

# PAISALO

EASY LOAN आसान लोन

Date: November 14, 2022

The Manager  
Department of Corporate Relationship  
**BSE Limited**  
25<sup>th</sup> Floor P. J. Towers, Dalal Street  
Mumbai -400 001

The Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East)  
Mumbai -400 051

**Scrip Code: 532900 (Equity)**  
**959759 (Debt Securities)**

**SCRIP SYMBOL: PAISALO**

**Subject : Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find enclosed herewith Investor Presentation for the quarter ended Quarter 30, 2022.

The above is being made available on the Company's website i.e. [www.paisalo.in](http://www.paisalo.in)

This is for your information and record please.

Thanking You,

Yours faithfully,

**For Paisalo Digital Limited**

**(MANENDRA SINGH)**  
**Company Secretary**

**Encl.: as above**

## PAISALO DIGITAL LIMITED

**Registered Office:** CSC, Pocket 52, Near Police Station, CR Park, New Delhi - 110 019. Phone : + 91 11 4351 8888. Email: delhi@paisalo.in

**Head Office:** Block 54, First Floor, Sanjay Place, Agra - 282 002. Phone : +91 562 402 8888. Email: agra@paisalo.in

**Mumbai Office:** 262, Solitaire Corporate Park, Andheri East, Mumbai 400 093. Phone: +91 22 4228 8888. Email: mumbai@paisalo.in

CIN: L65921DL1992PLC120483

[www.paisalo.in](http://www.paisalo.in)

अर्थ: समाजस्य न्यासः

SMS Loan to 5757 5007 | Give a Missed Call to 85 85 85 5757 | Toll Free 85 85 85 4848



**PAISALO**  
EASY LOAN आसान लोन

PAISALO DIGITAL LIMITED

Investor Presentation  
Q2 FY 2023

*A Systemically Important Non-Deposit Accepting Non-Banking Finance Company*

# Presentation Path



**1. Financial Summary**

**2. Transformation Update**

**3. Paisalo Digital Limited Overview**

**4. Financial Performance**



# Financial Summary

Q2 FY 2023



## Paisalo Snapshot Q2 FY 2023

₹ 29,767 mn

AUM

YoY Growth ~ 24%

₹ 2,329 mn

Revenue

YoY Growth ~ 22%

₹ 11,216 mn

Networth

YoY Growth ~ 25%

An excellent first half for the Company across balance sheet growth, portfolio quality and profitability.

Confident of strong FY 2023.

# Paisalo Snapshot Q2 FY 2023

₹ 451 mn

PAT

YoY Growth ~ 24%

43.19%

CAR

0.27%

NNPA

An excellent first half for the Company across balance sheet growth, portfolio quality and profitability.

Confident of strong FY 2023.

# Paisalo Snapshot

## Q2 FY 2023

- » Highest ever AUM of ₹ 29,767 Mn.
- » AUM as at Q2 FY 2023 was up 23.79% at ₹ 29,767 mn as against Q2 FY 2022 at ₹ 24,046 mn.
- » Total geographic footprint stood at to 195 branches and 2125 postal codes, in the quarter. In Q2, the company added 21 new locations.
- » Over the past 18 months fresh fund infused by promoters of INR 1,840 mn through equity.
- » The company continues to protect its margin profile, Interest Income for Q2 FY 2023 was up 21.87% at ₹ 2,329 mn as against ₹ 1,911 mn in Q2 FY 2022. The company has posted 18%% increase in PBT and 18%% increase in PAT YoY.
- » GNPA and NNPA stood at 0.76% and 0.27% as at Q2 FY 2023 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

## Q2 FY 2023

- » Paisalo has written off bad debts totaling to INR 233 mn and has recovered old written off bad debts worth INR 98 mn in Q2 FY 2023.
- » The Tangible Networth is INR 11,216 mn versus Bank Borrowings (secured) INR 10,606 mn , i.e., 0.95 times
- » Capital Adequacy remained very strong at 43.19% at Q2 FY 2023.
- » Credit Rating of the company Reaffirmed IVR AA-/Stable Outlook (IVR Double A minus with Stable Outlook).
- » RoE at 7.95% and RoA at 3.24%.
- » Total employee head count stood at 1471
- » The Board of Directors recommended a Dividend of 10% of per fully paid equity share of Rs. 10/- each (pre-split), for FY 2022



# Paisalo Snapshot

## Q2 FY 2023

- » The company signed Co-Lending with UCO Bank in Q2 FY 2023, the same has been rolled at certain branches in Q2 FY 2023.
- » UCO Bank empanelled the Company as Corporate Business Correspondent (BC) for deployment and management of CSPs in 5 states. The same is expected to begin roll out in Q4.
- » State Bank of India allotted 984 codes for opening of new Customer Service Point (CSP) Outlets during FY 2022-23. The same is expected to be rolled out by Q4 end.
- » The Company continues to invest in teams and technology for business transformation.
- » **An excellent first half for the company, across the board improvement in all metrics.**

# 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 objective's**



**At the outset,  
All business transformations takes  
“Technology, Time, and Team”.**

**We started Phase 1 of this transformation  
project in October 2019, with beta testing  
initiated in January 2020**

**Phase 1 was focused on creating a  
“Strong, Stable and Scalable” foundation.**

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

**Phase 2** : 3000 disbursements per day

Phase 2 is on track; focusing on augmenting current credit underwriting feature set, disciplined execution, rapid adoption in all processes of the company and continued progress on all metrics.

Next update will be provided in Q4 FY 2023

# 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%



## 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’**

## 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 **1.5 Mn** customers
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **1400+** in **10 states** and more than **2000 postal codes**

# 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 ₹ 29,767 Mn
- Already serviced more than 1.5 million customers
- An experienced team of 1400+ operating from 195 branches in 10 States and > 2000 pin codes ( ~ 10% of total pin codes in India ) engaged in loan origination, servicing and recovery
- Net worth of ₹ 11,216 Mn, leveraged 2 times and CAR ~ 43.19%
- PAT of ₹ 451 Mn
- Classified and regulated by RBI as a ( Non-Deposit Accepting ) Systemically important Middle Layer NBFC
- Rated : AA- (Stable Outlook)
- Listed on NSE and BSE

# Financial Performance



# FINANCIALS

₹ in Millions, \* Cumulative

<i>PARTICULARS</i>	Q2 FY 2022*	Q3 FY 2022*	Q4 FY 2022*	Q1 FY 2023	Q2 FY 2023*
AUM	₹24,046	₹25,201	₹26,973	₹27,174	₹29,767
Disbursements	₹7,240	₹11,303	₹16,343	₹4,752	₹6,058
Revenue	₹1,746	₹2,926	₹3,922	₹1,126	₹2,329
PBT	₹516	₹864	₹1,071	₹287	₹613
PAT	₹380	₹643	₹793	₹209	₹451
Net Worth	₹9,011	₹9,273	₹10,241	₹10,453	₹11,216
Total Liabilities	₹15,881	₹17,170	₹15,989	₹15,871	₹16,005
Bank Borrowings	₹8,015	₹8,784	₹9,588	₹9,416	₹10,606
Debt to Equity Ratio	1.89	2.00	1.46	1.42	1.41
Bad Debts Written Off	₹214	₹259	₹364	₹135	₹233
Bad Debts Recovered	₹67	₹103	₹120	₹57	₹98
NIM	4.68%	4.53%	4.03%	5.51%	5.35%
Gross NPA	1.95%	1.87%	1.56%	0.81%	0.76%
Net NPA	1.61%	1.55%	1.26%	0.39%	0.27%
CAR	43.33%	41.57%	42.92%	43.53%	43.19%

# FINANCIALS

PARTICULARS	FY 2020	FY 2021	FY 2022	Q1 FY 2023	Q2 FY 2023*
AUM	₹21,119	₹23,178	₹26,973	₹27,174	₹29,767
Interest Income	₹3,375	₹3,115	₹3,922	₹1,126	₹2,329
NIM	6.47%	4.05%	4.03%	5.51%	5.35%
PAT	₹540	₹609	₹793	₹209	₹451
Cash Accrual	₹580	₹646	₹819	₹216	₹465
Net worth	₹7,603	₹8,619	₹10,241	₹10,458	₹11,216
Total Debt	₹10,701	₹14,814	₹15,989	₹15,871	₹16,005
Debt Equity Ratio	1.82	1.72	1.46	1.42	1.41
Gross NPA	0.44%	0.72%	1.56%	0.81%	0.76%
NET NPA	0.34%	0.57%	1.26%	0.39%	0.27%
ROA	2.61%	2.66%	3.09%	3.23%	3.24%
ROE	7.15%	7.07%	7.78%	7.90%	7.95%
CAR	43.06%	44.47%	42.92%	43.53%	43.19%
Book Value	₹179	₹202	₹230	₹234	₹246

₹ in Millions, \* Cumulative

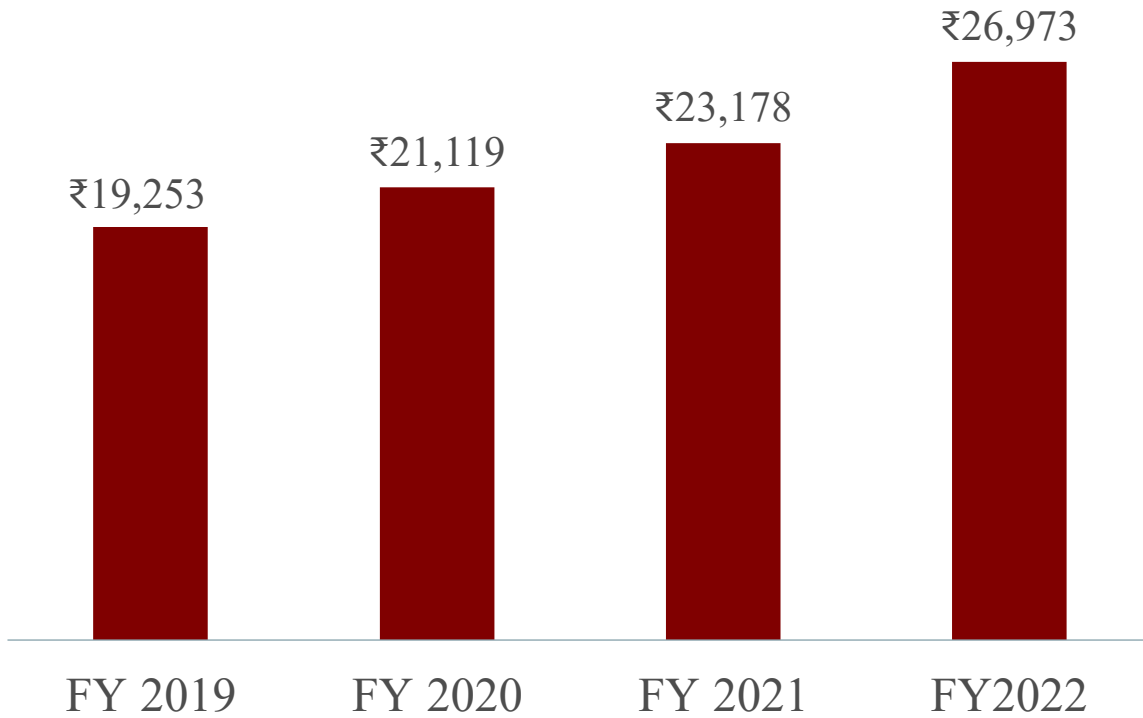
# FINANCIALS

## Critical Ratios

INR in Millions

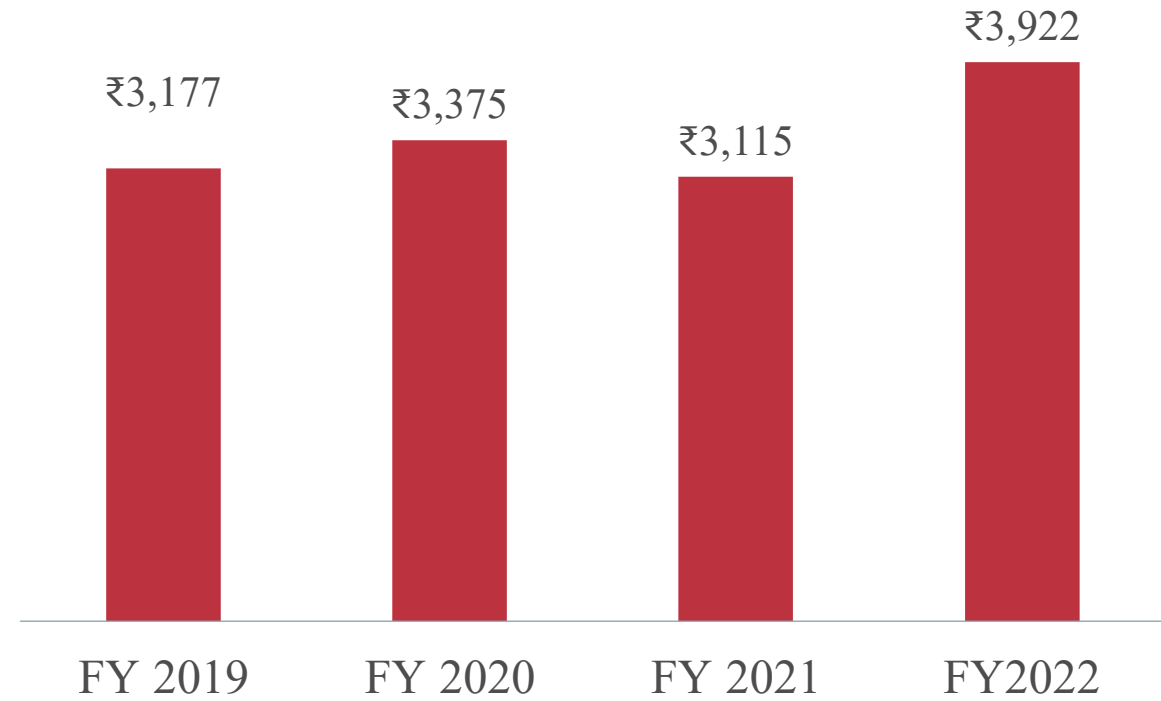
Particulars	FY 2020	FY 2021	FY 2022	Q1 FY 2023	Q2 FY 2023
Tangible Net Worth (TNW)	₹7,603	₹8,619	₹10,241	₹10,453	₹11,216
Bank Borrowings (BB)	₹7,983	₹7,412	₹9,588	₹9,416	₹10,606
Total Outside Liabilities (TOL)	₹13,738	₹14,814	₹15,989	₹15,871	₹16,005
BB / TNW (Times)	1.05	0.86	0.94	0.90	0.95
TOL / TNW (Times)	1.81	1.72	1.56	1.51	1.43

## AUM



₹ in Millions

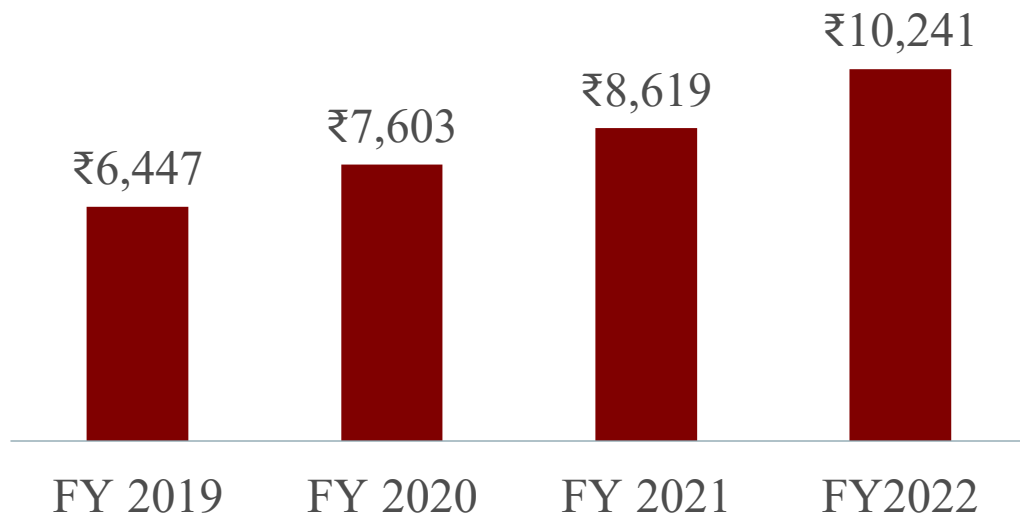
## Revenue



₹ in Millions

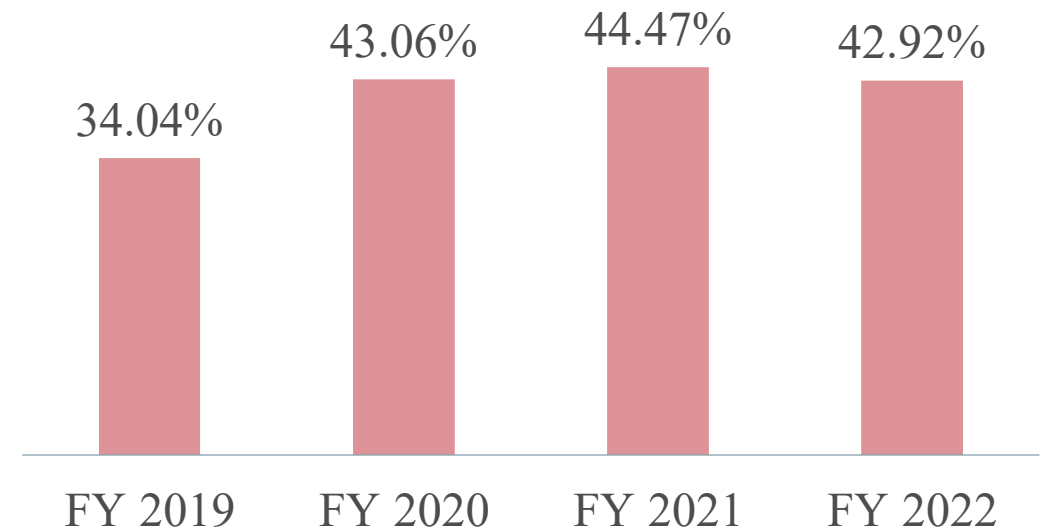


## Net Worth

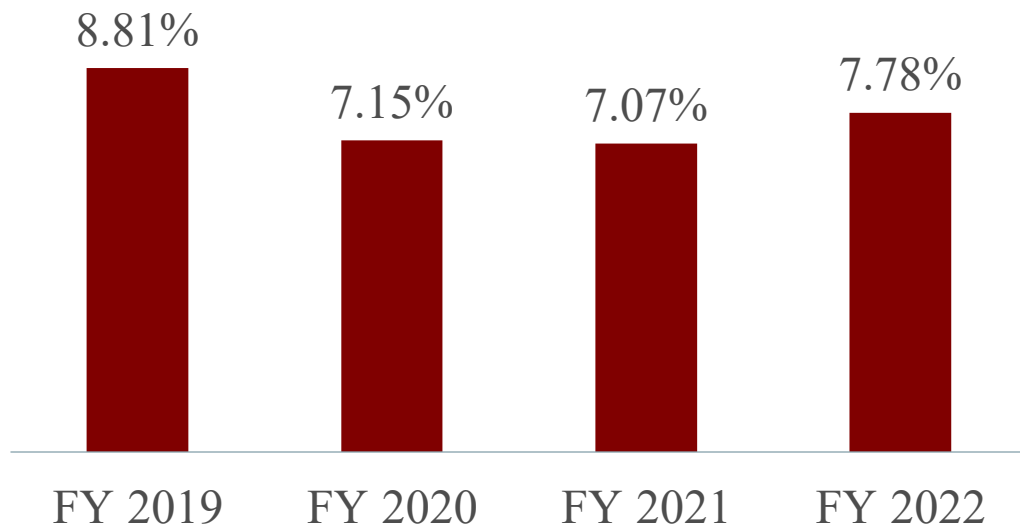


₹ in Millions

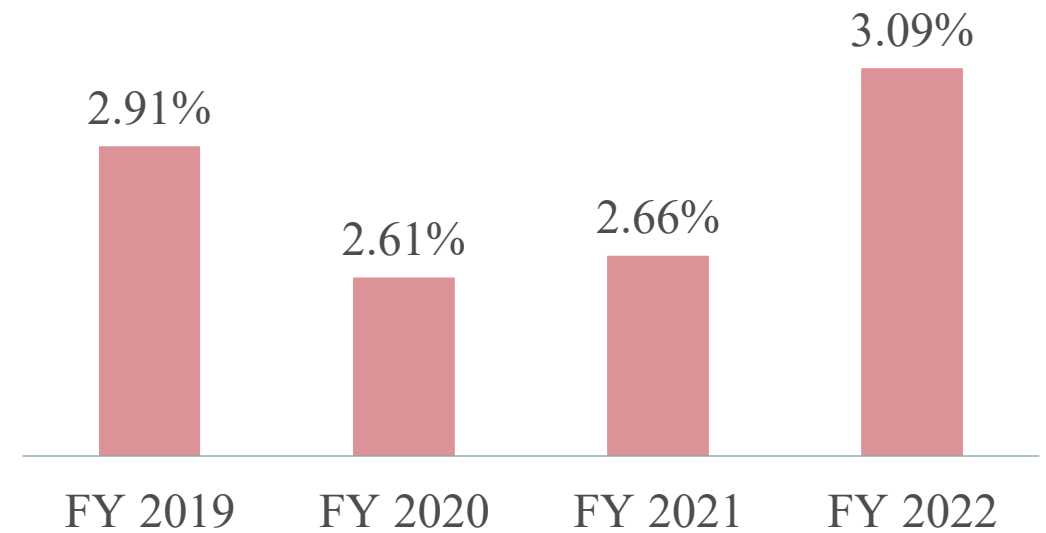
## CAR



## ROE



## ROA



## 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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**PAISALO**  
EASY LOAN आसान लोन

**THANK  
YOU**

*Phone:*

**+91 11 43-51-8888**

*Email:*

**ir@paisalo.in**

*Website:*

**www.paisalo.in**