The Pakistan Credit Rating Agency Limited

Rating Report

Ravi Automobile (Pvt.) Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
29-Sep-2020	BBB	A2	Stable	Maintain	-
30-Sep-2019	BBB	A2	Stable	Initial	-

Rating Rationale and Key Rating Drivers

Ravi Automobile (Private) Limited (Ravi) operates in two segments of the automotive industry, i.e., manufacturing components (parts) for motorcycles and tractors, and assembly of complete motorcycles under the brand name of "Ravi". The ratings draw comfort from the diversity in Ravi's business streams and the historical association of its sponsors to the related business segments. This is asserted through the group's expansion into multiple standalone entities on a timeline basis of which Infinity Engineering (Private) Limited and Ravi Spherocast (a registered partnership) represent the major investments and the augmented strength of the group. The company has built a formidable position therein, given its long standing history. The ratings also incorporate the focus of Ravi on the components manufacturing business, claiming to have healthier margins. As the company operates mostly in low income driven segment, it is expected to have advantage of post Covid19 situation which has impacted the disposable income of people making them switch to cheaper mode of transportation. Governance practices, as endorsed by the Code, desire improvements. Ravi aims for expanding its business lines through capitalisation of opportunity of localization / import substitution by exploiting its in-house capabilities developed over time. To achieve its aim and improving its governance standard, Ravi has also engaged with the private equity partner for fresh equity injections and sharing of professional expertise to support its business expansion and control environment. The management does not intend to raise further debt for the existing operations, however it may seek to raise expansion capital, which may include debt , in order to capitalize on the import substitution opportunity presented by the significant depreciation of PKR over the past years. There is no major history of bad debts. The sales reflect top party concentration. The sponsors are of the view that the concentration is acceptable since decades-long relationships exist. Comfort is drawn from the need driven nature of the business, backward integration and synergies in the overall group.

The ratings are dependent on Ravi's ability to sustain its business profile amidst changing operating environment. Meanwhile, improvements can be made in terms of financial discipline. Any dilution in profit margins, cash flow and/or increase in leverage would be considered negative.

Disclosure	
Name of Rated Entity	Ravi Automobile (Pvt.) Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology | Corporate Ratings(Jun-20),Methodology | Correlation Between Long-Term And Short-Term Rating Scale(Jun-20),Criteria | Rating Modifier(Jun-20)
Related Research	Sector Study | Trucks & Buses(Dec-19)
Rating Analysts	Sohail Ahmed | sohail.ahmed@pacra.com | +92-42-35869504

Profile

Legal Structure Ravi Automobile Pvt. Limited (herein referred to as "Ravi" or "the company") was incorporated on May 19, 1998, as a private limited company, under the Companies Ordinance, 1984 (now the companies Act 2017). It specializes in the manufacturing of components and auto parts for major automotive companies and OEM automotive suppliers. It also manufactures, assembles and distributes its own brand of motorcycles under the name, Ravi.

Background In the year 1951, the group came into being with the incorporation of Punjnad Tractors (Pvt.) Limited, with Mr. Khalid (the first generation in the business) as the 100% owner. With time, various companies were incorporated by him and his three sons. In the year 2010, his sons separated their businesses and took ownership of their own companies. The companies transferred to Mr. Iqbal (Chairman, Ravi), specialise in the agriculture and automobile industries.

Operations Following a two-pronged approach, Ravi Automobile has two facilities: component (parts) manufacturing, and motorcycle assembly. The parts manufacturing division is equipped with pressure die-casting and CNC machining lines to manufacture auto parts for two-wheelers to four-wheelers (including agriculture equipment). The assembly division is used for assembly of the motorcycles.

Ownership

Ownership Structure The company is owned by Mr. Iqbal Khalid, the Chairman of the company, and his family. Mr. Iqbal has a 39% shareholding while his son Mr. Fahad Iqbal, the CEO of the company, holds 22% ownership. The rest of the ownership is shared within other family members of Mr. Iqbal.

Stability Ravi is part of a group which has been operating for over six decades. A clear line of succession compliments the future solidity of the ownership structure.

Business Acumen The group under the supervision of Mr. Iqbal and Mr. Fahad has grown in stature with time, which is considered evidence of their industry-specific working knowledge and abundant experience.

Financial Strength Apart from Ravi, the group consists of companies like Infinity Engineering (Private) Limited and Ravi Spherocast (a registered partnership) which boast considerable toplines, affirming the strength of the group.

Governance

Board Structure The board consist of three directors involving Mr. Iqbal, Mr. Fahad and Mrs. Rubina Iqbal (wife of Mr. Iqbal). No independent directors on the board exist.

Members' Profile Mr. Iqbal Khalid has a wealth of professional experience of over 5 decades, in a diverse set of industries. Mr. Fahad Iqbal also has a vast professional experience along with a strong educational background. He has done his bachelors and masters in Mechanical Engineering from the Columbia University, USA.

Board Effectiveness Mr. Fahad and Mr. Iqbal, who are also the members of the management committee, meet regularly to discuss the strategic and operational issues of the company. No formal minutes of Board meeting are maintained but the minutes of management committee meetings are maintained. There is room for improvement in board practices.

Financial Transparency The firm Javaid, Husnain & Rashid, a QCR rated audit firm, was appointed as the auditor of the company in FY18. Financial statements for FY20 is yet to be audited.

Management

Organizational Structure The company employs a total 48 employees. Production and assembly staff for the two division are distinct while the senior management for both the units is the same, along with the finance function. The respective head of departments report to the CEO of the company. The chairman provides an oversight with regards to strategic decision making.

Management Team The Chairman and the CEO are supported by a team of experienced and qualified individuals, who provide necessary technical and operational stewardship. Most of the management personnel have a long professional association with the company.

Effectiveness During the year, the company has formed a formal management committee which includes Directors and heads of all functions /departments. Management Committee shall deal with the day-to-day activities of the Company's business, develops and implement business plans and policies that have been recommend and approved by the board.

MIS The company uses Microsoft Dynamics Great Plains as its ERP software.

Control Environment The company has outsourced its internal audit function to the firm Uzair, Hammad & Faisal Chartered Accountants. The data entry and the resultant reporting is cross checked by the internal audit team. Observations are shared with the higher management. Any inconsistencies are timely resolved.

Business Risk

Industry Dynamics The motorcycle sector is a concentrated segment of the automobile industry, with a handful of key players having the most share. Overall, automobile sector has been going through a recessionary phase, because of the increase in prices of automobiles due to the depreciation of PKR, and contractionary monetary and fiscal policies. Pakistan Motorcycles market fell down by 23.7% in FY20 mainly on account of Covid19 driven lockdown in 4QFY20. In Pakistan total sales of the motorcycles during FY20, stood at ~1.32mln units vs 1.74mln units during FY19.

Relative Position Market leader is Honda with over 65% of market share and 873,902 units sale for FY20 and 2019 sales at 1.11 million units (~-25%) with the CB 150F as best model. In second place there is the local brand United Auto with 295,469 units for FY20 with 22% market share(and 364,614 units sales for FY19) and in third Road Prince with sales at 108,990 units for FY20 with 8% market share (and 161.231 units for FY19). Ravi itself holds a modest market share of ~1% with 12,380 units sale for FY20 (and 27,125 units for FY19) in the motorcycle segment of the industry.

Revenues The topline of Ravi has witnessed a slight growth of 1.3% on annualised basis during 9MFY20 with PKR 1,212mln sales as compared to sales of PKR 1,594mln for FY19. The portion of revenue from motorcycle assembly is ~57% and 43% from parts sales in 9MFY20 which was same in FY19.

Margins The gross profit margins for 9MFY20 declined to 6.1% (FY19: 14.4%, FY18: 14.7%) while the net profit margin is -19.2% (FY19: 3.9%, FY18: 4.0%). Reason for such significant decline is partially rising costs of imported raw materials which has played a role in suppressing the profits of the company. Provision for slow moving inventory amounting to PKR 109mln has been charged, which has further impacted the profitability.

Sustainability Due to the economic climate, Ravi Automobile has to increase the price of its products. The rising input costs affect profitability in the short term. However, since the company caters to all segments of the automotive industry, the impact would not be felt as strongly as it would have been otherwise, because the management has the option to amend its product mix, according to the market demand mechanics of the respective products.

Financial Risk

Working Capital For 9MFY20, the average Receivable days of Ravi automobiles decreased to 98 days from 129 days of FY19 (FY18: 115 days). Inventory amounting to PKR 109mln has been written off and PKR 295mln as has been reclassified to property, Plant equipment, which has reduced the inventory turnover days to 81 days in 9MFY20 from 110 days in FY19. Accordingly, the net working capital days also showed a sharp decrease to 65 days in 9MFY20 from 118days in FY19 (FY18: 115days).

Coverages Due to losses, the free cash flows (FCFO) of the company has turned negative with -28mln in 9MFY20 from 130mln in FY19 (FY18: PKR~141mln). FCFO coverage to debt obligations (finance cost, CMLTD and uncovered short term borrowing)is at -0.1 times as compared to 1.9 times in prior year.

Capitalization Total borrowings of the company as at 9MFY20 stood at PKR ~417mln, marginally low from PKR ~419mln as at FY19. Most of the debt book is composed of short term loans to manage working capital needs. The mix comprises of ~91% short term borrowings. The company has a gearing ratio of 48.8% at end-March which has sharply moved from 56.4% in FY19 on account of revaluation amounting to PKR 556mln. Cautious management approach is necessitated.

PKR mln

Ravi Automobile (Pvt.) Limited Auto and Allied	Mar-20 9M	Jun-19 12M	Jun-18 12M	Jun-17 12M
A BALANCE SHEET				
1 Non-Current Assets	1,277	268	298	291
2 Investments	-	-	-	-
3 Related Party Exposure	-	1	-	-
4 Current Assets	663	1,246	1,150	1,071
a Inventories	*143*	*574*	*390*	*391*
b Trade Receivables	*359*	*512*	*612*	*566*
5 Total Assets	1,940	1,515	1,448	1,362
6 Current Liabilities	563	614	616	621
a Trade Payables	*496*	*516*	*541*	*523*
7 Borrowings	417	419	421	412
8 Related Party Exposure	255	74	51	57
9 Non-Current Liabilities	-	26	41	32
10 Net Assets	705	381	321	240
11 Shareholders' Equity	705	381	321	240
B INCOME STATEMENT				
1 Sales	1,212	1,594	1,875	1,731
a Cost of Good Sold	*(1,137)*	*(1,364)*	*(1,600)*	*(1,464)*
2 Gross Profit	74	230	275	267
a Operating Expenses	(274)	(115)	(134)	(138)
3 Operating Profit	(199)	114	141	128
a Non Operating Income or (Expense)	*24*	*5*	*1*	*(1)*
4 Profit or (Loss) before Interest and Tax	(175)	119	142	127
a Total Finance Cost	*(54)*	*(53)*	*(39)*	*(28)*
b Taxation	*(4)*	*(5)*	*(27)*	*(41)*
6 Net Income Or (Loss)	(233)	61	75	58
C CASH FLOW STATEMENT				
a Free Cash Flows from Operations (FCFO)	*(28)*	*130*	*141*	*99*
b Net Cash from Operating Activities before Working Capital Changes	*(78)*	*77*	*102*	*68*
c Changes in Working Capital	*4*	*(89)*	*(71)*	*(84)*
1 Net Cash provided by Operating Activities	(74)	(12)	30	(15)
2 Net Cash (Used in) or Available From Investing Activities	(58)	(13)	(34)	(14)
3 Net Cash (Used in) or Available From Financing Activities	133	22	(0)	26
4 Net Cash generated or (Used) during the period	0	(2)	(4)	(4)
D RATIO ANALYSIS				
1 Performance				
a Sales Growth (for the period)	1.3%	-15.0%	8.3%	42.1%
b Gross Profit Margin	6.1%	14.4%	14.7%	15.4%
c Net Profit Margin	-19.2%	3.8%	4.0%	3.4%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	-2.0%	2.6%	3.7%	0.9%
*e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Sh*	-49.5%	16.3%	24.3%	27.1%
2 Working Capital Management				
a Gross Working Capital (Average Days)	179	239	191	194
b Net Working Capital (Average Days)	65	118	87	92
c Current Ratio (Current Assets / Current Liabilities)	1.2	2.0	1.9	1.7
3 Coverages				
a EBITDA / Finance Cost	0.1	3.0	4.8	6.2
b FCFO / Finance Cost+CMLTB+Excess STB	-0.1	1.9	2.8	2.2
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	-5.3	1.5	0.9	1.7
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	48.8%	56.4%	59.5%	66.1%
b Interest or Markup Payable (Days)	92.5	106.3	46.8	63.7
c Entity Average Borrowing Rate	13.1%	10.4%	8.1%	5.9%

Credit Rating

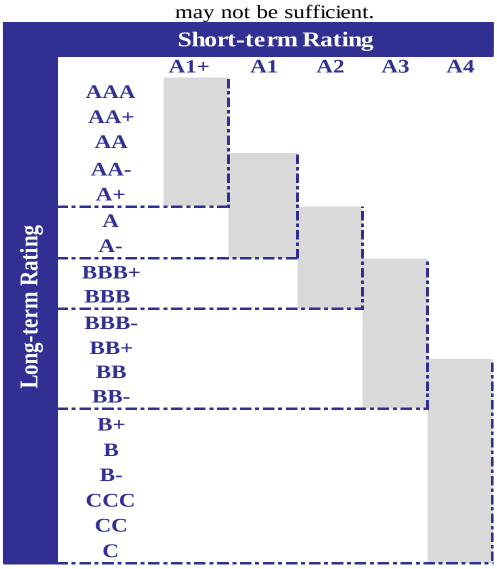
Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

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):

Entities
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

Instruments
a) Basel III Compliant Debt Instrument Rating
b) Debt Instrument Rating
c) Sukuk 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.
(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