April 11, 2025

Farmart Service Private Limited: Provisional [ICRA]A2(SO) assigned to Series A1 PTC to be issued by KiPlatform Agri TR 2025

Summary of rating action

Trust Name	Instrument*	Current Rated Amount (Rs. crore)	Rating Action
KiPlatform Agri TR 2025	Series A1 PTC	11.82	Provisional [ICRA]A2(SO); Assigned

**Instrument details are provided in Annexure I*

Rating in the absence of pending actions/documents	No rating would have been assigned as it would not be meaningful

Rationale

The pass-through certificates (PTCs) are backed by a pool of trade receivables arising from the invoices raised by Farmart Service Private Limited (Farmart/Originator) amounting to Rs. 15.35 crore.

The provisional rating is based on the strength of the cash flows from the selected pool of contracts along with the eligibility criteria for the follow-on pools, the credit enhancement available in the structure as well as the integrity of the legal structure. The rating is subject to the fulfilment of all the conditions under the structure and ICRA's review of the documentation pertaining to the transaction.

Transaction structure

The payment structure is timely interest and ultimate principal (TIUP), wherein the interest is promised on each payout date while the principal is promised on the final maturity date, which is at the end of the 12th month from the PTC issuance date.

As per the transaction structure, the tenure of the pool shall be divided into two periods – replenishment period and amortisation period.

Replenishment period

The replenishment period will be for around eight months (37 weeks) from the commencement date of the transaction. During this period, the Series A1 PTC investors will receive only the promised interest payouts on a monthly basis and the balance pool collections will be used by the trust to purchase additional identified receivables, as per the selection criteria. If there is any shortfall in assigning eligible contracts, the difference between the principal repayment of the pool and replenishment done for the month shall be held in the trust account and will be utilised in the subsequent month to purchase additional identified receivables.

The transaction also entails certain trigger events for early amortisation. A breach of any of these trigger events would lead to the end of the replenishment period and the start of the amortisation period.

Amortisation period

Post the replenishment period, the residual pool collections will be utilised to repay Series A1 PTC. The monthly cash flow schedule will comprise the promised interest payout for Series A1 PTC. The principal for Series A1 PTC is expected to be paid on a monthly basis (100% of the pool principal billed) but is promised on the final maturity date. There is an additional cushion of two months between the expected maturity and legal maturity to factor in delays in payments from the Buyers[1].

The credit enhancement available in the structure is in the form of (i) a cash collateral (CC) of 5.00% of the aggregate amount, i.e. Rs. 0.77 crore, to be provided by the Originator, and (ii) subordination of 16.15%[2] of the aggregate amount for Series A1 PTC.

Key eligibility criteria for the receivables

The eligibility criteria shall be met:

- On the commencement of the transaction for the purchase of the initial identified receivables
- At each replenishment date of the transaction for the purchase of additional identified receivables

The key eligibility criteria that must be met are:

- The Identified Receivables are unencumbered
- Only fully accepted invoices (based on goods received note (GRN) and deduction report) should be included in the pool and part invoices shall not qualify for the pool;
- All the Invoices are existing and have not been terminated or prepaid by the Obligors, as on the Cut-off Date;
- As on the cut-off date, there are no invoices which are overdue for more than 10 days past the due date
- No buyer have 30+ day past due in the preceding 3 months from the cut-off Date
- Each Obligor has fully repaid the entire amount of last 2 trade receivables within 90 days of the due date;
- The balance tenor of the Identified Receivables is not more than 120 days;
- Credit notes/advances per buyer is not more than 5% of Identified Receivables;
- Identified Receivables comprise at least 15 obligors during the replenishment period (was at least 25 buyer during the last exercise);
- The minimum vintage between the Originator and each buyer, is at least 9 (nine) months;
- Buyer concentration must adhere to the following criteria
    - For Buyers rated A- and above, the concentration per Buyer would be a maximum of 15% and they should constitute at least 50% of the pool.
    - For non-investment grade and unrated Buyers, the concentration per Buyer would be a maximum of 4.5% and they should not constitute more than 20% of the pool.
    - For the BBB category and three pre-determined Buyers, the concentration per Buyer would be a maximum of 10% and they would constitute the balance percentage of the pool.

Key trigger events for early amortisation

On the occurrence of any of the following trigger events, the replenishment period will end immediately with no further loans/receivables being purchased and the PTCs will move to the amortisation period.

- If 15% or more of the identified receivables are overdue (unpaid for 30 days beyond the due date);
- Failure of the Originator to provide sufficient additional identified receivables during the replenishment period such that the additional identified receivables being provided are less than 75% of the accumulated amounts;

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[1] The Originator has identified a set of eligible Buyers for the transaction. The Buyers rated by a credit rating agency may change but will adhere to the concentration limits while the unrated Buyers will be fixed till the final maturity date

[2] The transaction has over-collateralisation of 21.15% of the initial pool of invoices, of which the scheduled PTC interest would be serviced, leading to net over-collateralisation of 16.15% for Series A1 PTC principal payouts

[3] Pool Cover = N/D; where:

N = Sum of: (a) amount equivalent to the aggregate outstanding of all identified receivables acquired and held by the Trust on such date (that are not overdue beyond 30 days); (b) Amounts lying in/to the credit of the Collection and Payout Account that is attributable to the identified receivables and that is remaining unutilised in the Collection and Payout Account following the application of proceeds in accordance with the Waterfall Mechanism; and (c) CC

D = Amount equivalent to Series A1 PTC Subscription Amount or A1 PTC Outstanding amount, whichever is lower

- If the Pool Cover[3] falls below 1.22 times.

Key rating drivers and their description

Credit strengths

Presence of credit enhancement in the form of over-collateralisation and CC – The first line of support for Series A1 PTC in the transaction is in the form of over-collateralisation of 16.15% of the initial pool of invoices. A CC of Rs. 0.77 crore (5.00% of the initial pool value of invoices), to be provided by the Originator, would act as further credit enhancement in the transaction. In the event of a shortfall in meeting the promised PTC payouts, the trustee will utilise the CC to meet the same.

Established relationships between Originator and Buyers – The Originator has established relationships with most of the buyers with average vintage of 18 months as on the pool cut-off date. This is also supported by the eligibility criteria for the follow-on pools where minimum vintage between the Originator and Buyer should be of at least nine months.

No commingling risk – As per the transaction structure, the payments from the Buyers would be received in the designated escrow accounts operated by the Originator but the debit will be controlled by the trustee. The payments relating to the assigned invoices would then be passed on to the Collection and Payout Account of the PTC trust. Thus, ICRA notes that there would be no commingling of funds for the transaction with the Originator's own cashflows.

Credit challenges

Risk of delays in payments by Buyers – The risk of non-payment by Buyers can be deemed to be higher on account of underlying obligations being operational in nature vis-à-vis the obligations to its financial creditors. Nonetheless, the trust would be entitled to all the rights under the Insolvency and Bankruptcy Code, 2016, which would be a mitigant.

Moderate credit quality of the buyers and high buyer concentration risk – As per the eligibility criteria, the receivables should represent at least 50% of the Obligors with credit rating of A- or higher. However, Obligors with credit rating of BB+ or lower (including unrated) can form up to 20% of the invoice pool. Further, the pool would remain concentrated with the top buyer exposure capped at 15%and thus the transaction would remain exposed to any material disputes between the Buyer and the Originator such that the Buyer does not honour the obligated payments. However, the replenishment pool will be guided by certain selection criteria which acts as a mitigant, such as no Buyer should have 30+ dpd during the previous three months, each Buyer has to fully repay the entire amount of last two trade receivables within 90 days of the due date and at least 15 Buyers shall be there in the pool at all times during the replenishment period. Further, each invoice from the Buyers shall be a fully accepted invoice and there should be no overdue for more than 10 days past the due date as on the cut-off date to be eligible for the replenishment pool.

Originator meeting relatively small share of procurement needs of buyers – The Originator would be meeting a relatively small share of the procurement needs of some of the Buyers, given the large scale of operations of the latter. However, ICRA takes comfort from the established relationships of Originator with most of the Buyers, past track record of the payments from the Buyers that have been largely within the contractual terms.

Key rating assumptions

ICRA's cash flow modelling for rating securitisation transactions involves the simulation of potential losses in the pool. ICRA's rating assumption for the quality of the cash flows being securitised, along with the tenure of the payments, has been considered to estimate the default probability of each underlying Buyer payment. Additionally, a certain degree of correlation is assumed in the performance of the various entities in the pool as they are in the same sector/sub-sector. ICRA has also taken note of the Originator's track record in the business. Moreover, the cash flow modelling considers the assumptions regarding the build-up of delinquency/loss and the transaction structure.

Liquidity position: Adequate

The liquidity for the PTC instrument is adequate after factoring in the credit enhancement available to meet the promised payout to the investors.

Rating sensitivities

Positive/Negative factors – The rating is unlikely to be revised during the replenishment period. Any rating revision would depend on the performance of the underlying pool and the credit enhancement utilisation during the amortisation period. The rating would also be sensitive to the credit profile of Buyers and the track record of payments in the normal course of business. The rating could be downgraded on non-adherence to the key transaction terms envisaged at the time of providing the rating.

Analytical approach

The rating action is based on the legal structure of the transaction and factors in the payment mechanism along with the credit profile of the Buyers.

Analytical Approach	Comments
Applicable rating methodologies	Rating Methodology – Collateralised Debt Obligations
Parent/Group support	Not Applicable
Consolidation/Standalone	Not Applicable

Pending actions/documents required to be completed for conversion of the provisional rating into final

The assigned rating is provisional and would be converted into final upon the execution of:

1. Trust deed
2. Assignment agreement
3. Power of Attorney
4. Legal opinion
5. Trustee letter
6. Any other documents executed for the transaction

Validity of the provisional rating

The trust is expected to complete the pending actions/execute the pending documents in the near term. However, in case of continued pendency of the actions/documents beyond one year of this publication, the provisional rating would be withdrawn for the transaction even if the instrument has been issued.

Risks associated with the provisional rating

In case the issuance is completed, but the pending actions/documents are not completed for the transaction within one year (validity period) from the assignment of the rating, the provisional rating will be withdrawn in accordance with ICRA's Policy on Provisional Ratings available at www.icra.in.

About the Originator

Incorporated in December 2015 by Mr. Alekh Sanghera and Mr. Mehtab Hans, Farmart Service Private Limited (Farmart) is a SaaS business-to-business (B2B) food commerce platform serving Asia, the Middle East, and Africa. It is a fully integrated digital market linkage platform for food communities. The company provides digital infrastructure, market linkages and financial capital to its network of food producers, processors and enterprises. As of May 2024, it had a network of around 2,50,000 farm aggregators, over 3.8 million farmers, and more than 4,000 food businesses across the globe. Farmart runs on an asset-light model and has three main revenue verticals in the form of procurement services, export services and value-added services.

Key financial indicators

Farmart (standalone)	FY2022	FY2023	FY2024
	Audited	Audited	Audited
Operating income (OI)	208.2	1,023.8	1,377.2
Profit after tax (PAT)	(17.5)	(46.2)	(37.3)
OPBITDA / OI	(7.4%)	(4.3%)	(2.0%)
PAT / OI	(8.4%)	(4.5%)	(2.7%)
Total outstanding liabilities / Tangible net worth (times)	0.8	0.6	0.9
Total debt / OPBITDA (times)	(3.0)	(3.3)	(7.5)
Interest coverage (times)	(9.0)	(3.3)	(1.3)

Source: Company, ICRA Research; All ratios are as per ICRA's calculations
OPBITDA – Operating profit before interest, tax, depreciation and amortisation
Amount in Rs. crore

Status of non-cooperation with previous CRA: Not applicable

Any other information: None

Rating history for past three years

Trust Name	Current Rating (FY2026)			Chronology of Rating History for the Past 3 Years		
	Instrument	Current Rated Amount (Rs. crore)	Date & Rating in FY2026	Date & Rating in FY2025	Date & Rating in FY2024	Date & Rating in FY2023
			April 11, 2025	-	-	-
KiPlatform Agri TR 2025	Series A1 PTC	11.82	**Provisional [ICRA]A2(SO)**	-	-	-

Complexity level of the rated instrument

Instrument	Complexity Indicator
Series A1 PTC	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 Type	Date of Issuance / Sanction	Coupon Rate (p.a.p.m.)	Maturity Date	Current Rated Amount (Rs. crore)	Current Rating
KiPlatform Agri TR 2025	Series A1 PTC	To be issued	12.00%	12 months post issuance	11.82	Provisional [ICRA]A2(SO)

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

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