



The Pakistan Credit Rating Agency Limited

Rating Report

Kashf Foundation | PPTFC

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Rating History					
Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
01-Oct-2019	A	-	Stable	Initial	-
19-Jun-2019	A	-	Stable	Preliminary	-

Rating Rationale and Key Rating Drivers

Kashf Foundation is a renowned Microfinance Institution (MFI); it has been in operations since 1996. MFIs are governed by SECP regulations mainly NBFC (Establishment and Regulations) Rules, 2003, Non-Banking Finance Companies and Notified Entities Regulations 2008 and others. The key element is that MFIs are not permitted to mobilize deposits. While this provides funding constraints, it also delimits the boundaries of risk. Kashf Foundation is a not-for-profit organization. Hence, the source of funding comprises a) internal generation of profits, b) loans and c) grants. Profitability of the foundation is sanguine and hence integral generation of capital is occurring at a very good rate. Second major source of funding is borrowings. The foundation has diversified its borrowing to both local and foreign institutions. In September 2019, a Privately Placed Term Finance Certificate (PPTFC), of PKR 2,000mln, was issued. Governance structure takes strength from the body of members and board of directors, who, in their own right, are reputable individuals. The induction process reflects alignment of the incumbent members to the institution itself, a self-propelling drive to contribute. The quality of board discussions is an evidence to this assertion. Design of the not-for profit MFI itself is the right recipe for longevity. There are examples in the world around, providing assurance. The ratings incorporate strong business profile of the foundation demonstrated by continued enhancement in business volumes. The foundation has been closely focusing on technological developments to uphold the growth with an integrated systems. Overall financial risk profile displays comfortable outlook.

The ratings are dependent on the foundation's aptness to sustain positive asset health indicators amidst growth in business volumes. Meanwhile, sustenance of improved margins are imperative. The ratings would also monitor the impact of technological advancement on the operational and risk efficacy of the foundation.

Disclosure	
Name of Rated Entity	Kashf Foundation PPTFC
Type of Relationship	Solicited
Purpose of the Rating	Debt Instrument Rating
Applicable Criteria	PACRA_Methodology_MFI_FY19(Jun-19),PACRA_Methodology_Debt Instrument_FY19(Jun-19)
Related Research	Sector Study Microfinance(Sep-19)
Rating Analysts	Muhammad Usman muhammad.usman@pacra.com +92-42-35869504

Profile

Structure Kashf Foundation (hereby known as “Kashf” or “Foundation”) is the first Microfinance Institution of the country. It is licensed by the Securities and Exchange Commission of Pakistan (SECP) under the Non-Banking Finance Companies Rules, 2003.

Background Kashf was established in 1996 and began operations as a Grameen replicator. It was incorporated with the SECP in 2007 as a public company limited by guarantee under Section 42 of the Companies Ordinance, 1984 (now Companies Act, 2017).

Operations Kashf operates at a national level with a network of over 300 branches. The foundation extends small loans to under privileged community with a maturity of less than or equal to one year. Most of the foundation's portfolio is concentrated in urban areas of Punjab. Main product of the foundation is “Kashf Karobar Karza” loan which is provided to boost entrepreneurship in the country. Most of the foundation's clientele is female.

Ownership

Ownership Structure Overall control of the foundation vests with 11 members. All members have deposited certain amount of guarantee in the foundation as per the Companies Act, 2017 requirements.

Stability Kashf has a proper succession plan in place which is expected to remain, going forward.

Business Acumen Members of the foundation are experienced professionals and have suitable skills to direct the foundation in achieving its objectives.

Financial Strength The probability of the foundation to get financial support from members is low, since the foundation is registered as a not-for-profit organization under section 42 of the Companies Ordinance 1984 (now Companies Act, 2017).

Governance

Board Structure Kashf has an eight-member board of directors (BODs). Dr. Attiya Inayatullah is the chairman of the board.

Members' Profile The board members have extensive experience in the sector. Dr. Attiya Inayatullah is a well known philanthropist in the country. She is the president of the Society for the Protection of the Rights of the Child (SPARC) and other social development organizations. She is associated with Kashf since 2007.

Board Effectiveness There are five sub-committees to assist the board, namely (i) Audit Committee, (ii) Credit, Program & Finance Committee (iii) Human Resource Committee (iv) Investment Committee and (v) Nomination Committee. Attendance during the meetings was good and minutes were properly documented.

Financial Transparency Deloitte Yousuf Adil Chartered Accountants are the External Auditors of the foundation. They expressed an unqualified opinion on the financial statements for the year Ended June'18. Internal Audit Department of the foundation reports directly to the Audit Committee. Compliance department is also in place which conducts regular inspection of all relevant departments.

Management

Organizational Structure Kashf operations are grouped under nine departments. Functions are distributed among head office and branches. Core lending activities are carried out at the branch level.

Management Team The foundation has a mix of diverse experience and skilled management. Ms. Roshaneh Zafar, the CEO, is one of the founding members of the foundation having an experience of over two decades. She is a renowned philanthropist and is assisted by an experienced management team.

Effectiveness The foundation has a systematic decision making process. There are no formal management committees in place. Each department head ensures smooth operations of their department and reports to the Chief Executive Officer on pertinent matters.

MIS Most of the departments are integrated which adds to effective decision making by the management.

Risk Management Framework Proper risk management policy to manage operational and credit risk is in place. Loan approval process is decentralized at the branch level. Recovery of all loans is being done through different agents.

Technology Infrastructure Kashf is continuously investing in its technological infrastructure to increase automation and efficiency in the departments which is a need of time in the microfinance industry. The increased automation would result in expediting the loan recovery process, providing good surveillance and helping to keep its infection ratio in-check

Business Risk

Industry Dynamics Pakistan Microfinance Industry comprises 41 microfinance providers including 11 Microfinance Banks (MFBs), 15 Microfinance Institutions (MFIs), 6 Rural Support Programmes (RSPs) and 9 other projects. As at FY19, the overall industry borrowers stood at ~7.1mln out of which MFIs constitute ~2.3mln active borrowers, representing ~32% of the total market. The industry Gross Loan Portfolio (GLP) clocked at PKR ~293,695mln out of which MFIs represent 17% i.e. PKR ~49,798mln. The Microfinance Industry's growth has dwindled in FY19. A ~7% YoY increase of GLP was witnessed as opposed to ~38% in FY18.

Relative Position Considering the market share of ~5% in term of Gross Loan Portfolio of whole industry, the foundation is considered as a relatively mid-tier player in the Microfinance sector and one of the largest Microfinance Institution. It is the one of the oldest players in the MFIs industry which has enabled it to develop a strong relationship with the borrowers.

Revenue Kashf earned an interest income of PKR~4,901mln in FY19 with growth of ~37% YOY basis (FY18: PKR~3,574mln). Revenue is growing due to enhanced business volumes i.e. active borrowers.

Profitability The bank's business model emphasizes on keeping investments in non-earning assets as low as they could be to earn maximum returns from its asset base. During FY19, Kashf's posted a profit of PKR~1,188mln (FY18: PKR~821mln). Spread was impacted by the increased policy rates since the long term liabilities of the foundation are KIBOR based.

Sustainability Kashf's primary objective is to strengthen its market position with the ultimate aim of financial inclusion in the country. To achieve the stated objective, Kashf has diversified its products base on a timeline basis. For geographical penetration, the foundation has already developed a goodwill to attract potential clients. Customer centric business approach has been adopted. High interest rates amidst macro-economic instability would be a key challenge for Kashf, going forward.

Financial Risk

Credit Risk The foundation has properly designed loan approval and disbursement process. As mentioned earlier the loan approval process is de-centralized at branch level. Asset risk is low due to strong control & recovery mechanism. The GLP, as at FY19, stands at PKR ~13,866mln. Infection ratio of the foundation is well below industry average.

Market Risk Market risk is expected to be impacted by the monetary policy and macro instability in the country. High policy rates will increase the financing cost of the foundation as all local long term borrowing carry floating interest rate. Kashf has a policy to hedge all foreign currency exposures, which is beneficial for the foundation, in the current environment.

Funding The foundation's funding mix mostly constitutes long term loans from both local and foreign borrowers. Total debt of the foundation as at FY19 rose to PKR ~14,235mln (FY18: PKR~10,798mln). The foundation has issued a Privately Placed Term Finance Certificate of PKR 2,000mln, with green shoe option of PKR 1,000mln, to diversify its funding base.

Liquidity Kashf's liquidity position improved during FY19 as the liquidity ratio rose to 29% as compared to 26% in FY18. The improvement is led by a significant increase in cash and bank balances during the year. The advances/borrowing ratio has stayed consistent at 97%.

Capital Adequacy SECP has no minimum requirement for MFIs unlike SBP which require MFBs to maintain their CAR at 15%. Equity of the foundation stood at PKR~4,193mln as at FY19.



Kashf Foundation

PKR Million

BALANCE SHEET	30-Jun-19	30-Jun-18	30-Jun-17	30-Jun-16
Earning Assets				
Advances	13,809	10,479	7,330	4,809
Investments	12	12	11	11
Deposits with Banks	4,032	2,671	2,599	1,574
	17,853	13,161	9,940	6,393
Non Earning Assets				
Non-Earning Cash	85	85	93	74
Net Non-Performing Finances	(118)	(91)	(50)	(31)
Fixed Assets & Others	1,715	1,234	986	965
	1,682	1,228	1,029	1,009
TOTAL ASSETS	19,534	14,389	10,969	7,401
Interest Bearing Liabilities				
Borrowings	14,235	10,798	8,316	5,461
	14,235	10,798	8,316	5,461
Non Interest Bearing Liabilities	1,049	579	429	336
TOTAL LIABILITIES	15,283	11,376	8,744	5,797
EQUITY (including revaluation surplus)	4,193	2,995	2,165	1,569
Deferred Grants	58	17	60	35
Total Liabilities & Equity	19,534	14,389	10,969	7,401

INCOME STATEMENT	30-Jun-19	30-Jun-18	30-Jun-17	30-Jun-16
Interest / Mark up Earned	4,901	3,574	2,507	2,086
Interest / Mark up Expensed	(1,722)	(1,068)	(644)	(562)
Net Interest / Markup revenue	3,179	2,506	1,863	1,524
Other Operating Income	92	68	91	50
Total Revenue	3,272	2,575	1,954	1,574
Other Income	61	(54)	(88)	30
Non-Interest / Non-Mark up Expensed	(2,078)	(1,635)	(1,259)	(887)
Pre-provision operating profit	1,254	886	608	716
Provisions	(66)	(64)	(30)	25
Pre-tax profit	1,188	821	578	742
Taxes	-	-	-	-
Net Income	1,188	821	578	742

Ratio Analysis	30-Jun-19	30-Jun-18	30-Jun-17	30-Jun-16
Performance				
ROE	45%	35%	35%	54%
Cost-to-Total Net Revenue	64%	63%	64%	56%
Provision Expense / Pre Provision Profit	5%	7%	5%	-4%
Capital Adequacy				
Equity/Total Assets	20%	19%	18%	18%
Loan Loss Coverage				
Non-Performing Advances /Gross Advances	0.4%	0.3%	0.3%	0.3%
Loan Loss Provisions / Non-Performing Advances	-299%	-399%	-348%	-333%
Funding & Liquidity				
Liquid Assets / Deposits and Borrowings	29%	26%	33%	30%
Intermediation Efficiency				
Asset Yield	40%	31%	31%	33%
Cost of Funds	17%	11%	9%	10%
Spread	23%	20%	21%	22%
Outreach				
Branches	300	291	260	187

Debt Instrument Rating Scale & Definitions

Credit rating reflects forward-looking opinion on credit worthiness of underlying 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.

Long Term Ratings

AAA **Highest credit quality.** Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments

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.

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.

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.

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.

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.

CCC **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.

D Obligations are currently in default.

Short Term Ratings

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.

B The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions.

C An inadequate capacity to ensure timely repayment.

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, a) some material identifiable event and/or b) deviation from expected trend. 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 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) cessation of underlying entity, c) the debt instrument is redeemed, d) the rating remains suspended for six months, e) the entity/issuer defaults., or/and f) PACRA finds it impractical to surveill the opinion due to lack of requisite information.

Harmonization A change in rating due to revision in applicable methodology or underlying scale.

Disclaimer: PACRA's ratings are an assessment of the credit standing of entities/issue in Pakistan. They do not take into account the potential transfer / convertibility risk that may exist for foreign currency creditors. PACRA's opinion is not a recommendation to purchase, sell or hold a security, in as much as it does not comment on the security's market price or suitability for a particular investor.

Rating Team Statements

(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

Restrictions

- (3) No director, officer or employee of PACRA communicates the information, acquired by him for use for rating purposes, to any other person except where required under law to do so. | Chapter III; 10-(5)
- (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)

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.
- (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)

Independence & Conflict of interest

- (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)

Proprietary Information

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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
Privately Placed Term Finance Certificate (PPTFC)	PKR 2,000mln	4 years	1) Pari Passu charge on current assets excluding investment Portfolio 2) Account agreement	PKR 2,748mln	Current Assets	Pak Oman Investment Company Limited	PKR 2,748mln

Kashf Foundation PPTFC	
Name of Issuer	Kashf Foundation
Issue size	PKR 2,000mln
Issue Date	Sep 30, 2019
Tenor	4 Years
Maturity	Sep 30, 2023
Profit Rate	3 Month Kibor + 2.25%
Principal Repayment	12 quarterly installments after one year grace period
Security	Pari passu charge on current and future current assets of the company excluding investment portfolio, with a margin of 25%, and one upcoming installment as security, through account agreement

Kashf Foundation | PPTFC

Due Date Principal	Opening Principal	Principal Repayment	Due Date Markup/ Profit	Markup/Profit Rate		Markup/Profit Payment	Installment Payable	Principal Outstanding
				Base	Spread			
PKR in mln						PKR in mln		
30-Sep-19	2,000,000,000	-	9/27/2019	13.85%	2.25%	-	-	2,000,000,000
30-Dec-19	2,000,000,000	-	12/27/2019	13.85%	2.25%	80,279,452	80,279,452	2,000,000,000
30-Mar-20	2,000,000,000	-	3/27/2020	13.85%	2.25%	80,279,452	80,279,452	2,000,000,000
30-Jun-20	2,000,000,000	-	6/27/2020	13.85%	2.25%	81,161,644	81,161,644	2,000,000,000
30-Sep-20	2,000,000,000	-	9/27/2020	13.85%	2.25%	81,161,644	81,161,644	2,000,000,000
30-Dec-20	2,000,000,000	166,666,667	12/27/2020	13.85%	2.25%	73,589,498	240,256,164	1,833,333,333
30-Mar-21	1,833,333,333	166,666,667	3/27/2021	13.85%	2.25%	66,164,384	232,831,050	1,666,666,667
30-Jun-21	1,666,666,667	166,666,667	6/27/2021	13.85%	2.25%	60,871,233	227,537,900	1,500,000,000
30-Sep-21	1,500,000,000	166,666,667	9/27/2021	13.85%	2.25%	54,107,763	220,774,429	1,333,333,333
30-Dec-21	1,333,333,333	166,666,667	12/27/2021	13.85%	2.25%	46,829,680	213,496,347	1,166,666,667
30-Mar-22	1,166,666,667	166,666,667	3/27/2022	13.85%	2.25%	39,698,630	206,365,297	1,000,000,000
30-Jun-22	1,000,000,000	166,666,667	6/27/2022	13.85%	2.25%	33,817,352	200,484,018	833,333,333
30-Sep-22	833,333,333	166,666,667	9/27/2022	13.85%	2.25%	27,053,881	193,720,548	666,666,667
30-Dec-22	666,666,667	166,666,667	12/27/2022	13.85%	2.25%	20,069,863	186,736,530	500,000,000
30-Mar-23	500,000,000	166,666,667	3/27/2023	13.85%	2.25%	13,232,877	179,899,543	333,333,333
30-Jun-23	333,333,333	166,666,667	6/27/2023	13.85%	2.25%	6,763,470	173,430,137	166,666,667
30-Sep-23	166,666,667	166,666,667	9/27/2023	13.85%	2.25%	-	166,666,667	-

* KIBOR rates are as on 20th September 2019 (date of execution), and assumed to be constant.