



Press Release
B N JEWELLERS INDIA PRIVATE LIMITED (ERSTWHILE B N JEWELLERS)
February 05, 2026
Rating Assigned and Reaffirmed

Product	Quantum (Rs. Cr)	Long Term Rating	Short Term Rating
Bank Loan Ratings	15.00	ACUITE BBB+ Stable Assigned	-
Bank Loan Ratings	105.00	ACUITE BBB+ Stable Reaffirmed	-
Total Outstanding Quantum (Rs. Cr)	120.00	-	-
Total Withdrawn Quantum (Rs. Cr)	0.00	-	-

Rating Rationale

Acuite has reaffirmed the long-term rating of '**ACUITE BBB+**' (read as **ACUITE Triple B Plus**) on the Rs. 105.00 Cr. bank facilities of B N Jewellers India Private Limited (BNJIPL) (Erstwhile B N Jewellers). The outlook is '**Stable**'.

Acuite has assigned the long-term rating of '**ACUITE BBB+**' (read as **ACUITE Triple B Plus**) on the Rs.15.00 Cr. bank facilities of B N Jewellers India Private Limited (BNJIPL) (Erstwhile B N Jewellers). The outlook is '**Stable**'.

Rationale for rating:

The rating reaffirmation reflects the company's established market presence backed by over three decades of operational vintage, along with stable operating performance demonstrated by Rs. 487 crore revenue in 9M FY26 despite sector-wide price volatility that has moderated demand, indicating sustained revenue resilience. Profitability remains stable, while the financial risk profile is comfortable, supported by improved net worth, low gearing, and healthy coverage indicators. Liquidity is adequate to meet long-term debt obligations, and the company continues to maintain comfortable collection efficiency. However, inventory management, price volatility, and any change in Govt. regulations will be key monitorable.

About the Company

Mumbai based B N Jewellers India Private Limited (BNJIPL) was established as a proprietorship in 1989 by Mr.Babulal Rawal. It was reconstituted as a partnership firm in the year 2004. The partnership firm was converted into a private limited company in May ,2021. Currently, the day-to-day operations of the entity are managed by Mr. Babulal Rawal and his son Mr. Nirmal Rawal. The company undertakes manufacturing of gold and platinum jewellery at its processing unit at Andheri in Mumbai (Maharashtra). The Company caters to both domestic (~85%) as well as export markets(~15%).

Unsupported Rating

Not Applicable

Analytical Approach

Acuite has considered the standalone view of the business and financial risk profile of BNJIPL

to arrive at the rating.

Strengths

Experienced management and long track record of operations

B N Jewellers, was established as a proprietorship firm in 1989 by Mr. Babulal Rawal. It was reconstituted as a partnership firm in the year 2004. Further, the partnership firm was converted into a private limited company on May 21, 2021. The company has an operational track record of over 3 decades in the industry. Mr. Babulal Rawal possesses extensive industry experience of around four decades. He is well supported by his son Mr. Nirmal Rawal who has been involved in the business for over two decades. The company deals with reputed jewellery retailers like Tanishq, Joyalukkas, Kalyan Jewellers, Titan, PNG, Malabar Gold, Senco Gold, Tribhovandas Bhimji Zaveri, Tara Jewels and others. The extensive experience coupled with long track record of operations has enabled the company to forge long term relations with customers and suppliers. Acuité believes that the experience of the management in the industry is likely to favourably impact the business risk profile of the company over the near to medium term.

Improvement in Scale of Operation:

BNJIPL reported revenue growth of approximately 20.55% in FY25, with total revenues increasing to Rs.747.56 crore from Rs.620.10 crore in FY24, driven by increased realizations for gold jewellery and increased demand for platinum and gold jewellery. Platinum jewellery remained the key contributor, accounting for around 68.72% of total revenue. During the nine months ended FY26, the Company recorded revenues of Rs.487.12 crore compared to Rs.519.99 crore in 9MFY25, reflecting a marginal decline due to sector-wide price volatility that has moderated demand. Despite an increase in revenue, the Company's operating profit margin fell to 7.95% in FY25 from 8.88% in FY24 due to GST payments related to earlier years and undervaluation of their closing inventory. PAT margin of the Company stood at 4.23% in FY 25 as against 4.41% in FY 24. Acuite believes that operating performance of the company will be broadly in line with FY 25 performance supported by a steady flow of regular orders and additional orders of approximately Rs.45 crore arising from the jewellery exhibition conducted in Goregaon.

Comfortable Financial Risk Profile:

The Company's financial risk profile is characterized by moderate net worth, low gearing, and comfortable debt protection metrics. Net worth rose to Rs.131.49 crore in FY25 from Rs.99.86 crore in FY24, supported by accretion to reserves and including Rs.35 crore of quasi equity subordinated to debt. Gearing improved to 0.78 times in FY25 from 1.02 times in FY24, while debt protection indicators remained strong with ICR at 5.15 times and DSCR at 3.58 times in FY 25. with TOL/TNW and Debt/EBITDA at 1.09 times and 1.70 times respectively in FY25. Although the Company availed a Rs.24.86-crore term loan for plot purchase during the year likely causing a marginal moderation in the risk profile Acuite believes overall financial strength to remain comfortable over the medium term.

Moderate Working capital Management:

BNJIPL's working capital cycle remains moderate, with GCA days at 114 day as of March 31, 2025, compared to 117 day in the previous year, primarily driven by high inventory levels, which is typical for the industry. Inventory days stood at 82 day in FY25 versus 79 day in FY24, with 80–85% order- backed stock, though buffer inventory is also maintained. Processing timelines vary, with handmade gold jewellery requiring 10–15 days, platinum jewellery 30–40 days, and customized pieces taking longer. Debtor days improved to 25 day in FY25 from 27 day in FY24, with payment terms ranging from ~15 days for large players to advance/partial payments depending on client relationships. Other current assets also stood at Rs.21.43 crore due to balances with revenue authorities, contributing to higher GCA days. Accounts payable days stood at 10 day in FY25 from 8 day in FY24, with most procurement on immediate payment basis and imports backed by bank guarantees. Acuite believes the company's working capital management to remain moderate over the medium term, aligned with the nature of its operations.

Weaknesses

Moderate Working capital Management:

BNJIPL's working capital cycle remains moderate, with GCA days at 114 day as of March 31, 2025, compared to 117 day in the previous year, primarily driven by high inventory levels, which is typical for the industry. Inventory days stood at 82 day in FY25 versus 79 day in FY24, with 80–85% order-backed stock, though buffer inventory is also maintained. Processing timelines vary, with handmade gold jewellery requiring 10–15 days, platinum jewellery 30–40 days, and customized pieces taking longer. Debtor days improved to 25 day in FY25 from 27 day in FY24, with payment terms ranging from ~15 days for large players to advance/partial payments depending on client relationships. Other current assets were also stood at Rs.21.43 crore due to balances with revenue authorities, contributing to higher GCA days. Accounts payable days increased slightly to 10 days in FY25 from 8 days in FY24, with most procurement on immediate payment basis and imports backed by bank guarantees. Acuite believes the company's working capital management to remain moderate over the medium term, aligned with the nature of its operations.

Exposed to regulatory risks and seasonality in demand

The domestic jewellery sector continues to remain exposed to the regulatory risks, which could have an adverse impact on the business. Restrictions on bullion imports, mandatory, imposition of GST and demonetisation are some regulatory developments that have impacted demand and supply in the past. Revenues and cash flows of the jewellery players are also exposed to seasonality in demand, based on the numbers of auspicious days, festivals, crop harvest etc. Acuite believes that changes in customer demand and regulations which may affect the gems and jewellery industry directly or indirectly will remain a key monitorable.

Rating Sensitivities

- Sustenance of Growth in revenue and profitability margins.
- Inventory Management
- Any deterioration in financial risk profile

Liquidity Position

Adequate

The company has adequate liquidity marked by adequate net cash accruals of Rs.37.67 crore as on March 31, 2025 as against Rs. 2.05 Cr. long term debt obligations over the same period. The current ratio of the company stood comfortable at 1.80 times in FY2025. The cash and bank balance stood at Rs.1.53Cr. for FY2025. The utilization of fund-based bank lines of credit remained high at ~85% for the six month ending as on Dec 25. The net cash accruals are expected to be in the range of Rs.35 to 40 cr. in the medium term against debt repayment of Rs.4 to 5 crore. Acuite believes that the liquidity of the company is likely to remain adequate over the medium term on account of comfortable cash accruals against long debt repayments over the medium term.

Outlook: Stable

Other Factors affecting Rating

None

Key Financials

Particulars	Unit	FY 25 (Actual)	FY 24 (Actual)
Operating Income	Rs. Cr.	747.56	620.10
PAT	Rs. Cr.	31.60	27.37
PAT Margin	(%)	4.23	4.41
Total Debt/Tangible Net Worth	Times	0.78	1.02
PBDIT/Interest	Times	5.15	5.03

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

Not Applicable

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>
- Application Of Financial Ratios And Adjustments: <https://www.acuite.in/view-rating-criteria-53.htm>

Note on complexity levels of the rated instrument

In order to inform the investors about complexity of instruments, Acuite has categorized such instruments in three levels: Simple, Complex and Highly Complex. Acuite's categorisation of the instruments across the three categories is based on factors like variability of the returns to the investors, uncertainty in cash flow patterns, number of counterparties and general understanding of the instrument by the market. It has to be understood that complexity is different from credit risk and even an instrument categorized as 'Simple' can carry high levels of risk. For more details, please refer Rating Criteria "Complexity Level Of Financial Instruments" on www.acuite.in.

Rating History

Date	Name of Instruments/Facilities	Term	Amount (Rs. Cr)	Rating/Outlook
02 Jun 2025	Cash Credit	Long Term	20.00	ACUITE BBB+ Stable (Assigned)
	Cash Credit	Long Term	40.00	ACUITE BBB+ Stable (Reaffirmed)
	Cash Credit	Long Term	45.00	ACUITE BBB+ Stable (Reaffirmed)
14 Mar 2024	Cash Credit	Long Term	45.00	ACUITE BBB+ Stable (Upgraded from ACUITE BBB Positive)
	Cash Credit	Long Term	40.00	ACUITE BBB+ Stable (Upgraded from ACUITE BBB Positive)

Annexure - Details of instruments rated

Lender's Name	ISIN	Facilities	Date Of Issuance	Coupon Rate	Maturity Date	Quantum (Rs. Cr.)	Complexity Level	Rating
H D F C Bank Limited	Not avl. / Not appl.	Cash Credit	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	65.00	Simple	ACUITE BBB+ Stable Reaffirmed
YES BANK LIMITED	Not avl. / Not appl.	Cash Credit	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	40.00	Simple	ACUITE BBB+ Stable Reaffirmed
YES BANK LIMITED	Not avl. / Not appl.	Cash Credit	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	15.00	Simple	ACUITE BBB+ Stable Assigned

Contacts

Mohit Jain Chief Analytical Officer-Rating Operations	Contact details exclusively for investors and lenders
Shreya Banerjee Analyst-Analytical Operations	Mob: +91 8591310146 Email ID: analyticalsupport@acuite.in

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.

Disclaimer: An Acuité rating does not constitute an audit of the rated entity and should not be treated as a recommendation or opinion that is intended to substitute for a financial adviser's or investor's independent assessment of whether to buy, sell or hold any security. Ratings assigned by Acuité are based on the data and information provided by the issuer and obtained from other reliable sources. Although reasonable care has been taken to ensure that the data and information is true, Acuité, in particular, makes no representation or warranty, expressed or implied with respect to the adequacy, accuracy or completeness of the information relied upon. Acuité is not responsible for any errors or omissions and especially states that it has no financial liability whatsoever for any direct, indirect or consequential loss of any kind, arising from the use of its ratings. Ratings assigned by Acuité are subject to a process of surveillance which may lead to a revision in ratings as and when the circumstances so warrant. Please visit our website (www.acuite.in) for the latest information on any instrument rated by Acuité. Please visit <https://www.acuite.in/faqs.htm> to refer FAQs on Credit Rating.

Note: None of the Directors on the Board of Acuité Ratings & Research Limited are members of any rating committee and therefore do not participate in discussions regarding the rating of any entity.