

Date: August 9, 2024

The Manager
Department of Corporate Relationship
BSE Limited
25th 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: Equity- 532900

NCDs- 975107, 975202, 975251, 975284, 975329, 975437, 975592, 975640, 975865 and CPs- 727064

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 June 30, 2024.

The above is being made available on the Company's website i.e. 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: Paisalo House, 74, Gandhi Nagar, NH-2, Agra - 282 003, India. Phone : +91 562 402 8888. Email: agra@paisalo.in

CIN: L65921DL1992PLC120483

www.paisalo.in

अर्थ: समाजस्य न्यासः



PAISALO

EASY LOAN आसान लोन

2025

**INVESTOR
PRESENTATION
Q1 FY 2025**

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Financial Summary

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Business Correspondent
Update

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Paisalo Digital Limited
Overview

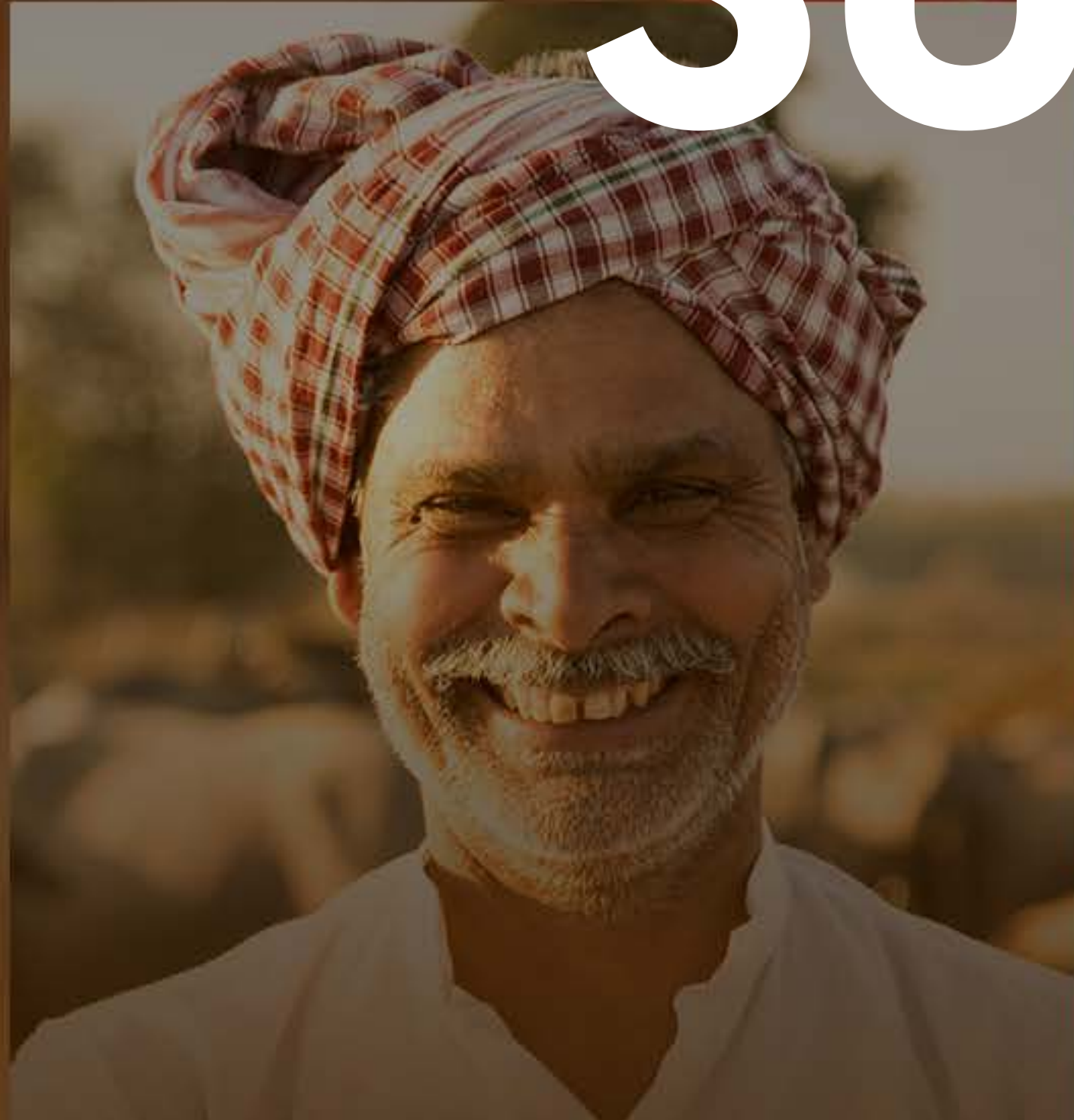
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Financial Performance

Presentation
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FINANCIAL SUMMARY



Q1 FY 2025

Paisalo Snapshot

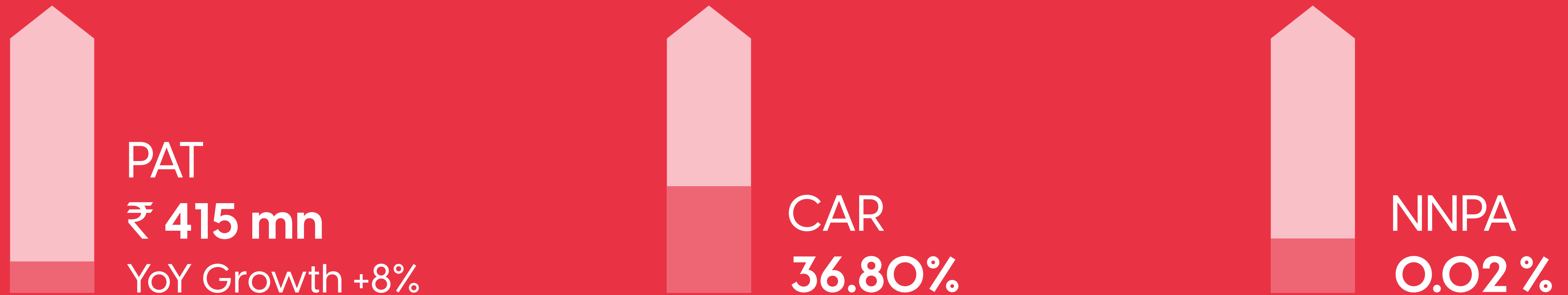
Q1 FY 2025



Good Quarter on Volumes, AUM, Profitability and portfolio metrics, but loan losses were elevated in Q1 due to severe heat wave and operational limitations due to the general elections. Overall, a mixed start to the fiscal.

Paisalo Snapshot

Q1 FY 2025



Good Quarter on Volumes, AUM, Profitability and portfolio metrics, but loan losses were elevated in Q1 due to severe heat wave and operational limitations due to the general elections. Overall, a mixed start to the fiscal.

Paisalo Snapshot

Q1 FY 2025

- Highest ever AUM of ₹46,001 mn.
- AUM as at Q1 FY 2025 was up 26.22% at ₹46,001 mn as against Q1 FY 2024 at ₹36,444 mn.
- Total geographic footprint stood at to 2,844 touchpoints across 21 states, in the quarter. In Q1, the company added 429 new touch points.
- The company continues to protect its margin profile, Interest Income for Q1 FY 2025 was up 37% at ₹1,866 mn as against ₹1,365 mn in Q1 FY 2024. The company has posted 7.31% increase in PBT and 8.07% increase in PAT YoY.
- GNPA and NNPA stood at 0.21% and 0.02% as at Q1 FY 2025 compared to 0.28% and 0.04% as at Q1 FY 2024. The Company expects its GNPA and NNPA to stay within the Long-Term outlook of below 2%.
- Paisalo has written off bad debts totalling to INR 157 mn and has recovered old written off bad debts worth INR 44 mn as at Q1 FY 2025.
- Loan Losses in Q1 were elevated primarily on account of muted collection efficiencies across all areas of operations, due to the extended impact of severe heat wave and operational limitations due to the general elections. The company is augmenting its debt management infrastructure as a mitigation measure, by deploying senior field staff and business support teams to control this trend.

Paisalo Snapshot

Q1 FY 2025

- Given the elevated loan losses, we may maintain the current trend in Q2 and should start to normalize by Q3. The company remains watchful and is proactively pruning as required.
- The Tangible Networth is INR 13,658 mn versus Bank Borrowings (secured) INR 18,436 mn, i.e., 1.35 times.
- Capital Adequacy remained strong at 36.80% at Q1 FY 2025.
- Credit Rating of the company is IVR AA/Stable Outlook (IVR Double A with Stable Outlook) and IVR A1+ (IVR A One Plus) for Commercial Paper.
- In Q1 FY 2025, the company delivered annualized RoE of 12.03% as against 12.65% in Q1 FY 2024.
- In Q1 FY 2025, the company delivered annualized RoA of 4.03% as against 4.88% in Q1 FY 2024.
- Employees head count stood at 2362 as at Q1 FY 2025.
- Customer franchise stood at 5.25 million as of Q1 FY 2025 as compared to 2.25 million as of Q1 FY 2024.
- The company continues to invest in teams and technology for business transformation. Given the deep investment being committed we are on track in business transformation (geo-expansion and technology) for stabilizing at 3000 disbursement per day (as intimated in Q4 FY 2024), next update will be provided in Q2 FY2025 (as intimated in Q4 FY 2024).
- Overall, a mixed start to the fiscal but we are confident about growth and portfolio metrics for FY25.



**BUSINESS
CORRESPONDENT
UPDATE**

Q1 FY 2025

Performance Update

Particulars	Units	Q1 FY 2025	Q1 FY 2024	YoY	Q4 FY 2024	QoQ
No. of Active CSPs	(Numbers)	1208	497	143.06%	973	24.15%
No. of Small Savings Bank Account Opened	(Numbers)	24,904	15,404	61.67%	20,873	19.31%
No. of Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	APY (Numbers)	5,541	2,461	125.15%	3,759	47.41%
	PMJJBY (Numbers)	4,406	5,110	(13.78%)	8,480	(48.04%)
	PMSBY (Numbers)	10,513	12,803	(17.89%)	16,842	(37.58%)
No. of Customer Initiated Transactions	(Numbers)	9,50,288	3,56,162	166.81%	7,64,425	24.31%
Amount of Customer Initiated Transactions	(₹ in million)	₹ 5,737.74	₹ 2,008.11	185.73%	₹ 4,477.94	28.13%
Amount of AEPS Transactions	(₹ in million)	₹ 2,834.52	₹ 1,002.81	182.66%	₹ 2,175.22	30.31%
Amount of Micro ATM Debt card Transactions	(₹ in million)	₹ 350.19	₹ 41.31	747.71%	₹ 270.78	29.33%
Amount of Loan Deposits	(₹ in million)	₹ 81.12	₹ 27.98	189.93%	₹ 58.48	38.72%
Amount of Recurring Deposit Remittances	(₹ in million)	₹ 0.03	₹ 0.01	211.11%	₹ 0.02	40.00%
Amount of Home Branch Cash Deposits (Cash In)	(₹ in million)	₹ 253.12	₹ 102.87	146.06%	₹ 207.71	21.86%
Amount of Cash Withdrawals (Cash Out)	(₹ in million)	₹ 512.99	₹ 169.49	202.67%	₹ 428.09	19.83%
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹ 1,565.71	₹ 621.81	151.80%	₹ 1,220.69	28.26%
Amount of IMPS Remittances	(₹ in million)	₹ 2.12	₹ 1.66	27.53%	₹ 0.76	178.55%
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹ 137.15	₹ 39.02	251.50%	₹ 113.52	20.82%
Average Account Balance Maintained with CSP	(₹ in Actuals)	₹ 3,266.28	₹ 1,605.17	103.48%	₹ 3,262.51	0.12%

Quarterly Performance

Particulars	Units	Q1 FY 2024	Q2 FY 2024	Q3 FY 2024	Q4 FY 2024	Q1 FY 2025
No. of Active CSPs	(Numbers)	497	529	628	973	1208
No. of Small Savings Bank Account Opened	(Numbers)	15,404	17,212	14,366	20,873	24,904
No. of Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	APY (Numbers)	2,461	3,532	3,015	3,759	5,541
	PMJJBY (Numbers)	5,110	3,436	3,152	8,480	4,406
	PMSBY (Numbers)	12,803	11,439	10,007	16,842	10,513
No. of Customer Initiated Transactions	(Numbers)	3,56,162	5,23,302	6,01,163	7,64,425	9,50,288
Amount of Customer Initiated Transactions	(₹ in million)	₹ 2,008.11	₹ 2,757.55	₹ 3,404.67	₹ 4,477.94	₹ 5,737.74
Amount of AEPS Transactions	(₹ in million)	₹ 1,002.81	₹ 1,396.19	₹ 1,711.54	₹ 2,175.22	₹ 2,834.52
Amount of Micro ATM Debt card Transactions	(₹ in million)	₹ 41.31	₹ 104.67	₹ 170.78	₹ 270.78	₹ 350.19
Amount of Loan Deposits	(₹ in million)	₹ 27.98	₹ 34.00	₹ 42.93	₹ 58.48	₹ 81.12
Amount of Recurring Deposit Remittances	(₹ in million)	₹ 0.01	₹ 0.01	₹ 0.02	₹ 0.02	₹ 0.03
Amount of Home Branch Cash Deposits (Cash In)	(₹ in million)	₹ 102.87	₹ 122.15	₹ 164.36	₹ 207.71	₹ 253.12
Amount of Cash Withdrawals (Cash Out)	(₹ in million)	₹ 169.49	₹ 235.69	₹ 293.16	₹ 428.09	₹ 512.99
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹ 621.81	₹ 799.90	₹ 930.43	₹ 1,220.69	₹ 1,565.71
Amount of IMPS Remittances	(₹ in million)	₹ 1.66	₹ 1.15	₹ 0.77	₹ 0.76	₹ 2.12
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹ 39.02	₹ 61.75	₹ 89.21	₹ 113.52	₹ 137.15
Average Account Balance Maintained with CSP	(₹ in Actuals)	₹ 1,605.17	₹ 2,419.56	₹ 2,866.81	₹ 3,262.51	₹ 3,266.28

Consolidated Financial Year Performance

Particulars	Units	FY 2023	FY 2024
Number of Active CSPs	(Numbers)	432	973
Number of Small Savings Bank Account Opened	(Numbers)	10,091	67,855
Number off Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	APY (Numbers)	622	12,767
	PMJJBY (Numbers)	1,218	20,178
	PMSBY (Numbers)	4,029	51,091
Number of Customer Initiated Transactions	(Numbers)	1,35,184	22,45,052
Amount of Customer-Initiated Transactions	(₹ in million)	₹ 766.10	₹ 12,648.27
Amount of AEPS Transactions	(₹ in million)	₹ 328.64	₹ 6,285.75
Amount of Micro ATM Debit card Transactions	(₹ in million)	₹ 3.30	₹ 587.54
Amount of Loan Deposits	(₹ in million)	₹ 10.48	₹ 163.40
Amount of Recurring Deposit Remittances	(₹ in million)	₹ 0.008	₹ 0.057
Amount of Home Branch Cash Deposits	(₹ in million)	₹ 74.85	₹ 597.08
Amount of Cash Withdrawals	(₹ in million)	₹ 104.22	₹ 1,126.43
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹ 229.30	₹ 3,572.83
Amount of IMPS Remittances	(₹ in million)	₹ 1.64	₹ 4.34
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹ 13.33	₹ 303.50
Average Account Balance Maintained with CSP	(₹ in Actuals)	₹ 133.32	₹ 2,538.51

A man and a woman are smiling in a pottery workshop. The man is on the left, wearing a blue shirt, and the woman is on the right, wearing an orange and red sari. They are surrounded by various pottery items, including a large wheel and several finished pots. The background shows a brick wall and a yellow plastic bag.

PAISALO DIGITAL LIMITED

OVERVIEW

Q1 FY 2025

What do we Stand For

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%

Key strategic differentiators

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 **5.25 Mn+ customers** as at Q1 FY 2025
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **2362** managing **2844 touch points** in **21 states**

Uniquely Positioned for Growth

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’**

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 ₹ 46,001 mn.
- Already serviced more than 5.25 million customers as at Q1 FY 2025.
- An experienced team of 2362 managing 2884 touch points in 21 States.
- Net worth of ₹ 13,658 mn, leveraged 2 times and CAR~36.80%.
- PAT of ₹ 415 mn.
- Classified and regulated by RBI as a (Non-Deposit Accepting) Systemically Important Middle Layer NBFC.
- Rated: AA (Stable Outlook) and A1+ (Commercial Paper).
- Listed on NSE and BSE.



**FINANCIALS
PERFORMANCE
Q1 FY 2025**

FINANCIALS

(₹ in Millions, *Cumulative)

PARTICULARS	Q1 FY 2024	Q2 FY 2024*	Q3 FY 2024*	Q4 FY 2024*	Q1 FY 2025
AUM	₹36,444	₹38,174	₹42,280	₹45,860	₹46,001
Disbursements	₹7,648	₹14,773	₹24,681	₹35,902	₹6,521
Revenue	₹1,362	₹2,809	₹4,635	₹6,587	₹1,866
PBT	₹520	₹1,156	₹1,916	₹2,412	₹558
PAT	₹384	₹859	₹1,424	₹1,790	₹415
Net Worth	₹11,954	₹12,413	₹12,952	₹13,211	₹13,658
Total Liabilities	₹18,818	₹20,447	₹23,218	₹25,537	₹26,890
Bank Borrowings	₹12,890	₹13,740	₹14,750	₹17,494	₹18,436
Debt to Equity Ratio	1.52	1.58	1.71	1.87	1.91
Bad Debts Written Off	₹13	₹36	₹245	₹418	₹157
Bad Debts Recovered	₹108	₹260	₹381	₹405	₹44
NIM	5.80%	6.20%	7.29%	6.42%	6.22%
Gross NPA	0.28%	0.24%	0.23%	0.21%	0.21%
Net NPA	0.04%	0.01%	0.02%	0.02%	0.02%
CAR	40.41%	39.74%	37.82%	35.92%	36.80%

FINANCIALS

(₹ in Millions, *Cumulative

**Impact of Bonus Issue 1:1

PARTICULARS	FY 2022	FY 2023	FY 2024	Q1 FY 2025
AUM	₹26,973	₹34,928	₹45,860	₹46,001
Interest Income	₹3,922	₹4,732	₹6,587	₹1,866
NIM	4.03%	5.50%	6.42%	6.22%
PAT	₹793	₹936	₹1,790	₹415
Cash Accrual	₹819	₹950	₹1,824	₹425
Net worth	₹10,241	₹11,610	₹13,211	₹13,658
Total Debt	₹15,989	₹18,567	₹25,537	₹26,890
Debt Equity Ratio	1.46	1.58	1.87	1.91
Gross NPA	1.56%	0.25%	0.21%	0.21%
NET NPA	1.26%	0.02%	0.02%	0.02%
ROA	3.09%	3.02%	4.53%	4.03%
ROE	7.78%	7.90%	13.40%	12.03%
CAR	42.92%	40.34%	35.92%	36.80%
Book Value	₹23.00	₹25.50	₹14.60**	₹15.06

FINANCIALS

Critical Ratios, (₹ in Millions)

PARTICULARS	FY 2022	FY 2023	FY 2024	Q1 FY 2025
Tangible Net Worth (TNW)	₹ 10,241	₹ 11,610	₹ 13,211	₹ 13,658
Bank Borrowings (BB)	₹ 9,588	₹ 13,018	₹ 17,494	₹ 18,436
Total Outside Liabilities (TOL)	₹ 15,989	₹ 18,567	₹ 25,537	₹ 26,890
BB / TNW (Times)	0.94	1.12	1.32	1.35
TOL / TNW (Times)	1.56	1.58	1.93	1.97

AUM

₹ in Millions

REVENUE

₹ in Millions



Q1 FY 2025



FY 2024



FY 2023



FY 2022



NET WORTH

₹ in Millions

₹ 13,658

₹ 13,211

₹ 11,610

₹ 10,241

Q1 FY 2025

FY 2024

FY 2023

FY 2022

CAR

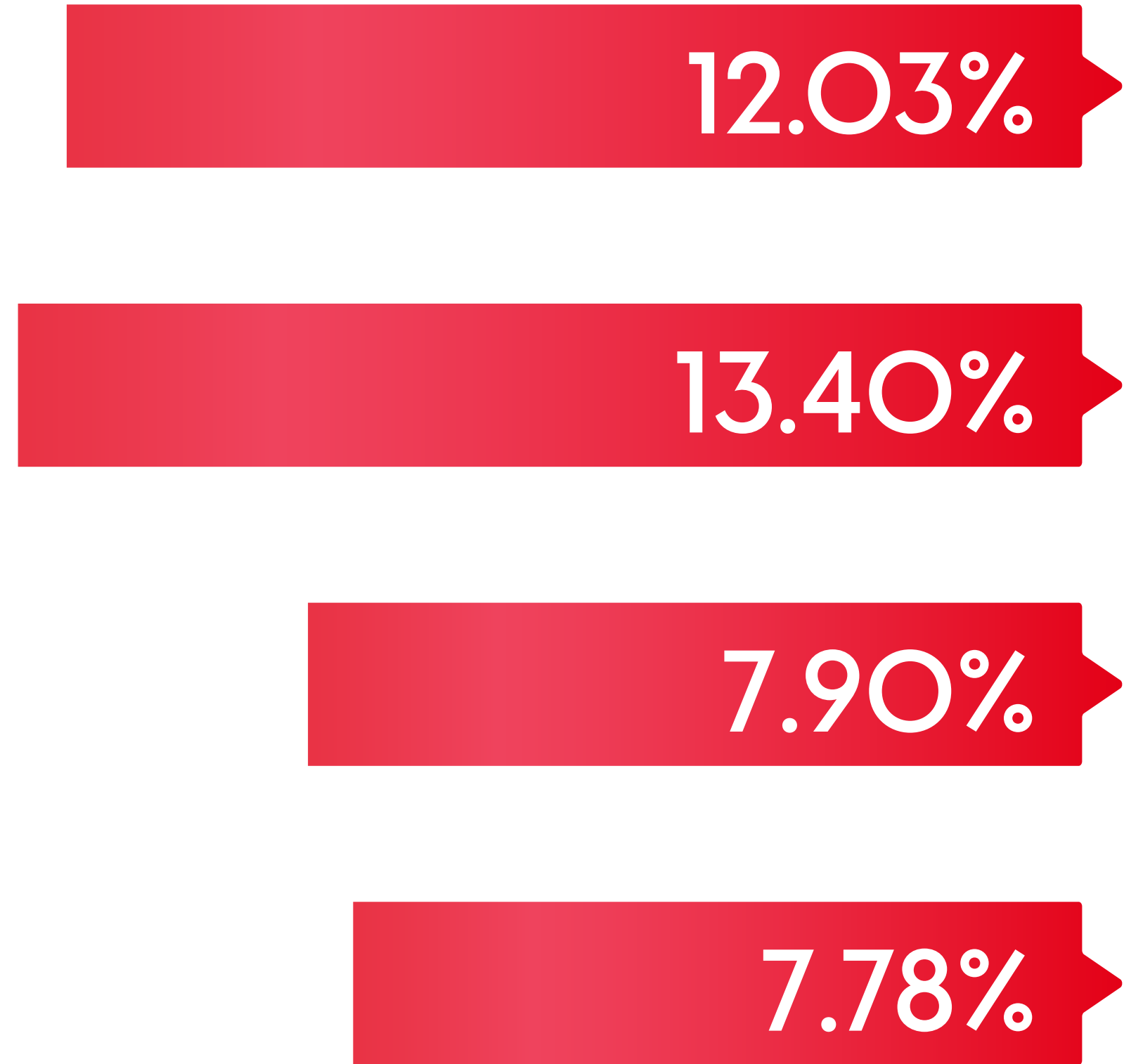
36.80%

35.92%

40.34%

42.92%

ROE



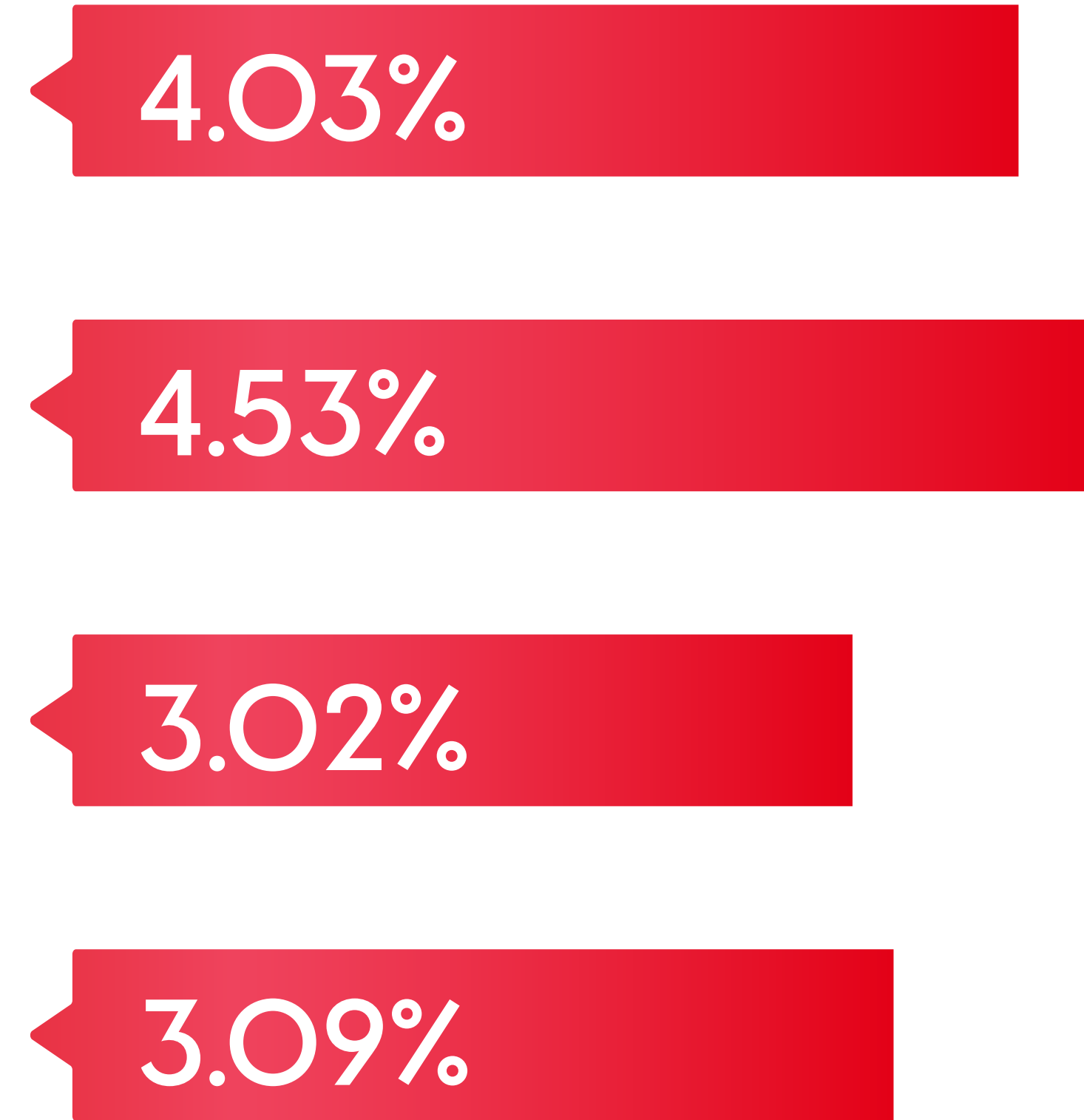
Q1 FY 2025

FY 2024

FY 2023

FY 2022

ROA



4.03%

4.53%

3.02%

3.09%

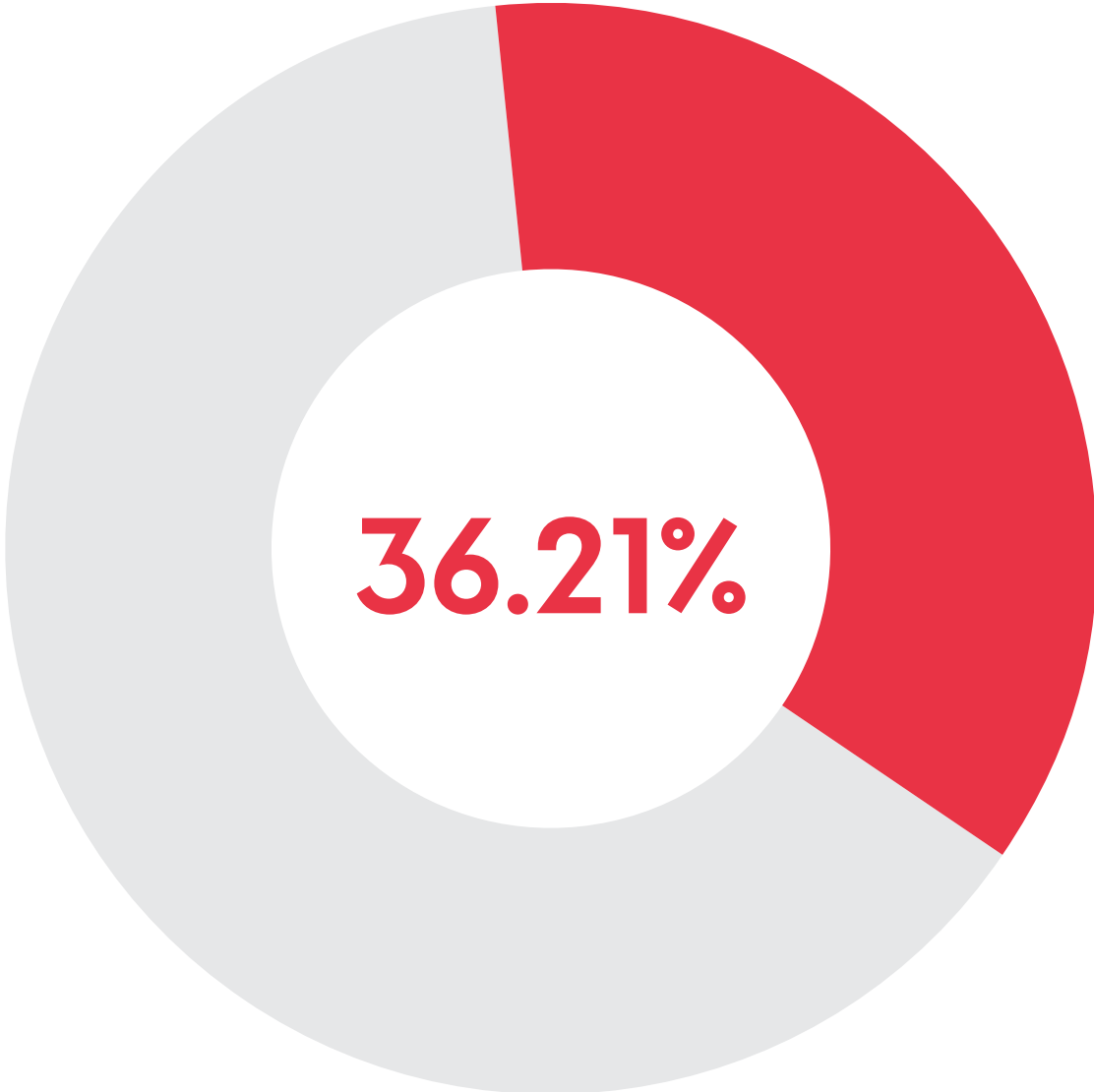
Shareholding Pattern | Credit Rating Q1 FY 2025

PAISALO DIGITAL LIMITED

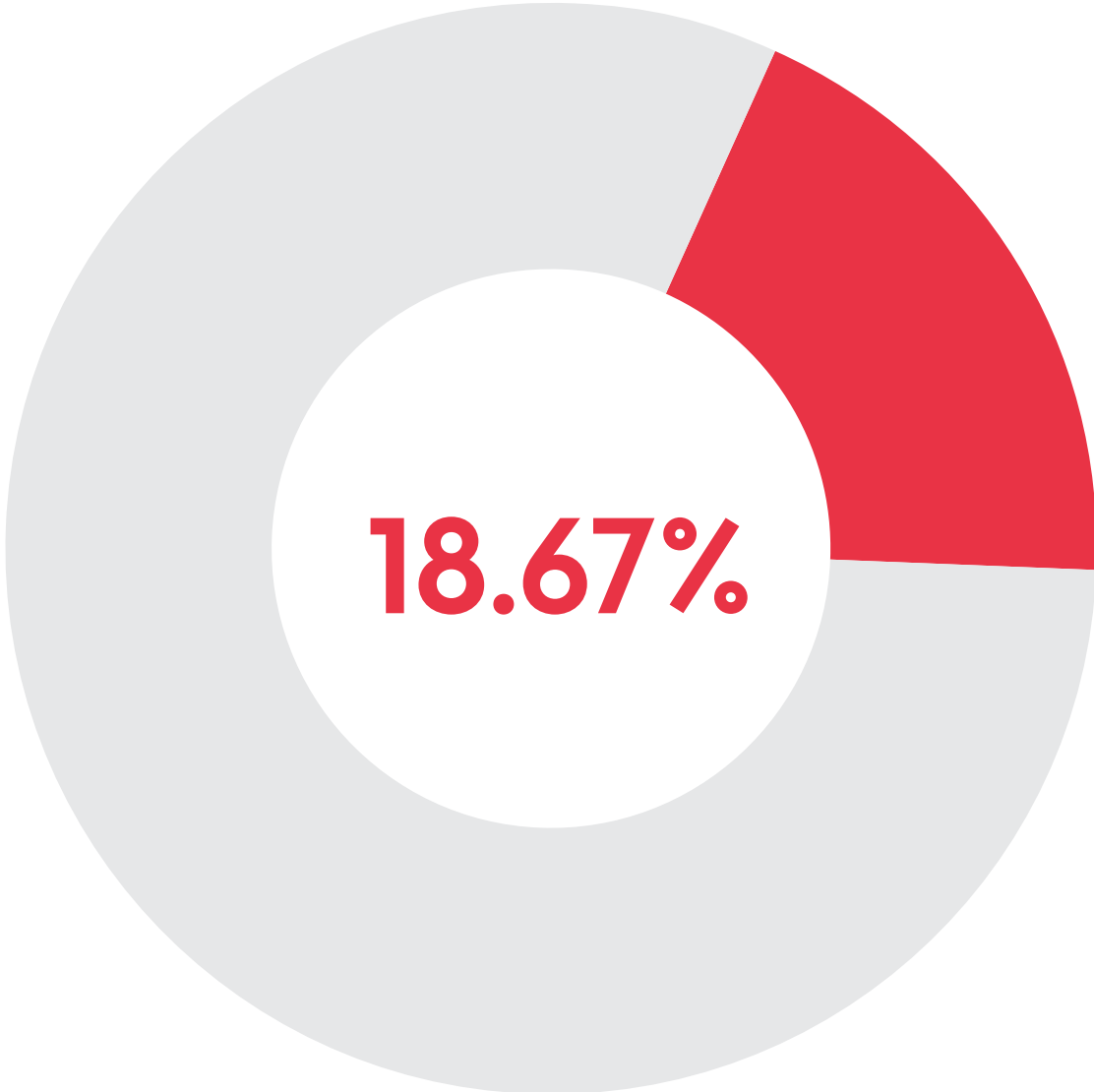
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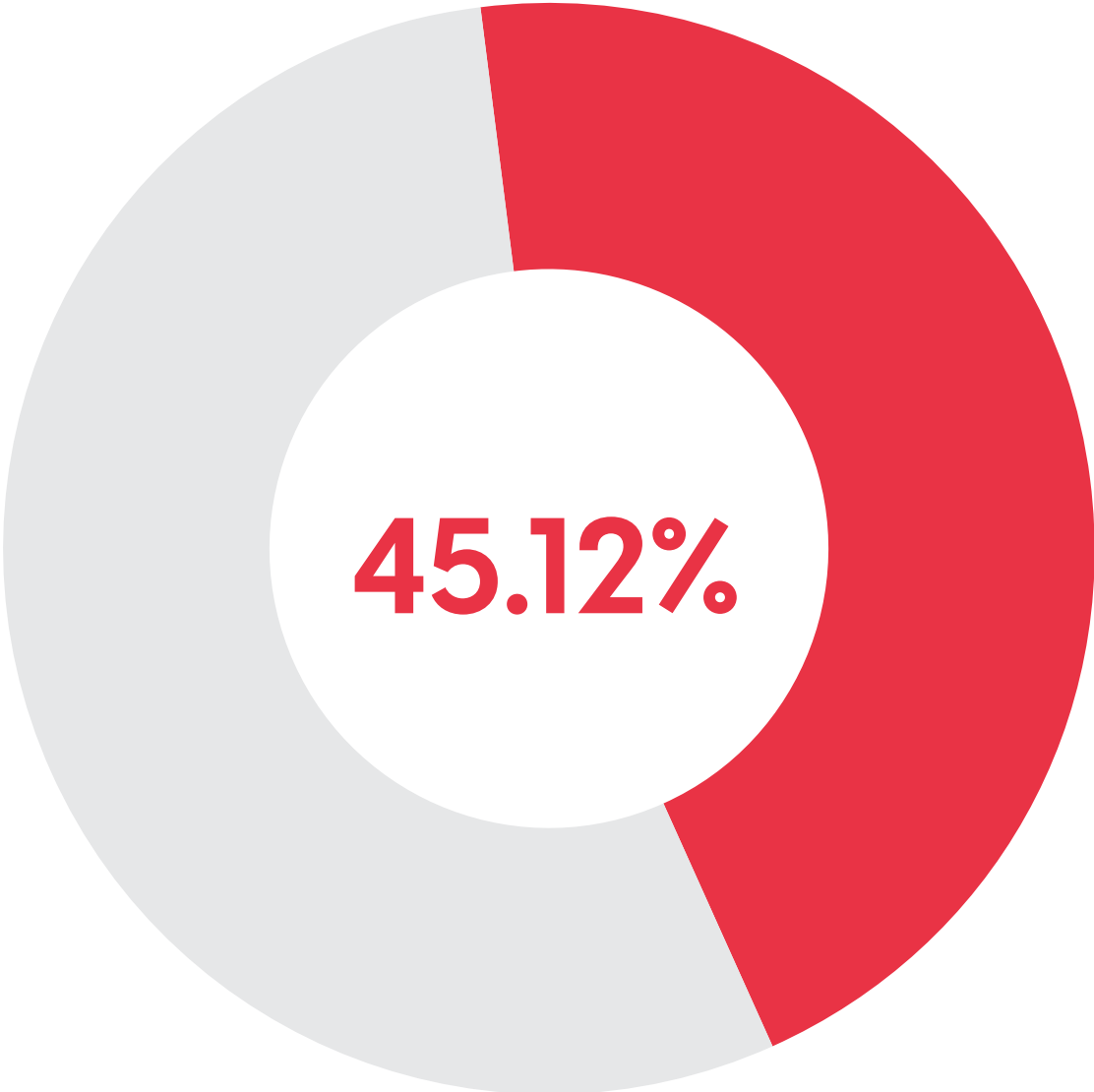
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PROMOTER & PROMOTERS GROUP



FIIS AND DIIS



PUBLIC

IVR 'AA (Stable Outlook)'

IVR 'A1+' (for Commercial Paper)

Safe Harbor Statement

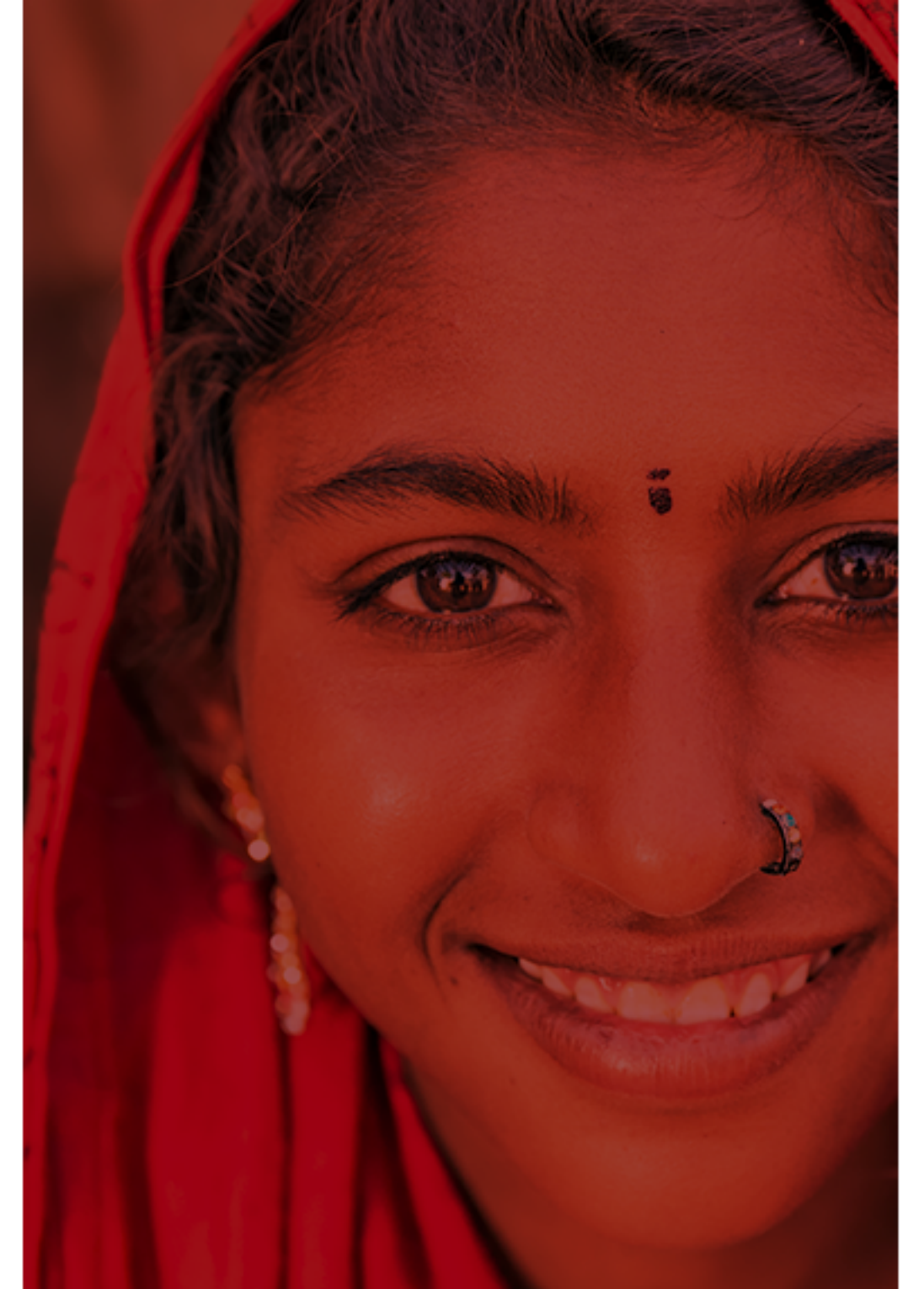
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NSE : PAISALO

BSE : PAISALO

BLOOMBERG : PAISALO:IN

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