

INITIAL CREDIT RATING REPORT NAJ TRADING



Ref. no.: FR/2023/34056

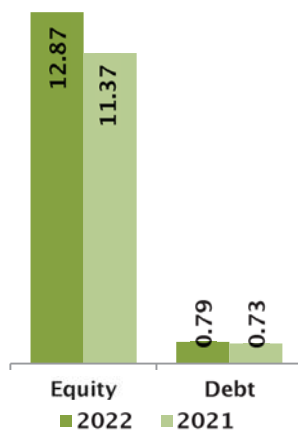
Report Contents:

| Particulars | Page |
|-----------------------------|------|
| Rating Rationale | 1 |
| Entity Profile | 2 |
| Business Management | 2 |
| Market Review | 2 |
| Business Analysis | 3 |
| Financial Position Analysis | 3 |
| Banking Relationship | 4 |
| Risk Factor Analysis | 5 |
| Rating Observation | 5 |

Key Snapshot:

| BDT. in million | | |
|-----------------------|--------|--------|
| Particulars | 2022 | 2021 |
| Revenue | 652.74 | 582.54 |
| EBIT | 9.99 | 8.59 |
| Net Profit | 9.50 | 8.18 |
| Total Assets | 13.66 | 12.10 |
| Total Equity | 12.87 | 11.37 |
| Total debt | 0.79 | 0.73 |
| Net Profit Margin (%) | 1.5 | 1.4 |
| CCC (Days) | 5 | 5 |
| ICR (X) | 173.97 | - |

Capital Structure
(BDT. in million)



Analysts:

Md. Monjur Alam Bappy
bappy@wasocreditrating.com

Ummay Fatema
fatema@wasocreditrating.com

| SME Rating | Rating Notch | Outlook | Date of Declaration | Date of Expiration |
|------------|--------------|---------|---------------------|--------------------|
| | WCRSME3 | Stable | 03 October 2023 | 02 October 2024 |

Methodology: SME rating methodology published on the WCRCL website at www.wasocreditrating.com

RATING RATIONALE

WCRCL has assigned 'WCRSME3' (pronounced as WASO Credit Rating Small and Medium Enterprise Three) rating under the SME Rating to **Naj Trading** (hereinafter referred as "NT" or "The Enterprise") based on its financial and other relevant qualitative and quantitative information up-to the date of the rating issuance.

The above rating has been assigned based on the fundamentals of the enterprise which includes:

- Experienced and skilled management
- Good business network
- Low levered capital structure
- Good liquidity position with short cash conversion cycle
- Comfortable interest coverage position
- Satisfactory banking relationship
- Good mortgage security coverage against loan

However, the above rating has been moderated to some extent due to some factors like:

- Low disclosure in the financial statements
- No insurance coverage for the inventory in stock
- Manual accounting system

The SME rating implies that the enterprise has **above average credit quality**.

WCRCL also viewed the enterprise with "Stable" outlook and believes that NT will be able to maintain its good fundamentals in the foreseeable future. This rating may be revised in case of any extraordinary changes in line with the sponsor's equity investment, debt obligations, management, business operations and/or changes in any macro and micro factors in the economy.