

# Rating Update

June 07, 2023 | Mumbai

# **Aarnav Fashions Limited**

## Update as on June 07, 2023

This update is provided in continuation of the rating rational below.

The key rating sensitivity factors for the rating include:

## **Upward factors**

- Stable operating profitability
- Improvement in the bank limit utilisation and interest coverage ratio rising above 2 times

#### **Downward factors**

- Decline in the cash accrual to debt obligation ratio to below 1.4 times
- Large, debt-funded capital expenditure

CRISIL Ratings has a policy of keeping its accepted ratings under constant and ongoing monitoring and review. Accordingly, CRISIL Ratings seeks regular updates from companies on the business and financial performance. CRISIL Ratings is, however, awaiting adequate information from Aarnav Fashions Limited (AFL; a part of the Aarnav group) which will enable us to carry out the rating review. CRISIL Ratings will continue provide updates on relevant developments from time to time on this credit.

CRISIL Ratings also identifies information availability risk as a key credit factor in the rating assessment as outlined in its criteria 'Information Availability Risk in Credit Ratings'.

## **About the Group**

AFL has proposed to merge Gopi Synthetics Ltd with other group companies (which are not rated by CRISIL Ratings), for which final approval from National Company Law Tribunal is pending. The company trades in fabrics.

Incorporated in 1984, GSPL is the flagship company of the Aarnav group. It processes (bleaching, dyeing, printing and finishing) fabrics such as suiting, shirting, dress material and dupattas and trades in grey fabrics. It also undertakes job work for other companies.

AIPL processes fabrics such as bedsheets and heavy suiting. The company has capacity to process cotton as well as polyester and blended fabrics and wider width cloth up to 120 inches. It was taken over by Mr Champalal Agarwal under a demerger scheme and given its current name. The demerger has been effective from April 2013 onwards.

ASPL was incorporated in February 2016 to size and weave cotton yarn; the unit was set up in two phases. Mr Champalal Agrawal and Mr Sandeep Agrawal are the promoters.



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# **Rating Rationale**

April 11, 2023 | Mumbai

# **Aarnay Fashions Limited**

## **Rating Action**

| Total Bank Loan Facilities Rated | Rs.155.56 Crore    |  |  |
|----------------------------------|--------------------|--|--|
| Long Term Rating                 | CRISIL BBB-/Stable |  |  |
| Short Term Rating                | CRISIL A3          |  |  |

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Refer to Annexure for Details of Instruments & Bank Facilities

## **Detailed Rationale**

CRISIL Ratings' ratings on the bank facilities of Aarnav Fashions Limited (AFL; a part of the Aarnav group) continue to reflect extensive experience of the promoters in the textile industry and locational benefit because of proximity to the textile-processing hub. These strengths are partially offset by large working capital requirement and exposure to intense competition.

## **Analytical Approach**

CRISIL Ratings has combined the business and financial risk profiles of Gopi Synthetics Private Limited (GSPL), Aarnav Industries Pvt Ltd (AIPL), AFL and Alpine Spinweave Pvt Ltd (ASPL) because of their operational and managerial linkages; the combined entity is referred as the Aarnav group.

Unsecured loan extended by the promoters and their family members has been treated as neither debt nor equity as the loan is subordinated to bank debt and is expected to remain in the business over the medium term.

Please refer Annexure - List of Entities Consolidated, which captures the list of entities considered and their analytical treatment of consolidation

# Key Rating Drivers & Detailed Description

## Strengths:

#### **Extensive experience of promoters**

The promoter, Mr Champalal G Agarwal, is the founder chairman of the entire group. He has more than four decades of experience in the textile business. Another director, Mr Sumit Agarwal, has around two decades of experience in marketing, finance and general administration. Expertise of the promoters, their strong understanding of market dynamics and healthy relations with customers and suppliers led to a well-established distribution network and strong credit risk profile of the group. Revenue group has been steady, driven by high-quality printing and finishing of cloth.

## Locational advantage

The manufacturing facilities are in Ahmedabad, which is a major textile processing hub in India. This leads to competitive advantage in terms of proximity to raw material, trained workforce, and marketing.

#### Weakness:

## Large working capital requirement

The working capital cycle is likely to remain stretched. Gross current assets (GCAs) were 265-270 days as on March 31, 2021, against historical levels of 200 days, driven by inventory and receivables of around 80 days and 155 days, respectively. The working capital is partially supported by payables of 90 days. GCAs were high due to increase in sales during the fourth quarter of fiscal 2022.

The group provides credit of around 90 days, but customers are able to stretch it on account of their long-term relationship. Inventory is usually 60-70 days owing to easy availability of raw material and strategic location of the plant.

Large working capital requirement and moderate credit from suppliers led to a moderately leveraged capital structure, as reflected in total outside liabilities to tangible networth ratio of 2 times as on March 31, 2022.

## **Exposure to intense competition**

The textile industry is largely unorganised, as indicated by the presence of several players with small capacities. Entry barriers are low because of limited capital and technology requirement and small differentiation in the end products of different players. Also, players have limited pricing and bargaining power in case of fluctuations in raw material prices. Hence, the operating margin has been at 7-9%, leading to modest debt protection metrics, indicated by interest coverage and net cash accrual to total debt ratios of 2 times and 0.10 time, respectively, in fiscal 2022.

### **Liquidity: Adequate**

Bank limit utilisation was around 88% over the 12 months through December 2022. Moderate cushion is expected between cash accrual and debt obligation. Cash accrual is expected at Rs 32-40 crore versus repayment obligation of Rs 20-22 crore. Large working capital requirement led to higher dependence on the short-term working capital limit and on suppliers, which in turn resulted in moderately leveraged capital structure, thus limiting financial flexibility. However, the timely, need-based funds extended by the promoters and their relatives and friends will continue to boost financial flexibility.

#### **Outlook: Stable**

The Aarnay group will continue to benefit from extensive experience of the promoters.

# Rating Sensitivity Factors

## **Upward factors**

- Stable operating profitability
- Improvement in the bank limit utilisation and interest coverage ratio rising above 2 times

#### **Downward factors**

- Decline in the cash accrual to debt obligation ratio to below 1.4 times
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## **About the Group**

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ASPL was incorporated in February 2016 to size and weave cotton yarn; the unit was set up in two phases. Mr Champalal Agrawal and Mr Sandeep Agrawal are the promoters.

#### **Key Financial Indicators**

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|------------------------------------|----------|-------|-------|
| Particulars                        | Unit     | 2022  | 2021  |
| Revenue                            | Rs crore | 48.29 | 32.49 |
| Profit After Tax (PAT)             | Rs crore | 3.16  | 3.09  |
| PAT margin                         | %        | 6.54  | 9.51  |
| Adjusted debt/adjusted networth    | Times    | -     | -     |
| Interest coverage                  | Times    | -     | 5827  |

**Any other information**: Not applicable

#### Note on complexity levels of the rated instrument:

CRISIL Ratings` complexity levels are assigned to various types of financial instruments and are included (where applicable) in the 'Annexure - Details of Instrument' in this Rating Rationale.

CRISIL Ratings will disclose complexity level for all securities - including those that are yet to be placed - based on available information. The complexity level for instruments may be updated, where required, in the rating rationale

published subsequent to the issuance of the instrument when details on such features are available.

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Annexure - Details of Instrument(s)

| ISIN | Name of instrument                     | Date of allotment | Coupon rate (%) | Maturity<br>date | Issue<br>size<br>(Rs.Crore) | Complexity level | Rating assigned and outlook |
|------|--|-------------------|-----------------|------------------|-----------------------------|------------------|-----------------------------|
| NA   | Bank Guarantee                         | NA                | NA              | NA               | 3.5                         | NA               | CRISIL A3                   |
| NA   | Cash Credit                            | NA                | NA              | NA               | 84                          | NA               | CRISIL BBB-/Stable          |
| NA   | Inland/Import<br>Letter of Credit      | NA                | NA              | NA               | 10                          | NA               | CRISIL A3                   |
| NA   | Term Loan                              | NA                | NA              | Dec-2027         | 44.62                       | NA               | CRISIL BBB-/Stable          |
| NA   | Proposed Fund-<br>Based Bank<br>Limits | NA                | NA              | NA               | 13.44                       | NA               | CRISIL BBB-/Stable          |

## **Annexure - List of Entities Consolidated**

| Names of Entities Consolidated    | Extent of Consolidation | Rationale for Consolidation            |
|-----------------------------------|-------------------------|--|
| Alpine Spinweave Private Limited  | Full                    | Operational and financial fungibilties |
| Aarnav Industries Private Limited | Full                    | Operational and financial fungibilties |
| Aarnav Fashions Limited           | Full                    | Operational and financial fungibilties |
| Gopi Synthetics Private Limited   | Full                    | Operational and financial fungibilties |

# **Annexure - Rating History for last 3 Years**

|                              |      | Current               | t                     | 2023     | (History)             | 2        | 2022                  | 20   | 021    | 20   | 020    | Start of 2020 |
|------------------------------|------|-----------------------|-----------------------|----------|-----------------------|----------|-----------------------|------|--------|------|--------|---------------|
| Instrument                   | Туре | Outstanding<br>Amount | Rating                | Date     | Rating                | Date     | Rating                | Date | Rating | Date | Rating | Rating        |
| Fund Based<br>Facilities     | LT   | 142.06                | CRISIL<br>BBB-/Stable | 08-02-23 | CRISIL<br>BBB-/Stable | 05-09-22 | CRISIL<br>BBB-/Stable |      |        |      |        |               |
|                              |      |                       |                       |          |                       | 27-04-22 | CRISIL<br>BBB-/Stable |      |        |      |        |               |
| Non-Fund<br>Based Facilities | ST   | 13.5                  | CRISIL A3             | 08-02-23 | CRISIL A3             | 05-09-22 | CRISIL A3             |      |        |      |        |               |

All amounts are in Rs.Cr.

# **Annexure - Details of Bank Lenders & Facilities**

| Facility                           | Amount (Rs.Crore) | Name of Lender                   | Rating             |
|------------------------------------|-------------------|----------------------------------|--------------------|
| Bank Guarantee                     | 2                 | State Bank of India              | CRISIL A3          |
| Bank Guarantee                     | 1.5               | Punjab National Bank             | CRISIL A3          |
| Cash Credit                        | 26                | State Bank of India              | CRISIL BBB-/Stable |
| Cash Credit                        | 47                | Punjab National Bank             | CRISIL BBB-/Stable |
| Cash Credit                        | 11                | SVC Co-Operative Bank<br>Limited | CRISIL BBB-/Stable |
| Inland/Import Letter of<br>Credit  | 1.5               | State Bank of India              | CRISIL A3          |
| Inland/Import Letter of Credit     | 8.5               | Punjab National Bank             | CRISIL A3          |
| Proposed Fund-Based<br>Bank Limits | 13.44             | Not Applicable                   | CRISIL BBB-/Stable |
| Term Loan                          | 13.58             | State Bank of India              | CRISIL BBB-/Stable |
| Term Loan                          | 12.68             | SVC Co-Operative Bank<br>Limited | CRISIL BBB-/Stable |
| Term Loan                          | 18.36             | Punjab National Bank             | CRISIL BBB-/Stable |

This Annexure has been updated on 11-Apr-2023 in line with the lender-wise facility details as on 26-Apr-2022 received from the rated entity.

# **Criteria Details**

## Links to related criteria

**The Rating Process** 

Rating criteria for manufaturing and service sector companies

CRISILs Bank Loan Ratings - process, scale and default recognition

**CRISILs Criteria for Consolidation** 

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