



The Pakistan Credit Rating Agency Limited

Rating Report

Dawood Equities Limited | BFR

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Rating History

Dissemination Date	Rating	Outlook	Action	Rating Watch
29-Nov-2024	BFR 3+	Stable	Maintain	-
30-Nov-2023	BFR 3+	Stable	Initial	-

Rating Rationale

Factor	Comment
Ownership	DEL is a public listed company and its ownership stakes are divided between different entities and individuals. The primary shareholder, Mr. Ayaz Dawood, holds ~19% ownership in the company. B.R.R. Investment (Pvt.) Limited and Equity International (Pvt.) Limited hold stakes of ~10% and 15%, respectively while Mr. Junaid Dada owns 7% of shareholding. The remaining ~49% of the company's shares are free float, held by individual and institutional investors.
Governance	The Company maintains a strong board structure, consisting of one executive director, four non-executive directors, and two independent directors. The Chairman is an independent director and all board committees are chaired by the Chairman, further strengthening the oversight framework.
Management and Client Services	The Company has a lean organization structure with a qualified and experienced management team. Client services are considered good with online trading and research reports present.
Internal Controls and Regulatory Compliance	The Board Audit Committee supervises the outsourced internal audit function, contributing to a robust internal control environment. While the necessary policies are in place, there is potential to enhance their scope and depth. Compliance reporting is effectively managed by a dedicated compliance head.
Business Sustainability	DEL has performed inline with the market during FY24. The Company reported a net profit of ~PKR 30mln during FY24 and ~PKR 9mln during 1QFY25 (SPY: ~PKR 3mln). The profit stems from brokerage income which stood at ~PKR 100mln and underwriting commission of DEL was ~PKR 22mln during FY24.
Financial Sustainability	DEL engages in proprietary trading thus is exposed to market risk. A low-leveraged capital structure is present; moreover, the Company has an adequate equity base of ~PKR 303mln at end-Sep'24 to resist market shocks.

Key Rating Drivers

FY24 was a favorable period for the brokerage industry, with the KSE-100 Index reaching historic highs in June 2024 and DEL's performance was in line with the market upward trend. Moving forward, income diversification, enhancement or sustainability in market share, and sustainability in revenue and profitability remains vital. Meanwhile, it is imperative to uphold robust internal controls, retention of key management personnel, and diligently monitor risks.

Disclosure

Name of Rated Entity	Dawood Equities Limited BFR
Type of Relationship	Solicited
Purpose of the Rating	Broker Fiduciary Rating (BFR)
Applicable Criteria	Assessment Framework Broker Fiduciary Rating(Jan-24)
Related Research	Sector Study Brokerage & Securities(Jan-24)
Rating Analysts	Hassaan Ahmad Hassaan.Ahmad@pacra.com +92-42-35869504

Profile

Background The Company was incorporated in May 2006, as a public unlisted company, later on converted into public listed company in 2008. In January 2017, the Company obtained registration as an underwriter with SECP.

Operations With its head office in Karachi, Dawood Equities operates through branches located in Karachi, Hyderabad and Lahore. Following its expansion strategy, the Company opened new branches in Faisalabad and Sargodha. The Company primarily offers the services of Equity Brokerage and also provides the services of Underwriting, Corporate Finance & Financial Advisory, and Research.

Ownership

Ownership Structure The Company ownership stakes are divested between different entities and individuals, out of which Mr. Ayaz Dawood, the primary sponsor, owns ~19% stakes in the Company, followed by Equity International (Pvt.) Limited (~15%) and B.R.R Investment Pvt. Limited (~10%). While 55% pertains to free-float shares.

Stability The Dawood Family Group is counted amongst the largest business groups in the country, and has a diversified investment portfolio.

Business Acumen The business acumen is strengthened by the entrepreneurial and business skills of Mr. Ayaz Dawood. He is the CEO of BRR Guardian Modaraba and Chairman of Dawood Family Takaful Limited.

Financial Strength The primary sponsor has sizeable financial strength due to his linkage with the Dawood Group, which has sizeable shareholding different companies operating in diverse sectors such as fertilizers, securities & commodities brokerage, corporate advisory, asset management, cement, power and real estate development sectors.

Governance

Board Structure The Company's Board of Directors (BoD) comprises of seven members, which include two independent directors, four non-executive directors and one executive director. The Board is chaired by Mr. Junaid Dada, an independent director.

Members' Profile All the directors are seasoned professionals and possess manifold experiences in the relevant fields. The Chairman, Mr. Junaid Dada holds diploma in business management from Santana Monica College, California. He is also the Chief Executive Officer (CEO) of Electricity Power Limited and United Sales Private Limited.

Board Effectiveness Dawood Equities has two board committees, namely i) Audit Committee and ii) HR and remuneration committee. Audit committee meets on quarterly basis to review the financial statements and internal audit findings.

Financial The Company's external auditors are M Yousuf Adil & Company Chartered Accountants. The firm is QCR rated by ICAP and is in the A category of SBP's panel of auditors.

Management And Client Services

Organizational Structure The organizational structure is aligned with the business operations, and all necessary departments are present. Within this structure the branch managers, Settlement Department, Research, and Customer Support report to the Company's Chief Operating Officer (COO). The COO reports to the CEO of the Company. CEO and CFO are accountable to the Board. The Internal Auditor reports to the Board Audit Committee which enhances the internal controls.

Management Team Mr. Abdul Aziz Habib, the CEO of the Company, holds M.A. degree in Economics. He is a seasoned professional and has more than a decade experience of brokerage business. Mr. Salman Yaqoob is the CFO and Company Secretary of the Company. He is an Associate member of Institute of Certified Chartered Accountants & Institute of Corporate Secretaries of Pakistan. He has more than 13 years of financial and corporate experience especially in NBFC's, Modaraba, Insurance and Brokerage business.

Client Servicing The Company offers multiple account opening mediums. Similarly, various channels, including a mobile app, are available to customers to execute and monitor their transactions. The Company has a strong client reporting mechanism with account statements and market reports communicated to the clients on regular basis.

Complaint Management A sound complaint management system is in place. Complaints can be made via e-mail, SMS, calls, and website.

Extent Of Automation / Integration The front and back-end software is procured from an approved vendor with complete integration. The system is capable to generate real-time MIS pertaining to order placements, execution and risk management, and compliance.

Continuity Of Operations DEL has a detailed disaster recovery plan to ensure business continuity at the time of disaster. Backups are maintained on a timely basis.

Internal Controls And Regulatory Compliance

Risk Management Framework To ensure operational efficiency and appraisal of internal controls, the Company has an in-house internal audit department, which implements and monitors the policies and procedures of the Company. Further, the responsibilities of Audit Committee are governed by its Charter approved by the Board of Directors and are broadly categorized into: financial reporting and related internal controls, corporate governance and compliance, supervision of internal controls and review of internal audit activities.

Regulatory Compliance The Risk Management & Compliance Department ensures regular monitoring of controls and systems, which ensures all functions are in line with the applicable policies and procedures.

Business Sustainability

Operating Environment Low market P/E multiples, declining interest rates, and improving macro-economic indicators renewed investor confidence during FY24, resulting in high volumes for the brokerage industry. The trend has continued in FY25, with significant rate cuts providing the impetus to investors to shift their investments from fixed income to the equity market. The market P/E ratio is still considered low with ample room to improve, indicating that the brokerage industry shall continue to enjoy high volumes during FY25.

Performance The Company's brokerage income is the primary contributor of topline. The brokerage income stood at ~PKR 100mln during FY24 while it was ~PKR 50mln during FY23. Whereas, in 1QFY25 the equity brokerage revenue was reported at ~PKR 38mln, (SPLY: ~PKR21mln). During FY24, the underwriting commission of DEL was stood at ~PKR 22mln (SPLY: ~PKR 5mln). The Company reported net profit of ~PKR 30mln in FY24 while it reported a net loss of ~PKR 24mln during FY23. During 1QFY25, DEL earned a net profit of ~PKR 9mln (SPLY: ~PKR 4mln).

Strategy The Company is aiming to enhance its footprint in Institutions/Corporates Segment. Furthermore, the plan is to increase their revenue diversification further by boosting their underwriting income.

Financial Sustainability

Credit Risk Dawood Equities has due diligence procedures in addition to its KYC, for the assessment of its client's creditworthiness. The Board has approved per party and per scrip limits, which are strictly adhered to by the management which minimizes the credit risk.

Market Risk Dawood Equities established a formal Investment Policy document (IPS) for its proprietary book approved by the BoD - addressing exposure in different avenues. At end-Sep'24, the proprietary book of the Company stood at ~PKR 77mln, constituting ~25% of equity.

Liquidity Risk At end-Sep'24 the current assets of the Company stood at ~PKR 517mln against the current liabilities of ~PKR 260mln. The Company has an adequate liquidity profile.

Capitalization The Company has a low-leveraged capital structure, with short-term borrowing standing at ~PKR 83mln at end-Sep'24. The equity of the Company stood at ~PKR 303mln at end-Sep'24.



THE PAKISTAN CREDIT RATING AGENCY

Dawood Equities Limited
PUBLIC LISTED LIMITED
FINANCIAL SUMMARY

FS PRINT MODE DISABLED

Sep-24 FY25 3M Management	Jun-24 FY24 12M Audited	Jun-23 FY23 12M Audited	Jun-22 FY22 12M Audited
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BALANCE SHEET

1 FINANCES	15.70	11.77	10.45	4.15
2 INVESTMENTS	81.30	79.84	60.02	89.91
3 OTHER EARNING ASSETS	-	-	-	-
4 NON-EARNING ASSETS	466.71	384.71	282.23	279.33
5 NON-PERFORMING FINANCES-net	-	-	-	-
TOTAL ASSETS	563.71	476.32	352.70	373.40
6 FUNDING	84.47	45.93	65.89	54.50
7 OTHER LIABILITIES (NON-INTEREST BEARING)	176.30	138.46	37.64	38.48
TOTAL LIABILITIES	260.77	184.39	103.52	92.98
TOTAL EQUITY	302.94	291.18	250.22	279.68

INCOME STATEMENT

INCOME				
1 FEE BASED INCOME	38.87	122.41	62.34	116.61
2 OPERATING EXPENSES	(27.93)	(104.38)	(77.35)	(106.58)
3 NON-FEE BASED INCOME	0.95	34.67	4.88	7.65
TOTAL OPERATING INCOME (LOSS)	11.89	52.71	(10.14)	17.68
4 FINANCIAL CHARGES	(3.26)	(12.31)	(8.20)	(2.46)
PRE-TAX PROFIT	11.63	46.52	(15.61)	15.64
5 TAXES	(2.09)	(15.90)	(8.46)	(5.91)
PROFIT AFTER TAX	9.54	30.63	(24.07)	9.73

RATIOS

BUSINESS SUSTAINABILITY

1 PRE-TAX MARGIN	0.30	0.38	(0.25)	0.13
2 EBITDA MARGIN	0.38	0.48	(0.12)	0.16
3 EBIT RETURN ON ASSETS	0.13	0.14	(0.02)	0.05

FINANCIAL SUSTAINABILITY

1 TOTAL INVESTMENTS / EQUITY	0.27	0.27	0.24	0.32
2 LIQUID CAPITAL BALANCE (LCB) / EQUITY	0.29	0.30	0.08	0.22
3 (CASH, CASH EQUIVALENTS & GOVERNMENT SECURITIES) / TOTAL ASSETS	0.11	0.12	0.09	0.16
4 TOTAL DEBT / TOTAL ASSETS	0.15	0.10	0.19	0.15

NOTES

FINANCIAL SUMMARY

#	REF	DESCRIPTION
I		
II		
III		
IV		
V		
VI		
VII		
VIII		
IX		
X		

Broker Fiduciary Rating Scale & Definitions

An independent opinion on a broker's quality of management and client services, and sustainability of operations

Scale	Definition
BFR 1	Very Strong. Very Strong quality of management and client services, and very high likelihood of sustaining operations.
BFR 2++ BFR 2+ BFR 2	Strong. Strong quality of management and client services, and high likelihood of sustaining operations.
BFR 3++ BFR 3+ BFR 3	Good. Good quality of management and client services, and above average likelihood of sustaining operations.
BFR 4++ BFR 4+ BFR 4	Adequate. Adequate quality of management and client services, and average likelihood of sustaining operations.
BFR 5	Weak. Weak quality of management and client services, and weak likelihood of sustaining operations.

<p>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'.</p>	<p>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.</p>	<p>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.</p>	<p>Withdrawn A rating is withdrawn on a) termination of rating mandate, b) cessation of underlying entity, c) the rating remains suspended for six months, or/and d) PACRA finds it impractical to surveil the opinion due to lack of requisite information.</p>	<p>Harmonization A change in rating due to revision in applicable methodology or underlying scale.</p>
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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.

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(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

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- (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 | Clause 11-(A)(p).
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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)
- (11) PACRA promptly investigates, in the event of a misconduct or a breach of the policies, procedures and controls, and takes appropriate steps to rectify any weaknesses to prevent any recurrence along with suitable punitive action against the responsible employee(s) | Chapter III; 11-B-(m)

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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 | 17-(a)
- (19) PACRA reviews all the outstanding ratings periodically, on annual basis; Provided that public dissemination of annual review and, in an instance of change in rating will be made; | Chapter III | 17-(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 | 17-(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 | 17-(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 | 14-3(f)(vii)

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