



The Pakistan Credit Rating Agency Limited

Rating Report

H. Sheikh Noor-ud-Din & Sons (Private) Limited

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
31-Jan-2019	A-	A2	Developing	Maintain	YES
02-Aug-2018	A-	A2	Stable	Maintain	-
29-Jan-2018	A-	A2	Stable	Initial	-
29-Jan-2018	A-	A2	Stable	Initial	-

Rating Rationale and Key Rating Drivers

H. Sheikh Noor Ud Din & Sons (HSNDS), manufacturing arm of NRS International, is primarily engaged in manufacturing of relief items and health items for international donor agencies. The ratings incorporate company's long term association with international donor agencies such as UNHCR, UNESCO, Red Cross, and others. The company manufactures Long Lasting Insecticidal Nets (LLIN) under brand name DawaPlus®. Approved by World health Organization, it is the second most used LLIN with over 35% market share in the world. LLIN represents over 60% share of revenues of the company. The company's long term contracts along with strong margins provide comfort to sustainable healthy profitability. To cater the volatile needs of the relief industry, HSNDS has to maintain higher inventory levels which in turn give rise to higher capital needs. Increased working capital needs caused the short term borrowings to rise, impacting overall financial profile of the company. However, with repayment of capex related lease liabilities overall leveraging remains moderate. The company enjoys good debt coverages.

Prudent management of working capital, while keeping efficient inventory levels to manage relief industry needs will be important. Meanwhile, strengthening of governance framework and financial transparency for better oversight of strategic affairs is considered essential. Adherence to agreed upon financial matrices (Short term borrowing to Net working capital <70%, cash debt coverages of above 2.5x) will remain critical.

The entity is undergoing reorganization after which part of its assets will be segregated. PACRA has placed entity ratings of the company on Rating watch and continues to monitor the progress. The above mentioned process is expected to complete in near future and action will be taken accordingly.

Disclosure

Name of Rated Entity	H. Sheikh Noor-ud-Din & Sons (Private) Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology Corporate Ratings(Jun-18),Methodology Criteria Rating Modifier(Jun-18),Methodology Correlation Between Long-Term And Short-Term Rating Scale(Jun-18)
Related Research	Sector Study Others(Jan-19)
Rating Analysts	Muhammad Hassan muhammad.hassan@pacra.com +92-42-35869504

Profile

Legal Structure H. Sheikh Noor-ud-Din & Sons Pvt. Ltd. (HSNDS) was incorporated in 1979 as a Private Limited Company.

Background In 1966, Sheikh Muhammad Sarwar, founder and chairman of HSNDS, opened a local shop to sell canvas. A pivotal event in the company was when it began to supply tents to the United Nations during the Iran-Iraq War in 1980.

Operations Principal operations of HSNDS comprise production and sale of humanitarian relief items, multi-purpose tents, insecticidal nets and solar solutions. The company operates as the production arm of NRS Group.

Ownership

Ownership Structure The group is a family business owned and managed by Sarwar family via equal individual shareholdings of four brothers Farhan Sarwar, Farhaj Sarwar, Ahmar Sarwar and Furqan Sarwar.

Stability Currently the Company is in the process of re-designing its ownership structure. The situation on the entity's stability will be more clear in the near future.

Business Acumen Sponsors have strong knowledge of the industry and extensive experience in the relevant fields and have the power to direct relevant activities of the Company.

Financial Strength Financial Strength of the entity is considered strong. Apart from relief industry the sponsors are also involved in other businesses like oil extraction, real-estate and dairy products.

Governance

Board Structure The board is dominated by the sponsors. All four brothers are on the board. The board does not have any independent director. All directors are executive directors. The company does not follow code of corporate governance rules not being a listed company.

Members' Profile Board members have significant industry experience and have a long association with HSNDS as all board members are also shareholders. Mr. Farhan Sarwar- CEO HSNDS is also the chairman of the company. He has over 30 years' experience of working in relief industry. He has been associated with the company since 1987.

Board Effectiveness The board has not formed any committee. Being executive directors all directors are heavily involved in the day to day operations of the company. However, documentation of discussion in meetings needs improvement.

Financial Transparency Kaleem & CO Chartered Accountants are the external auditors of the company. The auditor has given an unqualified opinion on the financial statements as at 30th June 2018.

Management

Organizational Structure HSNDS has a broad organizational structure. The company's structure is mainly divided into four divisions. Three divisions operate in Pakistan whereas one division operates in Dubai. The four divisions are 1) Share Services, 2) Sales & Marketing Services, 3) Supply Chain Services and 4) Business Services. All four divisions are mainly headed by four brothers who own the company.

Management Team Mr. Farhan Sarwar who is also the CEO and Chairman of the Company and oversees Business Services Division. Mr. Farhaj Sarwar looks after the sales and marketing division of the group in Dubai. Whereas, Mr. Ahmar Sarwar and Mr. Furqan Sarwar head Shared Services and Supply chain Services Division respectively.

Effectiveness HSNDS maintains good IT infrastructure and related controls. The Company has installed an effective Enterprise Resource Planning Software – SAP in its facilities.

MIS The Company maintains a comprehensive MIS reporting system for the management to keep track of activities. The company's MIS comprises range of reports including cash position, receivable position, payable position, production, inventory status reports, and segment wise profit & loss statement.

Control Environment HSNDS has a well-trained quality control department which is responsible for ensuring product quality. Company's compliance with internationally acclaim quality standards help HSNDS to meet its customer specification. The company is ISO 9001, ISO – 14000 and SE 8000 certified.

Business Risk

Industry Dynamics Sales of this industry are majorly made to areas affected by natural calamities or areas which are more prone to diseases caused by mosquitoes. Relief items are mainly sold in African areas and parts of Middle East, Western Asia which are affected by Middle East war and flood affected areas.

Relative Position HSNDS is one of the world's leading manufacturers of core relief items and long-lasting insecticidal nets for humanitarian aid and public health sectors. The Company also has 30% world market share in netting.

Revenues During FY18 revenues of the Company clocked in at PKR 19.6bln (FY17: 19.8bln) almost same as the last year. HSNDS's product portfolio includes products related to refugee and disaster relief camps across the world, as well as allied products which may be used for other purposes. The company's sales mix remains dominated by TANA Netting segment (~73%).

Margins During FY18 cost of sales of the Company reduced to 15.9bln (FY17: 16.6bln) mainly on the back of reduction in purchases of raw materials. The gross margins of the Company increased to ~19% (FY17: 16%). Whereas, operating margins landed at 12.5% during the period (FY17: 10%). Finance cost slightly increased to 487mln (FY17: 466mln). As a result net profit margins increased to 9% (FY17: 7%). Exchange gain of ~586mln also supported the net profit margins.

Sustainability Going forward, the Company is planning to expand its production facility by installing new plant and machinery for its Moon Netting project. The group is also planning to add oil extraction business in its portfolio.

Financial Risk

Working Capital The company has signed long term agreements with its customers which requires it to maintain higher levels of inventory to meet any unforeseen demand of relief items. Over the years, inventory and receivables as a percentage of sales have only slightly changed (FY18: 32.2%, FY17: 32%). During FY18 net cash cycle days reduced to 104 days (FY17: 125 days) on the back of decrease in average inventory and average trade debtor days.

Coverages During FY18, Free Cashflow from Operations (FCFO) clocked in at 2,553mln (FY17: 2,059mln) an increase of 24%. Short term borrowing on the other hand also increased to 6,381mln (FY17: 5,854mln) portraying an increase of almost 9%. Finance cost slightly increased to 487mln (FY17: 466mln). As a result the interest coverages improved to 4.2x (FY17: 3.2x). HSNDS's lower reliance on long term debt lead to improved debt coverages (FY18: 4.2x, FY16: 3.2x).

Capitalization HSNDS maintains moderately leveraged capital structure. The company mainly relies on finance lease in order to finance its CAPEX. Currently, the Company's leveraging stands at 41% (FY17: 44%). Going forward, in absence of any major CAPEX, leveraging is expected to decrease further. The company does not pay dividends as the directors receive salaries instead of dividend.

H. Sheikh Noor-ud-Din & Sons Pvt. Ltd.

Balance Sheet	30-Jun-18 FY18	30-Jun-17 FY17	30-Jun-16 FY16
Non-Current Assets	7,317	6,384	5,779
Investments (incl. Associates)	-	-	-
Equity	-	-	-
Debt Securities (incl. income funds)	-	-	-
Current Assets	9,915	9,690	6,957
Inventory	3,323	3,375	2,786
Trade Receivables	3,002	3,016	2,898
Others	3,590	3,299	1,273
Total Assets	17,232	16,074	12,736
Debt/Borrowings	6,517	6,131	3,354
Short-Term	6,381	5,854	2,789
Long-Term (incl. Current Maturity of Long-Term Debt)	136	277	565
Other Short-Term Liabilities	1,154	2,084	2,849
Other Long-Term Liabilities	41	23	-
Shareholder's Equity	9,519	7,836	6,534
Total Liabilities & Equity	17,232	16,074	12,736

INCOME STATEMENT

Turnover	19,596	19,838	15,263
Gross Profit	3,710	3,244	2,438
Other Income	(91)	(77)	(55)
Financial Charges	(487)	(466)	(236)
Net Income	1,683	1,302	948

Cash Flow Statement

Free Cash Flows from Operations (FCFO)	2,553	2,059	1,417
Net Cash changes in Working Capital	(1,190)	(3,394)	(1,476)
Net Cash from Operating Activities	847	(1,769)	(296)
Net Cash from Investing Activities	(1,219)	(900)	(1,309)
Net Cash from Financing Activities	341	2,679	1,666
Net Cash generated during the period	(32)	10	61

Ratio Analysis

Performance			
Turnover Growth (v.s same period last year)	-1.2%	30.0%	2.5%
Gross Margin	18.9%	16.4%	16.0%
Net Margin	8.6%	6.6%	6.2%
ROE	10.0%	18.1%	15.7%
Liquidity			
Net Cash Cycle (Inventory Days + Receivable Days - Payable Days)	104	125	99
Leveraging (Total Debt/Total Debt+Equity)*	40.6%	43.9%	34.6%

*Total Debt = Long-Term Debt + Short-Term Debt

Credit Rating Scale & Definitions

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.

Long Term Ratings		Short Term Ratings	
AAA	Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments	A1+	The highest capacity for timely repayment.
AA+ AA 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.	A1	A strong capacity for timely repayment.
A+ A 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.	A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
BBB+ BBB 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.	A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
BB+ BB 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	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions.
B+ B 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.	C	An inadequate capacity to ensure timely repayment.
CCC CC C	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.		



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.

Disclaimer: PACRA's ratings are an assessment of the credit standing of entities/issue in Pakistan. They do not take into account the potential transfer / convertibility risk that may exist for foreign currency creditors. PACRA's opinion is not a recommendation to purchase, sell or hold a security, in as much as it does not comment on the security's market price or suitability for a particular investor.

Rating Team Statements

(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

Restrictions

- (3) No director, officer or employee of PACRA communicates the information, acquired by him for use for rating purposes, to any other person except where required under law to do so. | Chapter III; 10-(5)
- (4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)
- (5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

Conduct of Business

- (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)
- (9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)
- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
- (11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

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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)
- (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)

Monitoring and review

- (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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