

NCD/NSE/2024-25/16

29th May 2023

The Manager Listing Department- Debt **National Stock Exchange of India Limited** "Exchange Plaza", Bandra-Kurla Complex, Bandra (East), Mumbai – 400051

Dear Sir,

Sub: Intimation under regulations 51 & 55 of SEBI (Listing and Obligations Disclosure Requirements) Regulations, 2015, as amended from time to time

Pursuant to Regulation 51 read with Para A of Part B Schedule III & Regulation 55 of SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015, we, Profectus Capital Private Limited (**'the Company'**) hereby wish to inform you that CRISIL Ratings Limited (CRISIL), a rating agency has reviewed (annual review) the credit rating of Long Term & Short Bank facilities of Rs 1500 Cr & Non – Convertible Debenture of Rs 90 Cr and re-affirmed the ratings, as detailed below:

#### 1. Non-Convertible Debentures:

| Sr.<br>No | ISIN                 | Name<br>of<br>Credit<br>Rating<br>Agency | Credit<br>Rating<br>Assign<br>ed | Outlook<br>(Stable/<br>Positive/<br>Negative<br>/ No<br>outlook) | Rating Action (New/ Upgrade / Downgra de/ Re- Affirm/ Other) | Specify<br>other<br>rating<br>action | Date<br>of<br>Credit<br>rating  | Verific<br>ation<br>status<br>of<br>Credit<br>Rating<br>Agenci<br>es | Date of<br>verificat<br>ion |
|-----------|----------------------|--|----------------------------------|--|--|--------------------------------------|---------------------------------|--|-----------------------------|
| 1         | 2                    | 3  | 4                                | 5  | 6  | 7                                    | 8                               | 9  | 10                          |
| 1         | INE38<br>9Z07<br>021 | CRISIL<br>Ratings<br>Limited             | CRISIL<br>A-                     | Positive   | Re-<br>Affirmed  | -                                    | 28 <sup>th</sup><br>May<br>2024 | Not<br>Verified  | -                           |
| 2         | INE38<br>9Z07<br>039 | CRISIL<br>Ratings<br>Limited             | CRISIL<br>A-                     | Positive   | Re-<br>Affirmed  | -                                    | 28 <sup>th</sup><br>May<br>2024 | Not<br>Verified  | -                           |
| 3         | INE38<br>9Z07<br>047 | CRISIL<br>Ratings<br>Limited             | CRISIL<br>A-                     | Positive   | Re-<br>Affirmed  | -                                    | 28 <sup>th</sup><br>May<br>2024 | Not<br>Verified  | -                           |

Regd. Office: B-17, Fourth Floor, Art Guild House, Phoenix Market City, Kurla (West), Mumbai - 400 070. Tel.: +91-22-4919 4400

Website: www.profectuscapital.com Email: info@profectuscapital.com CIN: U65999MH2017PTC295967



# 2. Bank Facilities

| Rating Agency Facility |                     | Rating/Outlook      | Rating Action |  |
|------------------------|---------------------|---------------------|---------------|--|
| CRISIL Ratings Limited | Long Term – 1490 Cr | CRISIL A-(Positive) | Re-Affirmed   |  |
|                        | Short Term- 10 Cr   | CRISIL A1           | Re-Affirmed   |  |

Further, please find enclosed the rating letter dated May 28, 2024 issued by CRISIL Ratings Limited in this regard. You may note that the Company received aforesaid intimation vide an email dated May 28, 2024 at 6.13 pm from CRISIL Ratings Ltd.

Kindly take the above on your record.

Thanking You,

for Profectus Capital Private Limited

Nitin Pangarkar Company Secretary & CCO ACS No. 23863

**Regd. Office**: B-17, Fourth Floor, Art Guild House, Phoenix Market City, Kurla (West), Mumbai - 400 070. **Tel.**: +91-22-4919 4400 **Website**: www.profectuscapital.com **Email**: info@profectuscapital.com **CIN**: U65999MH2017PTC295967

#### CONFIDENTIAL



RL/PRFCPL/343603/BLR/0524/89204 May 28, 2024

Mr. K V Srinivasan Chief Executive Officer Profectus Capital Private Limited Address: B-17 4th Floor, Art Guild House, Phoenix Market City, Kurla (W), Mumbai City - 400070 7021001974

Dear Mr. K V Srinivasan,

Re: CRISIL rating on the bank facility(ies) of Profectus Capital Private Limited.

All ratings assigned by CRISIL Ratings are kept under continuous surveillance and review.

Please find in the table below the ratings outstanding for the debt instruments/facilities of the company as on date.

| Total Bank Loan Facilities Rated | Rs.1500 Crore      |
|----------------------------------|--------------------|
| Long Term Rating                 | CRISIL A-/Positive |
| Short Term Rating                | CRISIL A1          |

(Bank-wise details as per Annexure 1)

CRISIL Ratings also disseminates the rating on the bank facilities through its website and updates the rating lists on CRISIL Ratings' website on a real time basis. Additionally, the rating lists in its publications such as Rating Scan and BLR Connect are also updated to reflect the latest ratings outstanding on the bank loan facilities. CRISIL Ratings reserves the right to withdraw, or revise the ratings/outlook at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL Ratings believes may have an impact on the ratings. Please visit www.crisilratings.com and search with the name of the rated entity to access the latest rating/s

Should you require any clarifications, please feel free to contact us.

With warm regards,

Yours sincerely,

Vani Ojasvi

Associate Director - CRISIL Ratings

Nivedita Shibu

Director - CRISIL Ratings



Disclaimer. A rating by CRISIL Ratings reflects CRISIL Ratings' current opinion on the likelihood of timely payment of the obligations under the rated instrument, and does not constitute an audit of the rated entity by CRISIL Ratings. Our ratings are based on information provided by the issuer or obtained by CRISIL Ratings from sources it considers reliable. CRISIL Ratings does not guarantee the completeness or accuracy of the information on which the rating is based. A rating by CRISIL Ratings is not a recommendation to buy / sell or hold the rated instrument; it does not comment on the market price or suitability for a particular investor. CRISIL Ratings has a practice of keeping all its ratings under surveillance and ratings are revised as and when circumstances so warrant. CRISIL Ratings is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of its ratings. CRISIL Ratings' criteria are available without charge to the public on the web site, www.crisilratings.com. CRISIL Ratings or its associates may have other commercial transactions with the company/entity. For the latest rating information on any instrument of any company rated by CRISIL Ratings, please visit <a href="www.crisilratings.com">www.crisilratings.com</a> or contact Customer Service Helpdesk at <a href="mailto:CRISILratingdesk@crisil.com">CRISIL ratingdesk@crisil.com</a> or at 1800-267-1301



### Annexure 1 - Bank-wise details of various facility classes (outstanding facilities)

| S.No. | Bank Facility                                | Bank  | Amount (Rs. in Crore) | Outstanding Rating |
|-------|--|---|-----------------------|--------------------|
| 1     | Cash Credit                                  | IDFC FIRST Bank Limited                       | 10                    | CRISIL A-/Positive |
| 2     | Cash Credit & Working Capital<br>Demand Loan | State Bank of India                           | 6                     | CRISIL A-/Positive |
| 3     | Cash Credit & Working Capital<br>Demand Loan | Bandhan Bank Limited                          | 1                     | CRISIL A-/Positive |
| 4     | Cash Credit & Working Capital<br>Demand Loan | Axis Bank Limited                             | 1                     | CRISIL A-/Positive |
| 5     | Cash Credit & Working Capital<br>Demand Loan | The Federal Bank Limited                      | 1                     | CRISIL A-/Positive |
| 6     | Proposed Long Term Bank<br>Loan Facility     |   | 195.97                | CRISIL A-/Positive |
| 7     | Proposed Short Term Bank<br>Loan Facility    | 11  | 10                    | CRISIL A1          |
| 8     | Term Loan                                    | State Bank of India                           | 120.01                | CRISIL A-/Positive |
| 9     | Term Loan                                    | Nabkisan Finance Limited                      | 20                    | CRISIL A-/Positive |
| 10    | Term Loan                                    | Ujjivan Small Finance Bank<br>Limited         | 20                    | CRISIL A-/Positive |
| 11    | Term Loan                                    | Ujjivan Small Finance Bank<br>Limited         | 13.89                 | CRISIL A-/Positive |
| 12    | Term Loan                                    | YES Bank Limited                              | 25                    | CRISIL A-/Positive |
| 13    | Term Loan                                    | The Karur Vysya Bank Limited                  | 25                    | CRISIL A-/Positive |
| 14    | Term Loan                                    | Indian Overseas Bank                          | 20                    | CRISIL A-/Positive |
| 15    | Term Loan                                    | The Karnataka Bank Limited                    | 20                    | CRISIL A-/Positive |
| 16    | Term Loan                                    | State Bank of India                           | 200                   | CRISIL A-/Positive |
| 17    | Term Loan                                    | Bandhan Bank Limited                          | 75                    | CRISIL A-/Positive |
| 18    | Term Loan                                    | YES Bank Limited                              | 28.89                 | CRISIL A-/Positive |
| 19    | Term Loan                                    | The Federal Bank Limited                      | 46.87                 | CRISIL A-/Positive |
| 20    | Term Loan                                    | Utkarsh Small Finance Bank<br>Limited         | 46.67                 | CRISIL A-/Positive |
| 21    | Term Loan                                    | Small Industries Development<br>Bank of India | 20                    | CRISIL A-/Positive |
| 22    | Term Loan                                    | The Federal Bank Limited                      | 50                    | CRISIL A-/Positive |
| 23    | Term Loan                                    | IDFC FIRST Bank Limited                       | 256.93                | CRISIL A-/Positive |
| 24    | Term Loan                                    | CSB Bank Limited                              | 23.05                 | CRISIL A-/Positive |
| 25    | Term Loan                                    | RBL Bank Limited                              | 56.56                 | CRISIL A-/Positive |
| 26    | Term Loan                                    | Bajaj Finance Limited                         | 15                    | CRISIL A-/Positive |
| 27    | Term Loan                                    | Hinduja Leyland Finance<br>Limited            | 33.78                 | CRISIL A-/Positive |
| 28    | Term Loan                                    | Suryoday Small Finance Bank<br>Limited        | 47.33                 | CRISIL A-/Positive |
| 29    | Term Loan                                    | RBL Bank Limited                              | 3.44                  | CRISIL A-/Positive |
| 30    | Term Loan                                    | Nabsamruddhi Finance Limited                  | 22.61                 | CRISIL A-/Positive |
| 31    | Term Loan                                    | Axis Bank Limited                             | 35                    | CRISIL A-/Positive |
| 32    | Term Loan                                    | CSB Bank Limited                              | 25                    | CRISIL A-/Positive |
| 33    | Term Loan                                    | DBS Bank Limited                              | 25                    | CRISIL A-/Positive |
|       | Total  |   | 1500                  |                    |

6. Interchangeable with short term facilities

Disclaimer: A rating by CRISIL Ratings reflects CRISIL Ratings' current opinion on the likelihood of timely payment of the obligations under the rated instrument, and does not constitute an audit of the rated entity by CRISIL Ratings. Our ratings are based on information provided by the issuer or obtained by CRISIL Ratings from sources it considers reliable. CRISIL Ratings does not guarantee the completeness or accuracy of the information on which the rating is based. A rating by CRISIL Ratings is not a recommendation to buy / sell or hold the rated instrument; it does not comment on the market price or suitability for a particular investor. CRISIL Ratings has a practice of keeping all its ratings under surveillance and ratings are revised as and when circumstances so warrant. CRISIL Ratings is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of its ratings. CRISIL Ratings' criteria are available without charge to the public on the web site, <a href="www.crisilratings.com">www.crisilratings.com</a>. CRISIL Ratings or its associates may have other commercial transactions with the company/entity. For the latest rating information on any instrument of any company rated by CRISIL Ratings, please visit

www.crisilratings.com or contact Customer Service Helpdesk at <a href="mailto:crisilratingdesk@crisil.com">CRISIL ratingdesk@crisil.com</a> or at 1800-267-1301

#### CONFIDENTIAL



RL/PRFCPL/343603/NCD/0524/89205/110820372 May 28, 2024

Mr. K V Srinivasan Chief Executive Officer Profectus Capital Private Limited Address: B-17 4th Floor, Art Guild House, Phoenix Market City, Kurla (W), Mumbai City - 400070 7021001974

Dear Mr. K V Srinivasan,

Re: CRISIL rating on the Non Convertible Debentures Aggregating Rs.90 Crore of Profectus Capital Private Limited.

All ratings assigned by CRISIL Ratings are kept under continuous surveillance and review.

Please refer to our rating letter dated May 16, 2024 bearing Ref. no: RL/PRFCPL/343603/NCD/0524/88225/110820372

Rating outstanding on the captioned debt instruments is "CRISIL A-/Positive" (pronounced as "CRISIL A minus rating" with Positive outlook). Securities with this rating are considered to have adequate degree of safety regarding timely servicing of financial obligations. Such securities carry low credit risk..

In the event of your company not making the issue within a period of 180 days from the above date, or in the event of any change in the size or structure of your proposed issue, a fresh letter of revalidation from CRISIL Ratings will be necessary.

As per our Rating Agreement, CRISIL Ratings would disseminate the rating along with outlook through its publications and other media, and keep the rating along with outlook under surveillance for the life of the instrument. CRISIL Ratings reserves the right to withdraw, or revise the rating / outlook assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL Ratings believes may have an impact on the rating. Please visit www.crisilratings.com and search with the name of the rated entity to access the latest rating/s.

As per the latest SEBI circular (reference number: CIR/IMD/DF/17/2013; dated October 22, 2013) on centralized database for corporate bonds/debentures, you are required to provide international securities identification number (ISIN; along with the reference number and the date of the rating letter) of all bond/debenture issuances made against this rating letter to us. The circular also requires you to share this information with us within 2 days after the allotment of the ISIN. We request you to mail us all the necessary and relevant information at debtissue@crisil.com. This will enable CRISIL Ratings to verify and confirm to the depositories, including NSDL and CDSL, the ISIN details of debt rated by us, as required by SEBI. Feel free to contact us for any clarifications you may have at debtissue@crisil.com

Should you require any clarifications, please feel free to contact us.

With warm regards,

Yours sincerely,

Vani Ojasvi

Associate Director - CRISIL Ratings

Nivedita Shibu

Director - CRISIL Ratings

CRISIL

Disclaimer: A rating by CRISIL Ratings reflects CRISIL Ratings' current opinion on the likelihood of timely payment of the obligations under the rated instrument, and does not constitute an audit of the rated entity by CRISIL Ratings. Our ratings are based on information provided by the issuer or obtained by CRISIL Ratings from sources it considers reliable. CRISIL Ratings does not guarantee the completeness or accuracy of the information on which the rating is based. A rating by CRISIL Ratings is not a recommendation to buy / sell or hold the rated instrument; it does not comment on the market price or suitability for a particular investor. CRISIL Ratings has a practice of keeping all its ratings under surveillance and ratings are revised as and when circumstances so warrant. CRISIL Ratings is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of its ratings. CRISIL Ratings' criteria are available without charge to the public on the web site, www.crisilratings.com. CRISIL Ratings or its associates may have other commercial transactions with the company/entity. For the latest rating information on any instrument of any company rated by CRISIL Ratings, please visit www.crisilratings.com or contact Customer Service Helpdesk at CRISILratingdesk@crisil.com or at 1800-267-1301

5/29/24, 4:14 PM Rating Rationale



# **Rating Rationale**

May 15, 2024 | Mumbai

# **Profectus Capital Private Limited**

Ratings Reaffirmed

# **Rating Action**

| Total Bank Loan Facilities Rated | Rs.1500 Crore                   |
|----------------------------------|---------------------------------|
| Long Term Rating                 | CRISIL A-/Positive (Reaffirmed) |
| Short Term Rating                | CRISIL A1 (Reaffirmed)          |

| Non Convertible Debentures Aggregating Rs.90 Crore | CRISIL A-/Positive (Reaffirmed) |
|--|---------------------------------|

Note: None of the Directors on CRISIL Ratings Limited's Board are members of rating committee and thus do not participate in discussion or assignment of any ratings. The Board of Directors also does not discuss any ratings at its meetings.

1 crore = 10 million

Refer to Annexure for Details of Instruments & Bank Facilities

#### **Detailed Rationale**

CRISIL Ratings has reaffirmed its 'CRISIL A-/Positive/CRISIL A1' ratings on the existing bank loan facilities and non convertible debentures (NCDs) of Profectus Capital Private Limited (Profectus).

The rating continues to reflect the expectation of improvement in profitability alongside steady scale up in business, while capitalisation is maintained at healthy levels. The ratings also factor in experience of the senior management team of Profectus. These strengths are partially offset by the limited track record of operations and modest, albeit improving scale of operations.

Having turned profitable in fiscal 2020, the company's return on assets were 1.5% in fiscal 2024, marginally higher than 1.2% for the previous fiscal and 0.6% for fiscal 2022. This traction in profitability was driven by rationalisation of operating expenses as a percentage of total average managed assets, to 4.4% for fiscal 2024 from 4.9% in fiscal 2023 and 6.1% in fiscal 2022.

Apart from gradually improving profitability, the company's financial risk profile remains supported by its healthy capitalisation marked by an absolute net worth of Rs 1,114 crore and an on-book gearing of 1.8 times, as on March 31, 2024 compared to Rs 1,065 crore and 1.7 times as on March 31, 2023. Actis — the 100% shareholder of Profectus, has infused Rs 1025 crore into the company since inception which is in line with its initial capital commitment.

During fiscal 2024, the management recalibrated its growth strategy in some of the segments like enterprise mortgage loans, trader financing and supply chain financing basis emerging asset quality trends and favourability of macro-economic factors. The company decided to limit its exposure to trader segment and higher ticket size market during the year which led to a moderately lower than anticipated growth in AUM. Nonetheless, this strategy is expected to impart granularity to the portfolio and, support asset quality in the normal course of business. As of March 31, 2024, the portfolio mix comprised business loans against property or enterprise mortgage loan (36% of AUM), equipment financing (17%), school funding (24%), supply chain financing (13%) and non-banking finance company (NBFC) & micro finance lending (10%).

### **Analytical Approach**

CRISIL Ratings has assessed the standalone business and financial risk profiles of Profectus.

### <u>Key Rating Drivers & Detailed Description</u> Strengths:

### Healthy capitalisation along with improving diversity of lender base

Capitalisation remains healthy with a net worth of Rs 1,114 crore as on March 31, 2024 compared to Rs 1,065 crore a year ago, which factors in Rs 1025 crore of equity infused by Actis – the 100% shareholder of Profectus – in line with the investor's initial commitment. The last tranche of this capital came in March 2023. The company's on-book leverage ratio has also remained low at 1.8 times as on March 31, 2024, compared to 1.7 times on March 31, 2023. While this metric is expected to increase from current levels as the book scales up, the company intends to maintain it within 4 times over the medium term.

5/29/24, 4:14 PM Rating Rationale

In terms of debt funding, Profectus has been gradually diversifying its lender base and has 35 established lender relationships as on March 31, 2024, as compared with merely two around March 31, 2020. The lender base majorly comprises of private sector banks (57% of the total borrowings as on March 31, 2024), public sector banks (16%), NBFCs (12%), and small finance banks (11%). This resource franchise of the company has also benefited from its association with Actis. In the last two fiscals, the company has also tapped into capital markets through its listed NCD issuance and, has also done direct assignments and pass through certificates recently.

### Improving earnings profile

There has been gradual improvement in the company's profitability over the last few fiscals. As compared to an RoMA of 0.7% in fiscal 2021 – which was the first profitable year for the company, Profectus reported a RoMA of 1.2% for fiscal 2023 which subsequently improved to 1.5% for fiscal 2024. This traction in profitability was a factor of economies of scale which offset the impact of a marginal decline in interest margins witnessed during the past fiscal.

The net interest income as a percentage of average managed assets (NII) compressed from 6.5% in fiscal 2023 to 6.2% in fiscal 2024 on account of increase in average cost of funds to 9.6% in fiscal 2024 compared to 8.1%, for the previous fiscal corresponding to a decline in interest income due to lower AUM growth. However, the contraction in NII was compensated by a decline of ~50 bps in operating expenses as a percentage of average managed assets to 4.4% in fiscal 2024, resulting in a marginally higher RoMA for the year. Lastly, credit costs have remained stable during the year at 0.4% of average managed assets.

With revision in business strategy specially around target segments, the ability of the management to sustain the improvement in profitably while scaling the book, will remain a key monitorable.

#### **Experienced management**

The company was founded by Mr KV Srinivasan, who has extensive work experience and a track record of successfully building a retail MSME loan book. Majority of the company's top management has worked together prior to joining Profectus and, has demonstrated ability to successfully manage retail finance business.

Backed by its significant experience, the management has put in place strong systems and risk management processes at an early stage, which was critical to the business given the inherent vulnerability of the MSME customer segment. The company has an experienced board, and the top management is focused on institutionalising strong corporate governance principles. The experience of the management should continue to help scale up the loan book.

The management team also benefits from the involvement of Actis in the company's strategic and business decisions, periodic performance reviews, stakeholder management and, support in fundraising activities.

# Weaknesses:

### Modest, albeit improving scale of operations

With an AUM of Rs 3,090 crore corresponding to a market share of ~0.1% as on March 31, 2024, the company remains a small player in the overall NBFC sector.

In the recent past, the management took a strategic call to recalibrate its business plan considering segment specific developments. The company has reduced its disbursements to the trader segment due to inherently high delinquencies and shifted its focus towards the manufacturing segment which offers the same effective yield. Within the EML segment, the management decided to limit its exposure to higher ticket size market, to obtain higher granularity. Apart from this, some of the macro-economic factors like capital expenditure in the private sector and business volumes in the manufacturing sector did not align with the company's initial assumptions and thus, disbursements in fiscal 2024 were flat.

The management has already rolled out its plan as per the revised strategy and the same is expected to gain momentum in the medium to long term. As the business model relies on direct sales team for sourcing customers, the company has added to its employee base in the past few years — which shall help in further improving its scale of operations in the medium term. Until then, the traction in market share is expected to remain low.

#### Limited track record of operations

The company started disbursing loans in fiscal 2018 and reached an AUM size of Rs 3,090 crore as on March 31, 2024 with a sizeable proportion of the book having been originated in the last two years. The average tenure of the loan book is between 5-6 years that makes the portfolio relatively less seasoned.

Thus far, asset quality metrics have remained under control with gross NPAs at 1.4% as on March 31, 2024 (1.7% on a one-year lagged basis) as compared with 1.3%, a year ago. This has been supported by an average monthly collection efficiency of ~100% for fiscal 2024 and, therefore ultimate credit costs have remained low. However, with the portfolio gaining size and vintage, the ability to manage asset quality and overall profitability will be a key monitorable. In the medium term, the company is expected to register a healthy growth pace, however, will remain a relatively small player in the overall NBFC sector.

5/29/24, 4:14 PM Rating Rationale

### **Liquidity: Adequate**

As on March 31, 2024, Profectus had a liquidity of Rs 288 crore in form of liquid investments unutilised bank lines and cash balance against debt obligation of Rs 158 crore over 3 months ending June 2024. No cumulative negative mismatches were found in the Asset Liability positions as on March 31, 2024.

#### **Outlook: Positive**

Profectus is expected to sustain improvement in its profitability metrics, supported by steady scale-up of operations and healthy capitalisation levels.

### **Rating Sensitivity Factors**

### Upward factors

- Significant improvement in the market position with stable asset quality
- Improvement in profitability, with return on managed assets increasing to and remaining around, 2.0% on a sustained basis.

#### **Downward factors**

- Change in capital raising plans over the next few years leading to increase in gearing to beyond 6 times on a sustained basis
- Challenges in regularly raising funds from diversified sources and at optimal rates
- Significant and sustained weakening of asset quality coupled with continuous losses

### **About the Company**

Profectus was founded in June 2017 by Mr K V Srinivasan, who earlier headed Reliance Commercial Finance and Reliance Home Finance. The company is registered with the Reserve Bank of India as a systemically important, non-deposit-taking NBFC. It has presence in 28 cities across 14 states and union territories. Actis, a global private equity firm, held a 100% stake in the company as on March 31, 2024.

Actis, founded in 2004 (after a spin-off from CDC Group plc, earlier known as Commonwealth Development Corporation), has raised USD 19 billion and has AUM of over USD 24 billion. It has made more than 225 investments and over 165 exits globally. Actis has 17 offices worldwide and employs more than 200 people, including 120 investment professionals.

Over fiscal 2024, net profit was Rs 48.2 crore on total income (net of interest expense) of Rs 221.2 crore against Rs 29.3 crore and Rs 163.9 crore, respectively, in the previous fiscal.

**Kev Financial Indicators** 

| As on/for the year ended (Ind-AS)      | 11:4     | March 2024    | March 2023 | March 2022 |
|--|----------|---------------|------------|------------|
| • , ,                                  | Unit     | (provisional) | (audited)  | (audited)  |
| Total assets                           | Rs crore | 3,263.1       | 3,013.4    | 1,702.0    |
| Total income (net of interest expense) | Rs crore | 221.2         | 163.9      | 104.8      |
| PAT                                    | Rs crore | 48.2          | 29.3       | 7.8        |
| Gross NPAs                             | %        | 1.4           | 0.8        | 8.0        |
| Gearing                                | Times    | 1.8           | 1.7        | 1.1        |
| Return on assets                       | %        | 1.5           | 1.2        | 0.6        |

Note: March 2024 numbers in the rational are provisional numbers

### **Any other information**: Not Applicable

#### Note on complexity levels of the rated instrument:

CRISIL Ratings` complexity levels are assigned to various types of financial instruments and are included (where applicable) in the 'Annexure - Details of Instrument' in this Rating Rationale.

CRISIL Ratings will disclose complexity level for all securities - including those that are yet to be placed - based on available information. The complexity level for instruments may be updated, where required, in the rating rationale published subsequent to the issuance of the instrument when details on such features are available.

For more details on the CRISIL Ratings` complexity levels please visit <a href="www.crisilratings.com">www.crisilratings.com</a>. Users may also call the Customer Service Helpdesk with gueries on specific instruments.

Annexure - Details of Instrument(s)

| ISIN         | Name of Bank<br>Facilities/<br>Instrument<br>Details | Date<br>of sanction<br>/ allotment | Coupon<br>rate (%) | Maturity<br>date | Amount/Issue<br>size (Rs.Crore) | Complexity<br>Level | Rating                |
|--------------|--|------------------------------------|--------------------|------------------|---------------------------------|---------------------|-----------------------|
| INE389Z07021 | Non<br>Convertible                                   | 15-Jun-2022                        | 5.10% +<br>Repo    | 13-Dec-<br>2024  | 40                              | Simple              | CRISIL<br>A-/Positive |

|              | Debentures   | ĺ           |        | 1               |        |        |                       |
|--------------|--|-------------|--------|-----------------|--------|--------|-----------------------|
| INE389Z07039 | Non<br>Convertible<br>Debentures                   | 12-Apr-2023 | 10.48% | 25-May-<br>2026 | 35     | Simple | CRISIL<br>A-/Positive |
| NA           | Non<br>Convertible<br>Debentures*                  | NA          | NA     | NA              | 15     | Simple | CRISIL<br>A-/Positive |
| NA           | Cash Credit  | NA          | NA     | NA              | 10     | NA     | CRISIL<br>A-/Positive |
| NA           | Cash Credit &<br>Working<br>Capital<br>Demand Loan | NA          | NA     | NA              | 1      | NA     | CRISIL<br>A-/Positive |
| NA           | Cash Credit &<br>Working<br>Capital<br>Demand Loan | NA          | NA     | NA              | 1      | NA     | CRISIL<br>A-/Positive |
| NA           | Cash Credit &<br>Working<br>Capital<br>Demand Loan | NA          | NA     | NA              | 1      | NA     | CRISIL<br>A-/Positive |
| NA           | Cash Credit &<br>Working<br>Capital<br>Demand Loan | NA          | NA     | NA              | 6      | NA     | CRISIL<br>A-/Positive |
| NA           | Proposed Long<br>Term Bank<br>Loan Facility&       | NA          | NA     | NA              | 195.97 | NA     | CRISIL<br>A-/Positive |
| NA           | Proposed Short<br>Term Bank<br>Loan Facility       | NA          | NA     | NA              | 10     | NA     | CRISIL A1             |
| NA           | Term Loan  | 28-Jul-2021 | NA     | 17-Oct-<br>2028 | 320.01 | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 24-Feb-2023 | NA     | 7-Feb-<br>2027  | 20     | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 29-Jan-2022 | NA     | 31-Mar-<br>2026 | 33.89  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 4-Mar-2023  | NA     | 30-Mar-<br>2026 | 25     | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 27-Dec-2022 | NA     | 29-Jun-<br>2025 | 75     | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 8-Sep-2021  | NA     | 30-Dec-<br>2025 | 53.89  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 22-Sep-2021 | NA     | 22-Feb-<br>2028 | 96.87  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 28-Sep-2021 | NA     | 29-Sep-<br>2024 | 46.67  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 6-Mar-2023  | NA     | 10-Mar-<br>2025 | 20     | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 10-Jun-2019 | NA     | 7-Jun-<br>2028  | 256.93 | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 21-Apr-2021 | NA     | 31-May-<br>2026 | 48.05  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 8-Sep-2022  | NA     | 1-Feb-<br>2027  | 60     | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 21-Oct-2022 | NA     | 27-Feb-<br>2026 | 15     | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 31-Dec-2021 | NA     | 23-Sep-<br>2025 | 33.78  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 19-Jan-2022 | NA     | 5-Oct-<br>2027  | 47.33  | NA     | CRISIL<br>A-/Positive |
| NA           | Term Loan  | 2-Mar-2022  | NA     | 31-Mar-<br>2025 | 22.61  | NA     | CRISIL<br>A-/Positive |

| NA | Term Loan | 22-Feb-2022 | NA | 30-Sep-<br>2024 | 35 | NA | CRISIL<br>A-/Positive |
|----|-----------|-------------|----|-----------------|----|----|-----------------------|
| NA | Term Loan | 3-Jul-2023  | NA | 31-Jul-<br>2026 | 25 | NA | CRISIL<br>A-/Positive |
| NA | Term Loan | 8-Mar-2023  | NA | 22-Jun-<br>2027 | 20 | NA | CRISIL<br>A-/Positive |
| NA | Term Loan | 26-Jun-2023 | NA | 31-Jul-<br>2026 | 20 | NA | CRISIL<br>A-/Positive |

<sup>\*</sup>Yet to be issued

&Interchangeable with short term facilities

**Annexure - Rating History for last 3 Years** 

|                                  |       | Current               |   |      | 2024 (History) 2023 |          |   | 2022     |                                       | 2021     |                                       | Start of 2021         |
|----------------------------------|-------|-----------------------|---|------|---------------------|----------|---|----------|---------------------------------------|----------|---------------------------------------|-----------------------|
| Instrument                       | Туре  | Outstanding<br>Amount | Rating                                  | Date | Rating              | Date     | Rating                                  | Date     | Rating                                | Date     | Rating                                | Rating                |
| Fund Based<br>Facilities         | LT/ST | 1500.0                | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 |      |                     | 10-11-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 | 27-05-22 | CRISIL<br>A-/Stable<br>/ CRISIL<br>A1 | 05-10-21 | CRISIL<br>A-/Stable<br>/ CRISIL<br>A1 | CRISIL<br>BBB+/Stable |
|                                  |       |                       |   |      |                     | 12-09-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 | 17-03-22 | CRISIL<br>A-/Stable<br>/ CRISIL<br>A1 | 30-07-21 | CRISIL<br>A-/Stable<br>/ CRISIL<br>A1 |                       |
|                                  |       |                       |   |      |                     | 22-05-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 | 15-03-22 | CRISIL<br>A-/Stable<br>/ CRISIL<br>A1 |          |                                       |                       |
|                                  |       |                       |   |      |                     | 16-05-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 | 11-03-22 | CRISIL<br>A-/Stable<br>/ CRISIL<br>A1 |          |                                       |                       |
|                                  |       |                       |   |      |                     | 06-04-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 |          |                                       |          |                                       |                       |
|                                  |       |                       |   |      |                     | 04-04-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 |          |                                       |          |                                       |                       |
|                                  |       |                       |   |      |                     | 13-03-23 | CRISIL<br>A-/Positive<br>/ CRISIL<br>A1 |          |                                       |          |                                       |                       |
| Non<br>Convertible<br>Debentures | LT    | 90.0                  | CRISIL<br>A-/Positive                   |      |                     | 10-11-23 | CRISIL<br>A-/Positive                   | 27-05-22 | CRISIL<br>A-/Stable                   |          |                                       |                       |
|                                  |       |                       | -                                       |      |                     | 12-09-23 | CRISIL<br>A-/Positive                   |          |                                       |          |                                       |                       |
|                                  |       |                       |   |      |                     | 22-05-23 | CRISIL<br>A-/Positive                   |          |                                       |          |                                       |                       |
|                                  |       |                       |   |      |                     | 16-05-23 | CRISIL<br>A-/Positive                   |          |                                       |          |                                       |                       |
|                                  |       |                       |   |      |                     | 06-04-23 | CRISIL<br>A-/Positive                   |          | -                                     |          |                                       |                       |
|                                  |       |                       |   |      |                     | 04-04-23 | CRISIL<br>A-/Positive                   |          |                                       |          |                                       |                       |
|                                  |       |                       |   |      |                     | 13-03-23 | CRISIL<br>A-/Positive                   |          |                                       |          |                                       |                       |

All amounts are in Rs.Cr.

# **Annexure - Details of Bank Lenders & Facilities**

| Facility                                     | Facility Amount (Rs.Crore) |                         | Rating             |  |  |
|--|----------------------------|-------------------------|--------------------|--|--|
| Cash Credit                                  | 10                         | IDFC FIRST Bank Limited | CRISIL A-/Positive |  |  |
| Cash Credit & Working<br>Capital Demand Loan | 6                          | State Bank of India     | CRISIL A-/Positive |  |  |
| Cash Credit & Working<br>Capital Demand Loan | 1                          | Bandhan Bank Limited    | CRISIL A-/Positive |  |  |
| Cash Credit & Working<br>Capital Demand Loan | 1                          | Axis Bank Limited       | CRISIL A-/Positive |  |  |

|   |        | •   |                    |
|---|--------|---|--------------------|
| Cash Credit & Working<br>Capital Demand Loan              | 1      | The Federal Bank Limited                      | CRISIL A-/Positive |
| Proposed Long Term Bank<br>Loan Facility <sup>&amp;</sup> | 195.97 | Not Applicable                                | CRISIL A-/Positive |
| Proposed Short Term<br>Bank Loan Facility                 | 10     | Not Applicable                                | CRISIL A1          |
| Term Loan   | 120.01 | State Bank of India                           | CRISIL A-/Positive |
| Term Loan   | 20     | Nabkisan Finance Limited                      | CRISIL A-/Positive |
| Term Loan   | 20     | Ujjivan Small Finance<br>Bank Limited         | CRISIL A-/Positive |
| Term Loan   | 13.89  | Ujjivan Small Finance<br>Bank Limited         | CRISIL A-/Positive |
| Term Loan   | 25     | YES Bank Limited                              | CRISIL A-/Positive |
| Term Loan   | 25     | The Karur Vysya Bank<br>Limited               | CRISIL A-/Positive |
| Term Loan   | 20     | Indian Overseas Bank                          | CRISIL A-/Positive |
| Term Loan   | 20     | The Karnataka Bank<br>Limited                 | CRISIL A-/Positive |
| Term Loan   | 200    | State Bank of India                           | CRISIL A-/Positive |
| Term Loan   | 75     | Bandhan Bank Limited                          | CRISIL A-/Positive |
| Term Loan   | 28.89  | YES Bank Limited                              | CRISIL A-/Positive |
| Term Loan   | 46.87  | The Federal Bank Limited                      | CRISIL A-/Positive |
| Term Loan   | 46.67  | Utkarsh Small Finance<br>Bank Limited         | CRISIL A-/Positive |
| Term Loan   | 20     | Small Industries<br>Development Bank of India | CRISIL A-/Positive |
| Term Loan   | 50     | The Federal Bank Limited                      | CRISIL A-/Positive |
| Term Loan   | 256.93 | IDFC FIRST Bank Limited                       | CRISIL A-/Positive |
| Term Loan   | 23.05  | CSB Bank Limited                              | CRISIL A-/Positive |
| Term Loan   | 56.56  | RBL Bank Limited                              | CRISIL A-/Positive |
| Term Loan   | 15     | Bajaj Finance Limited                         | CRISIL A-/Positive |
| Term Loan   | 33.78  | Hinduja Leyland Finance<br>Limited            | CRISIL A-/Positive |
| Term Loan   | 47.33  | Suryoday Small Finance<br>Bank Limited        | CRISIL A-/Positive |
| Term Loan   | 3.44   | RBL Bank Limited                              | CRISIL A-/Positive |
| Term Loan   | 22.61  | Nabsamruddhi Finance<br>Limited               | CRISIL A-/Positive |
| Term Loan   | 35     | Axis Bank Limited                             | CRISIL A-/Positive |
| Term Loan   | 25     | CSB Bank Limited                              | CRISIL A-/Positive |
| Term Loan   | 25     | DBS Bank Limited                              | CRISIL A-/Positive |

&Interchangeable with short term facilities

# **Criteria Details**

| Links to related of | \rita     | ri o  |
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**Rating Criteria for Finance Companies** 

<u>CRISILs Bank Loan Ratings - process, scale and default recognition</u>

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