



The Pakistan Credit Rating Agency Limited

Rating Report

Prosperity Weaving Mills Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
20-Sep-2024	A-	A2	Stable	Maintain	-
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	-

Rating Rationale and Key Rating Drivers

The assigned rating of Prosperity Weaving Mills Limited ("PWML" or 'the Company') reflects the prominent profile of the Nagina Group - the sponsoring group, one of the oldest medium-sized textile groups in Pakistan. Three publicly listed Companies primarily operate under the Nagina group's umbrella, including Nagina Cotton Mills Limited, PWML & Ellcot Spinning Mills Limited. The Group operates in the spinning sector through Nagina Cotton Mills Limited and Ellcot Spinning Mills Limited, as well as in the weaving sector through PWML. 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. The Company has a total energy requirement of 7.0 MW, in PWML power system 1.5 MW solar power plant is installed and the rest is met through gas-based internal power generation of 5MW and 0.5MW furnace oil-based generators. During 9MFY24, the Company's revenue increased by 28% QoQ to stand at PKR 14.0bln; driven by higher capacity utilization (~97.5%) accompanied by better product pricing trends both in the local and export segment. The business sustainability takes comfort from the Company's association with stable entities as their top clientage. Moreover, exports constitute 32% of total revenue (9MFY23: 40%). The Company's major export base in terms of volumes is in Europe followed by North America, Far East China, and Turkey. The dilution in margins is mainly attributed to expensive raw material procurement and escalated energy tariffs coupled with magnifying finance costs. The Company recorded a net profitability of PKR 38mln during 9MFY24 (9MFY23: PKR 126mln). The financial risk profile of the company is considered adequate, with an aptly managed working capital cycle. The Company's management is mindful of improving financial performance while keeping the financial matrix intact. The Company has maintained a leveraged capital structure with adequate coverages and cashflows. The country's textile exports reached USD 15.2bln during 11MFY24 compared to USD 14.7bln in the same corresponding period, indicating a modest growth of ~0.03% on a YoY basis. In value terms, the Composite & Garments segment had the highest contribution of USD 8.5bln, followed by the Weaving segment at USD 5.7bln and Spinning segment at USD 0.9bln. The global economic slowdown subdued the demand patterns and consumption trends in the international market. During 1QFY25 the impact on the cotton crop will escalate the requirement for imported cotton to fill up a gap in local raw cotton demand. However, the gradual decline in the interest rates is anticipated to provide comfort to the local industry.

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 Rating Modifiers(Apr-24),Methodology Corporate Rating(Jul-24),Methodology Correlation Between Long-term & Short-term Rating Scales(Jul-24)
Related Research	Sector Study Weaving(Aug-24)
Rating Analysts	Muhammad Harris Ghaffar harris.ghaffar@pacra.com +92-42-35869504

Profile

Legal Structure Prosperity Weaving Mills Limited ('Prosperity Weaving' or 'the Company') 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 Sheikhpura.
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. 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 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 FY23.

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 The country's textile exports reached USD 15.2bln during 11MFY24 compared to USD 14.7bln in the same corresponding period, indicating a modest growth of ~0.03% on a YoY basis. In value terms, the Composite & Garments segment had the highest contribution of USD 8.5bln, followed by Weaving segment at USD 5.7bln and Spinning segment at USD 0.9bln. The global economic slowdown subdued the demand patterns and consumption trends in the international market. However, the gradual decline in the interest rates is anticipated to provide comfort to the local industry.
Relative Position The Company is associated with Nagina Group (have a long history of operations in Pakistan's spinning and weaving sectors). This strengthens the Company's market position. However, on a standalone basis, the Company's share in the local weaving industry is one of the highest in the relative universe.
Revenues During FY23, the Company's revenues increased by 14% YoY to stand at PKR 14,655mln (FY22: PKR 12,861mln), mainly attributable to better prices. The company's export share to total revenue has increased to 41% (FY22: 31%) of the total revenue. During 9MFY24, the revenue increased by 22% YoY to stand at PKR 14,028mln (9MFY23: PKR 10,939mln). The company's export share of total revenue has decreased to 38% (9MFY23: 40%) of the total revenue.
Margins During FY23, the gross margins decreased to 7.5% (FY22: 8.5%, 9MFY24: 6.7%, 9MFY23: 7.3%). This translated into weakened operating margins of 4.0% (FY22: 5.8%, 9MFY24: 3.6%, 9MFY23: 3.9%). The finance cost increased by 51% to stand at PKR 239mln (FY22: PKR 117mln, 9MFY24: PKR 326mln, 9MFY23: PKR 168mln). Consequently, the net profit declined to stand at PKR 153mln (FY22: PKR 350mln, 9MFY24: 38mln, 9MFY23: PKR 126mln). Subsequently, the net margin decreased to 1.0% (FY22: 2.7%), 9MFY24: 0.3%, 9MFY23: 1.2%).
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. 9MFY24 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 The Company's working capital requirement is a function of inventory and receivables, for which the Company relies on a mix of internal cash flows and short-term borrowings. At end-Mar24, the company's reliance on STB declined to PKR 1,100mln (end-Jun23: PKR 1,120mln). The net working capital cycle decreased to 54 days (end-Jun23: 68 days) on the back of the decreased inventory days. The company also recorded an increase in the trade assets, clocking in at PKR 3,236mln (end-Jun23: PKR 3,176mln). The room-to-borrow increased to PKR 1,772mln (end-Jun23: PKR 1,719mln), consequently the ST trade leverage adequacy was recorded at 42% (end-Jun23: 41%).
Coverages During FY23, the free cash flows decreased by 20% to stand at PKR 649mln (FY22: PKR 802mln). The total finance cost paid was increased to PKR 239mln (FY22: PKR 117mln, 9MFY24: PKR 326mln, 9MFY23: PKR 168mln) resulting in a declined interest coverage to 3.0x (FY22: 8.3x, 9MFY24: 2.1x; 9MFY23: 3.4x). The debt coverage inched down to 1.2x (FY22: 2.0x, 9MFY24: 1.0x; 9MFY23: 1.3x). The debt payback capacity increased to 5.7 years (FY22: 2.8 years). During 9MFY24, the company experienced an attrition in operating cash flows clocking in at PKR 609mln (9MFY23: PKR 467mln) due to increased taxation.
Capitalization At end-Mar24, the Company's leverage decreased to 60.8% (end-Jun23: 63.7%). The equity base largely remained intact at PKR 2,138mln (end-Jun23: PKR 2,034mln). Total borrowings have decreased to stand at PKR 3,323mln (end-Jun23: PKR 3,574mln). ST borrowings constitute 33.1% of total borrowings.



Prosperity Weaving Mills Limited Textile Weaving	Mar-24 9M	Jun-23 12M	Jun-22 12M	Jun-21 12M
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A BALANCE SHEET

1 Non-Current Assets	3,143	3,360	2,529	2,314
2 Investments	209	190	216	353
3 Related Party Exposure	-	-	-	-
4 Current Assets	3,537	3,420	3,483	1,875
a Inventories	1,508	1,604	1,827	957
b Trade Receivables	1,658	1,325	1,243	686
5 Total Assets	6,890	6,970	6,227	4,542
6 Current Liabilities	1,066	1,012	880	534
a Trade Payables	316	292	216	149
7 Borrowings	3,323	3,574	3,045	2,055
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	363	350	286	206
10 Net Assets	2,138	2,034	2,016	1,747
11 Shareholders' Equity	2,138	2,034	2,016	1,747

B INCOME STATEMENT

1 Sales	14,028	14,655	12,861	8,151
a Cost of Good Sold	(13,085)	(13,562)	(11,765)	(6,981)
2 Gross Profit	944	1,093	1,096	1,169
a Operating Expenses	(439)	(512)	(348)	(255)
3 Operating Profit	505	580	748	914
a Non Operating Income or (Expense)	16	3	(6)	(11)
4 Profit or (Loss) before Interest and Tax	521	583	742	904
a Total Finance Cost	(326)	(239)	(117)	(89)
b Taxation	(157)	(191)	(275)	(173)
6 Net Income Or (Loss)	38	153	350	642

C CASH FLOW STATEMENT

a Free Cash Flows from Operations (FCFO)	609	649	802	1,001
b Net Cash from Operating Activities before Working Capital Changes	246	475	700	910
c Changes in Working Capital	(62)	209	(1,380)	(591)
1 Net Cash provided by Operating Activities	184	683	(681)	319
2 Net Cash (Used in) or Available From Investing Activities	108	(1,055)	(306)	(196)
3 Net Cash (Used in) or Available From Financing Activities	(308)	439	1,007	(10)
4 Net Cash generated or (Used) during the period	(16)	68	20	113

D RATIO ANALYSIS

1 Performance				
a Sales Growth (for the period)	27.6%	14.0%	57.8%	35.4%
b Gross Profit Margin	6.7%	7.5%	8.5%	14.3%
c Net Profit Margin	0.3%	1.0%	2.7%	7.9%
d Cash Conversion Efficiency (FCFO adjusted for Working Capital/Sales)	3.9%	5.9%	-4.5%	5.0%
e Return on Equity [Net Profit Margin * Asset Turnover * (Total Assets/Sh	2.4%	7.6%	18.6%	43.8%
2 Working Capital Management				
a Gross Working Capital (Average Days)	59	75	67	62
b Net Working Capital (Average Days)	54	68	62	54
c Current Ratio (Current Assets / Current Liabilities)	3.3	3.4	4.0	3.5
3 Coverages				
a EBITDA / Finance Cost	2.7	4.0	10.1	14.7
b FCFO / Finance Cost+CMLTB+Excess STB	1.0	1.2	2.0	2.3
c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)	5.3	5.7	2.8	2.2
4 Capital Structure				
a Total Borrowings / (Total Borrowings+Shareholders' Equity)	60.8%	63.7%	60.2%	54.1%
b Interest or Markup Payable (Days)	65.2	181.6	157.6	96.4
c Entity Average Borrowing Rate	11.2%	6.3%	3.9%	3.6%

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	Definition
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.
AA	
AA-	
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.
A	
A-	
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.
BBB	
BBB-	
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.
BB	
BB-	
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.
B	
B-	
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.
CC	
C	
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 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.*

<p>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'.</p>	<p>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.</p>	<p>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.</p>	<p>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.</p>	<p>Harmonization A change in rating due to revision in applicable methodology or underlying scale.</p>
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Note. This scale is applicable to the following methodology(s):

a) Broker Entity Rating	e) Holding Company Rating
b) Corporate Rating	f) Independent Power Producer Rating
c) Debt Instrument Rating	g) Microfinance Institution Rating
d) Financial Institution Rating	h) Non-Banking Finance Companies Rating

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- 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)
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- (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)
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- (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)

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