

Press Release
Capital India Finance Limited

June 25, 2021



Rating Reaffirmed; Outlook Revised

Total Facilities Rated*	Rs. 650.00 Cr.
Total Bank Facilities Rated	Rs. 500.00 Cr.
Long Term Rating	ACUITE A-/ Stable (Reaffirmed; Outlook Revised)
Non-Convertible Debentures	Rs. 150.00 Cr.
Long Term Rating	ACUITE A-/ Stable (Reaffirmed; Outlook Revised)

* Refer Annexure for details

Rating Rationale

Acuite has reaffirmed the long-term rating of '**ACUITE A-**' (read as **ACUITE A minus**) on the Rs. 500.00 Cr. bank facilities of Capital India Finance Limited (CIFL). The outlook is revised from '**Negative**' to '**Stable**'.

Acuite has also reaffirmed the long-term rating of '**ACUITE A-**' (read as **ACUITE A minus**) to the non-convertible debentures of Capital India Finance Limited (CIFL). The outlook is revised from '**Negative**' to '**Stable**'.

Revision in Outlook

The revision in outlook is driven by CIFL's lower than expected deterioration in asset quality marked by consolidated (CIFL & CIHL) GNPA of 0.05 percent as on March 31, 2021. CIFL's on time portfolio (consolidated) stood at 91.71 percent as on March 31, 2021 as compared to 99.21 percent as on March 31, 2020. The rating action further factors in decline in the proportion of CIFL's exposure towards top 20 borrowers to 43.80 percent (consolidated portfolio) as on March 31, 2021 as compared to 71.94 percent as on March 31, 2020. The exposure to Commercial Real Estate was also brought down to 38.43 percent as on March 31, 2021 from 59.97 percent as on March 31, 2020 for SME portfolio (CIFL standalone).

The rating further factors in Capital India Group's seasoned management, significant support from investors and strong resource raising ability. The rating takes into account strong capitalization level of the Capital India Group with networth of Rs. Rs. 596.56 Cr. and leverage of 0.48 times as on March 31, 2021 (consolidated). Acuite has also noted a shift towards more granular SME lending which is expected to provide some cushion against asset quality shocks going forward and diversification of its revenue streams by venturing into fee-based businesses i.e forex and fintech businesses.

Some of these rating strengths however, are constrained with moderation in profitability of the Capital India Group as seen in PAT of 6.08 Cr. as on March 31, 2021 from 13.86 Cr. as on March 31, 2020 (consolidated). The rating also takes into consideration the decline in on-time portfolio (consolidated) and rise in lower bucket delinquencies which is in line with the prevailing challenges faced in the wake of pandemic. On the consolidated level, the earnings profile of the Group is susceptible to scaling up and stability in its fee based businesses.

Analytical Approach

Acuite has adopted a consolidated approach and considered the business and financial risk profile of Capital India Finance Limited (CIFL) and its subsidiaries, Capital India Home Loans Limited (CIHL), Capital India Assets Management Private Limited (CIAM), CIFL Holdings Private Limited (CHPL), CIFL Investment Adviser Private Limited (CIML), Capital India Wealth Manager Private Limited (CIML) and RapiPay Fintech Private Limited (RFPL) for arriving at the rating.

Extent of Consolidation: Full.

CIHL is a subsidiary of CIFL with 99.96 percent shareholding and extends credit towards the affordable home loan segment. CIAM, CHPL, CIML and CIML are 100 percent subsidiary of CIFL, there were no major

operations in these companies at present. CIFL holds 56 percent stake in RFPL. RFPL holds a pre-paid instrument (PPI) license. It is engaged in providing money transfer services via a franchised Retail Network of distributors and retailers across India.

About the company

CIFL is a systemically important non deposit taking non-banking financial company (NBFC) registered with the Reserve Bank of India. The company is engaged in extending wholesale credit towards real estate, Loan against Property and corporate/structured finance loans. Currently the company has expanded its borrower base and has been focusing on SME business class and reducing their exposure to commercial real estate.

The company commenced its lending operations in November 2017. Presently, CIFL is led by Dr. Harsh Kumar Bhanwala (Executive Chairman), Mr. Keshav Porwal (Managing Director) and Mr. Vineet Kumar Saxena ((MD – CIHL & CEO – CIFL), each having an experience of nearly two decades in financial services. The company's equity is listed on the Bombay Stock Exchange (BSE) and has a market capitalisation of Rs. 916 Cr as on June 21, 2021. Around 73 percent of CIFL's equity is held by Capital India Corp LLP (erstwhile Trident Holdings LLP) which is promoted by Mr. Sumit Narvar. Mr. Narvar is a businessman who is engaged in development of commercial and residential real estate projects in India. Besides the promoter holding, CIFL has been able to attract funding from reputed investors such as Dharampal Satyapal Limited, RJ Corp Limited, Sudhir Power Limited among others.

Key Rating Drivers

Strengths

- **Experienced management team backed by resourceful investors**

Capital India Group has strong backing from its investors and experienced management team. The Group is promoted by Noida based Narvar Family and is led by senior professionals such as Dr. Harsh Kumar Bhanwala (Executive Chairman), Mr. Keshav Porwal (MD - CIFL) and Mr. Vineet Kumar Saxena (MD – CIHL & CEO – CIFL). Dr. Harsh Kumar Bhanwala is ex-Chairman NABARD, and has over three decades of experience in banking and financial services including financial inclusion, Microfinance, Co-op. Credit Institutions, Rural Infrastructure Project Development and other areas. Mr. Keshav Porwal has more than two decades of experience in Financial Services sector and brings considerable experience in successfully closing large and complex transactions involving PE investments and restructuring of medium size companies. Mr. Vineet Kumar Saxena is a seasoned Banking & Financial services professional with around two decades of experience in Commercial & Retail Lending

CIFL's Board comprises of 7 members of which four are independent Directors. Dr. Harsh Kumar Bhanwala (ex-Chairman NABARD) is the Executive Chairman at CIFL. The day to day operations are managed by seasoned professionals with expertise in corporate finance, mortgage lending SME/MSME lending and real estate lending each having over a decade of relevant experience. CIFL is backed by domestic long-term investors such as Capital India Corp LLP (holding 73 percent), Dharampal Satyapal Limited (holding 7.97 percent), RJ Corp Limited (holding 4.9 percent) among others.

The ability to attract funding from diverse investors has supported the company's capitalisation levels. The company has a networth (consolidated) of Rs. 596.56 Cr. as on March 31, 2021 (standalone Rs. 559.12 Cr.) and Rs. 539.58 Cr as on March 31, 2020. The company's capital adequacy ratio remains comfortable with capital adequacy of 63.68 percent for CIFL (standalone) and 107.15 percent for CIHL (standalone) of as on March 31, 2021 (provisional). CIFL has low gearing levels at 0.48 times as on March 31, 2021 (consolidated).

Acuite believes that CIFL's consolidated business profile will be supported by expertise of seasoned professional managing the day to day operations and the support from the resourceful investors.

- **Diversified Business Profile**

Capital India Finance Limited has diversified business profile, its NBFC segment extends wholesale credit towards real estate, Loan against Property and corporate/structured finance loans. The company is gradually shifting towards more granular SME portfolio. Capital India Home Loans Limited (CIHL), incorporated in 2017, extends credit towards affordable home loan segment. CIHL's loan portfolio

(standalone) grew to Rs. 137.02 Cr. as on March 31, 2021 from Rs. 70.49 Cr. as on March 31, 2020. The strategy of CIHL is to build a relatively smaller ticket sized, well-diversified and granular loan book across all product offerings and geographies. Further, while the HFC is building sales distributions organically through teams spread across different branches and locations, it has also built alliances with multiple established partners to complement customer acquisitions through onward lending arrangements that are risk-backed in the form of first loss default guarantees (FLDGs) and service guarantees. CIFL's loan portfolio (consolidated) grew to Rs. 700.16 Cr. as on March 31, 2021 from Rs. 573.68 Cr. as on March 31, 2020.

Apart, from its lending-based activities of Capital India group has also developed its fee-based business namely RemitX and RapiPay. Capital India under the brand name of RemitX holds AD II license from RBI (since Sep 2020) to conduct foreign exchange business. RemitX is an integrated foreign exchange service provider and focuses on provide end to end forex and travel solutions leveraging technology. RapiPay Fintech Private Limited (RFPL) provides neo banking services like Domestic Remittances, Adhaar enabled Payment System and Micro ATM via its pan India retail agent network of Direct Business Outlets. RFPL holds a PPI (Pre-paid Instrument) license from RBI and provides money transfer services. RapiPay operates on an B2B model via a franchised retail network of distributors and retailers across India. Capital India Finance Limited has been diversifying its revenue stream by focusing on developing its fee-based services like Forex business under the brand name of RemitX (AD II license) and Fintech business under the brand name of RapiPay.

Weaknesses

- **Susceptibility of the credit profile to large ticket exposures from real estate segment; Current operating environment likely to impinge on asset quality and profitability**

CIFL (NBFC and HFC) commenced its lending operations in 2017. The NBFC is engaged in extending wholesale credit towards real estate, Loan against Property and corporate/structured finance loans. Currently it has expanded its borrower base and has been focusing on SME business class and reducing their exposure to commercial real estate. HFC focused on affordable housing segment. At the initial stage of its growth the company (NBFC) had focused primarily on the real estate sectors with large ticket sizes ranging between Rs. 10 – 40 Cr. The company's top 20 exposures (mostly real estate exposures) comprised 72 percent of the book (consolidated) as on March 31, 2020. Following the challenges in overall economic conditions in FY2020, the group shifted its focus towards building a relatively granular book. Consequently, CIFL has introduced various small ticket loans with new disbursements having ticket sizes ranging between Rs. 15 lakhs to Rs. 5 Cr. The company has also bought down its exposure towards its top 20 borrowers to 43.8 percent of the portfolio (consolidated) as on March 31, 2021. As a result, CIFL's portfolio having ticket size in the range of Rs. 30-40 Cr. has reduced to 5.45 percent as on March 31, 2021 as compared to 28.14 percent as on March 31, 2020. Although, the company has reduced its exposure to real estate segment and deployed the funds so released towards other relatively granular non-real estate avenues, it is pertinent to note that real estate sector has been facing significant challenges on account of the overall tepid environment and slowdown in offtake of projects. Despite the challenges relating to covid/ moratorium, the company could rationalize its Real Estate book from FY2020 to FY2021 which provides some comfort. CIFL's loan portfolio (consolidated) increased to Rs. 700.16 Cr. as on March 31, 2021 from Rs. 573.68 Cr. as on March 31, 2020. The SME and Housing portfolio of CIFL has relatively low seasoning, with HFC portfolio having around 51 percent of the outstanding portfolio (standalone) comprising of tenure more than 15 years as on March 31, 2021. HFC portfolio comprises ~59 percent of outstanding portfolio of CIHL (standalone) as on March 31, 2021. While, CIFL's overall consolidated asset quality remained healthy with GNPA of 0.05 percent as on March 31, 2021, its on-time portfolio declined to 91.71 percent as on March 31, 2021 as compared to 99 percent levels in June and March 2020. The increase in delinquencies in softer buckets (upto 30 dpd) was observed, majorly comprising CIFL's NBFC portfolio as on March 31, 2021. The company had contained slippages for 90+ dpd and was thus able to manage its GNPA levels. The increase in 0-30 dpd is attributable to on-going economic environment.

The ability of CIFL to maintain the growth in its Assets Under Management (AUM) by expanding in non-real estate segments, while maintaining its profitability margins and containing its asset quality pressures will be key monitorable.

Rating Sensitivity

- Contribution from fee-based businesses
- Growth in AUM
- Improvement in profitability metrics
- Movement in collection efficiency and asset quality
- Movement in liquidity buffers
- Changes in regulatory environment

Material Covenants

CIFL is subject to covenants stipulated by its lenders/investors in respect of various parameters like capital structure, asset quality, among others.

Liquidity Position: Adequate

Business growth of CIFL has majorly been supported by equity funds, the company's dependence on debt is very low as reflected in low gearing of 0.48 times as on March 31, 2021 (consolidated). The company has no significant term debt obligations over the near term. CIFL was able to obtain fundings from public sector banks in the form of Term loans and NCD's under TLTRO during FY2021. The company currently has cash and cash equivalents of ~Rs. 142 Cr. as on March 31, 2021 (consolidated). The liquidity position of the company is expected to support the business growth of the company over the near term.

Outlook: Stable

Acuite believes that CIFL's consolidated credit profile will be supported by its experienced management, support from resourceful promoters' /investor base and healthy capitalisation level. The outlook may be revised to 'Positive' in case the company is able to scale up its loan book significantly while maintaining its asset quality and profitability metrics. Conversely, the outlook may be revised to 'Negative' in case of significant deterioration in asset quality/ profitability metrics or increased concentration in portfolio towards real estate sector.

About Rated Entity – Key Financials – CIFL (Standalone)

	Unit	FY21 (Actual)	FY20 (Actual)
Total Assets	Rs. Cr.	806.53	670.43
Total Income*	Rs. Cr.	74.50	92.30
PAT	Rs. Cr.	20.46	30.38
Net Worth	Rs. Cr.	559.12	539.58
Return on Average Assets (RoAA)	(%)	2.77	4.54
Return on Average Net Worth (RoNW)	(%)	3.72	5.78
Debt/Equity	Times	0.39	0.22
Gross NPA	(%)	-	-
Net NPA	(%)	-	-

* Total income equals to Net interest income plus other income

About Rated Entity – Key Financials – CIFL (Consolidated)

	Unit	FY21 (Actual)	FY20 (Actual)
Total Assets	Rs. Cr.	1037.71	710.26
Total Income*	Rs. Cr.	286.76	102.30
PAT	Rs. Cr.	6.08	13.86
Net Worth	Rs. Cr.	596.56	521.15

Return on Average Assets (RoAA)	(%)	0.70	2.01
Return on Average Net Worth (RoNW)	(%)	1.09	2.69
Debt/Equity	Times	0.48	0.23
Gross NPA	(%)	0.05	-
Net NPA	(%)	0.02	-

* Total income equals to Net interest income plus of her income

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

Not Applicable

Any other information

Not Applicable

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-52.htm>
- Financial Ratios And Adjustments - <https://www.acuite.in/view-rating-criteria-53.htm>
- Consolidation of Companies: <https://www.acuite.in/view-rating-criteria-60.htm>
- Entities in Service Sector - <https://www.acuite.in/view-rating-criteria-50.htm>

Note on complexity levels of the rated instrument

<https://www.acuite.in/view-rating-criteria-55.htm>

Rating History (Upto last three years)

Date	Name of Instrument / Facilities	Term	Amount (Rs. Cr.)	Ratings/Outlook
18-Jun-2020	Term Loans	Long Term	125.00	ACUITE A-/ Negative (Reaffirmed; Outlook revised from Stable)
	Working Capital Demand Loan	Long Term	50.00	ACUITE A-/ Negative (Reaffirmed; Outlook revised from Stable)
	Proposed Term Loan	Long Term	325.00	ACUITE A-/ Negative (Reaffirmed; Outlook revised from Stable)
	Proposed Non-Convertible Debentures	Long Term	150.00	ACUITE A-/ Negative (Assigned)
16-Aug-2019	Term Loans	Long Term	125.00	ACUITE A- / Stable (Reaffirmed)
	Working Capital Demand Loan	Long Term	50.00	ACUITE A- / Stable (Reaffirmed)
	Proposed Term Loan	Long Term	325.00	ACUITE A- / Stable (Reaffirmed)
28-Sep-2018	Term Loans	Long Term	125.00	ACUITE A- / Stable (Assigned)
	Working Capital Demand Loan	Long Term	50.00	ACUITE A- / Stable (Assigned)
	Proposed Term Loan	Long Term	325.00	ACUITE A- / Stable (Reaffirmed)

17-Aug-2018	Proposed Term Loan	Long Term	500.00	ACUITE A- / Stable (Assigned)
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***Annexure – Details of instruments rated**

Name of Facilities	Bank	Date of Issuance	Coupon Rate	Maturity Date	Size of Issue (Rs. Cr.)	Ratings/ Outlook
Term Loan	Yes Bank	4/8/2018	Not Available	14/8/2021	25.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Term Loan	SIDBI	Not Available	Not Available	Not Available	2.50	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Term Loan	State Bank of India	07/10/2020	Not Available	30/11/2025	40.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Term Loan	Indian Bank	20/10/2020	Not Available	30/12/2023	41.67	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Proposed Bank Facility	-	Not Applicable	Not Applicable	Not Applicable	390.83	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Non-convertible Debentures	INE345H07021	30/07/2020	Not Available	30/07/2023	25.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Non-convertible Debentures	INE345H07013	24/06/2020	Not Available	24/06/2023	50.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Non-convertible Debentures	INE345H07039	06/11/2020	Not Available	06/05/2022	30.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Non-convertible Debentures	INE345H07047	31/12/2020	Not Available	30/06/2022	10.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)
Proposed Non-convertible Debentures	-	Not Applicable	Not Applicable	Not Applicable	35.00	ACUITE A- / Stable (Reaffirmed; Outlook revised from Negative)

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