

## MAS Financial Services Limited

October 21, 2021

### Rating

| Instrument/facilities    | Amount (Rs. Crore)                                   | Rating <sup>[1]</sup>                                                                                   | Rating Action |
|--------------------------|------------------------------------------------------|---------------------------------------------------------------------------------------------------------|---------------|
| Market Linked Debentures | 200.00                                               | CARE PP-MLD A+; Stable<br>(Principal Protected-Market Linked Debentures Single A Plus; Outlook: Stable) | Assigned      |
| <b>Total</b>             | <b>200.00</b><br><b>[Rs. Two hundred crore only]</b> |                                                                                                         |               |

Details of instrument in Annexure-1

### Detailed Rationale & Key Rating Drivers

The rating assigned to the subordinate bonds of MAS Financial Services Limited (MFSL) derives strength from long-standing track record and experience of the promoters of MFSL in the lending business, established appraisal systems which have helped the company maintain asset quality, experienced senior management team, comfortable capitalization levels, diversified loan portfolio, diversified resource profile with multiple banks and financial institutions and comfortable liquidity as the company has been maintaining cash balance to meet any exigencies.

The rating factors in the impact on profitability on account of Covid-19 as the company saw significant decline in disbursements as well as assignment of loans portfolio during FY21 (refers to the period April 01 to March 31) resulting in decline in the Assets Under Management (AUM). As a result of lower disbursements, the company saw impact on the income and profit levels for the year as compared with the previous year. Furthermore, with the company has been maintaining higher liquidity, which along with the profitability, has been impacted.

With the second Covid wave, the company has seen rise in Gross Stage 3 assets have seen impact financial risk profile of the company was impacted along with moderate geographical diversification, comfortable asset quality on the back of adequate appraisal systems, strong and diversified resource base with multiple banks and financial institutions, comfortable capital adequacy, strong financial risk profile marked by high net interest margin (NIM) and return on total assets (ROTA) and comfortable liquidity profile with increase in the cash balance as liquidity back-up for the next one year of debt servicing.

The ratings continue to remain constrained on account of its concentrated borrower profile and exposure to micro enterprises and small and medium enterprises (SME) sectors which are high-yield generating and low-price sensitive segments and at the same time are relatively riskier in nature and moderate geographical diversification.

Moreover, CARE Ratings continues to assess the impact of the on-going COVID-19 pandemic on the company and the sector's performance at large.

### Rating Sensitivities

#### Positive Factors - Factors that could lead to positive rating action / upgrade

- Improvement in asset quality with decline in gross non-performing assets (NPA) levels below 1% on a sustainable basis
- Significant increase in the scale of operations with corresponding increase in profitability in terms of NIM and ROTA

#### Negative Factors - Factors that could lead to negative rating action / downgrade

- Deterioration in asset quality with increase in net NPA / tangible net-worth levels above 10% on a sustainable basis
- Decline in capital adequacy ratio (CAR) below 20% on a sustainable basis
- Significant decline in profitability in terms of NIM and ROTA

### Detailed description of the key rating drivers

#### Key Rating Strengths

#### **Long-standing track record, experience of the promoters in the lending business and experienced senior management team with established credit appraisal systems**

The promoters of MFSL have established track record of over two decades in the lending business. MFSL initially started its lending activities in the state of Gujarat and has gradually ventured and established its footprint in six other states and has expanded its operations across 99 branches at a standalone level and 69 branches of its housing finance company (HFC) subsidiary and is present in around 3,500 locations, including through its wholesale portfolio, and is catering to the funding requirement of around seven lakh live customers. Furthermore, the senior management team of MFSL consists of experienced

<sup>1</sup>Complete definitions of the ratings assigned are available at [www.careratings.com](http://www.careratings.com) and in other CARE publications.

professionals who have been in the lending business and have been associated with MFSL since its inception. These personnel continue to head the main functions at MFSL.

The company has established its credit appraisal processes and systems over the years which have helped it maintain asset quality through the impact of demonetization, implementation of Real Estate (Regulation and Development) Act, 2016 (RERA) and Goods and Service Tax (GST), liquidity crunch faced by the NBFCs during FY19 and the COVID-19 pandemic. As per the management of the company, the credit appraisal processes of MFSL are reviewed and revised at regular intervals based on its experience in the market. The credit appraisal process at MFSL is centralised. Sanctions are accorded by the centralised credit team, whereas sourcing and collection functions are carried out at branch level. Multiple checks are carried out at centralised unit prior to disbursement.

#### ***Diversified loan portfolio***

The loan portfolio of MFSL (consolidated) consists of micro enterprises loans, SME loans, two-wheeler loans, commercial vehicle (CV) loans and housing finance loans. MFSL was initially engaged in lending of two-wheeler and micro enterprises loans and later on forayed into commercial vehicle loan, SME loan and housing loan segments. Even in the aforesaid loan categories, significant amount of the loan portfolio is built up through NBFCs and Non-Banking Finance Companies – Micro Finance Institutions (NBFC-MFIs). As on March 31, 2021, around 56% of the AUM was through NBFC-MFI route, while 44% was through direct lending. Moreover, about 24% of the consolidated total loan portfolio of MFSL as on March 31, 2021 has been directly assigned to banks and financial institutions. Due to product diversification, MFSL has been able to grow its consolidated total loan portfolio at a compound annual growth rate (CAGR) of around 23% during the three years ended FY20 (refers to the period April 1 to March 31), before registering a y-o-y dip of 9.52% during FY21 due to impact of COVID-19-related disruptions. As on June 30, 2021, the AUM stood at Rs.5,266 crore (March 31, 2020: Rs.6,253 crore) out of which micro enterprise loans constituted 52%, SME Loans constituted 34%, two-wheeler loans and CV loans constituted 7% and housing finance loans constituted around 6% of AUM.

#### ***Comfortable asset quality parameters with some impact due to Covid-19***

Over the years, the company has maintained comfortable asset quality parameters. In line with the RBI regulations, the NPA recognition policy was changed by the company in FY18. Till FY17, the NPA recognition policy was 120+DPD (days past due). However, from FY18 onwards, the same has been revised to 90+DPD. The slippages are mainly driven by direct exposure while the asset quality remains comfortable due to very less delinquencies in the loans to NBFCs and NBFC-MFIs, majority of which have comfortable financial risk profile. Also, these loans are backed by security deposits in the form of cash collateral and corporate / personal guarantees taken by MFSL from the NBFCs and NBFC-MFIs.

With the Covid-19 impacting the target segment which is vulnerable to level of economic activity, the company saw impact on its collections during the year. During the first wave, the collection efficiency of the company was around 75% during H1FY21 which improved to around 95% during H2FY21. The Gross Stage 3 assets and Net Stage 3 assets (consolidated basis) (on AUM Basis) from 1.37% and 1.06%, respectively, as on March 31, 2020 to 1.86% and 1.46% respectively as on March 31, 2021. The company's restructured around Rs.4 crore of loans constituting 0.11% of loan portfolio as on March 31, 2021.

During Q1FY22 (refers to the period April 01 to March 31), the company saw impact on its collection efficiency which declined to around 89% in the month of May 2021 due to emergence of the second Covid wave. The Gross Stage 3 assets stood at 2.12% and Net Stage 3 assets stood at 1.64% as on June 30, 2021 on AUM basis.

#### ***Comfortable capital adequacy ratio and strong and diversified resource base with multiple banks and financial institutions***

The company has been maintaining comfortable capital adequacy over the years. In October 2017, MFSL came out with an Initial Public Offer (IPO) and raised equity capital of Rs.233 crore. MFSL had also raised Rs.100 crore in March 2017 and Rs.35 crore in April 2017 in the pre-IPO round of funding which along with accretion of profit has helped the company reach a tangible net worth base of Rs.1,178 crore (consolidated) as on March 31, 2021. Post the IPO, the promoter holding in MFSL has been retained at 73.60% as on March 31, 2021.

The company reported CAR of 26.85% as on March 31, 2021, as compared with 31.97% as on March 31, 2020 with Tier I CAR of 24.81% (P.Y.: 29.88%). Out of the total CAR, Tier-I CAR stood at 24.81% and 29.88% as on March 31, 2021 and March 31, 2020, respectively. The company has been assigning loan portfolio over the last few years (off-book constituting around 30% to 40% of AUM) which has helped the company raise resources and maintain comfortable capital adequacy. Overall gearing stood at 2.98 times as on March 31, 2021, as compared with 2.82 times as on March 31, 2020. The company expects to maintain gearing levels below 4.5 times on a steady state basis. As on June 30, 2021, the company reported CAR of 26.95% with Tier I CAR of 24.81% with an overall gearing of 2.96 times.

Also, MFSL has healthy relations with 31 banks, NBFCs and other financial institutions for meeting its borrowing requirements based on which MFSL is able to raise resources in a timely manner and at competitive rate of interest, thereby providing significant financial flexibility to MFSL. Most of the banks and financial institutions are also the ones to whom MFSL sells its loan portfolio under the direct assignment route. The existing capitalization level and strong resource base is envisaged to provide impetus to MFSL for growth in its loan portfolio over the medium term.

### ***Strong financial risk profile marked by high Net Interest Margin (NIM) and Return on Total Assets (ROTA)***

With growth in its loan portfolio, the profitability ratios of MFSL have marginally moderated on a consolidated basis. During FY21, the company saw decline in disbursements as the company did not disburse for a larger part of the year on account of Covid-19. The company saw major part of disbursements largely during the last quarter of FY21. As a result, the total income declined from Rs.710.01 crore (consolidated) for FY20 to Rs.627.71 crore for FY21. The Net Interest Margin (NIM) for FY21 stood at 4.85% as compared to 7.18% for FY20. After adjusting the off-book portfolio, the NIM declined from 4.64% for FY21 to 3.48% for FY20. The profitability of MFSL declined in FY21 mainly due to decline in its total loan portfolio and consequent decline in its total operating income, increase in its provisions in FY21 pursuant to COVID-19 pandemic and negative carry on sizeable and increased cash holding during the period. However, this was partly off-set by decline in its operating expenses in FY21 as a percentage of average total assets. The Return on Total Assets (ROTA) for FY21 stood at 2.88% as compared to 4.17% for FY20. Adjusted for off-balance sheet portfolio ROTA for FY21 stood at 2.06% as compared to 2.69% for FY20.

During FY21, the company has changed its accounting policy related to amortising the gain on assignment of financial assets over the residual tenure instead of booking upfront gain. As per the requirement of Ind AS 1, the new accounting policy has been implemented retrospectively from April 01, 2019, which was the earliest period presented. The company reported Profit After Tax (PAT) of Rs.145.52 crore on total income of Rs.627.71 crore (consolidated) for FY21 as compared with PAT of Rs.168.09 crore (restated) on a total income of Rs.710.01 crore (restated) for FY20.

### **Key Rating Weaknesses**

#### ***Concentrated borrower profile***

A significant portion of MFSL's exposure is to its top-10 borrowers. As on March 31, 2021, the top-10 exposures of MFSL accounted for more than 65% of its consolidated tangible net-worth as on even date indicating relatively high borrower concentration risk. This is because of significant exposure of MFSL to other NBFCs and NBFC-MFIs. Though the present credit profile of the top exposures is moderate but any deterioration in the credit quality of these exposures may lead to sharp increase in NPA levels of MFSL. Accordingly, credit quality of its large exposures would remain a key credit monitorable.

#### ***Exposure to relatively riskier micro enterprises and SME sectors***

The portfolio of MFSL comprises retail products like micro enterprises loans, SME loans, two-wheeler loans and commercial vehicle loans, which are high-yield generating and low-price sensitive segments and at the same time are relatively riskier in nature. Also, about 56% of the consolidated exposure of MFSL in these segments is through NBFCs and NBFC-MFIs. However, the same is partly mitigated by 5%-15% cash collateral and corporate / personal guarantees taken by MFSL from the NBFCs and NBFC-MFIs.

#### ***Moderate geographical diversification***

The lending activities of MFSL are directly carried out in seven states. MFSL initially started its lending activities in the state of Gujarat and has gradually ventured and established its footprint in six other states of Rajasthan, Maharashtra, Madhya Pradesh, Karnataka, Tamil Nadu and Delhi. However, as significant amount of MFSL's lending activities are carried out through NBFCs and NBFC-MFIs, it has resulted in highly diversified exposure of MFSL. Gujarat accounts for around 34% of the consolidated total loan portfolio of MFSL as on March 31, 2021, driven by operational familiarity of the promoters with the Gujarat market, whereas other states and union territories account for balance 66%.

### **Liquidity: Strong**

The liquidity profile of MFSL has remained comfortable on the back of strong and diversified resource base and good amount of unutilized bank limits. It has comfortable asset liability maturity (ALM) with no cumulative mismatches on a standalone basis as on March 31, 2021, supported by lower maturity of assets at 18-20 months as compared with 36-50 months tenor of its term loan and NCD. MFSL, on a standalone basis, has sanctioned fund-based working capital limits of Rs.1,795 crore (now reduced to Rs.1,695 crore), out of which average utilization during trailing 14 months ended May 2021 remained comfortable at around 76%. Moreover, as on June 30, 2021, MFSL had undrawn term loan and undrawn direct assignment limit of around Rs.1,300 crore on a standalone basis. Furthermore, it had free cash and bank balance of around Rs.1,000 crore as on March 31, 2021, on a standalone basis which can take care of the upcoming 8-9 months' standalone debt servicing obligations (principal + interest) of MFSL. Earlier, amidst the challenging fund-raising environment, especially for NBFCs and HFCs, it had framed a policy of keeping cash in hand equivalent to next three months of debt servicing obligations. However, owing to the

crisis due to lockdown pursuant to COVID-19 pandemic, it has increased its liquidity cushion. Furthermore, due to the unutilized fund-based working capital limits and direct assignment limits, the asset-liability maturity profile of MFSL is expected to remain comfortable. CARE Ratings also takes cognizance of the fact that MFSL has not availed the moratorium from the lenders as a COVID-19 relief measure [as permitted by the Reserve Bank of India (RBI)].

**Analytical approach:** Consolidated; MFSL and 59.67% stake of its HFC subsidiary, viz., MAS Rural Housing and Mortgage Finance Limited (MRHMFL).

#### Applicable Criteria

[Criteria on Assigning 'Outlook' and 'Credit Watch' to Credit Ratings](#)

[CARE's Policy on Default Recognition](#)

[Criteria for Short Term Instruments](#)

[Rating Methodology - Consolidation](#)

[Rating Methodology - Market Linked Notes](#)

[Rating Methodology - Non-Banking Finance Companies \(NBFCs\)](#)

[Rating Methodology - Housing Finance Companies \(HFCs\)](#)

[Financial Ratios - Financial Sector](#)

#### About the Company

MFSL was incorporated in the year 1995 by Mr Kamlesh Gandhi and Mr Mukesh Gandhi. The company was registered as an NBFC in 1998 with RBI. It was initially engaged in the lending of two-wheeler and micro enterprises loans and later on forayed in commercial vehicle loan and SME loan segments. In the year 2008, MFSL floated a subsidiary, MRHMFL; rated 'CARE A; Stable', a non-deposit taking, National Housing Bank (NHB) registered HFC, which provides housing loans to the low-income group segment in rural and semi-urban areas.

The lending activities of MFSL are carried out by it directly through its own network of 99 branches on a standalone level and 69 branches of its HFC subsidiary in seven states (viz., Gujarat, Rajasthan, Maharashtra, Madhya Pradesh, Karnataka, Tamil Nadu and Delhi) and also through other smaller NBFCs and MFIs. As on March 31, 2021, MFSL had relationship with 127 NBFC and NBFC-MFIs and around 56% of the total assets under management (AUM) of MFSL was built through these NBFCs and NBFC-MFIs.

As on March 31, 2021, MFSL, on a consolidated basis, reported total AUM of around Rs.5,657 crore as against total AUM of around Rs.6,253 crore at the previous year end and catered to more than seven lakh live customers across around 3,500 locations. In October 2017, MFSL came out with an IPO and raised fresh equity capital of Rs.233 crore. MFSL had also raised Rs.135 crore in a pre-IPO round of funding through issue of shares to the Motilal Oswal group. The shares of MFSL are listed on Bombay Stock Exchange (BSE) and National Stock Exchange (NSE).

| Brief Financials (MFSL - Consolidated) (Rs. Crore) | FY20 (A)* | FY21 (A) |
|----------------------------------------------------|-----------|----------|
| Total Operating Income                             | 710.01    | 627.71   |
| PAT                                                | 168.09    | 145.52   |
| Interest Coverage (times)                          | 1.77      | 1.69     |
| Total Assets^                                      | 4,806.50  | 5,411.23 |
| Net NPA (%)                                        | 1.06      | 1.46     |
| ROTA (%)                                           | 3.82      | 2.88     |

A: Audited as per IND-AS and \*: Restated

Note: The calculations are as per CARE Ratings' calculation

^: Net of Intangible Assets, Revaluation Reserve & Deferred Tax Assets (DTA)

**Status of non-cooperation with previous CRA:** Not Applicable

**Any other information:** Not Applicable

**Rating History for last three years:** Please refer Annexure-2

**Covenants of Rated Instrument:** Detailed explanation of covenants of the rated instrument is given in Annexure-3

**Complexity level of various instruments rated for this company:** Annexure-4

**Annexure-1: Details of Instrument / Facilities**

| Name of the Instrument / Bank Facilities | ISIN | Date of Issuance | Coupon Rate | Maturity Date | Size of the Issue (Rs. Crore) | Rating assigned along with Rating Outlook |
|------------------------------------------|------|------------------|-------------|---------------|-------------------------------|-------------------------------------------|
| Debentures-Market Linked Debentures      | -    | -                | -           | Proposed      | 200.00                        | CARE PP-MLD A+; Stable                    |

**Annexure-2: Rating History of last three years**

| Sr. No. | Name of the Instrument/Bank Facilities         | Current Ratings |                                |                        | Rating history                            |                                                            |                                           |                                                            |
|---------|------------------------------------------------|-----------------|--------------------------------|------------------------|-------------------------------------------|------------------------------------------------------------|-------------------------------------------|------------------------------------------------------------|
|         |                                                | Type            | Amount Outstanding (Rs. crore) | Rating                 | Date(s) & Rating(s) assigned in 2021-2022 | Date(s) & Rating(s) assigned in 2020-2021                  | Date(s) & Rating(s) assigned in 2019-2020 | Date(s) & Rating(s) assigned in 2018-2019                  |
| 1       | Fund-based - LT-Term Loan                      | LT              | 3000.00                        | CARE A+; Stable        | 1)CARE A+; Stable (14-Sep-21)             | 1)CARE A+; Stable (15-Sep-20)                              | 1)CARE A+; Stable (06-Aug-19)             | 1)CARE A+; Stable (13-Aug-18)2)CARE A+; Stable (12-Jul-18) |
| 2       | Fund-based - LT-Cash Credit                    | LT              | 2000.00                        | CARE A+; Stable        | 1)CARE A+; Stable (14-Sep-21)             | 1)CARE A+; Stable (15-Sep-20)                              | 1)CARE A+; Stable (06-Aug-19)             | 1)CARE A+; Stable (13-Aug-18)2)CARE A+; Stable (12-Jul-18) |
| 3       | Fund-based - LT-Working Capital Demand loan    | LT              | -                              | -                      | -                                         | -                                                          | -                                         | 1)Withdrawn (13-Aug-18)2)CARE A+; Stable (12-Jul-18)       |
| 4       | Fund-based - LT-Proposed fund based limits     | LT              | -                              | -                      | -                                         | -                                                          | -                                         | 1)Withdrawn (13-Aug-18)2)CARE A+; Stable (12-Jul-18)       |
| 5       | Fund-based - ST-Working Capital Limits         | ST              | -                              | -                      | -                                         | 1)Withdrawn (15-Sep-20)                                    | 1)CARE A1+ (06-Aug-19)                    | 1)CARE A1+ (13-Aug-18)2)CARE A1+ (12-Jul-18)               |
| 6       | Commercial Paper-Commercial Paper (Standalone) | ST              | 250.00                         | CARE A1+               | 1)CARE A1+ (14-Sep-21)                    | 1)CARE A1+ (15-Sep-20)                                     | 1)CARE A1+ (06-Aug-19)                    | 1)CARE A1+ (13-Aug-18)                                     |
| 7       | Debentures-Non Convertible Debentures          | LT              | 500.00                         | CARE A+; Stable        | 1)CARE A+; Stable (14-Sep-21)             | 1)CARE A+; Stable (15-Sep-20)2)CARE A+; Stable (25-May-20) | -                                         | -                                                          |
| 8       | Debentures-Market Linked Debentures            | LT              | 75.00                          | CARE PP-MLD A+; Stable | 1)CARE PP-MLD A+; Stable (14-Sep-21)      | 1)CARE PP-MLD A+; Stable (31-Mar-21)                       | -                                         | -                                                          |



|    |                                     |    |        |                        |                                                                          |   |   |   |
|----|-------------------------------------|----|--------|------------------------|--------------------------------------------------------------------------|---|---|---|
| 9  | Debentures-Market Linked Debentures | LT | 200.00 | CARE PP-MLD A+; Stable | 1)CARE PP-MLD A+; Stable (14-Sep-21)2)CARE PP-MLD A+; Stable (17-Jun-21) | - | - | - |
| 10 | Bonds-Subordinated                  | LT | 100.00 | CARE A+; Stable        | 1)CARE A+; Stable (27-Sep-21)                                            | - | - | - |
| 11 | Debentures-Market Linked Debentures | LT | 200.00 | CARE PP-MLD A+; Stable |                                                                          |   |   |   |

\* Long Term / Short Term

### **Annexure 3: Detailed explanation of covenants of the rated instrument – NA**

### **Annexure-4: Complexity level of various instruments rated for this company**

| Sr. No. | Name of the Instrument                  | Complexity Level |
|---------|-----------------------------------------|------------------|
| 1.      | Fund-based – LT – Term Loan             | Simple           |
| 2.      | Fund-based – LT – Cash Credit           | Simple           |
| 3.      | Debentures – Non-convertible Debentures | Simple           |
| 4.      | Debentures-Market Linked Debentures     | Highly Complex   |
| 5.      | Commercial Paper                        | Simple           |
| 6.      | Subordinate                             | Simple           |

### **Annexure 5: Bank Lender Details for this Company**

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

**Note on complexity levels of the rated instrument:** CARE Ratings has classified instruments rated by it on the basis of complexity. This classification is available at [www.careratings.com](http://www.careratings.com). Investors/market intermediaries/regulators or others are welcome to write to [care@careratings.com](mailto:care@careratings.com) for any clarifications.

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### About CARE Ratings:

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