

May 12, 2023

## NTT Global Data Centers & Cloud Infrastructure India Private Limited: Ratings reaffirmed

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Term loans	1,729.5	1,250.6	[ICRA]AA+(Stable); reaffirmed
Working capital facilities	305.0	705.0	[ICRA]A1+; reaffirmed
Non-fund based limits	22.0	22.0	[ICRA]A1+; reaffirmed
Commercial paper	1,030.0	1,030.0	[ICRA]A1+; reaffirmed
<b>Total</b>	<b>3,086.5</b>	<b>3,007.6</b>	

\*Instrument details are provided in Annexure-I

### Rationale

The reaffirmation of ratings reflects the strong parentage of NTT Global Data Centers & Cloud Infrastructure India Private Limited (NTT GDC India), a wholly-owned step-down subsidiary of Nippon Telegraph and Telephone Corporation (NTT), rated by Moody's at A1 (Stable). NTT is a leading integrated Japanese telecom operator with the Government of Japan holding about 33.92% (as on December 31, 2022) stake in the company. NTT GDC India has a long and established track record of funding support from NTT; further, NTT Limited (London), a wholly-owned step-down subsidiary of NTT has extended corporate guarantee for NTT GDC India's borrowings from the Indian lenders. NTT GDC India's operations draws strong synergies from NTT's global data centre (DC) and has senior representatives from NTT on its board of directors highlighting its importance for the Group's global operations.

The company witnessed a robust growth in the consolidated operating income (OI) at a CAGR of ~25% (FY2019 – FY2023) to ~Rs. 2,225 crore (provisional) in FY2023 on the back of improvement in capacity utilisation of the existing and new DCs. Given the strong pipeline, the revenues are estimated to grow by 35-40% year-on-year (YoY) in FY2024. With increase in revenues and better absorption of fixed costs, its operating margins are expected to improve and remain in the range of 42-45% during FY2023 and FY2024. The ratings draw comfort from the well-diversified clientele spread across different verticals, viz., communication, media and technology, banking financial services and insurance (BFSI), telecommunication, etc, with top 10 customers contributing ~62% to the overall consolidated revenue in 11M FY2023. The large investments made by customers and the downtime risks associated with switching result in high customer stickiness, evident from the Group's long-term relationship with its large customers. The company has a stable annuity stream of inflows, wherein the customers enter into medium-to-long-term service contracts with defined escalations. The ratings consider the strong long-term demand prospects for DCs, backed by digital data explosion in India and favourable regulatory support.

The strengths are, however, partially offset by the modest return on capital employed (RoCE) on account of continuous addition of DCs over the past few years as utilisation ramps up with a lag. ICRA expects the RoCE to increase in the medium term as the company is in the midst of a large capex program. The ratings are constrained by the heightened competition from large DC additions with entry of many new players in the segment and expansion plans from existing players. However, the long-term relationship with reputed clients, competitive pricing and strong technology support from NTT provide the NTT GDC group a competitive advantage to some extent.

NTT GDC India incurred a capex of Rs. 2,500 crore in FY2023 and is undertaking a large capex programme of around Rs. 3,000 crore in FY2024, which will be entirely debt funded. The leverage, TD/OPBITDA (excluding lease liabilities), is likely to remain

high at around 5.3 times as of March 2024 against 5.6 times as of March 2023 (PY: 4.0 times), consequently impacting the debt coverage metrics. While the debt tenure has increased for new sanctions, the overall tenure remains moderate. This coupled with longer ramp up phase of DC business may exert pressure on the coverage metrics in the near to medium term. However, ICRA derives strong comfort from the company's parentage, which provides high financial flexibility and refinancing ability.

The Stable outlook on NTTGDC's rating reflects ICRA's opinion that the company will continue to benefit from its strong parentage, reputed and diversified clientele.

## Key rating drivers and their description

### Credit strengths

**Strong parentage with demonstrated track record of funding support** – NTT GDC India is a wholly-owned step-down subsidiary of NTT, rated by Moody's at A1 (Stable). NTT is a leading integrated Japanese telecom operator with the Government of Japan holding about 33.92% (as on December 31, 2022) stake in the company. NTT GDC India has a long and established track record of funding support from NTT; further, NTT Limited (London), a wholly owned step-down subsidiary of NTT has extended corporate guarantee for NTT GDC India's borrowings from Indian lenders. NTT GDC India's operations draws strong synergies from NTT's global DC and has senior representatives from NTT on its board of directors highlighting its importance for the Group's global operations.

**Reputed and diversified clientele with high customer stickiness and stable annuity stream of inflows** – The Group has a well-diversified clientele spread across different verticals viz. communication, media and technology, BFSI, telecommunication, etc, with top 10 customers contributing ~62% to the overall consolidated revenue in 11M FY2023. The large investments made by customers and the downtime risks associated with switching result in high customer stickiness in the DC business, evident from the Group's long-term relationship with its customers. It has a stable annuity stream of inflows, wherein the customers enter into medium-to-long-term service contracts with defined escalations. The company witnessed robust growth in consolidated operating income (OI) at a CAGR of ~25% (FY2019 – FY2023) to ~Rs. 2,225 crore (provisional) in FY2023 on the back of improvement in capacity utilisation of existing and new DCs. Given the strong pipeline, the revenues are estimated to grow by 35-40% year-on-year (YoY) in FY2024. With increase in revenues and better absorption of fixed costs, its operating margins are expected to improve and remain in the range of 42-45% during FY2023 and FY2024.

**Favourable regulations support long-term prospects of DC** – Data localisation and data explosion are paving the way for a DC revolution in India. The key triggers for digital explosion in India are the increasing internet and mobile penetration, the Government's thrust on e-governance/digital India, adoption of new technologies (cloud computing, IoT, 5G etc), growing userbase for social media, gaming, e-commerce and OTT platforms. This, coupled with the favourable regulatory policies viz. the draft Digital Data Protection Bill 2022, providing infrastructure status to DCs, special incentives from the Central and state governments like land at subsidised cost, power subsidies, exemptions on stamp duty, discounts on usage of renewable energy and procurement of IT components made locally, and other concessions are expected to boost DC investments in the country.

### Credit challenges

**Continuous capex leading to modest return indicators** – The company has continuously incurred large capex over the last three years. However, the utilisation of the DCs happens with a lag, which led to modest RoCE at 11.0% in FY2022. ICRA expects the RoCE to increase in the medium term as the company is in the midst of a large capex program.

**Large debt-funded capex to exert pressure on credit metrics** – NTT GDC India has incurred a capex of Rs. 2,500 crore in FY2023 and is undertaking a large capex programme of around Rs. 3,000 crore in FY2024, which will be entirely debt funded. The leverage, TD/OPBIDTA (excluding lease liabilities), is likely to remain high at around 5.3 times as of March 2024 against 5.6 times as of March 2023 (PY: 4.0 times), consequently impacting the debt coverage metrics. While the debt tenure has increased for new sanctions, the overall tenure remains moderate. This coupled with longer ramp up phase of DC business

may exert pressure on the coverage metrics in the near to medium term. However, ICRA derives strong comfort from the company’s parentage, which provides high financial flexibility and refinancing ability to the company.

**Stiff competition from other players** – The ratings are constrained by the heightened competition from large DC additions with entry of many new players in the segment and expansion plans from existing players. However, the long-term relationship with reputed clients, competitive pricing and strong technology support from NTT provide the NTT GDC group a competitive advantage to some extent.

### Liquidity position: Adequate

The company’s liquidity position is adequate with free cash and bank balance of Rs. 455.7 crore, cushion in CC limits of Rs. 123.4 crore as on March 31, 2023. It has debt repayment of Rs. 577.8 crore in FY2024, which can be comfortably serviced through its estimated cash flow from operations. The capex for FY2024 is estimated to be at around Rs. 3,000 crore and will be entirely debt funded.

### Rating sensitivities

**Positive factors** – The ratings may be upgraded if the company achieves optimal capacity utilisation for the existing and new under-construction DCs resulting in sustainable improvement in earnings and liquidity position. Specific credit metrics that could lead to a rating upgrade include DSCR of more than 2.0 times on a sustained basis.

**Negative factors** – Negative pressure on the ratings may arise if there is any deterioration in the credit profile or weakening of linkages with NTT. Further, higher-than-anticipated debt-funded capex and/or sustained lower utilisation levels of the new DCs resulting in weakening of NTT GDC’s credit profile will be a negative factor.

### Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Corporate Credit Rating Methodology</a> <a href="#">Rating Methodology for Entities in the Information Technology Hardware-related Services Industry</a> <a href="#">Rating Approach –Implicit Support From Parent Or Group</a>
Parent/Group support	Parent Company: NTT Limited (UK), Ultimate Parent Company: Nippon Telegraph and Telephone Corporation (NTT). The ratings assigned to NTT GDC India factors in the likelihood of its ultimate parent, NTT, extending financial support to NTT GDC India through NTT Limited (UK) because of close business linkages between them. ICRA expects NTT to be willing to extend financial support to NTT GDC out of its need to protect its reputation from the consequences of a Group entity’s distress.
Consolidation/Standalone	Given the strong managerial, financial, and operational linkages between NTT GDC and Netmagic Solutions Private Limited, ICRA has considered the consolidated financials of Netmagic Solutions Private Limited and NTT GDC.

### About the company

NTT GDC India (formerly known as Netmagic IT Services Private Limited) was incorporated in 2005 and is fully owned by Netmagic Solutions Private Limited, a wholly-owned subsidiary of NTT Ltd (UK), which is 100% held by NTT Data Inc (Japan). NTT Data Inc is ultimately owned by Japan’s Nippon Telegraph and Telephone Corporation (NTT rated by Moody’s at A1 (Stable)), is a global provider of information and communications technology (ICT) solutions within the NTT Group.

NTT GDC India provides DC co-location services, cloud services and dedicated hosting or managed services to customers across India. At present, it has 12 operational DCs across four locations – Mumbai (8), Noida (1), Chennai (1) and Bangalore (2).

### Key financial indicators

NTT GDC India (Consolidated)	FY2021	FY2022	9M FY2023*
Operating income	1280.2	1671.5	1613.3
PAT	61.9	184.3	198.2
OPBDIT/OI	28.4%	36.5%	43.4%
PAT/OI	4.8%	11.0%	12.3%
Total outside liabilities/Tangible net worth (times)	1.1	1.7	2.6
Total debt/OPBDIT (times)	4.7	4.6	5.4
Interest coverage (times)	4.7	5.2	3.4

PAT: Profit after Tax; OPBDIT: Operating Profit before Depreciation, Interest, Taxes and Amortisation, \*Provisional

Source: NTT GDC India, ICRA Research

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

Any other information: None

### Rating history for past three years

Instrument	Type	Current rating (FY2024)		Chronology of rating history for the past 3 years						
		Amount rated (Rs. crore)	Amount outstanding as on Apr 15, 2023 (Rs. crore)	Date & rating in FY2024	Date & rating in FY2023		Date & rating in FY2022		Date & rating in FY2021	
				May 12, 2023	May 06, 2022	March 03, 2022	April 30, 2021	July 13, 2020	April 3, 2020	
1	Term loans	Long Term	1,250.6	1,250.6	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)
2	Working capital facilities	Short term	705.0		[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+
3	Non-fund based limit	Short term	22.0		[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+
4	Commercial paper	Short term	1,030.0		[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	-
5	Unallocated limit	-				[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)	[ICRA]AA+ (Stable)

## Complexity level of the rated instruments

Instrument	Complexity Indicator
Term loans	Simple
Working capital facilities	Simple
Non-fund based limit	Very simple
Commercial paper	Very 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	Term loan-I	FY2019-FY2022	-	FY2024-FY2028	1,250.6	[ICRA]AA+ (Stable)
NA	Working capital facilities	-	-	-	705.0	[ICRA]A1+
NA	Non-fund based limits	-	-	-	22.00	[ICRA]A1+
INE613R14118	Commercial paper	September 27, 2022	-	September 22, 2023	150.00	[ICRA]A1+
INE613R14126	Commercial paper	November 24, 2022	-	August 21, 2023	300.00	[ICRA]A1+
INE613R14134	Commercial paper	January 18, 2023	-	October 16, 2023	150.00	[ICRA]A1+
*	Commercial paper	-	-	-	430.00	[ICRA]A1+

Source: Company, \*Unplaced

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

Company Name	Ownership	Consolidation Approach
Netmagic Solutions Private Limited (NSPL)	*	Full Consolidation

\*NSPL holds 100% stake in NTT GDC India

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