

## Press Release

### Growth Source Financial Technologies Private Limited - Consilience BL - 2203



April 11, 2022

## Rating Assigned

| Product                            |       |   | Short Term Rating |
|------------------------------------|-------|---|-------------------|
| Pass Through Certificates (PTCs)   | 32.62 | Provisional   ACUITE AA   SO   Assigned | -                 |
| Total Outstanding Quantum (Rs. Cr) | 32.62 | -                                       | -                 |
| Total Withdrawn Quantum (Rs. Cr)   | 0.00  | -                                       | -                 |

## Rating Rationale

Acuite has assigned the long-term rating of '**ACUITE PROVISIONAL AA(SO)**' (read as **ACUITE Provisional double A (Structured Obligation)**) to the Pass-Through Certificates (PTCs) of Rs. 32.62 Cr issued by Consilience BL-2203 (Trust) under a securitisation transaction originated by Growth Source Financial Technologies Private Limited (GSFTPL) (The Originator). The PTCs are backed by a pool of loans provided to borrowers of unsecured business loans with principal outstanding of Rs. 36.25 Cr (including Rs. 2.90 Cr of over collateralisation). The provisional rating addresses the timely payment of interest on monthly payment dates and the ultimate payment of principal by the final maturity date, in accordance with the transaction documentation. The transaction is structured at par. The provisional rating is based on the strength of cash flows from the selected pool of contracts; the credit enhancement is available in the form of

- Over collateralisation of 8.0% percent of the pool principal;
- Cash collateral of 10.00% of the pool principal; and
- Excess Interest Spread of Rs. 3.94 Cr., i.e. 10.88% of the pool principal
- A subordinated equity tranche of Rs 0.72 Cr., i.e. 2.00% of the pool principal, in the form of investment from GSFTPL

The rating of the PTCs is provisional and shall be converted to final rating subject to the execution of the following documents:

- Trust Deed
- Deed of Assignment
- Servicing Agreement
- Legal Opinion
- Final Term Sheet

## About the Originator

Incorporated in 2019, Growth Source Financial Technologies Private Limited (GSFTPL) is a Mumbai based NBFC engaged in lending secured and unsecured loans to SME, MSME and Consumer finance segments. GSFTPL has applied for change in name to Protium. The company is promoted by Consilience Capital Management and led by Mr. Peeyush Misra

(Partner & Director) who has over 2 decades of experience in risk management and running global businesses. GSFTPL operates through a network of 53 branches spread across 36 districts/cities and having a presence in 11 states. GSFTPL has a borrower base of around 53,403 borrowers as on November 30, 2021.

GSFTPL extends secured & unsecured loans towards SME & MSME segments. The company also extends loss guaranteed MSME & consumer finance loans through their channel partners. GSFTPL is promoted by Consilience Capital Management which is backed by marquee global investors.

### **Assessment of the pool**

GSFTPL has unsecured business loans' Asset Under Management of Rs. 348.65 Cr as on January 31, 2022 and the current pool being securitised comprises 10.40% of this portfolio. The underlying pool of Rs 36.25 Cr in the current Pass Through Certificate (PTC) transaction comprises of unsecured business loans extended towards 271 borrowers, displaying moderate granularity, with an average ticket size of Rs. 19.6 lakhs, minimum ticket size of Rs. 4.8 lakhs. and maximum of Rs. 35.0 lakhs. The current average outstanding per borrower stands at Rs. 13.37 lakhs. The weighted average original tenure for the pool is 28.83 months (minimum 24 months & maximum 42 months). The pool has a healthy weighted average seasoning of 10.08 months (minimum 6 months seasoning and maximum of 21 months seasoning). None of the loans in the pool availed moratorium. Furthermore, none of the loans in the pool had gone into the non-current bucket since origination, which speaks of the proven repayment track record of the borrowers. The borrowers have a significant average business vintage of 11.61 years (minimum 3 years and maximum 71 years). Also, the average CIBIL score for the borrowers in the pool is 762.56, which indicates a healthy credit profile of the underlysing customers. All the customers in the selected pool are current as of the cut-off date.

While 49.92% of the customers in the pool belongs to the Sole Proprietorship category, 26.72% belong to the Private Limited Company and 23.36% to the Partnership Firm categories. 11.0% of the borrowers belong to the Healthcare, Hospital, Clinic, Diagnostics industries, followed by Food & Beverages (9.3%), Basic Metals and Fabricated Metal Products (8.1%) and the remaining from other industries.

18.94% of these borrowers are concentrated in Tamil Nadu followed by 18.66% in Maharashtra and 10.71% in Karnataka. The top 10 borrowers of the pool constitute 7.4% (i.e. Rs.2.67 Cr) of the pool principal outstanding. Thus the geographical and the top 10 concentrations in the pool are moderate as per the asset class.

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

The credit enhancement is available in the form of

1. Over collateralisation of 8.0% percent of the pool principal;
2. Cash collateral of 10.00% of the pool principal; and
3. Excess Interest Spread of Rs. 3.94 Cr., i.e. 10.88% of the pool principal
4. Unrated, subordinated equity tranche of Rs 0.72 Cr., i.e. 2.00% of the pool principal, in the form of investment from GSFTPL

### **Transaction Structure**

The transaction is structured at par. Collections of a particular month will be utilized to make promised interest and expected principal payouts to Series A1 PTCs, till the Series A1 PTCs are outstanding. On payment of Series A1 PTCs in full and till such time the Equity Tranche PTCs /Series A2 PTCs are outstanding, the collections will be utilized for the payment of expected Series A2 principal including any unpaid expected principal payouts to Series A2 PTCs from earlier collection periods.

The provisional rating addresses the timely payment of interest on monthly payment dates and the ultimate payment of principal by the final maturity date, in accordance with transaction documentation.

### **Assessment of Adequacy of Credit Enhancement**

Acuité has arrived at a base case delinquency estimate of 1.7% – 3.0% in respect of the loan assets being securitised. 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 consider the risk profile of the particular asset class, the borrower strata, economic risks and the demonstrated collection efficiency over the past several months. Acuité has also considered the track record of operations of the originator and certain pool parameters while arriving at the final loss estimate. Acuité has accounted for the probable impact of COVID19 in the transaction for its analysis.

The PTC payouts will also be supported by internal credit enhancement in the form of over collateralisation, excess interest spread and a subordinated equity tranche provided by GSFTPL.

## **Legal Assessment**

The provisional rating is based on draft term sheet, the conversion of rating from provisional to final, shall include, besides other documents, the legal opinion to the satisfaction of Acuite. The legal opinion shall cover, adherence to RBI guidelines, true sale, constitution of the trust, bankruptcy remoteness and other related aspects.

## **Key Risks**

### **Counterparty Risks**

The pool has average ticket size of Rs. 19.6 lakhs, minimum ticket size of Rs. 4.8 lakhs. and maximum of Rs. 35.0 lakhs. Considering their credit profile of the borrowers, the risk of delinquencies/defaults are moderately elevated. These risks of delinquencies are partly mitigated, considering the efficacy of the originator's origination and monitoring procedures.

### **Concentration Risks**

Since the pool comprises of unsecured business loans extended towards 271 borrowers, displaying moderate granularity, hence the risk is partially mitigated. 18.94% of these borrowers are concentrated in Tamil Nadu followed by 18.66% in Maharashtra and 10.71% in Karnataka. The top 10 borrowers of pool constitute 7.4% (i.e. Rs.2.67 Cr) of the pool principal outstanding.

### **Servicing Risk**

There is limited track record of servicing PTCs, since this is the first PTC transactions for the originator.

### **Regulatory Risk**

In the event of a regulatory stipulation impacting the bankruptcy remoteness of the structure, the payouts to the PTC holders may be impacted.

### **Prepayment Risk**

The pool is subject to prepayment risks since rate of interest is high and borrowers may be inclined to shift to low cost options (based on availability). Prepayment risks are partially mitigated by prepayment penalty levied by the company for pre-closures. In case of significant prepayments, the PTC holders will be exposed to interest rate risks, since the cash flows from prepayment will have to be deployed at lower interest rates.

### **Commingling Risk**

The transaction is subject to commingling risk since there is a time gap between last collection date and transfer to payout account.

### **Outlook- Not applicable**

### Key Rating sensitivity

- Collection performance of the underlying pool
- Credit quality of the underlying borrowers
- Decrease in cover available for PTC payouts from the credit enhancement

Even if the base case default is increased by 10%, the transaction's rating will not change.

### Material Covenants

The following covenant is included in the transaction structure: The purchase consideration to be paid by the issuer to the originator for purchasing the pool is equal to Series A1 issue price.

### Liquidity position - Adequate

The liquidity position in the transaction is adequate. The cash collateral available in the transaction amounts to 10.00% of the pool principal. The PTC payouts will also be supported by internal credit enhancement in the form of over collateralisation, excess interest spread and a subordinated equity tranche provided by GSFTPL.

### Key Financials - Originator

| Particulars                             | Unit    | FY21 (Actual) | FY20 (Actual) |
|---|---------|---------------|---------------|
| Total Assets                            | Rs. Cr. | 542.80        | 235.51        |
| Total Income*                           | Rs. Cr. | 30.94         | 1.51          |
| PAT                                     | Rs. Cr. | 0.42          | (8.01)        |
| Net Worth                               | Rs. Cr. | 485.23        | 234.61        |
| Return on Average Assets (RoAA)         | (%)     | 0.11          | (6.80)        |
| Return on Average Net Worth (RoNW)      | (%)     | 0.12          | (6.83)        |
| Total Debt/Tangible Net Worth (Gearing) | Times   | -             | -             |
| GNPA                                    | (%)     | -             | -             |
| NNPA                                    | (%)     | -             | -             |

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

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

None

### Any other information

None.

### Supplementary disclosures for Provisional Ratings

#### 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) Acuité 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.

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

In the absence of the pending steps/ documents the PTC structure would have become null and void, and Acuité would not have assigned any rating.

### 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

- 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>

### 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 | Pass Through Certificate | Not Applicable   | Not Applicable | Not Applicable | 32.62             | Provisional  <br>ACUITE AA  <br>SO  <br>Assigned |

## Contacts

| Analytical  | Rating Desk  |
|---|--|
| Mohit Jain<br>Senior Vice President-Rating Operations<br>Tel: 022-49294041<br><a href="mailto:mohit.jain@acuited.in">mohit.jain@acuited.in</a>            | Varsha Bist<br>Senior Manager-Rating Operations<br>Tel: 022-49294011<br><a href="mailto:rating.desk@acuited.in">rating.desk@acuited.in</a> |
| Sumit Kumar Pramanik<br>Senior Manager-Rating Operations<br>Tel: 022-49294065<br><a href="mailto:sumit.pramanik@acuited.in">sumit.pramanik@acuited.in</a> |  |

### 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.

**Disclaimer:** An Acuité rating does not constitute an audit of the rated entity and should not be treated as a recommendation or opinion that is intended to substitute for a financial adviser's or investor's independent assessment of whether to buy, sell or hold any security. Acuité ratings are based on the data and information provided by the issuer and obtained from other reliable sources. Although reasonable care has been taken to ensure that the data and information is true, Acuité, in particular, makes no representation or warranty, expressed or implied with respect to the adequacy, accuracy or completeness of the information relied upon. Acuité is not responsible for any errors or omissions and especially states that it has no financial liability whatsoever for any direct, indirect or consequential loss of any kind arising from the use of its ratings. Acuité ratings are subject to a process of surveillance which may lead to a revision in ratings as and when the circumstances so warrant. Please visit our website ([www.acuited.in](http://www.acuited.in)) for the latest information on any instrument rated by Acuité