

## Press Release

Laxmi India Finleaseap Private Limited

June 26, 2019

### Rating Upgraded and Assigned



<b>Total Facilities Rated*</b>	Rs. 158.05 Cr.
<b>Bank Facilities Rated*</b>	Rs. 148.05 Cr.
<b>Long Term Rating</b>	ACUITE BBB+/ Outlook:Stable (Upgraded from ACUITE BBB/Stable)
<b>Instruments Rated*</b>	Rs. 10.00 Cr.
<b>Long Term Rating</b>	ACUITE Provisional^ BBB+/Outlook: Stable (Upgraded from ACUITE Provisional BBB/Stable)

\* Refer Annexure for details

^The rating will be converted to final rating after the:

- Finalisation of terms of NCD
- Execution of trust deed

### Rating Rationale

Acuité has upgrade the long-term rating to '**ACUITE BBB+ (read as ACUITE triple B plus)**' from '**ACUITE BBB (read as ACUITE triple B)**' on the Rs. 87.46 Cr. bank facilities and has assigned the rating of '**ACUITE BBB+ (read as ACUITE triple B plus)**' to the Rs. 60.59 Cr. bank facilities of Laxmi India Finleaseap Private Limited (LIFPL). The outlook is '**Stable**'.

Further, Acuité has also upgraded the rating to '**ACUITE Provisional BBB+ (read as ACUITE Provisional triple B plus)**' from '**ACUITE Provisional BBB (read as ACUITE Provisional triple B)**' on the Rs. 10 Cr. proposed Non-Convertible Debentures of LIFPL. The outlook is '**Stable**'.

The upward revision in the rating reflects the growth in loan portfolio while maintaining the profitability and asset quality metrics at healthy levels. Acuité expects LIFPL to sustain the improvement in the operating parameters over the near to medium term, on the back of its established network in Rajasthan and prudent underwriting and monitoring policies. LIFPL's Asset under Management (AUM) has grown to Rs. 326.35 crore as on March 31, 2019 from Rs. 200.01 crore as on March 31, 2018.

### About LIFPL:

Incorporated in 1996, LIFPL, a Jaipur based company registered as a non-deposit taking NBFC with RBI. LIFPL is led by Mr. Deepak Baid and Mrs. Prem Devi Baid and is engaged in vehicle financing, Loan against property (LAP) catering micro, small and medium enterprises and unsecured personal and business loans to individuals.

The company commenced operations in April 2011 upon merger with Deepak Finance & Leasing Company - a proprietorship firm engaged in extending credit in Rajasthan. Initially the company financed 3-wheeler and 4-wheeler commercial and non-commercial vehicles in Jaipur and nearby areas and subsequently extended its operations to various rural and semi urban areas in Rajasthan.

The company operates through a network of 66 branches in Rajasthan and one in Gujarat and caters to 9444 borrowers as on March 31, 2019.

### Analytical Approach

Acuité has adopted a standalone approach on LIFPL's business and financial risk profile for arriving at the rating.

### Key Rating Drivers

#### Strengths

#### • Established track record of Promoters:

Mr. Deepak Baid, promoter of LIFPL, has over two decades of experience in the financial services industry and has played a vital role in building the company's current scale and presence in Rajasthan. The Board of Directors comprises Mr. Deepak Baid (Managing Director), Mrs. Prem Devi Baid (Director), Mrs. Anisha Baid (Director) and Mr. Surendra Mehta (Independent Director). They have over a decades of

experience in the financial services industry. The company in FY2019, has on boarded Mr. Kishore Kumar Sansi (Independent Director), who has over a decade of banking expertise and has been associated with various public sector bank.

Over the years, LIFPL has successfully expanded its operations to 67 branches across Rajasthan and has imitated lending in Gujarat. The company's AUM has grown to Rs. 326.35 cr. as on March 31, 2019 from Rs. 200.01 cr. as on March 31, 2018 .

LIFPL reported a networth of Rs. 76.87 Cr. as on March 31, 2019 as against Rs. 61.24 Cr. as on March 31, 2018, supported by equity infusions by promoter group along with plough back of profit. Networth as on March 31, 2019, includes Rs. 8.91 Cr. of unsecured loans treated as quasi equity as the promoters have committed to retain the same. The company has reported a gearing of 3.78 times as on March 31, 2019 as against 2.67 times as on March 31, 2018. The promoters are resourceful with a track record of funds infusion in the company. The promoter and his family has infused Rs. 23.27 in two years ended March 31, 2019. The company as a policy maintains capitalisation levels at/above 20 percent. LIFPL's overall capital adequacy stood at 20.8 percent as on March 31, 2019 with Tier 1 CAR of 20.27 percent.

Acuité believes that the company's growth prospects will be supported by the promoters experience in the industry along with their demonstrated track record of resource raising ability.

#### • **Healthy growth in scale of operations:**

LIFPL on the back of its established presence in the lending segment along with strong foothold in its key operating geographies, has demonstrated a healthy growth. The company has put in place stringent underwriting standards and credit policies which is reflective of maintained asset quality and profitability levels which in turn supports the healthy growth. The company is engaged in extending Loan against property (LAP), vehicle financing, along with construction financing and commercial tractor loans.

LIFPL had an AUM of Rs. 326.3 Cr. as on March 31, 2019 of which on book portfolio stood at Rs. 304.8 Cr. of the on book portfolio, LAP loans (MSME) contributed 82 percent, Vehicle financing contributed 12 percent and the remaining was contributed by Construction finance and others. Primarily focused in extending LAP loans to MSME's , the company's portfolio is granular in nature with a ticket size of upto 60 lakhs and is maintaining Loan to value ratio of below 50 percent in 59 percent of the overall AUM. Further, larger part of the LAP loans are for business needs as these the borrower profile includes retailers and businessmen having steady cashflows.

The growth in loan portfolio is coupled with healthy earning profile. LIFPL's Net Interest Margins (NIMs) have improved to 9.11 percent in FY2019 as against 8.49 percent in FY2018, primarily supported by the company's ability to lend at competitive and profitable lending rates. The company's Return on Average Assets (ROAA) have improved to 3.13 percent in FY2019 from 2.21 percent in FY2018, primarily due to maintained operating expenses to earning assets ratio of 4.24 percent in FY2019 as against 4.20 percent in FY2018 and no headwinds faced in managing asset quality. The bad debts written off has increased to Rs. 1.07 Cr. in FY2019 from Rs. 0.62 Cr. in FY2018.

Acuité expects that the company will continue to maintain the envisaged growth rate along with profitability at healthy levels on the back of continued capital support from promoters and stringent underwriting and credit policies in place.

#### **Weaknesses**

##### • **Susceptibility of asset quality to seasoning and concentration risk:**

LIFPL forayed in the lending segment in 2011, however had commenced extending Loan against Property since 2015 having an average tenure of upto 7 years. The company's loan book of has grown significantly to Rs. 304 Cr. as on March 31, 2019 from Rs. 105 Cr. as on March 31, 2017. Due to substantial growth in the loan book in the last three years, ~58 percent of the overall portfolio as on March 31, 2018, has a seasoning of less than one year. The company has maintained its asset quality in the last two years, with GNPA of 1.21 percent as on March 31, 2019 as against 1.01 percent as on March 31, 2018.

Further, the company's operations are concentrated in Rajasthan with 99 percent of the portfolio outstanding as on March 31, 2019 being disbursed in the state. The company has started its operations in Gujarat and plans to increase its presence. Occurrence of events such as slowdown in economic activity or shifting of activity to other geographies could impact the cash flows of the borrowers, thereby impacting credit profile of LIFPL's borrowers. The company's ability to maintain its asset quality given the low seasoned loan book and increased presence in the newer geographies will remain a key rating monitorable.

### Liquidity Position:

LIFPL's overall liquidity profile remains adequate. The company's assets and liabilities are well matched with no deficit in any of the time buckets upto 5 years. The company has demonstrated its ability to raise funds by securitising its portfolio in FY2019 which supports its liquidity profile. The Company's liquidity profile is further supported by working capital line of Rs. 5 Cr. which was on an average of 12 months ended March 31, 2019, 75 percent utilized.

### Outlook: Stable

Acuite believes that LIFPL will maintain a 'Stable' outlook over the near to medium owing to established track record of promoters in lending and their resource raising ability along with demonstrated growth in loan portfolio while maintaining asset quality and profitability metrics. The outlook may be revised to 'Positive' in case of higher than envisaged growth in loan portfolio while maintaining profitability and asset quality metrics. Conversely, the outlook may be revised to 'Negative' in case of any deterioration in asset quality or profitability metrics or in case of headwinds faced by promoters in raising resources in a timely and profitable manner or in case of any deterioration in capital structure or capitalisation levels.

### About the Rated Entity - Key Financials

Parameters	Unit	FY19 (Actual)	FY18 (Actual)	FY17 (Actual)
Total Assets	Rs. Cr.	374.38	228.94	119.03
Total Income*	Rs. Cr.	28.16	15.38	8.65
PAT	Rs. Cr.	9.45	3.85	0.98
Net Worth	Rs. Cr.	76.87	61.24	40.50
Return on Average Assets (RoAA)	(%)	3.13	2.21	0.95
Return on Average Net Worth (RoNW)	(%)	13.68	7.57	2.61
Total Debt/Tangible Net Worth (Gearing)	Times	3.78	2.67	1.81
Gross NPA	(%)	1.21	1.01	0.83
Net NPA	(%)	1.03	0.86	0.70

\* Total income equals to Net interest income plus other income

### Status of non-cooperation with previous CRA (if applicable)

None

### Any other information

None

### Applicable Criteria

- Rating of Non-Banking Financing Entities - <https://www.acuite.in/view-rating-criteria-44.htm>
- Default Recognition - <https://www.acuite.in/view-rating-criteria-17.htm>
- Financial Ratios And Adjustments - <https://www.acuite.in/view-rating-criteria-20.htm>

### Note on complexity levels of the rated instrument

<https://www.acuite.in/criteria-complexity-levels.htm>

### Rating History (Upto last three years)

Date	Name of Instrument / Facilities	Term	Amount (Rs. Cr.)	Ratings/Outlook
27 July , 2018	Cash Credit	Long Term	5.00	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	4.47	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	11.93	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	25.16	ACUITE BBB/Stable (Assigned)

	Term Loan	Long Term	6.51	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	0.53	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	9.54	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	38.30	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	9.85	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	8.75	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	6.06	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	2.44	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	4.44	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	0.24	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	4.81	ACUITE BBB/Stable (Assigned)
	Term Loan	Long Term	4.67	ACUITE BBB/Stable (Assigned)
	Proposed Non -convertible Debentures	Long Term	10.00	ACUITE BBB/Stable (Assigned)
	Proposed facility	Long Term	5.35	ACUITE BBB/Stable (Reaffirmed)
24 May 2018	Proposed facility	Long Term	20.00	ACUITE BBB / Stable (Assigned)

**\*Annexure – Details of instruments rated**

ISIN	Name of the Facilities	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. Cr.)	Ratings/Outlook
NA	Cash Credit	-	-	-	5.00	ACUITE BBB+/Stable
	Term Loan	-	-	-	3.12	ACUITE BBB+/Stable
	Term Loan	-	-	-	6.21	ACUITE BBB+/Stable
	Term Loan	-	-	-	19.48	ACUITE BBB+/Stable
	Term Loan	-	-	-	4.03	ACUITE BBB+/Stable
	Term Loan	-	-	-	0.21	ACUITE BBB+/Stable
	Term Loan	-	-	-	6.02	ACUITE BBB+/Stable
	Term Loan	-	-	-	18.65	ACUITE BBB+/Stable
	Term Loan	-	-	-	5.97	ACUITE BBB+/Stable
	Term Loan	-	-	-	5.83	ACUITE BBB+/Stable
	Term Loan	-	-	-	3.24	ACUITE BBB+/Stable
	Term Loan	-	-	-	1.56	ACUITE BBB+/Stable
	Term Loan	-	-	-	2.50	ACUITE BBB+/Stable
	Term Loan	-	-	-	0.17	ACUITE BBB+/Stable
	Term Loan	-	-	-	2.03	ACUITE BBB+/Stable
	Term Loan	-	-	-	3.44	ACUITE BBB+/Stable
	Term Loan	-	-	-	4.63	ACUITE BBB+/Stable
	Term Loan	-	-	-	4.25	ACUITE BBB+/Stable
	Term Loan	-	-	-	4.58	ACUITE BBB+/Stable
	Term Loan	-	-	-	10.00	ACUITE BBB+/Stable
	Term Loan	-	-	-	4.00	ACUITE BBB+/Stable

	Term Loan	-	-	-	15.00	ACUITE BBB+/Stable
	Term Loan	-	-	-	10.00	ACUITE BBB+/Stable
	Term Loan	-	-	-	8.13	ACUITE BBB+/Stable
	Proposed Non - convertible Debentures	-	-	-	10.00	ACUITE Provisional BBB+/Stable

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## About Acuité Ratings & Research:

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