



PAISALO

EASY LOAN आसान लोन

2024

**CORPORATE
PRESENTATION
Q1 FY 2024**

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.

01
Overview

02
Financial Summary

03
Financial Performance

04
Why Paisalo

05
Board of Directors

Presentation
path



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

OVERVIEW

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 ₹ 36,444 Mn
- Already serviced more than 1.9 million+ customers
- An experienced team of 1854 managing 1377 touch points in 18 States
- Net worth of ₹ 11,954 Mn, leveraged 2 times and CAR ~ 40.41%
- PAT of ₹ 384 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

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 **1.9 Mn+** customers
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **1854 Managing 1377 Touch Points** in **18 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’**

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

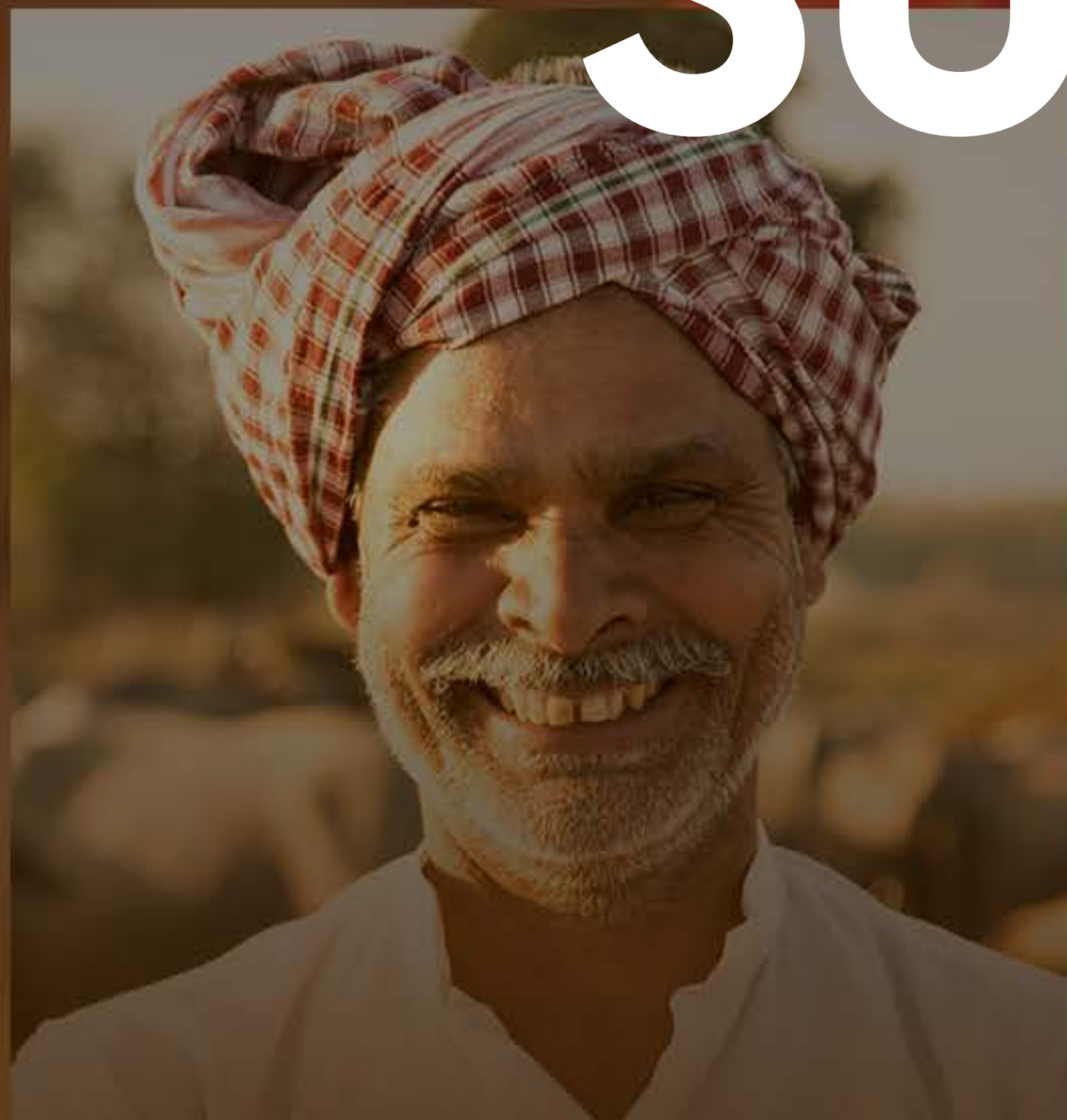
3. Innovation

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

4. Business Construct

Deliver a sustainable NNPA of <2%

FINANCIAL SUMMARY



Q1 FY 2024

Paisalo Snapshot

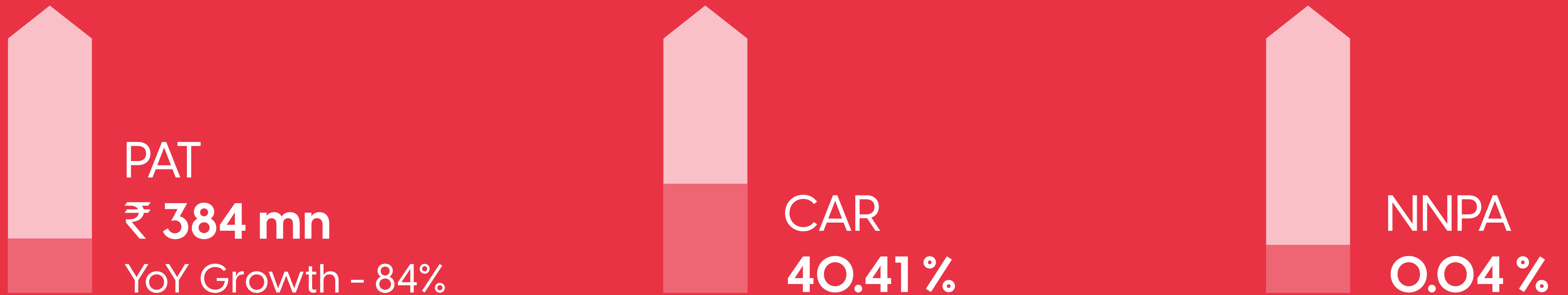
Q1 FY 2024



A good quarter for the Company across balance sheet growth, portfolio quality and profitability.
Overall, strong start to the fiscal.

Paisalo Snapshot

Q1 FY 2024



A good quarter for the Company across balance sheet growth, portfolio quality and profitability. Overall, strong start to the fiscal.

Paisalo Snapshot

Q1 FY 2024

- Highest ever AUM of ₹36,444 Mn.
- AUM as at Q1 FY 2024 was up 34.11% at ₹36,444 mn as against Q1 FY 2023 at ₹27,174 mn.
- Total geographic footprint stood at to 1377 touchpoints across 18 states, in the quarter. In Q1, the company added 325 new touch points.
- The company continues to protect its margin profile, Interest Income for Q1 FY 2024 was up 20.96% at ₹1,362 mn as against ₹1,126 mn in Q1 FY 2023. The company has posted 81.14% increase in PBT and 84.02% increase in PAT YoY.
- GNPA and NNPA stood at 0.28% and 0.04% as at Q1 FY 2024 compared to 0.81% and 0.39% as at Q1 FY 2023. The Company expects its GNPA and NNPA to stay within the Long-Term outlook of below 2%.

Paisalo Snapshot

Q1 FY 2024

- Paisalo has written off bad debts totaling to INR 13 mn and has recovered old written off bad debts worth INR 108 mn in Q1 FY 2024. This has impact of INR 95 mn positive to bottom line.
- The Tangible Networth is INR 11,954 mn versus Bank Borrowings (secured) INR 12,890 mn, i.e., 1.08 times
- Capital Adequacy remained very strong at 40.41% at Q1 FY 2024.
- Credit Rating of the company IVR AA-/Stable Outlook (IVR Double A minus with Stable Outlook) and IVR A1+ (IVR A One Plus) Assigned for Commercial Paper.
- RoE at 12.65% and RoA at 4.88% at Q1 FY 2024.
- Total employee head count stood at 1854

Paisalo Snapshot

Q1 FY 2024

- The Board of Directors proposed a Dividend of 10% on fully paid equity share of Re. 1/- each, for FY 2023
- The Company continues to invest in teams and technology for business transformation. Given the deep investments being committed we are on track in business transformation (geo-expansion and technology) for stabilising at 3000 disbursements per day (as intimated in Q4 FY 2023), next update will be provided in Q2 FY 2024 (as intimated in Q4 FY 2023).
- A good quarter for the Company across balance sheet growth, portfolio quality and profitability. Overall, strong start to the fiscal.

FINANCIAL PERFORMANCE



FINANCIAL

(₹ in Millions, *Cumulative)

PARTICULARS	Q1 FY 2023	Q2 FY 2023*	Q3 FY 2023*	Q4 FY 2023*	Q1 FY 2024
AUM	₹ 27,174	₹ 29,767	₹ 30,107	₹ 34,928	₹ 36,444
Disbursements	₹ 4,752	₹ 10,810	₹ 16,239	₹ 25,996	₹ 7,648
Revenue	₹ 1,126	₹ 2,329	₹ 3,552	₹ 4,732	₹ 1,362
PBT	₹ 287	₹ 613	₹ 984	₹ 1,262	₹ 520
PAT	₹ 209	₹ 451	₹ 730	₹ 936	₹ 384
Net Worth	₹ 10,453	₹ 11,216	₹ 11,493	₹ 11,610	₹ 11,954
Total Liabilities	₹ 15,871	₹ 16,005	₹ 16,534	₹ 18,567	₹ 18,818
Bank Borrowings	₹ 9,416	₹ 10,606	₹ 10,927	₹ 13,018	₹ 12,890
Debt to Equity Ratio	1.42	1.41	1.41	1.58	1.52
Bad Debts Written Off	₹ 135	₹ 233	₹ 330	₹ 441	₹ 13
Bad Debts Recovered	₹ 57	₹ 98	₹ 100	₹ 177	₹ 108
NIM	5.51%	5.35%	5.91%	5.50%	5.80%
Gross NPA	0.81%	0.76%	0.75%	0.25%	0.28%
Net NPA	0.39%	0.27%	0.26%	0.02%	0.04%
CAR	43.53%	43.19%	42.66%	40.34%	40.41%

FINANCIAL

(₹ in Millions, *Cumulative)

PARTICULARS	FY 2021	FY 2022	FY 2023	Q1 FY 2024
AUM	₹ 23,178	₹ 26,973	₹ 34,928	₹ 36,444
Interest Income	₹ 3,115	₹ 3,922	₹ 4,732	₹ 1,362
NIM	4.05 %	4.03 %	5.50 %	5.80%
PAT	₹ 609	₹ 793	₹ 936	₹ 384
Cash Accrual	₹ 646	₹ 819	₹ 950	₹ 392
Net worth	₹ 8,619	₹ 10,241	₹ 11,610	₹ 11,954
Total Debt	₹ 14,814	₹ 15,989	₹ 18,567	₹ 18,818
Debt Equity Ratio	1.72	1.46	1.58	1.52
Gross NPA	0.72 %	1.56 %	0.25 %	0.28%
NET NPA	0.57 %	1.26 %	0.02 %	0.04%
ROA	2.66 %	3.09 %	3.02 %	4.88%
ROE	7.07 %	7.78 %	7.90 %	12.65%
CAR	44.47 %	42.92 %	40.34 %	40.41%
Book Value	₹ 20.20	₹ 23.00	₹ 25.50	₹ 26.38

FINANCIALS - Critical Ratios

(INR in Millions)

PARTICULARS	FY 2021	FY 2022	FY 2023	Q1 FY 2024
Tangible Net Worth (TNW)	₹ 8,619	₹ 10,241	₹ 11,610	₹ 11,954
Bank Borrowings (BB)	₹ 7,412	₹ 79,588	₹ 13,018	₹ 12,890
Total Outside Liabilities (TOL)	₹ 14,814	₹ 15,989	₹ 18,567	₹ 18,818
BB / TNW (Times)	0.86	0.94	1.12	1.08
TOL / TNW (Times)	1.72	1.56	1.58	1.57

AUM

₹ in Millions

₹ 36,444

Q1 FY 2024

₹ 34,928

FY 2023

₹ 26,973

FY 2022

₹ 23,178

FY 2021

₹ 21,119

FY 2020

REVENUE

₹ in Millions

₹ 1,362

₹ 4,732

₹ 3,922

₹ 3,115

₹ 3,375

NET WORTH

₹ in Millions

₹11,954

Q1 FY 2024

₹11,610

FY 2023

₹10,241

FY 2022

₹8,619

FY 2021

₹7,603

FY 2020

CAR

40.41%

40.34%

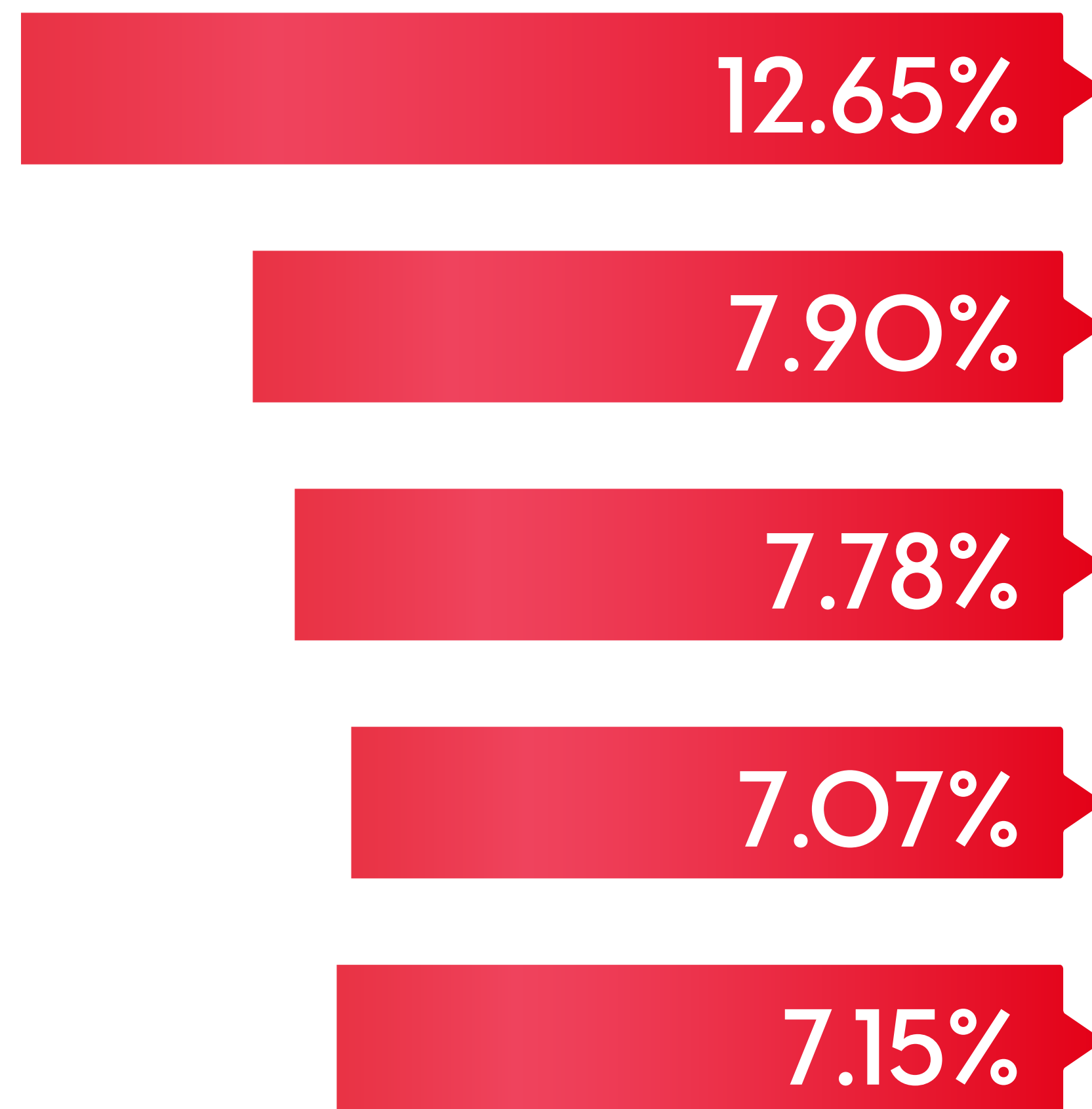
42.92%

44.47%

43.06%

ROE

₹ in Millions



Q1 FY 2024

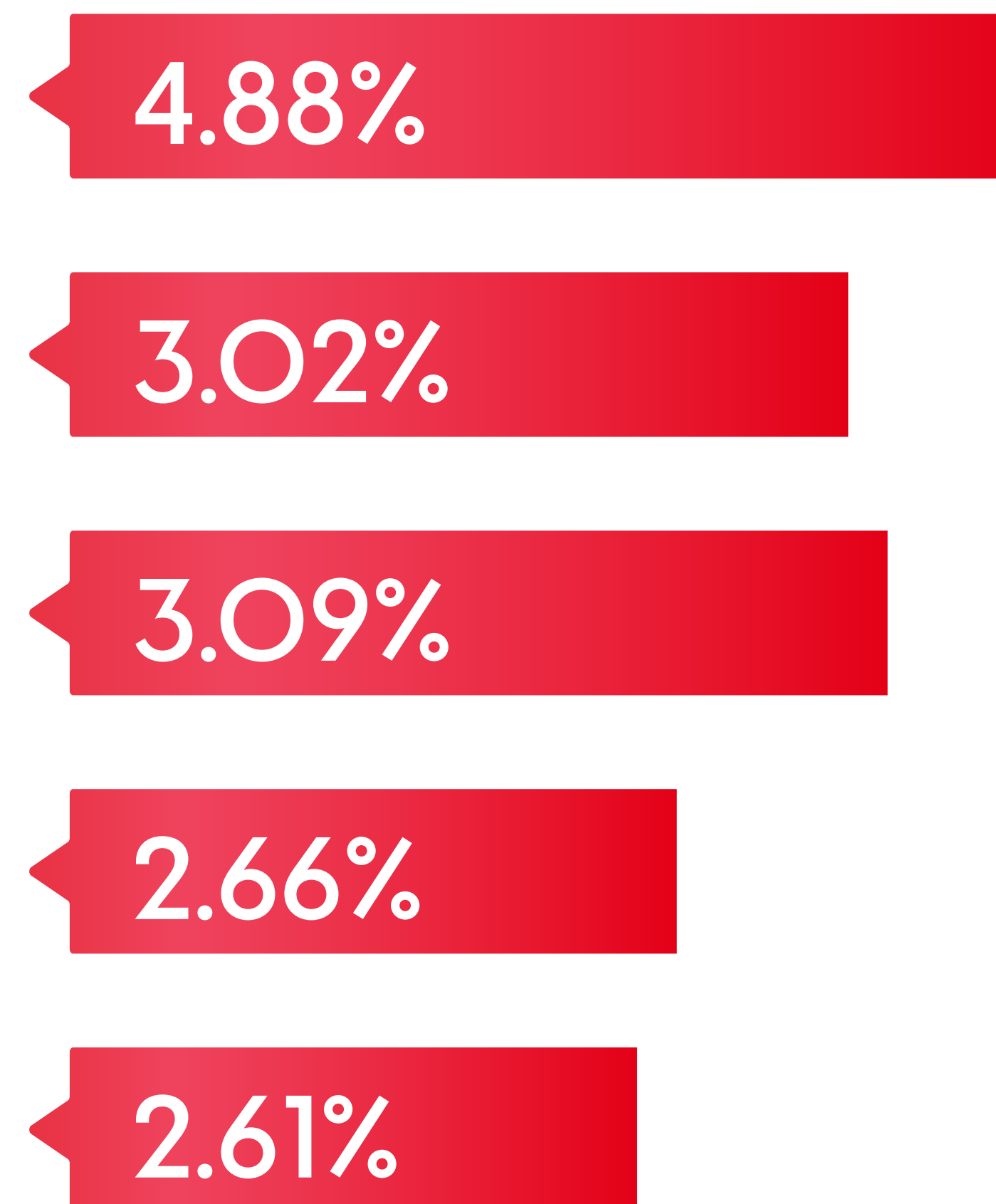
FY 2023

FY 2022

FY 2021

FY 2020

ROA



Shareholding Pattern | Credit Rating

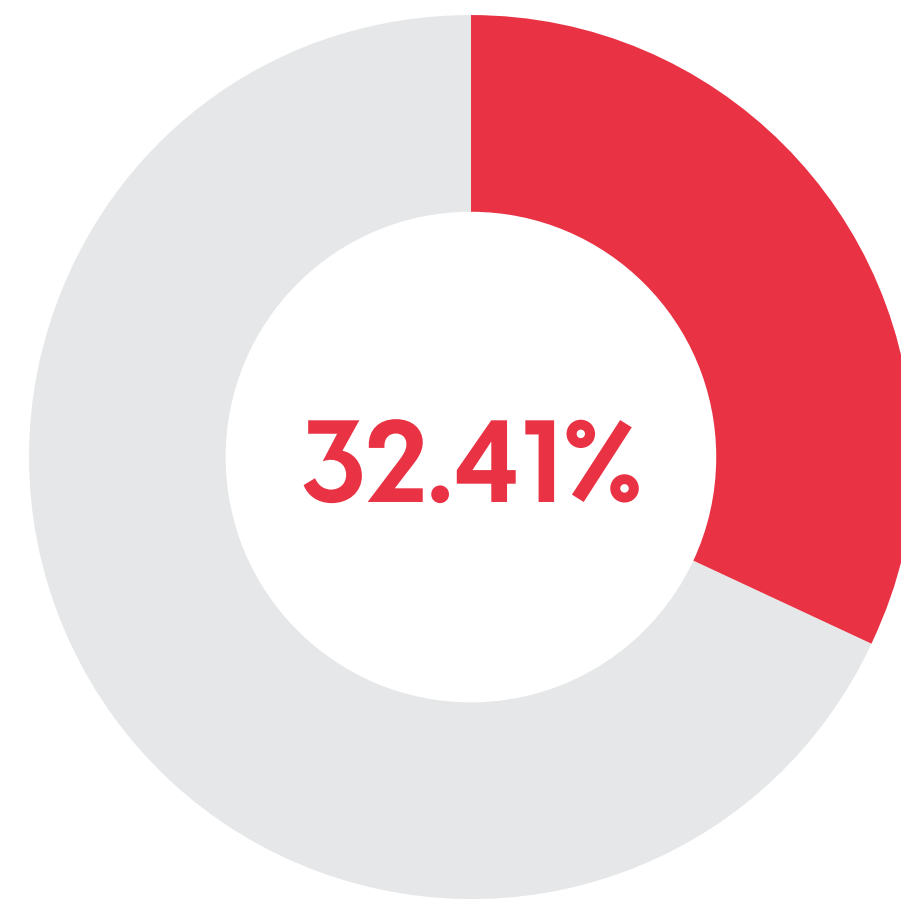
AS AT Q1 FY 2024

PAISALO DIGITAL LIMITED

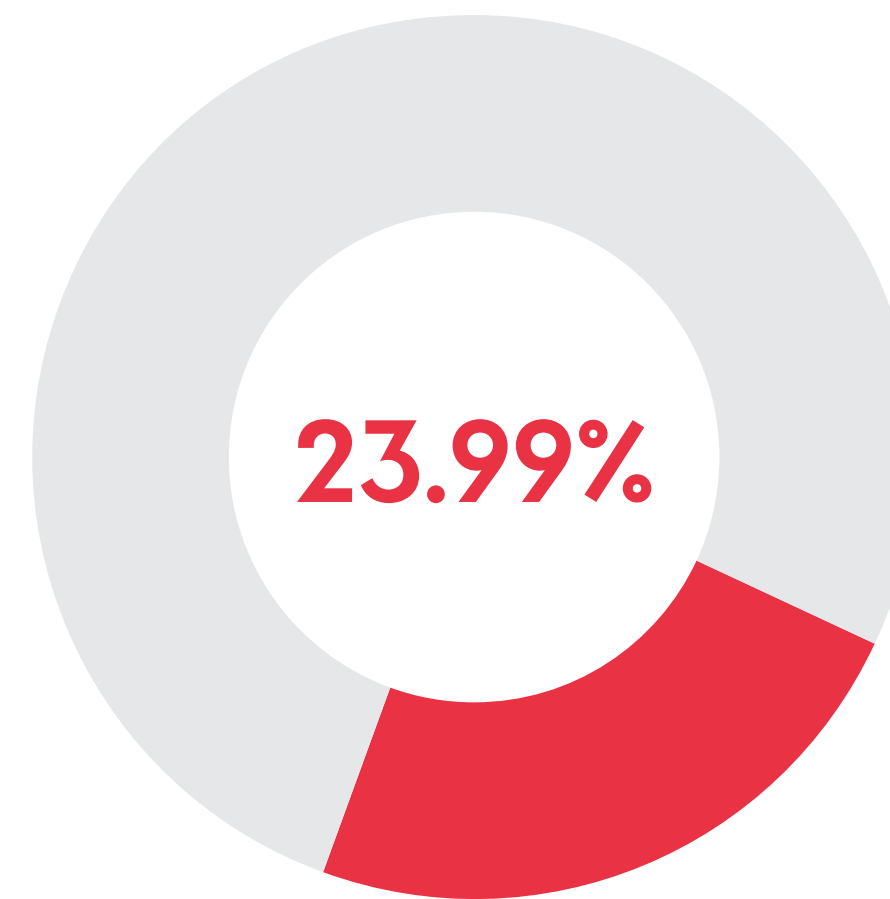
NSE : PAISALO

BSE : PAISALO

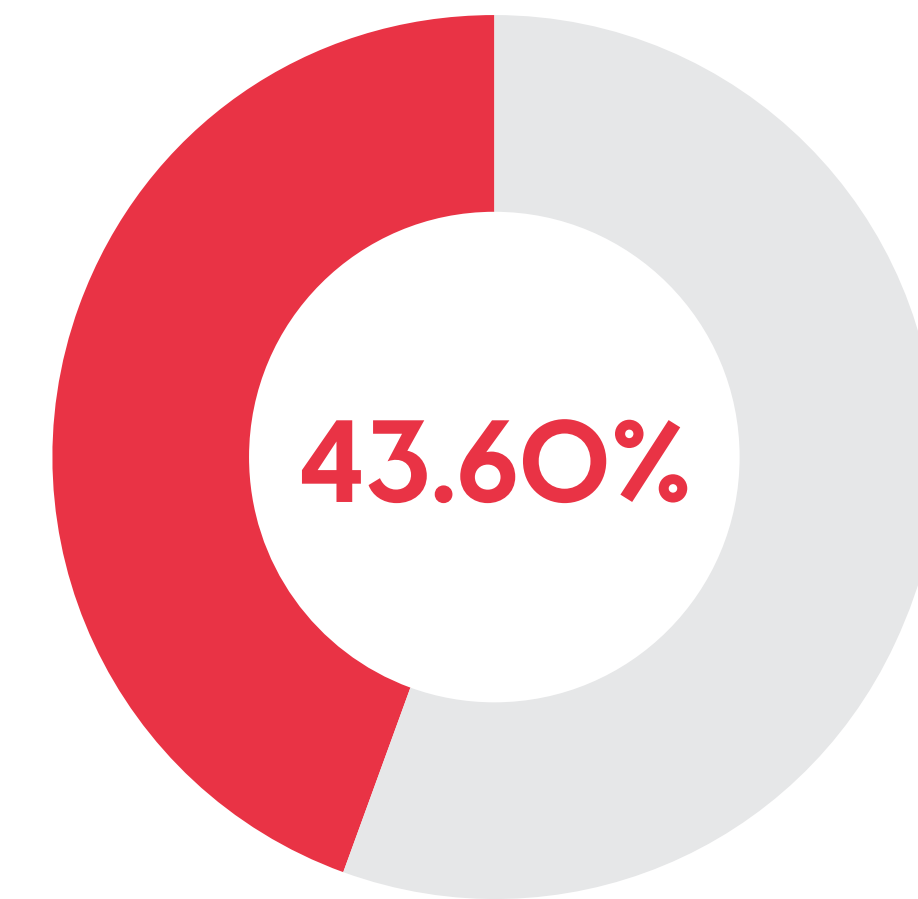
BLOOMBERG : PAISALO:IN



PROMOTER &
PROMOTERS GROUP



FIIS AND DIIS



PUBLIC

IVR 'AA- (Stable Outlook)'

IVR 'A1+' (for Commercial Paper)



Why
PAISALO?

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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

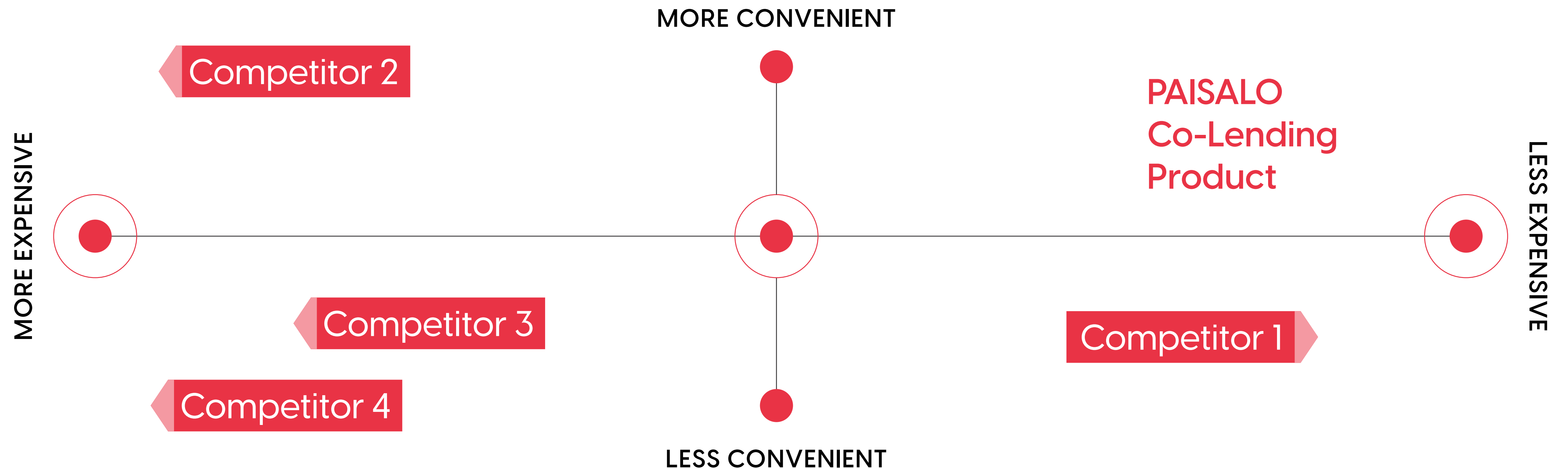


03

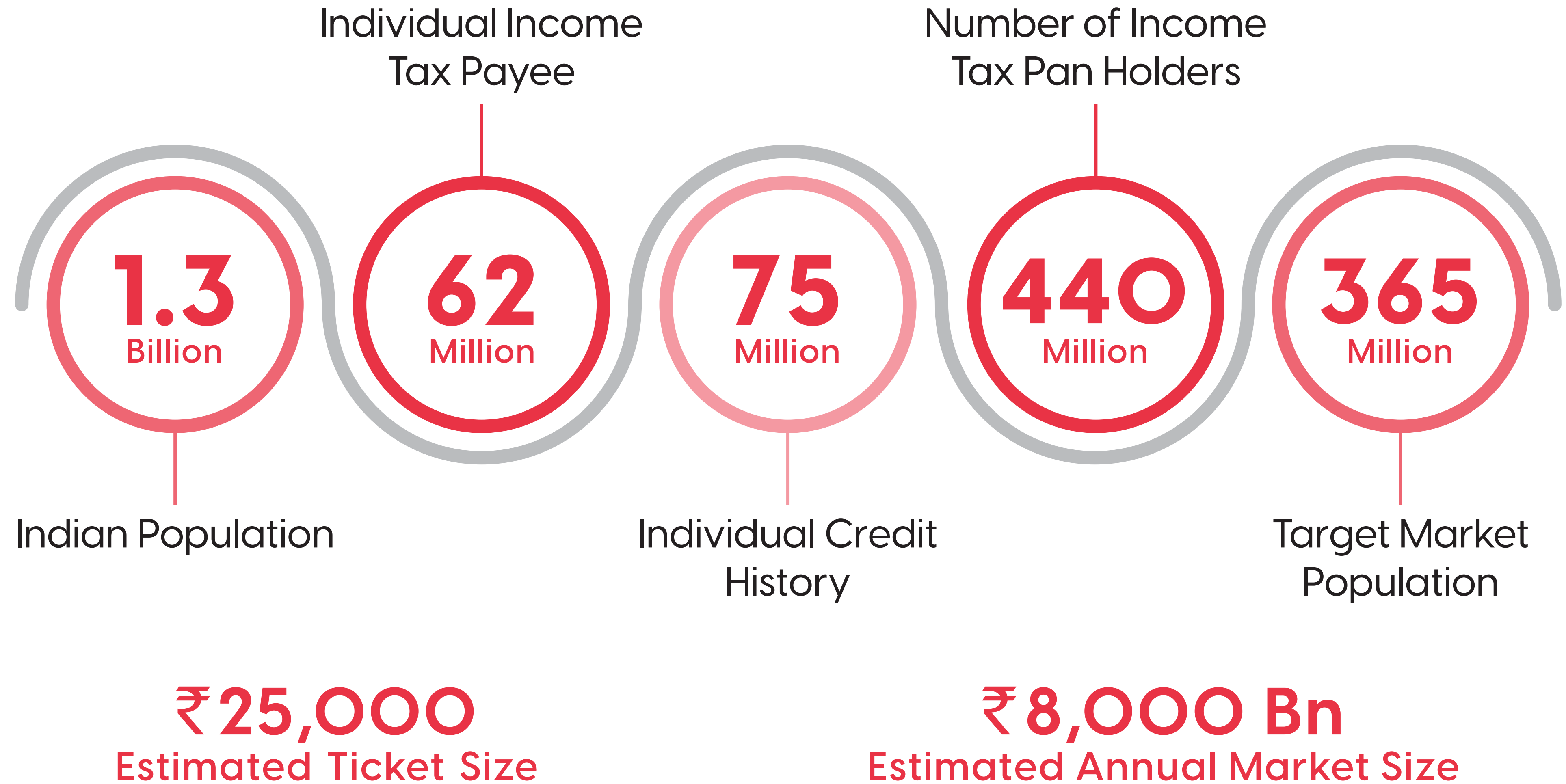
Risk and reward sharing in 80:20 ratio under the model

- 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



DIRECTORS

Board of Directors



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.

DIRECTORS

Board of Directors



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. 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

DIRECTORS

Board of Directors



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



***Mr. Nirmal Chand**
Independent Director

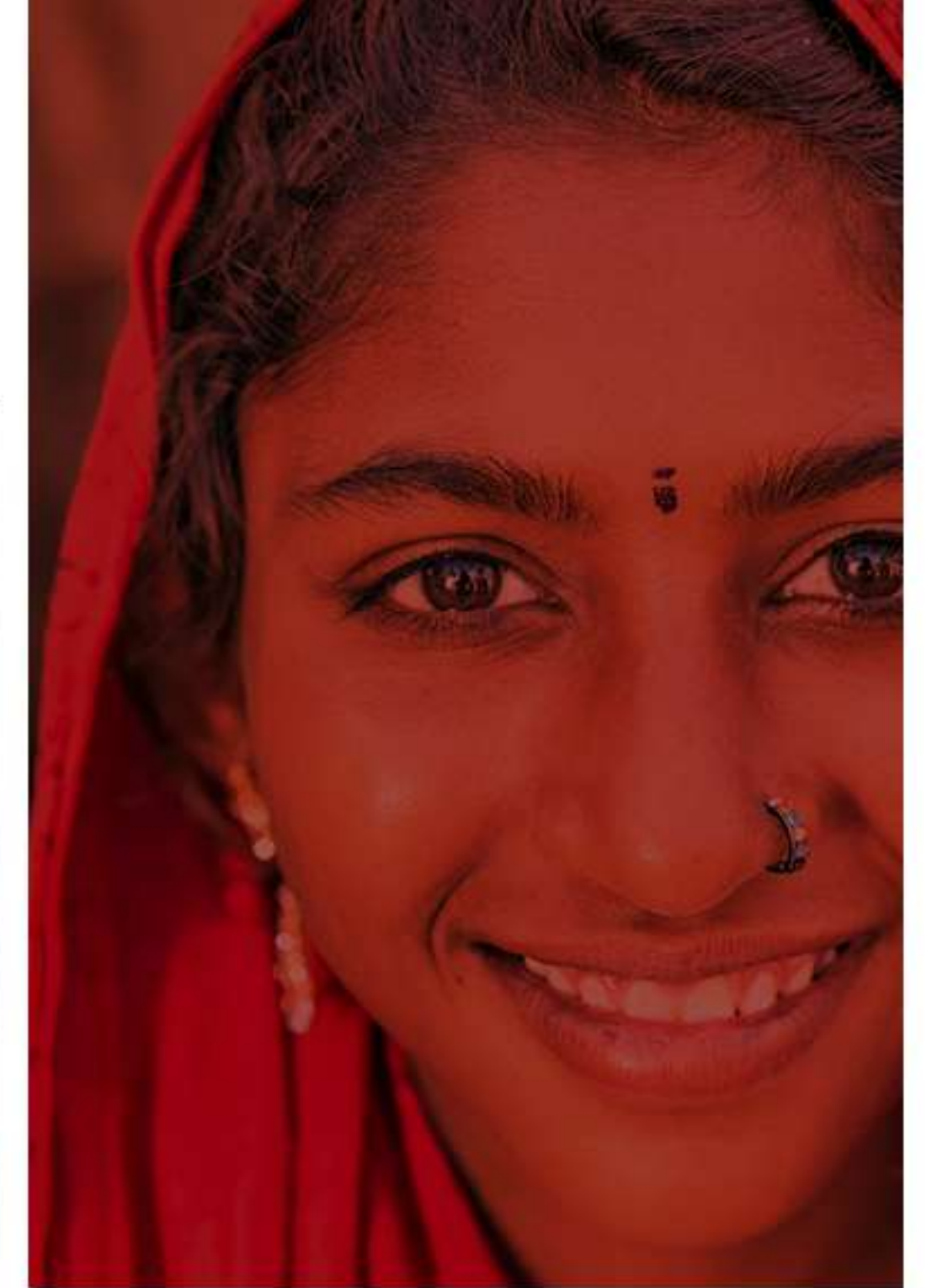
30 years+ of experience in the field of Regulation, held position of Chief General Manager at Reserve Bank of India



Mrs. Nisha Jolly
Independent Director

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

*Resigned as on 19-07-2023



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