

02nd April 2020

Corporate Relations Department
BSE Limited
1st Floor, New Trading Ring
Rotunda Building, P.J. Towers
Dalal Street, MUMBAI -400 001

Dear Sir/ Madam

Sub: Intimation about review and reaffirmation of credit rating.

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, we wish to inform that CARE Ratings Limited ("CARE") has reviewed and reaffirmed credit ratings for company's banking facilities. Details of revision is provided as Annexure.

We request you to kindly take the above on record.

Thanking you
For **The Waterbase Limited**

Sd/-

R Achuthan
Company Secretary & Compliance Officer

Registered Office / Factory:

Ananthapuram Village | T.P. Gudur Mandal | Nellore | Andhra Pradesh | 524344.
T: +91 91000 18037 | 91000 18038 | E: info@waterbaseindia.com | CIN: L05005AP1987PLC018436





CARE Ratings Ltd.

CORPORATE OFFICE: 4th Floor, Godrej Coliseum, Somaiya
Hospital Road, Off Eastern Express Highway, Sion (E), Mumbai

2. Refer **Annexure 1** for details of rated facilities.
3. The rationale for the rating will be communicated to you separately. A write-up (press release) on the above rating is proposed to be issued to the press shortly, a draft of which is enclosed for your perusal as Annexure. We request you to peruse the annexed document and offer your comments if any. We are doing this as a matter of courtesy to our clients and with a view to ensure that no factual inaccuracies have inadvertently crept in. Kindly revert as early as possible. In any case, if we do not hear from you by March 25, 2020, we will proceed on the basis that you have no any comments to offer.
4. CARE reserves the right to undertake a surveillance/review of the rating from time to time, based on circumstances warranting such review, subject to at least one such review/surveillance every year.
5. CARE reserves the right to revise/reaffirm/withdraw the rating assigned as also revise the outlook, as a result of periodic review/surveillance, based on any event or information which in the opinion of CARE warrants such an action. In the event of failure on the part of the entity to furnish such information, material or clarifications as may be required by CARE so as to enable it to carry out continuous monitoring of the rating of the debt instrument, CARE shall carry out the review on the basis of best available information throughout the life time of such instrument. In such cases the credit rating symbol shall be accompanied by "ISSUER NOT COOPERATING". CARE shall also be entitled to publicize/disseminate all the aforementioned rating actions in any manner considered appropriate by it, without reference to you.
6. CARE ratings do not take into account the sovereign risk, if any, attached to the foreign currency loans, and the ratings are applicable only to the rupee equivalent of these loans.
7. Our ratings do not factor in any rating related trigger clauses as per the terms of the facility/instrument, which may involve acceleration of payments in case of rating



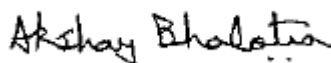
downgrades. However, if any such clauses are introduced and if triggered, the ratings may see volatility and sharp downgrades.

8. Users of this rating may kindly refer our website www.careratings.com for latest update on the outstanding rating.
9. CARE ratings are **not** recommendations to sanction, renew, disburse or recall the concerned bank facilities.

If you need any clarification, you are welcome to approach us in this regard.

Thanking you,

Yours faithfully,



Akshay Bhalotia
Deputy Manager

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Encl.: As above

Disclaimer

CARE's ratings are opinions on the likelihood of timely payment of the obligations under the rated instrument and are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. CARE's ratings do not convey suitability or price for the investor. CARE's ratings do not constitute an audit on the rated entity. CARE has based its ratings/outlooks on information obtained from sources believed by it to be accurate and reliable. CARE does not, however, guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by CARE have paid a credit rating fee, based on the amount and type of bank facilities/instruments. CARE or its subsidiaries/associates may also have other commercial transactions with the entity. In case of partnership/proprietary concerns, the rating /outlook assigned by CARE is, inter-alia, based on the capital deployed by the partners/proprietor and the financial strength of the firm at present. The rating/outlook may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor in addition to the financial performance and other relevant factors. CARE is not responsible for any errors and states that it has no financial liability whatsoever to the users of CARE's rating. Our ratings do not factor in any rating related trigger clauses as per the terms of the facility/instrument, which may involve acceleration of payments in case of rating downgrades. However, if any such clauses are introduced and if triggered, the ratings may see volatility and sharp downgrades.



Annexure 1

Details of Rated Facilities

1. Long-term facilities

1. A. Term loan

(Rs. Crore)

| Sr. No. | Lender | Rated Amount | Remarks | Debt Repayment Terms |
|---------|------------------|--------------|-------------|--|
| 1. | Yes Bank Limited | 9.07 | Sanctioned | Payable in 16 equal qtrly inst. after a moratorium of 12 months from date of first disbursement. |
| 2. | Yes Bank Limited | 0.53 | Outstanding | 20 equal quarterly installments from July 2015 |
| | Total | 9.60 | | |

Total Long-term facilities: Rs.9.60 crore

2. Long-term/Short-term facilities

2. A. Fund Based limits

(Rs. Crore)

| Sr. No. | Name of Bank | Fund Based Limits | | | |
|---------|----------------------|-------------------|-------------|--------------|----------------------|
| | | CC* | PC* | BD* | Remarks |
| 1. | State Bank of India^ | 11.00 | 3.00 | 10.00 | Sanctioned & Tied up |
| 2. | Axis Bank Limited@ | 30.00 | - | - | |
| | Total | 41.00 | 3.00 | 10.00 | |

*CC=Cash credit; PC= Packaging Credit, BD= Bill Discounting

2. B. Non-Fund Based limits

(Rs. Crore)

| Sr. No. | Name of Bank | Non Fund Based Limits | | |
|---------|----------------------|-----------------------|--------------|----------------------|
| | | BGs* | LC* | Remarks |
| 1. | State Bank of India^ | 3.00 | 2.00 | Sanctioned & Tied up |
| 2. | Yes Bank | - | 14.81 | Sanctioned & Tied up |
| | Total | 3.00 | 16.81 | |

*LC=Letter of Credit; BG=Bank guarantee

Total Long-term/short-term facilities: Rs.73.81 crore

2. Short-term facilities

2. A. Non fund based limits

(Rs. Crore)

| Sr. No. | Name of Bank | Non Fund Based Limits | |
|------------|---------------------|-----------------------|----------------------|
| | | FC* | Remarks |
| 1. | State Bank of India | 0.03 | Sanctioned & Tied up |
| | TOTAL | 0.03 | |

*FC= Forward Contract

Total short-term facilities: Rs.0.03 crore

Total facilities: Rs.83.44 crore



Annexure 2
Press Release
The Waterbase Limited

Ratings

| Facilities | Amount (Rs. crore) | Rating¹ | Rating Action |
|--|--|--|----------------------|
| Long term Bank Facilities@ | 9.60 (reduced from 72.81) | CARE A-; Stable (Single A Minus; Outlook: Stable) | Reaffirmed |
| Long term/Short term Bank Facilities@ | 73.81 (enhanced from 14.81) | CARE A-; Stable/CARE A2↓ (Single A Minus; Outlook: Stable/A Two Plus) | Reaffirmed |
| Short term Bank Facilities@ | 0.03 (reduced from 26.78) | CARE A2↓ (A Two Plus) | Reaffirmed |
| Total | 83.44 (Rs. Eighty Three Crore and Forty Four Lakh only) | | |

Detailed Rationale & Key Rating Drivers

The ratings assigned to The Waterbase Limited (TWL) continue to draw strength from the experience of the promoters with long track record, the company being part of the Karam Chand Thapar (KCT) group, strong brand and established marketing network, partially integrated nature of operations, diversification into farm care products & frozen sea food and comfortable capital structure and debt coverage indicators with low debt levels.

The ratings are, however, constrained by the working capital intensive nature of operations, exposure to volatility in raw material prices, geographical concentration risk and risks inherent in the seafood industry.

The ratings also take note of the moderation in profitability of the company in FY19 (refers to the period April 01 to March 31) and 9MFY20.

Rating Sensitivities

Positive rating sensitivities:

1



- Ability to increase scale of operations beyond Rs.450 crore while improving PBILDT and PAT margins above 14% and 8% respectively on sustained basis
- Efficient management of working capital requirement and operating cycle going below 120 days on sustained basis

Negative rating sensitivities:

- Decline in PBILDT margin beyond 11% and PAT margin beyond 6% on sustained basis
- Increase in gearing beyond 0.75x and TD/GCA beyond 1.50x

Detailed description of the key rating drivers

Key Rating Strengths

TWL is promoted by the KCT Group, a diversified portfolio of businesses with interests in sectors ranging from coal logistics, real estate and aquaculture.

The company has long track record of more than two decades and is spearheaded by Mr. Vikramaditya Thapar, Chairman. Mr. Thapar has been in the shrimp feed industry for almost three decades and thus has long experience in the seafood business. The day-to-day operations of the business are looked after by Mr. Ramakanth V Akula (CEO) along with an experienced management team.

The company sells shrimp feeds under the brand 'Bay White- Enriched', 'Ulta XL', 'Tiger Bay XL' and 'Magnum'. It sells quality shrimp feeds through an established network of more than 184 dealers primarily in the coastal areas.

TWL is predominantly a shrimp feed manufacturer with a small processing facility for shrimp. The company has increased its integration and presence in the value chain post commencement of phase-I of hatchery with 250 million post larvae capacity from October'18. Going forward, the company plans to double the hatchery capacity.

TWL also plans to expand its feed manufacturing capacity by setting up a new unit with an annual installed capacity of 50,000 tonne. The proposed unit will be set up in Gujarat to cater to the western domestic markets. The total project cost is estimated to be Rs.40 crore which will be funded through term loans of Rs.13 crore and remaining through internal accruals. The company is in final stages of procuring the land and the project is expected to be completed by mid of FY22.



TWL has diversified its product offering by launch of the farm care range of products under the brand name 'Baylife' in H1FY17 and frozen sea food products (processed shrimps and pasteurized crab meat) under the brand 'Price Catch' in Q3FY18.

The total debt outstanding remained stable at Rs.27.62 crore as on March 31, 2019 as against Rs.28.50 crore as on March 31, 2018. The overall gearing ratio remained comfortable at 0.16x as on March 31, 2019 as compared to 0.19x as on March 31, 2018 with stable debt and accretion of profits to networth.

The interest coverage ratio and total debt to GCA also stood comfortable at 15.69x and 0.77x respectively in FY19 vis-à-vis 13.13x and 0.81x respectively in FY18.

The debt coverage indicators are comfortable with low debt levels and healthy operating profitability along with sufficient cash accruals.

The total debt further reduced significantly and stood at Rs.10.27 crore as on December 31, 2019 with nil utilization in working capital limits.

The supply of wild catch is expected to remain stagnant and the incremental supply is expected to come from aquaculture. Consequently, the Indian seafood industry is expected to grow with growth in global demand. Frozen shrimp continued to be the major export item in the export basket in terms of quantity and value. The shrimp exports have been increasing with adoption of Vannamei culture in India which has stocking density of three to four times over Black Tiger species/higher yield and lower cost of production leading to higher demand for same.

However, the impact of Covid-19 on the global demand-supply of shrimps along with price trends remains to be seen.

Key Rating Weaknesses

The total operating income of the company increased by 6.64% from Rs.342.74 crore in FY18 to Rs.365.48 crore in FY19. The growth was primarily from feed sales during the first half driven by volume growth with stable realisations. The consistent performance of farm care products also contributed to revenue growth. However, the PBILDT margin declined from 16.81% in FY18 to 14.09% in FY19 on account of rise in cost of raw materials which had remained at abnormally low levels in FY18. Despite moderation in operating profit, the PAT margin remained relatively stable



at 8.30% in FY19 vis-a-vis 8.69% in FY18 due to stable capital charge and higher other income of Rs.6.05 crore in FY19 as against Rs.1.53 crore in FY18. The other income comprised insurance claim of Rs.3.55 crore (pertaining to floods in FY16) during FY19. Accordingly, GCA remained stable at Rs.35.64 crore in FY19 vis-à-vis Rs.35.35 crore in FY18.

The company reported net profit of Rs.21.04 crore on total income of Rs.277 crore in 9MFY20 vis-a-vis net profit of Rs.29.40 crore on total income of Rs.319.13 crore in 9MFY19. The sales were lower in 9MFY20 y-o-y primarily due to lower sales of shrimp feeds with subdued shrimp farming in India in the current season due to extended winter season and muted farm gate prices. Further, the sales were also impacted in Q1FY20 due to stricter credit terms to dealers. The operating margins further declined to 12.36% in 9MFY20 due to lower sales and increase in cost of raw materials which could not be passed on with stable feed prices. Accordingly, with lower operating margin and stable capital charges, the net profit was lower during the period. The net profit was also lower due to lower other income in 9MFY20 y-o-y as company had received insurance claims in FY19.

The revenue concentration risk of TWL remained similar in FY19 vis-à-vis FY18, with revenue contribution of around 42% from Andhra Pradesh, around 44% from Gujarat and remaining from Maharashtra, Goa, Tamil Nadu, Karnataka, Kerala, West Bengal and Odisha. However, going forward the company plans to reduce concentration by increasing the sales from newer geographies.

The operations of the company are working capital intensive on account of credit period of 80-90 days to dealers along with stocking of raw materials during the year end resulting in inventory period of around 100 days. The collection period improved to 81 days for FY19 vis-a-vis 91 days in FY18 with decrease in receivables. The company's main season is during March to July as evident by ~40% of yearly sales during the first quarter. Consequently the inventory holding is high during the year end. The inventory stood at ~Rs.31 crore as on September 30, 2019 as against Rs.88.60 crore as on March 31, 2019. The inventory period remained relatively stable at 103 days for FY19 vis-a-vis 104 days for FY18. However, with decrease in creditor period from 54 days for FY18 to 45 days for FY19, the operating cycle of the company remained stable. The operating cycle stood at 139 days for FY19 vis-a-vis 141 days for FY18.



The major raw materials are agro products like Soya, wheat flour and fish meal. Other raw materials are fish oil, Squid Meal, Molasses yeast, Mono-calcium Phosphate, Minerals, Vitamin C, Binders etc. Except additives, vitamins and minerals the other raw materials are purchased at prevailing market price. Since the raw material availability is seasonal in nature and dependent on climatic conditions, the raw material costs are volatile in nature.

The cost of raw materials remained low for large part of FY18 leading to higher margins. However, with increase in price of major raw materials the industry margins have corrected since January'18 leading to moderation in profitability witnessed in FY19 and current year.

The main threat to the industry is from diseases. Further, the Indian shrimp exports industry is highly fragmented given the low entry barriers and significant competition in the export market from other competing countries and threat from other seafood varieties. Moreover, government policies keep varying depending upon other macro-economic factors like Anti-dumping duties, inflation etc. which increase the expenses of the companies operating on the seafood industry.

Liquidity: Adequate

The liquidity is marked by adequate accruals against repayment obligations of Rs.9.50 crore in FY20. Despite the working capital intensive nature of operations the working capital borrowings of the company has remained low in view of same being funded majorly from internal accruals. The average of maximum utilization of TWL stood at around 9% for the 12 months ending February'20 indicating available un-utilised limit of Rs.50 crore on an average.

Further, with a gearing of 0.16x as of March 31, 2019, the company has sufficient gearing headroom, to raise additional debt for its capex in case of lower accruals. Its unutilized bank lines are also more than adequate to meet its incremental working capital needs over the next one year.

Analytical approach: Standalone.

Applicable Criteria

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

[Criteria for Short Term Instruments](#)

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



Rating Methodology-Manufacturing Companies
Financial Ratios - Non Financial Sector

About the Company

TWL was incorporated in November 23, 1987 as Thapar Waterbase Limited and commenced commercial operation in 1993 while the name got changed to present one in February 1992. It is promoted by the KCT Group with Mr. Vikramaditya Mohan Thapar as the Chairman of the Company.

TWL is a partially integrated aquaculture entity, consisting of a feed plant having an installed capacity of 1,10,000 MTPA (increased from 35,000 mtpa after merger of PFL), a shrimp hatchery of 250 mn post larvae and a shrimp processing plant with an aggregate capacity of 4000 MTPA, all located at Nellore, Andhra Pradesh spread in an area of 50 acres. TWL also has cold storage facility capable of storing 750 MT of finished products. TWL's feed mills and labs have various accreditations and certifications.

| Brief Financials (Rs. crore) | FY18 (A) | FY19 (A) |
|-------------------------------------|-----------------|-----------------|
| Total operating income | 342.74 | 365.48 |
| PBILDT | 57.62 | 51.49 |
| PAT | 29.90 | 30.85 |
| Overall gearing (times) | 0.19 | 0.16 |
| Interest coverage (times) | 13.13 | 15.69 |

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 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/ ST-Cash Credit | - | - | - | 41.00 | CARE A-; Stable / CARE A2+ |
| Non-fund-based - ST-Letter of credit | - | - | - | 0.00 | Withdrawn |
| Non-fund-based - LT/ ST-BG/LC | - | - | - | 5.00 | CARE A-; Stable / CARE A2+ |



| 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/ ST-CC/PC/Bill Discounting | - | - | - | 13.00 | CARE A-; Stable / CARE A2+ |
| Non-fund-based - ST-Bills Discounting / Bills Purchasing | - | - | - | 0.00 | Withdrawn |
| Non-fund-based - ST-Forward Contract | - | - | - | 0.03 | CARE A2+ |
| Fund-based - LT-Term Loan | - | - | December'23 | 9.60 | CARE A-; Stable |
| Non-fund-based - LT/ ST-Letter of credit | - | - | - | 14.81 | CARE A-; Stable / CARE A2+ |

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/ ST-Cash Credit | LT/ST | 41.00 | CARE A-; Stable / CARE A2+ | - | 1)CARE A-; Stable (01-Mar-19) 2)CARE A-; Stable (04-Apr-18) | - | 1)CARE BBB; Stable (09-Mar-17) 2)CARE BBB- (08-Jul-16) 3)CARE BBB- (15-Jun-16) |
| 2. | Non-fund-based - ST-Letter of credit | ST | - | - | - | 1)CARE A2+ (01-Mar-19) 2)CARE A2 (04-Apr-18) | - | 1)CARE A3+ (09-Mar-17) 2)CARE A3 (08-Jul-16) 3)CARE A3 (15-Jun-16) |
| 3. | Non-fund-based - LT/ ST-BG/LC | LT/ST | 5.00 | CARE A-; Stable / CARE A2+ | - | 1)CARE A-; Stable (01-Mar-19) 2)CARE A-; Stable (04-Apr-18) | - | 1)CARE BBB; Stable (09-Mar-17) 2)CARE BBB- (08-Jul-16) 3)CARE BBB- (15-Jun-16) |
| 4. | Fund-based - LT/ ST-CC/PC/Bill Discounting | LT/ST | 13.00 | CARE A-; Stable / | - | 1)CARE A-; Stable | - | 1)CARE BBB; Stable |

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| | | | | | | | | |
|----|--|----|------|-------------|---|---|---|---|
| | | | | CARE A2+ | | (01-Mar-19) 2)CARE A-; Stable (04-Apr-18) | | (09-Mar-17) 2)CARE BBB- (08-Jul-16) |
| 5. | Non-fund-based - ST-Bills Discounting / Bills Purchasing | ST | - | - | - | 1)CARE A2+ (01-Mar-19) 2)CARE A2 (04-Apr-18) | - | 1)CARE A3+ (09-Mar-17) 2)CARE A3 (08-Jul-16) |
| 6. | Non-fund-based - ST- Forward Contract | ST | 0.03 | CARE A2+ | - | 1)CARE A2+ (01-Mar-19) 2)CARE A2 (04-Apr-18) | - | 1)CARE A3+ (09-Mar-17) 2)CARE A3 (08-Jul-16) |

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Business Development Contact

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Email ID: lalit.sikaria@careratings.com

About CARE Ratings:

CARE Ratings commenced operations in April 1993 and over two decades, it has established itself as one of the leading credit rating agencies in India. CARE is registered with the Securities and Exchange Board of India (SEBI) and also recognized as an External Credit Assessment Institution (ECAI) by the Reserve Bank of India (RBI). CARE Ratings is proud of its rightful place in the Indian capital market built around investor confidence. CARE Ratings provides the entire spectrum of credit rating that helps the corporates to raise capital for their various requirements and assists the investors to form an informed investment decision based on the credit risk and their own risk-return expectations. Our rating and grading service offerings leverage our domain and analytical expertise backed by the methodologies congruent with the international best practices.

Disclaimer

CARE's ratings are opinions on the likelihood of timely payment of the obligations under the rated instrument and are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. CARE's ratings do not convey suitability or price for the investor. CARE's ratings do not constitute an audit on the rated entity. CARE has based its ratings/outlooks on information obtained from sources believed by it to be accurate and reliable. CARE does not, however, guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by CARE have paid a credit rating fee, based on the amount and type of bank facilities/instruments. CARE or its subsidiaries/associates may also have other commercial transactions with the entity. In case of partnership/proprietary concerns, the rating /outlook assigned by CARE is, inter-alia, based on the capital deployed by the partners/proprietor and the financial strength of the firm at present. The rating/outlook may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor in addition to the financial performance and other relevant factors. CARE is not responsible for any errors and states that it has no financial liability whatsoever to the users of CARE's rating.

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