

June 10, 2021

The General Manager,
Department of Corporate Services
BSE Limited
Phiroze Jeejeeboy Towers,
Dalal Street, Mumbai — 400001.

Scrip Code: 540268

Dear Sir / Madam,

Subject : Earnings Update.

This is to inform you that the Board of Directors of Dhanvarsha Finvest Limited at its meeting held today i.e., June 10, 2021 has approved Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2021 and the same has been submitted to you.

A copy of the Earning Update for the quarter and year ended March 31, 2021, is attached herewith.

We request you to take the above on record.

Thanking you.

Yours faithfully,

For Dhanvarsha Finvest Limited

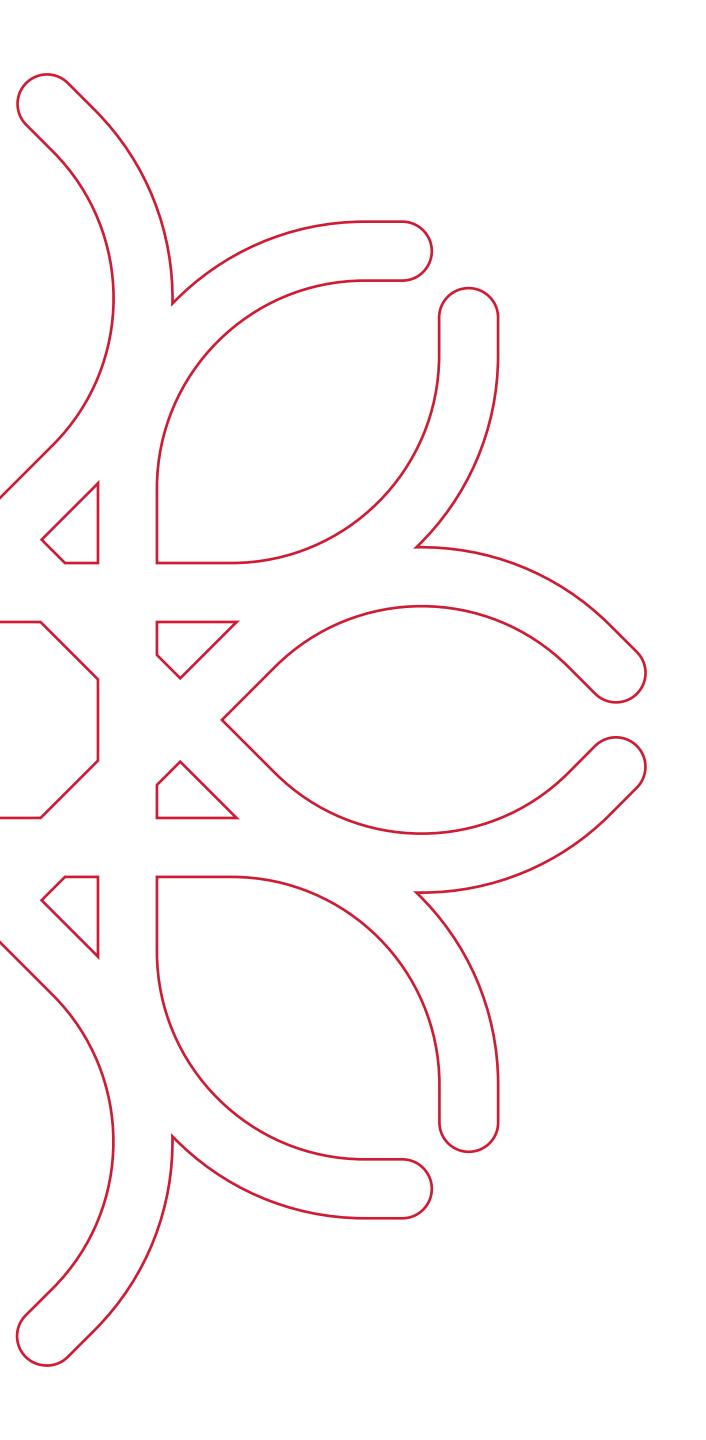
Fredrick M. Pinto Company Secretary ACS No. 22085

*Dhanvarsha



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Business Update



Covid-19 Update

Month	Demand raised	Collections received	Prepayments & foreclosures 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	26	32	81%	179%

- Robust collections led by our focus on 'essential goods' businesses and customers.
- Majority of disbursement in April and May in loans backed by gold and first loss default guarantee (FLDG).
- The company has an ECL provision of INR 47.5 Mn and PCR ratio of 72%.
- Successfully raised ₹658 million Capital from marquee investors in April 2021 taking the net worth to INR 1.66 billion.
- Company is issuing an INR 150 million covered bond instrument rated A with stable outlook by CARE. These bonds are secured by gold loan receivables and will be issued in June 2021.



Financial Update

Particulars	March 2020	Dec 2020	March 2021
AUM	372.4	763.2	1,044.5
CRAR%*	69.2%	83.2%	71.4%
Tier 1%*	69.2%	83.2%	71.4%
Debt to Equity*	0.5x	0.4x	0.8x
Interest Income	13.3	30.1	47.9
Total Revenue	58.5	88.5	108.3
Net Interest Margin	8.7%	7.8%	8.2%
PBT	5.0	10.1	7.0

- Pristine balance sheet with robust liquidity and high capital adequacy.
- The Company raised equity capital of INR 658 million in April 2021 taking CRAR to 100% + and debt to eqity to $0.5x^*$



Business Goals Achieved

Particulars	March 2020	March 2021
Disbursement	86.8	880.3
Net Worth*	311.5	999.1
Debt Outstanding	156.1	805.3
Unused Debt Capacity	0	675.0
Credit Ratings	BBB- (Stable)	BBB (Stable)
Lenders (Count)	1	12
Experiential Centers (Count)	2	16
Customers (Count)	403	7,186
Women Customers (Count)	110	1,155
Employees (Count)	89	175
Women Employees (Count)	23	43

- Networth post equity capital raise in April 2021 is INR 1.66 Billion*
- Credit rating got upgraded to BBB in March 2021. Proposed Covered Gold Bond issuance is rated 'A' with Stable Outlook by CARE

Pristine balance sheet with debt

from marquee lenders

Current Equity (INR MN)			
Equity Share Capital on March 31	999.1		
Capital infusion led by Aviator Emerging Market Fund (AEMF) including a marquee list of investors such as Porter Collins and Vincent Daniel	658.0		
Total Equity	1,657.1		





Debt (INR MN)			
Borrowings from Banks & FIs	755.3		
NCD Borrowings	50.0		
Total debt	805.3		
Unused lines of Credit	675.0		

















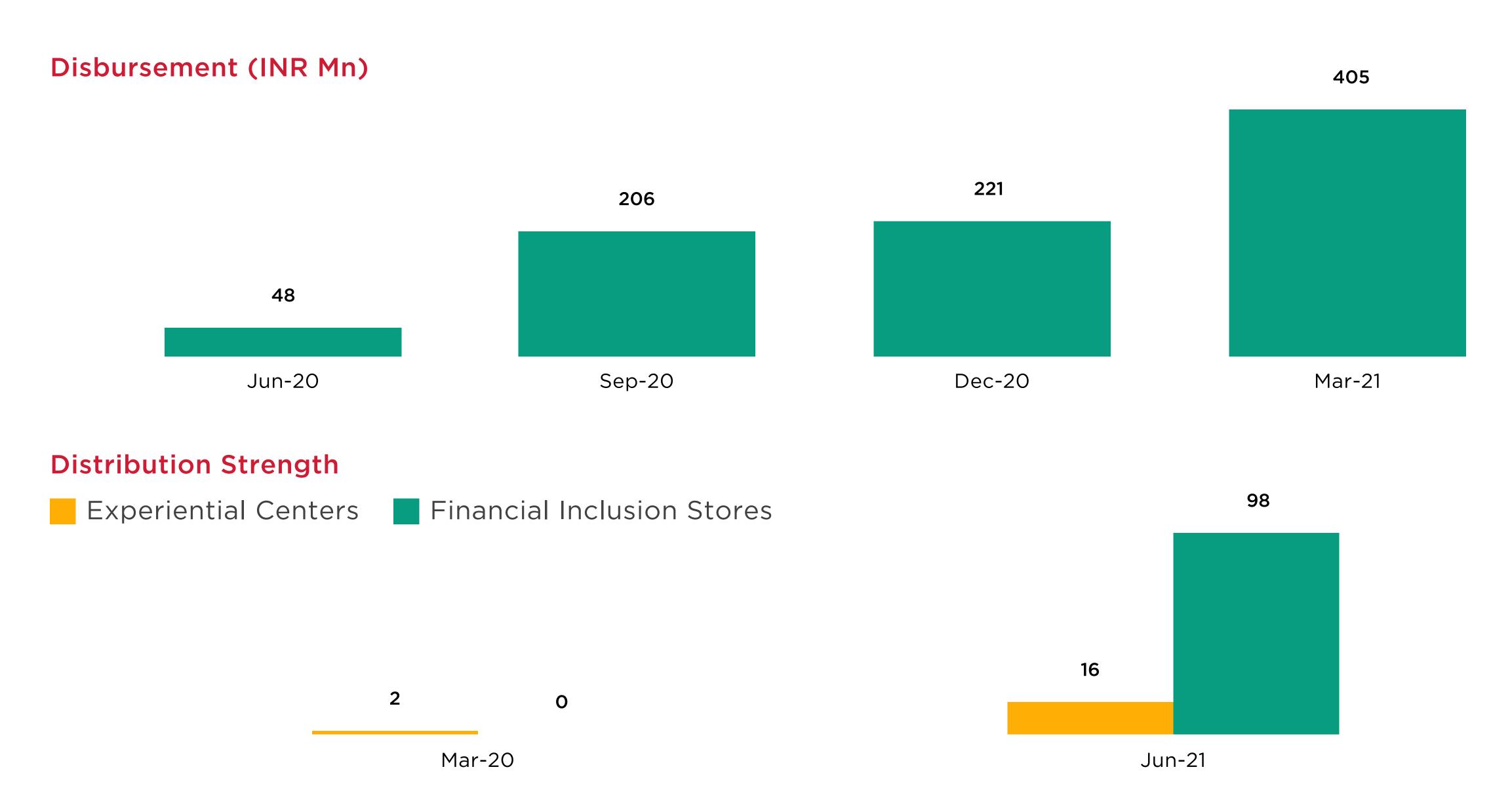






^{*} An additional INR 150 Mn to be infused by April 2022 from promoter and key management for conversion of warrants into equity shares.

Robust Disbursements and Distribution

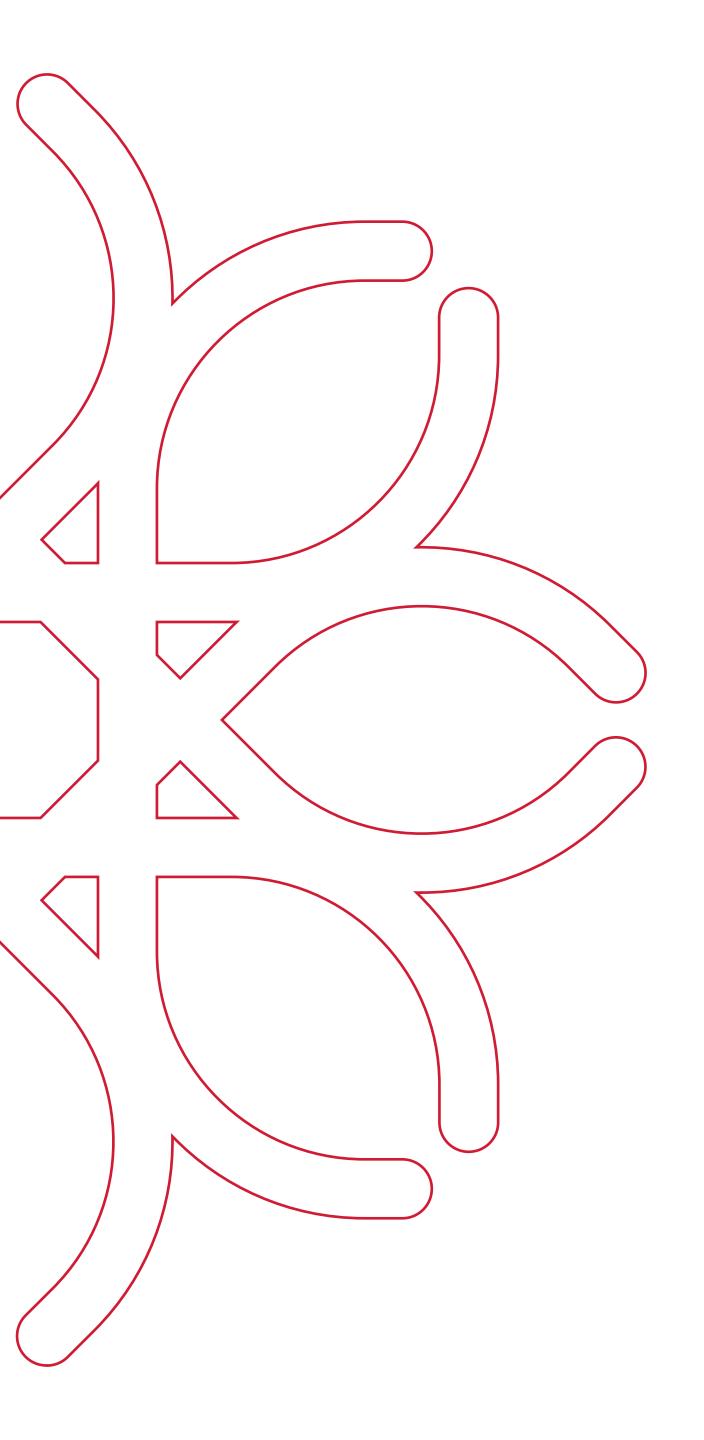




Asset Quality & Provision Levels

Particulars	Mar 2020	Mar 2021	
Gross NPA	18.9	30.8	
Gross NPA %	5.07%	2.95%	
Net NPA	9.6	8.6	
Net NPA %	2.59%	0.82%	
Gross Performing Assets	353.5	1,013.6	
Gross Performing Assets %	94.93%	97.05%	

- Of the 30.8 million GNPA. 23.3 million comes from 8 legacy LAP loans originated from Sept 2017-Sept 2018
- Company expects continued recoveries from LAP accounts of 2017- 2018 vintage
- Excluding LAP loans, Gross NPA's are 1.04%



Company Overview: Governance & Mission



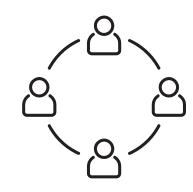
We don't just lend money. We enable businesses by lending 'hand', 'head' & 'heart'



We are true business partners to our customers



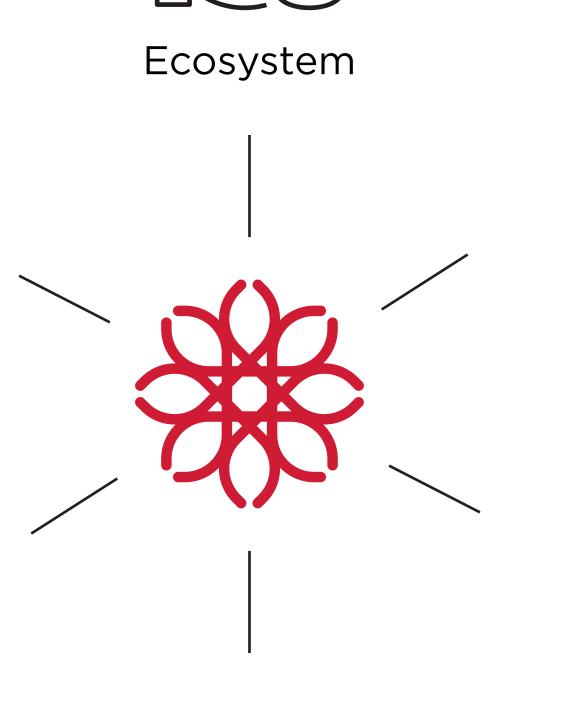
For us, business are communities first. We help building 'Social Capital'

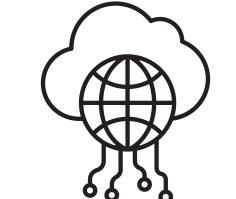


We give equal importance to both 'Social' & 'Capital'









Technology





Platforms



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

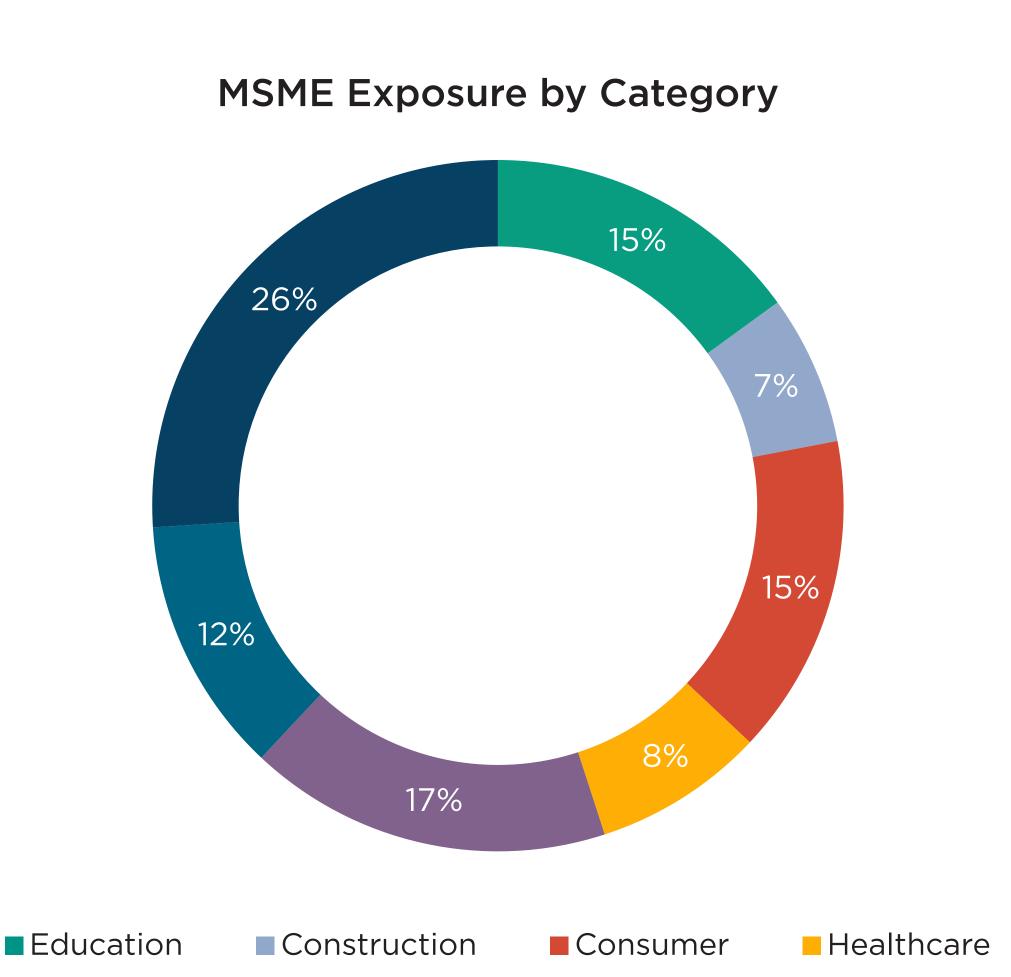
80 year old legacy of the promoter group.
Material capital contribution to the business

Substantial Sourcing Strength

Model is tuned for quick scale up

Strong Corporate Governance

Independent & Eminent Board; Professional Management



Others

Manufacturing

Salaried



...with a Differentiated approach in lending

Capital efficiency & risk management at the fore 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

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

Business correspondent

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

Sourcing



13 branches



Cluster Focused Sourcing Strategy



Consumer Credit Builder App



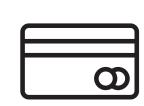
Tie up with India's 2nd largest retail distribution channel



200+ partners



Cross source from co-lending platform



Tie up with Marquee Lenders



Business Model

	On Balance Sheet				Off Balance Sheet
Particulars	Gold Loans	Business Loans	Medical loans	Education Loans	LAP*
On DFL Balance sheet On Investor Balance sheet	100%	100%	100%	100%	0% 100%
Yield - Funding cost Net interest spread	21.0% 12.0% 9.0%	20.0% <u>12.0%</u> 8.0%	21.0% 12.0% 9.0%	19.0% <u>12.0%</u> 7.0%	4.5% <u>0.0%</u> 4.5%
- Credit cost^ Risk adj spread + Other income Total risk adj. revenue	1.0% 8.0% 0.5% 8.5%	3.0% 5.0% 2.5% 7.5%	2.0% 7.0% 1.0% 8.0%	2.0% 5.0% 2.0% 7.0%	0.5% 4.0% 1.0% 5.0%
- Operating expenses	3.0%	2.0%	1.5%	1.0%	2.5%
Pretax ROA	5.5%	5.5%	6.5%	6.0%	2.5%

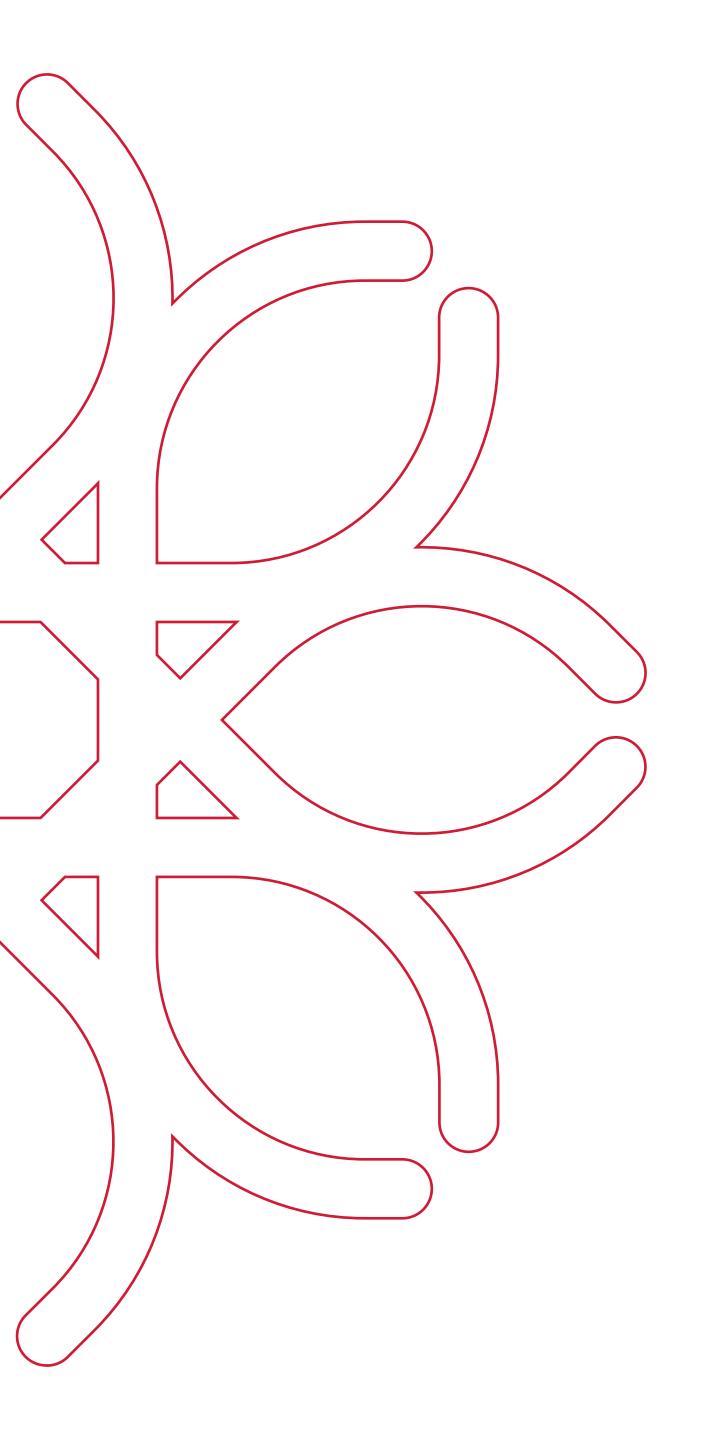
^{*} For LAP, while Dhanvarsha has historically underwritten loans on its balance sheet, the company is now only sourcing, servicing and collecting on the loans while a banking partner provides capital to put the loan on their balance sheet. Dhanvarsha in turn gets a proportion of the yield on the loan which is reflected in interest income.

[^] Credit cost is based on historical track record of recovery



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



Substantial Opportunity Ahead



Substantial Opportunity in Home State of Maharashtra

Dhanvarsha expects significant AUM and earnings growth led by:

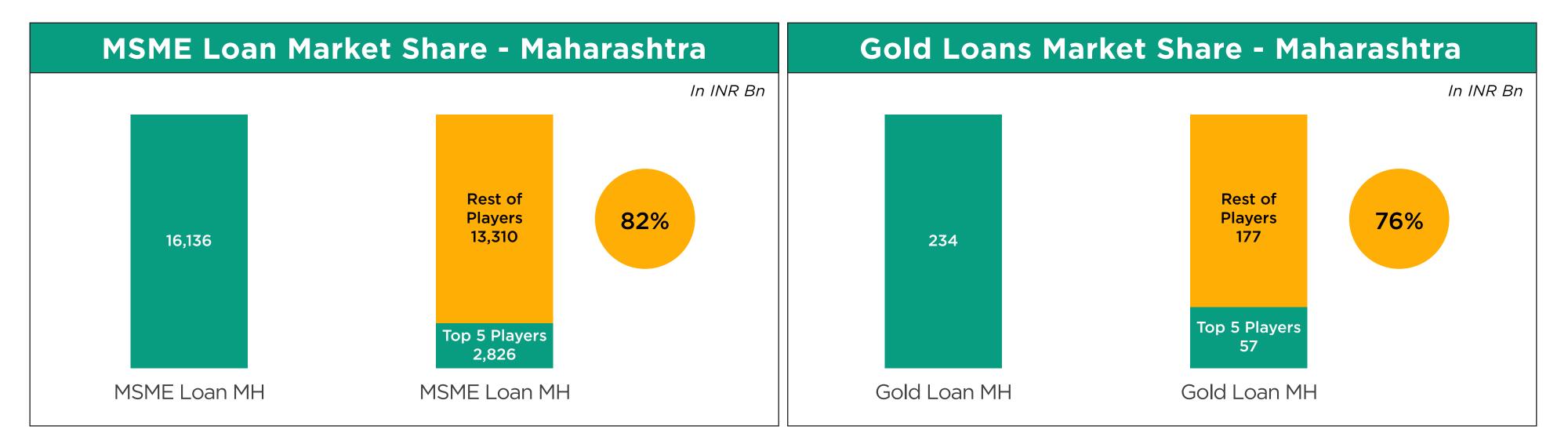
Go-Live of our omni-channel digital platform catering to MSME's and the Blue-collar work force.

Experiential center roll out in Maharashtra;

Financial inclusion store expansion in Maharashtra;

Maharashtra is home to ~7 million or 11% of India's MSME businesses.

Market share of small and mid size lenders in Gold, MSME, and blue-collar work force loans in Maharashtra is extremely fragmented.



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



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 gold financing.

Contact Point Verification & Personal Discussion done at Customer's house to confirm details like Customer KYC, Bank Details etc. Dual Valuation done.

Robust security measures are taken to monitor and track the process. GPS tracking of employees, Video Tracking of the Valuation process, Tracking of Gold pouch through chip-based system.

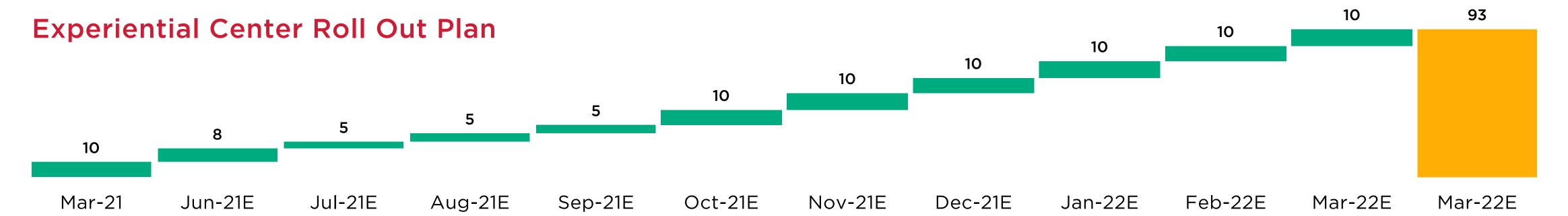
The company has so far disbursed more than INR 320 million of gold loans through experiential centers. By end of June 2021 the company will have 19 centers operational; and by March 2022¹ the company should have 93 such centers.

We believe the company is poised for an average of ₹7 million to ₹8 million of gold loan disbursement per center per month. This should lead to AUM of ₹1.50+ billion by March 2022¹.









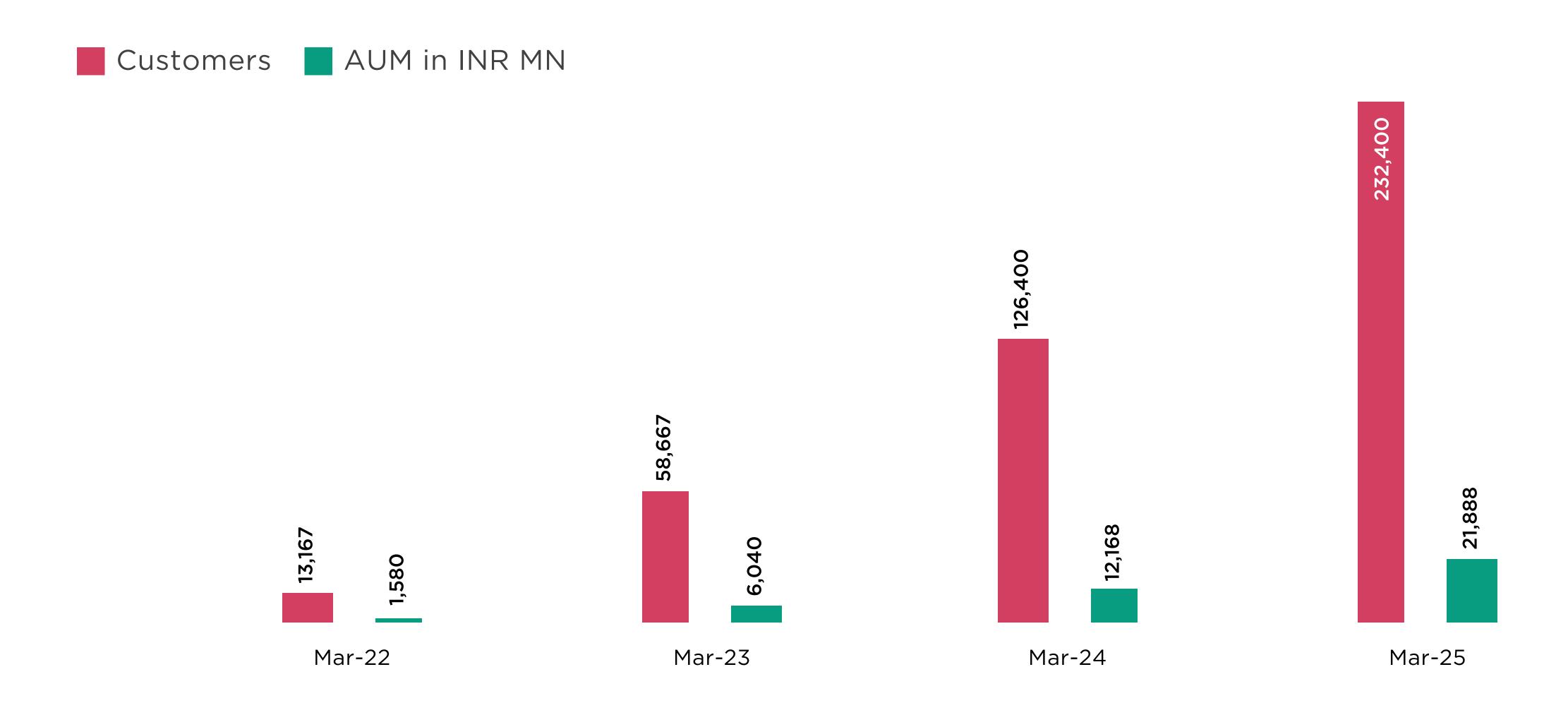


Gold Loans - Experiential Center Roll Out Plan

Sourcing	Customer Engagement / Offerings	Customer Retention
Experiential centres in MSME centric locations	Gold Loan Schemes categorized as – Fixed, Rebate, Step up and Upfront Interest	Repeat Customers benefit with better Interest Rates on fresh loans booked.
	Special Schemes for Women, PSL / Essential Sectors	Part payment and Partial Release of Gold allowed without any extra charges
	Variable Interest payment frequency Schemes	Extended tenure schemes – 12 / 24 months
93 Experiential centers which will serve as a 'hub' to be	Cross sell BL / PL / small ticket LAP / 2W loan / Credit cards, etc for other lenders.	Full suite of products offered with digitization aiding in substantially reduced TAT.
operational by March 2022 ¹ in Maharashtra	White label offerings like Micro ATM facility, Aadhar Pay, Money transfer, Bill Pay, etc.	Treating MSME businesses and customers like a 'Citi Gold' customer.
2,500 Financial inclusion stores by March 2022¹ to serve as a 'spoke'	Insurance policy covers - Health /General / Life / Linked Insurance schemes	
Door-Step disbursement and collection	Contact Point Verification & PD done at Customer's house to confirm Customer KYC, Bank Details etc. Dual Valuation done.	Superior customer experience Quick TAT.



Dhanvarsha Gold Loan Potential in Maharashtra



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

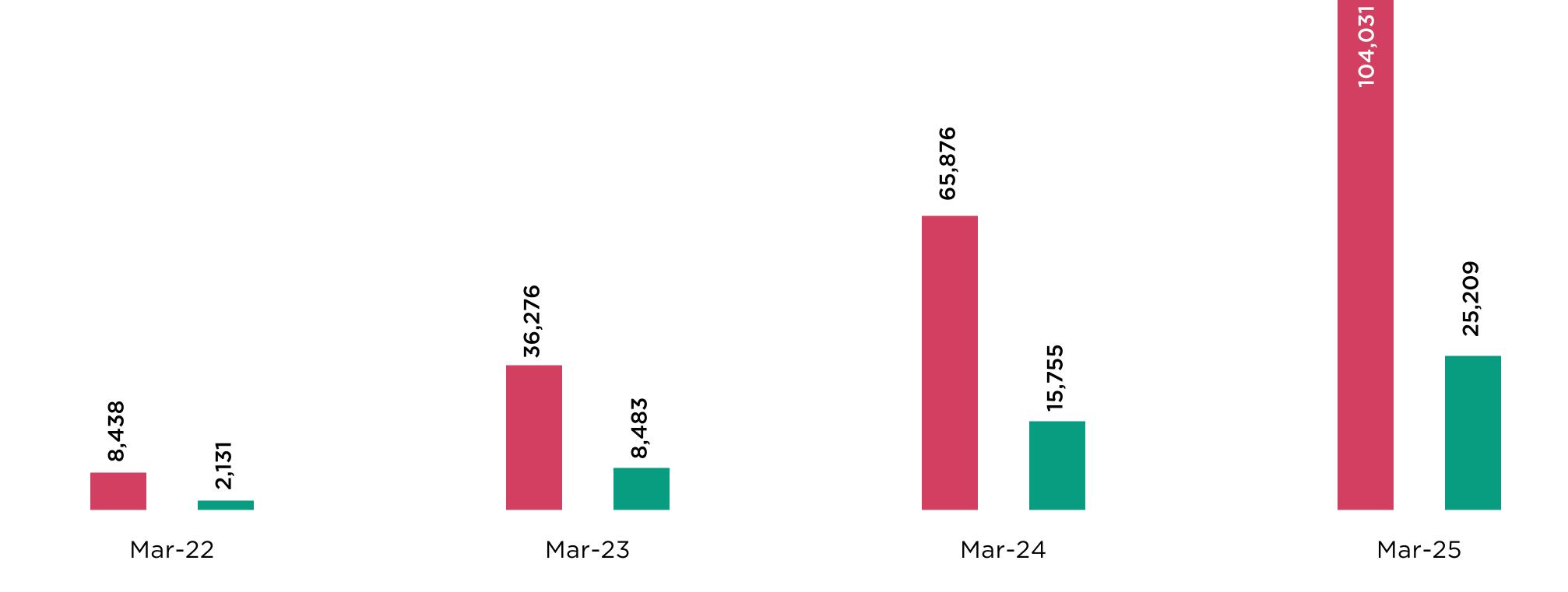
⁻ Total Addressable Market for Gold Loan is estimated to grow at 15% Y/Y.

⁻ The Company plans to foray into other states from Apr-22 onwards.



Dhanvarsha MSME Loan Potential in Maharashtra





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

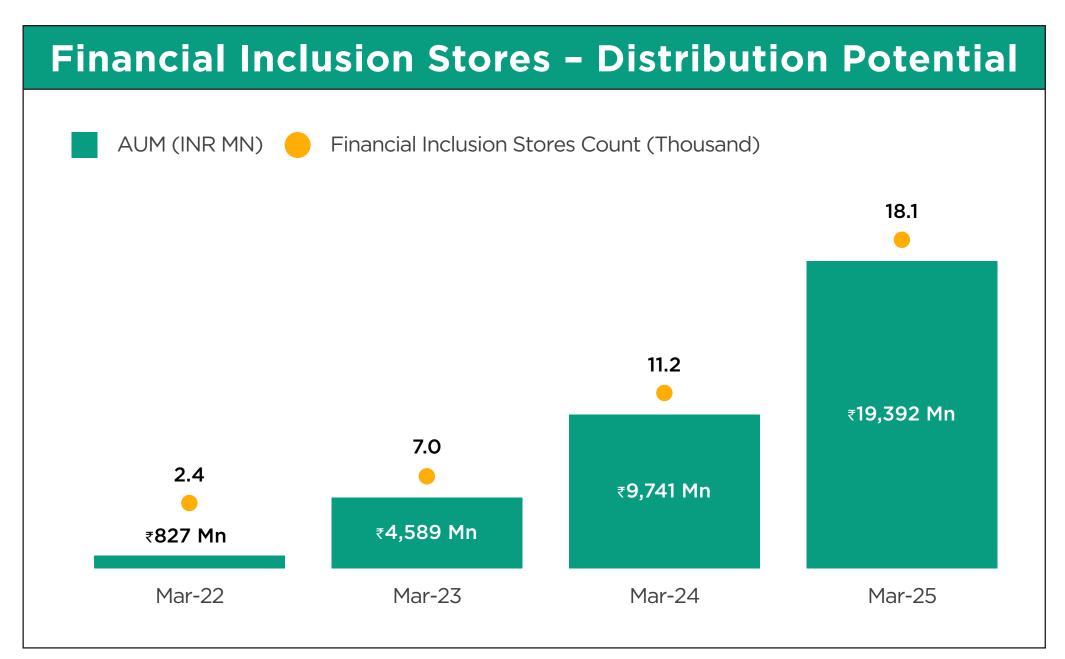
⁻ Total Addressable Market for MSME Loan is estimated to grow at 12% Y/Y.

⁻ The Company plans to foray into other states from Apr-22 onwards.

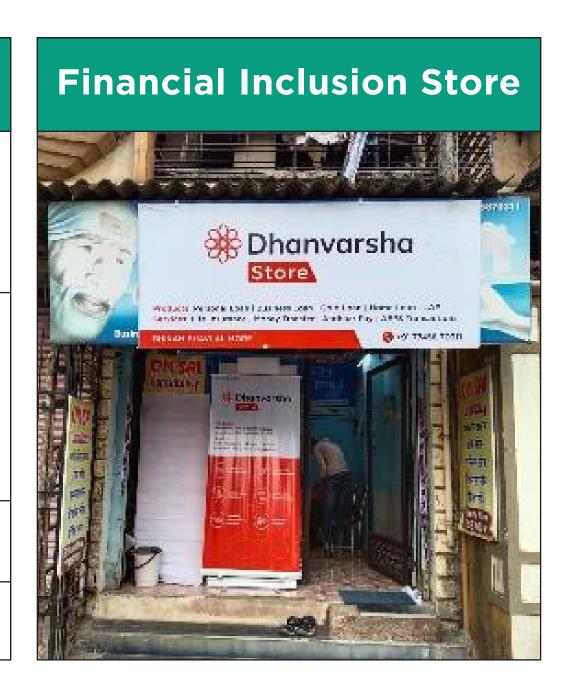


Dhanvarsha Financial Inclusion Stores:

Distribution with Scale



Financial Inclusion Store Model	ROA
Yield - Funding cost Net interest spread	24.0% 11.5% 12.5%
- Credit cost Risk adj. spread + Other income Total risk adj. revenue	4.0% 8.5% 4.0% 12.5%
- Operating expenses	6.5%
Pretax ROA	6.0%



The company has onboarded ~100 Financial Inclusion Stores until June 10th. Guidance for onboarding ~2,500 Stores by March 2022¹



Financial Inclusion Store Model

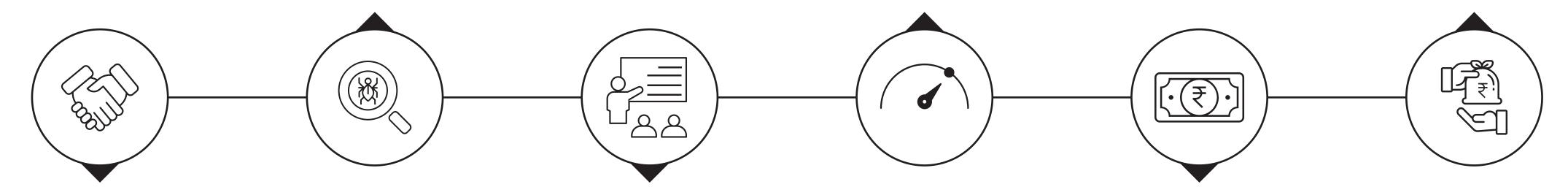
Fraud Investigation Initiated – on average 10% Stores rejected KYC / CIBIL Validated

Files Logged in

'Go' / 'No go' decision given to stores in 5 mins

Underwriting Initiated

Future EMI
Collections in
co-ordination
with Stores



Onboard a Financial inclusion store which include retail shop owners like medical and convenience stores, milk, dairy, hardware store etc.

Stores pay the company a one-time INR8K – 10K fee to become distribution agents. Successful Stores given training on company products and a white label Dhanvarsha solution to sell products.

Stores share economics not just for disbursement volume but also for collection efficiency. Fees for loan distribution paid to stores on the 20th of every month.

Ancillary fees from money transfer, bill pay, AEPS gets paid to stores immediately.



Co-Lending Partnerships

Existing Partnerships



















Forthcoming Partnerships - Going Live by end of Jun-21













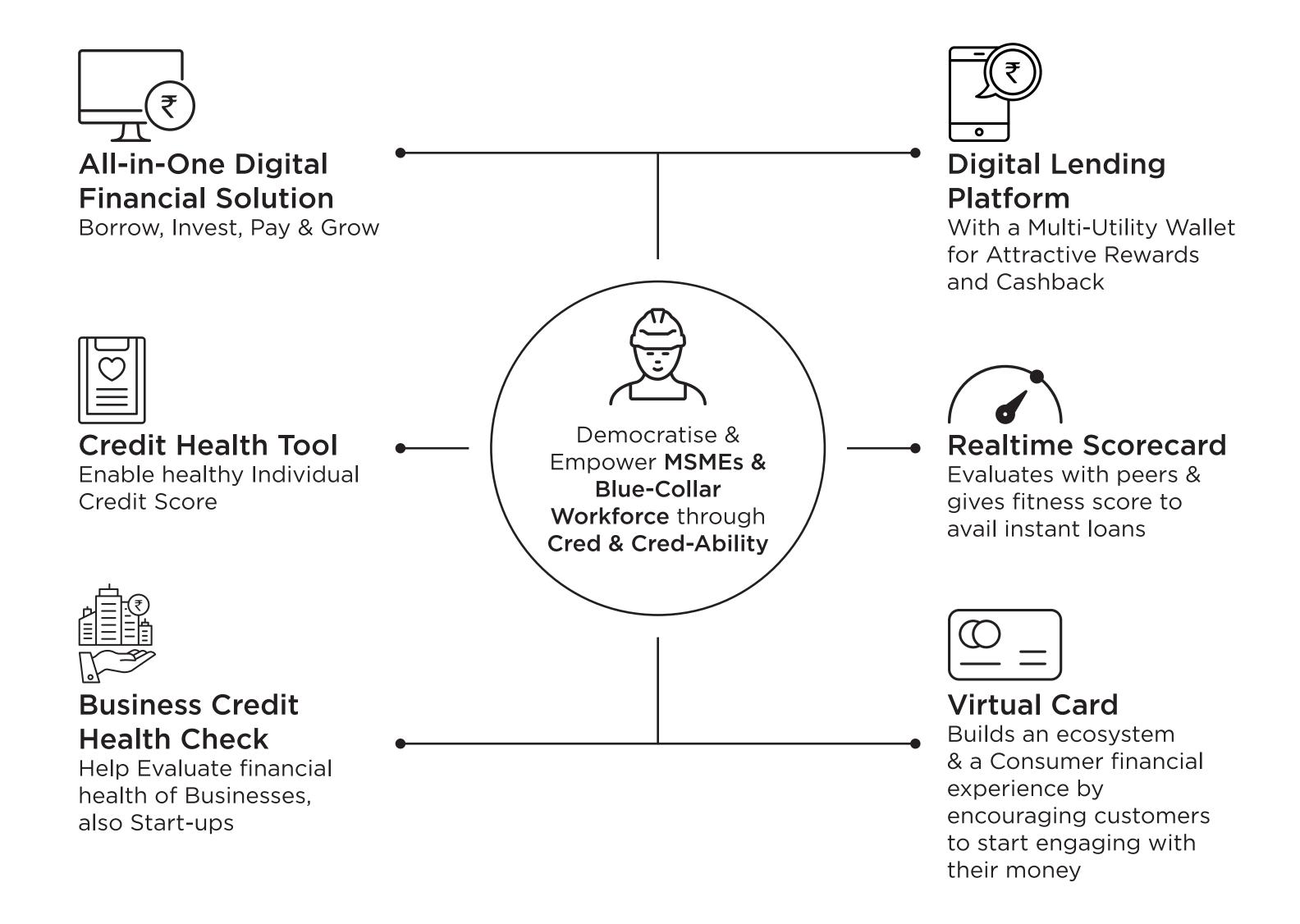


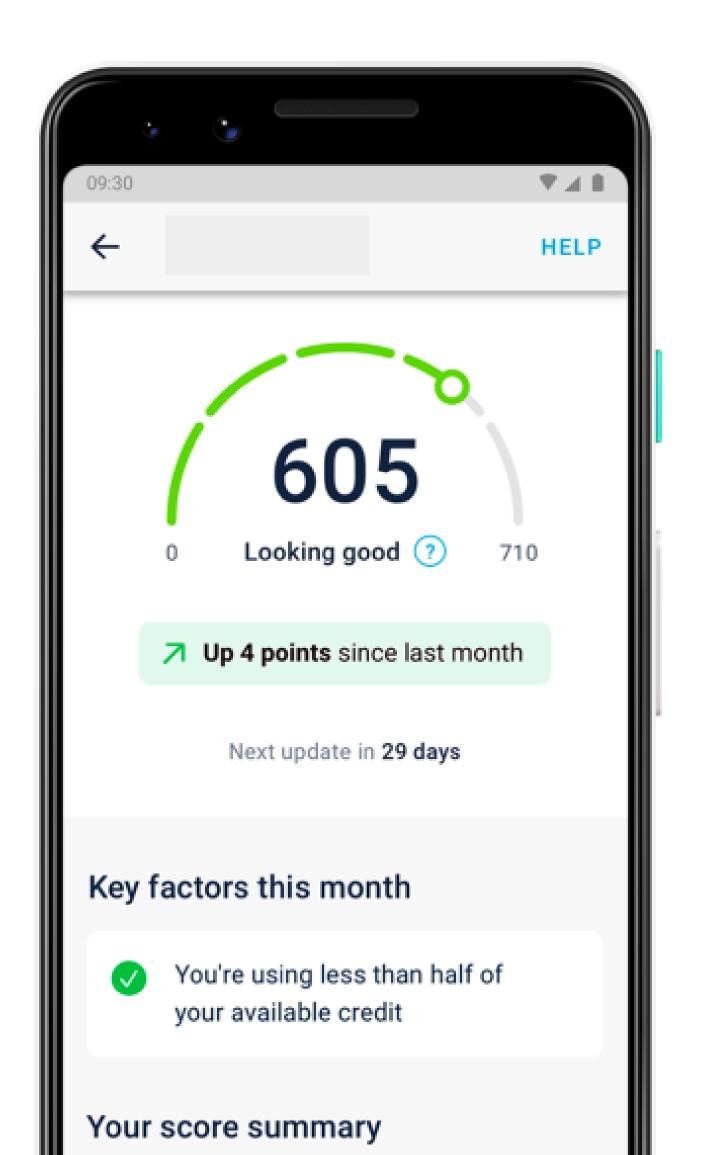
- Co-Lending partnerships with FLDG (first loss default guarantee) specifically in MSME, education and business loans
- Partners in co-lending are chosen after extensive due diligence by the Credit Committee. Criteria for selection is deep expertise in technology and inherent sourcing strength in particular geographies
- 100% Secured Portfolio: As of 31st March 2021, we have a 100% FLDG backed portfolio of INR 175.2 Mn
- First loss default guarantee (FLDG): If a loan is 75-day delinquent, the partner buys the loan from Dhanvarsha, or the company invokes cash FLDG that is kept in an FD with a lien to Dhanvarsha.



Money Rabbit: Dhanvarsha's Omni Channel Digital Platform

for MSME's and Blue-Collar Work Force







Addressable Market

for Blue Collar Work Force

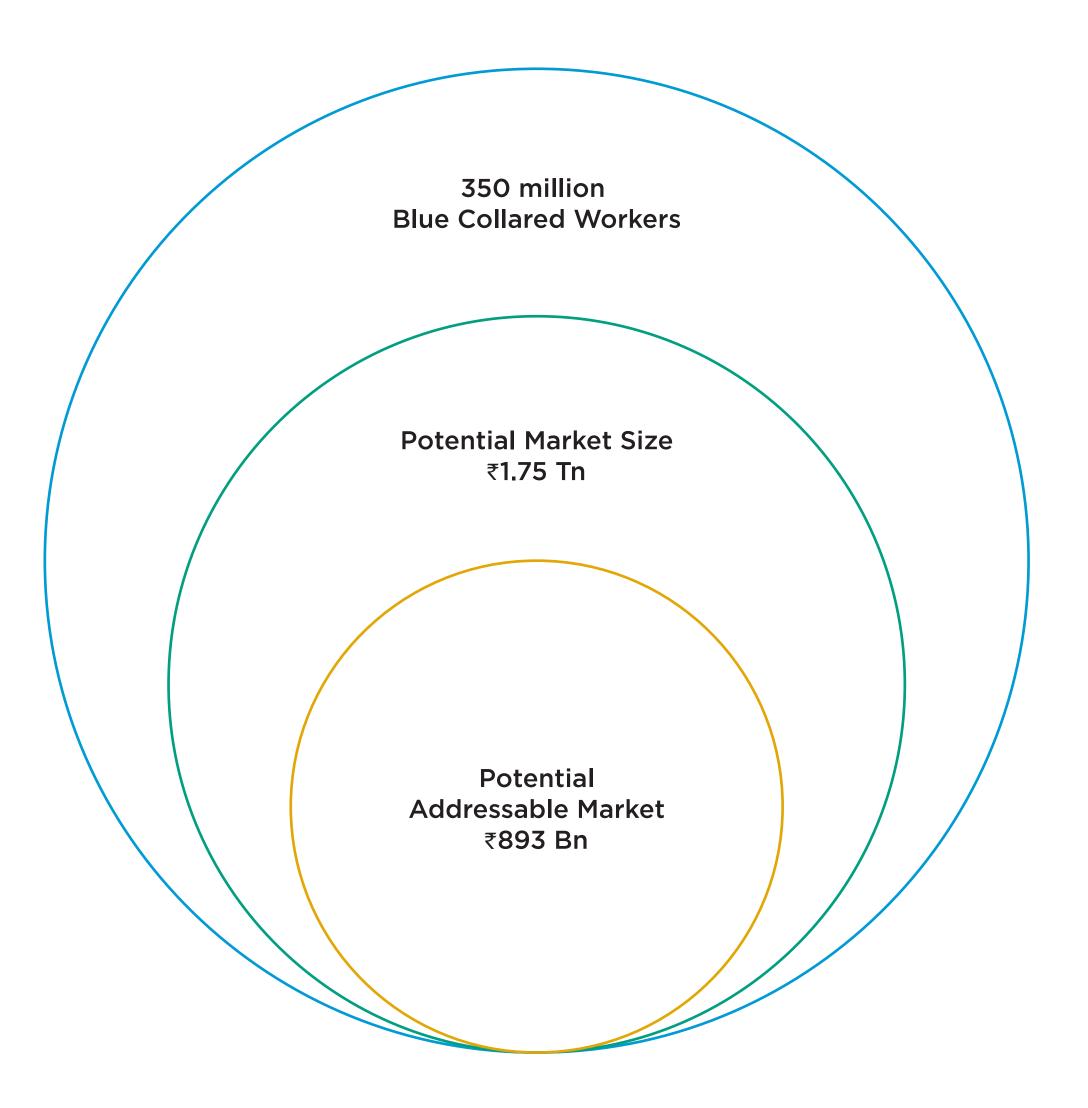
India has 350 million* Blue-Collared workforce

MSMEs employ > 110 million primarily in this category

Potential Market Size is ₹1.75 trillion (with an average ticket size of ₹5K).

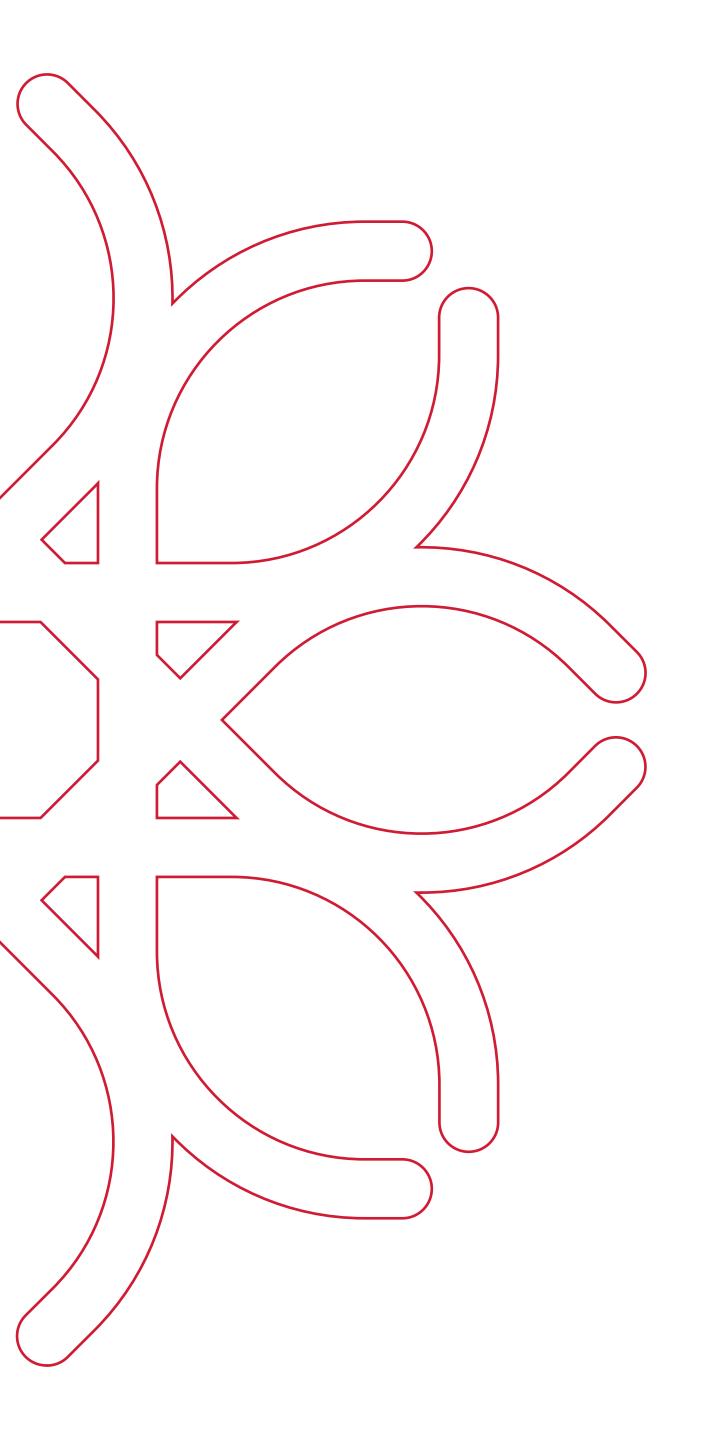
After adjusting for estimated 51% smartphone penetration by 2025**, the potential addressable market size is expected to be ₹893 billion, in our view.

We believe Maharashtra alone is a potential ₹125 billion opportunity.



^{*}Sources: India Flexistaffing Association, Blume Ventures, ICRIER

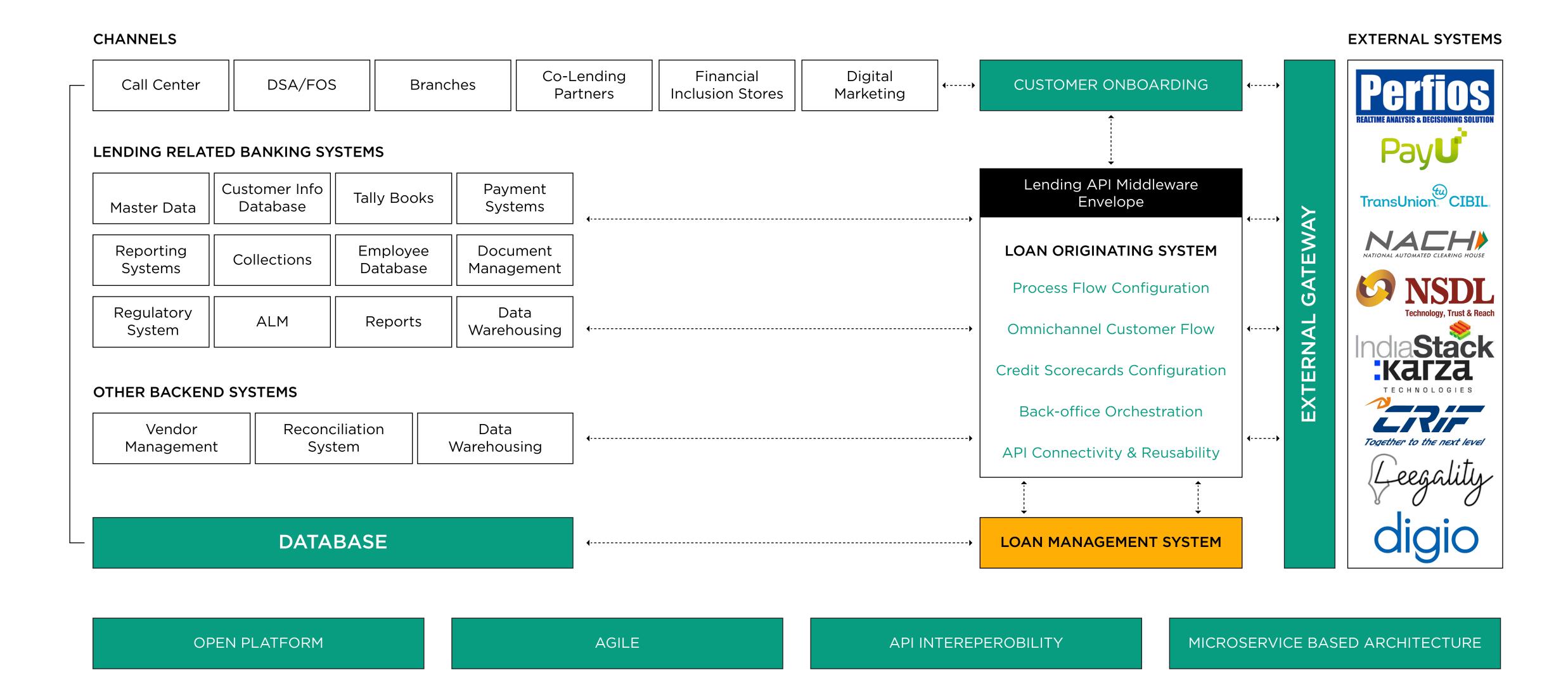
^{**} Source: IDC; Goldman Sachs



Enablers of Substantial Scale

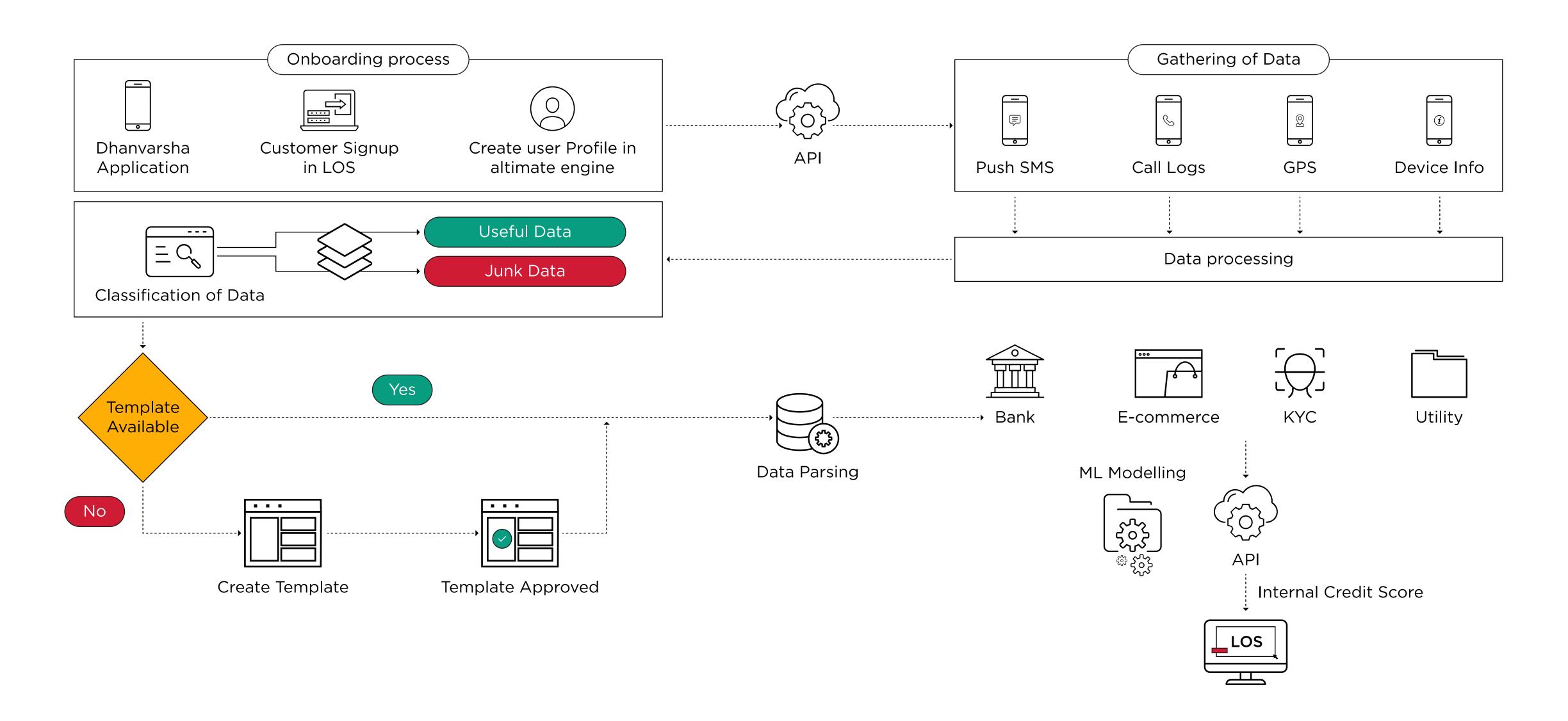


Robust Technology Platform and Architecture





Proprietary Lending and Risk Advisory Engine





Partnerships

Lenders













MSME lending FLDG partners











Education lending FLDG partners











Distribution partners







and 100+ partners

Social Capital partners





Minaxi Mehta Welfare **Foundation**



Mera Cashier



Insurance partners







Auditors

Harikbhakti & Co





Focus on Governance & Best Practices

Substantial management ownership in the company

Independent and Eminent Board comprising of industry stalwarts

Rakesh Sethi

Non-Executive Chairman

Past experience:

Over 38+ years of experience, Ex CMD of Allahabad Bank, ED of PNB

Manjari Kacker

Independent Director

Past experience:

IRS professional
Retired as Member
of the CBDT, in the rank
of Special Secretary
to the Govt. of India

Rajiv Kapoor

Independent Director

Past experience:

Former Senior executive at VISA Inc. 36+ years experience in corporate advisory, consulting, sales and marketing

Nirmal Momaya

Independent Director

Past experience:

Entrepreneur with 30+ years of experience BoD at Camlin Life Sciences

High governance standards

Stat Audit	Haribhakti & Co
Internal Audit	Bansal Bansal & Co.
Secretarial Audit	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

KP Raghuvanshi

Independent Director

Past experience:

1980 batch IPS Officer Served as Commissioner of Police (Thane) from 2011-14 Currently Strategic Advisor to RBI

Rohanjeet Juneja

Joint MD

Past experience:

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

Karan Desai

Joint MD

Past experience:

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



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



Pinak Shah

Chief Technology Officer

- 20+ years of experience,
- Previously worked as Chief Digital Officer with Kissht, and Just Dial.



Sanjay Kukreja

CFO

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



Namita Pradhan

Human Capital Management

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





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



Sunil Ranpara

Collections Head

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



Priyanka Singh

Chief Impact Officer

- 10+ years of experience
- Previously worked with IndiaMoneyMart, Faircent, JP Morgan Chase and Willis Towers Watson
- Her responsibilities include product development, marketing and new business initiatives



Sahil Lakshmanan

Chief Business Officer

- 15+ years of global experience across business & product development, analytics, and marketing
- Sahil is responsible for digital and new business initiatives



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



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



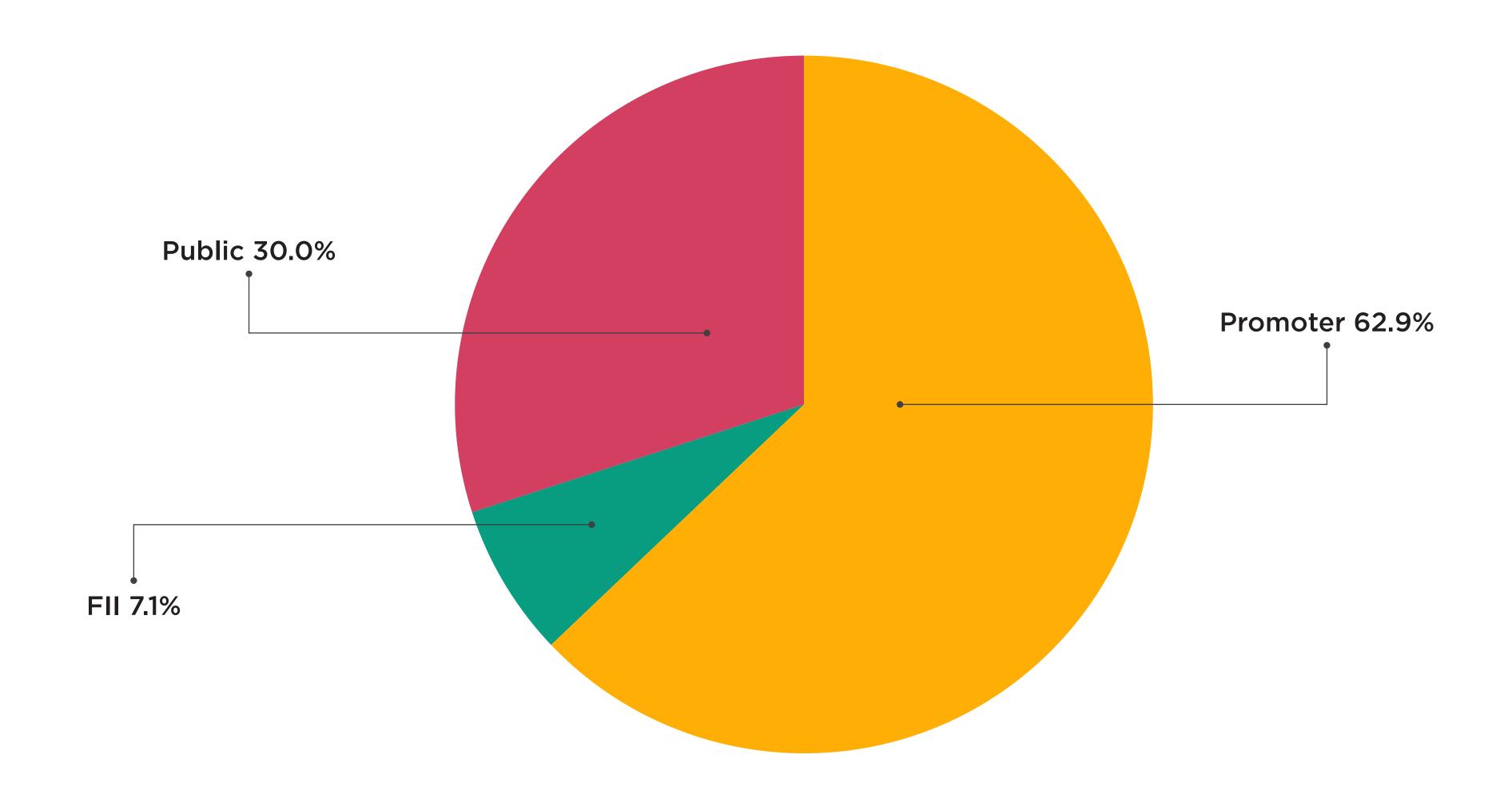
Wilson Financial Services is a boutique institutional broking & advisory platform, with a special focus on Indian Capital Markets

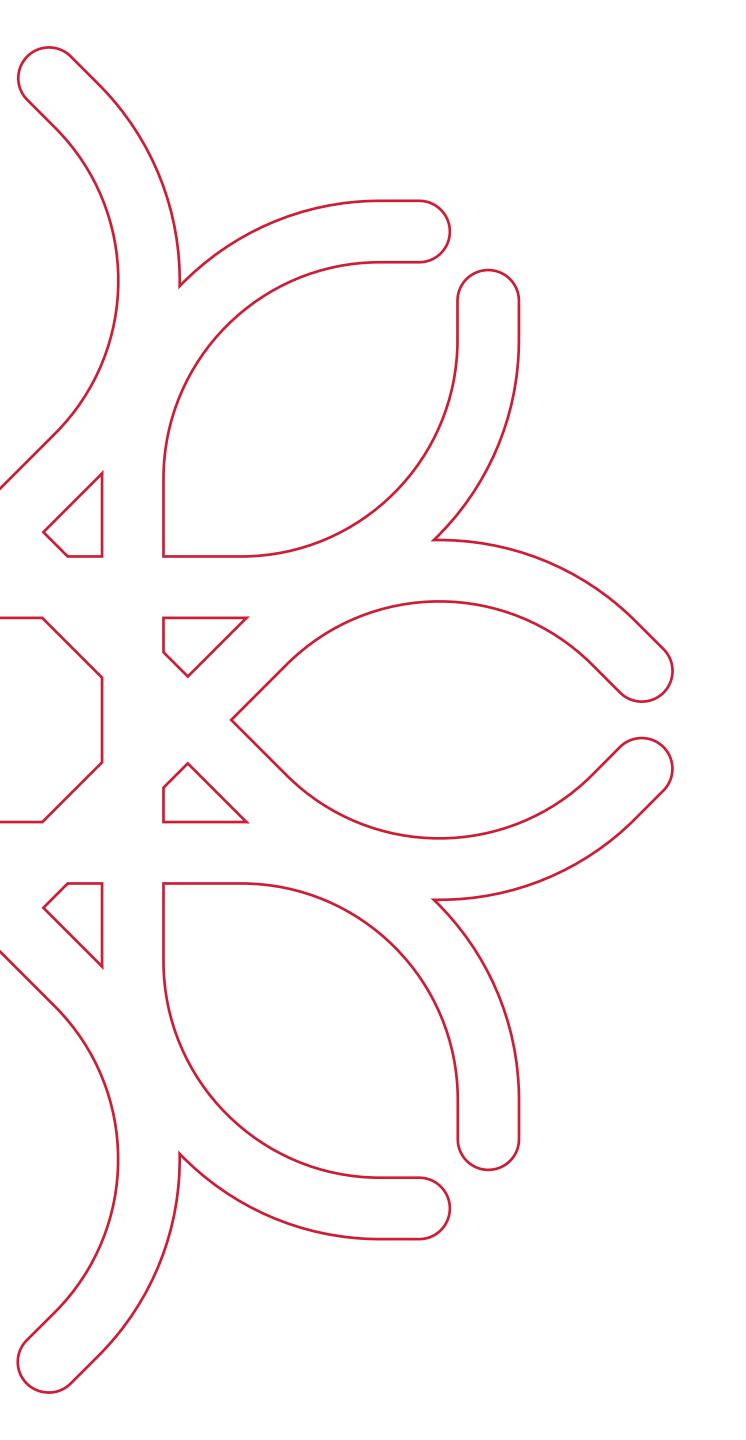


exerFIT® is an aspirational nutrition and nutraceuticals brand for people who desire to lead an active and healthy lifestyle



Shareholding Pattern





Financials

Balance Sheet

Balance Sheet (INR Million)	Mar 2020	Mar 2021
Financials Assets	422.1	1,662.9
Cash and Investments	93.5	665.8
Gross Loans	372.4	1,044.5
Less: Impairment Loss Allowance	43.8	47.5
Net Loans	328.6	997.0
Non Financials Assets	62.7	202.0
Total Assets	484.8	1,864.9
Financial Liabilities	163.3	836.4
Trade payables & Other liabilities	7.3	31.1
Borrowings	156.1	805.3
Non-Financial Liabilities	9.9	29.4
Total Liabilities	173.2	865.7
Equity Share capital	135.1	152.9
Other Equity	176.5	846.2
Total Equity	311.5	999.1
Total Liabilities and Equity	484.8	1,864.9

- Strong liquidity profile coupled with an under levered balance sheet will support higher disbursement trajectory.
- Company anticipates sturdy loan growth in FY22 and FY23 with continued strength in capital levels.

^{*} Consolidated results

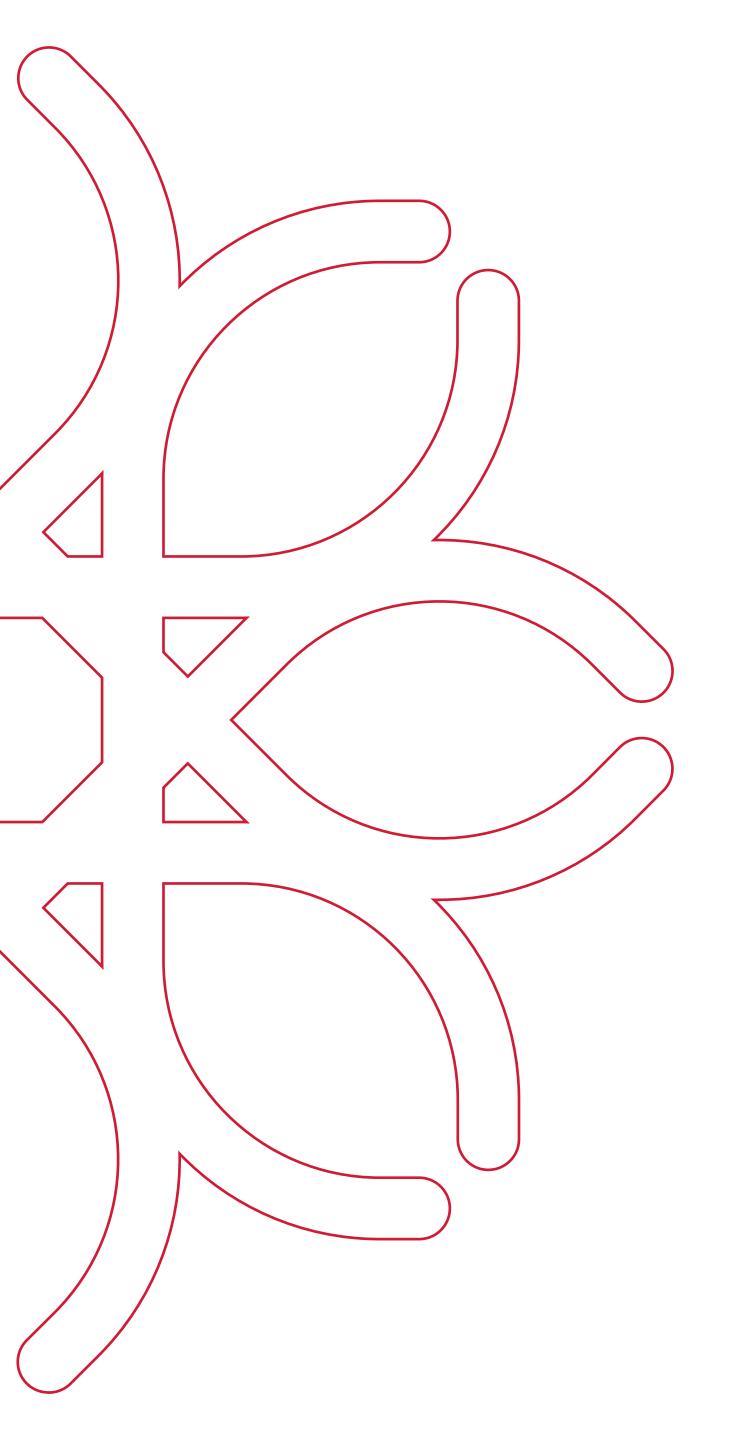
Income Statement

Income Statement (INR Million)	Mar 20	Dec 20	Mar 21
Operating Revenue	57.2	70.5	104.7
Less: Finance Cost	4.2	5.5	19.2
Net Interest Income	53.0	65.0	85.5
Other Income	1.3	18.0	3.7
Total Income	54.4	83.0	89.1
Operating Expenses	49.3	72.9	82.2
Profit Before Tax	5.0	10.1	7.0
Less: Tax	1.7	16.0	-4.7
Profit for the period	3.3	-5.9	11.7

[•] Robust growth in interest income with increasing disbursements.

- Operating expenses have increased due to build out of branches and technology platform coupled with higher manpower.
- Company is guiding to strong earnings growth in FY22 and FY23.

^{*} Consolidated results



Thank You