



Press Release

Arete Securities Limited

May 11, 2022

Ratings

Instrument / Facility	Amount (Rs. crore)	Ratings	Rating Action	Complexity Indicator (Simple / High / Complex)
Long Term Bank Facilities	50.00	IVR A+ (CE)/ Stable Outlook; [IVR A Plus (Credit Enhancement) with Stable Outlook]	Assigned	Simple
Total	50.00 (Rupees Fifty Crore only)			

**CE rating based on the limits fully secured by pledge of AA+ and above rated debt securities only; with 15.00% margin.*

Unsupported Rating*	IVR BBB/ Stable Outlook (IVR Triple B with Stable Outlook)
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+Unsupported rating does not factor in the explicit credit enhancement.

Details of Facilities are in Annexure 1

Detailed Rationale

The rating assigned to the bank facilities of Arete Securities Limited (Erstwhile SPA Securities Limited) derives strength from Experienced Promoters, Reputed Customer base, Comfortable Capital Structure. The rating is however constrained by Interest rate risk and Competition from players.

The Credit Enhancement (CE) in the rating of the said bank facilities derives comfort from the bank limits being fully secured by the pledge of AA+ and above rated debt securities only; with 15.00% margin as against the unsupported rating of IVR BBB/ Stable [IVR Triple B with Stable Outlook].



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Key Rating Sensitivities:

Upward Factors

- Substantial increase in the scale of operations.
- Maintain adequate liquidity.

Downward Factors

- Any substantial losses incurred in trading activities due to interest rate risk.
- Substantial deterioration in capital structure.

List of Key Rating Drivers with Detailed Description

Key Rating Strengths

Experienced Promoters

The company has a long track record of operations of more than two decades in providing financial services. The promoter, Mr. Kamal Somani, CA, has an experience of nearly four decades in investment banking, broking and corporate finance. Also, Mr. Ankit Somani, director has master's in management has 14 years of experience in the financial services industry with experience in mutual fund distribution, risk management, sourcing, placement and pricing of debt securities.

Reputed Customer base

The Company has a reputable and established clientele. The Company majorly sells securities to Insurance companies, Pension funds and Provident funds. The above entities have to strictly invest their funds in the specific securities as per government guidelines. The company is having 400 to 500 clients (mainly provident funds trust) in various part of Country.

Comfortable Capital Structure

The total debt of the company includes working capital limit (Overdraft) of Rs. 50 Cr. However, as on 31st March 2021, the utilization stood nil. Therefore, the company's overall gearing ratio stood at 0.04 times in FY21. The company has not availed any long-term debt. Interest coverage of the company stood adequate at 7.99x in FY21. TOL/TNW of the company stood at 0.14x in FY21.



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Key Rating Weaknesses

Interest rate risk

All the securities are exposed to an inherent interest rate risk which depends on various factors & market conditions, although low in Government securities.

Competition

The industry is characterized by competition from various players to tap the market share at competitive pricing strategy.

Analytical Approach:

Unsupported Rating – Standalone

Credit Enhancement (CE Rating) - CE rating based on the limits fully secured by pledge of AA+ and above rated debt securities only; with 15% margin.

Applicable Criteria:

[Rating Methodology for Service Sector Companies](#)

[Financial Ratios & Interpretation \(Non-Financial Sector\)](#)

[Criteria of Rating Outlook | Infomerics Ratings](#)

Liquidity –Adequate

The Company has been earning a moderate level of GCA for the last few years and the same is expected to increase further with an increase in improvement in revenue from its operations. The company maintains moderate cash and bank balance to meet its liquidity requirements. The utilization of working capital limits remained low at 2% during the twelve months ended February-2022.



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About the Company:

Arete Securities Limited (Erstwhile, SPA Securities Limited) is a public limited company. The company is registered with SEBI as stockbroker, depository participant and Merchant banker. The company provides wide range of services such as investment banking, securities broking (equity and debt), wealth management, investment advisory, retirement fund advisory, valuation services and various other advisory services.

Financials (Standalone):

(In Crore)

For the year ended/ As on*	31-03-2020 (Audited)	31-03-2021 (Audited)
Total Income	16.62	17.15
PAT	4.21	4.53
Total Debt	14.11	1.77
Tangible Net Worth	37.95	42.38
PAT margin (%)	24.93	25.77
Overall Gearing Ratio (x)	0.37	0.04

* Classification as per Infomerics' standards

Status of non-cooperation with previous CRA: None

Any other information: None

Rating History for last three years:

Sr. No.	Name of Instrument / Facilities	Current Ratings (Year 2022-23)			Rating History for the past 3 years		
		Type	Amount outstanding (Rs. Crore)	Rating	Date(s) & Rating(s) assigned in 2021-22	Date(s) & Rating(s) assigned in 2020-21	Date(s) & Rating(s) assigned in 2019-20
1.	Overdraft	Long-term	50.00	IVR A+ (CE)/ Stable Outlook	-	-	-



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About Infomerics:

Infomerics commenced rating & grading operations in April 2015 after having spent over 25 years in various segments of financial services. Infomerics is registered with the Securities and Exchange Board of India (SEBI) and accredited by Reserve Bank of India. It is gradually gaining prominence in domestic rating and/or grading space. Infomerics is striving for positioning itself as the most trusted & credible rating agency in the country and is gradually widening its product portfolio. Company's long experience in varied spectrum of financial services is helping it to fine-tune its product offerings to best suit the market.

Disclaimer: Infomerics ratings are based on information provided by the issuer on an 'as is where is' basis. Infomerics credit ratings are an opinion on the credit risk of the issue / issuer and not a recommendation to buy, hold or sell securities. Infomerics reserves the right to change, suspend or withdraw the credit ratings at any point in time. Infomerics ratings are opinions on financial statements based on information provided by the management and information obtained from sources believed by it to be accurate and reliable. The credit quality ratings are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. We, however, do not guarantee the accuracy, adequacy or completeness of any information, which we accepted and presumed to be free from misstatement, whether due to error or fraud. We are 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 us have paid a credit rating fee, based on the amount and type of bank facilities/instruments. In case of partnership/proprietary concerns/Association of Persons (AOPs), the rating assigned by Infomerics is based on the capital deployed by the partners/proprietor/ AOPs and the financial strength of the firm at present. The rating may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor/ AOPs in addition to the financial performance and other relevant factors.

Annexure 1: Details of Facilities:

Name of Facility	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Overdraft	-	-	Revolving	50.00	IVR A+ (CE)/ Stable Outlook;

Annexure 2: List of companies considered for consolidated analysis: Not Applicable.

Annexure 3: Facility wise lender details: [Len-Arete-Securities-May22.pdf \(infomerics.com\)](#)



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Annexure 4: Detailed explanation of covenants of the rated instrument/facilities: Not Applicable

Note on complexity levels of the rated instrument: Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at www.infomerics.com