



Investor Presentation
February 2021

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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



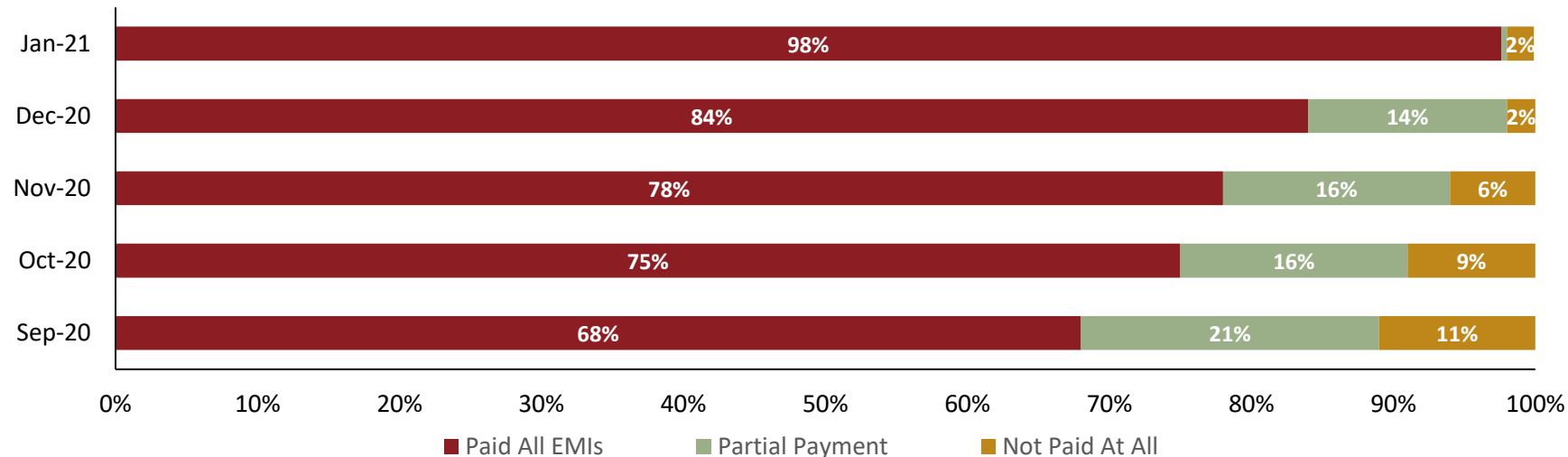
Witnessed Significant Improvement in Collection Efficiency

Backed by Substantial Reduction in % of Non-Paying Customers



- **98% clients have paid all instalments in Jan'21 as against 68% in Sep'20**
- **Significant improvement in number of non-paying clients from 11% in Sep'20 to <2% in Jan'21**
- Cumulative collection efficiency for 9MFY21 is 92%
- Collection efficiency is back to pre-COVID levels with Dec'20 collections at 98% vs collection efficiency for Sep'20 at 94%

*Trend of Reduction in % of Non-Paying Clients **

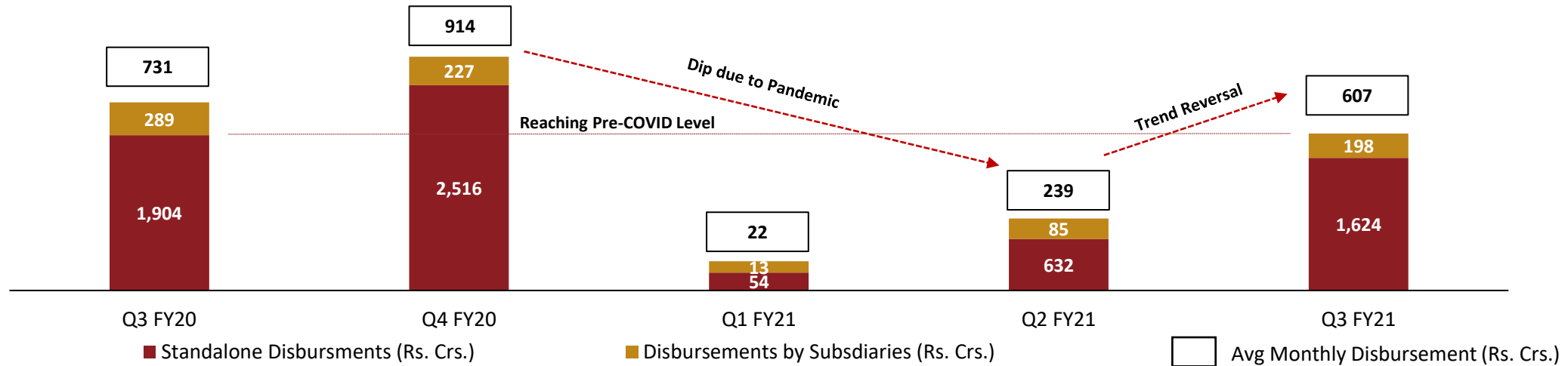


Note: *Data on standalone basis for JLG on-book portfolio

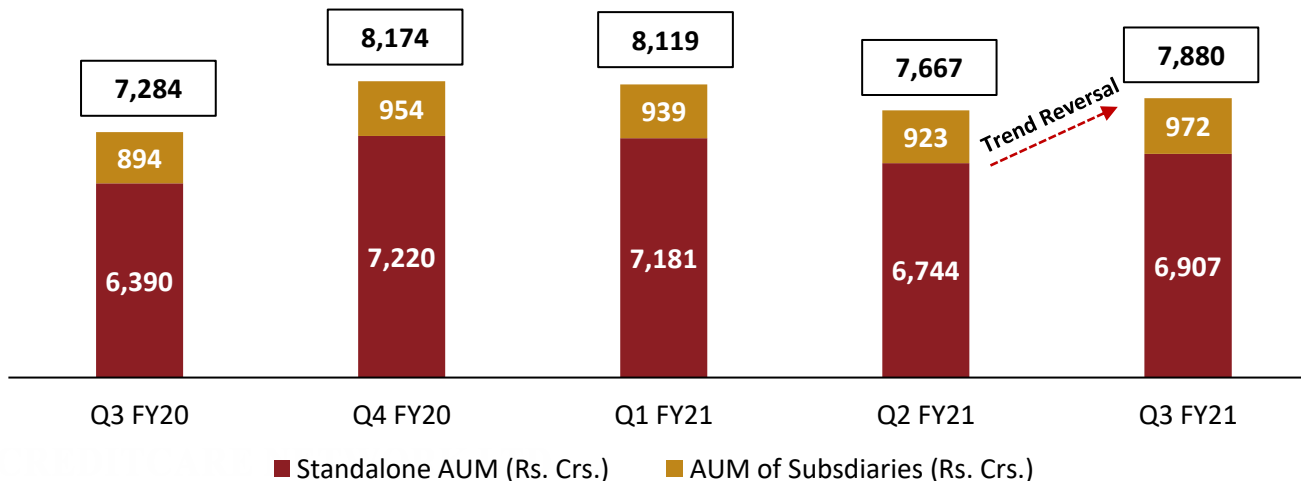
AUM & Disbursement Approaching Pre- COVID levels



Disbursement Approaching Pre-COVID Levels While Displaying Healthy Asset Quality



AUM Growth Resumes from Q3FY21 Onwards



- Consolidated AUM grew by 2.8% QoQ and 8.2% YoY to reach Rs 7,880 crore in Q3FY21
 - **Standalone:** Q3FY21 AUM grew by 2.4% QoQ and 8.1% YoY to Rs 6,907 crore
 - **Subsidiaries (TFSL, SHFL & SFL):** Q3FY21 AUM grew by 5.4% QoQ and 8.8% YoY to Rs 972 crore

COVID-19 Business Update: Collections, Capitalization & Liquidity



Provisioning and Asset Quality

- Prudently recognized provisions of Rs 305 crore in 9MFY21
- Adequate Provisioning: Cumulative Provisions stood at 5.7% of the on-book AUM as of 31st Dec'20, on account of potential COVID related asset quality risks
- GNPA stands at 1.5%* (without Assam at 0.5%), while Pro forma GNPA at 9.6% (without Assam at 7.6%)
- Addition of 747 employees as support staff for collections

Healthy Capitalization & Comfortable Liquidity Position

- CRAR of 25.31% as of 31st Dec 2020 (leverage ratio stood at 4.4x)
- Net worth of the company stood at Rs 1,371 crore on 31st Dec'20 (BVPS: Rs 203**)
- Continue to maintain a healthy balance sheet liquidity with Rs. 1,831 crore of surplus funds as on 31st Dec 2020. Furthermore, the company has undrawn sanctions worth Rs. 881 crore
- Bolstered Capital position by successfully raising Rs. 120 crore via Rights Issue of partly paid equity shares in 9MFY21 (Ratio of 48:125). The issue was oversubscribed at 123%
 - Share application money of Rs. 15 per share is received by the Company. Balance amount would be called via one or more subsequent calls as determined by the Board

Customers Connect During COVID-19

- New "Customer Service App" launched to increase digital and financial awareness among clients and to connect with brand "SATIN"
- Payment option at Satin website also started along with UPI 2.0 (auto debit option)

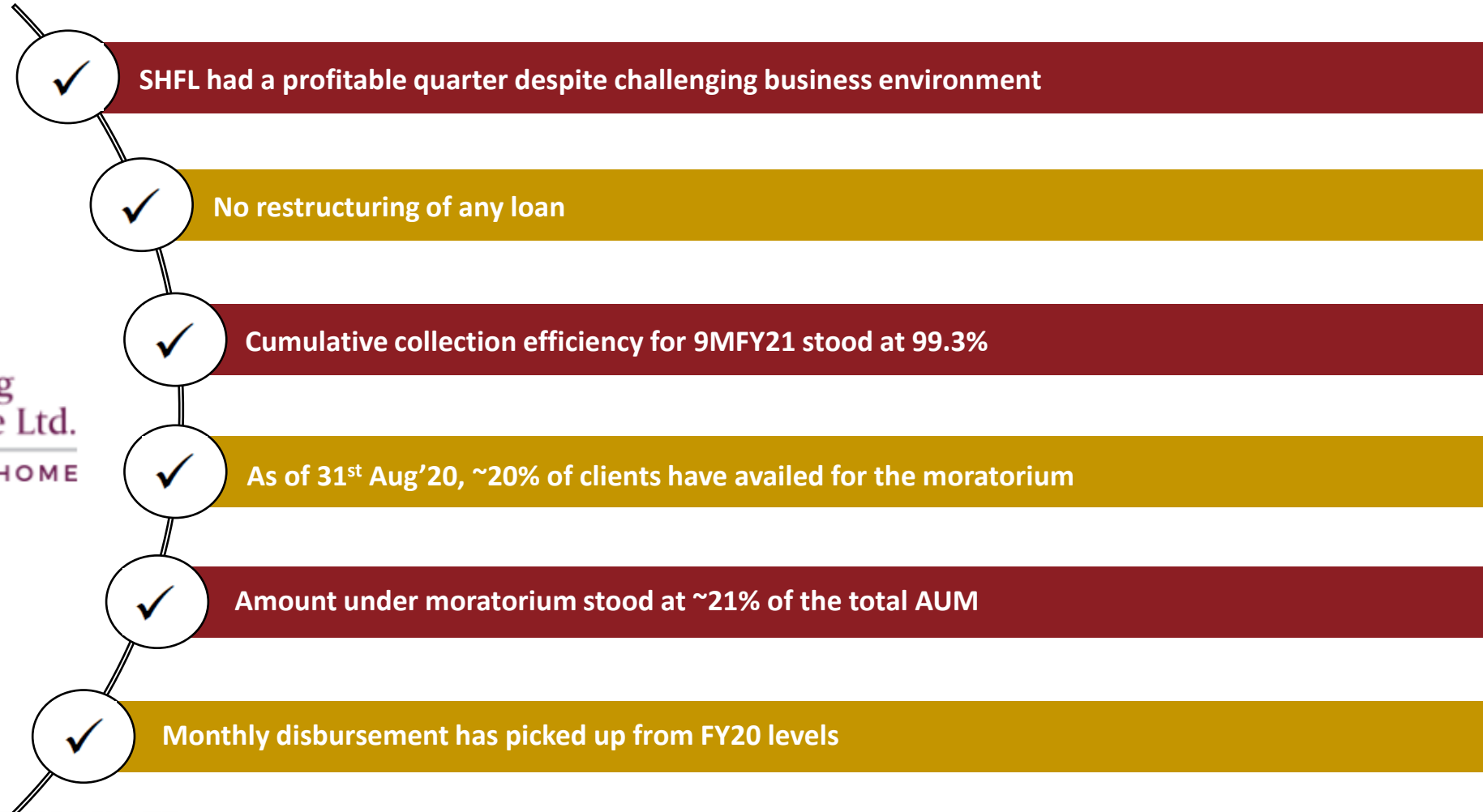
Socially Responsible at The Time of COVID - 19

- 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

*The company has not recognized any NPAs since August 31, 2020, in line with the interim order of Hon. Supreme Court. However, the company has identified such accounts as stage 3 and made provisions accordingly

**on a fully diluted basis

Satin Housing Finance Limited



Taraashna Financial Services Limited



- ✓ Collection Efficiency for Dec'20 stood at 91%
- ✓ Cumulative Collection Efficiency for Q3FY21 stood at 84%
- ✓ No restructuring of any loan
- ✓ ~16% clients availed complete moratorium

Satin Finserv Limited



- ✓ ~7% cases were restructured
- ✓ ~3% clients availed complete moratorium
- ✓ Non-paying clients amount to <2%
- ✓ Cumulative collection efficiency stood at 96.6%
- ✓ Collection Efficiency of Dec'20 reached 99%

Overview and Key Performance Highlights



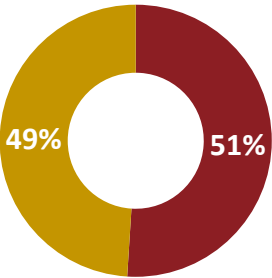


*Bolstered Capital Position by successfully closing the Rights Issue of Rs. 120 crores in Aug’20 with an overwhelming response
(Issue was oversubscribed by 123%)*

*New disbursement made in FY21 (post-COVID) contribute 49% of
the total loan portfolio as on 31st Jan’21 with PAR1 at 0.47%*

Share of New Disbursement in FY21 as % of Total AUM

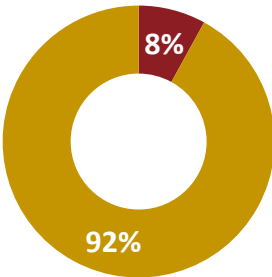
- Pre-Covid Portfolio
- Post-Covid Portfolio



*Share of Secured Portfolio (%) increased to ~8% of total AUM as
on 31st Dec’20, in-line with the company’s stated strategy of
moving towards a balanced mix of secured & unsecured lending*

Share of Secured Loan Portfolio % in Total AUM

- Secured Portfolio
- Unsecured Portfolio



Business Performance Highlights



India's leading NBFC-MFI with Assets Under Management (AUM) of Rs. 7,880 crore, having 30.1 lacs clients, 1252 branches, 382 districts and 23 states as on Dec'20.

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

Implemented cashless disbursement across 100% branches
- 9% of collection via cashless mode, adopted website payment option and UPI auto debit

Percentage of Promoter pledge has gone down from 52.88% in Dec'18 to 5.08% on fully diluted basis as on date

Satin Housing Finance Ltd (SHFL), AUM of Rs. 200 crore, Standalone credit rating of CARE BBB (Stable). 10 active lenders including refinance facility from NHB. DA of Rs. 4.8 crore during 9MFY21. Equity infusion of Rs. 15 crore during Q3FY21.

Taraashna Financial Services Ltd (TFSL), AUM at Rs. 646 crore, added two new BC partners during 9MFY21.

Satin Finserv Ltd, Satin's MSME arm, AUM of Rs. 127 crore, Standalone credit rating of CARE BBB- (Stable). SFL has migrated to our in-house software now.

Corporate Overview Standalone – 9MFY21



Rs. **2,310** crore

DISBURSEMENT

30.3 Lacs

LOAN ACCOUNTS
OUTSTANDING



23

STATES & UT's

1,021

BRANCHES

7.4 Lacs

NO. OF LOANS DISBURSED



Rs. **6,907** crore

GROSS LOAN PORTFOLIO



Rs. **(56** crore)

PROFIT AFTER TAX

25.31%

CAPITAL ADEQUACY

(1.0%)

RETURN ON ASSETS



Rs. **31,000**

AVERAGE TICKET SIZE

(5.3%)

RETURN ON EQUITY

Corporate Overview Consolidated – 9MFY21



Rs. **972** crore

REVENUES

30.1 Lacs

CLIENTS



1,252

BRANCHES



Rs. **497** crore

NET INTEREST INCOME



Rs. **7,880** crore

GROSS LOAN PORTFOLIO



23

STATES & UT's



(0.9%)

RETURN ON ASSETS



(4.9%)

RETURN ON EQUITY

Rs. **(52)** crore

PROFIT AFTER TAX

What makes Satin a Compelling Investment Story



What makes Satin a Compelling Investment Story



1. Differentiated Product Offerings



	SCNL	Business Correspondent Services	Housing Finance	SME
Product features as on Dec'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	1,018*	202	14	15
AUM (Rs. crore)	6,627 ⁽⁵⁾	646	200	127
No. of loan accounts	2,859,980	361,338	2,067	1,429
Avg. Ticket Size for Q3FY21	Rs. 36,000** (JLG)	Rs. 32,400	Rs. 1,170,000	Rs. 395,000 (Retail) ⁽⁶⁾

Notes

(1) As on Dec'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. 280 crore other than MFI portfolio

(6) Average Ticket Size of Retail Financing is 3.95 lacs. Overall, the average ticket size of SFL is Rs. 8.87 lacs

*As of Q3FY21, there were 1,018 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

**Focus on repeat clients with established credit history

... With opportunities to leverage our client 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, Rs. ~14 crore during 9M FY21

Product Financing



Bicycle Loan

3,325 loans disbursed



Home Appliances

775 loans disbursed



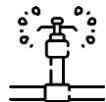
Solar Products

3,599 loans disbursed



Consumer Durables

4,886 loans disbursed



Water & Sanitation

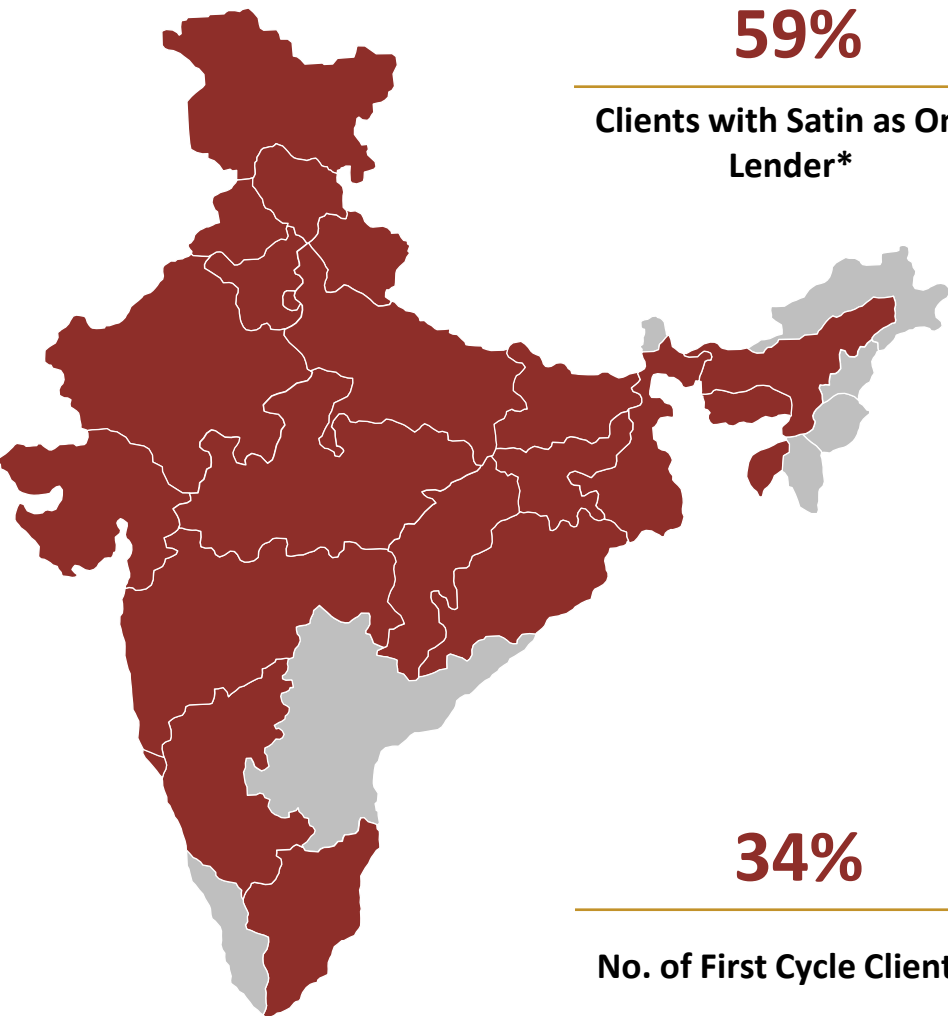
4,213 loans disbursed

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 ~31 lacs clients across India



59%

Clients with Satin as Only Lender*

30 Lacs+

No. of Active Clients

~34 lacs

No. of Loan Accounts

382

No. of Districts

~84,000

No. of Villages

73

No. of Regional Offices

2.5 lacs

No. of Centres

34%

No. of First Cycle Clients*

7,597

No. of Loan Officers

11,411

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. Focus on existing clients with established credit history

... 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) Q3FY21
	FY16	Q3FY21	
Uttar Pradesh	40.9%	21.3%	1,675
Bihar	17.7%	15.7%	1,236
Punjab	12.7%	8.9%	699
Madhya Pradesh	15.5%	8.5%	669
Uttarakhand	3.2%	1.4%	113
Maharashtra	1.6%	1.0%	82
Total	91.7%	56.8%	4,474

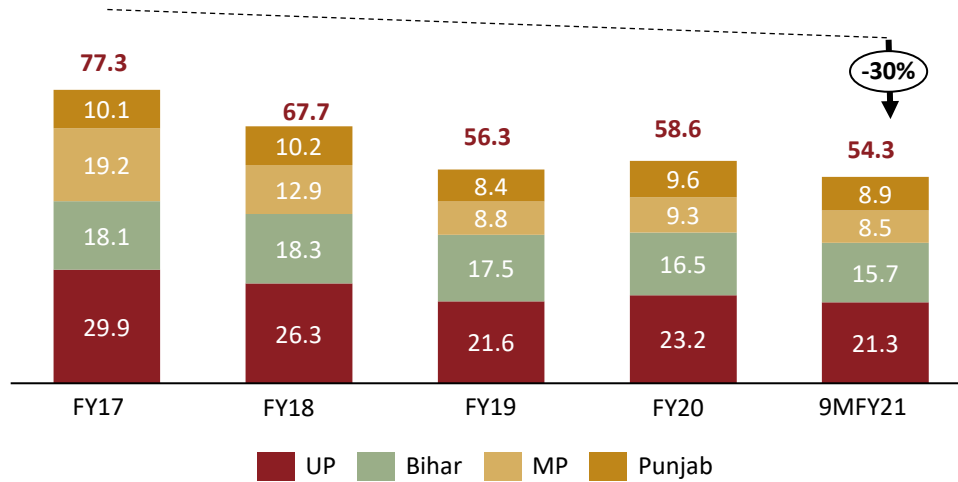
States	% of total GLP		GLP (Rs. crore) Q3FY21
	FY16	Q3FY21	
West Bengal	0.1%	6.8%	536
Rajasthan	2.3%	5.2%	410
Delhi & NCR	2.0%	4.0%	317
Haryana	1.9%	3.7%	295
Gujarat	0.5%	3.7%	291
Jharkhand	0.7%	2.2%	173
Chhattisgarh	0.6%	1.2%	96
J&K	0.1%	0.1%	6
Total	8.2%	27.0%	2,125

States	% of total GLP		GLP (Rs. crore) Q3FY21
	FY16	Q3FY21	
Assam	0.0%	5.2%	409
Orrisa	0.0%	4.1%	323
Tamil Nadu	0.0%	4.0%	312
Karnataka	0.0%	1.8%	141
Tripura	0.0%	0.9%	72
Pondicherry	0.0%	0.1%	10
Himachal Pradesh	0.0%	0.1%	7
Meghalaya	0.0%	0.1%	5
Sikkim	0.0%	0.0%	1
Total	0.0%	16.3%	1,281

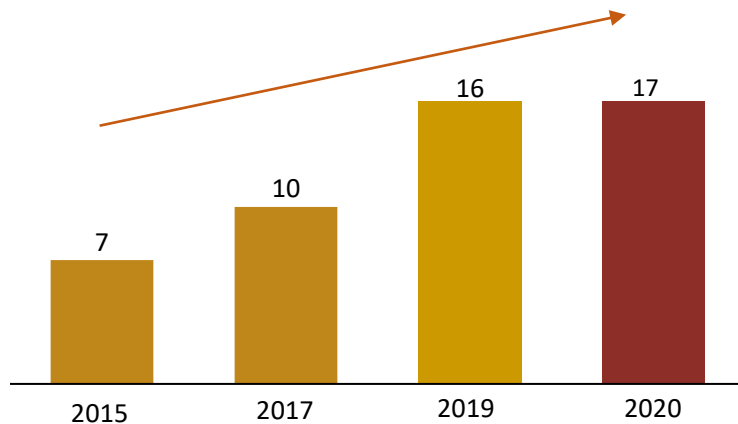
... And de-risking geographical concentration To have become a PAN India Player



Share of Top 4 States Reduced from 77% to 54%

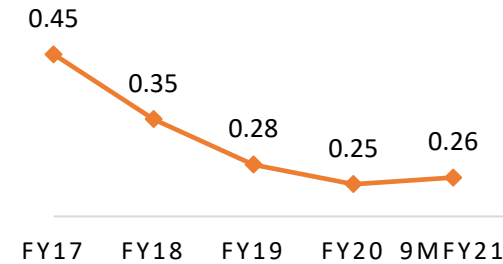


Number of States contributing more than 1% to Total AUM

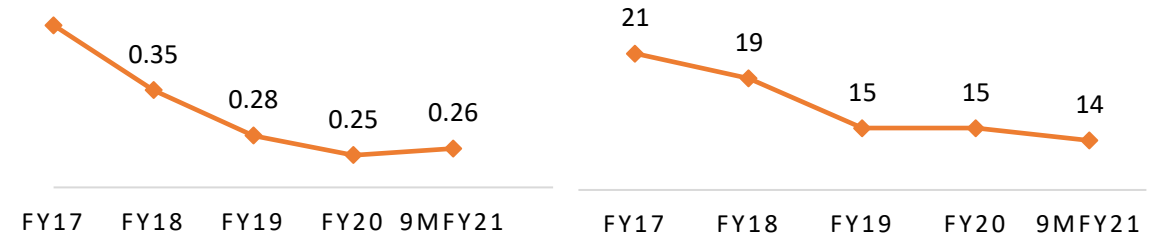


Limiting Exposure per district

Average exposure per district %

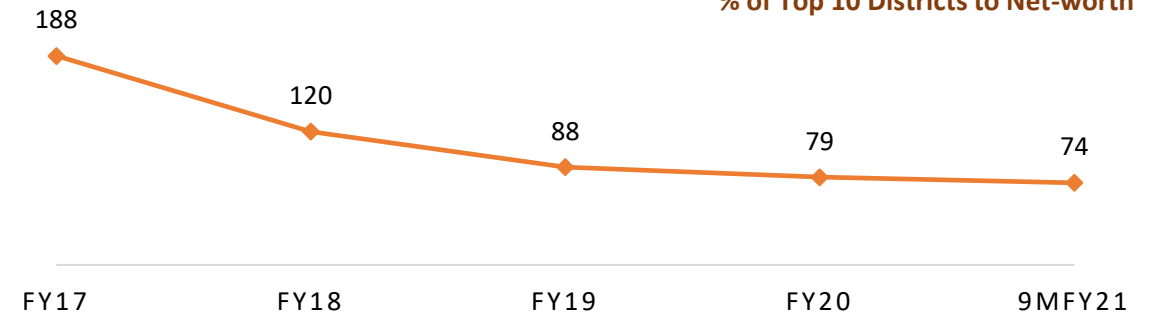


% of Top 10 Districts to AUM

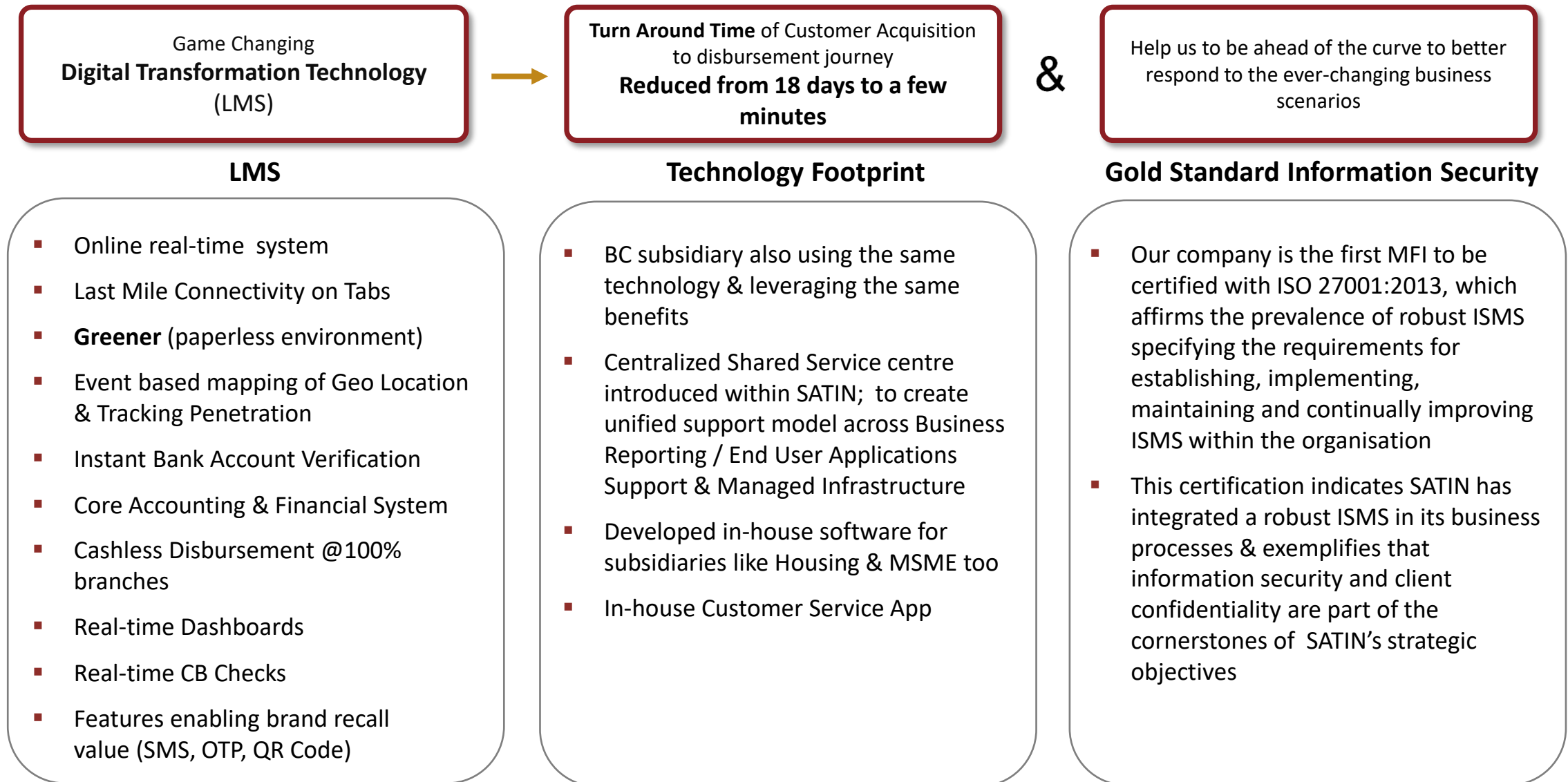


Particulars	FY17	FY18	FY19	FY20	9MFY21
No. of Districts - JLG	236	306	359	397	382
% of Districts with <1% exposure	88.1%	92.5%	96.4%	96.5%	96.6%
% of Districts with >2%	2.1%	1.0%	0.6%	0.5%	0.3%

% of Top 10 Districts to Net-worth



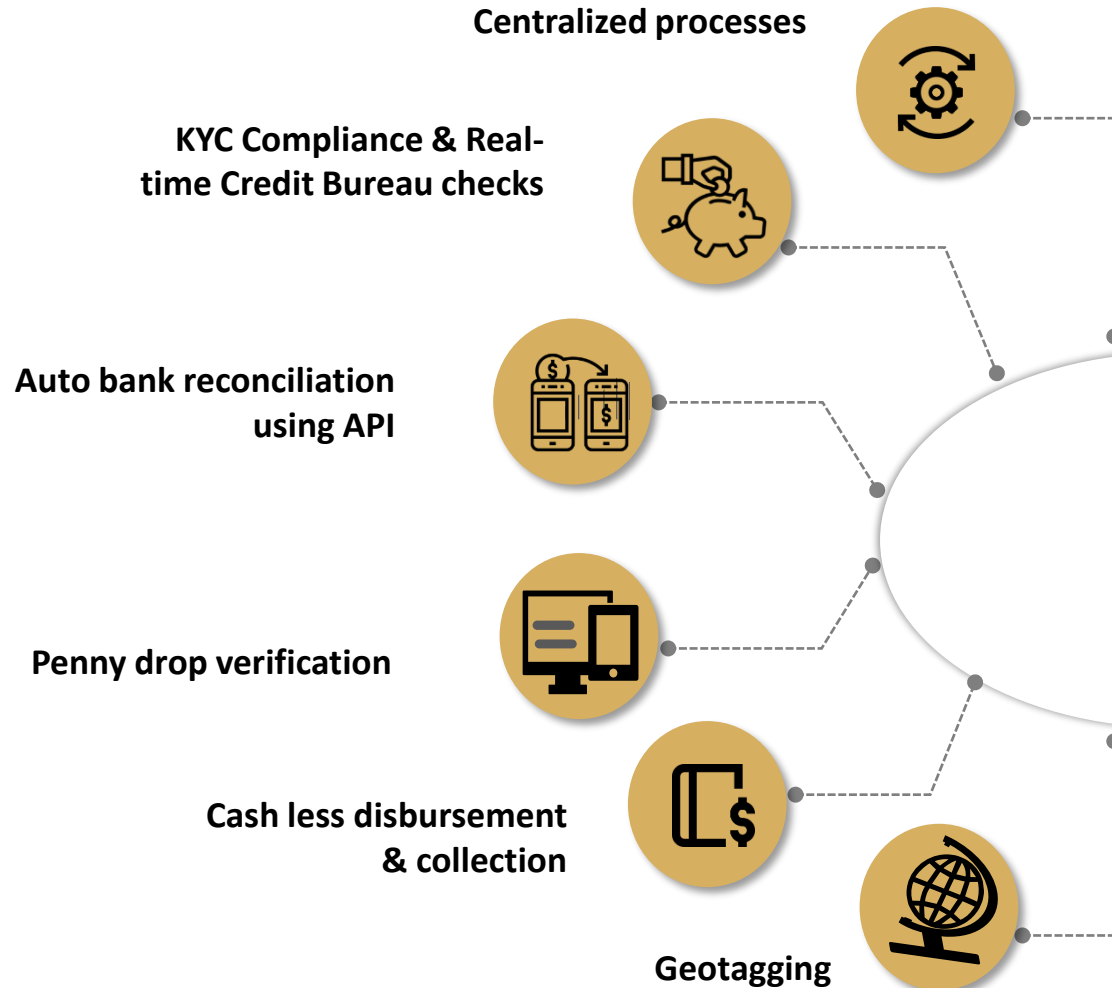
3. A Difference Powered by Technological Prowess & Processes...



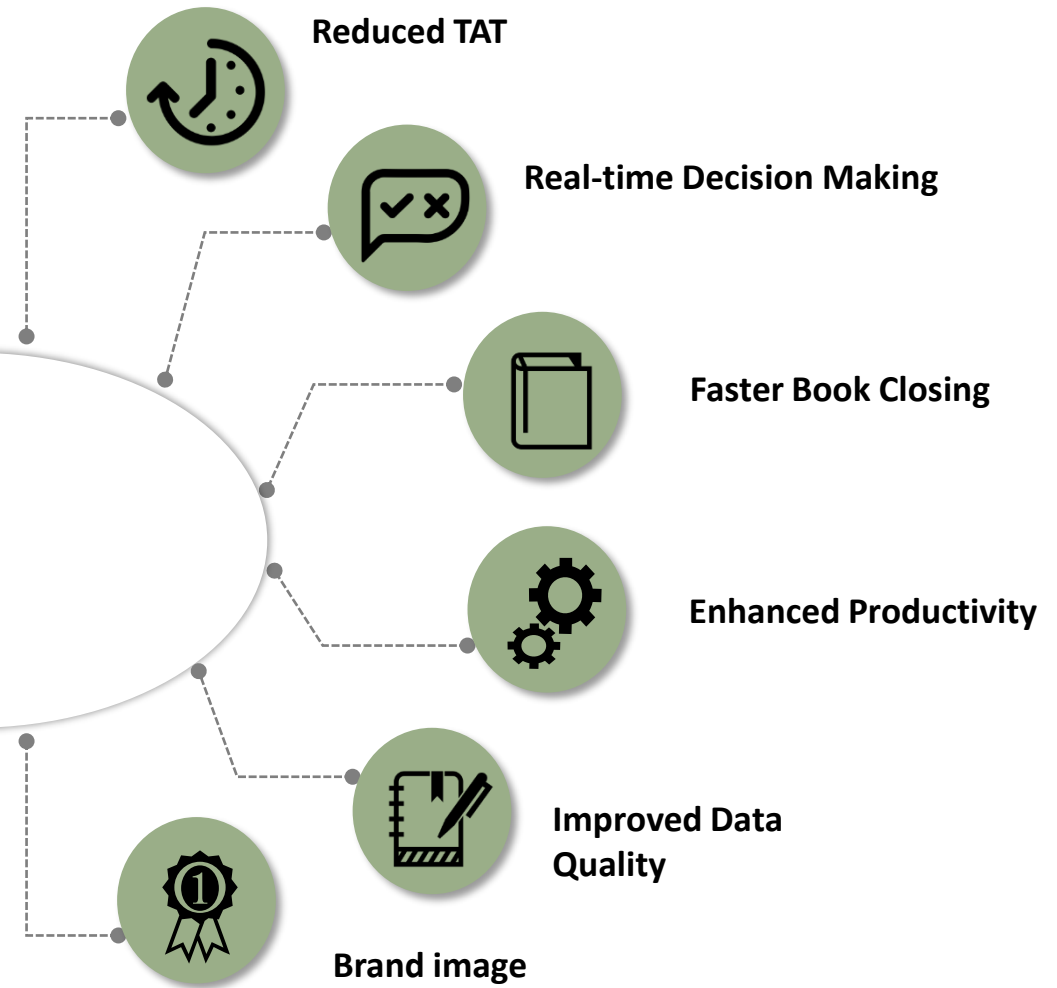
... Leading to Operating Efficiency & Scalability



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 clients regularly



Centralized Share Services

KYC verification, IVR, TVR, ensuring uniform processes



Geo-tagging

of 100% branches and centers and 89% clients' houses



Account Verification & Cashless Disbursement

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

Full-fledged in-house Internal Audit

96

Zonal Auditors &
Regional Auditors

Feedback based

Compliance Audit

100% Digital

on Audit Reports and Findings

872 Audits

completed in Q3FY21

Quarterly Audit

Regional Office, Branch & Social
Performance Management

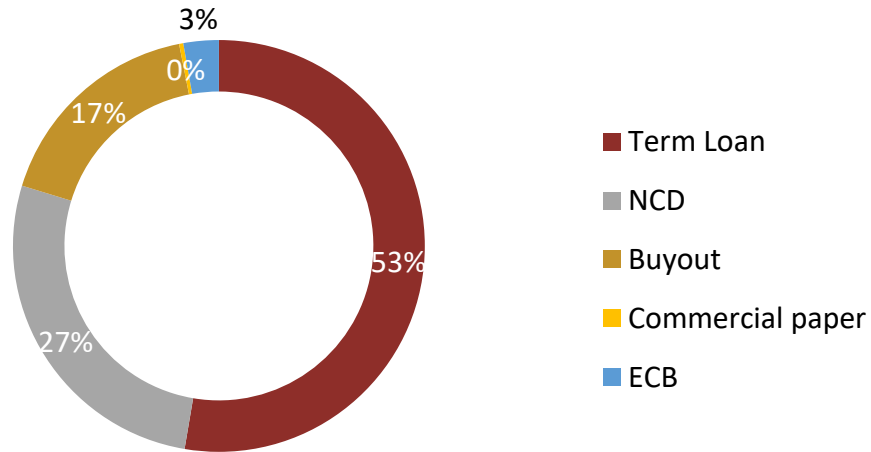
18 man-days

field audit per auditor per month

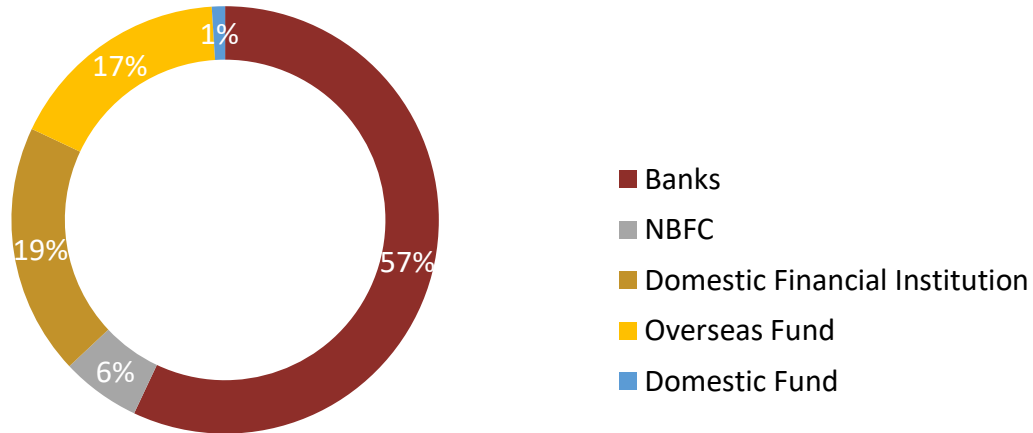
5. We have a well-diversified Liability Profile... ... insulated from Capital Market Turbulence



Product-wise Dec'20



Lender-wise Dec'20



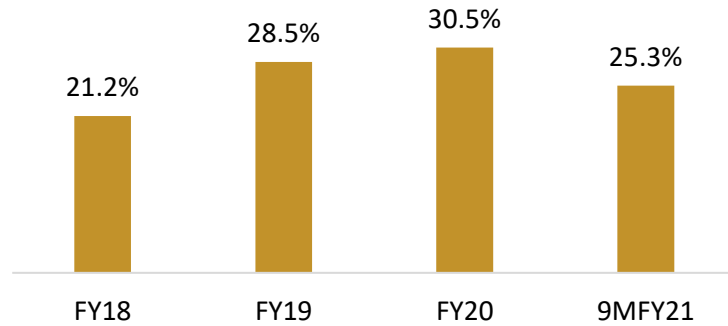
Large Lender Base
61 Active Lenders

Top 10 Lending Partners	% Share as on 31 st Dec'20
NABARD	14%
Indian Bank	9%
State Bank of India	8%
Bank of Baroda	7%
Blue Orchard Microfinance Fund	5%
IDFC First Bank	4%
AAV S.A.R.L.	4%
SIDBI	4%
Standard Chartered Bank	4%
HSBC	3%
Total of Top 10 lenders	61%

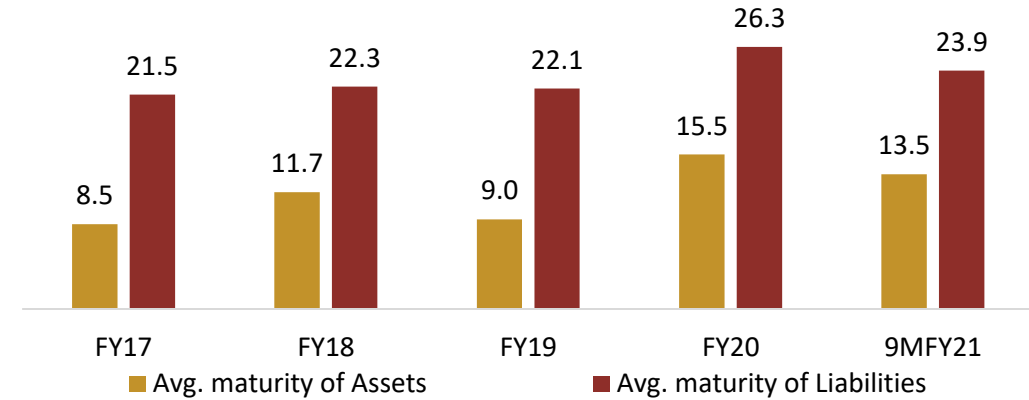
6. Strong Capitalization with Ample Liquidity



Healthy CRAR to Support Growth Opportunities



Benefit of Positive ALM Continues



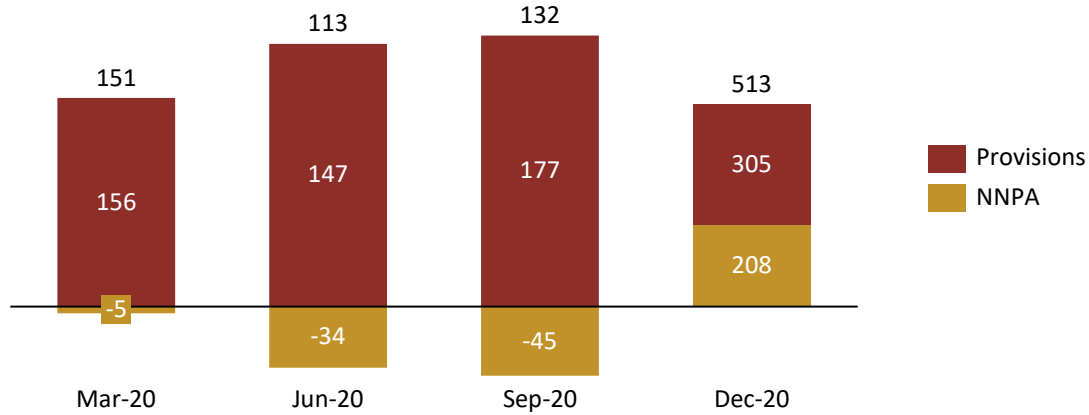
Static ALM as on 31 st Dec'20 (Rs. Crore)	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
Inflows							
Liquidity at the beginning of month*	1,831	1,717	1,824	1,917	2,009	2,196	1,831
Principal - Loan portfolio	227	236	273	258	252	263	1,508
Interest - Loan portfolio	82	81	87	80	69	69	469
Total (A)	2,140	2,034	2,184	2,256	2,330	2,528	3,808
Outflows							
Principal repayments	386	137	221	210	111	184	1,248
Interest repayments	37	72	46	36	24	63	280
Total (B)	423	209	267	246	134	247	1,527
Cumulative Mismatch (A-B)	1,717	1,824	1,917	2,009	2,196	2,281	2,281

*Excluding margin money deposits Rs 326 crore lien with Lenders and undrawn sanction in hand Rs 881 crore as on Dec'20; Principal repayments of only on-book portfolio are factored in the cashflows

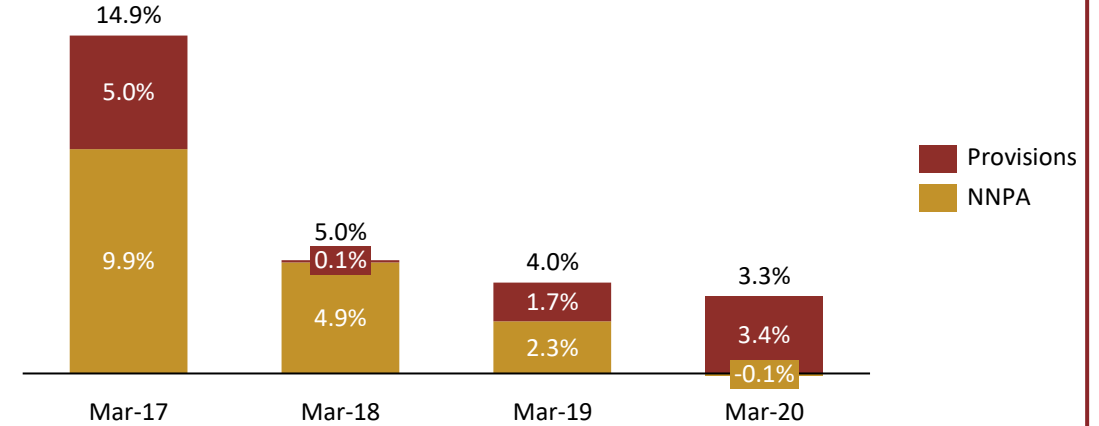
... With stable asset quality



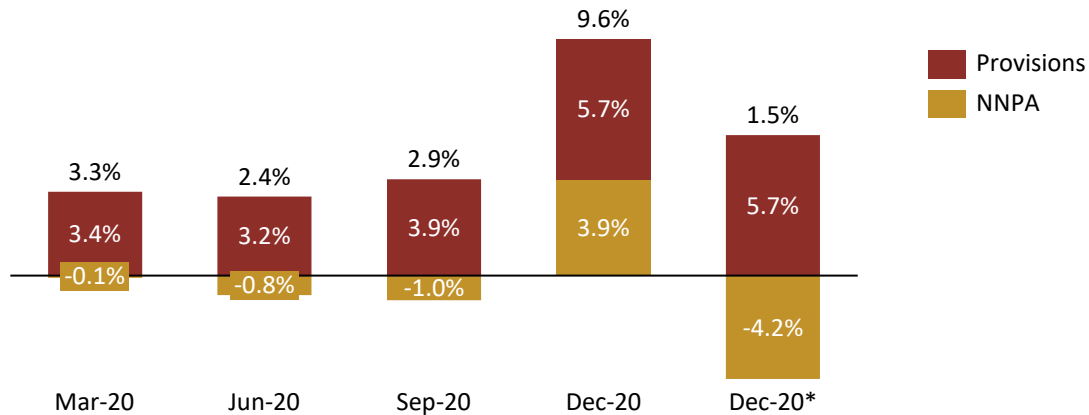
On-book Provisions & NNPA (Rs. crore)



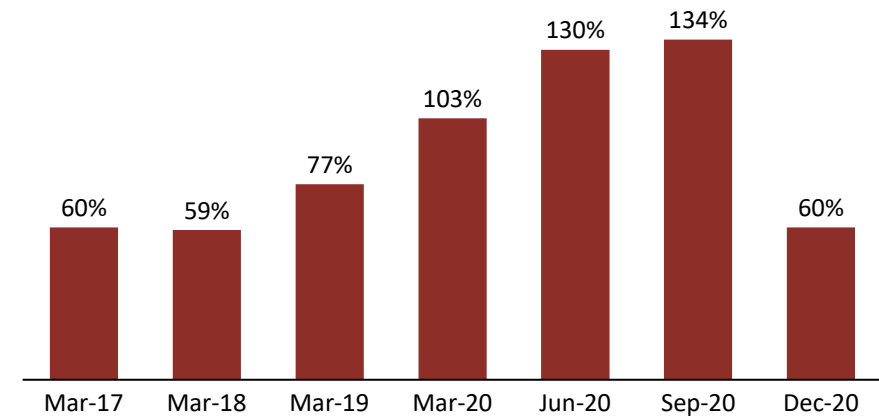
On- book GNPA, Provisions & NNPA (%)



On-book Provisions & NNPA (%)



Provision Coverage Ratio (%)



*The company has not recognized any NPAs since August 31, 2020, in line with the interim order of Hon. Supreme Court. However, the company has identified such accounts as stage 3 and made provisions accordingly. Without Assam at 0.5%. Proforma GNPA Stands at 9.6% in Dec'20 without Assam at 7.6%

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 ~97% of TFSL's total disbursement for Dec'20; 2% collection is through cashless mode
- » TFSL has a low-risk business model which is highly capital efficient
- » AUM stood at Rs 646 crore, with presence across 7 states
- » The Company operates through 202 branches, and has more than 3.6 lacs clients



Satin Housing Finance Ltd (SHFL)

- » 100% retail book comprising of:
 - » Affordable home loans – 82%
 - » Loan against property – 18%
- » Excellent portfolio quality since inception, Collection Efficiency of >99% during 9MFY21
- » Mainly caters to clients belonging to Middle and Low-Income Groups in peripherals of Tier II and below cities
- » CRAR of 97.3% and gearing of 1.4x. Total equity stands at Rs 95 crore
- » AUM Rs 200 crore with DA of Rs 5 crore
- » Profitable quarter despite challenging business environment
- » Standalone rating of BBB from CARE
- » 10 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 127 crore
- » CRAR for Q3FY21 is 85.5%
- » 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 1,429 active loan clients
- » SFL has migrated 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
- 96.6% of Districts with <1% exposure
- Uttar Pradesh share brought down from 40.9% in Dec'16 to 21.3% in Dec'20

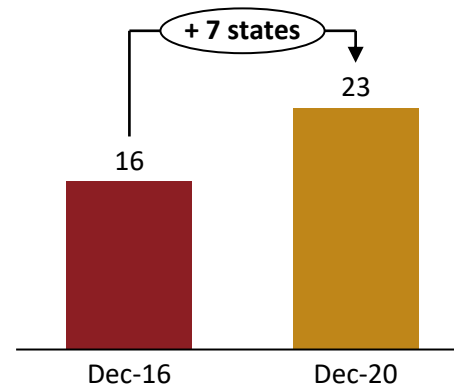
❑ Strong Capitalization with Ample Liquidity

- Capital Adequacy has improved from 18.3% in 2016 to 25.3% currently
- Raised Rs 560 crore equity capital
- Liquidity of over Rs 1,800 crore

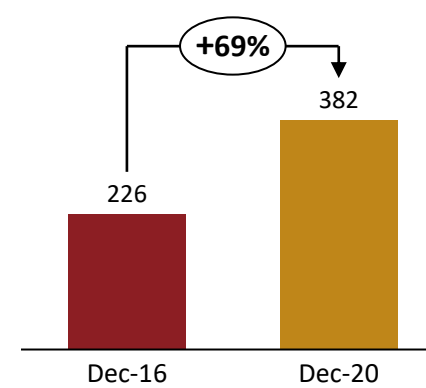
❑ Strategic Changes

- 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

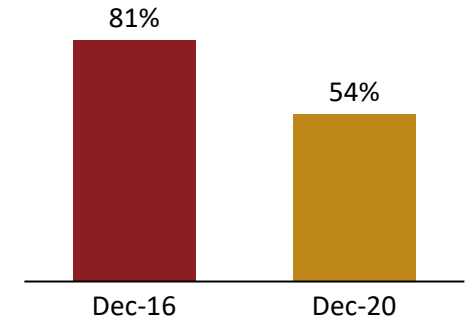
De-risking Geographic Concentration (No. of States)



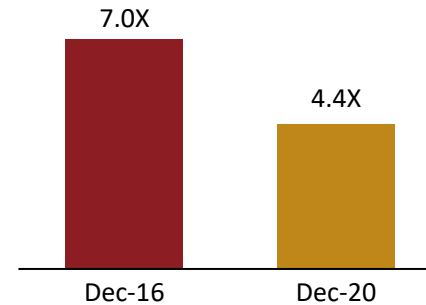
District Diversification



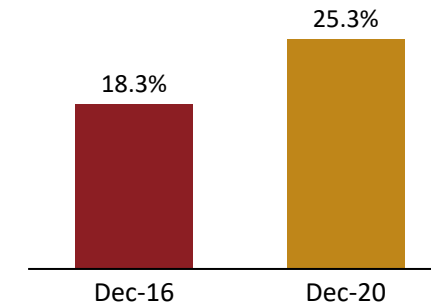
Reduction in Top 4 State Contribution



Reduced Leverage



Improved Capital Adequacy



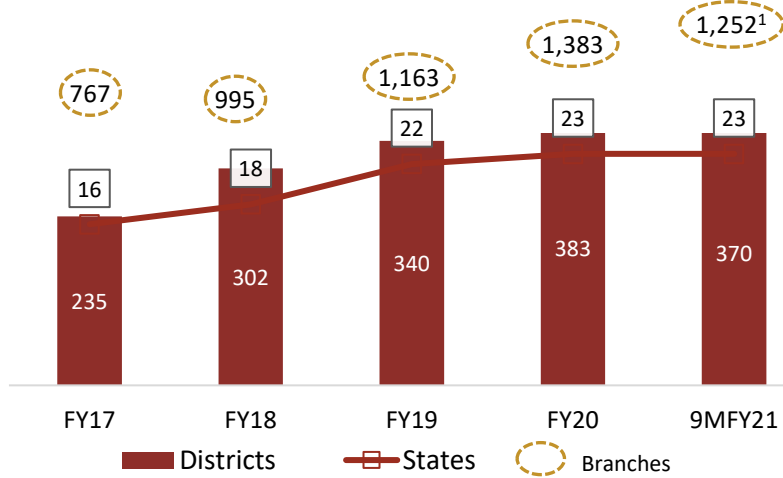
Key Financial & Operational Metrics



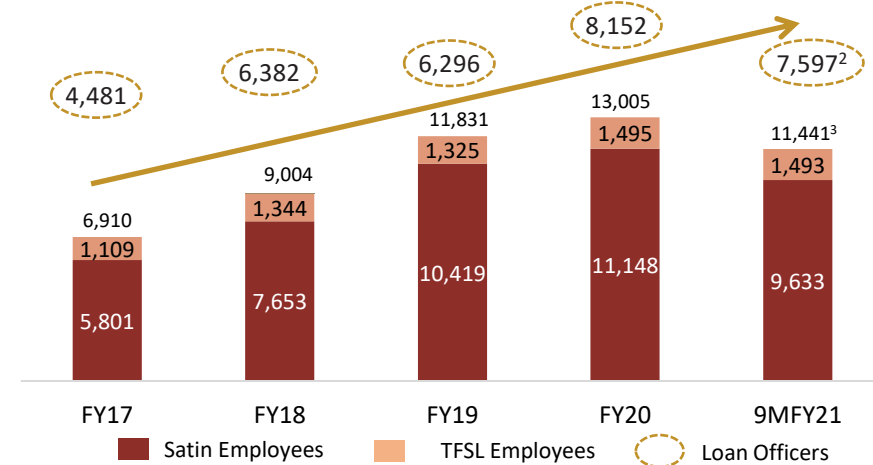
Key Operation Metrics



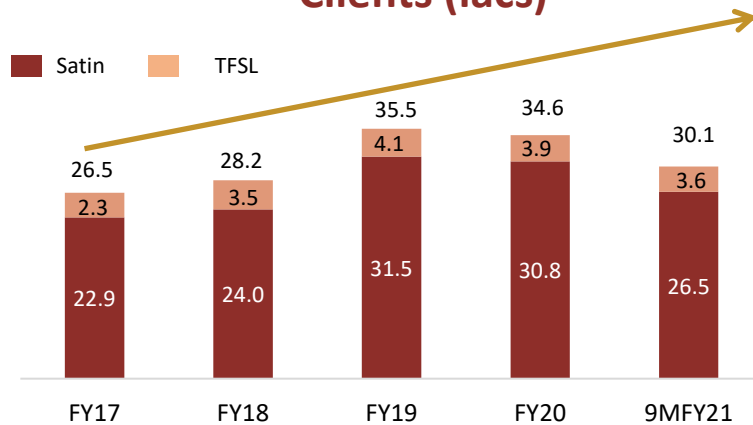
Districts, States and Branches



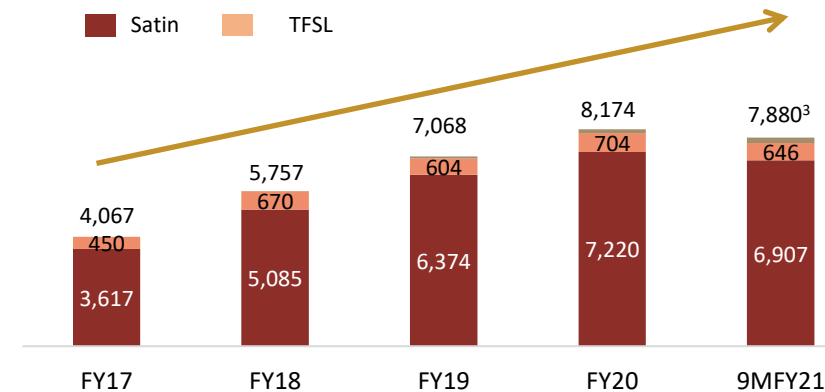
Employees & Loan Officers



Clients (lacs)



Gross Loan Portfolio (Rs. crore)

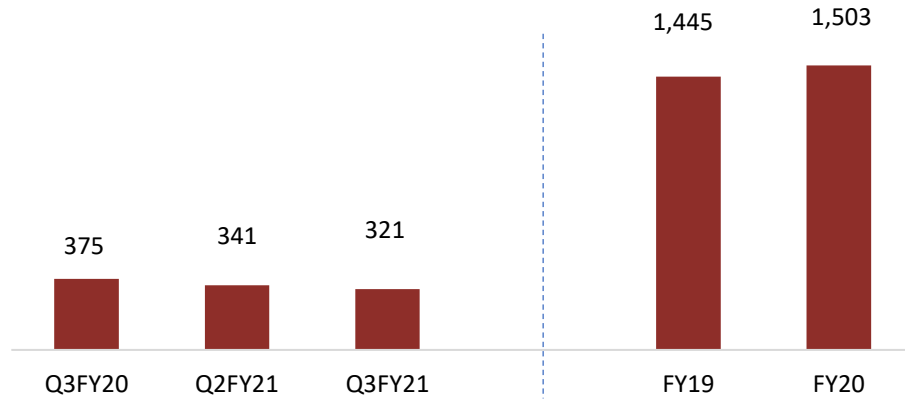


Note: (1) Data on Consolidated basis. On a standalone basis, the number of branches were 1,021; (2) Data on a consolidated basis. On a standalone basis the number of loan officers were 6,287; (3) Consolidated figures includes Satin Housing Finance Limited and Satin Finserv Ltd. as well.

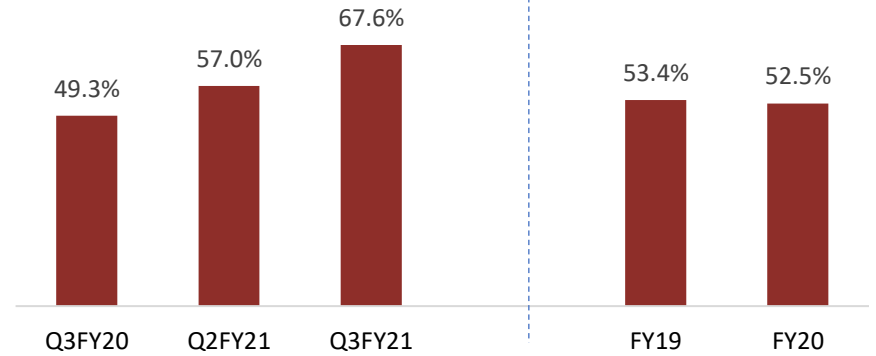
Key Consolidated Financials



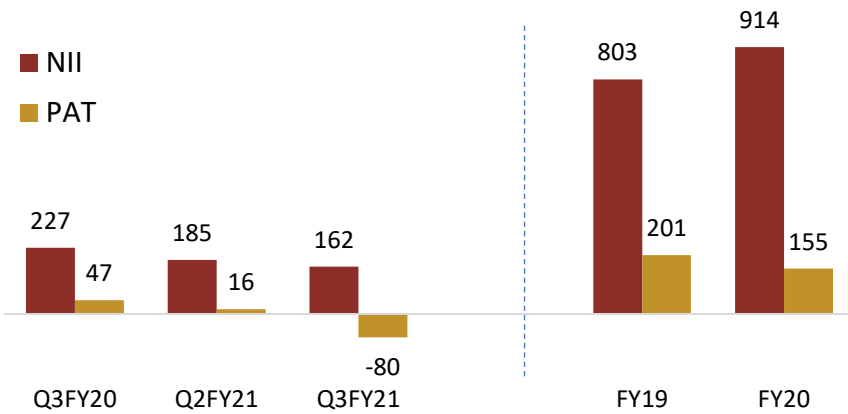
Gross Income (Rs. crore)



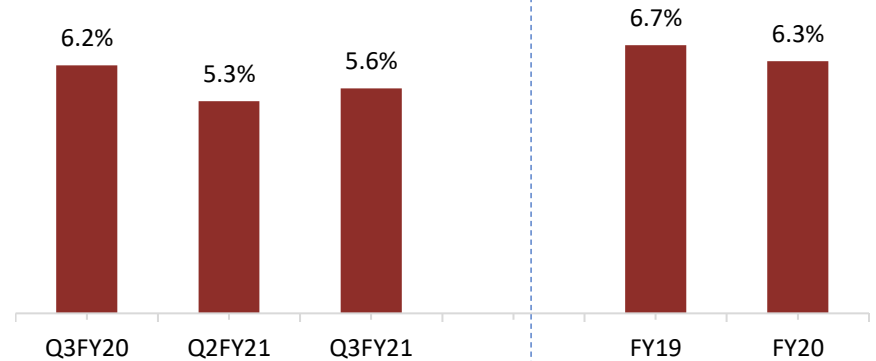
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



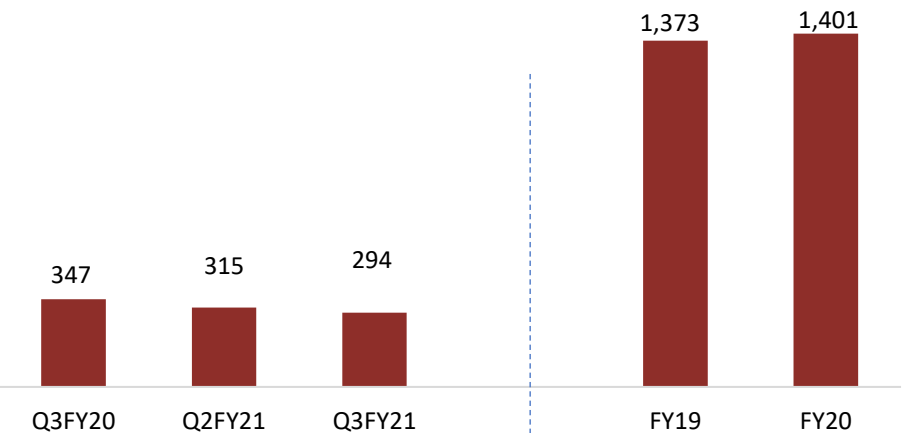
Opex to GLP (%)



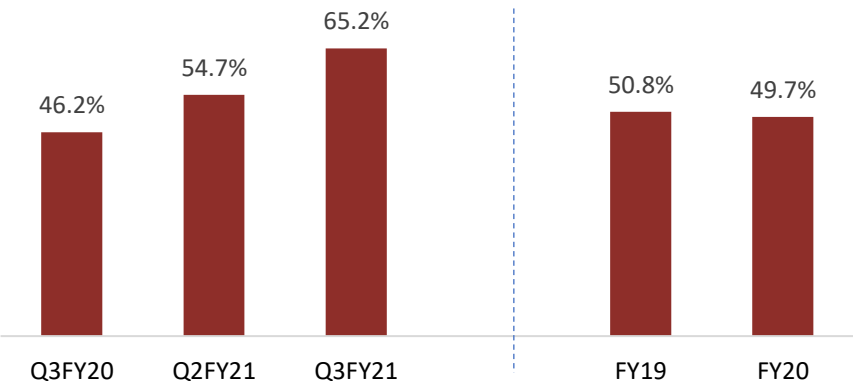
Key Standalone Financials



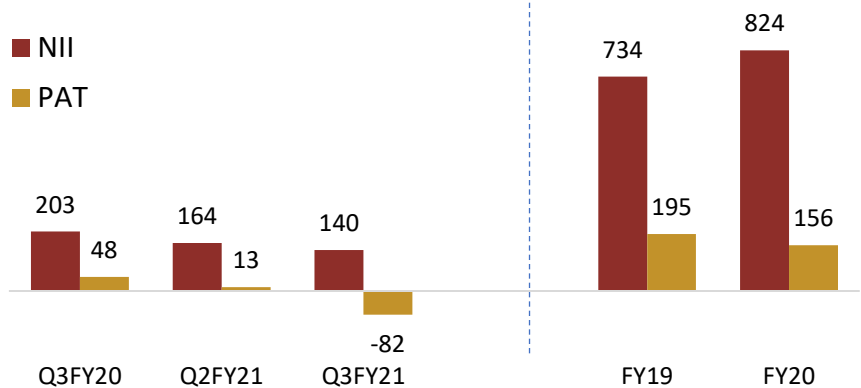
Gross Income (Rs. crore)



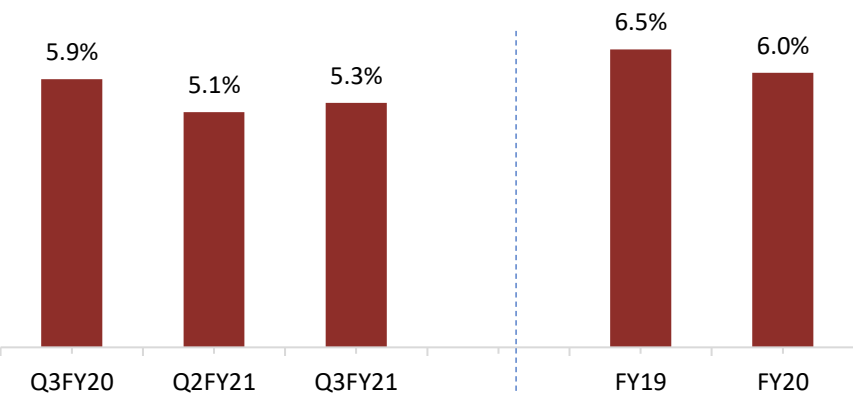
Cost to Income Ratio (%)



NII and PAT (Rs. crore)



Opex to GLP (%)



Financial & Operational Details (Consolidated)



Annexure – Business Details – Consolidated



Particulars	Q3FY21	Q3FY20	YoY%	Q2FY21	QoQ%
AUM (Rs. crore)	7,880	7,284	8.2%	7,667	2.8%
On-Book JLG AUM*	5,333	4,092		4,572	
Securitization	28	34		39	
Assignment	1,216	1,776		1,699	
Business Correspondence	362	522		473	
TFSL - Business Correspondence	646	646		639	
SHFL - Housing Finance ⁽¹⁾	195	138		164	
SFL	127	109		120	
AUM Mix (Rs. crore)	7,880	7,284	8.2%	7,667	2.8%
MFI Lending	6,253	5,600		5,959	
Product Financing	11	18		15	
MSME	280	249		297	
Business Correspondence - IndusInd Bank	362	522		473	
TFSL - Business Correspondence	646	646		639	
SHFL - Housing Finance	200 ¹	138		164	
SFL	127	109		120	
No. of Branches	1,252	1,354	-7.5%	1,255	-0.2%
SCNL	1,021	1,110		1,025	
TFSL	202	213		201	
SHFL	14	13		14	
SFL	15	18		15	

Note:

* Includes securitization, differences due to rounding off

1) SHFL portfolio also includes Assigned portfolio of 5 crore

Annexure – P&L Statement – Consolidated



Particulars (Rs. crore)	9MFY21	9MFY20	YoY%	Q3FY21	Q3FY20	YoY%	Q2FY21	QoQ %
Revenue								
Interest and Fee Income	780	737		270	250		251	
DA Income	58	151		0	56		44	
Treasury Income	58	95		18	32		20	
BC Fees	57	93		24	31		21	
Other Operating Income	19	19		8	6		3	
Total Revenue	972	1,094	-11.2%	321	375	-14.4%	341	-5.8%
Expenses								
Finance Cost	475	450		159	148		156	
Employee Benefit Expenses	243	261		82	86		82	
Credit Cost & FLDG for BC	245	96		159	61		53	
Other Expenses	61	81		24	22		20	
Depreciation and amortization expense	11	12		3	4		4	
Total Expenses	1,035	901	14.9%	427	321		314	
Profit Before Tax	-63	194	-	-106	54	-	26	-
Tax expense	-11	52		-26	7		11	
Profit after Tax	-52	142	-	-80	47	-	16	-
Other comprehensive income net of taxes	-54	11		-47	-1		-12	
Total Comprehensive Income	-105	153	-	-127	46	-	4	-

Financial Details (Standalone)



Annexure - Financial Performance – Standalone



Particulars (Rs. crore)	9MFY21	Q3FY21	Q3FY20	Q2FY21	FY20	FY19
Gross yield ⁽¹⁾	16.9%	17.2%	21.7%	18.1%	20.6%	24.0%
Financial Cost Ratio ⁽²⁾	8.7%	9.0%	9.0%	8.7%	8.5%	11.1%
Net Interest Margin ⁽³⁾	8.3%	8.2%	12.7%	9.4%	12.1%	12.8%
Operating Expense ratio ⁽⁴⁾	5.0%	5.3%	5.9%	5.1%	6.0%	6.5%
Loan Loss Ratio ⁽⁵⁾	4.6%	9.3%	3.4%	3.0%	3.0%	1.0%
RoA ⁽⁶⁾	-1.0%	-4.3%	2.9%	0.7%	2.3%	3.1%
RoE ⁽⁸⁾	-5.3%	-22.8%	13.8%	3.5%	12.0%	19.1%
Leverage (Total Debt ⁽⁷⁾ / Total Net Worth)	4.4x	4.4x	3.4x	3.6x	3.7x	4.6x
Cost to Income Ratio	60.7%	65.2%	46.2%	54.7%	49.7%	50.8%

Asset Quality (on-book)	9MFY21	Q3FY21	Q3FY20	Q2FY21	FY20	FY19
GNPA %	9.6	9.6	4.3	2.9	3.3	4.0
ECL as % of AUM	5.7	5.7	3.3	3.9	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)	9MFY21	9MFY20	YoY%	Q3FY21	Q3FY20	YoY%	Q2FY21	QoQ %
Revenue								
Interest and Fee Income	748	719		259	242		241	
DA Income	58	151		-	56		44	
Treasury Income	54	90		17	31		18	
BC Income	20	48		10	15		7	
Other Operating Income	18	16		8	4		5	
Total Revenue	898	1,025	-12.5%	294	347	-15.5%	315	-6.6%
Expenses								
Finance Cost	460	442		154	144		151	
Employee Benefit Expenses	205	221		68	72		70	
Credit Cost & FLDG for BC	241	86		158	54		51	
Other Expenses	52	70		20	18		17	
Depreciation and amortization expense	9	11		3	3		3	
Total Expenses	967	829	16.6%	403	292	37.8%	292	38.0%
Profit Before Tax	-69	196	-	-109	55	-	23	-
Tax expense	-13	52		-27	7		10	
Profit After Tax	-56	144	-	-82	48	-	13	-
Other comprehensive income net of taxes	-53	11		-47	-1		-12	
Total Comprehensive Income	-110	155	-	-129	47	-	1	-

Financial Details (Subsidiaries)



Annexure - P&L Statement – TFSL



Particulars (Rs. crore)	Q3FY21	Q3FY20	Q2FY21	FY20	FY19
Revenue					
Total Revenue	13.1	17.2	18.2	69.8	68.3
Expenses					
Finance Cost	1.2	0.9	1.1	3.2	2.5
Employee Benefit Expenses	9.2	9.7	8.9	38.3	35.3
Credit Cost	-0.3	6.1	0.5	13.4	5.7
Other Expenses	2.4	2.5	2.7	14.4	11.1
Depreciation and amortization expense	0.4	0.5	0.4	1.7	1.1
Total Expenses	12.9	19.6	13.6	71.0	55.7
Profit Before Tax	0.2	-2.5	4.6	-1.2	12.6
Tax expense	0.1	-0.5	1.1	-0.2	4.1
Profit After Tax	0.1	-2.0	3.5	-1.0	8.4
Other comprehensive income net of taxes	-	-	-0.2	0.3	0.1
Total Comprehensive Income	0.1	-2.0	3.3	-0.7	8.5

Annexure - P&L Statement – SHFL



Particulars (Rs. crore)	Q3FY21	Q3FY20	Q2FY21	FY20	FY19
Revenue					
Interest and Fee Income	6.6	4.6	5.6	17.1	4.5
Treasury Income	0.0	0.5	0.3	1.6	1.0
Other income	0.6	1.1	0.3	2.3	1.6
Total Revenue	7.2	6.2	6.2	21.0	7.1
Expenses					
Finance cost	3.6	2.4	3.1	8.3	1.1
Employee benefit expenses	2.7	2.3	2.3	9.7	4.8
Credit Cost	-1.6	0.1	1.8	1.2	0.3
Other expenses	0.9	0.8	0.5	2.5	2.3
Depreciation and amortization expenses	0.1	0.1	0.1	0.5	0.1
Total Expenses	5.6	5.7	7.8	22.2	8.6
Profit Before Tax	1.6	0.5	-1.6	-1.3	-1.5
Tax expense	0.4	0.2	-0.4	-0.3	-0.3
Profit After Tax	1.2	0.3	-1.3	-1.0	-1.2
Other comprehensive income	-	-	-	-	-
Total Comprehensive Income	1.2	0.3	-1.3	-1.0	-1.2

Annexure - P&L Statement – SFL



Particulars (Rs. crore)	Q3FY21	Q3FY20	Q2FY21	FY20
Revenue				
Interest and Fee Income	5.93	4.48	5.57	13.59
Treasury Income	0.08	0.06	0.14	0.24
Other income	0.14	0.06	0.31	0.18
Total Revenue	6.15	4.60	6.02	14.02
Expenses				
Finance cost	1.13	0.48	1.03	1.76
Employee benefit expenses	1.79	1.69	1.61	6.67
Credit Cost	0.91	0.70	1.83	1.46
Other expenses	0.93	0.84	0.82	3.13
Depreciation and amortization expenses	0.08	0.02	0.05	0.11
Total Expenses	4.84	3.73	5.33	13.14
Profit Before Tax	1.31	0.87	0.68	0.88
Tax expense (DTA)	0.33	0.15	0.17	0.24
Profit After Tax	0.98	0.71	0.51	0.65
Other comprehensive income	-	0.02	0.02	-
Total Comprehensive Income	0.98	0.73	0.53	0.65

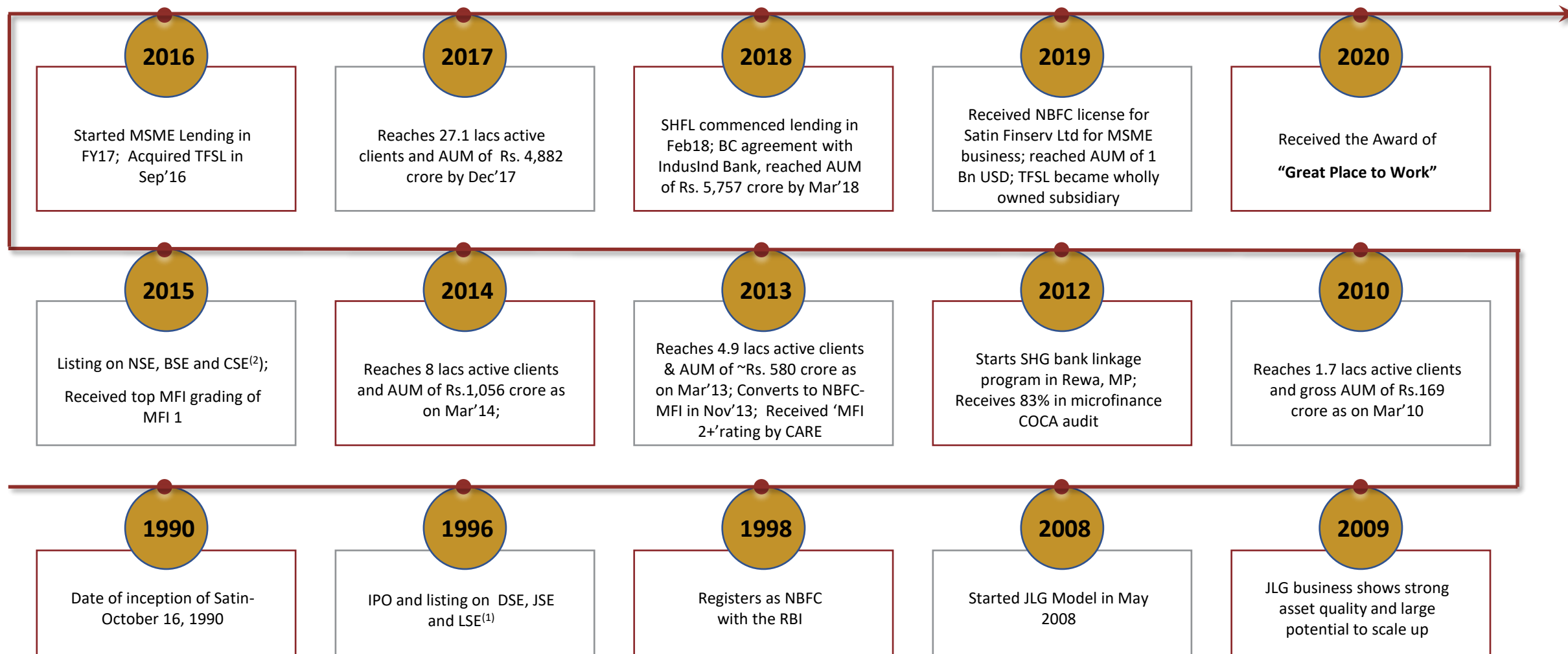
Company Background



Key milestones



Business Timeline

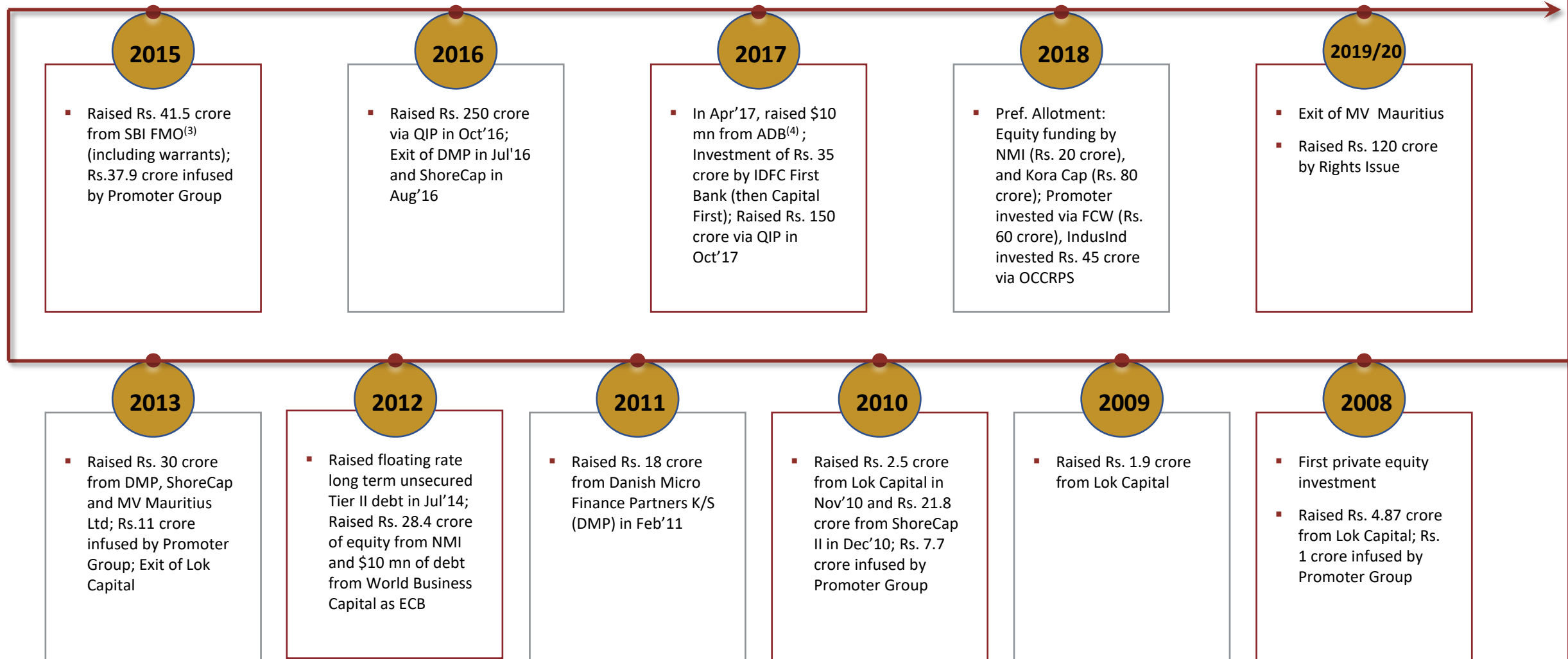


Note: 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE- Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

Key milestones

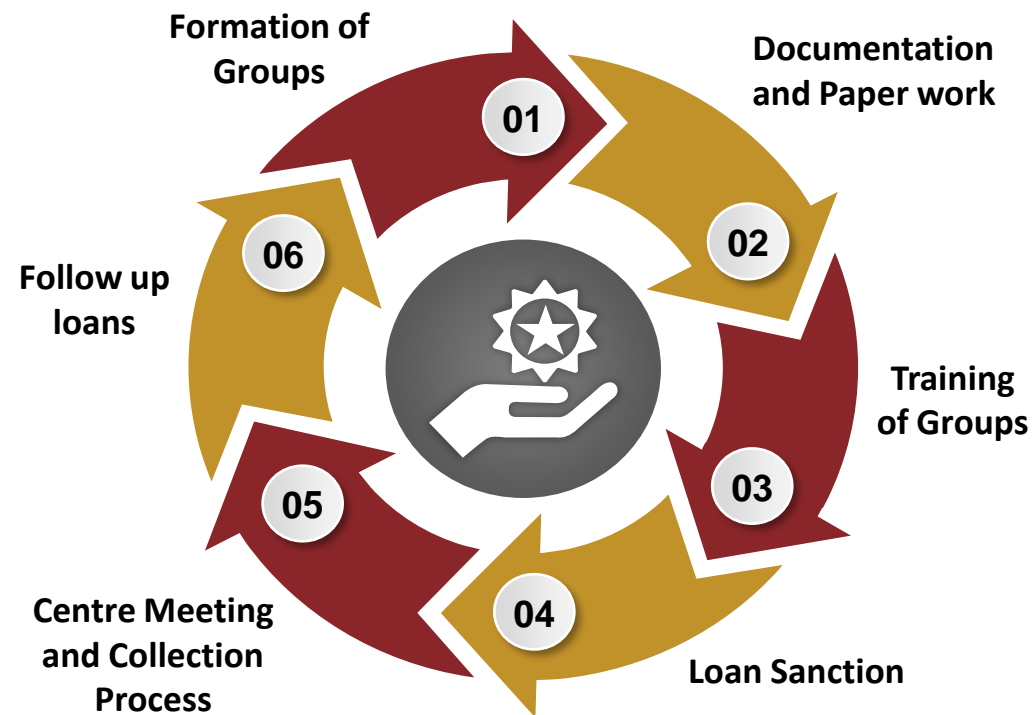


Fund Raising Timeline

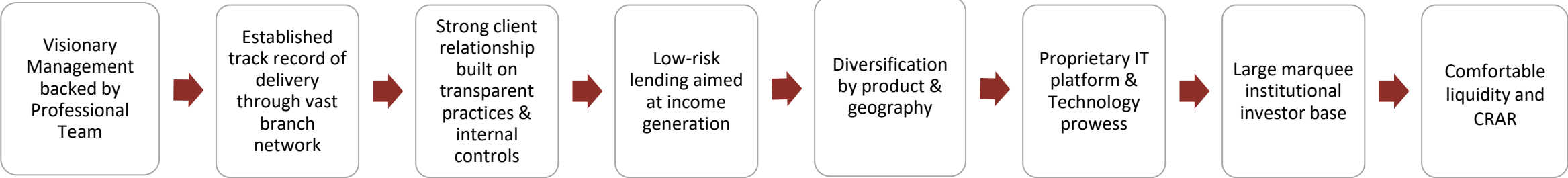
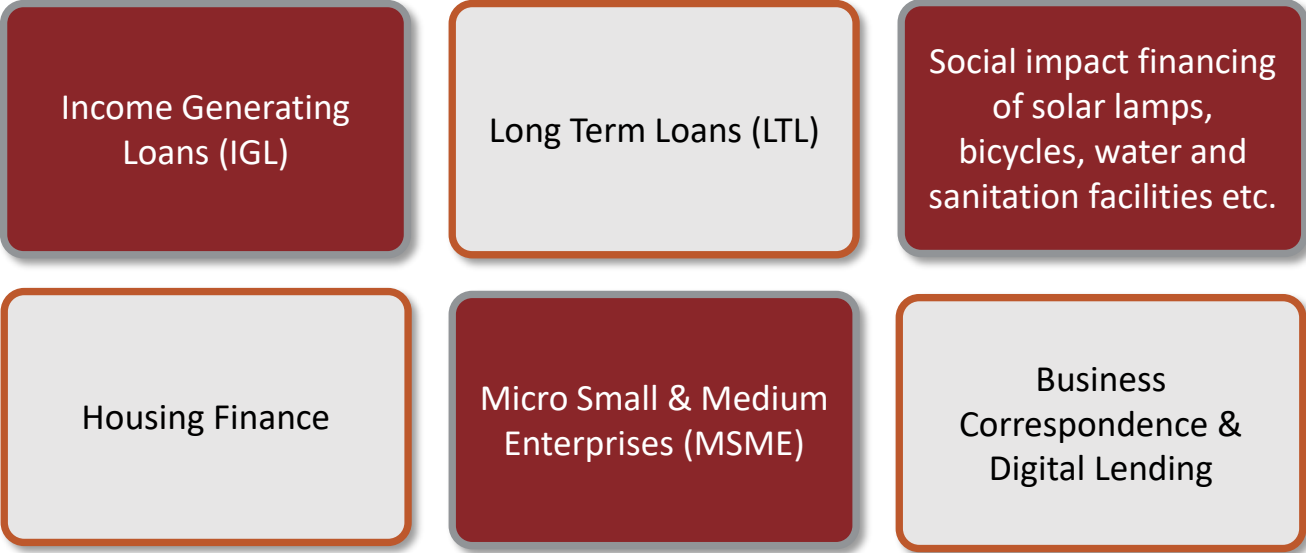


Note: (3) SBI FMO Emerging Asia Financial Sector Fund Pte. Limited; (4) ADB – Asian Development Bank

Our Business Model



MICROFINANCE... & BEYOND



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

... With Customised Products as per Client Needs



Income Generation Loan (Prarambh)

Ticket Size :
Rs. 10,000 – Rs. 30,000

Tenure : 24 months

Long Term Loan (Vridhhi)

Ticket Size :
Rs. 30,000 – Rs. 50,000

Tenure : 24 months

Product Financing/Wash Loan

Ticket Size :
Rs. 799 – Rs. 17,999

Tenure : 3-18 months

Eligibility Criteria

- Household Income: Rural-Rs. 1.25 Lacs & Urban/Semi-Urban- Rs. 2 Lacs
- Satin can be 3rd lender & 2nd MFI
- Centralized Shared Services for KYC verification

- Outstanding (incl. applied loan): <=Rs. 1.25 Lacs
- 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 in Assam and Odisha



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



Appreciation by the 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 the 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 a virtual 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"

Contact Information



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