

## Press Release

### SUNSHINE INFRA ENGINEERS INDIA PRIVATE LIMITED

January 25, 2018



### Rating Reaffirmed and Assigned

Total Bank Facilities Rated*	Rs. 250.00 Cr.
Long Term Rating	SMERA BBB- / Outlook: Stable
Short Term Rating	SMERA A3

\* Refer Annexure for details

### Rating Rationale

SMERA has reaffirmed long-term rating of '**SMERA BBB-**' (read as **SMERA BBB minus**) and short term rating of '**SMERA A3**' (read as **SMERA A three**) on the Rs. 105.00 crore bank facilities. Further SMERA has assigned long-term rating of '**SMERA BBB-**' (read as **SMERA BBB minus**) and short term rating of '**SMERA A3**' (read as **SMERA A three**) on the Rs. 145.00 crore bank facilities of SUNSHINE INFRA ENGINEERS INDIA PRIVATE LIMITED. The outlook is '**Stable**'.

The Andhra Pradesh-based Sunshine Infraengineers India Private Limited (SIPL), was incorporated in 2000. A Class-I civil construction company, SIPL undertakes construction of roads, water solution works, highways, buildings and related projects for government and semi-government entities.

### Key Rating Drivers

#### Strengths

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

SIPL was established in 2000 as a proprietorship firm and converted to private limited in 2010. The company is led by Ms. Lalitha Kumari Gudipalli, Mr. Kunduru Nagarjuna Reddy, Mr. Naga Ekambareswara Rao Challa, and Mr. Suresh Makkena who possess over a decades experience in the construction industry.

- **Long term association with government agencies**

SIPL has executed projects for Tamil Nadu Road Infrastructure Development Corporation (TNRIDC), National Highway Authority of India (NHAI), State Industries Promotion Corporation of Tamil Nadu Limited (SIPCTL) etc. With the promoter's extensive industry experience and timely execution of projects, the company has been able to establish long-standing relations with its clients. Being government entities, the counter-party default risk is minimal. While risk associated with delayed payment exists, good liasoning and the promoter's extensive experience have enabled the company collect payments within 50-60 days from work certification.

- **Healthy order book position**

SIPL has healthy order book position marked by current orders in hand of Rs. 1100 crore as on date (11/01/2018). In FY2017-18, SIPL booked revenue of Rs. 195.45 crore during the period April 2017 to December 2017.

- **Healthy scale of operations**

The company registered operating income of Rs. 237.40 crore in FY2016-17 compared to Rs.257.49 crore in FY2015-16. Being a civil contractor, the revenue of SIPL depends on the number of successful bids and tenders released in the financial year.

- **Efficient working capital management and comfortable liquidity**

SIPL has exhibited efficient working capital management. This was mainly on account of quick payments received from customers due to established relations of over 17 years. The company has cash and bank

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balance of Rs.1.52 crore as on 31 March, 2017. Net cash accruals stood at Rs.16.39 crore in FY2016-17 as against Current Portion of Long-Term Debt (CPLTD) of Rs.10.61 crore. The Gross Current Asset (GCA) days stood at 132 in FY2017 on account of debtors and inventory of 60 and 26 respectively in FY2017.

### Weaknesses

#### • Moderate financial risk profile

SIPL has moderate financial risk profile marked by networth of Rs.28.53 crore as on 31 March, 2017 compared to Rs.24.69 crore as on 31 March, 2016. The Interest Coverage Ratio stood at 3.10 times for FY2017 compared to 4.58 times for FY2016. The Debt to Equity ratio stood at 2.46 times as on 31 March, 2017 as against 1.31 times as on 31 March, 2016. Further, the Debt Service Coverage Ratio (DSCR) stood at 1.77 times for FY2017 and 2.71 times for FY2016.

#### • Competitive and fragmented industry

The civil construction sector is marked by the presence of several mid to big sized players. The company faces intense competition from other players. Risk becomes more pronounced as tenders are based on the minimum amount of bidding of contracts. However, the risk is mitigated to an extent as the management has been in the business for 17 years.

### Analytical Approach

SMERA has considered the standalone financial and business risk profile of the company to arrive at the rating.

### Outlook: Stable

SMERA believes that SIPL will maintain a stable outlook in the medium term on account of its experienced management. The outlook may be revised to 'Positive' in case the company registers higher-than-expected growth in revenue and net cash accruals while maintaining healthy debt protection metrics. Conversely the outlook may be revised to 'Negative' in case of lower-than-expected growth in revenue and profitability, deterioration in the financial risk profile or higher than expected working capital requirements.

### About the Rated Entity - Key Financials

	Unit	FY17 (Actual)	FY16 (Actual)	FY15 (Actual)
Operating Income	Rs. Cr.	237.40	257.49	159.79
EBITDA	Rs. Cr.	31.39	23.83	13.21
PAT	Rs. Cr.	6.35	9.21	5.81
EBITDA Margin	(%)	13.22	9.25	8.26
PAT Margin	(%)	2.67	3.58	3.64
ROCE	(%)	27.84	42.18	63.93
Total Debt/Tangible Net Worth	Times	2.46	1.31	1.84
PBDIT/Interest	Times	3.10	4.58	4.69
Total Debt/PBDIT	Times	2.21	1.33	1.76
Gross Current Assets (Days)	Days	132	94	96

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

None

### Any other information

None

### Applicable Criteria

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

**Note on complexity levels of the rated instrument**
<https://www.smera.in/criteria-complexity-levels.htm>
**Rating History (Upto last three years)**

Date	Name of Instrument / Facilities	Term	Amount (Rs. Cr.)	Ratings/Outlook
January 16, 2018	Overdraft	Long Term	25.00	SMERA BBB- / Stable (Assigned)
	Cash Credit	Long Term	5.00	SMERA BBB- / Stable (Assigned)
	Cash Credit	Long Term	5.00	SMERA BBB- / Stable (Assigned)
	Bank guarantee/Letter of Guarantee	Short Term	40.00	SMERA A3 (Assigned)
	Bank guarantee/Letter of Guarantee	Short Term	15.00	SMERA A3 (Assigned)
	Bank guarantee/Letter of Guarantee	Short Term	15.00	SMERA A3 (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
Overdraft	Not Applicable	Not Applicable	Not Applicable	25.00	SMERA BBB- / Stable (Reaffirmed)
Cash Credit	Not Applicable	Not Applicable	Not Applicable	5.00	SMERA BBB- / Stable (Reaffirmed)
Cash Credit	Not Applicable	Not Applicable	Not Applicable	5.00	SMERA BBB- / Stable (Reaffirmed)
Proposed Secured Overdraft	Not Applicable	Not Applicable	Not Applicable	65.00	SMERA BBB- / Stable (Assigned)
Bank guarantee/Letter of Guarantee	Not Applicable	Not Applicable	Not Applicable	40.00	SMERA A3 (Reaffirmed)
Bank guarantee/Letter of Guarantee	Not Applicable	Not Applicable	Not Applicable	15.00	SMERA A3 (Reaffirmed)
Bank guarantee/Letter of Guarantee	Not Applicable	Not Applicable	Not Applicable	15.00	SMERA A3 (Reaffirmed)
Proposed Bank Guarantee	Not Applicable	Not Applicable	Not Applicable	80.00	SMERA A3 (Assigned)

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## ABOUT SMERA

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