



The Pakistan Credit Rating Agency Limited

## Rating Report

### Awan Trading Company (Pvt.) Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
19-Aug-2022	BBB+	A2	Positive	Maintain	-
20-Aug-2021	BBB+	A2	Stable	Maintain	-
21-Aug-2020	BBB+	A2	Stable	Maintain	Yes
22-Aug-2019	BBB+	A2	Stable	Maintain	-
20-Feb-2019	BBB+	A2	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The ratings reflect adequate profile of Awan Trading Company (the Company) characterized by stable market share in imported coal, especially retail market. The Company imports its raw material, where currency fluctuations and pricing risk effect margins. The management intends to pass on the impact onto customers, though demand sensitivity is a consideration. Major demand vests in the domestic cement landscape followed by power producers and food processing companies that are dependent on coal for their operations. The Company has arrangements regarding supply of coal with various suppliers globally. Awan Trading Company follows strategy of keeping inventory in stock which is stored in rented/custom bonded warehouses. Topline of the company followed growth pattern over the last few years. During 9MFY22, revenue stood at PKR 23,005mln (FY21: PKR 16,027mln) with a substantial increase of 91.4%. The increase in revenues is attributed to the increase in volumes as well as manifold inclination in the international coal prices. Similarly, margins are expected to follow the same trend in coming years. The company has moderately utilized sizable lines (funded and un-funded) available from different banks to cater to suppliers' demand. Positive Outlook captures retention of existing market share as well as increase in the company's customers' outreach. Such enduring steps shall propel the company towards business and financial sustainably and growth.

The ratings are dependent on the company's ability to sustain its customer base. Proactive management of business affairs with improved margins and coverages is important. Meanwhile, strengthening in governance structure is needed to improve financial transparency and oversight.

#### Disclosure

<b>Name of Rated Entity</b>	Awan Trading Company (Pvt.) Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Corporate Rating(Jun-22),Methodology   Correlation Between Long-term & Short-term Rating Scales(Jun-22),Methodology   Rating Modifiers(Jun-22)
<b>Related Research</b>	Sector Study   Coal Mining and Trading(Jul-22)
<b>Rating Analysts</b>	Anam Waqas Ghayour   anam.waqas@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Awan Trading Company (Pvt.) Limited was incorporated in Pakistan under the Companies Ordinance, '2015. The Company is engaged in import and trading of coal.

**Background** Awan Trading after establishment in October 1992, remained dormant for several years till 2002. In 2003, the first coal vessel which reached at Karachi Port brought coal for Awan Trading. The Company is also first among industry players to enter into a ten year agreement with Pakistan Railway for transportation of coal to northern areas of the country.

**Operations** The company is currently in business with various cement, steel and textile entities. To fulfil the needs of customers, the company has warehouses (stock piles) at four different locations. The location of warehouses are at Port Qasim and near PIBTL in Sindh and at Taxila and Chicho ki Maliyan in Punjab. Awan Trading has experience of importing and trading coal from Indonesia, South Africa, Russia and United States of America. The company has agreements with major suppliers from all over the world including Glencore International AG, Mercuria Energy Trading PTE Limited, Swiss Singapore Overseas Enterprises PTE Limited, Itochu Corporation (Japan), London Commodity Brokers and Phoenix Commodities.

## Ownership

**Ownership Structure** The current shareholding of Awan Trading lies with two families and Tekwani & Awan. Ownership structure observed few changes that Mr. Mohamad Aslam (Late) owns 4% and his two grandsons Mr. Syed Mustafa Ahmed and Mr. Syed Murtaza Ahmed owns 14% and 8% respectively. Mr. Govind Ram has transferred his 12% stake to his son Mr. Nikhil Kumar. Collectively, Tekwani family owns 74% and remaining 26% owns by Awan Family.

**Stability** Considering the strategic importance of the Company in coal industry, stability is considered adequate.

**Business Acumen** Company's sponsors have an extensive industry experience with major concentration in energy, coal, logistics and tyre industry. Majority shareholder Mr. Bhoool Chand & Mr. Govind Ram, both have almost 20 years of experience in coal trading sector.

**Financial Strength** Sponsors have a good financial strength on account of profitable offshore business namely International Energy Resources & based on significant industry experience, sponsors have acumen and the ability to understand & control business risks arising from the unforeseen conditions.

## Governance

**Board Structure** The overall control of the company vests in four-member board of directors (BoD) including the Chief Executive – Mr. Govind Ram. All board members are also shareholders. Mr. Kamlesh Kumar and Mr. Govind Ram hold executive position on board. The board members' have adequate business acumen on the back of local industry exposure. The board meetings minutes are maintained reflecting adequate participation by the members.

**Members' Profile** All board members are qualified and competent enough for effective leadership. They have long standing experience and knowledge of coal industry.

**Board Effectiveness** The experiences of board will help in providing useful insight into coal, energy & logistic sector guiding the management in developing effective operational and financial policies.

**Financial Transparency** Hashmi & Co., Chartered Accountants conduct the external audit services for the company. The aforementioned audit firm is not in the list of SBP pertaining names of audit firms defining categories of external audit firms. They have expressed unqualified opinion on the financial statements for the year ended 30th June, 2021.

## Management

**Organizational Structure** Company has a lean organizational structure with each function headed by a capable personnel, reporting to CEO. The organizational structure is divided into five functional departments, namely: (1) Finance, (2) Marketing, (3) Operations, (4) Purchase and (5) Shipping and Chartering.

**Management Team** Mr. Govind Ram, the CEO, is associated with the company since its inception. Each function is headed by senior individual having designation of director. The senior management has long association with the company. The overall control of management vests with the CEO, who is supported by a team of experienced professionals at key management positions.

**Effectiveness** To oversee the management of the company, Company has constituted three committees comprising various members of the management team. The committees include i) Audit Committee, ii) Purchase Committee and iii) Sales Committee.

**MIS** Monthly and weekly reports including the aging analysis, stock keeping, budgeting controls and key performance indicators are reviewed by top management which results in optimal monitoring.

**Control Environment** Awan Trading has adequate technology infrastructure with defined policies and procedures. The company has developed a software for operational modules include marketing, purchase and financial modules.

## Business Risk

**Industry Dynamics** Pakistan has an estimated ~185bln tons of coal reserves, which are largely found in Sindh. These account for ~99% of the total coal reserves in the country. The local price is linked to international price of coal, exposing the consumers to international price fluctuations and exchange rate risk. During 9MFY22, the import of coal stood at ~12.2mln tons. The consumption of coal in cement and other industry has significantly declined from ~37.6% in 9MFY21 to ~24.1% during 9MFY22. In terms of sectoral usage, power sector uses most of the coal and the share has increased to ~44.5% during 9MFY22 from ~42.7% during the corresponding period last year. The share of imported coal has increased over the years in the supply mix of the country. Almost ~67% of the total imported coal was imported from South Africa in FY21, while Indonesia, Russia and Afghanistan make up ~17%, ~3% and ~4%, respectively.

**Relative Position** Awan & Group (which includes off shore company namely International Energy Resources (IER) and Awan trading Company) As of June-21, Awan Trading's overall market share stood at 6%. The emergence of other players is causing pressure on company's market share in the imported coal market. During FY22, Company has imported ~8.5lac MT of coal in comparison to ~6lac MT in FY21.

**Revenues** Topline of the company followed growth pattern over the last few years. During 9MFY22, revenue stood at PKR 23,005mln (FY21: PKR 16,027mln, FY20: 8,305mln) with a substantial increase of 91.4% (FY21: 93%). However, increase in topline is mainly owing to coal price impact. The increase in price during the recent years is mainly attributed to increase in international coal prices which soar to \$450/MT from \$150/MT at end-June 2021 and currently being trading at \$311/MT. Sales mix remained tilted towards sectors (cement, textile & steel). Currently, the company has ~7% market share of imported coal market of ~7.9mln Mt (annual).

**Margins** During 9MFY22, company's gross margin has been reported at 15.2% in comparison to 18.4% in FY21. The decline in margin is attributed to the adjustment disseminating from coal sale price. However, as the topline witnessed a tremendous growth Net profit margin inched upwards and stands at 6.9% in 9MFY22, and posted the gross profit of PKR 1,580mln as compared to 1,141 in FY21.

**Sustainability** Going forward, the company is negotiating with existing and upcoming IPPs to get the long-term contracts for coal supply. These include the Hub Power Plant, and Jam Shoro Power plant. Hence, the demand of coal will increase to 25mln tons per annum in upcoming years. The company has an investment portfolio of PKR 420mln at end-Mar22 which is investment in term deposit receipts. The company is gradually increasing its investment portfolio.

## Financial Risk

**Working Capital** Awan Trading manages its working capital cycle through mix of internal cashflows and short term borrowings. During 9MFY22, the Company's reliance on short term borrowings stands at PKR 3.173bln (FY21: 1.731bln). Net working capital days increased to 58 days (FY21:57 days). The increase in STB is because of increase in import of Coal and the same is used to support the LCs.

**Coverages** Company's core coverage which is a function of Company's revenue and free cash flows has seen an increasing trend in the past two years and soared to 8.7x at end FY21 and in 9MFY22 stands at 5.7x from 2.0 in FY20.

**Capitalization** Over last few years, the company's equity base got supported by consistent profits and stands at PKR 5,208mln. Whereas total debt of the company stands at PKR 3,198mln at end 9MFY22. The debt to equity ratio stands at ~38% (FY21: 51.4%).



Awan Trading Co Energy	Mar-22 9M	Jun-21 12M	Jun-20 12M	Jun-19 12M
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**A BALANCE SHEET**

1 Non-Current Assets	133	84	88	74
2 Investments	420	975	641	303
3 Related Party Exposure	-	119	135	130
4 Current Assets	9,111	10,193	4,758	4,570
<i>a Inventories</i>	4,118	5,762	1,489	1,714
<i>b Trade Receivables</i>	2,550	1,809	964	1,008
<b>5 Total Assets</b>	<b>9,663</b>	<b>11,371</b>	<b>5,621</b>	<b>5,078</b>
6 Current Liabilities	1,221	3,827	1,492	1,232
<i>a Trade Payables</i>	820	3,593	1,466	1,068
7 Borrowings	3,198	3,862	1,431	1,541
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	35	30	21	22
<b>10 Net Assets</b>	<b>5,208</b>	<b>3,653</b>	<b>2,677</b>	<b>2,283</b>
<b>11 Shareholders' Equity</b>	<b>5,208</b>	<b>3,653</b>	<b>2,677</b>	<b>2,283</b>

**B INCOME STATEMENT**

1 Sales	23,005	16,027	8,305	10,579
<i>a Cost of Good Sold</i>	(19,519)	(13,080)	(6,862)	(9,089)
<b>2 Gross Profit</b>	<b>3,485</b>	<b>2,947</b>	<b>1,443</b>	<b>1,490</b>
<i>a Operating Expenses</i>	(894)	(1,054)	(689)	(647)
<b>3 Operating Profit</b>	<b>2,591</b>	<b>1,893</b>	<b>755</b>	<b>843</b>
<i>a Non Operating Income or (Expense)</i>	51	136	(53)	(58)
<b>4 Profit or (Loss) before Interest and Tax</b>	<b>2,642</b>	<b>2,029</b>	<b>702</b>	<b>784</b>
<i>a Total Finance Cost</i>	(417)	(198)	(226)	(335)
<i>b Taxation</i>	(645)	(690)	(142)	(133)
<b>6 Net Income Or (Loss)</b>	<b>1,580</b>	<b>1,141</b>	<b>334</b>	<b>317</b>

**C CASH FLOW STATEMENT**

<i>a Free Cash Flows from Operations (FCFO)</i>	2,225	1,726	456	369
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	1,817	1,528	232	38
<i>c Changes in Working Capital</i>	(1,209)	(3,609)	308	65
<b>1 Net Cash provided by Operating Activities</b>	<b>607</b>	<b>(2,081)</b>	<b>540</b>	<b>103</b>
<b>2 Net Cash (Used in) or Available From Investing Activities</b>	<b>(57)</b>	<b>(20)</b>	<b>(7)</b>	<b>(47)</b>
<b>3 Net Cash (Used in) or Available From Financing Activities</b>	<b>(550)</b>	<b>2,127</b>	<b>(51)</b>	<b>(170)</b>
<b>4 Net Cash generated or (Used) during the period</b>	<b>1</b>	<b>26</b>	<b>482</b>	<b>(115)</b>

**D RATIO ANALYSIS**

<b>1 Performance</b>				
<i>a Sales Growth (for the period)</i>	91.4%	93.0%	-21.5%	-1.0%
<i>b Gross Profit Margin</i>	15.2%	18.4%	17.4%	14.1%
<i>c Net Profit Margin</i>	6.9%	7.1%	4.0%	3.0%
<i>d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)</i>	4.4%	-11.7%	9.2%	4.1%
<i>e Return on Equity [ Net Profit Margin * Asset Turnover * (Total Assets/Sl</i>	47.6%	36.1%	13.5%	14.9%
<b>2 Working Capital Management</b>				
<i>a Gross Working Capital (Average Days)</i>	85	114	114	97
<i>b Net Working Capital (Average Days)</i>	58	57	58	50
<i>c Current Ratio (Current Assets / Current Liabilities)</i>	7.5	2.7	3.2	3.7
<b>3 Coverages</b>				
<i>a EBITDA / Finance Cost</i>	6.9	10.4	3.2	2.9
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	5.6	8.0	1.9	1.3
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	0.0	0.0	0.1	0.0
<b>4 Capital Structure</b>				
<i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>	38.0%	51.4%	34.8%	40.3%
<i>b Interest or Markup Payable (Days)</i>	18.3	39.0	43.0	0.0
<i>c Entity Average Borrowing Rate</i>	17.4%	8.8%	15.2%	14.8%

**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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(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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(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)

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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 | 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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