

August 04, 2023

## Clix Capital Services Private Limited: Rating confirmed as final for PTCs backed by personal loan receivables issued by Gurez 2023

### Summary of rating action

Trust Name	Instrument*	Rated Amount (Rs. crore)	Rating Action
Gurez 2023	Series A PTC	26.04	[ICRA]A+(SO); provisional rating confirmed as final

\*Instrument details are provided in Annexure I

### Rationale

In March 2023, ICRA had assigned a Provisional [ICRA]A+(SO) rating to Series A PTCs issued by Gurez 2023. The pass-through certificates (PTCs) are backed by a pool of Rs. 29.60 crore (pool principal; receivables of Rs. 38.20 crore) of personal loan (PL) receivables originated by Clix Capital Services Private Limited (Clix/originator). Since the executed transaction documents are in line with the rating conditions and the legal opinion for the transaction has been provided to ICRA, the said rating has now been confirmed as final.

A summary of the pool's performance after the July 2023 payouts is shown in the table below.

Parameter	Gurez 2023
Months post securitisation	3
Pool amortisation	18.71%
Series A PTC amortisation	21.26%
Cumulative prepayment rate	9.51%
Cumulative collection efficiency	98.01%
Loss-cum-0+ dpd	3.64%
Loss-cum-30+ dpd	1.48%
Loss-cum-90+ dpd	0.00%
Cumulative cash collateral utilisation	0.00%

### Key rating drivers

#### Credit strengths

- Availability of credit enhancement in the form of EIS, principal subordination and cash collateral
- Pool consists of zero overdue and non-restructured contracts as on cut off date
- ~99% contracts have never been delinquent during their loan cycle as on cut off date.

#### Credit challenges

- Moderate geographical concentration with top three states attributing to ~33% of the initial pool principal
- Exposed to inherent credit risk associated with the unsecured nature of the asset class; Performance of the pool could also be affected by macro-economic shocks / business disruptions, if any

### 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 A PTC at the predetermined interest rate on the principal outstanding, while the entire principal is promised on the last payout date (i.e. September 20, 2027). During the tenure of Series A PTC, on

each payout date, the pool's collections, after meeting the promised Series A PTC interest payouts, will be used to make the expected principal payouts. This principal payout, however, is not promised and any shortfall in making the expected principal payment to PTC Series A would be carried forward to the subsequent payout. The EIS, if any, shall flow back to the originator on every payout date after making all the payouts to PTC Series A as per the waterfall mechanism. Also, in case of a shortfall in meeting the promised PTC payouts during any month, the Trustee will utilise the CC to meet the shortfall.

Series A PTC in the transaction has support in the form of a subordination of 12.00% of the pool principal through an equity tranche while the EIS of 17.83% of the pool principal provides CE support. A CC of 5.00% 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 same.

There were no overdues in the pool as on the cut-off date. The pool has a weighted average seasoning of 5.4 months. It has moderate geographical concentration with the top 3 states (Maharashtra, Andhra Pradesh, Telangana) accounting for 32.7% of the pool's principal. The company witnessed a moderation in the asset quality at the portfolio level, post the onset of the pandemic, resulting in a build-up of delinquencies. ICRA notes that a large part of the portfolio stress in the personal loan segment has emanated from the old and/or restructured book. Further, the recent originations (post Covid) have demonstrated a healthy performance, but with a limited track record. The pool's performance will remain exposed to the inherent credit risk associated with the unsecured nature of the asset class. Macro-economic shocks/business disruptions could also impact its performance.

**Past rated pools:** ICRA has, so far, rated 25 PL pools originated by Clix, of which 18 were live as of the July 2023 payout month. Though collections were impacted for a few months due to the pandemic, live pools, which have completed at least 3 payouts as of the July 2023 payout date, have reported a healthy cumulative collection efficiency above 94%. There has not been any CC utilisation in any of the transactions till date and the CE has built up in all the live pools.

### 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's loan portfolio. Given the short track record of Clix in the PL segment, ICRA has also considered the credit quality experience of other more established players and ICRA's expectation of the credit quality of PLs. The company's target borrower segment could be financially vulnerable as well as subject to various seasonality factors. Though Clix resorts to legal recourse for some of the 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 4.5-5.5%, with certain variability around it. The prepayment rate in the pool is estimated at 3.2-12.0% p.a. with a mean of 8.00%.

### Liquidity position: Strong

As per the transaction structure, only the interest amount is promised to PTC holders on a monthly basis while the 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 pay-outs to the PTC 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 based on sustained weak collection performance of the underlying pool (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 Trustee confirming compliance with the terms of the transaction and the executed transaction documents being in line with the terms initially shared with ICRA.

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

## About the originator

Clix Capital Services Private Limited (Clix) is a non-banking financial company (NBFC) registered with the Reserve Bank of India (RBI). It provides retail financing products (personal loans, business loans, micro, small & medium enterprise (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 was rebranded as Clix. In April 2022, Clix Finance India Private Limited (CFIPL; erstwhile GE Capital) was merged with Clix. Following the merger, Clix's portfolio comprises 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, primarily provides housing/mortgage finance products.

## Key financial indicators

	FY2021 (Audited)	FY2022 (Audited)	FY2023 (Audited)
Total income	494.8	663.5	703
Profit after tax	3.9	-93.9	45
Total managed assets	3,027	3,650	4,373
Gross NPA	3.6%	4.9%	2.4%
Net NPA	1.5%	1.4%	1.5%

Source: Company, ICRA Research; All ratios as per ICRA's calculations; Amount in Rs. crore; \*Data from FY2022 pertains to merged entity

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

**Any other information: None**

## Rating history for past three years

Trust Name	Current Rating (FY2024)				Chronology of Rating History for the Past 3 Years		
	Instrument	Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date & Rating in FY2024	Date & Rating in FY2023	Date & Rating in FY2022	Date & Rating in FY2021
				August 04, 2023	March 30, 2023	-	-
<b>Gurez 2023</b>	Series A PTC	26.04	26.04	[ICRA]A+(SO)	Provisional [ICRA]A+(SO)	-	-

## Complexity level of the rated instrument

Instrument	Complexity Indicator
<b>Series A PTC</b>	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
<b>Gurez 2023</b>	Series A PTC	March 2023	11.25%	September 2027	26.04	[ICRA]A+(SO)

\* Scheduled maturity date at transaction initiation; may change on account of prepayments

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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