The Pakistan Credit Rating Agency Limited

Rating Report

D.G. Khan Cement Company Limited

Report Contents

Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
03-Mar-2023	AA-	A1+	Stable	Maintain	-
04-Mar-2022	AA-	A1+	Stable	Maintain	-
04-Mar-2021	AA-	A1+	Stable	Maintain	-
03-Apr-2020	AA-	A1+	Stable	Maintain	-
28-Sep-2019	AA-	A1+	Stable	Maintain	-
30-Mar-2019	AA-	A1+	Stable	Maintain	-
16-Nov-2018	AA-	A1+	Stable	Maintain	-
04-May-2018	AA-	A1+	Stable	Initial	-

Rating Rationale and Key Rating Drivers

DG Khan Cement's ratings reflect the Company's strong position in the cement industry emanating from its market share of ~12% in terms of local and export volumetric sales during FY22. Overall, the Cement sector reported a decline of 7.9% in total dispatches with significant contribution from fall in exports. Local dispatches dwindled by 1.0% on an annual basis. Similar trend was witnessed in quarterly dispatches with an overall decline of 29.0% from the same quarter previous year. Negative growth was driven by decline in local sales of 23.7% while exports declined by 67%. Going forward, the trend is expected to continue throughout the remaining fiscal year owing to economic constraints and political uncertainty. Additionally, the inflationary pressure is further driving the demand for Cement downwards. During FY22, the Company's local cement dispatches were recorded at 5.061mln tons (FY21: 5.271mln tons) registering a decline of 3.98%. Similar trend was witnessed in 1QFY23, with local cement dispatches declining by ~23.2% and export dispatches by ~19.9% compared to same period previous year. Alternatively, the Company's Net Revenues increased to PKR 13,585mln during 1QFY23 (1QFY22: PKR 11,153mln) owing to stable local cement prices throughout the period. The rise in interest rates have adversely impacted the Company's profitability with increase in finance costs resulting from a moderately leveraged structure of 39.6% as of Sept 2022. However, the dividend income of the Company (FY22: 2,303mln) from its strategic investments in associated companies of the group provides additional support. Unlike the key large players in the local cement industry, D.G.K.C has not yet finalized any expansions owing to rising costs and stressed demand dynamics. Going forward, with declining trend in the cement sector, it is vital for the Company to operate efficiently while maintaining its margins.

The rating incorporates the Company's strong corporate structure along with its association with Nishat Group. The Company has a proven history of operating in the Cement sector along with notable group investments in other business sectors. The ratings are dependent on upholding the Company's market position in addition to sustenance of sale volumes and margins during stressed industry outlook.

Disclosure

Name of Rated Entity	D.G. Khan Cement Company Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology | Corporate Rating(Jun-22),Methodology | Correlation Between Long-term & Short-term Rating Scales(Jun-22),Methodology | Rating Modifiers(Jun-22)
Related Research	Sector Study | Cement(Mar-22)
Rating Analysts	Hashim Yazdani | hashim.yazdani@pacra.com | +92-42-35869504

Profile

Legal Structure DG Khan Cement Company Limited (DGKC), a public limited company incorporated in Sep-1978, however, it was acquired by the Nishat group in 1992. The company obtained a listing on Pakistan Stock Exchange in 2001. The company's registered office is located at 53-A Lawrence Road Lahore.

Background Mian Mohammad Yahya (a founder of Nishat Group), beginning with a cotton export house, soon branched out into ginning, cotton and jute textiles, chemicals, and insurance. DG Khan Cement is part of Nishat Group - renowned for the diversified group.

Operations DG Khan Cement is primarily engaged in the manufacturing and sale of Clinker, Ordinary Portland Cement, and Sulphate Resistant Cement

Ownership

Ownership Structure DG Khan Cement is majority-owned (48.9%) by Nishat Group - mainly through group companies (32%), followed by sponsor family members (~17%). Other is mainly owned by the general public & other corporates.

Stability The ownership of the Company remained the same for many years. Going forward, as the DG Khan Cement is the Flagship Company of the group, the sponsor will ensure the stability of the Company.

Business Acumen Nishat group is considered one of the renowned business families of the country. The group has diversified business interests in commercial banking, textile, cement, Insurance, hotel and properties, paper products, dairy etc.

Financial Strength Nishat's total market capitalization as on Jun 30th, 2022 is about PKR 228bln (USD 1.1bln), along with the regular human workforce of more than 43,000. While ~63.7% market capitalization was occupied by Banking sector, Cement ~12.0%, Textile ~11.4%, Power ~8.1% and Insurance ~4.8%. The group has a history of successfully managed and distinguished corporate structures.

Governance

Board Structure The overall control of the company vests in seven-member board of directors (BoD) including the CEO. hold executive positions while two are non-executives and remaining two are independent directors.

Members' Profile The Chairperson – Mrs. Naz Mansha is the mother of Mr. Raza Mansha, the CEO and both represent the sponsoring family. Board member's business acumen is considered very strong because of their long association with the company and presence on board of other group companies.

Board Effectiveness The board meetings are formally held with an agenda shared with board members prior to the meeting. The attendance of the directors in board meetings is considered good. Furthermore, the board has constituted Audit Committee and HRM Committee to assist the management in reviewing and assessing strategies and opportunities while mitigating risks.

Financial Transparency M/s. A.F. Ferguson & Co., Chartered Accountants, the external auditor, has given an unqualified opinion on the company's financial statements for the year ended June 30th, 2022.

Management

Organizational Structure DG Khan Cement has a multi-tier organizational structure, divided into four key functions, namely (i) Finance, (ii) Marketing, (iii) Technical and Operations, and (iv) IT. Each function is headed by a separate director who, in turn, reports to the CEO.

Management Team The CEO, Mr. Raza Mansha, is a graduate of the University of Pennsylvania and is associated with the company for more than 10 years. The CFO, Mr. Inayat Ullah Niazi, Commerce Graduate and CA (Inter) is associated with the company for the last 36 years. The CFO also serves on boards of cross group companies.

Effectiveness The management has also many committees to monitors the operational performance of the company. The senior management developed critical success factors in which the board is also involved in monitoring.

MIS DG Khan Cement deploys an in-house built ERP solution implemented at head office, all manufacturing sites, and sales offices. Daily reporting includes Cement Production Report, Power Generation Report, Production Report (segregating production at each site), and daily dispatch report. The system generates monthly accounts that are accessible through the cloud also.

Control Environment DG Khan Cement Company has four cement manufacturing units which are located in areas of plentiful limestone reserves in Khairpur (district Chakwal), two at DG Khan and the third one is Hub. The company deploys state-of-art technology and cement produced complies with different applicable standards

Business Risk

Industry Dynamics Cement sector's production capacity is recorded above ~69mln tons in FY22. Almost ~76% of the operational plants are located in the North Region, while remaining~24% capacity is located in the South Region. Due to the ongoing economic constraints and political instability in the country, cement industry has also faced decline in dispatches during FY22. The supply was adversely affected by the nationwide floods that disturbed supply lines along with slow down in the construction industry leading to a fall in demand. During FY22, overall dispatches including local and export were recorded at 52.89mln tons (FY21: 57.43mln tons) registering a decline of 7.9%. Major decline of 43.6% was witnessed in the exports while local dispatches declined by 1%. Similarly, during 1QFY23, overall dispatches declined by 29% from the same quarter previous year.

Relative Position DGKC is amongst the leading players in the Cement manufacturers of Pakistan with the fourth largest installed capacity of 6.73 MTPA. During FY22, DGKC's local cement dispatches were recorded at 5.061mln tons (FY21: 5.271mln tons) with a market share of 12%.

Revenues Net Revenues from the sale of cement and clinker recorded during FY22 were PKR 58,044mln (FY21: PKR 45,108mln). Similarly, during1QFY23 Net Revenues increased to PKR 13,585mln (1QFY22: PKR 11,153mln). The rise in revenues were backed by stable pricing throughout the period.

Margins Gross Profit Margin for 1QFY23 was recorded at 15.3% (FY22: 18.0%, FY21: 17.9%). Alternatively, Net Profit Margins of DGKC declined continuously after FY21 owing to rise in finance cost as a result of higher interest rates to curb inflation. Net Margin for 1QFY23 was recorded at 2.9% (FY22: 5.1%, FY21: 8.2%).

Sustainability Going forward, management is focused on sustaining its cost leadership and performance uptrend, while comfortably servicing long-term debt. The company has not yet finalized any expansion plans unlike its peers, considering the slow down in the economy as well as the cement sector.

Financial Risk

Working Capital During 1QFY23, DGKC's working capital requirements, represented by net cash cycle (net working capital days) – a function of inventory, receivables and payables – stood at 29 days (end-Jun22: 2 days; end-Jun21: -3 days). The rise in days depicts slowdown in the sale volumes and rise in inventory levels caused by economic distress and floods. The company manages its working capital requirements through mix of internal generation and short term borrowings.

Coverages During 1QFY23, the company reported Interest Coverage (EBITDA/FINANCE COST) of 1.6x (FY22: 3.4x, FY21: 3.1). FCFO during the quarter ended Sept 2022 were recorded at PKR 2,199mln (FY22: PKR 10,461mln, FY21: PKR 7,870mln) owing to profit generated considering the higher pricing factor. Furthermore, the upward revision of policy rates have adversely impacted the coverages owing to rise in finance cost.

Capitalization As of Sept 2022, long-term debt was recorded at PKR 13.8bln (June'22: PKR 14.6bln) along with CMLTB of PKR 7.2bln (June'22: PKR 7.3bln). Short term borrowings stood at PKR 24.6bln (June'22: PKR 25.2bln). Short term borrowings including CMLTB contribute to majority of the leveraging which stood at 39.6% at end Sept 2022. (June'22: 40.3%).

The Pakistan Credit Rating Agency Limited

Financial Summary
PKR mln

D.G Khan Cement Company Limited	Sep-22	Jun-22	Jun-21	Jun-20
Cement	3M	12M	12M	12M
A BALANCE SHEET				
1 Non-Current Assets	82,471	82,883	85,078	83,607
2 Investments	80	80	98	93
3 Related Party Exposure	22,459	22,751	29,580	25,648
4 Current Assets	32,670	30,849	23,139	20,204
a Inventories	*7,879*	*5,982*	*2,729*	*4,353*
b Trade Receivables	*1,624*	*1,468*	*1,676*	*2,286*
5 Total Assets	137,680	136,562	137,895	129,551
6 Current Liabilities	16,280	13,545	15,500	12,079
a Trade Payables	*4,564*	*3,871*	*7,376*	*4,325*
7 Borrowings	45,669	47,163	44,761	47,517
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	5,971	5,936	4,157	3,311
10 Net Assets	69,760	69,918	73,478	66,644
11 Shareholders' Equity	69,760	69,918	73,478	66,644
B INCOME STATEMENT				
1 Sales	13,585	58,044	45,108	38,033
a Cost of Good Sold	*(11,512)*	*(47,616)*	*(37,036)*	*(36,447)*
2 Gross Profit	2,073	10,428	8,072	1,586
a Operating Expenses	(544)	(2,500)	(2,597)	(2,442)
3 Operating Profit	1,529	7,928	5,475	(856)
a Non Operating Income or (Expense)	*645*	*1,663*	*2,217*	*1,753*
4 Profit or (Loss) before Interest and Tax	2,174	9,591	7,692	897
a Total Finance Cost	*(1,593)*	*(3,571)*	*(2,921)*	*(4,653)*
b Taxation	*(192)*	*(3,048)*	*(1,050)*	*1,598*
6 Net Income Or (Loss)	389	2,972	3,721	(2,159)
C CASH FLOW STATEMENT				
a Free Cash Flows from Operations (FCFO)	*2,199*	*10,461*	*7,870*	*1,616*
b Net Cash from Operating Activities before Working Capital Changes	*1,089*	*7,265*	*4,745*	*(3,134)*
c Changes in Working Capital	*668*	*(11,198)*	*1,416*	*2,791*
1 Net Cash provided by Operating Activities	1,757	(3,932)	6,161	(343)
2 Net Cash (Used in) or Available From Investing Activities	(151)	1,462	(2,962)	(5,083)
3 Net Cash (Used in) or Available From Financing Activities	(932)	(4,865)	2,375	2,520
4 Net Cash generated or (Used) during the period	675	(7,336)	5,574	(2,906)
D RATIO ANALYSIS				
1 Performance				
a Sales Growth (for the period)	-6.4%	28.7%	18.6%	-6.1%
b Gross Profit Margin	15.3%	18.0%	17.9%	4.2%
c Net Profit Margin	2.9%	5.1%	8.2%	-5.7%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	21.1%	-1.3%	20.6%	11.6%
*e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Shareholders' Equity)]*	2.2%	4.2%	5.2%	-3.3%
2 Working Capital Management				
a Gross Working Capital (Average Days)	57	37	45	55
b Net Working Capital (Average Days)	29	2	-3	19
c Current Ratio (Current Assets / Current Liabilities)	2.0	2.3	1.5	1.7
3 Coverages				
a EBITDA / Finance Cost	1.6	3.4	3.1	0.7
b FCFO / Finance Cost+CMLTB+Excess STB	0.4	0.6	0.4	0.1
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	12.1	4.3	7.4	-13.1
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	39.6%	40.3%	37.9%	41.6%
b Interest or Markup Payable (Days)	78.3	90.9	64.2	56.2
c Entity Average Borrowing Rate	13.3%	7.4%	6.2%	10.8%

Credit Rating

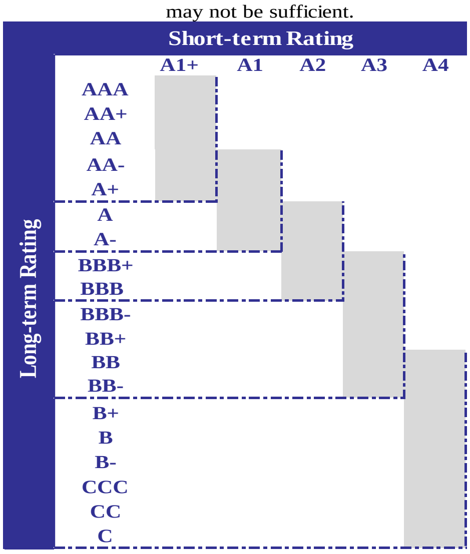
Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

Long-term Rating

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

Short-term Rating

Scale	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
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 surveill 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):

a) Broker Entity Rating
b) Corporate Rating
c) Debt Instrument Rating
d) Financial Institution Rating
e) Holding Company Rating
f) Independent Power Producer Rating
g) Microfinance Institution Rating
h) Non-Banking Finance Companies Rating

Regulatory and Supplementary Disclosure
(Credit Rating Companies Regulations,2016)

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 | Clause 11-(A)(p).
(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)

Independence & Conflict of interest
(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)
Proprietary Information