

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

**INVESTOR PRESENTATION**  
**November 2019**

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

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

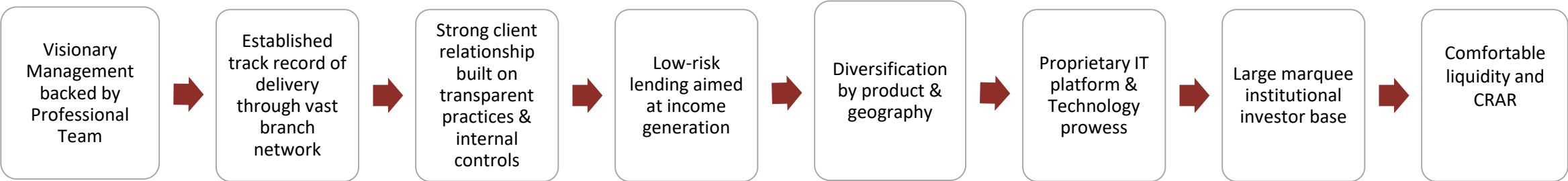
## Background

# Who we are..



Microfinance is primarily based on the Joint Liability Group (JLG) model, to provide financial assistance and enable women from rural and semi-urban areas to achieve self sustainability

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



**S**eeking Excellence



**A**ccountability & Ownership



**T**eam Work & Collaboration



**I**ntegrity



**N**urturing Lives

# Key Business Performance Highlights (1/2)



India's largest NBFC-MFI in no. of customers (36.3 lacs), branches (1,299), districts (377) and States (22), leading in terms of Assets Under Management (AUM), with AUM of Rs. 7,182 crore

RoA 3.2% (2.7% in Q2FY19), RoE<sup>(1)</sup> 16.4% (18.8% in Q2FY19) and CRAR 30.13% (25.23% in Q2FY19) in Q2FY20

First place amongst MFIs in Customer Service Index in third party evaluation undertaken during 2018-19 by MFIN for fair practices code, policies and processes

Equity infusion in H1FY20 via Conversion of warrants worth Rs 60 crore by Promoter and OCCRPS worth Rs 45 crore by IndusInd Bank Ltd at Rs 335 per share

Undergoing complete process re-engineering, leading to tightening of credit norms and better controls

Implemented Centralized Shared Services (CSS) to ensure uniformity of processes and control across our entire network, as back end quality support

Percentage of Promoter pledge has gone down from 52.88% in Dec'18 to 20.80% in Sep'19

Stable portfolio quality with collection efficiency of 99.6% on loans disbursed since Apr'18, GNPA improved from 4.1% in Q2FY19 to 3.1% in Q2FY20, reduction of 24.4%

Psychometric tool implemented across 100% branches, more than 4 lac customers tested during credit appraisal before disbursement, with a collection efficiency of 99.8%, better than non-psychometric branches

No loans given to delinquent customers since Apr'18

*(1) RoE is subdued on account of equity infusion of Rs. 105 crores in Q1FY20;  
Figures are on consolidated basis unless otherwise stated*

# Key Business Performance Highlights (2/2)



Only lender to 58% clients at the time of disbursement for MFI lending

Long term Credit Rating IND A- (Positive) from India Ratings; Short term rating at A1 from ICRA, CRISIL and CARE ; Grading of MFI 1 from CARE Ratings

Social rating sA from Microfinanza, C1 Code of Conduct Assessment (COCA) from ICRA, the highest grade

Cashless - disbursement implemented across 100% branches  
- 12% collection via cashless mode

Added 71 new branches across 9 districts during Q2FY20, further strengthening our PAN India presence. Strategy to have per district exposure below 1% of total AUM

Book value per share at Rs. 260.73

Share of non microfinance portfolio at 6.4% of total AUM, helping us diversify our offerings

Satin Housing Finance Ltd (SHFL), AUM of Rs 116 crore with Nil delinquency, Standalone credit rating of CARE BBB (Stable). Successfully started raising debt, 7 lenders including refinance facility sanction from NHB in H1FY20

Taraashna Services Ltd renamed as Taraashna Financial Services Ltd (TFSL), AUM has grown up by ~9% during Q2FY20 to Rs. 591 crores

Satin Finserv Ltd, Satin's MSME arm, taking good shape with AUM of Rs. 62 Crore, Investment of Rs. 30 crore during Q2FY20 by SCNL

*Figures are on consolidated basis unless otherwise stated*

# Corporate Overview Consolidated – Q2 FY20



Rs. **54** crore

**PAT**, 17.8% up YoY

**3.2%**

**ROA**, 18.7% up YoY

**16.4%**

**ROE**, 12.7% down YoY<sup>(1)</sup>

Rs. **7,182** crore

**GLP**, 16.0% up YoY

Rs. **366** crore

**Revenue**, 1.1% down YoY<sup>(2)</sup>

Rs. **217** crore

**NII**, 7.2% up YoY

**1,299**

**Branches**, 21.9% up YoY

**22**

**States & UTs**, 10.0% up YoY

**36.3** lacs

**Clients**, 12.3% up YoY

*Data for Q2 FY20, RoA and RoE are calculated on annualized basis*

*(1) RoE is subdued on account of equity infusion of Rs 105 crore in Q1 FY20*

*(2) Marginal dip in gross income since DA and BC revenue is booked as net income*

# Corporate Overview Standalone – Q2 FY20



Rs. **55** crore

**PAT**, 23.3% up YoY

**3.3%**

**ROA**, 24.3% up YoY

**16.5%**

**ROE**, 8.6% down YoY<sup>(1)</sup>

**30.13%**

**CRAR**, 19.4% up YoY

Rs. **6,414** crore

**GLP**, 15.3% up YoY

Rs. **1,819** crore

**Disbursement**, 43.6% up YoY

**6.2** lacs

**No. of Loans disbursed**,  
31.9% up YoY

**1,073**

**Branches**, 21.2% up YoY

Rs. **30,000**

**Average ticket size**

**22**

**States & UTs**, 10.0% up YoY

**38.9** lacs

**Loan accounts outstanding**,  
37.8% up YoY

**99.6%**<sup>(2)</sup>

**Collection efficiency**

(1) RoE is subdued on account of equity infusion of Rs 105 crore in Q1 FY20

(2) ) On portfolio disbursed since Apr'18, comprising 92% of portfolio

# **“SATIN’s TRANSFORMATION”**

**Process re-engineering and  
transformation...  
continues**



# Centralized Share Services (Vision, Scope & Task Criteria)



**Vision:-** To maximize the effectiveness of the business process and policies by providing and ensuring high quality services to our clients as well as our stakeholders

## Credit Risk management and Data quality maintenance

Loan Application Details & Document Verification

Bank Details Verification & Validation

Comments on the basis of Checklist

Sanctioning the Loan Application

## Customer services

Incoming complaint management (multilingual)-SPARSH(IVR)

Loan disbursement verification-TVR

Death verification process

Loan Dost (Outgoing calls)

## Centralized Shared Services

### KYC Process

Checking the authenticity of documents and improving the quality of documentation and data base

### TVR

Systematic way to evaluate quality of process used to disburse a Loan and predicting and preventing the occurrence of issues or defects in the process

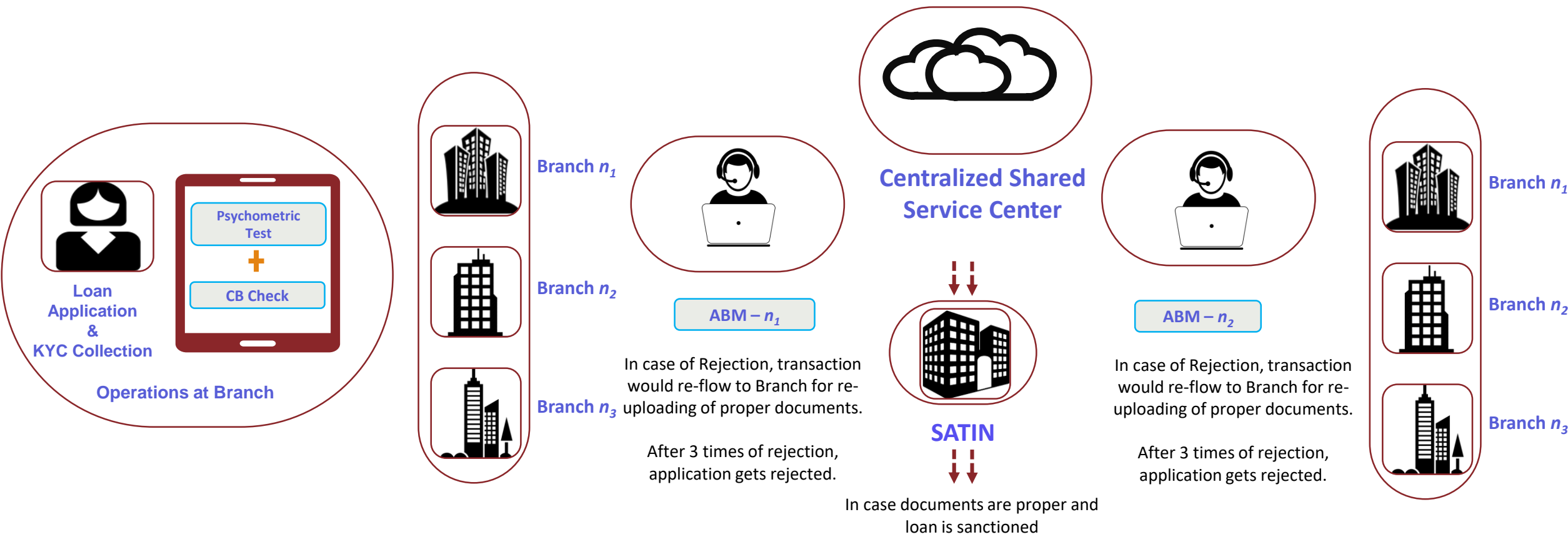
### IVR

helps to Enhance public image of our brand and provides protection if there is a slip-up in customer service

### Tele Collection

to generate the lead for collection from PAR clients and reduce PAR status

# Centralized Shared Services



# Psychometric Test – First of its Kind in Microfinance Domain



Test has been designed for two categories:

- Borrower
- Husband

Borrower category has 34 questions while the Husband category has 29 questions

### Test Parameters

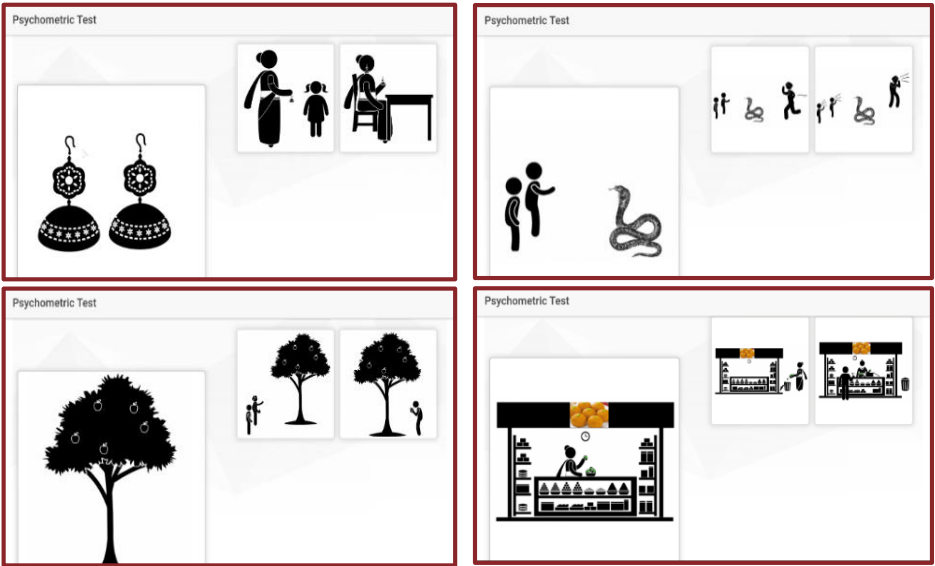
- Integrity
- Intent To Pay
- Opportunistic

### Benefits:

- No need to rely totally on historical records of client
- Behavioral aspects can be checked accurately which was not possible earlier
- It will help in selecting the good clients which will improve the asset quality of the company

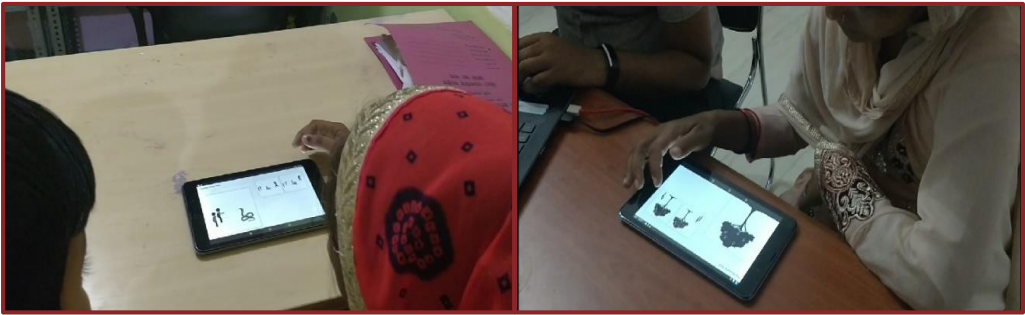
>10% outstanding clients with CE of 99.8% constituting ~20% of portfolio

### Test Questions



## Psychometric test

### Field Implementation



# New Projects & Initiatives – Repayment via AePS



## What it is?

Aadhaar Enabled Payment System (AePS) is a bank led payment method which can facilitate financial transactions at POS (Point of Sales) through Aadhaar authentication. Presently, we have deployed the same at 250+ branches via 1400+ devices

## Safety

One of the safest methods for clients among digital transaction. It will also eliminate the risk of cash from operations, resulting in robbery, frauds etc.

## Cost Efficient & Productive

It will save the time and cost involved in cash collection and depositing in the bank. Hence, the reconciliation will be faster. Also, the loan officer will devote more time to business generation, with reduced centre meeting time.

## Overcoming Challenges

**Biometrics not mapped at client's bank account:** Clients are being made aware to get the Aadhaar mapped on their bank accounts or update the KYC details

**Maintaining sufficient funds in account:** Clients are being encouraged to keep the instalments ready in their bank accounts. Process is being evaluated for other possible challenges while scaling up

# Products Offered

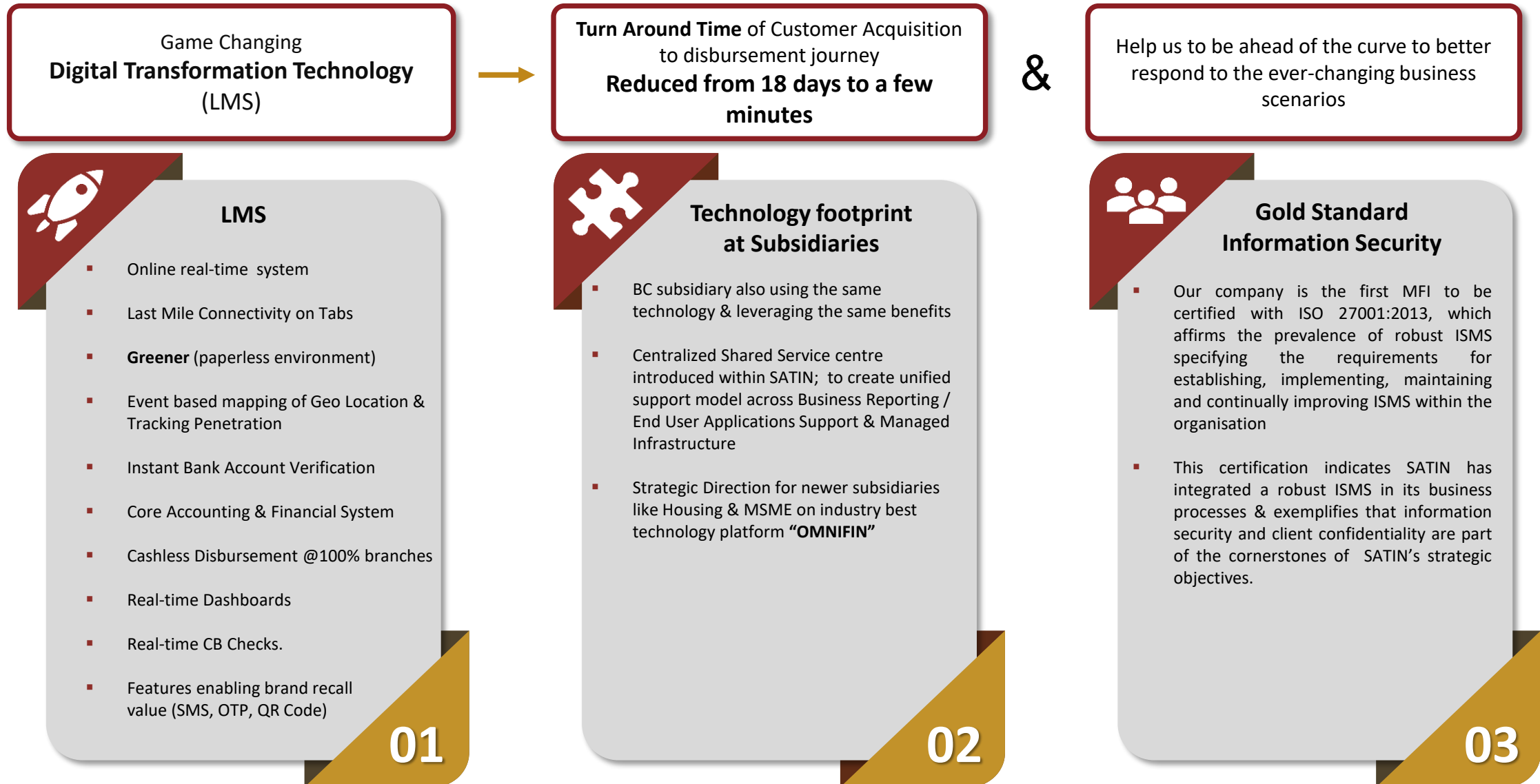


Loan Type	Loan Product	Purpose	Ticket Size (Rs.)	Tenure (In Months)
Group	Income Generation Loan (Prarambh)	Income Generation Activities	8,000 - 30,000	12-18
	Mid-Term Loan (Vistaar)		6,000 - 29,000	15
	Long Term Loan (Vridhhi)		31,000 - 50,000	24
	Festival Loan		6,000	6
	Product financing	Fixed Utilization Product (FUP)	1,099 - 7,999	6-9

Eligibility Criteria
<ul style="list-style-type: none"> <li>Household Income: Rural-Rs. 1.25 Lacs &amp; Urban/Semi-Urban- Rs. 2 Lacs</li> <li>Member Attendance: 100%</li> <li>Center Attendance: 75%</li> <li>Active MFI (except SCNL): 1</li> <li>Outstanding (incl. applied loan): &lt;=1.25 Lacs</li> <li>Psychometric &amp; CSS Mandatory</li> <li>OTP validation</li> <li>No loans given to delinquent customers since Apr'18</li> </ul>

All the products follow the evaluation criteria of process re-engineering

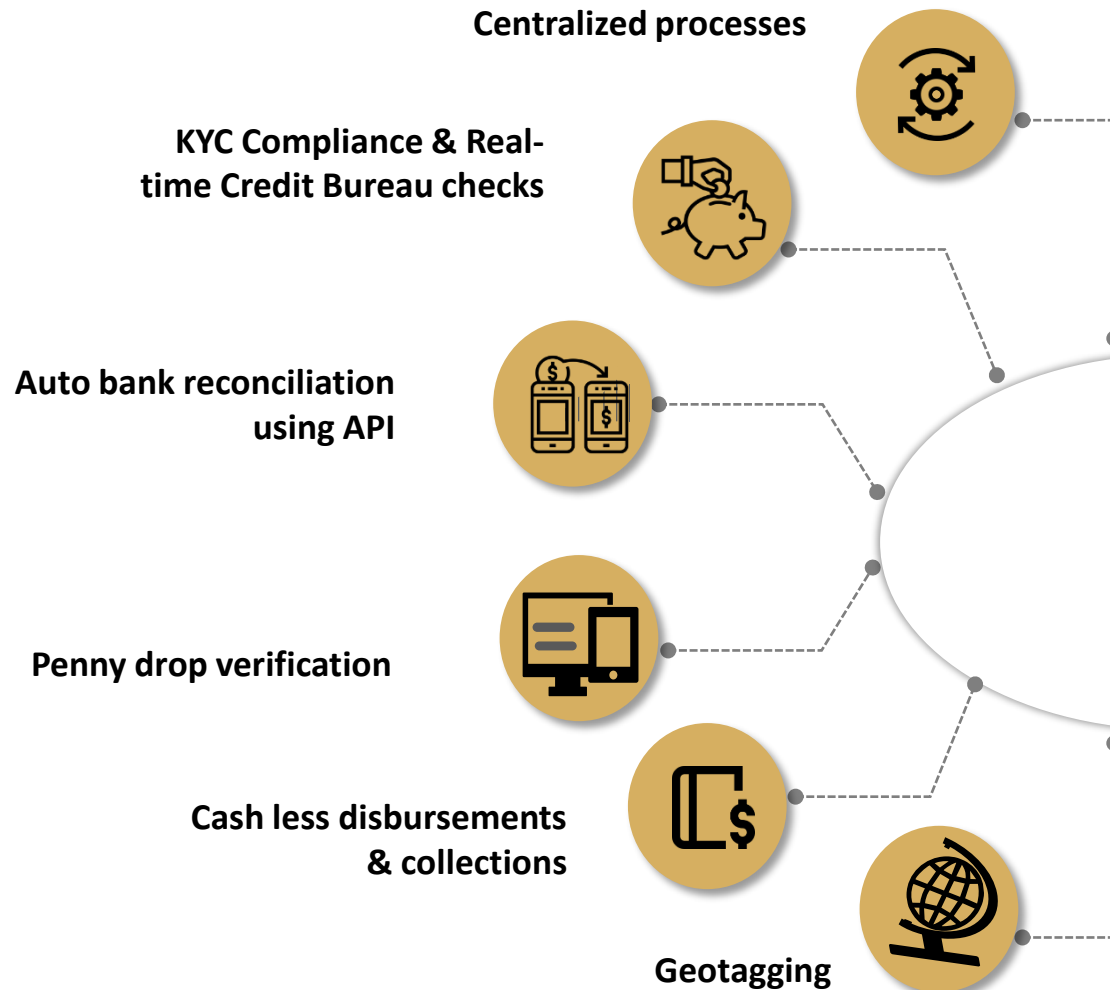
# A Difference Powered by Technological Prowess & Processes...



# ... leading to Operating Efficiency & Scalability



## New initiatives...



## ..leading to improved processes



# ... to serve 36 lacs+ Customers across India



**58%**

Clients with Satin as Only Lender\*

**36,28,465**

No. Of Active Clients

**42,47,693**

No. of Loan Accounts

**377**

No. of Districts

**83,274**

No. of Villages

**67**

No. of Regional Offices

**2,52,113**

No. of Centres

**52%**

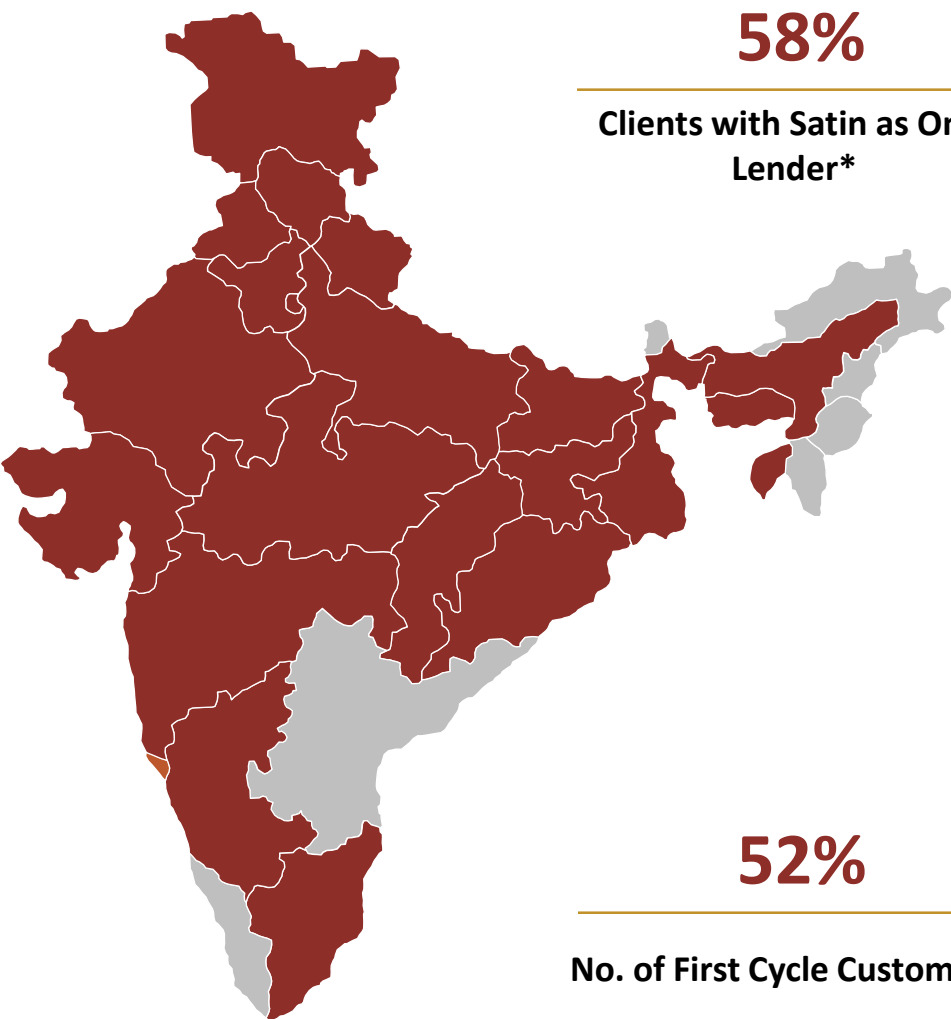
No. of First Cycle Customers\*

**7,788**

No. of Loan Officers

**11,551**

No. of Employees



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

*On Consolidated basis  
\*at the time of disbursement, data is for JLG Standalone only*

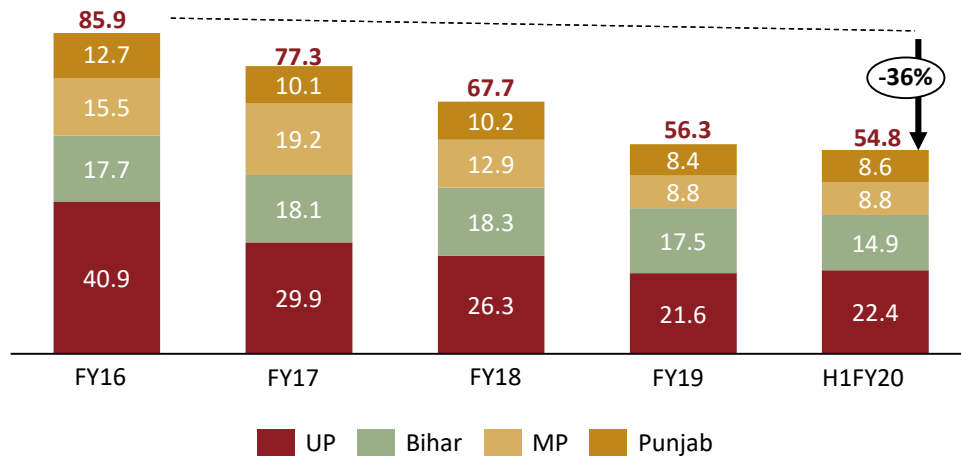


# ... while de-risking geographical concentration

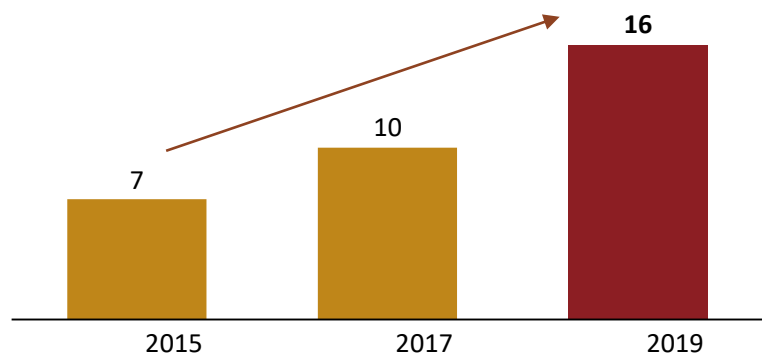
To have become a PAN India Player



## Share of Top 4 States Reduced from 86% to 55% over 4 years

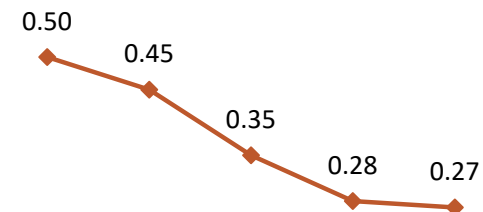


## Number of States with more than 1% exposure of SATIN

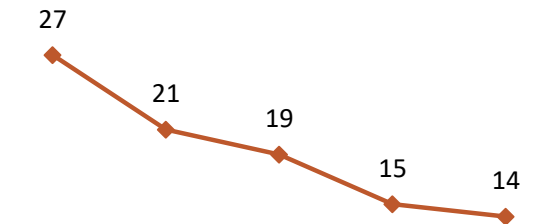


## Limiting Exposure per district

### Average exposure per district %

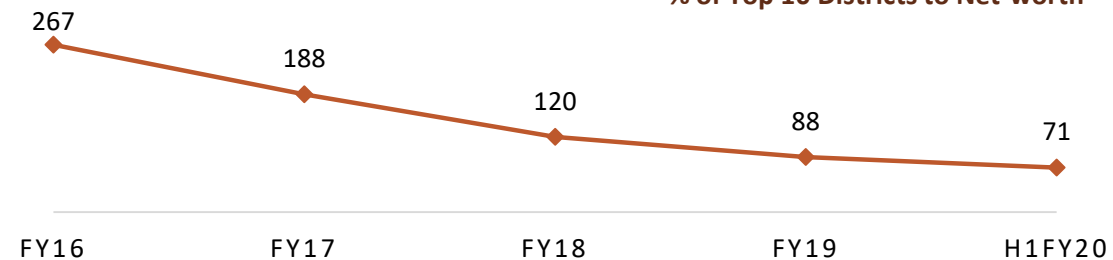


### % of Top 10 Districts to AUM



Particulars	FY16	FY17	FY18	FY19	H1FY20
No. of Districts - JLG	180	236	306	359	377
% of Districts with <1% exposure	85.0%	88.1%	92.5%	96.4%	96.3%
% of Districts with >2%	5.6%	2.1%	1.0%	0.6%	0.5%

### % of Top 10 Districts to Net-worth



**Target to achieve per state exposure to <20% by 2020**

# ... with 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) Sep'19
	FY15	H1FY20	
UTTAR PRADESH	43.3%	22.4%	1,611
BIHAR	17.2%	14.9%	1,070
MP	18.5%	8.8%	635
DELHI & NCR	5.1%	3.6%	260
UTTARAKHAND	4.0%	1.6%	113
<b>TOTAL</b>	<b>88.1%</b>	<b>51.4%</b>	<b>3,689</b>

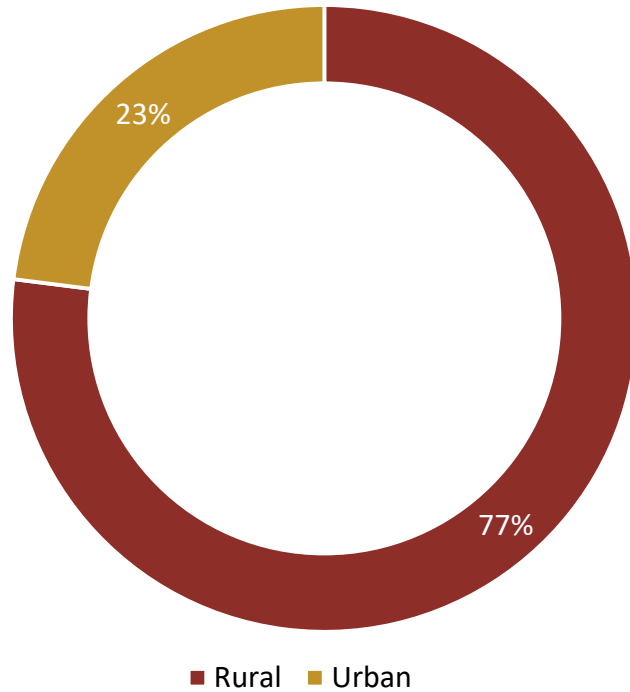
States	% of total GLP		GLP (Rs. crore) Sep'19
	FY15	H1FY20	
PUNJAB	8.2%	8.6%	620
RAJASTHAN	1.6%	5.7%	407
HARYANA	1.1%	3.5%	251
MAHARASHTRA	0.9%	1.5%	104
J&K	0.1%	0.1%	6
<b>TOTAL</b>	<b>11.8%</b>	<b>19.4%</b>	<b>1,389</b>

States	% of total GLP		GLP (Rs. crore) Sep'19
	FY15	H1FY20	
ASSAM	0.0%	7.3%	526
WEST BENGAL	0.0%	5.7%	408
TAMIL NADU	0.0%	3.9%	280
ORISSA	0.0%	3.9%	278
GUJARAT	0.0%	3.4%	243
JHARKHAND	0.0%	1.9%	134
CHHATTISGARH	0.0%	1.0%	73
KARNATAKA	0.0%	1.0%	72
TRIPURA	0.0%	1.0%	71
PONDICHERRY	0.0%	0.1%	8
MEGHALAYA	0.0%	0.1%	6
HIMACHAL	0.0%	0.1%	5
<b>TOTAL</b>	<b>0.0%</b>	<b>29.5%</b>	<b>2,104</b>

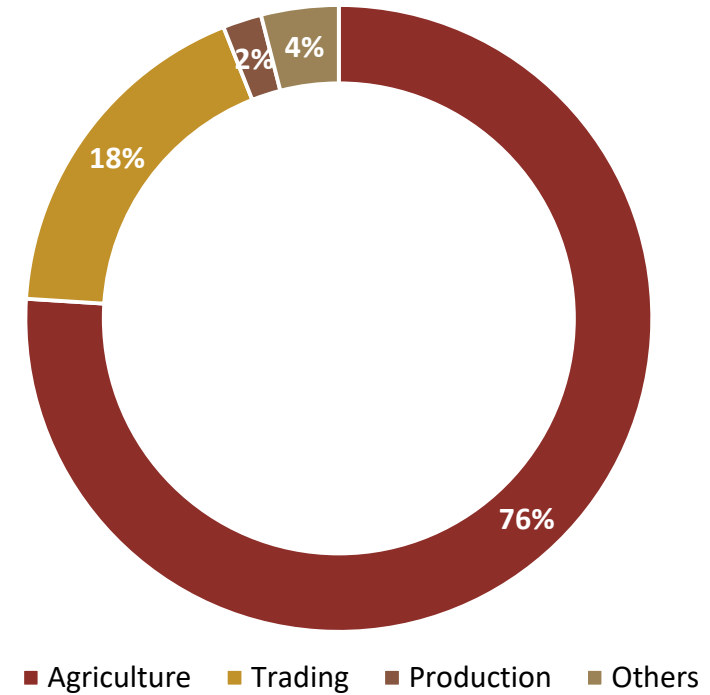
## ... and deepening presence in Rural India



Break-up of operations



Purpose-wise details



For MFI portfolio excluding MSME

# ... providing Differentiated Product Offerings



	SCNL	Business Correspondent services	Housing Finance	SME
Product features as on Sep'19	MFI <sup>(1)</sup>	Taraashna Financial Services Limited <sup>(2)</sup>	Satin Housing Finance Limited <sup>(3)</sup>	Satin Finserv Limited (SFL) <sup>(4)</sup>
Start Date	May'08 (JLG)	May'12 <sup>(3)</sup>	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/2 Bi-Weekly	Monthly	Monthly/Quarterly
No. of States/UTs	22	8	4	7
No. of Branches	1,067	203	9	14
Gross Loan Portfolio (Rs. crore)	6,131 <sup>(5)</sup>	591	116	62
No. of loan accounts	3,888,722	355,731	976	533
Avg. Ticket Size for Q2FY20	Rs. 30,000 (JLG)	Rs. 31,000 (JLG)	Rs. 1,341,000	Rs. 5,77,000 <sup>(6)</sup>

## Notes

(1) As on Sep'19, 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. 282 crore other than MFI portfolio which will run down and future disbursements will be done by SFL

(6) Average Ticket Size of Retail Financing is 5.77 lakh. Overall, the average ticket size of SFL would be Rs. 11.68 lakh

\*As of Q2FY20, there were 1,067 branches with Microfinance operations & 34 branches with MSME operations. Out of the 34 MSME branches, 28 of them also had microfinance operations & 6 were unique.

# ... with opportunities to leverage our customer reach



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

## Product Financing

### Bicycle Loan

*10,125 loans disbursed\**

### Solar Products

*10,972 loans disbursed\**

### Home Appliances

*3,134 loans disbursed\**

### Consumer Durables

*7,942 loans disbursed\**

### Water & Sanitation

*10,437 loans disbursed\**

## Benefits

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

Note: \* No. of loans disbursed during Q2 FY20

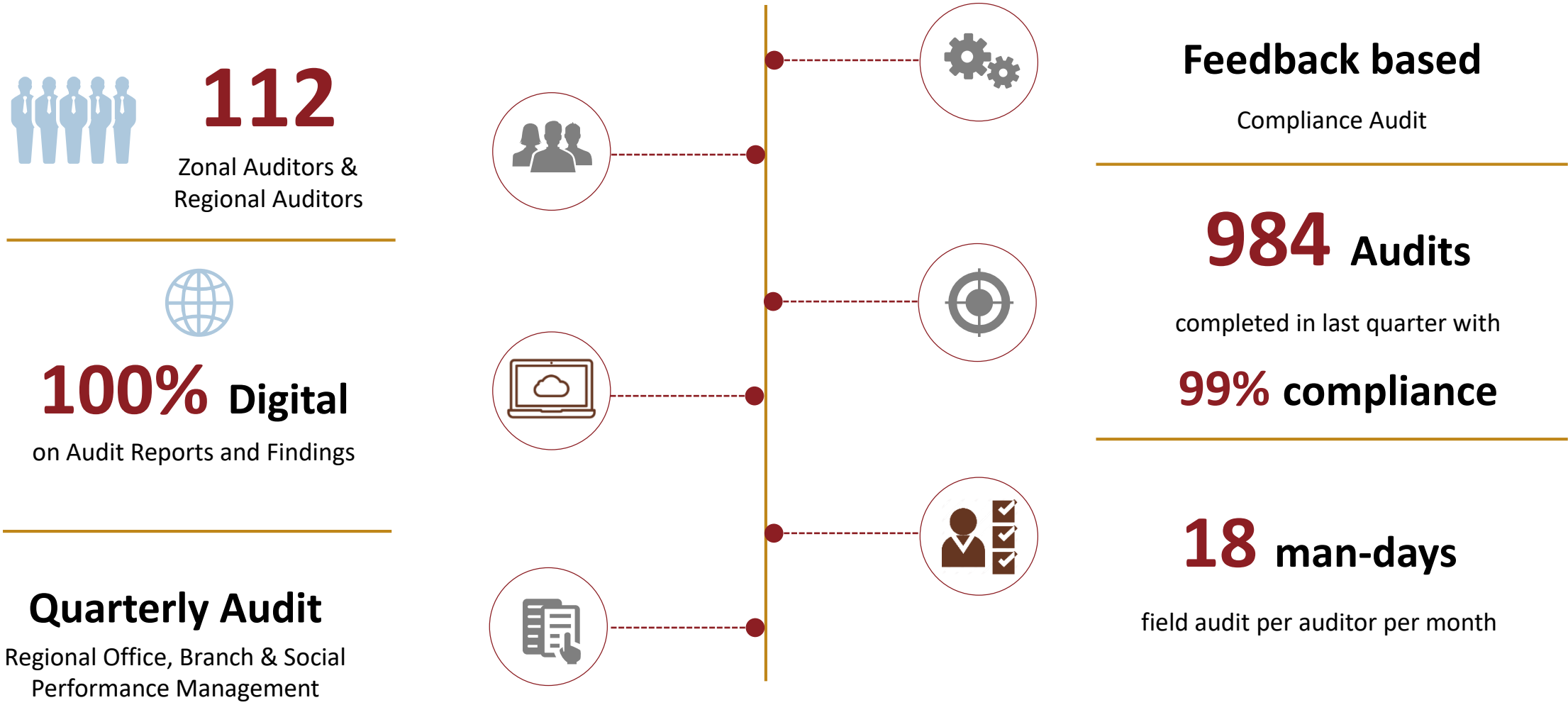


# “RESILIENT SATIN”

# A full-fledged in-house audit process



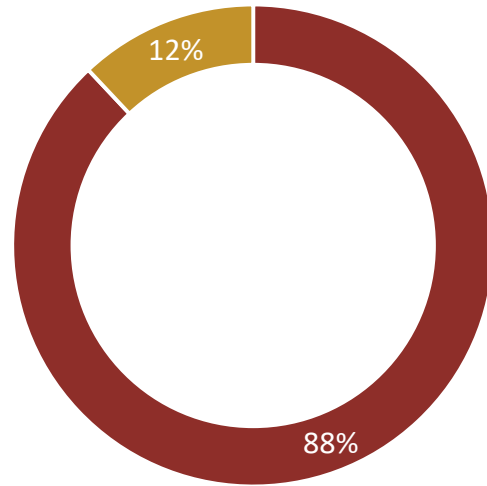
## Full-fledged in-house Internal Audit



# ... coupled with robust underwriting techniques

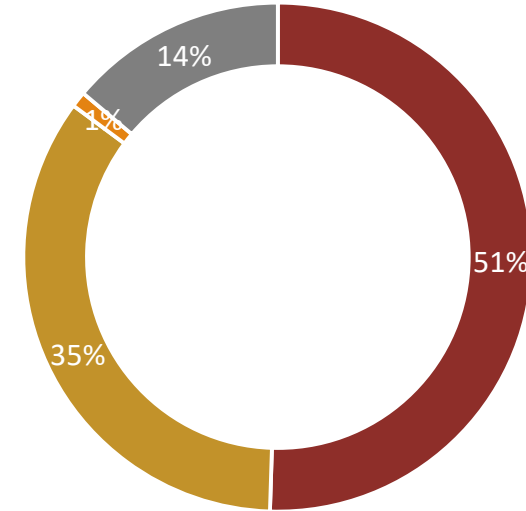


Hit Rate for all Products – Q2 FY20



■ Hit ■ No Hit

CB Rejection Reason – Q2 FY20



■ >1 MFI ■ Over Indebtedness ■ Ticket Size ■ Defaulter

SCNL Guidelines – Q2 FY20

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

Rejection Rate for all products is ~18% for Q2 FY20

Note:

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



# ... robust processes strengthening underwriting



## **Psychometric tests**

to reduce risk on customers with negative intentions, has made customers filtration process more scientific and transparent



## **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 customers regularly



## **Centralized Share Services**

KYC verification, IVR, TVR, ensuring uniform processes



## **Geo-tagging**

of 100% branches and centers and 70% customers' houses



## **Account verification & Cashless Disbursements**

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

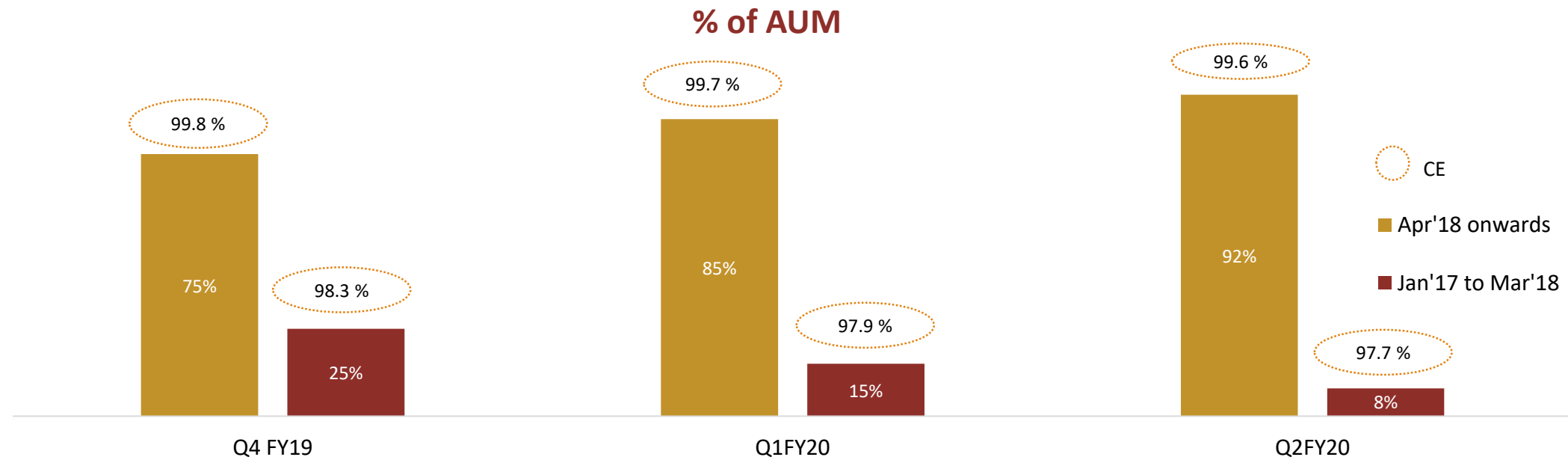
# ... resulting in Improved Collection Efficiency



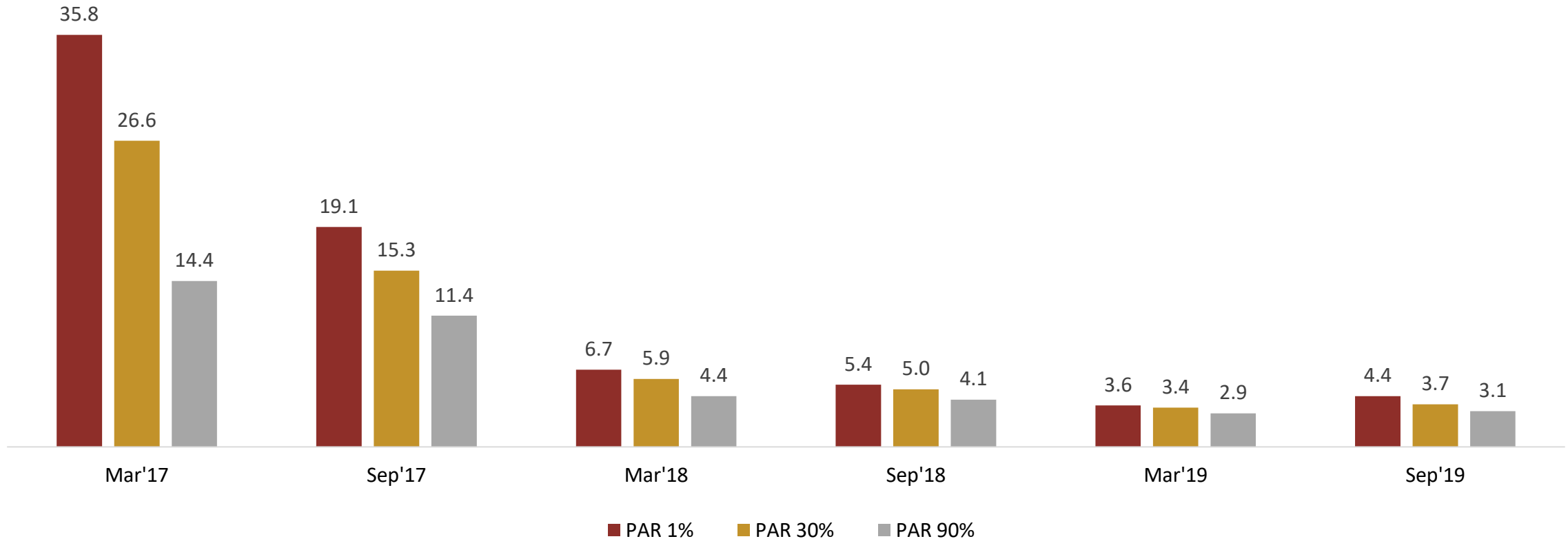
Robust collection efficiency reflecting high credit discipline in disbursement strengthened by process re-engineering

Period of disbursement	Demand (Rs. crore)	Collection (Rs. crore)	% of AUM	Cumulative CE%
Jan'17 to Mar'18(demon impact)	5,703	5,573	8%	97.7%
Apr'18 onwards	4,778	4,758	92%	<b>99.6%</b>

Collection efficiency of loans disbursed after psychometric evaluation stood at 99.8% constituting ~20% of the portfolio



## ... PAR trends

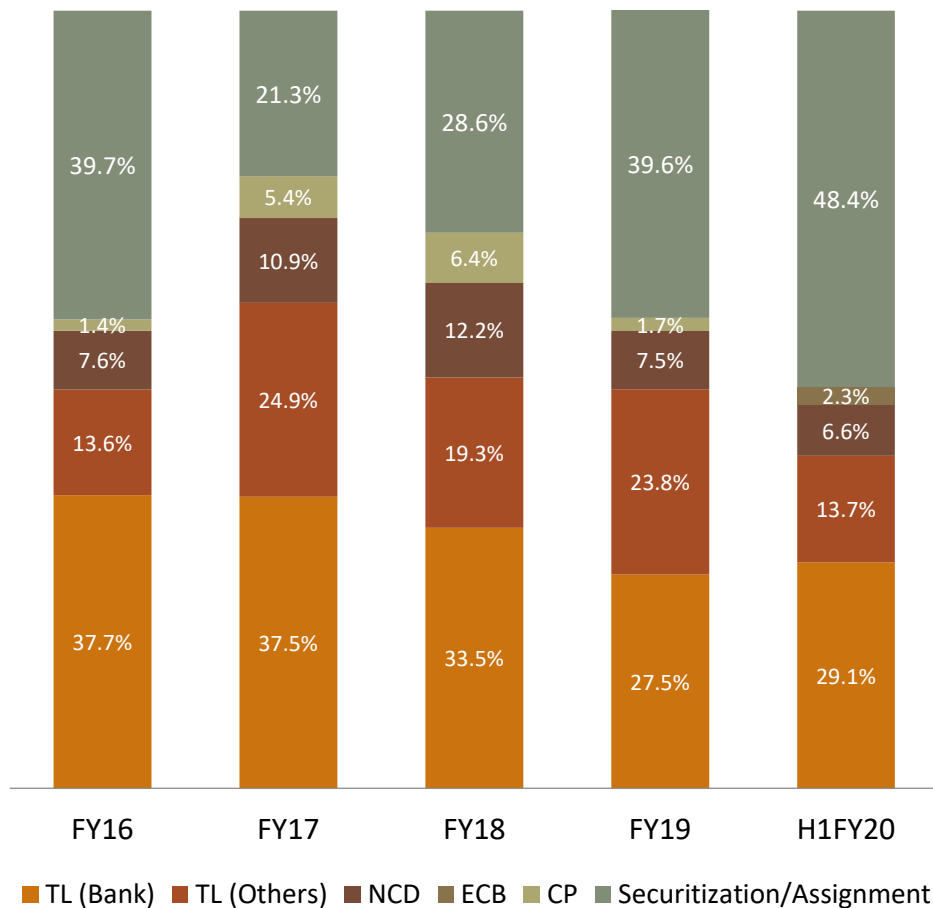


- We saw a marginal increase in PAR numbers for the quarter on account of floods in the states of Assam, Bihar, Orissa and Madhya Pradesh.
- This led to a dip in collections and also impacted our disbursement, hence the base remained flat.

# A well-diversified Liability Profile



## Diversified mix of funding Source of funds raised during the period



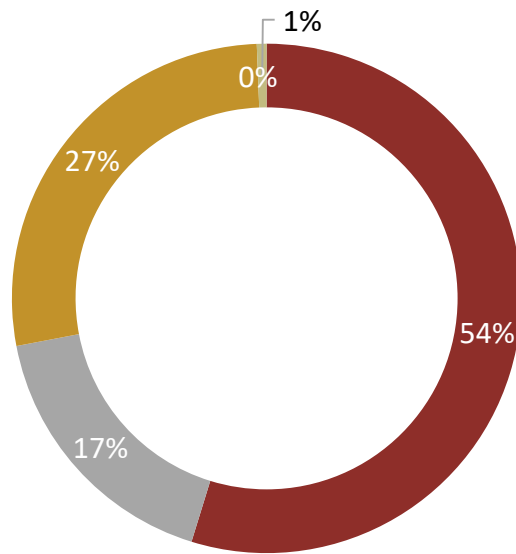
## Large Lender Base 69 Active Lenders

Top 10 Funders	% Share as on 30 Sep'19
State Bank of India	14%
NABARD	13%
IDFC First Bank Ltd	7%
Bandhan Bank Limited	6%
HSBC	5%
Blue Orchard Microfinance Fund	4%
Axis Bank Limited	4%
FMO Netherlands	3%
SIDBI	3%
Bank of Maharashtra	3%
<b>Total of top 10 lenders</b>	<b>62%</b>

# ... insulated from Capital Market Turbulence

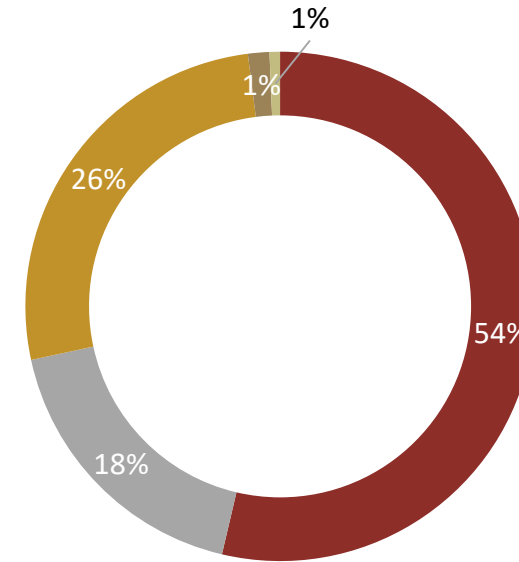


Product-wise Sep'19



■ Term Loan ■ NCD ■ Buyout ■ Commercial paper ■ ECB

Product-wise Mar'19



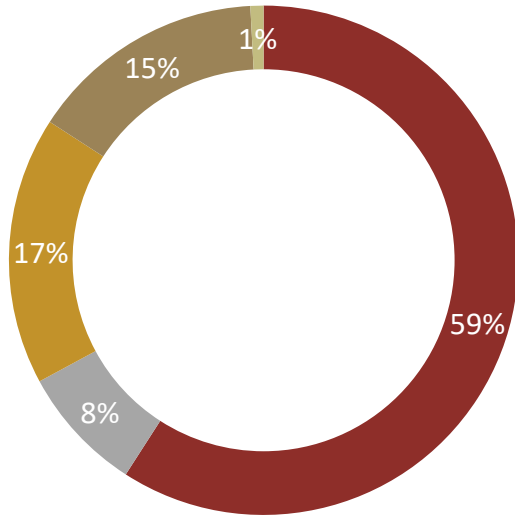
■ Term Loan ■ NCD ■ Buyout ■ Commercial paper ■ ECB

- No dependence on funding from commercial papers
- NCDs are primarily subscribed by overseas investors (FPIs)
- ~55% of borrowings are on fixed rates

# ... insulated from Capital Market Turbulence

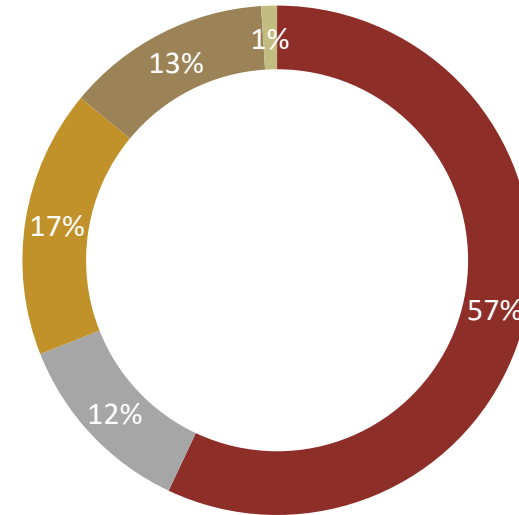


Lender-wise Sep'19



■ Banks ■ NBFC ■ Domestic Financial Institution ■ Overseas Fund ■ Domestic Fund

Lender-wise Mar'19



■ Banks ■ NBFC ■ Domestic Financial Institution ■ Overseas Fund ■ Domestic Fund

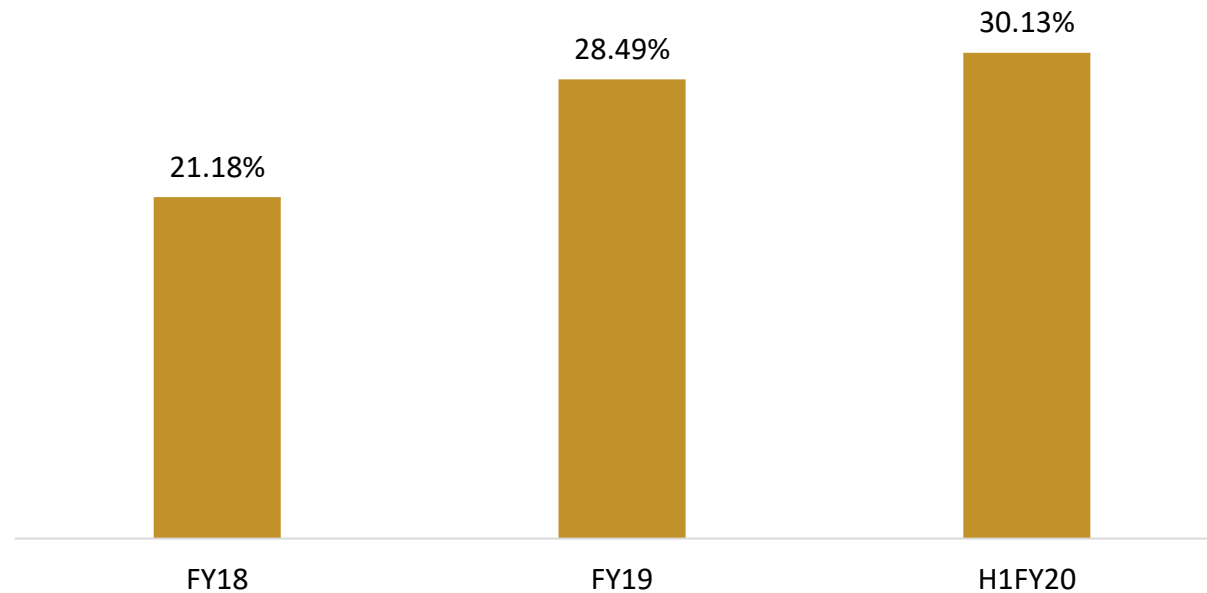
- No dependence on funding from commercial papers

# ... and further supported by Strong Capitalization



## Healthy CRAR to support Growth Opportunities

- Tie-up with bank for business correspondence agreement and renewed interest of banks for Direct Assignment are reducing the requirement of capital for growth
- Conversion of OCCRPS worth Rs. 45 crore by IndusInd Bank and warrants worth Rs. 60 crore by Promoter led to increase in capital

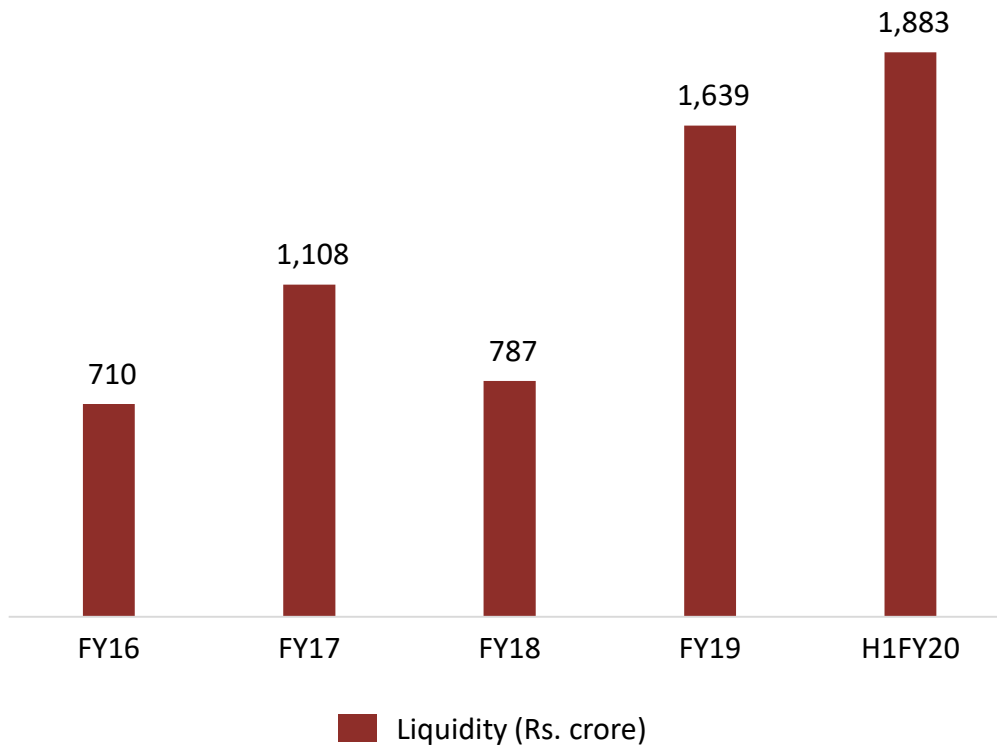


# ... besides Ample Liquidity

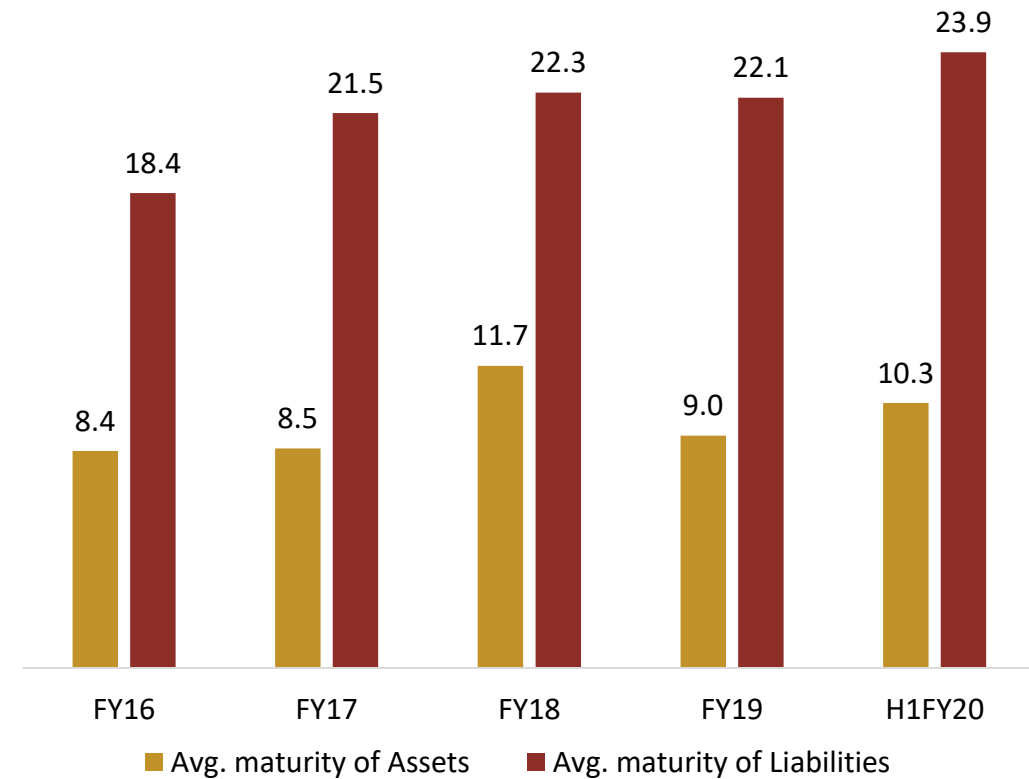


## Strong Liquidity Position to Sustain Growth

Amount raised in last 7 days of Sep'19: Rs.651 crore



## Benefit of positive ALM continues





# ... and a Structurally Positive ALM



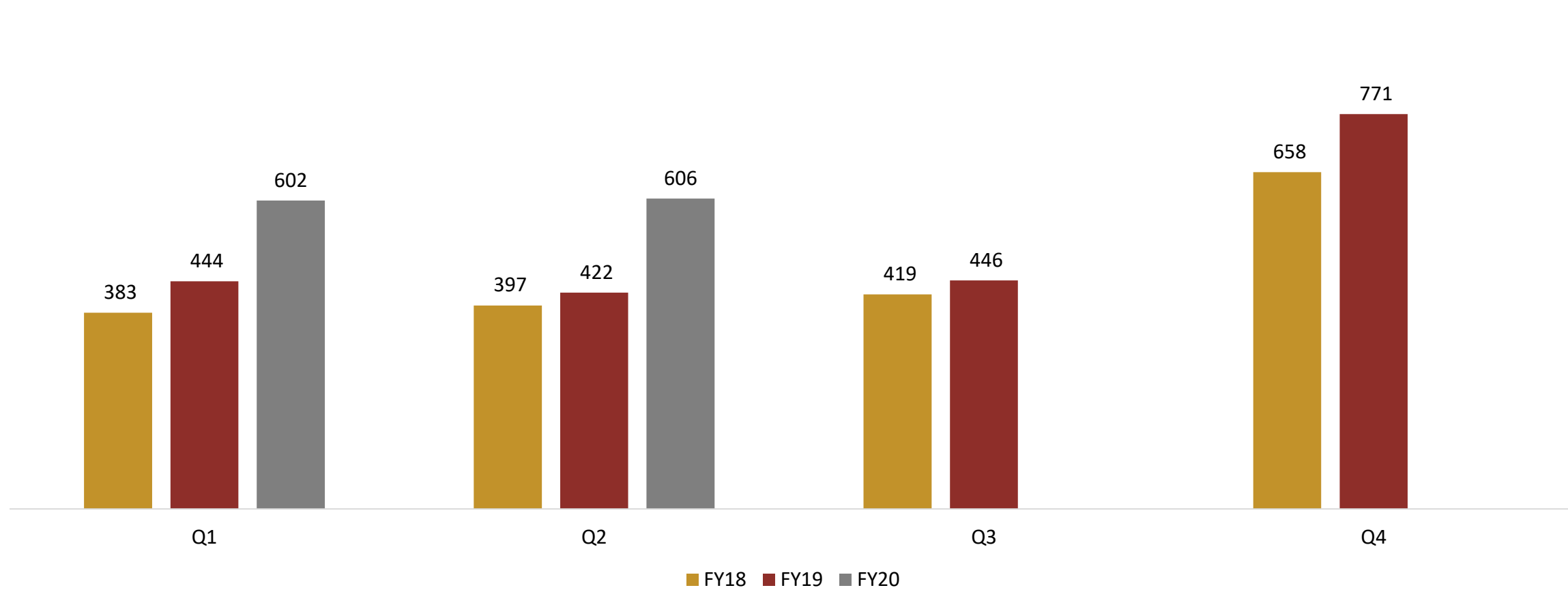
Static ALM as on 30 Sep'19 (Rs. Crore)	Oct-19	Nov-19	Dec-19	Jan-19	Feb-19	Mar-19	Total
<b>Inflows</b>							
Liquidity at the beginning of month*	1,883	2,059	2,234	2,314	2,235	2,352	1,883
Principal - Loan portfolio	313	287	290	291	239	245	1,664
Interest - Loan portfolio	74	62	60	56	44	45	341
<b>Total (A)</b>	<b>2,270</b>	<b>2,407</b>	<b>2,585</b>	<b>2,660</b>	<b>2,518</b>	<b>2,643</b>	<b>3,889</b>
<b>Outflows</b>							
Principal repayments	179	139	223	395	94	171	1,200
Interest repayments	32	33	48	31	72	36	253
<b>Total (B)</b>	<b>211</b>	<b>172</b>	<b>271</b>	<b>426</b>	<b>166</b>	<b>207</b>	<b>1,453</b>
Cumulative Mismatch (A-B)	2,059	2,234	2,314	2,235	2,352	2,435	2,435

\*Excluding margin money deposits Rs. 250 Crores lien with lenders and undrawn sanction in hand Rs.1,131 crores

# ... resulting in Growth while Focusing on Quality



Average monthly disbursement in (Rs. crore)

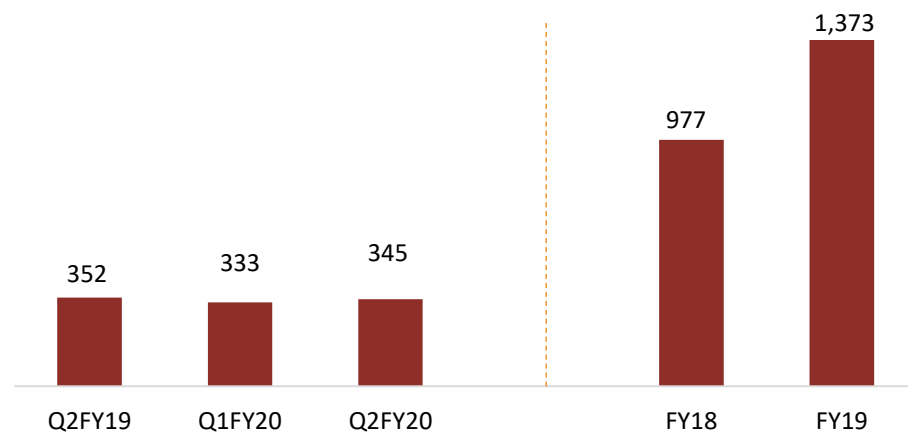


Data on standalone basis

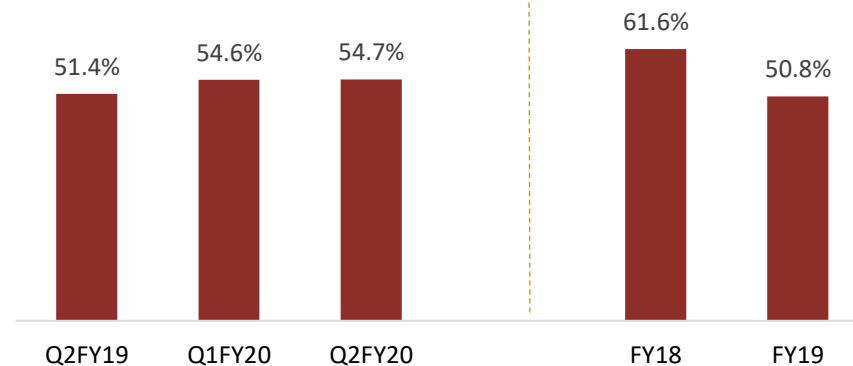
# Key Standalone Financials



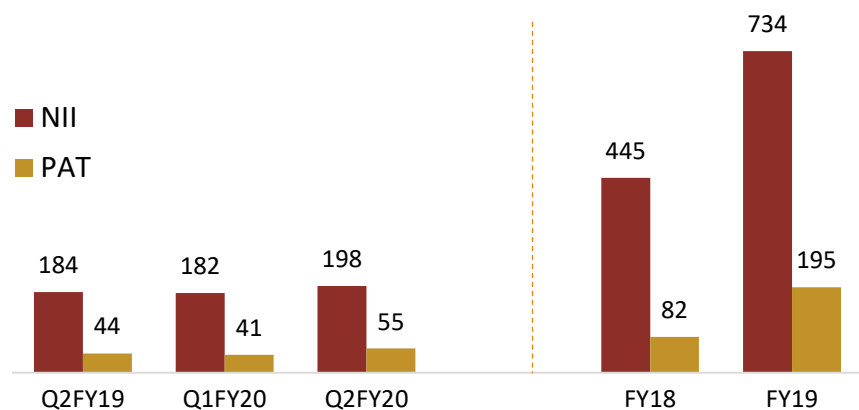
## Gross Income (Rs. crore)



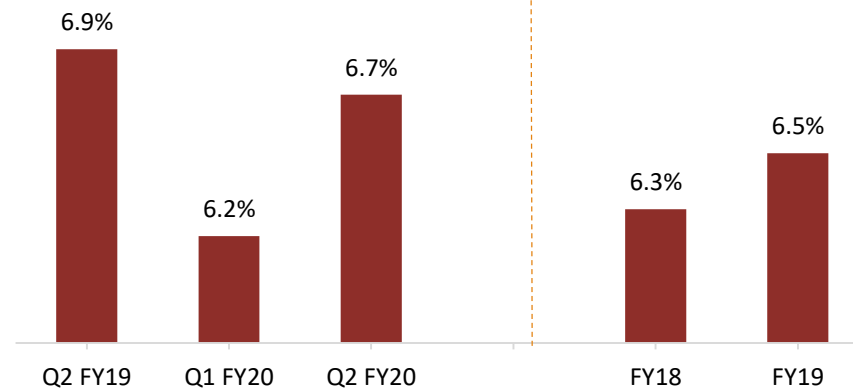
## Cost to Income Ratio (%)



## NII and PAT (Rs. crore)



## Opex to GLP\* (%)

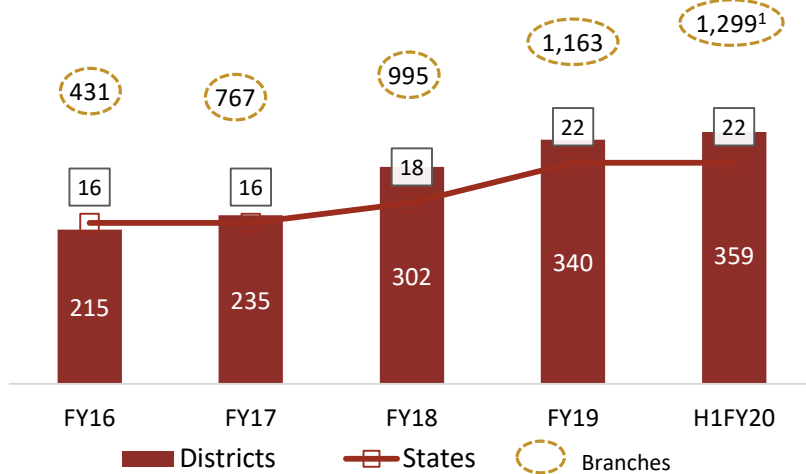


\*Opex to GLP is increased on account of additional branch expansion and expenses towards CSS, technology etc.

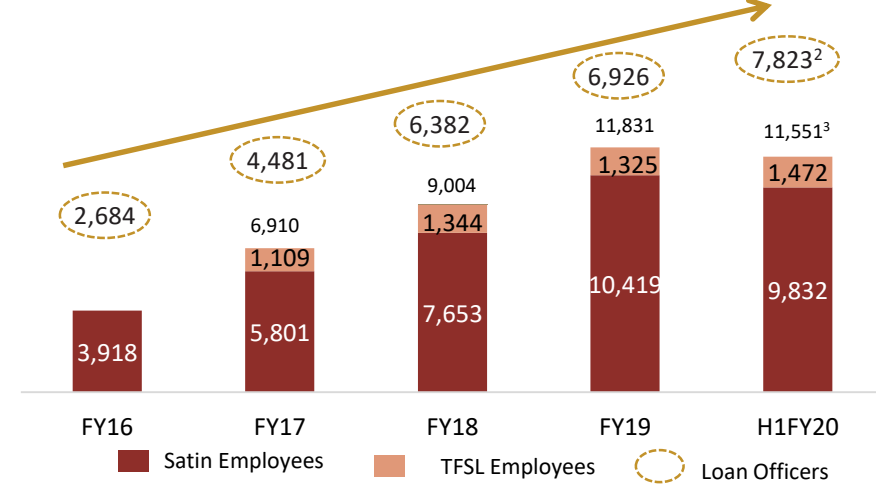
# Key Operation Metrics – (1/2)



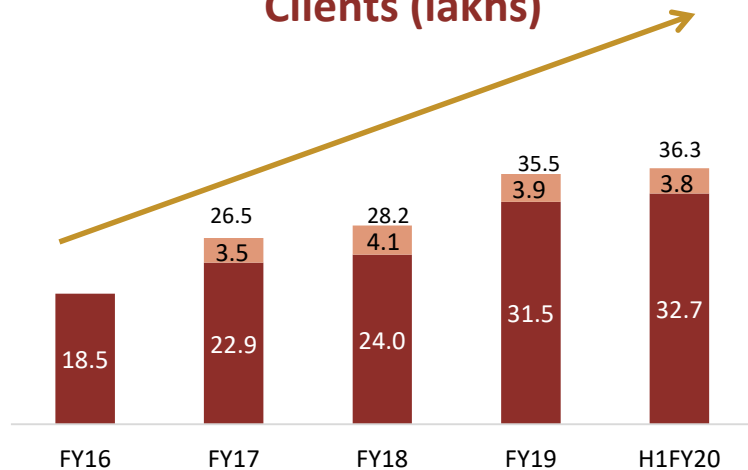
## Districts, States and Branches



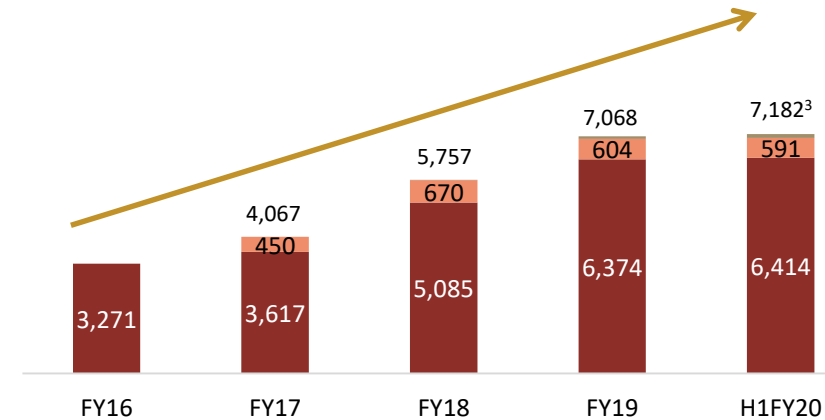
## Employees & Loan Officers



## Clients (lakhs)



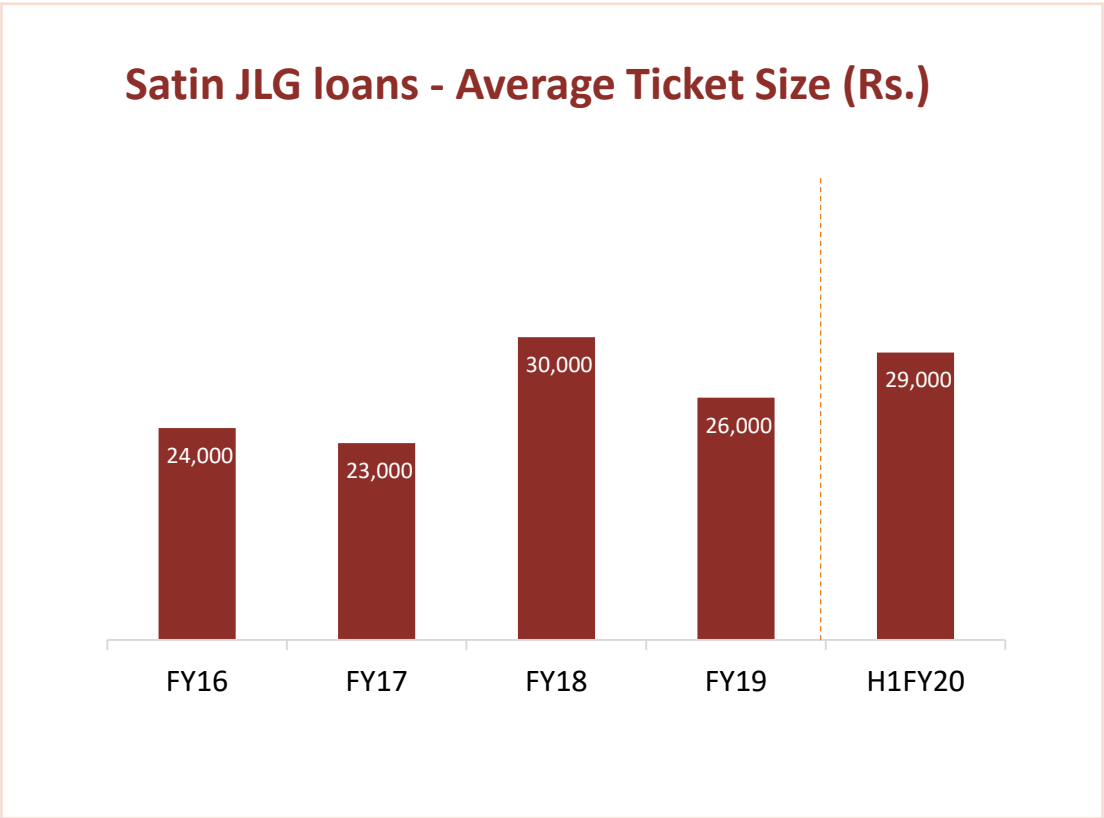
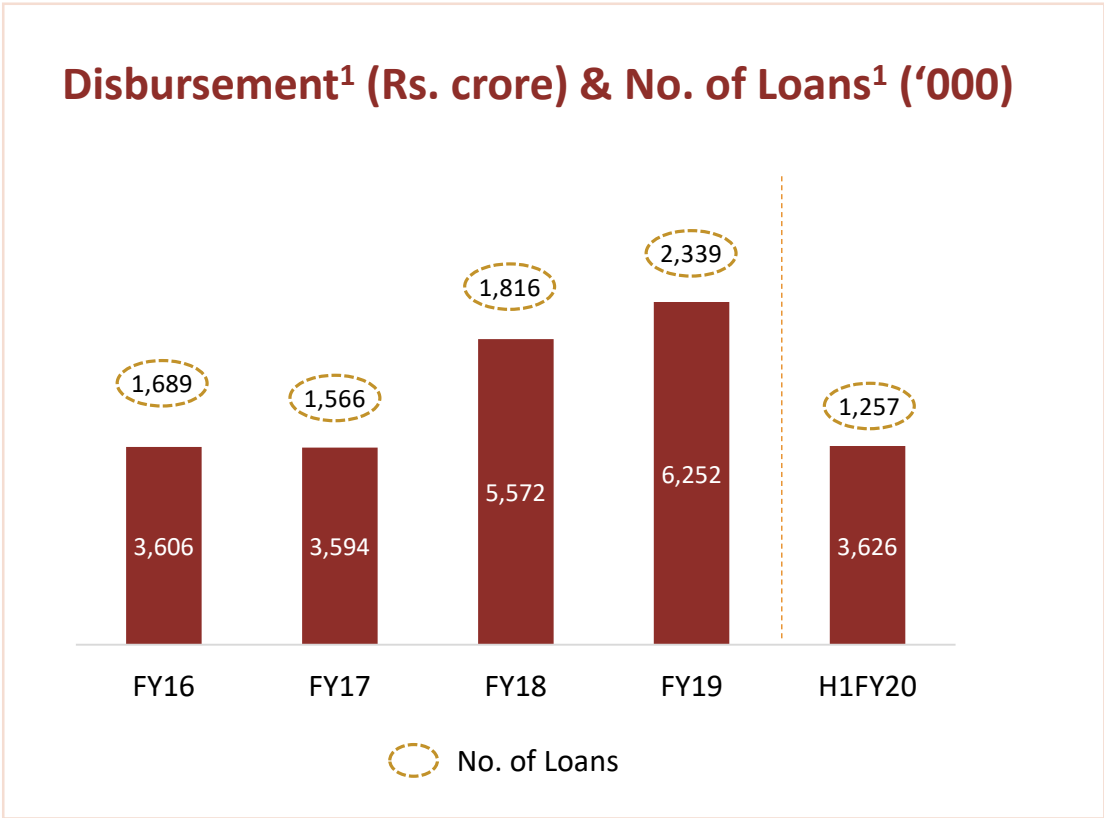
## Gross Loan Portfolio (Rs. crore)



Note: (1) Data on Consolidated basis - On a standalone basis, the number of branches were 1,073 ; (2) Data on a consolidated basis - On a standalone basis the number of loan officers were 6,626 ; (3) Consolidated figures includes Satin Housing Finance Limited and Satin Finserv Ltd.



## Steady Growth seen in Disbursement



1. Data on Standalone basis

# Re-engineering Future with expanding scope through subsidiaries



## Core operations

- Continued Focus on Portfolio Quality
- Differentiated processes and controls to be better equipped to handle any exigency
- Aim to achieve per state exposure to <20% by 2020, and per district exposure to <1% of AUM
- Further strengthen Pan India presence through existing branches and by establishing new branches
- Diversify revenue sources by increasing share of cross-sell income
- Credit scores for individuals and groups
- Cashless collections to reach >50% of total collections by Mar'20
- Psychometric analysis to be instrumental in achieving better portfolio quality
- Digital lending app to provide competitive edge in future growth
- Portfolio diversification through subsidiaries to capitalize on distribution outreach

## Allied Businesses through wholly owned subsidiaries

### MSME

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

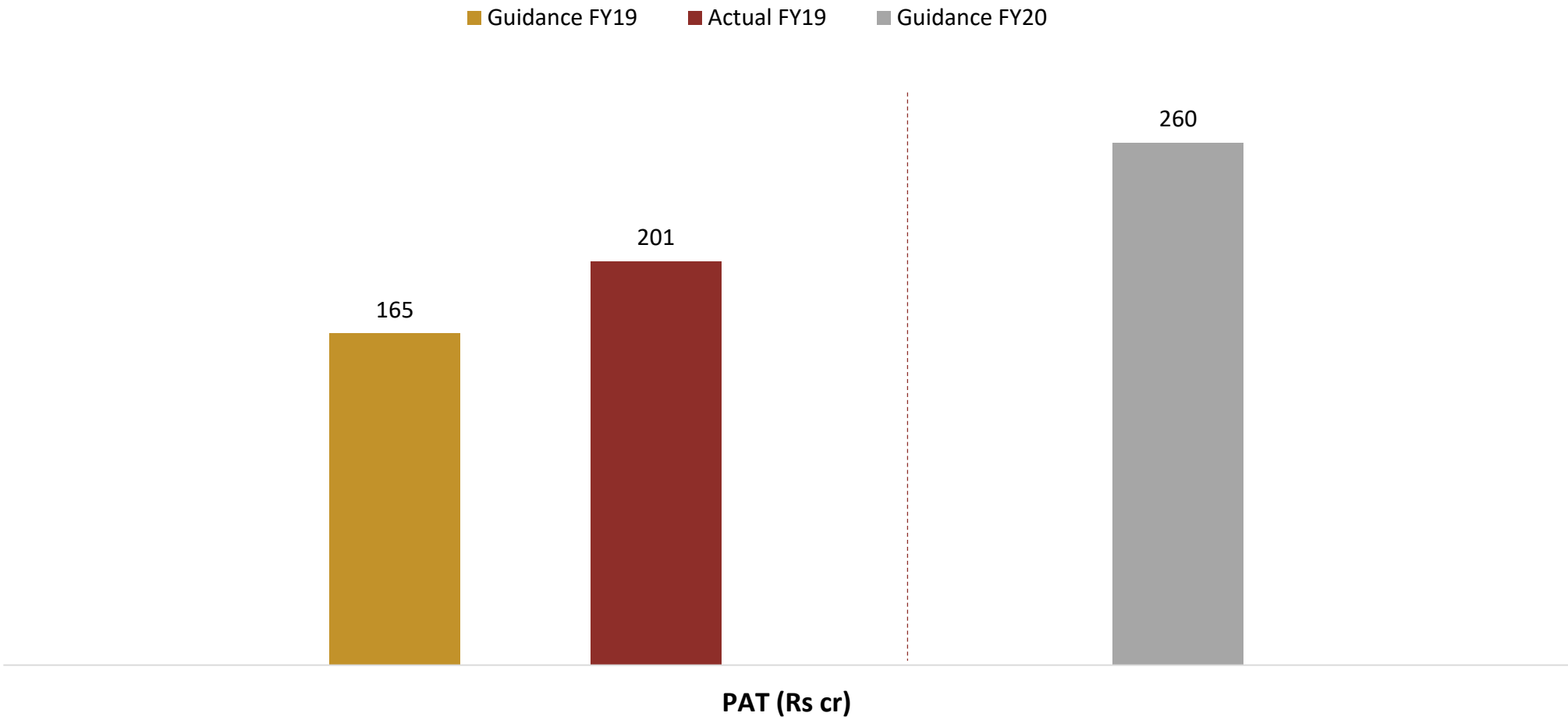
### Housing Finance

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

### Business Correspondent

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

# Our Guidance



Data on consolidated basis

# Annexure – Business Details – Consolidated



Particulars	Q2 FY20	Q2 FY19	YoY%	Q1FY20	QoQ%
<b>AUM (Rs. crore)</b>	<b>7,182</b>	<b>6,191</b>	<b>16.0%</b>	<b>7,139</b>	<b>0.6%</b>
On-Book AUM*	4,140	5,128	-19.3%	4,344	-4.7%
Securitization	113	564	-79.9%	246	-54.1%
Assignment	1,662	218	663.4%	1,475	12.6%
Business Correspondence	612	215	184.5%	648	-5.6%
TFSL - Business Correspondence	591	604	-2.1%	542	8.9%
SHFL - Housing Finance	116	27	336.7%	101	14.9%
SFL	62	-	-	30	110.7%
<b>AUM Mix (Rs. crore)</b>	<b>7,182</b>	<b>6,191</b>	<b>16.0%</b>	<b>7,139</b>	<b>0.6%</b>
MFI Lending	5,504	5,239	5.1%	5,523	-0.4%
Product Financing	16	2	667.3%	9	80.6%
MSME	282	105	168.3%	287	-1.6%
Business Correspondence - IndusInd Bank	612	215	184.5%	648	-5.6%
TFSL - Business Correspondence	591	604	-2.1%	542	8.9%
SHFL - Housing Finance	116	27	336.7%	101	14.9%
SFL	62	-	-	30	110.7%
<b>No. of Branches</b>	<b>1,299</b>	<b>1,066</b>	<b>21.9%</b>	<b>1,228</b>	<b>5.8%</b>
SCNL	1,073	885	21.2%	1,024	4.8%
TFSL	203	179	13.4%	186	9.1%
SHFL	9	2	350.0%	6	50.0%
SFL	14	-	-	12	16.7%

\*includes securitization, differences due to rounding off



# Annexure – Business Details – Consolidated



Particulars	Q2 FY20	Q2 FY19	YoY%	Q1FY20	QoQ%
<b>No. of Employees</b>	<b>11,551</b>	<b>10,972</b>	<b>5.3%</b>	<b>11,085</b>	<b>4.2%</b>
SCNL	9,832	9,579	2.6%	9,555	2.9%
TFSL	1,472	1,352	8.9%	1,342	9.7%
SHFL	130	41	217.1%	106	22.6%
SFL	117	-	-	82	42.7%
<b>No. of Loan Officers</b>	<b>7,823</b>	<b>6,554</b>	<b>19.4%</b>	<b>7,023</b>	<b>11.4%</b>
SCNL	6,626	5,619	17.9%	5,992	10.6%
TFSL	1,055	921	14.5%	935	12.8%
SHFL	69	14	392.9%	54	-37.0%
SFL	73	-	-	42	-
<b>No. of Active Clients</b>	<b>3,628,465</b>	<b>3,231,801</b>	<b>12.3%</b>	<b>3,604,373</b>	<b>0.7%</b>
SCNL	3,271,225	2,815,468	16.2%	3,226,519	1.4%
TFSL	355,731	416,125	-14.5%	376,746	-5.6%
SHFL	976	208	369.2%	829	17.7%
SFL	533	-	-	279	91.0%
<b>Average Ticket Size</b>					
<b>MFI Lending (SCNL)</b>	<b>30,000</b>	<b>27,000</b>	<b>11.1%</b>	<b>28,000</b>	<b>3.4%</b>
Product Financing (SCNL)	4,674	5,992	-22.0%	3,722	25.6%
MSME (SCNL)	3,560,000	1,100,000	223.6%	4,950,000	-28.1%
TFSL	31,000	26,700	16.1%	28,600	8.4%
SHFL	1,341,000	1,493,000	-10.2%	1,386,000	-3.2%
SFL	1,168,000	-	-	623,000	87.5%

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



Particulars (Rs. crore)	Q2FY20	Q2 FY19	Q1FY20	YoY%	QoQ %
<b>Revenue</b>					
Interest and Fee Income	238	302	249	-21.3%	-4.4%
DA Income	57	18	39	215.8%	45.5%
Treasury Income	33	23	30	43.5%	9.9%
BC Fees	30	18	31	66.7%	-2.0%
Other Operating Income	9	9	4	-5.2%	97.9%
<b>Total Revenue</b>	<b>366</b>	<b>370</b>	<b>353</b>	<b>-1.1%</b>	<b>3.8%</b>
<b>Expenses</b>					
Finance Cost	150	168	153	-11.0%	-1.8%
Employee Benefit Expenses	89	71	86	25.7%	3.8%
Credit Cost & FLDG for BC	16	22	20	-29.0%	-20.8%
Other Expenses	32	34	27	-6.5%	20.2%
Depreciation and amortization expense	4	3	4	50.7%	10.5%
<b>Total Expenses</b>	<b>291</b>	<b>298</b>	<b>289</b>	<b>-2.4%</b>	<b>0.8%</b>
<b>Profit Before Tax</b>	<b>75</b>	<b>72</b>	<b>64</b>	<b>4.6%</b>	<b>17.2%</b>
Tax expense	21	26	23	-18.8%	-10.3%
<b>Profit after Tax</b>	<b>54</b>	<b>46</b>	<b>41</b>	<b>17.8%</b>	<b>32.9%</b>
Other comprehensive income net of taxes	4	-	8	-	-58.0%
<b>Total Comprehensive Income</b>	<b>58</b>	<b>46</b>	<b>49</b>	<b>26.3%</b>	<b>17.4%</b>

# Annexure – P&L Statement – Consolidated (Half yearly)



Particulars (Rs. crore)	H1FY20	H1FY19	YoY%
<b>Revenue</b>			
Interest and Fee Income	487	594	-17.9%
DA Income	96	18	432.9%
Treasury Income	63	40	58.0%
BC Income	62	36	71.6%
Other Operating Income	13	11	15.0%
<b>Total Revenue</b>	<b>720</b>	<b>698</b>	<b>3.1%</b>
<b>Expenses</b>			
Finance Cost	302	322	-6.2%
Employee Benefit Expenses	176	141	24.5%
Credit Cost & FLDG for BC	35	58	-39.8%
Other Expenses	59	57	2.1%
Depreciation and amortization expense	8	6	48.6%
<b>Total Expenses</b>	<b>580</b>	<b>585</b>	<b>-0.8%</b>
<b>Profit Before Tax</b>	<b>140</b>	<b>113</b>	<b>23.2%</b>
Tax expense	45	40	12.1%
<b>Profit After Tax</b>	<b>95</b>	<b>74</b>	<b>29.3%</b>
Other comprehensive income net of taxes	12	-	-
<b>Total Comprehensive Income</b>	<b>107</b>	<b>73</b>	<b>46.1%</b>

# Annexure - Operational Details – Standalone (Quarterly)



Particulars	Q2FY20	Q2FY19	Q1FY20	YoY%	QoQ %
<b>Gross AUM (Rs. crore)</b>	<b>6,414</b>	<b>5,561</b>	<b>6,467</b>	<b>15.4%</b>	<b>-0.8%</b>
No. of districts	359	318	350	12.9%	2.6%
No. of branches	1,073	885	1,024	21.2%	4.8%
No. of States of operation	22	20	22	10.0%	0.0%
No. of Employees	9,832	9,579	9,555	2.6%	2.9%
No. of Loan Officers	6,626	5,619	5,992	17.9%	10.6%
No. of Loan accounts	3,890,453	2,822,429	3,781,085	37.8%	2.9%
Disbursement during the period (Rs. crore)	1,819	1,267	1,806	43.6%	0.7%
No. of loans disbursed during the period	624,223	473,211	632,825	31.9%	-1.4%

Particulars	Q2FY20	Q2FY19	Q1FY20	YoY%	QoQ %
<b>MFI Lending (excl. Prod. Financing &amp; MSME)</b>					
Gross AUM (Rs. crore)	6,115	5,454	6,171	12.1%	-0.9%
No. of branches	1,067	879	1,018	21.4%	4.8%
No. of Employees	9,797	9501	9,502	3.1%	3.1%
No. of Loan Accounts	3,837,236	2,815,468	3,745,964	36.3%	2.4%
Disbursement during the period (Rs. crore)	1,785	1,240	1,759	43.9%	1.9%
No. of loans disbursed during the period	591,996	469,916	632,730	26.0%	-3.3%

# Annexure - Operational Details – Standalone (Quarterly)



Particulars	Q2FY20	Q2FY19	Q1FY20	YoY%	QoQ %
Productivity Metrics for MFI lending					
Gross AUM/ Branch (Rs. crore)	5.7	6.2	6.3	-7.6%	-5.5%
Gross AUM/ Loan Officer (Rs. crore)	0.9	1.0	1.0	-4.9%	-10.4%
Disbursement/ Branch (Rs. crore)	1.7	1.4	1.7	18.5%	-2.8%
Disbursement/ Loan Officer (Rs. crore)	0.3	0.2	0.3	22.0%	-7.8%
No. of Clients/ Branch	3,016	3,102	3,135	-2.8%	-3.8%
No. of Clients/ Loan Officer	486	485	533	0.2%	-8.8%
Average Ticket Size (Rs.)	30,000	27,000	28,000	11.1%	3.4%
Product Financing					
Gross AUM (Rs. crore)	16	2.1	8.9	667.3%	80.6%
No. of Loans Accounts	51,486	5,747	33,363	795.9%	54.3%
Disbursement during the period (Rs. crore)	15	1.8	7.7	717.3%	94.4%
No. of loans disbursed during the period	32,173	3,071	20,784	947.6%	54.8%
Ticket Size for the period (Rs.)	4,674	5,992	3,722	-22.0%	25.6%
MSME <sup>(1)</sup>					
Gross AUM (Rs. crore)	282	105	287	168.3%	-1.6%
No. of branches	34	30	34	13.3%	0.0%
No. of employees	35	78	53	-55.1%	-34.0%
No. of Loans Accounts	1,731	1,214	1,758	42.6%	-1.5%
Disbursement during the period (Rs. crore)	19	25	47	-22.2%	-59.1%
No. of loans disbursed during the period	54	224	95	-75.9%	-43.2%
Average Ticket size	3,560,000	1,100,000	4,950,000	223.6%	-28.1%

1. Includes Loan Dost portfolio

# Annexure - Financial Performance – Standalone



Particulars (Rs crore)	H1FY20	Q2FY20	Q2 FY19	Q1FY20	FY19
Gross yield <sup>(1)</sup>	21.21%	21.44%	25.71%	20.74%	23.97%
Financial Cost Ratio <sup>(2)</sup>	9.30%	9.12%	12.27%	9.38%	11.15%
Net Interest Margin <sup>(3)</sup>	11.91%	12.32%	13.44%	11.36%	12.81%
Operating Expense ratio <sup>(4)</sup>	6.50%	6.73%	6.90%	6.20%	6.51%
Loan Loss Ratio <sup>(5)</sup>	0.99%	0.85%	1.50%	1.12%	0.96%
RoA <sup>(6)</sup>	2.88%	3.26%	2.63%	2.46%	3.01%
RoE <sup>(8)</sup>	15.31%	16.46%	18.00%	13.50%	19.08%
Leverage (Total Debt <sup>(7)</sup> / Total Net Worth)	3.60	3.60	5.40	3.91	4.55
Cost to Income Ratio	54.61%	54.66%	51.37%	54.56%	50.83%

Asset Quality	H1FY20	Q2FY20	Q2 FY19	Q1FY20	FY19
GNPA %	3.1	3.1	4.1	2.8	2.9
ECL as % of AUM	1.7	1.7	3.2	1.6	1.6

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 (Quarterly)



Particulars (Rs crore)	Q2 FY20	Q2 FY19	Q1 FY20	YoY%	QoQ %
<b>Revenue</b>					
Interest and Fee Income	233	303	245	-23.2%	-5.2%
DA Income	57	18	39	215.8%	45.5%
Treasury Income	31	22	28	43.1%	11.2%
BC Income	17	3	16	466.5%	1.2%
Other Operating Income	8	6	4	22.1%	96.9%
<b>Total Revenue</b>	<b>345</b>	<b>352</b>	<b>333</b>	<b>-2.0%</b>	<b>3.7%</b>
<b>Expenses</b>					
Finance Cost	147	168	151	-12.6%	-2.5%
Employee Benefit Expenses	76	62	73	23.5%	4.4%
Credit Cost & FLDG for BC	14	21	18	-33.4%	-23.5%
Other Expenses	28	30	23	-6.2%	23.3%
Depreciation and amortization expense	4	3	3	48.0%	9.5%
<b>Total Expenses</b>	<b>269</b>	<b>283</b>	<b>268</b>	<b>-5.0%</b>	<b>0.4%</b>
<b>Profit Before Tax</b>	<b>76</b>	<b>69</b>	<b>65</b>	<b>10.5%</b>	<b>17.3%</b>
Tax expense	21	25	24	-12.6%	-8.9%
<b>Profit After Tax</b>	<b>55</b>	<b>44</b>	<b>41</b>	<b>23.3%</b>	<b>32.2%</b>
Other comprehensive income net of taxes	4	-	8	-	-112.4%
<b>Total Comprehensive Income</b>	<b>58</b>	<b>44</b>	<b>50</b>	<b>32.3%</b>	<b>7.8%</b>

# Annexure - P&L Statement– Standalone (Half yearly)



Particulars (Rs crore)	H1FY20	H1FY19	YoY%
<b>Revenue</b>			
Interest and Fee Income	478	594	-19.6%
DA Income	96	18	432.9%
Treasury Income	60	38	56.7%
BC Fees	33	3	878.0%
Other Operating Income	12	8	46.7%
<b>Total Revenue</b>	<b>678</b>	<b>662</b>	<b>2.5%</b>
<b>Expenses</b>			
Finance Cost	297	321	-7.5%
Employee Benefit Expenses	149	121	22.9%
Credit Cost & FLDG for BC	32	56	-44.0%
Other Expenses	52	51	1.8%
Depreciation and amortization expense	7	5	46.5%
<b>Total Expenses</b>	<b>537</b>	<b>555</b>	<b>-3.2%</b>
<b>Profit Before Tax</b>	<b>141</b>	<b>107</b>	<b>32.0%</b>
Tax expense	45	37	20.3%
<b>Profit After Tax</b>	<b>96</b>	<b>69</b>	<b>38.4%</b>
Other comprehensive income net of taxes	12	-	-
<b>Total Comprehensive Income</b>	<b>108</b>	<b>69</b>	<b>56.7%</b>



# Annexure - Operational Details – TFSL



Particulars	Q2 FY20	Q2 FY19	YoY%	Q1 FY20	QoQ%
<b>Gross AUM (Rs. crore)</b>	<b>591</b>	<b>604</b>	<b>-2.1%</b>	<b>542</b>	<b>8.9%</b>
Disbursement during the period (Rs. crore)	209	170	23.3%	108	93.9%
No. of loans disbursed during the period	64,444	62,878	2.5%	37,658	71.1%
No. of Active Customers	355,731	416,125	-14.5%	376,746	-5.6%
No. of Employees	1,472	1,352	8.9%	1,342	9.7%
No. of Loan Officers	1,055	921	14.5%	935	12.8%
No. of States of operation	8	8	0.0%	8	0.0%
No. of districts	97	91	6.6%	93	4.3%
No. of branches	203	179	13.4%	186	9.1%
No. of Regional Offices (RO)	9	8	12.5%	9	0.0%

<b>Productivity Metrics</b>					
Gross AUM/ Branch (Rs. crore)	2.9	3.4	-13.7%	2.9	-0.2%
Gross AUM/ Loan Officer (Rs. crore)	0.6	0.7	-14.6%	0.6	-3.5%
Disbursement/ Branch (Rs. crore)	1.0	0.9	8.8%	0.6	77.6%
Disbursement/ Employee (Rs. crore)	0.1	0.1	13.3%	0.1	76.8%
No. of Clients/ Branch	1,752	2,325	-24.6%	2,026	-13.5%
No. of Clients/ Loan Officer	337	452	-25.4%	403	-16.3%
Average Ticket size (Rs.)	31,000	26,700	16.1%	28,600	8.4%

# Annexure - P&L Statement – TFSL



Particulars (Rs crore)	Q2 FY20	Q1 FY19	Q1 FY20	YoY%	QoQ %
<b>Revenue</b>					
<b>Total Revenue</b>	<b>14.3</b>	<b>17.2</b>	<b>16.2</b>	<b>-16.9%</b>	<b>-11.7%</b>
<b>Expenses</b>					
Finance Cost	1.0	0.4	0.5	129.0%	106.0%
Employee Benefit Expenses	9.3	8.3	9.9	11.6%	-6.7%
Credit Cost	1.1	1.5	2.0	-24.1%	-44.1%
Other Expenses	2.1	3.1	2.1	-32.1%	-1.9%
Depreciation and amortization expense	0.4	0.3	0.4	39.4%	12.8%
<b>Total Expenses</b>	<b>13.9</b>	<b>13.6</b>	<b>15.0</b>	<b>2.4%</b>	<b>-6.8%</b>
<b>Profit Before Tax</b>	<b>0.3</b>	<b>3.6</b>	<b>1.2</b>	<b>-90.5%</b>	<b>-72.1%</b>
Tax expense	-0.2	1.4	0.4	-113.6%	-147.5%
<b>Profit After Tax</b>	<b>0.5</b>	<b>2.2</b>	<b>0.8</b>	<b>-75.5%</b>	<b>-35.4%</b>
Other comprehensive income net of taxes	-	0.1	-	-	-
<b>Total Comprehensive Income</b>	<b>0.5</b>	<b>2.2</b>	<b>0.8</b>	<b>-75.6%</b>	<b>-33.6%</b>

# Annexure - Operational Details – SHFL



Particulars	Q2 FY20	Q2 FY19	YoY%	Q1 FY20	QoQ%
Gross AUM (Rs. crore)	116	27	336.7%	101	14.9%
Average Ticket Size (Rs)	1,341,000	1,493,000	-10.2%	1,386,000	-3.2%
Disbursement (Rs. crore)	18	15	19.5%	24	-25.4%
CRAR (%)	128.95	185.84	-30.6%	126.60	1.9%
No. of Branches	9	2	350.0%	6	50.0%
No. of States	4	3	33.3%	4	0.0%
No. of Total Staff	130	41	217.1%	106	22.6%
No. of Loan Officers	69	14	392.9%	54	27.8%

# Annexure - Financial Details– SHFL



Particulars (Rs crore)	Q2 FY20	Q2 FY19	Q1 FY20	YoY%	QoQ %
Revenue					
Interest and Fee Income	3.9	0.7	3.2	450.7%	20.3%
Treasury Income	0.5	0.3	0.3	96.8%	60.3%
Other income	0.2	0.3	0.2	-33.6%	29.8%
<b>Total Revenue</b>	<b>4.6</b>	<b>1.3</b>	<b>3.7</b>	<b>263.9%</b>	<b>24.1%</b>
Expenses					
Finance cost	1.7	-	1.4	-	-
Employee benefit expenses	2.3	1.1	2.1	108.2%	6.6%
Credit Cost	0.1	0.1	0.1	7.3%	-30.3%
Other expenses	0.8	0.3	0.8	130.8%	1.9%
Depreciation and amortization expenses	0.1	-	0.1	604.9%	36.9%
<b>Total Expenses</b>	<b>4.9</b>	<b>1.5</b>	<b>4.5</b>	<b>223.9%</b>	<b>9.2%</b>
<b>Profit Before Tax</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>(0.8)</b>	<b>25.9%</b>	<b>-59.8%</b>
Tax expense	(0.1)	(0.1)	(0.2)	97.2%	-33.3%
<b>Profit After Tax</b>	<b>(0.2)</b>	<b>(0.2)</b>	<b>(0.6)</b>	<b>-1.5%</b>	<b>-69.2%</b>
Other comprehensive income	-	-	-	-	-
<b>Total Comprehensive Income</b>	<b>(0.2)</b>	<b>(0.2)</b>	<b>(0.6)</b>	<b>-3.2%</b>	<b>-68.2%</b>

# Annexure - Financial & Operational Details – SFL



Particulars	Q2 FY20
Gross AUM (Rs. crore)	62
Average Ticket Size (Rs)	1,168,000
Disbursement (Rs. crore)	36.0
No. of Loan Disbursed	283
No. of Branches	14
No. of States	7
No. of Total Staff	117

Particulars (Rs crore)	Q2 FY20
Revenue	
Interest and Fee Income	2.28
Treasury Income	0.09
Other income	0.02
<b>Total Revenue</b>	<b>2.39</b>
Expenses	
Finance cost	0.34
Employee benefit expenses	1.74
Credit Cost	0.13
Other expenses	1.01
Depreciation and amortization expenses	0.01
Total Expenses	<b>3.24</b>
<b>Profit Before Tax</b>	<b>(0.85)</b>
Tax expense (DTA)	(0.15)
<b>Profit After Tax</b>	<b>(0.69)</b>
Other comprehensive income	-
<b>Total Comprehensive Income</b>	<b>(0.69)</b>

# Industry Performance



**12,145** (+33% Y-o-Y)

Branch Network

**94,325** (+34% Y-o-Y)

Employee Base

**2.73 crore** (+34% Y-o-Y)

Total Clients

**3.20 crore** (+39% Y-o-Y)

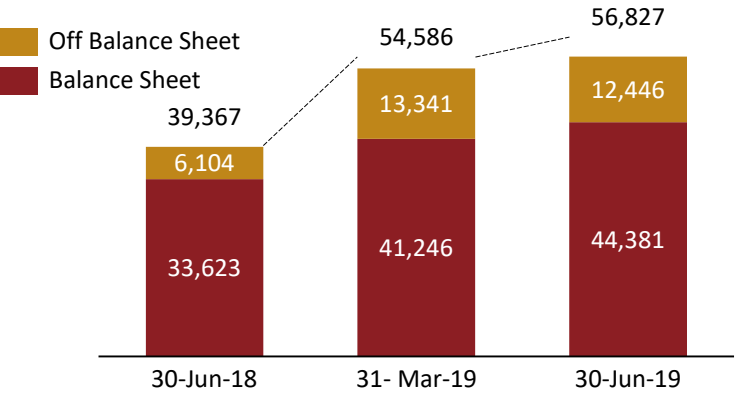
Total Loan Accounts

Rs. **26,596** (+9% Y-o-Y)

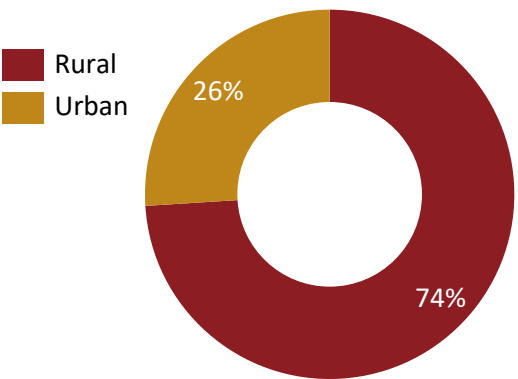
Average Ticket Size

Rs. **56,827 crore** (+44% Y-o-Y)

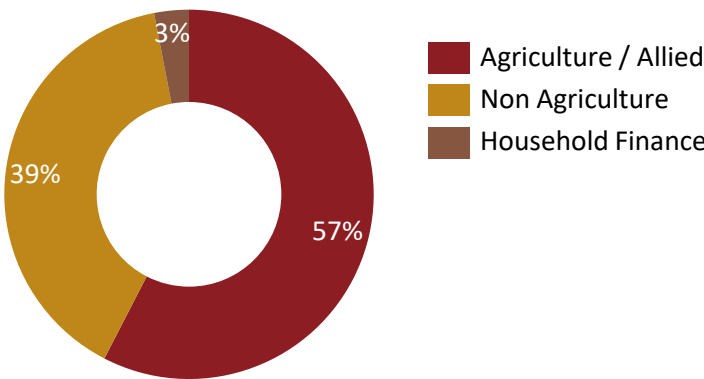
Assets Under Management (AUM)



Loan Portfolio (Rs. crore)



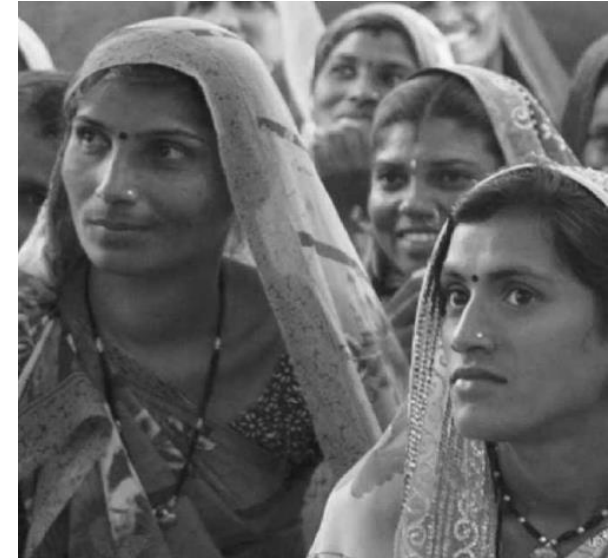
Breakup of GLP geography  
(30<sup>th</sup> Jun 2019)



Breakup of GLP purpose  
(30<sup>th</sup> Jun 2019)

Source: MFIN Micrometer June 2019, Data is for Microfinance companies

# Industry Growth Drivers



Government focus  
on digitisation



Massive growth  
potential of MSME  
and BC sectors



Healthy growth in  
affordable housing  
finance segment



Increased  
penetration of  
technology in  
rural areas



Large unmet  
demand in the  
industry

A large, stylized graphic of the SATIN logo, consisting of a thick, gold-colored chevron shape. Inside the upper right portion of this chevron is a smaller, red chevron filled with a dense pattern of yellow icons representing various aspects of social and financial inclusion, such as people, houses, hearts, solar panels, bicycles, and financial symbols like the rupee and a star.

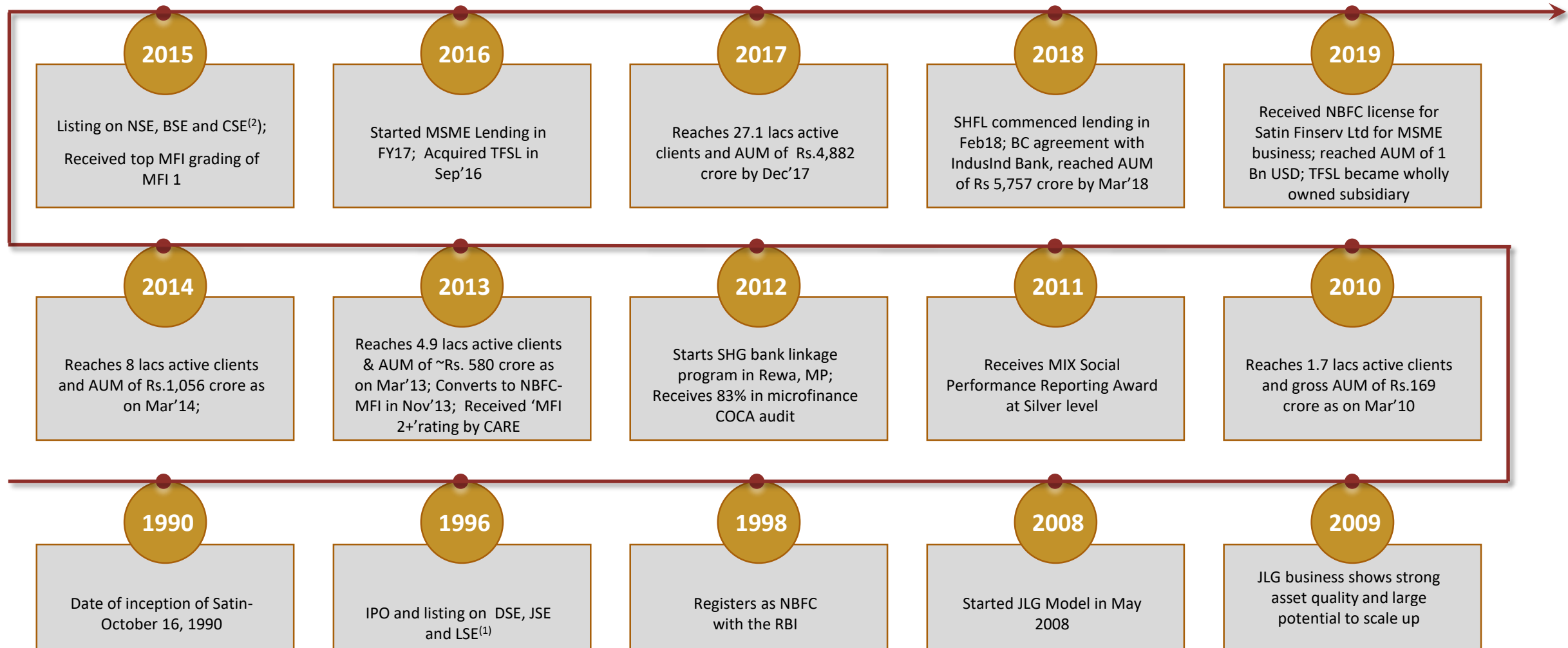
# COMPANY BACKGROUND



# Key milestones: Crossed the USD 1 billion AUM mark



## Business Timeline

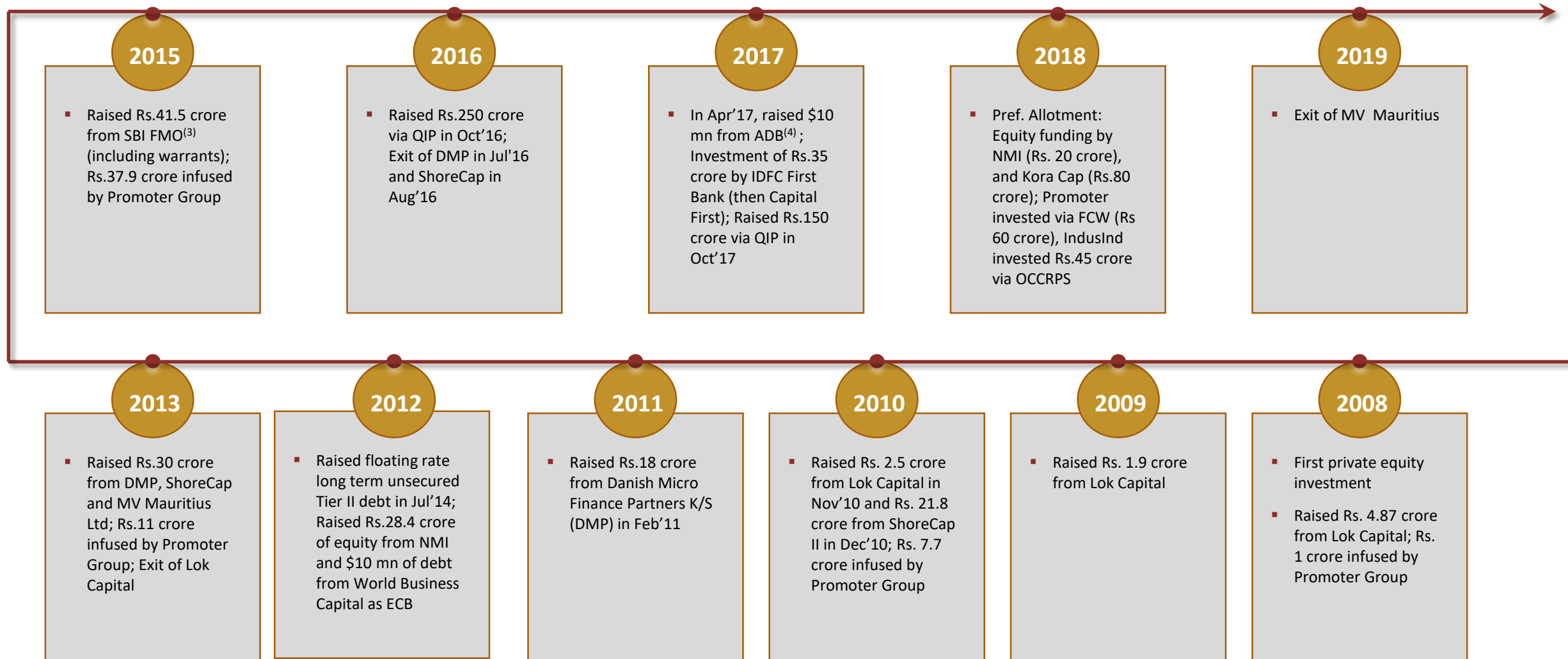


**Note:** 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE- Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

# Key milestones: Crossed the USD 1 billion AUM mark



## Fund Raising Timeline



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

# Management Team (1/2)



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

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



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

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



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

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



**Mr. Sanjeev Vij**  
**Chief Operating Officer**

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

# Management Team (2/2)



**Mr. Sanjay Mahajan**  
Chief Information Officer

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



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

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



**Mr. Partho Sengupta**  
Chief Process Officer, Satin  
WTD & CEO, Taraashna Financial Services

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



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

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



**Mr. Sumit Mukherjee**  
WTD & CEO  
Satin Finserv Limited

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

# Differentiated Investment Choice...



## Investor confidence

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



## Promoter Commitment

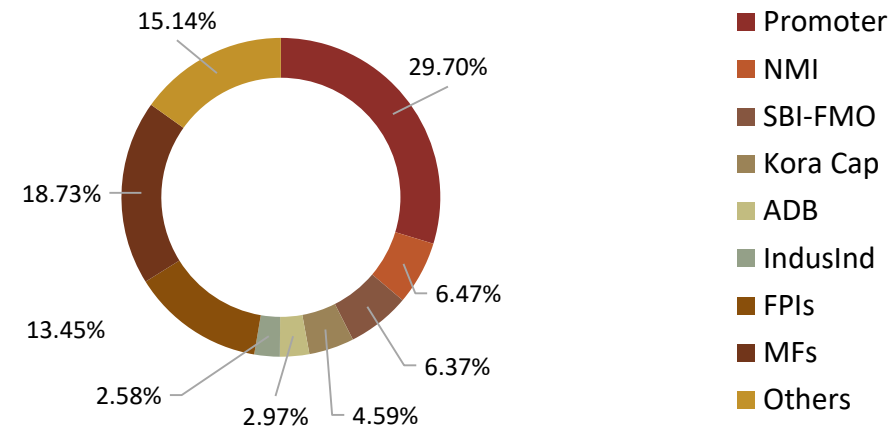
- Promoter stake quite high among MFIs, having invested at regular intervals at par with incoming PE
- Adequate board representation – 3 Nominee Directors representing the Investors

## Key Market Statistics

Particulars	Value (Rs.)
BV Dec'18	218.62
BV Mar'19	235.22
BV Jun'19	249.57
BV Sep'19	260.73
CMP (as on 5 <sup>th</sup> Nov'19)	229.60

Book Value is on Consolidated Basis

## Marquee Shareholder Base As on Sep 30, 2019



## Key Shareholders



### Mutual Funds

- DSP
- Aditya Birla
- UTI



### Financial Institutions

- IDFC First Bank Ltd
- IndusInd Bank Ltd



### Foreign Portfolio Investor

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



### Foreign Bank

- Asian Development Bank

# Our Subsidiaries



Expanding scope of business through subsidiaries

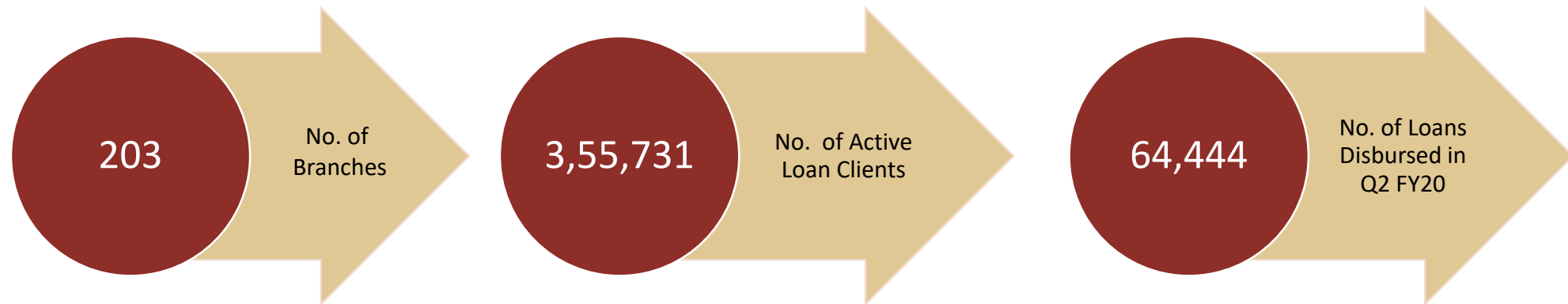


**Subsidiaries are also rooted in the same values as pursued by Satin**

# Taraashna Financial Services Ltd (TFSL)

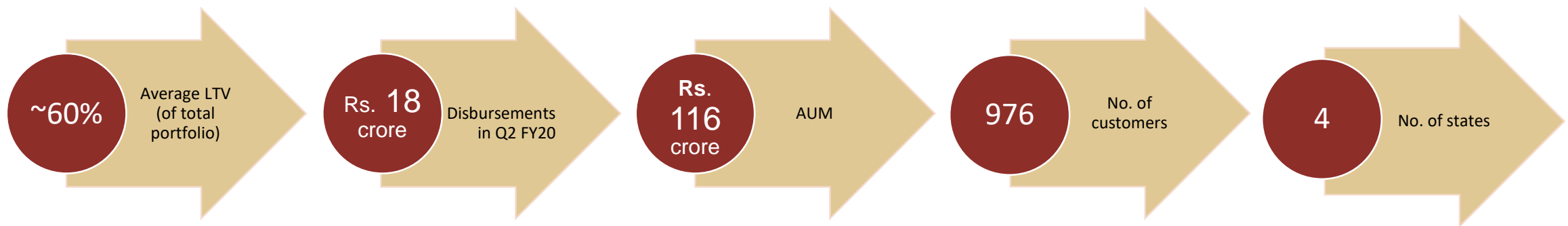


- Acting as a business correspondent for Banks & NBFCs, TFSL provides credit and other related facilities to clients in rural and semi-urban areas
- 'Digitization and Cashless' focus has helped in achieving superior operational control down to the last business unit, thus increasing the efficiencies
- The cashless disbursement percentage has reached almost 93% of TFSL's total disbursement for Sep'19
- TFSL has a low risk business model which is highly capital efficient
- AUM stood at Rs. 591 crore, with presence across 8 states



# Satin Housing Finance Ltd (SHFL)

- Engaged in providing long-term finance
  - Home loans for retail segment – 89% of business for Q2FY20
  - Loans against residential property
- Boasts of excellent portfolio quality with **NIL** delinquency since inception
- Mainly caters to customers belonging to the Middle and Low - Income Groups in peripherals of Tier II and below cities
- The company successfully channelized subsidy from NHB under the Pradhan Mantri Awas Yojna (PMAY) scheme to the eligible customers
- Standalone rating of BBB (Stable) from CARE
- Building a technological framework to enable a paperless environment
- Equity infusion of Rs 30 crore by holding company during H1FY20, CRAR of 128.95%
- Successfully raising debt, 7 active lenders, also received refinance sanction of Rs. 5 crore from NHB in H1FY20

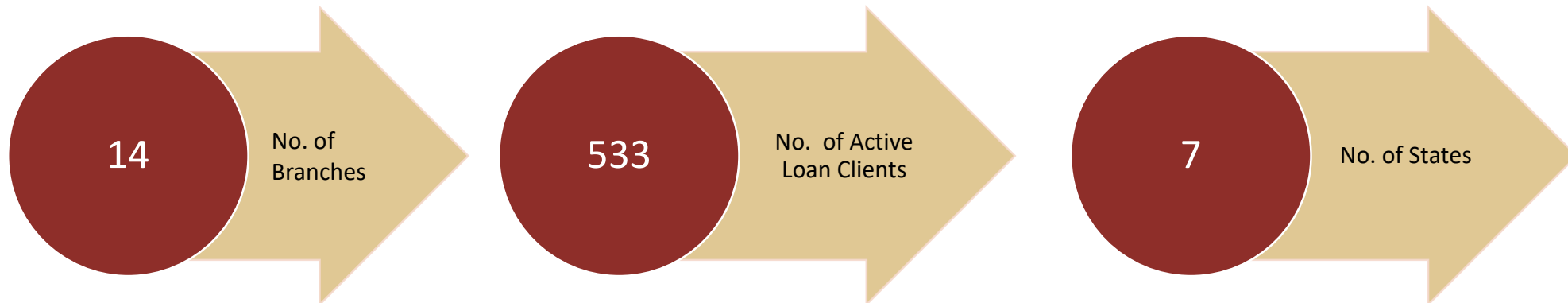




# Satin Finserv Limited (SFL)



- Incorporated in Aug'18
- Got license from RBI to start the business in Jan'19
- First loan successfully disbursed in Mar'19
- Gross Loan Portfolio of Rs. 62 crore in Q2FY20
- CRAR for Q2FY20 is 79.56%
- Equity infusion of Rs 30 crore by SCNL during Q2FY20
- Business will focus on secured retail MSME lending, wholesale lending to small NBFC MFI and others



# Making a Difference to the Community



## Health Check-up Camps

We regularly organise health check-up camps along with campaigns focusing on health and hygiene

On an average, around 300-350 villagers attended each of these camps



## Flood Relief Camps

Organised relief activities and distribution of ration to flood-hit villages in Orissa, Assam and Bihar during the monsoons



## Support the Maharaja Agrasen Hospital Charitable Trust (MAHCT)

During FY19, the Company contributed ~Rs. 86 lacs to the Trust for setting up of Maharaja Agrasen Medical University at Bahadurgarh (Jhajjar, Haryana)



## Women Leadership Empowerment Workshops

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



**CSR**  
Corporate  
Social  
Responsibility

# Awards and Accolades



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



**September 2018**

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



**November 2018**

Won the "Excellence Award"  
by B2B Info Media



**November 2018**

Got sA social rating  
from Microfinanza



**December 2018**

Won the "SKOCH Award"  
for Digital Transformation



**January 2019**

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



**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

# Contact information



Company (Investors) :

**Ms. Aditi Singh**  
Head – Capital Markets & Investor Relations

E: [aditi.singh@satincare.com](mailto:aditi.singh@satincare.com)  
T: +91 124 4715 400 (Ext – 222)

[www.satincare.com](http://www.satincare.com)

Company (Media) :

**Ms. Asleen Kaur**  
PR & Corporate Communications

E: [asleen.kaur@satincare.com](mailto:asleen.kaur@satincare.com)  
T: +91 124 4715 400 (Ext – 224)

[www.satincare.com](http://www.satincare.com)



**Thank You**

**SATIN CREDITCARE NETWORK LTD.**

*Reaching out!*