



The Pakistan Credit Rating Agency Limited

Rating Report

Eastern Garments (Pvt.) Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
06-Aug-2021	BBB+	A2	Stable	Maintain	-
07-Aug-2020	BBB+	A2	Stable	Maintain	-
08-Aug-2019	BBB+	A2	Stable	Maintain	-
06-Feb-2019	BBB+	A2	Stable	Initial	-

Rating Rationale and Key Rating Drivers

The ratings reflect improving business profile of Eastern Garments (Pvt.) Limited, an export-oriented knitwear and woven garments unit. In the past, the Company's sales mix predominantly comprised of knitwear. However, given the volatility in Pakistan's knitwear industry in recent years, the Company has expanded into woven denim garments. This has enabled it to diversify its sales while increasing revenues exponentially with enhanced margins. However, the business risk remains high owing to the global knitwear industry's reliance on few key players as well as competitive international denim market. During the tough economic conditions pertaining to Covid-19, the company has significantly improved its profitability with remarkable growth in margins. On a standalone basis, the Company's customer concentration remains high. However, comfort is drawn given its relationships with established international brands. Ratings incorporate stable financial profile characterized by modest leveraging and strong coverages. Ratings further reflect the professional management team as well as sponsors ability to provide support when required, as demonstrated in the past. Meanwhile, the corporate governance framework needs improvement. Going forward, the company intends to enhance the production capacities in coming years. Further, the Company is also focusing on its marketing side especially in Europe, to help penetrate the woven denim garments segment.

The ratings are dependent upon the management's ability to capitalize on growth opportunities in a competitive landscape, operate at optimal level and sustain margins amid COVID-19. Excessive borrowing, leading to higher leverage and/or deterioration in coverages, can impact the ratings negatively. Meanwhile, improvement in governance framework remains important.

Disclosure

Name of Rated Entity	Eastern Garments (Pvt.) Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology Corporate Rating(Jun-21),Criteria Correlation Between Long-term & Short-term Rating Scales(Jun-21),Criteria Rating Modifiers(Jun-21)
Related Research	Sector Study Composite(Nov-20)
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Profile

Legal Structure Eastern Garments (Pvt.) Limited (Eastern Garments) is a private limited concern incorporated in February, 1980.

Background Mr. Noor Mohammed – founder and Chairman of the Company – established Eastern Garments in 1976 as a small stitching unit in collaboration with another individual. Later, Mr. Noor became the sole owner of the Company. Mr. Noor was joined in the business by his son, Mr. Nizar Noor Mohammed, in 1987.

Operations Eastern Garments is a textile unit involved in the manufacturing and export of knitwear and woven garments. The Company's production facilities are spread into six units, located in Sindh Industrial Trading Estate, Karachi. Annual energy requirement clocks in at ~4.5MW and is met through a dedicated line from K-Electric and gas and diesel generators.

Ownership

Ownership Structure The entire shareholding of the Company rests with the family members. The Company's shareholding is directly held equally by Mr. Noor Mohammed and his son, Mr. Nizar Noor Mohammed.

Stability Mr. Nizar, the only son of Mr. Noor, is the sole successor of the business. The third generation has no stake or involvement in the Company as yet.

Business Acumen The Noor Family has been in the textile business for over four decades and possesses expertise in the value-added textile segment. It has also been part of technological ventures, including Tameer Microfinance Bank (now Telenor Microfinance Bank) and Planet N. Furthermore, the Family also trades in financial securities and real estate.

Financial Strength Apart from Eastern Garments, the sponsors wholly own Eastern Holding Company (Private) Limited, an investment vehicle involved in real estate, and stake in Planet N Group, an investment holding firm dedicated towards tech-based ventures in emerging markets. The sponsors have shown willingness and ability to support the business in case the need arises.

Governance

Board Structure Eastern Garments has a two-member family dominated board. The Board is chaired by Mr. Noor Mohammed who is also the CEO while the other member is Mr. Nizar Noor (Managing Director). Both individuals participate in the operations of the Company.

Members' Profile Mr. Mohammed is an entrepreneur based in Karachi. With previous experience in the banking sector. Mr. Noor began trading in waste of garment factories before establishing Eastern Garments. He was also a founding member and shareholder in Tameer Microfinance Bank. Mr. Nizar also has over three decades of textile experience.

Board Effectiveness There is room for improvement in governance framework as there are no formal board meetings and no management committees in place to assist the board. Induction of independent directors and formal documentation of meeting minutes would improve governance structure.

Financial Transparency Faruq Ali & Co. are the External Auditors of Eastern Garments. The auditor has expressed an unqualified opinion on the financial statements of the Company for the year ended June 30th, 2020. The Company has an internal audit function in place which reports to the CEO, compromising the effectiveness of the function.

Management

Organizational Structure Eastern Garments' organizational structure is divided into various functional departments, headed by three Executive Directors. The Executive Directors in turn report to the Managing Director – Mr. Nizar – who reports to the CEO – Mr. Noor.

Management Team Mr. Nizar has been the Managing Director of Eastern Garments since 1997 and oversees the production and marketing aspects. He currently serves on the Board of Planet N Group. The executive directors also have extensive experience while the overall management team has been associated with the Company for a significant period of time.

Effectiveness The Company is professionally managed, with significant autonomy resting with senior management to execute day-to-day decision making. The production and marketing departmental heads meet with the Managing Director daily to discuss performance and issues.

MIS Eastern Garments has an in-house ERP system to aid the flow of information from all production units. Reports are regularly reviewed by the senior management.

Control Environment The Company places focus on quality control which enables it to adhere to international quality standards. Quality control is centrally managed while separate teams for quality control are also in place at each production unit. Radio Frequency Identification (RFID) technology has been installed to aid real time data monitoring and tracking of sewing and finishing departments.

Business Risk

Industry Dynamics Textile exports of the country recorded a double digit increase of ~23% for FY21 to stand at USD 15.4bln as compared to USD 12.5bln in FY20 due to increase in demand for textile products internationally, Led by good recovery around the globe post pandemic. Going forward, the textile sector's outlook is expected to stay stable in the medium term where the demand for textile products is expected to increase. The probability of little attrition in demand remains on horizon attributable to outbreak of COVID-19 variants. In the local market, textile sector has recorded strong performance. The relief measures introduced by State Bank of Pakistan such as, deferment of loan payments for one-year, low interest rates and salary refinance scheme also provided comfort to the sector.

Relative Position Eastern Garments contributed ~1% to the Country's total export of ready-made garments and knitwear during FY20. The Company faces competition from peers in textile finishing and garment makers which are also export-oriented units focusing on value added products, particularly garments.

Revenues Eastern Garments sales mix comprises of knitwear and woven garments exports to renowned international fashion apparel and active-wear brands. Its main market for knitwear exports is USA while woven garments are targeted towards Europe. During 9MFY21, the Company's revenue showed growth of 22% YoY, clocking in at PKR 6,320mln (9MFY20: PKR 5,175mln). In 9MFY21, ~76% of the topline was derived from sales of knitted garments whereas ~24% revenue constituted sales of woven garments.

Margins The Company's gross margin witnessed a remarkable increase in 9MFY21 and stood at 23.9% (FY20: 16.1%) due to volumetric increase in sales volume. Similarly the operating margin of the Company also witnessed notable increase (9MFY21: 17.5%; FY20: 7.1%) owing to controlled selling and marketing expenditure. Despite dependency on debt finance which forced the Company to bear a substantial finance cost of PKR 69mln (9MFY20: PKR 57mln), the company exhibited an increase in net profit (9MFY21: PKR 1,038mln, 9MFY20: PKR 325mln) while net margin reported as 16.4% (FY20: 5.6%).

Sustainability In recent years, the Company has utilized a mix of internal resources and long-term financing for capex focused towards energy efficiency. Moreover, the company intends to enhance the production capacities in coming years. Further, the Company is also focusing on its marketing side and has hired a team in Italy to direct its marketing efforts in Europe, to help penetrate the woven denim garments segment.

Financial Risk

Working Capital During 9MFY21, net working capital cycle decreased to 82 days (9MFY20: 88 days) due to decrease in inventory days owing to better management of inventory and timely payment to suppliers. Trade assets of the Company increased to PKR 5,042mln (9MFY20: PKR 3,382mln) on account of higher trade receivables (9MFY21: PKR 847mln; 9MFY20: PKR 327mln) and Cash (9MFY21: PKR 1,169mln; 9MFY20: PKR 196mln). ST borrowing increased to PKR 1,942mln in 9MFY21 (9MFY20: PKR 1,862mln).

Coverages During 9MFY21, Eastern Garments' free cash flows increased remarkably on the back of increased profitability. In line with this, the Company's coverages increased, with interest coverage clocking in at 21.2x (9MFY20: 8.7x) while core coverage also witnessed an increase and stood at 14.9x (9MFY20: 5.8x). Whereas, a predominant portion of borrowings are being availed at the SBP's concessionary rates.

Capitalization Eastern Garments has a moderately leveraged capital structure with a leveraging ratio of 47.2% in 9MFY21 (9MFY20: 52.9%), comprising mainly of short term borrowing, which majorly comprises of export refinance. Meanwhile, long-term financing wholly comprises the State Bank's LTFF facility.



Eastern Garments (Private) Limited Composite	Mar-21 9M	Jun-20 12M	Jun-19 12M	Jun-18 12M
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A BALANCE SHEET

1 Non-Current Assets	1,192	1,153	1,015	893
2 Investments	305	462	361	205
3 Related Party Exposure	-	-	-	-
4 Current Assets	5,042	4,107	3,367	2,538
<i>a Inventories</i>	1,918	2,010	2,152	1,616
<i>b Trade Receivables</i>	847	580	260	194
5 Total Assets	6,539	5,722	4,743	3,636
6 Current Liabilities	1,232	1,364	1,002	381
<i>a Trade Payables</i>	715	850	758	253
7 Borrowings	2,504	2,383	1,946	1,837
8 Related Party Exposure	-	-	114	83
9 Non-Current Liabilities	-	-	-	-
10 Net Assets	2,803	1,975	1,680	1,335
11 Shareholders' Equity	2,803	1,975	1,680	1,335

B INCOME STATEMENT

1 Sales	6,320	6,554	6,349	4,021
<i>a Cost of Good Sold</i>	(4,806)	(5,501)	(5,397)	(3,573)
2 Gross Profit	1,514	1,053	952	448
<i>a Operating Expenses</i>	(406)	(586)	(540)	(335)
3 Operating Profit	1,108	467	412	113
<i>a Non Operating Income or (Expense)</i>	62	59	68	10
4 Profit or (Loss) before Interest and Tax	1,170	526	480	123
<i>a Total Finance Cost</i>	(69)	(82)	(79)	(64)
<i>b Taxation</i>	(62)	(74)	(57)	(40)
6 Net Income Or (Loss)	1,038	370	344	19

C CASH FLOW STATEMENT

<i>a Free Cash Flows from Operations (FCFO)</i>	1,285	564	523	172
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	1,221	483	447	109
<i>c Changes in Working Capital</i>	(532)	(69)	10	(254)
1 Net Cash provided by Operating Activities	689	414	457	(144)
2 Net Cash (Used in) or Available From Investing Activities	19	(328)	(371)	(86)
3 Net Cash (Used in) or Available From Financing Activities	(104)	499	211	217
4 Net Cash generated or (Used) during the period	604	585	297	(13)

D RATIO ANALYSIS

1 Performance				
<i>a Sales Growth (for the period)</i>	28.6%	3.2%	57.9%	28.3%
<i>b Gross Profit Margin</i>	23.9%	16.1%	15.0%	11.1%
<i>c Net Profit Margin</i>	16.4%	5.6%	5.4%	0.5%
<i>d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)</i>	11.9%	7.6%	8.4%	-2.0%
<i>e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/S</i>	57.9%	20.3%	22.8%	1.4%
2 Working Capital Management				
<i>a Gross Working Capital (Average Days)</i>	116	139	121	157
<i>b Net Working Capital (Average Days)</i>	82	95	92	134
<i>c Current Ratio (Current Assets / Current Liabilities)</i>	4.1	3.0	3.4	6.7
3 Coverages				
<i>a EBITDA / Finance Cost</i>	22.5	9.1	8.3	3.3
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	14.9	5.5	4.9	1.7
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	0.3	0.8	0.7	2.3
4 Capital Structure				
<i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>	47.2%	54.7%	55.1%	59.0%
<i>b Interest or Markup Payable (Days)</i>	106.5	90.1	83.5	78.4
<i>c Entity Average Borrowing Rate</i>	3.3%	3.4%	3.7%	3.5%

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

Scale	Short-term Rating 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 conditions.
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 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>Entities</p> <ul style="list-style-type: none"> a) Broker Entity Rating b) Corporate Rating c) Financial Institution Rating d) Holding Company Rating e) Independent Power Producer Rating f) Microfinance Institution Rating g) Non-Banking Finance Companies (NBFCs) Rating 	<p>Instruments</p> <ul style="list-style-type: none"> a) Basel III Compliant Debt Instrument Rating b) Debt Instrument Rating c) Sukuk Rating
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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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Conduct of Business

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- (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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- (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)
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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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