

FACETS



Disbursement trends from FACE members, Q3 FY 23-24

Issue 9



Notes



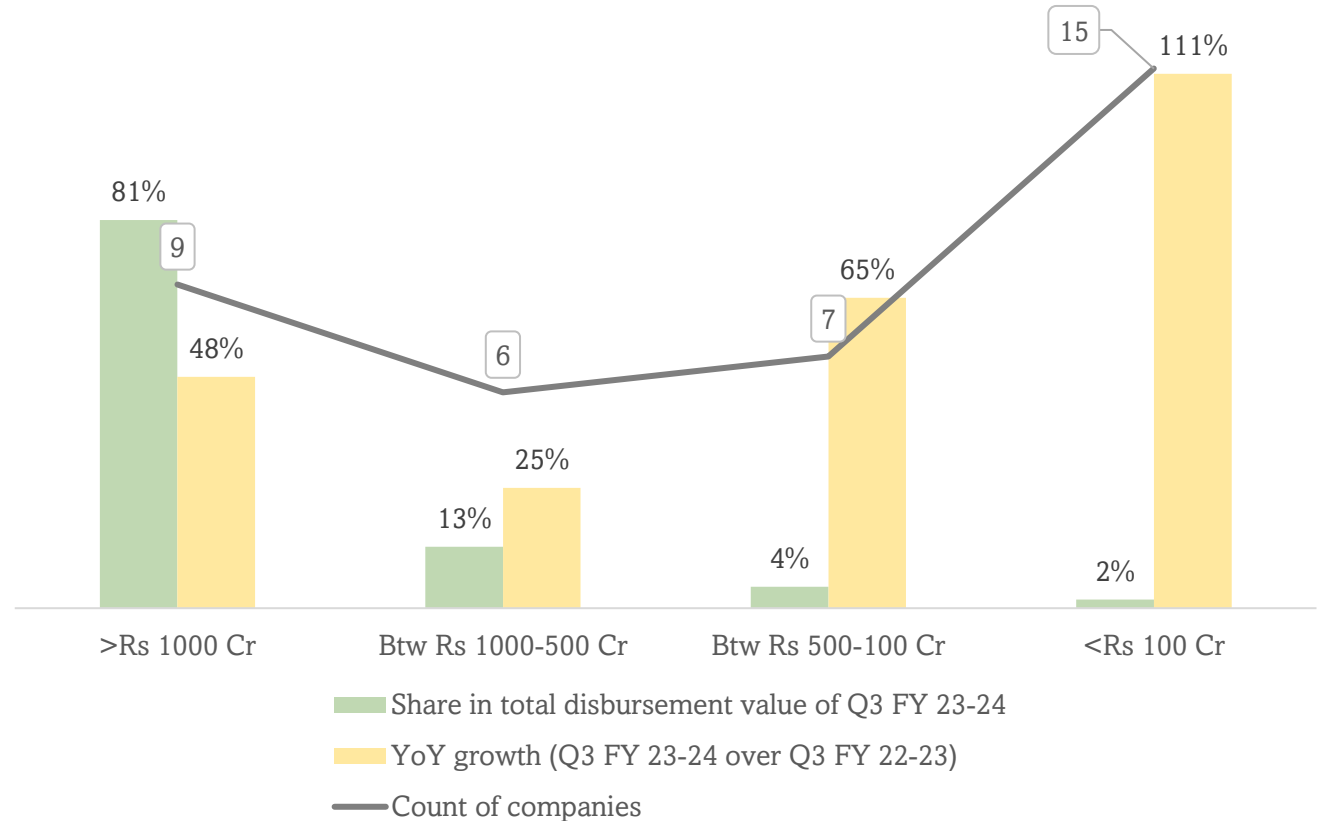
In this brief issue, we present disbursement trends from FACE members for the latest quarter (Q3 FY 23-24) alongside comparable quarters.

Information is for digital loans and does not include non-digital loans that a few members offer.

The report has data from 37 FACE member companies lending to customers through own NBFC and in partnership with other regulated entities (mostly NBFCs). Of 37 companies who contributed with their data, 29 are NBFCs/have in-house NBFCs.

We thank our members for their trust and support in sharing data to prepare this report.

Distribution of companies based on disbursement value in Q3 FY 23-24



To explain the chart, in Q3 FY 23-24, 9 Companies with disbursement value > Rs 1,000 Cr account for 81% of the total disbursement value. Their disbursement value in Q3 FY 23-24 grew YoY by 48% over the Q3 FY 22-23.

Highlights, Q3 FY 23-24



Disbursement Volume: 2.48 Cr



YoY Growth Rate in Disbursement Volume: 12%



Disbursement Value: Rs 33,922 Cr



YoY Growth Rate in Disbursement Value: 46%



Avg Ticket Size: Rs 11,945



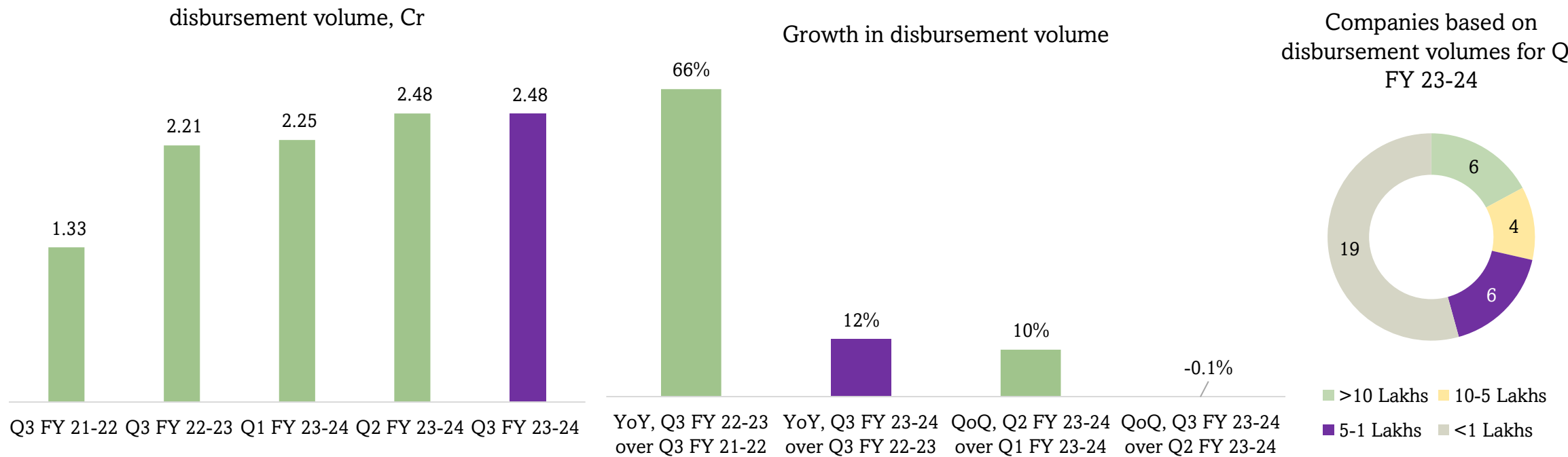
AUM: Rs 41,220 Cr (for 30 companies who reported AUM for Dec 2023)



Profitable: 79% of the companies reported being profitable for FY 23-24 (until Dec 2023)

Disbursement volume

On an aggregated basis, during Q3 FY 23-24, member companies reported disbursing nearly 2.5 Cr* loans, a YoY increase of 12% from Q3 FY 22-23. There is marginal degrowth in Q3 FY 23-24 over Q2 FY 23-24, compared to Q2 FY 23-24 when disbursement grew by 10% over Q1 FY 23-24,. However, two-thirds of the companies reported positive YoY and QoQ growth in Q3 FY 23-24. Ten companies with quarterly disbursement volume > 5 Lakhs account for over 90% of the total disbursement volume.

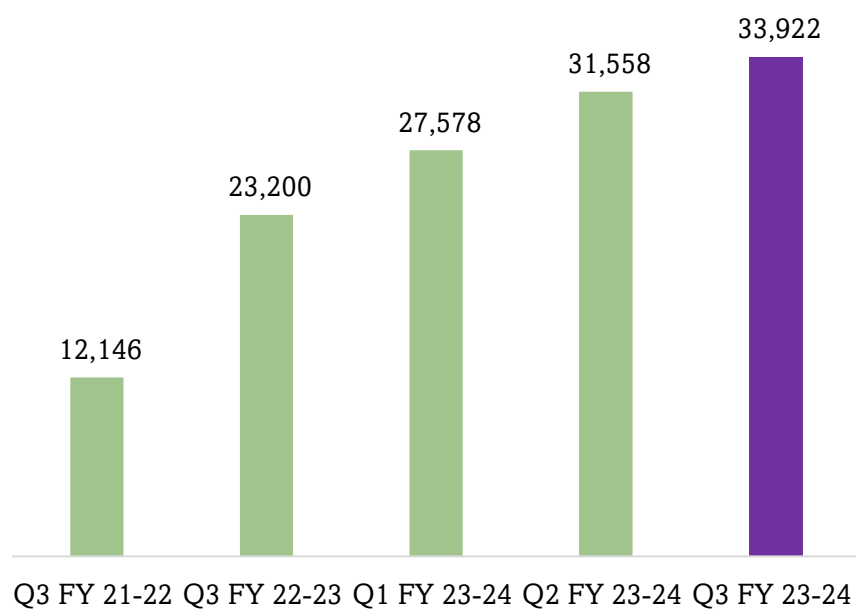


* Disbursement volume includes data from 35 companies.

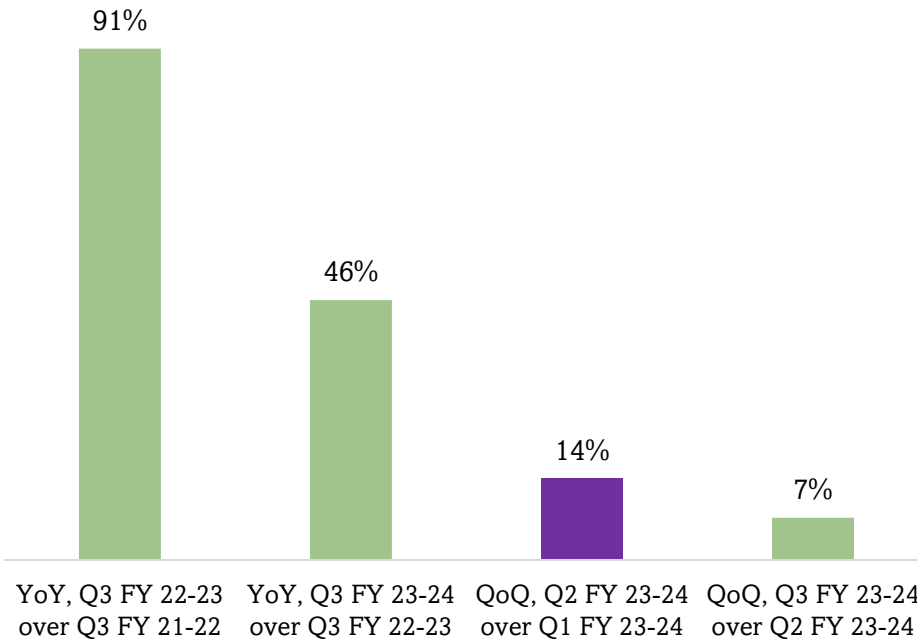
Disbursement value

On an aggregated basis, during Q3 FY 23-24, member companies reported disbursing Rs 33,922 Cr. A YoY increase of 46% over Q3 FY 22-23 and a quarterly increase of 7% over Q2 FY 23-24 compared to 14% in Q2 FY 23-24 over Q1 FY 23-24.

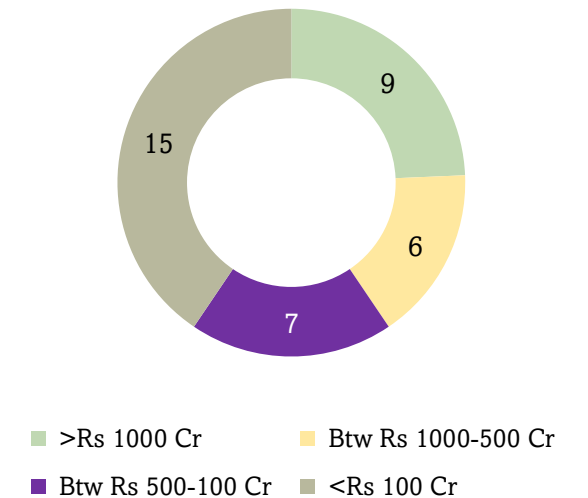
Disbursement value, Cr



Growth in disbursement value



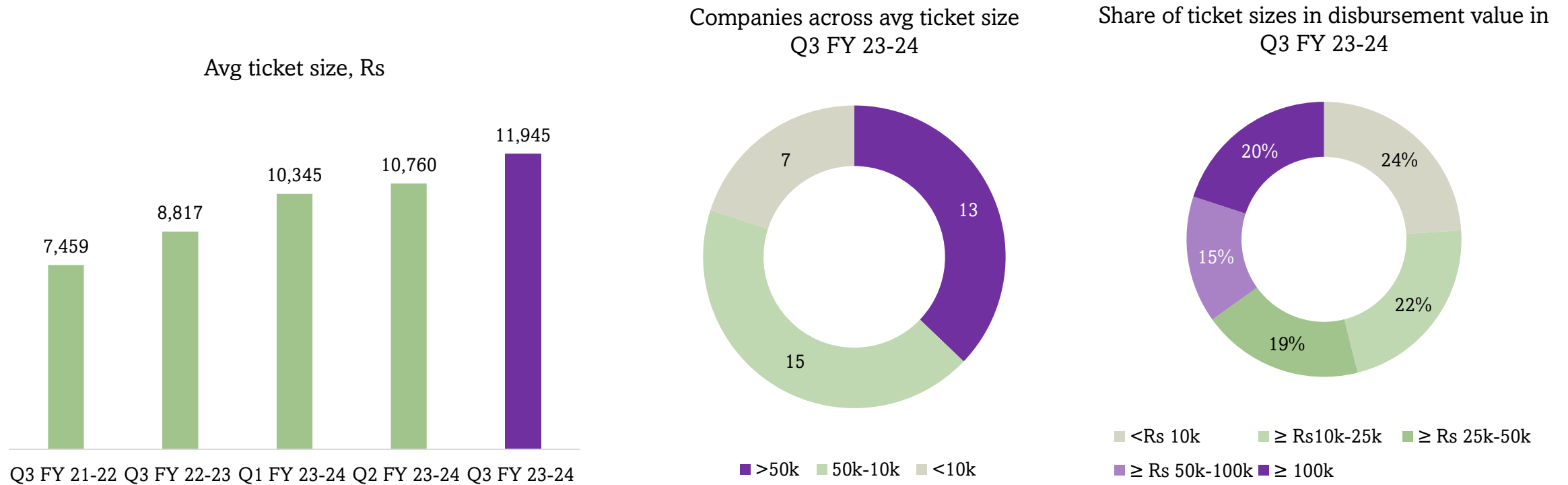
Companies based on disbursement value for Q3 FY 23-24



Disbursement value includes data from 37 companies.

Ticket sizes

The average ticket size* for loans disbursed in Q3 FY 23-24 is Rs 11,945. The second chart shows that companies differ significantly in the average ticket size based on product and segment focus. The third chart shows the share of ticket sizes in disbursement value in Q3 FY 23-24 based on ticket size buckets available for 55% of the disbursement value in Q3 FY 23-24.



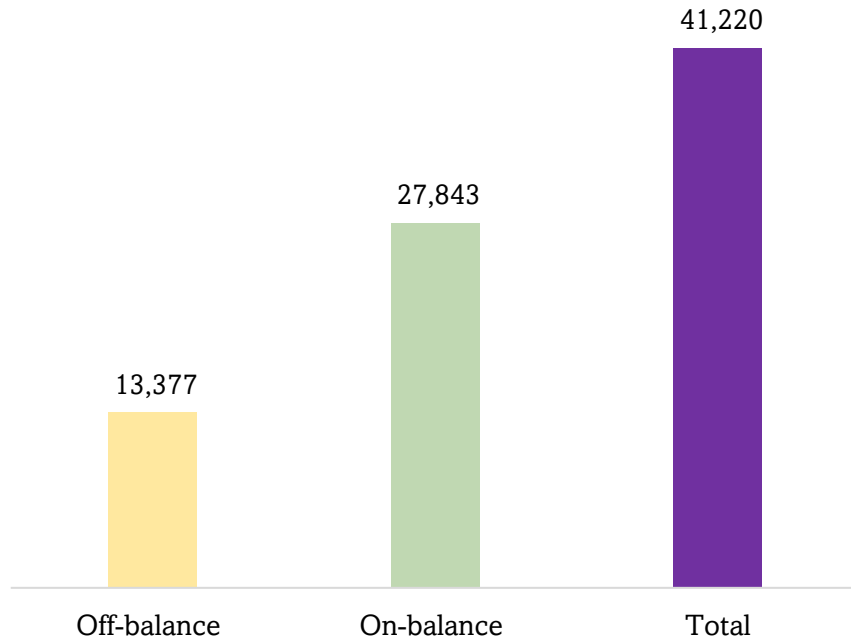
* Average ticket size data does not include data from 2 companies where disbursement volume was unavailable. The first pie chart shows that 13 companies have average ticket size > 50k, 15 in the band of Rs 50-10k and 7 have avg ticket size < Rs 10k. The second pie chart shows that 24% of disbursement value came from loans under ticket size <Rs 10k, 22% from loans in the band of Rs 10k-15k and so on.

AUM, Dec 2023

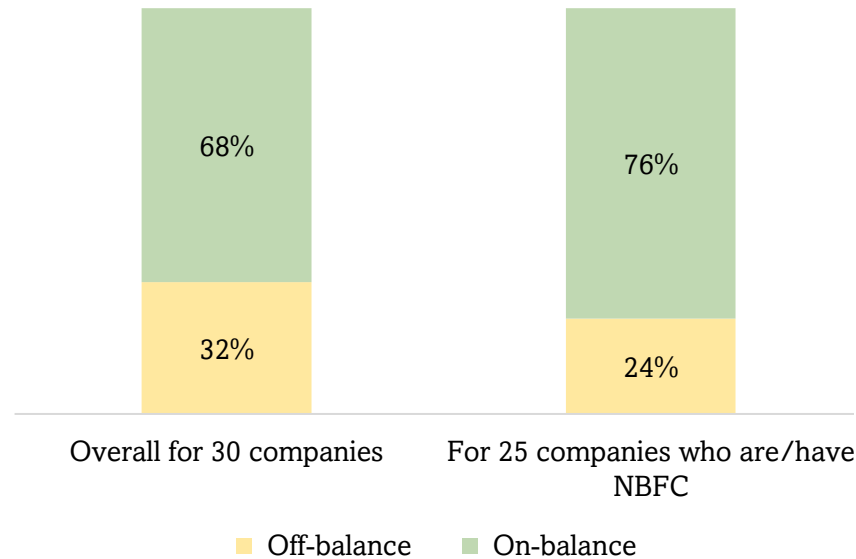


From 37 companies included in this report, 30 companies (accounting for ~92% of disbursement value in Q3 FY 23-24) reported an AUM of Rs 41,220 Cr as of Dec 2023. Of this, 68% is on-balance and 32% off-balance. For 25 companies that are/own NBFCs, 76% of AUM is on-balance, and 24% is off-balance. Amongst 25 NBFCs, 13 have on-balance sheet AUM > 75%, 8 have on-balance sheet AUM in the range of 75%-50% and 4 have less than 50% on-balance AUM.

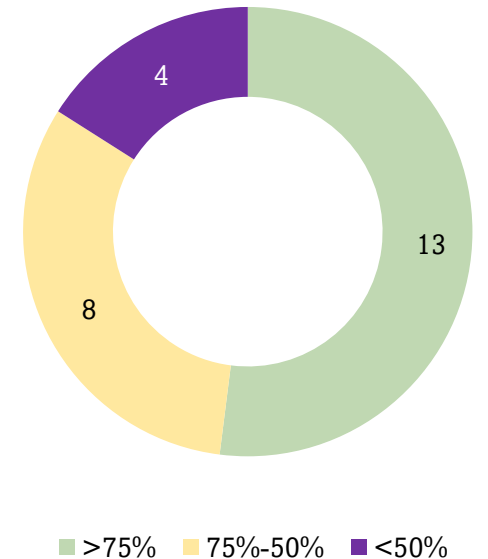
AUM, Dec 2023



Break-up of AUM, Dec 2023



Share of on-balance sheet AUM across NBFCs

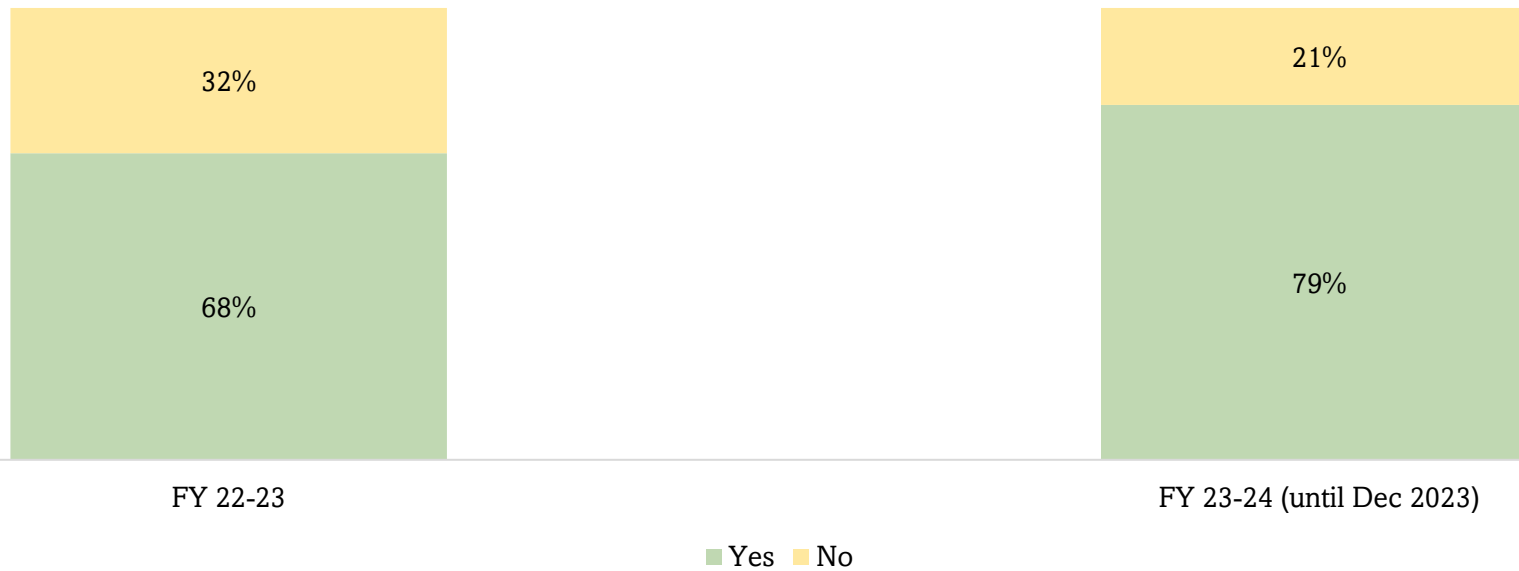


Profitability



Based on data reported by 28 members, more than three-fourth are profitable compared to two-third in FY 22-23.

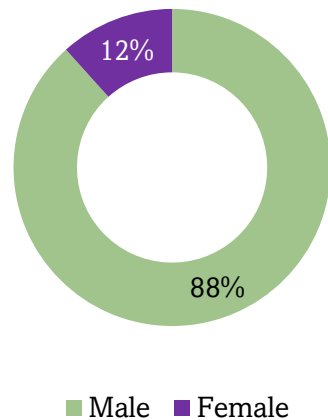
Profitable



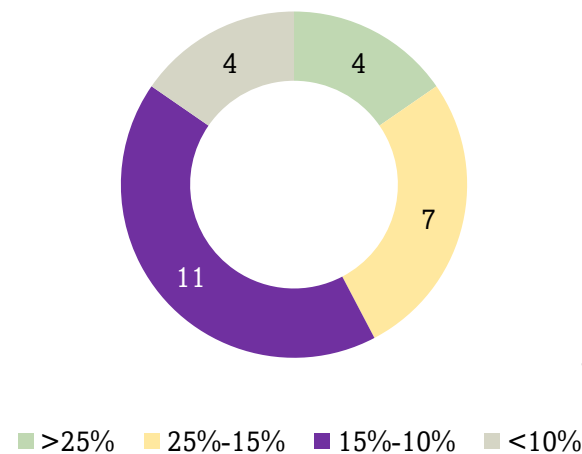
Women's participation*

Women account of 12% of loan disbursed in between Apr 23- Dec 23. 4 companies reported women participation >25%, 7 between 25%-15%, 11 were between 15%-10% and 4 reported less than 10%. Women account for less than a third of the workforce (a total of 14,513 employees, 80% with NBFC entities and 20% with LSPs). Participation is lesser at the leadership level. Half of the companies (who reported gender composition of Board) have a woman on the Board.

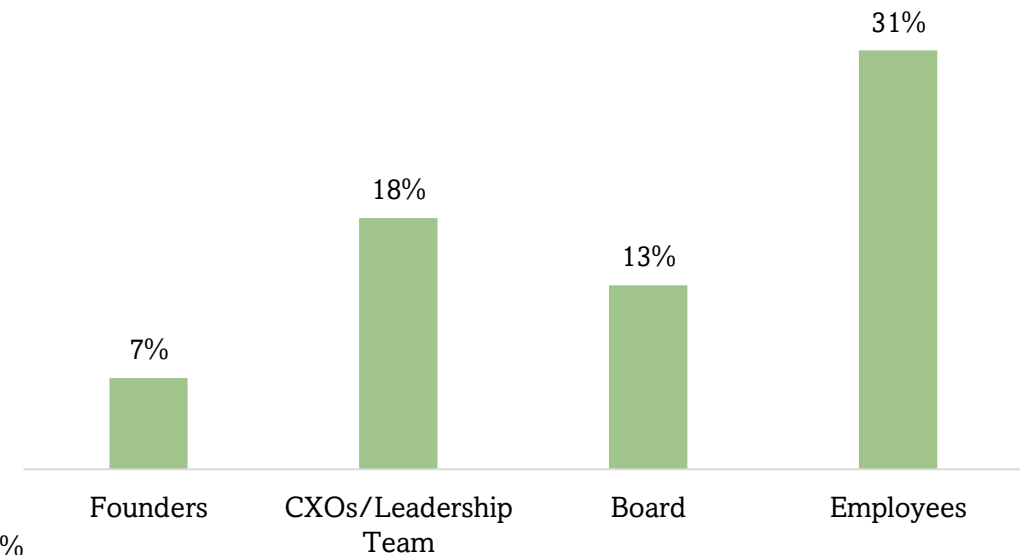
Gender break-up for loans disbursed in FY 23-24, till 31st Dec 2023



share of women customers across companies in loans disbursed (Apr 23- Dec 23)



Women participation at company level



* Charts here based on women participation data reported by 26 Members.



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

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