

November 27, 2024

SG Finserve Limited: [ICRA]A1+ assigned

Summary of rating action

Instrument*	Current Rated Amount (Rs. crore)	Rating Action
Commercial paper	200.00	[ICRA]A1+; Assigned
Total	200.00	

*Instrument details are provided in Annexure I

Rationale

SG Finserve Limited (SGFL) is a non-banking financial company under the APL Apollo Group. It provides loans/channel financing to the dealers of APL Apollo Tubes Limited (AATL) and other large corporates. It is also expected to provide bill discounting facilities to AATL's dealers and creditors.

The rating considers SGFL's adequate capitalisation profile with a net worth of Rs. 857 crore and nil gearing as on September 30, 2024 (Rs. 806 crore and 1.19x, respectively, as on March 31, 2024), supported by regular capital infusions by the promoters and the visibility on future capital infusions through warrant conversions. The rating also factors in the adequate profitability indicators, which are supported by low credit costs and high margins, though the ability to sustain the same through cycles is yet to be established. The return on average managed assets and return on average net worth stood at 5.1% and 8.1%, respectively, in H1 FY2025 (5.5% and 11.4%, respectively, in FY2024). The rating also takes into account the good financial flexibility enjoyed by the company as it is a part of the APL Apollo Group, which supports its liquidity profile. ICRA expects that SGFL would remain strategically important to the Group as it provides loans to AATL's dealers. Thus, support would be forthcoming as and when required.

The rating also factors in the inherent concentration risk associated with the loan portfolio, given the wholesale nature of the loans. Nevertheless, the asset quality indicators have remained good so far with nil non-performing advances (NPAs) till September 30, 2024, albeit on limited seasoning. The rating also considers the early stage of operations with the company commencing lending operations in August 2022. As for borrowings, SGFL would need to expand its borrowing relationships in line with its business growth and is expected to benefit from the Group's financial flexibility. Overall, the company's ability to scale up the business profitably while maintaining prudent capitalisation and controlling the asset quality would be a key monitorable.

Key rating drivers and their description

Credit strengths

Adequate capitalisation levels – SGFL's capitalisation profile is adequate for the current scale of operations with a net worth of Rs. 857 crore as on September 30, 2024 and Rs. 806 crore as on March 31, 2024. Since inception, the promoters have infused Rs. 822.5 crore equity (including Rs. 112.5 crore in October 2024). Further, there is visibility on subsequent capital support from the promoters in the near to medium term through warrant conversion. SGFL had nil debt as on September 30, 2024, though it plans to raise debt to support its growth plans. ICRA expects the leverage to remain below 3 times on a steady-state basis.

Good financial flexibility, by virtue of being a part of APL Apollo Group – SGFL enjoys good financial flexibility as it is a part of the APL Apollo Group. It has demonstrated the ability to raise funds at competitive rates of interest from a diverse set of lenders despite its nascent stage of operations. ICRA expects that the company would be able to leverage the relationships again and raise funds to grow as per its business plans.

Adequate profitability, though sustenance of same yet to be tested – SGFL's profitability is supported by low credit costs and high margins, though it has a limited performance history. The company reported good net interest margins (NIMs) of 9.4% in H1 FY2025 (8.8% in FY2024), supported by nil leverage. It has controlled its operating expenses and credit costs, leading to return on average managed assets and return on average net worth of 5.1% and 8.1%, respectively, in H1 FY2025 (5.5% and 11.4%, respectively, in FY2024). Going forward, ICRA expects the return on assets (RoA) to decline with the increase in leverage, though it should remain healthy if slippages are controlled.

Credit challenges

Concentration risk due to wholesale nature of loans – SGFL provides channel financing to the dealers of AATL and other large corporates. This is a short-term, high-churn loan book and the company has been able to control fresh slippages in this segment due to its linkages with the anchors. However, given the wholesale nature of the loans, it remains exposed to concentration risk. SGFL has a stop supply arrangement with the anchors of the dealers to whom it extends credit, partially mitigating the credit risk. Over the long term, the ability to grow the portfolio while maintaining control over credit underwriting and achieving profitability would remain a key rating monitorable.

Limited track record of operations – ICRA takes note of the early stage of operations as the company commenced lending operations in August 2022. Following the requirement in the change in the NBFC classification, SGFL had pruned down its scale of operations and restarted the business in August 2024. Thus, the assets under management (AUM) declined to Rs. 822 crore as on September 30, 2024 from Rs. 1,673 crore on March 31, 2024. However, the business picked up subsequently with high growth expected by the end of the current fiscal. While the track record is limited, the fact that company made cumulative disbursements of ~Rs. 31,000 crore till September 30, 2024 provides some visibility on its ability to scale up the operations, going forward.

Environmental and social risks

Given the service-oriented nature of its business, SGFL does not face material physical climate risks. It is exposed to environmental risks indirectly through its portfolio of assets. If the entities or businesses to which SGFL has an exposure face business disruption because of physical climate adversities or if such businesses face climate transition risks because of technological, regulatory, or customer behaviour changes, it could translate into credit risks for SGFL. With regard to social risks, data security and customer privacy are among the key sources of vulnerability for lending institutions as material lapses could be detrimental to their reputation and invite regulatory censure.

Liquidity position: Strong

SGFL's liquidity position is strong with positive cumulative mismatches in the buckets up to 1 year, as per the asset-liability maturity (ALM) profile as on September 30, 2024. For the 12-month period ending September 30, 2025, the company has total outflows of Rs. 17 crore against total expected inflows of Rs. 803 crore. Further, the liquidity is supported by cash and cash equivalents and investment in fixed deposits of about Rs. 30 crore as on September 30, 2024.

Rating sensitivities

Positive factors – Not applicable

Negative factors – A significant change in the shareholding pattern or in the expectation of support from the Group or a deterioration in the credit profile of AATL or SGHPL could warrant a rating downgrade. Additionally, a significant deterioration in the company's asset quality indicators and liquidity profile would be a credit negative.

Analytical approach

Analytical Approach	Comments
Applicable rating methodologies	ICRA's Credit Rating Methodology for Non-banking Finance Companies
Parent/Group support	Not applicable
Consolidation/Standalone	Standalone

About the company

SG Finserv (SGFL), formerly known as Moongipa Securities Limited, is a non-banking financial company (NBFC) established in 1994. It became a part of the APL Apollo Group when its promoters, Mr. Rahul Gupta and Mr. Rohan Gupta, acquired a 56.25% stake on August 20, 2021. Following this, an open offer was conducted, which concluded on July 22, 2022. Initially holding a Type I NBFC licence, SGFL transitioned to a Type II NBFC licence on October 3, 2024.

SGFL is a 100% digital platform specialising in supply chain financing for small and medium-sized enterprises (SMEs) and micro, small and medium enterprises (MSMEs) by partnering with large corporates known as anchors. It offers financial assistance to the vendors and distribution partners of the anchors. SGFL's assets under management (AUM) stood at Rs. 822 crore as on September 30, 2024 and Rs. 1,673 crore as on March 31, 2024.

The company reported a profit after tax (PAT) of Rs. 34 crore in H1 FY2025 on a total managed asset base of Rs. 873 crore as on September 30, 2024 compared with a PAT of Rs. 79 crore in FY2024 on a total managed asset base of Rs. 1,779 crore as on March 31, 2024. The net worth stood at Rs. 856 crore with a gearing of 0.00x as on September 30, 2024 compared to Rs. 806 crore and 1.2x, respectively, as on March 31, 2024. The gross and net NPAs stood at 0.00% and 0.00%, respectively, as on September 30, 2024 as well as March 31, 2024.

Key financial indicators (audited)

SGFL	FY2023	FY2024	H1 FY2025
Total income	41.6	189.7	74.4
PAT	18.4	78.6	33.5
Total managed assets	1,079	1,779	873
Return on managed assets	3.4%	5.5%	5.1%
Reported gearing (times)	0.9	1.2	0.0
Gross stage 3	0.0%	0.0%	0.0%
CRAR	54.0%	47.8%	103.6%

Source: Company, 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

Instrument	Current (FY2025)			Chronology of rating history for the past 3 years					
	FY2025			FY2024		FY2023		FY2022	
	Type	Amount rated (Rs. crore)	Nov 27, 2024	Date	Rating	Date	Rating	Date	Rating
Commercial paper	Short term	200.00	[ICRA]A1+	-	-	-	-	-	-

Complexity level of the rated instruments

Instrument	Complexity Indicator
Short term – Commercial paper	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	Commercial paper*	NA	NA	NA	200.00	[ICRA]A1+

Source: Company; *Yet to be placed

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.

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