

October 31, 2022

## Lendingkart Finance Limited: Provisional [ICRA]A+(SO) assigned to SN Series A1 backed by unsecured small business loans issued by SBL SPARKLERS 2022

### Summary of rating action

Trust Name	Instrument*	Rated Amount (Rs. crore)	Rating Action
SBL SPARKLERS 2022	SN Series A1	49.94	Provisional [ICRA]A+(SO); Assigned

\*Instrument details are provided in Annexure I

Rating in the absence of 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 rating to the securitisation notes (SNs) issued under a securitisation transaction originated by Lendingkart Finance Limited {Lendingkart; rated [ICRA]BBB+(Stable)}. The SNs are backed by receivables from a Rs. 68.24-crore (pool principal amount of Rs. 54.29 crore) pool of unsecured small business loans (SBLs).

The provisional rating is based on the strength of the cash flows from the selected pool of contracts and the credit enhancement available in the form of (i) a cash collateral (CC) of 8.00% of the pool principal to be provided by the originator, (ii) subordination of 8.00% of the pool principal for SN Series A1, and (iii) the entire excess interest spread (EIS) in the structure. The provisional rating is also based on the integrity of the legal structure. The provisional rating is subject to the fulfilment of all the conditions under the structure and the review of documentation pertaining to the transaction by ICRA.

### Key rating drivers

#### Credit strengths

- Availability of credit enhancement in the form of EIS, subordination and CC
- Absence of overdue contracts as on pool cut-off date
- Moderate average seasoning and pre-securitisation of the pool as on the pool cut-off date

#### Credit challenges

- Stress in asset quality due to Covid-19 pandemic as reflected in higher restructuring and write offs
- Exposed to inherent credit risk associated with the unsecured nature of the asset class; Performance of the pool would remain exposed to macro-economic shocks / business disruptions, if any

### Description of key rating drivers highlighted above

According to the transaction structure, the loan pool receivables will be assigned at par to the SN investors. As per the waterfall mechanism for the transaction, the monthly pool collections shall be used for meeting the promised payouts (defined as interest at predetermined yield and 92.00% of billed principal) to SN Series A1, followed by balance expected principal payouts to SN Series A1 (8.00% of billed principal) and the expected interest payouts to SN Series A2.

The first line of support for SN Series A1 in the transaction is in the form of a subordination of 8.00% of the pool principal. Additionally, the EIS available in the structure will provide credit enhancement support to the transaction. The EIS (~16.1% of

the pool principal initially, based on the indicated SN yield, for SN Series A1) will not flow back to the originator and will instead be utilised towards accelerated principal amortisation after the promised and scheduled payouts to the SNs. All prepayment amounts would be passed on to SN Series A1 (till SN Series A1 principal is not fully amortised) every month and future payouts will be revised accordingly. The CC of 8.00% of the initial pool principal, to be provided by Lendingkart, would act as further credit enhancement in the transaction. In the event of a shortfall in meeting the promised SN payouts during any month, the Trustee will utilise the CC to meet the shortfall.

There are no overdues in the pool as on the cut-off date. The geographical concentration of the loan contracts in the current pool is low with the top 3 states constituting ~34% of the pool principal. The pool consists of monthly paying loan contracts, with moderate weighted average seasoning (9.7 months) and pre-securitisation amortisation (21.6%). The pool has a high share of contracts (80.1%) with a ticket size of more than Rs. 10 lakh however the CIBIL score of almost all contracts in pool is above 700. The pool would be exposed to inherent credit risk associated with the unsecured nature of the asset class and performance of the pool would remain exposed to macro-economic shocks / business disruptions, if any.

**Performance of past rated pools:** This is the 32<sup>nd</sup> single originator transaction of Lendingkart rated by ICRA. The performance of the live pools (which have completed at least 3 months post securitisation) has been healthy till date with the cumulative collection efficiency in the range of 95-99% for all the transactions with nil CC utilisation as on September 2022 payout.

### Key rating assumptions

ICRA's cash flow modelling for rating asset-backed securitisation (ABS) transactions involves the simulation of potential delinquencies, losses (shortfall in principal collection during the tenor of the pool) and prepayments in the pool. The assumptions for the loss and coefficient of variation (CoV) are arrived at after taking into account the performance of the originator's portfolio as well as the characteristics of the specific pool being evaluated. Additionally, the assumptions may be adjusted to factor in the current operating environment and any industry-specific factors that ICRA believes could impact the performance of the underlying pool of contracts.

After making these adjustments, the expected mean shortfall in principal collection during the tenure of the pool is estimated at 4.5-5.5% of the initial pool principal, with certain variability around it. The prepayment rate for the underlying pool is estimated in the range of 6.0-18.0% per annum.

### Liquidity position: Strong

The liquidity of the rated transaction is expected to be strong, supported by the healthy collections expected from the pool of contracts and the presence of a CC amounting to 8.00% of the pool principal amount. Even assuming a monthly collection efficiency of only 50% in the underlying pool of contracts in a stress scenario, the CC would cover the shortfalls in the SN payouts for a period of around 6 months.

### Rating sensitivities

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

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

## Analytical approach

The rating action is based on the analysis of the performance of Lendingkart's portfolio till June 2022, the key characteristics and composition of the current pool, the performance expected over the balance tenure of the pool, and the credit enhancement cover available in the transaction.

Analytical Approach	
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 final upon the execution of:

1. Trust deed
2. Assignment agreement
3. Legal opinion
4. Trustee letter
5. Auditor's 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 rating, 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

Lendingkart provides unsecured small and medium-sized enterprise (SME) loans. Lendingkart Technologies Private Limited (LTPL), the technology arm of the Ahmedabad-based Lendingkart Group, holds a 100% stake in Lendingkart. Fullerton Financial Holdings Pte Limited (FFH) had a 39.15% stake in LTPL as on March 31, 2022. The Group was started in 2014 by one of the co-founders, Mr. Harshvardhan Lunia, and raised funds from FFH, Saama Capital, Mayfield India, India Quotient, Bertelsmann India Investments, Sistema Asia Fund and Darrin Capital Management.

The Lendingkart Group is a part of the rapidly evolving fintech industry and it leverages technology to underwrite credit to extend loans to the SME segment, which distinguishes its algorithm-driven credit capabilities from the physical credit underwriting performed by various industry players. Loans are given to micro and small enterprises for meeting their working capital needs. The underwriting is based on the scoring by a proprietary algorithm.

### Key financial indicators

Lendingkart Finance Limited (standalone)	FY2020	FY2021	FY2022
Total income	464	510	639
Profit after tax	30	18	(141)
Total managed assets	2,601	2,832	3,721
Gross stage 3	2.2%	2.5%	3.9%
Net stage 3	1.0%	0.9%	1.6%

Source: Company data, ICRA Research; Amount in Rs. crore

Status of non-cooperation with previous CRA: Not applicable

Any other information: None

### Rating history for past three years

Sr. No.	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 in FY2023	Date & Rating in FY2022	Date & Rating in FY2021	Date & Rating in FY2020
					October 31, 2022			
1	SBL SPARKLERS 2022	SN Series A1	49.94	49.94	Provisional [ICRA]A+(SO)	-	-	-

### Complexity level of the rated instrument

Instrument	Complexity Indicator
SN Series A1	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 I: Instrument details

Trust Name	Instrument Name	Date of Issuance / Sanction	Coupon Rate	Maturity Date	Amount Rated (Rs. crore)	Current Rating
<b>SBL SPARKLERS 2022</b>	SN Series A1	October 2022	11.20%	April 2025	49.94	Provisional [ICRA]A+(SO)

Source: Company

## Annexure II: 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.

For more information, visit [www.icra.in](http://www.icra.in)

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