

September 01, 2022

## Cars24 Financial Services Private Limited: Provisional ratings assigned to SNs backed by used car loan receivables issued by Indigo 08 22

### Summary of rating action

Trust Name	Instrument*	Current Rated Amount (Rs. crore)	Rating Action
Indigo 08 22	Series A1 SN	31.34	Provisional [ICRA]A(SO); Assigned
	Series A2 SN	1.86	Provisional [ICRA]BBB(SO); Assigned

\*Instrument details are provided in Annexure I

Rating in the absence of pending actions/documents	No rating would have been assigned as it would not be meaningful
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### Rationale

ICRA has assigned provisional ratings to the securitisation notes (SNs) issued under a securitisation transaction originated by Cars24 Financial Services Private Limited (CFSPL). The securitisation notes (SNs) are backed by a pool of Rs. 45.73-crore used car loan receivables (underlying pool principal of Rs. 33.88 crore).

The provisional ratings are based on the strength of the cash flows from the selected pool of contracts, the credit enhancement (CE) available in the form of (i) a cash collateral (CC) of 6.50% of the pool principal to be provided by CFSPL, (ii) the subordination of 7.50% of the pool principal for Series A1 SN and 2.00% of the pool principal for Series A2 SN, (iii) the subordination of the excess interest spread (EIS) in the structure, and the integrity of the legal structure. The ratings are subject to the fulfilment of all the conditions under the structure and the review of the documentation pertaining to the transaction by ICRA.

### Key rating drivers

#### Credit strengths

- Availability of CE in the form of EIS, over-collateralisation/subordination and CC
- All contracts in the pool are current as on the pool cut-off date
- More than 77% of the contracts in the pool have a CIBIL score of more than 700

#### Credit challenges

- High geographical concentration with top 3 states (Maharashtra, Karnataka and Gujarat) accounting for ~60% of the pool
- Limited vintage of business; peaking of delinquencies yet to happen across vintages as majority of the portfolio has not completed a cycle
- Pool's performance remains exposed to fresh disruptions caused by the Covid-19 pandemic

## Description of key rating drivers highlighted above

As per the transaction structure, Series A2 SN is subordinate to Series A1 SN. During the tenure of Series A1 SN, the collections from the pool will be used to make the promised interest and principal (to the extent of 92.5% principal billed) pay-outs to Series A1 SN. Post the maturity of Series A1 SN, pay-outs to Series A2 SN (principal pay-outs to Series A2 SN investors) will be on expected basis, which will be due and payable only on the final maturity date, which is February 21, 2027 for both tranches.

The first line of support for Series A1 SN in the transaction is in the form of a subordination of 7.50% of the pool principal (includes the principal payable to Series A2 SN). After Series A1 SN has been fully paid, subordination of 2.00% of the pool principal would be available for Series A2 SN.

Further credit support is available in the form of an EIS. A CC of 6.50% of the initial pool principal (Rs. 2.20 crore), to be provided by CFSPL, would act as a further CE in the transaction. In the event of a shortfall in meeting the promised SN pay-outs during any month, the trustee will utilise the CC to meet the shortfall.

There are no overdues in the pool as on the cut-off date. The weighted average seasoning of the pool is moderate at ~7 months as on the pool cut-off date. There is high geographical concentration with the top three states (Maharashtra, Karnataka and Gujarat) contributing ~60% to the initial pool principal amount. The performance of the pool would remain exposed to disruptions caused by the pandemic.

**Past rated pools:** ICRA has ratings outstanding on seven PTC transactions of CFSPL. The performance of all the pools, which have completed at least one payout till July 2022, has been satisfactory with a cumulative collection efficiency of more than 98% with nil CC utilisation.

## Key rating assumptions

ICRA's cash flow modelling for rating asset-backed securitisation (ABS) transactions involves the simulation of potential delinquencies, losses (shortfall in principal collection during the tenor of the pool) and prepayments in the pool. The assumptions for the loss and coefficient of variation (CoV) are arrived at after considering the past performance of the originator's portfolio and rated pools as well as the characteristics of the specific pool being evaluated. Additionally, the assumptions may be adjusted to factor in the current operating environment and any industry-specific factors that ICRA believes could impact the performance of the underlying pool of contracts.

After making these adjustments, the expected mean shortfall in principal collection during the tenure of the pool is estimated at 4.5-5.5%, with certain variability around it. The prepayment rate for the underlying pool is estimated at 4.8%-18.0% (with a mean of 12.0%) per annum.

## Liquidity position

### Series A1 SN: Strong

The cash collections and the credit collateral available in the transaction are expected to be comfortable to meet the Series A1 SN investor payouts. Assuming a monthly collection efficiency of even 50% in the underlying pool of contracts in a stress scenario, the recommended credit collateral would cover the shortfalls in the securities payouts for a period of seven months.

### Series A2 SN: Adequate

After Series A1 SN is fully paid, the entire principal amount is promised on the scheduled maturity date of the transaction. The cash flows from the pool and the available CE are expected to be adequate to meet the promised payouts to the Series A2 SN investors.

## Rating sensitivities

**Positive factors** – The ratings could be upgraded on the strong collection performance of the underlying pool (monthly collection efficiency >95%) on a sustained basis, leading to the build-up of the CE cover for the remaining payouts.

**Negative factors** – Pressure on the ratings could emerge on the sustained weak collection performance of the underlying pool (monthly collection efficiency <90%), leading to higher-than-expected delinquency levels and CE utilisation levels.

## Analytical approach

The rating action is based on the analysis of the performance of CFSPL’s portfolio till June 2022, the key characteristics and composition of the current pool, the performance expected over the balance tenure of the pool, and the CE cover available in the transaction.

Analytical Approach	Comments
Applicable rating methodologies	<a href="#">Rating Methodology for Securitisation Transactions</a>
Parent/Group support	Not Applicable
Consolidation/Standalone	Not Applicable

## Pending actions/documents required to be completed for conversion of the provisional rating into final

The assigned ratings are provisional and would be converted into a final rating upon the execution of:

1. Trust deed
2. Assignment agreement
3. Legal opinion
4. Trustee letter
5. Chartered Accountant’s Know Your Customer (KYC) Certificate
6. Any other documents executed for the transaction

## Validity of the provisional rating

The Trust is expected to complete the pending actions/execute the pending documents in the near term. However, in case of continued pendency of the actions/documents beyond one year of this publication, the provisional rating would be withdrawn for the transaction even if the instrument has been issued.

## Risks associated with the provisional rating

In case the issuance is completed, but the pending actions/documents are not completed for the transaction within a year (validity period) from the assignment of the ratings, the provisional rating will be withdrawn in accordance with ICRA’s Policy on Provisional Ratings available at [www.icra.in](http://www.icra.in).

## About the company

Incorporated in September 2018, CFSPL is registered with the Reserve of India (RBI) as a non-banking financial company (NBFC). It is a wholly-owned subsidiary of Cars24 Services Private Limited (CSPL). The company’s lending operations are classified into two segments: digital business lending (DBL) and digital retail lending (DRL).

DBL represents loans extended to used car dealers empanelled with CSPL. This is primarily a revolving line of credit extended to used car dealers. Currently, CFSPL caters to ~1,400 used car dealers empanelled with CSPL. The DBL product is further classified into Unnati Regular and Unnati Plus. Under the DRL segment, CFSPL provides loans to retail customers primarily for

purchasing used cars. CFSPL serves as the captive financing unit of its parent (CSPL) and extends funding to customers purchasing used cars through CSPL's online platform.

### Key financial indicators

CFSPL	FY2020	FY2021	FY2022*
Total income	10.9	24.3	78.0
Profit after tax	(7.8)	(14.5)	(16.6)
Assets under management	66.4	170.4	597.9
Gross Non-performing assets (NPA; %) <sup>#</sup>	0.0%	0.5%	0.7%
Net NPA (%)	0.0%	0.0%	0.0%

Source: Company data, ICRA Research; Amount in Rs. crore; \*Provisional financials; <sup>#</sup>Based on 180+ delinquency numbers

Status of non-cooperation with previous CRA: Not applicable

Any other information: None

### Rating history for past three years

	Trust Name	Current Rating (FY2023)				Chronology of Rating History for the Past 3 Years			
		Instrument	Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date & Rating in FY2023	Date & Rating in FY2022	Date & Rating in FY2021	Date & Rating in FY2020	
					Sept 01, 2022				
1	Indigo 08 22	Series A1 SN	31.34	31.34	Provisional [ICRA]A(SO)	-	-	-	
		Series A2 SN	1.86	1.86	Provisional [ICRA]BBB(SO)	-	-	-	

### Complexity level of the rated instrument

Instrument	Complexity Indicator
Series A1 SN	Moderately Complex
Series A2 SN	Moderately Complex

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional or legal aspects. Details on the complexity levels of the instruments are available on ICRA's website: [www.icra.in](http://www.icra.in)

### Annexure I: Instrument details

Trust Name	Instrument	Date of Issuance / Sanction	Coupon Rate	Maturity Date*	Amount Rated (Rs. crore)	Current Rating
<b>Indigo 08 22</b>	Series A1 SN	August 2022	10.75%	February 2027	31.34	Provisional [ICRA]A(SO)
	Series A2 SN	August 2022	Residual	February 2027	1.86	Provisional [ICRA]BBB(SO)

\*Scheduled maturity date at transaction initiation; may change on account of prepayments  
Source: Company

### Annexure II: List of entities considered for consolidated analysis

Not Applicable

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## About ICRA Limited:

ICRA Limited was set up in 1991 by leading financial/investment institutions, commercial banks and financial services companies as an independent and professional investment Information and Credit Rating Agency.

Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

For more information, visit [www.icra.in](http://www.icra.in)

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