



No.CTL/DEB/19-20/Noting Certificate/6323

December 06, 2019

To Whomsoever It May Concern,

CERTIFICATE FOR RECEIPT AND NOTING OF INFORMATION

[Pursuant to Regulation 52(5) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015]

We, Catalyst Trusteeship Limited ("Debenture Trustee") hereby confirm that we have received and noted the information, as specified under regulation 52(4) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("Regulations"), provided to us by <u>Kogta Financial (India) Limited</u> ("the Company") for the Half year ended September 30, 2019.

This Certificate is being issued pursuant to the requirements of regulation 52(5) of the aforesaid Regulations, for onward submission to Stock Exchange(s) by the Company.

For Catalyst Trusteeship Limited

Authorised Signators

Encl: Results submitted by Company





December 06, 2019

To,
The Manager,
Department of Corporate Services,
B.S.E. Limited, 25th Floor,
P.J. Towers, Dalal Street,
Fort, Mumbai-400 001

<u>Sub.:</u> Listed NCD – Statutory Compliance Report for the half year ending September 30, 2019.

Dear Sir/Ma'am,

This is with reference to your letter No. CTL/MUM/Compliance/Half-Yearly/2019-20/5603 dated September 30, 2019 and as per applicable regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submitting the following: -

Part I - Information to be submitted to Stock Exchange (Regulation 52)

- a) Un-audited financial results for the half year ended as on September 30, 2019 enclosed herewith.
- b) Credit rating and change in credit rating:

The Credit Analysis & Research Limited (CARE) and ICRA Limited have assigned following ratings to the Company:

Facility	September 30 th , 2019	March 31st, 2019	
Long term bank facilities	CARE BBB+ (Outlook: Stable)	CARE BBB+ (Outlook: Stable)	
Secured Non-Convertible Debentures	CARE BBB+ (Outlook: Stable)	CARE BBB+ (Outlook: Stable)	
Unsecured Non- Convertible Debentures (Listed)	[ICRA]AA (CE) (Stable)	[ICRA]AA-(SO) (Stable)	
Unsecured Non- Convertible Debentures (Unlisted)	CARE BBB+/Stable	, N.A.	





- c) Asset cover available, in case of non-convertible debt securities: Non-Banking Financial Companies registered with the Reserve Bank of India are not required to disclose the said requirements.
- d) Debt-equity ratio: 1.98 times
- e) Previous due date for the payment of Interest / dividend for non-convertible redeemable preference shares / repayment of principal of non-convertible preference shares / non-convertible debt securities and whether the same has been paid or not attached in **ANNEXURE A.**
- f) Next due date for the payment of interest / dividend of non-convertible preference shares / principal along with the amount of interest / dividend of non-convertible preference shares payable and the redemption amount: - attached in ANNEXURE A.
- g) Debt service coverage ratio; Non-Banking Financial Companies registered with the Reserve Bank of India are not required to disclose the said requirements (not applicable for NBFC);
- Interest service coverage ratio; Non-Banking Financial Companies registered with the Reserve Bank of India are not required to disclose the said requirements (not applicable for NBFC);
- i) Details of Debenture redemption reserve in the format **Not Applicable** according to Rule 18 (7) (b) (ii) of the Companies (Share Capital and Debentures) Rules, 2014, no debenture redemption reserve is required to be created in the case of privately placed debentures issued by the Company which is a NBFC registered with RBI under section 45-IA of the RBI Act, 1934 (as amended).
- j) Net worth Rs. 30553.69 Lakhs
- k) Net Profit After Tax Rs. 499,07 Lakhs
- I) Earnings per Share (i) Basic: 5.20 Per share(ii) Diluted: 2.42 per share
- m) Copy of the statement, if any, field with the stock Exchange, as per Regulation 52(7) indicating material deviation, if any, in the use of proceeds of issue of NCDs from the object stated in the offer document Enclosed





Part II. Information to be submitted to the Debenture Trustee (Regulation 56)

- a) A certificate from the Statutory Auditors in respect of utilization of funds during the implementation period of the project - N.A.
- b) A copy of all notices, resolutions and circulars relating to-
 - i). new issue of non-convertible debt securities at the same time as they are sent to shareholders / holders of non-convertible debt securities; - Attached
 - the meetings of holders of non-convertible debt securities at the same time as they are sent to the holders of non-convertible debt securities or advertised in the media including those relating to proceedings of the meetings – N.A.
- c) Intimations regarding:
 - ii). any revision in the rating; Attached
 - iii). any default in timely payment of interest or redemption or both in respect of the non-convertible debt securities **NIL**
 - iv).failure to create charge on the assets NIL
- d) A half yearly certificate regarding maintenance of hundred percent Asset cover in respect of non-convertible debt securities, by either a practicing company secretary or a practicing chartered accountant, along with the half yearly financial results.: (not applicable for NBFC).

This is for your information, kindly acknowledge the same.

Thanking you, Yours faithfully,

For KOGTA FINANCIAL (INDIA) LIMITED

Rahul Agrawal

Company Secretary &

Compliance officer

M. No.: A34034

Encl.: -

1. Annexure A

CIN - U67120RJ1996PLC011406

S-1, Gopalbari, Near Ajmer Pulia, Opp. Metro Pillar No. 143, Jaipur-302001, Rajasthan, India | Tel No.: +91-141-6767000 Registered Office: Kogta House, Azad Mohalla, Bijainagar - 305624, Rajasthan, India | Email: info@kogta.in | www.kogta.in

Rating upgraded to IICRA| AA (CE) (Stable) from IICRA| AA- (SO) (Stable) Change in Credil Rating during Half Year ended September 30, 2019 DRR DRR Created Funds invested Credit Rating to to to the created September 30, maturing this as on September (Rs Cront) Cottog. ICRA Limited & [ICRA] 4A (CE) (Slable) X N/A Amount (Rs) due during the next half-year 13753670.62 14837237.05 14238211.5 Principal / Interest Due Date due in due in the next the next half-year year 17711/2019 17/12/2019 17/10/2019 14837237.05 13753670,52 14238211.5 Actual Date of information Presument date sharing with Credit during current Rating Agency (in Half-Year case of default) K X X A A.Z X A 4.5 12/07/2019 17/09/2019 13612739 13/09/2019 14/05/2019 14/08/2019 11,04,2019 Principal / Due Dates Amount (Rs) Interest during payment during current Half-current Half-current half-year Year 17/07/2019 18687488 17/05/2019 14/08/3449 14176734 17/05/2019 16528437 17/08/2019 15274654 Arnexure - A Namo of Company-Kogta Financial (India) Limited Half-Yearty Compilance - Litted NCBs - Statement on ISIN, payment og due dates, Credit rating & DRR Requirement 17/04/2019 13612739 14098449 16687488 16528437 14175734 Secured / UnSecured Listed, Unlisted Listed Ssue Size (per ISIN)Ps Crare 25.0 07-Jan-2019 INE192U08036 * NISI Consent Letter/ Tranche Date CLMUM18-19/0E8/614 Consent Letter / Tranche Reference ર્જ કું •

* In case of any ISIN omitted by us due to oversight, kindly add them while furnishing information.





September 06, 2019

To,
The Manager,
Department of Corporate Services,
B.S.E. Limited, 25th Floor,
P.J. Towers, Dalal Street,
Fort, Mumbai-400 001

ISIN: INE192U08036

Scrip Code: 958545

Respected Sir/Ma'am,

Sub: Submission of statement under Regulation 52(7) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is to inform you that the proceeds of the issue of Non-Convertible Debentures (NCDs) for the half year ended September $30^{\rm th}$, 2019, has been utilized for the purpose/objects as mentioned in the offer document/ Disclosure Documents and there are no material deviations in the utilizations of such proceeds.

We request you to kindly take on record the aforesaid information.

Also, kindly acknowledge the same.

Thanking you, Yours faithfully,

For Kogta Financial (India) Limited

Rahul Agrawal Company Secretary & Compliance Officer

M. No.: A34034



December 06, 2019

To,
Sundaram Short Term Credit Risk Fund
(scheme managed by Sundaram Asset
Management Company Limited)
21, Patullos Road, Chennai – 02

ISIN: INE192U08036

Scrip Code: 958545

Respected Sir/Ma'am,

Sub: Information required under Regulation 58 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the half year ended 30 September, 2019.

This is to inform you that the details /information/ documents as required to be given pursuant to the provisions of the Regulation 58 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, are given herein:

(a)Un-audited financial results for the half year ended 30th September, 2019: Attached.

(b)Credit Rating and Changes in Credit Rating (if any):

The Credit Analysis & Research Limited (CARE), ICRA Limited and CRISIL Limited have assigned following ratings to the Company:

Facility	September 30 th , 2019	March 31 st , 2019	
Long term bank facilities	CARE BBB+ (Outlook: Stable)	CARE BBB+ (Outlook: Stable)	
Secured Non-Convertible Debentures	CARE BBB+ (Outlook: Stable)	CARE BBB+ (Outlook: Stable	
Unsecured Non- Convertible Debentures (Listed)	[ICRA]AA (CE) (Stable)	[ICRA]AA-(SO) (Stable)	
Unsecured Non- Convertible Debentures (Unlisted)	CARE BBB+/Stable	CRISIL BBB/Positive	

(c) Asset cover available: Non-Banking Financial Companies registered with the Reserve Bank of India are not required to disclose the said requirements.

(d) Debt equity ratio: 1.99 times





(e)Previous due date for the payment of interest / repayment of principal of nonconvertible debentures along with the amount of interest and whether the same has been paid or not.

Consent Letter /Tranche	Series /Tranche	ISIN	Type (Principal / Interest)	Due date of payment	Amount (Rs.)	Actual date of
CL/MUM/18- 19/DEB/614	Sundaram Short Term Credit Risk Fund (scheme managed by Sundaram Asset Management Company Limited)	INE192U08036	Interest & Part Principal Payment	17/09/2019	1,36,12,739/-	13/09/2019

(f) Next due date for the payment of interest / repayment principal along with the amount of interest of non-convertible debentures payable and the redemption amount.

Consent Letter /Tranche	Series /Tranche	ISIN	Type (Principal / Interest)	Due date of payment	Amount (Rs.)
CL/MUM/18- 19/DEB/614	07/01/2019	INE192U08036	Interest & Part Principal Payment	17/10/2019	1,42,38,212/-

- (g)Debt service coverage ratio: Non-Banking Financial Companies registered with the Reserve Bank of India are not required to disclose the said requirements.
- (h)Interest service coverage ratio: Non-Banking Financial Companies registered with the Reserve Bank of India are not required to disclose the said requirements.
- (i) Debenture redemption reserve: Not Applicable (According to Rule 18 (7) (b)(ii) of the Companies (Share Capital and Debentures) Rules, 20 14, no Debenture Redemption Reserve is required to be created in the case of privately placed debentures issued by the Company which is a NBFC registered with RBI under Section 45-IA of the RBI Act, 1934 (as amended).
- (j) Net worth of the Company: Rs. 30553.69 Lakhs
- (k) Net Profit After Tax: Rs. 499.07 Lakhs



Kogta Financial (India) Limited

CIN - U67120RJ1996PLC011406

S-1, Gopalbari, Near Ajmer Pulia, Opp. Metro Pillar No. 143, Jaipur-302001, Rajasthan, India | Tel No. : +91-141-6767000 Registered Office : Kogta House, Azad Mohalla, Bijainagar - 305624, Rajasthan, India | Email : info@kogta.in | www.kogta.in



(i) Earnings Per Share: (i) Basic: 5.20 Per share (ii) Diluted: 2.42 per share

(m) Copy of the statement, If any, field with the stock Exchange, as per Regulation 52(7) indicating material deviation, if any, in the use of proceeds of issue of NCDs from the object stated in the offer document: - Enclosed

We request you to kindly take on record the aforesaid information.

Thanking you, Yours faithfully,

For Kogta Financial (India) Limited

Rahul Agrawal Company Secretary

& Compliance Officer

Counter signatory:

For Catalyst Trusteeship Limited (Formerly known as GDA Trusteeship Limited)

Authorised Signatory



September 06, 2019

To,
The Manager,
Department of Corporate Services,
B.S.E. Limited, 25th Floor,
P.J. Towers, Dalal Street,
Fort, Mumbai-400 001

ISIN: INE192U08036

Scrip Code: 958545

Respected Sir/Ma'am,

Sub: Submission of statement under Regulation 52(7) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is to inform you that the proceeds of the issue of Non-Convertible Debentures (NCDs) for the half year ended September 30^{th} , 2019, has been utilized for the purpose/objects as mentioned in the offer document/ Disclosure Documents and there are no material deviations in the utilizations of such proceeds.

We request you to kindly take on record the aforesaid information.

Also, kindly acknowledge the same.

Thanking you, Yours faithfully,

For Kogta Financial (India) Limited

Rahul Agrawal Company Secretary & Compliance Officer

M. No.: A34034

S.R. BATLIBOI & CO. LLP

Chartered Accountants

12th Floor, The Ruby 29 Senapati Bapat Marg Dadar (West) Mumbai - 400 028, India Tel::+91 22 6819 8000

Independent Auditor's Review Report on the Half-yearly Unaudited Financial Results of the Company Pursuant to Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

Review Report to The Board of Directors Kogta Financial (India) Limited

- We have reviewed the accompanying statement of unaudited financial results of Kogta Financial (India)
 Limited (the "Company") for the half year ended September 30, 2019 (the "Statement") attached
 herewith, being submitted by the Company pursuant to the requirements of Regulation 52 of the SEBI
 (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing
 Regulations").
- 2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
- 4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
- 5. The comparative Ind AS financial information appearing in the accompanying results for the corresponding half year ended September 30, 2018 included in these Ind AS financial results, is based on the previously issued financial statements, prepared in accordance with the accounting standards specified under section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India and reviewed by us on which we expressed an unmodified opinion dated October 15, 2018, as adjusted for the differences in the accounting principles adopted by the Company on transition to the Ind AS, which have not been reviewed by us.

For S.R. BATLIBOI & CO. LLP

Chartered Accountants

CAI Firm registration number: 301003E/E300005

per Shrawan Jalan

Partner

Membership No.: 102102

UDIN: 19102012AAABEY8950

Mumbai

December 5, 2019

EVITIBO

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Regd Office: Kogta House, Azad Mohalla, Bijanagar-305624, Rajasthan Tel.: +0141-6767000 | Email: info@kogta.in

Statement of Unaudited Assets & Liabilities as at September 30, 2019

Particulars	(Amount in Rs. Lac
	As a
ASSETS	September 30, 2019 (unaudited
A. Financial Assets	
Cash and cash equivalents	8,862.39
Bank Balances other than cash and cash equivalents Loans	3,608,39
Other Financial Assets	76,713.03
	537.29
Sub-total-Financial assets (A) B. Non-Financial Assets	89,721.10
Dofessel T	35,720.1V
Deferred Tax Assets (net)	75777
Property, plant and equipment	474.17
Other Intengible Assets	682.29
Right of Use Assets	78.68
Other non-financial assets	899.18
Sub-total-Non-financial assets (B)	1,245.76
TAGAL ASSOCIATION OF THE PROPERTY OF THE PROPE	3,380.08
Total - Assets (A+B)	93,101,18
IABILITIES AND EQUITY	25/2016-0
JABILITIES	
A. Financial Liabilities	
rade Payables	
Pebt securities	155.89
Porrowings (Other than debt securities)	6,739.19
ease Liability	53,531,80
Other financial liabilities	924,85
Sub-total-Financial Habilities (A)	981.86
. Non-Financial Habilities	62,333,59
rovisions	
ther non-financial liabilities	117.24
Sub-total-Non-financial liabilities (B)	96.66
EQUITY EQUITY	213,90
quity share capital	
nare application money pending allotment	6;357.74
ther equity	7,596.80
Sub-total - Equity (C)	16,599,15
	30,553,69
otal - Liabilities and Equity (A+B+C)	
e accompanying notes to the financial results	93,101,18

For Kogta Financial (India) Limited

Place: Jaipur Date: 05.12,2019

> For Identification Purpose Only.

\$1031

(Managing Director's CEO) DIN: 05109722

Regd Office: Kogta House, Azad Mohalla, Bijanagar-305624, Rajasthan Tel.: +0141-6767000 I Email: Info@kogta.in

Statement of Unaudited Financial Results for the half year ended September 30, 2019

Particulars		(Amount in Rs. Lacs	
	For the half year ended September 30,	For the half year ended September 30	
	2019	2018	
A. Revenue from operations	(unaudited)	(unaudited)	
Interest income			
Fee and Commission Income	6,719,24	4,133,78	
Total Revenue from operations (A)	594.06	406,94	
B. Other Income	7,313.30	4,540.72	
Total Income (A+B)	5.16	56,86	
	7,318.46	4,597,58	
C. Expenses			
Finance Costs			
Impairment on financial instruments	3,216.64	2,290,59	
Employee Benefits Expenses	858.56	749.11	
Depreciation and amortization expenses	1,904.20	1.062.48	
Others expenses	162,85	49.66	
Total expenses (C)	653:00	425.02	
	6,795.26	4,576.86	
Profit before taxes (A+B-C)			
D. Tax expenses	523,20	20.72	
- Current Taxes			
- Deferred Taxes	235.76	162,46	
Profit for the period (A+B-C-D)	(211,63)	(168,70)	
	499.07	26.96	
E. Other Comprehensive Income			
(i) Items that will not be reclassified to profit or loss			
(a) Re-measurements of net defined benefit plans			
(ii) Income tax relating to items that will not be reclassified to profit or loss	(22,88)		
Other Comprehensive Income (E)	(5.76)		
	(17.12)		
Total Comprehensive Income for the period (net of tax) (A+B-C-D+E)			
DIOTANGO MAN (ATDIOTANE)	481.95	26.96	
Earnings per equity share *			
Pasic (Rs.)			
Diluted (Rs.)	5.20	0.28	
	2,42	0.20	

* Not annualised for the half year ended September 30, 2019 and September 30, 2018 See accompanying notes to the financial results

Place: Jalpur Date: 05.12,2019

For Identification Purpose

Only.

For Kogta Financial (India) Limited

Artin Kogta (Managing Director & CEO)

DIN: 05109722

Regd. Office: Kogta House, Azad Mohalla, Bijanagar-305624, Rajasthan Tel.: +0141-6767000 | Email: info@kogta.in

Unaudited Financial Results for the half year ended September 30, 2019

Notes:

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on December 5, 2019, in accordance with the requirements of Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The above results for the half year ended September 30, 2019 have been reviewed by the Statutory Auditors of the Company.
- 2. The Company operates in a single reportable segment i.e. lending to retail customers under various product lines, having similar risks and returns for the purpose of Ind AS 108 on 'Operating Segments'. The Company operates in a single geographic segment i.e. domestic.
- 3. The company has adopted Indian Accounting Standards (Ind AS) notified under section 133 of the Companies Act 2013 ('the Act') read with the Companies (Indian Accounting Standards) Rules, 2015 from April 1, 2019 and effective date of the transition is April 1, 2018. Such transition has been carried out from the erstwhile Accounting Standards under the Act, read with relevant rules issued thereunder and guidelines issued by the Reserve Bank of India ('RBI') (collectively referred as "the previous GAAP"). Accordingly, the impact of transition has been recorded in the opening reserves as at April 1, 2018.

The corresponding period figures presented in these results have been prepared on the basis of the previously published results under previous GAAP for the relevant periods duly re-stated to Ind AS. These Ind AS adjustments have not been reviewed by the statutory auditors. However, the management has exercised necessary due diligence to ensure that the financial results provide a true and fair view of the Company's affairs.

These financial results have been drawn on the basis of Ind AS that are applicable to the Company as at September 30, 2019 based on MCA Notification G.S.R. 111(E) and G.S.R. 365(E) dated February 16, 2015 and March 31, 2016 respectively. There is a possibility that these financial results for the current and previous period may require adjustments due to change in the financial reporting requirements arising from new standards, modification to the existing standards, guidelines issued by Ministry of Corporate Affairs and RBI or changes in the use of one or more optional exemptions from full retrospective application of certain Ind AS permitted under Ind AS- 101.

4. As required by the paragraph 32 of Ind AS 101, reconciliation of the financial results to those reported under Previous GAAP is summarized as follows:

Reconciliation of the financial results as per previous GAAP	Half year ended September 30, 2018 (Rs in lacs)
Profit after tax as per previous GAAP	374.22
Effective Interest Rate Impact on Financial Assets	-53.51
Expected Credit Loss (ECL) on financial assets	-302,00
Interest spread on assignment transaction	-128.36
Impact of securitization transactions Effective Interest Rate Impact on financial liabilities	29.20
Others	-11.83
Tax Impact of the above adjustments	-23,43
Profit after tax as per Ind AS	142.67
Other comprehensive income Leas 6	26.96
Other comprehensive income (net of taxes) on account of remeasurement of defined benefit obligation	0.00
Total comprehensive income as per Ind AS	26.96

5. The company has availed the exemption provided by Securities and Exchange board of India (SEBI) vide circular no. CIR/IMD/DFI/69/2016 in respect of disclosure requirements pertaining to disclosure of financial results and Statement of Assets and Liabilities for the year ended and as at March 31, 2019. Accordingly, the Financial Results and the Statement of Assets and Liabilities for the year ended and as at March 31, 2019 is not disclosed.

For Identification Purpose Only.



Regd. Office: Kogta House, Azad Mohalla, Bijanagar-305624, Rajasthan Tel.: +0141-6767000 | Emall: info@kogta.in

- The Company has elected to exercise the option permitted under section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, the Company has recognised provision for Income Tax for the half year ended September 30, 2019 and re-measured its Deferred tax assets/liability basis the rate prescribed in the aforesaid section and recognised the effect of change by revising the annual effective income tax rate.
- Effective April 1, 2019, the Company has adopted Ind AS 116 Leases and applied it to applicable lease contracts existing as on April 1, 2019 using the modified retrospective approach. Based on the same and as permitted under the specific transitional provision in the standard, the Company is not required to restate the comparative figures.
- The figures for the previous periods have been regrouped/rearranged wherever necessary to conform to current period presentation.

For and on behalf of the Board of Directors of Kogta Financial (India) Limited

> Managing Director & CEO DIN: 05109722

Place: Jaipur Date: December 5, 2019

For Identification Purpose

Only. (8018)



CARE/JRO/RL/2019-20/1288

Mr. Varun Kogta Director Kogta Financial India Limited 206, Ganpati Plaza, M. I. Road, Jaipur - 302001

July 24, 2019

Confidential

Dear Sir,

Credit rating for proposed Non-Convertible Debenture issue

Please refer to your request for rating of proposed long-term non-convertible debenture (NCD) issue aggregating to Rs.15.00 crore of your company. The proposed NCDs would have tenure of 2 years, 9 months and 4 Days with bullet repayment of principal at the end of tenure.

2. The following ratings have been assigned by our Rating Committee:

Instrument	Amount (Rs. crore)	Rating ¹	Rating Action	
Proposed Non-Convertible	15.00	CARE BBB+; Stable	Assigned	
Debenture issue	(Rs. Fifteen crore only)	(Triple B plus; Outlook Stable)	Assigned	

- 3. Please arrange to get the rating revalidated, in case the proposed issue is not made within a period of six months from the date of our initial communication of rating to you (that is July 23, 2019).
- 4. In case there is any change in the size or terms of the proposed issue, please get the rating revalidated.
- 5. Please inform us the below-mentioned details of issue immediately, but not later than 7 days from the date of placing the instrument:

Instrument type	ISIN	Issue Size (Rs cr)	Coupon Rate	Coupon Payment Dates	Terms of Redemption	Redemption date	Name and contact details of Debenture Trustee	Details of top . 10 investors
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CARE Ratings Limited (Formerly known as Credit Analysis & Research Limited)

¹Complete definitions of the ratings assigned are available at <u>www.careratings.com</u> and in other CARE publications.

- 6. Kindly arrange to submit to us a copy of each of the documents pertaining to the NCD issue, including the offer document and the trust deed.
- 7. The rationale for the rating will be communicated to you separately. A write-up (press release) on the above rating is proposed to be issued to the press shortly, a draft of which is enclosed for your perusal as Annexure. We request you to peruse the annexed document and offer your comments if any. We are doing this as a matter of courtesy to our clients and with a view to ensure that no factual inaccuracies have inadvertently crept in. Kindly revert as early as possible. In any case, if we do not hear from you by July 25, 2019, we will proceed on the basis that you have no any comments to offer.
- 8. CARE reserves the right to undertake a surveillance/review of the rating from time to time, based on circumstances warranting such review, subject to at least one such review/surveillance every year.
- 9. CARE reserves the right to revise/reaffirm/withdraw the rating assigned as also revise the outlook, as a result of periodic review/surveillance, based on any event or information which in the opinion of CARE warrants such an action. In the event of failure on the part of the entity to furnish such information, material or clarifications as may be required by CARE so as to enable it to carry out continuous monitoring of the rating of the debt instrument, CARE shall carry out the review on the basis of best available information throughout the life time of such instrument. In such cases the credit rating symbol shall be accompanied by "ISSUER NOT COOPERATING". CARE shall also be entitled to publicize/disseminate all the afore-mentioned rating actions in any manner considered appropriate by it, without reference to you.
- 10. Our ratings do not factor in any rating related trigger clauses as per the terms of the facility/instrument, which may involve acceleration of payments in case of rating downgrades. However, if any such clauses are introduced and if triggered, the ratings may see volatility and sharp downgrades.
- 11. Users of this rating may kindly refer our website www.careratings.com for latest update on the outstanding rating.

Page 2 of 9

12. CARE ratings are not recommendations to buy, sell or hold any securities.

If you need any clarification, you are welcome to approach us in this regard. We are indeed, grateful to you for entrusting this assignment to CARE.

Thanking you, Yours faithfully,

ystesh

[Yatesh Juneja]

Analyst

vatesh.juneja@careratings.com

for [Anurag Jain]

anurag.jain@careratings.com

Encl.: As above

Disclaimer

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Our ratings do not factor in any rating related trigger clauses as per the terms of the facility/instrument, which may involve acceleration of payments in case of rating downgrades. However, if any such clauses are introduced and if triggered, the ratings may see volatility and sharp downgrades.

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Annexure – II Press Release Kogta Financial (India) Limited

Ratir

Instrument	Amount (Rs. crore)	Rating ¹	Remarks	
Proposed Non-Convertible Debenture issue	15.00	CARE BBB+; Stable (Triple B plus; Outlook Stable)	Assigned	
Total Instruments	15.00 (Rupees Fifteen crore only)			

Details of instruments/facilities in Annexure-1

Detailed Rationale & Key Rating Drivers

The rating assigned to the bank facilities of Kogta Financial (India) Ltd (KFL) continues to derive strength from increased net-worth base following recent equity infusion of Rs.154.25 crore in November 2018 by the PE investors which also led to improvement in capital adequacy, long experience of the promoters in the financing industry and growth in operational scale. The rating also derives strength from long-standing track record of operations, increased geographical diversification, diversified product portfolio, established Management Information System (MIS) and expansion of resource base over a period of time

The rating, however continue to remain constrained on account of its moderate earnings profile, relatively riskier borrower segment with moderate seasoning of loan portfolio and moderate asset quality with moderate geographical concentration.

KFL's ability to increase its scale of operations with greater geographical as well as resource base diversification while improving its asset quality and profitability while maintaining capital adequacy are the key rating sensitivities.

Detailed description of the key rating drivers

Key rating strengths

Capital infusion resulting in improvement in capital adequacy ratio: KFL has received equity in the form of CCPS of Rs.154.25 crore in November, 2018 from Morgan Stanley Private Equity Asia (Rs.114.25 crore) and IIFL Seed Ventures (Existing investor, Rs.40 crore) in November, 2018. Further as per provisional FY19 financials net worth of the company stood at Rs.228.31 crore as on March 31, 2019. Further, the addition of new PE fund has also benefited KFL in the form of experienced nominee directors of PE fund joining the Board of Directors.

Experienced Promoters: Mr. Radha Krishan Kogta (Chairman), key promoter of the company, has vast experience of more than 17 years in the finance sector especially vehicle financing and has been instrumental in driving the growth of the company since inception. Currently, Mr. Arun Kogta (having more than a decade of experience) is looking after the operations and geographical expansion activities while Mr. Varun Kogta (having more than a decade of experience) is looking after Finance, IT and HR functions. Both of them are also involved in strategic decision making.

Moderately diversified product portfolio: The loan portfolio is moderately diversified with wide range of products including used CV (comprising 56% of total O/s as on March 31, 2018), MUV (11%), Car loans (15%), LAP (8%) and short term personal loans (2%). Further as on March 31, 2019 KFL's portfolio mix comprised of 74% used vehicle, 15% new vehicle, 10% LAP and 1% Short Term Personal Loan. The company also finances two wheeler loans and tractor loans which constituted the balance portfolio.

¹Complete definitions of the ratings assigned are available at <u>www.careratings.com</u> and in other CARE publications.

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Improvement in loan portfolio albeit moderate seasoning with broader resource base: KFL's outstanding own book portfolio has increased to Rs.548.56 crore as on March 31, 2019 from Rs.348.94 crore as on March 31, 2018. KFL's total outstanding AUM (including securitized portfolio) increased to around Rs.711.54 crore as on March 31, 2019. KFL is gradually increasing its resource base and currently enjoys bank facilities from 8 banks and 6 financial institutions. However, a large proportion of its loan book was built last year for which the seasoning is moderate and the performance of the recently built portfolio needs to be observed in the future.

Primarily secured nature of business: KFL has secured portfolio for vehicle financing and LAP while short term personal loans are unsecured in nature which formed small portion of around 0.53% (Rs.3.74 crore) of total AUM (own book + securitized) as on March 31, 2019 (September 30, 2018: 2%).

Established MIS system: KFL has developed an in-house ERP system for online monitoring of all loan accounts and generation of required MIS reports. KFL has its own in-house IT team which keeps upgrading the systems on regular basis based on necessity.

Adequate liquidity position: Liquidity position of KFL as on March 31, 2019 has been comfortable with working capital limit utilization remaining comfortable at 42.13% for 12 months ending March 31, 2019. Further though there is a mismatch in the 6m-1year bucket mainly due to considering maturity of outstanding CC limit of Rs.54.58 crore; however there is no cumulative mismatches in any of the bucket up-to 3 years as on March 31, 2019. Further, the company has raised equity of Rs.154.25 crore in November 2018 which led to comfortable liquidity position. Further, the company reported unencumbered cash and cash equivalents of Rs.11.44 crore as on March 31, 2019.

Key rating weaknesses

Moderate asset quality with moderate earnings profile: KFL's NIM has been declining for last three years mai5nly because of increase in debt availed to fund its loan portfolio. KFL's average lending rate stood at around 21.38% during FY19 as compared to 22.07% during FY18. KFL's ROTA continued to remain moderate at 2.12% in FY19 mainly because of increase in operating expenses following geographical expansion of operations and provisioning. KFL is controlling delinquencies in harder bucket as PAR (90 dpd) for AUM remained at 2.58% as on March 31, 2019 as compared to 3.27% as on March 31, 2018.

Moderate geographical concentration; gradual effort to diversify: KFL has presence mainly in Rajasthan, Gujarat and Maharashtra with 43%, 22% and 23% of total AUM outstanding portfolio as on March 31, 2019 (47%, 27% and 21% as on September 30, 2018) respectively. Further, in order to broaden its geographical base KFL has commenced operations in Madhya Pradesh and Delhi NCR where it has portfolio of Rs.40.43 crore and Rs.44.44 crore respectively as on March 31, 2019 (Rs.22.78 crore and Rs.6.12 crore respectively as on September 30, 2018).

Industry Outlook: Over the last few years, the NBFC sector has gained systemic importance with increase in share of NBFC credit vis-à-vis total bank credit. The same has resulted in the Reserve Bank of India (RBI) taking various policy actions resulting in NBFCs attracting higher support and regulatory scrutiny. The RBI revised the regulatory framework for NBFCs in 2014 which broadly focused on strengthening the structural profile of NBFC sector, thereby safeguarding depositors' money and regulating NBFCs which have increased their asset-size over time and gained systemic importance. On the asset quality front, despite the gradual change in the NPA recognition norms from 180 days previously to 90 days by March, 2018, the asset quality has remained largely stable for the sector and far superior to banks. The sector is in the midst of a liquidity stress scenario, with disruptions in the short-term commercial paper market, sharp correction in stock prices of NBFCs and cautious approach taken by the banks towards lending to the sector. Asset quality, liquidity and profitability will be the key monitorables for the sector going forward.

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Analytical approach: Standalone

Applicable Criteria

Criteria on assigning Outlook to Credit Ratings
CARE's Policy on Default Recognition
Rating Methodology-Non-banking Financial Companies
Financial Sector Ratios

About the Company

Incorporated in 1996, Kogta Financial (India) Ltd. (KFL) is a Non deposit taking Non-Banking Finance Company (NBFC-ND) mainly operating in the states of Rajasthan, Gujarat, Maharashtra and Madhya Pradesh. It is primarily engaged in used and new vehicle financing including commercial vehicles, multi utility vehicles, cars, agriculture based vehicles, etc. apart from financing of loan against property and personal loans.

Brief Financials (Rs. crore)	FY18 (A)	FY19 (Prov.)
Total operating income	64.20	105.43
PAT	8.33	11.25
Interest coverage (times)	1.41	1.40
Total Assets	392.68	667.14
Net NPA (%)	2.71	2.84
ROTA (%)	2.62	2.12

A: Audited

Status of non-cooperation with previous CRA: None

Any other information: Not Applicable.

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

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Annexure-1: Details of Instruments/Facilities

Name of the Instrument	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. crore)	Rating assigned along with Rating Outlook
Proposed Debentures-Non Convertible Debentures	-	15.90%	•	15.00	CARE BBB+; Stable

Annexure-2: Rating History of last three years

Sr.	Name of the	Current Ratings			Rating history			
No.		Туре	Amount Outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2019-2020	2018-2019	Date(s) & Rating(s) assigned in 2017- 2018	Date(s) & Rating(s) assigned in 2016-2017
1	Fund-based - LT-Cash Credit	LT	74.00	CARE BBB+; Stable	1	BBB+; Stable (02-Jan-19)	(08-Jan-18) 2)CARE BBB-; Positive (28-Jul-17) 3)CARE BBB-; Stable (11-Apr-17)	1)CARE BBB- (16-Jun-16) 2)CARE BBB- (13-Jun-16)
	Debentures-Non Convertible Debentures	ŧΤ	-	-	-	-	1)Withdrawn (08-Jan-18) 2)CARE BBB-; Positive (28-Jul-17) 3)CARE BBB-; Stable (11-Apr-17)	1)CARE BBB- (13-Jun-16)
1 .	Fund-based - LT-Term Loan	LΥ	126.00	CARE BBB+; Stable	-	1)CARE BBB+; Stable (02-Jan-19)	1)CARE BBB; Stable (08-Jan-18) 2)CARE BBB-; Positive (28-Jul-17) 3)CARE BBB-; Stable (11-Apr-17)	1)CARE BBB- (16-Jun-16)
4.	Debentures-Non Convertible Debentures	LT	40.00	CARE BBB+; Stable	-	1)CARE BBB+; Stable (02-Jan-19)	1)CARE BBB; Stable (08-Jan-18) 2)CARE BBB-; Positive (28-Jul-17) 3)CARE BBB-; Stable	•

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Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating history				
		Туре	Amount Outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2019-2020	Date(s) & Rating(s) assigned in 2018-2019	Date(s) & Rating(s) assigned in 2017- 2018	Date(s) & Rating(s) assigned in 2016-2017	
<u> </u>				 			(11-Apr-17)		
	Debentures-Non Convertible Debentures	LT	15.00	CARE BBB+; Stable	-	•			

Note on complexity levels of the rated instrument: CARE has classified instruments rated by it on the basis of complexity. This classification is available at www.careratings.com, investors/market intermediaries/regulators or others are welcome to write to care@careratings.com for any clarifications.

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About CARE Ratings:

CARE Ratings commenced operations in April 1993 and over two decades, it has established itself as one of the leading credit rating agencies in India. CARE is registered with the Securities and Exchange Board of India (SEBI) and also recognized as an External Credit Assessment Institution (ECAI) by the Reserve Bank of India (RBI). CARE Ratings is proud of its rightful place in the Indian capital market built around investor confidence. CARE Ratings provides the entire spectrum of credit rating that helps the corporates to raise capital for their various requirements and assists the investors to form an informed investment decision based on the credit risk and their own risk-return expectations. Our rating and grading service offerings leverage our domain and analytical expertise backed by the methodologies congruent with the international best practices.

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