



The Pakistan Credit Rating Agency Limited

**Rating Report**

**Etihad Alloys (Pvt.) Limited**

**Report Contents**

1. Rating Analysis
2. Financial Information
3. Rating Scale
4. Regulatory and Supplementary Disclosure

**Rating History**

| Dissemination Date | Long Term Rating | Short Term Rating | Outlook    | Action  | Rating Watch |
|--------------------|------------------|-------------------|------------|---------|--------------|
| 16-Nov-2021        | BB+              | A3                | Developing | Initial | -            |

**Rating Rationale and Key Rating Drivers**

Etihad Group is setting up a steel industrial unit in Rahim Yar Khan adjacent to its already existing Sugar Mill – Etihad Alloys (Pvt.) Limited. The unit will have the melting capacity of 250,000 MT per annum. As per the management of the company the construction of the project is ~15% completed as of end Oct-21 and they are confident to achieve Commercial Operation Date (COD) by end of third Quarter/Early fourth Quarter 2022. Technical Associates is the Civil Contractor of the company. They have vast and proven experience record in the construction services. Primarily, Etihad Alloys will be manufacturing Steel Billets. The Project is being financed through a mix of debt and equity in the ratio of 80:20. The Company will be maintaining DSRA account providing coverage for six months on its financial obligations till maturity. The company has already executed the PPA with Etihad Power Generation Limited to meet its energy requirement.

Comfort is drawn from the group association and sponsors profiles which includes Etihad Sugar Mills Limited, having strong financial backing and experience in the industry. The ratings are dependent on the management's ability to successfully achieve its completion benchmarks and to improve its financial risk profile.

**Disclosure**

|                              |  |
|------------------------------|--|
| <b>Name of Rated Entity</b>  | Etihad Alloys (Pvt.) Limited   |
| <b>Type of Relationship</b>  | Solicited  |
| <b>Purpose of the Rating</b> | Entity Rating  |
| <b>Applicable Criteria</b>   | Methodology   Corporate Rating(Jun-21),Criteria   Correlation Between Long-term & Short-term Rating Scales(Jun-21),Criteria   Rating Modifiers(Jun-21) |
| <b>Related Research</b>      | Sector Study   Steel(Sep-21)   |
| <b>Rating Analysts</b>       | Anam Waqas Ghayour   anam.waqas@pacra.com   +92-42-35869504  |

## Profile

**Legal Structure** Etihad Alloys, a private limited company incorporated in 2021 under the Companies Act 2017, is primarily engaged in manufacturing and sale of high-quality billets.

**Background** Etihad group is establishing a new industrial set up unit in Rahim Yar Khan, Punjab. The setup shall consist of a steel melting unit with billet manufacturing mill of installed capacity 25tons x 3 induction furnaces (approx. 250,000 tons billet production per annum). The location of the proposed project is in Rahim Yar Khan adjacent to already installed sugar plant of sponsoring company Etihad Sugar Mills Limited. The company has reserved 33.5 acres of land for the installation of steel unit.

**Operations** Etihad Alloys is planning to produce Billets as Billet is the basic input material for all steel products. The potential target industry for billet consumers include: i) Wire Rod, ii) Steel Pipes and Tubes, iii) GI Pipes and iv) Rebar Mills which have low melting capacities. The main edge of producing billet is its lower cost of production connected to cheaper electricity source. This electricity source is based on renewable energy named as Etihad Power Generation Limited. Etihad Alloys will have the installed capacity of producing 250,000 tons of billets.

## Ownership

**Ownership Structure** Etihad Alloys' ownership structure is vested in two parties. Majority stake of 51% is owned by Mr. Muhammad Munir and 49% owned by Etihad Sugar Mills Ltd.

**Stability** The Company's ownership structure is vested in two parties Etihad sugar mills and Mr. Muhammad Munir. Mr. Muhammad Munir also own the Etihad sugar mills, Etihad Town and Technical Associates. And it bode well for the stability in the structure.

**Business Acumen** The sponsors – Chaudhary Muhammad Munir carries experience of successfully managing sugar mill, real estate, hospitality and construction business. The willingness towards the business is evident from the steadfast approach used by the management. Hence, sponsor's business acumen is considered strong.

**Financial Strength** The sponsors have demonstrated their commitment towards the company by injecting 100% equity in advance.

## Governance

**Board Structure** The overall control of board only vests in two-member board of directors, both of them are from sponsoring family including the Chairman/CEO, while there are no independent members. Mr. Zahid Jamil holds office of Chief Executive Officer. Mr. Zahid's presence adds significant value to the board on account of his long association, spanning over last four decades, with the industry.

**Members' Profile** Mr. Zahid Jamil is the CEO of the company. He has on-hand experience in the planning, set-up, erection, deployment & operational exposure at multiple Industrial Projects within the Group; he actively pursues & supervises the procurement activities at all Group Entities and has documented & real time experience of managing plant, equipment & industrial inputs procurement related matters in the Sugar Milling, Medical Equipment, Construction, & Agri Input sectors. Accompanying him on the Board is Mr. Ashfaq Ahmed who has served the banking industry for 22 years and currently associated with the group for over a decade.

**Board Effectiveness** As the board structure is still developing there are no board committees in place.

**Financial Transparency** M/s Amir Salman Rizwan, (a member firm of MSI International) is the external auditors of the company. They are listed as a QCR rated CA firm.

## Management

**Organizational Structure** Etihad Alloys, reporting structure is in accordance with the best practices of Code of Corporate Governance. Multi-tier structure includes two senior positions i) COO and ii) Chief Financial Officer. GM operations, Manager Coordination and Planning directly report to COO. Organizational structure will further improve when the company came into commissioning stage.

**Management Team** Mr. Zahid Jamil is the Chief Executive Officer of the company. Mr. Sakhawat Qureshi is the COO of the company. Previously he has worked as the Chief Engineer at Mughal Steel Industries and General Manager Project at Altuwairqi Group, Saudia Arabia. Mr. Saqib Riaz, FCA is the CFO of the company who has over a decades experience of heading finances and related operations. Previously he has worked as Chief Financial Officer of Nishat (Chunian) Ltd.

**Effectiveness** Mr. Zahid Jamil-CEO, is supported by team of experienced individuals who are equipped with necessary technical skills.

**MIS** The company is in process to implement an ERP solution developed by a reputable software house with usual operational modules.

**Control Environment** The Company is setting up internal control systems and procedures to ensure the quality of goods produced on a continuing basis. These will evolve post achievement of COD.

## Business Risk

**Industry Dynamics** Domestic steel industry has undergone through recent expansion phase. With the reviving economy post pandemic and the Govt. supportive initiatives to strengthen economic activity and induce growth, steel sector is predicting better prospects in near future in concurrence with the reported growth in allied sectors including cement & construction sector. Regulatory protections in form of increased anti-dumping duties also considered as positive indicator. Whilst, sustained market share, improved business performance and margins are essential for industry players in era of stable key policy rate, supportive industry dynamics and flourished demands in the region.

**Relative Position** According to the installed capacity of the company and the continuous rise in steel demand, company is set to capture ~7% share in the market after commissioning based on the projected revenues.

**Revenues** Based on the industry dynamics and rising demand of the steel company's projected revenues will cross PKR 19bln in first year of commissioning and it will continue to grow at sustainable pace (FY23: 20.486bln, FY24: 21.920bln). Controlled financial cost and operating cost will help the company to book net profit of PKR 278mln in the first year.

**Margins** Etihad Alloys' projected conservative margins will improve at a slow pace in the upcoming years though will remain in stable position. Projected GP margin will rise to 4.2% in the third year from 3.8% in the first year. The upward trend of scrap prices will impact significantly on the costing structure of the company and give an opportunity to further improvise the profitability.

**Sustainability** Moving forward, active development on Governmental projects under PSDP funding including Naya Pakistan Housing Schemes and execution of CPEC projects will contribute to the existing private sector's driven demand. Moreover, Company's geographical diversification to enhance its market share remains vital for the performance.

## Financial Risk

**Working Capital** Etihad Alloys is following a more realistic approach and by following the market trends assuming that in the first year of commissioning net cash cycle will be of 52 days and in the third year it will reduce to 37 days. Furthermore, due to the extended cash cycle days company have to rely on short term borrowings (First year: 2,000mln).

**Coverages** Like the increase in projected revenues over the years, projected EBITDA will also increase at a stable rate and reach PKR 995mln in the third year from PKR 808 in the first year. Consequently, stagnant in finance costs & enriched FCFO resulted in better coverage (interest: Third year: ~1.4x; Second year: ~1.4x; first year: 1.3).

**Capitalization** Budgeted Project Cost is being financed through a mix of 80:20 Debt:Equity where the Sponsors have fully injected the Equity in advance. The debt financing is a further mixture of SBP TERF facility and Non-TERF KIBOR based facility from the consortium of UBL and Bank Alfalah Limited. SBP TERF further adds the comfort to the Project being a cheaper finance. Both loans will be repaid in 10 years. Leveraging will be at 71% in third year from 83% in the first year.



| EtiHAD Alloys<br>Steel | Jun-24    | Jun-23    | Jun-22    | Jun-21     |
|------------------------|-----------|-----------|-----------|------------|
|                        | 12M       | 12M       | 12M       | 12M        |
|                        | Projected | Projected | Projected | Management |

**A BALANCE SHEET**

|                            |       |       |       |     |
|----------------------------|-------|-------|-------|-----|
| 1 Non-Current Assets       | 2,479 | 2,578 | 2,676 | 575 |
| 2 Investments              | -     | -     | -     | -   |
| 3 Related Party Exposure   | -     | -     | -     | -   |
| 4 Current Assets           | 6,810 | 6,138 | 5,593 | 65  |
| <i>a Inventories</i>       | 3,951 | 3,696 | 3,491 | -   |
| <i>b Trade Receivables</i> | 2,192 | 2,049 | 1,933 | 2   |
| 5 Total Assets             | 9,289 | 8,715 | 8,269 | 640 |
| 6 Current Liabilities      | 3,860 | 3,615 | 3,417 | 1   |
| <i>a Trade Payables</i>    | 3,860 | 3,615 | 3,417 | 1   |
| 7 Borrowings               | 3,852 | 3,926 | 4,019 | 84  |
| 8 Related Party Exposure   | -     | -     | -     | -   |
| 9 Non-Current Liabilities  | -     | -     | -     | -   |
| 10 Net Assets              | 1,576 | 1,173 | 833   | 556 |
| 11 Shareholders' Equity    | 1,576 | 1,173 | 833   | 556 |

**B INCOME STATEMENT**

|  |          |          |          |     |
|--|----------|----------|----------|-----|
| 1 Sales                                    | 21,920   | 20,486   | 19,327   | -   |
| <i>a Cost of Good Sold</i>                 | (20,989) | (19,661) | (18,587) | -   |
| 2 Gross Profit                             | 931      | 825      | 740      | -   |
| <i>a Operating Expenses</i>                | (35)     | (32)     | (30)     | (0) |
| 3 Operating Profit                         | 896      | 793      | 709      | (0) |
| <i>a Non Operating Income or (Expense)</i> | -        | -        | -        | 1   |
| 4 Profit or (Loss) before Interest and Tax | 896      | 793      | 709      | 1   |
| <i>a Total Finance Cost</i>                | (476)    | (452)    | (432)    | -   |
| <i>b Taxation</i>                          | (17)     | -        | -        | -   |
| 6 Net Income Or (Loss)                     | 403      | 341      | 278      | 1   |

**C CASH FLOW STATEMENT**

|  |       |       |         |   |
|--|-------|-------|---------|---|
| <i>a Free Cash Flows from Operations (FCFO)</i>                            | 978   | 891   | 808     | 1 |
| <i>b Net Cash from Operating Activities before Working Capital Changes</i> | 533   | 465   | 397     | 1 |
| <i>c Changes in Working Capital</i>  | (184) | (149) | (2,123) | - |
| 1 Net Cash provided by Operating Activities                                | 349   | 316   | (1,726) | 1 |
| 2 Net Cash (Used in) or Available From Investing Activities                | -     | -     | -       | - |
| 3 Net Cash (Used in) or Available From Financing Activities                | (74)  | (92)  | 1,799   | - |
| 4 Net Cash generated or (Used) during the period                           | 275   | 223   | 73      | 1 |

**D RATIO ANALYSIS**

|   |       |       |       |       |
|---|-------|-------|-------|-------|
| 1 Performance   |       |       |       |       |
| <i>a Sales Growth (for the period)</i>  | 7.0%  | 6.0%  | --    | N/A   |
| <i>b Gross Profit Margin</i>  | 4.2%  | 4.0%  | 3.8%  | N/A   |
| <i>c Net Profit Margin</i>  | 1.8%  | 1.7%  | 1.4%  | N/A   |
| <i>d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)</i>     | 3.6%  | 3.6%  | -6.8% | N/A   |
| <i>e Return on Equity [ Net Profit Margin * Asset Turnover * (Total Assets/Sh</i> | 29.3% | 34.0% | 40.0% | N/A   |
| 2 Working Capital Management  |       |       |       |       |
| <i>a Gross Working Capital (Average Days)</i>                                     | 99    | 99    | 84    | N/A   |
| <i>b Net Working Capital (Average Days)</i>                                       | 37    | 37    | 52    | N/A   |
| <i>c Current Ratio (Current Assets / Current Liabilities)</i>                     | 1.8   | 1.7   | 1.6   | 106.7 |
| 3 Coverages   |       |       |       |       |
| <i>a EBITDA / Finance Cost</i>  | 2.2   | 2.1   | 2.0   | N/A   |
| <i>b FCFO / Finance Cost+CMLTB+Excess STB</i>                                     | 1.4   | 1.4   | 1.3   | N/A   |
| <i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>         | 2.9   | 3.9   | 5.1   | 146.6 |
| 4 Capital Structure   |       |       |       |       |
| <i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>               | 71.0% | 77.0% | 82.8% | 13.1% |
| <i>b Interest or Markup Payable (Days)</i>  | 0.0   | 0.0   | 0.0   | N/A   |
| <i>c Entity Average Borrowing Rate</i>  | 11.4% | 10.7% | 20.0% | 0.0%  |

**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+   | <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   |   |
| 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):

|  |   |
|--|---|
| <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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- (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)
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