

FACETS



Trends from FACE members on digital lending, Q1 FY 24-25

Issue 11



Notes



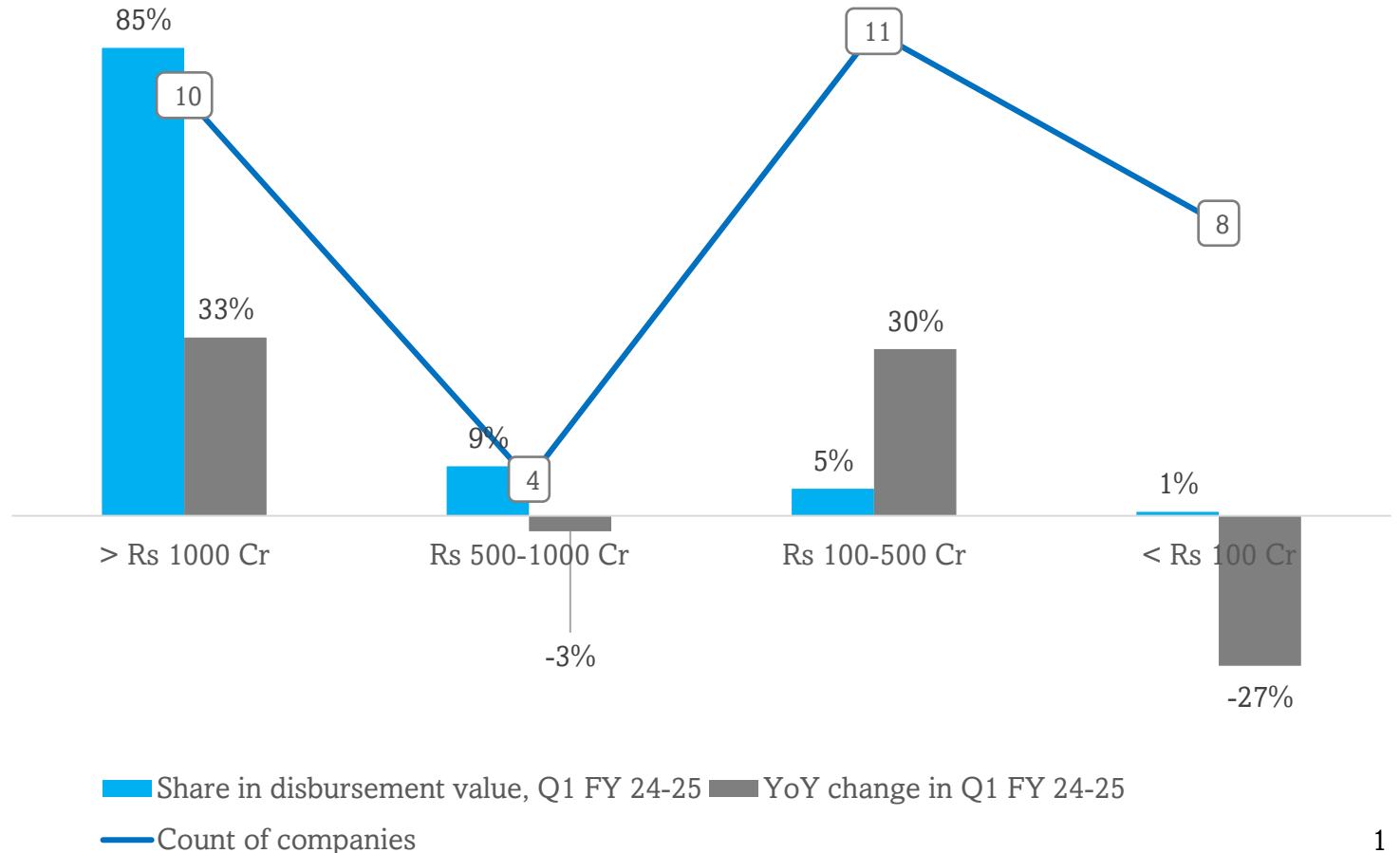
In this issue, we present disbursement trends from FACE members for the latest quarter (Q1 FY 24-25) alongside comparable quarters.

The data presented in this report is for digital loans, excluding non-digital loans that a few members offer.

The report has data from 33 FACE member companies lending to customers through their own NBFCs and in partnership with other regulated entities (mostly NBFCs). Of the 33 companies contributing their data, 24 are/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 Q1 FY 24-25



Highlights, Q1 FY 24-25



Disbursement Volume: 2.64 Cr



YoY change for Q1 FY 24-25 in Disbursement Volume: 15%



Disbursement Value: Rs 37,676 Cr



YoY change for Q1 FY 24-25 in Disbursement Value: 27%



Avg Ticket Size: Rs 12,997

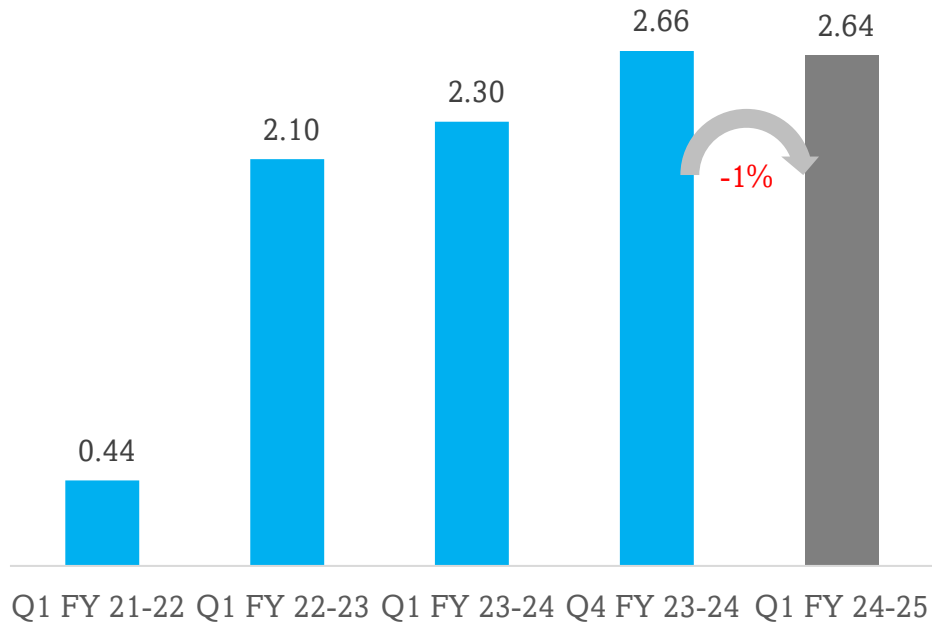


AUM: Rs 47,362 Cr (for 27 companies who reported AUM for Jun 2024)

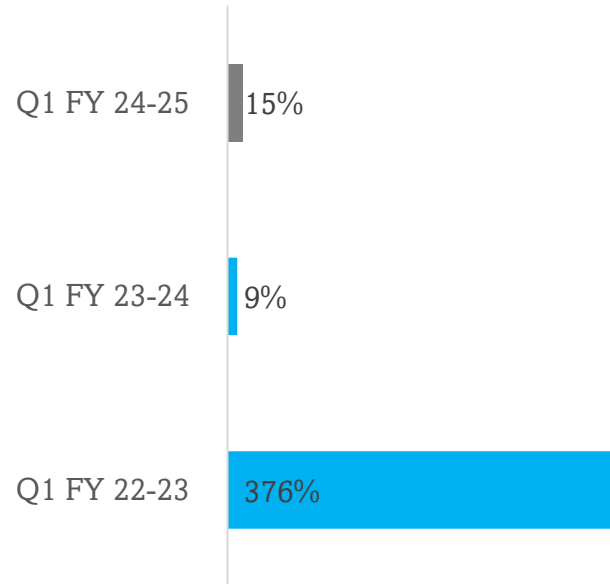
Disbursement volume

On an aggregated basis, during Q1 FY 24-25, member companies reported disbursing over 2.6 Cr* loans, a 15% YoY increase from Q1 FY 23-24. Disbursement volume decreased marginally by 1% in Q1 FY 24-25 over Q4 FY 23-24. 60% of companies reported QoQ degrowth in disbursement volume in Q1 FY 24-25 over Q4 FY 23-24. Eleven companies with quarterly disbursement volumes > 5 Lakhs account for 93% of the total disbursement volume.

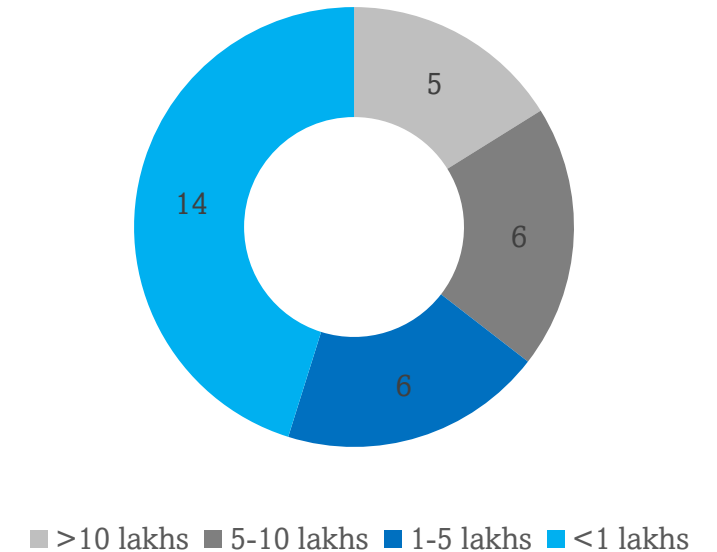
Disbursement volume, Cr



YoY change in disbursement volume



Companies based on disbursement volumes for Q1 FY 24-25

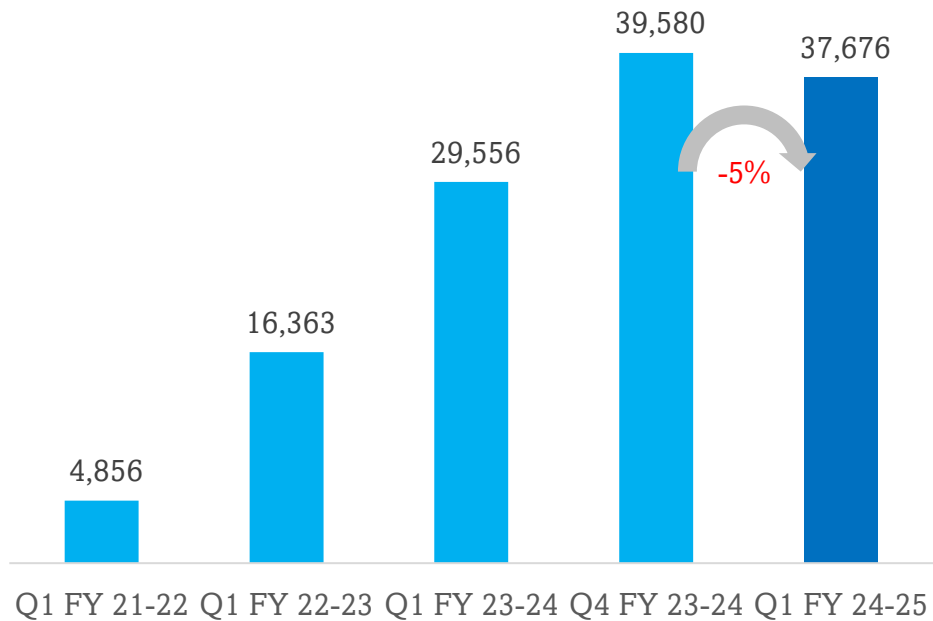


* Disbursement volume includes data from 31 companies.

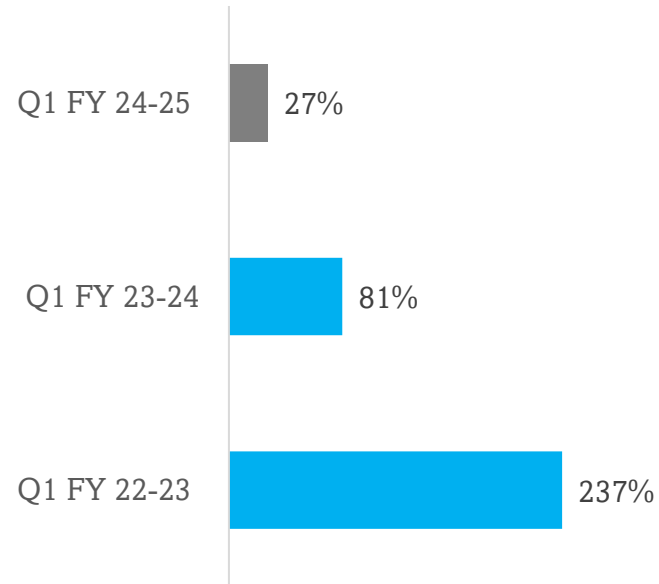
Disbursement value

On an aggregated basis, during Q1 FY 24-25, member companies reported disbursing Rs 37,676 Cr. A YoY increase of 27% over Q1 FY 23-24. There was a 5% quarterly decrease over Q4 FY 23-24. Nearly half of the companies reported degrowth in Q1 FY 24-25 over the last quarter, Q4 FY 23-24.

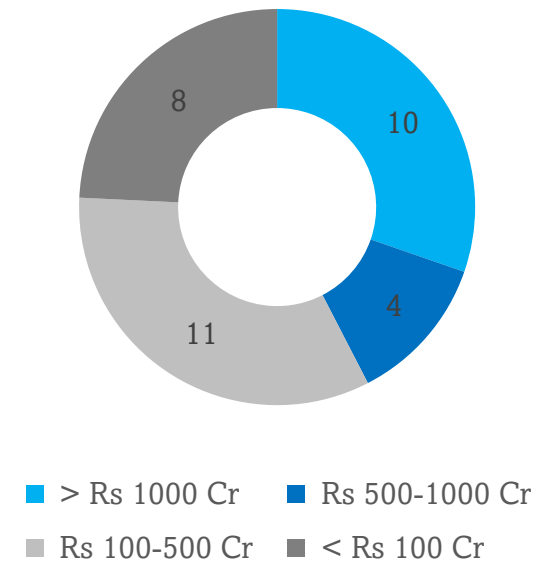
Disbursement value, Rs Cr



YoY change in disbursement value



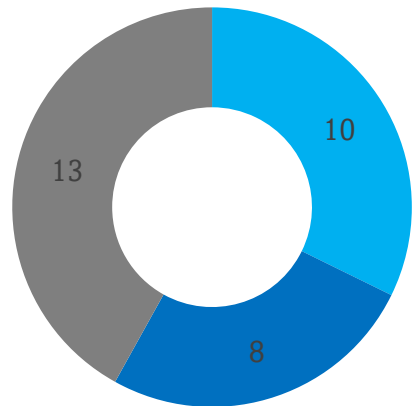
Companies based on disbursement value for Q1 FY 24-25



Change in disbursements

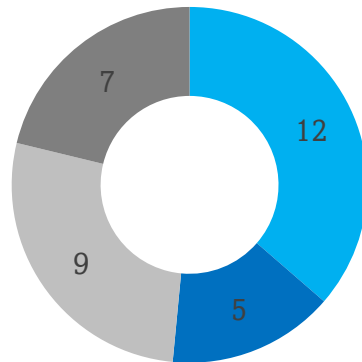
Charts represent the YoY and QoQ change in Q1 FY 24-25. 55% of companies reported growth in volume, and 80% of companies in value in Q1 FY 24-25 over Q1 FY 23-24. But about half the companies reported QoQ degrowth in disbursement volume and value in Q1 FY 24-25 over Q4 FY 23-24.

YoY change in Q1 FY 24-25
across companies,
disbursement volume



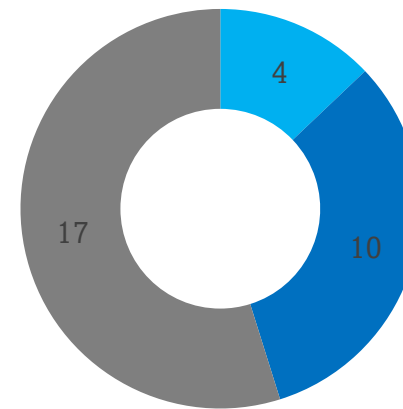
■ >50% ■ 50%-0% ■ <0%

YoY change in Q1 FY 24-25
across companies,
disbursement value



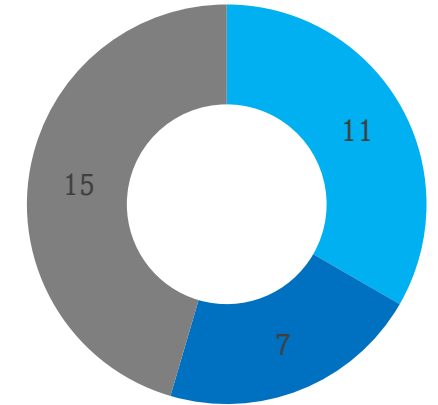
■ >100% ■ 100%-50%
■ 50%-0% ■ <0%

QoQ change in Q1 FY 24-25
across companies,
disbursement volume



■ >25% ■ 25%-0% ■ <0%

QoQ change in Q1 FY 24-25
across companies,
disbursement value

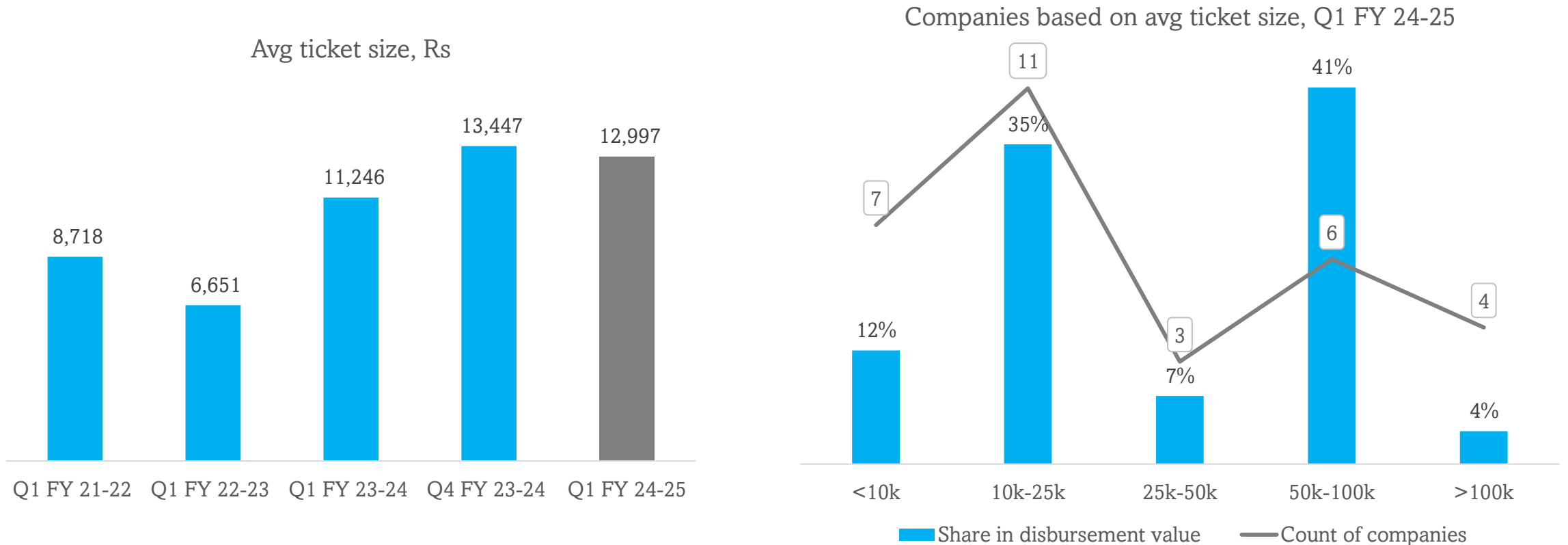


■ >10% ■ 10%-0% ■ <0%

* Disbursement volume includes data from 31 companies, while disbursement value for 33 companies. YoY change in Q1 FY 24-25 is over Q1 FY 23-24 and QoQ change in Q1 FY 24-25 is over Q4 FY 23-24.

Ticket sizes

The average ticket size* for loans disbursed in Q1 FY 24-25 is Rs 12,997. The second chart shows that companies differ significantly in the average ticket size based on product and segment focus. To explain the chart, 7 companies have an average ticket size of <Rs 10k, accounting for 12% of the disbursement value and so on.

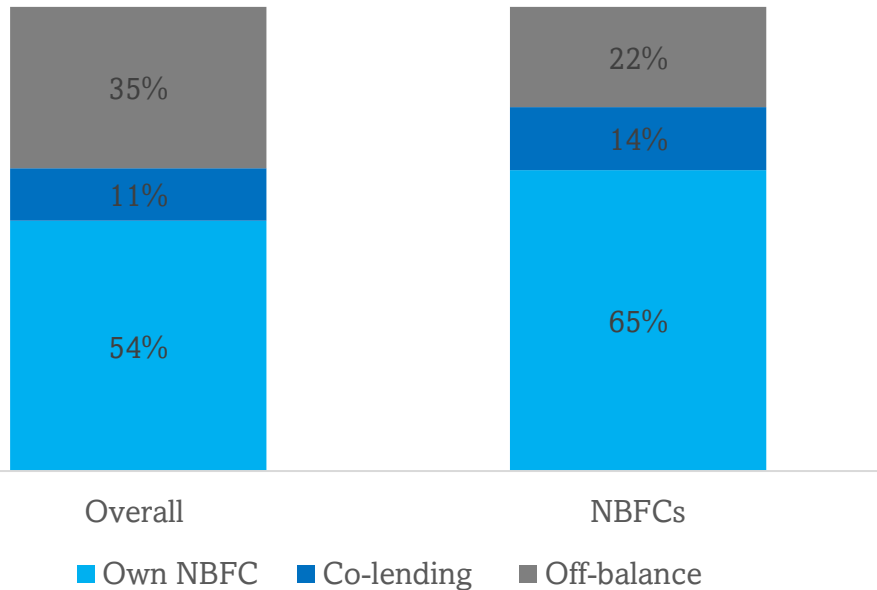


* Analysis based on data from 31 companies. Avg ticket size buckets in Rs

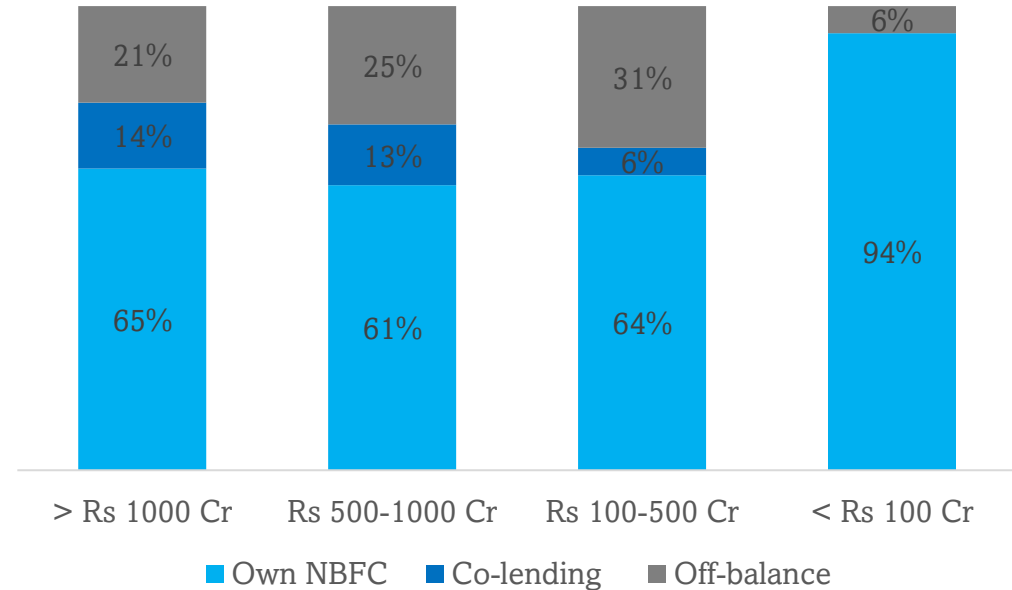
Lending arrangement

Lending arrangements for loan disbursement value in Q1 FY 24-25 are shown in the charts below. Overall, 54% of loan disbursed in Q1 FY 24-25 is through own/in-house NBFCs. For companies who are/own NBFCs, nearly two-third of loan value disbursed is through own/in-house NBFCs.

Lending arrangement for disbursed value in Q1 FY 24-25

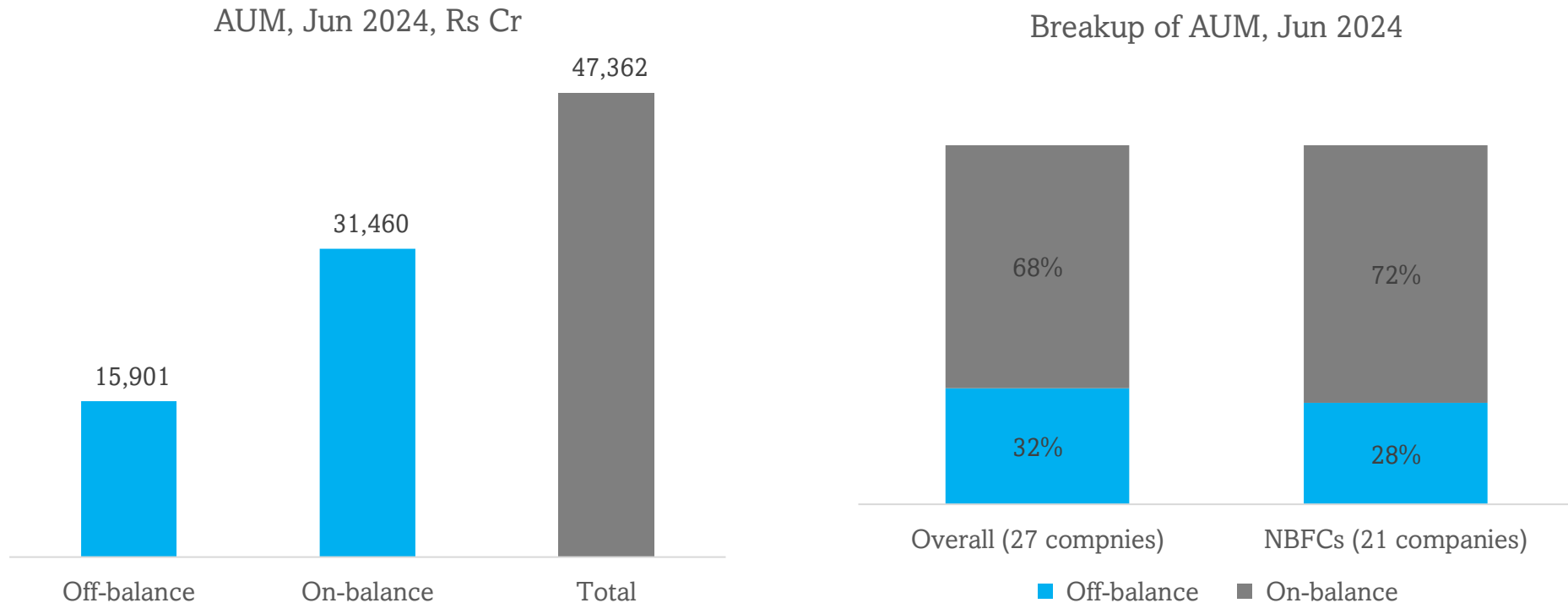


Lending arrangement across NBFCs based on disbursement value



AUM

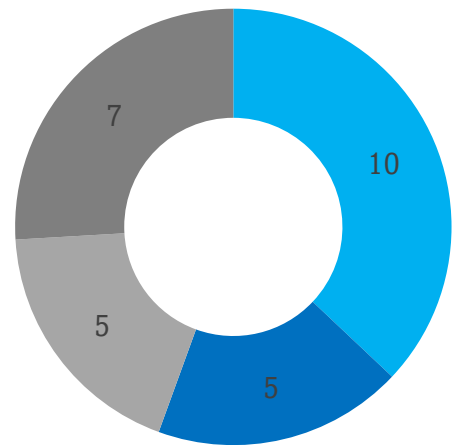
From 33 companies included in this report, 27 companies (accounting for ~80% of disbursement value in Q1 FY 24-25) reported an AUM of Rs 47,362 Cr as of Jun 2024. Of this, 68% is on-balance and 32% is off-balance. For 21 companies that are/own NBFCs, 72% of AUM is on-balance, and 28% is off-balance.



AUM

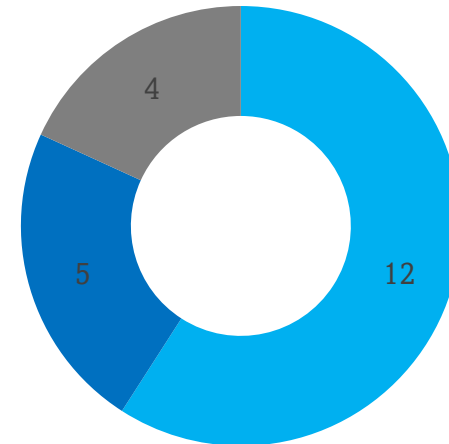
Of 27 companies that reported AUM as of Jun 2024, 10 have AUM > Rs 1,000 Cr, 5 are in Rs 500-1,000 Cr AUM range, 5 are in Rs 100-500 Cr and 7 have AUM < Rs 100 Cr. Amongst 21 NBFCs, 12 have on-balance sheet AUM > 75%, 5 have on-balance sheet AUM in the range of 75%-50% and 4 have less than 50% on-balance AUM.

AUM across 27 companies



■ > Rs 1000 Cr ■ Rs 500-1000 Cr
■ Rs 100-500 Cr ■ < Rs 100 Cr

Share of on-balance sheet AUM across 21 NBFCs, Jun 2024



■ >75% ■ 50%-75% ■ <50%



Fintech Association for Consumer Empowerment (FACE) is an RBI-recognised Self-Regulatory Organization in the FinTech sector (SRO-FT). FinTech companies of all kinds come together at FACE to build an industry that enables customer-centric financial services that are safe, suitable, and transparent - delivering positive impacts on society and the economy.

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