



Ricegrowers Limited (SunRice)

AGM commentary supports RaaS estimates

Ricegrowers Limited, trading as SunRice (ASX:SGLLV), held its AGM last week and provided some updated commentary around trading for FY24. Most notably, the 'strong momentum from H2 FY23 has continued into Q1 FY24', remembering H2 FY23 EBITDA increased 37% on the pcp. Factors supporting this growth include the cycling of annualised price rises, additional pricing reviews, international market expansion, improvement in freight and logistics costs, and the ongoing recovery in the CopRice business. Tempering the outlook somewhat are the potential impacts on the consumer from rising energy costs and interest rates globally and rice growing conditions offshore (namely increased US supply from December and potential Indian export bans). RaaS is currently forecasting 40% EBITDA growth in H1 FY24 and 8% growth off a stronger base in H2 FY24, and see no need to change estimates at this stage. Our Sum of The Parts valuation remains \$8.85/share, and on RaaS estimates SGLLV is trading on a FY24 PER of 5.9x, a 7.4% sustainable dividend yield (10.7% grossed up for franking) with acquisition optionality to come from an improving balance sheet into FY25.

Business model

SunRice has a unique and complementary corporate structure, balancing grower (A-Class shareholders) requirements for a rice crop that delivers them an acceptable Paddy Price, with the profit/dividend requirements of B-Class shareholders (including coverage of group overheads) delivered by the 'Profit Businesses' of International Rice, Corporate, Riviana Foods, Rice Food and CopRice. SunRice has domestic infrastructure to handle ~1m Paddy Tonnes across two Australian harvests, and multi-region/multi-origin sourcing to supplement harvests while taking advantage of opportunities globally. Growth is focused on acquisitions and organic growth in the branded FMCG space.

More tailwinds than headwinds in FY24

In recent years, SGLLV has had headwinds including rapidly-rising input costs and freight, supply chain disruptions, varying regional rice markets and a rapidly-declining AUD to name a few. These headwinds have turned into tailwinds with freight costs declining, price increases offsetting costs, international rice market opportunities and the operational turnaround of animal feed business CopRice. The proposed Trukai minority acquisition only adds to this picture. These factors support management's view that the strong momentum from H2 FY23 (where EBITDA increased 37%) has continued into Q1 FY24. RaaS has 40% EBITDA growth forecast in H1 FY24, slowing to 8% in H2 FY24. The abundant supply of Riverina rice into FY25 due to current water storage levels in NSW also offers opportunities if harvests can be managed at the 'Goldilocks' level of ~500k Paddy Tonnes.

SoTP valuation \$8.85/share or \$563m market cap

Our preferred valuation method for SunRice is Sum of The Parts using adjusted peer EBITDA multiples for FY23f. There are a number of listed peers with consensus data for comparison across the spread of SunRice businesses. Our SoTP valuation remains \$8.85/share. Key assumptions centre around the assessed multiples for the two largest divisions, International Rice and Corporate. Our DCF as a sense check is \$9.75/share but is somewhat limited given long-term rice harvest visibility, and the resulting impacts on working capital.

Historica	Historical earnings and RaaS' estimates (in A\$m unless otherwise stated)										
Year end	Revenue*	EBITDA adj.	NPAT adj.	EPS adj.	PER (x)	Dividend yield (%)					
04/22a	1,331.1	90.2	47.6	0.81	8.1	6.1					
04/23a	1,634.4	115.1	52.5	0.93	7.0	7.6					
04/24f	1,760.7	137.9	69.8	1.14	5.7	7.6					
04/25f	1,805.1	142.6	75.5	1.21	5.4	7.6					

Source: Actual FY22 and FY23, RaaS estimates FY24f and FY25f; EBITDA, NPAT and EPS adjusted for one-time, non-recurring and non-cash items

FMCG/Agriculture

28 August 2023



Upside Case

- Stability in water availability and pricing
- EPS-accretive acquisitions
- New product launches and new market opportunities across the portfolio

Downside Case

- A return to drought conditions in the Riverina
- Customers claiming a share of cost reductions
- Long-term viability of Australian rice productionCompany Interview

SunRice RaaS Interview 26 June 2023

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H2 FY23 Results Reminder

- Improved availability of Riverina rice and sales resulted in +21% increase in **Rice Pool** revenue (+62% H1), fully covering allocated overheads;
- International revenue increased 9% (+32% H1), also on the back of the improved availability of Riverina rice, sourcing opportunities across drought-impacted regions of Europe and the US, and generally higher sell prices. EBITDA was 4% above H2 FY23, still being impacted by freight costs;
- Rice Food revenue increased 9% (H1 +4%) mainly on the back of price increases. EBITDA increased 50%, aided by price increases and lower COGS associated with broken rice for rice flour production;
- Riviana Foods revenue increased 9% (H1 +10%) on the back of new category expansion, increased ranging, the return of Food Service, and price increases. EBITDA declined 42% (H1 down 68%) due to the lag in price increases to offset a range on input cost pressures, and supply chain disruptions;
- **CopRice** delivered revenue growth of 34%, aided by a full-half contribution from the Pryde's EasiFeed acquisition and continued market-share and efficiency gains for the legacy business. EBITDA as result increased 392% to \$8.4m, having moved from loss to profit in H1 FY23;
- Corporate EBITDA increased 93% (H1 +29%) and was the major surprise in the result. Essentially, the higher WACC requirement for the business as a result of higher interest rates (both BBSW and the 10-year bond yield) was implemented in the 2H and also capturing some increases in the 1H. Improving brand sales and the associated licence fees also contributed to the increase;
- Interest expense increased materially on the back of higher average debt (inventory rebuild) and higher interest costs (a higher BBSW). Much of this increase was recouped in Corporate.

Variable (A\$000')	H2 FY22	H2 FY23	% Chg	Comments
Revenue	767.7	878.6	14	
Rice Pool	156.2	189.5	21	Higher rice prices and improved product mix
International	367.2	400.2	9	Higher rice prices and new market opportunities
Rice Food	52.6	57.2	9	
Riviana Foods	99.2	107.7	9	
CopRice	92.6	124.0	34	Both acquisition and legacy growth
Other	1.8	1.1	n.m.	
Gross profit	289.6	349.2	21	
GP margin %	37.7	39.7		
Operating costs	(235.7)	(275.2)	17	
Jnderlying EBITDA	(235.7) 54.0	73.9	37	
Rice Pool	0.0	0.0	31	Overhead easts fully asymptot
International	25.7	26.7	4	Overhead costs fully covered
				Still being impacted by freight costs
Rice Food Riviana	7.3	6.5 4.2	50 (42)	Unable to recover input and AUD costs
	1.7	8.4		Unable to recoup input and AUD costs
CopRice	14.7	28.4	392	Legacy turnaround and Pryde's Easifeed acquisition
Corporate	14.7	28.4	93	Driven by higher volumes and ROA requirements
D&A	(13.3)	(14.4)		
BIT	40.6	59.5	46	
nterest expense	(1.9)	(9.1)		Higher debt and interest charges, recovered in Corpora
PBT	38.7	50.4	30	
Гах	(6.5)	(10.6)		
Outside equity	1.3	0.3		Trukai in PNG
Adj. NPAT	30.9	39.5	28	
Abnormals	0.1	(4.9)		Predominantly asset impairments
Reported NPAT (B-Class)	31.0	34.6	11	· ·



FY24 Outlook

Key considerations for FY24 include:

- The size of the CY23 harvest for sale in FY24/FY25, which has come in at ~500k Paddy Tonnes, well above the December 2022 forecast by ABARE of 340k Paddy Tonnes but 27% below CY22.
 - We view this harvest as the 'Goldilocks' level, offering ample Australian rice to cover overheads and supply key domestic businesses, supportive of attractive prices for growers, while not impacting on the International division (no need to source for shortfall or find a home for excess).
- The cycling of significant freight-induced earnings declines across the International and Riviana divisions in FY23, but particularly H1 FY23. The FY23 cost impact ex-the Rice Pool (which is accounted for when setting the Paddy Price) is estimated at \$35m or 30% of reported EBITDA.
- The ultimate level of interest rates, and in particular the 10-year bond yield, which is a key driver of the WACC and financing requirements for the Corporate division, which represented 38% of SGLLV EBITDA in FY23. Our FY24 Corporate expectations are more proportionate across H1 and H2.
- The global supply/demand equation for rice and the resulting impact on rice prices. 2022/23 will see the first reduction in the global supply of rice since 2015/16 due to weather and supply chain disruptions, resulting in the lowest stock levels since 2016/17. This has resulted in higher prices which in general is good for SGLLV if prices can be passed on to customers.
 - The 2023 US crop (due for harvest in November) is expected to be significantly higher than the past two years on the back of abundant rain and snow filling catchments. Planting intentions are up 49% on the pcp, according to the National Agricultural Statistics Service (NASS), and will increase competition and likely to reduce exports of Australian rice into the US in H2 FY24.
- The working capital position and impact on debt levels heading into FY24. Assuming a similar harvest in CY24 (for sale in FY25) we expect a \$50m release of working capital in FY24 and no significant increases in FY25.
 - As a result, we expect net debt to fall to \$218m by April 2024 and \$170m by April 2025.
- The proposed acquisition of the 33.7% of Trukai Industries in PNG that SGLLV does not own. We estimate this transaction is EPS accretive to the tune of 3% and is likely to simplify the supply chain going forward.
- **Risks** centre around pressure from customers to share in the cost reductions from normalising freight and other input costs, FX volatility, the cost-of-living pressures for consumer demand, and global rice market conditions, including a potential ban on Indian exports.



Exhibit 2: SGLLV Financial Summary

Ricegrowers t/a SunRic	е					Share price (24 August 202	3)					A\$ 6.73
Profit and Loss (A\$m)						Interim (A\$m)	1H22	2H22	1H23	2H23	1H24F	2H24F
Y/E 30 April	FY2021	FY2022	FY2023	FY2024	FY2025	Revenue	563.3	767.7	758.0	1,002.7	815.5	948.7
·	Α	Α	Α	F	F	EBITDA	36.4	53.7	40.9	74.2	60.8	77.1
						EBIT	23.6	40.4	27.0	59.7	46.5	62.2
Revenue	1,022.2	1,331.1	1,634.4	1,760.7	1,805.1	NPAT (normalised)	16.3	32.0	17.8	40.0	28.5	41.6
EBITDA	47.5	90.2	115.1	137.9	142.6	Minorities	(0.1)	1.3	1.9	0.3	0.3	0.0
Depn	(23.2)	(23.5)	(25.4)	(26.1)	(26.1)	NPAT (Class B)	16.4	30.7	16.0	39.7	28.2	41.6
Amort	(1.7)	(2.7)	(2.9)	(3.0)	(3.0)	EPS (normalised)	0.27	0.50	0.25	0.63	0.44	0.65
EBIT	22.6	64.0	86.7	108.7	113.6	EPS (reported)	0.27	0.50	0.25	0.63	0.44	0.65
Interest	(4.8)	(4.8)	(14.0)	(18.8)	(16.8)	Dividend (cps)	0.10	0.30	0.10	0.40	0.15	0.35
Tax	(0.8)	(10.9)	(14.9)	(19.8)	(21.3)	Imputation	30.0	30.0	30.0	30.0	30.0	30.0
Minorities	2.5	(1.2)	(2.2)	(0.3)	0.0	Operating cash flow						
Equity accounted assoc	0.0	0.0	0.0	0.0	0.0	Free Cash flow						
NPAT pre significant it	19.5	47.1	55.7	69.8	75.5	Divisions	1H22	2H22	1H23	2H23	1H24F	2H24F
Significant items	1.3	0.4	(3.2)	0.0	0.0	EBIT DA - Rice Pool	0.0	0.0	0.0	0.0	0.0	0.0
NPAT (Reported)	20.8	47.6	52.5	69.8	75.5	EBIT DA - International Rice	16.3	25.7	14.6	26.7	21.0	31.4
Cash flow (A\$m)	20.0	47.0	32.3	03.0	10.0	EBIT DA - Rice Food	3.5	4.4	4.5	6.5	4.8	6.9
Y/E 30 April	FY2021	FY2022	FY2023	FY2024	FY2025	EDIT DA - Riviana	6.7	7.3	2.1	4.2	7.0	7.1
	43.3	86.3		132.9	137.5							8.6
EBITDA (less rent) Interest paid			(14.0)			EBIT DA - Corporate	(2.2)	1.7	4.0	8.4	6.0	
	(4.8)	(4.8)	(14.0)	(18.8)	(16.8)	EBIT DA - Corporate	12.1	14.7	15.6	28.4	22.0	23.0
Tax Paid	(5.6)	(6.1)	(3.2)	(17.3)	(20.5)	TOTAL EBITDA	36.4	53.7	40.9	74.2	60.8	77.1
Working capital changes	5.6	(57.1)	(146.1)	50.2	2.4	0t- D	(222.2)	(404.1)	(400 =)	(500 5)	(407.0)	/F00 T
Operating cash flow	38.5	18.2	(53.1)	146.9	102.6	Costs - Raw materials	(339.3)	(484.1)	(433.7)	(530.5)	(487.6)	(596.7)
Mtce capex	(17.6)	(16.5)	(20.1)	(21.1)	(22.1)	Costs - Freight and distributio	. ,	(92.5)	(113.3)	(112.6)	(97.0)	(103.0)
Free cash flow	20.9	1.7	(73.2)	125.8	80.4	Costs - Employee benefits	(73.4)	(75.3)	(89.0)	(89.5)	(92.0)	(91.9)
Growth capex	0.0	0.0	0.0	0.0	0.0	Other Operating Costs	(61.5)	(67.9)	(81.0)	(73.1)	(81.3)	(76.8)
Acquisitions/Disposals	(66.2)	(37.5)	(0.3)	(17.5)	0.0	Margins, Leverage, Returns		FY2021	FY2022	FY2023	FY2024	FY2025
Other	0.0	0.0	0.0	0.0	0.0	EBITDA		4.6%	6.8%	7.0%	7.8%	7.9%
Cash flow pre financin	(45.3)	(35.8)	(73.4)	108.3	80.4	EBIT		2.2%	4.8%	5.3%	6.2%	6.3%
Equity	0.0	0.0	0.0	0.0	0.0	NPAT pre significant items		1.9%	3.5%	3.4%	4.0%	4.2%
Debt	58.0	56.3	124.2	(60.0)	(40.0)	Net Debt (Cash)		-147.9	-197.8	-291.4	-217.8	-169.3
Dividends paid	(14.5)	(19.8)	(18.5)	(34.6)	(32.0)	Net debt/EBIT DA (x)	(x)	3.1	2.2	2.5	1.6	1.2
Net cash flow for year	(1.8)	0.6	32.3	13.7	8.5	ND/ND+Equity (%)	(%)	24.3%	28.1%	34.4%	27.7%	21.7%
Balance sheet (A\$m)						EBIT interest cover (x)	(x)	4.7	13.3	6.2	5.8	6.8
Y/E 30 April	FY2021	FY2022	FY2023	FY2024	FY2025	ROA		2.6%	6.0%	6.9%	8.1%	8.3%
Cash	23.5	42.6	74.3	88.0	96.4	ROE		5%	10%	10%	12%	13%
Accounts receivable	175.8	260.0	306.4	336.5	342.4	ROIC		5%	15%	17%	20%	22%
Inventory	375.7	525.0	569.9	570.6	551.6	NTA (per share)		7.2	7.4	8.0	8.2	8.9
Other current assets	4.3	3.5	0.6	0.6	0.6	Working capital		407.6	567.3	638.3	645.7	628.0
Total current assets	579.4	831.1	951.3	995.7	991.1	WC/Sales (%)		40%	43%	39%	37%	35%
PPE	262.3	267.6	270.1	270.1	271.3	Revenue growth		-8%	30%	23%	8%	3%
Goodwillc& Intangibles	58.5	85.7	84.9	81.9	78.9	EBIT growth pa		-55%	183%	35%	25%	4%
Investments	5.4	5.6	5.7	5.7	5.7	Pricing		FY2021	FY2022	FY2023	FY2024	FY2025
Deferred tax asset	15.9	8.5	14.6	14.6	14.6	No of shares (y/e)	(m)	60.0	61.8	62.7	63.7	64.6
Other non-current assets	0.3	0.3	0.5	0.0	0.0	Weighted Av Dil Shares	(m)	60.0	61.8	62.7	63.7	64.6
Total non current assets	342.4	367.7	375.8	372.2	370.4		()					
Total Assets	921.8	1,198.8	1,327.1	1,367.9	1,361.5	EPS Reported	cps	0.35	0.81	0.93	1.14	1.21
Accounts payable	143.9	217.7	238.1	261.4	266.0	EPS Normalised/Diluted	cps	0.35	0.81	0.93	1.14	1.21
Short term debt	85.0	125.1	299.1	239.1	199.1	EPS growth (norm/dil)	Opo	-27%	128%	16%	22%	6%
Payable to Ricegrowers	112.5	200.1		170.1	154.8	DPS	cne	0.33	0.40	0.50	0.50	0.50
	28.0	30.0	112.5	53.6	154.8 54.2	DPS Growth	cps		21%	25%	0.50	0.50
Other current liabilities		_	50.6	_				0%				
Total current liabilities	369.4	572.8	700.2	724.2	674.1	Dividend yield		4.9%	5.9%	7.4%	7.4%	7.4%
Long term debt	86.5	115.3	66.7	66.7	66.7	Dividend imputation		30.0	30.0	30.0	30.0	30.0
Other non current liabs	4.9	5.3	3.5	8.4	8.6	PE (x)		19.1	8.3	7.2	5.9	5.5
Total long term liabilities	91.4	120.6	70.2	75.1	75.3	PE market		16.0	16.0	16.0	16.0	16.0
Total Liabilities	460.8	693.4	770.4	799.3	749.3	Premium/(discount)		19%	-48%	-55%	-63%	-65%
Net Assets	461.1	505.3	556.7	568.7	612.1	EV/EBIT DA		11.6	6.8	6.2	4.7	4.2
						FCF/Share	cps	214.9	103.5	(85.0)	97.5	69.3
Share capital	134.6	142.5	152.5	152.5	152.5	Price/FCF share		3.1	6.5	(7.9)	6.9	9.7
Reserves	(5.5)	(21.4)	(11.6)	(11.6)	(11.6)	Free Cash flow Yield		31.9%	15.4%	-12.6%	14.5%	10.3%
Retained profits	315.1	364.8	392.5	427.7	471.2							
Minorities	16.9	19.4	23.2	0.0	0.0							

Source: Company data for actuals, RaaS estimates



FINANCIAL SERVICES GUIDE

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