



SATIN CREDITCARE NETWORK LTD.

Reaching out!

September 2, 2020

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

Scrip Code: SATIN

Scrip Code: 539404

Sub: Outcome of the Board Meeting held on September 2, 2020

Dear Sir/Madam,

In terms of Regulation 33 read with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'Listing Regulations'), we wish to inform you that the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2020 were approved by the Board of Directors of the Company at its meeting held today at 11.30 a.m. and concluded at 2:25 p.m.

Pursuant to the applicable provisions of the Listing Regulations, we enclose the following:

1. The Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2020;
2. Limited Review Reports on the Unaudited Financial Results (Standalone and Consolidated) for the said quarter; and
3. Copies of the Press Release and Presentation.

We request you to take the same on records.

Thanking You,

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

(Adhish Swaroop)
Company Secretary & Compliance Officer



Encl: as above

Walker Chandio & Co LLP

16th floor, Tower II,
One International Center,
SB Marg, Prabhadevi (W)
Mumbai – 400 013
India

T +91 22 6626 2699

F +91 22 6626 2601

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Satin Creditcare Network Limited

- 1) We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Satin Creditcare Network Limited ('the Company') for the quarter ended 30 June 2020, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
- 2) The Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the accounting principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3) We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
- 4) Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the accounting principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.



Walker Chandiok & Co LLP

Satin Creditcare Network Limited

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

- 5) We draw attention to Note 4 to the accompanying Statement, which describes the significant uncertainty due to outbreak of the COVID-19 pandemic. The impact of the pandemic on the operations of the Company and its financial position as at 30 June 2020 including the measurement of expected credit losses on the loan assets are significantly dependent on uncertain future economic conditions. Our conclusion is not modified in respect of this matter.

For **Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No:001076N/N500013



Manish Gujral

Partner

Membership No:105117

UDIN:20105117AAAAFD4883

Place: Mumbai

Date: 02 September 2020



SATIN CREDITCARE NETWORK LTD.

Reaching out!

SATIN CREDITCARE NETWORK LIMITED

CIN : L65991DL1990PLC041796

Registered Office: 5th Floor, Kundan Bhawan, Azadpur Commercial Complex, Delhi-110033

Statement of unaudited standalone financial results for the quarter ended June 30, 2020

S. No	Particulars	(₹ in Lakhs except EPS)			
		Quarter ended		Year ended	
		June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
		(Unaudited)	(Unaudited) Refer note 3	(Unaudited)	(Audited)
	Revenue from operations				
	Interest income	27,299.61	27,149.85	27,149.55	107,844.38
	Dividend income	-	-	2.21	2.21
	Fees and commission income	341.48	1,786.62	1,750.24	7,078.65
	Net (loss)/gain on fair value changes	(145.10)	(2.34)	436.11	1,237.44
	Net gain on derecognition of financial instruments	1,367.38	8,500.42	3,891.46	23,608.14
	Other operating income	68.33	64.24	44.63	186.29
1	Total revenue from operations	28,931.70	37,498.79	33,274.20	139,957.11
2	Other income	20.60	52.24	18.45	133.30
3	Total income (1+2)	28,952.30	37,551.03	33,292.65	140,090.41
	Expenses				
	Finance costs	15,550.95	13,522.53	15,166.42	57,686.12
	Impairment of financial instruments	3,199.74	11,179.32	1,459.68	18,882.89
	Employee benefits expenses	6,665.71	7,544.92	7,295.33	29,666.79
	Depreciation and amortisation expenses	336.50	451.41	347.80	1,519.84
	Other expenses	1,463.72	3,159.07	2,526.41	11,018.01
4	Total expenses	27,216.62	35,857.25	26,795.64	118,773.65
5	Profit before tax (3-4)	1,735.68	1,693.78	6,497.01	21,316.76
	Tax expense:				
	Current tax	614.17	(33.65)	2,418.99	5,474.97
	Deferred tax (credit)/charge	(163.72)	479.18	(60.29)	215.08
6	Total tax expense	450.45	445.53	2,358.70	5,690.05
7	Net profit after tax (5-6)	1,285.23	1,248.25	4,138.31	15,626.71
	Other comprehensive income				
	Items that will not be reclassified to profit and loss	(3.56)	175.70	15.00	87.80
	Income tax relating to items that will not be reclassified to profit and loss	0.90	(44.22)	(5.24)	(22.10)
	Items that will be reclassified to profit and loss	725.07	4,244.36	1,279.08	5,864.78
	Income tax relating to items that will be reclassified to profit and loss	(182.49)	(1,068.22)	(446.96)	(1,476.05)
8	Total other comprehensive income	539.92	3,307.62	841.88	4,454.43
9	Total comprehensive income (7+8)	1,825.15	4,555.87	4,980.19	20,081.14
10	Paid-up equity share capital (face value of ₹ 10 per equity share)				5,171.27
11	Other equity as per balance sheet of previous accounting year				140,105.69
12	Earning per share (EPS) (face value of ₹ 10 per equity share)				
	- Basic (amount in ₹)	2.49	2.41	8.51	30.69
	- Diluted (amount in ₹)	2.49	2.41	8.27	30.52
	(EPS for the quarter ended June 30, 2020, March 31, 2020 and June 30, 2019 are not annualised)				



Corporate Office :
1st, 3rd Floor, Plot No 97,
Sector-44, Gurugram - 122003
Haryana, India

Registered Office :
5th Floor, Kundan Bhawan,
Azadpur Commercial Complex,
Azadpur, New Delhi-110033, India

CIN : L65991DL1990PLC041796
Landline No : 124 - 4715400
E-Mail ID : info@satincreditcare.com
Website : www.satincreditcare.com



SATIN CREDITCARE NETWORK LTD.

Reaching out!

SATIN CREDITCARE NETWORK LIMITED

CIN : L65991DL1990PLC041796

Registered Office: 5th Floor, Kundan Bhawan, Azadpur Commercial Complex, Delhi-110033

Statement of unaudited standalone financial results for the quarter ended June 30, 2020

Notes to the unaudited standalone financial results:

- The above unaudited financial results have been reviewed by the Audit Committee and approved by the Board of Directors of Satin Creditcare Network Limited ("the Company") at their meetings held on September 1, 2020 and September 2, 2020 respectively and are subjected to limited review by the statutory auditors. These results have been prepared in accordance with the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)
- The financial results have been prepared in accordance with applicable accounting standards, as notified under the Companies (Indian Accounting Standards) Rules, 2015, and as specified under section 133 of the Company Act 2013.
- Figures for the quarter ended March 31, 2020 are the balancing figures between the audited figures for the financial year ended March 31, 2020 and unaudited published year to date figures upto December 31, 2019.
- COVID-19, a global pandemic has affected the world economy including India, leading to significant decline and volatility in financial markets and decline in economic activities. The Company's business is expected to be impacted by lower lending opportunities and decline in collection efficiencies. The impact of COVID-19 on the Company's result remain uncertain and dependent on extent of spread of COVID-19, steps taken by the Government and central bank to mitigate the economic impact, steps taken by the Company and the time it takes for economic activities to resume at normal levels as a result of which, actual results may differ. The Company's capital and liquidity position remains strong and would continue to be the focus area for the Company.
In accordance with the Reserve Bank of India ("the RBI") guidelines relating to COVID-19 Regulatory Package dated March 27, 2020, April 17, 2020 and May 23, 2020, the Company has offered to grant moratorium up to six months on payment of all installments and/ or interest, as applicable, falling due between March 1, 2020 and August 31, 2020 to all the eligible borrowers as per the Company's policy. For all such loans where moratorium is granted, the Company has kept ageing of such loans and their asset classification as per RBI guidelines during the moratorium period.
The Company has recognized provisions as at June 30, 2020 towards its loan assets, based on the information available at this point of time, in accordance with the expected credit loss method. The Company believes that it has considered all the possible impact of the known events arising out of COVID-19 pandemic in the preparation of these financial results. However, the impact assessment of COVID-19 is a continuing process given its nature and duration. The Company will continue to monitor any material changes to future economic conditions.
- As explained in note 4 above, the Company has assessed the impact of COVID-19 on its liquidity and ability to repay its obligations as and when they are due. With the relaxation of lockdown rules and resumption of commercial activities in majority of geographies in which the Company has operations, the Company has disbursed fresh loans during the quarter ended as at June 30, 2020 and the management is confident that further disbursement and collections will pick up in coming months as compared to current quarter. Further the Company considers its liquidity position which includes cash and cash equivalents of ₹ 1,65,239.94 lakhs as at June 30, 2020 and the expected inflows from various sources of borrowings including various stimulus packages announced by the Government of India, and fresh sanctions from existing and new lenders. The Management of the Company believes that Company will be able to pay its obligations as and when these become due in the foreseeable future.
- On June 22, 2020, the Board of Directors of the Company considered the fund raising option by way of issuance of securities by way of rights issue (the proposed issue) for an amount upto ₹ 12,000 Lakhs and constituted and authorised Rights Issue Committee (RIC) to decide terms and conditions pertaining to the proposed issue. On July 23, 2020, the RIC approved the issuance of partly paid-up equity shares of face value of ₹ 10 each.
On July 30, 2020, the RIC approved the issuance of 1,99,82,667 partly paid-up equity shares of face value of ₹ 10 each for amount aggregating to ₹ 11,989.60 lakhs at an issue price of ₹ 60 per fully paid-up equity share of face value of ₹ 10 each including a premium of ₹ 50 per equity share, in the ratio of 48 partly-paid rights equity shares for every 125 existing fully paid shares held by eligible equity shareholders as on the record date i.e., August 5, 2020.
Thereafter, on August 4, 2020, the RIC approved the Letter of Offer with following terms:

Issue opening date:	Wednesday, August 12, 2020
Issue closing date:	Wednesday, August 26, 2020
Last date for on market renunciation:	Friday, August 21, 2020

- The Company has allotted 250 (Two hundred and fifty) Secured, Rated, Listed, Redeemable, Non-convertible Debentures of face value of ₹ 10 Lakhs each, aggregating up to ₹ 2,500 Lakhs on June 30, 2020 at a coupon rate of 11.25% per annum.
- The Chief Operating Decision Maker ("CODM") reviews the operations at the Company level. The operations of the Company fall under "financing activities" only, which is considered to be the only reportable segment in accordance with the provisions of Ind AS 108 – Operating Segments. The Company operates in a single geographical segment, i.e. domestic.
- Previous year/periods figures have been regrouped/rearranged to make them comparable to current year/period figures.

Place: Gurugram
Date: September 2, 2020



For and on behalf of the Board of Directors of
Satin Creditcare Network Limited



Corporate Office :
1st, 3rd Floor, Plot No 97,
Sector-44, Gurugram - 122003
Haryana, India

Registered Office :
5th Floor, Kundan Bhawan,
Azadpur Commercial Complex,
Azadpur, New Delhi-110033, India

CIN : L65991DL1990PLC041796
Landline No : 124 - 4715400
E-Mail ID : info@satincreditcare.com
Website : www.satincreditcare.com

Walker Chandio & Co LLP

16th floor, Tower II,
One International Center,
SB Marg, Prabhadevi (W)
Mumbai – 400 013
India

T +91 22 6626 2699
F +91 22 6626 2601

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Satin Creditcare Network Limited

- 1) We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of Satin Creditcare Network Limited ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), (refer Annexure 1 for the list of subsidiaries included in the Statement) for the quarter ended 30 June 2020, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
- 2) This Statement, which is the responsibility of the Holding Company's management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the accounting principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
- 3) We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), to the extent applicable.



Walker Chandiok & Co LLP

Satin Creditcare Network Limited

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

- 4) Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the accounting principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.
- 5) We draw attention to Note 4 to the accompanying Statement, which describes the significant uncertainty due to outbreak of the COVID-19 pandemic. The impact of the pandemic on the operations of the Group and its financial position as at 30 June 2020 including the measurement of expected credit losses on the loan assets are significantly dependent on uncertain future economic conditions. Our conclusion is not modified in respect of this matter.
- 6) We did not review the interim financial statements of three subsidiaries included in the Statement, whose financial information reflect total revenues of ₹ 2,205.96 lakhs, total net loss after tax of ₹ 8.74 lakhs and total comprehensive income of ₹ (3.76) lakhs for the quarter ended on 30 June 2020, as considered in the Statement. These interim financial statements have been reviewed by other auditors whose review reports have been furnished to us by the management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the review reports of such other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of this matter with respect to our reliance on the work done by and the reports of the other auditors.

For **Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No:001076N/N500013



Manish Gujral

Partner

Membership No:105117

UDIN:20105117AAAAFE9681

Place: Mumbai

Date: 02 September 2020

Walker ChandioK &Co LLP

Satin Creditcare Network Limited

Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Annexure 1

List of entities included in the Statement

- a) Taraashna Financial Services Limited (formerly known as Taraashna Services Limited)
- b) Satin Housing Finance Limited
- c) Satin Finserv Limited



This space has been intentionally left blank.



SATIN CREDITCARE NETWORK LTD.

Reaching out!

SATIN CREDITCARE NETWORK LIMITED

CIN : L65991DL1990PLC041796

Registered Office: 5th Floor, Kundan Bhawan, Azadpur Commercial Complex, Delhi-110033

Statement of unaudited consolidated financial results for the quarter ended June 30, 2020

S. No	Particulars	(₹ in Lakhs except EPS)			
		Quarter ended		Year ended	
		June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
		(Unaudited)	(Unaudited) Refer note 3	(Unaudited)	(Audited)
	Revenue from operations				
	Interest income	28,458.11	28,256.61	27,614.86	111,000.52
	Dividend income	-	-	2.21	2.21
	Fees and commission income	1,207.58	3,948.46	3,248.67	13,778.42
	Net (loss)/gain on fair value changes	(118.89)	40.39	478.42	1,437.83
	Net gain on derecognition of financial instruments	1,367.38	8,500.42	3,891.46	23,608.14
	Other operating income	52.74	49.12	28.23	124.42
1	Total revenue from operations	30,966.92	40,795.00	35,263.85	149,951.54
2	Other income	88.35	131.24	51.65	391.65
3	Total income (1+2)	31,055.27	40,926.24	35,315.50	150,343.19
	Expenses				
	Finance costs	16,016.78	13,919.03	15,367.69	58,929.39
	Impairment of financial instruments	3,257.30	11,361.74	1,476.39	19,180.66
	Employee benefit expenses	7,923.06	9,000.68	8,612.38	35,134.58
	Depreciation and amortisation expenses	386.16	517.80	396.48	1,753.72
	Other expenses	1,756.57	4,321.70	3,030.73	14,182.20
4	Total expenses	29,339.87	39,120.95	28,883.67	129,180.55
5	Profit before tax (3-4)	1,715.40	1,805.29	6,431.83	21,162.64
	Tax expense:				
	Current tax	682.21	76.59	2,455.34	5,575.17
	Deferred tax (credit)/charge	(243.29)	420.60	(109.36)	90.21
6	Total tax expense	438.92	497.19	2,346.08	5,665.38
7	Net profit after tax (5-6)	1,276.48	1,308.10	4,085.75	15,497.26
	Other comprehensive income				
	Items that will not be reclassified to profit and loss	3.10	208.04	17.12	126.65
	Income tax relating to items that will not be reclassified to profit and loss	(0.78)	(53.28)	(5.83)	(32.91)
	Items that will be reclassified to profit and loss	725.07	4,244.36	1,279.08	5,864.78
	Income tax relating to items that will be reclassified to profit and loss	(182.49)	(1,068.22)	(446.96)	(1,476.05)
8	Total other comprehensive income	544.90	3,330.90	843.41	4,482.47
9	Total comprehensive income (7+8)	1,821.38	4,639.00	4,929.16	19,979.73
10	Net profit after tax attributable to:				
	Owners of the holding company	1,276.48	1,308.10	4,085.75	15,497.26
	Non-controlling interests	-	-	-	-
11	Other comprehensive income attributable to:				
	Owners of the holding company	544.90	3,330.90	843.41	4,482.47
	Non-controlling interests	-	-	-	-
12	Total comprehensive income attributable to:				
	Owners of the holding company	1,821.38	4,639.00	4,929.16	19,979.73
	Non-controlling interests	-	-	-	-
13	Paid-up equity share capital (face value of ₹ 10 per equity share)	-	-	-	5,171.27
14	Other equity as per balance sheet of previous accounting year	-	-	-	139,697.64
15	Earning per share (EPS) (face value of ₹ 10 per equity share)				
	- Basic (amount in ₹)	2.47	2.53	8.40	30.43
	- Diluted (amount in ₹)	2.47	2.53	8.17	30.27
	(EPS for the quarter ended June 30, 2020, March 31, 2020 and June 30, 2019 are not annualised)				



Corporate Office :
1st, 3rd Floor, Plot No 97,
Sector-44, Gurugram - 122003
Haryana, India

Registered Office :
5th Floor, Kundan Bhawan,
Azadpur Commercial Complex,
Azadpur, New Delhi-110033, India

CIN : L65991DL1990PLC041796
Landline No : 124 - 4715400
E-Mail ID : info@satincreditcare.com
Website : www.satincreditcare.com



SATIN CREDITCARE NETWORK LTD.

Reaching out!

SATIN CREDITCARE NETWORK LIMITED

CIN : L65991DL1990PLC041796

Registered Office: 5th Floor, Kundan Bhawan, Azadpur Commercial Complex, Delhi-110033

Statement of unaudited consolidated financial results for the quarter ended June 30, 2020

Notes to the unaudited consolidated financial results:

- The above unaudited financial results for the quarter ended June 30, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors of Satin Creditcare Network Limited ("the Holding Company") at their meetings held on September 1, 2020 and September 2, 2020 respectively and are subjected to limited review by the statutory auditors. These results have been prepared in accordance with the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended).
- The consolidated financial results have been prepared in accordance with the 'Indian Accounting Standard - Consolidated Financial Statements' prescribed under Section 133 of the Companies Act, 2013 and comprise the financial results of the Holding Company and its wholly owned subsidiaries.
- Figures for the quarter ended March 31, 2020 are the balancing figures between the audited figures for the financial year ended March 31, 2020 and unaudited published year to date figures upto December 31, 2019.
- COVID-19, a global pandemic has affected the world economy including India, leading to significant decline and volatility in financial markets and decline in economic activities. The Group's business is expected to be impacted by lower lending opportunities and decline in collection efficiencies. The impact of COVID-19 on the Group's result remain uncertain and dependent on extent of spread of COVID-19, steps taken by the Government and central bank to mitigate the economic impact, steps taken by the Group and the time it takes for economic activities to resume at normal levels as a result of which, actual results may differ. The Group's capital and liquidity position remains strong and would continue to be the focus area for the Group. In accordance with the Reserve Bank of India ("the RBI") guidelines relating to COVID-19 Regulatory Package dated March 27, 2020, April 17, 2020 and May 23, 2020, the Group has offered to grant moratorium up-to six months on payment of all installments and/or interest, as applicable, falling due between March 1, 2020 and August 31, 2020 to all the eligible borrowers as per the Group's policy. For all such loans where moratorium is granted, the Group has kept ageing of such loans and their asset classification as per RBI guidelines during the moratorium period. The Group has recognized provisions as at June 30, 2020 towards its loan assets, based on the information available at this point of time, in accordance with the expected credit loss method. The Group believes that it has considered all the possible impact of the known events arising out of COVID-19 pandemic in the preparation of these financial results. However, the impact assessment of COVID-19 is a continuing process given its nature and duration. The Group will continue to monitor any material changes to future economic conditions.
- As explained in note 4 above, the Group has assessed the impact of COVID-19 on its liquidity and ability to repay its obligations as and when they are due. With the relaxation of lockdown rules and resumption of commercial activities in majority of geographies in which the Group has operations, the Group has disbursed fresh loans during the quarter ended as at June 30, 2020 and the management is confident that further disbursement and collections will pick up in coming months as compared to current quarter. Further the Group considers its liquidity position which includes cash and cash equivalents of ₹ 1,72,490.09 Lakhs as at June 30, 2020 and the expected inflows from various sources of borrowings including various stimulus packages announced by the Government of India, and fresh sanctions from existing and new lenders. The Management of the Group believes that Group will be able to pay its obligations as and when these become due in the foreseeable future.
- The Holding Company has allotted 250 (Two hundred and fifty) Secured, Rated, Listed, Redeemable, Non-convertible Debentures of face value of ₹ 10 Lakhs each, aggregating up to ₹ 2,500 Lakhs on June 30, 2020 at a coupon rate of 11.25% per annum.
- On June 22, 2020, the Board of Directors of the Holding Company considered the fund raising option by way of issuance of securities by way of rights issue (the proposed issue) for an amount upto ₹ 12,000 Lakhs and constituted and authorised Rights Issue Committee (RIC) to decide terms and conditions pertaining to the proposed issue. On July 23, 2020, the RIC approved the issuance of partly paid-up equity shares of face value of ₹ 10 each. On July 30, 2020, the RIC approved the issuance of 1,99,82,667 partly paid-up equity shares of face value of ₹ 10 each for amount aggregating to ₹ 11,989.60 lakhs at an issue price of ₹ 60 per fully paid-up equity share of face value of ₹ 10 each including a premium of ₹ 50 per equity share, in the ratio of 48 partly-paid rights equity shares for every 125 existing fully paid shares held by eligible equity shareholders as on the record date i.e., August 5, 2020. Thereafter, on August 4, 2020 the RIC approved the Letter of Offer with following terms:

Issue opening date:	Wednesday, August 12, 2020
Issue closing date:	Wednesday, August 26, 2020
Last date for on market renunciation:	Friday, August 21, 2020

- The Chief Operating Decision Maker ("CODM") reviews the operations at the Group level. The operations of the Holding Company and its subsidiaries fall under "financing activities" only, which is considered to be the only reportable segment in accordance with the provisions of Ind AS 108 - Operating Segments. The Group operates in a single geographical segment, i.e. domestic.
- Previous year/periods figures have been regrouped/rearranged to make them comparable to current year/period figures.

Place: Gurugram
Date: September 2, 2020



For and on behalf of the Board of Directors of
Satin Creditcare Network Limited



(H P Singh)
Chairman cum Managing Director
DIN No. 00333754

Corporate Office :
1st, 3rd Floor, Plot No 97,
Sector-44, Gurugram - 122003
Haryana, India

Registered Office :
5th Floor, Kundan Bhawan,
Azadpur Commercial Complex,
Azadpur, New Delhi-110033, India

CIN : L65991DL1990PLC041796
Landline No : 124 - 4715400
E-Mail ID : info@satincreditcare.com
Website : www.satincreditcare.com



SATIN CREDITCARE NETWORK LTD.

Reaching out!

Resilient Performance Backed by Strong Collections and Lower NPAs

2nd September 2020, New Delhi

Satin Creditcare Network Limited (SCNL) (NSE: SATIN, BSE: 539404), one of the leading microfinance companies in the country, has announced its unaudited financial results for the first quarter ended 30th June 2020. The financial numbers are based on IndAS.

Financial Performance (On a Consolidated Basis)

Particulars (Rs. Crs.)	Q1 FY21	Q1 FY20	Y-o-Y	Remarks
Assets under Management (AUM)	8,119	7,139	+14%	Profits & return ratios impacted due to higher credit cost made on account of COVID-19, nationwide lockdowns, and other external factors during the quarter
Net Interest Income	150	199	-25%	
Pre-Provisioning Operating Profit (PPOP)	50	84	-40%	
Profit After Tax (PAT)	13	41	-69%	

- During Q1FY21, Micro Finance Disbursements stood at Rs. 54 crores. Disbursement activities got impacted on account on nationwide lockdown
- As on 30th June 2020, the Assigned Portfolio stood at Rs. 2,009 crores
- As on 30th June 2020, Business Correspondence through IndusInd Bank (in the SCNL Book) stood at Rs. 519 crores

Increasing Footprints with Improved Outreach

Particulars	June – 20	June – 19	Y-O-Y
States & UTs	23	22	+5%
Branches	1,355	1,228	+10%
Districts	393	368	+7%
No. of Loan Officers	7,475	7,023	+6%

Update on Rights Issue

- The Board of Directors of the Company considered and approved the fund raising by way of the Rights Issue of 1,99,82,667 Equity shares of the Company, to eligible equity shareholders of the Company in the ratio 48:125
- The issue size was up to Rs. 120 Crores at Rs. 60 per fully paid-up Equity Share of face value of Rs. 10/- each including a premium of Rs. 50/- per Equity Share to be paid in multiple calls as may be determined by the Board/Committee of the Board, from time to time. The issue was oversubscribed and Rs. 15 per share have been received on application
- The Company is going to use issue proceeds for augmenting capital base to meet future capital requirements and funding requirements for growth of the business and operations and general corporate purposes

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





SATIN CREDITCARE NETWORK LTD.

Reaching out!

Capital Adequacy and Liquidity as at 30th June 2020

- Our capital base has been strong with CRAR of 31.09% and well above the regulatory requirements.
- We have a healthy Tier-I capital comprising of 23.67%
- We continue to maintain a healthy balance sheet liquidity with Rs. 1,652 crores
- We have undrawn sanctions worth Rs. 1,006 crores

Borrowing Profile as at 30th June 2020

- Total Borrowings stood at Rs. 5,326 crores
- Debt-to-equity ratio as of stood at 3.6 X
- The Company's reliance on NBFC funding is further reduced to 4% from 10% last year which has significantly reduced its reliance on higher cost of funding
 - 59% of our borrowings are from Banks
- We have raised Rs. 330 crore in Q1FY21

Update on Moratorium

- As of 30th June 2020, 11% of our borrowers have opted for complete moratorium
- For July and August, collection efficiency for the entire month stood at 85% of the monthly demand
- 98% centers and 89% clients are activated

Asset Quality as at 30th June 2020

- Gross Non-Performing Assets (GNPA) at an AUM level stood at 2.4%,
- On account of COVID-19 outbreak we have made adequate provisioning of 130% for on-book portfolio, bringing our NNPA to -0.8%
- Our NNPA has seen a reduction of 110 bps on a Year or Year basis, while on a sequential basis it has come down by 60bps
- We have made additional provision of Rs. 90 crore on account of COVID, which is 2% of on-book portfolio

Subsidiaries

- Business Correspondent services under Taraashna Financial Services Limited (TFSL) has reached an AUM of Rs. 677 crores. As of 30th June 2020, the Company operates through 208 branches, has more than 3.60 lakh active loan clients
- Satin Housing Finance Ltd (SHFL), has now reached an AUM of Rs. 144 cr, having presence across 4 states with 1,305 customers. SHFL has 100% retail book comprising of: 87% affordable

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





SATIN CREDITCARE NETWORK LTD.

Reaching out!

housing loans and 13% of LAP. The Company has 9 active lenders including NHB refinance. 6% clients have availed complete moratorium

- Satin Finserv Ltd (SFL), our MSME arm is also taking good shape having AUM of Rs.118 crores. 4% of clients have availed complete moratorium

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

“The abrupt halt of economic activities during the COVID-19 crisis, had a major impact on businesses across economies and sectors. Barring few essential services, all commercial activities stood at complete halt due to imposition of nationwide lockdown, until May-2020 when things started to stabilize with staggered lifting up of lockdown restrictions. Despite this, we managed to grow our AUM by 14% to Rs. 8,119 crores Y-o-Y.

As major impact of pandemic and lockdowns was felt in quarter one of FY21, we believe our performance has been satisfactory and well above our internal estimates.

The quarter gone by was full of challenges for the entire micro-finance sector as lockdown restrictions led to restricted collections and disbursements activities. Despite these challenges we have showcased improving trajectory in our asset quality and have delivered a sequential improvement of 50 basis points in our GNPA which stood at 2.4% as of 30th June 2020. We have adequately provided for these. On-book Provision Coverage at 130% is the highest we had in a few years. Going forward we continue to remain focused on achieving steady growth without hampering our portfolio quality.

During the lockdown period when economic activities were majorly at halt, we have undertaken couple of initiatives to adopt newer technologies and digital solutions in all our functions for more efficient and effective working environment and thus providing higher customer satisfaction. We also undertook cost cutting measures by branch and RO consolidation, staff optimization, operating leverage among others.

We successfully launched a new **‘Customer Service App’** to increase digital and financial awareness among customers and helped them getting connected with brand **‘SATIN’**. We have also launched a new product called **‘Pragati Loan’** with main purpose of this product is to rebuild borrowers income generation activities impacted majorly due to COVID-19 and also help them reduce monthly cash outflow on their loans.

We are continuously engaging with our customers, employees, and field staffs and now with lockdown restrictions being lifted in major parts of the country and economic activities progressing towards normalcy, we are getting progressive responses both on collections and disbursements activities with each passing day. We expect coming quarters to be much better and robust both on financial and operational aspect.”



SATIN CREDITCARE NETWORK LTD.

Reaching out!

About Satin Creditcare Network Limited

Satin Creditcare Network Limited (SCNL or Satin) is a leading microfinance institution (MFI) in the country with presence in 23 states & union territory and around 85,313 villages. The company mission is to be one stop solution for excluded households at the bottom of the pyramid for all their financial requirements. The company also offers a bouquet of financial products in the Non-MFI segment (comprising of loans to MSMEs), a housing finance subsidiary, and business correspondent services and similar services to other financial Institutions through Taraashna Financial Services Limited (TFSL), a business correspondent company and a 100% subsidiary of SCNL.

In April 2017, SCNL incorporated a wholly owned housing finance subsidiary Satin Housing Finance Limited (or "SHFL") for providing loans to the affordable housing segment.

In January 2019, received separate NBFC license to commence MSME business, Satin Finserv Limited (SFL).

As of June 2020, SCNL had 1,355 branches and a headcount of 11,700 across 23 states and union territories serving 33.2 lakh clients. A pan-India player with a strong presence throughout Uttar Pradesh, Bihar, Punjab, North East, Madhya Pradesh and is a dominant player in its other states of operations.

Disclaimer

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

Satin Creditcare Network Ltd.

CIN: L65991DL1990PLC041796

Corporate Office: 1st & 3rd Floor, Plot No. 97, Sector 44, Gurugram – 122 003

Landline No: +91 124 471 5400

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

E-mail ID: communications@satincreditcare.com

Website: www.satincreditcare.com

For further information, please contact

Ms. Aditi Singh

Head – Investor Relations & Corporate Communication

E: aditi.singh@satincreditcare.com

T: +91 124 4715 400 (Ext – 222)

www.satincreditcare.com

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



03 - 10

COVID – 19 Business Update & New Initiatives

11 -15

Overview and Key Performance Highlights

16 - 35

What makes Satin a Compelling Investment Story

36 - 39

Multiple Growth Levers

40 - 54

Financials of the Company & Its Subsidiaries

55 - 60

Company Background

Cautionary Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof. Based on revised returns filed by the company, some items for the year ended Mar31, 2020 have been regrouped.



COVID-19 Business Update & New Initiatives

Branch Operations & Centre Meetings

- All branches were operational as on 30th June 2020, all staff has resumed work
- Disbursements got impacted on account of Nationwide Lockdown during the quarter
 - New disbursements were majorly done to existing customers with strong repayment history
- As per Central and State Governments directives, the workforce were carrying on operations at the branch level on rotational basis
 - Continuous interaction with field staff helped us keep them motivated
 - We got COVID insurance cover for all the employees
- We have activated ~98% of the centres
 - Focused on cashless collection and quickly launched digital collections which have seen a good traction and scale
 - Launched customer service app to connect with clients and cashless collection

Collection Efficiency

- Saw improvement in repayments and collections Month on Month with lockdown restrictions easing out
- The collection efficiency trends are as follows:
 - April – 3%; May – 17%; June – 62%; July – 85%; August – 85%
- Most of the customers have started paying instalments
- 11% of the customers have opted for Complete Moratorium

Credit Cost and Provisioning

- As of 30th June 2020, GNPA stood at 2.4%
- COVID related provision of Rs. 90 crore over and above standard ECL, which is 2% of on-book portfolio
- We have made adequate provisions against default risk of our book under moratorium and other exigencies
 - Have made total Expected Credit Loss (ECL) of 3.2% as against our GNPA of 2.4% for on-book portfolio
 - As on 30th June 2020, on-book NNPA stood at -0.8%

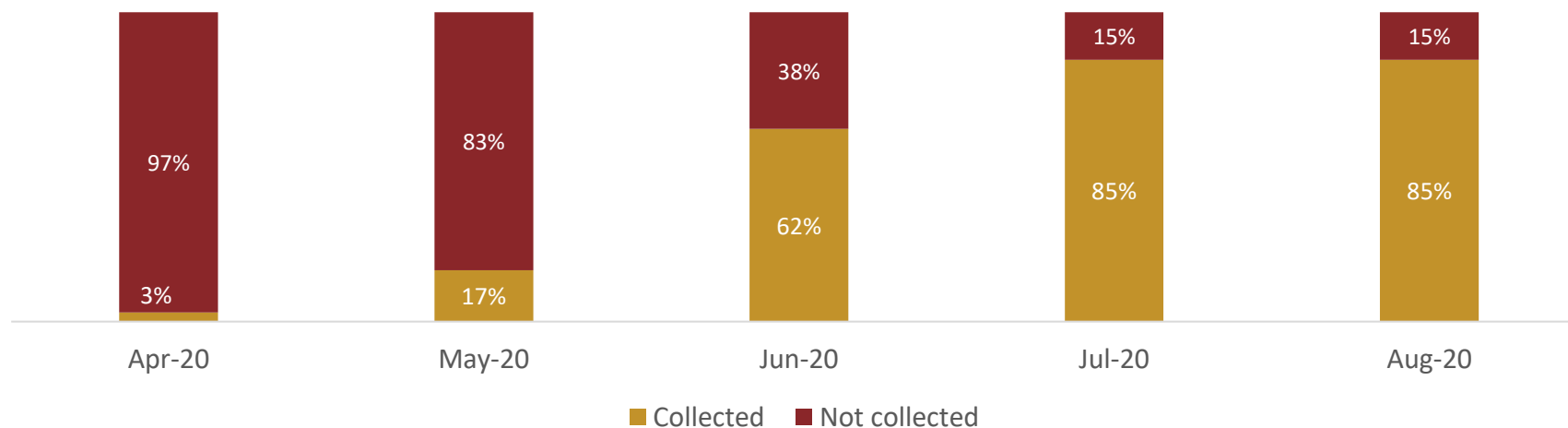
Capital and Liquidity

- As of 30th June 2020, CRAR stood at 31.09% which is well above regulatory requirements, having a robust ALM position
- Continue to maintain a healthy balance sheet liquidity with Rs. 1,652 crore of surplus funds as on 30th June 2020, leverage of 3.6x
- Have undrawn sanctions worth Rs. 1,006 crore as on 30th June 2020. More loan applications in advanced stage of processing
- During the quarter, the Board of Directors of the Company, considered and approved the fund raising by way of the Rights Issue of Rs. 120 crore which will further augment our capital base to meet future capital requirements and funding requirements for growth of the business and operations and general corporate purposes.
 - The Company has successfully raised Rs. 120 crore via Rights Issue of partly paid equity shares in the ratio of 48:125. The issue was oversubscribed at 123%
 - The Company has made first call of Rs.15 per share on application and balance amount would be called via one or more subsequent calls as may be determined by the Board/Committee of the Board, from time to time

Collection Efficiency and Moratorium



Improvement in Collection Trend

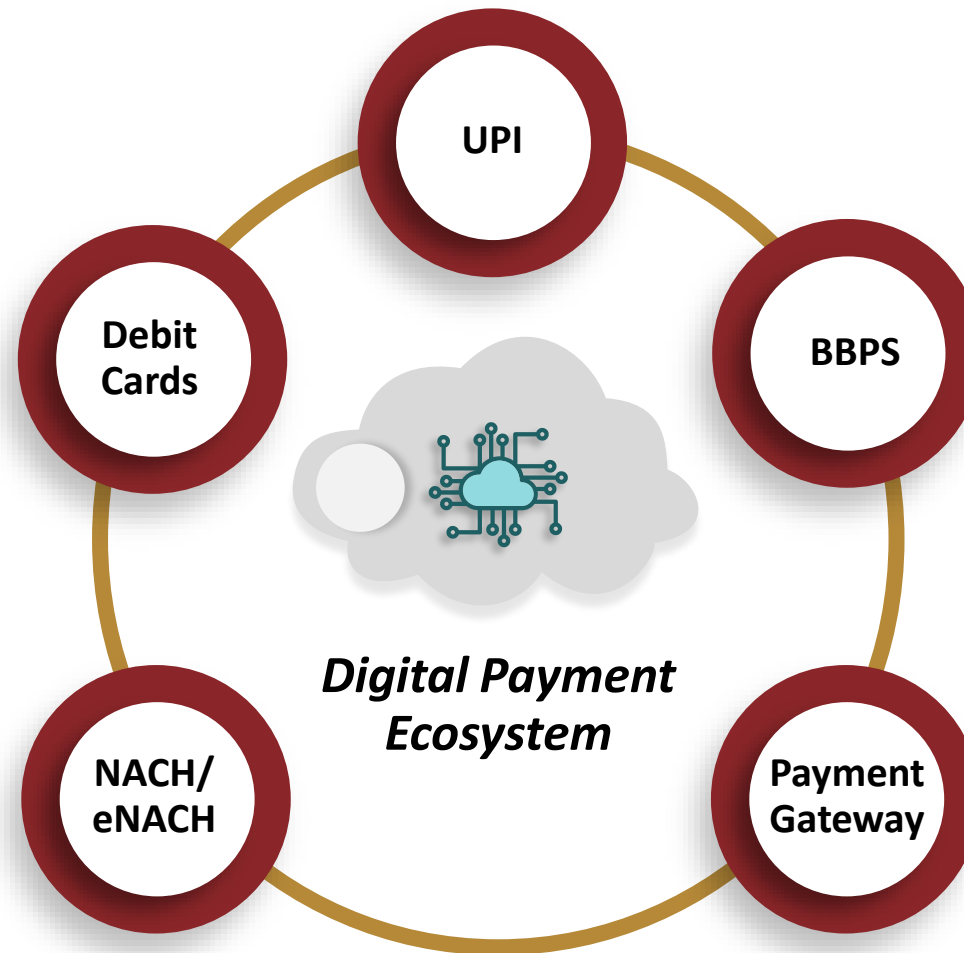


- 89% of the clients are activated, 11% opting for complete moratorium
- For SHFL, the complete moratorium book stands at 6%
- For SFL, the complete moratorium book stands at 4% in retail MSME business

Taking further steps to achieve completely digital ecosystem



Modes enabled during COVID-19 for *contactless repayments via popular apps like Google pay, Paytm, Phonepe etc.*

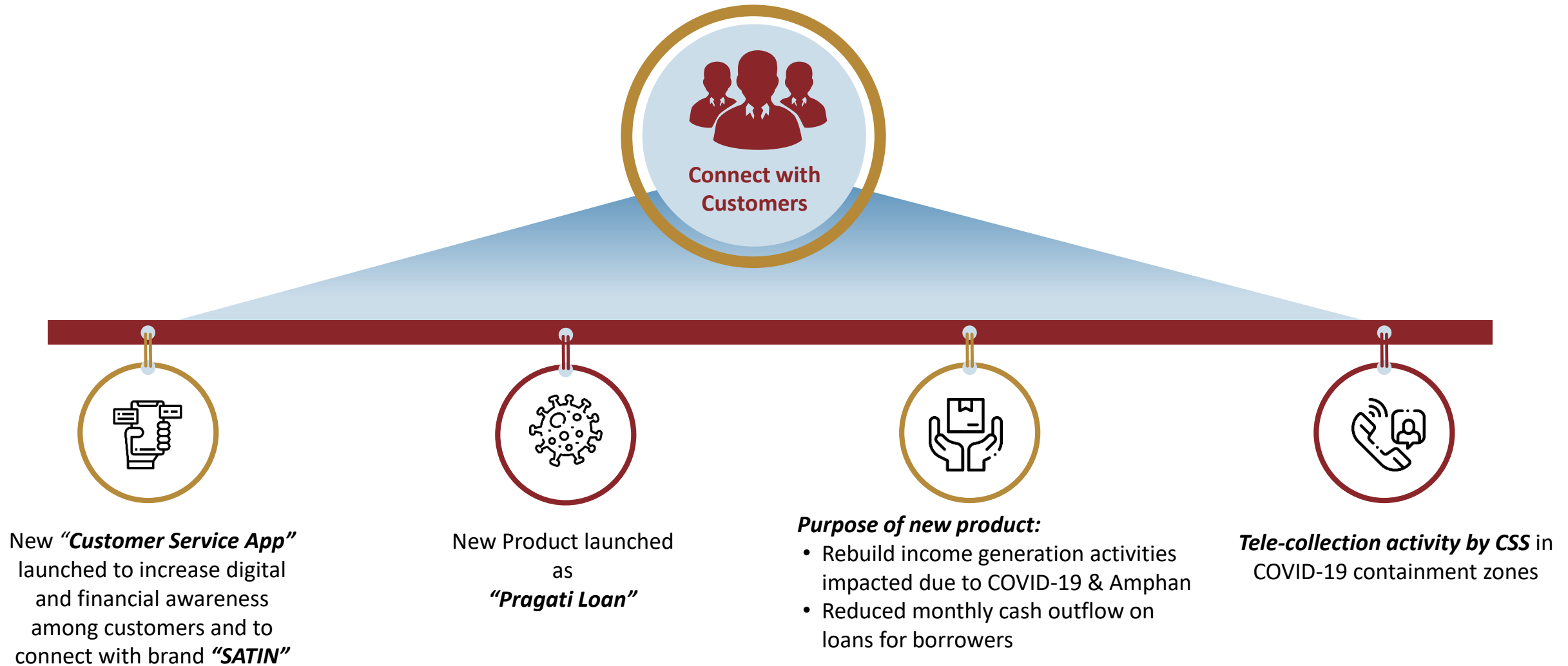


Under progress - *Addition of Satin on BBPS (Bharat Bill Payment System) :: One Stop Solution by NPCI for recurring payments*

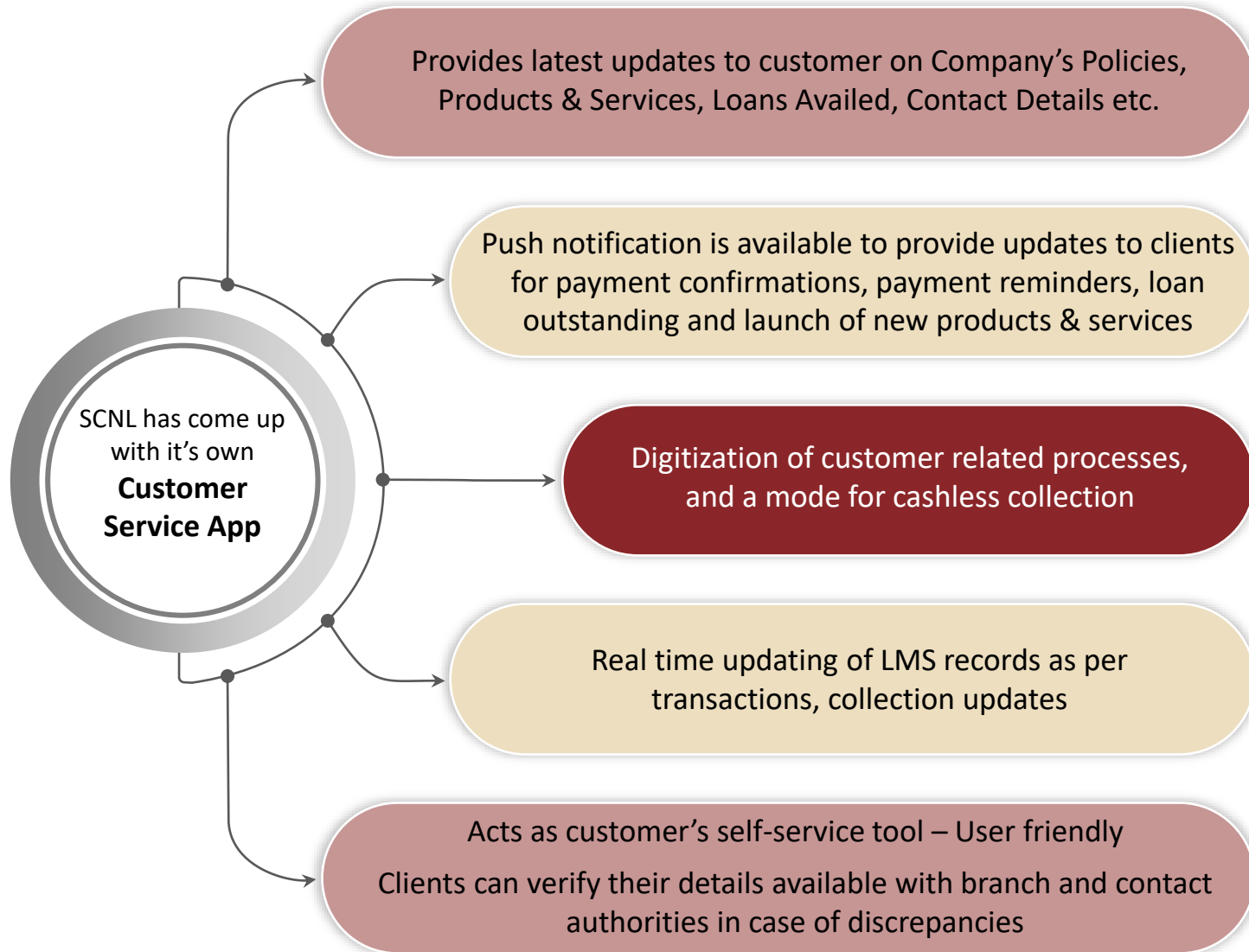
Customer activation *under process for regular collections via NACH/eNACH through bank accounts*

For financially literate customers, *payment gateway facility to be provided on Satin website*

Steps taken to improve connect with customers during COVID-19



Customer Service App (CSA)



Future of CSA...

- Acts a platform for digital payments, hence by ensuring digital literacy in Customer
- More Automated process within CSA to reduce dependency on branch staff
- Ensures improvement in data quality
- Eliminates the use of physical copies of loan documents provided to clients such as Loan cards
- Eliminates chances of staff fraud due to elimination of cash handling

Socially Responsible At The Time of COVID – 19



Activities done during COVID-19:



Contribution to **PM Cares Fund** and **CM Relied Fund** in Assam



Distribution of **Ration Kits** and other **essential items** for Covid and Flood affected districts in Bihar



Distribution of **Masks** and other **safety items**





Overview and Key Performance Highlights

Key Business Performance Highlights (1/2)



India's leading NBFC-MFI with 33.2 lacs customers, 1,355 branches, 393 districts and 23 states, with Assets Under Management (AUM) of Rs. 8,119 crore for Q1FY21

Successfully closed Rights Issue of Rs. 120 crore in Aug'20, great response with oversubscription of 123%

GNPA at 2.4% and NNPA at -0.8%¹ in Q1FY21, despite difficult business environment; PCR stands at 130%

Percentage of Promoter pledge has gone down from 52.88% in Dec'18 to 8.9% as on date

Launched 'Customer Service App' for client connect and cashless collection, first in the industry to be able to do so

Having 76% exposure in rural India, which is immune to various macroeconomic challenges

Undergoing various measures for cost optimization, viz. branch and RO merger, staff optimization, operating leverage and cost reduction

'Great Place to Work' certified in January 2020

Awarded Certificate of Excellence in Clean Energy Finance, in line with our commitment towards a better tomorrow

Figures are on consolidated basis unless otherwise stated

1. For on-book portfolio, numbers are standalone

Key Business Performance Highlights (2/2)



Long term Credit Rating CARE A-(stable) and ICRA A-(stable); Short term rating CARE A1 and ICRA A1, Grading MFI1 (highest order)

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

- Implemented cashless disbursements across 100% branches
- 12% of collection via cashless mode in Jun'20, adopting entirely new and digital measures

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

Book value per share at Rs. 281.89; Post rights issue of Rs. 120 crores with addition of 1.99 crore shares, Book Value per share will be Rs. 220.32

Awarded Companies with Great Manager award and National Best Employer Brands in NBFC Sector; Awarded 8th Rank In “Dream Companies to Work For”

Satin Housing Finance Ltd (SHFL), AUM of Rs. 144 crore, Standalone credit rating of CARE BBB (Stable). 9 active lenders including refinance facility from NHB

Taraashna Financial Services Ltd (TFSL) AUM at Rs. 677 crores, added two new BC partners

Satin Finserv Ltd, Satin's MSME arm, AUM of Rs. 118 Crore, Standalone credit rating of CARE BBB- (Stable). SFL too has been brought to own in-house software now

Figures are on consolidated basis unless otherwise stated

Corporate Overview Standalone – Q1FY21



Rs. **13** crore

PAT

0.7%

ROA

3.5%

ROE

31.09%

CRAR

Rs. **7,181** crore

GLP

Rs. **54** crore

Disbursement

23.3 '000

No. of Loans disbursed

1,117

Branches

Rs. **16,000**

Average Ticket Size

23

States & UTs

34.3 lacs

Loan Accounts Outstanding

Data for Q1FY21, RoA and RoE are calculated on annualized basis

Corporate Overview Consolidated – Q1FY21



Rs. **13** crore

PAT

0.7%

ROA

3.5%

ROE

Rs. **8,119** crore

GLP

Rs. **311** crore

Revenue

Rs. **150** crore

NII

1,355

Branches

23

States & UTs

33.2 lacs

Clients

Data for Q1FY21, RoA and RoE are calculated on annualized basis



What makes Satin a Compelling Investment Story

What makes Satin a Compelling Investment Story



1. Leading MFI player with differentiated Product Offerings

2. Diversified Geographical Reach

3. Technology Prowess

4. Robust Underwriting Processes

5. Well-diversified Liability Profile

6. Ample Liquidity & Positive ALM

7. Strong & Experienced Management Team

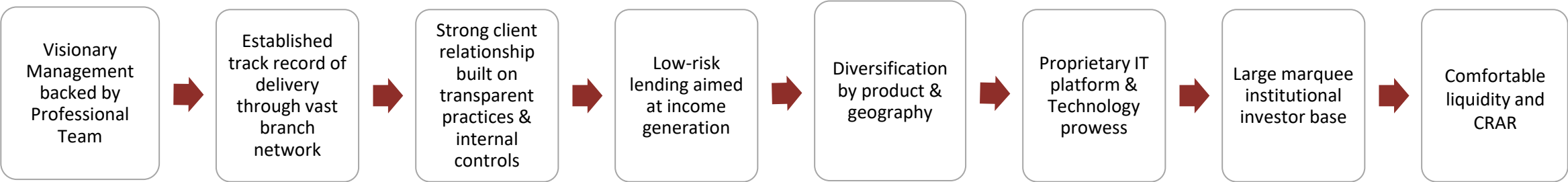
8. Successfully Handled Crisis During Legacy of 30 Years

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



Seeking Excellence



Accountability & Ownership



Team Work & Collaboration



Integrity



Nurturing Lives

Awarded excellence in clean energy finance



Empowered 89,597 houses with clean energy products impacting 4.30 lakh people's lives

Awarded Certificate of Excellence in Clean Energy Finance



01

Satin is one of the newest partners of Microenergy Credits – (MEC)

02

Satin's clean energy programme is an illustration of its dedication to serve the bottom of pyramid section of society by providing customized financial solution

03

Satin is investing in carbon funds for expanding and improving their clean energy programme

1. Leading MFI player with differentiated Product Offerings



	SCNL	Business Correspondent Services	Housing Finance	SME
Product features as on Jun'20	MFI ⁽¹⁾	Taraashna Financial Services Limited ⁽²⁾	Satin Housing Finance Limited ⁽³⁾	Satin Finserv Limited (SFL) ⁽⁴⁾
Start Date	May'08 (JLG)	May'12	Feb'18	Mar'19
Ticket Size Range	Upto Rs. 50,000	Upto Rs. 50,000 (JLG - Microfinance)	Rs. 100,000 – 4,000,000	Rs. 100,000 – 100,000,000
Tenure	6 - 24 months	12 - 24 months	24 - 240 months	12 - 120 months
Frequency of Collection	Bi-Weekly	Bi-Weekly/2 Bi-Weekly	Monthly	Monthly/Quarterly
No. of States/UTs	23	7	4	8
No. of Branches	1,114*	208	15	15
Gross Loan Portfolio (Rs. crore)	6,894 ⁽⁵⁾	677	144	118
No. of loan accounts	3,426,047	364,533	1,305	1,099
Avg. Ticket Size for Q1FY21	Rs. 16,000 (JLG)	-	Rs. 1,253,000	Rs. 457,000 (Retail) ⁽⁶⁾

Notes

(1) As on Jun'20, 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. 287 crore other than MFI portfolio

(6) Average Ticket Size of Retail Financing is 4.57 lacs. Overall, the average ticket size of SFL is Rs. 10.7 lacs

*As of Q1FY21, there were 1,114 branches with Microfinance operations & 27 branches with MSME operations. Out of the 27 MSME branches, 24 of them also had microfinance operations & 3 were unique

... With focus only on Micro-Finance Products



Income Generation Loan (Prarambh)

Ticket Size :
Rs. 8,000 – Rs. 30,000

Tenure : 12/24 months

Long Term Loan (Vridhhi)

Ticket Size :
Rs. 31,000 – Rs. 50,000

Tenure : 24 months

Festival Loan

Ticket Size :
Rs. 6,000

Tenure : 6 months

Product Financing/Wash Loan

Ticket Size :
Rs. 1,099 – Rs. 15,000

Tenure : 6-9 months

Emergency Loan (Pragati)

Ticket Size :
Rs. 10,000 – Rs. 30,000

Tenure : 24 months

Eligibility Criteria

- Household Income: Rural-Rs. 1.25 Lacs & Urban/Semi-Urban- Rs. 2 Lacs
- Satin can be 3rd lender & 2nd MFI
- No loans given to delinquent customers

- Outstanding (incl. applied loan): <=1.0 Lacs
- CSS
- OTP validation

... 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

Financing ~Rs. 100 crore during FY20

Product Financing

Bicycle Loan

60,000+ loans disbursed

Solar Products

55,000 loans disbursed

Home Appliances

7,500 loans disbursed

Consumer Durables

20,000+ loans disbursed

Water & Sanitation

27,000+ loans disbursed

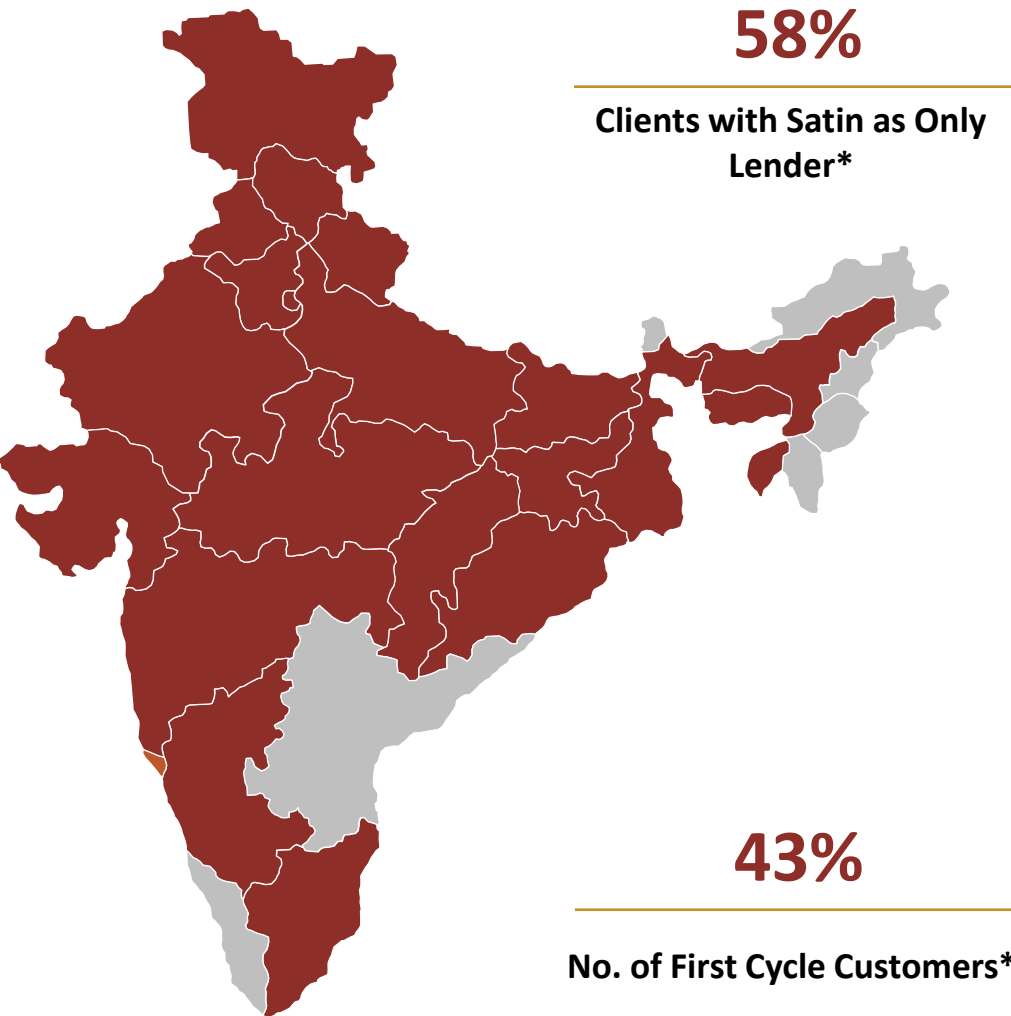
Benefits

- 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 FY20

2. Diversified Geographical Presence

...serving ~33 lacs Customers across India



33.2 lacs

No. Of Active Clients

393

No. of Districts

68

No. of Regional Offices

7,475

No. of Loan Officers

37.9 lacs

No. of Loan Accounts

87,000+

No. of Villages

2.6 lacs

No. of Centres

11,700

No. of Employees

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

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

... Leading to increasing footprints



1. Increasing exposure to Newer states

2. Reducing exposure to traditional regions

3. Foraying into New Geographies

States	% of total GLP		GLP (Rs. crore) Q1FY21
	FY16	Q1FY21	
UTTAR PRADESH	40.9%	23.0%	1,863
BIHAR	17.7%	16.2%	1,318
PUNJAB	12.7%	9.5%	771
MADHYA PRADESH	15.5%	9.1%	735
UTTARAKHAND	3.2%	2.0%	163
MAHARASHTRA	1.6%	1.0%	82
TOTAL	91.7%	60.7%	4,931

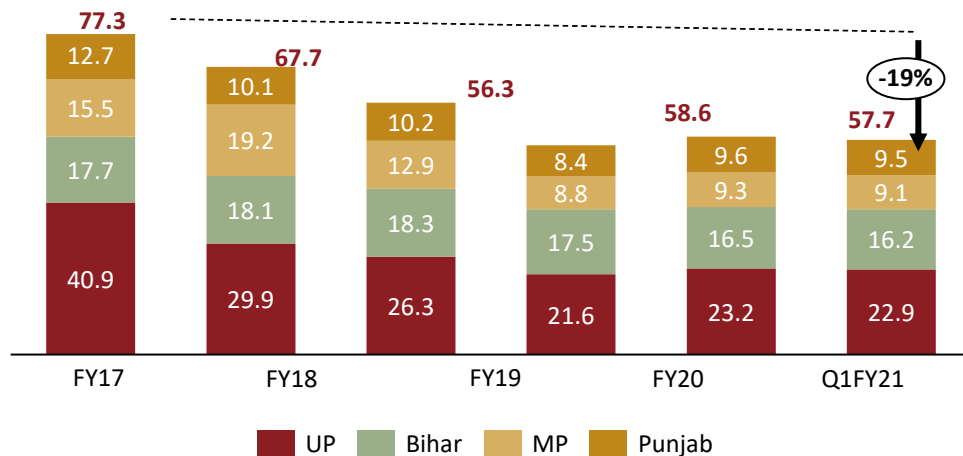
States	% of total GLP		GLP (Rs. crore) Q1FY21
	FY16	Q1FY21	
WEST BENGAL	0.1%	5.8%	467
RAJASTHAN	2.3%	5.5%	444
HARYANA	1.9%	3.7%	299
DELHI & NCR	2.0%	3.7%	299
GUJARAT	0.5%	3.5%	285
JHARKHAND	0.7%	2.1%	170
CHHATTISGARH	0.6%	1.1%	89
J&K	0.1%	0.1%	8
TOTAL	8.2%	25.4%	2,061

States	% of total GLP		GLP (Rs. crore) Q1FY21
	FY16	Q1FY21	
ASSAM	0.0%	4.7%	386
ORRISA	0.0%	3.4%	276
TAMIL NADU	0.0%	3.1%	253
KARNATAKA	0.0%	1.3%	108
TRIPURA	0.0%	1.0%	81
HIMACHAL PRADESH	0.0%	0.1%	8
PONDICHERRY	0.0%	0.1%	7
MEGHALAYA	0.0%	0.1%	5
SIKKIM	0.0%	0.0%	1
TOTAL	0.0%	13.9%	1,127

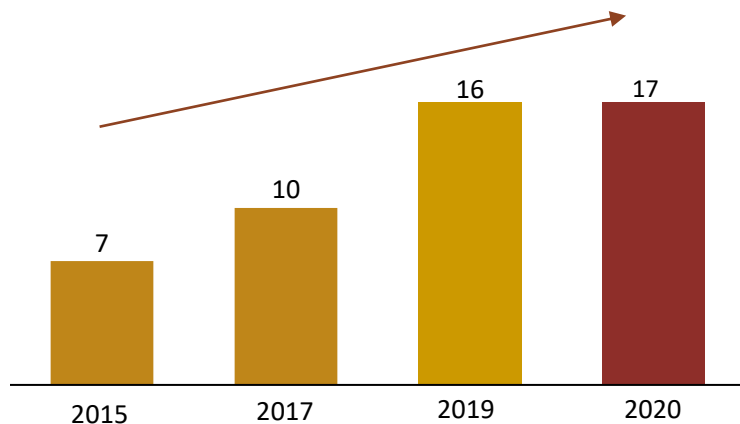
... And de-risking geographical concentration

To have become a PAN India Player

Share of Top 4 States Reduced from 77% to 58% over 4 years

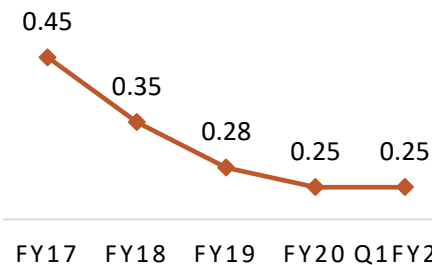


Number of States with more than 1% exposure of SATIN

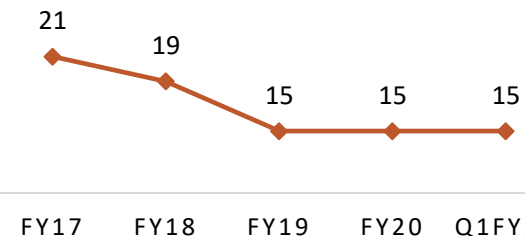


Limiting Exposure per district

Average exposure per district %

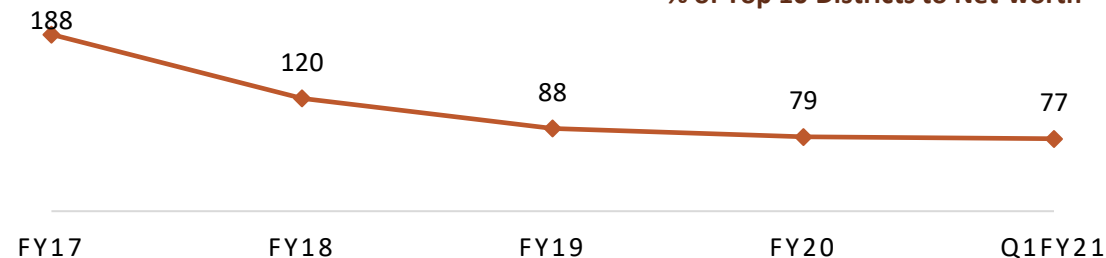


% of Top 10 Districts to AUM

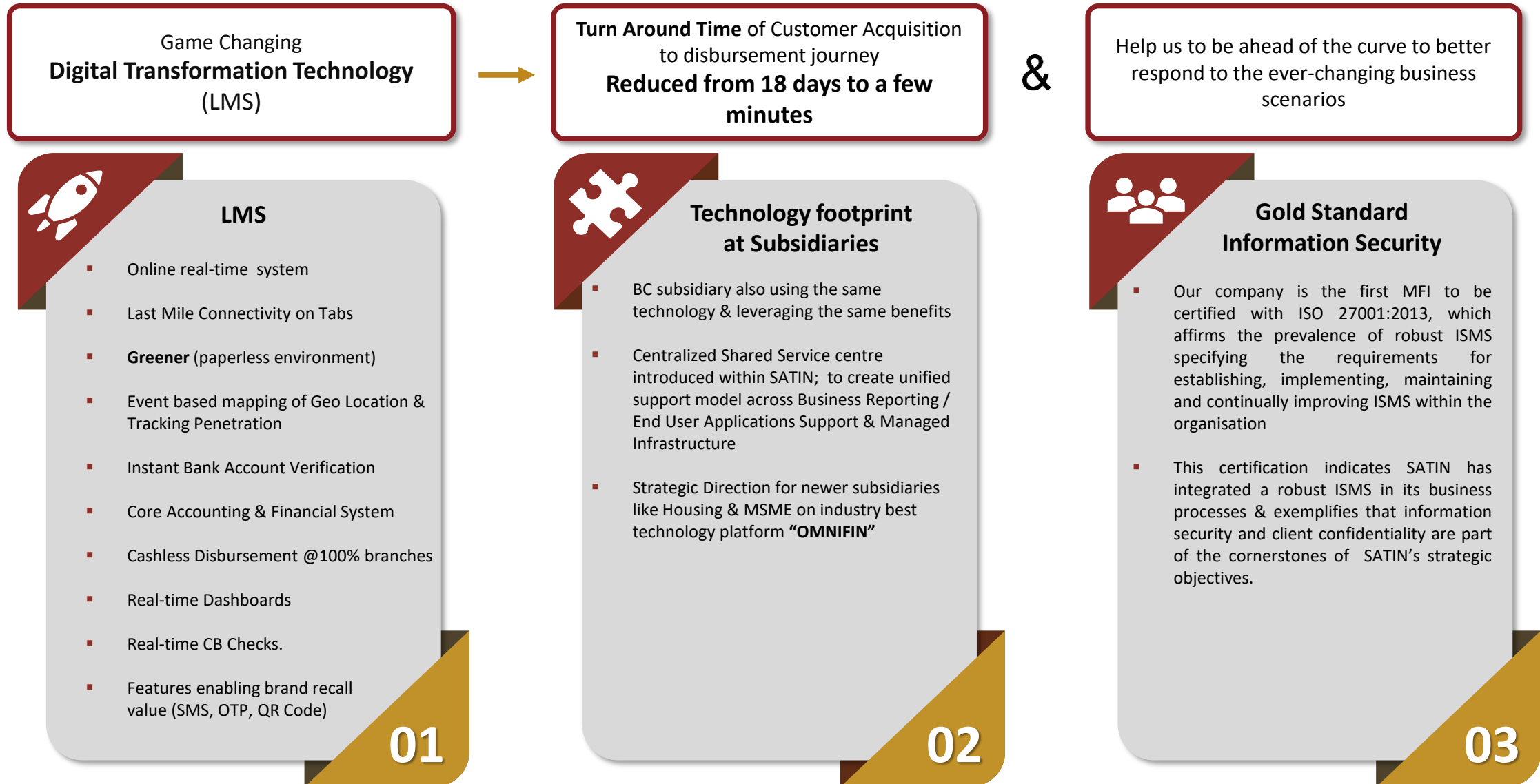


Particulars	FY17	FY18	FY19	FY20	Q1FY21
No. of Districts - JLG	236	306	359	397	393
% of Districts with <1% exposure	88.1%	92.5%	96.4%	96.5%	96.4%
% of Districts with >2%	2.1%	1.0%	0.6%	0.5%	0.5%

% of Top 10 Districts to Net-worth



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



Centralized Shared Services (Vision, Scope & Task Criteria)



Aimed 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 and 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

Tele Verification Response Report is a way to evaluate quality of process followed to disburse a loan and prevent the occurrence of issues or defects in the process

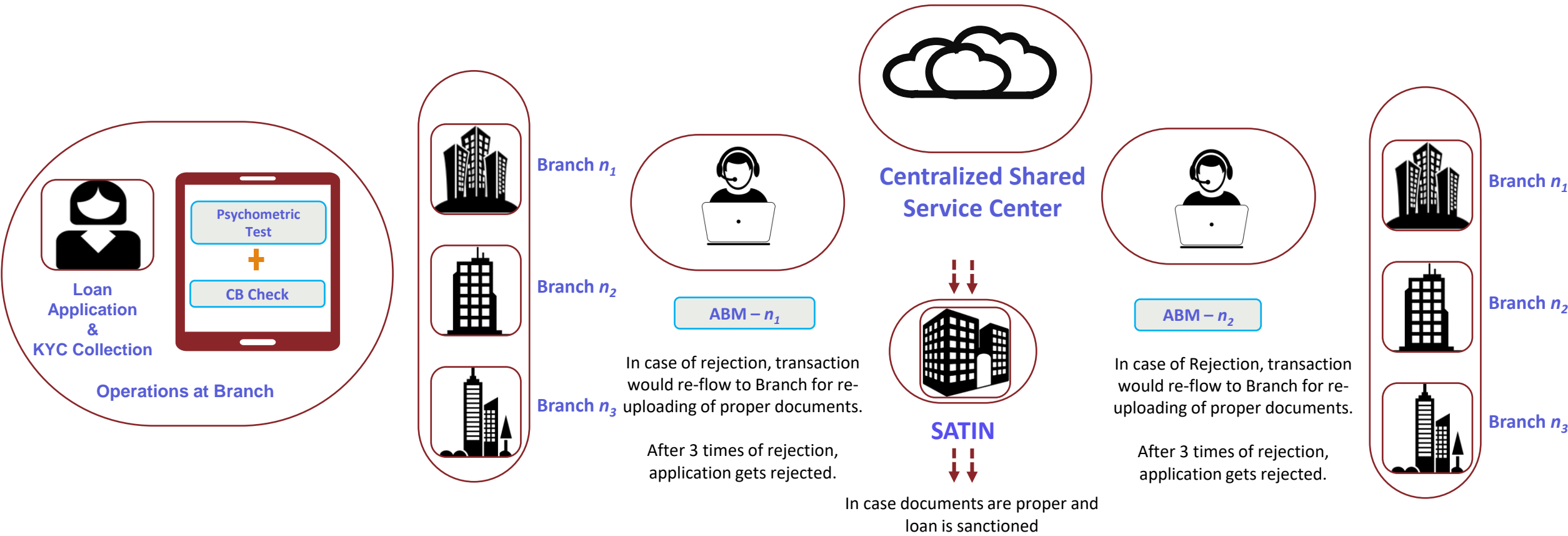
IVR

Interactive Voice Response 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 stats

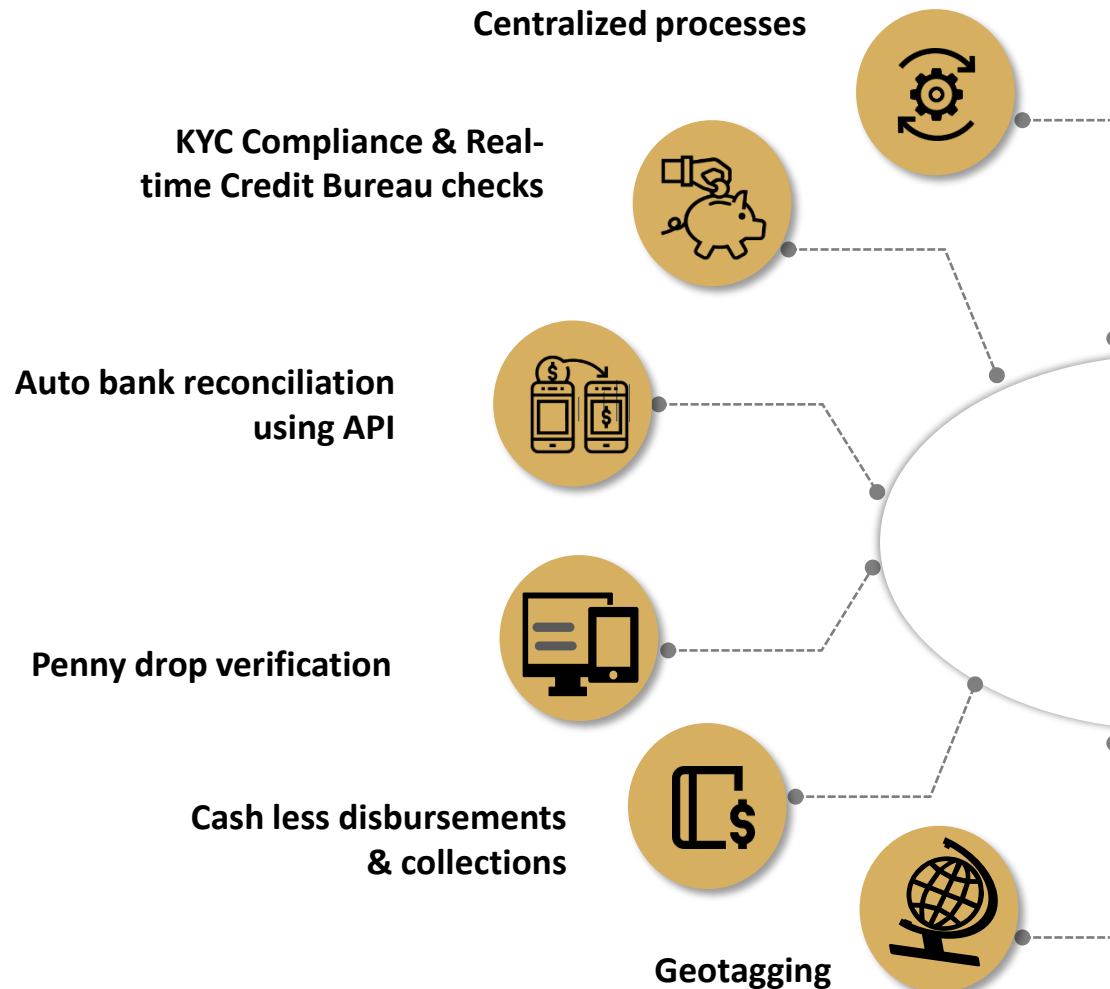
Centralized Shared Services



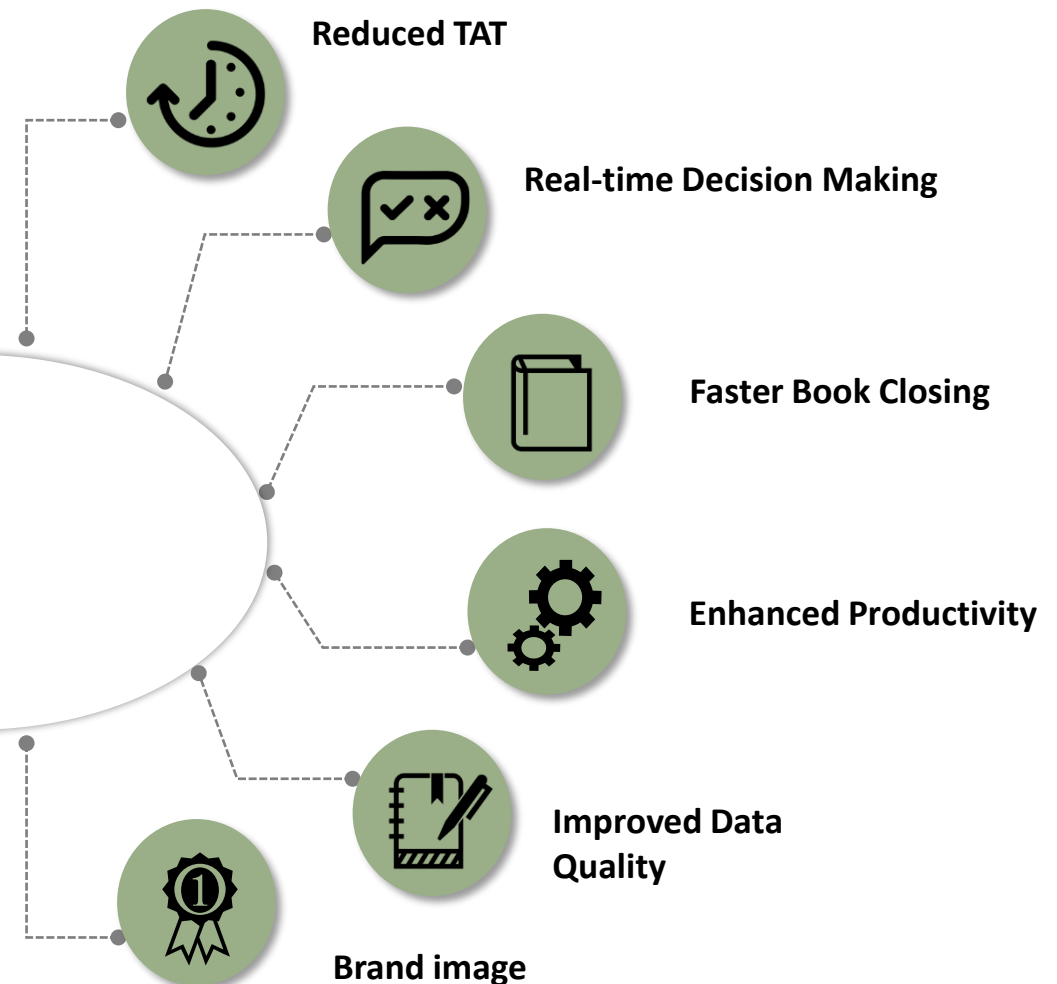
... leading to Operating Efficiency & Scalability



New initiatives...



..leading to improved processes



4. Robust Underwriting Processes



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

...Full-fledged in-house Internal Audit



Full-fledged in-house Internal Audit



101

Zonal Auditors &
Regional Auditors

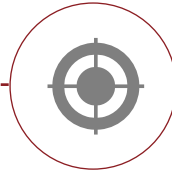
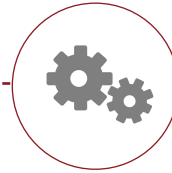


100% Digital

on Audit Reports and Findings

Quarterly Audit

Regional Office, Branch & Social
Performance Management



Feedback based

Compliance Audit

3,876 Audits

completed in FY20

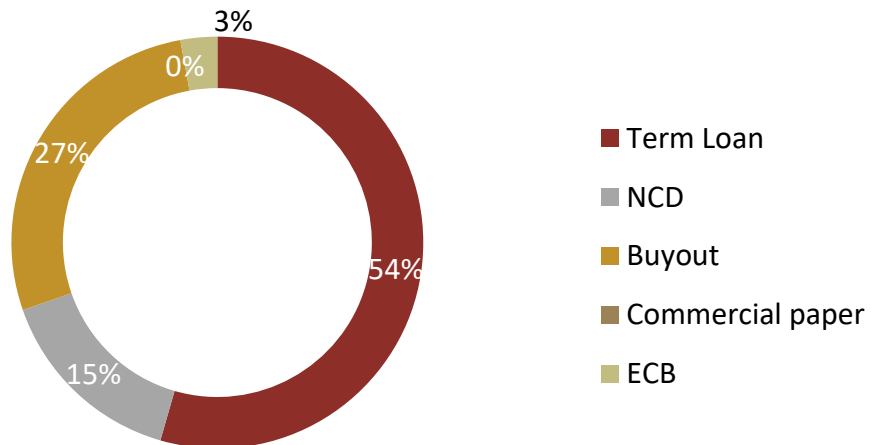
18 man-days

field audit per auditor per month

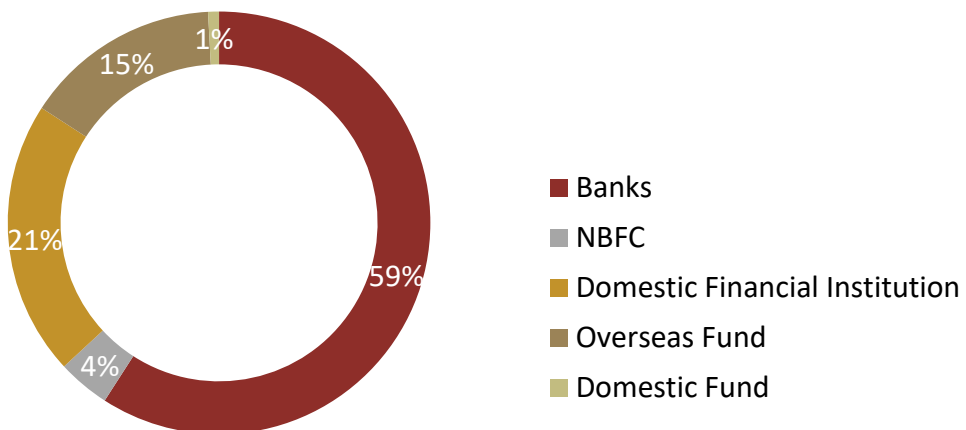
5. We have a well-diversified Liability Profile...

... insulated from Capital Market Turbulence

Product-wise Jun'20



Lender-wise Jun'20



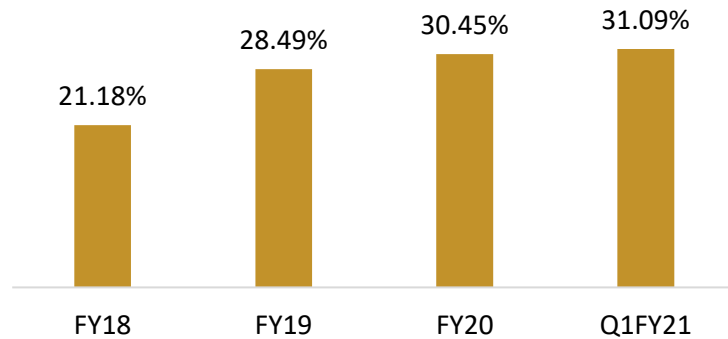
Large Lender Base
61 Active Lenders

Top 10 Funders	% Share as on 30 th Jun'20
NABARD	14%
State Bank of India	10%
Indian Bank	7%
SIDBI	6%
Standard Chartered Bank	4%
Bank of Baroda	4%
Bank of Maharashtra	4%
Blue Orchard Microfinance Fund	4%
IDFC First Bank	4%
HSBC	3%
Total of top 10 lenders	60%

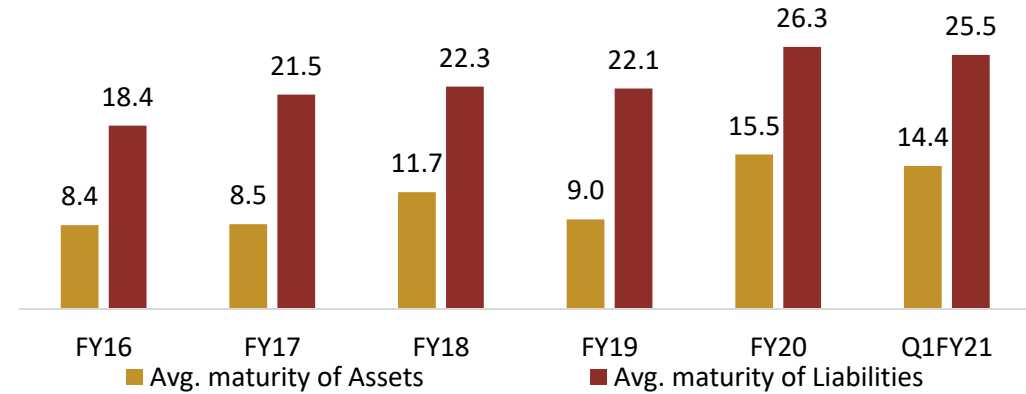
6. Strong Capitalization with Ample Liquidity



Healthy CRAR to support Growth Opportunities



Benefit of positive ALM continues



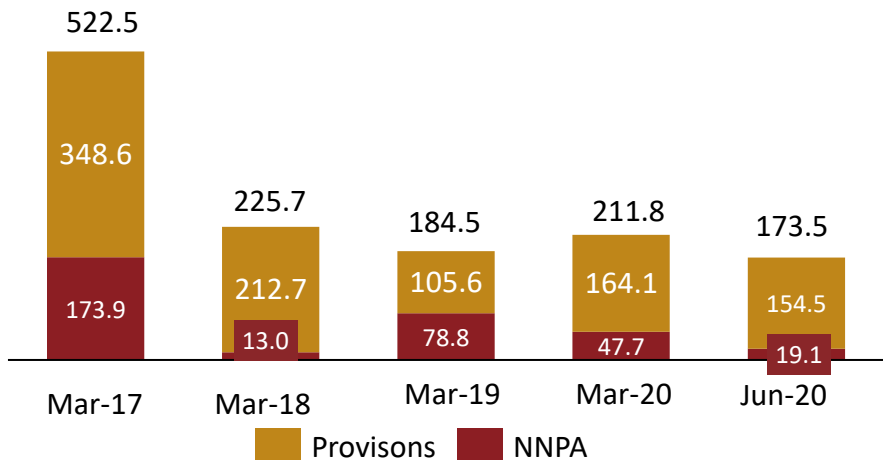
Static ALM as on 30 th Jun'20 (Rs. Crore)	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Total
Inflows							
Liquidity at the beginning of month*	1,652	1,434	1,423	1,462	1,537	1,646	1,652
Principal - Loan portfolio	237	197	239	250	239	223	1,386
Interest - Loan portfolio	54	61	77	77	71	65	405
Total (A)	1,943	1,692	1,739	1,789	1,848	1,934	3,443
Outflows							
Principal repayments	475	193	234	224	170	364	1,658
Interest repayments	35	76	44	29	31	48	263
Total (B)	509	268	278	252	201	412	1,921
Cumulative Mismatch (A-B)	1,434	1,423	1,462	1,537	1,646	1,522	1,522

*Excluding margin money deposits Rs 248.4 crore lien with Lenders and undrawn sanction in hand Rs.1006 crore as on Jun'20; Principal repayments of only on-book portfolio are factored in the cashflows

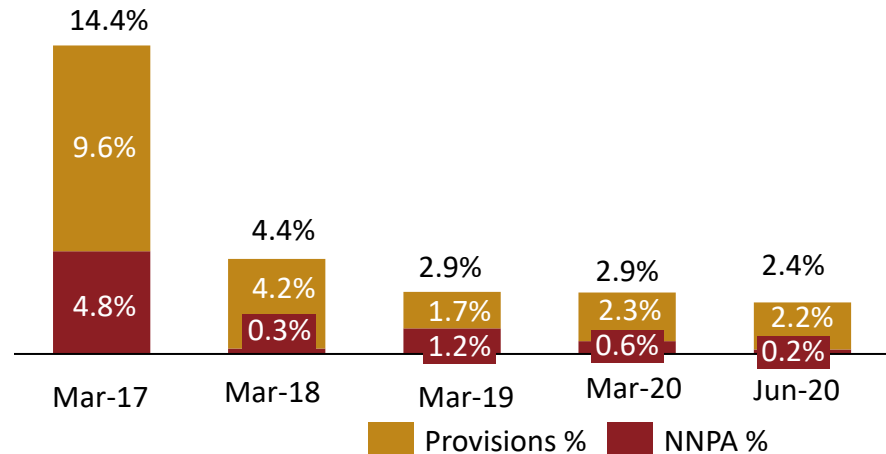
... With improving asset quality



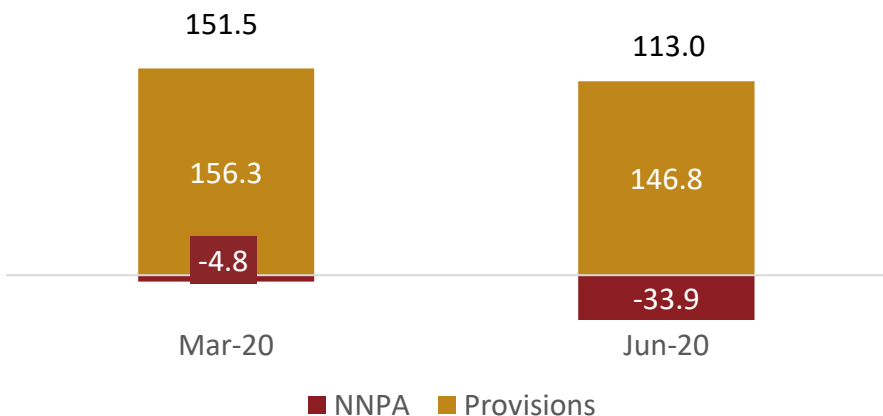
GNPA, Provisions & NNPA on AUM (Rs. crore)



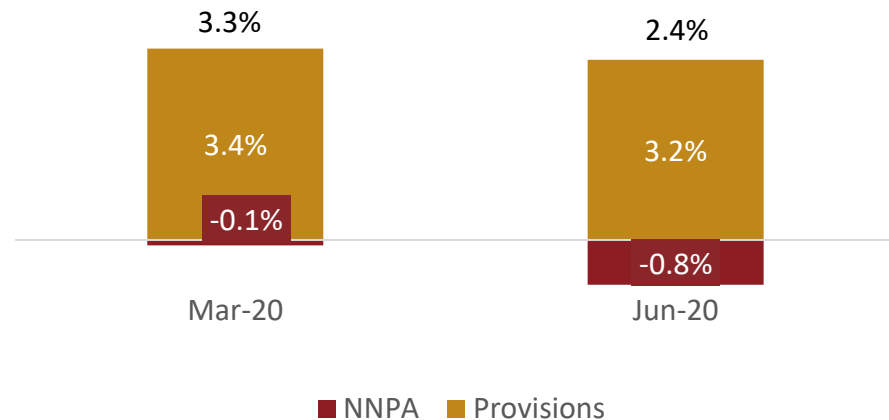
GNPA, Provisions & NNPA on AUM (%)



On-book Provisions & NNPA (Rs. crore)



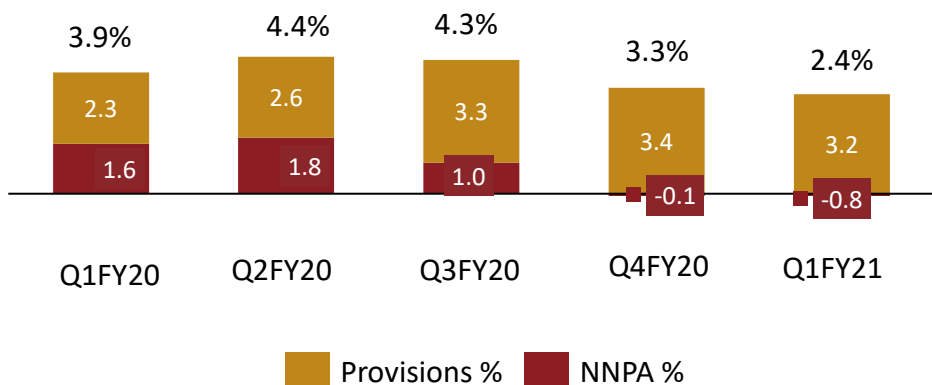
On-book Provisions & NNPA (%)



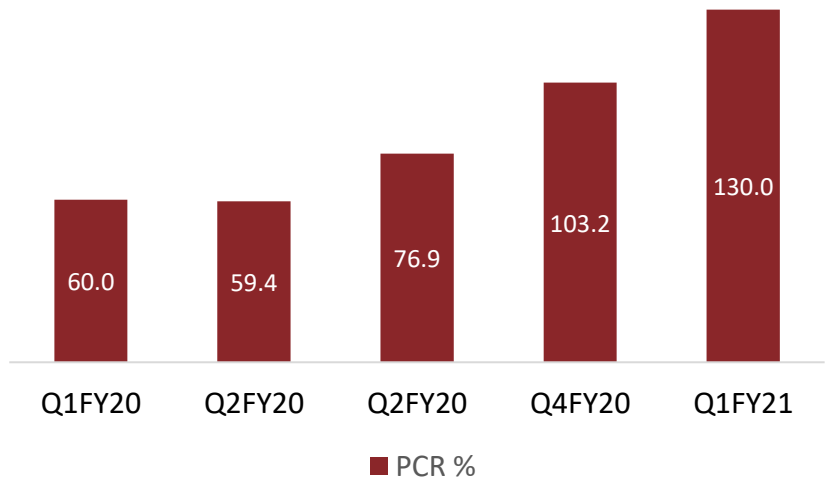
... With improving asset quality – Quarterly



On- book GNPA, Provisions & NNPA (%)



Provision Coverage Ratio (%)

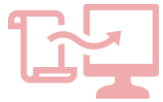
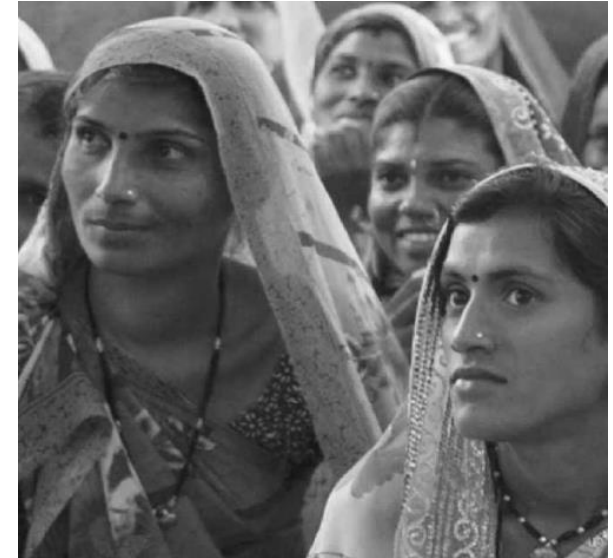


On- book PCR at 130% in June-20 is the highest in the last few years

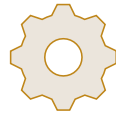


MULTIPLE GROWTH LEVERS..

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

Industry Performance



14,275 (+22% Y-o-Y)

Branch Network

116,738 (+25% Y-o-Y)

Employee Base

3.2 crore (+19% Y-o-Y)

Total Clients

3.9 crore (+24% Y-o-Y)

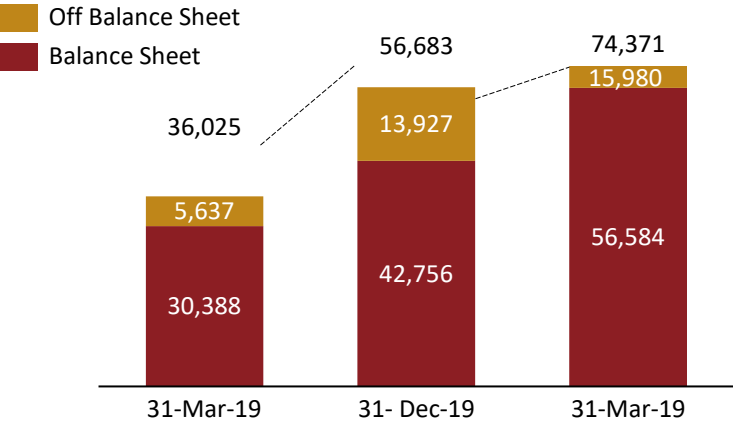
Total Loan Accounts

Rs. **27,754** (+15% Y-o-Y)

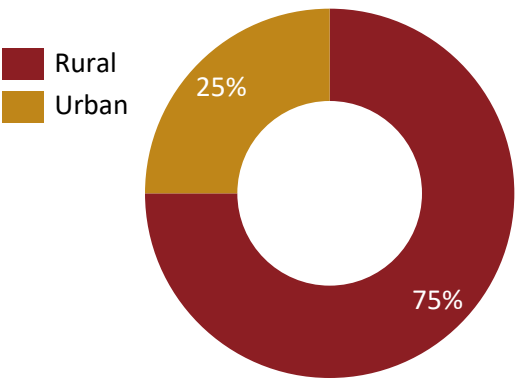
Average Ticket Size

Rs. **74,371 crore** (+31% Y-o-Y)

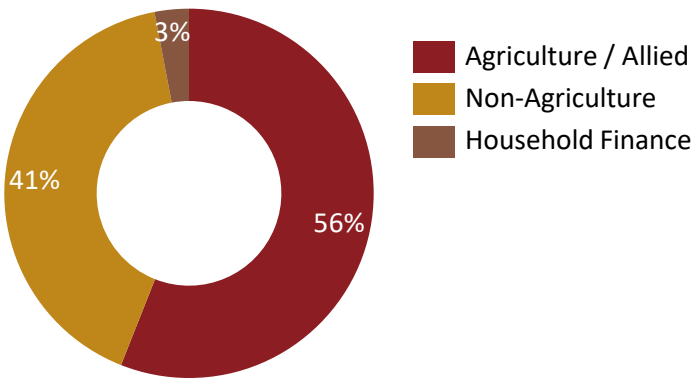
Assets Under Management (AUM)



Loan Portfolio (Rs. crore)



Breakup of GLP geography (31st Mar' 2020)



Breakup of GLP purpose (31st Mar' 2020)

Source: MFIN Micrometer March 2020, Data is for Microfinance companies

Diversification with allied product offerings



Taraashna Financial Services Ltd - TFSL

- » Acting as a business correspondent, TFSL provides credit to clients in rural and semi-urban areas on behalf of partner banks and NBFCs
- » The cashless disbursement percentage has reached almost 92% of TFSL's total disbursement for Jun'20, 5% collection through cashless mode
- » TFSL has a low risk business model which is highly capital efficient
- » AUM stood at Rs. 677 crore, with presence across 7 states
- » The Company operates through 208 branches, has more than 3.6 lakh active loan clients

Satin Housing Finance Ltd (SHFL)

- » 100% retail book comprising of:
 - » Affordable home loans – 87%
 - » Loan against property – 13%
- » Excellent portfolio quality since inception, Collection Efficiency of >80% during lockdown
- » Mainly caters to customers belonging to Middle and Low-Income Groups in peripherals of Tier II and below cities
- » CRAR of 98.84% and gearing of 1.41. Total equity stands at Rs. 80 crore
- » AUM Rs. 144 crore, with presence across 4 states with 1,305 customers
- » Standalone rating of BBB (Stable) from CARE
- » 9 active lenders including NHB refinance

Satin Finserv Limited (SFL)

- » Incorporated in Aug'18, got license from RBI to start business in Jan'19
- » Standalone credit rating of CARE BBB- (Stable)
- » Gross Loan Portfolio of Rs. 118 crore in Q1FY21
- » CRAR for Q1FY21 is 88.08%
- » Total equity stands at Rs. 102.5 crore
- » Business focus on secured retail MSME lending, wholesale lending to small NBFC MFI and others
- » 15 Branches across 8 states with 1,099 active loan clients
- » SFL too has been moved to in-house software

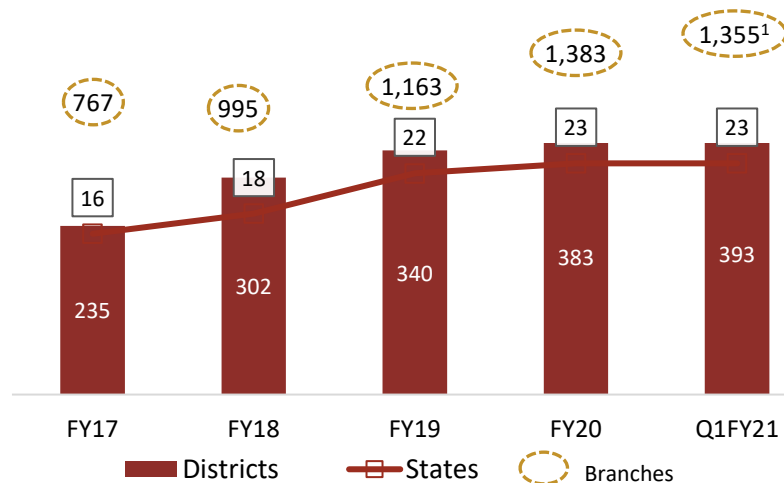


KEY FINANCIAL & OPERATIONAL METRICS

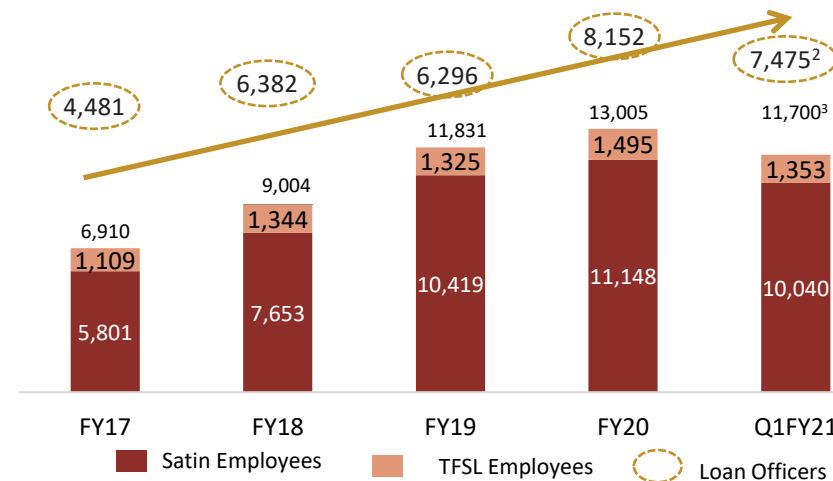
Key Operation Metrics



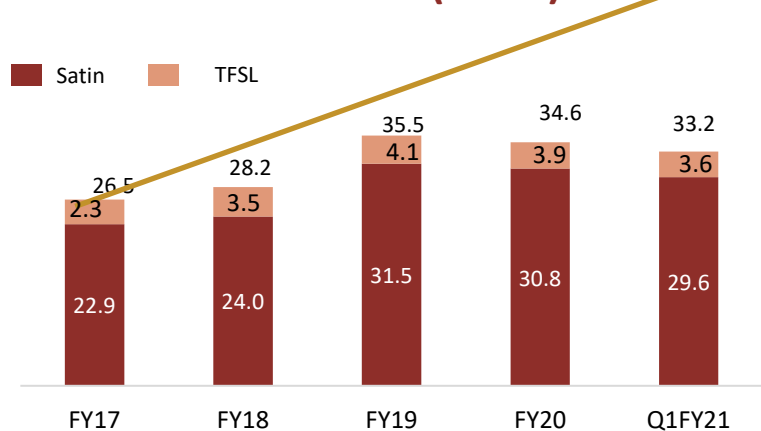
Districts, States and Branches



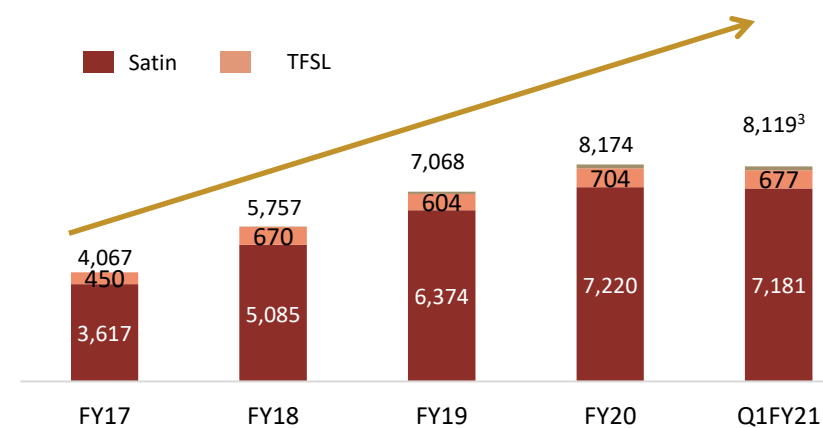
Employees & Loan Officers



Clients (lakhs)



Gross Loan Portfolio (Rs. crore)

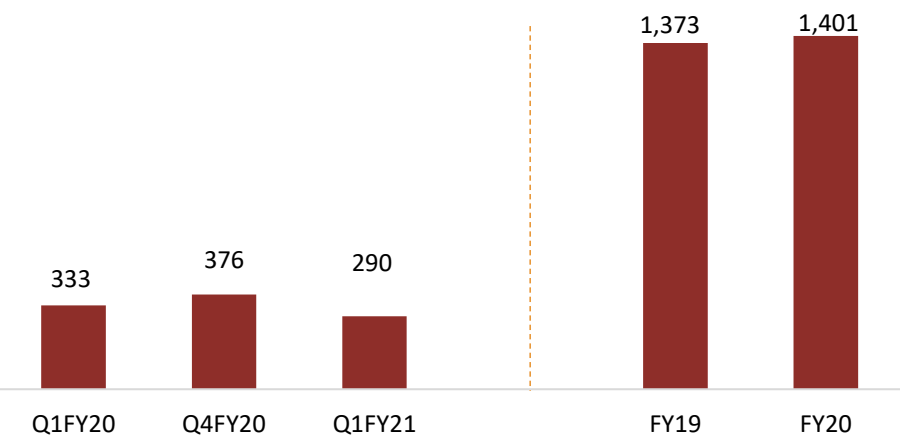


Note: (1) Data on Consolidated basis. On a standalone basis, the number of branches were 1,117; (2) Data on a consolidated basis. On a standalone basis the number of loan officers were 6,324; (3) Consolidated figures includes Satin Housing Finance Limited and Satin Finserv Ltd.

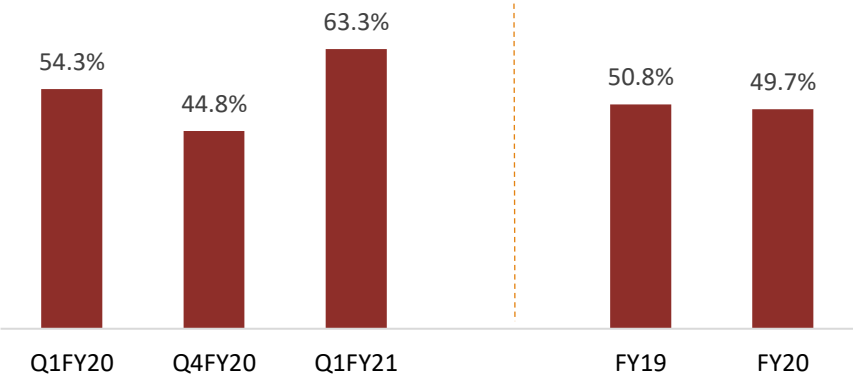
Key Standalone Financials



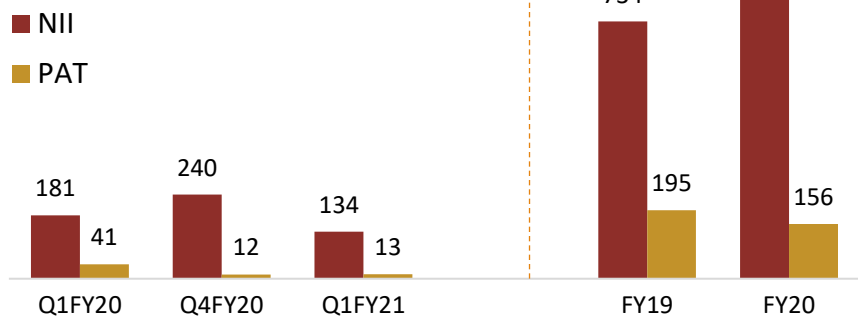
Gross Income (Rs. crore)



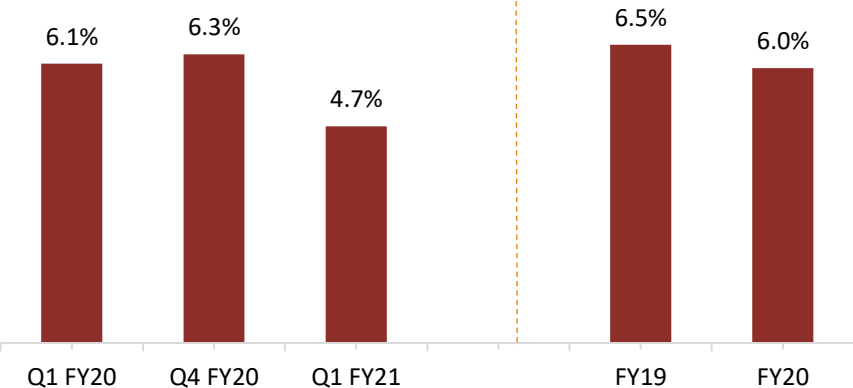
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



Opex to GLP (%)





FINANCIAL & OPERATIONAL DETAILS (Consolidated)

Annexure – Business Details – Consolidated



Particulars	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ%
AUM (Rs. crore)	8,119	7,139	13.7%	8,174	-0.7%
On-Book AUM*	4,653	4,344	7.1%	4,621	0.7%
Securitization	46	246	-81.3%	46	-0.1%
Assignment	2,009	1,475	36.2%	2,056	-2.3%
Business Correspondence	519	648	-19.9%	543	-4.5%
TFSL - Business Correspondence	677	542	24.9%	704	-3.8%
SHFL - Housing Finance	144	101	42.5%	139	3.4%
SFL	118	30	-299.3%	111	6.4%
AUM Mix (Rs. crore)	8,119	7,139	13.7%	8,174	-0.7%
MFI Lending	6,349	5,523	14.9%	6,380	-0.5%
Product Financing	26	9	194.7%	30	-12.1%
MSME	287	287	-0.1%	267	7.4%
Business Correspondence - IndusInd Bank	519	648	-19.9%	543	-4.5%
TFSL - Business Correspondence	677	542	24.9%	704	-3.8%
SHFL - Housing Finance	144	101	42.5%	139	3.4%
SFL	118	30	299.3%	111	6.4%
No. of Branches	1,355	1,228	10.3%	1,383	-2.0%
SCNL	1,117	1,024	9.1%	1,140	-2.0%
TFSL	208	186	11.8%	213	-2.3%
SHFL	15	6	150.0%	15	0.0%
SFL	15	12	25.0%	15	0.0%

*includes securitization, differences due to rounding off

Annexure – Business Details – Consolidated



Particulars	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ%
No. of Employees	11,700	11,085	5.5%	13,005	-10.0%
SCNL	10,040	9,555	5.1%	11,148	-9.9%
TFSL	1,353	1,342	0.8%	1,495	-9.5%
SHFL	185	106	74.5%	216	-14.4%
SFL	122	82	48.8%	146	-16.4%
No. of Loan Officers	7,475	7,023	6.4%	8,152	-8.3%
SCNL	6,324	5,992	5.5%	6,863	-7.9%
TFSL	948	935	1.4%	1,068	-11.2%
SHFL	94	54	74.1%	106	-11.3%
SFL	109	42	159.5%	115	-5.2%
No. of Active Clients	3,323,727	3,604,373	-7.8%	3,458,304	-3.9%
SCNL	2,956,790	3,226,519	-8.4%	3,082,146	-4.1%
TFSL	364,533	376,746	-3.2%	373,779	-2.5%
SHFL	1,305	829	57.4%	1,266	3.1%
SFL	1,099	279	293.9%	1,113	-1.3%
Average Ticket Size					
MFI Lending (SCNL)	16,000	29,000	-44.8%	37,000	-56.8%
Product Financing (SCNL)	2,050	3,722	-44.8%	4,200	-51.1%
TFSL	23,900	28,600	-16.4%	31,200	-23.4%
SHFL	1,253,000	1,386,000	-9.6%	1,257,000	-0.3%
SFL	1,074,000	622,900	72.4%	997,000	7.7%

Annexure – P&L Statement – Consolidated



Particulars (Rs. crore)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %	FY20	FY19	YoY%
Revenue								
Interest and Fee Income	258	249	3.6%	257	0.4%	994	1,116	-11.0%
DA Income	14	39	-64.9%	85	-83.9%	236	133	76.9%
Treasury Income	20	30	-34.0%	23	-12.8%	117	95	23.7%
BC Fees	12	31	-61.7%	35	-65.9%	127	87	45.9%
Other Operating Income	7	4	67.0%	10	-26.0%	29	13	117.8%
Total Revenue	311	353	-12.1%	409	-24.1%	1,503	1,445	4.0%
Expenses								
Finance Cost	160	154	4.2%	139	15.1%	589	642	-8.3%
Employee Benefit Expenses	79	86	-8.0%	90	-12.0%	351	305	15.0%
Credit Cost & FLDG for BC	33	20	68.5%	127	-73.9%	223	58	280.8%
Other Expenses	17	25	-32.7%	30	-43.5%	111	110	0.5%
Depreciation and amortization expense	4	4	-2.6%	5	-25.4%	18	13	40.2%
Total Expenses	293	289	1.6%	391	-25.0%	1,292	1,129	14.4%
Profit Before Tax	17	65	-73.3%	18	-5.0%	212	316	-33.0%
Tax expense	4	23	-81.3%	5	-11.7%	57	114	-50.4%
Profit after Tax	13	41	-68.8%	13	-2.4%	155	201	-23.1%
Other comprehensive income net of taxes	5	8	-35.4%	33	-83.7%	45	25	78.1%
Total Comprehensive Income	18	49	-63.0%	46	-60.8%	200	227	-11.9%



FINANCIAL & OPERATIONAL DETAILS (Standalone)

Annexure - Operational Details – Standalone (Quarterly)



Particulars	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %
Gross AUM (Rs. crore)	7,181	6,467	11.0%	7,220	-0.5%
No. of districts	305	350	-12.9%	383	-20.4%
No. of branches	1,117	1,024	9.1%	1,140	-2.0%
No. of States of operation	23	22	4.5%	23	0.0%
No. of Employees	10,040	9,555	5.1%	11,148	-9.9%
No. of Loan Officers	6,324	5,992	5.5%	6,863	-7.9%
No. of Loan accounts	3,427,761	3,781,085	-9.3%	3,615,690	-5.2%
Disbursement during the period (Rs. crore)	54	1,806	-97.0%	2,516	-97.9%
No. of loans disbursed during the period	23,331	632,825	-96.3%	726,661	-96.8%

Particulars	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %
Productivity Metrics for MFI lending					
Gross AUM/ Branch (Rs. crore)	6.2	6.1	1.7%	6.1	1.0%
Gross AUM/ Loan Officer (Rs. crore)	1.1	1.0	5.4%	1.0	7.7%
Disbursement/ Branch (Rs. crore)	0.0	1.7	-98.1%	2.2	-98.5%
Disbursement/ Loan Officer (Rs. crore)	0.0	0.3	-98.0%	0.4	-98.4%
No. of Clients/ Branch	2,569	3,135	-18.1%	2,627	-2.2%
No. of Clients/ Loan Officer	453	533	-15.0%	434	4.4%
Average Ticket Size (Rs.)	16,000	29,000	44.8%	37,000	-56.8%

Annexure - Financial Performance – Standalone



Particulars (Rs. crore)	Q1FY21	Q1FY20	Q4FY20	FY20	FY19
Gross yield ⁽¹⁾	16.08%	20.74%	22.07%	20.61%	23.97%
Financial Cost Ratio ⁽²⁾	8.64%	9.45%	7.95%	8.49%	11.15%
Net Interest Margin ⁽³⁾	7.44%	11.29%	14.12%	12.12%	12.81%
Operating Expense ratio ⁽⁴⁾	4.72%	6.13%	6.32%	6.02%	6.51%
Loan Loss Ratio ⁽⁵⁾	1.76%	1.12%	6.81%	2.97%	0.96%
RoA ⁽⁶⁾	0.72%	2.46%	0.72%	2.26%	3.01%
RoE ⁽⁸⁾	3.52%	13.50%	3.49%	12.00%	19.08%
Leverage (Total Debt ⁽⁷⁾ / Total Net Worth)	3.62	3.91	3.72	3.72	4.55
Cost to Income Ratio	63.34%	54.28%	44.76%	49.66%	50.83%

Asset Quality	Q1FY21	Q1FY20	Q4FY20	FY20	FY19
GNPA %	2.4	2.8	2.9	2.9	2.9
ECL as % of AUM	2.2	1.7	2.3	2.3	1.7

1. Gross Yield represents the ratio of total Income in the relevant period to the average AUM
2. Financial Cost Ratio represents the ratio of interest Expense in the relevant period to the Average AUM
3. Net Interest Margin represents the difference between the Gross Yield and the Financial Cost Ratio
4. Operating Expenses Ratio represents the ratio of the Operating Expenses (expenses including depreciation but excluding Credit Cost and interest Expense) to the Average AUM
5. Loan Loss Ratio represents the ratio of credit cost (including FLDG on BC) to the Average AUM
6. RoA is annualized and represents ratio of PAT to the Average Total Assets
7. Total Debt includes Securitization and preference shares considered as debt in accordance of IndAS
8. RoE is annualized and represents PAT(Post Preference Dividend) to the average equity (i.e., net worth excluding preference share capital)

Annexure - P&L Statement– Standalone



Particulars (Rs. crore)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %	FY20	FY19	YoY%
Revenue								
Interest and Fee Income	248	245	1.1%	247	0.4%	966	1,113	-13.2%
DA Income	14	39	-64.9%	85	-83.9%	236	133	76.9%
Treasury Income	19	28	-31.2%	21	-8.4%	112	91	22.0%
BC Income	3	16	-79.9%	14	-75.8%	62	25	148.9%
Other Operating Income	5	4	30.5%	9	-39.4%	25	11	135.3%
Total Revenue	290	333	-13.0%	376	-22.9%	1,401	1,373	2.0%
Expenses								
Finance Cost	156	152	2.5%	135	15.4%	577	639	-9.7%
Employee Benefit Expenses	67	73	-8.6%	75	-11.7%	297	265	12.0%
Credit Cost & FLDG for BC	32	18	77.5%	116	-72.6%	202	55	264.7%
Other Expenses	15	22	-32.3%	28	-47.1%	97	97	0.4%
Depreciation and amortization expense	3	3	-3.2%	5	-25.5%	15	11	34.3%
Total Expenses	272	268	1.6%	359	-24.1%	1,188	1,067	11.3%
Profit Before Tax	17	65	-73.3%	17	2.4%	213	306	-30.3%
Tax expense	5	24	-80.9%	4	1.1%	57	111	-48.6%
Profit After Tax	13	41	-68.9%	12	2.9%	156	195	-19.9%
Other comprehensive income net of taxes	5	8	-35.9%	33	-83.7%	45	25	77.5%
Total Comprehensive Income	18	50	-63.4%	46	-60.0%	201	220	-8.8%



FINANCIAL & OPERATIONAL DETAILS (Subsidiaries)

Annexure - P&L Statement – TFSL



Particulars (Rs. crore)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %	FY20	FY19	YoY%
Revenue								
Total Revenue	10.4	16.2	-35.7%	22.2	-53.0%	69.8	68.3	2.2%
Expenses								
Finance Cost	0.9	0.5	87.7%	0.8	21.9%	3.2	2.5	28.4%
Employee Benefit Expenses	8.5	9.9	-14.3%	9.4	-9.0%	38.3	35.3	8.3%
Credit Cost	0.8	2.0	-60.4%	4.2	-80.9%	13.4	5.7	133.5%
Other Expenses	1.6	2.1	-25.4%	7.7	-79.5%	14.4	11.1	29.6%
Depreciation and amortization expense	0.4	0.4	-5.7%	0.4	-14.5%	1.7	1.1	58.5%
Total Expenses	12.2	15.0	-18.5%	22.5	-45.7%	71.0	55.7	27.3%
Profit Before Tax	-1.8	1.2	-246.8%	-0.3	517.7%	-1.2	12.6	-109.5%
Tax expense	-0.5	0.4	-222.5%	0.1	-590.0%	-0.2	4.1	-104.6%
Profit After Tax	-1.3	0.8	-258.7%	-0.4	233.7%	-1.0	8.4	-111.9%
Other comprehensive income net of taxes	0.0	0.0	-	0.2	-	0.3	0.1	304.3%
Total Comprehensive Income	-1.3	0.8	-258.7%	-0.2	744.0%	-0.7	8.5	-108.9%

Annexure - P&L Statement – SHFL



Particulars (Rs. crore)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %	FY20	FY19	YoY%
Revenue								
Interest and Fee Income	5.1	3.2	56.0%	5.1	-1.0%	16.8	4.5	277.4%
Treasury Income	0.4	0.3	42.9%	0.6	-26.2%	1.9	1.0	83.4%
Other income	0.1	0.2	-4.1%	0.8	-81.5%	2.3	1.6	43.1%
Total Revenue	5.7	3.7	52.4%	6.5	-13.2%	21.0	7.1	196.9%
Expenses								
Finance cost	3.3	1.4	128.9%	2.9	13.2%	8.3	1.1	651.0%
Employee benefit expenses	2.4	2.1	12.1%	3.1	-23.3%	9.7	4.8	102.0%
Credit Cost	0.1	0.1	-26.4%	0.9	-92.7%	1.2	0.3	285.6%
Other expenses	0.4	0.8	-47.4%	0.0	1141.6%	2.5	2.3	9.5%
Depreciation and amortization expenses	0.1	0.1	-5.0%	0.1	-39.9%	0.5	0.1	413.3%
Total Expenses	6.2	4.5	37.3%	7.1	-12.6%	22.2	8.6	158.7%
Profit Before Tax	-0.5	-0.8	-32.5%	-0.6	-4.9%	-1.2	-1.5	-18.6%
Tax expense	-0.2	-0.2	-26.2%	-0.1	37.3%	-0.3	-0.3	2.0%
Profit After Tax	-0.4	-0.6	-34.7%	-0.5	-15.4%	-0.9	-1.2	-23.4%
Other comprehensive income	-	-	-	-	-	-	-	-
Total Comprehensive Income	-0.4	-0.6	-34.7%	-0.4	-12.7%	-0.9	-1.2	-25.6%

Annexure - P&L Statement – SFL



Particulars (Rs. crore)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ %	FY20
Revenue						
Interest and Fee Income	5.78	1.11	418.9%	5.72	1.1%	13.59
Treasury Income	0.15	0.04	334.9%	0.06	158.2%	0.24
Other income	0.06	0.02	152.6%	0.08	-30.6%	0.18
Total Revenue	5.99	1.17	411.3%	5.86	2.3%	14.02
Expenses						
Finance cost	0.99	0.21	370.6%	0.73	35.6%	1.76
Employee benefit expenses	1.68	1.12	50.3%	2.11	-20.2%	6.67
Credit Cost	0.51	0.07	586.5%	0.56	-9.1%	1.46
Other expenses	0.64	0.86	-25.6%	0.42	54.3%	3.13
Depreciation and amortization expenses	0.04	0.00	1828.5%	0.09	-50.3%	0.11
Total Expenses	3.86	2.27	70.3%	3.90	-0.9%	13.14
Profit Before Tax	2.13	(1.10)	-294.2%	1.96	8.7%	0.88
Tax expense (DTA)	0.53	(0.29)	-282.7%	0.53	0.7%	0.24
Profit After Tax	1.60	(0.80)	-298.4%	2.49	-35.9%	0.65
Other comprehensive income	0.05	-	-	-0.02	-	-
Total Comprehensive Income	1.64	(0.80)	-304.1%	2.47	-33.4%	0.65

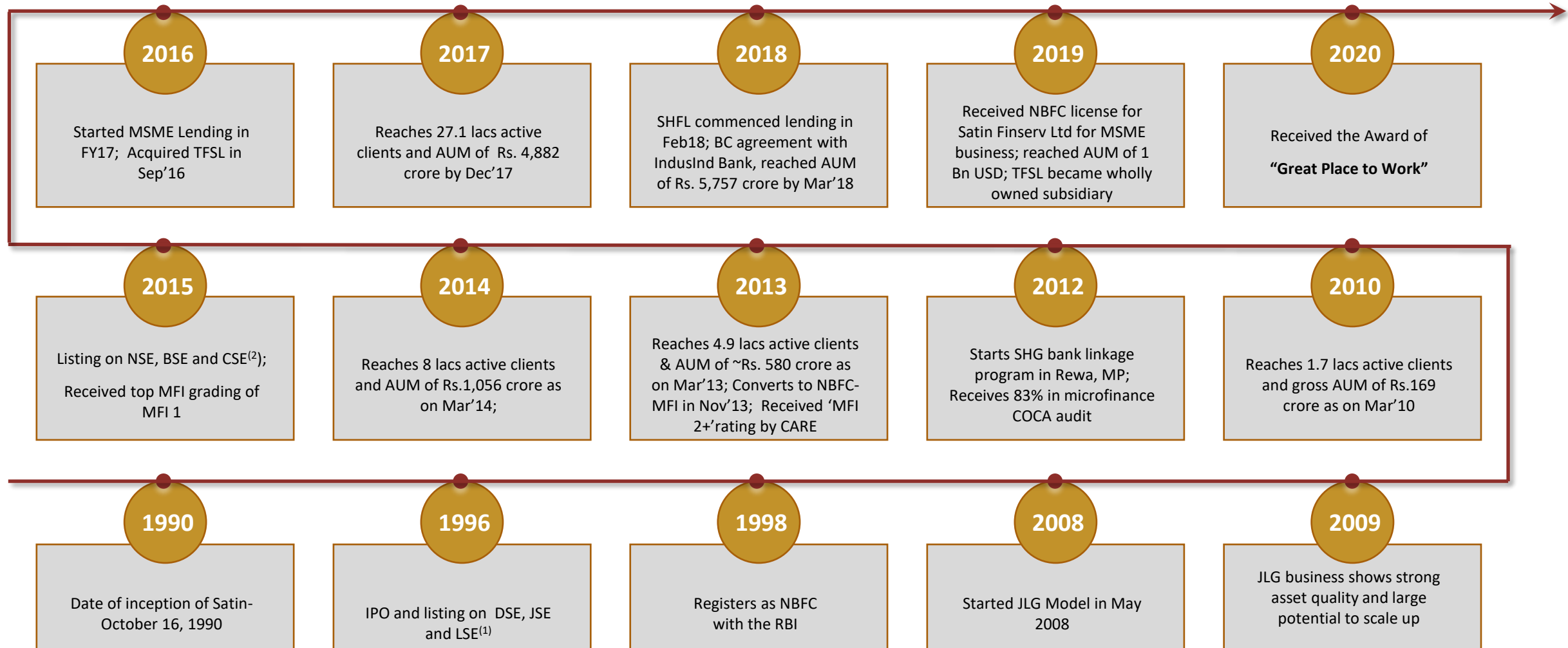
A large, stylized graphic of the SATIN logo, consisting of a thick, gold-colored chevron shape. Inside the chevron, there is a red band filled with various yellow icons representing social and economic themes, such as people, houses, hearts, suns, bicycles, and financial symbols like the rupee and a star.

COMPANY BACKGROUND

Key milestones: Crossed the USD 1 billion AUM mark



Business Timeline

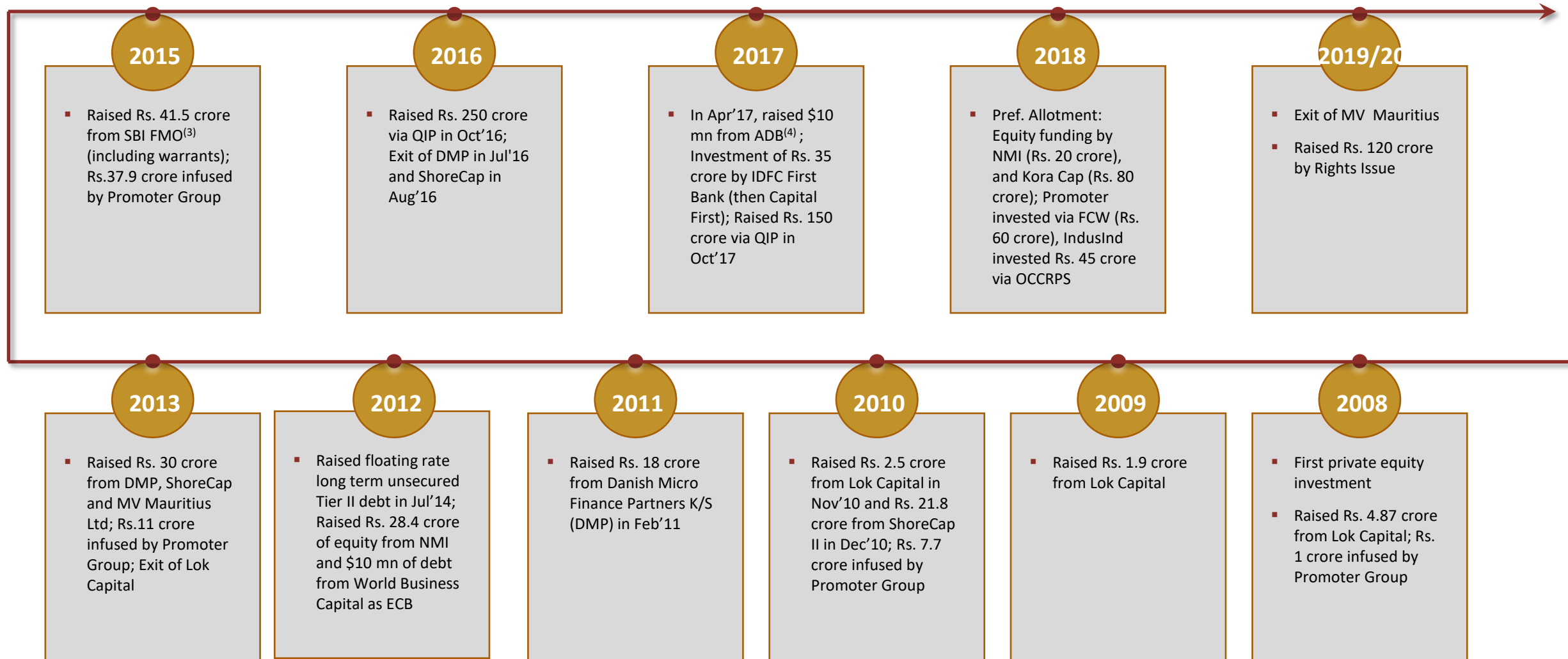


Note: 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE- Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

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

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
- Rights Issue of Rs. 120 crore in Aug 2020 in peak of COVID-19 crisis



Promoter Commitment

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

Key Shareholders



Mutual Funds

- DSP
- Aditya Birla
- UTI



Financial Institutions

- IDFC First Bank Ltd
- IndusInd Bank Ltd



Foreign Portfolio Investor

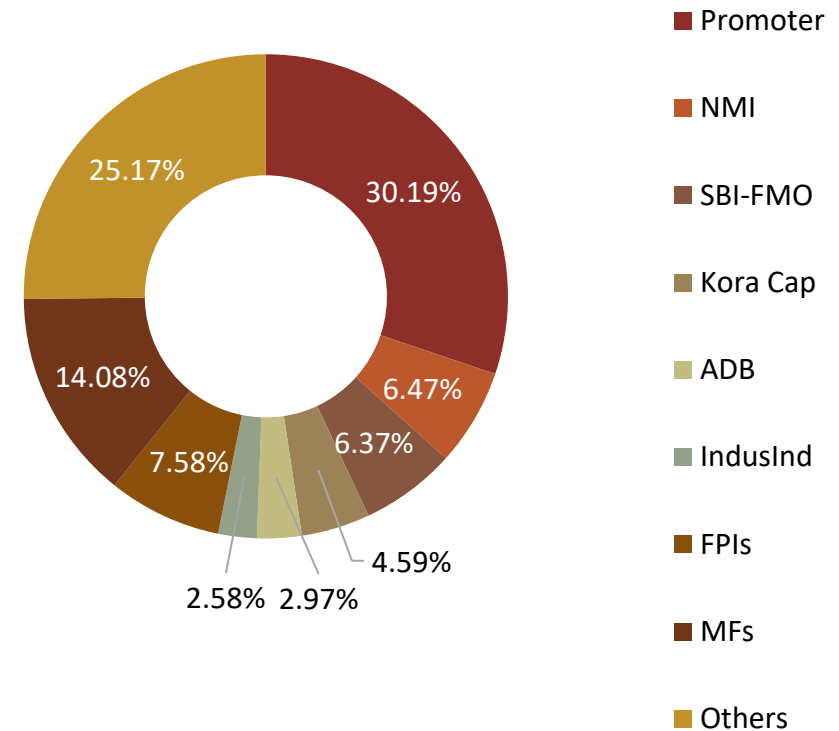
- Morgan Stanley
- Government Pension Fund Global
- Massachusetts Institute of Technology



Foreign Bank

- Asian Development Bank

Marquee Shareholder Base As on Jun 30, 2020



Making a Difference to the Community



Women Financial Empowerment Workshops

6 Workshops for our clients in 5 states with average participation of 300-350 clients



Health Check-up Camps

5 Free health check-up camps for the community in Assam and Odisha



Financial Awareness Camps

9 Awareness camps in Sivasagar region on Credit Discipline and Financial Literacy, in the wake of Assam crisis.



Skill Development Training

6 Skill development trainings in partnership with USHA sewing machines in Assam



Supporting Local Schools

Supporting 4 local government schools through provision of school bags to the students in Assam



Water and Sanitation (WASH) Loans & Clean Energy Loans

Financing safe water and sanitation needs of our clients in 4 states (Assam, Bihar, Uttar Pradesh and West Bengal) and providing clean energy loans for purchase of solar home lighting systems



Flood & Cyclone Relief Initiatives

Flood relief camps in West Bengal, Assam and Bihar



Building a Difference to Make a Difference



Awards and Accolades



- Mr. HP Singh, CMD, was conferred the '**Golden Globe Tiger Awards**' at an awards ceremony in Malaysia
- Mr. HP Singh received the '**Exemplary Leader**' Award
- Mr. HP Singh received Business Leader of the Year Award in NBFC Sector at World HRD Congress by ET Now



November 2018

Got sA social rating
from **Microfinanza**



December 2018

Won the "**SKOCH Award**"
for Digital Transformation



January 2019

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



July 2019

Moved up in
"**Fortune The Next 500**"



July 2019

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



September 2019

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



November 2019

Awarded "Company with Great
Manager"



February 2020

Won "National Best Employer Brand"
"Dream Companies to Work For"

WE ARE

GREAT PLACE TO WORK - CERTIFIED™

Building and Sustaining High-Performance™ Culture



Contact information



Company (Investors & Media) :

Ms. Aditi Singh

Head – Investor Relations & Corporate Communication

E: aditi.singh@satincare.com

T: +91 124 4715 400 (Ext – 222)

www.satincare.com



Thank You

SATIN CREDITCARE NETWORK LTD.

Reaching out!