

**Press Release**  
**Borkar Packaging Private Limited**

September 07, 2021



**Rating Reaffirmed Withdrawn, & Assigned**

<b>Total Facilities Rated*</b>	Rs.20.00 crore
<b>Long Term Rating</b>	Provisional ACUITE BBB- (Withdrawn)
<b>Total Facilities Rated*</b>	Rs.195.00 crore
<b>Long Term Rating</b>	ACUITE BBB-/Outlook: Stable (Reaffirmed & Assigned)
<b>Short Term Rating</b>	ACUITE A3 (Reaffirmed)

\* Refer Annexure for details

**Rating Rationale**

Acuité has reaffirmed the long term rating of '**ACUITE BBB-**' (**read as ACUITE triple B minus**) and the short term rating of '**ACUITE A3**' (**read as ACUITE A three**) to the Rs.192.29 crore bank facilities of Borkar Packaging Private Limited (BPPL). The outlook is '**Stable**'.

Further, Acuité has assigned the long-term rating of '**ACUITE BBB-**' (**read as ACUITE triple B minus**) to the Rs.2.71 crore bank facilities of Borkar Packaging Private Limited (BPPL). The outlook is '**Stable**'.

Acuité has withdrawn the long-term rating of '**Provisional ACUITE BBB-**' (**read as Provisional ACUITE triple B minus**) to the Rs.20.00 crore Proposed Non-Convertible Debentures of Borkar Packaging Private Limited (BPPL).

The rating is withdrawn on account of request received from the client as per Acuité's policy on withdrawal of ratings.

**Rationale for reaffirmation of rating**

The rating reaffirmation on the bank facilities of the company factors in the well-established track record of operations with experienced management and augmentation in business risk profile of the company marked by growth in revenues and profitability despite the onset of the covid-19 pandemic. The rating also factors in the well geographic presence of the group across the country with reputed clientele. However, these strengths of the company are partially offset by marginal deterioration in financial risk profile of the company owing to higher interest outgo and working capital intensive nature of operations.

**About the company**

Goa based Borkar Packaging Private Limited (BPPL) incorporated in 1994 is the flagship company of the Borkar Group and manufacturers printed cartons for FMCG, Food & Beverage, Pharmaceuticals and Liquor industries. The company has four state of the art manufacturing plants at Goa, Nalagarh (HP), Daman and Kolkata providing access to PAN India customers. The company is currently spearheaded by Mr. Amol Borker and Mr. Nikhil Borker guided under the leadership of Mr. Vinay Borker and Mr. Deepak Boker and has more than 3 decades of strong relationship with large MNCs like HUL, Nestle, P & G, Mondelez, Colgate Palmolive, Diageo, Pernod Recard, Abbott, etc. The company also has a wholly owned subsidiary Universal Cartons Solutions Pvt. Ltd. which has one manufacturing plant at Nalagarh (HP).

**About the Group**

Borkar Group was established in the year 1910 with retail stores and over decades has evolved as a business conglomerate with business interest in various sectors such as Packaging, Retail, Real Estate and Financial Consultancy. The group ventured into printing & packaging business in 1984 under the company (Borkar Industries) and later it was amalgamated into Borkar Packaging Private Limited. Borkar group acquired Universal Carton Solutions Private Limited (UCSPL) in March 2015.

Universal Carton Solutions Private Limited (UCSPL) was incorporated on August 04, 1995 and is involved in the same line of business as BPPL such as printing of cartons, labels, aluminum foils and others packaging materials by way of art printing and color printing. The company has its own manufacturing unit located at

Nalagarh, Himachal Pradesh.

### **Analytical Approach**

Acuité has consolidated the business and financial risk profiles of Borkar Packaging Private Limited (BPPL) and its wholly own subsidiary Universal Carton Solutions Private Limited (UCSPL) together referred to as the 'Borkar Group' (BG). The consolidation is in view of the common management, same line of business and financial synergies between these entities. Extent of Consolidation: Full.

### **Key Rating Drivers**

#### **Strengths**

- Experienced Management with established track record of operations**

The Borkar Group was established in the year 1910 by late Mr. Shripad Borkar, thus having an established brand position for over a century. Later in 1994, the third generation of the Borkar family diversified its core competency business by establishing its flagship company BPPL. The operations of the group are currently managed by Mr. Vinay P. Borkar, Mr. Deepak P. Borkar, Mr. Nikhil A. Borkar and Mr. Amol A. Borkar. The promoters of the group have an experience of over three decades in the aforementioned line of business. The promoters are supported by experienced and qualified second line of management. The long track record of operations of over 100 years coupled with experience of management have helped the group to forge healthy relationships with reputed clients and suppliers.

Acuité believes that BG will sustain its existing business profile on the back of established track record of operations, experienced management and reputed clientele base.

- Well diversified geographical operations along with reputed clientele**

The Borkar Group caters to various industries such as FMCG, Liquor, pharmaceutical to name a few. The group caters around 55 percent of its business to FMCG industry and 20-25 percent to the Liquor industry. The group caters to reputed players such as Hindustan Unilever Ltd., Nestle India Ltd., Reckitt Benckiser (India) Pvt. Ltd., United Spirits Ltd. to name a few with more than three decades of relationship. The group has set up various manufacturing plants located across different locations such as Goa, Daman, Himachal Pradesh and Kolkata. Going ahead, Acuité believes the business profile of the group will significantly improve on account of presence in diversifies locations along with reputed clientele base.

- Augmentation business risk profile**

The consolidated operating income of the group stood at Rs.438.42 Cr. in FY2021 (Provisional) from Rs.429.07 Cr. in FY2020 reflecting a marginal YoY growth of 2 percent. Despite the disruptions in demand with the onset of the covid-19 pandemic in Q1FY2021, the group witnessed a sharp recovery in demand from cities like Goa and Kolkata in H2FY2021 reflecting growth in consolidated revenue of the group in FY2021. The profitability of the group also improved marked by improvement in EBITDA margin from 8.72% percent in FY2020 to 10.19 percent in FY2021 (Provisional) majorly on account of reduction in raw material costs and other expenses owing to costs reduction initiatives taken by the management of the group. Furthermore, the net profit margin of the group also improved marginally to 0.80 percent in FY2021 (Provisional) as against 0.64 percent in FY2020.

Acuité believes that the growth in revenue and sustenance of its profitability margins are expected to support the overall growth of the group.

#### **Weaknesses**

- Moderate financial risk profile**

The financial risk profile of the group is moderate marked by moderate net worth, debt protection metrics and debt coverage indicators. The net worth of group stood at Rs.173.02 Cr. (includes quasi equity of Rs.32.21 Cr.) as on 31 March, 2021 (Provisional) as against Rs.173.31 Cr. (includes Rs.36.00 Cr. of quasi equity) as on 31 March, 2020. The gearing (debt-equity) stood at 1.24 times as on 31 March, 2021 (Provisional) as against 1.27 times as on 31 March, 2020. The total debt outstanding as on 31 March 2021 (Provisional) has decreased to Rs.214.97 Cr. compared to Rs.219.25 Cr. previous year. The coverage indicators stood moderate marked by deterioration in Interest Coverage Ratio (ICR) to 1.50 times for FY2021 (Provisional) as against 1.62 times for FY2020. The NCA/TD (Net Cash Accruals to Total Debt) ratio remain same at 0.07 times in FY2021 (Provisional) and Debt to EBITDA improved yet stood high at 4.49 times in FY2021 (Provisional) as against 5.35 times in FY2020. Further, the DSCR marginally deteriorated and stood low at 0.95 times for FY2021 (Provisional) as against 0.98 times for FY2020. Further, TOL/TNW stood at 1.54 times as on 31 March 2021 (Provisional). However, financial risk is partially offset by group's liquid investments in fixed deposits to

the tune of Rs.44.59 Cr. as on 31 March, 2021 (Provisional) as against Rs.42.23 Cr. same period last year for any future capex or in case of any short-term liquidity stress.

Acuité believes that the financial risk profile of the company is expected to remain moderate over the near to medium term on account of moderate cash accruals and absence of any significant debt-funded capex.

#### • **Working capital intensive operations**

The operations of the group are working capital intensive in nature marked by high Gross Current Assets (GCA) of 203 days for FY2021 (Provisional). However, the GCA of the group in FY2021 (Provisional) has marginally improved as compared to the GCA of 213 days for FY2020. These high GCA days was mostly driven by high inventory holding period of 110 days for FY2021 as against 107 days same period last year. However, the debtor's days moderately decreased to 69 days for FY2021 (Provisional) from 72 days for FY2020. High GCA days has led to higher reliance over external borrowings marked by average bank limit utilization of ~90 percent for the last six months ended July, 2021.

Acuité believes that the company's ability to maintain its working capital efficiently will remain a key rating sensitivity.

#### **Rating Sensitivities**

- Improvement in scale of operations and profitability
- Any further deterioration in the working capital cycle leading to deterioration in financial risk profile and liquidity position

#### **Material Covenants**

None

#### **Liquidity position: Adequate**

The group has adequate liquidity marked by adequate net cash accruals to its maturing debt obligations. The group generated cash accruals of Rs.14.80 Cr. for FY2021 (Provisional) while its maturing debt obligations were Rs.11.07 Cr. for the same period. However, the group has working capital intensive operations as marked by high GCA days of 203 days as on 31 March, FY2021 (Provisional) which has led to high bank limit utilization ~90 percent for last six months ended June, 2021. The group maintains unencumbered cash and bank balances of Rs.0.42 Cr. and also has liquid investments in form of bank deposits of Rs.44.59 Cr. as on 31, March, 2021 (Provisional). The current ratio stood at 1.54 times as on 31 March, 2021 (Provisional). Acuité believes that the liquidity of the group is likely to remain adequate over the medium term on account of healthy cash accruals to its maturing debt obligation.

#### **Outlook: Stable**

Acuité believes that the group will maintain a 'Stable' outlook over the medium term on the back of its established track record of operations, experienced management and reputed clientele. The outlook may be revised to 'Positive' in case the group registers higher-than-expected growth in its revenues and profitability while maintaining its liquidity position. Conversely, the outlook may be revised to 'Negative' in case of any further deterioration in the group's financial risk profile or significant elongation in working capital cycle.

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

	Unit	FY21 (Provisional)	FY20 (Actual)
Operating Income	Rs. Cr.	438.42	429.07
PAT	Rs. Cr.	3.50	2.74
PAT Margin	(%)	0.80	0.64
Total Debt/Tangible Net Worth	Times	1.24	1.27
PBDIT/Interest	Times	1.50	1.62

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

CRISIL ratings via its press release on 26 May 2020 had denoted the rating of Borkar Packaging Private Limited as 'CRISIL BB+/Stable/CRISIL A4+; ISSUER NOT COOPERATING' on account of lack of adequate information required for monitoring of ratings.

**Any other information**

None

**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>
- Consolidation Of Companies - <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)**

Date	Name of the Facilities	Term	Size of the issue (Rs. Crore)	Ratings/Outlook
November 03, 2020	Proposed Non-convertible Debenture	Long Term	20.00	Provisional ACUITE BBB-/Stable (Assigned)
	Cash Credit	Long Term	30.00	ACUITE BBB-/Stable (Assigned)
	Cash Credit	Long Term	23.50	ACUITE BBB-/Stable (Assigned)
	Cash Credit	Long Term	5.00	ACUITE BBB-/Stable (Assigned)
	Cash Credit	Long Term	5.00	ACUITE BBB-/Stable (Assigned)
	Term Loan	Long Term	47.91	ACUITE BBB-/Stable (Assigned)
	Term Loan	Long Term	2.76	ACUITE BBB-/Stable (Assigned)
	Term Loan	Long Term	5.04	ACUITE BBB-/Stable (Assigned)
	Term Loan	Long Term	40.24	ACUITE BBB-/Stable (Assigned)
	Term Loan	Long Term	2.05	ACUITE BBB-/Stable (Assigned)
	Letter of Credit	Short Term	15.00	ACUITE A3 (Assigned)
	Letter of Credit	Short Term	18.50	ACUITE A3 (Assigned)

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

Lender Name	Name of the Facilities	Date of Issuance	Coupon Rate	Maturity Date	Size of the issue (Rs. Crore)	Ratings/Outlook
Not Applicable	Proposed Non-convertible Debenture	Not Applicable	Not Applicable	Not Applicable	20.00	Provisional ACUITE BBB- (Withdrawn)
Saraswat Bank	Cash Credit	Not Applicable	Not Applicable	Not Applicable	32.50	ACUITE BBB-/Stable (Reaffirmed)
SVC Bank	Cash Credit	Not Applicable	Not Applicable	Not Applicable	26.00	ACUITE BBB-/Stable (Reaffirmed)
NKGSB Co. Bank	Cash Credit	Not Applicable	Not Applicable	Not Applicable	5.00	ACUITE BBB-/Stable (Reaffirmed)
Aditya Birla Finance Limited	Cash Credit	Not Applicable	Not Applicable	Not Applicable	5.00	ACUITE BBB-/Stable (Reaffirmed)

Saraswat Bank	Term Loan	Aug, 2017	9.50%	Aug, 2024	42.10	ACUITE BBB-/Stable (Reaffirmed)
SVC Bank	Term Loan	Jan, 2016	9.50%	Dec, 2022	2.76	ACUITE BBB-/Stable (Reaffirmed)
NKGSB Co. Bank	Term Loan	Sep, 2017	9.50%	Sep, 2023	4.55	ACUITE BBB-/Stable (Reaffirmed)
Aditya Birla Finance Limited	Term Loan	Jun, 2017	11.00%	Jun, 2027	40.24	ACUITE BBB-/Stable (Reaffirmed)
HDFC Bank	Term Loan	Mar, 2018	9.50%	Mar, 2023	0.64	ACUITE BBB-/Stable (Reaffirmed)
Not Applicable	Proposed Bank Facility	Not Applicable	Not Applicable	Not Applicable	2.71	ACUITE BBB-/Stable (Assigned)
Saraswat Bank	Letter of Credit	Not Applicable	Not Applicable	Not Applicable	15.00	ACUITE A3 (Reaffirmed)
SVC Bank	Letter of Credit	Not Applicable	Not Applicable	Not Applicable	18.50	ACUITE A3 (Reaffirmed)

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### About Acuité Ratings & Research:

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