

Indiabulls VENTURES

January 23, 2020

Scrip Code – 532960, 890145
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI – 400 001

IBVENTURES-EQ/E3
National Stock Exchange of India
Limited
“Exchange Plaza”,
Bandra-Kurla Complex, Bandra (E).
MUMBAI – 400 051

Sub: Earnings Update for the quarter ended December 31, 2019

Dear Sir,

Please find enclosed an Earnings Update of Indiabulls Ventures Limited for the quarter ended December 31, 2019, for your information and record.

Thanking you,

Yours truly,
For **Indiabulls Ventures Limited**



Lalit Sharma
Company Secretary

Enclosure: as above

CC:
Luxembourg Stock Exchange, Luxembourg

Indiabulls Ventures Limited

CIN: L74999DL1995PLC069631

Corporate Office: “Indiabulls House” 448-451, Udyog Vihar, Phase - V, Gurugram -122 001, Client Helpline: 0124 4572444, Fax: 0124 6681111
Registered Office: M-62 & 63, First Floor, Connaught Place, New Delhi - 110 001 Tel: (011) 30252900, Fax: (011) 30156901
Website: www.indiabullsventures.com, Email: helpdesk@indiabulls.com



Unaudited Financial Results – Q3 FY 19-20

Jan 23rd, 2020

FINANCIAL UPDATE



9M FY19-20 vs 9M FY18-19 (In ₹ Bn)

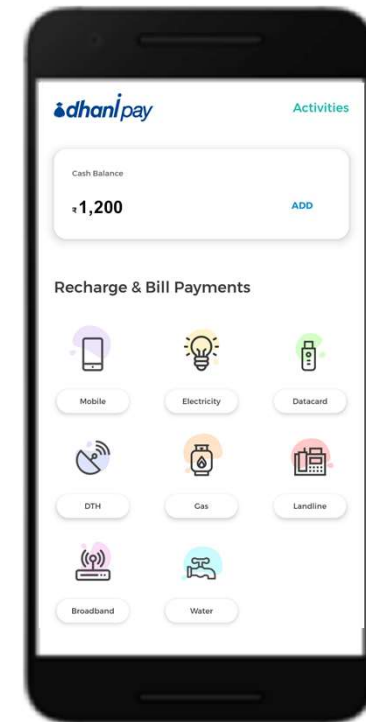
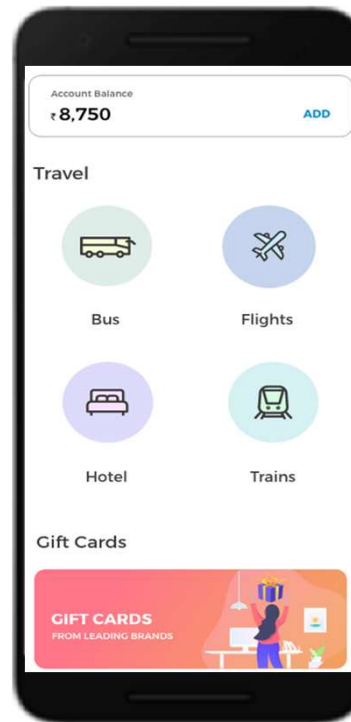
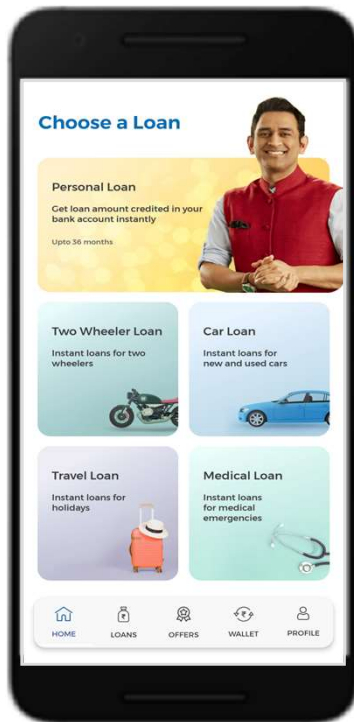
<u>Particulars</u>	9M FY20	9M FY19
Revenue	23.45	13.97
PBT	4.70	4.78
PAT	3.60	3.49

Q3 FY19-20 vs Q3 FY18-19 (In ₹ Bn)

<u>Particulars</u>	Q3 FY20	Q3 FY19
Revenue	8.68	5.67
PBT	1.37	1.74
PAT	1.04	1.20

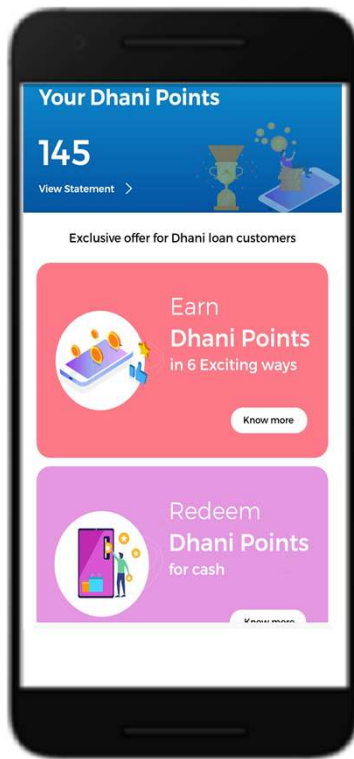
Dhani has become 100% digital only platform fulfilling daily lifestyle needs of its customers for digital transactions and credit

PRODUCTS & TECHNOLOGY

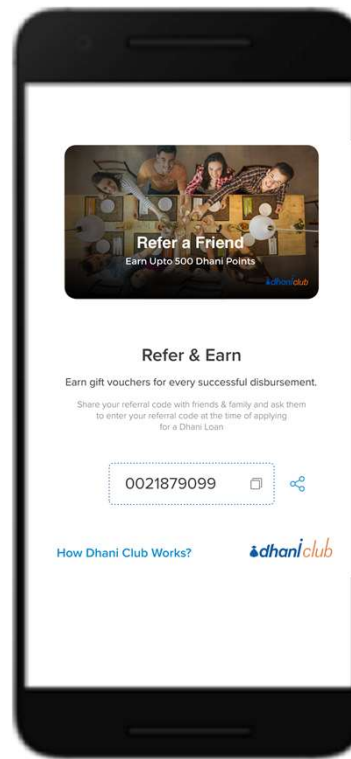


True digital experience/ fulfilment for all types of digital transactions and credit

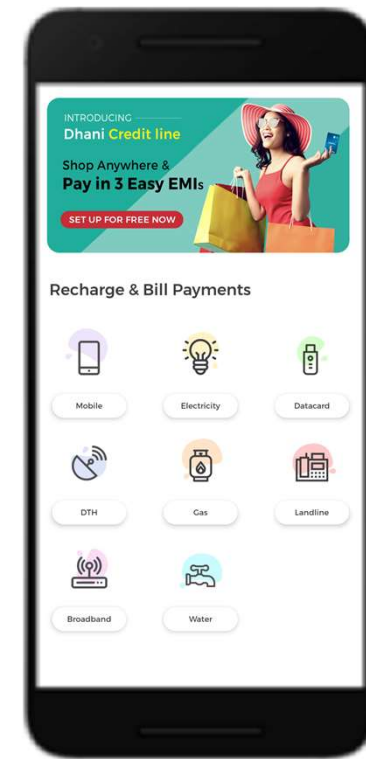
DEEPENING CUSTOMER ENGAGEMENT



Dhani Points

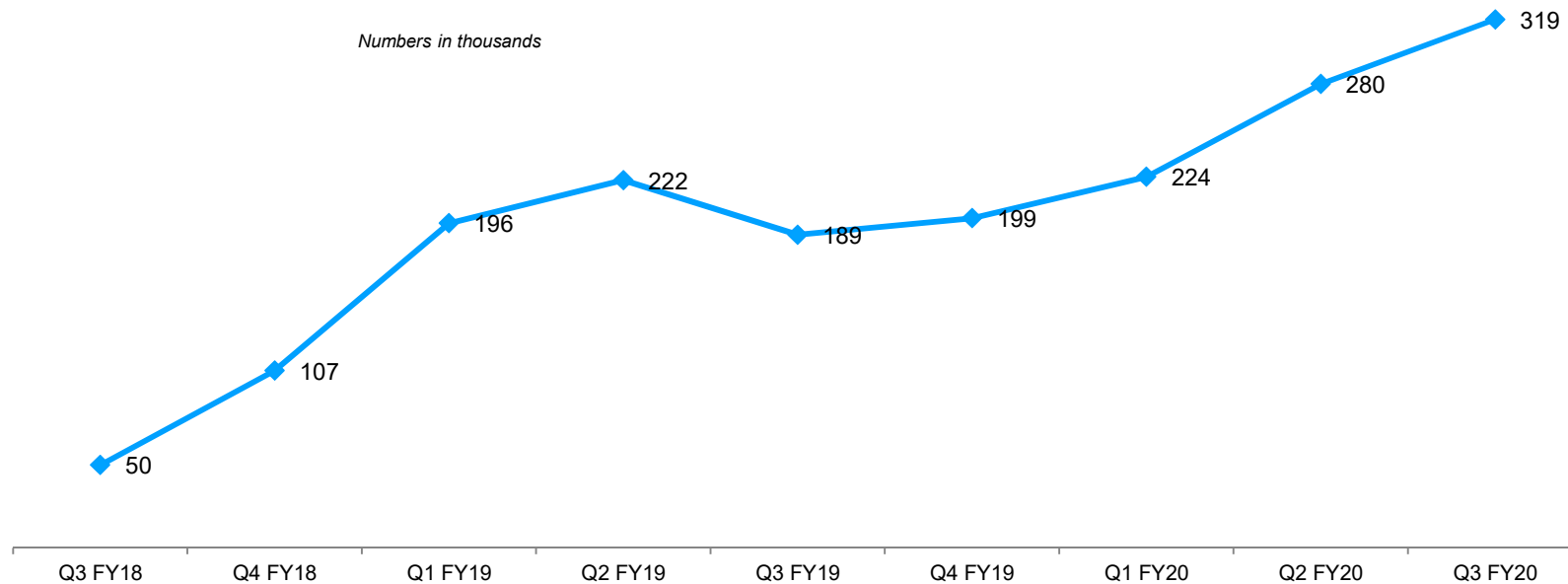


Dhani Club



Dhani Credit Line

DAILY ACTIVE USERS IN DHANI APP

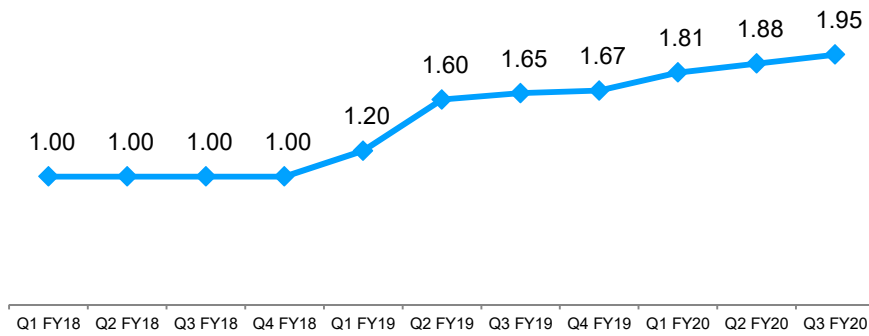


Increasing number of customers are visiting the Dhani App and fulfilling their daily requirements of digital transactions through Dhani loans. Over 4 million unique customers visit the Dhani App monthly

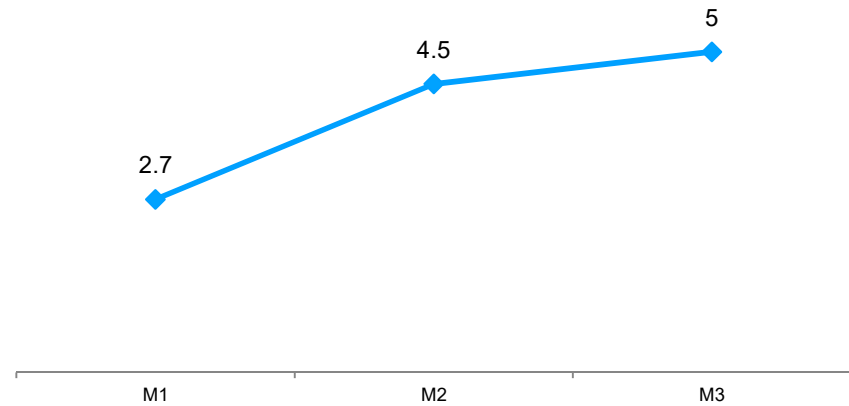
CUSTOMER ENGAGEMENT



Products per customer



Growing transactions / Customer



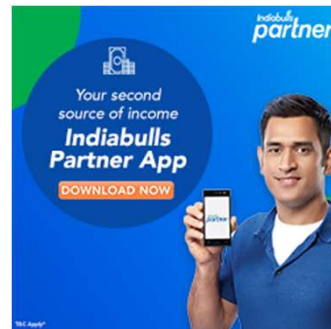
Increasing customer engagement helping us cross sell more products per customer. More transactions per customer ensures deeper engagement

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 served **> 6.2 Mn** customers across different Dhani products since inception and aspire to serve over **10 Mn customers by 2020 & 100 Mn by 2023**



51 Mn Apps downloaded



Current Network of 2.02 Million partners assisting our customers



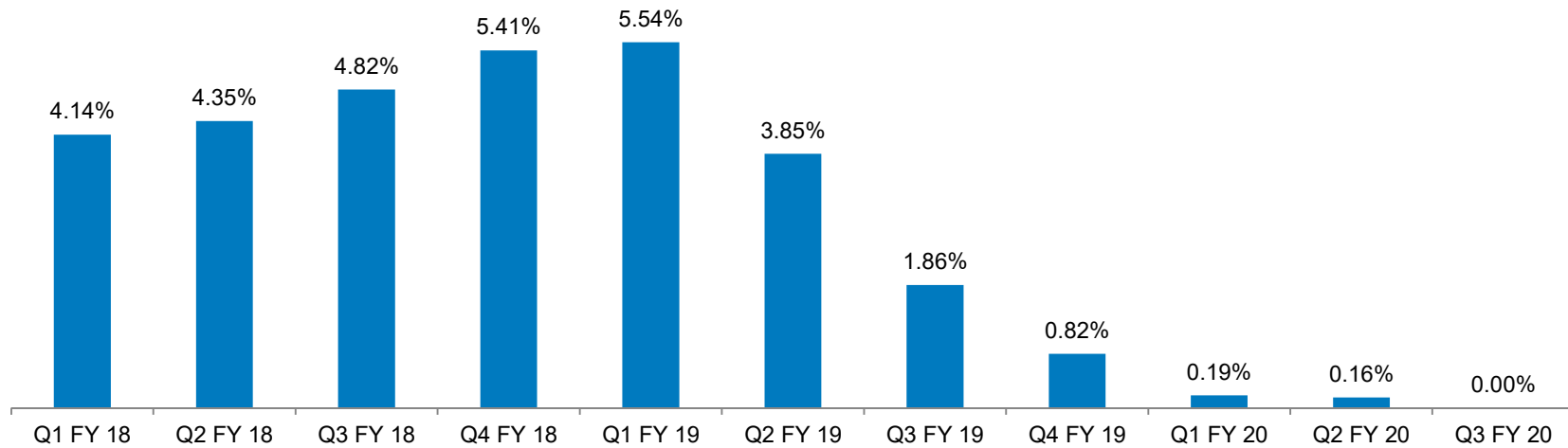
Catering to customers across 229 cities

QUALITY OF LOANS ORIGINATED

(DOOR TO DOOR, STATIC PERFORMANCE DURING VARIOUS PERIODS - PERSONAL LOAN PORTFOLIO)



Static 90+ Performance



90+ DPD as of Dec 31, 2019

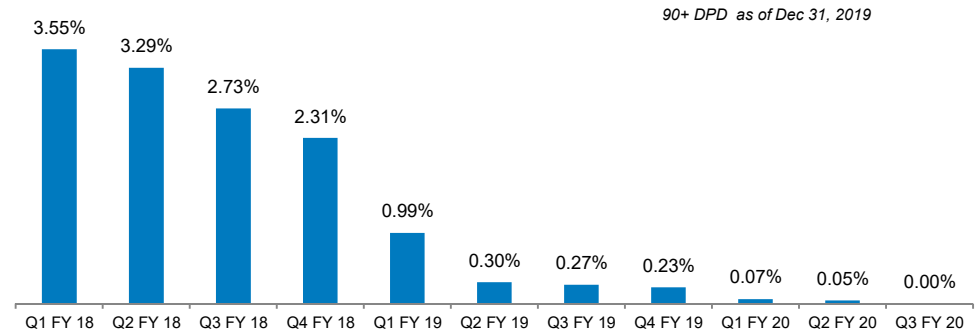
- **Rs 13.25 bn worth of loans have been completely repaid and the 90+ delinquency in the same is 4.03% as of Dec 31, 2019**
- **AUM of Personal Loan product as of Dec 31, 2019 stands at 63.82 Bn**
- **Static performance data demonstrates the current status of delinquencies for all the loans originated in the corresponding period. Loans shown above for different periods keep completing the tenure as per their schedule**

QUALITY OF LOANS ORIGINATED

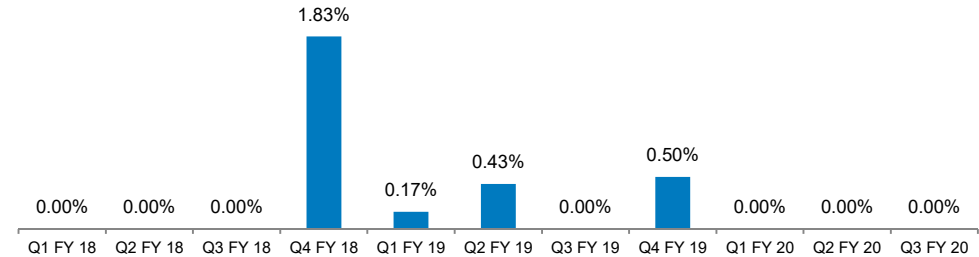
(DOOR TO DOOR, STATIC PERFORMANCE DURING VARIOUS PERIODS - **SME LOAN** PORTFOLIO)



UnSecured SME
Static 90+ Performance



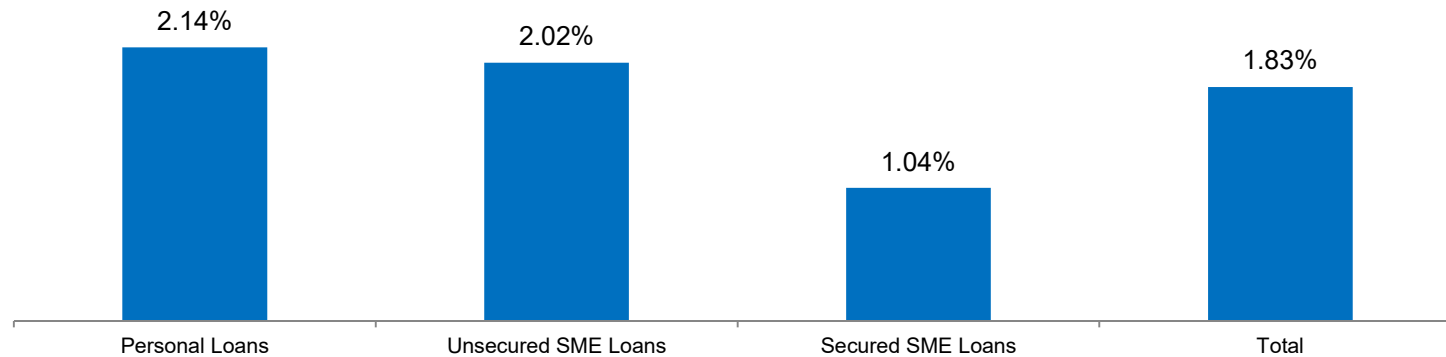
Secured SME
Static 90+ Performance



- AUM of SME Loan product as of Dec 31, 2019 stands at 43.61 Bn
- Static performance data demonstrates the current status of delinquencies 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



90+ DPD as of Dec 31, 2019

- Total AUM as of Dec 31, 2019 stands at 107.43 Bn
- The company's goal is of an asset light model by selling the loans originated and focus primarily on fee based revenues
- The loans originated by the company are now bought by number of Private Banks and Mutual Funds

CREDIT QUALITY - PROVISIONING COVERAGE



Business Segment	AUM	Stage 1 & 2 Provision	GNPA	ECL Provision	NNPA	PCR %	GNPA %	NNPA%
Personal Loans	63.82	0.87	1.36	1.11	0.25	81%	2.14%	0.40%
Unsecured SME Loans	14.98	0.09	0.30	0.25	0.05	82%	2.02%	0.37%
Secured SME Loans	28.63	0.05	0.30	0.06	0.24	21%	1.04%	0.82%
Total	107.43	1.01	1.96	1.42	0.54	72%	1.83%	0.51%

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

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.

This document does not constitute an offer or recommendation to buy or sell any securities of Indiabulls Ventures Ltd. or any of its subsidiaries or associate companies. This document also doesn't constitute an offer or recommendation to buy or sell any financial products offered by Indiabulls Ventures Ltd.

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