

## Press Release

### Hind Energy and Coal Beneficiation (India) Limited

December 16, 2020



#### Rating upgraded and Reaffirmed

<b>Total Bank Facilities Rated*</b>	Rs. 100.00 Cr.
<b>Long Term Rating</b>	ACUITÉ A+/Stable (Upgraded)
<b>Short Term Rating</b>	ACUITÉ A1 (Reaffirmed)

\* Refer Annexure for details

#### Rating Rationale

Acuité has upgraded the long-term rating to '**ACUITÉ A+** (read as **ACUITÉ A Plus**) from '**ACUITÉ A** (read as **ACUITÉ A**) and reaffirmed the short term rating of '**ACUITÉ A1**' (read as **ACUITÉ A one**) on the Rs.100.00 crore bank facilities of Hind Energy and Coal Beneficiation India Limited (HECBL). The outlook is '**Stable**'.

The rating upgrade reflects a substantial improvement in the overall business and financial risk profile of the group. The improvement in the business risk profile is reflected from their increase in scale of operations in FY'20 (Provisional) as compared to the preceding years due to rise in trading income. The growth in revenues are expected to be sustained going forward due to enhancement in their coal washery facilities and a healthy order book position. Also, the profit margins of the group have witnessed an improvement in FY'20 (Provisional). The improvement in financial risk profile has been driven by a sharp increase in networth levels in FY'20 (Provisional) leading to further improvement in the group's capital structure and debt protection measures.

HECBIL was incorporated in 2005 by Mr. Pawan Kumar Agrawal, Mr. Rajeev Agrawal, Mr. Sanjay Agrawal and Mr. Satish Kumar Agrawal as a private limited company and later the constitution was changed to a limited company in 2010. It beneficiaries non-coking coal based on GCV requirement of the customers like power generating, steel and cement industries. The company also trades in reject coal, (by-product of beneficiation). The group has an installed capacity of 16.64 MTPA.

Clean Coal Enterprises Private Limited also beneficiaries non-coking coal based on GCV requirement of the customers like power generating, steel and cement industries. The company also trades in reject coal.

Radiant Coal Benification Private Limited (RCBPL) promoted by Mr. Pawan Kumar Agarwal and Mr. Satish Kumar Agarwal for coal beneficiation business in Raigarh with an installed capacity of 1.44 MTPA. Entire revenue of the company is generated from transportation of coal.

Earth Minerals Company Limited (EMCL) was acquired by the Hind Energy group in 2017. The company has a coal washing capacity of 4.0 million tonne per annum.

HMSPL is subsidiary of HECBIL which has washing capacity of 3.4 million tonne per annum

#### Analytical Approach

For arriving at the ratings, Acuité has consolidated the business and financial risk profiles of Hind Energy and Coal Beneficiation (India) Limited (HECBIL), Clean Coal Enterprises Private Limited (CCEPL), Radiant Coal Beneficiation Private Limited (RCBPL), Earth Mineral Company Limited (EMCL) and Hind Multi Services Private Limited (HMSPL), hereinafter referred to as the Hind Group (HG). The consolidation is in the view of similar line of business, common management and HECBIL holds more than 50 percent stake in CCEPL, RCBPL, EMCL & HMSPL.

## **Key Rating Drivers**

### **Strengths**

#### **• Experienced management and healthy scale of operation**

The Hind Group was incorporated in 2005 by Mr. Pawan Kumar Agarwal. The group is engaged in coal washing, coal liaisoning, coal transportation and coal trading. The group has incorporated 5 companies with a collective washing capacity of 16.64 MTPA. The group has a strong customer base which includes private and public sectors such as Rajasthan Rajya Vidyut Utpadan Nigam Limited, Vedanta Limited, Gujarat State Electricity Corporation Limited, Nabha Power Limited and TATA Power Company Limited among others. The group has a healthy scale of operation as revenue stood at Rs 652 crores in FY20 (Provisional) as against Rs 618 crores in FY19. This improvement is driven by rise in income from coal trading segment. Acuité believes scale of operation is expected to improve in medium term as the group has annual contracts of around Rs 523 crores issued by various power generating companies pertaining to washing and transportation of coal.

### **Healthy profitability margin**

The profitability of the group stood healthy as EBITDA margin stood at 24.31 percent in FY20 (Provisional) as against 17.01 percent in FY19. This improvement is driven by decline in raw material cost. RoCE of the group stood at 27.53 percent in FY20(Provisional) as compared to 19.47 percent in FY19. Acuité believes the profitability will continue to remain healthy in medium term backed by high margins in the coal washing segment.

### **Strong financial risk profile**

The financial risk profile is marked by its strong net worth, low gearing ratio and healthy debt protection metrics. The net worth of the group stood at Rs. 409.42 Cr. as on 31st March'2020(Provisional) as compared to Rs 321.55 Cr. in the previous year due to retention of profit. The gearing ratio of the company stood at 0.26 times in FY20(Provisional) as against 0.46 times in FY19 due to decline in debt level because of low utilization of fund based limits during the year end. The total debt of Rs.105.01 Cr in FY2020 (Provisional) consists of short-term loan of Rs. 53.57 Cr, long-term debt of Rs. 50.5 Cr and unsecured loan from promoters of Rs. 0.74 Cr. TOL/TNW stood comfortable at 0.43 times in FY20(Provisional). Interest coverage and DSCR stood at 13.02 times and 5.09 times in FY20 as against 9.46 times and 3.91 times in FY19 respectively. The improvement in coverage ratios is driven by improvement in the profitability margin. NCA/TD stood at 1.09 times in FY20(Provisional) as against 0.53 times in FY19. Acuité believes the financial risk profile will continue to remain strong over the medium term due to absence of any large debt funded capex plan and low reliance on external debt.

### **High Entry Barrier**

The coal beneficiation business in India is highly regulated and falls under the purview of Ministry of Coal, Government of India as well as Ministry of Environment, Forest and Climate Change, Government of India. Such high level of regulation from multiple government authorities creates entry barriers for new players. New entrant will face tough competition from existing players who have high market presence and geographic reach, established track record, lower capital costs.

### **Weaknesses**

#### **End user sector challenges**

Coal washed, transported and traded by Hind group find their end use by companies involved in power generation, cement manufacturing and steel and metal plants. The consumers that Hind group caters to are also under high regulation from the government. Increasing cost of supply as against environmentally friendly and economically attractive options of solar and wind power has led to significant reduction in energy consumption from power plants, putting the power plants under financial distress. Loss of supply linkages between the cement industry and coal availability has been a developing challenge in India over lack of infrastructure. Further, capital intensive steel and metal plants have been under low potential utilization and have been experiencing reduced productivity amidst global competition and slowdown in domestic economic conditions. Any policy changes affecting the highly regulated coal industry or its end users will impact the financial risk profile of Hind group. The ability of Hind group to grow in such conditions and maintain its profitability will be key monitorable in the future.

### Rating Sensitivity

- Sustenance in revenue growth and profitability
- Environmental regulations

### Material Covenant

None

### Liquidity Profile: Superior

The group has a superior liquidity profile marked by sufficient cash accruals to meet their term debt obligations. Net cash accrual of the company stood at Rs 114.07 crore in FY20(Provisional) as against current maturity of Rs 14.89 crore. Going forward, the net cash accruals are expected to be in the range of Rs 90-120 Cr as against current maturity of around Rs. 10 Cr from FY21-FY23. The working capital utilization stood at around 52 percent during 12 months ended October 2020. The cash & bank balance stood at Rs 4.86 crore as on 31 March 2020(Provisional). The current ratio of the company stood comfortable at 2.28 times in FY20. In addition, the group has modest working capital requirement as GCA days stood at 137 days in FY20(Provisional) as against 143 days in FY19. Acuité believes the liquidity position of the group will remain superior backed by steady cash flow and accrual over the medium term.

### Outlook: Stable

Acuité believes that Hind Group will maintain a 'Stable' outlook over the medium term on account of its of its healthy financial risk profile and strong customer profile. The outlook may be revised to 'Positive' in case of significant improvement in scale of operation along with maintenance of strong financial risk profile. Conversely, the outlook may be revised to 'Negative' in case of deterioration in the liquidity profile due to stretched receivables.

### About the Rated Entity - Key Financials

#### Consolidated

	Unit	FY20 (Provisional)	FY19 (Actual)
Operating Income	Rs. Cr.	652.81	618.59
PAT	Rs. Cr.	87.79	54.89
PAT Margin	(%)	13.45	8.87
Total Debt/Tangible Net Worth	Times	0.26	0.46
PBDIT/Interest	Times	13.02	9.46

#### Standalone

	Unit	FY20 (Provisional)	FY19 (Actual)
Operating Income	Rs. Cr.	535.43	471.38
PAT	Rs. Cr.	71.58	32.34
PAT Margin	(%)	13.37	6.86
Total Debt/Tangible Net Worth	Times	0.17	0.35
PBDIT/Interest	Times	13.21	9.15

### Status of non-cooperation with previous CRA:

Not Applicable

### Any other information

Not Applicable

### Applicable Criteria

Default Recognition -<https://www.acuite.in/view-rating-criteria-52.htm>

Manufacturing Entities - <https://www.acuite.in/view-rating-criteria-59.htm>

Financial Ratios And Adjustments - <https://www.acuite.in/view-rating-criteria-53.htm>

Consolidated - <https://www.acuite.in/view-rating-criteria-60.htm>

### Note on complexity levels of the rated instrument

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

**Rating History (Upto last three years)**

<b>Date</b>	<b>Name of Instrument / Facilities</b>	<b>Term</b>	<b>Amount (Rs. Cr.)</b>	<b>Ratings/Outlook</b>
31 March 2019	Cash Credit	Long Term	60.00	ACUITÉ A/Stable (Reaffirmed)
	Letter of Credit	Short Term	20.00	ACUITÉ A1 (Reaffirmed)
	Bank Guarantee	Short Term	18.00	ACUITÉ A1 (Reaffirmed)
	Proposed Fund based Facility	Long Term	2.00	ACUITÉ A/Stable (Reaffirmed)
08-March-2018	Cash Credit	Long Term	60.00	ACUITÉ A/Stable (Reaffirmed)
	Letter of Credit	Short Term	20.00	ACUITÉ A1 (Assigned)
	Bank Guarantee	Short Term	18.00	ACUITÉ A1 (Assigned)
	Proposed Fund based Facility	Long Term	2.00	ACUITÉ A/Stable (Assigned)
16 February 2018	Cash Credit	Long Term	10.00	ACUITÉ A/Stable (Assigned)

**\*Annexure – Details of instruments rated**

<b>Name of the Facilities</b>	<b>Date of Issuance</b>	<b>Coupon Rate</b>	<b>Maturity Date</b>	<b>Size of the Issue</b>	<b>Ratings/Outlook</b>
Cash Credit	Not Applicable	Not Applicable	Not Applicable	20.00	ACUITÉ A+/Stable (Upgraded)
Cash Credit	Not Applicable	Not Applicable	Not Applicable	42.00	ACUITÉ A+/Stable (Upgraded)
Letter of Credit	Not Applicable	Not Applicable	Not Applicable	20.00	ACUITE A1 (Reaffirmed)
Bank Guarantee	Not Applicable	Not Applicable	Not Applicable	18.00	ACUITE A1 (Reaffirmed)

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## 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 6,000 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.

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