

## Press Release

### (Assignee Payout- Paisalo Digital Limited, Purchaser - Bank of Baroda)

June 12, 2020



#### Rating Assigned

<b>Assignee Payout*</b>	Rs. 118.36 Cr.
<b>Long Term Rating</b>	ACUITE PROVISIONAL A (SO) (Assigned)

\* Refer Annexure for details

**Erratum:** In the original PR dated March 19, 2020, the hyperlinks to the relevant rating criteria referred to an earlier version which have now been updated in this version.

#### Rating Rationale

Acuité has assigned a rating of '**ACUITE PROVISIONAL A (SO)**' (**read as ACUITE Provisional A (Structured Obligation)**) to the Assignee Payout transaction originated by Paisalo Digital Limited (The Originator). The assignee payout comprises of a pool of secured MSME loans with principal outstanding of Rs.118.36 Cr.

The provisional rating is based on the strength of cash flows from the selected pool of contracts and the credit enhancement is available in the form of:-

- (i) Cash collateral of Rs. 13.78 core (11.64 percent of the pool principal outstanding) to be provided by the Originator,
- (ii) Excess Interest Spread (EIS) in the structure; and the integrity of the legal structure.

Acuite understands that this transaction is being undertaken under the Partial Credit Guarantee (PCG) scheme of GOI.

The final ratings will be contingent to fulfilment of all conditions under the structure and the review of documentation pertaining to the transaction by Acuité.

#### **About the Originator (Paisalo Digital Limited)**

Delhi based, Paisalo Digital Limited (PDL) incorporated in 1992, is a systemically important non deposit taking NBFC engaged in extending loans to MSME/SME for working capital needs and extending small loans for income generation purpose to individual borrowers as well as under joint lending group (JLG) model. PDL primarily operates in ten states, namely, Rajasthan, Gujarat, Maharashtra, Uttar Pradesh, Haryana, Himachal Pradesh, Uttarakhand, Bihar, Punjab and National Capital Territory of Delhi, through a network of 116 branches as on December 31, 2019. PDL's AUM stood at Rs. 1934.30 Cr as on December 31, 2019 with the primary exposure towards secured MSME loans at Rs. 1673.56 Cr (87 percent of AUM), the balance comprised of small loans to individual borrowers (13 percent of AUM). The ticket size of MSME portfolio ranges between Rs. 10 Lakhs to Rs. 5 Cr. PDL recorded a net profit of Rs. 56.4 Cr in FY 2019 while its GNPA post write offs stood at 0.23% as on March 31, 2019.

PDL's equity shares are listed on Bombay Stock Exchange Limited (BSE) and National Stock Exchange of India Limited (NSE). The promoter and promoter group hold 27.74 percent of the aggregate shareholding in the company, with remaining 72.26% held by Public/FIs, DILs and Mutual Funds.

#### **Assessment of the pool:**

The current pool of Rs. 118.36 Cr. comprises ~7.07 percent of PDL's overall secured MSME loan exposures as on December 31, 2019. The pool constitutes MSME loans of 244 individual borrowers. The borrowing profile comprises of small traders engaged in agriculture and allied activities coming from rural and semi urban areas of Delhi, Gujarat, Rajasthan, Uttar Pradesh and Bihar. Around 97.7 percent of the outstanding pool principal are from repeated borrowers with the balance being first time borrowers.

The underlying term loans are repayable on monthly basis and are secured in nature. The original maturities of these loans range between 18-60 months. The loans have fixed interest rates. The average outstanding per borrower was Rs. 48.50 lakhs with highest individual outstanding of Rs. 2.48 Cr. The top 10 borrowers of

the pool account for Rs. 20.74 Cr. i.e. 17.53 percent of the pool outstanding.

As on the pool cut-off date, February 29, 2020, the pool was 54.7 percent amortised with an aggregate principal outstanding balance of Rs. 118.36 Cr. The weighted average seasoning of the pool is 19 months. As on the pool cut-off date of February 29, 2020, there were no overdues from the designated loans of the pool.

### **Credit Enhancements (CE)**

The transaction is supported in the form of:

- i.) Cash collateral of 11.64 percent of the pool principal in the form of fixed deposit with assignee in the name of the originator with a lien marked in favour of the trustee.
- ii.) Excess interest spread (EIS) in the pool

### **Transaction Structure**

The transaction is structured at par. The settlement will be on monthly basis. Collections of a particular month will be utilized to make interest and principal payouts to assignee. Any excess amount after making payment to assignee will flow back to the originator. The collection and payout account will be maintained with the assignee under the authority of the trustee representative. The payouts of the pool are expected to end by February 2024.

### **Brief Methodology:**

Acuité has arrived at a base case delinquency estimate of 4% - 5 % in respect of the loan assets being sold to assignee. Acuite has further applied appropriate stress factors to the base loss figures to arrive at the final loss estimates and consequently the extent of credit enhancement required. The final loss estimates also considers the risk profile of the particular asset class i.e. secured MSME loans, the borrower strata, economic risks and the collection efficiency record over the past nine months. Acuité has also considered the adequate track record of operations of the originator and the initial pool characteristics while arriving at the final loss estimate.

### **Legal Assessment:**

The assessment is based on the draft terms; the final legal opinion will be on the documents required for conversion from provisional to final rating.

### **Key Risks**

- **Counterparty Risks:**

The borrower class typically comprise of small traders who are engaged in agriculture and allied activities in rural and semi urban areas. The credit profile of such borrowers will depend on the level of agricultural and also other economic activities in their area of operations, this in turn will have an impact on the pool cashflows.

- **Concentration Risks:**

Since the pool is granular, i.e. underlying assets in the pool are in nature of retail loans to 244 individual borrowers, hence the risk is significantly mitigated. Geographically, the pool is concentrated in Delhi with ~84% of the pool, followed by Uttar Pradesh at ~8%, Bihar at ~4% and the remaining pool was collectively from Rajasthan and Gujarat.

- **Prepayment Risk:**

The pool is subject to prepayment risks. In case of significant prepayments, the assignee will be exposed to interest rate risks, since the cash flows from prepayment will have to be deployed at lower interest rates.

- **Servicing Risk**

There is limited track record of servicing assignee payout transactions, since this is the first assignee payout transaction for PDL. However, PDL has undertaken some direct loan assignment with banks.

- **Regulatory Risk**

In the event of any regulatory stipulation impacting the PCG scheme of GOI or the securitisation market as a whole, the payouts to the assignee may be affected.

### **Liquidity Position – Adequate**

The liquidity position in the transaction is adequate. The cash collateral available in the transaction amounts to Rs.13.78 Cr i.e. 11.64% of the pool principal outstanding. The payout will also be supported by an internal credit enhancement in the form of excess interest spread.

**Material Covenants:** None

**Key Rating sensitivity**

- Sharp increase in delinquencies i.e. PAR 90+ days past due.
- Decline in credit quality of originator which could impact the servicing of the pool, in the opinion of the rating agency.

**Key Financials – Originator (Paisalo digital Limited)**

Particulars	Unit	FY19	FY18
Total Assets	Rs. Cr.	2175.11	2042.48
Total Income*	Rs. Cr.	211.49	190.12
PAT	Rs. Cr.	56.38	57.75
Net Worth	Rs. Cr.	664.12	613.70
Return on Average Assets (RoAA)	(%)	2.67	3.17
Return on Average Net Worth (RoNW)	(%)	8.88	9.84
Total Debt/Tangible Net Worth (Gearing)	Times	1.94	2.07
Gross NPA <sup>^</sup>	(%)	0.23	0.24
Net NPA <sup>^</sup>	(%)	0.26	0.26

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

<sup>^</sup>reported

**Any other information**

Not Applicable

**Applicable Criteria**

- Default Recognition - <https://www.acuite.in/view-rating-criteria-52.htm>
- Securitised transactions - <https://www.acuite.in/view-rating-criteria-48.htm>

**Note on complexity levels of the rated instrument**

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

**Rating History (Upto last three years)**

Not Applicable

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

Name of the Facilities	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. Cr.)	Ratings/Outlook
Assignee Payout-PDL-BOB	-	10.00	-	118.36	ACUITE PROVISIONAL A (SO) (Assigned)

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### About Acuité Ratings & Research:

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