

## Neo Carbons Private Limited (Revised)

January 06, 2023

### Rating

| Facilities/Instruments       | Amount (₹ crore)                            | Rating <sup>1</sup>                                    | Rating Action |
|------------------------------|---|--|---------------|
| Long Term Bank Facilities    | 50.00                                       | CARE BBB+; Stable<br>(Triple B Plus; Outlook: Stable ) | Reaffirmed    |
| <b>Total Bank Facilities</b> | <b>50.00</b><br><b>(₹ Fifty Crore Only)</b> |  |               |

Details of instruments/facilities in Annexure-1.

### Detailed Rationale & Key Rating Drivers

The ratings assigned to the Bank Facilities of Neo Carbons Private Limited (NCPL) continue to derive strength from its experienced promoters with long track record of operations, group being one of the largest players in the domestic CPC segment, strategic location of the units of the group, reputed clientele base, comfortable capital structure with healthy net worth base and adequate liquidity position. The ratings are, however, constrained by the risk relating to availability and price volatility of Raw Petroleum Coke (RPC), moderate capacity utilization, working capital intensive nature of operations, and substantial dependence on the fortunes of the aluminium and graphite industry.

### Rating Sensitivities

#### Positive Factors - Factors that could lead to positive rating action/upgrade:

- Sustenance of PBILDT margin above 10% and GCA over Rs.50 crore.
- Reduction in overall gearing ratio below 0.1x with improved surplus liquid funds.

#### Negative Factors- Factors that could lead to negative rating action/downgrade:

- Decline in PBILDT margin below 5% on sustained basis
- Deterioration in overall gearing ratio above 1.00x as sustained basis.

### Detailed description of the key rating drivers

#### Key Rating Strengths

##### ***Experienced promoter with long track record of operations***

Mr Subhash Maniyar, (son of Late Mr Om Prakash Maniyar) having more than two decades of experience in the manufacturing and trading of CPC is involved in managing the overall affairs of the group. He is well supported by Mr S. K. Hazra, CEO, who has more than three decades of experience in the banking and manufacturing sector. One of the largest players in the domestic CPC segment, the Maniyar group has a total installed capacity of 3,85,000 MTPA for CPC and 76,500 MTPA for CEP.

##### ***Strategic location of the units of the group***

The group's manufacturing facilities for CPC are located in proximity to its raw material source i.e. oil refineries and port. Three units are located in Assam, two in Bihar and one unit in Odisha. The proximity enables it to take advantage of the lower transportation cost. Furthermore, as the group has majority of the capacity in Assam, it gets preference in allocation of raw material from the Assam refineries which are considered to be of superior quality. Also having units across various locations in Eastern India provides an edge in terms of supplying from the nearest unit and saving on logistic cost. Further, raw materials are mainly imported into the port-based plants.

##### ***Comfortable capital structure with healthy net worth base***

On a combined basis, the capital structure of the group remained comfortable as on March 31, 2022, with stable overall gearing ratio of 0.57x as on March 31, 2022. The slight moderation year on year was on account of higher short-term borrowing which was to fund larger scale of operations.

On a standalone basis, the capital structure although slightly moderate remained comfortable in FY22. The overall gearing ratio moderated to 1.43x as on March 31, 2022, as against 0.70x as on March 31, 2021, due to increase in working capital borrowings and higher unsecured loans to support larger scale of operations.

##### ***Reputed clientele base from diversified industry***

<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

The group has reputed customers from diversified industry profile. The diversified customer profile of the group ensures regular inflow of orders. Further, the group sells majorly to reputed players having strong credit risk profile which on one hand reduces the counterparty credit risk and exposes the group to client concentration risk on the other. Further as of August 2022, the group has an order book position of Rs.287.28 crore.

### **Improvement in the financial performance of the company in FY22 and H1FY23**

On a combined basis, the total operating income of the group increased by around 2 times to Rs.863.03 crore in FY22 from Rs. 404.38 crore in FY21. The increase in turnover is on account of substantial increase in sales realisation. Higher gross margin along with better absorption of fixed overheads led to improvement in PBILDT margin from 4.27% in FY21 to 14.53% in FY22. Accordingly, the group achieved PAT of Rs.83.15 crore in FY22 vis-à-vis Rs.3.86 crore in FY21. The group earned cash profit of Rs.92.23 crore as against debt repayment obligation of Rs.6.51 crore in FY22. In H1FY23, the combined sales of the group stood at Rs.958.93 crores as against Rs 875 crores in 9MFY22. Further the company has reported a PBT of Rs 71.33 crores.

On standalone basis, the total operating income witnessed an increase of 1.54 times y-o-y from Rs.136.91 crore in FY21 to Rs.348.53 crore in FY22 mainly due to increase in the demand along with higher realization in CPC. The company achieved PAT of Rs.1.95 crore in FY22 as against Rs.1.11 crore in FY21. The company earned GCA of Rs.4.83 crore as against Rs 1.08 repayment obligation in FY22.

### **Key Rating Weaknesses**

#### ***Moderate capacity utilization on combined basis in FY22***

The capacity utilization of the group remained moderate with slight improvement from 35% in FY21 to 40% in FY22. The capacity utilisation however, witnessed a decrease in Guwahati Carbon Limited (GCL) from 26% in FY21 to 16% in FY22 due to limited supply of raw materials while it remained relatively at same levels for Brahmaputra Carbon Limited (BCL), and Digboi Carbon Private Limited (DCPL) with slight improvement in NCPL. However, the capacity utilisation in Paradip Calciner Limited (PCL) increased substantially from 51.37% in FY21 to 79.44% in FY22 on account of increase in demand for high sulphur content coke, the requirement of which can only be met by facilities at PCL plant.

#### ***Risk relating to availability and price volatility of volatility of RPC and CPC***

RPC is the major raw material for the production of CPC. The group sources RPC mainly from domestic market and a few portion from International market. The group has a locational advantage in Assam as 3 of its units are located in Assam (only place where the graphite grade RPC is available) and during the auction in Assam, earlier the entire quantity was first allocated to the units established within the state. It has changed its supply where 80% of the raw material is allocated to Assam and the rest 20% outside the state. The price of RPC, being a crude oil derivative, is dependent on crude oil prices, which are highly volatile. Over the last few years, the prices of raw materials have moved in tandem with that of the crude oil prices. The price of the finished goods depends upon the demand from aluminium industry and graphite industry. Thus, the operating margin of the company remains susceptible to any sharp movement in the RPC and CPC prices. Also, in the CPC industry, secure access to raw materials is a key competitive advantage.

#### ***Working capital intensive nature of operation***

The group has to maintain adequate inventory so as to ensure continuous production. This results in high inventory days of around 136 days in FY22(201 days in FY21). The working capital cycle of the group improved from 211 days in FY21 to 152 days in FY22 due reduced inventory and slightly better receivables at 24 days viz a viz 32 days in FY22.

#### ***Substantial dependence on the fortunes of the aluminium and graphite industry***

Two grades of CPC are majorly used – i) Anode grade CPC used mainly in aluminium industry and ii) Graphite grade CPC used majorly in Graphite industry and in small percentage in ferro alloy industry. Around 80% of the world's CPC production is used in the production of the Carbon Anodes in the Aluminium smelting process and hence production of the primary aluminium is one of the most important determinants of CPC demand and the growth of the CPC industry. However, aluminium industry being cyclical in nature depends heavily on the health of the world economy. Thus, any slowdown in production and demand of the Aluminium can adversely affect the financial profile of the company.

#### ***Exposure to risks associated with Government regulations related to pollution control norms***

Since pet coke is considered a pollutant and has been debated over from time to time the operations of the company are exposed to regulatory risks. Any changes in the regulatory framework such as duties or quotas on the import of raw material and pollution norms might have a significant impact on the operating performance of the company.

### Liquidity: Adequate

The group earned cash profit of Rs.92.23 crore as against bank debt repayment obligation of Rs.6.51 crore in FY22. The group has cash and bank balance of Rs.34.20 crore as on March 31, 2022, thereby providing liquidity comfort to the company. The current ratio and quick ratio stood at 2.12x and 1.22x as on March 31, 2022, respectively. Further, the average working capital utilization on combined level for PCL, NCPL, DCPL and BCL stands at ~57% from last 12 months ended November 2022.

**Analytical approach:** Combined. For arriving at its ratings, CARE has combined the business and financial profiles of BCL, GCL, NCPL, DCPL and PCL (together referred to as the Maniyar group) as all the companies are in same line of business under common management and have significant operational and financial synergies.

### Applicable criteria

[Policy on default recognition](#)

[Consolidation](#)

[Factoring Linkages Parent Sub JV Group](#)

[Financial Ratios – Non financial Sector](#)

[Liquidity Analysis of Non-financial sector entities](#)

[Rating Outlook and Credit Watch](#)

[Short Term Instruments](#)

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### About the Company

Incorporated in May 1981 by Late Mr O P Maniyar, NCPL belongs to Maniyar group of Kolkata. Commencing its operation with the trading of CPC, the company ventured into manufacturing of CPC in 1985 with an installed capacity of 25,000 MTPA at Barauni, Bihar. The company increased its capacity in April 2004 and at present the company is operating a capacity of 75,000 MTPA and 40,500 Carbon Electrode Paste (CEP) Maniyar Group is one of the largest producers of CPC in India with combined installed capacity of 3,85,000 MTPA for CPC and 76,500 MTPA for CEP, under various group companies including BCL, GCL, DCPL, PCL and NCPL. The group takes the order of CPC from its customers as a whole and executes the same in any one of its company based on the availability of raw material and logistic viability.

| Brief Financials- standalone (₹ crore) | March 31, 2021 (A) | March 31, 2022 (A) | H1FY23 (UA) |
|--|--------------------|--------------------|-------------|
| Total operating income                 | 136.92             | 348.53             | 435.73      |
| PBILDT                                 | 6.21               | 11.85              | NA          |
| PAT                                    | 1.11               | 1.96               | NA          |
| Overall gearing (times)                | 0.70               | 1.43               | NA          |
| Interest coverage (times)              | 1.77               | 1.48               | NA          |

A: Audited; UA: Unaudited; NA: Not Available; Ratios are classified as per CARE Ratings Standards

| Brief Financials – combined (₹ crore) | March 31, 2021 (UA) | March 31, 2022 (UA) | H1FY23 (UA) |
|---------------------------------------|---------------------|---------------------|-------------|
| Total operating income                | 404.38              | 863.03              | 958.93*     |
| PBILDT                                | 17.25               | 125.39              | NA          |
| PAT                                   | 3.86                | 83.15               | NA          |
| Overall gearing (times)               | 0.51                | 0.57                | NA          |
| Interest coverage (times)             | 1.00                | 5.62                | NA          |

UA: Unaudited; NA: Not Available; \* including inter-group sales; Ratios are classified as per CARE Ratings Standards

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

**Any other information:** Not Applicable

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

**Covenants of rated instrument / facility:** Detailed explanation of covenants of the rated instruments/facilities is given in Annexure-3

**Complexity level of various instruments rated for this company:** Annexure 4

**Annexure-1: Details of instruments/facilities**

| Name of the Instrument      | ISIN | Date of Issuance (DD-MM-YYYY) | Coupon Rate (%) | Maturity Date (DD-MM-YYYY) | Size of the Issue (₹ crore) | Rating Assigned along with Rating Outlook |
|-----------------------------|------|-------------------------------|-----------------|----------------------------|-----------------------------|---|
| Fund-based - LT-Cash Credit |      | -                             | -               | -                          | 50.00                       | CARE BBB+; Stable                         |

**Annexure-2: Rating history for the last three years**

| Sr. No. | Name of the Instrument/Bank Facilities | Current Ratings |                              |                   | Rating History                              |   |  |   |
|---------|--|-----------------|------------------------------|-------------------|---|---|--|---|
|         |  | Type            | Amount Outstanding (₹ crore) | Rating            | Date(s) and Rating(s) assigned in 2022-2023 | Date(s) and Rating(s) assigned in 2021-2022 | Date(s) and Rating(s) assigned in 2020-2021                            | Date(s) and Rating(s) assigned in 2019-2020 |
| 1       | Fund-based - LT-Cash Credit            | LT              | 50.00                        | CARE BBB+; Stable | -   | 1)CARE BBB+; Stable (25-Feb-22)             | 1)CARE BBB+; Negative (03-Mar-21)<br>2)CARE BBB+; Negative (03-Apr-20) | 1)CARE BBB+; Stable (04-Apr-19)             |
| 2       | Term Loan-Long Term                    | LT              | -                            | -                 | -   | -   | -  | 1)Withdrawn (04-Apr-19)                     |

**Annexure-3: Detailed explanation of the covenants of the rated instruments/facilities-** Not Applicable**Annexure-4: Complexity level of various instruments rated for this company**

| Sr. No. | Name of Instrument          | Complexity Level |
|---------|-----------------------------|------------------|
| 1       | Fund-based - LT-Cash Credit | Simple           |

**Annexure-5: Bank lender details for this company**

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

**Note on complexity levels of the rated instruments:** CARE Ratings 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.

## Contact us

### Media contact

Name: Mradul Mishra  
Phone: +91-22-6754 3596  
E-mail: [mradul.mishra@careedge.in](mailto:mradul.mishra@careedge.in)

### Analyst contact

Name: Richa Bagaria  
Phone: 9903470650  
E-mail: [richa.jain@careedge.in](mailto:richa.jain@careedge.in)

### Relationship contact

Name: Lalit Sikaria  
Phone: + 91-033- 40181600  
E-mail: [lalit.sikaria@careedge.in](mailto:lalit.sikaria@careedge.in)

### About us:

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