

Press Release

Golden International Private Limited

December 21, 2020



Rating Reaffirmed

| | |
|-------------------------------------|---|
| Total Bank Facilities Rated* | Rs.6.50Cr |
| Long Term Rating | ACUITE A/ Outlook: Stable (Reaffirmed) |

* Refer Annexure for details

Rating Rationale

Acuité has reaffirmed the long-term rating of '**ACUITE A**' (**read as ACUITE A**) on the Rs.6.50 Crore bank facilities of Golden International Private Limited (GIPL). The outlook is '**Stable**'.

The rating reaffirmation continues to draw comfort from the established presence of Golden Group in the home furnishing and other textile industry. Coupled to that, the group has a healthy financial risk profile and comfortable liquidity position. However, the aforementioned strengths are partially offset by the susceptibility to volatility in raw material prices, working capital intensive nature of operations and foreign exchange fluctuation risk along with intense competition in the textile industry.

Further, the demand for the home furnishing products and other textile products has declined in the view of Covid-19 pandemic. The operations were closed for nearly two months in the view of nationwide lockdown which will impact the revenue of the group to some extent in FY2021. However, the group will be able to maintain its profitability level by taking certain cost cutting measures. Acuite expects the risk with respect to Covid-19 pandemic will be mitigated to some extent on account of established track record of operation along with extensive experience of the promoters.

About the Company

Incorporated in the year 1991 by Mr. Bhupinder Chugh and Mrs. Kavita Chugh, GIPL is a Haryana-based company. The company is engaged in retail sales of home textile products including terry towels, mink blankets, polar blankets, carpets, bed sheets, curtains, etc. The company has 20,000 Sq. ft. of retail space located in Panipat and mainly caters in the domestic market.

About the Group

Golden group was incorporated in the year 1950. The group is currently promoted by Mr. Narain Das Chugh, Mr. Ved Prakash Chugh, Mr. Bhupinder Chugh and Mr. Akshay Chugh. The group has its presence in the aforementioned industry for more than six decades. The Golden Group of companies includes Golden Terry Towels Private Limited, Golden Texo Fabs Private Limited, Golden Floor Furnishing Private Limited, Golden Apparels Exports Private Limited and Golden International Private Limited. The group has an integrated operation for the manufacturing of terry towels, mink blankets, polar blankets, carpets and the retail business. The group has 14 manufacturing units located at Panipat, Haryana.

Analytical Approach

Acuité 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 (GG)'. The consolidation is due to the common promoters, significant operational and financial synergies within the group. Extent of consolidation: Full.

Key Rating Drivers

Strengths

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

Established in the year 1950 by Mr. Narain Dass Chugh, the Golden Group has an established track record of operations of nearly seven decades in the aforementioned industry. The group undertakes production of a wide variety of textile products such as carpets, terry towels, mink blankets, polar blankets, bath mats, bath robes, bed sheets, and others. Further, the group is also engaged in the retail trading of textile products through its own showroom under the name of Golden International Private Limited. The dominant presence of Golden Group in the Indian market is evident by being one of the top five manufacturers of terry towels and blankets in the country. The group is currently promoted by Mr. Ved Prakash Chugh, Mr. Narain Dass Chugh, Mr. Bhupinder Chugh and Mr. Akshay Chugh who have amassed an extensive experience of over four decades in the aforementioned industry. The established track record of operations and the extensive experience of the promoters have helped the group to maintain healthy long-standing relations with its customers and suppliers. The operating income of the group has increased slightly by around 1.73 percent to Rs.860.15Cr (Prov.) in FY2020 from Rs.845.52Cr in FY2019. The export proportion consists of around 16 percent of net sales in FY2020. The group sells its product in the domestic market under the brand name of 'Golden'.

Acuité believes that the group will benefit from its experienced management, long track of operation and healthy relationship with its reputed clientele and suppliers.

- **Healthy financial risk profile**

Golden Group's financial risk profile continues to remain healthy marked by strong net worth, moderately low gearing along with comfortable debt protection metrics and coverage indicators. The group's net worth is strong and is estimated at around Rs.244.70Cr (Prov.) as on March 31, 2020 as against Rs.206.11Cr as on March 31, 2019. The net worth levels have seen improvement over the last three years through FY2020. This is on account of healthy accretion to reserves over the period along with infusion of capital of around Rs.13.11Cr by the promoters in FY2020. The gearing has improved to 1.09 times (Prov.) as on March 31, 2020 as against 1.26 times as on March 31, 2019. As on March 31, 2020, total outside liabilities to tangible net worth (TOL/TNW) levels stand at 1.32 times (Prov.) as against 1.71 times as on March 31, 2019. The group on the other hand generated cash accruals of Rs.62.38Cr (Prov.) in FY2020 as against Rs.50.56Cr in FY2019.

The revenue of the group has increased marginally by around 1.73 percent to Rs.860.15Cr (Prov.) in FY2020 from Rs.845.52Cr in FY2019. The total revenue of Rs.860.15Cr of the group includes Rs.132crore as an export proportion of the net sales accounting to 16 percent. EBITDA in absolute term is improving over the last three years through FY2020 and stands at Rs.89.92Cr (Prov.) in FY2020 as against Rs.81.37Cr in FY2019. The PAT of the group has increased to Rs.31.45Cr (Prov.) in FY2020 from Rs.22.94Cr in FY2019. The operating margin has increased to 10.45 percent (Prov.) in FY2020 as against 9.62 percent in FY2019 followed by increase in the PAT margin to 3.66 percent (Prov.) in FY2020 as against 2.71percent in FY2019.

The increase in the profitability level, coupled with moderate debt level, has led to comfortable debt protection measures. The NCA/TD and interest coverage ratio for FY2020 stands at 0.23times (Prov.) and 4.35times (Prov.) respectively as against 0.19times and 4.05times in FY2019, respectively. The debt service coverage ratio stood 1.95 times (Prov.) in FY2020 as against 1.50 times in FY2019. The Debt-EBITDA ratio stands at 2.94time (Prov.) in FY2020 against 3.20 time in FY2019. The group undertakes routine capex for modernization and up gradation of machinery which are funded both by bank borrowings and internal cash accruals. Acuite believes the financial risk profile of the group will continue to remain healthy on account of its healthy revenue growth, improved operating margins, healthy cash accruals and no major debt funded capex in near to medium term.

Weaknesses

- **Working capital operation is moderately intensive in nature**

Golden group's working capital operation is moderately intensive in nature as it is reflected by its gross current asset (GCA) days of around 116 days (Prov.) in FY2020 as against 125 days in FY2019. The group has well managed its inventory marked by inventory holding period of 80 days (Prov.) as on 31 March, 2020 as against 88 days as on 31 March, 2019. The inventory majorly consists of work in progress and raw materials; this is because the group has to maintain inventory raw materials in order to cater to various product lines. The debtor collection period stood at 21 days (Prov.) as on March 31, 2020. On the hand the group credit payment period stood at 24 days (Prov.) as on March 31, 2020. The average bank limit utilization stood low at around 60 percent for eight months ended November, 2020. Acuite expects the working capital management to remain moderately intensive over the medium term on account of high inventory levels maintained by the group.

- **Highly competitive textile industry and foreign currency fluctuation risk**

The textile industry in India is highly fragmented and competitive marked by presence of large number of organized and unorganized players. The group is exposed to intense competition both from the domestic players as well as from the established players in overseas market. However, this risk is currently mitigated to some extent due to decline in the demand of the products from China and Vietnam. The shifts in consumption patterns can also have an adverse impact on the operations of the group. The Indian textile industry has also seen a muted growth in past few years and may have impact on the growth of the existing players such as Golden Group. Golden Group undertakes exports. So any adverse impact of foreign currency fluctuation may result in increase in repayment obligations and will have impact on margins of the group. However, Acuité believes that extensive experience of promoters in textile industry and the exports contributing less than 20 per cent of the revenues will mitigate such risk to certain extent.

Rating Sensitivities

- Improvement in the scale of operation of the group while maintaining its profitability margins
- Any deterioration in the working capital cycle may impact the financial risk profile

Material Covenants

None

Liquidity position: Adequate

The group has adequate liquidity marked by healthy net cash accruals to its maturing debt obligations. The group generated cash accruals of Rs.62.38Cr (Prov.) in FY2020, while its maturing debt obligation were Rs.21.84Cr for the same period. The cash accrual of the group is estimated to remain around Rs.60.00Cr to Rs.75.00Cr during 2021-23 against repayment obligations of around Rs.20.00Cr to Rs.27.00Cr during the same period. The group's working capital operations is moderately intensive marked by the gross current asset (GCA) days of 116 days (Prov.) in FY2020 as against 125 days in FY2019. The average bank limit utilization stood high at around 60 per cent for eight months ended November, 2020. The group maintains unencumbered cash and bank balances of Rs.0.35Cr (Prov.) as on 31 March 2020. The current ratio of the group has improved to 1.43 times (Prov.) as on 31 March 2020 from 1.33 times as on March 31, 2019. Acuité believes that the liquidity of the firm is likely to remain adequate over the medium term on account of adequate cash accruals to its maturing debt obligation.

Outlook: Stable

Acuité believes that the Golden Group will maintain a stable outlook over the medium term backed by its experienced management, established track record of operation in the aforementioned industry and healthy financial risk profile. The outlook may be revised to 'Positive', if the group registers higher than expected growth in its revenue while improving operating margins from the current levels along with efficient working capital management. Conversely, the outlook may be revised to

"Negative", if the group registers lower than expected growth in revenues and profitability or in case of deterioration in the group's financial risk profile or significant elongation in the working cycle.

About the Rated Entity - Key Financials

| | Unit | FY20 (Provisional) | FY19 (Actual) |
|-------------------------------|---------|--------------------|---------------|
| Operating Income | Rs. Cr. | 860.15 | 845.52 |
| PAT | Rs. Cr. | 31.45 | 22.94 |
| PAT Margin | (%) | 3.66 | 2.71 |
| Total Debt/Tangible Net Worth | Times | 1.09 | 1.26 |
| PBDIT/Interest | Times | 4.35 | 4.05 |

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-52.htm>
- Entities in Trading Sector - <https://www.acuite.in/view-rating-criteria-61.htm>
- Consolidation of Companies - <https://www.acuite.in/view-rating-criteria-60.htm>
- Financial Ratios And Adjustments - <https://www.acuite.in/view-rating-criteria-53.htm>

Note on complexity levels of the rated instrument

<https://www.acuite.in/view-rating-criteria-55.htm>

Rating History (Upto last three years)

| Date | Name of Instrument / Facilities | Term | Amount (Rs. Cr.) | Ratings/Outlook |
|-------------|---------------------------------|-----------|------------------|--|
| 07-Oct-2019 | Cash Credit | Long Term | 6.50 | ACUITE A/Stable (Reaffirmed) |
| 17-Jul-2018 | Cash Credit | Long Term | 6.50 | ACUITE A/Stable (Reaffirmed) |
| 21-Jun-2018 | Cash Credit | Long Term | 6.50 | ACUITE A/Stable (Upgraded from ACUITE A-/Stable) |

*Annexure – Details of instruments rated

| Name of the Facilities | Date of Issuance | Coupon Rate | Maturity Date | Size of the Issue (Rs. Cr.) | Ratings/Outlook |
|------------------------|------------------|----------------|----------------|-----------------------------|------------------------------|
| Cash Credit | Not Applicable | Not Applicable | Not Applicable | 6.50 | ACUITE A/Stable (Reaffirmed) |

Contacts

| Analytical | Rating Desk |
|---|--|
| Aditya Gupta Vice President-Corporate and Infrastructure Sector Tel: 022-49294041 aditya.gupta@acuite.in | Varsha Bist Senior Manager - Rating Desk Tel: 022-49294011 rating.desk@acuite.in |
| Kumar Abhisek Analyst - Rating Operations Tel: 011-49731308 kumar.abhisek@acuite.in | |

About Acuité Ratings & Research:

Acuité Ratings & Research Limited is a full-service Credit Rating Agency registered with the Securities and Exchange Board of India (SEBI). The company received RBI Accreditation as an External Credit Assessment Institution (ECAI), for Bank Loan Ratings under BASEL-II norms in the year 2012. Since then, it has assigned more than 8,462 credit ratings to various securities, debt instruments and bank facilities of entities spread across the country and across a wide cross section of industries. It has its Registered and Head Office in Mumbai.

Disclaimer: An Acuité rating does not constitute an audit of the rated entity and should not be treated as a recommendation or opinion that is intended to substitute for a financial adviser's or investor's independent assessment of whether to buy, sell or hold any security. Acuité ratings are based on the data and information provided by the issuer and obtained from other reliable sources. Although reasonable care has been taken to ensure that the data and information is true, Acuité, in particular, makes no representation or warranty, expressed or implied with respect to the adequacy, accuracy or completeness of the information relied upon. Acuité is not responsible for any errors or omissions and especially states that it has no financial liability whatsoever for any direct, indirect or consequential loss of any kind arising from the use of its ratings. Acuité ratings are subject to a process of surveillance which may lead to a revision in ratings as and when the circumstances so warrant. Please visit our website (www.acuite.in) for the latest information on any instrument rated by Acuité, Acuité's rating scale and its definitions.