



The Pakistan Credit Rating Agency Limited

## Rating Report

### Awami Agro Commodities

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
27-Jun-2019	BB+	A3	Stable	Maintain	-
27-Dec-2018	BB+	A3	Stable	Maintain	-
12-Jun-2018	BB+	A3	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The ratings reflect the strong experienced background of the partners. The partners of the business are well equipped with the related sector knowledge. The strategy of the partnership encompasses maximizing the returns through gaining new markets. Currently, Awami is exporting non-basmati rice mainly to African countries. Awami has established two associated companies in Madagascar and Benin during period under review which will add positively to revenue growth. Turnover of the partnership had shown good growth in past couple of years with consistent generation of healthy margins. As Awami is a partnership, governance structure reflects needs for improvement. Financial risk profile is driven by a bottom line centric approach with a good debt servicing capacity and a leverage capital structure. Debt profile entirely constitutes short term borrowings to manage working capital needs.

The ratings are dependent upon sustenance of margins and revenue growth. Lack of proper board structure is a concern. Sustainable profits, adequate cash flows and working capital cycle are majorly backed by reasonable turnover.

#### Disclosure

<b>Name of Rated Entity</b>	Awami Agro Commodities
<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   Rice(Dec-18)
<b>Rating Analysts</b>	Muhammad Nadeem Sheikh   nadeem.sheikh@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Awami Agro Commodities (herein referred to as "Awami Agro" or "the firm") is a family owned partnership firm.

**Background** Awami Agro was established in 2012 by two brothers; Mr. Bhagwan Das and Mr. Sanjesh Kumar. Awami is one of the well established companies of rice export business. It holds the membership of Rice Export Association of Pakistan (REAP) and Karachi Chamber of Commerce & Industry (KCCI).

**Operations** Awami Agro's core operations involve the export of non-basmati rice with regards to which it has managed a viable footing in the market over the years. The firm's focal attention is the quality of its product and its target markets which include Kenya, Mozambique, Madagascar, Benin, Tanzania and other African regions. Awami Agro has also established its associated companies in Madagascar and in Benin to support business growth. Currently, it has a production capacity of 10 metric tons (MT) per hour and utilizes 50% of its installed capacity.

## Ownership

**Ownership Structure** Ownership of the firm is shared between two brothers; Mr. Bhagwan Das and Mr. Sanjesh Kumar, holding ~50% each.

**Stability** Equal partnership stake with no expectation of change in the short horizon adhere to stability in the structure.

**Business Acumen** Mr. Bhagwan Das has three brothers: Sanjesh Kumar, Naresh Kumar and Govinda Kumar, all associated with Awami Agro. The entire family is in rice industry for over the past three decades and since 2010, Sanjesh Kumar has also joined the family business during his studies. Business understanding of the sponsors is deemed good.

**Financial Strength** Financial strength of the sponsors is considered adequate.

## Governance

**Board Structure** Awami Agro, being a partnership firm, does not have a formal Board of Directors (BoD) structure. The oversight function – which is normally the function of the Board – is being exercised by the sponsors of the company. All four brothers are responsible for the oversight of their respective departments.

**Members' Profile** Mr. Bhagwan Das leads the partnership. He is the most experienced of all. He has an overall experience of more than ~18 years.

**Board Effectiveness** Currently, the board does not have any formal committees. Governance structure needs improvement.

**Financial Transparency** Salahuddin & Co. Chartered Accountants are the Auditors of Awami Agro. The audit firm does not satisfy the QCR ratings neither is classified in any of the categories defined by the State Bank of Pakistan. The Auditors issued an unqualified opinion for the year ended June-18.

## Management

**Organizational Structure** Awami Agro has an experienced team with defined reporting lines and segregation of duties. The managerial staff at the head office and factory reports to their respective directors.

**Management Team** The management team comprises five members while the four brothers oversee the entire business operations. The senior staff at the head office reports to Mr Govinda Kumar and the factory team falls under Mr. Naresh Kumar's ambit.

**Effectiveness** Currently, Awami Agro does not have any formal management committees. Each department reports to its respective director.

**MIS** Awami Agro has deployed an in-house Accounting Management Software, implemented by a Sole proprietor. Being a partnership firm, there are no formal reporting timelines in place.

**Control Environment** The firm has a manufacturing plant located at Port Qasim, Industrial Area, in Karachi. The unit's production capacity is 240 MT per day (10 MT per hour). The business has latest imported machinery in place and the plant is a complete manufacturing composite that is capable to perform all production stages: Pre cleaning, de-stoning and silking. There are five silking machines, each produces; 1.5-2 tons/hr of full silky and 2.5-3 tons/hr of normal silky rice. Awami Agro is planning to do further capital investment to increase efficiency of its existing operations.

## Business Risk

**Industry Dynamics** Pakistan's Rice industry is an instrumentalist segment in the overall economy as it is one of the five major crops of the country and a contributor to the national exports revenue. After wheat, it is Pakistan's second main staple food crop. Major factors affecting rice production include water availability, area of cultivation, crop yield and the governing policies and initiatives. and During FY19, rice crop area decreased by ~3.1% to 2.8 million hectares compared to last year. The production stood at 7.2 million tonnes as against 7.5 million tonnes last year, short by ~3.3%, mainly due to decrease in area cultivated, dry weather and shortage of water. The maximum contribution from the Rice sector in country's foreign exchequer is from non-basmati rice exports, as basmati rice is locally consumed and minimal quantity is exported.

**Relative Position** Awami Agro exports rice from the time of its commencement. Major revenue comes from African countries where non-basmati rice (IRRI 6) is preferred. The firm is growing with a good pace in its operating segment as its share in the total country's non-basmati export has increased to ~4% during 9MFY19 from ~3% in FY18.

**Revenues** Revenue for 9MFY19 clocked in at PKR~2,089m (FY18: PKR~1,311m) with an annualized growth of ~113%. Continuous marketing efforts are now reaping good results. Going forward, revenue growth is expected to be supported through sustained demand and depreciation of local currency.

**Margins** Awami Agro has sanguine profitability margins; Gross profit margin for 9MFY19 clocked in at ~18% (FY18: ~20%). Operating margins reduced to 5.5% during 9MFY19 from 7.9% during FY18 due to increase in operating costs. Net profit margins remained stable.

**Sustainability** Awami Agro is eyeing to increase its geographical outreach and establishment of associate companies is the right step towards the said objective. The sustenance of revenue growth is essential considering the competitiveness of rice market.

## Financial Risk

**Working Capital** Working capital needs are derived from receivables and inventory days. Cash conversion cycle is linked to the rice seasonality element. Net working capital days decreased during 9MFY19 to ~75 days (FY18: 96 days). The decrease in working capital days is being led by reduced receivable days owing to improved receipts.

**Coverages** Despite increase in interest cost, interest coverage remained intact as the firm manages to earn good profits. FCFO has increased to PKR 116m during 9MFY19 (FY18: PKR 94m). Total debt coverage stood at ~7.2x at End March-19 (FY18: 7.1x).

**Capitalization** The firm's business model is designed around securing short term Export Refinance Facility (EFR) to fuel working capital needs. Leveraging reduced to ~43% during 9MFY19 (FY18:~57%), owing to improved internal capital generation. Total debt clocked in at PKR~188m at End-March'19 and consists of only short term liabilities.



The Pakistan Credit Rating Agency Limited

Financial Summary

PKR mln

Awami Agro Commodities Rice	Mar-19 9M	Jun-18 12M	Jun-17 12M	Jun-16 12M
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#### A BALANCE SHEET

1 Non-Current Assets	90	80	28	28
2 Investments	-	-	-	-
3 Related Party Exposure	-	-	-	-
4 Current Assets	633	563	205	67
a Inventories	151	257	78	31
b Trade Receivables	443	294	90	33
5 Total Assets	723	643	233	96
6 Current Liabilities	285	239	2	3
a Trade Payables	25	25	2	3
7 Borrowings	188	232	130	-
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	-	-	-	-
10 Net Assets	250	173	101	93
11 Shareholders' Equity	250	173	101	93

#### B INCOME STATEMENT

1 Sales	2,089	1,311	930	521
a Cost of Good Sold	(1,714)	(1,052)	(775)	(425)
2 Gross Profit	375	259	154	96
a Operating Expenses	(243)	(157)	(105)	(63)
3 Operating Profit	132	103	50	32
a Non Operating Income	-	-	-	-
4 Profit or (Loss) before Interest and Tax	132	103	50	32
a Total Finance Cost	(16)	(13)	(3)	(1)
b Taxation	(18)	(12)	(8)	(4)
6 Net Income Or (Loss)	97	78	39	27

#### C CASH FLOW STATEMENT

a Free Cash Flows from Operations (FCFO)	101	82	52	32
b Net Cash from Operating Activities before Working Capital Changes	86	69	44	32
c Changes in Working Capital	(52)	(32)	25	(15)
1 Net Cash provided by Operating Activities	34	37	70	17
2 Net Cash (Used in) or Available From Investing Activities	(14)	(56)	(5)	-
3 Net Cash (Used in) or Available From Financing Activities	(20)	(7)	(31)	(24)
4 Net Cash generated or (Used) during the period	(0)	(25)	34	(7)

#### D RATIO ANALYSIS

1 Performance				
a Sales Growth (for the period)	112.5%	41.0%	78.5%	-7.0%
b Gross Profit Margin	18.0%	19.8%	16.6%	18.4%
c Net Profit Margin	4.7%	6.0%	4.2%	5.2%
d Cash Conversion Efficiency (EBITDA/Sales)	5.7%	7.2%	5.6%	7.0%
e Return on Equity (ROE)	61.3%	57.1%	40.2%	29.6%
2 Working Capital Management				
a Gross Working Capital (Average Days)	79	100	46	43
b Net Working Capital (Average Days)	75	96	45	41
c Current Ratio (Total Current Assets/Total Current Liabilities)	2.2	2.4	91.0	23.5
3 Coverages				
a EBITDA / Finance Cost	7.5	7.1	18.4	34.7
b FCFO / Finance Cost+CMLTB+Excess STB	6.3	6.2	18.4	30.5
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	0.0	0.0	0.0	0.0
4 Capital Structure (Total Debt/Total Debt+Equity)				
a Total Borrowings / Total Borrowings+Equity	43.0%	57.3%	56.3%	0.0%
b Interest or Markup Payable (Days)	1.0	1.0	1.0	N/A
c Average Borrowing Rate	10.2%	7.3%	2.2%	N/A

## 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.

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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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- (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)

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(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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