



MANAPPURAM[®] FINANCE LIMITED

Make Life Easy

Ref: Sec/ SE/ 134 / 2024 - 25
29.08.2024

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001 Scrip Code: 531213	National Stock Exchange of India Limited 5th Floor, Exchange Plaza Bandra (East) Mumbai - 400 051 Scrip Code: MANAPPURAM
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Dear Sir/Madam,

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we hereby inform that Fitch Ratings has affirmed India-based Manappuram Finance Limited's (MFIN) Long-Term Foreign- and Local-Currency Issuer Default Ratings (IDRs) at 'BB-'. The Outlook is Stable. The rating letter is attached.

We request you to kindly take this on record.

Thanking you.

Yours Faithfully,

For Manappuram Finance Limited

Manoj Kumar V.R

Company Secretary

India's First Listed and Highest Credit Rated Gold Loan Company

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RATING ACTION COMMENTARY

Fitch Affirms Manappuram Finance at 'BB-'; Outlook Stable

Thu 29 Aug, 2024 - 4:42 AM ET

Fitch Ratings - Singapore/Mumbai - 29 Aug 2024: Fitch Ratings has affirmed India-based Manappuram Finance Limited's (MFIN) Long-Term Foreign- and Local-Currency Issuer Default Ratings (IDRs) at 'BB-'. The Outlook is Stable.

KEY RATING DRIVERS

Intrinsic Profile Drives Ratings: MFIN's ratings stem from its moderate franchise in gold-backed financing and other loans to India's semi-urban and rural borrowers, stable asset quality supported by its gold-loan portfolio, generally stable funding and liquidity profile, and moderate leverage. This is counterbalanced by an evolving risk appetite, as evidenced by a shifting business mix and a history of regulatory compliance findings.

Supportive Operating Environment: We expect India's GDP expansion to remain resilient, at 7.2% in the financial year ending March 2025 (FY25) and 6.5% in FY26, backed by sustained public and private investment that should further underpin employment and consumption. We expect this environment to support profitable growth for large non-bank finance and leasing companies, despite higher local interest rates.

Rapid industry loan growth in the past two years has given rise to pockets of heightened credit risk. Nonetheless, asset-quality metrics remain contained for most large lenders and we expect tightened prudential regulation and waning market liquidity to rein in the growth rates and risk appetites of non-bank financial institutions (NBFI).

Evolving Business Mix: MFIN's share of gold loans was 53% of total loans at end-June 2024, down from around 67% over the past two years due to higher growth in non-gold loan segments - microfinance, used commercial vehicles, small business loans and low-ticket housing loans - amid rising competition in gold loans. MFIN's franchise strength and risk controls in these segments are still developing and a rapid expansion in these segments could raise asset-quality risks for the company.

Developing Governance: MFIN business model is subject to high compliance risk, due to a history of regulatory findings and penalties. Repeated findings could damage MFIN's reputation and business franchise. Against this, MFIN is taking steps to improve governance and operational practices, which should ameliorate such risk if efforts are sustained. MFIN's credit profile is also exposed to key-person

risk. The company has a succession plan relating to the founding shareholder, who is also the managing director, but we believe the plan will take time to become fully effective.

High Operational Risk: Gold-backed lenders, such as MFIN, are exposed to operational risk. This is due to their decentralised branch-led disbursements and customer-related processes. Recent regulatory actions and advisories within the gold loan sector should gradually improve compliance practices at gold lenders. Continued strong portfolio growth in riskier and less-familiar businesses could raise performance volatility.

Stable Asset Quality: MFIN's highly liquid gold collateral underpins its stable asset quality; we estimate its consolidated stage 3 loan ratio was 2.3% at end-June 2024 (FYE24: 2.5%). Credit impairment costs are vulnerable to a plunge in gold prices, which could lead to a decline in the realisable value of the gold collateral. However, a regulatory loan/value ceiling of 75%, standardised collateral valuation based on pure gold content and moving-average valuation benchmarks mitigate against lower gold prices.

MFIN's credit costs rose during 1QFY25 to 2.1% of average gross loans (annualised), from 1.4% in FY24, due to higher write-offs in microfinance loans. This portfolio was affected by extreme weather conditions that impacted the underlying businesses of borrowers. That said, we expect credit costs to moderate in the near term, as weather conditions have improved.

High Margin Supports Profitability: MFIN's wide net interest margin of 13.9% in FY24 was reflected in its pre-tax profit of 6.8% of average assets, which was among the highest in Fitch's rated Indian NBFIs portfolio. A rising mix of non-gold loans could lift average credit costs, but higher yields from MFIN's core lending products should offset the increase.

Moderate Leverage: Leverage is likely to rise modestly in the medium-term along with loan growth, although we expect it to remain commensurate with the rating over the next two years. Adequate internal capital generation (FY24: 19.7% of opening equity) helps to contain the debt/tangible equity ratio, which remained moderate at 3.0x at FYE24.

Generally Steady, Though Costlier, Funding: MFIN is wholesale-funded, like most other Indian NBFIs, and retains adequate access to funds. Bank loans comprised 76% of total funding at FYE24 (FYE23: 69%), due to fewer capital market issuances in a rising interest-rate environment. However, MFIN has accessed funding from various channels in the past few months, such as offshore bonds and commercial paper, as interest rates on bank loans have risen.

The asset-liability profile is positively matched, supported by short asset tenors. Growth in long-tenor non-gold products may narrow the asset-liability gap in the medium to long term, but MFIN plans to increase its borrowing tenor to maintain an adequately matched profile.

RATING SENSITIVITIES

Factors that Could, Individually or Collectively, Lead to Negative Rating Action/Downgrade

The rating may be downgraded in the event of aggressive growth without a corresponding strengthening in risk controls and balance-sheet buffers. This may be indicated by a rapid shift in the business mix, such as non-gold loans exceeding 60% of consolidated gross loans in the short- to medium-term on soaring growth, or a rise in debt/tangible equity beyond 4.5x. Higher losses from compliance, operational or reputational risks than we expect would also be negative for the ratings.

Factors that Could, Individually or Collectively, Lead to Positive Rating Action/Upgrade

We believe MFIN's ratings have limited upside potential in the near term. In the longer term, we may take positive rating action with evidence of an improved regulatory compliance record, more mature business franchise in MFIN's non-gold loan segments and a steadier risk-management record in these segments, demonstrated by steady asset quality as the portfolios season. This is provided that profitability metrics remain stable and commensurate with the higher ratings.

DEBT AND OTHER INSTRUMENT RATINGS: KEY RATING DRIVERS

The ratings on MFIN's medium-term note (MTN) programme and foreign-currency senior secured debt are at the same level as its Long-Term Foreign-Currency IDR.

Indian NBFIs' borrowings are typically secured and we believe non-payment of senior secured debt would best reflect the uncured failure of the entity. NBFIs can issue unsecured debt in the overseas market, but such debt is likely to constitute a small portion of their funding and thus cannot be viewed as their primary financial obligation.

DEBT AND OTHER INSTRUMENT RATINGS: RATING SENSITIVITIES

The ratings on MFIN's US-dollar MTN programme and senior secured debt are sensitive to its Long-Term Foreign-Currency IDR. Any action on the Long-Term Foreign-Currency IDR will drive similar action on the MTN programme and senior secured debt ratings.

ADJUSTMENTS

The 'bb+' sector risk operating environment score is above the 'b' implied score for the following reasons: size and structure of economy (positive) and economic performance (positive).

The 'bb+' earnings and profitability score is below the 'bbb' implied score for the following reason: portfolio risk (negative).

The 'bb-' funding, liquidity and coverage score is above the 'ccc' implied score for the following reason: funding flexibility (positive).

Sources of Information

The principal sources of information used in the analysis are described in the applicable criteria.

REFERENCES FOR SUBSTANTIALLY MATERIAL SOURCE CITED AS KEY DRIVER OF RATING

The principal sources of information used in the analysis are described in the Applicable Criteria.

ESG CONSIDERATIONS

MFIN has an ESG Relevance Score of '4' for Customer Welfare - Fair Messaging, Privacy and Data Security, due to a history of customer-related business practices that did not fully comply with regulatory norms. The score reflects our assessment that customer-related practices appear weaker than at rated peers, raising regulatory and reputational risk for MFIN. This has a negative impact on the credit profile and is relevant to the ratings in conjunction with other factors.

MFIN has an ESG Relevance Score of '4' for Governance Structure, due to its history of customer-related business practices that did not fully comply with regulatory norms. This implies that the company has gaps in its governance structure. The score reflects our assessment that governance practices appear weaker than at rated peers, raising regulatory and reputational risk for MFIN. This has a negative impact on the credit profile and is relevant to the ratings in conjunction with other factors.

The highest level of ESG credit relevance is a score of '3', unless otherwise disclosed in this section. A score of '3' means ESG issues are credit-neutral or have only a minimal credit impact on the entity, either due to their nature or the way in which they are being managed by the entity. Fitch's ESG Relevance Scores are not inputs in the rating process; they are an observation on the relevance and materiality of ESG factors in the rating decision. For more information on Fitch's ESG Relevance Scores, visit www.fitchratings.com/topics/esg/products#esg-relevance-scores

RATING ACTIONS

ENTITY / DEBT ↕	RATING ↕			PRIOR ↕
Manappuram Finance Limited	LT IDR	BB- Rating Outlook Stable	Affirmed	BB- Rating Outlook Stable
	LC LT IDR	BB- Rating Outlook Stable	Affirmed	BB- Rating Outlook Stable
senior secured	LT	BB-	Affirmed	BB-

[VIEW ADDITIONAL RATING DETAILS](#)

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APPLICABLE CRITERIA

[Country-Specific Treatment of Recovery Ratings Criteria \(pub. 04 Mar 2023\)](#)

Non-Bank Financial Institutions Rating Criteria (pub. 18 Jan 2024) (including rating assumption sensitivity)

ADDITIONAL DISCLOSURES

[Dodd-Frank Rating Information Disclosure Form](#)

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[Endorsement Policy](#)

ENDORSEMENT STATUS

Manappuram Finance Limited

EU Endorsed, UK Endorsed

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