

Press Release

Marwadi Shares & Finance Limited (MSFL)

Revised Press Release

May 09, 2025

This is with reference to the press release dated June 17, 2024. The revised press release stands as below: The revised press release consists of additional details as mentioned below as per the regulatory guidelines:

- Rating methodology for Financial Institutions and NBFCs (Earlier incorrectly mentioned as service sector)
- Policy on financial ratios and interpretation (Financial Sector)

Link for the press release dated 17 June 2024 published on Infomerics website is provided below:

pr-Marwadi-SharesFinance-17june24.pdf

Ratings

Ratings				
Instrument / Facility	Amount (Rs. crore)	Ratings	Rating Action	Complexity Indicator
Long term/Short term bank facility – Overdraft	130.00	IVR A/ Stable, IVR A1 (IVR A with Stable outlook; IVR A One)	Reclassified	Simple
Short term bank facility – Bank Guarantee	2,256.50	IVR A1 (IVR A One)	Reclassified	Simple
Short term bank facility – Bank Guarantee	337.50	IVR A1 (IVR A One)	Reclassified	Simple
Proposed Bank Guarantee	162.50	IVR A1 (IVR A One)	Reclassified	Simple
Non-Convertible Debentures (NCDs)	150.00	IVR A/ Stable (IVR A with Stable outlook)	Reclassified	Simple
Non-Convertible Debentures (NCDs)	138.00	IVR A/ Stable (IVR A with Stable outlook)	Reclassified	Simple
Proposed Non- Convertible Debentures (NCDs)	2.00	IVR A/ Stable (IVR A with Stable outlook)	Reclassified	Simple
Non-Convertible Debentures (NCDs)	110.00	IVR A/ Stable (IVR A with Stable outlook)	Reclassified	Simple



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Non-Convertible	100.00	IVR A/ Stable	Reclassified	Simple
Debentures (NCDs)		(IVR A with Stable		
		outlook)		
TOTAL	3,386.50	(Rupees Three Thous six crores an		

Details of Facilities are in Annexure 1

Detailed Rationale

On 29 May 2024, MSFL issued fresh NCD (Zero coupon bond) of Rs 100.00 crore with a maturity of two years three months and has redemption amount of Rs 126.49 crore. Post issuance of fresh NCDs, MSFL has Rs 2.00 crore of proposed NCDs and Rs 498.00 crore of issued NCDs.

The ratings assigned to bank facilities/ debt instruments of MSFL continues to derive comfort from established track record of group and experienced promoters, healthy retail broking business, healthy scale of operations with improved margins and comfortable capitalization. However, these rating strengths remain constrained by susceptibility to uncertainties inherent in the capital market business and Intense competition.

Key Rating Sensitivities:

Upward Factors

- Sustained improvement in financial performance & profitability margins.

Downward Factors

- Substantial decline in trading volumes and profitability.
- Changes in the regulatory environment

List of Key Rating Drivers with Detailed Description

Key Rating Strengths

Healthy scale of operations with improved margins

Total operating income of the company has increased by ~99% to Rs.705.60 crore in FY24 (refers to period April 1st, 2023, to Mar 31, 2024) as against Rs.354.18 crore in FY23 on account of increase in trading volumes in FY24. The company has successfully managed to maintain & improve its profitability margins over the years. EBITDA & PAT margins of the



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MFSL has improved to 75.46% & 46.13% respectively in FY24 as against 59.70% & 32.10% respectively in FY23.

Comfortable capitalization

The company's adjusted tangible net worth improved to Rs.915.59 crore as on March 31, 2024, as against Rs.489.73 crore as on March 31, 2023. The gearing stood low at 1.06 times as on March 31, 2024, as against 0.56 times as on March 31, 2023. The company has its major borrowings through overdraft & bank guarantee for meeting the working capital requirement and as a security deposit in favor of various exchanges. The company's major bank facilities are non-fund based in nature, despite the fact that the Interest coverage ratio stood healthy at 6.22x in FY2024.

Established Track Record of Group and Experienced Promoters

MSFL is a financial service provider based at Rajkot, Gujarat and is a part of Marwadi Group. MSFL was established in 1992 as a private limited company and was converted to a public limited company in 2006. The company has an established operational track record in the equity broking business. MSFL has over 3.86 lakh active clients and spread across 246 locations covering 14 states across India and 111 branches of its own. MSFL is promoted by Mr. Ketan H Marwadi, Mr. Deven H Marwadi & Mr. Sandip H Marwadi and has more than 25 years of experience in stock broking business. This extensive experience of promoters and the long-established track record of the group has helped to build healthy relationship with their clienteles.

Key Rating Weaknesses

Susceptibility to uncertainties inherent in the capital market business

MSFL engaged in the stock broking business and the stock market is volatile in nature, Market index like Sensex and Nifty goes up and down throughout the day and the company's operating performance is linked to the capital markets, which are inherently volatile as they are driven by economic and political factors as well as investor sentiments.

Intense Competition

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Broking is a highly volatile and cyclical business with the presence of many established players who provide significant competition to the other fragmented and small players. The competition from large and established players and technology-focused new entrants is expected to continue to impact the revenue profile of players. This limits the profitability margins of the industry.

Analytical Approach: Standalone Approach

Applicable Criteria:

Rating Methodology for Financial Institutions/Non-Banking Finance companies Financial Ratios & Interpretation (Financial Sector) Criteria on Rating Outlook Default Recognition Policy Complexity level of rated instruments

Liquidity – Adequate

MSFL has maintained adequate liquidity in the form of gross cash accruals after dividends of Rs. 331.32 crores against no stipulated repayment schedule of the long-term loan as on 31st March 2024. The average fund-based utilisation levels stood low at ~51% over the past 12 months period ended February 2024 indicating sufficient liquidity cushion. Current ratio for FY2024 was 1.20x and quick ratio was 1.17x indicating adequate liquidity. Although it has a higher utilisation of the bank guarantee, most of its working capital facility such as overdraft facilities utilisation remained low and same is secured against FDs and Shares, which may provide a liquidity cushion for urgent requirements.

About the Company

Marwadi Shares and Finance Limited (MSFL), the flagship company of the Marwadi group, was established in 1992 by Mr. Ketan H Marwadi, Mr. Deven H Marwadi and Mr. Sandip H Marwadi. The company was promoted in 1992 as a private limited company and was converted to public limited company in 2006. Promoters of MSFL have more than 25 years of

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experience in the capital markets. It is a member of the National Stock Exchange of India and Bombay Stock Exchange.

Marwadi Shares and Finance Limited (MSFL) is a financial service provider with varied interest that include equity and commodity trading, retail broking depository participants, internetbased trading, institutional business, NPS, IPO and mutual fund distribution, Institutional and Corporate house trading and Merchant Banking Services etc.

Financials (Standalone):

		Rs in Crore
For the year ended* As on	31-03-2023	31-03-2024
	Audited	Audited
Total Operating Income	354.18	705.60
EBITDA	211.46	532.46
PAT	113.78	325.62
Total Debt	276.05	966.33
Adjusted Tangible Net worth	489.73	915.59
EBITDA Margin (%)	59.70	75.46
PAT Margin (%)	32.10	46.13
Overall Gearing Ratio (x)	0.56	1.06

* Classification as per Infomerics' standards

Status of non-cooperation with previous CRA: Not Applicable

Any other information: Not Applicable

Name of	Current F	Ratings (Ye	ar 2024-25)	Rating History for the past 3 years		
Instrume nt/Facilit ies	Туре	Amount outstan ding (Rs. Crore)	Rating	Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in 2022-23	Date(s) & Rating(s) assigned in 2021-22
Overdraft	Long Term/ Short Term	130.00	IVR A/ Stable/ IVR A1 (Date: Apr 25, 2024) IVR A/ Stable/ IVR A1	 IVR A/ Stable/ IVR A1 (Date: Jan 29, 2024) IVR A/ Stable/ IVR A1 (Date: Sept 13, 2023) 	 IVR A/ Stable/ IVR A1 (Date: Jan 30, 2023) IVR A/ Stable/ IVR A1 	 IVR A- /Stable/ IVR A2 (Dated: Aug 04, 2021) IVR A- /Stable/ IVR A2+ (Date: Apr 01, 2021)

Rating History for last three years:

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Name of	Current F	Current Ratings (Year 2024-25)			Rating History for the past 3 years		
Instrume nt/Facilit ies	Туре	Amount outstan ding (Rs. Crore)	Rating	Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in 2022-23	Date(s) & Rating(s) assigned in 2021-22	
			(Date: Apr 03, 2024)	 IVR A/ Stable/ IVR A1 (Date: July 04, 2023) IVR A/ Stable/ IVR A1 (Date: Apr 06, 2023) 	(Date: Aug 02, 2022)		
Bank Guarante e	Short Term	2,256.50	IVR A1 (Date: Apr 25, 2024) IVR A1 (Date: Apr 03, 2024)	 IVR A1 (Date: Jan 29, 2024) IVR A1 (Date: Sept 13, 2023) IVR A1 (Date: Apr 06, 2023) 	 IVR A1 (Date: Jan 30, 2023) IVR A1 (Date: Aug 02, 2022) 	 IVR A2+ (Date: Aug 04, 2021) IVR A2+ (Date: Apr 01, 2021) 	
NCD	Long Term	150.00	IVR A/ Stable (Date: Apr 25, 2024) IVR A/ Stable (Date: Apr 03, 2024)	 IVR A/ Stable/ (Date: Jan 29, 2024) IVR A/ Stable (Date: Sept 13, 2023 IVR A/ Stable (Date: July 04, 2023) 	-	-	
NCD	Long Term	138.00	IVR A/ Stable (Date: Apr 25, 2024) IVR A/ Stable (Date: Apr 03, 2024)	• IVR A/ Stable (Date: Jan 29, 2024)	-	-	



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Name of	Current Ratings (Year 2024-25)			Rating History for the past 3 years		
Instrume nt/Facilit ies	Туре	Amount outstan ding (Rs. Crore)	Rating	Date(s) & Rating(s) assigned in 2023-24	Date(s) & Rating(s) assigned in 2022-23	Date(s) & Rating(s) assigned in 2021-22
Proposed NCD	Long term	2.00	IVR A/ Stable (Date: Apr 25, 2024) IVR A/ Stable (Date: Apr 03, 2024)	 IVR A/ Stable (Date: Jan 29, 2024) IVR A/ Stable (Date: Sept 13, 2023) 	• IVR A/ Stable/ IVR A1 (Date: Aug 02, 2022)	• IVR A- /Stable/IV R A2+ (Date: Aug 09, 2021)
NCD	Long Term	110.00	IVR A/ Stable (Date: Apr 25, 2024) IVR A/ Stable (Date: Apr 03, 2024)			-
Bank Guarante e	Short Term	337.50	IVR A1 (Date: Apr 25, 2024)	-	-	-
Proposed BG	Short Term	162.50	IVR A1 (Date: Apr 25, 2024)	-	-	-
NCD	Long Term	100	IVR A/ Stable (Date: Apr 25, 2024)			

Name and Contact Details of the Rating Analyst:

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About Infomerics:

Infomerics Valuation and Rating Ltd (Infomerics) was founded in the year 1986 by a team of highly experienced finance professionals for research and risk evaluation. Infomerics



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commenced its activities as External Credit Assessment Institution after obtaining registration from Securities Exchange Board of India (SEBI) and accreditation from Reserve Bank of India (RBI).

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

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

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

For more information visit <u>www.infomerics.com</u>.

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

Sr. No.	Name of the instrument	ISIN	Listing Status	Date of issuance	Coupon Rate	Maturity Date	Size of the issue (Rs. crore)
1.	NCD	INE138I08042	Listed	July 14, 2023	Not Applicable**	January 13, 2025	150.00
2.	NCD	INE138I08067	Listed	Sept 27, 2023	Not Applicable**	October 5, 2025	130.00

Annexure 1: Details of Facilities



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3.	NCD	INE138I08059	Listed	Sept 15, 2023	Not Applicable**	Septemb er 25, 2025	8.00
4.	Proposed NCD	-		TBD*	TBD	24 months from the Deemed Date of Allotment	2.00
5.	NCD	INE138I08075	Listed	March 01, 2024	Not Applicable**	March 02, 2026	110.00
6.	NCD	INE138108083	Listed	May 29, 2024	Not Applicable**	August 29, 2024	100.00
6.	Overdraft	-		-	-	-	130.00
7.	Bank Guarantee	-		-	-	-	2,594.00
8.	Proposed BG	-			_	-	162.50

*TBD – To be decided

**being a Zero Coupon Non-Convertible Debentures

Annexure 2: List of companies considered for consolidated analysis: Not Applicable.

Annexure 3: Facility wise lender details:

https://www.infomerics.com/admin/prfiles/len-Marwadi-Shares-june24.pdf

Annexure 4: Detailed explanation of covenants of the rated instrument/facilities:

ZCB NCD Rs.150 crore-

ISIN	INE138I08042		
Type of Instrument	Rated Listed Senior Unsecured Transferable Redeemable		
	Taxable Zero Coupon Non-Convertible Debenture		
Debenture Trustee	Mitcon Trusteeship Services Limited		
Security	Unsecured		
Nature of Instrument	Zero Coupon Non-Convertible Debentures		
Seniority	Senior		
Issue Size	Rs. 150 Crores (Comprising of Base Issue size of Rs. 50		
	Crores and Green Shoe Option of Rs. 100 Crores)		
	The cumulative amount raised through product/s would not		
	exceed the above issue size.		
Mode of Issue	Private Placement		

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Face Value/ Principal	Rs. 1,00,000/- Per Debenture
Coupon Rate	Not Applicable as being a Zero Coupon Non-Convertible
	Debentures
IRR to investor	11%
Tenor	18 months from the Deemed Date of Allotment
Issue date	July 14, 2023
Redemption Date	January 13, 2025
Redemption Amount	Rs. 1,16,996 per Debenture to be paid on the Redemption
	Date
Redemption Premium	Rs. 16,996 per Debenture to be paid on the Redemption
/Discount	Date
Issue Price	Rs. 1,00,000 Per Debenture
Details of the Utilisation of	The proceeds of this Issue shall be utilized as follows: 100%
the proceeds	(One Hundred Percent) to finance the algo-based
	arbitrage/jobbing business activities of the Company.
	No part of the proceeds shall be utilized directly/indirectly
	towards capital markets (debt and equity), land acquisition
	or usages that are restricted for bank financing.

Zero Coupon NCD Of Rs.130 Crore**-

ISIN	INE138I08067				
Type of Instrument	Zero Coupon Non-Convertible Debentures("ZCB" or				
	"NCDs")				
Debenture Trustee	Mitcon Trusteeship Services Limited				
Security	Unsecured				
Nature of Instrument	Rated Listed Senior Unsecured Transferable Redeemable				
	Taxable Zero Coupon Non-Convertible Debentures				
Seniority	Senior				
Issue Size	Rs 130 Crores (out of which Rs. 65 Crores is Base Issue size				
	& balance Rs. 65 Crores is Green Shoe option)				
Mode of Issue	Private Placement				
Face Value/ Principal	Rs. 1,00,000/- Per Debenture				
Coupon Rate	Not Applicable as being a Zero Coupon Non-Convertible				
	Debentures				
IRR to investor	11%				
Tenor	18 months from the Deemed Date of Allotment				
Issue date	September 27, 2023				
Redemption Date	October 05, 2025				
Redemption Amount	Rs. 1,23,245 per Debenture to be paid on the Redemption				
-	Date				
Redemption Premium	Rs. 23,245 per Debenture to be paid on the Redemption				
/Discount	Date				
Issue Price	Rs. 1,00,000 Per Debenture				

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Details of the Utilisation of	To fund the algo based arbitrage/jobbing business activities	
the proceeds	of the Company	
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*These NCDs were issued in two tranches of Rs. 130.00 crore and Rs. 8.00 crore each.

Zero Coupon NCD Of Rs.8.00 crores**-

ISIN	INE138I08059
Type of Instrument	Zero Coupon Non-Convertible Debentures ("ZCB" or "NCDs")
Debenture Trustee	Mitcon Trusteeship Services Limited
Security	Unsecured
Nature of Instrument	Rated Listed Senior Unsecured Transferable Redeemable
	Taxable Zero Coupon Non-Convertible Debentures
Seniority	Senior
Issue Size	Rs. 8.00 Crores
Mode of Issue	Private Placement
Face Value/ Principal	Rs. 1,00,000/- Per Debenture
Coupon Rate	Not Applicable as being a Zero Coupon Non-Convertible
	Debentures
IRR to investor	11%
Tenor	18 months from the Deemed Date of Allotment
Issue date	September 15, 2023
Redemption Date	September 25, 2025
Redemption Amount	Rs. 1,23,245 per Debenture to be paid on the Redemption
	Date
Redemption Premium	Rs. 23,245 per Debenture to be paid on the Redemption
/Discount	Date
Issue Price	Rs. 1,00,000 Per Debenture
Details of the Utilisation of	To fund the algo based arbitrage/jobbing business activities
the proceeds	of the Company

**These NCDs were issued in two tranches of Rs.130.00 crore and Rs. 8.00 crore each.

ZCNCD Of Rs.110.00 Crore-

DESCRIPTION	PARTICULARS
ISIN	INE138l08075
Type of Instrument	Senior, unsecured, rated, listed, transferable, redeemable,
	taxable, zero coupon non-convertible debentures
Debenture Trustee	Mitcon Trusteeship Services Limited
Security	Unsecured
Nature of Instrument	Zero Coupon Non-Convertible Debentures (ZCNCD)
Seniority	Senior
Issue Size	Rs. 110 Crores (Comprising of Base Issue size of Rs. 55
	Crores and Green Shoe Option of Rs. 55 Crores)



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Mode of Issue	Private Placement
Face Value/ Principal	Rs. 1,00,000/- Per Debenture
Minimum subscription size	1 Debentures bearing face value of Rs. 1,00,000/- each
	and in multiples of 1 Debenture(s) thereafter.
Coupon Rate	Not Applicable
IRR to Client	11%
Tenor	24 months from the Deemed Date of Allotment
Issue date	March 01, 2024
Redemption Date	March 02, 2026
Redemption Amount *	Rs. 1,23,245 per Debenture to be paid on the Redemption
	Date.
Redemption Premium	Rs. 23,245 per Debenture to be paid on the Redemption
/Discount*	Date
Issue Price	Rs. 1,00,000 Per Debenture
Objects of the Issue /	The proceeds of this Issue shall be utilized as follows:
Purpose for which there is	100% (One Hundred Percent) to finance the algo-based
requirement of funds	arbitrage/jobbing business activities of the Company.

ZCNCD Of Rs.100.00 Crore-

DESCRIPTION	PARTICULARS
ISIN	INE138I08083
Type of Instrument	Senior, unsecured, rated, listed, transferable, redeemable,
	taxable, zero coupon non-convertible debentures
Debenture Trustee	Mitcon Trusteeship Services Limited
Security	Unsecured
Nature of Instrument	Zero Coupon Non-Convertible Debentures (ZCNCD)
Seniority	Senior
Issue Size	Rs. 100 Crores (Comprising of Base Issue size of Rs. 50
	Crores and Green Shoe Option of Rs. 50 Crores)
Mode of Issue	Private Placement
Face Value/ Principal	Rs. 1,00,000/- Per Debenture
Minimum subscription size	1 Debentures bearing face value of Rs. 1,00,000/- each
	and in multiples of 1 Debenture(s) thereafter.
Coupon Rate	Not Applicable
IRR to Client	11%
Tenor	27 months from the Deemed Date of Allotment
Issue date	May 29, 2024
Redemption Date	August 29, 2026
Redemption Amount	Rs. 1,26,494 per Debenture to be paid on the Redemption
	Date.
Redemption Premium	Pa. 26 404 per Depenture to be paid on the Dedemation
•	Rs. 26,494 per Debenture to be paid on the Redemption
/Discount*	Date
Issue Price	Rs. 1,00,000 Per Debenture

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Objects of the Issue /	The proceeds of this Issue shall be utilized as follows:
Purpose for which there is	100% (One Hundred Percent) to meet the working capital
requirement of funds	requirements of the company

Covenants: The below mentioned covenants are uniform across all the above NCD issues rated by Infomerics.

	4 To complex with components where the first fir
Affirmative Covenants	1. To comply with corporate governance, fair practices
	code prescribed by SEBI
	2. Notification of any potential Event of Default or Event of
	Default Obtain, comply with and maintain all licenses /
	authorizations
	3. Provide details of any litigation, arbitration or
	administrative proceedings that may have a material adverse effect
	4. Maintain internal control for the purpose of (i) preventing fraud on monies lent by the Company; and (ii) preventing
	money being used for money laundering or illegal purposes
	5. Comply with any monitoring and/or servicing requests
No motives O successories	from Debenture Holders and the Debenture Trustee.
Negative Covenants	The Issuer shall not take any action in relation to the items
	set out hereunder without the prior written consent of the
	Debenture Trustee (acting on the instructions of the
	Majority Debenture Holders).
	(a) Change of business
	(i) change the general nature of its business from that
	which is subsisting as of the Effective Date; and/or
	(ii) any changes/amendments/modifications to its
	Constitutional Documents where such change/
	amendment/ modification has a Material Adverse Effect.
	(b) Dividend
	declare or pay any dividend to its shareholders during any
	Financial Year unless it has paid or made arrangements to
	pay (to the satisfaction of the Debenture Trustee) all the
	dues to the Debenture Holders/ Debenture Trustee up to
	the date on which the dividend is proposed to be declared
	or paid or has made satisfactory provisions thereof.
	(c) Merger, consolidation, etc.
	enter into any merger, demerger, acquisition, de-merger,
	re-structuring, consolidation, re-organisation, scheme of
	arrangement, amalgamation, reconstitution or compromise
	with its creditors or shareholders or effect any scheme of
	amalgamation or reconstruction where any of the above
	has a Material Adverse Effect.
	(d) Change of Control
	permit the occurrence of any Change of Control, or any
	Change of Control Event.



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(e) Change in Capital Structure
(i) permit or undertake any change in capital structure that
would lead to a reduction in the paid-up capital or
authorised capital of the Issuer; and
(ii) purchase, redeem, buyback, defease, retire, return, or
pay any of its issued shares or reduce its share capital or
resolve to do any of the foregoing; and
(f) Change in Financial Year
change its Financial Year end from March 31 of each year
to any other date, unless such change is required pursuant
to Applicable Law.

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



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