

May 26, 2023

Lendingkart Finance Limited: Rating upgraded for SNs issued under unsecured business loan securitisation transaction

Summary of rating action

Trust Name	Instrument*	Initial Rated Amount (Rs. crore)	Amount O/s after Last Surveillance (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Estrada 03 2022	SN Series A1	33.90	NA	3.32	[ICRA]A+(SO); Upgraded from [ICRA]BBB+(SO)

*Instrument details are provided in Annexure I

Rationale

The securitisation notes (SNs) are backed by a pool of unsecured business loans originated by Lendingkart Finance Limited {Lendingkart; rated [ICRA]BBB+(Stable)}. The rating has been upgraded on account of the healthy amortisation and performance of the pool, leading to the build-up of the credit enhancement (CE) cover over the future SN payouts. The breakeven collection efficiency is significantly below the actual collection level observed in the pool.

Pool performance summary

A summary of the performance of the pool till the March 2023 collection month (April 2023 payout month) has been tabulated below.

Parameter	Estrada 03 2022
Months post securitisation	13
Pool amortisation	80.29%
SN amortisation – SN Series A1	90.21%
Cumulative collection efficiency ¹	94.80%
Loss-cum-0+ (% of initial pool principal) ²	6.70%
Loss-cum-30+ (% of initial pool principal) ³	5.67%
Loss-cum-90+ (% of initial pool principal) ⁴	4.60%
Breakeven collection efficiency ⁵ – SN Series A1	22.44%
Cumulative cash collateral (CC) utilisation (% of initial CC)	0.00%
CC available (as % of balance pool principal)	20.29%
Excess interest spread (EIS) over balance tenure (as % of balance pool principal) ⁶ – SN Series A1	8.67%
Principal subordination (% of balance pool principal) – SN Series A1	55.81%
Cumulative prepayment rate	24.53%

Key rating drivers

Credit strengths

- Healthy amortization of pool resulting in build-up of Cash Collateral (CC), Principal subordination and Excess Interest Spread cover available for the balance SN payouts;

¹ Cumulative collections till date / Cumulative billings till date + Opening overdues

² Principal outstanding (POS) on contracts aged 0+ dpd + Overdues / Initial POS on the pool

³ POS on contracts aged 30+ dpd + Overdues / Initial POS on the pool

⁴ POS on contracts aged 90+ dpd + Overdues / Initial POS on the pool

⁵ It is the minimum collection efficiency required over the balance tenure to ensure all investor payouts are met: (Balance cash flows payable to investor – CC available) / Balance pool cash flows

Credit challenges

- The portfolio had seen 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

The performance of the pool has been healthy with a cumulative collection efficiency of ~95% till the April 2023 payout month, despite a dip in monthly collections over the last few months. This was due to lower collections from overdue contracts, which resulted in some slippages in the delinquencies. The loss-cum-90+ days past due (dpd) has been increasing over the last few months and remains moderately high at 4.6%. The pool has seen moderate prepayments with an average monthly prepayment rate of 2.1% and it has amortised by ~80%. There has been no CC utilisation in the pool till the April 2023 payout month. Due to the healthy amortisation and nil CC utilisation till date, there has been a build-up of the CE in the pool with respect to the balance pool principal. The pool would be exposed to the inherent credit risks associated with the unsecured nature of the asset class and its performance would remain exposed to any macro-economic shocks/business disruptions.

Overall, the CE available for meeting the balance payouts to the investors is sufficient to upgrade the rating in the transaction. ICRA will continue to monitor the performance of the transaction. Any further rating action will be based on the performance of the pool and the availability of CE relative to ICRA's expectations.

Performance of past rated pools: ICRA has rated 40 pools originated by Lendingkart. The performance of the live pools (which have completed at least 2 months post securitisation) has been healthy till date with the cumulative collection efficiency in the range of 95-99% for all the transactions. No CC has been utilised till the April 2023 payout month.

Key rating assumptions

ICRA's cash flow analysis for asset-backed securitisation (ABS) transactions involves the simulation of potential delinquencies, losses (shortfall in principal collection during the balance tenor of the pool) and prepayments in the pool. The assumptions for the loss and the coefficient of variation (CoV) are arrived at after taking into account the past performance of the originator's portfolio and rated pool, as well as the performance and 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 the aforementioned adjustments, the expected loss and prepayments during the balance tenure of the pool are provided in the following table.

S. No.	Transaction Name	Expected Loss (% of initial pool principal)	Prepayment
1	Estrada 03 2022	3.0-4.0%	6-18% p.a.

Liquidity position: Strong

As per the transaction structure, only the interest amount is promised to the SN holders on a monthly basis while the entire principal amount is promised on the scheduled maturity date of the transaction. The cash flows from the pool and the available credit enhancement are expected to be comfortable to meet the promised payouts to the SN Series A1 investors.

Rating sensitivities

Positive factors – The rating could be upgraded if the CC fully covers the future SN payouts.

Negative factors – The rating could be downgraded on the sustained weak collection performance of the underlying pool of contracts, leading to higher-than-expected delinquency levels and CE utilisation levels.

Analytical approach

The rating action is based on the pool's performance till March 2023 (collection month), the present delinquency-level analysis of the performance of Lendingkart's portfolio till December 2022, the performance expected over the balance tenure of the pool and the CE cover available in the transaction.

Analytical Approach	Comments
Applicable rating methodologies	Rating Methodology for Securitisation Transactions
Parent/Group support	Not Applicable
Consolidation/Standalone	Not Applicable

About the originator

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 (standalone)

	FY2020	FY2021	FY2022	9M FY2023
	Audited	Audited	Audited	Provisional
Total income	464	510	639	601
Profit after tax (PAT)*	30	18	(141)	87
Total managed assets	2,601	2,832	3,721	4,507
Gross stage 3	2.2%	2.5%	3.9%	1.2%
Net stage 3	1.0%	0.9%	1.6%	0.7%

Source: Lendingkart, ICRA Research; All ratios as per ICRA's calculations

*Adjusting for one-time restructured loan impairment of Rs. 59 crore in FY2021 and Rs. 275 crore in FY2022, adjusted PAT was Rs. 77 crore and Rs. 133 crore in FY2021 and FY2022, respectively

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	Instrument	Current Rating (FY2024)		Chronology of Rating History for the Past 3 Years				
			Initial Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date & Rating	Date & Rating in FY2023		Date & Rating in FY2022	Date & Rating in FY2021
					May 26, 2023	May 26, 2022	Apr 05, 2022*	-	-
1	Estrada 03 2022	SN Series A1	33.90	3.32	[ICRA]A+(SO)	[ICRA]BBB+(SO)	Provisional [ICRA]BBB+(SO)	-	-

*Provisional rating assigned

Complexity level of the rated instrument

Trust Name	Instrument	Complexity Indicator
Estrada 03 2022	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: [Click Here](#)

Annexure I: Instrument details

Trust Name	Instrument	Date of Issuance / Sanction	Coupon Rate	Maturity Date*	Amount Rated (Rs. crore)	Current Rating
Estrada 03 2022	SN Series A1	March 2022	11.90%	March 2024	3.32	[ICRA]A+(SO)

* Scheduled maturity at transaction initiation; may change on account of prepayments in the underlying pool

Annexure II: List of entities considered for consolidated analysis

Not applicable

ANALYST CONTACTS

Abhishek Dafria

+91 22 6114 3440

abhishek.dafria@icraindia.com

Sachin Joglekar

+91 22 6114 3470

sachin.joglekar@icraindia.com

Gaurav Mashalkar

+91 22 6114 3431

gaurav.mashalkar@icraindia.com

Vishal Oza

+91 22 6114 3432

vishal.oza@icraindia.com

Nemish Shah

+91 22 6114 3450

nemish.shah@icraindia.com

RELATIONSHIP CONTACT

L. Shivakumar

+91 22 6169 3304

shivakumar@icraindia.com

MEDIA AND PUBLIC RELATIONS CONTACT

Ms. Naznin Prodhani

Tel: +91 124 4545 860

communications@icraindia.com

Helpline for business queries

+91-9354738909 (open Monday to Friday, from 9:30 am to 6 pm)

info@icraindia.com

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

ICRA Limited



Registered Office

B-710, Statesman House, 148, Barakhamba Road, New Delhi-110001
Tel: +91 11 23357940-45



Branches



© Copyright, 2023 ICRA Limited. All Rights Reserved.

Contents may be used freely with due acknowledgement to ICRA.

ICRA ratings should not be treated as recommendation to buy, sell or hold the rated debt instruments. ICRA ratings are subject to a process of surveillance, which may lead to revision in ratings. An ICRA rating is a symbolic indicator of ICRA's current opinion on the relative capability of the issuer concerned to timely service debts and obligations, with reference to the instrument rated. Please visit our website www.icra.in or contact any ICRA office for the latest information on ICRA ratings outstanding. All information contained herein has been obtained by ICRA from sources believed by it to be accurate and reliable, including the rated issuer. ICRA however has not conducted any audit of the rated issuer or of the information provided by it. While reasonable care has been taken to ensure that the information herein is true, such information is provided 'as is' without any warranty of any kind, and ICRA in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. Also, ICRA or any of its group companies may have provided services other than rating to the issuer rated. All information contained herein must be construed solely as statements of opinion, and ICRA shall not be liable for any losses incurred by users from any use of this publication or its contents.