

June 23, 2023

## Millennia Realtors Private Limited: Rating upgraded to [ICRA]A+ (Stable); Rated amount enhanced

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Term loans	347.32	499.0	[ICRA]A+ (Stable); rating upgraded from [ICRA]A (Stable)/assigned for enhanced amount
<b>Total</b>	<b>347.32</b>	<b>499.0</b>	

\*Instrument details are provided in Annexure-I

### Rationale

The rating upgrade of Millennia Realtors Private Limited (MRPL) factors in the improvement in the risk profiles of MRPL's investee companies, with around 55% of the investment portfolio expected to become operational by end of FY2024 (33% as of FY2023). The rating also considers the reduction in funding risks led by equity raise for the development portfolio of MRPL. During Q1 FY2024, the Group concluded second platform with the Canada Pension Plan Investment Board (CPPIB), covering three projects totaling 6.2 million square feet (msf) at a total investment of ~Rs. 2,270 crore. This, along with healthy pre-leasing and adequate leasing pipeline of the investment portfolio which is expected to be operational in the next six to nine months, reduces market risks to an extent.

The rating continues to favourably factor in the established track record and reputation of the RMZ Group in the commercial real estate sector. Further, MRPL has strong financial flexibility, aided by its established relationships with lenders and partnerships with reputed investors. The current ongoing projects are well funded with tie-ups from equity investors and MRPL's existing investment portfolio provides headroom to raise additional debt or stake dilution, if required, to fund any future investing requirements.

The rating is, however, constrained by the holding company nature of operations with limited cash flows on a standalone basis and reliance on monetisation of assets or upstreaming of surpluses from the investee companies to meet its funding requirements. On a standalone basis, the company has an annual rental income of around Rs. 40 crore. The rating also notes that the Group has sizeable projects under development of around 15.5 msf and upcoming pipeline of 3.4 msf at present, which expose it to moderate market and execution risks. Notwithstanding the RMZ track record of leasing and favourable locations of the projects, timely lease tie-ups, remains a key monitorable, given the large scale of the area under development. Any weakening in new leasing activity can impact the pre-leasing in ongoing projects and refinancing ability for the Group's construction finance loans. Nonetheless, ICRA notes that the Group intends to stagger the development in line with the market conditions and tie-up equity funding for upcoming projects through investments from financial investors, as seen for its current ongoing projects.

ICRA notes that there has been a healthy reduction of contingent liabilities in the last two years and are further expected to reduce by around 50% by the end of FY2024. ICRA is given to understand that MRPL will incrementally not provide any corporate guarantees to investee companies.

The Stable outlook reflects ICRA's expectations that MRPL will benefit from its established track record of the Group in the commercial real estate space and financial flexibility derived from its investment portfolio.

## Key rating drivers and their description

### Credit strengths

**Track record of the Group in commercial real estate** – The RMZ Group has a strong execution track record in the real estate space and is one of the leading players in the commercial real estate segment. It has developed over 20 million sft of commercial real estate space across Bengaluru, Chennai, Hyderabad, Pune, Kolkata, and Gurgaon. The Group has a track record of timely completion of large-sized projects with high occupancy levels across its properties. The development pipeline of the Group remains strong with close to 15 million sft of area.

**Strong financial flexibility** – MRPL has strong financial flexibility, aided by its established relationships with lenders and partnerships with reputed investors. The current ongoing projects are well funded with tie-ups from equity investors and MRPL's existing investment portfolio provides headroom to raise additional debt or stake dilution, if required, to fund any future investing requirements.

**Equity funding in place for majority of the ongoing projects** – MRPL has tied up with equity investors such as CPPIB and Mitsui Fudosan for majority of the ongoing projects, resulting in reduced funding risk. During Q1 FY2024, the Group concluded second platform with CPPIB, covering three projects totaling 6.2 msf at a total investment of ~Rs. 2,270 crore. Further, MRPL's investee companies' risk profiles improved with around 55% of the investment portfolio expected to become operational by end of FY2024 (33% as of FY2023).

### Credit challenges

**Limited cash flow on standalone basis** – The rating is constrained by the holding company nature of operations with limited cash flows on a standalone basis and reliance on monetisation of assets or upstreaming of surpluses from the investee companies to meet its funding requirements. On a standalone basis, the company has an annual rental income of around Rs. 40 crore. Against these cash flows, the company has an LRD and corporate loan of around Rs. 356 crore as of February 2023.

**Exposure to moderate market and execution risks** – At present, the Group has sizeable projects under development of around 15.5 msf and upcoming pipeline of 3.4 msf, which expose it to moderate market and execution risks. Notwithstanding the RMZ track record of leasing and favourable locations of the projects, timely lease tie-ups remain a key monitorable, given the large scale of the area under development. Any weakening in new leasing activity can impact the pre-leasing in ongoing projects and refinancing ability for the Group's construction finance loans. Nonetheless, ICRA notes that the Group intends to stagger the development in line with the market conditions and tie-up equity funding for upcoming projects through investments from financial investors, as seen for its current ongoing projects.

**High contingent liabilities, however, expected to reduce in the near term** – MRPL has provided corporate guarantees to the debt raised at investee companies, thereby resulting in high contingent liabilities. However, there has been a healthy reduction of contingent liabilities in the last two years and are further expected to reduce by around 50% by the end of FY2024. ICRA is given to understand that MRPL will incrementally not provide any corporate guarantees to investee companies.

### Liquidity position: Adequate

MRPL's liquidity is expected to remain moderate, with cash flow from operations adequate to meet all the debt servicing requirements at a standalone level. During FY2023, the company raised a corporate loan of Rs. 100 crore at standalone level, which has a bullet repayment in March 2024. MRPL has strong financial flexibility arising from its investments in completed, ongoing and upcoming commercial real estate projects.

## Rating sensitivities

**Positive factors** – Significant improvement in risk profile of investee companies with more than 75% of investment portfolio becoming operational and/or monetization of completed portfolio resulting in improvement in net leverage and liquidity position.

**Negative factors** – Any increase in leverage at the holding company level for investments in ongoing / upcoming projects or inadequate leasing tie-up / execution progress in the under-development portfolio which increases dependence on funding support from MRPL can put pressure on the rating.

## Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Corporate Credit Rating Methodology</a> <a href="#">Rating Methodology for Debt backed by Lease Rentals</a> <a href="#">Rating Methodology for Holding Companies</a>
Parent/Group support	Not Applicable
Consolidation/Standalone	For arriving at the ratings, ICRA has considered the standalone financials of MRPL. Due to the presence of external investors and/or defined cash flow waterfall mechanism as part of debt availed in the SPVs, a limited consolidation approach has been undertaken for the SPVs, under which the proposed equity investments for under-construction projects and funding support required by the operational special purpose vehicles (if any) towards debt servicing and operational shortfall have been considered.

## About the company

MRPL is the ultimate holding company of the RMZ Group, which is one of the leading players in the commercial real estate segment. Since 1997, the Group's activities have been concentrated on the commercial real estate segment, primarily in Bengaluru. Other locations where the RMZ Group has completed projects include Pune, Kolkata, Chennai and Hyderabad. On a standalone basis, MRPL derives rental income from its share of The Millenia, an office property in Bengaluru. At present, MRPL has investments in completed office projects in Hyderabad (Skyview), Bengaluru (Startech) and Chennai (One Paramount-1) apart from ongoing projects in Bengaluru (Ecoworld 30 & 20), Hyderabad (Nexity, Spire, Vault), Chennai (One Paramount-2), Mumbai (Nexus) and Pune (Edge and Helix).

## Key financial indicators

MRPL standalone	FY2022	FY2023
	Audited	Provisional
Operating income	97.3	78.3
PAT	14.9	-31.3
OPBDIT/OI	-242.3%	-62.7%
PAT/OI	15.3%	-40.0%
Total outside liabilities/Tangible net worth (times)	3.5	3.8
Total debt/OPBDIT (times)	-11.3	-57.2
Interest coverage (times)	2.2	-0.1

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

Source: Company, 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 of Feb 28, 2023 (Rs. crore)	Date & rating in FY2024	Date & rating in FY2023	Date & rating in FY2022	Date & rating in FY2021
1	Term loans	499.0	356.0	[ICRA]A+ (Stable) June 23, 2023	[ICRA]A (Stable) Apr 05, 2022	-	[ICRA]A- (Stable) Mar 16, 2021

### Complexity level of the rated instruments

Instrument	Complexity Indicator
Long-term fund-based – Term Loan	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
-	<b>Term Loans</b>	June 2018	-	June 2033	499.0	[ICRA]A+ (Stable)

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
RMZ One Paramount Private Limited	50%	Limited Consolidation
RMZ Infinity (Chennai) Pvt Ltd	50%	Limited Consolidation
Divija Commercial Properties Pvt Ltd	50%	Limited Consolidation
Vismaya Infrastructure Pvt Ltd	100%	Limited Consolidation
ERPL	30%	Limited Consolidation
RMZ Hotels Private Limited	50%	Limited Consolidation
RMZ City Estates Private Limited	49%	Limited Consolidation
Prahitha Construction Private Limited	50%	Limited Consolidation
RMZ Unified Service Private Limited	50%	Limited Consolidation
RMZ Construction India Pvt Ltd	50%	Limited Consolidation
One Boat Club Road Real Estate Private Liquid	20%	Limited Consolidation
Koregaon Park High Street Properties Private Limited	50%	Limited Consolidation

Source: Company

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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.

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

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