



## Press Release

Mr Basant Kumar Bajaj, Managing Director & CEO of IVRPL is the Non-Executive, Non-Independent Director of Rana Sugar Limited. He was not involved in the rating exercise of this Company in any manner. Also, the rating note / rating letter or any other rating related documents has not been shared with Mr. Basant Kumar Bajaj.

### Rana Sugars Limited (RSL)

**February 19, 2025**

#### Ratings

Instrument / Facility	Amount (Rs. crore)	Current Ratings	Previous Ratings	Rating Action	Complexity Indicator
Long Term Facilities	161.15	IVR BBB-; Rating watch with Developing Implications (IVR Tripple B Minus; Rating watch with Developing Implications)	IVR BBB-; Stable (IVR Tripple B Minus; Stable Outlook)	Rating placed on watch with developing implications	Simple
Short Term Facilities	2.00	IVR A3; Rating watch with Developing Implications (IVR A Three; Rating watch with Developing Implications)	IVR A3 (IVR A Three)	Rating placed on watch with developing implications	Simple
<b>Total</b>		<b>163.15</b> <b>(Rupees One Hundred and Sixty-Three Crore and fifteen Lakhs only)</b>			

Details of Facilities/Instruments are in Annexure 1. Facility wise lender details are at Annexure 2. Detailed explanation of covenants is at Annexure 3.

#### Detailed Rationale

Infomerics has placed the rating under watch with developing implications to the Bank facilities of Rana Sugars Limited (RSL) considering the search and seizure operation conducted at all the commercial offices, manufacturing facilities of RSL as well as its group companies and directors. The implications or any adverse findings against the RSL or its management resulting from the search will remain a key rating monitorable.

The rating also takes the cognizance of the expected improvement in performance in H2FY25 and beyond. Further, the rating continues to take comfort from the experienced promoters with long track record in sugar industry, integrated nature of operations, PPAs providing long term revenue visibility, healthy financial risk profile, and its adequate liquidity position.

The rating however remains constrained by the subdued performance in H1FY25, working capital-intensive operations, cyclicity in the sugar business, exposed to vagaries of nature, exposure to risk related to government regulations and cyclical nature of the sugar business.

#### Key Rating Sensitivities:



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### Upward Factors

- Sustained increase in scale of operation of more than 15% in coming years with improvement in cash accruals.
- Improvement in profitability metrics with EBITDA margin above 13% on a sustained basis
- Improvement in capital structure with reduction in overall gearing below 0.10x.

### Downward Factors

- Any adverse impact on the company operational / financial performance on account of SEBI order or adverse findings from the Income Tax (IT) search and seizure conducted
- Sharp decline in sugar prices, cane crushing volumes, recovery rate or an increase in cane costs; or any significant decline in ethanol realizations or material change in Government policies resulting in moderation of profitability and debt coverage metrics.
- Deterioration in working capital management impacting the liquidity or sizeable capital expenditure weakening the financial risk profile.

### List of Key Rating Drivers with Detailed Description

#### Key Rating Strengths

##### **Experienced promoters with long track record in sugar industry**

The company was managed by the promoter Rana Inder Pratap Singh (Ex-Managing Director), Mr. Rana Veer Pratap Singh (Managing Director) and Mr. Rana Ranjit Singh (Director) and have established healthy customer and suppliers' relations over the years. Recently Rana Inder Pratap Singh has stepped down from his post as MD of the company and Mr. Rana Veer Pratap Singh has taken his place as the MD of RSL. Even Mr. Rana Veer Pratap Singh has extensive experience from the same company and other group companies.

##### **Integrated nature of operations**

RSL operations are fully integrated in nature which has led to better absorption of fixed cost and any increase in the raw material cost. The company is having its operations in the State of Punjab and Uttar Pradesh and is principally engaged in the manufacturing of Sugar, Ethanol



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and cogeneration of power. The cogeneration and distillery units provide alternate revenue streams and some cushion against cyclicity in sugar business. Furthermore, integrated nature of operations supports overall profitability of RSL. As a result of the integrated nature of operations the operating margin of the society have ranged between 4-10% over the last four years.

### **PPAs providing long term revenue visibility**

RSL has installed a 112.65 MW co-generation power. Power is used captively as well as exported to the State Grids of Punjab and Uttar Pradesh respectively under long term Power Purchase Agreements (PPA). The company has 3 PPA for its 3 units in Moradabad, Rampur and Buttar with tenure of the agreement is of 20 years from the date of commission of plant i.e. till Jan 2027.

### **Healthy financial risk profile**

RSL's total operating income (TOI) reduced by 2.14% in FY24 (refers to the period from April 01, 2023 to March 31, 2024) as compared to FY23 (refers to the period from April 01, 2022 to March 31, 2023) and stood at Rs.1592.62 crore, as a result of decline in the turnover in all the three segments. At the same time the margins showed decline in trend with EBITDA margin of 5.20% and PAT margin of 1.74% (FY23 : 6.96% & 3.84% respectively). With the dip in the profitability the GCA reduced by ~35% to Rs.66.63 crore in FY24 from Rs.104.22 crore in FY23. The overall gearing and TOL/TNW ratios continued to remain comfortable at 0.75x and 1.79x respectively as on March 31, 2024 as against 0.73x and 1.86x reported as on March 31, 2023, respectively, mainly due to the accretion of the profits earned for the year to the reserves. Due to the decline in profitability on y-o-y basis, the interest coverage ratio and total debt/ NCA moderated from 4.95x to 3.59x respectively reported as on March 31, 2023 to 2.92x and 6.05x respectively reported as on March 31, 2024. The company's revenue remained largely stable between Rs.840-850 crore for the period H1FY24 and H1FY25. Due to the seasonality of the product, and also due to the repairs and maintenance leading to closure of the plant, the company reported a loss of around Rs.14.78 crore in Q2FY25, overall the company has reported a loss of Rs.12.88 crore in H1FY25, vis-à-vis the nominal profit reported of Rs.0.77 crore reported in H1FY24. Infomerics expects improvement in the performance in H2FY25.



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### **Key Rating Weaknesses**

#### **SEBI order dated August 27, 2024 against RSL as well as the IT search and seizure conducted in February 2025**

SEBI, under Prohibition of Fraudulent and Unfair Trade Practices Relating to Securities Market) Regulations, 2003 ( "PFUTP Regulations") and Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("LODR Regulations"), investigated the financials of RSL for a period starting from FY15 to FY21. Upon investigation SEBI alleged that the company along with its promoter directors including its Managing Director, Chairman and other family members has diverted funds to the accounts of the promoter group and family through some non-disclosed group companies which are indirectly controlled by the Ex-Managing Director of RSL, ie Mr Rana Inder Pratap Singh. Also SEBI observed that funds transferred to these group companies were interest free. Through numerous summons explanations were called from RSL, its directors and the non-disclosed group companies, as mentioned in the SEBI order, however majority of the questions remained unanswered. A total of Rs.339 crore as loans and advances with an interest loss calculated for RSL to the tune of Rs.268 crore (considering 12% rate of interest p.a.), leading to Rs.607 crore, has to be returned / paid to RSL. SEBI has charged Rs.7 crore to RSL and penalties in the range of Rs.3-7 crore to individual directors. Also, certain restrictions have been placed on the directors against taking a part of board for any other listed company for a period of 2 years and refrained them from buying or selling any securities. RSL has filed an appeal against the order with Securities Appellate Tribunal (SAT) and availed a stay against any coercive action taken against RSL and its promoters. As per the latest development, the said appeal has been admitted by SAT.

Subsequently in the month of February 2025, the Income tax department conducted a search and seizure on all the premises of RSL as well as its group companies and its directors. The search has not been concluded yet and the impact of the said search is not yet established. Any adverse developments regarding the SEBI order or the search conducted by IT department will remain a key rating monitorable.

### **Working capital intensive operations, cyclicality in the sugar business**

Since sugar is an agro-based commodity. Hence, the sugar inventory is piled up during the crushing season and gradually released till the commencement of the next crushing season, resulting into high inventory carrying cost, high inventory days and requirement of higher



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working capital. RSL's operating cycle continued to remain moderate at 68 days as on March 31, 2024. However, RSL's inventory days remained elongated at 142 days, which was funded from the creditor days of 105 days, as on balance sheet date and this was mainly in lines with the nature of business of the company.

### **Exposed to vagaries of nature**

Being an agro-based industry, performance of RSL is dependent on the availability of sugarcane crop and its yield, which may get adversely affected due to adverse weather conditions. The climatic conditions and pest related attacks have a bearing on the cane output, which is the primary feedstock for a sugar producer. Climatic conditions, to be precise the monsoons influence various operational structures for a sugar entity, such as the crushing period and sugar recovery levels. Furthermore, the recent red rot prevailing in the entire state of UP has adversely impacted the sugarcane production. New seeds has been developed to cater to this red rot problem, however the effectiveness will be established in due course. In addition, the degree of dispersion of monsoon precipitation across the sugar cane growing areas also leads to fluctuating trends in sugar production in different regions.

### **Exposure to risk related to government regulations**

The Sugar industry is highly exposed to risks related to Government regulations. Various Government Acts virtually governs all aspects of the business, which include the availability and pricing of sugarcane, sugar trade and by - product pricing. Government intervention also exists to control the sugar prices to curb food inflation and stabilize the sugar prices in the domestic market. Moreover, ethanol-blending policy is also highly regulated by the government. Vulnerability in business due to Government regulations is likely to continue over the medium term.

### **Cyclical nature of the sugar business**

The key parameters of the sugar supply in the domestic market for a given sugar season are typically controlled by factor like domestic sugar production, opening sugar stock levels and global sugar production and sugar imports. The industry is highly cyclical in nature because of variations in the sugarcane production in the country with typical sugar cycles lasting three



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five years, as production adjusts to the fall in prices, which in turn leads to lower supplies, price increase and higher production

**Analytical Approach:** Standalone

**Applicable Criteria:**

[Rating Methodology for Manufacturing Companies.](#)

[Criteria on assigning rating outlook](#)

[Policy for placing the rating on Rating watch](#)

[Policy on Default Recognition and Post-Default Curing Period](#)

[Complexity Level of Rated Instruments/Facilities](#)

[Financial Ratios & Interpretation \(Non-Financial Sector\).](#)

### **Liquidity – Adequate**

RSL's liquidity position remained adequate marked by average repayment of around Rs.14 – 24 crore in the projected period from FY25 to FY27, against the projected GCA of Rs.94-100 crore. Due to the increase in the working capital requirements and capex expansion of around Rs.96.54 crore in the year FY24 through internal accruals, the current ratio moderated on y-o-y basis to 1.06x, from 1.11x, albeit remained above unity. Due to the nature of the business and the seasonality of the product, the inventory remained high as on March 31, 2024, leading to elongated inventory holding period of 142 days as on March 31, 2024, primarily funded through high creditor holding period of 105 days. Cash and Cash equivalents stood at Rs.12.67 crore as on FY24 end. Further, RSL has envisaged capex of Rs.90 crore during FY24-FY26 which will be majorly funded through internal accruals. Also, the utilization of the fund based limits remained moderate with ~83% average utilization for the past 12 months ended in April 2024.

### **About the Company**

RSL was incorporated in 1991. RSL operates in Punjab and Uttar Pradesh, and is primarily engaged in the manufacturing of sugar, ethanol and co-generation of power. Power is used captively as well as sold to the State Grids of Punjab and Uttar Pradesh respectively under long term PPAs. RSL has sugar manufacturing facilities at three locations in India viz. Buttar (Punjab), Moradabad (Uttar Pradesh) and Rampur (Uttar Pradesh).



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### Financials (Standalone):

(Rs. crore)

For the year ended/ As on*	31-03-2023	31-03-2024
	Audited	Audited
Total Operating Income	1627.48	1592.62
EBITDA	113.33	82.79
PAT	63.40	27.98
Total Debt	384.80	410.78
Tangible Net Worth	423.42	480.56
EBITDA Margin (%)	6.96	5.20
PAT Margin (%)	3.84	1.74
Overall Gearing Ratio (x)	0.91	0.85
Interest Coverage (x)	4.95	2.92

\* Classification as per Infomerics' standards.

Status of non-cooperation with previous CRA: Nil

Any other information: None

### Rating History for last three years:

Sr. No.	Name of Security/Facilities	Current Ratings (Year 2024-25)					Rating History for the past 3 years		
		Type (Long Term/ Short Term)	Amount outstanding (Rs. Crore)	Rating		Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in 2022-23	Date(s) & Rating(s) assigned in 2021-22	
					January 16, 2025	September 05, 2024	August 23, 2023	May 24, 2022	July 02, 2021
1.	Cash Credit	Long term	134.30	IVR BBB-; Rating watch with Developing Implications	IVR BBB-; Stable	IVR BB; Rating watch with Negative Implications	IVR BBB-; Stable	IVR BBB-; Stable	IVR BB+; Stable
2.	Term Loan	Long term	26.85	IVR BBB-; Rating watch with Developing Implications	IVR BBB-; Stable	IVR BB; Rating watch with Negative Implications	IVR BBB-; Stable	IVR BBB-; Stable	IVR BB+; Stable
3.	Letter of Credit / Bank Guarantee	Short term	2.00	IVR A3 Rating watch with Developing Implications	IVR A3	IVR A4; Rating watch with Negative Implications	IVR A3	IVR A3	IVR A4+



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### About Infomerics:

Infomerics Valuation And Rating Ltd (Infomerics) [Formerly Infomerics Valuation and Rating Pvt. Ltd] was founded in the year 1986 by a team of highly experienced finance professionals for research and risk evaluation. Infomerics commenced its activities as External Credit Assessment Institution after obtaining registration from Securities Exchange Board of India (SEBI) and accreditation from Reserve Bank of India (RBI).

Adhering to best international practices and maintaining high degree of ethics, the team of analysts at Infomerics deliver quality credit ratings. Infomerics evaluates wide range of debt instruments which helps corporates access to financial markets and provides investors credit ratings backed by in-depth research. The transparent, robust, and credible ratings have gained the confidence of investors and the banks.

Infomerics has a pan India presence with Head Office in Delhi and Corporate Office at Mumbai, with branches in major cities and representatives in several locations.

Infomerics also has international presence with credit rating operations in Nepal through its JV subsidiary.

For more information and definition of ratings please visit [www.infomerics.com](http://www.infomerics.com).

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### Annexure 1: Instrument/Facility Details

Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Cash Credit	-	-	-	-	134.30	IVR BBB-; Rating watch with Developing Implications
Term Loan	-	-	-	June 2029	26.85	IVR BBB-; Rating watch with Developing Implications
Letter of Credit / Bank Guarantee	-	-	-	-	2.00	IVR A3; Rating watch with Developing Implications

### Annexure 2: Facility wise lender details:

<https://www.infomerics.com/admin/prfiles/len-RanaSugars-feb25.pdf>

**Annexure 3: Detailed explanation of covenants of the rated Security/facilities:** Not Applicable

**Annexure 4: List of companies considered for consolidated/Combined analysis:** Not applicable

**Note on complexity levels of the rated instrument:** Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at [www.infomerics.com](http://www.infomerics.com).