



Press Release

Hind Multi Services Private Limited

December 11, 2020

Rating

Sl. No.	Instrument/Facility	Amount (Rs. Crore)	Rating	Rating Action
1.	Long Term Bank Facilities	10.35	IVR A-(CE) /Stable (IVR Single A Minus [Credit Enhancement] with Stable Outlook) *	Assigned
		10.35 (Rupees Ten crore and Thirty Five Lakhs only)		

* **Credit Enhancement (CE) rating is backed by a shortfall undertaking extended by Hind Energy and Coal Benefication (India) Limited (HECBL).**

Details of Facilities are in Annexure 1

Detailed Rationale

The ratings assigned to the above bank facilities of Hind Multi Services Private Limited (HMSPL), a part of Hind Energy group derives strength from the shortfall undertaking extended by HECBL to the bank facilities of HMSPL. This shortfall undertaking (duly backed by board resolution of HECBL) results in credit enhancement in the ratings of the said instruments to **IVR A-(CE); Stable (IVR Single A Minus [Credit Enhancement] with Stable Outlook** against the unsupported rating of **IVR BB/Stable** (IVR Double B with Stable Outlook). Further, the rating derive comfort from established track record of the Hind Energy group and longstanding experience of the promoters, its reputed clientele, proximity of operations to South Eastern Coalfields Limited (SECL) mines, Hind Energy group's strong logistic arrangements, high entry barriers in the sector and HECBL's healthy financial risk profile marked by improvement in its operating income & profit margin in FY20 (Prov.) coupled with its comfortable capital structure. Further, the ratings also note HMSPL's satisfactory capital structure with improvement in its operating performance in FY20 (Prov.). However, these rating strengths are partially offset by HMSPL's small scale of operations with limited bargaining power against established customers, presence in a regulated sector, exposure to end user sector challenges and working capital intensive nature of its operations.



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Key Rating Sensitivities:

Upward Factor:

- Substantial and sustained growth in operating income, operating margin and cash accruals
- Improvement in working capital management with improvement in liquidity
- Improvement in capital structure and debt protection metrics on sustained basis
- Continuance of support and improvement in credit risk profile of HECBL

Downward Factors:

- More than expected moderation in the scale of operations and/or deterioration in profit margin impacting cash accruals
- Moderation in the capital structure with overall gearing moderated to more than 1.5x
- Elongation in operating cycle leading to deterioration in the liquidity position
- Deterioration in the credit risk profile of HECBL

List of Key Rating Drivers with Detailed Description

Key Rating Strengths

- **Established track record and longstanding experience of the promoters**

Hind Energy group has an established operational track record in the coal beneficiation, coal handling, coal transportation and in trading of coal and developed an established healthy relationship with its customers and suppliers. The Hind Energy group incorporated in 2005 with the incorporation of its flagship company, HECBL. Ever since, the group has expanded their operations and is currently engaged in the business of coal washing, coal liaisoning, coal transportation and coal trading. The overall affairs of the group are managed by the promoters, Mr Pawan Kumar Agrawal, Mr. Rajeev Agrawal, Mr. Sanjay Agrawal and Mr. Satish Kumar Agrawal having experience of around three decades. All of them together look after the overall functioning of the group.

- **Reputed clientele**

From operations ranging over a decade, the group has established itself in the coal industry as one of the prominent private sector players by working for reputed clients in the private and public sector such as Rajasthan Rajya Vidyut Utpadan Nigam Limited, Vedanta Limited, Gujarat State Electricity Corporation Limited, Nabha Power Limited and TATA Power Company Limited among others. For power generation company's beneficiation is a very



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important process as it saves lots of cost for then and increase the efficiency of boilers. Hence the group holds an important position for its customers engaged in power generation.

- **High entry barriers**

The coal beneficiation business in India is highly regulated and falls under the purview of Ministry of Coal, Government of India as well as related to regulations made by Ministry of Environment, Forest and Climate Change, Government of India. Such high level of regulation from multiple government authorities creates entry barriers for new players. This provides an advantage to the existing players by keeping the competition low. The Hind Energy group currently has the second largest coal washery in India. With limited number of companies present in the coal washeries business, Infomerics believes the existing players in the market will benefit from its established presence.

- **Strong logistic arrangements**

Cost and efficiency of logistical expenses play a key role in the coal beneficiation business. The group has continuously invested and built their own logistical infrastructure for optimum utilization of available capacity. The group has four railway sidings (two in HECBL, one in HMSPL and one in Earth Minerals Company Limited) used to transport coal to the coal washery. Having an owned railway siding is beneficial to the group as it provides an opportunity for delivery of coal in a time bound manner and save major cost of logistics thereby improving its operating margins. Further, the group also owns or taken on lease, a large fleet of 300 long vehicles comprising of trailers and pay loaders for coal transportation throughout the country.

- **Proximity of operations to South Eastern Coalfields Limited (SECL) mines**

The group purchases various grades of coal by e-auction through South Eastern Coalfields Limited (SECL) held by MSTC or Metal Junction. Clients having a linkage with South Eastern Coalfields Limited (SECL) submit an authorization letter to SECL allowing group to lift coal from the mines of SECL on behalf of them and wash the coal.

- **Healthy financial risk profile of HECBL**

The financial risk profile of HECBL remained strong marked by its satisfactory profit margins, healthy cash accruals leading to strong debt protection metrics and comfortable capital structure with a string net worth base. However, during H1FY21, the company witnessed downturn in its revenue and has achieved a revenue of Rs.80 crore. This is because, the group is in coal consumption industry which is directly linked to Power Industry. Because



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of world-wide pandemic and lockdown, all the factories were closed or were running in half of their capacity, leading to lower power consumption and hence affecting coal consumption.

B. Key Rating Weaknesses

- **Small scale of operations of HMSPL**

The scale of operations of HMSPL remained small with total operating income of ~Rs.25 crore as per FY20 (Prov.) financials.

- **Limited bargaining power against established customers**

The group primarily supplies coal to power and cement companies with limited bargaining power of the company against established customers.

- **Presence in regulated sector and exposure to end user sector challenges**

Exposure to various government regulations restricts the business risk profile of the group to a large extent. Further, the end user companies are generally involved in power generation, cement manufacturing and steel and metal plants. The performance of these sectors are highly interlinked to economic cycles, hence any moderation in the financial risk profile of these companies may affect the performance of the Hind energy group.

Analytical Approach:

Credit Enhancement (CE) rating: Assessment of the credit profile of HECBL.

HECBL has extended a shortfall undertaking (Supported by a Board Resolution) where it undertakes to infuse funds in HMSPL whenever required to meet its interest and loan repayment obligations in case of any shortfall. Hence, the rating is supported by a payment mechanism to ensure the fulfilment of the debt obligations on the rated instruments.

Unsupported rating: Standalone

Applicable Criteria:

Rating Methodology for Service Sector Companies

Financial Ratios & Interpretation (Non-financial Sector)

Rating Methodology for Structure Debt Transaction (Non-Securitisation Transaction)

Liquidity Position: Adequate

The liquidity of the company is expected to remain adequate on the back of free cash balance of ~Rs.0.57 crore in November 10,2020 coupled with its expected adequate cash flow as against its debt obligations. HMSPL had generated adequate cash accrual of around Rs.6.72 Cr in FY20 (Prov.) as against its debt repayment obligation of around Rs.0.21 crore. Further,



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HMSPL is also expected to generate steady cash accrual in the range of ~Rs.7.06-10.74 crore over the near medium term against its repayment obligation in the range of ~Rs.2.16 crore during FY21-24. Moreover, HMSPL has adequate gearing headroom on the back of its strong capital structure.

About Hind Multi Services Private Limited

HMSPL was incorporated in 2006. HMSPL is promoted by Mr. Pawan Kumar Agrawal, Mr. Rajeev Agrawal, Mr. Sanjay Agrawal and Mr. Satish Kumar Agrawal. The company has a coal washing capacity of 3.1 MTPA as on 31 March, 2020. HMSPL is a part of the Hind Energy Group.

About Hind Energy and Coal Beneficiation (India) Limited

Bilaspur-based HECBL was incorporated in 2005 by Mr. Pawan Kumar Agrawal, Mr. Rajeev Agrawal, Mr. Sanjay Agrawal and Mr. Satish Kumar Agrawal as a private limited company and later the constitution was changed to a limited company in 2010. It beneficiates non-coking coal based on Gross Calorific Value (GCV) requirement of the customers like power generating companies, steel and cement companies. Beside coal beneficiation, the company also trades in reject coal, (by-product of Coal Beneficiation process). HECBL currently has coal Beneficiation capacity of 6.48 MTPA. To cater various other coal mines the promoters of HECBL have floated various other companies in nearby coal mining areas engaged in the same line of operation. Over the years, the promoters made organic and inorganic expansion both through association with other players operating in the same segment. At present HECBL has established its own coal washing facilities and railway sidings at various important locations near coal mines. HECBL is the flagship company of the Hind Energy group which is one of the largest players in the coal beneficiation sector.

Financials: HMSPL

For the year ended* / As On	(Rs. crore)	
	31-03-2019	31-03-2020
	Audited	Provisional
Total Operating Income	25.46	25.05
EBITDA	6.53	8.46
PAT	3.58	5.38
Total Debt	1.07	9.07
Tangible Net worth	37.76	43.22
EBITDA Margin (%)	25.66	33.76
PAT Margin (%)	13.97	21.47



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For the year ended* / As On	31-03-2019	31-03-2020
Overall Gearing Ratio (x)	0.01	0.07

*Classification as per Infomerics' standards.

Financials: HECBL

(Rs. crore)

For the year ended* / As On	31-03-2019	31-03-2020
	Audited	Provisional
Total Operating Income	472.95	536.00
EBITDA	75.38	123.74
PAT	32.34	71.58
Total Debt	101.75	74.57
Tangible Net worth	287.12	358.70
EBITDA Margin (%)	15.94	23.09
PAT Margin (%)	6.80	13.29
Overall Gearing Ratio (x)	0.64	0.35

*Classification as per Infomerics' standards.

Status of non-cooperation with previous CRA: Nil.

Any other information: Nil

Rating History for last three years:

Sr. No.	Name of Instrument/Facilities	Current Rating (Year 2020-21)			Rating History for the past 3 years		
		Type	Amount outstanding (Rs. Crore)	Ratings	Date(s) & Rating(s) assigned in 2019-20	Date(s) & Rating(s) assigned in 2018-19	Date(s) & Rating(s) assigned in 2017-18
1.	Term Loan	Long Term	10.35	IVR A-[CE]/Stable Outlook*	-	-	-

* backed by shortfall undertaking extended by Hind Energy and Coal Benefication (India) Limited

Note on complexity levels of the rated instrument: Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at www.infomerics.com.

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About Infomerics:



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Infomerics commenced rating & grading operations in April 2015 after having spent over 25 years in various segments of financial services. Infomerics is registered with the Securities and Exchange Board of India (SEBI) and accredited by Reserve Bank of India. It is gradually gaining prominence in domestic rating and/or grading space. Infomerics is striving for positioning itself as the most trusted & credible rating agency in the country and is gradually widening its product portfolio. Company's long experience in varied spectrum of financial services is helping it to fine-tune its product offerings to best suit the market.

Disclaimer: Infomerics ratings are based on information provided by the issuer on an 'as is where is' basis. Infomerics credit ratings are an opinion on the credit risk of the issue / issuer and not a recommendation to buy, hold or sell securities. Infomerics reserves the right to change, suspend or withdraw the credit ratings at any point in time. Infomerics ratings are opinions on financial statements based on information provided by the management and information obtained from sources believed by it to be accurate and reliable. The credit quality ratings are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. We, however, do not guarantee the accuracy, adequacy or completeness of any information which we accepted and presumed to be free from misstatement, whether due to error or fraud. We are not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by us have paid a credit rating fee, based on the amount and type of bank facilities/instruments. In case of partnership/proprietary concerns/Association of Persons (AOPs), the rating assigned by Infomerics is based on the capital deployed by the partners/proprietor/ AOPs and the financial strength of the firm at present. The rating may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor/ AOPs in addition to the financial performance and other relevant factors.

Annexure 1: Details of Facilities

Name of Facility	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Long Term Fund Based Limits- Term Loan	-	-	-	10.35	IVR A-[CE]/Stable Outlook*

* backed by shortfall undertaking extended by Hind Energy and Coal Benefication (India) Limited