

November 29, 2024

## Sushravya Upliftment Foundation: Rating reaffirmed

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Long-term fund based – Term loan	10.00	10.00	[ICRA]B (Stable); reaffirmed
<b>Total</b>	<b>10.00</b>	<b>10.00</b>	

\*Instrument details are provided in Annexure I

### Rationale

The rating reaffirmation factors in the financial and operational support received by Sushravya Upliftment Foundation (Sushravya) from its Group entity – Organisation for Development of People (ODP), and the track record of ODP's operations in the microfinance business, albeit on a modest scale. The rating is, however, constrained by Sushravya's geographically concentrated operations, its stretched capital structure and limited financial flexibility. The entity's operations are confined to four districts of Karnataka, exposing it to considerable regional concentration risks. Sushravya's gearing<sup>1</sup> remained stretched at 7.8 times as on March 31, 2024 (10.4 times as of March 2023). Internal generation remained modest and the entity reported a net profit of Rs. 0.02 crore in FY2024 vis-à-vis Rs 0.06 crore in FY2023.

ICRA notes that Sushravya is vulnerable to the risks associated with unsecured lending, a marginal borrower profile and other socio-political and operational risks inherent in microfinance operations. Going forward, it is critical for the entity to improve its information technology (IT) and internal control systems to adequately manage the risks associated with the microfinance business.

### Key rating drivers and their description

#### Credit strengths

**ODP's regionally established franchise** – ODP has a track record of over two decades in microfinance activities with a member base of about 2,600 self-help groups (SHGs) as on March 31, 2024. It used to offer microfinance loans directly to its SHG members, which was discontinued from June 2016. ODP currently focusses on extending credit-plus programmes for the empowerment of rural women, financial literacy, and training for various programmes for their livelihood in rural areas. Sushravya was started by ODP's governing body members to provide microfinance loans to its SHG members.

#### Credit challenges

**Modest scale and limited geographical concentration** – Sushravya provides microfinance loans and its on-book portfolio outstanding declined to Rs. 4.2 crore as on March 31, 2024 from Rs. 6.1 crore as on March 31, 2023. (Rs. 6.6 crore as on March 31, 2022). Sushravya and ODP, also undertake business correspondent (BC) activities for two financial institutions and its BC portfolio stood at Rs. 12.1 crore as on March 31, 2024 (Rs. 8.5 crore as on March 31, 2023). The entity's operations are confined to four districts in Karnataka and it has two branches. The concentration of the assets under management (AUM) in four districts, with limited ability to scale up the operations, exposes the entity to the risk of high geographical concentration.

<sup>1</sup> Managed gearing {(borrowings + BC book)/net worth} stood at 21.0 times as of March 2024 vis-à-vis 19.6 times as of March 2023

**Critical to improve appraisal, IT and risk management systems** – The entity’s branches are not connected on a real-time basis and the accounts are prepared only at the head office. Sushravya does not conduct credit bureau checks during its loan appraisal process, exposing it to the overleveraging of borrowers. Its on-book 90+ days past due (dpd) stood at 2.9% in FY2024. As such, it is critical for the entity to strengthen its loan appraisal and information technology (IT) systems to ensure good asset quality as the business expands. Sushravya is looking to commence credit bureau checks during the loan appraisal stage.

ICRA also takes note of the instance of fraud of Rs. 0.2 crore by the employees related to the repayment of collected amounts. Sushravya recovered Rs. 0.09 crore of this amount and wrote off Rs. 0.1 crore. A legal notice has been issued to the employees and the recovery of the written-off amount of Rs. 0.1 crore would be critical. Hence, it is important for the entity to improve the risk management systems to prevent such incidents in the future.

**Weak financial profile** – Sushravya’s capital structure remains stretched with a low net worth of Rs. 0.8 crore and a gearing of 7.8 times as on March 31, 2024. The entity’s internal generation of funds is modest and it reported a profit of Rs. 0.02 crore in FY2024. Currently, its borrowings include loans from Federation of Maholidaya Self-Help Groups (FMSHG) and Grama Vikasa Swa-Sahaya Sanghagala Maha Okkuta (GVSSMO), which do not have fixed repayment schedules. As it is a Section 8 company, Sushravya has limited financial flexibility. It is, therefore, critical to diversify its funding sources to scale up its operations while maintaining adequate liquidity.

### Liquidity position: Adequate

Sushravya had free cash and liquid investments of Rs. 1.01 crore as on October 31, 2024. Further, ICRA takes note of the scheduled inflow of Rs. 2.95 crore from November 2024 to April 2025 against the scheduled outflow of Rs. 0.1 crore during this period. The actual collections during October 2023 to March 2024 aggregated Rs. 2.59 crore. However, it would be critical for Sushravya to maintain its collection efficiency while ensuring the regular flow of funds to sustain its operations and meet its internal growth projections.

### Rating sensitivities

**Positive factors** – The rating could be positively impacted if Sushravya is able to improve its financial risk profile on a sustained basis as it scales up while maintaining good asset quality.

**Negative factors** – Pressure on Sushravya’s rating could arise if there is a deterioration in the asset quality or otherwise, impacting earnings, or a further weakening in the capital or liquidity profile.

### 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	Standalone

### About the company

Sushravya Upliftment Foundation is registered under Section 8 of the Companies Act, 2013 as a not-for-profit entity. It commenced operations in June 2016. Headquartered in Mysuru (Karnataka), Sushravya is entirely held by the governing members of Organisation for Development of People (ODP). Registered in 1990, ODP is a society that undertakes welfare activities in four districts in Karnataka – Chamrajanagar, Kodagu, Mandya and Mysuru. It formed the Federation of Maholidaya Self-Help Groups (FMSHG) in 1991 to provide microfinance to women SHGs while it formed Grama Vikasa Swa-Sahaya Sanghagala Maha Okkuta (GVSSMO) in 2000 for male SHGs. In June 2016, ODP stopped microfinance disbursements and Sushravya started lending operations.

## Key financial indicators (audited)

Sushravya	FY2022	FY2023	FY2024
Total income	1.7	1.7	1.4
PAT	0.1	0.1	0.02
Total managed assets	9.3	9.5	18.5
Return on managed assets	0.7%	0.6%	0.1%
Managed gearing (times)	11.7	10.4	21.0
Gross stage 3 (%)	NA	NA	NA
CRAR (%)	NA	NA	NA

Source: Sushravya, ICRA Research; Amount in Rs. crore

Note: BC book of one of the BC partners is included in the managed assets for FY2024

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

## Any other information: None

## Rating history for past three years

Current (FY2025)					Chronology of rating history for the past 3 years					
FY2025					FY2024		FY2023		FY2022	
Instrument	Type	Amount rated (Rs. crore)	Date	Rating	Date	Rating	Date	Rating	Date	Rating
Long term – Fund based	Long term	10.00	Nov 29, 2024	[ICRA]B (Stable)	Aug 29, 2023	[ICRA]B (Stable)	Jun 09, 2022	[ICRA]B (Stable)	May 18, 2021	[ICRA]B (Stable)

## Complexity level of the rated instruments

Instrument	Complexity Indicator
Long-term fund based – Term loan	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	Proposed term loan	NA	NA	NA	10.00	[ICRA]B (Stable)

Source: Sushravya

[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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