

**Press Release**  
**Galco Extrusions Private Limited**

December 07, 2018



**Rating Assigned**

<b>Total Bank Facilities Rated*</b>	Rs. 15.00 Cr.
<b>Long Term Rating</b>	ACUITE BB- / Outlook: Stable

\* Refer Annexure for details

**Pls note:** In the Press Release of Galco Extrusions Private Limited published on May 11, 2018, the 'PAT' mentioned for FY2016 & FY2015 was incorrect. The corrected one is incorporated in this press release.

**Rating Rationale**

Acuité has assigned long-term rating of '**ACUITE BB-**' (**read as ACUITE double B minus**) to the Rs. 15.00 crore bank facilities of Galco Extrusions Private Limited (GEPL). The outlook is '**Stable**'.

GEPL was incorporated in 2007 and started its commercial operation in 2010. GEPL is engaged in the manufacturing of aluminium extruded profiles which is used in the shipping, defense, railway and windmill industry. The manufacturing unit is located at Ahmednagar (Maharashtra) with capacity of 4500 MTPA.

**Analytical Approach**

Acuité has considered the standalone business and financial risk profiles of the Galco Extrusions Private Limited to arrive at this rating.

**Key Rating Drivers**

**Strengths**

**• Experienced management**

The Promoters, Mr. Sandesh Lodha, Mr. Pritesh Lodha, Mrs. Dipika Lodha and Smt. Sujata Rajendra Lodha collectively possess around two decades of experience in the same industry.

**• Moderate financial risk profile**

The financial risk profile of the company is moderate marked by adjusted net worth of Rs.10.88 crore as on 31 March, 2018 (Provisional) as against Rs.9.28 crore as on 31 March, 2017. The net worth includes Rs.4.69 crore of unsecured loan and same is subordinated to bank debt. The gearing ratio stood at 1.08 times as on 31 March, 2017 as against 0.99 times as on 31 March, 2016. The total debt of Rs.10.02 crore includes unsecured loans from Directors of Rs.1.48 crore and working capital funds of Rs.8.54 crore. The Interest Coverage Ratio (ICR) stood at 3.98 times and Debt Service Coverage Ratio (DSCR) stood at 3.47 times for FY2017. The Total outside Liabilities to Tangible Net Worth (TOL/TNW) stood at 1.92 times as on 31 March, 2017 as against 1.99 times in the previous year. The net cash accruals to total debt (NCA/TD) stood at 0.28 times in FY2017 as against 0.17 times in FY2016.

**• Modest scale of operations**

The scale of operations of the company has been modest. The revenues have significantly increased in FY2017 and stood at Rs.73.11 crore compared to Rs.50.37 crore in FY2016. The company has recorded revenues of Rs.81.98 crore in FY2018 (Provisional).

**Weaknesses**

**• Low profitability margins**

GEPL reported operating margin of 6.04 percent for FY2017 as against 5.14 percent in the previous year. However, the net profit margins are thin at 1.80 percent for FY2017.

- **Volatility in raw material prices and government regulations**

The aluminium prices are highly fluctuating. However, the purchase and sales price depends on the prevailing demand-supply situation restricting bargaining power with suppliers and customers. Any adverse movement in aluminium prices will further impacts profitability

- **Highly competitive industry**

GEPL is exposed to intense competition from organised and unorganised players in the industry.

**Outlook: Stable**

Acuité believes that GEPL will maintain a 'Stable' outlook over the medium term owing to its experienced management. The outlook may be revised to 'Positive' in case of significant growth in revenue while achieving improvement in profitability. Conversely, the outlook may be revised to 'Negative' in case of steep decline in profitability or deterioration in the capital structure and liquidity position.

**About the Rated Entity - Key Financials**

	Unit	FY17 (Actual)	FY16 (Actual)	FY15 (Actual)
Operating Income	Rs. Cr.	73.11	50.37	46.06
EBITDA	Rs. Cr.	4.42	2.59	2.76
PAT	Rs. Cr.	1.32	(0.10)	(0.08)
EBITDA Margin	(%)	6.04	5.14	6.00
PAT Margin	(%)	1.80	(0.19)	(0.18)
ROCE	(%)	17.24	7.64	15.05
Total Debt/Tangible Net Worth	Times	1.08	0.99	1.07
PBDIT/Interest	Times	3.98	2.33	2.29
Total Debt/PBDIT	Times	2.24	2.92	3.07
Gross Current Assets (Days)	Days	94	113	110

**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)**

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	9.00	ACUITE BB-/Stable
Term loans	Not Applicable	Not Applicable	Not Applicable	1.56	ACUITE BB-/Stable
Proposed Term loans	Not Applicable	Not Applicable	Not Applicable	4.44	ACUITE BB-/Stable

## Contacts

Analytical	Rating Desk
Aditya Gupta Head- Corporate and Infrastructure Sector Tel: 022-49294041 <a href="mailto:aditya.gupta@acuite.in">aditya.gupta@acuite.in</a>	Varsha Bist Manager - Rating Desk Tel: 022-67141160 <a href="mailto:rating.desk@acuite.in">rating.desk@acuite.in</a>
Aishwarya Phalke Senior Analyst - Rating Operations Tel: 022-49294054 <a href="mailto:aishwarya.phalke@acuiteratings.in">aishwarya.phalke@acuiteratings.in</a>	

### About Acuité Ratings & Research:

Acuité Ratings & Research Limited (*Erstwhile SMERA Ratings 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.

**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](http://www.acuite.in)) for the latest information on any instrument rated by Acuité.