

Press Release

Genev Capital Private Limited

May 11, 2021



Rating Upgraded

Total Bank Facilities Rated	Rs. 100.00 Cr.
Long Term Rating	ACUITE AA (CE)* / Stable (Upgraded from ACUITE AA-(CE))

*Credit Enhancement for structure based on pledge of highly rated bonds/ debt securities

Rating Rationale

Acuite has upgraded the long term rating on the Rs. 100.00 Cr. bank facilities of Genev Capital Private Limited (GCPL) from '**ACUITE AA- (CE)**' (read as **ACUITE double A minus (Credit Enhancement)**) to '**ACUITE AA (CE)**' (read as **ACUITE double A (Credit Enhancement)**). The outlook is '**Stable**'.

Reason for upgrade

The upgrade in rating reflects the marked improvement in the business and financial profile of GCPL in FY2021. On the back of strong revenue and profitability metrics, the standalone (unsupported) rating of GCPL has been revised from 'ACUITE BBB-' to 'ACUITE BBB'. The rating of GCPL continues to factor in its large and reputed client network, expertise of the management in the bond market trade and the adequate liquidity buffers, which has enabled the company to scale up its transactional volume year-on-year basis. GCPL's transactional volume increased from Rs. 19,628 Cr. in FY2020 to Rs. 25,638 Cr. in FY2021. The upgrade in rating factors in growth in GCPL's total transactional value includes Intra-day transactions, which constitute around 70 percent of the total trade. Consequently, total income and PAT increased from Rs. 19.88 Cr. and Rs. 6.19 Cr. in FY2020 to Rs. 24.66 Cr. and Rs. 9.08 Cr. in FY2021 (provisional).

Acuite also takes into account in established presence of Derivium Tradition group in the Indian capital market and the long-standing relationship with various clients. The rating further factors in the benefits arising from the strength of the structure and the underlying pledge of highly liquid securities while arriving at the rating.

About GCPL

GCPL, incorporated in April 2018, is a debt market intermediary catering to wide range of clients like provident funds, insurance companies, family offices, banks and others. GCPL's head office is at Mumbai and has its branch offices at New Delhi, Kolkata and Bengaluru. The company is promoted by Mr. Kunal Shah and Mr. Ashish Ghiya, (promoters - Derivium Tradition Securities India Private Limited) and Switzerland based Tradition Group through its entity Tradition Asia Pacific (Pte.) Limited. Tradition Asia Pacific (Pte.) Limited holds ~26 percent equity shares of GCPL.

Analytical Approach

Acuite has considered the standalone business and financial risk profile of GCPL to arrive at the standalone rating and has further factored in the benefits arising from the strong structure while arriving at the rating. The suffix (CE) indicates credit enhancement arising from the strength of the structure and the underlying pledge of highly liquid securities. The strength of the underlying structure and continued adherence to the same is central to the rating.

Standalone (Unsupported) Rating: ACUITE BBB (Upgraded from ACUITE BBB-)

Key Rating Drivers

Strengths

• Strength of underlying structure

The structure being assessed envisages an aggregate borrowing limit of Rs. 100.00 Cr. in the form of working capital demand loan/ cash credit from the bank secured by pledge of underlying bonds and securities. The underlying securities will be government securities and corporate bonds rated AA and above within overall limit of Rs. 100.00 Cr. The bank has also stipulated differential margin for different category of securities to be purchased under this arrangement.

The government securities purchased by the company will be held in a designated Constituent Subsidiary General Ledger (CSGL) Account and a joint depository participant account for corporate bonds, which will be duly pledged to the bank. The limits as sanctioned by the bank stipulates purchase of only Government securities and Corporate bonds rated AA and above.

The joint holding of the account facilitates for strict monitoring at the lenders end with respect to transactions. The bank stipulates margin requirement in the range of 5 percent to 15 percent (depending on the nature of the security i.e. lowest margin for risk-free securities like G-Sec). The stipulations also include the options available to the lender in case of a margin shortfall.

The securities pledged against which funding would be provided is restricted to Government securities and Corporate Bonds rated AA and above and requires its inclusion in the lenders bank pre-approved list thus providing an effective mitigation of credit risk at the initial stage of selecting securities for trade purposes. The structure further provides for shorter duration of the securities held like in case of securities outstanding in CGSL account for more than 30 days would not be reckoned while calculating drawing power. Hence, the exposure to credit risk is limited to the period the security is held and the structure facilitates for a shorter duration.

Acuite believes that the structure sanctioned by the lender provides for adequate covenants to safeguard the interest of the lenders. The lenders have adequate buffers available to initiate corrective action and mitigate the risk arising out of any adverse market movements. The strict adherence to the sanctioned terms and conditions (as advised by the lender to GCPL vide letter dated February 22, 2021) is central to the rating.

• Benefits emanating from association with Derivium Tradition

Genev Capital Private Limited (GCPL) is promoted by Tradition Group and Mr. Kunal Shah and Mr. Ashish Ghiya – promoters of Derivium Tradition Securities India Private Limited (DTSIPL). Tradition Group is the interdealer broking arm of Compagnie Financière Tradition and one of the world's largest interdealer brokers in over-the-counter financial and commodity related products represented in over 29 countries. Its day-to-day operations are managed by its directors Mr. Kunal Shah and Mr. Ashish Ghiya. Mr. Kunal Shah is a finance professional with over two decades of experience in debt capital markets involving credit origination, fixed income portfolio management and advisory. Mr. Ashish Ghiya is an investment banker and has over two decades of experience in Indian currency, interest rate & credit markets.

DTSIPL was incorporated in 2003 by Mr. Ashish Ghiya & Mr. Kunal Shah, and is a SEBI registered stock broker and a member of Bombay Stock Exchange (BSE), National Stock Exchange (NSE) & Metropolitan Stock Exchange (MSEI). DTSIPL has grown from being a G-Secs & Bond intermediary to a full-fledged Investment Bank providing services across origination, intermediation, advisory and distribution. DTSIPL has strong transactional relationship with more than 1300 institutional & corporate clients and is also an exchange broker in the Interest Rate Futures (IRF) segment of the NSE, BSE and MSEI & FIMMDA accredited broker for OTC interest rate derivatives. It earned total operating income of Rs. 23.24 Cr. and its networth stood at Rs. 19.22 Cr. as on December 31, 2020 (provisional). Going forward, DTSIPL will be mostly focusing on its broking and investment banking services with limited trading arrangements for specific clients.

The promoters floated Genev Capital Private Limited in 2018 which is functioning as a market maker and book runner for G-Secs, SDLs, Government guaranteed debt & highly rated corporate bonds on a matched principle basis. GCPL benefits from the established presence of Derivium Tradition group in the Indian capital markets and long-standing relationships with various clients. GCPL functions as an intermediary for its clients to buy and sell debt securities, both Government and private. Its network and

market intelligence enable it to offer solutions to its clients which mostly comprise banks, mutual funds, insurance companies, foreign portfolio investors, provident and pension funds as well as semi institutional clients like wealth management companies, corporates, family offices.

Acuité believes that Derivium Tradition group's presence in the domestic capital market and established relationships with marquee clients and investors should support its business risk profile over the near to medium term.

- **Improvement in financial and operational risk profile**

The established presence of Derivium Tradition group in the Indian capital markets, long-standing relationships with various clients and trade based on matched principle basis has enabled GCPL to scale up its transactional volume year-on-year basis. GCPL transactional volume in terms of total value of bonds traded increased to Rs. 25,638.27 Cr. in FY2021 from Rs. 19,627.82 Cr. in FY2020 (including transactions with DTSIPL of Rs. 2,044.59 Cr. and Rs. 1,883.73 Cr. in FY2021 & FY2020 respectively). GCPL also reported improvement in its earning profile with improvement in total income which stood at Rs. 24.66 Cr. in FY2021 (provisional) as compared to Rs. 19.88 Cr. in FY2020. Net Income from sale and purchase of bonds remains the major revenue source of GCPL's revenue structure which increased to Rs. 19.44 Cr. in FY2021 (provisional) from Rs. 14.82 Cr. in FY2020.

Acuité believes that despite improvement in GCPL's earning profile, its business operations would remain susceptible to inherent risks in capital market and overall economic environment.

Weaknesses

- **Susceptibility of performance to optimal management of credit and market risks**

Genev Capital Private Limited's business performance is linked to the level of activity in the bond markets which in turn is linked to the overall economic activity. The volumes in the debt capital market are influenced by economic cyclicality and other macroeconomic factors such as GDP, growth rate, inflation, movement in interest rates and policy actions adopted by RBI. GCPL generally engages into buy and sell transactions on behalf of its clients which comprise provident and pension funds, mutual funds, banks, family offices etc. Most of the purchases of the securities are simultaneously sold to its clients. As a prudent strategy, GCPL prefers to minimize the holding period in respect of any securities which significantly mitigates the associated credit risk and market risk. However, since a complete matching and synchronization of purchase and sale orders may always not be feasible, GCPL will always be required to maintain certain inventory at any point of time. This exposes the company to certain credit and market risk. The risk assumed by GCPL depends on nature of the security, volatility in the price of the security and the period of the holding. The timely churning of the portfolio also becomes important. Occurrence of significant credit events such as credit cliffs i.e. sharp deterioration in credit quality, may often result in a material decline in the bond prices and impact the liquidity of the counter. Such events could also trigger demands for accelerated payments by lenders in case of pledge-based borrowings.

Since the investments held by the company are offered as collateral in this structure of pledge-based borrowings, the continued acceptability of the investments and margin requirements also have a bearing on the financial flexibility of the company. Besides market related factors, changes in bank's policies regarding the investments offered as collateral can also impact the performance and financial flexibility of the company.

Acuité believes that the ability to manage the tradeoff between various risks such as credit risk, market risk and operational risk and the returns is critical to the maintenance of a stable credit risk profile.

Rating Sensitivity

- Credit cliff in respect of any major security held by the company.
- Level of unencumbered liquid investments vis-à-vis borrowings.
- Any changes in credit quality of any bonds in security investment portfolio.

Material Covenants

None

Assessment for Adequacy of Credit Enhancement Structure

The structure provides for adequate covenants to safeguard the interest of the lenders and has adequate buffers available to initiate timely corrective action and effectively mitigate the risk arising out of any adverse market movements.

Liquidity: Adequate

Currently the company has cash credit limit of Rs. 100.00 Cr. against the pledge of highly rated bonds and securities acceptable to the bank. The networth of the company as on March 31, 2021 (provisional) stood at Rs. 42.29 Cr. providing adequate buffer to meet any requirements in case of any credit events. Besides providing for margin money it also provides adequate buffer to meet any working capital requirements. GCPL also avails overdraft against bonds facility of Rs. 50.00 Cr. to meet for any working capital requirements, its average utilization was around 27 percent for 6 months ended March 31, 2021.

Outlook: Stable

Acuite believes that GCPL will maintain 'Stable' credit risk profile over the medium term supported by its well-established position in the capital markets and experienced management. The outlook may be revised to 'Positive' in case of a sizeable improvement in its earnings translating to an improvement in its networth and unencumbered inventory of securities. Conversely, the outlook may be revised to 'Negative' in case of sharp deterioration in credit quality of investment, reduction in the level of unencumbered securities or increase in debt levels (non-pledged based debt levels).

About the Rated Entity - Key Financials

Particulars	Unit	FY21 (Provisional)	FY20 (Actual)
Total Assets	Rs. Cr.	116.30	90.92
Total Income*	Rs. Cr.	24.66	19.88
PAT	Rs. Cr.	9.08	6.19
Networth	Rs. Cr.	42.29	33.22
Return on Average Assets (RoAA)	(%)	8.76	10.50
Return on Net Worth (RoNW)	(%)	24.04	20.79
Total Debt/Tangible Net Worth (Gearing)	Times	1.51	1.55
Gross NPA	(%)	N.A	N.A
Net NPA	(%)	N.A	N.A

* Total income equals to Net interest income plus other income

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

Not Applicable

Any other information

Not Applicable

Applicable Criteria

- Entities in Service Sector: <https://www.acuite.in/view-rating-criteria-50.htm>
- Explicit Credit Enhancements: <https://www.acuite.in/view-rating-criteria-49.htm>
- Application of Financial Ratios and Adjustments: <https://www.acuite.in/view-rating-criteria-53.htm>
- Default Recognition: <https://www.acuite.in/view-rating-criteria-52.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
12-Feb-2020	Cash Credit (for G-Sec)	Long Term	100.00**	ACUITE AA- (CE)* / Stable (Assigned)

*Credit Enhancement for structure based on pledge of highly rated bonds/ debt securities

**Sub limit of Rs. 50 Cr. to be utilized as cash credit against pledge of AA+ and above rated corporate bonds

*Annexure – Details of instruments rated

Name of the Facilities	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. Cr.)	Ratings/Outlook
Working Capital Demand Loan (for G-Sec)	Not Applicable	Not Applicable	Not Applicable	100.00**	ACUITE AA (CE)* / Stable (Upgraded from ACUITE AA- (CE))

*Credit Enhancement for structure based on pledge of highly rated bonds/ debt securities

**Sub limit of Rs. 100 Cr. to be utilized as cash credit against pledge of AA and above rated corporate bonds

Contacts

Analytical	Rating Desk
Mohit Jain Senior Vice President Tel: 022-49294000 mohit.jain@acuite.in Shreyans Mehta Senior Analyst - Rating Operations Tel: 022-49294062 shreyans.mehta@acuite.in	Varsha Bist Senior Manager - Rating Desk Tel: 022 - 49294011 rating.desk@acuite.in

About Acuite Ratings & Research:

Acuite 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 8,000 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 Mumbai.

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