The Pakistan Credit Rating Agency Limited

Rating Report

Prosperity Weaving Mills Limited

Report Contents

Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
22-Sep-2023	A-	A2	Stable	Maintain	-
23-Sep-2022	A-	A2	Stable	Maintain	-
24-Sep-2021	A-	A2	Stable	Maintain	-
25-Sep-2020	A-	A2	Stable	Maintain	-
28-Sep-2019	A-	A2	Stable	Maintain	-
30-Mar-2019	A-	A2	Stable	Maintain	-
28-Dec-2018	A-	A2	Stable	Maintain	-
30-Jun-2018	A-	A2	Stable	Maintain	-
28-Dec-2017	A-	A2	Stable	Maintain	-

Rating Rationale and Key Rating Drivers

Nagina Group is one of the oldest medium-sized textile groups in Pakistan and Prosperity Weaving Mills Limited is the weaving arm of the group incorporated in 1991. The group also has a presence in the spinning sector through Nagina Cotton Mills Limited and Ellcot Spinning Mills Limited. The ratings reflect the intact business profile of Prosperity Weaving over the years. The Company is engaged in the production of greige fabric and operates with a weaving unit comprising 382 looms which is one of the highest in the relative universe. In recent years, the company has increased its production capacity along with replacing some of the old looms under BMR projects to improve operational efficiency. During 9MFY23, the company’s revenue increased by 22% YoY to stand at PKR 10.9bln; driven by higher capacity utilization accompanied by better prices. Prosperity Weaving caters to the needs of local industry as well as export markets. Moreover, exports constitute 40% of total revenue (9MFY22: 30%). The company’s major export base is in Europe followed by the Far East, China, and Türkiye. Margins have reflected an attrition due to the higher cost structure. The net income declined to PKR 126mln (9MFY22: PKR 433mln). Moreover, the financial matrix reveals moderate leveraging, a decline in coverage YoY, and a stretched working capital cycle. Driven by the revival of demand patterns in the export bases, the management aims to improve the financial performance in the upcoming quarters. Moreover, the management is confident that the company’s capacity utilization levels shall remain healthy. The assigned ratings derive comfort from Prosperity Weaving’s association with the Nagina Group. During FY23, textile exports were valued at $16.5 billion compared to $19.33 billion, reflecting a dip of 15% YoY – the declining trend has been witnessed by the start of FY23. The exports tumbled attributable to high energy costs, shortage of cotton, and uncertainty in the foreign exchange rate. The suppressed demand pattern exhibited by export avenues was also a challenge. During FY23, value-added products such as knitwear, bedwear, towels, and ready-made garments witnessed a decline of 13% YoY. The basic textiles including raw cotton, cotton yarn, and cotton cloth posted a drop of 21% YoY. During the month of June 2023, cotton yarn exports increased by 7% MoM. The value-added exports reported a volumetric increase of 16% on a MoM basis.

The ratings are dependent upon the sustained market position of the company. Moreover, the company’s ability to generate enough cash flows to fulfill its financial obligations is critical, along with prudent investment decisions. The equity base of the company is satisfactory and should be beefed up, going forward.

Disclosure

Name of Rated Entity	Prosperity Weaving Mills Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology | Corporate Rating(Jun-22),Methodology | Correlation Between Long-term & Short-term Rating Scales(Jun-22),Methodology | Rating Modifiers(Jun-22)
Related Research	Sector Study | Weaving(Aug-22)
Rating Analysts	Sehar Fatima | sehar.fatima@pacra.com | +92-42-35869504

Profile

Legal Structure Prosperity Weaving Mills Limited (Prosperity Weaving) was incorporated on November 20, 1991, as a public limited company.

Background Prosperity Weaving has been associated with Nagina Group since its inception. The group has a presence in the spinning sector through Ellcot Spinning and Nagina Cotton. The Company's production facility is located in the vicinity of Sheikhupura.

Operations The Company operates with 382 Looms and has installed Benninger Zell warping and sizing machines for producing home furnishing greige fabric.

Ownership

Ownership Structure The majority stakes (87.49%) of the Company is held by Nagina Group, through group companies and sponsoring individuals. The remaining shareholding rests with the general public and financial institutions.

Stability The considerable positions in the Nagina Group are held by the Ellahi Family. The Group has a structured line of succession, reflected by an equalized distribution of shareholding among the Ellahi brothers and their family members. Meanwhile, the third generation has already been in business, serving in various capacities.

Business Acumen Nagina Group is one of the oldest medium-sized textile houses in Pakistan. Operating under Ellahi for five decades, developing credential expertise in spinning and weaving over time. The Group has adequately expanded its operations despite the competitive textile industry.

Financial Strength Nagina Group comprises three listed public limited companies, namely; i) Ellcot Spinning Mills, ii) Prosperity Weaving Mills, and iii) Nagina Cotton Mills Limited and six private limited companies. Nagina Group's private limited companies include Monell (Pvt.) Limited, Icaro (Pvt.) Limited, Haroon Omer (Pvt.) Limited, Ellahi International (Pvt.) Limited, ARH (Pvt.) Limited, and Pacific Industries (Pvt.) Limited.

Governance

Board Structure Prosperity Weaving's board comprises ten members out of which six members are non-executive directors, one director carries the executive role and three are independent directors. Mr. Shahzada Ellahi Shaikh is the Chairman.

Members' Profile Mr. Shahzada Ellahi Shaikh – the Chairman – carries with him over two decades of experience in the local textile industry. The board members have a vast knowledge of the textile industry; though diversity in experiences exists as well.

Board Effectiveness Three committees: Audit, Executive, and Human Resource & Remuneration, are in place to assist the board in relevant matters and ensure proper oversight.

Financial Transparency M/s. Yousuf Adil, Chartered Accountants are the external auditors of the Company. They have expressed an unqualified opinion on the financial statements of the Company for FY22; whereas audit of financial statements for FY23 is underway.

Management

Organizational Structure The organizational structure of the Company is divided into various functional departments, namely: (i) Marketing, (ii) Finance, (iii) Administration & HR, (iv) Accounts, and (v) Commercial (fixed asset procurement). The procurement of raw materials is handled at group-level and a notable portion of yarn is sourced through group companies.

Management Team The management team is headed by the CEO Mr. Raza Ellahi who holds a graduate degree, in Economics. He is well-versed in the textile business providing the requisite acumen. He is supported by a team of seasoned professionals, supplementing his expertise.

Effectiveness The management meetings are held daily with follow-up points to resolve or proactively address operational issues, if any, eventually ensuring a smooth flow of operations. The Company's MIS can be classified into three categories based on periodicity – Daily, Weekly, and Monthly. The daily and weekly reports are generated for top management with the main focus on the production and liquidity position of the Company. Whereas, on a monthly basis, the Company's P&L is presented and discussed in the meetings.

MIS Prosperity Weaving has implemented Oracle Oracle-based ERP solution with five operational modules including i) Order management, ii) Procurement, iii) Inventory, iv) Fixed Assets, and v) Cash management. The Company is also equipped with a 'Treasury Management System' bringing efficiency to treasury transactions. This software keeps records and provides various analytical reports about the Company's exports and import quantities, trade business to banks, outstanding forward contracts' bookings, and periodic exchange rates.

Control Environment Prosperity Weaving is accredited with international certifications for compliance. The Company is following the latest Quality Assurance Standards for fabric production and trade. The certification includes ISO 9001:2008, Global Organic Textile Standards, and Organic Content Standard. In order to ensure better productivity and compliance with relevant certifications the plants are regularly inspected.

Business Risk

Industry Dynamics During FY23, textile exports were valued at $16.5 billion compared to $19.33 billion, reflecting a dip of 15% YoY – the declining trend has been witnessed by the start of FY23. The exports tumbled attributable to high energy costs, shortage of cotton, and uncertainty in the foreign exchange rate. The suppressed demand pattern exhibited by export avenues was also a challenge. During FY23, value-added products such as knitwear, bedwear, towels, and ready-made garments witnessed a decline of 13% YoY. The basic textiles including raw cotton, cotton yarn, and cotton cloth posted a drop of 21% YoY.

Relative Position Prosperity Weaving is associated with Nagina Group. The Group has a long history of operations in Pakistan's spinning and weaving sectors. This strengthens the Company's market position. However, on a standalone basis, Prosperity weaving share in the weaving industry is one of the highest in the relative universe.

Revenues During FY22, the revenues increased by 58% YoY to stand at PKR 12,861mln (FY21: PKR 8,151mln), mainly attributable to better prices and rupee devaluation in the international market. During 9MFY23, the revenue increased to PKR 10,939mln (9MFY22: PKR 8,934mln). The company's export share of total revenue has increased to 40% (9MFY22: 30%).

Margins During FY22, the gross margin decreased to 8.5% (FY21: 14.3%). The finance cost increased to PKR 117mln (FY21: PKR 89mln). Consequently, the net profit declined to PKR 350mln (FY21: PKR 642mln). Hence, the net margin decreased to 2.7% (FY21: 7.9%). During 9MFY23, the gross margins decreased to 7.3% (9MFY22: 10%). The operating margins declined to 3.9% (9MFY22: 7.2%). The finance costs increased to PKR 168mln (9MFY22: PKR 73mln). Hence, net income was recorded at 126mln (9MFY22: PKR 433mln). Subsequently, the net margin decreased to 1.2% (9MFY22: 4.8%).

Sustainability The management is focusing on an efficient sales mix and product differentiation strategy along with consistent monitoring of areas where measures can be taken to reduce cost and enhance value through profit and market growth. 9MFY23 was not as profitable in comparison to the past. A hike has been witnessed in the cost structure. The increasing policy rates, energy prices, and increase in minimum wage policy have affected the profitability. Moreover, the devaluation of the Pak rupee has also affected the cost of raw materials. The company has successfully done BMR and expansion program 48 new looms have been achieved successfully.

Financial Risk

Working Capital At end-Mar23, the STB declined to PKR 986mln (end-Jun22: PKR 1,153mln). The net working capital cycle increased to 69 days (end-Jun22: 62 days). The trade assets declined to PKR 3,029mln (end-Jun22: PKR 3,336mln) majorly due to a lower receivable level at PKR 1,383mln (end-Jun22: PKR 1,827mln). The ST trade leverage adequacy largely remained intact at 45% (end-Jun22: 46%).

Coverages During FY22, the free cash flows decreased by 20% to stand at PKR 802mln (FY21: PKR 1,001mln). The total finance cost paid was increased to PKR 117mln (FY21: PKR 89mln) resulting in a declined interest coverage to 8.3x (FY21: 13.2x). The debt coverage inched down to 2.0x (FY21: 2.3x). During 9MFY23, the free cashflows declined to PKR 467mln (9MFY22: PKR 683mln). Moreover, interest coverage decreased (9MFY23: 3.4x; 9MFY22: 11x). Debt coverage also declined (9MFY23: 1.3x; 9MFY22: 2.2x).

Capitalization At end-Mar23, the company's leverage increased to 63.5% (end-Jun22: 60.2%). The equity base largely remained intact at PKR 2,018mln (end-Jun22: PKR 2,016mln). Total borrowings have increased to stand at PKR 3,509mln (end-Jun22: PKR 3,045mln). ST borrowings constitute 28.1% of total borrowings.

The Pakistan Credit Rating Agency Limited

Financial Summary
PKR mln

Prosperity Weaving Mills Limited Textile | Weaving	Mar-23 9M	Jun-22 12M	Jun-21 12M	Jun-20 12M
A BALANCE SHEET				
1 Non-Current Assets	3,323	2,529	2,314	2,109
2 Investments	185	216	353	473
3 Related Party Exposure	-	-	-	-
4 Current Assets	3,227	3,483	1,875	1,307
a Inventories	*1,383*	*1,827*	*957*	*519*
b Trade Receivables	*1,454*	*1,243*	*686*	*587*
5 Total Assets	6,734	6,227	4,542	3,890
6 Current Liabilities	901	880	534	585
a Trade Payables	*214*	*216*	*149*	*203*
7 Borrowings	3,509	3,045	2,055	1,988
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	306	286	206	136
10 Net Assets	2,018	2,016	1,747	1,180
11 Shareholders' Equity	2,018	2,016	1,747	1,180
B INCOME STATEMENT				
1 Sales	10,939	12,861	8,151	6,019
a Cost of Good Sold	*(10,138)*	*(11,765)*	*(6,981)*	*(5,489)*
2 Gross Profit	801	1,096	1,169	530
a Operating Expenses	(374)	(348)	(255)	(199)
3 Operating Profit	427	748	914	330
a Non Operating Income or (Expense)	*(6)*	*(6)*	*(11)*	*37*
4 Profit or (Loss) before Interest and Tax	420	742	904	367
a Total Finance Cost	*(168)*	*(117)*	*(89)*	*(119)*
b Taxation	*(127)*	*(275)*	*(173)*	*(93)*
6 Net Income Or (Loss)	126	350	642	155
C CASH FLOW STATEMENT				
a Free Cash Flows from Operations (FCFO)	*467*	*802*	*1,001*	*469*
b Net Cash from Operating Activities before Working Capital Changes	*336*	*700*	*910*	*333*
c Changes in Working Capital	*253*	*(1,380)*	*(591)*	*467*
1 Net Cash provided by Operating Activities	589	(681)	319	800
2 Net Cash (Used in) or Available From Investing Activities	(961)	(306)	(196)	(123)
3 Net Cash (Used in) or Available From Financing Activities	116	277	(66)	(778)
4 Net Cash generated or (Used) during the period	(256)	(710)	57	(101)
D RATIO ANALYSIS				
1 Performance				
a Sales Growth (for the period)	13.4%	57.8%	35.4%	-15.4%
b Gross Profit Margin	7.3%	8.5%	14.3%	8.8%
c Net Profit Margin	1.2%	2.7%	7.9%	2.6%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	6.6%	-4.5%	5.0%	15.6%
*e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Shareholders' Equity)]*	8.3%	18.6%	43.8%	13.3%
2 Working Capital Management				
a Gross Working Capital (Average Days)	74	67	62	77
b Net Working Capital (Average Days)	69	62	54	67
c Current Ratio (Current Assets / Current Liabilities)	3.6	4.0	3.5	2.2
3 Coverages				
a EBITDA / Finance Cost	4.5	10.1	14.7	5.0
b FCFO / Finance Cost+CMLTB+Excess STB	1.3	2.0	2.3	2.4
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	5.8	2.8	2.2	4.5
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	63.5%	60.2%	54.1%	62.7%
b Interest or Markup Payable (Days)	159.2	157.6	96.4	86.1
c Entity Average Borrowing Rate	5.7%	3.9%	3.6%	4.8%

Credit Rating

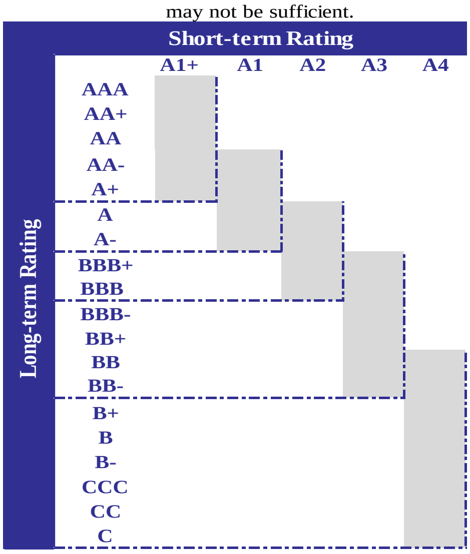
Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

Long-term Rating

Scale	Definition
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.

Short-term Rating

Scale	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
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 surveill 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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(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).
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(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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