The Pakistan Credit Rating Agency Limited

Rating Report

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Report Contents

Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
30-Apr-2024	AA	A1+	Stable	Initial	-
14-Feb-2024	AA	A1+	Stable	Preliminary	-

Rating Rationale and Key Rating Drivers

The ratings incorporate the strategic importance of K-Electric Limited, (“the Company” or “KE”)as the only vertically integrated power utility company in Pakistan which means it is responsible for generation, transmission, as well as distribution of electricity in Karachi and other adjoining areas of Sindh and Balochistan. During FY23, KE reported a net loss of PKR 30.89bln which was a fallout from the previous year which reported a profit of PKR 8.5bln in FY22. The loss is mainly attributed to slowing down of the economy and increase in fuel prices which resulted in a decrease in KE’s sent-out units. Furthermore, the consistent devaluation of Pak Rupee throughout the year resulted in a huge exchange loss which was combined with the increase in debt servicing cost because of increase in policy rates. Since the Company operates under a regulated MYT by the NEPRA, there was no adjustment made in the tariff for changes in sent-out and policy rates. Moreover, the working capital also remained a challenge because of delayed payments from the government which resulted in enhanced borrowings ultimately curtailing the Company’s profitability. As a result, finance cost coverage & debt coverage plummeted to 2.4x & 0.6x (FY22:6.0x & 1.3x) respectively. Leveraging of the Company also increased to 54.8% (FY22: 53%) and is expected to increase further on account of the board approved Investment Plan for the improvement of transmission and distribution segments. KE secures its payments against long-term borrowings as the Company dedicates funds in its MCA to meet its obligations in a timely manner. The Company has made continuous improvements in its performance metrics which include a reduction in its T&D losses & improvement in its recovery ratio. KE has also successfully synchronized both units of its 900MW RLNG-fired power project (BQPS-III) whereby both units have successfully been commissioned.

In the ongoing tariff renewal process, NEPRA granted KE its Distribution and Supplier License on January 19, 2024, valid for 20 years. Additionally, NEPRA has recently approved the Investment Plan and Loss Assessment for Transmission and Distribution segments for the control period spanning from FY23-24 to FY29-30. However, as the tariff petition for all segments nears conclusion by the end of FY24, financial reports for the first quarter and half-yearly of FY24 are still pending awaiting approved tariff determinations.

Issuer Profile

Profile K-Electric (KE), was incorporated in 1913 under the Companies Act, 2017 and its shares are quoted on the Pakistan Stock Exchange. KE's current power generation capacity is 2,817MW. In addition to its own generation capacity, KE has power purchase agreements (PPA) with several IPPs & NTDC for 1650MW. KE's transmission network is interconnected with NTDC and comprises 220KV, 132KV, and 66KV transmission lines, 71 grid stations, and 181 power transformers. KE is principally engaged in the generation, transmission and distribution of electric energy under the Electricity Act, 1910 and the Regulation of Generation, Transmission and Distribution of Electric Power Act, 1997 (the NEPRA Act 1997) to its licensed areas.

Ownership The major shareholding (66.40%) in the company is owned by KES Power Limited (KESP) with controlling rights. Government of Pakistan owns over 24% shares in the Company and the remaining ~9% is the free float. KESP is owned by IGCF SPV 21 Limited (53.8%), Al Jomaih Power Limited (27.7%) and Denham Investments (18.50%). The majority shares (66.4%) of the Company are listed in the PSX owned by KES Power, a consortium of investors including Al-Jomaih Power Limited of Saudi Arabia, National Industries Group (Holding), Kuwait, and the Infrastructure and Growth Capital Fund (IGCF). The Government of Pakistan also maintains a shareholding (24.36%) in the Company.

Governance The overall control of the Company vests in thirteen-member board of directors (BoD) including the CEO. The board is majority controlled by KESP. Mr. Mark Gerard Skelton was appointed by the BOD as Chairman. Furthermore, Mr. Boudewijn Clemens Wentink, Ch. Khaqan Saadullah Khan and Ms. Sadia Khurram resigned from the position of Non-Executive Directors in October 2022 resulting in casual vacancies on the board. However, K-Electric cannot change its current Board composition till further orders from SECP in addition to the suit filed by Al Jomiah Power Limited & Denham Investments against IGCF SPV 21 restricting the Company to make any change in composition of the board. Mark Skelton is a Managing Director with Alvarez & Marsal's (A&M) Advisory practice in London. He brings more than 20 years of experience in corporate finance and advisory. His primary areas of concentration are cross border assignments crossing different legal jurisdictions and waterfall classes. There are currently four committees at the board level, namely (i) Audit, (ii) Finance, (iii) Human Resource & Remuneration, and (iv) Board Strategy & Project to ensure the smooth flow of operations. AF Ferguson & Company, Chartered Accountants is the external auditor of the company. The auditors have given unqualified opinion and review report on the company's financial statements for the year ended June 30, 2022. At the same time, they have drawn attention to the matter that the markup/ financial charges on outstanding liabilities and receivables to and from govt controlled entities to be treated on net basis.

Management KE has a very organized Management Structure with defined hierarchy with three segments (Generation, Transmission & Distribution) guiding the way. KE's management team comprises qualified and experienced professionals. Mr. Moonis Alvi has been spearheading the company since being the CEO in June 2018. He has also previously served as the Chief Financial Officer of K-Electric Limited. KE has constituted four strategic divisions – (i) Supply Chain, (ii) Corporate Strategy, (iii) Health Safety and Environment, and (iv) Special Projects – which aids in the execution of the company's overall strategy. Each division head reports directly to the CEO, with the exception of Internal Audit, who reports directly to the Audit Committee of the board. KE has implemented SAP's Industry Solution for Utilities/Customer Care System, along with SAP Customer Relationship Management and SAP Business Warehouse/ Business Intelligence Solution. These modules address the needs of a customer oriented utility company as well as managing day to day operations such as meter-to-cash cycle, customer level financial management, energy loss management, etc. The modules also support upcoming regulations like 'Time of Use' tariffs and potential deregulation of the power sector. Another key initiative is integration of the state-of-the-art Supervisory Control and Data Acquisition (SCADA) communication system at the nine newly constructed grids with the Load Dispatch Center.

Business Risk Energy Sector is the backbone of an economy, while Power is one of the most significant segments of the Energy Sector. Among the three verticals of the Power Value Chain, i.e., Generation, Transmission and Distribution, Generation is the upstream sector which sets the direction of the country's power production and its fuel composition. The total generation of the country during FY23 stood at 138,028 GWh (CPPA-G: 128,624 GWh, KE: 9,404 GWh) with share from Hydel (25.5%), Thermal (52.2%), Nuclear (17.4%) and Renewable (4.9%). K-Electric Limited is the only vertically-integrated power utility of the country and has been in operations for over a century. KE has a registered customer base of ~3.6 million at end-Sep'23, of which 84% constitute residential consumers, 15% commercial, Industrial 0.7%, and the remaining 1% comprises of agricultural and public consumers. However, in terms of revenue, residential customers accounted for only 40.6% of tariff income for 1QFY24, while commercial, Industrial, Agricultural and public consumers accounted for 20.2%, 38.9% and 0.05% and 0.3%, respectively. This is due to the heavy consumptive requirements of industrial consumers. Given the developing stage of the economy, the demand for electricity is expected to increase going forward. During FY23, challenging sociopolitical and macroeconomic factors have had a cascading impact on multiple sectors including the Company. Impacted by these challenges, Company has observed a reduction in units sent-out by 7.3% and the gross profitability of the Company declined significantly by PKR 15.72bln. Hence GP margin decline to 10.2% and NP Margin plummeted to -5.9%. The Company operates under regulated tariff, and as per current MYT, no adjustments is provided in the tariff for changes in sent-out and policy rates. KE is aggressively working on the expansion plans and have already filed for investment plan to NEPRA with the cost of PKR 484bln. Also, KE has been taking new initiatives to reduce the T&D losses which will ultimately complement the bottom line.

Financial Risk During FY23, total receivables of the Company are reported at PKR 104,283mln as compared to PKR 136,843mln in corresponding period includes receivable from consumers in relation to Fuel Surcharge Adjustment amounting to PKR 7,155mln (FY22: PKR. 45,676mln) which is recoverable post determination from NEPRA. The company has strong cash generation ability. The outstanding receivable balances and tariff differential claims have placed constraints on cashflow streams, and for working capital requirement company is resorting to short term debt avenues. KE's coverages have exhibited a declining trend as reflected by the increasing cost of debt servicing and total debt and stressed FCFOs. FCFO (FY23: PKR 64.8bln; FY22: PKR 68.4bln; FY21: PKR 59.42bln). Interest coverage decreased to 2.4x in FY23 from 6.0x during FY22. Similarly, debt service coverage plummeted to 0.6x during the period under review from 1.3x in Jun-22. Borrowings of the Company has surged to PKR 309,804mln on back of capital expenditure on 900 MW RLNG project (BQPS-III) and because of enhanced short-term borrowings (PKR 92,851mln) because of the continuous deterioration of working capital structure . Hence leveraging of the company increased to 54.8% by end June-23 (FY22: 53%, FY21: 45%).

Instrument Rating Considerations

About The Instrument KE issued a rated, unsecured, privately placed, short-term, sukuk ("PPSTS-23") amounting PKR 5,000mln on 14-Feb-24, to finance the Company's working capital requirements. PPSTS-23 issued in replacement of privately placed short-term sukuk ("PPSTS-18") of PKR 5,000mln which was redeemed on 09-Feb-24. The tenor of PPSTS-23 will be 6 months and is carrying a profit rate of 21.51% p.a.(6MK+10bps). Profit and principal will be realized at the time of maturity.

Relative Seniority/Subordination Of Instrument The claim of the certificate holders will rank superior to the claim of ordinary shareholders.

Credit Enhancement The instrument is unsecured.

The Pakistan Credit Rating Agency Limited

Financial Summary
PKR mln

K-Electric Limited	Jun-23	Jun-22	Jun-21	Jun-20
Power	12M	12M	12M	12M
A BALANCE SHEET				
1 Non-Current Assets	581,434	489,791	424,484	361,321
2 Investments	26,232	19,249	2,987	3,048
3 Related Party Exposure	429	275	182	-
4 Current Assets	416,567	550,813	408,024	339,045
a Inventories	*5,435*	*4,030*	*3,024*	*647*
b Trade Receivables	*104,283*	*136,843*	*104,714*	*99,832*
5 Total Assets	1,024,662	1,060,128	835,677	703,414
6 Current Liabilities	385,933	476,818	382,145	295,387
a Trade Payables	*288,600*	*379,069*	*297,613*	*217,625*
7 Borrowings	309,804	283,088	184,300	155,574
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	73,770	50,050	45,281	41,795
10 Net Assets	255,155	250,172	223,952	210,658
11 Shareholders' Equity	255,155	250,172	223,952	210,658
B INCOME STATEMENT				
1 Sales	519,471	518,777	325,049	288,807
a Cost of Good Sold	*(466,659)*	*(450,241)*	*(265,854)*	*(244,914)*
2 Gross Profit	52,812	68,536	59,195	43,893
a Operating Expenses	(27,415)	(23,719)	(25,225)	(21,523)
3 Operating Profit	25,397	44,817	33,970	22,370
a Non Operating Income or (Expense)	*(33,200)*	*(24,049)*	*(7,511)*	*(5,275)*
4 Profit or (Loss) before Interest and Tax	(7,802)	20,769	26,459	17,096
a Total Finance Cost	*(34,570)*	*(15,120)*	*(11,113)*	*(16,737)*
b Taxation	*11,476*	*2,875*	*(3,348)*	*(3,318)*
6 Net Income Or (Loss)	(30,897)	8,524	11,998	(2,959)
C CASH FLOW STATEMENT				
a Free Cash Flows from Operations (FCFO)	*64,797*	*68,380*	*59,424*	*48,785*
b Net Cash from Operating Activities before Working Capital Changes	*16,564*	*48,261*	*44,556*	*27,160*
c Changes in Working Capital	*44,245*	*(75,117)*	*(2,296)*	*(4,512)*
1 Net Cash provided by Operating Activities	60,809	(26,857)	42,259	22,648
2 Net Cash (Used in) or Available From Investing Activities	(49,646)	(63,843)	(74,465)	(49,411)
3 Net Cash (Used in) or Available From Financing Activities	(218)	84,804	22,061	26,415
4 Net Cash generated or (Used) during the period	10,946	(5,896)	(10,144)	(349)
D RATIO ANALYSIS				
1 Performance				
a Sales Growth (for the period)	0.1%	59.6%	12.5%	-0.1%
b Gross Profit Margin	10.2%	13.2%	18.2%	15.2%
c Net Profit Margin	-5.9%	1.6%	3.7%	-1.0%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	21.0%	-1.3%	17.6%	15.3%
*e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Sh*	-12.2%	3.6%	5.5%	-1.4%
2 Working Capital Management				
a Gross Working Capital (Average Days)	88	87	117	134
b Net Working Capital (Average Days)	-147	-151	-172	-124
c Current Ratio (Current Assets / Current Liabilities)	1.1	1.2	1.1	1.1
3 Coverages				
a EBITDA / Finance Cost	2.1	5.9	6.6	3.7
b FCFO / Finance Cost+CMLTB+Excess STB	0.6	1.3	0.6	0.9
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	6.7	3.4	3.1	3.2
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	54.8%	53.1%	45.1%	42.5%
b Interest or Markup Payable (Days)	196.3	341.8	360.1	229.0
c Entity Average Borrowing Rate	8.8%	5.2%	5.3%	9.3%

Credit Rating

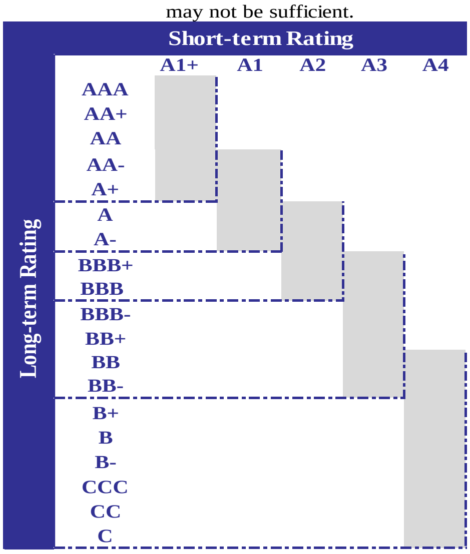
Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

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):

a) Broker Entity Rating
b) Corporate Rating
c) Debt Instrument Rating
d) Financial Institution Rating
e) Holding Company Rating
f) Independent Power Producer Rating
g) Microfinance Institution Rating
h) Non-Banking Finance Companies Rating

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Regulatory and Supplementary Disclosure

(Credit Rating Companies Regulations,2016)

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2) **Conflict of Interest**

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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)
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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 | Clause 11-(A)(p).
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(10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
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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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(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 | 17-(a)
(19) PACRA reviews all the outstanding ratings periodically, on annual basis; Provided that public dissemination of annual review and, in an instance of change in rating will be made; | Chapter III | 17-(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 | 17-(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 | 17-(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 | 14-3(f)(vii)

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Regulatory and Supplementary Disclosure

Nature of Instrument	Size of Issue (PKR)	Tenor	Security	Quantum of Security	Nature of Assets	Trustee	Book Value of Assets (PKR mln)
Rated, Unsecured, Privately Placed Short Term Sukuk (PPSTS-23)	5,000 mln	6 months	Unsecured	N/A	N/A	HBL	N/A

Name of Issuer	K-Electric Limited
Issue Date	14-Feb-24
Maturity	15-Aug-24
Profit Rate	6M KIBOR + 10bps p.a.

Due Date Principal*	Opening Principal	Principal Repayment*	Due Date Markup/ Profit*	Markup/Profit rate	6M Kibor Plus 10bps	Markup/Profit Payment	Installment Payable	Principal Outstanding
	PKR in mln					PKR in mln		
Issuance								5,000
14-Feb-24	5,000			6M KIBOR + 0.1%	21.51%		-	5,000
15-Aug-24	5,000	5,000	15-Aug-24	6M KIBOR + 0.1%	21.51%	538	5,538	-
		5,000				**538**	**5,538**	