

June 28, 2024

## Advance Valves Global LLP: Ratings reaffirmed; rated amount enhanced

### Summary of rating action

| Instrument*                        | Previous Rated Amount<br>(Rs. crore) | Current Rated Amount<br>(Rs. crore) | Rating Action   |
|------------------------------------|--------------------------------------|-------------------------------------|---|
| Long term fund-based - Cash credit | 18.25                                | 40.00                               | [ICRA]A-(Stable); reaffirmed/assigned for enhanced amount |
| Short term non-fund based - Others | 43.50                                | 39.00                               | [ICRA]A2+; reaffirmed                                     |
| Unallocated limits                 | -                                    | 1.50                                | [ICRA]A-(Stable)/[ICRA]A2+; assigned                      |
| <b>Total</b>                       | <b>61.75</b>                         | <b>80.50</b>                        |   |

\*Instrument details are provided in Annexure-1

### Rationale

For arriving at the ratings, ICRA has taken a consolidated view of Advance Valves Private Limited (AVPL) and Advance Valves Global LLP (AVGL), together referred to as the Advance Valves Group or the Group. The entities have strong financial, operational and management linkages with AVPL holding a 51% stake in AVGL.

The rating reaffirmation factors in the robust financial risk profile of the Group, characterised by strong growth in operating income, healthy cash accruals, comfortable capital structure and liquidity position and satisfactory debt protection metrics. The ratings continue to consider the Group's experienced management with a long operational track record in the valve manufacturing industry, its established relations with customers and its ability to secure orders from reputed engineering procurement contractors (EPC) and oil and gas majors on the back of product accreditations. Going forward, the Group's revenue will be supported by a pending order book of around Rs. 250 crore as on March 31, 2024 and expectations of a healthy inflow of orders from domestic and international clients. The Group's liquidity profile is expected to remain comfortable, going forward, given the limited capital expenditure plans and repayment obligations.

The ratings, however, are constrained by the Group's elevated working capital intensity due to the high inventory holding requirements and receivables and the vulnerability of the operating margins to the fluctuations in raw material prices, primarily steel. In addition, the ratings are constrained by the highly competitive intensity in the valve manufacturing industry, characterised by the presence of large players in the domestic and overseas markets and small unorganised entities in India.

The Stable outlook reflects ICRA's expectations that the Group's revenue growth, profitability and liquidity will remain comfortable, backed by a sustained order intake.

### Key rating drivers and their description

#### Credit strengths

**Established track record in valve manufacturing business** – The Group has been manufacturing valves used in various industries since 1987. It manufactures valves for the oil and gas, petrochemicals, water, refrigeration and conditioning industries. The promoters have been involved in the valve manufacturing business for more than three decades and have established relationships with customers and suppliers.

**Entry barrier due to stringent approval process and quality control** – The Group manufactures valves, the use of which is critical, especially in the oil and gas sector. The Group has approval for almost all oil and gas majors globally. The approval process and quality control measures are very stringent in the niche valves segment. Hence, it is extremely difficult for new entrants in the industry to establish a foothold.

**Healthy financial profile, backed by minimal utilisation of working capital limits and comfortable capital structure and debt protection metrics** - Over the years, the Group has witnessed healthy profitability. The operating margins remained healthy

at 22.2% in FY2023. The Group's financial profile also remained healthy, with a strong net worth base of Rs. 157.6 crore and low gearing of 0.1 times in FY2023. The debt metrics have remained robust with an interest coverage of 20.1 times and TD/OPBITDA of 0.5 times for FY2023. The Group has also witnessed growth in turnover and estimated healthy profitability in FY2024. The Group's financial profile has also benefitted from sustained healthy cash accruals and minimal utilisation of the working capital limits, resulting in a sufficient liquidity position.

**Order book position provides future revenue visibility** – The Group had a comfortable unexecuted order book position of Rs. 250 crore as of March 2024 at the consolidated level, which provides near-term revenue visibility. The order turnaround time is three to eight months. The revenue growth is likely to remain healthy on expectations of steady order intake on an ongoing basis (~Rs. 500 crore order intake in FY2024).

### Credit challenges

**High working capital intensity** – The Group deals with customers with secured payment trends. The payments are received in phases based on the completion of milestones. As a result, the receivable cycle (~160 days) as well as inventory days (~233 days) remain high and this in turn results in high overall working capital intensity. The working capital intensity was 53.3% in FY2023, though lower than 63% in FY2021. Going forward, ICRA expects the Group's operations to remain working capital intensive, given the nature of the industry the company operates in.

**Intense competition in valves industry** – The Group faces tough competition from big and reputed players such as Emerson, L&T Valves Limited and Flowserve in the domestic and overseas markets as well as various small players in the domestic market while participating in tenders for valves. Therefore, it remains a monitorable whether the Group will be able to record consistent revenue growth while maintaining its current profitability.

**Margins exposed to raw material price fluctuations** – While the orders are generally back-to-back in nature, the company remains exposed to the risk of increase in the prices of key raw materials. Hence, some price variation may have to be accommodated with the suppliers, even as the customer contracts are fixed price in nature. The in-built margin in the customer contracts, at the time of award, takes into account a potential upward price variation in raw material prices to some extent.

### Liquidity position: Adequate

The Group's liquidity profile is adequate, characterised by low working capital utilisation, with an average utilisation of 44% for the past 12 months ended January 2024. Further, at the Group level, the free cash and investments were at Rs. 46.22 crore (including MFs investments) as on December 31, 2023, providing an additional liquidity cushion. The cash flow from operations is expected to remain adequate as there is no repayment obligation.

### Rating sensitivities

**Positive factors** – ICRA could upgrade the ratings if the Group demonstrates a sustained improvement in the working capital cycle (debtors and inventory), along with a significant growth in its revenues, while maintaining healthy profitability margins and debt metrics.

**Negative factors** – ICRA may downgrade the ratings if any significant decline in the scale or profitability weakens the key credit metrics, or if a stretch in the working capital cycle or a larger-than-projected debt-funded capex adversely impacts the liquidity profile. A specific credit metric that could lead to a downgrade is the total debt/OPBDITA increasing to more than 2.3 times on a sustained basis.

## Analytical approach

| Analytical Approach             | Comments   |
|---------------------------------|--|
| Applicable Rating Methodologies | <a href="#">Corporate Credit Rating Methodology</a>                          |
| Parent/Group Support            | Not Applicable   |
| Consolidation/Standalone        | The ratings are based on the consolidated financial profile of AVPL and AVGL |

## About the company

AVPL is promoted by Mr. Uma Shanker and his family. The company is involved in the business of manufacturing valves, catering to the requirements of diverse industries such as oil and gas, power, water infrastructure and heating, ventilation and air-conditioning (HVAC). The company has two manufacturing units in Noida (Uttar Pradesh) and Gagret (Himachal Pradesh). AVPL's Group company, AVGL, is a limited liability partnership (LLP) under the same promoters. It also manufactures valves that cater to the requirements of diverse industries such as oil and gas, power, water infrastructure and HVAC.

### Key financial indicators (Audited) - Consolidated

| Consolidated   | FY2022 | FY2023 |
|--|--------|--------|
| Operating income (Rs. crore)                         | 191.5  | 231.3  |
| PAT (Rs. crore)                                      | 19.3   | 32.1   |
| OPBDIT/OI (%)  | 18.6%  | 22.2%  |
| PAT/OI (%)   | 10.1%  | 13.9%  |
| Total outside liabilities/tangible net worth (times) | 0.3    | 0.5    |
| Total debt/OPBDIT (times)                            | 0.8    | 0.5    |
| Interest coverage (times)                            | 16.7   | 20.1   |

PAT: Profit after tax; OPBDIT: Operating profit before depreciation, interest, taxes and amortisation

### Key financial indicators (Audited) - Standalone

| Standalone   | FY2022 | FY2023 |
|--|--------|--------|
| Operating income (Rs. crore)                         | 100.2  | 120.4  |
| PAT (Rs. crore)                                      | 10.7   | 16.7   |
| OPBDIT/OI (%)  | 20.0%  | 24.0%  |
| PAT/OI (%)   | 10.7%  | 13.9%  |
| Total outside liabilities/tangible net worth (times) | 0.6    | 0.8    |
| Total debt/OPBDIT (times)                            | 1.1    | 0.8    |
| Interest coverage (times)                            | 11.3   | 13.8   |

PAT: Profit after tax; OPBDIT: Operating profit before depreciation, interest, taxes and amortisation

### Status of non-cooperation with previous CRA: Not Available

### Any other information: None

## Rating history for past three years

|   | Instrument                         | Current rating (FY2025) |                          |   |                            | Chronology of rating history for the past 3 years |                         |                         |
|---|------------------------------------|-------------------------|--------------------------|---|----------------------------|---|-------------------------|-------------------------|
|   |                                    | Type                    | Amount rated (Rs. crore) | Amount outstanding as on Mar 31, 2024 (Rs. crore) | Date & rating in FY2025    | Date & rating in FY2024                           | Date & rating in FY2023 | Date & rating in FY2022 |
|   |                                    |                         |                          |   | 28-June-2024               |   |                         |                         |
| 1 | Long-term Fund-based - Cash Credit | Long Term               | 40.00                    | -   | [ICRA]A-(Stable)           | [ICRA]A-(Stable)                                  | [ICRA]A-(Stable)        | [ICRA]BBB+ (Positive)   |
| 2 | Long-term Fund-based- Term loan    | Long Term               | -                        | -   | -                          | -   | [ICRA]A-(Stable)        | [ICRA]BBB+ (Positive)   |
| 3 | Short-term Non-Fund based- Others  | Short Term              | 39.00                    | -   | [ICRA]A2+                  | [ICRA]A2+   | [ICRA]A2+               | [ICRA]A2+               |
| 4 | Unallocated Limits                 | Long Term/ Short Term   | 1.50                     | -   | [ICRA]A-(Stable)/[ICRA]A2+ | -   | [ICRA]A2+               | [ICRA]A2+               |

## Complexity level of the rated instrument

| Instrument                         | Complexity Indicator |
|------------------------------------|----------------------|
| Long-term Fund-based - Cash Credit | Simple               |
| Short-term Non-Fund based- Others  | Very Simple          |
| Unallocated Limits                 | NA                   |

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional or legal aspects. Details on the complexity levels of the instruments are available on ICRA's website: [Click Here](#)

#### Annexure I: Instrument details

| ISIN | Instrument Name                    | Date of Issuance | Coupon Rate | Maturity | Amount Rated (Rs. crore) | Current Rating and Outlook |
|------|------------------------------------|------------------|-------------|----------|--------------------------|----------------------------|
| NA   | Long-term Fund-based - Cash Credit | -                | -           | -        | 40.00                    | [ICRA]A-(Stable)           |
| NA   | Short-term Non-Fund based-Others   | -                | -           | -        | 39.00                    | [ICRA]A2+                  |
| NA   | Unallocated Limits                 | -                | -           | -        | 1.50                     | [ICRA]A-(Stable)/[ICRA]A2+ |

Source: Company

[Please click here to view details of lender-wise facilities rated by ICRA](#)

#### Annexure II: List of entities considered for consolidated analysis:

| Company Name                           | Ownership | Consolidation Approach |
|--|-----------|------------------------|
| Advance Valves Private Limited (AVPL)* | 100.00%   | Full Consolidation     |
| Advance Valves Global LLP (AVGL)       | 51.00%    | Full Consolidation     |

Source: Company, AVPL holds 51% stake in AVGL

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