



ICRA

ICRA Limited

Ref: ICRA/KOL/RA/2020-21/364

January 14, 2021

Mr. Subhra Kanta Parhi  
Chief Financial Officer  
Kanco Tea & Industries Limited  
'Jasmine Tower', 3<sup>rd</sup> Floor  
31, Shakespeare Sarani  
Kolkata – 700017

Dear Sir,

**Re: Surveillance of ICRA-assigned Credit Rating for Rs. 37.85 crore Bank Facilities (details as per Annexure) of Kanco Tea & Industries Limited**

Please refer to the Rating Agreement dated January 19, 2018 executed between ICRA Limited (“ICRA”) and your Company, whereby, ICRA is required to review its ratings, on an annual basis, or as and when the circumstances so warrant. Based on a review of the latest developments, the Rating Committee of ICRA, after due consideration has reaffirmed the long-term Rating of **[ICRA]BB** (pronounced ICRA double B) and a short-term Rating of **[ICRA]A4** (pronounced ICRA A four) (“Rating”). Outlook on the long-term Rating is revised to **Stable** from **Negative**. Rating of **[ICRA]BB** indicates moderate risk of default regarding timely servicing of financial obligations. Rating of **[ICRA]A4** indicate minimal degree of safety regarding timely payment of financial obligations. Such instruments carry very high credit risk and are susceptible to default.

In any of your publicity material or other document wherever you are using the above Rating, it should be stated as **[ICRA]BB (Stable)/[ICRA]A4**.

The aforesaid Rating will be due for surveillance any time before **August 31, 2021**.

The Ratings are specific to the terms and conditions of the bank facilities as indicated to us by you, and any change in the terms or size of the same would require a review of the Ratings by us. In case there is any change in the terms and conditions or the size of the rated bank facilities, the same must be brought to our notice before the bank facility is used by you. In the event such changes occur after the Ratings have been assigned by us and their use has been confirmed by you, the Ratings would be subject to our review, following which there could be a change in the Ratings previously assigned. Notwithstanding the foregoing, any change in the over-all limit of the bank facilities from that specified in the first paragraph of this letter would constitute an enhancement that would not be covered by or under the said Rating Agreement.

FMC Fortuna, A-10 & 11, 3<sup>rd</sup> Floor  
234/3A, A.J.C. Bose Road  
Kolkata - 700020

Tel. : +91.33.71501100  
CIN : L74999DL1991PLC042749

Website : [www.icra.in](http://www.icra.in)  
Email : [info@icraindia.com](mailto:info@icraindia.com)  
Helpdesk : +91.124.3341580

Registered Office : 1105, Kailash Building, 11<sup>th</sup> Floor, 26 Kasturba Gandhi Marg, New Delhi - 110001. Tel. : +91.11.23357940-45

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ICRA reserves the right to review and/or, revise the above Ratings at any time on the basis of new information becoming available, or the required information not being available, or other circumstances that ICRA believes could have an impact on the Ratings assigned.

The Rating(s) assigned must be understood solely as an opinion and should not be treated, or cause to be treated, as recommendation to buy, sell, or hold the rated bank facilities availed by your company.

You are also requested to forthwith inform us about any default or delay in repayment of interest or principal amount of the instrument rated, as above, or any other debt instruments/ borrowing and keep us informed of any other developments which may have a direct or indirect impact on the debt servicing capability of the company including any proposal for re-schedulement or postponement of the repayment programmes of the dues/ debts of the company with any lender(s) / investor(s). Further, you are requested to inform us immediately as and when the borrowing limit for the instrument rated, as above, or as prescribed by the regulatory authority(ies) is exceeded.

We look forward to your communication and assure you of our best services.

With kind regards,

Yours sincerely,  
for ICRA Limited

**Sujoy Saha**  
Vice President  
[sujoy.saha@icraindia.com](mailto:sujoy.saha@icraindia.com)

**Encl:a/a**

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Annexure

**Kanco Tea & Industries Limited**

Details of Bank Limits Rated by ICRA (Rated on Long-Term Scale)	Amount (Rs. crore)	Rating	Rating Assigned on
<b>Punjab National Bank</b>			
Fund Based – Term Loan	12.33	[ICRA]BB (Stable)	January 11, 2021
Fund Based – Guaranteed Emergency Credit Line (GECL)	4.92	[ICRA]BB (Stable)	January 11, 2021
Fund Based – Cash Credit	20.00	[ICRA]BB (Stable)	January 11, 2021
<b>Total</b>	<b>37.25</b>		

Details of Bank Limits Rated by ICRA (Rated on Short-Term Scale)	Amount (Rs. crore)	Rating	Rating Assigned on
<b>Punjab National Bank</b>			
Non Fund Based- Letter of Credit/ Letter of Guarantee	0.60	[ICRA]A4	January 11, 2021
<b>Total</b>	<b>0.60</b>		

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January 14, 2021

## Kanco Tea & Industries Limited: Ratings reaffirmed, outlook revised to Stable

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Fund-based Limits – Term Loan/ GECL	16.00	17.25	[ICRA]BB (Stable); Reaffirmed and outlook revised from Negative
Fund-based Limits – Cash Credit	20.00	20.00	[ICRA]BB (Stable); Reaffirmed and outlook revised from Negative
Non-Fundbased Limits – LC/ LG	0.60	0.60	[ICRA]A4; Reaffirmed
Unallocated Limits	1.25	-	-
<b>Total</b>	<b>37.85</b>	<b>37.85</b>	

\*Instrument details are provided in Annexure-1

### Rationale

The revision in the outlook of the long-term rating to Stable from Negative takes into consideration the steep rise in the realisation of tea, which is likely to result in an improvement in Kanco Tea & Industries Limited's (KTIL) profitability and cash accruals in the current fiscal compared to the previous fiscal.

The ratings continue to draw comfort from the management's extensive experience in the tea industry and the company's focus on production of premium quality tea that commands a higher price over the average market realisation. ICRA notes that with increased profits and cash accruals from business, driven by significant rise in the realisation, the debt protection metrics are likely to witness an improvement in FY2021.

The ratings are, however, impacted by the leveraged capital structure and moderate level of coverage indicators coupled with net losses that the company incurred in FY2020. ICRA notes KTIL's significant debt servicing obligation in the near to medium term, which would keep the cash flows under pressure. The ratings are further constrained by the risks associated with tea, being an agricultural commodity, which depends on agro-climatic conditions as well as the inherent cyclicity of the fixed-cost intensive tea industry leading to variability in profitability and cash flows of bulk tea producers such as KTIL. The concentration of all three gardens of the company in Assam further accentuates the agro-climatic risks. In addition, domestic tea prices are influenced by international prices and hence the demand-supply situation in the global tea market, in ICRA's opinion, would continue to have a bearing on the profitability of Indian players, including KTIL.

The Stable outlook on the [ICRA]BB rating reflects ICRA's opinion that the cash accruals from the company's core operations will be adequate to service its debt obligations.

### Key rating drivers and their description

#### Credit strengths

**Experience of management in tea industry** – The company's management have more than three decades of experience in the tea industry. It owns three tea gardens, spread over a cultivable area of around 2,499 hectare (HA) and operates under the leadership of Mr. Umang Kanoria.

**Superior quality of tea reflected by premium commanded by KTIL compared to average market prices** – KTIL's superior quality of tea in the domestic market results in a premium for its produce compared to the industry average. The weighted average realisation of tea produced by the company was around Rs. 332/kg compared to the North Indian auction average of around Rs. 261/kg during the first half of FY2021.

**Improvement in realisation likely to favourably impact profitability in FY2021** – The realisation for the company’s tea has increased significantly in H1 FY2021 to Rs. 332/kg compared to Rs. 198/kg in H1 FY2020. ICRA notes that the lockdown announced by Government of India (GoI) following the Covid-19 pandemic has resulted in production loss by KTIL, like all other players in the industry. Thus, the overall shortage of tea availability in the market led to the sharp increase in tea realisations. This is likely to provide some respite to the tea players and support its profitability in the current fiscal. However, the extent of sustainability of such an improvement in the price, going forward, remains to be seen considering the moderation in realisation already witnessed in the third quarter of the current fiscal.

### Credit challenges

**Net losses incurred in previous fiscal** – KTIL’s operating income (OI) stood at Rs. 59.86 crore in FY2020, up by 9% over FY2019, due to an increase in tea production. However, the absence of commensurate uptick in realisation to absorb the increased labour cost and an exceptional loss of Rs. 2.98 crore towards arrear wages and bonus for the prior period adversely impacted its profitability, resulting in net loss of Rs. 2.59 crore in FY2020 compared to a net profit of Rs. 2.74 crore in FY2019. This, along with a fair value loss on investment of Rs. 5.40 crore through other comprehensive income led to an erosion in its net worth in FY2020.

**Leveraged capital structure and moderate level of coverage indicators** – The company’s debt level has remained at an elevated level since FY2017 due to predominantly debt-funded capital expenditure incurred to acquire the Bamonpookrie Tea Estate and increased working capital borrowings. Its capital structure continued to remain leveraged with a gearing of 1.94 times (1.49 times as on March 31, 2019) as on March 31, 2020. The coverage indicators remained at a low level on account of low profits as well cash accruals and a high debt level in FY2020. With profits and cash accruals, the coverage indicators are likely to witness an improvement in FY2021.

**Significant debt service obligations likely to keep cash flows under pressure** – ICRA notes that the company has significant debt service obligations in the near to medium term compared to its expected cash accruals, which is likely to keep its cash flows under pressure.

**Risks associated with tea for being an agricultural commodity** – Tea production depends on agro-climatic conditions, which subject it to agro-climatic risks. Moreover, tea estate costs are primarily fixed, mainly related to labour, which are independent of the volume of production and accounts for around 50% of the production cost. This leads to variability in profitability and cash flows of bulk tea producers such as KTIL. The concentration of all three gardens of the company in Assam further accentuates agro-climatic risks. Further, intervention of the Government in fixation of the wage rate could adversely impact its profitability.

**Export market performance of Indian tea critical to sustain buoyancy in domestic tea prices** – Notwithstanding the large domestic consumption base that India has, exports play a vital role in maintaining the overall demand-supply balance in the domestic market. Healthy export realisation is crucial for maintaining domestic realisations as un-remunerative prices in the export market may lead to exporters dumping the produce in the domestic market, which in turn would exert a downward pressure on domestic prices.

### Liquidity position: Stretched

The company generated negative cash flow from operations over the past three years. With improvement in the profitability, ICRA expects that the cash flow from operations would be sufficient to service its debt obligations and planned capital expenditure in the current fiscal. Further, it availed a guaranteed emergency credit line (GECL) of Rs. 6.00 crore in September 2020, which would provide an additional comfort to its liquidity position in the near term. However, ICRA notes that KTIL has significant debt service obligations in the near to medium term, which would exert pressure on its cash flows. Further, it has a planned capex of around Rs. 1.75 crore in FY2021 for increasing its production capacity by 10 lakh kg for production of orthodox/CTC tea, along with regular capex of Rs. 2-3 crore per annum, which would keep its liquidity position **stretched** in the near to medium term.

## Rating sensitivities

**Positive triggers** – ICRA may upgrade KTIL’s ratings if the entity demonstrates significant growth in production, profitability and cash accruals from business, strengthening its financial risk profile. Further, improvement in the liquidity position of the company may also positively impact the ratings. Specific credit metric that may lead to an upgrade of the entity’s ratings include interest coverage of more than 2.50 times on a sustained basis.

**Negative triggers** – ICRA may downgrade KTIL’s ratings if there is higher-than-anticipated fall in realisation and/or production of the tea, adversely impacting its financial risk profile. Further, any negative regulatory development in the tea industry could also impact the ratings.

## Analytical approach

Analytical Approach	Comments
Applicable Rating Methodologies	<a href="#">Corporate Credit Rating Methodology</a> <a href="#">Indian Bulk Tea Industry</a>
Parent/Group Support	Not Applicable
Consolidation/Standalone	The ratings are based on the standalone financial statements of the company

## About the company

Incorporated in 1983, Dhanvaridhi Concerns Limited (DCL) started as an investment company. The tea division of Kanco Enterprises Limited (KEL), a Group company of Kanco Tea & Industries Limited (KTIL), was transferred to DCL on April 1, 2009 and the name of the company was changed to Kanco Tea & Industries Limited in April 2010. The company primarily produces black tea of crush, tear, curl (CTC) variety for selling in the domestic market through a mix of auction and private sales. KTIL’s three gardens in upper Assam are spread over 2,499 hectares, of which around 64% is under tea cultivation.

## Key financial indicators

	FY2019 Audited	FY2020 Audited	H1 FY2020 Unaudited	H1 FY2021 Unaudited
Operating Income (Rs. crore)	55.07	59.86	35.89	49.99
PAT (Rs. crore)	2.74	-2.59	12.86	21.53
OPBDIT/OI (%)	6.62%	3.28%	31.10%	50.35%
PAT/OI (%)	4.97%	-4.33%	35.83%	43.07%
Total Outside Liabilities/Tangible Net Worth (times)	1.84	2.00	1.39	1.41
Total Debt/OPBDIT (times)	12.60	22.63	1.84	0.83
Interest Coverage (times)	0.76	0.44	4.89	12.78

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

**Any other information: None**

### Rating history for past three years

	Instrument	Current Rating (FY2021)			Rating History for the Past 3 Years					
		Type	Amount Rated	Amount Outstanding (31-12-2020)	Rating	FY2020			FY2019	FY2018
					14-Jan-2021	18-Mar-2020	05-Apr-2019	18-July-2018	12-Mar-2018	
1	Term Loan/ GECL	Long Term	17.25	17.25	[ICRA]BB (Stable)	[ICRA]BB (Negative)	[ICRA]BB+ (Negative)	[ICRA]BB+ (Stable)	[ICRA]BBB- (Stable)	
2	Cash Credit	Long Term	20.00	-	[ICRA]BB (Stable)	[ICRA]BB (Negative)	[ICRA]BB+ (Negative)	[ICRA]BB+ (Stable)	[ICRA]BBB- (Stable)	
3	Letter of Credit/Bank Guarantee	Short Term	0.60	-	[ICRA]A4	[ICRA]A4	[ICRA]A4+	[ICRA]A4+	[ICRA]A3	
4	Untied Limits	Long term/ Short Term	-	-	-	[ICRA]BB (Negative)/ [ICRA]A4	[ICRA]BB+ (Negative)/ [ICRA]A4+	-	-	

Amount in Rs. crore

### Complexity level of the rated instrument

ICRA has classified various instruments based on their complexity as "Simple", "Complex" and "Highly Complex". The classification of instruments according to their complexity levels is available on the website [click here](#)

### Annexure-1: Instrument details

ISIN	Instrument Name	Date of Issuance / Sanction	Coupon Rate	Maturity Date	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Cash Credit	-	-	-	20.00	[ICRA]BB (Stable)
NA	Term Loan	March 2017	NA	March 2026	12.33	[ICRA]BB (Stable)
NA	Guaranteed Emergency Credit Line (GECL)	September 2020	NA	September 2025	4.92	[ICRA]BB (Stable)
NA	Bank Guarantee/Letter of Credit	NA	NA	NA	0.60	[ICRA]A4

Source: Kanco Tea & Industries Limited.

### Annexure-2: List of entities considered for consolidated analysis: Not Applicable



## Analyst Contacts

**Mr. K Ravichandran**

+91 44 4596 4301

[ravichandran@icraindia.com](mailto:ravichandran@icraindia.com)

**Mr. Sandipan Kumar Das**

+91 33 7150 1190

[sandipan.das@icraindia.com](mailto:sandipan.das@icraindia.com)

**Mr. Sujoy Saha**

+91 33 7150 1184

[sujoy.saha@icraindia.com](mailto:sujoy.saha@icraindia.com)

**Mr. Nitesh Bahety**

+91 33 7150 1186

[nitesh.bahety@icraindia.com](mailto:nitesh.bahety@icraindia.com)

## Relationship Contact

**Mr. Jayanta Chatterjee**

+91 80 4332 6401

[jayantac@icraindia.com](mailto:jayantac@icraindia.com)

## Media and Public Relations Contact

**Ms. Naznin Prodhani**

Tel: +91 124 4545 860

[communications@icraindia.com](mailto:communications@icraindia.com)

## Helpline for business queries

+91-9354738909(open Monday to Friday, from 9:30 am to 6 pm)

[info@icraindia.com](mailto:info@icraindia.com)

## About ICRA Limited

ICRA Limited was set up in 1991 by leading financial/investment institutions, commercial banks and financial services companies as an independent and professional investment Information and Credit Rating Agency.

Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

For more information, visit [www.icra.in](http://www.icra.in)



## ICRA Limited

### Corporate Office

Building No. 8, 2nd Floor, Tower A; DLF Cyber City, Phase II; Gurgaon 122 002

Tel: +91 124 4545300

Email: [info@icraindia.com](mailto:info@icraindia.com)

Website: [www.icra.in](http://www.icra.in)

### Registered Office

1105, Kailash Building, 11th Floor; 26 Kasturba Gandhi Marg; New Delhi 110001

Tel: +91 11 23357940-50

### Branches

Mumbai + (91 22) 24331046/53/62/74/86/87

Chennai + (91 44) 2434 0043/9659/8080, 2433 0724/ 3293/3294

Kolkata + (91 33) 2287 8839 /2287 6617/ 2283 1411/ 2280 0008

Bangalore + (91 80) 2559 7401/4049

Ahmedabad+ (91 79) 2658 4924/5049/2008

Hyderabad + (91 40) 2373 5061/7251

Pune + (91 20) 020 6606 9999

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