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JAN 2020–DEC 2020
INDIA

Investor Presentation

November 2020

03 - 05

COVID – 19 Business Update & New Initiatives

06 -09

Overview and Key Performance Highlights

10 - 25

What makes Satin a Compelling Investment Story

26 - 39

Key Financial & Operational Metrics

40 - 46

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.

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CoVID-19 Business Update

New Initiatives

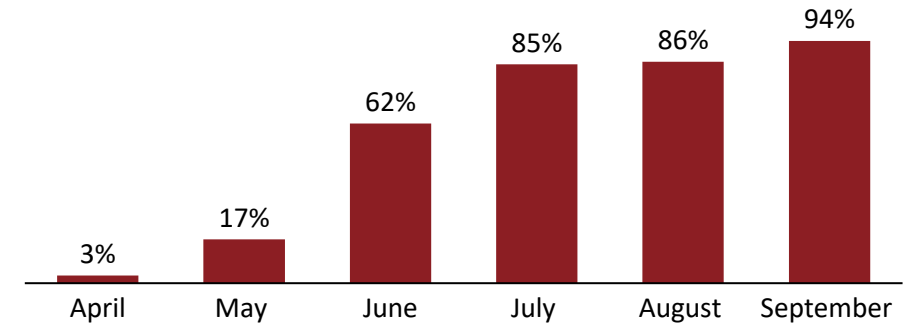


Branch Operations & Centre Meetings

- All branches were operational, and all staff has resumed work
- Disbursed Rs. 632 crore in Q2FY21, majorly done to existing customers with strong repayment history
- We have activated most of the centres
 - Focused on cashless collection and quickly launched digital collections which have seen a good traction and scale

Collection Efficiency

- Saw improvement in repayments and collections Month on Month
- The collection efficiency trends are as follows:
 - April – 3%; May – 17%; June – 62%; July – 85%; August – 86%, September - 94%
- Majority of the customers have started paying instalments



Customers connect during COVID-19

- New “Customer Service App” launched to increase digital and financial awareness among customers and to connect with brand “SATIN”
- Tele-collection activity by CSS

Credit Cost and Provisioning

- As of 30th Sep'20, on-book GNPA stood at 2.9%
- We have made adequate provisions against default risk of our book under moratorium and other exigencies; As on 30th Sep'20, on-book NNPA stood at -1.0%
 - Have made total Expected Credit Loss (ECL) of 3.9% as against our GNPA of 2.9% for on-book portfolio

Capital and Liquidity

- As of 30th Sep'20, CRAR stood at 32.33% which is well above regulatory requirements, having a robust ALM position
- Continue to maintain a healthy balance sheet liquidity with Rs. 1,962 crore of surplus funds as on 30th Sep'20, leverage of 3.6x
- Have undrawn sanctions worth Rs. 1,063 crore as on 30th Sep'20. More loan applications in advanced stage of processing
- During 1HFY21, the Board of Directors of the Company, considered and approved the fund raising by way of the Rights Issue of Rs. 120 crore. 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

Socially Responsible At The Time of COVID - 19

- Contribution to PM Cares Fund and CM Relief Fund in Assam
- Distribution of Ration Kits and other essential items for CoVID and Flood affected districts in Bihar and West Bengal
- Distribution of Masks and other safety items

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Overview and Key Performance Highlights



Key Business Performance Highlights



India's leading NBFC-MFI with 31.1 lacs customers, 1,255 branches, 377 districts and 23 states, with Assets Under Management (AUM) of Rs. 7,667 crore for Q2FY21

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

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

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

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

Implemented cashless disbursements across 100% branches
- 11% of collection via cashless mode in Sep'20, adopting entirely new and digital measures

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. 164 crore, Standalone credit rating of CARE BBB (Stable). 9 active lenders including refinance facility from NHB

Taraashna Financial Services Ltd (TFSL), AUM at Rs. 639 crores, added two new BC partners

Satin Finserv Ltd, Satin's MSME arm, AUM of Rs. 120 Crore, Standalone credit rating of CARE BBB- (Stable). SFL has been brought to own in-house software now

Corporate Overview Standalone – Q2FY21



Rs. **13** crore

PROFIT AFTER TAX

3.5%

RETURN ON EQUITY



32.3 Lakh

LOAN ACCOUNTS
OUTSTANDING

1,025

BRANCHES

0.7%

RETURN ON ASSETS



Rs. **6,744** crore

GROSS LOAN PORTFOLIO



Rs. **632** crore

DISBURSEMENT

32.33%

CAPITAL ADEQUACY

2.7 Lakh

NO. OF LOANS DISBURSED



Rs. **23,000**

AVERAGE TICKET SIZE

23

STATES & UT's

Corporate Overview Consolidated – Q2FY21



Rs. **16** crore

PROFIT AFTER TAX

4.2%

RETURN ON EQUITY



Rs. **341** crore

REVENUES



Rs. **185** crore

NET INTEREST INCOME



Rs. **7,667** crore

GROSS LOAN PORTFOLIO



31.1 Lakh

CLIENTS



0.8%

RETURN ON ASSETS



1,255

BRANCHEES

23

STATES & UT's

What makes Satin a Compelling Investment Story



What makes Satin a Compelling Investment Story



Leading MFI Player With Differentiated Product Offerings

Diversified Geographical Reach

Technology Prowess

Robust Underwriting Processes

Well-diversified Liability Profile

Ample Liquidity & Positive ALM

Strong & Experienced Management Team

Successfully Navigated Crisis During Legacy of 30 Years

1. Leading MFI player with differentiated Product Offerings



	SCNL	Business Correspondent Services	Housing Finance	SME
Product features as on Sep'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	Monthly	Monthly/Quarterly
No. of States/UTs	23	7	4	8
No. of Branches	1,022*	201	14	15
AUM (Rs. crore)	6,448 ⁽⁵⁾	639	164	120
No. of loan accounts	3,294,318	352,340	1,637	1,205
Avg. Ticket Size for Q2FY21	Rs. 23,000 (JLG)	Rs. 29,700	Rs. 1,213,000	Rs. 432,000 (Retail) ⁽⁶⁾

Notes

(1) As on Sep'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. 297 crore other than MFI portfolio

(6) Average Ticket Size of Retail Financing is 4.32 lacs. Overall, the average ticket size of SFL is Rs. 9.8 lacs

*As of Q2FY21, there were 1,025 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

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



Home Appliances

7,500+ loans disbursed



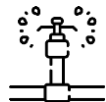
Solar Products

55,000+ loans disbursed



Consumer Durables

20,000+ loans disbursed



Water & Sanitation

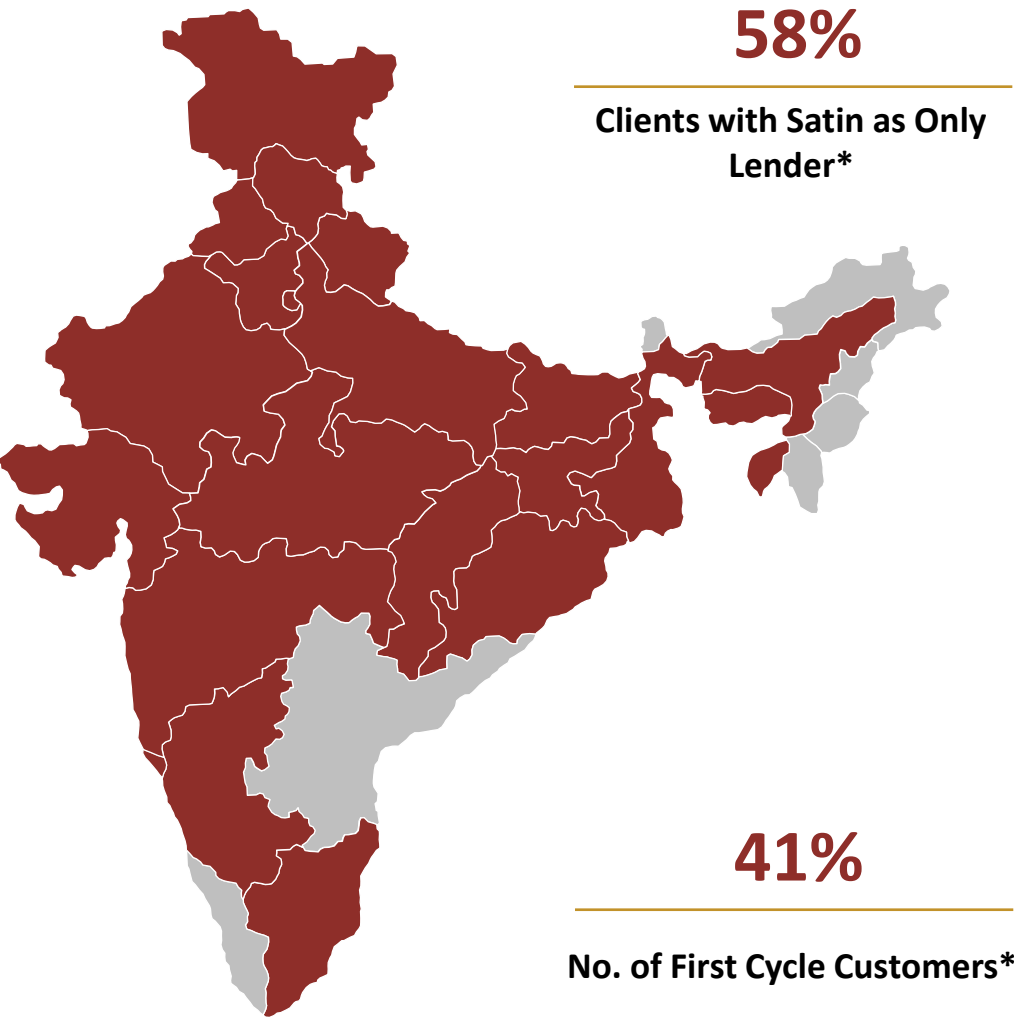
27,000+ loans disbursed

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

2. Diversified Geographical Presence

...serving ~32 lacs Customers across India



31 Lacs+

No. Of Active Clients

377

No. of Districts

68

No. of Regional Offices

7,377

No. of Loan Officers

~36 lacs

No. of Loan Accounts

~84,000

No. of Villages

2.5 lacs

No. of Centres

10,497

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

... 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) Q2FY21
	FY16	Q2FY21	
UTTAR PRADESH	40.9%	22.3%	1,707
BIHAR	17.7%	16.0%	1,229
PUNJAB	12.7%	9.3%	716
MADHYA PRADESH	15.5%	8.7%	666
UTTARAKHAND	3.2%	1.5%	117
MAHARASHTRA	1.6%	1.0%	79
TOTAL	91.7%	58.9%	4,515



States	% of total GLP		GLP (Rs. crore) Q2FY21
	FY16	Q2FY21	
WEST BENGAL	0.1%	6.6%	503
RAJASTHAN	2.3%	5.3%	407
HARYANA	1.9%	3.7%	286
DELHI & NCR	2.0%	4.1%	314
GUJARAT	0.5%	3.5%	268
JHARKHAND	0.7%	2.2%	167
CHHATTISGARH	0.6%	1.1%	81
J&K	0.1%	0.1%	7
TOTAL	8.2%	26.5%	2,032

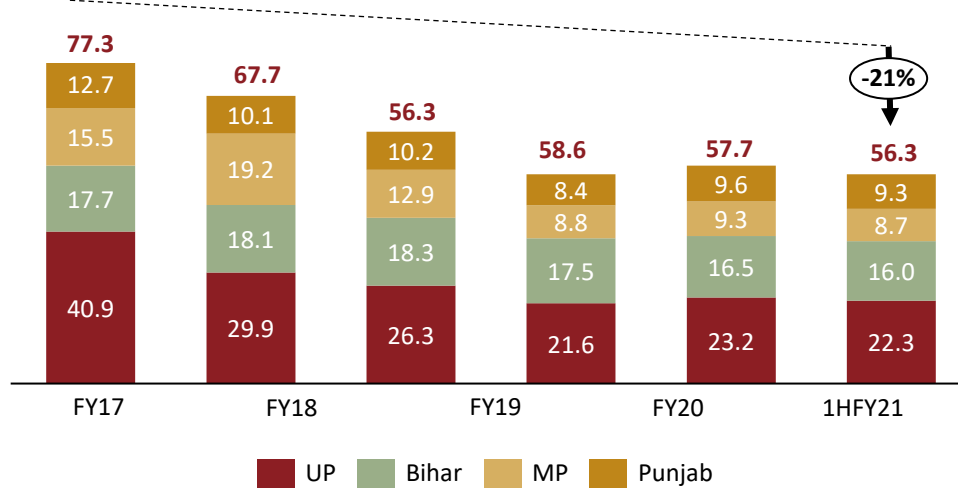


States	% of total GLP		GLP (Rs. crore) Q2FY21
	FY16	Q2FY21	
ASSAM	0.0%	4.9%	376
ORRISA	0.0%	3.6%	278
TAMIL NADU	0.0%	3.4%	264
KARNATAKA	0.0%	1.5%	112
TRIPURA	0.0%	0.9%	68
HIMACHAL PRADESH	0.0%	0.1%	7
PONDICHERRY	0.0%	0.1%	9
MEGHALAYA	0.0%	0.1%	5
SIKKIM	0.0%	0.0%	1
TOTAL	0.0%	14.6%	1,120

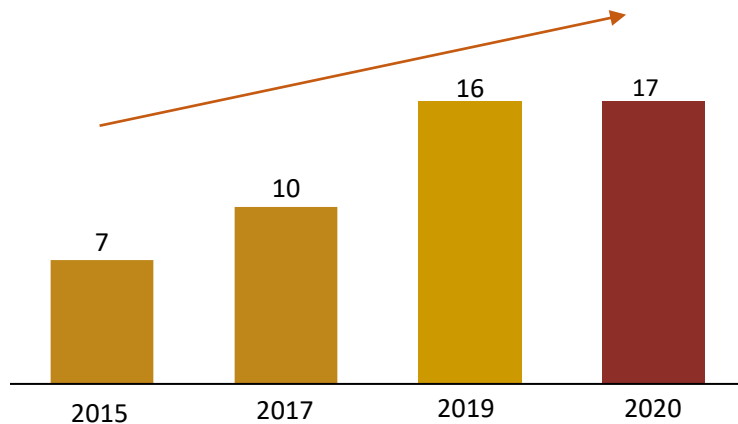
... And de-risking geographical concentration To have become a PAN India Player



Share of Top 4 States Reduced from 77% to 56% over 4 years

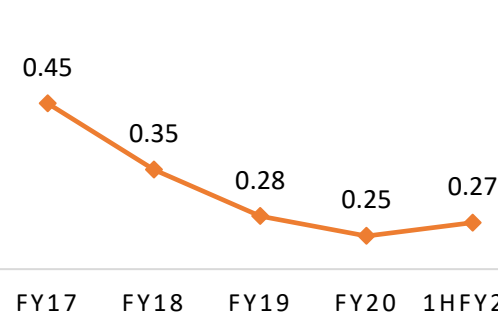


Number of States with more than 1% exposure of SATIN

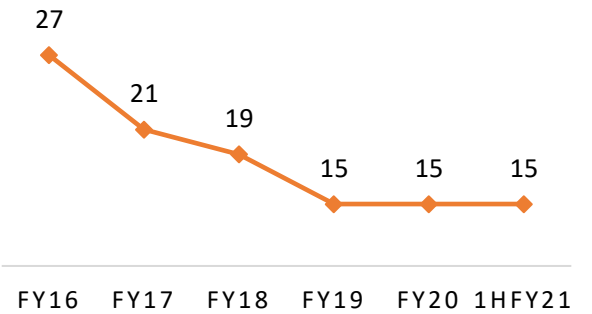


Limiting Exposure per district

Average exposure per district %

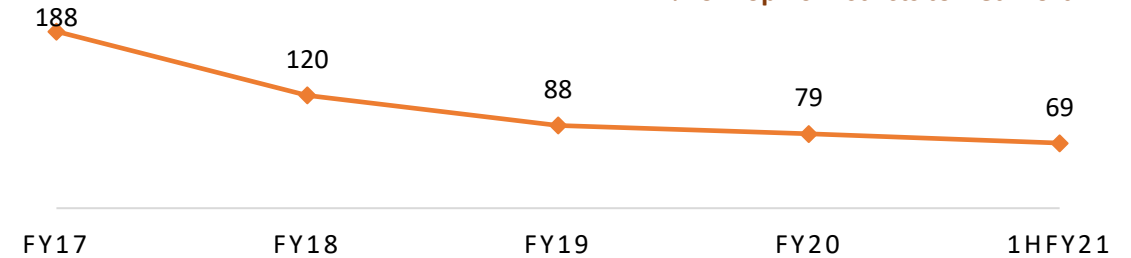


% of Top 10 Districts to AUM



Particulars	FY17	FY18	FY19	FY20	1H FY21
No. of Districts - JLG	236	306	359	397	377
% of Districts with <1% exposure	88.1%	92.5%	96.4%	96.5%	96.6%
% of Districts with >2%	2.1%	1.0%	0.6%	0.5%	0.3%

% of Top 10 Districts to Net-worth



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



Game Changing
Digital Transformation Technology
(LMS)



Turn Around Time of Customer Acquisition
to disbursement journey
**Reduced from 18 days to a few
minutes**

&

Help us to be ahead of the curve to better
respond to the ever-changing business
scenarios

LMS

- Online real-time system
- Last Mile Connectivity on Tabs
- **Greener** (paperless environment)
- Event based mapping of Geo Location & Tracking Penetration
- Instant Bank Account Verification
- Core Accounting & Financial System
- Cashless Disbursement @100% branches
- Real-time Dashboards
- Real-time CB Checks.
- Features enabling brand recall value (SMS, OTP, QR Code)

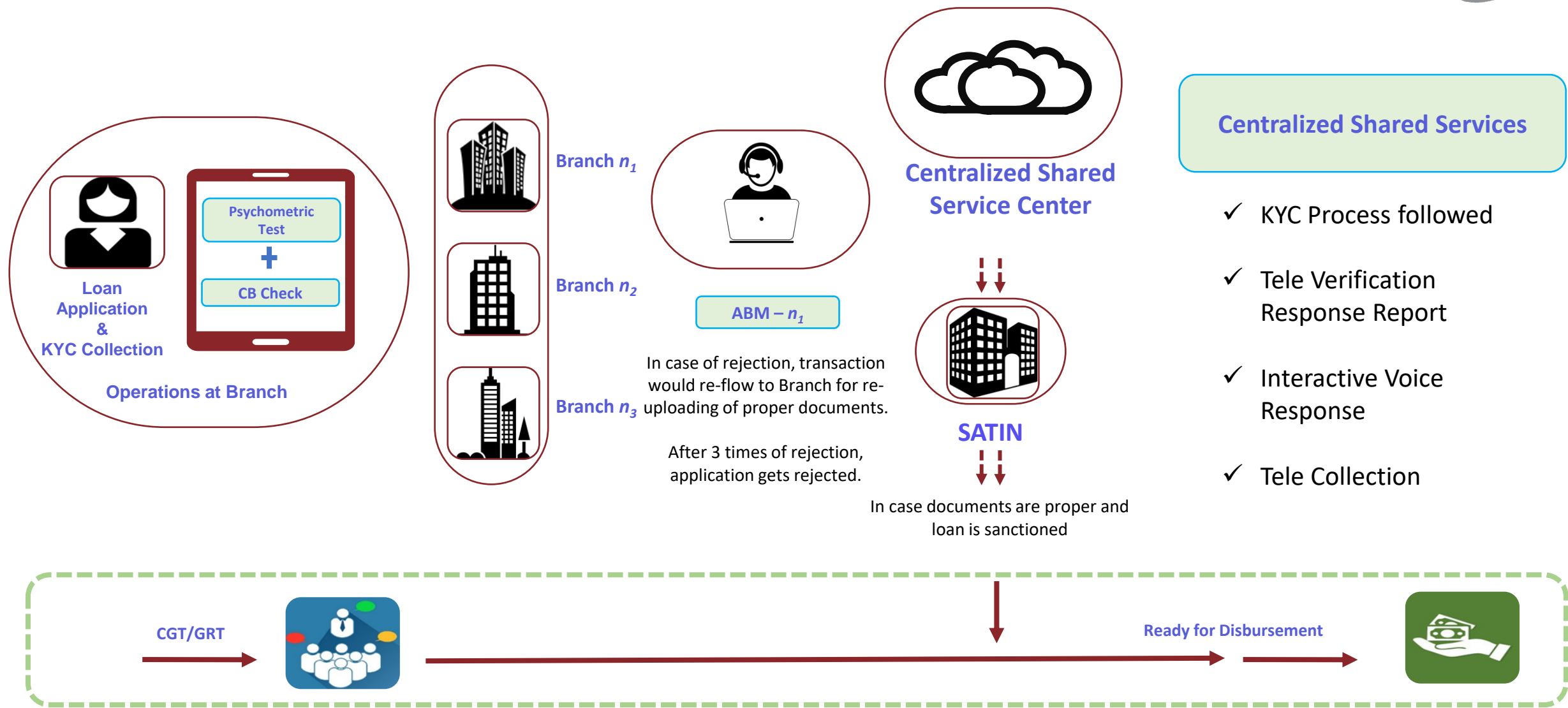
Technology footprint

- BC subsidiary also using the same technology & leveraging the same benefits
- Centralized Shared Service centre introduced within SATIN; to create unified support model across Business Reporting / End User Applications Support & Managed Infrastructure
- Strategic Direction for newer subsidiaries like Housing & MSME. Developed in-house software for them too
- In-house Customer Service App

Gold Standard Information Security

- Our company is the first MFI to be certified with ISO 27001:2013, which affirms the prevalence of robust ISMS specifying the requirements for establishing, implementing, maintaining and continually improving ISMS within the organisation
- This certification indicates SATIN has integrated a robust ISMS in its business processes & exemplifies that information security and client confidentiality are part of the cornerstones of SATIN's strategic objectives.

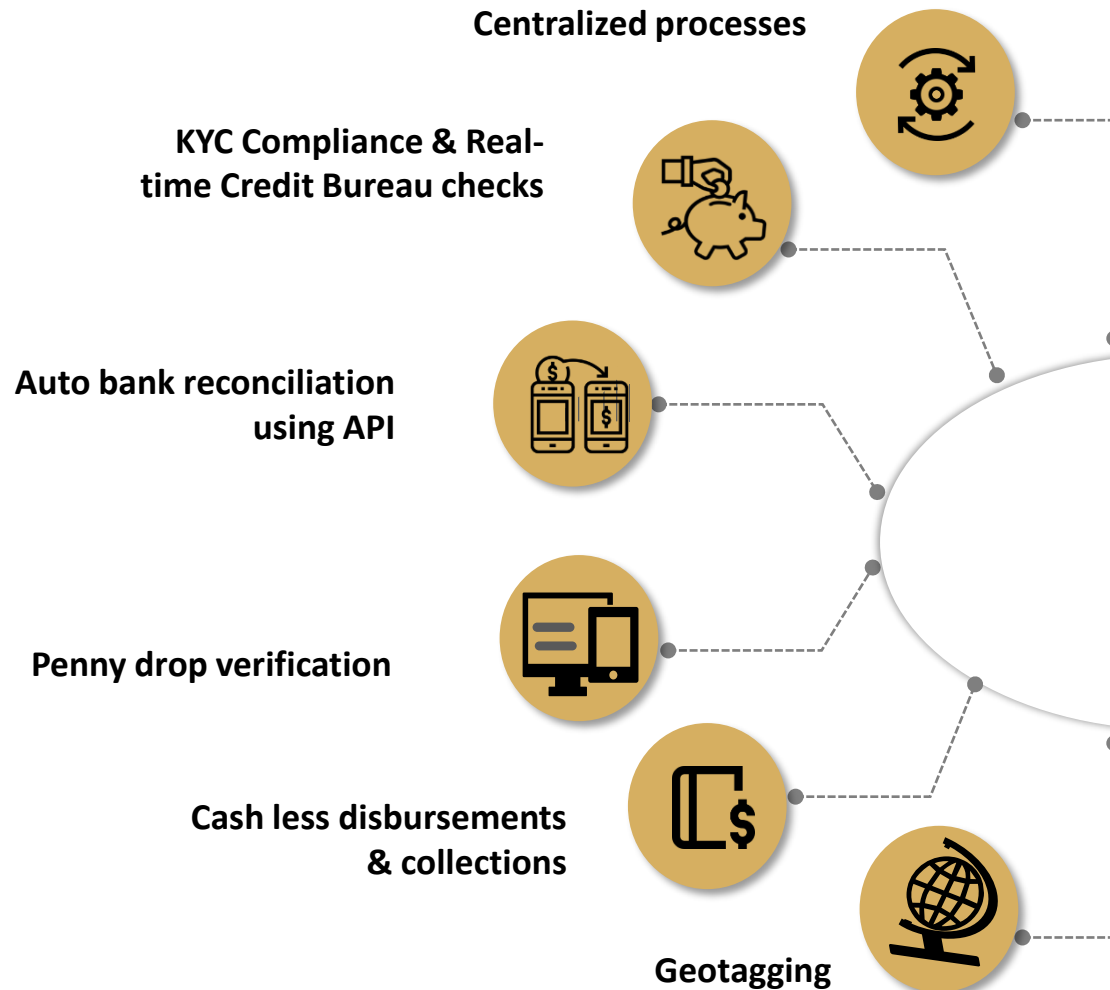
Centralized Shared Services



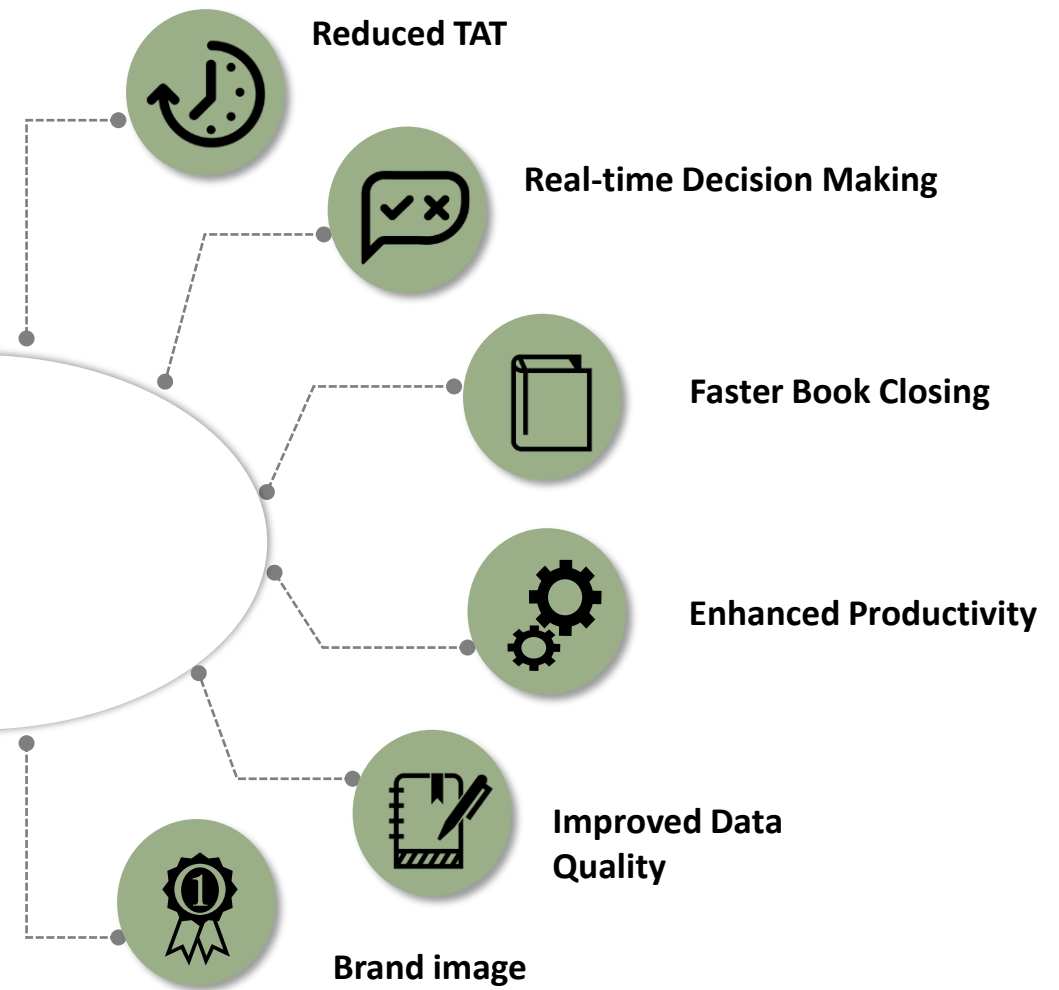
... Leading to Operating Efficiency & Scalability



New initiatives...



..leading to improved processes



4. Robust Underwriting & Full-fledged in-house Internal Audit



Robust Underwriting



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

92

Zonal Auditors &
Regional Auditors

Feedback based

Compliance Audit

100% Digital

on Audit Reports and Findings

946 Audits

completed in Q2FY21

Quarterly Audit

Regional Office, Branch & Social
Performance Management

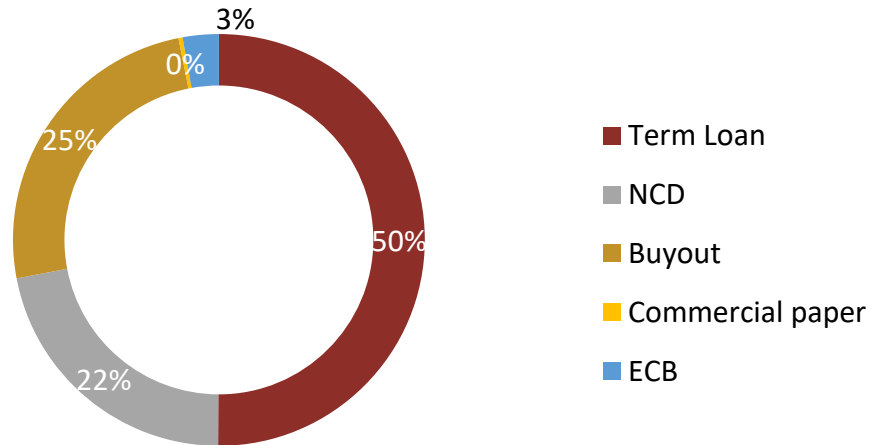
18 man-days

field audit per auditor per month

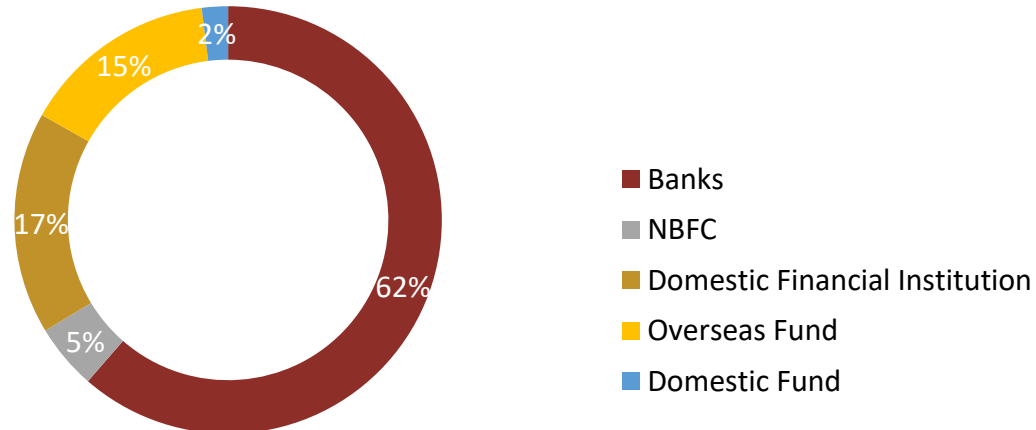
5. We have a well-diversified Liability Profile... ... insulated from Capital Market Turbulence



Product-wise Sep'20



Lender-wise Sep'20



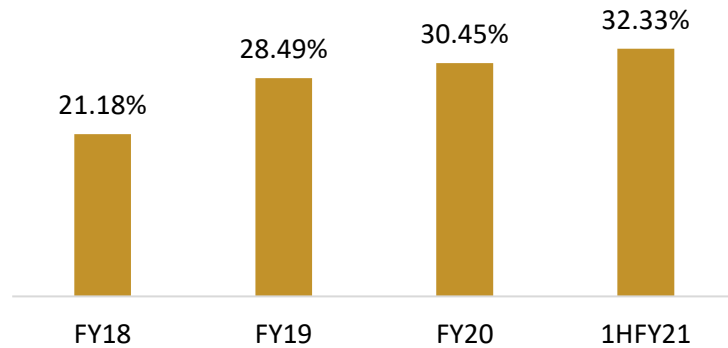
Large Lender Base
61 Active Lenders

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

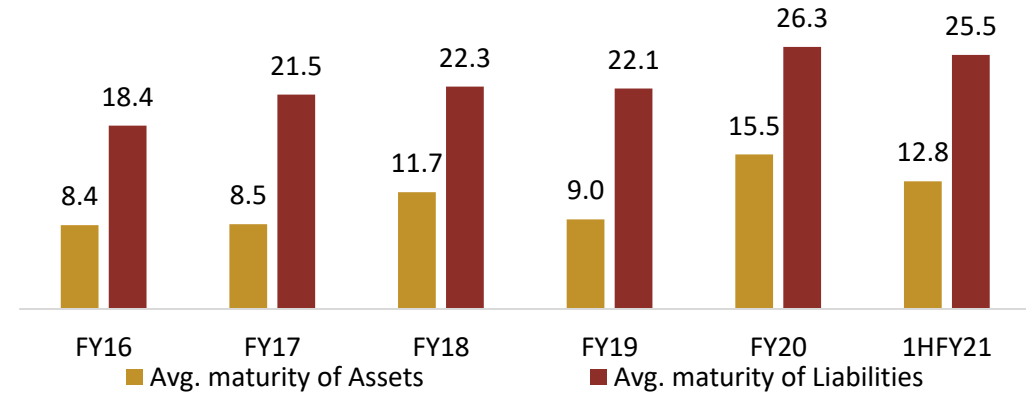
6. Strong Capitalization with Ample Liquidity



Healthy CRAR to support Growth Opportunities



Benefit of positive ALM continues



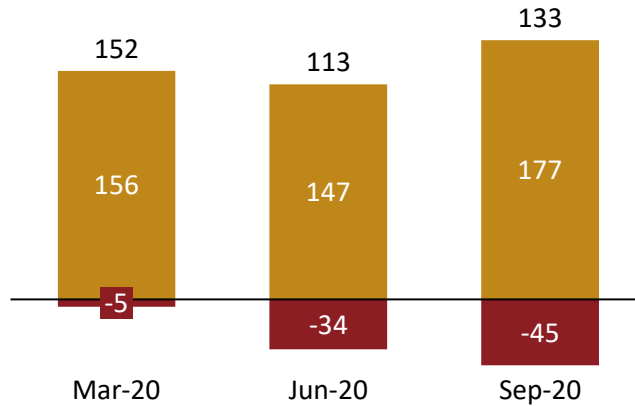
Static ALM as on 30 th Sep'20 (Rs. Crore)	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Total
Inflows							
Liquidity at the beginning of month*	1,962	1,943	2,007	1,917	1,833	1,909	1,962
Principal - Loan portfolio	183	196	259	250	202	223	1,312
Interest - Loan portfolio	64	66	82	76	60	61	409
Total (A)	2,208	2,206	2,348	2,243	2,094	2,192	3,683
Outflows							
Principal repayments	229	168	379	381	119	182	1,458
Interest repayments	36	31	52	29	66	37	251
Total (B)	265	199	431	410	185	219	1,709
Cumulative Mismatch (A-B)	1,943	2,007	1,917	1,833	1,909	1,973	1,973

*Excluding margin money deposits Rs 269.6 crore lien with Lenders and undrawn sanction in hand Rs.1063 crore as on Sep'20; Principal repayments of only on-book portfolio are factored in the cashflows

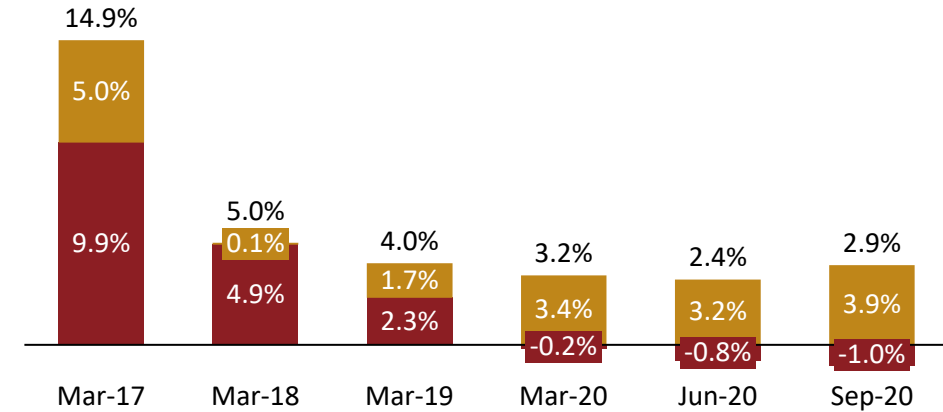
... With improving asset quality



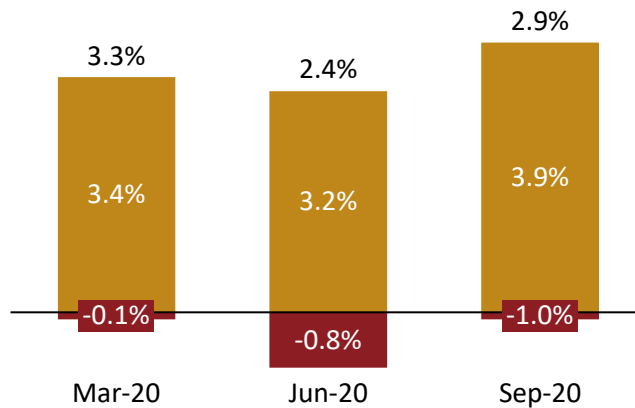
On-book Provisions & NNPA (Rs. crore)



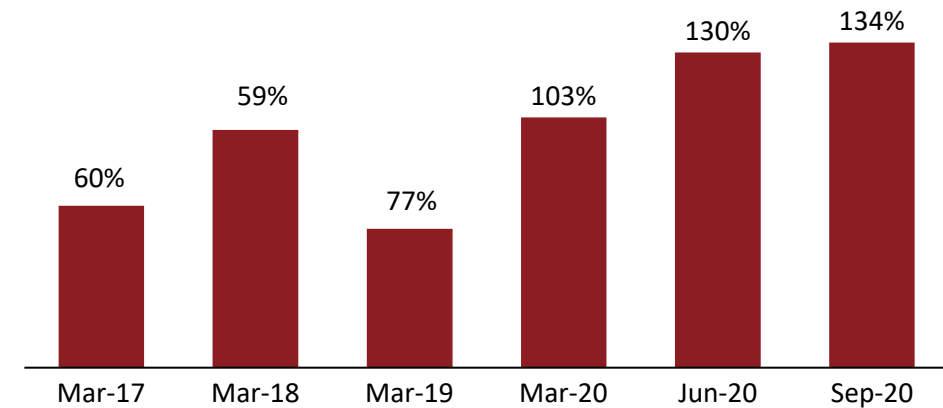
On- book GNPA, Provisions & NNPA (%)



On-book Provisions & NNPA (%)



Provision Coverage Ratio (%)



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 98% of TFSL's total disbursement for Sep'20, 2% collection through cashless mode
- » TFSL has a low risk business model which is highly capital efficient
- » AUM stood at Rs. 639 crore, with presence across 7 states
- » The Company operates through 201 branches, has more than 3.5 lakh active loan clients



Satin Housing Finance Ltd (SHFL)

- » 100% retail book comprising of:
 - » Affordable home loans – 85%
 - » Loan against property – 15%
- » Excellent portfolio quality since inception, Collection Efficiency of >99% during September
- » Mainly caters to customers belonging to Middle and Low-Income Groups in peripherals of Tier II and below cities
- » CRAR of 110.09% and gearing of 1.48. Total equity stands at Rs. 80 crore
- » AUM Rs. 164 crore with DA of Rs. 5 crore, presence across 4 states with 1,637 customers
- » Standalone rating of BBB 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. 120 crore in Q2FY21
- » CRAR for Q2FY21 is 90.53%
- » 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 1,205 active loan clients
- » SFL has moved to in-house software

Successfully Navigated Crisis During Legacy of 30 Years



Learnings from Demonetization

Implementation of best-in-class technology

- Reduced TAT
- Real-time data
- Enhanced Productivity
- Improved monitoring and control

Diversifying Geographical Presence

- Increasing exposure to Newer states
- ~97% of Districts with <1% exposure

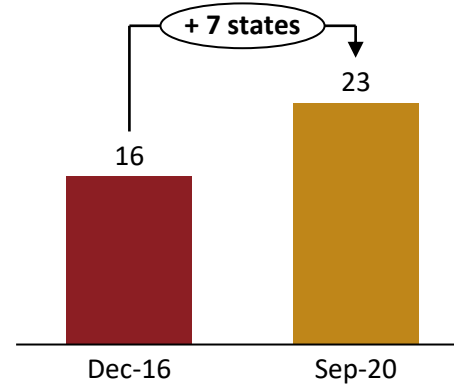
Strong Capitalization with Ample Liquidity

- Capital Adequacy has improved from 18.29% in 2016 to 32.33% currently
- Raised Rs. 560 crores equity capital
- Liquidity of ~Rs. 2,000 crores

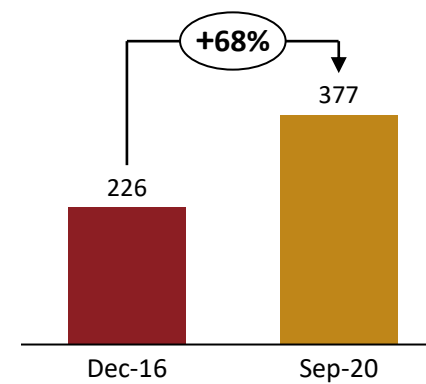
Strategic Changes

- Diversified out of unsecured MFI portfolio by floating subsidiaries in housing and MSME finance
- Changed center meeting to bi-weekly
- Process re-engineering
- Strengthened management team

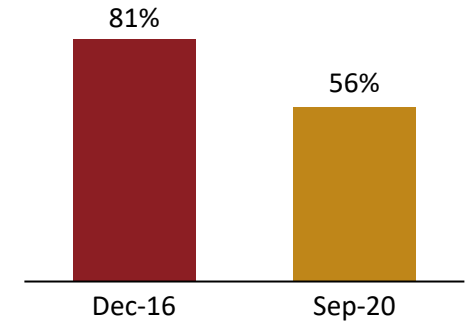
Di-risking geographic concentration (No. of States)



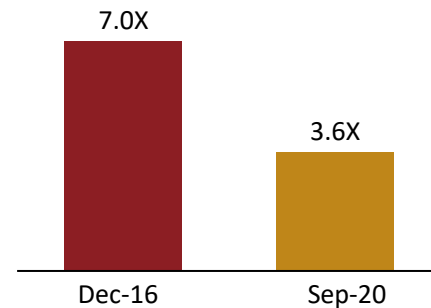
District Diversification



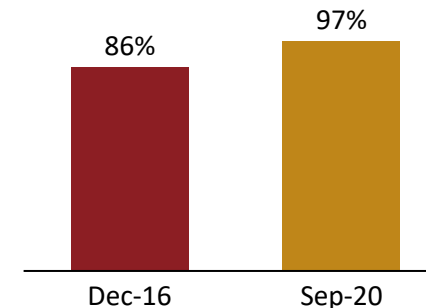
Reduction in Top 4 state contribution



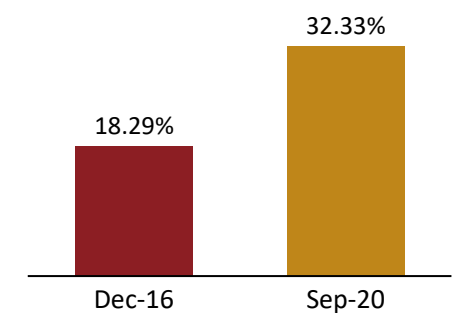
Reduced Leverage



District with <1% exposure



Improved Capital Adequacy



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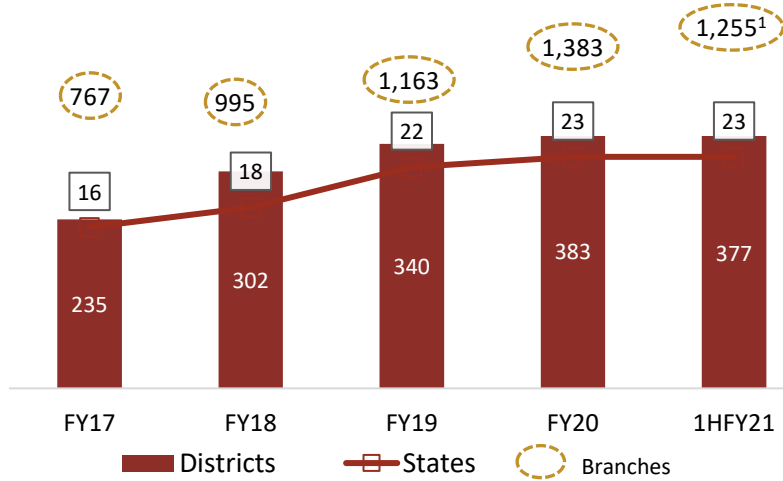
Key Financial & Operational Metrics



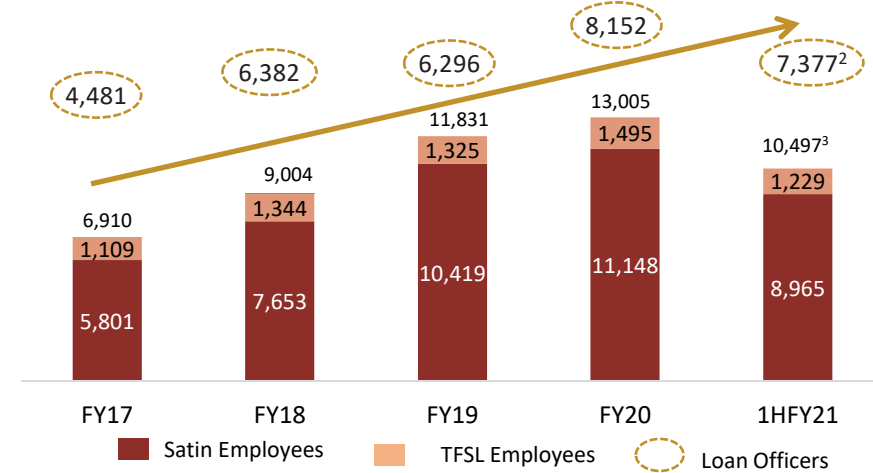
Key Operation Metrics



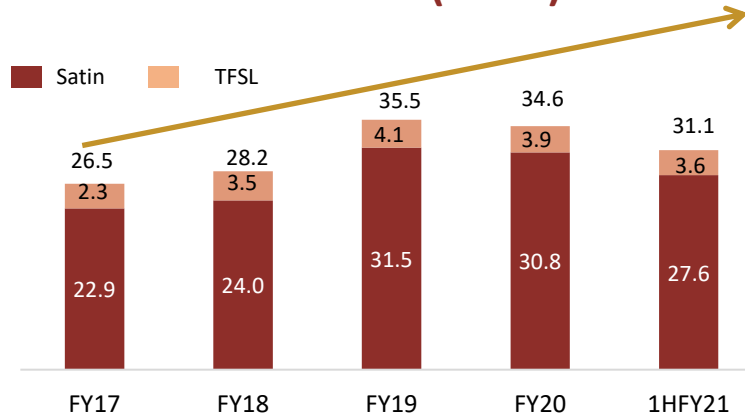
Districts, States and Branches



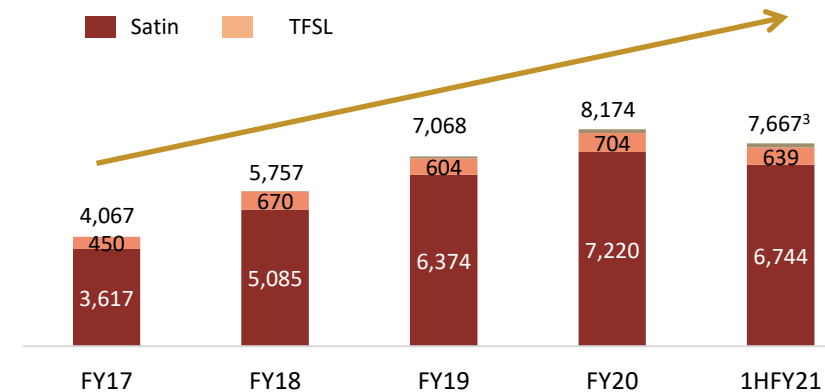
Employees & Loan Officers



Clients (lakhs)



Gross Loan Portfolio (Rs. crore)

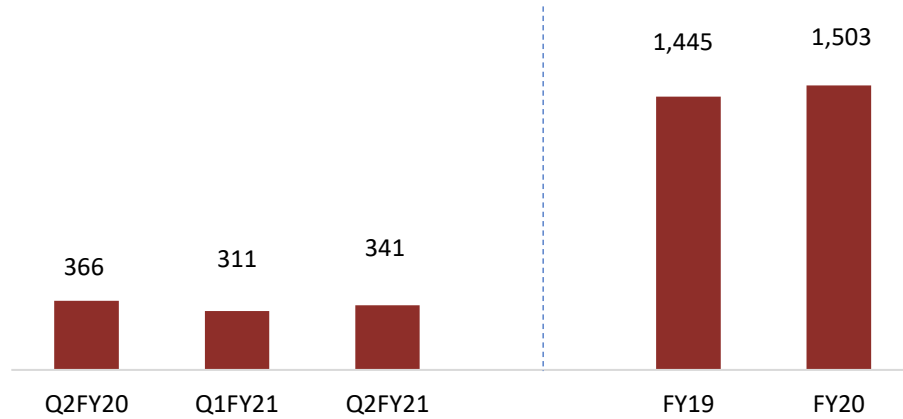


Note: (1) Data on Consolidated basis. On a standalone basis, the number of branches were 1,025; (2) Data on a consolidated basis. On a standalone basis the number of loan officers were 6,327; (3) Consolidated figures includes Satin Housing Finance Limited and Satin Finserv Ltd.

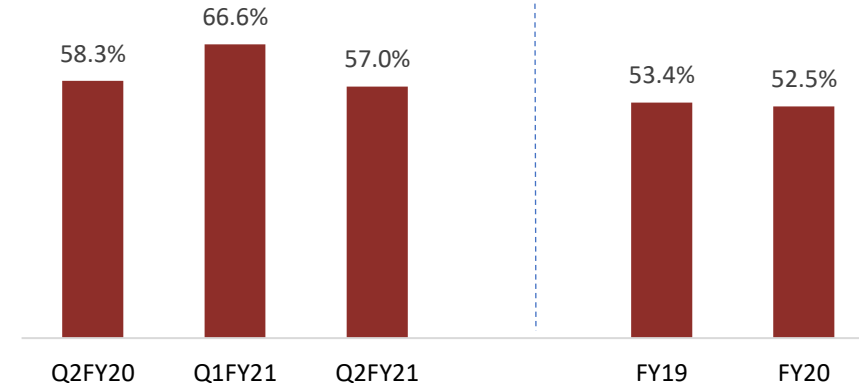
Key Consolidated Financials



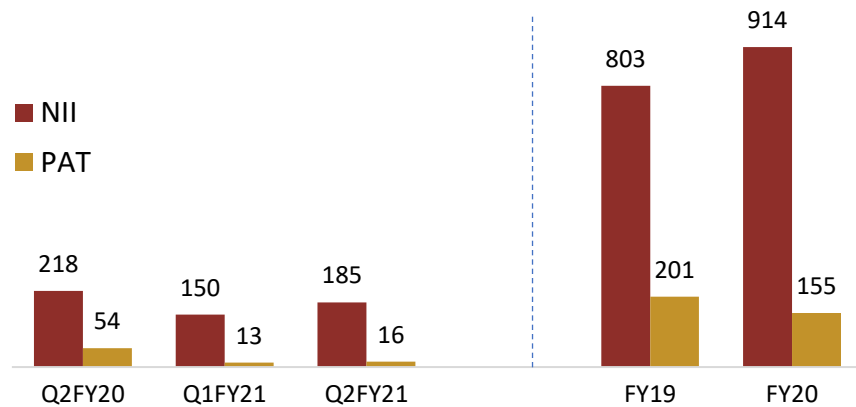
Gross Income (Rs. crore)



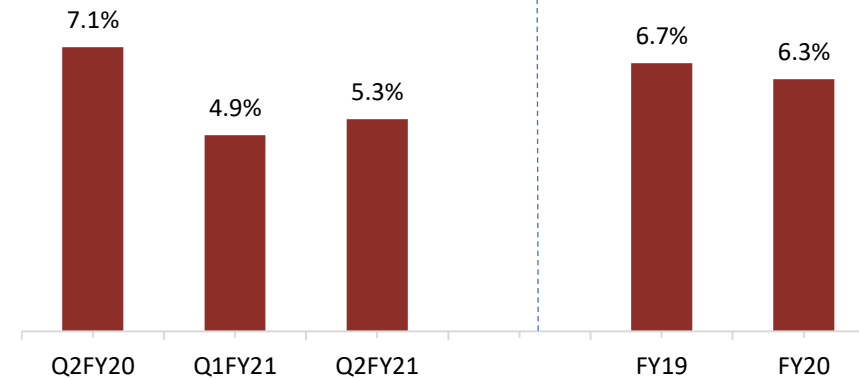
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



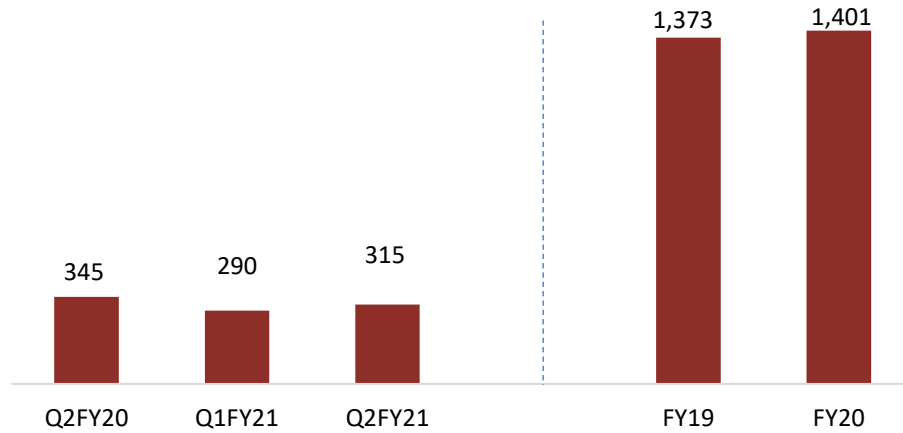
Opex to GLP (%)



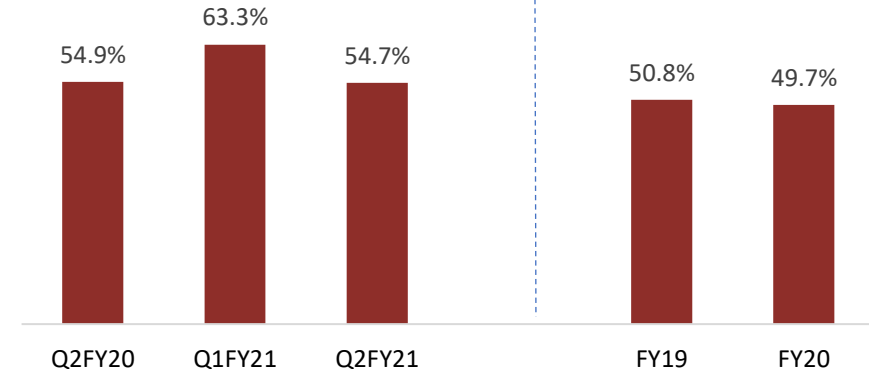
Key Standalone Financials



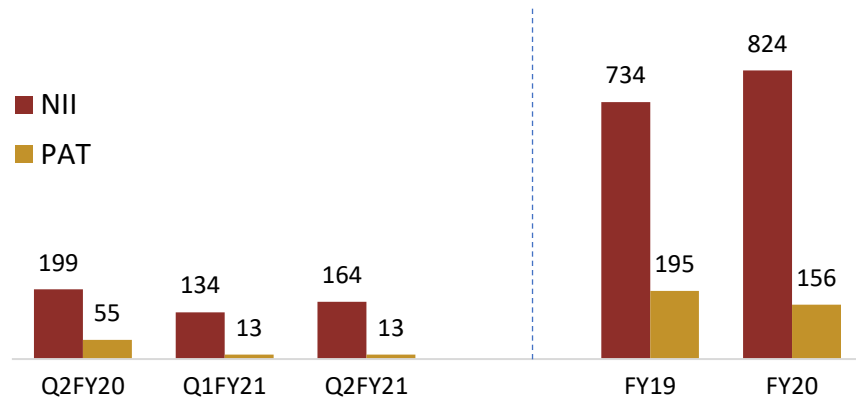
Gross Income (Rs. crore)



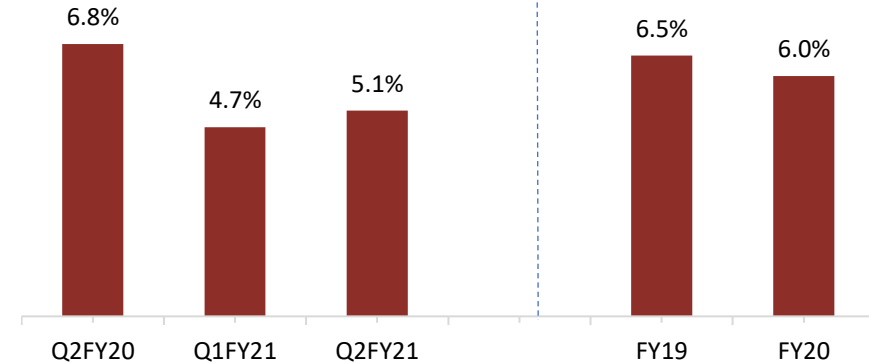
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



Opex to GLP (%)



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Financial & Operational Details (Consolidated)



Annexure – Business Details – Consolidated



Particulars	Q2FY21	Q2FY20	YoY%	Q1FY21	QoQ%
AUM (Rs. crore)	7,667	7,182	6.7%	8,119	-5.6%
On-Book AUM*	4,572	4,140		4,653	
Securitization	39	113		46	
Assignment	1,699	1,662		2,009	
Business Correspondence	473	612		519	
TFSL - Business Correspondence	639	591		677	
SHFL - Housing Finance	164	116		144	
SFL	120	62		118	
AUM Mix (Rs. crore)	7,667	7,182	6.7%	8,119	-5.6%
MFI Lending	5,959	5,504		6,349	
Product Financing	15	16		26	
MSME	297	282		287	
Business Correspondence - IndusInd Bank	473	612		519	
TFSL - Business Correspondence	639	591		677	
SHFL - Housing Finance	164	116		144	
SFL	120	62		118	
No. of Branches	1,255	1,299	-3.4%	1,355	-7.4%
SCNL	1,025	1,073		1,117	
TFSL	201	203		208	
SHFL	14	9		15	
SFL	15	14		15	

*includes securitization, differences due to rounding off

Annexure – P&L Statement – Consolidated



Particulars (Rs. crore)	Q2FY21	Q2FY20	YoY%	Q1FY21	QoQ %	FY20	FY19	YoY%
Revenue								
Interest and Fee Income	251	238		258		994	1,116	
DA Income	44	57		14		236	133	
Treasury Income	20	33		20		117	95	
BC Fees	21	30		12		127	87	
Other Operating Income	3	9		7		29	13	
Total Revenue	341	366	-7.1%	311	9.5%	1,503	1,445	4.0%
Expenses								
Finance Cost	156	149		160		589	642	
Employee Benefit Expenses	82	89		79		351	305	
Credit Cost & FLDG for BC	53	16		33		223	58	
Other Expenses	20	33		17		111	110	
Depreciation and amortization expense	4	4		4		18	13	
Total Expenses	314	291		293		1,292	1,129	
Profit Before Tax	26	75	-65.1%	17	53.2%	212	316	-33.0%
Tax expense	11	21		4		57	114	
Profit after Tax	16	54	-71.4%	13	21.6%	155	201	-23.1%
Other comprehensive income net of taxes	-12	4		5		45	25	
Total Comprehensive Income	4	58	-93.8%	18	-80.2%	200	227	-11.9%

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Financial Details (Standalone)



Annexure - Financial Performance – Standalone



Particulars (Rs. crore)	1HFY21	Q2FY21	Q2FY20	Q1FY21	FY20	FY19
Gross yield ⁽¹⁾	17.30%	18.07%	21.44%	16.08%	20.61%	23.97%
Financial Cost Ratio ⁽²⁾	8.78%	8.67%	9.05%	8.64%	8.49%	11.15%
Net Interest Margin ⁽³⁾	8.52%	9.40%	12.39%	7.44%	12.12%	12.81%
Operating Expense ratio ⁽⁴⁾	5.00%	5.14%	6.80%	4.72%	6.02%	6.51%
Loan Loss Ratio ⁽⁵⁾	2.38%	2.95%	0.85%	1.76%	2.97%	0.96%
RoA ⁽⁶⁾	0.71%	0.72%	3.26%	0.72%	2.26%	3.01%
RoE ⁽⁸⁾	3.47%	3.45%	16.46%	3.52%	12.00%	19.08%
Leverage (Total Debt ⁽⁷⁾ / Total Net Worth)	3.64	3.64	3.60	3.62	3.72	4.55
Cost to Income Ratio	58.61%	54.74%	54.92%	63.34%	49.66%	50.83%

Asset Quality (on-book)	1HFY21	Q2FY21	Q2FY20	Q1FY21	FY20	FY19
GNPA %	2.9	2.9	4.4	2.4	3.3	4.0
ECL as % of AUM	3.9	3.9	2.6	3.2	3.4	2.3

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)	Q2FY21	Q2FY20	YoY%	Q1FY21	QoQ %	FY20	FY19	YoY%
Revenue								
Interest and Fee Income	241	233		248		966	1,113	
DA Income	44	57		14		236	133	
Treasury Income	18	31		19		112	91	
BC Income	7	17		3		62	25	
Other Operating Income	5	8		5		25	11	
Total Revenue	315	345	-8.9%	290	8.6%	1,401	1,373	2.0%
Expenses								
Finance Cost	151	146		156		577	639	
Employee Benefit Expenses	70	76		67		297	265	
Credit Cost & FLDG for BC	51	14		32		202	55	
Other Expenses	17	30		15		97	97	
Depreciation and amortization expense	3	4		3		15	11	
Total Expenses	292	269		272		1,188	1,067	
Profit Before Tax	23	76	-70.3%	17	30.4%	213	306	-30.3%
Tax expense	10	21		5		57	111	
Profit After Tax	13	55	-76.6%	13	-0.4%	156	195	-19.9%
Other comprehensive income net of taxes	-12	3		5		45	25	
Total Comprehensive Income	1	58	-98.3%	18	-94.5%	201	220	-8.8%

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Financial Details (Subsidiaries)



Annexure - P&L Statement – TFSL



Particulars (Rs. crore)	Q2FY21	Q2FY20	Q1FY21	FY20	FY19
Revenue					
Total Revenue	18.2	10.2	10.4	69.8	68.3
Expenses					
Finance Cost	1.1	0.9	0.9	3.2	2.5
Employee Benefit Expenses	8.9	8.5	8.5	38.3	35.3
Credit Cost	0.5	0.8	0.8	13.4	5.7
Other Expenses	2.7	1.6	1.6	14.4	11.1
Depreciation and amortization expense	0.4	0.4	0.4	1.7	1.1
Total Expenses	13.6	12.2	12.2	71.0	55.7
Profit Before Tax	4.6	-1.8	-1.8	-1.2	12.6
Tax expense	1.1	-0.5	-0.5	-0.2	4.1
Profit After Tax	3.5	-1.3	-1.3	-1.0	8.4
Other comprehensive income net of taxes	-0.2	0.0	0.0	0.3	0.1
Total Comprehensive Income	3.3	-1.3	-1.3	-0.7	8.5

Annexure - P&L Statement – SHFL



Particulars (Rs. crore)	Q2FY21	Q2FY20	Q1FY21	FY20	FY19
Revenue					
Interest and Fee Income	5.6	3.9	5.1	16.8	4.5
Treasury Income	0.3	0.5	0.4	1.9	1.0
Other income	0.3	0.2	0.1	2.3	1.6
Total Revenue	6.2	4.6	5.7	21.0	7.1
Expenses					
Finance cost	3.1	1.7	3.3	8.3	1.1
Employee benefit expenses	2.3	2.3	2.4	9.7	4.8
Credit Cost	1.8	0.1	0.1	1.2	0.3
Other expenses	0.5	0.8	0.4	2.5	2.3
Depreciation and amortization expenses	0.1	0.1	0.1	0.5	0.1
Total Expenses	7.8	4.9	6.2	22.2	8.6
Profit Before Tax	-1.6	-0.3	-0.5	-1.2	-1.5
Tax expense	-0.4	-0.1	-0.2	-0.3	-0.3
Profit After Tax	-1.3	-0.2	-0.4	-0.9	-1.2
Other comprehensive income	-	-	-	-	-
Total Comprehensive Income	-1.3	-0.2	-0.4	-0.9	-1.2

Annexure - P&L Statement – SFL



Particulars (Rs. crore)	Q2FY21	Q2FY20	Q1FY21	FY20
Revenue				
Interest and Fee Income	5.57	2.28	5.78	13.59
Treasury Income	0.14	0.09	0.15	0.24
Other income	0.31	0.02	0.06	0.18
Total Revenue	6.02	2.39	5.99	14.02
Expenses				
Finance cost	1.03	0.34	0.99	1.76
Employee benefit expenses	1.61	1.74	1.68	6.67
Credit Cost	1.83	0.13	0.51	1.46
Other expenses	0.82	1.01	0.64	3.13
Depreciation and amortization expenses	0.05	0.01	0.04	0.11
Total Expenses	5.33	3.24	3.86	13.14
Profit Before Tax	0.68	(0.85)	2.13	0.88
Tax expense (DTA)	0.17	(0.15)	0.53	0.24
Profit After Tax	0.51	(0.69)	1.60	0.65
Other comprehensive income	0.02	0.00	0.05	-
Total Comprehensive Income	0.53	(0.69)	1.64	0.65

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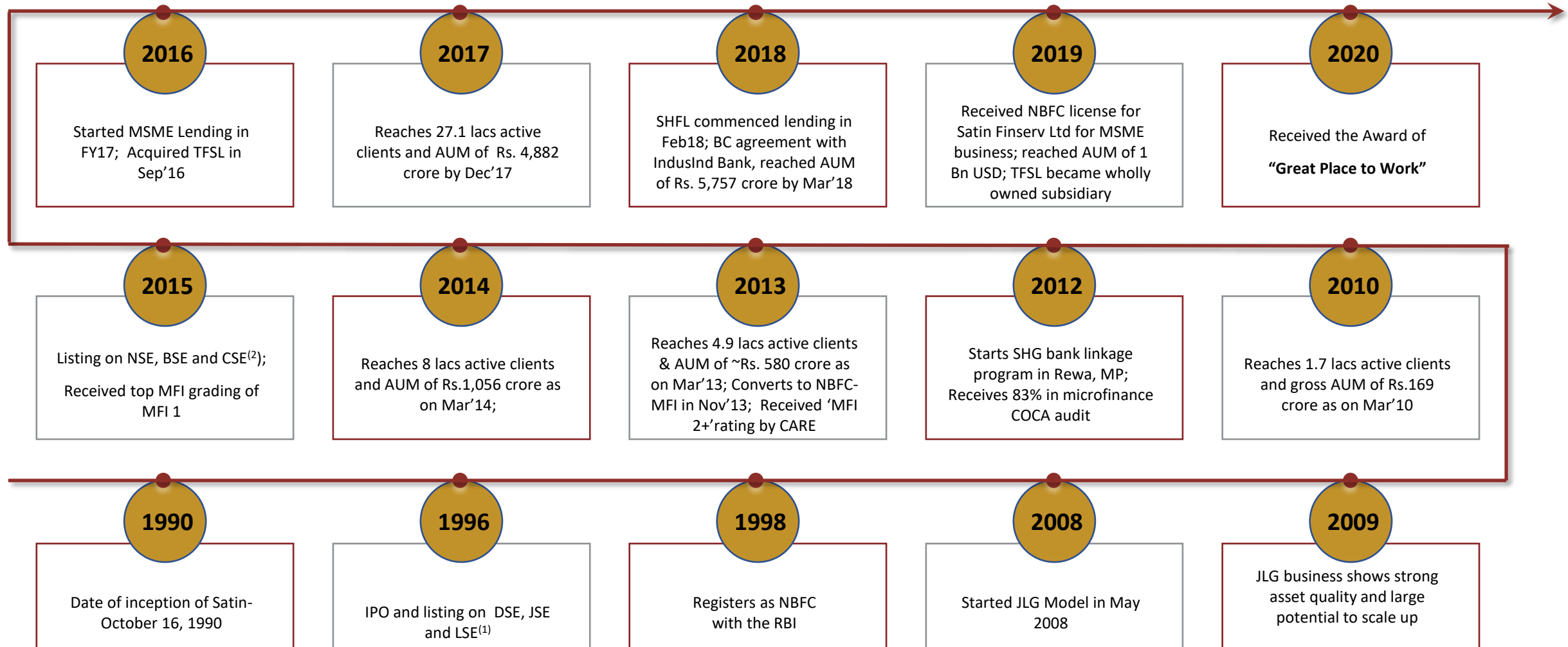
Company Background



Key milestones: Crossed the USD 1 billion AUM mark



Business Timeline

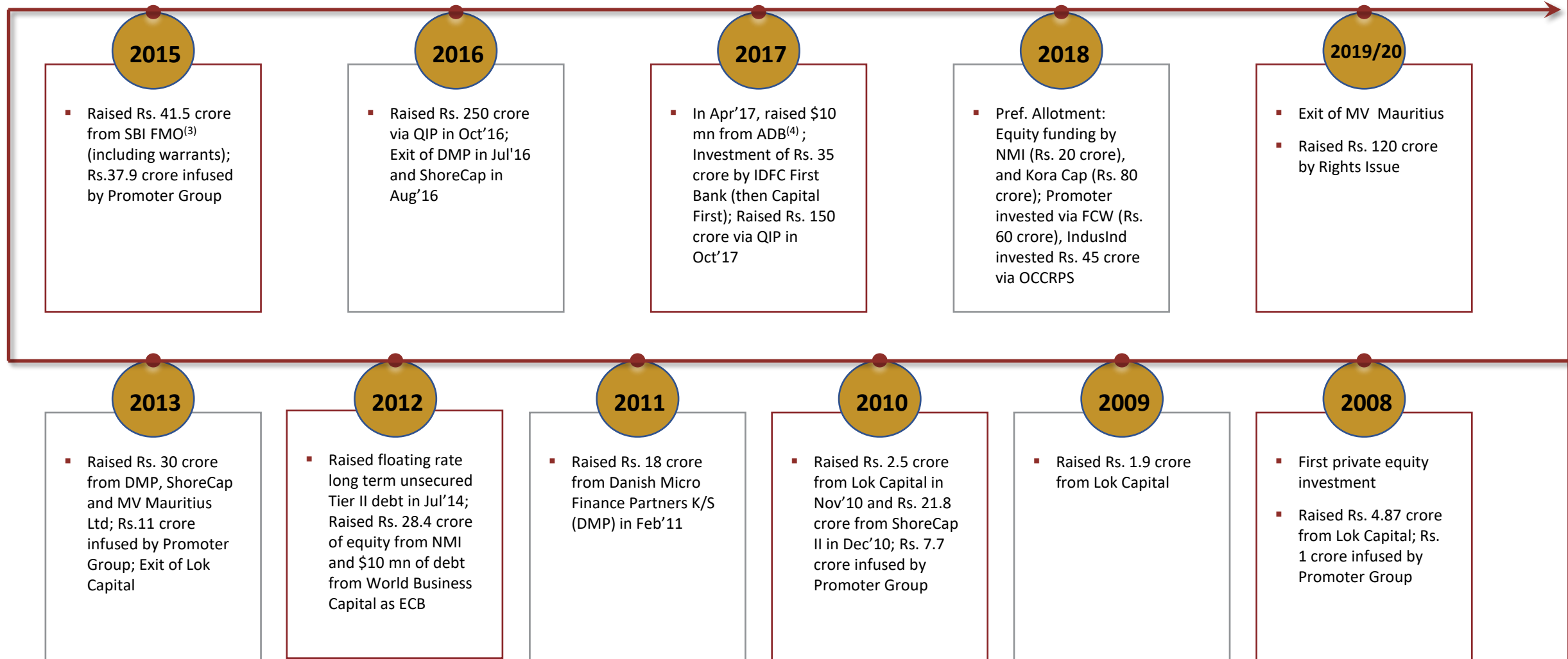


Note: 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE- Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

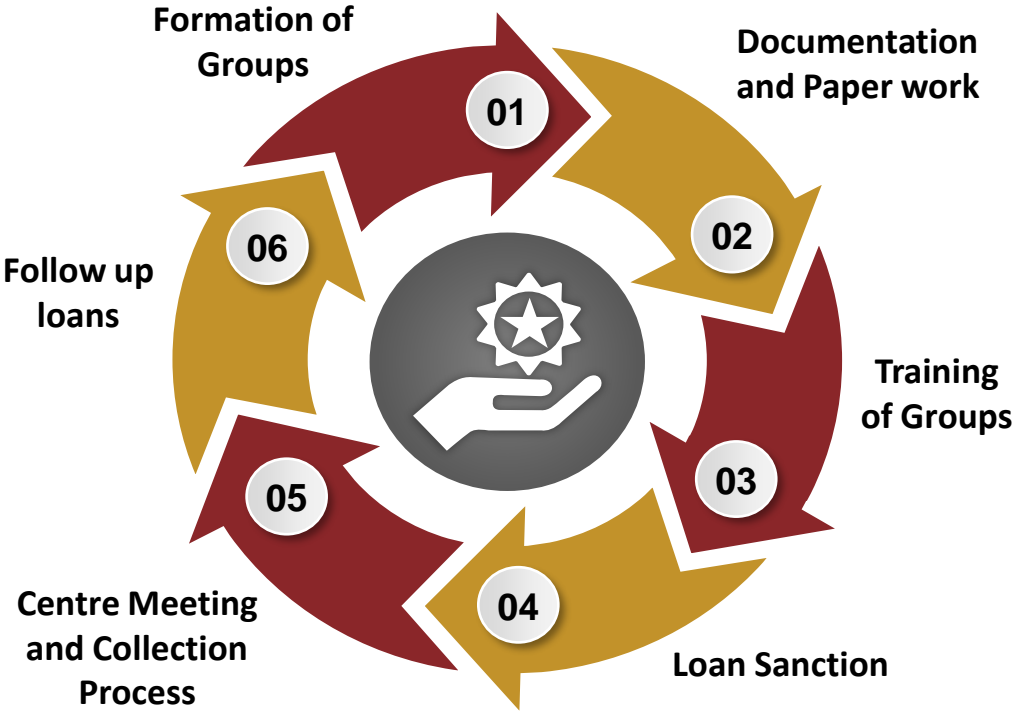
Key milestones: Crossed the USD 1 billion AUM mark



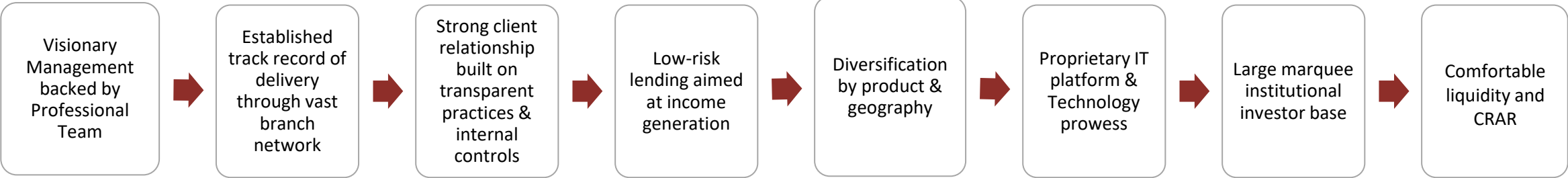
Fund Raising Timeline



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



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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

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

Making a Difference to the Community



Supporting Local Communities During Covid-19 Pandemic

Distributed masks, ration and hygiene kits across districts in Punjab during COVID pandemic. Reached out to more than 3000 households. Outcome- Appreciation by local administration and strengthened connect with clients

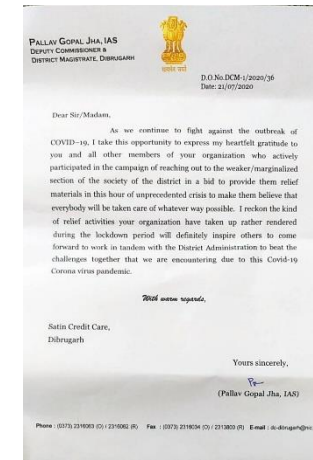


Health Check-up Camps

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



SCNL was awarded an appreciation letter from District Collector, Dibrugarh (Assam) for our Covid relief initiatives in the district



Appreciation by local administration and strengthened connect with clients



Financial Empowerment Workshops

Relaunched Financial Empowerment Workshops in a different format in the wake of COVID-19 - shorter duration and smaller gathering. Distributed ration and stationary kits.



Relief Work post Amphan Cyclone- West Bengal

- Reached out and provided ration kits to around 5000 households in the aftermath of Amphan Cyclone.
- Undertook relief work in the most affected 150 villages in our operation area.



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"

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Building and Sustaining High-Performance™ Culture



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