



Unaudited Financial Results – Q1 FY 19-20

July 31<sup>st</sup>, 2019

## OUR MISSION



Help fulfil the dreams and aspirations of fellow Indians, no matter how much they earn, what occupation they have or where they live.

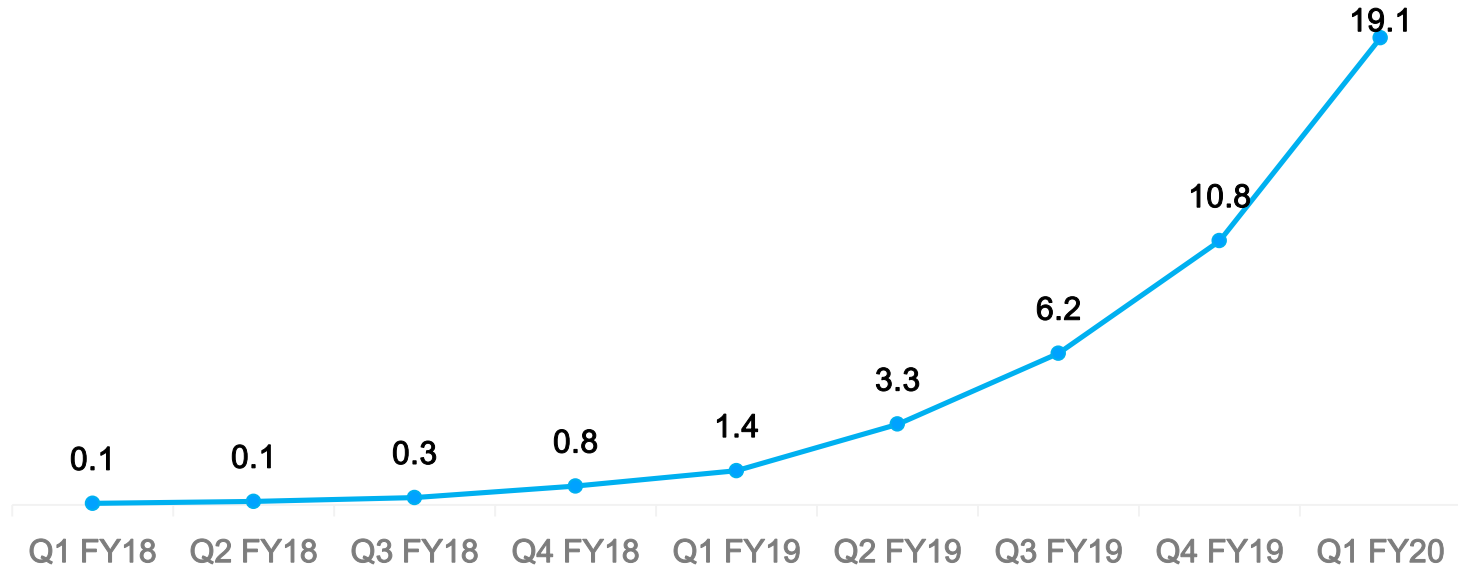
## OUR BUSINESS MODEL



- Business model of origination of loans & selling the loans to third parties
- Company's focus is to build a non balance sheet business based on fee income
- No need of additional equity capital for growth in customer base, origination of loans and the fee income

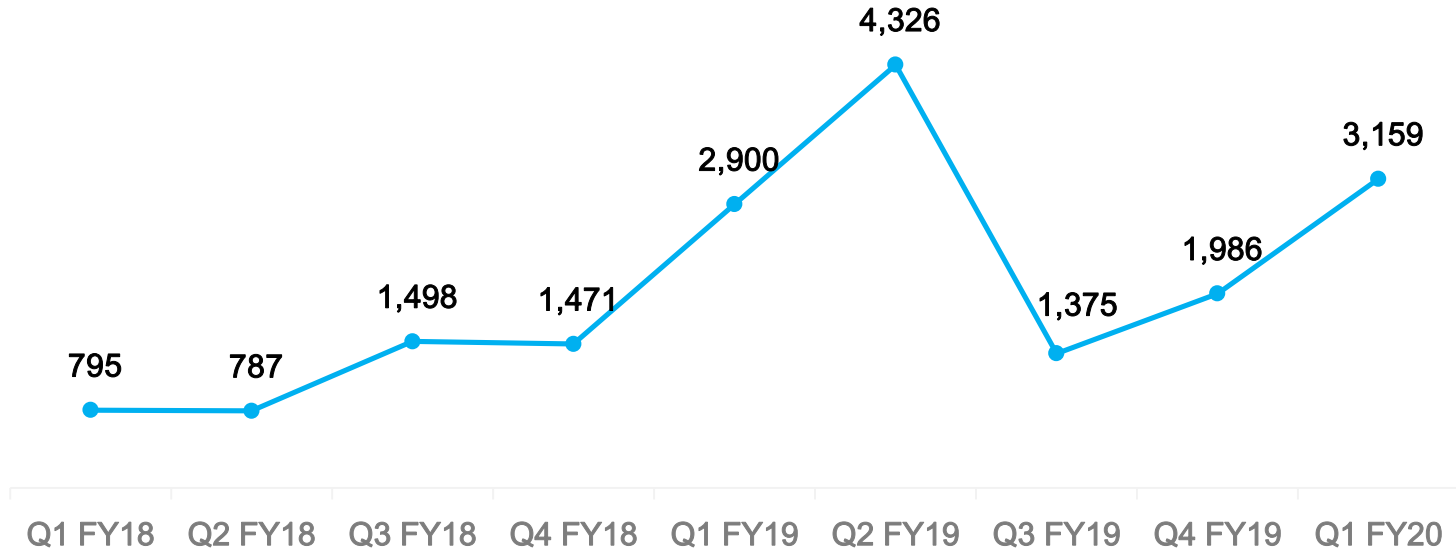
# CUMULATIVE CUSTOMERS

Customers since inception  
(in lacs)



# LOANS ORIGINATED

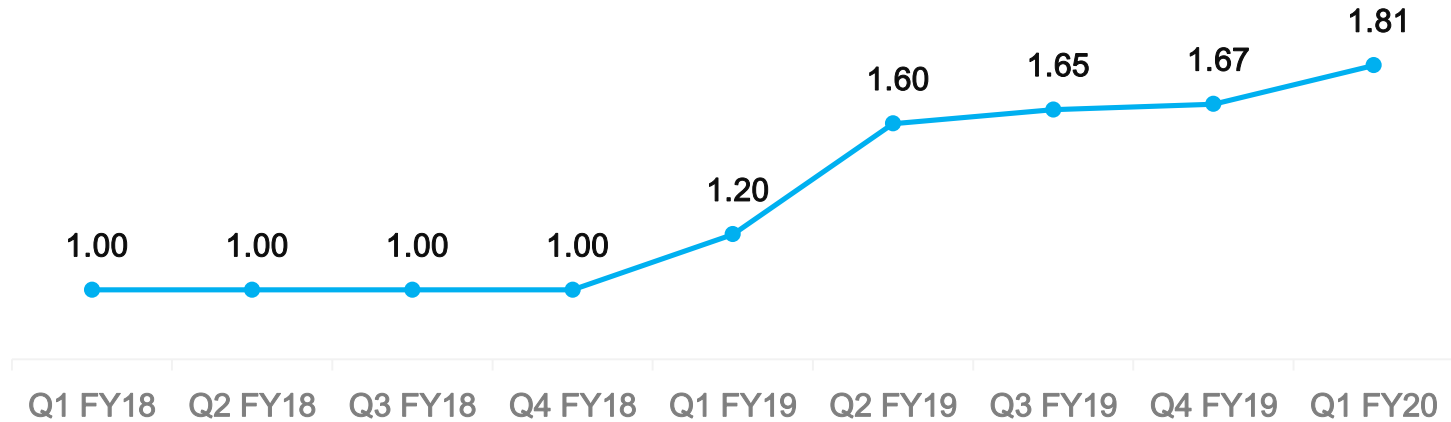
Quarterly loans booking  
(in Rs. crore)



*Drop in disbursements in Q3 FY19 was on account of tightened liquidity environment in the financial system caused due to default by IL&FS*

# PRODUCT PENETRATION

Average no. of products per customer (Loans are considered as 1 product)



# FINANCIAL UPDATE



Q1 FY19-20 vs Q1 FY18-19  
(in Rs. crore )

Particulars	Q1 FY20	Q1 FY19	YOY Growth %
Revenue	713	350	104%
PBT	170	122	39%
PAT	122	88	39%

## OUR GOAL



We want to impact maximum number of lives by providing them with a wider access to financial services, through use of technology and by putting in trust in our customers. We have served 2 million customers so far since the start of our business in 2017 and aspire to serve 10 million customers by 2020 and 100 million customers by 2023.

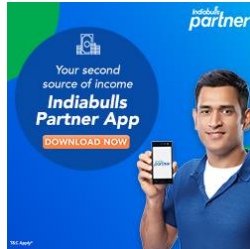


# SUPERIOR CUSTOMER ACQUISITION MODEL

Series of programs enabling us to rapidly scale our business and deliver our goals



An active direct marketing strategy **Dhani a Top 10 Fintech App in the World in 2018**



**1.61 million** Dhani partners taking us to new customers across 230 locations



Enabling friends to vouch for users helping us offer the best loan terms



A referral program for Dhani customers

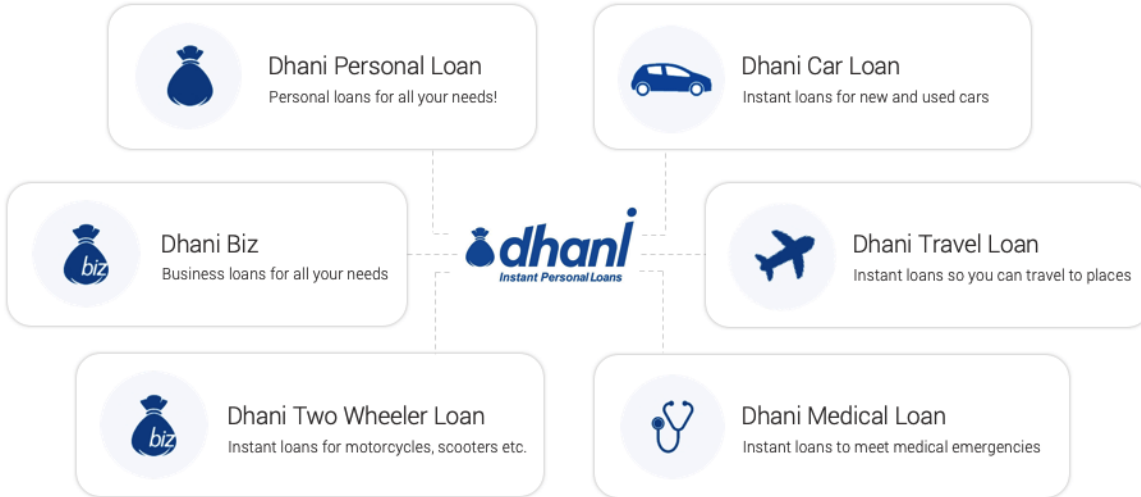
*Launching in Q2, FY 20*



Enabling shopkeepers to offer credit lines to their customers for spending in their shops.

# LENDING PRODUCTS

Range of lending products, helping us serve different needs



Instant Top Up loans for qualifying customers



A majority of our qualifying customers avail top up loans

# DHANI PAY TRANSACTION PRODUCTS (TO BE INTEGRATED IN DHANI IN Q2 FY20)

New range of products helping us meet the recurring needs of our customer's and strengthening our engagement



Dhani pay mobile wallet



Dhani pay Rupay cards for individuals and in the family pack



Phone recharge, Bill Payments, Gift cards & Buying gold

*Launching in Q2, FY 20*



Bus tickets, Hotel bookings, Flights and Train tickets



Enabling Dhani customers earn rewards across our ecosystem

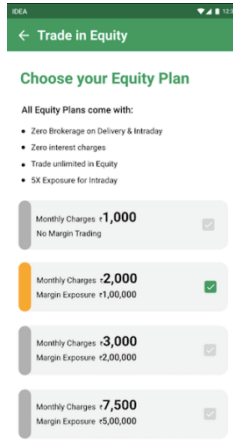
# SUBSCRIPTION BASED ONLINE BROKING PRODUCT – SHUBH



Enhanced version with industry first features (*launching in Q2, FY 20*)



Instant Account  
opening on Mobile  
App



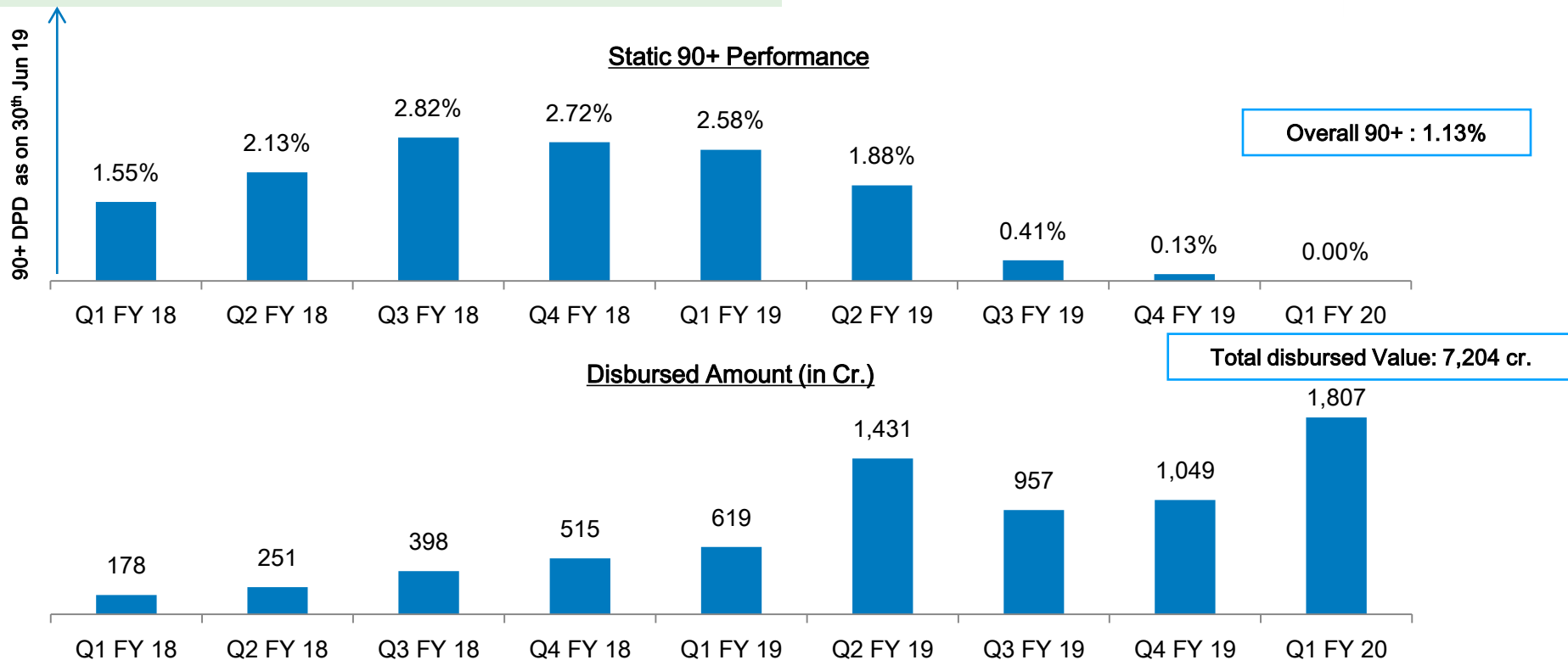
Choice of 15, subscription based,  
unlimited trading plans - starting  
Rs. 1000 p.m.

— **ZERO%** —

0% Interest on Margin Funding  
0% Brokerage on Delivery &  
Intraday transactions

# QUALITY OF LOANS ORIGINATED

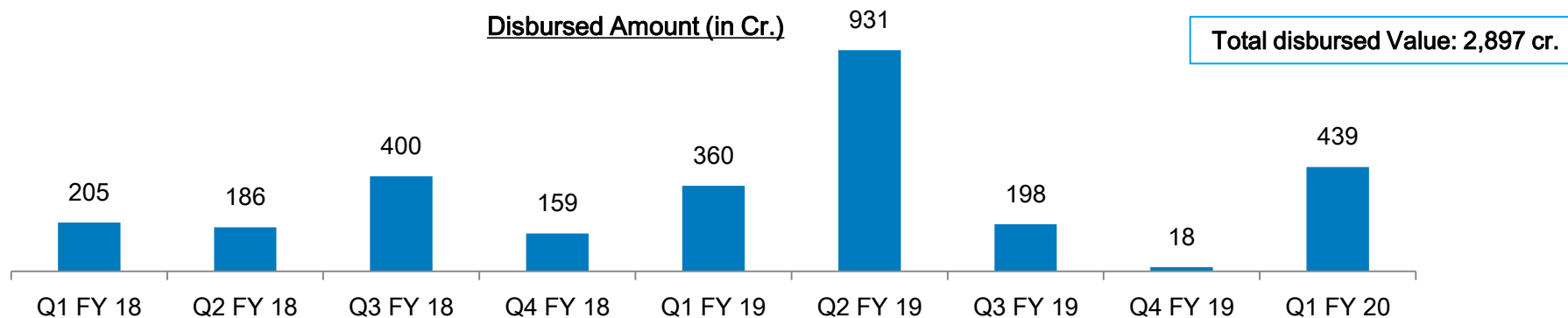
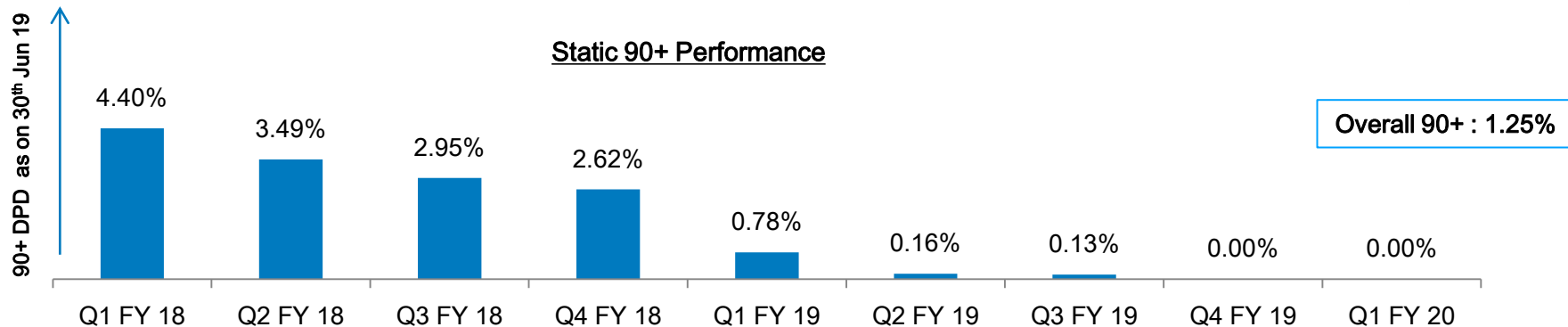
STATIC PERFORMANCE PERSONAL LOAN PORTFOLIO



Static performance data demonstrates the current status of delinquencies including the write offs for all the loans originated in the corresponding period. Some loans originated in different quarters shown above may have completed the tenor

# QUALITY OF LOANS ORIGINATED

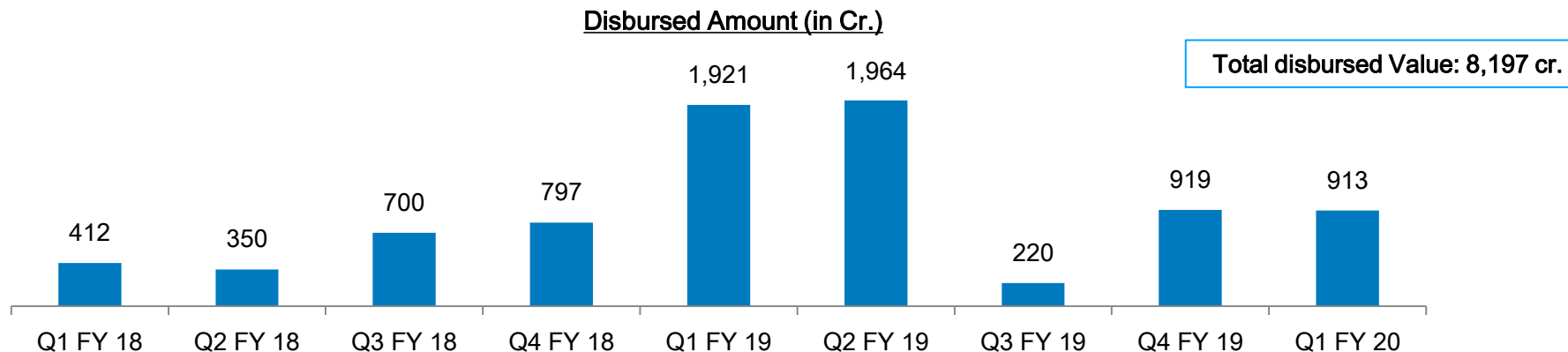
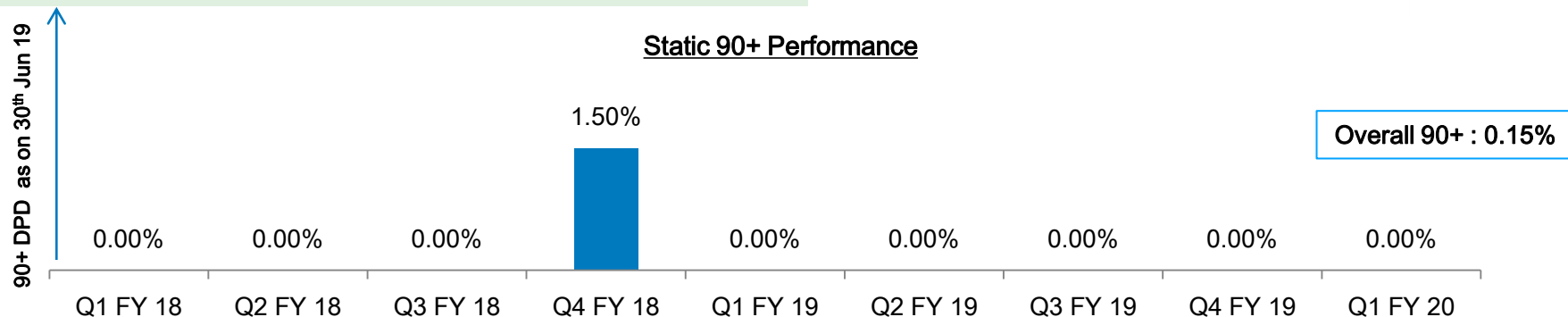
STATIC PERFORMANCE UNSECURED SME LOAN PORTFOLIO



Static performance data demonstrates the current status of delinquencies including the write offs for all the loans originated in the corresponding period. Some loans originated in different quarters shown above may have completed the tenor

# QUALITY OF LOANS ORIGINATED

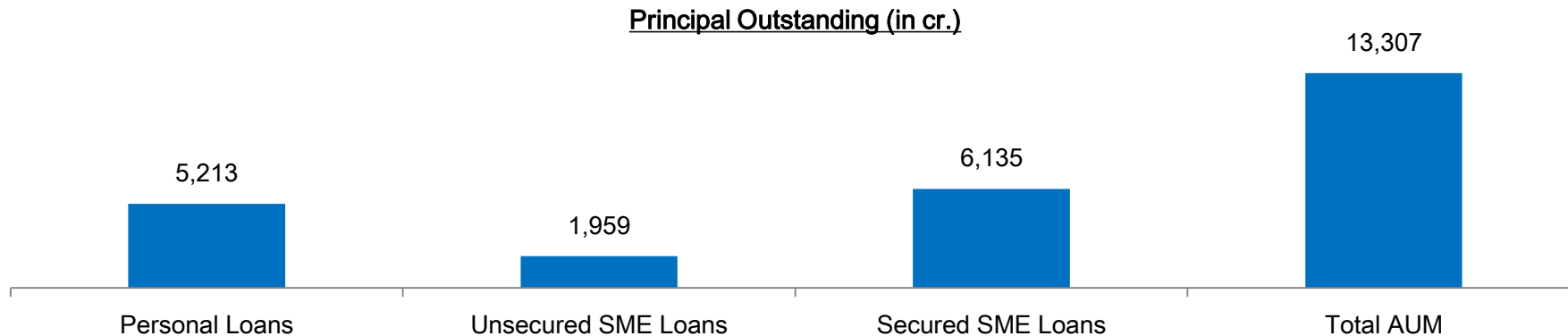
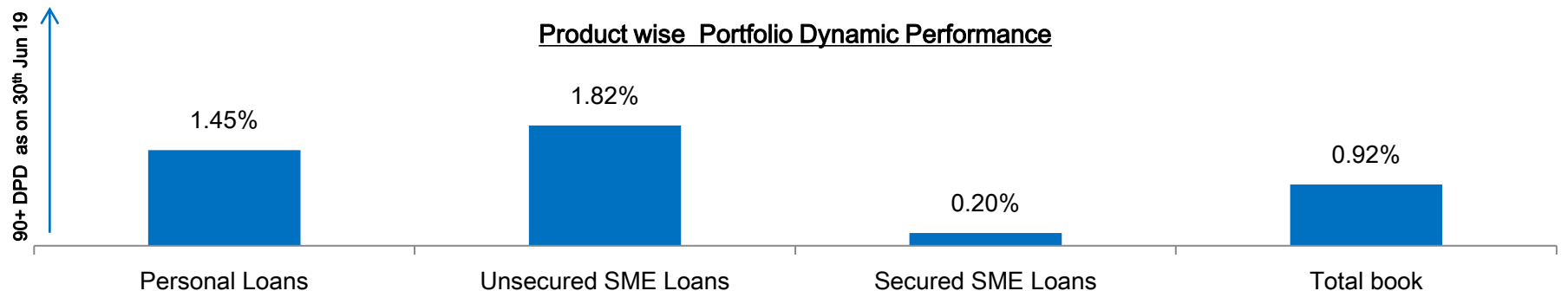
STATIC PERFORMANCE SECURED SME LOAN PORTFOLIO



Static performance data demonstrates the current status of delinquencies including the write offs for all the loans originated in the corresponding period. Some loans originated in different quarters shown above may have completed the tenor

# QUALITY OF LOANS ORIGINATED

DYNAMIC PERFORMANCE – ALL PRODUCTS OF INDIABULLS CONSUMER FINANCE



Dynamic performance data demonstrates the current overall status of delinquencies excluding the write offs for different type of loans originated



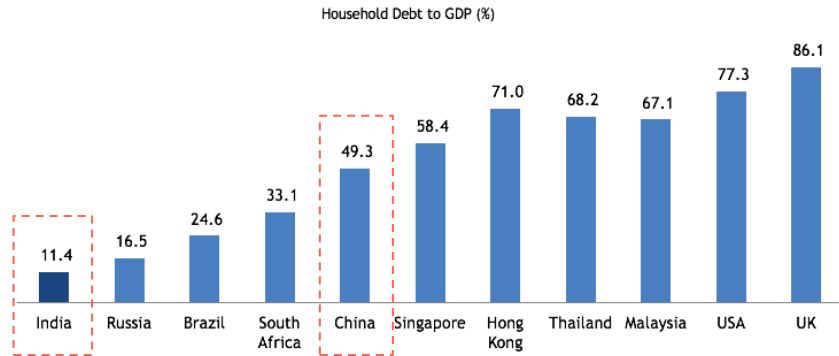
## OUR LOANS SELL DOWN BUYERS

**Indiabulls**  
VENTURES



## **APPENDIX SLIDES**

# PERSONAL LOANS OPPORTUNITY IN INDIA



India's Household Debt to GDP stood at 11.4% - the lowest among all the G20 nations and less than 1/4th of China's 49.3



Credit bureau coverage has grown to 55.6 bn individuals

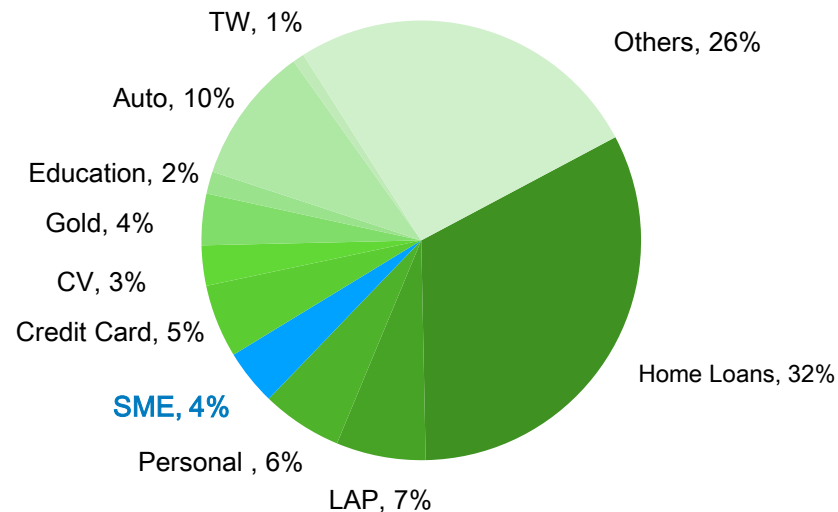


Digital Lending will be a **\$ 1 Trillion** in the next 5 Yrs

- The working population in India is expected to rise to **700 Mn**
- Only 4.5% of the working population have taken personal loans, indicative of the large opportunity for growth
- With a CAGR of 27%, the personal loans market by number of individuals is expected to rise **10x** in the next 10 years

# SME LOANS OPPORTUNITY IN INDIA

- The Indian MSME sector is a made up of more than **51 Mn** enterprises
- While the MSME sector contributes to 37.5% (USD 1 Tn) of the country's GDP, it is allocated only 4% of financial systems' credit. This is indicative of a large opportunity for growth
- As per the Goods & Service Act 2017, all SMEs with a turnover over ₹ 4 Million to mandatorily file their GST returns. This is expected to be a catalyst for growth of lending to SMEs



Source : Digital MSME lending in India by Omidyar network and BCG

# INDIA IS MOVING ON SIMILAR CURVE AS CHINA

Particulars	INDIA	CHINA	CHINA/INDIA
GDP	2.6 \$Tn	13.2 \$Tn	5x
Personal Loans	42.0 \$Bn	2.0 \$Tn	48x
SME Loans	29 \$Bn	4.6 \$Tn	159x

The large scale growth in China has been driven by:

- ✓ Significant contributions by Fintech firms like Ant financial
- ✓ Effectively leveraging technological advances, largely driven by smartphone adoption.
- ✓ Using Big data and analytics for credit decisions and pricing

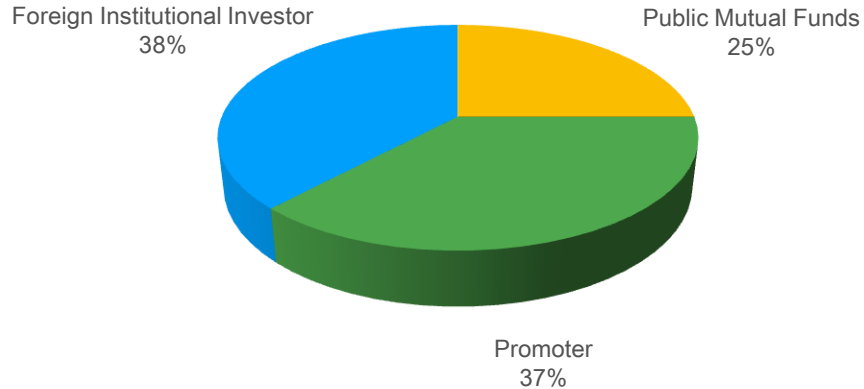
Source:

1. [www.IMF.org](http://www.IMF.org)

2. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company; Household debt report, Fed (Feb 2018); Forbes article - China household debt (Feb 2018)

3. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company ; China MSME finance report (2017)

# SHAREHOLDING & BOARD OF DIRECTORS



Mr. Sameer Gehlaut	Chairman
Mr. Pinank Shah	CEO, ICF
Mr. Divyesh Shah	CEO, IVL
Mr. Gagan Banga	Director
Mr. Abhaya Prasad Hota	Ex-Managing Director of National Payments Corporation of India
Mrs. Vijayalakshmi Iyer	Ex-Member of IRDAI
Mr. Shyam Lal Bansal	Ex-Chairman & Managing Director of Oriental Bank of Commerce
Mr. Alok Kumar Misra	Ex-Chairman & Managing Director of Bank of India

# QUALITY OF LOANS ORIGINATED

CREDIT QUALITY - PROVISIONING COVERAGE



Business Segment	AUM	Stage 1 & 2 Provision	GNPA	ECL Provision	NNPA	PCR %	GNPA %	NNPA%
Personal Loans	5,213	53.33	75.35	64.49	10.86	86%	1.45%	0.21%
Unsecured SME Loans	1,959	9.08	35.62	26.72	8.51	75%	1.82%	0.45%
Secured SME Loans	6,135	12.69	11.97	2.39	9.57	20%	0.20%	0.16%
<b>Total</b>	<b>13,307</b>	<b>75.10</b>	<b>122.94</b>	<b>93.60</b>	<b>29.34</b>	<b>76%</b>	<b>0.92%</b>	<b>0.22%</b>

Figures in Crs.

GNPA: 90 days past due

ECL Provision: Stage 3 Provision only (Stage 1 and Stage 2 Provision are not included)

PCR %: Stage 3 ECL Provisions divided by GNPA

# CONSOLIDATED INCOME STATEMENT

**Indiabulls Ventures Limited Group**  
**Consolidated Statement of Profit and Loss for the quarter ended June 30, 2019**

(₹ Crores)

	For the quarter ended June 30, 2019	For the quarter ended June 30, 2018
<b>Revenue</b>		
Revenue from operations	710.27	349.18
Other income	2.26	0.66
<b>Total Revenue</b>	<b>712.53</b>	<b>349.84</b>
<b>Expenses</b>		
Employee benefits expense	136.90	74.06
Finance costs	225.33	93.18
Depreciation and amortisation	24.16	5.18
Impairment losses on financial assets	45.83	21.60
Other expenses	110.53	34.22
<b>Total Expenses</b>	<b>542.75</b>	<b>228.24</b>
<b>Profit Before Tax</b>	<b>169.78</b>	<b>121.60</b>
Tax expense	47.71	33.87
<b>Net Profit After Tax</b>	<b>122.07</b>	<b>87.73</b>



# SAFE HARBOUR STATEMENT



This document contains certain forward-looking statements based on current expectations of Indiabulls Ventures Ltd.'s (CIN: L74999DL1995PLC069631) management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Indiabulls Ventures Ltd.; the general state of the Indian economy; and the management's ability to implement the company's strategy. Indiabulls Ventures Ltd. doesn't undertake any obligation to update these forward-looking statements.

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