

# IPO Note

July 18, 2024

## Sanstar Limited





**Issue Snapshot:**

Issue Open: July 19 – July 23, 2024

Price Band: Rs. 90 – 95

\*Issue Size: Up to Rs 510.1 cr

Reservation for:

QIB	upto	50% eq sh
Non-Institutional	atleast	15% eq sh
((including 1/3 <sup>rd</sup> for applications between Rs.2 lakhs to Rs.10 lakhs))		
Retail	atleast	35% eq sh

Face Value: Rs 2

Book value: Rs 15.37 (March 31, 2024)

Bid size: - 150 equity shares and in multiples thereof

100% Book built Issue

**Capital Structure:**

Pre Issue Equity:	Rs.	28.09 cr
*Post issue Equity:	Rs.	36.45 cr

Listing: BSE & NSE

Book Running Lead Managers: Pantomath Capital Advisors Private Limited

Sponsor Bank: Axis Bank Limited & HDFC Bank Ltd

Registrar to issue: Linkintime India Private Limited

**Shareholding Pattern**

Shareholding Pattern	Pre issue %	Post issue %
Promoter and Promoter Group	99.79	70.37
Public & Employees	0.21	29.63
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

\*=assuming issue subscribed at higher band  
Source for this Note: RHP

**Background & Operations:**

Sanstar Limited (SL) is one of the major manufacturers of plant based speciality products and ingredient solutions in India for food, animal nutrition and other industrial applications. Its products include liquid glucose, dried glucose solids, maltodextrin powder, dextrose monohydrate, native maize starches, modified maize starches and co-products like germs, gluten, fiber and enriched protein, amongst others. Its speciality products and ingredients solutions add taste, texture, nutrients and increased functionality to (i) foods as ingredients, thickening agents, stabilizers, sweeteners, emulsifiers and additives (in bakery products, confectionery, pastas, soups, ketchups, sauces, creams, deserts, amongst others), (ii) animal nutrition products as nutritional ingredients, and (iii) other industrial products as disintegrants, excipients, supplements, coating agents, binders, smoothing & flattering agents, finishing agents, among others.

With an installed capacity of 3,63,000 tons per annum (1,100 tons per day), SL is the fifth largest manufacturer of maize based speciality products and ingredient solutions in India. Its leading position in the industry, technical knowledge to bring specific functionality and nutrition to end products, more than five decades of presence, state of the art manufacturing facilities, diverse product portfolio and clientele in domestic and global markets, provide it with competitive advantage. It exported its products to 49 countries across Asia, Africa, Middle East, Americas, Europe and Oceania, during Fiscal 2024. Additionally, the Company has footprints across India, with its products being sold in 22 states.

The Company's two manufacturing facilities spread across cumulative area of 10.68 million square feet (approximate 245 Acres) are located at Dhule in the state of Maharashtra and Kutch in the state of Gujarat. Its Dhule Facility is the latest, sustainability focused, state of the art, automated facility and has been designed by its in-house team of 24 engineers. SL's manufacturing facilities are strategically located in terms of both proximities to its raw material sources i.e. maize harvesting belts as well as seaports of Mundra, Kandla, Hazira and Nhava Sheva, for exports of its finished products.

SL's customer base can be broadly classified as follows:

**Manufacturers of end products:** The Company is manufacturer of end products under its own brand or are contract manufacturers of end product for other organisations. It uses its products directly as ingredients/ raw materials in the end product. For e.g. confectionery manufacturers, pharmaceutical formulations manufacturers, edible oil manufacturers, bakery product manufacturers, animal nutrition product manufacturers, adhesive manufacturers, paper products manufacturers, etc.

**Manufacturers of ingredients / agents / excipients:** SL is manufacturer of ingredients / agents / excipients for its clients who ultimately use these products in its end products meant for consumers.

**Distributors / Traders / Aggregators / Indenting Agents:** It is aggregators / stockists of various ingredients and solutions who supply to end user company's / ingredient manufacturers. It sells its products to distributors in bulk as per the specifications provided by SL who in turn supplies to its customers.

During the Fiscal Years ended March 31, 2024, March 31, 2023 and March 31, 2022 SL had served over 525, 541 and 215 customers respectively.

### Objects of Issue:

The Offer comprises of the Fresh Issue of up to 41,800,000 Equity Shares to be issued by the Company and the Offer for Sale of up to 11,900,000 Equity Shares by the Selling Shareholders.

### Offer for sale

Each of the Selling Shareholders will be entitled to their respective portion of the proceeds from the Offer for Sale in proportion of the Equity Shares offered by the respective Selling Shareholders as part of the Offer for Sale after deducting its proportion of Offer related expenses and relevant taxes thereon. The proceeds of the Offer for Sale shall be received by the Selling Shareholders and will not form part of the Net Proceeds. The Company will not receive any proceeds from the Offer for Sale.

### Objects of the Fresh Issue

The Net Proceeds of the Fresh Issue, i.e., Gross Proceeds of the Fresh Issue less the offer expenses apportioned to the Company are proposed to be utilised in the following manner:

- Funding the capital expenditure requirement for expansion of Dhule Facility;
- Repayment and/or pre-payment, in part or full, of certain borrowings availed by the Company and;
- General Corporate Purposes.

### Utilisation of Net Proceeds

(Rs in million)

Particulars	Estimated Amount
Funding the capital expenditure requirement for expansion of Dhule Facility;	1,815.55
Repayment and/or pre-payment, in part or full, of certain borrowings availed by the Company and	1,000.00
General corporate purposes	*
<b>Total</b>	<b>*</b>

### Competitive Strengths

#### One of the largest manufacturers of maize based speciality products and ingredient solutions in India with diverse product portfolio:

SL is the fifth largest manufacturer of maize based speciality products and ingredient solutions in India. It commenced commercial manufacturing from its manufacturing facilities located at Kutch, Gujarat and Dhule, Maharashtra in the year 2006 and 2017 respectively and has grown its business to the current scale with an installed capacity of 363,000 tons per annum (1,100 tons per day). The Company offers a diversified portfolio of speciality products and ingredient solutions including liquid glucose, dried glucose solids, maltodextrin powder, dextrose monohydrate, native maize starch, modified maize starches and co-products like germs, gluten, fiber and enriched protein, amongst others. These products find applications in a wide array of industries including food and beverages, pharmaceuticals, animal nutrition, adhesives, textiles, paper, amongst others. The Company's product mix determines its revenue and it changes based on the market prices and level of demand for completed goods. SL has experienced sustained growth in various financial indicators including its revenue, profitability, cash flows and returns as well as consistent improvement in its balance sheet position in the last three Fiscals, wherein it has seen an increase in its net worth. It has demonstrated consistent growth in terms of revenues and profitability.

The Company's diversified product portfolio, established market position, its commitment to quality and large capacities has enabled it to establish a strong market presence and has provided it with increased visibility domestically as well as globally. SL's presence in various markets reduces dependence on any single market and minimises the risk of any adverse developments or material changes in economic outlook in any single market. Through its experience in the speciality products and ingredient solutions industry and it has been able to add derivative products to its product portfolio which is expected to be one of the major drivers of growth going forward.

#### Speciality products and ingredients solutions player catering to diverse industry segments and poised to benefit from mega industrial trends:

SL is a speciality products and ingredients solutions company manufacturing native and modified maize starches, derivatives and co-products for applications including ingredients, thickening agents, stabilizers, sweeteners, emulsifiers, additives, nutritional ingredients, disintegrants, excipients, supplements, coating agents, binders, smoothing & flattering agents, finishing agents, amongst others, across diverse end user industries. Its manufacturing facilities, its exports presence & exposure in over 49 countries and its track record of commercialising and scaling up new products, position it advantageously to capture requirements of diverse end user industrial sectors. Growth of SL's business is directly linked to the growth in end user industries including food and beverages, animal nutrition, pharmaceuticals, adhesives, personal care, paper, textiles, among others. the increasing demand of maize based speciality products and ingredient solutions in food and beverages, animal nutrition, pharmaceuticals, adhesives, paper, textiles, etc. from developing economies like India is likely to increase the consumption of these ingredients.



**Strategically located, sustainability driven, state of the art manufacturing facilities:** SL's Dhule Facility in Maharashtra: Strategically located, state of the art, highly automated, sustainability focused facility with ample scope for expansion.

**Large land with ample scope for future expansion:** SL's Dhule Facility in Maharashtra is its latest and largest manufacturing facility which commenced operations in the year 2017. It is located on an aggregate land area of 7.90 million square feet (approximate 181 acres) of which 2.46 million square feet (approximate 56 acres) is available for future expansion. This facility has an aggregate installed capacity of 247,500 tons per annum (750 tons per day) as on March 31, 2024.

**Automation:** It is highly automated and is equipped with Supervisory Control and Data Acquisition ('SCADA') and PLC Automation Systems, enabling it to manufacture products such as native starches, modified starches and yellow dextrin, minimize the number of employees required, and as a result, reduce cost and human error.

**Sustainability focused:** The Company has installed a bio-gas plant with an installed capacity of 1.56 megawatt to generate electricity from environment friendly, sustainable means. Biogas generated from starch plant waste can be utilized as a renewable energy source through anaerobic digestion. This process breaks down organic matter, including starch co-products, to produce biogas, primarily methane and carbon dioxide. This biogas can be used as a fuel for generating electricity and heat, providing an energy source for the plant's operations. Additionally, the utilization of biogas in place of fossil fuels reduces greenhouse gas emissions, contributing to a carbon positive impact by preventing methane release (a potent greenhouse gas) from decomposing organic waste while offsetting the use of non-renewable energy sources.

**Strategic location:** Dhule Facility is located in the maize production belt of Maharashtra and Madhya Pradesh which account for around 25% of the country's total maize production. This allows SL to procure maize, which is its largest raw material, at competitive prices and lower freight costs. Being tactically located in raw material belts, the Company enjoys the benefit of one of the lowest procurement costs for maize in the industry. Additionally, its close proximity to maize production belt also ensures ample and immediate availability of raw materials.

**Storage infrastructure:** The Company has more than 50,000 MT of maize storage silos and finished goods storage at the Dhule Facility which helps in reducing the costs of handling losses, transportation as well as reduces costs attached with outside third-party storage rents. Company is also working with Indian railways and has made an application for a railway siding unit at Nardana, which may further bring down the logistic cost of transportation of maize.

SL proposes to expand the capacity of the Dhule Facility by utilising the existing land available for Expansion. Large, state of the art manufacturing facilities alongwith availability of land for future expansion at both the facilities provide it sufficient competitive advantage for future growth and further scaling up of its business. Additionally, its sustainability focused manufacturing capabilities enable it to add additional clientele in both international and domestic markets due to its increased focus on having sustainability driven vendors.

**Global presence in a market with high entry barriers:** SL has sold its products to 49 countries across Asia, Africa, Middle East, Europe, North America, South & Central America and Oceania regions during Fiscal 2024. The maize based speciality products and ingredient solutions industry in which SL operates has high entry barriers, which include the high capital costs of building manufacturing facilities, the lead time and expenditure required for research and development and building customer confidence and relationships which can only be achieved through a long gestation period, the limited availability of raw materials necessary for manufacturing due to alternative applications of the raw materials, certain level of capacities required for achieving economies of scale, competition from well established players like SL, among others.

Given the nature of the application of its products and the processes involved, its products are subject to, and measured against, high quality standards and product approval systems and specifications. It has developed relationships with its customers over the years, established strategic, state of the art manufacturing facilities, and has proven to be a reputable producer with a track record of providing high quality products. It has fifth largest capacity in the Indian maize based speciality products and ingredient solutions industry and are well headed into expansion of 1,000 tons per day at the Dhule Facility. Post the expansion, SL is estimated to be the third largest manufacturer in maize based speciality products and ingredient solutions industry in India.

Additionally, the Business to Business (B2B) nature of the business creates significant exit barriers for the customers as well. Its products find application across diverse end industries globally, including food, animal nutrition and various industrial applications which are subject to various rules and regulations across geographies. This leads to SL's customers performing rigorous quality checks and tests on its products right from the sample sharing stage to the commercial manufacturing stage, which involve time and resources on the part of its customers.



**Strong financial growth along with robust performance metrics:** SL has a strong balance sheet with growing cash flows. It has experienced sustained growth in various financial indicators including its revenue, profitability, cash flows and returns as well as consistent improvement in balance sheet position in the last three Fiscals, wherein SL has seen an increase in its net worth. The Company has demonstrated consistent growth in terms of revenues and profitability. Its revenue from operations has increased at a CAGR of 45.46% from Rs.5,044.02 million in Fiscal 2022 to Rs.10,672.71 million in Fiscal 2024 while its profit after tax has grown at a CAGR of 104.79% from Rs.159.21 million in Fiscal 2022 to Rs.667.67 million in Fiscal 2024, It strives to maintain a robust financial position with emphasis on having a strong balance sheet and increased profitability. Its strong balance sheet and positive operating cash flows coupled with decreasing levels of debt enable it to fund its strategic initiatives, pursue opportunities for growth and better manage unanticipated cash flow variations. Its financial strength provides a valuable competitive advantage over competitors with access to financing, which are factors critical to its business.

**Two Generations of Promoters with domain knowledge:** SL's Promoters and senior management team possess relevant exposure and acumen in the speciality products and ingredient solutions industry across maize procurement, supplier and farmer relationships management, business development, product research and development, finance, operations, administration, marketing and human resource management. The knowledge and exposure of Promoters and its management team provide it with a competitive advantage as it seeks to grow its existing markets and enter new geographical markets. Notably, Gouthamchand Sohanlal Chowdhary, its Promoter and Chairman and Managing Director, has industry exposure and has been contributing significantly in determining its strategic direction and future growth path. Additionally, Sambhav Gautam Chowdhary and Shreyans Gautam Chowdhary being the Promoters and Joint Managing Directors of the Company also has exposure in the industry. The strength of its Board and management team and their exposure has enabled it to take advantage of market opportunities, serve its customers better and procure its raw materials in cost-effective manner.

**Well positioned to leverage the large opportunities in speciality products and ingredient solutions industry:** SL's established market position in the industry is a reflection of its vast experience, large capacities and lasting customer relationships, which enables it to tap the large potential and opportunities in its existing and future products. Below are the factors driving the growth in Indian Maize based Speciality Products and Ingredient Solutions market:

- Abundant availability of Raw Material:
- Wide range of applications:
- Increasing demand for ready to eat category:
- Global opportunities

**Large, diversified customer base with long lasting relationships:** SL has served over 525 customers during the Fiscal 2024, It had served over 162 new customers during Fiscal 2024. Similarly, it had served 525, 541 and 215 customers during Fiscals 2024, 2023 and 2022 respectively. It has also established long term relationships where 96 customers had placed repeat orders with it in each of the previous three Fiscals. Over the years, SL has also diversified its customer base across the Food, Animal Nutrition and other industrial application pharmaceuticals, paper, textile, personal care, adhesives amongst others. Its revenue contribution from Top 10 and Top 20 customers has been declining, from 73.87% during Fiscal 2022 to 40.53% during Fiscal 2024 for its Top 10 Customers and from 83.24% during Fiscal 2022 to 53.59% during Fiscal 2024 for its Top 20 customers.

#### **Business Strategy:**

**Expand manufacturing capacities to capture additional market share:** SL operate two manufacturing facilities located at Dhule in the state of Maharashtra and Kutch in the state of Gujarat. To cater to the growing demand of its products from its existing customers and to meet requirements of new customers, it intends to expand its manufacturing capacities for existing products including native starches, modified starches, liquid glyucose, dextrose monohydrate. It also intends to add manufacturing capacities for its new products like dextrose anhydrous. To achieve this, it intends to expand its manufacturing capabilities at Dhule, Maharashtra facility by installing additional factory building, machineries and equipments and utilities to increase its installed capacities by 1,000 Tons Per Day (TPD). The total area of the land at its Dhule Facility is 7.90 million square feet (approximate 181 acres). With the proposed expansion, SL's aggregate installed capacity of both the facilities is expected to increase to 2,100 TPD. The proposed expansion will enable to further scale up its operations, onboard new customers across existing and new end application segments, introduce new products, better serve its existing customers, enable it to better address the business requirements of large customers, and facilitate its growth strategy.

**Leverage industry-leading capabilities by continuing to diversify customer base and increase wallet share with existing customers:** SL intends to continue to expand its customer base by leveraging its relationships with its existing customers in India and globally, while simultaneously pursuing opportunities to develop new relationships. It aims to continue to maintain its track-record of repeat orders from its existing customers as well as expand and strengthen its relationships as part of its organic growth efforts. The Company intends to focus on leveraging its relationships with its customers to improve its existing products and also increase the number of products that



it currently manufacture for each customer. By leveraging its experience of manufacturing native starches, modified starches, liquid glucose, dextrose monohydrate, maltodextrin powder, it intends to manufacture new products like dextrose anhydrous, liquid dextrose, sorbitol powder, food grade modified starches, among others.

SL intends to capitalize on the current set of customers consolidating their supplier bases to capture greater total value content. In order to achieve this, it intends to actively manage its key customer accounts to increase customer interaction and collaborate with its customers in its product development efforts. It intends to create a large portfolio of plant based speciality products and ingredient solutions, covering the entire value chain to become a comprehensive supplier for its customers. It will continue to invest in innovation, automation, modern technology, and equipment to continually improve its efficiencies and capitalize on changing customer preferences. Exports have been the significant stay of SL's growth and it intends to continue to focus on sales in international markets. Export sales provide it with higher margins on its products. It intends to grow its sales within the existing geographies where its customers are present.

**Increase global footprint and augment growth in current geographies:** Currently SL exports its products to over 49 countries across Asia, North America, Central America, South America, Middle East, Africa and Europe. Historically, countries like Malaysia, Vietnam, Kenya, Indonesia and United Arab Emirates have been its top 5 export destinations by revenue. Its revenue from exports as a % of Gross Revenue from Operations has increased to 35.53% during Fiscal 2024 from 3.65% during Fiscal 2022. With a view to further diversify its customer base and increase market share, it intends to augment its sales in the geographic markets where it sells its products as well as expand into new geographies. It intends to achieve this by having dedicated sales and marketing teams, opening dedicated warehouses and sales offices to serve these markets better and on real-time basis. Additionally, it intends to expand its exports presence in markets where its current penetration is low or negligible including into North America, Europe and Africa.

**Increase the revenue contribution from derivative products and scale up organic ingredients segment:**

Increase revenue contribution from Derivatives: The global market size for maize based derivatives is estimated at USD 5,414.00 million in CY 2023 and is expected to expand at CAGR of 4.33% from CY 2023 to CY 2029 to reach USD 6,985.00 million by CY 2029. Similarly, market size for maize based derivatives in India is estimated at USD 439.00 million in CY 2023 and is expected to expand at CAGR of 5.29% from CY 2023 to CY 2029 to reach USD 598.00 billion by CY 2029. Maize based derivatives are generally high margin products than native starches and find applications in specialised industries like pharmaceuticals, food, personal care, flavours and fragrances, among others. SL's revenue contribution from derivatives for the Fiscal 2024 and Fiscal 2023 has been 4.26%, and 4.62% respectively. It intends to further grow the contribution from sale of derivatives to increase its margins and returns going forward. In this direction, it proposes to expand manufacturing capacity of Liquid Glucose and Dextrose Monohydrate at its Dhule, Maharashtra plant by 300 tons per day (i.e. 150 tons each) to address the growing demand and capture the market share in derivatives. Additionally, it is setting up manufacturing capacity of 50 tons per day of Dextrose Anhydrous, as part of its proposed expansion plan.

Scale up Organic Starches segment: SL has an installed capacity of 1,250 tons per annum of manufacturing of organic starches in India and is registered with Agricultural and Processed Food Products Export Development Authority (APEDA). The global organic starch market is estimated at USD 33.84 billion in CY 2023. In the Indian scenario, the consumption of organic starch and syrups is still in the nascent stage. Rising demand for organic food including organic instant soups, sauces, and gravies has been on the rise to ensure that these products have the right consistency and taste, while catering to the clean label conscious consumers. The Indian market is expected to gain traction toward organic starch uses and exports to markets including USA & Australia. This is expected to put the Company at a favourable position to cater to the Indian & Exports markets when the consumer focus shifts and demand increases. SL intends to scale up its manufacturing and sales efforts in the segment to tap the growing demand being foreseen in the segment in both domestic and international markets.

**Foray into manufacturing of Ethanol through leveraging maize sourcing capabilities:** The Government of India has chosen to push up the 20% Ethanol blend objective in petrol by five years, from year 2030 to year 2025. Ethanol market is predicted to expand by 500% domestically. At a 20% blending level, the demand for ethanol is expected to rise to 1,016 billion litres by 2025. Consequently, the value of the Ethanol sector will increase from about Rs.90,000 million to over Rs.500,000 million, i.e. a growth of more than 500%. Ethanol distillation capacity is expected to grow by more than three times to 1,500 Crore litre annually. With Government support and stern targets, Ethanol production sector has flourished in previous 3-4 years and will continue to grow as demand for sustainability and clean fuel rises. Companies manufacturing Ethanol are expected to be at advantage with different feedstocks being used.

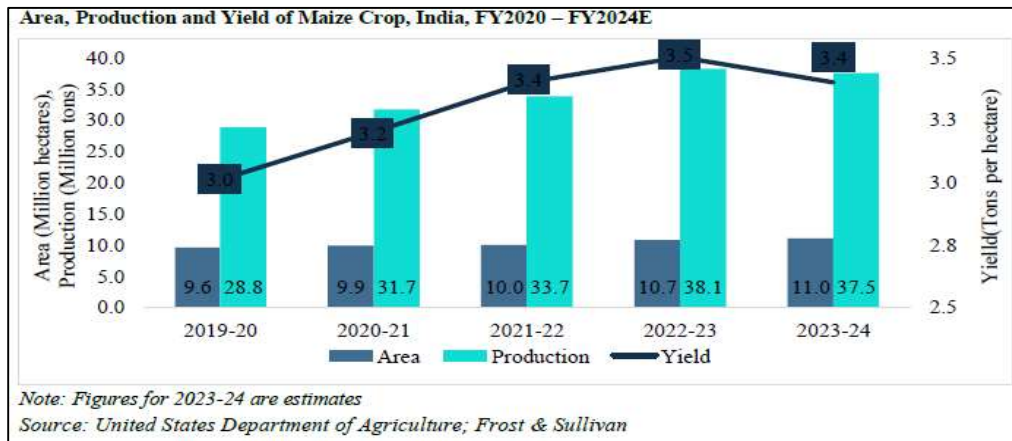
SL has established strong maize sourcing capabilities over the period, leveraging both the relationships with farmers, particularly in the states of Maharashtra and Madhya Pradesh, which cumulatively account for 25% of the maize production in India, as well as sourcing from traders and aggregators of maize across the country. These capabilities along with its experience in the value chain of manufacturing speciality products and ingredient solutions could be well leveraged to foray into and scale up the production of Ethanol based on maize grain.



Industry Overview

Overview of Maize Production in India

Maize is one of the major cereal crops grown in India. Maize is a high nutrient crop with versatile applications in end use industries. Maize crop has an important place in the food grain basket of India, and it is the third most prioritized food grain crop due to its importance in food, feed, specialty maize starch etc. There is an increased demand for maize in India which is also evident from an upward trend over the last two decades on area and productivity gains from new improved hybrid seeds. Domestic demand from livestock feed manufacturers and the maize starch industry is driving the growth along with the prevalent competitive prices. Production has increased at CAGR 5.5% from 2019-20 to 2023-24. India ranks 4th in terms of global maize acreage and 6th in production. Rising domestic demand for industrial usage and poultry feed may outstrip the domestic maize production in the near future.



In addition to its prominence among food grains, maize is crucial to India's agribusiness value chain's overall development. It is important to comprehend the current economics of supply and demand for maize in India. The sowing and harvesting seasons have a significant impact on the supply and demand of maize. Maize is supplied from March to May and September to December. Demand spikes normally from January to March.

Feed mills and Poultry farms often hold maize stock for 30 to 60 days, depending on their mill capacities, financial stability, and receivables cycle. Maize starch millers stock maize for 3- 5 months. Purchase of maize usually happens during peak arrival season at low prices for stocking purpose. The inventory is maintained to tide over the peak price months, and buying for regular requirement continues in parallel. Trading companies normally enter into forward trade agreements with consumers (mills, poultry farms) and purchase the grain during peak arrival season. These holding patterns, along with the seasonality of planting and harvesting, have a significant impact on the supply-demand dynamics of maize.

Maize prices are volatile in nature which leaves the manufacturer of Maize Starch with limited pricing power in commodity product like starch powder. Large players with higher capacities such as Gujarat Ambuja, Sukhjit Starch, Roquette and Sanstar have better control over prices. Due to rising consumer demand and limited domestic supply, India is likely to continue importing minor amounts of food grade maize for the food processing industry.

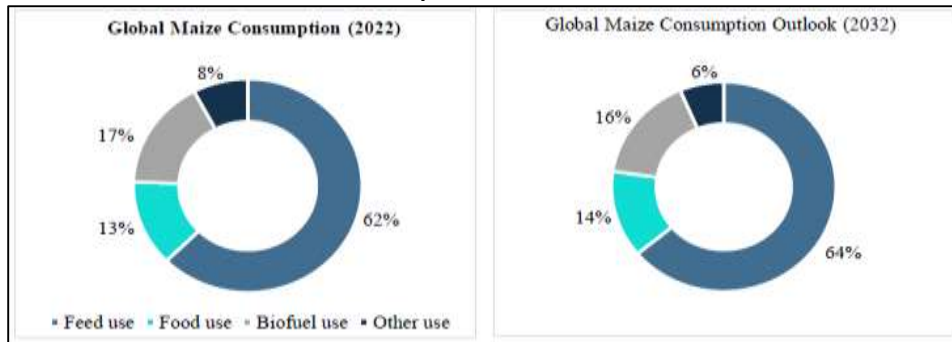
Overview of Maize Consumption Trend in India

Global maize consumption is projected to increase by 1.2% per annum as per OECD-FAO Agriculture outlook compared to 2.3% per annum in the previous decade. This increase is principally driven by higher incomes that translate into higher feed demand, which accounts for the largest share of total utilisation, rising from 57% in the base period to around 59% by 2032. 52% of the increase in feed consumption will be in Asian countries (more than half of this in China) due to fast expanding livestock and poultry sectors. Feed demand globally is expected to rise by 110 MT to 794 MT, mainly in China, the United States, Brazil, Indonesia, Argentina, India, Vietnam, and Egypt. Consumption in Southeast Asia will increase due to its fast-expanding poultry industry. The use of maize as food is expected to increase primarily in Sub-Saharan Africa where population growth is strong. White maize will remain an important staple, accounting for about a quarter of total caloric intake. Growth in maize consumption as food in African countries is expected at about 2.7% p.a. on average. Globally, maize use for biofuel production is expected to increase at a much slower rate than in the past two decades as national ethanol markets of key producers are constrained by biofuel policies. Brazil and USA together account for more than 80% of the increase.

The global consumption of maize is anticipated to rise to 1.36 Bn MT by 2032, primarily driven by higher percapita income leading to increased meat consumption and, in turn, higher demand for animal nutrition. The proportion of maize used in animal nutrition is

expected to further increase to about 64%, mainly due to rapid expansion of the livestock sector, particularly poultry, in Southeast Asian countries.

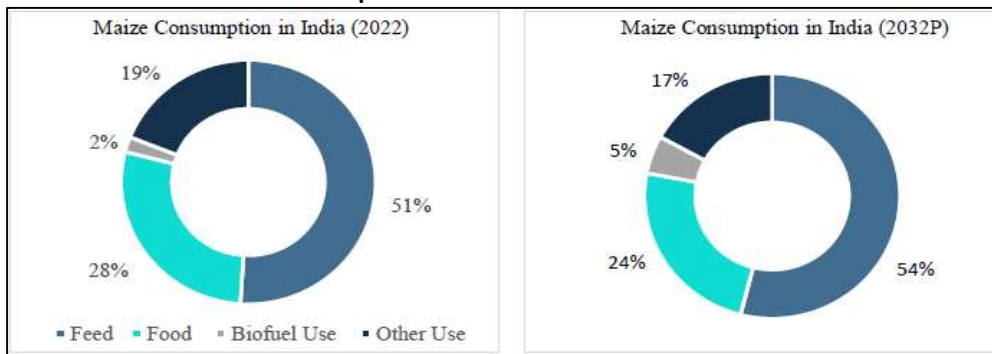
**Global Maize Consumption Pattern and Future Outlook**



**Maize Consumption Trend in India**

Maize consumption in India reached around 30.6 million MT in 2022 and expected to reach around 31.3 million MT by 2023. Feed industry consumed about 51% of the total maize, while food consumption accounted for 29% (refer exhibit 8). Biofuel production using maize is still in its initial stages, with just about 1% of maize currently being utilized for this purpose. Domestic demand from feed manufacturers and the starch industry supports competitive prices. This encouraged farmers to cultivate maize, with plantings rising above 10.1 million hectares in MY 2022/2023. By 2032, the share of maize used in animal nutrition is expected to increase to about 54% by 2032. If the Indian Government continues to implement positive policy changes with respect to ethanol blending, the usage of maize for biofuel production is also expected to increase further. The starch industry’s maize demand is also growing on strong domestic and export demand for textile products.

**Maize Consumption Pattern and Future Outlook in India**



**Overview of Prices for Maize in India**

Maize is the largest crop in the Feed grain segment in India and overall, the third most important staple crop in India. Maize prices have declined below Rs. 2,000 per quintal in commercial markets hovering around or below the minimum support price (MSP) of Rs. 1,962 in key producing states such as Karnataka, Maharashtra, and Madhya Pradesh in view of high moisture in the crop. Production also declined in the key maize growing states of Madhya Pradesh, Karnataka, Uttar Pradesh, Maharashtra, and Telangana due to heavy rainfall in October resulted in damage of the standing crops. As per Industry sources in 2022, arrivals of kharif maize were delayed due to prolonged rainy season and cloudy weather which impacted the harvesting and drying process of maize across the country. Despite the record MY 2022/2023 harvest, strong domestic and export demand has resulted in steady maize prices. The Union Cabinet has approved increase in MSP for Maize (Kharif) and other Kharif Crops for marketing season 2023-2024 by 6-7%.

**Key Trends and Growth Drivers for End use Industries for Maize Consumption**

There are multiple drivers of maize demand in India presently. Some of the key drivers include:

**Growing Demand from Poultry and Aquafeed sector, contributing to more than half of the domestic production:** Steady demand from the poultry and aqua feed sector supported maize consumption in 2022- 2023. With recovery from the COVID-19 pandemic, India’s poultry and aquaculture feed industry has witnessed growth on account of improved consumer demand for poultry products and export demand for aqua products, particularly shrimp.





**Growing urbanization, leading to increased demand for Processed Food Products like Maize flakes, Bakery products:** The demand for maize/maize-based flour in the processed food segment has witnessed an upward trend on account of increasing demand for convenient and easy-to-prepare food products. Maize flour is used in a wide range of food products, including baked goods, snacks, breakfast cereals etc. In addition, the growth is further influenced by factors such as population growth, changing dietary preferences, and economic conditions. However, factors such as fluctuations in raw material prices and the availability of substitutes may hinder market growth.

**Growing Organised Dairy sector, requiring more of Fine Cereals or Maize-based concentrates:** The dairy sector in India, largely backyard & small-scale operations (2-3 animals), consumes limited amounts of compound feed and depends on home-made feed mixes - oil cakes, household food waste, spoiled/broken wheat and rice, and other cheap grain mixes – to feed to lactating cows/buffaloes while in milk. There is a growing trend among dairy farmers to replace low-yielding local dairy cattle breeds with higher-yielding crossbred cows and buffaloes, which require higher-energy feeds including maize based feed concentrates, driving a 10- 12 percent per annum growth in demand for commercial dairy feed in recent years.

**Rising International Price due to Diversion of Maize Grain towards Biofuel Production:** While globally maize is the primary feed-stock for ethanol production, it is used in India mostly for animal nutrition and industrial use. As per Govt. estimates, India’s maize output needs to be increased to 44-45 million tonnes in the next five years amid growing demand for the grain for ethanol production and poultry industry. The Government is aiming to increase maize production to achieve and sustain the target of 20% ethanol blending in auto fuels by FY25, given the limited scope for expanding sugar and grain areas. This is expected to be achieved through developing high yielding varieties which has higher recovery for ethanol in collaboration with IIMR and other research institutions. Distilleries would be working with the farmers for assured procurement of maize in the line with the sugar sector.

**Maize Starch & Maize Based Specialty Products And Ingredient Solutions Market Overview**

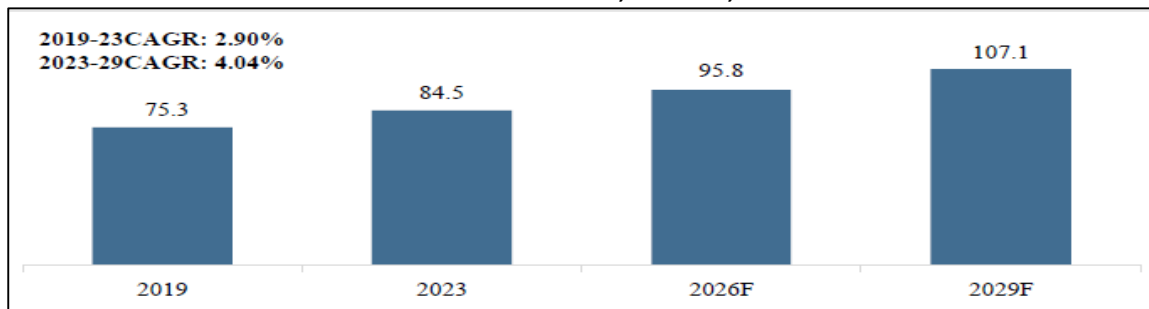
**Introduction to Maize starch and its application**

Maize Starch is plant-based ingredient derived from wet milling process of maize. Plants store the most abundant and edible carbohydrate, starch in form of α-D glucan polymer. It is one of the most significant polymers and is widely used in both food and non-food products. Natural sources of starch are cereal grain seeds, tubers, roots, and legume fruits, leaves, and seeds. The main sources of commercially derived starch are tapioca, wheat, potatoes, rice, and maize. Maize has been widely used for manufacturing starch globally and would account to ~70% of raw material used.

The process of starch manufacturing involves grinding maize crop which is high in starch and then using wet separation techniques. Because starch can be modified chemically or physically, it is regarded as a versatile ingredient. Unmodified or native starch, modified starch (dextrin, pre-gelatinized starch, oxidized starches, etc.), and derivatives (high fructose Maize syrup, glucose, etc.) are the three primary categories of starch-based goods. The Global Maize Starch market is anticipated to rise at a considerable rate during the forecast period with a CAGR of ~4.25% between 2023 and 2029. In 2023, the market was valued at USD 45,195 Mn in value terms and was around 84.5 Mn MT in volume terms. Maize starch is a carbohydrate extracted from the endosperm of Maize. Maize starch is the most commercially used starch in various industries. Food and Beverage, Pharmaceutical, Adhesive, Paper, Textile are some of the major industries using maize based specialty products and ingredients solutions.

The growing demand for convenience food in recent years has necessitated the increased use of maize based specialty products and ingredients solutions. Starches are increasingly utilized as a food additive in various applications such as thickening of sauces, viscosity-control agent to the binding of baking ingredients, moldings of gums, etc. Additionally, the functional superiority of modified starches has rapidly expanded its application spectrum across the diverse range of applications. Maize is the major raw material in the production of maize based specialty products and ingredients solutions and Maize starch accounts for a significant share in the starch market compared to the starch derived from other raw materials such as rice, potato, cassava, and others. Such functional properties of starch is contributing to the growth of the market.

Global Maize Starch Market, Mn Tons, 201-2029F

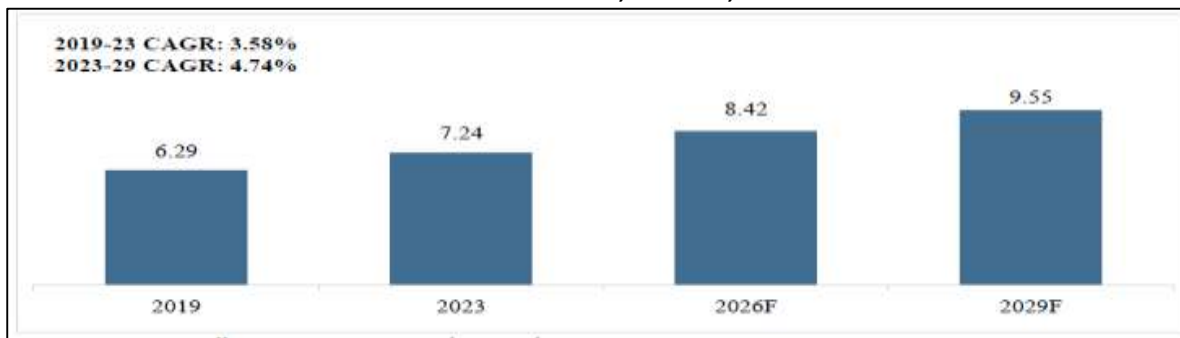




In India, Maize has a great potential in processing due to its high nutritive value and commercial uses. Maize is common name for a cereal grass widely grown for food and livestock fodder. Maize starch, is a carbohydrate extracted from the endosperm of Maize. Of the total Maize produced in India, nearly one-third of production is for human consumption with ~10-15% used for starch production. Nearly 50-55% is consumed for feed (animal & poultry) production.

This white powdery substance- Starch, is used for many culinary, household, and industrial purposes. India is among the top 10 maize producing countries in the world. Karnataka, Andhra Pradesh and Maharashtra together account for nearly half of India’s production of Maize. India exports as well as imports Maize Starch. Import figures are very small compared to exports, thus depicting India’s ability to meet the domestic demand. The Indian Maize Starch market is anticipated to rise at a considerable rate during the forecast period with a CAGR of ~5.12% between 2023 and 2029. In 2023, the market was valued at USD 3,121 Mn in value terms and was around 7.27 Mn MT in volume terms.

India Maize Starch Market, Mn Tons, 2019-2029F

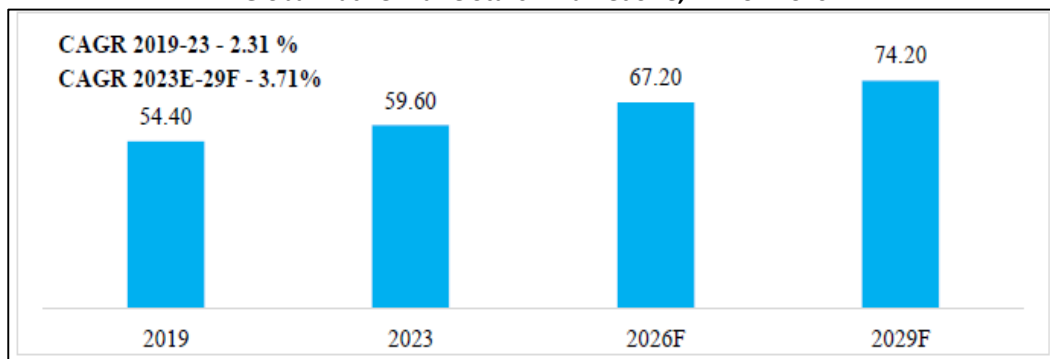


**Global and Indian Maize Native Starch and Co-Products Industry**

**Global Native Maize Starch Market**

The Global Native Maize Starch industry is expected to be valued at USD 29,631 million in 2023 with estimated growth rate of CAGR of 3.78 % from 2023 -2029. Historically, the native maize starch market grew at CAGR of 2.78% from 2019 till 2023. Increasing demand from Food & Beverages, Textiles, Paper industries clubbed with governments focus to increase productivity of maize is driving the growth the native maize starch market. Use of native maize starch in cosmetics, adhesives and pharmaceutical industry is further fuelling the growth of market. In terms of volume, the native maize starch market is expected to be valued at 59.6 million tons in 2023 having grown at CAGR 2.31% from 2019. The market is expected to reach 74.2 million tons by 2029 with CAGR of 3.71%.

Global Native Maize Starch Market Size, Million Tons



Native Maize Starch is available in forms like flakes, pearls, coarse or fine powders and larger particles but the powder form is majorly used across globe. Native Maize starches have certain inherent features for use in the development of foods, pharmaceuticals, and industrial products. Specially food industry prefers starch in powder form to be used for pasta, noodles, sauces, salad dressings, ready to eat sausages and so on. Among other advantages, they are readily available, generally low in price, and yield a simple, consumer-friendly label when listed in an ingredient panel.

**Global Manufacturers of Maize Starch**

Native maize starch has largest application in food & beverage industry which accounted for ~70.1% in 2023 with volumes ~ 42.3 million tons. Native maize starch is used as a texture enhancer, thickener, binder, and emulsifier. It thickens soups, gravies, and sauces. It improves the texture of food and beverage products. It usually creates a translucent combination when combined with a cold liquid to generate a slurry, which is then thickened with a hot liquid. It is also free of gluten, has no fats, proteins, or fibre. It is therefore frequently

used in the production of gluten-free baked goods like pasta, bread, and confectionaries. Native maize starch is commonly used in desserts, baby powder, salad dressings, soups, canned and frozen goods, food coating, baking powder, chewing gum, etc. Native maize starch is used in the paper and textile industries to help in wet end sizing, dry strength, and surface enhancement. This powder strengthens the yarn's resistance to weaving-related stress and aids in maintaining its straightness in the textile manufacturing process.

### **Global Co- products Market**

Residual products such as Germ, Gluten, Fiber, and Maize steep liquor which remain after separating the maize starch slurry during maize wet milling process are categorized as co- products. The current market for Co- products stands at USD 6,955.3 million and is expected to reach USD 8,550.1 million by 2029. Maize Germ market is valued at USD 1,979.3 million in 2023. It is mostly used in production of feed supplements and the extraction of maize oil. Maize germ also provides as an excellent source of "slow release" starch is high in calories, very palatable and can be easily digested by cattle and poultry. Maize gluten is high fibre component with significant amounts of nutritious proteins and starch. It is added to animal nutrition as a supplement to provide them with energy and protein that is easier for them to digest and absorb. Maize gluten market was valued at USD 2,223.2 million in 2023 with volumes in range of ~ 11.1 million tons.

### **Organic Starch**

Organic Starches are naturally forming hydrocarbons whose raw material sources are organic certified, kosher – HALAL approved and processed by organic, non-GMO seeds. Some of the common raw material sources of organic starch are - potatoes, maize, waxy maize and wheat. These are further processed by mechanical processes at starch mills to produce starch without the use of any chemical, solvent and additives. Starch being an important thickening agent in puddings, soups, sauces, snacks and gum or jelly products among many other instant/ ready to eat products, serves as an important commodity in the organic food industry. Apart from this, organic starch is used for several downstream processing industries such as confectionery, nutraceutical, and pharmaceutical industries. Rising demand for organic food including organic instant soups, sauces, and gravies has been on the rise to ensure that these products have the right consistency and taste, while catering to the clean label conscious consumers.

The Global Organic Starch market is estimated at ~ USD 33.84 billion in the year 2023. Global companies such as Agrana have been promoting the use of organic starch from potato, maize and waxy maize feedstocks for 25 years. This has enabled them to cater to the organic & GMO-free trend that promotes clean label and set themselves apart to cater to production of organic maize starch, maltodextrin, and dextrose. Company offers organic wheat starch and wheat protein from their production facility in Pischelsdorf, Lower Austria to cater to the European market. In recent years, Wheat Starch and Wheat Gluten have transformed into specialty, valueadded products.

In the Indian scenario, the consumption of Organic Starch and Syrups is still at a nascent stage. Only a handful of players such as Sanstar Ltd., Aryan International and Ekta International among few others are operating in this niche market with few takers. Sanstar Ltd. is one of the pioneers in Organic Starch Production with production capacity of around 1,000 MT/month of Organic Starch as of 2023. In terms of procurement, company buys certified organic maize on trace net; and do separate processing of the same; and product again a transaction certificate certified by APEDA and SGS and tested by labs for the organic certification of the product. The Indian market is expected to gain traction toward Organic Starch uses and exports to markets including USA & Australia. This will put Sanstar at a favourable position to cater to the Indian & Exports Market when the consumer focus shifts and demand increases.

### **Modified Maize Starch & Value-Added Products Industry Overview**

#### **Global Modified Starch Market**

Starch holds an important place among the flexible food ingredients that provides value addition for several industrial applications. Many of its chemically modified derivatives offers high technological value in both food and non-food applications. Modified starches are designed to overcome the shortcomings of native starches such as loss of viscosity and thickening power upon cooking and storage, particularly at low pH, retrogradation characteristics, syneresis, etc., The global modified starch market is estimated at USD 15,683 million in 2023 growing at an estimated CAGR of 5.11% through 2023-2029. Modified starch has numerable specific applications resulting in higher efficiency and better quality of end products. Usage of modified starch in the manufacturing of ethanol and packaging industry is driving the demand for modified starch. In the paper industry, modified starch imparts lower fiber loss, better printability. The key consideration for the growth of modified starch industry is its GMO-free nature and strong organic focus.

#### **Application wise breakup of the Global Modified Starch Industry (Volume)**

The food industry is very mindful of safety of chemical residues hence not all types of native or modified starches are used in the foods. Some modified starches are used as binder in assaulted foods, ready-made meat and snack seasonings. Others are used as anti-sticking agents and dustings for chewing gum and bakery products, crisping coating for fried snacks, fillers to replace fats and in sauces or creams to enhance lusciousness in ice cream and salad dressings. Modified starches are also used as flavour encapsulating agents and emulsion stabilizers in beverages. They are used as creamers, in canned foods, foam stabilizer in marshmallows, gelling agents in gum drops and



jelly gum, and as expanders in baked snacks and cereal meals. Starch derived products are used for the production of animal nutrition. About 10–15% of maize produced in the US is processed annually for starch derived products by maize refiners. These starch derived products are used in across the food, beverage, healthcare, pharmaceutical and other sectors. This has a dominant multiplier effect on the United States economy.

The global Modified Starch market is driven by an increasing demand for healthy, nutritious, and convenience food products. Modified starch allows modifying of basic properties of native starch and obtaining certain functional properties to fit a wider range of industrial applications in food and beverages, paper, textile, pharmaceuticals, pet food, soap, laundry, and cosmetics industries. modified starch provides a variety of functionalities – as thickeners, texture agents, fat replacers and emulsifiers. Due to the sophisticated technology available, the ingredients can be finetuned to meet most formulating trials. Maize starch is also going to be an important ingredient in biodegradable plastic packaging.

The Global Modified Starch market is largely dominated by Paper, Textile and Chemical industries. Paper industries as End Use Industry accounts for highest revenue share of almost around 23% and is predicted to remain stable in terms of revenue share and volume during the forecasted period. Modified starch is used in large volumes in the papermaking process. It aids in the production of paper by providing functional characteristics and acting as a processing aid for paper and pulp industry. The Paper mills use Starches derived from a variety of sources, including Waxy Maize, Regular Maize, Tapioca, Wheat, and Potato. Starch is also used as a binder in paper coating, improving the firmness and whiteness of the paper, thereby improving the printing characteristics.

### Key Concerns

- Any fluctuations in the prices of raw material may adversely affect the pricing of the products and may have an impact on the business, results of operation, financial condition and cash flows.
- SL has not entered into any long term contracts with suppliers for its raw materials and an increase in the cost of, or a shortfall in the availability of such raw materials or its inability to leverage existing or new relationships with its suppliers could have an adverse effect on the business and results of operations.
- During the peak arrival season of maize harvesting, SL procures and stores significant quantities of maize which is the primary raw material required for the manufacturing of the Company's products and for the purpose of doing the same significant amount of working capital is required.
- There are pending litigations involving the Company. Any unfavourable order or decision in such proceedings may render affect its results of operations.
- SL sells its products for specific use by certain industries. Any reduction in the demand or requirement of its products in such industries may result in loss of business and may affect its financial performance and condition.
- SL's proposed plans with respect to funding the capital expenditure requirement for expansion of the Dhule Facility are subject to the risk of unanticipated delays in obtaining approvals, implementation and cost overruns which may adversely affect the business and results of operations.
- Any slowdown or shutdown of manufacturing operations at Manufacturing Facilities could have an adverse effect on the business, financial condition and results of operations.
- The Company in the usual course of business does not have any long term contracts with its customers and it rely on purchase orders for delivery of its products and its customers may cancel or modify its orders, change quantities, delay or change its sourcing strategy. Loss of one or more of its top customers or a reduction in its demand for its products or reduction in revenue derived from them may adversely affect the business, results of operations and financial condition.
- SL exports its products to various geographies across the globe. Its products may be subject to import duties or restrictions of the relevant geographies. any adverse fluctuation in foreign exchange rate, unavailability of any fiscal benefits or its inability to comply with related requirements may have an adverse effect on its business and results of operations.
- The Company has not yet placed purchase orders or entered into any memorandum of understanding for the majority portion of requirement of the plant and machinery in relation to the proposed expansion of its Dhule Facility. In the event of any delay in



placing the balance purchase orders, or in the event the sellers are not able to provide the equipment/machineries or execute the civil building and construction work in a timely manner, or at all, the same may result in time and cost over-runs.

- The manufacturing of 'maize based speciality products and ingredient solutions' requires controlled conditions such as certain levels of temperature, a certain standard of cleanliness and accuracy and any disruptions and/or shortage of power supply may have an adverse effect on its business and results of operations.
- Inability to effectively manage growth or implement growth strategies may have a material adverse effect on the business prospects and future financial performance.
- Financing agreements impose certain restrictions on the operations, and failure to comply with operational and financial covenants may adversely affect the business and financial condition.
- Operate in a highly competitive industry where SL face competition from other players. An inability to maintain its competitive position may adversely affect the business, prospects and future financial performance.
- Inability to accurately forecast demand for products and manage inventory may have an adverse effect on the business, financial condition, cash flows and results of operations.
- SL may not be able to derive the desired benefits from its product development efforts and if it is unable to develop new products in a cost effective and timely manner, its business and financial condition may be adversely affected.
- The Company is dependent for its raw material requirement on a few number of raw material suppliers who are local farmers located near its Manufacturing Units and suppliers in 'mandis' which are unorganized marketplaces.
- Any delay in the collection of dues and receivables from its clients may have a material and adverse effect on its results of operations and cash flows.
- Majority of the Company's domestic sales is dependent upon its customers located in the western region of India.
- Under-utilization of manufacturing capacities and an inability to effectively utilize current and/or expanded manufacturing capacity could have an adverse effect on the business, prospects and future financial performance.
- The primary raw material required by the Company i.e., 'maize' has an increased demand in different sectors such as feed manufacturers, ethanol manufacturers and Food and Beverage industry which may put a strain on supply of maize to adequately cater the demand of the industry in which it operate.
- SL operates only in the industry of maize based speciality products and ingredient solutions industry and there is a lack of diversification in other business areas.
- The Company has outstanding borrowings in the nature of term loans, working capital overdraft, cumulative exposure limit, cash credit and packaging credit.
- The improper handling, processing or storage of raw material or products, or spoilage of and damage to such raw material or products, or any real or perceived contamination of the same, could subject SL to legal action, damage its reputation and have an adverse effect on its business, results of operations and financial condition.
- Due to shortage and/or lack of adequate farm level infrastructure, the capacity to dry up maize up to the level of 14% may lead to wastage and loss to maize cultivating farmers and the same may have an adverse impact on the business and profitability.
- SL export its products to various customers located overseas and any quality concerns by them may hinder its export opportunities which may have an adverse impact on the business and profitability of the Company.
- Profitability, business and commercial success is significantly dependent on the performance of the food industry as a whole as well as its customers operating in the food industry.



- Maize cultivation is a water intensive process and hence can be a cause of concern for raw material procurement operations during the dry months of the year and inability to procure quality raw material during the dry months of the year may have an adverse impact on the product quality.
- An inability to procure quality raw materials may affect the quality of the products which may have an adverse impact its operations and financial conditions.
- If SL is unable to sustain or manage its growth, business, results of operations, financial condition and cash flows may be materially adversely affected.
- Dependent on third-party transportation providers for the transportation of raw material and delivery of its products and any disruptions in its arrangements with third-party transportation services may adversely affect the business, results of operations and financial condition.
- The price of primary raw material 'maize' is subject to fluctuation due to global volatility in supply and demand scenarios and in case of any major price fluctuations, its business and profitability may be adversely affected.
- Inconsistent quality of maize, high cost of cultivation and rising post-harvest losses results in high cost of raw material thereby impacting the business and profitability of the Company.
- Any restrictive change in the regulatory provisions governing the use of modified starches in India, American and European countries may have an adverse impact on the financial condition and business of the Company.
- The products manufactured by SL may be subject to risk of being replaced by substitute products.
- Business is dependent upon the ability to effectively operate and manage the equipment at its Manufacturing Facilities and any material malfunction or breakdown may affect its results of operations, business and profitability
- Any shortcomings or errors by the employees due to in-experience or inadequate training may have an adverse impact on its operations.
- Require a number of approvals, NOCs, licences, registrations and permits in the ordinary course of the business and any failure to obtains, maintain or renew the same may have adverse effect on the business, financial condition and results of operations.
- Any increase in interest rates would have an adverse effect on the results of operations and will expose the Company to interest rate risks.
- Extreme or sudden climate condition or change may have an impact on the business and profitability of the Company.
- Pricing pressure from customers may affect the gross margin, profitability and ability to increase the prices.
- Business is dependent on manufacturing operations of strategically located Dhule Facility. Any shutdown of operations of Dhule Facility may have an adverse effect on the business and results of operations
- Inability to meet the government incentive requirements may adversely affect the business operations.
- Financial instability in other countries may cause increased volatility in Indian and other financial markets.

**Profit & Loss**

Particulars (Rs in million)	FY24	FY23	FY22
Revenue from operations	10672.7	12050.7	5044.0
Other Income	144.1	46.0	3.7
<b>Total Income</b>	<b>10816.8</b>	<b>12096.7</b>	<b>5047.7</b>
<b>Total Expenditure</b>	<b>9691.3</b>	<b>11326.2</b>	<b>4646.8</b>
Cost of materials consumed	8329.3	9588.6	3915.2
Purchase of stock-in-trade	0.0	11.6	0.0
Changes in inventory	-66.8	24.8	-44.4
Employee benefits expense	219.6	193.3	104.8
Other expenses	1209.2	1507.9	671.3
<b>PBIDT</b>	<b>1125.5</b>	<b>770.5</b>	<b>400.9</b>
Interest	107.4	98.1	90.9
<b>PBDT</b>	<b>1018.2</b>	<b>672.4</b>	<b>310.0</b>
Depreciation and amortization	120.9	118.5	90.2
<b>PBT</b>	<b>897.2</b>	<b>553.9</b>	<b>219.8</b>
<b>Tax (incl. DT &amp; FBT)</b>	<b>229.6</b>	<b>135.8</b>	<b>60.6</b>
Current tax	166.9	53.8	56.8
Deferred tax	62.7	82.1	3.8
<b>PAT</b>	<b>667.7</b>	<b>418.1</b>	<b>159.2</b>
EPS (Rs.)	4.8	3.0	1.1
Face Value	2	2	2
OPM (%)	9.2	6.0	7.9
PATM (%)	6.3	3.5	3.2

**Balance Sheet**

Particulars (Rs in million) As at	FY24	FY23	FY22
<b>Non-current assets</b>			
Property, plant and equipment	2,021.3	1,957.5	1,331.4
Capital work-in-progress	204.7	9.1	32.7
Financial assets			
<i>Investments</i>	1.6	1.5	0.0
<i>Other financial assets</i>	12.96	20.8	1.7
<b>Total non-current assets</b>	<b>2,240.5</b>	<b>1,988.8</b>	<b>1,365.7</b>
<b>Current assets</b>			
Inventories	1,140.3	265.3	126.5
Financial assets			
<i>Trade receivables</i>	1,175.1	912.0	402.2
<i>Cash and cash equivalents</i>	31.8	62.7	6.4
<i>Bank balances other than cash and cash equivalents</i>	19.8	3.8	11.7
<i>Other financial assets</i>	5.7	4.1	0.1
Other current assets	662.5	441.2	161.9
Current tax assets (net)	0.0	5.6	0.0
<b>Total current assets</b>	<b>3,035.2</b>	<b>1,694.7</b>	<b>708.8</b>
<b>Total assets</b>	<b>5,275.7</b>	<b>3,683.5</b>	<b>2,074.5</b>
<b>EQUITY &amp; LIABILITIES</b>			
<b>Equity</b>			
Equity share capital	280.9	280.9	295.0
Other equity	2,256.7	1,590.4	557.1
<b>Total equity</b>	<b>2,537.6</b>	<b>1,871.3</b>	<b>852.1</b>
<b>Liabilities</b>			
<b>Non-current Liabilities</b>			
Financial Liabilities			
<i>Borrowings</i>	309.2	342.8	575.4
<i>Other Financial Liabilities</i>	0.0	0.2	0.5
Deferred tax liabilities (net)	317.5	255.2	109.6
Provisions	0.0	0.8	0.4
<b>Total non-current liabilities</b>	<b>626.7</b>	<b>599.1</b>	<b>685.8</b>
<b>Current liabilities</b>			
Financial liabilities			



Borrowings	967.2	774.2	276.8
Trade payables			
Total Outstanding due to MSME	6.4	12.8	5.5
Total Outstanding due to other than MSME	953.4	290.0	175.0
Other financial liabilities	16.1	27.7	2.6
Provisions	45.7	37.0	24.7
Other current liabilities	34.8	61.3	44.4
Current tax liabilities (net)	88.0	10.2	7.6
<b>Total current liabilities</b>	<b>2,111.4</b>	<b>1,213.2</b>	<b>536.6</b>
<b>Total liabilities</b>	<b>2,738.1</b>	<b>1,812.2</b>	<b>1,222.4</b>
<b>Total equity and liabilities</b>	<b>5,275.7</b>	<b>3,683.5</b>	<b>2,074.5</b>

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