



The Pakistan Credit Rating Agency Limited

Rating Report

Etimaad Engineering (Pvt.) Limited

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Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
28-Dec-2018	BBB-	A3	Stable	Maintain	-
30-Jun-2018	BBB-	A3	Stable	Upgrade	-
10-Jan-2018	BB+	A3	Stable	Maintain	-
13-Jun-2017	BB+	A3	Stable	Maintain	-
13-Jun-2016	BB+	A3	Stable	Initial	-

Rating Rationale and Key Rating Drivers

The ratings demonstrate Etimaad's strength which stimulates from its sustained operational history. The business has optimal mix of contracts in its domain and has managed to complete reasonable number of contracts in Pakistan. The pipeline is healthy; therein for the sake of sustainable long term growth, management follows a balanced approach aiming to gain more share in maintenance business. Management efforts to recover previous years losses is yet to materialize, which is a drag. Company is adequately leveraged and determined to reduce its conventional borrowing over a short term horizon. The performance of the company rests with projects in hand and timely completion. The sponsors have demonstrated their commitment by operationally supporting the business by providing security and personal guarantees to obtain financial facilities. Meanwhile, strengthening of business development structure by inducting expert and experienced professionals is considered a key catalyst for upcoming projects.

Rating is dependent upon several contracts successfully completed and upcoming projects undertaken by management to streamline its business for improved profitability, which is pivotal for considerable growth.

Disclosure

Name of Rated Entity	Etimaad Engineering (Pvt.) Limited
Type of Relationship	Solicited
Purpose of the Rating	Entity Rating
Applicable Criteria	Methodology Corporate Ratings(Jun-18),Methodology Correlation Between Long-Term And Short-Term Rating Scale(Jun-18)
Related Research	Sector Study Construction(Apr-18)
Rating Analysts	Muhammad Noor ul Haq muhammad.noorulhaq@pacra.com +92-42-35869504

Profile

Legal Structure Etimaad Engineering Private Limited (Etimaad), was incorporated in Pakistan under the repealed Companies Ordinance, 1984 as a private limited company on May 11, 2007.

Background Etimaad established by a team of professionals from Descon Engineering Limited are also the shareholders of the company. Over the years, the sponsors established similar businesses mainly in Saudi Arabia (subsidiary) and Qatar (associate). In 2014, ETIMAAD had to divest its share in Arabian Etimaad Industrial Company, for an amount of SAR 5mln (PKR 133mln), due to geopolitical tensions at Yemen border and turmoil in oil prices. The company has completed various projects in Pakistan and overseas.

Operations The company is principally engaged in engineering, procurement, manufacturing, construction and project management activities.

Ownership

Ownership Structure Mr. Mazharuddin Ansari's family, own 37.4% stake in Etimaad directly. Remaining stake lies with fellow alliances of key sponsors some of whom left the company in past years like Mr. Laeequddin Ansari (5.2%).

Stability Etimaad established by a team of highly experienced (engineering) professionals from Descon Engineering Limited, are also the shareholders of the company providing expertise and exposure to operate efficiently as one of the leading company in Pakistan.

Business Acumen Although there is no explicit commitment, but key sponsor's support to ETIMAAD is demonstrated as they have provided personal guarantees to secure loans and guarantees from FIs.

Financial Strength The sponsors have an adequate financial profile. Although there is no explicit commitment, but key sponsor's support to Etimaad is demonstrated as they have provided personal guarantees to secure loans and guarantees from FIs.

Governance

Board Structure The company's board comprises two members including the Chairman – Mr. Muhammad Sohail Shafique, and Chief Executive Officer (CEO) – Mr. Farooq Hussain Mughal.

Members' Profile Mr. Muhammad Sohail Shafique, the Chairman, having more than two decades of experience in renowned organisations. He has an Engineer by profession and acquittance of UET Lahore.

Board Effectiveness Both of the board members carry executive roles in the management of the company. To provide desired challenge to the management's decisions and strengthen overall governance framework, representation of independent director is important. The board takes perusal of board decision in a challenging manner and meeting minutes are documented.

Financial Transparency Grant Thorton Anjum Rehman, Chartered Accountants, is the external auditor of the company. The auditor gave an unqualified opinion on the company's financial statements for the year ended June 30, 2018.

Management

Organizational Structure There is a large number of reporting lines lands in to CEO. Although this may limit strategic focus, support from senior executive members, Chairman and Vice-chairman, provides comfort.

Management Team Mr. Farooq Hussain Mughal, the CEO, is finance professional and associated with Etimaad since its inception. Previously he worked as CFO and subsequently as COO in Etimaad before he elevated to the position of CEO in FY15.

Effectiveness Majority of senior management has long ties with Descon Engineering Limited in the past. Project related hiring occurs as per the project's need; therefore ETIMAAD tries to recruit suitable technicians and proletariat. In a bid to strengthen the business development part of the business, a new addition to the team, Mr. Syed Abrar Ali khan will be the Vice President of Etimaad. Previously he served as CEO of Descon-UAE.

MIS The company has an integrated financial, cost control and project management system ERP to smooth sail the business processes from initiation to close out and feedback phases. The ERP system includes modules on (i) ETest – Bid preparation, (ii) Primavera P6- Scheduling, monitoring the project and generation of reports, (iii) Tanseeb – Mtrix software linked to ETest to execute project activities and monitors the actual progress, (iv) EFin- Financial management system integrated with ETest and Primavera, (v) eOffice - facilitates company-wide information sharing .

Control Environment The EPC industry is always prone to Health Safety and Environmental (HSE) issues. Therefore, Etimaad complies with applicable laws and relevant industry standards.

Business Risk

Industry Dynamics The construction industry is playing an important role in economic growth of Pakistan. Recent (provisional) estimates published in the Economic Survey of Pakistan show that the industry grew 9.1% in FY17 and contributed 2.7% to the country's gross domestic product (GDP). Macroeconomic factors affecting the dynamics of the construction industry are vital. A substantial increase in interest rates, oil, electricity and coal prices will further hamper the growth of the sector.

Relative Position Etimaad is eyeing for optimal growth both in terms of turnover and profitability through a better mix of construction and maintenance projects. Company now takes appropriate measures to avoid any discrepancy in the projects while ensuring timely completion of the project.

Revenues During FY18, topline of Etimaad witnessed a growth of ~24% on YoY basis (FY17: 3.2%; FY16: 39.5%). while the revenue for 3MFY19 increased by 12% on account of increased proportion of contracts in the revenue mix. Overall mix of in-hand projects comprises recurring business (53%) and new project based business (47%).

Margins Since FY11, loss making projects have strained company's profits. Thus, the company continued to absorb earlier year's losses. The company operates on thin margins. During FY18, gross margins remained stagnant on YoY basis (FY18: 21.8%; FY17: 18.3%; FY16: 18.4%). Controlled finance cost (PKR 33mln) and slight support from capital gains PKR -2mln (FY17: 2mln; FY16: PKR -2mln); Hence, the company's net profit increased to PKR 74mln (FY17: 34mln; FY16: PKR 20mln). In 9MFY18, attributed to increased revenues and controlled operating expenses translated in to a bottom line of PKR 14mln.

Sustainability Etimaad's management envisage sustainable footing in the market by planning to move to capital market instead of money market for financing needs in near future. Arrangements like; (i) Pak Japan Traders, (ii) LPG storage bullet with Engro Vopak and other projects under negotiations are likely to materialize.

Financial Risk

Working Capital Etimaad's working capital is mainly supported by short term borrowings and internal cash. During FY18, ETIMAAD's net working capital cycle days decreased to 179 (FY17: 224days; FY16: 194days) owing to higher inventory levels still, however, for the period 3MFY19, net working capital days locked at 245days (FY18: 179 days; FY17: 224days). To fulfill the needs of working capital, company has availed short term borrowings from various financial institutions worth PKR 310mln in FY18 (FY17: PKR 201mln; FY16: PKR 155mln).

Coverages Operating cash flows (FCFO) - denoting performance stability (FY18: PKR 159mln; FY17: PKR 83mln). As for 3MFY19 FCFO decreased to PKR 36mln. Hence translating positively in Coverage's (FY18 4.8%; FY17 3.1%), which was previously low in FY15: 2.7%.

Capitalization Etimaad has adequately managed its leveraged capital structure. Debt to debt plus equity ratio was at 43% at end-Sep18, (end-Jun18: 45%; end-Jun17: 45%). However, due to limited cash flows, the loans are jointly secured by sponsors' guarantees.



Etimaad Engineering (Private) Limited

BALANCE SHEET	30-Sep-18	30-Jun-18	30-Jun-17	30-Jun-16
	3M	FY18	FY17	FY16
Non-Current Assets	412	421	309	178
Investments (Incl. associates)	23	23	3	3
Equity	23	23	3	3
Debt	-	-	-	-
Current Assets	1,217	1,242	1,029	1,029
Inventory	512	493	524	402
Trade Receivables	528	537	318	377
Others	177	212	187	251
Total Assets	1,652	1,686	1,340	1,210
Debt	402	415	355	255
Short-term	304	310	201	155
Long-term (Incl. Current Maturity of long-term debt)	98	106	154	100
Other shortterm liabilities	633	661	454	511
Other Longterm Liabilities	11	11	7	6
Shareholder's Equity	607	599	524	438
Total Liabilities & Equity	1,652	1,686	1,340	1,210

INCOME STATEMENT

Turnover	219	1,150	926	897
Gross Profit	49	251	169	165
Other Income	0	(2)	2	(2)
Financial Charges	(9)	(33)	(26)	(26)
Net Income	14	74	34	20

Cashflow Statement

Free Cashflow from Operations (FCFO)	36	159	83	70
Net Cash changes in Working Capital	(38)	3	(60)	(90)
Net Cash from Operating Activities	(11)	130	(1)	(47)
Net Cash from InvestingActivities	(3)	(132)	(100)	(22)
Net Cash from Financing Activities	(23)	13	97	23

Ratio Analysis

Performance				
Turnover Growth	11.8%	24.2%	3.2%	39.5%
Gross Margin	22.5%	21.8%	18.3%	18.4%
Net Margin	6.5%	6.5%	3.7%	2.3%
ROE	9.4%	12.4%	6.5%	4.7%
Coverages				
Interest Coverage (FCFO/Gross Interest)	3.8	4.8	3.1	2.7
Core: (FCFO/Gross Interest+CMLTD+Uncovered Total STB)	1.9	2.2	1.2	1.3
Total: (TCF) / (Gross Interest+CMLTD+Uncovered Total STB)	1.9	2.2	1.2	1.3
Debt Payback (Total LT Debt Including UnCovered Total STBs) / (0.9	0.8	2.8	2.4
Liquidity				
Net Cash Cycle (Inventory Days + Receivable Days - Payable Day)	245.3	179.3	224.0	193.7
Capital Structure (Total Debt/Total Debt+Equity)	43.2%	44.7%	45.0%	42.5%

Credit Rating Scale & Definitions

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.

Long Term Ratings		Short Term Ratings	
AAA	Highest credit quality. Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments	A1+	The highest capacity for timely repayment.
AA+ AA 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.	A1	A strong capacity for timely repayment.
A+ A 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.	A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
BBB+ BBB 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.	A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
BB+ BB 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.	B	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions.
B+ B 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.	C	An inadequate capacity to ensure timely repayment.
CCC CC C	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.		
D	Obligations are currently in default.		



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'.

Rating Watch Alerts to the possibility of a rating change subsequent to, or in anticipation of, a) some material identifiable event and/or b) deviation from expected trend. 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 Outlook of the respective opinion.

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.

Withdrawn A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, c) the debt instrument is redeemed, d) the rating remains suspended for six months, e) the entity/issuer defaults, or/and f) PACRA finds it impractical to surveil the opinion due to lack of requisite information.

Harmonization A change in rating due to revision in applicable methodology or underlying scale.

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Rating Team Statements

(1) Rating is just an opinion about the creditworthiness of the entity and does not constitute recommendation to buy, hold or sell any security of the entity rated or to buy, hold or sell the security rated, as the case may be | Chapter III; 14-3-(x)

2) Conflict of Interest

- i. The Rating Team or any of their family members have no interest in this rating | Chapter III; 12-2-(j)
- 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)
- iii. The analyst is not a substantial shareholder of the customer being rated by PACRA [Annexure F; d-(ii)] Explanation: for the purpose of above clause, the term "family members" shall include only those family members who are dependent on the analyst and members of the rating committee

Restrictions

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- (4) PACRA does not disclose or discuss with outside parties or make improper use of the non-public information which has come to its knowledge during business relationship with the customer | Chapter III; 10-7-(d)
- (5) PACRA does not make proposals or recommendations regarding the activities of rated entities that could impact a credit rating of entity subject to rating | Chapter III; 10-7-(k)

Conduct of Business

- (6) PACRA fulfills its obligations in a fair, efficient, transparent and ethical manner and renders high standards of services in performing its functions and obligations; | Chapter III; 11-A-(a)
- (7) PACRA uses due care in preparation of this Rating Report. Our information has been obtained from sources we consider to be reliable but its accuracy or completeness is not guaranteed. PACRA does not, in every instance, independently verifies or validates information received in the rating process or in preparing this Rating Report.
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- (9) PACRA ensures before commencement of the rating process that an analyst or employee has not had a recent employment or other significant business or personal relationship with the rated entity that may cause or may be perceived as causing a conflict of interest; | Chapter III; 11-A-(r)
- (10) PACRA maintains principal of integrity in seeking rating business | Chapter III; 11-A-(u)
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- (12) PACRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on PACRA's opinions or other analytical processes. In all instances, PACRA is committed to preserving the objectivity, integrity and independence of its ratings. Our relationship is governed by two distinct mandates i) rating mandate - signed with the entity being rated or issuer of the debt instrument, and fee mandate - signed with the payer, which can be different from the entity
- (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)
- (14) PACRA discloses that no shareholder directly or indirectly holding 10% or more of the share capital of PACRA also holds directly or indirectly 10% or more of the share capital of the entity which is subject to rating or the entity which issued the instrument subject to rating by PACRA; | Reference Chapter III; 12-2-(f)
- (15) PACRA ensures that the rating assigned to an entity or instrument is not be affected by the existence of a business relationship between PACRA and the entity or any other party, or the non-existence of such a relationship | Chapter III; 12-2-(i)
- (16) PACRA ensures that the analysts or any of their family members shall not buy or sell or engage in any transaction in any security which falls in the analyst's area of primary analytical responsibility. This clause shall, however, not be applicable on investment in securities through collective investment schemes. | Chapter III; 12-2-(l)
- (17) PACRA has established policies and procedure governing investments and trading in securities by its employees and for monitoring the same to prevent insider trading, market manipulation or any other market abuse | Chapter III; 11-B-(g)

Monitoring and review

- (18) PACRA monitors all the outstanding ratings continuously and any potential change therein due to any event associated with the issuer, the security arrangement, the industry etc., is disseminated to the market, immediately and in effective manner, after appropriate consultation with the entity/issuer; | Chapter III | 18-(a)
- (19) PACRA reviews all the outstanding ratings on semi-annual basis or as and when required by any creditor or upon the occurrence of such an event which requires to do so; | Chapter III | 18-(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 | 18-(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 | 18-(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-(F-VII)

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