

May 8, 2019

To,

**The Manager,  
National Stock Exchange of India Ltd.**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra East, Mumbai-400051

**The Manager  
BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400023

Scrip Code: SATIN

Scrip Code: 539404

Dear Sir/Madam,

**Sub: Investor Presentation:**

Pursuant to Regulation 30 and 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find the Investor Presentation for the financial year ended on March 31, 2019, as approved by the Board of Directors in their meeting held on May 8, 2019.

We request you to make this presentation public by disclosing the same on your website.

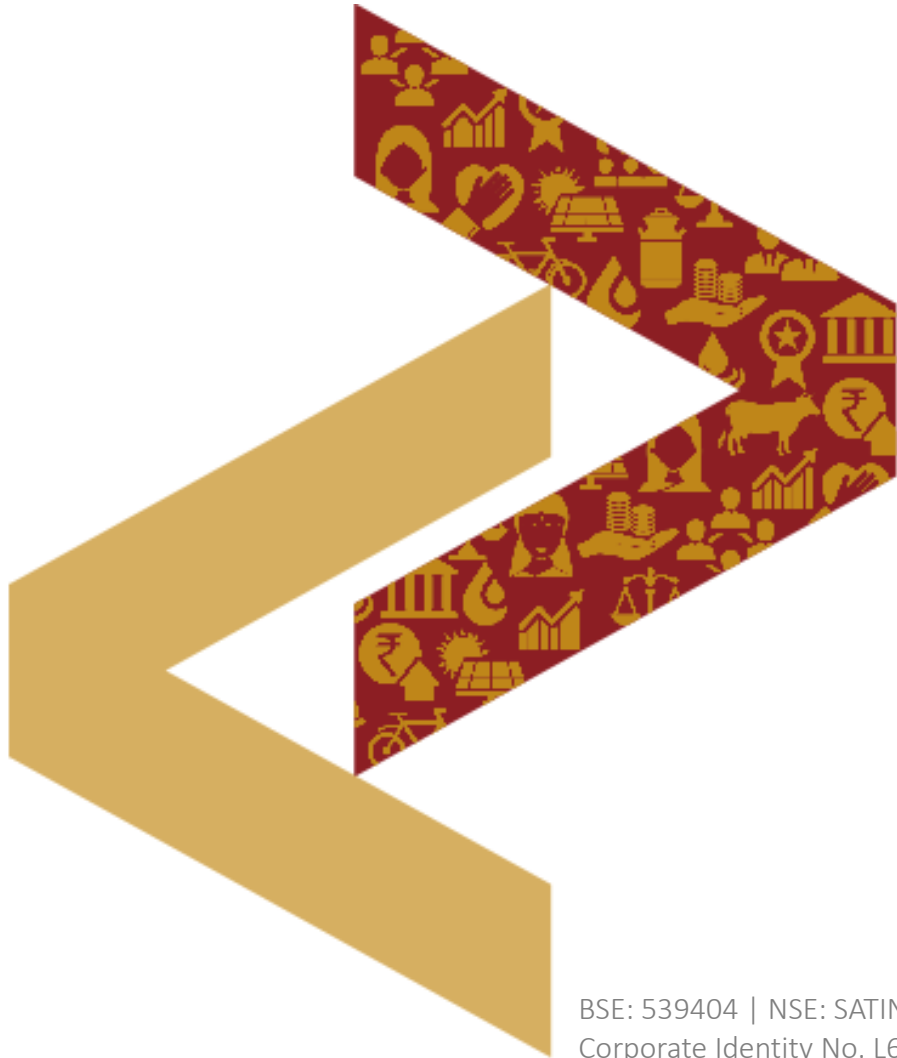
The above information is also available on the website of the Company: [www.satincreditcare.com](http://www.satincreditcare.com)

Thanking You,

Yours Sincerely,  
For **Satin Creditcare Network Limited**

**(Choudhary Runveer Krishanan)**  
**Company Secretary & Compliance Officer**

Encl: a/a



**SATIN CREDITCARE NETWORK LTD.**  
*Reaching out!*

**INVESTOR PRESENTATION**  
**March 2019**

**BUILDING A DIFFERENCE**  
**TO MAKE A DIFFERENCE**

BSE: 539404 | NSE: SATIN  
Corporate Identity No. L65991DL1990PLC041796

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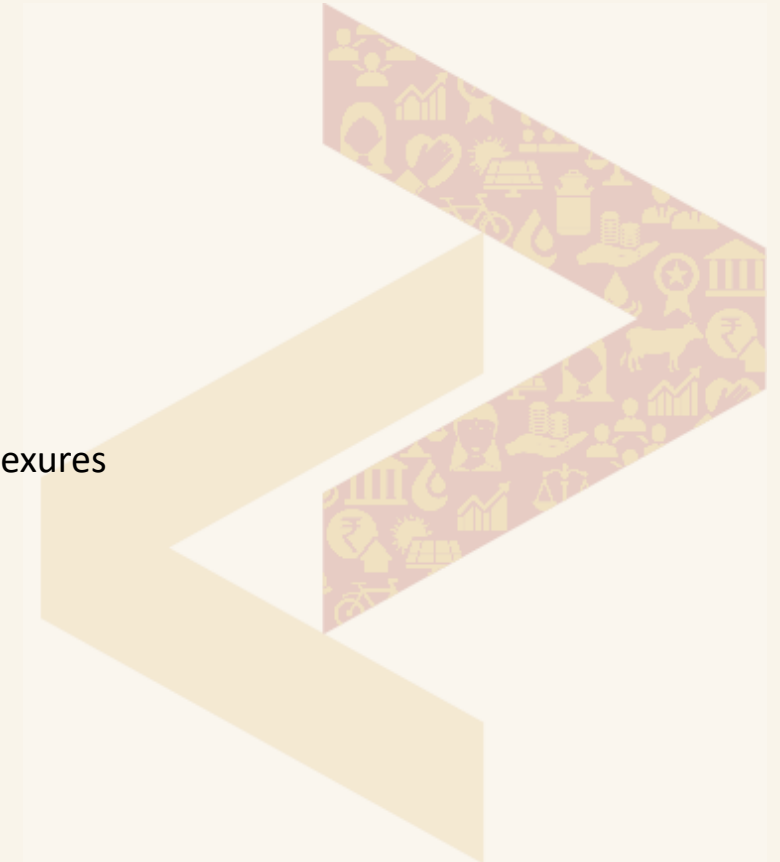
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Making a Difference to the Community



## Cautionary Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

# Key Business Performance Highlights



India's leading NBFC-MFI in terms of Assets Under Management (AUM), with higher-than-industry CAGR of 37.3% over last 6 years

Crossed the USD 1-Billion AUM mark, improved operational metrics – RoA 3.1%, RoE 19.8%, CRAR 28.5% & Cost to Income Ratio 54.3% in FY 2019 on consolidated basis

Business Correspondent (BC) business with IndusInd Bank reached ~Rs. 633 crores AUM

Expanded geographical footprints to 5 new states, adding 168 branches

Stable portfolio quality, with substantial improvement from FY18

Long term Credit Rating upgraded to CARE A- (Stable); Short term rating at A1 from CRISIL and CARE ; Grading of MFI 1

Received social rating upgrade to sA from Microfinanza, C1 Code of Conduct Assessment (COCA) from ICRA, the highest grade

Cashless : - disbursement enabled at 100% of branches  
- collection pilot successful

Amongst the First MFIs to foray in digital lending by launching “Loan Dost” with no human intervention, tapping the millennials

Subsidiaries: - RoE of Taraashna Services Ltd for FY19 stood at ~23% - Nil Delinquency in portfolio of Satin Housing Finance Ltd  
- Commenced business in Satin Finserv Ltd, Satin's MSME arm

# Key Performance Indicators<sup>(1)</sup>



## CROSSED USD 1-BILLION MARK - NEW FEATHER IN CAP

Particulars	AUM	Revenue	NII	PAT	RoA	RoE	CRAR	Cost/ Inc
	(Rs cr)	(Rs cr)	(Rs cr)	(Rs cr)	(%)	(%)	(%)	(%)
FY19	7,068	1,448	806	201	3.1	19.8	28.49	54.3
FY18	5,757	1,031	497	75	1.4	11.2	21.18	67.8
YoY	22.8%	40.4%	62.0%	169.4%	128.2%	76.2%	34.5%	(19.9%)

Particulars	AUM	Revenue	NII	PAT	RoA	RoE	CRAR	Cost/ Inc
	(Rs cr)	(Rs cr)	(Rs cr)	(Rs cr)	(%)	(%)	(%)	(%)
Q4FY19	7,068	350	197	56	3.3	20.4	28.49	62.1
Q4FY18	5,757	295	150	38	2.5	17.4	21.18	61.9
Q3FY19	6,208	400	233	71	4.2	27.5	30.07	45.9
YoY	22.8%	18.6%	31.7%	49.5%	31.1%	17.0%	34.5%	0.4%
QoQ	13.9%	(12.5%)	(15.4%)	(20.9%)	(21.2%)	(26.1%)	(5.3%)	35.4%

(1) On consolidated basis; RoA and RoE are calculated on annualized basis for quarterly data

# Corporate Overview



PURSUING EXCELLENCE IN EVERY PARAMETER<sup>(1)</sup>...

Rs. **195** crores

PAT, 137.3% up YoY

**3.0%**

ROA, 101.1% up YoY

**19.1%**

ROE, 56.0% up YoY

Rs. **6,374** crores

GLP, 25.3% up YoY

Rs. **6,252** crores

Disbursements, 12.2% up YoY

**23.4** lacs

No. of Loans disbursed,  
28.8% up YoY

**977**

Branches, 20.8% up YoY

**99.5%**<sup>(2)</sup>

Collection efficiency

Rs. **26,000**

Average ticket size

**22**

States & UTs, 22.2% up YoY

**36.0** lacs

Loan accounts outstanding,  
47.7% up YoY

*(1) On a standalone basis*

*(2) On portfolio disbursed since Jan'18, comprising 89% of portfolio*

# “SATIN’S TRANSFORMATION”

THE JOURNEY OF DIFFERENCE...

KEEP FOLLOWING

# A Difference Powered by Technological Prowess & Processes



Game changing digital transformation technology (LMS) has made operations quick & easy wherein we have been able to turn around the customer acquisition to disbursement journey from the traditional 18 days to few minutes. With this digital transformation we have completely step changed the way we look at the business dynamics today and are ahead of the curve to better respond to the ever changing business scenarios



## LMS

- Online real-time system
- Last Mile Connectivity on Tabs
- **Greener** (paperless environment)
- Event based mapping of Geo Location & Tracking Penetration
- Instant Bank Account Verification
- Core Accounting & Financial System
- Cashless Disbursement @100% branches
- Real-time Dashboards
- Real-time CB Checks.
- Features enabling brand recall value (SMS, OTP, QR Code)

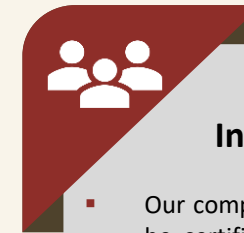
01



## Technology footprint at Subsidiaries

- BC subsidiary also using the same technology & leveraging the same benefits
- Centralized Shared Service centre introduced within SATIN & Taraashna to create unified support model across Business Reporting / End User Applications Support & Managed Infrastructure
- Strategic Direction for newer subsidiaries like Housing & MSME on industry best technology platform "**OMNIFIN**"

02



## Gold Standard Information Security

- Our company has become the first MFI to be certified with ISO 27001:2013, which affirms the prevalence of robust ISMS specifying the requirements for establishing, implementing, maintaining and continually improving ISMS within the organisation
- This certification indicates SATIN has integrated a robust ISMS in its business processes & exemplifies that information security and client confidentiality are part of the cornerstones of SATIN's strategic objectives.

03



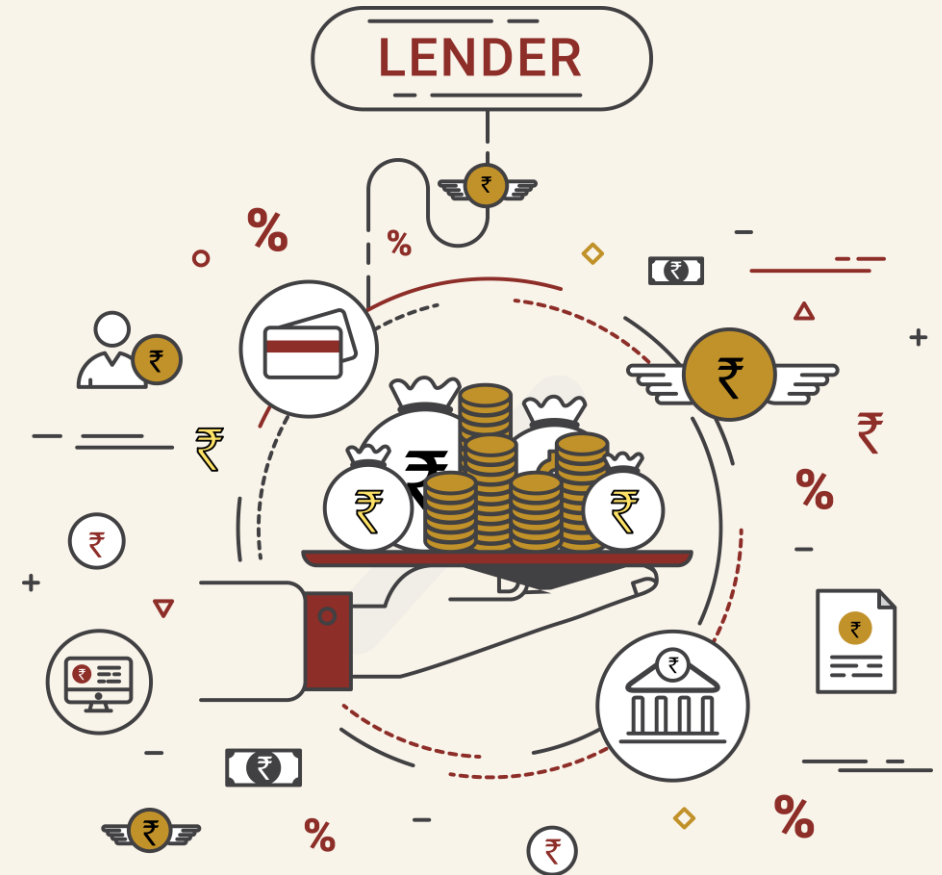
# LoanDost – New Initiative in Digital Lending

Amongst the First MFIs to foray in digital lending with no human intervention, tapping the millennials



## **LoanDost** “A Digital Lending Platform”

- Satin has also taken a big leap & has come up with a step changing digital lending platform named “**Loan Dost**”, this has been done with a vision of being future ready catering to salaried class consumers.
- The future of lending without any human intervention is the way forward, leveraging the new innovative technologies fully integrated through API's & powered by AI, ML & DevOps.
- Loan Dost has capability to make underwriting decision in 25 minutes without any human intervention.
- It is robust and secure, and makes different kind of checks to protect against any fraudsters and clients not worthy of credit.
- App based platform available on Google Play Store for Android users, instant loans from Rs. 10,000-1,50,000.
- LoanDost leverages unique features like psychometric evaluation of customers, underwriting without human intervention & repayment via NEFT / IMPS / UPI.
- LoanDost brings exciting future roadmap through extending its reach towards self-employed consumers, integrations with Amazon for gift cards and rolling out dynamic offers based on customer profiling.



## Strong Process to deliver Quality with enhanced customer experience

- Robust due diligence with strict compliance of KYC, real time credit bureau checks
- Disbursement control through cashless transaction – real time bank account verification by penny drop verification
- Creating new score cards for clients (individuals and group) for better screening. This will also prove beneficial while offering housing or MSME loans to 2<sup>nd</sup> cycle customers and above
- Better informed decision in new branch opening through credit bureau data analysis after shortlisting by business development team
- Digitized the business correspondence documentation and approval process for seamless operations
- Moving to Centralized Sharing Services which will prove as game changer in ensuring control, quality and information security
- Initiative to move towards 50+% of cash less collections across all geographies by end of FY20

## Internal audit processes and systems design an annual audit plan to ensure optimum portfolio quality

Full-fledged in-house Internal Audit department includes:

- 88-member team of Zonal Auditors and Regional Auditors with Head Office support with 20 man-days audit per auditor
- Digitization of the complete Audit process has started and next few months we will be 100% digital on Audit Reports and Findings
- The team did 3,074 audits in last 12 months and 100% compliance in FY19
- Regional Office Audit and Social Audit takes place on a quarterly basis
- Compliance Audit is done on the basis of feedback from other audits

## Risk management team has a clear focus on Quality of Portfolio and mitigation of Risk

Risk team comprises of 28 people working across the country

- Fixing an exposure limit of Risk across all geographies to the total industry exposure
- All the new geographies are now cleared with industry portfolio data from Credit Bureau Data
- Surprise visit with center verifications to have better field control
- Geo Tagging of all centers and customers mapping to reduce the dependence on Loan officers
- Regional Risk Officers are visiting the customers regularly

# A Values-led Culture



Values are the bedrock of business culture, a key driver of differential approach



**S**eeking excellence



**A**ccountability & ownership



**T**eamwork & collaboration



**I**ntegrity



**N**urturing lives

Success is rooted in core values and powered by quality credentials, enabled by the passion of our people



Talent Management



Training Interventions



New-age HRMS software



Better workplace



Keeping employees engaged



Corporate connections

# A People Oriented Culture



**Value driven Culture** : Core values were reworked and aligned to our belief as a team



**Talent Management** : Building a Talent pipeline and identifying the high potentials (HI Pots) on the 9 Grid matrix as a key imperative to succession planning



**Learning initiatives** : -12,603 Man-days of functional training for field staff

- 5 new E-learning modules and 530 man-days of soft skills training to middle & senior management
- Introduction of certificate course in Microfinance with BSE Institute
- Conducted Gallop strengths analysis and coaching for top 60 executives of the company



**HR MIS** : Introduced state of the art HR-MIS software for managing employee life Cycle



**Driving the engagement agenda** : Create a healthy and better workplace with new employee benefit programs, compensation benchmarking with industry, scientific appraisal system, meritocratic culture, creating a culture of trust

## CREATING A NICHE BY BEING A ONE STOP FINANCIAL SERVICES PROVIDER FOR OUR CUSTOMERS

- Business primarily based on the Joint Liability Group (JLG) model, to enable women from rural and semi-urban areas to achieve self sustainability
- Providing credit facilities for
  - Income Generating Loans (IGL)
  - Mid Term Loans (MTL)
  - Long Term Loans (LTL)
  - Micro Small & Medium Enterprises (MSME)
  - Housing finance
  - Social impact financing of products like solar lamps, bicycles, water and sanitation facilities



# Differentiated Business Structure

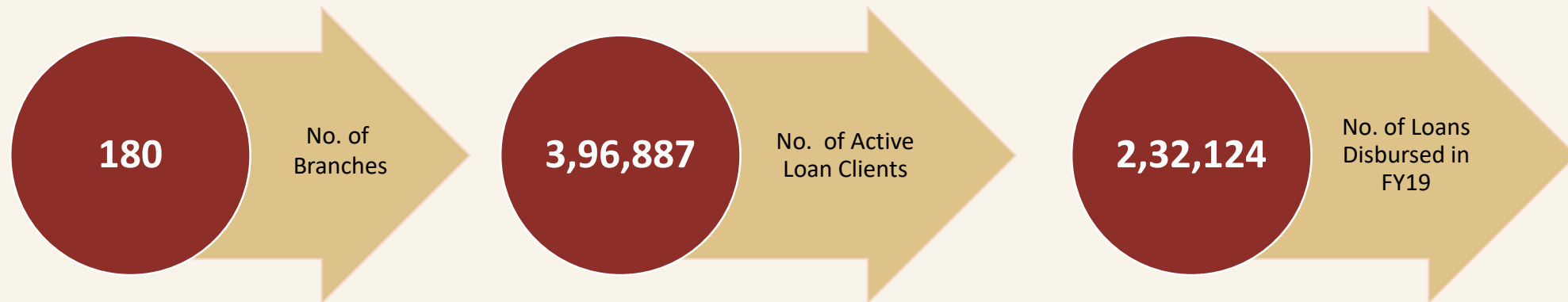


Expanding scope of business through subsidiaries



- Subsidiaries are also rooted in the same values as pursued by Satin

- Acting as a business correspondent for Banks & NBFCs, TSL provides credit and other related facilities to clients in rural and semi-urban areas
- 'Digitization and Cashless' focus has helped in achieving superior operational control down to the last business unit, thus increasing the efficiencies
- The cashless disbursement percentage has reached almost 59% of TSL's total disbursement as at the end of FY19
- TSL has a low risk business model which is highly capital efficient and yields elevated RoEs. RoE for FY19 stood at ~23%
- AUM stood at Rs. 604 crores, with presence across 8 states
- TSL's board has approved the proposal to convert TSL into an NBFC, to explore opportunities in co-lending space, and other financial products not offered within the group





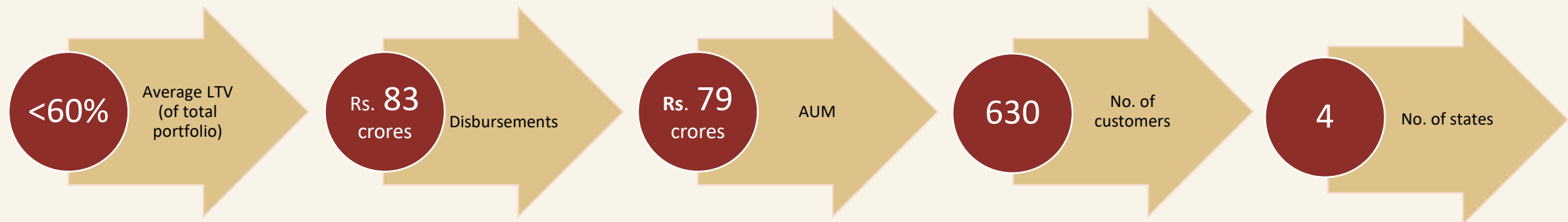
# Satin Housing Finance Ltd (SHFL)



## Main Ethos

### Principle of PPT – People, Process and Technology

- Engaged in providing long-term finance
  - Home loans for retail segment – 88% of business for FY19
  - Loans against residential property
- Boasts of excellent portfolio quality with **NIL** delinquency since inception
- Mainly caters to customers belonging to the Middle and Low Income Groups in peripherals of Tier II and below cities
- During FY19, the company successfully channelized subsidy from NHB under the Pradhan Mantri Awas Yojna (PMAY) scheme to the eligible customers
- BBB+ (SO) Stable rating from CARE
- Building a technological framework to enable a paperless environment



# Satin Finserv Limited (SFL)



- Incorporated in Aug'18
- Got license from RBI to start the business in Jan'19
- First loan successfully disbursed in Mar'19
- Gross Loan Portfolio of Rs. 11.4 crores in FY19
- CRAR for FY19 is 187.37%
- Business will focus on retail MSME lending, wholesale lending to small NBFC MFI and others

# Differentiated Investment Choice...



## Investor confidence

- 7 rounds of equity capital raised with marquee investors
- Profitable exit to 4 investors
- QIP: Rs. 250 crores from marquee institutions in Oct 2016, Rs. 150 crores from large domestic MFs in Oct 2017



## Promoter Commitment

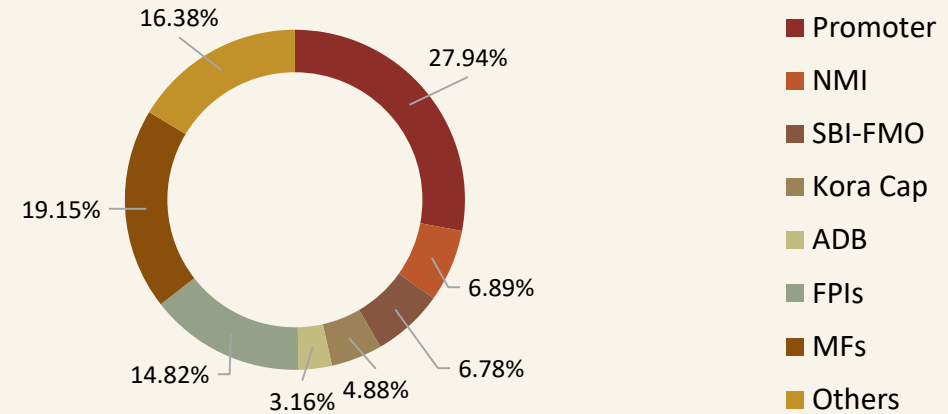
- Promoter stake quite high among MFIs, having invested at regular intervals at par with incoming PE
- Adequate board representation – 2 Nominee Directors representing the Investors

## Key Market Statistics

Particulars	Value (Rs.)
BV Jun'18	196.65
BV Sep'18	205.79
BV Dec'18	218.62
BV Mar'19	235.22
CMP ( as on 3 May'19)	340.45

Book value is on consolidated basis

## Marquee Shareholder Base As on March 31, 2019



## Key Shareholders



### Mutual Funds

- DSP
- Aditya Birla
- UTI



### Financial Institutions

- IDFC First Bank Ltd
- IndusInd Bank Ltd



### Foreign Portfolio Investor

- Morgan Stanley
- Government Pension Fund Global
- Massachusetts Institute of Technology



### Foreign Bank

- Asian Development Bank

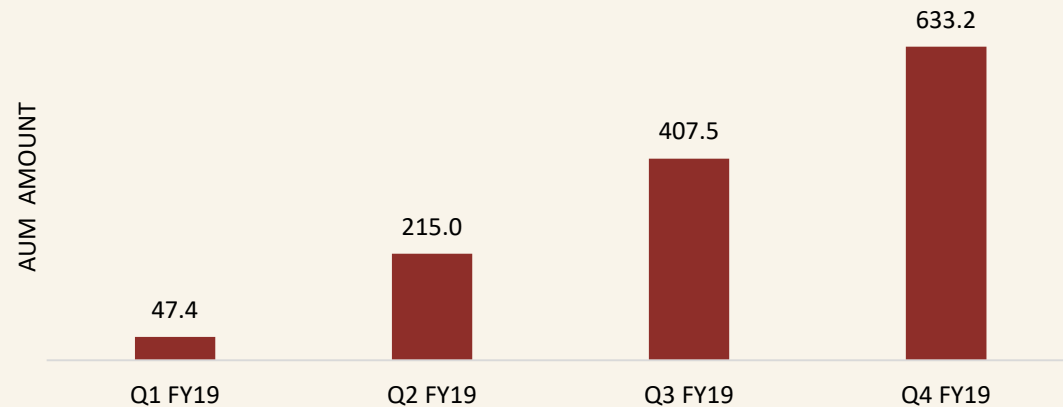
# A Difference in Way of Doing Business



## Business Correspondent (BC) Partnership with IndusInd Bank

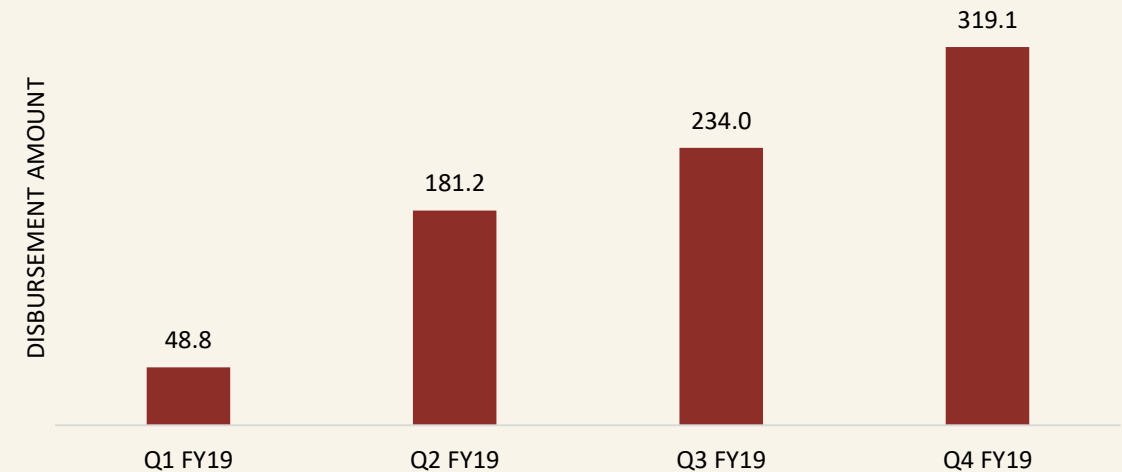
- Entered into BC partnership with IndusInd Bank in H2 FY18
- Share of BC portfolio<sup>(1)</sup> to total AUM has grown from ~1% in Q1 FY19 to ~10% in Q4 FY19 at Rs. 633 crores
- Advantages from the agreement are on-tap funding, low capital requirement, contained cost of liquidity among others

Quarter-wise AUM in Rs. in crore



<sup>1</sup>On standalone basis

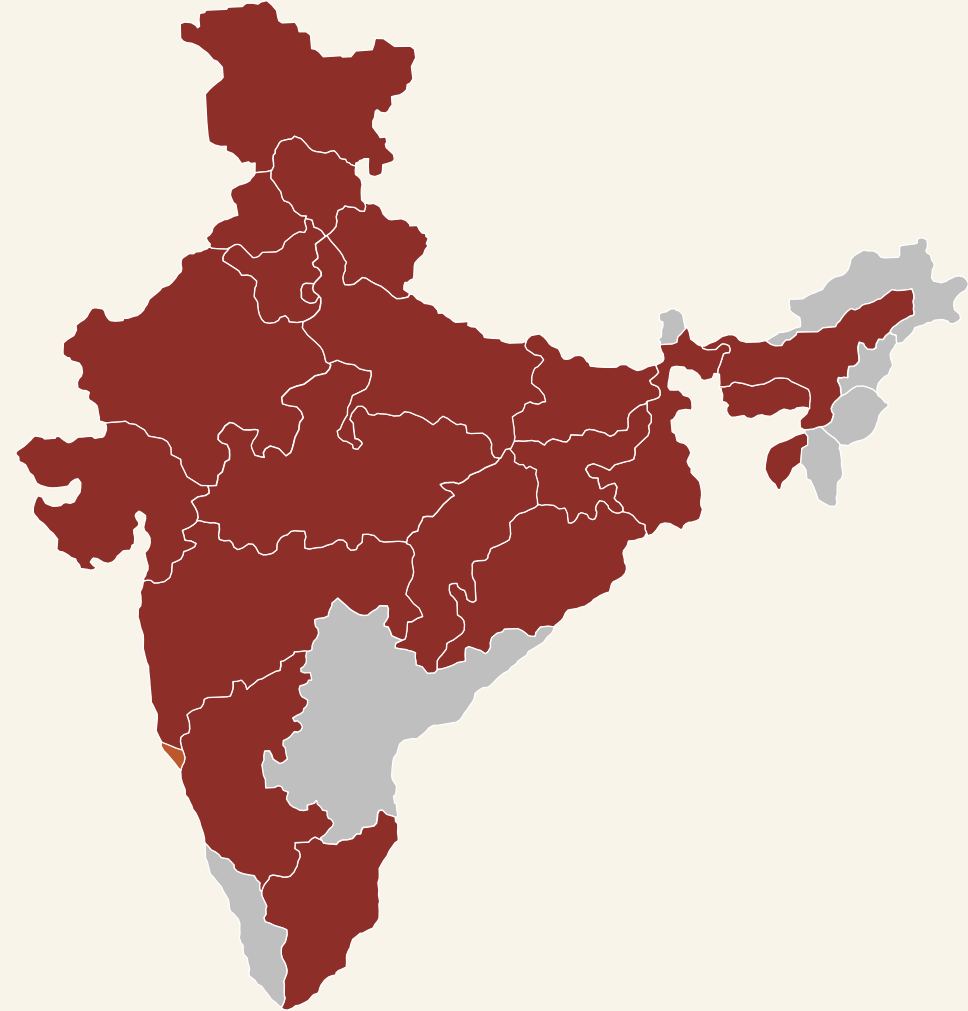
Quarter-wise Disbursement in Rs. in crore



# A Difference Manifested in A PAN-India Customer Base



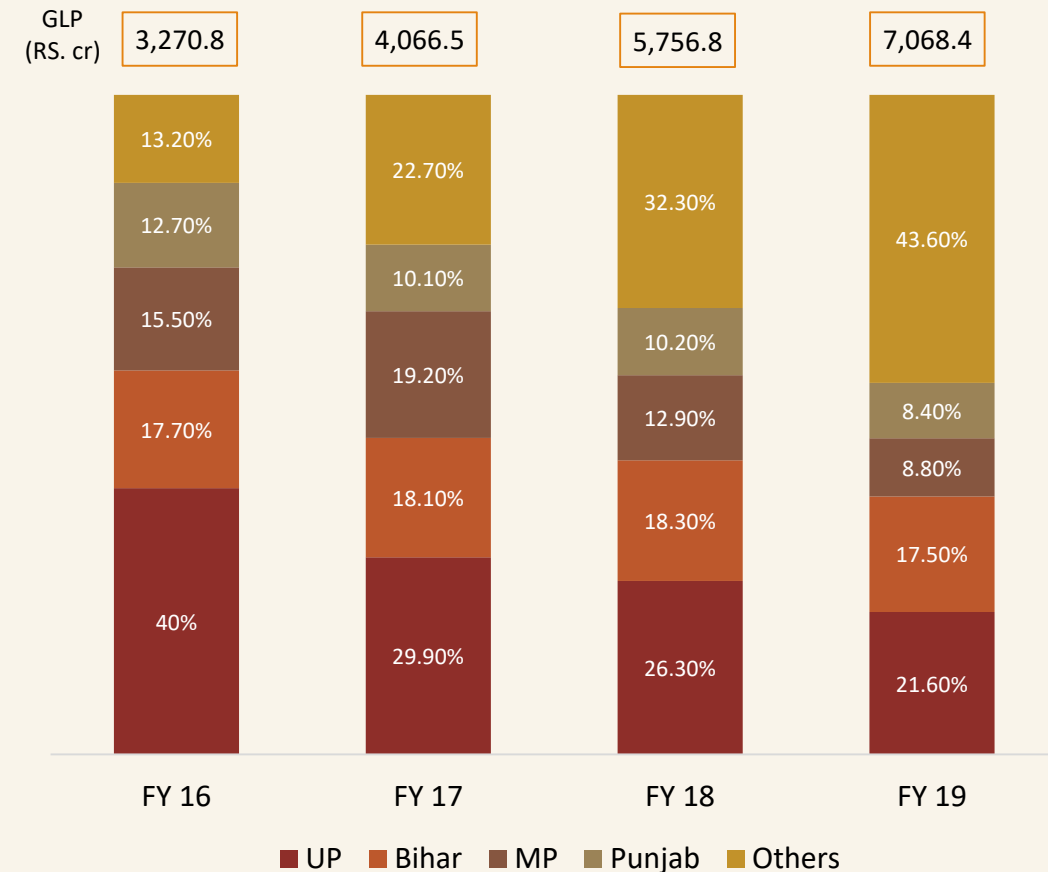
- Pan India presence, which has a growing distribution network to service the unique needs of over **35 lac customers** on consolidated basis
- Remain aggressively focused on deepening presence in the rural and semi-urban areas, particularly those unserved or underserved, across **22 states and union territories**
- Expanded footprints in North East and Southern India, with the addition of Meghalaya, Tripura, Tamil Nadu, Karnataka and Pondicherry to Satin map in FY19
- Added **168 branches** during FY19



# Successfully Reduced Concentration



Share of Top 4 States Reduced from 87% to 56% over 4 years



On consolidated basis

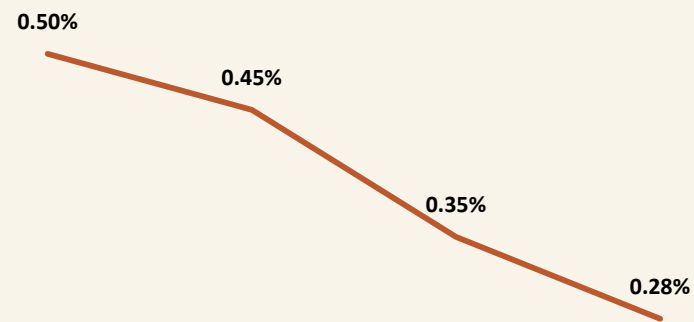
Focus on limiting concentration per state <20% by 2020

States	GLP - Q4 FY19 Rs cr	Q4 FY19 % mix	FY15 % mix	Change
UTTAR PRADESH	1527.6	21.6%	43.3%	↓
BIHAR	1236.9	17.5%	17.2%	↑
MADHYA PRADESH	620.5	8.8%	18.5%	↓
PUNJAB	597.0	8.4%	8.2%	↑
ASSAM	547.1	7.7%	0.0%	↑
RAJASTHAN	493.3	7.0%	1.6%	↑
WEST BENGAL	424.6	6.0%	0.0%	↑
ORRISA	348.6	4.9%	0.0%	↑
HARYANA	257.6	3.6%	1.1%	↑
GUJARAT	227.0	3.2%	0.0%	↑
DELHI & NCR	208.8	3.0%	5.1%	↓
JHARKHAND	122.5	1.7%	0.0%	↑
MAHARASHTRA	119.5	1.7%	0.9%	↑
UTTARAKHAND	100.9	1.4%	4.0%	↓
TAMIL NADU	87.8	1.2%	0.0%	↑
CHHATTISGARH	71.9	1.0%	0.0%	↑
TRIPURA	48.7	0.7%	0.0%	↑
JAMMU & KASHMIR	6.3	0.1%	0.1%	↔
HIMACHAL PRADESH	6.1	0.1%	0.0%	↑
KARNATAKA	5.6	0.1%	0.0%	↑
MEGHALAYA	5.1	0.1%	0.0%	↑
PONDICHERRY	4.9	0.1%	0.0%	↑
<b>TOTAL</b>	<b>7068.4</b>	<b>100.0%</b>	<b>100.0%</b>	

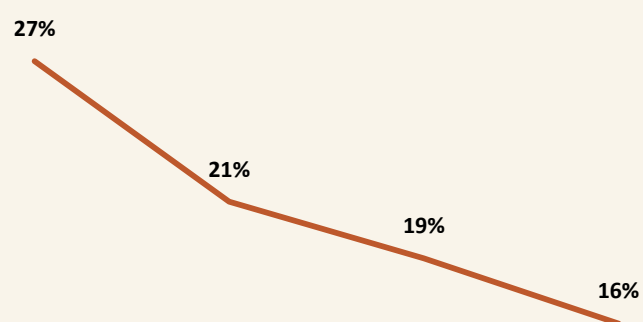
# Reduced Risk Through Limiting Exposure Per District %

(JLG consolidated)

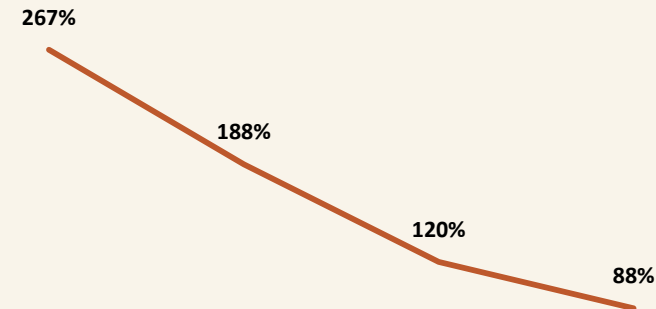
Average exposure per district %



% of Top 10 Districts to AUM



% of Top 10 Districts to Networth

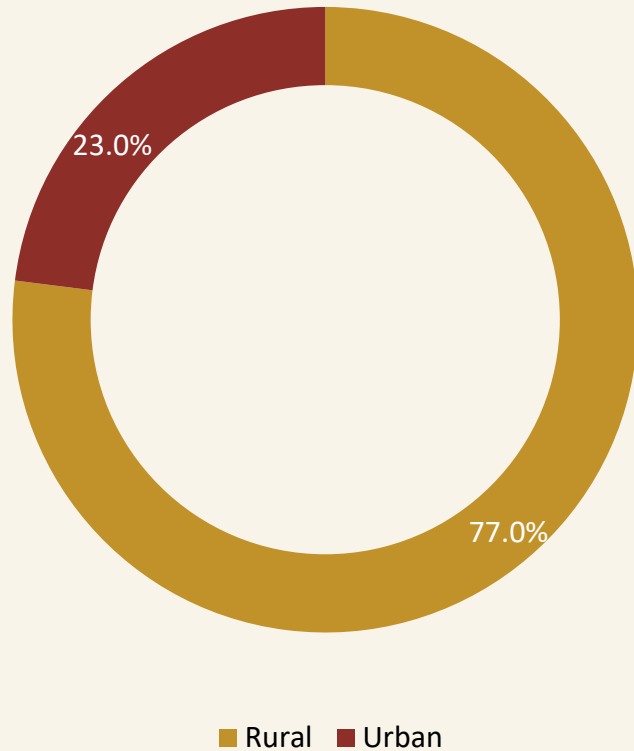


Particulars	FY16			FY17			FY18			FY19		
No. of Districts - JLG	180			236			306			359		
Average exposure per district %	0.50%			0.45%			0.35%			0.28%		
Top 3 district with highest exposure %	BULANSHAHAR	U.P.	4.28%	BULANSHAHAR	U.P.	3.21%	BULANSHAHAR	U.P.	2.86%	SAMASTIPUR	BIHAR	2.36%
	J.P. NAGAR	U.P.	2.62%	SAMASTIPUR	BIHAR	2.63%	SAMASTIPUR	BIHAR	2.58%	BEGUSARAI	BIHAR	2.00%
	BEGUSARAI	BIHAR	2.40%	BEGUSARAI	BIHAR	2.38%	BEGUSARAI	BIHAR	2.34%	BULANSHAHAR	UTTAR PRADESH	1.86%
% of Districts with <1% exposure	85.0%			88.1%			92.5%			96.4%		
% of Districts with <1-1.5% exposure	6.7%			6.8%			4.6%			2.5%		
% of Districts with <1.5%-2% exposure	2.8%			3.0%			2.0%			0.6%		
% of Districts with >2%	5.6%			2.1%			1.0%			0.6%		

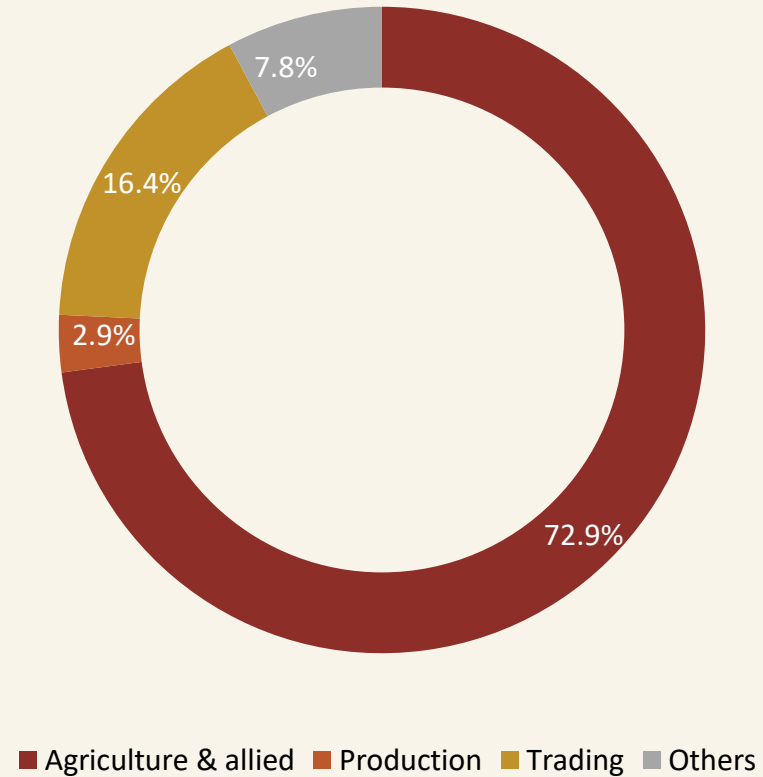
# Rural Focus of Operations



Break-up of operations



Purpose-wise details



For MFI portfolio excluding MSME



# Differentiated Product Offerings



	SCNL		Business Correspondent services	Housing Finance	SME
Product features as on Mar'19	MFI <sup>(1)</sup>	Loans to MSME <sup>(2)</sup>	Taraashna Services Ltd <sup>(3)</sup>	Satin Housing Finance Ltd <sup>(4)</sup>	Satin Finserv Limited (SFL) <sup>(5)</sup>
Start Date	May'08 (JLG)	Apr'16	May'12 <sup>(3)</sup>	Feb'18	Mar'19
Ticket Size Range	Upto Rs. 50,000	Rs. 100,000 – 100,000,000	Upto Rs. 50,000 (JLG - Microfinance)	Rs. 100,000 – 4,000,000	Rs. 100,000 – 100,000,000
Tenure	12 - 24 months	12 - 120 months	12 - 24 months	24 - 240 months	12 - 120 months
Frequency of Collection	Bi-Weekly	Monthly	Bi-Weekly / 2 Bi-Weekly	Monthly	Monthly
No. of States/UTs	22	5	8	4	5
No. of Branches	971	34	180	5	1
Gross Loan Portfolio (Rs. cr)	6,113	261	604	79	11
No. of loan accounts	3,602,898	1,748	396,887	630	4
Avg. Ticket Size for FY19	Rs. 26,000 (JLG)	Rs. 2,350,000	Rs. 27,400 (JLG)	Rs. 1,453,000	Rs. 28,700,000

## Notes

(1) As on Mar'19, included MFI Lending (loans under JLG model, IndusInd BC, water & sanitation loans and loans to individual businesses) and Product Financing (Loans for solar lamps, cycles);

(2) MSME: Micro, Small & Medium Enterprises;

(3) TSL acquisition is effective Sep 1, 2016; (4) Satin Housing Finance Ltd was incorporated on April 17, 2017 (5) SFL was incorporated on August 10, 2018

\*As of FY19, there were 971 branches with Microfinance operations & 34 branches with MSME operations. Out of the 34 MSME branches, 28 of them also had microfinance operations & 6 were unique.

# “RESILIENT SATIN”

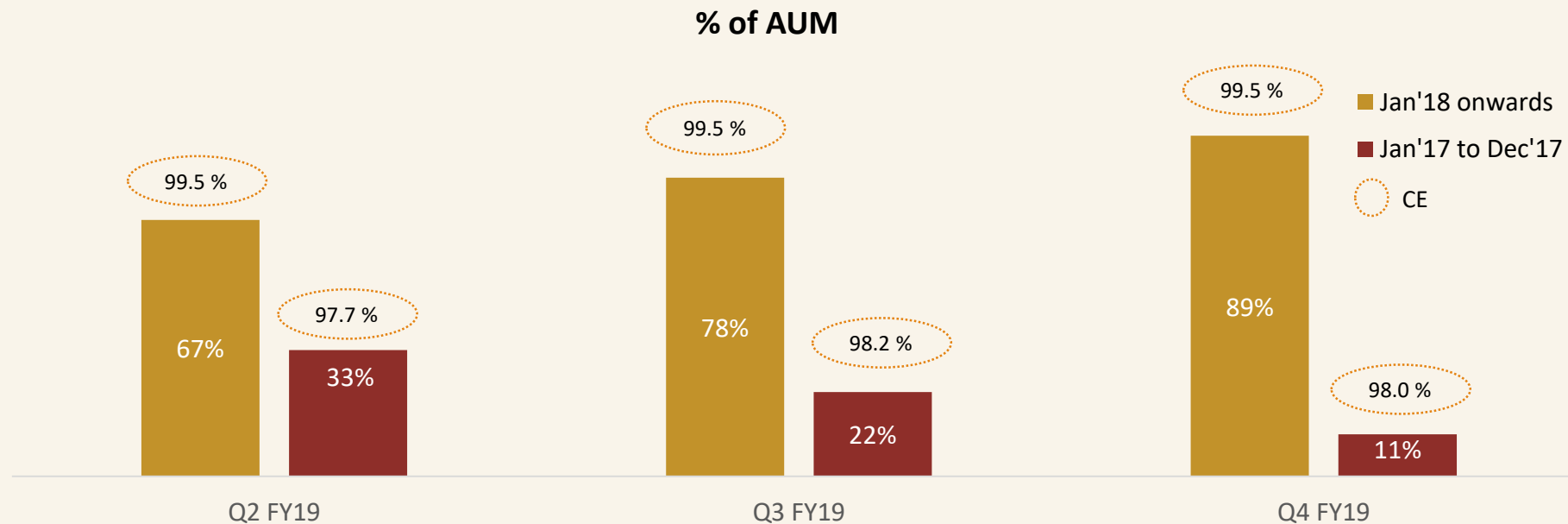
# Improved Collection Efficiency



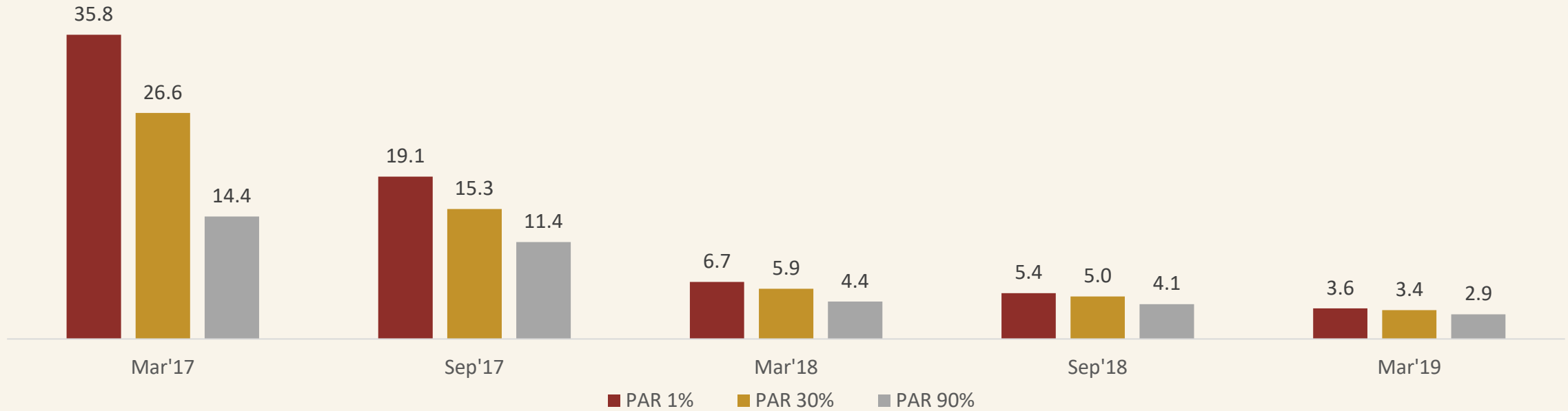
Robust collection efficiency reflecting high credit discipline in disbursement

Period of disbursement	Demand (Rs cr)	Collection (Rs cr)	% of AUM	Cumulative CE%
Jan'17 to Dec'17	4,413.95	4,327.34	11%	98.0%
Jan'18 onwards	3,264.22	3,246.49	89%	99.5%

Back to pre demon levels



# PAR Trends

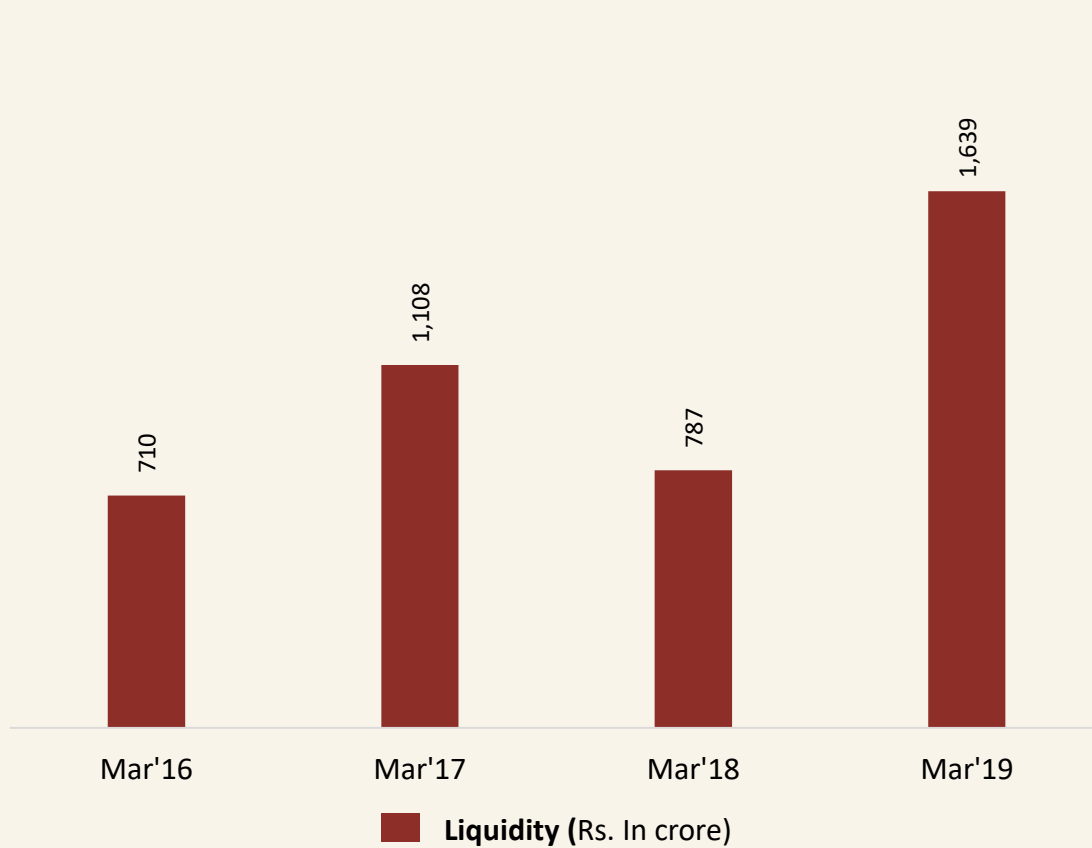


# Strong Liquidity and ALM

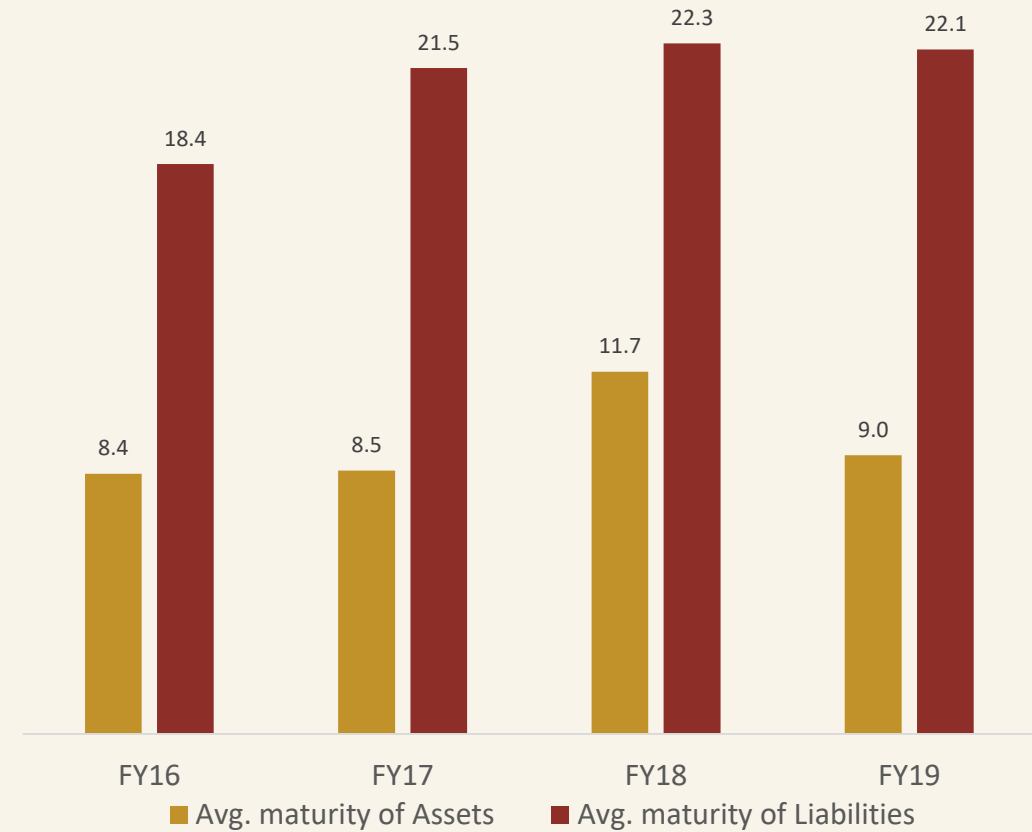


## Strong Liquidity Position to Sustain Growth

Amount raised in last 7 days of Mar'19: Rs. 618 crores



## Benefit of positive ALM continues



# A Difference in Way of Doing Business



## Strong liquidity position

Amount In Cr

Static ALM as on 31st Mar 2019	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Total
<b>Inflows</b>							
Liquidity at the beginning of month*	1,639	1,764	1,900	1,914	1,883	1,975	1,639
Principal - Loan portfolio	299	319	270	294	270	246	1,698
Interest - Loan portfolio	67	65	54	54	47	41	328
<b>Total (A)</b>	<b>2,005</b>	<b>2,148</b>	<b>2,223</b>	<b>2,263</b>	<b>2,199</b>	<b>2,263</b>	<b>3,665</b>
<b>Outflows</b>							
Principal repayments	205	216	269	349	152	259	1,449
Interest repayments	36	33	40	31	72	30	243
<b>Total (B)</b>	<b>241</b>	<b>249</b>	<b>309</b>	<b>380</b>	<b>224</b>	<b>289</b>	<b>1,692</b>
Cumulative Mismatch (A-B)	1,764	1,900	1,914	1,883	1,975	1,974	1,974

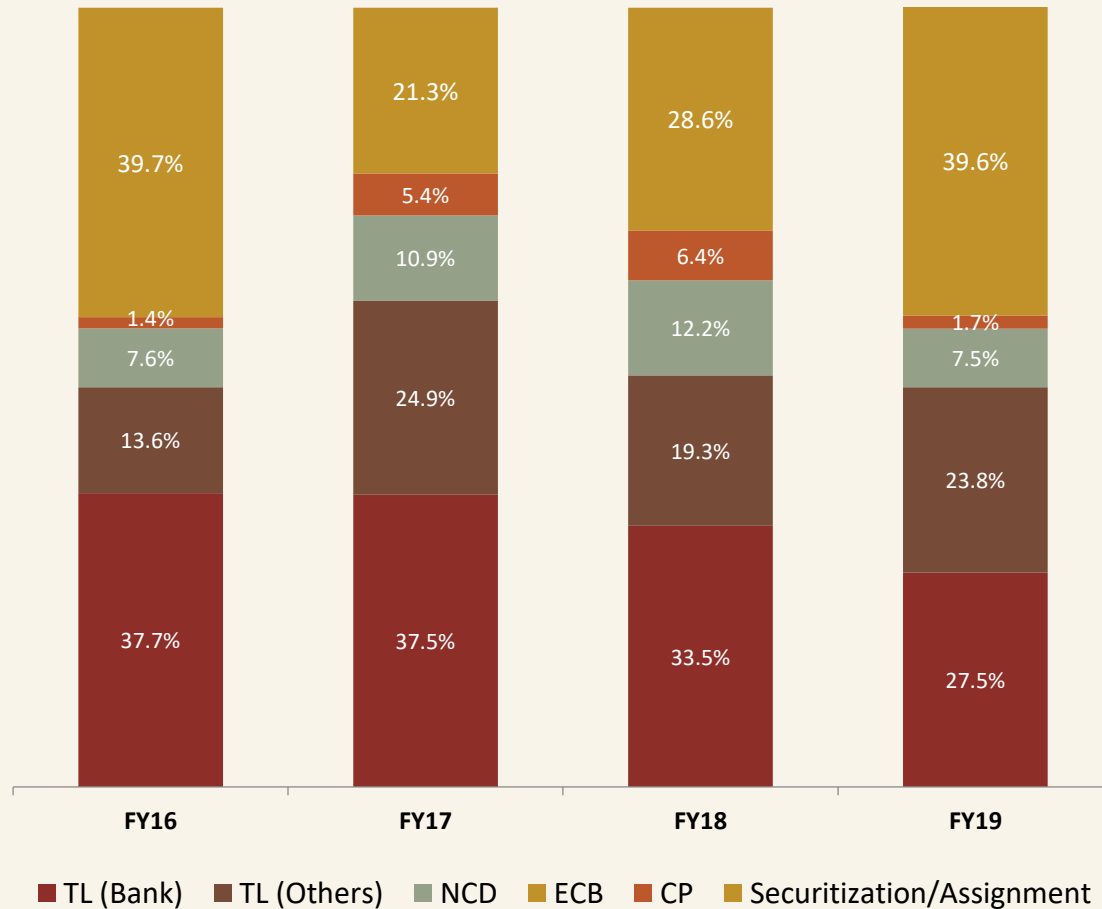
\*Excluding margin money deposits Rs. ~323 crores lien with lenders and undrawn sanction in hand Rs. 1,256.25 crores as on 31st March 2019; differences due to round off

# Improving Liability Profile



## Diversified mix of funding

Source of funds raised during the period



## Large Lender Base

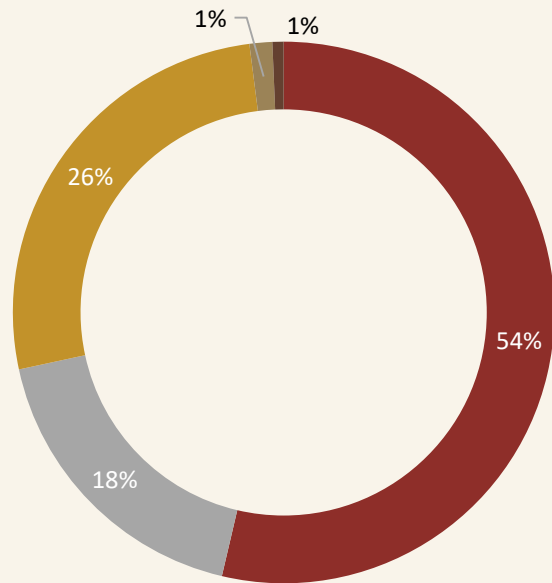
77 Active Lenders

Top 10 Funders	% Share as on 31-Mar-19
NABARD	14%
State Bank of India	13%
IDFC First Bank Limited	7%
Bandhan Bank Limited	5%
HSBC	4%
FMO Netherlands	3%
SIDBI	3%
Axis Bank Ltd	3%
Bank of Baroda	3%
MAS Financial Services Ltd	3%
Total of Top 10 Lenders	58%

# Dynamic Liability Profile Insulated from Capital Market Turbulence

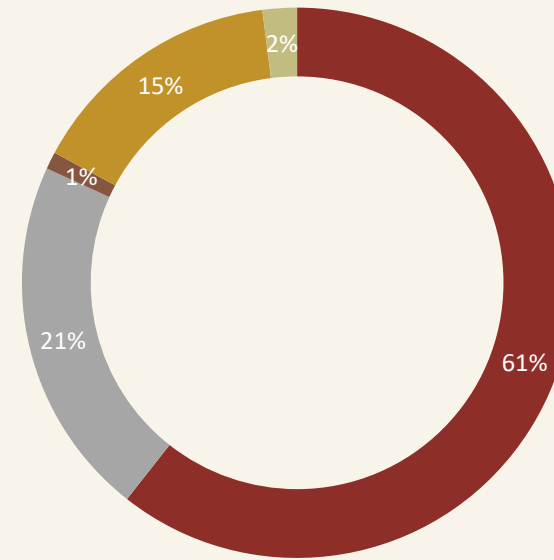


Product-wise Mar'19



■ Term Loan ■ NCD ■ Assignment / Securitization ■ Commercial paper ■ ECB

Product-wise Mar'18



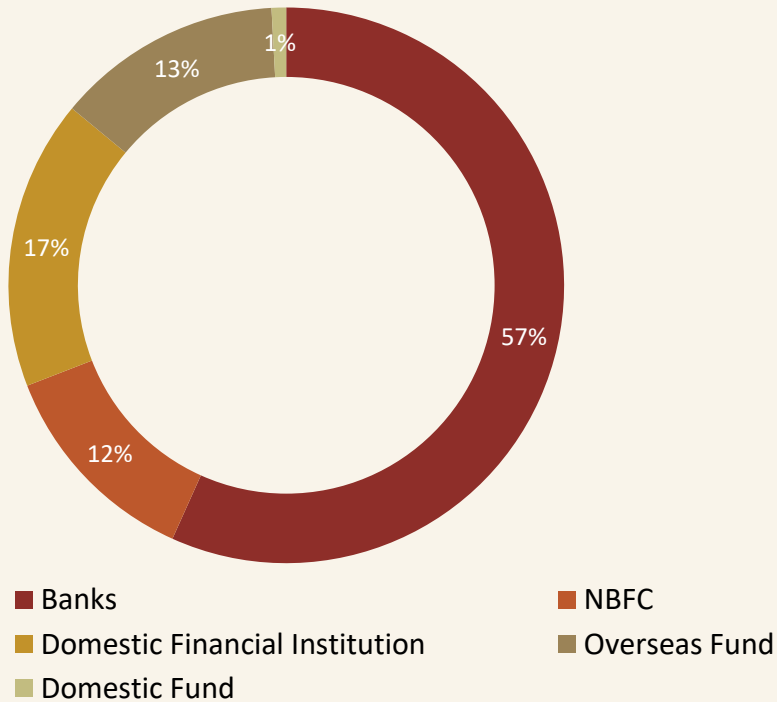
■ Term Loan ■ NCD ■ ECB ■ Securitisation/Assignment ■ CP

- No dependence on funding from commercial papers
- NCDs are primarily subscribed by overseas investors (FPIs)
- ~59% of borrowings are on fixed rates

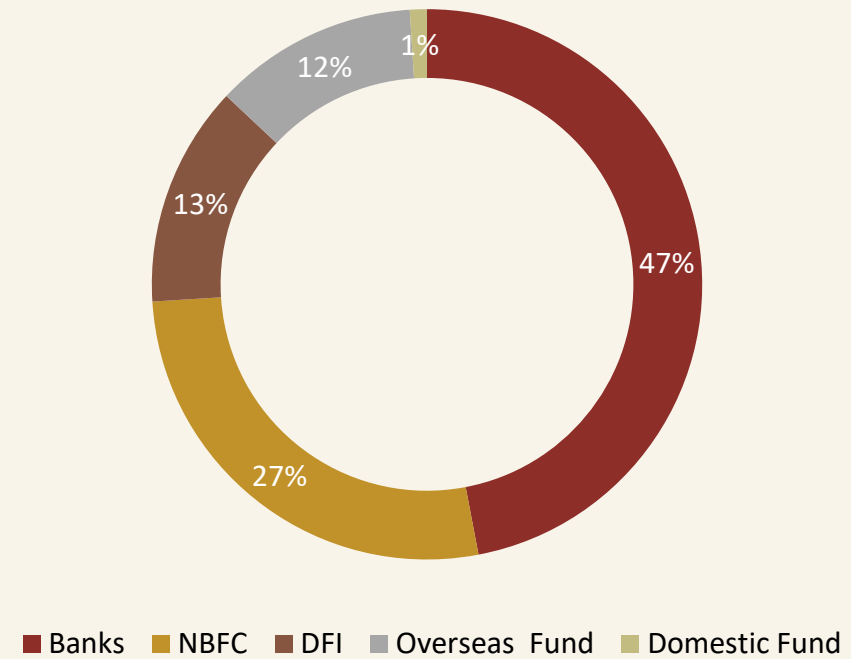


# Dynamic Liability Profile Insulated from Capital Market Turbulence

## Category of Lender Mar'19



## Category of Lender Mar'18



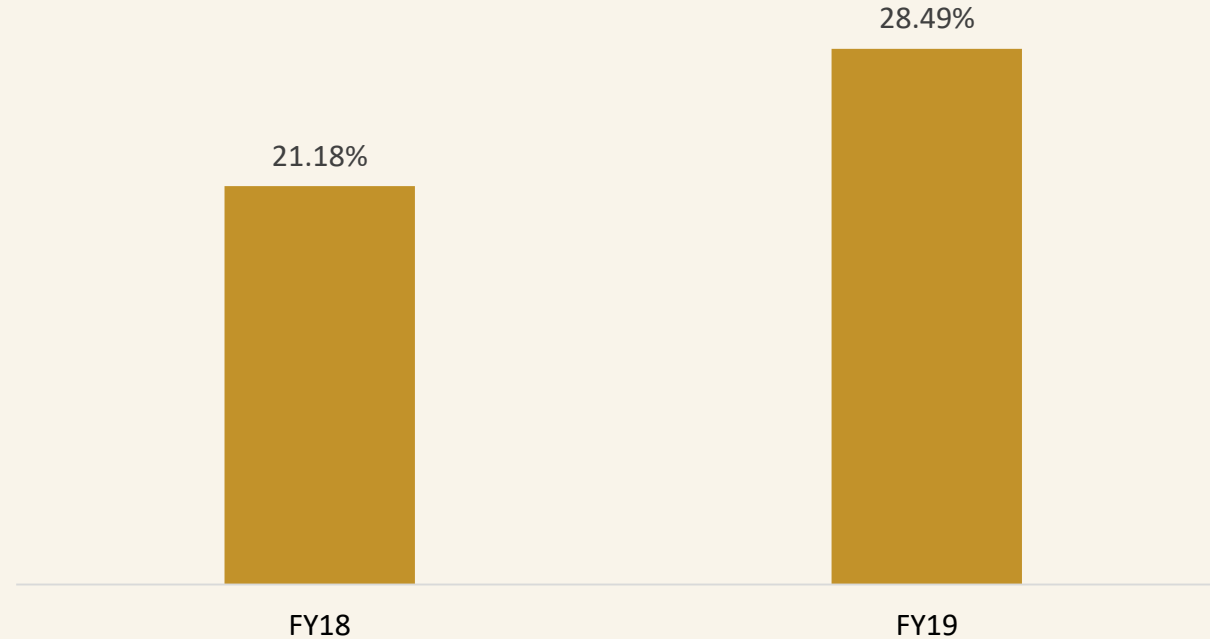
- Low dependence on PSL funding
- No dependence on mutual funds to meet funding requirement

# Strong Capitalization



## Healthy CRAR to support Growth Opportunities

Tie-up with bank and renewed interest of banks for Direct Assignment are reducing the requirement of capital for growth

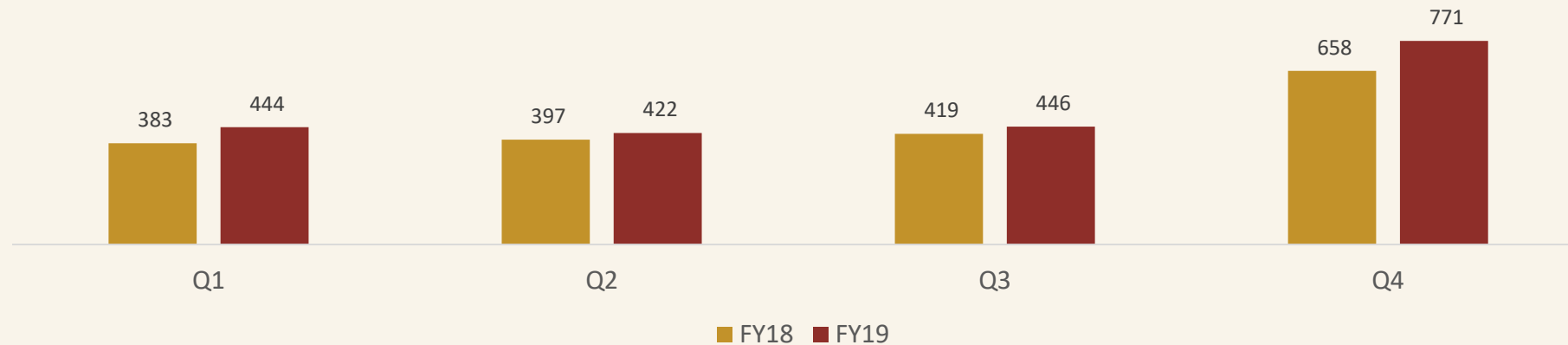


# A Difference in the Way We Disburse



## Growth While Focusing on Quality

Average monthly disbursement in (Rs. in crores)

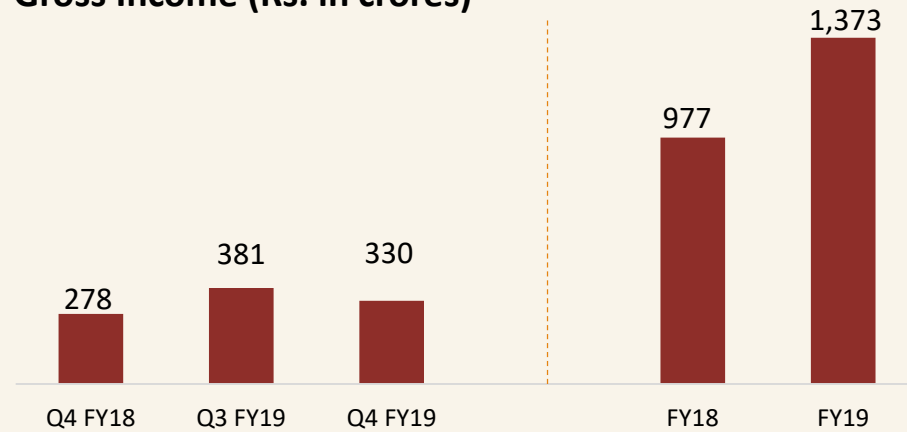


Data on standalone basis

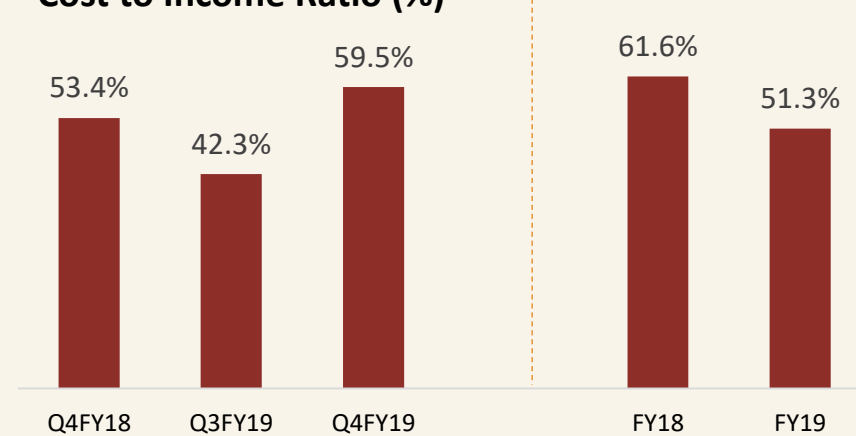
# Key Standalone Financials



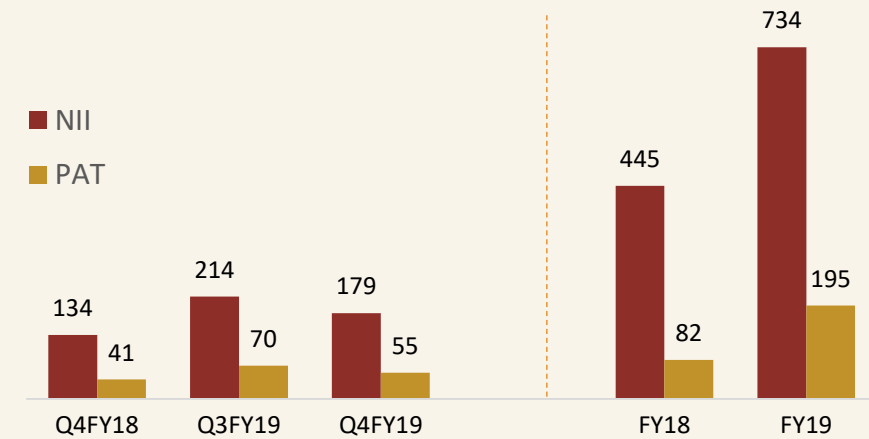
### Gross Income (Rs. in crores)



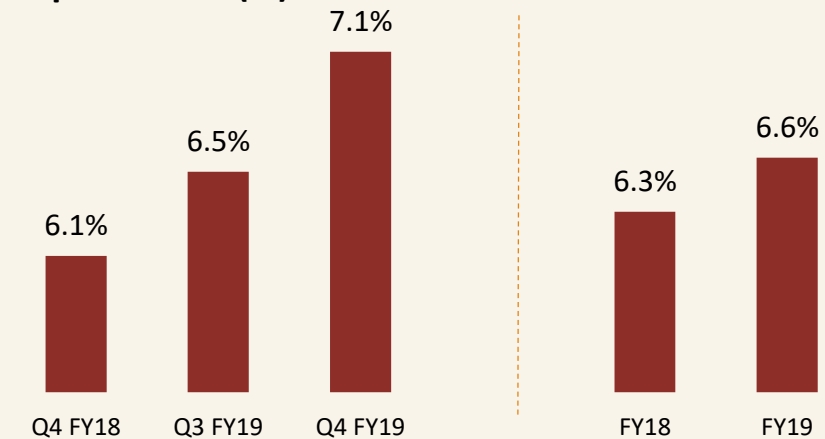
### Cost to Income Ratio (%)



### NII and PAT (Rs. in crores)



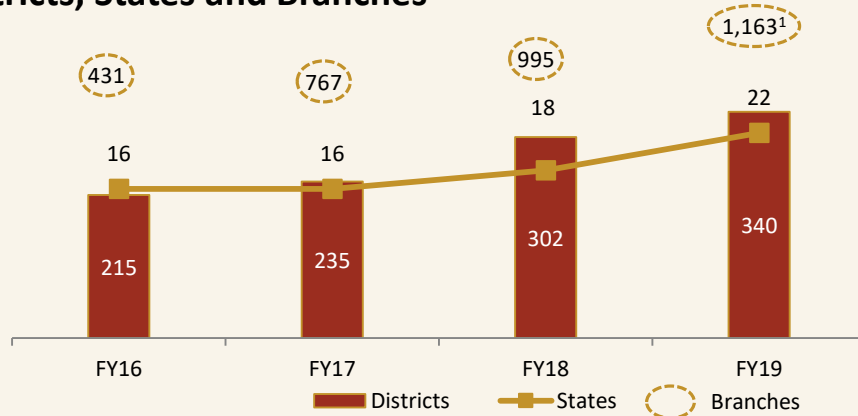
### Opex to GLP (%)



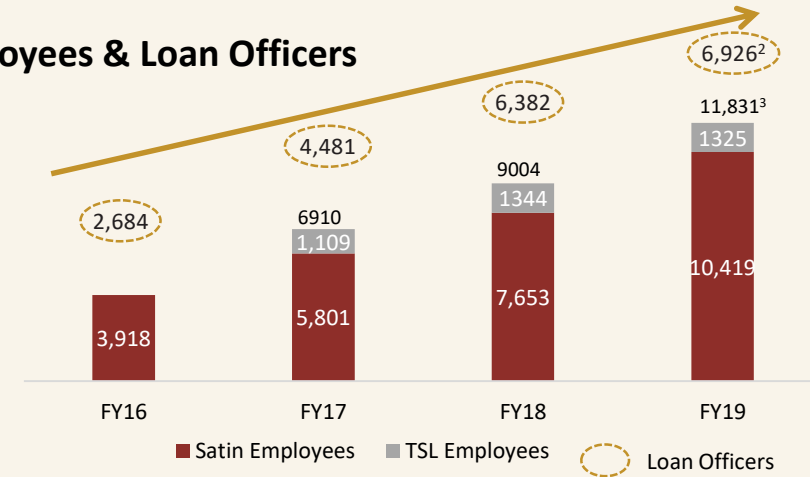
# Key Operation Metrics



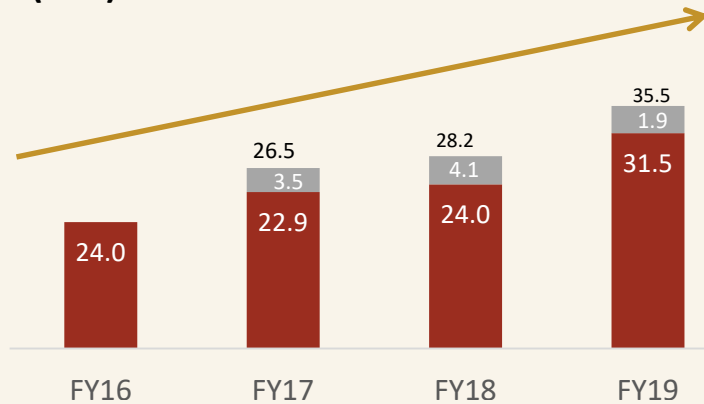
## Districts, States and Branches



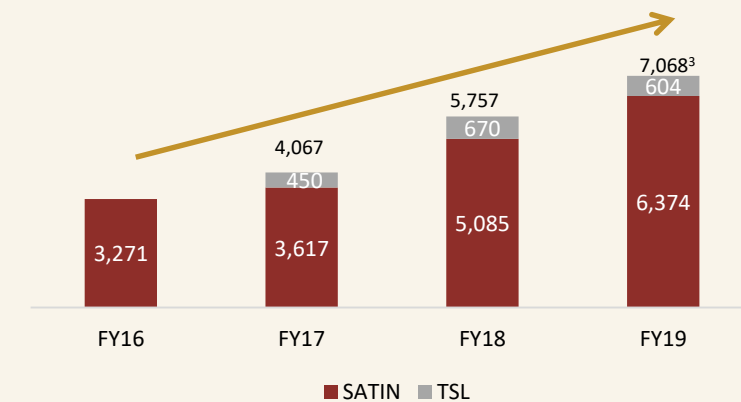
## Employees & Loan Officers



## Clients (lacs)



## Gross Loan Portfolio (Rs. in crore)



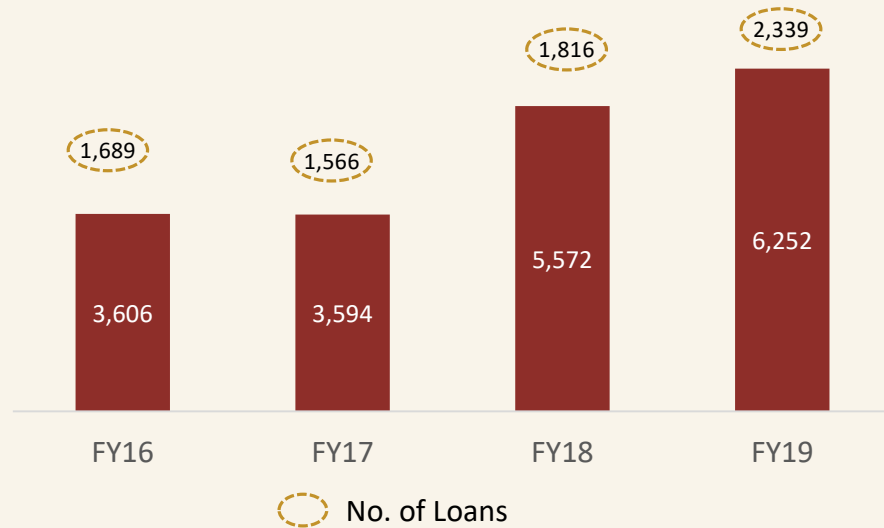
Note: (1) Data on Consolidated basis - On a standalone basis, the number of branches were 977 ; (2) Data on a consolidated basis - On a standalone basis the number of loan officers were 5,991 ; (3) Consolidated figures includes Satin Housing Finance Limited and Satin Finserv Ltd.

# A Difference Visible in Key Financials



## Steady growth seen in disbursement

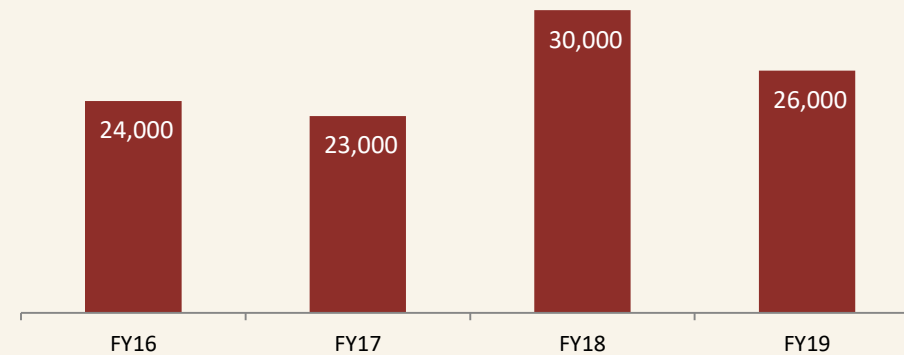
Disbursement<sup>1</sup> (Rs. in crore) & No. of Loans<sup>1</sup> ('000)



Note:

1) Standalone basis;

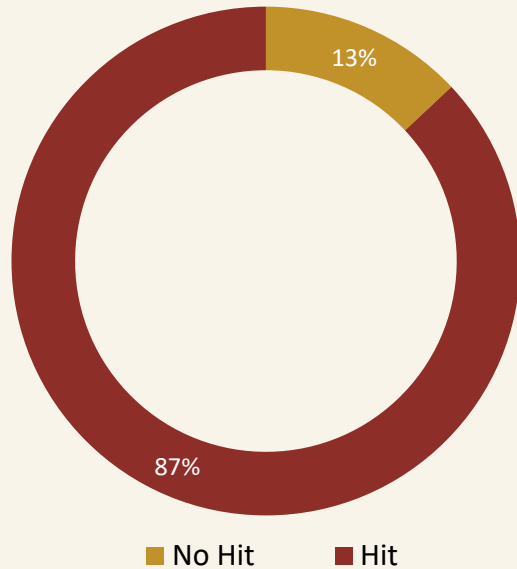
Satin JLG loans - Average Ticket Size (Rs.)



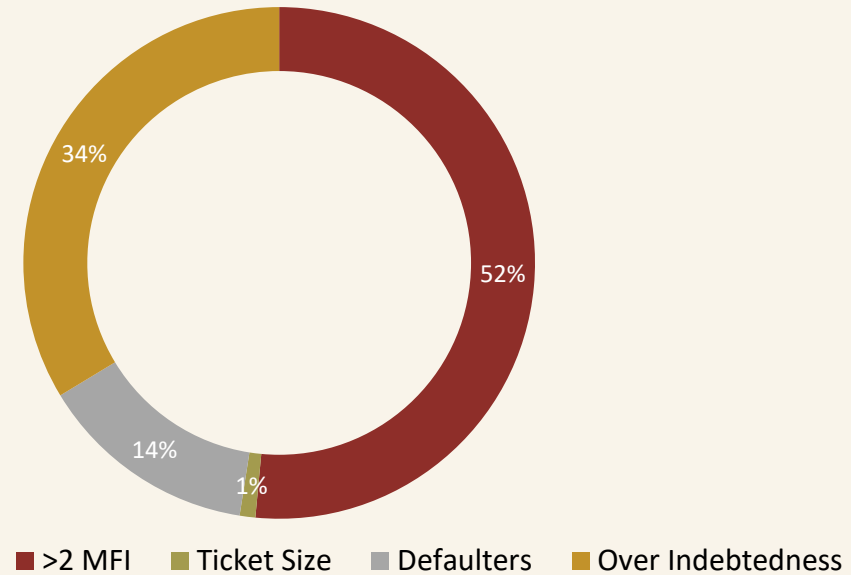
# Credit Bureau Data for Screening Loan Applications



## Hit Rate for all Products-Q4 FY19



## CB Rejection Reason-Q4 FY19



## SCNL Guidelines

	Limit	RBI Guidelines	MFIN Guidelines
Indebtedness Limit (INR)	80,000	Yes	Yes
Maximum No. of MFIs	2	Yes	Yes

## Rejection Rate for all products is ~17% for Q4FY19

### Note:

- Rejections are done based on data derived from CB report
- Rejection detail belongs to JLG customers

## Core operations (MFI Lending)

- Focus on Portfolio Quality
- Aim to achieve per state exposure to <20% by 2020
- Increase penetration through existing branches and by establishing new branches
- Scale up BC operations with IndusInd Bank
- Diversify revenue sources by increasing share of cross-sell income
- Credit scores for individuals and groups
- Cashless collections to reach >50% of total collections by Mar'20
- Psychometric analysis to be rolled out across branches
- Digital lending app to be instrumental in future growth

## Allied Businesses through wholly owned subsidiaries

### MSME

- Expand operations to new geographies – Presently operating in Delhi NCR, Haryana, Punjab, MP and Maharashtra
- Focus on portfolio quality

### SHFL – Housing Finance

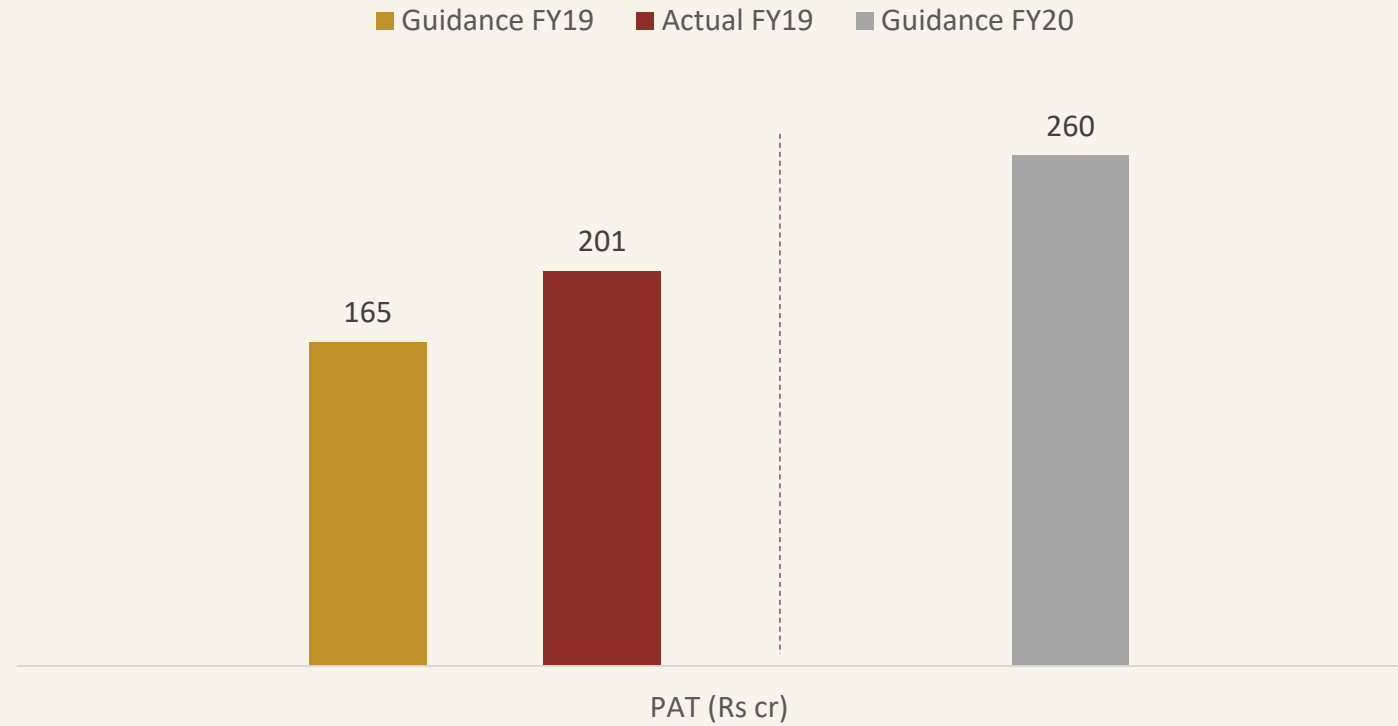
- Aspire to be a niche housing finance player in tier II, III and IV cities and towns
- Focus on portfolio quality

### Business Correspondent

- Entering into BC arrangement with a leading bank, will help in scaling operations
- Plan to broad base offerings besides microfinance



# Our Guidance



On consolidated basis

# Annexure – Business Details – Consolidated



Particulars	Q4 FY19	Q4FY18	YoY%	Q3FY19	QoQ%
AUM (Rs. cr)	<b>7,068</b>	<b>5,757</b>	<b>22.8%</b>	<b>6,208</b>	<b>13.9%</b>
On-Book AUM *	4,459	4,303	3.6%	4,293	3.9%
Securitization	429	773	-44.5%	446	-3.9%
Assignment	1,281	9	-	889	44.1%
Business Correspondence - IBL	633	-	-	407	55.4%
TSL - Business Correspondence	604	670	-9.8%	573	5.4%
SHFL - Housing Finance	79	2	-	45	73.7%
SFL	11	-	-	-	-
AUM Mix (Rs. cr)	<b>7,068</b>	<b>5,757</b>	<b>22.8%</b>	<b>6,208</b>	<b>13.9%</b>
MFI Lending	5,473	5,010	9.2%	5,005	9.3%
Product Financing	7	0	-	6	0.9%
MSME	261	75	249.7%	171	52.6%
Business Correspondence - IndusInd Bank	633	-	-	407	55.4%
TSL - Business Correspondence	604	670	-9.8%	573	5.4%
SHFL - Housing Finance	79	2	-	45	73.7%
SFL	11	-	-	-	-
No. of branches	<b>1,163</b>	<b>995</b>	<b>16.9%</b>	<b>1,118</b>	<b>4.0%</b>
SCNL	977	809	20.8%	937	4.3%
TSL	180	184	-2.2%	178	1.1%
SHFL	5	2	150.0%	3	66.7%
SFL	1	-	-	-	-

# Annexure – Business Details – Consolidated



Particulars	Q4 FY19	Q4FY18	YoY%	Q3FY19	QoQ%
<b>No. of Employees</b>	<b>11,831</b>	<b>9,004</b>	<b>31.4%</b>	<b>11,940</b>	<b>-0.9%</b>
SCNL	10,419	7,653	36.1%	10,538	-1.1%
TSL	1,325	1,344	-1.4%	1,335	-0.7%
SHFL	83	7	-	67	23.9%
SFL	4	-	-	-	-
<b>No. of Loan Officers</b>	<b>6,959</b>	<b>6,382</b>	<b>9.0%</b>	<b>6,874</b>	<b>1.2%</b>
SCNL	5,991	5,493	9.1%	5,937	0.9%
TSL	922	888	3.8%	906	1.8%
SHFL	46	1	-	31	48.4%
SFL	-	-	-	-	-
<b>No. of Active Clients</b>	<b>3,547,128</b>	<b>2,815,582</b>	<b>26.0%</b>	<b>3,283,501</b>	<b>8.0%</b>
SCNL	3,149,607	2,401,701	31.1%	2,877,090	9.5%
TSL	396,887	413,865	-4.1%	406,042	-2.3%
SHFL	630	16	-	369	70.7%
SFL	4	-	-	-	-
<b>Average Ticket Size</b>					
MFI Lending (SCNL)	26,000	30,000	-13.3%	25,000	4.0%
Product Financing (SCNL)	3,666	2,434	50.6%	2,884	27.1%
MSME (SCNL)	4,000,000	870,000	359.8%	2,260,000	77.0%
TSL	28,400	24,000	18.3%	26,900	5.6%
SHFL	1,453,000	1,300,000	11.8%	1,380,000	5.3%
SFL	28,700,000	-	-	-	-

# Annexure – P&L Statement – Consolidated (Quarterly)



Particulars (Rs cr)	Q4 FY19	Q4 FY18	Q3 FY19	YoY%	QoQ %
<b>Revenue</b>					
Interest and Fee Income	239	257	284	-7.0%	-15.9%
Net Gain On Derecognition of Financial Instruments	48	-	68		-30.1%
Treasury Income	30	20	25	52.3%	20.7%
Service Charges	28	17	23	64.0%	21.8%
Other Operating Income	5	1	0	353.3%	-
<b>Total Revenue</b>	<b>350</b>	<b>295</b>	<b>400</b>	<b>18.6%</b>	<b>-12.5%</b>
<b>Expenses</b>					
Finance Cost	153	145	167	5.1%	-8.6%
Employee Benefit Expenses	84	55	81	53.3%	3.8%
Credit Cost	-12	-	10	-	-219.2%
Other Expenses	35	34	23	3.4%	53.6%
Depreciation and amortization expense	4	4	3	-10.0%	9.2%
Total Expenses	263	238	284	10.7%	-7.3%
<b>Profit before tax</b>	<b>87</b>	<b>57</b>	<b>116</b>	<b>51.2%</b>	<b>-25.3%</b>
Tax expense	30	19	45	54.5%	-32.4%
<b>Profit after tax</b>	<b>56</b>	<b>38</b>	<b>71</b>	<b>49.5%</b>	<b>-20.9%</b>
Other comprehensive income net of taxes	25	-	-	-	-
<b>Total comprehensive income</b>	<b>81</b>	<b>38</b>	<b>71</b>	<b>116.3%</b>	<b>14.7%</b>

# Annexure – P&L Statement – Consolidated (Full year)



Particulars (Rs cr)	FY19	FY18	YoY %
<b>Revenue</b>			
Interest and Fee Income	1,116	905	23.3%
Net Gain On Derecognition of Financial Instruments	133	-	
Treasury Income	95	71	33.1%
Service Charges	87	52	68.8%
Other Operating Income	16	3	437.7%
<b>Total Revenue</b>	<b>1,448</b>	<b>1,031</b>	<b>40.4%</b>
<b>Expenses</b>			
Finance Cost	642	534	20.3%
Employee Benefit Expenses	305	220	38.6%
Credit Cost	52	44	17.9%
Other Expenses	119	102	17.4%
Depreciation and amortization expense	13	15	-15.1%
Total Expenses	1,132	915	23.7%
<b>Profit before tax</b>	<b>316</b>	<b>116</b>	<b>172.6%</b>
Tax expense	114	41	178.4%
<b>Profit after tax</b>	<b>201</b>	<b>75</b>	<b>169.4%</b>
Other comprehensive income net of taxes	25	-	-
<b>Total comprehensive income</b>	<b>227</b>	<b>75</b>	<b>202.6%</b>

# Annexure - Operational Details – Standalone (Quarterly)



PARTICULARS	Q4 FY19	Q4 FY18	Q3 FY19	YoY %	QoQ %
Gross AUM (Rs. cr)	6,374	5,085	5,590	25.3%	14.0%
No. of districts	340	302	340	12.6%	0.0%
No. of branches	977	809	937	20.8%	4.3%
No. of States of operation	22	18	23	22.2%	-4.3%
No. of Employees	10,419	7,653	10,538	36.1%	-1.1%
No. of Loan Officers	5,991	5,493	5,937	9.1%	0.9%
No. of Loan accounts	3,604,646	2,439,981	3,124,344	47.7%	15.4%
Disbursement during the period (Rs. cr)	2,314	1,973	1,338	17.3%	72.9%
No. of loans disbursed during the period	857,224	633,379	545,415	35.3%	57.2%

PARTICULARS	Q4 FY19	Q4 FY18	Q3 FY19	YoY %	QoQ %
MFI Lending (excl. Prod. Financing & MSME)					
Gross AUM (Rs. cr)	6,106	5,010	5,412	21.9%	12.8%
No. of branches	971	804	931	20.8%	4.3%
No. of Employees	10,298	7,578	10,420	35.9%	-1.2%
No. of Loan Accounts	3,572,524	2,438,278	3,091,205	46.5%	15.6%
Disbursement during the period (Rs. cr)	2,171	1,957	1,255	11.0%	73.1%
No. of loans disbursed during the period (cr)	841,191	632,591	512,745	33.0%	64.1%

# Annexure - Operational Details – Standalone (Quarterly)



PARTICULARS	Q4 FY19	Q4 FY18	Q3 FY19	YoY %	QoQ %
Productivity Metrics for MFI lending					
Gross AUM/ Branch (Rs. cr)	6.3	6.2	5.8	0.9%	8.1%
Gross AUM/ Loan Officer (Rs. cr)	1.0	0.9	0.9	11.7%	11.8%
Disbursement/ Branch (Rs. cr)	2.2	2.4	1.3	-8.1%	66.0%
Disbursement/ Loan Officer (Rs. cr)	0.4	0.4	0.2	1.7%	71.5%
No. of Clients/ Branch	3,211	2,986	3,055	7.5%	5.1%
No. of Clients/ Loan Officer	520	437	479	19.0%	8.6%
Average Ticket Size (Rs.)	26,000	30,000	25,000	-13.3%	4.0%

PARTICULARS	Q4 FY19	Q4 FY18	Q3 FY19	YoY %	QoQ %
Product Financing					
Gross AUM (Rs. cr)	6.5	1.3	6.5	383.8%	0.9%
No. of Loans Accounts	30,374	732	31,677	-	-4.1%
Disbursement during the period (Rs. cr)	5.7	0.18	9.3	-	-38.5%
No. of loans disbursed during the period	15,657	581	32,341	-	-51.6%
Ticket Size for the period (Rs.)	3,666	2,434	2,884	50.6%	27.1%

PARTICULARS	Q4 FY19	Q4 FY18	Q3 FY19	YoY %	QoQ %
MSME					
Gross AUM (Rs. cr)	261	75	171	249.7%	52.6%
No. of branches	34	29	33	17.2%	3.0%
No. of employees	121	75	118	61.3%	2.5%
No. of Loans Accounts	1,748	971	1,447	80.0%	20.8%
Disbursement during the period (Rs. cr)	136.8	16	74	745.7%	84.3%
No. of loans disbursed during the period	342	207	329	65.2%	4.0%
Average Ticket size	4,000,000	870,000	2,260,000	361.6%	77.3%

# Annexure - Operational Details – Standalone (Full year)



PARTICULARS	FY19	FY18	YoY %
<b>Gross AUM (Rs. cr)</b>	<b>6,374</b>	<b>5,085</b>	<b>25.4%</b>
No. of districts	340	302	12.9%
No. of branches	977	809	20.8%
No. of States of operation	22	18	22.2%
No. of Employees	10,419	7,653	36.1%
No. of Loan Officers	5,991	5,493	9.1%
No. of Loan Accounts	3,604,646	2,439,981	47.7%
Disbursement during the period (Rs. cr)	6,252	5,572	12.2%
No. of loans disbursed during the period	2,339,494	1,816,335	28.8%
<b>MFI Lending (excl. Prod. Financing &amp; MSME)</b>			
<b>Gross AUM (Rs. cr)</b>	<b>6,106</b>	<b>5,010</b>	<b>21.9%</b>
No. of branches	971	804	20.8%
No. of Employees	10,298	7,578	35.9%
No. of Loan Accounts	3,572,524	2,438,278	46.5%
Disbursement during the period (Rs. cr)	5,980	5,509	8.6%
No. of loans disbursed during the period	2,284,514	1,814,884	25.9%
<b>Productivity Metrics for MFI Lending</b>			
Gross AUM/ Branch (Rs. Cr)	6.3	6.2	0.9%
Gross AUM/ Loan Officer (Rs. cr)	1.0	0.9	11.7%
Disbursement/ Branch (Rs. cr)	6.2	6.9	-10.1%
Disbursement/ Loan Officer (Rs. cr)	1.0	1.0	-0.5%
No. of Clients/ Branch	3,242	2,986	8.6%
No. of Clients/ Loan Officer	525	437	20.1%
Average Ticket Size (Rs.)	26,000	30,000	-13.3%



# Annexure - Operational Details – Standalone (Full year)



PARTICULARS	FY19	FY18	YoY %
<b>Product Financing</b>			
Gross AUM (Rs. cr)	6.5	0.1	-
No. of Loans Accounts	30,374	732	-
Disbursement during the period (Rs. cr)	18.2	0.2	-
No. of loans disbursed during the period	53,901	732	-
Ticket Size for the period (Rs.)	3,381	2,432	39.0%
<b>MSME</b>			
Gross AUM (Rs. cr)	261	75	249.7%
No. of branches	34	29	17.2%
No. of employees	121	75	61.3%
No. of Loans Accounts	1,748	971	80.0%
Disbursement during the period (Rs. cr)	253	62	306.7%
No. of loans disbursed during the period	1,045	719	45.3%
Average Ticket size	2,420,000	870,000	178.2%

# Annexure - Financial Performance – Standalone



Particulars (Rs cr)	FY19	FY18	Q4 FY19	Q4 FY18	Q3 FY19
Gross yield <sup>(1)</sup>	23.97%	22.45%	22.07%	23.66%	27.35%
Financial Cost Ratio <sup>(2)</sup>	11.15%	12.22%	10.10%	12.27%	11.95%
Net Interest Margin <sup>(3)</sup>	12.81%	10.23%	11.98%	11.39%	15.40%
Operating Expense ratio <sup>(4)</sup>	6.57%	6.30%	7.12%	6.08%	6.51%
Loan Loss Ratio <sup>(5)</sup>	0.91%	1.02%	-0.81%	-0.02%	0.71%
RoA <sup>(6)</sup>	3.01%	1.49%	3.30%	2.78%	4.17%
RoE <sup>(8)</sup>	19.08%	12.24%	19.97%	18.89%	26.92%
Leverage (Total Debt <sup>(7)</sup> / Total Net Worth)	4.55	5.78	4.55	5.78	5.05
Cost to Income Ratio	51.27%	61.56%	59.46%	53.40%	42.29%
<b>Asset Quality</b>	<b>FY19</b>	<b>FY18</b>	<b>Q4 FY19</b>	<b>Q4 FY18</b>	<b>Q3 FY19</b>
GNPA %	2.9	4.4	2.9	4.4	3.2
ECL as % of AUM	1.6	4.2	1.6	4.2	2.0

1. Gross Yield represents the ratio of total Income in the relevant period to the average AUM
2. Financial Cost Ratio represents the ratio of interest Expense in the relevant period to the Average AUM
3. Net Interest Margin represents the difference between the Gross Yield and the Financial Cost Ratio
4. Operating Expenses Ratio represents the ratio of the Operating Expenses (expenses including depreciation but excluding Credit Cost and interest Expense) to the Average AUM
5. Loan Loss Ratio represents the ratio of credit cost to the Average AUM
6. RoA is annualized and represents ratio of PAT to the Average Total Assets
7. Total Debt includes Securitization and preference shares considered as debt in accordance of IndAS
8. RoE is annualized and represents PAT(Post Preference Dividend) to the average equity (i.e., net worth excluding preference share capital)

# Annexure – P&L Statement– Standalone (Quarterly)



Particulars (Rs cr)	Q4 FY19	Q4 FY18	Q3 FY19	YoY%	QoQ %
<b>Revenue</b>					
Interest and Fee Income	237	258	282	-8.1%	-15.9%
Net Gain On Derecognition of Financial Instruments	48	-	68		-30.1%
Treasury Income	29	19	24	50.2%	21.7%
Service Charges	14	-	8		68.6%
Other Operating Income	3	1	-	412.1%	-727.8%
<b>Total Revenue</b>	<b>330</b>	<b>278</b>	<b>381</b>	<b>18.9%</b>	<b>-13.4%</b>
<b>Expenses</b>					
Finance Cost	151	144	167	4.9%	-9.4%
Employee Benefit Expenses	73	47	70	54.3%	4.0%
Credit Cost	-12	-	10	-	-221.9%
Other Expenses	30	20	18	48.1%	71.0%
Depreciation and amortization expense	3	4	3	-9.4%	15.9%
Total Expenses	245	215	267	14.0%	-8.2%
<b>Profit before tax</b>	<b>85</b>	<b>62</b>	<b>114</b>	<b>35.6%</b>	<b>-25.7%</b>
Tax expense	29	21	44	37.0%	-33.4%
<b>Profit after tax</b>	<b>55</b>	<b>41</b>	<b>70</b>	<b>34.8%</b>	<b>-20.8%</b>
Other comprehensive income net of taxes	25	-	-	-	-
<b>Total comprehensive income</b>	<b>81</b>	<b>41</b>	<b>70</b>	<b>96.2%</b>	<b>15.1%</b>

# Annexure – P&L Statement – Standalone (Full year)



Particulars (Rs cr)	FY19	FY18	YoY %
<b>Revenue</b>			
Interest and Fee Income	1,113	905	22.9%
Net Gain On Derecognition of Financial Instruments	133	-	
Treasury Income	91	69	32.4%
Service Charges	25	-	
Other Operating Income	11	2	339.1%
<b>Total Revenue</b>	<b>1,373</b>	<b>977</b>	<b>40.6%</b>
<b>Expenses</b>			
Finance Cost	639	532	20.2%
Employee Benefit Expenses	265	189	40.0%
Credit Cost	52	44	17.1%
Other Expenses	100	71	41.6%
Depreciation and amortization expense	11	14	-19.5%
Total Expenses	1,067	850	25.6%
<b>Profit before tax</b>	<b>306</b>	<b>127</b>	<b>141.4%</b>
Tax expense	111	44	148.9%
<b>Profit after tax</b>	<b>195</b>	<b>82</b>	<b>137.3%</b>
Other comprehensive income net of taxes	25	-	-
<b>Total comprehensive income</b>	<b>220</b>	<b>82</b>	<b>167.8%</b>

# Annexure - Operational Details – TSL



Particulars	Q4 FY19	Q4 FY18	YoY %	Q3 FY19	QoQ %
<b>Gross AUM (Rs. cr)</b>	<b>604</b>	<b>670</b>	<b>-9.8%</b>	<b>573</b>	<b>5.4%</b>
Disbursement during the period (Rs. Cr)	206	259	-20.5%	152	35.4%
No. of loans disbursed during the period	72,115	99,106	-27.2%	54,023	33.5%
No. of Active Customers	396,887	413,865	-4.1%	406,042	-2.3%
No. of Employees	1,325	1,344	-1.4%	1,335	-0.7%
No. of Loan Officers	922	888	3.8%	906	1.8%
No. of States of operation	8	8	0.0%	8	0.0%
No. of districts	91	95	-4.2%	103	-11.7%
No. of branches	180	184	-2.2%	178	1.1%
No. of Regional Offices (RO)	8	7	14.3%	8	0.0%
<b>Productivity Metrics</b>					
Gross AUM/ Branch (Rs. cr)	3.4	3.6	-7.8%	3.2	4.3%
Gross AUM/ Loan Officer (Rs. cr)	0.7	0.8	-13.1%	0.6	3.6%
Disbursement/ Branch (Rs. cr)	1.1	1.4	-18.7%	0.9	33.9%
Disbursement/ Employee (Rs. cr)	0.2	0.2	-19.4%	0.1	36.5%
No. of Clients/ Branch	2,205	2,249	-2.0%	2,281	-3.3%
No. of Clients/ Loan Officer	430	466	-7.6%	448	-4.0%
Average Ticket size (Rs.)	28,400	26,000	9.2%	27,800	2.2%

# Annexure - P&L Statement– TSL



Particulars (Rs cr)	Q4 FY19	Q4 FY18	Q3 FY19	YoY%	QoQ %
<b>Revenue</b>					
<b>Total Revenue</b>	<b>16.4</b>	<b>17.2</b>	<b>16.9</b>	<b>-4.9%</b>	<b>-3.2%</b>
<b>Expenses</b>					
Finance Cost	1.1	1.5	0.4	-24.5%	210.3%
Employee Benefit Expenses	8.7	6.9	9.0	26.1%	-3.3%
Credit Cost	2.0	11.5	1.9	-82.3%	6.8%
Other Expenses	2.3	2.1	3.0	6.6%	-24.9%
Depreciation and amortization expense	0.1	0.2	0.3	-38.1%	-55.3%
<b>Total Expenses</b>	<b>14.2</b>	<b>22.2</b>	<b>14.6</b>	<b>-36.0%</b>	<b>-2.4%</b>
<b>Profit before tax</b>	<b>2.2</b>	<b>-5.0</b>	<b>2.3</b>	<b>-142.7%</b>	<b>-8.4%</b>
Tax expense	1.0	-1.8	0.7	-153.0%	40.6%
<b>Profit after tax</b>	<b>1.2</b>	<b>-3.2</b>	<b>1.7</b>	<b>-136.9%</b>	<b>-28.4%</b>
Other comprehensive income net of taxes	-0.2	-0.1	0.2	47.0%	-203.7%
<b>Total comprehensive income</b>	<b>1.0</b>	<b>-3.3</b>	<b>1.8</b>	<b>-130.0%</b>	<b>-45.5%</b>

# Annexure – P&L Statement – TSL



Particulars (Rs cr)	FY19	FY18	YoY %
<b>Revenue</b>			
<b>Total Revenue</b>	<b>68.3</b>	<b>53.9</b>	<b>26.8%</b>
<b>Expenses</b>			
Finance Cost	2.5	2.4	4.4%
Employee Benefit Expenses	35.3	30.4	16.2%
Credit Cost	5.7	21.0	-72.7%
Other Expenses	11.1	9.5	17.1%
Depreciation and amortization expense	1.1	0.7	60.8%
Total Expenses	55.7	63.9	-12.8%
<b>Profit before tax</b>	<b>12.6</b>	<b>-10.1</b>	<b>-224.6%</b>
Tax expense	4.1	-3.2	-228.4%
<b>Profit after tax</b>	<b>8.4</b>	<b>-6.8</b>	<b>-222.8%</b>
Other comprehensive income net of taxes	0.1	0.1	-
<b>Total comprehensive income</b>	<b>8.5</b>	<b>-6.7</b>	<b>-225.5%</b>

# Annexure - Financial & Operational Details – SHFL



Particulars	Q4FY19	Q3FY19	QoQ%
Gross AUM (Rs. cr)	79	45	73.7%
Average Ticket Size (Rs)	1,453,000	1,380,000	5.3%
Disbursement (Rs. cr)	34	21	60.5%
CRAR (%)	111.1%	94.65%	17.4%
No. of Branches	5	3	66.7%
No. of States	4	4	0.0%
No. of Total Staff	83	67	23.9%
No. of Loan Officers	46	31	48.4%

Particulars	FY19	FY18
Gross AUM (Rs. cr)	79	2
Average Ticket Size (Rs)	1,453,000	1,300,000
Disbursement (Rs. cr)	83	2
CRAR (%)	111.10%	685.96%
No. of Branches	5	2
No. of States	4	3
No. of Total Staff	83	7
No. of Loan Officers	46	1

Particulars (Rs cr)	FY19	FY18
Revenue		
Interest and Fee Income	4.5	0.0
Treasury Income	1.0	0.6
Other income	1.6	-
<b>Total Revenue</b>	<b>7.1</b>	<b>0.6</b>
Expenses		
Finance cost	1.1	-
Employee benefit expenses	4.8	0.9
Credit Cost	0.3	0.0
Other expenses	2.3	0.4
Depreciation and amortization expenses	0.1	-
<b>Total Expenses</b>	<b>8.6</b>	<b>1.3</b>
<b>Profit before tax</b>	<b>(1.5)</b>	<b>(0.7)</b>
Tax expense	(0.3)	(0.2)
<b>Profit after tax</b>	<b>(1.2)</b>	<b>(0.5)</b>
Other comprehensive income	-	-
<b>Total comprehensive income</b>	<b>(1.2)</b>	<b>(0.5)</b>



# Annexure - Financial & Operational Details – SFL



Particulars	FY19
Gross AUM (Rs. cr)	11.4
Average Ticket Size (Rs)	28,700,000
Disbursement (Rs. cr)	11.5
No. of Loan Disbursed	4
No. of Branches	1
No. of States	5
No. of Total Staff	4

Particulars (Rs lacs)	FY19
Revenue	
Interest and Fee Income	10.34
Treasury Income	0
Other income	0.04
Total Revenue	10.38
Expenses	
Finance cost	0.36
Employee benefit expenses	48.53
Credit Cost	4.56
Other expenses	42.28
Depreciation and amortization expenses	0
Total Expenses	95.73
Profit before tax	(85.35)
Tax expense (DTA)	(22.18)
Profit after tax	(63.17)
Other comprehensive income	0
Total comprehensive income	(63.17)

# Industry Performance



**11,747**

Branch network, up 34% Y-o-Y

**1 lacs**

employee base, up 38% Y-o-Y

**2.94 crores**

Clients, up 34% Y-o-Y

**3.60 crores**

Loan accounts, up 35% Y-o-Y

Rs. **29,733**

Average ticket size, up 14% Y-o-Y

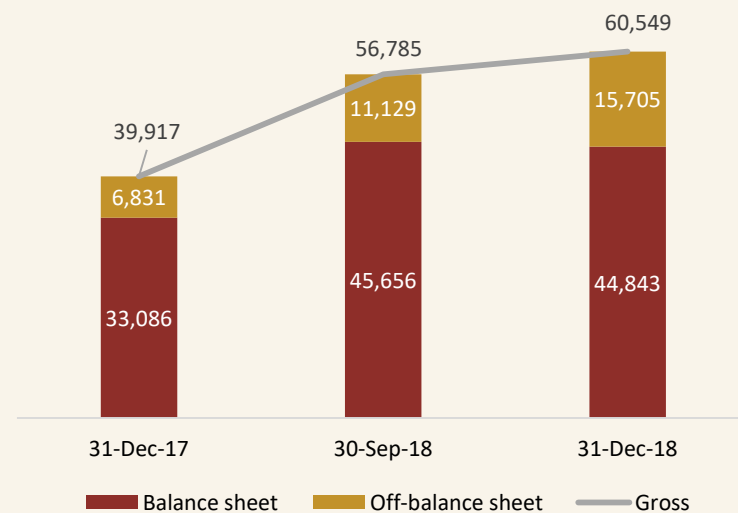
**60,549 crores**

AUM, up 52% YoY

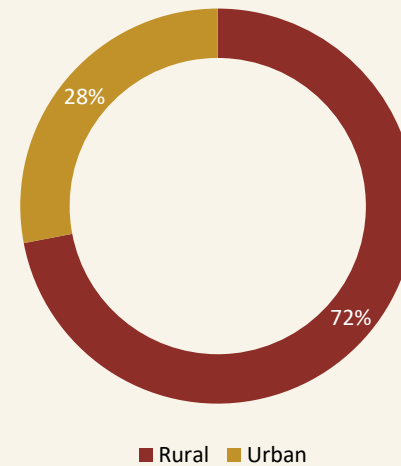
Source: MFIN Micrometer December 2018, Data is for Microfinance companies

- As of December 31<sup>st</sup> 2018, GLP of NBFC-MFIs was estimated at Rs. 60,549 crores
- Top 10 MFIs, in terms of loan amount disbursed, accounted for 78% of total industry disbursements

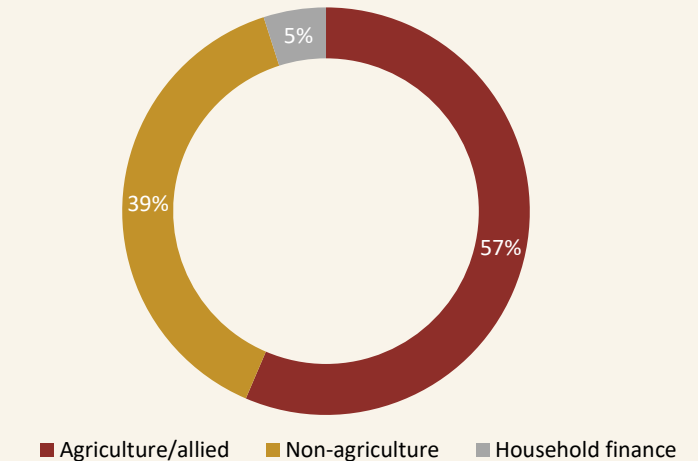
**Loan Portfolio (Rs. in crore)**



**Breakup of GLP geography (31<sup>st</sup> Dec 2018)**



**Breakup of GLP purpose (31<sup>st</sup> Dec 2018)**



Source: MFIN Micrometer December 2018

# Industry - Growth Drivers



Government initiatives such as Micro Units Development and Refinance Agency (MUDRA), Pradhan Mantri Jan Dhan Yojana (PMJDY), etc



Government focus on digitisation



Massive growth potential of MSME and Business Correspondence (BC) sectors



Healthy growth in affordable housing finance segment



Increased penetration of technology in rural areas

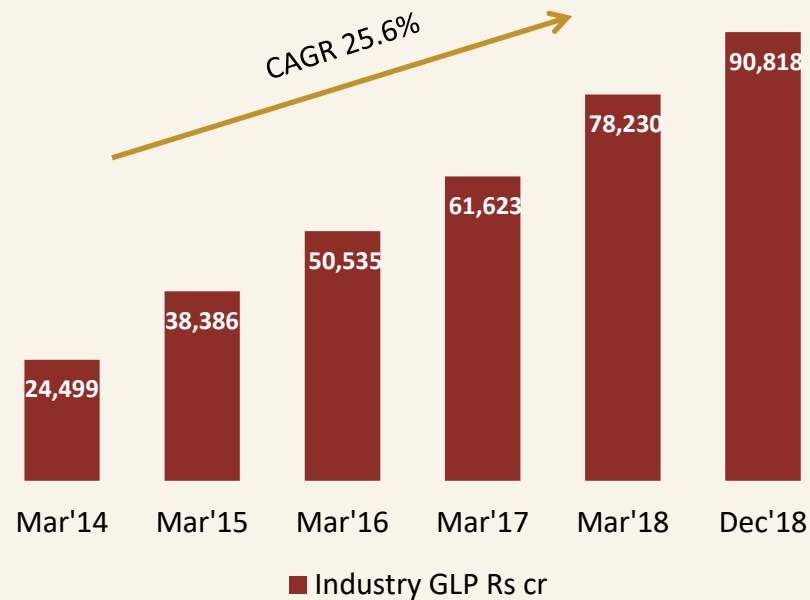


Large unmet demand in the industry

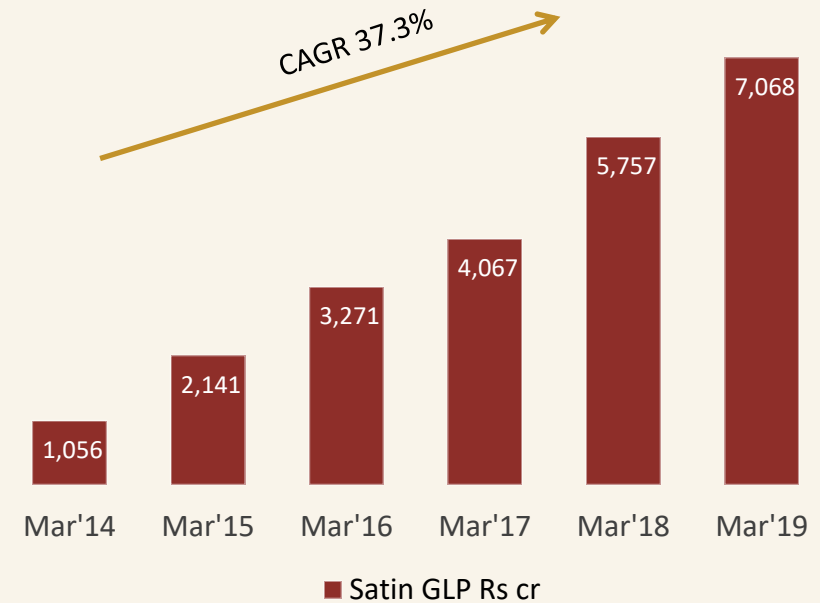
# Satin Surging Ahead, Faster than Industry



Industry is growing at a CAGR of ~26%



Satin maintained a healthy growth momentum

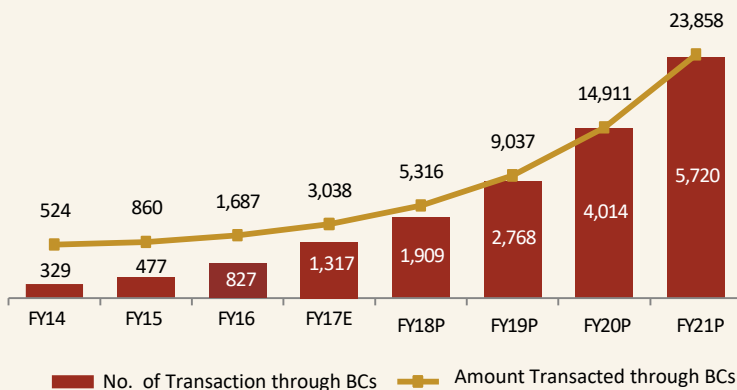


- Data for the industry is compiled from MFIN Micrometer reports and includes MFIs and SFBs
- Satin GLP is taken on consolidated basis

- BC portfolio to witness healthy growth as overall banking credit growth recovers, MFI industry stabilizes and competition from SFBs reduces
- Micro-lending through BCs have attracted banks due to several benefits such as:
  - Meeting of PSL targets without any direct involvement as loans are sourced by MFIs
  - Better resource utilisation for banks as rural branches get relieved from a significant part of low-ticket size micro-lending obligations
  - Improved portfolio quality - NBFC-MFIs have expertise in micro-lending as part of their core portfolio, unlike banks who primarily focus on industrial and other higher ticket-size lending
- BCs model benefits NBFC MFIs as :
  - MFIs can offer a much wider range of products - savings, credit, insurance, pension and remittances, leading to higher degree of client satisfaction, improved loyalty and reduced default risks
  - Savings history of clients to enable better credit appraisal and help in addressing multiple borrowing problem
  - MFIs can insulate themselves from political and operational risks, as they will fall under the purview of RBI, avoiding Government interference

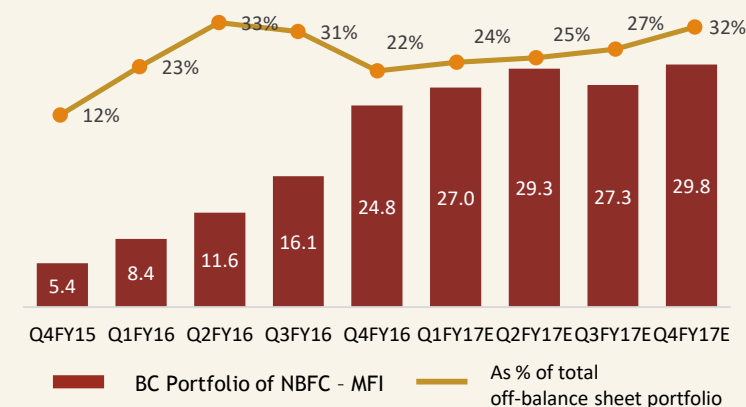
## Number of BC transactions to soar given lower cost of operations

BC Transactions - Value (Rs. Bn) and Volume (Mn)



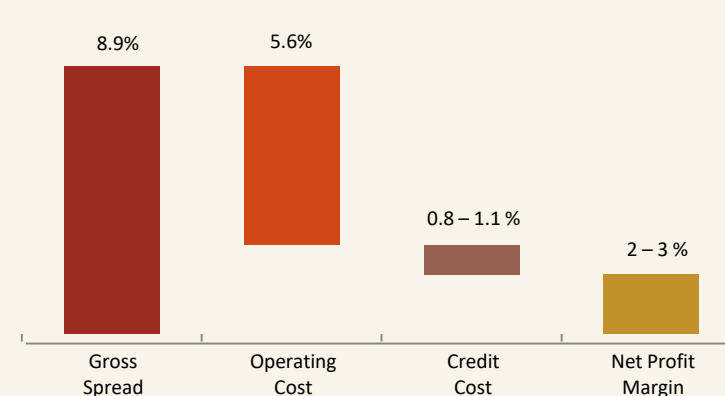
## BC portfolio of NBFC-MFIs on the rise

BC Portfolio of NBFC - MFI (Rs. Bn)



## Higher margins and attractive ROA makes BC business lucrative even for MFIs

Estimated Costs and Ratios BC Business



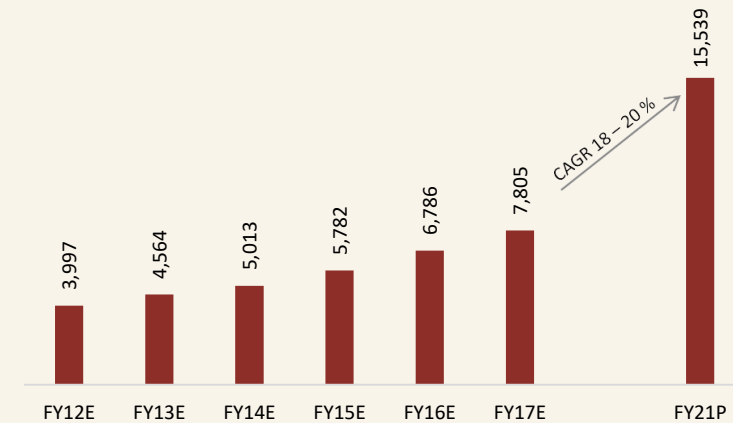
# Small Ticket Housing Finance Companies (HFCs)



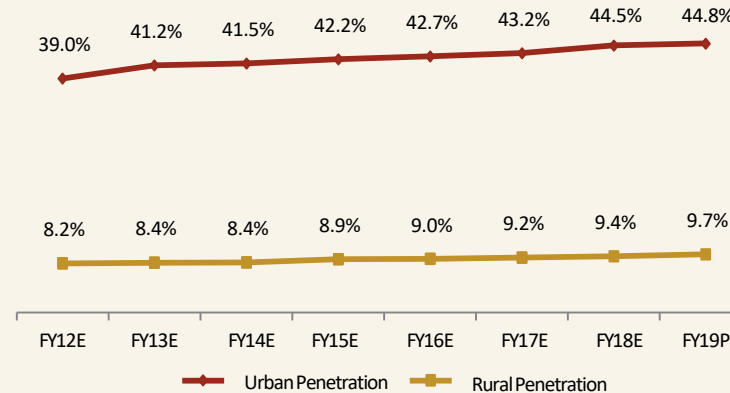
## Key Growth Drivers include

- Thrust on low ticket housing with Government initiatives like Housing for All, Pradhan Mantri Awas Yojana, Infra status to affordable housing companies etc
- Revision of interest spread cap to 3.5% for Rural Housing Fund (RHF)
- Lower risk-weights and higher LTV for low ticket loans to boost disbursements
- LTV on loans between Rs 30-75L increased to 80% from 75% and risk weights reduced to 35% from 50%
- Urbanisation to increase at 2.0-2.5% CAGR between 2017-2022

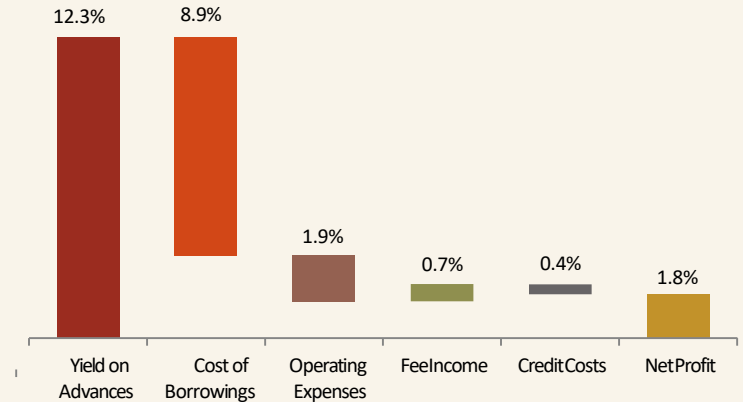
## Loan book – less than Rs. 2.5 Million



## Rise in finance penetration to drive industry growth



## Profitability of HFCs

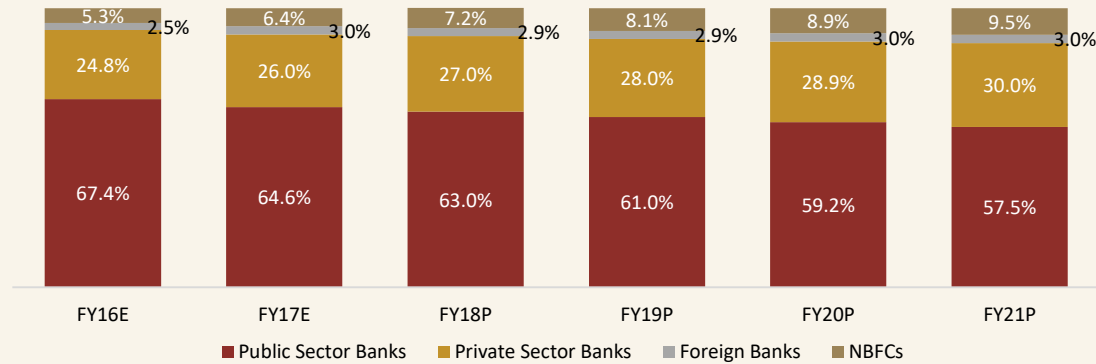


# Micro, small and medium enterprise (MSME) finance



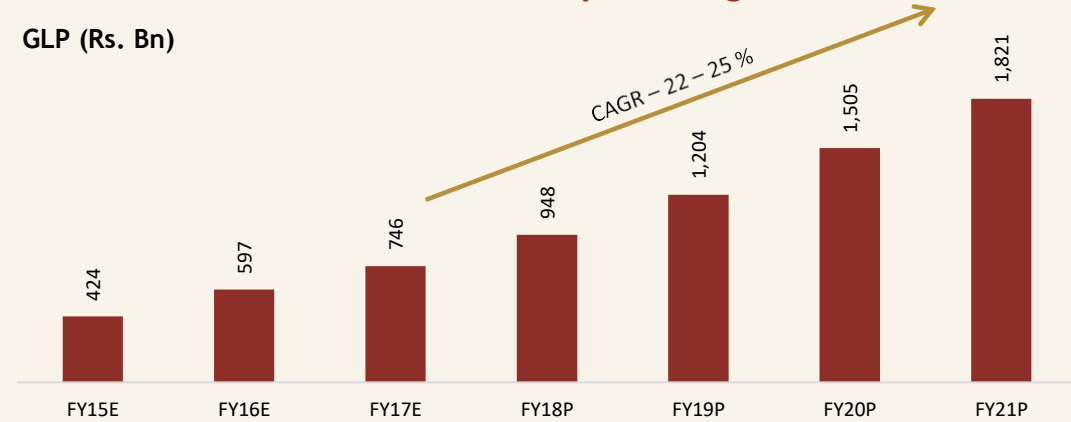
## Share of and private banks to increase in MSMSE credit

Share of MSME Finance By Institutions



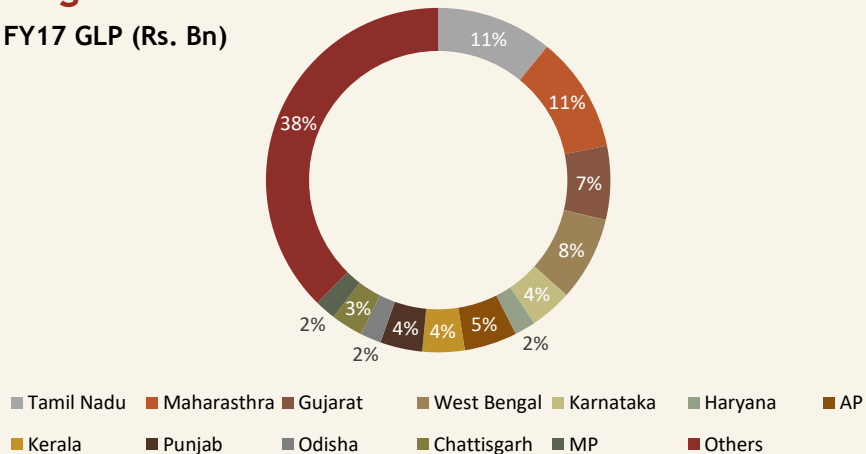
## NBFCs' MSME credit to sustain impressive growth

GLP (Rs. Bn)



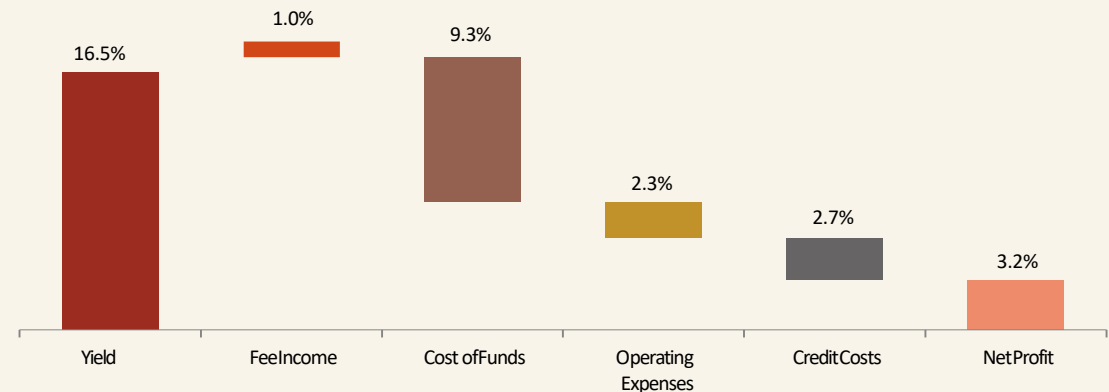
## Southern, western states contributing to majority of MSME loan outstanding with banks

Statewise FY17 GLP (Rs. Bn)



## Profitability of NBFC lending

Profitability of NBFC SME Lending





# Awards and Accolades



- Mr. HP Singh, CMD, was conferred the **'Golden Globe Tiger Awards'** at an awards ceremony in Malaysia
- Mr. HP Singh received the **'Exemplary Leader'** Award
- Mr. Dev Verma, Chief Operating Officer, was presented the **'Leader of the Year'** Award
- **'Digital Innovation in Microfinance'** Award in 4<sup>th</sup> Eastern India Microfinance Summit



**July 2018**

Was featured in  
"Fortune The Next 500"



**September 2018**

Won the "Rural Champions of The Year"  
Award by ET Edge



**November 2018**

Won the "Excellence Award"  
by B2B Info Media



**November 2018**

Got sA social rating  
from **Microfinanza**



**December 2018**

Won the "SKOCH Award"  
for Digital Transformation



**January 2019**

Received "C1" grade in Code of  
Conduct Assessment from **ICRA**

## HIGHLY PROFICIENT MANAGEMENT TEAM



**Mr. HP Singh,**  
Chairman and Managing Director

- Has over 3 decades of lending experience
- Law graduate and a fellow of the Institute of Chartered Accountants of India since 1984
- First generation entrepreneur who founded and led Satin to its present status



**Mr. Jugal Kataria,**  
Chief Financial Officer

- Cost Accountant, Chartered Accountant and Company Secretary along with 28+ years of experience in the field of accounts, finance, audit, taxation and compliance etc.
- Worked with Apollo Tyres Limited, Berger Paints (India) Limited before joining SCNL in 2000



**Mr. Dev Verma,**  
Chief Operating Officer

- 22+ years of experience in various industries
- Worked with National Panasonic India Ltd, Citi Financial Consumer Finance India Ltd, Max Life Insurance and SKS Microfinance prior to joining SCNL



**Mr. Sanjay Mahajan,**  
Chief Information Officer

- Experience of 28+ years in Information Technology across the Globe
- Previously worked with Bata International Group , Yum Restaurants, Procter & Gamble for India & Singapore, Gillete India Ltd. and Eicher Tractors Limited

## HIGHLY PROFICIENT MANAGEMENT TEAM



**Mr. Subir Roy Chowdhury,**  
Chief Human Resource Officer

- Experience of 22+ years in HR functions
- Previously worked with Magma Fincorp, ICICI Securities Ltd, ICICI Prudential Life Insurance Company Ltd, Magma Leasing Ltd, Wacker Metroark Chemicals Ltd. and Kotak Securities.



**Mr. Partho Sengupta,**  
Chief Process & Risk Officer

- Experience of 23+ years
- Previously worked with Alpic Finance , HDFC Bank, ICICI bank Ltd , Barclays bank PLC , Bharath Matrimony.com and Jana Small Finance Bank.
- Alumina of IIM Ahmedabad, ICWAI , PG In Taxation Laws from Punjab University Chandigarh.



**Mr. Amit Sharma,**  
WTD & CEO, Satin Housing Finance Limited

- 18+ years of experience; previously worked at Karvy, Religare Group, P.N.Vijay Financial Services, Abhipra Capital, Association of National Exchange Members of India
- CS from ICSI, B.Com (Hons) and LLB from Delhi University, DIFC ( Dubai) Certification



**Mr. Sanjeev Vij,**  
WTD & CEO, Taraashna Services Limited

- 30+ years of experience having previously worked at Tata Motor Finance Sols., Bajaj Finance, RBS, Citicorp Finance India Limited, Alpic Finance, 20th Century Finance etc.
- Rank holder Chartered Accountant, Bachelor of Commerce and Master of Commerce degrees from University of Delhi



**Mr. Sumit Mukherjee**  
WTD & CEO, Satin Finserv Ltd

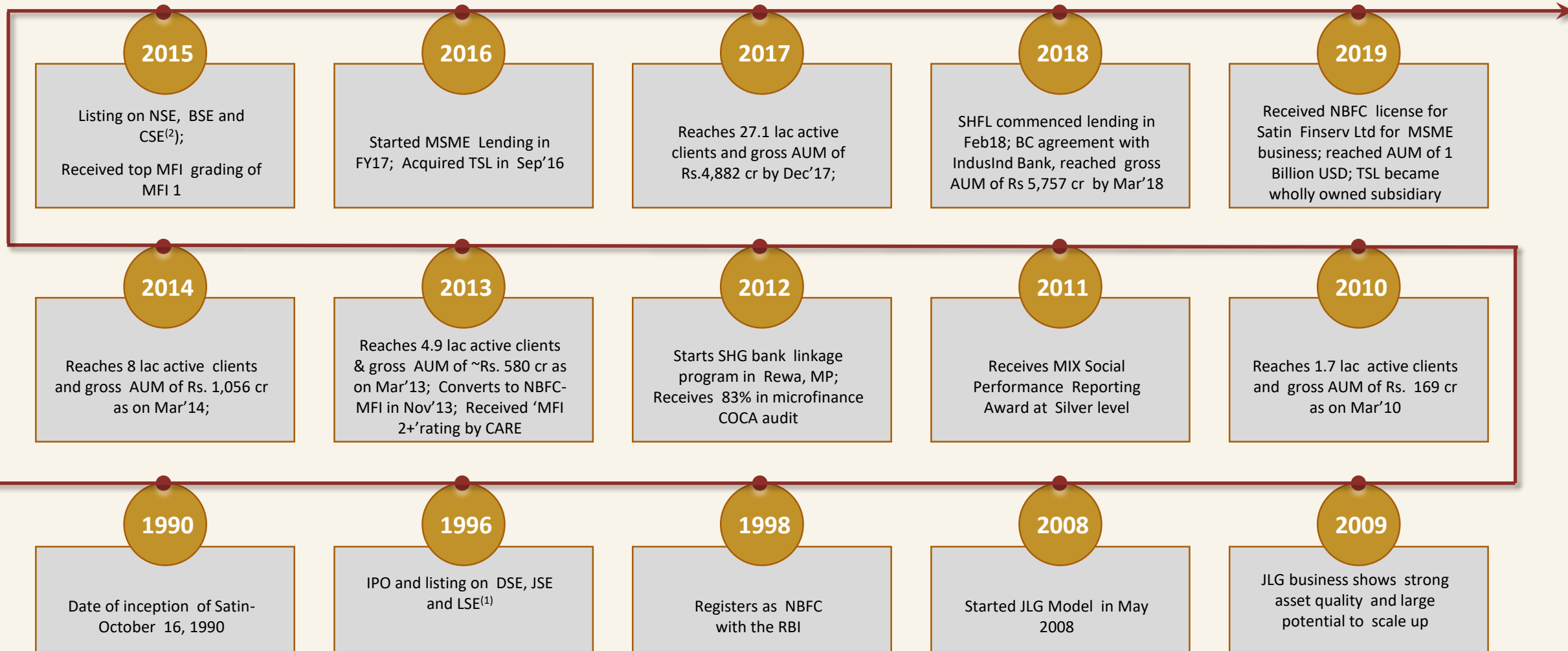
- Experience of 26+ years in the NBFC space, primarily in Sales and Business, with a versatile experience in Collections, Credit, Risk & Product Management.
- Previously worked with Magma Fincorp, CITI Fincorp, Ashok Leyland Finance, Barota Finance and Neo growth .

# Key milestones: Crossed the USD 1 billion AUM mark

20 years to reach AUM of Rs 100 Cr; next 9 years to reach AUM of Rs. 7,000 Cr



## Business Timeline



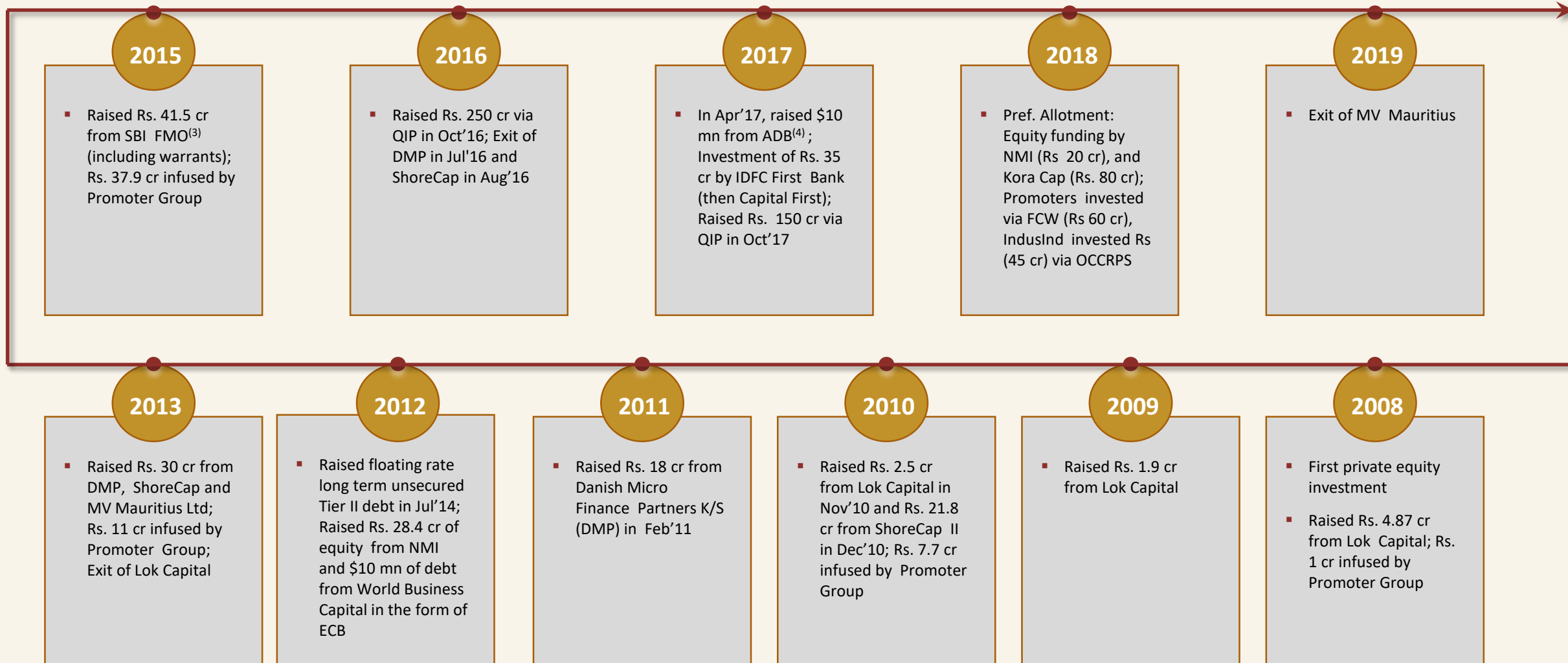
**Note:** 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE - Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

# Key milestones: Crossed the USD 1 billion AUM mark

20 years to reach AUM of Rs 100 Cr; next 8 years to reach AUM of Rs. 5,000 Cr



## Fund Raising Timeline



**Note:** (3) SBI FMO Emerging Asia Financial Sector Fund Pte. Limited; (4) ADB – Asian Development Bank

# Making a Difference to the Community



As part of its CSR efforts, SCNL has been supporting Maharaja Agrasen Hospital Charitable Trust (MAHCT)

During FY 19, the Company contributed Rs. 85.75 lacs to the Trust for setting up of Maharaja Agrasen Medical University at Bahadurgarh (Jhajjar, Haryana)



**CSR**  
Corporate  
Social  
Responsibility

The construction work of phase I and Phase II has been completed to the extent of 87.62% and 40.42% respectively

# Making a Difference to the Community



Our financial services improve the lives of financially excluded clients and their families. We also engage in socially relevant services to reach out to and empower, the most disadvantaged sections of the society

## Women Leadership Empowerment Workshops

During FY19, we joined hands with Nordic Microfinance Initiative (NMI) to organise eight 'Women Leadership Empowerment Workshops'



## Health Check-up Camps

We regularly organise health check-up camps along with campaigns focusing on health and hygiene. . On an average, around 300-350 villagers attended each of these camps



## Flood Relief Camps

We organised relief activities and distribution of ration to flood-hit villages in Assam and Bihar during the monsoons



## Loan Products

- Clean Energy Loans: In FY19, we disbursed a total of 35,550 clean energy loans
- Water and Sanitation Loans: In FY19, we supported a total of 68,941 families in securing safe or sanitation facility at their homes
- Bicycle Loans: A total of 17,355 bicycle loans were disbursed to women clients in Assam and Bihar



***For any queries, please contact :***

**Aditi Singh**

*Head – Capital Markets*

Satin Creditcare Network Limited

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**T:** +91 124 4715 400 (Ext – 222)

***For media queries, please contact :***

**Asleen Kaur**

*PR & Corporate Communications*

Satin Creditcare Network Limited

**E:** [asleen.kaur@satincreditcare.com](mailto:asleen.kaur@satincreditcare.com)

**T:** +91 124 4715 400 (Ext – 224)



**Thank You**

**SATIN CREDITCARE NETWORK LTD.**

*Reaching out!*