

February 22, 2023

Janki Corp Limited: Ratings reaffirmed

Summary of rating action

Instrument*	Previous Rated Amount (Rs. Crore)	Current Rated Amount (Rs. crore)	Rating Action
Long term – Fund Based – Cash Credit	-	48.90	[ICRA]BBB+(Stable); reaffirmed
Short Term – Unallocated	-	51.10	[ICRA]A2; reaffirmed
Proposed Long term – Fund Based – Cash Credit	50.00	-	-
Proposed Short Term – Bank Guarantee	50.00	-	-
Total	100.00	100.00	

*Instrument details are provided in Annexure-1

Rationale

The ratings reaffirmation takes into consideration Janki Corp Limited's (JCL) healthy profitability and accruals, which are likely to sustain in FY2023 with some moderation, led by an increased sales volume and steady realisations. ICRA believes that the company's healthy cash accruals would continue to support its financial risk profile, as characterised by comfortable capital structure and debt coverage metrics. The ratings continue to derive comfort from the company's strong operational and financial performances, as reflected by increased sales volumes and healthy cash flows in FY2022 and 9M FY2023. The company registered a 53% growth in its top line in FY2022 on the back of increased sales volume as well as elevated realisation. In 9M FY2023, while the realisations moderated from June 2022, the average realisation of sponge iron (which contributes around 66% to the operating income) remained higher than the previous year. Realisation of iron ore pellets declined by 18% in 9M FY2023, however, high sales volume of pellets and increase in job work rate in the textiles division supported the company in generating higher operating income along with adequate profit margins and healthy cash accruals, though the same was lower than FY2022 levels. Moreover, the company's debt protection metrics are likely to remain comfortable in FY2023 with no long-term debt and no major capex in the near term. ICRA also notes that the recently sanctioned fund-based working capital facility of Rs. 48.9 crore would provide comfort to its liquidity and operations. Additionally, ICRA believes that the textile business would continue to support the company's revenue and profitability, though with a relatively smaller share, in the future years. The ratings continue to draw comfort from the extensive experience of the promoters in the steel and textile businesses and cost competitiveness emanating from the captive waste heat recovery boiler (WHRB)-based power plant, iron ore beneficiation and pellet manufacturing facilities of JCL. The ratings derive strength from the attractive location of the company's plants in terms of proximity to various raw material sources and target buyer markets.

The ratings are, however, tempered by the company's exposure to the inherent cyclical nature in the steel industry, which keeps its profits and cash flows volatile. ICRA estimates that with moderation in steel prices, the profitability of the company would moderate in FY2023. However, the company's cash accruals are estimated to be healthy although with some moderation. The company's margins remain susceptible to volatility in raw material prices and foreign exchange rates. As the company is mainly involved in sponge iron only without any backward and forward integration, the ratings are impacted by the highly commoditised and fragmented nature of the secondary steel industry, resulting in intense competition and limiting the company's pricing flexibility and restricting the scope for an improvement in profitability. ICRA also notes the company's exposure to regulatory risks as any unfavourable change in the Government policy may impact its raw material availability and prices, as witnessed in the past.

The Stable outlook on the [ICRA]BBB+ rating reflects ICRA's opinion that JCL's high capacity utilisation, presence of a captive power plant and proximity to raw material sources will continue to support its business positioning and healthy cash accruals. The company's capital structure and debt coverage metrics are also likely to remain comfortable, going forward.

Key rating drivers and their description

Credit strengths

Extensive experience of the promoters – The promoters of the company, Mr. Raghunath Mittal and Mr. Rahul Mittal, have extensive experience in textile and steel businesses, which helped the company establish healthy relationships with customers and suppliers. The company has been involved with textile processing and steel manufacturing businesses since 1993 and 2005, respectively. At present, the company has a textile processing unit with a capacity of 720 lakh metre per annum, which is mainly involved in conversion business. The plant located at Bellary in Karnataka houses manufacturing units of sponge iron, pellet, iron ore fines beneficiation and power with an annual capacity of 6,00,000 MTPA, 1,80,000 MTPA, 6,00,000 MTPA and 18.5 MW, respectively.

Strong operating and financial performances – The company reported revenue of Rs. 809.0 crore in 9M FY2023, reflecting a 17.9% YoY growth, led by increased sales volume along with steady realisations generating healthy cash accruals. Its operating profit margin (OPM) improved to 24.5% in FY2022 from 21.0% in FY2021, resulting in large cash accruals. ICRA expects moderation in the company's cash accruals in FY2023 on account of price correction for steel in the domestic market and rise in raw material costs, especially coking coal, resulting in relative contraction in contribution margins. Additionally, textile processing business, which contributes around 10-15% to the company's total revenue, would continue to support the company's profitability in the future.

Comfortable liquidity and debt protection metrics – The company has maintained comfortable liquidity position and healthy debt protection metrics (as evident from limited long-term debt and adequate margins), which translated into healthy coverage indicators. Going forward, the company does not have any major fresh debt-funded capex plan. Further, the company does not have any repayment obligations. ICRA believes that the recently sanctioned fund-based working capital limit of Rs. 48.9 crore would provide additional comfort to the company's liquidity and operations.

Proximity of the plant ensures easy access to raw materials – The company's steel plant is located in Bellary, Karnataka which is known for its iron ore deposits. The company procures iron ore primarily from the local miners and traders based out of Bellary, all of which are located near the company's plant. The proximity of the company's plant to suppliers ensures smooth access to raw materials and helps in better inventory management. Further, iron-ore beneficiation and pellet manufacturing facilities provide comfort to the company in terms of cost competitiveness. Additionally, the textile processing unit of the company is located at Bhilwara, Rajasthan, a major textile hub, and provides regular conversion business to the company.

Credit challenges

Exposure to cyclicity inherent in the steel industry – The steel industry is characterised by its inherent cyclicity. This is likely to keep the profitability and cash flows of all the players in the industry, including JCL, volatile going forward as well. The company's operations are also vulnerable to any adverse changes in the demand-supply dynamics in the end-user industries such as infrastructure, real estate, among others. Further, in case of any adverse change in the contribution margins, the company's cash accruals could be under pressure, which would necessitate requirement of working capital limits to fund its inventory.

Margins susceptible to volatility in raw material prices – The company's profit margins remain susceptible to volatility in major raw material prices such as iron ore and non-coking coal. ICRA, however, notes that the company has been able to pass on the increase in raw material prices to its customers, particularly in FY2022 and 9M FY2023, as reflected in stable contribution of sponge iron. Besides, the entire non-coking coal requirement of the company is met through imports, which expose its profit margins to risks arising from volatility in foreign exchange rates. ICRA notes that the company is planning to take part in future auctions of iron ore mines. If successful, it will provide significant comfort in terms of raw material availability and price risks.

Highly commoditised and fragmented nature of secondary steel industry – The company operates mainly in sponge iron without any backward and forward integration, which is a highly commoditised industry with raw material and power cost accounting for 80-90% of the revenues. The secondary steel industry is characterised by intense competition arising from low

product differentiation and entry barriers. The highly commoditised and fragmented nature of the secondary steel industry results in intense competition and limits the pricing flexibility, which ultimately restricts the scope for an improvement in profitability.

Exposure to regulatory risks – JCL, like other sponge iron and pellet manufacturers, remains exposed to regulatory risks, as any unfavourable change in the Government policy may impact its raw material availability and prices.

Liquidity position: Adequate

JCL’s liquidity position is adequate, which is supported by its healthy fund flow from operations in FY2022 and estimated accruals in FY2023. As per ICRA’s estimates, the company’s cash accruals are likely to remain healthy in FY2023, though with some moderation. While the company does not have any major capex plans in the near term, annual upgradation and maintenance capex of Rs. 40.0 crore are likely in the future, which would be funded from internal accruals. Further, the company does not have any repayment obligation. ICRA believes that the recently sanctioned fund-based working capital limit of Rs. 48.9 crore would provide additional comfort to the company’s liquidity and operations.

Rating sensitivities

Positive factors – ICRA could upgrade JCL’s ratings if the company demonstrates a sustained period of healthy profitability and cash accruals along with a comfortable liquidity position.

Negative factors – ICRA could downgrade the ratings if there is a significant decline in revenues, resulting in low operating profits and weakened liquidity position. Significant debt-funded capex, leading to weakened coverage indicators and liquidity could also result in ratings downgrade. Specific credit metric that might trigger ratings downgrade include Total Debt/OPBITDA of more than 2.5 times as on a sustained basis.

Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	Entities in the Ferrous Metals Industry Textiles (Fabric Making)
Parent/Group support	Not Applicable
Consolidation/Standalone	Standalone

About the company

Incorporated in September 1993, Janki Corp Limited is promoted by the Rajasthan-based Mittal family. Initially, the company established a textile processing unit at Bhilwara in Rajasthan with a capacity of 720 lakh metre per annum. In 2005, the company commissioned a sponge iron manufacturing unit at Bellary in Karnataka with a capacity of 1,80,000 MTPA. The company commissioned a waste heat recovery boiler (WHRB)-based 15 MW power plant in 2010, which was upgraded to 18.5 MW in 2015. The company also has a pellet manufacturing plant with a capacity of 6,00,000 TPA and an iron ore fines beneficiation plant with an annual capacity of 6,00,000 TPA, which were commissioned in 2011 and 2013, respectively. Over the last couple of years, the company has primarily been a steel manufacturer with revenue contribution of around 90% from steel.

Key financial indicators

	FY2020	FY2021	FY2022
Operating income (Rs. crore)	562.0	624.2	955.0
PAT (Rs. crore)	313.8	94.1	148.2
OPBDIT/OI	9.0%	21.0%	24.5%
PAT/OI	55.8%	15.1%	15.5%
Total outside liabilities/Tangible net worth (times)	2.4	0.9	0.3
Total Debt/OPBDIT (times)	1.6	0.4	0.0
Interest coverage (times)	5.8	11.2	90.6

PAT: Profit after Tax; OPBDIT: Operating Profit before Depreciation, Interest, Taxes and Amortisation

Status of non-cooperation with previous CRA: Not applicable

Any other information: None

Rating history for past three years

	Instrument	Type	Current Rating (FY2023)			Chronology of Rating History for the past 3 years				
			Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date and Rating in		Date & Rating			
					Feb 22, 2023	Sep 06, 2022	FY2022		FY2021	FY2020
							Dec 15, 2021	Dec 07, 2021	-	-
1	Fund Based – Cash Credit	Long-term	48.90	-	[ICRA]BBB+ (Stable)	-	-	[ICRA]BBB (Stable)	-	-
2	Unallocated	Short-term	51.10	NA	[ICRA]A2	-	[ICRA]A3+	[ICRA]A3+	-	-
3	Proposed – Fund Based – Cash Credit	Long-term	0.00	NA	-	[ICRA]BBB+ (Stable)	[ICRA]BBB (Stable)	-	-	-
4	Proposed – Bank Guarantee	Short-term	0.00	NA	-	[ICRA]A2	[ICRA]A3+	-	-	-
5	Unallocated	Long-term	0.00	NA	-	-	[ICRA]BBB (Stable)	-	-	-

Complexity level of the rated instruments

Instrument	Complexity Indicator
Long term – Fund Based – Cash Credit	Simple
Unallocated – Short Term	Not applicable

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional or legal aspects. Details on the complexity levels of the instruments are available on ICRA's website: [Click Here](#)

Annexure I: Instrument details

ISIN	Instrument Name	Date of Issuance	Coupon Rate	Maturity	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Long-Term Fund based – Cash Credit	NA	NA	NA	48.90	[ICRA]BBB+(Stable)
NA	Short-Term – Unallocated	NA	NA	NA	51.10	[ICRA]A2

Source: Company

[Please click here to view details of lender-wise facilities rated by ICRA](#)

Annexure II: List of entities considered for consolidated analysis: Not Applicable

ANALYST CONTACTS

Jayanta Roy

+91 33 7150 1120

jayanta@icraindia.com

Priyesh Ruparelia

+91 22 6169 3328

priyesh.ruparelia@icraindia.com

Manish Pathak

+91 124 4545397

manishp@icraindia.com

Sandeep Agrawal

+91 124 4545377

sandeep.aggarwal@icraindia.com

RELATIONSHIP CONTACT

Jayanta Chatterjee

+91 80 4332 6401

jayantac@icraindia.com

MEDIA AND PUBLIC RELATIONS CONTACT

Ms. Naznin Prodhani

Tel: +91 124 4545 860

communications@icraindia.com

Helpline for business queries

+91-9354738909 (open Monday to Friday, from 9:30 am to 6 pm)

info@icraindia.com

About ICRA Limited:

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Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

For more information, visit www.icra.in

ICRA Limited



Registered Office

B-710, Statesman House, 148, Barakhamba Road, New Delhi-110001

Tel: +91 11 23357940-45



Branches



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