



Press Release

Achievers Finance India Lmtd (AFIL) (Formerly Achievers Finance India Private Limited) November 29, 2024

Ratings

Instrument/ Facility	Amount (Rs. crore)	Current Ratings	Previous Ratings	Rating Action	<u>Complexity Indicator</u>
Non- Convertible Debentures	12.74 (Increased from 12.37)	IVR BB+/ Positive (IVR Double B plus with Positive Outlook)	IVR BB/ Negative. ISSUER NOT COOPERATING G* (IVR Double B with Negative outlook. Issuer Not Cooperating*)	Upgraded and removed from Issuer not Cooperating category	<u>Simple</u>
Proposed Non- Convertible Debentures	12.26 (Reduced from 12.63)	IVR BB+/ Positive (IVR Double B plus with Positive Outlook)	IVR BB/ Negative. ISSUER NOT COOPERATING G* (IVR Double B with Negative outlook. Issuer Not Cooperating*)	Upgraded and removed from Issuer not Cooperating category	<u>Simple</u>
Total	Rs. 25.00 Rupees Twenty-Five Crore only				

**Issuer did not cooperate; based on best available information*

Details of Facilities/Instruments are in Annexure 1. Facility wise lender details are at Annexure 2. Detailed explanation of covenants is at Annexure 3.

Detailed Rationale

Infomerics Ratings has upgraded its ratings assigned to the Non-Convertible Debentures and Proposed Non-Convertible Debentures of AFIL reflects experienced promoters, stable asset quality, and comfortable capitalization. However, ratings is partially constrained by low scale of operations albeit growth in income levels coupled with improved NIM and competitive nature of industry.



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Positive Outlook reflects Infomerics expectations of growth in AUM along with expectations of maintaining healthy asset quality

Key Rating Sensitivities:

Upward Factors

- Substantial and sustained improvement in its loan portfolio, while maintaining healthy asset quality, strong capitalization, and profitability.

Downward Factors

- Substantial de-growth in AUM and/or decline in liquidity and capitalization
- Adverse movements in collection efficiency impacting asset quality of the company.

List of Key Rating Drivers with Detailed Description

Key Rating Strengths

- **Experienced promoters**

The operations of the company are overseen by an experienced leadership team comprising Mr. Suman Chakraborty, and Mr. Pradipta S Chakravarty, each bringing over a decade of expertise in the sector. Their extensive industry knowledge and strategic vision drive the company's success. They are further supported by a dedicated and highly qualified team of professionals, ensuring the delivery of exceptional results and continuous growth.

- **Stable asset quality:**

AFIL's asset quality remains stable, with nil GNPA and NNPA recorded for FY23 and FY24 (period refers to 01st April 2023 to 31st March 2024). This strong performance is primarily due to the company's focus on secured lending within the low-risk gold financing sector. All loans are fully backed by collateral in the form of pledged gold. AFIL offers loans up to 70-75% of the gold's total value, providing a substantial safety margin against fluctuations in gold prices. Additionally, with loan maturities less than 12 months, the company effectively mitigates exposure to price volatility, protecting itself from unfavourable market



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shifts. However, AFIL has reported GNPA and NNPA of 1.04% and 0.94% respectively at the end of 1HFY25.

- **Comfortable capitalization**

The overall CRAR of the AFIL's stood comfortable at 26.00 % in FY24 (compared to 23.00% as on FY23) which is well above the regulatory requirements of 15%, giving the company sufficient headroom to continue its growth path and expand its portfolio and branches further. Additionally, AFIL tangible net worth increased to Rs. 16.33 crore in FY24 compared to Rs. 10.10 crore on account of infusion of fresh equity and accretion of profits to reserves surplus. AFIL's CRAR is expected to remain comfortable, supported by anticipated equity infusion from primary sources during FY25.

Key Rating Weaknesses

- **Low scale of operations albeit growth in income levels coupled with improved NIM:**

The scale of operations of the company remains low albeit improving with a loan portfolio of Rs. 73.70 crore as on September 30, 2024, and Rs.59.34 crore as on March 31, 2024. AFIL has been operational for over ten years, positioning it in the early stages of its journey, and is still working to stabilize its operations in the gold loan sector. The total operating income of AFIL has improved by 143.95% year-on-year (y-o-y), (period refers to 01st April 2023 to 31st March 2024) to Rs. 14.73 crore in FY24, driven by increased in loan disbursements thus leading to an overall improvement business of the company. AFIL's assets under management (AUM) increased from Rs. 33.32 crore in FY23 to Rs. 59.34 crore this is due to growth in the gold loan business. The net interest margin (NIM) increased to 16.73 % in FY24, from 14.86% in FY23, and remained healthy this improvement was due to growth in AUM, a higher interest spread due to lower funding costs, and improved realizations from the loan portfolio.



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- **Competitive nature of industry**

AFIL is exposed to stiff competition from other varied other NBFCs and banks. The vehicle loan segment is experiencing increasing competition from banks and non-banking financial companies (NBFCs).

Analytical Approach: Standalone

Applicable Criteria:

[Rating Methodology for Financial Institutions/NBFCs](#)

[Criteria for assigning Rating outlook.](#)

[Complexity Level of Rated Instrument/Facilities](#)

[Policy on Default Recognition and Post-Default Curing Period](#)

[Financial Ratios & Interpretation \(Financial Sector\)](#)

Liquidity – Adequate

Considering the scale of operations as on March 31, 2024, AFIL is well capitalized with CRAR (%) of 26.00%. Also, it has adequately matched asset liability profile as on 30.08.2024. AFIL's cash and cash equivalents stood at Rs. 15.24 crore as on September 31, 2024. CRAR is expected to remain comfortable, supported by anticipated equity infusion from primary sources during FY25.

About the Company

Achievers Finance India Lmted (formerly known as Achievers Finance India Private Limited) is a “non-deposit taking NBFC” (NBFC-ND), focussing on Gold Loan Finance, headquartered in Kolkata. Achievers Finance started operations from July 2013 and recently has started with personal loan. The company provides loans secured by gold jewellery.



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Financials (Standalone):

(Rs. crore)

For the year ended* / As on	31-03-2023	31-03-2024
	Audited	Audited
Total Operating Income	6.04	14.73
PAT	0.93	1.54
Tangible Net worth	10.10	16.33
Total loan Assets	33.32	59.34
Ratios		
NIM (%)	14.86	16.73
ROTA (%)	2.89	2.88
Interest Coverage (times)	1.62	1.39
Total CRAR (%)	23.00%	26.00%
Gross NPA [Stage III] (%)	Nil	Nil
Net NPA [Stage III] (%)	Nil	Nil

* Classification as per Infomerics' standards

Status of non-cooperation with previous CRA: Not Applicable

Any other information: None

Rating History for last three years:

Sr. No.	Name of Security/Facilities	Current Ratings (Year 2024-25)			Rating History for the past 3 years		
		Type	Amount outstanding (Rs. Crore)	Rating	Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in 2022-23	Date(s) & Rating(s) assigned in 2021-22
1.	Non-Convertible Debentures	Long Term	12.74	(November 29,2024) IVR BB+/ Positive (November 26,2024) IVR BB/ Negative. ISSUER NOT COOPERATIN G*	(December 06,2023) IVR BB+/ Stable	(December 09,2022) IVR BB+/ Stable	(January 22,2022) IVR BB / Positive Outlook
2.	Proposed Non-Convertible Debentures	Long Term	12.26	(November 29,2024) IVR BB+/ Positive	(December 06,2023) IVR BB+/ Stable	(December 09,2022) IVR BB+/ Stable	(January 22,2022) IVR BB / Positive



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		Type	Amount outstanding (Rs. Crore)	Rating	Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in 2022-23	Date(s) & Rating(s) assigned in 2021-22
				(November 26, 2024) IVR BB/ Negative. ISSUER NOT COOPERATING*		Stable	Outlook

**Issuer did not cooperate; based on best available information*

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About Infomerics:

Infomerics Valuation and Rating Private Ltd (Infomerics) was founded in the year 1986 by a team of highly experienced finance professionals for research and risk evaluation. Infomerics commenced its activities as External Credit Assessment Institution after obtaining registration from Securities Exchange Board of India (SEBI) and accreditation from Reserve Bank of India (RBI).

Adhering to best international practices and maintaining high degree of ethics, the team of analysts at Infomerics deliver quality credit ratings. Infomerics evaluates wide range of debt instruments which helps corporates access to financial markets and provides investors credit ratings backed by in-depth research. The transparent, robust, and credible ratings have gained the confidence of investors and the banks.

Infomerics has a pan India presence with Head Office in Delhi and Corporate Office at Mumbai, with branches in major cities and representatives in several locations.

Infomerics also has international presence with credit rating operations in Nepal through its JV subsidiary.



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For more information and definition of ratings please visit www.infomerics.com.

Disclaimer: Infomerics ratings are based on information provided by the issuer on an 'as is where is' basis. Infomerics credit ratings are an opinion on the credit risk of the issue / issuer and not a recommendation to buy, hold or sell securities. Infomerics reserves the right to change or withdraw the credit ratings at any point in time. Infomerics ratings are opinions on financial statements based on information provided by the management and information obtained from sources believed by it to be accurate and reliable. The credit quality ratings are not recommendations to sanction, renew, disburse or recall the concerned bank facilities or to buy, sell or hold any security. We, however, do not guarantee the accuracy, adequacy or completeness of any information, which we accepted and presumed to be free from misstatement, whether due to error or fraud. We are not responsible for any errors or omissions or for the results obtained from the use of such information. Most entities whose bank facilities/instruments are rated by us have paid a credit rating fee, based on the amount and type of bank facilities/instruments. In case of partnership/proprietary concerns/Association of Persons (AOPs), the rating assigned by Infomerics is based on the capital deployed by the partners/proprietor/ AOPs and the financial strength of the firm at present. The rating may undergo change in case of withdrawal of capital or the unsecured loans brought in by the partners/proprietor/ AOPs in addition to the financial performance and other relevant factors.

Annexure 1: Instrument/Facility Details

Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Listing Status	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Nonconvertible Debentures Tranche 2	INE06550716 7	Aug-02- 2019	13.25 %	Feb- 21- 2025	Listed	0.24	IVR BB+/ Positive
Nonconvertible Debentures Tranche 3	INE06550719 1	Jan-24- 2020	12.75 %	Feb- 01- 2025	Listed	1.00	IVR BB+/ Positive
	INE06550721 7	Jan-24- 2020	13.25 %	Aug- 13- 2025	Listed	0.24	IVR BB+/ Positive
Nonconvertible Debentures Tranche 4	INE06550724 1	Jul-24- 2020	11.75 %	Jul-01- 2025	Listed	0.37	IVR BB+/ Positive
	INE06550725 8	Jul-24- 2020	12.25 %	Jul-24- 2025	Listed	0.06	IVR BB+/ Positive
	INE06550728 2	Jul-24- 2020	12.25 %	Apr-14- 2026	Listed	0.18	IVR BB+/ Positive
Nonconvertible Debentures Tranche 5	INE06550731 6	Jan-08- 2021	11.75 %	Dec- 01- 2025	Listed	0.57	IVR BB+/ Positive
	INE06550734 0	Jan-08- 2021	12.25 %	Jan-07- 2027	Listed	0.35	IVR BB+/ Positive



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Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Listing Status	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Nonconvertible Debentures Tranche 6	INE065507373	May-07-2021	11.75%	May-07-2026	Listed	0.48	IVR BB+/Positive
	INE065507407	May-07-2021	12.25%	May-07-2026	Listed	0.02	IVR BB+/Positive
	INE065507423	May-07-2021	12.25%	May-07-2027	Listed	0.03	IVR BB+/Positive
Nonconvertible Debentures Tranche 7	INE065507456	Sep-21-2021	11.75%	Sep-01-2026	Unlisted	0.52	IVR BB+/Positive
	INE065507480	Sep-21-2021	12.25%	Sep-21-2026	Unlisted	0.03	IVR BB+/Positive
	INE065507514	Sep-21-2021	12.25%	Sep-09-2027	Unlisted	0.01	IVR BB+/Positive
Nonconvertible Debentures Tranche 8	INE065507530	Jan-15-2022	11.50%	Jan-14-2025	Unlisted	0.12	IVR BB+/Positive
	INE065507548	Jan-15-2022	11.75%	Jan-14-2027	Unlisted	0.47	IVR BB+/Positive
	INE065507555	Jan-15-2022	12.25%	Jan-14-2027	Unlisted	0.01	IVR BB+/Positive
	INE065507571	Jan-15-2022	12%	Jan-14-2025	Unlisted	0.08	IVR BB+/Positive
	INE065507589	Jan-15-2022	12.25%	Jan-14-2028	Unlisted	0.04	IVR BB+/Positive
Nonconvertible Debentures Tranche 9	INE065507605	May-21-2022	11.25%	May-01-2025	Unlisted	0.28	IVR BB+/Positive
	INE065507613	May-21-2022	11.50%	May-01-2027	Unlisted	0.38	IVR BB+/Positive
	INE065507639	May-21-2022	11.75%	May-21-2025	Unlisted	0.05	IVR BB+/Positive
	INE065507647	May-21-2022	12%	May-21-2027	Unlisted	0.06	IVR BB+/Positive



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Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Listing Status	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
	INE065507662	May-21-2022	11.75%	May-21-2025	Unlisted	0.06	IVR BB+/Positive
	INE065507670	May-21-2022	12%	Jun-29-2028	Unlisted	0.03	IVR BB+/Positive
Nonconvertible Debentures Tranche 10	INE065507696	Sep-20-2022	11.25%	Sep-20-2025	Unlisted	0.29	IVR BB+/Positive
	INE065507704	Sep-20-2022	11.50%	Sep-20-2027	Unlisted	0.24	IVR BB+/Positive
	INE065507720	Sep-20-2022	11.75%	Sep-20-2025	Unlisted	0.01	IVR BB+/Positive
	INE065507746	Sep-20-2022	11.75%	Sep-20-2025	Unlisted	0.03	IVR BB+/Positive
	INE065507753	Sep-20-2022	12%	Oct-21-2028	Unlisted	0.05	IVR BB+/Positive
Nonconvertible Debentures Tranche 11	INE065507779	Jan-20-2023	11.25%	Jan-20-2026	Unlisted	0.29	IVR BB+/Positive
	INE065507787	Jan-20-2023	11.50%	Jan-20-2028	Unlisted	0.24	IVR BB+/Positive
	INE065507795	Jan-20-2023	12.00%	Jan-20-2028	Unlisted	0.04	IVR BB+/Positive
	INE065507803	Jan-20-2023	11.75%	Jan-20-2026	Unlisted	0.04	IVR BB+/Positive
	INE065507811	Jan-20-2023	12.00%	Feb-26-2029	Unlisted	0.16	IVR BB+/Positive
Nonconvertible Debentures Tranche 12	INE065507837	May-16-2023	11.75%	May-16-2026	Unlisted	0.35	IVR BB+/Positive
	INE065507845	May-16-2023	12.00%	May-16-2028	Unlisted	0.15	IVR BB+/Positive
	INE065507852	May-16-2023	12.50%	May-16-2028	Unlisted	0.03	IVR BB+/Positive



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Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Listing Status	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
	INE065507860	May-16-2023	12.00%	May-16-2025	Unlisted	0.12	IVR BB+/Positive
	INE065507878	May-16-2023	12.25%	May-16-2026	Unlisted	0.11	IVR BB+/Positive
	INE065507886	May-16-2023	12.50%	Mar-31-2029	Unlisted	0.04	IVR BB+/Positive
Nonconvertible Debentures Tranche 13	INE065507894	Sep-01-2023	11.75%	Sep-01-2026	Unlisted	0.15	IVR BB+/Positive
	INE065507902	Sep-01-2023	12.00%	Sep-01-2028	Unlisted	0.23	IVR BB+/Positive
	INE065507910	Sep-01-2023	12.00%	Sep-01-2025	Unlisted	0.14	IVR BB+/Positive
	INE065507928	Sep-01-2023	12.50%	Sep-01-2028	Unlisted	0.04	IVR BB+/Positive
	INE065507936	Sep-01-2023	12.00%	Sep-01-2025	Unlisted	0.17	IVR BB+/Positive
	INE065507944	Sep-01-2023	12.25%	Sep-01-2026	Unlisted	0.11	IVR BB+/Positive
	INE065507951	Sep-01-2023	12.50%	Jul-11-2029	Unlisted	0.06	IVR BB+/Positive
Nonconvertible Debentures Tranche 14	INE065507969	Dec-16-2023	11.75%	Dec-15-2026	Unlisted	0.20	IVR BB+/Positive
	INE065507977	Dec-16-2023	12.00%	Dec-15-2028	Unlisted	0.43	IVR BB+/Positive
	INE065507985	Dec-16-2023	12.00%	Dec-16-2025	Unlisted	0.03	IVR BB+/Positive
	INE065507993	Dec-16-2023	12.25%	Dec-16-2026	Unlisted	0.02	IVR BB+/Positive



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Name of Facility/ /Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Listing Status	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
	INE065507A A9	Dec-16- 2023	12.50 %	Dec- 16- 2028	Unlisted	0.01	IVR BB+/ Positive
	INE065507A B7	Dec-16- 2023	12.00 %	Dec- 16- 2025	Unlisted	0.44	IVR BB+/ Positive
	INE065507A C5	Dec-16- 2023	12.25 %	Dec- 16- 2026	Unlisted	0.09	IVR BB+/ Positive
	INE065507A D3	Dec-16- 2023	12.50 %	Oct-24- 2029	Unlisted	0.15	IVR BB+/ Positive
Nonconvertible Debentures Tranche 15	INE065507A E1	Mar-26- 2024	11.75 %	Mar- 25- 2027	Listed	0.13	IVR BB+/ Positive
	INE065507A F8	Mar-26- 2024	12.00 %	Mar- 24- 2029	Listed	0.32	IVR BB+/ Positive
	INE065507A G6	Mar-26- 2024	12.00 %	Mar- 25- 2026	Listed	0.06	IVR BB+/ Positive
	INE065507A H4	Mar-26- 2024	12.25 %	Mar- 25- 2027	Listed	0.01	IVR BB+/ Positive
	INE065507AI 2	Mar-26- 2024	12.50 %	Mar- 24- 2029	Listed	0.04	IVR BB+/ Positive
	INE065507AJ 0	Mar-26- 2024	12.00 %	Mar- 25- 2026	Listed	0.30	IVR BB+/ Positive
	INE065507A K8	Mar-26- 2024	12.25 %	Mar- 25- 2027	Listed	0.09	IVR BB+/ Positive
	INE065507AL 6	Mar-26- 2024	12.50 %	Feb- 09- 2030	Listed	0.33	IVR BB+/ Positive
Nonconvertible Debentures Tranche 16	INE065507A M4	Aug-17- 2024	11.75 %	Aug- 16- 2027	Listed	0.12	IVR BB+/ Positive
	INE065507A N2	Aug-17- 2024	12.00 %	Aug- 16- 2029	Listed	0.55	IVR BB+/ Positive



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Name of Facility/ Security	ISIN	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Listing Status	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
	INE065507A O0	Aug-17-2024	12.00 %	Aug-14-2026	Listed	0.10	IVR BB+/ Positive
	INE065507A P7	Aug-17-2024	12.00 %	Aug-14-2026	Listed	0.40	IVR BB+/ Positive
	INE065507A Q5	Aug-17-2024	12.25 %	Aug-16-2027	Listed	0.10	IVR BB+/ Positive
	INE065507A R3	Aug-17-2024	12.50 %	Jun-27-2030	Listed	0.05	IVR BB+/ Positive
Proposed Non-Convertible Debentures	-	-	-	-	-	12.26	IVR BB+/ Positive

Annexure 2: Facility wise lender details

<https://www.infomerics.com/admin/prfiles/len-AchiieversFinance-nov24.pdf>

Annexure 3: Detailed explanation of covenants of the rated Security/facilities: These covenants are uniform across all the NCDs mentioned above.

Name of the Instrument		Detailed Explanation
Financial Covenant		
i.	Covenant for Interest Payment and Default Interest	The Company covenants with the Debenture Trustee and the Debenture Holders that it shall pay interest and default interest on the Outstanding Principal Amounts
ii.	Covenant for Default in Payment and Other Defaults	In case of default in payment of interest and/or principal redemption on the due dates or observance of any other terms, conditions or covenants as per this Deed, Disclosure Document(s) in respect of a relevant tranche / series of the Debentures, additional interest/ default interest of at least @ 2% p.a. or such other rate as may be prescribed under the Applicable Law over and above the applicable implicit yield / coupon rate/ Interest Rate will be payable by the



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Name of the Instrument		Detailed Explanation
		Company for the defaulting period in respect of such tranche /series of the Debenture
Non-financial Covenant		
i.	Covenant for Release of Security	On or after all Obligations of the Company to the Debenture Holders have been discharged in full to the satisfaction of the Debenture Holders, the Debenture Trustee shall at the request and cost of the Company, release the Security created in favour of the Debenture Trustee, free and discharged from the trusts and charge created in terms of the Transaction Documents
ii.	Information Covenants	The failure to comply with any reasonably monitoring and/or servicing requests from Debenture Holders, including its monthly, quarterly, annual and event-based reporting requirements
lii	Affirmative Covenants	The Company shall promptly inform the Debenture Trustee in the event of winding up, insolvency or other legal process, Preserve corporate status; authorisations.
iv	Negative Covenants	Without the prior written consent of the Debenture Trustee, the Company shall not take any actions in relation to the following: <ul style="list-style-type: none"> <i>a.</i> Change of business; Role of Promoter <i>b.</i> Merger, consolidation, etc <i>c.</i> Acquisition <i>d.</i> Disposal of Assets <i>e.</i> Change in Financial Year <i>f.</i> Change in Capital Structure <i>g.</i> Anti-money laundering
iv	Reporting Covenants	The Company shall provide or cause to be provided to the Debenture Trustee Quarterly Reports, half yearly reports, annual reports, event-based reports,

Annexure 4: List of companies considered for consolidated/Combined analysis: Not Applicable

Note on complexity levels of the rated instrument: Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at www.infomerics.com.