



SATIN CREDITCARE NETWORK LTD.
Reaching out!

Investor Presentation
April 2024

Relentless
Exploring Prospects.
Growing footprint.



Presentation Path



**Stakeholder's Digest:
Key Business
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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 may reflect some price-sensitive information in terms of SEBI regulations and Companies Act, 2013, as amended from time to time. The Company may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any persons of such change or changes. 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 may have been regrouped.

Standalone: Surpassed Guidance via Focused Efforts towards Excellence



| Particulars | FY24 (Guidance) | FY24 (Actual) |
|--------------------------|--------------------|------------------|
| GLP Growth (%) | 25%+ | 33.6% ★ |
| NIM (%) | 12.1% - 12.5% | 13.2% ★ |
| Operating cost/AUM (%) | 5.60% - 5.75% | 5.60% |
| Credit Cost (%) | 1.25% - 1.50% | 1.44% |
| RoA (%) | 3.50% - 4.00% | 4.77% ★ |
| RoE (%) | 17.5% - 19.0% | 18.5% |
| Cost-to-Income Ratio (%) | 45% - 50% | 42.6% ★ |
| Capital Adequacy (%) | 22.0% - 25.0% | 27.7% ★ |
| Debt/Equity (x) | 3.5x - 4.0x | 2.7x ★ |










Reflecting on FY24 (1/3)



| | SATIN | Satin Housing Finance Ltd. THE ANSWER IS HOME | SFL Satin Finserv Limited |
|--|---|--|--------------------------------|
| | | Consolidated | Standalone |
| | Growing AUM | Rs. 11,850 crore 30% YoY ↑ | Rs. 10,593 crore 34% YoY ↑ |
| | Highest Yearly Disbursement | > Rs. 10,000 crore 30% YoY ↑ | Rs. 9,691 crore 31% YoY ↑ |
| | Highest Ever Profitability | Rs. 436 crore Rs. 5 crore ↑ (FY23) | Rs. 423 crore 60% YoY ↑ |
| | Robust Client Addition[^] | 34.7 Lacs client 6.3 Lacs ↑ | 33.4 Lacs client 7.8 Lacs ↑ |

[^]Lower client addition on consolidated basis on account of running down of BC portfolio in SFL



| |  |  Satin Housing Finance Ltd. THE ANSWER IS HOME |  Satin Finserv Limited |
|---|---|--|--|
| | | Consolidated | Standalone |
|  | Reduction in Opex ratios | Opex to Avg AUM at 5.8% vs 6.3% ↓ Cost to Income at 45.4% vs 56.5% | Opex to Avg AUM at 5.6% vs 6.3% ↓ Cost to Income at 42.6% vs 54.3% |
|  | Impressive Funds Raised | Rs. 9,969 crore 39% YoY ↑ | Rs. 9,494 crore 39% YoY ↑ |
|  | Diversified Portfolio | Secured : Unsecured : : 12% : 88% | |
|  | Enhancement in Rating | SCNL: Long Term credit rating upgraded to A (Stable) by ICRA from A- (Stable) SHFL & SFL: Long Term credit rating of ICRA A- (Stable) assigned by ICRA | |

Reflecting on FY24 (3/3) - Standalone



Forayed into 2 new states during the year; most diversified amongst the peers present in 26 states & UTs

MSME portfolio reduced to Rs. 293 crore as on Mar'24 (Rs. 392 crore as on Mar'23); at 2.8% of AUM from 4.9% as on Mar'23



Successfully completed equity infusion of Rs. 250 crore via QIP

Received highest ratings, "AA" ESG rating and Gold level certification on Client Protection Principles



Loan per client ratio at 1.0 as on Dec'23; one of the lowest amongst the Top 10 MFI's

Consistent Collection Efficiency; stood at 98.5% for the financial year



Enriched Board with new appointment and expertise

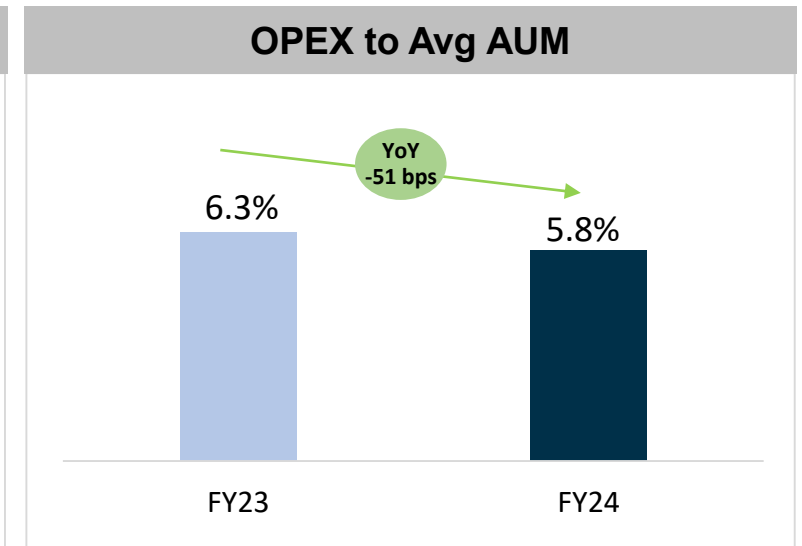
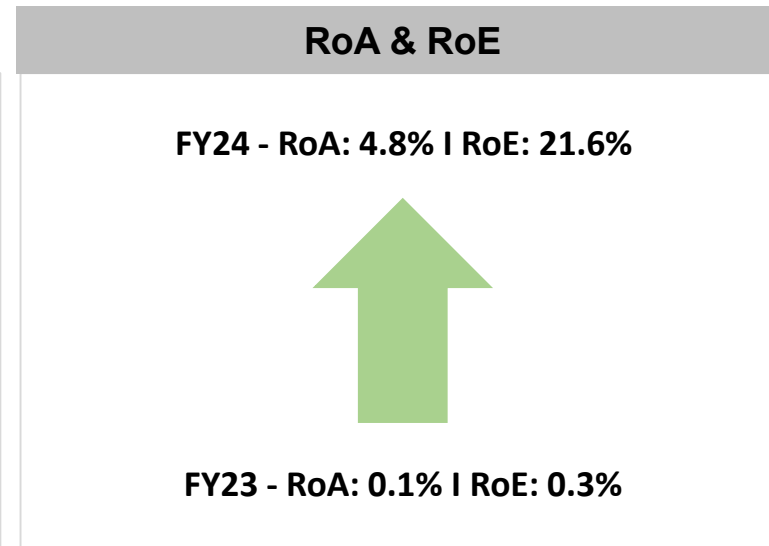
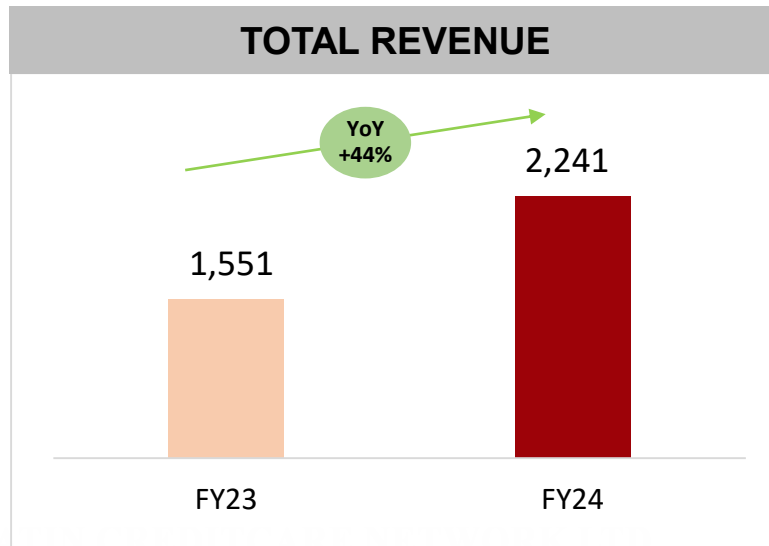
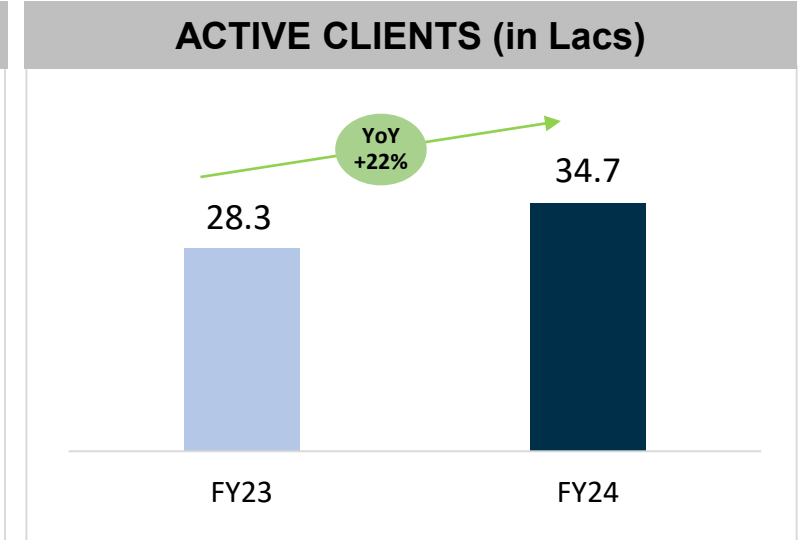
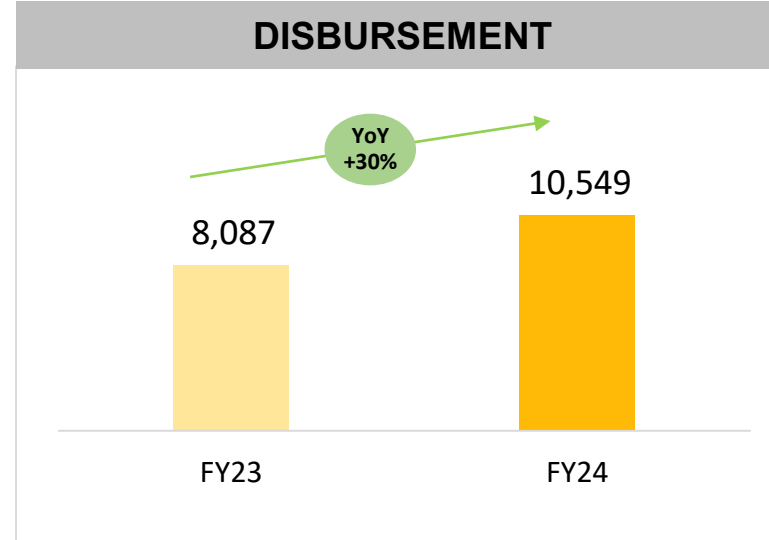
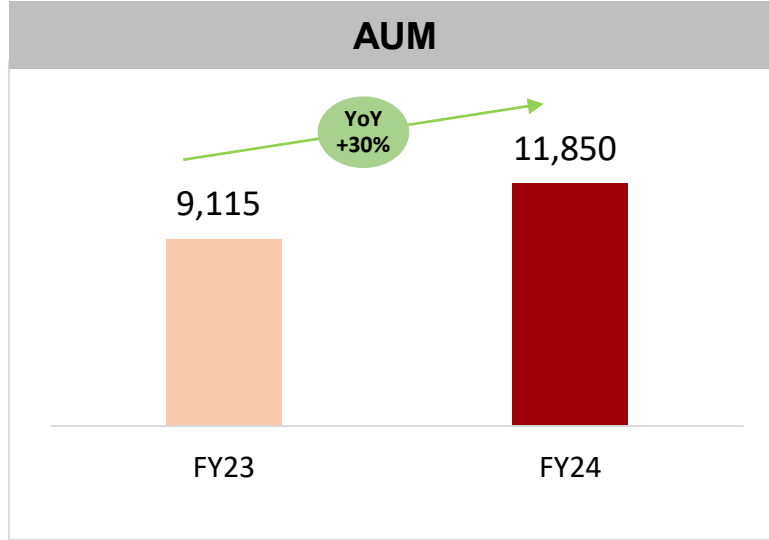
Entered into a co-lending arrangement with Karnataka Bank



Consolidated Performance Highlights (1/2)



(Rs. crore)



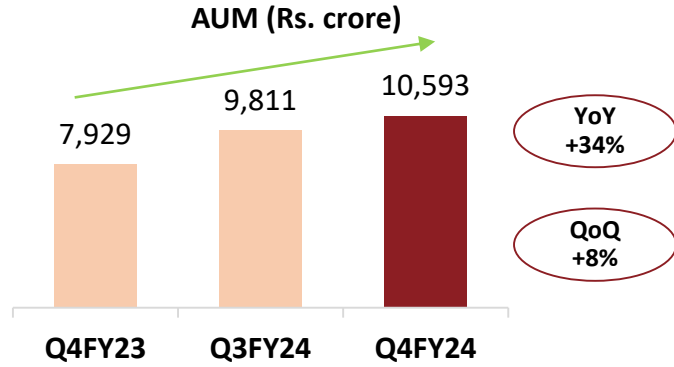
Consolidated Performance Highlights (2/2)



| Particulars | FY24 | FY23 | Q4FY24 | Q4FY23 | Q3FY24 |
|--|--------|--------|--------|--------|--------|
| Gross yield ⁽¹⁾ | 21.37% | 18.54% | 22.58% | 20.13% | 22.53% |
| Financial Cost Ratio⁽²⁾ | 8.60% | 7.37% | 8.79% | 7.40% | 9.33% |
| Net Interest Margin⁽³⁾ | 12.78% | 11.17% | 13.78% | 12.72% | 13.20% |
| Operating Expense ratio⁽⁴⁾ | 5.80% | 6.31% | 5.49% | 6.27% | 6.06% |
| Loan Loss Ratio⁽⁵⁾ | 1.42% | 4.79% | 2.33% | 0.29% | 1.42% |
| RoA⁽⁶⁾ | 4.75% | 0.06% | 4.90% | 5.03% | 4.57% |
| RoE⁽⁷⁾ | 21.64% | 0.30% | 21.98% | 25.08% | 21.71% |
| Leverage (Total Debt / Total Net Worth) | 3.3x | 3.7x | 3.3x | 3.7x | 3.6x |
| Cost to Income Ratio | 45.36% | 56.51% | 39.81% | 49.24% | 45.94% |

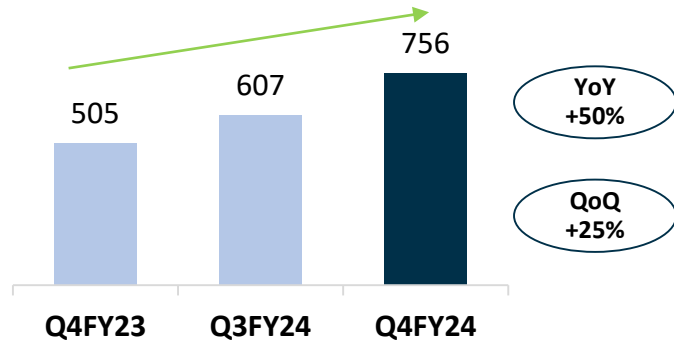
1. Gross Yield represents the ratio of total Income in the relevant period to the Average AUM
2. Financial Cost Ratio represents the ratio of Interest Expense in the relevant period to the Average AUM
3. Net Interest Margin represents the difference between the Gross Yield and the Financial Cost Ratio
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 represents ratio of PAT to the Average Total Assets
7. RoE represents PAT to the average equity

SCNL and Subsidiaries' Performance



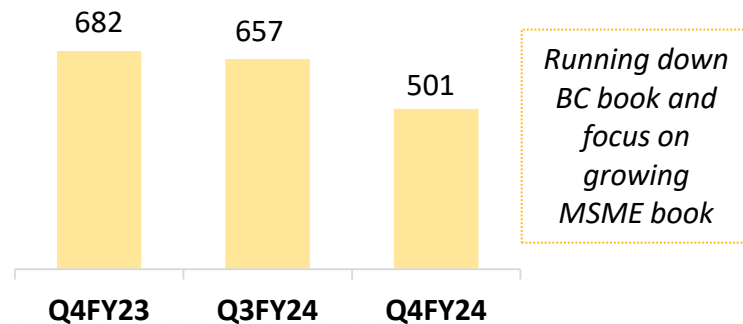
| | |
|--------------|-----------------|
| Disbursement | Rs. 9,691 crore |
| GNPA | 2.5% |
| PAT | Rs. 423 crore |
| CRAR | 27.7% |

- Scaling AUM with strategic precision
- Continued focus on asset quality
- Healthy capital position



| | |
|--------------|---------------|
| Disbursement | Rs. 456 crore |
| GNPA | 0.8% |
| PAT | Rs. 9 crore |
| CRAR | 49.2% |

- Witnessing robust growth
- Keeping asset quality intact



| | |
|--------------|---------------|
| Disbursement | Rs. 402 crore |
| GNPA | 4.3% |
| PAT | Rs. 5 crore |
| CRAR | 48.0% |

- MSME book grew by 45% YoY
- PAR 90 < 2.7% for sub Rs. 3.5 Lacs ticket size loans, comprising ~95% of total MSME portfolio

Maintaining a diversified portfolio with a **healthy proportion of secured assets**; subsidiaries are shaping up well and are operating independently

Enhancing our risk framework by incorporating more stringent policies and refining processes

Harnessing enhanced underwriting capabilities as a cornerstone for maintaining high standards of credit quality and risk mitigation



Continuous investment in technology enabled procedures to enhance operational efficiencies viz e-sign through Iris etc.

Co-lending agreements; opens door to more opportunities of broadening our presence

Prioritizing right onboarding procedures to **ensure a secure and authentic borrower addition**

Standalone Update





Total on-book portfolio in Punjab stands at Rs. 369 crore as on Mar'24



Overall PAR 1 in Punjab stands at Rs. 35 crore and PAR 90 at Rs. 19 crore



Collection Efficiency in the state is ~97% for FY24 and ~92% for Q4FY24



Due to the local issues in the area, out of the total 61 branches in Punjab, 10 branches have been affected

- **In these branches, PAR 1 stands at Rs. 23 crore and PAR 90 is at 11 crore**



We have slowed down on disbursement in the affected areas and have deployed additional collection officers to engage with and motivate the clients

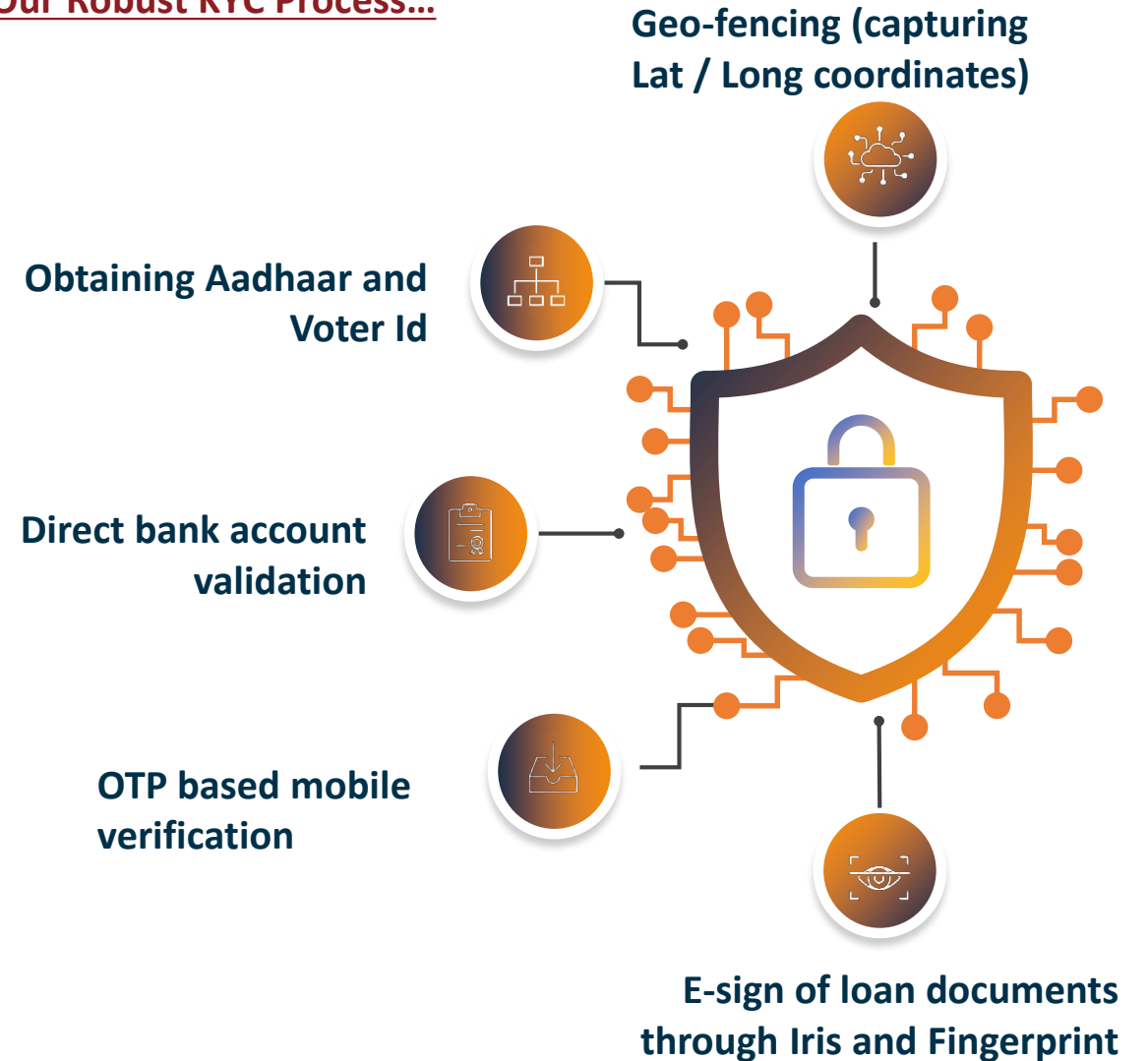
Demonstrating Resilience and Strength...

With the benefits of digitization, also emerge significant challenges that demand vigilant attention, particularly in the realm of security. One such challenge is the rising occurrence of **authenticity of KYC**.

At Satin, we are **upholding the highest standards in our internal processes**.

- Rigorously adhering to **stringent guidelines and protocols** has been integral to safeguarding our customers, operations, and maintaining transparency.
- Ensuring utmost security and authenticity during the client onboarding process **with zero deviation policy**.

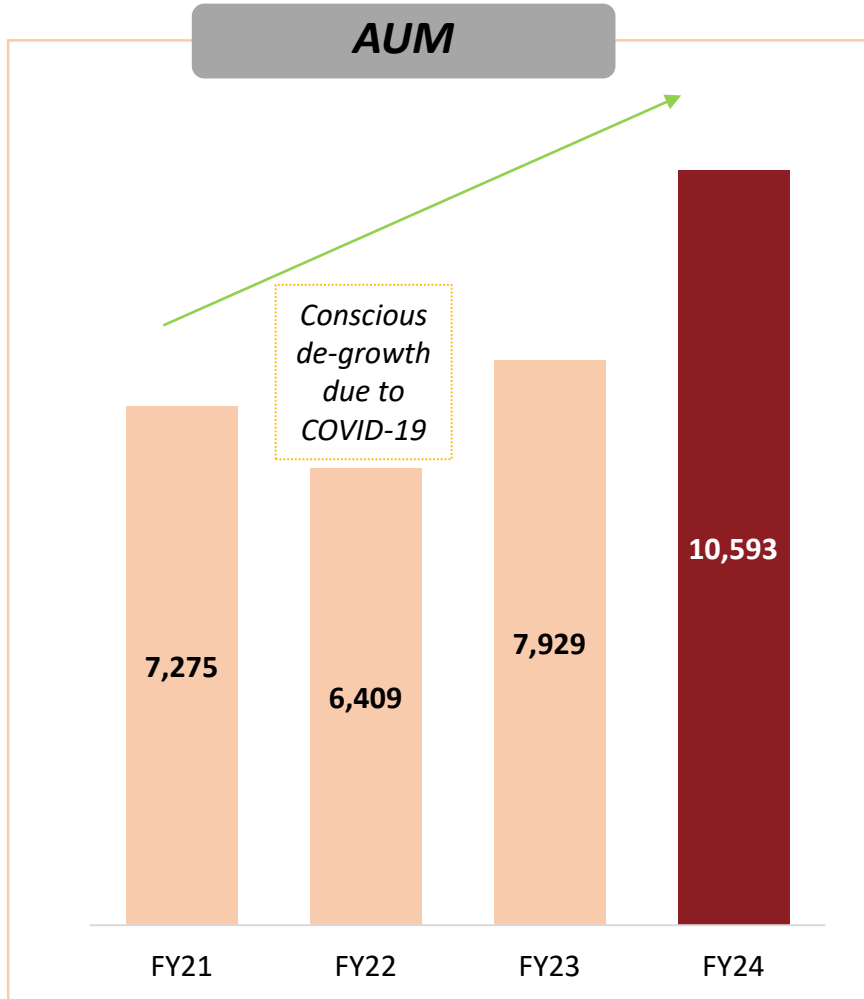
Our Robust KYC Process...



Sustainable Growth Aided by Healthy Customer Addition



(Rs. crore)



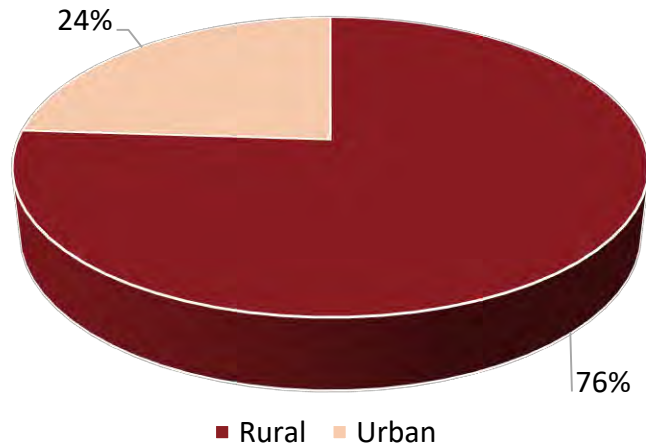
- Standalone AUM crossed Rs. 10,000 crore mark
- On-book portfolio grew by 40.4% YoY
- Off book reduced to 25% vs 29% as on Mar'23
- Added 7.79 Lacs client during the year; YoY growth of 30%
- Average Ticket Size for FY24 stood at Rs. 47,000; increased by 9% YoY
- Added 158 branches during FY24; fueling the growth engine
- Entering new geographies; added 2 states. Most diversified among peers

Striving to be the ultimate **one-stop financial services provider in rural India** with pioneering cutting-edge technology and fortified processes to empower communities

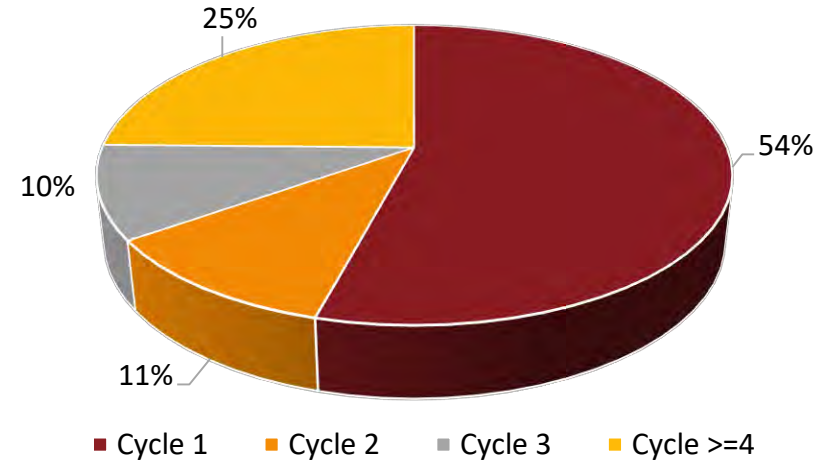
Portfolio Breakup



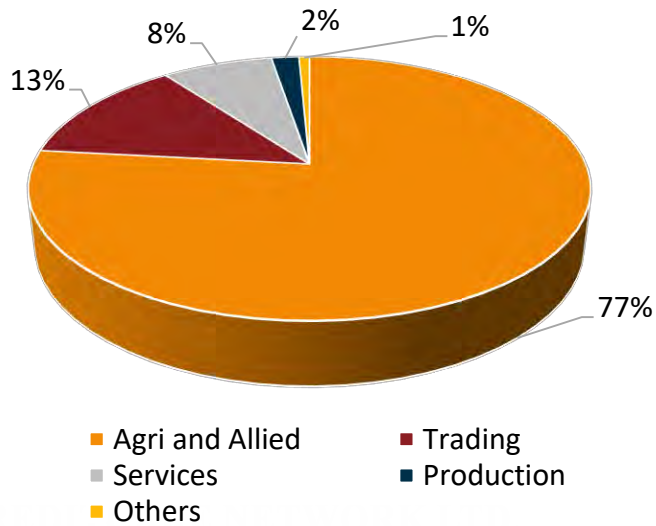
Geographical Split



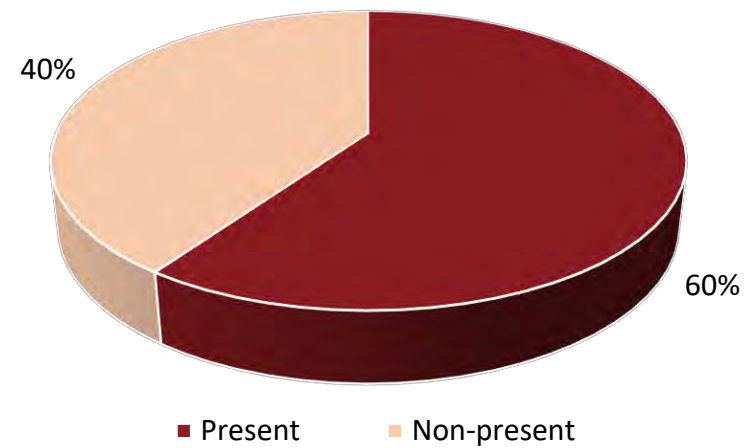
Loan Cycle-Wise Split



Purpose Wise Split



Presence in Aspirational Districts



Source: Aspirational districts as per NITI Aayog. The Aspirational Districts Programme (ADP) aims to quickly and effectively transform 112 most under-developed districts across the country.

Operational Capabilities Backed by Robust Processes



Loan Life Cycle

Onboarding



Key Initiatives

- | | |
|---|---|
| <ul style="list-style-type: none"> ✓ Digitized Onboarding ✓ OTP validations at client onboarding & disbursement level | <ul style="list-style-type: none"> ✓ Detailed HHI assessment ✓ Geo tagging at every touch point in the onboarding journey |
| <ul style="list-style-type: none"> ✓ No loan to Overdue customers ✓ Identification of Early warning signals | <ul style="list-style-type: none"> ✓ Credit Bureau & Application based scorecards ✓ Center and client level grading |
| <ul style="list-style-type: none"> ✓ Iris / Biometric enabled verification through UIDAI ✓ Dynamic repayment schedule for clients | <ul style="list-style-type: none"> ✓ Risk based pricing ✓ Geo-fencing to ensure JLG efficacy |
| <ul style="list-style-type: none"> ✓ Dedicated teams to address delinquency ✓ Strengthening Supervisory visits in the field | <ul style="list-style-type: none"> ✓ Centralized data analytics unit ✓ Analyzing repayment patterns of clients |



Benefits

- **Better Portfolio Quality as compared to Industry**
- **Increase in Center Attendance**
- **Strong collection against write offs of Rs. 46 crore**
- **Improvement in all operational efficiency parameters**

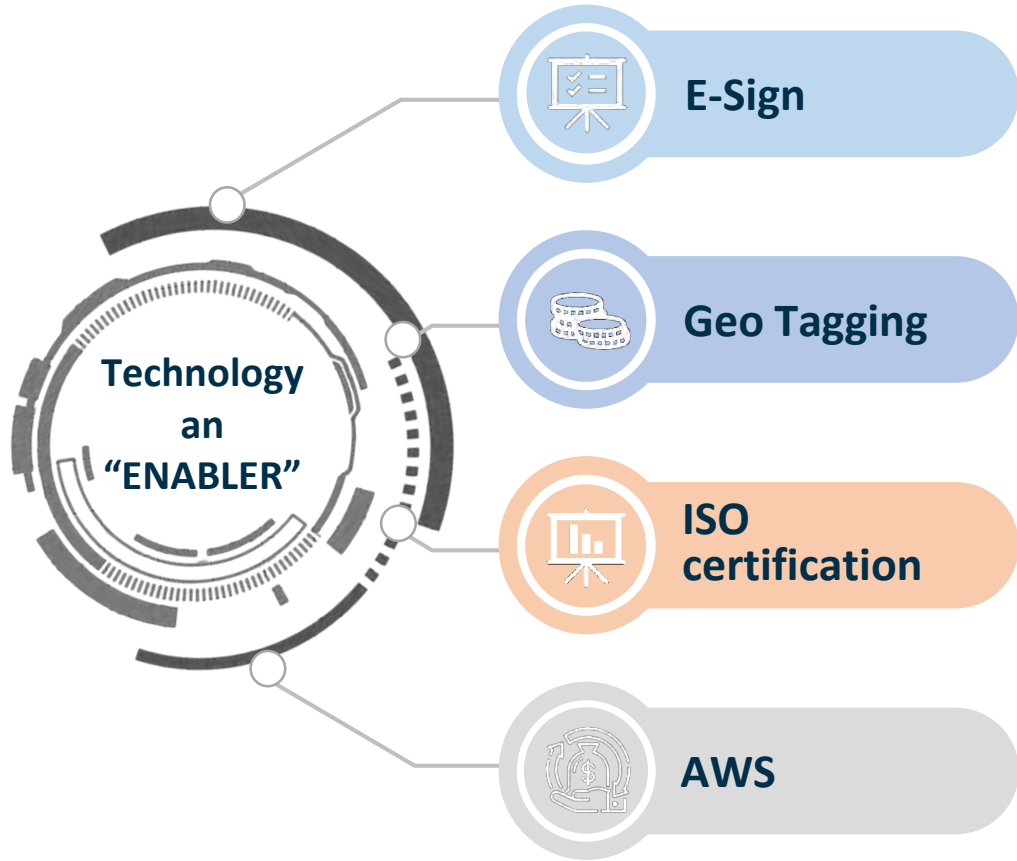
Disbursement

Collections

Technology at the Core, Robust and Modernized



Key Initiatives

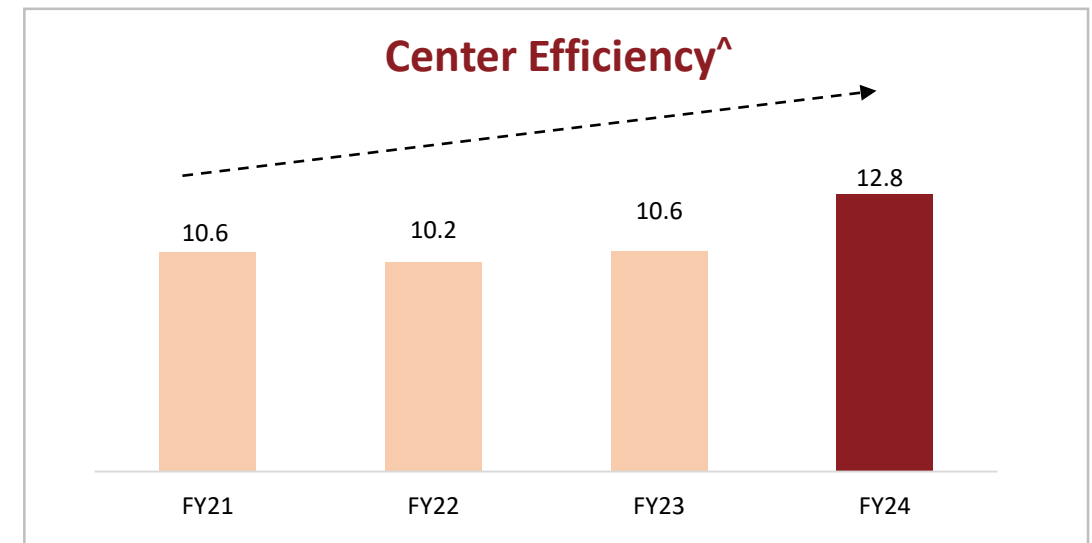
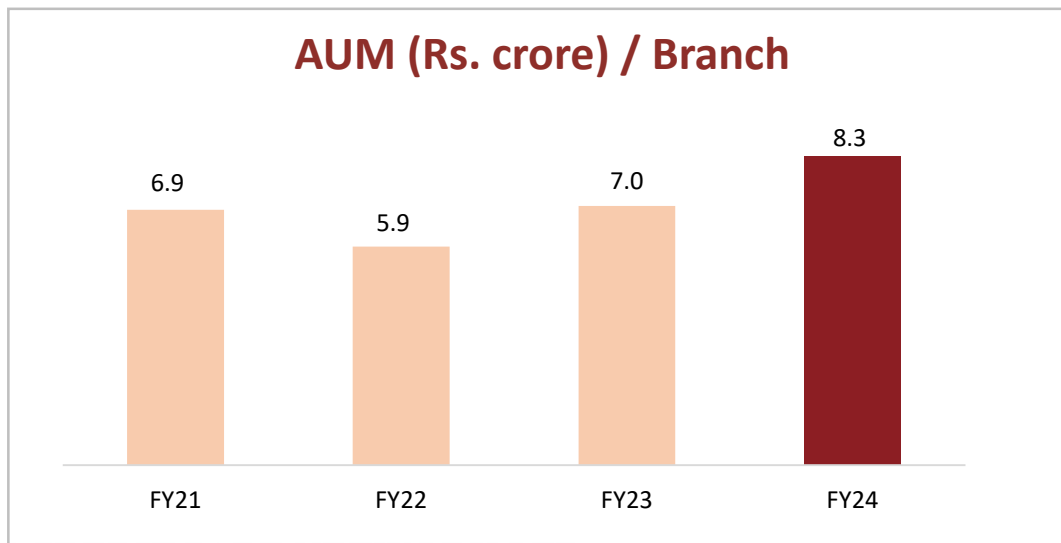
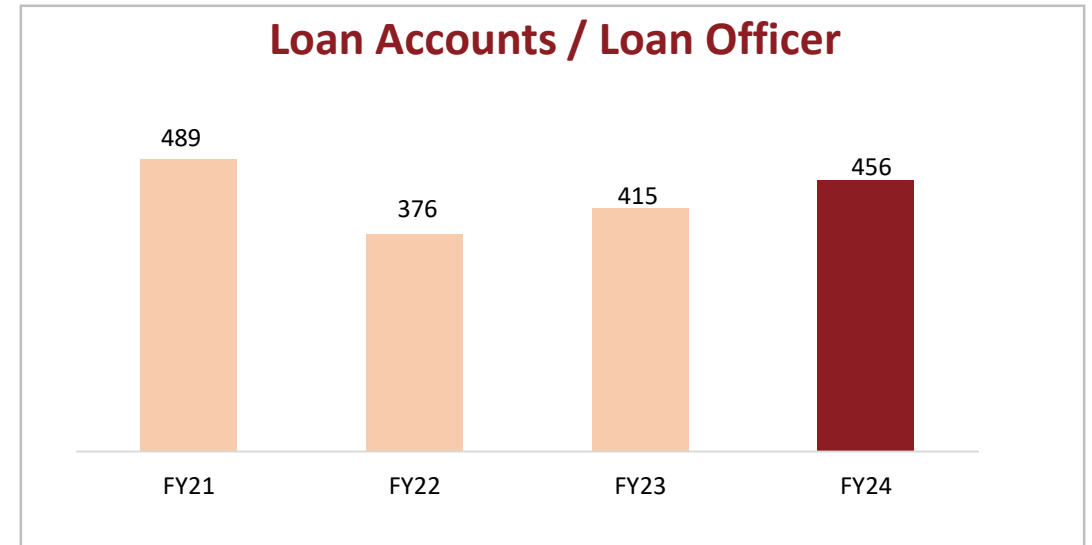
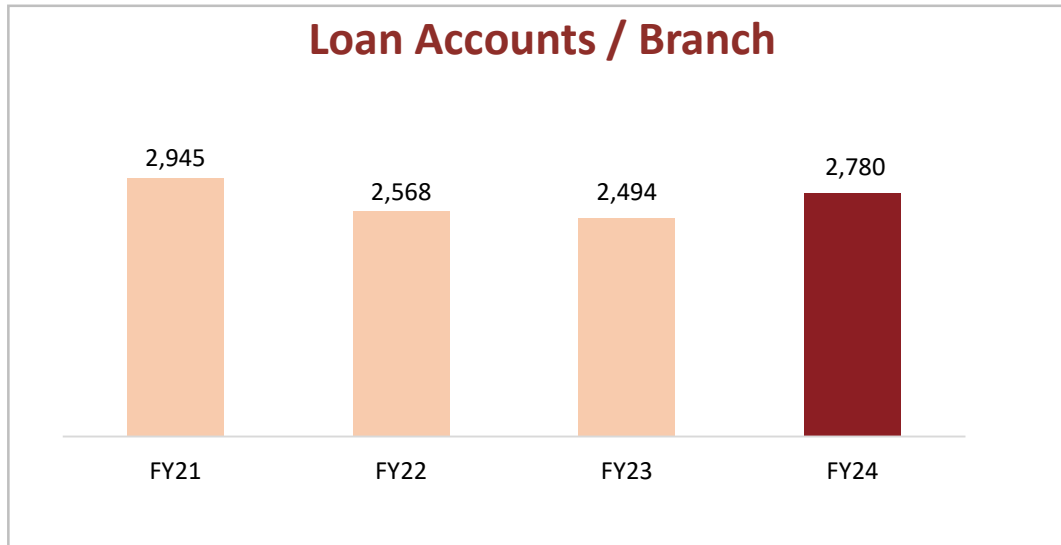


Benefits

- Enhanced security and authentication
- Reduced paper usage and faster TAT
- Seamless onboarding process, enhancing the overall customer experience
- Precise control over access and activities within specific locations
- Commitment to best practices in information security management
- Resilient infrastructure minimizing downtime and disruptions

**Focus on implementing scalable and agile solutions to further strengthen infrastructure and authenticity at all touch points
Empowering data analytics with advanced algorithms and ML techniques**

Optimizing Operational Efficiencies

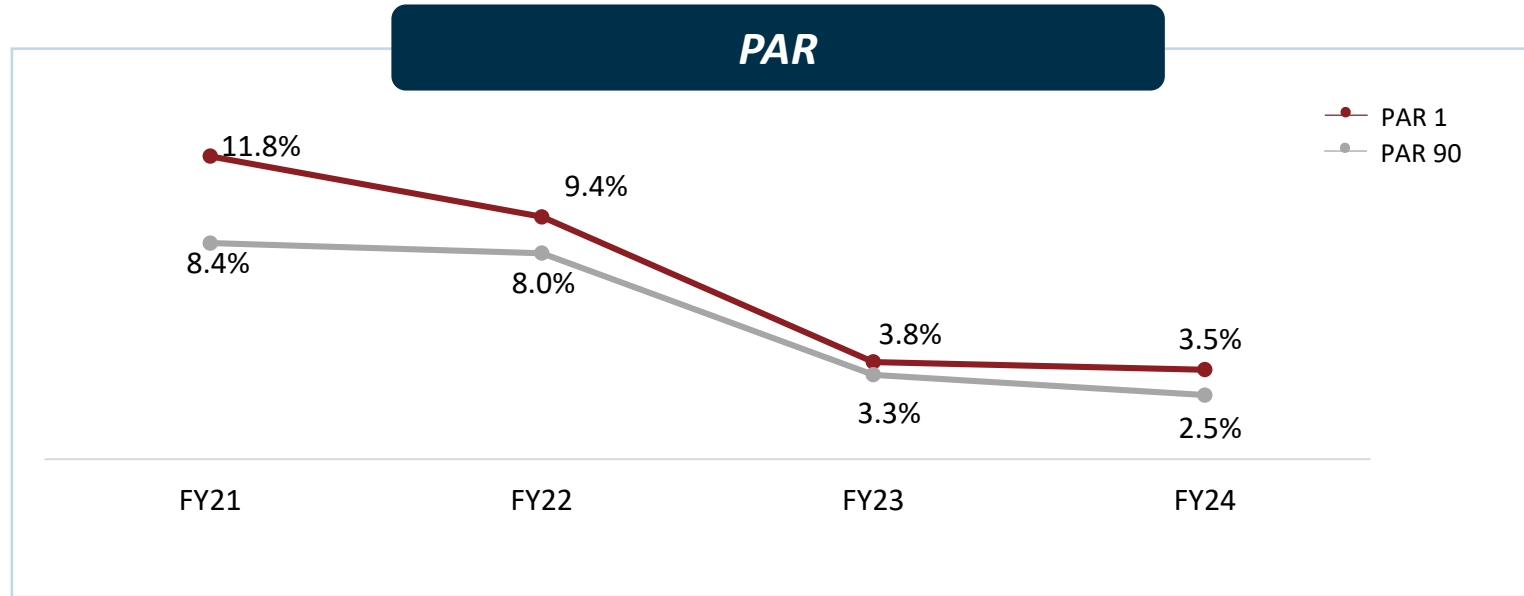


Considering MFI segment only

[^]Center Efficiency is calculated as No. of clients / No. of centers

Decline in FY22 ratios on account of conscious de-growth due to COVID-19

Asset Quality Maintained

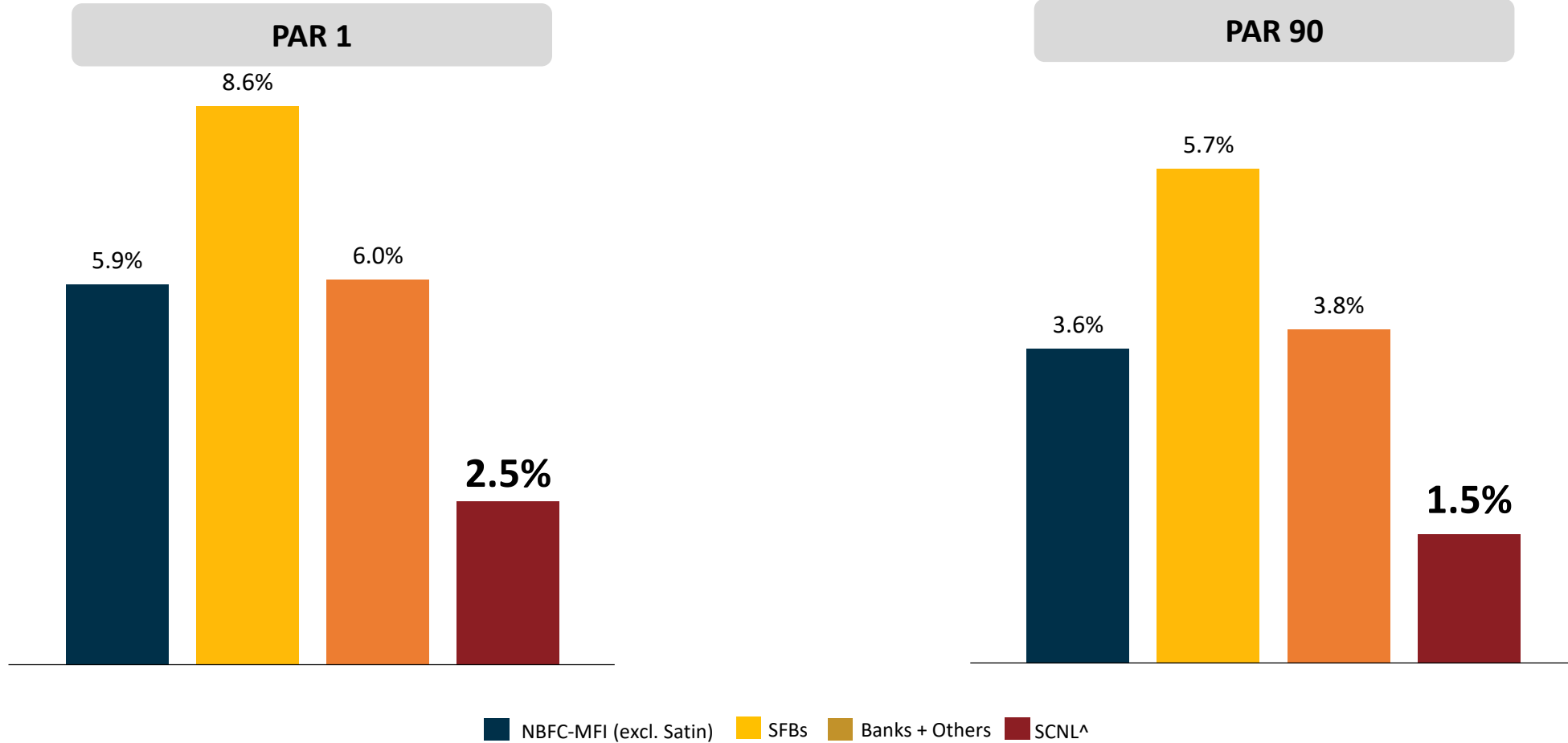


- On-book GNPA stood at Rs. 198 crore (2.5% of on-book portfolio)
- The Company has sufficient on-book provisions amounting to Rs. 164 crore as on Mar'24, which is 2.1% of on-book portfolio. Provision required as per RBI is Rs. 148 crore
- **Overall Provision Coverage ratio at 83% as on Mar'24; up from 64% as on Mar'23**

Better than Industry Portfolio Quality post Pandemic



Portfolio originated Jul'21 onwards showing excellent performance



^Data of SCNL for JLG on-book portfolio

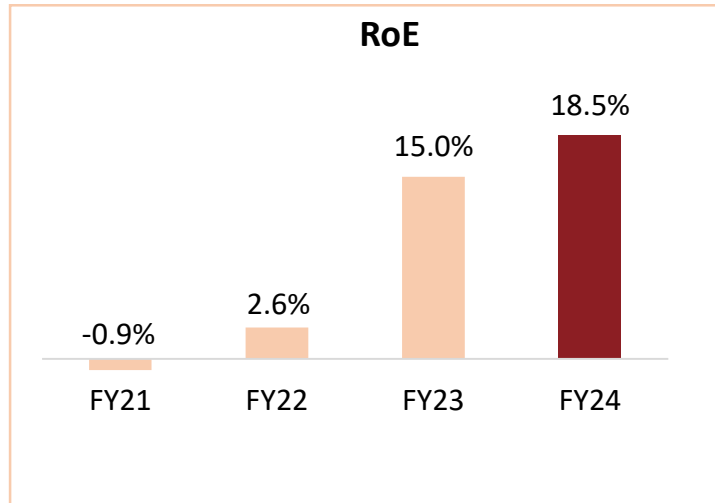
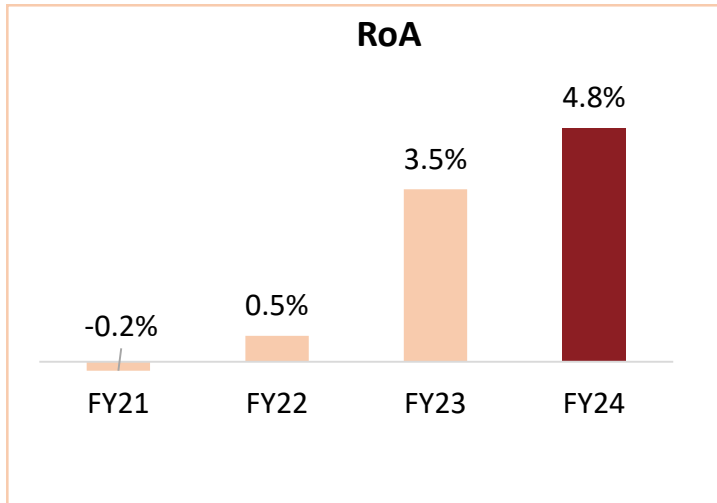
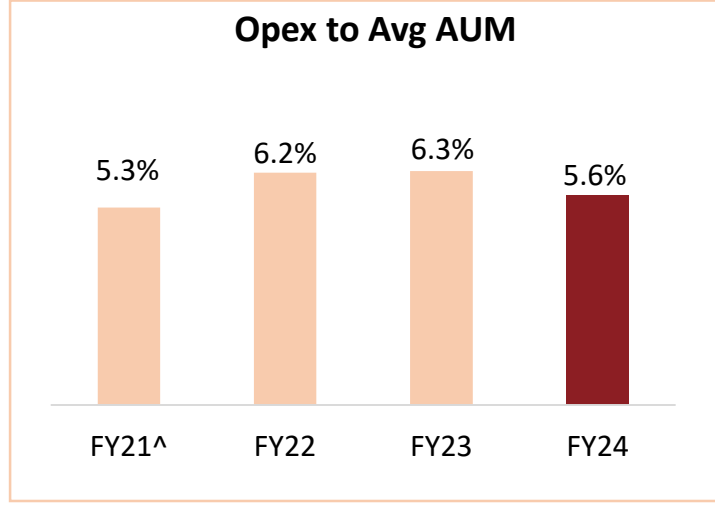
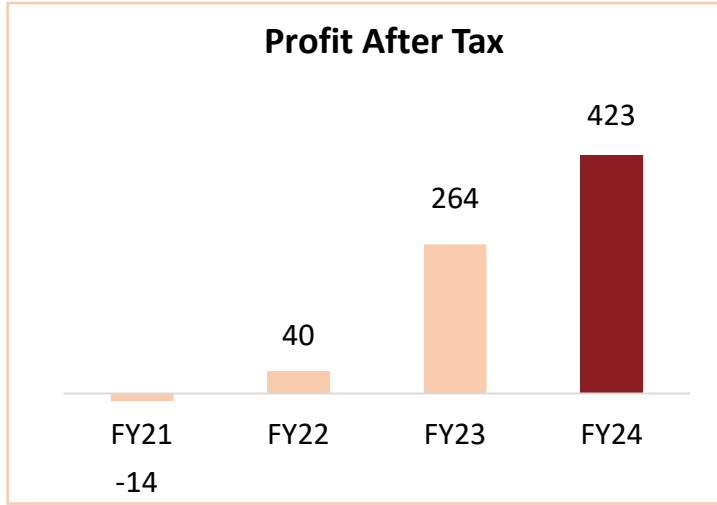
Data available for industry as of Feb'24

Source: As per CRIF Highmark

Stable Financial Performance



(Rs. crore)



Rs. 423 crore

YoY Change **+ 60%**

Profit After Tax

5.6%

YoY Change **- 65 bps**

Opex to Avg AUM

4.8%

YoY Change **+ 125 bps**

Return on Assets

18.5%

YoY Change **+ 344 bps**

Return on Equity

13.2%

YoY Change **+ 164 bps**

NIM

42.6%

YoY Change **- 1171 bps**

Cost to Income

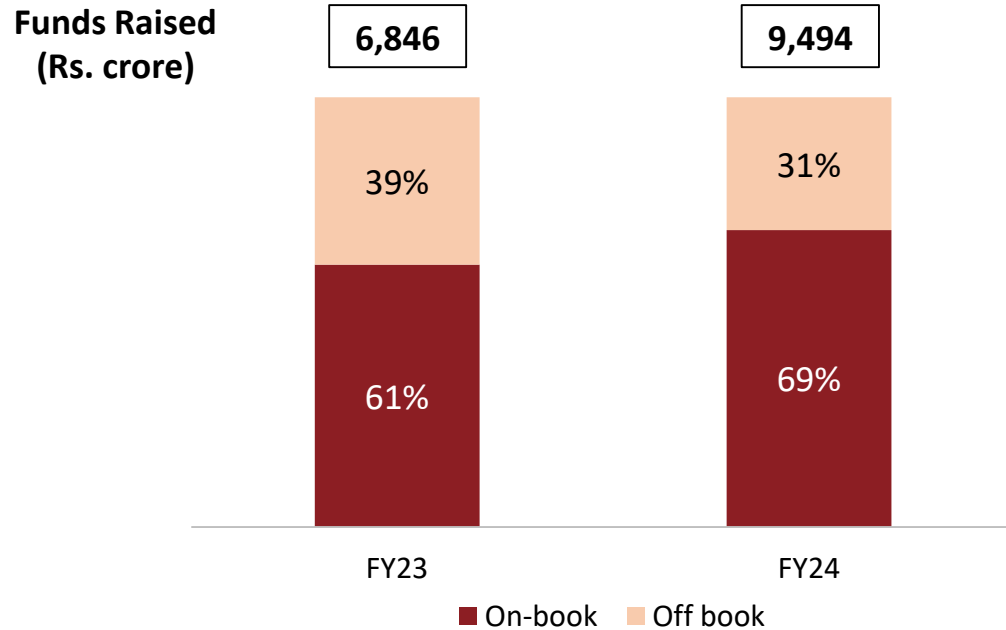
[^]Lower ratio on account of restricted business environment due to COVID 19

Numbers for FY24 unless specifically mentioned

Optimal Liquidity and Robust Capitalization



**39% YoY growth in funds raised during the period;
~69% on-book borrowing**



- **CRAR of 27.7% as of Mar'24; well above regulatory requirement**
- Book Value per Share at Rs. 217 on a consolidated basis
- Sufficient liquidity of ~Rs. 1,100 crore as on Mar'24
- Undrawn sanction in hand of more than Rs. 1,200 crore
- 20 new lenders added in FY24

Awards & Accolades

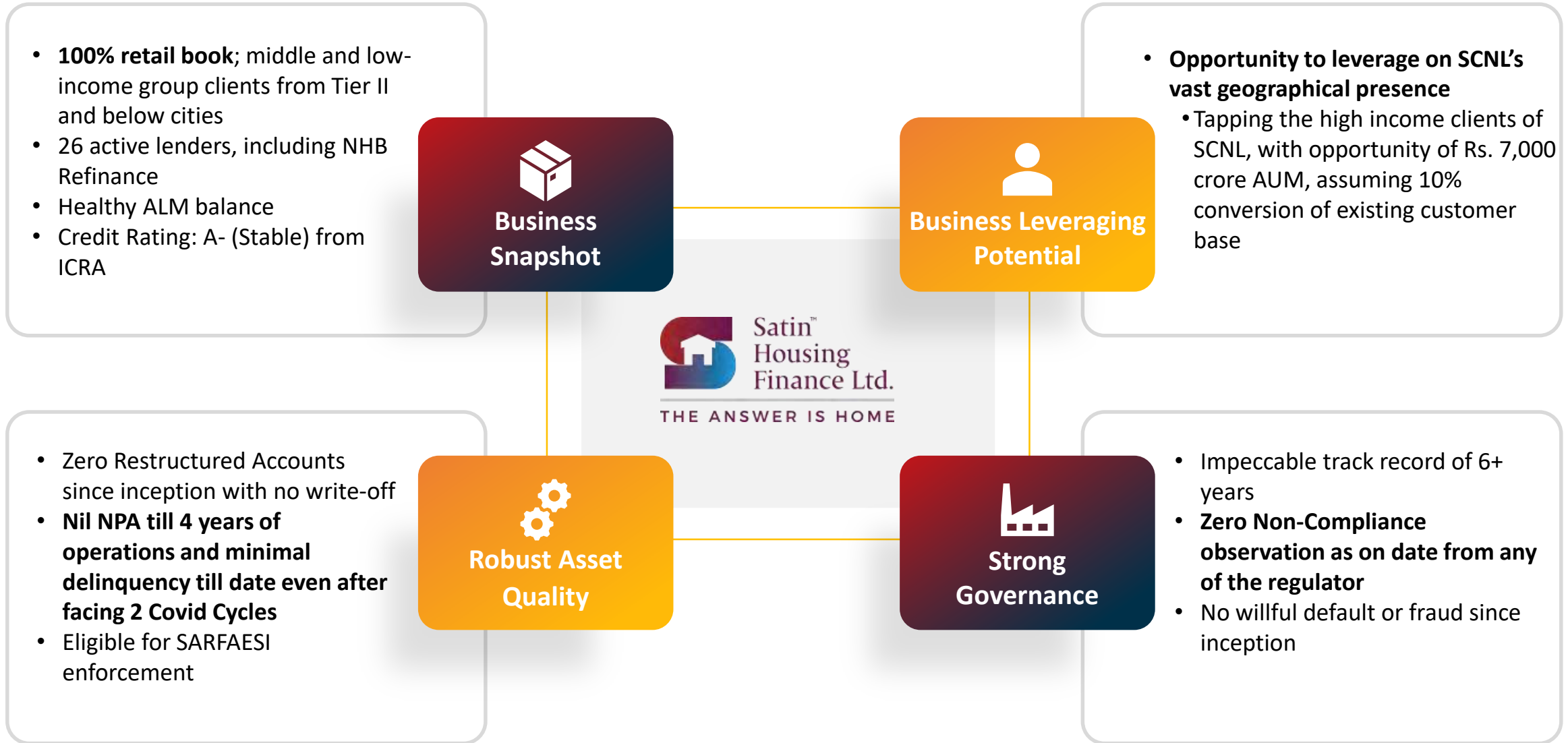


Awarded Gold for the Best API Project at the 2023 Treasury Management International Awards

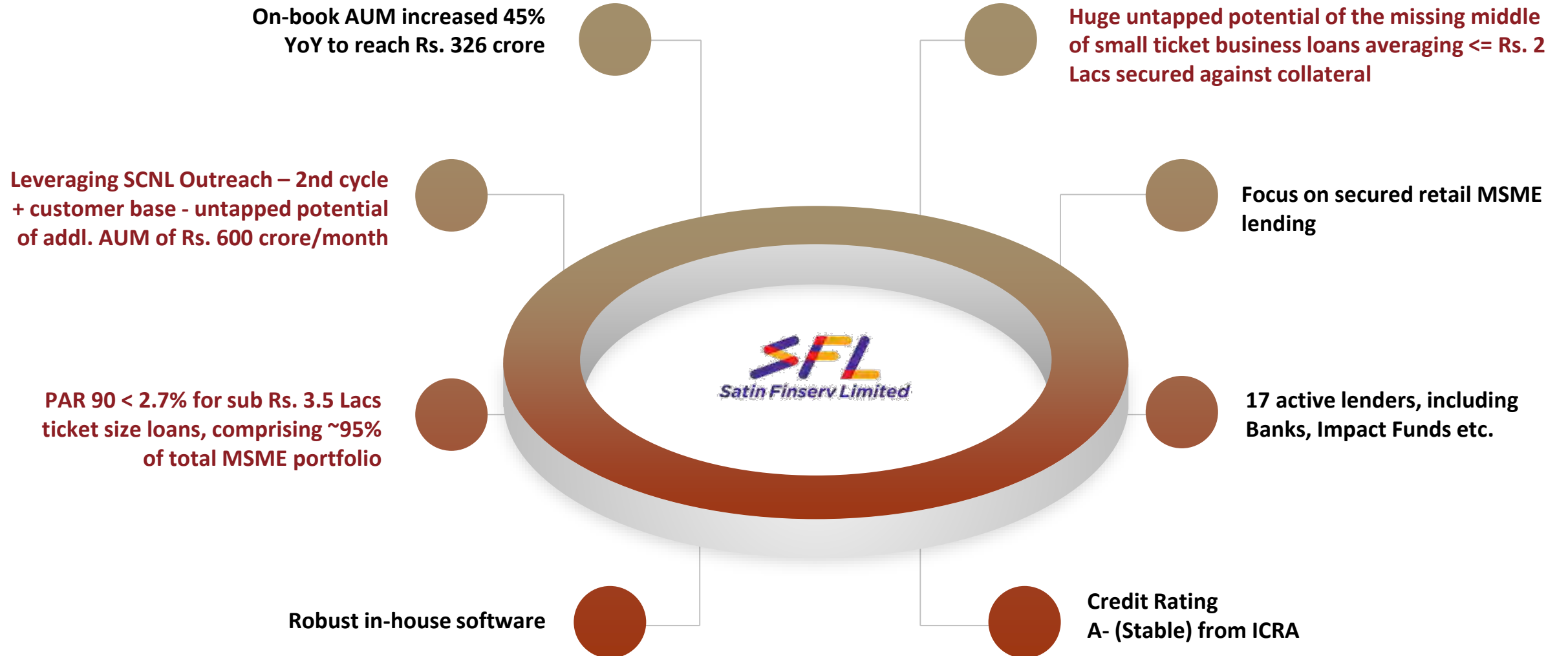


Recognized as a 'Great Place to Work' by GPTW- India for the fifth consecutive year and Top 50 Best Workplaces second year in a row

SHFL - Leveraging the Outreach through Affordable Housing



SFL - Leveraging the Outreach through Retail MSME



The Power Play: Spotlighting Our Investment Strengths





Leading MFI Player With Diversified Financial Products catering to rural India

Diversified Geographical Reach

State of the Art Technology backed by robust IT infrastructure

Strong Underwriting Capability

Well-diversified Liability Profile

Positive ALM with Ample Liquidity

Strong & Experienced Management Team

Successfully Navigated Crisis During Legacy of Over Three Decades

Diversified Product Offerings



| | Satin Creditcare Network Limited | Satin Housing Finance Limited | Satin Finserv Limited ⁽¹⁾ |
|-------------------------------|----------------------------------|-------------------------------|--------------------------------------|
| Product features as of Mar'24 | MFI ⁽²⁾ | Housing Finance | MSME |
| Start Date | May'08 (JLG) | Feb'18 | Mar'19 |
| Ticket Size Range | Upto Rs. 80,000 | Rs. 100,000 – 4,000,000 | Rs. 100,000 – 100,000,000 |
| Tenure | 6 - 30 months | 24 - 240 months | 12 - 120 months |
| Frequency of Collection | Bi-Weekly | Monthly | Monthly/Quarterly |
| No. of States/UTs | 26 | 4 | 11 |
| No. of Branches | 1,236 | 38 | 33 ⁽³⁾ |
| AUM (Rs. crore) | 10,300 ⁽⁴⁾ | 756 | 326 ⁽⁵⁾ |
| No. of loan accounts | 34,35,935 | 7,456 | 21,123 ⁽³⁾ |
| Avg. Ticket Size for FY24 | Rs. 47,000 (JLG) | Rs. 13,45,000 | Rs. 1,56,000 (Retail) |

Notes:

(1) SFL was incorporated on Aug 10, 2018, and TFSL acquisition was effective Sep 1, 2016. W.e.f. Mar 1, 2023, TFSL has merged into SFL.

(2) Includes MFI Lending (loans under JLG model and water & sanitation) and Product Financing (Loans for solar lamps, cycles etc.). During FY24, disbursed ~70,000 loans under product financing category amounting to Rs. 133 crore

(3) In addition to these, SFL JLG has 86 branches and 1,00,170 loan accounts

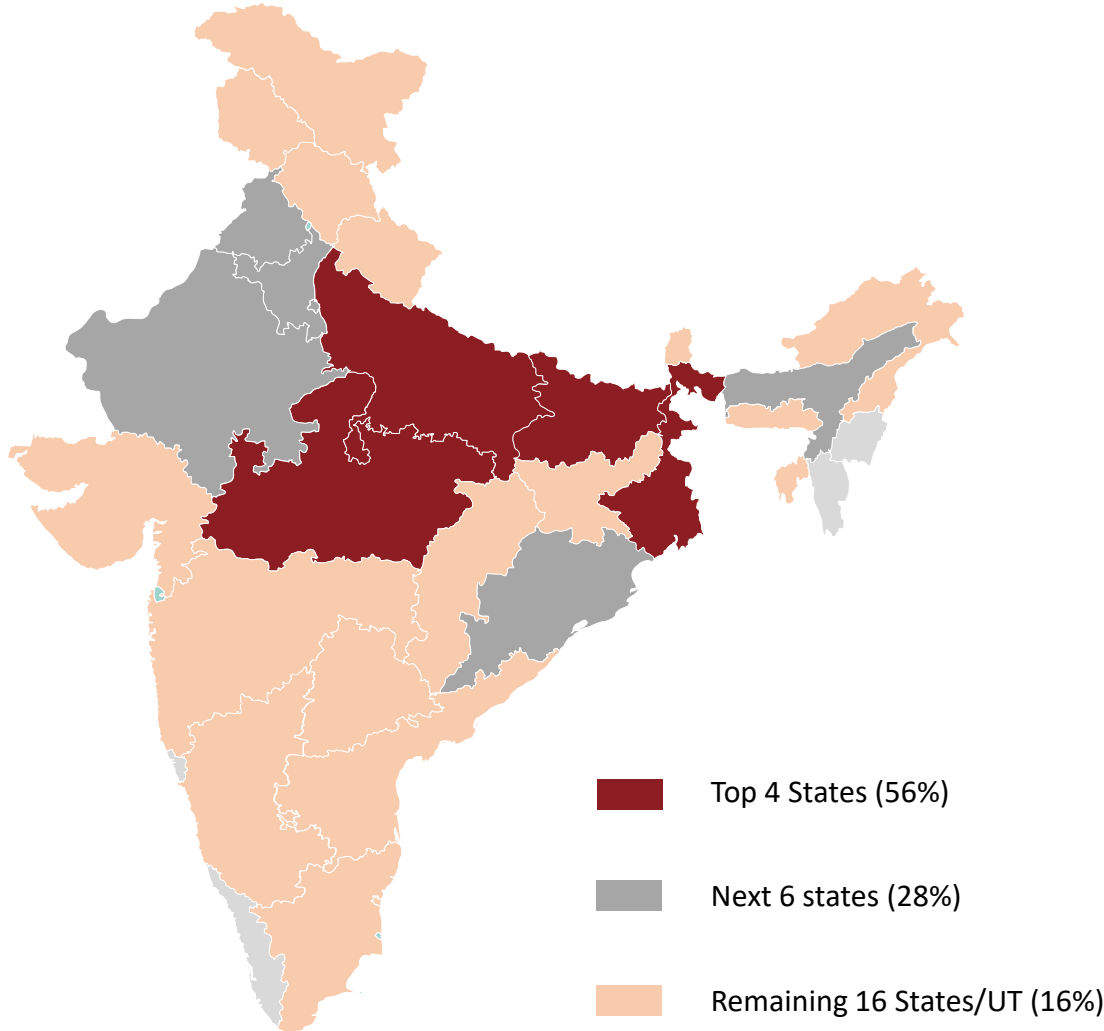
(4) SCNL also has MSME portfolio of Rs. 293 crore other than MFI portfolio

(5) Post merger of TFSL, SFL also has JLG BC portfolio, which is being run down. The AUM for SFL JLG portfolio stood at Rs. 175 crore.

Diversified Geographical Presence



Presence across 26 States and UTs



1,393

No. of Branches

95

No. of Regional Offices

421

No. of Districts

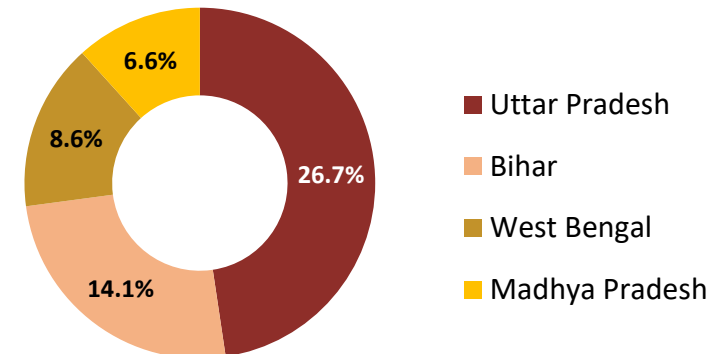
2.8 Lacs

No. of Centers

96.4%

Districts with <1% exposure

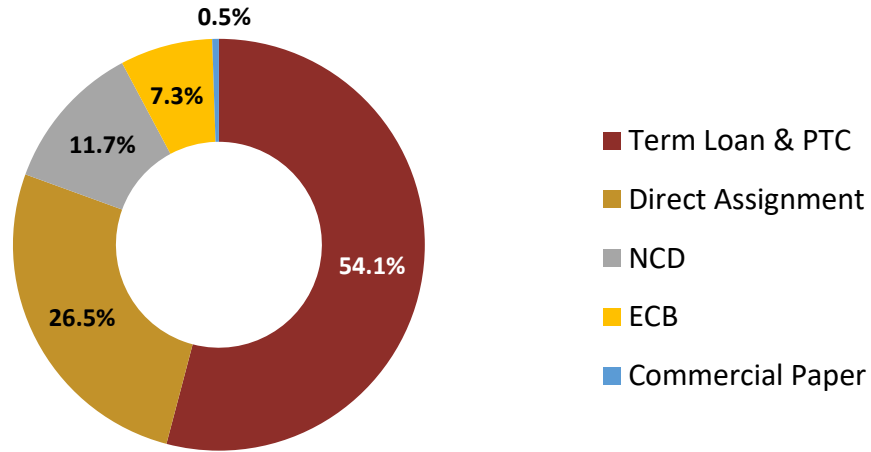
Top 4 States



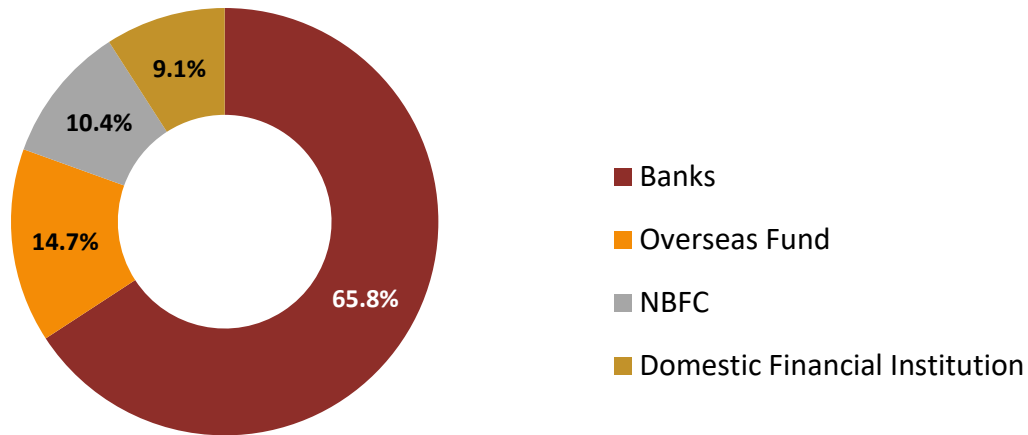
Well-diversified Liability Profile



Product-wise Mar'24



Lender-wise Mar'24



Large Lender Base 76 Active Lenders

| Top 10 Lending Partners | % Share |
|-----------------------------|------------|
| State Bank of India | 17% |
| Bank of Baroda | 9% |
| SIDBI | 7% |
| Bank of Maharashtra | 6% |
| Bandhan Bank Limited | 5% |
| IDFC First Bank Ltd | 4% |
| Blue Orchard* | 4% |
| HSBC | 3% |
| Kotak Mahindra Bank Limited | 3% |
| ResponsAbility* | 2% |
| Total | 60% |

Credit Rating

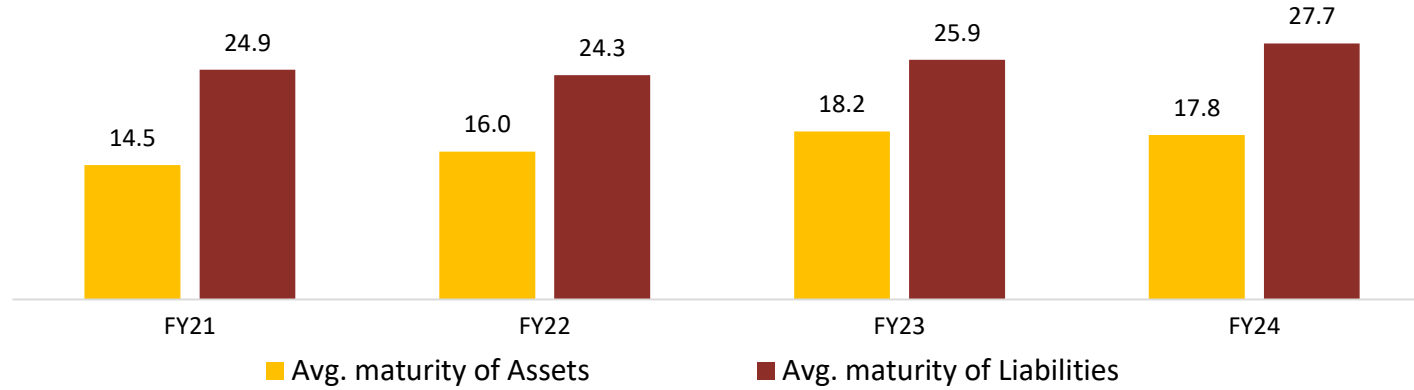
- Long term rating: "A (Stable)" by ICRA
- Short-Term rating: "A1" by ICRA

*Exposure via various funds

Positive ALM with Ample Liquidity



Benefit of Positive ALM Continues



| Static ALM as on 31 st Mar'24 (Rs. crore) | Apr-24 | May-24 | Jun-24 | Jul-24 | Aug-24 | Sep-24 | Total |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Inflows | | | | | | | |
| Liquidity at the beginning of month | 1,137 | 1,406 | 1,768 | 1,849 | 2,166 | 2,425 | 1,137 |
| Principal - Loan portfolio | 398 | 455 | 392 | 444 | 377 | 392 | 2,458 |
| Interest - Loan portfolio | 166 | 155 | 128 | 137 | 118 | 114 | 817 |
| Total (A) | 1,700 | 2,016 | 2,288 | 2,430 | 2,660 | 2,931 | 4,412 |
| Outflows | | | | | | | |
| Principal repayments | 244 | 190 | 353 | 218 | 198 | 312 | 1,515 |
| Interest repayments | 50 | 58 | 86 | 46 | 37 | 67 | 345 |
| Total (B) | 294 | 248 | 439 | 264 | 235 | 379 | 1,860 |
| Cumulative Mismatch (A-B) | 1,406 | 1,768 | 1,849 | 2,166 | 2,425 | 2,552 | 2,552 |

Undrawn sanctions in hand of Rs. 1,267 crore as on Mar'24

Strong Management Team



HP Singh
Chairman cum Managing Director



Jugal Kataria
Group Controller



Rakesh Sachdeva
CFO



Manoj Agrawal
Deputy CFO



Aditi Singh
Head - Strategy



Anil Kwatra
Head - Operations



Sunil Yadav
Head – IT



Dhiraj Jha
CRO



Bhuvnesh Khanna
WTD & CEO - SFL



Amit Sharma
MD & CEO - SHFL

Successfully Navigated Crisis During Legacy of Over Three Decades



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
 - 96.4% of districts with <1% exposure
 - UP share brought down from 40.9% in Dec'16 to 26.7% in Mar'24

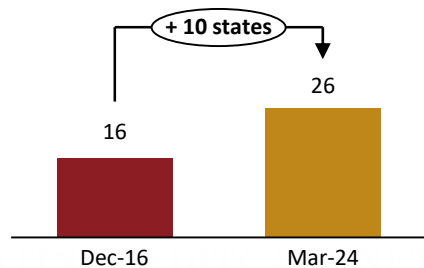
- ❑ **Strong Capitalization with Ample Liquidity**
 - Capital Adequacy has improved from 18.3% in 2016 to 27.7% currently
 - Raised Rs. 1,259 crore equity capital
 - Liquidity of Rs. 1,137 crore
- ❑ **Strategic Changes**
 - Diversified out of unsecured MFI portfolio by floating subsidiaries in housing and MSME finance
 - Changed center meeting to bi-weekly
 - Process re-engineering
 - Strengthened management team

Learnings from COVID-19

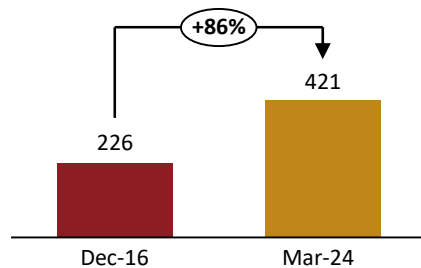
- ❑ **Technology and Underwriting**
 - "Customer Service App" launched
 - Contactless repayments via popular apps like Google pay, Paytm, Phonepe etc.
 - Addition of Satin on BBPS (Bharat Bill Payment System)
 - Payment link on the Satin website
 - QR code on customer loan card
 - First in the industry to launch UPI 2.0 (auto debit)
 - Dedicated manpower for collections
 - Switched to AWS
 - Authorized by UIDAI to perform E-KYC, IT integration in process

- ❑ **Fund Raising**
 - First MFI to successfully close an equity round during the peak of pandemic; raised ~Rs. 120 crore vis Rights Issue in Aug'20
 - Successfully completed preferential allotment of Rs. 225 crore via issue of equity shares and fully convertible warrants by Jul'23
 - Successfully completed equity infusion of Rs. 250 crore via QIP
- ❑ **Amalgamation of Subsidiaries**
 - The management decided to merge TFSL with SFL to leverage on the capital and outreach of the individual companies, combined entity is SFL

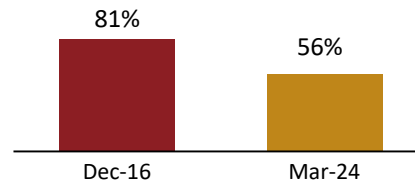
De-risking Geographic Concentration (No. of States)



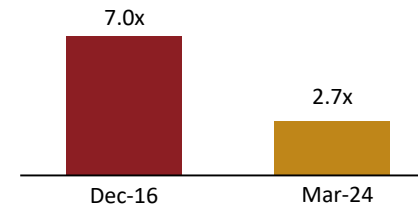
District Diversification



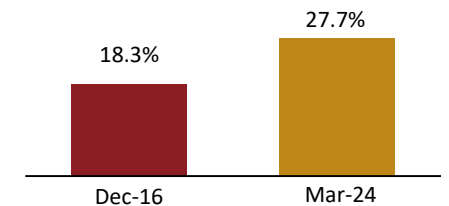
Reduction in Top 4 States Contribution



Reduced Leverage



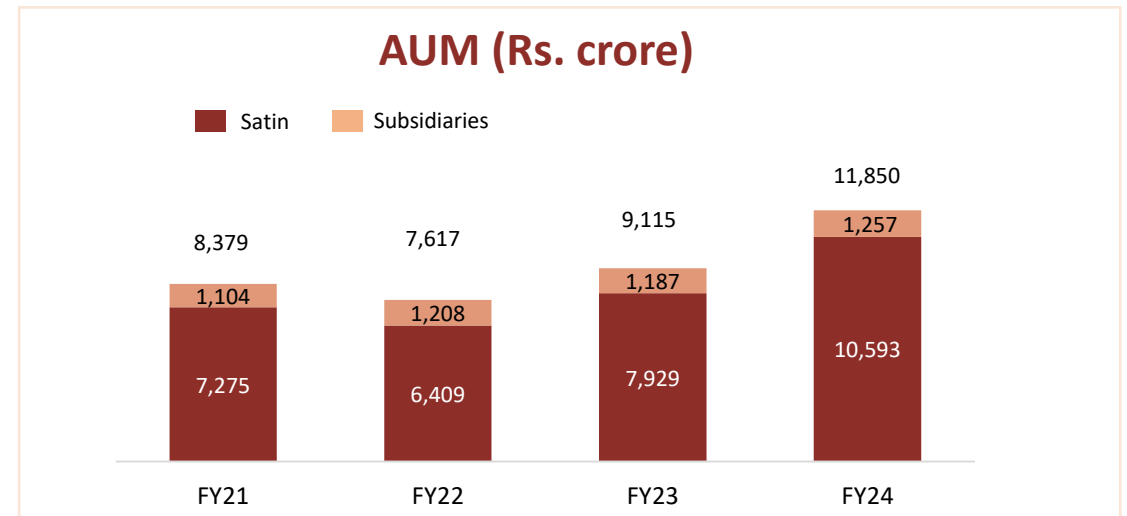
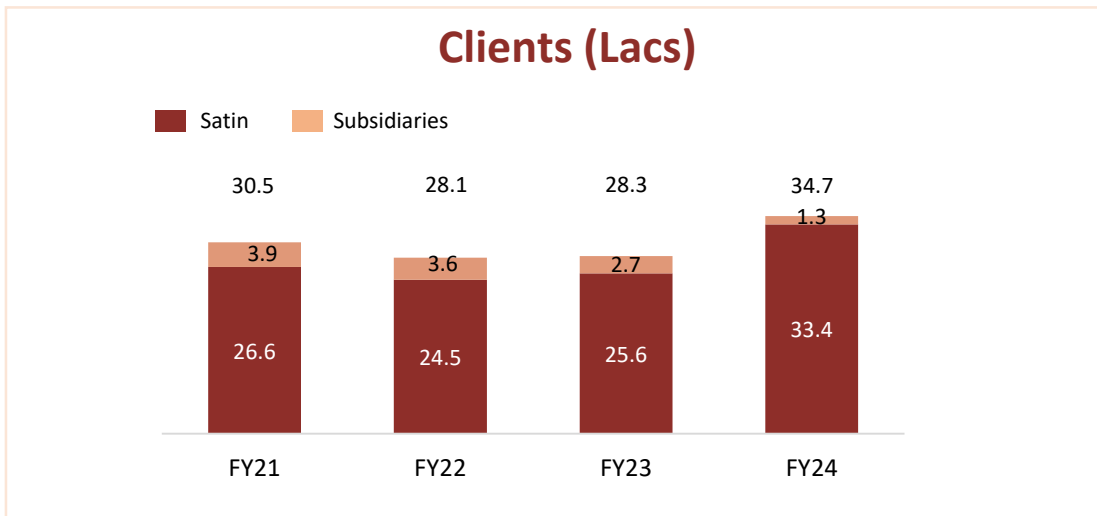
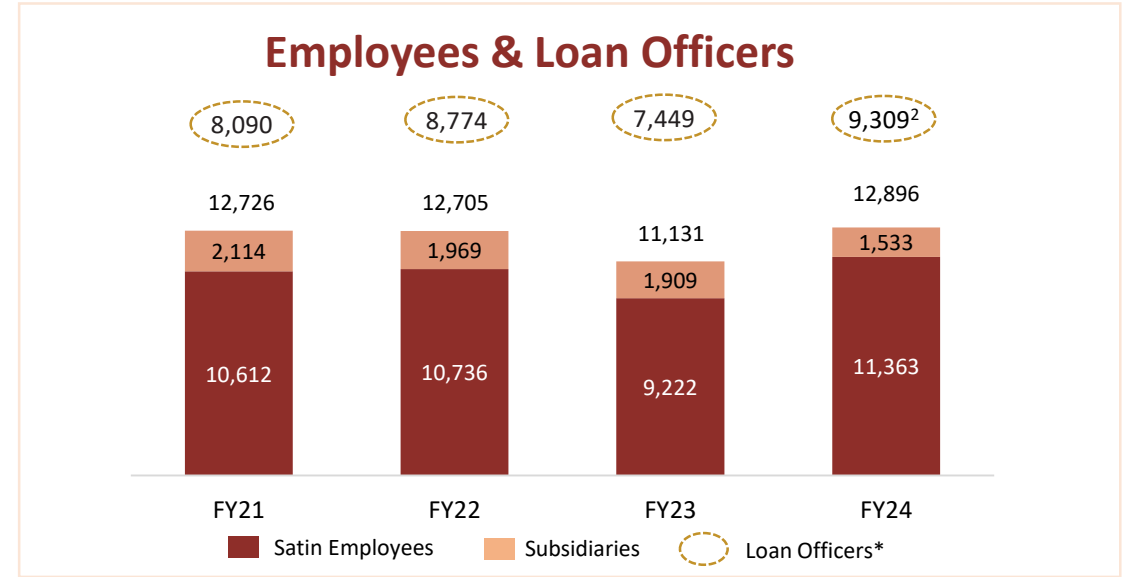
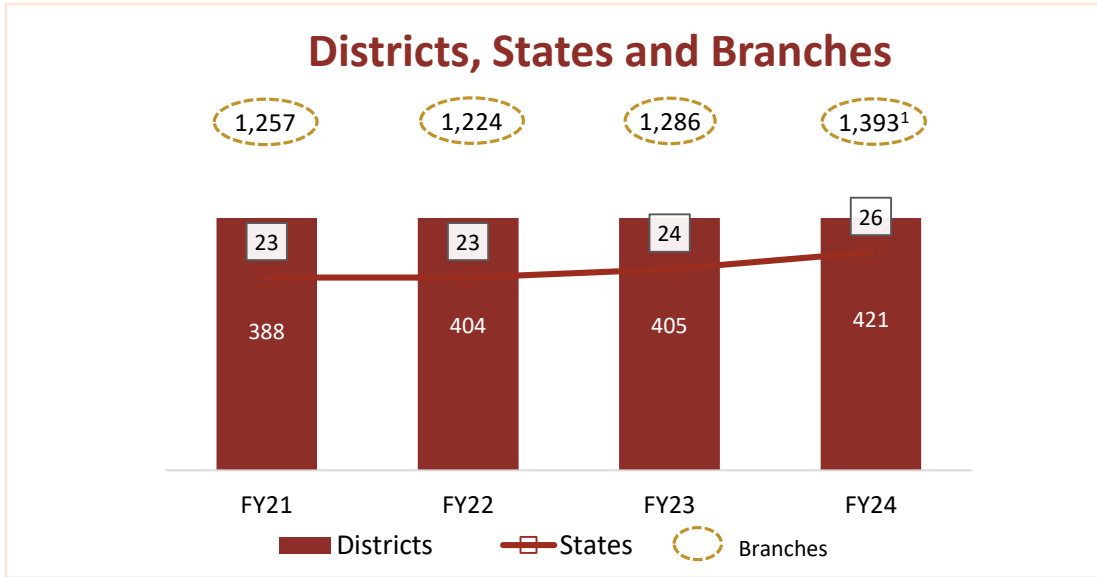
Improved Capital Adequacy



**Data Dynamics:
Showcasing Our
Operational & Financial
Prowess**



Key Operation Metrics



Note: (1) Data on Consolidated basis. On a standalone basis, the number of branches were 1,236; (2) Data on a consolidated basis. On a standalone basis the number of loan officers were 8,144

*Loan officers include Trainee CSO

Business Details



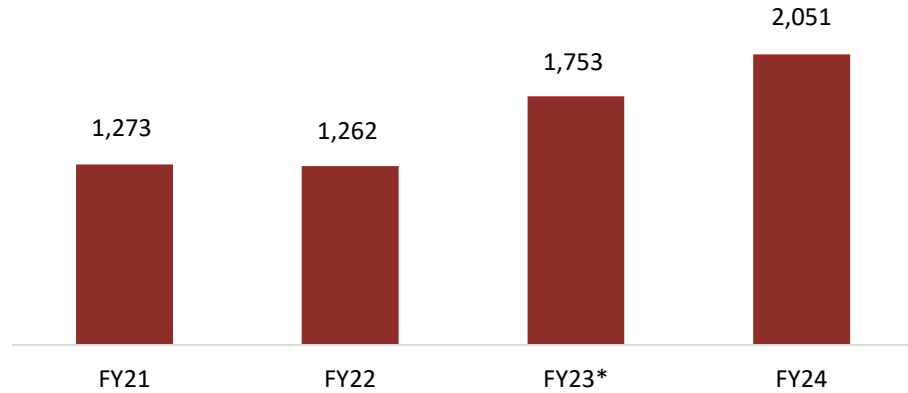
| Particulars | Q4FY24 | Q4FY23 | YoY% | Q3FY24 | QoQ% |
|----------------------------|--------------------------|--------------|--------------|---------------|--------------|
| AUM (Rs. crore) | 11,850 | 9,115 | 30.0% | 11,074 | 7.0% |
| SCNL | 10,593 | 7,929 | 33.6% | 9,811 | 8.0% |
| On-book AUM | 7,931 | 5,650 | | 7,306 | |
| Assignment | 2,662 | 2,258 | | 2,497 | |
| Business Correspondence | 0 | 21 | | 8 | |
| SHFL | 756⁽¹⁾ | 505 | 49.6% | 607 | 24.6% |
| SFL | 501 | 682 | | 657 | |
| Retail MSME | 326 | 226 | 44.7% | 296 | 10.2% |
| AUM Mix (Rs. crore) | 11,850 | 9,115 | 30.0% | 11,074 | 7.0% |
| MFI Lending | 10,475 | 7,992 | 31.1% | 9,865 | 6.2% |
| Business Correspondence | 175 | 477 | | 368 | |
| MSME | 619 | 618 | | 602 | |
| Housing Finance | 756 | 505 | 49.6% | 607 | 24.6% |
| No. of Branches | 1,393 | 1,286 | 8.3% | 1,386 | 0.5% |
| SCNL | 1,236 | 1,078 | | 1,165 | |
| SHFL | 38 | 30 | | 38 | |
| SFL | 119 | 178 | | 183 | |

Note:
Differences due to rounding off
1) Includes assigned portfolio of Rs. 115 crore

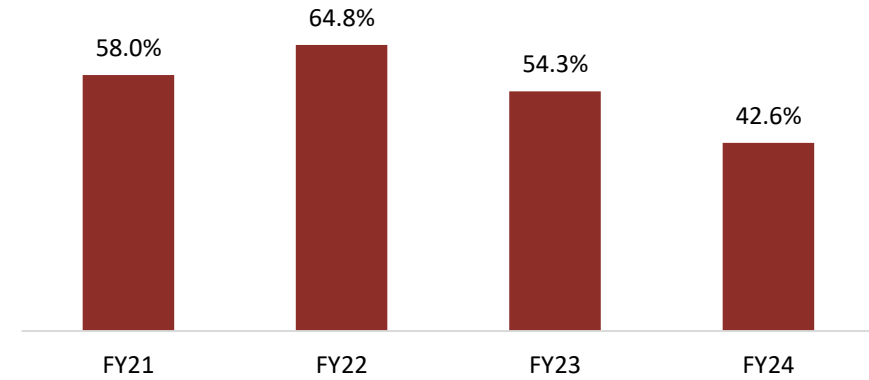
Financial Details (Standalone)



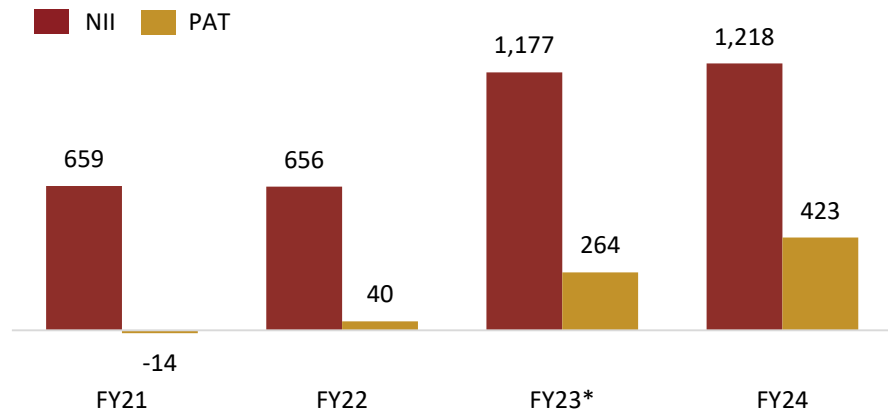
Gross Income (Rs. crore)



Cost to Income Ratio



NII and PAT (Rs. crore)



Opex to Avg AUM



*There was an extraordinary income on account of fair value change for investment in subsidiaries amounting to ~Rs. 350 crore during Q1FY23

Financial Performance



| Particulars | FY24 | FY23 | Q4FY24 | Q4FY23 | Q3FY24 |
|---|--------|---------|--------|--------|--------|
| Gross yield ⁽¹⁾ | 22.14% | 19.55% | 23.29% | 21.13% | 23.42% |
| Financial Cost Ratio ⁽²⁾ | 8.99% | 8.04% | 9.13% | 7.93% | 9.82% |
| Net Interest Margin ⁽³⁾ | 13.15% | 11.51% | 14.16% | 13.20% | 13.60% |
| Operating Expense ratio ⁽⁴⁾ | 5.60% | 6.25% | 5.27% | 6.14% | 5.94% |
| Loan Loss Ratio ⁽⁵⁾ | 1.44% | 5.42% | 2.33% | 0.22% | 1.45% |
| RoA ⁽⁶⁾ | 4.77% | 3.52% | 4.95% | 4.90% | 4.50% |
| RoE ⁽⁷⁾ | 18.46% | 15.02% | 19.26% | 20.30% | 18.39% |
| Leverage (Total Debt / Total Net Worth) | 2.7x | 2.9x | 2.7x | 2.9x | 3.0x |
| Cost to Income Ratio | 42.59% | 54.31%^ | 37.20% | 46.50% | 43.70% |

1. Gross Yield represents the ratio of total Income in the relevant period to the Average AUM; **gross yield (including extraordinary income of ~Rs. 350 crore) for FY23 is 24.46%**

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; **NIM (including extraordinary income of ~Rs. 350 crore) for FY23 is 16.42%**

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. RoE is annualized and represents PAT to the average equity

^Adjusted Cost to Income ratio (excluding extraordinary income of ~Rs. 350 crore)

P&L Statement



| Particulars (Rs. crore) | FY24 | FY23 | Q4FY24 | Q4FY23 | Q3FY24 |
|---|----------------|----------------|--------------|--------------|--------------|
| Revenue | | | | | |
| Interest and Fee Income | 1,632.3 | 1,094.0 | 457.1 | 297.8 | 432.5 |
| Gain due to DA | 257.0 | 201.5 | 84.0 | 61.4 | 74.4 |
| Treasury Income | 89.5 | 412.6* | 32.2 | 14.3 | 23.3 |
| BC Income | 0.1 | 4.0 | 0.0 | 0.2 | 0.0 |
| Other Operating Income | 71.6 | 41.2 | 20.5 | 15.3 | 17.4 |
| Total Revenue | 2,050.6 | 1,753.4 | 593.9 | 389.0 | 547.6 |
| Expenses | | | | | |
| Finance Cost | 832.8 | 576.0 | 232.8 | 146.0 | 229.6 |
| Employee Benefit Expenses | 365.7 | 316.3 | 98.2 | 82.3 | 94.0 |
| Credit Cost & FLDG for BC | 133.2 | 388.2 | 59.4 | 4.1 | 33.8 |
| Other Expenses | 133.0 | 115.6 | 30.5 | 23.4 | 39.9 |
| Depreciation and amortization expense | 20.0 | 16.2 | 5.6 | 7.3 | 5.1 |
| Total Expenses | 1,484.8 | 1,412.4 | 426.6 | 263.1 | 402.3 |
| Profit Before Tax | 565.8 | 341.0 | 167.4 | 125.9 | 145.3 |
| Tax expense | 143.0 | 76.7 | 42.1 | 31.5 | 36.9 |
| Profit After Tax | 422.8 | 264.3 | 125.3 | 94.4 | 108.4 |
| Other comprehensive income net of taxes | -0.1 | -19.0 | 5.6 | -0.1 | 6.6 |
| Total Comprehensive Income | 422.8 | 245.3 | 130.9 | 94.3 | 114.9 |

*includes an extraordinary income on account of fair value change for investment in subsidiaries amounting to ~Rs. 350 crore during Q1FY23

Financials (Subsidiaries)



P&L Statement - SHFL



| Particulars (Rs. crore) | FY24 | FY23 | Q4FY24 | Q4FY23 | Q3FY24 |
|--|-------------|-------------|-------------|-------------|-------------|
| Revenue | | | | | |
| Interest and Fee Income | 67.0 | 52.9 | 17.3 | 16.4 | 16.2 |
| Treasury Income | 5.2 | 2.0 | 1.9 | 0.6 | 0.7 |
| Other income | 20.2 | 7.0 | 7.7 | 2.5 | 7.2 |
| Total Revenue | 92.3 | 61.9 | 26.9 | 19.5 | 24.1 |
| Expenses | | | | | |
| Finance cost | 44.3 | 28.2 | 11.6 | 8.0 | 11.6 |
| Employee benefit expenses | 24.7 | 18.0 | 6.2 | 4.5 | 6.5 |
| Credit Cost | 2.1 | 2.0 | 1.4 | 1.2 | 0.2 |
| Other expenses | 8.5 | 5.4 | 2.8 | 1.3 | 2.4 |
| Depreciation and amortization expenses | 1.1 | 0.4 | 0.3 | 0.1 | 0.3 |
| Total Expenses | 80.6 | 54.0 | 22.2 | 15.1 | 20.9 |
| Profit Before Tax | 11.7 | 7.8 | 4.7 | 4.4 | 3.2 |
| Tax expense | 2.9 | 1.9 | 1.2 | 1.0 | 0.8 |
| Profit After Tax | 8.7 | 5.9 | 3.5 | 3.3 | 2.4 |
| Other comprehensive income | 6.2 | -1.5 | 1.7 | 0.0 | 2.7 |
| Total Comprehensive Income | 14.9 | 4.4 | 5.2 | 3.3 | 5.1 |

P&L Statement - SFL

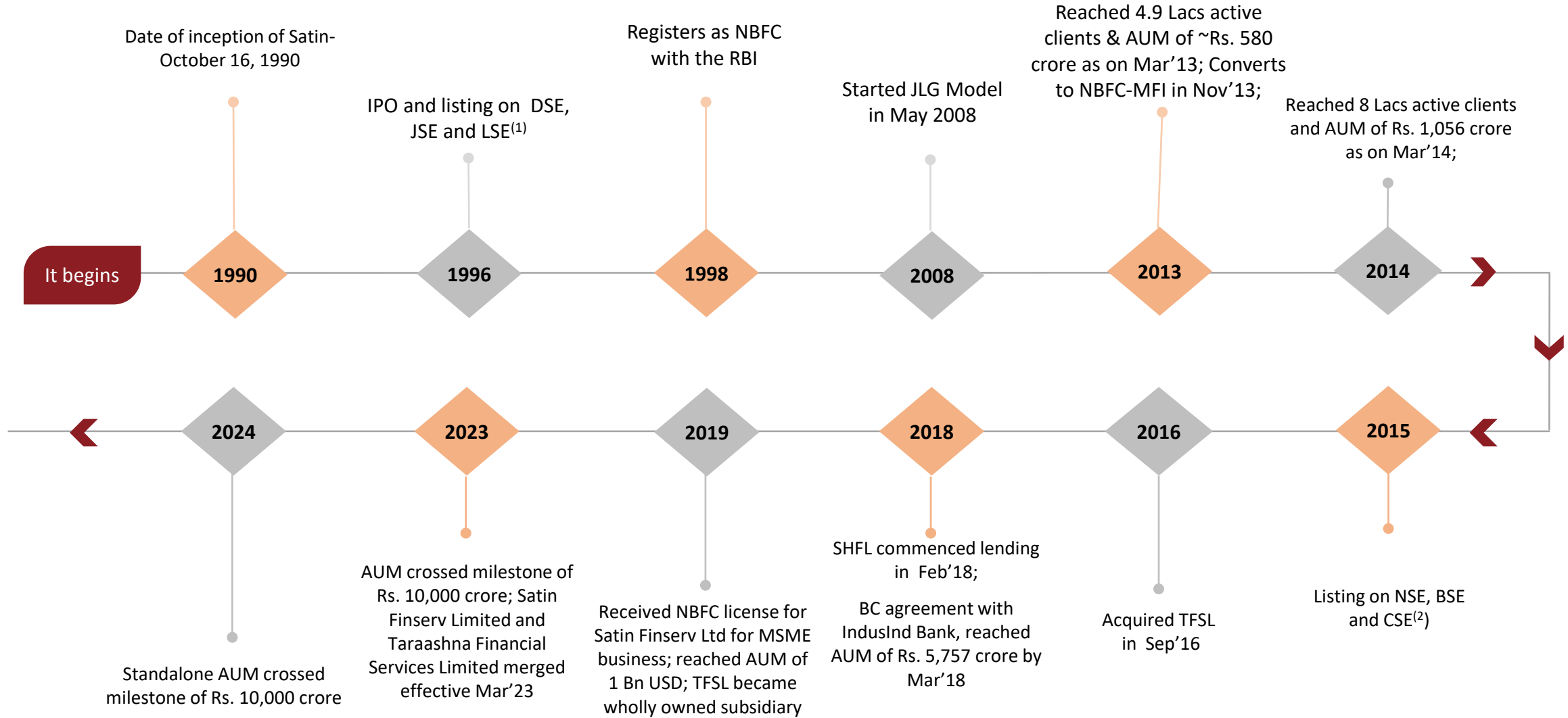


| Particulars (Rs. crore) | FY24 | FY23 | Q4FY24 | Q4FY23 | Q3FY24 |
|--|--------------|--------------|-------------|-------------|-------------|
| Revenue | | | | | |
| Interest and Fee Income | 115.1 | 102.6 | 29.6 | 25.6 | 30.9 |
| Treasury Income | 3.9 | 2.9 | 1.0 | 0.6 | 0.9 |
| Other income | 2.4 | 1.0 | 1.1 | 0.2 | 0.2 |
| Total Revenue | 121.4 | 106.5 | 31.7 | 26.4 | 32.1 |
| Expenses | | | | | |
| Finance cost | 26.4 | 18.5 | 7.5 | 5.4 | 6.3 |
| Employee benefit expenses | 57.6 | 53.2 | 12.4 | 12.9 | 15.9 |
| Credit Cost (incl. FLDG for BC) | 13.1 | 10.8 | 5.2 | 1.3 | 3.7 |
| Other expenses | 15.8 | 14.1 | 4.1 | 3.8 | 3.9 |
| Depreciation and amortization expenses | 1.6 | 1.7 | 0.4 | 0.4 | 0.4 |
| Total Expenses | 114.4 | 98.3 | 29.6 | 23.8 | 30.2 |
| Profit Before Tax | 7.0 | 8.2 | 2.1 | 2.6 | 1.8 |
| Tax expense | 1.9 | 2.2 | 0.6 | 0.7 | 0.5 |
| Profit After Tax | 5.1 | 6.1 | 1.5 | 1.9 | 1.3 |
| Other comprehensive income | 0.0 | -0.1 | -0.2 | -0.1 | 0.0 |
| Total Comprehensive Income | 5.1 | 6.0 | 1.3 | 1.8 | 1.3 |

Origins Odyssey: The Tale Behind Our Company

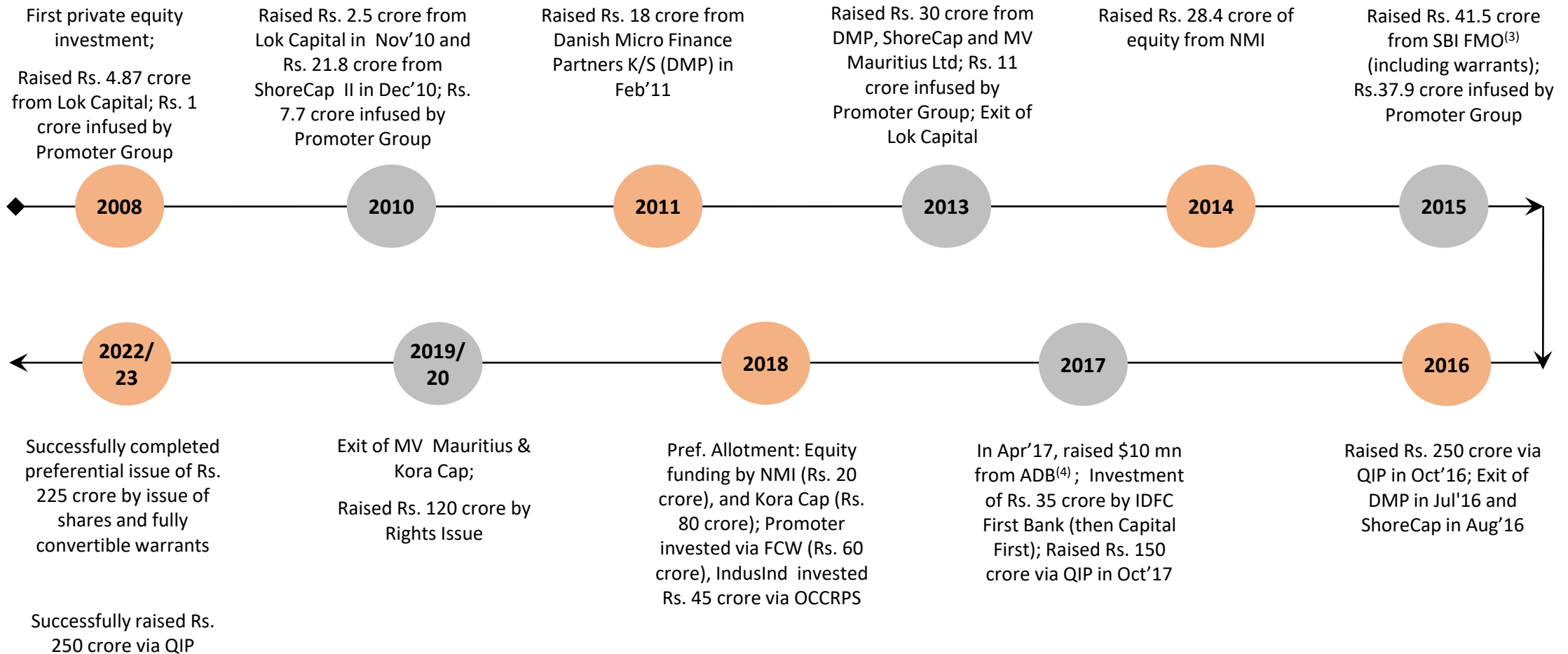


Key Milestones - Business



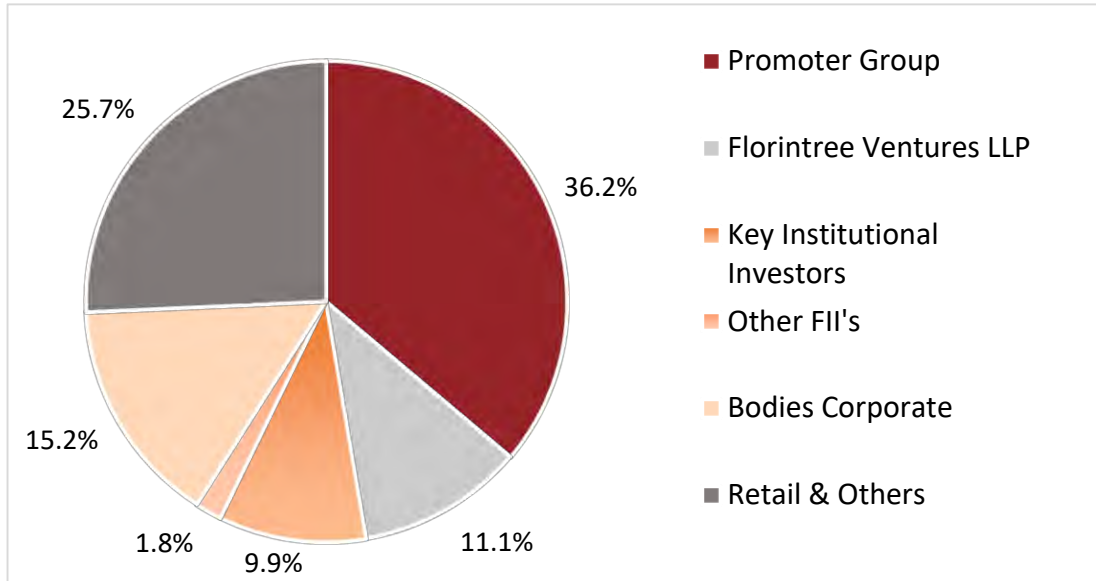
Note: 1. Regional Stock Exchanges (DSE – Delhi Stock Exchange, JSE – Jaipur Stock Exchange, LSE- Ludhiana Stock Exchange); (2) BSE - BSE Limited, NSE - National Stock Exchange of India Limited, CSE - The Calcutta Stock Exchange Limited

Key Milestones – Fund Raising



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

Capital Structure



Market Cap of
~ Rs. 2,700 crore*

Book Value^
Rs. 217/ share

No. of Equity Shares
11.05 crore

No. of Shareholders
~45,000

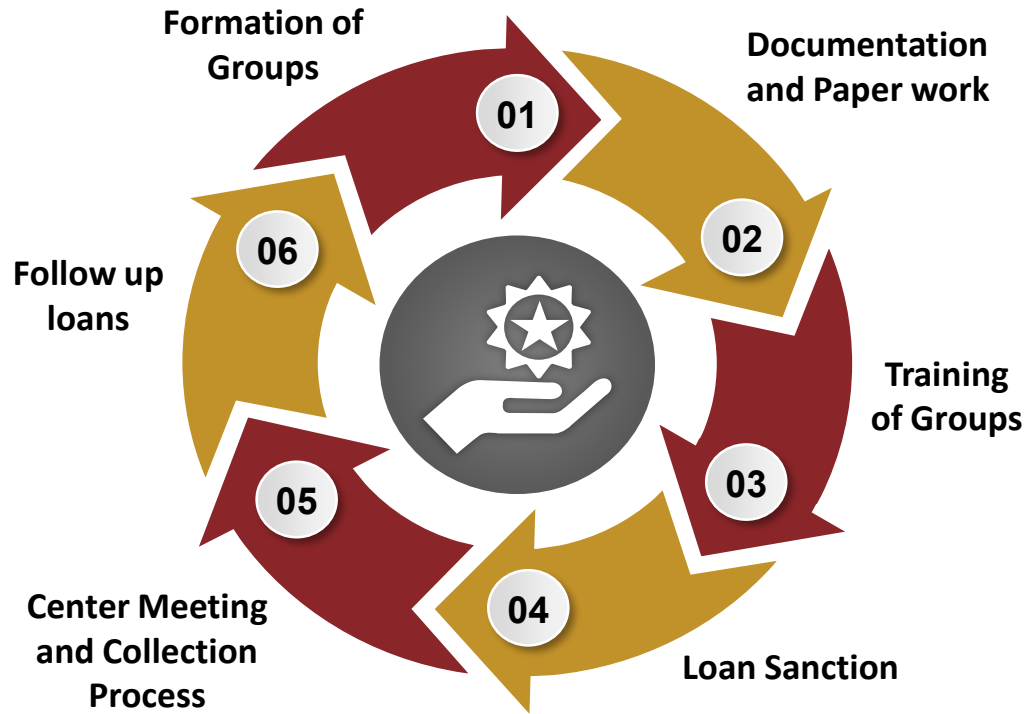
Market Confidence

- 15 rounds of capital raise done since 2008; ability to raise funds even during crisis
- Raised Rs. 1,537 crore since 2008; out of which Rs. 595 crore was raised post Covid-19

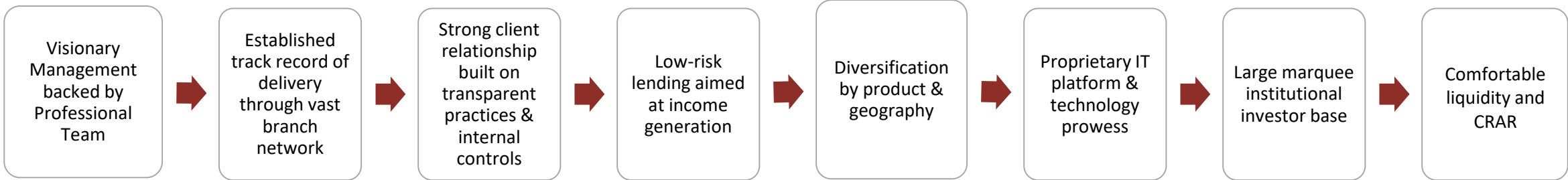
Skin in the Game

- Capital Infused by promoters at regular intervals at par with incoming investors

Our Business Model



MICROFINANCE & BEYOND



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

Customised Products as per Client Needs



Income Generation Loan (Prarambh)

Ticket Size :
Rs. 10,000 – Rs. 45,000
Tenure: 12 - 24 months

Long Term Loan (Vridhhi)

Ticket Size :
Rs. 31,000 – Rs. 80,000
Tenure: 24 - 30 months

Madhya Vridhhi Loan

Ticket Size :
Rs. 10,000 – Rs. 15,000
Tenure: 24 - 30 months

Product Financing

Ticket Size :
Rs. 2,000 – Rs. 52,000
Tenure: 06 - 24 months

WASH Loan

Ticket Size :
Rs. 10,000 – Rs. 35,000
Tenure: 12 - 24 months

Eligibility Criteria

- Annual Household Income: up to Rs. 3 Lacs
- The outflows limit of 50% of the monthly household income shall include repayment towards all existing loans as well as any loan under consideration

- Maximum monthly loan repayment obligation (incl. applied loan): <=Rs. 12,500
- OTP & Bank validation

* Household shall mean an individual family unit, i.e. husband, wife and their unmarried children

Community Connect Activities Centered Around SDGs



01

Infrastructure Development



To enrich the growth and advancement of the students, faculty, and the larger community of the GNA University, Punjab, we supported the development and enhancement of its infrastructure.

Lives Impacted – 2,500

02

Center Leader Workshop



In collaboration with Water.org, we conducted a center leader workshop in Moradabad, Uttar Pradesh, on promoting awareness on health, hygiene and financial literacy.

Lives Impacted – 500

03

Health Camps



In collaboration with our partner DocOnline, we have conducted 24 health camps wherein our clients were given basic health checkups and consultations with senior doctors through video conferencing.

Lives Impacted – 1,400

04

Financial Literacy Workshop



In collaboration with RBI and Sa-Dhan, as of date, we have conducted 42 workshops in the four states, aiming to educate our clients about the significance of responsible financial planning, saving, and investing.

Lives Impacted – 2,244



Awards and Accolades



- Mr. HP Singh bestowed with the **'India's Most Trusted Leader'** Award by GPTW, India
- Mr. HP Singh conferred as the **'Pillar of the BFSI Industry'** at the Financial Express Modern BFSI Summit 2022
- Mr. HP Singh received the **'CEO of the Year - Micro Finance Company'** Award
- Mr. Sunil Yadav recognized among the **'Top 50 Big CIO Innovator'** in India by Trescon, India
- Ms. Aditi Singh awarded **'40 under 40'** at the Making India Employable Conference and Awards
- Mr. Dhiraj Jha accorded the **'Excellence in Risk Management'** Award at the 4th Elets BFSI Game Changer Summit
- Mr. Deepak Kujur secured a spot among the **'Top 100 Great Managers 2023'** at the Great Managers Award

March 2024

Accredited as a **'Great Place to Work'** by Great Place To Work Institute - India for the fifth consecutive year



February 2024

Awarded Gold for the **'Best API Project'** at the 2023 Treasury Management International Awards



February 2024

Awarded **'Outstanding Leadership in NBFCs'** at Elets BFSI CXO Awards



December 2023

Bestowed with the **'Most Influential MFI of the Year Award'** at the NBFC & Fintech Conclave and Awards 2023



December 2023

Recognized as **'Top 50 Companies with Great Managers'** at the Great Managers Awards



November 2023

Awarded **'Best Innovative Financial Accessibility Model for WASH'** at the ISC-FICCI Sanitation Awards Ceremony



September 2023

Won **'Corporate Excellence Award'** at the Making India Employable Conference and Awards



July 2023

Awarded the **'Best Learning Team'** at the Learning and Development Summit & Awards 2023





ENVIRONMENTAL

Green Building

- Satin's headquarters – a green building – is adorned with solar panels and innovative features including Sewage Treatment Plant and radiant cooling system

Water and Sanitation (WASH) Loans

- Constructively working towards safe water and sanitation in around 308 districts and in 19 states viz Bihar, Odisha, Uttar Pradesh, West Bengal etc.
- In FY24, disbursed a total of 52,772 WASH loans

Clean Energy Loans

- SCNL's clean energy programme is an illustration of its dedication to serve the society by providing customized financial solution



SOCIAL

- Our strength lies in our ground level knowledge and the strong bond that we have created with our stakeholders
- Reaching borrowers through a suite of financial and non-financial services, tailored to meet their needs, including lending under JLG model, product financing, community level initiatives, financing household level toilet and water facility
- Almost all of SCNL clients are women, 76% of whom are based in rural hinterlands of India
- Around 70% of the clients are from BPL category
- Positive findings from various Impact Assessment studies



GOVERNANCE

- Board comprises of 8 members; 6 Independent directors of which 1 is a woman director
- Number of Board Meetings Conducted during the FY24: 10
- Average attendance rate at the Board and Board committee meetings (%): 100% and 99% respectively
- All major committees are headed by Independent directors
- Strong grievance redressal mechanism; over 99% of customer complaints resolved within TAT
- Strong compliance with transparent disclosures

Assigned "AA" ESG rating by ESG Risk Assessments & Insights Ltd.

Contact Information



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