

# **Varun Beverages Limited**

Growing through expansion

In Q3 CY24, Varun Beverages Limited (VBL) reported substantial topline growth of ~24% and volume growth of ~21% on a YoY basis. This growth is broadly backed by including ~34Mn cases volume from BevCo and DRC. The Company has improved its Gross and EBITDA margins by 22 bps and 117 bps on a YoY basis, respectively, due to slight change in product mix and operating efficiencies. To support future growth, the Company has begun commercial production of carbonated soft drinks and packaged drinking water at their greenfield facility in the DRC. Additionally, further capex is planned for CY25.

#### **Commercialized production in DRC**

The Company has commenced commercial production of CSD and packaged drinking water at their greenfield facility in DRC. Due to strong demand and limited presence in region, the Company has swiftly ramped up the facility to 100% utilization on three shift basis. Based on the strong performance, the Company has planned to expand another facility (including backward integration), which is expected to commence in CY25.

#### QIP issue

The Board of Directors of the Company approved the proposal for "raising of funds by way of issuance of equity shares for an aggregate amount not exceeding Rs. 75Bn through QIP subject to receipt of approval of equity shareholders of the Company. The purpose of the funds would be to support the growth plans of the Company including expansion into new territories, potential strategic acquisitions, and further strengthening the balance sheet.

#### **View & Valuation**

Based on the increase in operating capacity and change in product mix, we believe VBL would see substantial growth in its volume as well as realization. However, we also believe that growth has been already discounted in price. Based on our revised estimates we maintain our NEUTRAL rating on Varun Beverages with a target of Rs. 627 (63x CY25 earnings).

### 22<sup>nd</sup> October 2024

## **NEUTRAL**

CMP Rs. 594 TARGET Rs. 627 (5.6%)

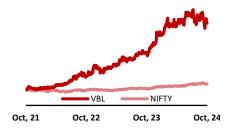
#### **Company Data**

Bloomberg Code	VBL IN
MCAP (Rs. Mn)	19,30,689
O/S Shares (Mn)	3249
52w High/Low	683/331
Face Value (in Rs.)	2
Liquidity (3M) (Rs. Mn)	3,857

#### **Shareholding Pattern %**

	Sep 24	Jun 24	Mar 24
Promoters	62.7	62.7	62.9
FIIs	24.2	25.3	25.8
DIIs	5.0	4.5	4.2
Non- Institutional	8.1	7.5	7.2

#### VBL vs Nifty



Source: Keynote Capitals Ltd.

#### **Key Financial Data**

<u> </u>			
(Rs Bn)1	CY23	CY24E	CY25E
Revenue	160.4	196.0	241.2
EBITDA	36.3	47.0	56.7
Net Profit	20.6	25.6	32.3
Total Assets	151.9	180.3	213.5
ROCE (%)	23%	22%	23%
ROE (%)	34%	31%	29%

Source: Company, Keynote Capitals Ltd.

**Devin Joshi,** Research Analyst Devin@keynoteindia.net





## Q3 CY24 Result Update

Result Highlights (Rs. Mn)

Particulars	Q3 CY24	Q3 CY23	Change % (Y-o-Y)	Q2 CY24	Change % (Q-o-Q)	9M CY24	9M CY23	Change % (Y-o-Y)	CY23
Revenue from Operation	48,047	38,705	24%	71,969	-33%	1,63,189	1,33,749	22%	1,60,426
Gross Profit	26,683	21,408	25%	39,363	-32%	90,343	71,269	27%	86,377
Gross Profit %	55.5%	55.3%	22 Bps	54.7%	84 Bps	55.4%	53.3%	208 Bps	53.8%
Employee Cost	5,130	3,716	38%	4,993	3%	14,060	10,753	31%	14,466
Other Expenses	10,041	8,871	13%	14,458	-31%	34,972	28,604	22%	35,816
EBITDA	11,511	8,821	30%	19,912	-42%	41,311	31,913	29%	36,095
EBITDA %	24.0%	22.8%	117 Bps	27.7%	-371 Bps	25.3%	23.9%	145 Bps	22.5%
Depreciation	2,566	1,708	50%	2,425	6%	6,866	5,149	33%	6,809
EBIT	8,945	7,113	26%	17,487	-49%	34,445	26,763	29%	29,286
EBIT %	18.6%	18.4%	24 Bps	24.3%	-568 Bps	21.1%	20.0%	110 Bps	18.3%
Finance Cost	1,185	625	90%	1,292	-8%	3,414	1,945	76%	2,681
Other Income	243	185	31%	440	-45%	766	702	9%	793
РВТ	8,002	6,673	20%	16,636	-52%	31,797	25,521	25%	27,398
Tax Expenses	1,713	1,529	12%	4,012	-57%	7,403	5,933	25%	6,375
Profit from Associates	-1	-4		-5		-8	-7		-5
Minority Interest	92	130	-29%	92	0%	292	341	-15%	459
PAT attributable to shareholders	6,196	5,011	24%	12,526	-51%	24,095	19,240	25%	20,559
EPS	1.91	1.54		3.85		7.41	5.92		6.33

Source: Company, Keynote Capitals Ltd.

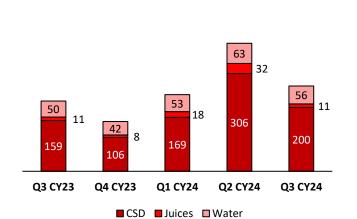
Unit Economics (Rs/Case)

Offic Economics (NS) case)									
Particulars	Q3 CY24	Q3 CY23	Change % (Y-o-Y)	Q2 CY24	Change % (Q-o-Q)	9M CY24	9M CY23	Change % (Y-o-Y)	CY23
Volume Sold (Mn Cases)	267	220	21%	402	-34%	909	758	20%	913
Revenue from Operation	180.0	175.9	2%	179.0	1%	179.5	176.5	2%	175.7
Gross Profit	99.9	97.3	3%	97.9	2%	99.4	94.0	6%	94.6
Employee Cost	19.2	16.9	14%	12.4	55%	15.5	14.2	9%	15.8
Other Expenses	37.6	40.3	-7%	36.0	5%	38.5	37.7	2%	39.2
EBITDA	43.1	40.1	8%	49.5	-13%	45.4	42.1	8%	39.5
EBIT	33.5	32.3	4%	43.5	-23%	37.9	35.3	7%	32.1
РВТ	30.0	30.3	-1%	41.4	-28%	35.0	33.7	4%	30.0
Tax Expenses	6.4	6.9	-8%	10.0	-36%	8.1	7.8	4%	7.0
PAT attributable to shareholders	23.2	22.8	2%	31.2	-26%	26.5	25.4	4%	22.5

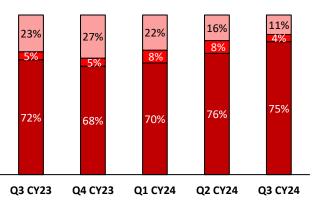
Source: Company, Keynote Capitals Ltd.

## **Quarterly Business Progression**

Volume Sold (in Mn cases) [Product-wise]



Volume Mix% [Product-wise]



■CSD ■Juices ■Water

Source: Company, Keynote Capitals Ltd.





### Q3 CY24 Conference Call Takeaways

#### **General Highlights**

- During 9M CY24, ~49% of sales volumes were derived from Low sugar / No sugar products.
- In Q3 CY24, depreciation increased by ~50% on a YoY basis, due to acquisition of BevCo and setting-up of new production facilities in India & DRC.
- In Q3 CY24, finance cost increased by ~90% on a YoY basis, primarily due to new production facilities, acquisition of BevCo as well as increased cost of borrowing.
- During 9M CY24, the non-carbonated beverage portfolio (juice-based drinks, value-added dairy beverages, sports drinks) in India has grown by ~24% on a YoY basis. The mix of non-carbonated beverages decreased following the consolidation of the South Africa and DRC markets, which predominantly feature carbonated soft drinks in their sales mix.
- In Q3 CY24, heavy rains led to mid single digit volume growth of 5.7% in India and 7.9% internationally on a YoY basis, organically.
- In Q3 CY24, volume grew by ~21% on a YoY basis. This includes ~34Mn cases from BevCo and DRC.

#### **Management Guidance**

- The management advised that the Q2 & Q3 should be considered together, as rainfall can occur at any time, affecting demand from rural India.
- While Campa is a formidable competitor, there is ample opportunity for all to grow. Currently, out of 12Mn outlets, the company has reached only 4Mn.
- The funds raised through the Qualified Institutional Placement (QIP) will be utilized for:
  - Making investments in subsidiaries, joint ventures, or associates through equity, preference capital, or debt, and funding the growth of existing businesses, including expanding the product portfolio, entering new territories, and making strategic acquisitions.
  - Pre-payment and/or partial or full repayment of debts of the company and/or its subsidiaries.
  - General corporate purposes.
- The Company is in discussions with Pepsi about adding Jeera Masala Soda to their product category.
- The management believes that achieving a 21-22% margin in the bottling business is considered efficient.
- The potential revenue from the snack business, based on the three plants, is estimated to be \$100Mn. Although it is a lower operating margin business, it offers a better ROCE.



7.1

11.6

# Varun Beverages Limited | Quarterly Update

# **Financial Statement Analysis**

Income Statement						Cash Flow					
Y/E Mar, Rs. Mn	CY22	CY23	CY24E	CY25E	CY26E	Y/E Mar, Rs. Mn	CY22	CY23	CY24E	CY25E	CY26E
Net Sales	1,31,731	1,60,426	1,95,962	2,41,160	2,89,499		20,236	27,398	34,056	42,802	51,789
Growth %		22%	22%	23%	20%	•	7,249	9,924	13,457	14,376	15,327
Raw Material Expenses	62,612	74,049	88,183	1,09,728	1,33,169	Change in Working Capital	-5,852	-6,735	-1,943	-4,520	-5,129
Employee Expenses	12,166	14,466	17,637	21,704	26,055	Total Tax Paid	-3,733	-6,679	-7,935	-9,973	-12,067
Other Expenses	28,893	35,581	43,112	53,055	63,690		17,900	23,908	37,635	42,686	49,920
EBITDA	28,061	36,330	47,031	56,673	66,585	Cash flow from operating Activities	-17,499		-36,000	-15,000	
Growth %		29%	29%	21%	17%	Net Capital Expenditure		-31,939	,		-15,000
Margin%	21%	23%	24%	24%	23%	Change in investments	4	-312	0	0	0
Depreciation	6,172	6,809	9,972	10,917		Other investing activities	449	-647	400	450	500
EBIT	21,889	29,521	37,059	45,756	54,693	Cash flow from investing activities	-17,046	-32,899	-35,600	-14,550	-14,500
Growth %		35%	26%	23%	20%	Equity raised / (repaid)	0	47.92	0	0	0
Margin%	17%	18%	19%	19%	19%	Debt raised / (repaid)	3,396	15,064	0	0	0
Interest Paid	2,041	2,916	3,403	3,403	3,403	Dividend (incl. tax)	-1,624	-2,273	-2,564	-3,232	-3,919
Other Income & exceptional	388	794	400	450	500	Other financing activities	-1,951	-2,989	-3,403	-3,403	-3,403
PBT	20,236	27,398	34,056	42,802		Cash flow from financing activities	-179	9,849	-5,967	-6,636	-7,323
Tax	4,735	6,375	7,935	9,973	12,067	Net Change in cash	675	858	-3,932	21,500	28,097
PAT	15,501	21,023	26,121	32,829	39,722	recentinge in cash			-,	,	
Others (Minorities, Associates)	-527	-459	-482	-506	-531	Valuation Dation					
Net Profit	14,974	20,564	25,639	32,323	39,191	Valuation Ratios					
Growth %	•	37%	25%	26%	21%		CY22	CY23	CY24E	CY25E	CY26E
Shares (Mn)	649.5	1299.2	3248.7	3248.7	3248.7	Per Share Data					
EPS	23.05	15.82	7.89	9.95	12.06	EPS	23	16	8	10	12
						Growth %*		-31%	-50%	26%	21%
Dalamas Chast						Book Value Per Share	79	53	29	38	50
Balance Sheet	61/22	01/22	6)/2.45	6)/255	01/255	Return Ratios					
Y/E Mar, Rs. Mn	<b>CY22</b> 2,853	<b>CY23</b> 4,599	CY24E	<b>CY25E</b> 22,166	CY26E		14%	15%	15%	16%	17%
Cash, Cash equivalents & Bank	2,855	4,599	666 0	22,166	_	Return on Assets (%)					
Current Investments						Return on Equity (%)	33%	34%	31%	29%	27%
Debtors	2,993 19,939	3,594	5,879	7,235	8,685	Return on Capital Employed (%)	23%	23%	22%	23%	23%
Inventory	8,255	21,505 12,659	25,573 12,659	31,821 12,659	38,619	Turnover Ratios					
Other Current Assets	34,040	42,356	44,777	73,881	12,659 1,10,226	Asset Turnover (x)	1.2	1.2	1.2	1.2	1.2
Total Current Assets			1,29,342	1,33,426	1,36,534	Sales / Gross Block (x)	1.3	1.4	1.4	1.4	1.6
Net Block & CWIP	75,388 0	1,03,314 211	211	211	211	Working Capital / Sales (%)	-4%	-2%	0%	5%	14%
Long Term Investments	6,754	5,991	5,991	5,991	Z11	Receivable Days	7	7	9	10	10
Other Non-current Assets						Inventory Days	100	102	97	95	97
Total Assets	1,10,102	1,51,672	1,00,321	2,13,306	2,32,301	Payable Days	41	38	39	43	43
Craditors	8,243	7,582	11,993	15,077	19 106	Working Capital Days	66	71	68	63	63
Creditors	1,048	1,215	1,215	1,215			00	,-	00	00	00
Provision Short Term Borrowings	6,277	10,032	10,032	10,032		Liquidity Ratios	0.9	1.0	1.0	1.5	2.1
Other Current Liabilities	24,120	22,702	22,702	22,702		Current Ratio (x)					
Total Current Liabilities	39,688	41,532	45,942	49,026	52 1/15	Interest Coverage Ratio (x)	10.9	10.4	11.0	13.6	16.2
Long Term Debt	17,270	31,889	31,889	31,889	31,889	Total Debt to Equity	0.7	0.7	0.4	0.3	0.3
Deferred Tax Liabilities	3,368	3,430	3,430	3,430	3,430	Net Debt to Equity	0.7	0.7	0.4	0.2	-0.1
Other Long Term Liabilities	3,701	4,174	4,174	4,174	4,174	Valuation					
-	24,340	39,493	39,493	39,493	39,493	PE (x)	30.1	88.3	73.3	58.1	47.9
Total Non Current Liabilities	6,496			6,496	6 406	Earnings Yield (%)	3%	1%	1%	2%	2%
Paid-up Capital	44,528	6,496 62,869	6,496 86,426	1,16,023	1 51 026	Price to Sales (x)	6.8	11.3	9.6	7.8	6.5
Reserves & Surplus Shareholders' Equity	44,328	02,809	00,426	1,10,023	1,31,826			26.2	20.2	15.3	11.9
Suarenniners Edility	51 024	60 265	ຊາ ດາາ	1 22 510	1 50 222	Price to Book (x)	17.7	26.2	20.2	15.5	
Non Controlling Interest	51,024 1,131	69,365 1,482	92,922 1,963	1,22,519 2,469	1,58,322	Price to Book (x) EV/EBITDA (x)	33.3	26.2 51.3	20.2 40.6	33.7	28.7

**1,16,182 1,51,872 1,80,321 2,13,508 2,52,961** <u>EV/Sales (x)</u>

Source: Company, Keynote Capitals Ltd.

Total Equity & Liabilities

7.9

6.6

9.7

<sup>\*</sup>Note: EPS degrowth is due to bonus/stock split





# **KEYNOTE Rating History**

Date	Rating	Market Price at Recommendation	Upside/Downside
4 <sup>th</sup> December 2022	BUY	264	+16.8%
7 <sup>th</sup> February 2022	BUY	261	+11.8%
2 <sup>nd</sup> May 2023	BUY	283	+14.7%
3 <sup>rd</sup> August 2023	BUY	330	+17%
7 <sup>th</sup> November 2023	BUY	397	+11.7%
5 <sup>th</sup> February 2024	REDUCE	521	-3.6%
13 <sup>th</sup> May 2024	NEUTRAL	591	+1.2%
1 <sup>st</sup> August 2024	NEUTRAL	630	+9.6%
22 <sup>nd</sup> October 2024	NEUTRAL	594	+5.6%





## **Rating Methodology**

Rating	Criteria
BUY	Expected positive return of > 10% over 1-year horizon
NEUTRAL	Expected positive return of > 0% to < 10% over 1-year horizon
REDUCE	Expected return of < 0% to -10% over 1-year horizon
SELL	Expected to fall by >10% over 1-year horizon
NOT RATED (NR)/UNDER REVIEW (UR)/COVERAGE SUSPENDED (CS)	Not covered by Keynote Capitals Ltd/Rating & Fair value under Review/Keynote Capitals Ltd has suspended coverage

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