



**PLANIFY**

## FINO Paytech

### Stock Data

Market Cap (in Cr.)	98.4
Outstanding shares	9,84,12,361
Face Value	Rs.10

### TOP SHAREHOLDERS

	<u>%</u>
Bharat Petroleum Corporation Limited	28.89
ICICI Prudential Life Insurance Company Limited	11.51
Blackstone GPV Capital Partners (Mauritius) VI-B FDI Limited	7.63
HAV 3 Holdings (Mauritius) Limited	7.58
International Finance Corporation	6.68

### Board Of Directors

<u>NAME</u>	<u>DESIGNATION</u>
Mr. Ashok Kini Chairman	Non-executive Chairman & Independent Director
Dr. Anjana Grewal	Independent Director
Mr. Alok Gupta	Nominee Director of Hav 3 Holdings (Mauritius) Ltd.
Mr. Amit Jain	Nominee Director of Blackstone
Mr. Pramod Sharma	Nominee Director of Bharat Petroleum Corporation Limited

FINO Paytech, founded in 2006, is a business and banking technology platform combined with an extensive services delivery channel. The company has emerged as a thought leader, innovator and implementer of technology Solutions for institutions like banks, micro finance institutions, government entities and insurance companies.

FINO paytech is the largest business correspondent in India. The company is incubated with ICICI Bank. They have a great client base including 19 Banks, 7 Insurance companies, 12 state Govt, MFI etc. They have Investors like LIC, Blackstone and tie ups with OLA, Thomas Cook, Snapdeal, Yatra etc. In 12 years, the company has touched the lives of over 78 million customers through over 28,000 transaction points in 499 districts across 28 states in India.

On 31<sup>st</sup> March 2017, Fino Paytech received its final license from RBI, all set to launch Fino Payments Bank and the bank started its operations from June 2017.

India Ratings has a IND BBB /Stable rating outstanding.



PLANIFY

## Timeline

- 2006 – Fino paytech started as payments technology company
- 2008 – Launched various Benefit Transfer services
- 2011 – initiated its lending business
- 2014 – Launched Domestic money transfer services
- 2015 – Forayed into Retail Business through Fino money mart
- 2017 – Launched Fino Payment bank in 2017



PLANIFY

## Products & Services

FINO Plus

- Deposits & Investments

FINO Saral

- Credit

FINO Tijori

- Automated Micro Deposits

FINO Tatkaal

- Remittances

FINO Sure

- Insurance

FINO Sayana  
Ravi

- Financial Advice

FINO Parichay

- Financial Identification



PLANIFY

## Financial Highlights

<u>PARTICULARS (In Rs.cr)</u>	<u>2018*</u>
Revenue	377
Y-O-Y growth	12.3%
Total Equity	356
Total Assets	1186
Borrowings	330
Book Value per share	36

\*consolidated



## Growth Drivers /Top Reasons to invest

- The company counts on strategic investors including ICICI Bank, LIC and BPCL, while Blackstone, Intel Capital and IFC are among the financial investors.
- FINO is the largest business correspondent that has touched over 78 million customers through over 30,000 transaction points in 499 districts across 28 states in India.
- FINO's revenue growth , FY 2016-2018 , grown from 254 Cr. to 377 Cr., an absolute growth of 49% and CAGR of 22%.
- The technology platform was chosen by UIDAI to demonstrate the tech enabled payment mechanism at the national launch of Aadhaar-based service delivery.
- Fino Bank is now looking to leverage its partnerships and cross-sell more third-party products such as two and three-wheeler loans, affordable home loans and commercial vehicle loans.
- The bank has 422 branches and more than 25,000 access points across 14 states. It is planning to add more 100 in this fiscal.
- The bank clocks transactions worth Rs.200 crore a day, up from Rs.50 crore at the time of its launch in 2017.
- The bank has a target to open 20 lakh accounts by March 2019 and plans to roll out 10,000 plus micro- ATMs.
- India Ratings has a IND BBB /Stable rating outstanding on Fino Paytech Limited.



## Awards & Recognition

2016   2013   2012   2011   2010   2009   2008   2007

**Skoch New Economy Awards 2016:** Fino Paytech's Aadhaar-based project won the 'Order of Merit Award' as one of the Top 100 Projects in India at the Skoch New Economy Awards, 2016.

**SABRE Award South Asia 2016:** Fino PayTech's PFMS FL Project (BIHAR), a joint venture project with World Bank India, was awarded the SABRE Awards South Asia in the Financial Communications category in 2016.

Fino PayTech was also awarded the Certificate of Excellence under the Government/Public Sector category for the same project.

2016   2013   2012   2011   2010   2009   2008   2007

**TA Leadership League Awards 2013:** This is an initiative of *People Matters*, a leading knowledge and media platform in the Human Resources domain. Fino Paytech stood at the second place among the three finalists in "Best in Technology and Talent Analytics Award" category.

**CFO 100 Roll of Honour Award 2013:** Rishi Gupta was awarded this title in 'Winning Edge' in the Raising Capital/Fund Management category (revenues below Rs. 1,000 crores)



PLANIFY

## Media Buzz

### **SoftBank, Temasek & PE eye 33% stake in FINO**

Japan's SoftBank is one of the most aggressive tech investors in India, armed with its \$100 billion vision fund. It has stakes in most high-growth internet and technology firms in India, including Flipkart and Ola.

**Financial services firm Fino Paytech is targeting to raise up to Rs.250 - 300 crore in equity** for expanding its flagship payments bank and also the non-bank finance business. The Funds will be raised through a private placement of shares, which will involve fresh issue of equity shares to investors .

### **For More Details:**

#### **Planify Consultancy India Pvt Ltd.**

Plan your money, Plan your life  
: [help@planify.in](mailto:help@planify.in)  
: +91-70-6556-0002  
: [www.planify.in](http://www.planify.in)  
: 91 Spring Board, Plot 23 Sector 18 Maruti Industrial Development Area,  
District - Gurugram, Haryana 122015, India



PLANIFY

Investment in unlisted/PRE IPO shares have the potential of giving high returns, they are also accompanied but higher risk due to a variety of reasons. Investors need to exercise caution while investing in Unlisted/PRE IPO companies. Generally, they should have a minimum time horizon of 3 years and should not allocate more than 50% of their equity in Unlisted/PRE IPO Shares. All facts and figures taken from the shareholders report available in public domain