

Press Release

Inditrade Fincorp Limited (Formerly JRG Fincorp Limited)

January 07, 2022

Rating Reaffirmed



Product	Quantum (Rs. Cr)	Long Term Rating	Short Term Rating
Bank Loan Ratings	100.00	ACUITE BBB+ Negative Reaffirmed Stable to Negative	
Non Convertible Debentures (NCD)	50.00	Provisional ACUITE A- Negative Reaffirmed Stable to Negative	
Total	150.00	-	-

Rating Rationale

Acuite has reaffirmed the long-term rating of 'ACUITE BBB+' (read as ACUITE triple B plus) on the Rs. 100.00 Cr. bank facilities of Inditrade Fincorp Limited (IFL). Further, Acuite has Reaffirmed the rating of 'ACUITE PROVISIONAL A-' read as (ACUITE Provisional A minus) on the Rs. 50.00 Cr. Proposed Secured Redeemable Non-Convertible Debenture (NCD). The outlook is revised from 'Stable' to 'Negative'.

The conversion of the rating from provisional rating to final rating reflects satisfactory completion of documentation as required by Acuite. The documents received by Acuite are as follow:

- Appointment of SEBI registered debenture trustee
- Execution of signing of trust deed with the proposed 'Structured Payment Mechanism' (SPM) duly incorporated.
- Receipt of final term sheet and confirmation from trustee regarding the compliance with all the terms and conditions of term sheet.

The Outlook is revised from 'Stable' to 'Negative' on account of, stressed asset quality and deterioration of financial performance at group level. GNPA and NNPA of IML and IFL at consolidated level stands at 5.40 percent and 2.16 percent as on September 30, 2021 (1.28 percent and 0.55 percent as on March 31, 2021). The company has total restructured portfolio of ~12 percent as on September 30, 2021. ICL's financial performance has decreased in H1FY22 (PAT :1.45 Cr.), main reason being IFL booked loss in H1FY21 (PAT : -3.60 Cr.),

The rating Reaffirmation takes into account, experienced management team and the group's focus on diversification of the business streams. The rating further derives strength from the healthy capitalization levels supported by group networth of Rs. 202.03 Cr (Including minority interest). As on September 30, 2021 both companies, IML and IFL had adequate capitalization buffers at 31.06 percent and 81.33 percent respectively. ICL also has good amount of sanctions in pipeline from PSU's and other private banks. Gearing of ICL stands at 1.39x at H1FY22 and 1.30x as at March 31, 2021

The rating is however constrained due to challenges faced in operating environment as the group's key product offerings are spread across extending credit to MSME borrowers and microfinance loans towards borrower with limited ability to absorb income shocks. The rating also factors in moderate profitability metrics driven by relatively higher write offs. The company's RoAA declined to 1.83 percent for FY2021 as compared to 3.14 percent in FY2020. The rating is further constrained by the moderate scale of operations and geographical concentration of the loan portfolio.

About the company

Acuite Ratings & Research Limited

www.acuite.in

Inditrade Fincorp Limited (IFL, erstwhile JRG Fincorp Limited) is an NBFC-ND engaged in extending loans against Agri commodities since 2016 and commenced merchant trade advancing and digital lending since 2019. The company has its head office in Mumbai and primarily operates through a network of 5 branches across 5 states, namely Maharashtra, Tamil Nadu, Kerala, Karnataka and Telangana.

ICL holds 57 percent and 43 percent is held by private equity investors Athena India opportunities fund and Pavin Ventures as on March 31, 2020. IFLs AUM stood at Rs. ~174 Cr. as on March 31, 2021.

About the Group

Inditrade Group operates through its flagship company Inditrade Capital Limited (ICL; formerly known as JRG Associates). The company was taken over by the present promoter Mr. Sudip Bandyopadhyay in 2015 by acquiring 73.4 percent stake from Barings Private Equity Partners.

The group is engaged in commodity financing and derivatives & commodity trading since 2016 and in microfinance lending since 2017. The group has commenced Micro Small and Medium Enterprises (MSME) Lending in 2018 and rural marketing and DSA business. ICL operates through 7 subsidiaries namely Inditrade Fincorp Limited (erstwhile JRG Fincorp Limited), Inditrade Microfinance Limited, Inditrade Business Consultants Limited, Inditrade scalerator limited (erstwhile Inditrade commodities Trading Limited), Inditrade Rural Marketing Limited (erstwhile Inditrade Derivatives and Commodities Limited), Inditrade Insurance & Broking Private Limited and Inditrade Technologies Limited (erstwhile Inditrade Housing Finance Limited). The group's consolidated lending AUM stood at Rs. 302 Cr. as on March 31, 2021.

Inditrade Capital Limited's equity capital is listed on BSE with promoter and promoter group holding 71.8 percent as on March 31, 2021.

Analytical Approach

Acuité has taken the consolidated view on business and financial risk profile of Inditrade Microfinance Limited (IFL) along with Inditrade Capital Limited and its subsidiaries hereinafter referred to as 'Inditrade Group' to arrive at the rating. The companies considered for consolidation are:

- Inditrade Fincorp Limited (erstwhile JRG Fincorp Limited)
- Inditrade Microfinance Limited (IML)
- Inditrade Business Consultants Limited (IBCL)
- Inditrade scalerator limited (ISL)
- Inditrade Rural Marketing Limited (IRML)
- Inditrade Insurance & Broking Private Limited (IIBPL)
- Inditrade Technologies Limited (ITL)

The consolidation is in view of the common management, shared brand along with strong operational and financial synergies between the group companies.

Extent of Consolidation: Full.

Key Rating Drivers

Strength

- **Healthy Capitalisation buffers likely to support near to medium term financial flexibility:**

Inditrade Capital group is a mid-sized financial services group primarily focused on lending towards MSME sector and MF lending. The group is also engaged in commodity trading, rural marketing and DSA business for MSME services as well. The key promoter of the group is Mr. Sudip Bandyopadhyay, a chartered accountant with nearly three decades of experience in financial services. The board comprises of experienced professionals with experience in banking and financial services. The group presently has two major verticals i.e. microfinance lending and lending towards Micro, Small and Medium enterprises (MSME). The MSME finance activities are carried out through IFL and microfinance activities are carried out

through IML. The group's lending AUM (excluding lending to group companies) stood ~Rs. 302 Cr. as on March 31, 2021 as against Rs.307 Cr. as on March 31, 2020. The group has been equity funded, with a Networth of Rs. 202 Cr (Including minority interest) and debt of Rs. 280.37 Cr as on March 31, 2021. Besides the on-book leverage, the group has identified other financing options such as securitization and direct assignment to support its AUM growth. As on March 31, 2021 both companies, IML and IFL had adequate capitalization buffers at 31.06% and 81.33% respectively. In view of the current pandemic stress on asset quality is expected to be elevated, the disruption in the credit profile of the borrowers will be visible on expiry of moratorium period. In such a situation, Acuite believes that, entities with lower leverage will find it relatively easier to raise debt and thereby have better financial flexibility. The group is in talks with various PSU banks to raise debt to support its liquidity and growth plans. Acuite believes that Inditrade capital group shall continue to benefit from its experienced management and its prudent capital structure which will enable it to raise additional funding to support its growth requirements and absorb any asset quality pressures over the near term.

Weakness

- **Susceptibility of the operating performance to current challenges in the operating environment:**

The group's key product offerings are spread across extending credit to MSME segment and microfinance loans towards borrower with limited ability to absorb income shocks. Majority of the groups MSME borrowers comprise of small traders like kirana shops, salons and other local small business operators. The group's lending AUM (excluding lending to group companies) stood ~Rs. 302.01 Cr. as on March 31, 2021 as against Rs. 307.02 Cr. as on March 31, 2020. The company had introduced micro lending fintech loan product, whose tenure for repayment lied between 7-30 days, with an average ticket size of Rs. 2000- Rs. 5000. The company faced challenges in recovering dues from customers specially for their new unsecured asset class (Micro fintech lending) and also faced covid induced challenges in other asset classes. This resulted in company writing off Rs.51.40 Crores of their loan portfolio. Currently, the company has discontinued this unsecured micro-fintech product.

In the event of sustained challenges in attaining optimal collection efficiency, the stance of the lenders and investors of PTCs will be critical. Acuite believes that while some of the impacts on collection efficiency is temporary, a portion of the borrowers could suffer a permanent impairment in their livelihood and this, in turn, could impact the portfolio of lenders like Inditrade.

Acuite believes the credit costs is likely to be high over the near to medium term however the groups capitalization buffers will be adequate to mitigate and absorb any income shocks. Against this backdrop, the group's ability to manage the asset quality and profitability metrics while diversifying its product mix will be a key rating sensitivity.

- **Moderation in Asset Quality:**

The group's lending AUM (excluding lending to group companies) stood ~Rs. 302.01 Cr. as on March 31, 2021 as against Rs. 307.02 Cr. as on March 31, 2020. The outbreak of the COVID-19 and the intermittent lockdowns have significantly impacted the operations of the Money lending industry. The business activities of the borrowers have been impacted, affecting their cash flows and thereby impacting the asset quality, liquidity and the collection efficiency of the NBFCs. While the MFI sector has demonstrated strong resilience to economic events such as natural calamities and events like demonetization, the players had to endure a high level of credit costs. Further the group's MSME portfolio is mainly located in urban and semi-urban regions with 90% concentration in Maharashtra. The company has total outstanding on book portfolio of Rs.320.07 Cr as on September 30, 2021, out of which restructured portfolio stands at ~12 percent as on September 30, 2021. Inditrade group has been following RBI guidelines to maintain 10% provisioning on restructured portfolio, however given the significant amount of write offs in FY21, the group might require to make further

provisioning. Acuité believes, given the challenges, the company's ability to manage the additional slippages while maintaining the portfolio collections will be crucial.

ESG Factors Relevant for Rating

Inditrade Fincorp Limited (IFL) belongs to the Non-Banking Financial Companies (NBFC) sector which complements bank lending in India. Some of the material governance issues for the sector are policies and practices with regards to business ethics, board diversity and independence, compensation structure for board and KMPs, role of the audit committee and shareholders' rights. On the social aspect, some of the critical issues for the sector are the contributions to financial inclusion and community development, sustainable financing including environmentally friendly projects and policies around data privacy. The industry, by nature has a low exposure to environmental risks.

IFL is primarily engaged in MSME loans which supports financial inclusions by financing of smaller businesses board. The entity maintains adequate transparency in its business ethics practices as can be inferred from the entity's disclosures regarding related party transactions, vigil mechanism and whistle blower policy. The board of directors of the company comprise of 4 independent directors and 1 female director out of a total of 7 directors. The audit committee formed by the entity majorly comprises of independent directors with the objective to monitor and provide an unbiased supervision of the management's financial reporting process. IFL also maintains transparency in terms of disclosures pertaining to interest rate policy and its adherence to Fair Practice Code as disseminated by Reserve Bank of India's circular.

Rating Sensitivity

- Adverse Movement in asset quality
- Movement in leverage indicators
- Stagnant loan Portfolio
- Consistent decline in profits at consolidated level
- Profitability matrix

Material Covenants

None

Liquidity Position: Adequate

- Strong • Adequate • Poor • Stretched

In the interim, the group had unencumbered cash and bank balances of ~Rs. 67.64 Cr. as on September 30, 2021. The collection of the group was in the range of ~Rs. 75.75 Cr. for October, 2021, against Total group's monthly commitments (debt servicing obligations, payout to assignment investors and operating expenses) is ~Rs. 93.63 Cr. Acuite believes that the ability to raise long term funding and ability to raise optimal collection efficiency will be critical to maintaining a stable liquidity profile.

Outlook: Negative

Acuité believes that Inditrade's credit profile will be under pressure on account of significant impairment of asset quality and attaining optimal profitability over the near term. The outlook may be revised to 'Stable' in case Inditrade group is able to demonstrate a significant improvement asset quality as well as credit pressure. The rating may be downgraded if the company faces challenges in attaining stable profitability or asset quality for its near term business requirements. Any further deterioration in AUM or profitability or asset quality will also impart a negative bias to the rating.

Key Financials - Standalone / Originator

About Inditrade Fincorp Limited (Standalone) - Key Financials

Parameters	Unit	FY21(Actual)	FY20 (Actual)
Total Assets	Rs. Cr.	227.38	192.19

Total Income*	Rs. Cr.	95.08	46.89
PAT	Rs. Cr.	4.95	10.63
Net Worth	Rs. Cr.	131.43	126.46
Return on Average Assets (RoAA)	(%)	2.36	5.75
Return on Average Net Worth (RoNW)	(%)	3.84	8.77
Total Debt/Tangible Net Worth (Gearing)	Times	0.60	0.37
Gross NPA	(%)	5.04	1.01
Net NPA	(%)	3.12	0.75

*Total income equals to Net interest income plus other income

Key Financials - Consolidated

About Inditrade Capital Limited (Consolidated) - Key Financials

Parameters	Unit	FY21 (Actual)	FY20 (Actual)
Total Assets	Rs. Cr.	499.11	456.83
Total Income*	Rs. Cr.	146.98	99.35
PAT	Rs. Cr.	8.75	14.30
Net Worth	Rs. Cr.	197.74	187.55
Return on Average Assets (RoAA)	(%)	1.83	3.14
Return on Average Net Worth (RoNW)	(%)	4.54	7.87
Total Debt/Tangible Net Worth (Gearing)	Times	1.30	1.10
Gross NPA	(%)	NA	NA
Net NPA	(%)	NA	NA

*Total income equals to Net interest income plus other income

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

None

Any other information

Any other information Supplementary disclosures for Provisional Ratings

A. Risks associated with the provisional nature of the credit rating

In case there are material changes in the terms of the transaction after the initial assignment of the provisional rating and post the completion of the issuance (corresponding to the part that has been issued) Acuite will withdraw the existing provisional rating and concurrently, assign a fresh final rating in the same press release, basis the revised terms of the transaction.

B. Rating that would have been assigned in absence of the pending steps/ documentation

The rating would be equated to the standalone rating of the entity: ACUITE BBB+/ Negative.

C. Timeline for conversion to Final Rating for a debt instrument proposed to be issued

The provisional rating shall be converted into a final rating within 90 days from the date of issuance of the proposed debt instrument. Under no circumstance shall the provisional rating continue upon the

expiry of 180 days from the date of issuance of the proposed debt instrument.

Applicable Criteria

- Application Of 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>
- Default Recognition: <https://www.acuite.in/view-rating-criteria-52.htm>
- Non-Banking Financing Entities: <https://www.acuite.in/view-rating-criteria-44.htm>

Note on complexity levels of the rated instrument

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

Rating History

Date	Name of Instruments/Facilities	Term	Amount (Rs. Cr)	Rating/Outlook
06 Jan 2021	Proposed Bank Facility	Long Term	27.63	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Reaffirmed)
	Term Loan	Long Term	9.37	ACUITE BBB+ Stable (Assigned)
	Proposed Non Convertible Debentures	Long Term	50.00	ACUITE Provisional A- Stable (Reaffirmed)
	Term Loan	Long Term	38.00	ACUITE BBB+ Stable (Reaffirmed)
31 Dec 2020	Term Loan	Long Term	9.37	ACUITE BBB+ Stable (Reaffirmed)
	Proposed Non Convertible Debentures	Long Term	50.00	ACUITE Provisional A- Stable (Assigned)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Reaffirmed)
	Term Loan	Long Term	38.00	ACUITE BBB+ Stable (Reaffirmed)
	Proposed Bank Facility	Long Term	27.63	ACUITE BBB+ Stable (Reaffirmed)
17 Sep 2020	Term Loan	Long Term	9.37	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Assigned)
	Proposed Non Convertible Debentures	Long Term	50.00	ACUITE Provisional A- Stable (Assigned)
	Term Loan	Long Term	38.00	ACUITE BBB+ Stable (Assigned)
	Proposed Bank Facility	Long Term	27.63	ACUITE BBB+ Stable (Reaffirmed)
31 Aug 2020	Proposed Bank Facility	Long Term	127.63	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ (Withdrawn)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ (Withdrawn)
	Term Loan	Long Term	9.37	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	50.00	ACUITE BBB+ (Withdrawn)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ (Withdrawn)
	Term Loan	Long Term	38.00	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Reaffirmed)
		Long		ACUITE BBB+ Stable

06 Dec 2019	Working Capital Term Loan	Term	50.00	(Reaffirmed)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Reaffirmed)
	Proposed Bank Facility	Long Term	65.00	ACUITE BBB+ Stable (Reaffirmed)
	Proposed Bank Facility	Long Term	65.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	50.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Reaffirmed)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Reaffirmed)
25 Sep 2018	Working Capital Term Loan	Long Term	50.00	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	25.00	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Assigned)
	Proposed Bank Facility	Long Term	65.00	ACUITE BBB+ Stable (Assigned)
	Working Capital Term Loan	Long Term	20.00	ACUITE BBB+ Stable (Assigned)

Annexure - Details of instruments rated

Lender's Name	ISIN	Facilities	Date Of Issuance	Coupon Rate	Maturity Date	Quantum (Rs. Cr.)	Rating
Not Applicable	Not Applicable	Proposed Long Term Bank Facility	Not Applicable	Not Applicable	Not Applicable	78.23	ACUITE BBB+ Negative Reaffirmed Stable to Negative
Not Applicable	Not Applicable	Proposed Non Convertible Debentures	Not Applicable	Not Applicable	Not Applicable	50.00	Provisional ACUITE A- Negative Reaffirmed Stable to Negative
IDFC Bank Ltd	Not Applicable	Term Loan	Not available	Not available	Not available	17.42	ACUITE BBB+ Negative Reaffirmed Stable to Negative
National Bank for Agriculture and Rural Development (NABARD)	Not Applicable	Term Loan	Not available	Not available	Not available	1.50	ACUITE BBB+ Negative Reaffirmed Stable to Negative
MAS Financial Service Ltd.	Not Applicable	Term Loan	Not available	Not available	Not available	2.85	ACUITE BBB+ Negative Reaffirmed Stable to Negative

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About Acuité Ratings & Research

Acuité Ratings & Research Limited is a full-service Credit Rating Agency registered with the Securities and Exchange Board of India (SEBI). The company received RBI Accreditation as an External Credit Assessment Institution (ECAI), for Bank Loan Ratings under BASEL-II norms in the year 2012. Since then, it has assigned more than 8,850 credit ratings to various securities, debt instruments and bank facilities of entities spread across the country and across a wide cross section of industries. It has its Registered and Head Office in Kanjurmarg, Mumbai.

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