

Date: May 11, 2022

The Manager  
Department of Corporate Relationship  
**BSE Limited**  
25<sup>th</sup> Floor P. J. Towers, Dalal Street  
Mumbai -400 001

The Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East)  
Mumbai -400 051

**Scrip Code: 532900 (Equity)**  
**959759, 960204 (Debt Securities)**

**SCRIP SYMBOL: PAISALO**

**Subject : Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find enclosed herewith Investor Presentation for the quarter and year ended March 31, 2022.

The above is being made available on the Company's website i.e. [www.paisalo.in](http://www.paisalo.in)

This is for your information and record please.

Thanking You,

Yours faithfully,

**For Paisalo Digital Limited**

**(MANENDRA SINGH)**  
**Company Secretary**

**Encl.: as above**

**PAISALO DIGITAL LIMITED**

**Registered Office:** CSC, Pocket 52, Near Police Station, CR Park, New Delhi - 110 019. Phone : + 91 11 4351 8888. Email: delhi@paisalo.in

**Head Office:** Block 54, First Floor, Sanjay Place, Agra - 282 002. Phone : +91 562 402 8888. Email: agra@paisalo.in

**Mumbai Office:** 262, Solitaire Corporate Park, Andheri East, Mumbai 400 093. Phone: +91 22 4228 8888. Email: mumbai@paisalo.in

CIN: L65921DL1992PLC120483

**[www.paisalo.in](http://www.paisalo.in)**

**अर्थ: समाजस्य न्यासः**

**PAISALO**  
EASY LOAN आसान लोन

PAISALO DIGITAL LIMITED

Investor Presentation  
Q4 FY 2022

*A Systemically Important Non-Deposit Accepting Non-Banking Finance Company*

# Presentation Path



**1. Transformation Update**

**2. Financial Summary**

**3. Financial Performance**

**4. Paisalo Digital Limited Overview**

# Transformation Update



**At Paisalo we believe that the purpose of any business transformation is that it should result in stronger growth momentum, better customer experience, additional cross sell, lower credit risk, lower ALM risk and improved liquidity**

**We are Pursuing our  
Business Transformation  
with these objective's**

**At the outset,  
All business transformations takes  
“Technology, Time, and Team”.**

**We started Phase 1 of this transformation  
project in October 2019, with beta testing  
initiated in January 2020**

**Phase 1 was focused on creating a  
“Strong, Stable and Scalable” foundation.**

**Phase 1 : Co-Lending of Loans**  
(300 disbursements per day,  
100% Digital underwriting)

**Phase 2 : 3000 disbursements per day**  
(on-going)

**Phase 3 : 5000 disbursements per day**  
(FY 2022-23)



We are currently in Phase 2 where we are –  
Scaling and Stabilizing at 3,000 Disbursements per  
day by Q1 FY 2023  
(The next update on Phase 2 will be provided with  
Q1 FY 2023 results)

# Financial Summary

Q4 FY 2022



## Paisalo Snapshot Q4 FY 2022

₹ 26973 mn

AUM

YoY Growth ~ 16%

₹ 3922 mn

Revenue

YoY Growth ~ 25%

₹ 10241 mn

Networth

YoY Growth ~ 18%

A good quarter for the Company across balance sheet growth, portfolio quality and profitability.  
Transformation agenda continued to accelerate in Q4.

Overall, excited about FY23 prospects.

# Paisalo Snapshot Q4 FY 2022

₹ 793 mn

PAT

YoY Growth ~ 30%

42.92%

CAR

1.26%

NNPA

A good quarter for the Company across balance sheet growth, portfolio quality and profitability.  
Transformation agenda continued to accelerate in Q4.

Overall, excited about FY23 prospects.

# Paisalo Snapshot

## Q4 FY 2022

- » Highest ever AUM of ₹ 26,973 Mn
- » AUM as at Q4 FY 2022 was up 16.37% at ₹ 26,973 mn as against Q4 FY 2021 at ₹ 23,178 mn.
- » Loan Book as at Q4 FY 2022 was up 22.29% at ₹ 25,915mn as against Q4 FY 2021 at ₹ 21,191 mn.
- » Total geographic footprint stood at to 144 branches and 2125 postal codes, in the quarter. In Q4, the company added 6 new locations.
- » The company continues to invest in Teams and Technology for business transformation.

# Paisalo Snapshot

## Q4 FY 2022

- » The company continues to protect its margin profile, Interest Income for Q4 FY 2022 was up 13.35% at ₹ 3,922.23 mn as against ₹ 3,460.22 mn in Q4 FY 2021. The company has posted 33% increase in PBT and 30% increase in PAT YoY.
- » GNPA and NNPA stood at 1.56% and 1.26% as at Q4 FY 2022 compared to 1.87% and 1.56% as at Q3 FY 2022. The Company expects its GNPA and NNPA to stay within the Long-Term outlook of below 2%.
- » On 15 February 2022, RBI allowed deferment till 30 September 2022 of its earlier circular dated 12 November 2021 pertaining to upgradation of NPA accounts only on receipt of entire overdue of the customer. We are complying with RBI Circular dated 12 November 2021 as at Q3 FY 2022. However, we have not received any deferment request from borrowers.
- » The company has seen strong improvement in debt management efficiencies, as Paisalo has not done any top-up loans since First Wave of COVID-19, this has helped in managing asset quality across the loan book.
- » The Board of Directors recommended a Dividend of 10% of per fully paid equity share of Rs. 10/- each, for FY 2022

# Paisalo Snapshot

## Q4 FY 2022

- » Paisalo has written off bad debts totaling to INR 364 mn and has recovered old written off bad debts worth INR 120mn twelve month cumulative
- » For Q4 FY2022 - INR 104 mn written off bad debts and recovered old written off bad debts worth INR 17 mn.
- » The Tangible Networth is INR 10,241 mn versus Bank Borrowings (secured) INR 9,588 mn , i.e. 0.94 times
- » Capital Adequacy remained very strong at 42.92%
- » RoE at 7.78% and RoA at 3.09%.
- » **A good quarter for the company, across the board improvement in all metrics.**

# Financial Performance



# FINANCIALS

₹ in Millions, \* Cumulative

<i>PARTICULARS</i>	Q4 FY 2021*	Q1 FY 2022	Q2 FY 2022*	Q3 FY 2022*	Q4 FY 2022*
AUM	₹23,178	₹23,211	₹24,046	₹25,201	₹26,973
Disbursements	₹14,238	₹3,004	₹7,240	₹11,303	₹16,343
Revenue	₹3,115	₹835	₹1,746	₹2,926	₹3,922
PBT	₹805	₹227	₹516	₹864	₹1,071
PAT	₹609	₹168	₹380	₹643	₹793
Net Worth	₹8,619	₹8,794	₹9,011	₹9,273	₹10,241
Total Liabilities	₹14,814	₹14,881	₹15,881	₹17,170	₹15,989
Bank Borrowings	₹7,412	₹7,454	₹8,015	₹8,784	₹9,588
Debt to Equity Ratio	1.72	1.69	1.89	2.00	1.46
Bad Debts Written Off	₹353	₹115	₹214	₹259	₹364
Bad Debts Recovered	₹112	₹44	₹67	₹103	₹120
NIM	4.05%	4.48%	4.68%	4.53%	4.03%
Gross NPA	0.72%	0.70%	1.95%	1.87%	1.56%
Net NPA	0.57%	0.48%	1.61%	1.55%	1.26%
CAR	44.47%	44.59%	43.33%	41.57%	42.92%

# FINANCIALS

PARTICULARS	FY 2019	FY 2020	FY 2021	Q4 FY 2022
AUM	₹19,253	₹21,119	₹23,178	₹26,973
Interest Income	₹3,167	₹3,375	₹3,115	₹3,922
NIM	6.60%	6.47%	4.05%	4.03%
PAT	₹567	₹540	₹609	₹793
Cash Accrual	₹615	₹580	₹646	₹819
Net worth	₹6,447	₹7,603	₹8,619	₹10,241
Total Debt	₹9,462	₹10,701	₹14,814	₹15,989
Debt Equity Ratio	2.01	1.82	1.72	1.46
Gross NPA	0.26%	0.44%	0.72%	1.56%
NET NPA	0.23%	0.34%	0.57%	1.26%
ROA	2.91%	2.61%	2.66%	3.09%
ROE	8.81%	7.15%	7.07%	7.78%
CAR	34.04%	43.06%	44.47%	42.92%
Book Value	₹159	₹179	₹202	₹230

₹ in Millions

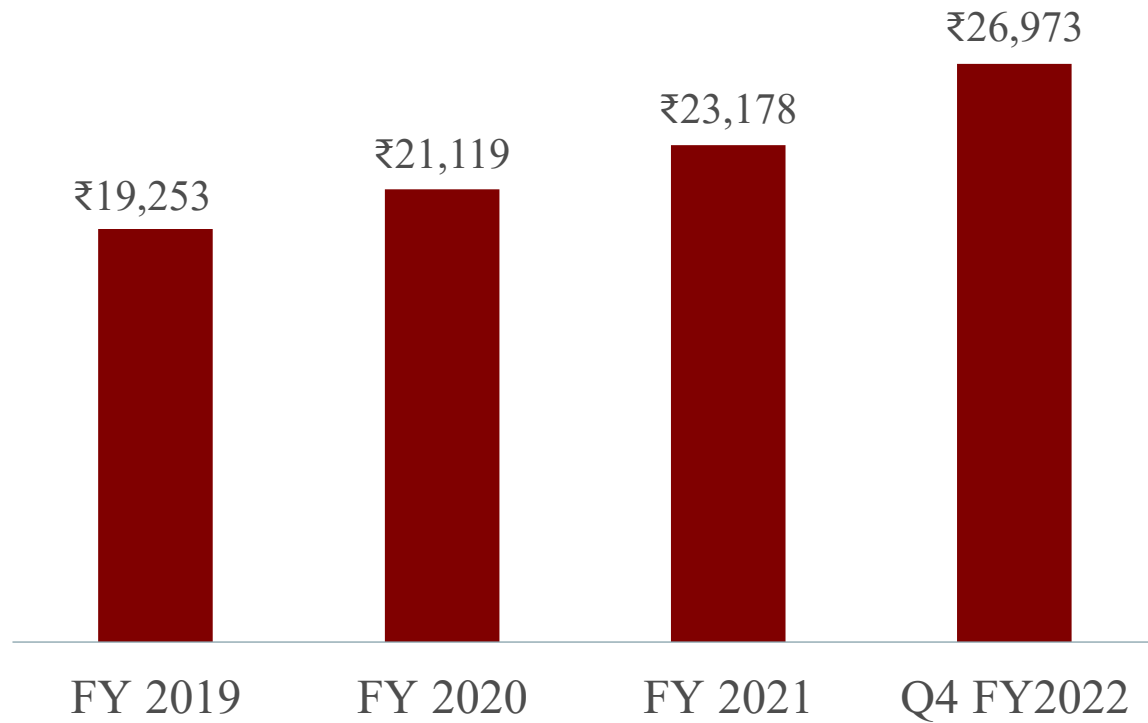
# FINANCIALS

## Critical Ratios

INR in Millions

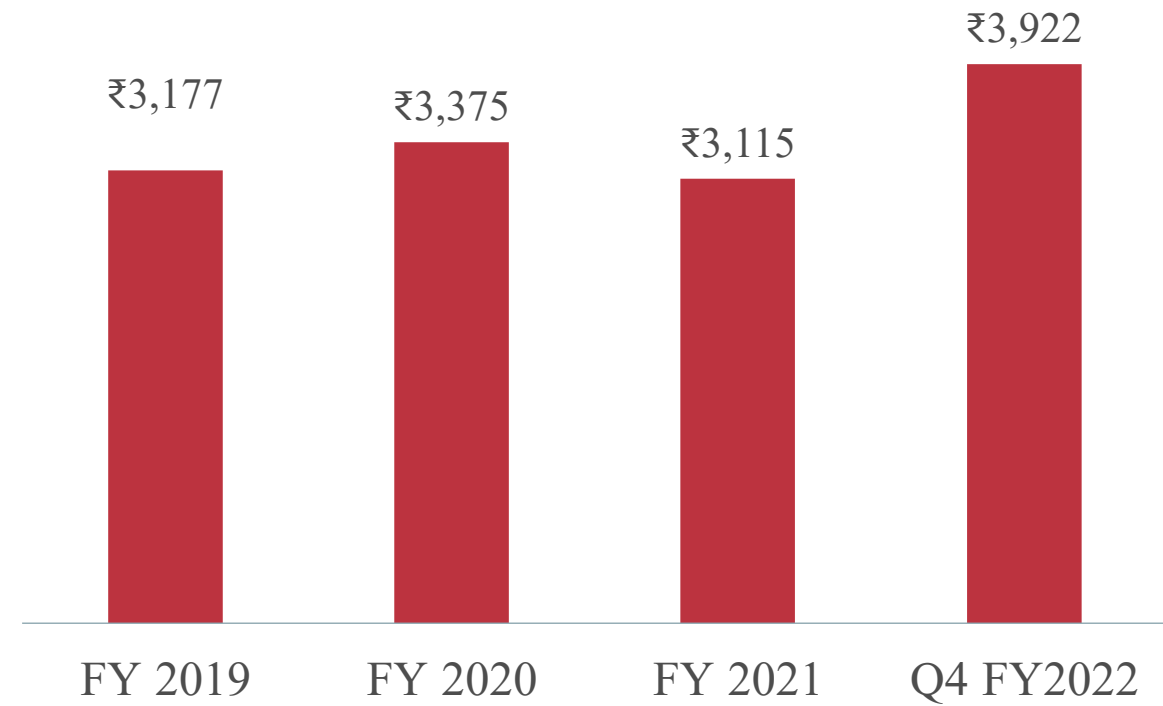
Particulars	FY 2019	FY 2020	FY 2021	Q4 FY 2022
Tangible Net Worth (TNW)	₹6,447	₹7,603	₹8,619	₹10,241
Bank Borrowings (BB)	₹7,422	₹7,983	₹7,412	₹9,588
Total Outside Liabilities (TOL)	₹12,982	₹13,738	₹14,814	₹15,989
BB / TNW (Times)	1.15	1.05	0.86	0.94
TOL / TNW (Times)	2.01	1.81	1.72	1.56

## AUM



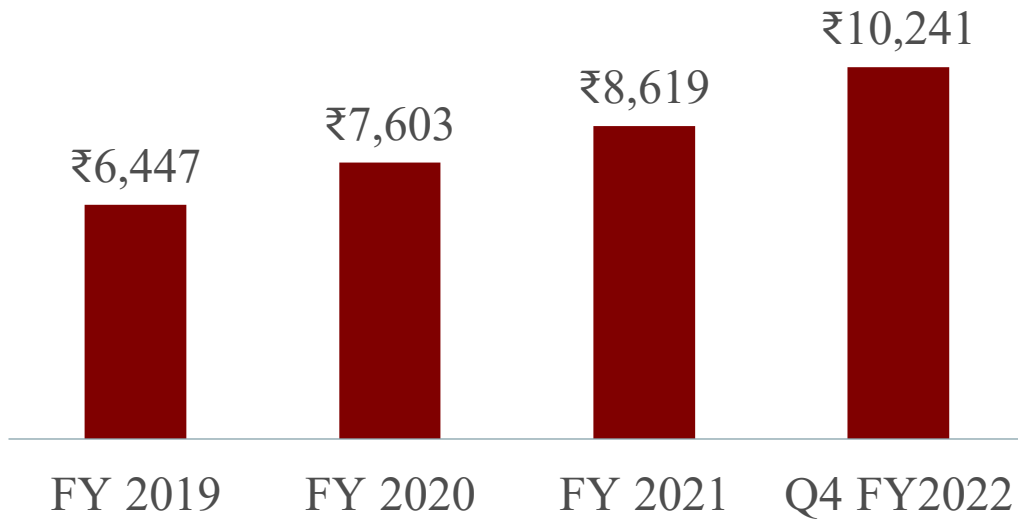
₹ in Millions

## Revenue

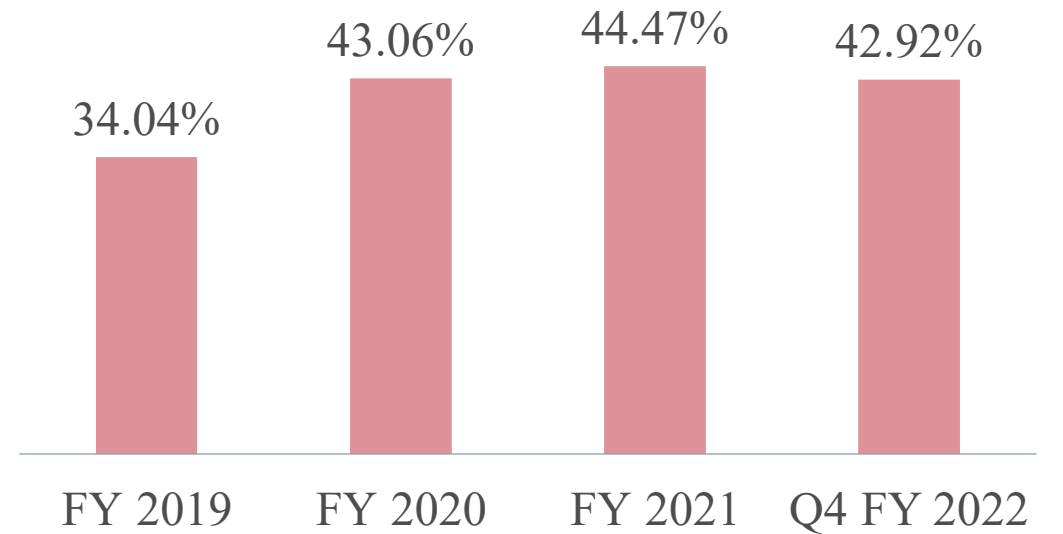


₹ in Millions

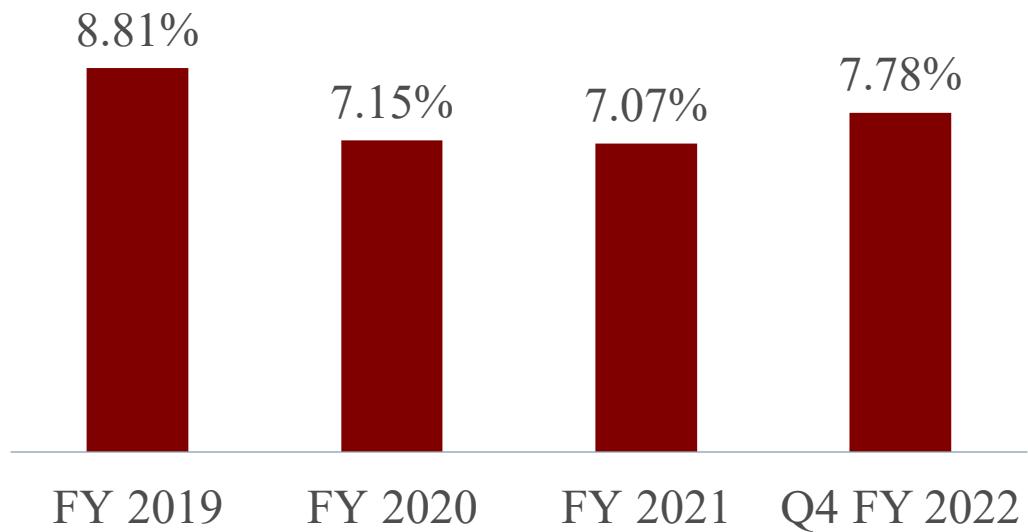
## Net Worth



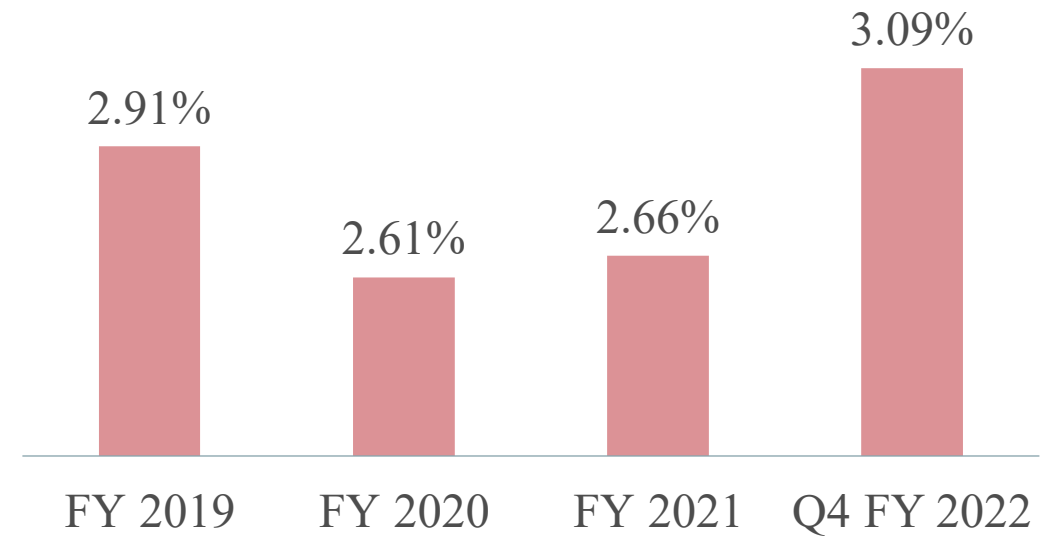
## CAR



## ROE



## ROA



# Paisalo Digital Limited

## Overview

# What do we Stand For

## 1. Disruption –

Revolutionizing and Disrupting Rural Credit

## 2. High Tech : High Touch –

Engage and transact without friction to deliver a sustainable business model

## 3. Innovation –

Focus on continuous innovation to transform customer experience and create growth opportunities

## 4. Business Construct –

Deliver a sustainable NNPA of <2% , RoA of 3-4% and RoE of 19-20% in the long term



## Uniquely Positioned for Growth

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1. Leader with a huge **Early Mover** advantage in “Co-Lending”
2. Offering **easiest and cheapest product** in its market segment
3. Access to almost **unlimited capital**, relative to size
4. **Negligible ‘Liquidity Risk’**
5. **Negligible ‘Credit Risk’**
6. **Negligible ‘ALM Risk’**

# Key strategic differentiators

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1. Leader with a huge **Early Mover** advantage in “Co-Lending”
2. A **Unique and Scalable business model**
3. **In-house Proprietary Digital Platform** uses Data, AI and ML
4. Serviced **1.5 Mn** customers
5. Paisalo has strong **Brand Recognition** in area of operations
6. Team of **1500+** in **10 states** and more than **2000 postal codes**

# Executive Summary

- Engaged in the business of providing convenient and easy loans to the financially excluded at bottom of India's economic pyramid
- Lending business with an AUM of ₹ 26,973 Mn
- Already serviced more than 1.5 million customers
- An experienced team of 1500+ operating from 144 branches in 10 States and > 2000 pin codes ( ~ 10% of total pin codes in India ) engaged in loan origination, servicing and recovery
- Net worth of ₹ 10,241 Mn, leveraged 2 times and CAR ~ 42.92%
- PAT of ₹ 793 Mn
- Classified and regulated by RBI as a ( Non-Deposit Accepting ) Systemically important NBFC
- Rated : AA- (Stable Outlook)
- Listed on NSE and BSE

# Safe Harbor Statement

*PAISALO Digital Limited*

*NSE : PAISALO*

*BSE : PAISALO*

*Bloomberg : PAISALO:IN*

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

**PAISALO**  
EASY LOAN आसान लोन

**THANK  
YOU**

*Phone:*

**+91 11 43-51-8888**

*Email:*

**ir@paisalo.in**

*Website:*

**www.paisalo.in**