

6th August 2024

**BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001**

**National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra - Kurla Complex,
Bandra (E), Mumbai - 400 051**

Scrip Code: 511742

NSE Symbol: UGROCAP

Sub: Intimation of Investor Presentation

Dear Sir/ Madam,

In furtherance to our intimation of Analyst / Investor Meeting dated 2nd August 2024 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the investor presentation for the Analyst / Investor Meeting scheduled to be held on 7th August 2024.

The said presentation is also being uploaded on the website of the Company.

This is for your information and records.

Thanking You,

Yours Faithfully,

For UGRO Capital Limited,

**Satish Kumar
Company Secretary and Compliance Officer
Encl: a/a**

UGRO CAPITAL LIMITED

Registered Office Address: Equinox Business Park, Tower 3, 4th Floor, LBS Road, Kurla (West), Mumbai - 400070

CIN: L67120MH1993PLC070739

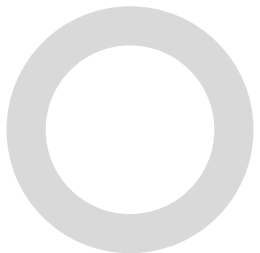
Telephone: +91 22 41821600 | **E-mail:** info@ugrocapital.com | **Website:** www.ugrocapital.com



Building an Institution For MSME Lending

Data Tech Empowering Small Businesses (MSME) Lending

NSE: UGROCAP | BSE: 511742



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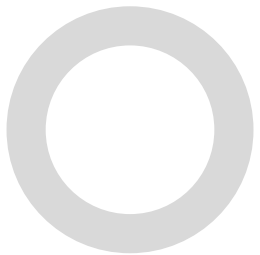
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MSME lending :

The largest opportunity today



For India's GDP to reach USD 5 trillion, MSME sector has to reach USD ~2 trillion

Today



~6.3 Crore MSMEs



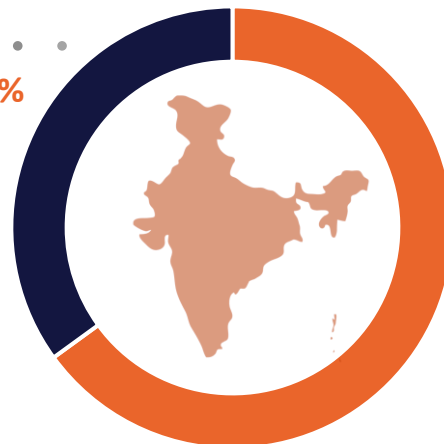
~15 Crore employment



~30% of GDP

India's GDP in FY2028

MSME • •
35 – 40%



FY2028



~10 Crore MSMEs



~20-22 Crore employment



~30-40% of GDP

MSME sector expected to grow to USD ~2 trillion by FY2028

- Rapid digitization, expansion of the ecommerce
- Penetration of the Digital India Stack 2.0
- Rising digital payments; India accounts for 45% of global transactions
- Other initiatives: Account Aggregator Framework, OCEN, ONDC
- Continuous support from Government

MSME sector is the key to India's "Employment Generation",
making it one of the Central themes of Government in the last decade

MSME count to grow to ~10 crores employing 20-22 crores



...well supported by continuity in **Government initiatives**

Government Initiatives throughout the years

- **2014** - Pradhan Mantri MUDRA Yojana (PMMY)
- **2015** - Udyog Aadhaar Memorandum (UAM)
- **2016** - Stand-Up India Scheme
- **2017** - MSME Samadhaan, MSME Sambandh
- **2018** - 59-minute loan portal, Interest Subvention Scheme for MSMEs
- **2019** - MSME Support and Outreach Program
- **2020** - Emergency Credit Line Guarantee Scheme (ECLGS)
- **2021** - Raising and Accelerating MSME Performance (RAMP) Program
- **2022** - Revised Credit Guarantee Scheme for MSMEs
- **2023** - Credit guarantee trust, Vivad se Vishwas scheme

Financial Support for MSME Growth - 2024

Budget Allocation

- For Ministry of MSME: INR 22k Crores
- Funds for central sector schemes for MSMEs: INR 22k Crores

Loan Enhancements

- Mudra Loans for 'Tarun' category limit: Increased to INR 20 lakh for borrowers who have repaid earlier loans
- Micro and Small Enterprise-Cluster Development Programme (MSE-CDP): INR 400 crores

Credit Facilities

- Guarantee Emergency Credit Line (GECL): ~INR 10k Crores for additional working capital loans to MSMEs
- Raising and Accelerating MSME Performance (RAMP): INR 1,170 Crores for credit guarantees to improve credit access
- MSME Champions Scheme: INR 55 crores for MSME modernisation
- Credit Guarantee Scheme: INR 100 crores for manufacturing sector

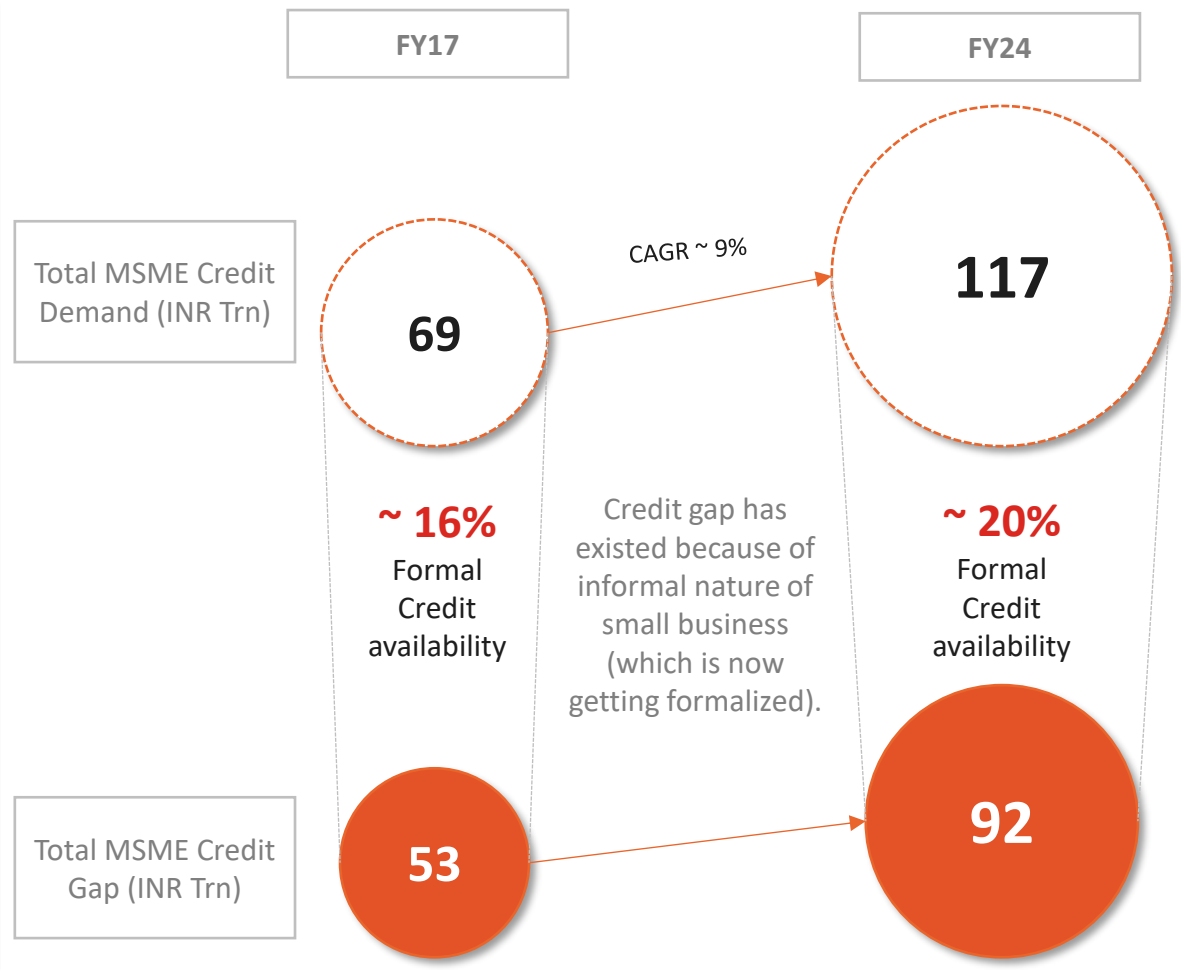
Others

- 24 new MSME branches by year-end, will enable SIDBI to cover 168 of 242 major MSME clusters thereby expanding its reach amongst MSMEs

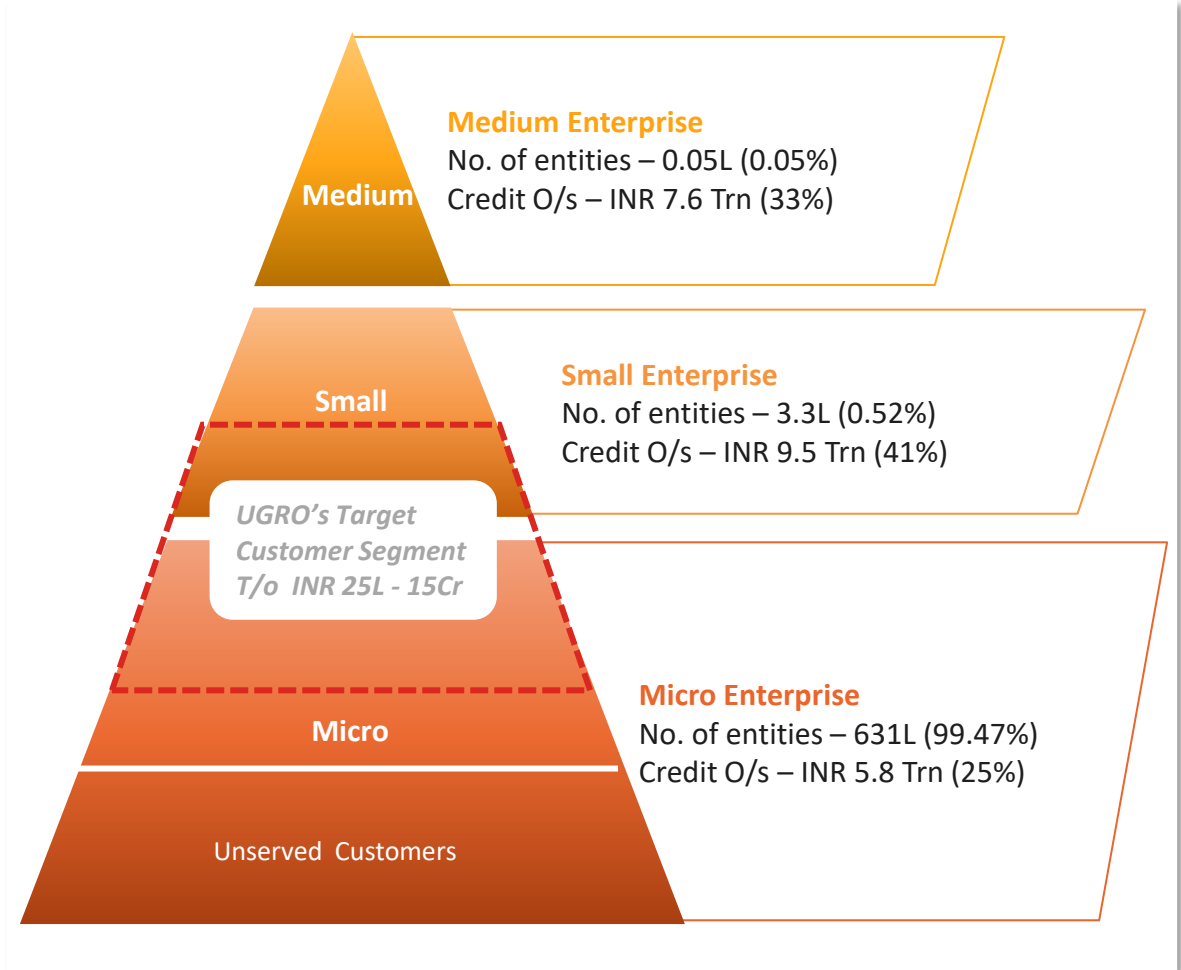
Building a large institution for MSME financing is a real possibility

Explosion of Credit in MSME Segment: Large market opportunity, conducive macro, favorable policy framework

Total MSME Credit gap is INR 92 trn



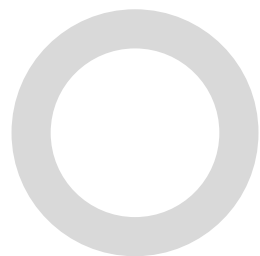
Credit Gap of our customer segment constitutes 95%



Source: IFC report on Financing India's MSME dated November 2018; Crisil Report.

Data & Tech

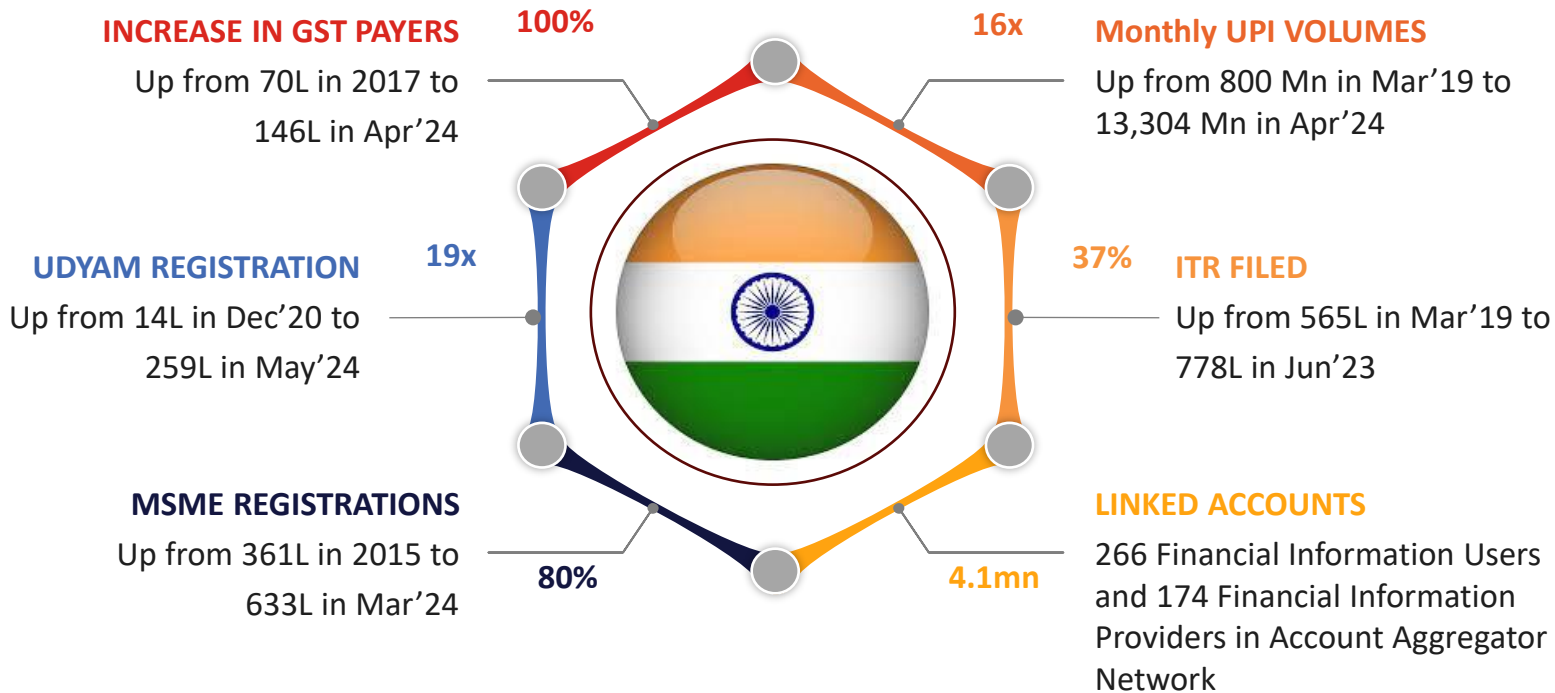
driven approach



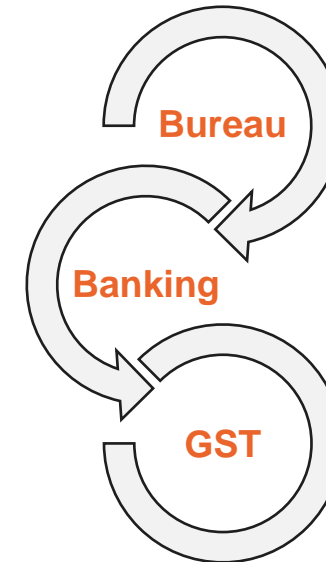
India's data repository will support Data driven MSME credit expansion

Increasing MSME Data availability is a key lever

India Data Stack



360-degree underwriting is possible



- Sector - subsector
- Nature of business
- Position in Network
- Repayment discipline
- Banking habits
- Cashflow consistency
- Over leveraging
- Recent stress

Productivity improvement

By focussing energies only on 40% of cases, rest can be decisioned immediately

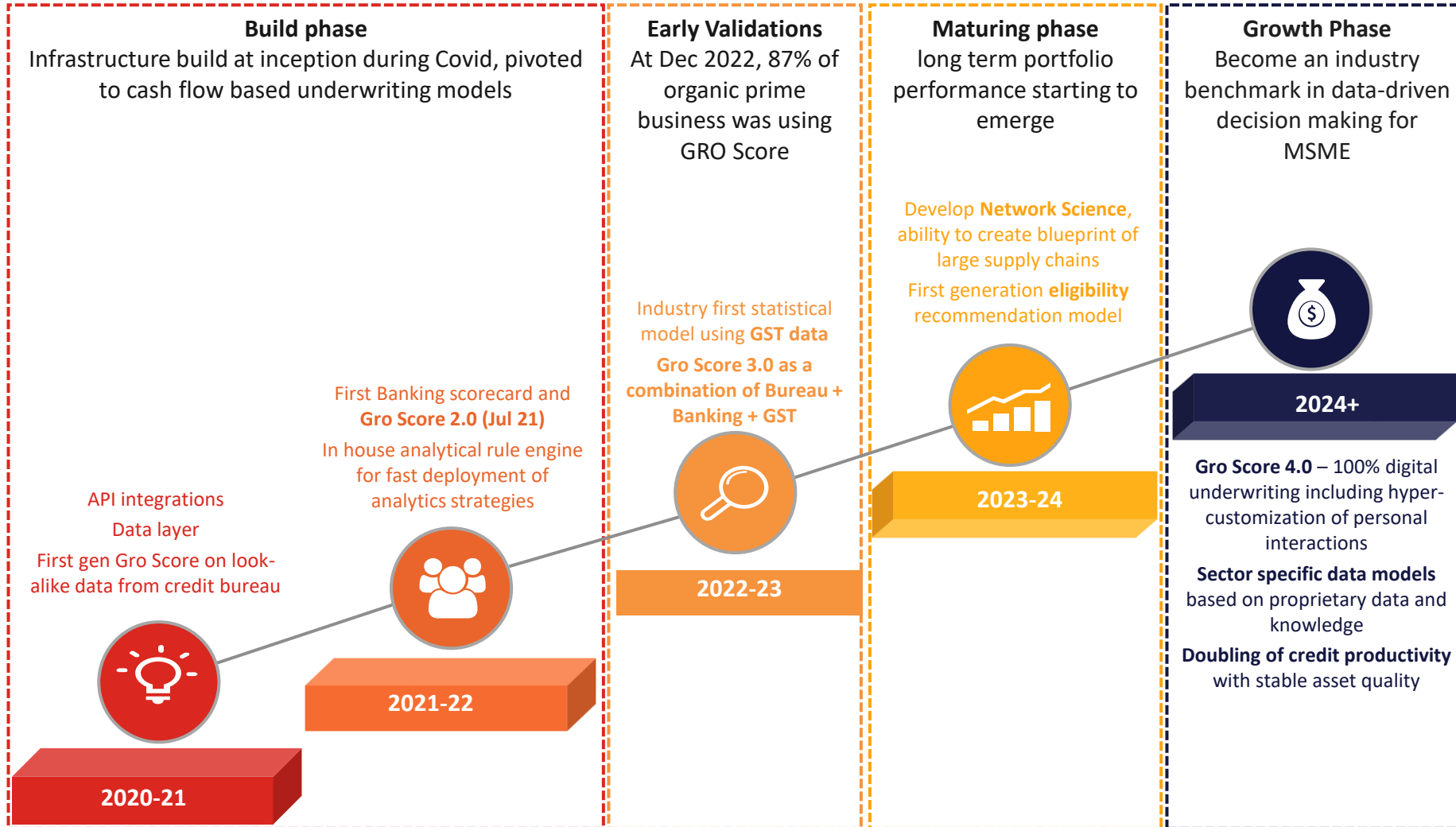
No compromise in asset quality

Disbursal in adherence to score cut-offs controls probability of default

Scalable and integrable

Gro Score products are templated and delivered through APIs

UGRO's journey of Data-Tech driven lending to MSMEs over 5+ yrs



Data Repository- Jun'24
4.8L+ Bureau Records analyzed
2.0L+ Bank Statements analyzed
68k+ GST records analyzed
83k+ Customer served

Ability to capture alternate data from banking and bureau...



Machine generates 25,000+ data features from an applicant's bureau record and bank statement

Across Multiple parameters

Turnover and transaction intensity

Borrowing mix and nature

Cheque bounces & bank charges

Frequency and magnitude of defaults

Payment cycles

History of high-cost debt/credit card usage

Obligations as % of turnover

Balances and withdrawals

Counterparties & relative strengths

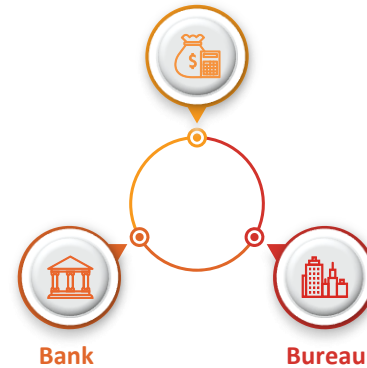
Pace of borrowing

...to draw meaningful insights out of unorganized data...

GRO 2.0
Credit Bureau Data + Banking Data

GRO 3.0
Credit Bureau Data + Banking Data + GST

GST



Matches Banking & Bureau Scorecards to generate one single score which further gets augmented with GST data as an external input



Artificial Intelligence
Engineering of making Intelligent Machines and Programs



Machine Learning
Ability to learn without being explicitly programmed



Deep Learning
Learning based on Deep Neural Network

Historical aggregation – several pages of statement going back 12 months can be summarized instantly

Normalization – convert absolute values to scale, for even comparison

Trending – changes over time, create standardized measure of comparison across diverse nature of entities, sectors, geographies

Scoring of each case into one of the five bands of A – E with A being the best and E being the worst



... and decide whether to disburse or not disburse the loan within 60 minutes.

Advent of alternate data is revolutionizing underwriting of MSMEs

A combination of bureau, banking and GST makes it possible to cover all aspects that are critical for MSMEs' financial assessment

Massive library of 20,000+ parameters derived from API integrated sources

Enabling holistic underwriting across most critical aspects

Through statistically developed and time-tested credit models

A Bureau

- Borrowing mix and nature
- Pace of borrowing
- Frequency and magnitude of defaults
- History of high-cost debt/ card usage
- Obligations as % of turnover

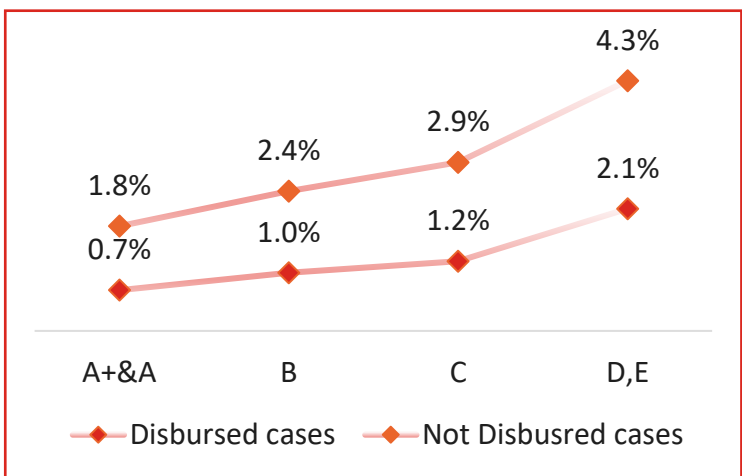
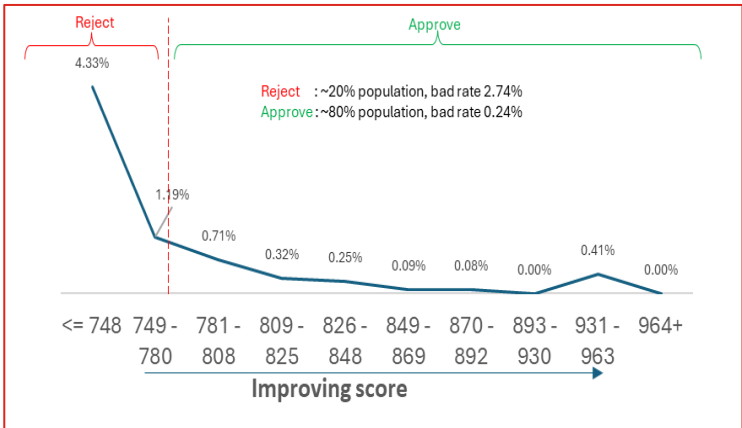
B Banking

- Turnover and transaction intensity
- Balances and withdrawals
- Cheque bounces & bank charges
- Counterparties & relative strengths
- Payment cycles

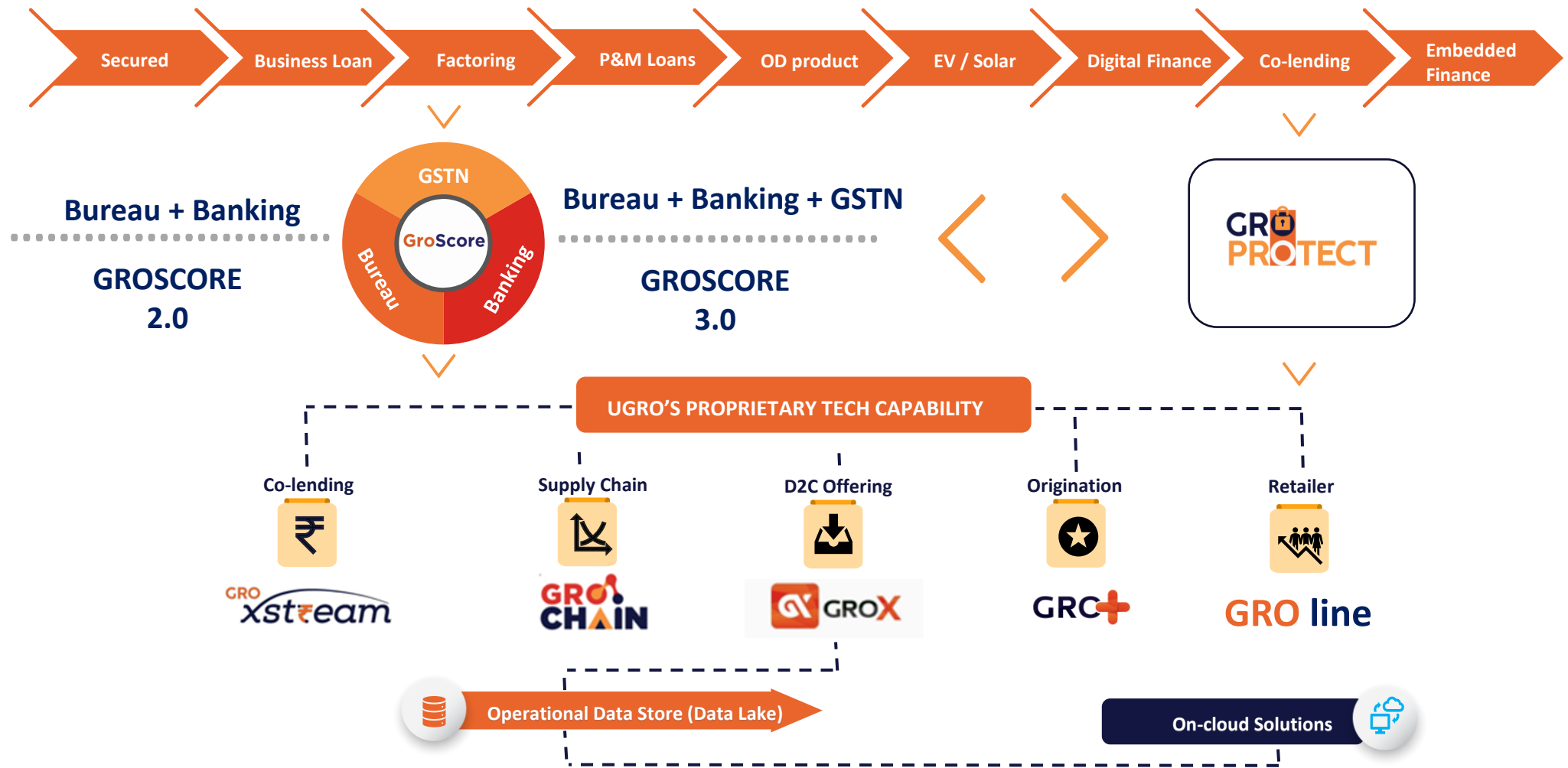
C GST

- Sales/purchases momentum
- Counterparty relations
- Filing discipline
- Products and services sold

- Consistency of sales in GST
- Return filing discipline
- Counterparty concentration
- Banking credit summation
- Stability of ABB
- EMI ECS bounce
- Repayment discipline
- Over leveraging
- Recent stress if any



Our Tech Platforms support operational efficiencies across all facets of business

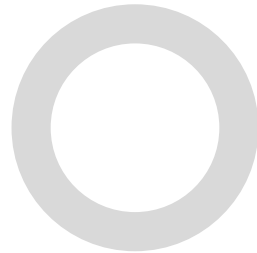


A FEW KEY API ECOSYSTEM PARTNERS

DEVELOPMENT PARTNERS



Our Asset Engine



We serve a diverse set of customers with **multi-product strategy**

GRC+
GroScore

**Prime Intermediated:
Metro & Tier 1/2
Branches**

Collateral: Prime Property
(For Sec.)
Cashflow: GST, Banking &
Liquid income assessment

Rs 1cr – 15cr
Customer Turnover

Secured Biz. Loan: Rs 68L
Biz. Loan*: Rs 17L
Average ticket size

Yield: Sec/Biz: 14%/19%
Tenure: Sec/Biz: 11/3 yrs

AUM Mix: 60%
Sec/Biz. Loan: 27%/33%

GRC+

**Micro: Tier 3-6
Branches**

Collateral: Standard Property
Cashflow: Liquid income
assessment

<Rs 1cr
Customer Turnover

Rs 8L
Average ticket size

Yield: 21%
Tenure: 7 yrs

AUM Mix: 10%

GRC+
GroScore

**Ecosystem Channel &
Green Asset Financing**

Collateral: Prime Machinery
Cashflow: GST & Banking

Rs 1cr – 10cr
Customer Turnover

Rs 36L
Average ticket size

Yield: 14%
Tenure: 4 yrs

AUM Mix: 14%

GROX
GRO line **GRO CHAIN**

**Direct & Digital
Alliances**

Collateral: Receivables, FLDG
from partner
Cashflow: Banking & liquid
income assessment

<Rs 50L
Customer Turnover

Alliances: Rs 4L
Average ticket size

Yield: 15%
Tenure: 4 yrs

AUM Mix: 12%

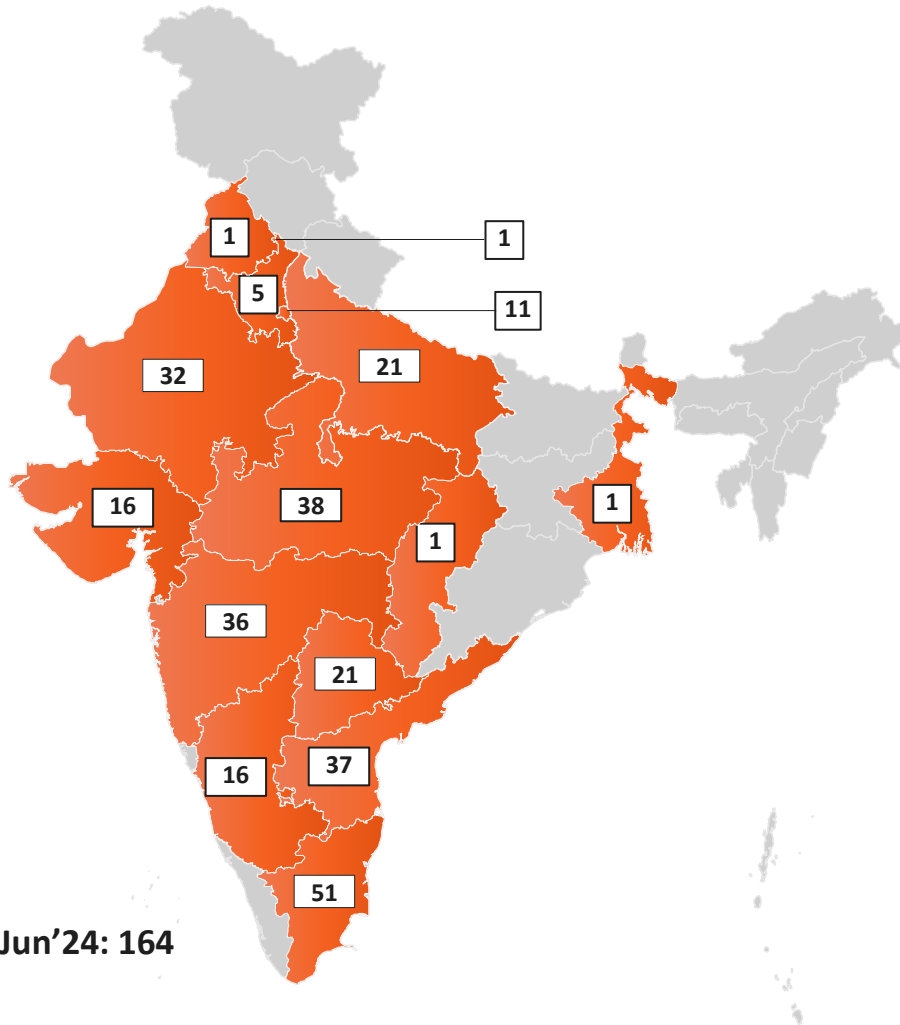
*CGTMSE backed

Products sold across channels: Intermediated: Secured Biz. Loan, Biz. Loan, Rooftop Solar and Machinery; Micro: Secured Biz. Loan, Rooftop Solar and Machinery; Equipment finance and Green Asset Financing: Direct distribution and across other channels; Digital business & Alliances: Digital business and retailer finance

Strategic decision to rundown lower yielding SCF book – not covered here

India's truly national foot-print MSME lender

◆ Expanding ground presence to reach ~285 branches, across 15 states, by Mar'25



Branch count as of Jun'24: 164

**UGRO to have
~285 branches by Mar'25**

States	Mar'25E Branches
Tamil Nadu	51
Madhya Pradesh	38
Andhra Pradesh	37
Maharashtra	36
Rajasthan	32
Telangana	21
Uttar Pradesh	21
Gujarat	16
Karnataka	16
Delhi + NCR	11
Others	9
Total	~285

Others includes Punjab, Chandigarh, Haryana, West Bengal, and Chhattisgarh

UGRO Capital – Partner Network

70+ OEM's	65+ Anchors	45+ Partners	650+ GRO Partners

Sector Focused Approach, Multiple Products and Large Distribution Strength

	Micro Enterprises
	Light Engineering
	Auto Components
	Chemicals
	Food Processing
	Education
	Healthcare
	Electrical Equipment & Components
	Hospitality

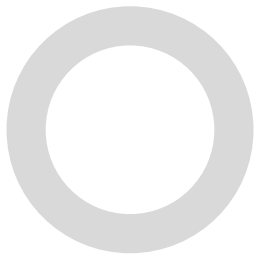


9 sectors are further subdivided into 200+ subsectors basis homogeneity of cash flows among MSMEs

	23 Prime Branches
	141 Micro Branches
	650+ GRO Partners
	65+ Anchors
	70+ OEMs
	45+ Fintech Partners
	1,550+ Sales Employees



Unique capital-light liability strategy

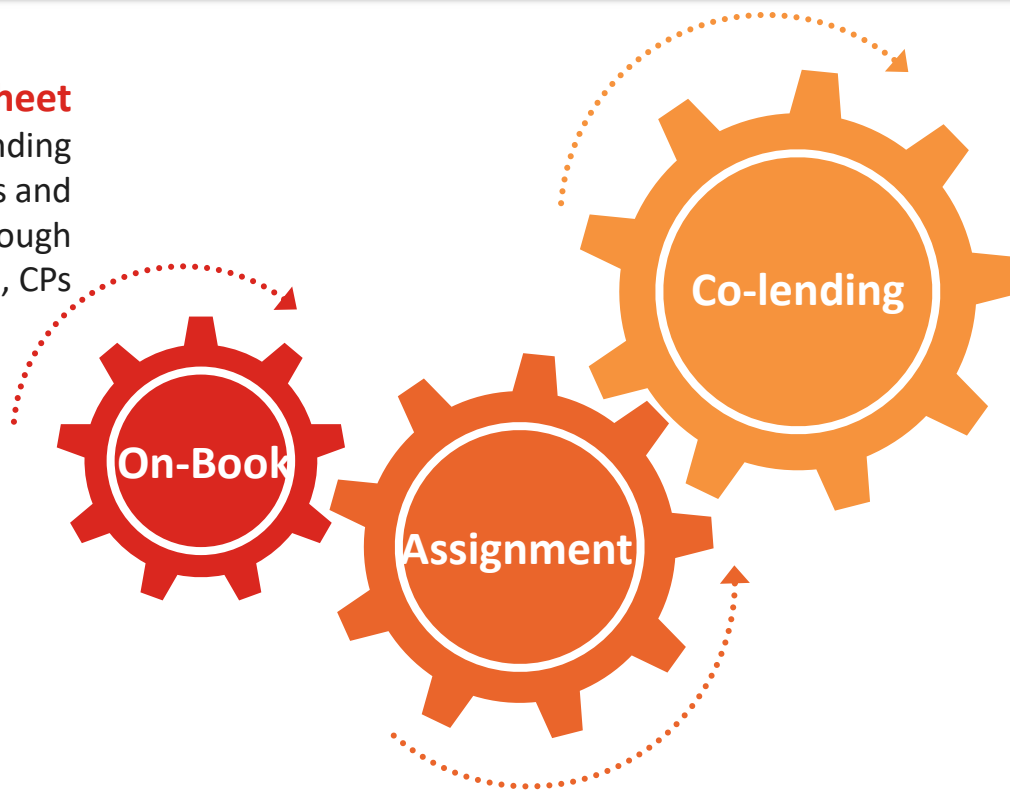


We have a unique capital light liability strategy

Demonstrated ability to manage a prudent mix of on-balance sheet and off-balance sheet approach

On-Balance sheet

Diversified Lender base across Lending Institutions – Banks, Large NBFCs and DFIs. Multi product approach through TL, NCDs, MLDs, CPs



Co-Lending with Banks/NBFCs

Partnership with PSBs, Pvt. Banks and Large NBFCs to achieve scale with lesser leverage and lower on-balance sheet risk

Assignments with FIs

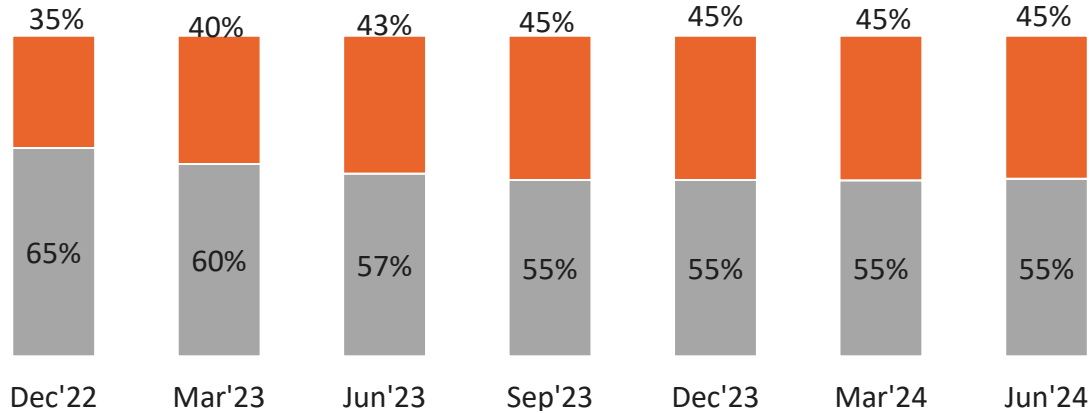
100% PSL Loan book leading to higher demand of securitized pool and a lever to manage ALM

Actively partnering with liability providers and focus on building a long-term relationship

Robust momentum of our co-lending platform continues

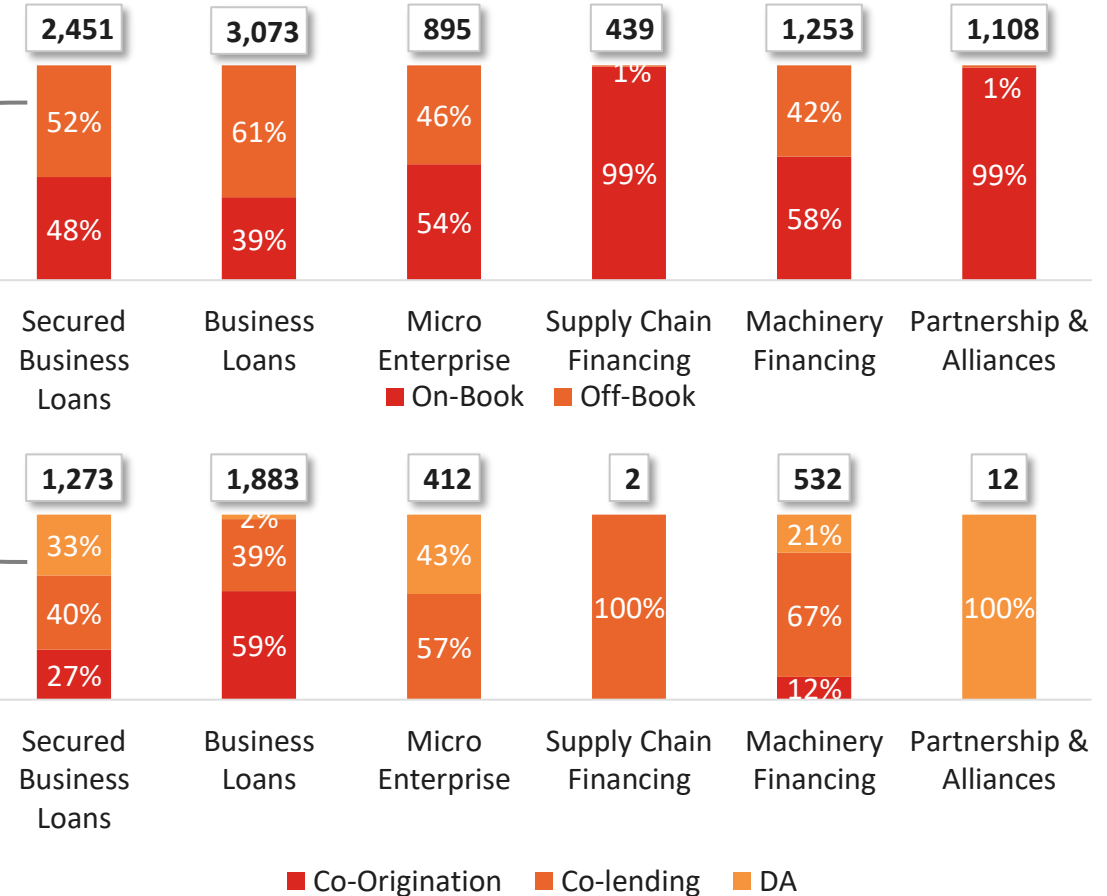
Increasing Mix of off - Book AUM

■ On Book Portfolio ■ Off Book Portfolio



	Dec'22	Mar'23	Jun'23	Sep'23	Dec'23	Mar'24	Jun'24
Off Book AUM	1,775	2,442	2,929	3,405	3,765	4,078	4,114
Co-Origination	915	1,181	1,457	1,604	1,615	1,610	1,513
Co-lending	505	773	943	1,166	1,474	1,685	1,839
DA	355	488	530	635	676	784	762

Product wise Mix of off - Book AUM (Jun'24)

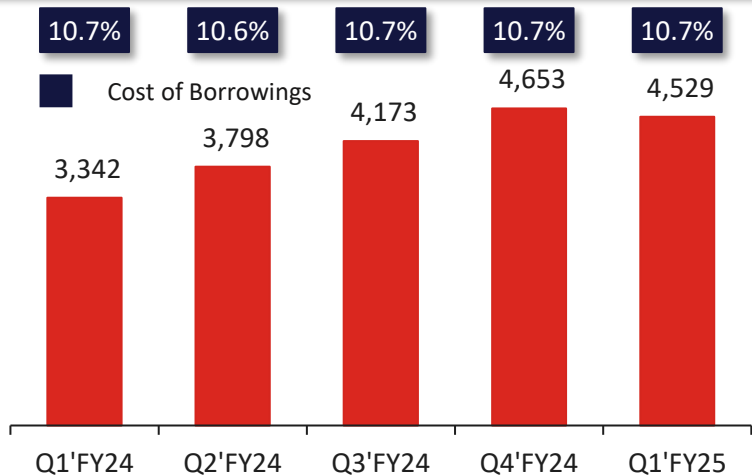


Co-lending Partnership with 9 Banks and 6 NBFCs

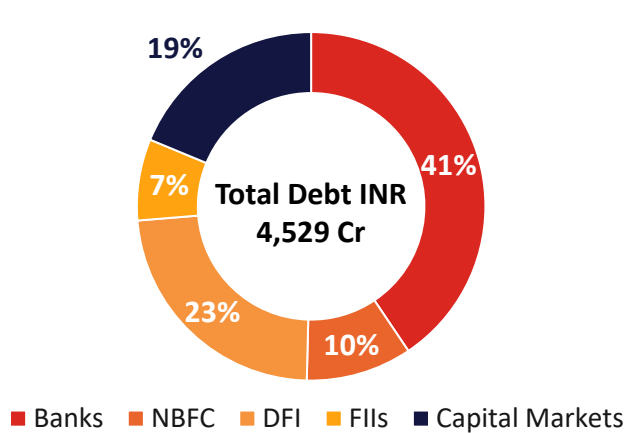


Diversified Lender base and continued build-out of liability book

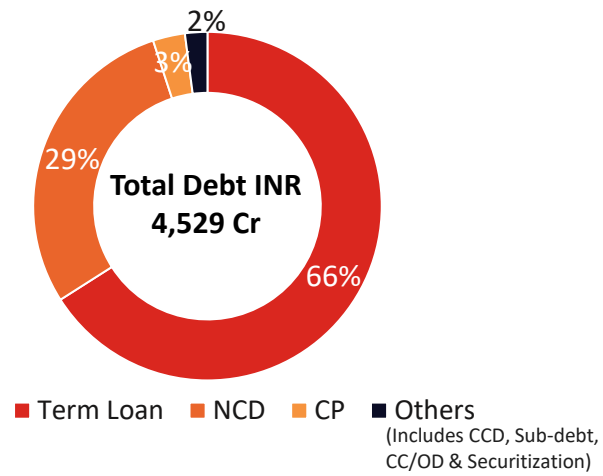
Total Debt (INR Cr) and Cost of borrowings



Liability mix by lender profile



Liability mix by product

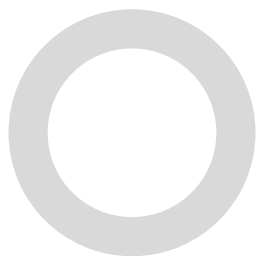
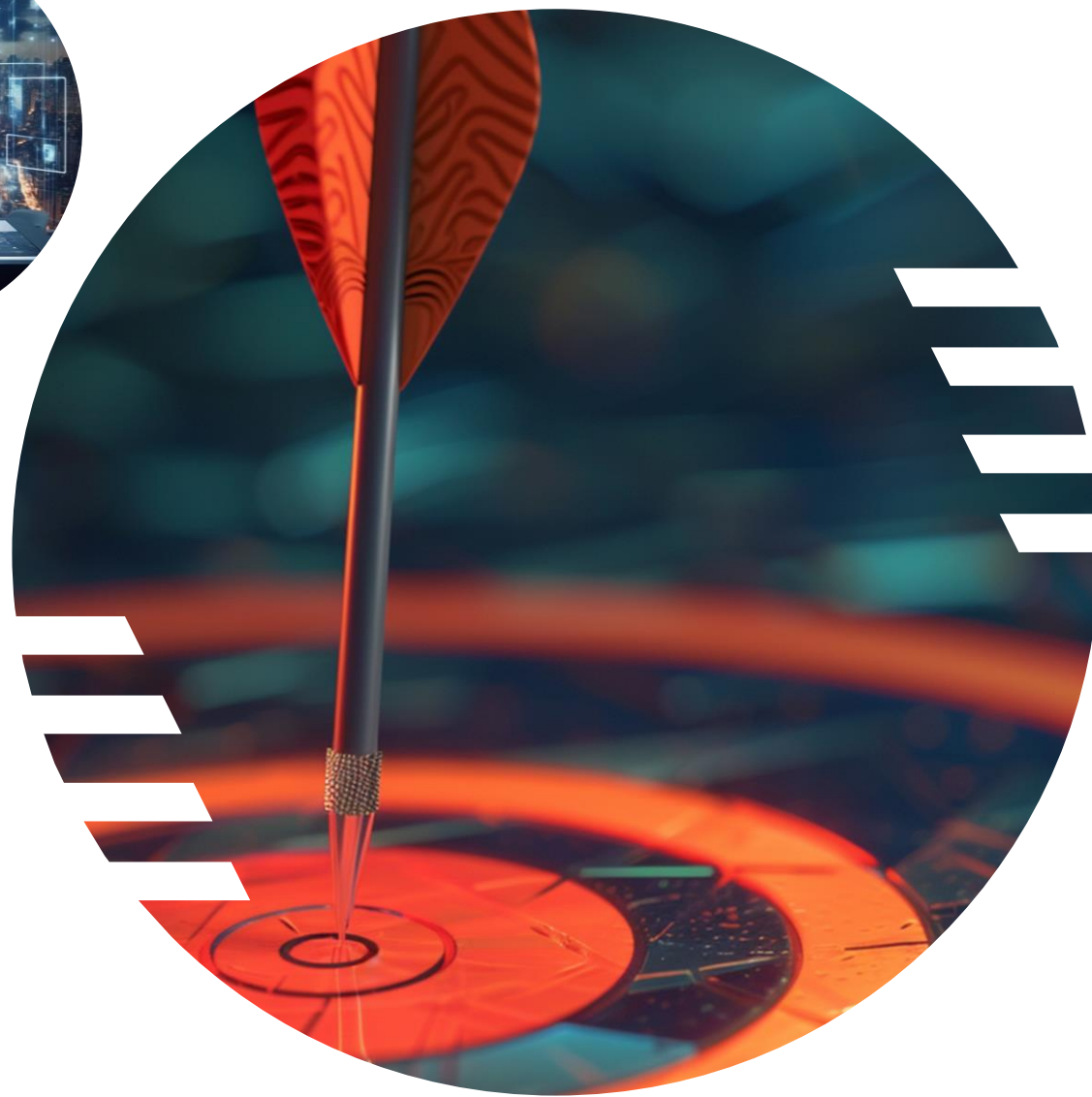


Our liability sanctions have been raised from a diverse set of lenders

Public Sector Banks and institutions	Private Sector Banks	DFI	SFBs and NBFCs

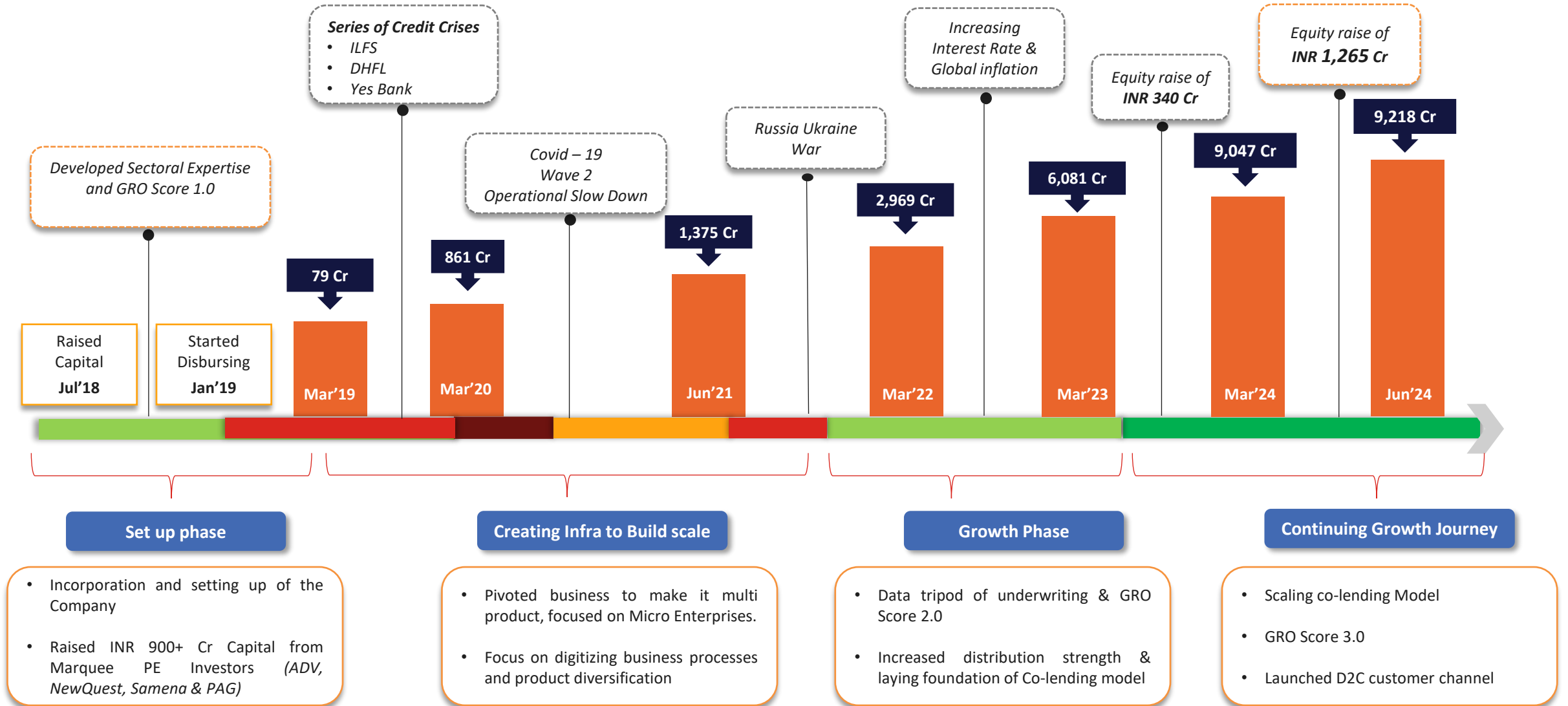


Executing
The big plan...



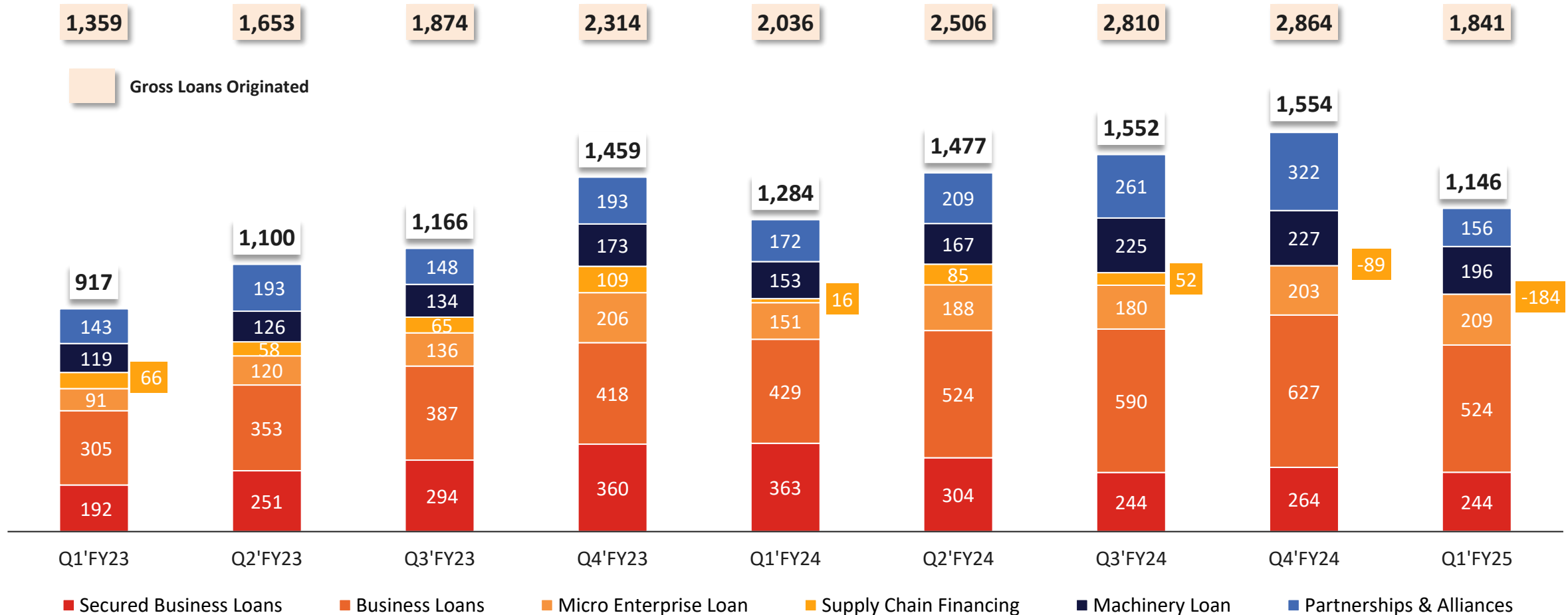
UGRO has withstood challenges, continue to deliver

Amount in INR Cr



We continue to deliver strong Net Loan Origination...

Amount in INR Cr

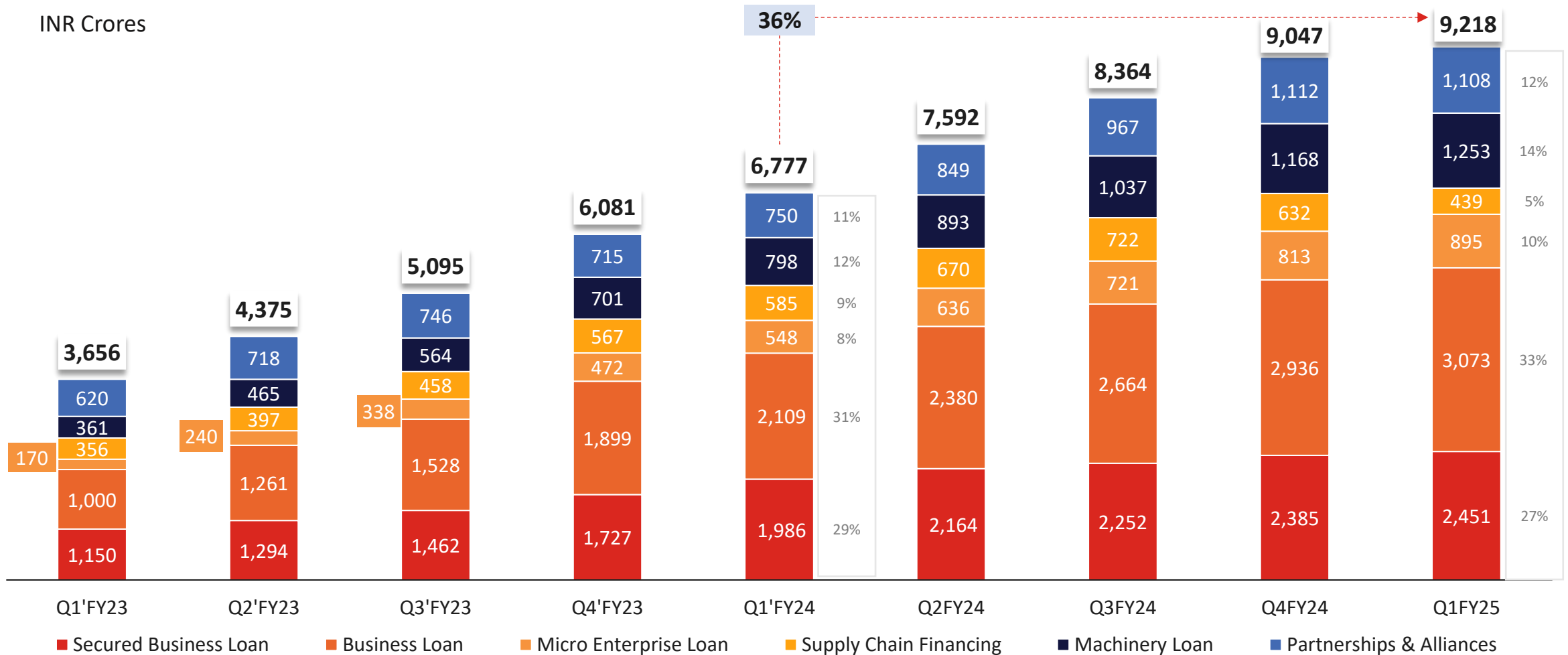


Adjusted for Supply Chain Financing Q1'FY25 net loan origination was at INR 1,330 Cr up from INR 1,268 Cr in Q1'FY24

Note: Secured Business Loan is secured by property, Business Loan is secured by CGTMSE, Micro Enterprise Loan is secured by property, SCF is secured by receivables, Machinery Loan is secured by machinery, Partnerships & Alliances are secured by FLDG

...and rapidly grow our AUM *Fastest to reach USD 1 bn AUM club*

AUM increased to INR 9,218 Cr as on Q1'FY25 from INR 9,047 Cr as on Q4'FY24 and INR 6,777 Cr as on Q1'FY24 (+36%)

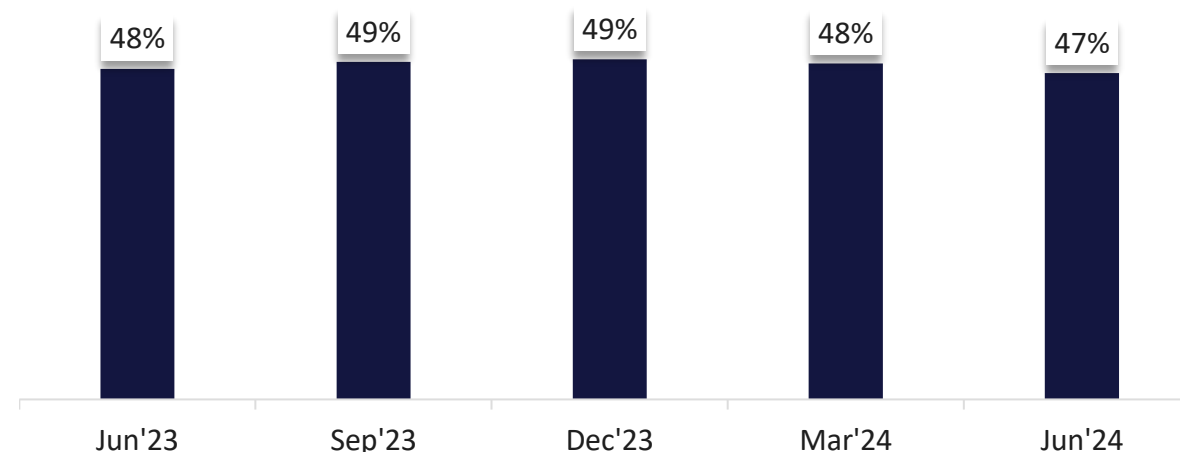
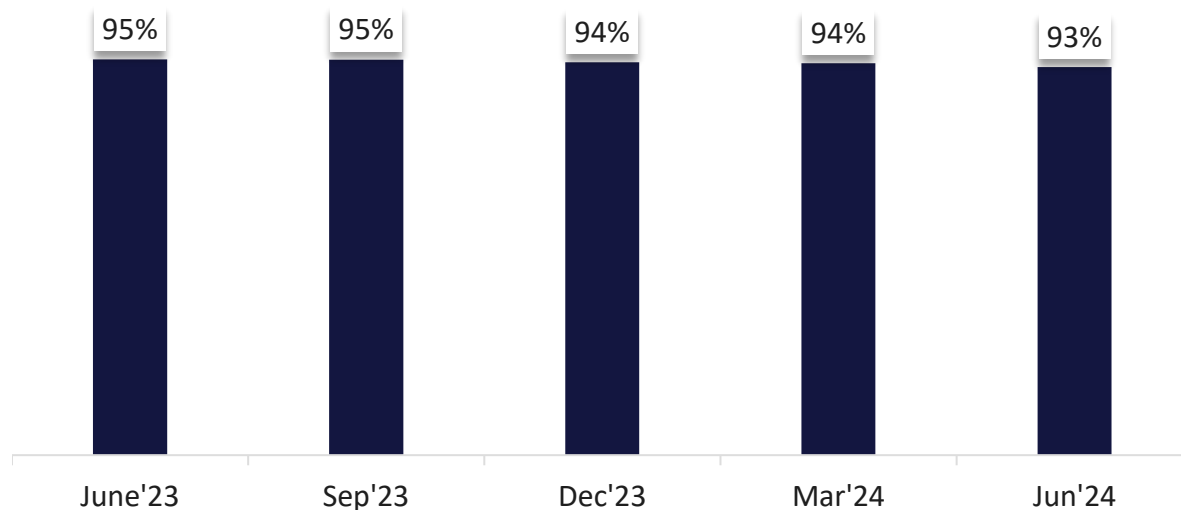


Note: Secured Business Loan is secured by property, Business Loan is secured by CGTMSE, Micro Enterprise Loan is secured by property, SCF is secured by receivables, Machinery Loan is secured by machinery, Partnerships & Alliances are secured by FLDG

Rapid growth is backed by **stable asset quality**...

Stage 1 reaching stable state

Provision Coverage Ratio

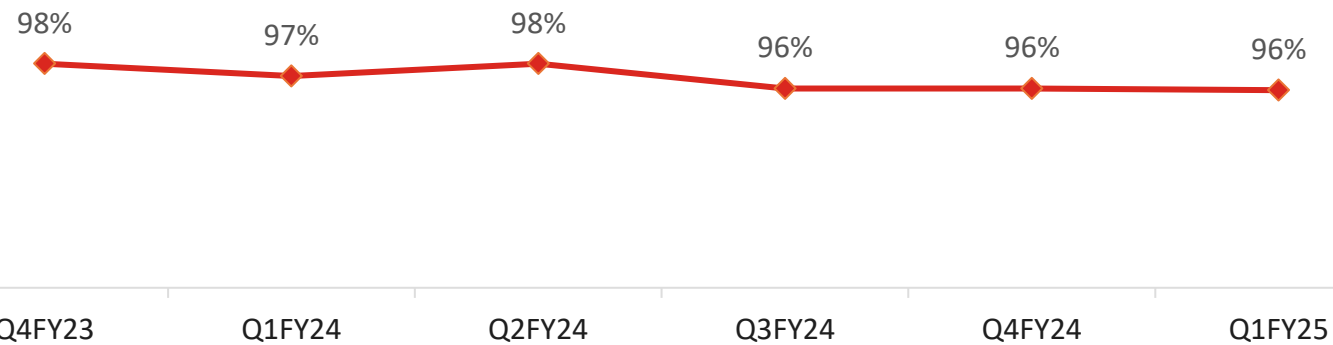


- Stage 1 assets have been at ~95% over past 5 quarters
- Stage 3 PCR has averaged at 48% over last 5 quarters
- Q1'FY25 witnessed increased contribution from secured book leading to slight dip in PCR

...driven by stable collection efficiencies...

Collection Efficiency remains robust

◆ Total Collections* (including overdue) / Current Month Demand



Key highlights:

- **GNPA / NNPA** as a % of Total AUM stood at **2.0% / 1.2%** as of Jun'24
- **Stage 3** provisioning coverage stood at **~47% (on-book AUM)**
- **Total provisions** as of Jun'24 stood at **~INR 100.8 Cr (1.1% of Total AUM)**

ECL Data (Jun'24)

(In Cr)	Loan Exposure	Loan Exposure (%)
Stage 1	8,589	93.2%
Stage 2	443	4.8%
Stage 3	187	2.0%
Total	9,218	100.0%

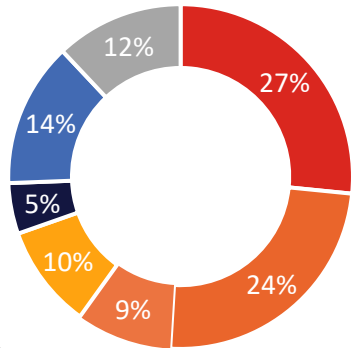
Product wise GNPA

Product Category	AUM (INR Cr)	GNPA(%)
Secured Business Loans	2,451	1.0%
Business Loans	3,073	2.7%
Micro Enterprise Loan	895	3.3%
Supply Chain Financing	439	7.2%
Machinery Loan	1,253	0.9%
Partnerships & Alliances	1,107	0.6%
Grand Total	9,218	2.0%

*Excluding foreclosures

...resulting in a well diversified, granular and stable portfolio quality

Product Mix (AUM)



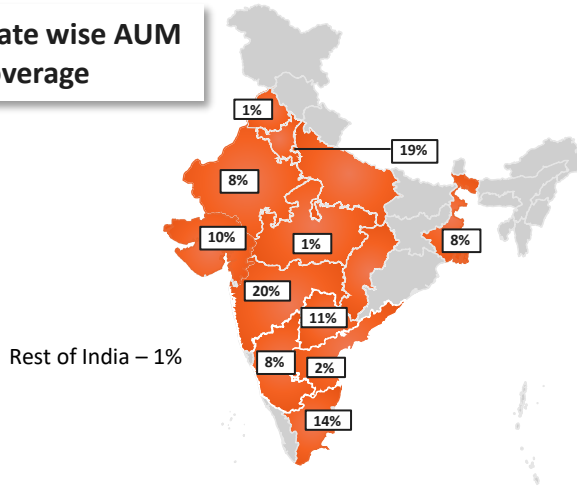
Guaranteed by CGTMSE

- Secured Business Loans
- Business Loans
- Micro Enterprise Loan
- Supply Chain Financing
- Machinery Loan
- Partnerships & Alliances

Product category	AUM (Cr)	ROI (%)	Ticket size (Lakh)
Secured Business Loans	2,451	14.2%	68
Business Loans	3,073	19.3%	17
Micro Enterprise Loan	895	21.0%	8
Supply Chain Financing	439	14.7%	20
Machinery Loan	1,253	14.0%	36
Partnerships & Alliances	1,108	14.9%	4
Grand Total	9,218	16.7%	14

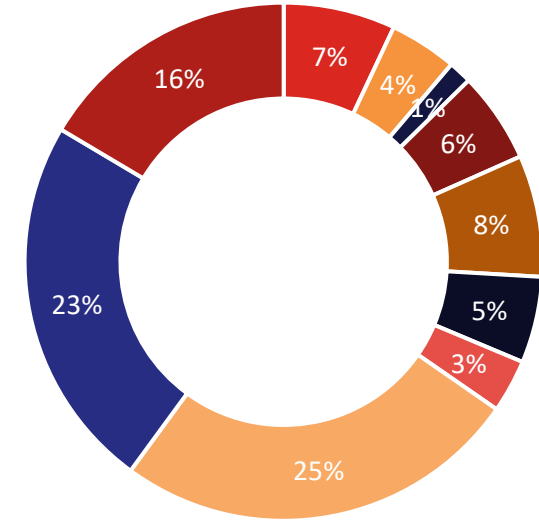
Portfolio Concentration in key geographical areas

State wise AUM coverage



State wise branches	Micro	Prime	Total
Tamil Nadu	30	1	31
Rajasthan	24	2	26
Karnataka	15	1	16
Telangana	15	1	16
Andhra Pradesh	13	2	15
Gujarat	14	1	15
Madhya Pradesh	12	3	15
Uttar Pradesh	11	1	12
Other States	7	11	18
Total	141	23	164

Sector Mix



- Auto Components
- Chemicals
- Education
- Electrical Equipment
- Food Processing
- HealthCare
- Hospitality
- Light Engineering
- Micro Enterprises
- Other MSME

* Includes Secured Business Loans, Business Loans, Micro Enterprise Loan, Supply Chain Financing, Machinery Loan and Co-lending

Financial Highlights

	Q1'FY25	Q1'FY24		FY24	FY23
AUM (INR Cr)	9,218	6,777	↑ 36%	9,047	6,081
Net Disbursement (INR Cr)*	1,146	1,284	↓ 11%	5,867	4,641
Off-book AUM (%)	45%	43%	↑ 141 bps	45%	40%
Net Total Income % [‡]	11.7%#	12.5%#	↓ 75 bps	13.5%	12.2%
Pre-Tax Profit (INR Cr)	43	36	↑ 20%	179	84
PAT (INR Cr)	30	25	↑ 20%	119	40
Cost to Income Ratio	54%	55%	↓ 92 bps	54%	62%
ROA	1.9%#	2.2%#	↓ 33 bps	2.3%	1.1%
ROE	7.7%#	8.7%#	↓ 146 bps	9.9%	4.1%

Annualised EPS
of Q1'FY25:
INR 13.3
per share

Price to Earnings Ratio
(P/E)
22.3x
as on 30 Jun'24
*Price as on 28th June 2024

*Net Disbursement = Gross Disbursements – Repayment received in Supply Chain Financing during the period

[‡]On Average Gross on-books AUM; # Annualised

Finance | Q1'FY25 Income Statement and RoA Tree

Income Statement (₹ Cr)	Q1'FY25	Q1'FY24	Y-o-Y	Q4'FY24	Q-o-Q
Interest Income	232.0	161.5	44%	190.3	22%
Income on Co-Lending / Direct Assignment	50.4	43.8	15%	122.4	(59%)
Other Income	19.2	13.0	48%	17.7	9%
Total Income	301.6	218.3	38%	330.4	(9%)
Interest Expenses	136.1	92.7	47%	128.1	6%
Net Total Income	165.4	125.7	32%	202.2	(18%)
Employee Cost	54.5	36.9	48%	51.4	6%
Other Expenses	34.9	32.2	8%	53.8	(35%)
PPOP	76.0	56.6	34%	97.0	(22%)
Credit Cost	33.2	20.9	58%	41.1	(19%)
PBT	42.8	35.6	20%	55.9	(23%)
Tax	4.6	7.4	(38%)	11.4	(60%)
PAT Adjusted	38.3	28.3	35%	44.6	(14%)
Deferred Tax write-off	7.9	3.0	160%	11.9	(33%)
PAT	30.4	25.2	20%	32.7	(7%)
ROA %	1.9%	1.4%	-	2.2%	-

ROA Tree	Q1'FY25*	FY24
As a % of Gross On Book AUM		
Total Income	21.3%	22.9%
Interest Expenses	9.6%	9.4%
Net Total Income	11.7%	13.5%
Opex	6.3%	7.3%
Credit cost	2.3%	2.5%
PBT	3.0%	3.8%
PAT	2.1%	2.5%

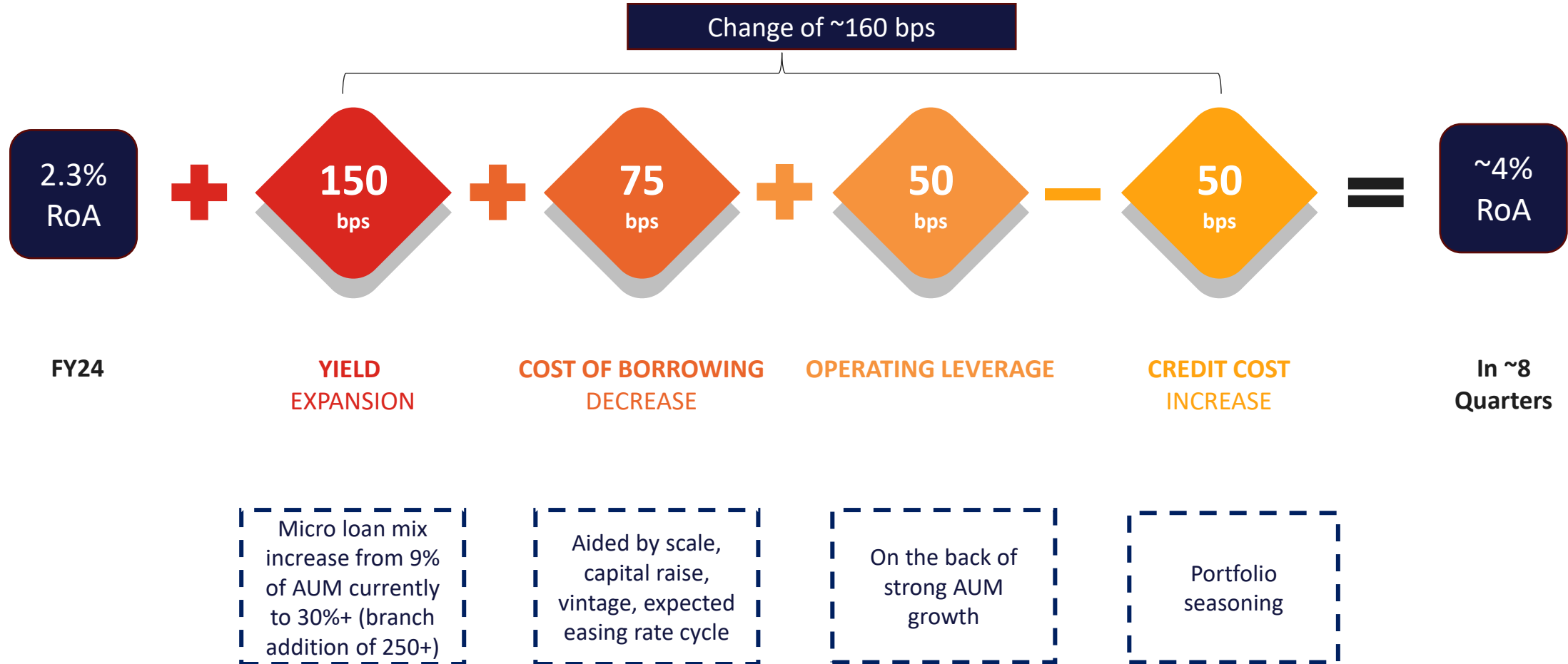
Key Ratios	Q1'FY25*	FY24
ROA (% Avg. Total Assets)	1.9%	2.3%
Leverage	2.7x	3.2x
RoE	7.7%	9.9%

*Annualized

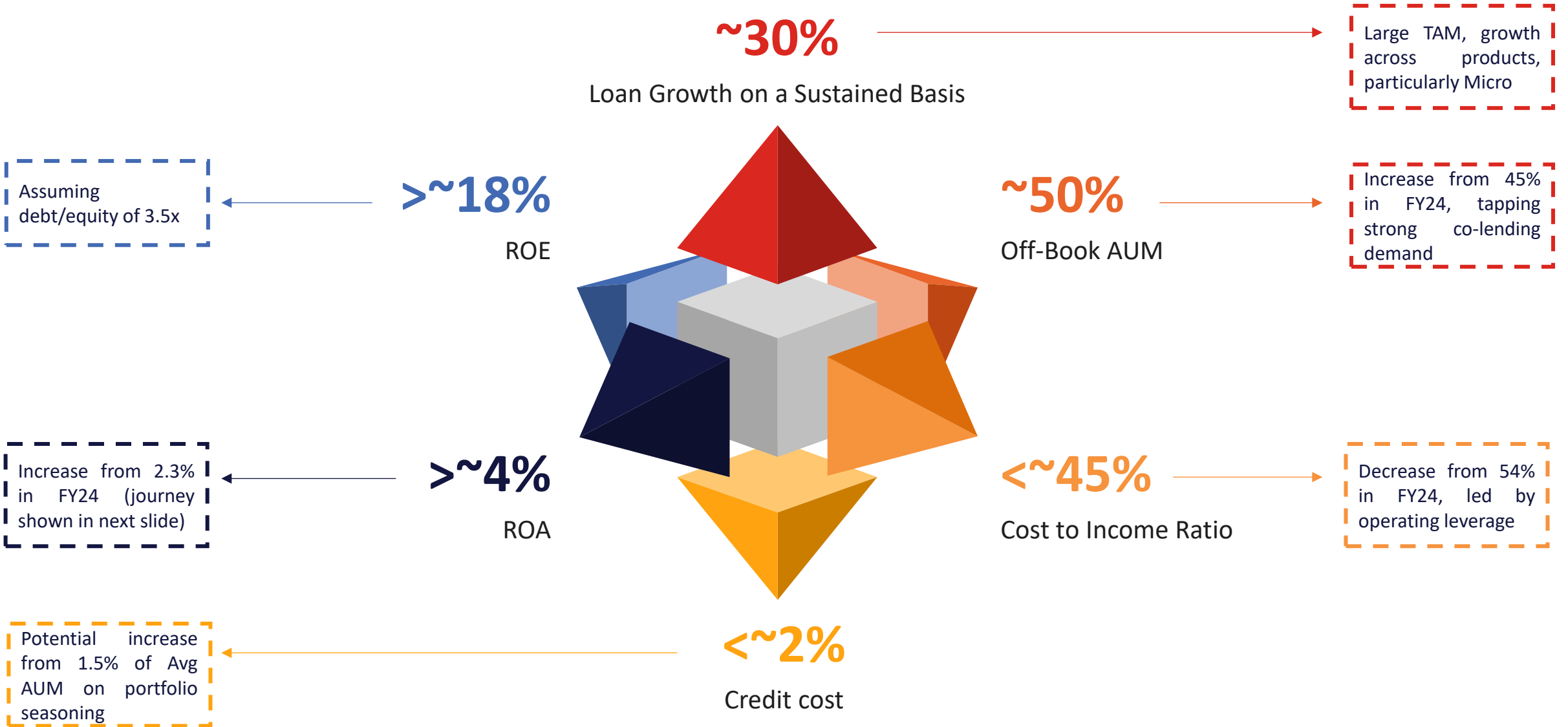
**What does this
culminate into?**



Our journey to 4% ROA

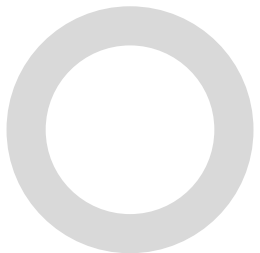


Long term sustainable strategy





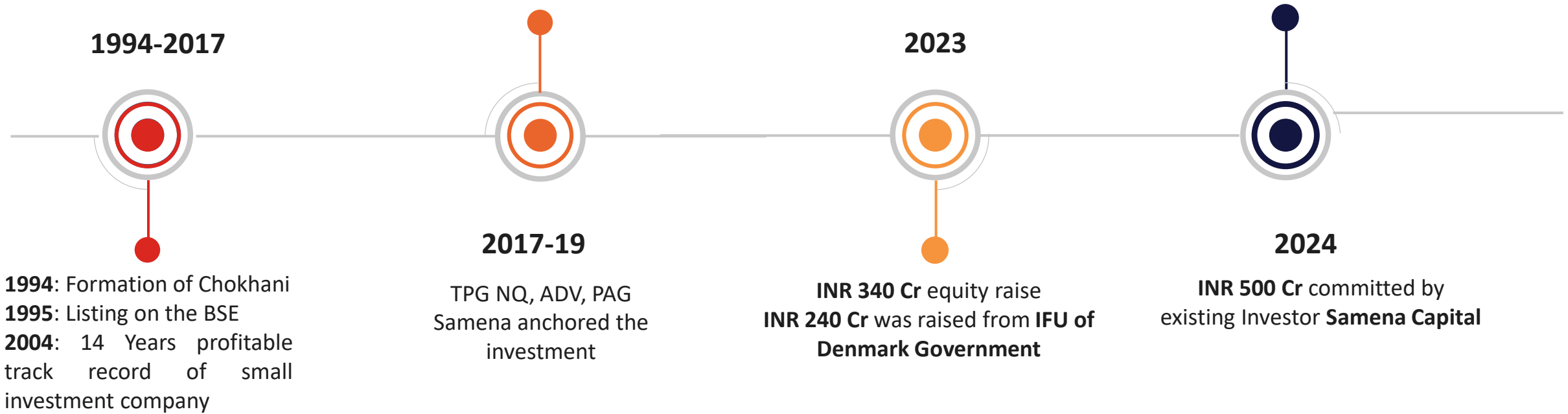
Evolution, Shareholding, Board, and Management



Our Capital Raises have been geared to create a Large Institution

Acquisition of Chokhani Securities
 Raised INR 916 Cr capital from Institutional / PE Investors

INR 1,265 Crores through Capital Commitment (CCDs + Warrants)
(2024E infusion from CCDs (100%) + Warrants (25%): ~INR 510 Cr; Balance within 18 months from allotment)

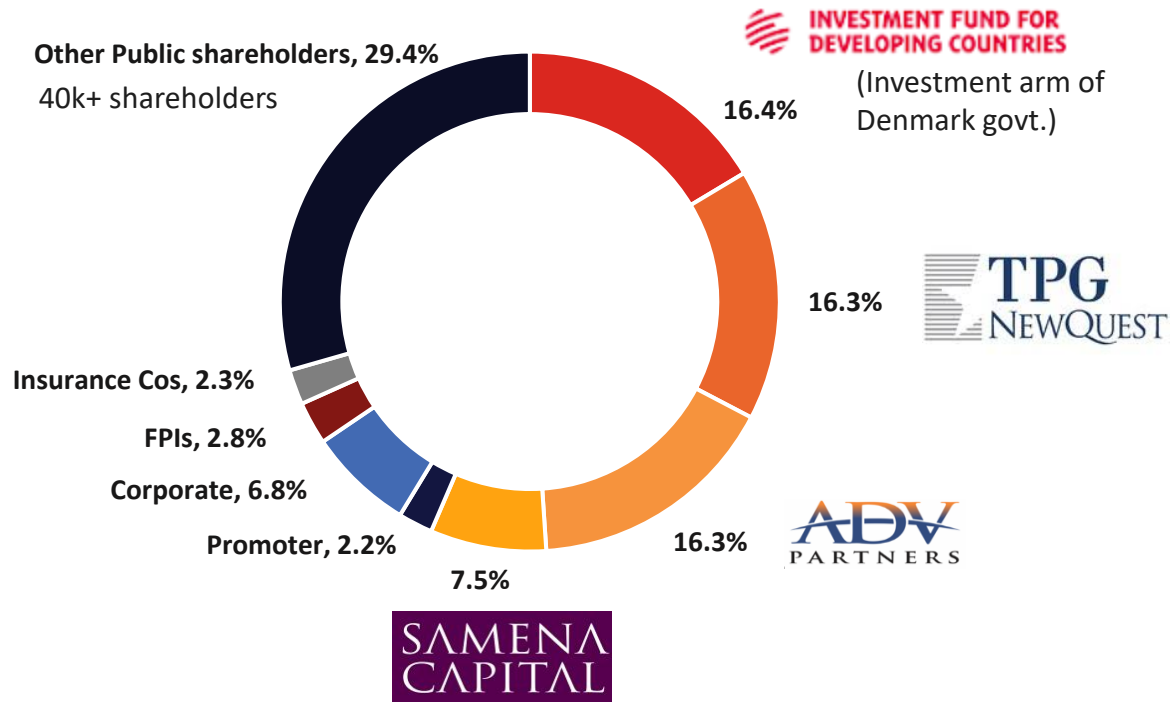


Our key investors across our fundraising rounds

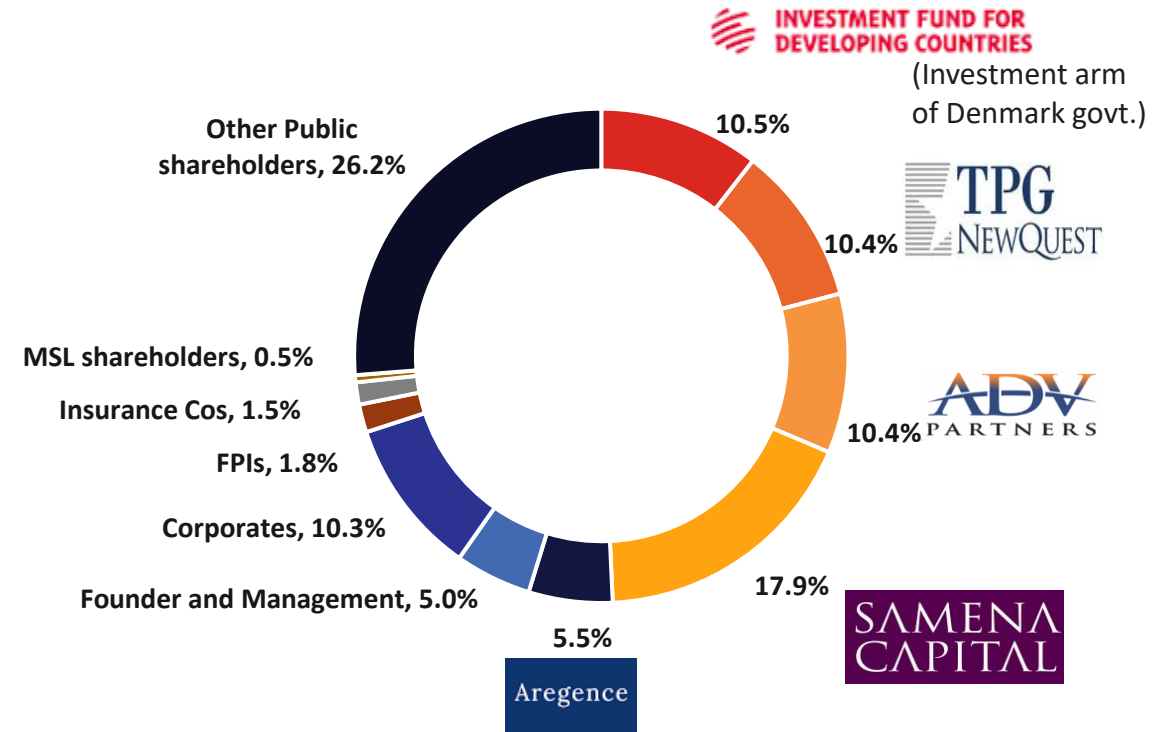


Institutionally Owned : Majority held by Institutional Investors

Shareholding Pattern as of Jun'24



Fully diluted shareholding pattern*



Management to potentially own 7 Mn shares on a fully diluted basis; vesting conditions linked to share price performance (ranging between Rs 261-538 till 2026) over next 2 years, thereby aligning management's goals towards company's performance and ultimately shareholder returns

*considering full allotment of shares issued on preferential basis

We are Independently supervised by eminent Board of Directors

Non-Executive Chairman



Satyananda Mishra
Chairman, Corporate Social Responsibility Committee
Ex-Chairman- MCX, Ex-CIC, GOI,
Ex-Director - SIDBI



Independent Directors



Karnam Sekar
Ex - MD & CEO of Indian Overseas Bank



Committee Chairman
Risk Management



Hemant Bhargava
Ex-Chairman in charge and MD of LIC



Committee Chairman
Audit



Rajeev K. Agarwal
Ex-Whole Time Member, SEBI



Committee Chairman
Nomination & Remuneration,
Stakeholder Relationship, Securities allotment and transfer committee



S. Karuppasamy
Ex-Executive Director, RBI



Committee Chairman
IT Strategy,
Compliance & Customer Service



Tabassum Inamdar
Ex Goldman Sachs,
UBS Securities, Kotak Securities



Nominee / Shareholder Directors



Chetan Gupta
(Samena Nominee)
Managing Director at Samena Capital



Manoj Sehrawat
(ADV Nominee)
Partner at ADV



Rohit Goyal
(IFU Nominee)
VP at IFU



Shachindra Nath -
Founder & Managing Director
26+ Years of diversified financial services experience across asset management, lending, capital markets & insurance

With strong corporate governance framework enshrined in the Articles

- High degree of **regulatory oversight and transparency**
- An institution created with a **long-term view**, designed for continued operational efficiency
- Access to **permanent capital**



- **Reputed Audit Firm** to be appointed as the statutory auditors
- **Sharp and Tannan** appointed as the **statutory auditor** and **Khimji Kunverji & Co** appointed as the co-sourced firm for **internal audit**

- Any proposed loan **>1% of net worth or to a related party** to require unanimous approval of ALCO and the Board
- Board approved **multi-layer credit authority delegation**
- **Removal of key management (including CRO, CFO)** to require 3/4th board approval
- Any significant action by the Company to need **3/4th approval of the Board**

- **Independent directors** to comprise majority for perpetuity
- Any shareholder holding **>10%** to **qualify for a board seat**
- Key committees to be headed by an independent member with required credentials
- **The majority of the NRC, ALCO and Audit Committees** to comprise of **independent directors**

Special Resolution of Shareholders required for effecting any changes to the AoA
Promoters/Management do not have unfettered rights to divert business strategy

Professionally Managed: Leadership team has 165+ years of cumulative experience



**Shachindra Nath -
Founder & Managing Director**
26+ Years of diversified financial services experience across asset management, lending, capital markets & insurance



**Amit Mande
Chief Revenue Officer**
24+ Years of Experience



**Anuj Pandey
Chief Risk Officer**
25 Years of Experience



**Kishore Lodha
Chief Financial Officer**
23+ Years of Experience



**Sunil Lotke
Chief Legal & Compliance Officer**
21+ Years of Experience



**Rajni Khurana
Chief People Officer**
24+ Years of Experience



**Sharad Agarwal
Chief Operating & Technology Officer**
25+ Years of Experience



Leadership is supported by strong second layer of management



Monika Kapoor
CBO - Intermediated Business
21+ Years of Experience



J Sathiayan
CBO - Micro Enterprises
25+ Years of Experience



Ajit Kumar
CBO - Equipment Finance & Green Asset Financing
25+ Years of Experience



Tanya Chadha
CBO - Digital Business & Alliances
19+ Years of Experience



Deepak Khetan
Head – Investor Relations
17+ Years of Experience



Irem Sayeed
Chief Credit Officer
25+ Years of Experience



Subrata Das
Chief Innovation Officer
19+ Years of Experience



Neeraj Deshpande
Head – Co-lending
24+ Years of Experience



Arun Arora
Head - FCU, Collateral & Technical
19+ Years of Experience



Prabhakaran Sundaraj
Head - Collections & Litigations
27+ Years of Experience



Satyabrata Mohapatra
Head - Operations & Customer service
24+ Years of Experience

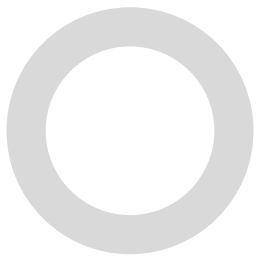
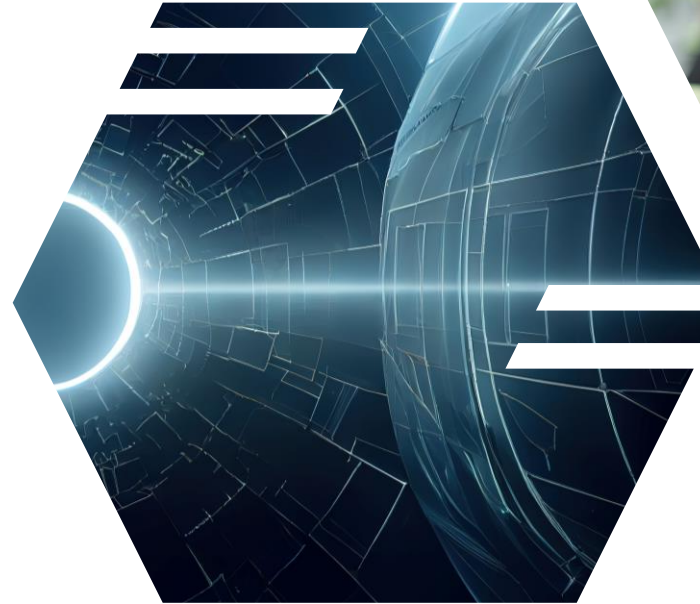


Ankit Chothani
Head - Marketing & Corporate Communications
19+ Years of Experience





UGRO Impact



Empowering Visions, Crafting Impact

Social Impact Report
2023-24

The UGRO Impact

Report Prepared by
ALSiSAR
-IMPACT-

Consultant for SDG Framework
IMPLEMENT
CONSULTING GROUP_


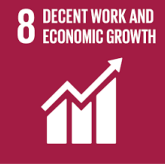


Embracing sustainable growth by aligning with UNSDGs

Report Prepared by
ALSiSAR
-IMPACT-

Consultant for SDG Framework
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UGRO Capital: Creating a strong social impact since inception

UGRO's Impact journey from Previous report (1/2)

UN SDG	PARTICULARS	CURRENT (2023-24)	PREVIOUS (2022)
	1. Percentage of female borrowers who are owners	9%	NA
	2. Percentage of female borrowers who are owner/co-owner	72%	NA
	Increase in revenue of borrowers (based on impact survey)	94%	80%
	AUM of portfolio pertaining to 104 Micro branches (branches located in Tier 3 and beyond geographies)	871 Cr	73 Cr
	Total number of customers	62,928	16,594

UGRO's Impact journey from Previous report (2/2)

UN SDG	PARTICULARS	CURRENT (2023-24)	PREVIOUS (2022)
	AUM in healthcare industry	374 Cr	142 Cr
	AUM in clean water and sanitation industry	151 Cr	-
	AUM in clean energy industry	134 Cr	9 Cr
	AUM in education industry	97 Cr	142 Cr

Thank you

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