The Pakistan Credit Rating Agency Limited

Rating Report

LalPir Power Limited

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Rating History					
Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
27-Sep-2024	AA	A1	Stable	Maintain	-
28-Sep-2023	AA	A1	Stable	Maintain	-
30-Sep-2022	AA	A1	Stable	Maintain	-
30-Sep-2021	AA	A1	Stable	Maintain	-
01-Oct-2020	AA	A1	Stable	Maintain	-
02-Oct-2019	AA	A1	Stable	Maintain	-
18-Apr-2019	AA	A1+	Stable	Maintain	-
27-Dec-2018	AA	A1+	Stable	Maintain	-

Rating Rationale and Key Rating Drivers

The Ratings reflect the regulated structure of Lalpir Power Limited (Lalpir Power) business; whereby revenues and cash flows are guaranteed by the sovereign government given adherence to agreed operational parameters. A risk of any decrease in efficiency factor against the required benchmark would be borne by the Company itself given the fact, that Lalpir Power is managing its operations and maintenance (O&M) in-house. During the period under review, Lalpir Power continues to meet its availability and other performance benchmarks. During 6MCY24 Lalpir power generated 198Gwh of electricity as compared to 106Gwh same period last year depicting an increase of 87%. This increase is attributable to higher demand posted by the Power Purchaser. The Company reported improved topline as well (6MFY24: PKR 13,463mln, CY23: PKR: 19,471mln). In line with the revenues, margins has shown increase as well. Gross and Net margins for 6MCY24 clocked to 29% & 23% respectively. Currently, the leveraging stood at 27% representing short-term borrowing only (CY23: 25%). There is adequate cushion available to the company to meet its working capital requirement in its approved STB limits. Ratings stemmed from the fact that the long-term debt of the Company was fully paid successfully in June 2008.

Sustained good financial discipline and upholding strong operational performance in line with agreed performance levels remain important. Delay in receiving the amounts from Power purchasers owing to the accumulation of circular debt remains a cause of concern. The PPA of the Company is expected to expire in CY 28, the Company plans / strategy in upcoming years with reference to utilization of plant after expiry remains imperative for the Ratings, going forward. Any change in regulatory requirements may affect the ratings.

Disclosure	
Name of Rated Entity	LalPir Power Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology | Rating Modifiers(Apr-24),Methodology | Correlation Between Long-term & Short-term Rating Scales(Jul-24),Methodology | Independent Power Producer Rating(Jul-24)
Related Research	Sector Study | Power(Jan-24)
Rating Analysts	Andleeb Zahra | andleeb.zahra@pacra.com | +92-42-35869504

Profile

Plant Lalpir Power Limited (Lalpir Power) commissioned a thermal power plant on a build-own-operate (BOO) basis with a capacity of 362 MW based on residual fuel oil (RFO).

Tariff Lalpir Power has a generation tariff (Levelized tariff for years 1-30) of US 5.7cents/Kilowatt hour (KWh).

Return On Project There is no IRR of Lalpir plant with reference to Power Purchase agreement.

Ownership

Ownership Structure Lalpir Power is majority-owned by Nishat Group. The shareholding is dominated by Nishat Group that collectively owns 46.68% of the shareholding. Financial Institutions hold (2.2%) and public remained 20.69%.

Stability Stability in the IPPs is drawn from the agreements signed between Lalpir Power and the power purchaser. However, sponsors association with Nishat Group will continue to provide comfort.

Business Acumen Nishat Group is a distinguished business group in Pakistan. The emergence of the Group, as a conglomerate, spans over fifty years with interests in textile, cement, insurance, power, and financial sectors.

Financial Strength The financial strength of the sponsors is considered strong as the sponsors have well-diversified profitable businesses.

Governance

Board Structure Lalpir Power's board consists of seven members. The board is majority controlled by Nishat Group, including the chairman Mian Hassan Mansha.

Members' Profile Board members are from different educational and professional backgrounds bringing diversified professional experience and knowledge on the board

Board Effectiveness For effective oversight of the matters, the board has formed two board committees, the Audit Committee, and Human Resource & Remuneration Committee. The chairman of the Audit, HR, and Remuneration Committee is an independent director in accordance with the code of corporate governance.

Financial Transparency Riaz Ahmad & Company is the external auditor of the company. They expressed an unqualified opinion on Lalpir Power's financial statements for the year ended December 31, 2023.

Management

Organizational Structure Lalpir Power has largely a flat organizational structure. The CEO, Plant Manager, and CFO report directly to the Chairman of the board. Lalpir has a technical team with well-defined roles that ensures a smooth flow of operations.

Management Team Mr. Mehmood Akhtar is the CEO of the Company. He has over 40 years of managerial experience spread across various industries.

Effectiveness Lalpir Power management effectiveness plays a significant role in empowering the organization through positive results, which has made the decision making process systematic.

Control Environment Lalpir Power maintains an adequate MIS reporting system for the management to keep track of all operating activities and operational efficiencies. The system generates daily and monthly reports containing information on production, inventory, and efficiency maintained. Lalpir Power uses in-house built software to generate these reports

Operational Risk

Power Purchase Agreement Lalpir Power's key source of earnings is the revenue generated through the sale of electricity to the power purchaser, CPPA-G. The Company will receive the capacity payments if it ensures availability and is ready to provide electricity, even if no energy demand is placed by Power Purchaser.

Operation And Maintenance Lalpir Power O&M activities are handled by an in-house team trained under the expertise of AES, a former O&M operator. This team is involved in O&M activities since the plant's COD and hence carries significant experience.

Resource Risk Lalpir Power has engaged Pakistan State Oil (PSO) – the largest local oil-marketing company - as the fuel supplier. PSO is responsible for supplying Residual Fuel Oil (RFO) under the Fuel Supply Agreement (FSA) for 30 years and ensure delivery as agreed upon by both parties. Further fuel is also purchased from other OMCs as required.

Insurance Cover Lalpir Power has significant insurance coverage for property damage and business interruption. The insured values for damages include a property damage cover (up to PKR 103.072bln) & business interruption cover (up to PKR 10.65bln).

Performance Risk

Industry Dynamics The total installed capacity of technology of the country is above 42,589MW. Pakistan's power generation dropped to 127,259 GWh (14,504 MW) during FY24, a 2% year-over-year (YoY) decline attributed to reduced economic activity and lower demand due to rising power tariffs Hydel power generation contributed 28% to the total generation during the period whereas Gas/RLNG 28.3% and Coal had share of 16%.

Generation The Company has generated 198GWh of electricity during 6MCY24 as compared to 106GWh during the corresponding period of the previous financial year. Availability remains 100% well above the required benchmark.

Performance Benchmark The Company continues to meet its performance benchmarks as agreed under the PPA.

Financial Risk

Financing Structure Analysis The project financing capital structure comprised 27% equity and 73% debt, as on Nov 1997, mainly financed by a consortium of IFC – USA and Bank of Tokyo – Mitsubishi Ltd, Japan. The total project-related debt remained completely paid by the Company.

Liquidity Profile Lalpir Power's total receivables reached PKR 14,856mln as of 6MCY24 (CY23: PKR 10,270mln, CY22: PKR 12,450mln). The Company has sufficient working capital lines, which largely remain unutilized as of 6MCY24, representing a sound liquidity position of the Company.

Working Capital Financing Lalpir Power's working capital requirements are hugely dependent on payments from power purchaser i.e CPPA-G. Lalpir's total receivables reached at PKR 14,856mln as of 6MFY24 (FY23: PKR 10,271mln, FY22: PKR 12,450; FY21: PKR 5,634). Payments from power purchaser improved. Resultantly during 6MFY24 net working capital days decreased to 189 days as compared to 245 days as of FY23 (FY22: 107days, FY21: 267days).

Cash Flow Analysis Free Cash Flow of the Company for 6MCY24 was PKR 4,350mln (FY23: PKR 6,442mln, FY22: PKR 3,319mln; FY21: PKR -257mln).

Capitalization The Company currently has a low leveraged capital structure of 26.6% as of 6MCY24 representing short-term borrowings only. However, leveraging might move upward if the demand from the power purchaser increases in the future.

The Pakistan Credit Rating Agency Limited

Financial Summary
PKR mln

Lalpir Power Ltd.	Jun-24	Dec-23	Dec-22	Dec-21
Power	6M	12M	12M	12M
A BALANCE SHEET				
1 Non-Current Assets	3,529	3,996	4,736	5,708
2 Investments	-	850	-	-
3 Related Party Exposure	-	-	-	-
4 Current Assets	23,145	17,193	18,236	12,021
a Inventories	*2,523*	*2,468*	*1,872*	*2,598*
b Trade Receivables	*14,856*	*10,271*	*12,450*	*5,634*
5 Total Assets	26,674	22,040	22,971	17,728
6 Current Liabilities	1,933	901	680	433
a Trade Payables	*1,576*	*726*	*195*	*258*
7 Borrowings	6,559	5,260	4,546	1,695
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	51	39	25	27
10 Net Assets	18,131	15,839	17,720	15,574
11 Shareholders' Equity	18,131	15,839	17,720	15,574
B INCOME STATEMENT				
1 Sales	13,463	19,472	37,611	18,654
a Cost of Good Sold	*(9,498)*	*(13,871)*	*(34,125)*	*(18,563)*
2 Gross Profit	3,964	5,601	3,486	91
a Operating Expenses	(122)	(250)	(209)	(205)
3 Operating Profit	3,842	5,351	3,277	(114)
a Non Operating Income or (Expense)	*11*	*28*	*126*	*50*
4 Profit or (Loss) before Interest and Tax	3,853	5,379	3,404	(64)
a Total Finance Cost	*(801)*	*(801)*	*(696)*	*(742)*
b Taxation	-	-	-	-
6 Net Income Or (Loss)	3,051	4,578	2,707	(806)
C CASH FLOW STATEMENT				
a Free Cash Flows from Operations (FCFO)	*4,350*	*6,442*	*3,319*	*(257)*
b Net Cash from Operating Activities before Working Capital Changes	*3,731*	*5,627*	*3,440*	*(418)*
c Changes in Working Capital	*(4,073)*	*1,659*	*(6,232)*	*10,823*
1 Net Cash provided by Operating Activities	(342)	7,286	(2,792)	10,406
2 Net Cash (Used in) or Available From Investing Activities	830	(1,138)	500	14
3 Net Cash (Used in) or Available From Financing Activities	(759)	(6,452)	(626)	(1,194)
4 Net Cash generated or (Used) during the period	(271)	(304)	(2,919)	9,226
D RATIO ANALYSIS				
1 Performance				
a Sales Growth (for the period)	38.3%	-48.2%	101.6%	50.4%
b Gross Profit Margin	29.4%	28.8%	9.3%	0.5%
c Net Profit Margin	22.7%	23.5%	7.2%	-4.3%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	2.1%	41.6%	-7.7%	56.6%
*e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Sh*	36.9%	28.3%	17.2%	-3.9%
2 Working Capital Management				
a Gross Working Capital (Average Days)	204	254	109	279
b Net Working Capital (Average Days)	189	245	107	267
c Current Ratio (Current Assets / Current Liabilities)	12.0	19.1	26.8	27.8
3 Coverages				
a EBITDA / Finance Cost	5.5	8.0	5.2	0.4
b FCFO / Finance Cost+CMLTB+Excess STB	5.4	8.0	4.8	-0.3
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	0.0	0.0	0.0	-0.1
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	26.6%	24.9%	20.4%	9.8%
b Interest or Markup Payable (Days)	78.8	74.5	92.8	27.2
c Entity Average Borrowing Rate	28.3%	18.3%	15.3%	9.0%

#	Notes

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
AAA	Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+ 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.
A+ 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.
BBB+ BBB 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+ BB 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+ 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.
CCC CC C	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.

Scale	Short-Term Rating
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.

Rating Modifiers | Rating Actions

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. Rating actions may include "maintain", "upgrade", or "downgrade".

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 Company

Regulatory and Supplementary Disclosure
(Credit Rating Companies Regulations,2016)

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 | 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)

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 | 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)
Proprietary Information