



Unaudited Financial Results - Q2 FY 19-20

Oct 22nd , 2019

FINANCIAL UPDATE



Q2 FY19-20 vs Q2 FY18-19 (In ₹ Bn)

<u>Particulars</u>	<u>Q2 FY20</u>	<u>Q2 FY19</u>	<u>YOY Growth %</u>
Revenue	7.79	4.81	62%
PBT	1.63	1.83	-11%
PAT	1.34	1.41	-5%

H1 FY19-20 vs H1 FY18-19 (In ₹ Bn)

<u>Particulars</u>	<u>H1 FY20</u>	<u>H1 FY19</u>	<u>YOY Growth %</u>
Revenue	14.91	8.31	79%
PBT	3.32	3.04	9%
PAT	2.56	2.28	12%

KEY BUSINESS HIGHLIGHTS

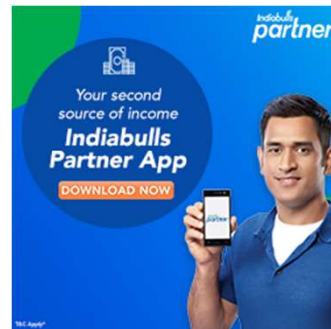
- Over **1.1 million** loans disbursed in Q2 FY20, which is more than 5x of the number of loans disbursed in Q2 FY19. Total number of loans disbursed are more than **3.1 million** as of Sept 30, 2019
- Launch of Dhani Points - ICF has a deeply integrated platform enabling users to take loans, complete day to day payments and earn points all from within the Dhani App. This is resulting in a highly engaged user, deeper insights for us to serve our users better, with right pricing for customers
- New product launches every quarter towards making Dhani a Super App – focussed on fulfilling all transactional and credit needs of its customers for everyday lifestyle requirements
- Sell down of loans relationship expanded to 7 banks
- The Board of Directors of Indiabulls Ventures Limited on 11th October 2019, has approved a proposal to buyback Rs. 10 Bn worth of fully paid up equity shares via tender offer route, at Rs 150 per share, representing 66.67 million fully paid up equity shares being 12.61% of its total existing fully paid-up equity shares of the Company

BUILDING STRONG DISTRIBUTION

In keeping with our mission to help fulfil the dreams and aspirations of fellow Indians, no matter how much they earn, what occupation they have or where they live, we have disbursed > **3 Mn Loans**, we have served > **5 Mn** customers across different Dhani products since inception and aspire to serve **10 Mn customers by 2020 & 100 Mn by 2023**



43 Mn Apps downloaded & close to **3,00,000** daily active users

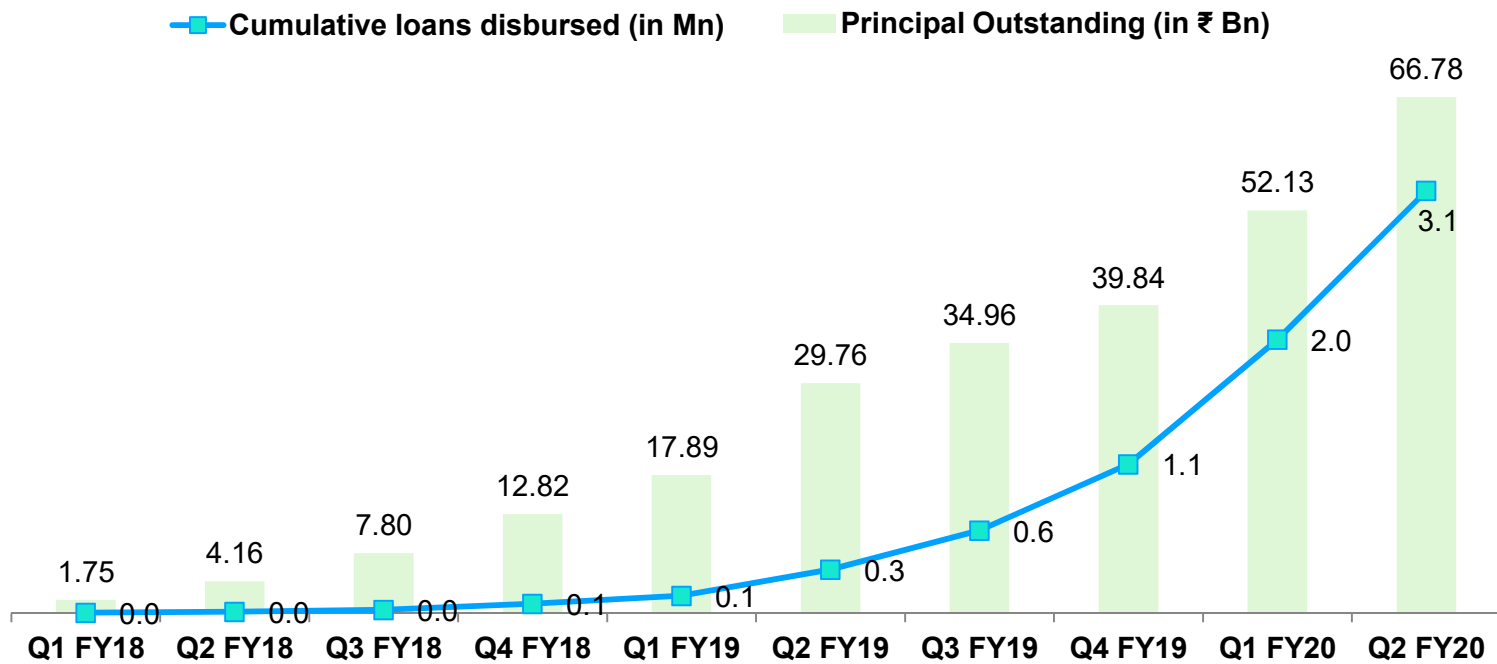


Current network of 1.86 Million partners assisting our customers



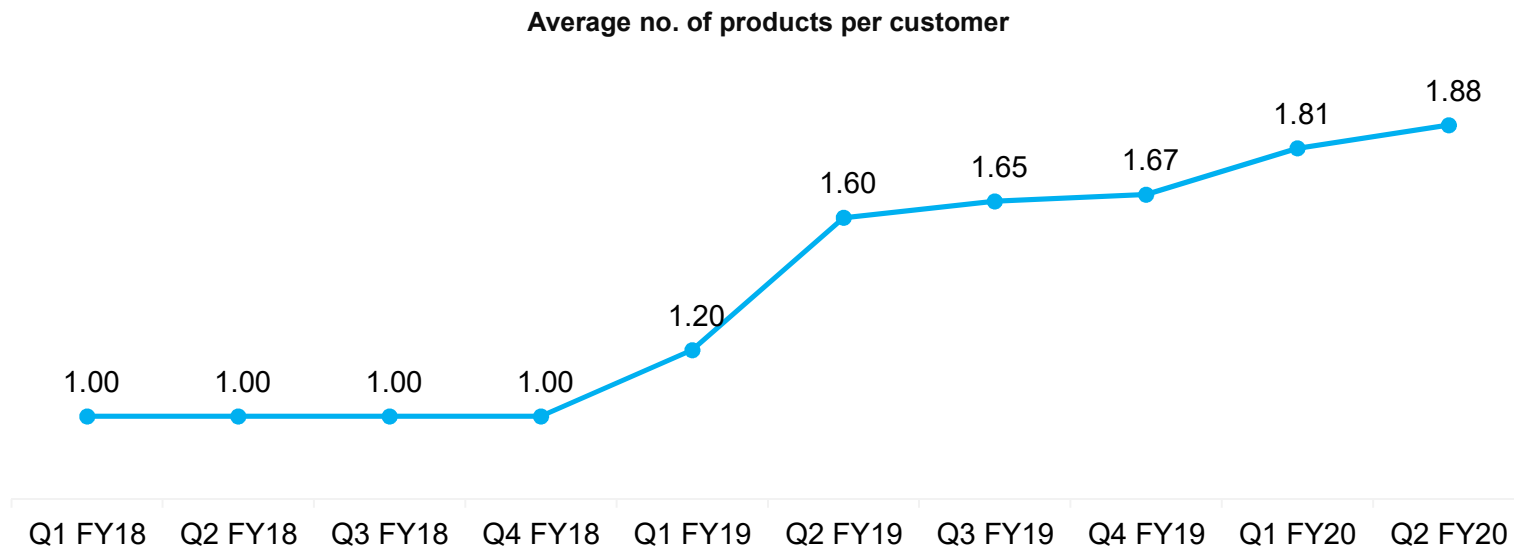
Catering to customers in over 7,000 pin codes across **229 cities**

CUMULATIVE PERSONAL LOANS DISBURSED AND OUTSTANDING



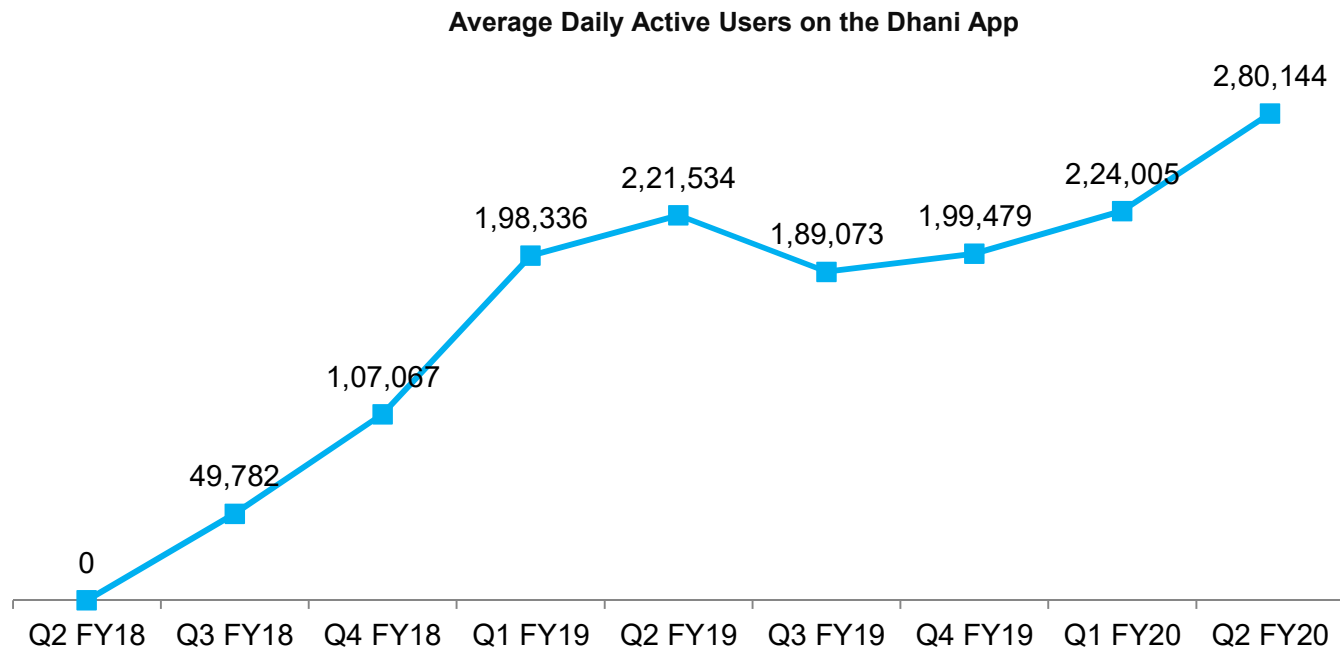
Out of 3.1 Mn loans disbursed till date , ~ 2.8 Mn loans are live as of Sep 30, 2019. A very large % of our customers take another loan from us after previous loan is paid back

PRODUCTS PER CUSTOMER



A wide range of products under Dhani Umbrella, is driving engagement, offering us a better insight into our users and thereby allowing us to increase our products per customer

DAILY ACTIVE USERS



New & engaging products is driving up the customer visits to the Dhani mobile App on a daily basis. The average monthly active users on Dhani mobile app is ~ 3.8 Million

EXISTING PRODUCTS & TECHNOLOGY

Retail loans



A seamless, mobile phone based experience for users wanting to avail a loan. A wide spectrum of loans including – personal loans, travel, medical, two wheeler & car loans. Eligible users can take top-up loans in just a few clicks

Dhani Club



Enabling our users to refer their friends or family and earn Dhani Points, that can be encashed.

Payments



Enabling users conduct their day to day transactions. Since it's launch last quarter over **5,20,000** customers users have registered for Dhani Pay

SMEs



Reaching out to SME's across segments enabling them meet their working capital and other business needs

NEW PRODUCTS LAUNCHED IN Q2

In keeping with our goal of wanting to impact maximum number of lives by providing them with a wider access to financial services, through use of technology, we continue to launch new products to serve existing and new customer needs

1

 **dhani**points

A loyalty program for Dhani users across products. Since its launch in this Quarter **1,83,000** customers have engaged and earned Dhani Points

2

 **dhani**dukaan

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

3

 **dhani**micro

Dhani Micro, helping customers with little to no credit history to build a relation with Dhani and avail higher value loans over time

Launching in Q3, FY 20

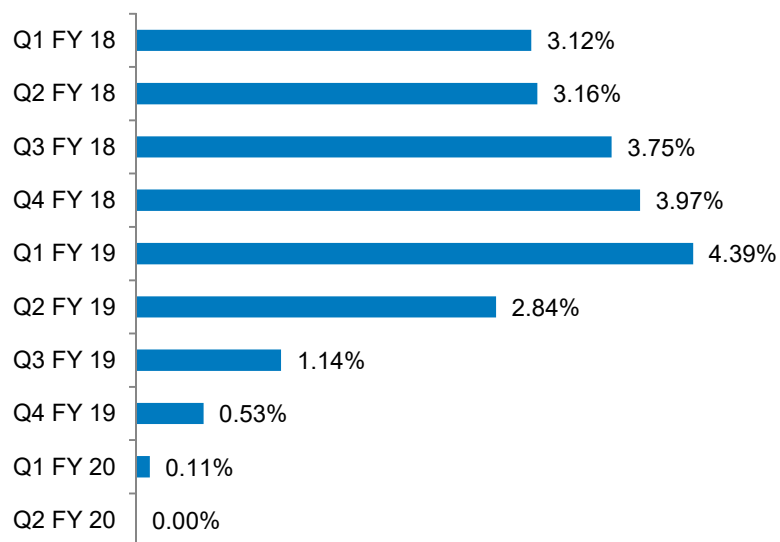
 **dhani**credit line

Dhani EMI, enabling users to make purchases through the Dhani App or the DhaniPay RuPay Card and pay back in easy EMIs. Customers would be able to convert purchases at over 2.6 mn merchants into easy EMIs

QUALITY OF LOANS ORIGINATED (DOOR TO DOOR, STATIC PERFORMANCE DURING VARIOUS PERIODS - PERSONAL LOAN PORTFOLIO)

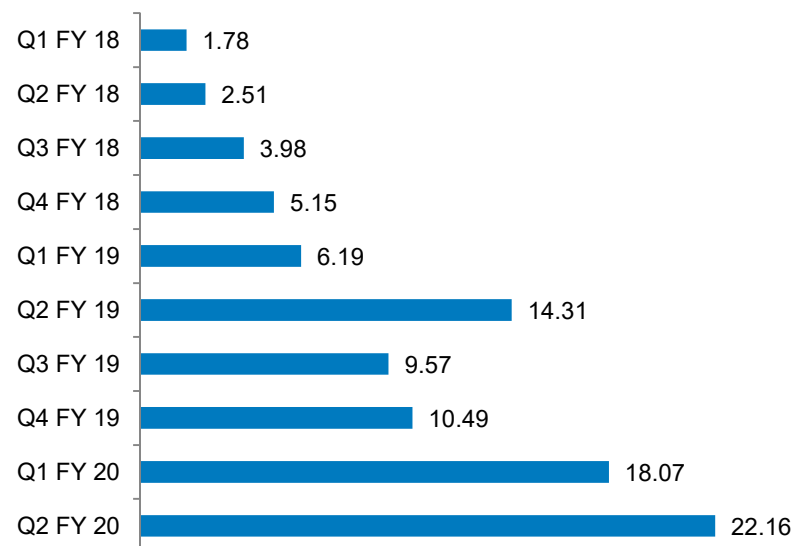


Static 90+ Performance
Overall 90+ : 1.43%



90+ DPD as on 30th Sept 19

Disbursed Amount (in Bn.)
Total disbursed Value : 94.20 bn.



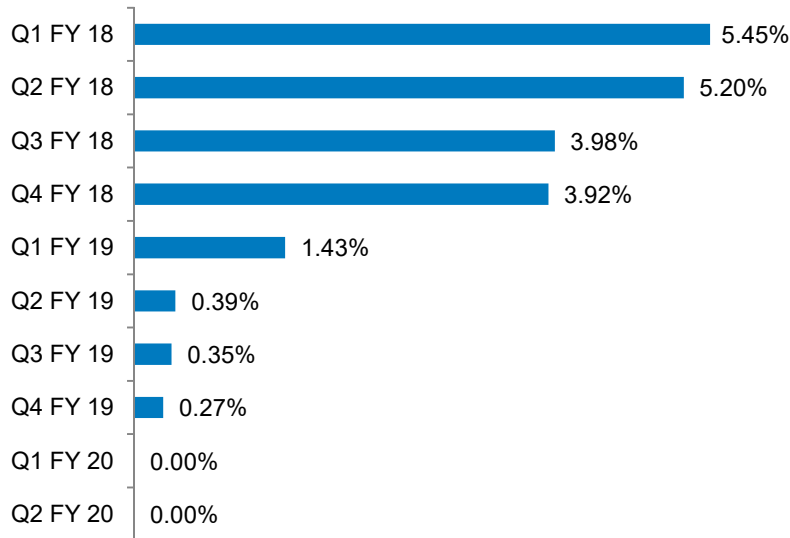
Rs 7.56 bn worth of loans have been completely repaid and the 90+ delinquency in the same is 3.54% as of Sep 30,2019

Static performance data demonstrates the current status of delinquencies including the write offs for all the loans originated in the corresponding period. Loans shown above for different periods keep completing the tenure as per their schedule

QUALITY OF LOANS ORIGINATED (DOOR TO DOOR, STATIC PERFORMANCE DURING VARIOUS PERIODS - UNSECURED SME LOAN PORTFOLIO)

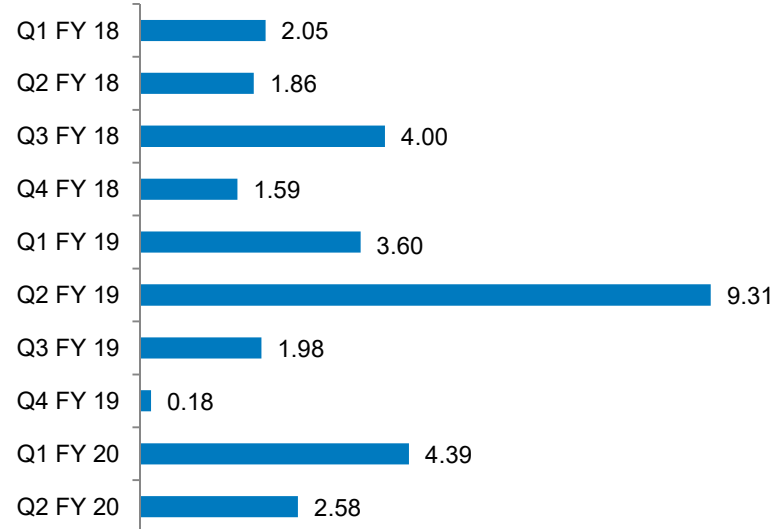


Static 90+ Performance
Overall 90+ : 1.66%



90+ DPD as on 30th Sept 19

Disbursed Amount (in Bn.)
Total disbursed Value : 31.55 bn.

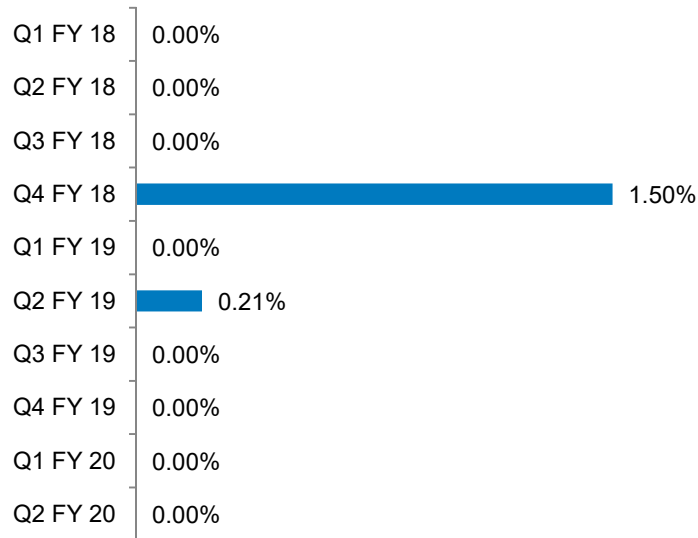


Static performance data demonstrates the current status of delinquencies including the write offs for all the loans originated in the corresponding period. Loans shown above for different periods keep completing the tenure as per their schedule

QUALITY OF LOANS ORIGINATED (DOOR TO DOOR, STATIC PERFORMANCE DURING VARIOUS PERIODS - SECURED SME LOAN PORTFOLIO)

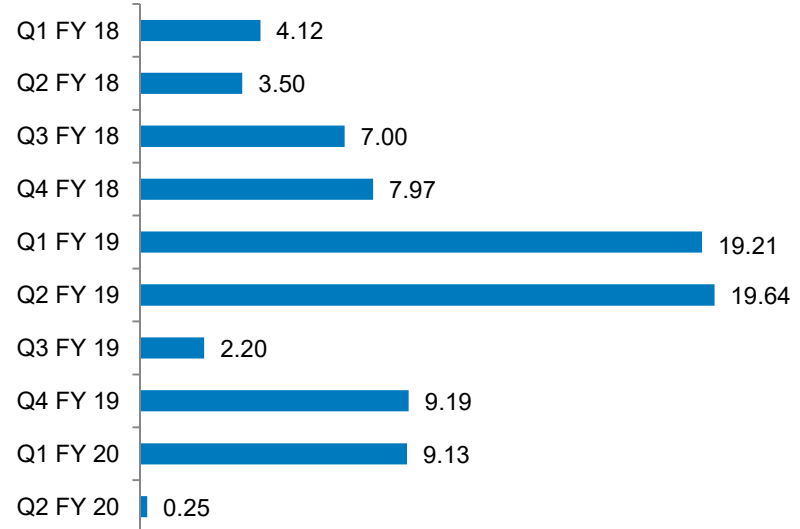


Static 90+ Performance
Overall 90+ : 0.20%



90+ DPD as on 30th Sept 19

Disbursed Amount (in Bn.)
Total disbursed Value : 82.22 bn.



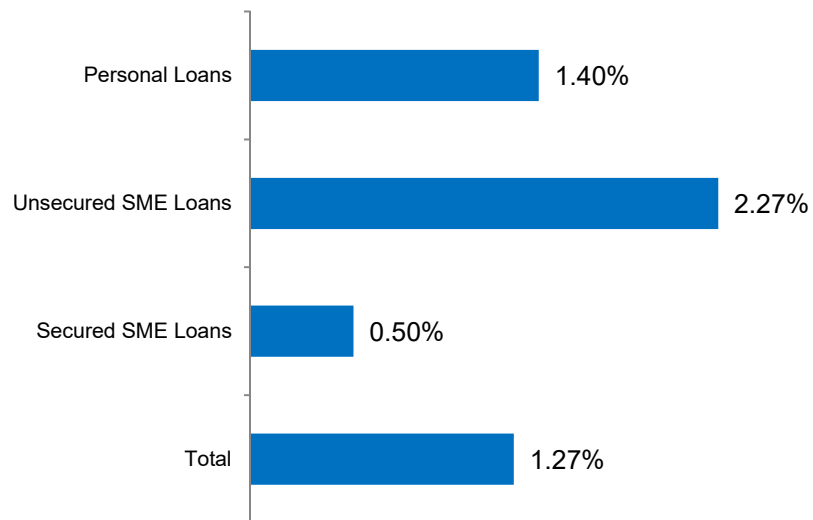
Static performance data demonstrates the current status of delinquencies including the write offs for all the loans originated in the corresponding period. Loans shown above for different periods keep completing the tenure as per their schedule

QUALITY OF LOANS ORIGINATED (DYNAMIC PERFORMANCE)



Product wise Portfolio Dynamic Performance

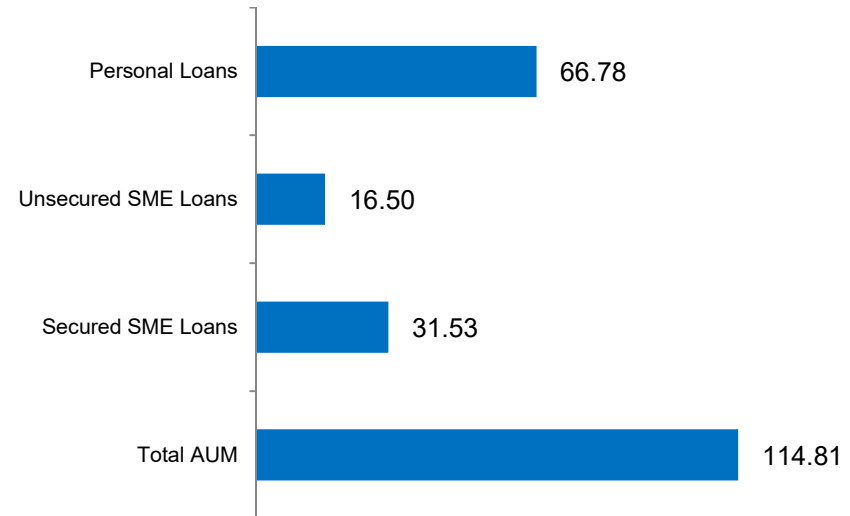
Overall 90+ : 1.27%



90+ DPD as on 30th Sept 19

Principal Outstanding (in Bn.)

Total AUM : 114.81 bn.

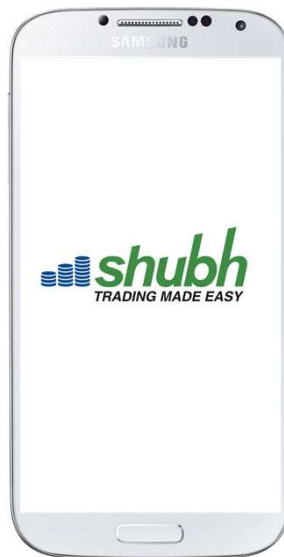


Dynamic performance data demonstrates the current overall status of delinquencies excluding the write offs for different type of loans originated

ZERO BROKERAGE - SUBSCRIPTION BASED UNLIMITED TRADING PRODUCT

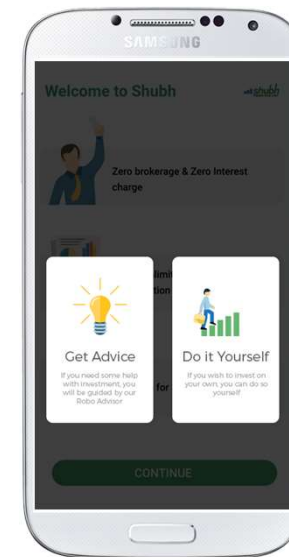


Launched in Q2 in Indiabulls Ventures



Instant Account opening on Mobile App, subscription based unlimited trading plans - starting at Rs. 1,000 p.m., Margin financing available upto different amounts under different subscription based options

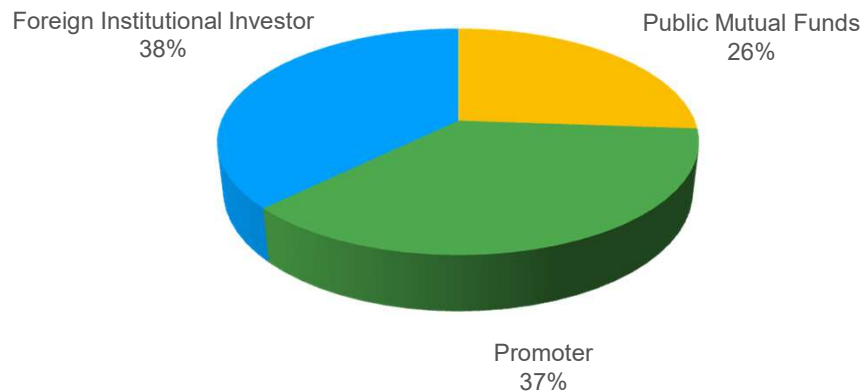
Launching Soon in FY 20



Goal based Robo-Advisory services for clients

APPENDIX SLIDES

SHAREHOLDING & BOARD OF DIRECTORS



Mr. Sameer Gehlaut	Chairman
Mr. Pinank Shah	CEO, ICF
Mr. Divyesh Shah	CEO, IVL
Mr. Gagan Banga	Director
Mr. Praveen Kumar Tripathi	Retired IAS and Ex- Chief Secretary, Govt. of NCT Delhi
Mrs. Rekha Gopal Warriar	Ex-Regional Director, RBI
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	66.78	0.69	0.93	0.79	0.14	85%	1.40%	0.21%
Unsecured SME Loans	16.50	0.08	0.37	0.33	0.04	90%	2.27%	0.24%
Secured SME Loans	31.53	0.07	0.16	0.03	0.13	20%	0.50%	0.40%
Total	114.81	0.84	1.46	1.15	0.31	79%	1.27%	0.27%

Figures in ₹ Billions.

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 period ended September 30, 2019		
	<i>(₹ Billions)</i>	
	For the period ended September 30, 2019	For the period ended September 30, 2018
Revenue		
Revenue from operations	14.89	8.28
Other income	0.02	0.03
Total Revenue	14.91	8.31
Expenses		
Employee benefits expense	2.77	1.55
Finance costs	4.58	2.20
Depreciation and amortisation	0.55	0.11
Impairment losses on financial assets	1.39	0.41
Other expenses	2.30	1.00
Total Expenses	11.59	5.27
Profit Before Tax	3.32	3.04
Tax expense	0.76	0.76
Net Profit After Tax	2.56	2.28

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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