



The Pakistan Credit Rating Agency Limited

## Rating Report

### Ghani Chemical Industries Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
14-Jun-2021	A	A1	Stable	Upgrade	-
03-Feb-2021	A-	A2	Stable	Maintain	-
07-Feb-2020	A-	A2	Negative	Maintain	YES
30-Oct-2019	A-	A2	Negative	Maintain	-
30-Apr-2019	A-	A2	Developing	Maintain	YES

#### Rating Rationale and Key Rating Drivers

The ratings recognize Ghani Chemical Industries Limited's (GCIL) leading and prominent position in the industrial and medical gases sector in terms of production capacity. The industry largely possesses an oligopolistic structure, benefiting the players. Demand of medical gases in health sector has significantly escalated during third wave of Covid-19 and is expected to sustain in short to medium term. On the other side manufacturing and construction industry has comprehended recovery which led to improved demand for industrial gases. The company was able to capitalize growth from (a) Underutilized free capacity, which was available as a result of 3rd 110TPD plant expansion (b) price rationalization of medical and industrial gases also witnessed from financial performance of the company recorded in 9MFY21. Company's margins, coverages and working capital cycle showed improvement at all levels. Cash flows of the Company also posted a healthy growth. All three plants are operational with higher capacity utilization. Capacity expansions are underway and currently the Company is setting up its fourth 105TPD dedicated plant which will cater the need of a renowned big industrial customer through a long term sale contract and would play a vital role towards top-line and bottom-line growth. GCIL also intends to setup the largest 275TPD plant in KPK in future as well. Going forward the Company is expected to receive benefits from (a) rising demand from industrial and medical gases which will be translated into better financial performance and are evident in future financial projections (b) Capacity expansions with new plants and enhancement of current % utilization to ensure maximum production (c) reduce reliance towards borrowings from financial institutions with rationalize leveraging policy (d) stock exchange listing to capitalize future growth. The Company is contemplating a short term bridge finance specified for another expansion project, which will be latter on funded through equity sources.

The ratings are dependent on the Company's ability to effectively utilize enhanced capacities. At the same time, management of financial risk, particularly debt coverages, remains important, wherein any further deterioration would have negative implications for the ratings. Consistent growth in market share and improved margins would support ratings.

#### Disclosure

<b>Name of Rated Entity</b>	Ghani Chemical Industries Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Corporate Ratings(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   Industrial Gases(Oct-20)
<b>Rating Analysts</b>	Kanwal Ejaz   kanwal.ejaz@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Ghani Chemical Industries Limited (Ghani Chemicals) is an unlisted, public limited concern incorporated in 2015.

**Background** Ghani Chemicals was established as a private limited company in Nov-15, as part of the Ghani Global Group of Companies, for the purpose of setting up a chemical manufacturing plant in Hattar Economic Zone. However, due to economic and political challenges, the said project was postponed. In Jul-19, as part of the Scheme of Compromises, Arrangement and Reconstruction undertaken by the Ghani Global Group of Companies, the manufacturing undertaking of Ghani Gases Limited, along with all assets and liabilities, was transferred to Ghani Chemicals. The Company is a subsidiary of Ghani Global Holdings Limited (formerly "Ghani Gases Limited").

**Operations** Ghani Chemicals is engaged in the manufacturing, sale and trading of medical and industrial gases and chemicals including Liquid Nitrogen, Liquid Oxygen, Argon and Calcium Carbide. The Company was previously operating with two production facilities for manufacturing of liquid industrial and medical gases with combined capacity of ~220TPD. A third 110TPD plant was set up in Aug-19, which has now started its commercial operations. The total production capacity of the Company now stands at ~330TPD.

## Ownership

**Ownership Structure** The majority stake in Ghani Chemicals (~74.45%) is presently held by the Group holding company, Ghani Global Holdings Limited, which is majorly owned by the Ghani Family (~52%). The remaining shareholding lies Ghani Products (Pvt.) Ltd.

**Stability** The recent restructuring undertaken by the Ghani Group has resulted in the transition of Ghani Gases Limited – formerly a manufacturing entity – into the Group holding company, Ghani Global Holdings Limited.

**Business Acumen** The sponsors have over five decades of entrepreneurial experience in vastly diversified sectors including industrial gases, engineering, mining, glass, real estate, automobiles and food.

**Financial Strength** The Ghani Group, which includes Ghani Global Holdings Limited, Ghani Global Glass Limited and Ghani Chemical Industries Limited, had total equity of ~PKR 8.6bln at end-March 21. The Group has adequate financial muscle and has shown willingness and ability to support the Company in the past.

## Governance

**Board Structure** The oversight of the Company lies with a four-member Board of Directors, chaired by Mr. Masroor Ahmad Khan. The remaining Board comprises two members of the sponsoring family including the CEO and one Group employee.

**Members' Profile** Mr. Masroor Ahmad Khan – Chairman – has been associated with the family business since 1985. With over three decades of experience, he holds managerial and directorial positions in various Group companies. Most Directors have been associated with the Board since the inception of the Company and have extensive experience in diversified sectors.

**Board Effectiveness** Board meetings of the Company are held quarterly in compliance with the principles of corporate governance for public, unlisted companies. Addition of independent directors to the Board would add quality to its independent oversight function.

**Financial Transparency** M/s, ShineWing Hameed Chaudhri & Co. Chartered Accountants is the newly appointed external auditor of the Company. The auditor is QCR listed and also appears on the State Bank of Pakistan's panel of auditors. Previous Auditors, M/s, Rizwan & co. Chartered Accountants gave an unqualified opinion on the Company's financial statements for the year ended June 30, 2020. M/s, ShineWing Hameed Chaudhri & Co. Chartered Accountants has conducted a special audit of the company as at December 2020.

## Management

**Organizational Structure** The Company's overall operations are segregated into six broad functional divisions with divisional heads reporting directly to the CEO.

**Management Team** Mr. Hafiz Farooq Ahmad holds the office of CEO. The Company's management team comprises qualified and experienced professionals with a diversified range of skills related to the industrial gases industry and other sectors.

**Effectiveness** Ghani Chemicals maintains adequate IT infrastructure and related controls with regular presentation of reports to senior management. Management committees are in place to attend to relevant matters with documentation of minutes.

**MIS** The Company has deployed Oracle ERP solution which has resulted in quality enhancement of its reporting system.

**Control Environment** MIS reports are presented on a regular basis to the senior management including inventory, finance and production. Implementation of Oracle technology ensures timely availability of information for efficient decision making.

## Business Risk

**Industry Dynamics** Pakistan's overall production capacity for industrial gases currently stands at ~995TPD, with the major capacity lying with Ghani Chemicals and Pakistan Oxygen (formerly Linde Pakistan). With the expansion of third plant, Ghani Chemicals is now the largest manufacturer of Industrial and medical gases. Pakistan Oxygen has announced its capacity expansion for FY23. Meanwhile, demand for industrial and medical gases is expected to increase in line with the overall economic recovery.

**Relative Position** Pakistan Oxygen currently holds the leading position in industrial gases' industry with a market share of ~45%, whereas Ghani Chemicals follows with a share of ~37%

**Revenues** The Company's topline is led by industrial gases, mainly Liquid Oxygen and Liquid Nitrogen, followed by chemicals segment mainly including Calcium Carbide. During March 21, net sales of the company recorded at 2.6bln, (IHFY21:1.5bln, FY20: 2bln).

**Margins** In pursuance of health and industrial sector needs, there is an increasing trend of Gross margins of the company. Company posted a 42.2% gross margin as at March 21 (IHFY21: 41.6%, FY20: 24.1). Net margins of the company has clocked at 15.6% as at March 21 (IHFY21: 14.8%, FY20:7.8).

**Sustainability** The impact of the new plant's operations on revenue and gross margins is yet to be materialized. Further, many new contracts are in pipeline which will improve the financial position of the company.

## Financial Risk

**Working Capital** Ghani Chemicals' working capital requirements emanate from its need to finance its inventory of imported Calcium Carbide and offering relaxed credit terms to its customers. The Company's net cash cycle remained 67 days as at March 21 (IHFY21: 69 days, FY20 106 days). Current ratio of the company has improved, as it reached to ~3.4x as at March 21 (IHFY21~3.7x, FY20: ~2.9x).

**Coverages** Free cash flows as at March-21 is ~PKR 831mln. As at IHFY21 Free cash flow of the company was 506mln. While interest coverage reached to 1.9x as at March 21 (FY20: 0.4). Going forward, timely recovery of receivables, receipt of tied up tax refunds and cash flows from the new plant, in line with debt repayments, is critical to avoid further pressure on coverages.

**Capitalization** Ghani Chemicals' leveraging reached to ~48% as at March 21 (IHFY21: 57%, FY20: 60%) due to internally generated cashflows and less reliance on short term borrowings. Meanwhile, the Company's Sukuk, issued in FY17, had an outstanding value of ~PKR 650mln as at March, 2021.



The Pakistan Credit Rating Agency Limited

Financial Summary

PKR mln

Ghani Chemical Industries Limited Chemicals	Mar-21 9M	Jun-20 12M	Jun-19 12M	Jun-18 12M
<b>A BALANCE SHEET</b>				
1 Non-Current Assets	4,062	4,035	3,411	3,127
2 Investments	-	-	-	-
3 Related Party Exposure	0	0	1	593
4 Current Assets	1,939	1,340	1,754	1,607
a Inventories	55	55	44	94
b Trade Receivables	710	482	607	469
5 Total Assets	6,001	5,375	5,166	5,327
6 Current Liabilities	566	465	311	228
a Trade Payables	385	171	107	94
7 Borrowings	2,428	2,522	2,276	2,045
8 Related Party Exposure	-	285	246	231
9 Non-Current Liabilities	372	268	336	316
10 Net Assets	2,635	1,836	1,997	2,507
11 Shareholders' Equity	2,635	1,836	1,997	2,507
<b>B INCOME STATEMENT</b>				
1 Sales	2,660	2,049	2,301	-
a Cost of Good Sold	(1,538)	(1,555)	(1,722)	(1,410)
2 Gross Profit	1,123	494	579	(1,410)
a Operating Expenses	(314)	(425)	(401)	(346)
3 Operating Profit	809	69	178	(1,756)
a Non Operating Income or (Expense)	(37)	28	11	(12)
4 Profit or (Loss) before Interest and Tax	772	97	189	(1,767)
a Total Finance Cost	(164)	(320)	(213)	(123)
b Taxation	(194)	63	(41)	(1)
6 Net Income Or (Loss)	414	(160)	(65)	(1,892)
<b>C CASH FLOW STATEMENT</b>				
a Free Cash Flows from Operations (FCFO)	831	300	228	281
b Net Cash from Operating Activities before Working Capital Changes	652	(8)	37	165
c Changes in Working Capital	(459)	321	(78)	(90)
1 Net Cash provided by Operating Activities	193	313	(41)	75
2 Net Cash (Used in) or Available From Investing Activities	(112)	(602)	(244)	(236)
3 Net Cash (Used in) or Available From Financing Activities	24	266	221	101
4 Net Cash generated or (Used) during the period	105	(23)	(64)	(61)
<b>D RATIO ANALYSIS</b>				
1 Performance				
a Sales Growth (for the period)	73.1%	-11.0%	--	N/A
b Gross Profit Margin	42.2%	24.1%	25.1%	N/A
c Net Profit Margin	15.6%	-7.8%	-2.8%	N/A
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	14.0%	30.3%	6.5%	N/A
e Return on Equity [ Net Profit Margin * Asset Turnover * (Total Assets/Shareholders' Equity) ]	24.7%	-8.4%	-2.9%	N/A
2 Working Capital Management				
a Gross Working Capital (Average Days)	67	106	107	N/A
b Net Working Capital (Average Days)	38	81	91	N/A
c Current Ratio (Current Assets / Current Liabilities)	3.4	2.9	5.6	7.0
3 Coverages				
a EBITDA / Finance Cost	5.8	0.7	1.5	3.3
b FCFO / Finance Cost+CMLTB+Excess STB	1.9	0.4	0.5	0.8
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	1.5	-119.8	83.0	8.2
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	48.0%	60.3%	55.8%	47.6%
b Interest or Markup Payable (Days)	57.6	68.7	80.4	0.0
c Entity Average Borrowing Rate	7.2%	11.7%	8.8%	5.3%

**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
<b>AAA</b>	<b>Highest credit quality.</b> Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
<b>AA+</b>	
<b>AA</b>	<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.
<b>AA-</b>	
<b>A+</b>	
<b>A</b>	<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.
<b>A-</b>	
<b>BBB+</b>	
<b>BBB</b>	<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.
<b>BBB-</b>	
<b>BB+</b>	<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.
<b>BB</b>	
<b>BB-</b>	
<b>B+</b>	
<b>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>B-</b>	
<b>CCC</b>	<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.
<b>CC</b>	
<b>C</b>	
<b>D</b>	Obligations are currently in default.

Scale	Short-term Rating Definition
<b>A1+</b>	The highest capacity for timely repayment.
<b>A1</b>	A strong capacity for timely repayment.
<b>A2</b>	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
<b>A3</b>	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
<b>A4</b>	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)

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- 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.
- (8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)
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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)
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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)
- (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)
- (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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- (18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)
- (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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