



Dhanvarsha Finvest Limited

Investor Presentation
August 2021

The MSME Credit Gap in India



MSME's Contribution to India's GDP
Current: 29%
Projected (2024): 50%

Number of People Employed by MSMEs in India
Current: Over 130Mn
Projected (2024): 150Mn



63M MSMEs in India

Contributing ~6.11% to India's manufacturing GDP, 24.63% of the service GDP, and 33.4% of manufacturing output.

Less than 20% of MSMEs have access to Credit

Potential Addressable Credit SME Gap: USD 300 Mn Credit Gap

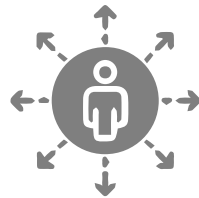
350 million Blue Collared Workers

Potential Addressable Market size: INR 893 Bn



Policy Support: The government has released several policies for MSMEs such as an easy online registration form, a centralized data bank, and a mobile app with updated schemes available to MSMEs. Various government initiatives were launched to encourage young individuals, women and SC/ST entrepreneurs to launch business.

Government Schemes: The government invests significantly to help MSMEs establish their business. Schemes related to credit, infrastructure building, skill development, technology, etc. are designed to incentivise MSMEs



Road Ahead: The Government of India has envisioned doubling the Indian economy to USD 5 Tn in five years. To achieve this goal, MSMEs have the potential to serve as a key employment generators for the young population entering the workforce. Therefore, the government has taken up the promotion of MSMEs to create new jobs in the sector. Further, the government aims to enhance MSME's share in exports and its contribution to GDP.

*Sources: India Flexistaing Association, Blume Ventures, ICRIER, Ministry of Micro, Small and Medium Enterprises (India); MOSPI



Challenges in Lending to MSMEs



Challenges in Access to Credit for MSME Customers





Dhanvarsha believes in providing financial access through a diverse range of product offerings to underserved customers. The company is a one-stop solution for all Credit requirements, categorized and customized as per the customer's needs. The products are easily accessible without any hassles with transparent processes and affordable interest rates.

Atmanirbhar Bharat Business Loans

- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 60 months
- **Average Ticket Size** - INR 0.40 Mn
- **Interest Rate** -18-24%
- **LTV** – N/A
- **Basis of Credit Approval** - Cash Flow Analysis

Gold Loans

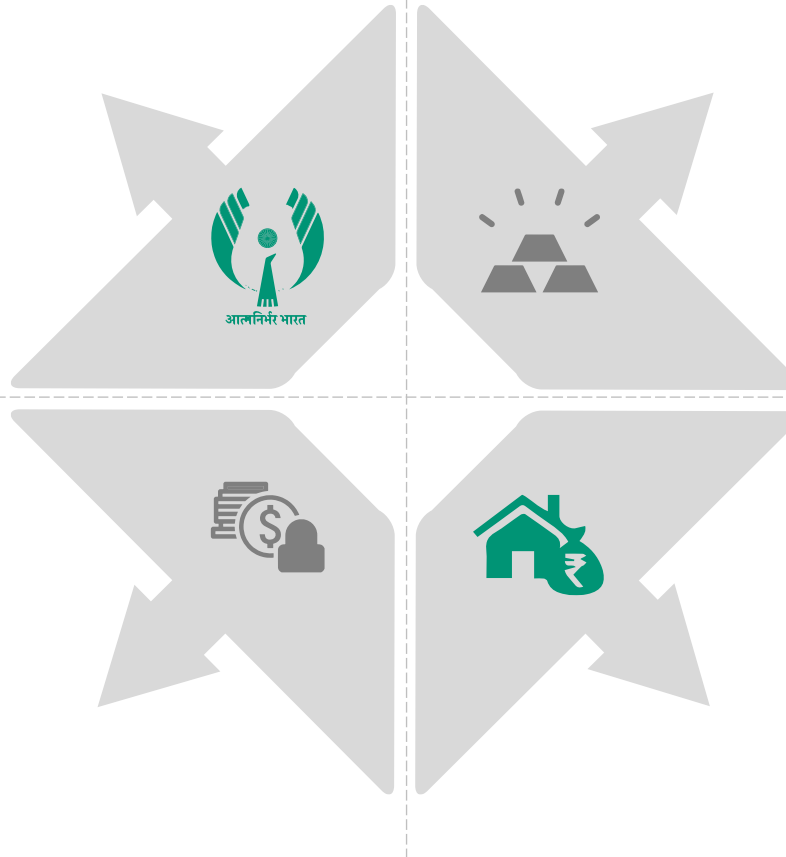
- **Loan Range** - INR upto 50 Lakhs
- **Loan Tenure** - 12 months
- **Average Ticket Size** - Up to INR 0.50 Mn
- **Interest Rate** - 15-22%
- **LTV** - 60-75%
- **Basis of Credit Approval** – Purity-22KT

Personal Loans

- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 36 months
- **Average Ticket Size** - INR 0.15 Mn
- **Interest Rate** - 18-24%
- **LTV** - NA
- **Basis of Credit Approval** - Banking Statement






















Loan against Property (Off-Balance Sheet)

- **Loan Range** – Upto 2 Crs
- **Loan Tenure** - 60 to 180 months
- **Average Ticket Size** - INR 2.70 Mn
- **Interest Rate** - 14-20%
- **LTV** - 60%
- **Basis of Credit Approval** - Mortgage of Property



Dhanvarsha At A Glance*



 <p>Net Worth: INR 1,588 Mn[^]</p>	 <p>AUM INR 1,299 Mn</p>	 <p>Disbursals INR 434 Mn</p>	 <p>Average Loan Ticket Size INR 1.20 lakhs</p>	 <p>Active Lenders 11</p>	 <p>Total Liability Book: INR 1,138 Mn Debt to Equity (x) 0.7x</p>
 <p>Branches (Jun 21) 24</p>	 <p>Secured 63%</p>	 <p>Head of Banking has 32+ years of experience</p>	 <p>Dedicated Collections Cell headed by a legal expert</p>	 <p>Loan above INR 2 Cr to be approved by BOD</p>	 <p>Co-Lending Partnership with Central Bank of India</p>
	 <p>Gross NPA: 2.87% Net NPA: 0.89%</p>	 <p>Cash and Investments INR 1,348 Mn Strong and liquid balance sheet geared for onward lending</p>	 <p>Employees (Jun-21) 220 Women Employees 45</p>	 <p>Customers (Jun-21) 10,955 Women Customers 1,894</p>	
Partners					
 <p>MSME Lending FLDG Partners 7</p>	 <p>Education Lending FLDG Partners 5</p>	 <p>Distribution Partners 100+</p>	 <p>Social Capital Partners 5</p>	 <p>Insurance Partners 4</p>	



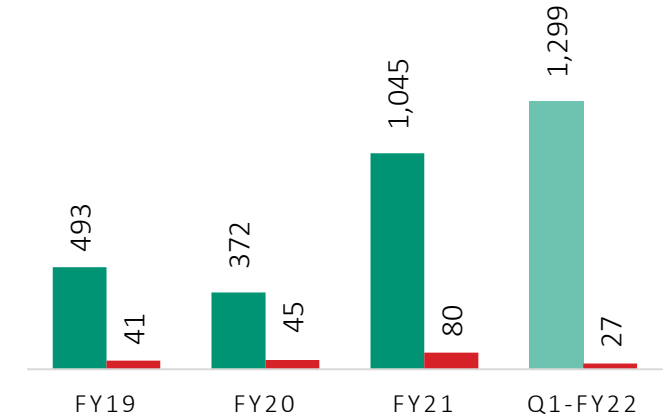
Company Overview

Company Overview

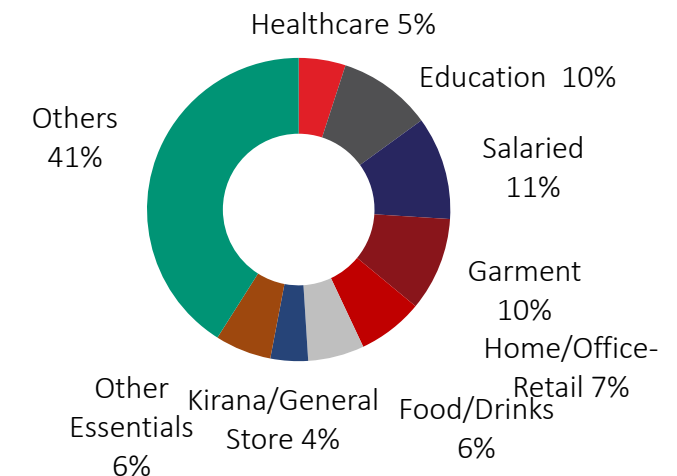


- Dhanvarsha Finvest Limited (DFL), is promoted under the aegis of the 80-year-old Wilson Group and has transformed into a technology-enabled financial services company focusing on MSME financing.
- Wilson Group's history traces back up to Pre-Independence and is a diversified conglomerate headquartered in Mumbai with interest and investments across education, philanthropy, institutional clearing and advisory services, angel investing, sustainable water infrastructure projects and MSME lending.
- In 2017, DFL was reborn in its new avatar and has transitioned with the induction of a new Board and Management team, and it has withstood the slowdown in the NBFC market, COVID crisis, and has yet managed to scale up the business through diversification and introduction of new products.
- DFL's mission is to build "social capital" by aiming to provide Credit solutions to India's large underserved and underbanked MSME segment.
- The company prides itself on the highest standards of corporate governance and transparency with an eminent and completely Independent Board that comprises of veterans from banking, fintech, taxation, regulation, and global businesses and Key Management Personnel carefully recruited from renowned institutions.
- It aims to provide timely, affordable and sustainable access to Credit to the country's almost 500 Mn under-served borrowers, either through its own balance sheet or via significant distribution tie-ups coupled with its robust technology engine.
- The bedrock of the business is based on the loan book and an unrelenting focus on 4C's – Credit, Capital, Collections & Collaborations. The company has collaborated with various partners like Banks, NBFC's, Associations, DSA's and other Retail Loan Channel Partners.

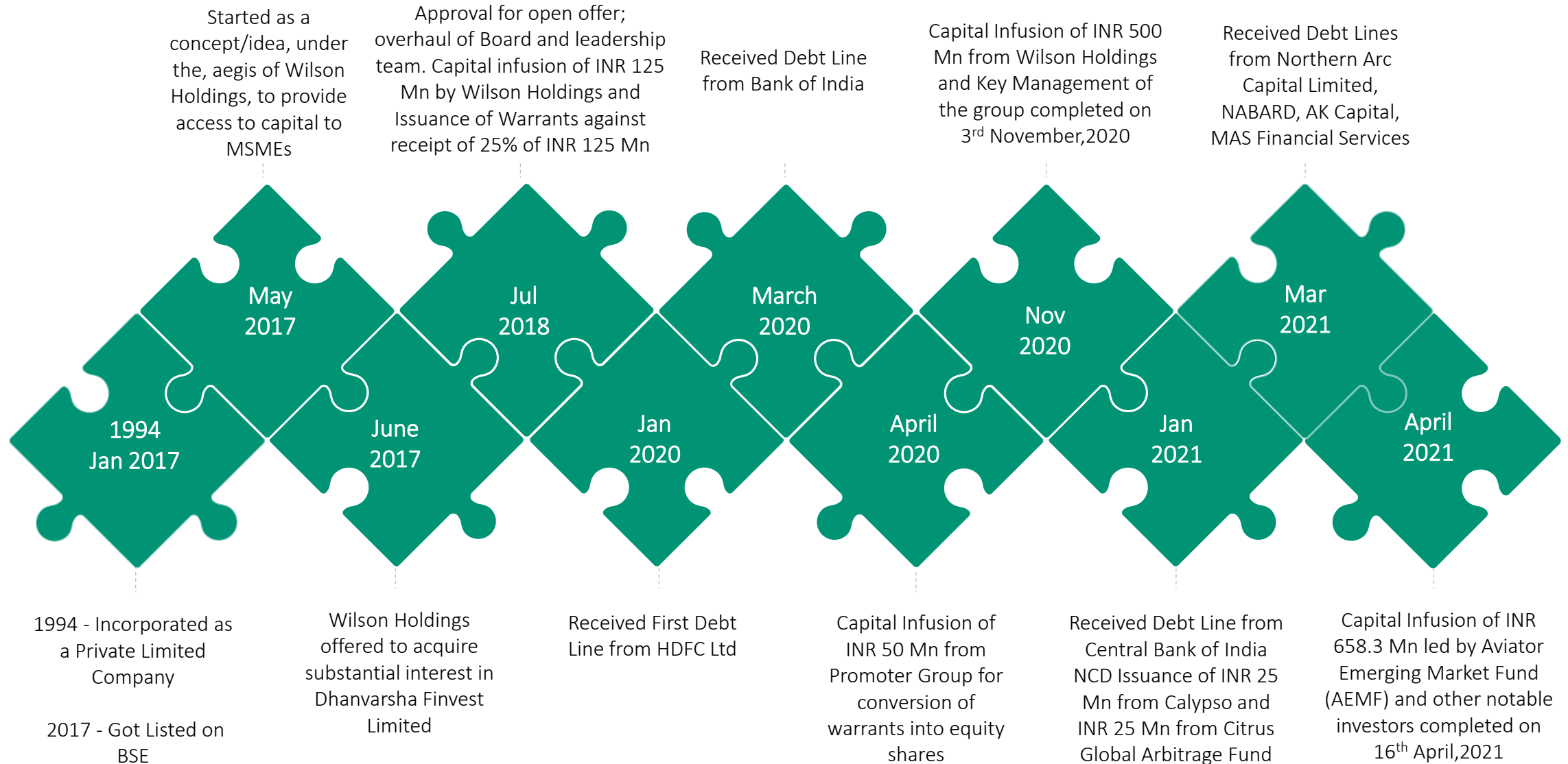
AUM and NII (INR Mn)



Q1-FY22 Sectoral mix



Formation of Dhanvarsha



Our Values



Integrity

We aspire to always do the right thing by acting with complete honesty, fairness and forthrightness.

Accountability

We honour our commitments to our partners, customers and our people proactively and responsibly.

Respect

We respect every living being without distinguishing between societal or organizational hierarchies.

Customer Centricity

Our customers and our people are at the center of everything that we do.

Ownership

Dhanvarsha empowers team members to think like owners and be decision makers. We empower our people to think like 'Board on Street' and not 'Feet on Street'.

Equality & Reward for hard work

To further cement our resolve in treating our people like owners, Dhanvarsha announced its Employee Stock Options scheme which included every employee who has been a contributing member of the business, irrespective of hierarchies. It was an important step towards building the culture of equality and rewards.

People Practices

Our people are key to all the initiatives that drive us. We ensure that we provide the right opportunities and platform to our employees to succeed in all that they do thereby guaranteeing the company's success.

Upskilling

An organization's long-term success relies on not only attracting but also nurturing the next generation of bright minds. The organization boasts of their unique Leadership Buddy Program that helps their leaders of today and tomorrow understand the finer nuances of business through the lens of other departments, thereby promoting a culture of teamwork, respect and accountability.

Teamwork

We work together, be it with our customers, partners or our people, towards a common goal by committing to support, communicate and act responsibly with everyone involved.

Independent and Eminent Board comprising of Industry Stalwarts....



Mr. Rakesh Sethi

Chairperson and Independent Director

Mr. Rakesh Sethi age 64 years, former Chairman and Managing Director of Allahabad Bank, and a veteran banker with over 38 years of experience in financial services.

Mrs. Manjari Kacker

Independent Director

Mrs. Manjari Kacker, was a Member of the Indian Revenue Services batch of 1974 and retired as a Member of the Central Board of Direct Taxes, in the rank of Special Secretary to the Government of India.

Mr. K.P Raghuvanshi

Independent Director

Mr. Raghuvanshi currently acts as a Strategic Security Advisor to the Reserve Bank of India and has previously served as Additional Director General of Police (Law & Order). He was a part of the 1980 IPS batch.

Mr. Atwood Porter Collins

Non-Executive Director

Mr. Atwood Porter Collins is the co-founder of Seawolf Capital, partner at Front Point and was featured in the book and movie "The Big Short" for accurately predicting the 2008 global financial crisis.

Mr. Rohanjeet Singh Juneja

Joint Managing Director

Mr. Rohanjeet Singh Juneja serves as the Joint Managing Director. An investment banker, hedge fund manager, and Head of Strategy & Research for an HFC and NBFC with 17+ years of experience in India & the US.

Mr. Nirmal Momaya

Independent Director

Mr. Momaya is an Entrepreneur with over 30 years of experience in various industries including Specialty chemicals, FMCG, quick service Restaurants, Engineering, and Retail. He is a part of the board of Camlin Life Sciences Limited.

Mr. Rajiv Kapoor

Independent Director

Mr. Rajiv Kapoor, former Regional Head and Senior Vice President Cross Border for the Asia Pacific region at Visa Inc. from 2013-2016. Mr. Kapoor has over 38 years of experience in Marketing, Sales, Consulting and Corporate Advisory.

Mrs. Minaxi Mehta

Non-Executive Director

Mrs. Minaxi Mehta is serving as the director of the Minaxi Mehta Welfare Foundation. She is also a member of the managing committee of the Shri Vile Parle Kelavani Mandal.

Mr. Karan Desai

Joint Managing Director

Mr. Desai serves as the Joint Managing Director of Dhanvarsha Finvest Ltd. and brings significant financing and operational experience to the company. Ex-Investment Banker with 15+ years of experience across Bank of America, PwC, and Centrum Capital.

Professional Management Team



Mr. Sanjay Kukreja

Chief Financial Officer

Mr. Kukreja has 27 years of experience in Financial Planning and Control, Profit Center Operations, Taxation & Budgeting, etc. He has previously worked as Joint CEO in Masscorp Ltd. and KPL exports Pvt. Ltd and has also been previously associated with Rotex Wheels Pvt. Ltd and Welspun Group of Companies. Before joining Dhanvarsha, he was a part of Wilson Holdings Pvt. Ltd as Chief Financial Officer. He has completed his FCA from The Indian Institute of Chartered Accountants of India.

Mr. Sahil Lakshmanan

Chief Business Officer

Mr. Lakshmanan is our Chief Business Officer and is responsible for our digital and new business initiatives. He has over 15 years of global experience across verticals like business development, product development, analytics, and marketing. His versatile background comes from working across sectors such as Fintech, Insurance, Banking, Wealth Management, etc. He has completed his M.B.A. (Finance and Strategy) from H.E.C. Paris.

Ms. Namita Pradhan

Head - Human Capital Management

Ms. Pradhan has an experience of over 6 years and is a seasoned professional in the field of Human Resources. With her diverse knowledge and expertise, she is responsible for driving the HR function at Dhanvarsha. She was previously associated with Oberoi Realty Limited. She is a Mass Media graduate and has completed her MBA in Human Resources Management.

Ms. Priyanka Singh

Chief Impact Officer

Ms. Singh has extensive experience in financial services, fintech, and consulting. Her forte is executing projects across business functions – be it customer outreach, operations, and technology, in her past roles. She has over 7 years of experience liaising with global stakeholders across industries such as I-Banking, TMT, Automobiles, and P2P Lending. Academically, she comes with a blend of M.B.A. (Finance), Technology, and Humanities.

Mr. Mahendra Kumar Servaiya

Principal Officer and Credit Head

Mr. Servaiya is one of the most experienced members of the core team with over three decades of banking experience. He last served as an AGM in the Credit team of Union Bank. At Dhanvarsha, Mr. Servaiya has a dual responsibility; he takes care of communication and compliance filings with the Reserve Bank of India and heads the Credit function of the company.

Mr. Sunil Ranpara

Vice President – Collections

Mr. Ranpara heads the Collections vertical and has more than 15 years of experience in Collections, Recovery & Litigations at renowned institutions like Capital First Ltd, Kotak Mahindra, and HDFC Bank. He is an experienced mortgage specialist with a demonstrated history of working in financial services in India. He is a commerce graduate and has completed his LLB. He has been consistently commended and awarded for his performance during his past stints.



Mumbai's Esteemed Lender
Serving Unserved &
Underserved MSME Clients
India's top 10 Financial
Service Providers - 2020

CEO Insights



Rohanjeet Singh Juneja, Karan
Desai from Dhanvarsha Finvest
Ltd. share their journey of
empowering & funding
underserved Indian
entrepreneurs

NewsX

Dhanvarsha was formed with a vision to
empower, with financial access, the
unserved and underserved
entrepreneurs of India: Joint MDs of
Dhanvarsha Finvest



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Medianews4u.com



Mumbai : Dhanvarsha Finvest
Launches Dhan Vidya, Offers Easy
Access to Education Loans

Dhanvarsha Finvest
Launches Dhan Vidya, offers
easy access to Education
Loans

Hello Mumbai News



Dhanvarsha and Rupifi join
hands to solve the financial
needs of MSMEs and small
business owners of India by
offering them cash flow
based credit lines.

Hello Mumbai News



Our Product Offering

Atmanirbhar Bharat Business Loans



Atmanirbhar Bharat Business Loans

- DFL is an advocate of the Government of India's 'Make in India' campaign to facilitate investment, foster innovation, enhance skill development, protect intellectual property, and build best-in-class manufacturing infrastructure locally while generating livelihood for semi-skilled workers and facilitating upskilling of human resources.
- DFL has build a robust, yet easily accessible and convenient Business Loan product aptly named "Atmanirbhar Bharat Business Loan"
- With "Atmanirbhar Bharat Business Loan", DFL aims to empower the MSMEs of India and nurture them by offering hassle-free access to credit through quicker Turnaround Time and simplified processes to build and expand their business and fulfill their dreams
- Essential Commodities product - Express Loan Funding for Essential Commodities, which cater to the daily essentials Sectors, viz. Medical, Kirana & General Stores, FMCG (including Food), Education and Information Technology.
- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 60 months
- **Average Ticket Size** - INR 0.40 Mn
- **Interest Rate** -18-24%
- **LTV** – 50%
- **Basis of Credit Approval** - Cash Flow Analysis

Gold Loans



Gold Loans

- DFL has launched Gold Loans to help customers access a loan effortlessly and through a transparent process using gold as collateral.
- The company promises delivery of funds under 30 minutes in all serviceable locations.
- The company has launched 18 Gold Loan Branches as on June 2021 and plans to further expand its footprint across Maharashtra.
- **Loan Range** - INR upto 50 Lakhs
- **Loan Tenure** - 12 months
- **Average Ticket Size** - Up to INR 5 Mn
- **Interest Rate** - 15-22%
- **LTV** - 60-75%
- **Basis of Credit Approval** – Purity-22KT

Addressable Market Size in Maharashtra

Total Addressable Market for Gold Loan is estimated to grow at 15% Y/Y
The company plans to foray into other states from April 2022 onwards

March 2022
Gold Potential:
AUM INR 1,580 Mn
13,167 Customers

March 2023
Gold Potential:
AUM INR 7,040 Mn
58,667 Customers

March 2024
Gold Potential:
AUM INR 15,168 Mn
1,26,400 Customers

March 2025
Gold Potential:
AUM INR 27,888 Mn
2,32,400 Customers

Personal Loans



Personal Loans

- DFL wants to be the financing partner of choice to help consumers meet their needs and life goals. Through the company's Digital Assets and business correspondents it offers quick, easy, and affordable personal loans to both salaried and business professionals.
- The company has designed this product based on end-use of funds to cater to different borrower needs promptly:
 - (1) Education Loan - Dhan Vidya
 - (2) Medical Loan - Dhan Aarogya
 - (3) Home Renovation Loan – Dhan Ghar
 - (4) Debt Consolidation Loan – Dhan Sukh
 - (5) Travel Loan – Dhan Safar
- **Loan Range** - INR 1-20 Lakhs
- **Loan Tenure** - 12 to 36 months
- **Average Ticket Size** - INR 0.15 Mn
- **Interest Rate** - 18-24%
- **LTV** - NA
- **Basis of Credit Approval** - Banking Statement

Loans Against Property



Loans Against Property (Off Balance Sheet)



- DFL offers Loans Against Property by raising finance against residential, commercial, or industrial assets and provides quick access to funds at attractive interest rates.
- Further, it has been classified as an Off-Balance Sheet Item.
- **Loan Range** - INR 1-50 Lakhs
- **Loan Tenure** - 60 to 180 months
- **Average Ticket Size** - INR 2.70 Mn
- **Interest Rate** - 14-20%
- **LTV** - 60%
- **Basis of Credit Approval** - Mortgage of Property

A large red stylized flower graphic with multiple petals, located on the left side of the slide.

Asset, Liability and Distribution Strategy

Asset & Liability Strategy



Capital Efficiency and Risk Management are at the forefront with a mix of on and off-balance sheet AUM

Own Balance Sheet Lending

- Small Ticket
- Short tenor, high yield products
- MSME Business Loans and Gold Loans
- Conservative Underwriting
- Robust collection and recovery platform

Business Correspondent

- High fee generating business with share of interest & fee
- Ability to collaborate with large lenders to build substantial off-balance sheet AUM
- Large sourcing platform that enables successful build up of profitable AUM

Co-Lending with FLDG

- Solid sourcing in new geographies with very low acquisition cost
- Risk moved to partner with funded guarantee provided by them
- Robust credit assessment guidelines through Joint Credit underwriting policy
- High ROA with minimal asset quality risk
- Strong collection capabilities in the essential sectors
- Loans are backed by an FLDG (First Loss Default Guarantee).

Lenders



We understand your world



THE BANKER TO EVERY INDIAN



Relationship beyond banking



संयुक्त बैंक ऑफ इंडिया



NATIONAL BANK FOR AGRICULTURE AND RURAL DEVELOPMENT



NORTHERN ARC

CITRUS GLOBAL



HMAS



Union Bank of India



CSB Bank



CALYPSO



A.K. CAPITAL SERVICES LTD.

Existing Partnerships



CREDEC



eduvanz



EUIFI



finwego



loan2grow



NIRA



SakshamGram



Navadhan Capital



AJIVIKA

Forthcoming Partnerships – Going Live by end of Jun-21



LENDINGKART



TCPL



UPWARDS

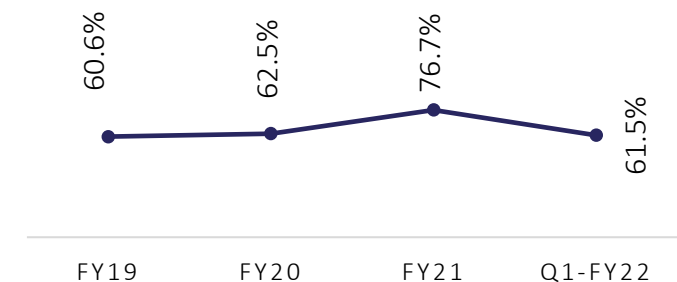
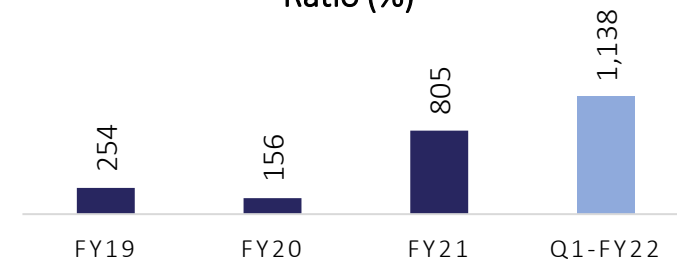


AROGYA FINANCE

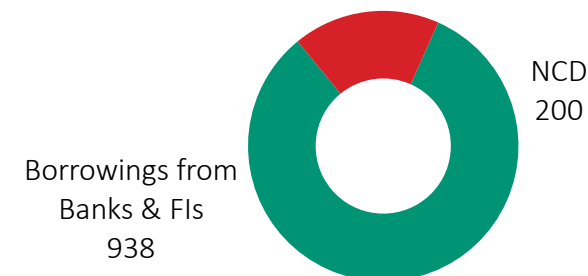


Capital Trust

Liability on book (INR Mn) & Cost to Income Ratio (%)



Liability Type by Sanctions (INR Mn)



On the Asset Side, our focus is on the select sub-sectors



After doing in-depth studies across sectors on various parameters the company has selected the following sectors to focus on lending:



Sector: Kirana/General Stores



Sector: Education
Sub-Sector: Primary Schools,
Higher Education, Upskilling



Sector: FMCG
Sub-Sector: Retail Shops



Sector: Food/Drinks
Sub-Sector: Retail Shops like
Kirana Stores



Sector: Pharma
Sub-Sector: Chemist Shops,
Traders related to medical
products



Sector: E-Commerce
Sub-Sector: Delivery of
Provisions/Groceries/Food
Etc.



Sector: Agriculture

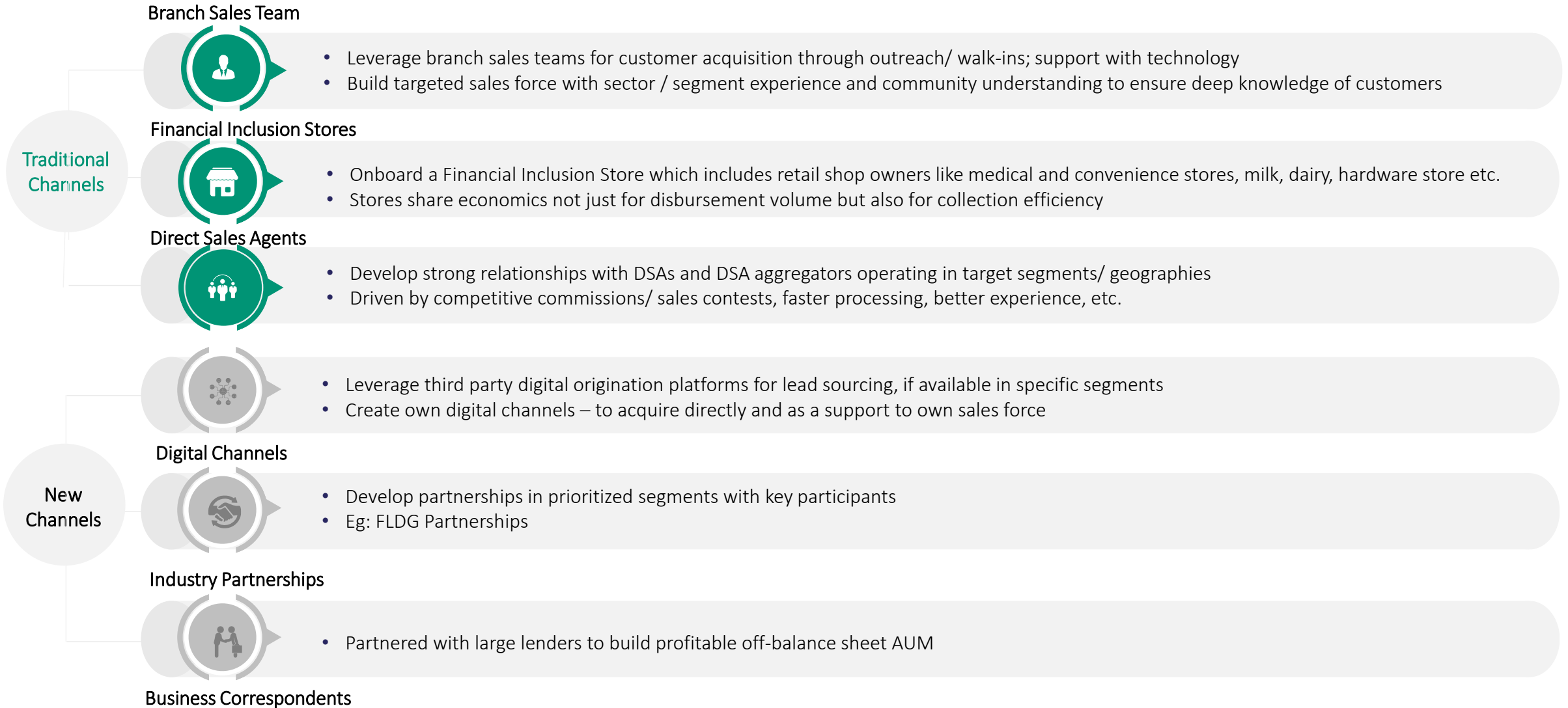


Sector: Information Technology
Sub-Sector: Software and
Mobile Application Companies,
IT Software, IT Hardware



Salaried Individuals

Client Acquisition Strategy

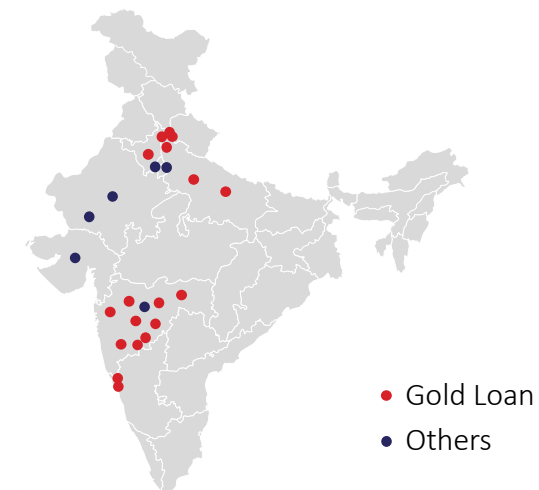


Distribution Strategy

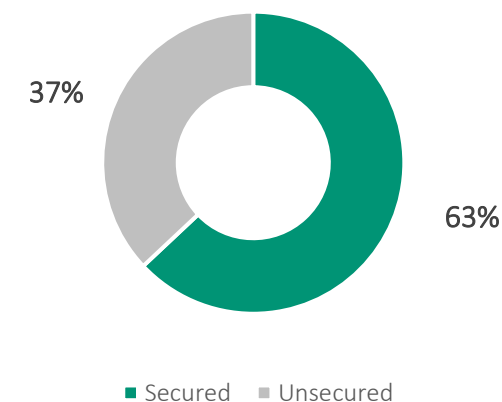


- The bedrock of the business is based on the loan book and an unrelenting focus on 4C's:
- **Credit, Capital, Collections & Collaborations.**
- The company has 18 Gold Loan Branches as of June 2021 and plans to further expand the network by approximately 3-4 branches per month in FY22.
- The company has 5 additional branches in Mumbai, Jaipur, Ahmedabad, Lucknow and Delhi and the focus is predominantly on Maharashtra in FY22.
- The company also has partnered with various DSA's and channel partners to enhance the loan sourcing pipeline and collection mechanism.
- Lastly, the company has entered in a Franchisee Model (Financial Inclusion Stores) and has tied up with 200 Franchisees with the goal to onboard 1,500+ Franchisees by March 2022. Tie-ups are with Kirana Stores, Chemists, Traditional Shopkeepers like Pan Walas etc.

Branches



Secured and Unsecured Loans



Distribution Partners

1) Ruloans



2) Andromedia



3) Royal Finserv



And 100+ partners

Insurance Partners

1) TATA AIG



2) IndiaFirst



3) Magma HDI



Social Capital Partners

1) Tofler



2) Conscious Labs



3) Minaxi Mehta Welfare Foundation



4) Mera Cashier



5) Easy Invoice Manager

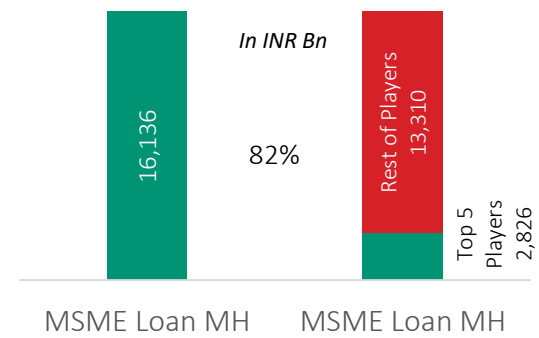


Substantial Opportunity Ahead in Maharashtra



- Significant AUM and earnings growth led by Gold loan branch build out and franchisee model in Maharashtra.
 - Maharashtra is home to ~7 Mn or 11% of India’s MSME businesses.
 - Market share of small and mid size lenders in Gold and MSME loans in Maharashtra is extremely fragmented.
 - We firmly believe there is a significant opportunity for us to gain extremely profitable market share with capital efficiency and superior risk adjusted margins given our expertise in these two segments.
-
- DFL is poised for substantial value accretion from Gold, MSME and Franchisee Model in Maharashtra
 - 1) Gold and MSME Potential in Maharashtra
 - 2) Dhanvarsha Financial Inclusion Stores – Distribution with Scale
- The company has onboarded 200 Financial Inclusion Stores until June 10th. Guidance for onboarding 1,500+ Stores by March 2022.

MSME Loan Market Share - Maharashtra



March 2022 P

25,308 Customers

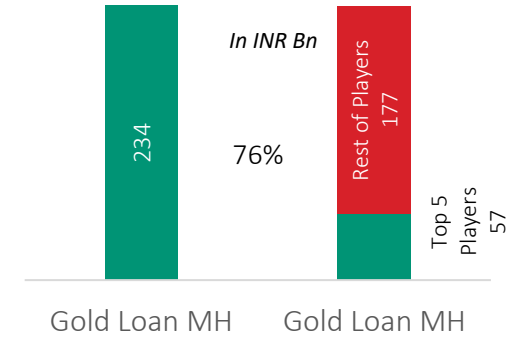
60 Branches

March 2023 P

98,352 Customers

120 Branches

Gold Loans Market Share - Maharashtra



March 2024 P

2,22,911 Customers

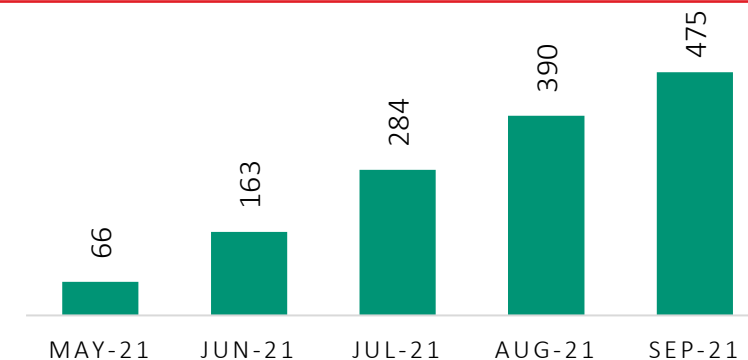
200 Branches

March 2025 P

4,34,115 Customers

275 Branches

Financial Inclusion Stores - Count



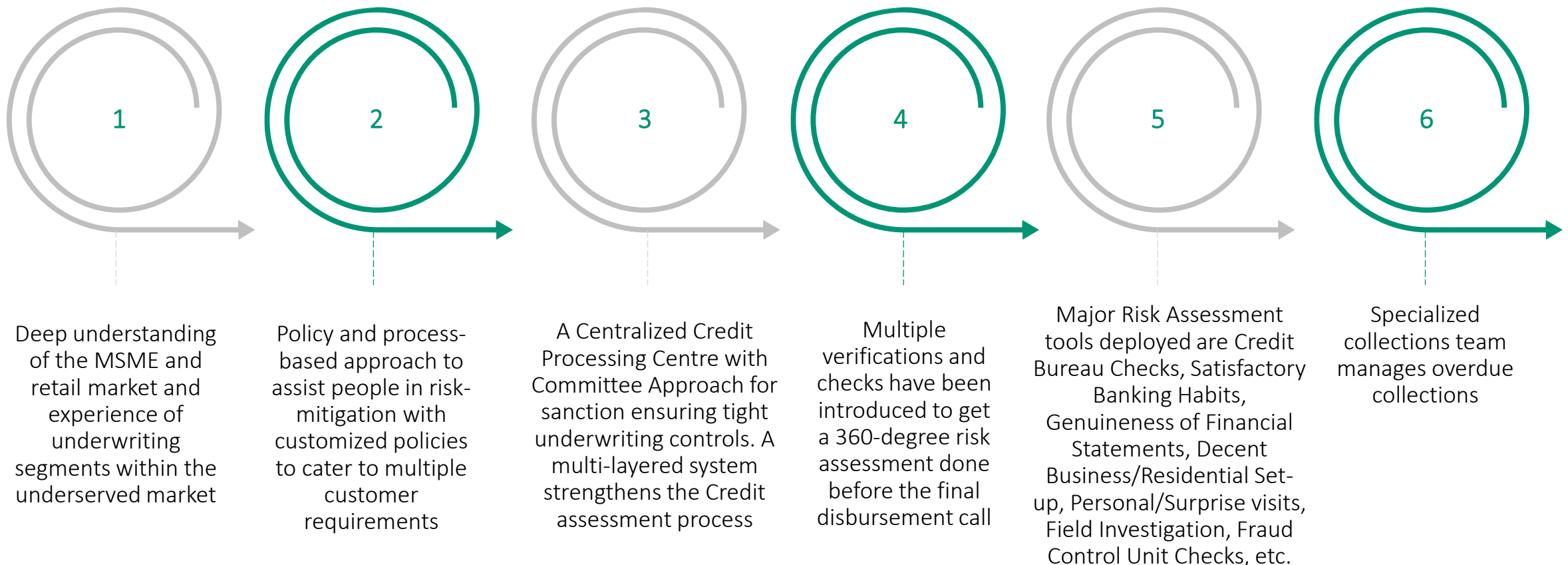
Source: SDG National Indicator Framework – Progress Report 2021; and BDO Research

Underwriting & Collections Process

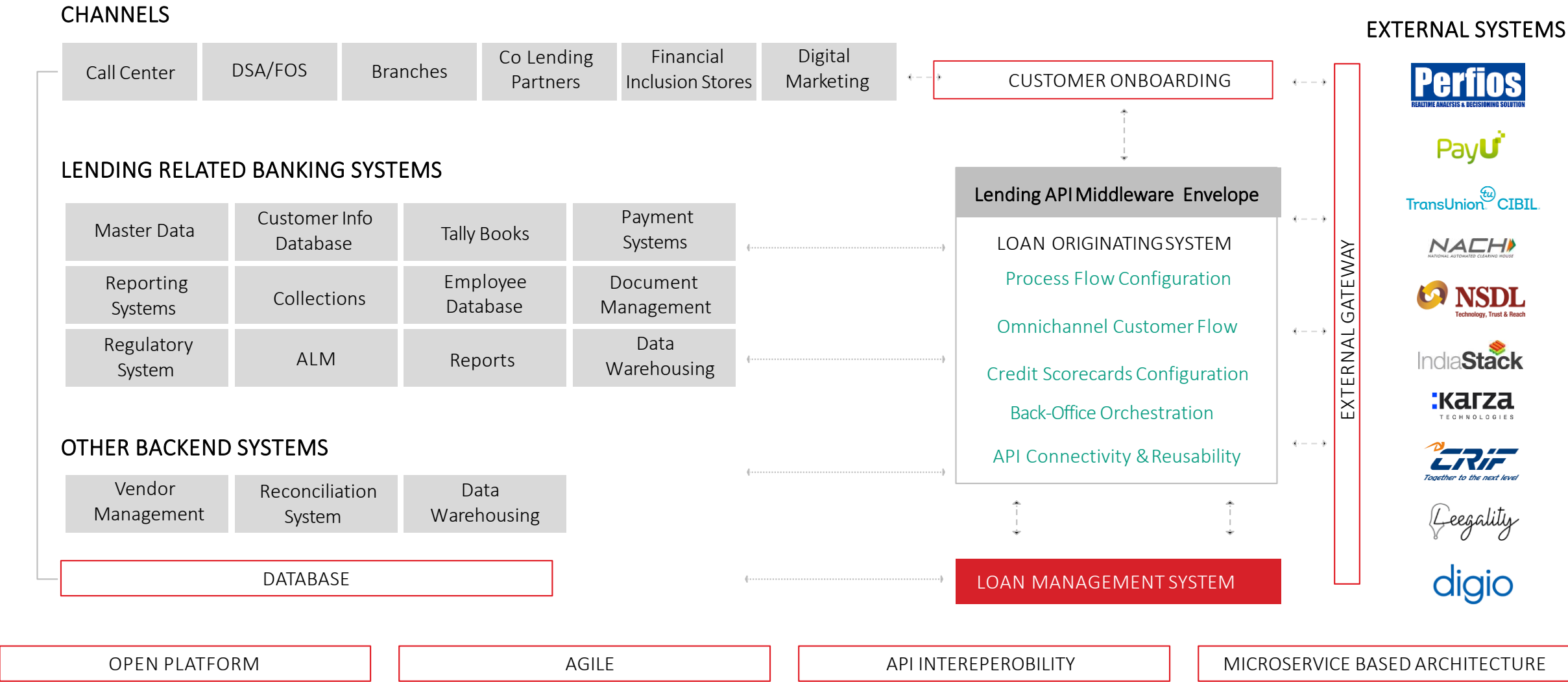


DFL has an extremely robust credit appraisal and collections & recovery process which has been strengthened further given the Covid-19 pandemic. The credit team has pro-actively made changes in the appraisal process by assessing the cases on banking habits rather than DSCR and I-T returns of the borrowers. The company has developed models to assess borrowers based on DBR (Debt to Banking Ratio) even for larger ticket size loans (above 10 lakhs).

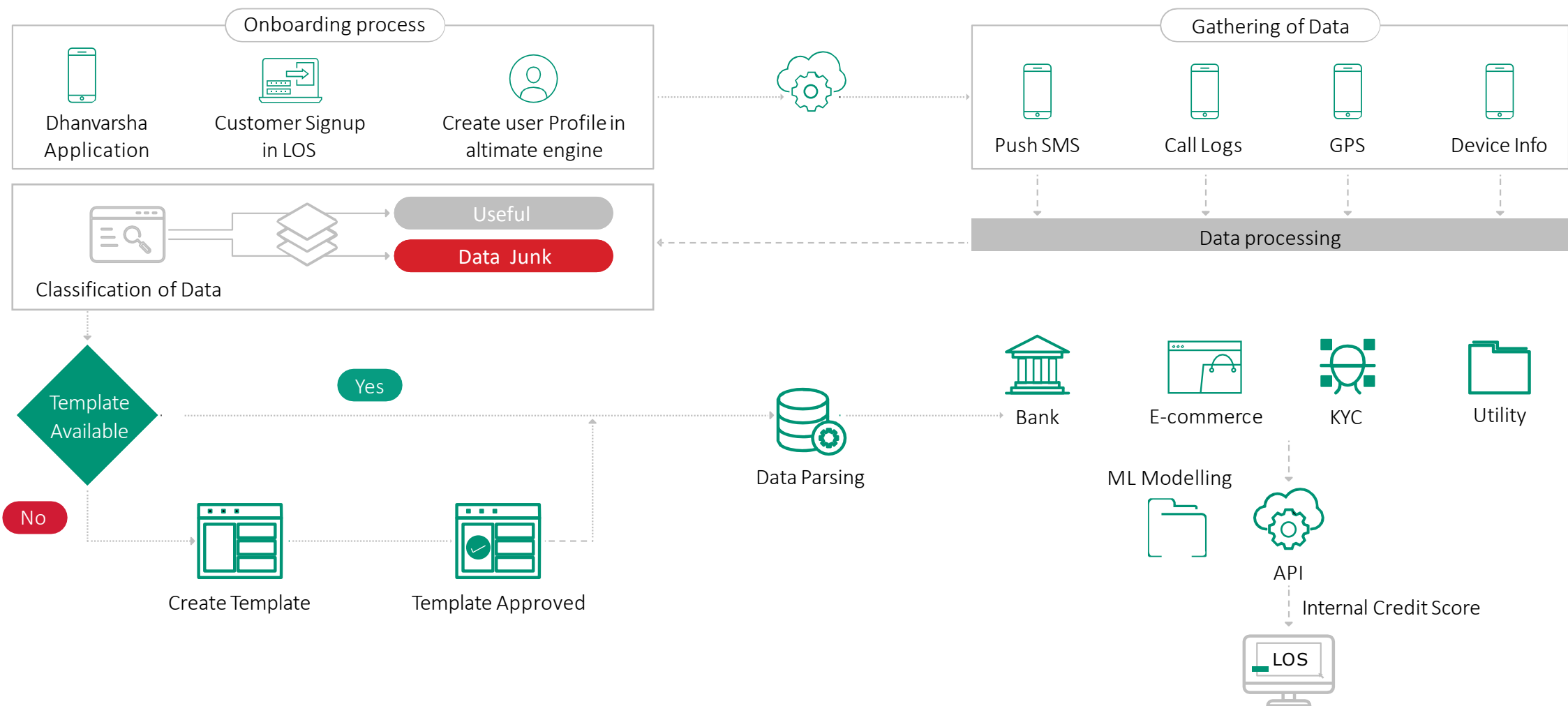
Our Risk Management Framework comprises of:



Loan Origination and Management System



Proprietary Lending and Risk Advisory Engine



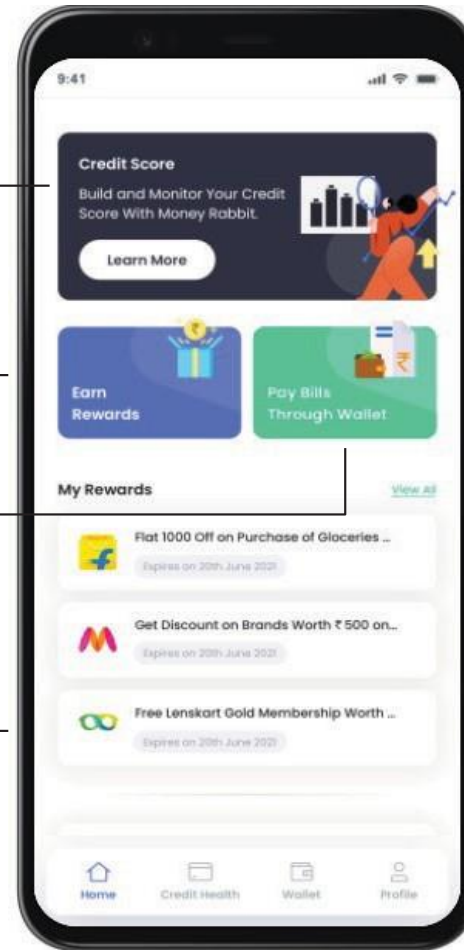
Money Rabbit: Dhanvarsha's Omni Channel Digital Platform for MSME's and Blue-Collar Work Force



Credit Health Check Tool
Get to know your latest Bureau Score and other credit details along with suggestions and offers

Wallet and UPI Services
Transfer money or Pay Using our seamless Wallet and UPI services

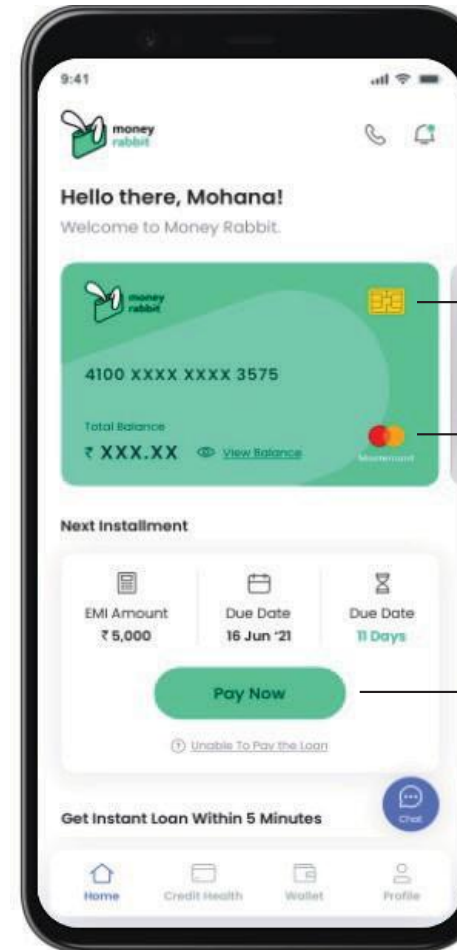
Cashbacks and Rewards
Get Rewarded at every stage using Money Rabbit



Virtual & Physical Card
Get your own Personalized Ru-pay card which can be used at any online/offline merchants

Micro Loans
Get Loans up-to 20,000/- @ 0% interest without any Manual intervention in 5 minutes

Easy Tracking and Repayment
Track your EMI hassle free on the EMI and Pay them on time



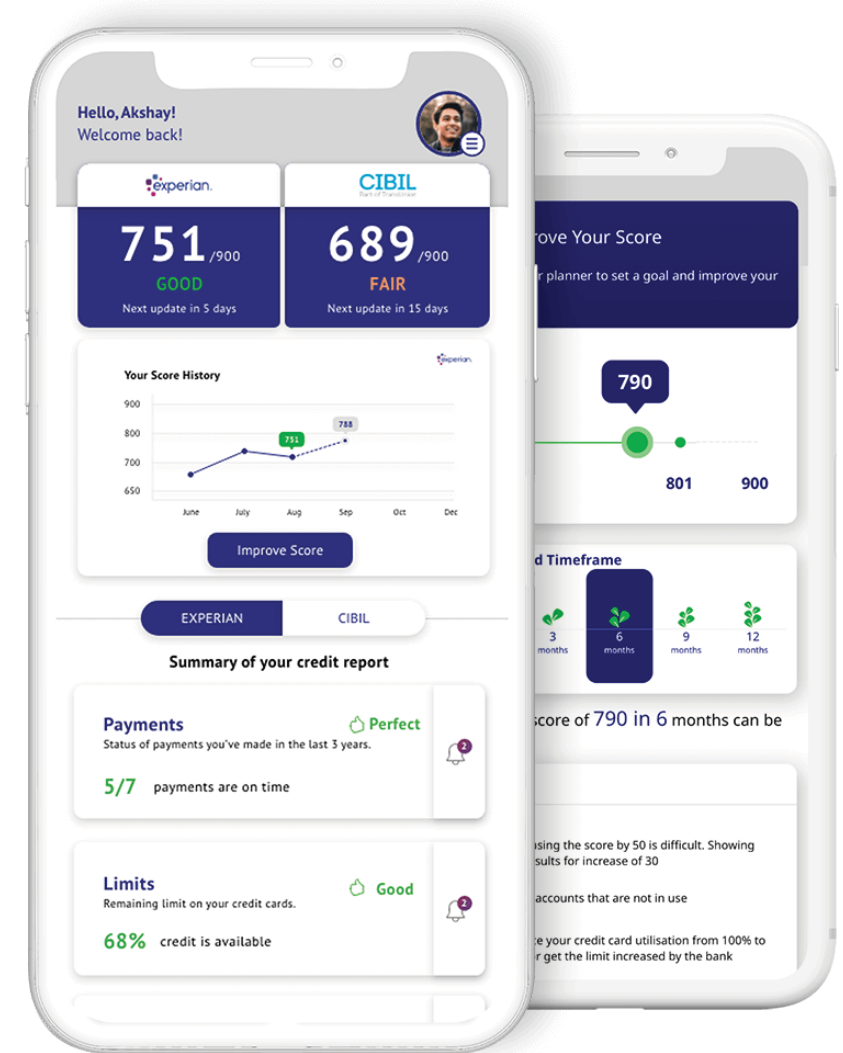
Source: Financial Express, Nov'20

*Will be live by Oct. - Nov. 2021

Credit Health Check Tool



- This feature is a Financial Health and Credit Wellness tool for our Target Audience as they rarely use Bureau Reports or have knowledge of them
- The idea is to de-mystify a credit score for the underserved MSME and blue-collar consumer
- Freely accessible D2C Bureau Score and report to Money Rabbit customers
- Personalized and Gamified Bureau report for every customer
- Alternate data engine to leverage AI/ML tools to offer personalized products and services aimed to fulfill customer's financial wellness journey
- Phase 2 of Credit Health tool would come with a subscription model



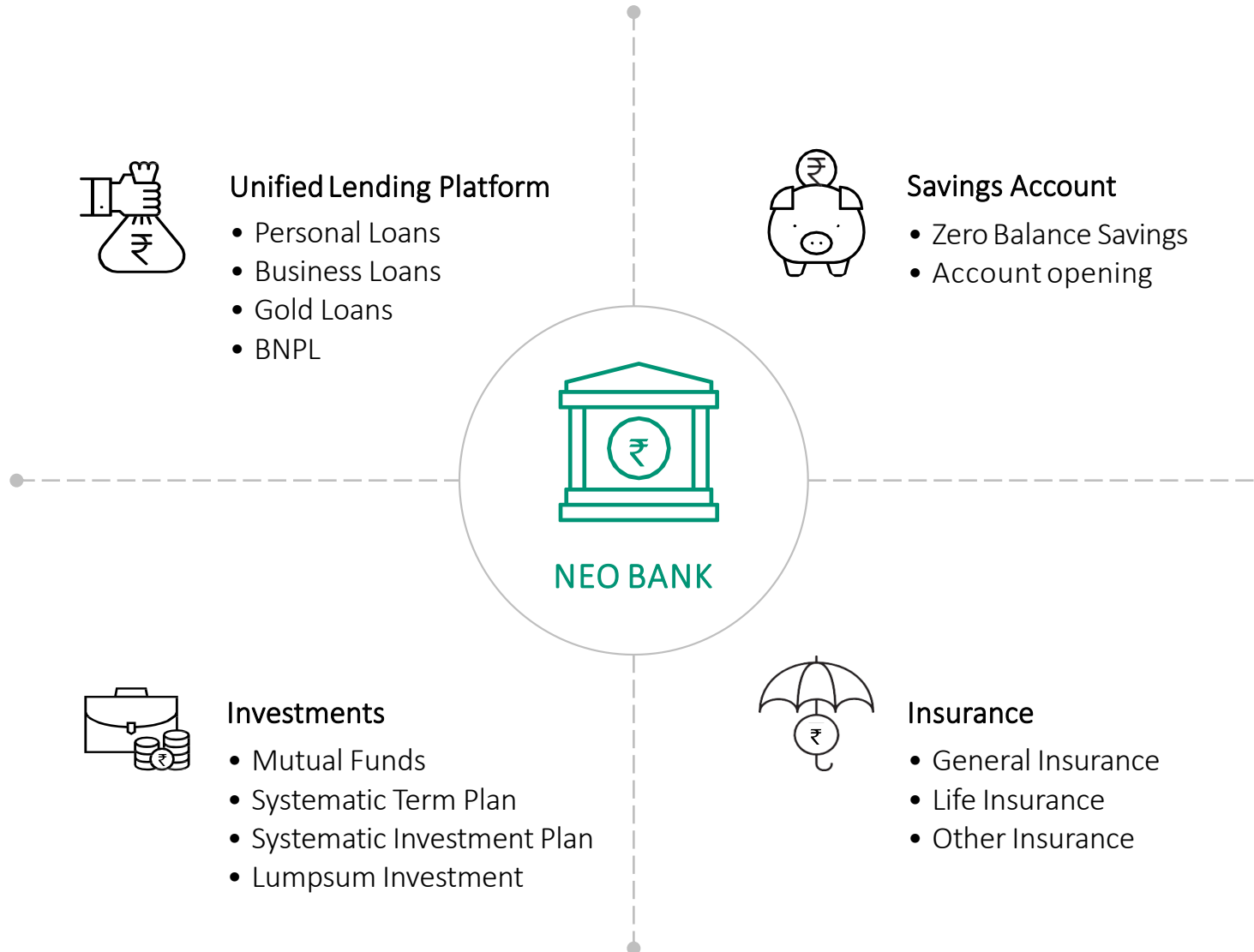
One Card for All Needs



- Money Rabbit's Virtual and Physical Card is easy to use and issued instantly (Gives a feel-good factor as our customers do not have easy access to Credit Cards)
 - Accepted with most merchants online and offline. This enables multiple customer engagement touchpoints during their lifetime
 - Seamless Loyalty and Cashback programs to drive App adoption, usage, engagement and referral traffic
-
- Enriching existing credit assessment metrics with AI & ML powered Alternate Data Engine for a Mobile-first and Digital-native audience to get real-time insights and refined need-gap analysis
 - Basis on Alternate Data Engine (ADE) we get additional authentication and estimation models to supplement Bureau data
 - Promoting financial inclusion by incorporating separate triggers to identify NTC audience and enabling access to credit
 - Modular and Robust architecture to scale products and services across geographies and target audience with emphasis on low maintenance and upgrade cost



Dhanvarsha Neo Bank All your Banking needs 'On the Go'



ESG Integration Framework for *Building Social Capital Lending Hand-Head-Heart*



- With a deep sense of purpose to support the organization's commitments towards the environment, health and safety, corporate social responsibility, governance, sustainability, and other public policy matters, the company has formed a cross-functional Board level ESG committee in 2021.
- This committee will provide guidance, leadership and necessary oversight for embedding ESG aspects into business strategy.

ESG Material Metrics

Firm-wide 16 ESG material metrics identified.

KPIs have been defined to measure outcomes as we build social capital.

Few of the material metrics are listed below:

- Financial Inclusion
- Responsible Lending
- Diversity and Equal Opportunity
- Economic Performance
- Product Innovation

ESG Working Groups

- ESG Disclosures and Communications
- Employee Engagement and Well-being
- Corporate Social Responsibility
- Sustainability and Climate Risk
- The ESG Working Groups are cross functional teams
- Responsible for implementation of ESG material metrics in business practices and report progress to the committee

Dhanvarsha Finvest Limited ESG Framework 2021

Global Standards Compliant

- IFC Performance Standards & Exclusion List
- ILO Fundamental Principles
- UN Sustainable Development Goals 2030 (UN-SDGs)
- National Guidelines on Responsible Business Conduct (NGRBC)
- Business Responsibility and Sustainability Reporting (BRSR)
- Global Reporting Initiatives Standards (GRI)
- Sustainability Accounting Standards Board (SASB)



Financial Overview



Consolidated Income Statement



Income Statement (INR Mn)	FY19	FY20	FY21	Q1-FY22
Interest Income	93	62	122	62
Less: Finance Cost	52	17	42	35
Net Interest Income	41	45	80	27
Other Income	100	131	179	75
Total Income	141	176	259	102
Operating Expenses	117	121	231	84
Profit Before Tax	24	55	28	18
Less: Tax	3	14	15	18
Profit for the Period	21	41	13	-

Consolidated Balance Sheet

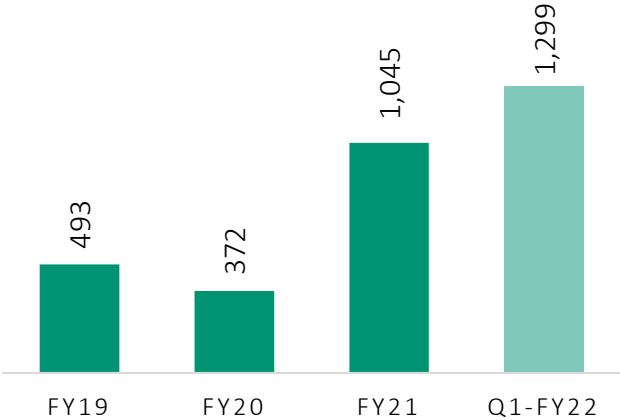


Balance Sheet (INR Mn)	FY20	FY21
Financial Assets	422	1,663
Cash and Investments	94	666
Gross Loans	372	1,045
Less: Impairment Loss Allowance	44	48
Net Loans	329	997
Non-Financial Assets	63	202
Total Assets	485	1,865
Financial Liabilities	163	836
Trade Payables & Other Liabilities	7	31
Borrowings	156	805
Non-Financial Liabilities	10	30
Total Liabilities	173	866
Equity Share Capital	135	153
Other Equity	176	846
Total Equity	312	999
Total Liabilities and Equity	485	1,865

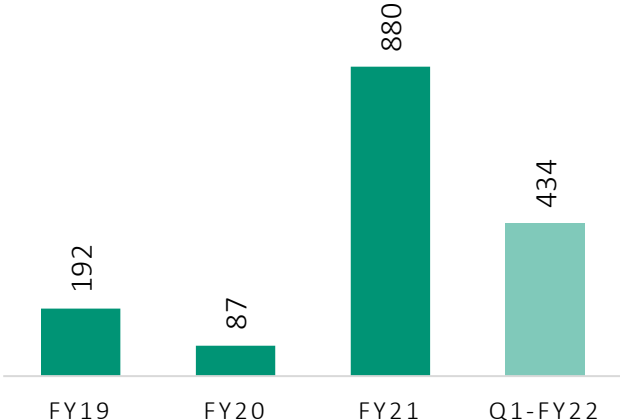
Consistent Expansion of AUM with Strong Equity & Debt Support



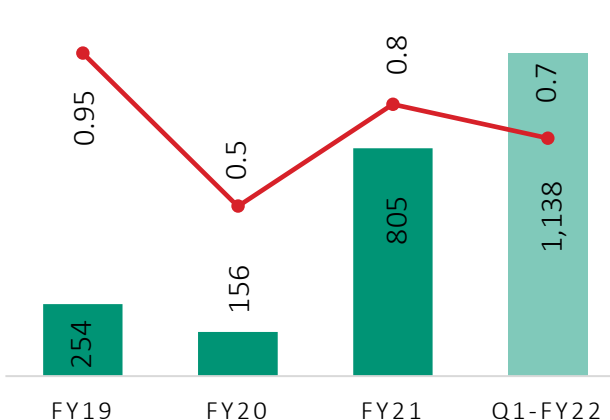
AUM (in INR Mn)



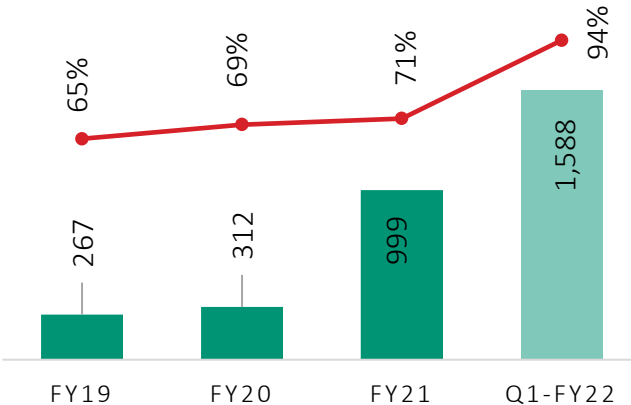
Disbursals (in INR Mn)



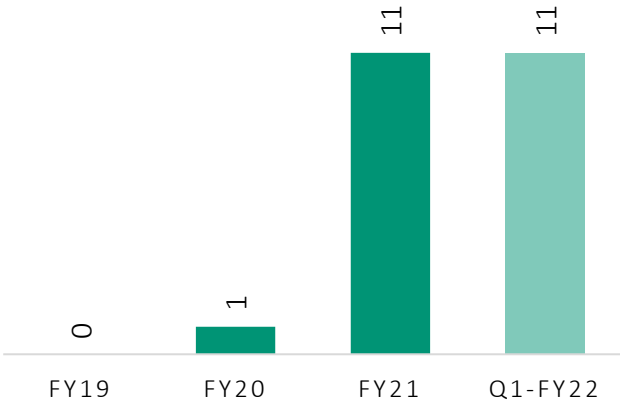
Debt (in INR Mn) & Leverage Ratio



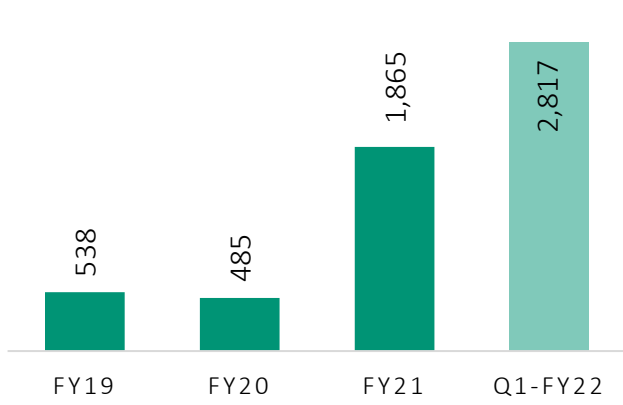
Net worth (in INR Mn) & CRAR



Number of lenders



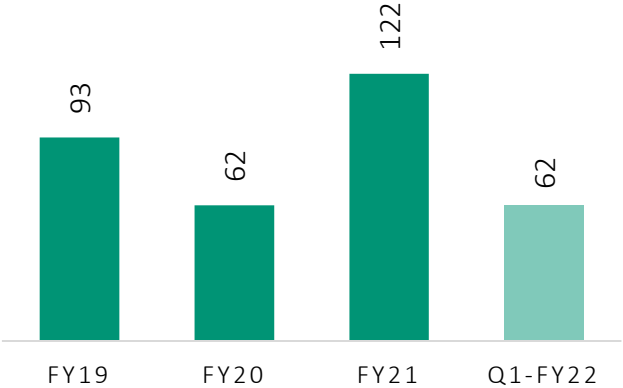
Total Assets (in INR Mn)



Operating & Financial Ratios continue to improve as we scale up



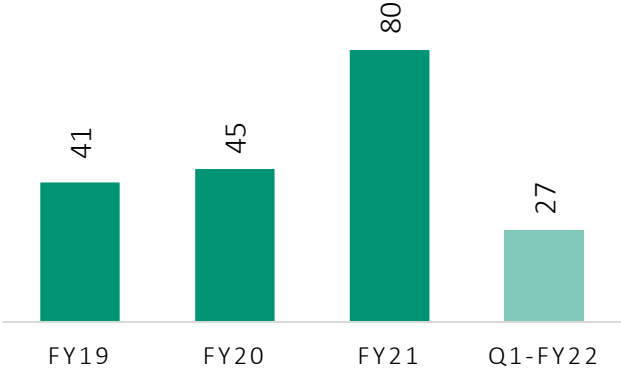
Interest Income (in INR Mn)



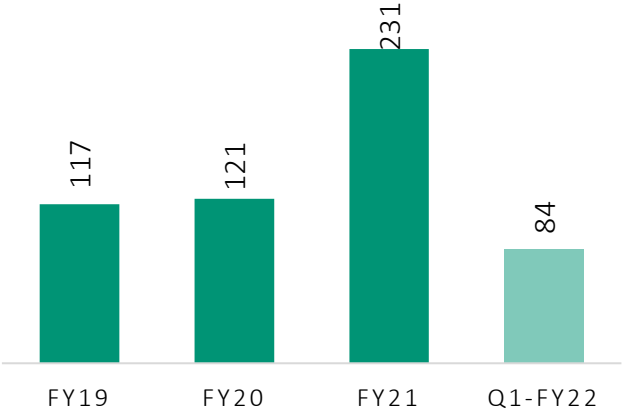
Finance Cost (in INR Mn)



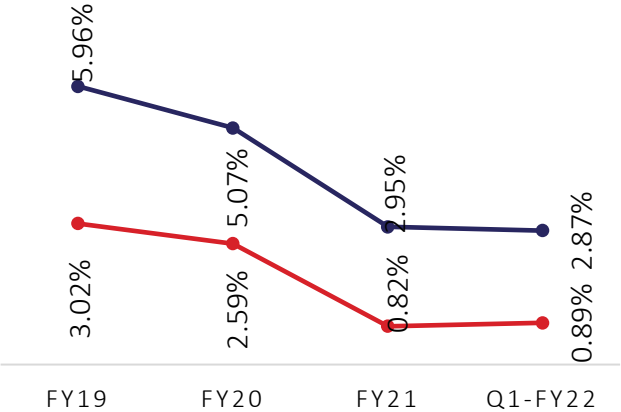
NII (in INR Mn)



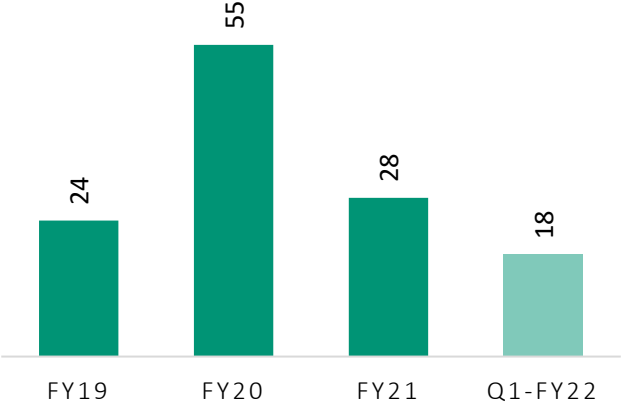
Opex (in INR Mn)



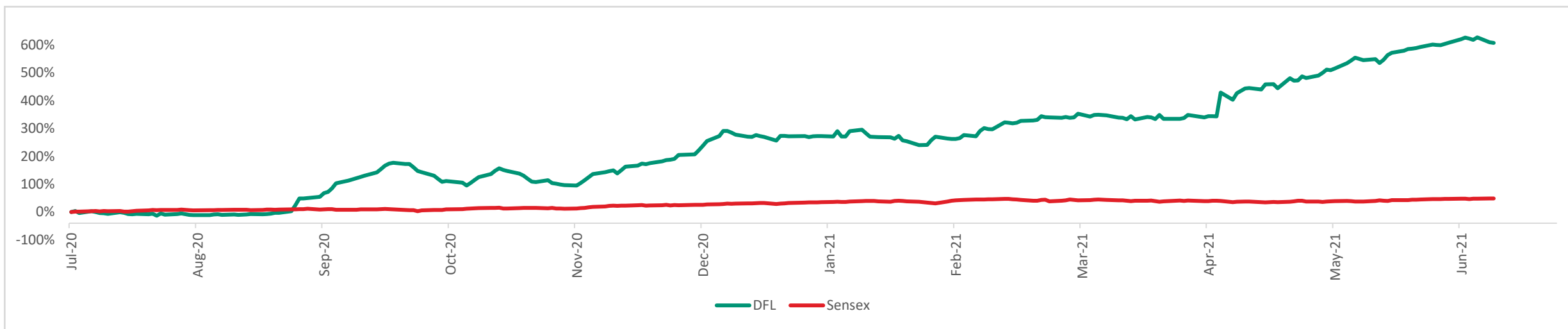
GNPA (%) & NNPA (%)



Profit Before Tax (in INR Mn)



Capital Market Graph



Price Data (30 th June 2021)	INR
Face Value	10.0
Market Price	785.3
52 Week H/L	837.1/88.1
Market Cap(Mn)	12,040.2
Equity Shares Outstanding (Mn)	15.3
1 Year Avg Trading Volume ('000)	24.2

Shareholding Pattern as on 30th June 2021



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