



**PAISALO**

EASY LOAN आसान लोन

**2024**

**INVESTOR  
PRESENTATION  
Q2 FY 2024**



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# FINANCIAL SUMMARY



**Q2 FY 2024**

# Paisalo Snapshot

## Q2 FY 2024

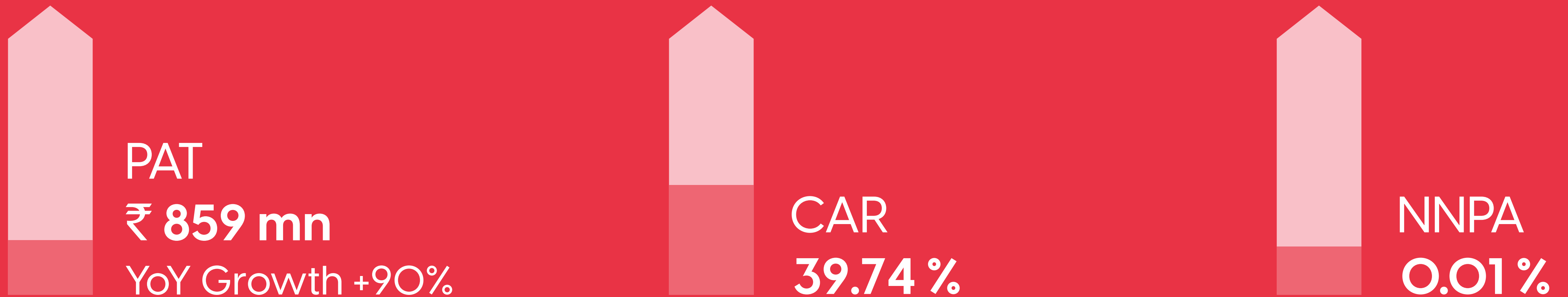


A good quarter for the company across balance sheet growth, portfolio quality and profitability.



# Paisalo Snapshot

## Q2 FY 2024



A good quarter for the company across balance sheet growth, portfolio quality and profitability.

# Paisalo Snapshot

## Q2 FY 2024

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- Highest ever AUM of ₹ 38,174 mn.
- AUM as at Q2 FY 2024 was up 28.24% at ₹ 38,174 mn as against Q2 FY 2023 at ₹ 29,767 mn.
- Total geographic footprint stood at to 1714 touchpoints across 18 states, in the quarter. In Q2, the company added 337 new touch points.
- The company continues to protect its margin profile, Interest Income for Q2 FY 2024 was up 20.58% at ₹2,809 mn as against ₹2,329 mn in Q2 FY 2023. The company has posted 88.46% increase in PBT and 90.61% increase in PAT YoY.
- GNPA and NNPA stood at 0.24% and 0.01% as at Q2 FY 2024 compared to 0.76% and 0.27% as at Q2 FY 2023. The Company expects its GNPA and NNPA to stay within the Long-Term outlook of below 2%.

# Paisalo Snapshot

## Q2 FY 2024

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- Paisalo has written off bad debts totalling to INR 36 mn and has recovered old written off bad debts worth INR 260 mn in Q2 FY 2024. This has impact of INR 224 mn positive to bottom line.
- The Tangible Networth is INR 12,413 mn versus Bank Borrowings (secured) INR 13,740 mn, i.e., 1.11 times.
- Capital Adequacy remained strong at 39.74% at Q2 FY 2024.
- Credit Rating of the company has been upgraded to IVR AA/Stable Outlook (IVR Double A with Stable Outlook) and Reaffirmed IVR A1+ (IVR A One Plus) for Commercial Paper.
- In Q2, the company delivered annualized RoE of 13.70% as against 7.95% in Q2 FY 2023.
- In Q2, the company delivered annualized RoA of 5.14% as against 3.01% in Q2 FY 2023.

# Paisalo Snapshot

## Q2 FY 2024

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- Employees head count stood at 2057 as at Q2 FY 2024.
- The Board of Directors paid a Dividend of 10% on fully paid equity share of Re. 1/- each, for FY 2023
- A good quarter for the Company across all financial and portfolio metrics.



A photograph of four women of different ages, from a young girl to an elderly woman, all smiling and clapping. They are wearing traditional Indian clothing, including colorful saris and headscarves. The background shows a simple, rustic building with a corrugated metal roof. The text 'TRANSFORMATION UPDATE' is overlaid in the center in a large, white, sans-serif font.

# 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.**

As articulated in previous Quarters all Phase 1 features of the stack are live.

## Phase 2: 3000 disbursement per day

Phase 2 is on track; We achieved 3000 disbursements per day in the month of March 2023 (as intimated in presentation of Q4 FY 2023), we will be continuing to focus on stabilising at 3000 disbursements per day (under Phase 2 of the business transformation) for the next two quarters with focused credit underwriting feature set, disciplined execution, rapid adoption in all processes of the company and continued progress on all metrics, before initiating Phase 3 (5000 disbursements).

Next update will be provided in Q4 FY 2024



PAISALO DIGITAL LIMITED

# OVERVIEW



# 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 **2.3 Mn+** customers
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **2057** managing **1714 touch points** in **18 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 ₹ 38,174 Mn
- Already serviced more than 2.3 million+ customers
- An experienced team of 2057 managing 1714 touch points in 18 States
- Net worth of ₹ 12,413 Mn, leveraged 2 times and CAR +39.74%
- PAT of ₹ 859 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





# FINANCIALS

(₹ in Millions, \*Cumulative)

PARTICULARS	Q2 FY 2023*	Q3 FY 2023*	Q4 FY 2023*	Q1 FY 2024	Q2 FY 2024*
AUM	₹29,767	₹30,107	₹34,928	₹36,444	₹38,174
Disbursements	₹10,810	₹16,239	₹25,996	₹7,648	₹14,773
Revenue	₹2,329	₹3,552	₹4,732	₹1,362	₹2,809
PBT	₹613	₹984	₹1,262	₹520	₹1,156
PAT	₹451	₹730	₹936	₹384	₹859
Net Worth	₹11,216	₹11,493	₹11,610	₹11,954	₹12,413
Total Liabilities	₹16,005	₹16,534	₹18,567	₹18,818	₹20,447
Bank Borrowings	₹10,606	₹10,927	₹13,018	₹12,890	₹13,740
Debt to Equity Ratio	1.41	1.41	1.58	1.52	1.58
Bad Debts Written Off	₹233	₹330	₹441	₹13	₹36
Bad Debts Recovered	₹98	₹100	₹177	₹108	₹260
NIM	5.35%	5.91%	5.50%	5.80%	6.20%
Gross NPA	0.76%	0.75%	0.25%	0.28%	0.24%
Net NPA	0.27%	0.26%	0.02%	0.04%	0.01%
CAR	43.19%	42.66%	40.34%	40.41%	39.74%



# FINANCIALS

(₹ in Millions, \*Cumulative)

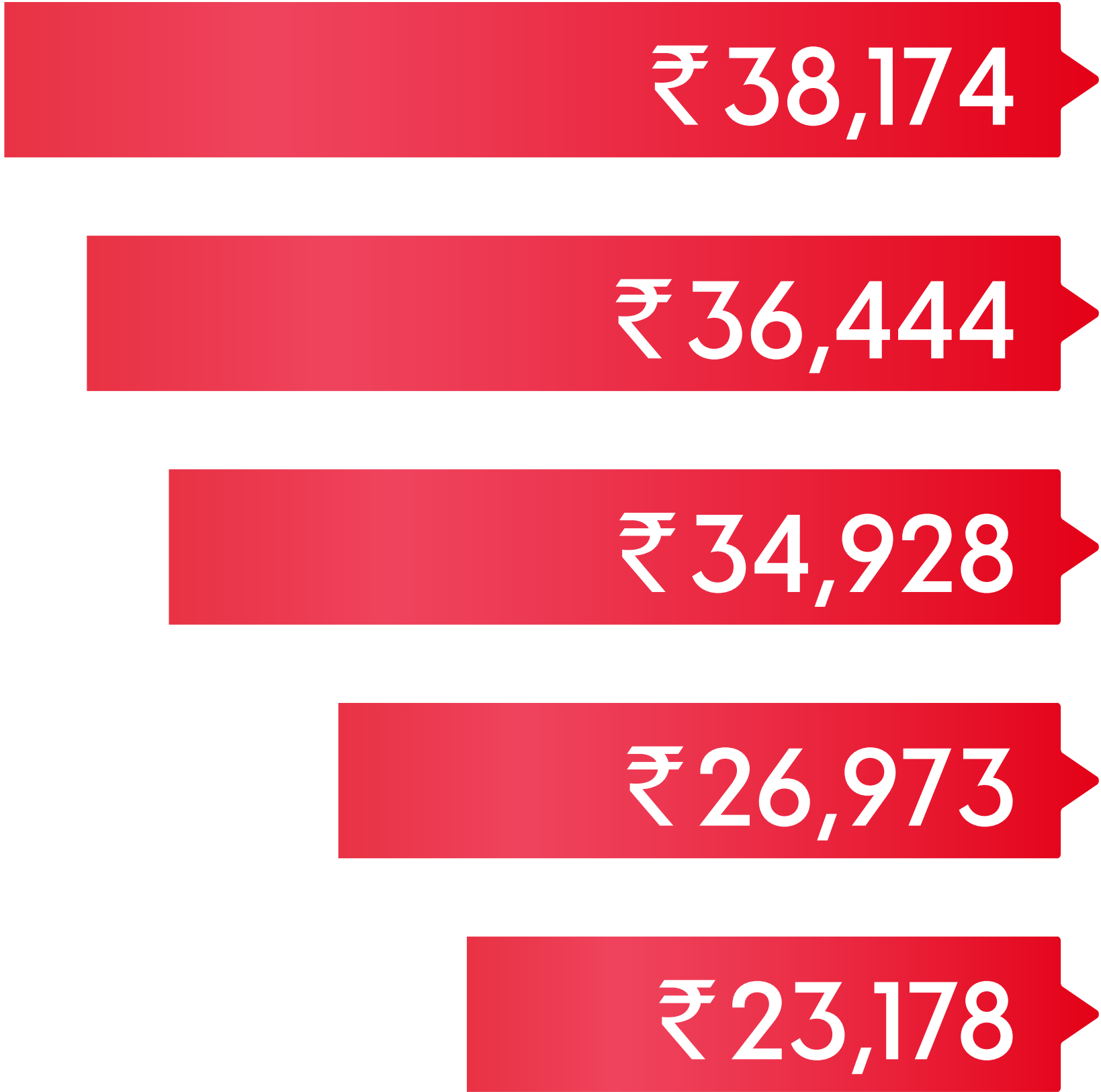
PARTICULARS	FY 2021	FY 2022	FY 2023	Q1 FY 2024	Q2 FY 2024*
AUM	₹ 23,178	₹ 26,973	₹ 34,928	₹ 36,444	₹ 38,174
Interest Income	₹ 3,115	₹ 3,922	₹ 4,732	₹ 1,362	₹ 2,809
NIM	4.05 %	4.03 %	5.50 %	5.80%	6.20%
PAT	₹ 609	₹ 793	₹ 936	₹ 384	₹ 859
Cash Accrual	₹ 646	₹ 819	₹ 950	₹ 392	₹ 875
Net worth	₹ 8,619	₹ 10,241	₹ 11,610	₹ 11,954	₹ 12,413
Total Debt	₹ 14,814	₹ 15,989	₹ 18,567	₹ 18,818	₹ 20,447
Debt Equity Ratio	1.72	1.46	1.58	1.52	1.58
Gross NPA	0.72 %	1.56 %	0.25 %	0.28%	0.24%
NET NPA	0.57 %	1.26 %	0.02 %	0.04%	0.01%
ROA	2.66 %	3.09 %	3.02 %	4.88%	5.14%
ROE	7.07 %	7.78 %	7.90 %	12.65%	13.70%
CAR	44.47 %	42.92 %	40.34 %	40.41%	39.74%
Book Value	₹ 20.20	₹ 23.00	₹ 25.50	₹ 26.38	₹ 27.41

# FINANCIALS

(₹ in Millions, \*Cumulative)

PARTICULARS	FY 2021	FY 2022	FY 2023	Q1 FY 2024	Q2 FY 2024
Tangible Net Worth (TNW)	₹ 8,619	₹ 10,241	₹ 11,610	₹ 11,954	₹ 12,413
Bank Borrowings (BB)	₹ 7,412	₹ 79,588	₹ 13,018	₹ 12,890	₹ 13,740
Total Outside Liabilities (TOL)	₹ 14,814	₹ 15,989	₹ 18,567	₹ 18,818	₹ 20,447
BB / TNW (Times)	0.86	0.94	1.12	1.08	1.11
TOL / TNW (Times)	1.72	1.56	1.58	1.57	1.65

**AUM**  
₹ in Millions



Q2 FY 2024

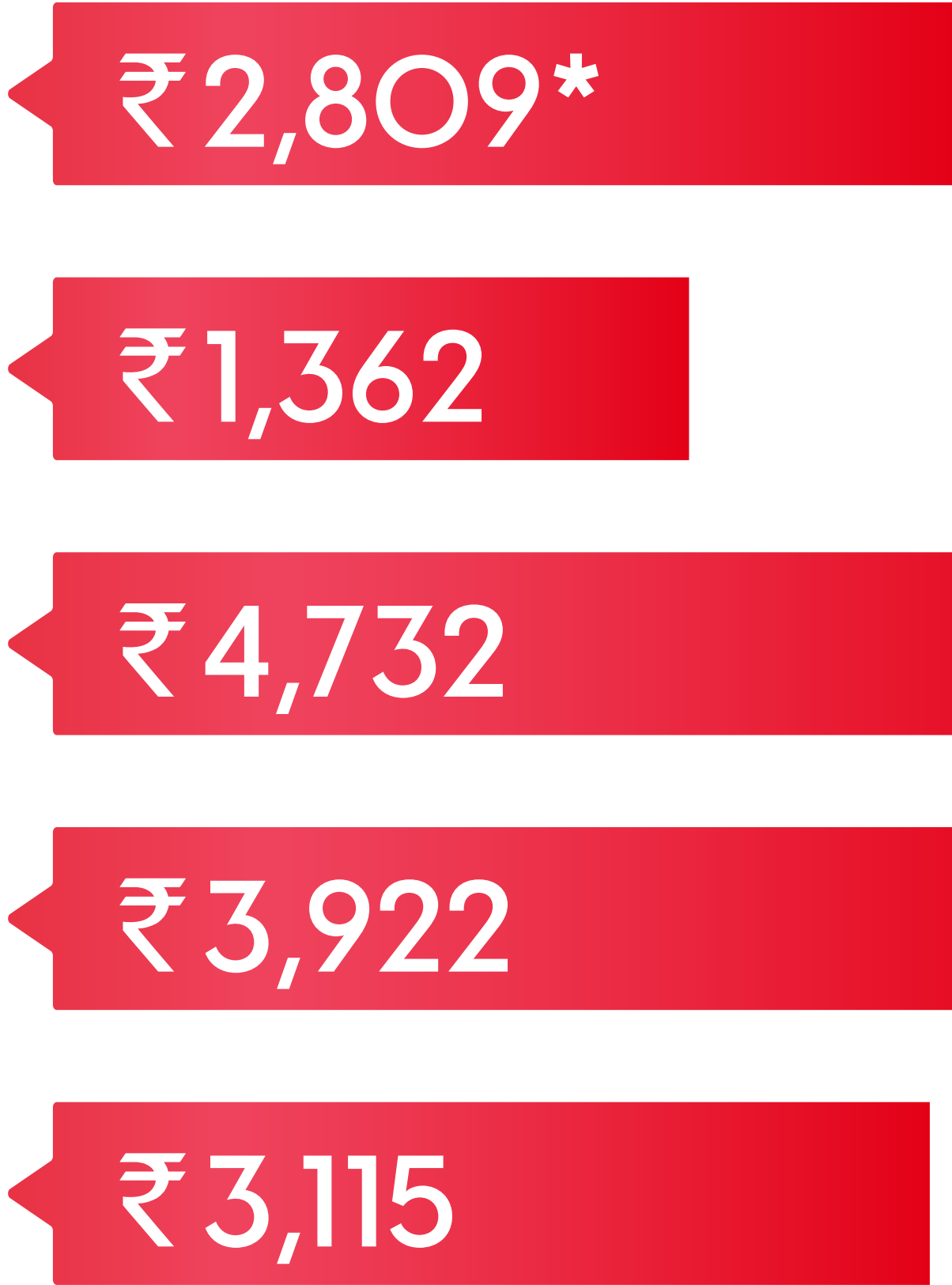
Q1 FY 2024

FY 2023

FY 2022

FY 2021

**REVENUE**  
₹ in Millions, \*cumulative



₹ 2,809\*

₹ 1,362

₹ 4,732

₹ 3,922

₹ 3,115



## NET WORTH

₹ in Millions

₹12,413

Q2 FY 2024

₹11,954

Q1 FY 2024

₹11,610

FY 2023

₹10,241

FY 2022

₹8,619

FY 2021

## CAR

39.74%

40.41%

40.34%

42.92%

44.47%

## ROE

13.70%

Q2 FY 2024

12.65%

Q1 FY 2024

7.90%

FY 2023

7.78%

FY 2022

7.07%

FY 2021

## ROA

5.14%

4.88%

3.02%

3.09%

2.66%

# Shareholding Pattern | Credit Rating

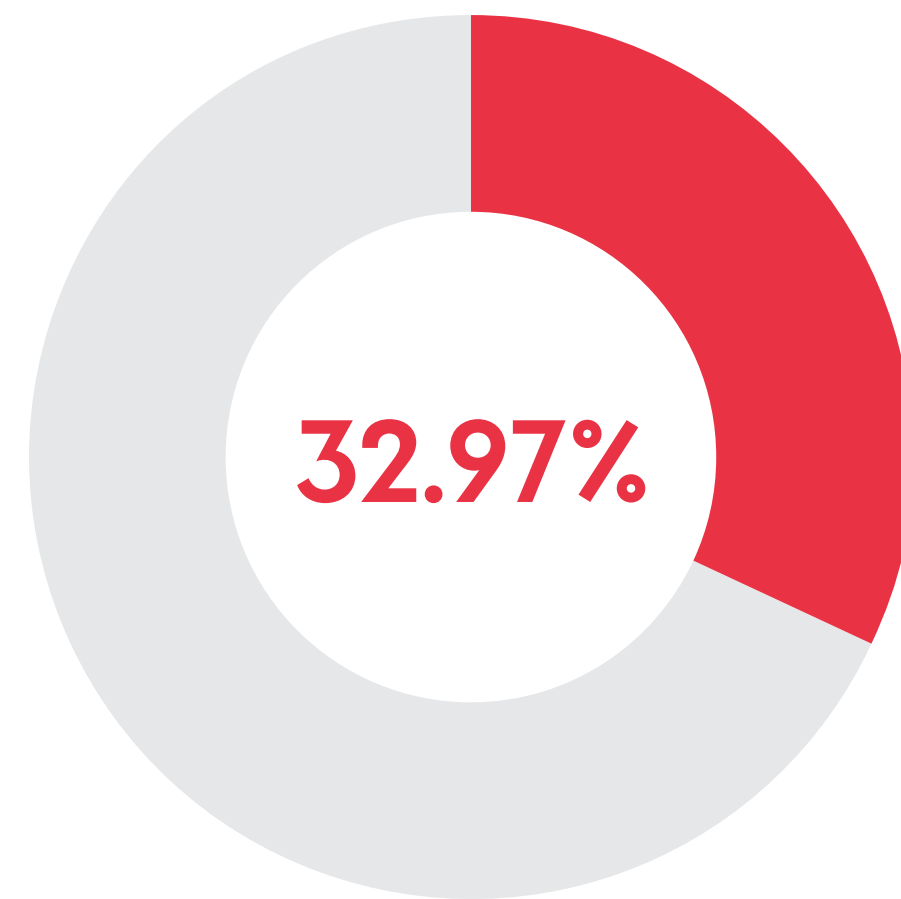
## AS AT Q2 FY 2024

PAISALO DIGITAL LIMITED

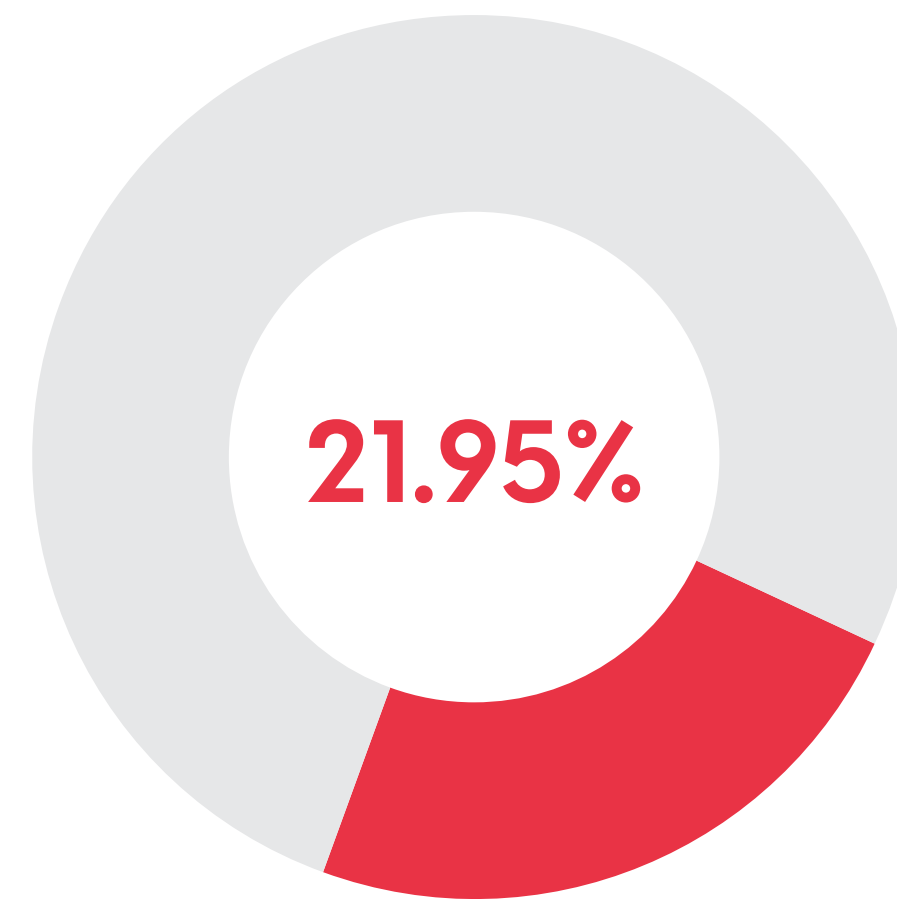
NSE : PAISALO

BSE : PAISALO

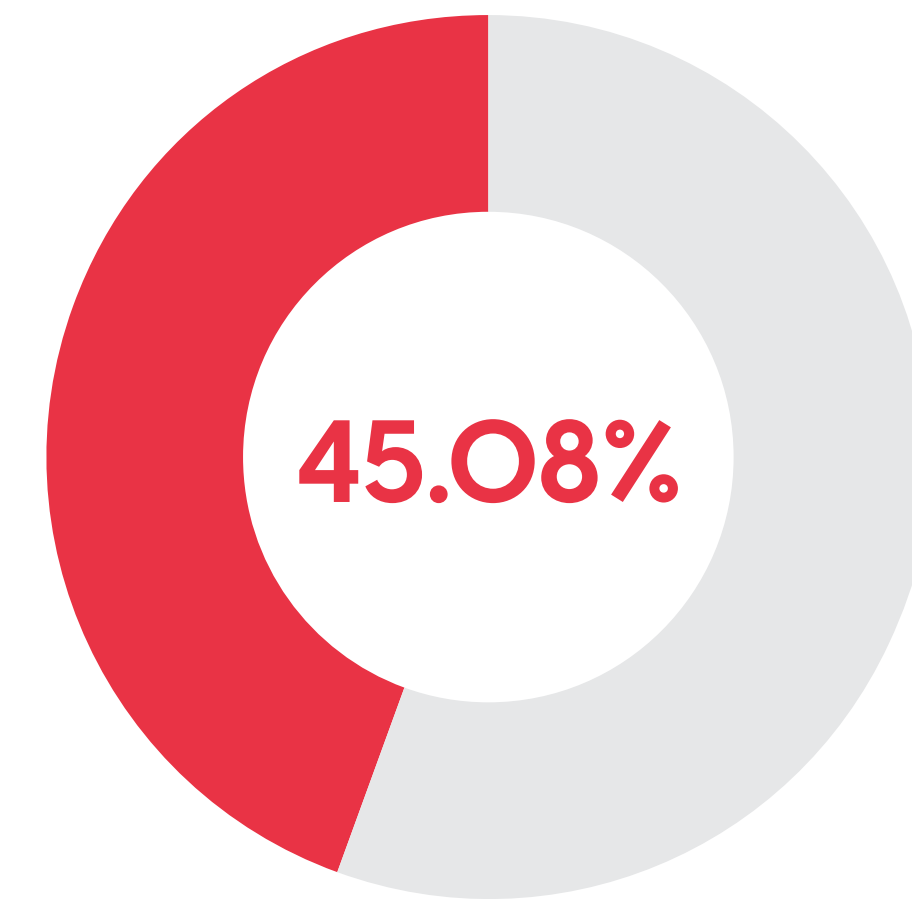
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PROMOTER &  
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FIIS AND DIIS



PUBLIC

'AA (Stable Outlook)'

'A1+' (for Commercial Paper)

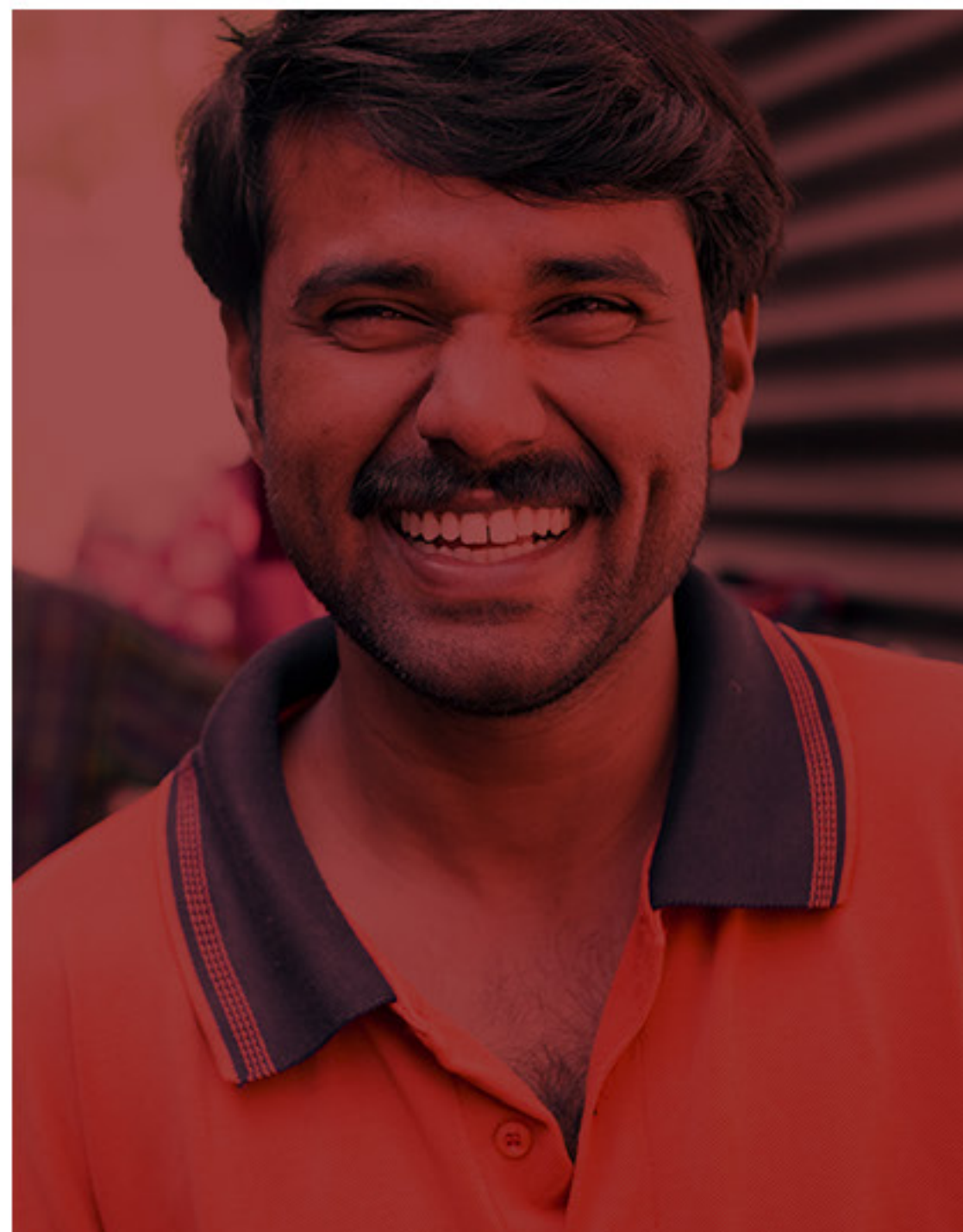
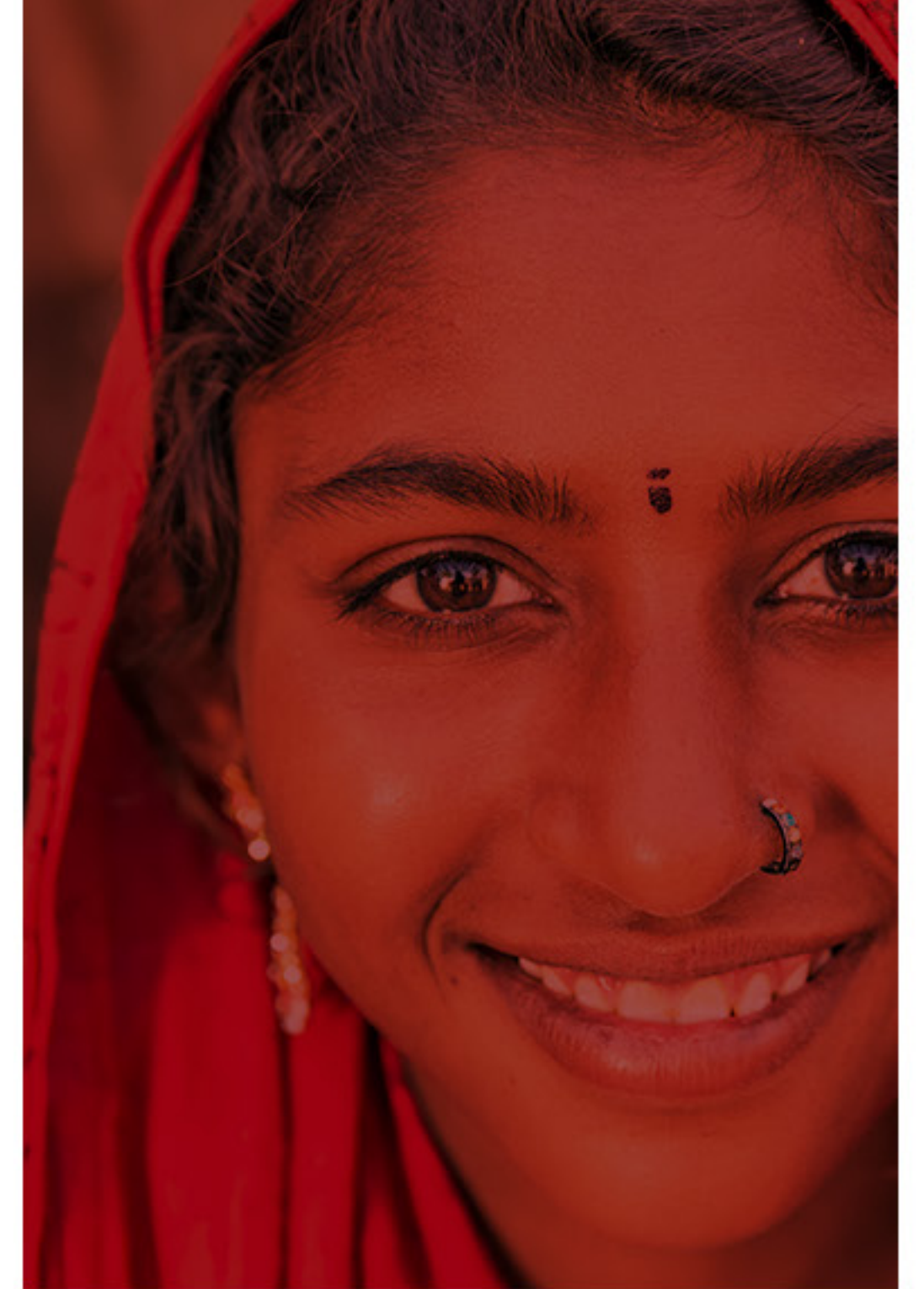


# Safe Harbor Statement

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.
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