

Press Release
Telecommunication Consultants India Limited

June 06, 2018



Rating Assigned

Total Bank Facilities Rated*	Rs. 1500 Cr.
Long Term Rating	ACUITE A+ / Outlook: Stable
Short Term Rating	ACUITE A1+

* Refer Annexure for details

Pls note: In the Press Release of Telecommunication Consultants India Limited published on 22nd December, 2017, the 'RoCE and Total Debt/PBDIT mentioned was incorrect. The corrected one is incorporated in this press release.

Rating Rationale

Acuité has assigned long-term rating of '**ACUITE A+**' (**read as ACUITE A plus**) and short-term rating of '**ACUITE A1+**' (**read as ACUITE A one plus**) on the Rs.1500.00 crore bank facilities of Telecommunication Consultants India Limited (TCIL). The outlook is '**Stable**'.

TCIL, incorporated in 1978, is wholly owned by the Department of Telecommunications, Government of India. It undertakes turnkey and consultancy projects in India and abroad, primarily in the access network segment. These projects involve ducting and cabling for network rollouts. The company also undertakes other operations including maintenance of telecom networks, civil and architectural projects and provides consultancy for network design and information technology. TCIL has diversified into other activities such as civil construction of buildings and undertakes road projects on a build-operate-transfer basis. The company has presence in over 50 countries. TCIL also has three toll road projects, of which two are operational.

Key Rating Drivers

Strengths

• **Government of India undertaking**

TCIL is a wholly owned entity of the Government of India. The company is under administrative control of Department of Telecommunications, Ministry of Communications. Apart from the equity, the company has financial support from the Government of India in the form of loan of Rs. 72.00 crore (outstanding as on 31st March, 2017). Apart from financial support, TCIL will benefit from its experienced management which comprises qualified professionals and nominees of GOI – Chairman, Mr. Seshagiri Rao Annangi is a GOI nominee.

Acuité believes that TCIL will continue to benefit from its ongoing financial and operational support from government. The continuing ownership and support from GOI will be a key rating sensitivity factor.

• **Established track record of project execution and long standing relationships with marquee clients**

TCIL, incorporated in 1978 has presence in Oman, Myanmar, Mauritius, Saudi Arabia, Africa among other countries. It has long standing relations with BSNL, Ministry of Post, Ministry of External Affairs, Myanmar Telecom, Mauritius Telecom to name a few. TCIL had order book position of Rs.1307.66 crore as on 31 March, 2017. The company bagged orders worth Rs.300 crore from Saudi Telecom. It is expected to benefit from the initiatives of GOI to increase efficiency, effectiveness, accountability and transparency through e-governance. Acuité believes that TCIL as an established player in the telecom related infrastructure segment will benefit from these initiatives.

- **Healthy financial risk profile**

TCIL has a healthy financial risk profile marked by net worth of Rs. 540.82 crore as on 31 March, 2017 (Rs. 468.98 crore as on 31 March, 2016). The gearing improved from 0.38 times as on 31 March, 2016 to 0.18 times as on 31 March, 2016. The total debt of Rs. 95.38 crore comprises soft loan of Rs. 72.00 crore from Government of India, Rs. 23.00 crore of term loan from the bank and working capital borrowings of Rs. 0.38 crore as on 31 March, 2017. The company has fund based limits of Rs. 231.00 crore. It also has non-fund based limits of Rs. 975.80 crore, since the project executed by the company requires non-fund based limits. The interest coverage ratio stood at 9.51 times in FY2017 as against 4.67 times in FY2016. This is mainly due to reduction in interest expenses in FY2017. The net cash accruals stood at Rs.79.75 crore in FY2017 (Rs. 48.02 crore in FY2016).

The profitability in FY2017 was mainly supported by other income of Rs. 65.36 crore (out of Rs.157.56 crore PBT) which comprises dividends from investments in joint ventures and other non-operating income.

Going forward, Acuité expects the company to maintain its financial risk profile on the back of support from GOI and healthy networth.

Weaknesses

- **Susceptibility of operating income due to tender based nature of operations**

TCIL reported operating income of Rs. 1112.72 crore for FY2017 as against Rs. 1313.91 crore for FY2016 and Rs. 797.45 crore for FY2015. The company exhibits fluctuations in its operating income as it is majorly dependent on government tenders for its orders. The tender-based nature of operations makes it vulnerable to order cyclicity. Any slowdown in receipt of orders or delays in execution will impact revenues and affect operating performance.

- **Working capital intensive operations**

The operations are working capital intensive evident from its gross current assets (GCA) days of 621 in FY2017 as against 481 days in FY2016. This is mainly on account of the nature of the projects executed by the company. The company receives payments on milestone basis (the billings are linked to achievement of certain milestones). The debtor days stood at 364 in FY2017 and 270 in FY2016. Further, the other current assets includes sundry items such as receivables (cost in excess of billing) of Rs. 726.66 crore, deposits of Rs. 30.00 crore and advance tax of Rs. 64.88 crore. Notwithstanding the high GCA days, the company's dependence on bank limits has been modest, since it has been able to avail extended credit terms from its vendors and sub-contractors.

Analytical Approach

Acuité has considered the standalone business and financial risk profiles of the Telecommunication Consultants India Limited to arrive at this rating.

Outlook: Stable

Acuité believes that TCIL will maintain a stable outlook in the medium term on the back of the support of Government of India, established track record of project execution and relations with reputed clients. The outlook may be revised to 'Positive' in case of significant and sustainable growth in revenue while maintaining operating margins and efficiently managing its working capital cycle. Conversely, the outlook may be revised to 'Negative' in case of a sharp decline in net cash accruals and significant elongation of working capital cycle.

About the Rated Entity - Key Financials

	Unit	FY17 (Actual)	FY16 (Actual)	FY15 (Actual)
Operating Income	Rs. Cr.	1,112.72	1,313.91	797.45
EBITDA	Rs. Cr.	117.71	111.36	34.86
PAT	Rs. Cr.	69.67	36.74	21.37
EBITDA Margin	(%)	10.58	8.48	4.37
PAT Margin	(%)	6.26	2.80	2.68
ROCE	(%)	14.53	13.79	13.47

Total Debt/Tangible Net Worth	Times	0.18	0.38	0.48
PBDIT/Interest	Times	9.51	4.67	3.20
Total Debt/PBDIT	Times	0.81	1.61	5.68
Gross Current Assets (Days)	Days	621	481	604

Status of non-cooperation with previous CRA (if applicable)

CRISIL, vide its press release dated September 15, 2017 had denoted the rating of TCIL as 'CRISIL A/Stable/CRISIL A1; ISSUER NOT COOPERATING' on account of lack of adequate information required for monitoring of ratings. The earlier rating, however, stood at 'CRISIL A+/Negative/A1' vide its press release dated April 08, 2015.

Any other information

None

Applicable Criteria

- Default Recognition -<https://www.acuite.in/criteria-default.htm>
- Infrastructure Entities -<https://www.acuite.in/criteria-infra.htm>
- Financial Ratios And Adjustments - <https://www.acuite.in/criteria-fin-ratios.htm>

Note on complexity levels of the rated instrument

<https://www.acuite.in/criteria-complexity-levels.htm>

Rating History (Upto last three years)

Not Applicable

***Annexure – Details of instruments rated**

Name of the Facilities	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. Crore)	Ratings/Outlook
Overdraft	Not Applicable	Not Applicable	Not Applicable	100.00	ACUITE A+/Stable (Assigned)
Overdraft	Not Applicable	Not Applicable	Not Applicable	75.00	ACUITE A+/Stable (Assigned)
Overdraft	Not Applicable	Not Applicable	Not Applicable	5.00	ACUITE A+/Stable (Assigned)
Overdraft	Not Applicable	Not Applicable	Not Applicable	50.00	ACUITE A+/Stable (Assigned)
Overdraft	Not Applicable	Not Applicable	Not Applicable	1.00	ACUITE A+/Stable (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	30.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	90.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	97.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	37.00	ACUITE A1+ (Assigned)

Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	300.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	7.78	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	30.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	100.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	40.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	19.02	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	100.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	50.00	ACUITE A1+ (Assigned)
Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	75.00	ACUITE A1+ (Assigned)
Proposed Bank Guarantee/ Letter of Credit	Not Applicable	Not Applicable	Not Applicable	293.20	ACUITE A1+ (Assigned)

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About Acuité Ratings & Research:

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