

PAISALO DIGITAL LIMITED
Investor Presentation

A Systemically Important Non Deposit Accepting Non Banking Finance Company

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.

About Us

*28 year old leading Systemically
Important Non deposit Accepting
Non Banking Finance Company*

- ≈ Equity Listed on NSE, BSE and GDR Listed on LSE
- ≈ Market Capitalization of INR 17.34 Bn as at Q2 FY 2020
- ≈ Diversified Shareholding with 26.04% Promoter and 73.96% with Public, FIIs, DIIs and Mutual Funds as at Q2 FY 2020
- ≈ Well controlled PD:2.02%, LGD: 1.50% as at FY 2019
- ≈ Gross NPA: 0.28%, Net NPA: 0.21%
- ≈ Net Worth: INR7,457 Mn Q2 FY2020
- ≈ CRAR - 36.65% Q2 FY 2020

- ≈ Controlled Gearing: 2.01
- ≈ Current Ratio: 2.21 Q2 FY 2020
- ≈ Credit Rating: 'A (Stable)'
- ≈ 10% Dividend payment consistently for last 10years
- ≈ Clean Track record with Regulators, no pending statutory dues
- ≈ 116 branches spread across 10 states
- ≈ Highly experienced professional management
- ≈ Low Staff Attrition rate

- ≈ Best Practices for execution and serving of loans
- ≈ Safe, Cost Effective and Scalable Business Model with Risk Mitigation
- ≈ Full disclosure of information by using Algorithms for efficient elimination and selection process
- ≈ Access and usage of API from CRIF for credit history and use of Hunter Data for fraud/financial irregularities
- ≈ Affordable Loan, Maximum Convenience, Minimum Cost and Scalable
- ≈ Unique features of High Tech and High Touch for executing smart, easy and legally enforceable loans

Customer Outreach

PAISALO Digital Limited

NSE : PAISALO

BSE : PAISALO

Bloomberg : PAISALO:IN

1,200,000+

Customers Served
as at 31 March 2019

₹ 136,000+

Millions in Disbursements
as at 31 March 2019



HIGH TECH-HIGH TOUCH

- ≈ PAISALO uses trio of measures, Jan Dhaan, Aadhaar and Mobile (JAM Yojna) along with artificial intelligence and machine learning to provide – smart, easy and legally eligible loans
- ≈ Customers serviced through 116 Branches
- ≈ Team of 1500+
- ≈ Presence in 10 States
- ≈ High Tech-High Touch results in reduced non performing assets and value creation

Why PAISALO?

State Bank of India has signed its first Co-Origination of Priority Sector Loan Agreement with PAISALO Digital Limited

*“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

State Bank of India'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?

PAISALO - State Bank of India

1

SBI to contribute 80% of Loan Value under the Co - Origination Model

2

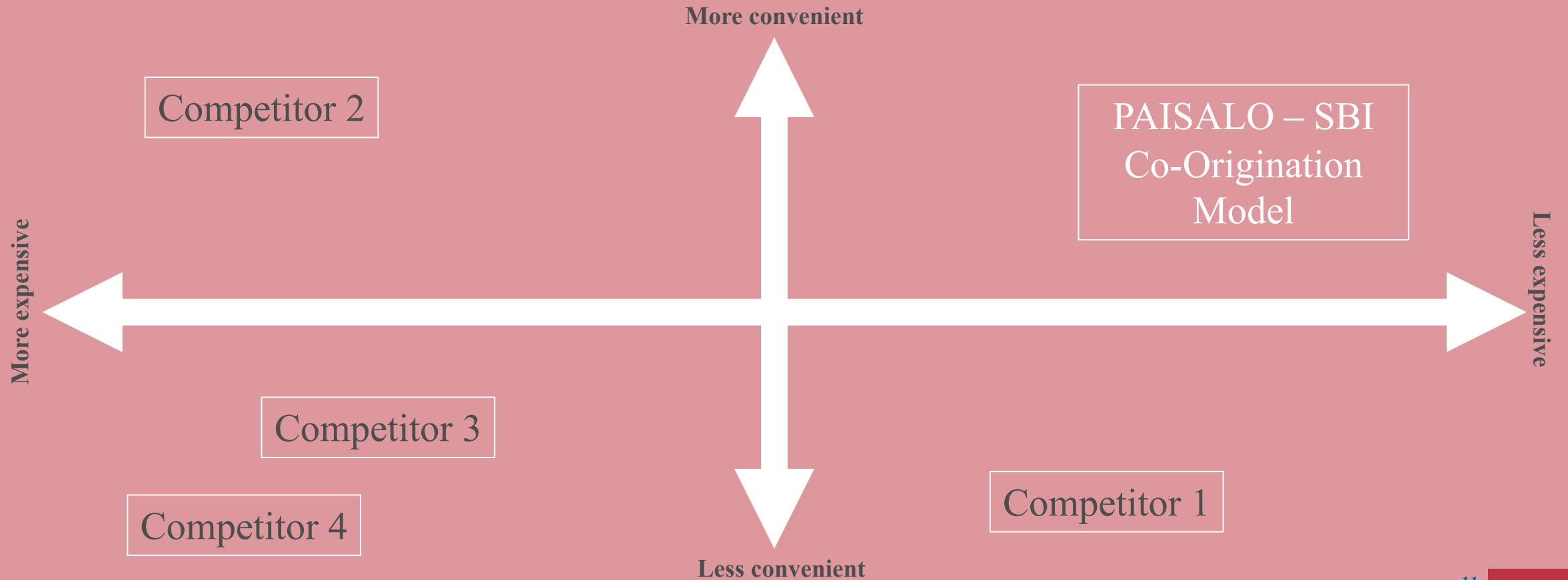
PAISALO to contribute 20% of Loan Value under the Co - Origination Model

3

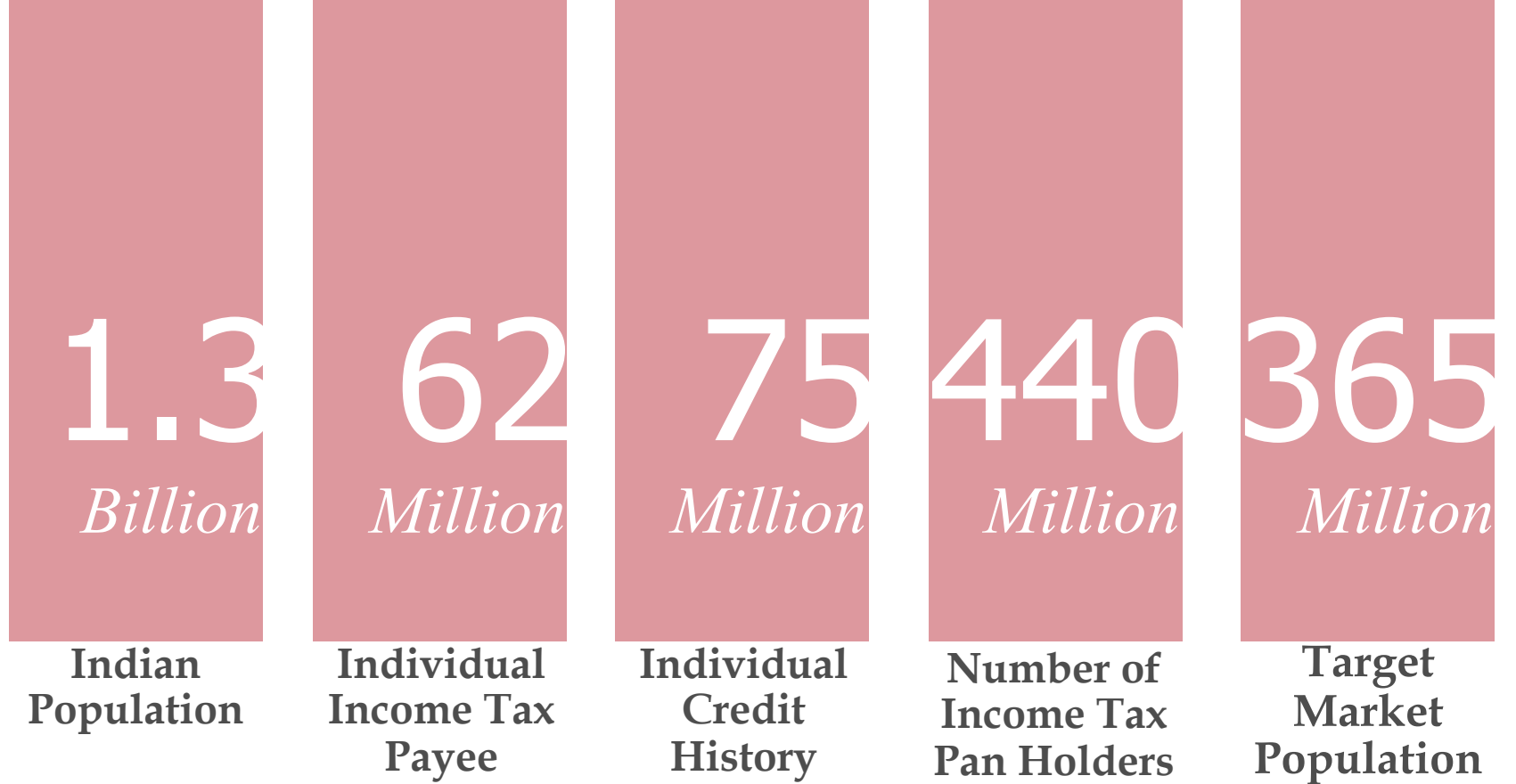
Risk and Reward Sharing in 80:20 ratio under the model

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

PAISALO – SBI Solution



MARKET OPPORTUNITY



₹25,000

Estimated Ticket Size

₹8,000 Bn

Estimated Annual Market Size

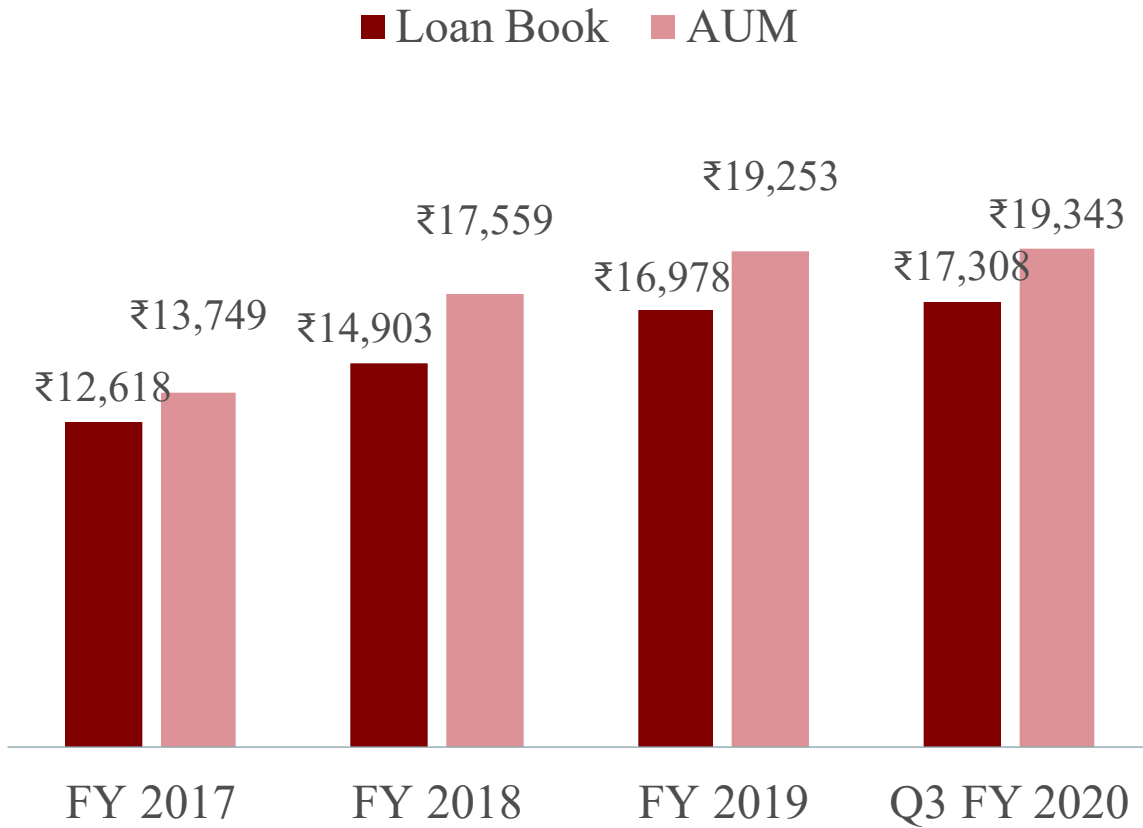
Financials

FINANCIALS

PARTICULARS	Q3 FY 2020
Loans and Advances	₹17,308
AUM	₹19,343
Disbursements	₹3,931
Revenue	₹2,557
PBT	₹737
PAT	₹556
Net Worth	₹7,669
Total Liabilities	₹13,338
Bank Borrowings	₹7,714
Debt to Equity Ratio	1.74
Bad Debts Written Off	₹392
Bad Debts Recovered	₹176
Gross NPA	0.29%
Net NPA	0.22%
CAR	42.59%

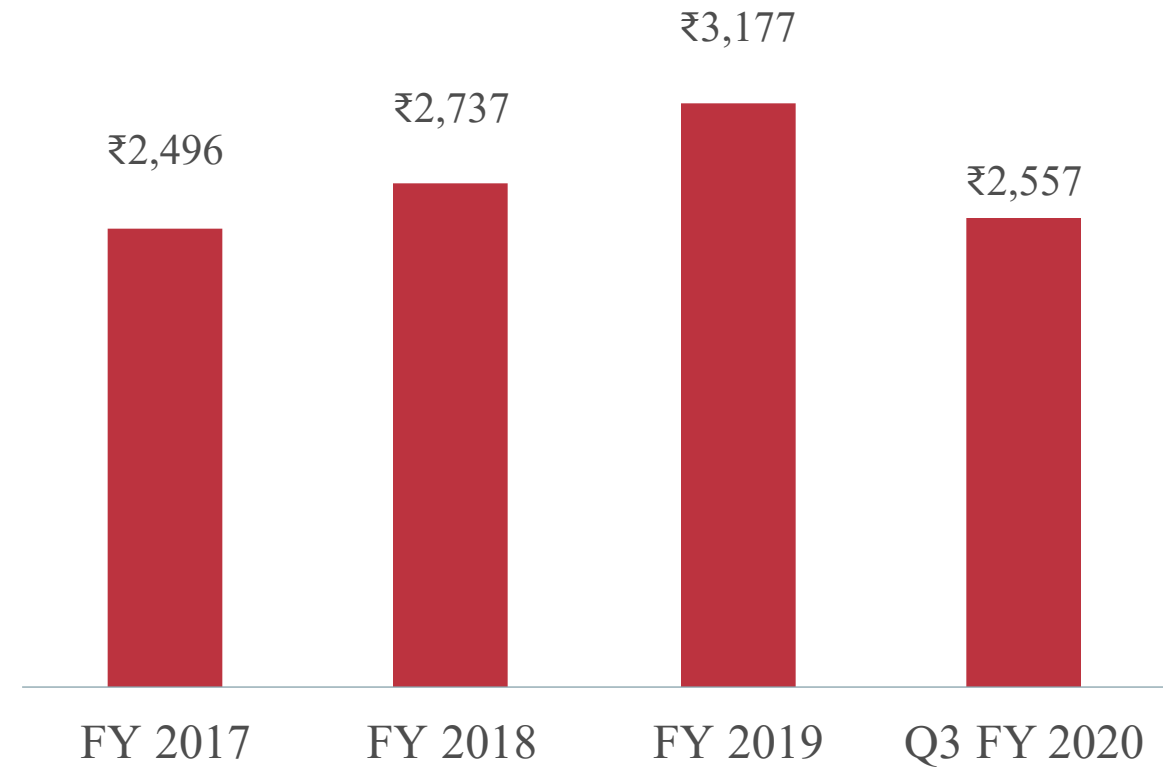
₹ in Millions

Loan Book and AUM



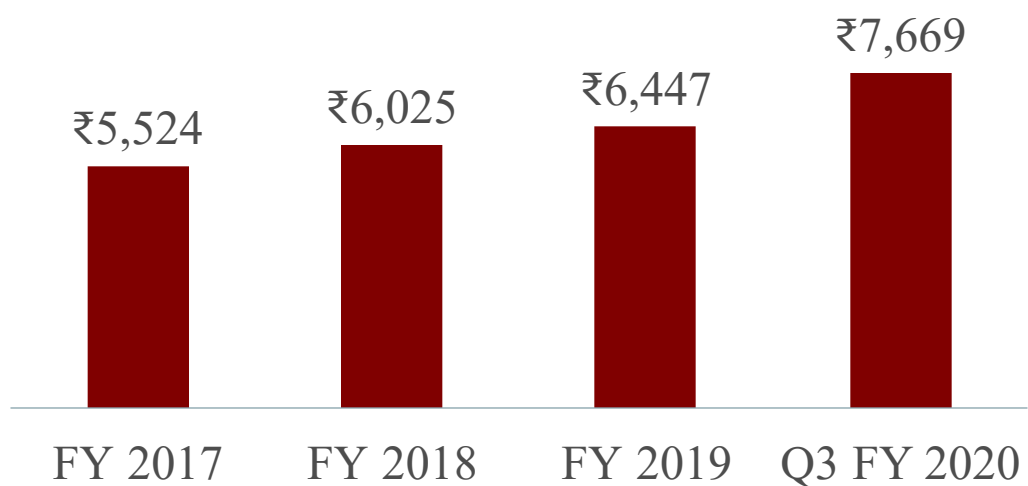
₹ in Millions

Revenue



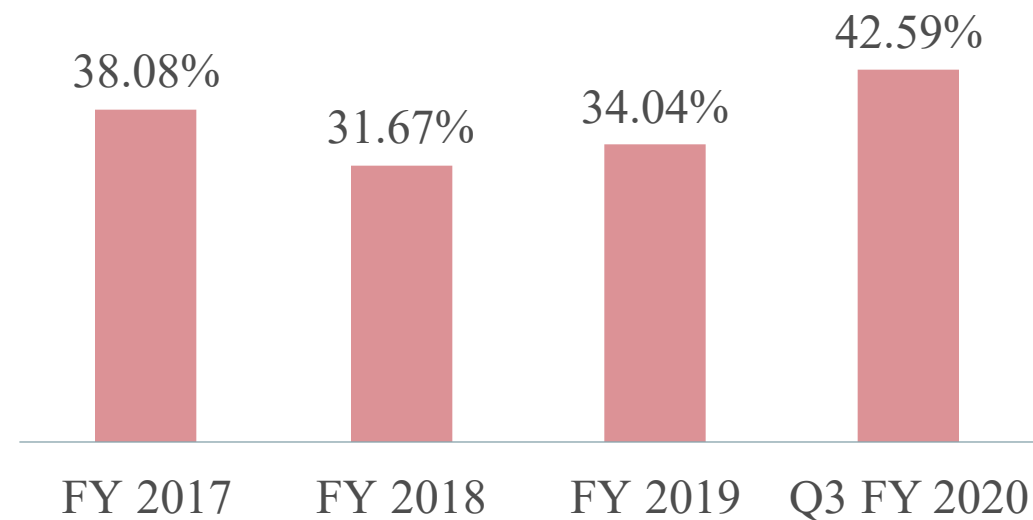
₹ in Millions

Net Worth



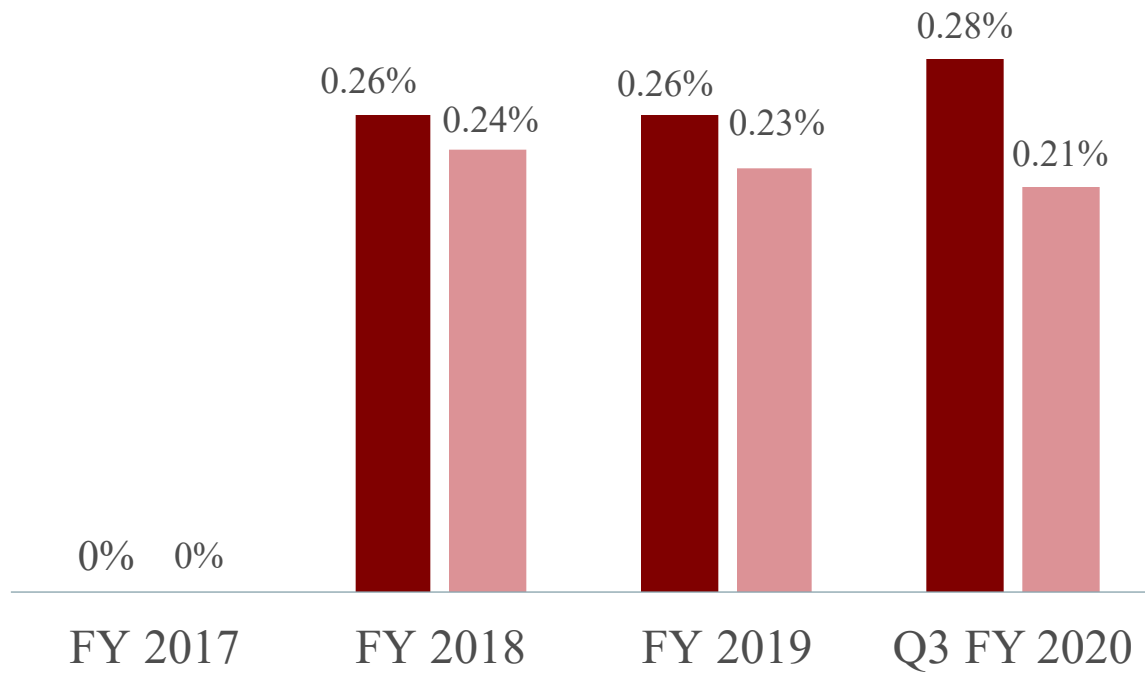
₹ in Millions

CAR

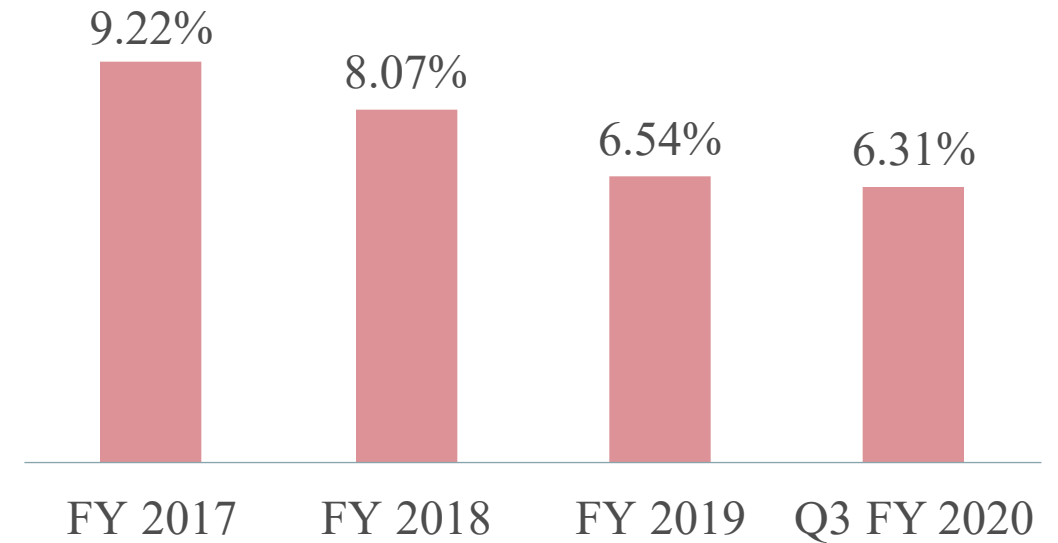


Gross NPA and Net NPA

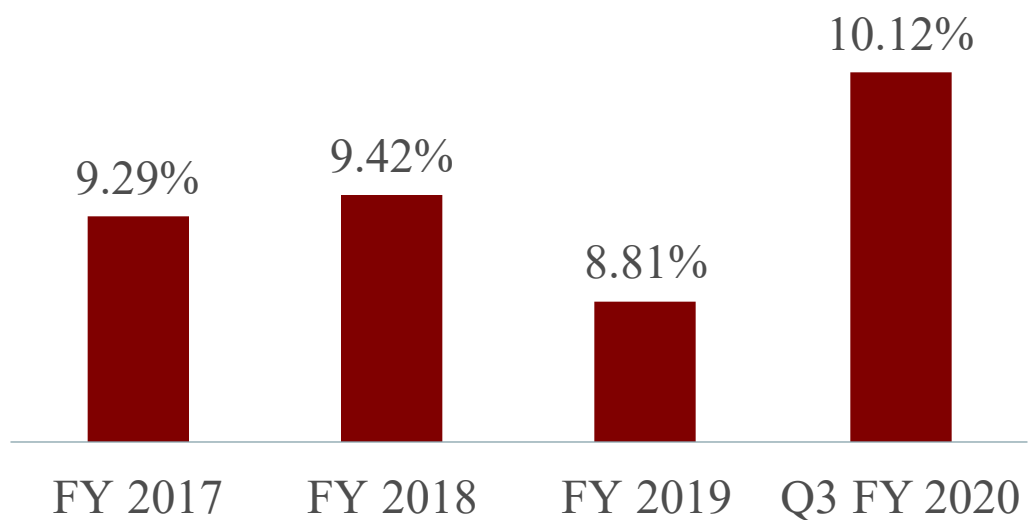
■ Gross NPA ■ Net NPA



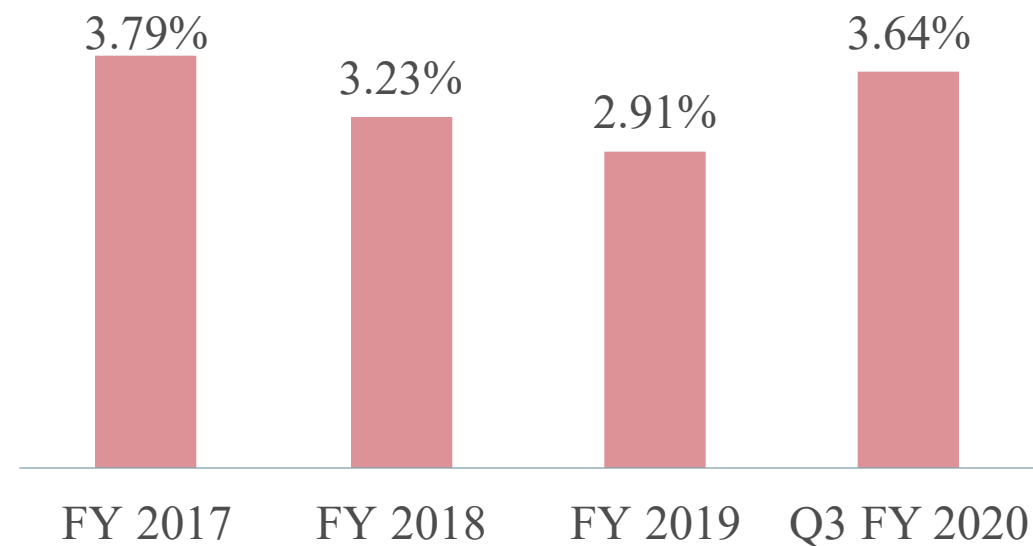
NIM



ROE



ROA



FINANCIALS

PARTICULARS	FY 2017	FY 2018	FY 2019
Loans and Advances	12,618	14,903	16,978
AUM	13,749	17,559	19,253
Interest Income	2,495	2,875	3,167
NIM	9.22%	8.07%	6.60%
PAT	513	560	567
Cash Accrual	570	624	615
Net worth	5,524	6,035	6,447
Total Debt	9,761	12,908	9,462
Debt Equity Ratio	1.77	2.15	2.01
Gross NPA	0%	0.26%	0.26%
NET NPA	0%	0.24%	0.23%
ROA	3.79%	3.23%	2.91%
ROE	9.29%	9.42%	8.81%
CAR	38.08%	31.67%	34.04%
Book Value	₹136	₹149	₹159

₹ in Millions

FINANCIALS

Critical Ratios

As at 31 March 2019

INR in Millions

<i>Particulars</i>	FY 2017	FY 2018	FY 2019
Tangible Net Worth (TNW)	₹5,524	₹6,035	₹6,447
Bank Borrowings (BB)	₹5,976	₹7,785	₹7,422
Total Outside Liabilities (TOL)	₹9,710	₹12,973	₹12,982
BB / TNW (Times)	1.08	1.29	1.15
TOL / TNW (Times)	1.77	2.15	2.01

FINANCIALS

Performance Highlights

As at 31 March 2019

INR in Millions

PARTICULARS	FY 2017	FY 2018	FY 2019
Loans and Advances	₹12,618	₹14,903	₹16,978
Interest Income	₹2,495	₹2,875	₹3,167
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Net worth	₹5,524	₹6,035	₹6,447
Total Outside Debt	₹9,761	₹12,908	₹9,462
Debt to Equity Ratio	1.77	2.15	2.01
Gross NPA	0%	0.26%	0.26%
NET NPA	0%	0.24%	0.23%
ROE	9.29%	9.42%	8.81%
ROCE	7.59%	7.03%	7.34%

Shareholding Pattern

NSE: PAISALO

BSE: PAISALO

Bloomberg: PAISALO:IN



27.74%

INDIAN PROMOTERS



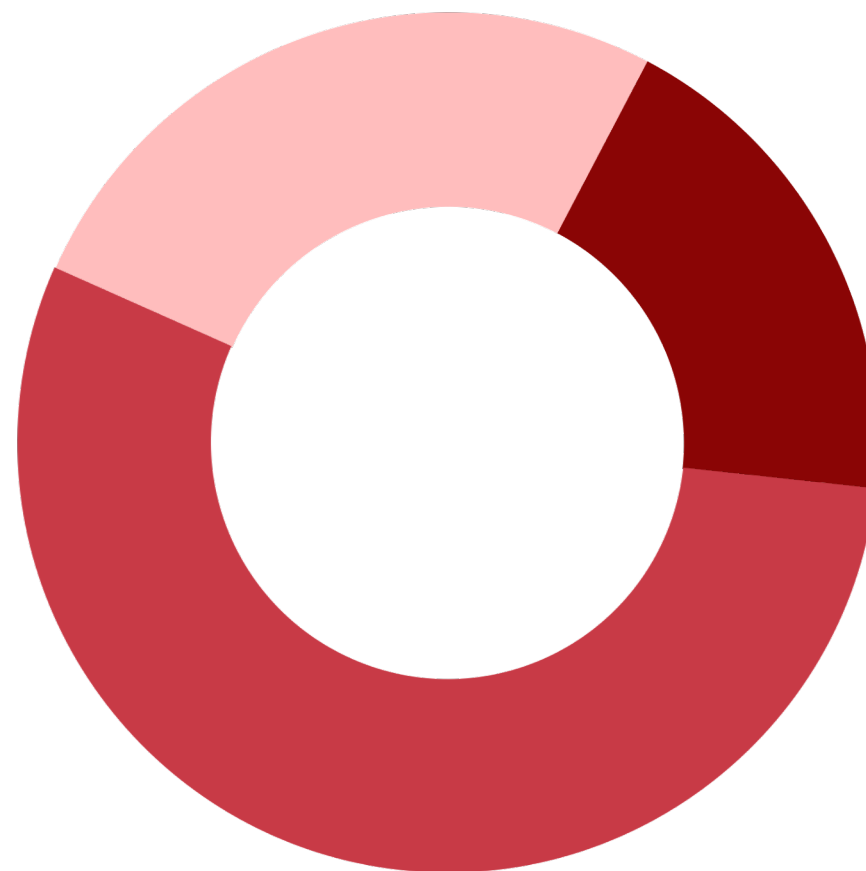
17.95%

FIIs and DIIs



54.31%

PUBLIC



Credit Rating

As At 31 March 2019



'A (Positive)'
INFORMERICS



'A-'
FITCH



Board of Directors



***BOARD OF
DIRECTORS***



Sunil Agarwal

Managing Director

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



Harish Singh

Executive Director

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



Anoop Krishna

Whole Time Director

Veteran Banker with over 35 years of experience with State bank of India at all levels

***BOARD OF
DIRECTORS***



Sunil Srivastav

Independent Director

38 years of experience in the field of Banking, retired as Deputy Managing Director of State bank of India



Gauri Shankar

Independent Director

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



**Bhama
Krishnamurthy**

Independent Director

30 years of experience in the field of Banking, held position of Country Head and CGM of Small Industries Development Bank of India

***BOARD OF
DIRECTORS***



**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



**Pradeep
Agarwal**

Independent Director

37 years of experience in the field of Banking, held position of General Manager of Oriental Bank of Commerce



**Naresh Kumar
Jain**

Independent Director

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

**THANK
YOU**

Phone:
+91 11 43-51-8888

Email:
ir@paisalo.in

Website:
www.paisalo.in