Uma Exports Limited

March 27, 2026

Ratings

Instrument / Facility	**Amount (Rs. crore)**	**Current Ratings**	**Previous Ratings**	**Rating Action**	**Complexity Indicator**
Long Term Bank Facilities	150.00	IVR BB+/ Stable (IVR Double B Plus with Stable Outlook)	IVR BB+/ Stable (IVR Double B Plus with Stable Outlook)	Rating Reaffirmed	Simple
Total	**150.00 (Rupees One Hundred and Fifty Crore only)**				

Details of Facilities/Instruments are in Annexure 1. Facility wise lender details are at Annexure 2. Detailed explanation of covenants is at Annexure 3.

Detailed Rationale

The reaffirmation of the rating assigned to the back facilities of Uma Exports Limited (UEL) derives strength from established track record of operation under experienced management, established relationship with a diversified customer and supplier base and comfortable capital structure of the company. However, these rating strengths remain partially offset by moderation in business performance marked by moderation in profitability leading to moderation in debt protection metrics in 9MFY26 [FY refers to the period from April 1 to March 31], thin profit margin owing to trading nature of business, exposure to intense competition and susceptibility of the business to changes in Government policies, global demand-supply situation and agro-climatic conditions and vulnerability of profitability to foreign exchange risk and working capital intensive nature of operation.

The stable outlook reflects that the company is expected to maintain a stable business performance and ensure adequate cash flow generation from operations to meet its debt servicing obligations.

Key Rating Sensitivities:

Upward Factors

- Growth in scale of business with improvement in profitability metrics thereby leading to overall improvement in cash accruals on a sustained basis
- Improvement in the debt service coverage indicators of the company

Downward Factors

- Decline in operating income and/or moderation in profitability impacting the cash accrual
- Moderation in debt service coverage on a sustained basis
- Any unplanned debt funded capex leading to moderation in the capital structure with moderation in overall gearing ratio

List of Key Rating Drivers with Detailed Description

Key Rating Strengths

- **Established track record of operation under experienced management**
  UEL was incorporated in 1987, hence it has a satisfactory track record of more than three decades. The company is owned by Kolkata based one Mr. Rakhesh Khemka and his family members, who have extensive experience of around three decades in various agro-based commodities trading, both in domestic as well as in international markets. Mr. Khemka is supported by other directors and team of experienced professionals.
- **Established relationship with a diversified customer and supplier base**
  UEL's revenue stream is diversified, given its presence in both domestic and export markets, which reduces the geographical concentration. Further, the company has a diversified and established customer base with most of its clients being established players in the business of trading of agricultural commodities.
- **Comfortable capital structure**
  The capital structure of the company, though moderated remained comfortable marked by overall gearing of 1.38x as on March 31, 2025 (0.73x as on March 31, 2024). Moderation in capital structure is driven by higher utilization of bank borrowings during the year. The total indebtedness of the company as indicated by TOL/ATNW, though moderated, continue to remain comfortable at 1.68x as on March 31, 2025 as against 1.01x as on March 31, 2024.

Key Rating Weaknesses

- **Moderation in business performance marked by moderation in profitability leading to moderation in debt protection metrics in 9MFY26**
  The total operating income (TOI) of the company improved by ~4% from Rs. 1215.73 crore in 9MFY25 to Rs. 1261.57 crore in 9MFY26 driven by correction in prices of pulses in the latter half of Q2FY26 and the continuation of the same in Q3FY26. This price correction was largely driven by robust domestic production, adequate buffer stocks, and reduced import costs. In line with the increase in topline along with stabilisation of prices of pulses, EBITDA level

improved by ~11% from Rs. 12.49 crore in 9MFY25 to Rs. 13.92 crore in 9MFY26. Despite improvement in topline and absolute EBITDA, PAT moderated from Rs. 6.03 crore in 9MFY25 to Rs.0.07 crore in 9MFY26 due to increase in finance cost attributable to higher fund based working capital limit utilisation during the period. Debt service coverage indicators as indicated by interest coverage ratio moderated from 1.55x in 9MFY25 to 0.86x in 9MFY26 due to increase in finance cost. The company serviced its interest payment obligations through the interest income received from FDs and other advances.

- **Thin profit margin owing to trading nature of business**
  UEL's profit margins remain thin over the years owing to the low value additive trading nature of its operations marked by low product differentiation. Moreover, the inherent seasonality as well as volatility associated with agro commodities also impact the margins.
- **Exposure to intense competition and susceptibility of the business to changes in Government policies, global demand-supply situation and agro-climatic conditions**
  The company faces intense competition from organised and unorganised players, given the low entry barriers in the business, limiting its pricing flexibility and bargaining power. The presence of numerous unorganised players in the agro-trading industry makes UEL's sales vulnerable to volatility in the prices of commodities. Moreover, the import and export of agricultural commodities are susceptible to Government regulations. Any adverse change in import/export duties on agricultural commodities or changes in the minimum support prices may affect the product's competitiveness. As it is involved in agro-commodity trading, the company also remains exposed to agro-climatic risks, changing crop patterns and the associated cyclicality in the business.
- **Vulnerability of profitability to foreign exchange risk**
  UEL is a trading player and relies on imports and exports of agro commodities. As a result, the company is exposed to foreign exchange risks. Nevertheless, the company hedges most of its foreign exchange exposure using plain-vanilla forwards, mitigating the risk to an extent.
- **Working capital intensive nature of operation**
  The business model of the company requires that the company to maintain a certain level of inventory of agricultural produce and commodities, to meet the present and future orders. Therefore, inventory management is crucial for the company.

Analytical Approach: Standalone

Applicable Criteria:

Rating Methodology for Trading Companies.

Financial Ratios & Interpretation (Non-Financial Sector).

Criteria for assigning Rating outlook.

Policy on Default Recognition

Complexity Level of Rated Instruments/Facilities

Liquidity – Adequate

The liquidity position of the company appears adequate marked by its expected satisfactory gross cash accruals vis-à-vis debt repayment obligations in the near term. The company has adequate gearing headroom marked by its comfortable capital structure with overall gearing ratio at 1.38x as on March 31, 2025. Further, the current ratio of the company also stood satisfactory at 1.48x as on March 31, 2025. The average fund based working capital limit utilisation for the last 12 months ended January 2026 stood at ~63% indicating moderate liquidity buffer.

About the Company

UEL was incorporated as a private limited company under the name 'Uma Exports Private Limited' by Mr. Mukesh Khemuka in 1988. UEL was initially engaged in the business of export of building materials in Bangladesh. Considering the high demand for agricultural products and commodities in Bangladesh, the company diversified its business to export of agricultural products and commodities like including rice, wheat, sugar and spices in 1997. Presently, UEL is engaged into trading and marketing of agricultural produce and commodities such as sugar, spices like dry red chillies, turmeric, coriander, cumin seeds, food grains like rice, wheat, corn, sorghum and tea, pulses and agricultural feed like soyabean meal and rice bran de-oiled cake. The company is a B2B trader, with specialization in sugar, corn and dal. UEL is a Two Star Export House recognized by Directorate General of Foreign Trade. The company has also received a certificate of registration as an Exporter from the Spices Board of India. UEL is registered with APEDA and Federation of Indian Export Organizations.

Financials (Standalone):

(Rs. crore)

For the year ended/ As on*	31-03-2024	31-03-2025	31-12-2025
	Audited	Audited	Unaudited
Total Operating Income	1386.10	1668.38	1261.57
EBITDA	14.18	6.17	13.92

PAT	6.07	0.72	0.07
Total Debt	121.17	208.21	-
Adjusted Tangible Net Worth	166.71	151.42	-
EBITDA Margin (%)	1.02	0.37	1.10
PAT Margin (%)	0.44	0.04	0.01
Overall Gearing Ratio (x)	0.73	1.38	-
Interest Coverage (x)	1.70	0.52	0.86

** Classification as per Infomerics' standards.*

Status of non-cooperation with previous CRA: Nil

Any other information: Nil

Rating History for last three years:

Sr. No.	Name of Security/Facilities	Current Ratings (2025-26)					Rating History for the past 3 years		
		Type	Amount outstanding (Rs. Crore)	Ratings	Ratings	Ratings	Date(s) & Rating(s) assigned in 2024-25	Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in in 2022-23
					Nov 24, 2025	Jun 4, 2025	Dec 10, 2024	-	-
1.	Cash Credit	LT	110.00	IVR BB+/ Stable	IVR BB+/ Stable	IVR BBB-/ Stable	IVR BBB/ Stable	-	-
2.	Overdraft	LT	40.00	IVR BB+/Stable ^	IVR A4+	IVR A3	IVR A3+	-	-
3.	EPC	ST	-	-	Rating Withdrawn *	IVR A3	IVR A3+	-	-

**Based on No Due Certificate issued by the lender, received from the client*

^Previously, it was a PSC limit of Rs.40.00 crore with OD as sublimit. Therefore, short term rating was assigned by Infomerics. However, based on the clarification from the banker and confirmation of the client, OD has become the main limit with PSC backed by LC as sublimit. Reclassified accordingly by Infomerics.

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Press Release

About Infomerics:

Infomerics Valuation and Rating Limited (Infomerics) [formerly Infomerics Valuation and Rating Private Limited] was founded in the year 1986 by a team of highly experienced finance professionals for research and risk evaluation. Infomerics commenced its activities as External Credit Assessment Institution after obtaining registration from Securities Exchange Board of India (SEBI) and accreditation from Reserve Bank of India (RBI).

Adhering to best international practices and maintaining high degree of ethics, the team of analysts at Infomerics deliver quality credit ratings. Infomerics evaluates wide range of debt instruments which helps corporates access to financial markets and provides investors credit ratings backed by in-depth research. The transparent, robust, and credible ratings have gained the confidence of investors and the banks.

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Infomerics also has international presence with credit rating operations in Nepal through its JV subsidiary.

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Annexure 1: Instrument/Facility Details

Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Cash Credit	-	-	-	-	110.00	IVR BB+/ Stable
Overdraft	-	-	-	-	40.00	IVR BB+/ Stable

Annexure 2: Facility wise lender details:
https://infomericstorage.blob.core.windows.net/uploads/Len_UMA_Exports_27mar26_392fad4009.pdf

Annexure 3: Detailed explanation of covenants of the rated Security/facilities: Not Applicable

Annexure 4: List of companies considered for consolidated/Combined analysis: 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.