Apis India Limited

August 05, 2026

Facilities/Instruments	Name of the Regulator[1]	Amount (₹ crore)	Rating[2]	Rating Action
Long-term bank facilities	RBI	57.07 (Reduced from 58.94)	CARE BBB; Stable	Reaffirmed
Short-term bank facilities	RBI	38.00	CARE A3+	Reaffirmed

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Reaffirmation of ratings assigned to bank facilities of Apis India Limited (AIL) continues to derive strength from steady operational performance marked by increase in scale of operations and its experienced promoters with established track record of operations in the industry. Ratings consider continued healthy financial risk characterised by comfortable overall gearing and debt coverage indicators. Ratings continue to take comfort of diversified product profile and established brand name of "Apis" in honey and other food segments.

However, Ratings are constrained by working capital intensive operations with significant amount of trade receivables exceeding six months due to slower collections from certain export customers, particularly in the United Arab Emirates (the UAE). Ratings remain constrained by margins susceptible to raw material prices and competition from organised and unorganised units.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Growth in scale of operations above ₹400 crore while maintaining profit before interest, lease rentals, depreciation, and taxation (PBILDT) margins above 11.00% on a sustained basis.
- Efficient management of working capital cycle and resultant improvement in liquidity position.

Negative factors

- Decline in scale of operations by over 20% from current levels and/or reduction in PBILDT margin below 6.00% on a sustained basis.
- Any sizeable capex undertaken by AIL adversely impacting the capital structure with overall gearing exceeding 1.00x.
- Collection/inventory period moderating, leading to working capital cycle above 180 days and weakening of liquidity position of the company on a sustained basis.

Analytical approach: Consolidated

Consolidated approach with two wholly owned subsidiaries: Anantadrishti Smart India Private Limited and Nature's Family Tree Foods Private Limited and two associate companies Kapil Anand Agro Private Limited (KAAPL; 50% shareholding) and APIS Arabia LLC (Formerly known as APIS Pure Foodstuff Trading LLC; 49% shareholding). Entities consolidated are under Annexure 5.

Outlook: Stable

The stable outlook reflects CARE Ratings Limited's (CareEdge Ratings') opinion that AIL will continue to benefit from its experienced promoters with established track record and diversified product profile.

Detailed description of key rating drivers

Key strengths

Improvement in scale of operations though decline in profitability in FY26

The scale of operation has improved in FY26 with total operating income (TOI) increasing by ~11.5% to ₹390.51 crore (PY: ₹350.35 crore), considering addition of new products like misk (silver coated dates), masala dates, and variety of honey, among others, in the portfolio. Revenue contribution from the domestic market improved to ~55% in FY26 (FY25: 53%), while exports accounted for the balance 45% (FY25: 47%). AIL derives a significant portion of its export revenues from the UAE and the United Sates (US), which together contributed ~80-90% of export sales in FY26. However, AIL has been diversifying its geographical presence, resulting in an increased contribution from other export markets to 38% in Q1FY27 from 11% in FY26. The company's

[1]SEBI: Securities and Exchange Board of India; RBI: Reserve Bank of India; MCA: Ministry of Corporate Affairs; IRDAI: Insurance Regulatory and Development Authority of India; PFRDA: Pension Fund Regulatory and Development Authority.

[2]Complete definitions of ratings assigned are available at www.careratings.com and in other CARE Ratings Limited's publications.

TOI is expected to further improve in the medium term supported by increasing consumer preference for natural sweeteners, rising health consciousness, and growing awareness regarding the nutritional and medicinal benefits of honey. Proposed launch of jam products under the "Apis" brand is also expected to support revenue growth.

Profitability moderated marginally in FY26, with PBILDT margin declining to 9.17% from 9.61% in FY25. The decline was largely attributable to higher raw material prices, particularly dates, and increased marketing expenditure, sales incentives, and new product launch-related costs. AIL's profitability in FY26 also benefited from export incentives and foreign exchange gains aggregating ₹15.59 crore. Profitability is expected to improve in the medium term, aided by operational efficiencies arising from the commissioning of its PET bottle preform manufacturing facility during October-November 2025, which has reduced packaging costs and enabled near-complete fulfilment of PET bottle requirements through in-house production.

Healthy capital structure and debt coverage indicators

AIL continues to maintain a healthy net worth base, which improved to ₹198.66 crore (PY: ₹172.99 crore), including investment in associate companies of ₹40.95 crore (PY: ₹39.88 crore) in FY26. The company's capital structure remained healthy and further improved, with overall gearing of 0.34x (PY: 0.38x). AIL has comfortable debt coverage indicators, reflected by interest coverage of 8.19x (PY: 6.78x) in FY26 and total debt/PBILDT of 1.87x (PY:1.97x).

AIL has planned capital expenditure of ~₹30 crore in FY27, towards setting up a jam manufacturing facility in Uttarakhand and a date processing and storage facility in Gujarat. The proposed capex is expected to be funded through a combination of a term loan of ~₹15 crore and remaining from the company's internal accruals. While the debt-funded expansion may lead to a slight moderation in capital structure and coverage indicators, the overall financial risk profile is expected to remain comfortable in the medium term. The proposed term loan is yet to be sanctioned.

Experienced promoters with established track record of operations

AIL is promoted by Amit Anand and Vimal Anand, who have over a decade of experience in the food processing industry. The company's current manufacturing facility at Roorkee, Uttarakhand, was established in 2012 under the leadership of their father, Late Deepak Anand. Prior to this, the group operated a honey processing unit in Rajpura, Punjab.

Promoters are supported by an experienced management team with functional expertise across procurement, manufacturing, marketing, and finance. Their longstanding presence in the industry has enabled AIL to establish strong relationships with suppliers, distributors, and customers.

AIL markets its products under the established "Apis" brand, which enjoys strong recognition in the domestic honey market. The company has strengthened its organisational structure by inducting experienced professionals into key management roles that were previously handled by the family, which is expected to enhance governance standards, improve operational efficiency, and support future business growth.

Key weaknesses

Continuation of working capital intensive operations with high trade receivables

AIL's operations remain working capital intensive, reflected in an elongated operating cycle of 183 days in FY26 (FY25: 176 days). The increase was primarily driven by higher receivable days of 118 days (FY25: 103 days) as on March 31, 2026, although inventory days improved to 96 days (FY25: 113 days). The seasonal nature of raw honey procurement, concentrated between October and March, leads to inventory buildup at year-end.

The company maintains relatively extended credit terms for export customers, generally up to 120 days depending upon market dynamics and customer profile, while domestic B2B customers are typically extended credit of around one month and B2C sales are largely on a cash basis. Trade receivables increased in FY26, due to higher export sales towards the year-end, associated credit cycle, and exchange rate-related translation impact on export receivables denominated in foreign currency. Receivables outstanding beyond six months increased significantly to ₹46.46 crore as on March 31, 2026 (FY25: ₹25.18 crore), mainly due to slower collections from certain export customers, particularly in the UAE, amid geopolitical uncertainties in the Middle East and relatively weaker liquidity conditions. While AIL has created expected credit loss (ECL) provisions, timely recovery of these long-outstanding receivables remains a key monitorable. Material delays in recovery or write-offs could exert pressure on AIL's liquidity position, cash flows, and capital structure.

AIL procures raw honey through an established network of collection representatives and agents across India largely on cash basis, while suppliers of other products and packing materials generally extend credit period of 30-45 days, leading to overall creditor days of 30 days (PY: 40 days). Dates marketed under the company's portfolio are either imported from Gulf countries or domestically procured and processed at its Roorkee facility, while several other products sold under the "Apis" brand are manufactured or processed through third-party job workers.

Exposure to raw material price volatility and seasonal nature of operations
AIL's profitability remains susceptible to fluctuations in raw honey prices and climatic conditions that affect honey production. Availability and yield of honey depend on flowering cycles, nectar secretion, and broader climatic and floristic conditions. Mustard flowers constitute a key source of raw honey, making procurement sensitive to agricultural output and weather-related factors. The company's raw honey procurement is seasonal in nature, with majority purchases undertaken between January and June each year, resulting in inventory accumulation during the procurement season. Demand for honey is also seasonally skewed, with consumption generally peaking during winter months, particularly in third and fourth quarters, leading to some concentration in domestic sales during this period.

Highly fragmented and competitive industry
AIL operates in the highly fragmented honey and food-processing industry, characterised by the presence of numerous organised and unorganised participants. Intense competition limits pricing flexibility and moderates bargaining power with customers and suppliers. The company's ability to maintain product quality, brand recall, and customer relationships remains critical for sustaining market position and business growth. The business remains exposed to evolving consumer preferences, changing dietary trends, and shifting brand loyalties, which may impact demand and competitive positioning in the medium term.

Liquidity: Adequate
Liquidity position of AIL is adequate, marked by an expected gross cash accrual (GCA) of ~₹30 crore in FY27, against scheduled debt repayment obligations of ₹2.11 crore. Average utilisation levels stood at 56.88% for 12 months ended in June 2026, providing cushion to its fund requirements. As of March 31, 2026, the company reported a current ratio of 2.41x, indicating a healthy short-term liquidity buffer. The company has planned capex of ~₹30 crore in FY27, to be funded through term loans of ₹15 crore and rest through internal accruals. It is expected that remaining internal accruals, and the available cushion in sanctioned working capital limits, will be sufficient to meet incremental working capital requirements and scheduled debt repayments.

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	Other food products

AIL was set up in 1924 and acquired by late Deepak Anand in 2006 and is currently headed by his sons Amit Anand and Vimal Anand. AIL's primary business is honey processing and selling to customers across the country and abroad. In addition, they also sell other food products like dates, pickles, ginger garlic paste, jam, and cereals, among others. The plant is situated in Roorkee, Uttarakhand.

Brief Financials- Consolidated (₹ crore)	March 31, 2025 (A)	March 31, 2026 (Ab)
Total operating income	350.35	390.51
PBILDT*	33.65	35.79
Profit after tax (PAT)	25.34	25.32

Brief Financials- Consolidated (₹ crore)	March 31, 2025 (A)	March 31, 2026 (Ab)
Overall gearing (x)	0.38	0.34
Interest coverage (x)	6.78	8.19

A: Audited; Ab: Abridged; Note: These are latest available financial results.
*PBILDT: Profit before interest, lease rentals, depreciation, and tax

Status of non-cooperation with previous CRA: Brickwork has conducted the review based on best available information and has retained the rating of AIL as "Not cooperating" vide its press releases dated August 28, 2025, owing to issuer did not cooperate.

Any other information: Not applicable

Rating history for last three years: Annexure-2

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

For complexity level of instruments rated refer to Annexure-1.

Lender details: Annexure-4

Disclosure on facilities/instruments and name of regulators:
A list of facilities / instruments falling under the purview of financial sector regulators (FSRs) along with the names of respective FSRs has been duly disclosed by CareEdge Ratings on its website. A link to the same has been provided below for ready reference:

https://www.careratings.com/activities_and_regulators

Note: For facilities or instruments falling under the purview of FSRs other than Securities and Exchange Board of India (SEBI), the grievance / dispute redressal mechanisms and investor protection mechanisms provided by SEBI shall not be available.

Annexure-1: Details of instruments/facilities

Name of the Instrument	Name of the Regulator	Complexity Level	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-Cash Credit	RBI	Simple	-		-	-	53.56	CARE BBB; Stable
Fund-based - LT-Term Loan	RBI	Simple	-		-	31-05-2029	3.51	CARE BBB; Stable
Fund-based - ST-EPC/PSC	RBI	Simple	-		-	-	35.00	CARE A3+
Non-fund-based - ST-Bank Guarantee	RBI	Simple	-		-	-	3.00	CARE A3+

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 2026-2027	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
1	Fund-based - LT-Cash Credit	LT	53.56	CARE BBB; Stable	-	1)CARE BBB; Stable (01-Aug-25)	1)CARE BBB; Stable (29-Jul-24)	-
2	Fund-based - LT-Term Loan	LT	3.51	CARE BBB; Stable	-	1)CARE BBB; Stable (01-Aug-25)	1)CARE BBB; Stable (29-Jul-24)	-
3	Fund-based - ST-EPC/PSC	ST	35.00	CARE A3+	-	1)CARE A3+ (01-Aug-25)	1)CARE A3+ (29-Jul-24)	-
4	Non-fund-based - ST-Bank Guarantee	ST	3.00	CARE A3+	-	1)CARE A3+ (01-Aug-25)	1)CARE A3+ (29-Jul-24)	-

LT: Long term; ST: Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable

Annexure-4: Lender details

To view lender-wise details of bank facilities please click here

Annexure-5: List of entities consolidated

Sr. No.	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Anantadrishti Smart India Private Limited	Full	Subsidiary
2	Nature’s Family Tree Foods Private Limited	Full	Subsidiary
3	Kapil Anand Agro Private Limited	Proportionate	Associate
4	APIS Arabia Foods L.L.C, Dubai	Proportionate	Associate

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.

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