

## IIFL Facilities Services Limited

September 03, 2018

### Summary of rated instruments

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Commercial paper programme (IPO financing)	5,000.00	0.00	[ICRA]A1+; withdrawn
Unsecured debt programme	50.00	50.00	[ICRA]AA (Stable); Outstanding
Long Term debt programme	700.00	700.00	[ICRA]AA (Stable); Outstanding
Commercial Paper programme	700.00	700.00	[ICRA]A1+; Outstanding
<b>Total</b>	<b>6,450.00</b>	<b>1,450.00</b>	

### Rating action

ICRA has withdrawn the rating of [ICRA]A1+ for Rs. 5,000 crore Commercial Paper Programme (IPO Financing) of the company. The rating has been withdrawn as there is no amount outstanding against the rated instrument. ICRA has an outstanding rating of [ICRA]AA(stable) on Rs. 700 crore long term debt programme and Rs. 50 crore unsecured debt programme and a rating of [ICRA]A1+ on Rs. 700 crore Commercial Paper programme of the company.

### Rationale

While arriving at the ratings, ICRA has taken a consolidated view of the credit profiles of key India Infoline group companies (collectively referred to as IIFL group) given their common promoters and senior management team, shared brand name, and strong financial and operation synergies.

The ratings factor in IIFL group's diversified business revenues constituted by its financing, distribution and broking operations, the group's robust risk management systems and healthy capitalisation profile backed by a strong consolidated net worth of Rs. 5,542 crore as on June 30, 2018.

On 31<sup>st</sup> January 2018, IIFL group had announced to restructure their corporate business lines. The wealth and asset management business of IIFL will be consolidated into IIFL Wealth. ICRA has taken a note of the announcement and will take an appropriate rating action, if required, subsequent to statutory and regulatory approvals. The detailed release on the event can be accessed [here](#)

### Outlook: Stable

ICRA believes that IIFL group will continue to benefit from its diversified business profile, its demonstrated track record and its robust risk management systems. The outlook may be revised to 'Positive' if there is a substantial and sustained improvement in the company's profitability, leading to an improvement in its financial risk profile. The outlook may be revised to 'Negative' if there is significant deterioration in the asset quality of the credit book and profitability indicators, thereby adversely affecting its financial risk profile.

## Key rating drivers

### Credit strengths

**Diversified financial services group with presence in consumer finance, capital market activities (broking and financial products distribution), wealth management and microfinance** – IIFL group is engaged in financing (carried out through an NBFC and a housing finance company), broking (through its equity and commodity broking subsidiaries) and distribution (through its wealth management companies). Apart from having a diversified loan book of Rs. 39,264 crore (including wealth finance book) crore as on June 30, 2018 (+42% YoY), the group is also a large player in distribution of financial products with assets under advice, management and distribution of Rs. 1,40,898 crore as on June 30, 2018 (+25% YoY). The group is among the leading players in retail broking with a total market share of ~2% in Q1FY2019.

**Diversified lending book; increasing focus on retail lending provides comfort** – The company has a diversified lending book which stood at Rs. 39,264 crore (including wealth finance book) crore as on June 30, 2018 with the mortgage segment accounting for 51% of the portfolio followed by wealth finance (14%), commercial vehicles (11%), gold (11%), MSME (7%), capital market<sup>1</sup> (3%) and microfinance (3%). The diversity in the portfolio has been achieved through a steady growth in segments like commercial vehicle (CV) financing, SME loans, wealth finance and micro finance. Within mortgage, home loan has been the key growth driver with a YoY growth of 57% while loans against property (LAP) had grown moderately at 4%. The group's concentration on gold loans has gradually reduced from the peak in 2014, and now constitutes 11% of the lending book as on March 31, 2018, compared with 36% as on March 31, 2014 (however ICRA does note the 60% YoY growth in gold loan book in Q1FY2019). Going forward, the management intends to grow the lending book at ~30%-35%. The group's increasing focus on retail lending provides credit comfort.

**Comfortable asset quality; however, moderate portfolio seasoning** – IIFL group's reported asset quality (combined for NBFC, HFC and MFI businesses) indicators remain sound with gross NPA at 2.0% and net NPA at 0.9% (1.7% and 0.8% as respectively as on March 31, 2018). The NPAs for the group are largely contributed by LAP, CV and Construction and Real Estate. The ability of the group to accelerate the recovery process and keep credit costs under check, remains a key item to monitor.

**Diverse revenue sources; fee income (broking, distribution, PMS, commodities business) provides support to lending operations** – Financing, wealth management (distribution) and retail broking activities are the key income contributors for the group, accounting for 55%, 27% and 18% respectively of total income<sup>2</sup> in Q1FY2019 (48%, 28% and 23% respectively in FY2018). The share of consolidated operating income from financing and distribution activities has increased steadily over the years while the share from the capital market related activities has declined. The contribution of the wealth management business to overall revenues has been good given the robust growth in client base and assets under management. Although the dependence on capital market related businesses has been reducing, the group's revenue and profitability indicators remain vulnerable to cyclicalities in the domestic capital markets.

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<sup>1</sup>Including wealth finance book

<sup>2</sup>Income is net of interest expense

**Adequate capitalisation; demonstrated ability of the group to raise equity** – IIFL group's capitalisation is comfortable with a consolidated gearing<sup>3</sup> of 5.02 times as on March 31, 2018. The consolidated net worth<sup>4</sup> stood at Rs. 5,542 crore as on June 30, 2018. At the group level, the gearing is expected to remain around 5-5.5 times in the medium term. India Infoline Finance (the non-banking finance company) reported CRAR of 19.0% with Tier 1 of 15.9% as on June 30, 2018 (16.2% and 14.8% respectively as on March 31, 2018). The increase in CRAR was on account of sub debt issuance of Rs. 325 crore subscribed by CDC Group Plc. IIFL Wealth Finance raised equity capital of Rs. 745.71 crore in Q1FY2019 by selling 5.1% stake of IIFL Holdings to marquee financial investors in Q1FY2019 (Amansa, General Atlantic, HDFC Standard Life Insurance, Rimco, Steadview and Ward Ferry). ICRA derives comfort from the group's demonstrated ability to raise equity.

**Adequate liquidity and funding profile; greater stability in funding base with a shift towards longer tenure NCDs** – The group's resource profile is fairly diversified across bank borrowings, NCDs and commercial papers. The share of market-based borrowings has increased over the years with NCDs constituting 29% of the total borrowings as on June 30, 2018 vis-a-vis 20% as on March 31, 2013. The share of bank borrowings reduced to 41% as on June 30, 2018 from 43% as on March 31, 2013 while that of commercial paper remains high at 30% as on June 30, 2018 (37% as on March 31, 2013).

**Profitability metrics remain strong** – The net interest margins for the group have declined over the years with the group focussing on the safer, lower yielding mortgage segment and the decline in share of higher yielding segments like gold loans and capital markets financing. Nevertheless, with decreasing cost of funds and reducing operating expenses with an increase in scale and digitisation of lending operations, the group's profitability remained good. The group reported a consolidated net profit of Rs. 1,162 crore (3.0% of ATA) in FY2018 as compared to Rs. 822 crore (2.9% of ATA) in FY2017. The group reported a consolidated net profit of Rs. 344.5 crore as per IND AS in Q1FY2019 as compared to Rs. 252.7 crore in Q1FY2018, a YoY growth of 36%.

## Credit weaknesses

**Exposure to the more risky commercial LAP and land funding segments and high exposure to the riskier self-employed segment** – The group continues to have some exposure to the more risky commercial LAP and land funding segments. However, the presence of adequate collateral mitigates risk in land funding to some extent. ICRA also takes note of the strategy of the group to reduce incremental exposures to the LAP segment. The group, like most of its peers, also has high exposure to the riskier self-employed segment whose earning profile is more volatile than the salaried segment.

**High growth in the loan book over past three years; a large part of the loan book is yet to be tested for adverse economic cycles** – The high growth in the loan book over the past two years (CAGR of 37%) has resulted in a moderately seasoned portfolio. Given the moderate seasoning in the financing businesses, which contribute the largest proportion of group revenues (49% for FY2018), IIFL's ability to maintain its asset quality across business cycles while growing its portfolio amidst intense competitive pressures would be closely monitored by ICRA and it would remain a key rating sensitivity.

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<sup>3</sup>Including minority interest

<sup>4</sup> Excluding minority interest

**Analytical approach:** For arriving at the ratings, ICRA has taken a consolidated view for IIFL Wealth Finance Limited along with its group company – IIFL Holdings Limited (rated [ICRA]AA(Stable)/A1+) – since both have operational linkages and share a common management.

**Links to applicable criteria:**

[ICRA's Credit Rating Methodology for Non-Banking Finance Companies](#)

## About the company

### IIFL Facilities Services Limited (erstwhile IIFL Real Estate Limited)

IIFL Facilities Services Limited primarily owns the IIFL Group's real estate investments which in turn the company leases to other group companies and external entities and collects lease rentals on the same. It is a 100% subsidiary of IIFL Holdings Limited.

### IIFL Holdings Limited (formerly known as India Infoline Ltd.)

IIFL Holdings Limited (IIFL Holdings, formerly known as India Infoline Ltd.) was founded in 1995 by two professionals as an independent financial research provider. The name of the company was changed to IIFL Holdings Limited in FY2014 when it became a non-operating holding company. The group is engaged in equity broking, portfolio management services, depository services, investment banking, distribution of mutual funds and other financial products, commodity broking, margin funding, consumer loan funding and wealth management.

IIFL group's consolidated net worth stood at Rs. 5,066 crore as on March 31, 2018. IIFL Holdings Limited (consolidated) reported a PAT of Rs. 1,162 crore (Rs 911 crore after minority interest) in FY2018 on a total assets of Rs. 43,703 crore as compared to PAT of Rs. 822 crore (Rs 686 crore after minority interest) in FY2017 on a total asset of Rs. 33,761 crore. The company reported a PAT of Rs. 345 crore in Q1FY2019 on total assets of Rs. 45,239 crore.

## Key Financial Indicators (Audited) (Consolidated for IIFL Holdings)

	FY2017	FY2018	Q1FY2018^	Q1FY2019^
Total Revenues	4,925	6,437	1,435	1,806
Profit after tax	822	1162	252	345
Networth	4,381	5,066	4,191	5,542
Loan Book (AUM)	25,896	37,835	27,635	39,264
Total assets	33,761	43,703	36,689	45,239
PAT/ATA*	2.90%	3.00%	3.76%	3.58%
Return on equity*	14.59%	17.70%	23.51%	25.98%
Gross NPA	1.82%	1.71%	2.04%	2.01%
Net NPA	0.58%	0.79%	0.83%	0.87%
Capital adequacy ratio	18.10%	16.20%	20.60%	19.00%
Gearing	4.32	5.02	-	-

*Amounts in Rs. crore*

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

**Any other information: None**

### Rating history for last three years:

Instrument	Type	Current Rating (FY2019)		Date & Rating		FY2018		FY2017		FY2016		
		Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)									
				Aug-18	Jul-18	Feb-18	Aug-17	Feb-17	Jan-17	Oct-16	Dec-15	Sep-15
1 Commercial Paper Programme (IPO financing)	Short term	5,000	NA	[ICRA]A1 +; withdrawn	[ICRA]A1 +; assigned	-	-	-	-	-	-	-
2 Unsecured Debt Programme	Long Term	50	40	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA(s table)	[ICRA]AA (stable)	[ICRA]AA (stable)	-	-	-
3 Long Term Debt Programme	Long Term	700	70	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA(s table)	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA (stable)	[ICRA]AA (stable)
4 Commercial Paper Programme	Short Term	700	NA	[ICRA]A1 +	[ICRA]A1 +	[ICRA]A1 +	[ICRA]A1+	[ICRA]A1 +	[ICRA]A1 +	[ICRA]A1 +	[ICRA]A1 +	[ICRA]A1 +

### Complexity level of the rated instrument:

ICRA has classified various instruments based on their complexity as "Simple", "Complex" and "Highly Complex". The classification of instruments according to their complexity levels is available on the website [www.icra.in](http://www.icra.in)

## Annexure-1: Instrument Details

ISIN No	Instrument Name	Date of Issuance / Sanction	Coupon Rate	Maturity Date	Amount Rated (Rs. crore)	Current Rating and Outlook
NA	Commercial Paper Programme	NA	NA	7-365 days	700.00	[ICRA]A1+
INE487L07031	Long Term Debt Programme	07-Aug-15	Zero Coupon	14-Sep-18	30.00	[ICRA]AA(stable)
INE487L07064	Long Term Debt Programme	13-Jan-17	Zero Coupon	12-May-20	40.00	[ICRA]AA(stable)
INE487L08013	Unsecured Debt Programme	13-Jan-17	9.25%	20-Jun-18	40.00	[ICRA]AA(stable)
NA	Commercial Paper programme (IPO financing)	NA	NA	7-30 days	5,000.00	[ICRA]A1+; withdrawn

Source: Company Data, Data as on April 30, 2018

## ANALYST CONTACTS

**Karthik Srinivasan**

+91 22 61143444

karthiks@icraindia.com

**Sahil Udani**

+91 22 61143429

sahil.udani@icraindia.com

**Neha Parikh**

+91 22 61143426

Neha.parikh@icraindia.com

**Ankur Verma**

+91 22 61143427

Ankur.verma@icraindia.com

## RELATIONSHIP CONTACT

**L. Shivakumar**

+91 22 6114 3406

shivakumar@icraindia.com

## MEDIA AND PUBLIC RELATIONS CONTACT

**Ms. Naznin Prodhani**

Tel: +91 124 4545 860

[communications@icraindia.com](mailto:communications@icraindia.com)

## Helpline for business queries:

+91-124-2866928 (open Monday to Friday, from 9:30 am to 6 pm)

[info@icraindia.com](mailto:info@icraindia.com)

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## ICRA Limited

### Corporate Office

Building No. 8, 2nd Floor, Tower A; DLF Cyber City, Phase II; Gurgaon 122 002

Tel: +91 124 4545300

Email: [info@icraindia.com](mailto:info@icraindia.com)

Website: [www.icra.in](http://www.icra.in)

### Registered Office

1105, Kailash Building, 11th Floor; 26 Kasturba Gandhi Marg; New Delhi 110001

Tel: +91 11 23357940-50

### Branches

Mumbai + (91 22) 24331046/53/62/74/86/87  
Chennai + (91 44) 2434 0043/9659/8080, 2433 0724/ 3293/3294,  
Kolkata + (91 33) 2287 8839 /2287 6617/ 2283 1411/ 2280 0008,  
Bangalore + (91 80) 2559 7401/4049  
Ahmedabad+ (91 79) 2658 4924/5049/2008  
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Pune + (91 20) 6606 9999

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