Dalmia Bharat Sugar & Industries Ltd — FY 2023 Annual Report Analysis

Annual Report Analysis (Consolidated)

Investor Snapshot

#	Analytical point	Sentiment
1	**DBSIL is transitioning from a cyclical sugar producer to a structural bio-energy player, with the distillery segment now contributing 31.2% of total revenue.**	—
2	**Revenue grew 7.75% YoY to □3,252 Cr, supported by operational excellence and an industry-leading blended recovery rate of 12.19%.**	—
3	***Operating margins (OPM) contracted from 15% to 13% following the total cessation of 98.37 Cr in export subsidies and rising raw material inflation.***	—
4	***Net Profit declined by 16% to 250 Cr, weighed down by the subsidy loss and higher depreciation charges despite the top-line growth.***	—
5	**The balance sheet underwent aggressive de-leveraging, with total debt reduced by 44.5% to □454 Cr, bringing the D/E ratio down to a conservative 0.17x.**	—
6	**Cash flow generation was exceptional, with CFO at □583 Cr (2.33x PAT) driven by a □199 Cr inventory liquidation and improved working capital cycles.**	—
7	**Capital expenditure of □218 Cr was entirely self-funded (CFO/Capex of 2.67x), focusing on a □550 Cr grain-based ethanol pivot to drive future growth.**	—
8	***Earnings quality is clouded by a 125% jump in contingent liabilities to 189.55 Cr, representing 76% of PAT, primarily due to the unprovisioned Salem mining claim.***	—
9	***Governance concerns persist as MD remuneration reached 5.4% of PAT despite falling profits, alongside a 1,236% surge in related-party sales to group entities.***	—
10	***Operational risks include the potential spread of Red Rot disease, which could threaten recovery rates and necessitate higher debt for varietal replacement.***	—
11	**The medium-term outlook remains positive as the company targets a 40% distillery revenue share to hedge against sugar volatility and capitalize on 20% ethanol blending targets.**	—
12	**Investment View: ACCUMULATE; the robust FCF and de-leveraged profile provide a safety net, while the key monitorable is the legal resolution of the Salem mining claim.**	—

1. Business overview (In Bullet Points)

- **Business Segments:** Dalmia Bharat Sugar & Industries Ltd (DBSIL) has transitioned from a pure-play sugar manufacturer into an integrated bio-energy player, operating across Sugar, Distillery, and Co-generation segments.
- **Revenue Drivers:** Revenue is driven by the interplay of State Advised Price (SAP) for cane in UP vs. Fair and Remunerative Price (FRP) in Maharashtra, balanced against ethanol procurement prices set by OMCs.
- **Cost Drivers:** Raw material (sugarcane) constitutes the bulk of the cost. The company is aggressively targeting "Specific Steam Consumption" and "Specific Water Consumption" (reduced by 42% YoY) to lower conversion costs.

- **Industry Position:** DBSIL is the only sugar company with a dual presence in Uttar Pradesh and Maharashtra, providing a structural hedge against regional weather disruptions and state-specific policy shifts.
- **Expansion Plans:** The company is executing a significant asset-building phase with ₹550 Cr earmarked for grain-based distillery expansions (Nigohi 300 KLPD and Jawaharpur expansion to 250 KLPD).
- **Capacity Additions:** Current sugar capacity stands at 37,150 TCD across 5 units. The distillery segment is targeting a capacity of 1150 KLPD to enable year-round operations.
- **Segment Performance:** The Distillery segment has become a major growth engine, increasing its revenue contribution from 23.9% to 31.2%, partially offsetting a 3.5% decline in the Sugar segment.
- **Geographical Presence:** Revenue is 80.44% domestic and 19.56% overseas. Dual-state operations in UP and Maharashtra offer strategic feedstock security.

2. Management commentary & outlook

- Management is driving a strategic shift from being a "sugar company" to a "distillery-led energy company," allocating 40% of the last three years' investment to distilleries to decouple from sugar cycles.
- The internal mantra "Be the change" reflects a proactive approach to industry volatility, focusing on "Manufactured Capital" and "Intellectual Capital" to drive recovery rates.
- Management is highly optimistic about the Government’s Ethanol Blending Program (EBP), positioning DBSIL to be one of India’s largest ethanol producers with a projected throughput of 33 Cr liters.
- Project Parivartan was launched as a pre-emptive response to "Red Rot" disease, successfully reducing coverage of the vulnerable CO 0238 cane variety from 90% to 65% in one year.
- The shift toward grain-based distilleries is a structural pivot to ensure higher capacity utilization (93% achieved at Jawaharpur) throughout the year, unlike seasonal molasses-based plants.
- Management highlights disciplined project delivery, noting the Jawaharpur grain distillery was commissioned within time and cost targets.
- Cane sustainability is being addressed through the Dalmia Bharat Foundation, focusing on regenerative agriculture and soil health to ensure long-term feedstock security.
- While aggressive ₹550 Cr capex is planned, management emphasizes a "debt-free" aspiration, supported by a current low Debt-Equity ratio of 0.15x.
- The cessation of Export Subsidies (MAEQ) is a recognized headwind, but management is pivoting toward domestic ethanol to replace these high-margin government accruals.
- Management Tone: Management exhibits a disciplined, pre-emptive, and "first-mover" mentality. The tone is execution-focused and devoid of typical industry excuses regarding weather or policy, signaling a transition from a cyclical commodity player to a structural industrial processor with high ESG compliance. (LAST bullet point)

3. Financial analysis

3.1 Financial statements

P&L statement (□Cr)

Line item	Mar 2023	Mar 2022
Sales	3,252	3,018
Sales Growth %	7.75	12.39
Expenses	2,815	2,572
Material Cost %	71	71
Raw material cost	2,094	1,945
Change in inventory	229	188
Manufacturing Cost %	5	4
Employee Cost %	6	6
Other Cost %	4	4
Operating Profit	437	446
OPM %	13	15
Other Income	77	64
Exceptional items	7	5
Other income normal	70	59
Interest	38	35
Depreciation	121	95
Profit before tax	355	380
Tax %	30	22
Net Profit	250	296
Exceptional items AT	4	4
Profit excl Excep	246	292
Profit for PE	246	292
Profit for EPS	250	296
Profit Growth %	-16	9
EPS (□)	30.91	36.56
Dividend Payout %	13	11

Balance sheet (□Cr)

Line item	Mar 2023	Mar 2022
Equity Capital	16	16
Reserves	2,689	2,343
Borrowings	454	819
Long term Borrowings	326	337
Short term Borrowings	128	481
Other Borrowings	0	0
Other Liabilities	644	645
Trade Payables	208	261
Advance from Customers	17	4
Other liability items	419	379
Total Liabilities	3,803	3,822
Fixed Assets	1,652	1,531
Land	562.42	556.47
Building	243.99	229.95
Plant Machinery	1,968.22	1,749.37
Equipments	7.03	6.03
Computers	0	0
Furniture n fittings	9.81	9.35
Vehicles	6.32	5.84
Intangible Assets	0	0
Other fixed assets	5.86	2.22
Gross Block	2,803.65	2,559.23
Accumulated Depreciation	1,151.65	1,028.12
CWIP	21	59
Investments	736	594
Other Assets	1,393	1,639
Inventories	1,037	1,242
Trade receivables	149	167
Cash Equivalents	69	104
Loans n Advances	1	0
Other asset items	138	125
Total Assets	3,803	3,822

Cash flow statement (□Cr)

Line item	Mar 2023	Mar 2022
Cash from Operating Activity	583	567
Profit from operations	477	471
Receivables	89	61
Inventory	199	133
Payables	-59	-41
Other WC items	0	0
Working capital changes	229	153
Direct taxes	-123	-57
Cash from Investing Activity	-192	-327
Fixed assets purchased	-218	-333
Fixed assets sold	0	0
Investments purchased	0	0
Investments sold	10	3
Interest received	13	2
Dividends received	3	1
Acquisition of companies	0	0
Cash from Financing Activity	-419	-217
Proceeds from borrowings	0	111
Repayment of borrowings	-364	-250
Interest paid fin	-23	-29
Dividends paid	-32	-49
Other financing items	0	0
Net Cash Flow	-29	23
Free Cash Flow	365	234
CFO/OP	162	140

Key ratios

Line item	Mar 2023	Mar 2022
Debtor Days	17	20
Inventory Days	163	213
Days Payable	33	45
Cash Conversion Cycle	147	188
Working Capital Days	81	71
ROCE %	12	13

3.2 Financial analysis summary

- **Revenue** grew by 7.75% to ₹3,252.00 Cr, primarily driven by the Distillery Segment which surged to ₹1,013.45 Cr (31.16% of total), effectively cushioning a 3.5% decline in the Sugar Segment to ₹2,088.69 Cr.
- **Operating Profit** margins (OPM %) contracted from 15% to 13% as the company faced the complete cessation of Export Subsidies (MAEQ), which dropped from ₹98.37 Cr to zero, directly impacting the bottom line despite higher Sales.
- **Net Profit** declined by 16% to ₹250.00 Cr, further pressured by a 28% surge in Depreciation to ₹121.00 Cr following the capitalization of new capacities in the distillery and sugar units, as reflected in the Gross Block increase to ₹2,803.65 Cr.
- **Finance Cost** remained relatively stable at ₹38.00 Cr, but sensitivity analysis reveals a risk where ₹359.39 Cr of Total Debt is on floating rates, meaning a 1% rate hike would impact Profit before tax by ₹3.59 Cr.
- **Inventory** management was a significant liquidity booster, with levels decreasing by 20.5% to ₹1,037.00 Cr, primarily through a ₹242.43 Cr reduction in sugar stocks, which contributed ₹199.00 Cr to CFO.
- **Cash Conversion Cycle** improved significantly from 188 days to 147 days, driven by Inventory Days falling from 213 to 163, which helped generate a robust CFO of ₹583.00 Cr, representing a high CFO / PAT ratio of 2.33.
- **Total Debt** was aggressively reduced by 44.5% to ₹454.00 Cr, funded by strong Free Cash Flow of ₹365.00 Cr, resulting in a much healthier Debt / Equity ratio of 0.17 compared to 0.35 in the previous year.
- **Fixed Assets** (Net Block) increased to ₹1,652.00 Cr as the company executed Capex of ₹218.00 Cr, while CWIP reduced from ₹59.00 Cr to ₹21.00 Cr, signaling the successful commissioning of projects.
- **Trade Receivables** fell to ₹149.00 Cr despite higher Sales, with Debtor Days improving to 17 days and 94.6% of dues being less than 6 months old, indicating high collection efficiency and low credit risk.
- **Other Income** of ₹77.00 Cr included a one-time gain of ₹18.32 Cr from discontinued operations related to the closure of the consumer business, which slightly masked the decline in core operating performance.
- **ROCE %** moderated slightly to 12% from 13%, reflecting the time lag between large capital deployments in Plant Machinery (up ₹218.85 Cr) and the resulting incremental Revenue generation.
- **Other Expenses** were impacted by a new ₹4.12 Cr charge for "Molasses regulatory fees deposit under protest," indicating an ongoing regulatory dispute, while Repairs & Maintenance spiked 24% to ₹57.20 Cr due to intensive utilization of new capacities.
- **Other Liabilities** include a ₹56.93 Cr credit to retained earnings from the amalgamation of Himshikhar Investment Limited, which boosted Net Worth but was non-cash in nature.
- The dominant financial theme of the year is the aggressive de-leveraging of the **Balance Sheet** through massive Inventory liquidation and strong CFO, providing the capital cushion required to pivot the business model toward a higher-margin Distillery focus despite the loss of government subsidies.

3.3 Contingent liabilities & commitments

- **Litigation (Salem Mining):** A demand from the District Collector, Salem, regarding mining operations totaling **₹189.55 Cr** (plus ₹103.85 Cr estimated interest). This is currently stayed by the High Court but represents 76% of current PAT.
- **Tax Disputes:** Income Tax cases amounting to **₹39.87 Cr** and Indirect Tax disputes of ₹3.70 Cr.
- **Guarantees:** Outstanding Guarantees and Letters of Credit (LC) totaling **₹47.81 Cr**.
- **Capital Commitments:** Surged by 126% to **₹165.64 Cr**, indicating a heavy upcoming cash outflow requirement for ongoing expansions.

3.9 Earnings quality & forensic checks

#	Check	Impact	Status	Notes detail
1	PAT vs CFO trend	Profit ↑ — high cash conversion	—	CFO/OP ratio at 162% driven by massive inventory liquidation of ₹199 Cr.
2	Receivables & channel-stuffing signal	Revenue ↑ — healthy liquidation	—	Note 45B: 94.6% of receivables are <6 months old; Note 50: Inventory turnover improved to 2.86.
3	Revenue timing (advances)	Revenue ↑ — conservative recognition	—	Note 37: Revenue quality high with no single customer exceeding 10% of total sales.
4	Revenue from related parties %	Revenue ↑↓ — rising intra-group reliance	—	Note 39(b): Material increase in commercial activity with group companies; KMP pay is 5.4% of PAT.
5	Inventory vs revenue growth	Profit ↑ — efficient working capital	—	Note 36: Reduction primarily due to ₹242.43 Cr drop in sugar stocks, improving liquidity.
6	Inventory valuation method change	Neutral — consistent accounting	—	Note 36: Sugar stock constitutes 76.3% of total inventory value.
7	Exceptional items in operating profit	Profit ↑ — non-operational boost	—	Note 31(ii): Includes ₹18.32 Cr one-time gain from discontinued consumer business closure.
8	Depreciation rate vs useful life policy	Profit ↓ — aggressive charging	—	Note 26: Reflects new capacity in Distillery/Sugar; Repairs & Maintenance also spiked 24%.
9	Provision reversals boosting PAT	Profit ↑ — non-cash credit	—	Note 48: Pooling of interest method used for Himshikhar Investment Limited amalgamation.
10	Tax rate consistency	Profit ↑ — tax holiday benefit	—	Note 28(ii): ₹19.61 Cr deduction via 80IA tax holiday; FY22 had ₹42.46 Cr DTA reversal.
11	CWIP age and stalling projects	Profit ↑ — expense deferral	—	Note 43: Borrowing and employee costs (₹0.51 Cr) capitalized, deferring P&L impact to future.
12	Deferred tax asset recognition adequacy	Neutral — valuation stability	—	Note 28: Previous year profit was inflated by a one-time ₹42.46 Cr DTA reversal.
13	RPT quantum and trend	Profit ↓ — high executive cost	—	Note 39(b): MD remuneration alone accounts for 5.4% of the consolidated Net Profit.
14	Dividend paid vs FCF adequacy	Profit ↑ — sustainable payouts	—	FCF improved 56% YoY; Dividend payout ratio remains conservative at 13%.
15	Contingent Liability Magnitude	Profit ↓ — potential massive outflow	—	Note 32: Salem mining claim represents 76% of PAT; no provision made despite auditor flagging.
16	Auditor Reliance on Management	Neutral — subjective estimates	—	Auditor relies on management's "internal financial plans" and "legal opinions" for critical CGU and liability assessments.

4. Management & governance

A. Auditor Report & Key Audit Matters * **Audit Opinion Type:** Unqualified. * **Impairment Review of CGUs:** The auditor identified the assessment of Cash Generating Units (CGUs) as a critical area due to the high degree of management judgment involved in estimating operating margins, discount rates, and future growth. Management performed "Value in Use" assessments based on internal financial plans. * **Fair Value Measurements:** Significant exposure to Level 1 equity (₹627.96 Cr) and debt mutual funds (₹100.30 Cr). Auditor concern focused on the volatility of market-linked assets and their direct impact on OCI and P&L. * **Litigation Uncertainty:** The auditor flagged the non-provisioning of ₹233.12 Cr in contingent liabilities, specifically the

Salem mining claim. Management relies on legal opinions suggesting a "fair chance" of success to avoid provisioning. * **Auditor Independence:** While the opinion is unqualified, the reliance on management's "internal financial plans" for impairment testing and "legal opinions" for massive contingent liabilities suggests a governance environment where auditor skepticism is tested by management's subjective estimates.

B. Related Party Transactions | Party | Relationship | Nature | Amount (□Cr) | Concern | | :--- | :--- | :--- | :--- | :--- | | Dalmia Bharat Refractories Ltd | Group Entity | Sale of Goods | 16.04 Cr | ***1,236% surge YoY*** | | Dalmia Cement (Bharat) Ltd | Group Entity | Sale of Goods | 8.01 Cr | Doubled from 4.10 Cr | | Dalmia Bharat Ltd | Holding/Group | Purchase | 9.67 Cr | Stable | | Dalmia Cement (Bharat) Ltd | Group Entity | Purchase | 5.38 Cr | Decreasing | | Gautam Dalmia | KMP | Remuneration | 13.63 Cr | ***5.4% of Net Profit*** | | Dalmia Bharat Foundation | CSR Arm | CSR Contribution | 6.97 Cr | 85% increase YoY |

C. Shareholding * **Promoter Holding:** Not explicitly provided in excerpts (typically stable for this group). * **Pledged Shares:** 0% (based on group history and lack of disclosure of any pledge).

D. Board Composition + KMP Compensation * **KMP Compensation: Gautam Dalmia (MD)** received □13.63 Cr, a 12.37% YoY growth despite a 16% decline in Net Profit. * **Family Concentration:** Remuneration includes "relatives," indicating significant family-linked outflows. The MD's pay alone represents **5.4% of Net Profit**, showing an inverse correlation with bottom-line performance. * **Board Independence:** A 3-member Risk Management Committee is mentioned; full board independence % was not explicitly disclosed in the provided excerpts.

F. Capital Allocation & Capex | Action | FY current (□Cr) | FY prior (□Cr) | % of CFO | Signal | | :--- | :--- | :--- | :--- | :--- | | Dividends | 32.00 Cr | 49.00 Cr | 5.49% | **Positive** | | Capex | 218.00 Cr | 333.00 Cr | 37.39% | **Growth Focus** | | Net Debt Change | -364.44 Cr | -139.00 Cr | -62.51% | **De-leveraging** | | Interest Payments | 23.00 Cr | 29.00 Cr | 3.95% | **Improving** |

CAPEX Analytical Notes: * **CFO Coverage of Capex:** CFO/Capex ratio is **2.67**, showing the company is not reliant on external debt for expansion. * **Nature of Capex:** Primarily **growth capex** focused on the Distillery segment (440 KLPD addition) to shift revenue mix away from cyclical sugar. * **Capex Deployment Efficiency:** While Capex is high, Revenue growth (7.75%) lags behind the 28% surge in Depreciation, suggesting a gestation period before new capacities hit peak efficiency. * **Key Takeaways:** The □**550 Cr investment in grain-based distilleries** is a strategic pivot to higher-margin, non-cyclical revenue streams.

H. Risks * **Litigation (Salem Mining):** Demand of □**189.55 Cr** (76% of PAT). Impact: High risk of cash outflow and profit wipe-out if stayed order is vacated. * **Cane Disease (CO 0238):** Susceptibility to red rot. Impact: Reduced recovery and yield; requires rapid, costly varietal replacement. * **Interest Rate Risk:** □**359.39 Cr** of debt is on floating rates. Impact: 1% rate hike = □3.59 Cr hit to PBT. * **Subsidy Cessation:** End of MAEQ export subsidy. Impact: □**98.37 Cr direct hit to EBITDA** compared to the prior year. * **Foreign Exchange:** Unhedged exposure. Impact: □**7.18 Cr loss** in FY23 vs zero in FY22.

5. Scorecard & verdict

Part a: scorecard

Dimension	Rating (1–5)	Delta	Key evidence	One-line rationale
Business quality	4	→	12.19% recovery; 31% Distillery share	Strong moat in recovery rates and successful diversification into bio-energy.
Financial health	5	↑	D/E 0.17x; CFO/PAT 2.33	Exceptional de-leveraging and cash generation from inventory liquidation.
Earnings quality	3	↓	Contingent Liab 76% of PAT; MAEQ loss	Strong cash flow is offset by massive unprovisioned legal risks and subsidy loss.
Management & governance	3	→	KMP pay 5.4% of PAT; 1,236% RPT surge	High executive compensation and intra-group sales growth require monitoring.
Capital allocation & visibility	4	↑	CFO/Capex 2.67x; ₹550 Cr grain pivot	Disciplined self-funded growth with clear visibility in ethanol blending.

Business positives (for this company this year) * **Strong De-leveraging:** Total debt reduced by 44.5% to ₹**454.00 Cr**, bringing D/E down to 0.17x. * **Cash Flow Strength:** Generated ₹**583.00 Cr** in CFO, comfortably covering ₹218.00 Cr in Capex and ₹32.00 Cr in dividends. * **Strategic Diversification:** Distillery segment revenue grew to ₹**1,013.45 Cr**, now contributing 31.2% of total revenue. * **Operational Excellence:** Achieved a blended normative recovery of **12.19%**, among the highest in the Indian sugar industry. * **Working Capital Efficiency:** Inventory days improved from **213 to 163**, releasing ₹199.00 Cr in cash.

Business negatives / concerns (for this company this year) * **Legal Risk:** Contingent liabilities jumped 125% to ₹**189.55 Cr**, primarily due to the Salem mining claim (76% of PAT). * **Subsidy Loss:** Complete cessation of MAEQ export subsidies resulted in a ₹**98.37 Cr** direct hit to EBITDA. * **Governance Concentration:** KMP remuneration for the MD (₹13.63 Cr) represents **5.4% of Net Profit** despite falling profits. * **RPT Surge:** Sales to Dalmia Bharat Refractories surged by **1,236%** to ₹16.04 Cr, raising arm's length pricing questions. * **Margin Compression:** OPM contracted from **15% to 13%** due to raw material inflation and loss of subsidies.

Overall scorecard summary DBSIL is in a strong financial position characterized by exceptional de-leveraging and robust cash flow generation, primarily driven by efficient inventory liquidation. The business is successfully transitioning from a cyclical sugar player to a structural bio-energy company, with self-funded capex providing high earnings visibility. However, governance concerns regarding high KMP pay and a massive unprovisioned contingent liability (Salem claim) remain significant overhangs. Overall, the business is on a **stable to improving** trajectory as the distillery segment scales to offset sugar cyclicality.

Part b: governance check matrix

#	Check	Status
1	Audit opinion clean?	—
2	Promoter pledge = 0?	—
3	KMP pay < 5% of PAT?	—
4	RPT quantum < 5% of revenue?	—
5	Board > 50% independent?	—
6	At least 1 woman director?	—
7	No statutory dues outstanding?	—
8	No fraud reported?	—
9	Audit trail enabled?	—
10	Frequent Auditor change	—

Total: 7/10 — Governance Rating: 3

Part c: investor verdict

Thesis: DBSIL is a high-efficiency integrated sugar player pivoting to a non-cyclical, grain-based ethanol model with a rock-solid balance sheet. **Overall stance:** ACCUMULATE **Rationale:** Strong cash flow and de-leveraging provide a safety net while the distillery expansion drives the next leg of growth. **Re-evaluate when:** Contingent liability (Salem claim) results in an adverse court ruling exceeding ₹100 Cr. **BULL CASE:** Ethanol blending rates accelerate to 20% nationally, driving distillery margins above 20% and revenue above ₹4,000 Cr. **BEAR CASE:** Red Rot disease spreads beyond current mitigation, dropping recovery rates below 11% and necessitating higher debt for varietal replacement. **Key monitorable:** Distillery Revenue Contribution: 31.2% → Watch for 40% threshold.