

Date: January 31, 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 and CPs-725884

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 period ended December 31, 2023.

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

2024

**INVESTOR
PRESENTATION
Q3 FY 2024**

01

Financial Summary

02

Paisalo Digital Limited
Overview

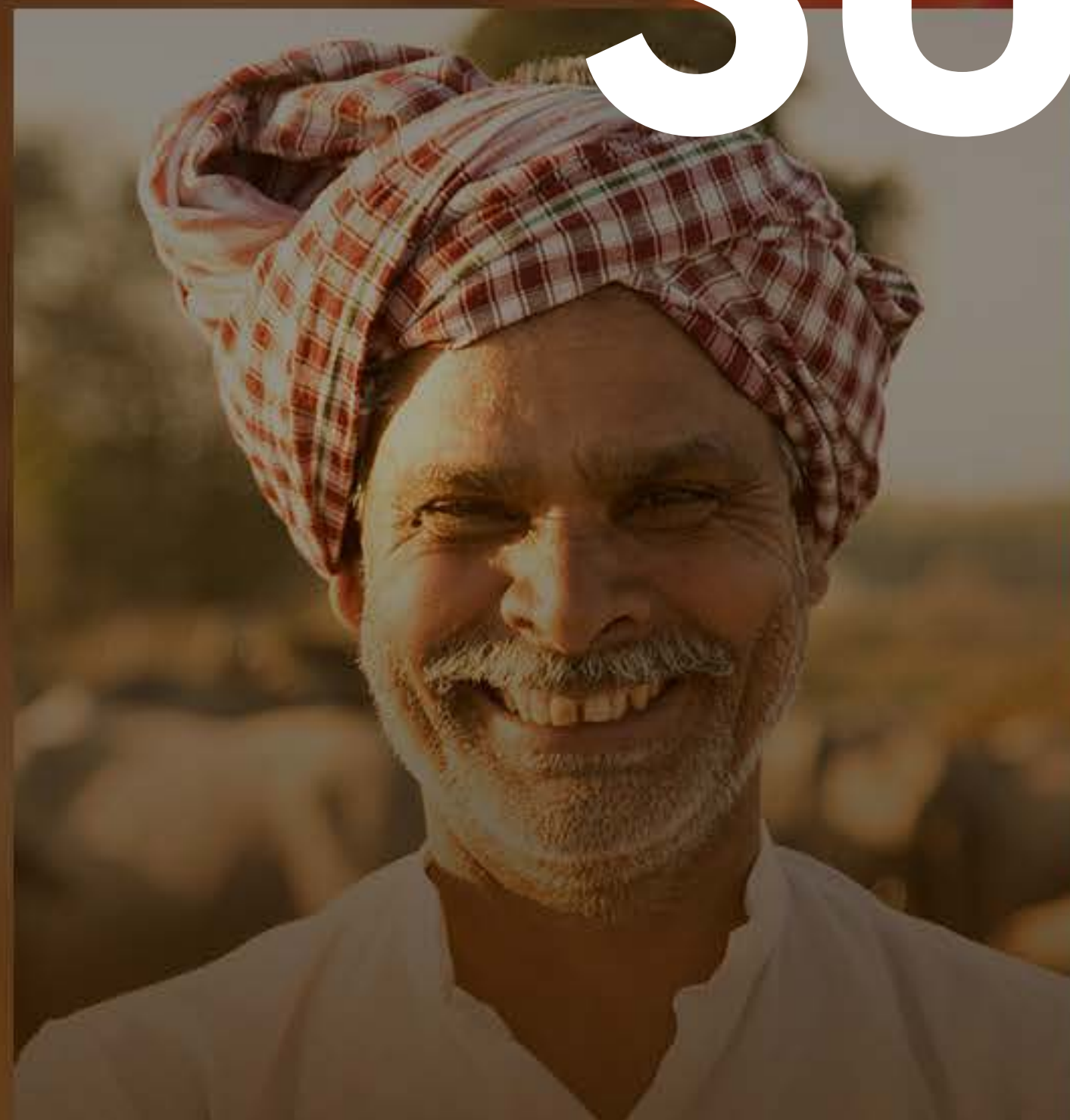
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Financial Performance

Presentation
path



FINANCIAL SUMMARY



Q3 FY 2024

Paisalo Snapshot

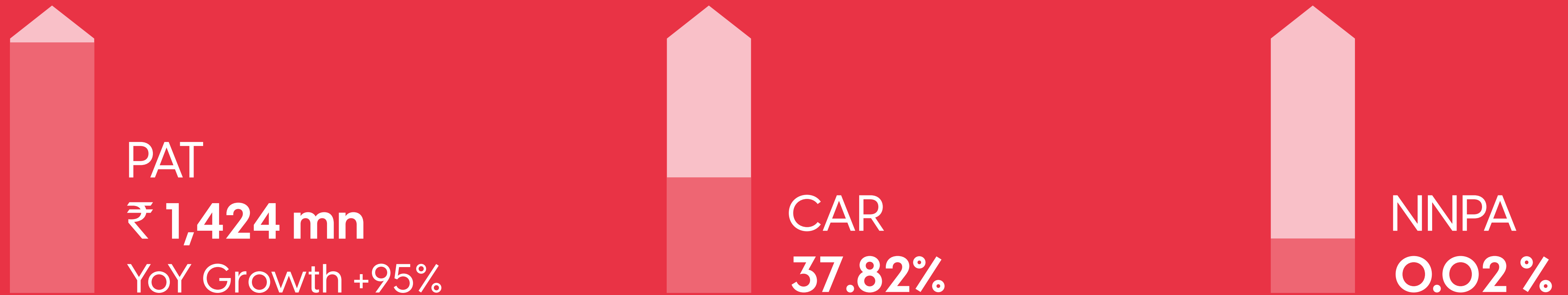
Q3 FY 2024



A good quarter for the company across portfolio metrics, operating efficiencies and profitability.

Paisalo Snapshot

Q3 FY 2024



A good quarter for the company across portfolio metrics, operating efficiencies and profitability.

Paisalo Snapshot

Q3 FY 2024

- Highest ever AUM of ₹ 42,280 mn.
- AUM as at Q3 FY 2024 was up 40.43% at ₹ 42,280 mn as against Q3 FY 2023 at ₹ 30,107 mn.
- Total geographic footprint stood at to 1944 touchpoints across 18 states, in the quarter. In Q3, the company added 230 new touch points.
- The company continues to protect its margin profile, Interest Income for Q3 FY 2024 was up 30.49% at ₹ 4,635 mn as against ₹ 3,552 mn in Q3 FY 2023. The company has posted 94.72% increase in PBT and 95.07% increase in PAT YoY.
- GNPA and NNPA stood at 0.23% and 0.02% as at Q3 FY 2024 compared to 0.75% and 0.26% as at Q3 FY 2023. 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 245 mn and has recovered old written off bad debts worth INR 381 mn in Q3 FY 2024. This has impact of INR 135 mn positive to bottom line.

Paisalo Snapshot

Q3 FY 2024

- The Tangible Networth is INR 12,952 mn versus Bank Borrowings (secured) INR 14,750 mn, i.e., 1.14 times.
- Capital Adequacy remained strong at 37.82% at Q3 FY 2024.
- 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 Q3, the company delivered annualized RoE of 14.53% as against 8.39% in Q3 FY 2023.
- In Q2, the company delivered annualized RoA of 5.16% as against 3.41% in Q3 FY 2023.
- Employees head count stood at 2234 as at Q3 FY 2024.

Paisalo Snapshot

Q3 FY 2024

- With reference to the circular dated 16 November 2023 issued by the Reserve Bank of India with respect to consumer credit by Banks/NBFCs and bank credit to NBFCs, Paisalo would not have any additional risk weight on the underlying portfolio and the impact of the increased risk weights mentioned in the above referred circular on capital adequacy ratio. Further, with a diversified lender base, strong Co-Lending partnerships and our focus on priority sector led lending, we do not expect any impact of the circular on us.
- The Company is working to enhance operating efficiencies by implementing GenAI capabilities and other digital initiatives.
- The company continues to invest in Teams and Technology for business transformation. As provided in Q2 FY 2024, the next update on business transformation will be provided in Q4 FY 2024.
- Board of Directors have recommended issue of Bonus Shares in the ratio of 1:1 i.e. 1 (one) new bonus equity share of Re. 1/- each fully paid for every 1 (one) existing share of Re. 1/- each fully paid up held as on Record Date (TBA).
- A good quarter for the Company across portfolio metrics, operating efficiencies and profitability.

PAISALO DIGITAL LIMITED

OVERVIEW

Q3 FY 2024

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 **3.4 Mn+** customers
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **2234** managing **1944 touch points** in **18 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 ₹ 42,280 Mn
- Already serviced more than 3.4 million+ customers
- An experienced team of 2234 managing 1944 touch points in 18 States
- Net worth of ₹ 12,952 Mn, leveraged 2 times and CAR~37.82%
- PAT of ₹1,424 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

Q3 FY 2024



FINANCIALS

(₹ in Millions, *Cumulative)

PARTICULARS	Q3 FY 2023*	Q4 FY 2023*	Q1 FY 2024	Q2 FY 2024*	Q3 FY 2024*
AUM	₹ 30,107	₹ 34,928	₹ 36,444	₹ 38,174	₹ 42,280
Disbursements	₹ 16,239	₹ 25,996	₹ 7,648	₹ 14,773	₹ 24,681
Revenue	₹ 3,552	₹ 4,732	₹ 1,362	₹ 2,809	₹ 4,635
PBT	₹ 984	₹ 1,262	₹ 520	₹ 1,156	₹ 1,916
PAT	₹ 730	₹ 936	₹ 384	₹ 859	₹ 1,424
Net Worth	₹ 11,493	₹ 11,610	₹ 11,954	₹ 12,413	₹ 12,952
Total Liabilities	₹ 16,534	₹ 18,567	₹ 18,818	₹ 20,447	₹ 23,218
Bank Borrowings	₹ 10,927	₹ 13,018	₹ 12,890	₹ 13,740	₹ 14,750
Debt to Equity Ratio	1.41	1.58	1.52	1.58	1.71
Bad Debts Written Off	₹ 330	₹ 441	₹ 13	₹ 36	₹ 245
Bad Debts Recovered	₹ 100	₹ 177	₹ 108	₹ 260	₹ 381
NIM	5.91%	5.50%	5.80%	6.20%	7.29%
Gross NPA	0.75%	0.25%	0.28%	0.24%	0.23%
Net NPA	0.26%	0.02%	0.04%	0.01%	0.02%
CAR	42.66%	40.34%	40.41%	39.74%	37.82%

FINANCIALS

(₹ in Millions, *Cumulative)

PARTICULARS	FY 2021	FY 2022	FY 2023	Q1 FY 2024	Q2 FY 2024*	Q3 FY 2024*
AUM	₹23,178	₹26,973	₹34,928	₹36,444	₹38,174	₹42,280
Interest Income	₹3,115	₹3,922	₹4,732	₹1,362	₹2,809	₹4,635
NIM	4.05 %	4.03 %	5.50 %	5.80%	6.20%	7.29%
PAT	₹609	₹793	₹936	₹384	₹859	₹1,424
Cash Accrual	₹646	₹819	₹950	₹392	₹875	₹1,448
Net worth	₹8,619	₹10,241	₹11,610	₹11,954	₹12,413	₹12,952
Total Debt	₹14,814	₹15,989	₹18,567	₹18,818	₹20,447	₹23,218
Debt Equity Ratio	1.72	1.46	1.58	1.52	1.58	1.71
Gross NPA	0.72 %	1.56 %	0.25 %	0.28%	0.24%	0.23%
NET NPA	0.57 %	1.26 %	0.02 %	0.04%	0.01%	0.02%
ROA	2.66 %	3.09 %	3.02 %	4.88%	5.14%	5.16%
ROE	7.07 %	7.78 %	7.90 %	12.65%	13.70%	14.53%
CAR	44.47 %	42.92 %	40.34 %	40.41%	39.74%	37.82%
Book Value	₹20.20	₹23.00	₹25.50	₹26.38	₹27.41	₹28.63

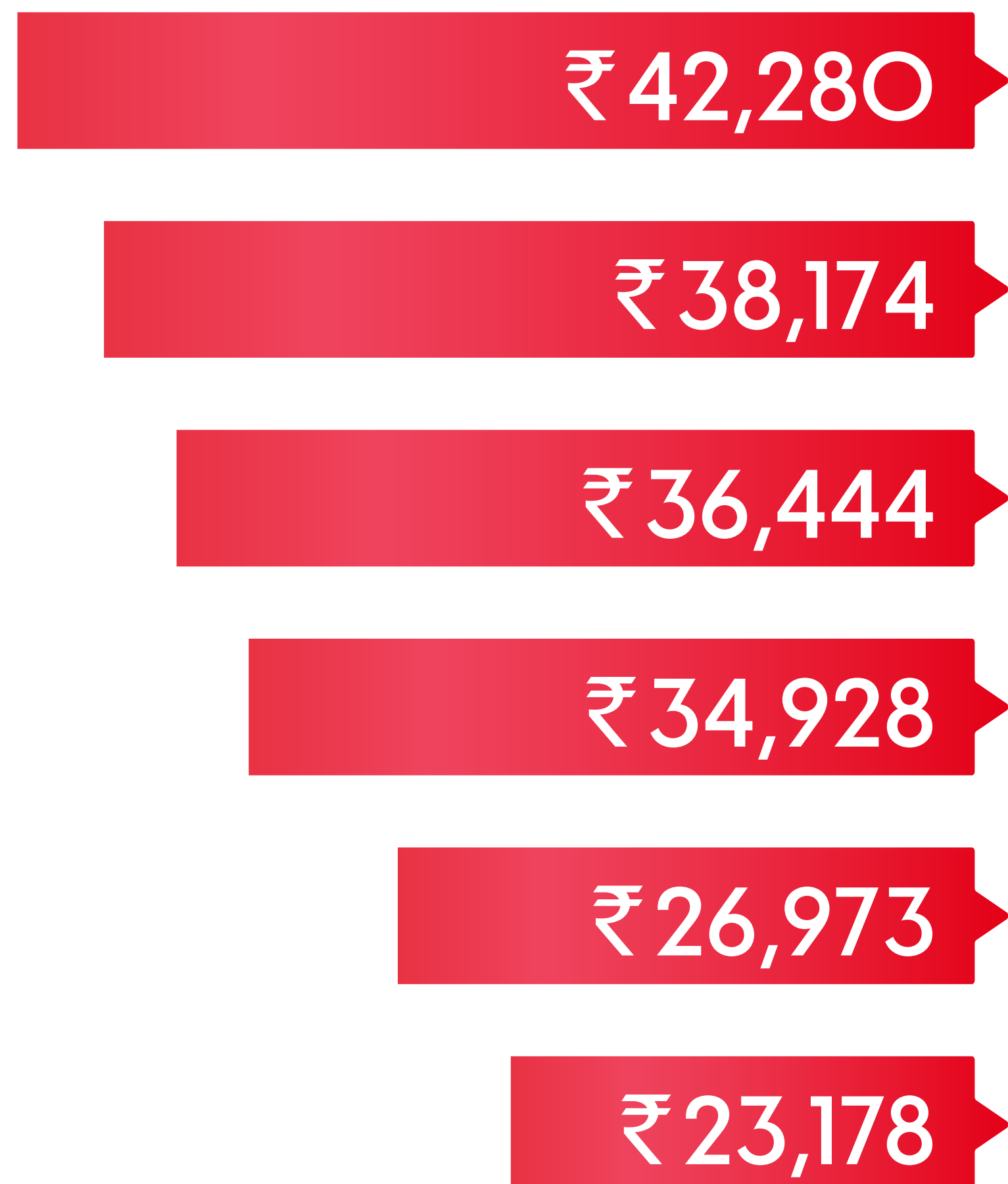
FINANCIALS

(₹ in Millions)

PARTICULARS	FY 2021	FY 2022	FY 2023	Q1 FY 2024	Q2 FY 2024	Q3 FY 2024
Tangible Net Worth (TNW)	₹ 8,619	₹ 10,241	₹ 11,610	₹ 11,954	₹ 12,413	₹ 12,952
Bank Borrowings (BB)	₹ 7,412	₹ 79,588	₹ 13,018	₹ 12,890	₹ 13,740	₹ 14,750
Total Outside Liabilities (TOL)	₹ 14,814	₹ 15,989	₹ 18,567	₹ 18,818	₹ 20,447	₹ 23,218
BB / TNW (Times)	0.86	0.94	1.12	1.08	1.11	1.14
TOL / TNW (Times)	1.72	1.56	1.58	1.57	1.65	1.79

AUM

₹ in Millions



Q3 FY 2024

Q2 FY 2024

Q1 FY 2024

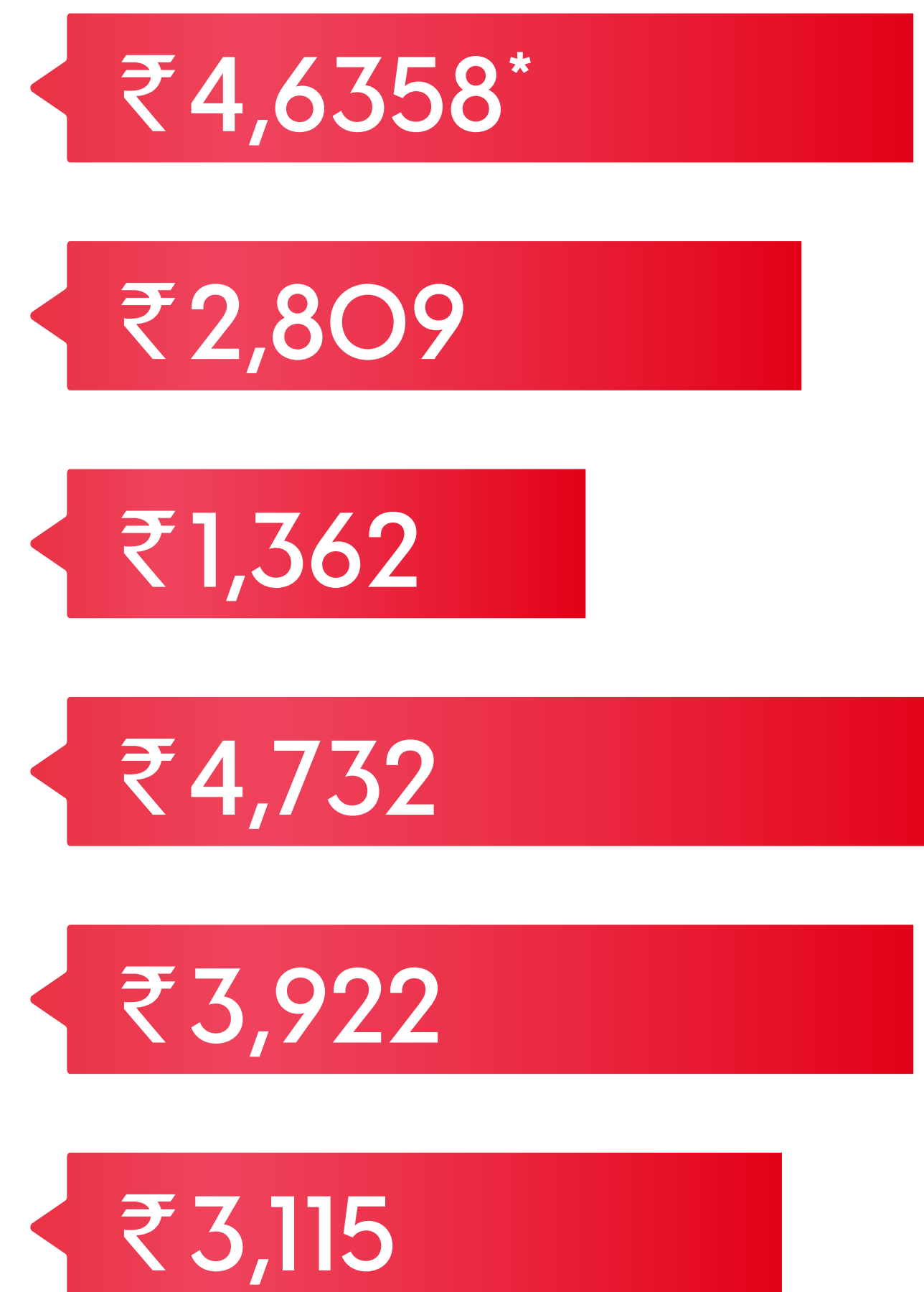
FY 2023

FY 2022

FY 2021

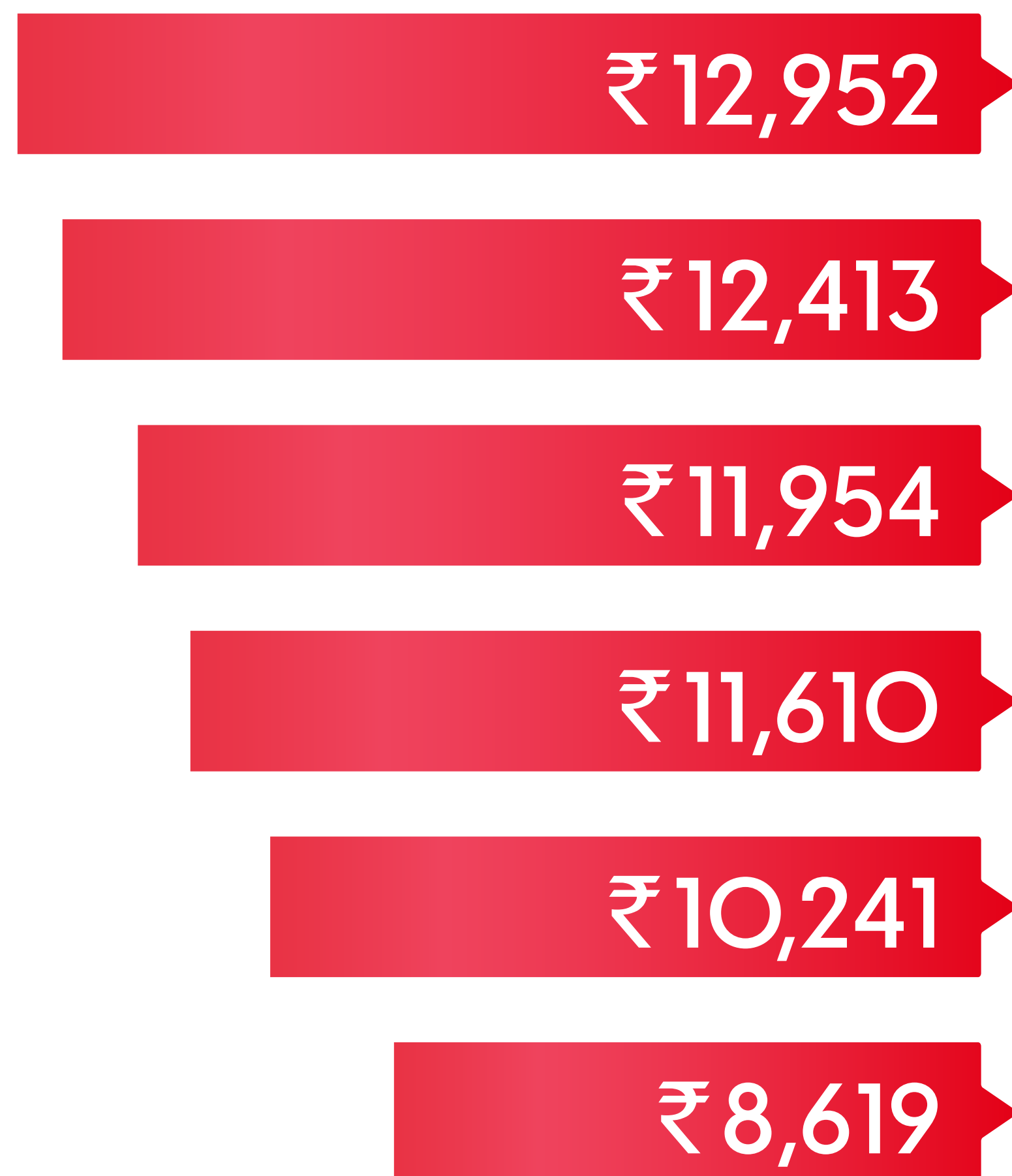
REVENUE

₹ in Millions, *cumulative



NET WORTH

₹ in Millions



Q3 FY 2024

Q2 FY 2024

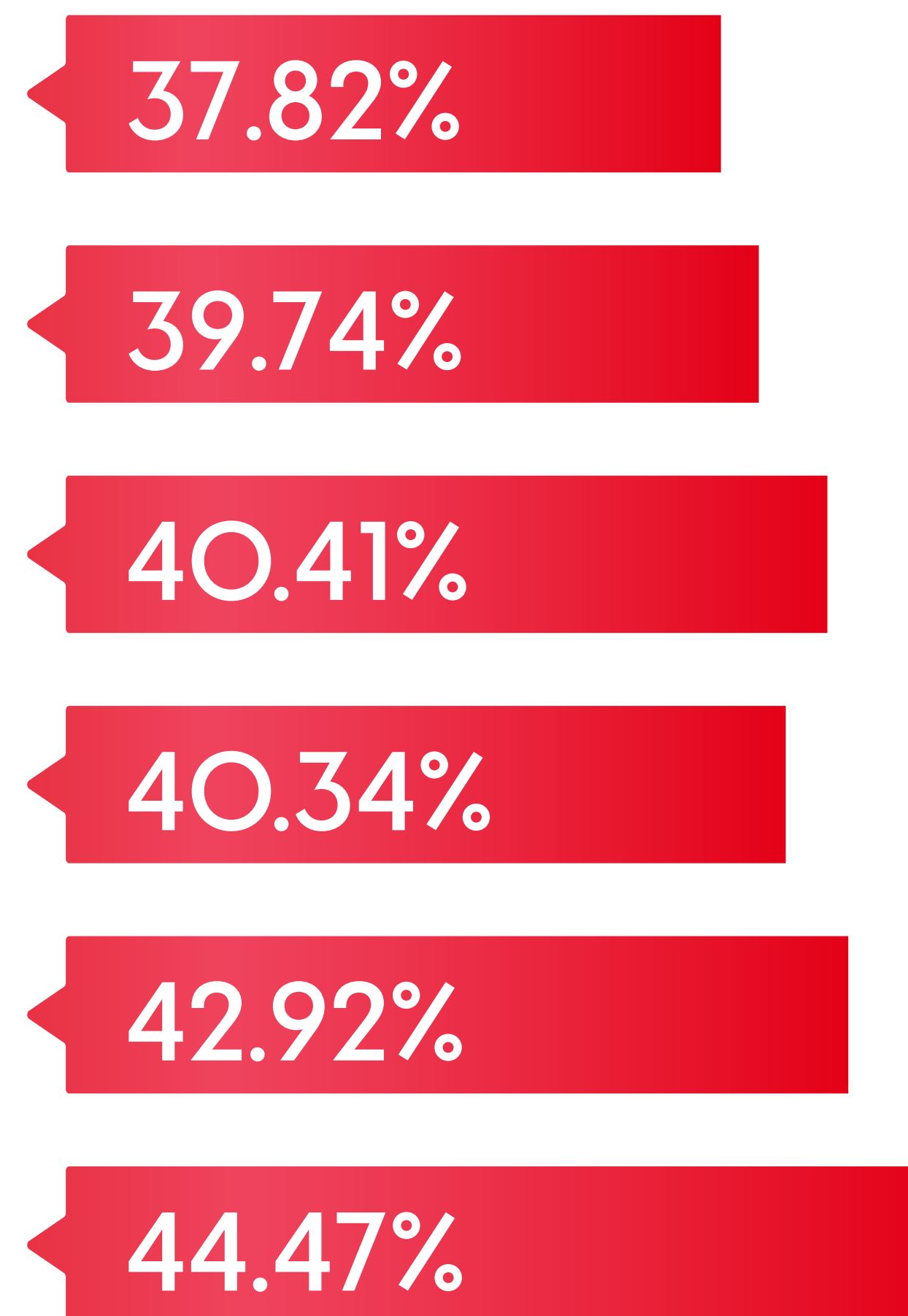
Q1 FY 2024

FY 2023

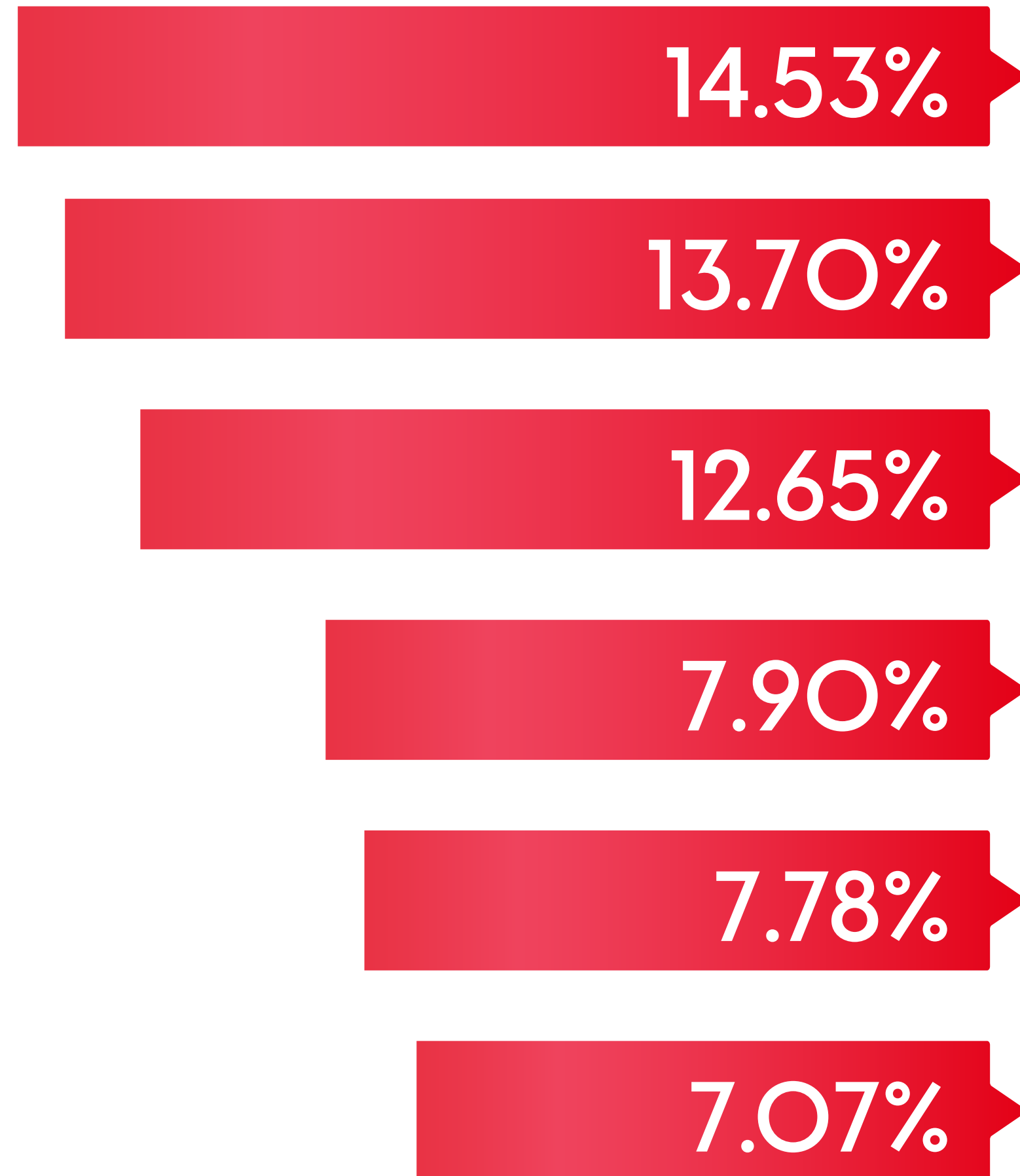
FY 2022

FY 2021

CAR



ROE



Q3 FY 2024

Q2 FY 2024

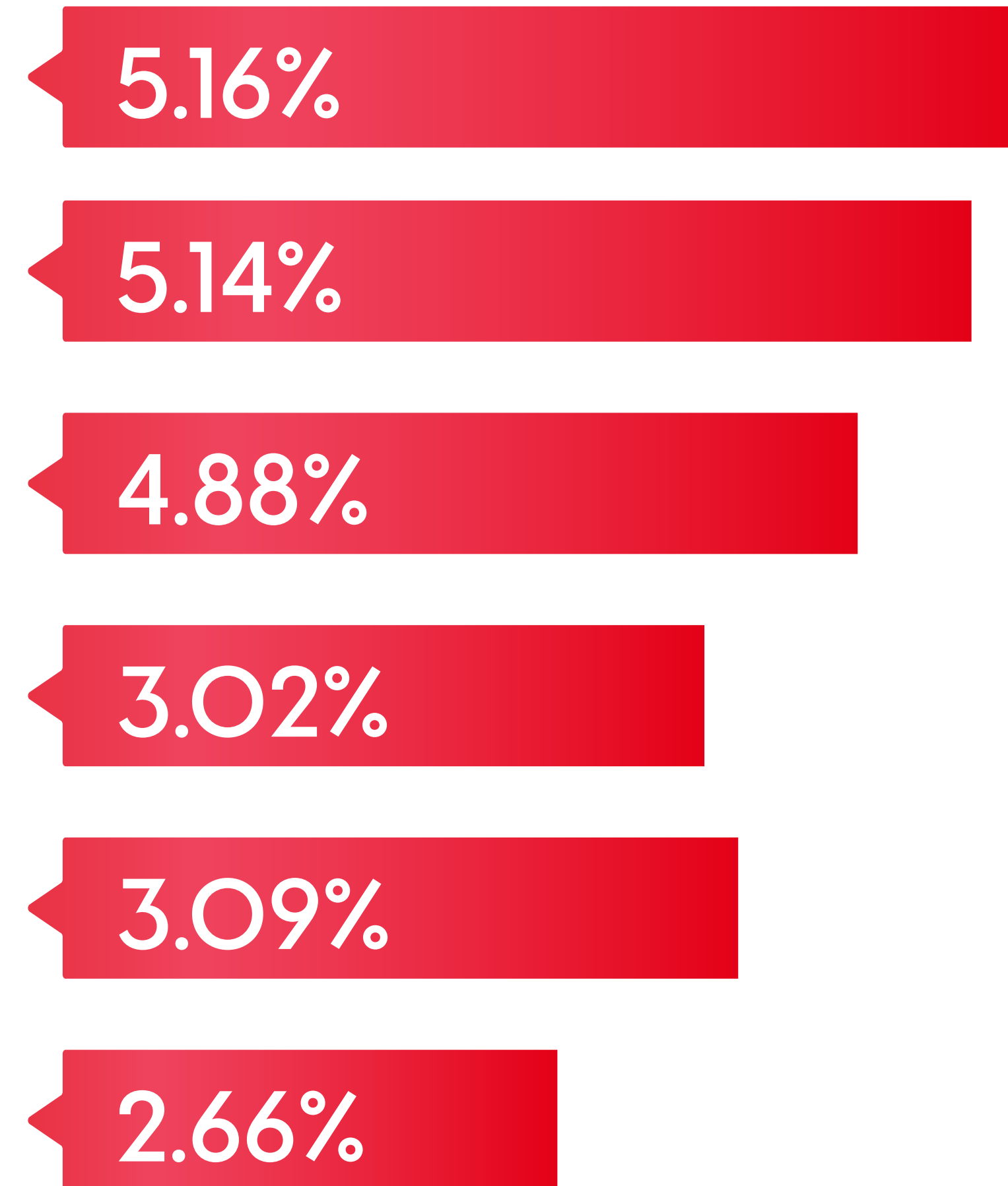
Q1 FY 2024

FY 2023

FY 2022

FY 2021

ROA



5.16%

5.14%

4.88%

3.02%

3.09%

2.66%

Shareholding Pattern | Credit Rating

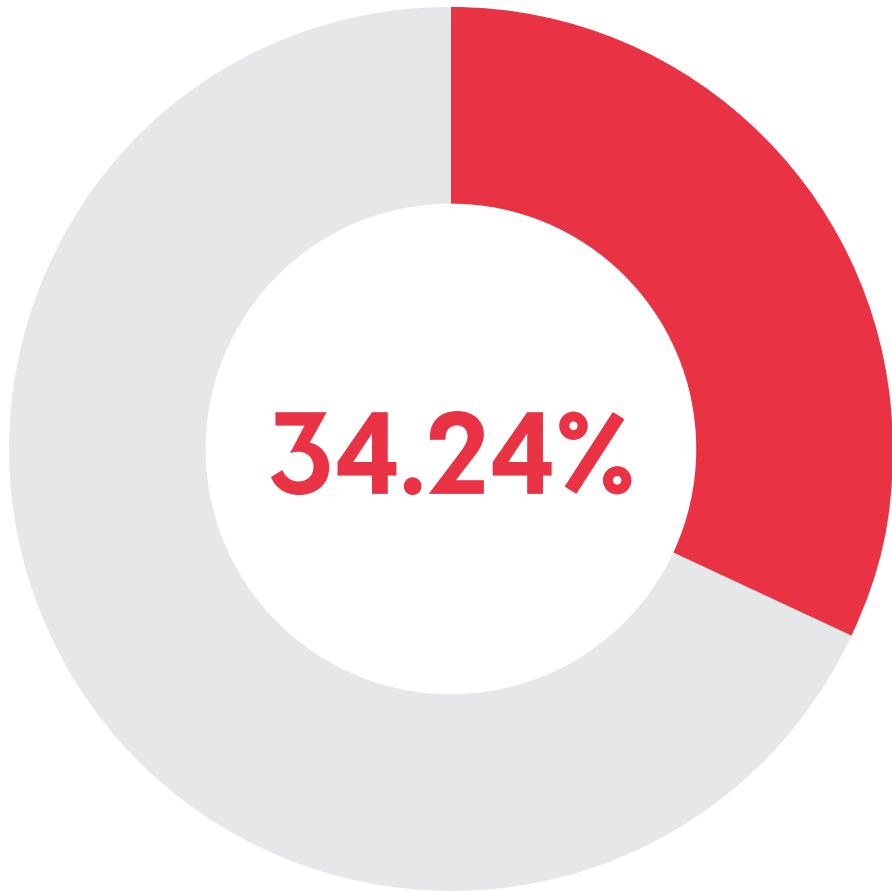
AS AT Q3 FY 2024

PAISALO DIGITAL LIMITED

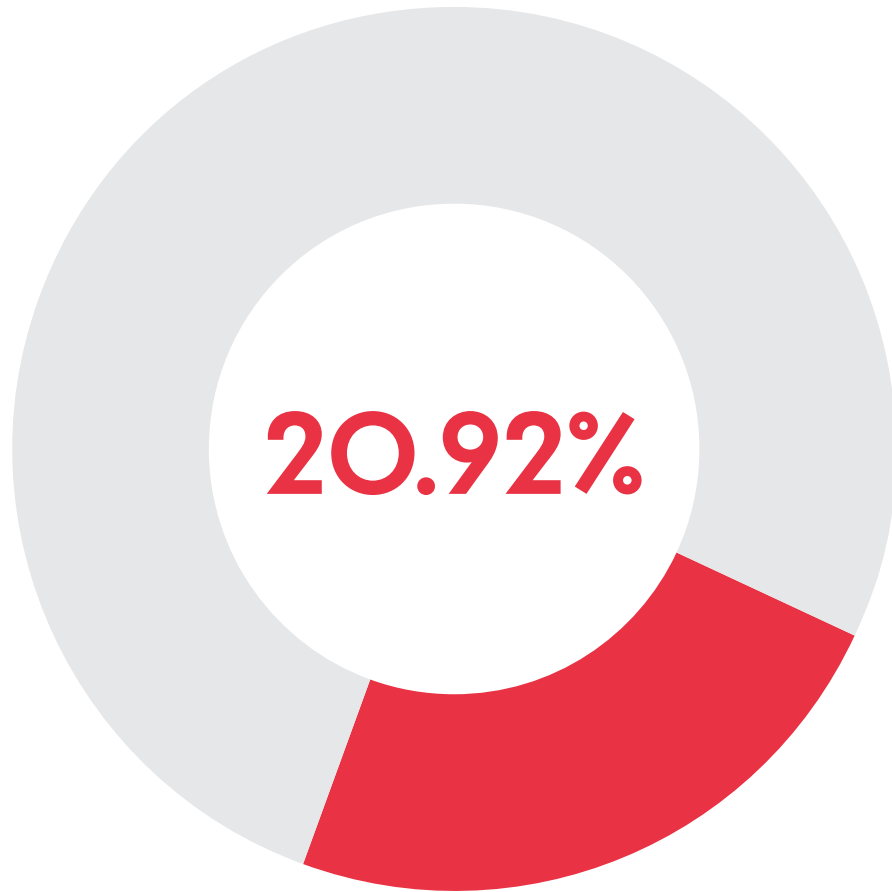
NSE : PAISALO

BSE : PAISALO

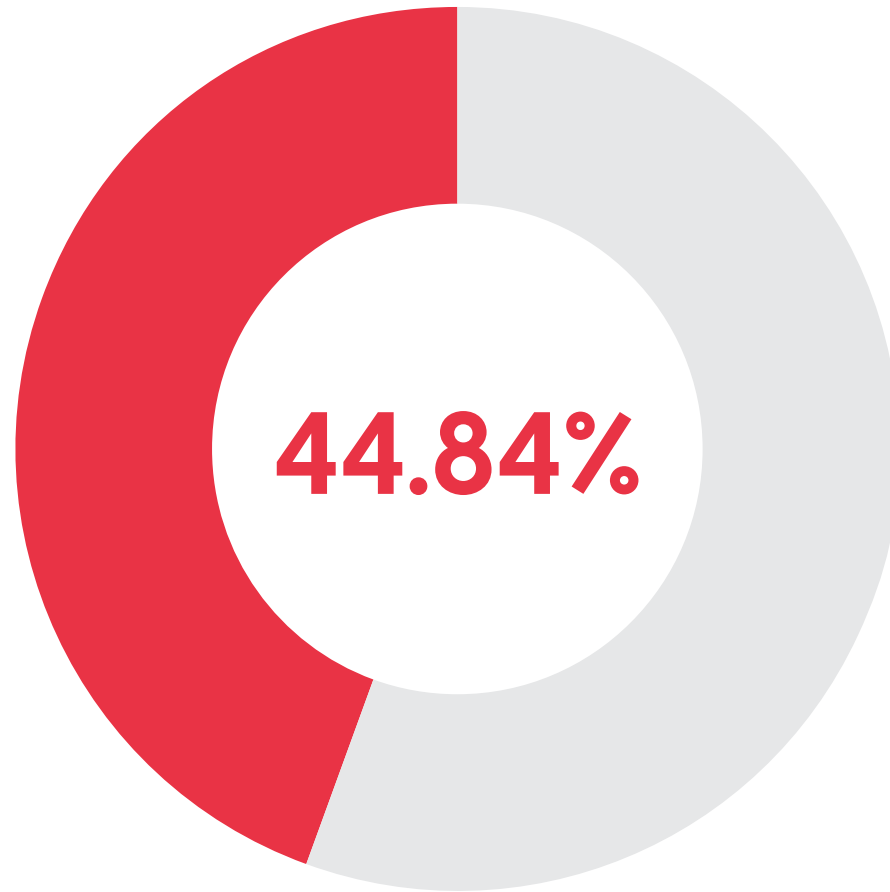
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PROMOTER & PROMOTERS GROUP



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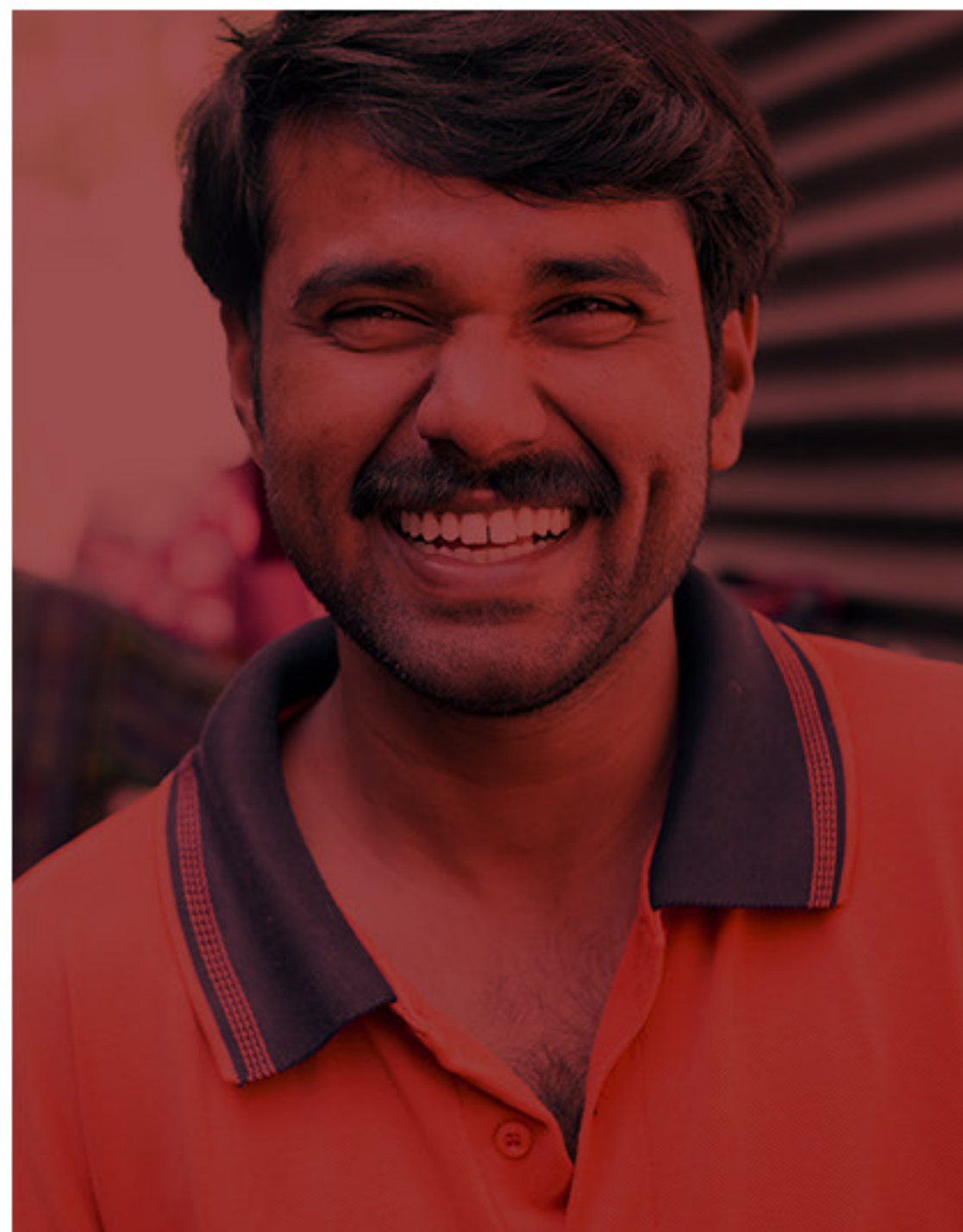
'AA (Stable Outlook)'

'A1+' (for Commercial Paper)

Safe Harbor Statement

PAISALO DIGITAL LIMITED NSE : PAISALO BSE : PAISALO BLOOMBERG : PAISALO:IN

- This document contains certain forward – looking statements based on current expectations of Paisalo Digital Limited 's management. Actual Results may vary significantly from the forward - looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Paisalo Digital Limited; the general state of the Indian economy; and the management's ability to implement the company's strategy. Paisalo Digital Limited does not undertake any obligation to update these forward - looking statement.
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