

Press Release

Golden Terry Towel Private Limited

June 21, 2018

Rating Upgraded

| | |
|------------------------------|---|
| Total Bank Facilities Rated* | Rs. 80.32 Cr. |
| Long Term Rating | ACUITE A/ Outlook: Stable (Upgraded from ACUITE A-/Stable) |
| Short Term Rating | ACUITE A1 (Upgraded from ACUITE A2+) |

* Refer Annexure for details

Rating Rationale

Acuite has upgraded long-term rating to '**ACUITE A**' (read as **ACUITE A**) from '**ACUITE A-**' (read as **ACUITE A minus**) and short term rating to '**ACUITE A1**' (read as **ACUITE A one**) from '**ACUITE A2+**' (read as **ACUITE A two plus**) respectively on the Rs.80.32 crore bank facilities of Golden Terry Towel Private Limited (GTTPL). The outlook is '**Stable**'.

The upgrade is driven by the substantial improvement in net cash accruals and same is expected to be sustained over the near to medium term. The net cash accruals grew to Rs.54.80 crore during FY2018 (Provisional) from Rs.42.13 crore in FY2017. The growth is supported by the improvement in operating profitability at 12.39 percent in FY2018 (Provisional) from 9.68 percent in FY2017 while maintaining comfortable liquidity position. The improvement in profitability is also attributable to the marginal decline in raw material cost.

The ratings continue to draw comfort from the established presence in the home textile industry, healthy financial risk profile and comfortable liquidity position. However, the aforementioned strengths are partially offset by the susceptible to volatility in raw material prices and foreign exchange fluctuation risk alongwith intense competition in the home textile industry.

GTTPL is part of the Golden group based at Panipat and incorporated in 1997 by Mr. Bhupinder Kumar and Mrs. Kavita Chugh. The company is engaged in manufacturing of terry towels. The company is among the top five terry towel manufacturers in the country. GTTPL derives around 63 percent of its sales from overseas market including Australia, South Africa, United States of America, Israel, to name a few. while remaining 37 percent is derived from domestic market.

About the Group

Golden group (GG), promoted in 1950 is engaged in the manufacture of terry towel, mink blankets, polar blanket, carpets and retail business. GG comprises of five companies i.e. Golden Texo Fabs Private Limited, Golden Terry Towel Private Limited, Golden Floor Furnishing Private Limited, Golden Apparels Exports Private Limited and Golden International Private Limited. GG is promoted by Mr. Narain Das Chugh and has presence of over six decades in the textile industry. The group has 14 manufacturing units located at Panipat (Haryana) with a combined installed capacity of 52,895 Metric tonnes per annum (MTPA).

Key Rating Drivers

Strengths

- Established presence in the home textile industry

GG was established in 1950 by Panipat based Mr. Bhupinder Kumar Chugh and family. The group provides wide range of home textile products including curtains, cushion covers, designer sheets, bed sheets, blankets, bath mats and towels. The group is among the top five manufacturers of terry towel and one of the largest mink blanket manufacturers in India. The group has more than 2 million Sq. Ft. of manufacturing space across 14 locations in Panipat and also 60,000 Sq. Ft. of retail

space located in Panipat as well. The group exports its products to more than 50 countries across five continents and exports contribute around 21 percent of its total sales. The group client list includes reputed names such as Calvin Klein, Home USA, K-Mart Australia Limited, among others with most of the international players concentrated in Australia followed by South Africa, Israel and USA. In the domestic market, the group supplies to wide network of distributors spread across all over the country. Besides manufacturing for other brands, GG also sells in the domestic market under the brand name 'Golden'. Acuite expects that the extensive experience of the promoters will fortify the business risk profile of the group over the medium term.

- **Healthy financial risk profile and liquidity position**

The group's financial risk profile continues to remain healthy marked by net worth of Rs.166.80 crore as on 31 March, 2018 (Provisional) as compared with Rs.138.58 crore as on 31 March, 2017. The gearing stood at 1.51 times as on 31 March, 2018 (Provisional) as compared to 1.71 times in the previous year. The total borrowings of Rs.251.04 crore as on 31 March, 2018 (Provisional) comprises of long term borrowings to the tune of Rs.138.60 crore and short term borrowings of Rs.104.35 crore and Rs.8.09 crore of unsecured loan from related parties. The interest coverage ratio (ICR) of the group stood at 4.27 times in FY2018 (Provisional) as compared to 4.48 times in FY2017. Debt Service Coverage Ratio (DSCR) stood at 1.52 times in FY2018 (Provisional) as compared to 1.64 times in FY2017. The total outside liabilities to tangible net worth stood at 2.03 times as on 31 March, 2018 (Provisional) as against 2.12 times in the previous year. The group continuously undertakes capacity expansion plans which are majorly funded by bank borrowings; however same does not have any significant impact on its financial risk profile.

The group has comfortable liquidity position as the average bank limit utilisation stood at around 90 percent for the last six months ended as on 30 April, 2018. The net cash accruals stood at Rs.54.80 crore for FY2018 (Provisional) as against Rs.42.13 crore in the previous year. Acuite expects the overall financial metrics of the group to continue to remain healthy for the rating category assigned.

Weaknesses

- **Susceptible to volatility in raw material prices and foreign exchange fluctuation risk**

The main raw material purchased by the company is cotton and polyester yarn. Hence, the group's margins are susceptible to changes in cotton and polyester yarn prices. Cotton being an agricultural commodity, the availability and price of the same is highly dependent on agro-climatic conditions. Despite the prevalence of Minimum Support Price (MSP), the purchase price depends on the prevailing demand-supply situation which limits bargaining power with the suppliers as well. However, the group reported improvement in operating margin to 12.39 percent for FY2018 (Provisional) as against 9.68 percent for FY2017 which was also on account of decline in raw material prices though to a limited extent. The price fluctuation in the polyester yarn would have an impact on the profitability.

The exports of the group constituted around 20 percent of the total sales. As a result the group's business is exposed to fluctuations in foreign exchange rate. Acuite believes that GG should be able to maintain its operating profitability around existing levels notwithstanding the volatility in prices of its key inputs, on the back of its established position in the domestic and overseas markets.

- **Intense competition in the home textile industry**

The group is exposed to intense competition prevalent in the highly fragmented Indian textile industry. The group faces stiff competition from domestic players like Trident Limited, Welspun India Limited, T C Terrytex Limited, among others. Further, competition from countries like China, Pakistan and Turkey is intense in the home textiles segment. The group faces stiff competition in both domestic and overseas market from other up and coming nations which attract more business because of their lower production costs, ease-of-doing business and availability of cheap labour.

Analytical Approach

Acuite has considered the consolidated business and financial risk profiles of Golden Texo Fabs Private Limited, Golden Terry Towel Private Limited, Golden Floor Furnishing Private Limited, Golden Apparels Exports Private Limited and Golden International Private Limited, together referred to as the Golden group. The consolidation is due to the common promoters, shared brand name, common treasury

and financial synergies within the group.

Outlook: Stable

Acuite believes the outlook on golden group will remain 'Stable' over the medium term on account of the promoters' extensive experience and established presence in the home textile industry. The outlook may be revised to 'Positive' in case the company registers significant growth in its revenue and profitability while effectively managing its working capital cycle. The outlook may be revised to 'Negative' in case of significantly lower than expected net cash accruals or lengthening of the working capital cycle; thereby resulting in deterioration in the financial risk profile or debt protection metrics of the group.

About the Rated Entity - Key Financials

| | Unit | FY18 (Provisional) | FY17 (Actual) | FY16 (Actual) |
|-------------------------------|---------|-----------------------|------------------|------------------|
| Operating Income | Rs. Cr. | 678.36 | 680.67 | 538.52 |
| EBITDA | Rs. Cr. | 84.04 | 65.91 | 61.42 |
| PAT | Rs. Cr. | 28.26 | 19.10 | 16.22 |
| EBITDA Margin | (%) | 12.39 | 9.68 | 11.40 |
| PAT Margin | (%) | 4.17 | 2.81 | 3.01 |
| ROCE | (%) | 14.22 | 12.04 | 12.64 |
| Total Debt/Tangible Net Worth | Times | 1.51 | 1.71 | 1.82 |
| PBDIT/Interest | Times | 4.27 | 4.48 | 4.06 |
| Total Debt/PBDIT | Times | 2.98 | 3.59 | 3.37 |
| Gross Current Assets (Days) | Days | 136 | 111 | 124 |

Status of non-cooperation with previous CRA (if applicable)

None

Any other information

None

Applicable Criteria

- Manufacturing entities - <https://acuite.in/view-rating-criteria-4.htm>
- Default Recognition - <https://www.acuite.in/criteria-default.htm>
- Financial Ratios And Adjustments - <https://acuite.in/view-rating-criteria-20.htm>
- Consolidation of Companies - <http://www.acuite.in/view-rating-criteria-22.htm>

Note on complexity levels of the rated instrument

<https://www.acuite.in/criteria-complexity-levels.htm>

Rating History (Upto last three years)

| Date | Name of Instrument/ Facilities | Term | Amount (Rs. Crore) | Ratings/Outlook |
|-------------|-------------------------------------|------------|---|----------------------------------|
| 11-May-2017 | Cash Credit | Long Term | 7.00@ (enhanced from Rs.6.00 crore) | ACUITE A-/Stable (Reaffirmed) |
| | PCL/PCFC | Long Term | 28.50@\$ (enhanced from Rs.24.00 crore) | ACUITE A-/Stable (Reaffirmed) |
| | FOBP/FOUBP/FABC/ FOBNLC/ FOUBNLC | Long Term | 13.50@\$ (enhanced from Rs.11.50 crore) | ACUITE A-/Stable (Reaffirmed) |
| | Term Loan I | Long Term | 11.13 (reduced from Rs.15.50 crore) | ACUITE A-/Stable (Reaffirmed) |
| | Term Loan II | Long Term | 28.25 | ACUITE A-/Stable (Assigned) |
| | Bank Guarantee | Short Term | 1.00 | ACUITE A2+ (Reaffirmed) |
| | Proposed Term Loan | Long Term | 0.44 | ACUITE A-/Stable (Assigned) |
| 21-Jan-2016 | Term Loan I | Long Term | 15.50 | ACUITE A-/Stable (Assigned) |
| | Cash Credit | Long Term | 34.00 | ACUITE A-/Stable (Assigned) |
| | Bank Guarantee | Short Term | 1.00 | ACUITE A2+ (Assigned) |

@ PCL/PCFC + FOBP/FOUBP/FABC/FOBNLC/FOUBNLC + Cash Credit<=Rs. 39.50 crore

\$ PCL/PCFC + FOBP/FOUBP/FABC/FOBNLC/FOUBNLC<=Rs. 35.50 crore

***Annexure – Details of instruments rated**

| Name of the Facilities | Date of Issuance | Coupon Rate | Maturity Date | Size of the Issue (Rs. Crore) | Ratings/Outlook |
|----------------------------------|------------------|----------------|----------------|--------------------------------------|---|
| Cash Credit | Not Applicable | Not Applicable | Not Applicable | 7.00 [^] | ACUITE A/ Stable (Upgraded from ACUITE A-/Stable) |
| PCL/PCFC | Not Applicable | Not Applicable | Not Applicable | 28.50 [^] & | ACUITE A/ Stable (Upgraded from ACUITE A-/Stable) |
| FOBP/FOUBP/FABC/ FOBNLC/ FOUBNLC | Not Applicable | Not Applicable | Not Applicable | 13.50 [^] & | ACUITE A/ Stable (Upgraded from ACUITE A-/Stable) |
| Term Loan I | Not Applicable | Not Applicable | Not Applicable | 10.03 (reduced from Rs. 11.13 crore) | ACUITE A/ Stable (Upgraded from ACUITE A-/Stable) |
| Term Loan II | Not Applicable | Not Applicable | Not Applicable | 28.25 | ACUITE A/ Stable (Upgraded from ACUITE A-/Stable) |
| Bank Guarantee | Not Applicable | Not Applicable | Not Applicable | 1.00 | ACUITE A1 (Upgraded from ACUITE A2+) |
| Proposed Term Loan | Not Applicable | Not Applicable | Not Applicable | 1.54 (enhanced from Rs. 0.54 crore) | ACUITE A/ Stable (Upgraded from ACUITE A-/Stable) |

[^] PCL/PCFC + FOBP/FOUBP/FABC/FOBNLC/FOUBNLC + Cash Credit<=Rs. 39.50 crore
& PCL/PCFC + FOBP/FOUBP/FABC/FOBNLC/FOUBNLC<=Rs. 35.50 crore

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About Acuité Ratings & Research:

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