

CLIX Capital Services Private Limited

April 08, 2025

Facilities/Instruments	Amount (₹ crore)	Rating ¹	Rating Action
Long Term Bank Facilities	1,970.00 (Enhanced from 1,770.00)	CARE A+; Stable	Reaffirmed
Long Term / Short Term Bank Facilities	2,780.00	CARE A+; Stable / CARE A1+	Reaffirmed
Market Linked Debentures	35.00	CARE PP-MLD A+; Stable	Reaffirmed
Non Convertible Debentures	200.00	CARE A+; Stable	Assigned
Non Convertible Debentures	72.00	CARE A+; Stable	Reaffirmed
Non Convertible Debentures	150.00	CARE A+; Stable	Reaffirmed
Non Convertible Debentures	251.00 (Reduced from 400.00)	CARE A+; Stable	Reaffirmed
Non Convertible Debentures	300.00	CARE A+; Stable	Reaffirmed
Commercial Paper	128.10	CARE A1+	Reaffirmed
Commercial Paper	100.00	CARE A1+	Reaffirmed

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

Ratings for CLIX Capital Services Private Limited (CLIX) continue to factor in its expanding scale, an improvement in its asset quality metrics and its comfortable capitalisation, which was further supported by capital infusion of ₹220 crore in 9MFY25. The company reported an asset under management (AUM) of ₹5,792 crore as on March 31, 2024, registering a growth of ~29% and further growing to ₹6,503 crore as on December 31, 2024. Ratings also factor in its diversified resource profile and improving profitability with an annualised return on average total tangible assets (RoTA) of 1.35% in 9MFY25 (provisional) compared to 1.02% in FY24 and 0.57% in FY23.

However, ratings are constrained by its moderate, albeit improving, asset quality and its modest market share across product categories. Going forward, its ability to expand its loan book, while further enhancing its profitability and maintaining asset quality will continue to remain key rating sensitivities.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors: Factors that could, individually or collectively, lead to a review for positive rating action / upgrade

- Significant scale up of operations.
- Sustained improvement in its profitability with return on average total tangible assets (RoTA) of more than 2.75%.

Negative factors: Factors that could, individually or collectively, lead to a review for negative rating action / downgrade

- Change in support philosophy from promoters.
- Deteriorating asset quality profile with GNPA of more than 3%.
- Weakening of profitability with RoTA of less than 1% on a sustained basis.

¹Complete definition of ratings assigned are available at www.careedge.in and other CARE Ratings Limited's publications.

- Overall gearing exceeding 4x on a sustained basis.

Analytical approach: Consolidated

CARE Ratings has based its assessment on consolidated financials of CLIX, which includes its 100% owned subsidiary, CLIX Housing Finance Limited (CLIX Housing). The consolidated entities are given in Annexure-6.

Outlook: Stable

The outlook is 'Stable' considering CARE Ratings' expectation that the company will demonstrate profitable business growth complemented by healthy resource-raising ability and comfortable asset quality.

Detailed description of key rating drivers:**Key strengths****Strong promoters and comfortable capitalisation profile**

Formerly known as GE Money Financial Services Limited, CLIX was originally set up by the GE group, and, in March 2016, the GE group entered a management buy-in arrangement with Pramod Bhasin and Anil Chawla, former top executives at GE India, backed by funding from PE firm AION Capital Partners (85% stake). Plutus Wealth Management, Mauritius, collectively continues to hold 100% in CLIX Capital (consolidated), with Apollo being the company's majority shareholder with 85% shares. Since inception, promoters have shown their support in the form of regular capital infusion in the company. In 9M FY25, the company raised a capital of ₹220 crore from existing shareholders in existing proportion.

The capitalisation level remains comfortable with consolidated gearing (measured as total borrowings to tangible net worth [TNW]) of 2.20x as on December 31, 2024, as compared to 2.69x as on March 31, 2024. The improvement in gearing levels as on December 2024, is primarily considering equity infusion made by promoters in July 2024. CLIX's standalone capital adequacy ratio (CAR) remains comfortable at 28.22% and 30.08% as on March 31, 2024, and December 31, 2024, respectively, which is well-above regulatory requirements.

Going forward, the company's ability to continue to raise capital to fund future growth remains a key monitorable.

Diversified resource profile

CLIX has a well-diversified resource profile with a mix of banks (68%), non-banking finance company (NBFC) (15%), non-convertible debentures (NCDs) (10%) and domestic financial institutions (7%) as on December 31, 2024. The share of term loans from banks has also increased with 58% of borrowings through term loans as on December 31, 2024, compared to 49% as on March 31, 2024. CLIX has co-lending relations, which helps it grow off-book AUM. CARE Ratings notes that the company has been able to get fresh term loan sanctions from PSU banks and Private Banks in the current fiscal year, which is expected to further support the company's resource profile. Going forward, the company's ability to raise debt at competitive rates will be a key monitoring factor.

Moderate, though improving, profitability

With the expansion of its portfolio through both partnerships and organic growth, coupled with rising lending rates, the average yield on advances increased from 16.28% in FY23 to 17.07% in FY24. However, in 9MFY25, the company's average yields moderated due to its strategic focus on expanding its core book with a higher proportion of lower-yielding secured products. As

a result, the average yield on advances stood at 16.23% in 9MFY25. Against this, the average cost of funds improved by 32 basis points to 10.81% in 9MFY25 from 11.14% in FY 2024. This was driven by the company's ability to secure incremental funding at competitive rates. Between February 2024 and FY25, CLIX raised approximately ₹3,150 crore in fresh borrowings at an average rate of 9.6%, reflecting a 55-60 basis point improvement over FY24 levels.

Net Interest Margins (NIMs) stood at 6.07% in 9MFY25, slightly lower than 6.19% in FY24. Meanwhile, other income as a percentage of average total assets improved by 24 basis points from FY24, reaching 3.46% in 9MFY25. However, operating expenses increased marginally by 21 basis points, standing at 4.72% in 9MFY25. The company's credit cost improved, declining from 3.48% in FY24 to 2.96% in 9MFY25. This led to an improvement in Return on Total Assets (RoTA), which increased from 1.05% in FY24 to 1.35% in 9MFY25. As per company's assessment, the credit cost (excl. write-offs from partnership book which are covered by default loss guarantee) witnessed improvement from 1.89% in FY24 to 1.28% in 9MFY25.

The company reported a consolidated profit after tax (PAT) of ₹64.55 crore in 9MFY25, with an improved PAT margin of 8%, compared to ₹60.65 crore in FY24, where the PAT margin stood at 6%. Going forward, with a focus on secured products, the company's ability to improve its profitability while maintaining credit cost remains a key monitorable.

Key weaknesses

Moderate asset quality profile

The company's asset quality improved with consolidated GNPA ratio of 1.9% as on March 31, 2024 (improved from 2.5% as on March 31, 2023, and 5.0% as on March 31, 2022). This positive trend is attributed to better collection efficiency from its retail and MSME loan portfolio. However, GNPA slightly moderated to 2.07% as on December 31, 2024, attributed to higher stress witnessed in healthcare finance.

As on March 31, 2024, overall stressed assets improved to 5.36% of total AUM (1d-90d restructured book of 2.15%, investment in security receipts of 1.42% and NPA of 1.79% of AUM) compared to 8.01% of as on March 31, 2023 (1d-90d restructured book of 1.35%, investment in security receipts of 4.29% and NPA of 2.35%). It further improved in 9MFY25 to 3.90% of the total AUM as on December 31, 2024, which was due to the decline in one-time restructuring (OTR) book. CARE Ratings notes that the company is carrying a provision of 45% on the GNPA.

Going forward, the management's ability to control additional slippage in its retail unsecured portfolio and recover from overall stressed portfolio would be a key rating sensitivity.

Moderate market share in key product categories

Post the fall in volumes owing to COVID-19, disbursements rebounded in FY23, leading to consolidated AUM of ₹4,484 crore as on March 31, 2023, marking a y-o-y growth of 20%. This has further grown to ₹5,792 crore as on March 31, 2024, and ₹6,503 crore as on December 31, 2024. CARE Ratings also notes that the core book AUM, comprising MSME loans, healthcare financing, school financing, loans against property (LAP), and platform business, witnessed growth of 63% y-o-y in the last fiscal 2024, and CARE Ratings expects the growth trend to moderate in fiscal 2025.

Despite growth, CLIX's market share across product categories remained moderate. The largest segment is lending to MSME-Business loan with outstanding AUM of ₹2,361 crore as on December 31, 2024, and will be the key growth driver in the medium term.

The other significant core segment is lending to school and healthcare equipment financing, having outstanding AUM of ₹2,055 crore as on December 31, 2024. Apart from this, the other segment is lending through partnership platforms with an outstanding balance of ₹1,131 crore as on December 31, 2024 and is expected to remain bound between 17% and 20% of total AUM in the medium term, given that CLIX is focused on increasing its own-sourced lending portfolio, primarily towards increasing its MSME and other core book segments (Education, healthcare and LAP).

In CLIX Housing, the company stopped disbursement with the book being run down. AUM reduced to ₹61 crore as on December 31, 2024, from ₹177 crore as on March 31, 2023, due to repayment and sale of book through direct assignment....

Liquidity: Adequate

As on December 31, 2024, the company had Adequate liquidity of ₹417 crore by way of cash and bank balance and liquid investments and the scheduled collections of ₹474 crore for the next three months against the debt obligations of ₹539 crore in the same period. The company also has access to undrawn sanctioned lines of ₹917 crore. The company's track record of raising funds from multiple lenders, including public sector undertakings (PSUs), private banks, and NBFCs, provides additional comfort to the liquidity profile.

Assumptions/Covenants: Not applicable

Environment, social, and governance (ESG) risks: Not applicable

Applicable criteria

[Consolidation](#)

[Definition of Default](#)

[Rating Outlook and Rating Watch](#)

[Financial Ratios - Financial Sector](#)

[Withdrawal Policy](#)

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[Market Linked Debentures](#)

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About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Financial Services	Financial Services	Finance	Non Banking Financial Company (NBFC)

CLIX (formerly known as GE Money Financial Services Private Limited) was incorporated in February 1994 as Countrywide Consumer Financial Services Private Limited by the GE Group to continue consumer finance, auto leasing, corporate lending, and healthcare equipment financing for GE group products in India. In March 2016, the GE group entered a management buy-in arrangement with Pramod Bhasin and Anil Chawla, former top executives at GE India, to exit its Indian commercial finance business. The management buy-in by Pramod Bhasin and Anil Chawla was backed by funding from private equity (PE) firm, AION Capital Partners Limited. Following the exit of GE as a shareholder in August 2016, the company's name was changed to its present name. In September 2016, CLIX Finance India Private Limited (formerly known as GE Capital Services India), became a 100% subsidiary of CLIX. CLIX Finance was later merged into CLIX in March 2022. CLIX Housing, a 100% owned subsidiary of CLIX, stopped disbursements and is in the process of getting merged with its parent.

Consolidated Financials

Brief Financials (₹ crore)	March 31, 2023 (A)	March 31, 2024 (A)	9MFY25 (UA)
Total income	732.82	971.40	793.07
PAT	28.33	60.65	64.55
Tangible Net worth	1,464.00	1,549.64	1,872.30
Total Assets (Adj. for intangibles and DTA)	5,255.00	6,270.30	6,511.06
Overall gearing (times)	2.29	2.69	2.20
Net NPA (%)	1.51	1.07	1.24
ROTA (%)	0.58	1.05	1.35*

A: Audited UA: Unaudited; Note: these are latest available financial results

*Annualised

Standalone Financials

Brief Financials (₹ crore)	March 31, 2023 (A)	March 31, 2024 (A)	9MFY25 (UA)
Total income	700.87	954.99	774.52
PAT	24.00	61.76	70.78
Tangible Net worth	1,467.00	1,567.62	1,895.83
Total Assets (Adj. for intangibles and DTA)	5,192.00	6,265.77	6,512.38
Gearing (times)	2.25	1.19	2.17
ROTA (%)	0.49	1.08	1.48*

A: Audited UA: Unaudited; Note: these are latest available financial results

*Annualised

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

Annexure-1: Details of instruments/facilities

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Commercial Paper-Commercial Paper (Standalone)	INE157D14EK8	29-Jan-25	9.1	29-May-25	25.00	CARE A1+
Commercial Paper-Commercial Paper (Standalone) (Proposed)	-	-	-	-	203.10	CARE A1+
Debentures-Market Linked Debentures	INE157D07DU3	26-Sep-22	Nifty 50 linked	31-Oct-25	35.00	CARE PP-MLD A+; Stable
Debentures-Non-convertible debentures	INE157D07DX7	03-Mar-23	10.25%	02-Sep-25	25.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07DZ2	24-May-23	10.15%	24-May-25	35.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EA3	12-Jun-23	10.40%	12-Jun-25	50.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EB1	30-Jun-23	10.10%	30-Sep-25	50.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EE5	09-Nov-23	10.20%	10-Nov-25	65.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EF2	12-Jan-24	10.15%	12-Jul-25	30.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EG0	18-Jan-24	10.10%	18-Jul-25	25.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EH8	28-Mar-24	10.35%	28-Sep-26	60.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EI6	24-Apr-24	10.35%	24-Apr-27	50.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EJ4	19-Nov-24	10.20%	18-Mar-27	150.00	CARE A+; Stable
Debentures-Non-convertible debentures	INE157D07EK2	30-Dec-24	10.20%	28-Feb-27	35.00	CARE A+; Stable
Debentures-Non-convertible debentures (Proposed)	-	-	-	-	398.00	CARE A+; Stable
Fund-based - LT-Term Loan	-	-	-	Mar-27	1,661.10	CARE A+; Stable
Fund-based - LT-Term Loan (Proposed)	-	-	-	-	308.90	CARE A+; Stable
Fund-based/Non-fund-based-LT/ST	-	-	-	Mar-27	2,422.28	CARE A+; Stable / CARE A1+
Fund-based/Non-fund-based-LT/ST (Proposed)	-	-	-	-	357.72	CARE A+; Stable / CARE A1+
Debentures-Non-convertible debentures	INE157D07DY5	27-Apr-23	2.00%	27-Oct-24	-	Withdrawn
Debentures-Non-convertible debentures	INE157D07EC9	10-Jul-23	10.25%	10-Oct-24	-	Withdrawn
Debentures-Non-convertible debentures	INE157D07ED7	30-Oct-23	9.30%	31-Oct-24	-	Withdrawn

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Fund-based/Non-fund-based-LT/ST	LT/ST	2780.00	CARE A+; Stable / CARE A1+	-	1)CARE A+; Stable / CARE A1+ (09-Oct-24) 2)CARE A+; Stable / CARE A1+ (12-Sep-24)	1)CARE A; Positive / CARE A1 (08-Jan-24) 2)CARE A; Stable / CARE A1 (27-Jun-23)	1)CARE A; Stable / CARE A1 (07-Oct-22)
2	Commercial Paper-Commercial Paper (Standalone)	ST	128.10	CARE A1+	-	1)CARE A1+ (09-Oct-24) 2)CARE A1+ (12-Sep-24)	1)CARE A1 (08-Jan-24) 2)CARE A1 (27-Jun-23)	1)CARE A1 (07-Oct-22)
3	Fund-based - LT-Term Loan	LT	1970.00	CARE A+; Stable	-	1)CARE A+; Stable (09-Oct-24) 2)CARE A+; Stable (12-Sep-24)	1)CARE A; Positive (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
4	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
5	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
6	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
7	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
8	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
9	Debentures-Market Linked Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE PP-MLD A; Stable (27-Jun-23)	1)CARE PP-MLD A; Stable (07-Oct-22)
10	Debentures-Non Convertible Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
11	Debentures-Market Linked Debentures	LT	-	-	-	-	1)Withdrawn (08-Jan-24) 2)CARE PP-MLD A; Stable (27-Jun-23)	1)CARE PP-MLD A; Stable (07-Oct-22)
12	Debentures-Market Linked Debentures	LT	-	-	-	1)Withdrawn (12-Sep-24)	1)CARE PP-MLD A; Positive (08-Jan-24) 2)CARE PP-MLD A; Stable (27-Jun-23)	1)CARE PP-MLD A; Stable (07-Oct-22)
13	Debentures-Non Convertible Debentures	LT	72.00	CARE A+; Stable	-	1)CARE A+; Stable (09-Oct-24) 2)CARE A+; Stable (12-Sep-24)	1)CARE A; Positive (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
14	Debentures-Market Linked Debentures	LT	35.00	CARE PP-MLD A+; Stable	-	1)CARE PP-MLD A+; Stable (09-Oct-24)	1)CARE PP-MLD A; Positive (08-Jan-24)	1)CARE PP-MLD A; Stable (07-Oct-22)

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
						2)CARE PP-MLD A+; Stable (12-Sep-24)	2)CARE PP-MLD A; Stable (27-Jun-23)	
15	Debentures-Non Convertible Debentures	LT	150.00	CARE A+; Stable	-	1)CARE A+; Stable (09-Oct-24) 2)CARE A+; Stable (12-Sep-24)	1)CARE A; Positive (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	1)CARE A; Stable (07-Oct-22)
16	Debentures-Market Linked Debentures	LT	-	-	-	1)Withdrawn (12-Sep-24)	1)CARE PP-MLD A; Positive (08-Jan-24) 2)CARE PP-MLD A; Stable (27-Jun-23)	1)CARE PP-MLD A; Stable (07-Oct-22)
17	Commercial Paper-Commercial Paper (Standalone)	ST	100.00	CARE A1+	-	1)CARE A1+ (09-Oct-24) 2)CARE A1+ (12-Sep-24)	1)CARE A1 (08-Jan-24) 2)CARE A1 (27-Jun-23)	1)CARE A1 (07-Oct-22)
18	Debentures-Non Convertible Debentures	LT	251.00	CARE A+; Stable	-	1)CARE A+; Stable (09-Oct-24) 2)CARE A+; Stable (12-Sep-24)	1)CARE A; Positive (08-Jan-24) 2)CARE A; Stable (27-Jun-23)	-
19	Debentures-Non Convertible Debentures	LT	300.00	CARE A+; Stable	-	1)CARE A+; Stable (09-Oct-24) 2)CARE A+; Stable (12-Sep-24)	-	-
20	Debentures-Non Convertible Debentures	LT	200.00	CARE A+; Stable				

LT: Long term; ST: Short term; LT/ST: Long term/Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities

Not applicable

Annexure-4: Complexity level of instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Commercial Paper-Commercial Paper (Standalone)	Simple
2	Debentures-Market Linked Debentures	Complex
3	Debentures-Non Convertible Debentures	Simple
4	Fund-based - LT-Term Loan	Simple
5	Fund-based/Non-fund-based-LT/ST	Simple

Annexure-5: Lender details

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

Annexure-6: List of entities consolidated

Sr No	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Clix Housing Finance Private Limited	Full	Wholly owned subsidiary

Note on complexity levels of rated instruments: CARE Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

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