

# Rating Advisory

May 17, 2021 | Mumbai\_\_\_\_

# **Faze Three Autofab Limited**

### Advisory as on May 17, 2021

This rating advisory is provided in relation to the rating of Faze Three Autofab Limited

The key rating sensitivity factors for the rating include:

#### **Upward Factors:**

- \* Improvement in net cash accruals to over Rs 10 crore in fiscal 2021 resulting in improvement in net cash accruals to current portion of term debt obligation (NCA/CPLTD) ratio to over 2 times
- \* Significant improvement in capital structure

#### **Downward Factors:**

- \* Deterioration in earnings before income, tax, depreciation, and amortization (EBITDA) margin to below 5% due to sharp volatility in crude oil prices or inventory loss
- \* Increase in working capital requirement, or larger-than-expected, debt-funded capex or acquisition, or more-than-expected dividend payout, weakening the financial risk profile, particularly liquidity

CRISIL Ratings has a policy of keeping its accepted ratings under constant and ongoing monitoring and review. Accordingly, it seeks regular updates from companies on business and financial performance. CRISIL Ratings is yet to receive adequate information from Faze Three Autofab Limited (FTAL) to enable it to undertake a rating review. CRISIL Ratings is taking all possible efforts to get the rated entity to cooperate with its rating process for enabling it to carry out the rating review.

CRISIL Ratings views information availability risk as a key factor in its assessment of credit risk. (Please refer to CRISIL Ratings' criteria available at the following link, https://www.crisil.com/content/dam/crisil/criteria\_methodology/basics-of-ratings/assessing-information-adequacy-risk.pdf)

If FTAL continues to delay the provisioning of information required by CRISIL Ratings to undertake a rating review then, in accordance with circulars SEBI/HO/MIRSD/MIRSD4/CIR/P/2016/119 dt Nov 1, 2016, SEBI/HO/MIRSD/MIRSD4/CIR/P/2017/71 dt June 30, 2017 and **SEBI/HO/MIRSD/CRADT/CIR/P/2020/2** dt January 3, 2020 issued by Securities and Exchange Board of India, CRISIL Ratings will carry out the review based on best available information and issue a press release.

#### **About The Company**

Incorporated in 1997, FTAL is currently promoted by Mr Ajay Anand (promoter of Faze Three group). In the current fiscal, Aunde Achter & Ebels GMBH (Aunde) of Germany sold its entire stake to Mr Ajay Anand.

The company manufactures automotive fabrics for seat covers and sells to seat manufacturers of OEMs such as Maruti Suzuki India Ltd, Hyundai Motor India Ltd, Ford India Pvt Ltd and Mahindra and Mahindra Ltd and all other major OEMs. The company has manufacturing facilities at Dadra, Union Territory of Dadra and Nagar Haveli.

For the first nine months of the current fiscal, FTAL reported revenue of Rs 124 crore and net profit of Rs 5.34 crore.



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# **Rating Rationale**

February 27, 2020 | Mumbai

## **Faze Three Autofab Limited**

Rating outlook revised to 'Stable'; ratings reaffirmed

### **Rating Action**

Total Bank Loan Facilities Rated	Rs.50 Crore
Long Term Rating	CRISIL BB/Stable (Outlook revised from 'Negative' and rating reaffirmed)
Short Term Rating	CRISIL A4+ (Reaffirmed)

<sup>1</sup> crore = 10 million

Refer to annexure for Details of Instruments & Bank Facilities

#### **Detailed Rationale**

CRISIL has changed its outlook on the long-term bank facilities of Faze Three Autofab Limited (FTAL; formerly known as Aunde Faze Three Autofab Ltd) to **'Stable'** from 'Negative' while reaffirming the rating at 'CRISIL BB'. The short-term rating has been reaffirmed at 'CRISIL A4+'.

The change in outlook reflects improvement in the business risk profile as reflected in operating profit margin of 9.5% in the nine months of fiscal 2020 as against operating loss for the corresponding period of the previous fiscal. The improvement has been driven primarily by growth in revenue on account of increasing market share of FTAL in domestic market to 45-50% in the current fiscal from under 40% a year ago and addition of export business along with stable key raw materials prices as compared to last fiscal. Prices of key raw materials are influenced by crude oil price and dollar rate movement which had fluctuated adversely during April 2018 to October 2018 which have been broadly stable since then. The company also has been part of most new vehicle launches across OEMs leading to increase in revenues and better margins. Besides, the company has received price adjustments based on representation and discussion with customers pertaining to abnormal increase raw material cost for fiscal 2019. The realized amount is approximately 20% of the total overall impact during fiscal 2019 amounting to Rs 2.21 crore in the current fiscal. Increase in profitability has also led to improvement in debt protection metrics, as reflected in expected interest coverage ratio of over 3 times for fiscal 2020 as against negative 0.9 time for fiscal 2019. Sustenance of the operating margin would be a key monitorable over the medium term.

The rating continues to reflect FTAL's long presence since 1997 in the automotive fabrics business, established relationships with original equipment manufacturers (OEMs), and comfortable financial risk profile. These strengths are partially offset by exposure to risks of cyclicality in end user automobile industry, susceptibility to volatility in raw material prices and working capital-intensive operations.

#### **Analytical Approach**

The promoter has extended interest free unsecured loans (around Rs 13.17 crore as on December 31, 2019). For arriving at the rating, CRISIL has treated 75% of these funds as equity and the balance 25% as debt as these loans are interest free, subordinated to bank debt, and are expected to be retained in the business over the next five years.

# **Key Rating Drivers & Detailed Description**

## Strengths:

\* Longstanding presence in the automotive fabrics business, and established relationships with OEMs:

FTAL has been in the automotive fabrics business for over two decades, which has led to a strong base of reputed customers in the automobile sector. Established relationships with customers is reflected in the preferred vendor



status that the company enjoys with OEMs, its engagement with these players for new models, and its domestic market share of 45-50%.

\* Comfortable financial risk profile: The financial risk profile is expected to remain comfortable backed by expected networth of Rs 33.5 crore and total outside liabilities to tangible networth ratio of 2.2 times, respectively, as on March 31, 2020. Debt protection metrics is also expected to remain adequate with interest coverage ratio of over 3 times and net cash accrual to adjusted debt ratio of 0.25 time, which are expected for fiscal 2020.

#### Weaknesses:

- \* Exposure to risks of cyclicality in end user automobile industry: FTAL derives majority of its revenue from the automobile industry, thus its business risk profile will remain susceptible to cyclicality in the automobile industry over the medium term.
- \* Susceptibility to volatile raw material prices: Operating margin is highly susceptible to volatility in raw material prices. All the raw materials are crude oil derivatives and the company is able to pass on only a portion of the hike in cost over a longer period of time, based on representation and discussions with its customers.
- \* Working capital-intensive operations: Gross current assets are expected to be 130-140 days as on March 31, 2020, because of moderate inventory of 40-45 days and high receivables of around 90 days.

#### **Liquidity Stretched**

Liquidity is stretched marked by high bank limit utilization of 94% for past twelve months ending December 2019. However net cash accruals expected at Rs 7-12 crore over medium term are sufficient to cover repayment obligation of around Rs 4 crore per annum. Further FTAL's liquidity is also supported by loans from promoters of Rs 13.17 crore as on December 2019 which have been treated as 75 per cent equity and 25 per cent debt

#### **Outlook: Stable**

CRISIL believes FTAL will continue to benefit from its established market position, strong customer relationships, and product profile.

### **Rating Sensitivity factors**

### **Upward Factors:**

\* Improvement in net cash accruals to over Rs 10 crore in fiscal 2021 resulting in improvement in net cash accruals to current portion of term debt obligation (NCA/CPLTD) ratio to over 2 times \* Significant improvement in capital structure

#### **Downward Factors:**

- \* Deterioration in earnings before income, tax, depreciation, and amortization (EBITDA) margin to below 5% due to sharp volatility in crude oil prices or inventory loss
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### **About the Company**

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The company manufactures automotive fabrics for seat covers and sells to seat manufacturers of OEMs such as Maruti Suzuki India Ltd (rated, 'CRISIL AAA/Stable/CRISIL A1+'), Hyundai Motor India Ltd (rated, 'CRISIL A1+'),



Ford India Pvt Ltd and Mahindra and Mahindra Ltd (rated, 'CRISIL AAA/Stable/CRISIL A1+') and all other major OEMs. The company has manufacturing facilities at Dadra, Union Territory of Dadra and Nagar Haveli.

For the first nine months of the current fiscal, FTAL reported revenue of Rs 124 crore and net profit of Rs 5.34 crore.

## **Key Financial Indicators**

Particulars	Unit	2019	2018
Revenue	Rs crore	141.56	127.8
Profit After Tax (PAT)	Rs crore	-11.35	-18.27
PAT Margin	%	-10.66	-14.33
Adjusted debt/adjusted networth	Times	2.09	1.41
Interest coverage	Times	-0.91	-2.21

Any other information: Not applicable

## Note on complexity levels of the rated instrument:

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#### Annexure - Details of Instrument(s)

ISIN	Name of instrument	Date of allotment	Coupon rate	Maturity date	Issue size (Rs crore)	Rating assigned with outlook
NA	Bank Guarantee	NA	NA	NA	0.5	CRISIL A4+
NA	Cash Credit	NA	NA	NA	25.5	CRISIL BB/Stable
NA	Term Loan	NA	NA	Feb-2023	24	CRISIL BB/Stable

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

	Current		2020 (History)		2)19		2018		2017		Start of 2017	
Instrument	Туре	Outstanding Amount	Rating	Date	Rating	Date	Rating	Date	Rating	Date	Rating	Rating
Fund-based Bank Facilities	LT/S T	49.50	CRISIL BB/Stabl e					26-11-18	CRISIL BB/Negat ive	08-03-17	CRISIL BB+/Posi tive	CRISIL BB+/Stab le
								18-09-18	CRISIL BB+/Neg ative			
								01-02-18	CRISIL BB+/Stab le			
Non Fund-based Bank Facilities	LT/S T	0.50	CRISIL A4+					26-11-18	CRISIL A4+	08-03-17	CRISIL A4+	CRISIL A4+
								18-09-18	CRISIL A4+			



		01-02-18	CRISIL A4+	

All amounts are in Rs.Cr.

### Annexure - Details of various bank facilities

Curre	ent facilities		Previo	us facilities	
Facility	Amount (Rs.Crore)	Rating	Facility	Amount (Rs.Crore)	Rating
Bank Guarantee	.5	CRISIL A4+	Bank Guarantee	.5	CRISIL A4+
Cash Credit	25.5	CRISIL BB/Stable	Cash Credit	25.5	CRISIL BB/Negative
Term Loan	24	CRISIL BB/Stable	Corporate Loan	1.75	CRISIL BB/Negative
	0		Proposed Fund- Based Bank Limits	5.25	CRISIL BB/Negative
	0		Term Loan	3.5	CRISIL BB/Negative
	0		Working Capital Demand Loan	13.5	CRISIL BB/Negative
Total	50		Total	50	

Links to related criteria

**CRISILs Approach to Financial Ratios** 

**CRISILs Bank Loan Ratings - process, scale and default recognition** 

Rating criteria for manufaturing and service sector companies

**Rating Criteria for Auto Component Suppliers** 

**The Rating Process** 

## For further information contact:

Media Relations	Analytical Contacts	Customer Service Helpdesk	
-----------------	---------------------	---------------------------	--



Saman Khan Media Relations **CRISIL Limited** 

D: +91 22 3342 3895 B: +91 22 3342 3000 saman.khan@crisil.com

Naireen Ahmed Media Relations **CRISIL Limited** D: +91 22 3342 1818 B: +91 22 3342 3000 naireen.ahmed@crisil.com Rahul Guha

Director - CRISIL Ratings CRISIL

Limited

D:+91 22 4097 8320 rahul.guha@crisil.com

Jumana Badshah

Associate Director - CRISIL Ratings

**CRISIL Limited** 

D:+91 22 3342 8324

Jumana.Badshah@crisil.com

**Keval Doshi** 

Rating Analyst - CRISIL Ratings

**CRISIL Limited** 

D:+91 22 4254 8335

Keval.Doshi@crisil.com

Timings: 10.00 am to 7.00 pm Toll free Number: 1800 267 1301

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