



The Pakistan Credit Rating Agency Limited

Rating Report

Pakistan Services Limited | Sukuk | Mar-18

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
28-Jun-2024	BB	A4	Negative	Maintain	Yes
29-Dec-2023	BB	A4	Negative	Downgrade	Yes
25-Jul-2023	BBB	-	Negative	Downgrade	Yes
15-Mar-2023	A-	-	Negative	Downgrade	Yes
24-Mar-2022	A	-	Developing	Maintain	Yes
24-Mar-2021	A	-	Negative	Maintain	Yes
24-Mar-2020	A	-	Negative	Downgrade	Yes
20-Nov-2019	AA-	-	Developing	Maintain	Yes
21-May-2019	AA-	-	Stable	Maintain	-
19-Nov-2018	AA-	-	Stable	Maintain	-
29-Mar-2018	AA-	-	Stable	Initial	-
26-Oct-2017	AA-	-	Stable	Preliminary	-

Rating Rationale and Key Rating Drivers

Pakistan Services Limited (“PSL or The Company”) has a leading position in the hospitality industry. Under brand name “PC-Pearl Continental Hotels & Resorts” the Company owns and manages 5 hotels in different cities. As part of its diversification strategy towards an asset-light model, the company also operates and manages PC-Hunza under the brand name “PC-Legacy”. During 9MFY23 revenues of PSL recorded ~10.6% growth mainly due to increase in Food and beverages revenue. Margins also showed improvement at all levels and this led to an increase of free cashflows. However, cash flow generation remains inadequate to meet the debt obligations, a situation acknowledged by management and disclosed in the latest published financial statements, highlighting the existence of significant material uncertainty. Previously as per the consent and approval of lenders all long-term loans have been restructured, where principal repayments and along with markup for the quarter ended Mar 23, June 23 & Sep 23 were deferred till Dec 23 and became payable with Dec 23 quarter payment. As of now the company successfully sold one of the identified properties and utilized its proceeds to pay the debt obligations which were due till Dec 23. The Company has formally requested to their lenders for restructuring of remaining long-term loan also, and the negotiations are still under way. March 24 quarter payment is now also due, and the management expects to pay it from internal cashflows before the end Jun 24. As of Dec-23, outstanding principal amount related to Sukuk was PKR ~ 5.7bn of which PKR ~1.2bn principal amount was paid by the Company subsequently that is disclosed in financial statements of March-24 and now total outstanding amount of principal after repayment stands at PKR ~4.47bn. The Company is actively seeking a suitable buyer for the under-construction PC Multan which is classified under asset held for sale, but has not yet made substantial progress. The Financial risk profile of the Company is characterized by weak coverages.

Ratings are dependent on effective implementation of envisaged strategy, maintaining sufficient cushion for debt repayment and sponsor's support remains crucial. Outlook on the entity is negative while rating watch is maintained. Removal of material uncertainty related to going concern as documented by the external auditors is important.

Disclosure

Name of Rated Entity	Pakistan Services Limited Sukuk Mar-18
Type of Relationship	Solicited
Purpose of the Rating	Debt Instrument Rating
Applicable Criteria	Methodology Debt Instrument Rating(Dec-23),Methodology Rating Modifiers(Apr-24),Methodology Corporate Rating(Jul-23)
Related Research	Sector Study Hotel & Lodging(Jun-24)
Rating Analysts	Kanwal Ejaz kanwal.ejaz@pacra.com +92-42-35869504

Issuer Profile

Profile Pakistan Services Limited (the Company) is a public limited company, quoted on the Pakistan Stock Exchange. The Company was incorporated in 1958 by the Government of Pakistan and Pakistan International Airlines, with four hotels in Karachi, Lahore, Rawalpindi and Peshawar. The hotels were managed by InterContinental Hotels & Resorts up until 1985, after which they took an exit from Pakistan. Subsequently, Hashoo Group successfully bid for the hotels in the same year and commenced operations under the brand 'Pearl Continental Hotels'. Pakistan Services Limited (PSL) operates eight luxury hotels with 1,702 total rooms in all major cities i.e. Karachi, Lahore, Rawalpindi, Bhurban, Muzafarabad, Hunza, Murree and Malam Jabba under 'Pearl Continental', besides one franchised hotel located at Gwadar. The Company also grants franchise to use its trade mark and name "Pearl Continental". Further, the company is in process of constructing hotels in Multan and Mirpur, Azad Jammu & Kashmir.

Ownership Majority stake in Pakistan Services Limited is owned & controlled by foreign companies. The remaining shareholding is held through local associated companies and directors.

Governance The Company's Board comprises ten members. Three are Executive Directors, four are Non-Executive Directors and three are Independent Directors. Mr. Sadruddin Hashwani, Chairman of the board, possesses more than four decades of experience in the hospitality sector. Other Board members also have well-diversified and extensive profiles. They include professional accountants and experienced individuals from the hospitality industry.

Management Mr. Bastien Paul Emile Blanc with more than two decades of experience in the hospitality industry, is the new CEO of the Company, who replaced Mr. Murtaza Hashwani. Other Board members also have well-diversified and extensive profiles. Mr. Tahir Mahmood (CFO), is an experienced professional having associated with Hashoo group for the last 13 years. Other members of the management tier are all seasoned professionals with relevant experience.

Business Risk Improvement in infrastructure, coupled with improving security conditions, led to growth in Pakistan's hospitality sector in past few years. Additionally, the progression of China Pakistan Economic Corridor (CPEC) boosted the industry. The luxury hotel space in Pakistan is largely dominated by a few major players as barriers to entry exist due to the capital-intensive nature of the business. The Company generates its revenue from four sources, namely, rooms (largest contributor), food & beverage, other related services, and shop license fee. During 9MFY24, the Company posted revenues worth PKR 11,388mln, FY23 PKR 13,262mln (FY22: PKR 11,988mln). However, improvement in occupancy rates is expected in future. During 9MFY24, the Company witnessed an increase in gross profit margin, which increased to ~42.3%, FY23 : ~37.9% (FY22: 41.4%) The Company recorded a net profit of PKR ~732mln, though during FY23, Company recorded a net loss of PKR -218mln (FY22: Profit of PKR 609mln). Management was optimistic regarding sizeable repayment of long-term debt through sale of its fixed assets, mainly properties. One of the properties has been disposed of during the review period and some transactions are yet to be materialized due to current macroeconomic challenges.

Financial Risk During 9MFY24, the Company was not able to maintain a strong position on its working capital management with a net working capital cycle at -10days and -8days respectively (FY22: -8days). Materialization of initiatives to improve cashflows is critical for the Company, in order to eliminate asset liability mismatch. During 9MFY24, Company's free cashflows from operations reached to PKR 3,224mln, FY23 PKR ~2,047 (FY22: 3,072mln). The interest coverage ratio reached to 1.9x in 9MFY24, FY23 1.2x (FY22: 2.6x). Total borrowings during 9MFY24 stood at PKR 10,922mln, FY23 clocked in at PKR 14,053mln (FY22: 15,887mln). Leveraging ratio during 9MFY24 recorded at ~20% , FY23 clocked in at ~24% (FY22: ~26%).

Instrument Rating Considerations

About The Instrument PSL issued an unlisted, secured, long-term, PP Sukuk amounting to PKR 7,000mln. Deferred payment of Dec-23 including interest and principal amounting to PKR ~2.6bn has been paid by Company that is disclosed in financial statements of March 30, 2024. However, March-24 (quarter) payment of PKR ~625mln (principal and interest) is pending which management has represented that will be paid before end of June-24. The instrument is secured by an Equitable mortgage on land & building of PC - Lahore with 25% margin.

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

Credit Enhancement The Sukuk is secured by way of a first parri passu Hypothecation charge over the present and future fixed asset of the PC Lahore with 25% margin.



Pakistan Services Limited Hospitality	Mar-24	Jun-23	Jun-22	Jun-21
	9M	12M	12M	12M
A BALANCE SHEET				
1 Non-Current Assets	48,985	47,853	51,090	41,004
2 Investments	1,248	1,216	1,833	1,288
3 Related Party Exposure	1,769	1,770	2,913	4,374
4 Current Assets	10,302	13,902	10,224	8,363
<i>a Inventories</i>	331	306	147	89
<i>b Trade Receivables</i>	1,004	940	781	405
5 Total Assets	62,303	64,742	66,060	55,029
6 Current Liabilities	4,305	4,566	4,105	2,532
<i>a Trade Payables</i>	1,689	1,712	1,042	886
7 Borrowings	10,922	14,053	15,887	17,227
8 Related Party Exposure	159	65	24	36
9 Non-Current Liabilities	1,246	1,119	890	725
10 Net Assets	45,672	44,939	45,154	34,510
11 Shareholders' Equity	45,672	44,939	45,154	34,510
B INCOME STATEMENT				
1 Sales	11,388	13,262	11,988	6,941
<i>a Cost of Good Sold</i>	(6,569)	(8,235)	(7,026)	(4,745)
2 Gross Profit	4,819	5,027	4,962	2,196
<i>a Operating Expenses</i>	(2,928)	(3,850)	(2,899)	(1,988)
3 Operating Profit	1,892	1,177	2,064	208
<i>a Non Operating Income or (Expense)</i>	783	816	(58)	440
4 Profit or (Loss) before Interest and Tax	2,674	1,992	2,005	649
<i>a Total Finance Cost</i>	(1,730)	(1,925)	(1,378)	(1,226)
<i>b Taxation</i>	(211)	(286)	(18)	181
6 Net Income Or (Loss)	732	(218)	609	(396)
C CASH FLOW STATEMENT				
<i>a Free Cash Flows from Operations (FCFO)</i>	3,224	2,047	3,072	1,342
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	264	(397)	877	857
<i>c Changes in Working Capital</i>	352	494	(90)	(368)
1 Net Cash provided by Operating Activities	616	97	786	489
2 Net Cash (Used in) or Available From Investing Activities	1,940	1,756	427	67
3 Net Cash (Used in) or Available From Financing Activities	(2,785)	(1,243)	(707)	(622)
4 Net Cash generated or (Used) during the period	(229)	610	507	(66)
D RATIO ANALYSIS				
1 Performance				
<i>a Sales Growth (for the period)</i>	14.5%	10.6%	72.7%	-14.6%
<i>b Gross Profit Margin</i>	42.3%	37.9%	41.4%	31.6%
<i>c Net Profit Margin</i>	6.4%	-1.6%	5.1%	-5.7%
<i>d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)</i>	31.4%	19.2%	24.9%	14.0%
<i>e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Shareholders' Equity)]</i>	2.2%	-0.5%	1.5%	-1.1%
2 Working Capital Management				
<i>a Gross Working Capital (Average Days)</i>	31	30	22	20
<i>b Net Working Capital (Average Days)</i>	-10	-8	-8	-28
<i>c Current Ratio (Current Assets / Current Liabilities)</i>	2.4	3.0	2.5	3.3
3 Coverages				
<i>a EBITDA / Finance Cost</i>	1.6	1.5	2.8	1.6
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	0.4	0.2	0.5	0.3
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	4.7	43.8	7.3	47.4
4 Capital Structure				
<i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>	19.5%	23.9%	26.1%	33.3%
<i>b Interest or Markup Payable (Days)</i>	0.0	0.0	0.0	0.0
<i>c Entity Average Borrowing Rate</i>	16.7%	11.8%	7.2%	6.0%

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	Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
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.
AA-	
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.
A-	
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.
BBB-	
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.
BB-	
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.
B-	
CCC	
CC	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.
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):

- 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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(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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- (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 | Clause 11-(A)(p).
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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)
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- (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)
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- (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)
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Probability of Default

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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
Unlisted, Secured, Privately Placed Sukuk	PKR 7,000mln	6 Years from the date of issue with a 1.5 year grace period	First Pari Passu Hypothecation charge over present and future moveable assets and First Pari Passu Equitable Mortgage on present and future immovable assets of PC Lahore with 25% margin.	PKR 18,660mln	Fixed and Current Assets	Pak Brunei Investment Company Limited	PKR 16,704mln

Name of Issuer	Pakistan Services Limited
Issue Date	Sep 14, 2018
Maturity	Jun 30, 2027
Call Option	Early redemption can be made after three years from the date of disbursement of 1st tranche with thirty (30) days notice. Early redemption will only be allowed on a principal installment date and in integral multiples of PKR 50mln. a pre-payment fee at 0.10% will be charged on the pre-paid amount.

Pakistan Services Limited | Sukuk | Mar-18

Due Date Principal	Opening Principal	Principal Repayment	Due Date Markup/ Profit	Markup/Profit Rate		Markup/Profit Payment	Installment Payable	Installment Paid	Principal Outstanding
				Base (6M KIBOR)	Spread (1%)				
PKR in mln									
14-Sep-18	7,000,000,000	-	14-Sep-18	8.33%					7,000,000,000
14-Mar-19	7,000,000,000	-	14-Mar-19	8.33%					7,000,000,000
14-Sep-19	7,000,000,000	-	14-Sep-19	8.33%					7,000,000,000
14-Mar-20	7,000,000,000	-	14-Mar-20	13.55%					7,000,000,000
	7,000,000,000	50,000,000		13.55%					6,950,000,000
	6,950,000,000	50,000,000		13.55%					6,900,000,000
	6,900,000,000	150,000,000		13.55%					6,750,000,000
	6,750,000,000	138,889,000		13.55%					6,611,111,000
14-Sep-20	6,611,111,000	-	14-Sep-20	8.30%					6,611,111,000
	6,611,111,000	51,313,696		8.30%					6,559,797,304
14-Mar-21	6,559,797,304	Deferment	14-Mar-21	8.89%					6,559,797,304
	6,559,797,304	104,055,012		8.89%					6,455,742,292
30-Sep-21	6,455,742,292	Deferment	30-Sep-21	8.45%					6,455,742,292
31-Dec-21	6,455,742,292	65,558,041	31-Dec-21	10.00%					6,390,184,251
31-Mar-22	6,390,184,251	Deferment	31-Mar-22	10.00%					6,390,184,251
30-Jun-22	6,390,184,251	Deferment	30-Jun-22	10.00%					6,390,184,251
30-Sep-22	6,390,184,251	319,509,213	30-Sep-22	10.00%					6,070,675,038
31-Dec-22	6,070,675,038	319,509,213	31-Dec-22	10.00%					5,751,165,825
31-Mar-23	5,751,165,825	Deferment	31-Mar-23	10.00%			-	-	5,751,165,825
30-Jun-23	5,751,165,825	Deferment	30-Jun-23	10.00%			-	-	5,751,165,825
30-Sep-23	5,751,165,825	Deferment	30-Sep-23	10.00%			-	-	5,751,165,825
31-Dec-23	5,751,165,825	1,278,036,850	31-Dec-23	10.00%		1,287,785,296	2,565,822,146		4,473,128,975
31-Mar-24	4,591,858,114	319,509,213	31-Mar-24	10.00%			-	-	4,153,619,762
30-Jun-24	4,263,868,249	319,509,213	30-Jun-24	10.00%			-	-	3,834,110,549
30-Sep-24	3,935,878,384	319,509,213	30-Sep-24	10.00%			-	-	3,514,601,336
31-Dec-24	3,607,888,519	319,509,213	31-Dec-24	10.00%			-	-	3,195,092,123
31-Mar-25	3,279,898,654	319,509,213	31-Mar-25	10.00%			-	-	2,875,582,910
30-Jun-25	2,951,908,789	319,509,213	30-Jun-25	10.00%			-	-	2,556,073,697
30-Sep-25	2,623,918,924	319,509,213	30-Sep-25	10.00%			-	-	2,236,564,484
31-Dec-25	2,295,929,059	319,509,213	31-Dec-25	10.00%			-	-	1,917,055,271
31-Mar-26	1,967,939,194	319,509,213	31-Mar-26	10.00%			-	-	1,597,546,058
30-Jun-26	1,639,949,329	319,509,213	30-Jun-26	10.00%			-	-	1,278,036,845
30-Sep-26	1,311,959,464	319,509,213	30-Sep-26	10.00%			-	-	958,527,632
31-Dec-26	983,969,598	319,509,213	31-Dec-26	10.00%			-	-	639,018,419
31-Mar-27	655,979,732	319,509,213	31-Mar-27	10.00%			-	-	319,509,206
30-Jun-27	327,989,866	319,509,213	30-Jun-27	10.00%			-	-	(7)
		7,000,000,007				1,287,785,296			

* KIBOR rates are as on 28th Feb 2021 (date of last repayment of markup), and assumed to be constant.