

Strengthening Corporate Finance Through Credit Rating, Liquidity & Investments



15th January 2026



About Us: 16 Years of Credit Cycle Perspective

Independent advisory shaping credit, liquidity, and investment strategy

01

Independent Financial Advisory Firm

02

16 Years of Advisory Experience

03

Pioneer in Eastern India credit rating advisory

04

Geographic Presence: Surat, Bangalore, Pune

05

Three Core Verticals

06

Established lender and agency relationships

Credit Rating: A Strategic Financial Tool



- 01 Independent opinion**
Third-party assessment that adds objective credibility to stakeholders
- 02 Forward-looking assessment**
Focuses on sustainability and predictability of cash flows
- 03 Multi-stakeholder relevance**
Single rating used by banks, investors, government, vendors and partners
- 04 Issued by SEBI-registered rating agencies**
Ensuring objectivity, regulatory oversight and standardised evaluation



What Credit Rating Is NOT: Common Misconceptions Exposed



01 **Not a guarantee**



02 **Not permanent**



03 **Not only balance sheet numbers**



04 **Not decided in one meeting**



05 **Preparation matters as much as fundamentals**

When Credit Rating Becomes Mandatory

- 01 **Threshold: bank exposure of Rs 25 crore or more with any single bank**
- 02 **Scope: fund-based and non-fund-based limits included**
- 03 **Applicability: mid-market and large corporates as they scale**
- 04 **Compliance: rating is not optional once threshold crossed**
- 05 **Ongoing requirement: annual or bi-annual rating updates**

Why Credit Rating Matters for Corporates

01 Cost of Borrowing

Lower interest rate

02 Negotiation Power

Better lender terms

03 Reputation

External validation

04 Credit Limits

Higher Sanctioned Limits

05 Growth

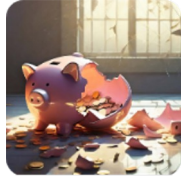
Easier expansion

Key Advantages of a Strong Credit Rating

One Assessment; Multiple Strategic Benefit



**Access to Unsecured lending /
Bonds/Debentures**



Lower interest cost



Surety Bonds



Improved credibility



IPO/ Pre-IPO Readiness





Rating Impact = Real Money: Quantify the Savings

s

Borrowing Base

100 Crore

Interest Reduction

1 %

Annual Saving

1 Crore

5-year Saving

5 Crore

10-year Saving

10 Crore



How Rating Agencies Evaluate: The Four Pillars Framework



01 Business risk profile: sustainability and competitive position



02 Financial risk profile: ability to service debt from operations



03 Management and governance: credibility and transparency



04 Industry outlook: structural growth and macro sensitivity



05 Holistic interaction: ratings reflect the full mix, not just numbers

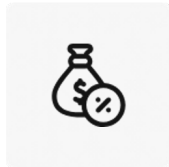
Financial Assessment – Beyond Profits



Cash Flow Adequacy



Debt Servicing ability



**Working Capital
Discipline**



Capital Structure



Trend Consistency



Common Mistakes Companies Make

01 Incomplete or disorganized data submission

02 Weak or unconvincing narrative explanations

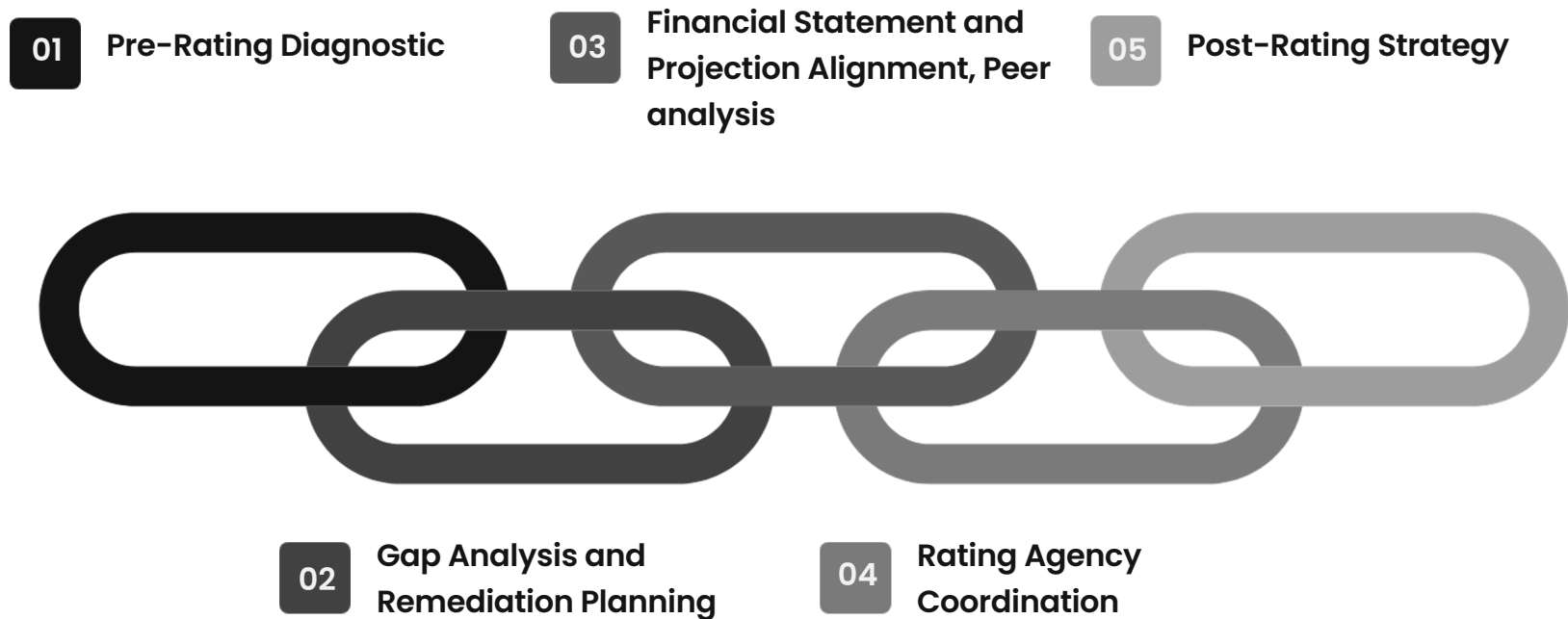
03 Aggressive or unsupported financial projections

04 Treating rating as a one-time formality

05 Real case: communication failure

06 Root cause and outcome

The Advisor's Role: Converting Performance Into Perception



With vs Without Advisor: Strategic Difference

Without Advisor

- Reactive
- Data-driven: numbers submitted without narrative or strategic positioning
- One-time event
- Conservative rating outcome
- Cost impact: higher borrowing costs; missed refinancing opportunities

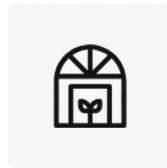
With Advisor

- Proactive
- Preparation: story plus data—strategy, positioning, sustainable cash flows
- Long-term process with continuous rating management and roadmap
- Optimal rating outcome
- Cost impact: lower borrowing costs; improved capital access and negotiating position

Debt Structuring



01 Forward-looking liquidity planning



02 Working capital optimization



03 Debt structuring and refinancing strategy



04 Role of a strong credit rating

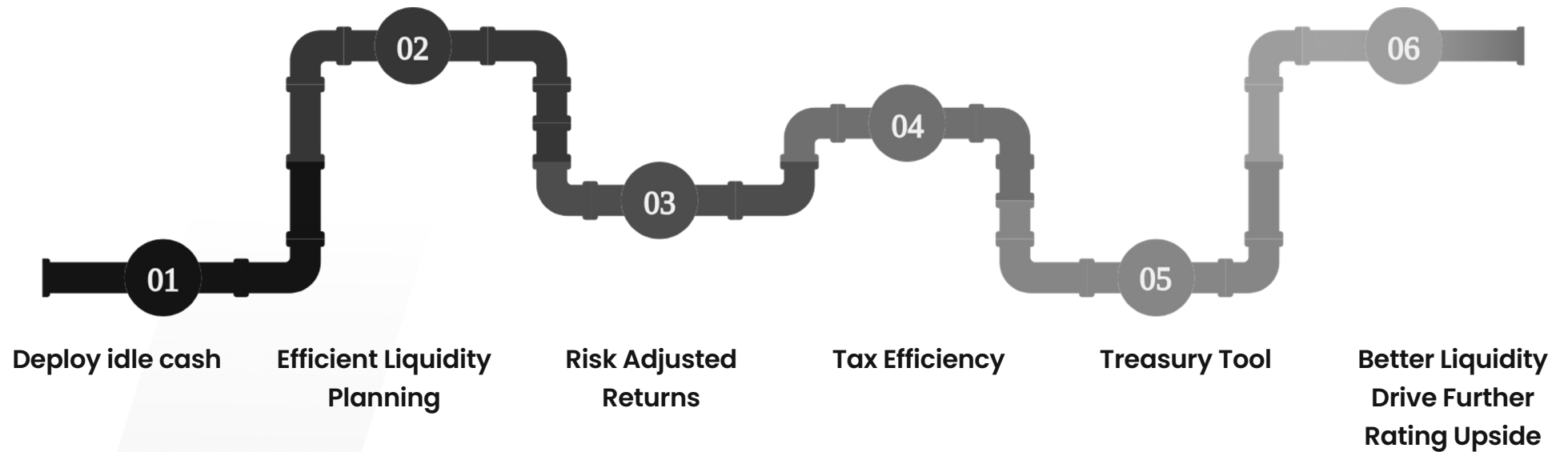


05 Key insight





Mutual Fund Investments for Corporates





Integrated Approach

Align credit rating, liquidity planning, and surplus investment for measurable savings

01 Strong Credit Rating lower cost of borrowing

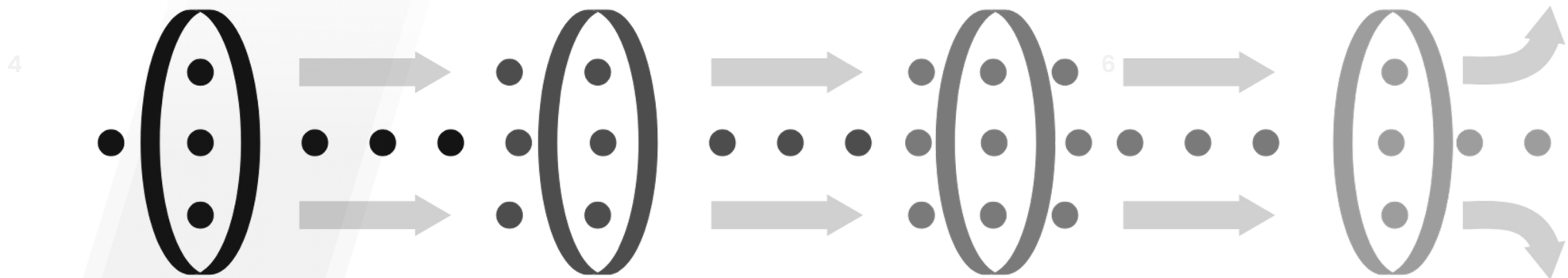
1 notch rating improvement undefined 1% interest reduction = ₹1 crore annual saving on ₹100 crore debt

02 Efficient Liquidity Planning: reduce emergency borrowing

Forward cash flow and working capital optimization lower peak borrowing and improve ratios

03 Optimized Surplus Investment: boost returns on idle cash

Deploy ₹10 crore at 5-6% vs bank 3-4% = ₹20-30 lakhs additional annual return



Key Takeaways: Strategic Finance in Three Pillars

How rating, liquidity, and investments compound corporate value



Credit rating is a strategic asset



Preparation and discipline matter as much as fundamentals



Liquidity and investment strategy complete the cycle



Continuous management beats one-time events



Integrated strategy delivers cost, growth, and resilience





Thank You

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