

October 04, 2023

## Universal MEP Projects & Engineering Services Limited (Formally known as Rohini Industrial Electricals Limited): Ratings reaffirmed

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Long-term/ Short-term, Fund based Limits	360.00	360.00	[ICRA]AA+(Stable)/[ICRA]A1+; reaffirmed
Long-term/ Short-term, Non-fund Based Facilities	1040.00	1040.00	[ICRA]AA+(Stable)/[ICRA]A1+; reaffirmed
Short-term, Non-fund-Based Facilities	500.00	500.00	[ICRA]A1+; reaffirmed
Long-term/ Short-term, Unallocated Limits	100.00	100.00	[ICRA]AA+(Stable)/[ICRA]A1+; reaffirmed
<b>Total</b>	<b>2,000.00</b>	<b>2,000.00</b>	

\*Instrument details are provided in Annexure-I

### Rationale

For arriving at the ratings, ICRA has taken a consolidated view of Universal MEP Projects & Engineering Services Limited (UMPEL) along with its parent, Voltas.

The rating action on Voltas Limited (Voltas) considers its strong credit profile and expectation that the profile will remain stable going forward on the back of its diversified business risk profile with presence across its consumer and project businesses (both domestic and international projects). Being a part of the Tata Group, Voltas continues to enjoy strong financial flexibility and is complemented by professional management and strong financial policies. The ratings remain underpinned by Voltas' leadership position in the unitary cooling products business, strong execution track record in the projects business, robust financial profile marked by large scale of operations, strong return and debt protection metrics, and a superior liquidity position.

The ratings, however, remained constrained by the company's exposure to challenges in the project business, primarily in the international market, wherein it has witnessed challenges in terms of delay in certifications, slow collections, leading to higher provisioning in FY2023 and Q1 FY2024, thereby reporting losses for the segment. The company also faced challenges related to encashment of bank guarantees for two of the overseas projects in FY2023, of which one was on account of condition of contract termination and thereby invocation of back-to-back from customer to main contractor (owing to certain performance issue) and in turn main contractor terminated Voltas' contract and invoked the BG and in the second encashment case although the project was executed and was under defect liability period (DLP), the main contractor has unilaterally invoked Voltas' BG, these encashment impacted the net profitability at entity level. Given the superior liquidity levels, the entity was able to manage these payouts and is expected to absorb any such externalities which may come up, in the near term. The company, hence, is relooking at its strategies related to risk management especially at international projects level and is expected to be further diligent, add more conditions in contract and the guarantee's and paving way for more cautious deal while taking up new projects. The domestic business also remains exposed to vagaries of project management risks in terms of site hand-over and delay in certification, although considering that the company mainly deals with Government customers, there is no delinquency risk.

The ratings also factor in the seasonality and reliance of the unitary products business group (UPBG) to climatic conditions, primarily the intensity of summers along with stiff competition from several other established players in the field. Voltas' market share declined to 20.6% towards the end of June 2023 compared to 24.1% towards the end of June 2022, owing to

competition and aggressive pricing by competitors; however, the company continues to maintain its market leadership position in room air conditioners (AC).

In FY2023, Voltas reported 19.7% revenue growth on the back of the unitary segment. The unitary segment witnessed 33% YoY growth in FY2023, while the EMPS segment decline by 2.7% amid a low carry-forward order book, completion stage of major projects and the company's cautionary approach towards fresh orders. In Q1 FY2024, the company reported healthy revenue growth (21% YoY and 14% QoQ), driven by healthy sales from its unitary segment, EMPS and the Engineering Products Business Group (EPBG) segment.

The operating margins declined to 6.0% in FY2023 over 8.6% in FY2022, affected by intense competition and aggressive pricing by the competitors in unitary segment and provisions owing to delayed receivables in international project business. The operating margins contracted in Q1 FY2024 to 5.5% (against 6.4% in Q1 FY2023) due to delayed certification and collections, primarily in overseas projects. The margin in the near term shall remain exposed to competition in the company's unitary cooling business as well as to challenges faced in select projects and consequent provisions.

The Stable outlook reflects the company's leadership position in the room AC segment along with consistent cash accruals and superior liquidity levels, and strong order book position, which will continue to support its robust credit profile in the medium to long term.

## Key rating drivers and their description

### Credit strengths

**Financial flexibility by being part of the Tata Group** – Voltas is a part of the Tata Group, which holds a 30.30% stake in the company. Being part of the Tata Group provides it with considerable financial flexibility in accessing financial markets and the banking system, in case of any funding requirements.

**Diversified revenue streams with significant contribution from EMPS and UPBG segments** – Voltas is present in the mechanical, electrical and plumbing (MEP), as well as in the heating, ventilation and air conditioning (HVAC) segments in the domestic and overseas (mainly West Asian) markets, in addition to the AC business in the domestic market. These two businesses account for ~94% of Voltas' revenues. However, its revenues are fairly diversified in each of these segments in terms of geographies served and products/services offered. Through its EPBG segment, Voltas operates as an authorised distributor in the textile machinery (domestic) market as well as in the mining and construction equipment (domestic and Mozambique) markets. The EPBG segment accounted for ~6% of its revenues in FY2023 and it has contributed strongly in the profits for the company.

**Strong market presence in room and commercial AC business** – The company has a dominant market position across the country in room ACs, with presence in both window and split ACs. This has aided the UPBG division and increased its market share over the years. However, the company had witnessed a decline in its market share to 20.6% towards the end of June 2023 compared to 24.1% towards the end of June 2022, owing to stiff competition and aggressive pricing by competitors. However, Voltas continues to maintain its market leadership position in room air conditioners (RAC) driven by its healthy tie ups with dealers/ distributors, modern trade and organised channels, growing network of exclusive brand outlets, over 25000 touch points focused customer-centric approach and consumer trust in its brand.

**Extensive presence and strong market position in West Asian markets** – Voltas has a well-established market position in the project business and is well poised to benefit from any growth in fresh order flow in its target markets in the long term. The domestic order booking is stronger, driven by healthy orders from water management projects, rural electrification and urban infrastructure sectors. While the order bookings in the overseas markets remained healthy in FY2023 and Q1 FY2024, they are expected to remain moderate in the near term due to a cautious approach in order picking.

**Strong financial risk profile as reflected in low gearing levels, superior liquidity profile and strong debt protection metrics –** Voltas had a strong capital structure reflected in its gearing of 0.1 times and Total Debt/OPBDITA of 1.1 times as on March 31, 2023. It also had a superior liquidity position evident from its cash and bank balances as well as liquid investments (including non-current MF investments) worth Rs. 3,715 crore as on March 31, 2023. ICRA notes that on a consolidated basis, Voltas has a planned capex of ~Rs. 500 crore for PLI scheme, capacity expansion in the AC and refrigeration segment over the next 12-15 months. The debt protection metrics also continue to be at strong levels, with interest coverage at 19.4 times and DSCR at 8.2 times as of FY2023.

### Credit challenges

**Project business exposed to time and cost overruns along with competition from established players; margin pressure in project business as reflected in losses in FY2023 and Q1 FY2024 –** The company's EMPS business remains exposed to time and cost overruns with a longer gestation period for most of its orders in the project business. The tenure for international and domestic projects generally ranges from two to three years. The company continues to face competition from established players in the project business. The company remains cautious in picking up the right projects by following requisite credit check and other risk procedures to avoid any concerns on delay and liquidity issues in the project business. The margin in the segment remains under pressure as reflected in the company's EBIT losses of -12.6% (including provisions) in FY2023 and -7.6% in Q1 FY2023, owing to delay in certifications and slow collections resulting in provisions, following prudent and conservative policy. The segment has also faced challenges related to BG invocations, in FY2023. The company is relooking at risk management strategies related to bidding for projects especially in the international area and is expected to refine and be much more judicious in client selection, going forward.

**Ability to turn around and profitably scale-up newer appliances business under the VoltBek JV remain critical for product and earnings diversification –** Voltas has a JV with Arçelik (European consumer brand), namely Voltbek Home Appliances Private Limited, for manufacturing appliances like refrigerators, washing machines, dishwashers, etc. from its Sanand factory (Gujarat), which has a production capacity of one million units per annum for refrigerator. At present, the JV is loss making, and the losses increased to Rs. 250.7 crore in FY2023 over Rs. 222.3 crore in FY2022. Although the JV reported a revenue growth of 16% indicating that per unit loss has reduced from FY2022 to FY2023. In Q1 FY2024, JV reported significant volume growth of 50% on a Y-o-Y basis, further indicating towards lower per unit loss and thereby the company targets to achieve EBITDA level break-even by the year FY2025. Also, ability of the company to turn around the business, along with profitably scaling up the segment, remains critical for product and earnings diversification. Voltas provided financial support of Rs. 122.5 crore in FY2023 and is expected to provide further support to fund its losses and capex requirement.

**UPBG segment susceptible to climatic vagaries, changing technologies and intense competition –** While Voltas continues its leadership position in the ACs (window and split ACs) segment, the same remains susceptible to climatic vagaries. The unitary segment has witnessed a healthy growth in FY2023 and Q1 FY2024, on the back of healthy demand for cooling products. With stiff competition among the RAC players, the segment remains susceptible to pricing pressures in the near term, reflected in the dip in EBIT margins to 8.3% in FY2023 and 8.2% in Q1 FY2024 against 10.5% in FY2022. The ability of the company to maintain acceptable margin levels and its leadership position, remain key monitorables for this division.

### Environmental and Social Risks

**Environmental considerations:** Voltas is exposed to risks such as harmful emissions that have a negative impact on the environment and risk of ozone depletion. However, the company has optimised the design of the Acs, resulting in reduced copper consumption and refrigerant gas usage. The company is using refrigerants like R32 in air conditioners, which have zero ozone depleting potential and have introduced hydrocarbon (R290) refrigerants in commercial refrigeration freezers. It is also taking various initiatives for cutting down its carbon footprint. The company is working towards renewable energy, energy efficiency and clean technology.

**Social considerations:** Voltas is exposed to social risks such as compliance with health and safety standards along with evolving consumer lifestyle changes. However, there is a comprehensive Safety-Health-Environment (S-H-E) policy in place at Voltas.

Based on the community needs assessment exercise, the company has built a framework, which includes three thrust areas: (a) sustainable livelihood, (b) community development and (c) issues of national importance. These three thrust areas include projects aimed at skilling and employability building of marginalised youth and women; water resource development and sustainable agriculture; and sanitation, hygiene and solid waste management interventions for the marginalised and vulnerable communities.

### Liquidity position: Superior

The company’s liquidity position remains superior, given the positive free cash flow generation since FY2013, supported by the performance of the UPBG division and judicious capital expenditure (capex) spend. Lower borrowings resulted in low interest expenses, which in turn supported its cash flows. The company had sizeable cash balances and liquid investments (including non-current MF investment) of Rs. 3,715 crore as on March 31, 2023 over a consolidated total debt of Rs. 650.6 crore (including lease liabilities of Rs. 45.0 crore), indicating a superior liquidity. In addition, the company has sizeable fund-based facilities, which are sparingly utilised. The company’s capex plan of ~Rs. 500 crore for the next 12-15 months.

### Rating sensitivities

**Positive factors** – ICRA could upgrade the ratings, if the company demonstrates sustained improvement in its revenues and profitability, coupled with its ability to achieve business diversity, while maintaining its leading position in the UPBG segment and improving its new appliances business. The ability to improve its margins in the EMPS segment on a sustained basis, while maintaining a favourable working capital cycle along with superior liquidity, will qualify for a rating upgrade.

**Negative factors** – Pressure on the ratings can arise with sharp contraction in earnings and liquidity on a sustained basis. Any large debt-funded capex or inorganic acquisitions leading to material impact on the debt indicators can also be a trigger for a rating downgrade.

### Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Corporate Credit Rating Methodology</a>
Parent/Group support	Not Applicable
Consolidation/Standalone	For arriving at the ratings, ICRA has considered the consolidated financials of Voltas. As on March 31, 2023, the company had nine subsidiaries, four joint ventures and one associate company, which are all listed in Annexure-2.

### About the company

Voltas Limited is a part of the Tata Group, which holds a 30.30% stake in the company. Voltas operates in three main business segments—UPBG, EMPS and EPBG. The UPBG business markets ACs, air coolers, water coolers and other commercial refrigeration products and is also present in the market of centralised air-conditioning and refrigeration. The EMPS business provides engineering solutions for MEP projects, HVAC applications, water management services, electrification and solar jobs in domestic and overseas markets. The EPBG business markets and trades in mining and construction equipment as well as textile machinery, besides providing after-sales services.

Universal MEP Projects & Engineering Services Limited (erstwhile Rohini Industrial Electricals Limited) was incorporated in 1983 for executing turnkey electrical and instrumentation projects across India. It offers electrical engineering services for commercial, power, process and industrial projects in the high tension (HT) as well as low tension (LT) segments, for public and private sector undertakings. UMPESL has executed more than 500 projects since its inception. The company became a subsidiary of Voltas in September 2008, when the latter acquired a 51% equity stake in it; and a wholly-owned subsidiary after

the acquisition of the last tranche of 16% stake by Voltas in FY2014, following the final settlement with the erstwhile promoters. W.e.f 1 August 2023, Voltas has transferred the businesses of its domestic projects and EPBS divisions to UMPESL following the business transfer of the domestic projects segment, the company has started offering HVAC, water management, urban infrastructure projects. The company's engineering products and services segment offers after-sales services, under the textile and machinery segment and providing equipment, maintenance contracts under the mining and construction equipment division. UMPESL is headquartered in Mumbai, with site offices in Rajasthan, Madhya Pradesh, West Bengal, Jharkhand, Bihar and Maharashtra.

### Key financial indicators (audited)

Consolidated	FY2022	FY2023
Operating income	7,934.5	9,498.8
PAT	616.3	256.9
OPBDIT/OI	8.6%	6.0%
PAT/OI	7.8%	2.7%
Total outside liabilities/Tangible net worth (times)	0.8	0.9
Total debt/OPBDIT (times)	0.5	1.1
Interest coverage (times)	26.4	19.4

PAT: Profit after tax; OPBDIT: Operating profit before depreciation, interest, taxes and amortisation; Amount in Rs crore

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

### Any other information: None

### Rating history for past three years

Instrument	Type	Current rating (FY2024)		Chronology of rating history for the past 3 years				
		Amount rated (Rs. crore)	Amount outstanding as of Mar 31, 2023 (Rs. crore)	Date & rating in FY2024	Date & rating in FY2023	Date & rating in FY2022		Date & rating in FY2021
				Oct 4, 2023	Aug 24, 2022	Aug 26, 2021	Jul 19, 2021	
1 Fund Based Limits	Long term and short term	360.0	-	[ICRA]AA+(Stable)/ [ICRA]A1+	[ICRA]AA+(Stable)/ [ICRA]A1+	[ICRA]AA+(CE) (Stable)/ [ICRA]A1+(CE)	[ICRA]AA+(CE) (Stable)/ [ICRA]A1+(CE); Outstanding	-
2 Fund Based Limits	Short term	-	-	-	-	-	Provisional [ICRA]A1+(CE); Withdrawn	-
3 Non-Fund based Facilities	Long term and short term	1040.0	--	[ICRA]AA+(Stable)/ [ICRA]A1+	[ICRA]AA+(Stable)/ [ICRA]A1+	[ICRA]AA+(CE) (Stable)/ [ICRA]A1+(CE)	[ICRA]AA+(CE) (Stable)/ [ICRA]A1+(CE); Outstanding	-
4 Non-Fund based Facilities	Short term	500.0	-	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+(CE)	[ICRA]A1+(CE); Outstanding	-
5 Fund /Non fund-based limits	Long term/ short	-	-	-	[ICRA]AA+(CE)(Stable)/ [ICRA]A1+(CE); Withdrawn	[ICRA]AA+(CE) (Stable)/ [ICRA]A1+(CE)	-	-

	term							
<b>6</b>	<b>Unallocated Limits</b>	Long term and short term	100.00	[ICRA]AA+(Stable)/ [ICRA]A1+	[ICRA]AA+(Stable)/ [ICRA]A1+	Provisional [ICRA]AA+(CE) (Stable)/ Provisional [ICRA]A1+(CE)	-	-

### Complexity level of the rated instruments

Instrument	Complexity Indicator
Long-term / Short-term, Fund based Limits	Simple
Long-term / Short-term, Non fund-based Facilities	Very Simple
Short Term, Non-Fund based Facilities	Very Simple
Long-term / Short-term, Unallocated Limits	Not applicable

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional or legal aspects. Details on the complexity levels of the instruments are available on ICRA's website: [Click Here](#)

**Annexure I: Instrument details**

ISIN	Instrument Name	Date of Issuance	Coupon Rate	Maturity	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Fund based Limits	NA	NA	NA	360.0	[ICRA]AA+(Stable)/[ICRA]A1+
NA	Non fund-based Facilities	NA	NA	NA	1040.0	[ICRA]AA+(Stable)/[ICRA]A1+
NA	Non-Fund based Facilities	NA	NA	NA	500.0	[ICRA]A1+
NA	Unallocated Limits	NA	NA	NA	100.0	[ICRA]AA+(Stable)/[ICRA]A1+

Source: Company

**Annexure II: List of entities considered for consolidated analysis**

Company Name	Ownership	Consolidation Approach
Hi-Volt Enterprises Private Limited	100.00%	Full Consolidation
Universal MEP Projects & Engineering Services Limited (formerly known as Rohini Industrial Electricals Limited)	100.00%	Full Consolidation
Universal MEP Projects Pte Limited	100.00%	Full Consolidation
Weathermaker FZE (WMF)	100.00%	Full Consolidation
Saudi Ensas Company for Engineering Services & Trading W.L.L. (Saudi Ensas)	100.00%	Full Consolidation
Voltas Oman SPC	100.00%	Full Consolidation
Lalbuksh Voltas Engineering Services & Trading L.L.C.	60.00%	Full Consolidation
Voltas Qatar W.L.L.	49.00%	Full Consolidation*
Voltas Netherlands B.V.	100.00%	Full Consolidation
Voltbek Home Appliances Private Limited	49.00%	Equity Method
Universal Voltas LLC	49.00%	Equity Method
Olayan Voltas Contracting Company LLC	50.00%	Equity Method
Naba Diganta Water Management Limited	26.00%	Equity Method
Brihat Trading Private Limited	33.23%	Equity Method

Source: Annual report FY2023, \* due to control on composition of Board of Directors.

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