

**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

*29-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 6.51 Bn as at FY 2020
- ≈ Diversified Shareholding with 27.74% Promoter and 72.26% with Public, FIIs, DIIs and Mutual Funds as at FY 2020
- ≈ Gross NPA: 0.44%, Net NPA: 0.34%
- ≈ Net Worth: INR7,603 Mn FY2020
- ≈ CRAR - 43.06% FY 2020
- ≈ Controlled Gearing: 1.99

- ≈ Current Ratio: 1.8 FY 2020
- ≈ Credit Rating: 'A (Positive)'
- ≈ 10% Dividend payment consistently for last 10years
- ≈ Clean Track record with Regulators, no pending statutory dues
- ≈ 129 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*

1,500,000+

Customers Served  
as at 31 March 2020

₹ 150,000+

Millions in Disbursements  
as at 31 March 2020



## 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

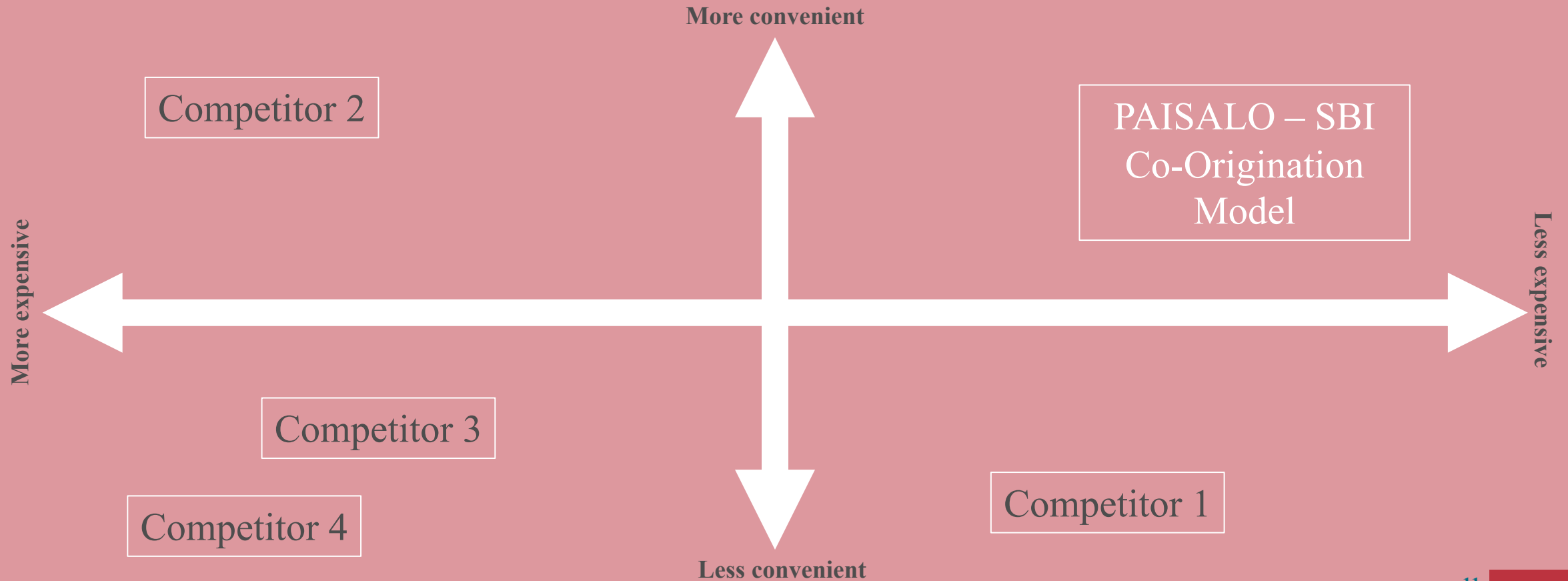
PAISALO to contribute 20% of Loan Value under the Co - Origination Model

3

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

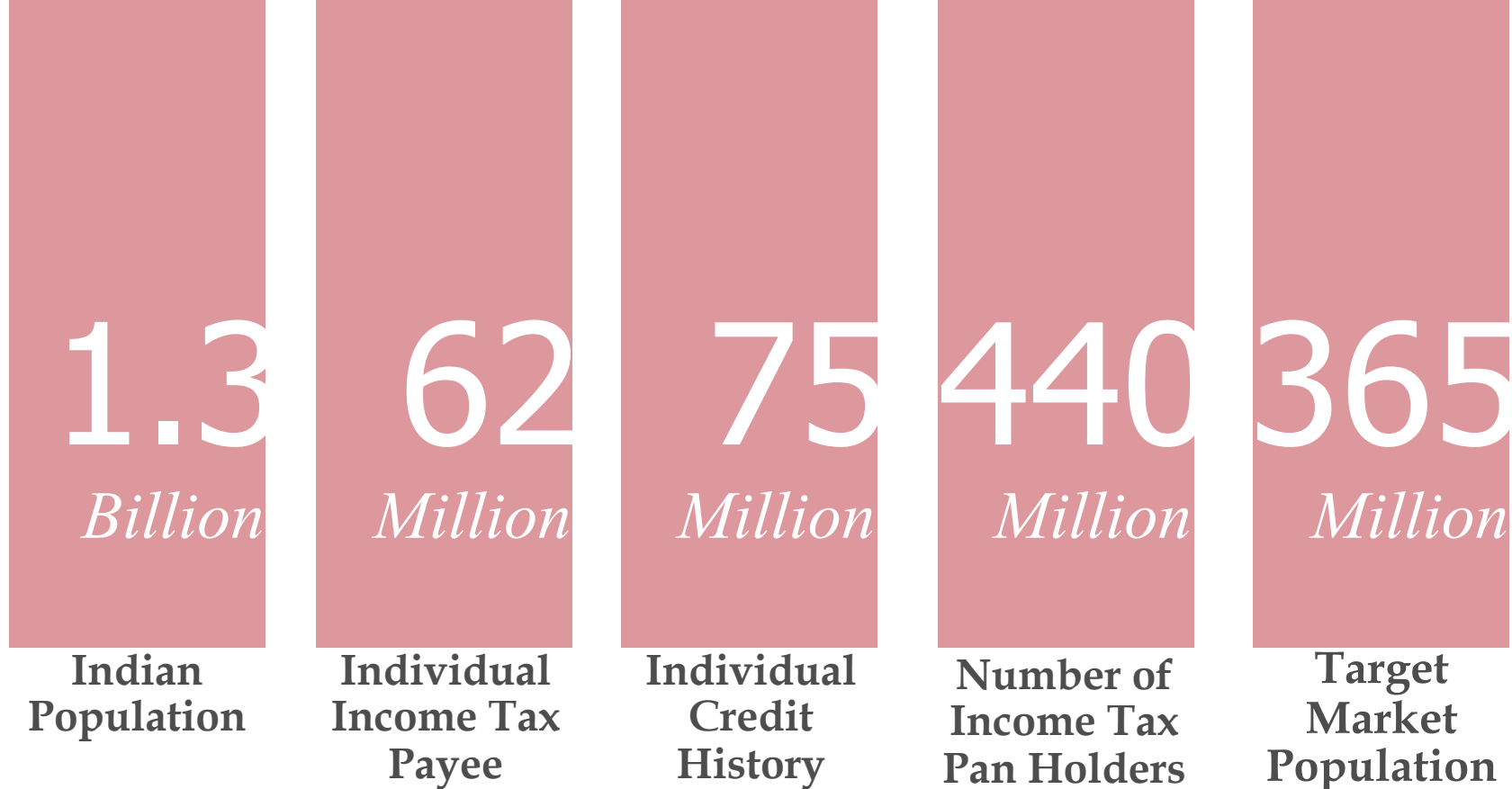
- ≈ PAISALO to source and service customers
- ≈ PAISALO and State Bank of India Agreement is in conformity with prescribed Reserve Bank of India Regulations

# PAISALO – SBI Solution





## MARKET OPPORTUNITY



**₹25,000**  
*Estimated Ticket Size*

**₹8,000 Bn**  
*Estimated Annual Market Size*

# Financials

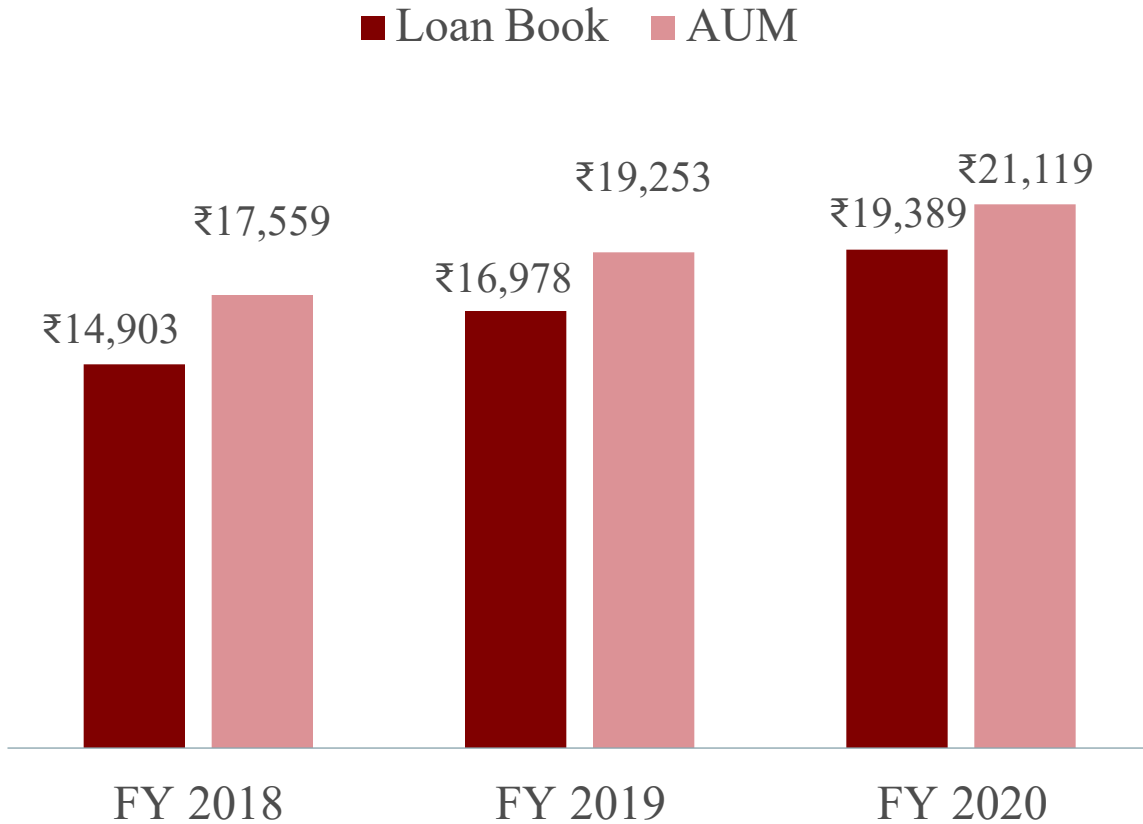
# FINANCIALS

PARTICULARS	FY 2020
Loans and Advances	₹19,389
AUM	₹21,119
Disbursements	₹3,754
Revenue	₹3,375
PBT	₹739
PAT	₹540
Net Worth	₹7,603
Total Liabilities	₹13,825
Bank Borrowings	₹7,987
Debt to Equity Ratio	1.82
Bad Debts Written Off	₹653
Bad Debts Recovered	₹384
Gross NPA	0.44%
Net NPA	0.34%
CAR	43.06%

₹ in Millions

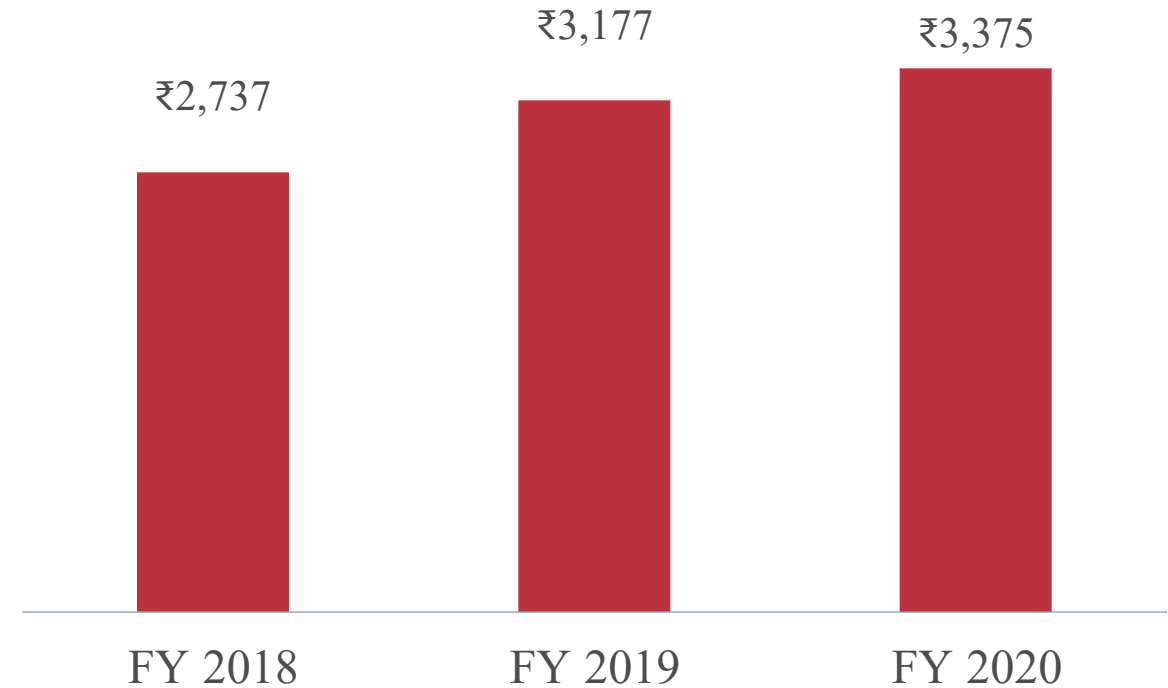


## Loan Book and AUM



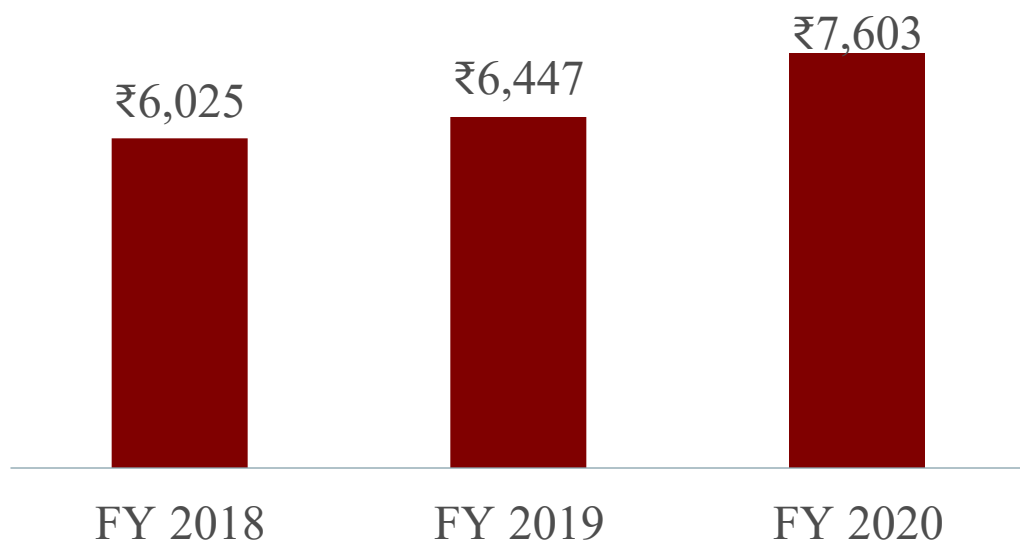
₹ in Millions

## Revenue



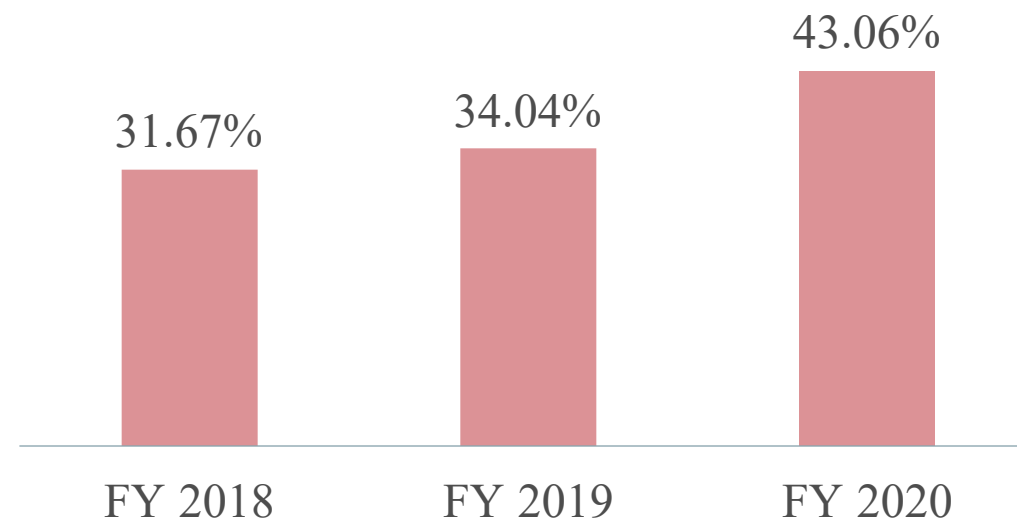
₹ in Millions

## Net Worth



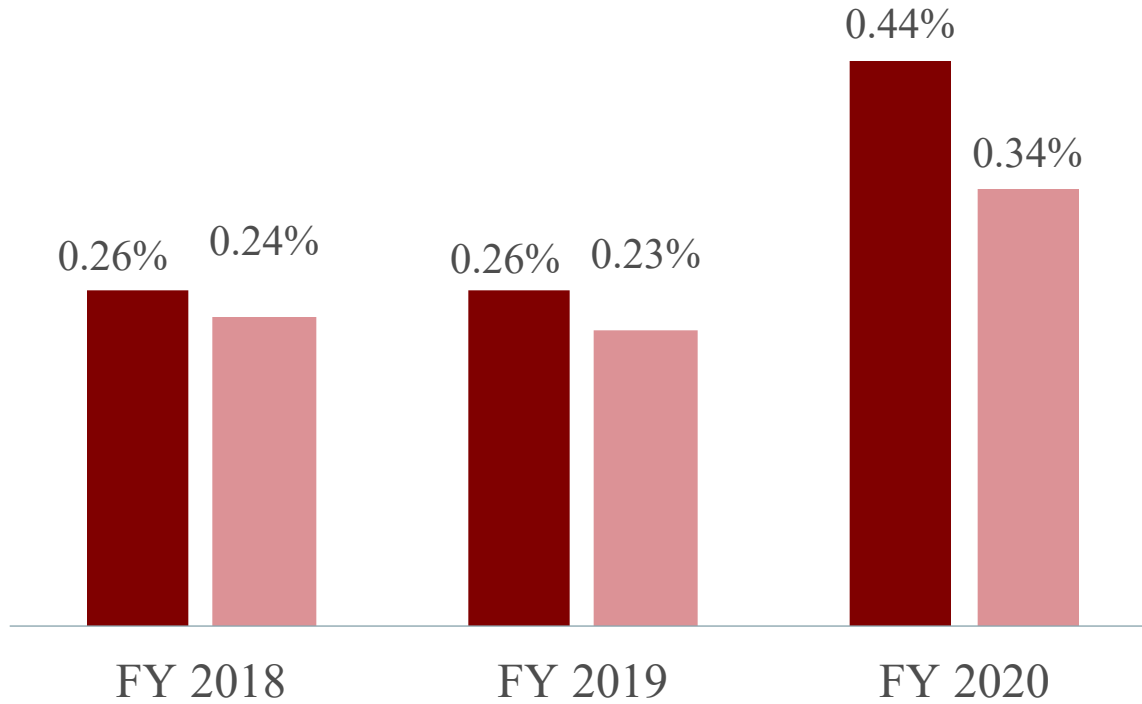
₹ in Millions

## CAR

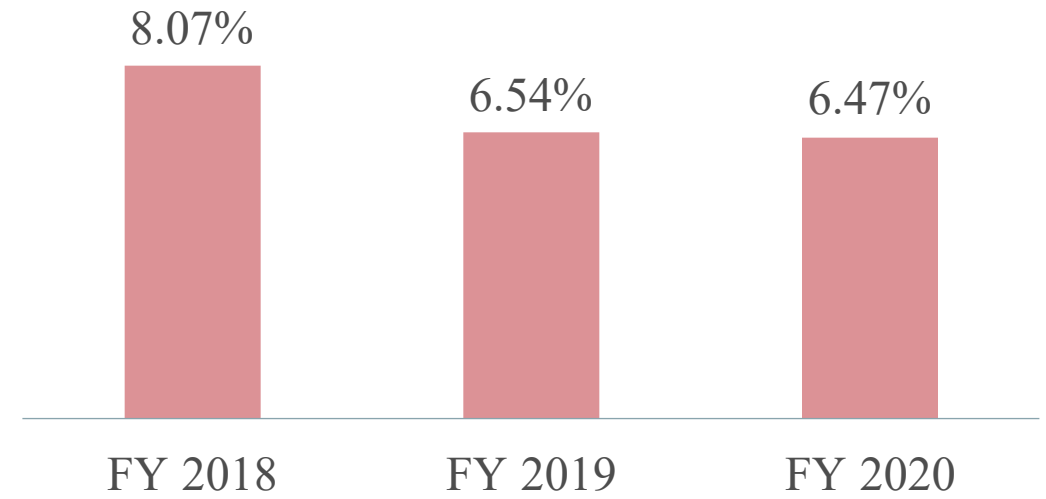


## Gross NPA and Net NPA

■ Gross NPA ■ Net NPA

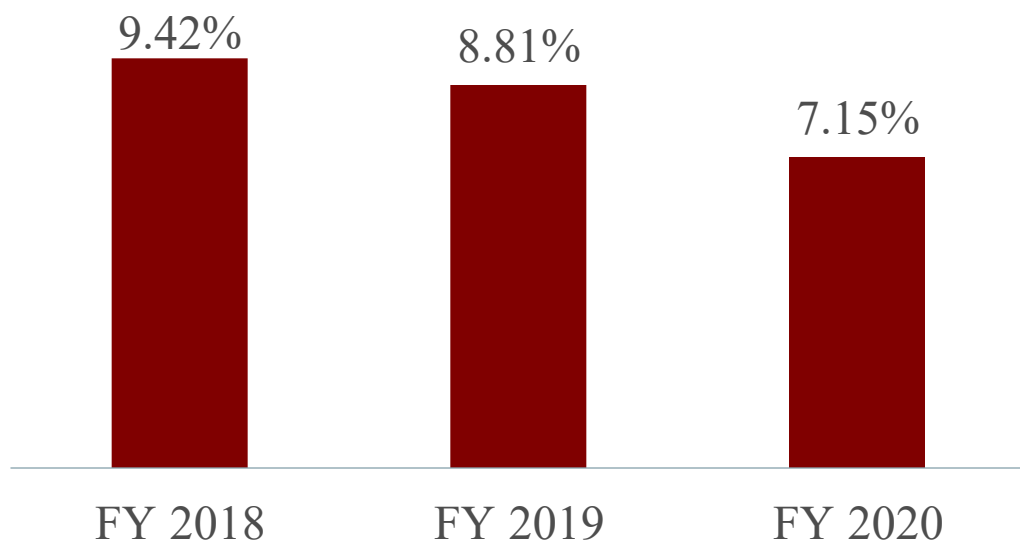


## NIM

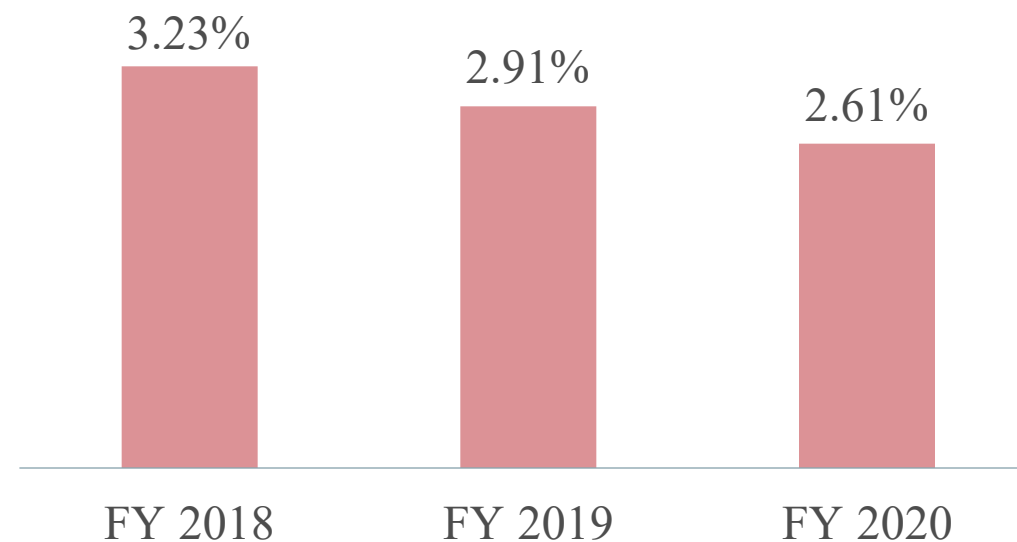




## ROE



## ROA



# FINANCIALS

PARTICULARS	FY 2018	FY 2019	FY 2020
Loans and Advances	14,903	16,978	19,389
AUM	17,559	19,253	21,119
Interest Income	2,875	3,167	3,375
NIM	8.07%	6.60%	6.47%
PAT	560	567	540
Cash Accrual	624	615	580
Net worth	6,035	6,447	7,603
Total Debt	12,908	9,462	10,701
Debt Equity Ratio	2.15	2.01	1.82
Gross NPA	0.26%	0.26%	0.44%
NET NPA	0.24%	0.23%	0.34%
ROA	3.23%	2.91%	2.61%
ROE	9.42%	8.81%	7.15%
CAR	31.67%	34.04%	43.06%
Book Value	₹149	₹159	₹179

₹ in Millions

## FINANCIALS

### *Critical Ratios*

*As at 31 March 2019*

*INR in Millions*

<i>Particulars</i>	FY 2018	FY 2019	FY 2020
Tangible Net Worth (TNW)	₹6,035	₹6,447	₹7,603
Bank Borrowings (BB)	₹7,785	₹7,422	₹7,983
Total Outside Liabilities (TOL)	₹12,973	₹12,982	₹13,738
BB / TNW (Times)	1.29	1.15	1.05
TOL / TNW (Times)	2.15	2.01	1.81



## FINANCIALS

*Collection Efficiency*

*INR in Millions*

PARTICULARS	FY 2018	FY 2019	FY 2020
Opening Overdue Installments	₹156	₹111	₹96
Amount Due Installments + Interest	₹12,981	₹14,794	₹13,640
Total Collection	₹12,534 (98%)	₹14,810 (96%)	₹13,617 (%98)
Gross Bad Debt w/o net of income and other dues	₹493	₹856	₹1,037
Closing overdue installments	₹111	₹96	₹106
Bad Debts Recovered	₹147	₹367	₹384

## Shareholding Pattern

NSE: PAISALO

BSE: PAISALO

Bloomberg: PAISALO:IN



**27.74%**

INDIAN PROMOTERS



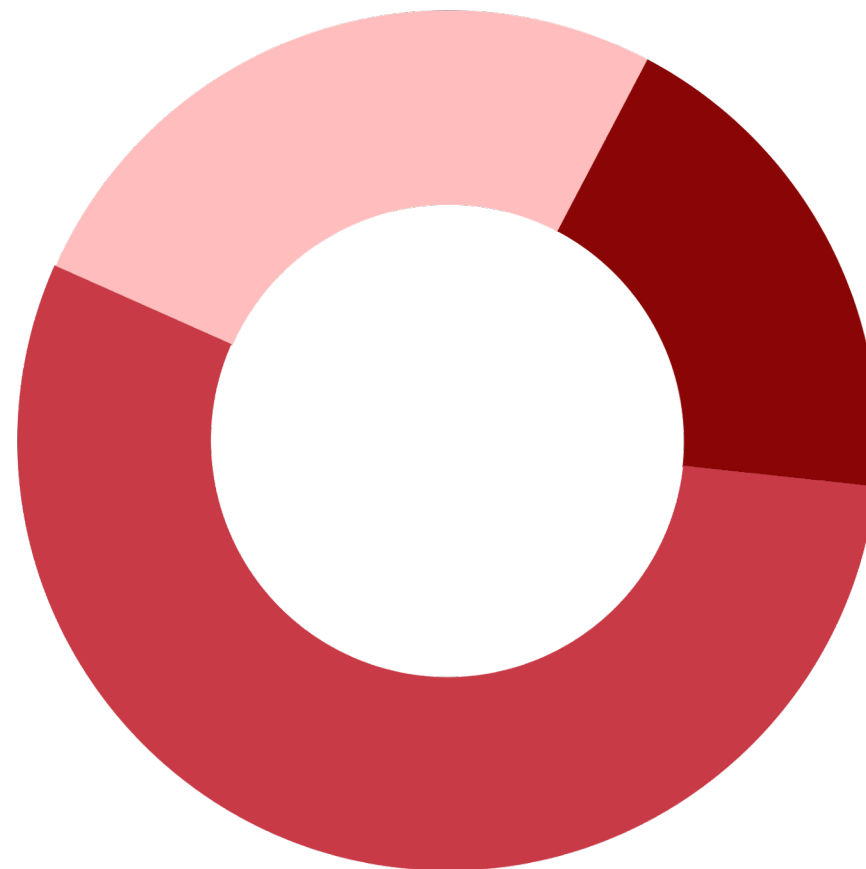
**17.95%**

FIIs and DIIs



**54.31%**

PUBLIC



# Credit Rating

*As At 31 March 2020*



**'A (Positive)'**  
INFORMERICS



# 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



**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

***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



**Nisha Jolly**

*Independent Director*

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

**THANK  
YOU**

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