# D.P. ABHUSHAN LIMITED

CIN: L74999MP2017PLC043234



Date: January 2, 2024

To, Listing Compliance Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra East, Mumbai – 400051.

Dear Sir,

**Sub: Intimation of Credit rating for bank facilities** 

Ref: D. P. Abhushan Limited (Symbol: DPABHUSHAN)

In accordance with Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that CARE Ratings Ltd, has assigned credit rating for the Long-Term/Short-term Bank Loan Facilities obtained by the Company.

The following ratings have been assigned.

Facilities	Amount (Rupees Crore)	Rating
Long Term Bank Facilities	59.68	CARE BBB+; Positive
		(Triple B Plus; Outlook: Positive)
Long term/ Short term Bank	140.32	CARE BBB+; Positive / CARE
facilities		A2
		(Triple B Plus; Outlook: Positive /
		A Two)
Total Facilities	200	

Detailed press release and report of the aforesaid Credit rating is enclosed herewith.

Kindly take the same on your record and oblige us.

For, D. P. Abhushan Limited

Santosh Kataria Chairman and Managing Director

DIN: 02855068
Place: Ratlam







### No. CARE/ARO/RL/2023-24/6736

Shri Mr. Vikas Kataria
Promotor
D.P.Abhushan Limited

138, D P Abhushan Limited, Chandani Chowk, Chandani Chowk,

Ratlam Madhya Pradesh 457001



December 29, 2023

## **Confidential**

Dear Sir,

#### Credit rating for bank facilities

Please refer to your request for rating the bank facilities of your Company

2. The following ratings have been assigned by our Rating Committee:

Facilities	Amount (Rs. crore)	Rating <sup>1</sup>	Rating Action
Long Term Bank Facilities	59.68	CARE BBB+; Positive (Triple B Plus; Outlook: Positive)	Assigned
Long Term / Short Term Bank Facilities	140.32	CARE BBB+; Positive / CARE A2 (Triple B Plus ; Outlook: Positive / A Two)	Assigned
Total Facilities	200.00 (Rs. Two Hundred Crore Only)	•	

- 3. Refer **Annexure 1** for details of rated facilities.
- 4. The above rating is normally valid for a period of one year from the date of our initial communication of rating to you (that is November 02, 2023).
- 5. The rationale and write-up(press release) for the rating will be communicated to you separately.
- 6. CARE Ratings Ltd. 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.

<sup>1</sup>Complete definitions of the ratings assigned are available at <a href="www.careedge.in">www.careedge.in</a> and in other CARE Ratings Ltd.'s publications.



**CARE Ratings Limited** 

32, Titanium, Prahladnagar Corporate Road, Satellite, Ahmedabad - 380015 Phone: +91-79-4026 5656 Corporate Office :4th Floor, Godrej Coliseum, Somaiya Hospital Road, Off Eastern Express Highway, Sion (E), Mumbai - 400 022 Phone: +91-22-6754 3456 • www.careedge.in

CIN-L67190MH1993PLC071691

- 7. CARE Ratings Ltd. 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 Ratings Ltd. 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 Ratings Ltd. so as to enable it to carry out continuous monitoring of the rating of the bank facilities, CARE Ratings Ltd. shall carry out the review on the basis of best available information throughout the life time of such bank facilities. In such cases the credit rating symbol shall be accompanied by "ISSUER NOT COOPERATING". CARE Ratings Ltd. shall also be entitled to publicize/disseminate all the afore-mentioned rating actions in any manner considered appropriate by it, without reference to you.
- 8. Our 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.
- 9. 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.
- 10. Users of this rating may kindly refer our website www.careedge.in for latest update on the outstanding rating.
- 11. CARE Ratings Ltd. ratings are **not** recommendations to sanction, renew, disburse or recall any bank facilities.
- 12. If you need any clarification, you are welcome to approach us in this regard. We are indeed, grateful to you for entrusting this assignment to CARE Ratings Ltd..

Thanking you,

Yours faithfully,

Utsavi Jigneshbhai Shah Analyst utsavi.shah@careedge.in

Encl.: As above

**Ujjwal Manish Patel** Associate Director ujjwal.patel@careedge.in

**CARE Ratings Limited** 

#### Disclaimer

The ratings issued by CARE Ratings Limited 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. These ratings do not convey suitability or price for the investor. The agency does not constitute an audit on the rated entity. CARE Ratings Limited has based its ratings/outlooks based on information obtained from reliable and credible sources. CARE Ratings Limited does not, however, guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors or omissions and the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by CARE Ratings Limited have paid a credit rating fee, based on the amount and type of bank facilities/instruments. CARE Ratings Limited or its subsidiaries/associates may also be involved with other commercial transactions with the entity. In case of partnership/proprietary concerns, the rating /outlook assigned by CARE Ratings Limited is, inter-alia, based on the capital deployed by the partners/proprietor and the current financial strength of the firm. The rating/outlook may undergo a 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 Ratings Limited is not responsible for any errors and states that it has no financial liability whatsoever to the users of CARE Ratings Limited'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.



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# **Annexure 1**

# **Details of Rated Facilities**

# 1. Long Term Facilities

#### 1.A. Term Loans

Sr. No.	Name of Bank / Lender	Rated Amount (Rs. crore)	Debt Repayment Terms
1.	HDFC Bank Ltd.	5.00	Tenor: 48 months starting from 7th February 2022
2.	HDFC Bank Ltd.	2.94	Tenor: 48 months starting from 7th December 2021
3.	ICICI Bank Ltd.	0.74	to be repaid in 72 equal monthly instalments
	Total	8.68	

<sup>\*-</sup>O/s as on Sep 30,2023

#### 1.B. Fund Based Limits

Sr. No.	Name of Bank / Lender	Rated Amount (Rs. crore)	Remarks
1.	State Bank of India	51.00	Cash Credit
	Total	51.00	

# **Total Long Term Facilities: Rs.59.68 crore**

# 2. Long Term / Short Term Facilities

#### 2.A. Fund Based Limits

<b>C</b>		Data d Assessment	
Sr. No.	Name of Bank / Lender	Rated Amount (Rs. crore)	Remarks
1.	HDFC Bank Ltd.	58.00	Main Limit:Cash Credit , Sublimit: WCDL Rs. 30 crore
2.	Kotak Mahindra Bank Ltd.	50.00	Main limit: Working Capital limits Sublimit: WCDL Rs. 50 crore (Sublimit of WCDL; Cash Credit: Rs. 20 crore Gold Metal loan: Rs. 20 crore)
3.	ICICI Bank Ltd.	24.85	Main limit:Gold Metal Loan,Sublimit: Cash Credit Rs. 24.85 crore (Sublimit of CC:WCDL: Rs. 19.9 crore), Bank Guarantee: Rs. 15 crore
	Total	132.85	

# 2.B. Fund Based / Non Fund Based Limits

Sr. No.	Name of Bank / Lender	Rated Amount (Rs. crore)
1.	Proposed	7.47
	Total	7.47

# Total Long Term / Short Term Facilities: Rs.140.32 crore



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# Total Facilities (1.A+1.B+2.A+2.B): Rs.200.00 crore



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# Annexure-I Draft Press Release

#### **D.P. Abhushan Limited**

January 02,2024

Facilities/Instruments	Amount (₹ crore)	Rating <sup>1</sup>	Rating Action
Long Term Bank Facilities	59.68	CARE BBB+; Positive	Assigned
Long Term / Short Term Bank Facilities	140.32	CARE BBB+; Positive / CARE A2	Assigned

Details of instruments/facilities in Annexure-1.

#### Rationale and key rating drivers

The rating to the bank facilities of D. P. Abhushan limited (DPAL) derives strength from the experience of its promoters in the jewellery retail market and its well-established operational track record of more than eight decades leading to strong brand recall 'DP Jewellers' in the MP and Rajasthan jewellery market. The rating also takes cognizance of DPAL's growth in its scale of operations, efficient inventory management, its comfortable financial risk profile and adequate liquidity.

The rating, however, remain constrained by DPAL's moderate profitability, which is susceptible to volatile gold prices, inherent regulatory risk and, its presence in a highly fragmented and competitive Gems & Jewellery (G&J) industry.

# Rating sensitivities: Factors likely to lead to rating actions Positive factors

• Growth in scale of operations along with geographical diversification of its revenue marked by total operating income (TOI) of more than Rs.2300 crore while maintaining its PBILDT margin above 4% on a sustained basis.

#### Negative factors

- Decline in sales volume leading to its TOI falling below Rs.1000 crore with PBILDT margin below 3% on a sustained basis.
- Elongation in its operating cycle beyond 100 days along with increase in physical inventory of gold and jewellery without any store expansion leading to higher utilization of its working capital limits.
- Deterioration in its overall gearing beyond unity on a sustained basis.

#### Analytical approach: Standalone

### Outlook: Positive

The positive outlook assigned is on account of envisaged growth in TOI on the back of expansion by retail space by opening of two new stores in Ratlam and Neemuch city along with continuing growth from the existing eight stores. The outlook may be revised to 'Stable' in case of lower than envisaged growth in scale of operations or profitability or major increase in debt level resulting in deterioration in leverage or liquidity.

# Detailed description of the key rating drivers:

# **Key strengths**

# Experienced promoter and well-established operational track record of more than eight decades in jewellery retail backed by strong brand presence in MP and Rajasthan market:

Promoted by Late Shri Dhulchand Kataria in 1940, DPAL started as a sole proprietorship firm and was later converted to partnership firm which in turn was converted into a public limited company in 2017. DPAL got listed on NSE in November 2017. Currently DPAL is managed by the third and fourth generation, Mr. Ratanlal Kataria, Mr. Anil Kataria, Mr. Santosh Kataria and Mr. Vikas Kataria. The promoters are assisted by a team of well-qualified professionals. The company has well established operational track record of more than eight decades in the G&J industry under its brand name 'DP Jewellers' and over the years it has built strong brand recall and trust among the consumers especially in the MP and Rajasthan gold jewellery retail segment. Currently DPAL operates eight mid-large format showrooms with total area aggregating to 40,467 sq. ft as on March 31, 2023, for all stores combined. Over the medium term, DPAL's expansion of retail network is expected to further strengthen its brand.

### **Continuous growth in TOI:**

DPAL's has reported continuous increase in its TOI marked by compounded annual growth rate (CAGR) of 19% during last five years ended on March 31,2023 and a y-o-y growth of 14% to Rs.1975 crore during FY23 (FY refers to the period April 01 to March 31; FY22: Rs.1731 crore. While the sales volume of gold ornaments remained largely stable in FY23, the growth was supported by increase in gold prices. The average revenue per square feet has increased from Rs.3,01,028 in FY21 to Rs.4,88,082 during FY23. CARE Ratings Limited (CARE Ratings) expects DPAL's to report growth in its scale of operations in the medium term, backed by strong same store sales growth (SSSG) and ongoing store expansion plan.

<sup>&</sup>lt;sup>1</sup>Complete definition of the ratings assigned are available at <a href="www.careedge.in">www.careedge.in</a> and other CARE Ratings Ltd.'s publications



#### Comfortable capital structure and debt coverage indicators :

DPAL's capital structure remained comfortable marked by below unity overall gearing of 0.66x as on March 31, 2023 (0.86x as on March 31, 2022). DPAL has low long-term debt and reliance on bank borrowings continued to remain low for meeting working capital requirements due to prudent inventory management. Its debt coverage indicators are also comfortable marked by an interest coverage of 6.02x during FY23 (FY22: 4.95x) and Total Outside Liabilities (TOL)/ Tangible net worth at 1.03x (FY22:1.29x) as on March 31, 2023.

### **Prudent working capital management:**

The company, being a jewellery retailer, maintains a wide variety of designs of finished goods inventory at its showrooms for display and sales, in addition to the bullion. This normally leads to high inventory holding and working capital intensity. DPAL meets its requirements through low-cost sources of funds like customer advances, internal accruals, and unsecured loans from the promoters, apart from working capital limits. During FY23, DPAL reported an inventory turnover ratio of 5.47 times (FY22: 4.98 times) ensuring faster rotation of inventory. DAPL has a centralized system for managing inventory at its head office at Ratlam and follows inventory replenishment model for hedging. CARE Ratings believes that the company will continue to prudently manage its working capital over the medium term.

#### **Key weaknesses**

#### Moderate profitability:

DPAL's profitability has remained moderate with PBILDT and PAT margin in the range of 3.4%-4.4% and 1.45% -2.30% respectively during last four years ended FY23. During FY23, DAPL has registered PBILDT margin of 3.97% (FY22:4.34%) along with PAT margin of 2.29% (FY22:2.34%). In absolute terms, PAT increased to Rs.45.32 crore (FY22: Rs. 40.44 crore) with gross cash accruals at Rs. 50.23 crore (FY22: Rs. 45.78 crore).

# Presence in highly competitive and fragmented G&J industry:

The retail gold jewellery industry is highly fragmented with a high level of competition from both the organised and largely unorganised sector catering to different customer segments. These factors combined, limits the pricing flexibility and scope for margin expansion.

#### Exposure to gold price volatility; mitigated to a certain extent by inventory replenishment:

The key raw material, Gold, constituting over 90-95% of its total cost, has exhibited sharp volatility in the past and continue to be driven by global demand supply dynamics, economic growth, forex and interest rates, etc. Moreover, jewellery demand is largely discretionary in nature and is directly linked with macroeconomic factors such as disposable income, inflation levels, consumer sentiments, etc. However, inventory replenishment model followed by DPAL helps in mitigating the risk associated with volatility in gold prices to an extent.

# Susceptibility to regulatory risks in the jewellery industry:

The sector has been one of the most regulated, given the fact that gold makes India's second-largest import bill only after petroleum. To reduce the current account deficit (CAD), various measures are announced on the domestic consumption of gold. Measures like 20/80 restriction on imports, mandatory PAN disclosure requirement for purchases above the threshold limit, restrictions on jewellery saving schemes, the imposition of excise duty and the Goods and Services Tax (GST), the increase in import duty, demonetisation, etc, have affected the demand and supply in the past. The sector continues to be vulnerable to regulatory risk, as any adverse measures taken by the government, or the Reserve Bank of India (RBI) will pose a risk to demand for gold.

### **Liquidity**: Adequate

DAPL has adequate liquidity marked by moderate utilisation of working capital limits, low long-term debt repayment obligations, moderate operating cycle, and high inventory turnover ratio. Average utilisation of working capital facilities remained moderate at ~50% during the trailing 12 months ended July 2023 and its operating cycle remained comfortable 55 days in FY23 (FY22: 59 days) owing efficient inventory management. Additionally, cash-and-carry type business model along with credit period availed from the jewellery suppliers helps DAPL is managing its working capital intensity. Free cash and bank balances stood at Rs. 5.03 crore as on March 31,2023 (As on March 31,2022; Rs. 4.71 crore). Additional liquidity cushion is there in the form of unutilized Cash credit limit (total sanctioned limit: Rs. 85 crore). DAPL is envisaged to have nominal long term debt repayment obligation of Rs. 7-9 crore during the period of FY24-FY26. The current ratio stood comfortable at 1.82 times as on March 31,2023. (As on March 31,2022:1.52 times).

**Assumptions/Covenants:** Not applicable

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



#### **Applicable criteria**

Policy on default recognition
Financial Ratios – Non financial Sector
Liquidity Analysis of Non-financial sector entities
Rating Outlook and Credit Watch
Short Term Instruments
Retail

# About the company and industry

**Industry classification** 

Macro Economic Indicator	Sector	Industry	Basic Industry
Consumer Discretionary	Consumer Durables	Consumer Durables	Gems, Jewellery And Watches

D. P. Abhushan Limited (DPAL; CIN: L74999MP2017PLC043234) was incorporated as a sole proprietorship firm in the name of "M/s D.P. Jewellers" by Late Shri Dhulchand Ji Kataria in the year 1940. DAPL is engaged in manufacturing, sale and trading of Gold Jewellery, Diamond Jewellery, Platinum Jewellery, Silver Jewellery and other precious Metals. Over the years, DPAL has expanded into a retail chain with branches in Ratlam, Indore, Udaipur, Bhopal, Ujjain, Bhilwara, Kota & Banswara (total 8 branches) with total area aggregating to 40,467 sq. ft as on March 31, 2023.

Brief Financials (₹ crore)	March 31, 2022 (A)	March 31, 2023 (A)	September 30,2023 (UA)
Total operating income	1,731.41	1,975.12	1017.72
PBILDT	75.17	78.37	47.19
PAT	40.44	45.32	28.95
Overall gearing (times)	0.86	0.66	0.61
Interest coverage (times)	4.95	6.02	8.05

A: Audited UA: Unaudited; Note: 'the above results are latest financial results available'

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: Annexure-4

Lender details: Annexure-5

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

Name of the Instrument	ISIN	Date of Issuance	Coupon Rate (%)	Maturity Date	Size of the Issue (₹ crore)	Rating Assigned along with Rating Outlook
Fund-based - LT-Cash Credit		-	-	-	51.00	CARE BBB+; Positive
Fund-based - LT-Term Loan		-	-	01/01/2025	8.68	CARE BBB+; Positive
Fund-based - LT/ ST- Working Capital Limits		-	-	-	132.85	CARE BBB+; Positive / CARE A2
Fund-based/Non-fund- based-LT/ST		-	-	-	7.47	CARE BBB+; Positive / CARE A2



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

			Current Ratings		Rating History			
Sr. No.	Name of the Instrument/Bank Facilities	Туре	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2023- 2024	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
	Fund-based - LT/			CARE BBB+;				
1	ST-Working Capital	LT/ST*	132.85	Positive /				
	Limits			CARE A2				
2	Fund-based - LT-	LT	8.68	CARE BBB+;				
	Term Loan	LI	0.00	Positive				
3	Fund-based - LT-	LT	E1 00	CARE BBB+;				
3	Cash Credit	LI	51.00	Positive				
	Fund based/Non			CARE BBB+;				
4	Fund-based/Non- fund-based-LT/ST	LT/ST* 7.47	7.47	Positive /				
	Tullu-DaSeu-L1/S1			CARE A2				

<sup>\*</sup>Long term/Short term.

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

# **Annexure-4: Complexity level of the various instruments rated**

Sr. No.	Name of the Instrument	Complexity Level
1	Fund-based - LT-Cash Credit	Simple
2	Fund-based - LT-Term Loan	Simple
3	Fund-based - LT/ ST-Working Capital Limits	Simple
4	Fund-based/Non-fund-based-LT/ST	Simple

# **Annexure-5: Lender details**

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

**Note on the 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

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#### About us:

Established in 1993, CARE 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 RBI. With an equitable position in the Indian capital market, CARE 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, CARE 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. CARE Ratings has played a pivotal role in developing bank debt and capital market instruments, including commercial papers, corporate bonds and debentures, and structured credit.

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