



The Pakistan Credit Rating Agency Limited

## Rating Report

### Awan Trading Company (Pvt.) Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
20-Feb-2019	BBB+	A2	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The ratings reflect adequate profile of Awan Trading Company characterized by sizeable market share in imported coal, especially retail market. Over the last few years, the company has improved its business and financial profile. The performance of the company has improved on account of sustained profitability and improving margins. The company has arrangements regarding supply of coal with various suppliers globally. Awan Trading Company follows strategy of keeping some inventory in stock which is stored in rented/custom bonded warehouses. The business profile has shown improvement due to growth in topline and profits. The Awan Group caters to the coal demand of the corporates through another entity as well as having profitable operations. The financial risk profile is adequate. The company has sizable lines (funded and un-funded) available from different banks to cater to supplier demand though utilization level is still high compared to turnover. Going forward, management's attention on sustainable customer base is imperative. The ratings are dependent on the company's ability to maintain its market position.

Proactive management of business affairs, thus sustaining margins and coverages is important. Meanwhile, strengthening in governance structure is needed to improve financial transparency and oversight.

#### Disclosure

<b>Name of Rated Entity</b>	Awan Trading Company (Pvt.) Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Corporate Ratings(Jun-18),Methodology   Criteria   Rating Modifier(Jun-18),Methodology   Correlation Between Long-Term And Short-Term Rating Scale(Jun-18)
<b>Related Research</b>	Sector Study   Cement(Nov-18),Sector Study   Power(Jan-19)
<b>Rating Analysts</b>	Faizan Arif   faizan.sufi@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Awan Trading Company (Pvt.) Limited was incorporated in Pakistan under the Companies Ordinance, '1984 on October 11, 1992. The Company is engaged in import and trading of coal.

**Background** Awan Trading after establishment in October 1992, remained dormant for several years till 2002. In 2003, the first coal vessel which reached at Karachi Port brought coal for Awan Trading. The Company is also first among industry players to enter into a ten year agreement with Pakistan Railway for transportation of coal to northern areas of the country.

**Operations** Over years of experience the company has developed its customer base. The company is currently in business with various cement, steel and textile entities. To fulfil the needs of customers, the company has warehouses (stock piles) at four different locations. The location of warehouses are at Port Qasim and near PIBTL in Sindh and at Taxila and Chicho ki Maliyan in Punjab. Awan Trading has experience of importing and trading coal from Indonesia, South Africa, Russia and United States of America. The company has agreements with major suppliers from all over the world including Glencore International AG, Mercuria Energy Trading PTE Limited, Swiss Singapore Overseas Enterprises PTE Limited, Itochu Corporation (Japan), London Commodity Brokers and Phoenix Commodities.

## Ownership

**Ownership Structure** The current shareholding of Awan Trading lies with two families. Among families, sponsor family - Awan & family - own 27% through three individuals. In other sponsor family-Mr. Bhool Chand owns 38%, Mr. Govind Ram 32% and Lal Chand owns 3% shareholding respectively.

**Stability** Considering the strategic importance of the Company in coal industry, stability is considered adequate.

**Business Acumen** Company's sponsors have an extensive industry experience with major concentration in energy, coal, logistics and tyre industry. Majority shareholder Mr. Bhool Chand has almost 16years of experience in coal trading sector.

**Financial Strength** Sponsors have a good financial strength on account of profitable offshore business namely International Energy Resources & based on significant industry experience, sponsors have acumen and the ability to understand & control business risks arising from the unforeseen conditions.

## Governance

**Board Structure** The overall control of the company vests in four member board of directors (BoD) including the Chief Executive – Mr. Aslam Awan. All board members are also shareholders. Mr. Kamlesh Kumar and Mr. Govind Ram hold executive position on board.

**Members' Profile** All board members are qualified and competent enough for effective leadership. They have long standing experience and knowledge of local coal industry.

**Board Effectiveness** The experiences of board will help in providing useful insight into coal, energy & logistic sector guiding the management in developing effective operational and financial policies. During FY18 board held 4 meetings to address the strategic matters of company.

**Financial Transparency** Hashmi & Co., Chartered Accountants conduct the external audit services of Awan Trading. The aforementioned audit firm is not in the SBP panel of auditors. They have expressed unqualified opinion on the financial statements for the year ended 30th June, 2018.

## Management

**Organizational Structure** Company has a lean organizational structure with each function headed by a capable personnel, reporting to CEO. The organizational structure is divided into five functional departments, namely: (1) Finance, (2) Marketing, (3) Operations, (4) Purchase and (5) Shipping and Catering.

**Management Team** Mr. Aslam Awan, the CEO, is associated with the company since its inception. Each function is headed by senior individual having designation of director. The senior management has long association with the company. The overall control of management vests with the CEO, who is supported by a team of experienced professionals at key management positions.

**Effectiveness** To oversee the management of the company, Company has constituted three committees comprising various members of the management team. The committees include i) Audit Committee, ii) Purchase Committee and iii) Sales Committee.

**MIS** Monthly and weekly reports including the aging analysis, stock keeping, budgeting controls and key performance indicators are reviewed by top management which results in optimal monitoring.

**Control Environment** Awan Trading has adequate technology infrastructure with defined policies and procedures. The company has developed a software for operational modules include marketing, purchase and financial modules.

## Business Risk

**Industry Dynamics** Pakistan has total coal reserves of 185 billion tonnes. While The Thar coalfield in Sindh has alone 175 billion tonnes of coal, followed by Punjab, Baluchistan, KPK and AJK. Pakistan's coal import market stood at ~11.7mln metric tons (MT) during FY18, compared to ~8.6mln metric tons (MT) in the corresponding period of last year. Among the total imported coal, approximately ~3.8n metric tons (MT) coal was imported for IPPs and ~7.9mln metric tons (MT) coal was imported for steel, textile and cement sectors.

**Relative Position** As of June-18, Awan Trading's overall market share stood at 7%.The emergence of other players is causing pressure on company's market share in the imported coal market. During FY18, Company has imported 572,458MT of coal in comparison to 1,047,000 MT in FY17.

**Revenues** During FY18, revenue stood at PKR 10,681mln (FY17: PKR 10,257mln) with an adequate increase of 4% (FY17: 11%). However, increase in topline is mainly owing to coal price impact. Volumetric growth seen a declining trend (FY18: 782,528 MT; FY17: 856,191 MT). Lastly, company has posted a net profit of PKR 331mln (FY17: PKR 603mln) on account of trickledown effect of decreased volumetric growth, gross profit and increased finance cost.Sales mix remained tilted towards sectors (cement, textile & steel). During FY18, other income of PKR 17mln (FY17: PKR 17mln) – mainly comprising interest income – supported the bottom line. However, finance costs recorded an increase of 45%, stood at PKR 271mln (FY17: PKR 182mln) on account of repayment of short term debt obligations, amounting of PKR 3,364mln.

**Margins** During FY18, Company's gross margin has been reported at 12% in comparison to 17% during FY17. Hence, company's EBITDA margin has also declined (FY18: 6%, FY17: 10%). Company has posted a net profit of PKR 331mln (FY17: PKR 603mln) on account of trickledown effect of decreased volumetric growth, gross profit and increased finance cost. Hence, company's EBITDA margin has also declined (FY18: 6%, FY17: 10%).

**Sustainability** The Company has an investment portfolio of PKR 334mln at end-Jun18 which is investment in term deposit receipts. This constitutes to 16% of the equity base at end-Jun18. Company is gradually increasing its investment portfolio.

## Financial Risk

**Working Capital** Working capital requirements of the company are a function of receivables. The company has negative net working capital cycle which depicts that creditor days are managed well. Hence, the net cash cycle stood at -21days at end-Jun18 (end-Jun17: -8days). The company manages its working capital cycle through mix of internal cashflows and short term borrowings. During FY18, the Company's reliance on short term borrowings has decreased to PKR 1.7bln (end-Jun17: PKR 4.9bln).

**Coverages** During FY18, Company's EBITDA has recorded a decline in significant terms on account of increased operational expenses coupled with lower turnover growth in comparison with the corresponding year. Therefore, company's core coverage which is a function of Company's revenue and free cashflows stood at 2.2x (end-Jun17: 3.8x). Coverages are expected to remain stable as no long term debt is planned in near future.

**Capitalization** Over last few years, Company's equity base got supported by consistent profits. Total debt exclusive of non-funded borrowing of PKR 6.4bln at end-Jun18 stood at PKR 1.7bln (end-Jun17: PKR 5bln; non funded: PKR 0.6bln). However, interest free long-term debt comprises of PKR 54mln, given by sponsors. The rest is short term debt. The debt to equity ratio stands at ~47% (end-Jun17: 76%).



## Coal Trading

The Pakistan Credit Rating Agency Limited

Financials (Summary)

PKR mln

### Awan Trading Company (Pvt.) Limited

BALANCE SHEET	30-Jun-18	30-Jun-17	30-Jun-16	30-Jun-15
	Annual	Annual	Annual	Annual
<b>Non-Current Assets</b>	<b>42</b>	<b>35</b>	<b>37</b>	<b>38</b>
<b>Investments (Incl. associates)</b>	<b>334</b>	<b>293</b>	<b>293</b>	<b>253</b>
Equity	334	293	293	253
Mutual Funds	-	-	-	-
<b>Current Assets</b>	<b>5,098</b>	<b>7,725</b>	<b>3,480</b>	<b>3,846</b>
Stores and Spares	-	-	-	-
Inventory	1,996	5,152	1,718	1,718
Others	1,183	2,573	957	591
<b>Total Assets</b>	<b>5,474</b>	<b>8,053</b>	<b>3,809</b>	<b>4,137</b>
<b>Debt</b>	<b>1,747</b>	<b>5,028</b>	<b>1,699</b>	<b>2,242</b>
Short-term	1,693	4,974	1,645	2,188
Long-term (Incl. Current Maturity of long-term debt)	54	54	54	54
Other short-term liabilities	1,734	1,370	956	945
Other Long-term Liabilities	27	20	22	20
<b>Shareholder's Equity</b>	<b>1,966</b>	<b>1,635</b>	<b>1,132</b>	<b>931</b>
<b>Total Liabilities &amp; Equity</b>	<b>5,474</b>	<b>8,053</b>	<b>3,809</b>	<b>4,137</b>

### INCOME STATEMENT

<b>Turnover</b>	<b>10,681</b>	<b>10,257</b>	<b>9,228</b>	<b>11,307</b>
Gross Profit	1,371	1,738	1,140	1,281
Operating Profit / (Loss)	734	1,039	411	442
Financial Charges	(272)	(182)	(165)	(229)
<b>Net Income</b>	<b>331</b>	<b>603</b>	<b>202</b>	<b>126</b>

### Cashflow Statement

Free Cashflow from Operations (FCFO)	617	694	357	393
Net Cash changes in Working Capital	2,874	(3,628)	630	(1,349)
Net Cash from Operating Activities	3,205	(3,087)	818	(1,175)
Net Cash from Investing Activities	(14)	(6)	(74)	(4)
Net Cash from Financing Activities	(3,364)	3,338	(624)	1,037
Net Cash generated during the period	(173)	245	120	(142)

### Ratio Analysis

<b>Performance</b>				
Turnover Growth	4.1%	11.1%	-18.4%	12.0%
Gross Margin	12.8%	16.9%	12.4%	11.3%
Net Margin	3.1%	5.9%	2.2%	1.1%
ROE	16.8%	36.9%	17.8%	13.6%
<b>Coverages</b>				
Debt Service Coverage (x) (FCFO/Gross Interest+CMLTD+Uncovered STB)	2.3	3.8	2.2	1.7
Interest Coverage (x) (FCFO/Gross Interest)	2.3	3.8	2.2	1.7
Debt Payback (Years) (Total Lt.Debt (excluding Covered Short Term Borrowings) /	0.2	0.1	0.3	0.3
<b>Liquidity</b>				
Net Cash Cycle (Inventory Days + Receivable Days - Payable Days)	-21	-8	-12	-4
<b>Capital Structure</b> (Total Debt/Total Debt+Equity)	47.1%	75.5%	60.0%	70.7%

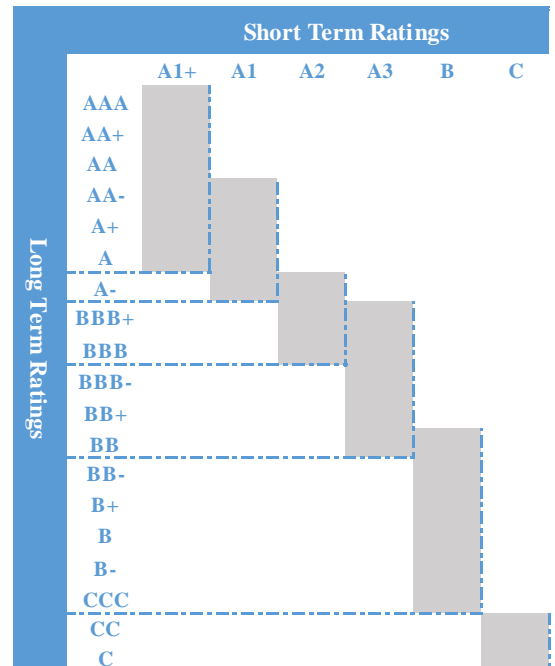
Awan Trading Company (Pvt.) Limited

Feb-19

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

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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.
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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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- (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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