

March 01, 2023

## Cars24 Financial Services Private Limited: Provisional ratings assigned to SNs backed by used car loan receivables issued by Croon 02 23

### Summary of rating action

| Trust Name  | Instrument*  | Current Rated Amount (Rs. crore) | Rating Action                       |
|-------------|--------------|----------------------------------|-------------------------------------|
| Croon 02 23 | Series A1 SN | 29.36                            | Provisional [ICRA]A(SO); Assigned   |
|             | Series A2 SN | 1.75                             | 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

### 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 SNs are backed by a pool of Rs. 31.74 crore (principal amount; receivables of Rs. 42.84 crore) of used car loan receivables.

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) subordination/over-collateralisation of 7.50% of the pool principal for Series A1 SN and 2.00% of the pool principal for Series A2 SN, (iii) subordination of the entire excess interest spread (EIS) of 13.62% of the initial pool principal 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
- Around 87% of the contracts in the initial pool have a CIBIL score of more than 700

#### Credit challenges

- High geographical concentration with top 3 states (Maharashtra, Karnataka and Delhi) accounting for ~56% share in the initial 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 will remain exposed to macroeconomic shocks/business disruptions if any

### 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 92.50% of the principal billed) payouts to Series A1 SN. Post the maturity of Series A1 SN, payouts to Series A2 SN (principal payouts to Series A2 SN investors) will be on expected basis, which will be due and payable only on the final maturity date. The final maturity date for both tranches of SNs is July 24, 2027.

The first line of support for Series A1 SN in the transaction is in the form of a subordination/over-collateralisation of 7.50% of the pool principal (includes the principal payable to Series A2 SN). After Series A1 SN has been fully paid, over-collateralisation 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 of 13.62% of the initial pool principal. A CC of 6.50% of the initial pool principal (Rs. 2.06 crore), to be provided by CFSPL, would act 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 are no overdues in the pool as on the cut-off date. The weighted average seasoning of the pool is moderate at ~8 months as on the pool cut-off date. The pool has high geographical concentration with the top 3 states (Maharashtra, Karnataka and Delhi) contributing ~56% to the initial pool principal amount. The performance of the pool would remain exposed to any macroeconomic shocks or business disruptions.

**Past rated pools:** ICRA has ratings outstanding on 11 PTC transactions of CFSPL. The performance of all the pools, which have completed at least three payouts till January 2023, has been satisfactory with a cumulative collection efficiency of more than 97% 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 taking into account 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 4.75-5.75%, 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 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 PTC 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 digital retail lending (DRL) portfolio till December 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 ratings 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 one year (validity period) from the assignment of the ratings, the provisional ratings 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. At present, 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 mainly 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                              | FY2021 | FY2022 | 9M FY2023* |
|------------------------------------|--------|--------|------------|
|                                    | IGAAP  | IGAAP  | IndAS      |
| Total income                       | 24.3   | 78.0   | 113.8      |
| Profit after tax                   | (14.5) | (16.6) | 1.4        |
| Assets under management            | 170.4  | 597.9  | 799.3      |
| Gross non-performing assets (NPA)# | 0.5%   | 0.7%   | 1.1%       |
| Net NPA                            | 0.0%   | 0.0%   | 0.7%       |

Source: Company data, ICRA Research; Amount in Rs. crore; \*Provisional financials; # 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 |
|   |             |                         |                          |                                | March 01, 2023                                    | -                       | -                       | -                       |
| 1 | Croon 02 23 | Series A1 SN            | 29.36                    | 29.36                          | Provisional [ICRA]A(SO)                           | -                       | -                       | -                       |
|   |             | Series A2 SN            | 1.75                     | 1.75                           | 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: [Click Here](#)

**Annexure I: Instrument details**

| Trust Name         | Instrument   | Date of Issuance / Sanction | Coupon Rate | Maturity Date* | Amount Rated (Rs. crore) | Current Rating            |
|--------------------|--------------|-----------------------------|-------------|----------------|--------------------------|---------------------------|
| <b>Croon 02 23</b> | Series A1 SN | February 2023               | 11.30%      | July 2027      | 29.36                    | Provisional [ICRA]A(SO)   |
|                    | Series A2 SN |                             | Residual    | July 2027      | 1.75                     | 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

## ANALYST CONTACTS

**Abhishek Dafria**

+91 22 6114 3440

[abhishek.dafria@icraindia.com](mailto:abhishek.dafria@icraindia.com)

**Samriddhi Chowdhary**

+91 22 6114 3462

[samriddhi.chowdhary@icraindia.com](mailto:samriddhi.chowdhary@icraindia.com)

**Sohil Mehta**

+91 22 6114 3449

[sohil.mehta@icraindia.com](mailto:sohil.mehta@icraindia.com)

**Palak Bhatt**

+91 22 6114 3456

[palak.bhatt@icraindia.com](mailto:palak.bhatt@icraindia.com)

**Rushabh Gohel**

+91 22 6114 3420

[rushabh.gohel@icraindia.com](mailto:rushabh.gohel@icraindia.com)

## RELATIONSHIP CONTACT

**Jayanta Chatterjee**

+91 80 4332 6401

[jayantac@icraindia.com](mailto:jayantac@icraindia.com)

## MEDIA AND PUBLIC RELATIONS CONTACT

**Ms. Naznin Prodhani**

Tel: +91 124 4545 860

[communications@icraindia.com](mailto:communications@icraindia.com)

### Helpline for business queries

+91-9354738909 (open Monday to Friday, from 9:30 am to 6 pm)

[info@icraindia.com](mailto:info@icraindia.com)

### 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)

## ICRA Limited



### Registered Office

B-710, Statesman House, 148, Barakhamba Road, New Delhi-110001

Tel: +91 11 23357940-45



### Branches



© Copyright, 2023 ICRA Limited. All Rights Reserved.

Contents may be used freely with due acknowledgement to ICRA.

ICRA ratings should not be treated as recommendation to buy, sell or hold the rated debt instruments. ICRA ratings are subject to a process of surveillance, which may lead to revision in ratings. An ICRA rating is a symbolic indicator of ICRA's current opinion on the relative capability of the issuer concerned to timely service debts and obligations, with reference to the instrument rated. Please visit our website [www.icra.in](http://www.icra.in) or contact any ICRA office for the latest information on ICRA ratings outstanding. All information contained herein has been obtained by ICRA from sources believed by it to be accurate and reliable, including the rated issuer. ICRA however has not conducted any audit of the rated issuer or of the information provided by it. While reasonable care has been taken to ensure that the information herein is true, such information is provided 'as is' without any warranty of any kind, and ICRA in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. Also, ICRA or any of its group companies may have provided services other than rating to the issuer rated. All information contained herein must be construed solely as statements of opinion, and ICRA shall not be liable for any losses incurred by users from any use of this publication or its contents.