

Press Release

Sendoz Impex Limited

August 02, 2022



Rating Assigned and Reaffirmed

Product	Quantum (Rs. Cr)	Long Term Rating	Short Term Rating
Bank Loan Ratings	23.26	ACUITE BBB Stable Assigned	-
Bank Loan Ratings	29.00	ACUITE BBB Stable Reaffirmed	-
Bank Loan Ratings	4.00	-	ACUITE A2 Assigned
Bank Loan Ratings	6.00	-	ACUITE A2 Reaffirmed
Total Outstanding Quantum (Rs. Cr)	62.26	-	-
Total Withdrawn Quantum (Rs. Cr)	0.00	-	-

Rating Rationale

Acuite has reaffirmed and assigned the long term rating of '**ACUITE BBB**' (read as **ACUITE triple B**) and also reaffirmed and assigned the short-term rating of '**ACUITE A2**' (read as **ACUITE A two**) on the Rs. 62.26 crore bank facilities of Sendoz Impex Limited (SIL). The outlook is '**Stable**'.

The rating is driven by the sustainable growth in the business risk profile of the group marked by satisfactory scale of operations and improved PAT margins. The financial risk profile has remained comfortable with gearing below unity and healthy debt coverage indicators on the back of consistent increase in the network and healthy cash accruals over the years. The rating also derives comfort from the adequate liquidity position of the group marked by unutilized lines of fund-based limits. The rating also factors in reputed client profile of the group supported by healthy and sustained volume growth in production coupled with increase in coal prices and increasing demand in the industry providing revenue visibility over the medium term. These strengths are however, partly offset by the working capital intensity in the operations and susceptibility to changing demand and pricing conditions.

About Company

SIL, incorporated in 1994 in Kolkata, is promoted by Mr. Laxman Poddar, Mr. Kishor Kumar Poddar, Mr. Siddharth Poddar and Mr. Anurag Poddar among others. The company is engaged in trading of domestic coal. Additionally SIL is also engaged in coal transportation and logistics services.

About the Group

Incorporated in 1999, Kolkata based SCPL, promoted by Mr. Kishor Kumar Poddar, Mr.

Siddharth Poddar and Mr. Anurag Poddar is primarily engaged in trading of coal apart from providing transportation, logistics and liaising work for companies with coal linkages.

Analytical Approach

Extent of Consolidation

- Full Consolidation

Rationale for Consolidation or Parent / Group / Govt. Support

The team has consolidated the business and financial risk profiles of Sendoz Commercial Private Limited (SCPL) and Sendoz Impex Limited (SIL) together referred to as the 'Sendoz Group' (SG). The consolidation is in view of the common management, strong operational linkages between the entities and similar line of business.

Key Rating Drivers

Strengths

Extensive experience of the promoters and established relationship with customers

Established in 1994, the group has been operational for more than two decades. The key promoter Mr. Laxman Poddar, have more than five decades of experience in the business. The long standing experience of the promoters and long track record of operations has helped them to establish comfortable relationships with key suppliers and reputed customers across the country. The clientele majorly consists of client having high credit worthiness and reputations in the market. Some of the key customers of Sendoz group are Dalmia Cement Limited, Maithan Power Limited to name a few. Acuité derives comfort from the long experience of the management and believes this will benefit the company going forward, resulting in steady growth in the scale of operations.

Significant improvement in scale of operation

The group had witnessed a sharp decline in scale of operation during FY21 due to disruption in operation due to pandemic outbreak. However, the top line improved significantly in FY22, as the group has achieved revenues of Rs.805.15 Cr in FY2022 (prov.) as compared to revenues of Rs. 270.75 Cr in FY2021, mainly driven by both improvement in volume and realizations. The growth in revenue is driven by high demand from end user industry like iron and steel, power cement etc. Acuité believes the scale of operation will improve further in medium term backed by increasing demand for coal in the domestic market. The EBITDA per tonne has been consistently increasing since FY2020. However, the EBITDA margin of the group moderated in FY22 to 6.75 per cent in FY2022 (provisional) as compared to 7.93 per cent in the previous year, due to high input prices and higher freight cost for transportation of coal, on account of volatility in diesel prices. The PAT margins stood at 3.41 per cent in FY2022 (provisional) as against 2.47 per cent as on FY2021. The ROCE levels stood at a comfortable level of about 24.68 per cent in FY2022 (provisional) as against 11.43 per cent in FY2021. Acuité believes that the stable market position and diversified clientele will mitigate the impact of decline, if any, in demand in any one sector. While coal trading volume will be supported by continued demand from the power sector, sustenance of the coal trading volumes will remain key monitorable.

Healthy financial risk profile

The group's average financial risk profile is marked by healthy network base, comfortable gearing and debt protection metrics. The tangible net worth of the group improved to Rs.155.47 crore as on March 31, 2022 (Provisional) from Rs.82.94 crore as on March 31, 2021 due to accretion of reserves. Acuité has considered unsecured loans to the tune of Rs.45.06 Cr as on March 31, 2022 (Provisional) as part of network as these loans are subordinated to bank debt. Gearing of the group also improved as it stood below unity at 0.54 as on March 31,

2022 (Provisional) as compared to 1.39 as on March 31, 2021. The promoters have extended significant financial support to the group, via unsecured loans to cover working capital and debt obligations. The Total outside Liabilities/Tangible Net Worth (TOL/TNW) stood at 1.81 times as on March 31, 2022 (Provisional) as against 3.46 times as on March 31, 2021. The comfortable debt protection metrics of the group is marked by Interest Coverage Ratio at 3.23 times as on March 31, 2022 (Provisional) and Debt Service Coverage Ratio at 1.96 times as on March 31, 2021. The surge in earnings in FY2022 supported by high demand and higher accruals led to further improvement in the credit metrics. Net Cash Accruals/Total Debt (NCA/TD) stood healthy at 0.34 times as on March 31, 2022 (Provisional). Acuité believes that going forward, the financial risk profile of the group will remain healthy with no major debt funded capex plans.

Weaknesses

Working capital intensive nature of operation

The working capital management of the group is marked by Gross Current Assets (GCA) of 187 days in 31st March 2022 (provisional) as compared to 467 days in 31st March 2021. The high level of GCA days is on account of high level of current assets due to significant advances given to suppliers. Further, the debtor period also stood high at 103 days as on 31st March 2022 (provisional) as compared to 259 days as on 31st March 2021. Due to crippling coal shortage and high demand, the revenues are significantly higher during Q3 and Q4 of FY22. Hence, the group was saddled with high debtor days leading to high working capital intensity during the financial year end. However, the inventory period stood comfortable at 20 days in 31st March 2022 (provisional) as compared to 55 days in 31st March 2021. Acuité believes that the working capital operations of the group will remain at same level given the nature of the industry over the medium term.

Volatility in coal prices and changes in regulatory policy

Business risk profile remains exposed to fluctuations in coal prices and the regulatory policy of the government. This has led to fluctuation in operating margins over the past decade.

Rating Sensitivities

- Ramp up in scale of operations while sustaining operating profitability
- Identifying new customers
- Reduction in debtors level

Material Covenants

None

Liquidity Position: Strong

The group's liquidity is strong marked by steady net cash accruals of Rs.28.84 Cr as on March 31, 2022 (provisional) as against long term debt repayment of Rs.6.32 Cr over the same period. The current ratio stood comfortable at 1.65 times as on March 31, 2022 (provisional) as compared to 1.52 times as on March 31, 2021. The fund based limit remained moderately utilized at 35 per cent over the six months ended April, 2022. The cash and bank balances of the group stood at Rs.2.38 Cr as on March 31, 2022 (provisional) as compared to Rs.3.71 Cr as on March 31, 2021. However, working capital management of the group is moderate marked by Gross Current Assets (GCA) of 199 days in 31st March 2022 (provisional) as compared to 485 days in 31st March 2021. Acuité believes that going forward the group will maintain adequate liquidity position due to steady accruals.

Outlook:

Acuité believes that the outlook of the group will remain 'Stable' over the medium term on account of sustainable growth in the financial performance of the group marked by satisfactory scale of operations and improved profitability margins coupled with comfortable capital structure and strong debt coverage indicators on the back of consistent increase in

the network and healthy cash accruals over the years. Conversely, the outlook may be revised in case of weakening of its business risk profile, lower coal offtake and deterioration in profitability margins thereby impacting the liquidity and debt protection indicators of the group.

Other Factors affecting Rating

None

Key Financials

Particulars	Unit	FY 22 (Provisional)	FY 21 (Actual)
Operating Income	Rs. Cr.	805.15	270.75
PAT	Rs. Cr.	27.48	6.68
PAT Margin	(%)	3.41	2.47
Total Debt/Tangible Net Worth	Times	0.54	1.39
PBDIT/Interest	Times	3.23	1.90

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

Not Applicable

Any Other Information

Not Applicable.

Applicable Criteria

- Application Of Financial Ratios And Adjustments: <https://www.acuite.in/view-rating-criteria-53.htm>
- Consolidation Of Companies: <https://www.acuite.in/view-rating-criteria-60.htm>
- Default Recognition: <https://www.acuite.in/view-rating-criteria-52.htm>
- Trading Entitle: <https://www.acuite.in/view-rating-criteria-61.htm>

Note on Complexity Levels of the Rated Instrument

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

Rating History

Date	Name of Instruments/Facilities	Term	Amount (Rs. Cr)	Rating/Outlook
08 Jul 2022	Cash Credit	Long Term	35.00	ACUITE BBB Stable (Reaffirmed)
30 Jun 2022	Cash Credit	Long Term	35.00	ACUITE BBB Stable (Upgraded from ACUITE BB)
28 Jul 2021	Bank Guarantee	Short Term	6.00	ACUITE A4+ (Issuer not co-operating*)
	Working Capital Demand Loan	Long Term	10.00	ACUITE BB (Downgraded and Issuer not co-operating*)
	Cash Credit	Long Term	19.00	ACUITE BB (Downgraded and Issuer not co-operating*)
28 Apr 2020	Bank Guarantee	Short Term	6.00	ACUITE A4+ (Downgraded and Issuer not co-operating*)
	Working Capital Demand Loan	Long Term	10.00	ACUITE BB+ (Downgraded and Issuer not co-operating*)
	Cash Credit	Long Term	19.00	ACUITE BB+ (Downgraded and Issuer not co-operating*)
03 Apr 2019	Working Capital Demand Loan	Long Term	10.00	ACUITE BBB- Stable (Assigned)
	Cash Credit	Long Term	19.00	ACUITE BBB- Stable (Assigned)
	Bank Guarantee	Short Term	6.00	ACUITE A3 (Assigned)

Annexure - Details of instruments rated

Lender's Name	ISIN	Facilities	Date Of Issuance	Coupon Rate	Maturity Date	Quantum (Rs. Cr.)	Rating
ICICI Bank Ltd	Not Applicable	Bank Guarantee (BLR)	Not Applicable	Not Applicable	Not Applicable	4.00	ACUITE A2 Assigned
State Bank of India	Not Applicable	Bank Guarantee/Letter of Guarantee	Not Applicable	Not Applicable	Not Applicable	6.00	ACUITE A2 Reaffirmed
State Bank of India	Not Applicable	Cash Credit	Not Applicable	Not Applicable	Not Applicable	19.00	ACUITE BBB Stable Reaffirmed
ICICI Bank Ltd	Not Applicable	Cash Credit	Not Applicable	Not Applicable	Not Applicable	10.00	ACUITE BBB Stable Reaffirmed
Bandhan Bank	Not Applicable	Cash Credit	Not Applicable	Not Applicable	Not Applicable	10.00	ACUITE BBB Stable Assigned
Bandhan Bank	Not Applicable	Covid Emergency Line.	Not Applicable	Not Applicable	Not Applicable	2.80	ACUITE BBB Stable Assigned
State Bank of India	Not Applicable	Covid Emergency Line.	Not Applicable	Not Applicable	Not Applicable	5.07	ACUITE BBB Stable Assigned
ICICI Bank Ltd	Not Applicable	Covid Emergency Line.	Not Applicable	Not Applicable	Not Applicable	1.78	ACUITE BBB Stable Assigned
Not Applicable	Not Applicable	Proposed Long Term Bank Facility	Not Applicable	Not Applicable	Not Applicable	0.67	ACUITE BBB Stable Assigned
Bandhan Bank	Not Applicable	Term Loan	Not available	Not available	Not available	2.94	ACUITE BBB Stable Assigned

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About Acuité Ratings & Research

Acuité is a full-service Credit Rating Agency registered with the Securities & 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. Acuité has assigned 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 Kanjurmarg, Mumbai.

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