr in Q3FY21 to reverse back in Q4FY21.
- Approximately 0.2-0.3% is lost on the recovery rate.
- Management is hopeful of sugar prices to rise on the back of lower expected production, expected increase in MSP announcement and no increase in <u>UP</u> SAP sugarcane price.
- Power dispute with government hearing is on 10th February.
- Landed cost of sugarcane in Q3FY21 is Rs 340
- Cane crushing is expected to be at similar levels as last year of 10.2mn tons.

Distillery

- Distillery segment marked good performance on the back of higher realization.
- Ethanol produced out of B-heavy molasses constituted 39.6% of total Alcohol production in Q3FY21.
- B-heavy molasses stood at 8.67 lakh quintals vs 5.67 lakh quintals as at 31st December 2019.
- C-heavy molasses stood at 2.46 lakh quintals vs 6.14 lakh quintals as at 31st
 December 2019



- Company is expected to do total alcohol sales of 15-15.5 cr litres for FY21 and as of 9MFY21, the company has alcohol sales of 12.75 cr litres.
- Out of 15.5cr litres expected by FY21, company expects B heavy to do 11-12cr litres, 1cr litres from C heavy and rest from ENA.
- Distillery cost of Rs 27/kg is expected to increase by Rs 2-3 from higher diversion towards B heavy molasses.

Exhibit 4: Sugar- Sales, Volume, Blended Realisation, EBIT and EBIT Margin

		•					
Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Sugar Sales (Rs Mn)	8,370	7,506	11,530	17,724	13,411	10,634	10,322
Sugar Volumes (Mn Quintals)	2.2	2.1	3.2	4.5	3.6	3.1	2.7
Blended Realisation (Rs/Kg)	32.9	33.4	33.3	32.2	31.9	33.4	32.5
Sugar EBIT (Rs Mn)	733	901	487	1,321	950	235	-330
Sugar EBIT Margin (%)	8.8	12.0	4.2	7.5	7.1	2.2	(3.2)

Source: DART, Company

Exhibit 5: Distillery Sales, EBIT, EBIT Margin, B Heavy and C Heavy Sales Volume

	<u> </u>	•	•				
Particulars	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Distillery Revenues (Rs Mn)	1,392	1,339	1,028	1,732	2,233	2,628	1,348
Distillery EBIT (Rs Mn)	851	674	395	695	959	1,010	489
Distillery EBIT Margin (%)	61.2	50.3	38.4	40.1	42.9	38.4	36.2
B Heavy Ethanol Volume Sales (Mn Ltrs)	-	-	1.1	24.5	31.0	25.5	10.1
C Heavy Ethanol Volume Sales (Mn Ltrs)	-	-	18.3	6.6	9.0	21.8	14.8

Source: DART, Company

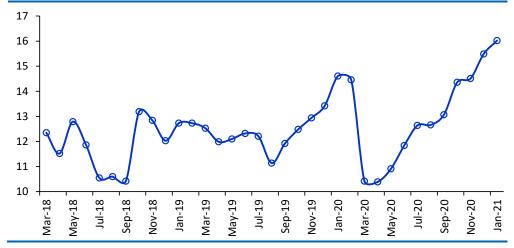
Exhibit 6: Sugar Balance Sheet

Particulars	SS 11	SS 12	SS 13	SS 14	SS 15	SS 16	SS 17	SS 18	SS 19	SS 20	SS 21E
Opening Stock	5.3	6.2	7.0	9.6	7.9	9.7	8.3	4.5	10.8	14.7	10.7
Production	24.4	26.3	25.2	24.6	28.5	25.1	20.2	32.1	33.2	27.4	30.2
Consumption	20.8	22.6	22.8	24.2	25.6	24.8	24.5	25.4	25.5	25.7	26.0
Imports	-	-	0.7	0.1	-	-	0.5	-	-	-	-
Exports	2.6	3.0	0.4	2.1	1.1	1.7	-	0.5	3.8	5.7	6.0
Closing Stock	6.2	7.0	9.6	7.9	9.7	8.3	4.5	10.8	14.7	10.7	8.9

Source: DART, Company

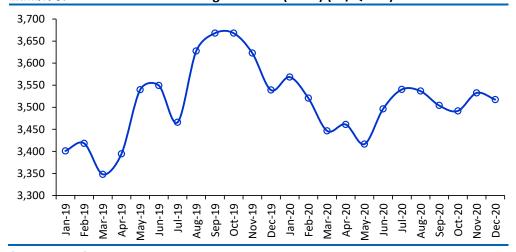


Exhibit 7: Gobal Sugar Prices - US Sugar Futures - Raw Sugar (Cents/Lb)



Source: Company, DART

Exhibit 8: Domestic Wholesale Sugar Prices - (Delhi) (Rs/Quital)



Source: DART, Company



Profit and Loss Account				
(Rs Mn)	FY20A	FY21E	FY22E	FY23E
Revenue	47,413	49,923	53,597	54,649
Total Expense	40,593	41,731	42,435	43,171
COGS	35,015	35,722	35,958	36,187
Employees Cost	2,540	2,667	2,800	2,940
Other expenses	3,038	3,342	3,676	4,044
EBIDTA	6,820	8,192	11,163	11,477
Depreciation	1,014	1,115	1,225	1,331
EBIT	5,806	7,077	9,937	10,147
Interest	642	526	401	276
Other Income	439	350	375	400
Exc. / E.O. items	0	0	0	0
EBT	5,603	6,901	9,911	10,270
Tax	487	1,230	1,771	1,837
RPAT	5,194	5,749	8,218	8,512
Minority Interest	0	0	0	0
Profit/Loss share of associates	78	78	78	78
APAT	5,194	5,749	8,218	8,512
		•	<u> </u>	
Balance Sheet				
(Rs Mn)	FY20A	FY21E	FY22E	FY23E
Sources of Funds				
Equity Capital	220	210	210	210
Minority Interest	0	0	0	0
Reserves & Surplus	23,937	28,461	35,254	42,208
Net Worth	24,157	28,671	35,464	42,418
Total Debt	14,823	10,523	8,023	5,523
Net Deferred Tax Liability	592	592	592	592
Total Capital Employed	39,572	39,786	44,079	48,534
Audionico of Funda				
Applications of Funds Net Block	16,240	16,185	17,030	17,669
CWIP	124	124	124	124
Investments	2,540	3,740	5,240	6,740
Current Assets, Loans & Advances	29,164	28,726	31,328	33,831
Inventories	22,950	21,042	22,658	22,803
Receivables	2,393	3,009	3,231	3,294
Cash and Bank Balances	47	117	681	2,776
Loans and Advances	0	0	0	2,770
Other Current Assets	3,718	4,501	4,701	4,901
Other Current Assets	3,710	4,301	4,701	4,301
Less: Current Liabilities & Provisions	8,496	8,989	9,643	9,830
Payables	6,780	7,523	8,076	8,235
Other Current Liabilities	1,716	1,466	1,567	1,595
sub total				
Net Current Assets	20,668	19,737	21,685	24,000
Total Assets	39,572	39,786	44,079	48,534
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E – Estimates



Important Ratios Particulars	EV204	FV24F	EVOOR	FY23E
	FY20A	FY21E	FY22E	FYZ3E
(A) Margins (%)	20.4	20.4		
Gross Profit Margin	26.1	28.4	32.9	33.8
EBIDTA Margin	14.4	16.4	20.8	21.0
EBIT Margin	12.2	14.2	18.5	18.6
Tax rate	8.7	17.8	17.9	17.9
Net Profit Margin	11.0	11.5	15.3	15.6
(B) As Percentage of Net Sales (%)				
COGS	73.9	71.6	67.1	66.2
Employee	5.4	5.3	5.2	5.4
Other	6.4	6.7	6.9	7.4
(C) Measure of Financial Status				
Gross Debt / Equity	0.6	0.4	0.2	0.1
Interest Coverage	9.0	13.5	24.8	36.7
Inventory days	177	154	154	152
Debtors days	18	22	22	22
Average Cost of Debt	4.0	4.2	4.3	4.1
Payable days	52	55	55	55
Working Capital days	159	144	148	160
FA T/O	2.9	3.1	3.1	3.1
(D) Measures of Investment				
AEPS (Rs)	23.6	25.8	37.2	38.5
CEPS (Rs)	28.2	31.1	43.0	44.9
DPS (Rs)	2.5	3.5	4.0	4.5
Dividend Payout (%)	12.8	13.6	10.8	11.7
BVPS (Rs)	109.8	136.5	168.9	202.0
RoANW (%)	22.9	20.5	24.3	20.8
Roace (%)	13.6	14.1	18.7	17.2
RoAIC (%)	13.1	12.5	17.2	16.8
(E) Valuation Ratios				
CMP (Rs)	158	158	158	158
P/E	6.7	6.1	4.2	4.1
Mcap (Rs Mn)	33,075	33,075	33,075	33,075
MCap/ Sales	0.7	0.7	0.6	0.6
EV	47,795	43,425	40,360	35,766
EV/Sales	1.0	0.9	0.8	0.7
EV/EBITDA	7.0	5.3	3.6	3.1
P/BV	1.4	1.2	0.9	0.8
Dividend Yield (%)	1.6	2.2	2.5	2.9
(F) Growth Rate (%)				
Revenue	10.6	5.3	7.4	2.0
EBITDA	(1.0)	20.1	36.3	2.8
EBIT	(2.1)	21.9	40.4	2.1
PBT	(5.8)	23.2	43.6	3.6
APAT	(9.8)	10.7	42.9	3.6
EPS	(6.3)	9.3	44.0	3.7
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Cash Flow				=1/22=
(Rs Mn)	FY20A	FY21E	FY22E	FY23E
CFO	8,656	8,061	8,047	9,479
CFI	(3,169)	(2,260)	(3,570)	(3,470)
CFF	(5,490)	(5,730)	(3,913)	(3,914)
FCFF	5,952	7,000	5,977	7,509
Opening Cash	49	47	117	681
Closing Cash	47	117	681	2,776



DART RATING MATRIX

Total Return Expectation (12 Months)

Buy	> 20%
Accumulate	10 to 20%
Reduce	0 to 10%
Sell	< 0%

Rating and Target Price History



Month	Rating	TP (Rs.)	Price (Rs.)
Oct-20	BUY	245	157

^{*}Price as on recommendation date

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