Amnex Infotechnologies Private Limited

August 08, 2025

Facilities/Instruments	Amount (₹ crore)	Rating[1]	Rating Action
Long-term / Short-term bank facilities	500.00 (Enhanced from 250.00)	CARE BBB; Stable / CARE A3+	Upgraded from CARE BBB-; Stable / CARE A3

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Revision in ratings assigned to bank facilities of Amnex Infotechnologies Private Limited (AIPL) considers significant growth in the scale of operations and improved profitability, resulting in healthy gross cash accruals (GCA) in FY25 (refers to April 01 to March 31). The growth momentum is anticipated to sustain considering increased order flows across its key business segments - mobility, urban solutions and agriculture, ensuring healthy profitability. Ratings factor association with reputed principal authorities ensuring low counterparty credit risk, and an improvement in the overall financial risk profile characterised by a healthy tangible net worth base, low debt levels, and adequate liquidity. Ratings further continue to derive strength from AIPL's well-qualified and experienced management, with established track record of executing projects across diversified sectors.

However, rating strengths continue to remain constrained by moderate customer concentration risk, high working capital intensity and presence in a highly competitive industry with technology obsolesce risk.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Significant increase in scale of operations and profit before interest, lease, depreciation and tax (PBILDT) margin above 25% on a sustained basis.
- Improving debtor days below 150 on a sustained basis.

Negative factors

- Significant decline in the total operating income (TOI) or profitability margin compared to envisaged level
- Debtors' days above 225 on a sustained basis.
- Large capex/acquisition resulting in moderation in the liquidity/leverage.

Analytical approach: Standalone

Outlook: Stable

Stable outlook reflects CARE Ratings Limited's (CareEdge Ratings) expectations that AIPL shall continue to benefit from its experienced promoters and healthy revenue visibility, while maintaining its financial risk profile in the medium term.

Detailed description of key rating drivers:

Key strengths

Qualified and experienced promoters with an established track record of operations

Established in 2008 by Aditya Shah (Managing Director) and Tapan Gosaliya (Director), AIPL has over 15 years' experience in the Information Technology (IT) and IT-enabled Services (ITES) sector. AIPL delivers comprehensive IT solutions across a wide range of industries, including agriculture, logistics, smart city initiatives, port operations, energy utilities, traffic and parking management, and digital payment systems. The promoter-directors bring over a decade of multi-industry experience, supported by a qualified management and a strong technical team comprising over 600 employees as of FY25.

Significant growth in the scale of operation and improved profitability

TOI increased by 162% from ₹266.16 crore in FY24 to ₹697.16 crore in FY25, driven by higher inflow and healthy order execution. The growth momentum is expected to persist, fuelled by the execution of current order book and the anticipated inflow of new orders. In FY25, income from capex orders accounted for ~80% TOI (FY24: 81%), while the remaining 20% (FY24: 19%) came from operation and maintenance (opex) orders. The opex orders gives a moderate revenue visibility while aiding the overall the company's profitability.

[1]Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications.

The company consolidated its different business units to align with the expanding orderbook and rationalise its cost structure by outsourcing non-core functions. AIPL's PBILDT margin improved by 1,253 basis points (bps) to 34.43% in FY25, compared to 21.91% in FY24, driven by the healthy execution of a major order (under traffic and mobility segment) driving revenue growth and better overhead absorption. AIPL reported healthy profit after tax (PAT) margin of 22.76% in FY25 (FY24: 9.46%). Consequently, GCA improved significantly and remained healthy at ₹172.32 crore in FY25 (FY24: ₹34.52 crore).

Healthy orderbook

As on April 01, 2025, AIPL had a healthy orderbook of ₹1,624.43 crore, which translates ~2x of FY25 revenue, providing adequate revenue visibility in the medium term. Majority AIPL's orders are from well-established private companies and government agencies, which reduces counterparty risk. However, orders from traffic and mobility makes up ~54% order book, followed by the resource and utility segment at 18%, data intelligence at 16% and agriculture at 13%. While majority AIPL's orders are scheduled to be executed in the near-to-medium term (1-3 years), opex orders constituting ~38% orderbook, have longer tenure of over five years.

Comfortable financial risk profile

The company's financial risk profile continues to improve considering significant increase in profitability in FY25 which led to healthy accretion of profits to net worth, which remained at ₹306.44 crore as on March 31, 2025. The increased working capital requirement was managed through own sources resulting low reliance of external debt. Consequently, overall gearing remained comfortable at 0.22x as on March 31, 2025, compared to 0.23x as on March 31, 2024. AIPL's debt coverage indicators improved in FY25 y-o-y and continued to remain moderate marked by TD/GCA and PBILDT interest coverage at 0.40x and 24.96x, respectively (PY: 1.25x and 4.55x). Interest expense includes interest on unsecured loan amounting to ₹3.96 crore for FY25 (FY24: ₹6.34 crore).

Key weaknesses

Sizeable working capital requirement

Skewed execution and billing at the end of the quarter, milestone-based payment releases and clause related to the retention money provisions and inclusion of unbilled revenue have led to high receivables for AIPL. Consequently, GCA days and debtors' days (also includes unbilled revenue and retention money), improved to 257 days (FY24:358 days) and 150 days (FY24: 264 days), respectively, in FY25, however, it continues to remain elongated, contributing to high working capital requirement. A part of this working capital requirement is fulfilled through creditors and working capital borrowing. CareEdge Ratings notes the working capital limits availed by AIPL have not been enhanced in proportion to the increase in TOI and order book growth, incremental working capital requirement shall be funded through internal accruals and LC discounting. Although counterparty risk is low since a significant portion of receivables come from government agencies and high creditworthy customers, effectively managing working capital for a timely project execution remains critical from the rating perspective.

Concentrated order book and customer base

AIPL's order book remains concentrated with a single order accounting ~47% and top 10 orders accounting for ~80% outstanding order book as on April 01, 2025, exposing the company to concentration risk. Customer base is also concentrated with revenue from single customer contributing ~43% and the top 10 customers contributing ~82% TOI in FY25 (FY24: 63% and 88%, respectively). The counterparty risk is mitigated by the company's long-term association with reputed clients.

Presence in the competitive industry and technological obsolesce risk

While there are significant growth opportunities in the IT/ITES sector, intense competition from larger companies and low entry barriers poses challenges for AIPL. AIPL faces the risk of technological obsolescence due to rapid advancements that can render certain services outdated. High attrition rates and wage inflation may affect the margins of segments that heavily depend on workforce.

Liquidity: Adequate

AIPL has adequate liquidity backed by healthy GCA against nil term debt repayment obligation. It reported a healthy CFO of ₹87.81 crore (FY24: ₹37.04 crore) in FY25. It had free cash and bank balance of ₹24.01 crore, apart from lien-marked fixed deposit of ₹45.45 crore as on FY25 end.

The average utilisation of fund-based working capital limits has remained moderate at ~75% over the last 10 months ended May 2025, while average utilisation of non-fund-based limits stood at ~54% for the 10 months ending May 2025. AIPL is enhancing its non-fund-based limits by ~50%, thus providing adequate cushion to bid for the new projects and partially release the fund-blocked as the retention money. It's current and quick ratio remained adequate at 1.73x (PY: 1.66x) and 1.60x (PY: 1.57x), respectively, as on FY25 end.

Assumptions/Covenants: Not applicable

Environment, social, and governance (ESG) risks: Not applicable

Applicable criteria

Definition of Default
Liquidity Analysis of Non-financial sector entities
Rating Outlook and Rating Watch
Financial Ratios – Non financial Sector
Service Sector Companies
Short Term Instruments

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Information technology	Information technology	IT - Services	IT enabled services

Incorporated in January 2008, Infinium Solutionz Private Limited, has later changed to AIPL in January 2018. AIPL is promoted by technocrats Aditya Shah and Tapan Gosaliya. Starting with only Radio Frequency Identification (RFID) technology, AIPL is now engaged in providing IT hardware and software services using technologies such as Geographical Information Systems (GIS), RFID, IoT, Artificial Intelligence, Spatial Intelligence, Machine Learning, and Digital payment among others across a diverse range of sectors such as smart city, agriculture, mining, ports and logistics, dairy, oil and gas and manufacturing (IoT).

Brief Financials (₹ crore)	March 31, 2023 (A)	March 31, 2024 (A)	March 31, 2025 (UA)
Total operating income	160.13	266.16	697.16
PBILDT	25.35	58.31	240.06
PAT	2.25	25.19	158.70
Overall gearing (times)	0.17	0.23	0.22
Interest coverage (times)	2.14	4.55	24.96

A: Audited UA: Unaudited; Note: these are latest available financial results

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

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 and Rating Outlook
Fund-based - LT/ ST-Cash Credit	-	-	-	-	60.00	CARE BBB; Stable / CARE A3+
Fund-based/Non-fund-based-LT/ST	-	-	-	-	290.00	CARE BBB; Stable / CARE A3+
Non-fund-based - LT/ ST-BG/LC	-	-	-	-	150.00	CARE BBB; Stable / CARE A3+

Annexure-2: Rating history for last three years

S. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Non-fund-based - LT/ ST-BG/LC	LT/ST	-	-	-	-	1)CARE BB; Stable / CARE A4; ISSUER NOT COOPERATING* (04-Oct-23) 2)Withdrawn (04-Oct-23)	1)CARE BB; Stable / CARE A4; ISSUER NOT COOPERATING* (28-Nov-22)
2	Fund-based - LT-Term Loan	LT	-	-	-	-	1)Withdrawn (04-Oct-23)	1)CARE BB; Stable; ISSUER NOT COOPERATING* (28-Nov-22)
3	Fund-based - LT-Cash Credit	LT	-	-	-	-	1)Withdrawn (04-Oct-23)	1)CARE BB; Stable; ISSUER NOT COOPERATING* (28-Nov-22)
4	Fund-based - ST-Bank Overdraft	ST	-	-	-	-	1)CARE A4; ISSUER NOT COOPERATING* (04-Oct-23) 2)Withdrawn (04-Oct-23)	1)CARE A4; ISSUER NOT COOPERATING* (28-Nov-22)
5	Fund-based/Non-fund-based-LT/ST	LT/ST	290.00	CARE BBB; Stable / CARE A3+	-	1)CARE BBB-; Stable / CARE A3 (18-Oct-24)	-	-
6	Fund-based - LT/ ST-Cash Credit	LT/ST	60.00	CARE BBB; Stable /	-	1)CARE BBB-;	-	-

S. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
				CARE A3+		Stable / CARE A3 (18-Oct-24)		
7	Non-fund-based - LT/ ST-BG/LC	LT/ST	150.00	CARE BBB; Stable / CARE A3+	-	1)CARE BBB-; Stable / CARE A3 (18-Oct-24)	-	-

*Issuer did not cooperate; based on best available information.
LT: Long term; ST: Short term; LT/ST: Long term/Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable

Annexure-4: Complexity level of instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Fund-based - LT/ ST-Cash Credit	Simple
2	Fund-based/Non-fund-based-LT/ST	Simple
3	Non-fund-based - LT/ ST-BG/LC	Simple

Annexure-5: Lender details

To view lender-wise details of bank facilities please click here

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

Contact us

Media Contact	**Analytical Contacts**
Mradul Mishra Director **CARE Ratings Limited** Phone: +91-22-6754 3596 E-mail: mradul.mishra@careedge.in **Relationship Contact** Ankur Sachdeva Senior Director **CARE Ratings Limited** Phone: 912267543444 E-mail: Ankur.sachdeva@careedge.in	Kalpesh Ramanbhai Patel Director **CARE Ratings Limited** Phone: 079-40265611 E-mail: kalpesh.patel@careedge.in Jignesh Trivedi Assistant Director **CARE Ratings Limited** Phone: 079-40265631 E-mail: jignesh.trivedi@careedge.in Nupur Shah Analyst **CARE Ratings Limited** E-mail: Nupur.shah@careedge.in

About us:

Established in 1993, CareEdge Ratings is one of the leading credit rating agencies in India. Registered under the Securities and Exchange Board of India, it has been acknowledged as an External Credit Assessment Institution by the Reserve Bank of India. With an equitable position in the Indian capital market, CareEdge Ratings provides a wide array of credit rating services that help corporates raise capital and enable investors to make informed decisions. With an established track record of rating companies over almost three decades, CareEdge Ratings follows a robust and transparent rating process that leverages its domain and analytical expertise, backed by the methodologies congruent with the international best practices. CareEdge Ratings has played a pivotal role in developing bank debt and capital market instruments, including commercial papers, corporate bonds and debentures, and structured credit. For more information: www.careratings.com

For detailed Rating Report and subscription information,
please visit www.careratings.com