

## Vikas Publishing House Private Limited

July 22, 2019

### Ratings

Facilities	Amount (Rs. crore)	Rating <sup>1</sup>	Rating Action
Long-term Bank Facilities	67.50	<b>CARE A (CE)*; Stable</b> <b>[Single A (Credit Enhancement);</b> <b>Outlook: Stable]</b>	Reaffirmed
Short-term Bank Facilities	12.00	<b>CARE A1 (CE)*</b> <b>[A One (Credit Enhancement)]</b>	Reaffirmed
Total Facilities	<b>79.50</b> <b>(Rupees seventy nine crore</b> <b>and five lakh only)</b>		

*Details of instruments/facilities in Annexure-1*

\* The ratings are based on the credit enhancement in the form of an unconditional and irrevocable Corporate Guarantee from S. Chand And Company Ltd. (SCCL - rated 'CARE A' (Stable)/ 'CARE A1).

### Detailed Rationale & Key Rating Drivers

The above ratings are based on the credit enhancement in the form of an unconditional and irrevocable corporate guarantee provided by S. Chand and Company Limited (SCCL) for the bank facilities of Vikas Publishing House Private Limited.

The reaffirmation in the ratings assigned to the bank facilities and instrument of S Chand and Company Limited (SCCL) takes into account the deterioration in its financial performance in FY19 (refers to the period from April to March 31) as reflected in its declining revenues, stressed profitability and elongated operating cycle. The ratings are further constrained by its susceptibility to the change in the government regulations, volatile raw material prices and fragmented industry structure. The rating, however, continues to derive strength from the wide experience of promoters and proficient management, low gearing, established brand name with long track record and strong market position.

Going forward, SCCL's ability to adapt to New Education Policy (NEP), undertake cost rationalization measures, manage working capital efficiently, stabilize the business operations of companies acquired and improve its profitability and scale of operations without any adverse impact on its capital structure shall be the key rating sensitivities.

### Detailed description of the key rating drivers of the Guarantor (SCCL)

#### Key Rating Strengths

##### **Long track record and established brand name**

SCCL is primarily engaged in publishing and distribution of books. SCCL belongs to S. Chand Group, founded by Late Mr Shyam Lal Gupta has been operational in this segment for a few decades to become one of the leading book publishers in India. SCCL was incorporated as a private limited company on September 9, 1970 and is now headed by Mr Himanshu Gupta, Managing Director. The key management personnel possess significant experience in the Publishing Industry. The day-to-day affairs of the company are looked after by Mr Himanshu Gupta, Managing Director and Mr Dinesh Kumar Jhunjhnuwala, Whole Time Director. SCCL has a well-established market position with a pan India branch network supported by a strong sales team. The company caters to ICSE/ CBSE schools through a pan India network of dealers.

##### **Strategic acquisitions to consolidate existing K-12 publishing segment**

SCCL has a strong presence in CBSE/ICSE affiliated schools and growing presence in state board affiliated schools across India. The product offering comprises 59 consumer brands in its repertoire including S.Chand, Vikas, Madhubun, Saraswati, Destination Success and Ignitor. The company has grown organically through development of subject best sellers and introducing new titles to fill portfolio gaps. The inorganic growth through key acquisitions including Vikas Publishing House Private Ltd, New Saraswati House (India) Private Ltd. and the recent 100% acquisition of CPPL has enhanced the product offering thus broadening the target segment.

#### Liquidity

The company enjoys adequate liquidity position supported by free cash and cash equivalents of Rs.60.39 crore as on March 31, 2019 (consolidated). The average working capital utilization of the company during Q4 (refers to the period from January 1 to March 31) remains between 80%-85% as the sales and debtors peak during this period blocking

<sup>1</sup>Complete definitions of the ratings assigned are available at [www.careratings.com](http://www.careratings.com) and in other CARE publications.

company's funds towards working capital. Further the company, at a consolidated level, had liquid investments to the tune of Rs.21.56 crore in (valued at cost) in mutual funds as on March 31, 2019.

### **Key Rating Weaknesses**

#### ***Deterioration in financial performance***

SCCL, on a consolidated basis has reported a significant y-o-y decline of 33% in the total operating income of FY19 at Rs. 533.64 cr. The decline is attributable to the slower off take of sales in Q3FY19 which continued in Q4FY19 (usually a peak season), which witnessed sales of Rs. 453.36 cr as compared to Rs. 661.35 during Q4FY18. The reduced sales velocity is on account of dealers maintaining lower levels of inventory in view of expected implementation of New Education Policy (NEP) in FY20. In addition to this, the change in the management's strategy from pushing sales to limiting copies in accordance with the market demand through preferred channel sales partners further impacted the sales. The sluggish sales coupled with the elevated cost structure built in FY18 for higher envisaged growth post the IPO issue led to operational losses for the company in FY19. Further, with the higher interest cost, provision made for doubtful debts and adjustment accounted for the loss of inventory resulted in net losses in FY19. The total debt increased from Rs.176.98 crore [including working capital loan (CC and WCDL) of Rs.143.90 crore] as on March 31, 2018 to Rs. 255.44 crore [of which working capital loan (CC and WCDL) stood at Rs.175.48 crore] as on March 31, 2019. The total debt includes increase in the term loan of Rs. 65 cr, availed for the acquisition of remaining 26% stake in Chhaya Prakashani Private Limited (CPPL) as on March 31, 2019. The overall gearing of the company increased from 0.19x as on March 31, 2018 to 0.30x as on March 31, 2019, however, continues to be comfortable.

#### ***Seasonality of business leading to high operating cycle***

As SCCL predominantly caters to the education sector, it witnesses maximum demand during the Q4 of the financial year (which precedes start of an academic year in CBSE/ICSE affiliated schools). Consequently, more than 80% of SCCL's annual revenue comes in the last quarter itself. The seasonal nature of business coupled with the push sales strategy of the management through all kinds of distributors caused SCCL's collection period to rise significantly high to 363 days (PY: 250 days) during FY19. In addition to this, the elevated inventory holding period of 117 days (PY: 108 days) on account of sluggish sales and higher sales return in FY19 led to stretched operating cycle of 352 days (PY: 240 days) for FY19. Consequently, the borrowing levels also remain elevated as on the balance sheet date which subsequently tapers down during ensuing quarter/next financial year as the company start realizing the payments.

#### ***Exposure to Digital transformation and government regulations***

The digital transformation requires a significant change in content distribution and the content provider's position between retailers and authors. The digital segment is highly dynamic and the exact trajectory of movement is not known. The inability of SCCL to adapt to the transition faster than its competitors may render its products obsolete or it may lose its competitive edge and market share. Further, free or relatively inexpensive educational products are becoming increasingly accessible, particularly in digital formats and through the internet and some governmental and regulatory agencies have increased the amount of information they make publicly available for free.

In addition to this, SCCL's operations continue to be affected by the changes in the educational policies and regulations of the government. During FY19, the peak season Q4 sales were adversely impacted due to reduced sales velocity and higher sales return from channel partners to prevent any obsolescence of inventory on account of possible implementation of NEP by government in FY20. Further, the recent government circulars to reduce the bag weight for children, increased pressure of schools to adopt NCERT books and reduction in certain non-core subjects may continue to adversely impact the group's revenue and profitability in the short to medium term.

#### ***Volatile raw material prices***

The main raw material for SCCL is paper, whose prices have been volatile. The RM cost (including purchase of traded goods) accounts for around 25%-30% of the total operating income. So, the profitability margins of SCCL remain susceptible to the raw material price volatility. SCCL has an integrated procurement process for paper and other raw materials which enable the company to achieve economies of scale with better bargaining power with the suppliers.

#### ***Competitive and fragmented industry***

SCCL's primary segment is K-12 which accounts for around 80% of the operating income for the group. However, this segment is diverse and intensely competitive due to presence of various state boards and Central Board of Secondary Education (CBSE) and the Indian Certificate of Secondary Education (ICSE). A separate body governing each board with a different syllabus provides opportunity to regional, state and local content providers to cater to the respective affiliated schools. There are other established content providers like National Council of Educational Research and Training (NCERT) and the State Council of Educational Research and Training (SCERT) which also publish subsidized books which are prescribed by schools, especially government schools.

**Analytical approach:** Consolidated - The rating is based on the consolidated financials of S Chand & Co group comprising of 11 subsidiaries which are either wholly owned or the company exercises significant control. The list of group companies and subsidiaries considered for consolidated financial statements in FY18 are as under:

S. No	Subsidiary	SCCL's Stake (directly or indirectly)
1	Blackie and Sons Private Limited (BSPL)	100.0
2	Nirja Publishers & Printers Private Limited (NPPPL)	100.0
3	Eurasia Publishing House Private Limited (EPHPL)	100.0
4	Vikas Publishing House Private Limited (VPHPL)	100.0
5	Safari Digital Education Initiative P Ltd (SDIPL)	100.0
6	S Chand Edutech P Ltd (SCEPL)	100.0
7	BPI India P Ltd (BPI)	51.0
8	DS Digital P Ltd (DSDPL)	99.9
9	New Saraswati House India P Ltd	100.0
10	Chhaya Prakashani P Ltd	100.0
11	Indian Progressive Publishing Co P Ltd	100.0

#### Applicable Criteria

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

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

[CARE's methodology for Short-term Instruments](#)

[CARE's Methodology for manufacturing companies](#)

[CARE's Methodology for factoring linkages in ratings](#)

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

#### About the Company

Vikas Publishing House Private Limited (VPHPL) was promoted in 1971 by the late Mr C M Chawla. The company was acquired by the S. Chand group in FY13. Presently, SCCL holds 98% stake and Nirja Publishers and Printers Private Limited, a wholly-owned subsidiary of SCCL holds the balance 2% stake in VPHPL. VPHPL is engaged in the publication of college textbooks, school textbooks and books for Universities. It has also undertaken custom publishing for universities. VPHPL publishes school books under the "Madhubun" brand.

VPHPL had a total income of Rs. 186.44 crore with PAT of Rs. 6.3 crore on a standalone basis in FY19.

#### About the Guarantor

SCCL belongs to the S. Chand Group of companies which was founded by Late Mr Shyam Lal Gupta and is one of the leading school book and technical book publishers in India. SCCL was incorporated as a private limited company in 1970. SCCL is engaged in the publishing of mainly academic books and other educational services through its subsidiaries. SCCL sells products in the categories of KG to 12<sup>th</sup>, Higher Education (Technical, Professional, Higher Academic and Competition books) and Early learning (Children). SCCL, through its subsidiaries Safari Digital Education Initiatives Private Limited and DS Digital Private Limited, also offers curriculum and digital learning solutions for private schools.

Brief Financials (Consolidated Rs. crore)	FY18 (A)	FY19 (A)
Total operating income	800.81	533.64
PBILDT	199.49	-19.53
PAT	107.08	-66.92
Overall gearing (times)	0.19	0.30
Interest coverage (times)	8.32	NM

A: Audited; NM: Not Meaningful

**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	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. crore)	Rating assigned along with Rating Outlook
Fund-based - LT-Term Loan	-	-	October 2021	67.50	CARE A (CE); Stable
Non-fund-based - ST-BG/LC	-	-	-	12.00	/ CARE A1 (CE)

**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 2019-2020	Date(s) & Rating(s) assigned in 2018-2019	Date(s) & Rating(s) assigned in 2017-2018	Date(s) & Rating(s) assigned in 2016-2017
1.	Fund-based - LT-Term Loan	LT	-	-	-	-	1)Withdrawn (10-Nov-17)	1)CARE A+ (SO); Stable (25-Jan-17) 2)CARE A+ (SO) (20-Apr-16)
2.	Fund-based - LT-Term Loan	LT	67.50	CARE A (CE); Stable	1)CARE A (SO); Stable (07-Jun-19)	1)CARE AA- (SO); Stable (07-Jan-19)	1)CARE AA- (SO); Stable (10-Nov-17)	1)CARE A+ (SO); Stable (25-Jan-17) 2)CARE A+ (SO) (20-Apr-16)
3.	Non-fund-based - ST-Bank Guarantees	ST	-	-	-	-	-	1)Withdrawn (25-Jan-17) 2)CARE A1 (SO) (20-Apr-16)
4.	Non-fund-based - ST-BG/LC	ST	12.00	/ CARE A1 (CE)	1)CARE A1 (SO) (07-Jun-19)	1)CARE A1+ (SO) (07-Jan-19)	1)CARE A1+ (SO) (10-Nov-17)	-

**Note on complexity levels of the rated instrument:** CARE has classified instruments rated by it on the basis of complexity. This classification is available at [www.careratings.com](http://www.careratings.com). Investors/market intermediaries/regulators or others are welcome to write to [care@careratings.com](mailto:care@careratings.com) for any clarifications.

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