

May 24, 2024

## DMI Finance Private Limited: Ratings confirmed as final for PTCs backed by personal loan receivables issued by PLUM24-8

### Summary of rating action

Trust Name	Instrument*	Current Rated Amount (Rs. crore)	Rating Action
PLUM24-8	PTC Series A1	199.64	[ICRA]AAA(SO); provisional rating confirmed as final
	PTC Series A2	15.88	[ICRA]AA+(SO); provisional rating confirmed as final

\*Instrument details are provided in Annexure I

### Rationale

In April 2024, ICRA had assigned Provisional [ICRA]AAA(SO) and Provisional [ICRA]AA+(SO) rating to Pass Through Certificate (PTC) Series A1 and PTC Series A2 respectively, issued by PLUM24-8. The PTCs are backed by a pool of a personal loan (PL) receivables originated by DMI Finance Private Limited (DMI/Originator) (rated [ICRA]AA(Stable)/[ICRA]A1+) with an aggregate principal outstanding of Rs. 240.54 crore (pool receivables of Rs. 296.94 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, principal subordination and cash collateral (CC)
- All the contracts have been current since inception as on pool cut-off date
- All contracts have CIBIL score of equal to or above 730 as on pool cut-off date

#### Credit challenges

- Moderate share of self-employed borrower as on cut-off date
- 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, PTC Series A2 payouts are completely subordinated to 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, followed by expected interest payout to PTC Series A2. The entire principal repayment to PTC Series A1 is promised on the scheduled maturity date. Post the maturity of PTC Series A1, interest payouts will be promised to PTC Series A2 and all excess cashflows, after meeting the promised interest PTC Series A2 payouts, will be passed on for expected PTC Series A2 principal payout. The entire principal repayment to PTC Series A2 is promised on the scheduled maturity date. The EIS available after meeting the expected and promised PTC payments will be used for accelerated amortisation of PTCs (PTC Series A1 first and PTC Series A2 after maturity of PTC Series A1). The CC would be utilised by the trustee to meet any shortfall for the monthly promised interest and to the extent of 83% of the monthly billed principal for PTC Series A1. On maturity of PTC Series A1, CC would be utilised by the trustee to meet any shortfall for the monthly promised interest for PTC Series A2.

The first line of support for the PTC Series A1 in the transaction is in the form of a subordination/over collateralisation of 17.00% of the pool principal (includes the principal payable to PTC Series A2). After PTC Series A1 has been fully paid, over collateralisation of 10.40% of the pool principal could be available for PTC Series A2. Further credit support is available in the form of an EIS of 17.69% for PTC Series A1 and 16.59% for PTC Series A2. Also, CC of 12.00% of the initial pool principal to be provided by DMI, would act as a further credit enhancement in the transaction.

There were no overdues in the pool as on the cut-off date. The pool has average seasoning of 7.5 months and pre-assignment amortisation of 20.0% as on the cut-off date. All the contracts in the initial pool had a CIBIL score of at least 730 while 78.5% had a CIBIL score of 750 and above. The pool has a moderate share of self-employed borrowers at ~33%. It also has a low share of contracts with higher interest rates ~6% of the contracts have an IRR of more than 28%.

The company has a lower track record of ~4 years in the PL business. While delinquencies in the portfolio have been low, the same has been aided by write-offs. Some of the older vintages in the portfolio were impacted by the Covid-19 pandemic while recoveries from write-offs were lower as 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 macro-economic shocks/business disruptions.

**Past rated pools' performance:** ICRA has ratings outstanding on 14 PL PTC transactions of DMI. The live PL pools (that have completed at least two payouts) have shown a healthy cumulative collection efficiency of more than 95% with nil CC utilisation after April 2024 payout.

## Key rating assumptions

ICRA's cash flow modelling for rating securitisation 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 5.50-6.50% 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

### Superior for PTC Series A1

The liquidity for PTC Series A1 is superior after factoring in the credit enhancement available to meet the promised payouts to the investor. The total credit enhancement would be ~7.25 times the estimated loss in the pool.

### Strong for PTC Series A2

The liquidity for PTC Series A2 is strong after factoring in the credit enhancement available to meet the promised payouts to the investor. The total credit enhancement would be ~6 times the estimated loss in the pool.

## Rating sensitivities

**Positive factors** – Not applicable for PTC Series A1. For PTC Series A2, 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 any 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 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 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. Herein, DMI predominantly works through front-end partnerships with other fintech companies, original equipment manufacturers and technology-driven aggregators.

On a standalone basis, as on March 31, 2023, consumer loans accounted for 79% (62% as on March 31, 2022) of the Rs. 7,511-crore loan book with the wholesale real estate lending book, accounting for a 16% share, with the non-real estate wholesale loan book accounting for the balance.

### Key financial indicators (standalone)

	FY2021 (A)	FY2022 (A)	FY2023 (A)	9M FY2024 (Provisional)
Total income	773	920	1,662	1,877
Profit After Tax	27	59	320	310
Total managed assets	5,868	7,268	9,060	14,570
Gross Stage 3	3.9%	2.2%	3.4%	2.6%
CRAR	60%	61%	51%	44%

Source: ICRA Research; Amount in Rs. crore; KFI for FY2021, FY2022 and FY2023 are for DMI on a consolidated basis while KFI for 9M FY2024 are for DMI on a standalone basis

**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 (FY2025)					Chronology of Rating History for the Past 3 Years		
		Instrument	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 24, 2024	April 08, 2024			
1	PLUM24-8	PTC Series A1	199.64	199.64	[ICRA]AAA(SO)	Provisional [ICRA]AAA(SO)	-	-	-
		PTC Series A2	15.88	15.88	[ICRA]AA+(SO)	Provisional [ICRA]AA+(SO)	-	-	-

### Complexity level of the rated instrument

Instrument	Complexity Indicator
PTC Series A1	Moderately Complex
PTC Series A2	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>PLUM24-8</b>	PTC Series A1	April 2024	9.15%	September 2027	199.64	[ICRA]AAA(SO)
	PTC Series A2	April 2024	10.90%	September 2027	15.88	[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

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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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