

Rating Rationale

Syrma SGS Technology Limited

Facilities/Instruments	Amount (₹ crore)	Rating ¹	Rating Action
Long-term bank facilities	109.50 (Enhanced from 11.00)	CARE A+; Positive	Revised from CARE A; Stable
Long-term / Short-term bank facilities	265.00 (Enhanced from 200.00)	CARE A+; Positive / CARE A1+	Revised from CARE A; Stable / CARE A1
Short-term bank facilities	75.00 (Enhanced from 35.00)	CARE A1+	Revised from CARE A1

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

The revision in the rating assigned to the bank facilities of Syrma SGS Technology Limited (SSTL) takes into account the significant improvement in scale of operations over the past two years and healthy order book position providing good revenue visibility in the near term. The rating revision also takes into consideration the funds from initial public offer (IPO) which has led to sizeable improvement in the capital base augmenting the expansion plans of the company.

The ratings continue to factor in the experience of the promoters in the electronics industry, strong track record in the EMS sector, the diversification across industry verticals and strong client profile.

The ratings are however constrained by the working capital-intensive nature of operations, the technological obsolescence risk, and the high competition present in the industry.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Consistent increase in scale of operations over ₹3,000 crore on a consolidated basis while also showing sustainable improvement in ROCE above 20%.
- Maintaining comfortable capital structure with overall gearing less than 0.3x on a sustained basis

Negative factors

- Increase in working capital intensity leading to any significant elongation in operating cycle
- Deterioration in Total Debt/EBITDA beyond 2.5x
- Significant slowdown in its industry segments, or supply chain disruption further affecting the profitability of the company

Analytical approach:

Consolidated;

CARE Ratings Limited (CARE Ratings) has taken the consolidated view on the company as the subsidiaries also operate in the similar line of business. The subsidiaries consolidated are in Annexure-6

Outlook: Positive

The positive outlook reflects CARE Ratings' expectation that the company will benefit significantly from its presence across diverse industry verticals and report healthy growth driven by a strong order book and capacity additions. The capital structure is also expected to improve with healthy accruals and majority of capex being met out IPO funds. The outlook may be revised to stable if the company is not able to achieve the envisaged growth in scale or profitability.

Detailed description of the key rating drivers:

Extensive experience of the promoters and established track record in the electronic manufacturing industry

SSTL belongs to the Tandon group, which started its first manufacturing unit in 1976 for the manufacture of floppy drives for IBM. The unit was the first hard disk drive (HDD) manufacturing unit in South Asia then. Sandeep Tandon, Chairman of SSTL, has over two decades of experience in the electronics industry. By 2000, the group diversified to high-volume electronics manufacturing services for leading IT majors of the world. The group's range of products includes printed circuit boards (PCBs), magnetic disk drives, magnetic coils, RFID tags, etc. SSTL is a technology-focussed engineering and design company engaged in turnkey electronics manufacturing services, specialising in precision manufacturing.

¹Complete definition of the ratings assigned are available at www.careedge.in and other CARE Ratings Ltd.'s publications

SGS which was an entity acquired by SSTL in August 2021 also has nearly three decades track record in the electronics manufacturing industry. The company is led by four directors, who are also its founders. One of the original founders of SGS Mr. J S Gujral is now the Managing Director of SSTL.

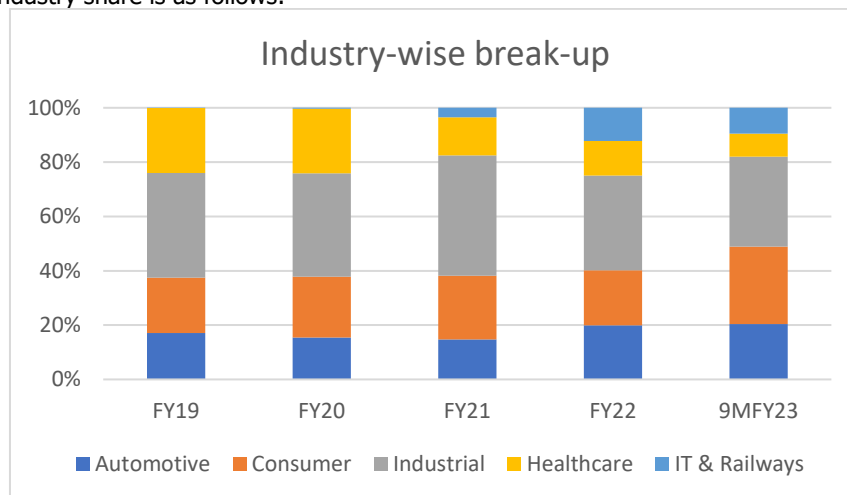
SSTL at a standalone level is predominantly into exports while the subsidiary SGS has a track record in domestic markets. On a consolidated level, the company operates through 13 manufacturing facilities in North India, i.e., Himachal Pradesh, Haryana, and Uttar Pradesh, and South India, i.e., Tamil Nadu and Karnataka. In addition to manufacturing, engineering, and design service offerings, the company introduced a 'Zone of Autonomous Creation' in 2018, in Chennai, Tamil Nadu, where it provides quick prototyping services, wherein, a design concept is provided by customers and the company helps create an early form of the final product. The company has three dedicated R&D facilities, two of which are located at Chennai, Tamil Nadu, and Gurugram, Haryana, respectively, and one is located in Stuttgart, Germany.

Strong Relationship with marquee clients across diversified product segments

The company has a strong customer base, including several globally-reputed companies with whom it has well-established relationships built over a long period. Due to strong track record in the industry, the company has also seen addition of new marquee clients both in domestic and export markets. The company has balanced presence in both exports and domestic markets on a consolidated basis:

Revenue Share in %	FY20	FY21	FY22	9MFY23
Exports	57	53	44	34
Domestic	43	47	56	66
Total				

The customer base belongs to varied industries on a consolidated level there by reducing dependence on single client or industry. The company has presence in both high-volume segments like consumer, IT etc and in low-volume, high-margin segments like healthcare, industrial and RFIDs which balances the revenue portfolio of the company. The industry share is as follows:



The company also has a strong supplier network, with almost 60-65% of raw materials being imported. The company has a supplier base of around 1669 suppliers across 21 countries. Having a diversified supplier base has also aided the company in securing semi-conductor supply amidst shortages seen globally.

Successful fundraise from the IPO

Post the IPO of SSTL in August 2022 resulting in inflows of ₹ 766 crore, the net-worth has increased to ₹ 1330 crore as on September 30, 2022 from ₹ 463 crore as on March 31, 2022. The fund raise is expected to support the expansion plans of the company. While there was a delay in the IPO, the company had availed term debt to continue with the expansion plans.

The company has planned a capex of ₹ 570 crore for which the company has raised a loan of ₹ 90 crore and ₹ 403 crore of IPO funds is also set aside. With major part of the capex being funded out of the IPO proceeds, CareEdge expects the company to maintain a healthy capital structure supported by adequate cash flows and lower debt dependence.

Robust growth in scale of operations over FY22 and 9MFY23, however high volatility exhibited in profitability margins:

The company's TOI has been showing a significant growth momentum for the past few years. The company's TOI grew by 15% in FY22 and in 9MFY23, the company has already grown at 77% on an annualised basis and surpassed

FY22 revenue levels driven by growth in domestic operations across all verticals. The growth is also backed by the synergies seen in the customer base and marketing with the acquisition of SGS and SSTL has been able to cross-sell other products to the domestic customers as well. The revenue growth is expected to remain strong on the back of healthy order book position of about ₹ 2,100 crore also diversified across verticals. Furthermore, the company is also expanding capacities across locations for supporting the growth in revenue over the long-term. The company has been operating on a healthy margin of about 12-15% over the past few years driven by the company's strong presence in the Original Design Manufacturing (ODM) market in which it offers value-added services like designing and engineering services rather than just assembling the PCBs. The PBILDT margins, however, have been declining in the recent times to below 10% largely due to increase in the raw materials costs post the shortages in semi-conductors seen as well as decline in share of ODM business during 9MFY23 which declined from 27% in FY22 about 11% in 9MFY23. Further, the share of exports, which are usually higher margins, moderated to about 34% in 9MFY23 from 44% in FY22. The margins are expected to remain at about 9-10% over the near term, however, pick-up in export demand with improved share of ODM business and kicking in of capabilities post-capex is expected to support margin growth growing forward.

Exposure to volatility of raw materials and forex rate fluctuations

SSTL's raw materials consist of many components, including ICs, among others. Majority of the components, like chips and PCB ICs, are imported and SSTL has the liberty to choose the buyer in most cases. Most of the contracts of SSTL with its suppliers are back-to-back contracts. With the increase in input costs recently, the company has seen contraction in margins over FY22 and FY23.

Further, the company imports majority of its raw material requirements. The company is exposed to risks pertaining to any adverse regulatory changes (like changes in custom duty, taxation, etc.), foreign exchange fluctuation risk and risk of fluctuation in prices of raw material. Although around 60-70% of the raw material requirement of the group is imported, this is partly compensated by a natural hedge as around 40% of revenues are export oriented.

Technology obsolescence risk and high competition

Electronics manufacturing companies are constantly exposed to obsolescence risk, which requires the company to keep up with the changes and advancements by constantly upgrading its products and technologies. The company faces competition both from other EMS players and in-house R&D capabilities of clients thereby limiting the pricing. However, presence in ODM segment and strong relationship with clients mitigates the risk to certain extent. Further, the company has seen and adapted to changes since inception and has been aware of the technological advancements, right from floppy disks manufacturing to RFID tags now. The ability of the company to continuously update itself and provide advanced product categories will be key to its future prospects.

Industry prospects:

The global EMS market traditionally comprised of companies that manufacture electronic products, predominantly assembling components on PCBs and box builds for OEMs. EMS differs by service providers, and any particular partner may provide any combination of the following: PCB assembly, cable assembly, electro-mechanical assembly, contract design, testing, prototyping, and aftermarket services. The Indian EMS industry, which accounts for little above 2% of the global EMS market, has emerged as a significant electronics manufacturing destination. The competition is pretty high with about 700 global and domestic players in the Indian EMS/ODM space with top three players contributing to about 26% of the market. In terms of government initiatives for the sector, the Indian Government is attempting to enhance manufacturing capabilities across multiple electronics sectors and to establish the missing links in order to make the Indian electronics sector globally competitive. India is positioned not only as a low-cost alternative but also as a destination for high-quality design work. Many multinational corporations have established or expanded captive centres in India. Post the COVID-19 pandemic, many global electronics manufacturers are contemplating on the China+1 strategy and looking for alternate manufacturing locations for exports business, which is advantageous to Indian manufacturers. The group's established position in this market augurs well for the company on the backdrop of positive demand scenario. The company's ability to leverage the same to scale up operations and manage the working capital on the back of supply chain issues remain key to the prospects of the company.

Liquidity: Strong

Liquidity is marked by strong cash accruals of about ₹ 100 crore and free cash balances of ₹ 41 crore as on September 30, 2022 as against ₹ 12 crore repayments for the year. The liquidity is further strengthened by net IPO proceeds of about ₹ 725 crore which is parked in FDs. Out of this ₹ 131 crore is set aside for its working capital requirements and the company has utilised about ₹ 21 crore as on December 31, 2022.

The operations are working capital intensive due to the lead time involved in imports and inventory requirements. Most of the contracts of SSTL with its suppliers are back-to-back contracts. The company extends a longer credit period to its overseas customers, of around 95 days from the end of the month in which the invoice is booked. However, with a good mix of domestic customers also with SGS, the average collection period was at 85 days for FY22. Recently, the lead time for the chips has increased from four to six weeks to 15-16 weeks, and in some cases, up to 52 weeks leading to increased inventory holding period from 75 days to about 90 days. The average working capital utilisation stood at around 67% for 12 months ended February 2023.

Environment, social, and governance (ESG) risks

Environmental: To ensure adherence to the pollution control norms, the company does annual Annual EHS Objective planning and monitoring on emissions, pollution (air, water, noise), plantation, leakages & wastage checks, and proper disposals in check. SSTL follows compliance checklist on Emissions, leakage, waste management etc. and Conducts Periodical Testing of plant and machinery on emissions. SSTL also has Agreement with Best hospital on the Company's Bio medical waste disposal.

Social: The company has undertaken activities towards providing preventive health care, promoting education including special education and employment enhancing vocation skill etc. The company has also prepared a Safety, Health and Environment program to ensure safety of the workers. As on March 31, 2022, the company has 849 permanent employees and 3,886 persons employed as contract labour / temporary employees and retainership employee with over 80% of the employees being women

Governance: The company is a listed company complying with the clause 49 of the listing agreement. The board of SSTL consists of 10 directors of which five are independent directors, two executive and three non-executive directors. The company has also formed the required statutory committees including Audit committee, Nomination and Remuneration Committee, CSR committee etc. The Audit committee is headed by Mr. Hetal Gandhi (Independent Director) who is a member of ICAI with 35 years experience in financials services.

Applicable criteria

[Policy on default recognition](#)

[Consolidation](#)

[Financial Ratios – Non financial Sector](#)

[Liquidity Analysis of Non-financial sector entities](#)

[Rating Outlook and Credit Watch](#)

[Short Term Instruments](#)

[Manufacturing Companies](#)

About the company and industry

Industry Classification

Macro Economic Indicator	Sector	Industry	Basic Industry
Industrials	Capital Goods	Electrical Equipment	Other Electrical Equipment

SSTL was incorporated in August 2005 with its registered office at Mumbai and primary manufacturing facility at Chennai, and subsequently, added a plant in Bawal, Haryana. SSTL is an electronics manufacturing services (EMS) company, producing various electronic sub-assemblies and box builds for multinational companies. Its range of products includes printed circuit boards (PCBs), magnetic disk drives and coils, and RFID tags. Its subsidiary SGS Tekniks Manufacturing Private Limited (SGS) was incorporated in 1986 and commenced operations in 1990. It undertakes electronic manufacturing services and primarily assembles printed circuit boards (PCBs) for its clients.

Financial Performance

For the period ended / as on March 31,	Rs. crore			
	2020*	2021*	2022	9MFY23
	(12m, A)	(12m, A)	(12m, A)	(9M, UA)
	Consolidated with SGS			
Working Results				
Net Sales	368.42	429.35	1,013.28	
Total operating income	402.79	443.19	1,027.45	1,368.86
PBILDT	75.06	51.77	102.65	128.55
Interest	9.26	6.00	9.00	17.69
Depreciation	9.70	12.07	19.43	22.36
PBT	52.44	36.33	83.44	110.62
PAT (After def Tax)	43.88	32.02	56.67	80.19
Gross Cash Accruals	52.12	41.80	75.89	104.85

For the period ended / as on March 31,	2020*	2021*	2022	9MFY23
	(12m, A)	(12m, A)	(12m, A)	(9M, UA)
Financial Position				
Equity Share capital	0.70	0.75	137.62	
Net Worth	99.35	240.25	463.20	
Total capital employed	190.92	303.18	813.45	
Key Ratios				
Growth				
Growth in Total income (%)	13.25	-49.40	14.59	
Growth in PAT (after deferred tax) (%)	102.27	-65.01	-13.53	
Profitability				
PBILDT/Total Op. income (%)	18.64	11.68	9.99	9.39
PAT (after deferred tax)/ Total income (%)	10.89	7.22	5.52	5.86
ROCE (%)	35.58	10.69	12.91	
Solvency				
Debt Equity ratio (times)	0.37	0.15	0.07	
Overall gearing ratio (times)	0.91	0.26	0.47	
Interest coverage (times)	8.11	8.62	11.41	7.27
Term debt/Gross cash accruals (years)	0.71	0.89	0.41	
Total debt/Gross cash accruals (years)	1.73	1.47	2.88	
Liquidity				
Current ratio (times)	1.11	1.39	1.31	
Quick ratio (times)	0.82	0.98	0.80	
Turnover				
Average collection period (days)	106	129	85	
Average inventory (days)	75	103	93	
Average creditors (days)	113	132	84	
Operating cycle (days)	68	100	94	

*Financials are not consolidated with SGS Tekniqs, therefore it is not strictly comparable with FY22 numbers
A: Audited UA: Unaudited;

Status of non-cooperation with previous CRA: Not Applicable

Any other information: Not Applicable

Rating history for last three years: Please refer Annexure-2

Details of rated facilities: Please refer Annexure-3

Complexity level of various instruments rated: Annexure 4

Covenants of rated instrument / facility: Detailed explanation of covenants of the rated instruments/facilities is given in 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 along with Rating Outlook
Fund-based - LT-Stand by Limits		-	-	-	5.00	CARE A+; Positive
Fund-based - LT-Term Loan		-	-	Mar 2028	104.50	CARE A+; Positive

Fund-based - LT/ ST-CC/PC/Bill Discounting	-	-	-	265.00	CARE A+; Positive / CARE A1+
Non-fund-based - ST-BG/LC	-	-	-	75.00	CARE A1+

Annexure-2: Rating history for the last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	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	Date(s) and Rating(s) assigned in 2019-2020
1	Fund-based - LT/ ST-CC/PC/Bill Discounting	LT/ST *	265.00	CARE A+; Positive / CARE A1+	1)CARE A; Stable / CARE A1 (07-Apr-22)	-	1)CARE A- / CARE A2 (CW with Developing Implications) (24-Feb-21)	1)CARE BBB+; Stable / CARE A2 (05-Feb-20)
2	Fund-based - LT-Term Loan	LT	104.50	CARE A+; Positive	1)CARE A; Stable (07-Apr-22)	-	1)CARE A- (CW with Developing Implications) (24-Feb-21)	1)CARE BBB+; Stable (05-Feb-20)
3	Non-fund-based - ST-BG/LC	ST	75.00	CARE A1+	1)CARE A1 (07-Apr-22)	-	1)CARE A2 (CW with Developing Implications) (24-Feb-21)	1)CARE A2 (05-Feb-20)
4	Fund-based - LT-Stand by Limits	LT	5.00	CARE A+; Positive	1)CARE A; Stable (07-Apr-22)	-	1)CARE A- (CW with Developing Implications) (24-Feb-21)	1)CARE BBB+; Stable (05-Feb-20)

Annexure-3: Details of Rated Facilities

1. Long Term Facilities

1.A. Term Loans

Sr. No.	Name of Bank / Lender	Rated Amount (₹ crore)	Debt Repayment Terms
1.	Axis Bank Ltd.	100.00	Repayable in 16 equal quarterly instalments
2.	RBL Bank Limited	4.50	Repayable in 16 equal quarterly payments of Rs. 0.56 each
	Total	104.50	

1.B. Fund Based Limits

Sr. No.	Name of Bank / Lender	Rated Amount (₹ crore)	Remarks
1.	State Bank of India	5.00	Stand-by Limit
	Total	5.00	

Total Long Term Facilities : Rs.109.50 crore

2. Short Term Facilities**2.A. Non-Fund Based Limits**

Sr. No.	Name of Bank / Lender	Rated Amount (₹ crore)	Remarks
1.	RBL Bank Limited	30.00	PC/LC/SLC; Sublimits: CC/WCDL of Rs. 15 crore; BG of Rs 10 crore; Capex LC: Rs. 12 crore; BG of Rs. 10 crore.
2.	State Bank of India	25.00	LC; Sublimits: BG of Rs. 10 crore
3.	HSBC Ltd.	20.00	LC/BG
	Total	75.00	

Total Short Term Facilities : Rs.75.00 crore

3. Long Term / Short Term Facilities**3.A. Fund Based Limits**

Sr. No.	Name of Bank / Lender	Rated Amount (₹ crore)	Remarks
1.	HDFC Ltd.	70.00	CC; Sublimits: Post/Pre Shipment credit – Rs. 70 crore, WCDL – Rs. 70 crore; BG – Rs. 10 crore, LC – Rs 40 crore, SBLC – Rs. 40 crore
2.	Citi Bank	45.00	Pre/Post Shipment Finance; sublimit of WCDL of Rs. 10 crore, CC of Rs.10 crore and Sight/Usance LC of Rs.2 crore
3.	HSBC Ltd.	40.00	Working capital Limit; Sublimits: OD, WCDL – Rs. 10 crore Export line, Pre /Post shipment seller loan – Rs 40 crore; Import line -Rs 10 crore, SBDC: Rs. 10 crore; Guarantee – Rs. 10 crore
4.	DBS Bank India Ltd.	35.00	PC; sublimit of FCNR/WCDL of Rs.6 crore, CC of Rs.10.00 crore and LC of Rs.6 crore
5.	State Bank of India	25.00	CC; Sublimit- EPC/PCFC: 25 crore, FBDN/EBR of Rs.25.00 crore.
6.	Proposed	50.00	
	Total	265.00	

Total Long Term / Short Term Facilities : ₹265.00 crore

Total Facilities (1.A+1.B+2.A+3.A) : ₹449.50 crore

Annexure-4: Complexity level of various instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Fund-based - LT-Stand by Limits	Simple
2	Fund-based - LT-Term Loan	Simple
3	Fund-based - LT/ ST-CC/PC/Bill Discounting	Simple

4	Non-fund-based - ST-BG/LC	Simple
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Note on 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.

Annexure-5: Detailed explanation of covenants of the rated instruments/facilities – Not Applicable

Annexure-6: Subsidiaries consolidated:

Subsidiaries	Shareholding as on December 31, 2022
SGS Tekniks Manufacturing Private Limited;	100%
Perfect ID India Private Limited	75%
Syrma Technology Inc.	100%
Step-down subsidiaries	
SGS Infosystem Private Limited	99.68%
SGS Solutions GMBH	66%
Perfect IOT Wireless Solutions LLP (Associate)	50%

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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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