

Kogta Financial (India) Limited

September 23, 2025

Facilities/Instruments	Amount (₹ crore)	Rating ¹	Rating Action
Long Term Bank Facilities	4,700.00	CARE A+; Positive	Reaffirmed
Market Linked Debentures	35.00	CARE PP-MLD A+; Positive	Reaffirmed
Non Convertible Debentures	50.00	CARE A+; Positive	Assigned
Non Convertible Debentures	100.00	CARE A+; Positive	Reaffirmed
Non Convertible Debentures	150.00	CARE A+; Positive	Reaffirmed

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Rating reaffirmation of long-term ratings to Kogta Financial (India) Limited's (KFL) bank facilities and debt instruments consider the company's demonstrated track record and expectations of continued growth momentum. The uptick in KFL's business growth has been complemented by healthy resources raising ability and improving, despite moderate profitability. While the company has moderate asset quality metrics owing to the asset class that the company caters, it has been able to keep its asset quality steady with adequate capital buffers. CARE Ratings Limited (CareEdge Ratings) expects KFL's assets under management (AUM) to continue its upward trajectory, with a growth rate of 25%–30% in FY26.

Ratings continue to reflect the extensive experience of its promoters and senior management in the lending sector, strong capitalisation supported by consistent equity infusions, well-aligned internal systems, robust risk management and MIS frameworks, and an adequate liquidity position.

However, rating strengths are partially offset by limited portfolio seasoning considering high portfolio growth in the last few years, and moderate geographical concentration with top three states accounting for 66% AUM as on June 30, 2025.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors: Factors that could individually or collectively lead to positive rating action/upgrade:

- Significant and consistent scale-up of operations and improved geographical diversification.
- Stable asset quality metrics with net non-performing assets (NNPA) of less than 2.5%.
- Improving financial performance with return on managed assets (ROMA) of 2.5% and above on a sustained basis.
- Ability to attract capital at competitive rates.

Negative factors: Factors that could individually or collectively lead to negative rating action/downgrade:

- Significant dilution/ weakening of linkages with the promoters.
- Deteriorating profitability –ROMA remaining below 1.5%.
- Deteriorating asset quality with the NNPA to tangible net worth (TNW) ratio remaining above 10% on a sustained basis.
- Overall, AUM/net worth exceeding 4x on a sustained basis.

¹Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications.

Analytical approach:

Standalone

Outlook: Positive

The outlook is 'Positive' considering the company's demonstrated track record in scaling up of business operations aided by healthy resources raising ability from diverse investors.

The outlook may be revised back to stable in case the company is unable to grow profitably as envisaged or reports moderation in its asset quality and profitability metrics.

Detailed description of key rating drivers:

Key strengths

Experienced promoters with long track record of operations

KFL is promoted by the Kogta family, which collectively holds 30.22% stake and has a track record of over two decades. Arun Kogta, managing director (MD) and chief executive officer (CEO), manages business strategy, operations, and geographical expansion activities. Varun Kogta, whole-time director and CFO handles the finance, IT, and HR functions; and Nayan Kogta, chief operating officer (COO), handles operations and credit. In FY25, the company onboarded Romesh Sobti as chairman and non-executive independent director, who has over 46 years' experience spanning public, foreign, and private banking sectors.

The company benefits from the guidance of a professional management team and the oversight of an experienced board comprising independent and nominee directors. Supported by a well-established franchise, KFL has successfully cultivated a substantial customer base, maintaining its growth trajectory. Between March 31, 2019, and March 31, 2025, the company expanded its branch network from 59 to 262 locations, while its AUM increased from ₹720.37 crore to ₹6,507.99 crore. Further, AUM increased to ₹6,943 crore with 263 branches as of June 30, 2025.

Comfortable capitalisation supported by internal accruals and strong capital raising ability

Since inception, KFL has raised ~₹1,495.22 crore by existing and new PE investors, demonstrating healthy capital raising ability. In FY25, KFL raised fresh equity of ₹610 crore by Ontario Teacher's Pension Plan, which has bolstered the company's tangible net worth to ₹2,018.93 crore as on March 31, 2025 (PY: ₹1,250.87 crore), which further increased to ₹2,045 crore as on June 30, 2025. The company's improving accruals too have supported its capital structure; KFL's capital adequacy ratio (CAR) stood at 32.47% as on June 30, 2025 (Mar'25: 34.48%). The company's overall gearing and AUM/networth improved and stood at 2.36x and 3.22x as on March 31, 2025, respectively (P.Y.: 3.12x and 3.83x,) and further stood around 2.48x and 2.98x as of June 30, 2025. CareEdge Ratings notes lower gearing levels in FY25 have been aided by equity infusion and expects overall gearing to increase in the near-to-medium term. However, on a steady-state basis, AUM/networth levels are expected to remain below 4x, which shall be a key rating monitorable.

Uptick in business growth

Healthy capital-raising capabilities and improving operating leverage have driven robust disbursement growth, which increased by ~27% from ₹3,170 crore in FY24 to ₹4,029 crore in FY25, with a three-year compound annual growth rate (CAGR) of 43%. CareEdge Ratings notes delay in disbursements growth in H1FY25 considering new vehicle LOS implementation, which picked up pace in H2FY25. Continuing this trend, KFL disbursed nearly ₹1,170 crore in Q1FY26.

As on March 31, 2025, KFL's gross AUM rose by 36% year-over-year (y-o-y) to ₹6,507.99 crore from ₹4,793.33 crore, reflecting a three-year CAGR of 44%, which further stood around ₹6,943 crore as of June 30, 2025. KFL's portfolio consists of wheels with

~82% share and MSME/LAP with 18% share as on June 30, 2025. The wheels segment, comprising 85% used and 15% new vehicles, includes 41% car loans, 41% commercial vehicles and construction equipment loans and 18% tractors loans. In the MSME/LAP segment, around 90% collateral comprises self-occupied residential and remainder being commercial properties and other properties. While the secured lending provides comfort, the borrower base—primarily self-employed individuals in the low-to-middle-income segment—reflects higher risk due to income sensitivity to economic cycles and seasonal nature of cashflows.

KFL continues to have adequately diversified resource profile and reported stable cost of borrowings² at 9.12% in FY25 (PY: 9.03%), which further stood range bound around 9.13% for Q1FY26. As on June 30, 2025, KFL's borrowing mix included term loans - 81% (March 2025: 83%), debentures/bonds - 9% (March 2025: 10%), CC/OD/WC facilities - 7% (March 2025: 3%), and securitisation - 4% (March 2025: 4%). Of the entire borrowing profile, as on June 30, 2025, the company has 79% borrowings at floating rates, while remaining 21% borrowings is at fixed rate.

Healthy, although moderating, profitability metrics

KFL's witnessed delay in disbursements in H1FY25 owing to company's shift to newer LOS. This coincided with strategic shift of company towards customer with better credit profiles and negative carry-on access liquidity due to primary capital infusion of ₹600 crore in June 2024, which was deployed in H2FY25. These factors resulted in a marginal compression of net interest margin (NIM) to 7.58% in FY25 (P.Y.: 7.72%) and it further stood around 7.67% for Q1FY26. Operating expenses remained elevated at 5.44% in FY25 (PY: 5.21%) due to continued branch and geographic expansion and further it stood at 5.51% for Q1FY26. Credit costs increased to 1.22% in FY25 from 1.04% in FY24, partly due to seasonal delinquency patterns. This upward trend persisted in Q1FY26, with credit costs rising to 1.68%. Consequently, the company reported moderation in return metrics with return on total managed assets (ROMA³) at 2.41% in FY25 (P.Y.: 2.73%), which further moderated to 1.81% during Q1FY26.

CareEdge Ratings expects KFL's ROMA to remain in the range of 2.50-2.65% in FY26 supported by strong growth momentum.

Key weaknesses

Moderate scale of operations and geographical concentration

While KFL has been growing at healthy 5-year CAGR of 43%, it continues to have moderate scale of operations in wheels and MSME financing space. The company's gross AUM grew by 36% from ₹4,793.33 crore as on March 31, 2024, to ₹6,507.99 crore as on March 31, 2025, which further increased to ₹6,943 crore as on June 30, 2025. Despite this growth, its overall market presence remains moderate, with operations concentrated in 12 states. The top three—Rajasthan (32%), Maharashtra (18%), and Gujarat (16%)—accounted for ~66% business. Since FY19, KFL has expanded in Madhya Pradesh, Delhi NCR, Uttar Pradesh, Uttarakhand, and Punjab, which collectively contributed 34% AUM as of June 2025. The company has grown its branch network from 145 in March 2021 to 263 in June 2025, enhancing portfolio granularity. Current strategic focus is on improving penetration and productivity within the existing branch network.

KFL's ability to diversify its operations to mitigate credit risk will remain a key monitorable.

Moderate asset quality susceptible to shocks

KFL primarily operates in the high-yield, higher-risk used vehicle financing segment, which constituted 70% vehicle finance portfolio as on June 30, 2025 (Mar'25: 70%). This segment remains sensitive to economic downturns and is currently undergoing portfolio seasoning. Considering the product segment, the company has witnessed slippage ratio in the range of 4%-4.5% for the

² Cost of borrowing is calculated based on quarterly average

³ Return on Managed Assets (ROMA) = PAT/ (Tota Assets + Off-book Portfolio)

last two years. As on June 30, 2025, gross and net NPAs stood at 3.30% and 1.71%, respectively (Mar'25: 3.27% and 1.77%). The company's "(GNPA + writeoffs)/Gross Advances" ratio stood at 4.32% as on March 31, 2025, against 4.15% as on March 31, 2024. This increase in delinquencies was largely driven by the tractor and construction equipment segments, particularly due to political environment and prolonged rainfall in Rajasthan, which adversely impacted borrower cash flows and collections.

While CareEdge Ratings expects asset quality to remain in a manageable range by FY26, it remains a key monitorable given the borrower profile. KFL's consistent track record in maintaining asset quality and provisioning provides comfort, with a stage 3 provision coverage ratio of 48.98% as of June 2025 (Mar'25: 46.76%).

Liquidity: Adequate

As on June 30, 2025, KFL's liquidity remained adequate with positive cumulative mismatches in all time buckets. For the next one year, the company has debt obligations (including interest repayments) of ₹2,811.54 crore, against expected loan portfolio inflows of ₹4,988.94 crore and cash and cash equivalents (includes unencumbered cash, investments in FDs, G-Secs, and bonds) of ₹863.94 crore. As a policy, KFL carries three months' liquidity for meeting its outflows (including debt repayments, disbursements and operating expenses). Unutilised sanctioned lines of ₹100 crore provide additional comfort.

Assumptions/Covenants

Not applicable

Environment, social, and governance (ESG) risks

Not applicable

Applicable criteria

[Policy on Default Recognition](#)

[Financial Ratios - Financial Sector](#)

[Assigning 'Outlook' or 'Rating Watch' to Credit Ratings](#)

[Non-Banking Financial Companies](#)

[Market Linked Debentures](#)

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Financial services	Financial services	Finance	Non-banking financial company (NBFC)

Incorporated on January 15, 1996, Kogta Financial (India) Ltd. (KFL) is a non-deposit taking non-banking finance company (NBFC-ND). Promoters of KFL, the Kogta family, holds 30.22% KFL's equity and the residual is held by several investors including NHPEA Rimo Holding B.V. (10.75%), Aditya (Mauritius) Limited (12.04%), Multiples Private Equity Fund III (12.31%), Javelin Investments Private Limited (7.70%) and Ontario Pension Fund (22.95%). KFL is primarily engaged in used and new vehicle financing including commercial vehicles, multi utility vehicles, cars and agriculture-based vehicles among others, LAP financing and personal loans and mainly operates in Rajasthan, Gujarat, Maharashtra, Madhya Pradesh, Uttar Pradesh, Delhi, Haryana, Chhattisgarh and Punjab. As on June 30, 2025, KFL operates through 263 branches across 12 states. The gross AUM as on June 30, 2025, stood at ₹6,943 crore with the loan portfolio being fully secured.

Brief Financials (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)	Q1FY26 (UA)
Total income	766.65	1,001.56	287.31

Brief Financials (₹ crore)	March 31, 2024 (A)	March 31, 2025 (A)	Q1FY26 (UA)
PAT	140.94	166.19	36.41
Tangible Networkth*	1,250.87	2,018.93	2,044.97
Total assets*	5,249.75	6,805.48	7,251.84
Gross NPA (%)	2.63	3.27	3.30
Net NPA (%)	1.30	1.77	1.71
Gearing (times)	3.12	2.36	2.48
AUM/Networkth (times)	3.83	3.22	2.98
Interest Coverage (times)	1.64	1.59	1.43
ROTA (%)	3.10	2.76	2.07
ROMA (%)	2.73	2.41	1.81

A: Audited, UA: Unaudited; Note: these are latest available financial results

*Net of deferred tax assets and intangible assets

Status of non-cooperation with previous CRA:

Not Applicable

Any other information:

Not Applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

Annexure-1: Details of instruments/facilities

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Debentures-Market Linked Debentures	INE192U07319	29-Sep-22	BSE Sensex 30 Performance	31-Oct-25	35	CARE PP-MLD A+; Positive
Debentures-Non-Convertible Debentures	INE192U07350	27-Mar-25	9.75	27-Mar-27	100	CARE A+; Positive
Debentures-Non-Convertible Debentures	INE192U07368	20-May-25	9.65%	10-Mar-28	150	CARE A+; Positive
Debentures-Non-Convertible Debentures - Proposed	--	--	--	--	50.00	CARE A+; Positive
Fund-based - LT-Cash Credit		-	-	-	150.00	CARE A+; Positive

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Fund-based - LT-Term Loan		-	-	04-May-30	4,550.00	CARE A+; Positive

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Fund-based - LT-Cash Credit	LT	150.00	CARE A+; Positive	1)CARE A+; Positive (03-Jul-25) 2)CARE A+; Stable (05-May-25)	1)CARE A+; Stable (20-Mar-25) 2)CARE A+; Stable (19-Dec-24)	1)CARE A+; Stable (13-Mar-24) 2)CARE A; Positive (04-Jan-24) 3)CARE A; Positive (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
2	Fund-based - LT-Term Loan	LT	4550.00	CARE A+; Positive	1)CARE A+; Positive (03-Jul-25) 2)CARE A+; Stable (05-May-25)	1)CARE A+; Stable (20-Mar-25) 2)CARE A+; Stable (19-Dec-24)	1)CARE A+; Stable (13-Mar-24) 2)CARE A; Positive (04-Jan-24) 3)CARE A; Positive (20-Jun-23)	1)CARE A; Stable (22-Jul-22) 2)CARE A; Stable (21-Jun-22)
3	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
4	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
5	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
6	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
7	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
8	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
9	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
10	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
11	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
12	Debentures-Non Convertible Debentures	LT	-	-	-	1)Withdrawn (20-Mar-25) 2)CARE A+; Stable (19-Dec-24)	1)CARE A+; Stable (13-Mar-24) 2)CARE A; Positive (04-Jan-24) 3)CARE A; Positive (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
13	Debentures-Market Linked Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
14	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
15	Debentures-Market Linked Debentures	LT	-	-	-	-	1)Withdrawn (20-Jun-23)	1)CARE PP-MLD A; Stable (21-Jun-22)
16	Debentures-Market Linked Debentures	LT	-	-	-	-	1)Withdrawn (04-Jan-24) 2)CARE PP-MLD A; Positive (20-Jun-23)	1)CARE PP-MLD A; Stable (21-Jun-22)
17	Bonds-Non Convertible Bonds	LT	-	-	-	-	1)Withdrawn (11-Jul-23)	1)CARE AA (CE); Stable (20-Feb-23)
18	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
19	Debentures-Non Convertible Debentures	LT	-	-	-	1)Withdrawn (20-Mar-25)	1)CARE A+; Stable (13-Mar-24)	1)CARE A; Stable (21-Jun-22)

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
						2)CARE A+; Stable (19-Dec-24)	2)CARE A; Positive (04-Jan-24) 3)CARE A; Positive (20-Jun-23)	
20	Debentures-Non Convertible Debentures	LT	-	-	-	-	-	1)Withdrawn (21-Jun-22)
21	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (04-Jan-24) 2)CARE A; Positive (20-Jun-23)	1)CARE A; Stable (21-Jun-22)
22	Debentures-Non Convertible Debentures	LT	-	-	-	1)Withdrawn (19-Dec-24)	1)CARE A+; Stable (13-Mar-24) 2)CARE A; Positive (04-Jan-24) 3)CARE A; Positive (20-Jun-23)	1)CARE A; Stable (28-Sep-22)
23	Debentures-Market Linked Debentures	LT	-	-	-	1)Withdrawn (19-Dec-24)	1)CARE PP-MLD A+; Stable (13-Mar-24) 2)CARE PP-MLD A; Positive (04-Jan-24) 3)CARE PP-MLD A; Positive (20-Jun-23)	1)CARE PP-MLD A; Stable (21-Jun-22)
24	Un Supported Rating	LT	-	-	-	-	1)Withdrawn (11-Jul-23)	1)CARE A (20-Feb-23)
25	Debentures-Market Linked Debentures	LT	35.00	CARE PP-MLD	1)CARE PP-MLD A+; Positive	1)CARE PP-MLD A+; Stable (20-Mar-25)	1)CARE PP-MLD A+; Stable (13-Mar-24)	1)CARE PP-MLD A; Stable (28-Sep-22)

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
				A+; Positive	(03-Jul-25) 2)CARE PP-MLD A+; Stable (05-May-25)	2)CARE PP-MLD A+; Stable (19-Dec-24)	2)CARE PP-MLD A; Positive (04-Jan-24) 3)CARE PP-MLD A; Positive (20-Jun-23)	
26	Debentures-Non Convertible Debentures	LT	100.00	CARE A+; Positive	1)CARE A+; Positive (03-Jul-25) 2)CARE A+; Stable (05-May-25)	1)CARE A+; Stable (20-Mar-25)	-	-
27	Debentures-Non Convertible Debentures	LT	150.00	CARE A+; Positive	1)CARE A+; Positive (03-Jul-25) 2)CARE A+; Stable (05-May-25)	-	-	-
28	Debentures-Non Convertible Debentures	LT	50.00	CARE A+; Positive				

LT: Long term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not Applicable**Annexure-4: Complexity level of instruments rated**

Sr. No.	Name of the Instrument	Complexity Level
1	Debentures-Market Linked Debentures	Highly Complex
2	Debentures-Non-Convertible Debentures	Simple
3	Fund-based - LT-Cash Credit	Simple
4	Fund-based - LT-Term Loan	Simple

Annexure-5: Lender details

To view lender-wise details of bank facilities please [click here](#)

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

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