



The Pakistan Credit Rating Agency Limited

Rating Report

Pak-Arab Pipeline Company Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
01-Jun-2024	AAA	A1+	Stable	Maintain	-
02-Jun-2023	AAA	A1+	Stable	Maintain	-
10-Jun-2022	AAA	A1+	Stable	Maintain	-
10-Jun-2021	AAA	A1+	Stable	Maintain	-
10-Jun-2020	AAA	A1+	Stable	Maintain	-
23-Nov-2019	AAA	A1+	Stable	Maintain	-
24-May-2019	AAA	A1+	Stable	Maintain	-
23-Nov-2018	AAA	A1+	Stable	Initial	-

Rating Rationale and Key Rating Drivers

Pak Arab Pipeline Company Ltd. (the Company) owns and operates a dedicated pipeline network which is used to transport White Oil. The pipeline network is 786KM long which extends from Port Qasim and Kaemari to mid-country Mehmodkot. The pipeline capacity to transport is 8mln tons of the commodity/annum, which can be increased up to 12mln tons/annum, considered to be sufficient to meet the upcountry's demand. Its unique business model provides basic infrastructure for smooth running and transportation of White Oil through mid-country. Therefore, its strategic importance at country level is eminent. The pipeline has been upgraded to transport Motor Gasoline (MOGAS) in addition of High Speed Diesel (HSD) in Nov'21. This upgradation is debt driven; from syndicate local debt and foreign borrowings. The Company has successfully started its repayment as per schedule and going forward leverage is expected to reduce. The ratings are reflective of PAPCO's strategic importance to the country and its distinctive business model deriving its strength from a US\$ based tariff structure, providing sustainability to the Company's profit and certain cushion against exchange rate fluctuations. Market for petroleum products (POL) declined by 7% in 3QFY24. Macro economic factors lead to slow down in economic activity which resulted in lower demand of petroleum products. Capacity utilization of PAPCO also showed the same trend reported to be ~45% including 17% for MOGAS in 3QFY24 (3QFY23: 51%). In addition, authority approval for the upliftment of at least 35% of MOGAS transported through pipeline has been enhanced to 45% since Sep'23 for one year period. The liquidity profile of the Company is considered as strong due to its sizable short-term investment book on the balance sheet and its cash richness. The cash flows of the company remain persistently strong, stemming from formidable profitability margins. The Company's governance structure derives full benefit from its association with PARCO, which also deposes its functionaries in PAPCO, with Shell Pakistan Limited nominating the CFO.

The ratings are dependent on sustainable business model and its share in the overall country's petroleum movement. Sustainability in system share remains vital for the Ratings. Execution of contracts and timely delivery of products is also important. Meanwhile, adherence to strong performance indicators is imperative

Disclosure

Name of Rated Entity	Pak-Arab Pipeline Company Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology Corporate Rating(Jul-23),Methodology Correlation Between Long-term & Short-term Rating Scales(Jul-23),Methodology Rating Modifiers(Apr-23)
Related Research	Sector Study Oil Transportation & Storage(Oct-23)
Rating Analysts	Andleeb Zahra andleeb.zahra@pacra.com +92-42-35869504

Profile

Legal Structure Incorporated in the year 2000, Pak Arab Pipeline Company Limited (PAPCO/the Company) is a public unlisted Company.

Background A benchmark laid in the form of Public-Private partnership between top OMCs of the Country: Shell Pakistan Limited, PSO and TOTAL PARCO Marketing Limited and PARCO, to build and operate a US\$ 480 million cross-country pipeline system for transporting High Speed Diesel from Karachi ports to upcountry locations. In 2021, PAPCO has completed the up-gradation of its White Oil Pipeline (WOP). The up-gradation has enabled the pipeline to transport MOGAS along with HSD.

Operations PAPCO operates a state-of-the-art cross-country pipeline system, The Company has White Oil Pipeline (WOPP), to transport refined High Speed Diesel and MOGAS from Karachi ports to up-country. Pipeline was commissioned in March 2005, comprising 786 Km of 26" dia cross-country pipeline, storage tanks, pumps and other allied facilities. PAPCO is a successful fuel carrier for the country. The pipeline network is entirely underground based except where there are water streams.

Ownership

Ownership Structure 'PAPCO's majority holding lies in the hands of PARCO - 62% (which is majorly owned by GoP) while remaining by Shell Pakistan Limited (26%), and PSO (12%). Initially, there was a signing of Implementation Agreement (IA) between Government of Pakistan and PARCO, PAPCO & Emirate of Abu Dhabi acclaims strong ownership structure for the company.

Stability Prolific backing of its sponsors denotes strong foothold in the oil transportation market.

Business Acumen PARCO holding in PAPCO is part of its strategic alliance whereas, the entire operational efficacy flows collectively from its partners.

Financial Strength Profound ownership flows from its main sponsors-PARCO, anchoring as the backbone of PAPCO.

Governance

Board Structure Company's overall control is overseen by ten-member Board of Directors (BoD), representing all the shareholders. Mr. Momin Agha, is the new chairman, nominated in the BOD meeting held on Sep 25, 2023.

Members' Profile Mr. Amr is the Chief Executive Officer and is nominated by PARCO, Mr. Amr holds a bachelors degree in Mechanical Engineering and is also an MBA. He possesses a vast experience of more than three decades and joined PARCO in December 2020.

Board Effectiveness Having audit committee as part of the Company's board, keeps an oversight on overall business. The company conducted four board meetings witnessing good level of attendance.

Financial Transparency PAPCO's external Auditor, KPMG Taseer Hadi & Co. is one of the big four firms, having satisfactory QCR Rating from the Institute of Chartered Accountants of Pakistan and classified in category "A" on the panel of auditors maintained by the State Bank of Pakistan under section 35 of Banking Companies Ordinance, 1962. They have expressed an unqualified opinion on the company's financial statement as of June 23.

Management

Organizational Structure The Company follows a regime of formal well-defined organizational structure with the flare of segregated departments

Management Team The core management team consists of Mr. Amr Ahmed (CEO), Mr. Syed Muhammad Haris (CFO - nominated by Shell), Ms. Syeda Ameer Batool (Company Secretary) and Mr. Azhar Masud (Chief Technical Officer). All of them have vast experience in respective domains.

Effectiveness The entire quorum of management is well-qualified, having ties with the group since long. To affirm effectiveness, all reporting lines fall to CEO.

MIS PAPCO implemented sophisticated IT infrastructure across its operational lines. The company has enhanced its financial management system by upgrading to SAP S/4HANA, including IS-Oil for improved control and efficiency.

Control Environment PAPCO enjoys the supremacy of possessing expertise from its entire group. Quality control reports are generated on regular basis and reviewed by senior engineers on daily basis as well as weekly/monthly basis.

Business Risk

Industry Dynamics In Pakistan, a major portion of oil products is transported through roads. In FY23, ~70% of total oil products were moved by roads followed by pipeline ~28%, and ~2% by railways. Moreover, with the start of MOGAS transport through the pipeline from Nov 21, overall throughput through the pipeline has been improved. Under Pakistan's entire universe of petroleum products, MOGAS constitutes ~40% of the total demand.

Relative Position PAPCO bags the title of being the sole HSD and MOGAS transporter through pipeline network in the country. The Company has a pivotal geographic presence in Pakistan's HSD supply chain business, by providing strategic infrastructure to transport HSD from Karachi to Shikarpur & Mahmoodkot. With the recent expansion, the Company also started to supply MOGAS through the pipeline, which will eventually be reducing OMC's dependence on road transport, hence becoming the preferred choice for transporting HSD & MOGAS through WOP.

Revenues In line with the petroleum industry's performance, PAPCO throughput for 1HFY24 is approximately 1.9mln MT as compared to 1HFY23 was 2.2mln MT and capacity utilization decreased to 47% (1HFY23: 55%, 1HFY22: 52%) down by 8%. Henceforth, company's turnover for 1HFY24 clocked in at PKR 5.6bln (1HFY23: 5.1bln, 1HFY22 PKR 3.8bln). The company's topline is expected to improve as MOGAS demand will uptick.

Margins During the period under review 1HFY24, overall margins of PAPCO remain stable, gross margins; 46.5% (FY23: 49%, FY22: 58%). The bottom-line is largely supported by non-core income which is derived from short-term liquid investments. Net margins have recorded to be comparatively less than previous period: 1HFY24: 32%, (FY23: 23%, FY22: 46%).

Sustainability In a bid for sustainable yet distinctive business model, PAPCO has introduced its much-awaited MOGAS project. A value addition to the Company's present product portfolio. The project has become operational by Nov'21, which was initially planned to be operative by July'19. The pipeline capacity to transport is 8mln tons of the commodity/annum, which can be increased to 12mln tons/annum, which is considered to be sufficient to meet upcountry's demand.

Financial Risk

Working Capital Working capital requirements of the Company are dominated by payable days (1HFY24: 48 days 1HFY23: 35 days, 1HFY22: 7 days). As the storage tanks of PAPCO merely holds inventory for their customers, there exists small inventory holding period. Over the years PAPCO has negligible net working days. Net working capital requirements is fulfilled sufficiently by company's internal cash. Keeping in view of its requisites, there are no short-term borrowings for 1HFY24.

Coverages Company ably generates sufficient free cashflows from its operations; PKR 2.6bln in 1HFY24 (1HFY23: PKR~2.5bln, 1HFY22: PKR 2.2bln, 1HFY21: PKR 2.1bln). Interest coverage 1HFY24: 4.8x, 1HFY23: 5x, 1HFY22: 10x, 1HFY21: ~476x) mainly attributed to increased interest cost and comparatively weak FCFOs in 1HFY24

Capitalization PAPCO has aptly managed its capital structure in past years by keeping its leveraging in comfortable zone (1HFY24: 26%, 1HFY23: 36% & 1HFY22: 40.7%) However, from FY18 onward, leveraging took up an upwards pace (28.3%) and it witnessed a further hike during FY20. Foreign currency loan limit is USD 25mln from SCB-UK, which carry a mark-up rate of 3L+2.7%, payable in 12 equal instalments commencing from Dec21. Loan facility of PKR 11.8bln has been fully drawn down to date, which is exclusively obtained for the MOGAS project. Therefore, all the local and foreign loan has drawn down and repayments have been started to be made. Local currency loan is 43% outstanding whereas foreign currency loan is 17% outstanding.



The Pakistan Credit Rating Agency Limited

Financial Summary
PKR mln

Pak Arab Pipeline Company Ltd. Oil transportation & Storage	Dec-23 6M	Jun-23 12M	Jun-22 12M	Jun-21 12M
A BALANCE SHEET				
1 Non-Current Assets	23,270	23,504	22,829	21,651
2 Investments	15,562	14,351	17,984	14,864
3 Related Party Exposure	-	-	-	-
4 Current Assets	2,991	6,118	3,406	7,360
<i>a Inventories</i>	-	-	-	-
<i>b Trade Receivables</i>	609	838	555	336
5 Total Assets	41,823	43,973	44,218	43,875
6 Current Liabilities	8,865	10,181	8,455	8,219
<i>a Trade Payables</i>	1,082	1,892	136	221
7 Borrowings	7,254	9,324	11,888	13,609
8 Related Party Exposure	746	721	329	223
9 Non-Current Liabilities	3,109	2,772	2,255	1,312
10 Net Assets	21,850	20,976	21,290	20,512
11 Shareholders' Equity	21,850	20,976	21,290	20,512
B INCOME STATEMENT				
1 Sales	5,604	10,569	8,879	6,184
<i>a Cost of Good Sold</i>	(3,000)	(5,391)	(3,653)	(2,460)
2 Gross Profit	2,605	5,179	5,226	3,724
<i>a Operating Expenses</i>	(380)	(735)	(466)	(311)
3 Operating Profit	2,225	4,444	4,761	3,412
<i>a Non Operating Income or (Expense)</i>	1,482	2,789	2,358	1,702
4 Profit or (Loss) before Interest and Tax	3,707	7,232	7,119	5,114
<i>a Total Finance Cost</i>	(735)	(2,574)	(970)	(9)
<i>b Taxation</i>	(1,182)	(2,165)	(2,039)	(1,548)
6 Net Income Or (Loss)	1,790	2,494	4,110	3,557
C CASH FLOW STATEMENT				
<i>a Free Cash Flows from Operations (FCFO)</i>	2,586	5,700	6,017	2,810
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	1,856	4,346	5,382	2,796
<i>c Changes in Working Capital</i>	1,255	(649)	4,558	(951)
1 Net Cash provided by Operating Activities	3,111	3,696	9,941	1,845
2 Net Cash (Used in) or Available From Investing Activities	(3,908)	7,029	(11,771)	8,107
3 Net Cash (Used in) or Available From Financing Activities	(3,702)	(6,472)	(5,637)	(4,840)
4 Net Cash generated or (Used) during the period	(4,499)	4,254	(7,467)	5,111
D RATIO ANALYSIS				
1 Performance				
<i>a Sales Growth (for the period)</i>	6.0%	19.0%	43.6%	-7.8%
<i>b Gross Profit Margin</i>	46.5%	49.0%	58.9%	60.2%
<i>c Net Profit Margin</i>	31.9%	23.6%	46.3%	57.5%
<i>d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)</i>	68.5%	47.8%	119.1%	30.1%
<i>e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Sl</i>	16.7%	11.8%	19.7%	17.6%
2 Working Capital Management				
<i>a Gross Working Capital (Average Days)</i>	24	24	18	23
<i>b Net Working Capital (Average Days)</i>	-25	-11	11	-5
<i>c Current Ratio (Current Assets / Current Liabilities)</i>	0.3	0.6	0.4	0.9
3 Coverages				
<i>a EBITDA / Finance Cost</i>	4.8	2.8	10.0	475.9
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	1.0	0.9	1.5	1.0
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	2.2	3.2	2.3	4.9
4 Capital Structure				
<i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>	26.8%	32.4%	36.5%	40.3%
<i>b Interest or Markup Payable (Days)</i>	10.8	7.0	22.2	977.0
<i>c Entity Average Borrowing Rate</i>	15.0%	23.0%	5.0%	0.1%

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+	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	
BBB-	
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	
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	Very high credit risk. Substantial credit risk "CCC" Default is a real possibility.
CC	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	e) Holding Company Rating
b) Corporate Rating	f) Independent Power Producer Rating
c) Debt Instrument Rating	g) Microfinance Institution Rating
d) Financial 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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Conduct of Business

- (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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- (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)
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- (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 | 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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