

November 01, 2021

To
The General Manager
Department of Corporate Services
BSE Limited
P.J. Towers, Dalal Street,
Mumbai - 400 001.

Scrip Code: 540268

Subject: Earnings Presentation

Dear Sir/Madam,

This is to inform you that the Board of Directors of Dhanvarsha Finvest Limited at its meeting held today i.e. November 01, 2021 has approved the Standalone and Consolidated Unaudited Financial Results for the quarter and half year ended September 30, 2021 and the same has been uploaded.

A copy of the earnings presentation for the quarter and half year ended September 30, 2021 is attached herewith.

We request you to take the above on record.

Thanking You,

Yours Faithfully,

For Dhanvarsha Finvest Limited

Lalit Chendvankar
Company Secretary & Compliance Officer
ACS No. 20699



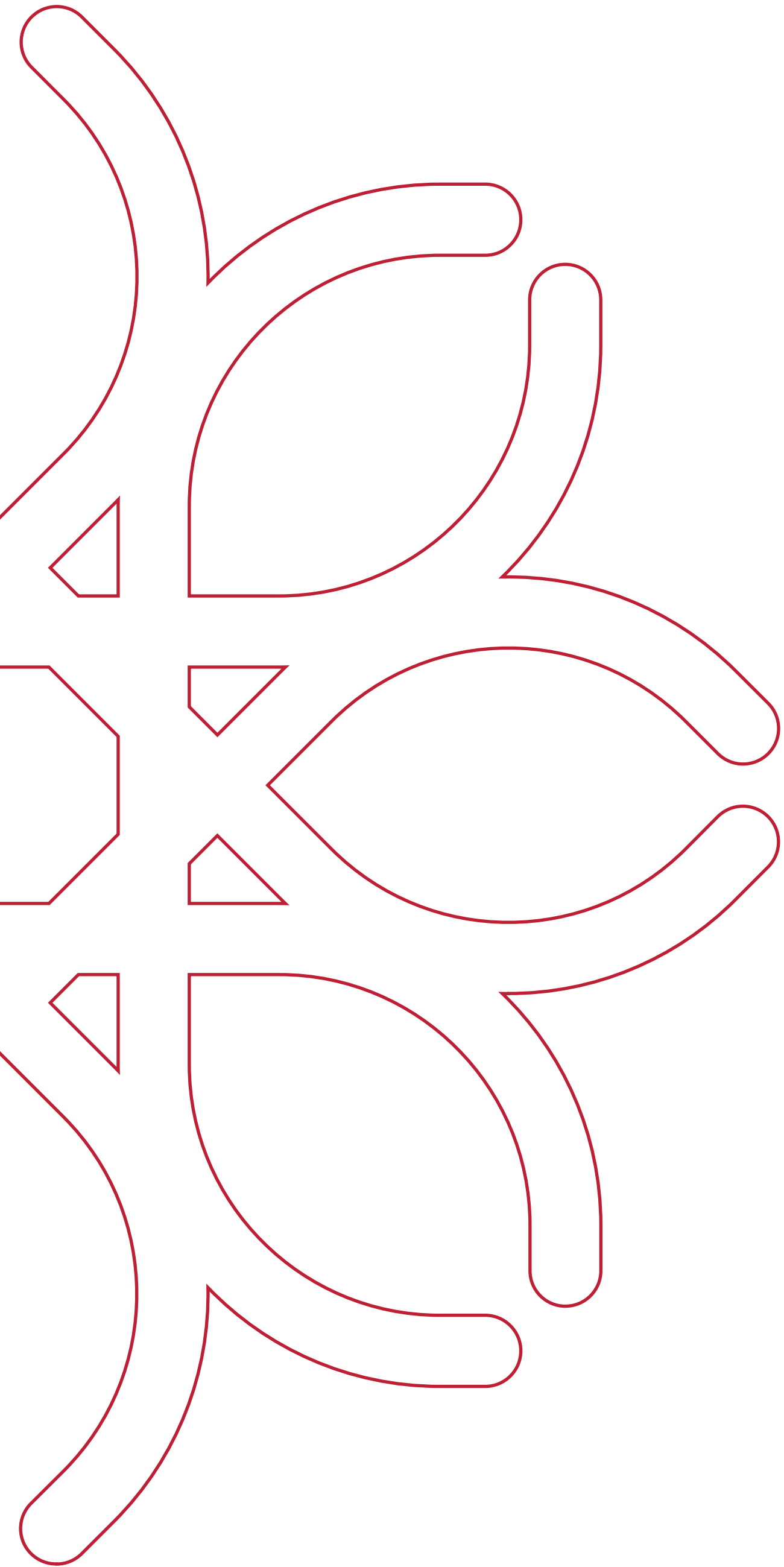
Encl: a/a





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*Financial &
Business Update*



Financial Update

INR Million

Particulars	Sep'20	Jun'21	Sep'21
AUM	609.2	1,313.7	2,371.9
Disbursement	205.8	409.0	1,484.2
CRAR%	57.4%	82.7%	56.5%
Debt to Equity	0.75x	0.72x	1.10x
Interest Income	28.5	61.6	115
Cost to Income	76.0%	53.9%	48.5%
Pre-tax Profit	0.87	17.6	26.0
Pre-tax ROA	0.6%	3.6%	3.7%
Number of customers	1,318	10,956	23,498
Number of lenders	3	12	16
Number of employees	154	220	283

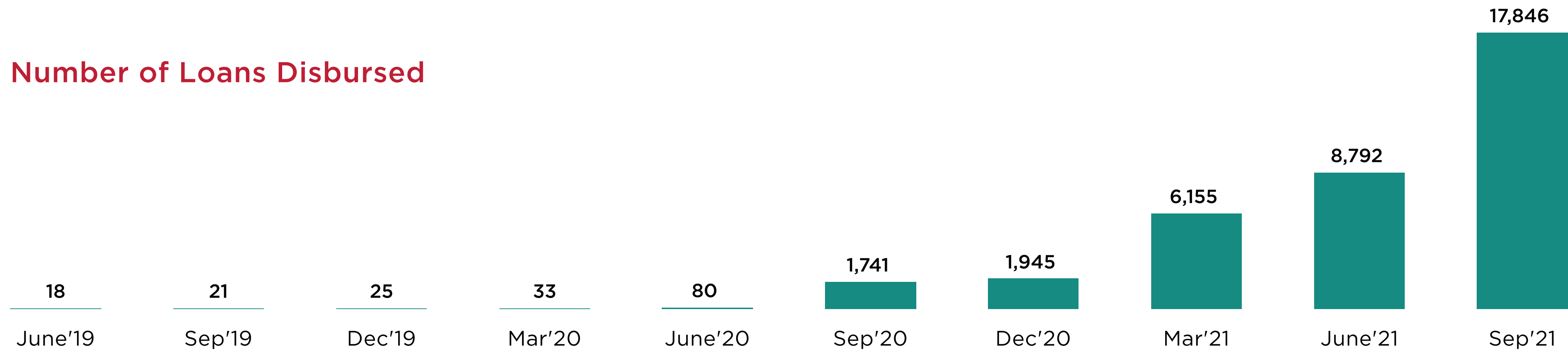
*Standalone results

- Solid balance sheet with robust liquidity, high capital adequacy, and low leverage.
- Disbursement of INR 1.45 billion, up 621% Y/Y led by secured Gold & FLDG backed MSME loans.
- **Number of new borrowers added in the Qtr up by 10x Y/Y showcasing material scale.**
- **This translates to 17x increase in borrower count to almost 23.5k customers.**
- Profit before tax growth of 2883% Y/Y led by robust interest income growth of 304% and total revenue growth of ~150%.
- Profit before tax for first half of FY22 of 43.5 million vs. 7.8 million for first half of FY21.
- Declining cost to income ratio resulting from investments in the last few years starting to bear fruit like substantial technology build out, branch breakeven etc.

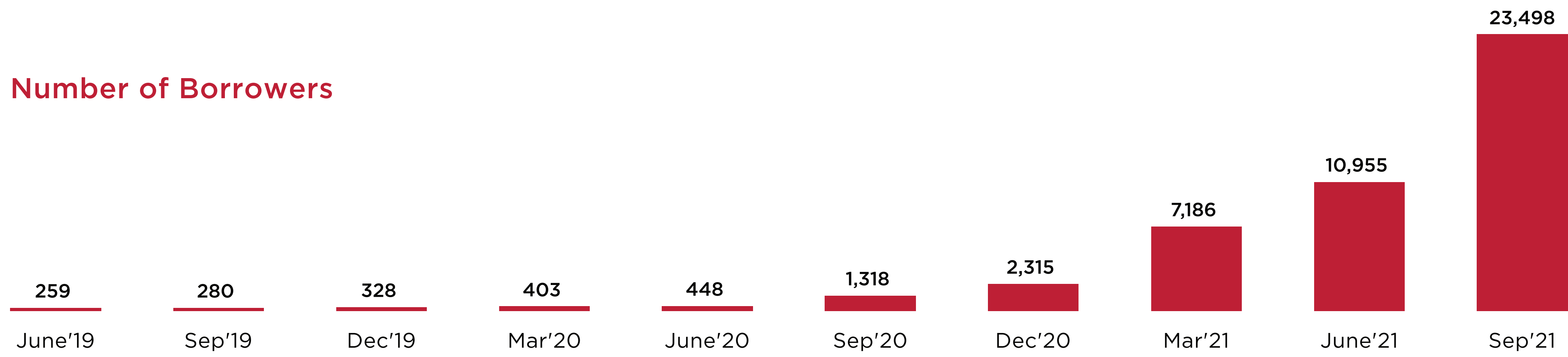


Dhanvarsha is a Rapidly Growing Lending Business

Number of Loans Disbursed



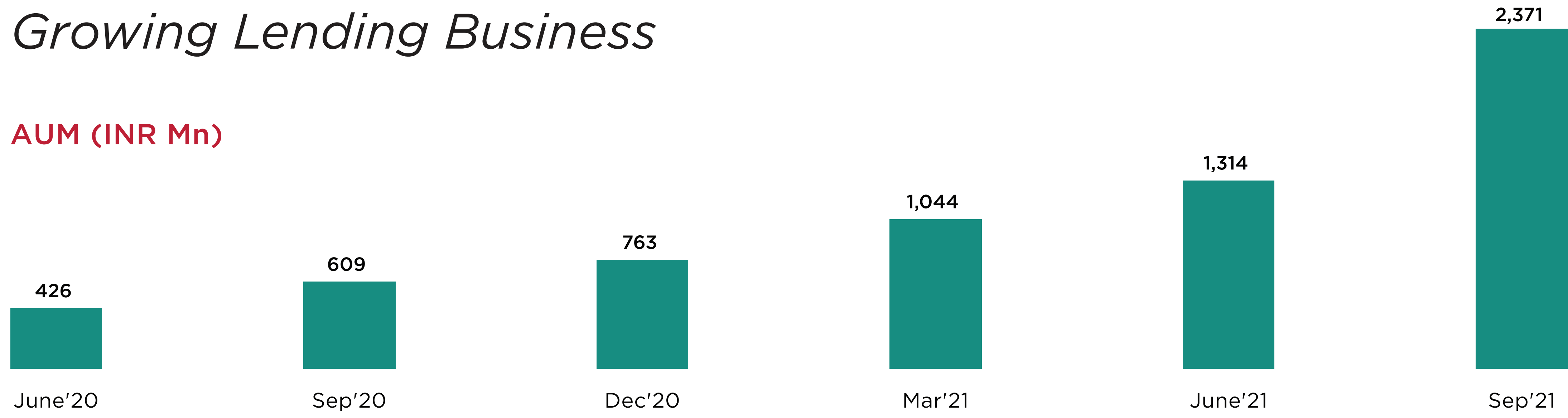
Number of Borrowers



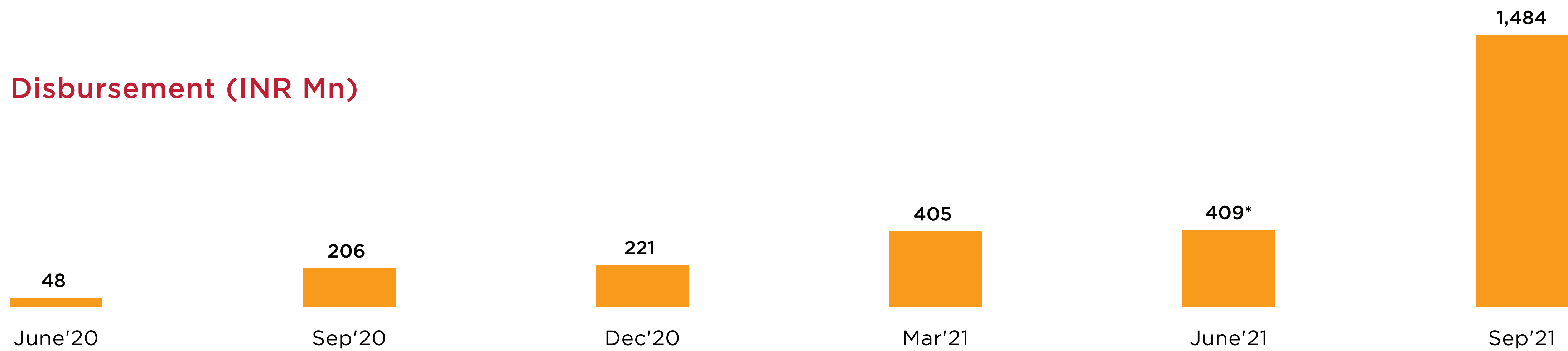


Dhanvarsha is a Rapidly Growing Lending Business

AUM (INR Mn)



Disbursement (INR Mn)



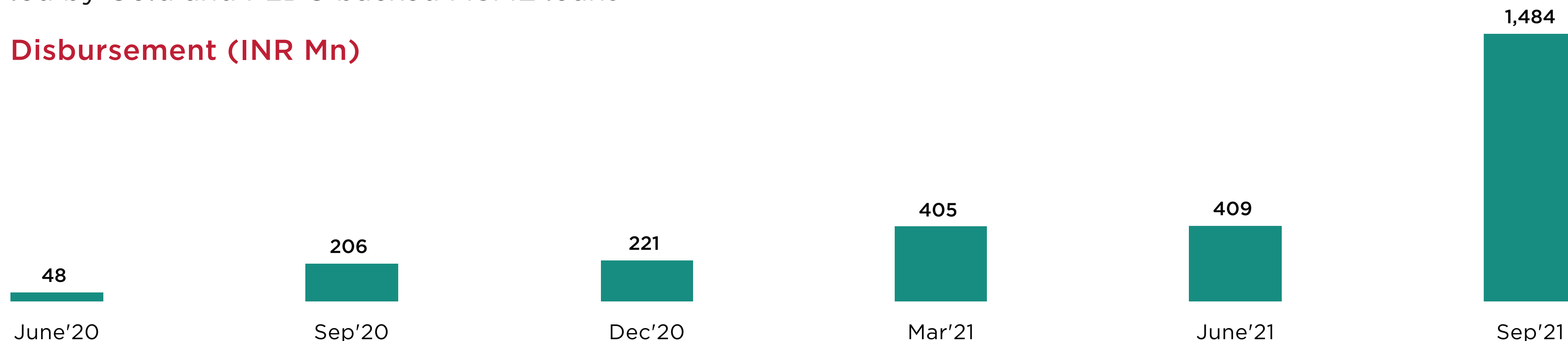
*Flat disbursement in June 2021 quarter was due to nationwide lockdown in April and May



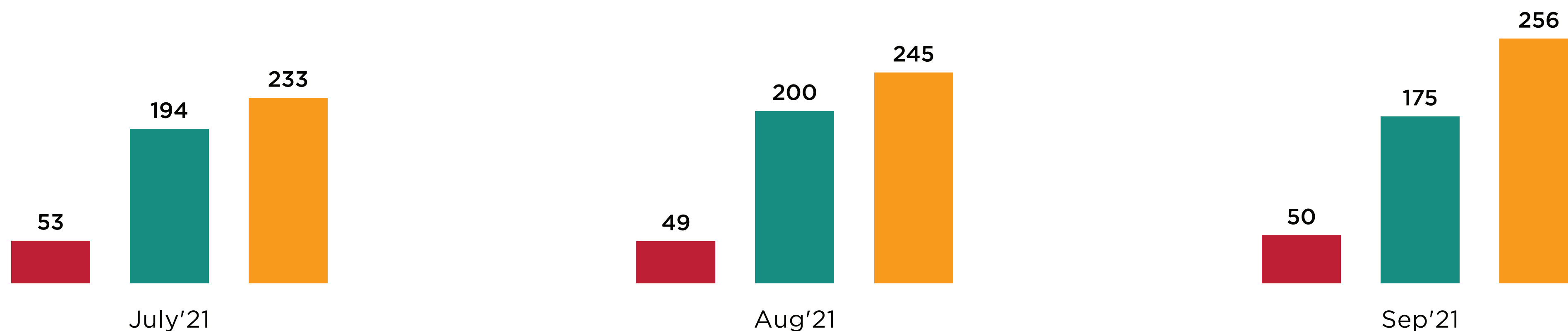
Strong Quarterly *Disbursement*...

Sep 2021 clocked the highest disbursement quarter in the history of Dhanvarsha led by Gold and FLDG backed MSME loans

Disbursement (INR Mn)



■ Personal Loans ■ MSME Loans ■ Gold Loans

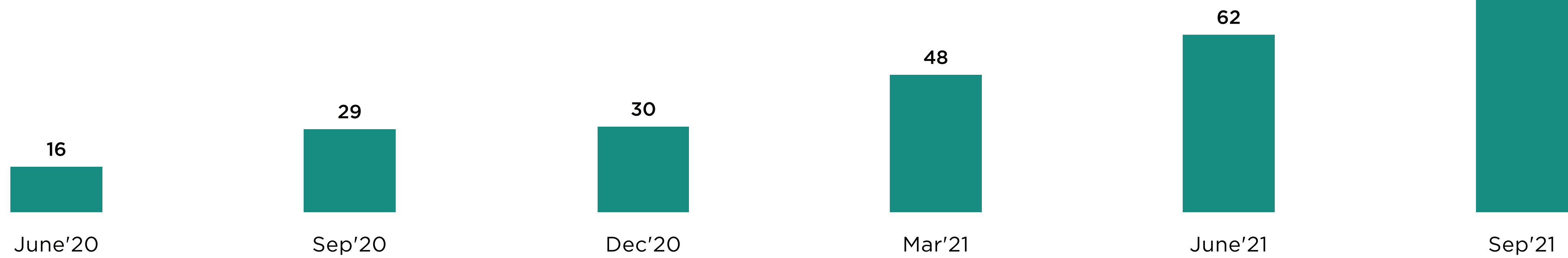




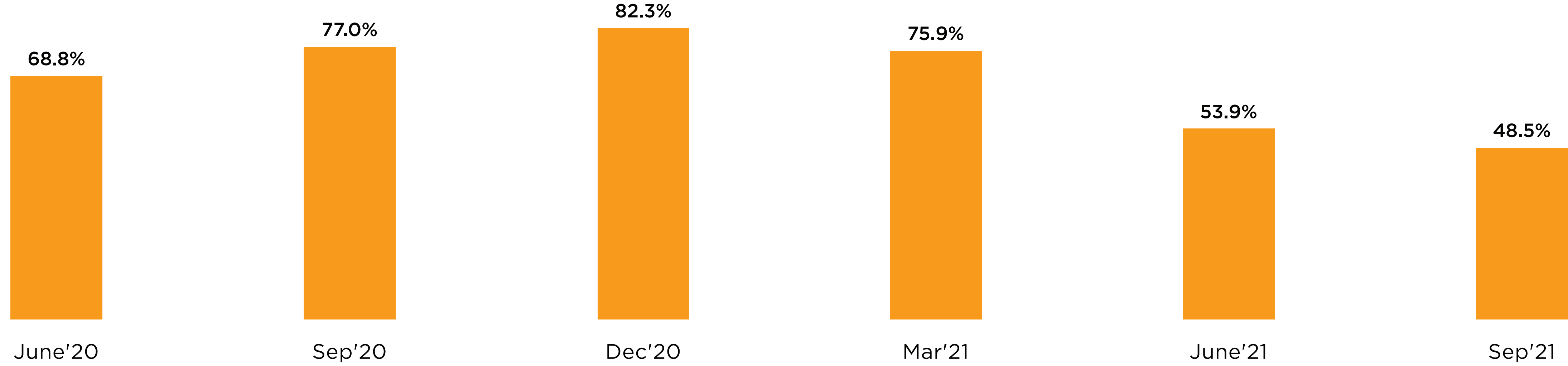
Resulting in Robust Revenue Growth

with Increasing Efficiency

Interest Income (INR Mn)



Cost to Income (%)





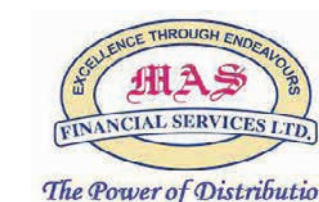
Pristine balance sheet with debt

from marquee lenders

Current Equity (INR MN)	
Equity Share Capital on March 31	993.6
Capital infusion led by Aviator Emerging Market Fund (AEMF) including a marquee list of investors such as Porter Collins and Vincent Daniel*	658.0
Net Worth on September 30*	1,636.4

+

Debt (INR MN)	
Borrowings from Banks & FIs	1,295.1
NCD & other debentures	500.0
Total debt	1,795.1
Debt to Equity ratio	1.1x



*Of the INR 658 Mn capital raised in April-21, INR 45 Mn is considered part of debt which will get converted to equity every quarter until October 2022.

*An additional INR 150 Mn to be infused in the next few months from promoter group and key management for conversion of warrants into equity shares that were issued in November 2020.



Superior Asset Quality and *Collection Efficiency*

Particulars	Sep'20	Jun'21	Sep'21
Gross NPA %	5.0%	3.2%	2.9%
Net NPA %	2.3%	1.2%	1.4%
Gross Performing Assets %	95.0%	96.8%	97.1%
Collection Efficiency* %	103%	194%	163%

GNPA and NNPA are reported on 90+ days

- As per recently released RBI Scaled Based Regulation (SBR) for NBFC's, institutions in the base layer are expected to comply with 90+day NPA recognition norms in a phased manner until March 2026.
- Dhanvarsha Board and Management have taken a conservative call to comply with 90+ day NPA recognition norms from September 2021.
- It is important to note that 2/3 of total GNPA's of 2.9% are coming from 9 legacy LAP loans that were originated from Sept 2017-Sept 2018.
- **Excluding LAP loans which is in run-off mode, Gross NPAs would be 1.15%.**
- Company expects continued recoveries from LAP accounts of 2017-2018 vintage.
- Collections have been robust due to our focus on gold loans and MSME 'essential goods' businesses and customers.

*Includes repayments and prepayments for the quarter, the majority of which comes from gold loans.



Robust in-House Collection Vertical

with Strong Controls

Month	Demand raised	Collections received	Prepayments & Foreclosure Received*	Collection efficiency (%) without prepayments & foreclosures	Collection Efficiency (%)
Jan-21	23	20	20	89%	175%
Feb-21	25	22	18	90%	162%
Mar-21	28	27	25	95%	182%
Apr-21	34	29	25	87%	163%
May-21	33	29	32	88%	187%
Jun-21	39	34	58	89%	238%
July-21	50	40	53	79%	184%
Aug-21	68	57	72	83%	189%
Sep-21	178	164	101	92%	148%

- Experienced in-house collection management team comprising specialized legal resources and tele-callers.
- Wide network of arbitrators and empanelled lawyers with expertise in loan recovery to manage the portfolio collection efficiency.

*Collection efficiency exceeds 100% after considering foreclosures and early repayments on the gold loan book. Gold is an emotional product in India and customers endeavor to repay ahead of time to release the asset.

*Prepayments and foreclosures resulting from gold finance customer early redemptions and run down of 2017-2018 LAP loan pool as company had guided for



Conservative Underwriting Processes:

Built for the Customer Segment

Standard parameters and processes	<ul style="list-style-type: none">• Case evaluation benchmarks are objective• Plug-and-play model which can be adapted to different products, cohorts and partnerships
Significantly digitized borrowing journeys	<ul style="list-style-type: none">• 95%+ of documentation is digital and can be accomplished on the go• For PL upto INR 5Lakhs , automated process arrives at approval/rejection within minutes
Robust verification processes	<ul style="list-style-type: none">• Photographic verification with GPS tagging to minimize fraud• Physical verification of the business unit is mandatory
Robust underwriting engine	<ul style="list-style-type: none">• Rule engine algorithms revisited from time to time• Login to sanction ratio is within a balanced range of 20% to 25%
Performance tracking that is calibrated on a real time basis	Business performance tracking based upon the collection behaviour of the borrowers

The loan underwriting journey at Dhanvarsha is a fine blend of traditional and new-age technology systems and processes



Risk and Governance

Risk mitigated portfolio approach...

~40% of AUM is backed by Gold resulting in superior asset quality

Optimal mix between secured and unsecured loans

Cash First Loss Default Guarantee backed co-lending partnerships with lien on partner's fixed deposits

Robust due-diligence process prior to onboarding any co-lending partner

Zero defaults till date on the co-lending business

...driven by a team with strong experience in risk and controls



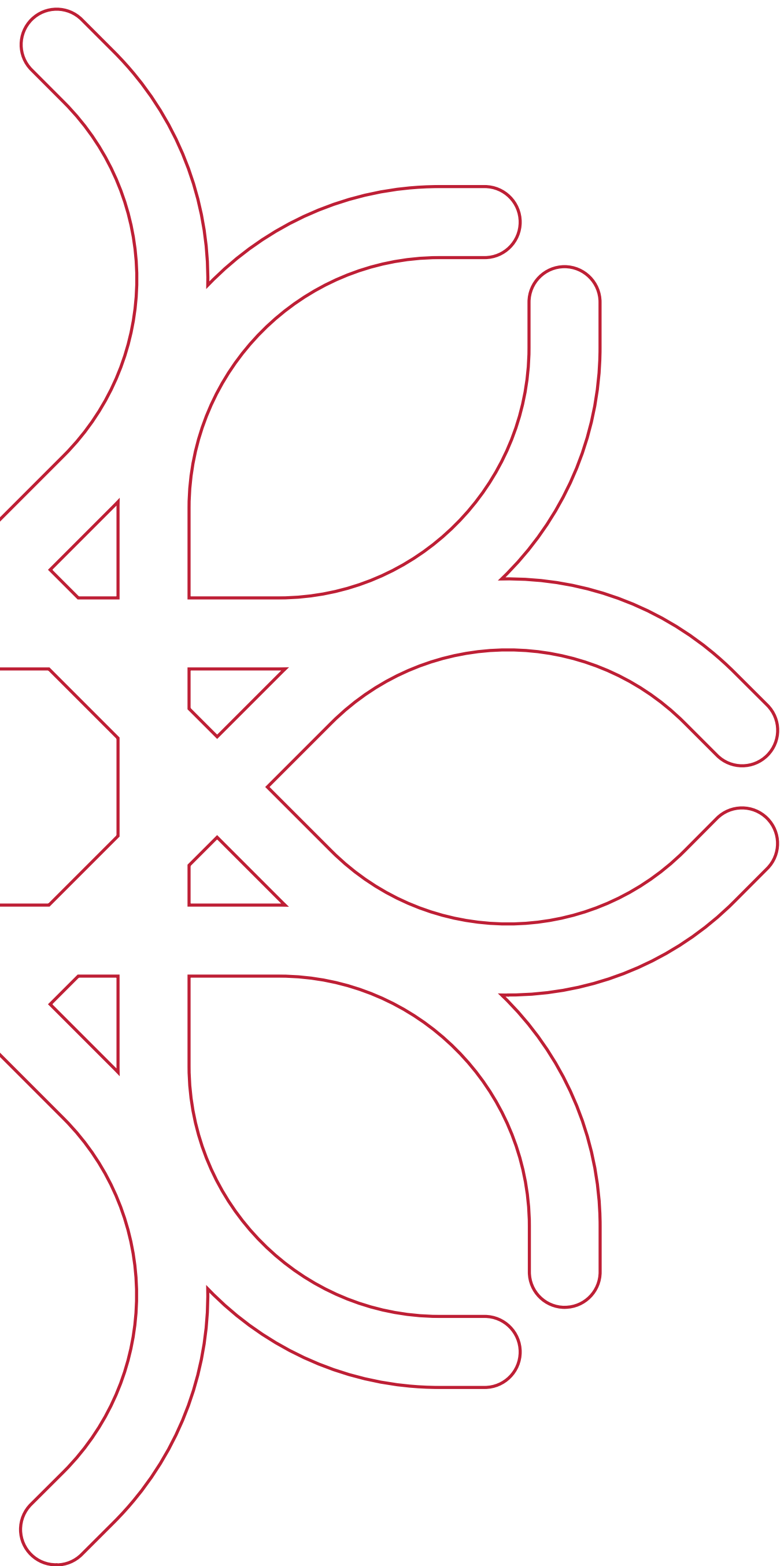
- **Mr. Mahendra Servaiya** is one of the most experienced members of the core team.
- 3+ decades of banking experience.
- Last served as AGM in the Credit team of Union Bank.



- **Mr. Sunil Ranpara** heads Collections.
- 15+ years of experience in Collections, Recovery & Litigations.
- Prior work experience includes Capital First, HDFC Bank, and Kotak.



- **Mr. Parag Shah** is the COO.
- 25+ years of experience in the financial services space in India across risk and operations.
- Leadership experience with marquee lenders such as ICICI Bank, NSE, IDFC Bank and Fullerton India HFC.



*Product Suite and
Distribution Strategy*



A Differentiated approach in lending...

Capital efficiency & risk management at the fore

Own balance sheet lending

- Small ticket
- Short tenor, high yield products
- MSME Business loans and Gold loans
- Conservative underwriting
- Robust collection and recovery platform

Gold Loans

MSME Loans

Personal Loans

Co-lending with FLDG

- Solid sourcing in new geographies with very low acquisition cost
- Risk moved to partner with funded guarantee provided by them
- Joint credit underwriting policy
- High ROA with minimal asset quality risk

MSME Loans

Personal Loans

Lending as a Service

- High fee generating business with share of interest & fee
- Ability to collaborate with large lenders to build substantial off-balance AUM
- Large sourcing platform that enables successful build up of profitable AUM

Gold Loans

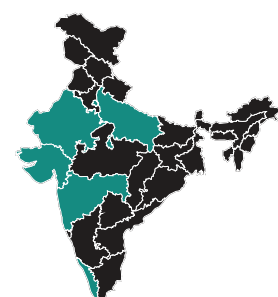
MSME Loans

Personal Loans

Sourcing



28 branches



Cluster Focused Sourcing Strategy



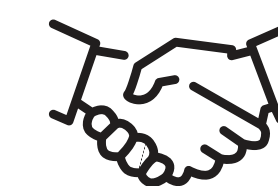
Consumer Credit Builder App



Tie up with India's 2nd largest retail distribution channel



200+ partners



Cross source from co-lending platform

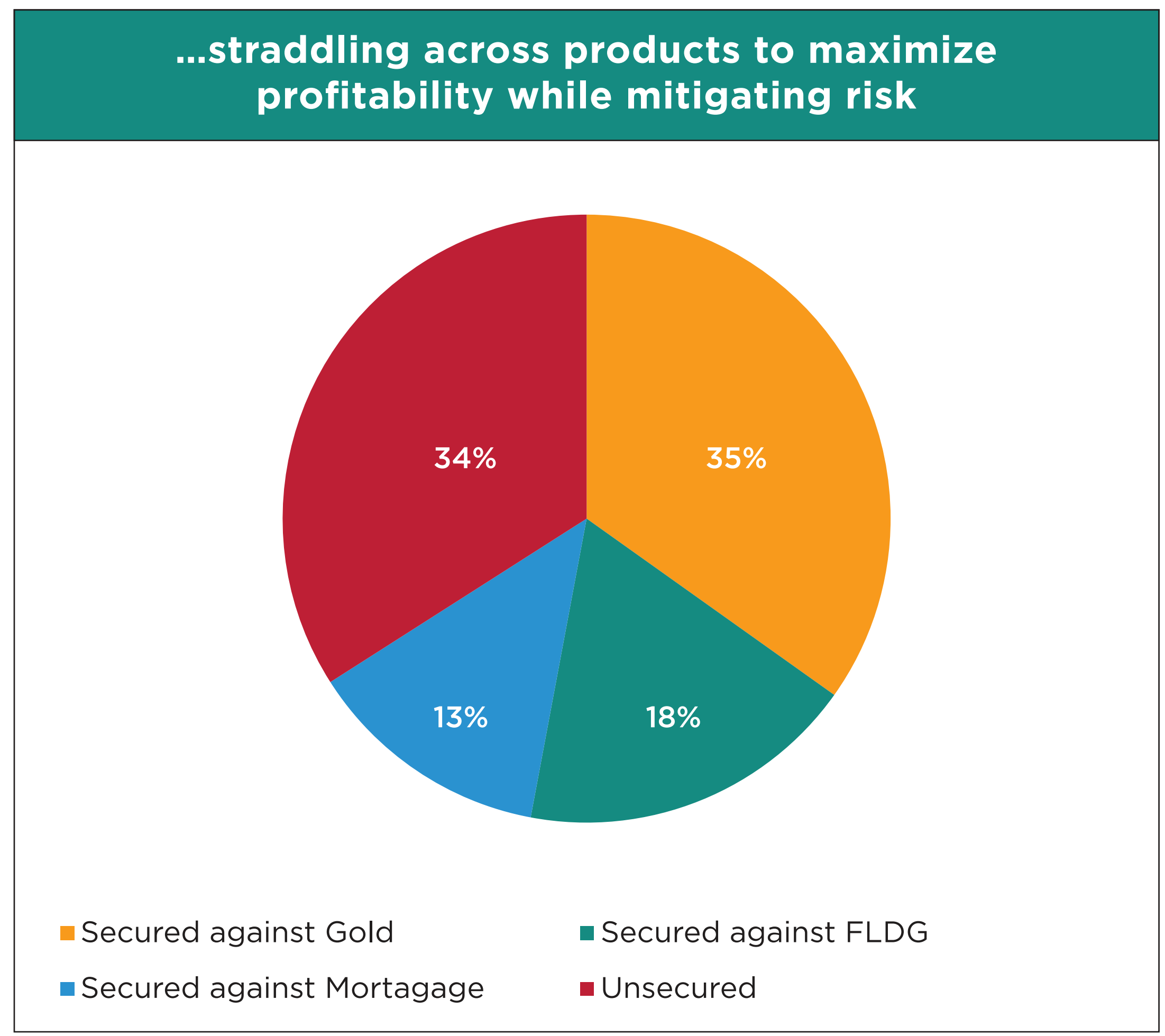
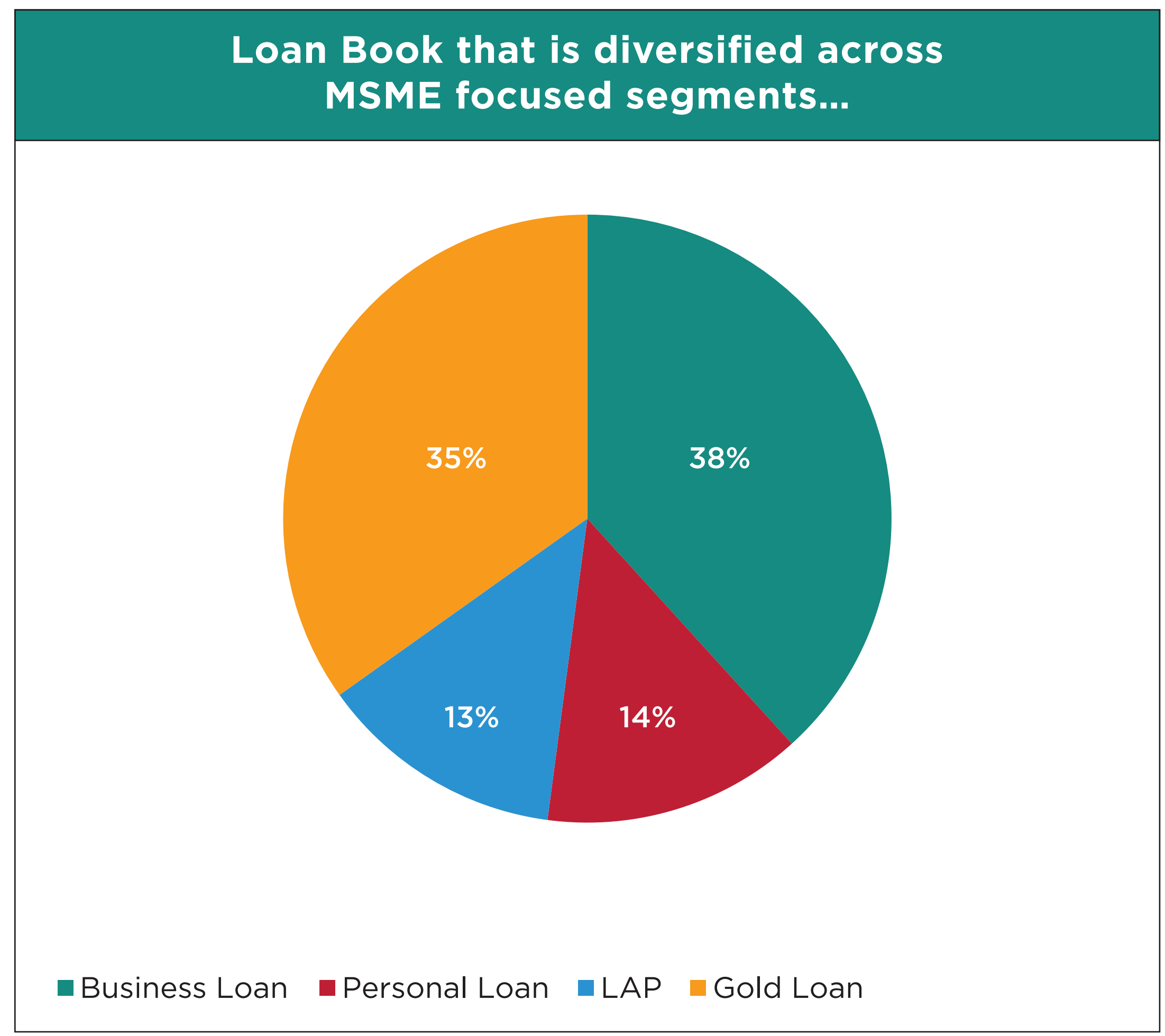


Tie up with Marquee Lenders



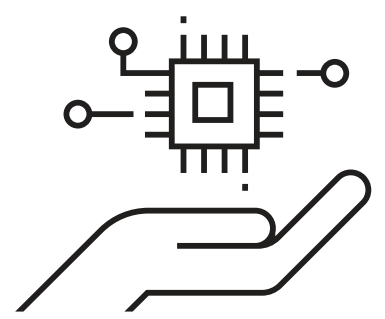

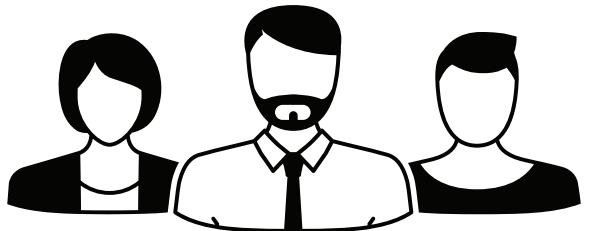
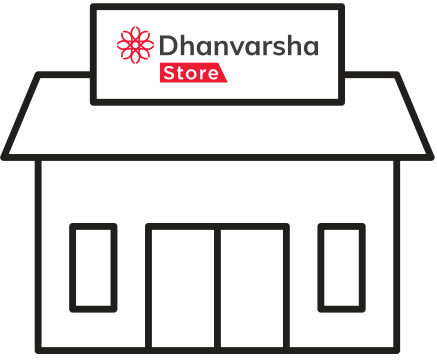

...With Curated Products Catering to Unmet Demand for Credit

AUM of INR ~2,372 million as of 30 Sep 2021



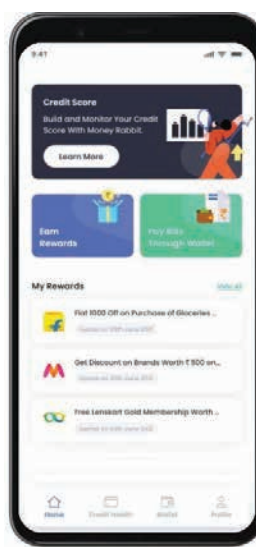


Product Distribution...*Omni-channel Strategy* for Substantial Scale

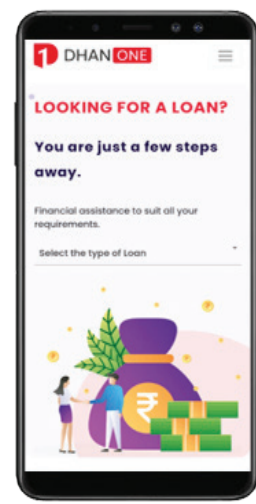
Technology Assets	Experiential Centres	Captive Sales Team	Financial Inclusion Centres	Direct Selling Agents
 <p>Differentiated assets to scale organic customer acquisition</p> <hr/> <p>MoneyRabbit® – Credit health, financial wellness & lending</p> <hr/> <p>Dhanvarsha Neo Bank</p> <hr/> <p>DhanOne Intelligent lead generation platform</p> <hr/> <p>DhanSetu Channel Partner App</p>	 <p>Offers a superior value proposition to MSME customers for business and gold financing.</p> <hr/> <p>Significantly enhancing financial inclusion in 8 key States.</p> <hr/> <p>31 Experiential Centres as at 30 Sep 2021</p>	 <p>Dhanvarsha has a Feet on Street team comprising ~118 employees</p> <hr/> <p>These individuals play an instrumental role in accessing the end customer for Gold, BL and PL products</p>	 <p>Capex light business where we equip convenience stores, small retailers etc. to become distribution agents</p> <hr/> <p>60+ Financial Inclusion stores have started contributing to disbursement volume</p>	 <p>Strong network of ~364 DSAs across key markets help drive loan origination.</p> <hr/> <p>Well spread out DSA network enables last mile access to the customer</p>



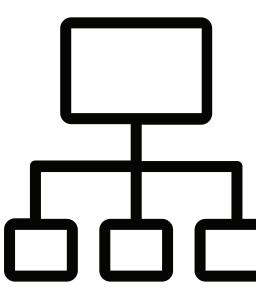
Pioneering the Distribution of Financial Products *by Leveraging Robust Technology*



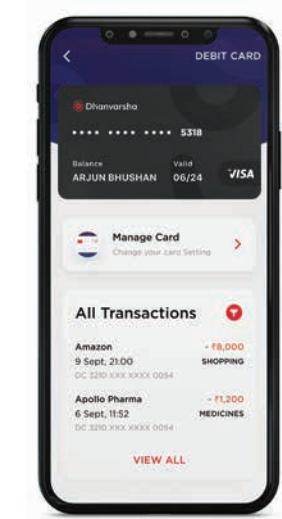
MoneyRabbit® – an AI-powered proprietary credit health and financial wellness platform that also enables borrowing by MSMEs & individual borrowers. It also facilitates payments and repayment of loans along with promoting financial literacy and inclusion.



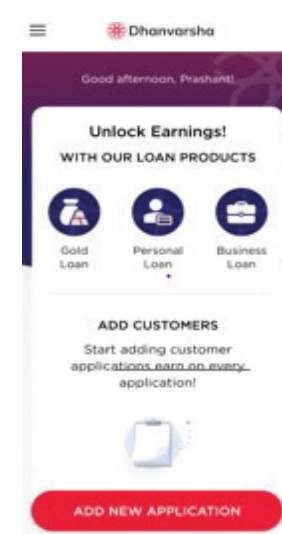
DhanOne is end-to-end digital lead generation marketplace built on an automated loan origination system. It helps to acquire customers for Dhanvarsha and its ecosystem partners for multiple loan products.



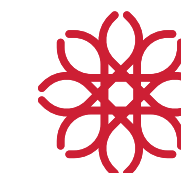
Pursuant to its endeavor to continue to scale rapidly, Dhanvarsha has fully automated its Loan Origination System (LOS) and Loan Management System (LMS) with best-in-class integrations.



Dhanvarsha Neo Bank will enable customers to access multiple financial products like lending, savings, investments, payments and insurance, all in the same app.



DhanSetu is a digital platform for Dhanvarsha Partners to enable micro-entrepreneurs create an online business by become omni-channel distribution nodes for Dhanvarsha’s customer acquisition engine.

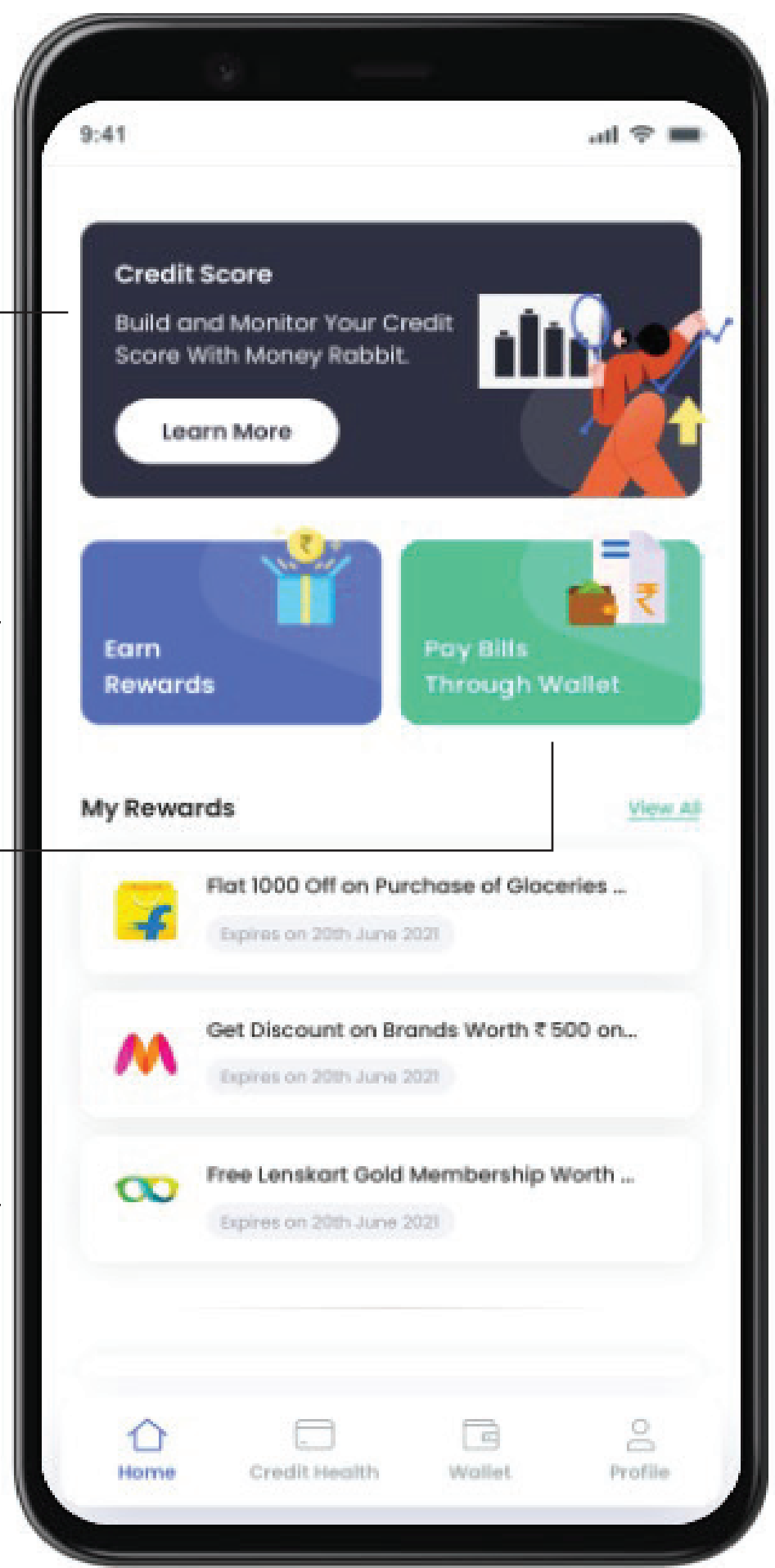


Money Rabbit: Dhanvarsha's Omni Channel Digital Platform for MSME's and Blue-Collar Work Force

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

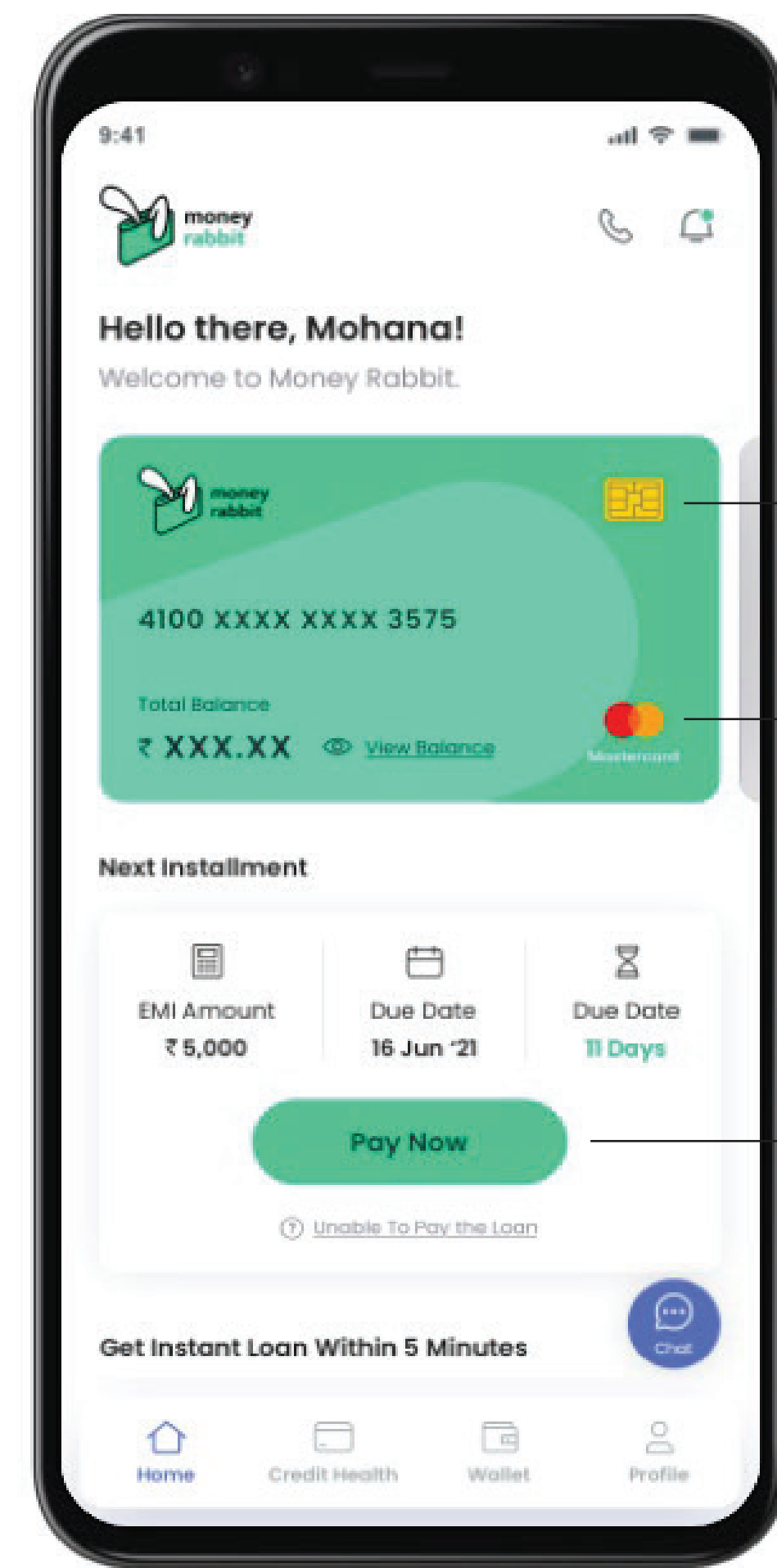
Cashbacks and Rewards
Get Rewarded at every stage using Money Rabbit

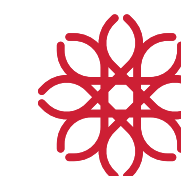


Virtual & Physical Card
Get your own Personalized Ru-pay card which can be used at any online/offline merchants

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

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





Money Rabbit: Credit Health and Financial Wellness Tool

Demystifying credit score for masses and in turn promoting financial literacy and inclusion

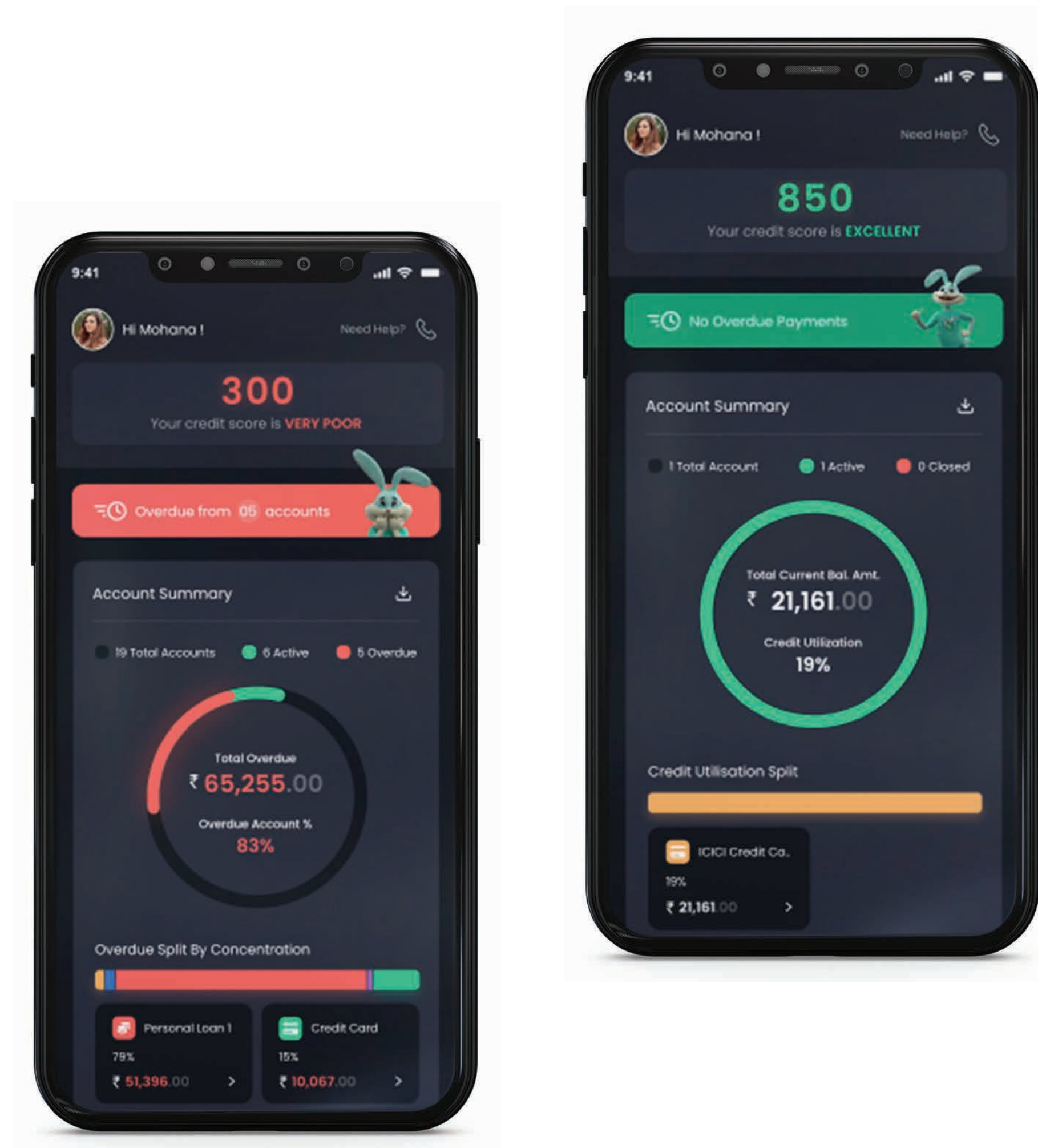
Financial Wellness and Credit Health platform for Dhanvarsha's target audience (as some may not be using Bureau Reports often nor have knowledge of them).

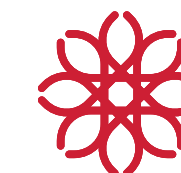
Dhanvarsha's AI Engine (AI-RITE™) is equipped to capture data on-the-go and share insights in real time basis.

D2C Bureau Score and Report would be freely accessible to MoneyRabbit® Customers.

The Bureau report would be gamified and personalized for every customer.

Phase II of Credit Health tool is expected to come with a subscription model.





Money Rabbit: Proprietary AI Engine Powered Decision Making

MoneyRabbit® uses its **proprietary AI engine, AI-RITE™** which gathers real-time data & insights on the customers, thereby minimizing dependence on limited data set available from Credit Bureau reports to ascertain loan eligibility.

There is a separate data trigger to identify New to Credit customers and offer solutions tailored for them.

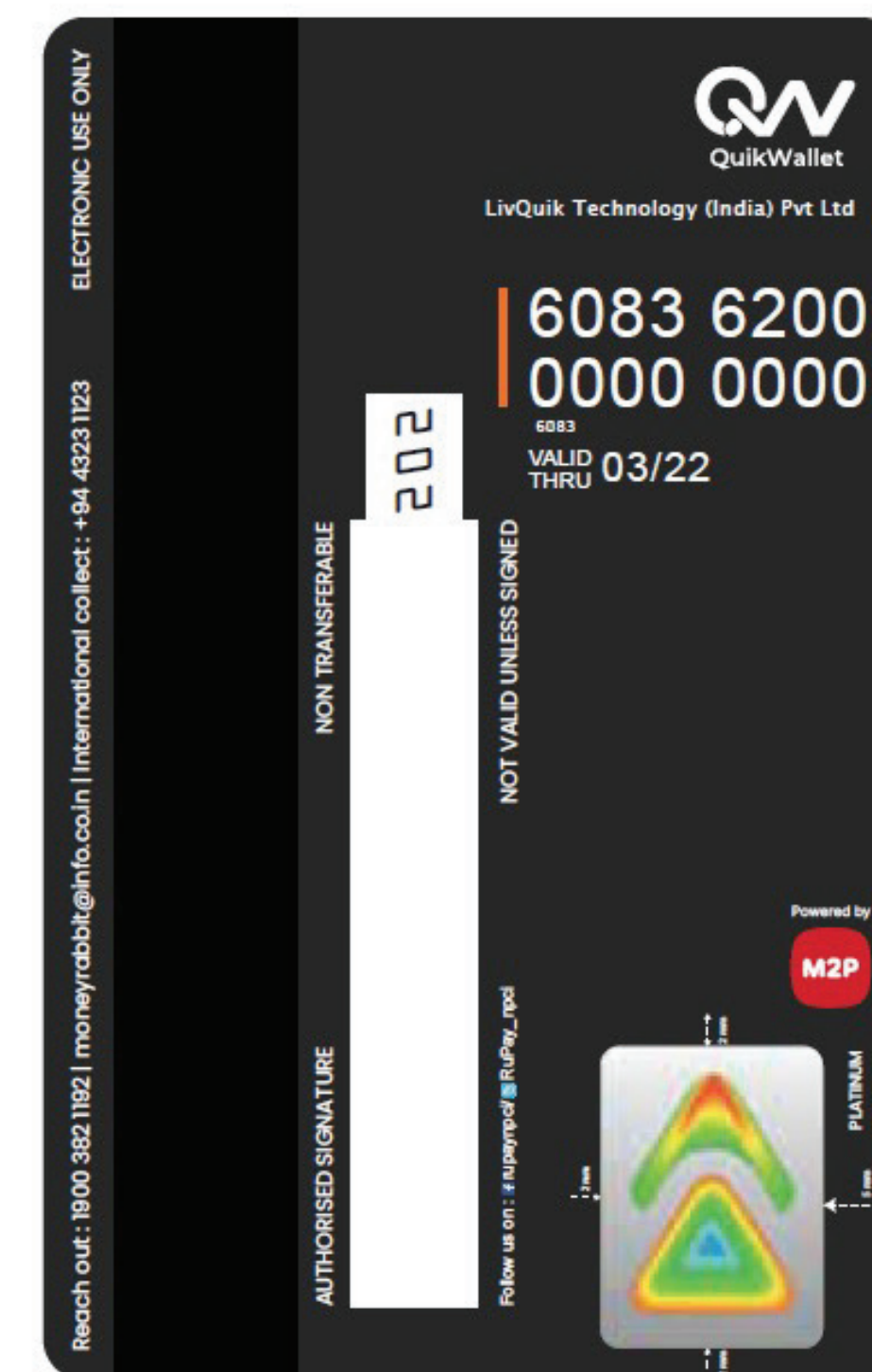
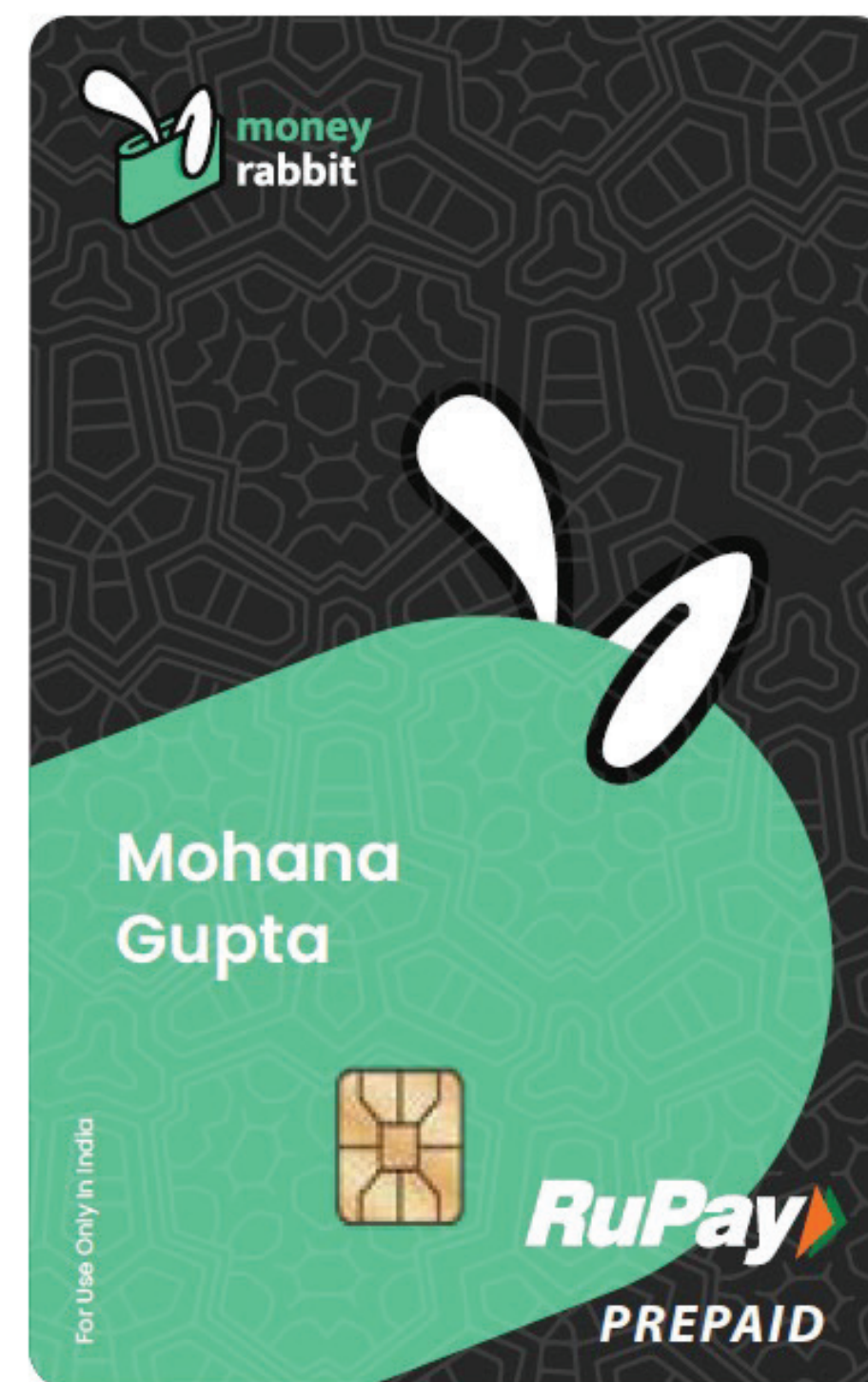
Modular and Robust architecture which makes it scalable and easier to rapidly upgrade or manage maintenance.

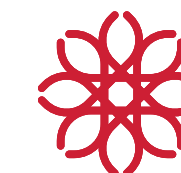


MoneyRabbit®'s virtual and physical card is easy to use and issued instantly. This customer segment usually lacks access to credit cards and hence this creates a sense of patronage through a feel-good-factor.

Accepted both Digitally and Physically across most merchants which drives visibility leading to high level of engagement amongst the customers.

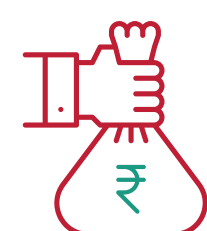
Seamless enablement of Loyalty and Cashback programs to ensure high volume repeat usage and customer stickiness.





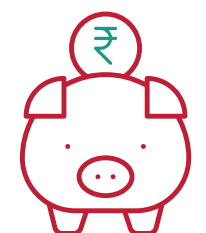
Dhanvarsha Neo Bank

All your Banking needs 'On the Go'



Unified Lending Platform

- Personal Loans
- Business Loans
- Gold Loans
- BNPL



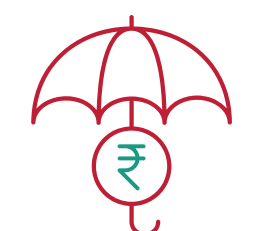
Savings Account

- Zero Balance Savings
- Account opening



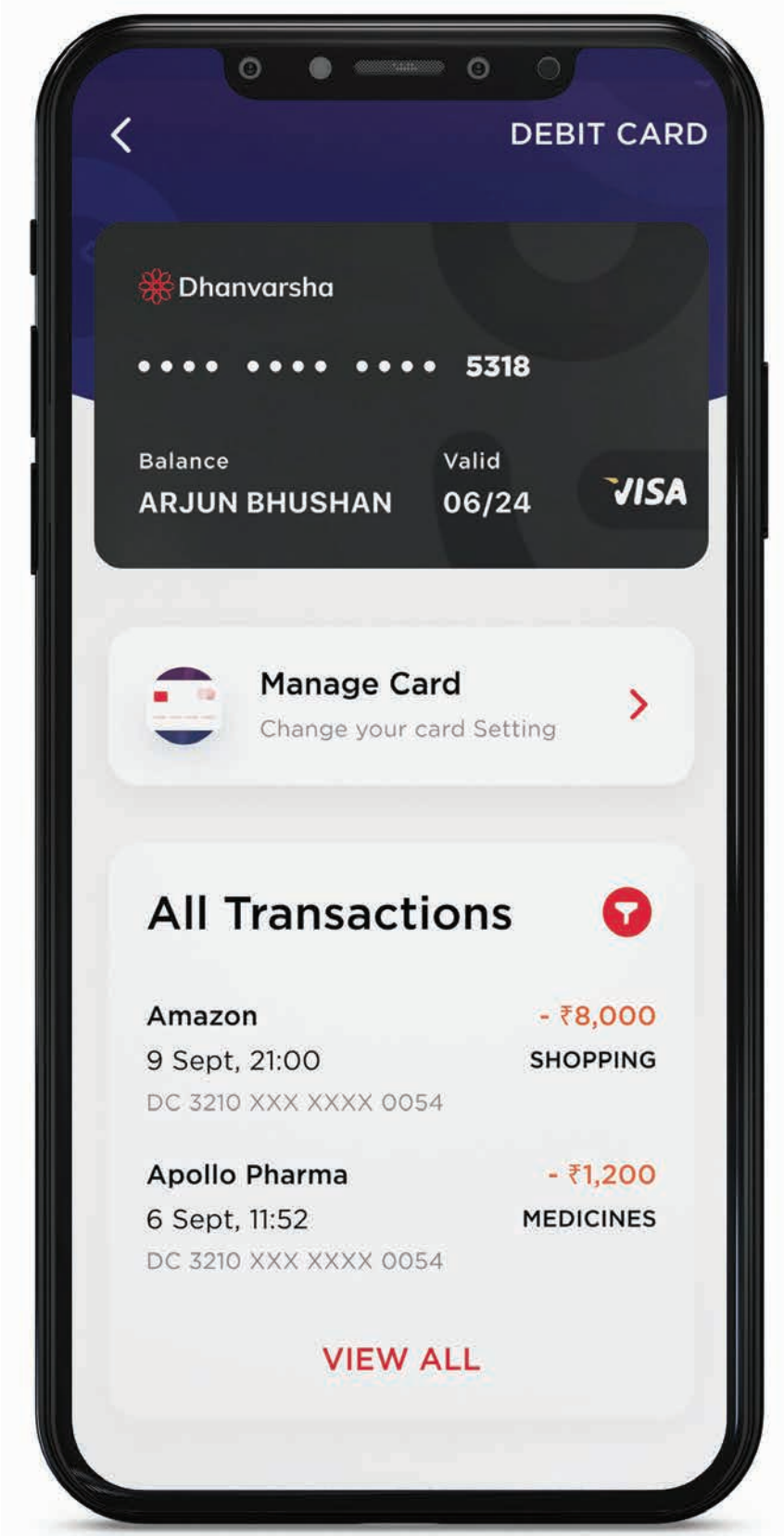
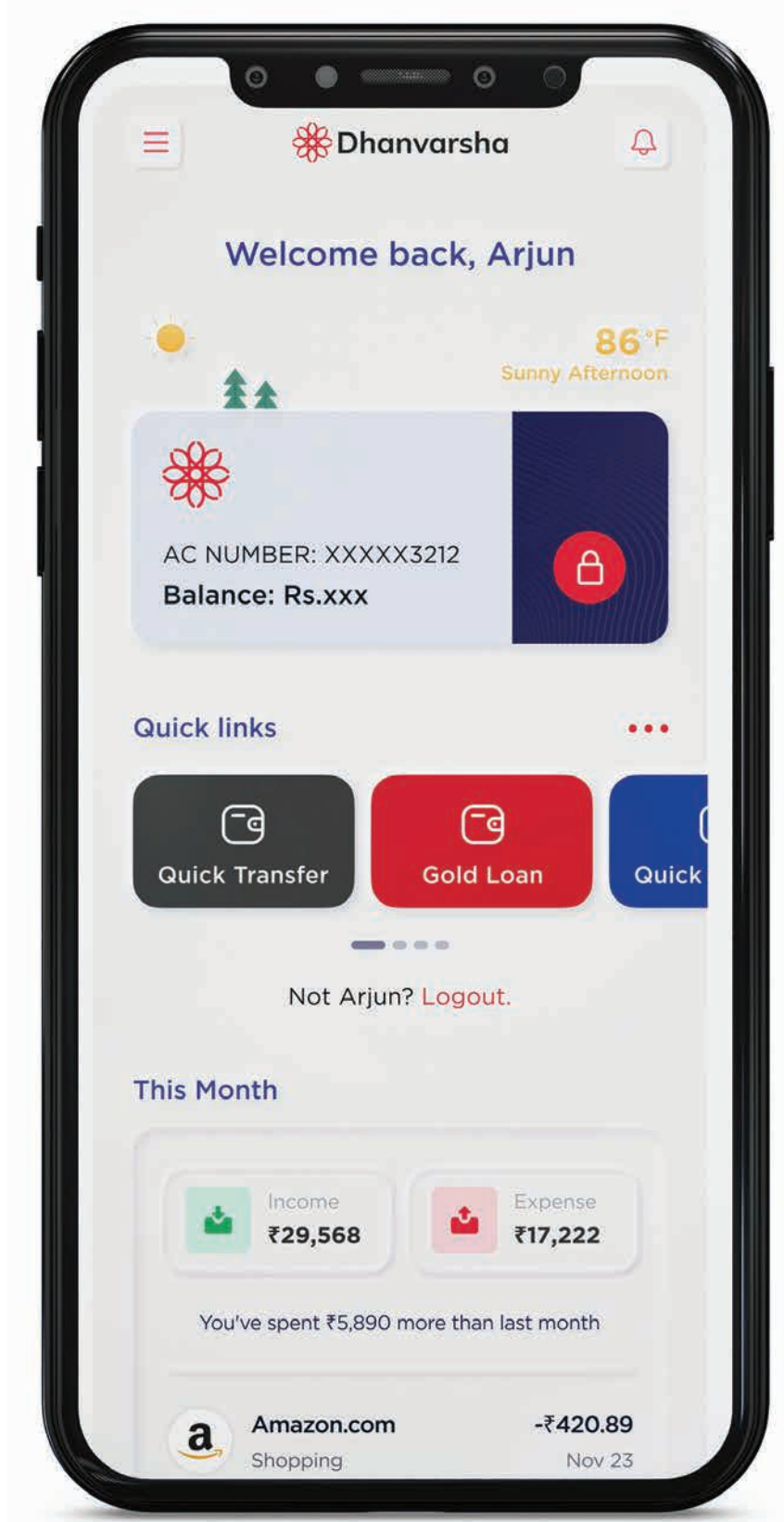
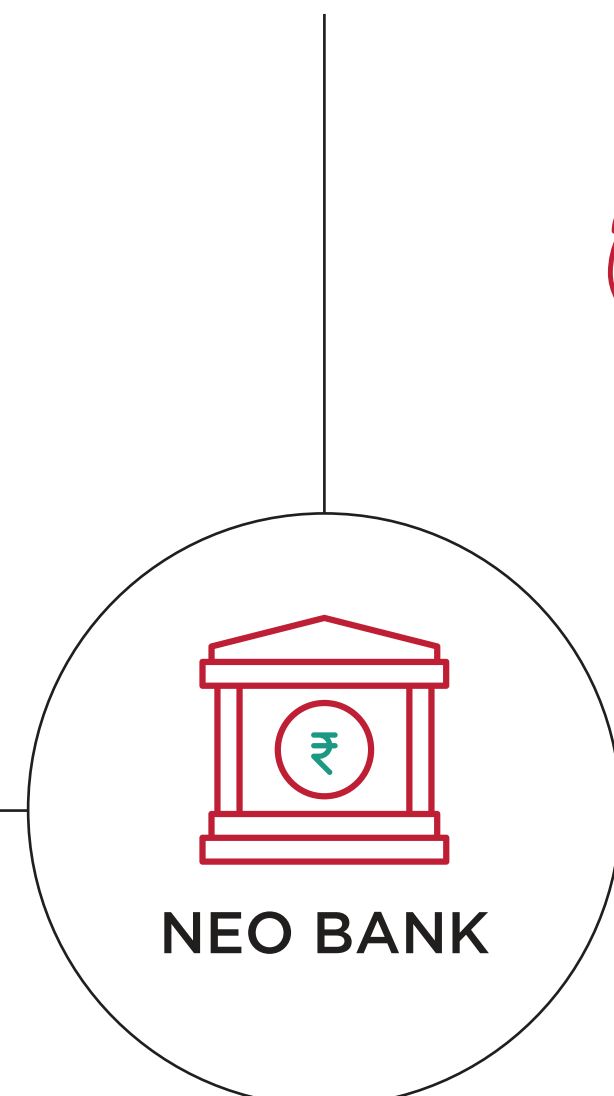
Investments

- Mutual Funds
- Systematic Term Plan
- Systematic Investment Plan
- Lumpsum Investment

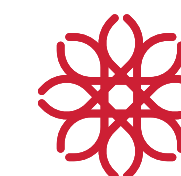


Insurance

- General Insurance
- Life Insurance
- Other Insurance



*Will go live by c.Dec 2021



DhanOne: *Intelligent Lead Origination Platform for Dhanvarsha and its Trusted Partners*

Loan for all segments:

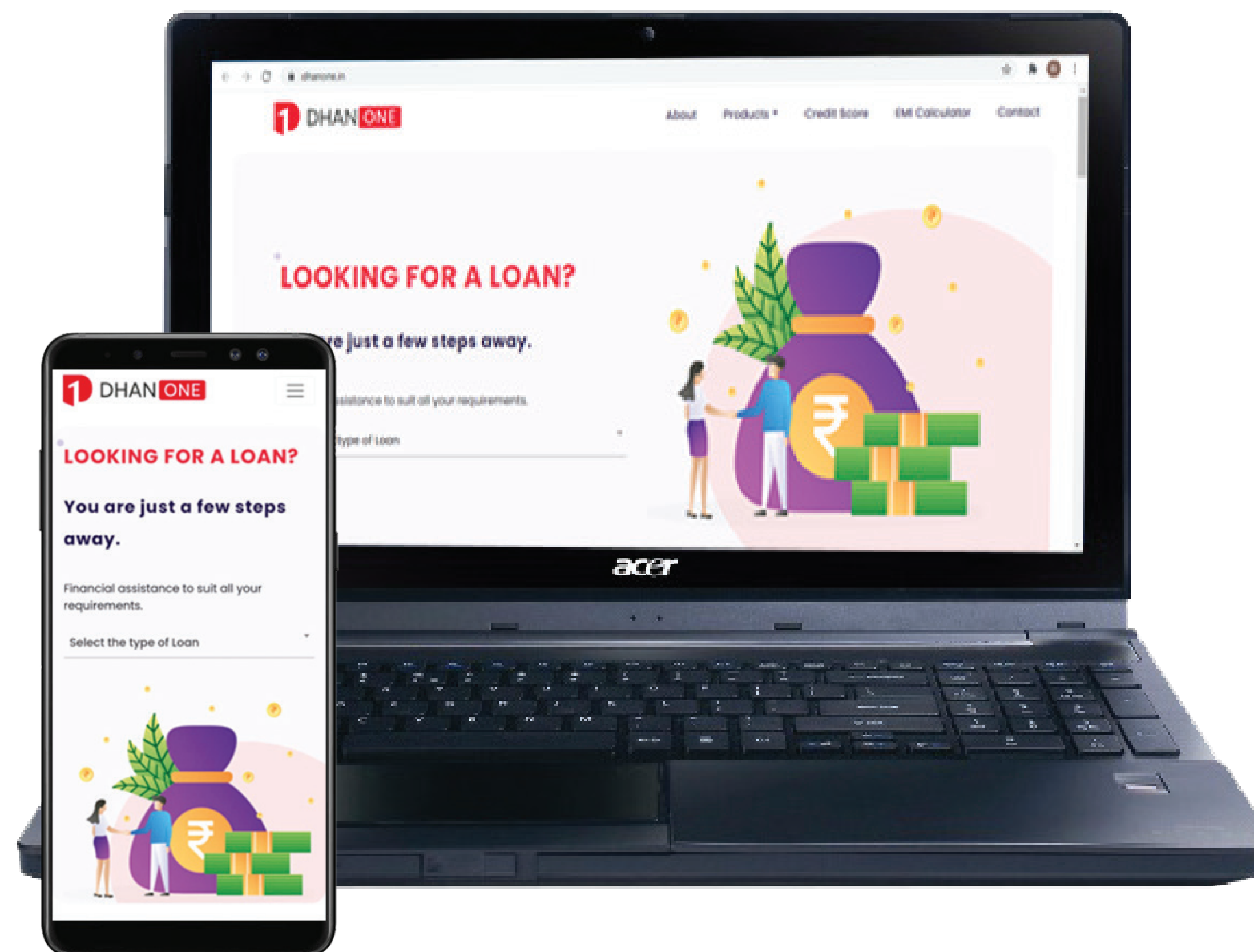
- Business Loans
- Gold Loans
- Personal Loans
- Women Empowerment (Nari-Shakti) Loans

Simplified loan application process on-the-go:

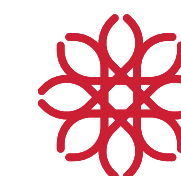
- Easy & intuitive process
- Hassle free documentation
- Quick approvals

Robust User Acquisition:

- Low cost leads for Dhanvarsha
- Fee-based income for lead generation from trusted partners



DhanOne uses rule based architecture to generate leads for Dhanvarsha's product suite. Leads which are not serviceable by Dhanvarsha are passed onto trusted partners as per their credit policy for a chargeable fee.



DhanSetu: Digital Platform for Dhanvarsha Channel Partners to aid Seamless customer onboarding and tracking

Easy & Real Time Tracking:

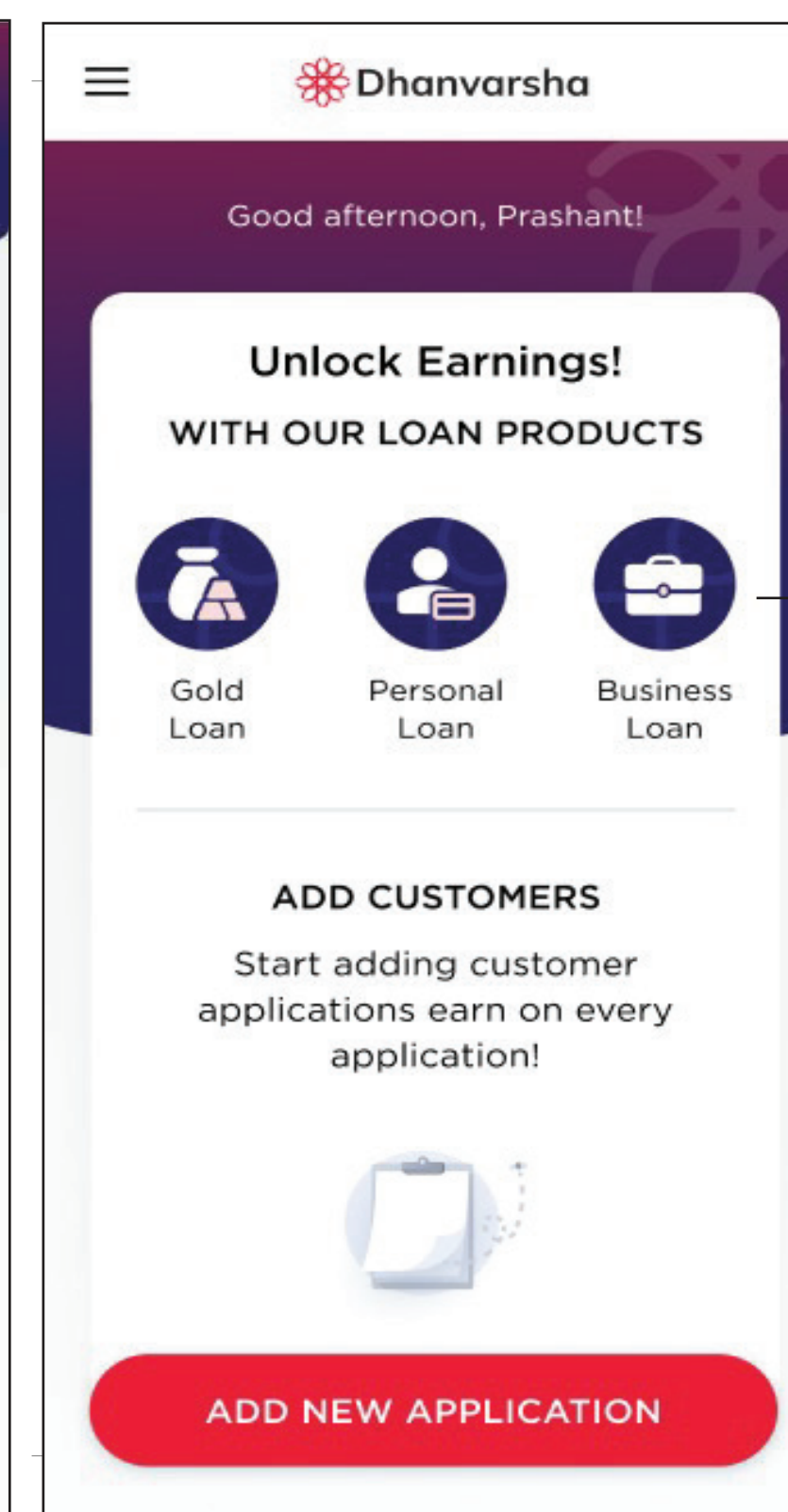
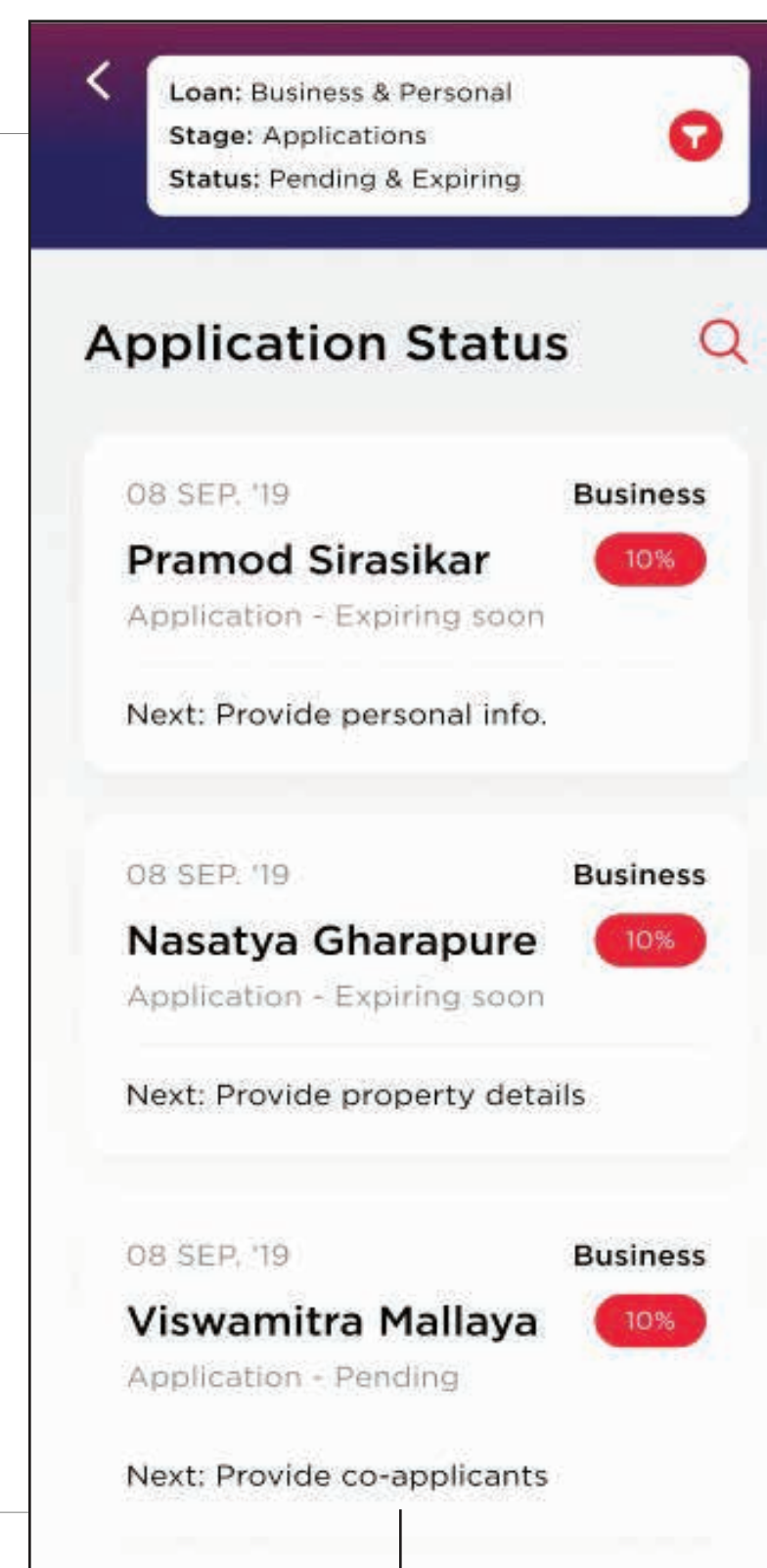
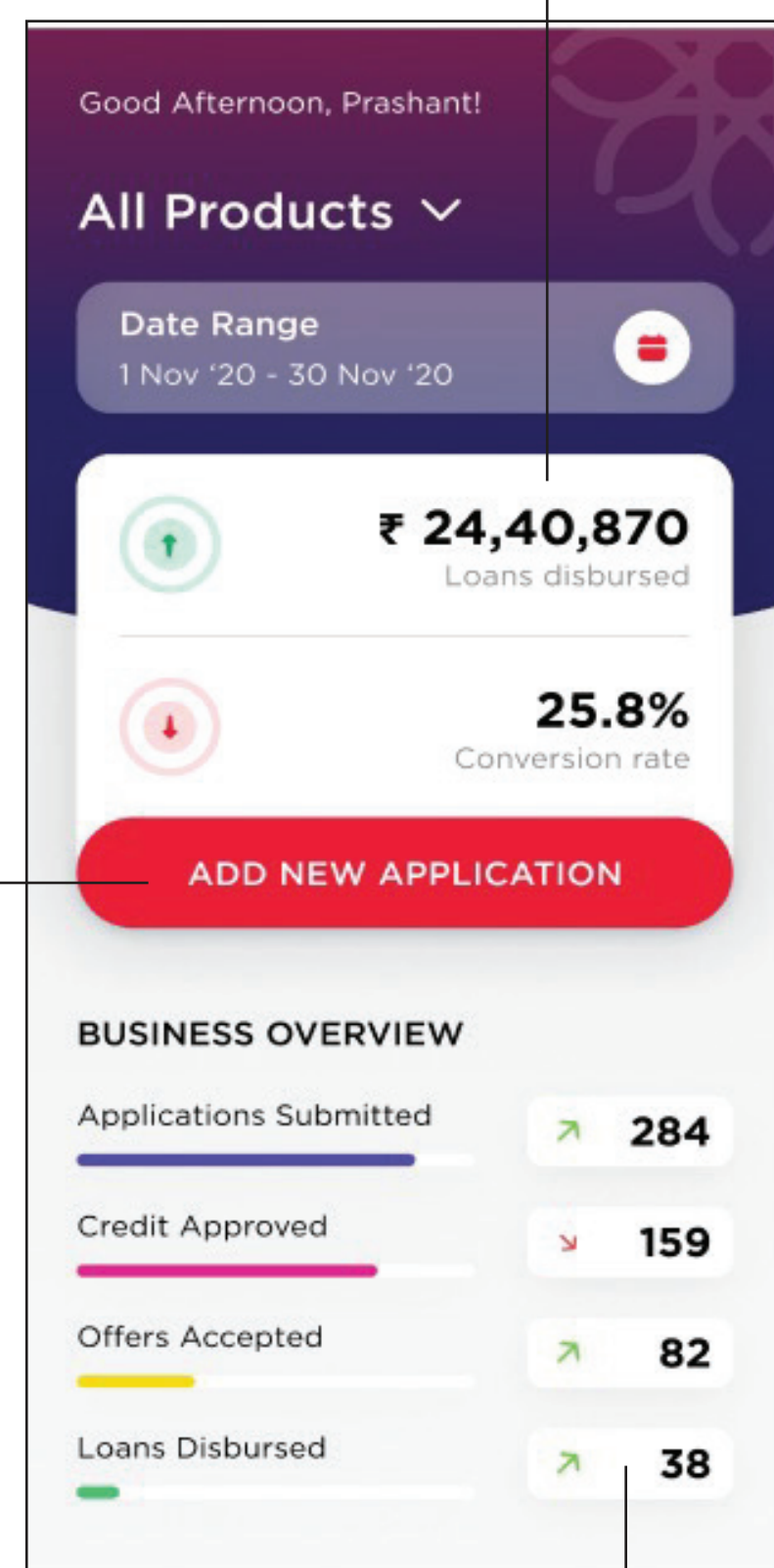
Track Total Loans disbursed by you in a given time-frame and check conversion ratio

Apply for Easy Loans:

Add customer applications on the go & get instant eligibility confirmation

Business Overview:

Get a case level status of all your applications in the loan cycle instantly & easily



Unlock Earnings:

Get a chance to unlock additional earnings through referral and promotion programs

Case-basis updates:

Dhanvarsha Partners can gain access to individual cases and track their approval or rejection.

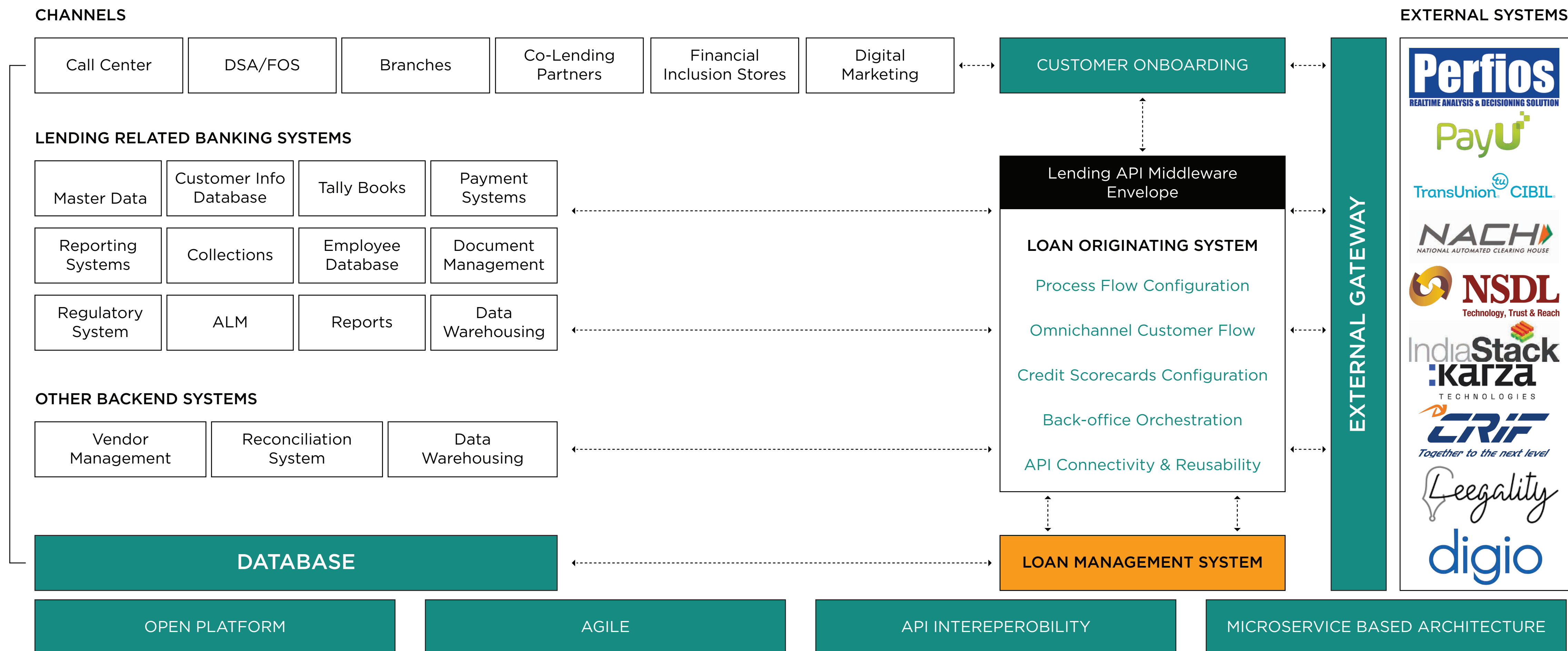
DhanOne uses rule based architecture to generate leads for Dhanvarsha's product suite. Leads which are not serviceable by Dhanvarsha are passed onto trusted partners as per their credit policy for a chargeable fee.



An Integrated LOS and LMS (LOMS)

Focusing on Automation

A world class platform enabling seamless onboarding, underwriting, servicing, monitoring and on-time collections.





Physical Presence Across 8 Key Markets in India...



India's overall gold financing penetration is ~10% with penetration in the western and northern states being even lower

However, these two markets together hold ~45% of the gold in the country

Dhanvarsha's focus is on this belt comprising Maharashtra, Goa, Delhi-NCR, Gujarat, Madhya Pradesh, and Rajasthan.

Most of the large gold financiers in India are present in the southern states making the north and western pockets very attractive underpenetrated markets



Gold Loans: *Experiential centers & Door - Step Disbursement*

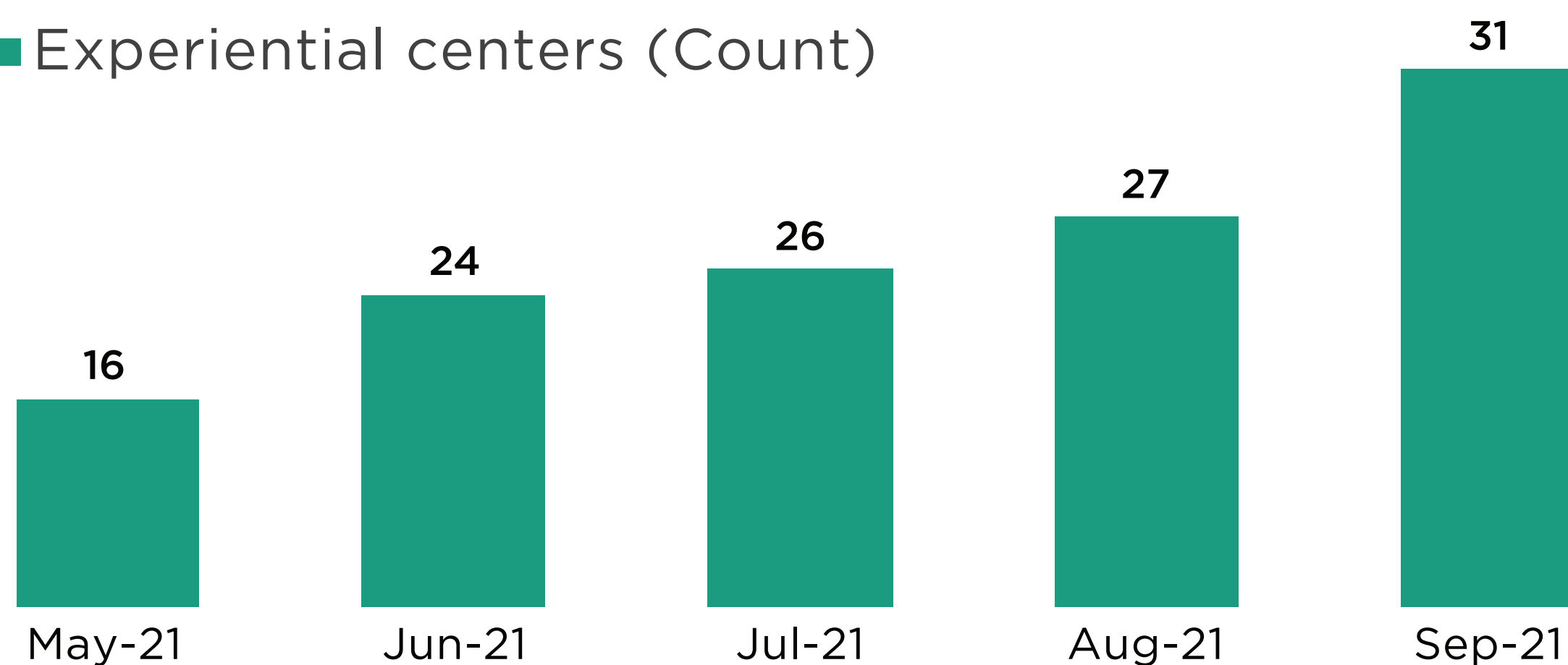
The company through 'experiential centers' and digitally optimised 'door-step disbursement' offers a superior value proposition to customers in MSME gold financing.

The company has disbursed more than INR 1.2 billion of gold loans through experiential centers since August 2020.

The company has 31 experiential centers today and plans to have 35+ centers by the end of March 2022.

We believe the company is poised for an average of INR 5 million to INR 7 million of gold loan disbursement per center per month. This should lead to AUM of INR 1.50+ billion by March 2022¹.

■ Experiential centers (Count)



¹Projected plan may vary based on the Covid-19 situation at that prevailing time



Dhanvarsha Financial Inclusion Stores: *Distribution with Scale*

Personal Loans and Business Loans - Leveraging existing neighbourhood stores and community centers to ease access to credit services

Business Model:

- Neighborhood stores that help take credit services to the last mile enabling financial inclusion.
- More than 50 FIS have started contributing to disbursement volume.

Key attractions of the format

- Capex light model that enables rapid expansion and financial inclusion
- Low cost i.e. opex, brand visibility and work-of-mouth publicity
- Enhanced earnings for small entrepreneurs who can operate from existing establishment

Financial Inclusion Store



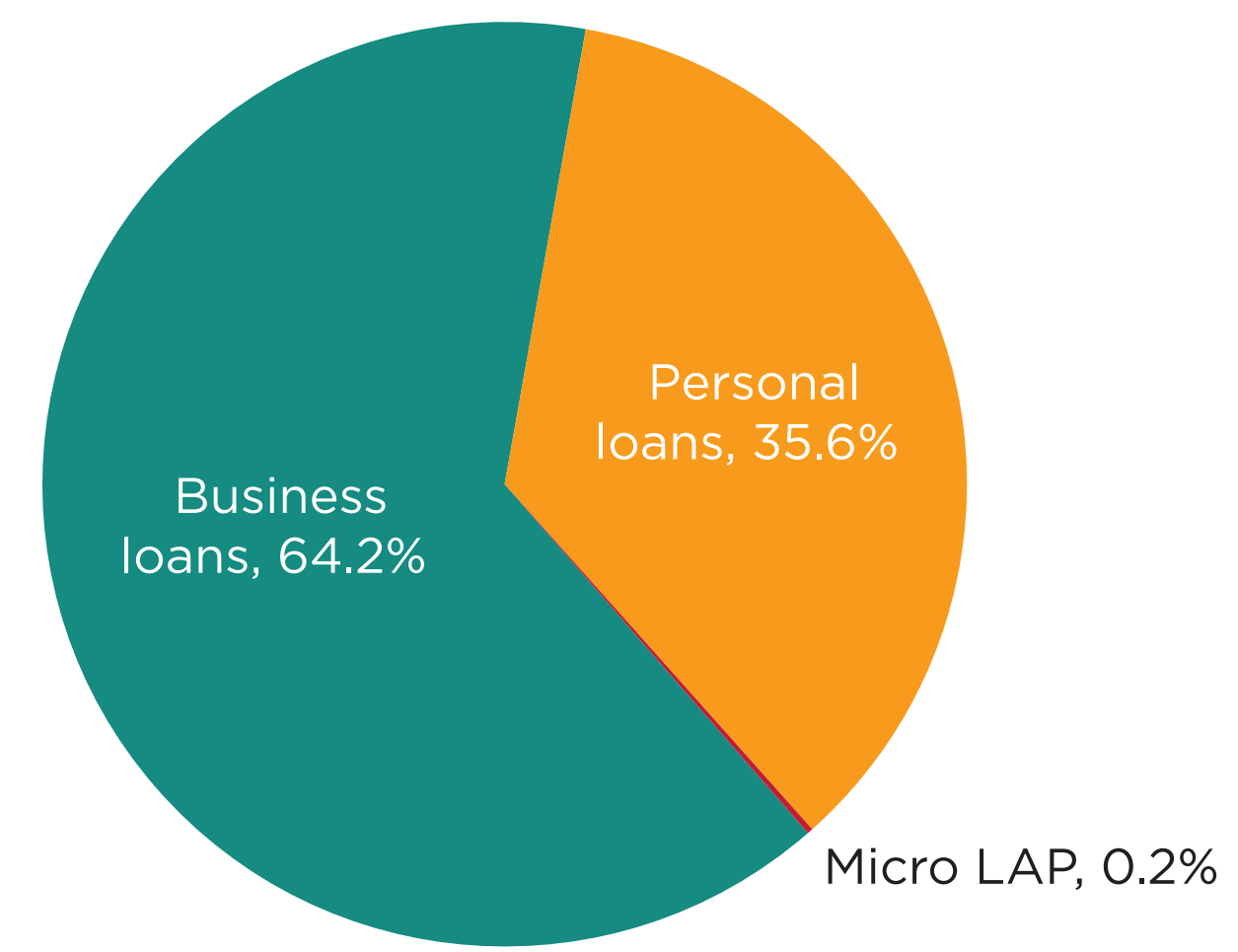


Co-lending Partnerships: A Risk-Mitigating Strategy to Enhance Reach and Product Bouquet

Co-Lending partnerships with FLDG (first loss default guarantee) specifically in MSME, business and education loans.

Partners in co-lending are chosen after extensive due diligence by the Credit Committee. Criteria for selection is deep expertise in technology and inherent sourcing strength in particular geographies

100% Secured Portfolio: Loan book of FLDG backed portfolio of ~INR 427 Mn with zero NPAs



<p>MSME and personal loan partners</p>		<p>~15% to 18%</p>
<p>Education lending partners</p>		<p>~15% to 18%</p>
<p>Distribution partners</p>		<p>These partners charge a fee of 0.75% to 2%</p>



Lending-as-a-Service (L-a-a-S):

Superior Growth enabled by Lending-as-a-Service enhances Capital Efficiency on Balance Sheet

- | | |
|---|--|
| <ul style="list-style-type: none">• Sourcing partnerships with large lenders to realize last-mile credit inclusion & capital efficiency• Currently tied up and in discussion with:<ul style="list-style-type: none">~ Reputed Public Sector Banks~ Small Finance Banks~ Large NBFC's• Evolve MoneyRabbit® into a marketplace to offer bouquet of credit options and assist in financial inclusion | <ul style="list-style-type: none">• Dhanvarsha contributes between 10% to 20% of loan amount while remainder is funded by the Partner Institution.• Partner institutions derive benefit from Dhanvarsha's distribution, robust underwriting practises and collection processes.• Immensely scalable model supported by robust technology infrastructure to manage volume efficiently |
|---|--|

Merits of the Model - Capital Efficiency with Profitability

- Dhanvarsha generates higher IRR since it earns on 100% of the loan book.
- Dhanvarsha's balance sheet becomes extremely capital efficient.
- Partner institutions have:
 - ~ No cost of opex, capex or marketing expense
 - ~ Loan book growth in PSL segments



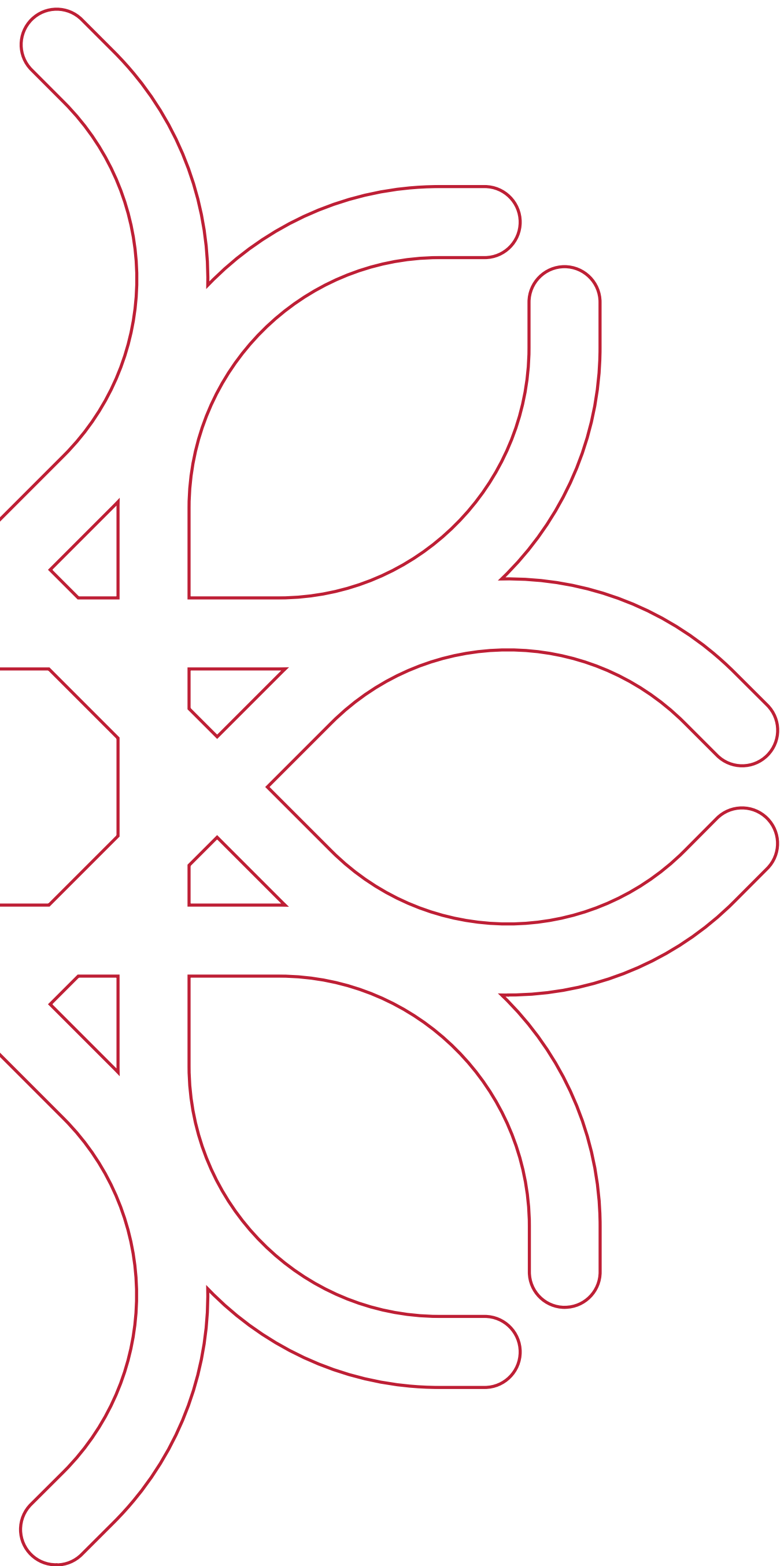
L-a-a-S: Partnership with Central Bank of India

The Company has recently partnered with Central Bank of India for Co-lending of up to INR 10 billion to MSME Gold loan customers.

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

This partnership started offering customized solutions and a superior experience to the underbanked and underserved MSME customer from August'2021 in Madhya Pradesh and look to expand to 5 more branch locations by December'21.





Financials



Balance Sheet

Balance Sheet (INR Million)	Sep'20	June'21	Sep'21
Financials Assets	751.1	2,611.6	3,264.1
Cash and Investments	188.9	1,347.6	942.0
Gross Loans	609.2	1,313.7	2,371.9
Less: Impairment Loss Allowance	47.1	49.7	49.8
Net Loans	562.2	1,264.0	2,322.1
Non Financials Assets	106.6	190.4	245.5
Total Assets	857.7	2,802.0	3,509.6
Financial Liabilities	376.3	1,187.3	1,832.1
Trade payables & Other liabilities	23.8	49.1	37.1
Borrowings	352.5	1,138.1	1,795.0
Non-Financial Liabilities	11.7	31.4	41.1
Total Liabilities	388.1	1,218.7	1,873.2
Equity Share capital	143.7	153.3	153.3
Other Equity	326.0	1,430.1	1,483.1
Total Equity	469.7	1,583.4	1,636.4
Total Liabilities and Equity	857.7	2,802.0	3,509.6

- Strong liquidity profile coupled with an un-levered balance sheet will support higher disbursement trajectory.
- Company anticipates continued robust loan growth in FY22 and FY23 with substantial customer addition.

*Standalone results



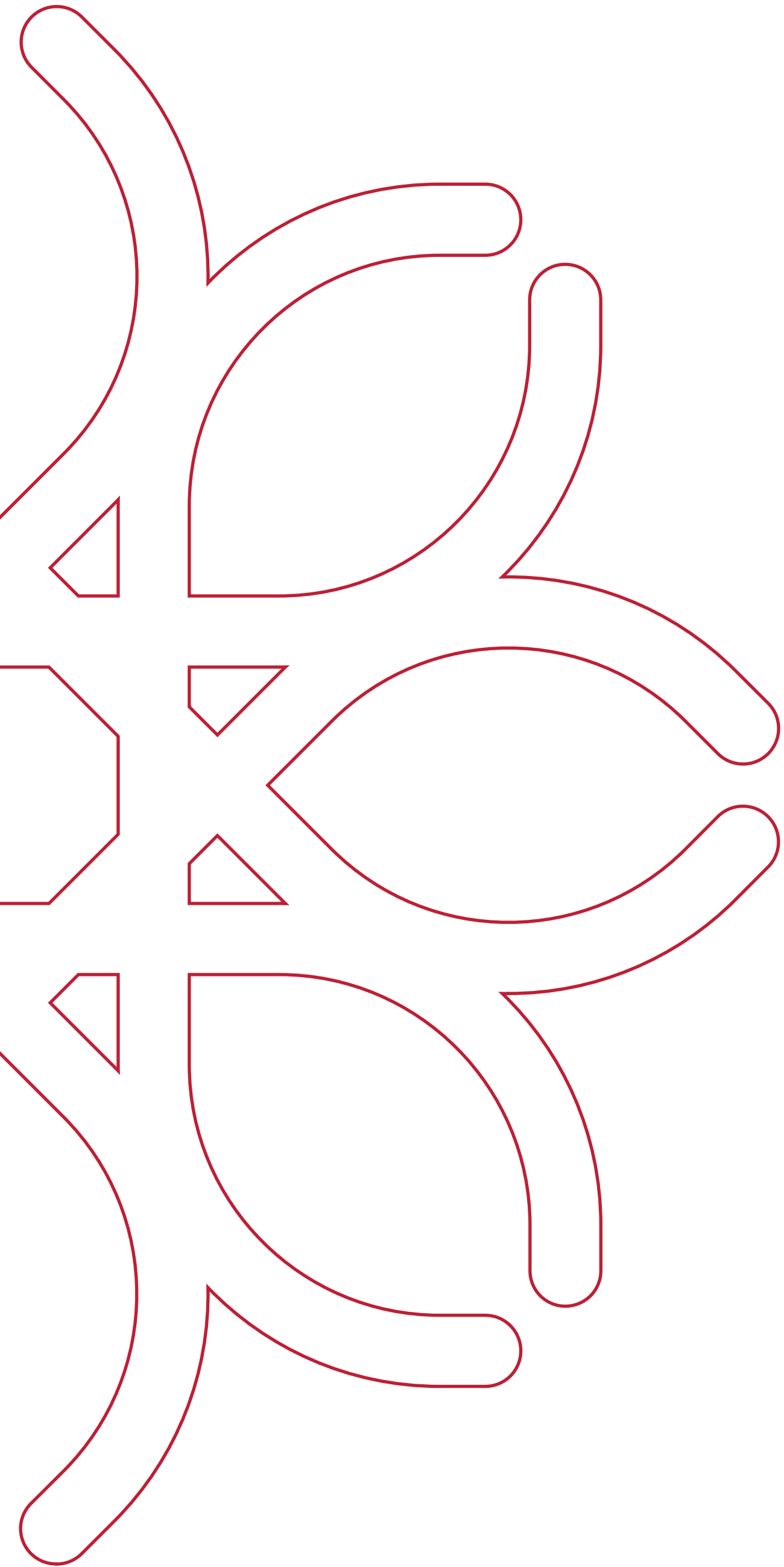
Income Statement

Income Statement (INR Million)	Sep'20	Jun'21	Sep'21
Interest Income	28.5	61.8	115.6
Less: Finance Cost	11.0	35.1	51.5
Net Interest Income	17.5	26.7	64.1
Other Income	31.8	52.3	34.8
Operating Expenses	48.5	61.5	72.9
Profit Before Tax	0.9	17.5	26.0
Less: Tax	0.4	17.2*	6.9
Profit for the period	0.4	0.3	19.0

- Robust growth in profits driven by healthy disbursement trajectory.
- Investments in technology and branch infrastructure starting to bear fruit with improving efficiency evident in lower cost to income ratio.
- Company is guiding to strong earnings growth in FY22 and FY23.

*Post-tax profit impacted primarily due to one-time deferred tax liability from CCD issuance

**Standalone results



*Company Overview:
Governance & Mission*



Deep sectoral expertise in *MSME essential goods segments*

MSME Focussed Lender

Serving the underserved and underbanked sector which has >63 Mn MSME's

Pristine Balance Sheet

Unlevered and liquid balance sheet. Marquee lenders

Significantly Tech Enabled

Leveraging technology to make traditional business faster, more efficient with strong risk mitigation tools.

Solid Promoter Backing

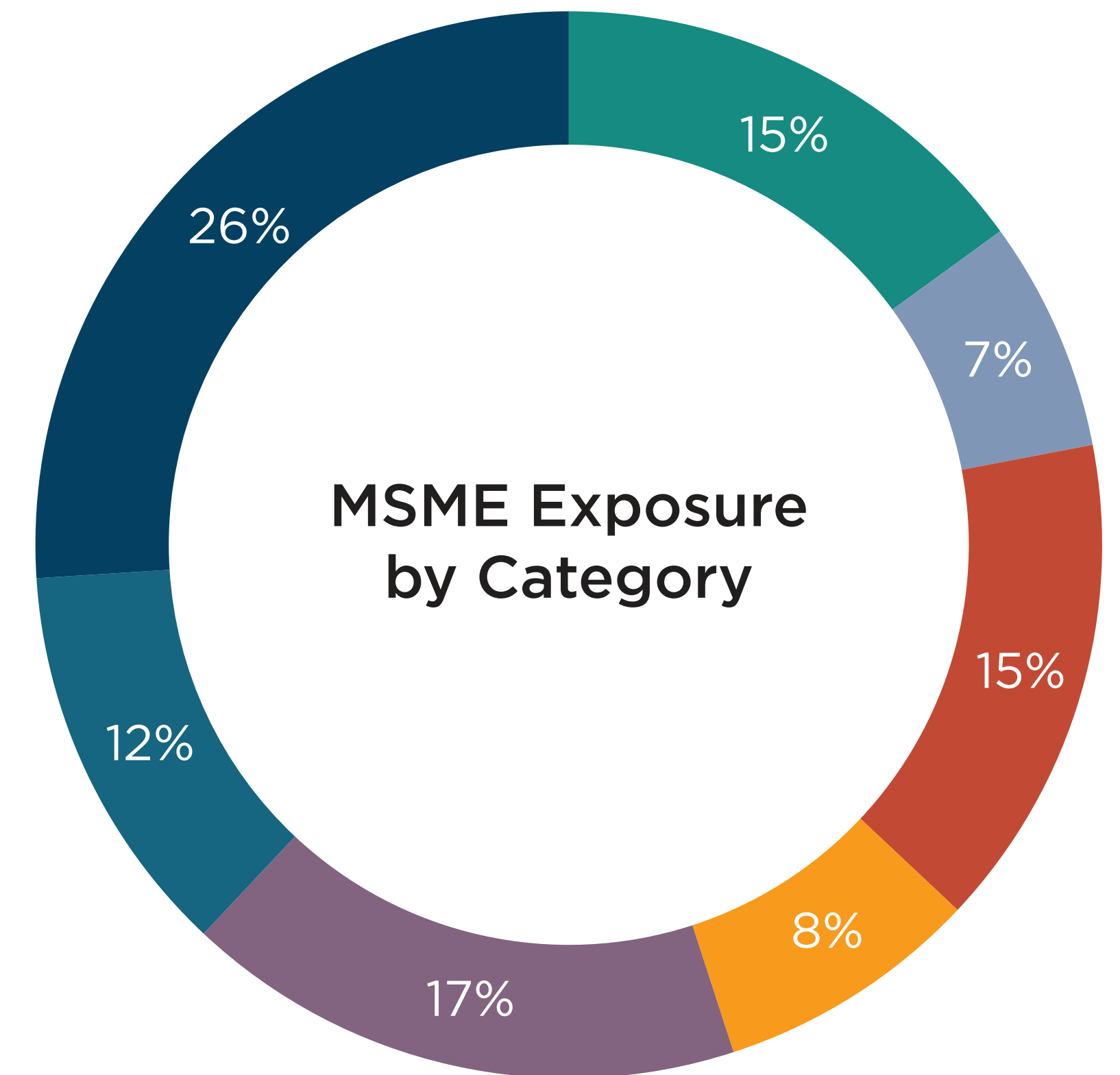
80 year old legacy of the promoter group. Material capital contribution to the business

Substantial Sourcing Strength

Model is tuned for quick scale up

Strong Corporate Governance

Independent & Eminent Board; Professional Management



- Education
- Construction
- Consumer
- Healthcare
- Manufacturing
- Salaried
- Others



Product Profile

	On Balance Sheet			Off Balance Sheet
Particulars	Gold Loans	Business Loans	Personal Loans	LAP*
Average Ticket Size	Up to INR 5 Mn	INR 0.40 Mn	INR 0.15 Mn	INR 2.7 Mn
Interest Rate	15% - 22%	18% - 24%	18% - 24%	14% - 20%
Tenure	12 Months	12 / 60 Months	12 / 36 Months	60 / 180 months
Avg Loan to Value (@ origination)	60% - 75%	50%	NA	60%
Basis of Credit Approval	Purity - 22KT	Cash Flow Analysis	Banking Statement	Mortgage of property
Repayment Type / Frequency	Monthly / Quarterly	Monthly Amortization	Monthly Amortization	Monthly Amortization



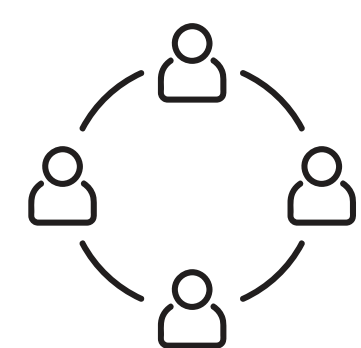
We don't just lend money.
We enable businesses by lending
'hand', 'head' & 'heart'



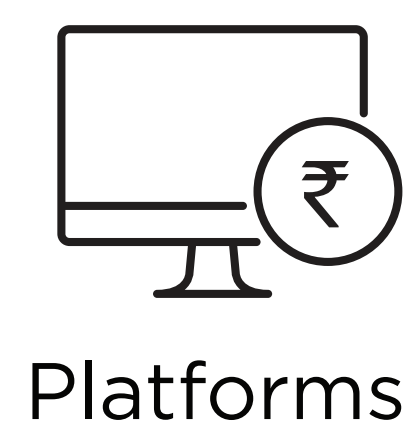
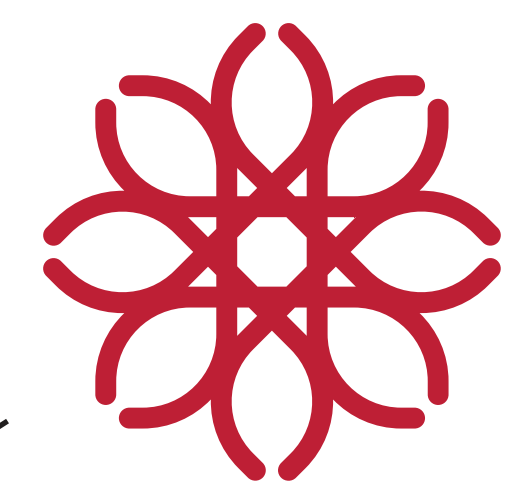
We are true business partners to our customers

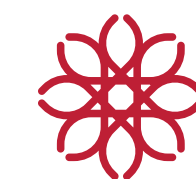


For us, business are communities first. We help building **'Social Capital'**



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





ESG Integration Framework for *Building Social Capital Lending Hand-Head-Heart*



We're proud to support Nilima Rasal in her dream to expand her manufacturing unit to increase business, empower her employees and help them lead a better life. Through the funds availed from Dhanvarsha, she was able to expand her business and empower 40 more people by offering them employment, better livelihood and future growth prospects.



Mr. Jagdish Roy's will to fight adversity and empower employees, predominantly women, in his garment shop led him to Dhanvarsha. He was promptly helped with a qualified relationship manager who walked him through the loan process and explained him the benefits of meeting monthly EMI obligations. Starting his journey with 4 sewing machines to 21 now, he is now confidently pursuing progress.



Dhanvarsha has empowered Mr. Kamalkant, a small business owner to survive a competitive and turbulent market by helping with capital. As a result of income improvement, he was able to send his children to a better school and take steps towards enabling them build a better future for themselves.



Partnerships

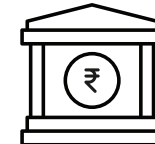

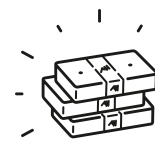

Lenders	     
MSME lending FLDG partners	    
Distribution partners	   <p>and 100+ partners</p>
Social Capital partners	    
Insurance partners	   
Auditors	  



Focus on Governance & *Best Practices*

Substantial management ownership
in the company

Independent and Eminent Board comprising of industry stalwarts			
<p>Rakesh Sethi Non-Executive Chairman <i>Past experience:</i> Over 38+ years of experience, Ex CMD of Allahabad Bank, ED of PNB</p>	<p>Rajiv Kapoor Independent Director <i>Past experience:</i> Former Senior executive at VISA Inc. 36+ years experience in corporate advisory, consulting, sales and marketing</p>	<p>Nirmal Momaya Independent Director <i>Past experience:</i> Entrepreneur with 30+ years of experience BoD at Camlin Life Sciences</p>	<p>KP Raghuvanshi Independent Director <i>Past experience:</i> 1980 batch IPS Officer Served as Commissioner of Police (Thane) from 2011-14 Currently Strategic Advisor</p>
<p>Atwood Porter Collins Non-Executive Director <i>Past experience:</i> Global Portfolio Manager 22+ years of global investment experience Co-Founder Seawolf Capital Partner at FrontPoint - featured in the book and movie 'The Big Short' for accurately predicting 2008 global financial crisis</p>	<p>Minaxi Mehta Non-Executive Director <i>Past experience:</i> Philanthropist Serving as Director Minaxi Mehta Welfare Foundation Member - Management Committee Shri Vile Parle Kelavani Mandal</p>	<p>Rohanjeet Juneja Joint MD <i>Past experience:</i> An investment banker, hedge fund manager and Head of Strategy & Research for an HFC and NBFC with 17+ years of experience, in India and US</p>	<p>Karan Desai Joint MD <i>Past experience:</i> Ex-investment banker with 15+ years of experience across Bank of America, PwC and Centrum Capital</p>

High governance standards	
Statutory Auditor	Bansal Bansal & Co.
Internal Auditor	Grant Thornton
Secretarial Auditor	Bhandari & Co.
 Head of Credit is a banking veteran with 32+ yrs experience	 Dedicated Collections Cell headed by a legal expert
 Loans above ₹2 Crore to be approved by BOD	 No Related Party Loans



Led by a Professional *Management Team...*



Karan Desai

Joint Managing Director

- Ex-investment banker with 15+ years of experience
- Previously worked at Bank of America, PwC and Centrum Capital



Rohanjeet Juneja

Joint Managing Director

- 17+ years of experience, in India & US.
- An investment banker, hedge fund manager and Head of Strategy & Research for a HFC and NBFC



Sanjay Kukreja

CFO

- 27+ years experienced professional
- CA with 27+ years of experience in FP&A, Profit Center Operations, Taxation & Budgeting etc



Mahendra Servaiya

Credit Head & Principal Officer

- 32+ years of experience
- Previously worked in the credit team of Union Bank of India for heading the South Mumbai division



Parag Shah

Chief Operating Officer

- 17+ years exp. at NSE, IDFC Bank and Fullerton India HFC
- Strongly skilled in credit, risk, business operations, product & partner management.



Sunil Ranpara

Collections Head

- 15+ years of experience across collections, litigation and recovery
- Previously worked with Capital First, Kotak Mahindra Bank and HDFC Bank



...who bring substantial experience *in the financial services space*



Lalit Chendvankar

Chief Compliance Officer

16+ years robust experience in handling Mergers & Acquisitions, IPOs, Corporate Restructuring, Corporate Advisory Services, Private Equity investments and Foreign Investments.



Radhika Seshadri

Business Intelligence

- 12+ years in the BFSI sector
- Seasoned professional in research and business planning with significant experience in the financial services industry



Gaurav Bhargava

Business Head - Gold Loans

- 16+ years in the BFSI sector
- Seasoned professional in has been instrumental in setting up the Gold loan business at Unimoni and Dhanvarsha



Akhilesh Desai

Head - Data Science and Analytics

- 9+ years in the BFSI sector
- Seasoned professional in delivering core impactful analytics solutions in fintech driven firms like Kissht, Experian(India) and Indiabulls Housing Finance



Namita Pradhan

Human Capital Management

- 6+ years - a seasoned HR professional
- Previously associated with Oberoi Realty



Priyanka Singh

Chief Impact Officer

- 9+ years of experience
- Previously worked with Faircent, JP Morgan Chase and Willis Towers Watson



Mohana Gupta

Project Head - MoneyRabbit

- 10+ years in varied industries like media, tech, wellness, FMCG, financial services



Sunil Prasad

Technical Architect

- 10+ years in the BFSI sector
- Headed and delivered technology projects in fintech spanning payments, lending and investments at FtCash and Liquiloans



Dhanvarsha is backed by a promoter group with rich heritage



About the group

- Wilson Group's history traces back up to Pre-Independence
- Diversified conglomerate headquartered in Mumbai with interest and investments across education, philanthropy, retail MSME lending, institutional broking and advisory services, angel investing, and sustainable water infrastructure projects.

Initiatives funded and supported by the group:

- Minaxi Mehta Welfare Foundation
- Conscious Labs Pvt. Ltd.
- Thankfulness Research and Development Foundation
- Shri Vile Parle Kelavani Mandal

Group's businesses

Dhanvarsha

Dhanvarsha Finvest Limited is a Bombay Stock Exchange Limited listed NBFC provides credit to the underbanked MSME sector in India



Wilson Financial Services

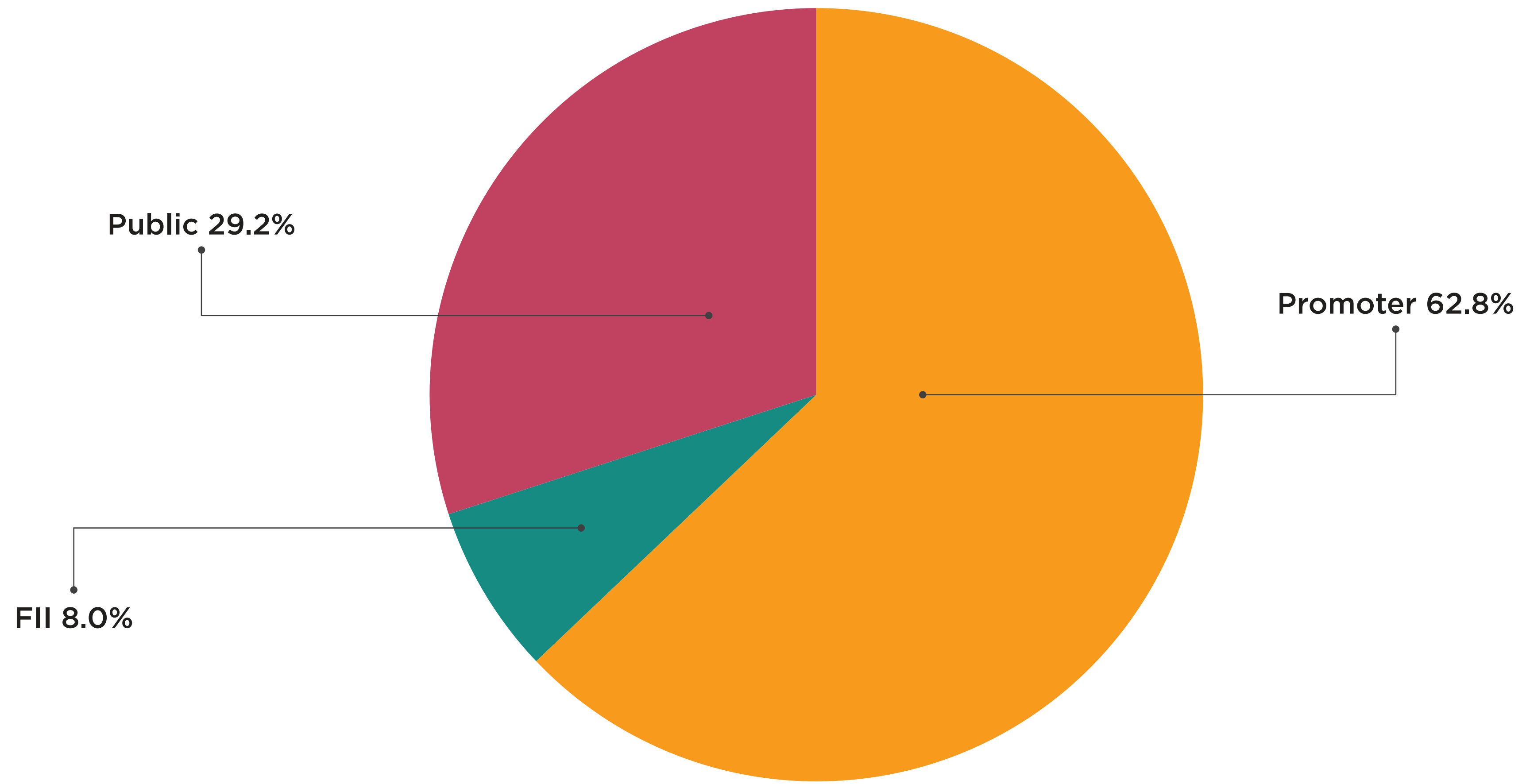
Wilson Financial Services is a boutique institutional broking & advisory platform, with a special focus on Indian Capital Markets



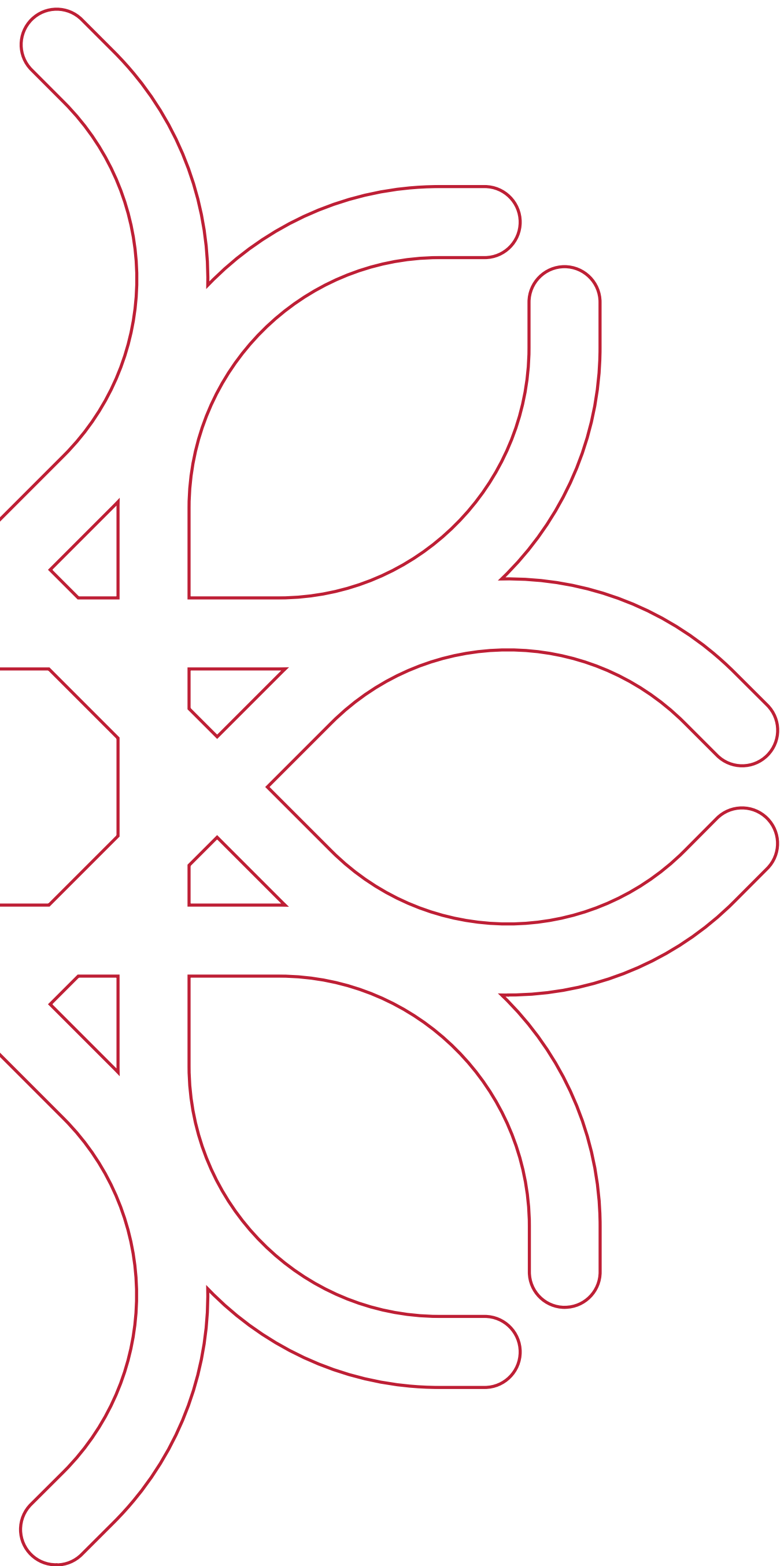
exerFIT® is an aspirational nutrition and nutraceuticals brand for people who desire to lead an active and healthy lifestyle



Shareholding *Pattern*



Shareholding on fully diluted basis including CCDs issued in November 2020 and April 2021



Thank You