

July 02, 2024

## UC Inclusive Credit Pvt Ltd: Ratings reaffirmed; rated amount enhanced

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Bank facilities – Long term (fund based – Others)	344.00	344.00	[ICRA]BBB+ (Stable); reaffirmed
Bank facilities – Short term (fund based – Others)	6.00	6.00	[ICRA]A2; reaffirmed
CP programme	25.00	30.00	[ICRA]A2; reaffirmed/assigned for enhanced amount
<b>Total</b>	<b>375.00</b>	<b>380.00</b>	

\*Instrument details are provided in Annexure I

### Rationale

The rating action factors in UC Inclusive Credit Pvt Ltd's (UCIC) strengthened capitalisation profile as well as the steady improvement in its earnings profile over the past two years. The company has scaled up its loan portfolio<sup>1</sup> steadily, reaching Rs. 782.8 crore as of March 2024 (Rs. 510.2 crore as of March 2023), and raised about Rs. 73 crore of capital in November 2023 from existing and new investors. This would support the envisaged growth in the near term. Following the capital infusion, UCIC's managed gearing improved to 3.1x as of March 2024 from 4.2x as of March 2023 while the capital-to-risk weighted assets ratio (CRAR) increased to 25.6% as of March 2024 from 22.47% as of March 2023. The company's earnings has improved steadily, with its net profitability<sup>2</sup> at 2.7% in FY2024 and 1.8% in FY2023, supported by better operational efficiency and controlled credit costs as it steadily scaled up its operations. UCIC had nil gross non-performing assets (GNPAs) and net NPAs (NNPAs) as of March 2024. However, it faced some softer bucket delinquencies with the 0+ days past due (dpd) and 30+ dpd at 3.2% and 1.1%, respectively, as of March 2024.

The ratings remain constrained by UCIC's moderate scale and the concentrated exposure to entities with modest risk profiles, though the same has been on a reducing trend over the years. The top 20 entities accounted for 20.8% of the loan portfolio as on March 31, 2024. The share of the financial services sector in the assets under management (AUM) has been declining over the years, though it still accounts for a major portion at 59.5% of the portfolio as of March 2024.

The Stable outlook on the rating reflects ICRA's expectation that UCIC will maintain an adequate earnings and capital profile over the near-to-medium term as it scales up its loan portfolio.

### Key rating drivers and their description

#### Credit strengths

**Track record; access to UCAP's established relationships** – UCIC received its non-banking financial company (NBFC) licence from the Reserve Bank of India (RBI) in August 2017 and commenced lending operations in February 2018. The company focuses on wholesale lending, especially impact sectors. It has built up its portfolio steadily over the last six years, supported by prudent underwriting and risk filters. UCIC's senior management team has adequate experience in the banking and financial services sector and has established relationships with various stakeholders. The company has a team of 35 personnel led by Mr. Abhijit Ray (Managing Director, UCIC), who has almost three decades of experience in development finance, commercial

<sup>1</sup> Loan portfolio includes assigned portfolio of Rs. 5.1 crore as of March 2024

<sup>2</sup> Profit after tax as a percentage of average managed assets (PAT/AMA)

banking, microfinance and investment banking. Mr. Ray has been associated with Unitus Capital Private Limited (UCAP) for over a decade. ICRA notes that the company has a five-member board of directors and a board observer, representing one of the equity investors. UCIC was incubated by Unitus Capital Founders (UCF; also UCAP's holding company) and it leverages the Group's relationships for its business growth.

**Strengthened capitalisation profile, supported by recent equity infusion** – UCIC raised about Rs. 73 crore of capital in November 2023 (including Rs. 65-crore equity infusion from a new investor), strengthening its capitalisation profile. Following this, its CRAR improved to 25.6% as of March 2024 (22.5% as on March 31, 2023 and 26.5% as on March 31, 2022) and the managed gearing declined to 3.1x (4.2x as on March 31, 2023 and 3.2x as on March 31, 2022). Given the envisaged plans of increasing the portfolio at a compound annual growth rate (CAGR) of ~49% during FY2025-FY2027, incremental capital infusion would be required to maintain an adequate capital structure. ICRA expects UCIC to raise equity capital on a timely basis to keep its managed gearing below 4.5x over the medium term.

**Adequate earnings profile** – UCIC's net profitability has improved steadily over the past two years, with PAT/AMA at 2.7% in FY2024 and 1.8% in FY2023 compared to 1.2% in FY2022. This was driven by the lower operating expenses (1.9% in FY2024 and 2.3% in FY2023 vis-à-vis 2.9% in FY2022) as the company scaled up its operations steadily. Credit costs also moderated to an extent as there were no significant slippages into the NPA category. Going forward, UCIC's ability to improve the net interest margin and keep the credit costs under control, amid the envisaged portfolio growth, would be a key monitorable.

### Credit challenges

**Moderate scale of operations** – UCIC's scale of operations remains moderate, with an outstanding loan portfolio of Rs. 782.8 crore as of March 2024 (Rs. 510.2 crore as of March 2023) compared to Rs. 305.2 crore as of March 2022. Nevertheless, given the lower base and supported by healthy disbursements, it has maintained robust portfolio growth at a CAGR of 60.6% during FY2022-FY2024. The company expects to maintain its AUM growth at a CAGR of about 45-50% over the medium term. It has been enhancing its team by hiring resources for key positions; the current team size is 35. UCIC's internal control and risk management practices are currently evolving as it is in the process of implementing the required systems and processes in view of the envisaged business scale-up. Going forward, its ability to strengthen its management team, systems and controls further, to support the envisaged growth, would be crucial.

**Concentrated exposure to entities with modest risk profiles** – UCIC is exposed to borrowers with modest credit profiles as it predominantly lends to small and mid-sized NBFCs, microfinance institutions (MFIs) and corporates. Considering the wholesale nature of the company's exposure to NBFCs and corporates, the portfolio is quite concentrated with the top 20 entities accounting for 20.8% of the portfolio as of March 2024. UCIC's 0+ and 30+ dpd increased to 3.2% and 1.1%, respectively, as of March 2024 from 1.9% and 1.0%, respectively, as of December 2023 due to delays from some companies on account of cash flow issues. Its ability to scale up its balance sheet profitably while maintaining tight control over the asset quality and exposure concentration would be key.

### Liquidity position: Adequate

As on May 31, 2024, UCIC had a cash balance of Rs. 31.8 crore. Its total debt obligation during June-November 2024 (including interest) is Rs. 228.8 crore. The liquidity profile is adequate, considering the on-balance sheet liquidity and monthly collections. As per the asset-liability maturity profile on March 31, 2024, UCIC had positive cumulative mismatches across all buckets. Its borrowing profile comprises a mix of loans from banks, development financial institutions and NBFCs. Borrowings from banks stood at 32.6% as of March 2024 compared to 65.4% as of March 2021. The share of borrowings from development financial institutions and NBFCs was 52.7% of the total outstanding borrowings as of March 2024, followed by non-convertible debentures (NCDs; 3.2%), Commercial Paper (CP; 3.2%), external commercial borrowings (ECBs; 7.5%), and direct assignment (0.8%).

## Rating sensitivities

**Positive factors** – A steady scale-up in the business, while sustaining an adequate earnings profile and keeping the delinquencies under control, could lead to a rating upgrade.

**Negative factors** – Pressure on UCIC’s ratings could arise if there is a material deterioration in the asset quality with GNPA’s of more than 2.5% or if the managed gearing is above 4.5x on a sustained basis. Weakening in the liquidity and earnings profile could also negatively impact the ratings.

## Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Rating Methodology for Non-banking Finance Companies</a>
Parent/Group support	Not Applicable
Consolidation/Standalone	The ratings are based on the standalone financials

## About the company

UC Inclusive Credit Pvt Ltd (UCIC), incorporated in June 2016, is a non-deposit taking non-banking financial company registered with the RBI. The company lends to entities in impact-focused sectors such as agriculture, education, financial inclusion, healthcare, renewable energy, water, sanitation and women empowerment. UCIC offers term loans and lines of credit with ticket sizes up to Rs. 10.0 crore. The company’s portfolio stood at Rs. 782.8 crore as on March 31, 2024 and Rs. 510.3 crore as on March 31, 2023. UCIC was incubated by Unitus Capital Founders (UCF). UCF also has 99.99% equity in Unitus Capital Private Limited (UCAP), which is an investment banking entity focused on operating in the Indian equity and debt markets. UCIC’s other shareholders include Aarin Capital Partners, Insitor Impact Asia Fund II Pte. Ltd, Accurate Finman Services Ltd, Nimida Capital Private Limited, etc.

## Key financial indicators (audited)

UCIC	FY2022	FY2023	FY2024
Total income	32.5	55.3	95.5
Profit after tax	3.3	8.0	18.6
Total managed assets	338.2	553.3	835.5
Return on managed assets	1.2%	1.8%	2.7%
Return on net worth	4.5%	8.8%	12.4%
Managed gearing (times)	3.2	4.2	3.1
Gross NPA	0.0%	0.0%	0.0%
CRAR	26.52%	22.47%	25.59%

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

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

**Any other information: None**

## Rating history for past three years

Instrument	Type	Current rating (FY2025)		Chronology of rating history for the past 3 years				
		Amount rated (Rs. crore)	Date & rating in FY2025	Date & rating in FY2024		Date & rating in FY2023		Date & rating in FY2022
			Jul 02, 2024	Mar 28, 2024	Feb 20, 2024	Mar 27, 2023	Oct 14, 2022	Nov 10, 2021
Bank facilities – 1 Long term (fund based – others)	LT	344.00	[ICRA]BBB+ (Stable)	[ICRA]BBB+ (Stable)	[ICRA]BBB+ (Stable)	[ICRA]BBB (Stable)	-	-
Bank facilities – 2 Short term (fund based – others)	ST	6.00	[ICRA]A2	[ICRA]A2	[ICRA]A2	[ICRA]A3+	-	-
3 CP programme	ST	30.00	[ICRA]A2	[ICRA]A2	-	-	-	-
4 Bank facilities	LT	-	-	-	-	-	-	[ICRA]BBB-(Stable)
Bank facilities – 5 Long term/Short term (fund based – others)	LT/ST	-	-	-	-	-	[ICRA]BBB(S table)/ [ICRA]A3+	-

LT – Long term; ST – Short term

## Complexity level of the rated instruments

Instrument	Complexity Indicator
Bank facilities – Long term (fund based – others)	Simple
Bank facilities – Short term (fund based – others)	Simple
CP programme – Unallocated	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	Bank facilities – Long term (fund based – others)	Sep 2020 to Dec 2023	10.20% to 12.25%	Apr 2024 to Apr 2026	344.00	[ICRA]BBB+ (Stable)
NA	Bank facilities – short term (fund based – others)	Feb 2023 to Jul 2023	11% to 12%	Feb 2024 to Jul 2024	6.00	[ICRA]A2
Unallocated	CP programme	NA	NA	NA	30.00	[ICRA]A2

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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