

Mission Statement

"Our motto is to empowering the no credit access poor with financial support at reasonable cost and in a transparent manner with the help of technology and aim to achieve acceptable returns on our investments."



Small loan big dreams...

Digamber | Finance

DIGAMBER CAPFIN LIMITED is a Rajasthan's first regulated Non-Banking Financial Company (NBFC-MFI) (Company Registered in 1995 providing financial and support services to the marginalized sections in society, particularly to poor rural and urban women. The creation of social value includes poverty alleviation and the broader impact of improving livelihood opportunities through the provision of capital for micro enterprises, and insurance for risk mitigation and consumption smoothing. Systematically, by providing them income generating loans and business development services, DCL reaches out to help these women build productive microenterprises, thereby contributing to the development of sustainable communities.

Focus of the company is on micro finance market only, and specially is on Rural Market which is negligibly explored. Rural poor most of them are landless or marginal land owners dependent upon traditional farming practices. They are more dependent on Monsoon. In absence of Human Capital (Education and relevant skills) their employability in non farming jobs is very low.

ABOUT US:

Organization Name:	DIGAMBER CAPFIN LIMITED
Legal Structure	NBFC-MFI
Microfinance operations	Since 2009
Rating	BWR BBB ⁺ Outlook: Stable
MFI Grading	MFI-2from CARE
Date Of Registration	17.04.1995
Date of Business Com. Certificate	23.07.1996
Date of first Working	14.10.1996
Methodology	On lending to Joint Liability Groups (JLG), Individual

ABOUT BUSINESS: MARCH-18

NUMBERS

States	5
Branches	82
Total Members	146811
Active Loans	107449
Loan Disbursements (Cr.)	268.56
Gross Portfolio (Cr.)	274.78
Debt outstanding (Cr.)	251.94
FD Against Margin (Cr.)	22.33
NOF	52.14
Target Disbursements	375.00

RATIOS

CAR	18.47
Current Ratio	1.61
Leverage (Adjusted)	4.83
Debt Equity (Adjusted)	2.39
OSS (%)	126.55
OCR (%)	6.84
TCR (%)	20.70

ABOUT PRODUCTS

JOINT LIABILITY GROUP LOAN



This type of loan we offer only for women in groups for their Income generating activities.
This is a first time relationship loan
The Group size will be minimum 10 and maximum 20 women

Borrower	Women only
Members:	Min:10 Max:20
Amount	Rs.15000-50000
Tenor	12-48 M/BiW/W
Effective Rate*	22-26 %
Processing fee	1.0 % + GST
Insurance Charge	As Actual
Collateral	NIL

TRADER ONE



This is an individual unsecured loan which we give to men and women both for their expansion in business.
Generally we offer to small shopkeepers who have some inventories in their shops

Both
Min:1 Max: 1
Rs.30000-100000
30-48 M/BiW/W
22-26 %
1.0 % + GST
As Actual
NIL

ABOUT FOUNDERS

RAJIV JAIN MANAGING DIRECTOR B. Sc, M.C.A

Mr. Rajiv Jain, the Executive Chairman of the Company, having 23 years of progressive management experience in finance field. He has been associated with the Company since inception as promoter & responsible for the overall working of the Company and is instrumental in making strategic decisions for the Company & his strategic direction leads to achieve SBI excellence award in 2010.

He is expert in assessing problem situations to identify causes, gather and process relevant information, generate possible solutions, and make recommendations and resolve the problem. His mastery in the mathematic subject for which the institution get the benefits for designing of new finance schemes and financial workflows.

MR. AMIT JAIN EXECUTIVE DIRECTOR B. Sc, LLB

Mr. Amit Jain, Co founder of the company has spent 23 years in the retail finance. His willingness to be flexible, versatile and tolerant in a changing work environment while maintaining effectiveness and efficiency, are the major strength which helped the organization in completing 23 years successfully. He mainly establishes and maintains positive working relationships with others, both internally and externally, to achieve the goals of the organization. Further his inquisitiveness and zeal towards adoption of new technology leads the company towards digitalization & significant over the others. He is active member of **MIFOS Initiatives (USA)** and acting as an advisor in developing **RuPie** app "a brand of Wepact technologies P ltd" for developing world class digital lending platform.

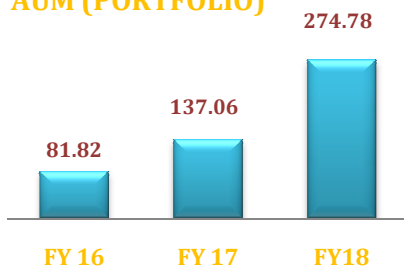
DIGAMBER CAPFIN LTD

(RBI Registered Non-Banking Finance Company-Microfinance Institution)

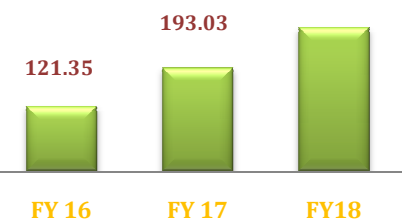
DETAILED INFORMATION

GROWTH IN PORTFOLIO

AUM (PORTFOLIO)



DISBURSEMENT



Particulars	Units	Audited		
		FY 16	FY 17	FY18
Assets Under Management	Rs in Cr	81.82	137.06	274.78
Growth	%		67.51	100.48
Disbursement	Rs in Cr	121.35	193.03	268.56
Increment	%		159.07	139.13
Total Income	Rs in Cr	13.73	27.01	53.95
Growth	%		96.72	99.74
PAT	Rs in Cr	0.55	1.50	8.32
Growth	%		172.73	454.67

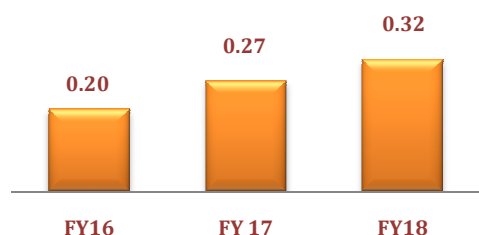
Achievement: The company is able to reduce its per member operational cost which leads to decrease administrative and other expenses.

Operational Expenses

Particulars	Units	Audited		
		FY16	FY 17	FY18
Total Income	Rs in Cr	13.73	27.01	53.95
Growth	%		96.72	99.74
Administrative expenses	Rs in Cr	1.75	3.91	4.70
Increment	%		123.43	20.20
Employee benefit exp	Rs in Cr	3.55	6.34	8.95
Increment	%		78.59	41.17

Significant growth of 99.74% in total income along with moderate increment in various costs in March, 2018 signifies that DCL is able to reduce its per borrower cost day by day. The basic rational behind this is after demonetization DCL started to disburse higher amount of loan to the existing clients having good past track record instead of new clients. Although, we are disbursing loans to new clients also only after satisfying with their sufficient cash flow through their income generating activity and with lower amount of loan as compared to our existing clients.

AVERAGE LOAN SIZE



Particulars	Units	Audited		
		FY16	FY 17	FY18
Disbursement	Rs in lacs	12135	19303	26856
New borrowers during the period	In no's	60136	71477	83306
Average loan size	Rs in lacs	0.20	0.27	0.32

KEY RATIOS

Particulars	Audited		
	FY16	FY 17	FY18
Operating self sufficiency % (OSS)	108.55	110.14	126.55
Operating cost Ratio % (on average of AUM) (OCR)	8.67	9.68	6.85
Total cost Ratio % (on average of AUM) (TCR)	19.86	22.40	20.70
Capital adequacy Ratio (CAR)	17.20%	18.65%	18.47%
Adjusted leverage ratio	5.38	4.96	4.83
Adj. Debt equity Ratio	0.89	0.99	2.39
Current Ratio	1.38	1.43	1.61

GROWTH IN OPERATIONAL TERMS

Particulars	Unit	Audited		
		FY 16	FY 17	FY18
States	No's	6	5	5
District	No's	32	38	41
Branches	No's	61	71	82
No. of Active JLGs	No's	6431	8730	14507
Total no. of borrowers	No's	87988	103902	146811
No. of active Borrowers	No's	67523	91798	107449
Total Staff	No's	356	397	563

The loan portfolio of DCL is fully diversified with concentration in 5 states as on March 31, 2018. The company has increased penetration by way of increased branch network in Rajasthan, Madhya Pradesh, Gujarat, Haryana and Karnataka.

EXPANDING RESOURCE PROFILE AND ABILITY TO RAISE FUNDS AT REGULAR INTERVALS:

The company has already started diversifying its resource base by way of raising long term debt and Tier II capital. These borrowings, together with cash generated from operations, are used for lending operations. The company's excellent fund management ensured a very comfortable funding position at all times, ably supporting the massive growth in business volumes during the year.

(Rs in Crs)

Name of Lender	Facility Type	Amount Sanctioned 31.03.2018	Amount Disbursed 31.03.2018	O/s Amount 31.03.2017	O/s Amount 31.03.2018
SBI	CC	40.00	40.00	39.33	24.30
SBBJ	CC	20.00	20.00	16.52	17.17
PNB	CC	25.00	25.00	24.38	15.03
IDBI	TL	2.00	2.00	1.17	0.16
UCO Bank	TL	25.00	25.00	15.00	20.53
Bank of Baroda	TL	10.00	10.00	-	8.29
Union Bank of India	TL	15.00	15.00	-	13.13
Indian Bank	TL	15.00	15.00	-	13.67
Funding From Public sector banks (A)		152.00	152.00	96.40	112.28

HDFC Bank Ltd	TL	5.00	5.00	-	5.00
Capital Small Finance Bank	TL	10.00	10.00	-	10.00
Funding From Private sector banks (B)		15.00	15.00	-	15.00
MUDRA	TL	5.00	5.00	3.04	0.44
MAS financial Services Ltd	TL	52.50	52.50	14.20	35.87
Capital First Ltd	TL	37.00	37.0	5.83	30.45
Muthoot Capital Services Ltd	TL	10.00	10.00	10.00	16.73
OIKO CREDIT (NETHERLAND)	TL	5.00	5.00	2.50	2.50
Hinduja Leyland Finance Ltd.	TL	5.00	5.00	-	14.23
Mahindra Finance Ltd	TL	10.00	5.00	-	4.42
Moneywise Financial Service Ltd	TL	10.00	10.00	-	9.80
Centrum Financial Services Ltd	TL	10.00	10.00	-	10.00
Funding from Fls (C)		144.50	139.50	35.57	124.44
Total funding (Banks & Fls) (A+B+C)		311.50	306.50	131.97	251.72

FUNDING IN THE FORM OF QUASI CAPITAL/SUB DEBT:

In order to make balance in Debt funding and owned fund, DCL has raised subordinate debt to the tune of 10.00 Cr with aggregate of Rs 15 Crs to support liquidity requirement taken as tier II capital as per RBI guideline from Mas finance and Capital first ltd repayable at the end of 84th month as per terms specified in its loan documents. Normalizing for subordinate debt as equity at the end of the year, would further strengthen the debt equity.

Apart from above, DCL has raised its share capital by subscribing Rs 5.14 Cr (including premium) of this 60.06% has been allotted under promoters & relative's category. Further SIDBI has invested Rs.3 crore in the company by subscribing to 9% Optionally Convertible Preference Shares in the FY 15. . Additionally expected internal accruals forming part of tier I capital is higher over previous year because of constant decline in operational cost. As per financials of March 2018, operating cost ratio of the company was 6.85% as compared to 9.68% in March 2017

Particulars	Units	FY 2015	FY 2016	FY 2017	FY2018
A. Share Capital	Rs in Cr	4.56	4.89	6.31	8.08
B. Reserve & Surplus	Rs in Cr	4.18	5.24	9.96	22.51
C. Share Application Money	Rs in Cr		0.34	1.19	0.00
Tier I (A+B+C)	Rs in Cr	8.74	10.48	17.46	30.59
D. Optionally Convertible	Rs in Cr	3.00	3.00	3.00	3.00
E. Subordinate Debts	Rs in Cr	0.00	0.00	5.00	15.00
F. Long Term Provision (Provision for Portfolio)	Rs in Cr	0.54	1.01	1.56	3.55
Tier II (D+E+F)	Rs in Cr	3.54	4.01	9.56	21.55
Total	Rs in Cr	12.29	14.49	27.02	52.14
Increment	%		17.91	86.47	92.97

LATEST SHAREHOLDING PATTERN:

Particulars	No of shares	% of shareholding
Director & Promoters	4000634	49.48%
Relatives	2624265	32.46%
Friends & Others	1460031	18.06%
Total (Equity Capital)	8084930	100.00%
OCPS from SIDBI	3000000	100
Total (Equity + OCPS)	11084930	

NEW ACHIEVEMENT& PROGRESS TOWARDS TECHNOLOGY/ DIGITALIZATION:

DCL has given loan to the customers only those having banks accounts; we educate and help them in opening of bank accounts by promoting the “JAN DHAN SCHEME” of GOI. Company has funded more than 2,00,000 bank accounts in just a less than two and half years. Today our customers may deposit their SBNs in their bank accounts and give the EMI through bank transfers, cheque etc, also we will start piloting the collections through NACH and some AADHAR based POS systems.

AWARDS AND ACCOLADES

- (a) Eco-Technology Savvy NBFC-MFI Award– Winner under NBFC-MFI Category FROM **SHRI SURESH PRABHAKAR PRABHU, HON'BLE MINISTER OF RAILWAYS, Government of India** conducted by Chamber of Indian Micro, Small & Medium Enterprises (CIMSME)
- (b) Company was given Certificate of Excellence (SBI Excellence Awards-2010) by SBI on 10.06.2010 for their outstanding contribution in supporting JLGs in association with SBI.