



Press Release
SANJAY SOYA PRIVATE LIMITED
September 04, 2025
Rating Reaffirmed

Product	Quantum (Rs. Cr)	Long Term Rating	Short Term Rating
Bank Loan Ratings	110.15	ACUITE A- Negative Reaffirmed	-
Bank Loan Ratings	0.10	-	ACUITE A2+ Reaffirmed
Total Outstanding Quantum (Rs. Cr)	110.25	-	-
Total Withdrawn Quantum (Rs. Cr)	0.00	-	-

Rating Rationale

Acuite has reaffirmed the long-term rating of ‘ACUITE A-’ (read as ACUITE A minus) and short term rating of ‘ACUITE A2+’ (read as ACUITE A two plus) on the Rs. 110.25 Cr. bank facilities of Sanjay Soya Private Limited (SSPL). The outlook remains ‘Negative’.

Rationale for rating

The rating outlook continuous to remain ‘Negative’ on the back of expansion of trading operations which are expected to suppress profitability thereby further expected to moderate the financial risk profile. The rating reaffirmation reflects augmentation in operating performance, management’s extensive experience, group’s established track record of operations and moderate financial risk profile. The rating is, however, restrained on account of thin operating and net profitability margins along with susceptibility of the group’s revenues to any volatility in pricing and demand or supply of agro-based raw materials.

Acuite believes that sustenance of scale of operations and any deterioration in the financial risk profile along with profitability margins will continue to remain key monitorable.

About the Company

Mumbai based Sanjay Soya Private Limited (SSPL) was incorporated in 2004. The current directors are Mr. Vinod Dwarkadas Agrawal and Mr. Dhiraj Vinodkumar Agrawal. SSPL is primarily engaged in the business of refining of soya bean oil, sunflower and cotton seed oil. The company started with refining of sunflower oil in FY2018. It procures its raw materials from various local players as well as imports and also from its group company Maharashtra Solvent Extraction Private Limited (MSEPL). SSPL markets its refined cotton seed oil under the brand name ‘Sanjay Supreme’, refined soyabean oil under the brand name ‘Soya Drop’ and refined sunflower oil under the brand name ‘Supreme Sunshine’. SSPL sells its product to various local players and does bulk sales to retail food chains including Haldiram Foods International Limited and Marico Limited.

About the Group

Maharashtra Solvent Extraction Private Limited

Maharashtra Solvent Extraction Private Limited (MSEPL) was incorporated in 2004 at Mumbai. Its current directors are Mr. Anil Dwarkadas Agrawal, Mr. Rajwardhan Raghuji Rao Kadambande, Mr. Sanjay Kashinath Agrawal and Mr. Kamlesh Prasad Sinha. The company is primarily engaged in soya bean crushing, extraction of crude soya bean oil and soya bean de oiled cake. It is also engaged in trading of soya bean de oiled cake and yellow corn which is used as feed for poultry. MSEPL procures its raw materials from local farmers in Maharashtra and Madhya

Pradesh. Maharashtra Solvent Extraction Private Limited caters primarily to the domestic market and is also engaged in the export of de-oiled cake.

Unsupported Rating

Not Applicable

Analytical Approach

Extent of Consolidation

- Full Consolidation

Rationale for Consolidation or Parent / Group / Govt. Support

Acuité has consolidated the business and financial risk profiles of Maharashtra Solvent Extraction Private Limited (MSEPL) and Sanjay Soya Private Limited (SSPL) together referred to as the 'Sanjay Soya Group' (SSG). The consolidation is in view of the common management and strong operational and financial linkages between the entities.

Key Rating Drivers

Strengths

Established track record of operations and experienced promoters

SSG was established by common promoters in 2004. Its day-to-day operations are managed by Mr. Sanjay Agrawal and Mr. Anil Agrawal. The promoters have extensive experience of around four decades in the same line of business. MSEPL is engaged in the business of soya bean crushing, extraction of crude soya bean oil and soya bean de-oiled cake. It is also engaged in the trading of soya de-oiled cake and yellow corn while SSPL is engaged in refining of soya bean oil, sunflower oil and cotton seed oil. The group has been in operations for over a decade and has an established operational track record. This along with the promoters' extensive experience has helped the group establish stable relationships with suppliers as well as clients and maintain its scale of operations. Some of the group's major customers include Haldiram Foods International Limited, Marico Limited, and Chordia Food Products Limited. Acuité believes that the group will continue to benefit through the promoters' extensive industry experience over the medium term and established track record of operations.

Augmentation in operating performance

The group reported revenue of Rs. 3,441.58 Cr. in FY25 (Prov), reflecting a growth of 18.41 per cent over FY24, where revenue had moderated to Rs. 2,906.42 Cr. in FY24 due to price related challenges impacted the industry. The trading segment continued to expand its share, accounting for ~80 per cent of revenue in FY25 (prov.) as compared to 58 per cent in FY23, which is expected to expand in FY26 & FY27. Further, the gross revenue (without considering interparty transactions) in Q1FY26 of the group stood at Rs.2,074.16Cr. The profitability margins improved as EBITDA and PAT margins stood at 1.78 per cent and 0.66 per cent respectively in FY25 (prov.) as against 1.54 per cent and 0.44 per cent respectively in FY24.

The Group's operating performance going forward will depend on price stability in edible oil and DOC, revenue mix and operational efficiency in manufacturing and its impact on revenues and profitability would remain as a key rating monitorable.

Efficient working capital management

The group's working capital cycle remained efficient in FY25 (prov.), with Gross Current Assets (GCA) at 79 days in FY25 (Prov.) as against 80 days in FY24. Inventory days stood at 36 days in FY25 (prov.) as compared to 34 days in FY24, while debtor days stood at 36 days during the same period. The credit period extended to customers continued in the range of 15 to 40 days. The creditor days stood at 7 days in FY25 (prov.) as compared to 10 days in FY24. Further, the consolidated bank limit utilisation stood moderate at ~58 per cent for the period ending June 2025.

Weaknesses

Moderate Financial risk profile

The group continues to maintain a moderate financial risk profile, supported by healthy net worth, moderate gearing, and average debt protection metrics. The tangible net worth improved to Rs. 234.42 Cr. as on March 31, 2025 (Prov.) from Rs. 197.79 Cr. as on March 31, 2024, driven by consistent accretion to reserves on the back of

revenue growth. However, the gearing remained elevated at 2.11 times in FY25 (Prov.), as against 2.02 times in FY24, primarily due to continued reliance on working capital borrowings. Total Outside Liabilities to Tangible Net Worth (TOL/TNW) stood at 2.40 times in FY25 (prov.), slightly lower than 2.43 times in FY24, indicating some improvement in balance sheet leverage. Debt protection metrics showed an improving trend, with Interest Coverage Ratio (ICR) improving to 2.41 times in FY25 (Prov.) from 1.92 times in FY24, further Debt Service Coverage Ratio (DSCR) improved to 1.88 times from 1.50 times over the same period. Net Cash Accruals to Total Debt (NCA/TD) also stood stable at 0.06 times in FY25 (Prov.) from 0.05 times in FY24.

Overall, while the group's financial flexibility remains adequate, its leverage and coverage indicators reflect a cautious recovery, and any debt funded capex can further deteriorate the financial risk profile thus remain a key rating monitorable.

Susceptibility of profitability to fluctuations in agro-based raw material price

SSG's operations are exposed to the inherent risks associated with the agriculture-based commodity business, such as availability of raw materials, fluctuations in prices, and changes in government regulations. The group is engaged in the extracting and refining of edible oil. The prices of crude edible oil are volatile in nature hence the profitability is highly susceptible to the ability of the company to pass on the same to its customers. Soya bean is a one-time crop produced during October to January. Further, the demand-supply of soya bean oil and de-oiled cake (DOC) is affected by change in regulations in exporting and importing countries.

Rating Sensitivities

- Sustainable revenue growth along with an improvement in the profitability
- Debt funded capex or increase in the working capital borrowing impacting the financial risk profile

Liquidity Position

Strong

The group's liquidity profile remained Strong, supported by moderate reliance on working capital. Net cash accruals stood at Rs. 28 Cr. in FY25 (Prov.), comfortably covering repayment obligations of Rs. 3.17 Cr. during the same period. The company maintains unencumbered cash and bank balances of ~3.00 cr. in FY25 (prov.) Further, the consolidated bank limit utilisation stood moderate at ~58 per cent for the period ending June 2025. further, the current ratio of the group stood at 1.37 times in FY25 (prov.) Acuite expects the group to maintain its liquidity position, backed by sufficient cushion in accruals and unutilized bank lines

Outlook: Negative

Other Factors affecting Rating

None

Key Financials

Particulars	Unit	FY 25 (Provisional)	FY 24 (Actual)
Operating Income	Rs. Cr.	3441.58	2906.42
PAT	Rs. Cr.	22.80	12.69
PAT Margin	(%)	0.66	0.44
Total Debt/Tangible Net Worth	Times	2.11	2.02
PBDIT/Interest	Times	2.41	1.92

Status of non-cooperation with previous CRA (if applicable)

Not Applicable

Any Other Information

None

Applicable Criteria

- Application Of Financial Ratios And Adjustments: <https://www.acuite.in/view-rating-criteria-53.htm>
- Consolidation Of Companies: <https://www.acuite.in/view-rating-criteria-60.htm>
- Default Recognition: <https://www.acuite.in/view-rating-criteria-52.htm>
- Manufacturing Entities: <https://www.acuite.in/view-rating-criteria-59.htm>
- Trading Entities: <https://www.acuite.in/view-rating-criteria-61.htm>

Note on complexity levels of the rated instrument

In order to inform the investors about complexity of instruments, Acuité has categorized such instruments in three levels: Simple, Complex and Highly Complex. Acuite's categorisation of the instruments across the three categories is based on factors like variability of the returns to the investors, uncertainty in cash flow patterns, number of counterparties and general understanding of the instrument by the market. It has to be understood that complexity is different from credit risk and even an instrument categorized as 'Simple' can carry high levels of risk. For more details, please refer Rating Criteria "Complexity Level Of Financial Instruments" on www.acuite.in.

Rating History

Date	Name of Instruments/Facilities	Term	Amount (Rs. Cr)	Rating/Outlook
06 Jun 2024	Stand By Line of Credit	Long Term	3.00	ACUITE A- Negative (Reaffirmed)
	Covid Emergency Line.	Long Term	0.76	ACUITE A- Negative (Reaffirmed)
	Cash Credit	Long Term	20.00	ACUITE A- Negative (Reaffirmed)
	Cash Credit	Long Term	43.00	ACUITE A- Negative (Reaffirmed)
	Working Capital Demand Loan (WCDL)	Long Term	20.00	ACUITE A- Negative (Reaffirmed)
	Term Loan	Long Term	1.09	ACUITE A- Negative (Reaffirmed)
	Proposed Long Term Bank Facility	Long Term	2.30	ACUITE A- Negative (Reaffirmed)
	Working Capital Demand Loan (WCDL)	Long Term	20.00	ACUITE A- Negative (Assigned)
	Bank Guarantee/Letter of Guarantee	Short Term	0.10	ACUITE A2+ (Reaffirmed)
05 Apr 2023	Stand By Line of Credit	Long Term	3.00	ACUITE A- Stable (Reaffirmed)
	Covid Emergency Line.	Long Term	1.80	ACUITE A- Stable (Reaffirmed)
	Working Capital Demand Loan (WCDL)	Long Term	8.43	ACUITE A- Stable (Reaffirmed)
	Working Capital Demand Loan (WCDL)	Long Term	11.57	ACUITE A- Stable (Assigned)
	Cash Credit	Long Term	25.00	ACUITE A- Stable (Reaffirmed)
	Cash Credit	Long Term	18.00	ACUITE A- Stable (Assigned)
	Working Capital Demand Loan (WCDL)	Long Term	20.00	ACUITE A- Stable (Reaffirmed)
	Term Loan	Long Term	2.35	ACUITE A- Stable (Reaffirmed)
	Bank Guarantee/Letter of Guarantee	Short Term	0.10	ACUITE A2+ (Reaffirmed)
05 Jan 2022	Working Capital Term Loan	Long Term	0.04	ACUITE A- Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	0.57	ACUITE A- Stable (Assigned)
	Working Capital Demand Loan (WCDL)	Long Term	5.00	ACUITE A- Stable (Assigned)
	Working Capital Demand Loan (WCDL)	Long Term	20.00	ACUITE A- Stable (Assigned)
	Term Loan	Long Term	3.92	ACUITE A- Stable (Assigned)
	Working Capital Term Loan	Long Term	3.05	ACUITE A- Stable (Assigned)
	Stand By Line of Credit	Long Term	3.00	ACUITE A- Stable (Reaffirmed)
	Cash Credit	Long Term	25.00	ACUITE A- Stable (Reaffirmed)
	Bank Guarantee/Letter of Guarantee	Short Term	0.10	ACUITE A2+ (Reaffirmed)

Annexure - Details of instruments rated

Lender's Name	ISIN	Facilities	Date Of Issuance	Coupon Rate	Maturity Date	Quantum (Rs. Cr.)	Complexity Level	Rating
State Bank of India	Not avl. / Not appl.	Bank Guarantee/Letter of Guarantee	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	0.10	Simple	ACUITE A2+ Reaffirmed
HDFC Bank Ltd	Not avl. / Not appl.	Cash Credit	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	20.00	Simple	ACUITE A- Negative Reaffirmed
State Bank of India	Not avl. / Not appl.	Cash Credit	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	43.00	Simple	ACUITE A- Negative Reaffirmed
State Bank of India	Not avl. / Not appl.	Covid Emergency Line.	01 Jan 2021	Not avl. / Not appl.	01 Nov 2024	0.76	Simple	ACUITE A- Negative Reaffirmed
Not Applicable	Not avl. / Not appl.	Proposed Long Term Bank Facility	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	2.30	Simple	ACUITE A- Negative Reaffirmed
State Bank of India	Not avl. / Not appl.	Stand By Line of Credit	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	3.00	Simple	ACUITE A- Negative Reaffirmed
State Bank of India	Not avl. / Not appl.	Term Loan	01 Feb 2021	Not avl. / Not appl.	31 Jan 2025	1.09	Simple	ACUITE A- Negative Reaffirmed
Yes Bank Ltd	Not avl. / Not appl.	Working Capital Demand Loan (WC DL)	Not avl. / Not appl.	Not avl. / Not appl.	Not avl. / Not appl.	40.00	Simple	ACUITE A- Negative Reaffirmed

*Annexure 2 - List of Entities (applicable for Consolidation or Parent / Group / Govt. Support)

Sr.No.	Company Name
1	Sanjay Soya Private Limited
2	Maharashtra Solvent Extraction Private Limited

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About Acuité Ratings & Research

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