

## Press Release

Yalavarthi Rambabu

D-U-N-S® Number: 67-548-4833

March 28, 2019



### Rating Assigned

<b>Total Bank Facilities Rated*</b>	Rs. 10.00 Cr.
<b>Long Term Rating</b>	ACUITE BB / Outlook: Stable

\* Refer Annexure for details

### Rating Rationale

Acuité has assigned long-term rating of '**ACUITE BB**' (**read as ACUITE BB**) on the Rs. 10.00 crore bank facilities of YALAVARTHI RAMBABU. The outlook is '**Stable**'.

Yalavarthi Rambabu (YRB) is an Andhra Pradesh based Proprietorship firm established in 2009 is promoted by Mr. Y Ram Babu. It is engaged in construction of residential flats. Currently, the firm is developing a residential project of 1.03 lakh sq.ft. at Gudivada (Andhra Pradesh).

### Analytical Approach

Acuité has considered the standalone business and financial risk profile of YRB to arrive at this rating.

### Key Rating Drivers

#### Strengths

- **Experienced management**

The promoter and his family members possess more than a decade experience in the real estate sector. The promoter family has developed around 4.20 lakhs sq.ft. of commercial space and residential apartment units in a single decade in and around Gudivada (Andhra Pradesh). The firm has started a new residential project 'Ganesh Meadow' at Gudivada; the project comprise construction of 80 residential flats (two and three bed room units) with total salable area of 1,03,720 sq. ft. at a total project cost of Rs.19.21 crore. The project started in January 2018, and is expecting to be completed by January 2020. Acuité believes that the firm enjoys promoter's experience in timely completion of the project.

- **Moderate funding risk**

The construction of 80 residential flats (with saleable area of 1.03 lakh sq.ft.) is expected to cost about Rs.19.21 crore; the same is proposed to be funded through promoters' equity of Rs.4.91 crore (26 percent), debt of Rs.9.30 crore (48 percent) and advance from customers of Rs.5.00 crore (26 percent). As of February 2019, the promoters' have infused equity of Rs.4.91 crore, and drawn about Rs.3.50 crore from bank, besides advances from customers. Though the bookings are moderate, however the advances received are at modest level owing to the stage of the civil structures at about 60-70 per cent. Major collections are expected during H1FY2020 while the project construction inches towards moderate completion; the project is expected to be ready for handover by around last quarter of FY2020. The firm maintains an escrow account with the banks for credit of Rs.0.11 crore for every flat sold; which ensures dedicated utilisation of funds for the project. Acuité believes that undrawn balances from the banks, promoters' presence and financial flexibility, improving demand for the residential projects in and around Gudivada is expected to support in timely completion of the project.

#### Weaknesses

- **Inherent cyclicity in Real Estate sector**

The real estate industry in India is highly fragmented with most of the real estate developers having a city specific or region specific presence. The real estate sector is vulnerable to regulatory changes as

observed in the past one year with introduction of Goods and Services Tax (GST) and Real Estate Regulatory Authority (RERA) Act which have affected the sales velocity and collections of many incumbents to an extent. Further, the compliance costs for the company due to GST and RERA are expected to increase. The company remains exposed to inherent cyclical in the residential real estate industry. The risks associated with real estate industry are cyclical in nature in terms of drop in property prices partly attributed to piling up of high inventory of commercial and residential, economic downturns and building material availability issues, among others. Acuité believes that the company is exposed to the risk associated with this industry.

#### **Liquidity position**

Liquidity of the firm is moderate marked by sanction of bank lines, promoters' financial flexibility to infuse the funds. It has received sanction for term loan of Rs.9.3 crore, against which it has drawn about Rs.3.50 crore till February, 2019. Further, the promoters have brought in Rs.4.91 crore by way of promoter's contribution. The repayment of term loan to start from November 2020 payable over a period of 36 monthly installments is expected to support the liquidity. With the ESCROW account in place, the liquidity of the firm is expected to be moderate over the medium term.

#### **Outlook: Stable**

Acuité believes that YRB will maintain 'Stable' business risk profile over the medium term on the back of experienced promoter in the real estate industry. The outlook may be revised to 'Positive' in case of earlier-than-expected sale of the constructed area, and advances from customers resulting in adequate cash flows for early completion of the project. Conversely, the outlook may be revised to 'Negative' in case of less-than-expected bookings or lower-than-expected advances from the bookings resulting in delay in project completion and stretch in the liquidity.

#### **About the Rated Entity - Key Financials**

	Unit	FY18 (Actual)	FY17 (Actual)	FY16 (Actual)
Operating Income	Rs. Cr.	2.07	0.90	1.40
EBITDA	Rs. Cr.	0.28	0.31	0.24
PAT	Rs. Cr.	0.11	0.08	0.07
EBITDA Margin	(%)	13.77	34.35	16.87
PAT Margin	(%)	5.08	8.86	4.97
ROCE	(%)	23.51	13.66	22.16
Total Debt/Tangible Net Worth	Times	-1.01	0.00	0.00
PBDIT/Interest	Times	1.59	1.35	1.42
Total Debt/PBDIT	Times	5.49	7.76	9.02
Gross Current Assets (Days)	Days	2	186	57

#### **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>
- Real Estate Entities - <https://www.acuite.in/view-rating-criteria-41.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. Cr.)	Ratings/Outlook
Term loans	Not Applicable	Not Applicable	Not Applicable	10.00	ACUITE BB / Stable

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