



Satin Creditcare's PAT for Q4FY18 doubled QoQ

Summary of Business Performance:

- *On consolidated basis*
 - *Gross loan portfolio at Rs. 5756.8 Cr – an increase of 41.6% YoY and 17.9% QoQ*
 - *During the quarter, a total of 97 new branches were started taking the total number of branches to 995 as on Mar-18– an increase of 29.7% YoY and 10.8% QoQ*
 - *Revenue for FY18 Rs. 1031.4 Cr – an increase 28.7% YoY*
 - *Revenue for Q4FY18 at Rs. 291.6 Cr – an increase of 66.4 % YoY and 11.0% QoQ*
 - *Securitization & Assignment portfolio stood at Rs. 782.0 Cr – an increase of 87.2% YoY and 82.0% QoQ*
 - *Q4FY18 Profit Before Tax at Rs. 62.7 Cr, as against Loss Before Tax at Rs. 63.7 Cr in Q4FY17 and Profit Before Tax Rs. 34.3 Cr in Q3FY18 - an increase of 82.6% QoQ*
 - *Q4FY18 Profit After Tax at Rs. 44.1 Cr, as against Loss After Tax at Rs. 43.0 Cr in Q4FY17 and Profit After Tax Rs. 21.6 Cr in Q3FY18 - an increase of 103.6% QoQ*

- *On standalone basis*
 - *Gross loan portfolio at Rs. 5084.8 Cr – an increase of 40.6% YoY and 18.1% QoQ*
 - *Disbursement for FY18 at Rs 5571.7 Cr - an increase of 55.0% YoY*
 - *Revenue for FY18 at Rs. 976.6 Cr – an increase of 25.8% YoY*
 - *Revenue for Q4FY18 at Rs. 275.6 Cr – an increase of 67.2% YoY and 10.7% QoQ*
 - *Q4FY18 Profit Before Tax at Rs. 67.2 Cr, as against Loss Before Tax at Rs. 64.1 Cr in Q4FY17 and Profit Before Tax at Rs.36.0 Cr in Q3FY18 - an increase of 86.6% QoQ*
 - *Q4FY18 Profit After Tax at Rs. 46.6 Cr, as against Loss After Tax at Rs. 42.6 Cr in Q4FY17 and Profit After Tax at Rs.22.8 Cr in Q3FY18 - an increase of 104.2% QoQ*
 - *Gross NPA (PAR90) lower at 4.4% vs 9.2% for the previous quarter*
 - *Net NPA lower at 2.6% vs 3.7% for the previous quarter*
 - *In FY18, the Company has raised aggregate capital of Rs 439.3 Cr in multiple rounds and have strong Capital Adequacy Ratio (CRAR) of 23.7% at Mar-18*
 - *In FY18, expanded operations in eastern geographies to further reduce geographical concentration. Now, 92% of districts have less than 1% exposure and only 1% districts have more than 2% exposure.*
 - *Cashless disbursement to Microfinance clients now live across 51% branches as of Mar-18*
 - *Cashless disbursement to Microfinance client crossed 35% of total disbursements for the month of Mar-18*



New Delhi, May 30, 2018: Satin Creditcare Network Limited (“SCNL”) [BSE: 539404; NSE: SATIN] the second largest microfinance company in the country, today reported its results for the fourth quarter and year ended March 31, 2018. For Q4FY18, on a consolidated basis, the Company recorded a 41.6% YoY growth in Gross AUM to Rs. 5,756.8 Cr. The Company recorded a PBT of Rs. 62.7 Cr for Q4FY18 and a PAT of Rs. 44.1 Cr on consolidated basis, on account of higher volumes and lower operating expenses. The results were taken on record at the meeting of the Board of Directors here today.

Speaking on the company's performance during the quarter, **Mr. H P Singh, Chairman and Managing Director** said, *"Being the most impacted MFI, we have swiftly recovered from the impact of demonetisation and returned back to profitability in Q2FY18. This quarter we have further built on from that momentum with our PAT doubled as compared to last quarter. The credit for this goes to our operations team that has worked relentlessly to make this possible. The overall collections on our new portfolio, disbursed Jan 2017 onwards, stands at 98% and further overall collections of new clients, disbursed Jan 2017 onwards, stands at 99.7%. With our expansion of microfinance operations in eastern geographies, we have managed to reduce per district concentration drastically. Now 92% of districts have less than 1% exposure and only 1% districts have more than 2% exposure. We have also reduced the UP concentration to 29.7% from 34.7% as of Dec 2017."*

Mr. Singh further added, *"Our capital raise of Rs 439.3 Cr during FY18 has helped us to maintain strong Capital Adequacy Ratio (CRAR) of 23.7% even after achieving the growth of more than 40% in AUM. Our existing capital, internal accruals and tie-ups with strategic partners for lending under Business Correspondent model will help us to meet the capital requirement arising out of business growth and maintain healthy CRAR in FY19 as well."*

About Satin Creditcare Network Limited

Satin Creditcare Network Limited (SCNL or “Satin”) was conceptualized and founded in 1990 by Mr. H P Singh - a qualified Chartered Accountant with over three decades of experience in retail finance industry. In around 27 years since its inception, Satin today is India’s second largest MFI (as of Dec 2017) having started its journey with individual micro loans to urban shopkeepers. Today, the Company has an established, scalable and a sustainable business model. On a consolidated basis, Satin had an AUM of Rs. 5,756.8 Crores as on Mar 31, 2018. SCNL offers its clients a variety of loan products under the MFI segment. The company also offers a bouquet of financial products in the Non-MFI segment comprising of loans to MSMEs and business correspondent services & similar services to other financial Institutions through Taraashna Services Limited (TSL) a business correspondent company and 91.11% subsidiary of SCNL.

In April 2017, SCNL also incorporated a wholly owned housing finance subsidiary (Satin Housing Finance Limited or “SHFL”) for providing loans in the affordable housing segment. This is a logical extension of Satin’s mission to provide financial products that cater to the underserved segments of the market. In Nov 2017, SHFL received the NHB license and commenced operations in February 2018.

As of March 2018, SCNL had 995 branches and a headcount of 9,004 across 18 states and union territories serving 28.2 lakh clients. SCNL has a strong presence throughout Uttar Pradesh, Bihar, Madhya Pradesh, Punjab, Assam, West Bengal and Odisha and is a dominant player in other states of operations.

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