

FACETS



Trends from FACE members, FY 23-24

Issue 10



notes



This brief issue presents trends from FACE members for FY 23-24 and Q4 FY 23-24 alongside comparable years and quarters. The report has data from 37 FACE member companies lending to customers through their own NBFC and in partnership with other regulated entities (mostly NBFCs). Out of the 37 companies who contributed their data, 28 are NBFCs or have in-house NBFCs. The information in the report is for digital loans and does not include non-digital loans that a few members offer.

The table here depicts the categorisation of companies based on disbursement value in FY 23-24, i.e., the count of companies in each category, their share in FY 23-24 disbursement value, and YoY growth rates in FY 22-23 and FY 23-24.

We thank our members for contributing with data to prepare this report.

Disbursement value, FY 23-24	Count of companies	Share in disbursement value, FY 23-24	FY 22-23, YoY growth	FY 23-24, YoY growth
>Rs 5k Cr	8	78%	138%	53%
Rs 5k-1k Cr	9	19%	153%	37%
Rs 1k-500 Cr	5	2%	87%	50%
<Rs 500 Cr	15	2%	34%	58%
Total	37	100%	137%	49%

highlights, FY 23-24



Disbursement Volume: 10.19 Cr



YoY Growth Rate in Disbursement Volume: 35%



Disbursement Value: Rs 146,517 Cr



YoY Growth Rate in Disbursement Value: 49%



Avg Ticket Size: Rs 12,648

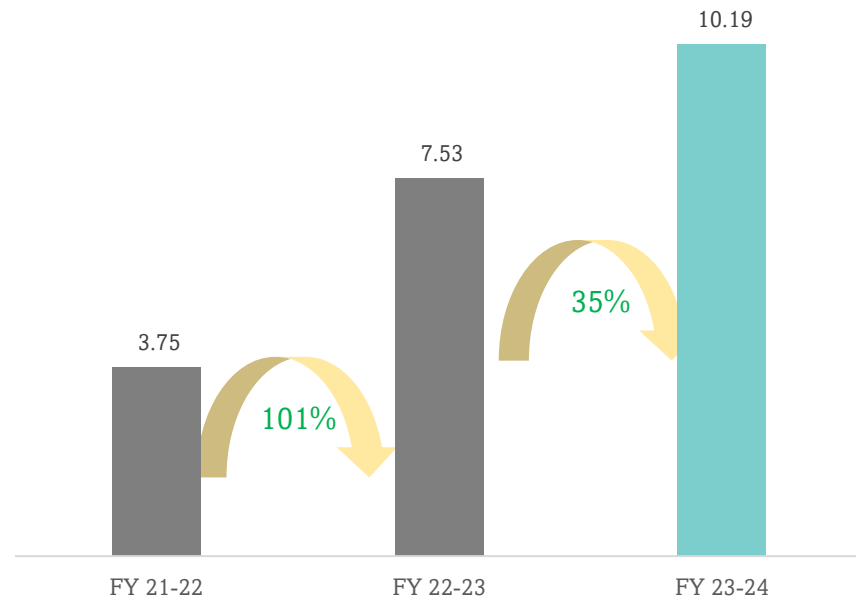


AUM: Rs 63,345 Cr

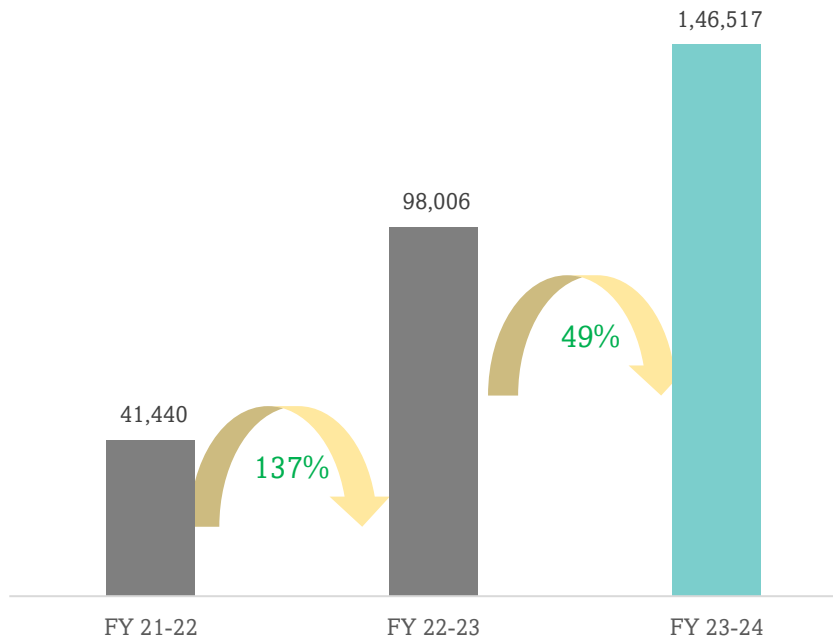
annual disbursements

Companies disbursed 10.19 Cr loans worth Rs 146,517 Cr at an average ticket size of Rs 12,648. The growth rate has moderated with the rising scale and macro-developments compared to the previous year. On a year-over-year basis, during FY 23-24, volume and value increased by 35% and 49%, respectively, over FY 22-23.

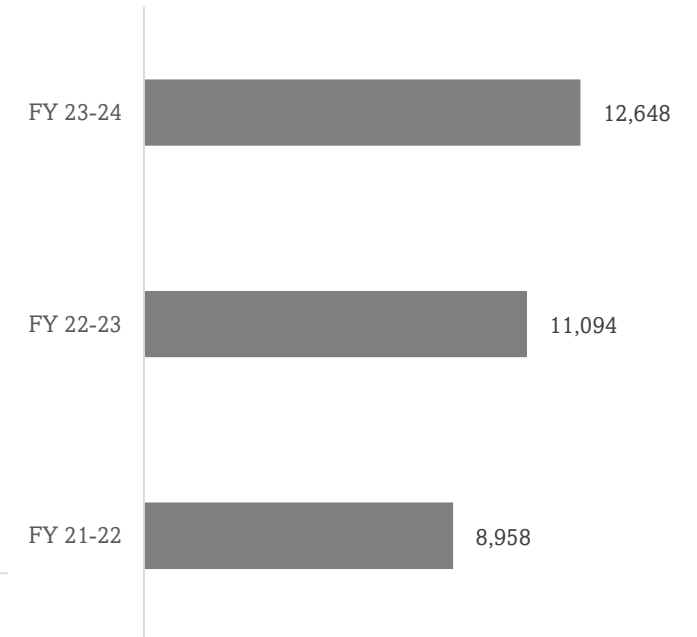
annual disbursement volume, Cr



annual disbursement value, Rs Cr



annual avg ticket size, Rs

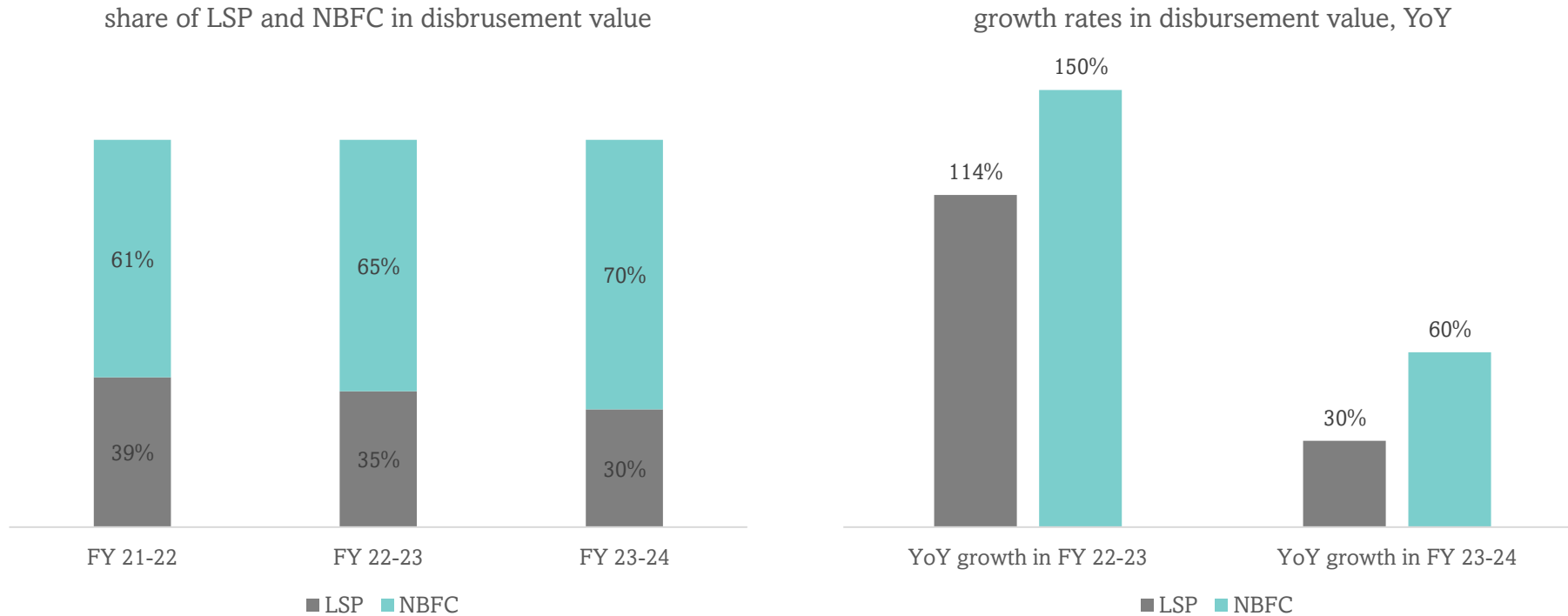


* Disbursement volume and average ticket size include data from 35 companies.

annual disbursements



The share of 28 companies that are NBFC or have in-house NBFC is 70% of the disbursement value in FY 23-24. The growth rate of such companies is double the growth of LSP companies that don't have in-house NBFC.

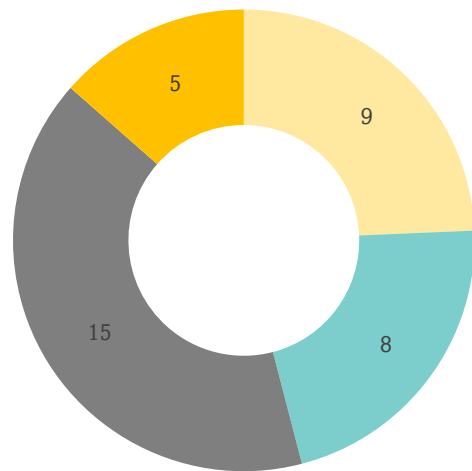


annual disbursements across companies



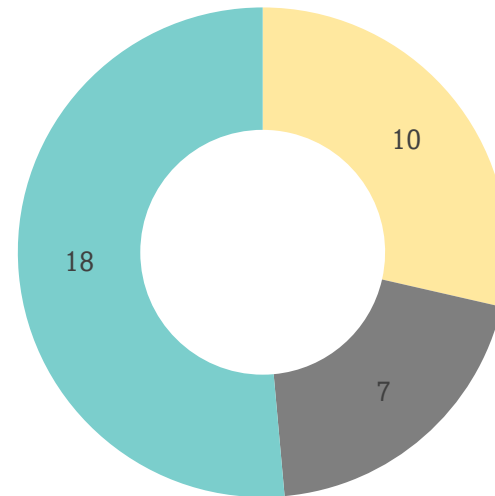
The chart here presents the growth rate across the companies for FY 23-24; all except 5 companies registered positive growth in FY 23-24. These companies vary in scale (disbursement volume) and average ticket size, catering to different market and product segments.

growth rate in disbursement value across companies FY 23-24, YoY



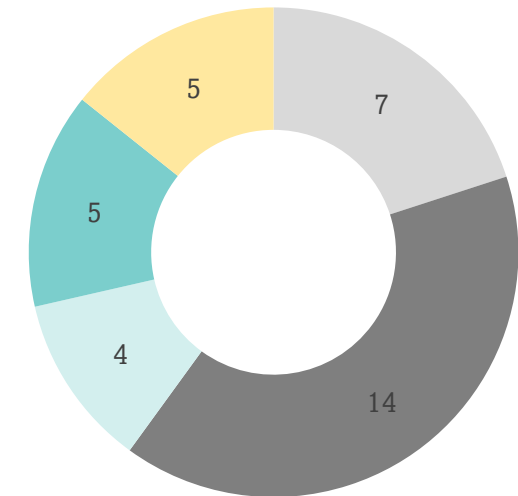
■ ≥100% ■ 100%-50% ■ 50%-0% ■ <0%

disbursement volume across companies, FY 23-24



■ > 20 Lk ■ 20-5 Lk ■ <5 Lk

average ticket size across companies, Rs, FY 23-24



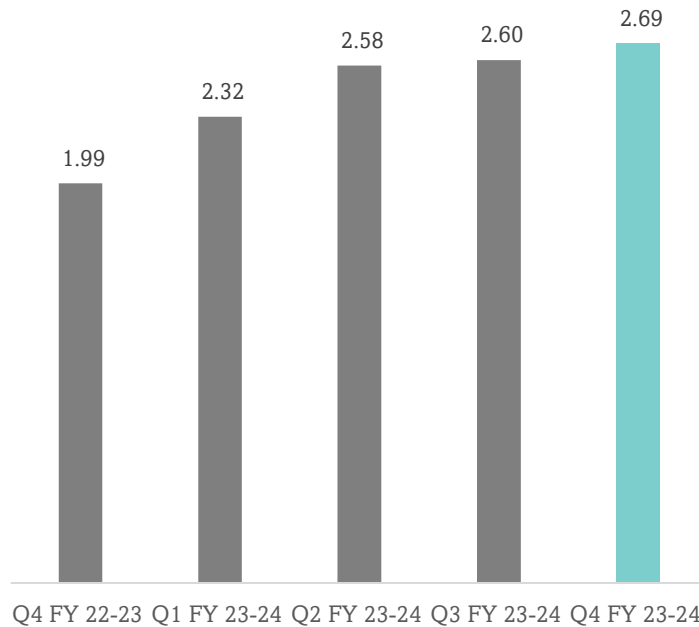
■ <10k ■ 10k-25k ■ 25k-50k ■ 50k-100k ■ >100k

* Disbursement volume and average ticket size include data from 35 companies.

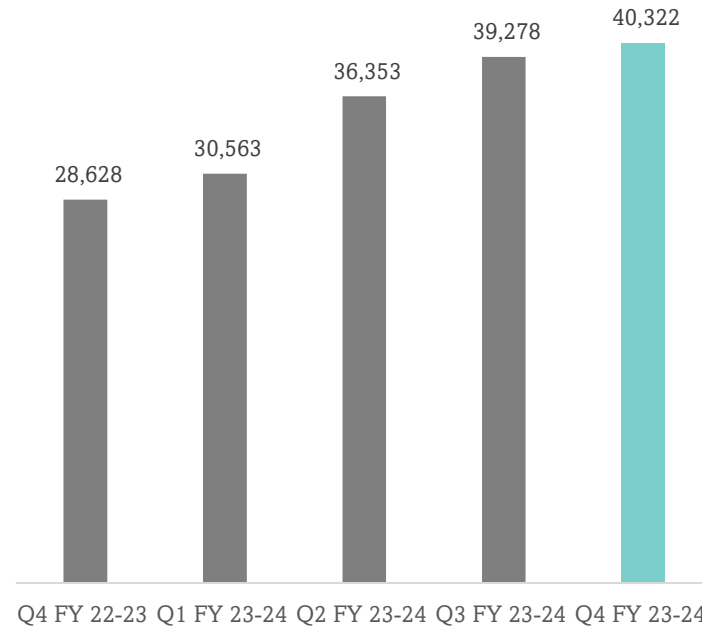
quarterly disbursements

On an aggregated basis, during Q4 FY 23-24, member companies disbursed 2.69 Cr* loans worth Rs 40,322 Cr with an average ticket size of Rs 13,418.

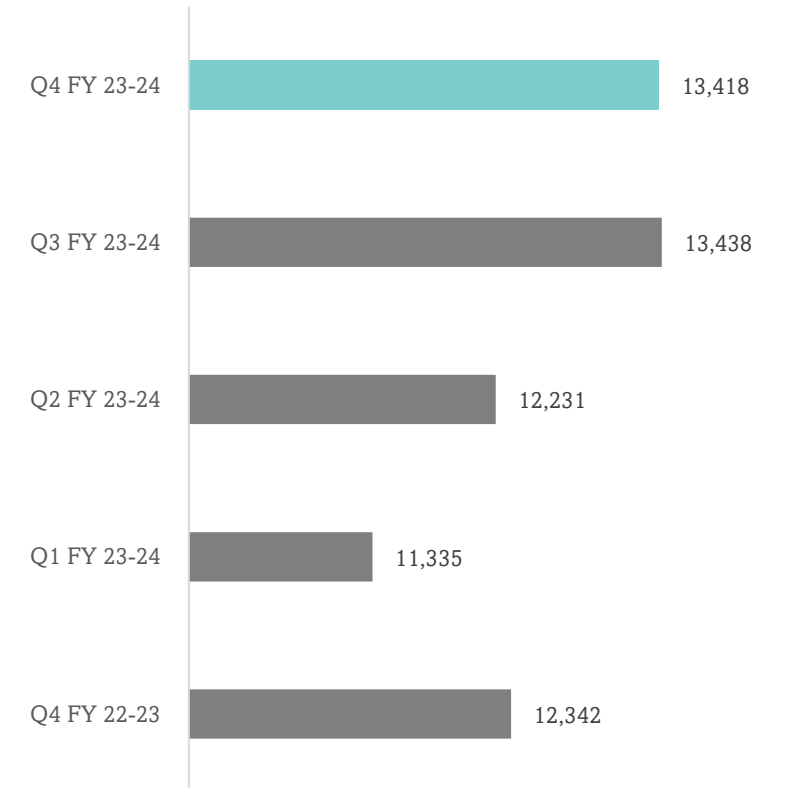
quarterly disbursement volumes, Cr



quarterly disbursement value, Rs Cr



quarterly average ticket size, Rs

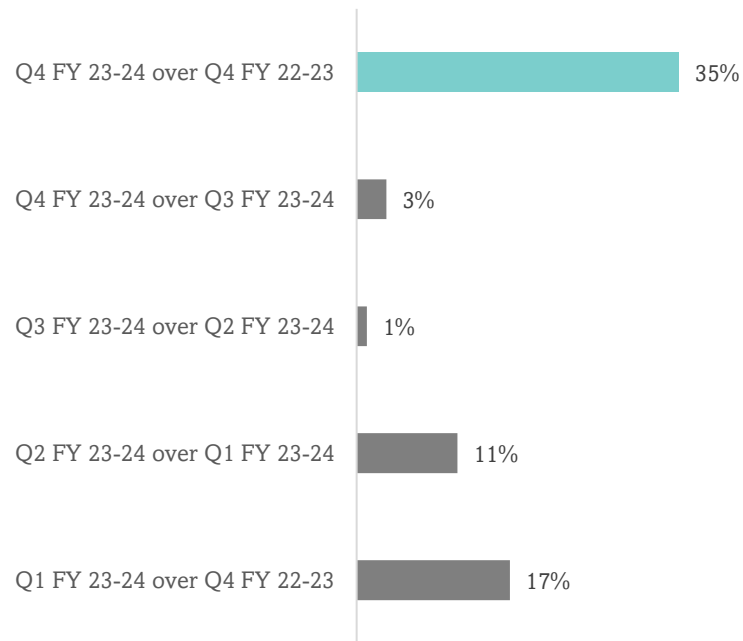


* Disbursement volume and average ticket size include data from 35 companies.

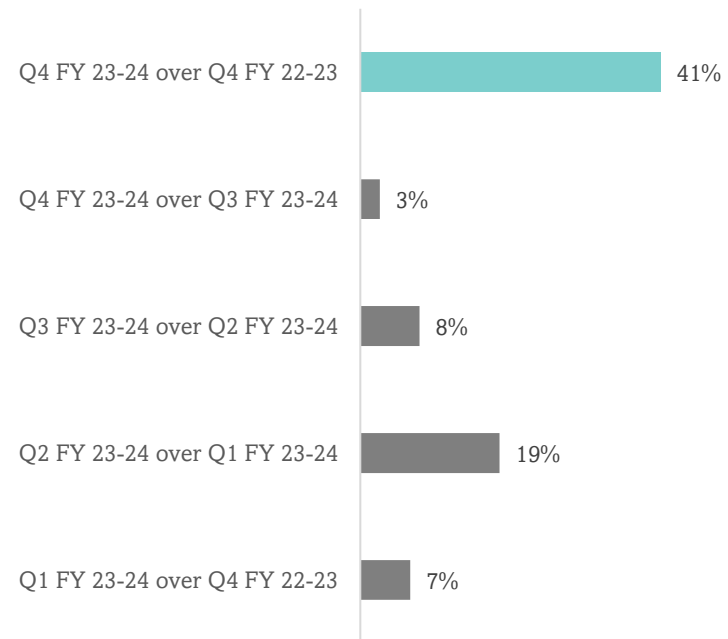
quarterly disbursements

The pace of growth has come down in the last two quarters. YoY, volume grew by 35% and value by 41%.

quarterly volume, growth rates



quarterly value, growth rates



Quarterly disbursement value, Rs Cr	Count of companies	Share of disbursement value in Q4 FY 23-24	YoY growth in Q4 FY 23-24 over Q4 FY 23-24	QoQ growth in Q4 FY 23-24 over Q4 FY 22-23
>Rs 1000 Cr	11	87%	42%	4%
Rs 1000-100 Cr	13	12%	31%	-7%
Rs <100 Cr	13	1%	40%	15%
Total	37	100%	41%	3%

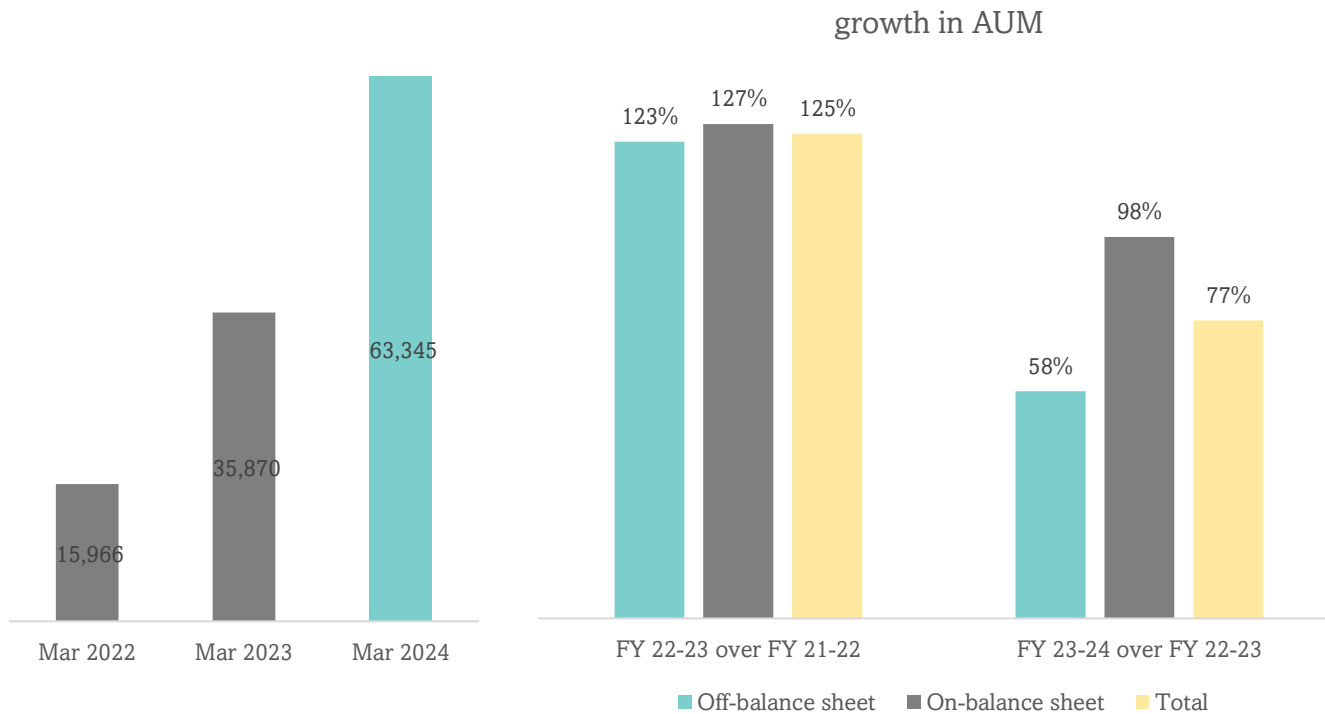
* Disbursement volume includes data from 35 companies.

AUM

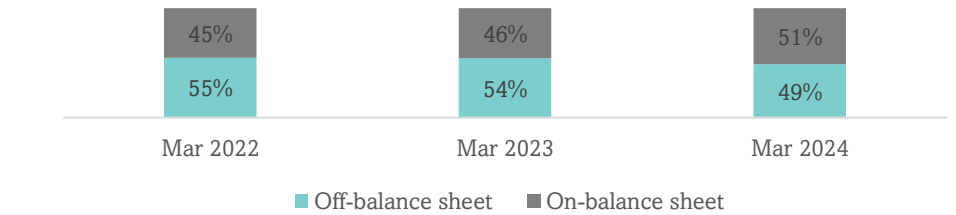


From 37 companies included in this report, 31 companies (accounting for ~90% of disbursement value in Q4 FY 23-24) reported an AUM of Rs 63,345 Cr, equally distributed between on- and off-balance sheets. For 24 companies with in-house NBFCs, the off-balance sheet is 21% and 79% is on-balance sheet, with no significant change in the balance sheet composition in the last three years.

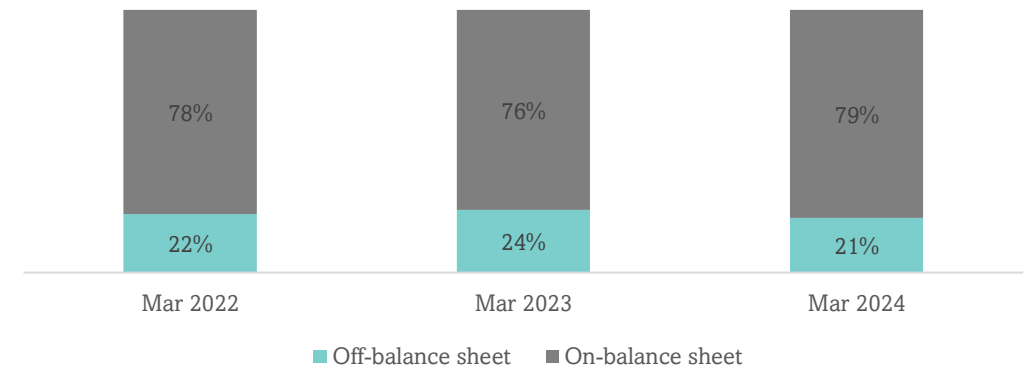
AUM, Rs Cr



overall balance sheet composition

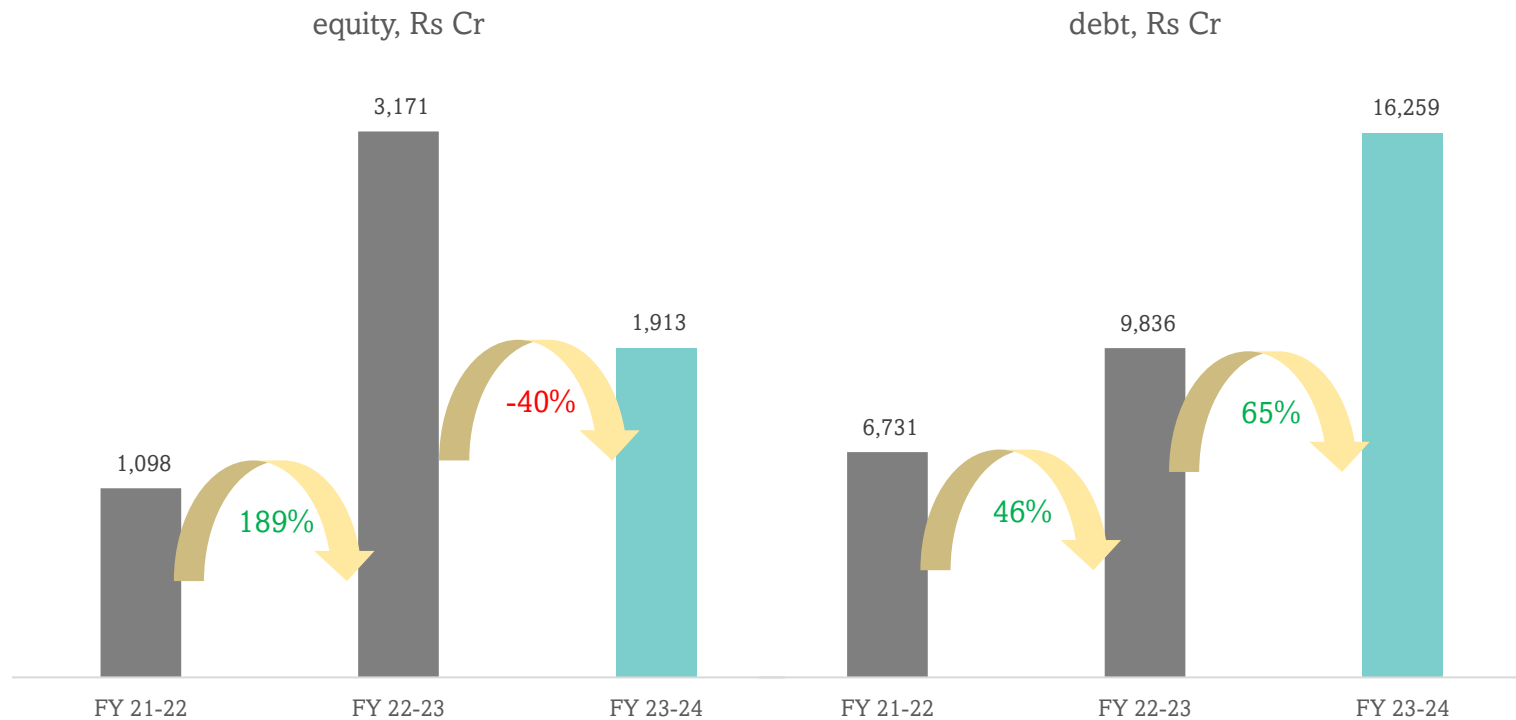


ratio of on/off balance sheet for companies with an NBFC



capital and default cover

Based on data reported for capital (15 companies shared equity data and 19 debt data), companies raised Rs 1,913 Cr in equity and Rs 16,259 Cr in debt. There was a drop in equity compared to FY 22-23 for the companies who reported data. Nine companies who reported data for FLDG reported 51 portfolios worth Rs 9,118 Cr, with 94% of portfolio value having FLDG coverage between $\geq 4\%$ -5%



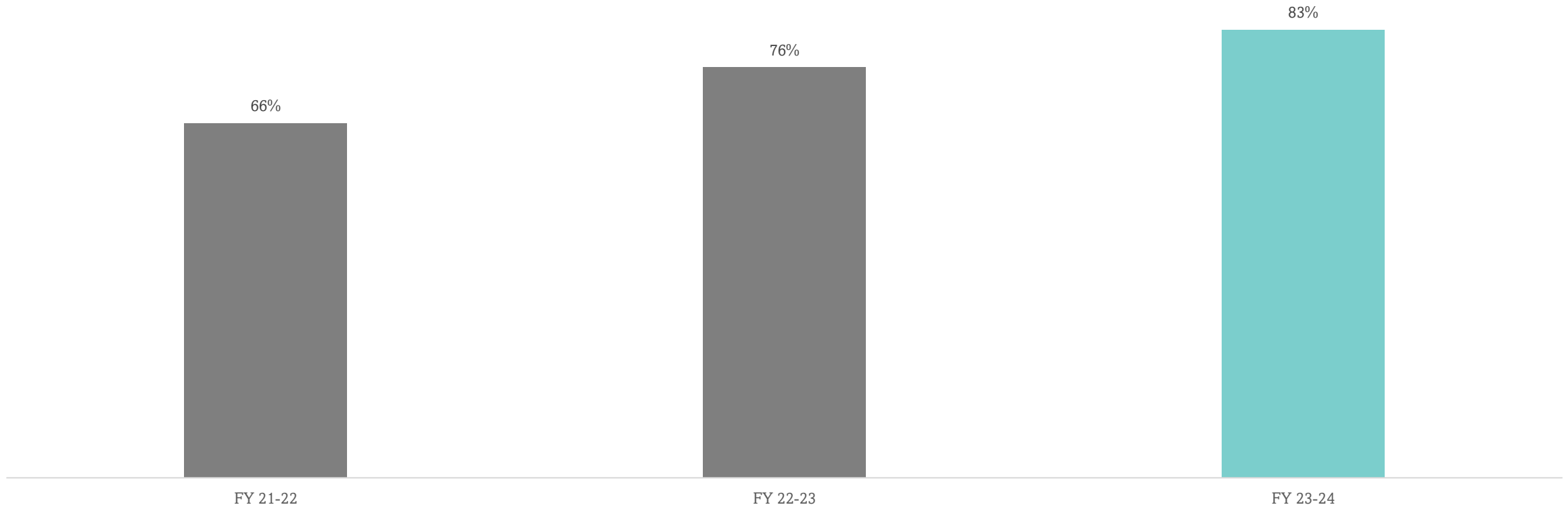
portfolios under DLG arrangements, Mar 2024 (9 companies who reported FLDG data)		
DLG cover	portfolio count	value, Rs Cr
<2%	5	185
$\geq 2\%$ -3%	2	401
$\geq 3\%$ -4%	-	-
$\geq 4\%$ -5%	44	8,531
Total	51	9,118

profitability



Based on data reported by 29 members regarding profitability, 83% were profitable in FY 23-24, compared to two-thirds in FY 21-22.

share of profitable companies



annex: companies who contributed data



* 37 companies reported data. We mention the companies who gave consent to disclose their identity in the report.



[Fintech Association for Consumer Empowerment \(FACE\)](#) is a non-profit association representing the fintech/digital lending industry and expanding beyond. FACE convenes companies directly involved in fintech lending and other stakeholders to advance fair and responsible market conduct through self-regulation.

Previous reports may be accessed [here](#), and for clarification/suggestions on the report, please reach us at teamface@faceofindia.org