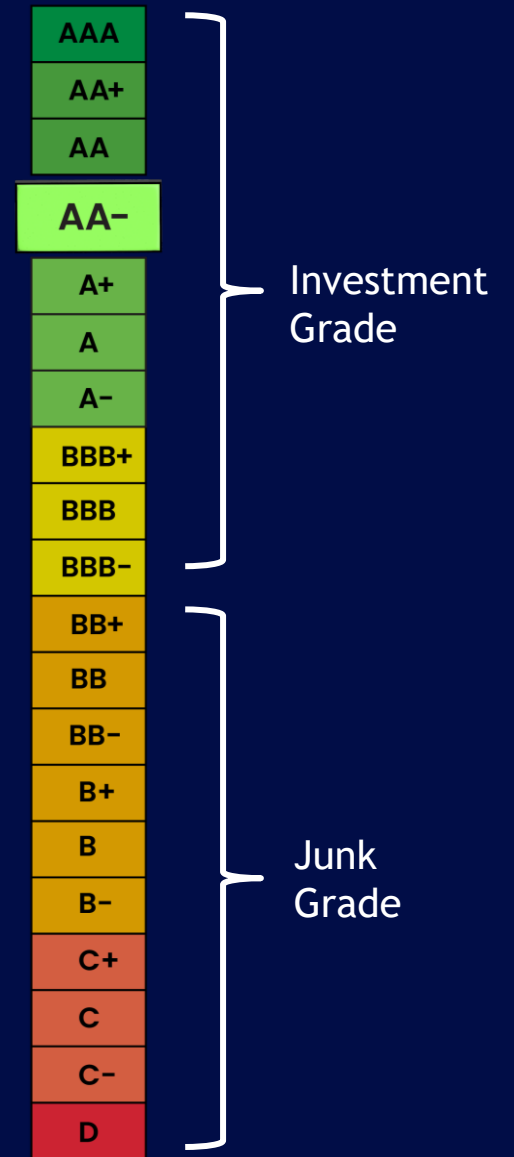




**CRISIL RATING ASSESSED &  
ICRA (AA-) RATED\***



# ABOUT US



**Regulated By:** RBI



**Presence:** PAN India



**Founded:** 2018



**Distributors:** 1000+



**Category:** Fintech



**Profitable:** Yes

# PROMOTER PROFILE



**ACHAL MITTAL**

EDUCATION:



WORK EXPERIENCE:



**GAUTAM ADUKIA**

EDUCATION:



WORK EXPERIENCE:



Co-Founded in 2014



**India's Largest Furniture & Appliance Leasing Platform**

**Raised USD 50+ Million From Large Equity Investors**



# SEED INVESTOR & ANGEL INVESTORS



**matrix**  
PARTNERS

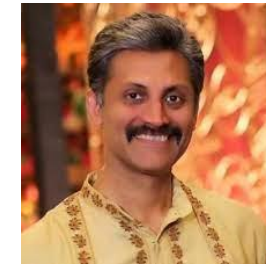
Mr. Avnish Bajaj:  
Founder and CEO



Mr. Kunal Shah:  
Founder and CEO: CRED



Mr. Ashutosh Taparia:  
MD Famy Care



Mr. Abhishek Dalmia:  
CEO: Renaissance Capital



Mr. Satya Bansal:  
Ex. CEO: Barclays Wealth

# INSTITUTIONAL INVESTOR - 2022



# ABOUT THE PRODUCT

01

Retail Debt Asset Class: One to Many Retail Borrower Lending Platform  
(Avg. CIBIL Score of 700+)

02

High Yielding & Safe Fixed Income Investment

03

High Diversification: Exposure across Avg. 200+ Names

04

Inflation Beating Return: Upto 10.50% Net Return

05

100% Success Rate

06

World's 1<sup>st</sup> P2P: Assessed by CRISIL & (AA-) ICRA Rated\*





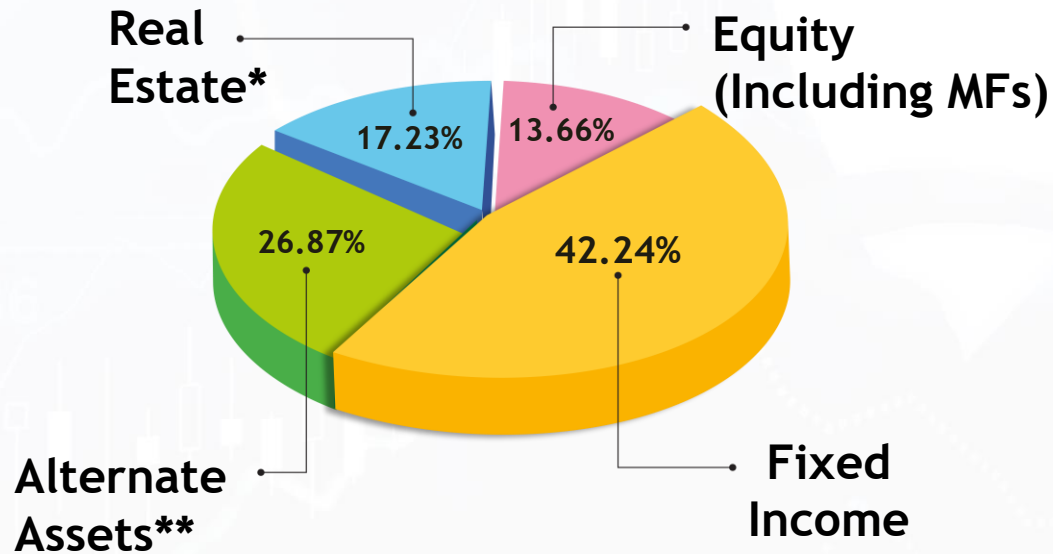
SECTION 1

**NEED FOR SMARTER FIXED INCOME PRODUCTS**

# WHERE DOES INDIA INVEST

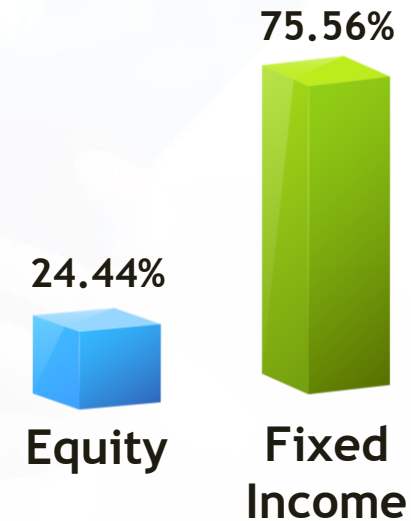
**Fixed Income Orientation:** Nearly 75% of Financial Savings are held in Fixed Income Instruments (FDs, NCDs, Debt MFs)

## ASSET ALLOCATION



\*This does not include primary residences used for living.  
\*\*Alternate Assets: Gold, Other Precious Gems etc.

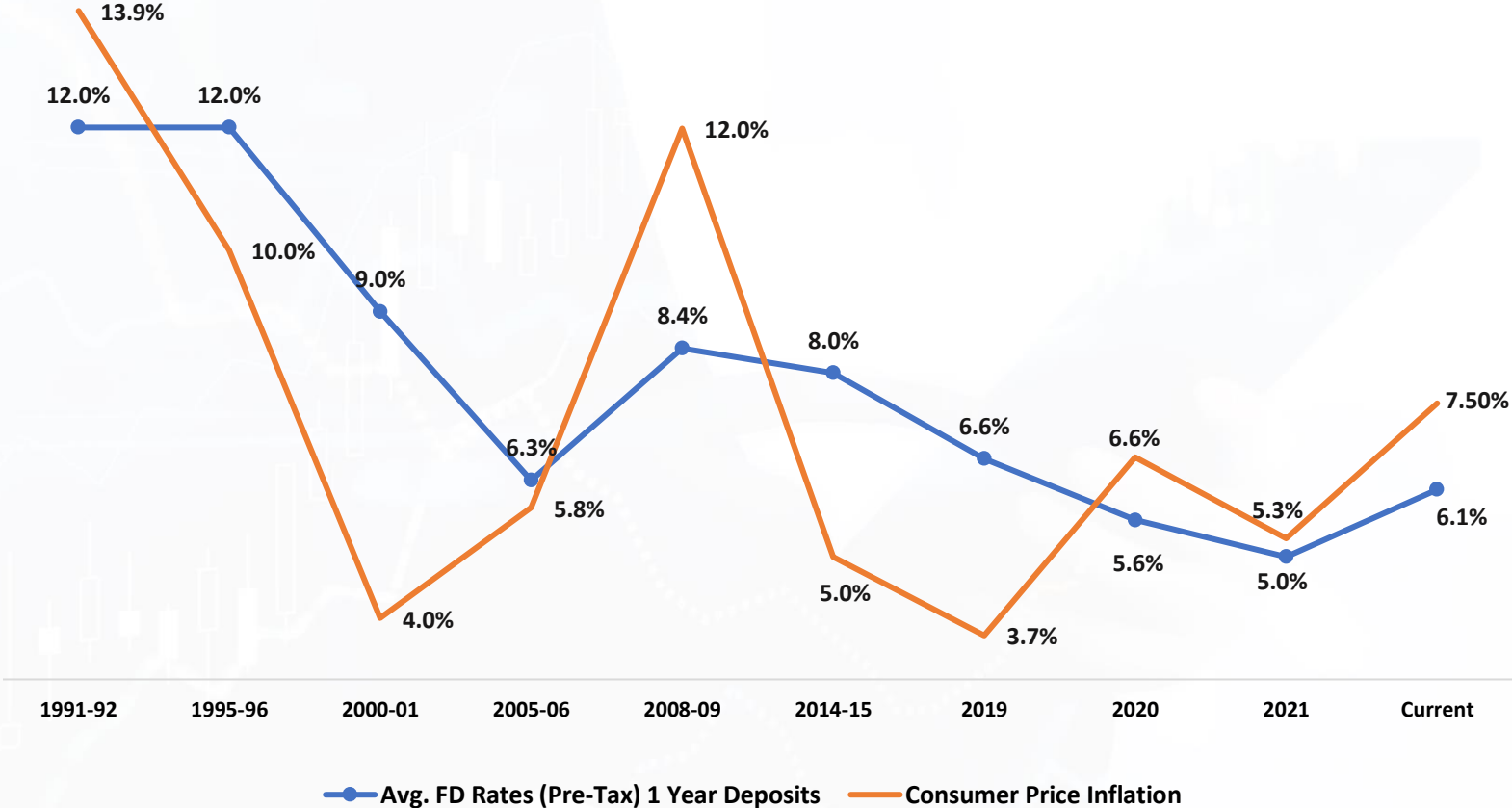
## FINANCIAL ASSETS MIX



**Key Takeaway:** Indian investors have a strong preference towards safety of capital & low volatility; as against high growth of capital; hence allocation to fixed income and gold continue to dominate across small & large investors.

# WHY SMARTER FIXED-INCOME INVESTMENTS...NOW?

## FIXED DEPOSIT RATES VS INFLATION (CPI)

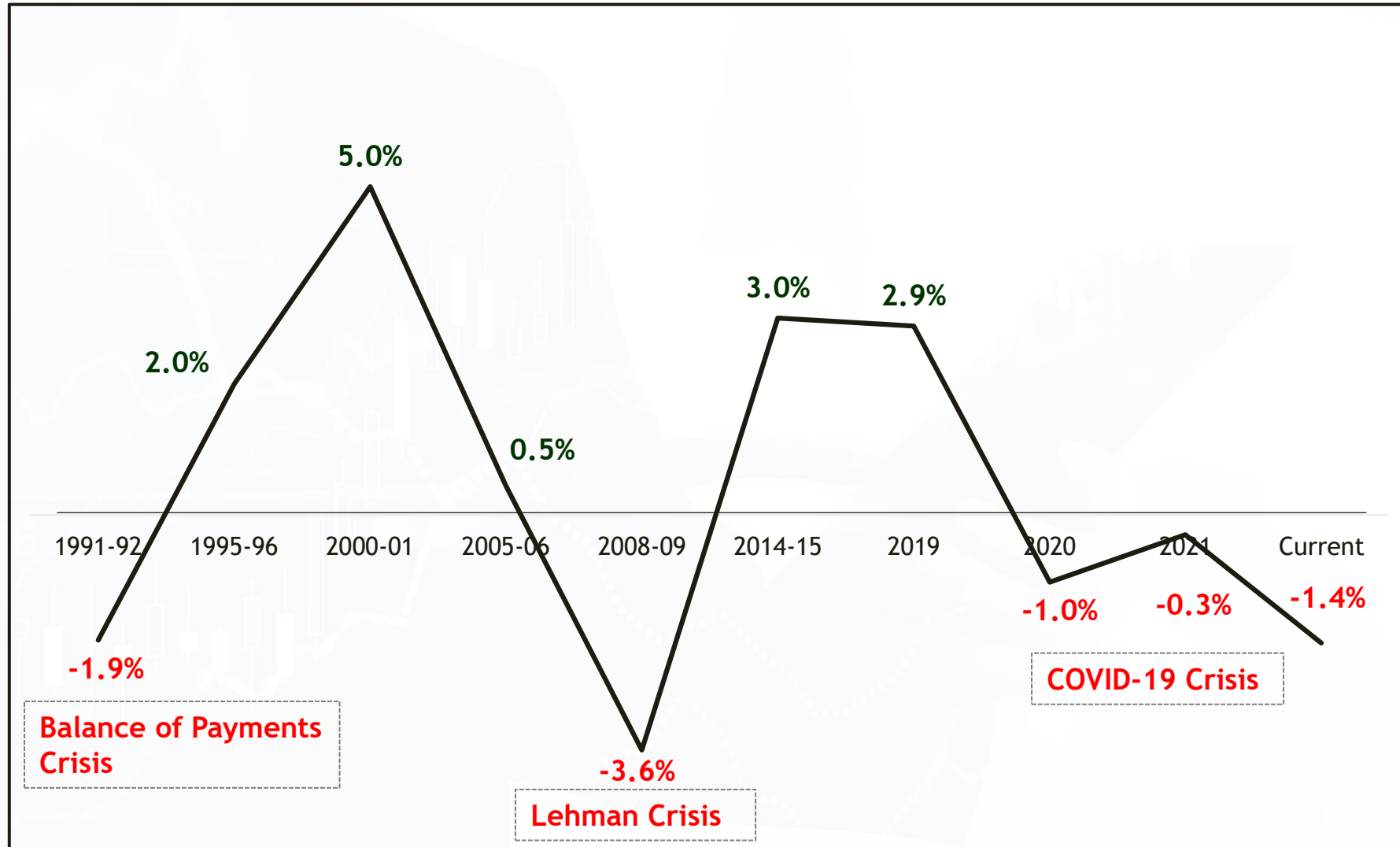


**Key Takeaway:** Over time, FD rates continue to decline, whereas inflation remains erratic, but in most occasions it is higher than FD yields, resulting in negative returns

Source: RBI & SBI Deposit Rates



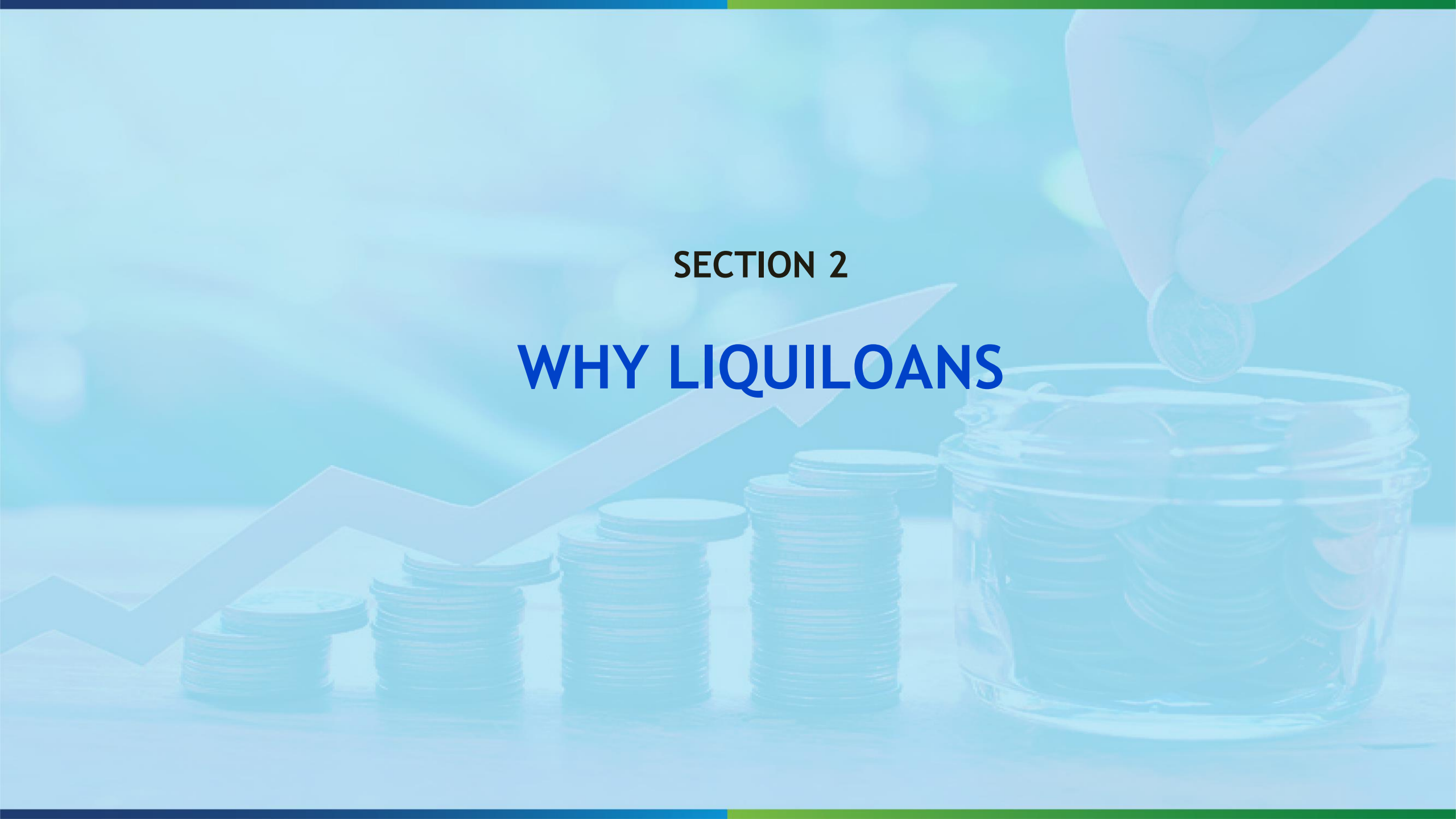
# NEGATIVE REAL RETURN IMPACTS INVESTOR GOALS



**Key Takeaway:** In time of Crisis, investors need safety and inflation beating returns to achieve their goals; whereas these returns are actually negative on account of higher inflation.

SECTION 2

# WHY LIQUILOANS



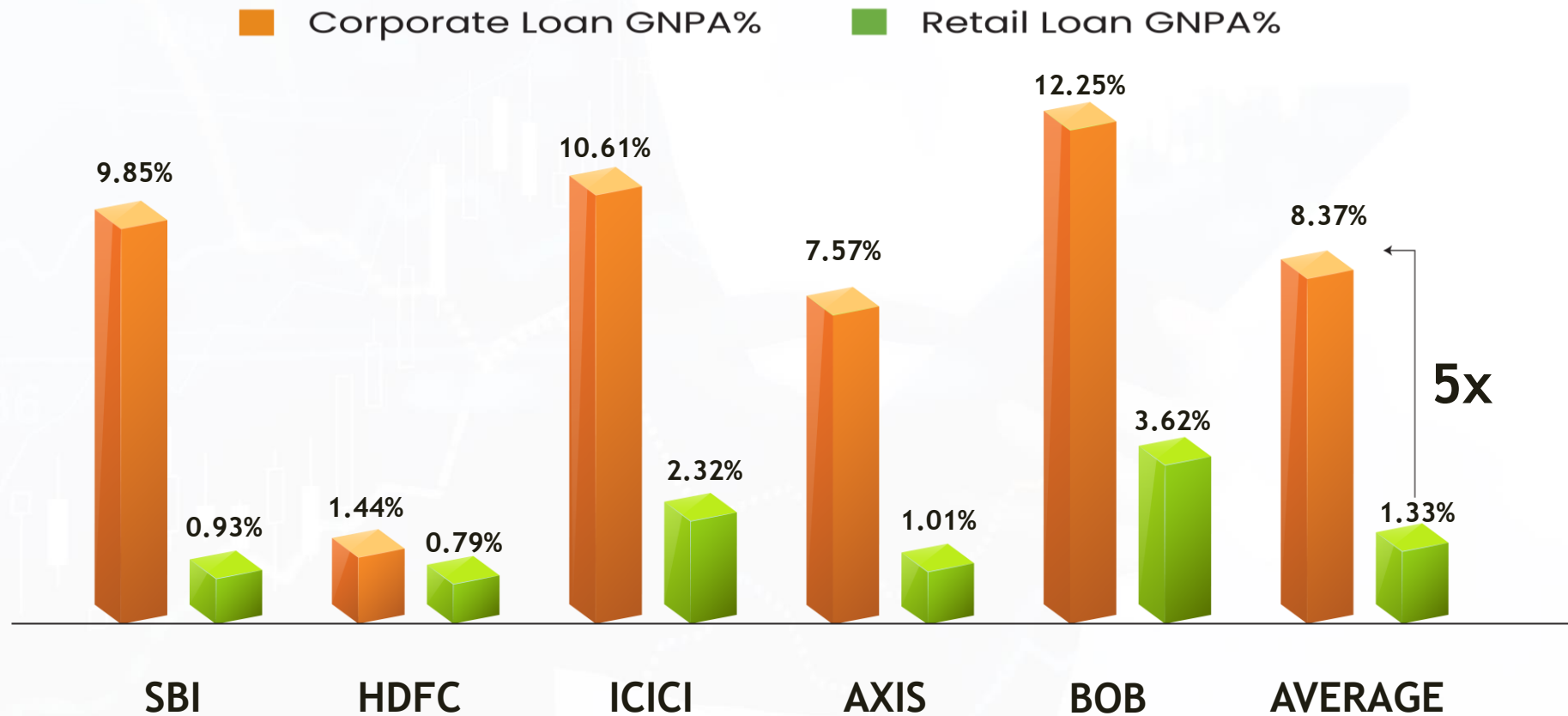
# TRADITIONAL DEBT STRUCTURE



**Key Takeaway:** Mutual Funds, Banks & NBFCs take concentrated Corporate Exposure, whereas Retail exposure continues to be low on account of longer time and higher cost to originate retail loans.

# RETAIL VS CORPORATE LOAN GROSS NPAs

## TRENDS IN NPA PERFORMANCE (2017-2021)

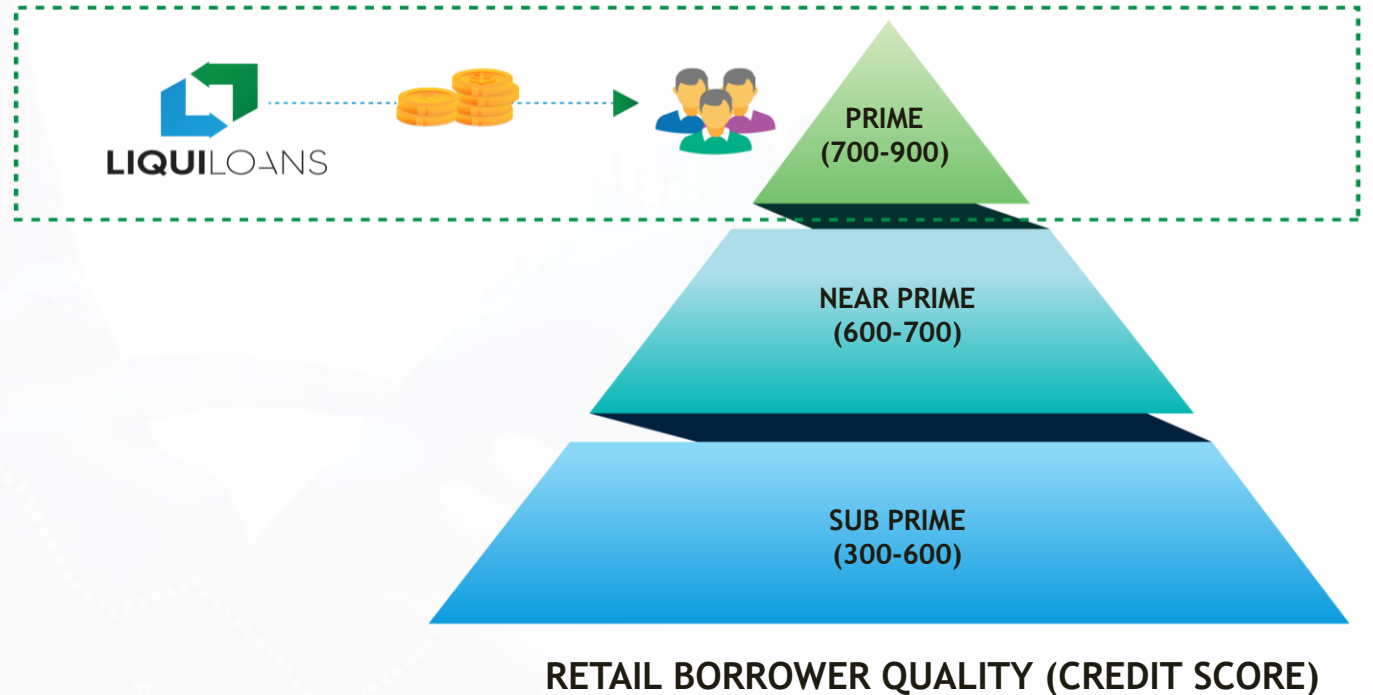


**Key Takeaway:** Historically, both globally and domestically, Retail Debt has seen lower NPAs than Corporate Debt i.e. Retail Debt has always been superior in terms of Asset Quality.

# PRIME RETAIL DEBT - LIQUILOANS

## Credit Score Insights:

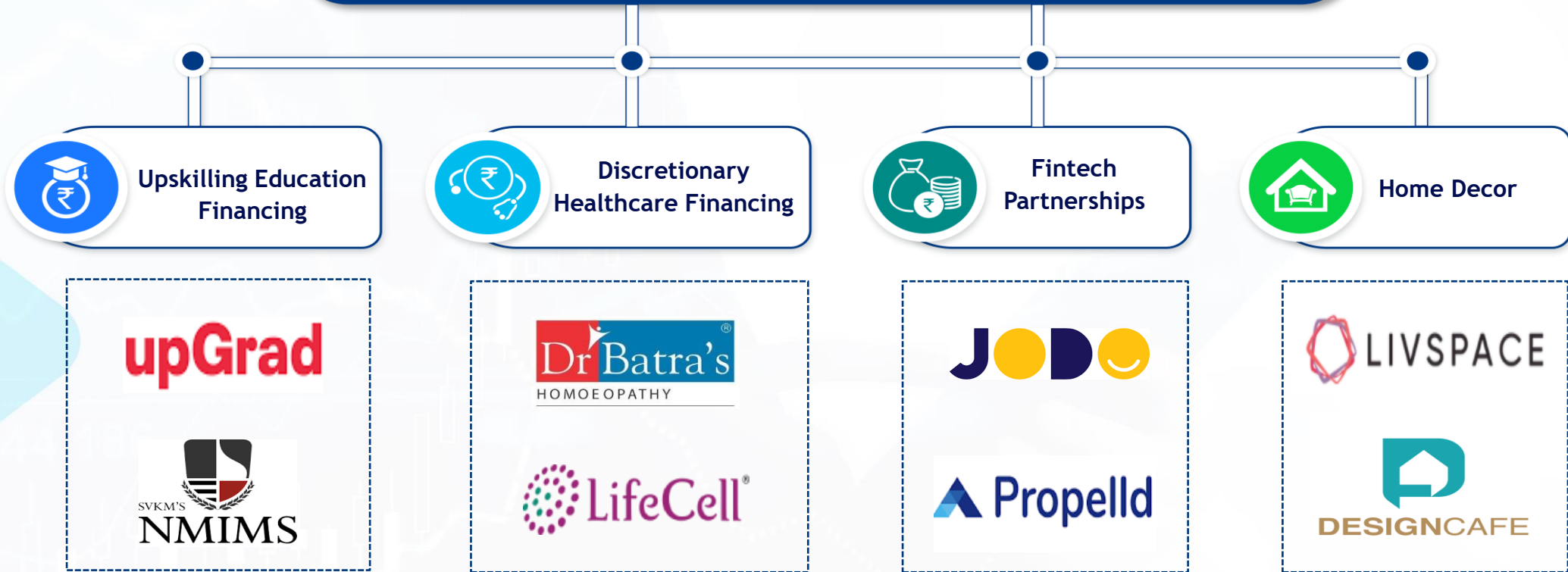
- Credit Scores are a three (3) digit numeric summary of a borrower's credit history ranging from 300-900.
- A Credit Info. Report (CIR) is an individual's credit payment history across loan types and credit institutions over a period of time.
- An Avg. score above 700 is considered strong - showcasing borrower has high intent and ability to repay - validated from their loan/credit line repayment history



**Key Takeaway:** LiquiLoans platform helps investors get direct, diversified & transparent access of only high quality Prime Retail borrower base, which reduces costs & enables them to earn a higher return with relatively low risk.

# PRIME BORROWER SOURCING STRATEGY

## Key Focus Areas to Source Prime Borrowers



### Sourcing Criteria:

- No Cost EMI Loans
- Avg. Bureau Score: 700+
- Avg. Annual Income: 9 Lakhs +
- Avg. Tenure: 12 Months
- Avg. Loan Value: Rs. 50,000

### Evaluation Process

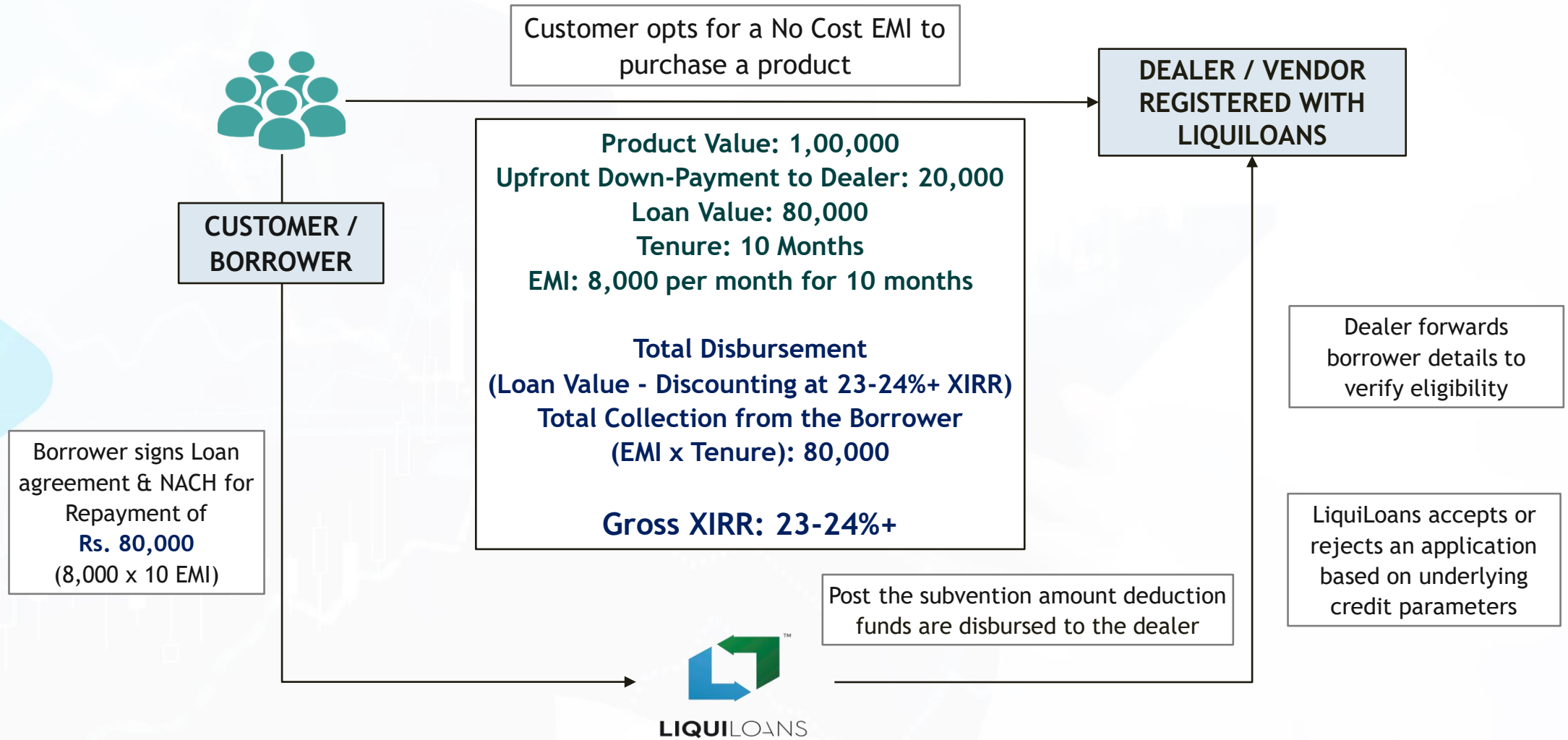
- Stringent Credit Checks: CIBIL
- Background Check: Education & Profession
- Banking Checks: Statement Analysis
- Location: Largely Tier I & II

### Why does the Borrower Repay

- Auto Debit Mandate (NACH)
- Sec. 25 Payments & Settlement Systems Act: Criminal Proceedings
- CIBIL Impact: Defaulter Tag



# EARNINGS VIA SUBVENTION



Each EMI received is further reinvested into multiple such loans, thereby allowing the investors on the platform to earn a Gross XIRR of Approx. 23-24%+

The background of the slide features a hand dropping a coin into a glass jar, with several stacks of coins in front of it. A white line graph with an upward trend is overlaid on the scene. The entire image has a light blue tint.

**SECTION 3**

**INVESTMENT SCHEMES**

# INVESTMENT SCHEMES

<b>SCHEME TYPE</b>
<b>MHP (TENURE IN MONTHS)</b>
<b>YIELDS (UPTO XIRR)</b>
<b>WITHDRAWAL</b>

<b>SCHEME TYPE</b>	
<b>MHP (TENURE IN MONTHS)</b>	
<b>YIELDS (UPTO XIRR)</b>	
<b>WITHDRAWAL</b>	
<b>YIELDS ON EARLY WITHDRAWAL</b>	<b>YEAR 1</b>
	<b>YEAR 2</b>
	<b>YEAR 3</b>

<b>INVESTMENT VALUE</b>
<b>PAYOUT OPTIONS</b>

<b>LIQUID</b>
<b>NIL</b>
<b>8.00%</b>
<b>ALLOWED</b>

<b>LOCK - IN</b>						
<b>3</b>	<b>6</b>	<b>12</b>	<b>24* (Growth)</b>	<b>36* (Growth)</b>	<b>24 (Monthly)</b>	<b>36 (Monthly)</b>
<b>8.60%</b>	<b>9.00%</b>	<b>9.25%</b>	<b>10% (SI)</b>	<b>10.50% (SI)</b>	<b>9.40%</b>	<b>9.50%</b>
<b>NOT ALLOWED</b>						

<b>FLEXI-LOCKIN (DOUBLE ADVANTAGE)</b>		
<b>12</b>	<b>24</b>	<b>36</b>
<b>9.00%</b>	<b>9.10%</b>	<b>9.25%</b>
<b>ALLOWED</b>		
<b>7.25%</b>	<b>7.00%</b>	<b>7.00%</b>
<b>-</b>	<b>8.00%</b>	<b>8.00%</b>
<b>-</b>	<b>-</b>	<b>8.50%</b>

<b>MINIMUM AMOUNT: Rs. 10 THOUSAND</b>
<b>MAXIMUM AMOUNT: Rs. 50 LAKHS PER PAN</b>
<b>MONTHLY INTEREST PAYOUT / CUMULATIVE</b>

MHP: Minimum Holding Period; SI: Simple Interest, Monthly Payout is available in all schemes (Except Flexi-Lock-in (Double Advantage) Scheme)

\*Only Available till 30<sup>TH</sup> November 2022

RBI Requirement: CA Certified Net-worth Certificate for >10 Lakh Investments

## SECTION 4

# RISKS IN DEBT INVESTMENTS



# FIXED INCOME PRODUCT RISKS

	Mitigation	Impact
Counter Party	Fund Flow structure is similar to MFs - Escrow & Trustee Mechanism	Funds never flow to LiquiLoans Balance-sheet / Bank Account
Concentration	High Diversification (5-10x of Debt MFs i.e. Less than 0.5% Exposure to 1 Borrower)	Even in crisis, high diversification minimises impact due to NPAs
Credit Risk	Exposure only to Safest i.e. Creditworthy Retail Borrowers (Avg. 700+ CIBIL Score)	Lowest NPAs as borrowers sourced have high ability & intent to repay
Interest Rate Risk	No correlation to Interest Rate Movements	No MTM and Volatility
Alignment	LiquiLoans earns NO Fees/Income till the Investor earns full Capital + Return	100% Alignment, whereby investor's interests are fully safeguarded

# INVESTOR FIRST APPROACH - 100% ALIGNMENT

- LiquiLoans doesn't charge any Entry Load/On-boarding Fees, Recurring Expense Ratio/Transaction Costs which are typically levied in traditional debt instruments.
- If the lender's portfolio's net pre-tax yield is lower or equal to the indicative pre-tax yield (XIRR) of the scheme selected, then LiquiLoans' fees will be Zero i.e. NIL
- **Gross XIRR: 23%+; Current Gross NPA: 0.63%**
- **CRISIL Expected Loss Range: 1.68% - 2.06%**
- **ICRA Expected Loss Range: 0.94% - 1.17%**
- **6x of CRISIL / 11x of ICRA Expected Range: Investor still makes Full Capital + Indicated Yield**

**Scenario\*:** Investor has selected the Indicative Yield/Scheme: Upto 9.50% XIRR

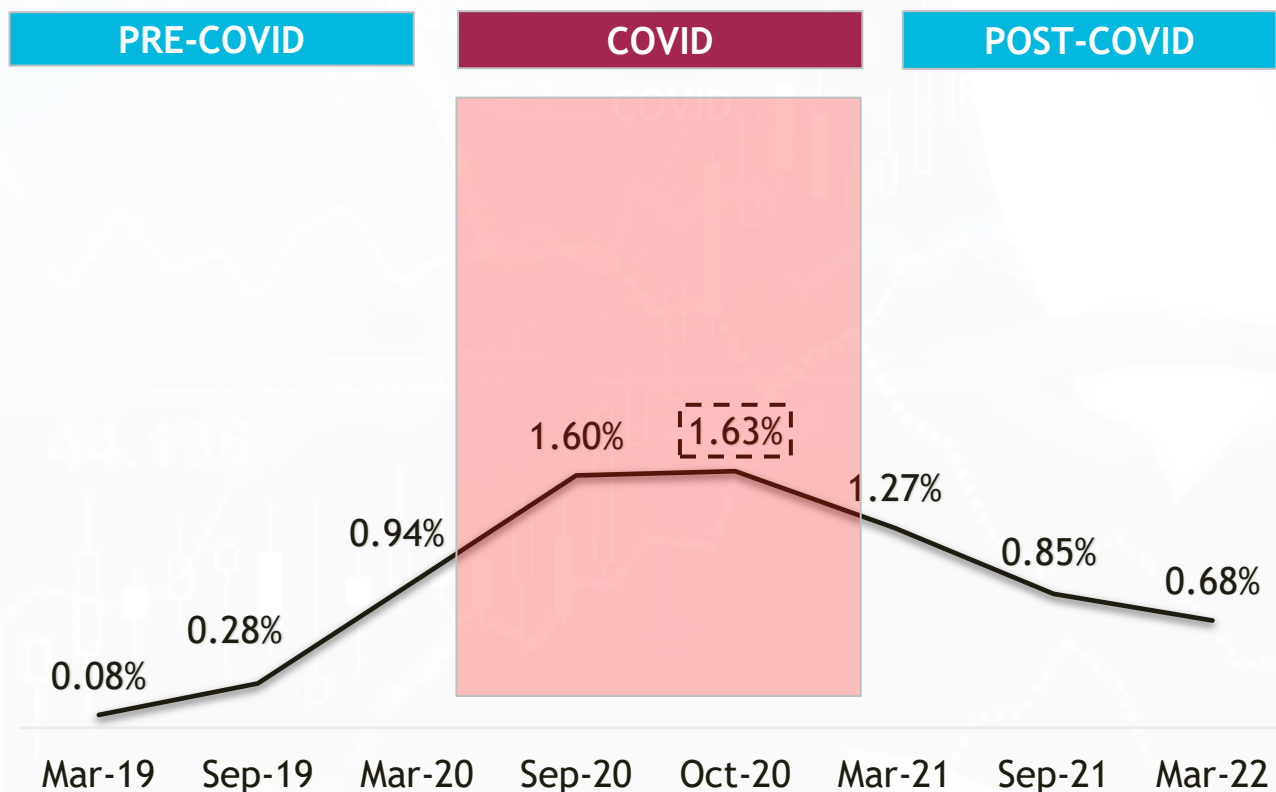
PARTICULARS	CRISIL's Estimated Loss (Higher End)	ICRA's Estimated Loss (Higher End)
TOTAL INVESTMENT	100	100
GROSS YIELD (XIRR) - (A)	23%	23%
NET NPA (%) - (B)	2.06%	1.17%
NET YIELD (XIRR) - (A-B)	23% - 2.06% = 20.94%	23% - 1.17% = 21.83%
INVESTOR's INDICATIVE YIELD (XIRR)	9.50%	9.50%
NET YIELD > INDICATED YIELD	YES	YES
DOES INVESTOR EARN ENTIRE PRINCIPAL AND YIELD	YES	YES
SAFETY MARGIN OVER CRISIL'S & ICRA'S ESTIMATED LOSS	600%	1100%

\*Above mentioned data / calculation is purely indicative. Actual returns may vary. NPA Range is arrived basis final expected loss on Total Disbursements as on 31<sup>st</sup> March 2021

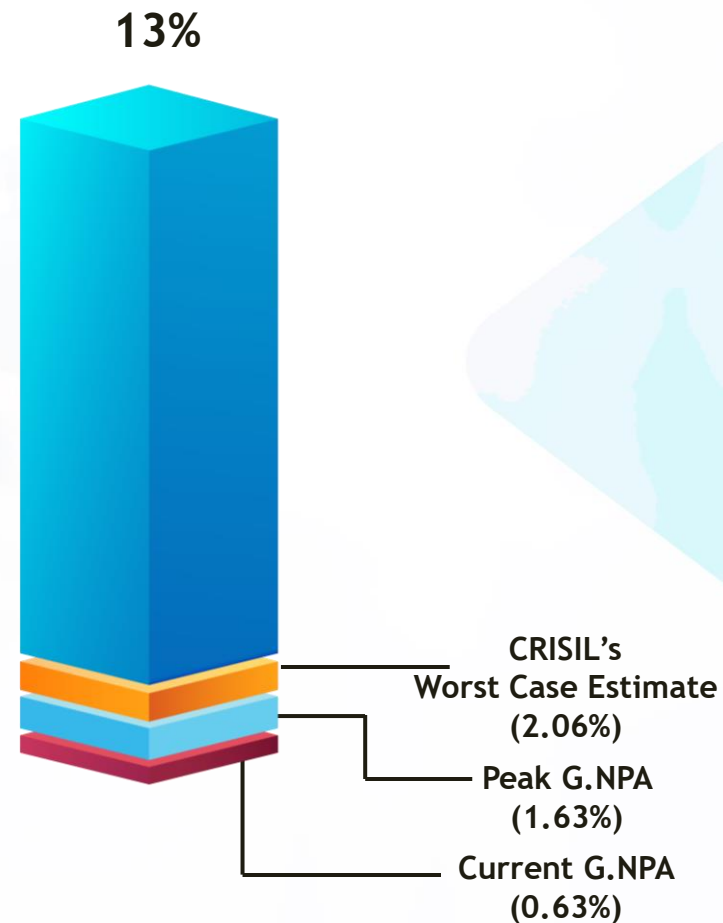


# PERFORMANCE & SAFETY MARGIN

## GROSS NPA TRAJECTORY

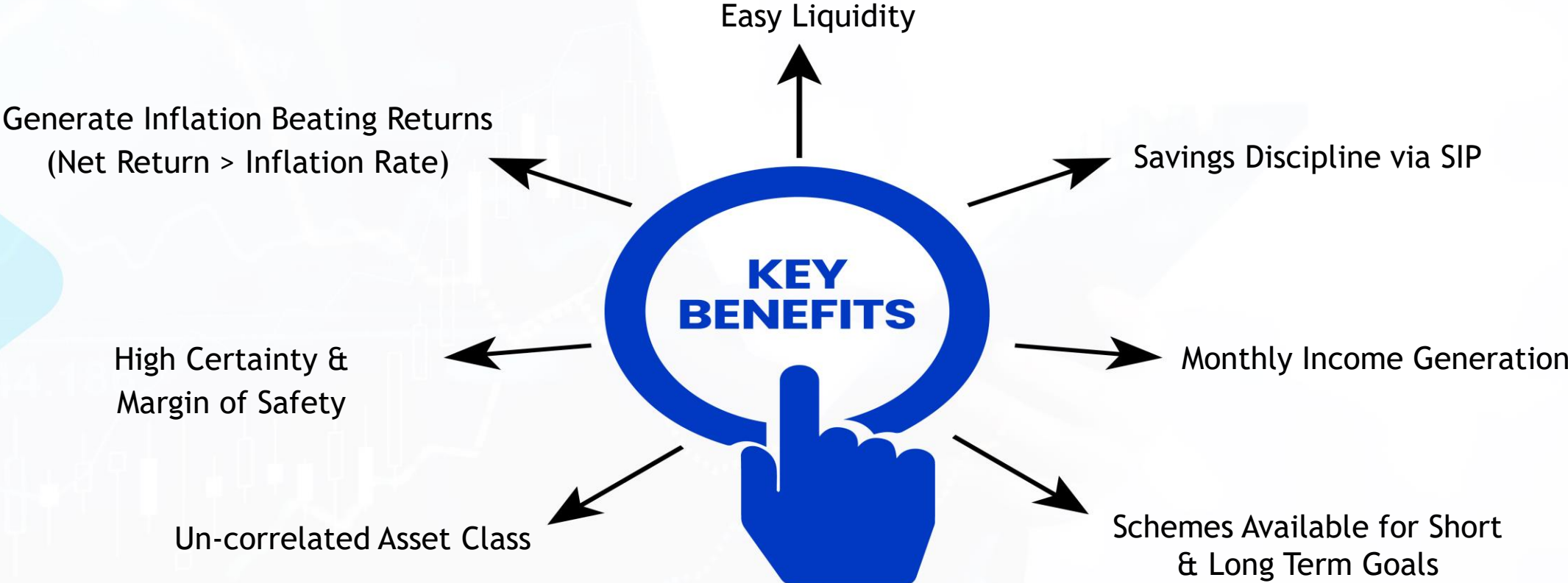


## MARGIN OF SAFETY



**Key Takeaway:** Even in the unlikely scenario of Elevated loss levels estimated by CRISIL, investors shall still earn their capital and the indicative yield. LiquiLoans' fees keeps reducing with increase in NPAs, hence LiquiLoans' shall always endeavour to source the best quality borrowers.

# WHY INVESTORS LIKE US



**SECTION 5**

**PERFORMANCE**



# KEY METRICS - AS ON 31<sup>ST</sup> OCTOBER 2022

Rs. 1898+  
Crs

TOTAL DISBURSEMENTS

0.63%

GROSS NPA

520,000+

TOTAL BORROWERS

100%

WITHDRAWALS HONOURED

100% SUCCESS RATE IN MEETING INDICATED YIELDS

# DISCLAIMERS

Details provided herewith are based on internal data, publicly available information, estimates and other sources believed to be reliable. The information contained herein are strictly confidential and are meant solely for the information of the intended recipient and shall not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of NDX P2P Pvt. Ltd. (LiquiLoans). Any calculations made are approximations, meant as guidelines only, which you must confirm before relying on them. The information contained in this document is for general purposes only. The document is given in summary form and does not purport to be complete. The document does not have regard to specific lending objectives, financial situation and the particular needs of any specific person who may receive this document. The information/ data herein alone are not sufficient and should not be used for the development or implementation of a lending strategy. The statements contained herein may include statements of future expectations and other forward-looking statements that are based on our current views and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Past performance may or may not be sustained in future. Returns are dependent on prevalent market factors, secondary market and credit conditions. Information provided is neither an advice nor a recommendation nor offer or solicitation of an offer. The information contained herein should not be construed as forecast or promise or guarantee or assurance. The contents of this document should not be treated as advice relating to investment, legal or taxation matters. The recipient(s) are not being offered any assurance or guaranteed or fixed returns on their investments. Please note that Past performances are not a guarantee/indicative of future performance. NDX P2P Pvt. Ltd. (LiquiLoans) may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained herewith. NDX P2P Pvt. Ltd. (LiquiLoans) takes no responsibility of updating any data/information in this document from time to time. NDX P2P Pvt. Ltd. (LiquiLoans) nor any person connected with them, accepts any liability arising from the use of this document. The recipient(s) before acting on any information herein should make his/her/their own investigation and seek appropriate professional advice and shall alone be fully responsible / liable for any decision taken on the basis of information contained herein.

# THANK YOU

**MUMBAI OFFICE**  
**NEW DELHI OFFICE**

B-104, "The Qube", 1<sup>st</sup> Floor, Hasan Pada Rd, Mittal Industrial Estate, Marol, Andheri (East), Mumbai 400059.

513, 5<sup>th</sup> Floor, Statesman House, 148, Barakhamba Road, New Delhi - 110001