

## Future Supply Chain Solutions Limited (Revised)

May 03, 2022

### Ratings

Facilities/Instruments	Amount (Rs. crore)	Rating <sup>1</sup>	Rating Action
Long Term Bank Facilities	140.53	CARE C; ISSUER NOT COOPERATING* (Single C ISSUER NOT COOPERATING*)	Revised from CARE B (Single B) and moved to ISSUER NOT COOPERATING category and removed from Credit watch with Negative Implications
<b>Total Bank Facilities</b>	<b>140.53 (Rs. One Hundred Forty Crore and Fifty-Three Lakhs Only)</b>		
Non Convertible Debentures	199.00	CARE C; ISSUER NOT COOPERATING* (Single C ISSUER NOT COOPERATING*)	Revised from CARE B (Single B) and moved to ISSUER NOT COOPERATING category and removed from Credit watch with Negative Implications
<b>Total Long Term Instruments</b>	<b>199.00 (Rs. One Hundred Ninety-Nine Crore Only)</b>		

Details of instruments/facilities in Annexure-1

### Detailed Rationale & Key Rating Drivers

Future Supply Chain Solutions Limited (FSC) has not paid the surveillance fees for the rating exercise agreed to in its Rating Agreement. In line with the extant SEBI guidelines, CARE Ratings Ltd.'s rating on FSC's bank facilities and instruments will now be denoted as **CARE C; ISSUER NOT COOPERATING\***. The revision in rating and removal from Credit watch with Negative Implications is on account of non-implementation of the composite scheme of arrangement between Future Group entities and Reliance group entities.

**Users of this rating (including investors, lenders, and the public at large) are hence requested to exercise caution while using the above rating(s).**

The ratings take into account primarily factors in deterioration in credit profile of FSC's key customer which is also the flagship entity of the Future Group i.e. Future Retail Limited (FRL) (rated CARE D). Debtors realization from Future group customers for FSC continue to remain slow leading to significant increase in collection period. The ratings of FSC continue to remain tempered by the significant exposure to FRL, deterioration in market capitalization and liquidity of the Future Group companies, considerable promoters' stake being pledged and slowdown in the macro-economic scenario due to the coronavirus pandemic. The rating of FSC draws strength from experienced management, wide spread logistical network, operational synergies with group companies, potential benefits and opportunity to further expand its footprint in the global logistics business due to its new association with a reputed global logistics player Nippon Express, Japan.

### Detailed description of the key rating drivers

At the time of last rating on February 03, 2022 the following were the rating weaknesses and strengths:

#### Key Rating Weaknesses

##### Subdued performance due to lingering effect of corona virus pandemic

The performance has continued to remain weak in H1FY22 so on account of lingering effect of the corona virus pandemic on the economy. Although sales have increased marginally to Rs.306.36 cr in H1FY22 from Rs. 212.31 crore in H1FY21, fixed costs and other operating costs has been eroding the profitability and network of the company. FSC has reported net loss of Rs.69.39 crore in H1FY22. Since unlock phase, operational challenges have reduced substantially compared to lockdown months. CARE notes that to reduce dependency on Future Group, FSC is pursuing new business opportunities with external customers. Pickup in business volumes and reduction in losses remains a key rating factor.

##### Continued weakening of credit profile and liquidity of key customer

FSC has significant financial and operational linkages with Future group (FRL being one of the largest customers) which accounts to ~65% of the total sales annually, albeit dependency on the group is expected to come down further due to business coming from companies outside Future group. Due to the coronavirus pandemic, the retail sector has been one of the most adversely affected sectors. The downward revision in credit profile of FRL primarily factors in continued liquidity stretch on account of

<sup>1</sup>Complete definition of the ratings assigned are available at [www.careedge.in](http://www.careedge.in) and other CARE Ratings Ltd.'s publications

reduced cash accruals and unavailability of additional working capital limits from lenders along with decline in market capitalization leading to default in repayment of its loans.

### Key Rating Strengths

#### Experienced promoter and management

FSC is a part of Future Group (FG), with the flagship company of group as Future Retail Limited (FRL). The group is headed by Mr. Kishore Biyani and has business interest across various sectors such as retail, FMCG, logistics, financial services etc. The promoters are supported by an experienced & qualified management team.

#### Strategic association with Nippon Express, Japan

In December 2019, Nippon Express (South Asia & Oceania) Pte. Ltd— a subsidiary of Nippon Express, Japan acquired 22% stake in FSC through a mix of primary and secondary issuance. The capital will be used to fund FSC's near-term growth plans. Through this partnership, Nippon Express and FSC are expected to derive significant synergies given their complementary skill sets and services offering, and gain a deeper foothold in the large and growing Indian logistics sector. The investment would allow Nippon Express and FSC to expand and explore logistics requirement across sectors in the Indian market. The deal would also help FSC access Nippon Express' Japanese and MNC clients for exploring new business opportunities in India, especially for third-party and express logistics operations.

#### Importance to Future group in terms of providing a robust supply chain infrastructure in place

The Future group's warehousing and logistic requirements are managed by FSC and hence it is critical to the operations of the group. The inventory management module operates on state of art ERP system. The sophisticated inventory management tools allow the group entities to monitor, manage and control the inventory levels. This helps the company to manage the flow of inventory efficiently. The major group entities such as FRL & FLFL has mother warehouses at various locations in each zone which feeds the regional warehouse which in turn provides services to the stores across all the locations.

#### Liquidity: Stretched

The liquidity of FSC also remains stretched on account of reduced cash accruals and slow realization of debtors from its customers especially FRL, which is the key customer. There have been substantial delays in receipt from group entities and subsequent receipts have not been significant. Total outstanding trade receivables as on September 30 stood at Rs.722.75 crore on a total HY income of Rs.306.36 crore as compared to outstanding trade receivables of Rs.735.88 crore as on March 31, 2021 on a total income of Rs.496.69 crore for FY21. Further the company does not have sufficient cushion in the form of free cash or liquid investments to meet any exigency. In view of stretched liquidity, FSC has also implemented OTR w.e.f April 26, 2021.

**Analytical approach:** Standalone, factoring linkages to Future Group

#### Applicable Criteria

[Policy in respect of Non-cooperation by issuer](#)

[CARE's Policy on Default Recognition](#)

[Financial ratios – Non-Financial Sector](#)

[Liquidity Analysis of Non-Financial Sector Entities](#)

[Criteria on assigning 'outlook' and 'credit watch' to Credit Ratings](#)

[Rating Methodology – Service Sector Companies](#)

#### About the Company

Erstwhile Future Retail Ltd. has now been renamed as Future Enterprises Ltd. (FEL) and houses the physical assets (store formats of erstwhile FRL and Bharti Retail Limited including all the infrastructure assets situated in the stores) apart from strategic investments in various companies. The company is also in the business of manufacturing and trading of men's wear, women's wear and kid's wear in denim segment. Consequent to de-merger, the long term debt (comprising bank term loans and NCDs of erstwhile FRL) now resides in the books of FEL. FEL is also the holding company for future group's various other businesses.

Brief Financials (Rs. crore)	31-03-2020 (A)	31-03-2021 (A)	9MFY22 (Prov.)
Total operating income	1,157.41	496.69	500.11
PBILDT	272.79	84.16	107.84
PAT	-63.88	-184.36	-73.69
Overall gearing (times)	1.24	1.46	NA
Interest coverage (times)	3.38	0.86	1.70

A: Audited; Prov.: Provisional; NA; Not Available

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

**Any other information:** Not Applicable

**Rating History for last three years:** Please refer Annexure-2

**Annexure-1: Details of Instruments/Facilities**

Name of the Instrument	ISIN	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. crore)	Rating assigned along with Rating Outlook
Fund-based - LT-Cash Credit		-	-	-	93.66	CARE C; ISSUER NOT COOPERATING*
Term Loan-Long Term		-	-	-	46.87	CARE C; ISSUER NOT COOPERATING*
Debentures-Non Convertible Debentures	INE935Q07046 INE935Q07038	September 20, 2018	10.2%	Sept 2024	199.00	CARE C; ISSUER NOT COOPERATING*

\*Issuer did not cooperate; Based on best available information

**Annexure-2: Rating History of last three years**

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating history			
		Type	Amount Outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2022-2023	Date(s) & Rating(s) assigned in 2021-2022	Date(s) & Rating(s) assigned in 2020-2021	Date(s) & Rating(s) assigned in 2019-2020
1	Fund-based - LT-Cash Credit	LT	93.66	CARE C; ISSUER NOT COOPERATING*	-	1)CARE B (CWN) (03-Feb-22)	1)CARE BB-(CWN) (22-Mar-21) 2)CARE BB-(CWN) (18-Nov-20) 3)CARE BB+(CWD) (29-Jul-20) 4)CARE A-(CWN) (15-May-20)	1)CARE A+ (CWN) (26-Mar-20) 2)CARE AA-; Stable (29-Aug-19)
2	Non-fund-based - ST-BG/LC	ST	-	-	-	1)Withdrawn (03-Feb-22)	1)CARE A4 (CWN) (22-Mar-21) 2)CARE A4 (CWN) (18-Nov-20) 3)CARE A4+(CWD) (29-Jul-20) 4)CARE A2+(CWN) (15-May-20)	1)CARE A1 (CWN) (26-Mar-20) 2)CARE A1+ (29-Aug-19)
3	Term Loan-Long Term	LT	46.87	CARE C; ISSUER NOT COOPERATING*	-	1)CARE B (CWN) (03-Feb-22)	1)CARE BB-(CWN) (22-Mar-21) 2)CARE BB-(CWN) (18-Nov-20)	1)CARE A+ (CWN) (26-Mar-20) 2)CARE AA-; Stable

							3)CARE BB+ (CWD) (29-Jul-20)	(29-Aug-19)
							4)CARE A-(CWN) (15-May-20)	
4	Debentures-Non Convertible Debentures	LT	199.00	CARE C; ISSUER NOT COOPERATING *	-	1)CARE B (CWN) (03-Feb-22)	1)CARE BB-(CWN) (22-Mar-21) 2)CARE BB-(CWN) (18-Nov-20) 3)CARE BB+(CWD) (29-Jul-20) 4)CARE A-(CWN) (15-May-20)	1)CARE A+ (CWN) (26-Mar-20) 2)CARE AA-; Stable (29-Aug-19)
5	Commercial Paper-Commercial Paper (Carved out)	ST	-	-	-	-	1)Withdrawn (04-Sep-20) 2)CARE A4+(CWD) (29-Jul-20) 3)CARE A2+(CWN) (15-May-20)	1)CARE A1 (CWN) (26-Mar-20) 2)CARE A1+ (29-Aug-19)
6	Commercial Paper-Commercial Paper (Carved out)	ST	-	-	-	-	1)Withdrawn (04-Sep-20) 2)CARE A4+(CWD) (29-Jul-20) 3)CARE A2+(CWN) (15-May-20)	1)CARE A1 (CWN) (26-Mar-20) 2)CARE A1+ (29-Aug-19)

\*Issuer did not cooperate; Based on best available information

### Annexure 3: Complexity level of various instruments rated for this company

Sr. No	Name of instrument	Complexity level
1	Debentures-Non Convertible Debentures	Simple
2	Fund-based - LT-Cash Credit	Simple
3	Term Loan-Long Term	Simple

**Note on complexity levels of the rated instrument:** CARE Ratings Ltd. has classified instruments rated by it on the basis of complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for any clarifications.

### Annexure 4: Bank Lender Details for this Company

To view the lender wise details of bank facilities please [click here](#)

## Contact us

### Media Contact

Name: Mr. Mradul Mishra  
Contact no.: +91-22-6754 3596  
Email ID: [mradul.mishra@careedge.in](mailto:mradul.mishra@careedge.in)

### Analyst Contact

Group Head Name: Mr. Hitesh Avachat  
Group Head Contact no.: +91-90048 60007  
Group Head Email ID: [hitesh.avachat@careedge.in](mailto:hitesh.avachat@careedge.in)

### Relationship Contact

Name: Saikat Roy  
Contact no.: +91-98209 98779  
Email ID: [saikat.roy@careedge.in](mailto:saikat.roy@careedge.in)

### About CARE Ratings Limited:

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With an established track record of rating companies over almost three decades, we follow a robust and transparent rating process that leverages our domain and analytical expertise backed by the methodologies congruent with the international best practices. CARE Ratings Limited has had a pivotal role to play in developing bank debt and capital market instruments including CPs, corporate bonds and debentures, and structured credit.

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