



The Pakistan Credit Rating Agency Limited

Rating Report

Narowal Energy Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
11-Jul-2018	AA-	A1+	Stable	Initial	-

Rating Rationale and Key Rating Drivers

The ratings reflect strong business profile of Narowal Energy Limited emanating from the demand risk coverage under Power Purchase Agreement signed between CPPA-G and the company. Meanwhile, the Implementation Agreement provides sovereign guarantee for cashflows, given adherence to agreed performance benchmarks (Availability: 88%, Efficiency: 45%). The company continues to meet its performance benchmarks. Nevertheless, delayed payments from the power purchaser remained a challenge. The ratings incorporate low operational risk, a result of in-house O&M undertaken by Hub Power Services Limited (HPSL) – an associated company. The company’s generation witnessed a dip in 9MFY18 on the back of lower demand due to closure of RFO based power plants. Narowal Energy has been repaying its debt repayments (Principal and Markup) on time without availing benefit of forbearance period, facet of strong financial profile and working capital management. Sound financial profile of Hubco; the holding company, provides comfort to the ratings.

Adherence to good financial discipline towards both financial and commercial obligations would remain important. Meanwhile, upholding strong operational performance in line with agreed performance levels remain important. Any significant increase in overdue receivables, in turn weakening in financial risk profile would be a concern.

Disclosure

Name of Rated Entity	Narowal Energy Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology Correlation between long-term and short-term rating scale(Jun-17),Methodology Criteria Modifiers(Jun-17),Methodology Independent Power Producers (IPP)(May-17)
Related Research	Sector Study Power(Apr-18)
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NAROWAL ENERGY LIMITED PROFILE

Incorporated	2015
Major business lines	Independent Power Producer
Legal status	Public Limited
Plant Specifications	11*18.9 MW Engines 1*16.9 MW Steam Turbine
Primary Fuel	RFO
Plant Location	Narowal, Punjab
Head Office	Karachi

INDUSTRY SNAPSHOT

- Pakistan total power generation is increasing on the back of new power projects under CPEC
- Pakistan's energy mix is shifting towards Gas/RLNG and coal from Furnace Oil and other expensive sources
- Gas fired power plants have lowest per unit cost among all fossil fuel power plants.
- Going forward, cheap renewable electricity will be a challenge to viability of Thermal power plants.

OWNERSHIP

- Narowal Energy Limited (NEL) is a 100% owned subsidiary of The Hub Power Company Limited (Hubco).
- Hubco is Pakistan's largest Independent Power Producer (IPP) with cumulative ~1600MW installed capacity.
- Mega Conglomerate Private Limited (19.4%) is the single largest shareholder of HUBCO, followed by ABL (9.7%), Fauji Foundation (8.5%) and NBP (5%). The remaining shareholding is held by various Financial Institutions, Joint Stock Companies and Individuals respectively.
- Mega Conglomerate Private Limited (MCPL) is a diversified conglomerate with business holdings including the country's largest container terminal, third largest dairy producer, top tier cement manufacturing company, vertically integrated shipping and power sector

GOVERNANCE

- NEL's Board of Directors comprises of four Directors, including the CEO. The members of the Board are representatives of Hubco.
- Mr. Khalid Mansoor, CEO of the Company, is also the chairman of NEL.
- No Board Committee is formed by the Board.
- Deloitte Yousaf Adil Chartered Accountants is the external auditor of NEL and the auditor has given unqualified report on the financial statements for the year ending June 2017.

MANAGEMENT

- The management control of the NEL vests with Mr. Khalid Mansoor, the CEO. He carries with him over three decades of experience in Energy & Petrochemical sectors in leading roles for mega size projects development, execution, management and operations. He is supported by a team of experienced professionals having relevant skills and expertise in their respective fields.
- NEL has a lean organizational structure with an efficient management team.

BUSINESS AND OPERATIONAL RISK

- O&M of NEL has been outsourced to NEL's associate Hub Power Services Limited (HPSL). HPSL is 100% owned subsidiary of Hubco incorporated to manage the O&M of Hubco's power plants.
- Bakri Trading Company is the fuel supplier for Narowal Plant. The agreed credit period is 30 days, but owing to better supplier relationship the company can avail credit period of more than 30 days if required.

PERFORMANCE

- NEL's profitability is a function of its availability, capacity utilization and plant efficiency. The company has over the period managed to meet its benchmark targets i.e. availability and plant efficiency.
- The company's generation of decreased (9MFY18: 899Gwh, 9MFY17: 995Gwh) due to lower demand by the power purchaser due to closure of RFO plants on government's instruction.
- NEL's profit remained strong (9MFY18: 1,999mln, FY17: 814mln).
- Going forward, the company's generation in line of government's power generation policy of RFO based will be important.

FINANCIAL RISK

- The company's working capital needs are dependent on payment behavior of power purchaser – CPPA-G. Continuous delay in payments from CPPA-G caused trade receivable days to increase which in turn resulted in higher cash cycle as at end 9MFY18: 219 days.
- To bridge the working capital requirements, the company has procured short term lines of PKR 6,935mln out of which ~89% were utilized as at 9MFY18.
- The coverages of the company remained low (Post-Working Capital FCFO/Interest + Current Maturity: 9MFY18: 0.6x; FY17: 0.1x) due to higher short term borrowings procured to meet increasing working capital needs – a facet of increase in overdue receivables.
- NEL has paid 30 installments of its project debt till March 2018. The project debt will be totally paid by 2020. The company's capital structure stands at 51%.



Narowal Energy Limited

BALANCE SHEET

	31-Mar-18 9M	30-Jun-17 Annual
Non-Current Assets	16,537	17,237
Current Assets	16,152	12,696
Inventory	1,496	1,802
Trade Receivables	13,235	9,950
Other Current Assets	840	554
Cash & Bank Balances	581	391
Total Assets	32,689	29,934
Debt	15,385	15,847
Short-term	6,213	4,756
Long-term (Inlc. Current Maturity of long-term debt)	9,172	11,091
Other Short term liabilities (inclusive of trade payables)	2,688	1,207
Other Long term Liabilities	-	-
Shareholder's Equity	14,616	12,880
Total Liabilities & Equity	32,689	29,934

INCOME STATEMENT

Turnover	13,097	4,735
Gross Profit	3,115	1,260
Operating Expenses	(114)	(98)
Interest Expense/Income	(1,001)	(348)
Net Income	1,999	814

Cashflow Statement

Free Cashflow from Operations (FCFO)	3,711	1,406
Net Cash changes in Working Capital	(1,749)	(1,096)
Net Cash from Operating Activities	1,001	(16)
Net Cash from Investing Activities	(51)	(68)
Net Cash from Financing Activities	3,996	4,033
Net Cash generated during the period	4,946	3,949

Ratio Analysis

Performance

Turnover Growth	N/A*	N/A*
Gross Margin	23.8%	26.6%
Net Margin	15.3%	17.2%
ROE	13.7%	6.3%

Coverages

Debt Service Coverage (X) (FCFO/Gross Interest+CMLTD)	1.5	0.9
Interest Coverage (X) (FCFO/Gross Interest)	3.7	4.0
FCFO Pre-WC/Gross interest+CMLTD	1.6	0.7
FCFO POST-WC/Gross interest+CMLTD	0.6	0.1

Liquidity

Net Cash Cycle (Inventory Days + Receivable Days - Payable Days)	218	763
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Capital Structure

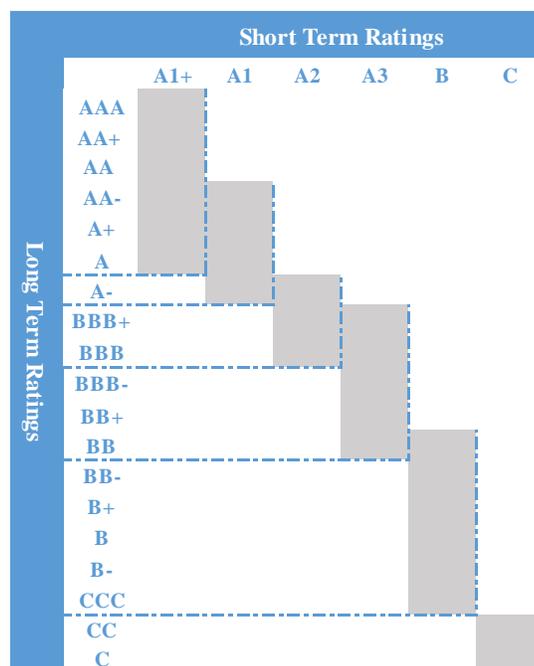
Net Debt/Net Debt+Equity	51.3%	55.2%
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* Plant was demerged from HUBCO in March 2017 so turnover growth cannot be calculated.

Credit Rating Scale & Definitions

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 Ratings		Short Term Ratings	
AAA	Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments	A1+	The highest capacity for timely repayment.
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.	A1	A strong capacity for timely repayment.
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.	A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial 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.	A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
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	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions.
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.	C	An inadequate capacity to ensure timely repayment.
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.		



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, a) some material identifiable event and/or b) deviation from expected trend. 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 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) cessation of underlying entity, c) the debt instrument is redeemed, d) the rating remains suspended for six months, e) the entity/issuer defaults, or/and f) 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.

Disclaimer: PACRA's ratings are an assessment of the credit standing of entities/issue in Pakistan. They do not take into account the potential transfer / convertibility risk that may exist for foreign currency creditors. PACRA's opinion is not a recommendation to purchase, sell or hold a security, in as much as it does not comment on the security's market price or suitability for a particular investor.

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

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- (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)

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- (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.
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- (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)

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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)
- (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)

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