

## Press Release

Acme Odisha Solar Power Private Limited

October 09, 2018



### Rating Assigned

|                                     |                            |
|-------------------------------------|----------------------------|
| <b>Total Bank Facilities Rated*</b> | Rs. 166.00 Cr.             |
| <b>Long Term Rating</b>             | ACUITE A / Outlook: Stable |

\* Refer Annexure for details

### Rating Rationale

Acuité has assigned long-term rating of '**ACUITE A** (read as ACUITE A) to the Rs. 166.00 crore bank facilities of Acme Odisha Solar Power Private Limited (AOSPL). The outlook is '**Stable**'.

Acme Odisha Solar Private Limited (AOSPL) is a special purpose vehicle (SPV) step down subsidiary of Acme Cleantech Solutions Private Limited, incorporated in 2009 by Mr. Anil Chutani and Mr. Rajesh Sodhi. ARSPL has set up a solar power plant of 25 MW Grid Connected Solar PV Power Plant in Balangir District (Odisha) using Poly-Crystalline Silicon technology. The plant was set up at a total project cost of Rs.206.00 crore (Rs.8.24 crore/MW) was funded through term debt of Rs.144.00 crore and promoter contribution of Rs.62.00 crore (debt-equity ratio of 2.32x).

The EPC work for the project was done by Acme Cleantech Solutions Private Limited (ACSPL) on a fixed time-fixed price basis and the company achieved COD on June 22, 2015 for the entire capacity. The company supplies the entire produced power to GRIDCO Limited (GRIDCO) under a 25-year Power Purchase Agreement (PPA), which was signed on March 06, 2013 at a fixed tariff of Rs.7.28/kWh. During FY2017, the company refinanced the initial project debt through new term debt along with additional top-up. The project achieved PLF of ~20.93 percent for FY2018 and the company has generated ~ 45773080 of units in FY2018 as against 46440862 units in FY2017 with average PLF of 21.24 percent in the same year.

### Analytical Approach

As per the terms of the co-obligor undertakings executed between AOSPL and ARSPL (co-obligors) and lenders, each of the co-obligor will provide support in the event of insufficiency of funds in debt servicing of the Rupee Facility and the Working Capital Facility, the lenders/lender's agent shall utilise the amounts available in their surplus account to meet such shortfall to ensure debt servicing by the due date. Given the co-obligor undertaking and the terms of the financing agreement, Acuité has combined the operational and financial risk profiles of AOSPL and ARSPL to arrive at the rating. Further, Acuité has also factored in support from its parent company, Acme Cleantech Solutions Private Limited to arrive at the rating.

### Key Rating Drivers

#### Strengths

##### • Low offtake risk due to presence of Power Purchase Agreement (PPA) with GRIDCO Limited

The company has entered into a PPA with GRIDCO Limited for the entire supply of 25.00 MW solar power energy at a fixed tariff of Rs.7.28/KWh for the period of 25 years. The company achieved average of ~20.08 percent plant load factor (PLF) for the last two years. The presence of a long term fixed tariff agreement, thus, mitigates the offtake risk and provides long term revenue visibility. The company is receiving payments in about 15 to 20 days from GRIDCO Limited.

##### • Co-obligor undertaking and diversification of assets

The rating derives benefit wherein an irrevocable and unconditional co-obligor undertaking has been provided by Acme Raipur Solar Power Private Limited as per both the (co-obligor) has agreed that in the event of insufficiency of funds/shortfall in debt servicing of the Rupee Facility and the Working Capital Facility, the lenders/lender's agent shall utilise the amounts available in their surplus account to meet such shortfall to ensure debt servicing by the due date. As a result, the cash flow gets comfort with respect to diversification of assets in terms of location, modules suppliers as well as off-takers. On a combined basis, the coverage indicators are comfortable.

- **Operational track record for more than three years**

The 25-MW solar plant under AOSPPL was commissioned in phases in June 2015 and has an operational track record of more than three years. The project achieved PLF of ~20.93 percent and has generated ~ 45773080 of units in FY2018 as against 46440862 units in FY2017 with average PLF of 21.24 percent in the same year. PLF was broadly in line with envisaged level. In order to further maintain the generation levels and further degradation in PLF, the company is planning to repower its plant by installing additional modules over the near to medium term.

- **Average financial risk profile**

The financial risk profile of ARSPPL and AOSPPL on a consolidated basis is average marked by tangible net worth of Rs.115.87 crore (includes unsecured loans to the tune of Rs.22.00 crore considered as quasi equity) as on 31 March, 2018 (Provisional) as against Rs.116.17 crore as on 31 March, 2017. The gearing (debt/equity) is high at 2.64 times as on 31 March, 2018 (Provisional) as against 4.10 times as on 31 March, 2017. The total debt of Rs.306.48 crore outstanding as on 31 March, 2018 (Provisional) comprises secured term loan of Rs.304.65 crore from the financial institution and Rs.1.82 crore as short term unsecured loans from the promoters. The interest coverage ratio stood at 1.69 times in FY2018 (Provisional) as against 1.45 times in FY2017 and debt service coverage ratio stood at 0.28 times in FY2018 (Provisional) as against 1.18 times in FY2017. The net cash accruals stood healthy at Rs.23.21 crore in FY2018 (Provisional) as against Rs.15.65 crore in FY2017.

## **Weaknesses**

- **Susceptibility of operating performance to technology risk**

The solar radiation levels in the plant location and degradation of PV modules impact the power generation ability of the plant. In the event of faster than expected degradation, the generation of power could be impacted, thus affecting the revenues and cash flows of AOSPPL.

- **Exposure to regulatory risk and changes in the credit profile of GRIDCO Limited**

The company is exposed to regulatory risks associated with tariff rates and changes in government policies for solar plants. Further, any change in terms of PPA due to events such as renegotiation of rates by GRIDCO will have an impact on the profitability and debt servicing metrics of the company. Secondly, AOSPPL is exposed to changes in the credit profile of GRIDCO as AOSPPL has entered into a PPA with GRIDCO for 25 long years. GRIDCO is a 100 percent holding of the Government of Odisha. Any sharp decline in the credit profile of GRIDCO could impact its ability to meet the operational or financial commitments, which in turn could impact the cashflows of players like AOSPPL who are significantly exposed to GRIDCO. Hence, any major change in the credit profile of GRIDCO will remain the key rating sensitivity.

## **Outlook: Stable**

Acuité believes that AOSPPL will maintain a 'Stable' outlook over the near to medium term on account of its long term PPA with GRIDCO Limited. The outlook may be revised to 'Positive' if the plant is able to achieve high plant load factor resulting in improved debt protection indicators. Conversely, the outlook may be revised to 'Negative' if the company achieves significantly lower than expected cash accruals due to events like reduction in tariffs or lower output of units. Also, any further debt funded capex will entail a Negative outlook.

### About the Rated Entity - Key Financials (Consolidated)

|                               | Unit    | FY18 (Provisional) | FY17 (Actual) | FY16 (Actual) |
|-------------------------------|---------|--------------------|---------------|---------------|
| Operating Income              | Rs. Cr. | 62.13              | 62.00         | 29.17         |
| EBITDA                        | Rs. Cr. | 56.85              | 51.76         | 28.37         |
| PAT                           | Rs. Cr. | -0.29              | -7.71         | -2.32         |
| EBITDA Margin                 | (%)     | 91.50              | 83.48         | 97.27         |
| PAT Margin                    | (%)     | -0.47              | -12.44        | -7.94         |
| ROCE                          | (%)     | 6.64               | 6.86          | 12.88         |
| Total Debt/Tangible Net Worth | Times   | 2.64               | 4.10          | 1.66          |
| PBDIT/Interest                | Times   | 1.69               | 1.45          | 1.34          |
| Total Debt/PBDIT              | Times   | 5.37               | 9.01          | 5.93          |
| Gross Current Assets (Days)   | Days    | 423                | 1274          | 184           |

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

None

### Any other information

None

### Applicable Criteria

- Default Recognition - <https://www.acuite.in/criteria-default.htm>
- Infrastructure Entities - <https://www.acuite.in/view-rating-criteria-14.htm>
- Financial Ratios And Adjustments - <https://www.acuite.in/view-rating-criteria-20.htm>
- Consolidation Of Companies - <https://www.acuite.in/view-rating-criteria-22.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. Cr.) | Ratings/Outlook   |
|------------------------|------------------|----------------|----------------|-----------------------------|-------------------|
| Term loans             | Not Applicable   | Not Applicable | Not Applicable | 166.00                      | ACUITE A / Stable |

### Contacts

| Analytical                                                                                                                                                    | Rating Desk                                                                                                                   |
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**About Acuité Ratings & Research:**

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