



PAISALO

EASY LOAN आसान लोन

2024

**INVESTOR
PRESENTATION
FY 2024**

01

Financial Summary

02

Business Correspondent
Update

03

Transformation Update

04

Paisalo Digital Limited
Overview

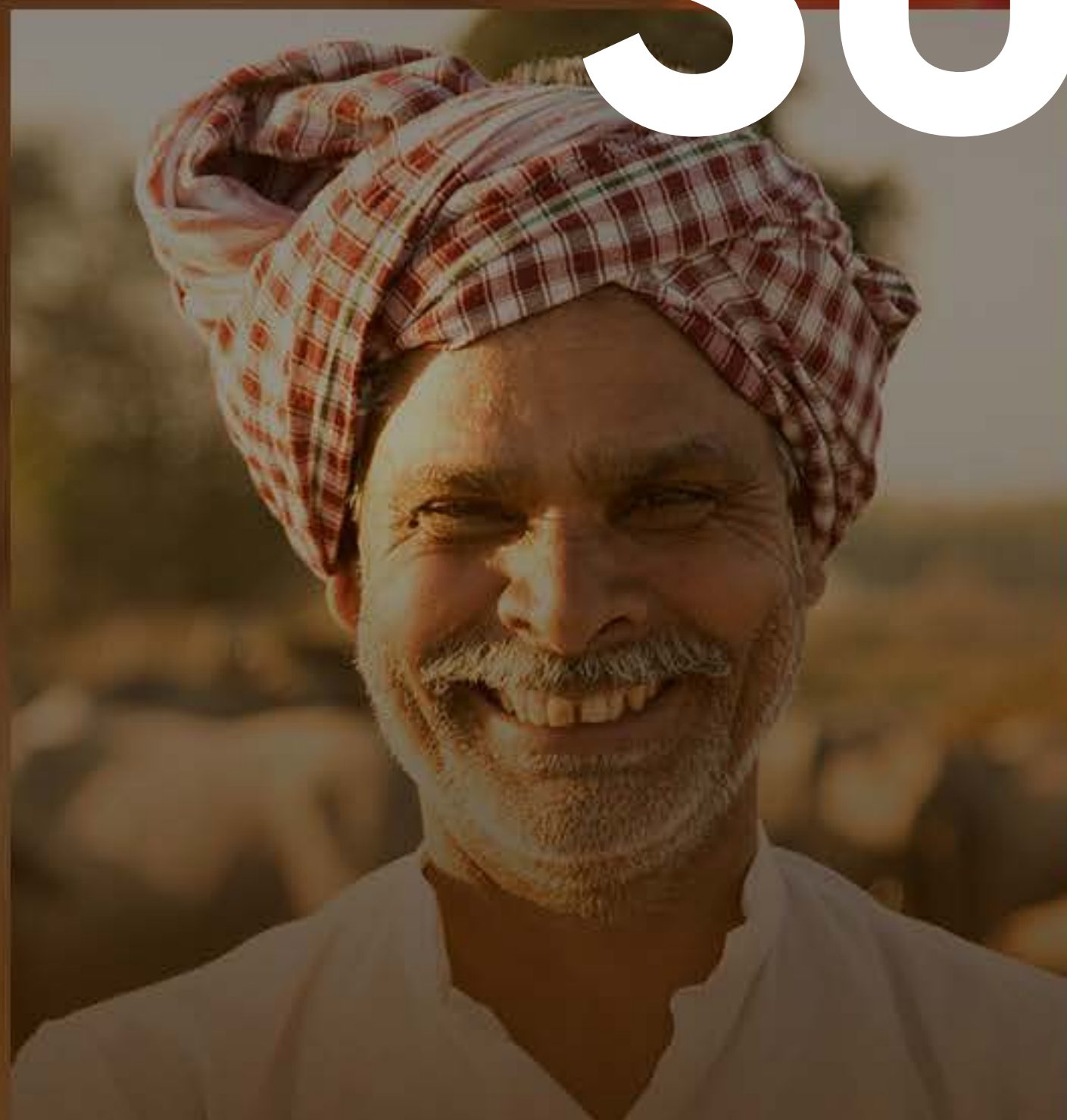
05

Financial Performance

Presentation
path



FINANCIAL SUMMARY



FY 2024

Paisalo Snapshot

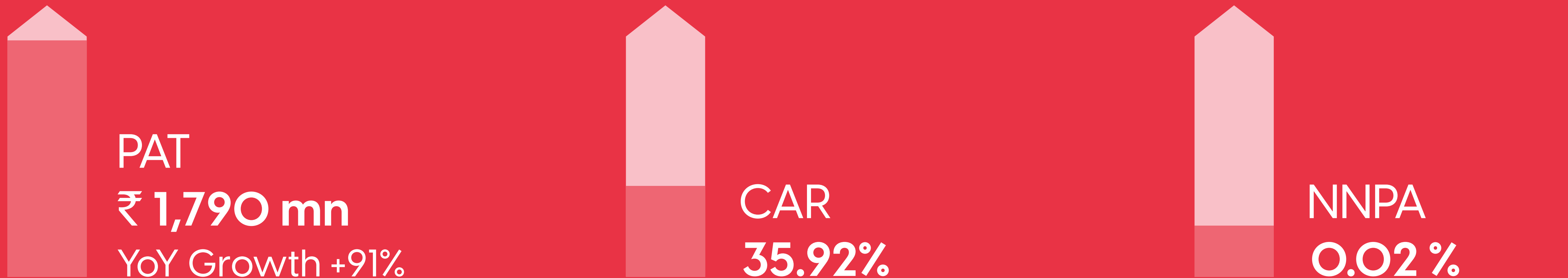
FY 2024



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

- 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

- 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 31st March 2024 as compared to 1.50 million as of 31st March 2023.

Paisalo Snapshot

FY 2024

- 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.

A photograph of a man and a woman in a grocery store. The man, with grey hair and a light blue polo shirt, is smiling and looking at the woman. The woman, with dark hair, is holding a stack of cash and looking at the man. They are standing in front of shelves stocked with various grocery items. The image has a dark red overlay on the left side.

BUSINESS CORRESPONDENT UPDATE

FY 2024

Consolidated Financial Year Performance

Particulars	Units	FY2024	FY2023	YoY
Number of Active CSPs	(Numbers)	973	432	+ 125.23%
Number of Small Savings Bank Account Opened	(Numbers)	67,855	10,091	+ 572.43%
Number off Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	APY (Numbers)	12,767	622	+ 1,952.57%
	PMJJBY (Numbers)	20,178	1,218	+ 1,556.65%
	PMSBY (Numbers)	51,091	4,029	+ 1,168.08%
Number of Customer Initiated Transactions	(Numbers)	22,45,052	1,35,184	+ 1,560.74%
Amount of Customer-Initiated Transactions	(₹ in million)	₹ 12,648.27	₹ 766.10	+ 1,550.99%
Amount of AEPS Transactions	(₹ in million)	₹ 6,285.75	₹ 328.64	+ 1,812.67%
Amount of Micro ATM Debit card Transactions	(₹ in million)	₹ 587.54	₹ 3.30	+ 17,709.55%
Amount of Loan Deposits	(₹ in million)	₹ 163.40	₹ 10.48	+ 1,458.96%
Amount of Recurring Deposit Remittances	(₹ in million)	₹ 0.057	₹ 0.008	+ 612.50%
Amount of Home Branch Cash Deposits	(₹ in million)	₹ 597.08	₹ 74.85	+ 697.74%
Amount of Cash Withdrawals	(₹ in million)	₹ 1,126.43	₹ 104.22	+ 980.87%
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹ 3,572.83	₹ 229.30	+ 1,458.14%
Amount of IMPS Remittances	(₹ in million)	₹ 4.34	₹ 1.64	+ 164.71%
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹ 303.50	₹ 13.33	+ 2,176.49%
Average Account Balance Maintained with CSP	(₹ in Actuals)	₹ 2,538.51	₹ 133.32	+ 1,804.07%

Quarterly Performance

Particulars	Units	FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024
No. of Active CSPs	(Numbers)	432	497	529	628	973
No. of Small Savings Bank Account Opened	(Numbers)	10,091	15,404	17,212	14,366	20,873
No. off Cross SellingA Accounts (Micro Pension, Micro Incsurance, Recurring Deposits, Term Deposits)	APY (Numbers)	622	2,461	3,532	3,015	3,759
	PMJJBY (Numbers)	1,218	5,110	3,436	3,152	8,480
	PMSBY (Numbers)	4,029	12,803	11,439	10,007	16,842
No. of Customer Initited Transactions	(Numbers)	1,35,184	356,162	5,23,302	6,01,163	7,64,425
Amount of Customer Initiated Transactions	(₹ in million)	₹ 766.10	₹ 20,081.12	₹ 2,757.55	₹ 3,404.67	₹ 4,477.94
Amount of AEPS Transactions	(₹ in million)	₹ 328.64	₹ 10,028.81	₹ 1,396.19	₹ 1,711.54	₹ 2,175.22
Amount of Micro ATM Debt card Transactions	(₹ in million)	₹ 3.30	₹ 41.31	₹ 104.67	₹ 170.78	₹ 270.78
Amount of Loan Deposits	(₹ in million)	₹ 10.48	₹ 27.98	₹ 34.00	₹ 42.93	₹ 58.48
Amount of Recurring Deposit Remittances	(₹ in million)	₹ 0.008	₹ 0.009	₹ 0.012	₹ 0.016	₹ 0.020
Amount of Home Branch Casd Deposits (Cash In)	(₹ in million)	₹ 74.85	₹ 102.87	₹ 122.15	₹ 164.36	₹ 207.71
Amount of Cash Withdrawals (Cash Out)	(₹ in million)	₹ 104.22	₹ 169.49	₹ 235.69	₹ 293.16	₹ 428.09
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹ 229.30	₹ 621.81	₹ 799.90	₹ 930.43	₹ 1,220.69
Amount of IMPS Remittances	(₹ in million)	₹ 1.64	₹ 1.66	₹ 1.15	₹ 0.77	₹ 0.76
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹ 13.33	₹ 39.02	₹ 61.75	₹ 89.21	₹ 113.52
Average Account Balance Maintained with CSP	(₹ in Actuals)	₹ 133.32	₹ 1,605.17	₹ 2,419.56	₹ 2,866.81	₹ 3,262.51



TRANSFORMATION UPDATE

At Paisalo we believe that the purpose of any business transformation is that it should result in stronger growth momentum, better customer experience, additional cross sell, lower credit risk, lower ALM risk and improved liquidity.

We are pursuing our
business transformation
with these objectives.

Phase 2: 3000 disbursement per day

Phase 2 is on track; the company continues to invest in team and technology for business transformation and we will be continuing to focus on stabilizing Phase 2 of the business transformation for additional two quarters, with continued focused credit underwriting feature set, disciplined execution, rapid adoption in all processes of the company and continued progress on all metrics.

Next update will be provided in Q2 FY 2025

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 bag in the background.

PAISALO DIGITAL LIMITED

OVERVIEW

FY 2024

What do we Stand For

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

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

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

- 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



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

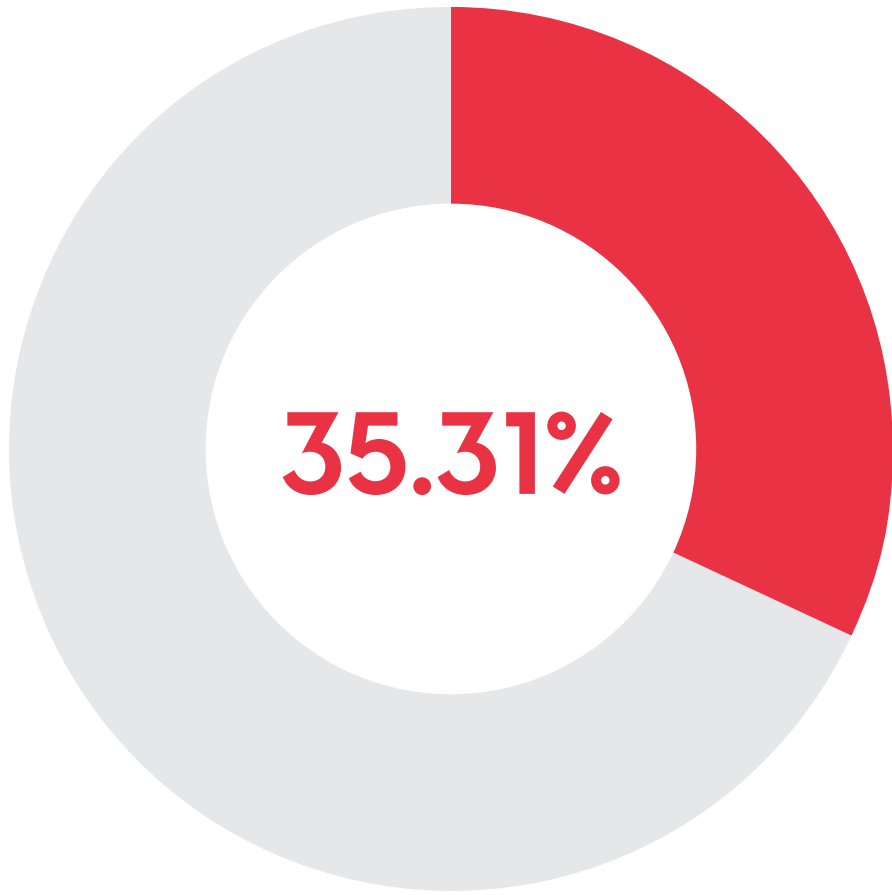
FY 2024

PAISALO DIGITAL LIMITED

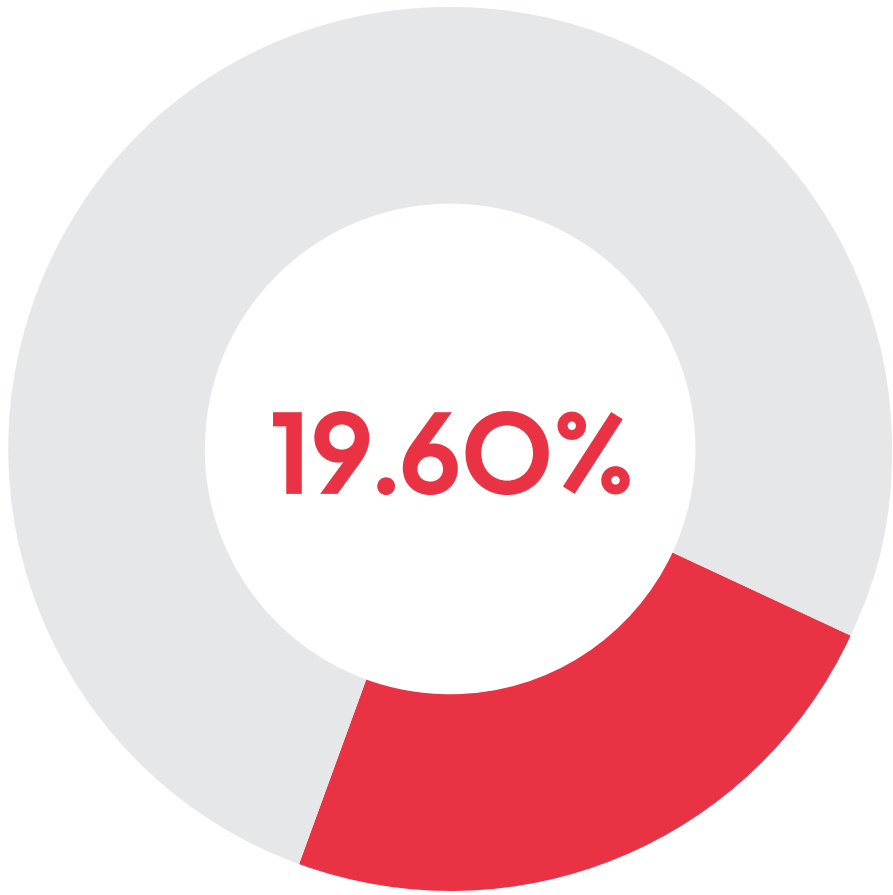
NSE : PAISALO

BSE : PAISALO

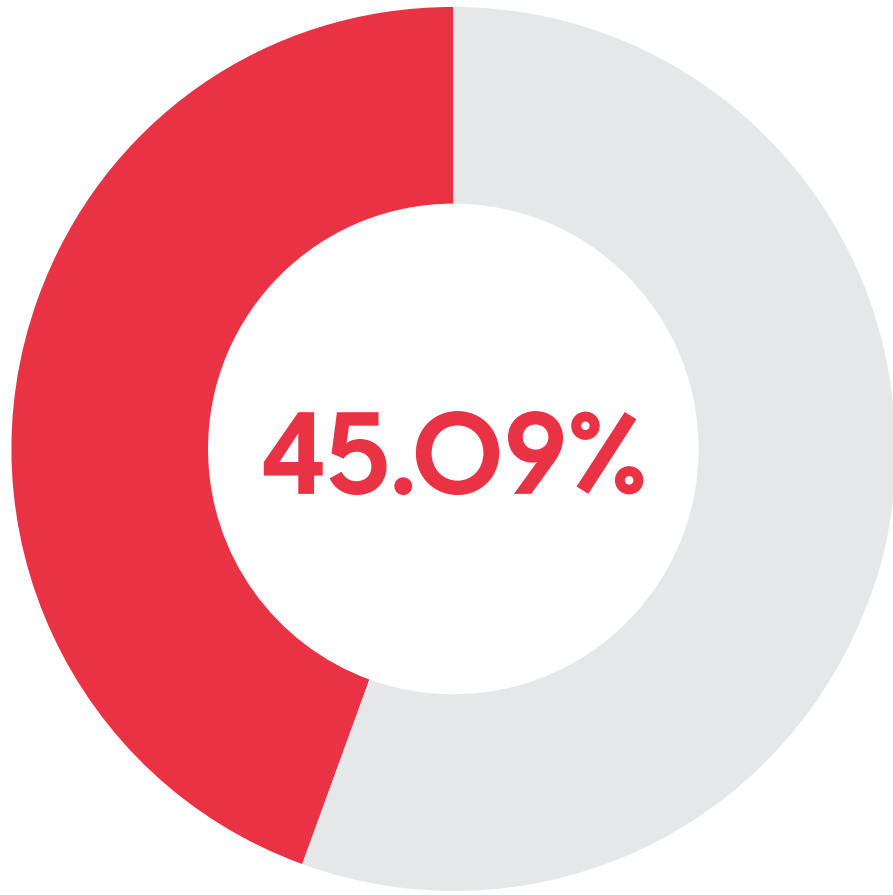
BLOOMBERG: PAISALO:IN



PROMOTER &
PROMOTERS GROUP



FIIS AND DIIS



PUBLIC

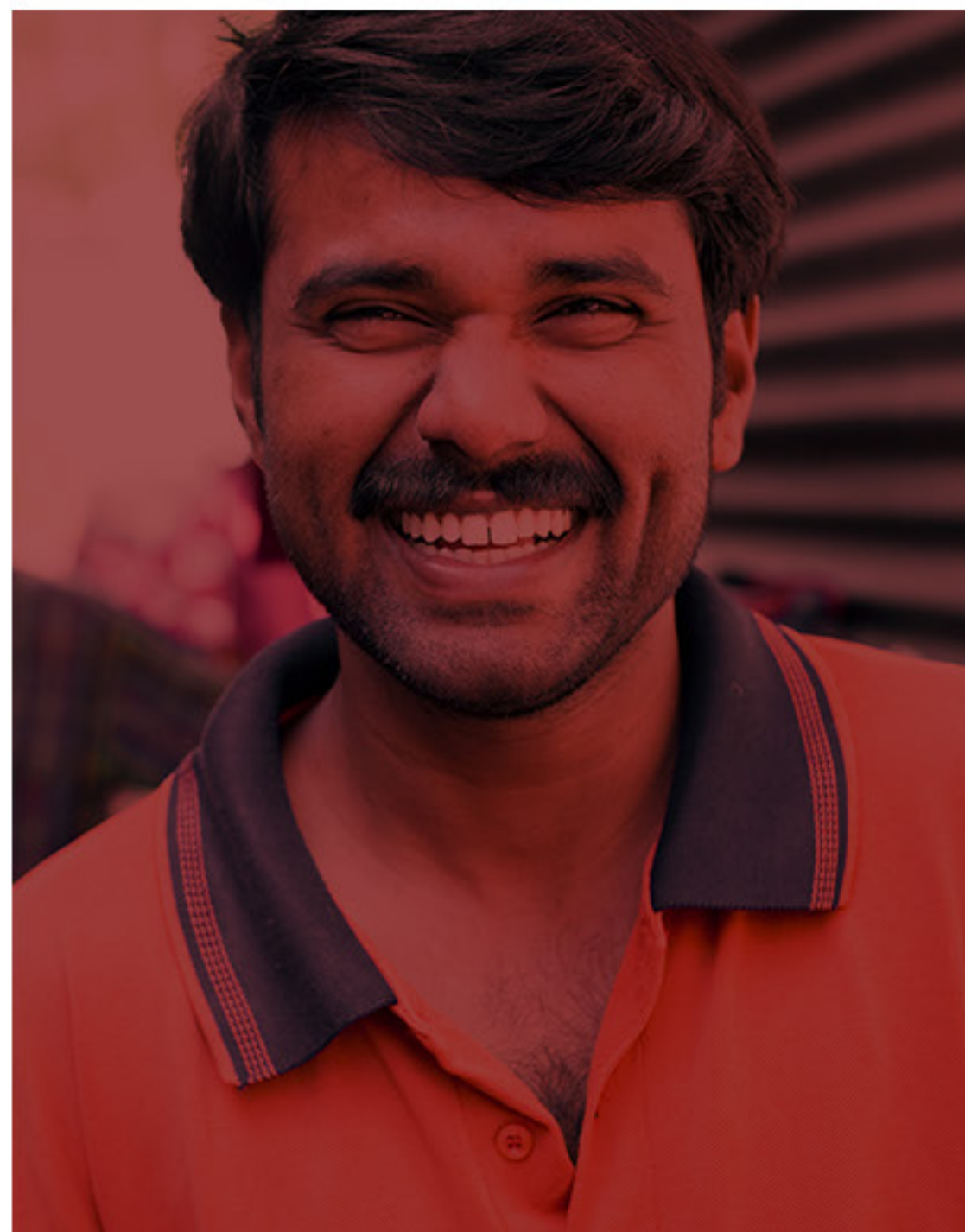
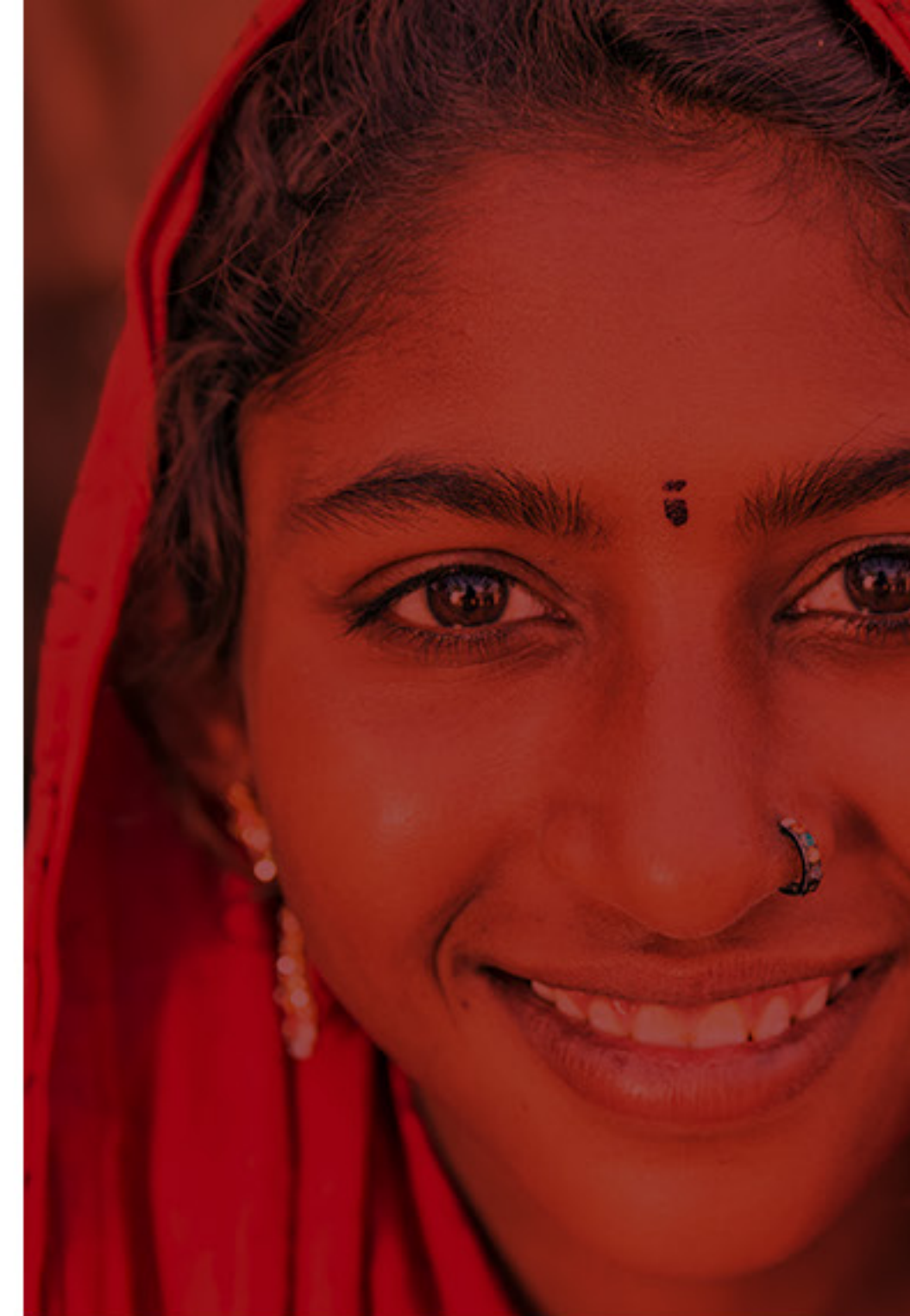
'AA (Stable Outlook)'

'A1+' (for Commercial Paper)

Safe Harbor Statement

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.



Phone : +91 11 43-51-8888

Email : ir@paisalo.in

Website : www.paisalo.in