

Rating Rationale

Brickwork Ratings Assigns/Reaffirms the ratings with Stable Outlook for the various Debt Issues of Avanse Financial Services Limited

Brickwork Ratings (BWR) has assigned the **Rating¹** of '**BWR AA+ (SO)**' [Pronounced BWR Double A Plus (Structured Obligation)] with **Stable Outlook** for the proposed Secured Non-Convertible Debenture issue up to ₹ 50 Cr of Avanse Financial Services Limited ('**AFSL**' or '**the Company**').

Instruments with this rating are considered to have **high degree** of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.

Other outstanding Rating that is *reviewed and reaffirmed* for Avanse Financial Services Limited is as per the table below:

Issue	Issue Size (₹ Cr)	O/S (₹ Cr)	Tenure	Rating	Rating History (June 2015)
Secured NCD	50	50	Long Term	BWR AA+ (SO) Outlook: Stable (Reaffirmed)	BWR AA+ (SO) Outlook: Stable

BWR has principally relied upon the draft term sheet of the issue, audited financial results of the Company up to FY15, projections up to FY17, publicly available information, and information/clarifications provided by the Company's management.

The rating has factored, inter alia, the credit enhancement in the form of "Letter of Comfort" issued by the promoter Dewan Housing Finance Corporation Limited (DHFL) (Rated: BWR AAA), in favour of the investors of AFSL, synergy with DHFL in the form of its involvement in AFSL's strategic decision making, policy formulation and implementation and also in the form of operational and financial support, comfortable capitalization, and effective credit risk management practices. The rating is however, constrained by the limited track record of the Company, unseasoned nature of portfolio, relatively small size of loan book and competition from banks, in general.

Background

Avanse Financial Services Limited (AFSL) was formed in August 1992 and was known as Abhivruddhi Holdings Private Limited (AHPL). DHFL and the other promoter group entities bought 100% stake in AHPL in July 2012 and the company's name was changed to Avanse Financial Services Private Limited (AFSPL) and a new certificate of registration was obtained from the RBI, for carrying on the NBFC activities.

¹ Please refer to www.brickworkratings.com for definition of the Ratings

On February 04, 2014 the name of the company was changed from AFSPL to Avanse Financial Services Limited. As of June 30, 2015, DHFL has 48.39% stake in AFSL followed by Wadhawan Global Capital Private Limited (37.82%) and International Finance Corporation (IFC) (12.97%).

Management Profile

Mr. Kapil Wadhawan (Chairman and Managing Director of DHFL) is currently the Chairman of AFSL. Besides him, the Board of Directors of AFSL consists of Mr. Anoop Pabby and Mr. Mahendra Chouhan, who are well qualified and experienced professionals working for the Group. AFSL has a team of well-qualified and experienced professionals looking after credit, risk, marketing, audit and other support functions.

Business operations

AFSL is engaged in the business of providing education loan to students for pursuing higher studies both in India & abroad, mainly for graduate/ post-graduate courses. It also provides Education Infrastructure Loans to enterprises / institutions involved directly or indirectly in the field of education or training. It currently has eight branches at Mumbai, Delhi, Chennai, Bengaluru, Hyderabad, Pune, Kolkata & Ahmedabad. The total loan disbursement up to June 30, 2015 stood at ₹ 301 Cr & loan O/S as of June 30, 2015 is around ₹ 274 Cr.

Proposed NCD Structure

Important terms of the proposed Secured NCD as per the draft term sheet shared by the Company are as follows:

1. It is a secured, listed & redeemable NCD to be privately placed.
2. DHFL, Promoter Group Company, has provided a letter of comfort for AFSL signed by the Chairman and Managing Director of DHFL.
3. The tenor of the instrument is 5 to 7 years from the deemed date of allotment with actual proportion to be decided.
4. The instrument is to be issued and redeemed on maturity at par.
5. The instrument is secured by Pari-Passu First Charge on Education Loan receivables and other assets and receivables of the company to the extent of the 1.1x, to be maintained during the tenure of the NCDs.

Business Volumes

During FY15, the company disbursed loans to the extent of ₹ 203.0 Cr & the outstanding loan portfolio as of March 31, 2015 was ₹ 239.4 Cr compared to ₹ 49.9 Cr as of March 31, 2014 which further increased to ₹ 274.3 Cr as June 30, 2015. The Company has, besides education loan, also started to lend Education Infrastructure loans in FY15 for the educational institute's infrastructure development, purchase of equipment and financing for working capital gap.

Asset Quality

As of June 30, 2015, the Gross NPA of the Company was Nil. The business itself being new and repayment of most loans starting on completion of the courses, the portfolio is not seasoned yet. Provisioning for the assets will be done as per the guidelines of RBI.

Capital adequacy

AFSL's Tangible Net Worth increased from ₹ 56.3 Cr in FY14 to ₹ 91.9 Cr as of Q1FY16, on account of infusion of capital of ₹ 40.8 Cr by Promoters in FY15 and after considering the accumulated losses. Even with increasing loan book, AFSL's capital adequacy in the form of CRAR stood at 33.02% as of June 30, 2015 which is well above the RBI's minimum stipulated requirement of 15%. This will enable the company to comfortably increase the loan book size, by mobilizing funding resources.

Funding and Liquidity

As of August 31, 2015, Company's borrowings are by way of Term Loan from Banks: ₹ 215 Cr, Secured NCD: ₹ 50 Cr and Commercial Papers: ₹ 49 Cr. For short to medium term, the Company has a comfortable liquidity position.

Earnings Quality

For FY15, Total Interest Income for the Company stood at ₹ 14.9 Cr compared to ₹ 1.9 Cr in FY14, while Net Interest Income increased from ₹ 1.89 Cr in FY14 to ₹ 7.69 Cr in FY15. Net Interest Margin was at 7.45% for FY14, however it declined to 5.32% in FY15 as the Company started borrowing only in FY15. The Company has incurred Net Loss of ₹ 4.96 Cr in FY15 due to high operating expenses, which is also reflected in the high cost to income ratio.

Rating Outlook

The rating has factored the credit enhancement in the form of a 'Letter of Comfort' issued by Dewan Housing Finance Corporation Limited (DHFL), in favour of the investors of Avanse Financial Services Limited. The outlook is expected to be stable over the current year, based on the support of the Promoter Group. Going forward, the ability of the Company to expand its overall size of operations, improve earning profile and manage the asset quality as the portfolio gets seasoned would be the key rating sensitivities.

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