

January 30, 2023<sup>(Revised)</sup>

## DMI Finance Private Limited: Rating confirmed as final for PTCs backed by personal loan receivables issued by PLUM I

### Summary of rating action

Trust Name	Instrument*	Current Rated Amount (Rs. crore)	Rating Action
PLUM I	PTC Series A1	90.53	[ICRA]AA(SO); provisional rating confirmed as final

\*Instrument details are provided in Annexure I

### Rationale

In January 2023, ICRA had assigned Provisional [ICRA]AA(SO) rating to Pass Through Certificate (PTC) Series A1 issued by PLUM I. The PTCs are backed by receivables from a Rs. 102.87 crore (pool principal; receivables of Rs. 132.84 crore) pool of a personal loan receivables originated by DMI Finance Private Limited (DMI/Originator) (rated [ICRA]AA-(Stable)/[ICRA]A1+). 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.

### Key rating drivers

#### Credit strengths

- Availability of credit enhancement in the form of EIS, principal subordination and cash collateral
- The current pool has no overdue contracts as on pool cut-off date.
- Average seasoning of the pool at ~11 months and pre-assignment amortization at ~23% as on cut-off date

#### Credit challenges

- Moderate share of higher IRR contracts with 44% share of contracts having IRR more than 24% as on cut-off date
- Limited track record and elevated credit costs in personal loan segment
- Exposed to inherent credit risk associated with the unsecured nature of the asset class; Performance of the pool would remain exposed to macro-economic shocks / business disruptions, if any

### Description of key rating drivers highlighted above

As per the transaction structure, the monthly cash flow schedule comprises the promised interest payment to PTC Series A1 at the predetermined interest rate on the principal outstanding. The entire principal is promised on the final maturity date. During the tenure of PTC Series A1, the collections from the pool, after making the promised interest payouts to PTC Series A1, will be used to make the expected principal payouts to PTC Series A1 (100% of principal billed). However, this principal payout is not promised and any shortfall in making the expected principal payment to PTC Series A1 would be carried forward to the subsequent payout. The surplus EIS available after meeting the promised payouts to the PTCs shall flow back to the originator on every payout.

The first line of support for PTC Series A1 in the transaction is in the form of over-collateralisation of 12.00% of the initial pool principal. Additionally, the EIS of 19.80% of the initial pool principal available in the structure provides CE support. A CC of 8.00% of the initial pool principal provided by DMI acts 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. The pool has average seasoning of 11.4 months and pre-assignment amortisation of 23.4% as on the cut-off date. All the contracts in the initial pool had a CIBIL score of at least 700 while 44.4% has a CIBIL score of 750 and above. The pool has a moderate share (~44%) of contracts having interest rate greater than 24%. The entity also has a limited track record in the personal loan business of ~3.5 years and while delinquencies in portfolio have been low the same has been aided by writeoffs. Few of the older vintages in the portfolio were impacted due to pandemic while recovery from writeoffs has been lower as is expected given the unsecured nature of the loans. The pool is exposed to the inherent credit risk associated with the unsecured nature of the asset class. Also, its performance would remain exposed to any macro-economic shocks/business disruptions.

**Past rated pools performance:** ICRA also has outstanding rating on one pool of consumer loans and two pools of personal loan for DMI.

### 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 taking into account the performance of the originator's portfolio 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 4.50-5.50% of the initial pool principal, with certain variability around it. The prepayment rate for the underlying pool is estimated in the range of 4.8-18.0% per annum.

### 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. Also, the cash flows from the pool and the available CE are expected to be comfortable to meet the promised payouts to the PTC Series A1 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 on the sustained weak collection performance (monthly collection efficiency <90%) of the underlying pool, leading to higher-than-expected delinquency levels and CE utilisation levels.

### Analytical approach

The rating actions are 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 originator

DMI Finance Private Limited (DMI), incorporated in 2008, is a private financial services company registered as a non-banking financial company (NBFC) with the Reserve Bank of India (RBI). While it was mainly engaged in secured corporate lending (largely to real estate builders) till a few years ago, it has shifted focus to digital lending, wherein it provides consumption loans, personal loans and micro, small and medium enterprise (MSME) loans. This is a completely digital technology-driven business with API-based origination, underwriting and loan management systems. DMI predominantly works through front-end partnerships with other fintech companies, original equipment manufacturers (OEMs) and technology-driven aggregators.

As on March 31, 2022, retail loans accounted for 62% of the Rs. 5,432-crore loan book with the wholesale real estate lending book accounting for 38%. Within the retail book, personal loans account for 42%, consumer loans for 51% while MSME loans account for the balance (8%).

## Key financial indicators (standalone)

Particulars	FY2020 (A)	FY2021 (A)	FY2022 (A)
Total income	645	764	911
Profit after tax	99	22	58
Assets under management	3,725	3,655	5,432
Gross NPA	4.6%	3.9%	2.2%
Net NPA	1.9%	1.5%	0.3%

Source: ICRA Research; Amount in Rs. crore

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

## Any other information: None

## Rating history for past three years

Sr. No.	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
					Jan 30, 2023	Jan 04, 2023			
1	PLUM I	PTC Series A1	90.53	90.53	[ICRA]AA(SO)	Provisional [ICRA]AA(SO)	-	-	-

## Complexity level of the rated instrument

Instrument	Complexity Indicator
PTC Series A1	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 I: Instrument details**

ISIN	Trust Name	Instrument	Date of Issuance / Sanction	Coupon Rate	Maturity Date*	Amount Rated (Rs. crore)	Current Rating
NA	PLUM I	PTC Series A1	December 2022	9.25%	June 2026	90.53	[ICRA]AA(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

**Corrigendum:**

Document dated January 30, 2023 has been corrected with revision as detailed below:

- Under "Description of key rating drivers" Pg1; 2nd paragraph erroneously " A CC of 10.00% of the initial pool principal provided by DMI acts as further CE in the transaction" is mentioned instead of " A CC of 8.00% of the initial pool principal provided by DMI acts as further CE in the transaction" which is duly revised.

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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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