



The Pakistan Credit Rating Agency Limited

## Rating Report

### Fazal Rehman Fabrics Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
25-Aug-2021	A-	A2	Positive	Maintain	-
28-Aug-2020	A-	A2	Stable	Maintain	-
29-Aug-2019	A-	A2	Stable	Maintain	-
28-Feb-2019	A-	A2	Stable	Maintain	-
29-Aug-2018	A-	A2	Stable	Upgrade	-
28-Feb-2018	BBB+	A2	Stable	Maintain	-
26-Jan-2017	BBB+	A2	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The ratings reflect Fazal Rehman Fabrics Limited's (Fazal Rehman Fabrics) favorable business profile characterized by sizable revenue base and healthy margins. Positive Outlook on the entity ratings incorporates the Company's improving business profile plus its strong financial risk matrix reflected by reasonable working capital cycle; healthy coverages. During 9MFY21, the Company's topline witnessed double digit growth to stand at PKR 10.3bln. During the period, improved margins and reduced finance cost have strengthened the bottom-line to stand at PKR 664mln. However, leveraging has increased during the period on account of capacity enhancements financed through long-term borrowing. Consequently, the Company possess high-leveraged capital structure. Additionally, the Company is planning to establish towel unit with capacity of 10 tons production per day. Textile exports of the country recorded a double-digit increase of ~23% for FY21 to stand at USD 15.4bln as compared to USD 12.5bln in FY20 due to an increase in demand for textile products internationally, led by good recovery around the globe post-pandemic. Going forward, the textile sector's outlook is expected to stay stable in the medium term where the demand for textile products is expected to increase. The probability of little attrition in demand remains on the horizon attributable to the outbreak of COVID-19 variants.

The ratings are dependent on the management's ability to uphold the entity's strong business performance. The assigned ratings derive comfort from the Company's association with Fazal Group. Meanwhile, prudent management of cash flows and maintaining strong coverage to fulfill financial obligations arising from increased leveraging will be critical, going forward.

#### Disclosure

<b>Name of Rated Entity</b>	Fazal Rehman Fabrics Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Corporate Rating(Jun-21),Criteria   Correlation Between Long-term & Short-term Rating Scales(Jun-21),Criteria   Rating Modifiers(Jun-21)
<b>Related Research</b>	Sector Study   Weaving(Sep-20)
<b>Rating Analysts</b>	Sehar Fatima   sehar.fatima@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Fazal Rehman Fabrics Limited (Fazal Rehman), a public unlisted company, was incorporated in 2004 and started commercial operations in 2007

**Background** Fazal Rehman is associated with Fazal Group and is a wholly-owned subsidiary of Ahmed Fine Textile Mills Limited. The Company's production facility is located in the vicinity of Multan, Punjab.

**Operations** The Company operates with one weaving unit having 475 air-jet looms. The Company caters to its power needs via in-house production ~8MW, as well as MEPCO's connection.

## Ownership

**Ownership Structure** Fazal Rehman Ltd. is a wholly-owned subsidiary of Ahmed Fine Textile, which is jointly owned by families of Mian Naseem and Mian Farooq. Both of whom branch out from the same family; descending from Mr. Fazal-ur-Rehman.

**Stability** The considerable positions in the Company are held by Sheikh Naseem's family, where the third generation is gradually being inducted into the business. The distribution of responsibilities is clearly defined among family members, portraying a structured line of succession. However, the transfer of ownership to the next generation is not documented yet.

**Business Acumen** The Sponsoring groups have a long presence in the local textile industry. Over the period of time, they have developed strong credentials and expertise in the textile value chain. This has helped the Company in expanding its operations despite the challenging market.

**Financial Strength** Fazal Group maintains dominant position in Multan's textile industry. Furthermore, Fazal Group's interest in fertilizers and textile provide ample room of financial support to Fazal Rehman Ltd., if needed.

## Governance

**Board Structure** The Company's seven members Board consists of four Fazal Group's representatives, including the Chairman.

**Members' Profile** Board members have diversified experience and have long association with the Company, while Mr. Sheikh Naseem is the Chairman of board.

**Board Effectiveness** The Board has Audit Committee in place to assist the board on relevant matters. Additionally, attendance of board members in meetings remained strong and meeting minutes are appropriately documented.

**Financial Transparency** M/s Shinewing Hameed Chaudhri & Co., Chartered Accountants is the external auditor of the Company.

## Management

**Organizational Structure** Ms. Atiqa Hussain Fazal is the Company's CEO, while Management control vests with Fazal Group with Mr. Rehman Naseem (representative of Fazal Group) primarily managing the Company's operations.

**Management Team** Management team comprises individuals that have extensive expertise in textile value chain. Mr. Naveed Amir is serving in capacity of CFO. He has been associated with the Fazal Group since 1993.

**Effectiveness** The management meetings are held on periodic basis, with formal recording of meeting minutes, followed by need based meetings to resolve bottlenecks and to ensure smooth flow of operations. Additionally, detailed reporting on cash position and inventory is done on regular basis and presented to senior management for performance review; eventually ensuring efficiency.

**MIS** Fazal Rehman deploys Oracle based Enterprise Resource Planning (ERP) system with comprehensive MIS reporting.

**Control Environment** The Company's plant is connected with head office through VPN, thereby reporting on real time basis. Furthermore, Fazal Rehman Ltd. is compliant with multiple safety and quality assurance standards; majorly including ISO 9001, Lycra assured, Fair Trade and Organic exchange.

## Business Risk

**Industry Dynamics** Textile exports of the country recorded a double digit increase of ~23% for FY21 to stand at USD 15.4bln as compared to USD 12.5bln in FY20 due to increase in demand for textile products internationally, Led by good recovery around the globe post pandemic. Going forward, the textile sector's outlook is expected to stay stable in the medium term where the demand for textile products is expected to increase. The probability of little attrition in demand remains on horizon attributable to outbreak of COVID-19 variants. In the local market, textile sector has recorded strong performance. The relief measures introduced by State Bank of Pakistan such as, deferment of loan payments for one-year, low interest rates and salary refinance scheme also provided comfort to the sector.

**Relative Position** Fazal Rehman Ltd. is associated with Fazal Group. The Group is one of the largest yarn exporters of Pakistan; though it has limited share in fabric sale on both local and export front. However, on standalone basis Fazal Rehman Ltd.'s share in local weaving industry is minimal.

**Revenues** During 9MFY21, revenue of the Company grew by 14.5%, standing at PKR 10,263mln (9MFY20: PKR 8,960mln). This was majorly the result of more than doubled up local sales (9MFY21: PKR 6,107mln; 9MFY20: PKR 3,003mln). However, exports decreased by 30.2% (9MFY21: PKR 4,156mln; 9MFY20: PKR 5,954mln). The management seek optimum prices, which dictates the nature of the sales mix. Hence, the Company focused more on local sales as the orders and prices were more attractive.

**Margins** The Company's gross margin decreased (9MFY21: 12.6%; FY20: 13.6%) due to higher cost of raw materials. This decrease further translated in to slightly deteriorated operating margin (9MFY21: 9.1%; FY20: 9.7%). On the other hand, due to decreased finance cost (9MFY21: PKR 165mln; 9MFY20: PKR 239mln), the net income increased (9MFY21: PKR 664mln; 9MFY20: PKR 335mln). Subsequently, the net profit margin improved (9MFY21: 6.5%; FY20: 6.0%). The Company also received a dividend income of PKR 81mln in 9MFY21 against its short term investments which currently stand at ~PKR 1.7bln as at end-Mar21.

**Sustainability** Going forward, the Company is in the process of adding 110 new looms to its production capacity. The construction work has been completed, whereas, banks have been engaged for importing machinery. Long term funding, to the tune of PKR 2,715mln, has been approved by a consortium of banks (NBP – PKR 1,465mln, BAH – PKR 800mln, & BoP – PKR 450mln). The new looms are expected to be operational by Feb-March, 2021, tentatively. Furthermore, the Company remained shut for just one week from 25th March, 2020 onwards, due to the lockdown and later was allowed to resume operations by the government on the basis of export orders in hand. Moreover, Fazal Rehman deferred principle repayments for 1 year under SBP's moratorium relief package and also availed SBP-backed loan to cover 3 months' worth of employees' salaries and wages at a nominal rate.

## Financial Risk

**Working Capital** Fazal Rehman fulfills its working capital needs through a mixture of short term borrowing and internal cash flows. During 9MFY21, net working capital cycle shortened (9MFY21: 67 days; FY20: 77 days) on the back of improved inventories' cycle. The Company also recorded an increase in trade assets (9MFY21: PKR 4,345mln; FY20: PKR 4,075mln) majorly due to higher receivables' levels (9MFY21: PKR 1,333mln; FY20: PKR 897mln). This expanded the room-to-borrow (9MFY21: PKR 2,114mln; FY20: PKR 1,725mln), consequently improving the ST trade leverage adequacy (9MFY21: 48.7%; FY20: 42.3%).

**Coverages** In 9MFY21, the Company experienced an increase in operating cash flows (9MFY21: PKR 1,177mln; 9MFY20: PKR 920mln) due to improved profitability at operating level. Moreover, lower finance cost (9MFY21: PKR 165mln; 9MFY20: PKR 239mln) led to improved interest coverage (9MFY21: PKR 7.8x; FY20: 4.5x). On the contrary, debt coverage also decreased (9MFY21: PKR 2.4x; FY20: 3.2x) as a result of higher maturing debt (9MFY21: PKR 449mln; FY20: PKR 122mln).

**Capitalization** During the period under review, Fazal Rehman's leverage increased (9MFY21: ~61%; FY20: ~55%) as the total borrowing, climbed (9MFY21: PKR 5,891mln; FY20: PKR 3,688mln), majorly due to an increase in long term borrowing (9MFY21: PKR 4,030mln; FY20: PKR 2,326mln). Out of the total borrowing, short term debt constitutes ~24% whereas ~20% was borrowed at SBP's concessionary rates.



Fazal Rehman Fabrics Limited Weaving	Mar-21 9M	Jun-20 12M	Jun-19 12M	Jun-18 12M
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#### A BALANCE SHEET

1 Non-Current Assets	5,065	3,026	3,141	3,265
2 Investments	1,668	1,178	932	617
3 Related Party Exposure	-	146	-	23
4 Current Assets	4,852	4,541	3,529	3,010
<i>a Inventories</i>	2,165	2,474	1,959	1,370
<i>b Trade Receivables</i>	1,333	897	1,011	1,136
5 Total Assets	11,585	8,892	7,603	6,916
6 Current Liabilities	1,720	1,948	1,205	839
<i>a Trade Payables</i>	820	1,057	575	300
7 Borrowings	5,891	3,688	3,636	3,947
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	175	175	226	199
10 Net Assets	3,798	3,081	2,537	1,930
11 Shareholders' Equity	3,798	3,081	2,537	1,930

#### B INCOME STATEMENT

1 Sales	10,263	11,221	10,781	7,746
<i>a Cost of Good Sold</i>	(8,969)	(9,695)	(9,568)	(6,856)
2 Gross Profit	1,294	1,526	1,214	889
<i>a Operating Expenses</i>	(360)	(432)	(341)	(295)
3 Operating Profit	934	1,094	873	594
<i>a Non Operating Income or (Expense)</i>	28	30	165	21
4 Profit or (Loss) before Interest and Tax	962	1,123	1,038	615
<i>a Total Finance Cost</i>	(165)	(348)	(266)	(199)
<i>b Taxation</i>	(133)	(104)	(73)	(35)
6 Net Income Or (Loss)	664	671	699	381

#### C CASH FLOW STATEMENT

<i>a Free Cash Flows from Operations (FCFO)</i>	1,177	1,314	1,279	802
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	974	1,014	1,030	597
<i>c Changes in Working Capital</i>	(510)	(417)	(110)	(1,144)
1 Net Cash provided by Operating Activities	464	597	920	(546)
2 Net Cash (Used in) or Available From Investing Activities	(2,689)	(579)	(590)	(972)
3 Net Cash (Used in) or Available From Financing Activities	2,203	52	(311)	1,525
4 Net Cash generated or (Used) during the period	(22)	70	19	6

#### D RATIO ANALYSIS

1 Performance				
<i>a Sales Growth (for the period)</i>	22.0%	4.1%	39.2%	42.3%
<i>b Gross Profit Margin</i>	12.6%	13.6%	11.3%	11.5%
<i>c Net Profit Margin</i>	6.5%	6.0%	6.5%	4.9%
<i>d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)</i>	6.5%	8.0%	10.8%	-4.4%
<i>e Return on Equity [ Net Profit Margin * Asset Turnover * (Total Assets/Sl</i>	26.4%	23.5%	28.9%	22.6%
2 Working Capital Management				
<i>a Gross Working Capital (Average Days)</i>	92	103	93	115
<i>b Net Working Capital (Average Days)</i>	67	77	78	93
<i>c Current Ratio (Current Assets / Current Liabilities)</i>	2.8	2.3	2.9	3.6
3 Coverages				
<i>a EBITDA / Finance Cost</i>	7.9	5.0	5.6	5.2
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	2.4	3.2	2.5	3.0
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	3.3	2.4	2.0	3.4
4 Capital Structure				
<i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>	60.8%	54.5%	58.9%	67.2%
<i>b Interest or Markup Payable (Days)</i>	101.7	117.2	69.3	62.6
<i>c Entity Average Borrowing Rate</i>	5.1%	8.1%	6.8%	5.3%

**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.

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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(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)

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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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- (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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- (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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