



The Pakistan Credit Rating Agency Limited

## Rating Report

### Gul Ahmed Electric Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
19-Feb-2021	A-	A2	Stable	Upgrade	-
20-Feb-2020	BBB-	A3	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The rating recognizes that Gul Ahmed Electric is now clearly heading towards achieving commercial and sustainable operations. Gul Ahmed Energy Limited is setting up 50 MW wind power plant - Gul Ahmed Electric Limited (GEL) located in Jhimpir, District Thatta, Sindh. GEL is awarded a cost plus tariff, with the payments to be received from CPPA-G backed by the sovereign guarantee. The project achieved financial close (FC) in November 2019. Its required commercial operation date as defined under EPA is fifteen months from construction start date i.e, October 2021. Gul Ahmed Electric has eliminated the risk of untimely injection of equity, as the entire equity has been arranged at the parent company level. This lends support to the project to achieve timely completion. The project has also taken significant strides towards completion and management is committed to achieve the milestone. Hydrochina International Engineering Company Limited & Hangzhou Huachen Electric Power Control Company are the EPC contractors, comfort is drawn that they have ~40 years of worldwide experience in the wind power technology. In case of delay in achieving the COD, the EPC contractors will be liable to pay the liquidated damages of \$28,000 per day. The construction contractor will be the O&M operator for two years after COD; it will provide the warranty bond (10% of EPC cost) in the form of irrevocable bank guarantee for 24 months after COD this will provide additional cushion for the sustainable financial risk profile. Further, the company will maintain the Debt Service Reserve Account (DSRA), which will be backed by 6 months SBLCs, in total providing coverage of six months on its financial obligations till maturity. The project revenues and cash flows are exposed to wind risk, there is seasonal variation in the wind speed which effect the electricity generation, and ultimately cash flows may face seasonality. However, historical wind speeds provide comfort that GEL would be able to generate enough cash flows to keep its financial risk manageable. Comfort is drawn from the group association, having strong financial backing and relevant experience in successfully commissioning and operating 50MW Wind Energy Power Plant (Gul Ahmed Wind Power Limited) and running RFO based plant of 136 MW from last 23 years, which achieved COD in Nov-1997.

The Company has signed Energy Purchase Agreement ("EPA") with CPPA-G, as per the EPA, in case of non-project missed volumes the power purchaser shall be liable to pay the missed volumes calculated using tariff rates. The Company has adequate insurance coverage to cover the risk of business interruptions, marine & erection etc. Furthermore, external factors such as any adverse changes in the regulatory framework or prolonged delay in achieving COD may impact the ratings. Upholding financial discipline is also a consideration.

#### Disclosure

<b>Name of Rated Entity</b>	Gul Ahmed Electric Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   IPP(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   Power(Jan-21)
<b>Rating Analysts</b>	Anam Waqas Ghayour   anam.waqas@pacra.com   +92-42-35869504

## The Pakistan Credit Rating Agency Limited

### Profile

**Plant** Gul Ahmed Electric Limited (GEL) is a Renewable Energy Independent Power Producer (RE IPP) operating under the Renewable Energy Policy 2006. The company is setting up 50MW wind power plant located in Jhimpir, District Thatta, Sindh.

**Tariff** GEL is awarded cost-plus tariff for wind power projects by NEPRA. On Nov'18 NEPRA has determined the tariff, the company has a generation tariff PKR 7.2340 per Kilowatt hour (KWh) for years 1-10 and generation tariff of PKR 2.3790 per Kilowatt hour (KWh) for years 11-25. The levelized tariff for the project is US¢ 4.7212/KWh at the time of the financial close.

**Return On Project** The ROE of the project, as agreed with NEPRA, is 14%

### Ownership

**Ownership Structure** Gul Ahmed Electric Ltd (GEL) is wholly owned by Gul Ahmed Energy Ltd (GAEL). The shareholding of GAEL is vested among Gul Ahmed Energy Group (67.68%), Toyota Tsusho Corporation (18.62%), Tomen Power (Singapore) P.T.E Limited (12.87% and Wartsila (0.92%).

**Stability** Gul Ahmed Energy Group has a long history of diversified business since 1948. The Group gradually diversified in various industries with operations across textile, manufacturing, investments, power & energy and currently it is one of the leading industrial groups in the country.

**Business Acumen** Sponsor group has significant experience in textile, trading and power & energy.

**Financial Strength** The financial strength of the sponsors is considered strong as they have well diversified profitable businesses.

### Governance

**Board Structure** Gul Ahmed Electric Limited Board of Directors (BoD) comprises three members with extensive experience.

**Members' Profile** Mr. Iqbal Ali Mohamed is the Chairman of the board and has associated with the Gul Ahmed Group since its inception. While, Mr Abdul Razak Teli is currently serving as a director on the board of GEL and has over five decades of experience under his belt.

**Board Effectiveness** The experiences of board will help guiding the management in developing effective operational and financial policies.

**Transparency** A.F Ferguson & Co. Chartered Accountants are the external auditors of the company. They have expressed an unqualified opinion on the company's financial statements for the period ended June 30, 2020.

### Management

**Organizational Structure** Gul Ahmed Electric Limited has a lean organizational structure. The company has a well-defined lean organizational structure with a professional management team in place to monitor the operations and assure control mechanisms.

**Management Team** Mr. Iqbal Ali Mohamed is the CEO of the company. Mr. Iqbal has over fifty years of diversified experience in industry. Mr. Iqbal is the member of ICAP and ICAEW.

**Effectiveness** GEL's management effectiveness plays a significant role in empowering the organization through positive results, which has made decision making process systematic

**Control Environment** GEL has in place an efficient MIS reporting system for its operations, enabling efficient monitoring and timely decision making.

### Completion Risk

**Engineering And Procurement** GEL has signed an Onshore Contract with HydroChina International Engineering Company Limited and Offshore supply contract with Hangzhou Huachen Electric Power Control Company of ~USD 12mln and ~USD 45.08mln respectively. Wind power projects' cost is mainly comprised of wind turbines and other instruments, hence cost of offshore EPC contract is major component of total EPC cost. HydroChina is responsible for the overall management, coordination, and implementation of the project. Construction of the project has started in July 2020 and the expected completion is in October 2021. The company tested various WTG technologies available in Pakistan and opted for Goldwind GW 121 2.5 MW turbines. At the end of Dec-20, 21% of the project has been completed and it will achieve COD as planned by EPC contractors.

**Power Purchase Agreement** Gul Ahmed Electric Limited operates under the Renewable Energy Policy 2006. Energy Purchase Agreement is with CPPA-G, and has tenure of 25 years.

**Pre-Commissioning Progress** HydroChina International Engineering Company Limited has extensive expertise in Engineering and Design of Renewable Energy projects both within and outside of China. Subject Company is already involved in other wind power projects in Pakistan.

**Performance Default Risk** Project Insurance has been attained by the GEL's management. EPC contractors will be liable to pay Liquidated Damages (LDs) as per the contract if benchmark performance ratio is not met or in the event that plant is not functional by the COD.

### Performance Risk

**Industry Dynamics** Pakistan has the potential to generate more than 50,000 MW electricity through Wind. GoP tasked AEDB to produce 5% of total generation through RE by 2030.

**Operation And Maintenance** The long term O&M contract is yet to be finalized.

**Fuel Supply Agreement** GEL is successfully operating two wind power projects in Jhimpir whereby the average wind speed is 7.6 Meter/second. The risk is considered low. Tariff is based on a conservative energy estimate and it is highly likely that energy generation will be in excess of the estimate.

**Performance Benchmark** The required availability and the capacity factor is 97% and 38% by NEPRA.

### Financial Risk

**Financing Structure Analysis** The total project cost is ~USD 65.5mln, consisting of 80% of debt (~USD 51ml) and 20% of equity (~USD 13.53mln). The debt financing constitutes foreign loan of ~USD 25.5mln (3MLIBOR+4.25%) and local loan of ~PKR 4.5bln at 6% fixed rate as per SBP re-finance scheme. The foreign loan has the maturity of 13 years while the local loan has maturity of 10 years. Both the local and foreign loan are repayable in quarterly installments. The equity will be injected by the sponsors.

**Liquidity Profile** As circular debt continues to be an issue for companies operating in power sector. Consequently, IPPs have to manage their liquidity requirements from short-term borrowings.

**Working Capital Financing** Renewable IPPs do not have to pay for fuel which minimize their working capital needs.

**Cash Flow Analysis** The stability and sustainability of future cash flows of GEL depends completely on continuous performance of its wind turbines. Gul Ahmed Electric Limited has to generate adequate cash flows which will be enough to meet its debt obligations. The company would have to make quarterly principal repayments of debt, which also includes foreign debt. The company will maintain the Debt Service Reserve Account (DSRA), which will be equivalent to two quarterly payments (6 months).

**Capitalization** As at end Dec-20 GEL has only availed the 41% local financing facility amounting to PKR 1.85bln and also injected 41% of Equity amounting to PKR 861mln. The company, however, achieved financial close during November-19 while drawdown is in progress, and as a result the leverage of the company is expected to increase significantly as the project debt constitutes 80% (~USD 51ml) of total estimated project cost (~USD 65.5mln).



00-Jan-00 ##	Jun-20 12M	Jun-19 12M	Jun-18 12M
<b>A BALANCE SHEET</b>			
1 Non-Current Assets	406	69	47
2 Investments	-	48	60
3 Related Party Exposure	-	-	-
4 Current Assets	535	1	1
a Inventories	-	-	-
b Trade Receivables	-	-	-
<b>5 Total Assets</b>	<b>941</b>	<b>118</b>	<b>109</b>
6 Current Liabilities	67	7	1
a Trade Payables	65	-	-
7 Borrowings	12	-	-
8 Related Party Exposure	-	-	-
9 Non-Current Liabilities	-	-	-
<b>10 Net Assets</b>	<b>862</b>	<b>111</b>	<b>108</b>
<b>11 Shareholders' Equity</b>	<b>862</b>	<b>111</b>	<b>108</b>
<b>B INCOME STATEMENT</b>			
1 Sales	-	-	-
a Cost of Good Sold	-	-	-
<b>2 Gross Profit</b>	<b>-</b>	<b>-</b>	<b>-</b>
a Operating Expenses	(1)	(0)	(0)
<b>3 Operating Profit</b>	<b>(1)</b>	<b>(0)</b>	<b>(0)</b>
a Non Operating Income or (Expense)	2	3	3
<b>4 Profit or (Loss) before Interest and Tax</b>	<b>1</b>	<b>3</b>	<b>3</b>
a Total Finance Cost	(0)	(0)	(0)
b Taxation	-	-	-
<b>6 Net Income Or (Loss)</b>	<b>1</b>	<b>3</b>	<b>3</b>
<b>C CASH FLOW STATEMENT</b>			
a Free Cash Flows from Operations (FCFO)	(19)	1	1
b Net Cash from Operating Activities before Working Capital Changes	(19)	1	1
c Changes in Working Capital	60	6	0
<b>1 Net Cash provided by Operating Activities</b>	<b>41</b>	<b>7</b>	<b>1</b>
<b>2 Net Cash (Used in) or Available From Investing Activities</b>	<b>(275)</b>	<b>(7)</b>	<b>(0)</b>
<b>3 Net Cash (Used in) or Available From Financing Activities</b>	<b>750</b>	<b>-</b>	<b>-</b>
<b>4 Net Cash generated or (Used) during the period</b>	<b>516</b>	<b>(0)</b>	<b>0</b>
<b>D RATIO ANALYSIS</b>			
<b>1 Performance</b>			
a Sales Growth (for the period)	N/A	N/A	N/A
b Gross Profit Margin	N/A	N/A	N/A
c Net Profit Margin	N/A	N/A	N/A
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	N/A	N/A	N/A
e Return on Equity [ Net Profit Margin * Asset Turnover * (Total Assets/Sh	N/A	N/A	N/A
<b>2 Working Capital Management</b>			
a Gross Working Capital (Average Days)	N/A	N/A	N/A
b Net Working Capital (Average Days)	N/A	N/A	N/A
c Current Ratio (Current Assets / Current Liabilities)	8.0	0.2	2.0
<b>3 Coverages</b>			
a EBITDA / Finance Cost	N/A	N/A	N/A
b FCFO / Finance Cost+CMLTB+Excess STB	N/A	N/A	N/A
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	-0.6	0.0	0.0
<b>4 Capital Structure</b>			
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	1.4%	0.0%	0.0%
b Interest or Markup Payable (Days)	N/A	N/A	N/A
c Entity Average Borrowing Rate	0.0%	--	--

**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	<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.
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><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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- 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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- (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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