



Infomerics Valuation And Rating Pvt. Ltd.

Press Release

Seagull Maritime Agencies Pvt. Ltd.

March 28, 2019

Rating

Instrument/ Facility	Amount (Rs. Crores)	Current Rating	Rating Action
Long Term Fund Based Limits - Cash Credit	35.00 (including proposed limits of Rs. 20.00 crore)	IVR BBB-/Stable Outlook (IVR Triple B Minus with Stable Outlook) ISSUER NOT COOPERATING*	Moved to ISSUER NOT COOPERATING Category from IVR A-with Stable Outlook
Total	35.00		

**Issuer did not cooperate; based on best available information*

Details of Facility are in Annexure 1

Detailed Rationale

The revision in the rating is on account of the change in the analytical approach. The bank facilities of Seagull Maritime Agencies Pvt Ltd were earlier rated under consolidated approach. Infomerics has revised its analytical approach and now considers standalone risk profile of each of the group companies as the flagship companies may not be able to support the operations of the company due to extraneous factors resulting in stretched liquidity position of the group's flagship companies.

The ratings factors in the experienced promoters along with long track record of operation of the entity, healthy growth in scale of operations of the company in FY18 and comfortable debt coverage indicators. The ratings, however, are tempered by moderate profitability margins and working capital intensive operations.

Profitability margins, scale of operations and impact of stretched liquidity in few of the group companies remain the key rating sensitivities.

Non cooperation by Issuer

Infomerics has repeatedly followed up with the company to provide information to monitor the rating(s) vide e-mails dated February 28, 2019, March 05, 2019, March 07, 2019 and March 14, 2019. However, despite repeated requests, the company has failed to submit "No Default Statement" and data for review. In the absence of the relevant information, in consonance with SEBI guidelines, Infomerics has moved the long term rating for bank loan facilities of Seagull Maritime Agencies Pvt. Ltd. to the 'ISSUER NOT COOPERATING' category. The rating is now denoted as IVR BBB-/Stable Outlook ISSUER NOT COOPERATING (IVR Triple B Minus with Stable Outlook ISSUER NOT COOPERATING). Accordingly, the lenders, investors and other market participants are advised to exercise appropriate caution while using this rating as the rating may not adequately reflect the credit risk profile of the company.

The company has also not paid the fees for conducting rating surveillance as agreed to in the rating agreement.



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Analytical Approach & Applicable Criteria

Standalone

Rating Methodology for Service Companies

Financial Ratios & Interpretation – (Non-Financial Sector)

Guidelines on what constitutes Non-Cooperation by clients

About the Company

Seagull Maritime Agencies Private Ltd. (SMAPL) is the company through which the group is present in the freight forwarding space. It has offices in US, UK, India & Middle East and is representing more than 300 cities across the globe through agent network.

Financials

(Rs. Crores)

For the year ended / As on	31-03-2017	31-03-2018
	Audited	Audited
Total Operating Income	161.23	231.52
EBITDA	3.92	7.36
PAT	1.30	3.75
Total Debt	19.75	23.25
Tangible Net Worth	11.18	14.34
Ratios		
a. EBITDA Margin	2.43	3.18
b. PAT Margin	0.75	1.62
c. Overall Gearing ratio	1.77	1.62

Note: Classification as per Infomerics' standards

Status of non-cooperation with previous CRA: Nil

Any other information: Nil

Rating History for last three years:

Name of Instrument/ Facilities	Current Rating (Year 2018-19)			Rating History for the past 3 years		
	Type	Amount outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in FY18	Date(s) & Rating(s) assigned in FY17	Date(s) & Rating(s) assigned in FY16
Long Term Fund Based Limits -Cash Credit	Long Term	35.00 (including proposed limits of Rs. 20.00 crore)	IVR BBB-/Stable Outlook (IVR Triple B Minus with Stable Outlook) ISSUER NOT COOPERATING*	IVR A-/Stable Outlook (Mar 08, 2018)	--	--

*Issuer did not cooperate; based on best available information



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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.

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About Infomerics:

Infomerics commenced rating & grading operations in April 2015 after having spent over 25 years in various segments of financial services. Infomerics is registered with the Securities and Exchange Board of India (SEBI) and accredited by Reserve Bank of India. Company's long experience in varied spectrum of financial services is helping it to fine tune its product offerings to best suit the market.

Disclaimer: Infomerics ratings are based on information provided by the issuer on an 'as is where is' basis. Infomerics credit ratings are an opinion on the credit risk of the issue / issuer and not a recommendation to buy, hold or sell securities. Infomerics reserves the right to change, suspend or withdraw the credit ratings at any point in time. Infomerics ratings are opinions on financial statements based on information provided by the management and information obtained from sources believed by it to be accurate and reliable. The credit quality ratings are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. We, however, do not guarantee the accuracy, adequacy or completeness of any information which we accepted and presumed to be free from misstatement, whether due to error or fraud. We are not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by us have paid a credit rating fee, based on the amount and type of bank facilities/instruments. In case of partnership/proprietary concerns/Association of Persons (AOPs), the rating assigned by Infomerics is based on the capital deployed by the partners/proprietor/AOPs and the financial strength of the firm at present. The rating may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor/AOPs in addition to the financial performance and other relevant factors.

Annexure 1: Details of Facility

Name of Facility	Date of Issuance	Coupon Rate/IRR	Maturity Date	Size of Facility (Rs. Crores)	Rating Assigned/ Outlook
Long Term Fund Based Limits - Cash Credit	NA	NA	NA	35.00 (including proposed limits of Rs. 20.00 crore)	IVR BBB-/Stable Outlook (IVR Triple B Minus with Stable Outlook) ISSUER NOT COOPERATING*

**Issuer did not cooperate; based on best available information*