

February 25, 2022

To,
The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower
Dalal Street, Mumbai 400 001

Scrip Code: 540268

Subject: Schedule of Analysts/Institutional Investor Conference

Dear Sir/Madam,

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, we would like to inform you the following schedule of Analysts/Institutional conference:

Date	Particulars of Participants	Type of Interaction
February 28, 2022	Valorem March Conference - 2022-India Metamorphosis	Group Meeting through Video Conference

The list of participants and the presentation are enclosed herewith for your reference.

Note: Above Schedule is subject to change due to any exigencies. The information which is already in public domain will be provided to the investors/analysts.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,
For Dhanvarsha Finvest Limited.



Lalit Chendvankar
Company Secretary and Compliance Officer



Encl: a/a

Valorem March Conference 2022 - INDIA METAMORPHOSIS

SCHEDULE FOR DHANVARSHA FINVEST on 28TH FEB 2022

Total	30		https://us02web.zoom.us/j/83776550995?pwd=MmRKemcwTXZTVGZnQ2ZOZl	
Time Slot	Name		Company Name	Type Of Company
10:00AM 11:30AM GROUP MEETING	Anmol	Sekhri	Sekhri wealth	Proprietary Fund
	Jay	Jesrani	MLP	Proprietary Fund
	Kshitij	Goel	KGIA	Proprietary Fund
	nalin	kumar	idbi	Brokerage House
	Vineeth	Anchalia	Sadhana textiles	Altemate Investment Fund (AIF)
	amol	dhariya	hpmg shares and securities	Brokerage House
	pritesh	vora	mission holdings	Proprietary Fund
	Mahesh	Koshiya	Finvest Advisor	Proprietary Fund
	Namit	Mehta	KC Capital	Proprietary Fund
	arun	kejiwal	kejiwal research	research house
	SUBRATA	SARKAR	Mount Intra Finance	Proprietary Fund
	Jayesh	Parekh	JMP Capital	Proprietary Fund
	Viraj	Parekh	JMP Capital	Proprietary Fund
	Tanmai	Patel	Stockaxis	Advisory
	Rahul	Paliwal	Shefa Family Office	Proprietary Fund
	Tanmai	Patel	Stockaxis	Advisor
	Reuben	Mathews	Equity Intelligence India Pvt Ltd	Portfolio Management Service (PMS)
	Radha Krishna	Doradia	Wealth More Capital	Proprietary Fund
	Viraj	Mehta	Equirus Long Horizon Fund	Portfolio Management Service (PMS)
	Ananth	Shenoy	AS Capital	Proprietary Fund
	Vidhi	Shah	Yes Securities	Portfolio Management Service (PMS)
	Prateek	Chaudhary	Saamarthya Capital	Proprietary Fund
	Mehul	Khandelwal	Span Capital Services	Proprietary Fund
	Jasween	Malik	Simone Group	Family Office
	Praful	Rai	Arjava Partners	Proprietary Fund
	Mahesh	Koshiya	Finvest Advisor	Proprietary Fund
	Manish	Chopra	Stalwart Advisors	Advisory
	Purva	Zanwar	AV Fincorp	Individual investor
Purva	Zanwar	Av fincorp	Individual investor	
Pranav	Gala	iWealth	Altemate Investment Fund (AIF)	

Valorem March Conference 2022 - INDIA METAMORPHOSIS

SCHEDULE FOR DHANVARSHA FINVEST on 28TH FEB 2022

Total	29		https://us02web.zoom.us/j/84331848542?pwd=eXE5YitlSFNBbTZweXJZTVZl	
Time Slot	Name		Company Name	Type Of Company
11:30AM 01:00PM GROUP MEETING	Siddarth	Mohta	Principal India AMC	Mutual Fund
	Miraj	Vora	Idbi capital	Brokerage House
	Pranav	Parekh	M/s B.T.Parekh	Brokerage House
	Avinnash	Gorakshakar	Profitmart Securities	Brokerage House
	Sachit	Motwani	Param Capital	Proprietary Fund
	Nikhil	Chowdhary	Kriis PMS	Portfolio Management Service (PMS)
	Jigar	Valia	Ohm Group	Portfolio Management Service (PMS)
	Bhavya	Doshi	Kriis Portfolio Management	Portfolio Management Service (PMS)
	Mahesh	Ojha	Systematix Shares	Brokerage House
	Chinmaya	Garg	Dron Capital	Proprietary Fund
	Anshul	Jhunjhunwala	Nepean Capital	Altemate Investment Fund (AIF)
	ADIP	POOJARA	AAN INVESTMENT	Proprietary Fund
	Shekhar	Rajadhyax	S.R.ENTERPRISES	Insurance Company
	Lakshya	Agarwal	QE Securities LLP	Brokerage House
	Ajay	Surya	Niveshaay	Altemate Investment Fund (AIF)
	Ravi	S	Sundaram Family Investments	Family fund
	Monica	Jahwar	Shardha fincop	Brokerage House
	Atul	Karwa	HDFC Securities	Brokerage House
	Ajay	Pasari	Incred Capital	Brokerage House
	Rushil	Selarka	Pioneer invest corp ltd	Portfolio Management Service (PMS)
	Akash	Jain	Ajcon Global Services Limited	Brokerage House
	keshav	biyani	sbspl	Proprietary Fund
	Athreya	Pal	Raintree Family Office	Proprietary Fund
	Ramesh	Bhojwani	Mehta Vakil & Co. Pvt. Ltd	Brokerage House
	Neha	Idnany	Minerva advisors	prop investment firm
	Hatim	Broachwala	Union KBC MF	Mutual Fund
	Mehul	Mehul Panjuani	Purnartha	Portfolio Management Service (PMS)
	Vaibhav	Gogate	Ashmore Investment Advisors	Foreign Institutional Investor
Rahul	Bajaj	Raksha Fincorp	Proprietary Fund	

Total	32		https://us02web.zoom.us/j/89520259473?pwd=MFpxRHFlbDlmVmRsdm0yWmJk	
Time Slot	Name		Company Name	Type Of Company
	Sonal	Vira	Purple	Proprietary Fund
	Melwin	Mathew	IDBI CAPITAL	Brokerage House
	Debesh	Agarwala	IDBI Capital	Brokerage House
	Suddhi	Shah	Envision Capital	Portfolio Management Service (PMS)
	Jiten	Gathani	SG Securities	Brokerage House
	Keshav	Kumar	RakSan Investor	Intellectual Partnership
	Nitin	Agarwal	Shreeya investment	Proprietary Fund
	Vivek	Nangia	Euthenia Cap	Proprietary Fund
	Nitin	Agarwal	Shreeya Investments	Proprietary Fund
	himanshu	upadhyay	o3 capital	Portfolio Management Service (PMS)

04:00PM

-

05:30PM GROUP
MEETING

Amit kumar	Tiwari	Rainy investments pvt ltd	Family office fund
Duby	Rex	Cumulus Wealth	RIA
Naysar	Shah	Maitri Financial	Portfolio Management Service (PMS)
Pankaj	CHOKSY	ParshvaCapital Research	Proprietary Fund
Ayush	Agarwal	MAPL Value Investing Fund	Portfolio Management Service (PMS)
Shubham	Doshi	Creative	Portfolio Management Service (PMS)
Krishna	Agarwal	Niveshaay Investment Advisory	Investment advisory
Karan	Asli	Maximal Capital	Portfolio Management Service (PMS)
ARVIND	joshi	BATALEUR ADVISORS	Proprietary Fund
Kalpesh	Vora	PhillipCapital	Brokerage House
Umakant	Sharma	EM Capital Advisors	Proprietary Fund
Deepak	Parekh	DHP Wealth	Brokerage House
Vaibhav	Kapur	Swaraj Holding Pvt. Ltd.	Proprietary Fund
Tanmai	Patel	StockAxis	Advisor
Nimish	Desai	Relativity Investment Advisors LLP	Private Equity
UTTAM	KURLE	DealMoney Securities Pvt Ltd	Brokerage House
shriram	iyer	singular capital	Alternate Investment Fund (AIF)
Amit	Tiwari	Rainy Investments Pvt Ltd	Family Office
Parthiv	Jhonsa	NVS Brokerage Pvt. Ltd.	Brokerage House
Nalin	Shah	NVS Brokerage Pvt. Ltd.	Brokerage House
Rau	Thakur	NVS Brokerage Pvt. Ltd.	Brokerage House
Abhishek	Pelu	N.V.S Brokerage	Brokerage House



Dhanvarsha Finvest Limited

Investor Presentation
February 2022

The MSME Credit Gap in India



MSME's Contribution to India's GDP

Current: 29%
Projected (2024): 50%

Number of People Employed by MSMEs in India

Current: Over 130Mn
Projected (2024): 150Mn

63M MSMEs in India

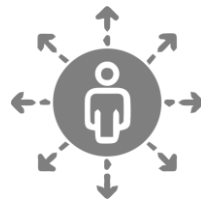
Contributing ~6.11% to India's manufacturing GDP, 24.63% of the service GDP, and 33.4% of manufacturing output.

Less than 20% of MSMEs have access to Credit

Potential Addressable Credit SME Gap: USD 300 Mn Credit Gap

350 million Blue Collared Workers

Potential Addressable Market size: INR 893 Bn



Policy Support: The government has released several policies for MSMEs such as an easy online registration form, a centralized data bank, and a mobile app with updated schemes available to MSMEs. Various government initiatives were launched to encourage young, women and SC/ST entrepreneurs to take up businesses.

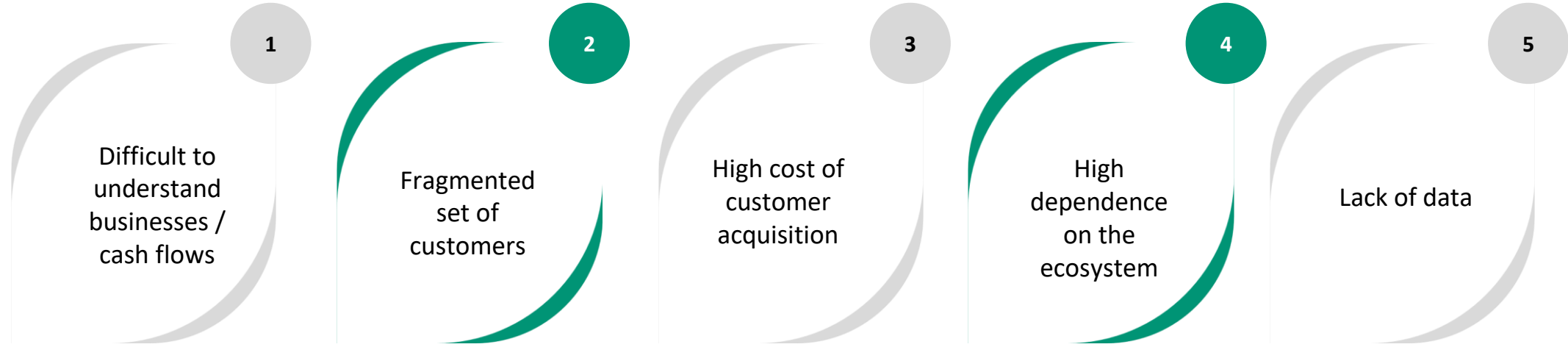
Government Schemes: The government invests significantly to help MSMEs establish their business. Schemes related to credit, infrastructure building, skill development, technology, etc. are designed to encourage MSMEs

Road Ahead: The Government of India has envisioned doubling the Indian economy to USD 5 Tn in five years. To achieve this goal, career opportunities for the young population have been generated and MSMEs have the potential to serve as a key employment generator. Therefore, the government has taken up the promotion of MSMEs to create new jobs in the sector. Further, the government aims to enhance MSME's share in exports and its contribution to GDP.

*Sources: India Flexistaing Association, Blume Ventures, ICRIER, Ministry of Micro, Small and Medium Enterprises (India); MOSPI



Challenges in Lending to MSME's



Challenges MSME Customers face when trying to get a loan



Dhanvarsha's Solution



Dhanvarsha believes in providing financial access through a diverse range of product offerings to underserved customers. The company is a one-stop solution for all Credit requirements, categorized and customized as per the customer's needs. The products are easily accessible without any hassles with transparent processes and affordable interest rates.

Atmanirbhar Bharat Business Loans

- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 60 months
- **Average Ticket Size** - INR 0.40 Mn
- **Interest Rate** -18-24%
- **LTV** – N/A
- **Basis of Credit Approval** - Cash Flow Analysis



Gold Loans

- **Loan Range** - INR upto 50 Lakhs
- **Loan Tenure** - 12 months
- **Average Ticket Size** - Up to INR 0.50 Mn
- **Interest Rate** - 15-22%
- **LTV** - 60-75%
- **Basis of Credit Approval** – Purity-22KT

















Personal Loans

- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 36 months
- **Average Ticket Size** - INR 0.15 Mn
- **Interest Rate** - 18-24%
- **LTV** - NA
- **Basis of Credit Approval** - Banking Statement



Dhanvarsha At A Glance*



 <p>Net Worth: INR 1,694 Mn[^]</p>	 <p>AUM INR 2,580 Mn</p>	 <p>Disbursals INR 896 Mn</p>	 <p>Average Loan Ticket Size INR 1.20 lakhs</p>	 <p>Active Lenders 21</p>	 <p>Total Liability Book: INR 1,949 Mn Debt to Equity (x) 1.15x</p>
 <p>Branches (Dec-21) 34</p>	 <p>Secured 67%</p>	 <p>Head of Banking has 32+ years of experience</p>	 <p>Dedicated Collections Cell headed by a legal expert</p>	 <p>Loan above INR 2 Cr to be approved by BOD</p>	 <p>Co-Lending Partnership with Central Bank of India & EZ Capital</p>
 <p>Gross NPA: 2.93% Net NPA: 1.79%</p>	 <p>Cash and Investments INR 938 Mn Strong and liquid balance sheet geared for onward lending</p>	 <p>Employees (Dec-21) 284 Women Employees 73</p>	 <p>Customers (Dec-21) 23,952 Women Customers 7,934</p>		

Partners

 <p>MSME Lending FLDG Partners 8</p>	 <p>Distribution Partners 100+</p>	 <p>Social Capital Partners 5</p>	 <p>Insurance Partners 4</p>
--	---	---	--



Company Overview

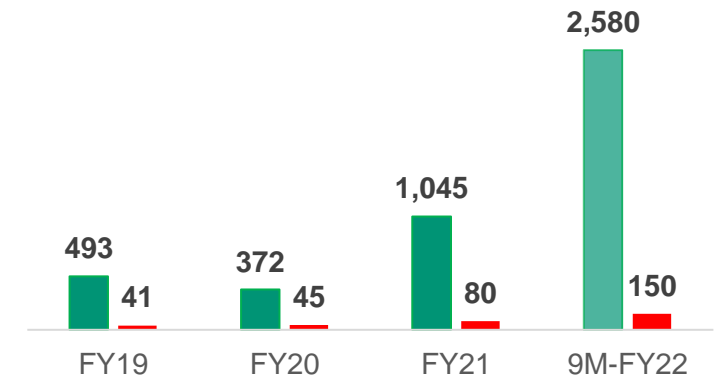


Company Overview

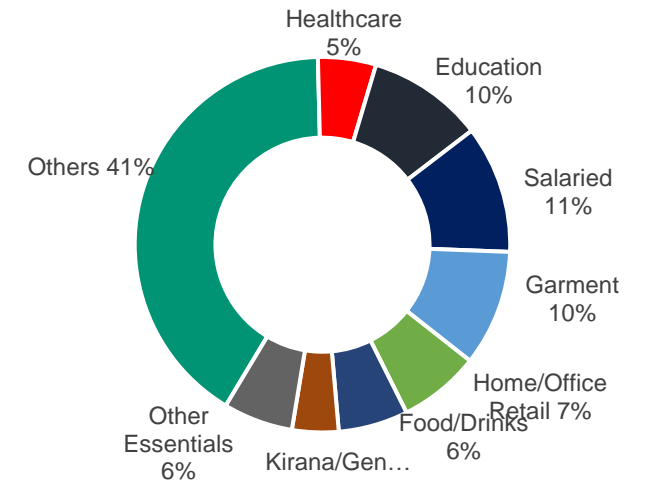


- Dhanvarsha Finvest Limited (DFL), is promoted under the aegis of the 80-year-old Wilson Group and has transformed into a technology-enabled financial services company focusing on MSME financing.
- Wilson Group’s history traces back up to Pre-Independence and is a diversified conglomerate headquartered in Mumbai with interest and investments across education, philanthropy, institutional clearing and advisory services, angel investing, sustainable water infrastructure projects and MSME lending.
- In 2017, DFL was reborn in its new avatar and has transitioned with the induction of a new Board and Management team, and it has withstood the slowdown in the NBFC market, COVID crisis, and has yet managed to scale up the business through diversification and introduction of new products.
- DFL’s mission is to build “social capital” by aiming to provide Credit solutions to India’s large underserved and underbanked MSME segment.
- The company prides itself on the highest standards of corporate governance and transparency with an eminent and completely Independent Board that comprises of veterans from banking, fintech, taxation, regulation, and global businesses and Key Management Personnel carefully recruited from renowned institutions.
- It aims to provide timely, affordable and sustainable access to Credit to the country's almost 500 Mn under-served borrowers, either through its own balance sheet or via significant distribution tie-ups coupled with its robust technology engine.
- The bedrock of the business is based on the loan book and an unrelenting focus on 4C’s – Credit, Capital, Collections & Collaborations. The company has collaborated with various partners like Banks, NBFC’s, Associations, DSA’s and other Retail Loan Channel Partners.

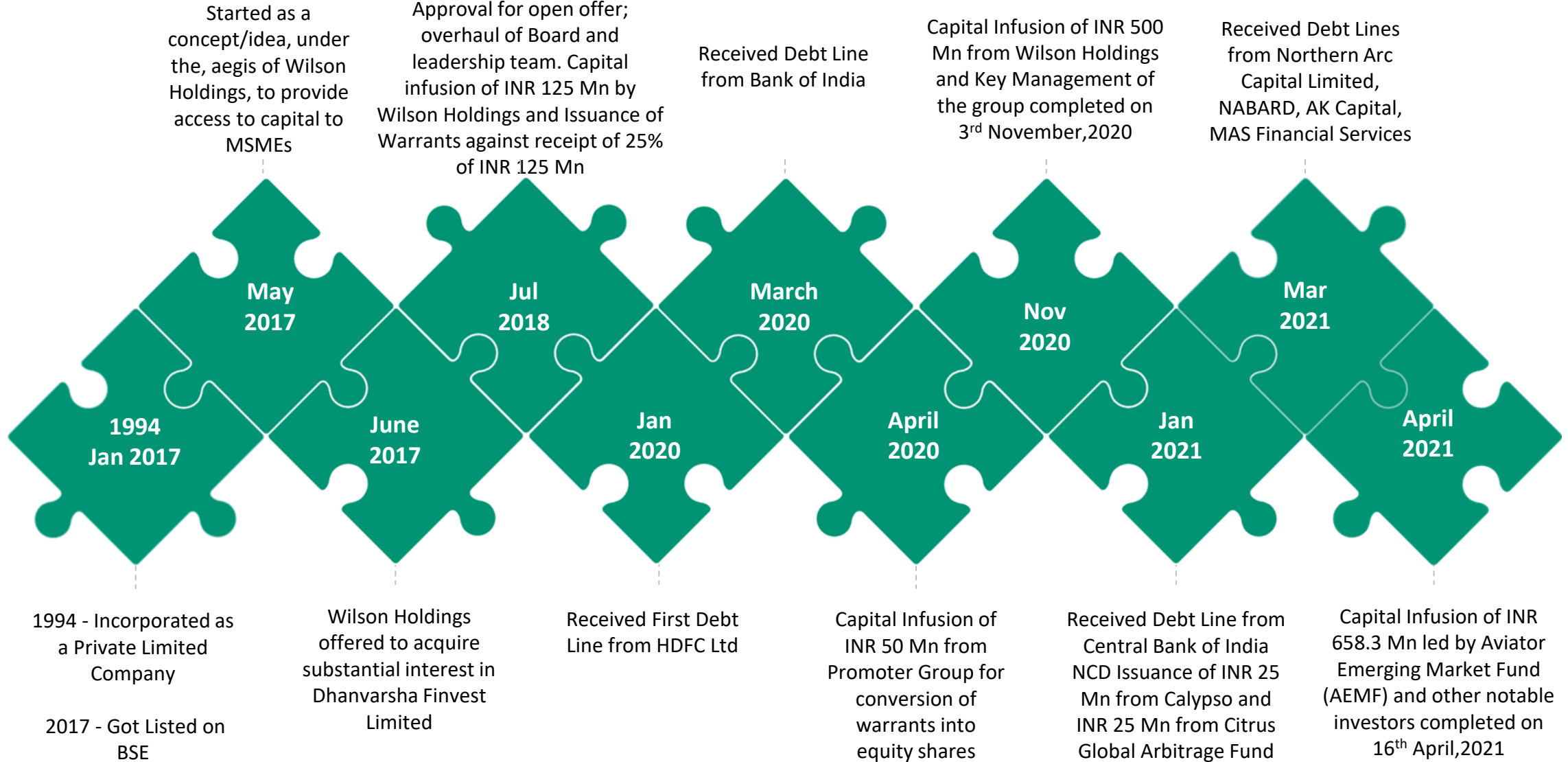
AUM and NII (INR Mn)



9M-FY22 Sectoral mix



Formation of Dhanvarsha





Integrity

We aspire to always do the right thing by acting with complete honesty, fairness and forthrightness.

Accountability

We honour our commitments to our partners, customers and our people proactively and responsibly.

Respect

We respect every living being without distinguishing between societal or organizational hierarchies.

Customer Centricity

Our customers and our people are at the center of everything that we do.

Ownership

Dhanvarsha empowers team members to think like owners and be decision makers. We empower our people to think like 'Board on Street' and not 'Feet on Street'.

Equality & Reward for hard work

To further cement our resolve in treating our people like owners, Dhanvarsha announced its Employee Stock Options scheme which included every employee who has been a contributing member of the business, irrespective of hierarchies. It was an important step towards building the culture of equality and rewards.

People Practices

Our people are key to all the initiatives that drive us. We ensure that we provide the right opportunities and platform to our employees to succeed in all that they do thereby guaranteeing the company's success.

Upskilling

An organization's long-term success relies on not only attracting but also nurturing the next generation of bright minds. The organization boasts of their unique Leadership Buddy Program that helps their leaders of today and tomorrow understand the finer nuances of business through the lens of other departments, thereby promoting a culture of teamwork, respect and accountability

Teamwork

We work together, be it with our customers, partners or our people, towards a common goal by committing to support, communicate and act responsibly with everyone involved.

Independent and Eminent Board comprising of Industry Stalwarts....



Mr. Rakesh Sethi

Chairperson and Independent Director

Mr. Rakesh Sethi age 64 years, former Chairman and Managing Director of Allahabad Bank, and a veteran banker with over 38 years of experience in financial services.

Mr. K.T. Raghuvanshi

Independent Director

Mr. Raghuvanshi currently acts as a Strategic Security Advisor to the Reserve Bank of India and has previously served as Additional Director General of Police (Law & Order). He was a part of the 1980 IPS batch.

Mr. Atwood Porter Collins

Non-Executive Director

Mr. Atwood Porter Collins is the co-founder of Seawolf Capital, partner at Front Point and was featured in the book and movie "The Big Short" for accurately predicting the 2008 global financial crisis.

Mr. Rohanjeet Singh Juneja

Joint Managing Director

Mr. Rohanjeet Singh Juneja serves as the Joint Managing Director. An investment banker, hedge fund manager, and Head of Strategy & Research for an HFC and NBFC with 17+ years of experience in India & the US.

Mr. Nirmal Momaya

Independent Director

Mr. Momaya is an Entrepreneur with over 30 years of experience in various industries including Specialty chemicals, FMCG, quick service Restaurants, Engineering, and Retail. He is a part of the board of Camlin Life Sciences Limited.

Mr. Rajiv Kapoor

Independent Director

Mr. Rajiv Kapoor, former Regional Head and Senior Vice President Cross Border for the Asia Pacific region at Visa Inc. from 2013-2016. Mr. Kapoor has over 38 years of experience in Marketing, Sales, Consulting and Corporate Advisory

Mrs. Minaxi Mehta

Non-Executive Director

Mrs. Minaxi Mehta is serving as the director of the Minaxi Mehta Welfare Foundation. She is also a member of the managing committee of the Shri Vile Parle Kelavani Mandal..

Mr. Karan Desai

Joint Managing Director

Mr. Desai serves as the Joint Managing Director of Dhanvarsha Finvest Ltd. and brings significant financing and operational experience to the company. Ex-Investment Banker with 15+ years of experience across Bank of America, PwC, and Centrum Capital.

Professional Management Team



Mr. Sanjay Kukreja

Chief Financial Officer

Mr. Kukreja has 27 years of experience in Financial Planning and Control, Profit Center Operations, Taxation & Budgeting, etc. He has previously worked as Joint CEO in Masscorp Ltd. and KPL exports Pvt. Ltd and has also been previously associated with Rotex Wheels Pvt. Ltd and Welspun Group of Companies. Before joining Dhanvarsha, he was a part of Wilson Holdings Pvt. Ltd as Chief Financial Officer. He has completed his FCA from The Indian Institute of Chartered Accountants of India.

Mr. Parah Shah

Chief Operating Officer

Mr. Shah has a successful career of over two and half decades in the financial services space with a proven leadership in building & managing businesses. He has previously worked with NSE, IDFC Bank and Fullerton India HFC. He is a CA, MBA and a law graduate who is strongly skilled in credit, risk, business operations, product & partner management and people leadership.

Mr. Mahendra Kumar Servaiya

Principal Officer and Credit Head

Mr. Servaiya is one of the most experienced members of the core team with over three decades of banking experience. He last served as an AGM in the Credit team of Union Bank. At Dhanvarsha, Mr. Servaiya has a dual responsibility; he takes care of communication and compliance filings with the Reserve Bank of India and heads the Credit function of the company.

Ms. Priyanka Singh

Chief Impact Officer

Ms. Singh has extensive experience in financial services, fintech, and consulting. Her forte is executing projects across business functions – be it customer outreach, operations, and technology, in her past roles. She has over 7 years of experience liaising with global stakeholders across industries such as I-Banking, TMT, Automobiles, and P2P Lending. Academically, she comes with a blend of M.B.A. (Finance), Technology, and Humanities.

Mr. Lalit Chendvankar

Chief Compliance Officer

Mr Chendvankar has 16+ years robust experience in handling Mergers & Acquisition, IPOs, Corporate Restructuring, Corporate Advisory Services, Private Equity investments and Foreign Investments. He is a qualified company secretary and LL.B.

Mr. Sunil Ranpara

Vice President – Collections

Mr. Ranpara heads the Collections vertical and has more than 15 years of experience in Collections, Recovery & Litigations at renowned institutions like Capital First Ltd, Kotak Mahindra, and HDFC Bank. He is an experienced mortgage specialist with a demonstrated history of working in financial services in India. He is a commerce graduate and has completed his LLB. He has been consistently commended and awarded for his performance during his past stints.



Mumbai's Esteemed Lender
Serving Unserved &
Underserved MSME Clients
India's top 10 Financial
Service Providers - 2020

CEO Insights



Rohanjeet Singh Juneja, Karan
Desai from Dhanvarsha Finvest
Ltd. share their journey of
empowering & funding
underserved Indian
entrepreneurs

NewsX

Dhanvarsha was formed with a vision to
empower, with financial access, the
unserved and underserved
entrepreneurs of India: Joint MDs of
Dhanvarsha Finvest



Dhanvarsha was formed with
a vision to empower, with
financial access, the unserved
and underserved
entrepreneurs of India

Medianews4u.com



Mumbai : Dhanvarsha Finvest
Launches Dhan Vidya, Offers Easy
Access to Education Loans

Dhanvarsha Finvest
Launches Dhan Vidya, offers
easy access to Education
Loans

Hello Mumbai News



Dhanvarsha and Rupifi join
hands to solve the financial
needs of MSME's and small
business owners of India, by
offering them cash flow
based Credit lines.

Hello Mumbai News



Our Product Offering



Atmanirbhar Bharat Business Loans



Atmanirbhar Bharat Business Loans

- DFL is an advocate of the Government of India's 'Make in India' campaign to facilitate investment, foster innovation, enhance skill development, protect intellectual property, and build best-in-class manufacturing infrastructure locally while generating livelihood for semi-skilled workers and facilitating upskilling of human resources.
- DFL has build a robust, yet easily accessible and convenient Business Loan product aptly named "Atmanirbhar Bharat Business Loan"
- With "Atmanirbhar Bharat Business Loan", DFL aims to empower the MSMEs of India and nurture them by offering hassle-free access to credit through quicker Turnaround Time and simplified processes to build and expand their business and fulfill their dreams
- Essential Commodities product - Express Loan Funding for Essential Commodities, which cater to the daily essentials Sectors, viz. Medical, Kirana & General Stores, FMCG (including Food), Education and Information Technology.
- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 60 months
- **Average Ticket Size** - INR 0.40 Mn
- **Interest Rate** -18-24%
- **LTV** – NA
- **Basis of Credit Approval** - Cash Flow Analysis



Gold Loans

- DFL has launched Gold Loans to help customers access a loan quickly and through a transparent process using gold as collateral with a promise of delivery of funds under 30 minutes.
- The company has launched 34 Gold Loan Branches as on Jan 2022 and plans to further expand its footprint across Maharashtra, Delhi NCR and Madhya Pradesh.
- **Loan Range** - INR upto 50 Lakhs
- **Loan Tenure** - 12 months
- **Average Ticket Size** - Up to INR 5 Mn
- **Interest Rate** - 15-22%
- **LTV** - 60-75%
- **Basis of Credit Approval** – Purity-22KT

Addressable Market Size in Maharashtra

Total Addressable Market for Gold Loan is estimated to grow at 15% Y/Y
The company plans to foray into other states from April-22 onwards

March 2022
Gold Potential:
AUM INR 1,580 Mn
13,167 Customers

March 2023
Gold Potential:
AUM INR 7,040 Mn
58,667 Customers

March 2024
Gold Potential:
AUM INR 15,168 Mn
1,26,400 Customers

March 2025
Gold Potential:
AUM INR 27,888 Mn
2,32,400 Customers

Personal Loans



Personal Loans

- DFL wants to be the financing partner of choice to help consumers meet their needs and life goals. Through the company's App/Web Interface and business correspondents it offers quick, easy, and affordable personal loans to both salaried and business professionals.
- The company has designed this product based on end-use of funds to cater to different borrower needs promptly:
 - (1) **Medical Loan - Dhan Aarogya**
 - (2) **Home Renovation Loan – Dhan Ghar**
 - (3) **Debt Consolidation Loan – Dhan Sukh**
- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 36 months
- **Average Ticket Size** - INR 0.15 Mn
- **Interest Rate** - 18-24%
- **LTV** - NA
- **Basis of Credit Approval** - Banking Statement



Asset, Liability and Distribution Strategy



Asset & Liability Strategy



Capital Efficiency & risk management are at the forefront with a mix of on and off-balance sheet AUM

Own Balance Sheet Lending

- Small Ticket
- Short tenor, high yield products
- MSME Business Loans and Gold Loans
- Conservative Underwriting
- Robust collection and recovery platform

Lending as a Service (LaaS)

- Higher IRR since it earns on 100% of the loan book
- Sourcing partnerships with large lenders to realize last-mile credit inclusion & capital efficiency
- Immensely scalable model supported by robust technology infrastructure to manage volume
- Partnerships with Central Bank of India and EZ Capital for Gold loan customers

Co-Lending with FLDG

- Solid sourcing in new geographies with very low acquisition cost
- Risk moved to partner with funded guarantee provided to them
- Joint Credit underwriting policy
- High ROA with minimal asset quality risk
- Strong collection capabilities in the essential sectors
- Loans are backed by an FLDG (First Loss Default Guarantee).

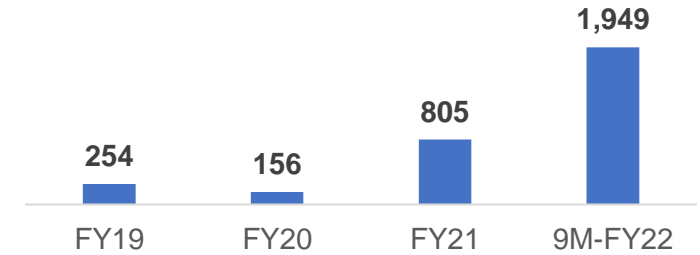
Lenders



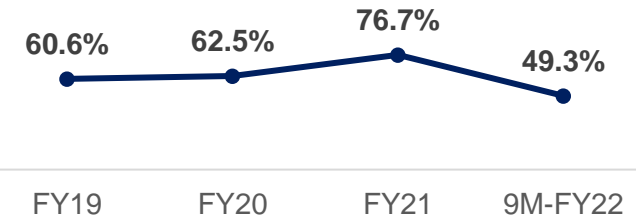
Existing Partnerships



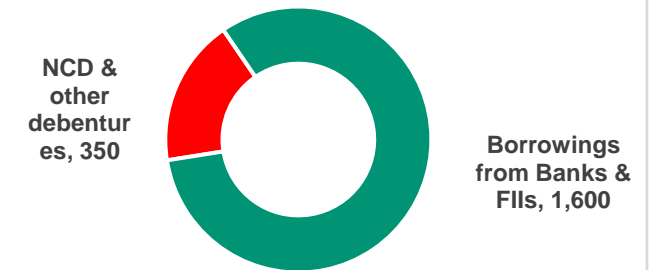
Liability on book (INR Mn)



Cost to Income Ratio (%)



Liability Type by Sanctions (INR Mn)



L-a-a-S: Partnerships in Play, Central Bank of India & More



The company has partnered with Central Bank of India in Madhya Pradesh for Co-lending of up to INR 10 billion to MSME Gold loan customers.

The company has recently also partnered with EZ Capital for co-lending in Delhi NCR to gold loan customers.

Under these partnerships, Dhanvarsha will originate, service and collect MSME gold loans and will retain 5 - 20% of loan balances on its balance sheet. This will enable substantial scale up of AUM with capital efficiency for the company.

These partnerships offer customized solutions and a superior experience to the underbanked and underserved MSME customers.



Business Loan Focus on Select Sectors



After doing in-depth studies across sectors on various parameters the company has selected the following sectors to focus on lending:



Sector: Kirana/General Stores



Sector: FMCG
Sub-Sector: Retail Shops



Sector: Food/Drinks
Sub-Sector: Retail Shops like Kirana Stores



Sector: E-Commerce
Sub-Sector: Delivery of Provisions/Groceries/Food Etc.

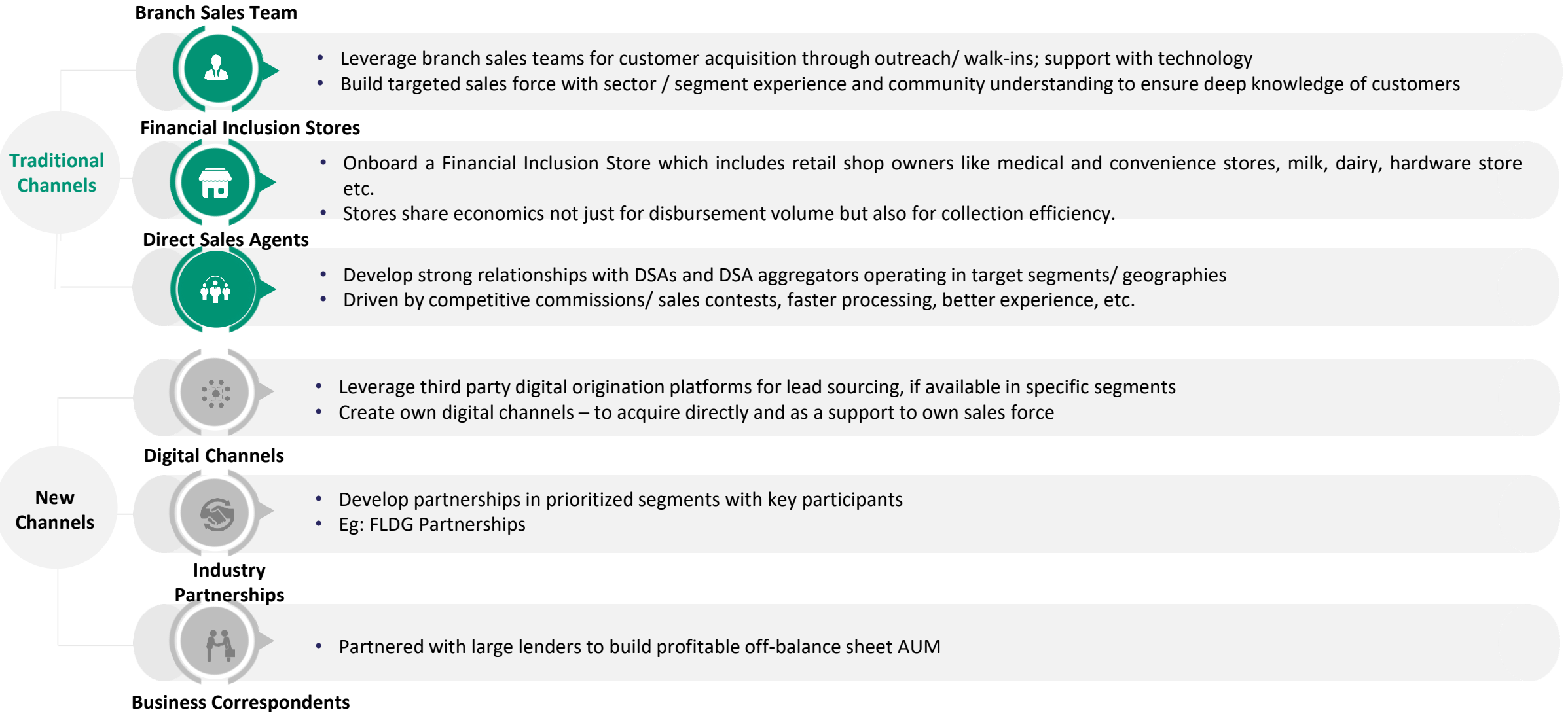


Sector: Information Technology
Sub-Sector: Software and Mobile Application Companies, IT Software, IT Hardware



Sector: Pharma
Sub-Sector: Chemist Shops, Traders related to medical products

Client Acquisition Strategy

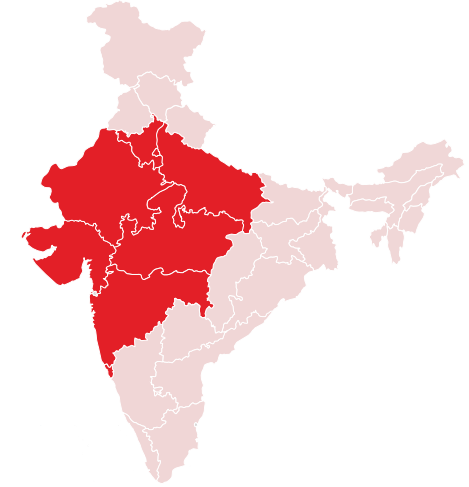


Distribution Strategy

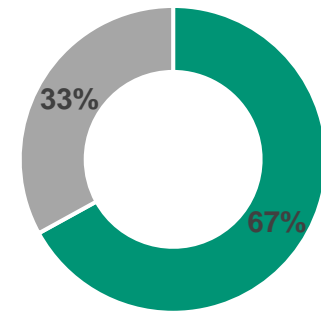


- The bedrock of the business is based on the loan book and an unrelenting focus on 4C's – Credit, Capital, Collections & Collaborations
- The company has 34 Gold Loan Branches as of Jan, 2022 and plans to further expand the network by approximately 2-3 branches per month in FY23.
- The company also has partnered with various DSA's and channel partners to enhance the loan sourcing and collection mechanism.
- Lastly, the company has entered in a Franchisee Model (Financial Inclusion Stores) and has tied up with 400 Franchisees and tie-ups are with Kirana Stores, Chemists, Traditional Shopkeepers like Pan Walas, etc.

Branches






Secured and Unsecured Loans






■ Secured ■ Unsecured






Distribution Partners

- 1) Ruloans 
- 2) Andromeda 
- 3) Royal Finserv 
- And 100+ partners

Insurance Partners

- 1) TATA AIG 
- 2) IndiaFirst 
- 3) Magma HDI 

Social Capital Partners

- 1) Tofler 
- 2) Conscious Labs 
- 3) Minaxi Mehta Welfare Foundation 
- 4) Mera Cashier 
- 5) Easy Invoice Manager 

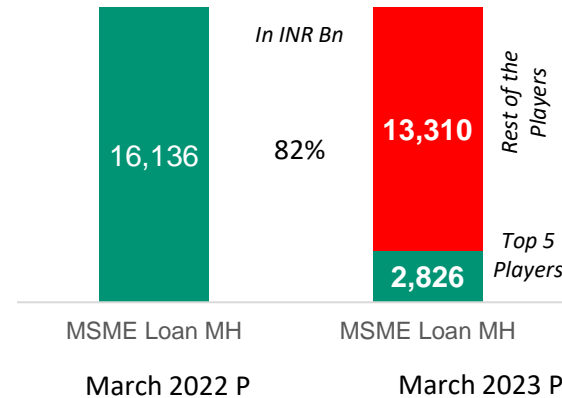
Substantial Opportunity Ahead in Maharashtra



- Significant AUM and earnings growth led by Gold loan branch build out and franchisee model in Maharashtra.
- Maharashtra is home to ~7 Mn or 11% of India's MSME businesses.
- Market share of small and mid size lenders in Gold and MSME loans in Maharashtra is extremely fragmented.
- We firmly believe there is a significant opportunity for us to gain extremely profitable market share with capital efficiency and superior risk adjusted margins given our expertise in these two segments.

- DFL is poised for substantial value accretion from Gold, MSME and Franchisee Model in Maharashtra
 - 1) Gold and MSME Potential in Maharashtra
 - 2) Dhanvarsha Financial Inclusion Stores – Distribution with Scale

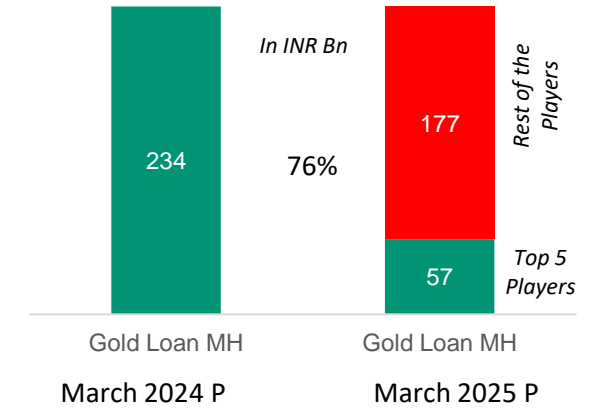
MSME Loan Market Share - Maharashtra



25,308 Customers

60 Branches

Gold Loans Market Share - Maharashtra



2,22,911 Customers

200 Branches

4,34,115 Customers

275 Branches

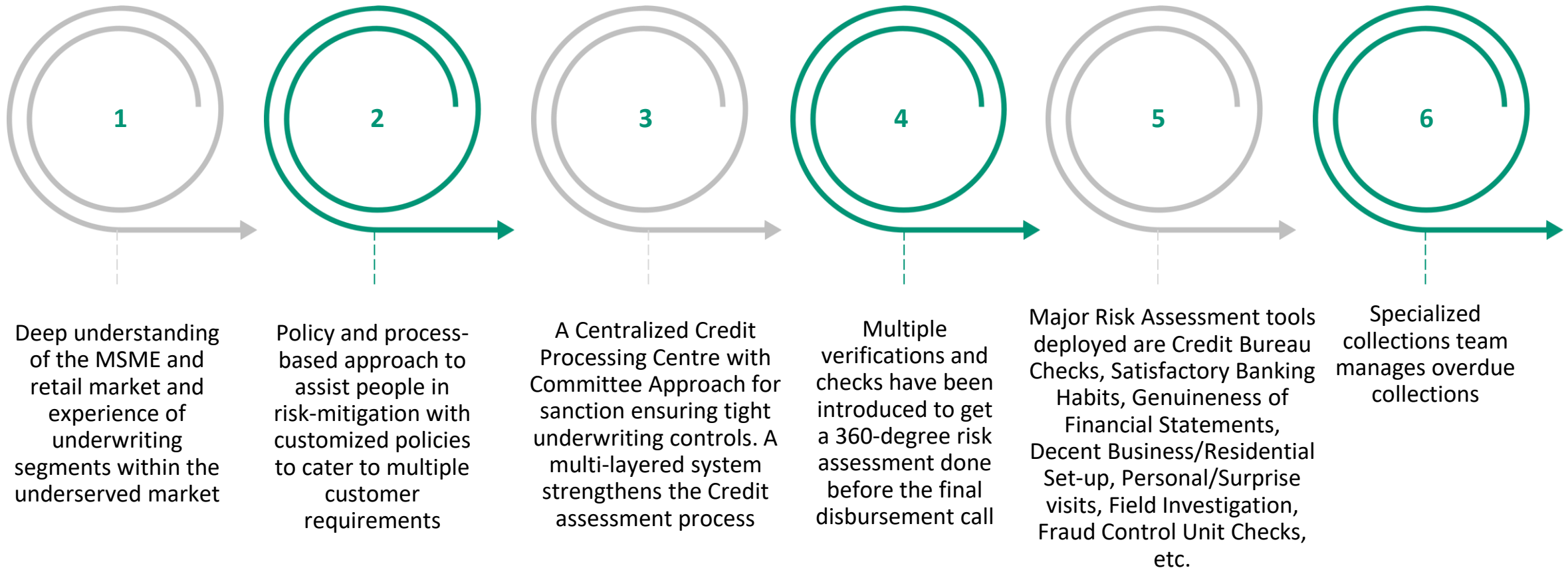
Source: SDG National Indicator Framework – Progress Report 2021; and BDO Research

Underwriting & Collections Process



DFL has an extremely robust credit appraisal and collections & recovery process which has been strengthened further given the Covid-19 pandemic. The credit team has pro-actively made changes in the appraisal process by assessing the cases on banking habits rather than DSCR and IT returns of the borrower and have moved to assess the borrowers based on DBR (Debt to Banking Ratio) even for larger ticket size loans (above 10 lakhs).

Our Risk Management Framework comprises of:



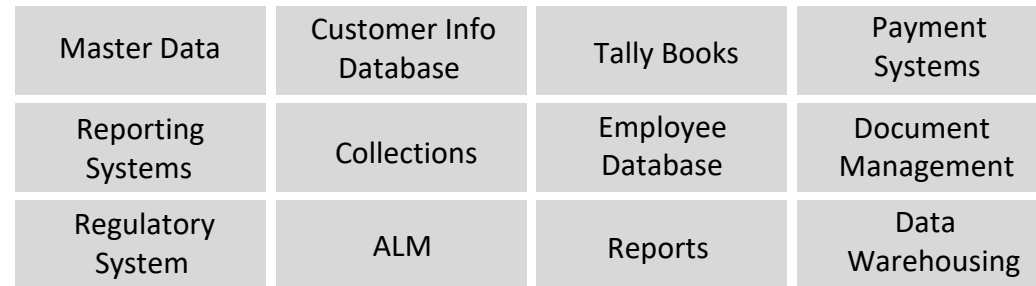
Loan Origination and Management System



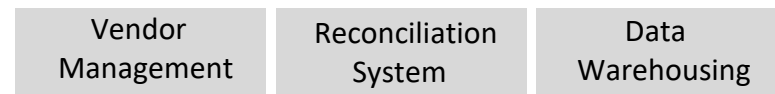
CHANNELS



LENDING RELATED BANKING SYSTEMS



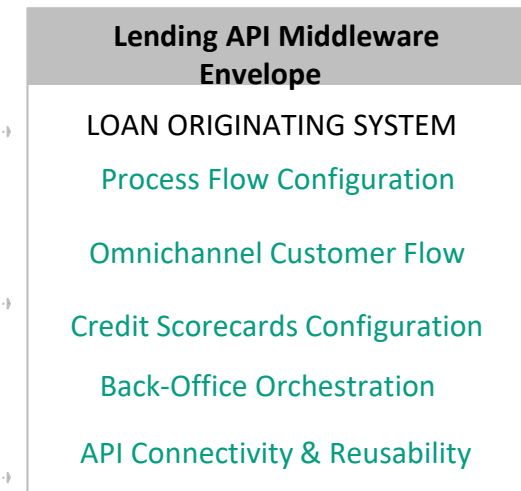
OTHER BACKEND SYSTEMS



EXTERNAL SYSTEMS



EXTERNAL GATEWAY



OPEN PLATFORM

AGILE

API INTEROPERABILITY

MICROSERVICE BASED ARCHITECTURE

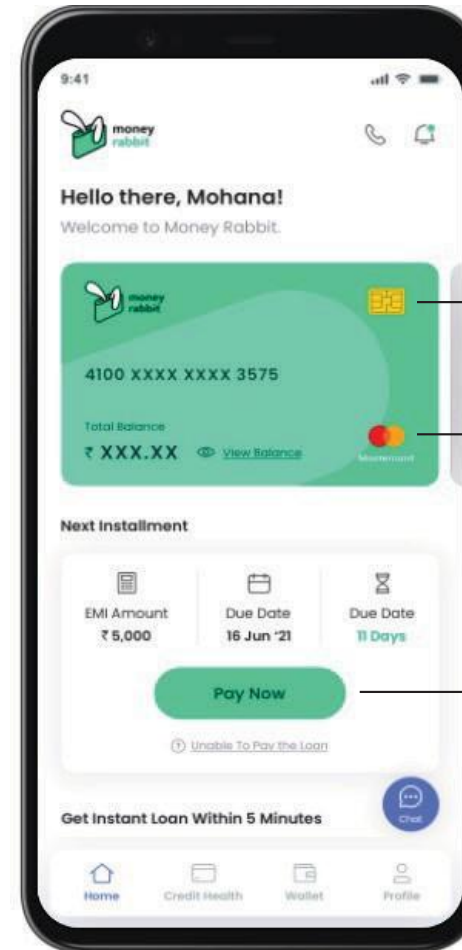
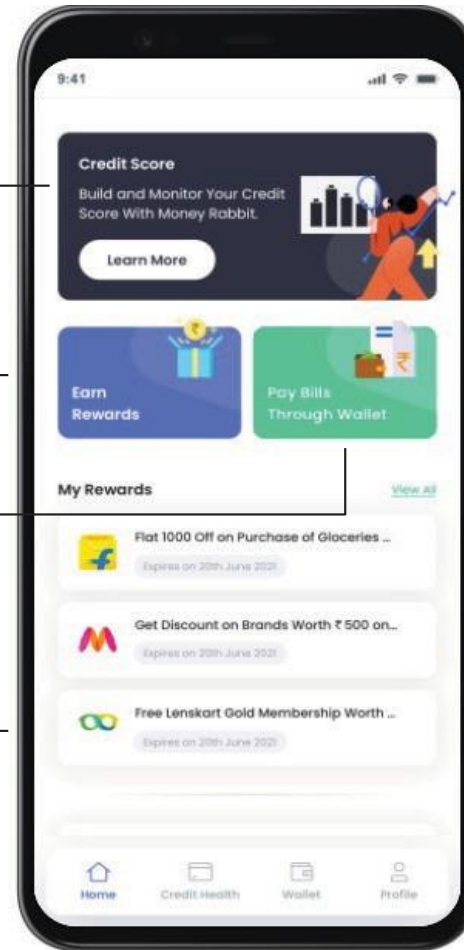
Money Rabbit: Dhanvarsha's Omni Channel Digital Platform for MSME's and Blue-Collar Work Force



Credit Health Check Tool Get to know your latest Bureau Score and other credit details along with suggestions and offers

Wallet and UPI Services Transfer money or Pay Using our seamless Wallet and UPI services

Cashbacks and Rewards Get Rewarded at every stage using Money Rabbit



Virtual & Physical Card Get your own personalized Ru-pay card which can be used at any online/offline merchants

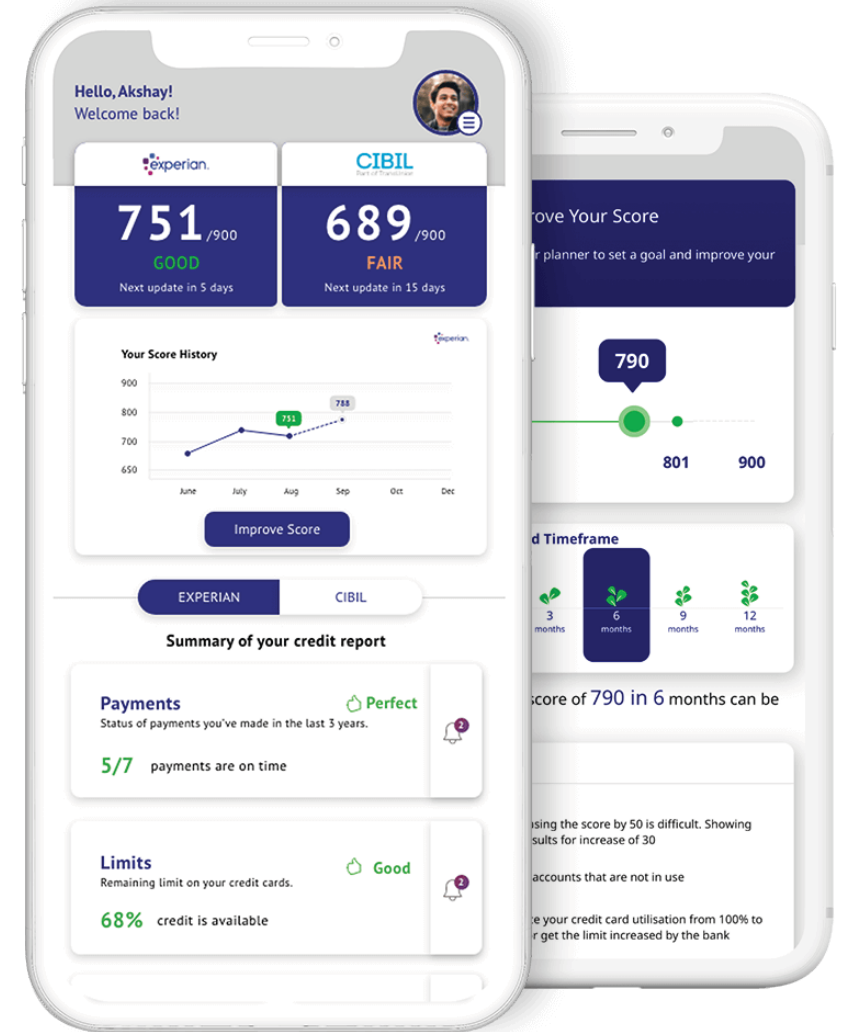
Micro Loans Get Loans upto INR 20,000/- @ 0% interest without any Manual intervention in 5 minutes

Easy Tracking and Repayment Track your EMI hassle free on the App and pay them on time

Credit Health Check Tool



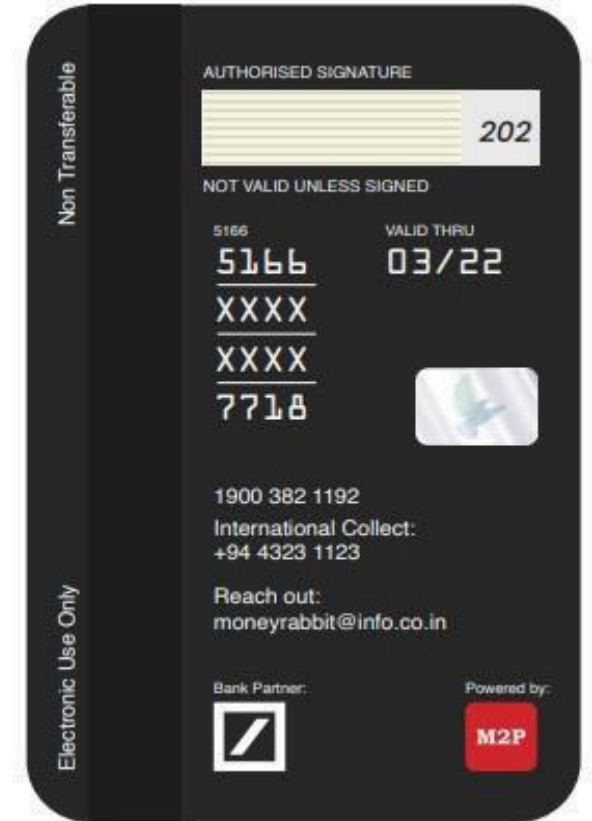
- This feature is a Financial Health and Credit Wellness tool for our Target Audience as they rarely use Bureau Reports or have knowledge of them
- The idea is to de-mystify a credit score for the underserved MSME and blue-collar consumer.
- D2C Bureau Score and report would be freely accessible to Money Rabbit Customers
- The Bureau report would be more gamified and personalized for every customer
- Our Alternate Data Engine would be running in the background to capture and share more insights
- Phase 2 of Credit Health tool would come with a subscription model



One Card for all Needs



- Money Rabbit's Virtual and Physical Card is easy to use and issued instantly (Gives a feel-good factor as our customers don't use Credit Cards).
 - Accepted both Digitally and Physically across most merchants which provides high level of engagement for all our customers.
 - Seamless enablement of Loyalty and Cashback programs to ensure more App usage and stickiness
-
- We are building an Alternate Data Engine which gives us Real-time data and insights on the customers
 - Basis on Alternate Data Engine (ADE) we are not completely dependent on Bureau Reports and data
 - There is a separate data trigger to identify NTC and cater them too.
 - Modular and Robust architecture which makes it scalable and easier to maintain and upgrade

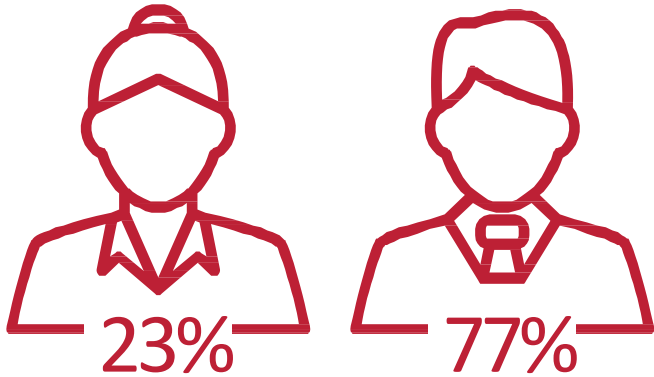


Incremental Impact Achieved in Solving Access to Credit

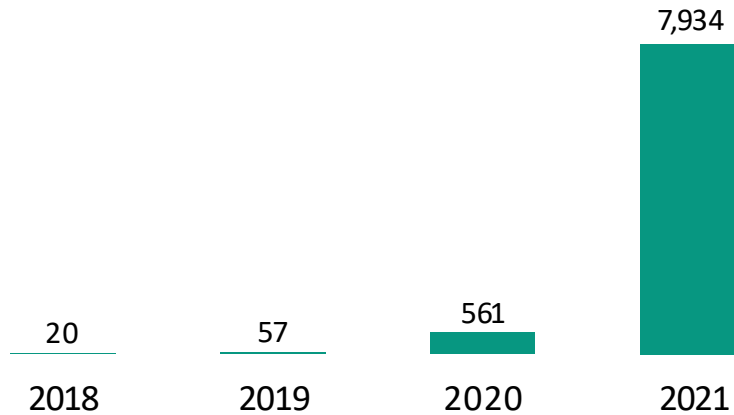


Women Borrowers

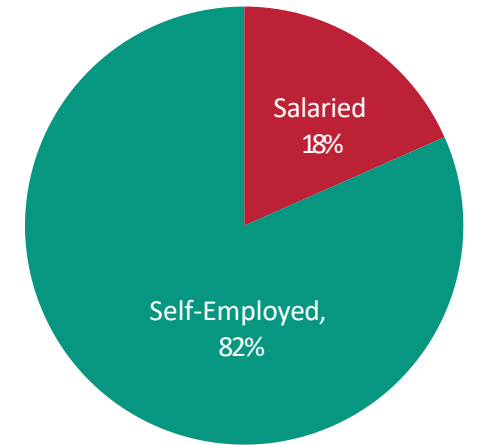
Percentage of Loan Disbursement



Cumulative Number of Women Borrowers



Split by Occupation



Inclusivity

New to Credit Borrowers

4,850+

Cumulative Borrowers:
Non-Tier 1 Location

29,800+

Livelihoods Improved

~1,25,000+

Based upon cumulative disbursements beginning C.2018

We Don't Just Lend Money, We Enable Businesses by Lending



'Hand', 'Head' & 'Heart'



We are true business partners to our customers



For us, business are communities first. We help building **'Social Capital'**



We give equal importance to both **'Social' & 'Capital'**



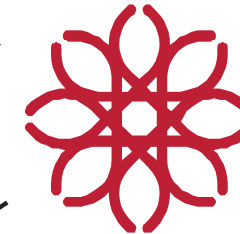
Growth & Scalability



Capability



Ecosystem



Wealth & Wellbeing



Platforms



Technology



Financial Overview



	Global Bond	MSCI EM	S&P 500 Index
Jan-20	12	13	15
Jan-19	11	12	14
Jan-18	10	11	13
Jan-17	9	10	12



	Global Bond	MSCI EM	S&P 500 Index
Jan-20	3.8	4.4	5.5
Jan-19	3.4	4.0	5.1
Jan-18	3.0	3.6	4.7
Jan-17	2.6	3.2	4.3



Consolidated Income Statement



Income Statement (INR Mn)	FY19	FY20	FY21	9M-FY22
Interest Income	93	62	122	309
Less: Finance Cost	52	17	42	159
Net Interest Income	41	45	80	150
Other Income	100	131	179	378
Total Income	141	176	259	528
Operating Expenses	117	121	231	460
Profit Before Tax	24	55	28	68
Less: Tax	3	14	15	26
Profit for the Period	21	41	13	42

Consolidated Balance Sheet

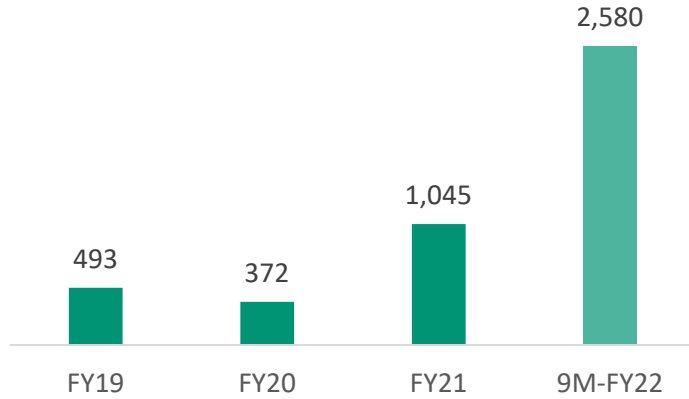


Balance Sheet (INR Mn)	FY20	FY21	H1-FY22
Financial Assets	422	1,663	3,219
Cash and Investments	94	666	897
Gross Loans	372	1,045	2372
Less: Impairment Loss Allowance	44	48	50
Net Loans	329	997	2,322
Non-Financial Assets	63	202	353
Total Assets	485	1,865	3,572
Financial Liabilities	163	836	1,872
Trade Payables & Other Liabilities	7	31	62
Borrowings	156	805	1,810
Non-Financial Liabilities	10	30	49
Total Liabilities	173	866	1,921
Equity Share Capital	135	153	153
Other Equity	176	846	1,496
Total Equity	312	999	1,649
Total Liabilities and Equity	485	1,865	3,572

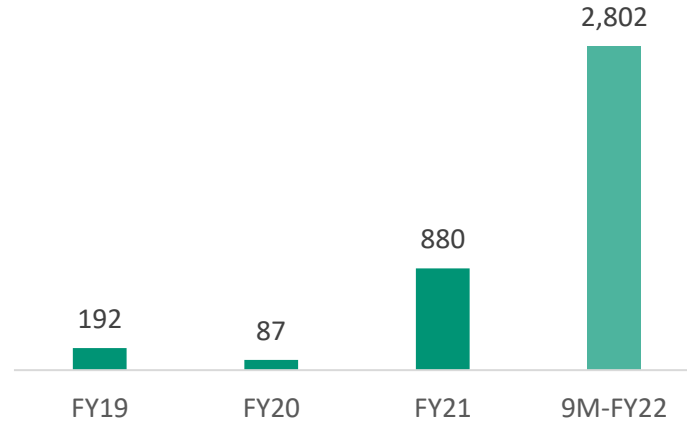
Consistent Expansion of AUM with Strong Equity & Debt Support



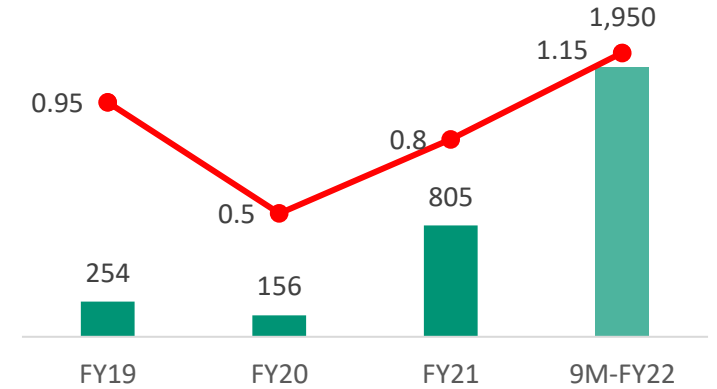
AUM (in INR Mn)



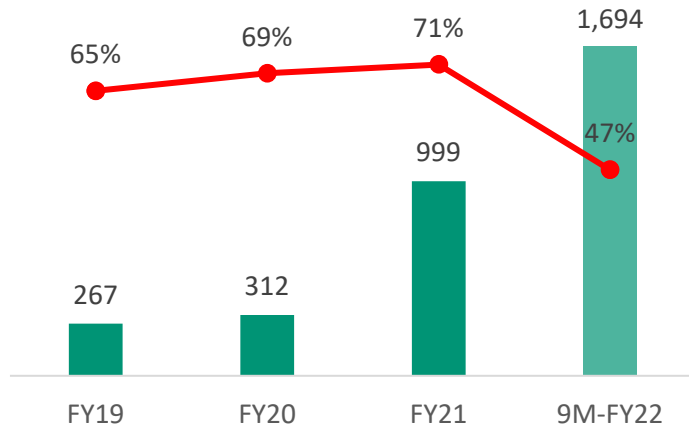
Disbursals (in INR Mn)



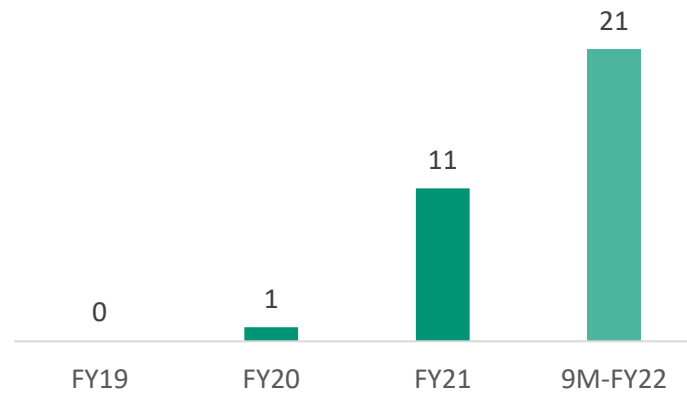
Debt (in INR Mn) & Leverage Ratio



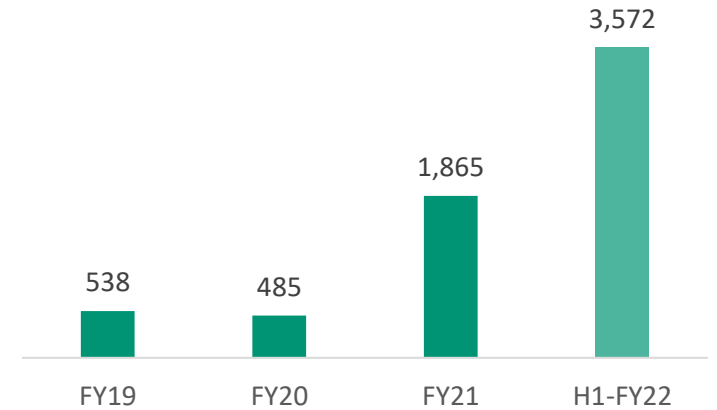
Net worth (in INR Mn) & CRAR



Number of lenders



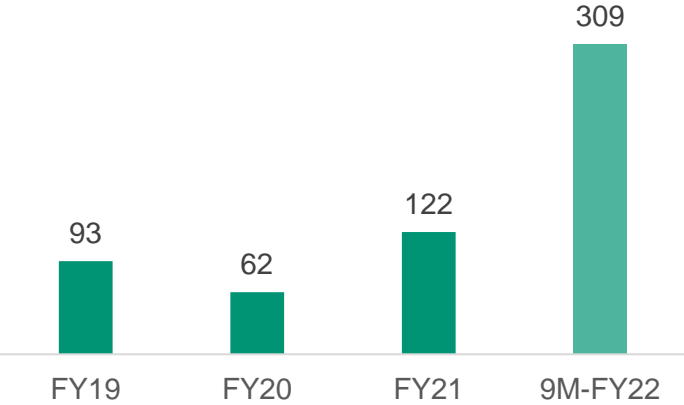
Total Assets (in INR Mn)



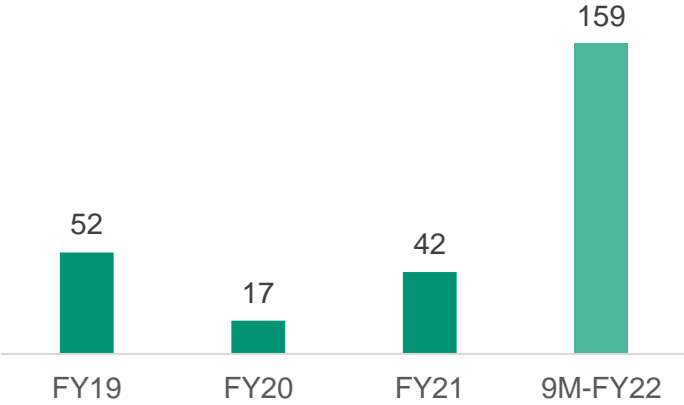
Operating & Financial Ratios continue to improve as we scale up



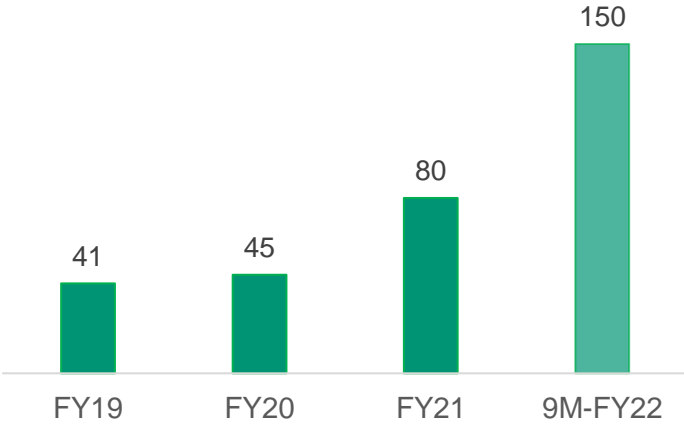
Interest Income (in INR Mn)



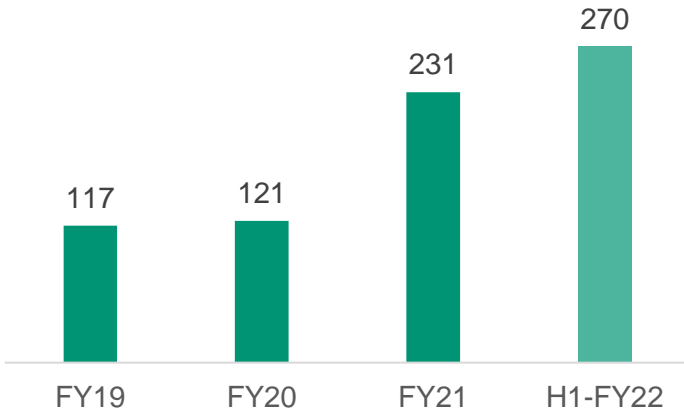
Finance Cost (in INR Mn)



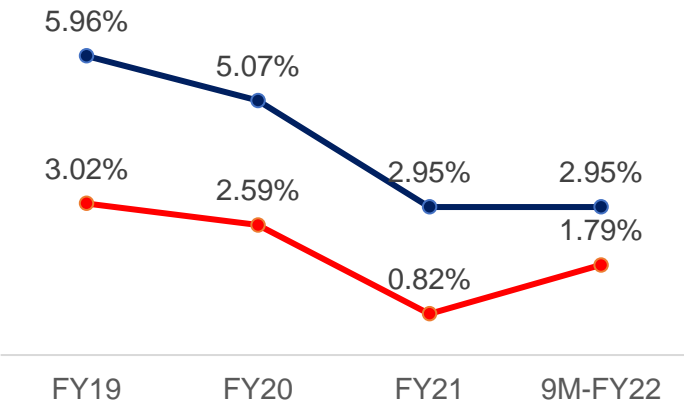
NII (in INR Mn)



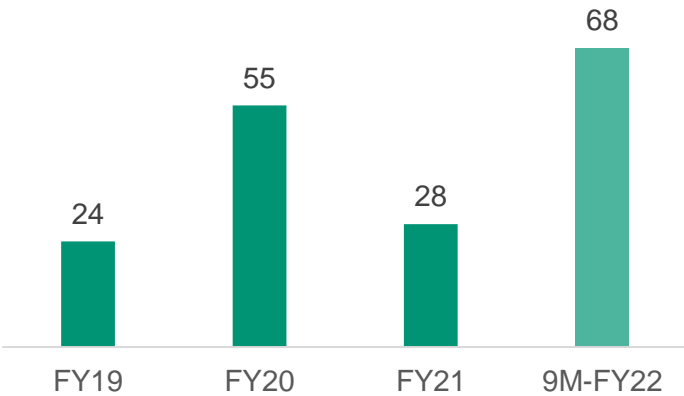
Opex (in INR Mn)



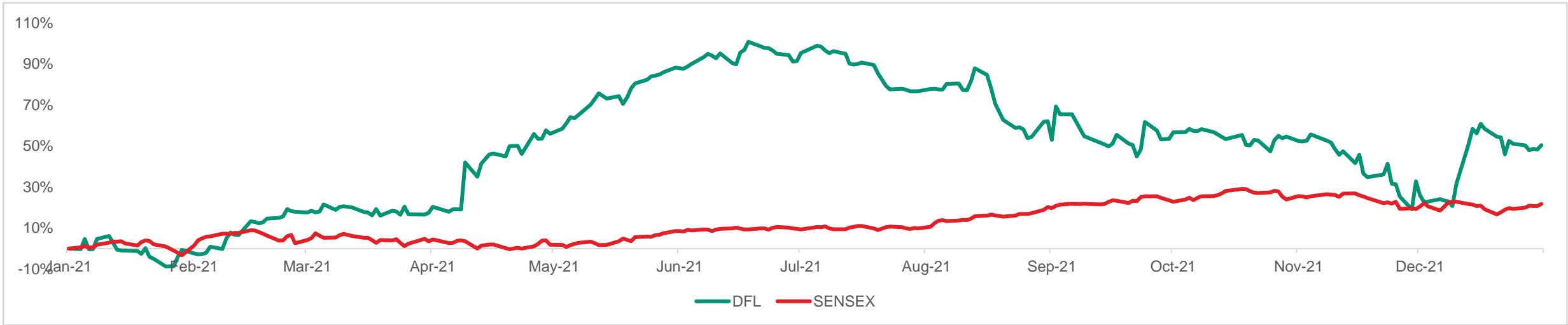
GNPA (%) & NNPA (%)



Profit Before Tax (in INR Mn)



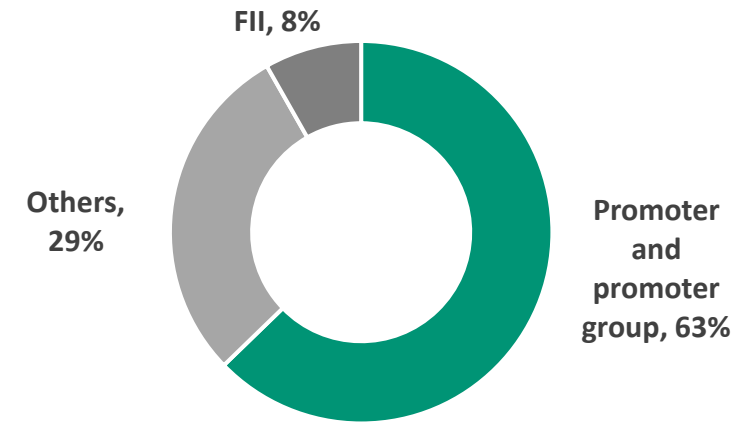
Capital Market Graph



Price Data (31 th December, 2021)*	INR
Face Value	2.0
Market Price	123.45
52 Week H/L	164.83/74.9
Market Cap(Mn)	9,596.6
Equity Shares Outstanding (Mn)	77.7

1 Year Avg Trading Volume ('000) 71.88
 (*sub-division in the ratio 1:5 happened on 13th Oct,2021. Capital market graph and other data has been adjusted accordingly)

Shareholding Pattern as on 31st December, 2021



Disclaimer



Dhanvarsha Finvest Limited Disclaimer:

The information contained in this presentation is only current as of its date. All actions and statements made herein or otherwise shall be subject to the applicable laws and regulations as amended from time to time. There is no representation that all information relating to the context has been taken care off in the presentation and neither we undertake any obligation as to the regular updating of the information as a result of new information, future events or otherwise. We will accept no liability whatsoever for any loss arising directly or indirectly from the use of, reliance of any information contained in this presentation or for any omission of the information. The information shall not be distributed or used by any person or entity in any jurisdiction or countries were such distribution or use would be contrary to the applicable laws or Regulations. It is advised that prior to acting upon this presentation independent consultation / advise may be obtained and necessary due diligence, investigation etc. may be done at your end. You may also contact us directly for any questions or clarifications at our end. This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue and similar expressions identify forward looking statements. Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive This presentation is not being used in connection with any invitation of an offer or an offer of securities and should not be used as a basis for any investment decision

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations

Representatives:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903-9500
Email: dhanvarsha@valoremadvisors.com