



Lanka Rating Agency

## Rating Report

### LOLC Finance PLC

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#### Rating History

Dissemination Date	Long Term Rating	Short Term Rating	Outlook	Action	Rating Watch
16-Mar-2023	A	A1	Stable	Initial	-

#### Rating Rationale and Key Rating Drivers

The rating emanates from the leading position LOLC Finance PLC (LOFC or the Company) holds in the sector as the largest Licensed Finance Company (LFC). LOFC amalgamated with Commercial Leasing and Finance PLC (CLF) in March 2022 following the merger of CLF with Singhaputhra Finance PLC (SFPLC). LOFC further merged with LOLC Development Finance PLC (LODF) in January 2023 consolidating its position as the largest player in LFCs. The Company draws strength from the diversified investments and financial strength of LOLC Group. During 9MFY23, the Company's net interest income increased to LKR 23bln due to mergers, even though the Company's core spread decreased. Despite higher provisions due to a higher interest rate scenario, the Company's profits improved at an absolute level. Going forward, stability in the country and the impact of the mergers are expected to improve the performance of the company. Its Non-Performing Loans (NPL) remain below industry averages with a 120 day gross and net NPL of 12.6% and 8.3% respectively. Ratings reflect its solid capitalization position with the Capital Adequacy Ratio (CAR) maintained at 20.2% (FY22: ~20.7%) as at 9MFY23, which is well above the regulatory requirement of the Central Bank of Sri Lanka (CBSL). The merger in March 2022, further improved its equity base to LKR ~94bn as at 9MFY22.

The ratings remain dependent upon maintaining its leading position in the sector and navigating through challenging economic times while maintaining and improving asset quality. Any future rating action will be dependent upon sustainable synergies developed through the merger resulting in operational efficiencies and better performance.

#### Disclosure

<b>Name of Rated Entity</b>	LOLC Finance PLC
<b>Type of Relationship</b>	Solicited
<b>Purpose of the Rating</b>	Entity Rating
<b>Applicable Criteria</b>	Methodology   Non-Banking Finance Companies Rating(Jun-22)
<b>Related Research</b>	Sector Study   Leasing & Finance Companies(Dec-22)
<b>Rating Analysts</b>	Amreetha Mahindapala   amreetha@lra.com.lk   +92-42-35869504



# Leasing & Finance Companies

## Lanka Rating Agency

### Profile

**Structure** LOFC Finance PLC (“LOFC” or “the Company”) is a quoted public company with limited liability. The Company is registered as a Finance Company under the provisions of the Finance Business Act No. 42 of 2011. The Company was incorporated in 2001 and listed on the Colombo Stock Exchange (“CSE”) in 2011. LOFC is registered under the Securities and Exchange Commission as a Market Intermediary to perform the functions of a Margin Provider.

**Background** LOFC amalgamated with Commercial Leasing and Finance PLC (“CLF”) in March 2022. CLF merged with Singhaputhra Finance PLC (“SFPLC”) prior to this merger. LOFC further merged with LOLC Development Finance PLC (“LODF”) effective 31st January 2023.

**Operations** The principal activities of LOFC include leasing, loans, margin trading, mobilisation of public deposits, and alternative financing. It has digital products introduced such as iPAY, OYES and Oasys which are built in-house.

### Ownership

**Ownership Structure** The largest shareholder of LOFC is LOLC Ceylon Holdings PLC (“LOCH”) with ownership of ~81.04% of the Company as of 1H FY23. LOLC Asia Private Limited and Phantom Investments (Private) Limited own ~13.58% and ~0.4% respectively. LOLC Ceylon is ultimately owned by LOLC Holdings.

**Stability** The ultimate beneficial owner Mr. Ishara Nanayakkara is a prominent businessman in Sri Lanka and the largest shareholder of LOLC Holdings PLC (“LOLC”). He joined the board of LOLC in 2002. Holding company structure of the ownership overall brings stability to the ownership structure and future success of shareholding.

**Business Acumen** LOLC is a highly diversified group in Sri Lanka. It has investments in licensed finance companies, insurance, banks, plantations, leisure, information technologies, construction, and real estate.

**Financial Strength** LOCH earned a profit after tax of LKR 10.6bn as of 9MFY23, with an asset base of LKR 385bn. LOLC earned a profit after tax LKR 26.1bn as at 9MFY23, with an asset base of LKR 1.73tn. The strong financial strength of the holding company ensures that in any need of future investment or equity injection, LOCH can provide it easily.

### Governance

**Board Structure** The Board consists of eight directors, out of which six are Non-Executive directors. Two Non-Executive directors, which include the Chairman are Non-Independent directors. The Company has appointed Mr. P A Wijeratne as a Senior Director since the Chairman is not an Independent Director.

**Members’ Profile** The Chairman Mr. F K C P N Dias was appointed to the board in 2020 and possesses experience close to 30 years. The Board of Directors possess a wealth of knowledge to run the affairs of the Company.

**Board Effectiveness** The Board of Directors have formed five board sub-committees, namely, i) Board Audit Committee (“BAC”), ii) Integrated Risk Management Committee (“IRMC”), iii) HR & Remuneration Committee, iv) Related Party Transaction Review Committee, v) Nomination Committee.

**Financial Transparency** The external auditors of the Company, Ernst & Young issued an unqualified audit opinion pertaining to the financial statements as at FY22.

### Management

**Organizational Structure** The Company has implemented a robust organizational structure to efficiently support and optimize the functions of LOFC, ensuring seamless coordination and effective utilization of resources.

**Management Team** The management team is headed by the CEO, Mr. Thilakarathne and who was the Director/CEO of CLF previously. He has over 25 years of experience in the finance sector and is supported by large management with relevant experience and qualifications.

**Effectiveness** The Company has formed four management committees, namely, i) Credit Committee, ii) Asset & Liability Committee, iii) Legal Settlement Committee, iv) Management Committee. These committees assist the Company to run its operations smoothly.

**MIS** The IT department uses “Fusion”, an in-house built core banking system. It also has an online banking platform, a mobile banking application, call centre modules, LOFC trading system and Oracle as its main systems/ software it uses. CLF, LODF and LOFC uses Fusion as its core banking system. Therefore, the information systems were amalgamated using the core banking system.

**Risk Management Framework** Departments report risk to the CEO and afterward Enterprise Risk Management communicates risk to the Board. IRMC/BAC advises Board regarding risks. The internal audit does spot audit/branch annually, with officers for concentrated branches. Issues require the branch/division to submit a recovery plan.

### Business Risk

**Industry Dynamics** At present, there are 36 Licensed Finance Companies (“LFC”) in Sri Lanka, out of which 28 are listed. The sector profitability as of 1H FY23 is recorded at LKR 12,981mn. In comparison to 1H FY22, the interest income has increased by ~35%, while the net interest income shows a marginal decline of ~7% as of 1H FY23. The loan loss provisions declined by ~41% to LKR 9,693mn in 1H FY23 due to the Covid-19 relief measures which were in place at the time. The total asset base of the LFC sector stood at LKR 1.6tn at 1H FY23. Subsequent to FY21, the asset quality improved to a gross Non-Performing loan (“NPL”) ratio of ~9.11% as of FY22. However, as a result of the current macroeconomic challenges in the country, the gross and net NPL ratios deteriorated to ~16.81% and ~11.74% respectively as at 1H FY23.

**Relative Position** LOFC is the largest player in the LFC sector in Sri Lanka as per the asset base as of FY22. It occupies one-fifth of the assets, equity, and deposits of the industry.

**Revenues** LOFC improved its net interest income in FY22. It earned an interest income of LKR 48.7bn by 9MFY23, which is an improvement of ~112%, compared to 9MFY22 a factor of merger despite the deterioration in the core spread. Its interest expense increased by ~282% to LKR 25.3bn in 9MFY23. The Company recorded a core spread of ~9.6% (FY22: ~11%) as of 9MFY23.

**Performance** The profit after tax of the Company increased by ~288% in FY22 to LKR 16.95bn. It was possible as a result of the large decrease of allowance for impairment and write-offs by ~82% to LKR 3bn in FY22 as a result of the collections. The Company earned a profit after tax of LKR 10.9bn as of 9MFY23. However, it was a drop of ~10% compared to 9MFY22. Despite the considerable increase at the top level, the significant growth in interest expense, impairment, and operating expenses prevented LOFC from earning a higher profit after tax.

**Sustainability** The Company now operates as the largest LFCs in the country, as per the asset base, following the amalgamation with CLF and SFPLC. While the SME sector will remain the largest component of the portfolio, LOFC will explore gold loans and credit cards as well. Using its large size as leverage it also plans to acquire more foreign funding as well. Going forward, the Company will further focus on post-merger operational efficiencies and lowering its number of branches.

### Financial Risk

**Credit Risk** The Company recorded a 120-day gross and net NPL of ~12.6% and ~8.3% respectively as of 9MFY23. The lowest NPLs are recorded for gold loans and margin trading and it has remained minimal despite the economic condition in the country as of 9MFY23. The highest NPLs are recorded for hire purchase, leases, and factoring as of 9MFY23.

**Market Risk** The Company has invested in government securities worth LKR 23.8bn as of FY22. LOFC has increased its investment by ~82% in FY22, compared to FY21, and currently has investment properties amounting to LKR 38.3bn. The Company has chosen to extend the maturity of the SLDBs by one year. LOFC has also maintained a provision of 23% for its ISBs as of 9MFY23 and plans to increase it up to 30% by FY23.

**Liquidity And Funding** The Company has increased its dependency on customer deposits over the years. As at 9MFY23, customer deposits constitute ~84% of the funding. The top 20 depositors concentration has improved to ~11.8% as at 9MFY23 as a result of the merger.

**Capitalization** The Capital Adequacy Ratio (“CAR”) of the Company has been maintained at ~20.7% as of FY22. The CAR is recorded at ~20.2% as of 9MFY23. The company has strong capitalization and its equity ballooned after successful mergers.



## Lanka Rating Agency

**LOLC Finance PLC**  
**Public Limited Company**

Dec-22	Mar-22	Mar-21	Mar-20
9M	12M	12M	12M

### A BALANCE SHEET

1 Total Finance-net	214,889	201,660	102,994	126,022
2 Investments	79,649	73,702	42,750	29,986
3 Other Earning Assets	2,767	8,886	7,203	17,282
4 Non-Earning Assets	22,589	22,122	15,473	10,603
5 Non-Performing Finances-net	20,276	5,198	1,688	7,995
<b>Total Assets</b>	<b>340,170</b>	<b>311,567</b>	<b>170,109</b>	<b>191,888</b>
6 Funding	232,490	212,957	126,710	152,957
7 Other Liabilities	13,463	15,057	7,510	7,642
<b>Total Liabilities</b>	<b>245,953</b>	<b>228,014</b>	<b>134,220</b>	<b>160,599</b>
<b>Equity</b>	<b>94,216</b>	<b>83,553</b>	<b>35,889</b>	<b>31,290</b>

### B INCOME STATEMENT

1 Mark Up Earned	48,686	30,570	33,762	38,082
2 Mark Up Expensed	(25,338)	(8,980)	(12,447)	(19,271)
3 Non Mark Up Income	9,038	11,522	10,298	4,920
<b>Total Income</b>	<b>32,386</b>	<b>33,112</b>	<b>31,613</b>	<b>23,730</b>
4 Non-Mark Up Expenses	(12,907)	(10,540)	(10,219)	(11,115)
5 Provisions/Write offs/Reversals	(6,270)	(2,992)	(16,341)	(7,844)
<b>Pre-Tax Profit</b>	<b>13,209</b>	<b>19,580</b>	<b>5,053</b>	<b>4,772</b>
6 Taxes	(2,325)	(2,630)	(687)	(992)
<b>Profit After Tax</b>	<b>10,883</b>	<b>16,951</b>	<b>4,366</b>	<b>3,780</b>

### C RATIO ANALYSIS

#### 1 PERFORMANCE

a Non-Mark Up Expenses / Total Income	39.9%	31.8%	32.3%	46.8%
b ROE	16.3%	28.4%	13.0%	12.1%

#### 2 CREDIT RISK

a Gross Finances (Total Finance-net + Non-Performing Advances + Non-Performing Debt Instruments) / Funding	105.7%	101.5%	93.0%	92.6%
b Accumulated Provisions / Non-Performing Advances	34.4%	64.1%	88.6%	49.0%

#### 3 FUNDING & LIQUIDITY

a Liquid Assets / Funding	15.6%	22.0%	29.6%	24.4%
b Borrowings from Banks and Other Financial Institutions / Funding	15.5%	18.8%	11.9%	32.3%

#### 4 MARKET RISK

a Investments / Equity	84.5%	88.2%	119.1%	95.8%
b (Equity Investments + Related Party) / Equity	4.3%	4.7%	3.3%	3.7%

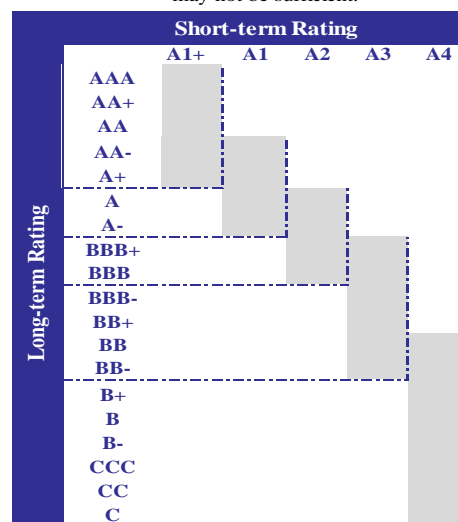
#### 5 CAPITALIZATION

a Equity / Total Assets (D+E+F)	27.7%	26.8%	21.1%	16.3%
b Capital formation rate (Profit After Tax - Cash Dividend) / Equity	17.4%	47.2%	14.0%	12.1%

## Credit Rating

Credit rating reflects forward-looking opinion on credit worthiness of underlying entity or instrument; more specifically it covers relative ability to honor financial obligations. The primary factor being captured on the rating scale is relative likelihood of default.

Long-term Rating		Short-term Rating	
Scale	Definition	Scale	Definition
AAA	<b>Highest credit quality.</b> Lowest expectation of credit risk. Indicate exceptionally strong capacity for timely payment of financial commitments	A1+	The highest capacity for timely repayment.
AA+		A1	A strong capacity for timely repayment.
AA	<b>Very high credit quality.</b> Very low expectation of credit risk. Indicate very strong capacity for timely payment of financial commitments. This capacity is not significantly vulnerable to foreseeable events.	A2	A satisfactory capacity for timely repayment. This may be susceptible to adverse changes in business, economic, or financial conditions.
AA-		A3	An adequate capacity for timely repayment. Such capacity is susceptible to adverse changes in business, economic, or financial conditions.
A+		A4	The capacity for timely repayment is more susceptible to adverse changes in business, economic, or financial conditions. Liquidity may not be sufficient.
A	<b>High credit quality.</b> Low expectation of credit risk. The capacity for timely payment of financial commitments is considered strong. This capacity may, nevertheless, be vulnerable to changes in circumstances or in economic conditions.		
A-			
BBB+			
BBB	<b>Good credit quality.</b> Currently a low expectation of credit risk. The capacity for timely payment of financial commitments is considered adequate, but adverse changes in circumstances and in economic conditions are more likely to impair this capacity.		
BBB-			
BB+	<b>Moderate risk.</b> Possibility of credit risk developing. There is a possibility of credit risk developing, particularly as a result of adverse economic or business changes over time; however, business or financial alternatives may be available to allow financial commitments to be met.		
BB			
BB-			
B+			
B	<b>High credit risk.</b> A limited margin of safety remains against credit risk. Financial commitments are currently being met; however, capacity for continued payment is contingent upon a sustained, favorable business and economic environment.		
B-			
CCC	<b>Very high credit risk.</b> Substantial credit risk “CCC” Default is a real possibility. Capacity for meeting financial commitments is solely reliant upon sustained, favorable business or economic developments. “CC” Rating indicates that default of some kind appears probable. “C” Ratings signal imminent default.		
CC			
C			
D	Obligations are currently in default.		



\*The correlation shown is indicative and, in certain cases, may not hold.

<b>Outlook (Stable, Positive, Negative, Developing)</b> Indicates the potential and direction of a rating over the intermediate term in response to trends in economic and/or fundamental business/financial conditions. It is not necessarily a precursor to a rating change. ‘Stable’ outlook means a rating is not likely to change. ‘Positive’ means it may be raised. ‘Negative’ means it may be lowered. Where the trends have conflicting elements, the outlook may be described as ‘Developing’.	<b>Rating Watch</b> Alerts to the possibility of a rating change subsequent to, or, in anticipation of some material identifiable event with indeterminable rating implications. But it does not mean that a rating change is inevitable. A watch should be resolved within foreseeable future, but may continue if underlying circumstances are not settled. Rating watch may accompany rating outlook of the respective opinion.	<b>Suspension</b> It is not possible to update an opinion due to lack of requisite information. Opinion should be resumed in foreseeable future. However, if this does not happen within six (6) months, the rating should be considered withdrawn.	<b>Withdrawn</b> A rating is withdrawn on a) termination of rating mandate, b) the debt instrument is redeemed, c) the rating remains suspended for six months, d) the entity/issuer defaults, or/and e) PACRA finds it impractical to surveil the opinion due to lack of requisite information.	<b>Harmonization</b> A change in rating due to revision in applicable methodology or underlying scale.
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**Surveillance.** Surveillance on a publicly disseminated rating opinion is carried out on an ongoing basis till it is formally suspended or withdrawn. A comprehensive surveillance of rating opinion is carried out at least once every six months. However, a rating opinion may be reviewed in the intervening period if it is necessitated by any material happening.

**Note.** This scale is applicable to the following methodology(s):

- a) Broker Entity Rating
- b) Corporate Rating
- c) Debt Instrument Rating
- d) Financial Institution Rating
- e) Holding Company Rating
- f) Independent Power Producer Rating
- g) Microfinance Institution Rating
- h) Non-Banking Finance Companies Rating

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**Rating Team Statements**

(1) Credit Rating Agency means a body corporate engaged in the business of assessing and evaluating the credit- worthiness of any issuer or a specific issue of securities. (<https://www.sec.gov.lk/index.php/credit-rating-agency/>)

**2) Conflict of Interest**

i. LRA shall not engage in any other business which in the view of the Commission creates a conflict of interest unless prior written approval of the Commission is obtained (Section 33- Draft Rules Credit Rating Agency - 2021)

**Restrictions**

(3) LRA is not entitled to outsource any part of its work, which has a direct bearing on the act of rating. However, if any other function other than the core function of rating is to be outsourced, such fact shall be brought to the attention of the Client and be included in the Credit Rating Agreement entered into with the Client. (Section 22- Draft Rules Credit Rating Agency - 2021)

(4) LRA cannot appoint any individual as a member of the Rating Committee who has a business development function of the Credit Rating Agency, or who initiates or participates in discussions regarding fees or payments with any Client of Credit Rating Agency. (Section 26- Draft Rules Credit Rating Agency -2021)

**Conduct of Business**

(5) Prior to the commencement of a rating, LRA does not promise, assure or guarantee to a client that a particular rating will be assigned.

(6) LRA performs a rigorous and formal periodic review of all its methodologies. Such methodologies shall be made available to the Commission for perusal, upon request. (Section 39- Draft Rules Credit Rating Agency -2021)

**Independence & Conflict of interest**

(7)LRA receives compensation from the entity being rated or any third party for the rating services it offers. The receipt of this compensation has no influence on LRA's opinions or other analytical processes. In all instances, LRA is committed to preserving the objectivity, integrity and independence of its ratings.

(8)LRA does not engage in any other business activity which in the view of the Commission creates a conflict of interest unless prior written approval of the Commission is obtained (Section 33- Draft Rules Credit Rating Agency -2021)

(9) LRA structures its rating teams and processes to promote continuity, consistency and avoid bias in the rating process. (Section 45 - Draft Rules Credit Rating Agency -2021)

**Monitoring and review**

(10) For purposes of transparency, LRA publishes sufficient information about an entity/security rated, frequency of default and whether a rating grade assigned has changed over time. The definitions and computation methods for the default rates stated in the default studies are also be disclosed. (Section 42- Draft Rules Credit Rating Agency -2021) LRA monitors below factors specifically, (a) all internal records to support our credit rating opinions; (b) all particulars relating to Clients at our office which shall include the name and registered address and contact numbers of such Client's, names and addresses of their Directors as at the date of rating, its issued share capital and the nature of business; and (c) a comprehensive written record of all complaints received from Clients and action taken thereon by LRA.

(11) LRA ensures confidentiality of all information at all times relating to Clients including such Client's identity and transactions carried out for such Client unless and to the extent such disclosure is required by law. (Section 48 - Draft Rules Credit Rating Agency -2021)

(12) LRA does not destroy, conceal or alter any records, property or books relating to the business of the LRA which are in its possession or under its control with the intention of defeating, preventing, delaying or obstructing the carrying out of any examination. (Section 51 - Draft Rules Credit Rating Agency - 2021).

**Probability of Default**

(13) LRA's Rating Scale reflects the expectation of credit risk. The highest rating has the lowest relative likelihood of default (i.e., probability).

**Proprietary Information**

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