

## Press Release

### Vintage Coffee Private Limited

September 27, 2019



#### Rating Withdrawn

<b>Total Bank Facilities Rated*</b>	Rs. 80.17 Cr.
<b>Long Term Rating</b>	ACUITE D (Withdrawn)
<b>Short Term Rating</b>	ACUITE D (Withdrawn)

\* Refer Annexure for details

#### Rating Rationale

Acuité has withdrawn long-term rating '**ACUITE D**' (**read as ACUITE D**) and short-term rating of '**ACUITE D**' (**read as ACUITE D**) on the Rs. 80.17 crore bank facilities of VINTAGE COFFEE PRIVATE LIMITED (VCPL).

The withdrawal is on account of client's request and receipt of NOC from the banker. The withdrawal is in accordance with Acuité's policy on withdrawal.

VCPL is a Hyderabad-based company incorporated in 2015. The company is promoted and managed by Mr. Tati Balakrishna and Mr. Michael Chin, who have vast corporate experience in Coffee and tea manufacturing and trading business of over two decades. With the experience, the management has set up a 100 per cent export-oriented unit to manufacture various varieties of soluble instant coffee, including spray dried coffee, spray dried agglomerated coffee in bulk and standard packages.

VCPL's manufacturing facility is located at Rachur village in Mahbubnagar District (Telangana) with an installed capacity of 4500 tons per annum. VCPL commenced its operations during August 2017. The company processes and exports its coffee Products to markets in major coffee consuming nations such as Russia, Poland, France, Malaysia and European countries. The company has quality certifications including ISO 22000-2005 and FSSAI. The manufacturing facility is setup in 23 acres of land with built up area of 1.5 lakh sqft.

#### Analytical Approach

Acuité has considered the standalone business and financial risk profiles of VCPL to arrive at the rating

#### Key Rating Drivers

##### Strengths

- **Strong promoters and experienced management team**

VCPL's promoters and the management team have more than two decades experience in the coffee industry enabling the company to carry out its operations with focused guidance. The promoters have good networking of client base that is expected to support in early stabilisation of its operations both in the domestic and export markets. VCPL also has a long-standing relationship with its suppliers; thus, mitigating the risk of raw material availability to a large extent. Acuité believes that though the operations are at nascent stage. However, VCPL is expected to benefit from the experienced management team over the medium term.

- **Successful completion of the project and commencement of production**

The manufacturing facility commenced operations in August 2017 with a total capacity of 4500MTPA. The facility was set up at a total cost of Rs.82.24 crore, which was funded by Rs.51.17 crore term loans and balance through promoters' contribution. The operations have started in a timely manner in August 2017.

##### Weaknesses

- **Below-average financial profile**

The financial risk profile of the company is below-average marked by weak capital structure reflected by high gearing (debt-to-equity), high total outside liabilities to tangible net worth (TOL/TNW), and moderate debt protection metrics. The gearing and TOL/TNW are high at 3.25 times and 3.48 times as

on March 31, 2018. The net worth is modest at Rs.27.03 crore as on 31 March, 2018. The debt protection metrics of interest coverage is moderate at 1.58 times, though net cash accrual to total debt (NCA/TD) is weak at 0.03 times in FY2018. The financial risk profile is attributed to large debt-funded capital expenditure of Rs.82.24 crore at a debt to equity of 3:1 for setting up of the coffee processing plant. The project is funded out of term loan of Rs.51.17 crore, and balance out of promoters' capital. As the operations are at nascent stage, the financial risk profile is expected to be at similar levels over the medium term.

#### • Nascent stage of operations

The company commenced its commercial operations from August 2017; hence, is at nascent stage of operations exposed to stabilisation risk. Further, it remains exposed to the risks associated with stabilisation and successful scale up of operations of the plant. In addition to the nascent stage of operations, intense competition is expected to constrain the business risk profile of the company. VCPL reported modest revenues of Rs.42.25 crore with a net loss Rs. 5.03 crore of FY2019 (provisional) as against Rs.17.04 crore with a net loss of Rs.1.70 crore in FY2018. Although, revenues are expected to improve supported by promoter's presence in the industry for over two decades, early stabilisation and generation of healthy cash accruals are key rating sensitivity factors over the near term.

#### Liquidity Position

The liquidity risk profile of the VCPL is poor and will continue to remain poor over the medium term. It has repayment obligations of Rs.10 crore against which its accruals are low at below a crore. Early stabilisations of operations with higher accruals are key rating sensitivity factors to improve the liquidity.

#### Rating sensitivity

Not Applicable

#### Material Covenants

Not Applicable

#### About the Rated Entity - Key Financials

	Unit	FY18 (Actual)
Operating Income	Rs. Cr.	17.04
EBITDA	Rs. Cr.	5.81
PAT	Rs. Cr.	-1.70
EBITDA Margin	(%)	34.09
PAT Margin	(%)	-9.95
ROCE	(%)	4.22
Total Debt/Tangible Net Worth	Times	3.25
PBDIT/Interest	Times	1.58
Total Debt/PBDIT	Times	14.70
Gross Current Assets (Days)	Days	1038

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

None

#### Any other information

None

#### Applicable Criteria

- Default Recognition - <https://www.acuite.in/view-rating-criteria-17.htm>
- Manufacturing Entities - <https://www.acuite.in/view-rating-criteria-4.htm>
- Financial Ratios And Adjustments - <https://www.acuite.in/view-rating-criteria-20.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 Facilities	Term	Amount (Rs. Cr.)	Ratings/Outlook
27-Oct-2018	PC/PCFC	Short Term	25.00	ACUITE D (Downgraded from ACUITE A4)
	Letter of credit	Short Term	4.00	ACUITE D (Downgraded from ACUITE A4)
	Term Loan	Long Term	51.17	ACUITE D (Downgraded from ACUITE B/ Stable)
26-Oct-2018	Letter of Credit	Short Term	4.00	ACUITE A4 (Indicative)
	Packing Credit	Short Term	25.00	ACUITE A4 (Indicative)
	Term Loan	Long Term	51.17	ACUITE B (Indicative)
22-Dec-2017	Term Loan	Long Term	51.17	ACUITE B/Stable (Reaffirmed)
	Packing Credit	Short Term	25.00	ACUITE A4 (Assigned)
	Letter of Credit	Short Term	4.00	ACUITE A4 (Assigned)
08-Aug-2016	Term Loan	Long Term	51.17	ACUITE B / Stable (Assigned)

### \*Annexure – Details of instruments rated

Name of the Facilities	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. Cr.)	Ratings/Outlook
PC/PCFC	Not Applicable	Not Applicable	Not Applicable	25.00	ACUITE D (Withdrawn)
Letter of credit	Not Applicable	Not Applicable	Not Applicable	4.00	ACUITE D (Withdrawn)
Term Loan	Not Applicable	Not Applicable	Not Applicable	51.17	ACUITE D (Withdrawn)

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### About Acuité Ratings & Research:

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