

February 03, 2025

## R R Innovative Private Limited: Ratings reaffirmed; rated amount enhanced

### Summary of rating action

Instrument*	Previous rated amount (Rs. Crore)	Current rated amount (Rs. Crore)	Rating action
Long term / short term-others- fund based/non fund based	420.00	470.00	[ICRA]BBB-(Stable)/[ICRA]A3; reaffirmed/assigned for enhanced amount
<b>Total</b>	<b>420.00</b>	<b>470.00</b>	

\*Instrument details are provided in Annexure I

### Rationale

To arrive at the ratings, ICRA has undertaken a consolidated view of R R Innovative Private Limited (RRIPL), its wholly owned subsidiaries and Group entity, R Nandlal and Sons Private Limited (henceforth referred to as the RR Group), due to the management, operational and financial linkages among these entities.

The reaffirmation of ratings factor in the established presence of RR Group in the trading and distribution of chemicals with operations spanning across the entire country, wide product portfolio, diversified customer base and established relationship with suppliers. ICRA also factors in the established presence of the key principals like Gujarat Alkalies and Chemicals Limited (GACL), Gujarat Narmada Valley Fertilizers & Chemicals Limited (GNFC), etc and company's strong relations with these. The company also has back-to-back arrangements for some part of its business which insulates it from the inventory risk, although the margins in this segment remain relatively low. Further, ICRA also takes into account the diversification into manufacturing of a few chemicals through its subsidiary, although the proportion of the same to the total revenues and profits remain small.

The ratings are, however, constrained by intense competition in the industry and limited value additive nature of operations which keeps the profitability moderate. Other constraining factors include high dependence on working capital funding to support revenue growth and elongated working capital intensity and the susceptibility of its margins to steep fluctuations in raw material prices and foreign currency rates. Higher reliance on external debt and moderate profitability has translated into weak debt protection metrics as reflected by interest coverage of around 2x and TOL/TNW of more than 2x.

The stable outlook on the rating reflects ICRA's opinion that the group will be able to generate comfortable cash flows on the back of its status as a reputed distributor of some renowned chemical manufacturers and its long-standing presence in the industry.

### Key rating drivers and their description

#### Credit strengths

**Established track record in chemical trading in India** – RR Group has a track record of operations over six decades and the promoters have extensive experience in the chemical trading business, which gives it a competitive advantage in the industry.

**Wide product portfolio, diversified customer base and established relationship with suppliers** - customers in Middle East. The Group's established relationship with diversified supplier base mitigates the business risks and low customer concentration mitigates any counterparty credit risk. The company caters to both end-user industries and other traders.

## Credit challenges

**Intense competition and limited value additive nature of operations translates into moderate profitability** – The RR Group operates in a highly competitive environment, comprising organised and unorganised players, limiting its pricing flexibility. This, coupled with the low value-added nature of the trading operations, results in thin margins. However, a favourable shift in product/customer mix partly mitigates the impact.

**Vulnerability of profitability to fluctuation product prices and forex rates** – The Group's operations remain susceptible to the volatility in product prices and forex rate fluctuations. The group witnessed significant moderation in profitability in FY2024 amid softening chemical prices. The risk is partly mitigated by a lower share of direct imports.

**Moderate debt coverage metrics** – The Group's financial profile is characterized by moderated debt coverage metrics on the back of low margins and elevated working capital intensity to support revenue growth, which has kept the interest coverage ratio around 2x and the same is likely to remain in similar range going forward.

## Liquidity position: Adequate

The consolidated liquidity position is adequate. The consolidated average working capital utilization was around 50-60% of the sanctioned working capital limits in the last 12 months ended March 2024. The Group has a capex plan of around Rs. 30-40 crore over the next three years, which is expected to be partially debt funded. However, the liquidity is expected to be adequate on the back of comfortable cash accruals.

## Rating sensitivities

**Positive factors** – ICRA could upgrade the ratings if the RR Group demonstrates a sustained improvement in operating profitability along with improvement in the liquidity and working capital intensity.

**Negative factors** – Pressure on the ratings could arise if the Group demonstrates a sustained decline in revenue and profitability, or a stretch in the working capital intensity weakens its liquidity profile.

## Analytical approach

Analytical approach	Comments
Applicable rating methodologies 9 Bold	<a href="#">Corporate Credit Rating Methodology</a>
Parent/Group support	Not applicable
Consolidation/Standalone	For arriving at the ratings, ICRA has considered consolidated view of R R Innovative Private Limited (RRIPL) (including its subsidiaries- Alkimia Pharma-Chem Private Limited and Radiant Chemtrade DMCC) and its Group company- R Nandlal and Sons Private Limited due to the common promoters and the management, operational and financial linkages. (The entities are enlisted in Annexure-2)

## About the company

R R Innovative Private Limited (RRIPL), is 4<sup>th</sup> generation family business and was incorporated in the year 2012 between three brothers with operations spanning across the entire country and chemicals procured from both domestic and international players to cater to customers in different region with the intent of trading of chemical raw materials and solvents. Presently it has two subsidiaries.

**Radiant Chemtrade DMCC:** It is 100% overseas subsidiary based out of Dubai. The company exports technical grade Urea from middle east to India. Company saw an opportunity in the urea market due to shortage of Urea in India, and the company is engaged in this business from last 5-6 years.

**Alkimia Pharma-Chem Private Limited:** It is 100% subsidiary of RR Innovative. In 2021, when the PLI scheme came, total 8 companies were given permission, and Alkimia Pharma was one of them to manufacture cyclohexene dye acetamines (CDA), which is an intermediate to manufacture Gabapentin, (antidepressant).

## About the Group

R R Group is a generational family business started in 1940s and is involved in wholesale and distribution of chemical raw materials and solvents. It is headquartered in Mumbai and its offices as well as warehouses are in Dubai, Gujarat, Hyderabad, Vizag, catering to pharmaceutical, agrochemical, paint and coating, Water Treatment, adhesives, resin, and an array of industries.

In 1972, the business was divided between the 7 brothers and R Nandlal was divided into 7 companies by the same trade name R Nandlal followed by some suffix to differentiate between the entities. Then in 1988, a separate entity was established to avoid confusion between the customers, under the name of RR Enterprise while R Nandlal continued to be in operations. RR enterprise was a partnership firm between three brothers, which in 2012 was converted into RR Innovative Private Limited. R Nandlal and sons was changed to R Nandlal and Sons Private Limited in 2023. All the chemical related business activities are carried out in RR Innovative Private Limited. And one activity in R Nandlal and Sons Private Limited.

Of the other 6 factions, only 1 is continuing the chemicals business under the name Balaji Tradechem Private Limited, while for the other 5, the next generations did not continue the same.

## Key financial indicators (audited)

RR IPL- Consolidated	FY2023	FY2024	H1FY2025*
Operating income (Rs. crore)	2,020.3	1911.7	1,156.4
PAT (Rs. crore)	39.3	15.6	27.9
OPBDIT/OI (%)	3.4%	2.8%	3.6%
PAT/OI (%)	1.8%	0.8%	2.4%
Total outside liabilities/Tangible net worth (times)	2.3	2.6	2.6
Total debt/OPBDIT (times)	5.0	9.2	6.2
Interest coverage (times)	2.9	1.5	2.9

Source: Company, ICRA Research; \* Provisional numbers; All ratios as per ICRA's calculations; Amount in Rs. crore PAT: Profit after tax; OPBDIT: Operating profit before depreciation, interest, taxes and amortisation

**Status of non-cooperation with previous CRA: Not applicable**

**Any other information: None**

## Rating history for past three years

Current (FY2025)						Chronology of rating history for the past 3 years					
			FY2025			FY2024		FY2023		FY2022	
Instrument	Type	Amount rated (Rs. crore)	Feb 03, 2025	Date	Rating	Date	Rating	Date	Rating	Date	Rating
Long term / short term-others-fund based/non fund based	Long term/Short term	470.00	[ICRA]BBB-(Stable)/[ICRA]A3	Jun 20, 2024	[ICRA]BBB-(Stable)/[ICRA]A3	-	-	-	-	-	-

## Complexity level of the rated instruments

Instrument	Complexity indicator
Short/long term fund/non fund based-Other	Simple

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	Short/long term fund/non fund based-Other	NA	NA	NA	470.00	[ICRA]BBB-(Stable)/[ICRA]A3

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	RR IPL ownership	Consolidation approach
RR Innovative Private Limited	100.00%	Full Consolidation
Alkimia Pharma-Chem Private Limited	100.00%	Full Consolidation
Radiant Chemtrade DMCC	100.00%	Full Consolidation
R Nandlal Sons Private Limited	Common Promoters	Full Consolidation

Source: Company data

## ANALYST CONTACTS

**Girishkumar Kadam**

+91 22 6114 3441

[girishkumar@icraindia.com](mailto:girishkumar@icraindia.com)

**Prashant Vasisht**

+91-124-4545322

[prashant.vasisht@icraindiacom](mailto:prashant.vasisht@icraindiacom)

**Ankit Jain**

+91-124-4545865

[ankit.jain@icraindia.com](mailto:ankit.jain@icraindia.com)

**Harshita Singh**

+91 124 4545306

[harshita.singh@icraindia.com](mailto:harshita.singh@icraindia.com)

## RELATIONSHIP CONTACT

**L. Shivakumar**

+91 22 6114 3406

[shivakumar@icraindia.com](mailto:shivakumar@icraindia.com)

## MEDIA AND PUBLIC RELATIONS CONTACT

**Ms. Naznin Prodhani**

Tel: +91 124 4545 860

[communications@icraindia.com](mailto:communications@icraindia.com)

## HELPLINE FOR BUSINESS QUERIES

+91-9354738909 (open Monday to Friday, from 9:30 am to 6 pm)

[info@icraindia.com](mailto:info@icraindia.com)

## ABOUT ICRA LIMITED

ICRA Limited was set up in 1991 by leading financial/investment institutions, commercial banks and financial services companies as an independent and professional investment Information and Credit Rating Agency.

Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

For more information, visit [www.icra.in](http://www.icra.in)

## ICRA Limited



### Registered Office

B-710, Statesman House, 148 Barakhamba Road, New Delhi-110001

Tel: +91 11 23357940-45



### Branches



© Copyright, 2025 ICRA Limited. All Rights Reserved.

Contents may be used freely with due acknowledgement to ICRA.

ICRA ratings should not be treated as recommendation to buy, sell or hold the rated debt instruments. ICRA ratings are subject to a process of surveillance, which may lead to revision in ratings. An ICRA rating is a symbolic indicator of ICRA's current opinion on the relative capability of the issuer concerned to timely service debts and obligations, with reference to the instrument rated. Please visit our website [www.icra.in](http://www.icra.in) or contact any ICRA office for the latest information on ICRA ratings outstanding. All information contained herein has been obtained by ICRA from sources believed by it to be accurate and reliable, including the rated issuer. ICRA however has not conducted any audit of the rated issuer or of the information provided by it. While reasonable care has been taken to ensure that the information herein is true, such information is provided 'as is' without any warranty of any kind, and ICRA in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. Also, ICRA or any of its group companies may have provided services other than rating to the issuer rated. All information contained herein must be construed solely as statements of opinion, and ICRA shall not be liable for any losses incurred by users from any use of this publication or its contents.