



RATING RATIONALE

20 Dec 2019

G.K. Continental Trades Pvt Ltd

Brickwork Ratings reaffirms the ratings for the bank loan facilities amounting to ₹ 32 Crores of G.K. Continental Trades Pvt Ltd or 'the Company'.

Particulars:

Facility#	Amount (₹ Crs)		Tenure	Rating*	
	Previous	Present		Previous [^] (July, 2018)	Present
Fund based Cash Credit	2.00	2.00	Long Term	BWR BB+/Stable	BWR BB+/Stable (Reaffirmed)
Non Fund Based LC/FLC	30.00	30.00	Short Term	BWR A4+	BWR A4+ (Reaffirmed)
Total	32.00	32.00	INR Thirty Two Crores Only		

*Please refer to BWR website www.brickworkratings.com/ for definition of the ratings

[^]BWR issued Rating Not Reviewed advisory on 25 July 2019 for the previous ratings.

#Complete details of Bank facilities is provided in Annexure-I

RATING ACTION/OUTLOOK

The reaffirmation of its rating factors in the promoters' experience with established track record in this sector, comfort drawn from its group support in terms of operational and financial synergies, besides satisfactory feedback from its existing lender.

The ratings are, however, constrained by low profitability margins reported over the past three years. The Company's trade payables increased significantly along with increasing old debtors > 6months as on 31 March 2019. Other risk factors related to risk exposure arising from volatility in commodity prices and regulatory changes besides highly competitive industry due to fragmentation, remains the same.

RATING OUTLOOK: Stable

BWR believes that the business risk profile of **G.K. Continental Trades Pvt Ltd** will be maintained over the medium term. The 'Stable' outlook indicates a low likelihood of rating change over the medium term. The rating outlook may be revised to 'Positive' in case the turnover and profitability of the company show



sustained improvement. The rating outlook may be revised to 'Negative' if the turnover goes down and the margins show lower than expected figures.

KEY RATING DRIVERS

Credit Strengths:

Experienced promoters with established track record: The GG Group is promoted by Mr. Gurdas Garg and his son, Mr. Kunal Garg having over 15 years of experience in this trade. Both promoters look after the overall routine business affairs of the Company. Thus, the group benefits from the long term experience of the promoters in this sector.

Group Support: The company is a part of the 'GG Group' based in Bathinda which provides business synergies and financial support. The group comprises businesses related to trading of edible and non-edible oils.

Credit Risks:

Low profitability margins reported: The Company's profitability margins remained low at less than 0.06% during FY19 as its turnover generated entirely through high-seas trading activity.

High trade payables and receivables reported: The Company has reported significant increase in its old debtors > 6m from Rs. 2.87 Cr to Rs. 44.28 Cr during FY19 (consist of more than 50% of its total turnover). Subsequently, trade payables also went up from Rs. 22.34 Cr to Rs. 46.71 Cr in FY19. Thus, any delays in realising the said pending debtors will affect its liquidity position adversely over the medium term.

Exposure to risks arising from price fluctuations, forex risks, counterparty risks & regulatory changes: In case of high-seas or merchant trade, there is a time gap between imports and actual sales made which may lead to a significant price fluctuation problems. The Company is also exposed to FX fluctuation risks, as it makes purchases in USD and sells it at INR prices in the domestic market. It has reported FX loss of Rs. 0.55 Cr in FY19 as against FX gain of Rs. 1.07 Cr in FY18. Further, counterparty risk can also arise as the Company deals with some customers located at Kandla port. In the event of these customers failing to take delivery or delay in making payments, the Group's receivable levels may increase significantly over the medium term. BWR also notes that its old debtors > 6m increased significantly from Rs. 2.87 Cr to Rs. 44.28 Cr during FY19.

ANALYTICAL APPROACH AND APPLICABLE RATING CRITERIA

BWR has applied its rating methodology on a group approach basis, as detailed in the Rating Criteria (hyperlinks provided at the end of this rationale). The financial performance of the group entities have been consolidated to arrive at the rating on account of having common business synergies and cash flow fungibility. Details of the Companies/Firms considered for arriving at the rating are given in Annexure II.



RATING SENSITIVITIES:

Positive: The rating may favor an upgrade in case the Company is able to improve its profitability margins to at least 1%, bring down its TOL/TNW to at least 1x by reducing its high trade payables, increase its turnover levels significantly and recover its old debtors over the medium term.

Negative: BWR may revise the rating downwards, if the Company unable to achieve the aforesaid financial numbers.

LIQUIDITY POSITION:

Liquidity position of the Company is below average as it reported high trade payables and old debtors during FY19. The unencumbered cash & cash equivalents remains low at Rs. 0.04 Cr (P.Y. Rs. 0.05 Cr) during FY19. The Company avails mainly LC’s (Non Fund Based limits) for its operations with usance period of 180 days. The ability of the Company to recover older debtors and make funds available as and when FLC’s gets due remain the key rating sensitivity.

ABOUT THE COMPANY

GK Continental Trades Pvt Ltd is a part of GG Group, based in Bathinda, Punjab. The company is promoted by Mr. Gurdas Garg and his son Mr. Kunal Garg, who look after the overall operations of the company. The Company is engaged in the trading of non-edible and edible oil such as crude palm oil, soya bean oil, etc. by importing the same from overseas market and selling in the domestic market on merchant trading basis.

ABOUT THE GROUP

GG Group comprises 16 entities which are engaged in the same business activity of importing edible and non-edible oil and selling in the domestic market on a high seas trade basis. The said companies import goods via opening site LC’s or usance LC and sell it to the common set of customers which are mainly located near the port. The GG Group has also acquired storage houses of 60000 MT capacity in Kandla, Gujarat from where it carries out its trading activities.

KEY FINANCIAL INDICATORS

Key Parameters	Units	2018	2019
Result Type		Audited	Audited
Operating Revenue	Rs. Crores	119.99	123.14
EBITDA	Rs. Crores	-0.19	1.44
PAT	Rs. Crores	0.09	0.07



Total Tangible Net Worth	Rs. Crores	8.24	8.32
TOL/TNW	Times	3.09	5.88
ISCR	Times	-0.26	1.87

Rating History for the last three years (Including withdrawn and suspended)

S.No	Facility	Current Rating			Rating History		
		Type	Amt (₹ Crs)	Rating	25 July 2019	24 July 2018	15 June 2017
1	Fund Based Cash Credit	Long Term	2.00	BWR BB+/Stable	Rating Not Reviewed Advisory	BWR BB+/Stable (Reaffirmed)	BWR BB+/Stable
2	Non Fund Based ILC/FLC	Short Term	30.00	BWR A4+ (Reaffirmed)	Rating Not Reviewed Advisory	BWR A4+ (Reaffirmed)	BWR A4+
Total			32.00	₹ Thirty Two Crores Only			

Status of non-cooperation with previous CRA - N.A.

Any other information: Nil

#Annexure I

Details of Bank Facilities rated by BWR

S No.	Name of the Bank	Type of Facility	Long Term (Rs. Cr)	Short Term (Rs. Cr)	Total (Rs. Cr)
1	Punjab National Bank	Cash Credit	2.00	-	2.00
		ILC/FLC	-	30.00	30.00
Total			2.00	30.00	32.00

Annexure II

S.No.	Companies/Firms under G.G. Group
1	G.K. Proteins Pvt. Ltd
2	Gurdas Agro Pvt. Ltd
3	G.G. Continental Trades Pvt. Ltd
4	G.K. Continental Trades Pvt. Ltd
5	G.G. Oils & Fats Pvt. Ltd
6	Kunal Exports & Infrastructure
7	Gurdas Exports
8	Vinayak Agro
9	Salasar Foods
10	GK Exim
11	J.J. Exports
12	Neeharika Oils
13	SSD Overseas
14	Shree Krishna Enterprises
15	Shree Balaji Exports
16	Siddhivinayak Exports

Hyperlink/Reference to applicable Criteria

- [General Criteria](#) [Short Term Debt](#)
- [Approach to Financial Ratios](#) [Ratings based on Group Support](#)
- [Trading Entities](#)

Analytical Contacts	Investor and Media Relations
<p>Peeush Middha <i>Assistant Manager - Ratings</i> +91 172 5032295 peeush.m@brickworkratings.com</p> <p>Ashwini Mital <i>Director - Ratings</i> +91 172 5032295 ashwini.m@brickworkratings.com</p>	<p>Liena Thakur Assistant Vice President - Corporate Communications M : +91 84339 94686 B : +91 22 6745 6666 liena.t@brickworkratings.com</p>



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