

MIRA INFORM REPORT

Report No. :	545746
Report Date :	22.12.2018

IDENTIFICATION DETAILS

Name :	NEWAGE CABLES (PVT.) LIMITED
Registered Office :	Newage House, 33-K,Gulberg-II, Lahore
Country :	Pakistan
Financials (as on) :	2017 [Summarized]
Date of Incorporation :	1978
Com. Reg. No.:	0006460
Legal Form :	Private Limited Company
Line of Business :	The principal business of the Company is manufacture & marketing of cables, conductor & other allied items and calcium carbonate.
No. of Employees :	225

RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23rd January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Maximum Credit Limit :	USD 2,743,568
Status :	Satisfactory
Payment Behaviour :	Slow and delayed
Litigation :	Clear

NOTES :

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Any query related to this report can be made on e-mail : infodept@mirainform.com while quoting report number, name and date.

ECGC Country Risk Classification List

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Pakistan	B1	B1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

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PAKISTAN - ECONOMIC OVERVIEW

Decades of internal political disputes and low levels of foreign investment have led to underdevelopment in Pakistan. Pakistan has a large English-speaking population, with English-language skills less prevalent outside urban centers. Despite some progress in recent years in both security and energy, a challenging security environment, electricity shortages, and a burdensome investment climate have traditionally deterred investors. Agriculture accounts for one-fifth of output and two-fifths of employment. Textiles and apparel account for more than half of Pakistan's export earnings; Pakistan's failure to diversify its exports has left the country vulnerable to shifts in world demand. Pakistan's GDP growth has gradually increased since 2012, and was 5.3% in 2017. Official unemployment was 6% in 2017, but this fails to capture the true picture, because much of the economy is informal and underemployment remains high. Human development continues to lag behind most of the region.

In 2013, Pakistan embarked on a \$6.3 billion IMF Extended Fund Facility, which focused on reducing energy shortages, stabilizing public finances, increasing revenue collection, and improving its balance of payments position. The program concluded in September 2016. Although Pakistan missed several structural reform criteria, it restored macroeconomic stability, improved its credit rating, and boosted growth. The Pakistani rupee has remained relatively stable against the US dollar since 2015, though it declined about 10% between November 2017 and March 2018. Balance of payments concerns have reemerged, however, as a result of a significant increase in imports and weak export and remittance growth.

Pakistan must continue to address several longstanding issues, including expanding investment in education, healthcare, and sanitation; adapting to the effects of climate change and natural disasters; improving the country's business environment; and widening the country's tax base. Given demographic challenges, Pakistan's leadership will be pressed to implement economic reforms, promote further development of the energy sector, and attract foreign investment to support sufficient economic growth necessary to employ its growing and rapidly urbanizing population, much of which is under the age of 25.

In an effort to boost development, Pakistan and China are implementing the "China-Pakistan Economic Corridor" (CPEC) with \$60 billion in investments targeted towards energy and other infrastructure projects. Pakistan believes CPEC investments will enable growth rates of over 6% of GDP by laying the groundwork for increased exports. CPEC-related obligations, however, have raised IMF concern about Pakistan's capital outflows and external financing needs over the medium term.

Source : CIA

COMPANY NAME

Business Name NEWAGE CABLES (PVT.) LIMITED

FULL ADDRESS

Registered Address

Newage House, 33-K, Gulberg-II, Lahore, Pakistan

Tel No. 92 (42) 111-777-300

Fax No. 92 (42) 35778740

SHORT DESCRIPTION OF BUSINESS

- | | | |
|----|---------------------------|---|
| a. | Nature of Business | Manufacturing & marketing of Electrical Wires & Cables, Telephone Cables, PVC Garden Pipes, PVC Compounding etc |
| b. | Year Established | 1978 |
| c. | Registration # | 0006460 |

BRANCHES & FACTORY LOCATION

(1) Suite No. 605-A, 6th Floor, The Forum, Khayaban-e-Jami, Clifton, Karachi, Pakistan.

(2) 453/1-2, Adamjee Road, Rawalpindi, Islamabad, Pakistan.

AUDITORS

Hameed Chaudhry & Co.
(Chartered Accountants)

LEGAL STATUS

Subject Company was established as a Private Limited Company in 1978

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6. AUTHORIZED CAPITAL	Rs. 40,000,000/- divided into 40,000 shares of Rs. 1,000/- each
ISSUED & PAID UP CAPITAL	Rs. 30,001,000/- divided into 30,001 shares of Rs. 1,000/- each

DETAILS OF DIRECTORS

Names	Designation
Mr. Asim Jalil Azam	Chief Executive
Mr. Amer Bakht Azam	Director

SHAREHOLDERS

Name	No. of Shares
Mr. Asim Jalil Azam	16,300
Mr. Amer Bakht Azam	13,700
Mr. Adnan Jalil Azam	1

ASSOCIATED COMPANIES

- (1) Newage Spinning Limited, Pakistan.
- (2) Newage Plastics (Pvt) Ltd, Pakistan.
- (3) Newage Chemicals (Private) Limited, Pakistan.
- (4) Newage (Private) Limited, Pakistan.

BUSINESS ACTIVITIES

The principal business of the Company is manufacture & marketing of cables, conductor & other allied items and calcium carbonate.

NUMBER OF EMPLOYEES

225

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ANNUAL SALES TURNOVER

Years	In Pak Rupees
2015	7,761,182,000/-
2016	7,813,000,000/-
2017	7,630,000,000/-

PLANT CAPACITY & ACTUAL PRODUCTION

Annual production volume is indeterminable as its mainly depend on the demand / requirements from their domestic customers

TRADE SUPPLIERS (FOREIGN)

Subject import globally from Companies belongs to Japan, Korea, Taiwan, Malaysia, Hong Kong, Singapore, China & European Countries. Its global trade suppliers are Companies related to Raw Materials, Machineries

DISTRIBUTOR'S NETWORK

Mainly exist at major cities of Pakistan

BANKERS

- (1) Habib Bank Limited, Pakistan.
- (2) Askari Bank Limited, Pakistan.
- (3) Bank Alfalah Limited, Pakistan.
- (4) Faysal Bank Limited, Pakistan.
- (5) Soneri Bank Limited, Pakistan.
- (6) Meezan Bank Limited, Pakistan.

BUSINESS REVIEW

The Company's efforts in debottlenecking several areas of constraint supported by better output and closer alignment of all functions has assisted in meeting the growing demands of the market. At the same time, with competitive scenario within the industry also continues to become increasingly challenging thereby creating the risk of eroding margins in the future.

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FUTURE OUTLOOK

Various efforts are being made at several levels within the Government to provide the local industry with a chance to compete with imports via a level playing field. In this context, the Company's strategy is to remain proactive with respect to approaching the Government on issues impacting the local industry.

MEMBERSHIPS

- LCCI
- FPCCI

COMMENTS

Subject Company enjoys good reputation in Pakistan. Directors of the Company are reported as qualified, experienced and resourceful businessmen. Payments are slow and delayed.

In view of current disturbed economic and political situation, we would advise to deal with all the business in Pakistan with some caution.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.04
UK Pound	1	INR 88.70
Euro	1	INR 80.21
PKR	1	INR 0.50

Note : Above are approximate rates obtained from sources believed to be correct

INFORMATION DETAILS

Analysis Done by :	VIV
Report Prepared by :	SYL

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RATING EXPLANATIONS

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)