

January 21, 2015

Facilities	Amount (Rs. Crore)	Ratings
Cash Credit#	3.00	SMERA B+/Stable (Assigned)
Letter of Credit*	13.00	SMERA A4 (Assigned)

*Includes Buyer's Credit as sublimit to the extent of Rs.7.00 crore and Bank Guarantee as sublimit to the extent of Rs.0.10 crore.

#Includes Packing Credit Limit (PCL)/Foreign Discounting Bills of Negotiation (FDBN)/Foreign Discounting Bills of Purchase (FDBP) as sublimit to the extent of Rs.0.5.00 crore and BELC as sublimit to the extent of Rs.1.50 crore

SMERA has assigned a rating of '**SMERA B+** (read as **SMERA B plus**) to the Rs.3.00 crore long-term (fund-based) bank facility and '**SMERA A4**' (read as **SMERA A four**) to the Rs.13.00 crore short-term (non-fund based) bank facility of Del Trade International Pvt. Ltd. (DTI). The outlook is '**Stable**'. The ratings are supported by the company's diversified client base and good working relations with its suppliers. The ratings are also supported by the company's experienced management and healthy revenue growth. However, the ratings are constrained by the company's weak financial risk profile.

DTI, incorporated in August 2010, is a New Delhi based company engaged in trading of imported pharmaceutical packaging material and active pharmaceutical ingredients (APIs). The company has a diversified customer base and good relationship with its suppliers.

DTI promoters has long standing experience in various industries such as Financial Services, Edible Oil, bottling and packaging in distilleries, infrastructure projects. DTI's revenues have increased at a healthy compounded annual growth rate (CAGR) of 86 per cent during FY2011-12 to FY2013-14.

DTI's average financial risk profile is marked by high total outside liability to total net worth (TOL/TNW) ratio of 12.97 times as on March 31, 2014 and moderate interest coverage ratio of 1.65 times in FY2013-14.

Outlook: Stable

SMERA believes DTI will maintain a stable business risk profile over the medium term. The outlook may be revised to 'Positive' in case of significant improvement in the company's capital structure and working capital management. Conversely, the outlook may be revised to 'Negative' in case of decline in the company's revenues and profitability, or in case of significant deterioration in the company's financial risk profile

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About the company

DTI, incorporated in 2010, is a – New Delhi based company promoted by Mr. Ramesh Gupta. DTI is engaged in trading of imported pharmaceutical packaging material and active pharmaceutical ingredients (APIs). The company procures APIs from China, and packaging material (Alu Alu foils) from South Korea.

For FY2013–14, DTI reported profit after tax (PAT) of Rs.0.82 crore on operating income of Rs.59.91 crore, as compared with PAT of Rs.0.44 crore on operating income of Rs.33.86 crore in the previous year. The company's net worth stood at Rs.2.45 crore as on March 31, 2014, as compared with Rs.1.63 crore a year earlier.

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