

September 12, 2024

DMI Finance Private Limited: Provisional [ICRA]AAA(SO) assigned to PTC Series A1 and Provisional [ICRA]AA+(SO) assigned to PTC Series A2 issued by PLUM 25-4, backed by a pool of personal loan receivables

Summary of rating action

Trust Name	Instrument*	Rated Amount (Rs. crore)	Rating Action
PLUM 25-4	PTC Series A1	173.16	Provisional [ICRA]AAA(SO); Assigned
	PTC Series A2	13.77	Provisional [ICRA]AA+(SO); Assigned

*Instrument details are provided in Annexure I

Rating in the absence of pending actions/documents

No ratings would have been assigned as it would not be meaningful

Rationale

The pass-through certificates (PTCs) are backed by a pool of 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. 208.62 crore (pool receivables of Rs. 264.47 crore).

The provisional ratings are based on the strength of the cash flows from the selected pool of contracts, the credit enhancement available in the structure as well as the integrity of the legal structure. The provisional ratings are subject to the fulfilment of all the conditions under the structure and ICRA's review of the documentation pertaining to the transaction.

Transaction structure

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 the expected interest payout to PTC Series A2. The entire principal repayment to PTC Series A1 is promised on the scheduled maturity date. After the maturity of PTC Series A1, interest payouts will be promised to PTC Series A2 and all excess cashflows, after meeting the promised PTC Series A2 interest 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 excess interest spread (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 cash collateral (CC) would be utilised by the trustee to meet any shortfall for the monthly promised interest and to the extent of 83.00% 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 and for the payment of expected Investor principal payments in respect of PTC Series A2.

The credit enhancement available in the structure is in the form of (i) a cash collateral (CC) of 11.00% of the initial pool principal, amounting to Rs. 22.95 crore, to be provided by the Originator, (ii) principal subordination of 17.00% and 10.40% of the initial pool principal for PTC Series A1 and PTC Series A2 respectively, and (iii) the excess interest spread (EIS) of 21.36% and 20.28% of the initial pool principal for PTC Series A1 and PTC Series A2 respectively.

Key rating drivers and their description

Credit strengths

Granular pool supported by presence of credit enhancement – The pool is granular, consisting of 15,919 obligors, with the top 10 obligors forming only 0.22% of the initial pool principal, thereby reducing the exposure to any single borrower. Further, the credit enhancement available in the form of the CC, subordination and EIS would absorb part of the losses in the pool and provide support in meeting the PTC payouts.

No overdue contracts in the pool – The pool has been filtered in such a manner that there are no overdue contracts as on the cut-off date. Also, ~66% of the contracts have never been overdue since origination while the peak days past due (dpd) in the remaining contracts is up to one month.

Strong CIBIL score of the underlying borrowers – All the borrowers in the pool have a minimum CIBIL score of 700 and 56% of borrowers have a CIBIL score of at least 750 which signifies a strong credit history of such borrowers.

Credit challenges

Moderate share of high interest rate contracts – Around 33% (in terms of the principal amount outstanding on the cut-off date) of the contracts in the pool had an interest rate of more than 24%. Contracts with a high rate of interest are considered riskier as they usually indicate the weaker credit profile of the borrower.

Risks associated with lending business – The pool's performance would remain exposed to macro-economic shocks, business disruptions and natural calamities that may impact the income-generating capability of the borrowers and their ability to make timely repayments of their loans. The pool is exposed to the inherent credit risk associated with the unsecured nature of the asset class and that recoveries from delinquent contracts tends to be lower.

Key rating assumptions

ICRA's cash flow modelling for rating securitisation 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 assumptions for the losses and the coefficient of variation are considered on the basis of the values observed from the analysis of the past performance of the Originator's loan portfolio as well as the characteristics of the specific pool being evaluated. The resulting collections from the pool, after incorporating the impact of the losses and prepayments, are accounted for in ICRA's cash flow model, in accordance with the cash flow waterfall of the transaction.

For the current pool, ICRA has estimated the shortfall in the pool principal collection during its tenure at 6.00% of the pool principal with certain variability around it. The average prepayment rate for the underlying pool is modelled in the range of 5% to 18% per annum. Various possible scenarios have been simulated at stressed loss levels and prepayment rates and the incidences of default to the investor as well as the extent of losses are measured after factoring in the credit enhancement to arrive at the final rating for the instrument.

Liquidity position

The liquidity for PTC Series A1 and PTC Series A2 is superior after factoring in the credit enhancement available to meet the promised payouts to the investor. The total credit enhancement would be ~7.50 and ~6.25 times the estimated loss in the pool for PTC Series A1 and PTC Series A2 respectively.

Rating sensitivities

Positive factors – NA for PTC Series A1. For PTC Series A2: The rating could be upgraded on strong collection performance of the underlying pool (monthly collection efficiency >95%) on a sustained basis, leading to the build-up of credit enhancement cover for the remaining payouts.

Negative factors – Pressure on the ratings could emerge on any sustained weak collection performance of the underlying pool (monthly collection efficiency <90%) leading to higher-than-expected delinquency levels and credit enhancement utilisation levels. Weakening in the credit profile of the servicer (DMI) could also exert pressure on the ratings.

Analytical approach

The rating action is based on the analysis of the performance of DMI’s personal loan portfolio till June 2024, 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	Rating Methodology for Securitisation Transactions
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. Deed of Assignment
3. Power of Attorney
4. Information Memorandum
5. All other instruments, deeds and documents executed or entered into by the trustee and/or the seller from time to time, for the purpose of the securitisation of the receivables
6. Legal opinion

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 rating 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 rating, the provisional rating will be withdrawn in accordance with ICRA’s Policy on Provisional Ratings available at www.icra.in.

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 its 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.

Key financial indicators

Particular for	FY2022 (Audited)	FY2023 (Audited)	FY2024 (Audited)
Operating income	652	1,222	2,024
Profit after tax	59	320	417
Total managed assets	7,268	9,060	14,520
Gross stage 3	2.2%	3.4%	2.5%
CRAR	61%	51%	45%

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 (FY2025)			Chronology of Rating History for the Past 3 Years		
		Instrument	Amount Rated (Rs. crore)	Date & Rating in FY2025	Date & Rating in FY2024	Date & Rating in FY2023	Date & Rating in FY2022
				September 12, 2024	-	-	-
1	PLUM 25-4	PTC Series A1	173.16	Provisional [ICRA]AAA(SO)	-	-	-
		PTC Series A2	13.77	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 (p.a.p.m)	Maturity Date	Amount Rated (Rs. crore)	Current Rating
PLUM 25-4	PTC Series A1	July 09, 2024	8.95%	January 25, 2028	173.16	Provisional [ICRA]AAA(SO)
	PTC Series A2	July 09, 2024	10.80%	January 25, 2028	13.77	Provisional [ICRA]AA+(SO)

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

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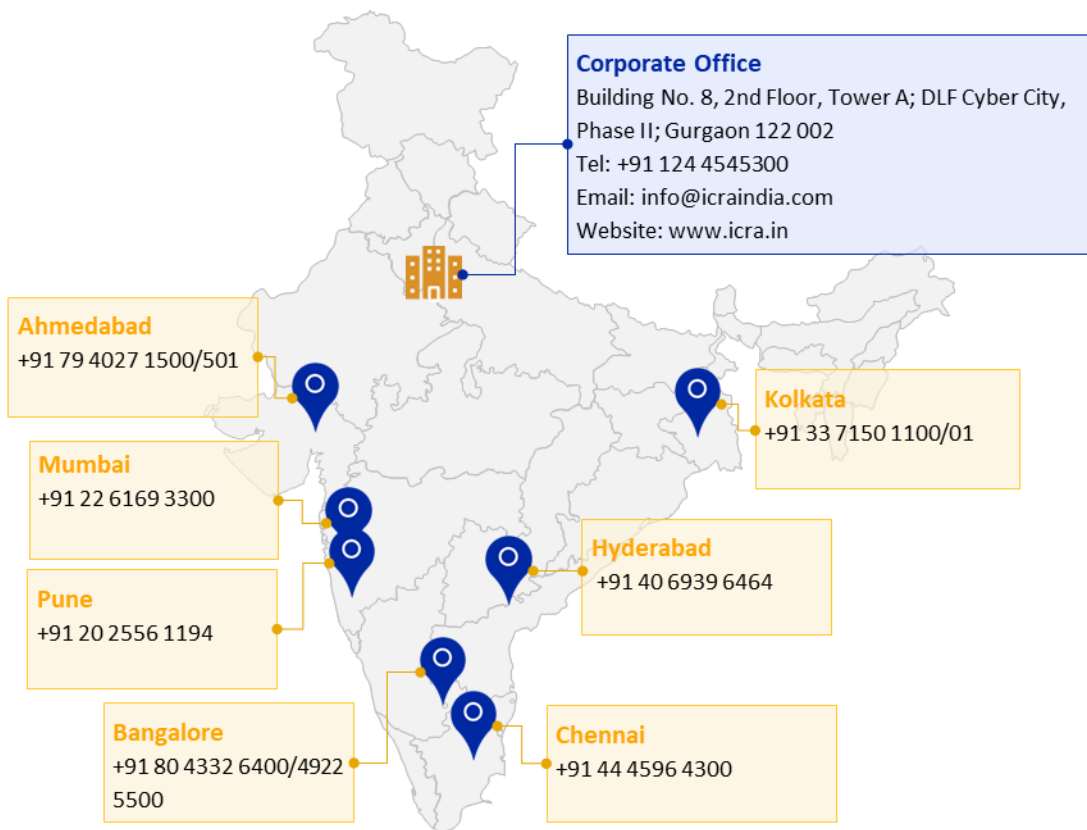
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