



SATIN CREDITCARE NETWORK LTD.

Reaching out!

August 21, 2017

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

**The Manager,
The Calcutta Stock Exchange Ltd**
7, Lyons Range
Kolkata 700001

Scrip Code: SATIN

Scrip Code: 539404 Scrip Code: 30024

Dear Sir/Madam,

Sub: Investor Presentation;

Pursuant to Regulation 30 and 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 and in terms of other applicable laws, if any, please find herewith annexed the Investor Presentation for the quarter ended on June 30, 2017.

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

Thanking You,

Yours Sincerely,

For Satin Creditcare Network Limited

For SATIN CREDITCARE NETWORK LIMITED

CHOUHARY RUNVEER KRISHANAN
COMPANY SECRETARY & COMPLIANCE OFFICER

(Choudhary Runveer Krishanan)

Company Secretary & Compliance Officer

Encl: a/a

SATIN CREDITCARE NETWORK LIMITED



Q1FY18 CORPORATE PRESENTATION

AUGUST 2017

BSE: 539404 | NSE: SATIN | CSE: 30024
Corporate Identity No. L65991DL1990PLC041796



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Satin Overview

Company Overview



Business Overview

- India's third largest NBFC-MFI in terms of Gross Loan Portfolio ("GLP" or "Gross AUM")⁽¹⁾
- Listed on CSE (May'15), NSE (Aug'15) and BSE (Oct'15)
- Led by Mr HP Singh, who has experience of over 25 years in retail finance industry and supported by an experienced management team
 - Promoter has significant stake in Satin having invested Rs. 788 mn in the past 5 years
- Offers comprehensive financial products focused on financial inclusion:
 - MFI Segment** (c. Rs 37,200 mn)⁽²⁾ consisting of lending under Joint Liability Group model, loans to individual businesses, loans for water and sanitation
 - Non-MFI Segment** (c. Rs 5,000 mn)⁽²⁾ consisting of loans to MSMEs, business correspondent services and similar services to other financial institutions (through its subsidiary) and further product diversification by entry into affordable housing
- 7,265⁽³⁾ employees, 794⁽³⁾ branches, ~2.63⁽³⁾ million active clients⁽⁴⁾ as of Jun'17
- Strong presence in underpenetrated regions of UP, Bihar, MP, Punjab, Uttarakhand
 - Expanding presence in East India. Started Assam from Q1FY18 and Orissa in Q2FY18
- Multiple rounds of fund infusion from 7 PE investors - profitable exits to 3 investors
- Post demonetization, Satin raised Rs. 643 mn via pref. allotment from ADB, Rs. 300 mn from promoters, Rs. 482 mn via securitization, Rs 350 mn as sub debt and Rs. 350 mn via OCRPS from a large NBFC
- In Jul '17, Satin entered into a strategic tie up with a large NBFC to distribute its financial products across the branch network of Satin
- Credit Rating: BBB+

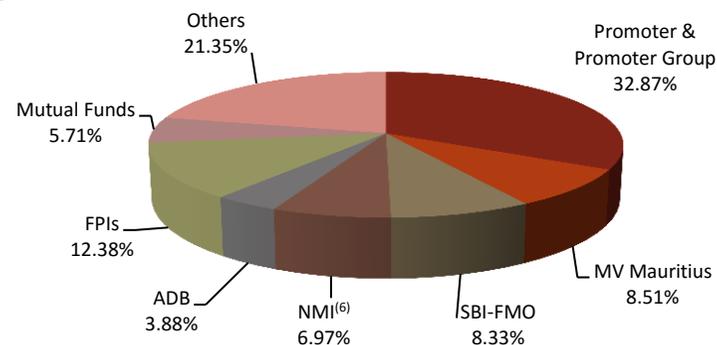
Key Market Statistics

Particulars	Aug 17, 2017
Returns since listing ⁽⁵⁾	3.0x
CMP (Rs.)	280.20
M.Cap (Rs. mn)	11,144
Free Float (Rs. mn)	4,387
Price to Book Ratio	1.7x

Source: BSE & NSE as on August 17, 2017

Marquee Shareholder Base

As on August 10, 2017



Key Financials

Rs. mn	FY15	FY16	FY17 ⁽³⁾	Q1FY18 ⁽³⁾
Equity ⁽⁷⁾	1,935	3,240	6,376	6,523
Gross AUM ⁽⁸⁾	21,407	32,708	40,666	42,204
On-book AUM	14,645	22,747	31,992	35,292
Off-book AUM	6,762	9,960	4,177	2,414
Subsidiary (Managed AUM)	-	-	4,498	4,497
Total Debt	16,301	27,483	38,641	38,010
Net Interest Income ⁽⁹⁾	1,467	2,687	3,657	1,023
PAT	317	579	249	(798)
PAT (post pref. dividend & minority int.)	308	574	249	(796)
Return on Avg. Assets (RoA) ⁽¹⁰⁾	2.0%	2.2%	0.6%	-
Return on Avg. Equity (RoE) ⁽¹¹⁾	18.6%	22.2%	5.1%	-
Cost to Income (%) ⁽¹²⁾	61.6%	59.5%	73.2%	71.6%
CRAR (%)	15.7%	16.8%	24.1%	21.7%

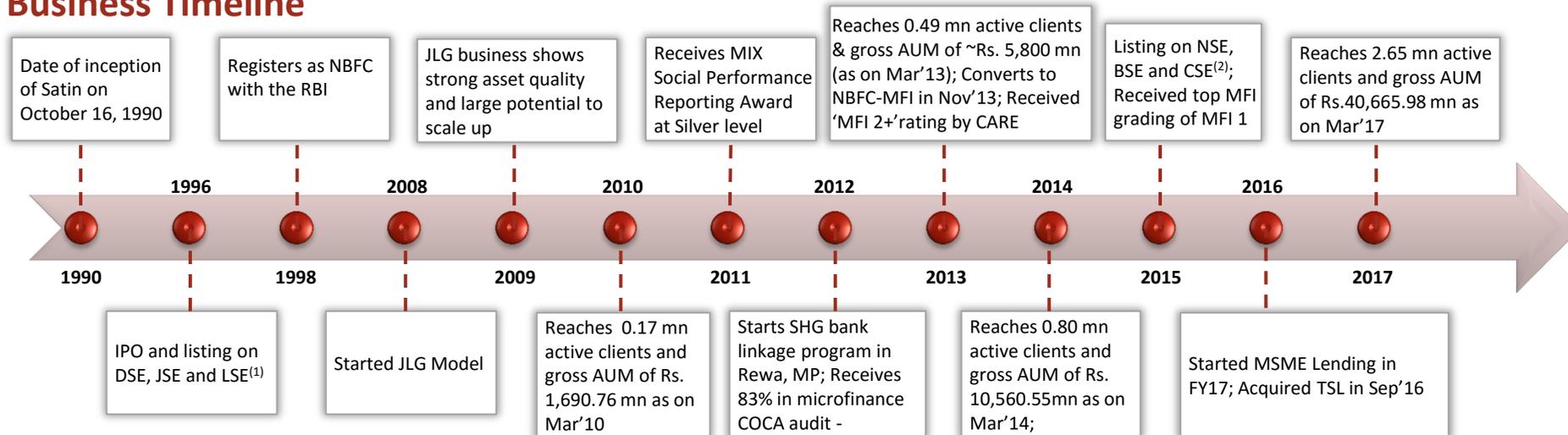
(7) Includes equity share capital, share warrants and reserves and surplus; (8) Including off-book AUM; (9) Represents total income less interest expense; (10) RoA represents ratio of PAT to the Average Total Assets; (11) RoE represents PAT (post Preference Dividend and Minority interest) to the Average Equity (i.e., networth excluding preference share capital); (12) All expenses including depreciation and excluding credit cost and int. exp) / (Total Income less Int exp).

Key Milestones

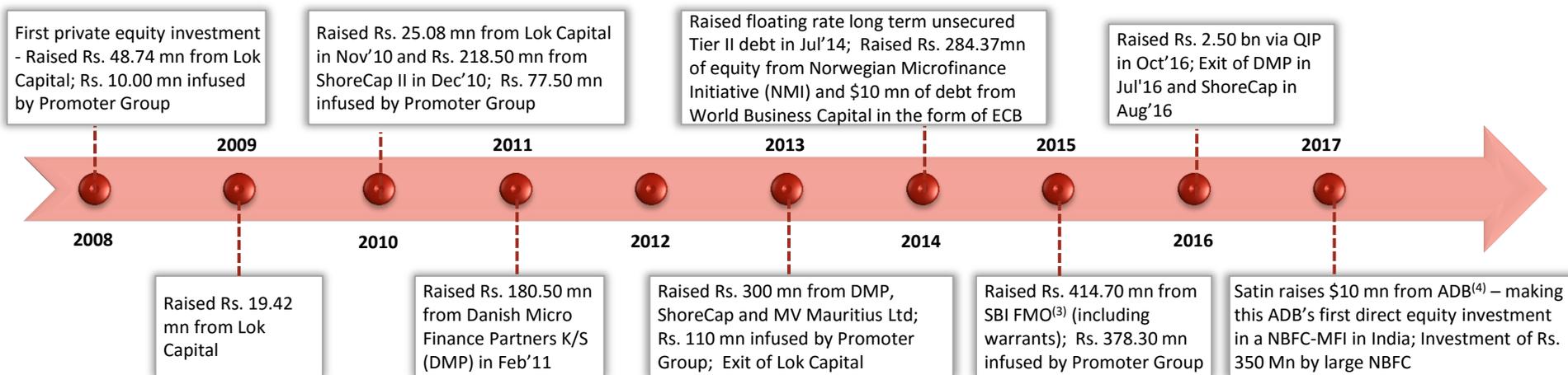
20 years to reach AuM of Rs 100 Cr; next 7 years to reach AuM of Rs 4,000 Cr



Business Timeline



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

Select Accolades & Key Highlights



- Winner of “Best NBFC-MFI Award” in 2017 & Runner-up for “CSR Initiatives & Business Responsibility Award” in NBFC-MFI category– CIMSME Banking and NBFC Awards 2016
- “Client Protection Certificate” under the Smart Campaign – 2016 from M-CRIL
- Certificate for being the ‘Best Micro Finance Company in India’ from Worldwide Achievers at the Business Leaders’ Summit and Awards, 2016
- “India Iconic Name in Microfinance” Award- 2015 from IIBA
- First MFI to receive funding from Mudra Bank
- Raised multiple rounds of sub debt from reputed financial institutions (domestic and international) and ECB from World Business Capital
- First NBFC-MFI to raise funds from a domestic bank against guarantee by Asian Development Bank and IFMR Capital

Award by
MF Transparency Organization



Client Protection Certificate
Smart Campaign - 2016



Award by Microfinance Information Exchange



Key Investment Thesis

Key Investment Thesis



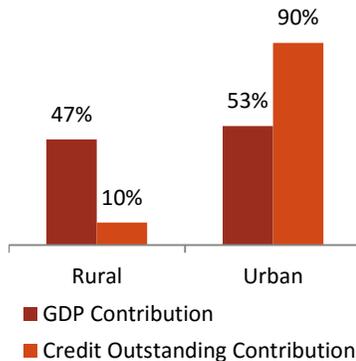
1 Microfinance – Supportive Industry Dynamics and Robust Fundamentals; Strong Growth to Continue



Industry Snapshot

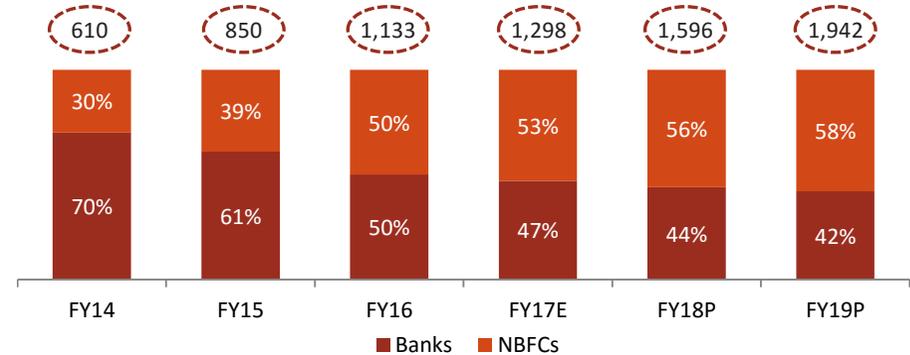
- Massive Govt. thrust to boost financial inclusion - NBFC-MFIs (with 41mn borrowers and outstanding FY17 GLP of Rs. 684 bn) to play a key role in furthering this
- Significant opportunity to capture share from unorganized players will continue to drive MFI industry growth
- Presence across 32 states/union territories
- Yet, it is highly underpenetrated
 - Rural areas accounted for only 10% of overall o/s bank-credit while comprising of 2/3rd households and contributing ~47% of FY16 GDP in India

Low penetration of banking credit in rural areas (FY16)



NBFCs gaining market share in microfinance industry

Share of GLP of NBFCs vis-à-vis Banks

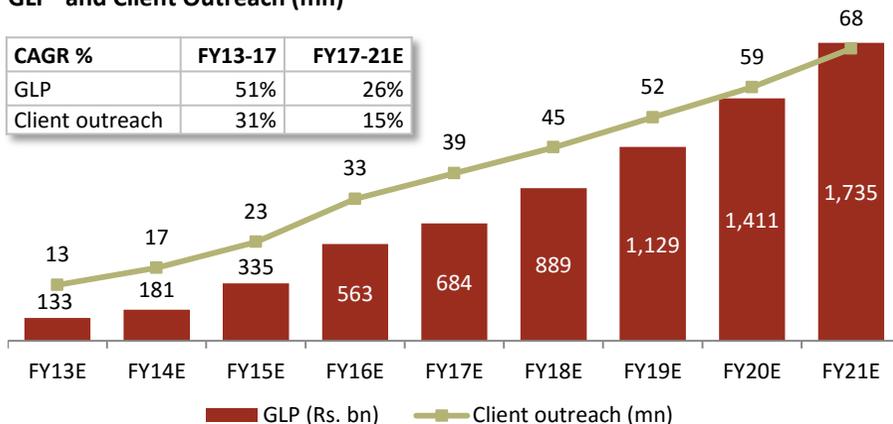


Note: Figure above the bar indicate GLP in Rs. bn

Sector has witnessed high growth in loan portfolio and client reach; Industry size to cross Rs 1.5 Tn in next 4 years

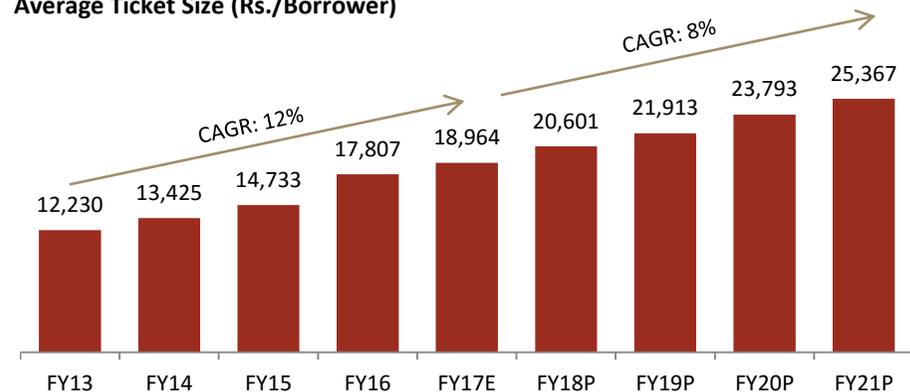
GLP¹ and Client Outreach (mn)

CAGR %	FY13-17	FY17-21E
GLP	51%	26%
Client outreach	31%	15%



Average ticket size expected to cross Rs. 25,000 by FY21

Average Ticket Size (Rs./Borrower)

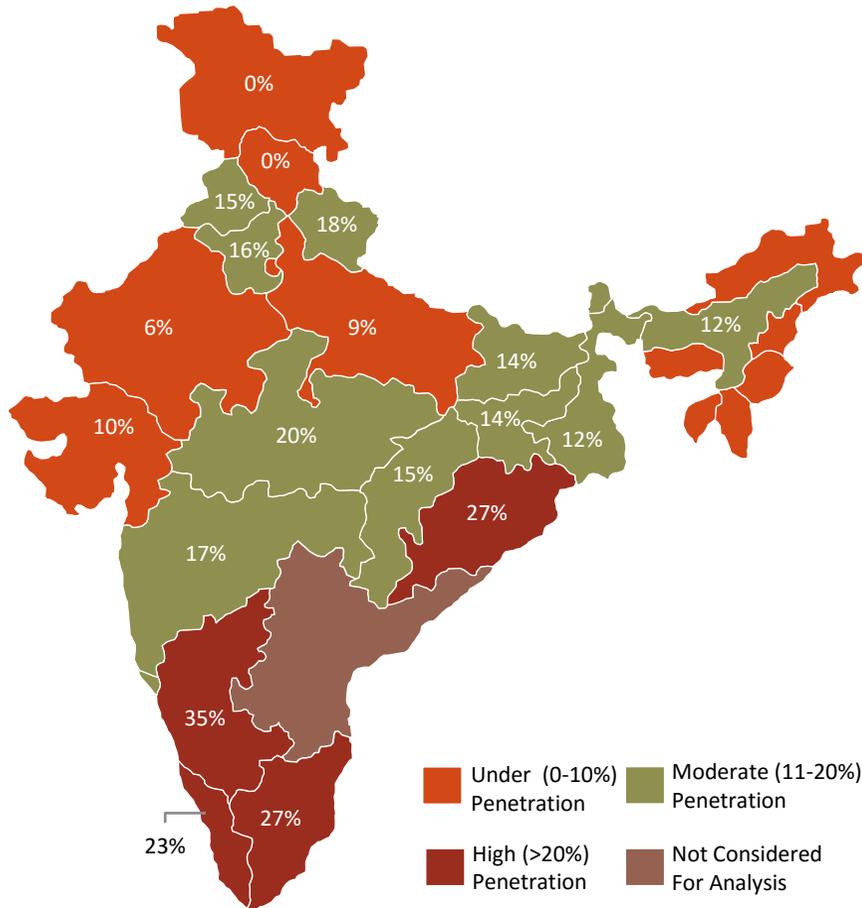


Low Penetration of MFI in India



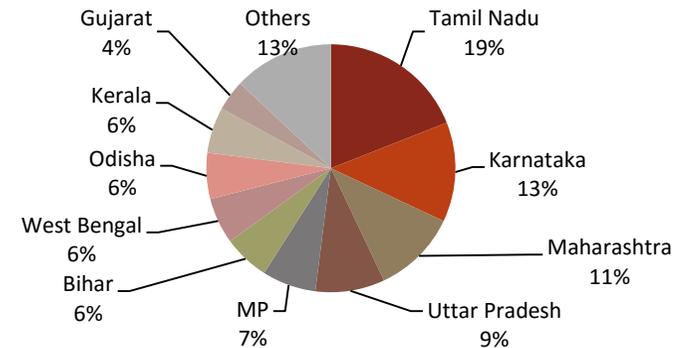
Northern and western states are relatively under penetrated

State-wise MFI penetration data⁽¹⁾



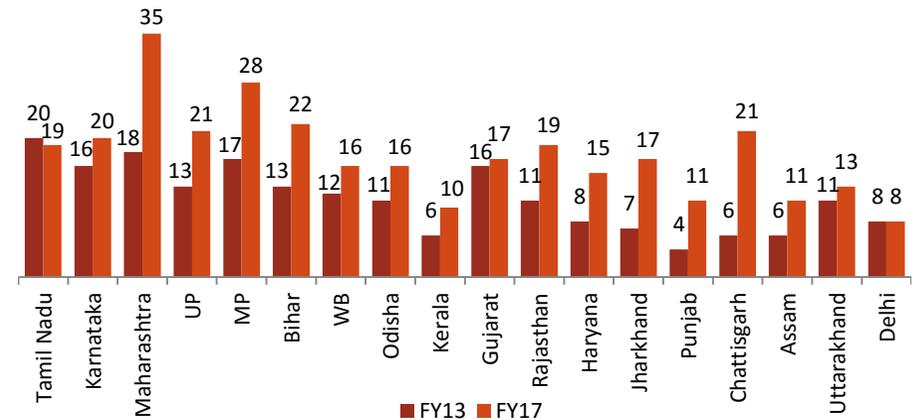
Top 10 states having 87% market share in FY17

Market Share (%)



MFI's expanding aggressively, tapping newer states and districts to increase client base

Number of MFI Players in each state/UT in FY17 vis-à-vis FY13⁽²⁾



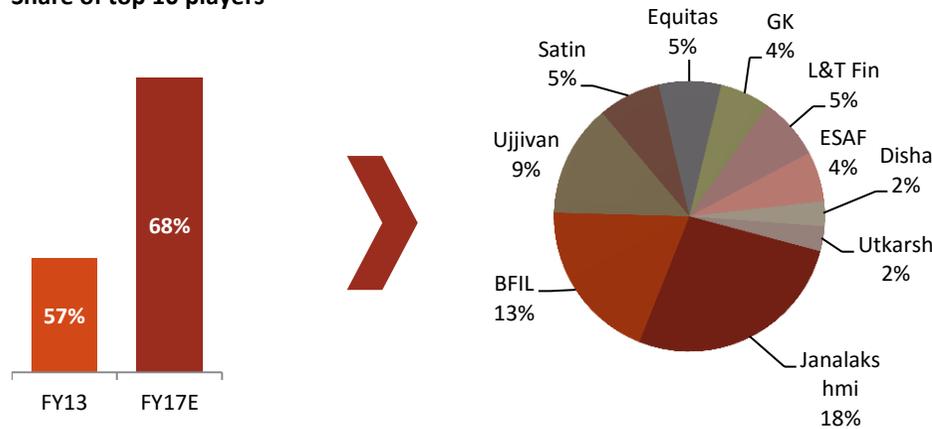
Source: MFN, CRISIL Research; Notes: (1) AP has not been considered for analysis; Penetration is calculated as no. of MFI clients divided by no. of households in 2017; PAN India penetration based on analysis of 20 states; (2) States arranged in decreasing order of GLP, Data only shown for states where 5 or more MFIs are operating

Industry Landscape Changing with Consolidation around Top Players and MFIs converting into SFBs



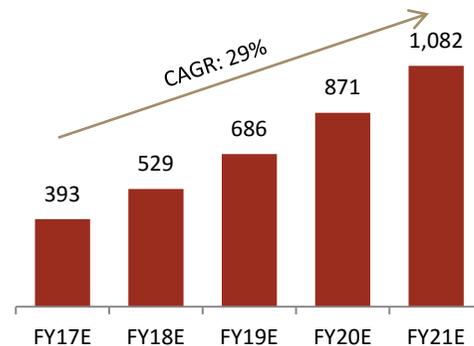
Top 10 players account for 68% of FY17 industry GLP

Share of top 10 players

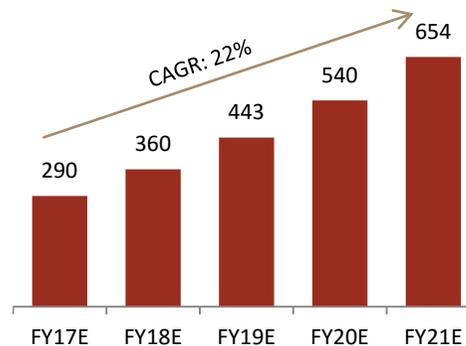


NBFC MFIs to grow faster than SFBs

GLP Growth of NBFC MFIs

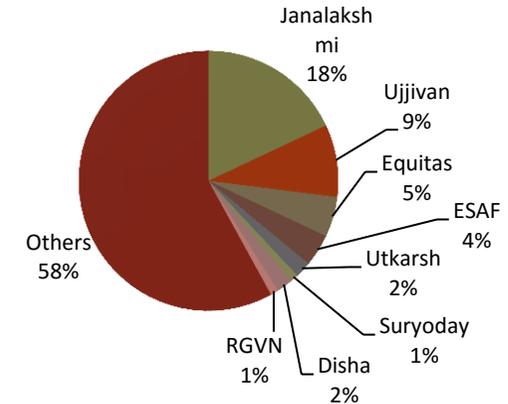


GLP Growth of Players with SFB License



Industry landscape transforming with MFIs converting into SFBs

MFIs-turned-SFBs account for 42% of industry⁽¹⁾



Huge opportunity for growth for large NBFC MFIs

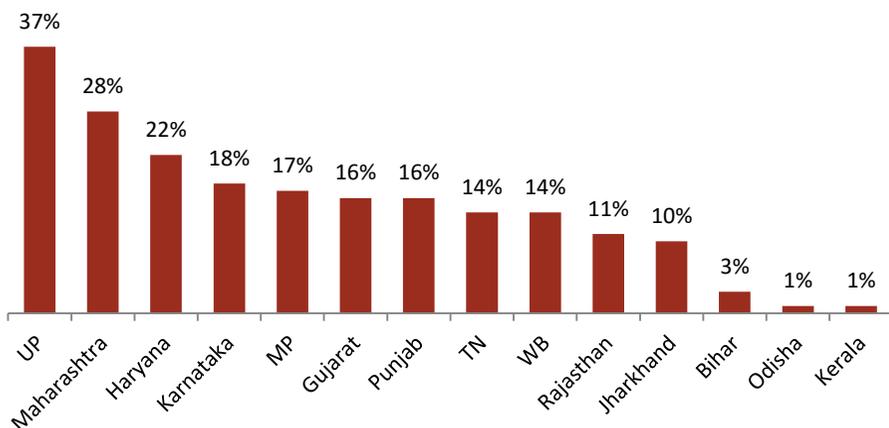
- Huge opportunity for growth for large NBFC MFIs given
 - Lower competition
 - Better reach & lower cost of funds relative to smaller MFIs
 - Ability to attract funds given their scale and decreased options for investors to play in MFI space as large players convert to SFBs
- Incumbent players have gained market share at expense of weaker players
- Interest margin capped
 - MFIs with leadership position better positioned to restrict their operating expenses to make reasonable returns

Impact of Demonetisation

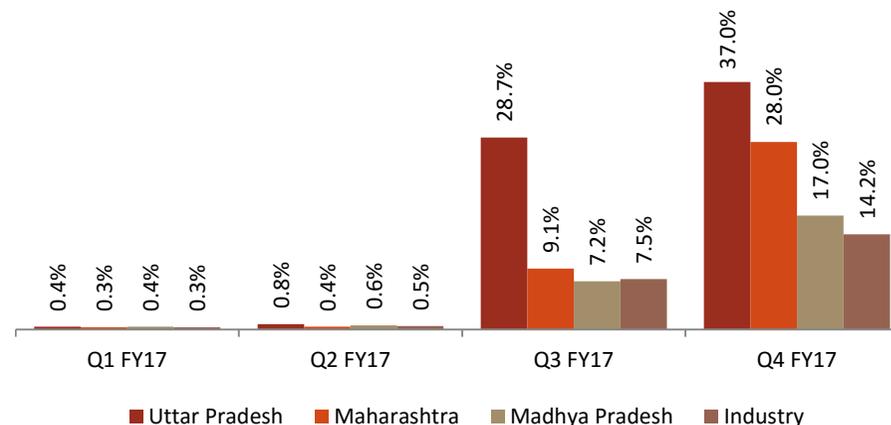


Uttar Pradesh and Maharashtra were among the worst affected states with elections further impacting the industry

State wise level of PAR>30 as of FY17⁽¹⁾

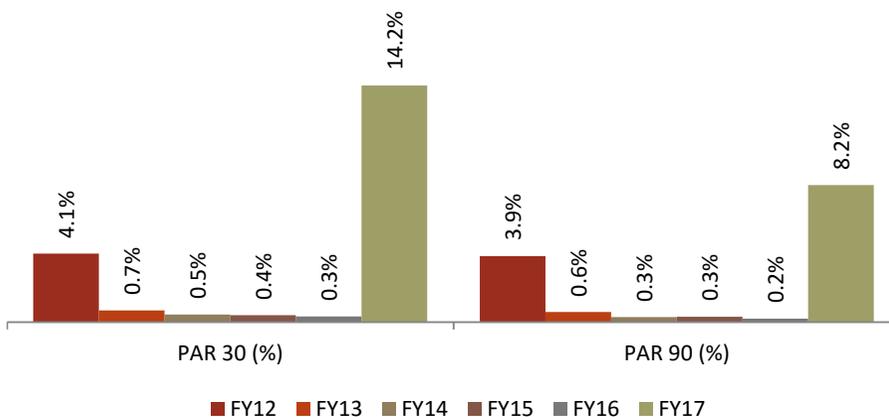


Impact of demonetization on asset quality (PAR>30)⁽¹⁾



Demonetisation impacted PAR levels of MFIs

PAR>30 and PAR>90 as of FY17⁽¹⁾



Factors that Impacted MFI Collections and Disbursements

Currency Shortage

- Shortage was especially severe in the Northern States, poll bound regions, and rural areas

Misinterpretation of RBI Dispensation

- RBI dispensation was misinterpreted both by the local media and by the local agents

Slowdown in economic activity

- People's livelihoods were impacted - payments got delayed & local businesses experienced a slowdown in demand

Political interference

- The local politicians took advantage of the situation and misguided the people

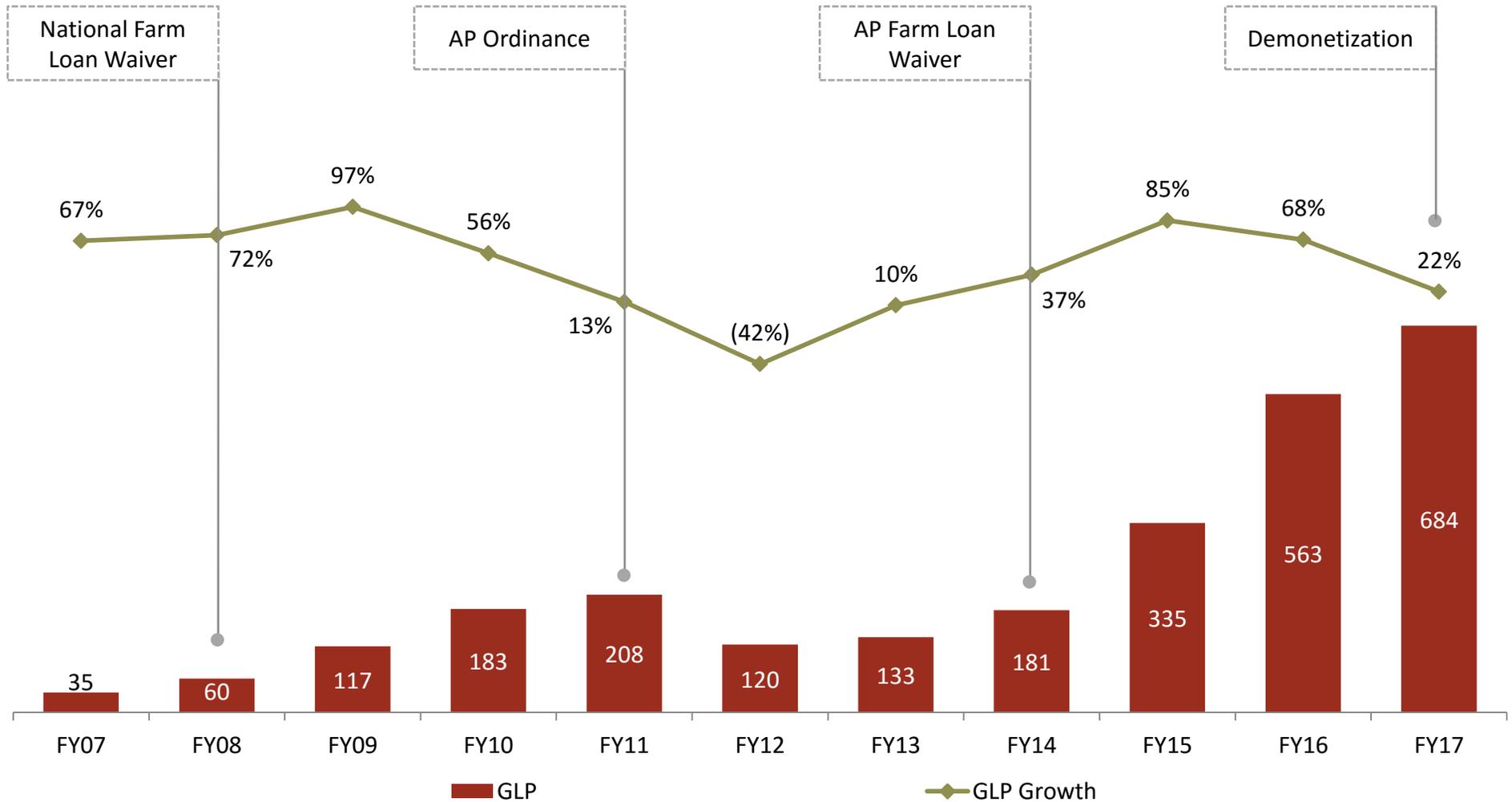
Rumours of Loan Waivers

- Rumours of loan waivers / re-schedulements were spread by the local agents with vested interests

Withdrawal Caps

- Caps on withdrawal of cash from bank accounts also impacted disbursements

However, MFI industry has shown resilience over the past decade



Source – CRISIL Report ; MFIN

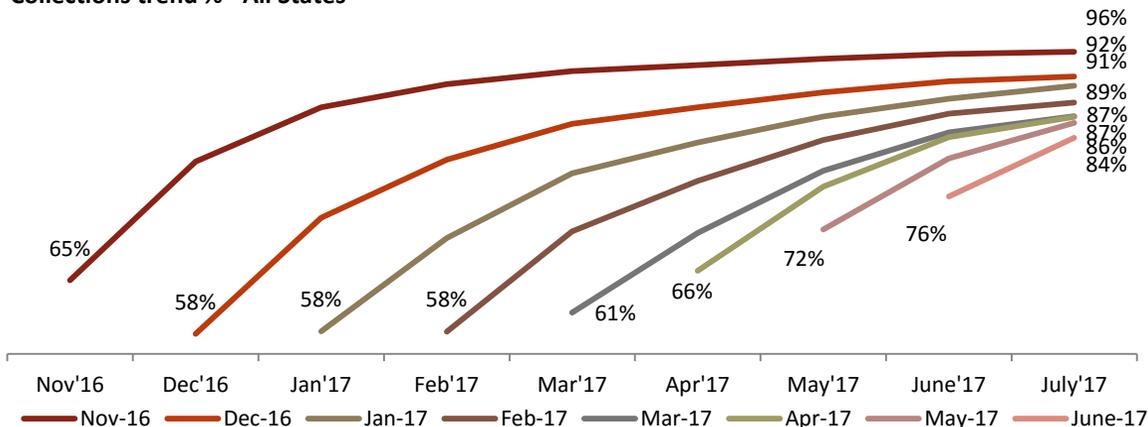
*MFIN Micrometer, Jun'16 ; **Note – 1. MFIN data assumed to represent over 90% of the overall market; 2. GLP numbers have been grossed-up to arrive at estimates for prior years; 3. Overall GLP includes only NBFC-MFIs and excludes numbers of Bandhan Financial Services Ltd which has now become a bank

2 Excellent Management of Demonetization



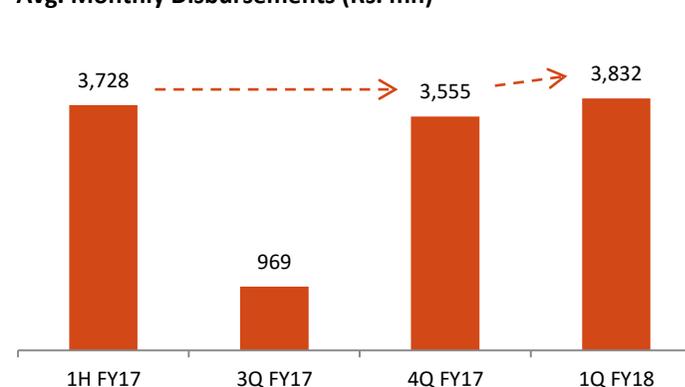
Consistent Increase in Collections Post Demonetization ...

Collections trend % - All States



... With a Return to Normal Disbursement Levels

Avg. Monthly Disbursements (Rs. mn)

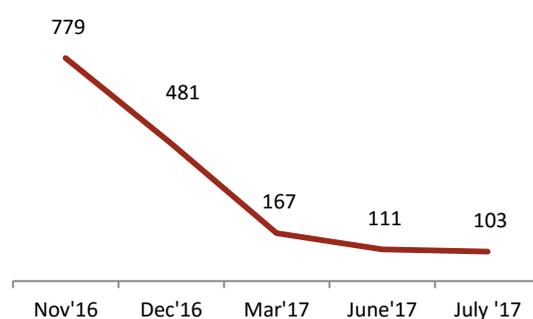


Backed by Rapid Reduction in Zero Collections Centers & Clients...

Zero Collections Centers

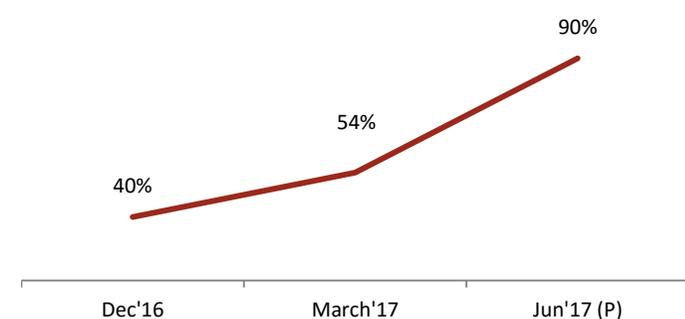


Zero Collections Clients ('000)



...And improving collection efficiency at districts

Percentage of Districts with 95%+ Collection Efficiency



Zero collection centres and clients reduce to 7% and 13% of November levels respectively

90% of districts yielding 95%+ Collections

Proactive Efforts to Minimize Demonetisation Impact leading to Strong Recovery in Collection Efficiency

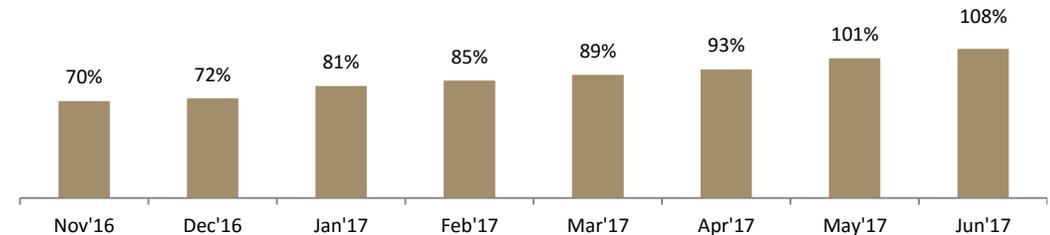


Steps taken to minimize demonetization impact

- **Disbursement of Emergency Loans:** ~Rs 100 Cr disbursed via “Emergency loans” and “Aapki Madad Loan” to ~2 lakh clients in Dec '16 and Jan '17 (Average ticket size of ~Rs. 5,000). These loans were extended to clients who continued to pay post demonetization.
- **Working with stakeholders:** Worked closely with industry associations such as MFIN, in addition to having extensive consultations and meetings with district administration, police, political and local leaders
- **Formation of special task force:** Cross-Functional special task force formed to visit centres to educate, motivate and re-establish connect with clients
- **Customer education:** Ran customer education campaigns and programs in print media, radio and television, urging MFI clients to repay their instalments
- **Client engagement:** Organised activities (health camps, educational activities etc.) to re-engage clients
- **Frequent monitoring:** Opened up a dedicated call centre with close monitoring of client repayments and motivating clients to attend centre meetings as per schedule
- **Recruitment and additional training:** Efforts undertaken include recruitment of female field staff including female CSOs, strengthening crisis management team to improve repayment collection and additional training for the field staff on handling demonetization

Strong Recovery in Collection Efficiency

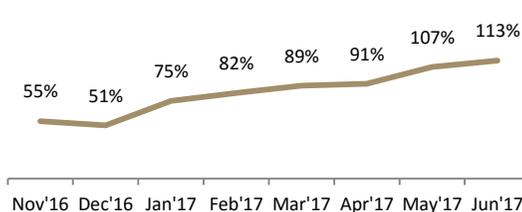
Monthwise Collection Efficiency⁽¹⁾



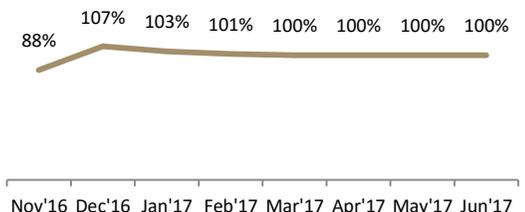
Overall Collection Efficiency at 108% for Jun'16

Collection Efficiencies Surpassed Demonetization Levels – State Trends

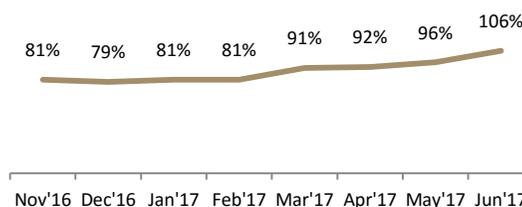
Uttar Pradesh



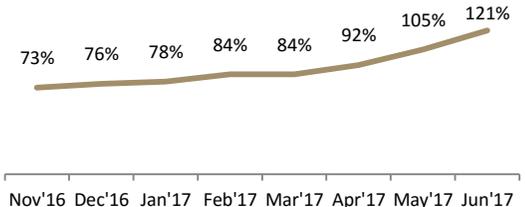
Bihar



Madhya Pradesh



Punjab

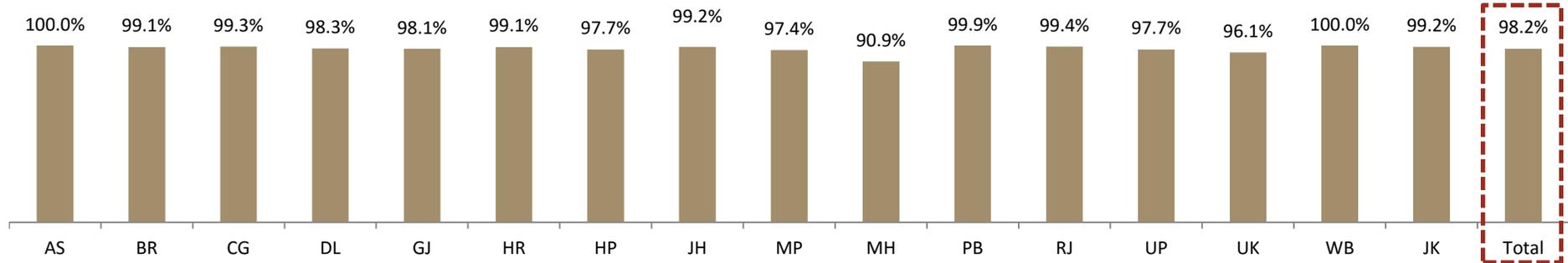


Collection efficiency for loans disbursed post demonetisation healthy with steady improvement in PAR levels



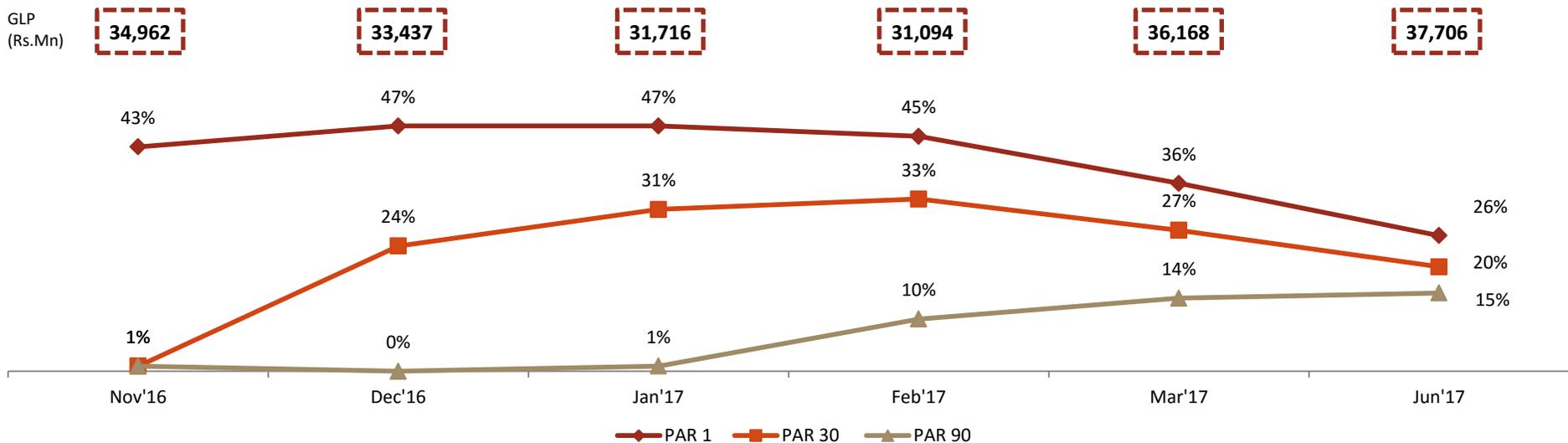
Collection rate for newly disbursed loans is close to normalcy

Collection Efficiency (%) from 1st Jan to 31st Jul 2017 - Post Demonetization



Note: Data for MFI lending only on a standalone basis

Gradual improvement in PAR across buckets indicates that the worst is over



Note: AS – Assam, BR-Bihar, CG – Chattisgarh, DL – Delhi, GJ- Gujarat, HR – Haryana, HP – Himachal Pradesh, JH – Jharkhand, MP – Madhya Pradesh, MH – Maharashtra, PB – Punjab, RJ – Rajasthan, UP – Uttar Pradesh, UK – Uttarakhand, WB – West Bengal, JK – Jammu and Kashmir

3 Derisking the Business – By Product



Existing Product	New Products with Large Target Markets			
<div data-bbox="176 442 389 654" style="text-align: center;"> <p>MFI</p> </div> <p>Started in FY09</p> <ul style="list-style-type: none"> Total GLP under MFI Lending has reached Rs. 37,219 mn (June'17) Presence across 17 states and Union Territories as on Jun'17; Orissa operations started in Q2FY18 Active client base as on Jun'17 of ~2.27mn 	<div data-bbox="555 442 768 654" style="text-align: center;"> <p>MSME</p> </div> <p>Started in FY17</p> <ul style="list-style-type: none"> Launched in in Apr'16 Operations in Delhi/NCR, Punjab, Haryana and Maharashtra As on June 30, 2017, AUM stood at c. Rs. 487mn Operating from 16 branches as of June 30, 2017 	<div data-bbox="932 442 1145 654" style="text-align: center;"> <p>BC Services</p> </div> <p>Acquired in FY17</p> <ul style="list-style-type: none"> On Sep 1, 2016, Satin acquired a majority stake in TSL which acts as a business correspondent offering both microfinance and small business loans in rural and semi-urban areas 160 branches with gross loans aggregating to c. Rs. 4,497 mn as on June 30, 2017 	<div data-bbox="1309 442 1522 654" style="text-align: center;"> <p>Affordable Housing</p> </div> <p>Proposed start : FY18</p> <ul style="list-style-type: none"> Proposes to enter into affordable housing segment A wholly-owned subsidiary Housing Finance Company incorporated in April 2017 for servicing housing loans Leverages on the company's distribution network and outreach 	<div data-bbox="1686 442 1900 654" style="text-align: center;"> <p>Strategic Tie-Up with Large NBFC</p> </div> <p>Proposed start : FY18</p> <ul style="list-style-type: none"> Strategic tie up with large NBFC to distribute its financial products across the branch network of Satin

Typical Products Offered to MFI Borrowers



	MFI Segment ⁽¹⁾	Non-MFI Segment	Business Correspondent services
Product features as on Jun'17	MFI Lending	Loans to MSME ⁽²⁾	TSL ⁽³⁾
Start Date	May'08 (JLG)	Apr'16	May'12 ⁽³⁾
Ticket Size Range	Rs. 5,000 – Rs. 50,000	Rs. 100,000 – Rs. 1,500,000	Rs. 15,000 – Rs. 35,000 (JLG - Microfinance)
Tenure	12 - 24 months	24 – 60 months	12 - 24 months
Frequency of Collection	Bi-Weekly / 2 Bi-Weekly	Monthly	Bi-Weekly / 2 Bi-Weekly
No. of States/UTs	17 ⁽⁴⁾	5	8
No. of Branches	634*	16*	160
Gross Loan Portfolio (Rs. mn)	37,219	487	4,497
No. of loan accounts	2,535,752	486	355,868
Avg. Ticket Size during Q1FY18	Rs. 30,000 (JLG)	Rs. 1,100,000	20,200

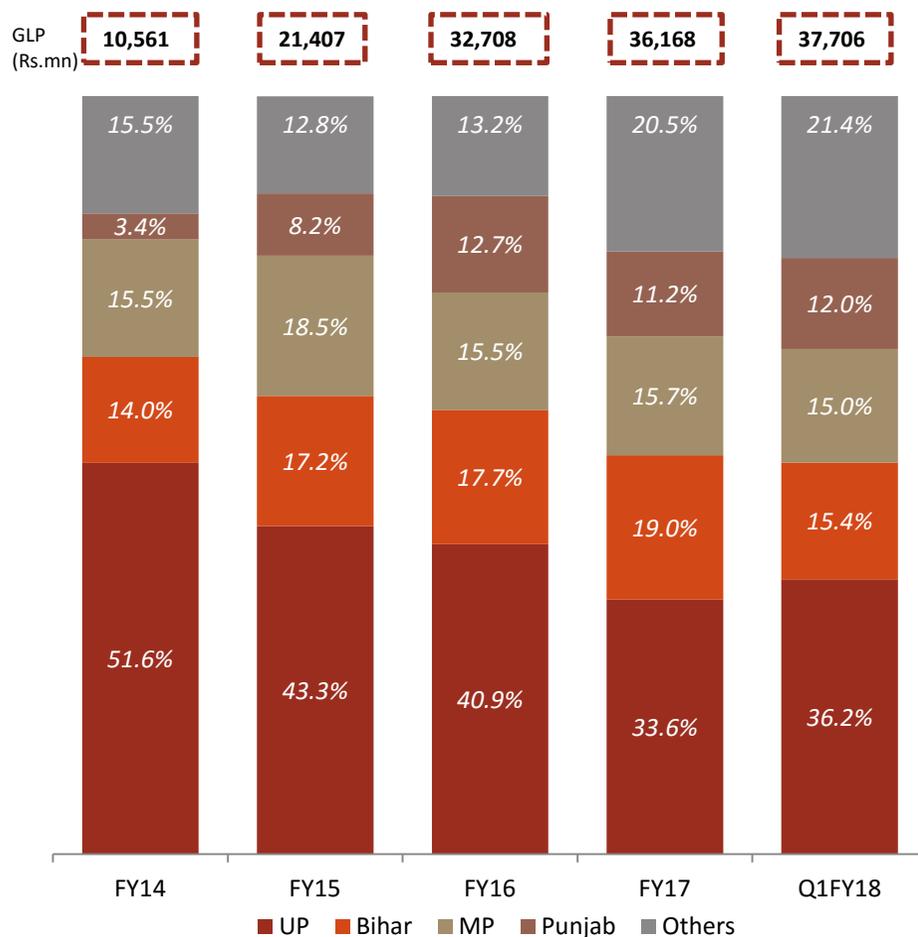
Notes - (1) As on Jun'17, MFI Segment included MFI Lending (loans under JLG model, water & sanitation loans and loans to individual businesses) and Product Financing (Loans for solar lamps); (2) MSME: Micro, Small & Medium Enterprises; (3) TSL acquisition is effective Sep 1, 2016; (4) 17 states/UTs as of Jun'17; Orissa operations started in Q2FY18

*As of Q1FY18, there were 634 branches with Microfinance operations and 16 branches with MSME operations. Out of the 16 MSME branches, all of them also had microfinance operations.

Derisking the Business – By Geography



Reducing Concentration at the States¹...



Note: Data on a standalone basis

Areas of operations – Reducing Geographic concentration

States	GLP - Q1FY18 (Rs. mn)	Q1FY18 % mix	FY14 % mix	Change	FY14 – Q1FY18 CAGR %
Uttar Pradesh	13,659	36%	52%	↓	33%
Bihar	5,817	15%	14%	↑	53%
Madhya Pradesh	5,649	15%	16%	↓	46%
Punjab	4,530	12%	3%	↑	118%
Haryana	1,513	4%	1%	↑	138%
Rajasthan	1,305	3%	2%	↑	87%
Uttarakhand	1,214	3%	4%	↓	41%
Maharashtra	1,143	3%	-	↑	
West Bengal	758	2%	-	↑	
Jharkhand	617	2%	-	↑	
Gujarat	553	1%	-	↑	
Delhi & NCR	480	1%	9%	↓	(19%)
Chhattisgarh	390	1%	-	↑	
Himachal Pradesh	41	0%	-	↔	
J&K	31	0%	0%	↔	
Chandigarh	4	0%	0%	↔	
Assam	2	0%	-	↔	
Total	37,706	100%	100%		48%

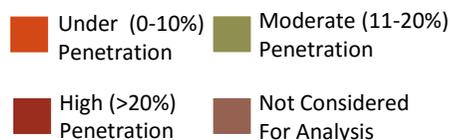
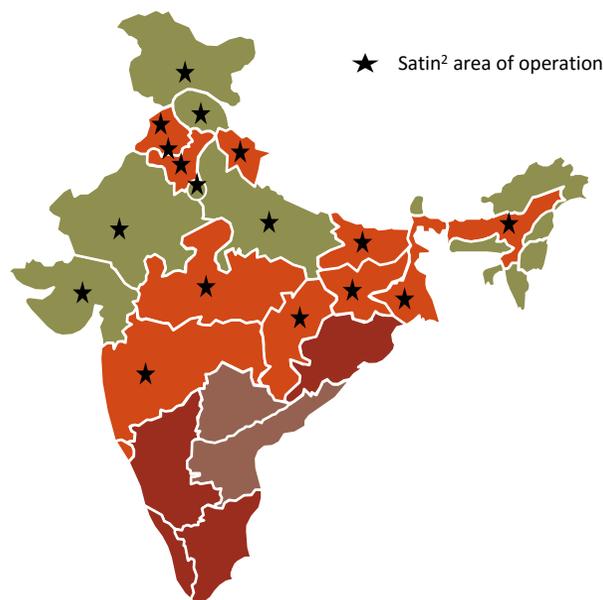
Note: 1. Loan portfolio in each state as a % of Gross Loan Portfolio on a standalone basis

Strong Presence in Underpenetrated MFI Regions



Satin is Present Predominantly in States of Low MFI Penetration

- With presence in 18 states¹, Satin is steadily building a pan India presence
- Established presence in underserved geographies leading to significant growth opportunities
- Further strengthening presence in underserved geographies through acquisition of TSL



Top States with Highest MFI Client Concentration

Region	MFI Clients (Lakh) ³	Population (Cr) ⁴	MFI penetration ⁵ (%)	Satin's market share ^{6,8}	YoY growth ^{7,8} (Industry GLP)	Satin YoY ⁷ Growth	Q1FY18 GLP ² (Rs. mn)	Q1FY18 GLP% mix
Tamil Nadu	31	8	27%	-	60.3%	-	-	-
Karnataka	36	6	35%	-	24.1%	-	-	-
Odisha	20	5	27%	-	32.4%	-	-	-
Kerala	7	3	23%	-	68.5%	-	-	-
UP	32	22	9%	24.7%	0.5%	(9.2%)	13,659	36%
Bihar	22	12	14%	19.8%	53.6%	18.4%	5,817	15%
MP	25	7	20%	16.2%	11.1%	11.8%	5,649	15%
Punjab	7	3	15%	35.4%	29.3%	(2.7%)	4,530	12%
Haryana	6	3	16%	13.3%	20.4%	132.0%	1,513	4%
Rajasthan	7	8	6%	12.0%	18.4%	75.9%	1,305	3%
Uttarakhand	3	1	18%-	23.0%	(6.9%)	(0.5%)	1,214	3%
Maharashtra	28	12	17%	2.0%	20.4%	89.7%	1,143	3%
West Bengal	17	9	12%	1.2%	51.3%	802.6%	758	2%
Jharkhand	7	3	14%	6.8%	50.1%	212.2%	617	2%
Gujarat	10	7	10%	3.5%	15.2%	243.7%	553	1%
Delhi	1.5	2	-	11.6%	(24.2%)	(39.8%)	480	1%
Chhattisgarh	7	3	15%	4.5%	36.2%	159.1%	390	1%
HP	-	1	-	-	-	194.0%	41	0%
J & K	-	1	-	-	-	(6.0%)	31	0%
Chandigarh	-	0	-	-	-	5.5%	4	0%
Assam	-	-	12%	-	-	-	2	0%

Satin States of Operations

- Satin is present mostly in states of low MFI penetration
- It has significant presence in under-penetrated and high growing markets

(1) 17 states/Union territories as of Jun'17; Orissa operations started in Q2FY18; (2) On standalone basis; (3) Source: MFI Clients - Micrometer, MFIN; (4) Population source - <http://www.indiaonlinepages.com/>; (5) CRISIL report; (6) Computed using Mar '17 industry data (Industry Mar '16 data restated upon conversion of NBFC-MFIs into SFBs); (7) Y-o-Y growth refers to growth in FY17 vs FY16; (8) Source: MFIN

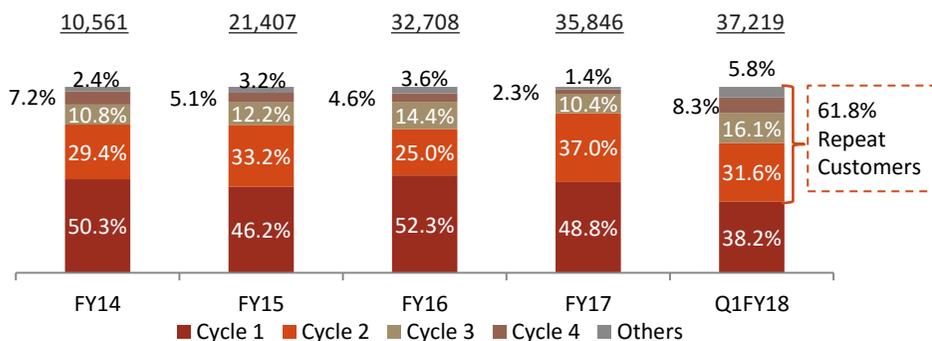
4 Strong Client Relationships with Transparent Operations



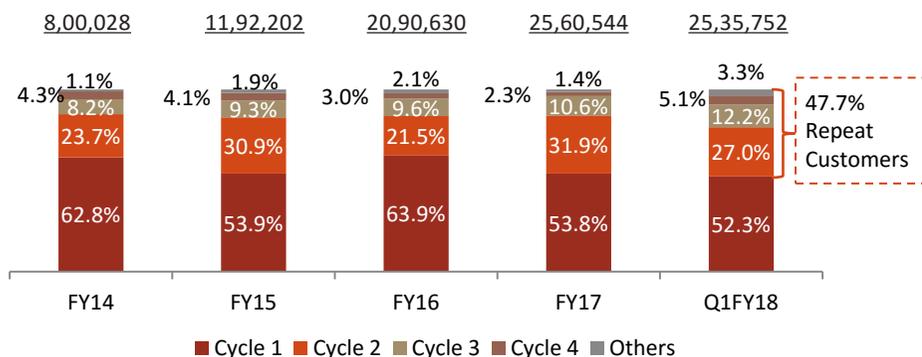
Trend in Loan Cycle

- Focus on further strengthening client relationships - Clients can graduate from being the first cycle borrowers under JLG Model to subsequent loan cycles

By GLP (Rs. mn)



By No. of Loan Accounts



Note: Data above excludes MSME segment

Note: Data on a standalone basis; 1. As on 30 Jun'17

Transparent Operations

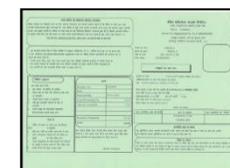
Smart Campaign – Client Protection Certification



Pricing Transparency Award by MF Transparency



Loan Card with transparent terms and conditions



Strong Internal Audit Processes and Systems ensure portfolio quality

Full fledged in-house Internal Audit department for Group Lending and MSME

Team Strength

- 5 member supervisory/support team at Head Office and a strong field team
- All branches and regional offices are audited quarterly

Scope

- Branches – 634
- Branches per Internal Audit staff – 8 to 9
- Regional offices – 40¹

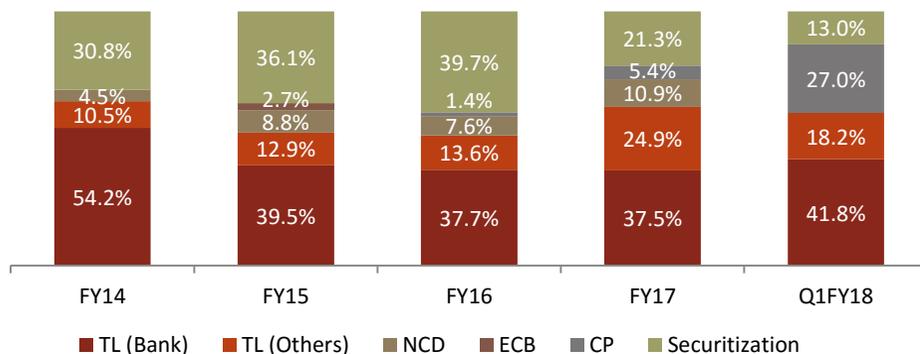
Various Audits conducted	Frequency
Branch Audit	Quarterly
Regional Office Audit	Quarterly
Social Audit	Quarterly
Compliance Audit	Varies depending on feedback from other audits

5 Improving Liability Profile and Strong Liquidity Position



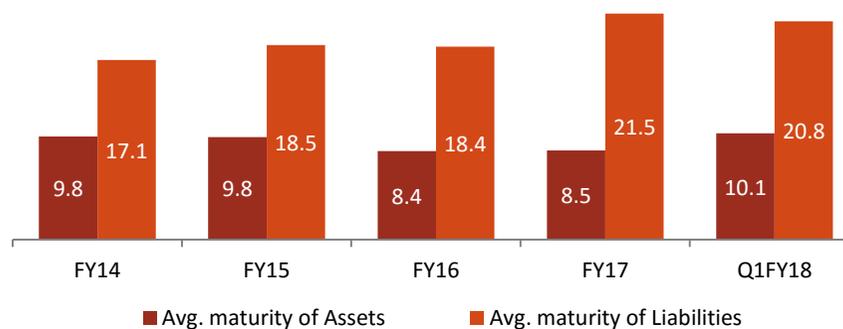
Significant reduction in dependence on banks

Funding Mix (%)



Benefit of positive ALM mismatch continues

ALM (No. of Months)¹



Diversified sources of funds

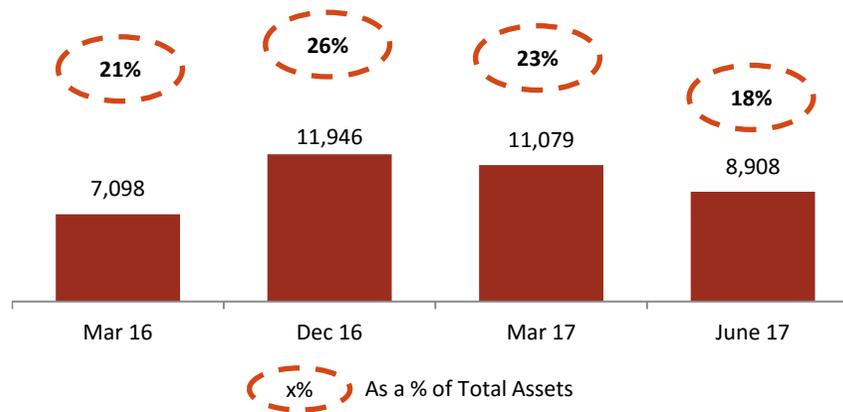
Top 10 Lenders (as of 30 June 2017)

Share (%)

NABARD	15%
Bandhan Bank	6%
ResponsAbility	4%
Mahindra & Mahindra Financial Services	4%
Union Bank Of India	3%
MAS Financial Services Limited	3%
AAV S.A.R.L	3%
ICICI Bank Limited	2%
IndusInd Bank	2%
Bank of Maharashtra	2%
Top 10 lenders	44%

Strong Liquidity Position to Sustain Growth

Liquidity² (Rs. mn)



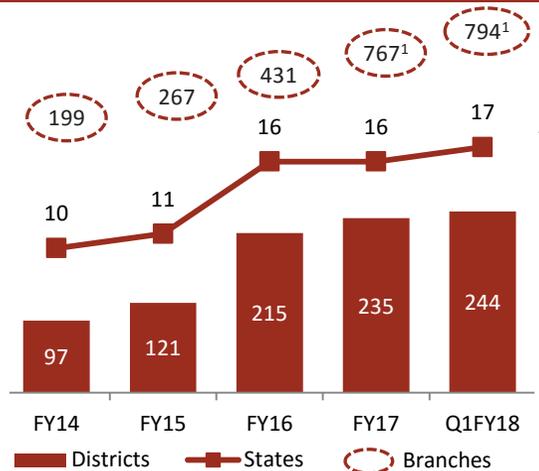
Note: All data on a standalone basis unless stated otherwise

(1) ALM data excludes Securitized & Assignment portfolio ; (2) Includes cash on hand, bank balance in current accounts and term deposits with maturity up to 1 year

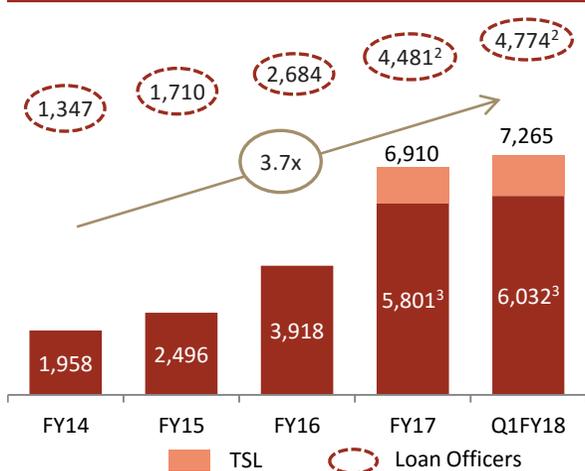
6 Operational Highlights (1/2)



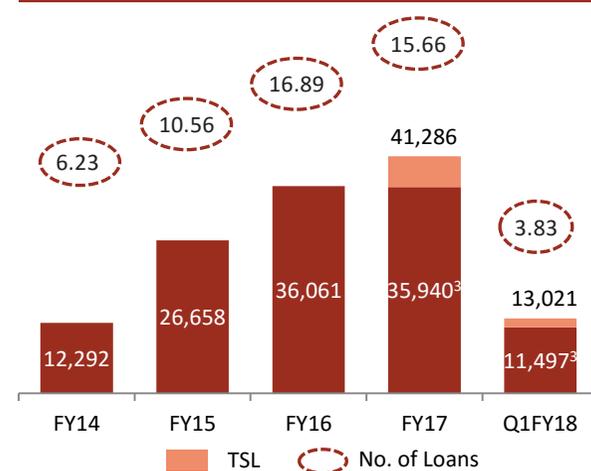
Districts, States and Branches



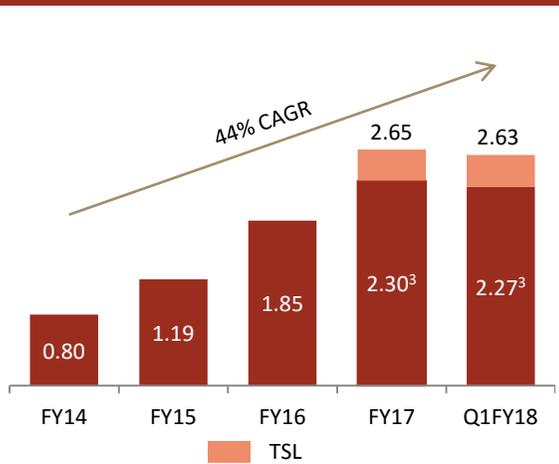
Employees & Loan Officers



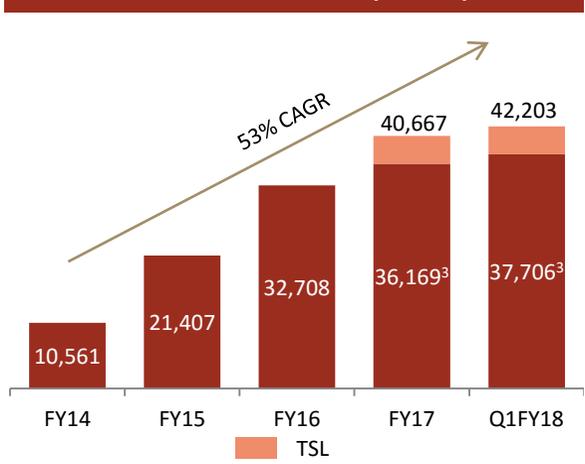
Disbursements (Rs. Mn) & No. of Loans³ (Lacs)



Active Clients (mn)



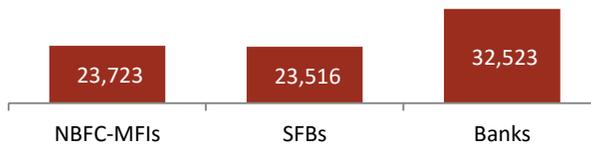
Gross Loan Portfolio (Rs. mn)



JLG loans - Average Ticket Size (Rs)



FY17 Industry averages – Average Ticket Size⁵

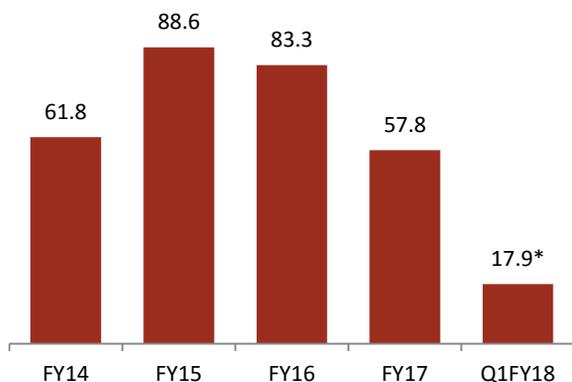


Note: (1) 618 (FY17), 634 (Q1FY18) branches (standalone); (2) 3,781 (FY17), 3,949 (Q1FY18) loan officers (standalone); (3) Standalone basis; (4) TSL's average ticket size was 22,500 (FY17), 20,200 (Q1FY18) (5) Source for industry averages for NBFC – MFIs, SFBs and Banks - FY17 Micrometer report

Operational Highlights (2/2)

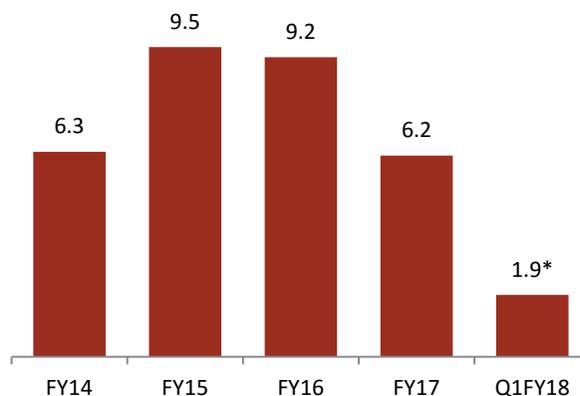


Disbursement Per Branch (Rs. Mn)



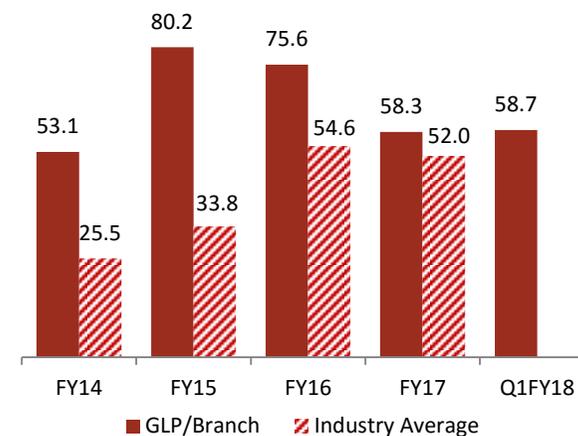
*Quarterly data is not comparable to annual numbers

Disbursement Per Employee (Rs. Mn)

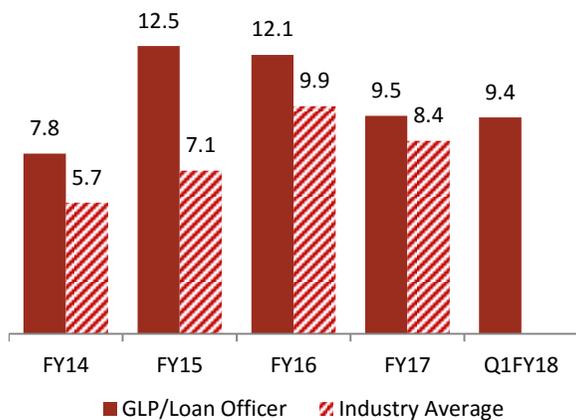


*Quarterly data is not comparable to annual numbers

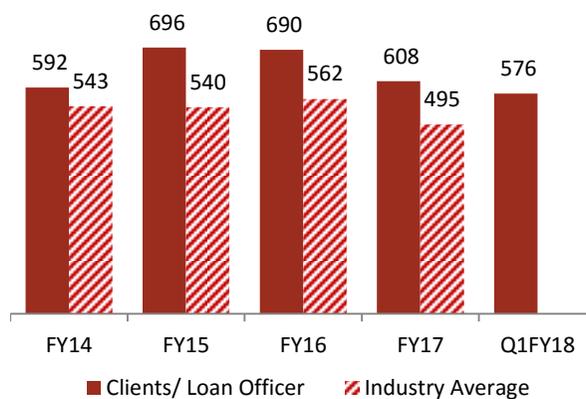
GLP/Branch – MFI Lending (Rs. Mn)



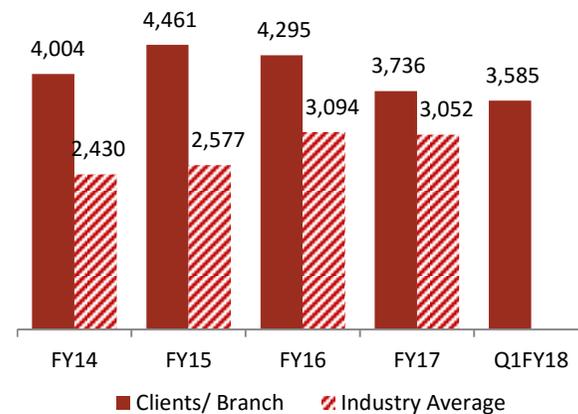
GLP/Loan Officer – MFI Lending (Rs. Mn)



No. of Clients/ Loan Officer – MFI Lending



No. of Clients/ Branch – MFI Lending

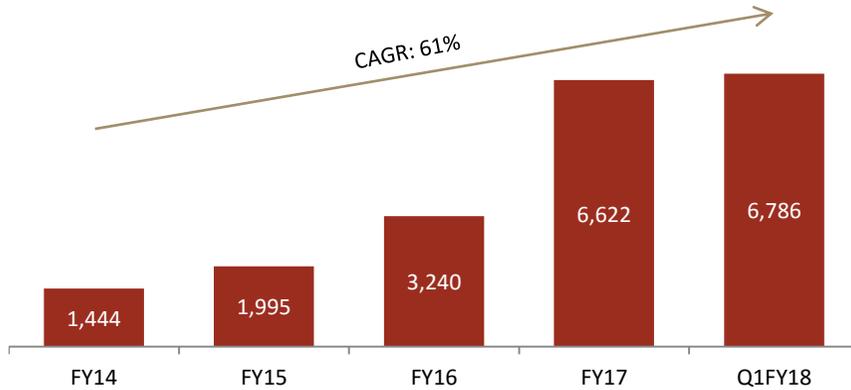


(1) On standalone basis for JLG; Note: FY15-17 Industry data from MFN Micrometer publication - Mar'17, FY14 Industry data from MFN Micrometer publication - Mar'15, Q1FY18 Industry data not available

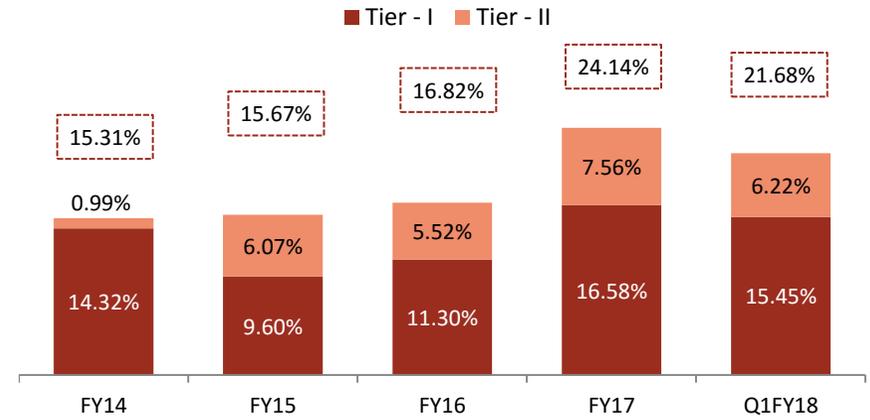
Robust Financial Performance



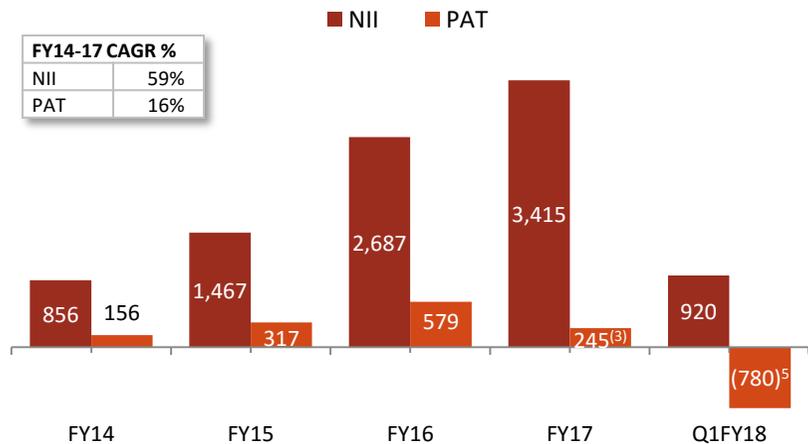
Net Worth⁽¹⁾ (Rs. Mn)



CRAR (Tier1 + Tier2)

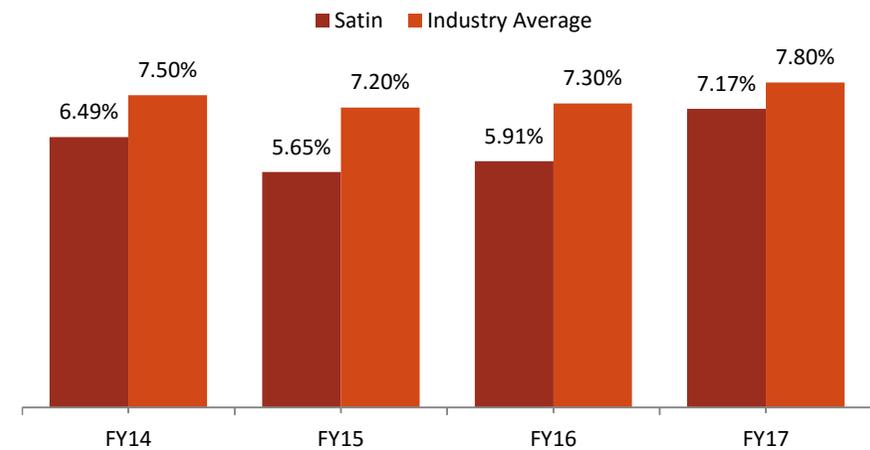


NII⁽²⁾ and PAT (Rs. mn)



FY14-17 CAGR %	
NII	59%
PAT	16%

Opex to GLP (%) ⁽⁴⁾

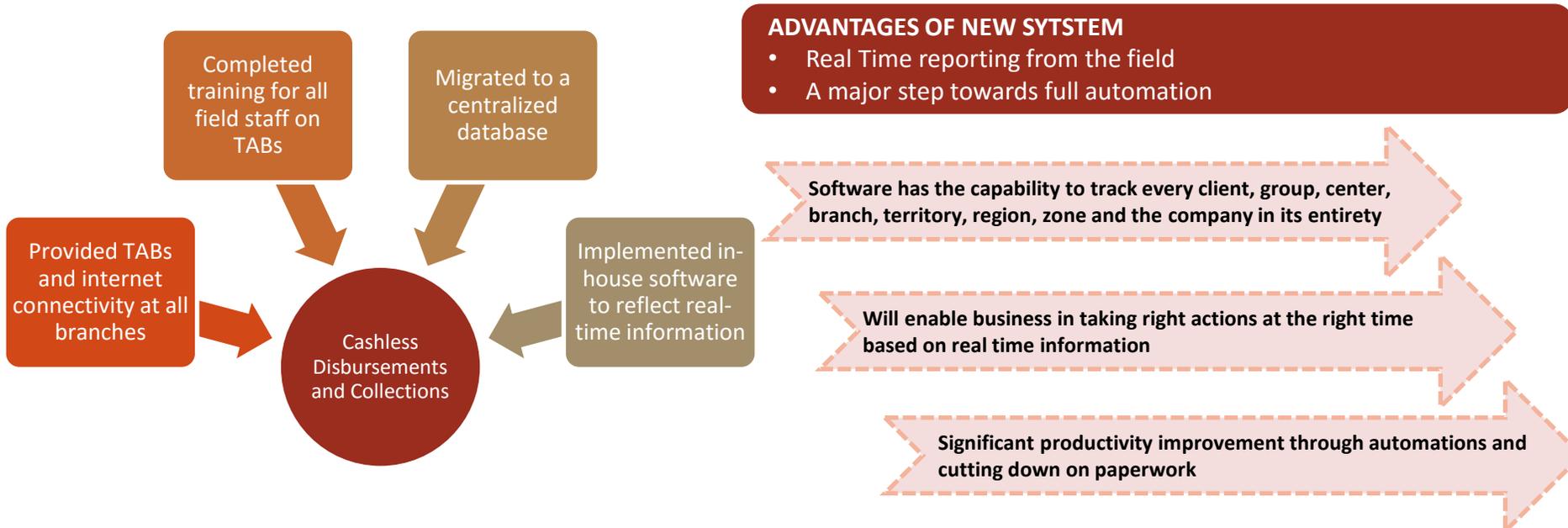


Note: Data on standalone basis; (1) Includes pref. shares; (2) Represents total income less interest expense; (3) Reversal of unrealized interest in FY17 of 307.50 mn and change in provisioning policy resulted in Rs. 259.88 mn of additional provision for FY17 impacting profitability for the year (4) Source for Industry data – CRISIL Report; (5) Additional provisions and write offs of Rs. 1,474 mn impacted the profitability for the quarter

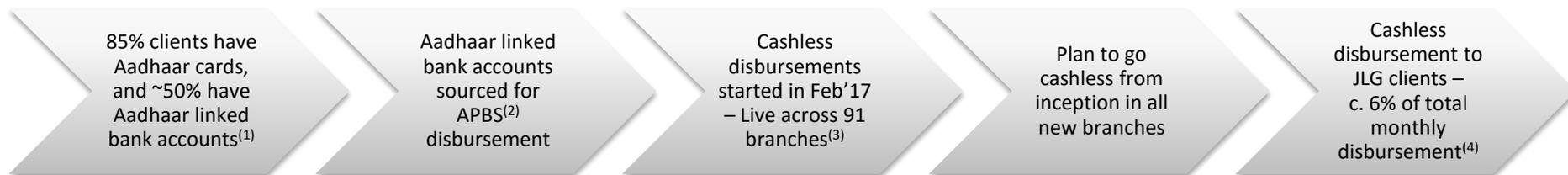
7 Operational Capabilities Backed by Robust IT Infrastructure



Digital transformation implemented across all branches in less than 3 months (From 21 Apr'17 to 03 Jul'17)



Cashless Disbursements Strategy

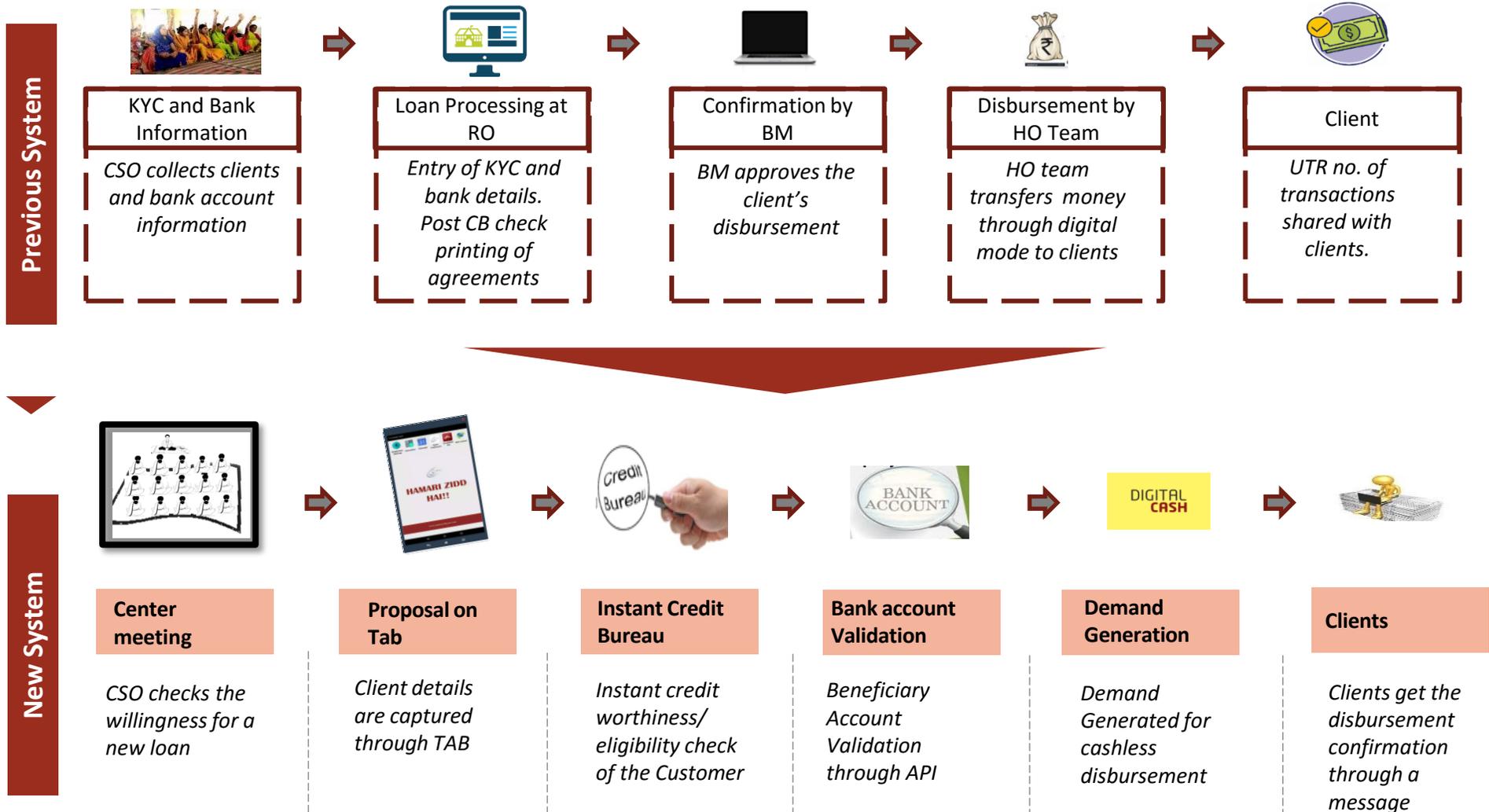


Note: (1) As on Jun '17; (2) Aadhaar Payment Bridge System (APBS) - A centralized system implemented by NPCI, which uses Aadhaar Numbers as a unique key for all electronic benefits transfer schemes. This system is used by Government Departments and Agencies to transfer benefits & subsidies to the intended beneficiary; (3) As on 11 Aug '17; (4) For Jul'17

Technology Revamp– To help realize operational efficiencies



Significant reduction in disbursement turnaround time to existing customers post migration to new system



8

Backed by Large, Marquee Institutional Investors



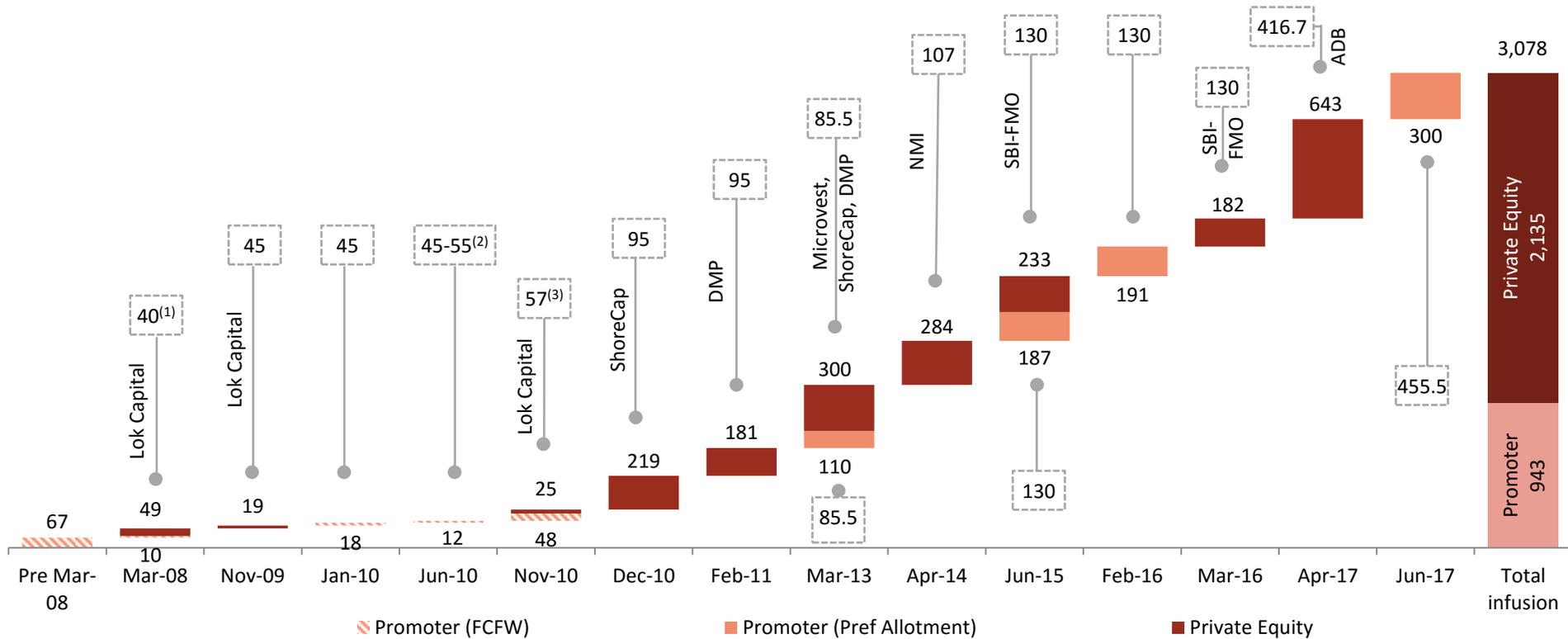
Investor confidence

- 7 rounds of equity capital raise with marquee investors with complete profitable exits to 3 investors
- Raised Rs. 2.5 bn via QIP to marquee institutions
- Adequate board representation – There are 3 directors on the board representing the Investors and one SIDBI nominee director

Promoter Commitment

- Promoter stake in Satin is the highest among listed MFIs having invested at regular intervals at par with incoming PE investors
- Promoters have invested c. Rs 943 Mn over various rounds since inception

Private Equity Financing Rounds supported by Promoters Investing at Par with Incoming PE investors



Note: Each funding round is flagged with Issue Share Price in Rs.; (1) Issue price for Lok Capital: Rs 40, Issue price for Promoter: Rs 10; (2) Rs 5 mn investment at issue price of Rs 45 and Rs 6.7 mn investment at issue price of Rs 55; (3) Issue price for Lok Capital: Rs 57, Issue price for Promoter: Rs 55

9 Experienced Management Team




Mr. HP Singh, Chairman cum Managing Director

- Has over 27 years of retail microfinance experience
- Law graduate and a fellow of the Institute of Chartered Accountants of India since 1984



Mr. Jugal Kataria Chief Financial Officer

- Cost Accountant, Chartered Accountant and Company Secretary along with 25+ 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

- 15+ years of experience in various industries
- Worked National Panasonic India Ltd, Citi Financial Consumer Finance India Ltd, Max Life Insurance and SKS Microfinance



Mr. Sanjay Mahajan, Chief Information Officer

- Experience of over 25 years in Information Technology across the Globe
- Previously worked with Bata International Group , Yum Restaurants, Procter & Gamble for India & Singapore, Gillette India Ltd., Eicher Tractors Limited



Mr. Subir Roy Chowdhury, Head - Human Resources

- Experience of 17 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. Sanjeev Vij, CEO, Taraashna Services Limited

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



Mr. Amit Sharma, CEO, Satin Housing Finance Limited

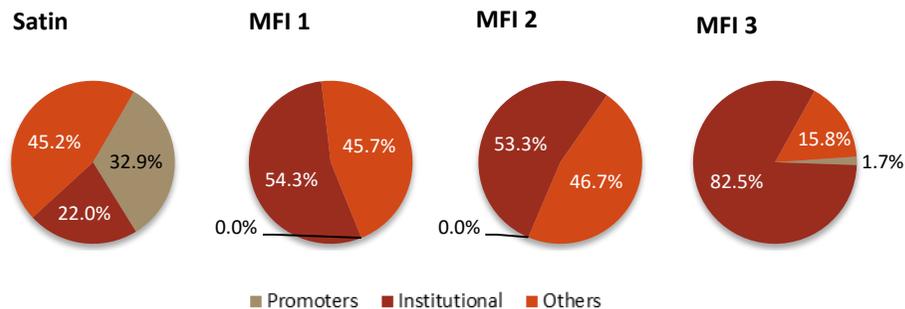
- 15+ years of experience having previously worked at Karvy, Religare Group, P.N.Vijay Financial Services, Abhipra Capital and the Association of National Exchange Members of India
- CS from ICSI, B.Com (Hons) and LLB from Delhi University, DIFC (Dubai) Certification



Mr. Ram Gunasekaran , Head - MSME

- 15 years of experience having previously worked at Tata Motors Finance, ICICI, GE Capital, Magma Fincorp.
- MBA with distinction from the Edinburgh Business School, Heriot Watt University, UK.

Promoter stake in Satin is the highest among listed MFIs



Note: Satin shareholding as on Aug 10, 2017; Source for peers: BSE as on 30 June 2017

Future Business Strategy

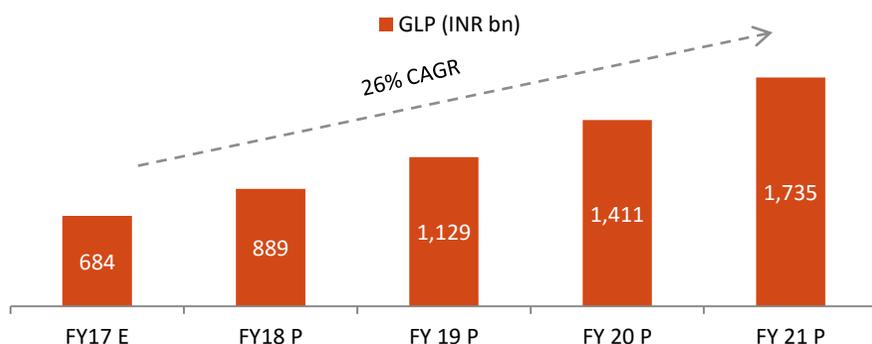
Future Business Strategy



Core operations (MFI Lending)

Market size⁽¹⁾

Rs. 684 bn market; expected to grow at 26% CAGR over next 4 years



- Focus on improving collections and GLP growth momentum
- Geographic diversification – Broad base operations and reduce any geographic concentration in states such as Uttar Pradesh
- Increase penetration in existing states – through existing branches and by establishing new branches across Northern, Eastern and Central India
- Expand operations to new geographies
 - Started operations in Assam and Orissa in Q1FY18 and Q2FY18 respectively

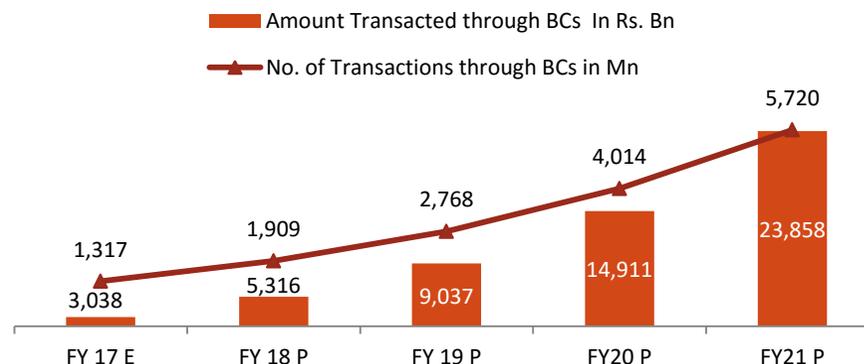
New Products

Product Financing

- Continue to explore product financing of need based items relevant to company's existing clients by innovating and designing new products for them

BC Operations and Allied Services

Market size



- In Aug'16, Satin acquired majority stake in TSL for Rs. 497.86 Mn under a share-swap arrangement with a view to leverage on its expertise in financial sector and diversify revenue stream to include fee income
- TSL seeks to enter into arrangements with various other banks and financial institutions to scale the business correspondent and allied services business

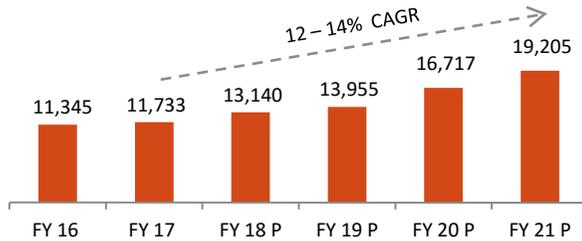
Future Business Strategy



New Products

MSME

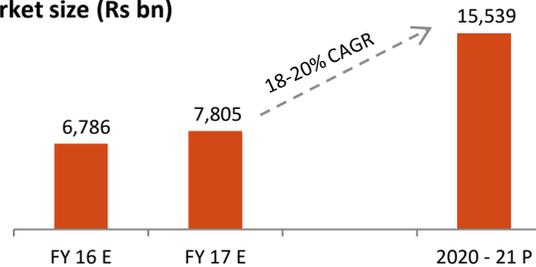
Market size (Rs bn)



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

Housing Finance

Market size (Rs bn)



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

Large NBFC Tie Up

- Strategic tie up with large NBFC to distribute its financial products across the branch network of Satin
- Focus on non-microfinance products as a part of the strategic tie-up

Focus on Digital Transformation



Real Time Tracking



Cashless Disbursement



Cashless Collection



IT Infrastructure



Risk Management

- Professional CIO, Mr Sanjay Mahajan appointed in Jan '16
- Key technological initiatives include e-KYC authentication, digitization of client supporting documents, visibility of client's credit history, biometric authentication, real-time integration with credit agencies, centralized repository of information, integration of employee management and HR system, etc.
- Partnered with ItzCash and recently with Mimo to move towards cashless collections

Conclusion

Focus to Build the Business for Future Despite Demonetization



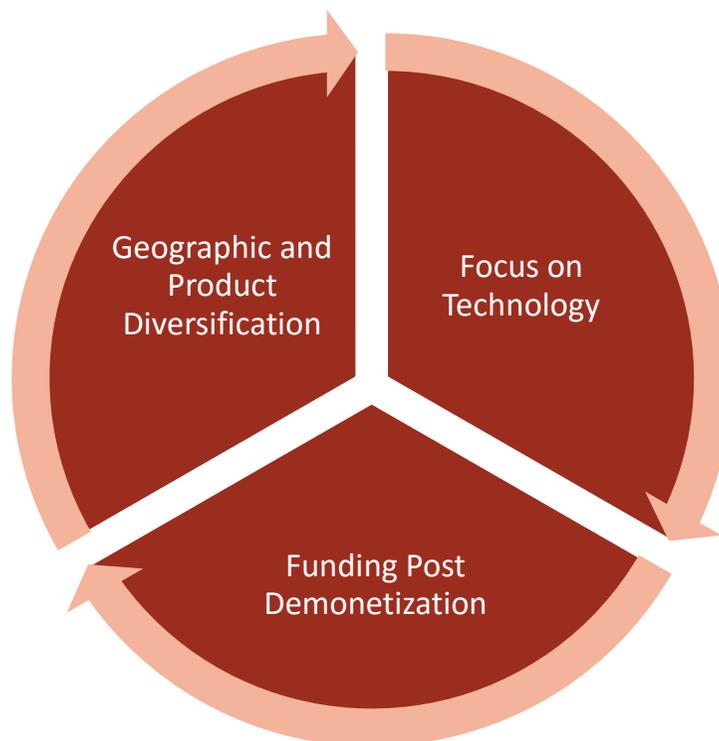
While the industry was grappling with collections and significant portion of our AUM was in affected geographies, our efforts persisted on several other fronts

Focus on Product Portfolio

- Started HFC from April 2017 – Focus to be on monetization of rural assets
- MSME is scaling up well with focus on portfolio quality
- Recent tie up with a large NBFC – Access to a significantly larger balance sheet (c. 3% equity stake in the form of OCRPS)
 - With this strategic tie-up, product portfolio will expand to products other than microfinance
- Disbursement has returned to pre demonetization levels
 - Q1FY18 and Q4FY17 average monthly disbursements of Rs 3,832 mn and Rs 3,555 mn respectively^{(1),(2)}
- Reduced the mix of monthly collections in our AUM

Geographic Expansion

- Started operations in two more states post demonetization
 - Assam in Q1FY18 and Orissa in Q2FY18
- Opened 90 new branches between Sep'16 and Jun'17



Investor Confidence and Promoter Commitment

- Post demonetization, Satin raised:
 - Rs. 643 mn via pref. allotment from ADB
 - Rs. 300 mn from promoters
 - Rs. 350 mn via OCRPS from a large NBFC
 - Rs. 482 mn via securitization
 - Rs. 350 mn as sub debt

Technology revamp leading to operational efficiencies

- Saved significant cost by building technology in-house vs. buying off-the-shelf
- Digital transformation implemented across all branches in less than 3 months (From 21 Apr'17 to 03 Jul'17)
 - Real time reporting and decision making
 - Complete last mile connectivity across all branches and upto each loan officer
 - All loan officers have TABs with data connectivity
- Cost to income ratio reduced to 69% in Q1FY18 from 72% in FY17⁽²⁾ primarily due to robust IT infrastructure
- Cashless disbursements is at c. 6% of total disbursements during Jul'17

Annexure

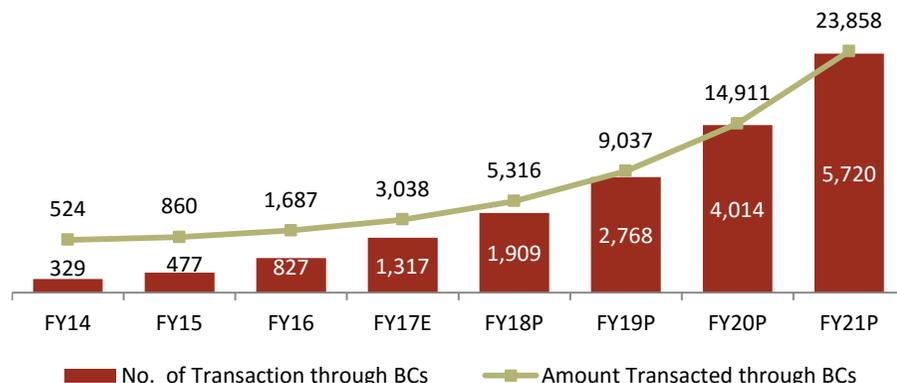
Industry Overview -BC Operations, MSME Finance and Small Ticket Housing Finance

BC Operations



Number of BC transactions to soar given lower cost of operations

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

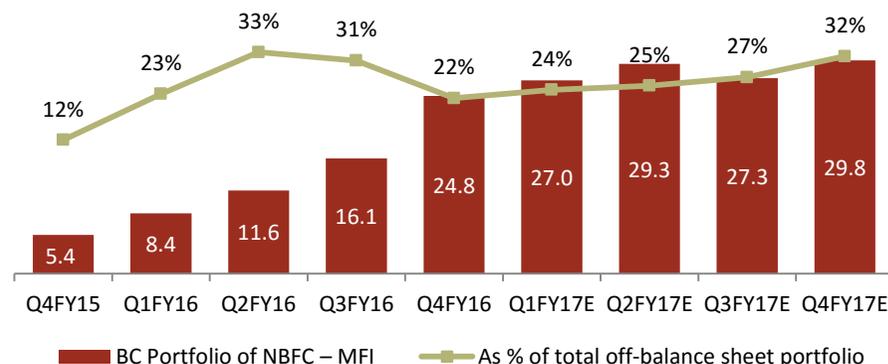


Massive growth potential for growth of BC portfolio of NBFC-MFIs

- 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 of banks as loans are sourced by MFIs, who are in direct contact with the borrower
 - 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

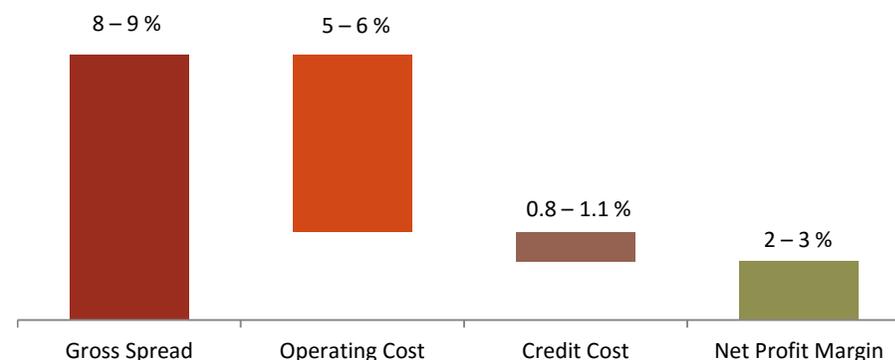
BC portfolio of NBFC-MFIs on the rise

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

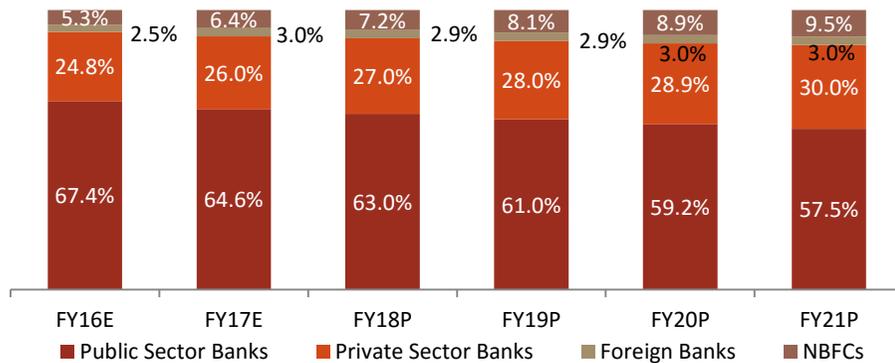


Micro, small and medium enterprise (MSME) finance



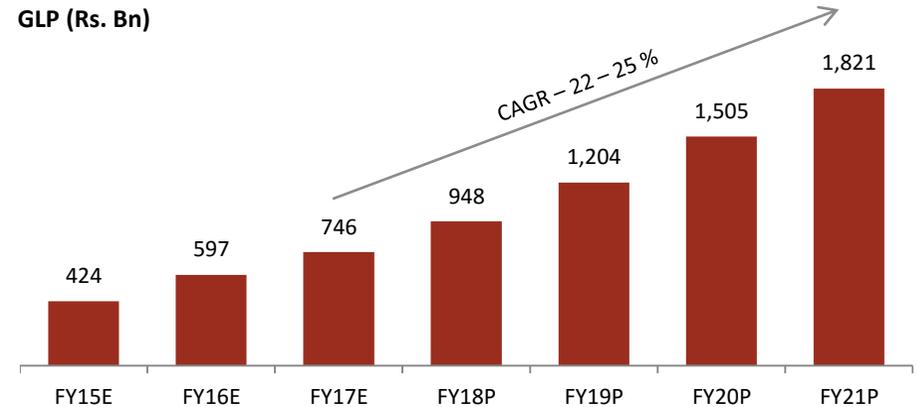
Share of NBFCs and private banks to increase in MSMSE credit

Share of MSME Finance By Institutions



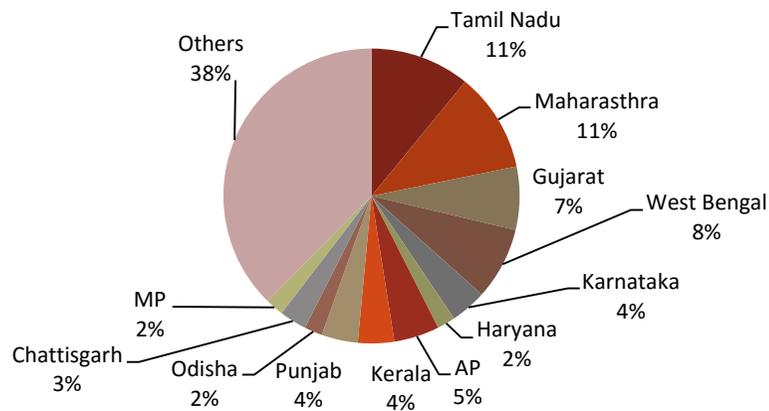
NBFCs' MSME credit to sustain impressive growth

GLP (Rs. Bn)



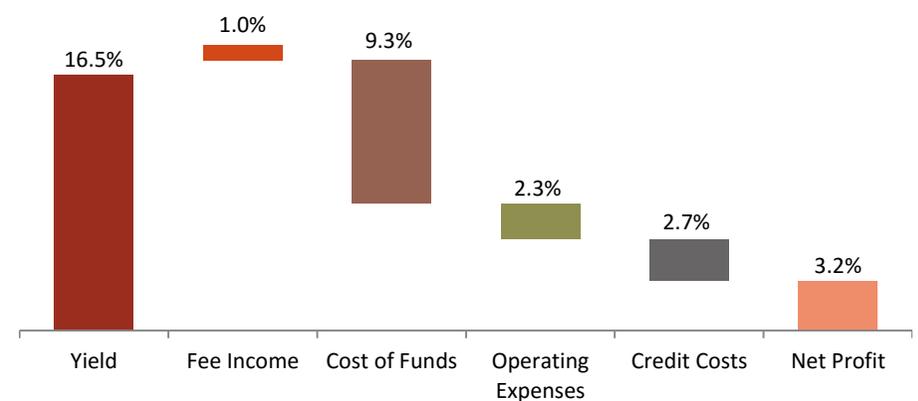
Southern, western states contributing to majority of MSME loan outstanding with banks

Statewise FY17 GLP (Rs. Bn)



Profitability of NBFC lending

Profitability of NBFC SME Lending

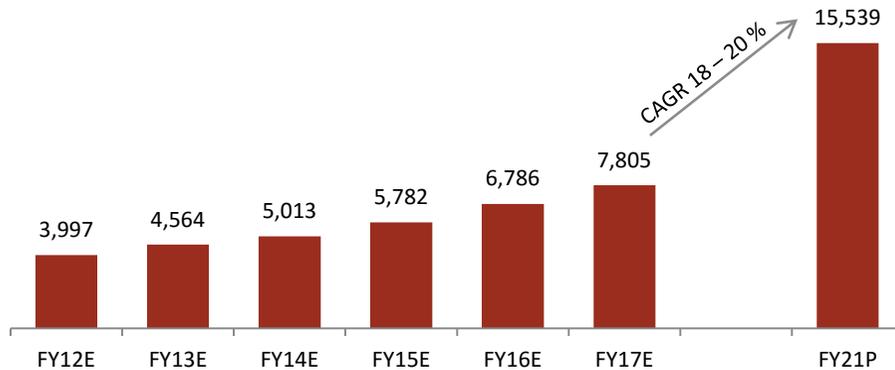


Small Ticket Housing Finance



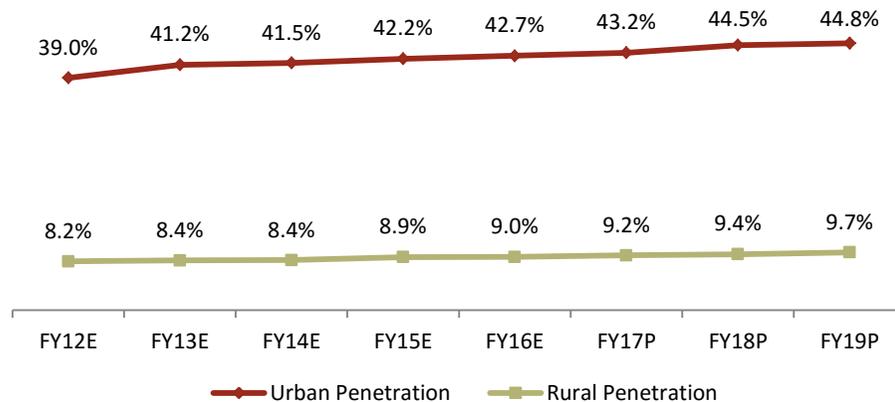
Healthy growth expected in low ticket housing finance segment

Loan book – less than Rs. 2.5 Million



Rise in finance penetration to drive industry growth

Finance penetration in rural and urban areas (overall housing finance)

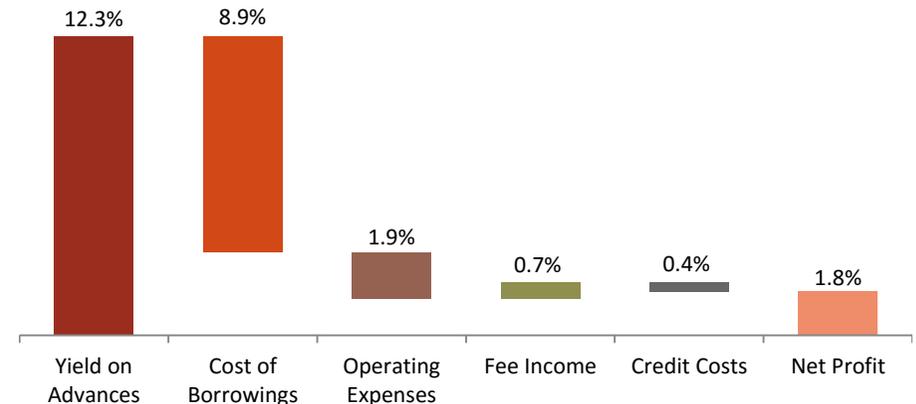


Key Growth Drivers

- Thrust on low ticket housing with Govt. initiatives like 'Housing for All' to boost growth and help increase share
- Pradhan Mantri Awas Yojana – Credit linked subsidy scheme: Subsidy to be provided on home loans taken by eligible urban population
- 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%
- Infra status to affordable housing companies to push more developers to enter this sector
- Urbanisation to increase at a CAGR of 2.0-2.5% between 2017-2022

Profitability of HFCs

Profitability of HFCs



Annexure

Financial & Operational Details - Consolidated

Operational Details – Consolidated



PARTICULARS	CAGR% (FY15-FY17)	FY15	FY16	FY17 ^(A)	YoY% (FY16-FY17)	Q1FY18 ^(A)
Gross AUM (Rs. mn)	37.8%	21,407	32,708	40,667	24.3%	42,203
On-Book AUM (Rs. mn)	47.8%	14,645	22,747	31,992	40.6%	35,292
Securitization/ Assignment (Rs. mn)	(21.4%)	6,762	9,960	4,177	(58.1%)	2,414
TSL - Business Correspondence (Rs. mn)				4,498		4,497
Gross AUM Mix (Rs. mn)	37.8%	21,407	32,708	40,667	24.3%	42,203
MFI Lending (Rs. mn)	29.4%	21,407	32,595	35,845	10.0%	37,219
Product Financing (Rs. mn)			113	1		0
MSME (Rs. mn)				322		487
TSL - Business Correspondence (Rs. mn)				4,498		4,497
No. of districts						
SCNL	39.4%	121	215	235	9.3%	244
TSL				87		84
No. of branches	69.5%	267	431	767	78.0%	794
SCNL	52.1%	267	431	618	43.4%	634
TSL				149		160
No. of Employees	66.4%	2,496	3,918	6,910	76.4%	7,265
SCNL	52.5%	2,496	3,918	5,801	48.1%	6,032
TSL				1,109		1,233
No. of Loan Officers	61.9%	1,710	2,684	4,481	67.0%	4,774
SCNL	48.7%	1,710	2,684	3,781	40.9%	3,949
TSL				700		825
No. of Active Customers	49.1%	11,90,999	18,51,113	26,47,185	43.0%	26,29,078
SCNL	38.9%	11,90,999	18,51,113	22,98,095	24.1%	22,73,285
TSL				3,49,090		3,55,793
Average Ticket Size (Rs)						
MFI Lending (SCNL)		22,000	24,000	23,000		30,000*
Product Financing (SCNL)			695	695		0
MSME (SCNL)				10,50,000		1,100,000*
TSL				22,700		20,200*

(A) On consolidated basis, as TSL acquisition was effective Sep 1, 2016;

*Represents average ticket size for the cumulative months in the financial year upto the corresponding period;

Balance Sheet – Consolidated



PARTICULARS (Rs. mn)	CAGR% (FY15-FY17)	FY15	FY16	FY17 ^(A)	YoY% (FY16-FY17)	Q1FY18 ^(A)
Equity ⁽¹⁾	81.5%	1,935	3,240	6,376	96.8%	6,523
Preference shares		60	-	250		250
Net Worth	82.3%	1,995	3,240	6,626	104.5%	6,773
Minority Interest		-	-	23		21
Long Term Borrowings	57.9%	8,117	13,335	20,233	51.7%	19,205
Long Term Provisions	149.2%	14	29	87	202.2%	107
Total Non Current Liabilities	58.1%	8,131	13,364	20,321	52.1%	19,311
Short Term Borrowings	129.1%	324	1,447	1,699	17.4%	2,555
Other Current Liabilities	39.5%	9,501	14,752	18,478	25.3%	17,689
Short Term Provisions	99.8%	157	231	625	170.9%	2,226
Total Current Liabilities	44.4%	9,981	16,430	20,803	26.6%	22,470
Total Liabilities	54.1%	20,107	33,034	47,772	44.6%	48,575
Tangible Assets	153.7%	55	119	355	199.1%	386
Intangible Assets	154.5%	6	22	36	61.0%	51
Capital Work-in-progress	8.2%	84	72	98	35.5%	109
Intangible Assets under Development		-	-	24		0
Goodwill on Consolidation		-	-	337		337
Non Current Investments	(0.1%)	1	1	1		1
Deferred Tax Assets (Net)	108.0%	53	87	231	163.6%	760
Long Term Loans and Advances	43.0%	4,023	5,420	8,229	51.8%	9,265
Other Non Current Assets	22.7%	1,102	1,838	1,658	(9.8%)	1,049
Total Non Current Assets	43.6%	5,322	7,558	10,968	45.1%	11,958
Current Investments*		-	-	205		
Trade Receivables	288.6%	5	16	71	347.1%	43
Cash and cash equivalents	80.0%	3,487	7,098	11,298	59.2%	9,255
Short Term Loans and Advances	49.5%	10,751	17,576	24,017	36.7%	26,807
Other Current Assets	49.7%	542	787	1,214	54.3%	513
Total Current Assets	57.8%	14,785	25,476	36,804	44.5%	36,618
Total Assets	54.1%	20,107	33,034	47,772	44.6%	48,575
Book Value Per Share (Rs.)	50.3%	75.27	101.73	169.98	67.1%	164.28

(1) Includes equity share capital, share warrants and reserves & surplus;

(A) On consolidated basis, as TSL acquisition was effective Sep 1, 2016; *Represents investments in money market instruments with maturity of less than one year;

P&L Statement – Consolidated



PARTICULARS (Rs. mn)	CAGR% (FY15-FY17)	FY15	FY16	FY17 ^(A)	YoY % (FY16-FY17)	Q1FY18 ^(A)
Total Revenue						
Interest Income	52.1%	2,662	4,275	6,158	44.0%	1,879
Excess Interest Spread on securitization	79.6%	330	892	1,064	19.3%	74
Loan Processing Fee	26.1%	225	352	358	1.7%	116
Income from Business Correspondent Services	NA	-	-	235	NA	103
Other Operating Income	185.0%	24	66	195	195.5%	61
Other Income	NA	-	-	4	NA	1
Total Revenue	57.2%	3,242	5,585	8,015	43.5%	2,234
Interest Expense	56.7%	1,775	2,899	4,358	50.3%	1,211
Personnel Expenses	109.4%	392	884	1,719	94.5%	515
Credit cost (Provisions for NPAs, Write-offs, etc.)	146.0%	97	208	588	182.4%	1,503
Administration & Other Expenses	35.3%	491	686	899	31.2%	181
Depreciation	75.8%	20	29	61	110.0%	36
Total Expenses	65.8%	2,775	4,705	7,624	62.0%	3,447
Profit before tax	(8.5%)	467	880	391	(55.6%)	(1,213)
Extraordinary Items and CSR	149.5%	2	5	13	152.0%	-
Profit before tax (after Extraordinary items)	(9.8%)	465	875	378	(56.8%)	(1,213)
Tax Expense	(6.5%)	147	296	129	(56.4%)	(414)
PAT before minority interest	(11.3%)	317	579	249	(57.0%)	(798)
Minority Interest		-	-	1	-	(2)
PAT	(11.4%)	317	579	249	(57.1%)	(796)
Preference Dividend		9	6	-	-	-
PAT (post Pref. Dividend and Minority Interest)	(10.2%)	308	574	249	(56.6%)	(796)
EPS – Basic	(22.9%)	12.17	20.28	7.24	(64.3%)	(20.78)
EPS – Diluted	(22.6%)	11.93	19.97	7.15	(64.2%)	(20.78)

(A) On consolidated basis, as TSL acquisition was effective Sep 1, 2016

Annexure

Financial & Operational Details - Standalone

Robust Operational Performance Over the Years ⁽¹⁾



PARTICULARS	CAGR% (FY15-FY17)	FY15	FY16	FY17	YoY % (FY16-FY17)	Q1FY18
Gross AUM (Rs. mn)	30.0%	21,407	32,708	36,168	10.6%	37,706
No. of districts	39.4%	121	215	235	9.3%	244
No. of branches	52.1%	267	431	618	43.4%	634
No. of States of operation	20.6%	11	16	16	0.0%	17
No. of Employees	52.5%	2,496	3,918	5,801	48.1%	6,032
No. of Loan Officers	48.7%	1,710	2,684	3,781	40.9%	3,949
No. of Active Customers	38.9%	1,190,999	1,851,113	2,298,095	24.1%	2,273,285
No. of Loan Accounts	46.6%	1,192,202	2,090,630	2,560,873	22.5%	2,536,238
Disbursement during the period (Rs. mn)	23.3%	23,658	36,061	35,940	(0.3%)	11,497
No. of loans disbursed during the period	21.8%	1,055,514	1,688,914	1,566,368	(7.3%)	383,130
MFI Lending (excl. Prod. Financing & MSME)						
Gross AUM (Rs. mn)	29.4%	21,407	32,595	35,845	10.0%	37,219
No. of Loan Accounts	46.3%	1,192,202	1,900,586	2,553,049	34.3%	2,535,570
Disbursement during the period (Rs. mn)	22.6%	23,658	35,921	35,571	(1.0%)	11,319
No. of loans disbursed during the period	20.5%	1,055,514	1,487,039	1,533,535	3.1%	382,968
Productivity Metrics for MFI Lending						
Disbursement/ Branch (Rs. mn)	(19.2%)	89	83	58	(30.6%)	18
Disbursement/ Employee (Rs. mn)	(19.4%)	9	9	6	(32.8%)	2
Gross AUM/ Branch (Rs. mn)	(14.7%)	80	76	58	(22.9%)	59
Gross AUM/ Loan Officer (Rs. mn)	(13.0%)	13	12	9	(21.9%)	9
No. of Clients/ Branch	(8.5%)	4,461	4,295	3,736	(13.0%)	3,585
No. of Clients/ Loan Officer	(6.5%)	696	690	608	(11.9%)	576
Average Ticket Size (Rs.)	2.2%	22,000	24,000	23,000	(4.2%)	30,000

Robust Operational Performance Over the Years ⁽¹⁾ (Contd.)



PARTICULARS	FY15	FY16	FY17	YoY%	Q1FY18
Product Financing					
Gross AUM (Rs. mn)	-	113	1.22	(98.9%)	0.03
No. of Loan Accounts	-	190,044	7,495	(96.1%)	182
Disbursement during the period (Rs. mn)	-	140	22.59	(83.9%)	-
No. of loans disbursed during the period	-	201,875	32,504	(83.9%)	-
MSME					
No. of branches	-	-	8	-	16
No. of employees	-	-	29	-	48
Gross AUM (Rs. mn)	-	-	322	-	487
No. of Active Customers	-	-	329	-	486
Disbursement during the period (Rs. mn)	-	-	347	-	179
No. of loans disbursed during the period	-	-	329	-	162
Average Ticket Size (Rs.)	-	-	1,050,000	-	1,100,000

Financial Performance – Standalone



RoE Tree	FY15	FY16	FY17	
Gross Yield ⁽¹⁾	20.28%	20.64%	22.55%	
Financial Cost Ratio ⁽²⁾	11.10%	10.71%	12.64%	
Net Interest Margin ⁽³⁾	9.18%	9.93%	9.91%	
Operating Expense ratio ⁽⁴⁾	5.65%	5.91%	7.17%	
Loan Loss Ratio ⁽⁵⁾	0.61%	0.77%	1.63%	
RoA⁽⁶⁾	2.03%	2.18%	0.61%	
Leverage (Total Debt / Total Net Worth)	8.17x	8.48x	5.82x	
RoE⁽⁷⁾	18.57%	22.17%	5.10%	
Cost to Income Ratio	61.57%	59.49%	72.33%	
Capital Adequacy and Asset Quality	FY15	FY16	FY17	Q1FY18
CRAR	15.67	16.82	24.14	21.68
Tier-I	9.60	11.3	16.58	15.45
Tier-II	6.07	5.52	7.56	6.23
GNPA⁽⁸⁾				
GNPA on Gross AUM (Rs. mn)	4	55	5,225	5,527
GNPA as % of Gross AUM	0.02%	0.17%	14.45%	14.66%
No. of Clients	2,014	4,294	355,508	383,214
NNPA⁽⁸⁾				
NNPA on Gross AUM (Rs. mn)	2	27	4,616	3,467
NNPA as % of Gross AUM	0.01%	0.09%	12.76%	9.73%

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 Gross 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. RoE is annualized and represents PAT (post Preference Dividend) to the Average Equity (i.e., net worth excluding preference share capital)

8. Gross and Net NPA represent PAR >90

Balance Sheet – Standalone



PARTICULARS (Rs. mn)	CAGR (FY15-FY17)	FY15	FY16	FY17	YoY % (FY16-FY17)	Q1FY18
Equity ⁽¹⁾	81.5%	1,935	3,240	6,372	96.7%	6,536
Preference shares	104.1%	60	-	250		250
Net Worth	82.2%	1,995	3,240	6,622	104.4%	6,786
Long Term Borrowings	57.8%	8,117	13,335	20,201	51.5%	19,180
Long Term Provisions	135.0%	14	29	78	168.9%	95
Total Non Current Liabilities	57.9%	8,131	13,364	20,279	51.7%	19,274
Short Term Borrowings	127.5%	324	1,447	1,676	15.8%	2,533
Other Current Liabilities	38.7%	9,501	14,752	18,284	23.9%	17,515
Short Term Provisions	99.4%	157	231	623	169.9%	2,179
Total Current Liabilities	43.6%	9,981	16,430	20,583	25.3%	22,227
Total Liabilities and Equity	53.7%	20,107	33,034	47,484	43.7%	48,288
Tangible Assets	149.5%	55	119	343	189.3%	375
Intangible Assets	150.2%	6	22	35	55.5%	50
Capital Work-in-progress	8.2%	84	72	98	35.5%	109
Intangible Assets under development			-	24		
Non Current Investments		1	1	498 ⁽²⁾		608
Deferred Tax Assets (Net)	106.2%	53	87	227	159.3%	748
Long Term Loans and Advances	43.0%	4,023	5,420	8,226	51.8%	9,262
Other Non Current Assets	19.5%	1,102	1,838	1,574	(14.3%)	982
Total Non Current Assets	43.9%	5,322	7,558	11,025	45.9%	12,133
Current Investments*			-	205		-
Trade Receivables	53.0%	5	16	11	(30.7%)	2
Cash and cash equivalents	78.3%	3,487	7,098	11,079	56.1%	8,908
Short Term Loans and Advances	49.4%	10,751	17,576	24,000	36.6%	26,743
Other Current Assets	46.5%	542	787	1,164	47.9%	501
Total Current Assets	57.0%	14,785	25,476	36,459	43.1%	36,154
Total Assets	53.7%	20,107	33,034	47,484	43.7%	48,288
Book Value Per Share (Rs.)	48.4%	75.27	101.73	169.87	67.0%	164.59

(1) Includes equity share capital, share warrants and reserves & surplus; (2) Increase versus prior periods on account of investment in subsidiary – TSL; *Represents investments in money market instruments with maturity of less than one year;

P&L Statement – Standalone



PARTICULARS (Rs. mn)	CAGR% (FY15-FY17)	FY15	FY16	FY17	YoY % (FY16-FY17)	Q1FY18
Total Revenue						
Interest Income	52.0%	2,662	4,275	6,150	43.8%	1,875
Excess Interest Spread on securitization	79.6%	330	892	1,064	19.2%	74
Loan Processing Fee	26.1%	225	352	358	1.7%	116
Other Operating Income	183.7%	24	66	195	197.1%	61
Total Revenue	54.8%	3,242	5,585	7,767	39.1%	2,125
Interest Expense	56.6%	1,775	2,899	4,351	50.1%	1,206
Personnel Expenses	100.0%	392	884	1,568	77.4%	441
Credit cost (Provisions for NPAs, Write-offs, etc.)	140.8%	97	208	563	170.4%	1,474
Administration & Other Expenses	31.2%	491	686	846	23.4%	158
Depreciation	69.5%	20	29	56	95.3%	35
Total Expenses	63.1%	2,775	4,705	7,384	56.9%	3,314
Profit before tax	(9.5%)	467	880	383	(56.6%)	(1,188)
Extraordinary Items and CSR	125.5%	2	5	11	105.9%	-
Profit before tax (after Extraordinary items)	(10.5%)	465	875	372	(57.5%)	(1,188)
Tax Expense	(7.2%)	147	296	127	(57.1%)	(408)
PAT	(12.1%)	317	579	245	(57.7%)	(780)
Preference dividends		9	6	-	-	-
PAT after pref. div.	(10.8%)	308	574	245	(57.3%)	(780)
EPS – Basic	(23.5%)	12.17	20.28	7.13	(64.8%)	(20.36)
EPS – Diluted	(23.1%)	11.93	19.97	7.05	(64.7%)	(20.36)

Annexure

Financial & Operational Details - TSL

Operational Details – TSL



PARTICULARS	CAGR% (FY15-FY17)	FY15	FY16	FY17	YoY % (FY16-FY17)	Q1FY18
Gross AUM (Rs. mn)	31.5%	2,603	3,458	4,498	30.1%	4,497
No. of districts	55.5%	36	61	87	42.6%	84
No. of branches	46.9%	69	112	149	33.0%	160
No. of States of operation	41.4%	4	6	8	33.3%	8
No. of Employees	54.9%	462	978	1,109	13.4%	1,233
No. of Loan Officers	57.8%	281	674	700	3.9%	825
No. of Active Customers	34.1%	194,227	277,355	349,090	25.9%	355,793
Disbursement during the period (Rs. mn)	36.2%	2,880	3,723	5,346	43.6%	1,524
No. of loans disbursed during the period	26.3%	147,492	185,792	235,333	26.7%	75,366
Productivity Metrics						
Disbursement/ Branch (Rs. mn)	(7.3%)	42	33	36	7.9%	10
Disbursement/ Employee (Rs. mn)	(12.1%)	6	4	5	26.6%	1
Gross AUM/ Branch (Rs. mn)	(10.5%)	38	31	30	(3.3%)	28
Gross AUM/ Loan Officer (Rs. mn)	(16.7%)	9	5	6	21.1%	5
No. of Clients/ Branch	(8.8%)	2,815	2,476	2,343	(5.4%)	2,224
No. of Clients/ Loan Officer	(15.1%)	691	412	499	18.2%	431
Average Ticket size (Rs.)	7.9%	19,500	20,000	22,700	12.5%	20,200

Financial Details– TSL



PARTICULARS (Rs. Mn)	CAGR% (FY15-FY17)	FY15	FY16	FY17	YoY % (FY16-FY17)	Q1 FY18
Balance Sheet						
Networth (Rs. Mn)	23.8%	122	177	187	5.8%	171
Total borrowings (Rs. Mn)	178.2%	11	23	88	279.0%	46
Other Liabilities & Provisions	17.6%	126	180	174	(3.1%)	232
Total Liabilities	31.6%	259	380	449	18.2%	450
Assets						
Fixed Assets	27.4%	8	10	13	24.0%	12
Cash and cash equivalents	19.5%	153	254	218	(14.0%)	239
Other Assets	48.6%	99	116	218	88.1%	198
Total assets (Rs. Mn)	31.6%	259	380	449	18.2%	450
Profit & Loss Statement						
Total income (Rs. Mn)	37.0%	216	323	405	25.5%	108
Interest Expense	53.9%	4	10	10	2.3%	5
Personnel Expenses	83.0%	72	178	241	35.0%	72
Credit cost (Provisions for NPAs, Write-offs, etc)		0	13	35	164.8%	29
Administration & Other Expenses	(4.1%)	101	109	93	(15.1%)	22
Depreciation	77.0%	2	4	7	72.7%	1
Total Expenses	46.7%	179	315	386	22.5%	130
Profit before tax	(27.5%)	36	8	19	143.2%	(22)
Extraordinary Items and CSR	103.0%	1	0	2	518.4%	0
Profit before tax (after Extraordinary items)	(31.6%)	36	7	17	124.0%	(22)
Provision for tax	(24.4%)	11	2	6	194.5%	6
Profit/(loss) after tax (Rs. Mn)	(35.3%)	24	5	10	94.5%	(16)
EPS	(43.8%)	3.54	0.62	1.12	80.6%	(1.81)

Collections With Lag – TSL



Collection with Lag	Nov'16 Dues	Dec'16 Dues	Jan'17 Dues	Feb'17 Dues	Mar'17 Dues	Apr'17 Dues	May'17 Dues	Jun'17 Dues
As on								
30-Nov	96%	-	-	-	-	-	-	-
31-Dec	97%	88%	-	-	-	-	-	-
31-Jan	98%	91%	85%	-	-	-	-	-
28-Feb	98%	92%	89%	84%	-	-	-	-
31-Mar	98%	93%	90%	87%	83%	-	-	-
30-Apr	98%	93%	91%	89%	86%	86%	-	-
31-May	99%	96%	94%	93%	90%	91%	89%	-
30-Jun	99%	98%	96%	95%	92%	92%	91%	89%

Contact Information



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Thank You