

August 26, 2024

## Leapfrog Engineering Services Limited: Ratings reaffirmed and withdrawn

### Summary of rating action

Instrument <sup>^</sup>	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Long-term – Fund-based – Cash credit	6.00	6.00	[ICRA]D; reaffirmed and withdrawn
Long-term – non-fund based – Others	4.00	4.00	[ICRA]D; reaffirmed and withdrawn
<b>Total</b>	<b>10.00</b>	<b>10.00</b>	

<sup>^</sup>Instrument details are provided in Annexure-I

### Rationale

ICRA has reaffirmed and withdrawn the ratings assigned to the bank facilities of Leapfrog Engineering Services Limited (LESL) at the request of the company and based on the No Objection Certificate received from its banker and in accordance with ICRA's policy on withdrawal of credit ratings.

The rating action factors in the delay by LESL in debt servicing during the current fiscal on its term loan. The delays are attributable to stretched working capital cycle, amid increasing scale of operations and limited liquidity cushion. Further, delay in payment from customers resulted in cash flow mismatch and high utilisation of working capital limits (average utilisation 98% for twelve months ending June 2024). The rating is also constrained by its moderate work order book with outstanding work order of Rs. 107 crore as of June 2024 (0.7 times of FY2024 revenue) providing weak revenue visibility. The company is also exposed to sizeable contingent liabilities in the form of bank guarantees, mainly for contractual performance, mobilisation advances and retention money of Rs. 14 crore as on June 30, 2024. ICRA takes note of the longstanding experience of the promoter in the construction sector. The company's ability to materially improve its cash conversion cycle and enhance its working capital lines remains crucial to improve its liquidity position going forward.

### Key rating drivers and their description

#### Credit strengths

**Long standing track record in engineering, procurement and construction (EPC) segment** – LESL has a long track record of more than 20 years in the EPC business. Over the years, LESL has developed the required expertise and executed projects in electrical, instrumentation and automation systems.

#### Credit challenges

**Modest scale of operations and stretched working capital cycle** – LESL's operating income, despite healthy growth of ~51% to Rs. 158 crore in FY2024, continues to remain modest. With increasing scale of operations, the company's working capital requirements have increased significantly. Apart from this, there has been sizeable delays from few counterparties leading to increased working capital requirements. Also, as on July 31, 2024, LESL has an outstanding receivable of Rs. 17.5 crore, where Rs. 16.2 crore worth of receivables are outstanding for more than 6 months.

**Delays in debt servicing due to stretched liquidity** – As on March 31, 2024, LESL reported a modest net worth of Rs. 22 crore. Moreover, the liquidity position remains weak, given the stretched working capital cycle. It has limited cushion in sanctioned working capital lines with average utilisation ~98% for twelve months ending in June 2024.

## Liquidity position: Not Applicable

## Rating sensitivities

**Positive factors** – Not Applicable

**Negative factors** – Not Applicable

## Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Construction</a> <a href="#">Corporate Credit Rating Methodology</a> <a href="#">Policy on Default Recognition</a> <a href="#">Policy On Withdrawal of Credit Ratings</a>
Parent/Group support	Not Applicable
Consolidation/Standalone	Standalone

## About the company

LESL was incorporated by Mr. Prabhav N Rao in 2005, in Bangalore, Karnataka. It is an EPC player primarily involved in providing solutions in the field of electrical, instrumentation, industrial automation, fire safety, and building automation systems. It has presence in around 8 countries, i.e., India, Dubai, Kuwait, Bahrain, Kurdistan, Bangladesh, Nigeria, Canada and provides solution across various verticals such as oil and gas, food and beverage, fertilisers, refineries, pharma, metals, hotels and institutions, etc.

## Key financial indicators (audited)

	FY2022	FY2023	FY2024
Operating income	41.9	104.9	158.7
PAT	0.9	0.3	16.0
OPBDIT/OI	7.8%	3.1%	13.7%
PAT/OI	2.2%	0.3%	10.1%
Total outside liabilities/Tangible net worth (times)	4.9	10.7	1.3
Total debt/OPBDIT (times)	6.1	4.0	0.6
Interest coverage (times)	1.3	1.4	8.4

Source: Company, ICRA Research; All ratios as per ICRA's calculations; Amount in Rs. crore

PAT: Profit after tax; OPBDIT: Operating profit before depreciation, interest, taxes and amortisation

## Status of non-cooperation with previous CRA: Not applicable

## Any other information: None

## Rating history for past three years

Instrument	Current (FY2025)					Chronology of rating history for the past 3 years					
	Type	Amount Rated (Rs Crore)	August 26, 2024	FY2025		FY2024		FY2023		FY2022	
				Date	Rating	Date	Rating	Date	Rating	Date	Rating
Cash credit	Long term	6.00	[ICRA]D; Withdrawn	19-August-2024	[ICRA]D	28-Dec-2023	[ICRA]C; ISSUER NOT COOPERATING	31-Oct - 2022	[ICRA]C; ISSUER NOT COOPERATING	23-Aug-2021	[ICRA]C; ISSUER NOT COOPERATING
Non-fund based	Long term	4.00	[ICRA]D; Withdrawn	19-August-2024	[ICRA]D	28-Dec-2023	[ICRA]C; ISSUER NOT COOPERATING	31-Oct - 2022	[ICRA]C; ISSUER NOT COOPERATING	23-Aug-2021	[ICRA]C; ISSUER NOT COOPERATING

## Complexity level of the rated instruments

Instrument	Complexity Indicator
Cash credit	Simple
Non-fund based	Very Simple

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional or legal aspects. Details on the complexity levels of the instruments are available on ICRA's website: [Click Here](#)

#### Annexure I: Instrument details

ISIN	Instrument Name	Date of Issuance	Coupon Rate	Maturity	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Cash credit	-	-	-	6.00	[ICRA]D; withdrawn
NA	Non-fund based	-	-	-	4.00	[ICRA]D; withdrawn

Source: Company

[Please click here to view details of lender-wise facilities rated by ICRA](#)

#### Annexure II: List of entities considered for consolidated analysis: Not Applicable

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### Branches



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