



## The Pakistan Credit Rating Agency Limited

### Rating Report

## Descon Engineering Limited

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
20-Mar-2021	AA-	A1	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

Descon Engineering Ltd. is Pakistan's leading engineering enterprise. The company, Descon Engineering Ltd., has a deep understanding of and expertise in sectors like Oil & Gas, Cement, Power, Hydro Power, and Renewable Energy, to name a few. They carry a specialization in EPC, Infrastructure, Construction, and Manufacturing apart from maintenance services and automation. As evident from the name, Descon Engineering Ltd. is part of the Descon Group. The Group possesses a wealth of experience gathered over more than four decades and has a presence in multiple sectors of the economy. The Group has a presence outside Pakistan as well, primarily across the Middle East. Foreign operations provide the same bouquet of services as offered domestically by Descon Engineering Ltd. The profitability at a consolidated level is significantly promising. Profitable operations of other group companies lend further support. Given the nature of the business, the Company is in no need of a huge capital funding base, when compared to the size of projects it undertakes. The non-funded obligations are integral to the business operations. Hence, working capital management takes precedence, wherein which the management has acquired the expertise to manage. The group has a practice of keeping liquid strategic reserve, providing a cushion against unforeseen risks. Another pivot and indeed the first one is the business pipeline. The Company has a history of sustaining its business flow. The current basket of projects is quite healthy. The Company has a very large project in the Hydro Power segment. The business is being managed by an independent and able team. The governance practices despite the unlisted status of the Company are strong; so is the control environment.

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

#### Disclosure

<b>Name of Rated Entity</b>	Descon Engineering Limited
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Corporate Ratings(Jun-20),Methodology   Correlation Between Long-Term And Short-Term Rating Scale(Jun-20),Criteria   Rating Modifier(Jun-20)
<b>Related Research</b>	Sector Study   Construction(Mar-20)
<b>Rating Analysts</b>	Anam Waqas Ghayour   anam.waqas@pacra.com   +92-42-35869504



## Profile

**Legal Structure** Descon Engineering is an unquoted public limited company. The company was originally founded in the late '70s. Today the company's portfolio is focused on Pakistan's side of the Group's business.

**Background** Almost forty-three years ago, the Descon Group office was established in Lahore, its global presence spreads across the United Arab Emirates, Saudi Arabia, Oman, and Qatar along with Kuwait, Iraq, and Egypt. The major strength of the group is the experienced project team having the essential ISO, OHSAS, and ASME certifications in addition to internal QA & QC and HSE standards.

**Operations** DEL is an integrated engineering service and manufacturing company operating in Pakistan. Apart from Pakistan, the Group has presence in the Middle East and Africa. DEL is renowned for delivering client-specific solutions for projects related to Energy, Infrastructure, and Process industry. The integrated package of services encompasses engineering, procurement, manufacturing, construction, commissioning, and maintenance.

## Ownership

**Ownership Structure** The Company was founded by Abdul Razak Dawood as Design Engineering and Construction Services (Descon) in 1977. With respect to ownership DEL Projects (Private) Limited owns 99.9% shares of the Company. The shares of Holding companies are owned by Mr. Razak Dawood (father), Mr. Taimur Dawood (Elder Son), and Mr. Faisal Dawood (Younger son) among some other family members.

**Stability** The experienced management team of the Company is providing expertise and exposure to managing the business affairs efficiently enabling to remain as one of the reliable engineering and contracting companies in Pakistan.

**Business Acumen** The sponsors of the Company have rich industry experience are keeping abreast of technological advancements, and skilled in risk assessment and mitigation through adopting flexibility and adaptability approach in engineering and contracting business.

**Financial Strength** The sponsors have a strong financial profile and support to DEL is demonstrated as the Group has a presence in multiple countries.

## Governance

**Board Structure** The overall control of board vests in the seven-member board of directors, wherein four are from sponsoring family including Chairman – Mr. Taimur Dawood, & Vice Chairman – Mr. Faisal Dawood, while four are non-executive members. The non-executive directorship of board members ensures the effectiveness of the board structure.

**Members' Profile** The board members are qualified and experienced individuals. Mr. Taimur Dawood, the Chairman, has almost twenty-five years of experience – associated with the Descon Group since 1995 after completing his graduation from Purdue University USA. He is an Engineer by profession and further pursued an MBA with majors in Finance from Columbia Business School in 1999.

**Board Effectiveness** DEL complies with the code of corporate governance. All of the board members do not participate in the management of the Company. The presence of board committees ensures effective oversight of the company's affairs and strengthening the board's governance role.

**Financial Transparency** Crowe – Horwath Hussain Chaudhury & Co., 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, 2020. Financial Statements for quarterly periods are still under processing.

## Management

**Organizational Structure** DEL is working through a typical organization structure where all direct and indirect functions report to the incumbent CEO whereas the CEO create liaison with company secretary & report to the Chairman.

**Management Team** Mr. Nadeem Javed Bajwah - the CEO, is a finance professional and associated with DEL since 2019. All members of the senior management team have an average experience of more than 25 years working at leading positions with various local and international companies and are recognized across the industry.

**Effectiveness** DEL has been successful in the acquisition and execution of hundreds of projects for blue-chip clients in Pakistan and overseas establishing an effective role as a management team. All the faculties required to deliver turnkey projects reside within the company that enables to provide solutions as an EPCC (Engineering, Procurement, Construction, and Commissioning) services provider to international clients.

**MIS** The Company has a robust IT infrastructure in place where Descon Headquarters is connected with multiple local and overseas sites through Data Link Cloud and Internet Cloud. DEL has the largest SAP ERP (EC&O - Engineering Construction and Operations) system in Pakistan, completed implementation by Abacus – Pakistan with the cooperation of Germany SAP in 2016.

**Control Environment** The EPC and construction projects require the implementation of high standard of Quality, Health, Safety, and Environmental (QHSE). Descon Engineering Ltd. complies with applicable laws and relevant industry standards. The Company is certified with applicable quality and safety standards from ISO 9001, ISO 14001, and OSHAS18001-2007.

## Business Risk

**Industry Dynamics** The construction sector share in GDP for FY20 recorded an uptick of 2.85% from the previous year (FY19: 2.82%). The construction & engineering sector comprises the construction of bridges, dams, roads, and urban infrastructure development which also forms the base and supporting factor for other services sectors. Mostly CPEC related projects remained slow and there was a muted growth during the periods prior to the period under review, additionally, a breakout of Covid-19 pandemic and its global widespread further put a halt in constructional activities. For FY21 the Federal Government has allocated PKR ~1.32tn under total national PSDP (i-e; PKR ~1.16tn). Furthermore, the PM's ambitious plans to build 5mln houses under Naya Pakistan Scheme would provide a major impetus to the debilitating construction industry.

**Relative Position** Out of the 10,000+ firms registered with Pakistan Engineering Council as Constructors / Operators, only ~100 (1%), including Descon Engineering Ltd, hold the prestigious CA category (no limit) license which enables them to be on the pre-qualifying list of approved constructors.

**Revenues** During FY20, the revenues deteriorated owing to a halt in constructional activities due to countrywide lockdown on the back to Covid-19 pandemic. Therefore, the topline witnessed a significant increase of 48% as at end-Jun20 (end-Jun19: 52% of growth). This significant deterioration in revenues is attributed to the delays in completion of running projects, muted economic activities, and limited new projects awarded and executed during the said period.

**Margins** Given the challenging economic environment and highly competitive nature of the industry, the Company was largely able to augment its gross margins at 17.6% as of end-Jun20 (end-Jun19: 12.1%) due to managed cost structure. The significant decline in net profit margins of the Company -0.5% (FY19: 2.3%) was because of a significant decrease in revenue contribution (FY20: PKR 12,680mln; FY19: PKR 24,373mln).

**Sustainability** DEL's management envisages long term sustainable outlook in the market by planning to move to capital market instead of money market to meet upcoming financing needs. The healthy backlog business ensures sustainable and long-term growth. Management continues to progressing up the value chain to add value for the customers aiming to look at the challenges that arise as opportunities to achieve continuous improvement.

## Financial Risk

**Working Capital** The working capital of the Company is mainly supported by short-term borrowings and internal cash. During FY20, Descon Engineering's networking capital days stood at 113days (FY19: 01days) owing to higher trade receivables. DEL procures a working capital financing for each project that is according to the turnaround required for the respective projects.

**Coverages** During FY20, DEL's free cash flows (FCFO) denote performance stability, stood at ~PKR 493mln (FY19: PKR 437mln). While debt-servicing coverage remained static at 0.5x (FY19: 0.5x), core debt coverage also in line with reported as 0.1x (FY19: 0.1x) owing to the declining position of total borrowings.

**Capitalization** The leveraging of the company relates to its project financing. DEL has adequately managed its capital structure. Debt to debt plus equity ratio was at 28.3% at end-Jun20, (end-Jun19: 40.6%; end-Jun18: 29.5%). On the back of robust operating cash flows, the company reduced its short term leverage from previous years – Sort term borrowing to total borrowing stood as at end-Jun20: 99.0%; end-Jun19: 98.8%; end-Jun18: 89.4%).



The Pakistan Credit Rating Agency Limited

Financial Summary

PKR mln

Descon Engineering Ltd. Construction	Jun-20 12M	Jun-19 12M	Jun-18 12M	Jun-17 12M
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#### A BALANCE SHEET

1 Non-Current Assets	11,187	9,887	9,504	4,021
2 Investments	527	1,417	687	17
3 Related Party Exposure	1,087	353	1,141	1,141
4 Current Assets	22,392	29,456	23,568	18,841
<i>a Inventories</i>	466	798	1,222	670
<i>b Trade Receivables</i>	6,839	10,230	3,608	3,155
<b>5 Total Assets</b>	<b>35,192</b>	<b>41,113</b>	<b>34,901</b>	<b>24,021</b>
6 Current Liabilities	13,092	18,951	15,543	12,236
<i>a Trade Payables</i>	3,187	7,320	8,445	11,209
7 Borrowings	4,795	8,452	5,064	5,457
8 Related Party Exposure	-	-	-	-
9 Non-Current Liabilities	5,176	1,344	2,195	1,076
<b>10 Net Assets</b>	<b>12,129</b>	<b>12,366</b>	<b>12,099</b>	<b>5,251</b>
<b>11 Shareholders' Equity</b>	<b>12,129</b>	<b>12,366</b>	<b>12,099</b>	<b>5,251</b>

#### B CASH FLOW STATEMENT

<i>a Free Cash Flows from Operations (FCFO)</i>	493	437	4,928	597
<i>b Net Cash from Operating Activities before Working Capital Changes</i>	(789)	(355)	4,489	68
<i>c Changes in Working Capital</i>	3,814	(29)	(4,775)	254
<b>1 Net Cash provided by Operating Activities</b>	<b>3,025</b>	<b>(385)</b>	<b>(285)</b>	<b>322</b>
<b>2 Net Cash (Used in) or Available From Investing Activities</b>	<b>290</b>	<b>(655)</b>	<b>1,551</b>	<b>512</b>
<b>3 Net Cash (Used in) or Available From Financing Activities</b>	<b>(3,657)</b>	<b>3,158</b>	<b>(755)</b>	<b>(1,954)</b>
<b>4 Net Cash generated or (Used) during the period</b>	<b>(342)</b>	<b>2,119</b>	<b>510</b>	<b>(1,120)</b>

#### C RATIO ANALYSIS

<b>1 Performance</b>				
<i>a Sales Growth (for the period)</i>	-48.0%	51.9%	6.5%	N/A
<i>b Gross Profit Margin</i>	17.6%	12.1%	18.6%	19.5%
<b>2 Working Capital Management</b>				
<i>a Gross Working Capital (Average Days)</i>	264	119	98	99
<i>b Net Working Capital (Average Days)</i>	113	1	-125	-169
<i>c Current Ratio (Current Assets / Current Liabilities)</i>	1.7	1.6	1.5	1.5
<b>3 Coverages</b>				
<i>a EBITDA / Finance Cost</i>	1.3	2.8	16.9	4.0
<i>b FCFO / Finance Cost+CMLTB+Excess STB</i>	0.5	0.5	6.0	0.6
<i>c Debt Payback (Total Borrowings+Excess STB) / (FCFO-Finance Cost)</i>	-0.1	-0.3	0.1	5.7
<b>4 Capital Structure</b>				
<i>a Total Borrowings / (Total Borrowings+Shareholders' Equity)</i>	28.3%	40.6%	29.5%	51.0%
<i>b Entity Average Borrowing Rate</i>	15.9%	11.9%	6.8%	6.4%

**Credit Rating**

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.

Scale	Long-term Rating Definition
AAA	<b>Highest credit quality.</b> Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments
AA+	
AA	<b>Very high credit quality.</b> 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.
AA-	
A+	
A	<b>High credit quality.</b> 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.
A-	
BBB+	
BBB	<b>Good credit quality.</b> 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.
BBB-	
BB+	<b>Moderate risk.</b> 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.
BB	
BB-	
B+	
B	<b>High credit risk.</b> 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.
B-	
CCC	
CC	<b>Very high credit risk.</b> 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.
C	
D	Obligations are currently in default.

Scale	Short-term Rating Definition
A1+	The highest capacity for timely repayment.
A1	A strong capacity for timely repayment.
A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
A4	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. Liquidity may not be sufficient.



\*The correlation shown is indicative and, in certain cases, may not hold.

**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 some material identifiable event with indeterminable rating implications. 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 rating 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) the debt instrument is redeemed, c) the rating remains suspended for six months, d) the entity/issuer defaults., or/and e) 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.

**Surveillance.** Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

**Note.** This scale is applicable to the following methodology(s):

<p><b>Entities</b></p> <ul style="list-style-type: none"> <li>a) Broker Entity Rating</li> <li>b) Corporate Rating</li> <li>c) Financial Institution Rating</li> <li>d) Holding Company Rating</li> <li>e) Independent Power Producer Rating</li> <li>f) Microfinance Institution Rating</li> <li>g) Non-Banking Finance Companies (NBFCs) Rating</li> </ul>	<p><b>Instruments</b></p> <ul style="list-style-type: none"> <li>a) Basel III Compliant Debt Instrument Rating</li> <li>b) Debt Instrument Rating</li> <li>c) Sukuk Rating</li> </ul>
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- 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

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- (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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