



The Pakistan Credit Rating Agency Limited

## Rating Report

### GuarantCo Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
30-Jun-2021	AAA	A1+	Stable	Maintain	-
30-Jun-2020	AAA	A1+	Stable	Maintain	-
28-Dec-2019	AAA	A1+	Stable	Maintain	-
28-Jun-2019	AAA	A1+	Stable	Maintain	-
31-Dec-2018	AAA	A1+	Stable	Maintain	-
18-May-2018	AAA	A1+	Stable	Maintain	-
29-Sep-2017	AAA	A1+	Stable	Maintain	-
13-Jan-2017	AAA	A1+	Stable	Maintain	-
13-Jan-2016	AAA	A1+	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

GuarantCo Limited, an international Joint Venture development financial institution, is the local currency guarantee arm of the Private Infrastructure Development Group (PIDG). It is directly and indirectly owned by five highly rated sovereigns. Support of the sponsors is evident from time to time in the form of injection of capital. GuarantCo mainly operates in low income, below investment grade countries as per its mandate. Currently, the exposure is in twenty one countries wherein, most of the exposure lies in corporate finance & project finance. There is increased focus towards Asia from Africa evident from enhanced portfolio in South Asian market. The emerging Asian market is representing above 50% of the portfolio. The current portfolio is skewed towards energy, transport, inputs for infrastructure, telecom and urban infrastructure sectors. Asset quality remains major concern as pressures are building up in key markets due to COVID-19 pandemic. The penetration of COVID-19 pandemic in South Asia especially India, in the last few months, may result in deteriorated performance of the entities. Steady growth has been seen in the guarantee portfolio along with growth in equity base. The company is eyeing to call available committed callable facility. During CY20, guarantee income recorded slight downtick while other income from portfolio increased. Net income declined YoY in CY20. Liquidity indicators remained in good range.

GuarantCo Management Company, a fully owned subsidiary of Cardano Development, is the fund manager responsible for GuarantCo's commercial operations. GuarantCo's ratings are dependent on its robust ownership structure & strong liquidity buffer. Prudent expansion and close monitoring of asset quality and internal obligor rating remains critical.

#### Disclosure

<b>Name of Rated Entity</b>	GuarantCo Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   FI (Jun-20), Methodology   Correlation Between Long-Term And Short-Term Rating Scale (Jun-20), Criteria   Rating Modifier (Jun-20)
<b>Related Research</b>	Sector Study   Credit Guarantee Institutions (Jun-20)
<b>Rating Analysts</b>	Sehar Fatima   sehar.fatima@pacra.com   +92-42-35869504



## Profile

**Structure** GuarantCo Limited (GuarantCo) was incorporated in Port Louis, Mauritius on August 25, 2005 as an unlisted company.

**Background** GuarantCo is a Joint Venture Financial Institution with international operations. GuarantCo's registered office is located in Mauritius.

**Operations** The key objectives of establishing the entity are to, i) support infrastructure projects in low income countries via guarantee provisions which in turn, enable the said projects to raise debt financing and, ii) development of local financial debt markets. Thus, GuarantCo facilitates to bridge the funding gap that the local debt market would fail to meet due to capacity constraints, exposure limits and other covenants.

## Ownership

**Ownership Structure** The ultimate ownership of GuarantCo lies with five governments United Kingdom, Netherlands, Sweden, Switzerland, and Australia. Shareholders are five highly rated sovereigns - United Kingdom (AA by Fitch), Switzerland (AAA by Fitch), Sweden (AAA by Fitch), Netherlands (AAA by Fitch), and Australia (AAA by S&P). With the exception of the Netherlands Development Finance Company (FMO), which contributes 11% of GuarantCo's total paid-in capital, the agencies act jointly under the umbrella of the Private Infrastructure Development Group (PIDG). GuarantCo also has stand-by debt facilities made available by non-shareholding sponsors such as the AfD and the government of Canada.

**Stability** The company's ownership structure is expected to remain the same in foreseeable future.

**Business Acumen** The business acumen is considered strong as PIDG and FMO are associated with same business.

**Financial Strength** PIDG with consolidated strength of eight members is a donor financed trust while FMO is a development bank (51% owned by the Dutch government through Dutch Ministry of Foreign Affairs). Capital injections by sponsors on continuous basis signifies commitment to support. Although, no formal commitment exists, the likelihood of support from the sponsors is high in case of need.

## Governance

**Board Structure** GuarantCo's five-member BoD comprises of non-executive directors - qualified professionals with emerging and frontier market experience. Members' Profile Ms. Yukiko Omura is serving the board as chairman since 2018 and carries more than three decades of experience in multilateral development agencies and leading investment banks

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**Board Effectiveness** Since CY18, all sub board committees' functions have been delegated to PIDG for smooth functioning of operations.

**Financial Transparency** The Company's auditors, Binder Dijker Otte (BDO), are among well reputed audit firms internationally.

## Management

**Organizational Structure** Management of guarantee portfolio is outsourced to GuarantCo Management Company Limited (GMCL), a fully owned subsidiary of Cardano Development. Treasury investment book is subcontracted to PIMCO and Fidelity.

**Management Team** Mr. Lasitha Perera, Chief Executive Officer of GuarantCo, decided to step down from his role in Apr-21. Ms. Emily Bushby, GuarantCo's Chief Operating Officer, has been appointed interim CEO till the appointment of new CEO. The entire reporting line of GuarantCo terminates into CEO. The entire management team consists of eight Executive Officers, who carry extensive experience which bodes well for risk profile of the company.

**Effectiveness** On May 9, 2016 GuarantCo Management Company Limited (GMC) took over the management agreement from Frontier Markets Fund Manager Limited (FMFML) - the manager of GuarantCo since 2006. GMC is a 100% subsidiary of Cardano Development. The scope of GMC's core responsibilities is to; identify new business opportunities ensuring compliance with related policies, make business plan and budget; performing due diligence and negotiate arrangements of new guarantees to be initiated; and continuous review and management of business portfolio and guarantee products.

**MIS** Various manuals and policies have been put in place by the PIDG to overlook all management functions.

**Risk Management Framework** RMF comprehensively covers; i) measurement tools/models (Project rating model), ii) establishment of limits (guarantees, investments), and iii) policies and procedural manuals related to overall risk management. RMF has developed Guarantee Policy and operational guidelines which covers credit, market, liquidity and operational risks and will be consistent with PIDG operational policies and procedures.

## Business Risk

**Industry Dynamics** Credit Guarantee Institutions (CGIs) facilitate lending by providing credit guarantees against the risk of default of issuers. These guarantees help these entities in raising debt from financial institutions. Thus CGIs are vital source of financial assistance to these entities. Globally, most CGIs are mandated to promote business, financial markets and infrastructure development activities mainly in less developed segments.

**Relative Position** GuarantCo is a specialized financial guarantor. It issues guarantees to enhance the credit quality of debt instruments, mainly loans and bonds issued in local currency to finance infrastructure projects in emerging markets.

**Revenues** GuarantCo's revenue source comprises two streams: (i) guarantee income (fees received from its clients on the committed guarantees) and (ii) income on its investment portfolio. During CY20, guarantee revenue dipped YoY by 5% (CY20: USD 15.1mln; CY19: USD 15.9mln). Moreover interest earned on investments decreased significantly by 37% (CY20: USD 4.9mln; CY19: USD 7.8mln).

**Performance** Net revenue (guarantee & investment) increased during CY20, ending up at USD 19.5mln (CY19: USD 17.3) attributable to increased other income from portfolio. However, net income largely remained stagnant and stood at USD 2.12mln (CY19: USD 2.13mln) on account of increased fund manager expenses.

**Sustainability** GCL's portfolio has major weight of investments in South Asia as per mandate, specifically towards India (14.3%) followed by Pakistan (14.3%). The company has been aiming to expand the guarantee portfolio to USD 1bln in CY21.

## Financial Risk

**Credit Risk** The company's overall guarantee book remains on the lower side owing to the specific nature of business and its target market and any defaults therefore have to be absorbed by GuarantCo. Thus the company prudently maintained its high provisioning against the non performing book based upon the probability of default and loss given default amounts and usually maintained entirely provision against claims.

**Market Risk** Current portfolio is spread across twenty one countries and eight sectors. The current guarantee portfolio size during CY20 stood at USD 865.39mln (CY19: USD 876.33mln), showing a downward trend. As at end-Dec20, the company's country wise exposure is concentrated towards India (14.3%) followed by Pakistan (14.3%) and Ghana (9.4%).

**Liquidity And Funding** Liquidity profile remained largely stagnant during the period under review reflected in the liquidity ratio for CY20 stated as 226.7% (CY19: 223.7%). The increase in bank deposits and money market funds as GuarantCo board has moved its investment with Fidelity from a Bond portfolio into a Money Market Fund. It is reported as cash on the balance sheet due to its high liquidity.

**Capitalization** Sound capitalization level as evident by healthy capital to guarantee portfolio. GuarantCo signed an EUR100 million debt facility with the AfD and Canada has provided CAD 40mln as debt facility during 1QCY21. Callable-capital facility by FCDO and a standby facility by FMO is available. The USD 30mln facility by FMO, which was finalized in CY16 is due to mature in 2021. Additionally, UK (FCDO) has increased the callable capital to be provided to GuarantCo from GBP 40m to GBP 130m in Q2 2021, which was signed by FCDO and has been made available for utilization under the revised GuarantCo funding agreement in 2021.



GuarantCo Limited

	31-Mar-21	31-Dec-20	31-Dec-19	31-Dec-18
	Annual	Annual	Annual	Annual
<b>Balance Sheet</b>				
<b>ASSETS</b>				
<b>Earning Assets</b>				
1. Deposits with Banks	169,350	169,233	158,299	62,077
2. Investments	125,608	126,210	120,191	213,259
3. Gaurantee Contracts	3,414	4,119	4,315	13,117
Trade and other receivables	20,459	17,754	22,810	7,351
Deferred expenses	209	295	311	237
Deferred Tax	-	-	-	-
<b>TOTAL ASSETS</b>	<b>319,040</b>	<b>317,610</b>	<b>305,925</b>	<b>296,040</b>
<b>LIABILITIES</b>				
<b>Current Liabilities</b>				
1. Derivative Financial Instruments	-	203	202	3
2. Financial Guarantee Contracts & Facility Agreements FVTPL	32,125	30,451	25,208	19,240
3. Trade and other payables	8,113	5,436	6,877	4,299
4. Provision - Guarantee payable	-	-	-	-
<b>Other Liabilities</b>	1,225	1,776	1,018	2,009
<b>EQUITY</b>				
<b>TOTAL EQUITY</b>	<b>277,575</b>	<b>279,744</b>	<b>272,620</b>	<b>270,489</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>319,040</b>	<b>317,610</b>	<b>305,925</b>	<b>296,040</b>
<b>INCOME STATEMENT</b>				
Portfolio Revenue - Net	3,287	11,832	7,184	5,437
Finance Income	(38)	7,715	10,135	3,497
Fund Manager Fee & Administrative expenses	(5,394)	(16,963)	(14,867)	(13,500)
Profit Before Taxation	(2,145)	2,583	2,453	(4,565)
Taxation	(24)	(459)	(322)	(190)
<b>Net Income</b>	<b>(2,169)</b>	<b>2,124</b>	<b>2,131</b>	<b>(4,756)</b>
<b>RATIO ANALYSIS</b>				
<b>Profitability Ratios</b>				
1. ROE	-6.3%	0.8%	0.8%	-1.7%
<b>Liquidity Ratios</b>				
1. Liquid Assets/Gross Guarantees	228.6%	226.7%	223.7%	121.7%
2. Liquid Assets/Equity	61.0%	60.5%	58.1%	23.0%
<b>Capital Adequacy</b>				
1. Equity/Total Assets	87.0%	88.1%	89.1%	91.4%
2. Equity/Gross Guarantees	215.1%	214.6%	219.0%	119.5%
<b>GuarantCo Limited</b>				

**Credit Rating**

Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or 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.

Scale	Long-term Rating Definition
AAA	<b>Highest credit quality.</b> Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+	
AA	<b>Very high credit quality.</b> 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.
AA-	
A+	
A	<b>High credit quality.</b> 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.
A-	
BBB+	
BBB	<b>Good credit quality.</b> 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.
BBB-	
BB+	<b>Moderate risk.</b> 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.
BB	
BB-	
B+	
B	<b>High credit risk.</b> 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.
B-	
CCC	<b>Very high credit risk.</b> 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.
CC	
C	
D	Obligations are currently in default.

Scale	Short-term Rating Definition
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.
A4	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. Liquidity may not be sufficient.



*\*The correlation shown is indicative and, in certain cases, may not hold.*

**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 some material identifiable event with indeterminable rating implications. 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 rating 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) the debt instrument is redeemed, c) the rating remains suspended for six months, d) the entity/issuer defaults., or/and e) 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.

**Surveillance.** Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

**Note.** This scale is applicable to the following methodology(s):

<p><b>Entities</b></p> <ul style="list-style-type: none"> <li>a) Broker Entity Rating</li> <li>b) Corporate Rating</li> <li>c) Financial Institution Rating</li> <li>d) Holding Company Rating</li> <li>e) Independent Power Producer Rating</li> <li>f) Microfinance Institution Rating</li> <li>g) Non-Banking Finance Companies (NBFCs) Rating</li> </ul>	<p><b>Instruments</b></p> <ul style="list-style-type: none"> <li>a) Basel III Compliant Debt Instrument Rating</li> <li>b) Debt Instrument Rating</li> <li>c) Sukuk Rating</li> </ul>
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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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- (12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity
- (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)
- (14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)
- (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)
- (16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)
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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)
- (21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)

### **Probability of Default**

(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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