

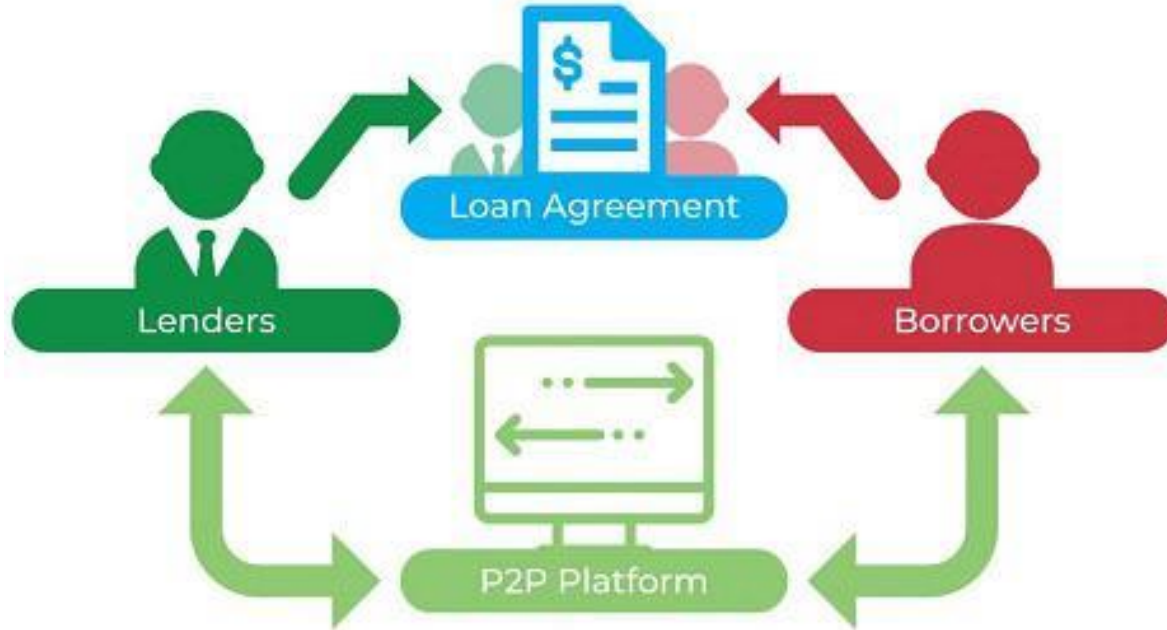
P2P Lending Platforms

CA Dinesh Tejwani

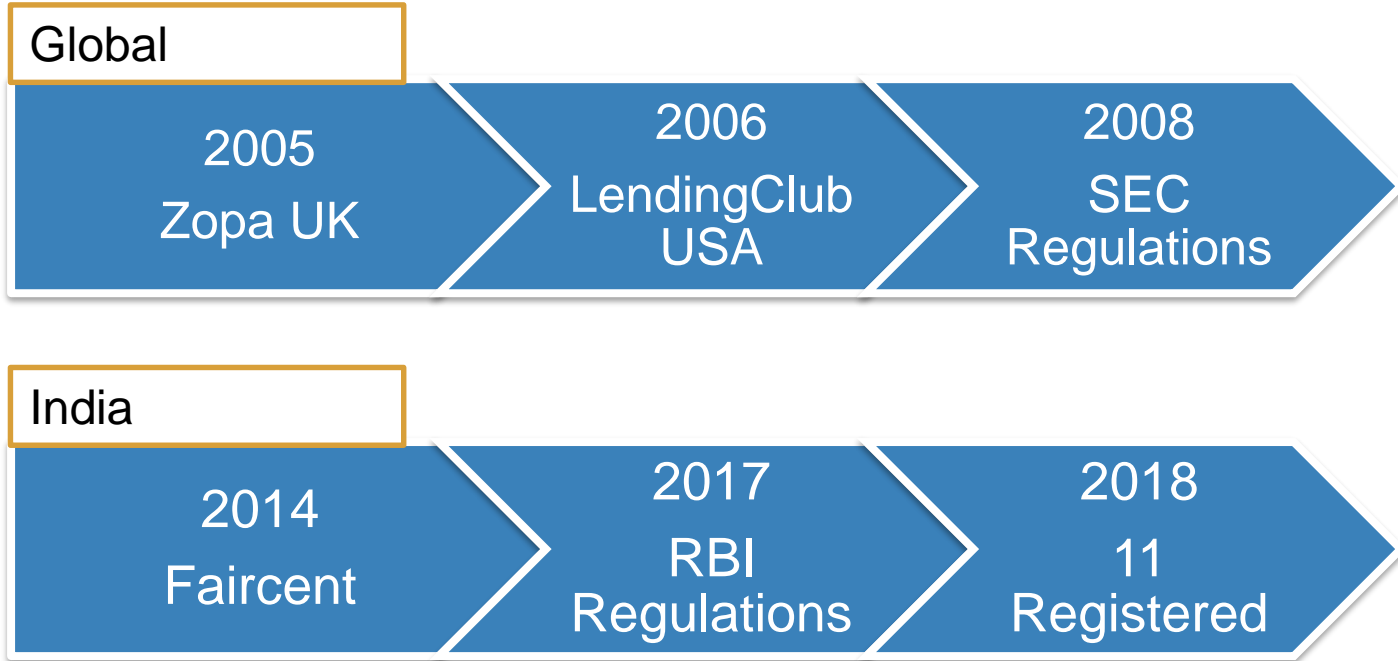




How P2P Lending Works?



Origin



Regulations

- Non-Banking Financial Company – Peer to Peer Lending Platform (Reserve Bank) Directions, 2017.
- Registration Mandatory as NBFC-P2P
- Only Companies incorporated in India
- Necessary technological, entrepreneurial and managerial resources
- Adequate capital structure to undertake the business

What NBFC-P2P Can Do

- Undertake due diligence of participants
- Undertake Credit Assessment and Risk Profiling of Borrowers
- Undertake Loan documentation
- Provide assistance in disbursement and repayment of loan
- Render recovery services

What NBFC-P2P Cannot do

- Raise deposit
- Lend on its own
- Provide credit guarantee
- Provide Secured Loans
- Permit international flow of funds

Prudential Norms

10 Lakhs

Max Lending by a
Lender

10 Lakhs

Max Borrowing by a
borrower

Rs. 50000

Exposure to single
borrower

36 Months

Max Maturity Period

List of Approved NBFCs as at Dec 2018

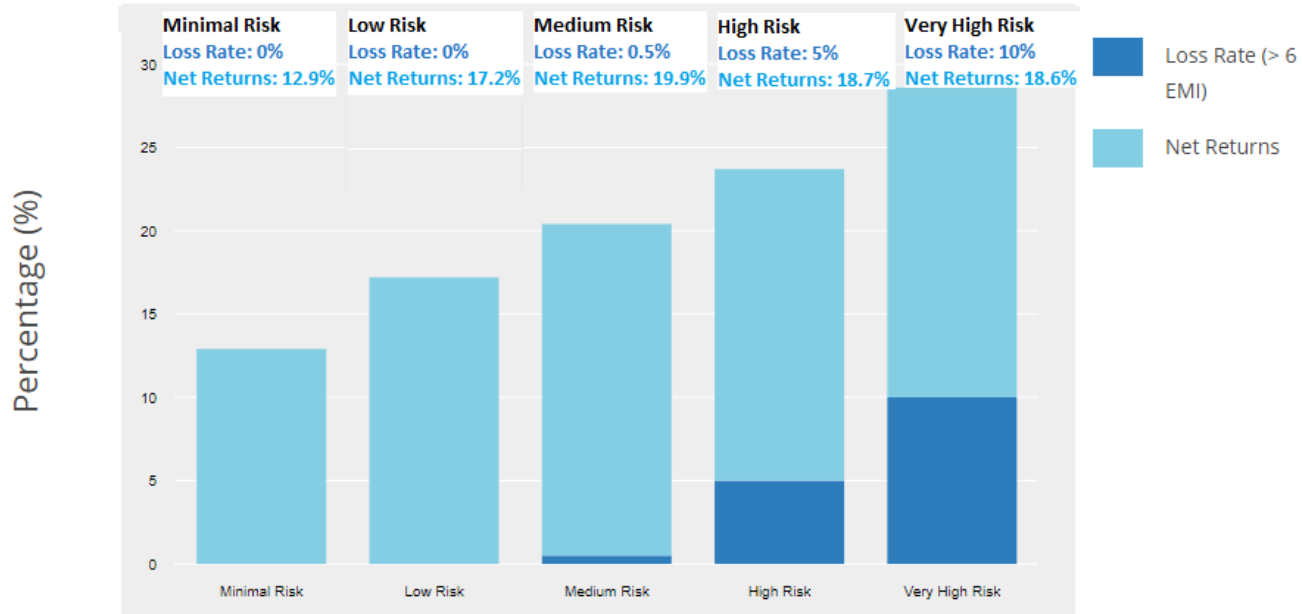
| | |
|--|---|
| Bigwin Infotech Pvt Ltd (NBFC - P2P) | PaisaDukan.com |
| Bridge Infotech Solutions Pvt Ltd | Finzy.com |
| Etyacol Technologies Private Limited | CashKumar |
| Fairassets Technologies India Pvt Ltd | FairCent |
| Fincsquare Fintech Private Ltd | Fincsquare.com |
| Innofin Solutions Private Limited | LenDenClub |
| Luharia Technologies Private Limited | AnyTimeLoan.in |
| Monexo Fintech Private Limited | Monexo.co |
| NDX P2P Private Limited | LiquiLoans |
| Ohmy Technologies Private Ltd (NBFC - P2P) | OMLp2p.com |
| RNVP Technology Private Limited | https://www.i2ifunding.com |

Indian Market : Estimates

- Total Market Size Estimates Vary at Rs. 200-1500 Crore
- For 2019 Loan disbursal is expected to be 1000-1500 Crores
- Faircent has 40% market share. Disbursing 600 loans every month. Growth in 2018 is 5X over 2017

Sample Risk Reward

Investment Returns



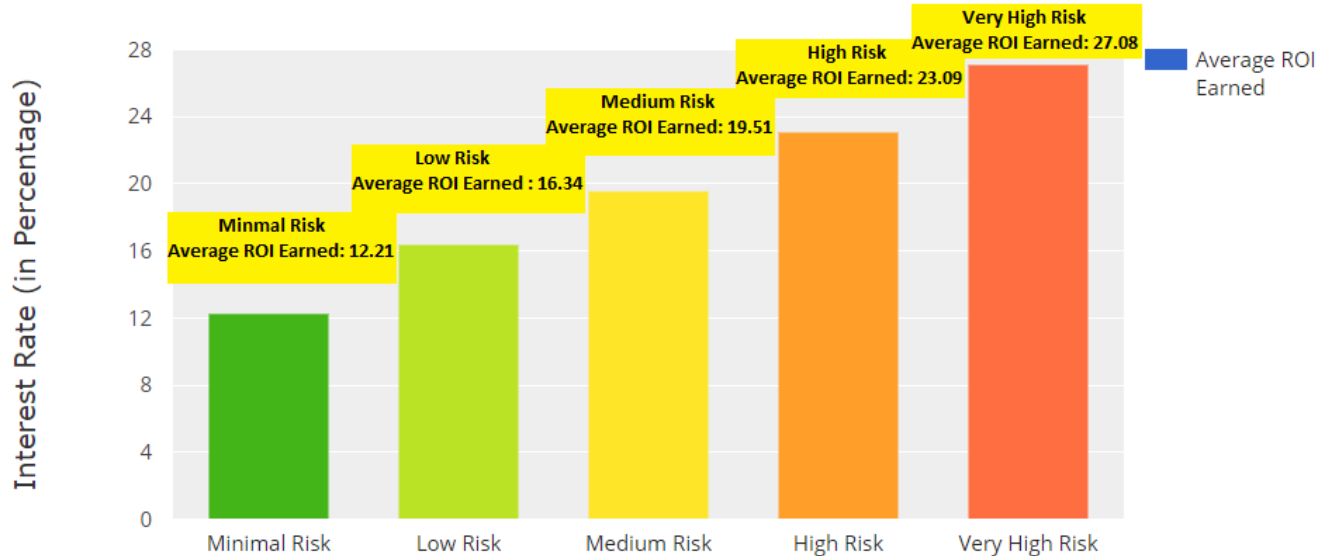
Sample Risk Reward

Loan Details by Risk Bucket

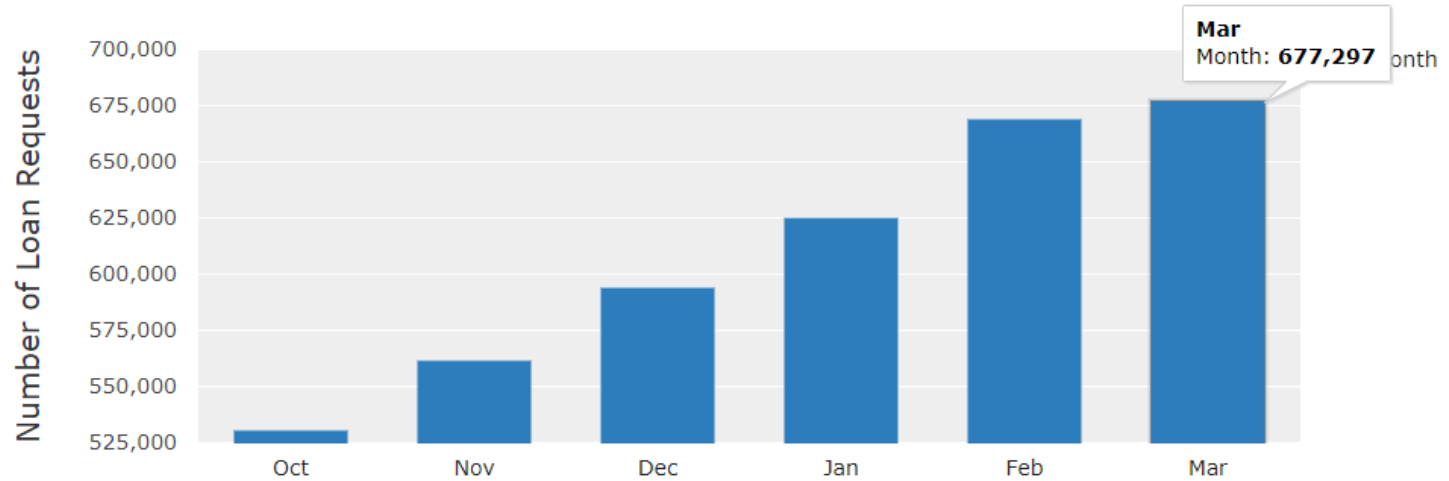
Loan Amount Proposed

Average Loan Tenure

Average ROI Earned



Loan Requests by Month



NPA Rates

1.38%

HDFC

10.91%

SBI

2.41%

Bandhan Bank

5.4%

FairCent

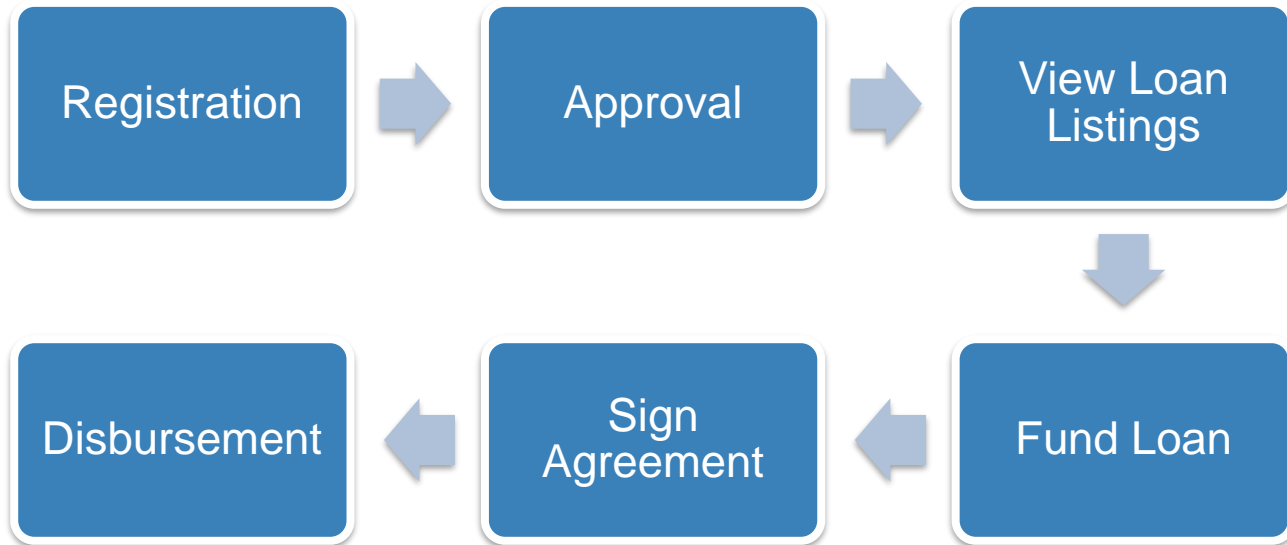
3.7%

CashKumar

3.2%

LenDenClub

Lending Process







Thanks!

Any questions?

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