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creditrisk PYXUS INTERNATIONAL, INC. **BANKRUPTCY CASE STUDY**

FILED ON 06/15/2020



CreditRiskMonitor's warning of Pyxus International Inc.'s ("Pyxus") bankruptcy risk was determined by a combination of factors:

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MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at Pyxus International (OTC: PYXSQ) for more than a year. We issued a special High Risk Report, dated October 25, 2019 as conditions continued to deteriorate and become more troubling. The company ultimately filed for bankruptcy on June 15, 2020.

Fourth quarter sales fell by 8.2% year-over-year, EBIT declined by 6.6%, and net losses doubled. Working capital decreased by 17%.

Pyxus announced a relocation of processing operations to Phillip Morris, which involved employee layoffs. Such restructurings are a red flag.

Moody's downgraded Pyxus' corporate family rating (CFR) from Caa2 to Caa1, and changed the outlook from stable to negative.

The FRISK® score is 96% accurate* in predicting the risk of corporate failure/bankruptcy over a 12-month horizon.
All FRISK® scores are recalculated every night

for each subsequent 12-month period.

Total kilos of tobacco sold in 2Q declined 40% due to destroyed U.S. crop size attributable to Hurricane Florence.

Management announced strategic alternatives and hired three restructuring advisers; one law firm and two financial advisers.

FRISK® SCORE: PROBABILITY OF BANKRUPTCY WITHIN 12 MONTHS

FRISK®	FROM	TO
10	0.00%	0.12%
9	0.12%	0.27%
8	0.27%	0.34%
7	0.34%	0.55%
6	0.55%	0.87%
5	0.87%	1.40%
4	1.40%	2.10%
3	2.10%	4.00%
2	4.00%	9.99%
1	9.99%	50.00%

While the risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

*FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor® process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's, Fitch, & DBRS Morningstar

Crowdsourced CreditRiskMonitor® Usage Data

<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor® subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent non-disclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

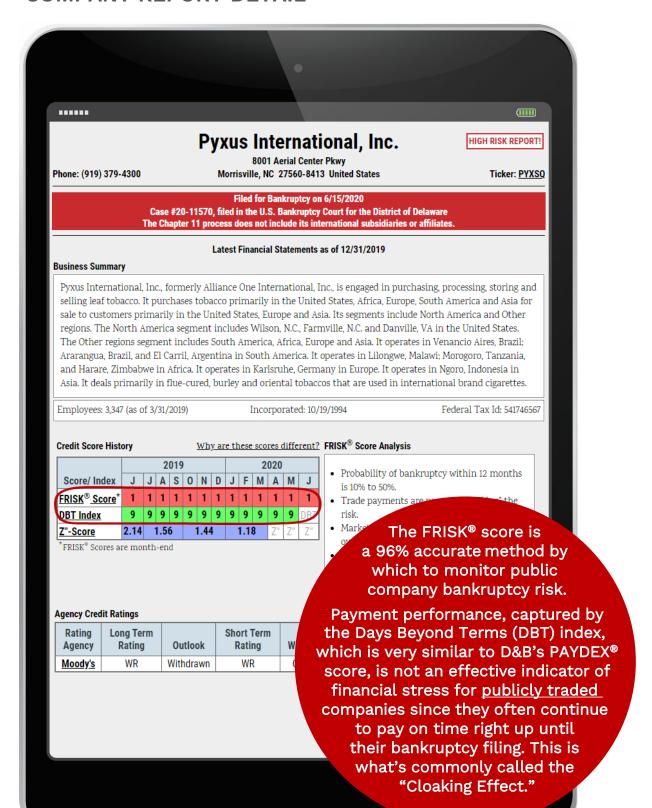
DO NOT MISS THIS - MANAGEMENT DISCUSSION AND ANALYSIS (MD&A)

Making misleading or fraudulent statements in an MD&A is <u>against the law</u> – and Sarbanes-Oxley subjects CEOs and CFOs to heavy fines or even <u>jail time</u> for doing so. A vital feature of the CreditRiskMonitor service is the ability to quickly access a Company's Management Discussion and Analysis (MD&A) history. Let it sink in: there are no two people in the world with better knowledge of a company's liquidity risk than the CEO and CFO. More than any credit manager. More than any trade group. And they're personally liable if they're lying.

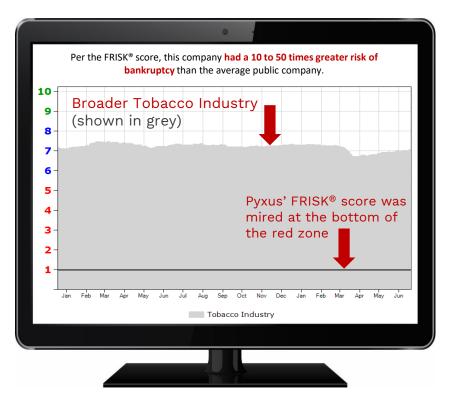
According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."



COMPANY REPORT DETAIL



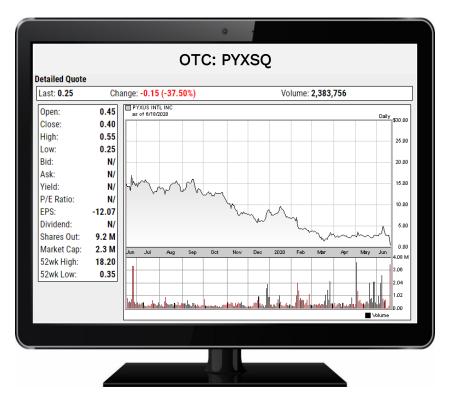
FRISK® DEEP DIVE



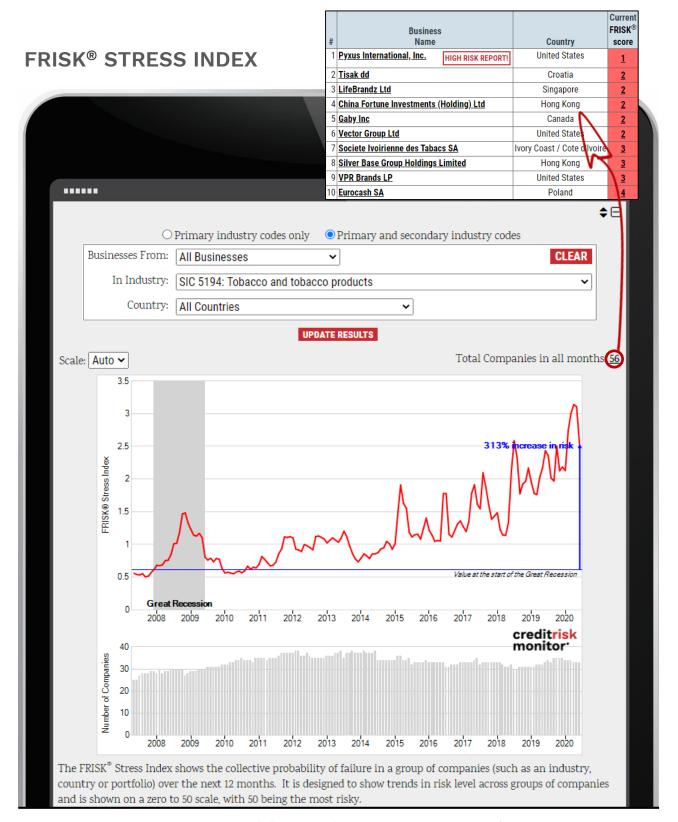
The FRISK® score relative to the broader Tobacco industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY



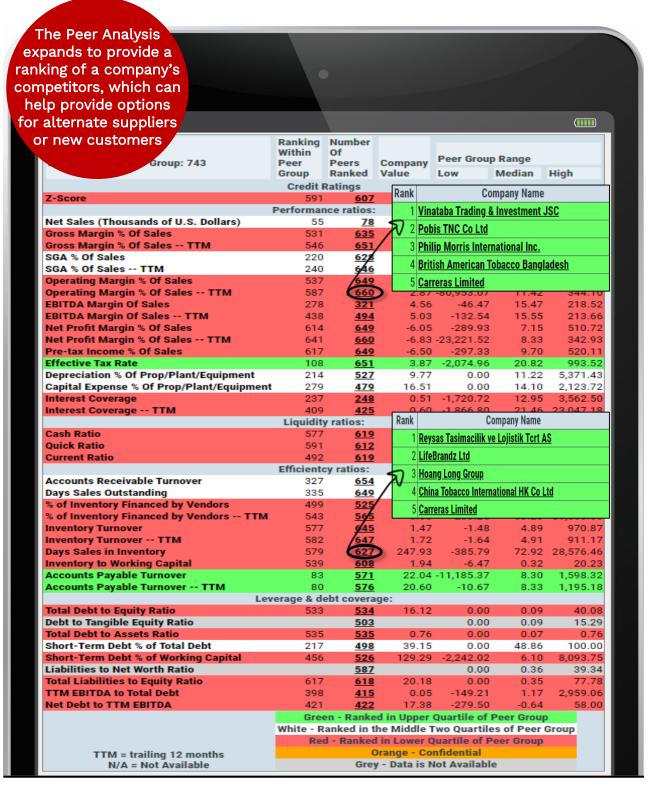
One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 5194 (Tobacco and tobacco products) has increased 313% since 2007. Pyxus International was among the weakest names in the industry as evidenced by its FRISK® score of 1.

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PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



Pyxus International demonstrated bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

QUARTERLY PERFORMANCE RATIOS

Razor thin operating margins and recurring net losses

Insufficient interest coverage ratio & negative free cash flow

Performance Ratios - Sequential Quarters (Thousands of U.S. Dollars)

	(
Period Ended	3 mos 12/31/2019	3 mos 9/30/2019	3 mos 6/30/2019	3 mos 3/31/2019	3 mos 12/31/2018
Net Sales \$	\$363,260	\$382,981	\$276,670	\$591,242	\$524,487
% change	-5.15%	38.43%	-53.21%	12.73%	32.82%
Gross Margin \$	\$55,127	\$60,220	\$39,712	\$85,505	\$74,711
% change	-8.46%	51.64%	-53.56%	14.45%	51.84%
% of sales	15.18%	15.72%	14.35%	14.46%	14.24%
change as % of incremental sales	n/m	19.29%	n/m	16.17%	19.68%
SG&A \$	\$45,911	\$47,263	\$49,377	\$54,060	\$41,680
% change	-2.86%	-4.28%	-8.66%	29.70%	6.89%
% of sales	12.64%	12.34%	17.85%	9.14%	7.95%
change as % of incremental sales	n/m	-1.99%	n/m	18.55%	2.07%
Operating margin \$	\$8,143	\$14,463	(\$6,929)	\$30,620	\$40,636
% change	-43.70%	308.73%	-122.63%	-24.65%	213.16%
% of sales	2.24%	3.78%	-2.50%	5.18%	7.75%
change as % of incremental sales	n/m	20.12%	n/m	-15.00%	21.34%
EBITDA \$	\$16,551	\$23,248	\$1,881	\$39,480	\$49,130
% change	-28.81%	1,135.94%	-95.24%	-19.64%	122.39%
% of sales	4.56%	6.07%	0.68%	6.68%	9.37%
change as % of incremental sales	n/m	20.10%	n/m	-14.46%	20.86%
EBIT \$	\$8,143	\$14,463	(\$6,929)	\$30,620	\$40,636
% change % of sales	-43.70% 2.24%	308.73%	-122.63%	-24.65%	213.16% 7.75%
change as % of incremental sales	2.24% n/m	3.78% 20.12%	-2.50% n/m	5.18% -15.00%	21.34%
Pre-tax income \$	(\$23,615)	(\$19,501)	(\$39,587)	(\$1, 709)	\$ 7,651
% change	-21.10%	50.74%	-2,216.38%	-122.34%	135.40%
% of sales	-6.50%	-5.09%	-14.31%	-0.29%	1.46%
change as % of incremental sales	n/m	18.89%	n/m	-14.02%	22.58%
Net income (loss) \$	(\$21,993)	(\$16,518)	(\$61,797)	(\$9,980)	(\$5,095)
% change	-33.15%	73.27%	-519.21%	-95.88%	90.67%
% of sales	-6.05%	-4.31%	-22.34%	-1.69%	-0.97%
change as % of incremental sales	n/m	42.59%	n/m	-7.32%	38.22%
Tax expense \$	(\$914)	\$2,699	\$23,453	\$10,940	\$15,527
Effective tax rate	3.87%	-13.84%	-59.24%	-640.14%	202.94%
Depreciation expense \$	\$8,408	\$8,785	\$8,810	\$8,860	\$8,494
% of sales	2.31%	2.29%	3.18%	1.50%	1.62%
% of capital expenses	59.18%	49.00%	45.54%	57.84%	61.47%
% of PP&E, net (annualized)	9.77%	10.40%	11.54%	13.10%	12.97%
Capital expenditures \$	\$14,207	\$17,928	\$19,344	\$15,317	\$13,819
% change	-20.76%	-7.32%	26.29%	10.84%	2.66%
% of PP&E, net (annualized)	16.51%	21.23%	25.34%	22.64%	21.09%
% of working capital (annualized)	12.18%	14.48%	14.08%	10.03%	8.73%
Interest coverage ratio	0.51	0.66	0.06	1.18	1.45
% change	-21.87%	1,083.27%	-95.30%	-18.25%	131.42%
Free cash flow \$	(\$143,650) -35.80%	(\$105,781) 44.11%	(\$189,266) -352,71%	\$ 74,895 11.78%	\$67,005 141.96%
% change Source:	-35.80% 10-Q	44.11% 10-Q	-352.71% 10-Q	11.78% 10-K	141.96% 10-Q
Source.	2/10/2020	10-Q 11/7/2019	8/9/2019	6/14/2019	2/11/2019
	2,10,2020	.1,7,2019	3/ 2/2019	U/ 14/ 2019	2/11/2019

QUARTERLY LEVERAGE RATIOS

Total debt to
equity ratio
steadily worsens
as accumulated
deficit sequentially
expands

Tangible net
worth falls and
eventually turns
negative,
weakening
collateral base

Leverage Ratios - Sequential Quarters (Thousands of U.S. Dollars)

	(Thousands of U.	.S. Dollars)			
rod Ended	12/31/2019	9/30/2019	6/30/2019	3/31/2019	12/31/2018
Total debt \$	\$1,483,132	\$1,483,767	\$1,420,834	\$1,327,679	\$1,480,767
% change	-0.04%	4.43%	7.02%	-10.34%	-2.52%
Stockholders' equity \$	\$92,034	\$111,635	\$130,565	\$192,019	\$218,367
% change	-17.56%	-14.50%	-32.00%	-12.07%	-4.29%
Total debt to equity ratio	16.12	13.29	10.88	6.91	6.78
% change	21.25%	22.14%	57.39%	1.96%	1.84%
Tangible net worth \$	(\$9,940)	\$8,635	\$25,240	\$85,902	\$114,184
% change	-215.11%	-65.79%	-70.62%	-24.77%	-4.95%
Total debt to tangible net worth	n/a	171.83	56.29	15.46	12.97
% change	n/a	205.25%	264.22%	19.18%	2.55%
Total assets \$	\$1,949,047	\$1,978,868	\$1,965,575	\$1,859,275	\$2,023,719
% change	-1.51%	0.68%	5.72%	-8.13%	0.03%
Total debt to assets ratio	0.76	0.75	0.72	0.71	0.73
% change	1.49%	3.72%	1.23%	-2.41%	-2.56%
Tangible assets \$	\$1,847,073	\$1,875,868	\$1,860,250	\$1,753,158	\$1,919,536
% change	-1.54%	0.84%	6.11%	-8.67%	0.24%
Short-term debt \$	\$580,671	\$582,708	\$521,162	\$429,293	\$583,572
% change	-0.35%	11.81%	21.40%	-26.44%	-4.96%
Short-term debt % of total debt	39.15%	39.27%	36.68%	32.33%	39.41%
% change	-0.31%	7.07%	13.44%	-17.95%	-2.50%
Short-term debt % of working capital	129.29%	120.48%	102.78%	72.56%	92.68%
% change	7.31%	17.22%	41.65%	-21.71%	-3.86%
Total liabilities \$	\$1,857,013	\$1,867,233	\$1,835,010	\$1,667,256	\$1,805,352
% change	-0.55%	1.76%	10.06%	-7.65%	0.58%
Total liabilities to equity ratio	20.18	16.73	14.05	8.68	8.27
% change	20.63%	19.01%	61.86%	5.02%	5.09%
Total liabilities to tangible net worth ratio	n/a	216.24	72.70	19.41	15.81
% change	n/a	197.43%	274.59%	22.76%	5.82%
Total debt to EBITDA ratio (annualized)	22.40	15.96	188.84	8.41	7.53
% change		-91.55%	2,146.15%	11.58%	-56.17%
Source:			10-Q	10-K	10-Q
	Short-terr	n deht	8/9/2019	6/14/2019	2/11/2019

Short-term debt exceeded total working capital, underscoring its financing challenges

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Continuous decline in working capital	Liquidity Ratio			qu	Weak cash and uick ratios
Period Ended	12/31/2019	sands of U.S. Dol 9/30/2019	6/30/2019	3/31/2019	12/31/2018
Current assets \$	\$1,254,003	\$1,295,605	\$1,290,822	\$1,238,508	\$1,431,616
% change	-3.21%	0.37%	4.22%	-13.49%	0.72%
% of short-term debt	215.96%	222.34%	247.68%	288.50%	245.32%
Current liabilities \$	\$804,879	\$811,954	\$783,755	\$646,842	\$801,963
% change	-0.87%	3.60%	21.17%	-19.34%	2.23%
Working capital \$	\$449,124	\$483,651	\$507,067	\$591,666	\$629,653
% change	-7.14%	-4.62%	-14.30%	-6.03%	-1.14%
% of sales (annualized)	30.91%	31.57%	45.82%	25.02%	30.01%
Cash \$	\$72,230	\$172,523	\$164,135	\$192,043	\$209,160
% change	-58.13%	5.11%	-14.53%	-8.18%	78.82%
% of short-term debt	12.44%	29.61%	31.49%	44.73%	35.84%
Cash ratio	0.09	0.21	0.21	0.30	0.26
% change	-57.79%	1.48%	-29.47%	13.84%	74.92%
Quick assets \$	\$252,634	\$374,969	\$357,211	\$482,140	\$477,907
% change	-32.63%	4.97%	-25.91%	0.89%	45.75%
% of short-ter <u>m</u> debt	43.51%	64.35%	68.54%	112.31%	81.89%
Quick ratio	0.31	0.46	0.46	0.75	0.60
% change	-32.03%	1.32%	-38.85%	25.09%	42.56%
Current ratio	1.56	1.60	1.65	1.91	1.79
% change	-2.36%	-3.11%	-13.98%	7.26%	-1.48%
Source:	10-Q 2/10/2020	10-Q 11/7/2019	10-Q 8/9/2019	10-K 6/14/2019	10-Q 2/11/2019

Unable to generate					
any positive	Rate of Return -	Sequentia ds of U.S. Dollar			
returns Period Ended	3 mos 12/31/2019	3 mos 9/30/2019	3 mos 6/30/2019	3 mos 3/31/2019	3 mos 12/31/2018
Return on equity	-19.70%	-12.65%	-32.18%	-4.57%	-2.23%
% change	-55.72%	60.69%	-604.17%	-104.66%	88.52%
Return on net tangible equity	-254.70%	-65.44%	-71.94%	-8.74%	-4.24%
% change	-289.18%	9.03%	-723.07%	-106.08%	86.65%
Return on total assets	-1.12%	-0.84%	-3.23%	-0.51%	-0.25%
% change	-33.71%	74.08%	-528.66%	-104.13%	90.43%
Return on tangible assets	-1.18%	-0.88%	-3.42%	-0.54%	-0.27%
% change	-33.62%	74.15%	-529.33%	-104.55%	90.43%
Source:	10-Q 2/10/2020	10-Q 11/7/2019	10-Q 8/9/2019	10-K 6/14/2019	10-Q 2/11/2019

YEAR-OVER-YEAR STATEMENT OF CASH FLOWS

Negative cash from					
operating activities					
ent of Cash Flows		er-Year - S of U.S. Dollars)	tandardize	ed - Year to	Date
Period Ended	9 mos 12/31/2019	9 mos 12/31/2018	9 mos 12/31/2017	9 mos 12/31/2016	9 mos 12/31/2015
			Restated 12/31/2018		Reclassified 12/31/2016
Cash Flows from Operating Activities:					
Net income	(\$101,213)	(\$61,256)	\$56,647	(\$62,747)	(\$35,395)
Depreciation/depletion	26,003	26,887	24,845	25,859	21,018
Non-cash Items	6,453	2,345	7,123	5,032	26,943
Changes in working capital	(318,461)	(306,469)	(518,817)	(10,408)	(357,572)
Total cash from operating activities	(387,218)	(338,493)	(430,202)	(42,264)	(345,006)
Cash Flows from Investing Activities:					
Capital expenditures	(51,479)	(35,327)	(17,395)	(9,483)	(13,356)
Other investing cash flow items, total	171,095	173,626	175,323	837	2,463
Total cash from investing activities	119,616	138,299	157,928	(8,646)	(10,893)
Cash Flows from Financing Activities:					
Financing cash flow items	(6,646)	(5,531)	(5,082)	(17,691)	(5,022)
Issuance/retirement of debt, net	156,693	148,416	13,198	165,681	411,101
Total cash from financing activities	150,047	142,885	8,116	147,990	406,079
Foreign exchange effects	(5,277)	5,160	978	(310)	1,201
Net change in cash	(122,832)	(52,149)	(263,180)	96,770	51,381
Net cash-beginning balance	197,810	268,033	475,419	199,720	143,849
Net cash-ending balance	\$74,978	\$215,884	\$212,239	\$296,490	\$195,230
Supplemental Disclosures:					
Cash interest paid	\$80,191	\$81,622	\$79,083	\$64,322	\$58,240
Cash taxes paid, supplemental	\$13,768	\$19,650	\$12,719	\$7,147	\$12,445
Source:	10-Q 2/10/2020	10-Q 2/11/2019	10-Q 2/11/2019	10-Q 2/6/2017	10-Q 2/6/2017

NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS

06/14/2019	Canada Newswire	Pyxus International, Inc. Reports Fourth Quarter and Fiscal Yea 2019 Results
was impacted by potential affect	by a third-party cannabis is from new tariffs that w	stated in its Q1 2020 conference call that its EBITDA guidance supply arrangement not materializing and also considered rould be applied to its imported products. Downward revisions or ial forecasts are an important red flag.
08/08/2020	CQ Transcriptions LLC	Q1 2020 Pyxus International, Inc. Earnings Call - Final
was maintained	d. Additionally, working ca	3% against the previous comparable fiscal period and a net loss pital sequentially declined by 18%, primarily as notes payable due and work-in-process inventory declined by \$53.5 million.
11/13/2019	CRMZ News Service	Pyxus International, Inc. – updated financials available
01/27/2020	Moody's Investors Service	Moody's downgrades Pyxus to Caa2; outlook is negative
Mazur, their Ex Daniel Castle, a	ecutive Vice President of	hip members would exit the company. On February 18, Bryan Global Specialty Products, was terminated effective immediately. ffective February 19, 2020. Senior turnover in combination with to a bankruptcy filing.
Mazur, their Ex Daniel Castle, a	ecutive Vice President of director, also resigned e	Global Specialty Products, was terminated effective immediately. ffective February 19, 2020. Senior turnover in combination with
Mazur, their Ex Daniel Castle, a financial stress 02/24/2020 Pyxus' Board of recapitalization	ccutive Vice President of director, also resigned en is a major red flag prior to CRMZ News Service	Global Specialty Products, was terminated effective immediately. Ffective February 19, 2020. Senior turnover in combination with to a bankruptcy filing. Pyxus International, Inc. files (8-K) Disclosing Changes in Directors or Principal Officers cess to evaluate strategic alternatives, which could include a sale stressed operators that announce strategic alternatives as an
Mazur, their Ex Daniel Castle, a financial stress 02/24/2020 Pyxus' Board of recapitalization	ccutive Vice President of director, also resigned en is a major red flag prior to CRMZ News Service Directors initiated a process, or other transaction. Dis	Global Specialty Products, was terminated effective immediately. Ffective February 19, 2020. Senior turnover in combination with to a bankruptcy filing. Pyxus International, Inc. files (8-K) Disclosing Changes in Directors or Principal Officers cess to evaluate strategic alternatives, which could include a sale stressed operators that announce strategic alternatives as an
Mazur, their Ex Daniel Castle, a financial stress 02/24/2020 Pyxus' Board of recapitalization option often en 03/25/2020 The vast major prepackaged re processes. Accoutstanding de	ccutive Vice President of a director, also resigned en is a major red flag prior to CRMZ News Service Directors initiated a product of the president of the president of the president of the president of the proposed place of the proposed pla	Global Specialty Products, was terminated effective immediately. Ffective February 19, 2020. Senior turnover in combination with to a bankruptcy filing. Pyxus International, Inc. files (8-K) Disclosing Changes in Directors or Principal Officers cess to evaluate strategic alternatives, which could include a sale stressed operators that announce strategic alternatives as an restructurings. Pyxus International, Inc. Announces Review of Strategic Alternatives s lenders had agreed to support the decision to pursue a ment, which typically involves less down time in bankruptcy coulan, second lien noteholders would convert \$635 million of cus also obtained approximately \$207 million in DIP financing to

ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR®



CreditRiskMonitor® is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 57,000 global public companies.

CreditRiskMonitor® Bankruptcy Case Studies
provide post-filing analyses of public company
bankruptcies. Our case studies educate subscribers
about methods they can apply to assess bankruptcy
risk using CreditRiskMonitor's proprietary FRISK® score,
robust financial database and timely news alerts.

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Contact us at: 845.230.3000 creditriskmonitor.com/contact-us