



The Pakistan Credit Rating Agency Limited

**Rating Report**

**The Hub Power Company Limited | PPCP**

Report Contents
1. Rating Analysis
2. Financial Information
3. Rating Scale
4. Regulatory and Supplementary Disclosure

Rating History					
Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
25-Sep-2019	AA+	A1+	Stable	Preliminary	-

**Rating Rationale and Key Rating Drivers**

The rating reflects the holding company character of Hubco with an exclusive focus on the different dimension of the energy sector. In addition to the investment book, Hubco itself is a large RFO based power plant. Hubco aims to expand generation capacity to boost the country's power generation by utilizing Pakistan's indigenous natural resources. Hubco is setting up new coal power plants (i) China Power Hub Generation Company (CPHGC): 2x660MW coal fired power plant at Hub, (ii) Thar Energy Limited (TEL): 330MW mine-mouth coal fired power plant at Thar and (iii) Thalnova Power: 330MW mine-mouth coal fired power plant at Thar. CPHGC is being developed under a joint venture with China Power International Holdings Limited (CPIHL). Hubco also has investment in Sindh Engro Coal Mining Company (SECMC). These investments are being funded through a mix of short term and long term debt. The proportion of debt in the funding plan is predominant when compared to fresh equity of PKR 7bln. Hubco has working capital related borrowing as well. Hubco is issuing another commercial paper upto PKR 5bln, which is effectively a replacement of an earlier commercial paper due in Oct-19. The overall debt quantum in the wake of fresh investment is huge. The cash flows of the company can sustain the burden, which will be complemented by expected dividend inflows. The cash flows are taking positive benefit for the enhanced capacity payments, emanating from quarterly indexation. The management has forecasted sizable net cash position, reflecting dividend inflow from subsidiaries; materialization of same is crucial. Hubco pays dividend, which in an eventuality is an available resource, as evidenced by recent history. Hubco has used short term debt instruments and intends to raise borrowing through privately placed sukuk. These streams are already accounted for in the funding plan.

Cash flow streams of Hubco's plants are guaranteed by GoP under the Power Purchase Agreement (PPA), subject to adherence to the agreed upon performance benchmarks; this provides comfort to the ratings. Timely completion of new projects, settlement of receivable and payable and maintaining healthy debt service coverages are important.

Disclosure	
<b>Name of Rated Entity</b>	The Hub Power Company Limited   PPCP
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Debt Instrument Rating
<b>Applicable Criteria</b>	PACRA_Methodology_Debt Instrument_FY19(Jun-19),PACRA_Methodology_IPP_FY19(Jun-19),PACRA_Criteria_Rating Modifiers_FY19(Jun-19)
<b>Related Research</b>	Sector Study   Power(Jan-19)
<b>Rating Analysts</b>	Faizan Arif   faizan.sufi@pacra.com   +92-42-35869504



## The Pakistan Credit Rating Agency Limited

<b>Profile</b>
<p><b>Plant:</b> The Hub Power Company Limited (Hub Power) consists of four generating units, each comprises of 323 MW gross outputs, with an oil-fired single re-heat boiler. Company has submitted a plan in May-19 to the government to convert furnace oil-fired plant into a coal-fired power plant prior to expiry of Power Purchase Agreement (PPA) in 2027.</p> <p><b>Tariff:</b> The company negotiated revision in generation tariff with National Electric Power Regulatory Authority (NEPRA) in June 2012. Generation reference tariff (levelized tariff for years 1-25) is US 18.6-cents/ KWh as approved by NEPRA.</p> <p><b>Return On Project:</b> The policy IRR of Hub Power, as agreed with NEPRA is 12%.</p>
<b>Ownership</b>
<p><b>Ownership Structure:</b> Mega Conglomerate Private Limited (19%) is the single largest shareholder, followed by Allied Bank Limited (10%), Fauji Foundation (9%) and National Bank Pakistan (5%). The remaining shareholding is held by various Financial Institutions, Joint Stock Companies and general public.</p> <p><b>Stability:</b> Stability in the IPPs is drawn from the agreements signed between the company and power purchaser. However, sponsors association with Mega Conglomerate and Fauji Foundation group will continue to provide comfort.</p> <p><b>Business Acumen:</b> Mega Conglomerate having a diversified experience with presence in shipping, logistics, real estate development, cement, energy and food sector.</p> <p><b>Financial Strength:</b> Mega Conglomerate has a strong consolidated asset base of PKR 65bln supported by an equity base of PKR 15bln as at June'18. Consolidated revenue and profit stood at PKR115bln and PKR 1.1bln, respectively. Group's total revenue is PKR 116bln with net profit of PKR 14bln.</p>
<b>Governance</b>
<p><b>Board Structure:</b> The Company's Board of Directors comprises of eleven Directors, The Board's efficacy is strengthened by the presence of an executive director, the CEO.</p> <p><b>Members' Profile:</b> Directors having strong professional profile along with diversified experience assists the management in terms of strategic guidance and implementation of strong control framework.</p> <p><b>Board Effectiveness:</b> For effective oversight of the matters the board has formed three board committees. (i) Board audit Committee (ii) Board Investment Committee and (iii) Board Compensation Committee. The company displays relevant information on website, stock exchange and financial reports in proper way.</p> <p><b>Financial Transparency:</b> Ernst &amp; Young Ford Rhodes Sidat Hyder is the external auditor of the company. The auditor has given unqualified opinion on company's financial Statement as at 30th June 2018.</p>
<b>Management</b>
<p><b>Organizational Structure:</b> Hub Power deploys a lean organizational structure. Six functions including Finance, Corporate services, Operations, and Audit report directly to CEO. The company's department – Manufacturing Excellence (MAX) – is responsible for improving the efficiency of the organization.</p> <p><b>Management Team:</b> Mr. Khalid Mansoor is appointed as the CEO of the company, in May 2013 carrying 36 years of experience in Energy &amp; Petrochemical Sectors. He is assisted by a team of experience professionals.</p> <p><b>Effectiveness:</b> Hub Power management effectiveness plays a significant role in empowering the organization through positive results, which has made decision making process systematic.</p> <p><b>Control Environment:</b> Hub Power has in place an efficient MIS reporting system for its operations. The system generates real-time plant production data, enabling efficient monitoring and timely decision making.</p>
<b>Operational Risk</b>
<p><b>Power Purchase Agreement:</b> Hub Power's key source of earnings is the revenue generated through sale of electricity to the power purchaser, CPPA-G. The Company will receive the capacity payments if it is at the benchmark availability and is ready to provide electricity, even if no purchase order is placed by Power Purchaser.</p> <p><b>Operation And Maintenance:</b> Hub Power has established a wholly owned subsidiary – Hub Power Services Limited (HPSL) – incorporated to manage the O&amp;M in 2015.</p> <p><b>Resource Risk:</b> Pakistan State Oil (PSO) is responsible for supplying RFO under the Fuel Supply Agreement (FSA) for 30 years. HUBCO is protected from fuel transportation issues as the company receives fuel directly from PSO.</p> <p><b>Insurance Cover:</b> Hub Power has adequate insurance coverage for property damage and business interruption. The insured values for damages include a property damage cover (upto USD 1,733mln) &amp; business interruption cover (up to USD 398mln).</p>
<b>Performance Risk</b>
<p><b>Industry Dynamics:</b> Pakistan total power generation is increasing on the back of new power projects under CPEC. Going forward, cheap renewable electricity will be a challenge to viability of thermal power plants. During FY18, there has been a growth of ~30% in the actual power generation. Moreover, there has been an increase of ~18% in the installed capacity as at end-Jun18 to 32,613MW (FY17: 27,703MW).</p> <p><b>Generation:</b> During 9MFY19, electricity generation decreased by 82% (9MFY19: 682GWH; 9MFY18: 4,150GWH; FY18: 5,201GWH, FY17: 6,793GWH) with average load factor of 9% (9MFY18: 52%). Generation was lower due to the facet of lower power demand on the back of improving energy mix. Hubco is receiving capacity payments despite having zero or minimal generation in the months of Jan, Feb and March 2019.</p> <p><b>Performance Benchmark:</b> During 9MFY19, net profit has decreased owing to higher financing costs partly offset by depreciation of Rupee against USD (9MFY19: PKR 5,841mln; 9MFY18: PKR 6,129mln; FY18: PKR 8,565mln; FY17: PKR 8,256mln). Plant availability during 9MFY19 stood at 84% with load factor of 9% and thermal efficiency of 38.3%.</p>
<b>Financial Risk</b>
<p><b>Financing Structure Analysis:</b> The Hub Power total project cost was \$1.5bln; with US \$175mln from international and local equity investors, US \$689mln from international banks, and the bulk of the rest coming via US \$589mln subordinated loan provided by the World Bank, JEXIM and ECAs. The project debt remained fully paid by the Company.</p> <p><b>Liquidity Profile:</b> At 9MFY19, total receivables of the company stood at PKR 68,442mln (FY18: PKR 82,311mln; FY17: PKR 73,662mln). Reduction in receivables is due to recently issued sukuk by GoP for the power sector.</p> <p><b>Working Capital Financing:</b> Receivable days have surged to 394 days in FY18 (FY17: 342 days) a facet of delayed payments recovery from CPPA-G. Receivables days as of 9MFY19 stood at 513days. Hubco has used short term debt instruments and intends to raise borrowing through a retail bond. Utilization of short term borrowings as of 9MFY19 stood at 93% (FY18: 73%). Short term debt instruments would act as bridging short-term facility to cover the timing difference between investments and cashflow from government. As of 9MFY19 company's long term equity investment stood at PKR 36bln (FY18: PKR 20bln), company through its wholly owned subsidiary Hub Holdings Limited has made an equity investment of PKR 22bln in China Power Hub Generation Company (CPHGC) and Thal Nova Power Ltd. During the period under review company holds 46% equity stake in CPHGC and 38.3% stake in Thal Nova.</p> <p><b>Cash Flow Analysis:</b> During the review period, despite improvement in Free cash flows of the company, the debt coverage ratio has declined significantly (9MFY19: 0.6x; FY18: 2.1x; FY17: 1.5x) on account of increased interest expense. Free cash flows as of 9MFY19 stood at PKR 8,324mln (FY18: PKR 10,478mln; FY17: PKR 13,381mln).</p> <p><b>Capitalization:</b> Hub Power leverage increased on the back recently issued commercial papers to finance equity investment in coal based power plants (Debt: equity; 9MFY19: 71%; FY18: 65%; FY17: 59%; FY16: 57%). Further drawdown from availed facility to invest equity in its subsidiary may cause leveraging to increase further.</p>
<b>About the Instrument</b>
<p>Hubco is in a process of issuing another unsecured, privately placed commercial paper upto PKR 5,000mln to finance Company's working capital requirements. Instrument will be issued at discounted value. The Commercial Paper, having a tenor of six months, carries a profit rate of 6MK + 150bps. The redemption of the instrument will be in bullet at the time of maturity.</p>



<b>The Hub Power Company Limited (Hubco)</b>			
<b>BALANCE SHEET</b>	<b>31-Mar-19</b>	<b>30-Jun-18</b>	<b>30-Jun-17</b>
	<b>9M</b>	<b>Annual</b>	<b>Annual</b>
<b>Non-Current Assets</b>	<b>14,172</b>	<b>15,477</b>	<b>17,440</b>
<b>Investments (Others)</b>	<b>36,215</b>	<b>20,679</b>	<b>11,174</b>
<b>Current Assets</b>	<b>82,022</b>	<b>100,462</b>	<b>86,369</b>
Inventory	3,493	7,643	4,746
Trade Receivables	68,442	82,684	73,662
Other Current Assets	9,785	9,708	6,737
Cash & Bank Balances	302	427	1,223
<b>Total Assets</b>	<b>132,409</b>	<b>136,617</b>	<b>114,983</b>
<b>Debt</b>	<b>54,947</b>	<b>36,424</b>	<b>27,867</b>
Short-term	32,578	21,776	20,091
Long-term (Incl. Current Maturity of long-term debt)	<b>22,369</b>	<b>14,648</b>	<b>7,777</b>
Other Short term liabilities (inclusive of trade payables)	55,040	80,367	67,630
Other Long term Liabilities	-	-	-
<b>Shareholder's Equity</b>	<b>22,423</b>	<b>19,827</b>	<b>19,486</b>
<b>Total Liabilities &amp; Equity</b>	<b>132,409</b>	<b>136,617</b>	<b>114,983</b>
<b>INCOME STATEMENT</b>	<b>31-Mar-19</b>	<b>30-Jun-18</b>	<b>30-Jun-17</b>
<b>Turnover</b>	<b>27,771</b>	<b>76,676</b>	<b>78,590</b>
Gross Profit	8,438	9,803	9,317
Other Operating Expense	(547)	(900)	(615)
Other Income	1,029	2,119	1,480
Financial Charges	(2,993)	(2,248)	(1,784)
Taxation	(86)	(209)	(142)
Profit from discontinued operations	-	-	-
<b>Net Income</b>	<b>5,841</b>	<b>8,565</b>	<b>8,256</b>
<b>Cashflow Statement</b>	<b>31-Mar-19</b>	<b>30-Jun-18</b>	<b>30-Jun-17</b>
Free Cashflow from Operations (FCFO)	8,324	10,478	13,381
Net Cash changes in Working Capital	(6,310)	(1,385)	(7,321)
Net Cash from Operating Activities	(647)	6,939	3,317
Net Cash from Investing Activities	(14,647)	(7,305)	(224)
Net Cash from Financing Activities	15,169	(430)	(8,709)
Cash transferred to NEL	-	-	3,558
Net Cash generated during the period	<b>(125)</b>	<b>(796)</b>	<b>(2,058)</b>
<b>Ratio Analysis</b>	<b>31-Mar-19</b>	<b>30-Jun-18</b>	<b>30-Jun-17</b>
<b>Performance</b>			
Turnover Growth	-51.5%	-2.4%	-9.1%
Gross Margin	30.4%	12.8%	11.9%
Net Margin	21.0%	11.2%	10.5%
ROE	111.4%	46.9%	39.1%
<b>Coverages</b>			
Debt Service Coverage (X) (FCFO/Gross Interest+CMLTD)	2.5	2.5	3.2
Interest Coverage (X) (FCFO/Gross Interest)	2.8	4.7	7.5
FCFO post WC / Gross Interest +CMLTD	0.6	2.1	1.5
<b>Liquidity</b>			
Short Term Borrowings Coverage	n.a.	0.4	0.6
Net Cash Cycle	-24.3	-11.0	22.3
<b>Capital Structure</b> (Total Debt**/Total Debt+Equity)	71.0%	64.8%	58.9%

## Debt Instrument Rating Scale & Definitions

Credit rating reflects forward-looking opinion on credit worthiness of underlying instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

### Long Term Ratings

**AAA** **Highest credit quality.** Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments

**AA+** **Very high credit quality.** Very low expectation of credit risk. Indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events.

**A+** **High credit quality.** Low expectation of credit risk. The capacity for timely payment of financial commitments is considered strong. This capacity may, nevertheless, be vulnerable to changes in circumstances or in economic conditions.

**BBB+** **Good credit quality.** Currently a low expectation of credit risk. The capacity for timely payment of financial commitments is considered adequate, but adverse changes in circumstances and in economic conditions are more likely to impair this capacity.

**BB+** **Moderate risk.** Possibility of credit risk developing. There is a possibility of credit risk developing, particularly as a result of adverse economic or business changes over time; however, business or financial alternatives may be available to allow financial commitments to be met.

**B+** **High credit risk.** A limited margin of safety remains against credit risk. Financial commitments are currently being met; however, capacity for continued payment is contingent upon a sustained, favorable business and economic environment.

**CCC** **Very high credit risk.** Substantial credit risk "CCC" Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. "CC" Rating indicates that default of some kind appears probable. "C" Ratings signal imminent default.

**D** Obligations are currently in default.

### Short Term Ratings

**A1+** The highest capacity for timely repayment.

**A1** A strong capacity for timely repayment.

**A2** A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.

**A3** An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.

**B** The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions.

**C** An inadequate capacity to ensure timely repayment.

**Outlook (Stable, Positive, Negative, Developing)** Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. 'Stable' outlook means a rating is not likely to change. 'Positive' means it may be raised. 'Negative' means it may be lowered. Where the trends have conflicting elements, the outlook may be described as 'Developing'.

**Rating Watch** Alerts to the possibility of a rating change subsequent to, or in anticipation of, a) some material identifiable event and/or b) deviation from expected trend. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating Watch may accompany Outlook of the respective opinion.

**Suspension** It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.

**Withdrawn** A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, c) the debt instrument is redeemed, d) the rating remains suspended for six months, e) the entity/issuer defaults., or/and f) PACRA finds it impractical to surveil the opinion due to lack of requisite information.

**Harmonization** A change in rating due to revision in applicable methodology or underlying scale.

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(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

### **2) Conflict of Interest**

i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)

ii. PACRA, the analysts involved in the rating process and members of its rating committee, and their family members, do not have any conflict of interest relating to the rating done by them | Chapter III; 12-2-(e) & (k)

iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

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(6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)

(7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report.

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(10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)

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(13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers' associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)

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(15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)

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(17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

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(19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)

(20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)

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(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(F-VII)

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**Regulatory and Supplementary Disclosure**

Nature of Instrument	Size of Issue (PKR)	Tenor	Security	Quantum of Security	Nature of Assets	Trustee	Book Value of Assets
Unsecured privately placed Short Term CP	PKR 4,655.3mln	6 months	Unsecured	N/A	N/A	Bank Alfalah Limitd and Arif Habib Limited	N/A

**Hub Power Company Limited- Privately Placed Commercial Paper**

Name of Issuer	The Hub Power Company Limited (HUBCO)
Issue size	PKR 4655.3mln at Discount
Issue Month	September-19
Tenor	Up to six months from the date of Drawdown
Maturity	25-Mar-19
Profit Rate	6 months KIBOR plus 150 bps per annum
Principal Repayment	Facility will be redeemed in bullet at the expiry of Tenor
Security	Unsecured

**Hub Power Company Ltd- Privately Placed Commercial Paper | Redemption Schedule**

Due Date Principal	Opening Principal	Principal Repayment	Due Date Markup/ Profit	Markup/Profit Rate		Markup/Profit Payment	Installment Payable	Principal Outstanding
				Base	Spread			
PKR in mln								
	5,000,000,000							
25-Sep-19	4,655,349,738			13.90%	1.50%			4,655,349,738
25-Oct-19	4,710,479,516			13.90%	1.50%		-	4,710,479,516
25-Nov-19	4,768,132,909			13.90%	1.50%		-	4,768,132,909
25-Dec-19	4,824,598,293			13.90%	1.50%		-	4,824,598,293
25-Jan-20	4,883,648,431			13.90%	1.50%		-	4,883,648,431
25-Feb-20	4,943,421,306			13.90%	1.50%		-	4,943,421,306
25-Mar-20	5,000,000,000	5,000,000,000	25-Mar-20	13.90%	1.50%	344,650,262	5,000,000,000	-