

# CREDIT RATING RATIONALE

## CORPORATE RATINGS

January 2015

### Analysts:

### Lead

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#### Associate

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## Principal Activity:

Hand protection, purification, transportation, agriculture, plantations, textiles, construction materials, fibre, consumer, industry solutions, power and energy, leisure and aviation.

## Ratings:

Long-term: AA-[Reaffirmed] Short-term: P1 [Reaffirmed]

#### Instrument:

(i) LKR 2.0 billion Senior, Unsecured, Redeemable Debentures (2013/2016)

# HAYLEYS PLC

Credit Update

Methodology Used: LRA - Corporate Profile Rating

## Summary

Lanka Rating Agency ("LRA"), former RAM Rating Lanka's, technical partner is CRISIL India ("CRISIL"). CRISIL is a global analytical company providing ratings, research, and risk and policy advisory services. CRISIL is India's leading ratings agency and is also the foremost provider of high-end research to the world's largest banks and leading corporations. CRISIL's majority shareholder is Standard and Poor's ("S&P"). S&P, a part of McGraw Hill Financial (formerly The McGraw-Hill Companies) ("NYSE:MHFI"), is the world's foremost provider of credit ratings.

LRA reaffirms Hayleys PLC's ("Hayleys" or "the Company") long- and short-term corporate credit ratings at AA- and P1 respectively. Concurrently, LRA also reaffirms the long-term issue rating of AA- to the Company's issued LKR 2.0 billion Senior, Unsecured, and Redeemable Debentures (2013/2016). Furthermore, LRA also assigns an initial preliminary issue rating of AA- to the Company's proposed LKR 2.0 billion Senior, Unsecured, Redeemable Debentures (2015/2020). All long-term ratings are recommended to carry a stable outlook.

Hayleys is a diversified conglomerate with wide ranging business interests in hand protection, purification, transportation, agriculture, plantations, textiles, construction materials, fibre, consumer, industrial solutions, power and energy together with leisure and aviation. (Hayleys, along with its subsidiaries will collectively be referred to as "Hayleys Group" or "the Group")

(ii) Proposed LKR 2.0 billion Senior, Unsecured, Redeemable Debentures (2015/2020)

Ratings:

(i) AA-[Reaffirmed]

(i) AA-[Assigned]

Rating Outlook: Stable

Coupon Rates: (i) 14.25% p.a (payable

(I) 14.25% p.a (payable quarterly)

(ii) Type A: 7.74% p.a.(payable semi-annually)Type A: 8.00% p.a.(payable semi-annually)

Last Rating Action: December 2013 The ratings reflect the following strengths:

### Diversified business Interests

LRA observes that Hayleys is a well-diversified conglomerate with a widespread array of revenue contributions stemming from a number of key sub-sectors. The Group does not place significant reliance on any single sub-sector, as evidenced from its revenue composition, with no sub-sector accounting for more than 20% of the Group's total revenue. Hayleys' business portfolio is divided into its three major sectors, namely, global markets and manufacturing, agriculture and plantations and services. The diversification has allowed the Group to withstand the adversities affecting a particular industry sector, as weaker showings in one business line can be off- set by the strong performance in another.

## Strong market positions in business lines

The Group continues to hold strong market positions in several of its key businesses. In purification, it is the largest producer of coconut shell based activated carbon in the world, with an estimated global market share of around 15%. Meanwhile, in the non-medical rubber gloves market the Group commands a global market share of around 5%. In the transportation industry, the Hayleys' subsidiary Hayleys Advantis Limited ("Advantis") is a strong player in the domestic logistics industry. In plantations, the Group is a significant player in the production of tea and rubber. In addition, Hayleys is also a strong player in aluminium extrusions manufacturing.

### Adequate debt protection metrics

The Group's gearing levels continued to remain stable during FY Mar 2014, with the gearing ratio being recorded at 0.71 times as at end-fiscal 2014 and end-fiscal 2013. Hayleys' total debts increased by 9.73% y-o-y, primarily to fund capacity expansion in its key business lines, and to satisfy the Group's higher working capital requirements. The gearing ratio increased slightly at 0.75 times as at end-1H fiscal 2015. Going forward, despite the issuance of the LKR 2.0 billion debenture, which is raised primarily to restructure the Group's gearing levels; Hayleys' gearing ratio is anticipated to hover at similar levels. Moreover, the Group's debt protection metrics also continues to be adequate. The Group's FFO improved 8.50% y-o-y to LKR 8.78 billion during fiscal 2014. Subsequently, the Group's FFO debt coverage remained stable at 0.34 times by end-fiscal 2014 and end-fiscal 2013. Moreover, the ratio improved to 0.37 times in 1H fiscal 2015 owing to a marked improvement in the Group's FFO.



The preceding strengths are however moderated by the following weaknesses;

### Average liquidity levels

The Group's liquidity position which improved in FY Mar 2014 with its LKR 2 billion debenture issue, however remains average compared to our similar rated peers; its cash and bank balances amounted to LKR 2.64 billion as at end- FY Mar 2014, compared to short term debts amounting to LKR 16.68 billion, which accounted for 64.44% of the Group's total borrowings (FY Mar 2013: 75.96%). This resulted in an improved CCE to short-term debt of 0.25 times (FY Mar 2013: 0.17 times), relatively average compared to our similar rated peers. Meanwhile, the Company's liquidity position declined marginally during 1H FY Mar 2015 on the back of an increase in short-term borrowings to LKR 18.77 billion, primarily raised to satisfy the Group's working capital requirements. Nevertheless, our concerns are somewhat mitigated given the Group's ability to obtain debt-financing through its strong relationships with banks, as well as the financial flexibility derived from the listed status of several of its key subsidiaries. Moreover, the proposed debenture issuance of LKR 2.0 billion, raised primarily to restructure the Group's short-term borrowings are expected to further improve the Group's liquidity position.

## · Vulnerable to volatilities in commodity prices

The Group's key businesses are sensitive to fluctuations in commodity prices which in turn are governed by a range of factors including global supply, demand and weather conditions. For instance, the performance of the Group's plantation sector is directly correlated to the prices fetched by tea and rubber. Meanwhile, rubber and coconut are key inputs to the Group's hand protection and activated carbon businesses respectively. However, given the Group's backward linkages between the segments, this risk is somewhat mitigated (rise in the rubber prices will benefit plantation segment, though it will adversely impact the hand protection segment). Thus volatilities in the prices of these raw materials directly affect the Group's margins in the short term.

# Exposure to foreign exchange ("forex") and environmental risks

Hayleys is exposed to foreign exchange volatility given its reliance on international trading. A majority of the Group's sales are denominated in foreign currency while their costs are largely rupee denominated; any movements in exchange rate would have an impact on the profitability. That said, the Group's Central Treasury provides consultation to Group companies on minimising forex risk, thus mitigating this risk to a certain extent.



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| Corporate Information- Hayleys PLC   |  |  |
|--|--|--|
|  |  |  |
| 1953   |  |  |
| 1878   |  |  |
|  |  |  |
| KDD Perera   | 40.93%   |  |
| SBL/ KDD Perera  |  |  |
|  | ********   |  |
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|  | 200 miles (100 miles ( |  |
| Lanks One Leasing Company 1 LC   |  |  |
| AM Pandithage  | Chairman/ Chief Exe  | cutive   |
| KDD Perera   | Co- Chairman (Non-I  | Executive)   |
| MR Zaheed  | Executive  |  |
| WDNH Perera  |  |  |
| SC Ganegoda  |  |  |
|  |  | paratina.  |
|  | V 1  | secutive   |
| A STATE OF THE STA |  | vecutive   |
| and the control of th |  | 100000   |
| The state of the s | Executive  |  |
|  | Independent/Non-E  | xecutive   |
| Ernst & Young  |  |  |
| Main Board of Colombo Stock Exchange   |  |  |
| AM Pandithage  | HCS Mendis   |  |
| MR Zaheed  |  | n  |
| SC Ganegoda  | LDEA De Silva  |  |
| HSR Kariyawasam  |  |  |
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| 1,5 000000000000000000000000000000000000   |  |  |
| Hawarh PLC   | 67.70%   |  |
|  | 65.00%   |  |
| Dipped Products PLC  | 55.17%   |  |
| Hayleys MGT Knitting Mills PLC   | 82.80%   |  |
| The Kingsbury PLC  |  |  |
|  | 63.60%   |  |
| Amaya Leisure PLC  |  |  |
| Talawakelle Plantations PLC  | 27.40%   |  |
| Talawakelle Plantations PLC<br>Kelani Valley Plantations PLC   | 27.40%<br>39.10%   |  |
| Talawakelle Plantations PLC<br>Kelani Valley Plantations PLC<br>Alumex PLC   | 27.40%<br>39.10%<br>55.70%   |  |
| Talawakelle Plantations PLC<br>Kelani Valley Plantations PLC<br>Alumex PLC<br>Alufab PLC   | 27.40%<br>39.10%   |  |
| Talawakelle Plantations PLC<br>Kelani Valley Plantations PLC<br>Alumex PLC   | 27.40%<br>39.10%<br>55.70%<br>62.48%   |  |
| Talawakelle Plantations PLC Kelani Valley Plantations PLC Alumex PLC Alufab PLC Hunas Falls Hotels PLC   | 27.40%<br>39.10%<br>55.70%<br>62.48%<br>56.30%   | A Computation Total  |
| Talawakelle Plantations PLC<br>Kelani Valley Plantations PLC<br>Alumex PLC<br>Alufab PLC   | 27.40%<br>39.10%<br>55.70%<br>62.48%<br>56.30%   | Cumulative Total<br>(LKR million)  |
| Talawakelle Plantations PLC Kelani Valley Plantations PLC Alumex PLC Alufab PLC Hunas Falls Hotels PLC   | 27.40%<br>39.10%<br>55.70%<br>62.48%<br>56.30%   |  |
|  | ISSS  KDD Perera SBL/ KDD Perera Trustees of DS Jayasundera Trust Hayleys PLC-Employees Share Trust Employees Provident Fund Vallibal One PLC Lanka Orix Leasing Company PLC  AM Pandithage KDD Perera MR Zaheed WDNH Perera SC Ganegoda HSR Karlyawasan Dr H Cabral, PC Dr KIM Ranasoma MDS Goonatilleke LT Samarawickrama LR Waidyaratne M.H Jamaldeen  Ernst & Young  Main Board of Colombo Stock Exchange  AM Pandithage MR Zaheed SC Ganegoda HSR Karlyawasam Dr KIM Ranasoma LT Samarawickrama LT Samarawickrama LT Samarawickrama LT Samarawickrama R Waidyaratne J Wijesinghe  Haycarb PLC Hayleys Fbre PLC Dipped Products PLC Hayleys MGT Knitting Mills PLC The Kingsbury PLC   | KDD Perera SBL/ KDD Perera Trustees of DS Jayasundera Trust Hayleys PLC-Employees Share Trust Employees Provident Fund Valibal One PLC Larika Orix Leasing Company PLC  AM Pandithage KDD Perera MR Zaheed WDNH Perera SC Ganegoda HSR Kariyawasan Dr H Cabral, PC Dr KIM Ranasoma MDS Goonariileke LT Samarawickrama L R Waidyaratne M.H Jamaldeen  Ernst & Young Main Board of Colombo Stock Exchange  AM Pandithage MR Zaheed SC Ganegoda HSR Kariyawasan Dr H Cabral, PC Dr KIM Ranasoma L R Waidyaratne M.H Jamaldeen  HCS Mendis Dr A Sivagananatha L PC Maidyaratne Main Board of Colombo Stock Exchange  AM Pandithage MR Zaheed SC Ganegoda HSR Kariyawasam Dr KIM Ranasoma L T Samarawickrama R Waidyaratne LT Samarawickrama R Waidyaratne J Wijesinghe  Haycarb PLC Hayleys Fibre PLC Dipped Products PLC Hayleys MGT Kaixting Mills PLC The Kingsbury PLC SS.17% Sa.40% SS.40% SS.40% SS.40% SS.40% SS.40% SS.40% |



# FINANCIAL SUMMARY

Hayleys PLC - Group

| STATEMENT OF FINANCIAL POSITION (LKR million)           | 31-Mar-11 | 31-Mar-12 | 31-Mar-13 | 31-Mar-14 | 30-Sep-14 |
|---|-----------|-----------|-----------|-----------|-----------|
| Property, Plant & Equipment                             | 24,445.60 | 31,013.72 | 37,431.89 | 38,483.91 | 41,864.80 |
| Investments in Associates/Jointly-Controlled Entities   | 463.65    | 305.63    | 268.80    | 247.34    | 236.75    |
| Determed Tax Assets                                     | 197.24    | 239.30    | 352.21    | 397.60    | 393.71    |
| Other Investments & Non-Current Assets                  | 1,195.30  | 1,262.74  | 1,245.66  | 2,128.02  | 2.655.61  |
| Goodwill & Intangible Assets                            | 3,361.55  | 5,164.38  | 5,358.55  | 5,541.29  | 5,655.57  |
| Total Non-Current Assets                                | 29,663.33 | 37,985.78 | 44,657.11 | 46,798.15 | 50,806.43 |
| Inventory   | 8,720.29  | 10,397.62 | 10,277.47 | 12,098.86 | 12,156.68 |
| Trade Receivables                                       | 6,486.85  | 7,140.32  | 9,503.37  | 11,565.33 | 17,968.76 |
| Other Current Assets                                    | 7,289.15  | 7,678.34  | 7,179.89  | 6,709.60  | 1,894.10  |
| Amounts Due from Holding/Related Companies & Directors  | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      |
| Amounts Due from Associates/Jointly-Controlled Entities | 3.72      | 0.00      | 1.33      | 9.04      | 9.09      |
| Cash & Bank Balances                                    | 1,487.23  | 1,755.42  | 2,125.51  | 2,637.71  | 2,484.19  |
| Money Market instruments                                | 14.85     | 915.07    | 998.65    | 1,536.10  | 1,090.13  |
| Total Current Assets                                    | 24,002.09 | 27,886.77 | 30,086.22 | 34,556.64 | 35,602.94 |
| Total Assets  | 53,665.42 | 65,872.54 | 74,743.33 | 81,354.79 | 86,409.37 |
| Equity Share Capital                                    | 1,575.00  | 1,575.00  | 1,575.00  | 1,575.00  | 1,575.00  |
| Equity-Like Hybrid Capital                              | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      |
| Reserves  | 9,788.11  | 7,104.33  | 9,888.65  | 9,911.33  | 9,695.84  |
| Retained Profits/(Accumulated Losses)                   | 4,282.89  | 9,692.41  | 10,788.13 | 12,236.71 | 13,114.00 |
| Non-Controlling Interests                               | 8,052.43  | 10,077.10 | 11,173,10 | 12,614.22 | 13,998.46 |
| Total Equity  | 23,698.42 | 28,448.84 | 33,424.89 | 36,337.27 | 38,383,31 |
| Short-Term Private Debt Securities                      | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      |
| Amounts Due to Holding/Related Companies & Directors    | 0.00      | 0.00      | 0,00      | 0.00      | 0.00      |
| Amounts Due to Associates/Jointly-Controlled Entities   | 52.56     | 21.16     | 30.13     | 10.02     | 10.00     |
| Other Short-Term Debts                                  | 12,153,63 | 16,516.61 | 17,892.26 | 16,671.20 | 18,762.62 |
| Trade Payables  | 4,484.50  | 3,255.36  | 4,081.65  | 4,757.17  | 11,586.39 |
| Taxation  | 399.05    | 297.51    | 571.36    | 373.34    | 381.35    |
| Dividends Payable                                       | 0.00      | 80.06     | 76.17     | 96.83     | 0.00      |
| Other Current Liabilities                               | 3,602.41  | 6,454.95  | 6,892.07  | 7,279.64  | 483.90    |
| Total Current Liabilities                               | 20,692.16 | 26,625.65 | 29,543.64 | 29,188.20 | 31,224.26 |
| Long-Term Liabilities                                   | 4,842.22  | 5,585,72  | 6,103.65  | 6,622.30  | 6,906.63  |
| Debt-Like Hybrid Capital                                | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      |
| Long-Term Private Debt Securities                       | 0.00      | 0.00      | 0.00      | 0.00      | 0.00      |
| Other Long-Term Debts                                   | 4,432.62  | 5,212.34  | 5,671.15  | 9,207.02  | 9,895.16  |
| Total Non-Current Liabilities                           | 9,274.84  | 10,798.06 | 11,774.80 | 15,829.32 | 16,801.79 |
| Total Liabilities                                       | 29,967.00 | 37,423.70 | 41,318.44 | 45,017.52 | 48,029.06 |
| Total Equity + Total Liabilities                        | 53,665,42 | 65,872.54 | 74,743.33 | 81,354.79 | 86,409.37 |



# FINANCIAL SUMMARY

Hayleys PLC - Group

|  |   |  |   |   | nueraisea   |
|--|---|--|---|---|---|
| STATEMENT OF COMPREHENSIVE INCOME (LKR million)  | 31-Mar-11   | 31-Mar-12  | 31-Mar-13   | 31-Mar-14   | 30-Sep-14   |
| Revenue  | 54,224.60   | 65,806.71  | 74,301.85   | 80,554.11   | 45,496.47   |
| Operating Profit(Loss) before Depreciation, Interest & Tax   | 3,887.17  | 5,287.04   | 7,999.71  | 8,792.10  | 4,631.35  |
| Depreciation & Amortisation  | (1,262.89)  | (1,556.38)   | (1,771.64)  | (2,003.41)  | (1,173.57)  |
| Operating Profiti(Loss) before Interest & Tax  | 2,624,29  | 3,730.66   | 6,228.07  | 6,788.69  | 3,457.78  |
| Finance Costs  | (1,209.66)  | (1,512.90)   | (2,694.13)  | (2,407.60)  | (1,252.99)  |
| Debt-Related Foreign Exchange Gain/(Loss)  | 196.85  | (395.56)   | 340.95  | (184.26)  | 0.00  |
| Operating Profit(Loss) before Tax  | 1,611.48  | 1,822.20   | 3,874.89  | 4,196.83  | 2,204.79  |
| Other Income(Loss)   | 374.31  | 734.89   | 1,041.34  | 875.93  | 504.84  |
| Non-Recurring Items  | (5.28)  | 0.00   | 0.00  | 0.00  | 0.00  |
| Share of Associates/Jointly-Controlled Entities Profits/(Losses)   | 51.07   | 3.81   | 0.35  | 1.24  | (1.46)  |
| Pre-Tax Profit(Loss)   | 2,031,59  | 2,560.90   | 4,916.58  | 5,074.00  | 2,708.17  |
| Taxation   | (903.85)  | (738.70)   | (1,411.98)  | (1,365.01)  | (678.85)  |
| Net Profiti(Loss)  | 1,127.73  | 1,822.20   | 3,504.60  | 3,708.99  | 2.029.31  |
| Other Comprehensive Income/(Loss)  | 0.00  | 188.07   | 2.826.20  | (165.24)  |   |
| Total Comprehensive Income/(Loss)  | 1,127.73  | 2,010.28   | 6,330.80  | 3,543.75  | 2,034.26  |
| Market Ma | 1,121.50  | Eletere  | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,   | -   |   |
| Additional Disclosure:   | 450.55  | 608.36   | 1,743.45  | 1,900,47  | 1,072.80  |
| Net Profit Attributable to Non-Controlling Interests<br>Dividends - Ordinary Shares & Preference Shares  | 536.27  | 300.00   | 337.50  | 375.00  | 0.00  |
| STATEMENT OF CASHFLOW (LKR million)  | 31-Mar-11   | 31-Mar-12  | 31-Mar-13   | 31-Mar-14   | 30-Sep-14   |
| Pre-Tax Profit(Loss)   | 2,031.59  | 2,560.90   | 4,916.58  | 5,074.00  | 2,708.17  |
| Adjustments  | 3,207.45  | 3,987.88   | 4,347.98  | 5,081.36  | 3,181.34  |
| Operating Profit(Loss) before Working Capital Changes  | 5,239.04  | 6,548.78   | 9,264.55  | 10,155.36   | 5,889.51  |
| Tax Paid   | (748.49)  | (1,066.72)   | (1,175.68)  | (1,379.16)  | (604.64   |
| Funds from Operations  | 4,490.55  | 5,482.06   | 8,088.87  | 8,776.21  | 5,284.86  |
| Changes in Working Capital   | (1,847.14)  | (2,664.83)   | (375.69)  | (2,676.90)  | (1,628.00   |
| Other incomel(Expenses)  | (230.43)  | (344.78)   | (416.61)  | (498.36)  | (262.76   |
| Net Cashflow from Operating Activities   | 2,412.98  | 2,472.45   | 7,296.56  | 5,600.95  | 3,394.11  |
| Capital Expenditure  | (2,934.93)  | (5,053.43)   | (5,148.90)  | (3,453.47)  | (2,705.13   |
| Free Operating Cashflow  |   |  |   |   |   |
|  | (521.95)  | (2,580.98)   | 2,147.66  | 2,147.48  | 688.98  |
| Other investing Outflows   | (521.95)<br>(3,319.51)  | (2,580.98)<br>(3,529.05)   |   | 2,147.48<br>(827.04)  | (1,285.82   |
| Other investing Outflows<br>Investing Inflows  | 20000000  | 10/2008/200  | (761.35)<br>1,225.29  | 2,147.48<br>(827.04)<br>590.62  | (1,285.82<br>285.75   |
|  | (3,319.51)<br>1,594.40<br>(2,247.05)  | (3,529.05)<br>3,469.63<br>(2,640.41)   | (761.35)<br>1,225.29<br>2,611.61  | 2,147.48<br>(827.04)<br>590.62<br>1,911.06  | (1,285.82<br>285.75<br>(311.09  |
| Investing Inflows  | (3,319.51)<br>1,594.40<br>(2,247.05)<br>(1,209.65)  | (3,529.05)<br>3,469.63<br>(2,640.41)<br>(1,476.67)                                   | (761.35)<br>1,225.29<br><b>2,611.61</b><br>(2,679.11)   | 2,147.48<br>(827.04)<br>590.62<br>1,911.06<br>(2,387.46)  | (1,285.82<br>285.75<br>(311.09<br>(1,140.34                                 |
| Investing Inflows Pre-Financing Cashflow   | (3,319.51)<br>1,594.40<br>(2,247.05)<br>(1,209.65)<br>2,205.28                                      | (3,529.05)<br>3,469.63<br>(2,640.41)<br>(1,476.67)<br>552.55                         | (761.35)<br>1,225.29<br>2,611.61<br>(2,679.11)<br>8.11  | 2,147.48<br>(827.04)<br>590.62<br>1,911.06<br>(2,387.46)<br>5,000.17  | (1,285.82<br>285.75<br>(311.09<br>(1,140.34<br>220/88                       |
| Investing Inflows Pre-Financing Cashflow Interest Payments   | (3,319.51)<br>1,594.40<br>(2,247.05)<br>(1,209.65)<br>2,205.28<br>(150.00)                          | (3,529.05)<br>3,469.63<br>(2,640.41)<br>(1,476.67)<br>552.55<br>(300.00)             | (761.35)<br>1,225.29<br>2,611.61<br>(2,679.11)<br>8.11<br>(300.00)  | 2,147.48<br>(827.04)<br>590.62<br>1,911.06<br>(2,387.46)<br>5,000.17<br>(337.50)  | (1,285.82<br>285.75<br>(311.09<br>(1,140.34<br>22068<br>(375.00             |
| Investing Inflows  Pre-Financing Cashflow Interest Payments  Net Changes in Borrowings  Dividend Payments  Others  | (3,319.51)<br>1,594.40<br>(2,247.05)<br>(1,209.65)<br>2,205.28<br>(150.00)<br>(95.00)               | (3,529.05)<br>3,469.63<br>(2,640.41)<br>(1,476.67)<br>552.55<br>(300.00)<br>(438.57) | (761.35)<br>1,225.29<br>2,611.61<br>(2,679.11)<br>8.11<br>(300.00)<br>(983.87)                              | 2,147.48<br>(827.04)<br>590.62<br>1,911.06<br>(2,387.46)<br>5,000.17<br>(337.50)<br>(837.84)                            | (1,285.82<br>285.75<br>(311.09<br>(1,140.34<br>22068<br>(375.00<br>(600.52  |
| Investing Inflows  Pre-Financing Cashflow Interest Payments Net Changes in Borrowings Dividend Payments Others  Net Increasel(Decrease) in Cash & Cash Equivalents   | (3,319.51)<br>1,594.40<br>(2,247.05)<br>(1,209.65)<br>2,205.28<br>(150.00)<br>(95.00)<br>(1,496.44) | (3,529.05)<br>3,469.63<br>(2,640.41)<br>(1,476.67)<br>552.55<br>(300.00)<br>(438.57) | (761.35)<br>1,225.29<br>2,611.61<br>(2,679.11)<br>8.11<br>(300.00)<br>(983.87)<br>(1,343.26)                | 2,147.48<br>(827.04)<br>590.62<br>1,911.06<br>(2,387.46)<br>5,000.17<br>(337.50)<br>(837.84)<br>3,348.43                | (1,285.82<br>285.75<br>(311.09<br>(1,140.34<br>220:68<br>(375.00<br>(600.52 |
| Investing Inflows  Pre-Financing Cashflow Interest Payments  Net Changes in Borrowings  Dividend Payments  Others  | (3,319.51)<br>1,594.40<br>(2,247.05)<br>(1,209.65)<br>2,205.28<br>(150.00)<br>(95.00)               | (3,529.05)<br>3,469.63<br>(2,640.41)<br>(1,476.67)<br>552.55<br>(300.00)<br>(438.57) | (761.35)<br>1,225.29<br>2,611.61<br>(2,679.11)<br>8.11<br>(300.00)<br>(983.87)<br>(1,343.26)<br>(11,839.19) | 2,147.48<br>(827.04)<br>590.62<br>1,911.06<br>(2,387.46)<br>5,000.17<br>(337.50)<br>(837.84)<br>3,348.43<br>(13,182.45) | 220:88<br>(375.00<br>(600.52<br>(2,206.06<br>(9,834.02                      |



# FINANCIAL RATIO'S

Hayleys PLC - Group

|   |           |             |             |           | unaudited |
|---|-----------|-------------|-------------|-----------|-----------|
| KEYRATIOS                                     | 31-Mar-11 | 31-Mar-12   | 31-Mar-13   | 31-Mar-14 | 30-Sep-14 |
| PROFITABILITY (%):                            |           | V. C. C. C. | to recorded |           |           |
| OPBDIT Margin                                 | 7.17%     | 8.03%       | 10.77%      | 10.91%    | 10.18%    |
| OPBIT Margin                                  | 4,84%     | 5.67%       | 8.38%       | 8.43%     | 7.60%     |
| Pre-Tax Profit Margin                         | 3,75%     | 3.89%       | 6.62%       | 6,30%     | 5.95%     |
| Net Profit Margin                             | 2.08%     | 2.77%       | 4.72%       | 4.60%     | 4.46%     |
| Return on Capital Employed                    | 7.55%     | 8.90%       | 12.75%      | 12.32%    | 11.82%    |
| CAPITALISATION (TIMES):                       |           |             |             |           |           |
| Gearing Ratio                                 | 0.70      | 0.76        | 0.71        | 0.71      | 0.75      |
| Net Gearing Ratio                             | 0.64      | 0.70        | 0.64        | 0.64      | 0.68      |
| Debt-Capital Ratio                            | 0.41      | 0.43        | 0.41        | 0.42      | 0.43      |
| DEBT COVERAGE (TIMES):                        |           |             |             |           |           |
| Interest Coverage Ratio                       | 3.84      | 2.77        | 3.40        | 3.39      | 3.70      |
| OPBDIT Debt Coverage Ratio                    | 0.23      | 0.24        | 0.34        | 0.34      | 0.32      |
| Funds from Operations Debt Coverage Ratio     | 0.27      | 0.25        | 0.34        | 0.34      | 0.37      |
| Operating Cashflow Debt Coverage Ratio        | 0.15      | 0.11        | 0.31        | 0.22      | 0.24      |
| Free Operating Cashflow Debt Coverage Ratio   | (0.03)    | (0.12)      | 0.09        | 0.08      | 0.05      |
| LIQUIDITY (TIMES):                            |           |             | - 225       | anare     |           |
| Current Ratio                                 | 1.16      | 1.05        | 1.02        | 1.18      | 1.14      |
| Quick Ratio                                   | 0.74      | 0.66        | 0.67        | 0.77      | 0.75      |
| Cash and Cash Equivalents to Short-Term Debts | 0.12      | 0.16        | 0.17        | 0.25      | 0.19      |
| Short-Term Debts to Total Debts (%)           | 73.36%    | 76.04%      | 75.96%      | 64,44%    | 65.48%    |
| CASH CYCLE (DAYS)                             |           |             |             |           |           |
| Receivables Cycle                             | 43.66     | 39.60       | 46.68       | 52.40     | 72.08     |
| Payables Cycle                                | 38.14     | 22.66       | 25.98       | 28.11     | 59.44     |
| Inventory Cycle                               | 74.17     | 72.39       | 65.41       | 71.50     | 62.37     |
| Operating Cash Cycle                          | 79.69     | 89.33       | 86.12       | 95.79     | 75.00     |

OPBDIT = Operating Profit Before Depreciation, Interest & Tax

OPBIT = Operating Profit Before Interest & Tax



# FINANCIAL RATIO'S

# Hayleys PLC - Group

| KEY FINANCIAL RATIOS                                  | FORMULAE   |
|---|--|
| PROFITABILITY (%).                                    | (1770A)  |
| OPBOIT Margin   | CPBOIT / Revenue   |
| Adjusted OPSOIT Margin                                | Operating Lease-Adjusted OPBD/T / Revenue  |
| OPBIT Margin  | CPSIT / Revenue  |
| Adjusted OPSIT Mergin                                 | Operating Lease-Adjusted OPBIT / Revenue   |
| Pre-Tax ProfitMargin                                  | Pre-T ax Profit / Revenue  |
| Net Profit Margin                                     | Not Profit / Revenue   |
| Return on Capital Employed                            | (Pre-Tax Profit + Finance Costs* + Debt-Related Foreign Exchange Loss/(Geint))./   |
|   | (Total Debts + Total Equity)   |
| Adjusted Return on Capital Employed                   | (Pre-Tax Profit + Operating Lease-Adjusted Finance Costs* + Debf-Related Foreign Exchange Loss/(Gain.)) /  |
|   | (Total Adjusted Debts + Total Equity)  |
| CAPITALISATION (TIMES):                               |  |
| Gearing Ratio   | Total Debts / Total Equity   |
| Adjusted Gearing Radio                                | Total Adjusted Diebts / Total Equity   |
| Net Gearing Ratio                                     | (Total Debts - Cash & Bank Salances) / Total Equity  |
| Adjusted Net Gearing Patro                            | (Total Adjusted Debts - Cash & Bank Salances) / Total Equity   |
| Debt-Capital Ratio                                    | Total Debts / (Total Equity + Total De-Balance Sheet Debt)   |
| Adjusted Debt Capital Ratio                           | Total Adusted Debts / (Total Equity + Total Adjusted Debt)   |
| DEBT COVERAGE (TIMES):                                | Carlos and the first manner was an experience  |
| Interest Coverage Ratio                               | OPBOIT / (Finance Costs* + Preference Share Dividends + Interest Capitalised +   |
|   | Realised Debt-Rolated Foreign Exchange Loss/(Gain))  |
| Adjusted Interest Coverage Ratio                      | Operating Lease-Adjusted OPSDIT / (Operating Lease-Adjusted Finance Costs* + Preference Share Dividends +  |
|   | Interest Capitalised + Realised Debt-Related Foreign Exchange Loss(Gain))  |
| OFBOTT Detr Coverage Ratio                            | OPBDIT / Total Debts   |
| Adjusted OPSDYT Debt Coverage Ratio                   | Operating Lease-Adjusted OPBDIT / Total Adjusted Debts   |
| Funds from Operations Debt Coverage Ratio             | Funds from Operations / Total Debts  |
| Adjusted Funds from Operations Debt Coverage Ratio    | Operating Lease-Adjusted Funds from Operations / Total Adjusted Debts  |
| Operating Cashflow Debt Coverage Ratio                | Net Operating Cashflow / Total Debts   |
| Adjusted Operating Cashiflow Debt Coverage Ratio      | Operating Lease-Adjusted Net Operating Cashillow/ Total Adjusted Debts   |
| Free Operating Cashiflow Dubt Coverage Ratio          | Free Operating Cashflow / Total Debts  |
| Adjusted Free Operating Cashiflow Debt Coverage Ratio | Operating Lease-Adjusted Free Operating Cashiflow/Total Adjusted Debts   |
| LIQUIDITY (TIMES):                                    | open garace repeated the open great and a second control of the co |
| Current Ratio   | (Current Assets - Amounts Due from Related Parties) /  |
| Current Russ  | (Current Liabilities - Amounts Due to Related Parties)   |
| A-140-4-1   | (Current Assets - Amounts Due from Related Parties - Inventory) /  |
| Quick Rate  | (Current Liabilities - Amounts Dive to Related Parties)  |
| Park Control Sections to Park Town Park               | (Cash & Bank Balances + Money Market Instruments) / Short-Term Debts   |
| Cash and Cash Equivalents to Short-Term Debts         | Short-Term Debts / Total Debts   |
| Short-Term Debts to Total Debts (%)                   | - Green Land Commercial Commercia |
| CASH CYCLE (DAYS)                                     | Trade Receivables / Revenue x 365  |
| Receivables Cyclo                                     | Trade Payables / Cost of Sales x 365   |
| Psysties Cycle  | Total Inventory/ Cost of Sales x 365   |
| Inventory Cycle                                       | Receivables Cycle - Payables Cycle + Inventory Cycle   |
| Operating Cash Cycle                                  | Reportations bytes - negations bytes a return of their statement of financial anothers where applicable.   |

Adjusted ratios take into consideration more cancellable operating leases and/or other liabilities excluded from statement of financial position, where applicable



<sup>\*</sup> Include on-going, non-discretionary payments on hybrid securities, if any

CPEDIT - Operating Profit Seibre Depreciation, Interest & Tax

OPBIT = Operating Profit Softre interest & Tax



# **CREDIT RATING DEFINITIONS**

## Corporate Credit Ratings

A Corporate Credit Rating ("CCR") is Lanka Rating Agency's current opinion on the overall capacity of an entity to meet its financial obligations. The opinion is not specific to any particular financial obligation, as it does not take into account the expressed terms and conditions of any specific financial obligation.

### Long-Term Ratings

| AAA | An entity rated AAA has a superior capacity to meet its financial obligations. This is the highest long-term CCR assigned by<br>Lanka Rating Agency.  |
|-----|---|
| AA  | An entity rated AA has a strong capacity to meet its financial obligations. The entity is resilient against adverse changes in circumstances, economic conditions and/or operating environments.  |
| A   | An entity rated A has an adequate capacity to meet its financial obligations. The entity is more susceptible to adverse changes in circumstances, economic conditions and/or operating environments than those in higher-rated categories.  |
| 888 | An entity rated BBB has a moderate capacity to meet its financial obligations. The entity is more likely to be weakened by adverse changes in circumstances, economic conditions and/or operating environments than those in higher-rated categories. This is the low-est investment-grade category.              |
| 88  | An entity rated BB has a weak capacity to meet its financial obligations. The entity is highly vulnerable to adverse changes in circumstances, economic conditions and/or operating environments.   |
| В   | An entity rated B has a very weak capacity to meet its financial obligations. The entity has a limited ability to withstand adverse changes in circumstances, economic conditions and/or operating environments.  |
| c   | An entity rated C has a high likelihood of defaulting on its financial obligations. The entity is highly dependent on favourable changes in circumstances, economic conditions and/or operating environments, the lack of which would likely result in it defaulting on its financial obligations.                |
| D   | An entity rated D is currently in default on either all or a substantial portion of its financial obligations, whether or not formally declared. The D rating may also reflect the filing of bankruptcy and/or other actions pertaining to the entity that could jeopardise the payment of financial obligations. |
|     |   |

### Short-Term Ratings

| P1 | An entity rated P1 has a strong capacity to meet its short-term financial obligations. This is the highest short-term COR assigned by Lanka Rating Agency.  |
|----|---|
| P2 | An entity rated P2 has an adequate capacity to meet its short-term/financial obligations. The entity is more susceptible to the effects of deteriorating circumstances than those in the highest-rated category.  |
| P3 | An entity rated P3 has a moderate capacity to meet its short-term financial obligations. The entity is more likely to be weakened by the effects of deteriorating circumstances than those in higher-rated categories. This is the lowest investment-grade category.  |
| NP | An entity rated NP has a doubtful capacity to meet its short-term financial obligations. The entity faces major uncertainties that could compromise its capacity for payment of financial obligations.  |
| D  | An entity rated D is currently in default on either all or a substantial portion of its financial obligations, whether or not formally declared. The D rating may also reflect the filing of bankruptcy and/or other actions pertaining to the entity that could import the payment of financial obligations. |

For long-term ratings, Lanka Rating Agency applies signs plus (+), flat or minus (-) in each category from AA to C. The sign plus (+) indicates that the entity ranks at the higher end of its generic rating category, the sign flat indicates a mid-ranking, and the sign minus (-) indicates that the entity ranks at the lower end of its generic rating category.





# CREDIT RATING DEFINITIONS

could jeopardise the payment of the financial obligations.

### Issue Ratings

An Issue Rating is Lanka Rating Agency's current opinion on the creditworthiness of a particular debt issue, it reflects the overall capacity and willingness of an issuer to meet the financial obligations on a particular debt issue on a full and timely basis, taking into account its expressed terms and conditions.

## Long-Term Ratings

| AAA | An issue rated AAA has a superior capacity to meet its financial obligations. This is the highest long-term issue Rating assigned by Lanka Rating Agency.   |
|-----|---|
| M   | An issue rated AA has a strong capacity to meet its financial obligations. The entity is resilient against adverse changes in circumstancies, economic conditions and/or operating environments.  |
| A   | An issue rated A has an adequate capacity to meet its financial obligations. The entity is more susceptible to adverse changes in circumstances, economic conditions and/or operating environments than those in higher-rated categories.   |
| 888 | An issue rated BBB has a moderate capacity to meet its financial obligations. The entity is more likely to be weakened by adverse changes in circumstances, economic conditions and/or operating environments than those in higher-rated categories. This is the low-est investment-grade category. |
| BB  | An issue rated BB has a weak capacity to meet its financial obligations. The entity is highly vulnerable to adverse changes in circumstances, economic conditions and/or operating environments.  |
| 8   | An issue rated B has a very weak capacity to meet its financial obligations. The entity has a limited ability to withstand adverse changes in circumstances, economic conditions and/or operating environments.   |
| c   | An issue rated C has a high likelihood of defaulting on its financial obligations. The entity is highly dependent on favourable changes in circumstances, economic conditions and/or operating environments, the lack of which would likely result in it defaulting on its financial obligations.   |
| D   | An issue rated D is currently in default on either all or a substantial portion of its financial obligations, whether or not formally declared. The D rating may also reflect the filing of bankruptcy and/or other actions pertaining to the entity that   |

# Short-Term Ratings

| P1 | An issue rated P1 has high safety for payment of financial obligations in the short term. This is the highest short-term issue Rating assigned by Lanka Rating Agency.  |
|----|---|
| P2 | An issue rated P2 has adequate safety for payment of financial obligations in the short term. The issuer is more susceptible to the effects of deteriorating circumstances than those in the highest-rated category.  |
| P3 | An issue rated P3 has moderate safety for payment of financial obligations in the short term. The issuer is more likely to<br>be weakened by the effects of deteriorating circumstances than those in higher-rated categories. This is the lowest<br>investment-grade category.   |
| NP | An issue rated NP has doubtful safety for payment of financial obligations in the short term. The issuer faces major uncertainties that could compromise its capacity for payment of a particular debt issue  |
| D  | An issue rated D is either currently in default or faces imminent default on its financial obligations, whether or not formally declared. The D rating may also reflect a distressed exchange, the filing of bankruptcy and/or other actions pertaining to the issuer that could jeopardise the payment of a particular debt issue. |

For long-term ratings, Lanka Rating Agency applies signs plus (\*), flat or minus (-) in each category from AA to C. The sign plus (\*) indicates that the issue ranks at the higher end of its generic rating category, the sign flat indicates a mid-ranking; and the sign minus (-) indicates that the issue ranks at the lower end of its generic rating category.



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