



## The Pakistan Credit Rating Agency Limited

### Rating Report

## Tufail Chemical Industries Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
14-Sep-2020	A-	A2	Stable	Maintain	-
24-Sep-2019	A-	A2	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The ratings demonstrate Tufail Chemical Industries Limited's (the Company) leading position in domestic manufacturing of surfactants (key raw material for detergent and shampoo industry), strong customer base - mainly MNC's - stable margins and generation of persistent profitability. The Company also produces Formic acid (for the textile industry) and offers tolling services. Historically, dumping by various international players has squeezed the margins of the Industry. The imposition of anti-dumping for five years on sulphonic acid imports from various countries, since May-17, has helped the Company in sustaining its market share and profitability. Cognizant of growing demand, the Company has continuously invested in R&D and BMR, which has enhanced automation and yielded specialized product range. The Company intends to introduce new surfactant variants through additional capacity. The Project will be funded through a mix of internal cash generation and borrowings. This, alongside an experienced management team, transpires into operational efficiencies and stable margins despite challenging environment. The Company has managed to pass on the increase in raw material costs effectively. Meanwhile, the Company has a modest financial risk profile, characterized by intermediate leveraging, good coverages, and relatively stretched working capital cycle due to extended credit periods to customers. The leveraging is expected to increase with the acquisition of loans for expansion but expected to remain manageable. The assigned ratings drive comfort from demonstrated sponsor support and commitment. Strengthening of governance framework is considered positive.

COVID-19 has impacted the industries all over the world but the Chemical industry sustained really well due to the chemical products being used in this pandemic period. Additionally, growing demand for consumer health products (soaps, etc.) amidst COVID- 19 outbreak has benefited the Company as general hygiene and cleanliness becomes paramount, resulting in increased demand for chemical-based products.

The ratings are dependent on the Company's ability to sustain its position, margins, profitability, and optimal capacity utilization along with prudent management of the working capital cycle. Going forward, the continuation of anti-dumping duty will remain critical. Any significant deterioration in margins and/or financial profile will impact the ratings.

#### Disclosure

<b>Name of Rated Entity</b>	Tufail Chemical Industries Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Corporate Ratings(Jun-20),Methodology   Correlation Between Long-Term And Short-Term Rating Scale(Jun-20),Criteria   Rating Modifier(Jun-20)
<b>Related Research</b>	Sector Study   Chemical(Jul-20)
<b>Rating Analysts</b>	Fahad Iqbal   fahad.iqbal@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Tufail Chemical Industries Limited (Tufail Chemical) was incorporated in 1993 and commenced operations in 1995 as a public unlisted company.

**Background** Tufail Chemical has an established presence in the local Chemical industry. Initially, the family was involved in chemical trading. In 1993, the family transformed its distribution network in the manufacturing business through Tufail Chemical Industries Limited. Over the course of its operations, Tufail Chemical has developed MNCs based clientele.

**Operations** The Company's current capacity stands at 150,000 tones with power requirements of 1.9MW. The power requirements are met internally through gas-fired generators. Meanwhile, the Company has coal and diesel-based generators as backup. The Company is also in the process of procuring lines from K-Electric.

## Ownership

**Ownership Structure** Tufail Chemical is a family-owned and managed business. Out of total shareholding, Mr. Zubair Tufail owns 34% stakes, Mr. Pervez Tufail holds 31% and the remaining shareholding is distributed among the family members of both brothers.

**Stability** The formalized distribution of shareholding among two brother and their family members portrays clear line of succession. The second generation is already in business, serving as executive director in the Company. However, the transfer of ownership to next generation is yet to be seen.

**Business Acumen** Mr. Zubair Tufail inherited a chemical trading company and transformed it into one of the largest manufacturer of surfactants in Pakistan. He was elected as a president of Pakistan Chamber of Commerce and Industry for the year 2017. Mr. Zubair Tufail is well known for his acumen in chemical industry of Pakistan.

**Financial Strength** Tufail Chemical has expanded its footing in the entertainment business through PEG (Pvt) Limited. The family has a collective net worth of over PKR 1 bln, portraying adequate financial strength to support the Company, if needed.

## Governance

**Board Structure** Tufail Chemical's board comprises six-members with dominance of Tufail Family. Mr. Zubair Tufail is the Chairman of board and he is also the CEO of the Company. Additionally, there are three executive directors, while remaining two members are spouses of directors.

**Members' Profile** Mr. Zubair Tufail – Chairman/CEO – holds a graduate degree and carries with him five decades of experience in chemical industry. Apart from Tufail Chemical, he is the Chairman of Tufail Group of Companies.

**Board Effectiveness** During FY20, four Board meetings were held. Members attendance has remained strong and meeting minutes were formally documented. The Company's board is dominated by family members with no independent oversight. However, the Company is planning to induct independent director in near future.

**Financial Transparency** Naveed Zafar Ashfaq Jaffery & Co. is the external auditor of the Company. The auditor is listed in Category "A" of the State Bank's panel of auditors and has expressed an unqualified opinion on the Company's financial statements for FY19 and December 2019.

## Management

**Organizational Structure** The Company operates with five functional departments, each headed by an experienced HoD. All HoD's report to the Senior Executive director - Mr. Pervez Tufail - who manages the day to day operations of the business. Mr. Zubair Tufail focusses more on longer term business development and strategic relationships.

**Management Team** Mr. Pervez Tufail is the Senior Executive Director of the Company. He is associated with the Company since its inception. Prior to this, he had a prominent role in Tufail Trading Company (Tufail Family's venture). He holds a B.Com degree and carries over four decades of experience in chemical sector.

**Effectiveness** The Company's production facility is equipped with multiple quality control labs with real time surveillance by Director Technical Operations to ensure optimal monitoring. The key management personnel meet on weekly and monthly basis to proactively address operational issues.

**MIS** The Company has implemented ER Manager in 2012 as ERP solutions. The ERP has 15 modules which can be mixed and matched as per business needs. The Company is in process of upgrading its ERP by implementing latest version of SAP.

**Control Environment** The Company has in-place an European automated system to control & monitor the Sulphonation process. Moreover, filling area surveillance is done through dedicated system. The production details related to yield and quality for each product is shared with the senior management on real time basis.

## Business Risk

**Industry Dynamics** The chemical industry is broadly divided into four categories namely: i) Basic Chemical, ii) Life science, iii) Specialty Chemicals, and iv) Consumer Products. Among all, Tufail Group's products largely falls in Basic chemicals. Pakistan is a net importer of chemical and related products with 17% share in the country import bill. The current size of detergents and shampoo industry is approximately 500,000 tones. The annual consumption of surfactants for stated capacity is at 250,000 tones (company sources) and it has further increased due to COVID-19 situation. Due to increase in demand of health and safety products, the chemical industry is able to manufacture and sell products despite lockdown situation all around the globe.

**Relative Position** Tufail Group is one of the leading chemical manufacturers of Pakistan and market leader in surfactants segment. Tufail Chemical has the largest manufacturing facility of surfactants in Pakistan. In terms of revenues, Tufail Chemical falls in top five chemical manufacturing of Pakistan. Meanwhile, the Company caters to the needs of MNCs along with local manufacturers, strengthening its market position.

**Revenues** The Company posted a revenue of ~PKR 6,594mln in 9MFY20. The Company majorly derives its revenues from local sales. Of this, ~77% is contributed by Surfactants (LABSA, SLS & SLES). The Company largely supplies its surfactant products to renowned MNC's, of which sales to Unilever (Pak) Limited comprises 42% of the Company's topline, followed by Procter & Gamble with 10% share. The Company's sales also include toll manufacturing services which are provided on demand basis. Top 10 customer concentration is high. However, comforts can be drawn from long established relationships with the leading customers.

**Margins** In 9MFY20, lower than proportionate increase in LAB (linear alkyle benzene – major raw material) prices led to improved gross margins standing at 13.1%. This has eventually translated into better operating margin of 8.1%. The Company was able to pass on the cost increase due to rupee devaluation. Due to increase in finance cost to ~PKR 378mln in 9MFY20, the Company's net margins have marginally decline to 1.8%. The Company's bottom-line was reported at PKR 119mln in 9MFY20.

**Sustainability** The Company regularly invests in R&D which has yielded specialized products range, especially variants of surfactants. Although, many industries were impacted due to COVID-19 pandemic, the chemical industry is surviving really well. Despite lockdown and tough situation, most chemical producing Companies started manufacturing the health and safety related products and the production was not much affected. Tufail Chemical is running smoothly at 85-90% capacity and have sufficient orders in hand due to niche customer base consisting mostly of MNC's.

## Financial Risk

**Working Capital** In 9MFY20, the Company's inventory days stood at 29 days which is less than previous quarters on account of increase in revenues. This was followed by slightly higher receivable days and lower payable days, eventually resulting in increased net working capital days and stand at 140 days. Meanwhile, the Company's room to borrow at trade assets level clocked in at 35%.

**Coverages** Tufail Chemical has high FCFO which clocked at ~PKR 518mln in 9MFY20, mainly due to higher profitability. However, the finance cost has increased in similar proportion, so the interest coverage stagnated at 1.4x in 9MFY20. Meanwhile, lower CMLTD led to slightly improved debt coverage at 1.4x in 9MFY20.

**Capitalization** Tufail Chemicals has an intermediately leveraged (9MFY20: 47.4%) capital structure. The Company's borrowings are primarily 100% Short-term in nature and are largely utilized to fill working capital needs. The Sponsors have provided long term loan for BMR purposes.



Tufail Chemical Industries Limited Chemical	Mar-20 9M	Jun-19 12M	Jun-18 12M	Jun-17 12M
<b>A BALANCE SHEET</b>				
1 Non-Current Assets	1,344	1,344	1,331	1,426
2 Investments	-	-	-	-
3 Related Party Exposure	244	328	386	176
4 Current Assets	4,284	4,217	3,970	3,468
<i>a Inventories</i>	587	808	805	809
<i>b Trade Receivables</i>	3,308	3,036	2,653	2,213
5 Total Assets	5,872	5,890	5,687	5,070
6 Current Liabilities	684	620	775	623
<i>a Trade Payables</i>	576	437	649	484
7 Borrowings	2,111	2,225	2,349	2,052
8 Related Party Exposure	218	249	-	-
9 Non-Current Liabilities	273	296	310	344
10 Net Assets	2,585	2,500	2,253	2,052
11 Shareholders' Equity	2,585	2,500	2,253	2,052
<b>B INCOME STATEMENT</b>				
1 Sales	6,594	8,479	7,407	7,181
<i>a Cost of Good Sold</i>	(5,721)	(7,368)	(6,542)	(6,469)
2 Gross Profit	874	1,111	865	712
<i>a Operating Expenses</i>	(339)	(447)	(374)	(273)
3 Operating Profit	535	664	491	440
<i>a Non Operating Income or (Expense)</i>	15	(0)	32	(7)
4 Profit or (Loss) before Interest and Tax	550	664	523	433
<i>a Total Finance Cost</i>	(378)	(335)	(254)	(205)
<i>b Taxation</i>	(53)	(82)	(61)	(35)
6 Net Income Or (Loss)	119	247	207	193
<b>C CASH FLOW STATEMENT</b>				
<i>a Free Cash Flows from Operations (FCFO)</i>	518	685	528	333
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	140	408	293	126
<i>c Changes in Working Capital</i>	134	(461)	(378)	262
1 Net Cash provided by Operating Activities	274	(54)	(85)	389
2 Net Cash (Used in) or Available From Investing Activities	(151)	(118)	(132)	(96)
3 Net Cash (Used in) or Available From Financing Activities	(135)	125	265	(345)
4 Net Cash generated or (Used) during the period	(13)	(46)	48	(53)
<b>D RATIO ANALYSIS</b>				
1 Performance				
<i>a Sales Growth (for the period)</i>	3.7%	14.5%	3.1%	5.4%
<i>b Gross Profit Margin</i>	13.2%	13.1%	11.7%	9.9%
<i>c Net Profit Margin</i>	1.8%	2.9%	2.8%	2.7%
<i>d Cash Conversion Efficiency (EBITDA/Sales)</i>	9.7%	9.6%	8.7%	8.3%
<i>e Return on Equity (ROE)</i>	6.2%	10.4%	9.6%	9.9%
2 Working Capital Management				
<i>a Gross Working Capital (Average Days)</i>	161	157	160	158
<i>b Net Working Capital (Average Days)</i>	140	134	132	144
<i>c Current Ratio (Total Current Assets/Total Current Liabilities)</i>	6.3	6.8	5.1	5.6
3 Coverages				
<i>a EBITDA / Finance Cost</i>	1.7	2.4	2.6	3.0
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	1.4	1.8	1.6	1.2
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	1.1	0.9	0.5	1.6
4 Capital Structure (Total Debt/Total Debt+Equity)				
<i>a Total Borrowings / Total Borrowings+Equity</i>	47.4%	49.7%	51.0%	50.0%
<i>b Interest or Markup Payable (Days)</i>	23.9	40.5	39.0	28.0
<i>c Average Borrowing Rate</i>	20.7%	13.8%	11.4%	9.0%

**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	<b>Highest credit quality.</b> Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+	
AA	<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.
AA-	
A+	
A	<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.
A-	
BBB+	
BBB	<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.
BBB-	
BB+	<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.
BB	
BB-	
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-	
CCC	
CC	<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.
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><b>Entities</b></p> <ul style="list-style-type: none"> <li>a) Broker Entity Rating</li> <li>b) Corporate Rating</li> <li>c) Financial Institution Rating</li> <li>d) Holding Company Rating</li> <li>e) Independent Power Producer Rating</li> <li>f) Microfinance Institution Rating</li> <li>g) Non-Banking Finance Companies (NBFCs) Rating</li> </ul>	<p><b>Instruments</b></p> <ul style="list-style-type: none"> <li>a) Basel III Compliant Debt Instrument Rating</li> <li>b) Debt Instrument Rating</li> <li>c) Sukuk Rating</li> </ul>
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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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- (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)
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- (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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