

SKM Egg Products Export (India) Limited
July 31, 2019

Ratings

Facilities	Amount (Rs. crore)	Ratings ¹	Rating Action
Long term Bank Facilities	4.21	CARE BBB; Stable (Triple B; Outlook: Stable)	Reaffirmed
Long/Short-term Bank Facilities	26.00	CARE BBB; Stable/CARE A3 (Triple B; Outlook: Stable /A Three)	Reaffirmed
Short-term Bank Facilities	39.00	CARE A3 (A Three)	Reaffirmed
Total Facilities	69.21 (Rupees Sixty Nine crores Twenty One Lakhs only)		

Details of facilities in Annexure-1

Detailed Rationale & Key Rating Drivers

The ratings assigned to the bank facilities of SKM Egg Products Export (India) Limited (SKML) continue to derive strength from vast experience of the promoters and long operational track record of SKML for more than two decades in the egg powder business, strategically located manufacturing facilities with adherence to high quality standards, diversified product offerings, well-established distribution network, adequate liquidity and comfortable gearing & debt coverage indicators.

The ratings are, however, constrained by SKML's geographical & client concentration risk, susceptibility of profitability to volatile egg prices & foreign exchange fluctuations and moderate profitability. The ratings also factor in the susceptibility to the outbreaks of bird flu and other diseases.

Going forward, ability of SKML to increase its scale of operations by adding new product blends & catering to new markets, improve its profit margins and prudently manage its working capital requirements would remain the key rating sensitivities.

Detailed description of the key rating drivers**Key Rating Strengths****Experienced promoters & long operational track record for more than two decades:**

Mr SKM Maeilanandhan, promoter of the SKM group has vast experience of nearly four decades in the poultry and related industries. Mr Maeilanandhan is assisted by his son, Mr Shree Shivkumar with nearly 25 years of experience in the industry. SKML has a long track record of operations for over two decades in manufacturing and export of egg powder.

Strategically located manufacturing facility with adherence to high quality standards:

All the poultry farms including the company's own farm are strategically located within a radius of about 60 km from the company's manufacturing unit thereby providing easy access to the raw material and ensuring lesser breakage of eggs during transit.

The plant's construction and machinery installation confirms to EU/USFDA regulations and the entire unit is HACCP (Hazard Analysis Critical Control Point) Certified.

Diversified product offerings and established distribution network:

SKML has a diversified range of products which are broadly classified under egg powder, bakery mix and liquid egg. Product sales mix consists of egg yolk powder around 37%, egg albumen powder around 21%, whole egg powder around 15% and the rest by liquid egg, while domestic sales is majorly from feed sales. Exports contributed to about 75% of sales. On an average, the direct customer sale forms only 25-30% of the total sales as the rest are through distribution agents in each of the countries it operates.

Comfortable gearing and coverage indicators:

The overall gearing stood comfortable at 0.46x as on March 31, 2019 (PY: 0.49x). The interest coverage ratio remained comfortable at 5.25x, however reduced from 8.31x in FY18 due to higher interest expense on term loans availed. The Total Debt/ GCA also stood comfortable at 2.75x as on March 31, 2019 (PY: 2.83x).

¹Complete definitions of the ratings assigned are available at www.careratings.com and other publications of CARE

Key Rating Weaknesses***Revenue concentration risk:***

SKML's top five customers account for 66% (PY: 53%) of its total sales during FY19 and majority of sales is contributed by Japan followed by Russia and Netherlands. SKML's dependence on these agents & higher concentration on Japanese and European markets exposes the company to any change in consumption pattern in these markets and entry of alternate products.

Moderate financial performance

The operating income remained stable at Rs. 299.72 Crore in FY19 (PY:Rs.299.16 crore) mainly on account of decline in traded goods sales in the form of animal feeds from Rs. 84 crore to Rs. 55 crore. However, with improved realisations in Egg yolk powder and albumin powder in FY19, the PBILDT margins improved from 6.52% in FY18 to 7.45% in FY19. The PAT margin improved at 2.02% in FY19 as against -0.55% in FY18 due to lower deferred tax in FY19.

Susceptibility of profitability to volatility in egg prices and foreign exchange rates:

Egg prices are sensitive to market dynamics and controlled by NECC (National Egg Co-ordination Committee). With raw material cost accounting for nearly 80% of total sales, ability of the company to pass on the increase in price to its customers plays a significant role in the overall profitability.

More than 60% of revenue of SKML is generated in foreign currency while the raw material is procured locally barring certain consumables. Any steep movement in the currency exchange rates can have a bearing on the profitability of the company.

Vulnerability to outbreaks of flu and other diseases:

A ban on exports due to bird flu could lead to products being piled up leading to an excess supply situation thereby causing a sharp fall in end product prices. Such scenario is expected to have an impact on the company's revenues as well as profitability.

Liquidity- Adequate

Adequate liquidity characterized by sufficient cushion in accruals vis-à-vis repayment obligations and cash balance of Rs.23 Crore. Its capex requirements are modular and expected to be funded using debt of Rs.5 Crore for which it has sufficient headroom. Its bank limits are utilized to the extent of 90% for the past 12 months ending in June 2019 with a current ratio of 1.56 as on 31st March 2019.(PY:1.47).

Prospects

India is the 5th largest producer of eggs in the world with annual egg production of 56 billion eggs. Egg prices are sensitive to market dynamics and controlled by NECC (National Egg Co-ordination Committee), while prices of Egg powder depend on international market demand. Movement of Egg prices, Egg powder prices and exchange rate impact SKML's performance. Going forward, sustainability of demand for egg powder in its export markets and ability of the company to pass on any adverse variations in its raw material (egg) prices would be crucial for its prospects.

Analytical approach: Standalone

Applicable Criteria

[CARE's methodology for manufacturing companies](#)

[Criteria on assigning Outlook to Credit Ratings](#)

[CARE's Policy on Default Recognition](#)

[Criteria for Short Term Instruments](#)

[Financial ratios – Non-Financial Sector](#)

[Factoring Linkages in Ratings](#)

About the Company

SKML, promoted in 1995 by Mr SKM Maeilanandhan (Chairman), is a Joint Sector Undertaking along-with Tamil Nadu Industrial Development Corporation Limited (TIDCO). SKML is engaged in manufacture & sale of egg powder and liquid egg with varieties of blends used in various segments of the food industry and in the health sector. As on June 30, 2019, the company had an installed capacity to break 1.80 million eggs per day to produce 6,900 MT of egg powder annually at its unit in Erode.

Brief Financials (Rs. crore)	FY18 (A)	FY19 (A)
Total operating income	299.16	299.72
PBILDT	19.52	22.33
PAT	-1.65	6.05
Overall gearing (times)	0.49	0.46
Interest coverage (times)	8.31	5.25

A: Audited;

Status of non-cooperation with previous CRA:

Not Applicable

Any other information:

Not Applicable

Rating History for last three years: Please refer Annexure-2

Annexure-1: Details of Instruments/Facilities

Name of the Instrument	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. crore)	Rating assigned along with Rating Outlook
Fund-based - LT/ ST-Packing Credit in Foreign Currency	-	-	-	26.00	CARE BBB; Stable / CARE A3
Fund-based - ST-Foreign Bill Discounting	-	-	-	39.00	CARE A3
Non-fund-based - ST-Letter of credit	-	-	-	0.00	Withdrawn
Non-fund-based - ST-Bank Guarantees	-	-	-	0.00	Withdrawn
Fund-based - LT-Term Loan	-	-	September 2023	4.21	CARE BBB; Stable

Annexure-2: Rating History of last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating history			
		Type	Amount Outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2019-2020	Date(s) & Rating(s) assigned in 2018-2019	Date(s) & Rating(s) assigned in 2017-2018	Date(s) & Rating(s) assigned in 2016-2017
1.	Fund-based - LT/ ST-Packing Credit in Foreign Currency	LT/ST	26.00	CARE BBB; Stable / CARE A3	-	1)CARE BBB; Stable / CARE A3 (05-Oct-18)	1)CARE BBB; Negative / CARE A3 (06-Jul-17)	1)CARE BBB / CARE A3 (20-May-16)
2.	Fund-based - ST-Foreign Bill Discounting	ST	39.00	CARE A3	-	1)CARE A3 (05-Oct-18)	1)CARE A3 (06-Jul-17)	1)CARE A3 (20-May-16)
3.	Fund-based - ST-Standby Line of Credit	ST	5.00	CARE A3	-	-	-	1)CARE A3 (20-May-16)
4.	Non-fund-based - ST-Letter of credit	ST	-	-	-	1)CARE A3 (05-Oct-18)	1)CARE A3 (06-Jul-17)	1)CARE A3 (20-May-16)
5.	Non-fund-based - ST-Bank Guarantees	ST	-	-	-	1)CARE A3 (05-Oct-18)	1)CARE A3 (06-Jul-17)	-
6.	Fund-based - LT-Term Loan	LT	4.21	CARE BBB; Stable	-	1)CARE BBB; Stable (05-Oct-18)	-	-

Note on complexity levels of the rated instrument: CARE has classified instruments rated by it on the basis of complexity. This classification is available at www.careratings.com. Investors/market intermediaries/regulators or others are welcome to write to care@careratings.com for any clarification

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