

May 09, 2024

## NeoGrowth Credit Private Limited: Rating confirmed as final for PTCs backed by MSME business loan receivables issued by Gemini Trust April 2024

### Summary of rating action

Trust Name	Instrument*	Current Rated Amount (Rs. crore)	Rating Action
Gemini Trust April 2024	Series A1 PTC	66.15	[ICRA]A(SO); provisional rating confirmed as final

\*Instrument details are provided in Annexure I

### Rationale

In May 2024, ICRA had assigned a provisional rating to the Series A1 pass-through certificates (PTCs) issued by Gemini Trust April 2024 under a securitisation transaction originated by NeoGrowth Credit Private Limited {NCPL; rated [ICRA]BBB+ (Stable)}. The PTCs are backed by a pool of micro, small and medium enterprise (MSME) business loan receivables originated by NCPL with an aggregate principal outstanding of Rs. 75.17 crore (pool receivables of Rs. 94.80 crore). 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, subordination and CC
- Absence of overdue contracts as on the pool cut-off date

#### Credit challenges

- High geographical concentration in the pool with top 3 states accounting for ~ 60% of the pool principal
- Exposed to inherent credit risk associated with the unsecured nature of the underlying asset class; performance of the pool would remain exposed to macro-economic shocks/business disruptions, if any.

### Description of key rating drivers highlighted above

According to the transaction structure, the loan pool receivables have been assigned at par to the PTC investors. The promised cash flow schedule for Series A1 PTC, on a monthly basis, will comprise the interest at the predetermined yield on the outstanding PTC principal on each payout date and the entire principal on the final maturity date.

The first line of support for Series A1 PTC in the transaction is in the form of a subordination of 12.00% of the initial pool principal (equity tranche of 3% and over-collateralisation of 9.00% of the initial pool principal). Additionally, the EIS (17.96% of the pool principal initially, based on the indicated PTC yield, for Series A1 PTC) available in the structure will provide CE support to the transaction. The surplus EIS available, after meeting the promised payouts to the PTCs, shall flow back to the originator on every payout. All prepayment amounts would be passed on to Series A1 PTC (till Series A1 PTC principal is not fully amortised) every month and future payouts will be revised accordingly. The CC of 4.00% of the initial pool principal (Rs. 3.01 crore), provided by NCPL, would act as further CE in the transaction. The trustee will utilise the CC to meet any shortfall in the promised PTC payouts during any month.

There are no overdues in the pool as on the cut-off date. The geographical concentration of the loan contracts in the current pool is high with the top 3 states constituting ~60% of the pool principal. The pool consists of daily, fortnightly, weekly and monthly paying loan contracts, with moderate weighted average seasoning (5.31 months) and pre-securitisation amortisation

(15.25%). Further, the CIBIL score of almost all the contracts is above 700. The pool’s performance is expected to remain exposed to the underlying credit risks inherent in the asset class and any macro-economic shocks/business disruptions.

**Performance of past rated pools:** The performance of the live pools rated by ICRA originated by NCPL (which have completed at least three months post securitisation) has been healthy with a monthly collection efficiency of more than ~90% with no CC utilisation till the March 2024 payout month.

### 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 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 6.00-7.00% 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

The liquidity for Series A1 PTC is strong after factoring in the credit enhancement available to meet the promised payout to the investor. The total credit enhancement would be ~4 times the estimated loss in the pool.

### Rating sensitivities

**Positive factors** – The rating could be upgraded on the sustained strong collection performance of the underlying pool of contracts (>95%), leading to lower-than-expected delinquency levels, and on an increase in the cover available for future investor payouts from the CE.

**Negative factors** – The rating could be downgraded 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. Weakening in the credit profile of the servicer could also exert pressure on the rating.

### 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

NeoGrowth Credit Private Limited (NCPL) is a non-deposit taking systemically important non-banking financial company, which started operations in FY2013. It was founded by Mr. Dhruv Khaitan and Mr. Piyush Khaitan, and its investors include Omidyar Network, Aspada Investment Advisors, Khosla Impact Fund, Frontier Investments Group (Accion), Trinity Inclusion (Leapfrog Investments) FMO, Plenitude Ventures Private Limited, Trinity Inclusion (Leapfrog Investments) and IIFL Seed Ventures Fund.

Before setting up NCPL, the founders had established and managed Venture Infotek, which provided end-to-end card payment processing solutions to banks that issue credit cards and those with whom merchants have point-of-sales terminals. The founders divested their stake in the company in 2010. The assets under management (AUM) stood at Rs. 2,456 crore as on December 31, 2023.

#### Key financial indicators (Audited)

NCPL	FY2021	FY2022	FY2023	9M FY2024
	Audited	Audited	Audited	Provisional
Total income	313	363	383	429
Profit after tax	(42)	(39)	17	50
Total AUM	1,323	1,559	1,852	2,456
GS3	6.4%	10.8%	3.2%	3.6%*
CRAR	26.3%	22.3%	23.2%	30.7%

Source: Company, ICRA Research; All ratios as per ICRA calculations; Amount in Rs. crore

\*Gross stage 3 (GS3) percentage is derived as (GS3 loans)/(Gross loans). The company had revised the classification of stage 3 assets in December 2023 to align the same with the definition of substandard assets, as per the Reserve Bank of India's norms

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

#### Any other information: None

#### Rating history for past three years

Sr. No.	Trust Name	Instrument	Current Rating (FY2025)				Chronology of Rating History for the Past 3 Years		
			Amount Rated (Rs. crore)	Amount Outstanding (Rs. crore)	Date & Rating in FY2025		Date & Rating in FY2024	Date & Rating in FY2023	Date & Rating in FY2022
					May 09, 2024	May 02, 2024*			
1	Gemini Trust April 2024	Series A1 PTC	66.15	66.15	[ICRA]A(SO)	Provisional [ICRA]A(SO)	-	-	-

\*Initial rating assigned

#### 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 I: Instrument details**

ISIN	Trust Name	Instrument Name	Date of Issuance / Sanction	Coupon Rate	Maturity Date*	Amount Rated (Rs. crore)	Current Rating
INEOVSK15017	Gemini Trust April 2024	Series A1 PTC	April 2024	11.35%	October 2026	66.15	[ICRA]A(SO)

\*Scheduled PTC 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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