

**Press Release**  
**Gujarat Craft Industries Limited**

June 29, 2018

**Rating Assigned**



<b>Total Bank Facilities Rated*</b>	Rs. 28.45 Cr.
<b>Long Term Rating</b>	ACUITE BB / Outlook: Stable
<b>Short Term Rating</b>	ACUITE A4+

\* Refer Annexure for details

**Corrigendum:** In the Press Release published on February 05, 2018 the 'Total Debt/Tangible Net Worth' & 'Total Debt/PBDIT' mentioned were erroneous. The revised ones are incorporated in this press release.

**Rating Rationale**

Acuite has assigned long-term rating of '**ACUITE BB**' (read as **ACUITE double B**) and **short term rating of 'SMERA A4+' (read as SMERA A four plus)** on the Rs. 28.45 cr. bank facilities of Gujarat Craft Industries Limited (GCIL). The outlook is '**Stable**'.

Gujarat based, GCIL was incorporated in 1984 and promoted by Mr. Ashok Chhajer, Mr. Rishab Chhajer and Mr. Kashyap Mehta. The company is engaged in manufacturing and export of woven sacks, fabrics, tarpaulins, plastic sheeting, geo-membrane etc. GCIL's plant is located in the Santej (Kalol) industrial area of Gandhinagar in Gujarat with production capacity 1200 MT per month.

**Key Rating Drivers**

**Strengths**

• **Established track record of operations and experienced management**

Gujarat Craft Industries Limited is promoted by Mr. Ashok Chhajer, Mr. Rishab Chhajer, and Mr. Kashyap Mehta among others. The promoters have collectively industry experience of over a decade in plastic industry and have developed healthy relations with customers and suppliers.

• **Moderate financial risk profile**

The financial risk profile of GCIL is moderate marked by net worth of Rs.32.34 crore (including quasi equity of Rs.15.01) as on 31 March, 2017 as compared to Rs.31.34 crore (including quasi equity of Rs.15.49) as on 31 March, 2016. Gearing stood at 0.67 times as on 31 March, 2017 as compared 0.77 times as on 31 March, 2016. The total debt of Rs.21.67 crore consists of term loan of Rs.3.63 crore and working capital limits of Rs.16.08 crore. Interest coverage ratio stood at 2.16 times for FY2016-17 as compared to 1.90 times for FY2015-16. Further, DSCR stood at 1.12 times for FY2016-17. TOL/TNW stood at 1.59 times as on 31 March, 2017. Further, Acuite believes the financial risk profile of the company will remain moderate in absence of major debt funded capex.

**Weaknesses**

• **Working capital intensive nature**

GCIL operates in a working capital intensive nature of business marked by high Gross Current Asset (GCA) days of 211 for FY2016-17 as compared to 157 for FY2015-16. The increase in GCA is majorly on account of elongated inventory and debtor days which stood at 92 and 119 respectively for FY2016-17.

• **Susceptibility of revenues and profits to volatility in raw material prices**

The operating margins are susceptible to movement in raw material prices which are linked to

fluctuations in crude prices. There has been fluctuation on company's EBITDA margins which stood at 7.18 per cent for FY2016-17 as compared to 6.85 per cent for FY2015-16. Further, EBITDA stood at 7.49 per cent for FY2014-15.

### Analytical Approach

Acuite has considered the standalone business and financial risk profiles of the GCIL to arrive at this rating.

### Outlook: Stable

Acuite believes that GCIL will maintain a stable outlook over the medium term owing to its established track record of operations and experienced management. The outlook may be revised to 'Positive' in case of substantial increase in scale of operations while achieving better profit margins. Conversely, the outlook may be revised to 'Negative' in case of failure in achieving the projected scalability in revenues amidst intensifying competition in its area of operations or deterioration in the financial risk profile on account of higher-than-expected increase in debt-funded working capital requirements

### About the Rated Entity - Key Financials

	Unit	FY17 (Actual)	FY16 (Actual)	FY15 (Actual)
Operating Income	Rs. Cr.	97.41	116.49	89.87
EBITDA	Rs. Cr.	7.00	7.98	6.73
PAT	Rs. Cr.	1.48	1.34	0.84
EBITDA Margin	(%)	7.18	6.85	7.49
PAT Margin	(%)	1.52	1.15	0.93
ROCE	(%)	9.32	10.11	15.12
Total Debt/Tangible Net Worth	Times	0.67	0.77	0.67
PBDIT/Interest	Times	2.16	1.90	1.87
Total Debt/PBDIT	Times	3.10	3.04	3.81
Gross Current Assets (Days)	Days	228	177	256

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

None

### Any other information

None

### Applicable Criteria

- Default Recognition - <https://www.acuite.in/criteria-default.htm>
- Manufacturing Entities - <https://www.smera.in/criteria-manufacturing.htm>
- Financial Ratios And Adjustments - <https://www.smera.in/criteria-fin-ratios.htm>

### Note on complexity levels of the rated instrument

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

### Rating History (Upto last three years)

Not Applicable

### \*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	15.95	ACUITE BB / Stable
Term Loan	Not Applicable	Not Applicable	Not Applicable	12.50	ACUITE A4+

## Contacts

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### About Acuité Ratings & Research:

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