13th August, 2020

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

Sub.: Presentation of Q1FY21 Earnings Call

Ref: Scrip Code: 511742

Dear Sir/ Madam,

We refer to our letter dated 10th August, 2020 in connection with Intimation of Q1FY21 Earnings Call scheduled to be held today at 11.30 A.M. (IST) to discuss financial results of the Company for the quarter ended 30th June, 2020.

In this connection, we are enclosing herewith presentation on Q1FY21 Earning.

Further, Pursuant to SEBI Circular number SEBI/HO/CFD/CMD1/CIR/P/2020/84 dated 20th May, 2020 the presentation also contains disclosure about impact of COVID–19 pandemic on the business operations of the Company.

This is for your information and dissemination.

Thanking you

Yours Faithfully,

For UGRO Capital Limited

KARANDIKAR ANIKET KRISHNAJI
Digitally signed by KARANDIKAR ANIKET KRISHNAJI
Date: 2020.08.13 11:12:21 +05'30'

Aniket Karandikar
Company Secretary

Encl: a/a

U GRO Capital

Q1 FY21 Earnings Update

U GRO Capital | Who We Are

A highly specialized, technology enabled small business lending platform

Knowledge

Deep domain expertise of target segments to better understand the customer

Technology

A scalable, data driven approach to ensure dissemination of knowledge

Experienced Management Team
250+ Years of Experience

Strong Corporate Governance
Board Controlled, Management Run

Large Institutional Capital
~$130M Of Equity Raised

U GRO Capital | Executive Summary

U GRO Capital

A technology enabled, highly specialized, small business lending platform

Management team with a collective experience of **150+ years**

INR 920+ Cr of equity raised from marquee investors – A systemically important NBFC (NBFC-NDSI)

Sector Specialization

- Healthcare
- Educational Services
- Food Processing
- Hospitality
- Chemicals
- Auto Components
- Light Engineering
- Electrical Equipment & Components

Shortlisted from 180 sectors through an extensive study of macro-economic and sector specific data

8 Sectors	**Sector Specific Statistical Scorecards**

Product Offerings

Secured Loan
Interest Rate – 10.5%-17%
(Ticket size - INR 1 lakh to 5 Crs)

Unsecured Loan
Interest Rate - 18-30%
(Ticket size - INR 1 lakh to 50 lakhs)

Supply Chain Financing
Interest Rate – 12.5-16%
(Ticket size - INR 25 lakhs to 2 Crs)

Distribution Strategy

Traditional Channel	New Age Channels
GRO Partners (operating in target segments / geographies)	**Digital Channels** (leverage 3rd party and own platforms for lead sourcing) **Ecosystem Led** (prioritized segments) **BFSI Partnerships**

Our Business Model

Branch Led Channel | GRO-Plus
"Uberized" Distribution model with a network of GRO Partners having higher productivities

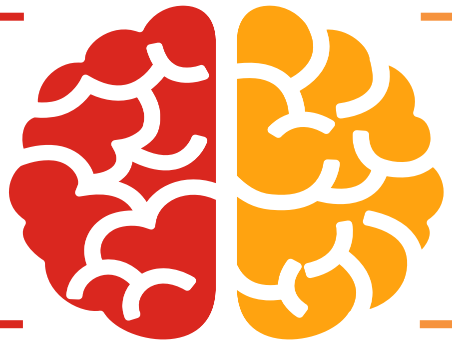
Ecosystem Led Channel | GRO-Chain
Partnerships with Anchors to lend to MSMEs in their business ecosystems

BFSI Led Channel | GRO-Xstream
Partnerships with NBFCs and Fintechs to co-originate ME loans in Tier 2 and Tier 3 cities

Direct to Customer Channel | GRO-Direct
Proprietary digital lending platform supplemented by pre-qualified leads

Distribution Channels

Knowledge Meets Technology



Fintech-Enabled Product Underwriting

Liability Sources

Traditional Balance Sheet
Lending using funds from banks; PSL nature of books to aid bank financing

Co-origination
Co-originate loans with larger banks to have access to higher ticket size loans

Specialized Programs with DFIs
Impact led financing in partnerships with DFIs in sectors like healthcare, education, clean energy

Assignment
Securitization of portions of the loan portfolio so it can be purchased by MFs/Insurance Firms/Banks

U GRO's distribution and liability strategies are both powered by proprietary technology modules

Business Update

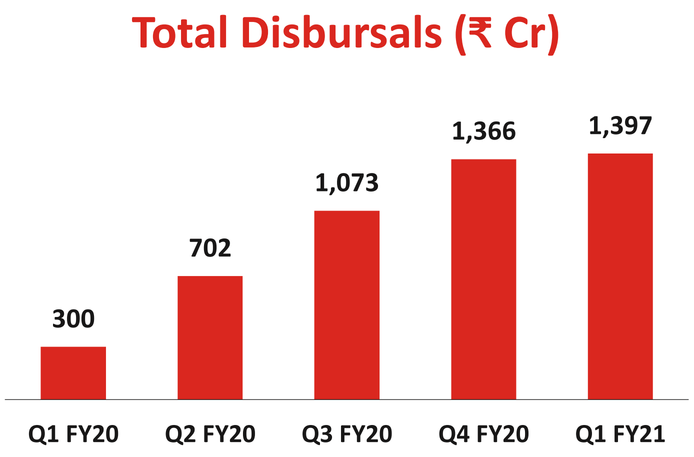
Q1 FY21 | Our Journey So Far

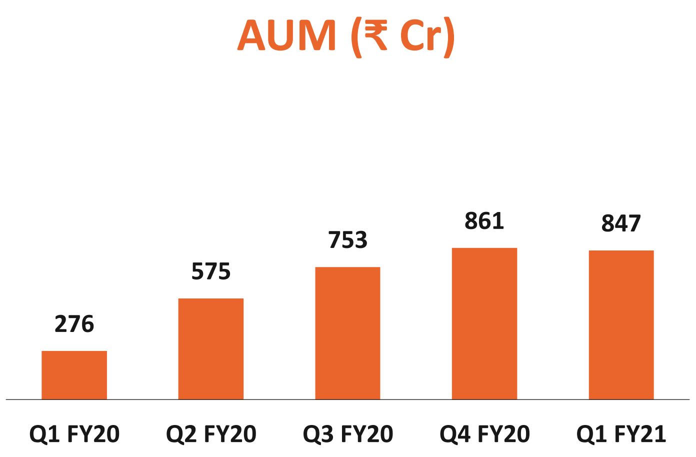
- **172** Employees
- **9** Branches
- **27** BFSI Partners
- **26** Ecosystem Partners
- **393** GRO Partners
- **4** Co-Origination Partners
- **₹847Cr** AUM
- **₹1,397Cr** Disbursals
- **7,343** Customers
- **69%** Secured

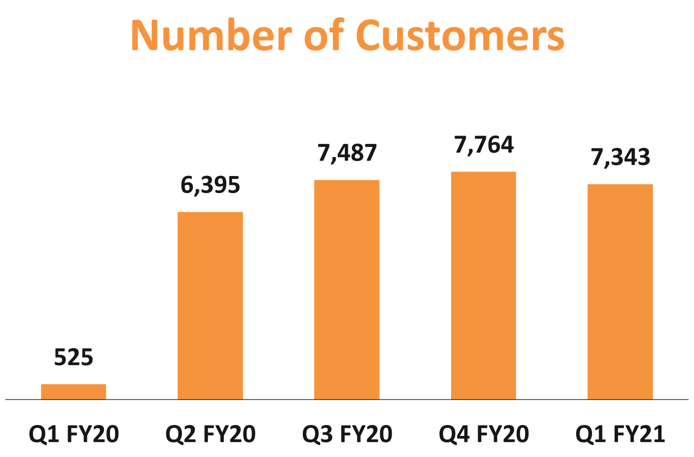
Our Q1 focus has been adapting our business to function optimally in the COVID-19 world and resumption of normal levels of disbursals

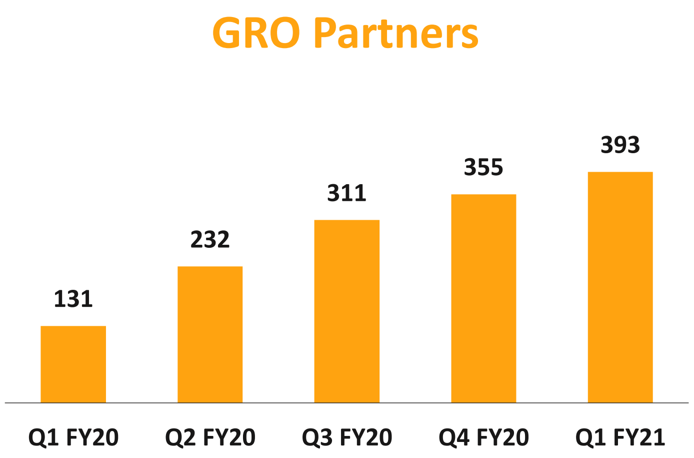
Data as of 30 June 2020

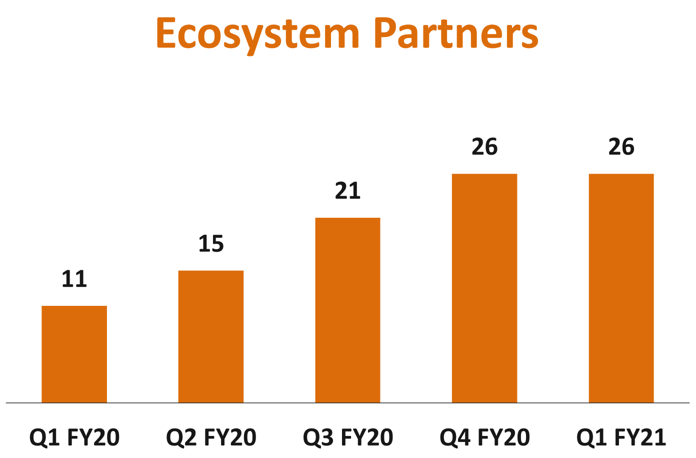
Q1FY21 Business Overview

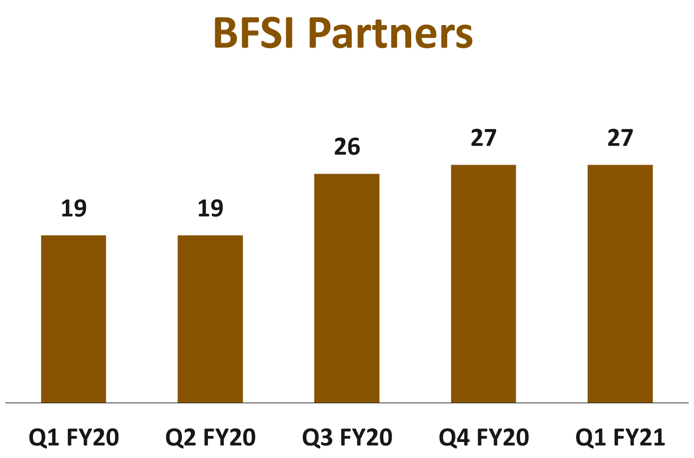












Q1 FY21 Overview (1/2)

Business	▪ **Reached ₹1,397Cr in total disbursals** as of the end of Q1FY21; lending operations were severely hampered this quarter due to COVID-19 ▪ July 2020 saw disbursals in excess of **₹93Cr,** approximately 80% of the monthly distribution levels pre-COVID-19 ▪ Nine branches across key Indian SME clusters; **number of employees stands at 172** ▪ GRO Partner network expanded by 11% QoQ to a total of **393** spread across key SME clusters
Distribution	▪ Emphasis on lending through **Sanjeevani** Program (targeted at providers of essential goods/services) and **Emergency Credit Line Guarantee Scheme (ECLGS)** ▪ Full lending **operations have recommenced** at all U GRO branches, with on-going **ramp up of partnership-driven channels**
Technology	▪ Full **digitalization of underwriting process** (including personal discussions); **checks and balances fully maintained** despite zero physical contact ▪ Integration of advanced rule engine with **machine learning architecture** into banking segmentation process
Risk Assessment	▪ Regular contact with customers to **monitor possible stress** effects on portfolio, with **three comprehensive customer surveys** having been conducted as of the end of Q1 FY21 ▪ Deep study conducted alongside **CRISIL** to fully understand and evaluate **sub-sector level stress**

Q1 FY21 Overview (2/2)

Portfolio

- Outstanding portfolio of **₹847Cr as of end Q1 FY21**, which is **69% secured** and diversified sectorally and geographically
- Moratorium coverage has **significantly reduced**, dropping from **over 80% in Moratorium 1.0 to 63% in Moratorium 2.0**
- Portfolio quality remains strong, with our loan book having a **GNPA of 1.02% and an NNPA of 0.57%** respectively
- U GRO has made **₹11.6Cr of total cumulative provisions (1.4% of AUM)**, of which **₹4.5Cr is additional provisions for COVID-19 (0.5% of AUM)**

Liability

- A total of **₹387Cr of sanctioned liability** raised at a blended average of **10.5%** as of end Q1 FY21
- U GRO's liability book comprises marquee lenders, including the **addition of multiple public sector banks in Q1 FY21**
- U GRO issued its first **commercial papers** in July 2020, with a face value of **₹10Cr**
- Incremental liability sanction pipeline of **INR 200 Cr+**
- The Company maintains **liquidity of over INR 300 Cr** on balance sheet, excluding sanctioned liability not drawn down

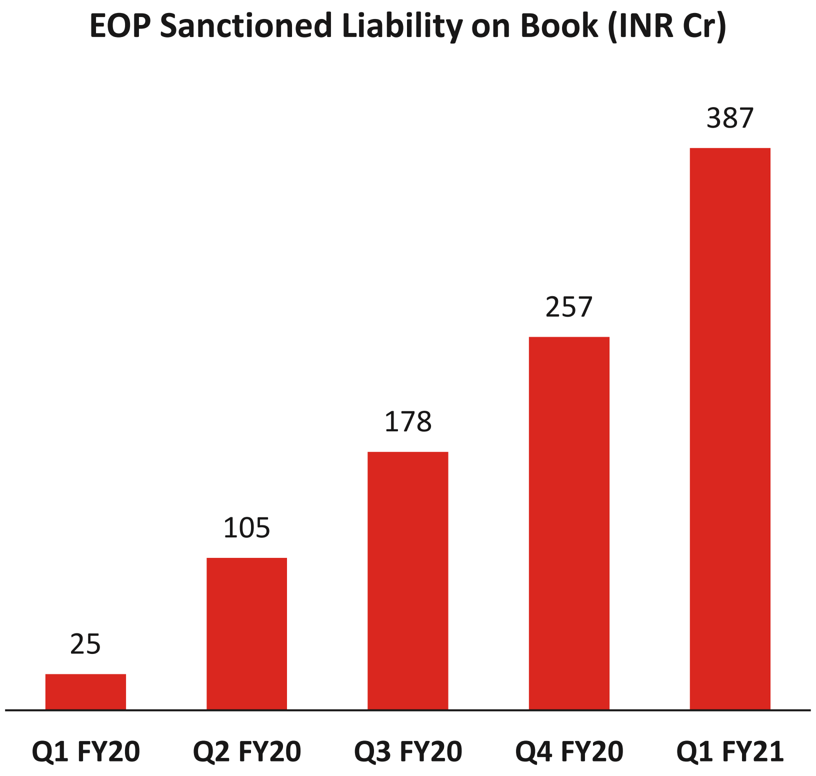
Financial

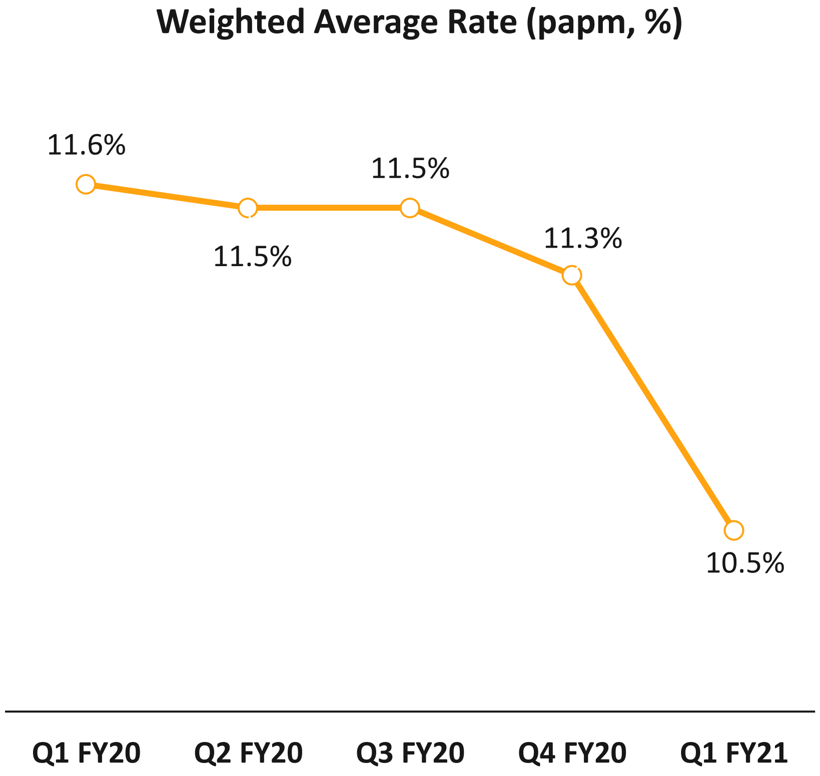
- The Company's **total income stands at INR 30.79 crores** for Q1 FY21 with a **PAT of INR 3.73 crores** and **CRAR of 99.42%**
- The net worth of the Company stands at **INR 926.1 crores** as of 30 June 2020 with **book value per share being INR 131.31**

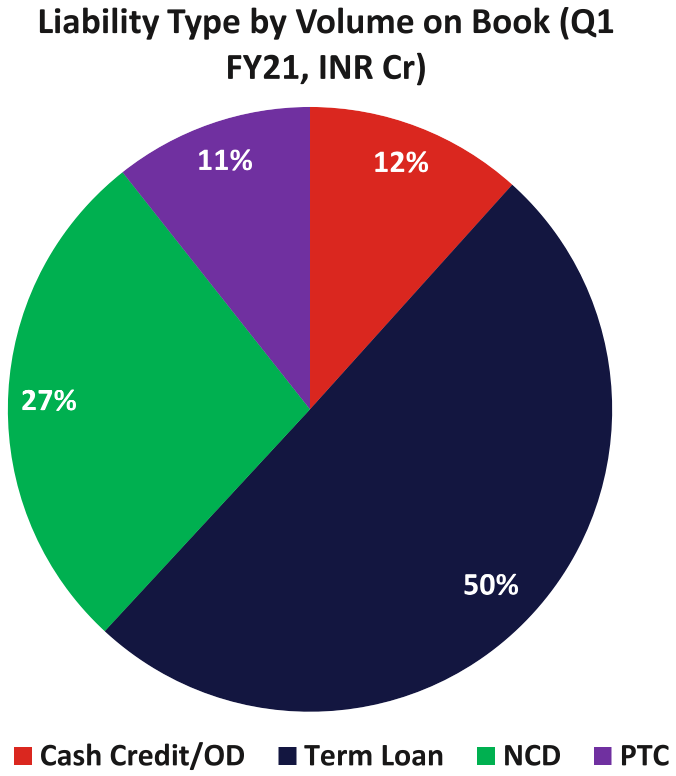
Miscellaneous

- **Employee safety** remains the highest priority at this time, with the organization transitioning to **full operating efficiency** while in a **work-from-home** mode
- The Company has completed registration under the Credit Guarantee Fund Trust For Micro And Small Enterprises (**CGTMSE**), with **75% credit guarantee** for eligible credit facilities **INR 2 crores or less**

Continued Scale-up of Liability Book, with Borrowing Costs Lowering





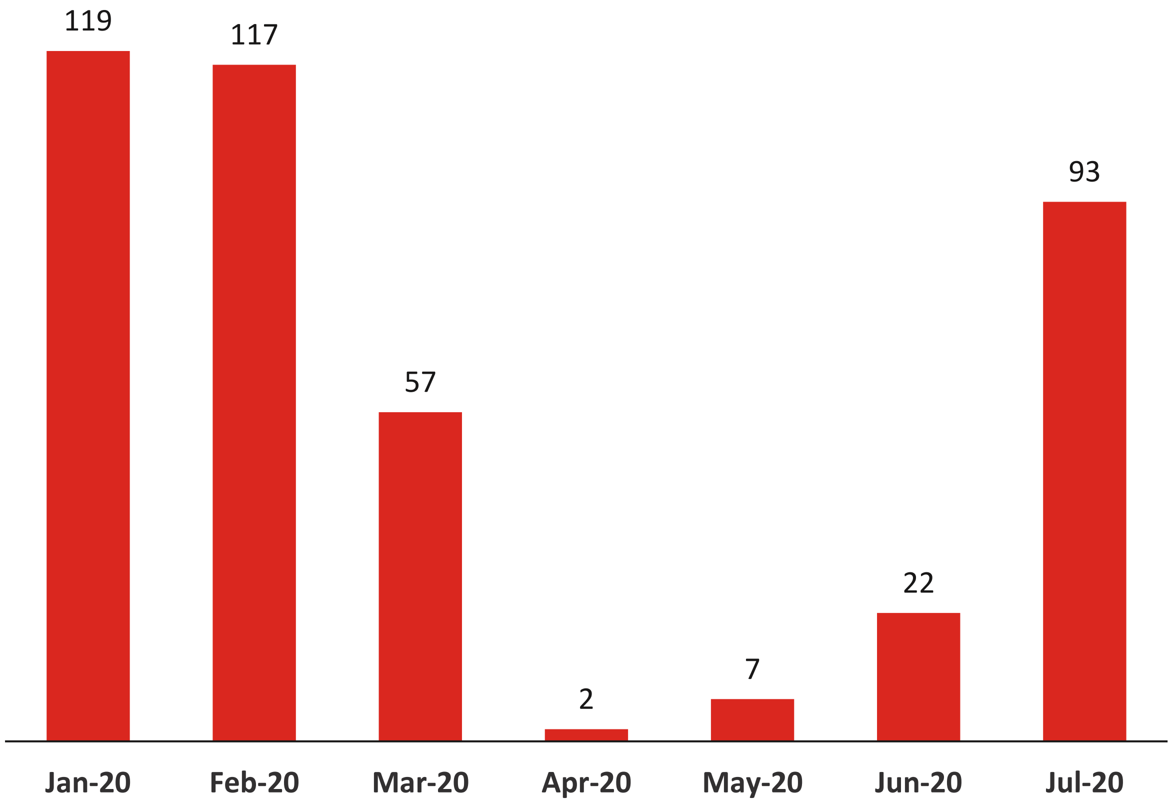


U GRO has built up a strong liability book and pipeline while utilizing government schemes such as TLTRO and PCG to achieve lower borrowing costs | The Company has built a diversified loan portfolio of varying tenors for optimal asset-liability management

Portfolio Overview

Disbursal and AUM | Q1 FY21 Snapshot

Disbursal Recovery in the COVID-19 Era (₹ Cr)



	Secured	Unsecured	SCF	Overall
AUM	₹415Cr	₹262Cr	₹170Cr	**₹847Cr**
Avg Ticket Size*	₹44.0 lakhs	₹4.2 lakhs	₹96.2 lakhs	**₹11.5 lakhs**
Avg Yield	11.7%	18.5%	13.3%	**14.1%**

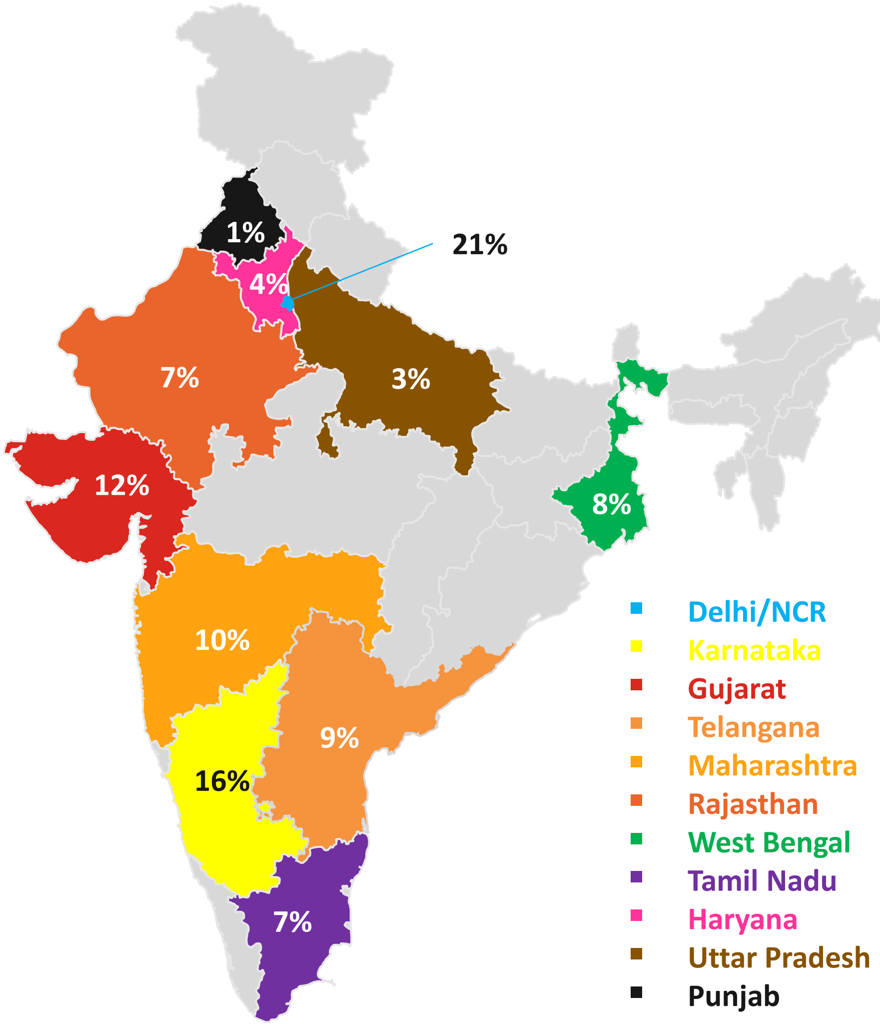
*Average ticket size on book

Focus on high risk thresholds and building a secure, granular and high-quality book

Q1 FY21 saw a major dip in disbursals across the lending space due to operational disruptions stemming from COVID-19 | Jul-20 has seen U GRO disburse loans at a level of ~80% of pre-COVID, we expect to normalize disbursals in the coming quarter

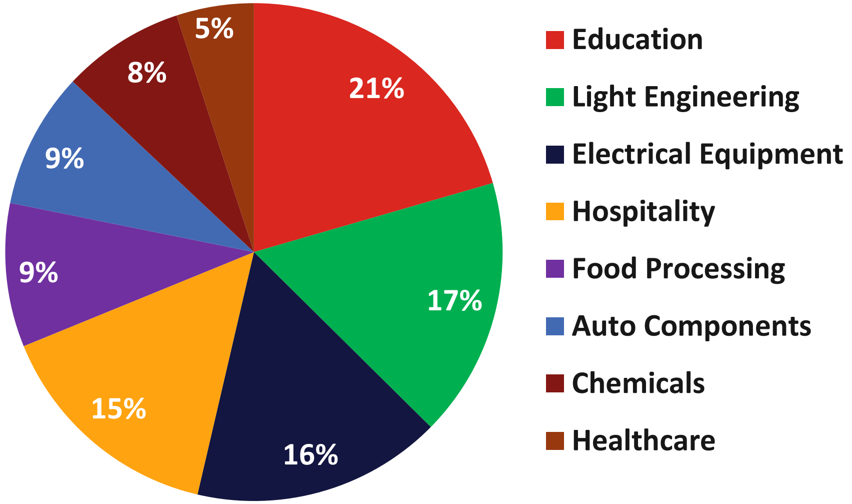
Portfolio Snapshot (As on June 30, 2020)

Geographical Mix*

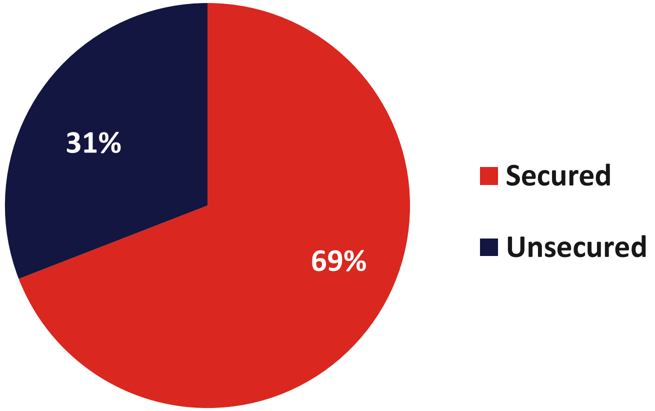


*Does not include Onward Lending or Portfolio Buyouts

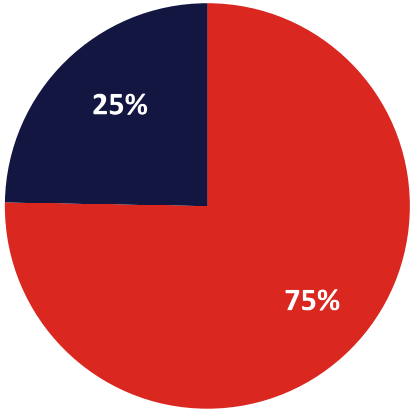
Sectoral Mix*



Secured Mix



Overall Book



Self-Sourced Book

Our portfolio mix remains largely unchanged from last quarter due to limited disbursals in Q1 FY21

Financial Statements and Shareholding Pattern

Balance Sheet

Balance Sheet (₹ Lakhs)	Q4 FY20	Q1 FY21
Financial Assets	**114,441**	**116,530**
Loans*	83,238	82,789
Cash and Investments	8,448	1,368
Other Financial Assets	22,755	32,373
Non-Financial Assets	**6,805**	**7,250**
Total Assets	**121,246**	**123,780**
Financial Liabilities	**28,745**	**30,789**
Trade/Other Payables	1,420	954
Borrowings & Debt Securities	25,454	27,919
Other Financial Liabilities	1,871	1,915
Non-Financial Liabilities	**349**	**377**
Total Equity	**92,152**	**92,614**
Equity Share Capital	7,053	7,053
Other Equity	85,100	85,561
Total Liabilities + Equity	**121,246**	**123,780**

- Remain liquid with over **₹300 crores** of immediate liquidity on the balance sheet
- **CRAR: 99.4%**
- **GNPA: 1.02%**
- **NNPA: 0.57%**
- **Book Value per Share (BVPS): 131.31**

*AUM as of end Q4 FY20 and Q1 FY21 are ₹861Cr and ₹847Cr respectively, the 'Loans' figure adjusts for net payouts and ECL as per Ind-AS

Income Statement

Income Statement (₹ Lakhs)	Q4 FY20	Q1 FY21
Interest Income on Loans	2,763	2,748
Other Operating Income	952	331
Financing Costs	642	684
Net Income	**3,073**	**2,395**
Operating Expenses	1,884	1,867
Provision	603	115
Profit Before Tax	**586**	**413**
Tax	(1,449)*	40
Profit/(Loss) for the period	**2,035**	**373**

- Other operating income for Q4 FY20 included a **one-time income of INR 5.55 crores**
- Financing costs have gone up despite weighted average **borrowing costs reducing** due to our desire to **build out our liability book**, which includes incurring **negative carry**
- Absolute value of **provisioning expense has come down** in Q1 FY21 because the majority of the **COVID-19 provisioning was accounted for in Q4 FY20**

Ind-AS accounting standards have been in place since Q1 FY20

*The Company has recorded Deferred Tax of Rs. 1,391 lacs on the tax losses transferred from Asia Pragati Cap Fin Private Limited on account of acquisition based on the reasonable certainty of the future taxable profits

Shareholding Pattern (as of June 30, 2020)

Illustrative List of Investors

Private Equity Funds

NewQuest Capital Partners
ADV Partners
Samena Capital
PAG

Public Market Funds

Indgrowth Capital
Abakkus
Chhattisgarh Investments
MK Ventures

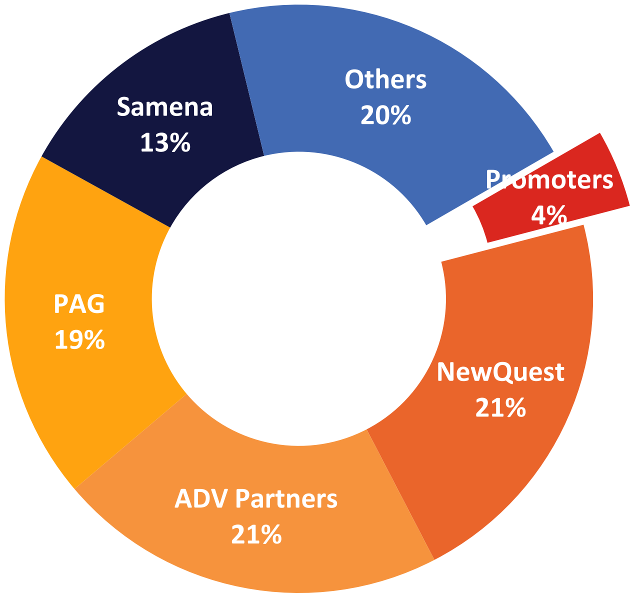
Insurance Firms

pnb MetLife

Family Offices

SAR Group
Himatsingka family
Famy Care Ltd. Taparia family
Jaspal Bindra
Gaurav Dalmia

Shareholding Pattern (Fully Diluted Basis, Post the demerger)



Initial fund raise from large PE funds, public market, insurance firms, family offices and HNIs

70,528,550 total shares outstanding with no extant dilutive instruments as of the end of June 30, 2020