

Gayatri Marine Products

December 12, 2025

Facilities/Instruments	Amount (₹ crore)	Rating ¹	Rating Action
Long Term Bank Facilities	15.00 (Reduced from 18.00)	CARE BB; Stable	Upgraded from CARE BB-; Stable
Long Term / Short Term Bank Facilities	127.50 (Enhanced from 32.00)	CARE BB; Stable / CARE A4+	Upgraded from CARE BB-; Stable / CARE A4

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

The revision in the ratings assigned to the bank facilities of Gayatri Marine Products (GMP) factors in the growth in scale of operations in 7MFY26 aided by the commencement of operation in the new plant with expanded capacity. The rating assigned to the bank facilities of GMP continues to be constrained by small scale of operations, highly regulated and competitive nature of the seafood industry, leveraged capital structure, susceptibility of profit margins to raw material volatility and partnership nature of the constitution with capital withdrawal risk. The ratings, however, derive strength from experienced promoters, and accredited processing plant located in aquaculture zone.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Improvement in scale of operations above ₹200 crores while maintaining profit before interest, lease rentals, depreciation, and taxation (PBILDT) margins above 6%.
- Improvement in Total Debt to PBILDT below 6x on a sustained basis.

Negative factors

- Significant elongation in operating cycle impacting the liquidity position.
- Decline in operating margins below 3% on a consistent basis.

Analytical approach: Combined

For arriving at the ratings, CARE Ratings has taken a combined view of GMP and Gayatri Aqua Products Private Limited (GAPPL), hereinafter referred to as "Gayatri Group". Both the entities are in similar lines of business, have common promoters, and share business synergies. GAPPL has also provided corporate guarantee to the bank facilities of GMP.

Outlook: Stable

The stable outlook reflects that the company is expected to sustain its financial and operational performance in the medium term aided by the experience of the promoters and expanded capacity.

Detailed description of key rating drivers:

Key weaknesses

Exposure to volatile raw material prices and forex risk

The group's operating margins remain vulnerable to fluctuations in shrimp and other marine product prices, which are inherently volatile and influenced by global demand-supply dynamics. Due to intense competition, the group has limited ability to pass on increases in raw material costs, resulting in pressure on margins during periods of price escalation. Margin risks are further accentuated by exposure to foreign exchange movements, given the company's export-driven operations and there is no formal hedging mechanism in place. Overall, the combined impact of volatile raw material prices and currency fluctuations continues to weigh on the company's profitability.

¹Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications.

Presence in a highly competitive and regulated industry

The seafood industry is characterized by intense competition, with the presence of numerous small and large players. In addition, exporters face significant competitive pressure from countries such as Ecuador and those in South-East Asia, which affects price realizations. The export segment is also highly regulated, with stringent quality and compliance requirements. Export destinations frequently revise policies related to anti-dumping duties, food safety, and quality standards, which can impact business prospects and necessitate continuous adherence to evolving regulations. The sector is also vulnerable to disease risks, as shrimps are susceptible to a range of viral and bacterial infections.

Leveraged capital structure

Capital structure of the group is leveraged marked by overall gearing of 2.00x as of March 31, 2025 (PY: 1.39x). Moderation was majorly on account of the debt funded capex and increased working capital borrowing to scale up the operation. Debt coverage indicators also remained moderate, though interest coverage improved from 2.30x in FY24 to 3.13x in FY25.

Partnership nature of Constitution with inherent risk of withdrawal of capital

Being constituted as a partnership, M/s Gayatri Marine Products is exposed to the inherent risk of capital withdrawal by the partners during times of personal contingency, which can adversely affect its capital structure. In FY24, the partners infused ₹5.51 crore as capital; however, this was followed by withdrawals of ₹2.02 crore in FY25, in line with similar instances in the past, resulting in a relatively low net-worth base. Any substantial capital withdrawal would weaken the firm's net worth and, consequently, its overall financial profile.

Key strengths**Accredited production facilities with proximity to aquaculture zone**

GMP commissioned a fully automated processing plant with an installed capacity of 10,800 MTPA at Gudur, Andhra Pradesh, which became fully operational in April 2025. This marks a significant upgrade from the previously leased facility in Chennai with a capacity of 1,800 MTPA. The new plant offers notable operational advantages, including improved labour availability, enhanced processing capabilities, and reduced transportation costs due to its proximity to the Nellore aquaculture belt and nearby ports. The transition also eliminates rental expenses and processing charges associated with the former leased unit, supporting cost efficiency and margin improvement.

Improvement in operational performance in 7MFY26

Driven by expanded capacity, the group achieved a total operating income (TOI) of ₹114.16 crore during the first seven months of FY26, compared to ₹68.24 crore in FY25. The PBILDT margin strengthened to 9.25% in FY25, supported by increased contributions from Black Tiger shrimp and higher production of value-added products at the new facility. For 7MFY26, the PBILDT margin stood at 8.74%.

Experienced Promoters with long track record of operations in seafood Industry

The promoters of the Gayatri Group have over three decades of experience in the seafood industry. The Managing Partner, Mr. Nagarajan T.K., brings more than 30 years of expertise in aquaculture, seafood processing, and export operations. He is supported by his son, Mr. Yeshwanth, who serves as the CEO of GMP and oversees day-to-day operations. With their long-standing presence in the sector, the promoters have developed strong relationships with both customers and suppliers, enabling the firm to derive sustained business benefits.

Liquidity: Stretched

The group has reported GCA of ₹3.72 crore in FY25 against the debt repayment obligation of ~₹2.67 crore in FY26. The group has unencumbered cash and bank balance of ₹0.77 crores as on March 31, 2025 (PY: ₹0.74 crores). The average utilization of working capital stood at ~81% for the last 12-months ending September 2025, with higher utilisation during peak procurement season. The working capital cycle stretched to 91 days in FY25 (PY: 61 days) with increased inventory holding.

Assumptions/Covenants: Not applicable

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

Applicable criteria

- [Consolidation](#)
- [Definition of Default](#)
- [Liquidity Analysis of Non-financial sector entities](#)
- [Rating Outlook and Rating Watch](#)
- [Manufacturing Companies](#)
- [Financial Ratios – Non financial Sector](#)
- [Short Term Instruments](#)

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Fast Moving Consumer Goods	Fast Moving Consumer Goods	Food Products	Seafood

GMP, established in 2016, is a seafood processor and exporter promoted by Mr. T. K. Nagarajan and Mrs. Gayatri Devi, supported by their son, Mr. Yeshwanth. The group operates a new 10,800 MTPA processing facility that became fully operational in April 2025, with major export markets including Japan, China, and Vietnam. GAPPL, incorporated in 2018 and previously operating from a leased facility in Chennai, continuing as merchant exporter while the group gradually consolidates processing activities under GMP's new plant.

Gayatri Group (Combined)

Brief Financials (₹ crore)	March 31, 2024 (UA)	March 31, 2025 (UA)	7MFY26 (UA)
Total operating income	71.76	68.24	114.16
PBILDT	2.86	6.31	9.97
PAT	1.01	1.40	NA
Overall gearing (times)	1.39	2.00	NA
Interest coverage (times)	2.30	3.13	NA

UA: Unaudited NA: Not available; Note: 'the above results are latest financial results available'

*PBILDT: Profit before interest, lease rentals, depreciation and tax

GMP (Standalone)

Brief Financials (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)	7MFY26 (UA)
Total operating income	60.89	34.86	74.39
PBILDT	1.29	3.98	8.18
PAT	0.46	0.63	NA
Overall gearing (times)	1.37	1.60	NA
Interest coverage (times)	2.50	4.82	NA

A: Audited UA: Unaudited NA: Not available; 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: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: 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 and Rating Outlook
Fund-based - LT-Term Loan		-	-	01-09-2031	15.00	CARE BB; Stable
Fund-based - LT/ ST-Working Capital Limits		-	-	-	125.00	CARE BB; Stable / CARE A4+
Non-fund-based - LT/ ST-Bank Guarantee		-	-	-	2.50	CARE BB; Stable / CARE A4+

Annexure-2: Rating history for 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 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Fund-based - LT/ ST-Working Capital Limits	LT/ST	125.00	CARE BB; Stable / CARE A4+	-	1)CARE BB-; Stable / CARE A4 (30-Sep-24)	-	-
2	Fund-based - LT-Term Loan	LT	15.00	CARE BB; Stable	-	1)CARE BB-; Stable (30-Sep-24)	-	-
3	Non-fund-based - LT/ ST-Bank Guarantee	LT/ST	2.50	CARE BB; Stable / CARE A4+	-	1)CARE BB-; Stable / CARE A4 (30-Sep-24)	-	-

LT: Long term; LT/ST: Long term/Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable**Annexure-4: Complexity level of instruments rated**

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

Annexure-5: Lender details

To view lender-wise details of bank facilities please [click here](#)

Annexure-6: List of entities consolidated

Sr No	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Gayatri Aqua Products Private Limited	Full	Operational and financial linkages

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

Contact Us

<p>Media Contact</p> <p>Mradul Mishra Director CARE Ratings Limited Phone: +91-22-6754 3596 E-mail: mradul.mishra@careedge.in</p> <p>Relationship Contact</p> <p>Ankur Sachdeva Senior Director CARE Ratings Limited Phone: +91-22-6754-3444 E-mail: Ankur.sachdeva@careedge.in</p>	<p>Analytical Contacts</p> <p>Sandeep P Director CARE Ratings Limited Phone: +91-44-2850-1002 E-mail: sandeep.prem@careedge.in</p> <p>Ratheesh Kumar Associate Director CARE Ratings Limited Phone: 044-2850-1020 E-mail: ratheesh.kumar@careedge.in</p> <p>Pillai Rahul Muraleedharan Rating Analyst CARE Ratings Limited E-mail: Pillai.Rahul@careedge.in</p>
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