



**PAISALO**

EASY LOAN आसान लोन

**2024**

**CORPORATE  
PRESENTATION  
FY 2024**



# Safe Harbor Statement

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PAISALO DIGITAL LIMITED

NSE : PAISALO

BSE : PAISALO

BLOOMBERG : PAISALO:IN

- This document contains certain forward – looking statements based on current expectations of Paisalo Digital Limited’s management. Actual Results may vary significantly from the forward - looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Paisalo Digital Limited; the general state of the Indian economy; and the management’s ability to implement the company’s strategy. Paisalo Digital Limited does not undertake any obligation to update these forward - looking statement.
- This document does not constitute an offer or recommendation to buy or sell any securities of Paisalo Digital Limited or any of its subsidiaries or associate companies. This document also does not constitute an offer or recommendation to buy or sell any financial products offered by Paisalo Digital Limited.

01

Paisalo Digital Limited  
Overview

02

Financial Summary

03

Financial Performance

04

Why Paisalo

05

Board of Directors

Presentation  
path





A man and a woman are smiling in a pottery workshop. The man, on the left, is wearing a blue shirt and is working on a pottery wheel. The woman, on the right, is wearing an orange and red sari and is also working on a pottery wheel. They are surrounded by various pottery items, including large pots and a yellow plastic bag. The background is a brick wall.

PAISALO DIGITAL LIMITED

# OVERVIEW

FY 2024



# What do we Stand For

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## 1. Disruption

Revolutionizing and Disrupting Rural Credit

## 2. High Tech : High Touch

Engage and transact without friction to deliver a sustainable business model

## 3. Innovation

Focus on continuous innovation to transform customer experience and create growth opportunities

## 4. Business Construct

Deliver a sustainable NNPA of <2%

# Key strategic differentiators

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1. Leader with a huge **Early Mover** advantage in “Co-Lending”
2. A **Unique** and **Scalable business model**
3. **In-house Proprietary Digital Platform** uses Data, AI and ML
4. Serviced **4.2 Mn+** customers
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **2409** managing **2455 touch points** in **21 states**

# Uniquely Positioned for Growth

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1. Leader with a huge **Early Mover** advantage in “Co-Lending”
2. Offering **easiest and cheapest product** in its market segment
3. Access to almost **unlimited capital**, relative to size
4. **Negligible ‘Liquidity Risk’**
5. **Negligible ‘Credit Risk’**
6. **Negligible ‘ALM Risk’**

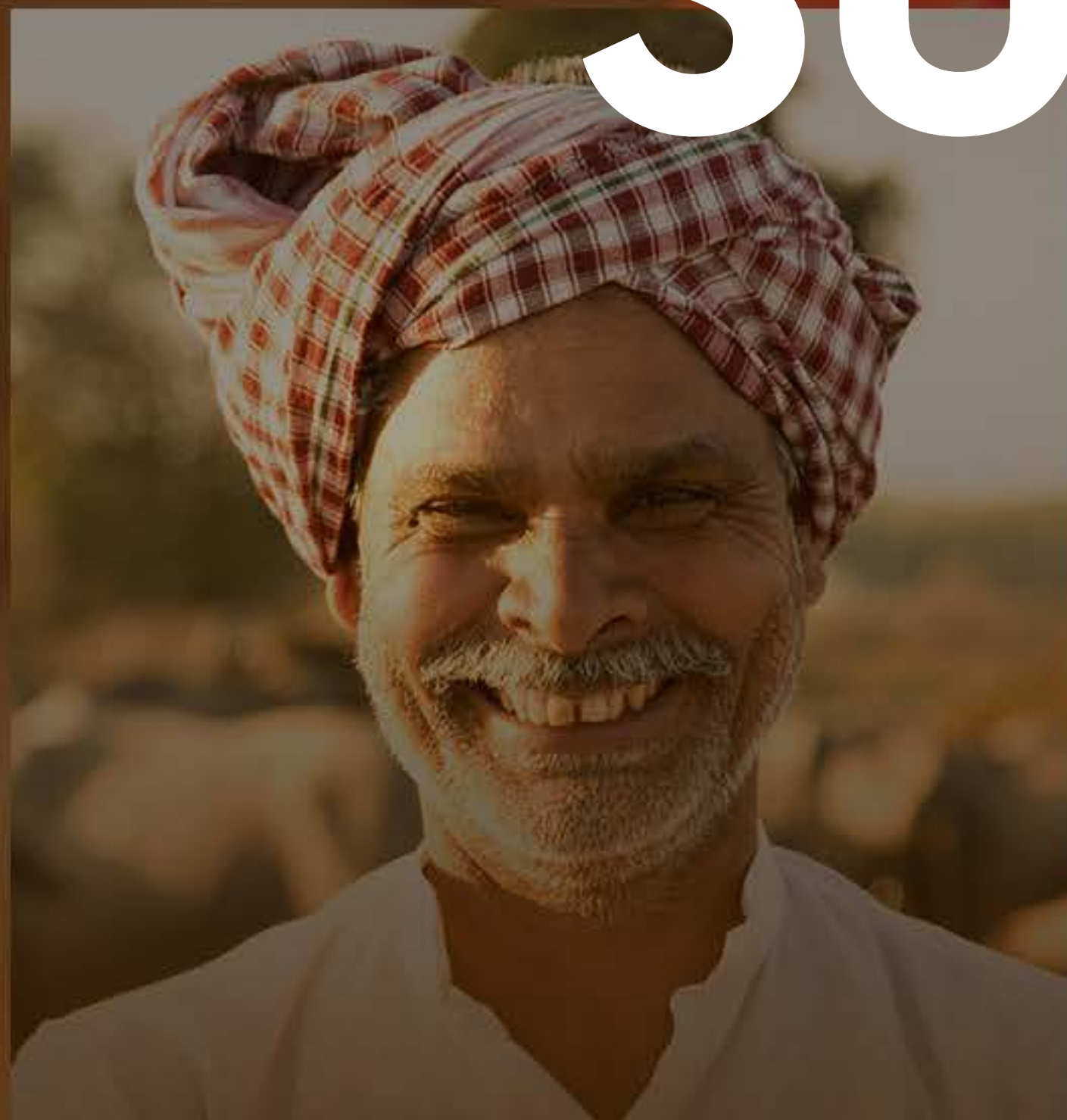
# Executive Summary

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- Engaged in the business of providing convenient and easy loans to the financially excluded at bottom of India's economic pyramid
- Lending business with an AUM of ₹ 45,860 Mn
- Already serviced more than 4.2 million+ customers
- An experienced team of 2409 managing 2455 touch points in 21 States
- Net worth of ₹ 13,211 Mn, leveraged 2 times and CAR~35.92%
- PAT of ₹ 1,790 Mn
- Classified and regulated by RBI as a ( Non-Deposit Accepting ) Systemically Important Middle Layer NBFC
- Rated : AA (Stable Outlook) and A1+ (Commercial Paper)
- Listed on NSE and BSE



# FINANCIAL SUMMARY



**FY 2024**

# Paisalo Snapshot

## FY 2024

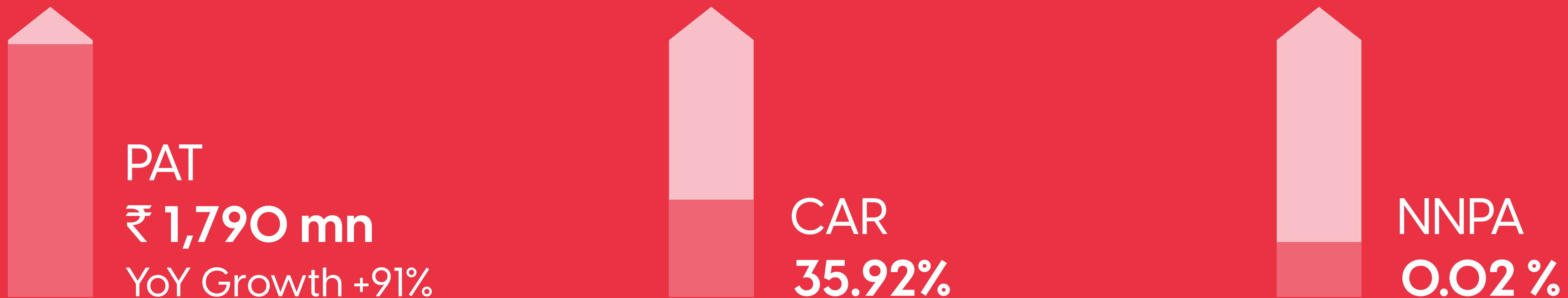


Good year across all financial and portfolio metrics. Delivered AUM growth of 31% and highest ever customer franchise at 4.2 million. Given the AUM growth momentum, robust portfolio metrics and a scalable stack, we are confident about growth and portfolio metrics for FY25.



# Paisalo Snapshot

## FY 2024



Good year across all financial and portfolio metrics. Delivered AUM growth of 31% and highest ever customer franchise at 4.2 million. Given the AUM growth momentum, robust portfolio metrics and a scalable stack, we are confident about growth and portfolio metrics for FY25.

# Paisalo Snapshot

## FY 2024

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- Highest ever AUM of ₹ 45,860 mn.
- AUM as at Q4 FY 2024 was up 31.29% at ₹ 45,860 mn as against Q4 FY 2023 at ₹ 34,928 mn.
- Total geographic footprint stood at to 2,455 touchpoints across 21 states, in the quarter. In Q4, the company added 511 new touch points. The company added 1,403 touchpoints in FY24.
- The company continues to protect its margin profile, Interest Income for Q4 FY 2024 was up 39.20% at ₹ 6,587 mn as against ₹ 4,732 mn in Q4 FY 2023. The company has posted 91.12% increase in PBT and 91.24% increase in PAT YoY.
- GNPA and NNPA stood at 0.21% and 0.02% as at Q4 FY 2024 compared to 0.25% and 0.02% as at Q4 FY 2023. The Company expects its GNPA and NNPA to stay within the Long-Term outlook of below 2%.
- Paisalo has written off bad debts totalling to INR 418 mn and has recovered old written off bad debts worth INR 405 mn as at Q4 FY 2024.



# Paisalo Snapshot

## FY 2024

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- The Tangible Networth is INR 13,211 mn versus Bank Borrowings (secured) INR 17,494 mn, i.e., 1.32 times.
- Capital Adequacy remained strong at 35.92% at Q4 FY 2024.
- Credit Rating of the company is IVR AA/Stable Outlook (IVR Double A with Stable Outlook) and IVR A1+ (IVR A One Plus) for Commercial Paper.
- In FY 2024, the company delivered annualized RoE of 13.40% as against 7.90% in FY 2023.
- In FY 2024, the company delivered annualized RoA of 4.53% as against 3.02% in FY 2023.
- Employees head count stood at 2409 as at Q4 FY 2024.
- Customers franchise stood at 4.29 million as of 31<sup>st</sup> March 2024 as compared to 1.50 million as of 31<sup>st</sup> March 2023.


# Paisalo Snapshot

## FY 2024

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- The company has entered into a Business Correspondent Agreement with 'Bank of India' to provide services of Business Correspondent. Expecting roll-out to start from Q2 FY2025 onwards.
- The Board of Directors have recommended a dividend of 10% i.e ₹ 0.10 per equity share of face value of ₹ 1.00 each for FY24. The dividend recommended by the Board of Directors is subject to approval of members of the company at ensuing AGM of the company.
- The Company has started deploying various in-house GenAI initiatives across some touchpoints, operation and services to enhance operating efficiencies.
- During FY24 the company has allotted bonus equity share to the existing shareholders of the company holding shares at the closing of business hours on the record date i.e 20 March 2024 in the ratio 1:1. The bonus shares were allowed trading by stock exchanges on 28 March 2024.
- Given the AUM growth momentum, robust portfolio metrics and a scalable stack, we are confident about growth and portfolio metrics for FY25.





# FINANCIALS PERFORMANCE FY 2024



# FINANCIALS

(₹ in Millions, \*Cumulative)

PARTICULARS	Q4 FY 2023*	Q1 FY 2024	Q2 FY 2024*	Q3 FY 2024*	Q4 FY 2024*
AUM	₹ 34,928	₹ 36,444	₹ 38,174	₹ 42,280	₹ 45,860
Disbursements	₹ 25,996	₹ 7,648	₹ 14,773	₹ 24,681	₹ 35,902
Revenue	₹ 4,732	₹ 1,362	₹ 2,809	₹ 4,635	₹ 6,587
PBT	₹ 1,262	₹ 520	₹ 1,156	₹ 1,916	₹ 2,412
PAT	₹ 936	₹ 384	₹ 859	₹ 1,424	₹ 1,790
Net Worth	₹ 11,610	₹ 11,954	₹ 12,413	₹ 12,952	₹ 13,211
Total Liabilities	₹ 18,567	₹ 18,818	₹ 20,447	₹ 23,218	₹ 25,537
Bank Borrowings	₹ 13,018	₹ 12,890	₹ 13,740	₹ 14,750	₹ 17,494
Debt to Equity Ratio	1.58	1.52	1.58	1.71	1.87
Bad Debts Written Off	₹ 441	₹ 13	₹ 36	₹ 245	₹ 418
Bad Debts Recovered	₹ 177	₹ 108	₹ 260	₹ 381	₹ 405
NIM	5.50%	5.80%	6.20%	7.29%	6.42%
Gross NPA	0.25%	0.28%	0.24%	0.23%	0.21%
Net NPA	0.02%	0.04%	0.01%	0.02%	0.02%
CAR	40.34%	40.41%	39.74%	37.82%	35.92%



# FINANCIALS

(₹ in Millions, \*\*Impact of Bonus Issue 1:1)

PARTICULARS	FY 2021	FY 2022	FY 2023	FY 2024
AUM	₹ 23,178	₹ 26,973	₹ 34,928	₹ 45,860
Interest Income	₹ 3,115	₹ 3,922	₹ 4,732	₹ 6,587
NIM	4.05 %	4.03 %	5.50 %	6.42 %
PAT	₹ 609	₹ 793	₹ 936	₹ 1,790
Cash Accrual	₹ 646	₹ 819	₹ 950	₹ 1,824
Net worth	₹ 8,619	₹ 10,241	₹ 11,610	₹ 13,211
Total Debt	₹ 14,814	₹ 15,989	₹ 18,567	₹ 25,537
Debt Equity Ratio	1.72	1.46	1.58	1.87
Gross NPA	0.72 %	1.56 %	0.25 %	0.21 %
NET NPA	0.57 %	1.26 %	0.02 %	0.02 %
ROA	2.66 %	3.09 %	3.02 %	4.53 %
ROE	7.07 %	7.78 %	7.90 %	13.40 %
CAR	44.47 %	42.92 %	40.34 %	35.92 %
Book Value	₹ 20.20	₹ 23.00	₹ 25.50	₹ 14.60**

# FINANCIALS

Critical Ratios, (₹ in Millions)

PARTICULARS	FY 2021	FY 2022	FY 2023	FY 2024
Tangible Net Worth (TNW)	₹ 8,619	₹ 10,241	₹ 11,610	₹ 13,211
Bank Borrowings (BB)	₹ 7,412	₹ 79,588	₹ 13,018	₹ 17,494
Total Outside Liabilities (TOL)	₹ 14,814	₹ 15,989	₹ 18,567	₹ 25,537
BB / TNW (Times)	0.86	0.94	1.12	1.32
TOL / TNW (Times)	1.72	1.56	1.58	1.93



## AUM

₹ in Millions

₹ 45,860

₹ 34,928

₹ 26,973

₹ 23,178

FY 2024

FY 2023

FY 2022

FY 2021

## REVENUE

₹ in Millions

₹ 6,587

₹ 4,732

₹ 3,922

₹ 3,115

# NET WORTH

₹ in Millions

# CAR

₹13,211

FY 2024

35.92%

₹11,610

FY 2023

40.34%

₹10,241

FY 2022

42.92%

₹8,619

FY 2021

44.47%



## ROE

13.40%

FY 2024

7.90%

FY 2023

7.78%

FY 2022

7.07%

FY 2021

## ROA

4.53%

3.02%

3.09%

2.66%

# Shareholding Pattern | Credit Rating

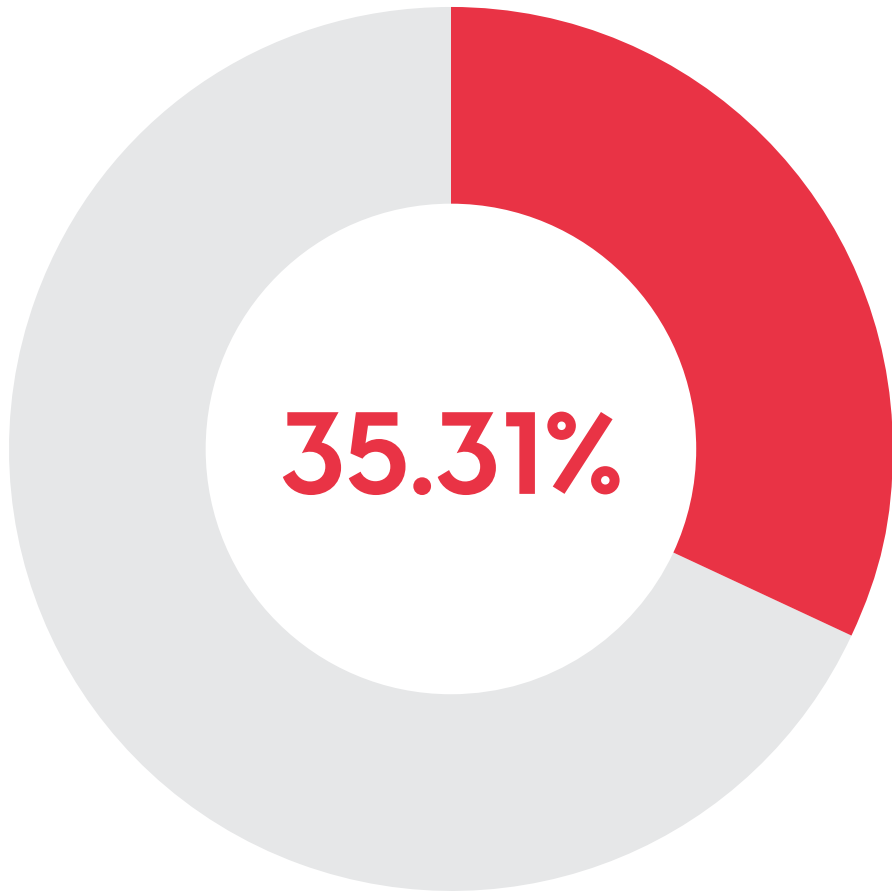
## FY 2024

PAISALO DIGITAL LIMITED

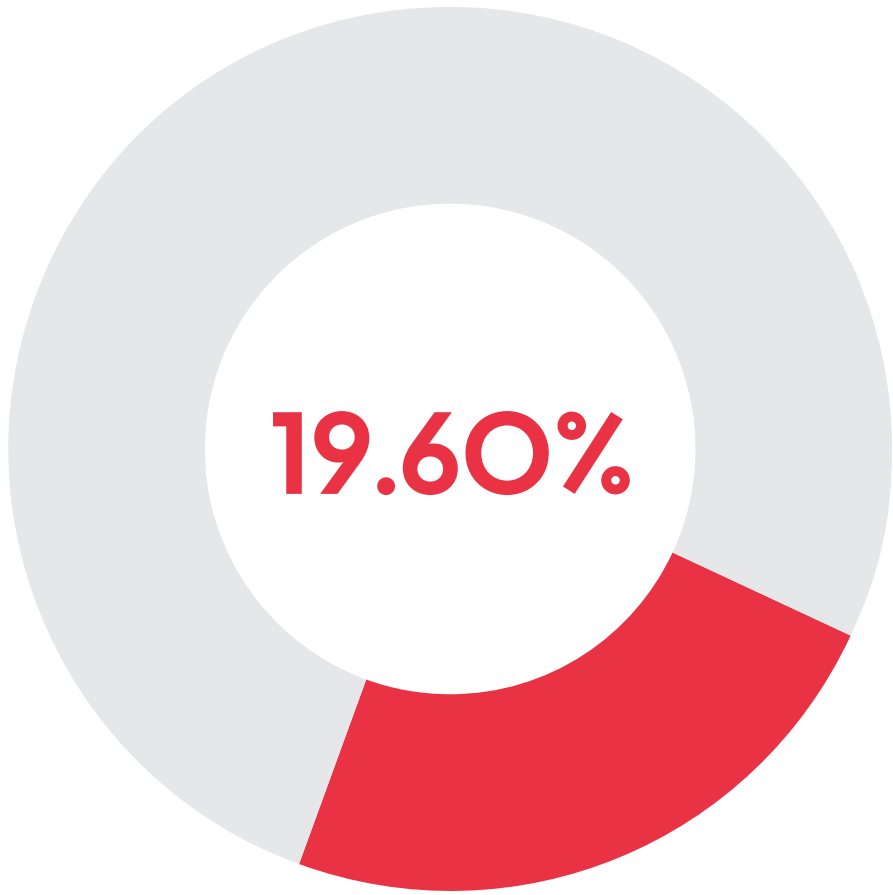
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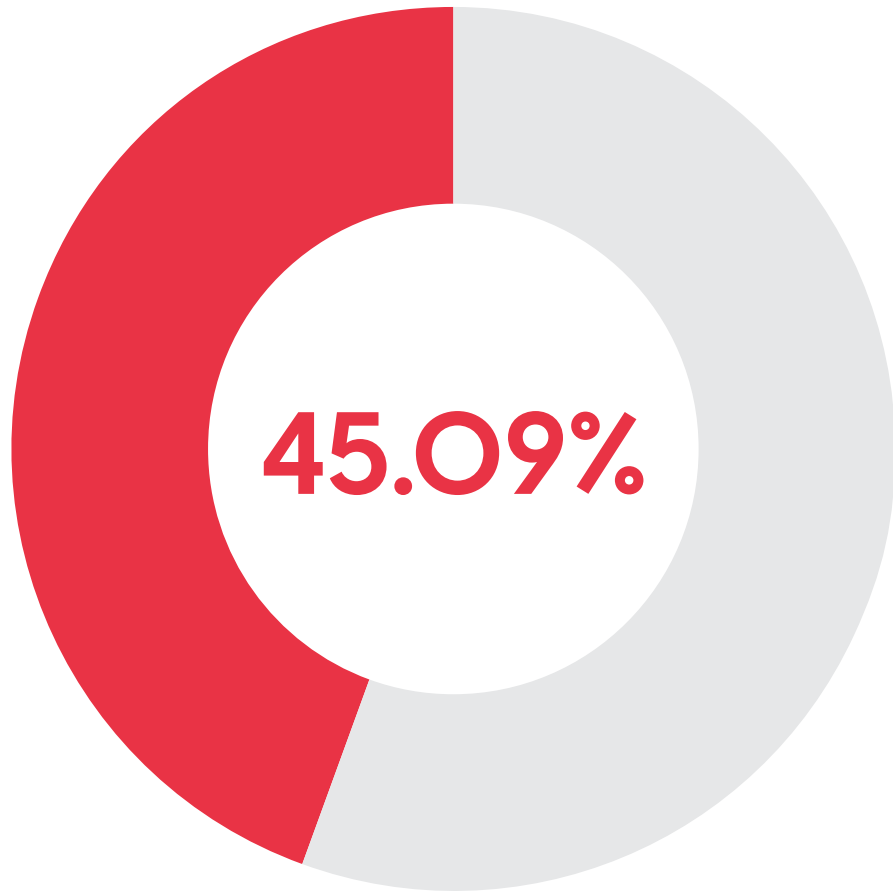
BLOOMBERG: PAISALO:IN



PROMOTER &  
PROMOTERS GROUP



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PUBLIC

'AA (Stable Outlook)'

'A1+' (for Commercial Paper)





# Why **PAISALO?** FY 2024



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In the pyramid of development the bottom most layer needs to be strengthened through financial inclusion of purchasing power of the poor.







# Problem?

- Low availability of small loans from Financial Institutions
- High operational cost of banks, inhibits lending volumes on small loans
- High borrowing rate of NBFCs, restricts focus on small loans





# Solution

Bank's low cost of funds,  
and

Paisalo's low cost of operations

Results in lowest borrowing cost offering to the  
bottom of pyramid customer



# How?

01

Bank to contribute 80% of loan value under the co-lending model

02

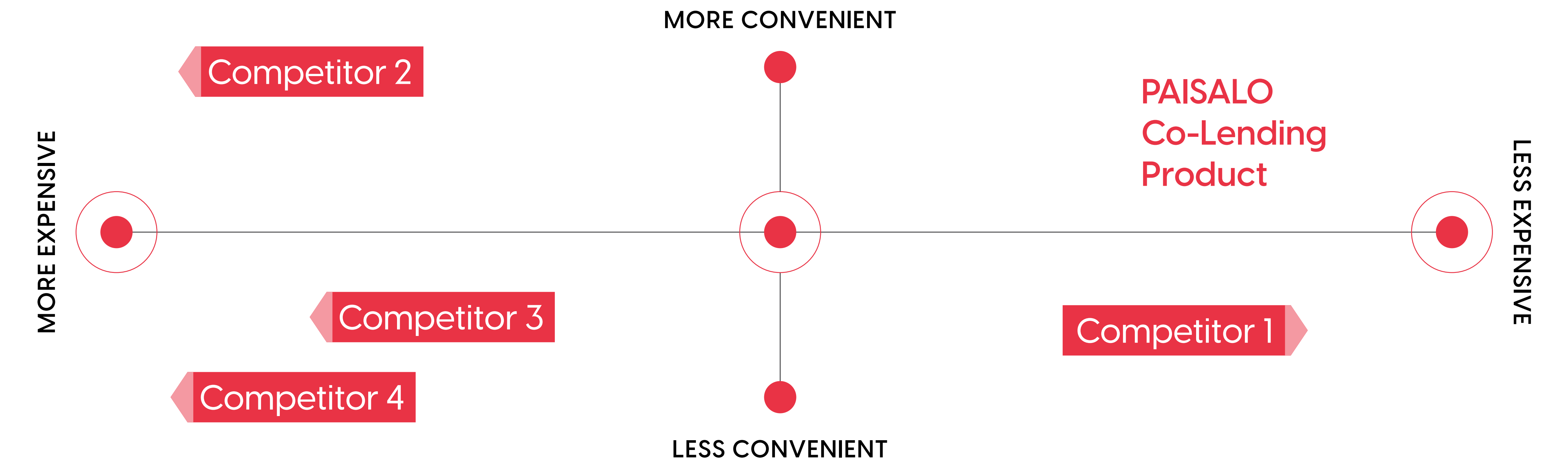
Paisalo to contribute 20% of loan value under the co-lending model

03

Risk and reward sharing in 80:20 ratio under the model

- PAISALO to source and service customers
- PAISALO and Bank's Agreement is in conformity with prescribed Reserve Bank of India Regulations

# Paisalo Co-Lending : Most Efficient Offering





# Market Opportunity

## The Problem

- ★ Low availability of small loans from Financial Institutions.
- ★ High operational cost of banks, inhibits lending volumes on small loans.
- ★ High borrowing rate of NBFCs, restricts focus on small loans.



## The Solution

Bank's low cost of funds and Paisalo's low cost of operations results in lowest borrowing cost to the customer.

**₹ 25,000**

Estimated Ticket Size

Individual Income  
Tax Payee

**1.4**  
Billion

Indian Population

**63**  
Million

Individual Credit History

**179**  
Million

Number of Income  
Tax Pan Holders

**572**  
Million

Target Market Population

**393**  
Million

**₹ 9,825 bn**

Estimated Annual  
Market Size

<https://www.worldometers.info/world-population/india-population/>

<https://pib.gov.in/PressReleasePage.aspx?PRID=1971680#:~:text=The%20returns%20filed>

<https://newsroom.transunioncibil.com/more-than-160-million-indians-are-credit-underserved>

[https://economictimes.indiatimes.com/wealth/save/11-5-crore-pan-cards-deactivated-after%20missing-pan-aadhaar-linking-deadline-here-is-how-to-check-pan-aadhaar-linking%20status/articleshow/105141748.cms?utm\\_source=contentofinterest&utm\\_medium=text&utm\\_c](https://economictimes.indiatimes.com/wealth/save/11-5-crore-pan-cards-deactivated-after%20missing-pan-aadhaar-linking-deadline-here-is-how-to-check-pan-aadhaar-linking%20status/articleshow/105141748.cms?utm_source=contentofinterest&utm_medium=text&utm_c)

# OUR LEADERSHIP



**Mr. Sunil Agarwal**  
Managing Director & CEO

30 years of experience, incorporated Paisalo and took it from Private Entity to Public Listed and Traded Entity



**Mr. Harish Singh**  
Executive Director & CFO

Executive Director MBA, Chartered Accountant, 30 years+ experience in the field of Financing



**Mr. Anoop Krishna**  
Executive Director

Veteran Banker with over 30 years of experience with State bank of India at all levels



**Mr. Santanu Agarwal**  
Deputy Managing Director

Santanu, B.Com LLB, played a pivotal role in digital transformation of the company, Co-lending agreements and BC agreement.



**Mr. Vijay Ronjan**  
Independent Director

30 years+ experience in the field of Banking, retired as CGM Delhi of State bank of India



**Mr. Naresh Kumar**  
Independent Director

30 years+ experience in the field of Corporate and Legal Compliances, held position of CEO of Institute of Company Secretaries of India



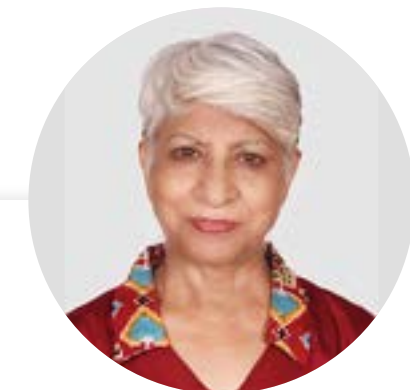
**Mr. Gauri Shankar**  
Independent Director

30 years+ experience in the field of Banking, held position of CEO and Managing Director at Punjab National Bank



**Mr. Raman Aggarwal**  
Independent Director

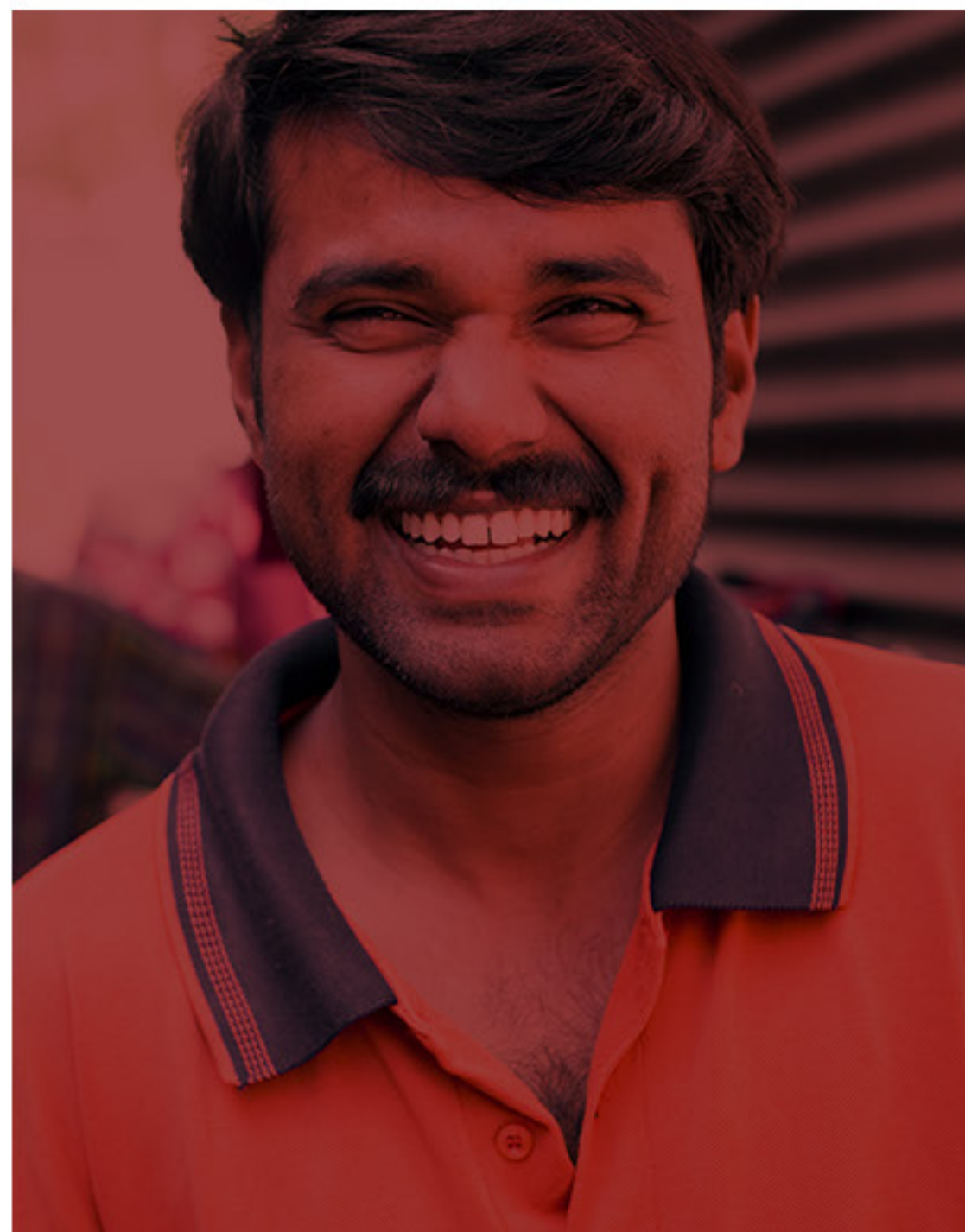
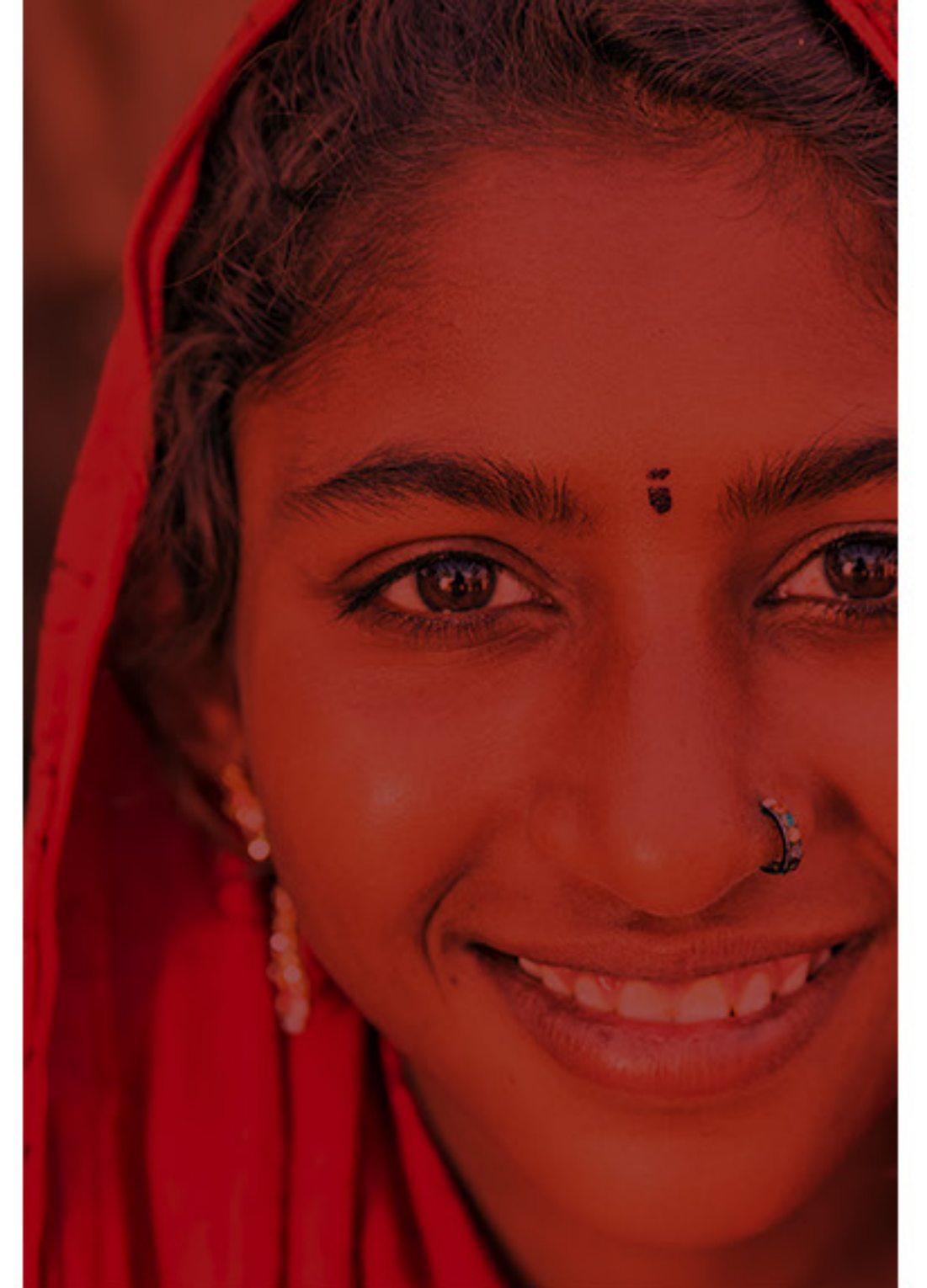
Co-Chairman of Finance Industry Development Council (FIDC), member of Advisory Groups to Ministry of Finance & RBI, Core Group setup by Ministry of Corporate Affairs, and Special Task Force at FICCI



**Mrs. Nisha Jolly**  
Independent Director

30 years+ of experience in the field of Banking, held position of Chief Manager of Punjab National Bank.





Phone : +91 11 43-51-8888

Email : [ir@paisalo.in](mailto:ir@paisalo.in)

Website : [www.paisalo.in](http://www.paisalo.in)