



June 14, 2021

To,
The Manager,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400023
Scrip Code: 539404/890149

The Manager
National Stock Exchange of India Limited
'Exchange Plaza'. C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400051
Scrip Code: SATIN/SATINPPI

Sub: Investor Presentation and Press Release;

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 the Investor Presentation and Press Release for the quarter and year ended on March 31, 2021.

The above information is also available on the website of the Company: www.satincare.com

We request you to take the above on record.

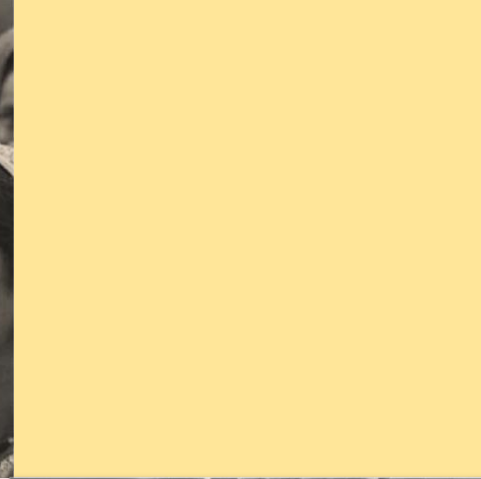
Thanking You

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


(Vipul Sharma)
Company Secretary & Compliance Officer



Encl.: as above



Investor Presentation
June 2021

03 - 11

COVID – 19 Business Update & New Initiatives

12 - 15

Overview and Key Performance Highlights

16 - 30

What makes Satin a Compelling Investment Story

31 - 44

Key Financial & Operational Metrics

45 - 52

Company Background

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. Based on revised returns filed by the company, some items for the year ended Mar 31, 2020 have been regrouped.

COVID-19 - Business Update &
New Initiatives



Strengthening Business Despite Challenging FY21



Collection Efficiency

- Post unlock in Dec'20, collection efficiency improved to 105% in Mar'21(including arrears)
- Cumulative collection efficiency for FY21 stood at 94%
- Collection Efficiency in Apr'21 stood at 93%
- Top four geographies which constitute 54% of the AUM had a collection efficiency of 98% for FY21
- Witnessing gradual recovery in collections in other geographies

Fund Raise

- Bolstered capital position by successfully closing the Rights Issue of Rs. 120 crore in Aug'20 with an overwhelming response. Issue was oversubscribed at 123%.
- Out of this Rs. 120 crore raised, ~Rs. 90 crore already received by the Company (Rs.45 per share out of Rs. 60). Subsequent amount to be called as deemed fit by the Board
- During FY21, the Company raised debt of Rs. 4,312 crore including Direct Assignment Transactions of Rs. 743 crore
- Raised USD 5 million from Development Bank of Austria through ECB channel and Rs. 25 crore from a private bank in Q1FY22
- Total fund raised YTD is Rs. 62 crore in Q1FY22

Disbursement

- Disbursement temporarily stopped in May'21 because of lockdown due to second wave of Covid
- The Company is closely monitoring external factors like overall economic environment
- The Company has maintained a cautious stance in new disbursement as our main focus is to maintain asset quality
- For FY21, disbursement stood at Rs. 4,982 crore on consolidated basis. As things improve, we expect disbursement to pick up in the coming quarters

Strengthening Business Despite Challenging FY21



Provisions

- The Company has made a cumulative on-book provision of Rs. 289 crore, of which Rs. 44 crore has been recognized by the Company as at 31 March 2021 on account of significant increase in credit risk on customers given additional support by the Company which were impacted due to Covid-19
- Maintained adequate provisions and write offs for bad loans, expect a write back in the coming quarters
- On-book GNPA stood at 8.4% while NNPA stood at 3.3% on standalone basis

Guidance

- FY21 was a challenging year for the Micro-Finance Industry as a whole
- Considering the various challenges faced due to Covid-19 Pandemic and the resultant lockdowns, the Company had guided for flattish growth and no commitment on profits in FY21
- However, the Company has witnessed 2.5% growth in AUM. 9MFY21 had a PAT of Rs. -52 crore, Q4FY21 contributed a PAT of Rs. 38 crore, thus resulted in PAT of Rs. -14 crore in FY21

Taking Care of Satin Family

- Satin Sahyog to support families of employees who pass away due to Covid-19 or accidental death
- Covid insurance for Satin staff to help with medical expenses and facility to provide oxygen concentrator and nurses at home for infected Satin staff
- Facilitation of Covid-19 vaccination for all our employees. The organization will cover the vaccination cost of two mandated vaccine shots for all the employees as part of its focus on health and wellness
- The initiative is aimed to safeguard the well-being of our employees from Covid-19 which has crippled the nation

Strengthening Business Despite Challenging FY21



Promoter Pledge

- Over the course of the year, the promoter group has reduced significant percentage of pledge of their shareholding
- Percentage of Promoter pledge has decreased from 52.88% in Dec'18 to 3.09% on fully diluted basis as on date

Cashless Collection

- Implemented cashless disbursement across 100% branches – 8% of collection via cashless mode, adopted website payment option and UPI auto debit
- To drive financial inclusion and boost cashless transactions in the country, SCNL has made loan repayments more seamless for its customers by introducing UPI AutoPay, **first in the industry to launch**

Clean Energy Certification

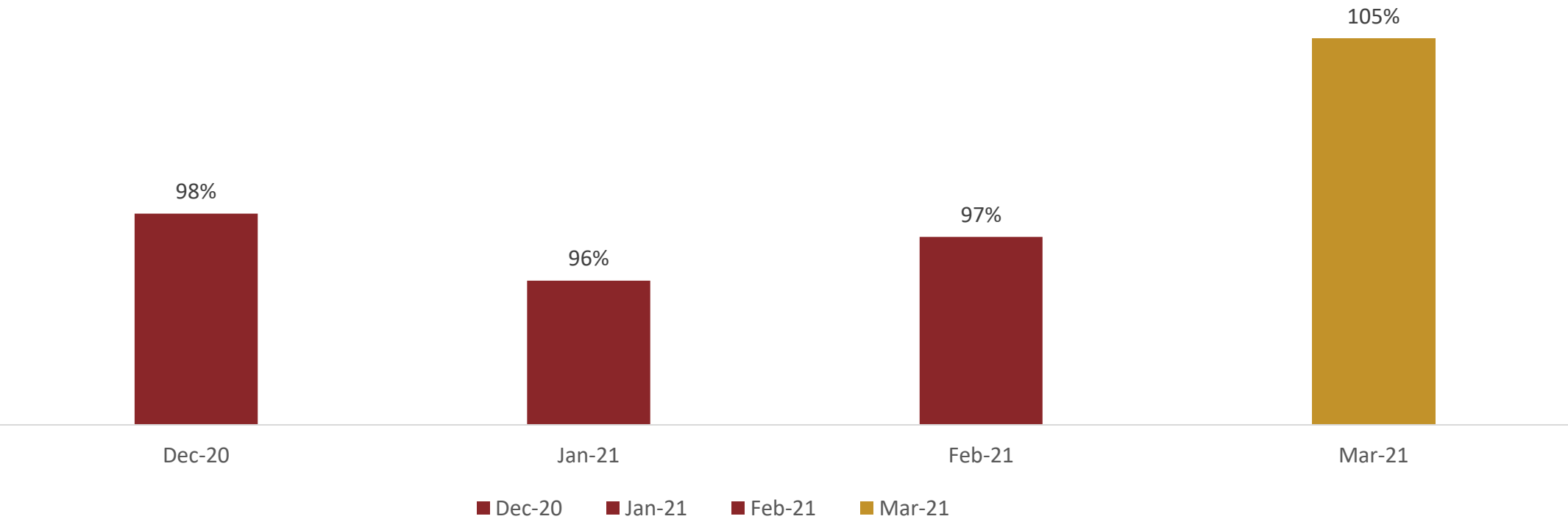
- SCNL's clean energy programme is an illustration of its dedication to serve the society responsibly by providing customized financial solution
- More than one lacs clean energy loans were disbursed
- Awarded Certificate of Excellence in Clean Energy Finance as a part of the UNFCCC Clean Development Program (CDM), in line with our commitment towards a better tomorrow

Witnessed Significant Improvement in Collection Efficiency



Witnessed Month on Month Improvement in Collection Efficiency during FY21

- Cumulative collection efficiency for **FY21 is 94%**
- Collection efficiency including arrears in **Mar'21 stood at 105%**



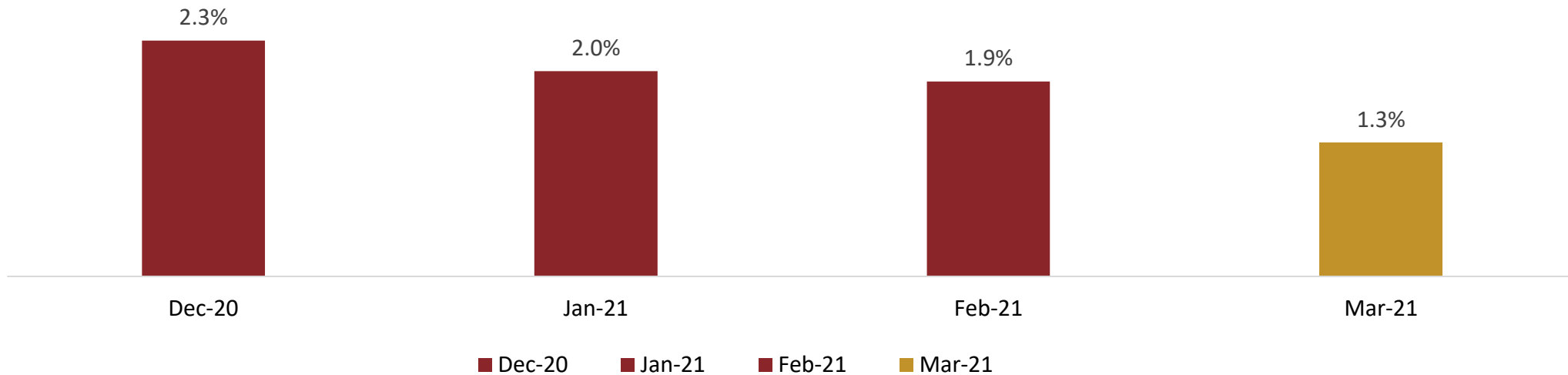
Note: *Data on standalone basis for JLG on-book portfolio

Backed by Substantial Reduction in % of Non-Paying Customers



Reduction in % Portfolio of Non-Paying Clients *

- **90.6% clients have paid all instalments in Mar'21**
- **Significant drop in number of non-paying clients from 11% in Sep'20 to 1.3% in Mar'21**
- Disbursement in FY21 represent 70% of total AUM with PAR of 0.7% till Mar'21



Business approaching Pre- Covid levels



Rs. **8,379** crore

GROSS LOAN PORTFOLIO

Rs. **2,376** crore

DISBURSEMENT in Q4FY21

30.5 lacs

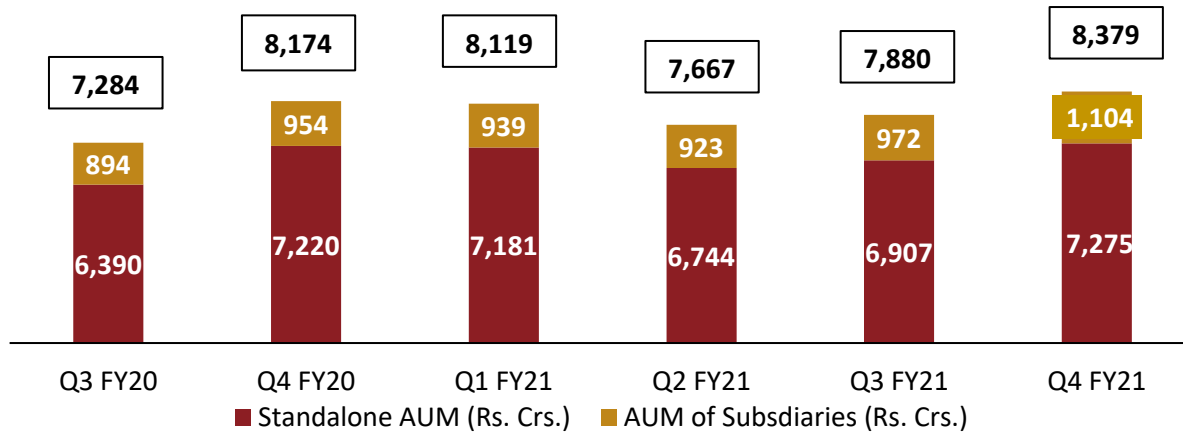
ACTIVE CUSTOMERS

1,257

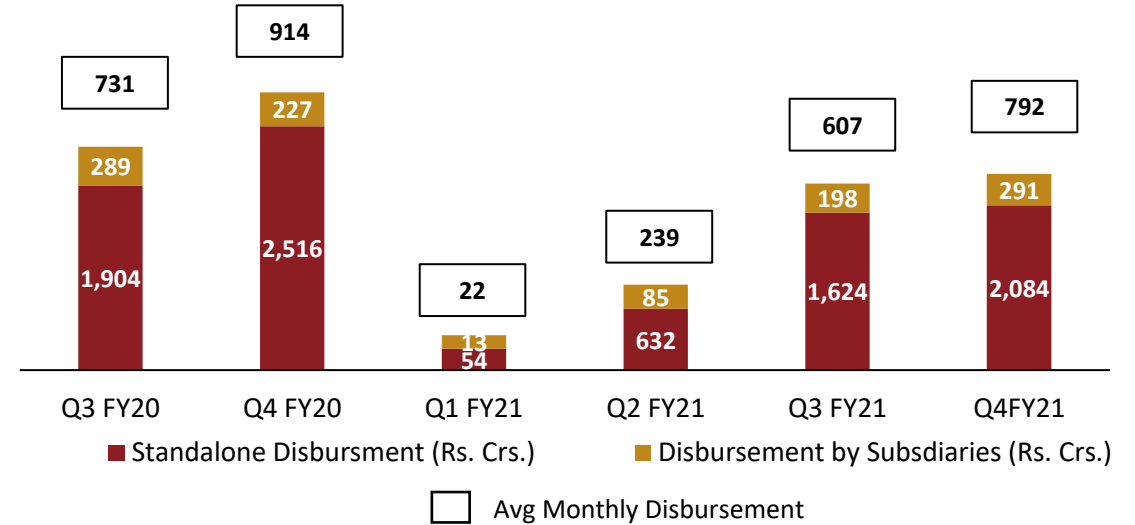
NO. OF BRANCHES

(During the Quarter added 120,556 number of new borrowers)

AUM witnessing steady state growth



Disbursement gradually approaching Pre-Covid Levels



Standalone Information:

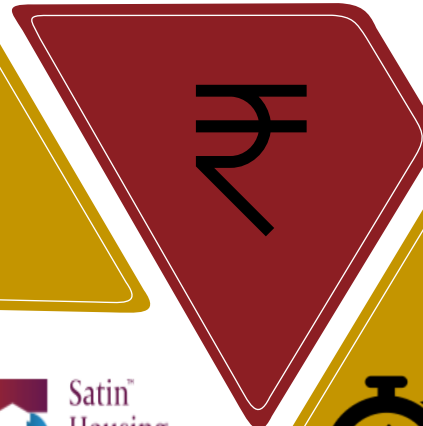
- **GLP** grew by 5.3% Q-o-Q Rs. 7,275 crore, signifying recovery
- Disbursement grew by 28.3% Q-o-Q in Q4FY21 to Rs. 2,084 crore
- We have witnessed recovery in our collection efficiency in Q4FY21, which stood at 105% as on Mar'21 (incl. OD)

Satin Housing Finance Limited

Monthly disbursement have picked up and started showing progressive recovery despite Covid, AUM grew by 63% in FY21



SHFL had 2 successive profitable quarters despite challenging business environment, **PAT for FY21 stood at Rs.1.4 crore**



FY21 disbursement stood at **Rs. 118 crore**

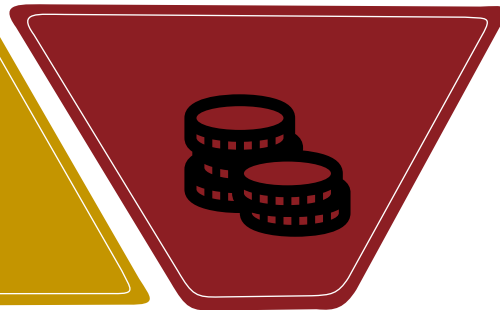


No restructuring or moratorium of any loan

Healthy **CRAR of 90.16%** as on 31st March 2021



10 lenders including NHB refinance



Impressive collection efficiency for FY21 at **99.6%**



Taraashna Financial Services Limited

- ✓ Collection Efficiency for Mar'21 stood at 93%
- ✓ No restructuring of any loan, 16% clients availed moratorium
- ✓ Disbursement increased by 15% YoY in Q4FY21, added two new BC partners
- ✓ Sourcing business for SCNL & SFL under Nai Roshni



Satin Finserv Limited

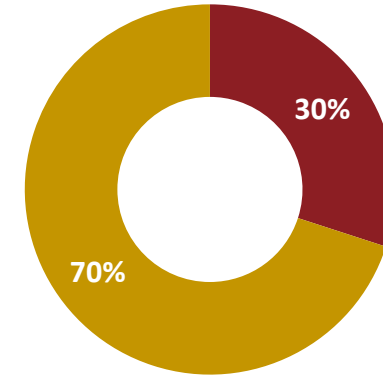
- ✓ Second profitable year of operations in spite of the overhang of Covid Pandemic
- ✓ AUM growth of 18% in FY21
- ✓ Healthy CRAR of 81.37%
- ✓ GNPA of 1.5%
- ✓ 3% clients opted for complete moratorium and 9% loans restructured

Overview and Key
Performance Highlights



Share of New Disbursement in FY21 as % of Total AUM

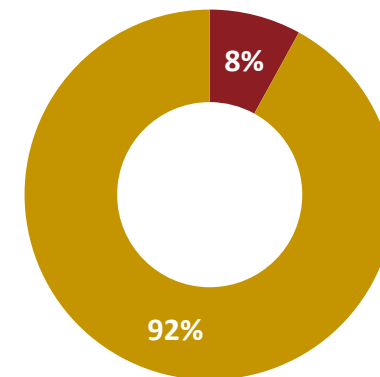
New disbursement made in FY21 (post-Covid) contribute 70% of the total loan portfolio as on 31st Mar'21 with PAR1 at 0.7%



■ Pre-Covid Portfolio ■ Post-Covid Portfolio

Share of Non-MFI Loan Portfolio as % of Total AUM

Share of Non-MFI Portfolio was 8% of total AUM as on 31st Mar'21, in-line with the company's stated strategy of moving towards a balanced mix of secured and unsecured lending



■ Non MFI Portfolio ■ MFI Portfolio

Corporate Overview Standalone – FY21



Rs. **4,394** crore

DISBURSEMENT

29.8 Lacs

LOAN ACCOUNTS
OUTSTANDING



23

STATES & UT's

1,011

BRANCHES

13.3 Lacs

NO. OF LOANS DISBURSED



Rs. **7,275** crore

GROSS LOAN PORTFOLIO



Rs. **(14)** crore

PROFIT AFTER TAX

25.3%

CAPITAL ADEQUACY

(0.18%)

RETURN ON ASSETS



Rs. **33,000**

AVERAGE TICKET SIZE

(0.92%)

RETURN ON EQUITY

Corporate Overview Consolidated – FY21



Rs. **1,374** crore

REVENUES

30.5 Lacs

CLIENTS



1,257

BRANCHES



Rs. **742** crore

NET INTEREST INCOME



Rs. **8,379** crore

GROSS LOAN PORTFOLIO



23

STATES & UT's



(0.18%)

RETURN ON ASSETS



(0.95%)

RETURN ON EQUITY

Rs. **(14)** crore

PROFIT AFTER TAX

What makes Satin a
Compelling Investment Story



What makes Satin a Compelling Investment Story



1. Differentiated Product Offerings



	SCNL	Business Correspondent Services	Housing Finance	SME
Product features as on Mar'21	MFI ⁽¹⁾	Taraashna Financial Services Limited ⁽²⁾	Satin Housing Finance Limited ⁽³⁾	Satin Finserv Limited (SFL) ⁽⁴⁾
Start Date	May'08 (JLG)	May'12	Feb'18	Mar'19
Ticket Size Range	Upto Rs. 50,000	Upto Rs. 50,000 (JLG - Microfinance)	Rs. 100,000 – 4,000,000	Rs. 100,000 – 100,000,000
Tenure	6 - 24 months	12 - 24 months	24 - 240 months	12 - 120 months
Frequency of Collection	Bi-Weekly	Bi-Weekly	Monthly	Monthly/Quarterly
No. of States/UTs	23	7	4	8
No. of Branches	1,008*	217	14	15
AUM (Rs. crore)	6,964 ⁽⁵⁾	748	226	131
No. of loan accounts	2,977,764	390,809	2,413	1,725
Avg. Ticket Size for Q4FY21	Rs. 37,000** (JLG)	Rs. 34,000	Rs. 1,125,000	Rs. 331,500 (Retail) ⁽⁶⁾

Notes

(1) As on Mar'21, included MFI Lending (loans under JLG model, IndusInd BC and water & sanitation) and Product Financing (Loans for solar lamps, cycles)

(2) TFSL acquisition is effective Sep 1, 2016

(3) Satin Housing Finance Ltd was incorporated on April 17, 2017

(4) SFL was incorporated on August 10, 2018

(5) SCNL also has MSME portfolio of Rs. 310 crore other than MFI portfolio

(6) Average Ticket Size of Retail Financing is 3.31 lacs. Overall, the average ticket size of SFL is Rs. 7.58 lacs

*As of Q4FY21, there were 1,008 branches with Microfinance operations & 27 branches with MSME operations. Out of the 27 MSME branches, 24 of them also had microfinance operations & 3 were unique

**Focus on repeat clients with established credit history

Satin finances product purchase of solar lamps, bicycles etc. and grants loan for safe water and sanitation facilities

Financing ~Rs. 67 crores during FY21

Product Financing



Bicycle Loan

4,471 loans disbursed



Solar Products

5,987 loans disbursed



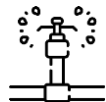
Home Appliances

6,950 loans disbursed



Consumer Durables

21,422 loans disbursed



Water & Sanitation

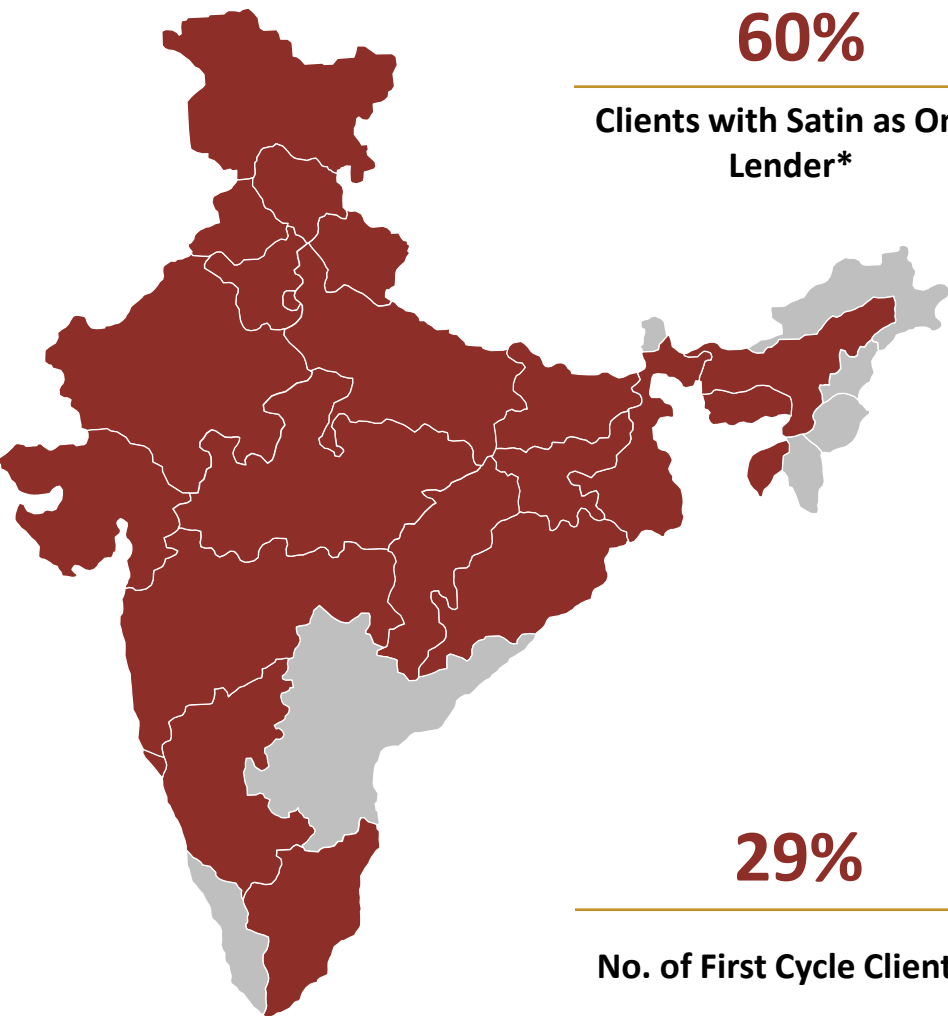
26,819 loans disbursed

Benefits

- Enhances the productivity and income generating potential of its clients
- Enables the Company to leverage its rural outreach
- Capitalizes on the Company's existing network and client base
- No incremental cost, thus the income directly adds up to the bottom line

2. Diversified Geographical Presence

...serving ~31 lacs clients across India



60%

Clients with Satin as Only Lender*

29%

No. of First Cycle Clients*

~31 lacs

No. of Active Clients

388

No. of Districts

74

No. of Regional Offices

8,090

No. of Loan Officers

~34 lacs

No. of Loan Accounts

84,000

No. of Villages

2.5 lacs

No. of Centres

12,726

No. of Employees

On Consolidated basis

**at the time of disbursement, data is for JLG Standalone only. Focus on existing clients with established credit history*

The pictorial representation of Map of India does not purport to be the Political Map of India

... Leading to increasing footprints



1. Increasing exposure to Newer states

2. Reducing exposure to traditional regions

3. Foraying into New Geographies



States	% of total GLP		GLP (Rs. crore) FY21
	FY16	FY21	
Uttar Pradesh	40.9%	21.0%	1,757
Bihar	17.7%	15.6%	1,310
Punjab	12.7%	8.7%	732
Madhya Pradesh	15.5%	8.7%	727
Uttarakhand	3.2%	1.4%	116
Maharashtra	1.6%	1.3%	106
Total	91.7%	56.7%	4,749



States	% of total GLP		GLP (Rs. crore) FY21
	FY16	FY21	
West Bengal	0.1%	6.8%	567
Rajasthan	2.3%	5.4%	454
Delhi & NCR	2.0%	4.3%	356
Gujarat	0.5%	4.1%	344
Haryana	1.9%	3.7%	313
Jharkhand	0.7%	2.2%	187
Chhattisgarh	0.6%	1.3%	112
J&K	0.1%	0.1%	5
Total	8.2%	27.9%	2,339



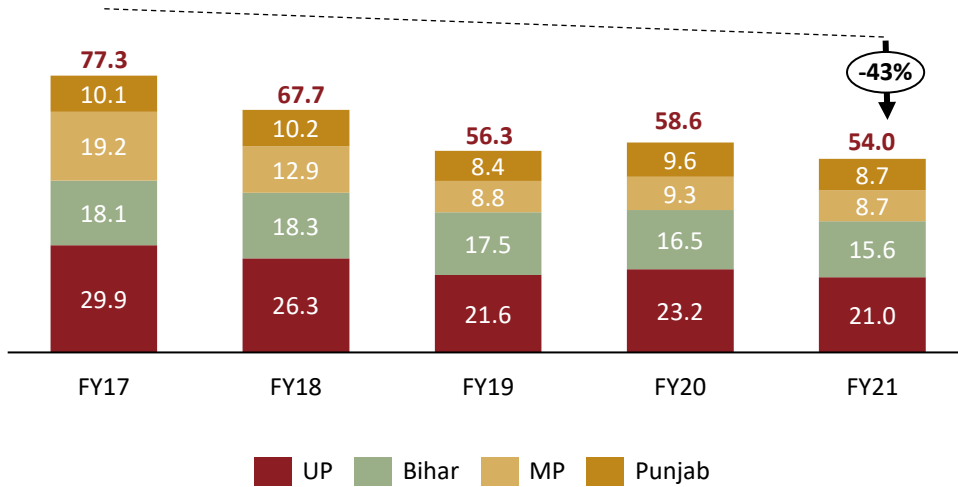
States	% of total GLP		GLP (Rs. crore) FY21
	FY16	FY21	
Tamil Nadu	0.0%	4.2%	350
Odisha	0.0%	4.1%	347
Assam	0.0%	4.0%	335
Karnataka	0.0%	1.8%	154
Tripura	0.0%	1.0%	81
Pondicherry	0.0%	0.1%	10
Himachal Pradesh	0.0%	0.1%	7
Meghalaya	0.0%	0.1%	5
Sikkim	0.0%	0.0%	2
Total	0.0%	15.4%	1,291

... And de-risking geographical concentration

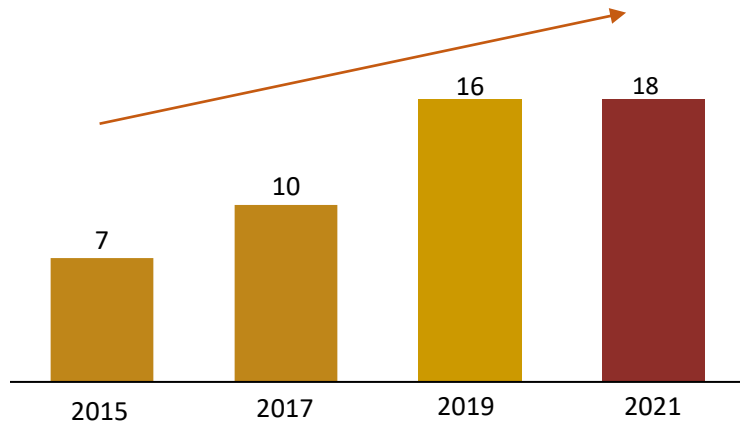
To remain a PAN India Player



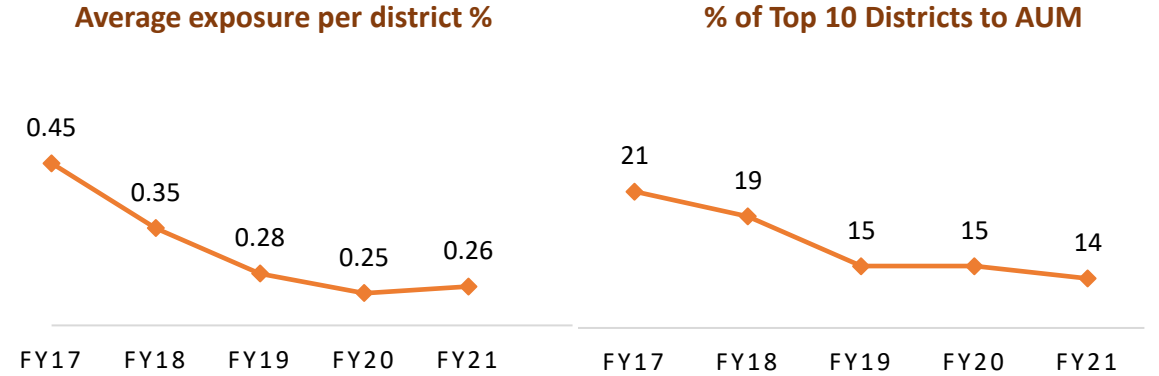
Share of Top 4 States Reduced from 77% to 54%



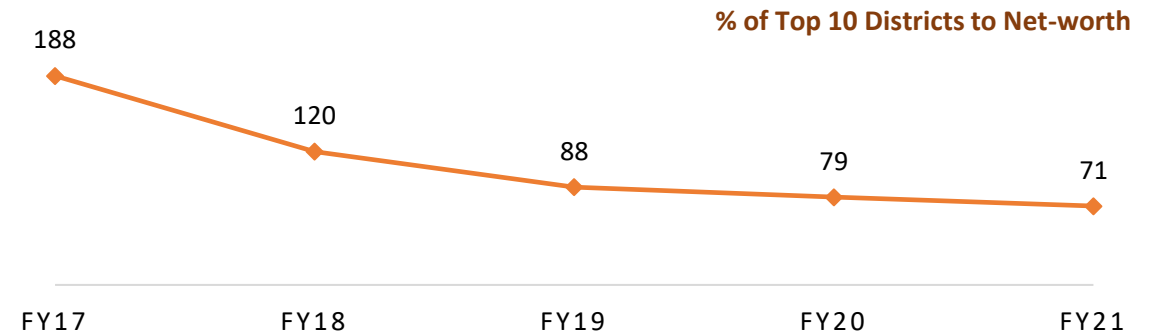
Number of States contributing more than 1% to Total AUM



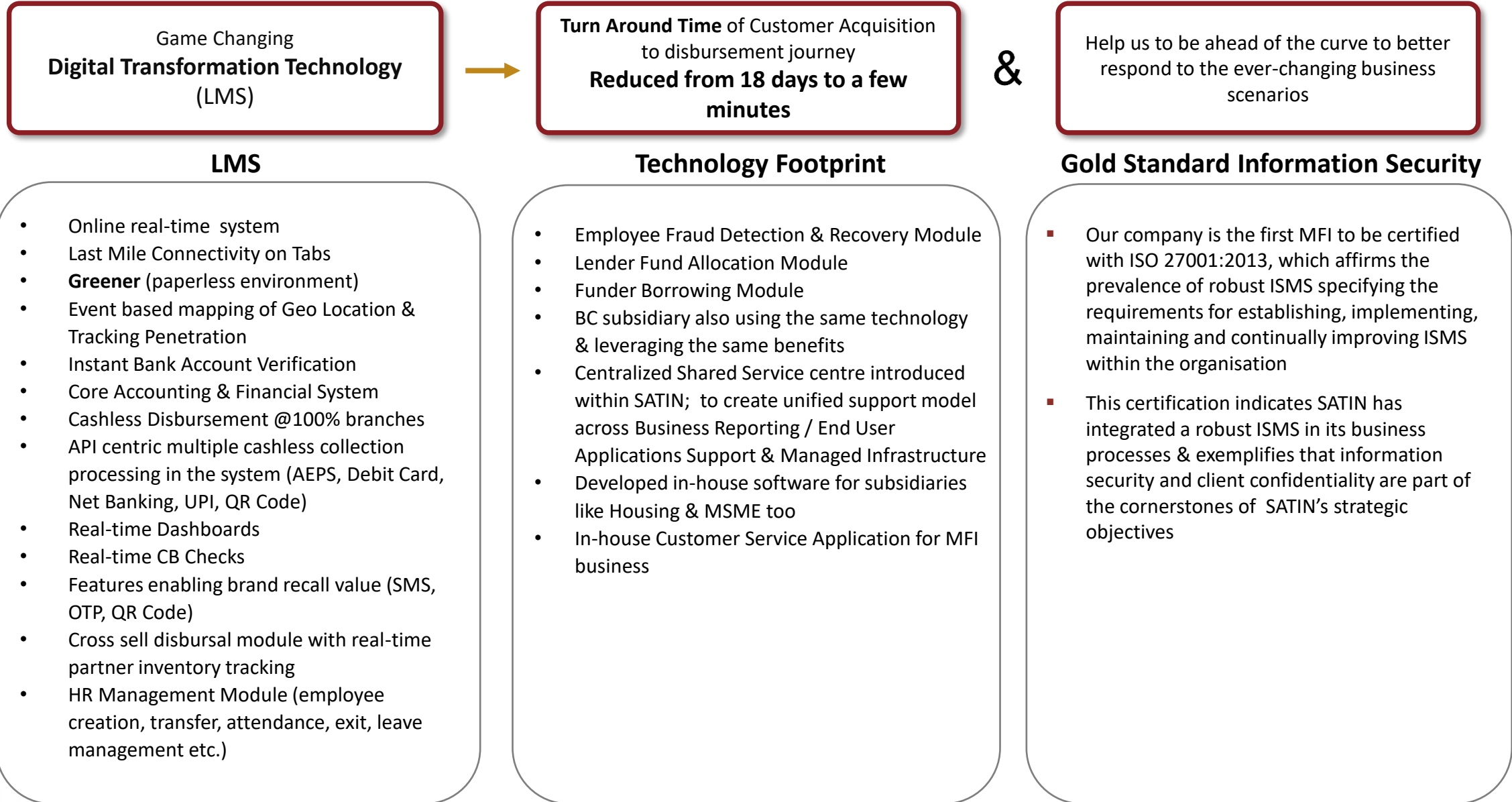
Limiting Exposure per district



Particulars	FY17	FY18	FY19	FY20	FY21
No. of Districts - JLG	236	306	359	397	388
% of Districts with <1% exposure	88.1%	92.5%	96.4%	96.5%	95.8%
% of Districts with >2%	2.1%	1.0%	0.6%	0.5%	0.5%



3. A Difference Powered by Technological Prowess & Processes...

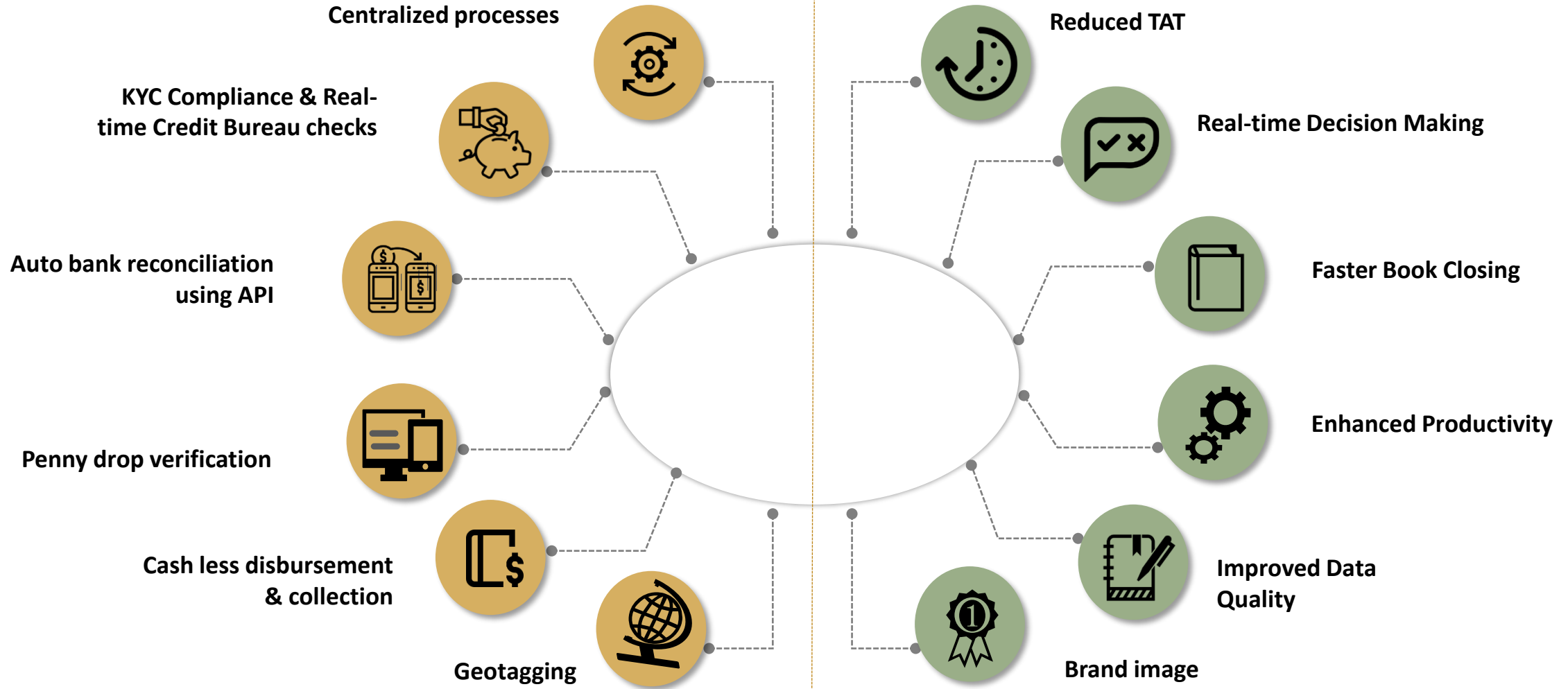


... Leading to Operating Efficiency & Scalability



New initiatives...

...leading to improved processes



4. Robust Underwriting & Full-fledged in-house Internal Audit



Robust Underwriting



Real-time Credit Bureau checks

to track loan history of the prospective clients, also created own Credit Bureau scorecard for individual clients for better screening



Rotating Responsibility

Shuffling CSOs every 9 months and transferring every 18 months to reduce human biases. Risk Officers visit clients regularly



Centralized Share Services

KYC verification, IVR, TVR, ensuring uniform processes



Geo-tagging

of 100% branches and centers and 92% clients' houses



Account Verification & Cashless Disbursement

via penny drop verification along with strict KYC compliance, also cashless disbursement eliminates the cash handling risk

Full-fledged in-house Internal Audit

117

Zonal Auditors &
Regional Auditors

Feedback based

Compliance Audit

100% Digital

on Audit Reports and Findings

986 Audits

completed in Q4FY21

Quarterly Audit

Regional Office, Branch & Social
Performance Management

18 man-days

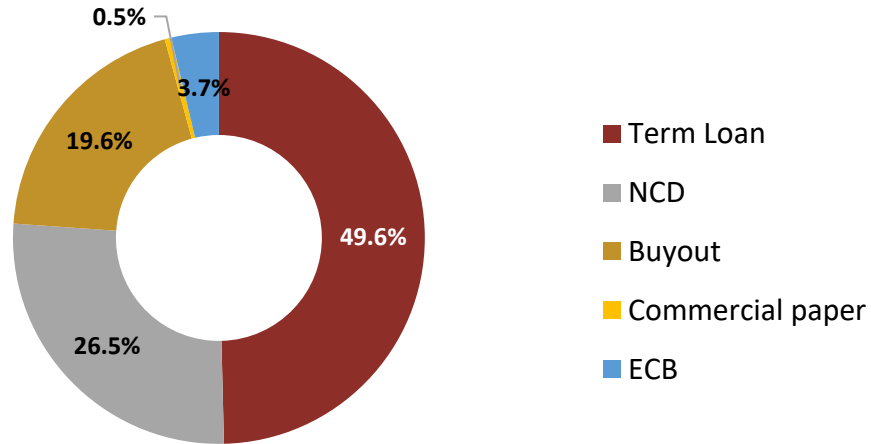
field audit per auditor per month

5. We have a well-diversified Liability Profile...

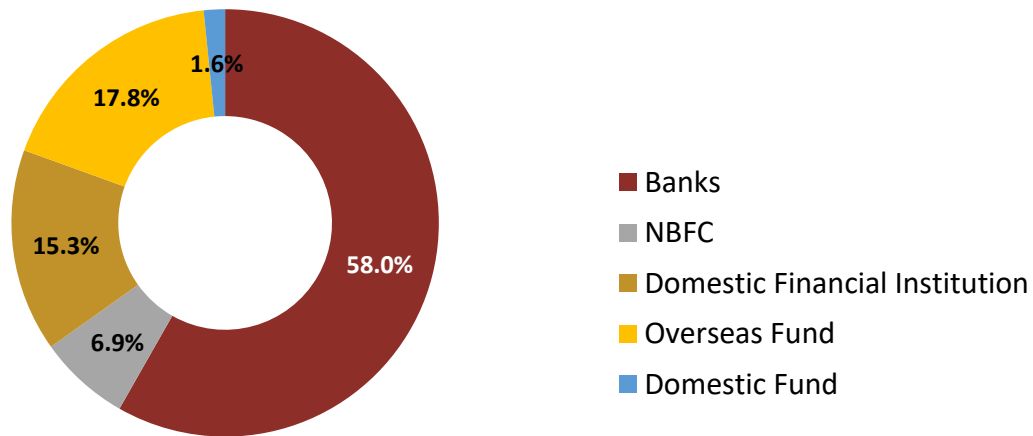
... insulated from Capital Market Turbulence



Product-wise Mar'21



Lender-wise Mar'21



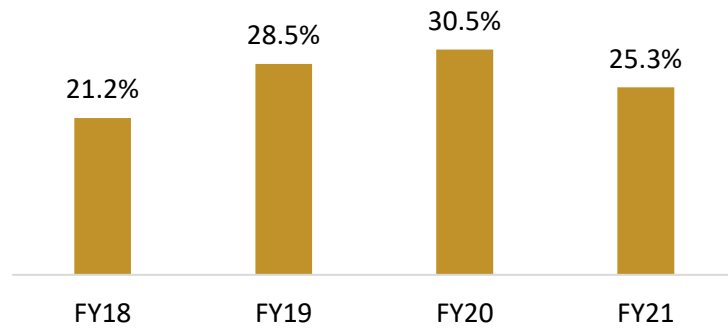
Large Lender Base 64 Active Lenders

Top 10 Lending Partners	% Share as on 31 st Mar'21
Indian Bank	13%
NABARD	11%
IDFC First Bank	7%
State Bank of India	6%
Bank of Baroda	5%
Blue Orchard Microfinance Fund	5%
AAV S.A.R.L.	4%
SIDBI	3%
Standard Chartered Bank	3%
HSBC	3%
Total of Top 10 lenders	60%

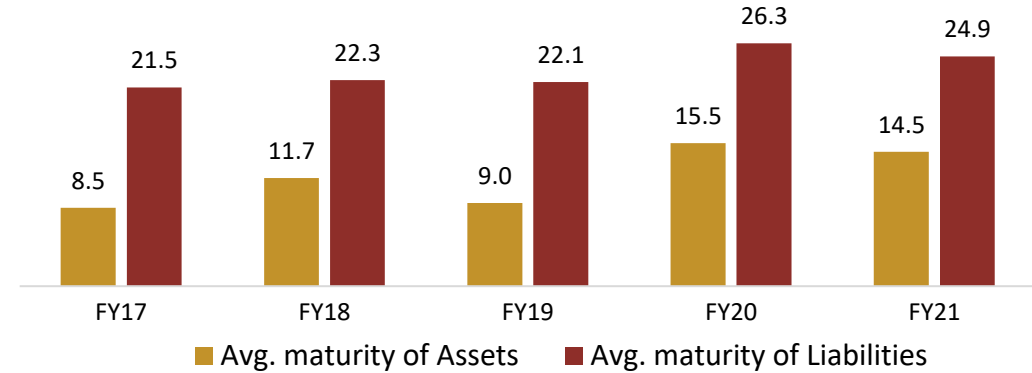
6. Strong Capitalization with Ample Liquidity



Healthy CRAR to Support Growth Opportunities



Benefit of Positive ALM Continues



Static ALM as on 31 st Mar'21 (Rs. Crore)	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Total
Inflows							
Liquidity at the beginning of month*	1,469	1,594	1,686	1,591	1,602	1,694	1,469
Principal - Loan portfolio	247	175	228	257	265	283	1,455
Interest - Loan portfolio	95	59	72	75	73	72	446
Total (A)	1,811	1,828	1,986	1,923	1,939	2,049	3,370
Outflows							
Principal repayments	176	114	323	285	186	286	1,370
Interest repayments	41	29	72	36	59	63	301
Total (B)	217	143	395	321	245	349	1,671
Cumulative Mismatch (A-B)	1,594	1,686	1,591	1,602	1,694	1,699	1,699

*Excluding margin money deposits of Rs. 284 crore lien with lenders and undrawn sanction in hand of Rs.143 crore as on Mar'21

Diversification with allied product offerings



Taraashna Financial Services Ltd - TFSL

- » Acting as a business correspondent, TFSL provides credit to clients in rural and semi-urban areas on behalf of partner banks and NBFCs
- » The cashless disbursement percentage has reached ~97% of TFSL's total disbursement for Mar'21; 2% collection through cashless mode
- » TFSL has a low-risk business model which is highly capital efficient
- » AUM stood at Rs 748 crore, with presence across 7 states
- » The Company operates through 217 branches, and has more than 3.9 lacs clients
- » TFSL will now source business for SCNL & SFL under Nai Roshni

Satin Housing Finance Ltd (SHFL)

- » 100% retail book comprising of:
 - » Affordable home loans – 79%
 - » Loan against property – 21%
- » Excellent portfolio quality since inception, Collection Efficiency of 100% during FY21
- » Mainly caters to clients belonging to Middle and Low-Income Groups in peripherals of Tier II and below cities
- » CRAR of 90.2% and gearing of 1.5x. Total equity stands at Rs 95 crore
- » Total AUM Rs 226 crore including DA of Rs 16 crore
- » Two consecutive profitable quarters despite challenging business environment
- » Standalone rating of BBB (Stable) from CARE

Satin Finserv Limited (SFL)

- » Incorporated in Aug'18, got license from RBI to start business in Jan'19
- » Standalone credit rating of CARE BBB- (Stable)
- » Gross Loan Portfolio of Rs 131 crore
- » CRAR for Q4FY21 is 81.4%
- » Total networth stands at Rs 106.5 crore
- » Business focus on secured retail MSME lending
- » 15 Branches across 8 states with 1,725 active loan clients
- » SFL has migrated to in-house software

Successfully Navigated Crisis During Legacy of 30 Years



Learnings from Demonetization

Implementation of best-in-class technology

- Reduced TAT
- Real-time data
- Enhanced Productivity
- Improved monitoring and control

Diversifying Geographical Presence

- Increasing exposure to Newer states
- 95.8% of Districts with <1% exposure
- Uttar Pradesh share brought down from 40.9% in Dec'16 to 21.0% in Mar'21

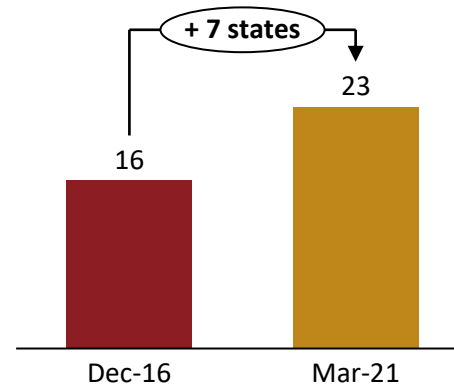
Strong Capitalization with Ample Liquidity

- Capital Adequacy has improved from 18.3% in 2016 to 25.3% currently
- Raised Rs 560 crore equity capital
- Liquidity of over Rs 1,460 crore

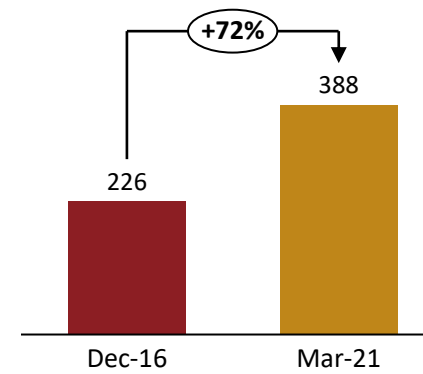
Strategic Changes

- Diversified out of unsecured MFI portfolio by floating subsidiaries in housing and MSME finance
- Changed center meeting to bi-weekly
- Process re-engineering
- Strengthened management team

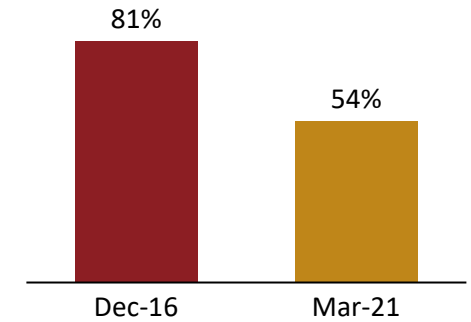
De-risking Geographic Concentration (No. of States)



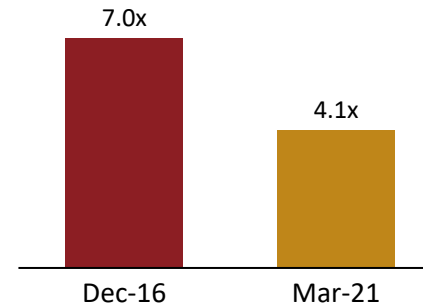
District Diversification



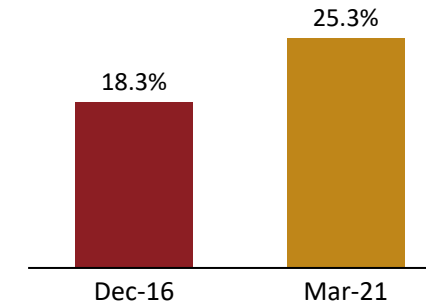
Reduction in Top 4 State Contribution



Reduced Leverage



Improved Capital Adequacy

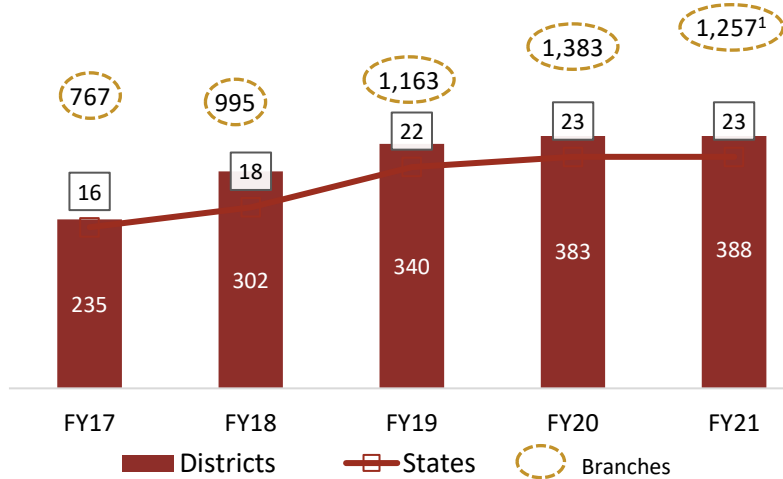


Key Financial & Operational Metrics

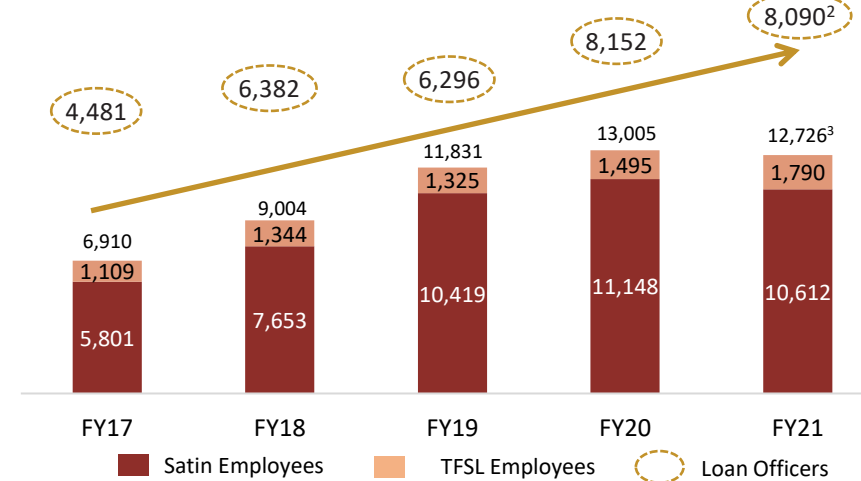




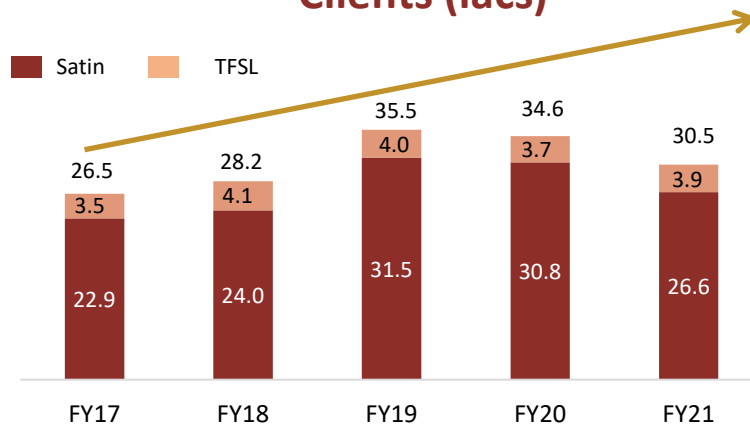
Districts, States and Branches



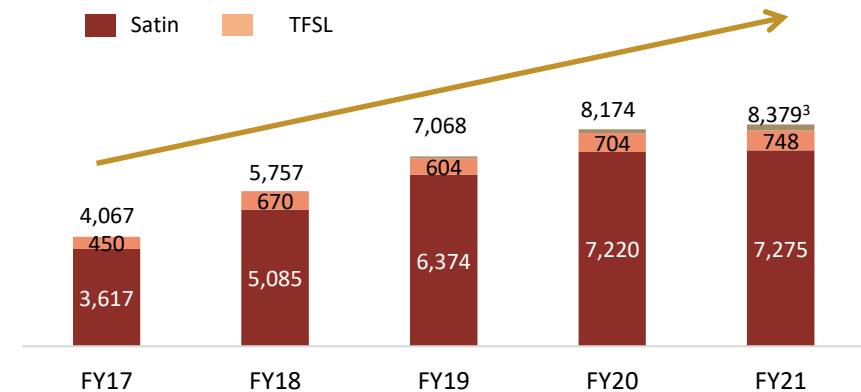
Employees & Loan Officers



Clients (lacs)



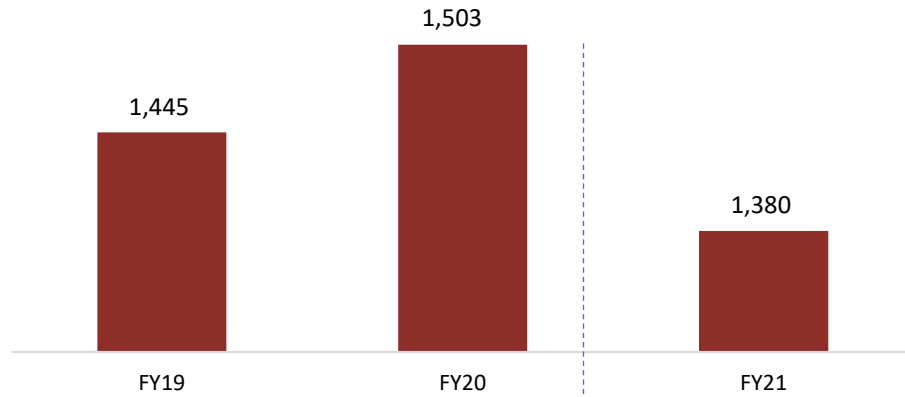
Gross Loan Portfolio (Rs. crore)



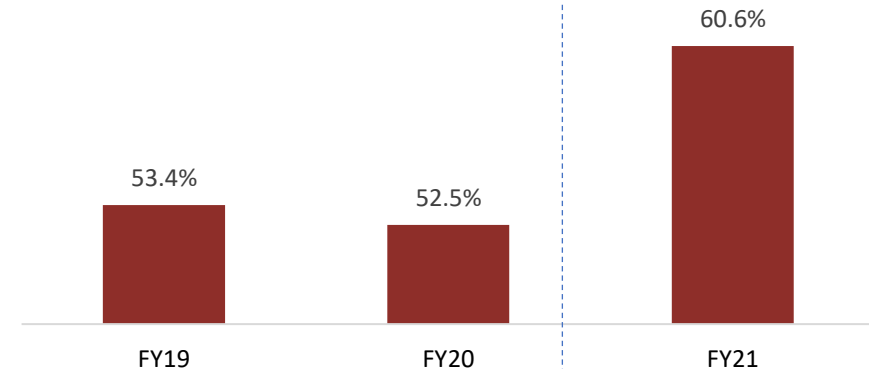
Key Consolidated Financials



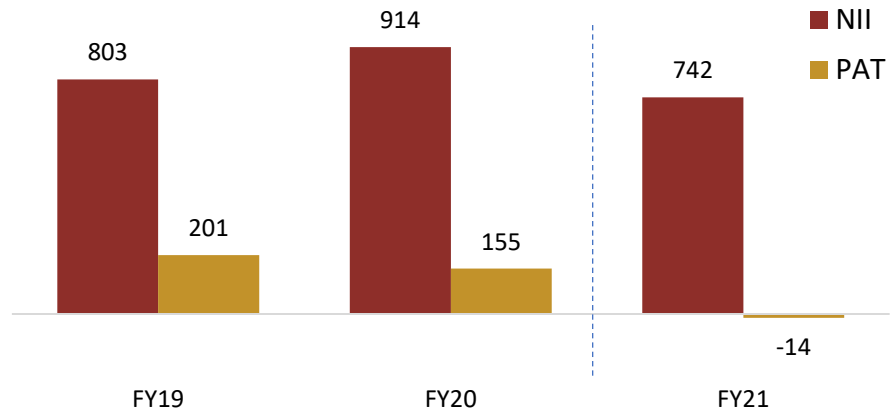
Gross Income (Rs. crore)



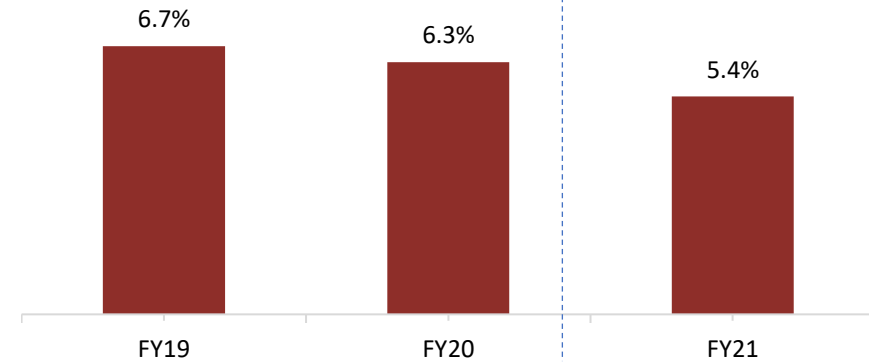
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



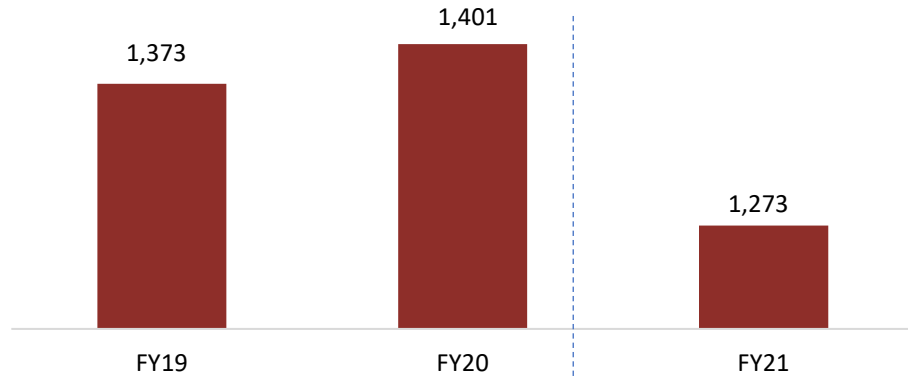
Opex to Avg GLP (%)



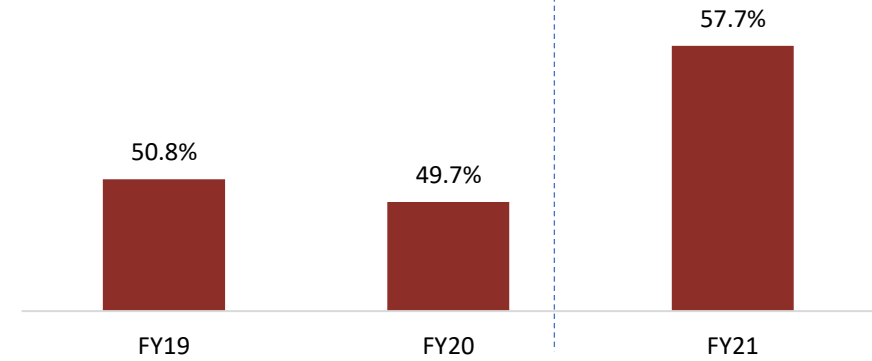
Key Standalone Financials



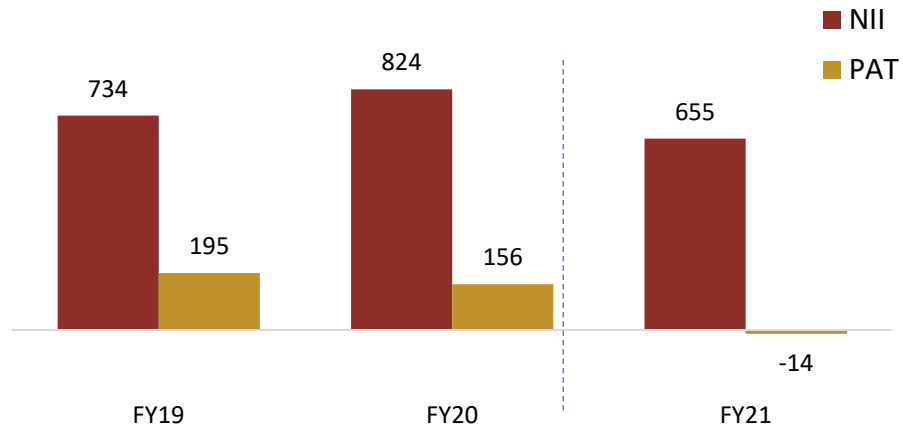
Gross Income (Rs. crore)



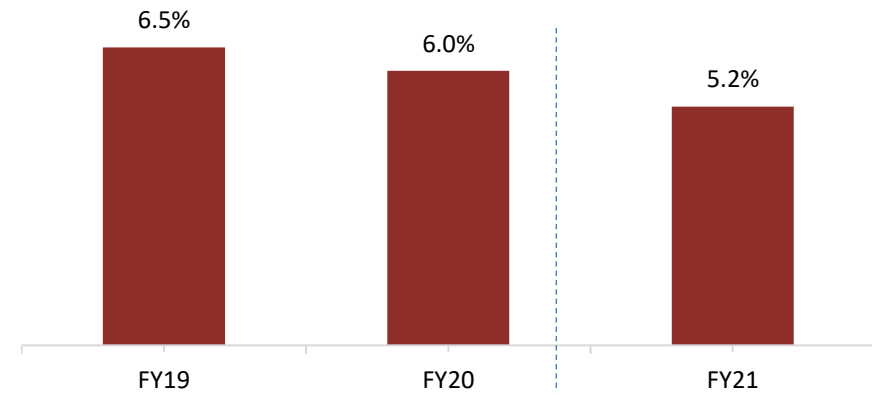
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



Opex to GLP (%)



Financial & Operational Details
(Consolidated)



Annexure – Business Details – Consolidated



Particulars	Q4FY21	Q4FY20	YoY%	Q3FY21	QoQ%
AUM (Rs. crore)	8,379	8,174	2.5%	7,880	6.3%
On-Book JLG AUM*	5,660	4,621		5,333	
Securitization	72	46		28	
Assignment	1,375	2,056		1,216	
Business Correspondence	256	543		362	
TFSL - Business Correspondence	748	704		646	
SHFL - Housing Finance (on-book)	226 ⁽¹⁾	139		200 ⁽²⁾	
SFL	131	111		127	
AUM Mix (Rs. crore)	8,379	8,174	2.5%	7,880	6.3%
MFI Lending	6,685	6,380		6,253	
Product Financing	24	30		11	
MSME	310	267		280	
Business Correspondence - IndusInd Bank	256	543		362	
TFSL - Business Correspondence	748	704		646	
SHFL - Housing Finance	226	139		200	
SFL	131	111		127	
No. of Branches	1,257	1,383	-9.1%	1,252	0.4%
SCNL	1,011	1,140		1,021	
TFSL	217	213		202	
SHFL	14	15		14	
SFL	15	15		15	

Note:

* Includes securitization, differences due to rounding off

1) The portfolio also includes Assigned portfolio of Rs.16 crore

2) The portfolio also includes Assigned portfolio of Rs.5 crore

Annexure – P&L Statement – Consolidated



Particulars (Rs. crore)	FY21	FY20	YoY%	Q4FY21	Q4FY20	YoY%	Q3FY21	QoQ %
Revenue								
Interest and Fee Income	1,076	994		297	257		270	
DA Income	112	236		54	85		0	
Treasury Income	71	117		13	23		18	
BC Fees	88	127		31	35		24	
Other Operating Income	32	29		14	10		8	
Total Revenue	1,380	1,503	-8.2%	408	409	-0.2%	321	27.3%
Expenses								
Finance Cost	638	589		163	139		159	
Employee Benefit Expenses	337	351		94	90		82	
Credit Cost & FLDG for BC	302	223		57	127		159	
Other Expenses	98	111		37	30		24	
Depreciation and amortization expense	15	18		4	5		3	
Total Expenses	1,390	1,292	7.6%	355	391	-9.2%	427	-16.9%
Profit Before Tax	-10	212	-104.6%	53	18	195.1%	-106	-147.2%
Tax expense	4	57		15	5		-26	
Profit after Tax	-14	155	-109.0%	38	13	189.1%	-80	-147.2%
Other comprehensive income net of taxes	-35	45		18	33		-47	
Total Comprehensive Income	-49	200	-124.5%	56	46	21.2%	-127	-144.2%

Financial Details (Standalone)



Annexure - Financial Performance – Standalone



Particulars (Rs. crore)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
Gross yield ⁽¹⁾	21.18%	22.07%	17.21%	17.57%	20.61%
Financial Cost Ratio ⁽²⁾	8.88%	7.95%	9.02%	8.52%	8.49%
Net Interest Margin ⁽³⁾	12.30%	14.12%	8.19%	9.04%	12.12%
Operating Expense ratio ⁽⁴⁾	6.37%	6.32%	5.34%	5.22%	6.02%
Loan Loss Ratio ⁽⁵⁾	2.58%	6.81%	9.25%	3.96%	2.97%
RoA ⁽⁶⁾	2.18%	0.72%	-4.34%	-0.18%	2.26%
RoE ⁽⁸⁾	11.95%	3.49%	-22.84%	-0.92%	12.00%
Leverage (Total Debt ⁽⁷⁾ / Total Net Worth)	4.09	3.72	4.41	4.09	3.72
Cost to Income Ratio	51.76%	44.76%	65.21%	57.74%	49.66%

Asset Quality (on-book)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
GNPA %	8.4	3.3	9.6	8.4	3.3
ECL as % of AUM	5.1	3.4	5.7	5.1	3.4

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 (including FLDG on BC) 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



Particulars (Rs. crore)	FY21	FY20	YoY%	Q4FY21	Q4FY20	YoY%	Q3FY21	QoQ %
Revenue								
Interest and Fee Income	1,031	966		284	247		259	
DA Income	110	236		53	85		-	
Treasury Income	66	112		12	21		17	
BC Income	35	62		15	14		10	
Other Operating Income	30	25		12	9		8	
Total Revenue	1,273	1,401	-9.1%	375	376		294	27.8%
Expenses								
Finance Cost	618	577		157	135		154	
Employee Benefit Expenses	281	297		77	75		68	
Credit Cost & FLDG for BC	287	202		46	116		158	
Other Expenses	84	97		33	28		20	
Depreciation and amortization expense	13	15		4	5		3	
Total Expenses	1,283	1,188	-8.0%	316	359	-11.9%	403	-21.6%
Profit Before Tax	-10	213	-	59	17	250.9%	-109	-
Tax expense	4	57		17	4		-27	
Profit After Tax	-14	156	-	43	12	242.4%	-82	-
Other comprehensive income net of taxes	-35	45		19	33		-47	
Total Comprehensive Income	-48	201	-	61	46	34.8%	-129	-

Financial Details (Subsidiaries)



Annexure - P&L Statement – TFSL



Particulars (Rs. crore)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
Revenue					
Total Revenue	17.7	22.2	13.1	59.3	69.8
Expenses					
Finance Cost	1.3	0.8	1.2	4.5	3.2
Employee Benefit Expenses	12.5	9.4	9.2	39.1	38.3
Credit Cost	10.3	4.2	-0.3	11.3	13.4
Other Expenses	3.3	7.7	2.4	10.0	14.4
Depreciation and amortization expense	0.4	0.4	0.4	1.5	1.7
Total Expenses	27.7	22.5	12.9	66.3	71.0
Profit Before Tax	-10.0	-0.3	0.2	-7.0	-1.2
Tax expense	-2.7	-0.1	0.1	-2.0	-0.2
Profit After Tax	-7.3	-0.4	0.1	-5.0	-1.0
Other comprehensive income net of taxes	0.0	0.2	0.0	-0.2	0.3
Total Comprehensive Income	-7.3	-0.2	0.1	-5.2	-0.7

Annexure - P&L Statement – SHFL



Particulars (Rs. crore)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
Revenue					
Interest and Fee Income	8.1	5.4	6.6	25.8	17.1
Treasury Income	0.0	0.3	0.0	0.3	1.6
Other income	2.4	0.8	0.6	3.5	2.3
Total Revenue	10.5	6.5	7.2	29.6	21.0
Expenses					
Finance cost	3.8	2.9	3.6	13.6	8.3
Employee benefit expenses	3.2	3.1	2.7	10.5	9.7
Credit Cost	-0.2	0.9	-1.6	0.1	1.2
Other expenses	1.1	0.0	0.9	2.9	2.5
Depreciation and amortization expenses	0.1	0.1	0.1	0.4	0.5
Total Expenses	7.9	7.1	5.6	27.5	22.2
Profit Before Tax	2.6	-0.6	1.6	2.1	-1.3
Tax expense	0.8	-0.1	0.4	0.7	-0.3
Profit After Tax	1.9	-0.5	1.2	1.4	-1.0
Other comprehensive income	0.0	0.0	0.0	0.0	0.0
Total Comprehensive Income	1.8	-0.5	1.2	1.4	-1.0

Annexure - P&L Statement – SFL



Particulars (Rs. crore)	Q4FY21	Q4FY20	Q3FY21	FY21	FY20
Revenue					
Interest and Fee Income	6.5	5.7	5.9	23.8	13.6
Treasury Income	0.1	0.1	0.1	0.4	0.2
Other income	0.1	0.1	0.1	0.6	0.2
Total Revenue	6.6	5.9	6.1	24.8	14.0
Expenses					
Finance cost	1.2	0.7	1.1	4.4	1.8
Employee benefit expenses	2.1	2.1	1.8	7.1	6.7
Credit Cost	0.1	0.6	0.9	3.3	1.5
Other expenses	0.9	0.4	0.9	3.3	3.1
Depreciation and amortization expenses	0.1	0.1	0.1	0.3	0.1
Total Expenses	4.3	3.9	4.8	18.4	13.1
Profit Before Tax	2.3	2.0	1.3	6.4	0.9
Tax expense (DTA)	0.6	0.5	0.3	1.7	0.2
Profit After Tax	1.7	2.5	1.0	4.8	0.6
Other comprehensive income	-0.0	0.0	0.0	0.0	0.0
Total Comprehensive Income	1.6	2.5	1.0	4.8	0.6

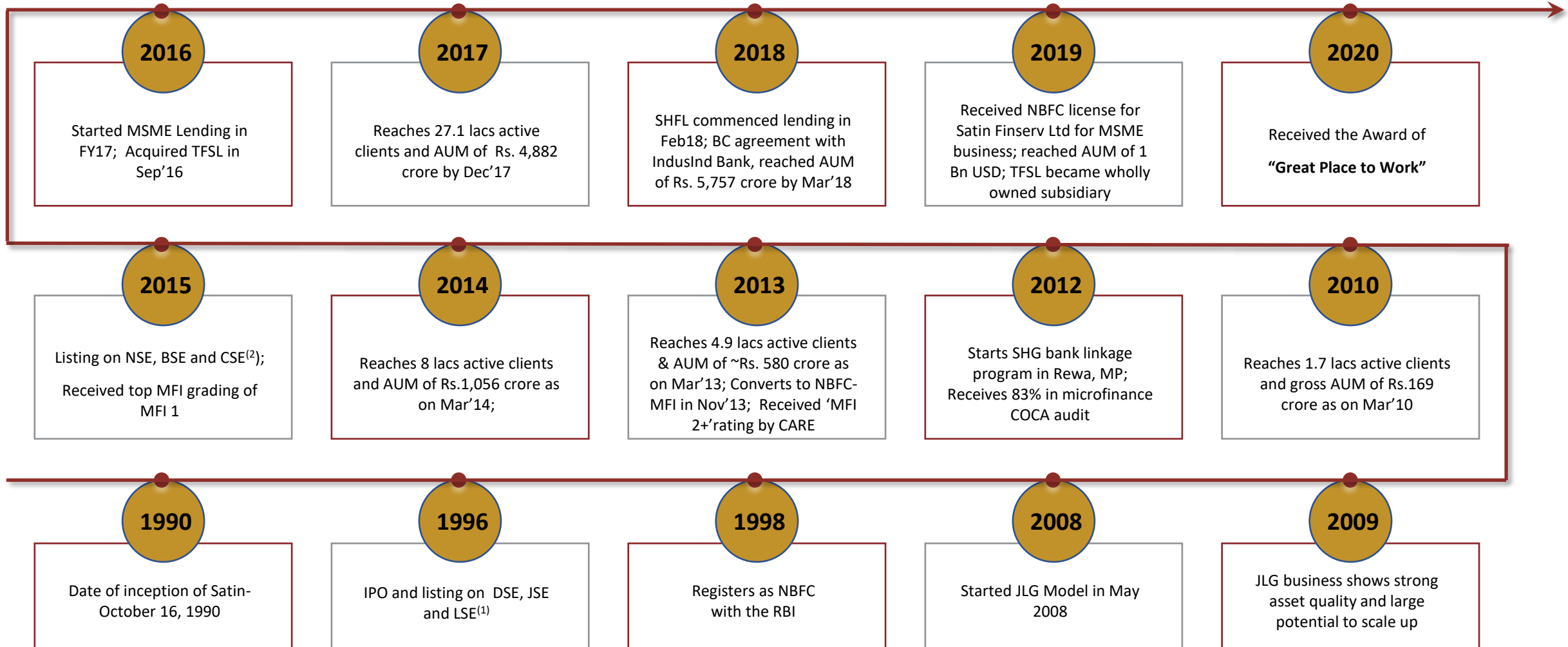
Company Background



Key milestones



Business Timeline

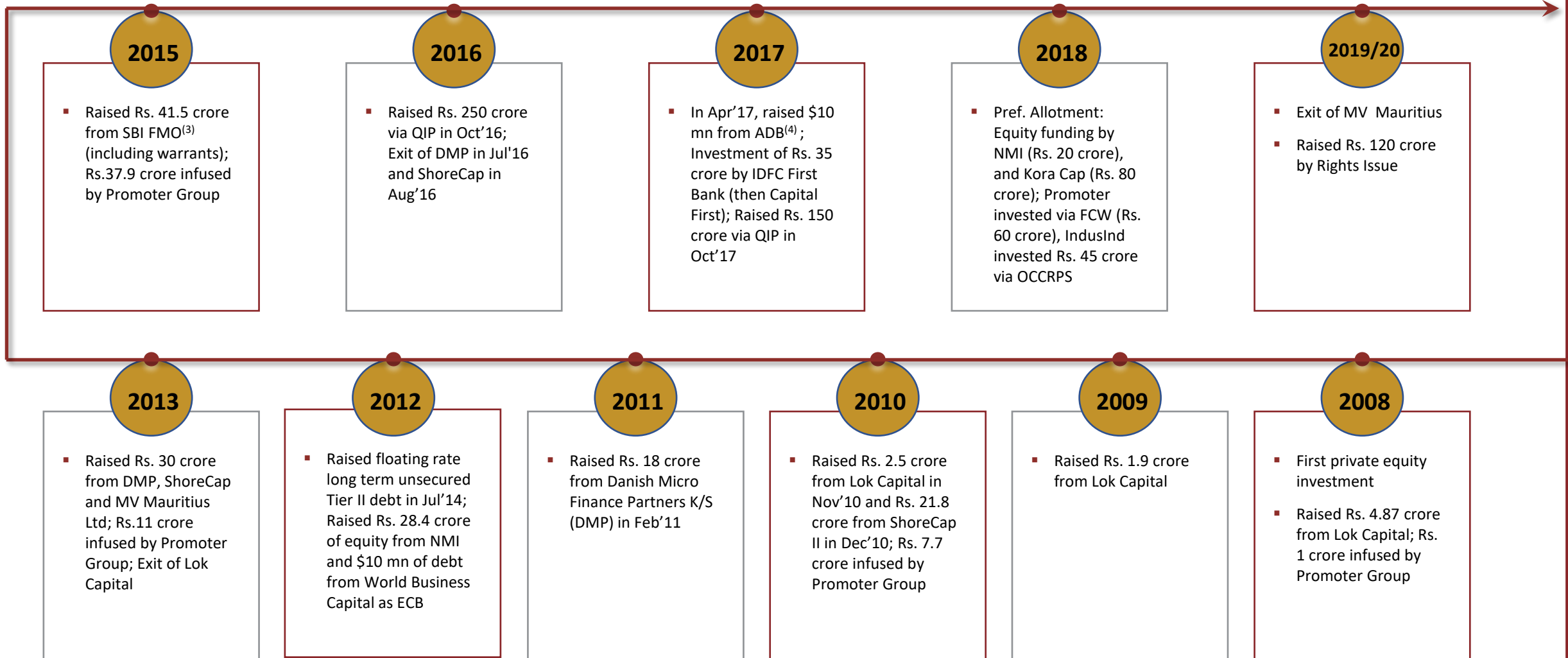


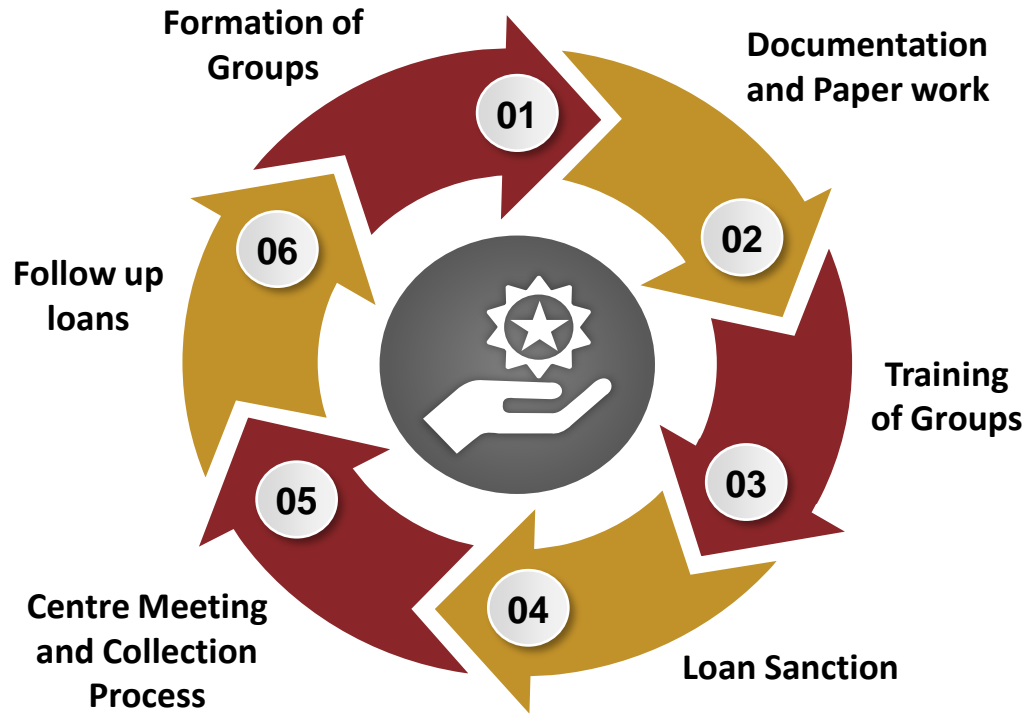
Note: 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE- Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

Key milestones

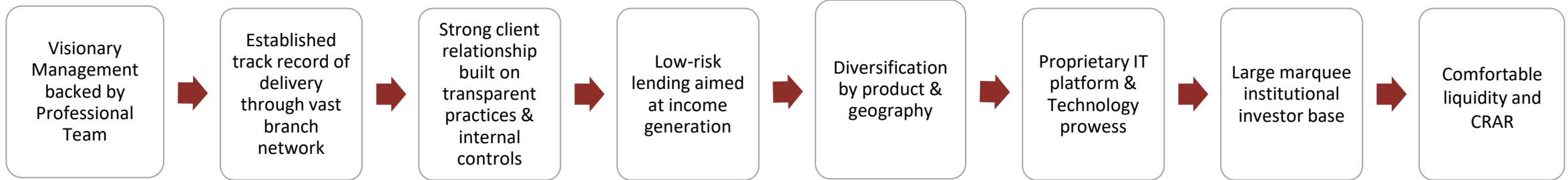


Fund Raising Timeline

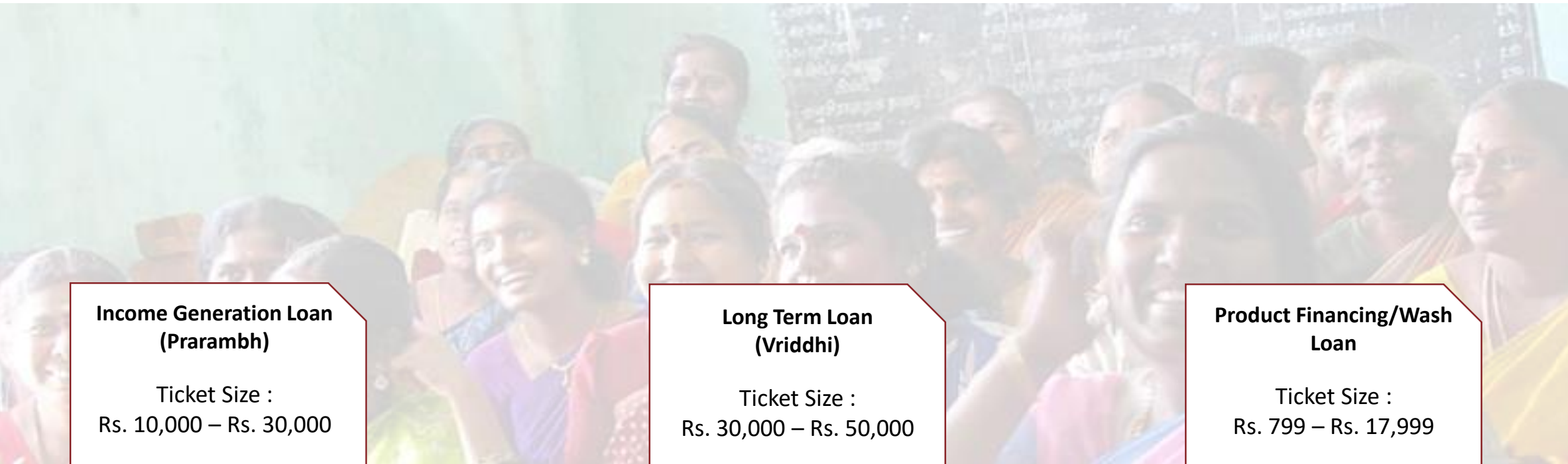




MICROFINANCE... & BEYOND



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



Income Generation Loan (Prarambh)

Ticket Size :
Rs. 10,000 – Rs. 30,000

Tenure : 24 months

Long Term Loan (Vridhhi)

Ticket Size :
Rs. 30,000 – Rs. 50,000

Tenure : 24 months

Product Financing/Wash Loan

Ticket Size :
Rs. 799 – Rs. 17,999

Tenure : 3-18 months

Eligibility Criteria

- Household Income: Rural-Rs. 1.25 Lacs & Urban/Semi-Urban- Rs. 2 Lacs
- Satin can be 3rd lender & 2nd MFI
- Credit scorecard

- Outstanding (incl. applied loan): <=Rs. 1.25 Lacs
- OTP validation

Making a Difference to the Community



Supporting Local Communities During COVID-19 Pandemic

Distributed masks, ration and hygiene kits across districts in Punjab during COVID pandemic. Reached out to more than 3000 households. Outcome- Appreciation by the local administration and strengthened connect with clients

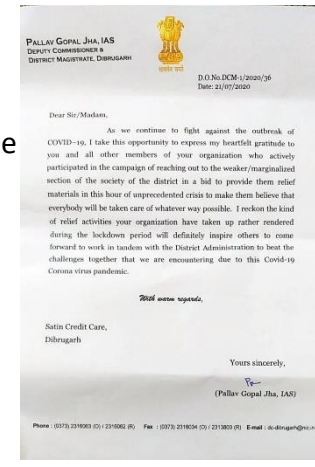


Health Check-up Camps

5 Free health check-up camps in Assam and Odisha



SCNL was awarded an appreciation letter from the District Collector, Dibrugarh (Assam) for our COVID relief initiatives in the district



Appreciation by the local administration and strengthened connect with clients



Financial Empowerment Workshops

Relaunched Financial Empowerment Workshops in a different format in the wake of COVID-19 - shorter duration and smaller gathering. Distributed ration and stationary kits.



Relief Work post Amphan Cyclone- West Bengal

- Reached out and provided ration kits to around 5000 households in the aftermath of the Amphan Cyclone.
- Undertook relief work in the most affected 150 villages in our operation area.



Flood & Cyclone Relief Initiatives

Flood relief camps in West Bengal, Assam and Bihar



Building a Difference to Make a Difference



Awards and Accolades

- Mr. HP Singh, CMD, was conferred the Best CEO of the Year at ‘**Golden Globe Tigers**’ virtual awards ceremony in Malaysia
- Mr. HP Singh received the ‘**Exemplary Leader**’ Award
- Mr. HP Singh received Business Leader of the Year Award in NBFC Sector at World HRD Congress by ET Now



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**



July 2019

Moved up in “**Fortune The Next 500**”



July 2019

Got 1st Prize in Customer Service Index by **MFIN**



September 2019

“Outstanding Contribution to Water and Sanitation Lending” from Sa-Dhan and Water.org



November 2019

Awarded “Company with Great Manager”



February 2020

Won “National Best Employer Brand” “Dream Companies to Work For”



February 2021

SCNL Annual Report FY20 “ranked 17 worldwide” at Vision Awards by LACP, USA



March 2021

Re-certified as “Great Place to Work”



April 2021

Featured in “India’s 30 Best Workplaces in BFSI-2021”



Great Place To Work®

Certified
MAR 2021–FEB 2022
INDIA

Environment

- **Water and Sanitation (WASH) Loans**
- SCNL has been constructively working towards safe water and sanitation in around 120 districts and more than 30,000 villages in 5 states of Assam, Bihar, Chhattisgarh, Uttar Pradesh and West Bengal
- In the FY21, SCNL disbursed a total of 26,819 WASH loans post reactivation in Oct'20
- **Clean Energy Loans**
- More than 1 lakhs clean energy loans were disbursed
- SCNL's clean energy programme is an illustration of its dedication to serve the bottom of pyramid section of society by providing customized financial solution

Social

- Our strength lies in our ground level knowledge and the strong bond that we have created with our stakeholders
- SCNL is reaching its borrowers through a suite of financial and non-financial services, tailored to meet their needs, including lending under Joint Liability Group model, loans to individual businesses, product financing, community level initiatives, financing household level toilet and water facility
- Almost all of SCNL clients are women, 75% of whom are based in rural hinterlands of India
- Around 72% of the clients are from BPL category

- Number of Board Meetings Conducted during the FY21: 10
- Average attendance rate at the Board and Board committee meetings (%): 100% approx.
- Number of Board Committee Meetings Conducted during the FY 2020-21: Audit Committee- 8, Risk Management Committee- 3, Nomination and Remuneration Committee- 5, Stakeholders Relationship Committee- 1, Corporate Social Responsibility Committee- 2, IT Strategy Committee- 2, Rights Issue Committee- 5, Working Committee Meeting- 46

Governance



SCNL and the UN Sustainable Development Goals

Contact Information



Company (Investors & Media) :

Ms. Aditi Singh

Head – Investor Relations & Corporate Communication

E: aditi.singh@satincare.com

T: +91 124 4715 400 (Ext – 7004)

www.satincare.com





SATIN CREDITCARE NETWORK LTD.

Reaching out!

14th June 2021, New Delhi

Satin Creditcare Network Limited (SCNL) (NSE: SATIN, BSE: 539404) has announced its audited financial results for the fourth quarter and full year ended 31st March 2021. The financial numbers are based on IndAS.

Financial Performance (On a Consolidated Basis)

Particulars (Rs. crores)	Q4FY21	Q4FY20	FY21	FY20
Assets under Management (AUM)	8,379	8,174	8,379	8,174
Net Interest Income	243	270	742	914
Pre-Provisioning Operating Profit (PPOP)	110	145	292	434
Profit After Tax (PAT)	38	13	-14	155

- During FY21, our disbursement stood at Rs. 4,982 crores as compared to Rs. 8,976 crores in FY20. Disbursement were subdued due to Covid-19 induced lockdown in the H1FY21
- For Q4FY21, our disbursement stood at Rs. 2,376 crores as compared to Rs. 2,743 crores in Q4FY20
 - For the quarter our MFI disbursement stood at Rs. 2,261 crores as compared to Rs. 1,742 crores in Q3FY21
 - The Company expects to increase its disbursement in the coming quarters with lockdown restrictions lifting up due to reduction in Covid-19 cases and adequate vaccination taking place. However, disbursement in Q1FY22 will be lesser on account of lockdown
 - PAT for 9MFY21 was Rs. -52 crores, Q4FY21 contributed PAT of Rs. 38 crores and the PAT for FY21 was Rs. -14 crores
- As on 31st March 2021, the Assigned Portfolio stood at Rs. 1,375 crores

Footprints and Outreach

Particulars	FY21	FY20
States & UTs	23	23
Branches	1,257	1,383
No. of Employees	12,726	13,005
No. of Loan Officers	8,090	8,152
No. of Clients	30.5 Lacs	34.6 Lacs

Capital Adequacy and Liquidity

- The Company's capital base is strong with CRAR of 25.3% and well above the regulatory requirements
- During FY21, the Company raised debt of Rs. 4,312 crores including Direct Assignment Transactions of Rs. 743 crores

WE ARE
GREAT PLACE TO WORK - CERTIFIED™
 Building and Sustaining High-Performance™ Culture





SATIN CREDITCARE NETWORK LTD.

Reaching out!

- The Company raised USD 5 million from Development Bank of Austria through external commercial borrowing channel and Rs. 25 crores from a private Bank in Q1FY22
- The Company continues to maintain a healthy balance sheet liquidity with Rs. 1,469 crores of surplus funds as on 31st March 2021
- The Company has undrawn sanctions worth Rs. 143 crores as on 31st March 2021
- Bolstered Capital Position by successfully closing the Rights Issue of Rs. 120 crores in Aug'20 with an overwhelming response (Issue was oversubscribed at 123%). Out of this, ~Rs. 90 crores already received by the Company (Rs.45 per share out of Rs. 60)
- Balance amount would be called as determined by the Board

Borrowing Profile

- Total Borrowings stood at Rs. 6,260 crores as on 31st March 2021
- Debt-to-equity ratio as of 31st March 2021 stood at 4.2x
- The company's reliance on NBFC funding is 7% of the total borrowings and has significantly reduced its reliance on higher cost of funding
 - 58% of our borrowings are through Banks

Collection Efficiency

- Seeing improvement in repayments and collections Month on Month, Collection efficiency is back to pre-Covid levels with Mar'21 clocking 105%
- Cumulative collection efficiency for FY21 stood at 94%
- Collection efficiency for Apr'21 stood at 93%
- Significant reduction in number of non-paying clients from 11% in Sep'20 to 1.3% in Mar'21

Asset Quality

- On-book Gross Non-Performing Assets (GNPA) stood at 8.4% as on 31st March 2021
- On account of COVID-19 outbreak, the Company has made adequate provisioning of 5.1%, bringing our NNPA to 3.3% as of 31st March 2021 of on-book
- The Company has made a cumulative total provision of Rs. 289 crores of which Rs. 44 crores have been recognized as on 31st March 2021 on account of significant increase in credit risk on customers given additional support by the Company which were impacted due to COVID-19

Subsidiaries

- Business Correspondent services under Taraashna Financial Services Limited has reached an AUM of Rs. 748 crores. As of 31st March 2021, the Company operates through 217 branches, has more than 3.9 lakh active loan clients
- Satin Housing Finance Ltd, has now reached an AUM of Rs. 226 crores including DA of Rs. 16 crores, having presence across 4 states with 2,413 customers. SHFL has 100% retail book comprising of: 79% affordable housing loans and 21% of LAP. The Company has 10 active lenders including NHB refinance.
 - CRAR of 90.2% and gearing of 1.5x. Total equity stands at Rs. 93 crores and credit rating is CARE BBB (Stable)

WE ARE
GREAT PLACE TO WORK - CERTIFIED™
Building and Sustaining High-Performance™ Culture





SATIN CREDITCARE NETWORK LTD.

Reaching out!

- Satin Finserv Ltd, our MSME arm reached AUM of Rs.131 crores with 2 successive profitable years and credit rating of CARE BBB – (Stable)

Commenting on the performance, Mr. HP Singh, Chairman & Managing Director of Satin Creditcare Network Limited, said

“Despite FY21 starting off on a challenging note for the micro finance industry as a whole, due to pandemic and subsequent lockdown, businesses witnessed a strong recovery with the decline in cases reported, the introduction of the vaccination drive and gradual lifting up of the imposed lockdown restrictions.

Our collection efficiency saw a sequential improvement quarter on quarter. Our collections which stood at 98% in Dec’20, increased to 105% in Mar’21. Overall the collection efficiency for FY21 stood at a reasonable 94%. While the focus was on existing customers we have also adopted a cautious approach in disbursing new loans to arrest asset quality stress. For FY21 our Gross NPA stood at 8.4% and Net NPA stood at 3.3%. Additionally, the Company has adequate liquidity and a strong balance sheet position which makes us well-positioned and agile to achieve growth over the medium to long term, while the demand remains strong.

Considering the surge in cases in April 2021 with the advent of the second wave of the pandemic, we expect the state wise lockdown to have an effect on the Q1FY22 performance. SCNL has made loan repayments more seamless for its customers by introducing UPI AutoPay. SCNL is the first player in the micro finance segment enabling customers to pay their loan EMIs via UPI platform.

Going forward, we expect an improvement in the livelihood of our customers and a resultant demand revival, considering that the economy is poised to grow in double digits. Additionally, as the Covid-19 curve flattens, vaccination rate improves, and the local restrictions start to ease out, we expect improved repayment discipline and lower PAR. We believe that there is no intent issue with our borrowers as observed during the first wave of Covid-19. We have sailed through this challenging period and we expect a positive momentum for us as well as the entire industry in the near future”

About Satin Creditcare Network Limited

Satin Creditcare Network Limited (SCNL or Satin) is a leading microfinance institution (MFI) in the country with presence in 23 states & union territories and around 84,000 villages. The company mission is to be a leading micro financial institution by providing a comprehensive range of products and services for the financially under-served community. The company also aims to lead in gender empowerment by leveraging on technology and innovation that forge sustainable strategic partnerships.

The company also offers a bouquet of financial products in the Non-MFI segment (comprising of loans to MSMEs), a housing finance subsidiary, and business correspondent services and similar services to other financial Institutions through Taraashna Financial Services Limited, a business correspondent company and a 100% subsidiary of SCNL. In April 2017, SCNL incorporated a wholly owned housing finance subsidiary (Satin Housing Finance Limited or “SHFL”) for providing loans to the affordable housing segment. In January 2019, received separate NBFC license to commence MSME business, Satin Finserv Limited. As of March 2021, SCNL had 1,257 branches and a headcount of 12,726 across 23 states and union territories serving more than 30 lakh clients.

WE ARE
GREAT PLACE TO WORK - CERTIFIED™
Building and Sustaining High-Performance™ Culture





SATIN CREDITCARE NETWORK LTD.

Reaching out!

Disclaimer

This document may contain certain forward-looking statements within the meaning of applicable securities law and regulations. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. Many factors could cause the actual results, performances, or achievements of the Company to be materially different from any future results, performances, or achievements. Significant factors that could make a difference to the Company's operations include domestic and international economic conditions, changes in government regulations, tax regime and other statutes. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company

Satin Creditcare Network Ltd.

CIN: L65991DL1990PLC041796

Plot No. 492, Udyog Vihar, Phase-III, Gurugram, Haryana - 122016, India

Landline No: +91 124 471 5400

Registered Office: 5th Floor, Kundan Bhawan, Azadpur Commercial Complex, Azadpur, Delhi-110 033

E-mail ID: communications@satincreditcare.com

Website: www.satincreditcare.com

For further information, please contact

Ms. Aditi Singh

Head – Capital Markets & Investor Relations

E: aditi.singh@satincreditcare.com

T: +91 124 4715 400 (Ext – 7004)

www.satincreditcare.com

Mr. Abhishek Shah

Strategic Growth Advisors

E: abhishek.shah@sgapl.net

T: +91 99 30651660

www.sgapl.net

Ms. Purvi Shah

Strategic Growth Advisors PR

E: purvi.shah@sgapl.net

T: +91 98 3343 1331

www.sgapl.net

WE ARE
GREAT PLACE TO WORK - CERTIFIED™
Building and Sustaining High-Performance™ Culture

