

June 15, 2022

## Clix Capital Services Private Limited: Provisional [ICRA]AA-(SO) rating assigned to Series A1 PTC backed by business loan receivables issued by BL Indigo 018

### Summary of rating action

Trust Name	Instrument*	Current Rated Amount (Rs. crore)	Rating Action
BL Indigo 018	Series A1 PTC	14.97	Provisional [ICRA]AA-(SO); assigned

\*Instrument details are provided in Annexure-1

Rating in the absence of the pending actions/documents	No rating would have been assigned as it would not be meaningful
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### Rationale

ICRA has assigned a provisional [ICRA]AA-(SO) rating to the pass-through certificates (PTCs) issued under a securitisation transaction originated by Clix Capital Services Private Limited (Clix). The PTCs are backed by a pool of Rs. 19.05-crore business loan receivables (underlying pool principal of Rs. 16.45 crore).

The provisional rating is based on the strength of the cash flows from the selected pool of contracts and the credit enhancement (CE) available in the form of (i) a cash collateral (CC) of 10.0% of the initial pool principal to be provided by the originator, (ii) over-collateralisation of 9.0% of the pool principal for Series A PTC, and (iii) subordination of the entire excess interest spread (EIS) in the structure, as well as the integrity of the legal structure. The rating is subject to the fulfilment of all the conditions under the structure and the review of the documentation pertaining to the transaction by ICRA.

### Key rating drivers

#### Credit strengths

- Availability of credit enhancement in the form of EIS, over-collateralisation and cash collateral
- Absence of overdue contracts as on pool cut-off date; moreover ~91% of the pool has remained regular since origination (nil peak days past due or dpd for 96% of the pool)
- High average seasoning and average pre-securitization of the pool as on the pool cut-off date.

#### Credit challenges

- The pool has high geographical concentration with top 3 states accounting for around 71% of the pool
- Pool has ~24% contracts with CIBIL 650 and below or no credit history.
- Rise in delinquencies seen at portfolio level post the pandemic, and has limited track record of business
- Pool performance will remain exposed to any further pandemic induced disruptions

### Description of key rating drivers highlighted above

The underlying loans follow a monthly payment schedule. As per the transaction structure, the monthly cash flow schedule comprises the promised interest payment to Series A1 PTC at the predetermined interest rate on the principal outstanding and the entire principal on the final maturity date. The principal is expected to be paid on a monthly basis but is not promised. The EIS available after meeting the promised PTC payments shall flow back to the Originator on every payout date. The first line of support for PTC Series A in the transaction is in the form of over-collateralisation of 9.00% of the pool principal. Additionally, the EIS available in the structure provides CE support. A CC of 10.0% of the initial pool principal provided by Clix

acts as further CE in the transaction. In the event of a shortfall in meeting the promised PTC payouts during any month, the Trustee will utilise the CC to meet the shortfall.

There were no overdues in the pool as on the cut-off date, and a predominant share of the pool (~91%) has been regular since origination (i.e. demonstrated nil peak dpd). The pool consists of loans with high seasoning with a weighted average seasoning of 21.7 months and pre-securitisation amortisation of 38.7%. The pool has high geographical concentration with the top 3 states (Maharashtra, Karnataka and Telangana) accounting for 70.9% of the pool principal. The rating also factors in the rise in delinquencies in recent months in Clix' personal loan portfolio due to the pandemic. However, we expect the delinquencies to reduce with improvement in collections going forward.

Nonetheless, the performance of the pool would remain exposed to any fresh disruptions that may arise on account of the pandemic. Given the marginal borrower profile, the pool's performance would also be exposed to natural calamities and political and communal risks.

**Past rated pools performance:** ICRA has rated seven business loan pools of Clix of which five are live as on date. Matured pools reported a healthy performance with no instance of CC utilisation. All the live pools have reported strong collections with a cumulative collection efficiency above 97%, and hence no instance of CC utilisation, as on April-22 payout month.

## Key rating assumptions

ICRA's cash flow modelling for rating asset-backed securitisation (ABS) transactions involves the simulation of potential losses, delinquencies and prepayments in the pool. The losses and prepayments are assumed to follow a log-normal distribution. The mean and the coefficient of variation (CoV) are calibrated on the basis of the values observed in the analysis of the past performance of Clix' loan portfolio. Given the short track record of Clix in the personal loan business, ICRA has also considered the credit quality experience of other more established players and ICRA's expectation of the credit quality of personal loans. The company's target borrower segment could be financially vulnerable as well as subject to various seasonality factors. Though the company resorts to legal recourse for some delinquent loans, this may not always be a feasible option particularly given the small ticket size and the unsecured nature of the loans issued.

The resulting collections from the pool – after incorporating the impact of losses and prepayments as above – are accounted for in ICRA's cash flow model, in accordance with the cash flow waterfall of the transaction. Various possible scenarios are simulated and the incidences of default to the investor as well as the extent of losses are measured. These are then compared with ICRA's internal benchmarks for the target rating.

For the current pool, after considering the above-mentioned factors regarding the asset class and after adjusting for key features like seasoning, overdues, ticket size, interest rate, bureau score, and geographical distribution, ICRA estimates the shortfall in the pool principal collection within the pool's tenure at 5.5-6.5%, with certain variability around it. The prepayment rate in the pool is estimated at 4.0-6.0% p.a.

## Liquidity position: Strong

As per the transaction structure, only the interest amount is promised to the PTC holders on a monthly basis while the principal amount is promised on the scheduled maturity date of the transaction. This imparts comfortable liquidity to the transaction in the interim period. Also the cash flows from the pool and the available credit enhancement are expected to be comfortable to meet the promised payouts to Series A1 PTCs investors.

## Rating sensitivities

**Positive factors** – The rating could be upgraded based on sustained strong collection performance of the underlying pool contracts (monthly collection efficiency >95%), leading to lower than expected delinquency levels, and on an increase in the cover available for future PTC payouts from the credit enhancements.

**Negative factors** – The rating could be downgraded on the sustained weak collection performance of the underlying pool (monthly collection efficiency <90%), leading to higher-than-expected delinquency levels and CE utilisation levels.

## Analytical approach

The rating action is based on the analysis of the performance of Clix business loan portfolio till March 2022, the key characteristics and composition of the current pool, the performance expected over the balance tenure of the pool, and the CE cover available in the transaction.

Analytical Approach	Comments
Applicable Rating Methodologies	<a href="#">Rating Methodology for Securitisation Transactions</a>
Parent/Group Support	Not Applicable
Consolidation/Standalone	Not Applicable

## Pending actions/documents required to be completed for conversion of the provisional rating into final

The assigned rating is provisional and would be converted into a final rating upon the execution of:

1. Trust deed
2. Assignment agreement
3. Legal opinion
4. Trustee letter
5. Chartered Accountant's Know Your Customer (KYC) certificate
6. Any other documents executed for the transaction

## Validity of the provisional rating

The Trust is expected to complete the pending actions/execute the pending documents in the near term. However, in case of continued pendency of the actions/documents beyond one year of this publication, the provisional rating would be withdrawn for the transaction, even if the instrument has been issued.

## Risks associated with the provisional rating

In case the issuance is completed, but the pending actions/documents are not completed for the transaction within one year (validity period) from the assignment of the ratings, the provisional rating will be withdrawn in accordance with ICRA's Policy on Provisional Ratings available at [www.icra.in](http://www.icra.in).

## About the company

Clix Capital Services Limited (Clix) is a non-banking finance company (NBFC) registered with the Reserve Bank of India (RBI) engaged in providing retail financing products (personal loans, business loans, MSME, housing finance etc). The company, which was incorporated as GE Money Financial Services Pvt Ltd (GE Money) in 1994, formed the 'non-banking business' of the General Electric (GE) Group along with its group company GE Capital Services India (GE Capital). In September 2016, this business was acquired by a consortium comprising AION Capital Partners, Mr. Pramod Bhasin and Mr. Anil Chawla and rebranded as 'Clix'<sup>1</sup>. In April-2022, Clix Finance India Private Limited (CFIPL, erstwhile GE Capital), was merged with Clix. Following the merger, Clix's offering portfolio comprises micro, small & medium enterprise (MSME), and consumer lending along with healthcare and equipment finance and digital lending (onboarded from CFIPL). Additionally, Clix Housing Finance Private Limited, a wholly owned (subsidiary of Clix), is primarily engaged in housing/mortgage finance products.

<sup>1</sup> GE Money was rechristened as Clix Capital Services Limited while GE Capital was rechristened as Clix Finance India Private Limited

## Key financial indicators

• Consolidated	• FY2020 (Audited)	• FY2021 (Audited)	• FY2022 (Provisional)
• Total Income	• 506.44	• 494.76	• 663.89
• Profit after tax	• 20.75	• 3.97	• -84.45
• Total Managed Assets	• 2,539	• 3,027	• 3,540
• Gross NPA%	• 1.10%	• 3.59%	• 4.9%
• Net NPA%	• 0.52%	• 1.46%	• 1.47%

Source: Company, ICRA Research; All ratios as per ICRA calculations; Amounts in Rs. Crore;

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

## Any other information: None

## Rating history for past three years

Trust Name	Current Rating (FY2023)				Chronology of Rating History for the Past 3 Years		
	Instrument	Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date & Rating	Date & Rating in FY2022	Date & Rating in FY2021	Date & Rating in FY2020
				June 15, 2022	-	-	-
BL Indigo 018	Series A1 PTC	14.97	14.97	Provisional [ICRA]AA-(SO)	-	-	-

## Complexity level of the rated instrument

Instrument	Complexity Indicator
Series A1 PTC	Moderately Complex

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: [www.icra.in](http://www.icra.in)

### Annexure-1: Instrument details

Trust Name	Instrument	Date of Issuance / Sanction	Coupon Rate <sup>^</sup>	Maturity Date*	Amount Rated (Rs. crore)	Current Rating
BL Indigo 018	Series A1 PTC	May 2022	10.20%	November 2024	14.97	Provisional [ICRA]AA-(SO)

<sup>^</sup>p.a.p.m.; <sup>\*\*</sup>Scheduled PTC maturity date at transaction initiation; may change on account of prepayments

Source: Company

### Annexure-2: List of entities considered for consolidated analysis

Not Applicable

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## About ICRA Limited:

ICRA Limited was set up in 1991 by leading financial/investment institutions, commercial banks and financial services companies as an independent and professional investment Information and Credit Rating Agency.

Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

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