

## Mauritius Sugar Syndicate

August 12, 2022

### Ratings

Facilities/Instruments	Amount (Mur Million)	Rating <sup>1</sup>	Rating Action
<b>Money Market Instrument (Short Term – 1 year) *</b>	1,500	<b>CARE MAU A1+ [A one plus]</b>	<b>Reaffirmed</b>
<b>Proposed Money Market Instrument (Short Term – 1 year) *</b>	2,000	<b>CARE MAU A1+ [A one plus]</b>	<b>Assigned</b>
<b>Total</b>	<b>3,500</b>		

**\*"The aggregate of outstanding MMI and working capital facilities shall always be within the overall sanctioned working capital limits (overdraft limit & committed money market line) of MSS of MUR 7,300 million with banks". CRAF will monitor the MMI and working capital utilization on a regular basis.**

### Rating Rationale

The rating assigned to the short term Money Market Instruments of Mauritius Sugar Syndicate ("MSS") derives strength from the strategic importance of MSS in the sugar sector of Mauritius, professional and highly qualified management team & committee members, profit sharing arrangement independent of Government intervention, higher premium for White Refined Sugar ("WRS") & Speciality Sugar ("SS"), flexible pricing & forex hedging mechanism, duty free access to E.U. region – resulting in higher premium for refined sugar, reputed client base, comfortable collection period and strong liquidity.

The rating also considers the non-profit organisational structure/business model of MSS leading to limitation in building up of the net worth, risk associated with counterparty and price fluctuation of sugar in the global market.

### Rating Sensitivities:

**Positive Factors** - Factors that could lead to positive rating action/upgrade:

- Healthy growth in operational and financial performance

**Negative Factors** - Factors that could lead to negative rating action/downgrade:

- Inability to sell sugar in the export market
- Significant increase in debtors affecting the cashflow of the company

### BACKGROUND

Mauritius Sugar Syndicate ("MSS"), incorporated in 1919, was legally constituted for an indefinite period in pursuance of the Mauritius Sugar Syndicate Act of 1951 (An Act of Parliament).

MSS is the sole organization responsible for the marketing & selling of all sugar produced in Mauritius. It is a 100-year-old organization dealing with marketing and sale of sugars - including a unique range of specialty sugars produced in Mauritius. Its structure aims at providing maximum returns to all sugar producers (growers and millers in Mauritius). All growers (corporate & independent sugarcane planters) and millers (3 Corporate mills producing sugar, ethanol & bagasse from sugar cane) are members of MSS. MSS has 9,712 members in 2021-22 (July 2021 – June 2022 crop season) [10,432 members in 2020-21 (July 2020-June 2021 crop Season)].

<sup>1</sup>Complete definitions of the ratings assigned are available at [www.careratingsafrica.com](http://www.careratingsafrica.com).

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MSS's objective is to sell, all sugars received by it from its members, and distribute the proceeds of such sale to its members after deduction of its actual operational (including bad debt, if any) and finance expense. MSS also imports non originating raw sugar (NOS), get it processed in the local mills for sale in the local and international market. The sugars produced in Mauritius are fully exported. MSS sells majority of the sugars in European Union (around 65%) followed by African regional market (through COMESA) (around 25%), USA and others.

MSS's operations are structured into specialized departments geared to provide support services of direct relevance to its core business, namely marketing and sales, logistics and planning, finance and accounts, service assistance to producers, thus ensuring quality and food safety for the sugars supplied.

**Business Model with not-for-profit motive:**

MSS aims at providing maximum returns to the growers (cane planters) and millers (producing sugar, ethanol & bagasse from the cane) by way of procuring & selling the entire sugar produced in Mauritius (all growers and millers in Mauritius are members of MSS) and distribution of the proceeds during the year after ensuring deduction of its actual operational (incl. bad debt, if any) and interest expenses. Thus, profit is not a motive of MSS, and build-up of net worth is restricted because of its business model. The sugar producers (growers and millers) are at the base of the Syndicate structure. Cane produced by the growers are supplied to the mills. It is processed by the mills into raw sugar and then special sugar. MSS sale these special sugar in export market.

Profit is not a motive of MSS. Its motive is to provide maximum return to the growers and millers, by way of final sugar price (determined by the Syndicate) after ensuring retention of actual amount of MSS's debt repayment and operational expenses (incl. bad debt, if any). Furthermore, MSS has a robust cash flow mechanism, wherein MSS releases funds to growers & planters through a two-step price payment mechanism during the year. In the beginning of every Crop year (July), MSS fixes an indicative sugar price based on the expected sugar production, demand & prices of sugar in its export markets and after considering all its indicative operational and interest expense. It releases some 60%-80% of the indicative price to the growers and millers as advance payments by borrowing from the Banks. The balance 20% is released at the end of the Crop year (June) once the final sugar price for the crop year is fixed by MSS - after considering the actual sales and expenses. The collection from the debtors is utilized to repay the short-term borrowings to banks (utilized to pay to the growers and millers).

MSS's Net worth should be ideally NIL as on all Account closing dates since MSS distributes all the net revenue after meeting its expenses. The amount was nil as of June 30, 2022.

**The lenders of MSS (all Banks and Financial Institution) are secured by preferential lien over all sugars as conferred by Government Ordinance No.87 of 1951. (Point 5 Pg 2 of Mauritius Sugar Syndicate ACT).**

**CREDIT RISK ASSESSMENT**

**Strategic importance of MSS in the sugar sector of Mauritius**

MSS is the sole organization responsible for the marketing and selling of all sugars produced in Mauritius. It is a 100-year-old organization dealing with marketing and sale of sugars - including a unique range of specialty sugars [White refined sugar –(WRS) and Specialty Sugar (SS)] produced in Mauritius. All sugarcane growers (20 Corporate planters, 150 Cooperatives and 5,080 individual sugarcane planters) and millers (3 Corporate mills producing sugar, from sugar cane) of Mauritius are members of MSS. Its structure aims at providing maximum returns to all its members.

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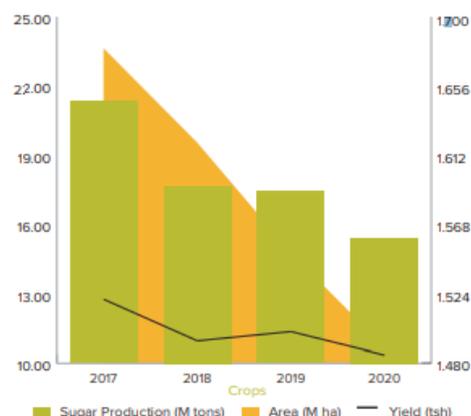
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### Growers or planters

In Mauritius, sugar cane is cultivated on a total area of around 50,000 hectares (Ha) and the island has the capacity to produce some 350,000 - 400,000 tons of sugar annually. 5,080 individual planters (cultivating on less than 10 hectares) grow sugarcane on some 11,000 hectares and contribute to 20-22% of national sugarcane production. The balance (around 78-80%) is supplied by 20 corporate planters (ENL Agri, Omnicane Agri, Terra Agri, Alteo Agri, Medine, etc.) and 150 Cooperatives.



### Millers and Refiners

At present, there are 3 millers in Mauritius - Omnicane Milling Operations Limited, Alteo Milling Limited (holding company Alteo Limited rated CARE MAU A; [Credit Watch with Developing Implications]) and Terra Milling Limited (unrated). Annually all three millers together crush 3,000,000 – 3,500,000 of sugar cane and produces 300,000-350,000 tons of raw sugar annually. Post closure of Medine Sugar estate’s mill in 2019 and as per Agreement between the other 3 millers and the MSS, 42% of annual cane production by Medine (around 350,000 tonnes) goes to Omnicane for crushing and balance to Alteo and Terra. **In July 21 - June 22, 3 mills produced 255,800 tons of raw sugar (270,800 tons of raw sugar was produced in July 20 - June 21).**

### Highly qualified management team & committee members

Mauritius Sugar Syndicate is managed and administered, as provided by its Articles of Association (1967), by a Statutory Committee known as the “Committee” which comprises 22 members (14 representatives of the corporate sector of the industry including corporate growers and 8 representatives of large and small cane planters). The representatives of the corporate sector are appointed by the relevant members while the planters’ representatives are appointed by the Minister of Agro-Industry and Food Security upon recommendation of their respective associations. Details of few of the Committee members are as below:

Name	Designation
Keeshorlal Gungah	President
Jacques Marrier D’Unienville (Omnicane Limited)	Vice - President
Andre Bonieux (ALTEO Limited)	Millers’ representative
Hector Espitalier-Noël (ENL Limited)	Millers’ representative
Nicolas Maigrot (Terra Mauricia Ltd)	Millers’ representative
Dhiren Ponnusamy (Medine Group)	Millers’ representative
Jean Li Yuen Fong (Ex- Director of Mauritius Sugar Producers' Association)	Millers’ representative
Amal Kumar Mohabeer Mungur (Ex-President of the Mauritius Chamber of Agriculture)	Millers’ representative
Heymant Rao Sonoo	Large planters’ representatives
Jugdutt Rampersad (Director of SIFB and member of the Mauritius Heart Foundation)	

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Mr. Keeshorlal Gungah, current President of MSS, holds more than 50 years of experience in Agriculture, with long service in the Tea industry. Mr. Jacques Marrier D’Unienville is the Vice President. They are assisted by Mr. Devesh Dukhira, CEO of MSS, and a team of experienced professionals. Mr. Dukhira, who joined MSS in 2001 and appointed as CEO in 2015, holds an MSc in Business Administration and Management from Boston University.

**Profit-sharing arrangement independent of Government intervention**

MSS sells all sugars, it receives from its members, and then distributes the proceeds of sale after deduction of its actual operational and finance expenses. It is the final Authority to fix the indicative (beginning of Crop year - July) & final sugar price (end of Crop year – May-June) for any Crop year in Mauritius.

Indicative crop price is fixed on expected sales price and MSS distributes 60-80% as advance of the indicative price (60% to large planters & 80% to small planters) at the beginning of Crop season. Final price is fixed on actual revenue & expenses at the end of crop year. Post fixation of the final price, MSS distributes the balance to the growers & millers. Hence, MSS will never incur a profit or a loss. **The final Ex Syndicate price is paid on 78% of the tonnage of sugar to the growers and 22% to the millers.**

Govt. of Mauritius (GoM) does not interfere into the fixation of the final sugar price. However, in case of lower sugar prices worldwide, which in turn translates into a lower sugar price for local growers and millers, the Govt provide subsidies to the growers producing up to 60 tons through MSS. In FY17 and FY18, due to lower sugar prices in European Union and world market Govt. of Mauritius from Sugar Insurance Fund Board provided compensation and support to the sugar producers, which enabled them to reduce losses in these years. The compensation and support are provided through MSS.

**Higher premium for White Refined Sugar (WRS) & Speciality Sugar (SS)**

Mauritius mainly exports WRS and SS, which is in high demand in Europe and U.S. market. The specialty sugar fetches higher premium compared to raw sugar and provides higher return to the producers.

In recent years, unfavourable weather condition in Europe led to the reduction in the beet sugar production in the area. This led to higher demand for special sugars produced in Mauritius in the EU market (65% of the export market of Mauritius).

Mauritius produces WRS and 18 varieties of Special Sugars SS which includes different types of Demerara, Muscovado and Golden Caster sugar. These sugars command a premium in the European market over the normal sugar. Different varieties of sugar produced in Mauritius are as under:



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All the millers send their entire raw sugar production to MSS. MSS then re-allocates the raw sugar to the producers of WRS and SS as per the demand in EU market. MSS pays a conversion price to the refiners based on a fixed percentage of the FOB price of white refined sugar and speciality sugars.

**Flexible pricing Mechanism**

MSS first deducts the manufacturing premium (conversion Fees) paid to the producers of WRS and SS [converting raw sugar into special sugar and WRS] and its common expenses from the revenue received from sale of sugar. The net revenue (comprising of the mark-up derived from these value-added sugars) is then distributed to all categories of growers/planters and millers as part of the ex-Syndicate price based on tonnage of sugar accrued. The income and expenditure statement for each crop year is published in the MSS Annual Report and illustrates the calculation of the ex-Syndicate price, in MUR per ton of sugar.

Special sugars are segmented into 3 main classes: Production costs, product making complexity and production process and then they are classified as good, better, and best range branding.

For pricing purposes, market feedback and competition are taken into consideration. Marketing and promotion fees are included in the price to customers for promoting the brand of "Mauritius sugar".

MSS communicates the Indicative and final price of every year in its website. The price communicated for last 3 years are as under:

Sugar Season	Communicated	Indicative Price (MUR/ton)	Final Price (MUR/ton)
July 2019-June 2020	July 2019	10,000	11,384
July 2020-June 2021	July 2020	13,000	14,062
July 2021-June 2022	July 2021	14,750	16,765

**Export primarily in E.U region due to duty Free access**

MSS exports around 100% of the sugar produced in Mauritius for crop 2021-22. Export destinations are as under: -



MSS, which is already present in over 55 countries across the world, with total of 120 customers, continues to strengthen its energies towards further market diversification. Break-up of export and local sales:

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<b>International Market</b>	<b>(2019-20) Tons</b>	<b>%</b>	<b>(2020-21) Tons</b>	<b>%</b>	<b>(2021-22) Tons</b>	<b>%</b>
European Union	260,046	74	224,561	65	148,394	42
African regional market (through COMESA)- <b>sugar deficient and protected market</b>	63,148	18	101,734	27	127,195	36
World market (incl. local sales)	16,652	5	17,363	5	64,977	18
United States	13,381	3	12,959	4	12,800	3
<b>Total Export</b>	<b>353,227</b>		<b>356,617</b>		<b>321,429</b>	
<b>Total sales in local market</b>	<b>11,326</b>		<b>15,246</b>		<b>31,937</b>	
<b>Total Sales</b>	<b>364,553</b>		<b>371,863</b>		<b>353,191</b>	

MSS sells sugar primarily in European Union in Regions (Southern Europe - Greece, Italy and Southern Spain), which pays the highest premium for refined sugar. Mauritius, as a member of the Eastern and Southern African (ESA) trade bloc, continues to benefit from duty-free access to the E.U. market. Due to preferential trade access, MSS has the ability to arbitrate sales, especially for WRS, between the EU and non-EU markets, in light of the most remunerative market prices obtainable and the EUR/US\$ exchange rate. It also has duty free access to U.S. market for 12,500 tons annually. Post significant dip in sugar prices in E.U due to higher beet sugar production in FY17 & FY18, MSS mitigating the risk of relying solely on E.U. by diversifying into other markets such as U.K., India, China and Africa. Post Brexit it has entered into Agreement with U.K. to supply special sugar. In FY20, MSS has also entered into the agreement with China for export of Special Sugar (15,000 tons in Year 1 to be increased to 50,000 tons in Year 8). In, FY21, MSS has entered into an Agreement with India to export Special Sugar (10,000 tons in Year 1 to 40,000 tons from Year 3 onwards).

#### **Reputed clientele**

MSS, supplies its range of special sugars to diverse clientele in Europe, USA, Africa and local market. It sells sugar on credit terms (54% in FY21 and 48% in FY22) to only those customers with whom they have long standing relationship. It has signed contracts with these clients for 10-60 days credit term. In case of all other clients including sales in local market, the Syndicate, after selling the sugar, allows shipment of sugar only after receiving full payment in advance.

MSS has open accounts only with those clients – who are reputed and with whom it has had long standing working relationship. These clients can benefit from credit terms ranging from 30-60 days for exports.

In case of delay in payment by more than 20 days from delivery of sugar, MSS can halt next shipment (even on transit).

One of such clients is Cristal Union, to whom the MSS has been supplying sugars for more than 20 years. For last 5 years, MSS has entered into a Marketing Agreement with Cristalco, the trading arm of Cristal Union, whereby it sells MSS's sugar in different countries in Europe (Spain, Greece, Germany, France, Netherlands, Italy etc.) and shares the final profit. This agreement benefits MSS in terms of higher sugar price. MSS ships MUR 200-300 million worth of sugar on monthly basis. In case of delay in payment, MSS has the option of blocking the next shipment.

None of these clients have ever defaulted in payment during last 15 years and MSS has also never provided any bad debt or provisioning of these clients. MSS has developed strong business partnerships with these clients over the years. In case of any bad debt, the same will be passed on to the growers & millers as cost.

#### **Comfortable collection period**

MSS generally provides a 10- 60 days average credit period on sale of sugar only to those customers with whom they have strong relationship. Break of credit and cash sales for last 3 years:

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Expected Sales Revenue (Mur Million)	FY21	% of total sales	FY22	% of total sales
Credit sales - Customers with open account	4,124	54%	4,544	48%
Cash Sales - Customers making full payment prior to passing title of sugar sold	3,460	46%	4,877	52%
<b>TOTAL</b>	<b>7,584</b>	<b>100%</b>	<b>9,421</b>	<b>100%</b>

Break up of Trade receivables during last 3 years:

Mur million	FY20	FY21	FY22
- Export proceeds	1,351	1,256	<b>1,291</b>
- Unshipped sugar	2,025	1,371	<b>1,941</b>
- Other	76	27	<b>40</b>
<b>Trade and other receivables</b>	<b>3,452</b>	<b>2,654</b>	<b>3,272</b>

Export proceeds (inventory shipped and payment pending from client) as on June 30, 2021, has increased from last year due to closure of offices in Europe, wrt to COVID-19 pandemic, leading to delayed payment.

Export proceeds amounting to Mur 1,307 million as of June 30, 2022, pertains to the sales made in the year FY21-22 (July 2021 to June 2022). Unshipped sugar is sugar already sold in the export market, but inventory will be shipped only after receiving full payment in advance from the clients.

MSS is now diversifying its clients base with entry to new markets like Regional Market and Asian Market (China & India). While MSS assess the credit quality of the customer before accepting the client as new customer, it follows a strict policy for sale to new clients - where the customer are required the make the payment in full either before the shipment against faxed documents or provide a letter of credit or collection bill negotiated through local banks.

### Strong Liquidity

MSS has a fixed payment structure for all the sugar producers. MSS release funds to growers & planters through a two-step price payment mechanism during the year. MSS has MUR 7,300 million of sanctioned overdraft and committed money market lines and MUR 2,505 million of uncommitted money market lines from banks in Mauritius. These banking facilities are in MUR/USD/Euro. Average working capital utilization over the period of last 12 months ending June 2022 remained at around 44%.

### Efficient hedging mechanism

Around 95% of the revenue are from the export of sugar. Exports are mainly denominated in EUR and USD. The Syndicate has established practice of hedging its foreign currency receipts to mitigate the risks and volatility inherent in the currency market.

The Forex Management Committee manages the foreign exchange risk by monitoring the concentration and timing of trade receivables by type of currencies. To manage its foreign exchange risk arising from future commercial transactions, and recognized assets and liabilities, the Syndicate use foreign exchange forward contracts and has foreign currency bank accounts which are transacted with commercial banks.

In the past, MSS has taken derivative, swaps and forward covers for hedging and maximizing the returns on forex at minimized cost. However, in FY20 and FY21, MSS has been opting for forward covers to cover the risk of volatility in forex. The premium paid to cover the forex risk is part of interest cost.

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### **Sugar Industry - Mauritius and International market**

Mauritius is famous for its Specialty Sugar (SS), which is in huge demand in Europe and US market. MSS also imports raw sugar for processes into White Refined Sugar. The imported raw sugar is blended with the Mauritian raw sugar to produce White Refined sugar which is then supplied to the local and international market.

### **Sugar Production and sales**

Performance of the Mauritian Sugar Industry for past five years:

Year	Hectares of land	Cane Crushed (tons)	Sugar Produced (tons)	Total Disposable sugar (tons)#	Domestic Sales of sugar (tons)	International Sales of sugar (tons)	Total sales (international + local)	Price per ton of sugar (MUR/tons)
2017/18	49,974	3,713,331	355,213	421,529	18,003	345,209	363,212	10,716.64
2018/19	47,678	3,154,516	323,406	411,583	16,080	365,722	381,802	8,685.60
2019/20	45,054	3,405,250	331,105	394,335	11,326	353,227	364,553	11,383.65
2020/21	43,711	2,619,014	270,875	403,233	15,246	356,616	371,862	14,062.00
2021/22	41,897	2,668,465	255,818	336,818	31,937	321,255	353,191	16,765.00

#Total disposable sugar comprises of the present year crop outturn added to carry over stocks from the previous year and the imported raw sugar feedstock during the year.

### **Sugar price in Mauritius for last 10 years till 2019-20**

Between the years 2007-2017, sugar prices were relatively high ranging between MUR 13,000 -18,000. The highest sugar price was recorded in 2007-08 at MUR 18,620 per tons. FY18-19 recorded the lowest price of sugar at MUR 8,700 per tons. Government of Mauritius (through Sugar Insurance Fund Board) came up with several measures and financial assistance to the cane growers to encourage sugar production. Sugar sales for the 2019-20 crop took place under improved market conditions, after two consecutive years of direly depressed prices. As world supply (falling from 176 M Mt in 2018-19 to 172 M Mt in 2019-20) fell short of demand in 2019-20, the deficit was estimated by the International Sugar Organization (ISO) in September 2019 at 4.76 M tons for the October 2019 – September 2020 campaign, compared with global surpluses of 8.49 M Mt in 2017-18 and 1.81 M Mt in 2018-19 campaign. The estimated deficit increased during the course of the year and was estimated at 9.44 M Mt in February 2020. Since then, the prices have started improving in the world market.

In the EU market, beet sugar production already decreased to 17.63 M Mt in 2018 from 21.32 M Mt in 2017 mainly due to unfavourable weather conditions and stock supplies became less abundant. A second consecutive year of subdued production, estimated at 17.36 M Mt in 2019, because of weather and 9% overall decline in acreage under beet cultivation, increased pressure on stocks, and consequently market prices. This pushed up the average price of white sugar prevailing in the EU market compared to the global prices in 2019-20. Accordingly, Sugar prices for the 2019-20 crop was higher as compared to the last two years. The final sugar price communicated by the MSS for 2019-20 crop in June 2020 was MUR 11,383.65 per ton (i.e., an increase of 31% compared to the previous year – MUR 8,685.60 per ton) which increased to Mur 14,062 per ton for FY21. The sugar price in FY22 increased further to MUR 16,765. World sugar prices have taken an upward trend since the war start in Ukraine which reflects the higher price of MUR 16,765 in FY22.

Crop Years	Sugar Price (MUR/tons)
2008-09	17,427.30
2009-10	14,612.03
2010-11	13,535.72
2011-12	16,020.16
2012-13	17,573.32
2013-14	15,829.86
2014-15	12,693.50
2015-16	13,166.37
2016-17	15,571.50
2017-18	10,716.64
2018-19	8,685.60
2019-20	11,383.65
2020-21	14,062.00
2021-22	16,765.00

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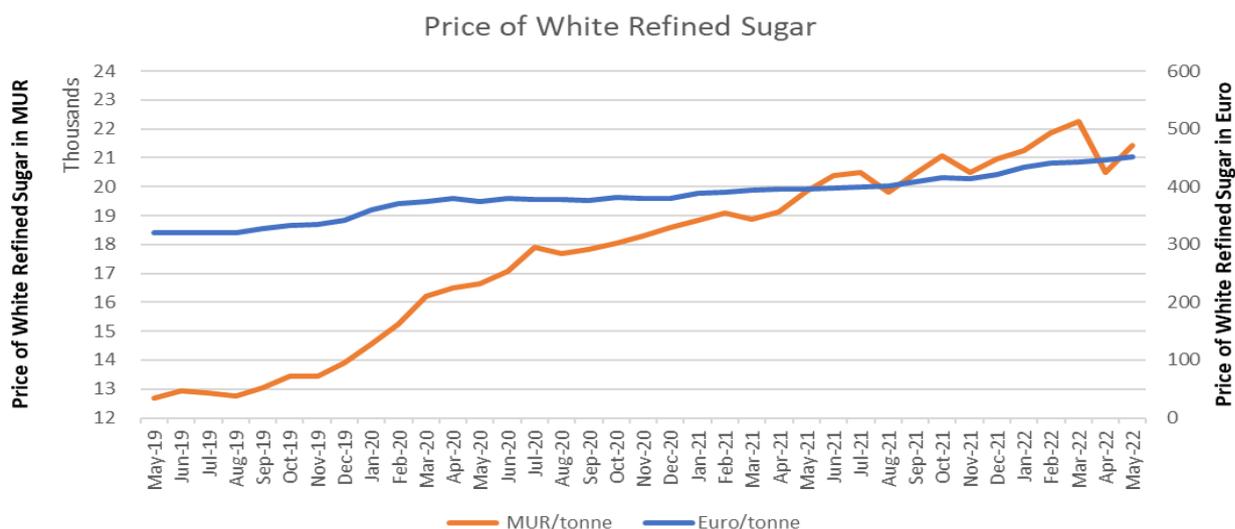
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### Sugar Price in E.U. for last 3 years till May 2022



### International Sugar Industry

**Sugar producers:** -The major sugar producers in the world are Brazil, India, Europe, Thailand, China, United States, Mexico, Australia, Pakistan, and Russia.

**Sugar Importers:** - The main importers of sugar are the European Union, United States, Russia, UAE, Indonesia, Iran, South Korea, Japan, Malaysia, Canada, and China (which are all potential/existing clients for Mauritius sugar producers).

**Cane Industry:** - The cane industry is cyclical in nature and a typically a cycle normally lasts 3-5 years. There will be years of surpluses and years of shortages and the cane industry is fully supply-driven. During the years of excessive sugar on the market, price falls leading to a decrease in profitability for sugar producers. The producers in turn resort to cultivation of other crops until level of stock of sugar stabilizes in the market and the price of sugar increases again. This cycle continues. These fluctuations and fall in prices of sugar on the international market result from the abolition of sugar quotas. This has badly affected performance and operation of sugar producers for the past years.

Many countries including Brazil, the leader in sugar production has reduced its production capacity and shifted towards ethanol production. Brazil has faced financial problems for several years and the government has been providing support to ethanol production rather than sugarcane. As such, sugarcane production decreased by around 50% from the switch to ethanol production. In Thailand, the production of cane decreased due to the Thai government putting a ban on burning of sugar cane field and a weak monsoon rainfall while India was impacted by floods. Production in Australia decreased due to the bushfires destroying the cane fields. US (Central and North America) witnessed bad weather conditions which impacted sugarcane production (leading to decrease in production).

In 2021-22, sugar production in India and Thailand was favourable while Brazil maintained a declining trend in production.

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**Beet Sugar Industry:** -An alternative to cane sugar is beet sugar (due to high sucrose content in beet plants). Cane sugar accounts for 86% of the world sugar market and the remaining 14% is beet sugar. Beet sugar gained popularity since it is considered as a healthier alternative as compared to cane sugar (it contains a number of nutrients and vitamins) and it is also used in ethanol production. The European Union is the largest producer of beet sugar in the world due to the suitability of the climate. They produce 50% of the beet sugar consumed in the world.

The cane industry is still advantageous compared to the beet industry for a number of reasons:

- ✓ European sugar market is subject to production quotas and fixing of minimum price for beet. After the abolition of production quotas in October 2017, there was an over-stock of beet sugar on the market which contributed to the decrease in demand for cane sugar (impacting Mauritius sugar industry). Global beet sugar production for 2021-22 is estimated at 40.3 million tonnes compared to 38.1 million tonnes for the previous year. The increase resulted from higher production in the EU and Russia.
- ✓ Beet industry has limited length of their processing season which impacts the cost competitiveness of beet factories. The production costs of beet sugar are also higher than that of cane sugar.
- ✓ Flavour and caramelization of cane sugar is superior to beet sugar. Producers of chocolate and champagne prefer cane sugar to beet sugar. The use of beet sugar is limited. Thus, beet sugar is regarded as less competitive and costlier than cane sugar. Prospects are less robust for sugar beet; it is expected to grow by 0.2% per annum to reach 284 Mt by 2031 (source: OECD-FAO Agricultural Outlook 2022-2031). The current market size of beet sugar is USD 4.31 billion, and it is expected to reach USD 6.34 billion by 2027 (source: Marketdata forecast).

### Prospects

MSS's prospects depends on its ability to sale entire sugar procured from the producers in the export market at the maximum price and timely collection of receivables from its open account customers.

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**Financial Performance (Standalone)***(Mur Million)*

For the year ended as on	Jun-18	Jun-19	Jun-20	Jun-21
	<b>Actual</b>			
Total Income	7,194	6,171	7,468	7,645
EBIDTA	4,176	2,966	4,069	4,153
Depreciation	6	6	6	5
EBIT	4,170	2,960	4,063	4,148
Interest Paid	206	182	211	267
PAT	3,834	2,832	3,793	3,830
Gross Cash Accruals (GCA)	3,840	2,838	3,799	3,835
<b>Financial Position</b>				
Equity share capital	-	-	-	-
Tangible networth	(136)	10	(67)	(1)
Total debt	3,963	3,150	2,331	2,447
- Long term debt	200	240	180	-
- Short term debt	3,763	2,910	2,151	2,447
Trade and other payables	338	816	1,783	1,258
- Amount payable to producers	-	213	864	708
- Trade and accrued expenses	237	589	913	488
- Other payables	101	14	6	62
Cash & Bank balances	117	258	283	280
<b>Key Ratios</b>				
EBIDTA / Total operating income	58.05	48.07	54.48	54.32
PAT / Total income	53.29	45.90	50.79	50.09
Interest coverage (times)	20.24	16.33	19.25	15.57
Long term Debt/ EBITDA	0.05	0.08	0.04	-
Total debt/ EBITDA	0.95	1.06	0.57	0.59
Total debt/ GCA	1.03	1.11	0.61	0.64
Current ratio	0.95	0.98	0.98	1.00
Quick ratio	0.85	0.92	0.96	0.83
Avg. Collection Period (days)	68	55	54	61
Avg. Inventory (days)	53	36	16	36
Avg. Creditors (days)	4	12	57	81
Op. cycle (days)	117	79	13	17

**Adjustments**

1. Tangible net worth is calculated by netting off intangible assets from total equity.

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### Details of Instrument

#### 1. Details of Facilities

Instrument	Amount (MUR Million)	Indicative Interest Rate
Money Market Instrument (Short Term – 1 year) *	1,500	1.8% per annum
Proposed Money Market Instrument (Short Term – 1 year) *	2,000	Indicative rate of 1.40-1.60%

**\*"The aggregate of outstanding MMI and working capital facilities shall always be within the overall sanctioned working capital limits (overdraft limit & committed money market line) of MSS of MUR 7,300 million with banks". CRAF will monitor the MMI and working capital utilization on a regular basis.**

#### Disclaimer

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In case of partnership/proprietary concerns, the rating /outlook assigned by CRAF is, inter-alia, based on the capital deployed by the partners/proprietor and the financial strength of the firm at present. The rating/outlook may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor in addition to the financial performance and other relevant factors. CRAF is not responsible for any errors and states that it has no financial liability whatsoever to the users of CRAF's rating.

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**About CARE Ratings (Africa) Private Limited:**

CARE Ratings (Africa) Private Limited (CRAF) is the first credit rating agency to be licensed by the Financial Services Commission of Mauritius in May 2015. It is also recognized by Bank of Mauritius as External Credit Assessment Institution (ECAI) from May 2016. CRAF is also licensed by Capital Markets Authority of Kenya to operate as a Credit Rating Agency in Kenya. CRAF intends to expand across other geographies in Africa with Mauritius as its hub of operations. With an equitable position in the Mauritius capital market, CARE Ratings (Africa) Private Limited provides a wide array of credit rating services that help corporates to raise capital and enable investors to make informed decisions backed by knowledge and assessment provided by the company.

CRAF's shareholders are CARE Ratings Limited, African Development Bank, MCB Equity Fund and SBM (NFC) Holdings Limited.

CRAF gets its technical support in the areas such as rating systems and procedures, methodologies, etc. from CARE Ratings Limited on an ongoing basis. CARE Ratings Limited, with an established track record of rating companies over almost three decades, follows a robust and transparent rating process that leverages its domain and analytical expertise backed by the methodologies congruent with the international best practices.

CRAF's Rating Committee consist of full-time members comprising of Senior Rating officials from CARE Ratings Limited and a panel of experienced professionals from Mauritius and African Development Bank.

CRAF has had a pivotal role to play in developing bank debt and capital market instruments including MMIs, corporate bonds and structured credit.

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