

November 21, 2022

## Clix Capital Services Private Limited: Rating confirmed as final for PTCs backed by business loan receivables issued by BL Indigo 017

### Summary of rating action

Trust Name	Instrument*	Rated Amount (Rs. crore)	Rating Action
BL Indigo 017	Series A1 PTC	37.98	[ICRA]AA-(SO); provisional rating confirmed as final

\*Instrument details are provided in Annexure-1

### Rationale

In June 2022, ICRA had assigned a Provisional [ICRA]AA-(SO) rating to Series A1 PTCs issued by BL Indigo 017 trust. The pass-through certificates (PTCs) are backed by a pool of Rs. 49.57-crore business loan receivables (underlying pool principal of Rs. 41.28 crore) originated by Clix Capital Services Private Limited (Clix). Since the executed transaction documents are in line with the rating conditions and the legal opinion for the transaction has been provided to ICRA, the said rating has now been confirmed as final.

A summary of the pool's performance after the October 2022 payouts is shown in the table below:

Parameter	BL Indigo 017
Months post securitisation	4
Pool amortisation	23.39%
Series A1 PTC Amortisation	25.42%
Cumulative prepayment rate %	2.78%
Cumulative collection efficiency	99.93%
Loss cum 0+ dpd	1.90%
Loss cum 30+ dpd	0.37%
Loss cum 90+ dpd	0.00%
Cumulative cash collateral utilisation	0.00%

### Key rating drivers

#### Credit strengths

- Availability of CE in the form of EIS, over-collateralisation and CC
- Absence of overdue contracts as on pool cut-off date; moreover ~97 % of the initial pool has remained regular since origination [nil peak days past due (dpd)]
- Around 91% contracts in the pool have CIBIL score above 700

#### Credit challenges

- The pool has high geographical concentration with top 3 states accounting for around 68% of the initial pool
- Rise in delinquencies seen at portfolio level post the pandemic, and has limited track record of business
- Pool's performance will remain exposed to inherent credit risks associated with the unsecured nature of the asset class; macro-economic shocks/business disruptions, if any, could have a further bearing on the performance

### Description of key rating drivers highlighted above

The underlying loans follow a monthly payment schedule. As per the transaction structure, the monthly cash flow schedule comprises the promised interest payment to Series A1 PTC at the predetermined interest rate on the principal outstanding

and the entire principal on the final maturity date. The principal is expected to be paid on a monthly basis but is not promised. The EIS available after meeting the promised PTC payments shall flow back to the Originator on every payout date.

The first line of support for PTC Series A in the transaction is in the form of over-collateralisation of 8.00% of the pool principal. Additionally, the EIS (11.53% of pool principal) available in the structure provides CE support. A CC of 10.0% of the initial pool principal provided as further CE in the transaction. In the event of a shortfall in meeting the promised PTC payouts during any month, the Trustee will utilise the CC to meet the shortfall.

There were no overdues in the pool as on the cut-off date. Moreover, a significant share of the pool (~97%) has reported nil dpd since origination. The pool consists of loans with moderate seasoning with a weighted average seasoning of 9.4 months and pre-securitisation amortisation of 21.1%. The pool has high geographical concentration with the top 3 states (Maharashtra, Karnataka and Telangana) accounting for 67.9% of the pool principal. The performance of Clix' business loan portfolio was adversely impacted by the pandemic resulting in an increase in delinquency levels. ICRA notes that a large part of the portfolio stress has emanated from the old and / or restructured book and that the performance of recent originations (Q3FY2021 onwards) has been healthy. This notwithstanding, the track-record remains limited and pool's performance is expected to remain exposed to the underlying credit risks inherent in the asset class and macro-economic shocks / business disruptions if any.

#### **Past rated pools:**

ICRA has rated 12 business loan pools of Clix. Of these, three pools have matured and have reported a healthy performance with no instance of CC utilisation. The live pools, which have completed at least three payouts up to October 2022, have reported low delinquencies with a cumulative collection efficiency of more than 97% and nil CC utilisation.

### **Key rating assumptions**

ICRA's cash flow modelling for rating asset-backed securitisation (ABS) transactions involves the simulation of potential losses, delinquencies and prepayments in the pool. The losses and prepayments are assumed to follow a log-normal distribution. The mean and the coefficient of variation (CoV) are calibrated on the basis of the values observed in the analysis of the past performance of Clix's loan portfolio. Given the short track record of Clix in the business loan business, ICRA has also considered the credit quality experience of other more established players and ICRA's expectation of the credit quality of unsecured business loans. Clix's target borrower segment could be financially vulnerable as well as subject to various seasonality factors. Though the company resorts to legal recourse for some delinquent loans, this may not always be a feasible option particularly given the small ticket size and the unsecured nature of the loans issued.

The resulting collections from the pool – after incorporating the impact of losses and prepayments as above – are accounted for in ICRA's cash flow model, in accordance with the cash flow waterfall of the transaction. Various possible scenarios are simulated and the incidences of default to the investor as well as the extent of losses are measured. These are then compared with ICRA's internal benchmarks for the target rating.

For the current pool, after considering the above-mentioned factors regarding the asset class and after adjusting for key features like seasoning, overdues, ticket size, interest rate, bureau score, and geographical distribution, ICRA estimates the shortfall in the pool principal collection within the pool's tenure at 5.0-6.0%, with certain variability around it. The prepayment rate in the pool is estimated at 4.0-6.0% p.a.

### **Liquidity position: Strong**

As per the transaction structure, only the interest amount is promised to the PTC holders on a monthly basis while the principal amount is promised on the scheduled maturity date of the transaction. This imparts comfortable liquidity to the transaction in the interim period. Also the cash flows from the pool and the available credit enhancement are expected to be comfortable to meet the promised payouts to Series A1 PTCs investors.

## Rating sensitivities

**Positive factors** – The rating 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 rating could emerge with 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 Trustee confirming compliance with the terms of the transaction and the executed transaction documents being in line with the terms initially shared with ICRA.

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

## About the company

Clix Capital Services Private Limited (Clix) is a non-banking financial company (NBFC) registered with the Reserve Bank of India (RBI). It provides retail financing products (personal loans, business loans, micro, small and medium enterprise (MSME), housing finance, etc). The company, which was incorporated as GE Money Financial Services Pvt Ltd (GE Money) in 1994, formed the non-banking business of the General Electric (GE) Group along with its Group company – GE Capital Services India (GE Capital). In September 2016, this business was acquired by a consortium, comprising AION Capital Partners, Mr. Pramod Bhasin and Mr. Anil Chawla, and rebranded as Clix<sup>1</sup>. In April 2022, Clix Finance India Private Limited (CFIPL; erstwhile GE Capital) was merged with Clix. Following the merger, Clix's portfolio comprises MSME and consumer lending along with healthcare and equipment finance and digital lending (onboarded from CFIPL). Additionally, Clix Housing Finance Private Limited, a wholly-owned subsidiary of Clix, primarily provides housing/mortgage finance products.

## Key financial indicators

	FY2021 (Audited)	FY2022 (Audited)	H1 FY2023 (Provisional)
Total Income	494.76	663.5	325.08
Profit after Tax	3.97	-93.91	10.07
Total Managed Assets	3,027	3,560	3,904
Gross NPA%	3.59%	4.95%	2.90%
Net NPA%	1.46%	1.42%	1.31%

Source: Company, ICRA Research; All ratios as per ICRA's calculations; Amount in Rs. Crore; FY2022 onwards data pertains to merged entity

## Status of non-cooperation with previous CRA: Not applicable

## Any other information: None

<sup>1</sup>GE Money was rechristened Clix Capital Services Private Limited while GE Capital was rechristened Clix Finance India Private Limited

## 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	Date & Rating in FY2023		Date & Rating in FY2022	Date & Rating in FY2021	Date & Rating in FY2020
					November 21, 2022	June 15, 2022			
1	BL Indigo 017	Series A1 PTC	37.98	37.98	[ICRA]AA-(SO)	Provisional [ICRA]AA-(SO)	-	-	-

## Complexity level of the rated instrument

Instrument	Complexity Indicator
Series A1 PTC	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: [Click Here](#)

#### Annexure-1: Instrument details

Trust Name	Instrument	Date of Issuance / Sanction	Coupon Rate	Maturity Date*	Amount Rated (Rs. crore)	Current Rating
BL Indigo 017	Series A1 PTC	May 2022	10.00%	November 2024	37.98	[ICRA]AA-(SO)

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

Source: Company

#### Annexure-2: 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.

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

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