

## Press Release

### Chalice Real Estate LLP

August 19, 2022



### Rating Assigned and Reaffirmed

Product	Quantum (Rs. Cr)	Long Term Rating	Short Term Rating
Bank Loan Ratings	0.40	-	ACUITE A3+   Reaffirmed
Bank Loan Ratings	115.76	ACUITE BBB   Stable   Reaffirmed	-
Bank Loan Ratings	15.50	-	ACUITE A3+   Assigned
Bank Loan Ratings	80.00	ACUITE BBB   Stable   Assigned	-
<b>Total Outstanding Quantum (Rs. Cr)</b>	211.66	-	-
<b>Total Withdrawn Quantum (Rs. Cr)</b>	0.00	-	-

### Rating Rationale

Acuite has reaffirmed & assigned the long term rating of '**ACUITE BBB**' (read as ACUITE triple B) and the short term rating of '**ACUITE A3+**' (read as ACUITE A Three plus) on the Rs. 211.66 Cr bank facilities of Chalice Real estate LLP. The outlook is '**Stable**'.

The rating reflects strong recovery in retail sales witnessed across malls from Q2 FY22 post reopening after the second wave of the pandemic. The rating continues to reflect the Beekay group's established position in Ranchi, supported by established track record of the management in the real estate sector and the diversified revenue profile. These strengths are partially offset by exposure to project risks because of significant expansion plans, skewed debt amortization schedule impacting near term coverage ratios, volatility in occupancy, and vulnerability to cyclical in the real estate sector.

### About Company

Established in 2015, Chalice Real Estate LLP (CREL) is engaged in carrying out the business of development and construction of residential and commercial projects. Currently, the firm is headed by Mr. B.K. Agrawala and Mrs. Anushri Agrawala. The firm is constructing and developing a multiplex cum shopping mall "Nucleus City" in Ranchi which will be constructed in 6.83 acres of land with total built up area of 7.13 lakh square feet. The mall will become operational from April 2023; execution got delayed due to Covid. At present the firm has been able to formally enter into an agreement with Shoppers Stop and Inox Leisure Limited to set up their store in proposed Mall. In addition to this, four other reputed brands, namely Pantaloons, Indian Terrain, Skechers and Supper 99 have entered into an agreement with Chalice to set up their store in the mall. It had also started a residential project, which will be constructed on 2.67 acre of land (spread across 4 residential towers of 2 basement + G + 13 structures).

## About the Group

Incorporated in 2011, Adarsh Heights Private Limited (AHPL) is engaged in carrying out the business of development and construction of residential and commercial projects. Currently, the company is headed by Mr. B.K. Agrawala and Mrs. Anushri Agrawala. The company developed a multiplex cum shopping mall "Nucleus Mall" in Ranchi in 2017 which is spread across 1.59 acres of land with total built up area of 3.50 lakh square feet. The mall is fully occupied with reputed tenants, namely Big Bazaar, Reliance Trendz, Shoppers Stop, Allen Solly, Ritu Kumar, KFC and restaurants of Specialty group, and PVR is running the multiplex.

Arrowline Realestate Private Limited (ARPL) incorporated in July, 2012 is engaged in setting up a Shopping Complex cum Hotel known as Nucleus Heights on 1.07 acre land at Kanke Road, Ranchi. The project consists of retail mall, /spaces (ground to third floor) along with a star category hotel (fourth to tenth floor) to be known as Courtyard "a brand owned by Marriott".

## Analytical Approach

### Extent of Consolidation

- Full Consolidation

### Rationale for Consolidation or Parent / Group / Govt. Support

For arriving at this rating, Acuité has revised the approach to include Arrowline Realestate Private Limited (ARPL) into the 'Beekay Group' as Adarsh Heights Private Limited has 67.57 per cent stake in Arrowline Realestate Private Limited (ARPL). Hence, Acuité has now consolidated the business and financial risk profiles of Adarsh Heights Private Limited (AHPL), Chalice Real Estate LLP (CREL) and Arrowline Realestate Private Limited (ARPL) together referred to as the 'Beekay Group' (BG). The consolidation is in view of common management, similar line of business and strong operational linkages between the entities and cash flow fungibility.

## Key Rating Drivers

### Strengths

#### Experienced management

The promoter of the group Mr. B.K. Agrawala has 25 years of experience and Mrs. Anushri Agrawala has 15 years of experience in the real estate business. The extensive experience of the promoters is reflected through the long-term lease agreements with its reputed tenants. The long-term lease agreements ensure stable and timely rental income during the lease period. Acuité believes that the group will continue to benefit from its experienced management and long-term lease agreements with its reputed clientele.

#### Steady revenue stream from reputed clientele

The group achieved revenues of Rs. 45.28 Cr. in FY2022 (prov) as compared to Rs. 28.16 Cr. in FY2021. While the pandemic and consequent closure of malls have impacted performance, the recovery has been steady post reopening. After closure of malls in April 2021 due to the second wave, malls gradually reopened from June 2021 albeit with restrictions. The "Nucleus mall" is fully occupied with reputed tenants namely, Big Bazaar, Reliance Trendz, Shoppers Stop, Allen Solly, Ritu Kumar, KFC, PVR, among others. The mall has signed lease agreements for 9-19 years with minimum 1-5 years lock in period and price escalation after every three years. Moreover, the "Nucleus Heights Mall" is already operational since April 2022 and it has tied up with reputed brands like Shopper's Stop, KFC, Pizza Hut, The Dugout, Ocean Spa, PUMA. In addition to this, the management has been able to formally enter into an agreement with Shoppers Stop, Inox Leisure Limited, Pantaloons, Indian Terrain, Sketchers and Supper 99 have entered into an agreement with Chalice to set up their store inside the "Nucleus City" mall. The "Nucleus City" mall is expected to become operational from April 2023. Acuité believes that the revenue profile is expected to be stable backed by confirmed lease agreements with reputed clientele.

## Locational advantage

“Nucleus Mall” has the locational advantage, as it is located at Circular Road, Ranchi at the heart of the city and is surrounded by affluent residential colonies. The mall is around 4 kms from Ranchi Railway station and 8 kms from the airport. The close proximity of railway station and airport will help in attracting a lot of business travelers. The proposed shopping mall, “Nucleus City” will be located at Gymkhana Road, Ranchi at the heart of the city and is surrounded by affluent residential colonies. It's the first ever project in the vicinity and is expected to draw huge customers. The site is around 7 Kms from Ranchi Railway station and 13 kms from the airport. Various infrastructure facilities such as power, water telecommunication are also easily available in the area. Further, labors both skilled and unskilled are abundantly available from surrounding areas.

### **Weaknesses**

#### **Moderate financial risk profile**

The group's moderate financial risk profile is marked by modest network, high gearing and moderate debt protection metrics. The tangible net worth of the group increased to Rs.136.92 Cr as on March 31, 2022 (Prov) from Rs.118.01 Cr as on March 31, 2021. Gearing of the group stood high at 3.14 times as on March 31, 2022 (Prov) as against 2.20 times as on March 31, 2021. Bank debt has increased during FY22, with the incremental debt primarily comprising LRD loans, but the debt is substantially backed by highly stable rent-generating assets. Acuité believes the steady lease rentals from the commercial portfolio and good saleability in residential projects shall help in maintaining healthy financial risk profile characterized by a modest debt service coverage ratio in the near term.

#### **Volatility to occupancy and vulnerability to cyclicity in the real estate sector**

Rental collection, the key source of revenue, is exposed to volatility because of economic downturns, thereby impacting the tenant's business risk profile and hence occupancy and rental rates. In contrast, cash outflow such as debt obligation, is relatively fixed. The mall operations were suspended in both fiscals 2020 and 2021 due to the first and second waves of the pandemic, thereby significantly reducing cash flows. Furthermore, the ability of the group to renew agreements that are coming up for renewal, at pre-pandemic terms, especially considering the pandemic, will remain a key monitorable. This is offset by conclusion of negotiations of rentals with majority of tenants in retail profile. Although cash flow and liquidity buffer will be able to absorb the impact of fluctuations in occupancy and interest rate to some extent, they remain rating sensitivity factors.

### **Rating Sensitivities**

- Stabilization of operations, leading to improvement in EBITDA
- Improvement in near term debt service coverage ratios well above 1 time and maintenance of healthy liquidity position
- Timely execution and scaling up of projects

### **Material Covenants**

None

### **Liquidity Position: Adequate**

The group's adequate liquidity position is expected to support debt servicing as well as capex in the near-to-medium term on account of presence of escrow accounts and significant customer advances from sale of residential units to ensure timely repayment. The group avails part of the debt in the form of LRD funding rather than conventional term loans, which helps manage cash flow better and results in lower interest outflow. The loans availed have cross-collateralization clauses and a well-defined waterfall mechanism, due to which the surplus available in any of the rated entities post debt servicing and operational funding requirements, would first be utilized towards meeting any debt servicing shortfalls in any of the other rated entities. The current ratio stood moderate at 1.15 times as on March 31, 2022 (Prov) as compared to 1.48 times as on March 31, 2021. The group has availed loan moratorium. The cash and bank balances of the group stood at Rs.1.91 Cr as on March 31, 2021 as compared to Rs.0.97 Cr as on March 31, 2020. Acuité notes that liquidity of the group is supplemented by strong refinancing ability as well as the ability to raise additional lease

rental discounting loans, if required.

### Outlook: Stable

Acuité believes that the outlook on Beekay Group (BG) will remain 'Stable' over the medium term on account of experienced management, steady cash flows from lease rentals, strong counterparties and the presence of escrow mechanisms for loan from bank. The outlook may be revised to 'Positive' in case of a sharp increase in the DSCR due to better-than-expected lease rentals. The outlook may be revised to 'Negative' if a significant dip in the lease rentals or re-negotiations leading to lower cash flows impacting the debt protection metrics or unexpected termination of existing leases or substantial debt-funded capital expenditure or higher than expected impact on rentals and occupancies on account of COVID19 or any significant investments to other group entities.

### Other Factors affecting Rating

Not Applicable

### Key Financials

Particulars	Unit	FY 22 (Provisional)	FY 21 (Actual)
Operating Income	Rs. Cr.	45.28	28.16
PAT	Rs. Cr.	13.91	4.38
PAT Margin	(%)	30.73	15.56
Total Debt/Tangible Net Worth	Times	3.14	2.20
PBDIT/Interest	Times	1.95	1.69

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

Not Applicable

### Any Other Information

None

### 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>
- Infrastructure Sector: <https://www.acuite.in/view-rating-criteria-51.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
18 Apr 2022	Proposed Bank Facility	Long Term	0.76	ACUITE BBB   Stable (Reaffirmed)
	Term Loan	Long Term	50.00	ACUITE BBB   Stable (Reaffirmed)
	Bank Guarantee	Short Term	0.40	ACUITE A3+ (Reaffirmed)
	Term Loan	Long Term	65.00	ACUITE BBB   Stable (Reaffirmed)
07 Apr 2022	Term Loan	Long Term	50.00	ACUITE BBB   Stable (Upgraded from ACUITE BBB-   Stable)
	Proposed Bank Facility	Long Term	0.76	ACUITE BBB   Stable (Upgraded from ACUITE BBB-   Stable)
	Term Loan	Long Term	65.00	ACUITE BBB   Stable (Upgraded from ACUITE BBB-   Stable)
	Bank Guarantee	Short Term	0.40	ACUITE A3+ (Upgraded from ACUITE A3)
05 Mar 2021	Term Loan	Long Term	65.00	ACUITE BBB-   Stable (Assigned)
	Term Loan	Long Term	50.00	ACUITE BBB-   Stable (Assigned)
	Proposed Bank Facility	Long Term	0.76	ACUITE BBB-   Stable (Assigned)
	Bank Guarantee	Short Term	0.40	ACUITE A3 (Assigned)

## Annexure - Details of instruments rated

Lender's Name	ISIN	Facilities	Date Of Issuance	Coupon Rate	Maturity Date	Quantum (Rs. Cr.)	Rating
State Bank of India	Not Applicable	Bank Guarantee (BLR)	Not Applicable	Not Applicable	Not Applicable	0.40	ACUITE A3+   Reaffirmed
Not Applicable	Not Applicable	Proposed Bank Guarantee	Not Applicable	Not Applicable	Not Applicable	15.50	ACUITE A3+   Assigned
Not Applicable	Not Applicable	Proposed Long Term Bank Facility	Not Applicable	Not Applicable	Not Applicable	0.76	ACUITE BBB   Stable   Reaffirmed
Not Applicable	Not Applicable	Proposed Long Term Bank Facility	Not Applicable	Not Applicable	Not Applicable	80.00	ACUITE BBB   Stable   Assigned
State Bank of India	Not Applicable	Term Loan	Not available	Not available	Not available	50.00	ACUITE BBB   Stable   Reaffirmed
Union Bank of India	Not Applicable	Term Loan	Not available	Not available	Not available	65.00	ACUITE BBB   Stable   Reaffirmed

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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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