



The Pakistan Credit Rating Agency Limited

## Rating Report

### Eastern Garments (Pvt.) Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
02-Mar-2023	A-	A2	Stable	Upgrade	-
05-Aug-2022	BBB+	A2	Positive	Maintain	-
06-Aug-2021	BBB+	A2	Stable	Maintain	-
07-Aug-2020	BBB+	A2	Stable	Maintain	-
08-Aug-2019	BBB+	A2	Stable	Maintain	-
06-Feb-2019	BBB+	A2	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The ratings reflect the improving business profile of Eastern Garments (Pvt.) Limited an export-oriented knitwear unit. Previously, the sales mix comprised of both woven as well as knitwear garments. Recently, the major reliance is on knitwear garments. Though, the business risk remains high owing to the global knitwear industry's reliance on a few key players as well as the competitive international denim market. Profitability sizably improved attributable to the recent expansion, the Company's topline has reflected sizable growth (1HFY23: PKR 9.5bln, 1HFY22: PKR 6.4bln). The same trend has been reflected in the net profitability. Margins also recorded a robust increase. On a standalone basis, the Company's customer concentration remains high. However, comfort is drawn given its relationships with established international brands. Ratings incorporate a stable financial profile characterized by modest leveraging and strong coverages. Further, the professional management team as well as the sponsors' ability to provide support when required in the past is noted. Meanwhile, the corporate governance framework has room for improvement. During 7MFY23, the textile exports were valued at \$10.08bln compared to \$10.93bln, reflecting an 8% decline YoY – the declining trend has been recorded in the last few months. The decline in exports is driven by attrition in the demand pattern of export avenues. The hike in cotton prices and low demand for yarn in international markets is also a challenge. The analysis of 5MFY23 reveals that among value-added items, bedwear has witnessed the largest decline of 19 (on an MoM basis), down to \$217 million. Knitwear remained on the downward path in October 2022 and declined by 10% to \$392 million. Among non-value-added items, cotton yarn has shown the largest decline of 35%. Moreover, a slowdown is prevailing in textile demand amid burgeoning inflationary pressures in the exporting destinations, especially in the US and European countries. The demand pattern is expected to improve post-Jun-23.

The ratings are dependent upon the management's ability to capitalize on growth opportunities in a competitive landscape, operate at optimal level and sustain margins. Excessive borrowing, leading to higher leverage and/or deterioration in coverage, can impact the ratings negatively. Meanwhile, improvement in governance framework and equity growth remains important.

#### Disclosure

<b>Name of Rated Entity</b>	Eastern Garments (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   Composite and Garments(Dec-22)
<b>Rating Analysts</b>	Sehar Fatima   sehar.fatima@pacra.com   +92-42-35869504

## Profile

**Legal Structure** Eastern Garments (Pvt.) Limited (Eastern Garments) is a private limited concern incorporated in February, 1980.

**Background** Mr. Noor Mohammed – founder and Chairman of the Company – established Eastern Garments in 1976 as a small stitching unit in collaboration with another individual. Later, Mr. Noor became the sole owner of the Company. Mr. Noor was joined in the business by his son, Mr. Nizar Noor Mohammed, in 1987.

**Operations** Eastern Garments is a textile unit involved in the manufacturing and export of knitwear. The Company's production facilities are spread into six units, located in Sindh Industrial Trading Estate, Karachi. Annual energy requirement clocks in at ~4.5MW and is met through a dedicated line from K-Electric and gas and diesel generator.

## Ownership

**Ownership Structure** The entire shareholding of the Company rests with the family members. The Company's shareholding is directly held equally by Mr. Noor Mohammed and his son, Mr. Nizar Noor Mohammed.

**Stability** Mr. Nizar, the only son of Mr. Noor, is the sole successor of the business. The third generation has no stake or involvement in the Company as yet.

**Business Acumen** The Noor Family has been in the textile business for over four decades and possesses expertise in the value-added textile segment. It has also been part of technological ventures, including Tameer Microfinance Bank (now Telenor Microfinance Bank) and Planet N. Furthermore, the Family also trades in financial securities and real estate.

**Financial Strength** Apart from Eastern Garments, the sponsors wholly own Eastern Holding Company (Private) Limited, an investment vehicle involved in real estate, and a stake in Planet N Group, an investment holding firm dedicated towards tech-based ventures in emerging markets. The sponsors have shown willingness and ability to support the business in case the need arises.

## Governance

**Board Structure** Eastern Garments has a two-member family dominated board. The Board is chaired by Mr. Noor Mohammed who is also the CEO while the other member is Mr. Nizar Noor (Managing Director). Both individuals participate in the operations of the Company.

**Members' Profile** Mr. Mohammed is an entrepreneur based in Karachi. With previous experience in the banking sector. Mr. Noor began trading in waste from garment factories before establishing Eastern Garments. He was also a founding member and shareholder in Tameer Microfinance Bank. Mr. Nizar also has over three decades of textile experience.

**Board Effectiveness** There is room for improvement in the governance framework as there are no formal board meetings and no management committees in place to assist the board. The Induction of independent directors and formal documentation of meeting minutes would improve the governance structure.

**Financial Transparency** Muniff Ziauddin & CO. are the External Auditors of Eastern Garments. The auditor has expressed an unqualified opinion on the financial statements and jointly audited FY2021-22. The Company has an internal audit function in place which reports to the CEO, compromising the effectiveness of the function.

## Management

**Organizational Structure** Eastern Garments' organizational structure is divided into various functional departments, headed by three Executive Directors. The Executive Directors in turn report to the Managing Director – Mr. Nizar – who reports to the CEO – Mr. Noor.

**Management Team** Mr. Nizar has been the Managing Director of Eastern Garments since 1997 and oversees the production and marketing aspects. He currently serves on the Board of Planet N Group. The executive directors also have extensive experience while the overall management team has been associated with the Company for a significant period of time.

**Effectiveness** The Company is professionally managed, with significant autonomy resting with senior management to execute day-to-day decision making. The production and marketing departmental heads meet with the Managing Director daily to discuss performance and issues.

**MIS** Eastern Garments has an in-house ERP system to aid the flow of information from all production units. Reports are regularly reviewed by the senior management.

**Control Environment** The Company places focus on quality control which enables it to adhere to international quality standards. Quality control is centrally managed while separate teams for quality control are also in place at each production unit. Radio Frequency Identification (RFID) technology has been installed to aid real time data monitoring and tracking of sewing and finishing departments.

## Business Risk

**Industry Dynamics** During 7MFY23, the textile exports were valued at \$10.08bln compared to \$10.93bln, reflecting an 8% decline YoY – the declining trend has been recorded in the last few months. The decline in exports is driven by attrition in the demand pattern of export avenues. The hike in cotton prices and low demand for yarn in international markets is also a challenge. The analysis of 5MFY23 reveals that among value-added items, bedwear has witnessed the largest decline of 19% (on an MoM basis), down to \$217 million. Knitwear remained on the downward path in October 2022 and declined by 10% to \$392 million. Among non-value-added items, cotton yarn has shown the largest decline of 35%. Moreover, a slowdown is prevailing in textile demand amid burgeoning inflationary pressures in the exporting destinations, especially in the US and European countries. The demand pattern is expected to improve post-Jun-23

**Relative Position** The company faces competition from peers in textile finishing and garment makers including Sapphire Finishing Mills, Style Textiles (Pvt.) Limited and Shahkam Industries (Pvt.) Limited, which are also export-oriented units focusing on value-added products, particularly garments.

**Revenues** Eastern Garments is involved in the export of knitted and woven garments. During FY22, the company's topline enhanced sizably to PKR 12.9bln (FY21: PKR 8.5bln) attributable to good demand and additional capacity launched. The trend continued in the subsequent quarters. In 1HFY23, ~99% of the top-line constituted export sales. The company exhibited a significant increase in revenue (1HFY23: PKR 9.5bln; 1HFY22: PKR 6.4bln). The company's net profitability enhanced to PKR 2.3bln and PKR 3.5bln in FY22 and 1HFY23 respectively.

**Margins** The Company's gross margin reflected a significant improvement to 44.5% in end-Dec22 as compared to 25.3% in end-Jun22. The operating margins also displayed a rise and stood at 40.5% in 1HFY23 (end-Jun22: 20.3%) owing to a boost in sales. The company booked a profit of PKR 3.5bln in 1HFY23 (FY22: PKR 2.4bln) on the back of growth in revenue.

**Sustainability** In recent years, the Company has utilized a mix of internal resources and long-term financing for capex focused on energy efficiency. Further, the Company is also focusing on its marketing side and has established teams to direct its marketing efforts in Europe and other avenues. The range of products is quite broad.

## Financial Risk

**Working Capital** During FY22, the Company's net cash clocked in at 78 days (FY21: 73 days) which increased to 83 days in 1HFY23. This is due to enhanced inventory days in recent quarters. However, trade payable days has reflected a declining trend. Trade assets of the Company increased to PKR 6.3bln (1HFY22: PKR 4.7bln) on account of higher inventories (1HFY23: PKR 4.5bln; 1HFY22: PKR 3bln). Short-Term Borrowings stood at PKR 1.7bln in 1HFY23 (1HFY22: PKR 2.1bln), resulting in an ST trade leverage adequacy of 62%.

**Coverages** During 1HFY23, Eastern Garments' free cash flows (FCFO) grew YoY to stand at PKR 3.8bln (1HFY22: PKR 1.4bln), owing to better profitability. Interest coverage further improved sizably (1HFY22: 32.3x) while core coverage also witnessed a huge increase and stood at 24.3x (1HFY22: 18.5x).

**Capitalization** At end-Dec22, the company's leveraging ratio declined to 25.2% (end-Dec21: 39%). Total debt stood at PKR 2.9bln, comprising 60% of short-term borrowings. The equity base of the Company has enhanced sizably to PKR 8.7bln in the end-Dec22.



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Financial Summary

Eastern Garments (Pvt.) Limited Textile	Dec-22	Jun-22	Jun-21	Jun-20
	6M	12M	12M	12M

**A BALANCE SHEET**

1 Non-Current Assets	3,266	2,854	1,237	1,153
2 Investments	871	451	421	462
3 Related Party Exposure	-	-	-	-
4 Current Assets	9,208	8,097	5,745	4,107
a Inventories	4,548	4,537	2,261	2,010
b Trade Receivables	896	1,001	525	580
5 Total Assets	13,345	11,402	7,403	5,722
6 Current Liabilities	1,619	2,638	1,802	1,364
a Trade Payables	637	1,679	1,100	850
7 Borrowings	2,957	3,386	2,515	2,383
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	-	-	-	-
10 Net Assets	8,770	5,378	3,087	1,975
11 Shareholders' Equity	8,770	5,378	3,087	1,975

**B INCOME STATEMENT**

1 Sales	9,507	12,952	8,541	6,554
a Cost of Good Sold	(5,276)	(9,671)	(6,363)	(5,501)
2 Gross Profit	4,231	3,281	2,179	1,053
a Operating Expenses	(379)	(657)	(510)	(586)
3 Operating Profit	3,851	2,623	1,669	467
a Non Operating Income or (Expense)	(111)	81	(123)	59
4 Profit or (Loss) before Interest and Tax	3,740	2,704	1,546	526
a Total Finance Cost	(42)	(131)	(70)	(82)
b Taxation	(119)	(174)	(110)	(74)
6 Net Income Or (Loss)	3,580	2,399	1,367	370

**C CASH FLOW STATEMENT**

a Free Cash Flows from Operations (FCFO)	3,827	2,919	1,711	564
b Net Cash from Operating Activities before Working Capital Changes	3,777	2,813	1,643	483
c Changes in Working Capital	(973)	(2,293)	(139)	(69)
1 Net Cash provided by Operating Activities	2,804	520	1,504	414
2 Net Cash (Used in) or Available From Investing Activities	(993)	(1,500)	(169)	(328)
3 Net Cash (Used in) or Available From Financing Activities	(448)	388	(138)	499
4 Net Cash generated or (Used) during the period	1,363	(592)	1,197	585

**D RATIO ANALYSIS**

1 Performance				
a Sales Growth (for the period)	46.8%	51.6%	30.3%	--
b Gross Profit Margin	44.5%	25.3%	25.5%	16.1%
c Net Profit Margin	37.7%	18.5%	16.0%	5.6%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	30.0%	4.8%	18.4%	7.6%
e Return on Equity [ Net Profit Margin * Asset Turnover * (Total Assets/Shareholders' Equity) ]	101.2%	56.7%	54.0%	18.7%
2 Working Capital Management				
a Gross Working Capital (Average Days)	105	117	115	144
b Net Working Capital (Average Days)	83	78	73	97
c Current Ratio (Current Assets / Current Liabilities)	5.7	3.1	3.2	3.0
3 Coverages				
a EBITDA / Finance Cost	125.9	39.2	35.2	9.1
b FCFO / Finance Cost+CMLTB+Excess STB	24.3	8.4	7.3	5.5
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	0.2	0.4	0.3	0.8
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	25.2%	38.6%	44.9%	54.7%
b Interest or Markup Payable (Days)	80.9	107.2	138.5	90.1
c Entity Average Borrowing Rate	2.2%	2.8%	2.1%	3.0%

### 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	<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+	
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-	
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):

- 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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(4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)

(5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

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(6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)

(7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report | Clause 11-(A)(p).

(8) PACRA prohibits its employees and analysts from soliciting money, gifts or favors from anyone with whom PACRA conducts business | Chapter III; 11-A-(q)

(9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)

(10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)

(11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

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(12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity

(13) PACRA does not provide consultancy/advisory services or other services to any of its customers or to any of its customers' associated companies and associated undertakings that is being rated or has been rated by it during the preceding three years unless it has adequate mechanism in place ensuring that provision of such services does not lead to a conflict of interest situation with its rating activities; | Chapter III; 12-2-(d)

(14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)

(15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)

(16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)

(17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

### **Monitoring and review**

(18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)

(19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(b)

(20) PACRA initiates immediate review of the outstanding rating upon becoming aware of any information that may reasonably be expected to result in downgrading of the rating; | Chapter III | 18-(c)

(21) PACRA engages with the issuer and the debt securities trustee, to remain updated on all information pertaining to the rating of the entity/instrument; | Chapter III | 18-(d)

### **Probability of Default**

(22) PACRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e, probability). PACRA's transition studies capture the historical performance behavior of a specific rating notch. Transition behavior of the assigned rating can be obtained from PACRA's Transition Study available at our website. (www.pacra.com). However, actual transition of rating may not follow the pattern observed in the past | Chapter III | 14-(F-VII)

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