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# UNLOCKING GROWTH

Mapping the Co-Lending Ecosystem





**Mr. Jyoti Prakash Gadia**

Managing Director  
Resurgent India Ltd

## MESSAGE FROM RESURGENT INDIA

The co-lending model (CLM), fostering collaboration between banks and NBFCs, marks a ground-breaking shift in India's lending landscape. By bridging the strengths of banks and NBFCs, the RBI's co-lending model paves the way for more inclusive finance, targeting the heart of India's economic growth in underserved sectors.

Research indicates that banks with a higher branch-to-asset ratio tend to achieve a greater share of priority sector lending, as an extensive branch network enables them to deliver credit more effectively at the grassroots level. Co-lending leverages this advantage, enabling banks to extend their reach more cost-effectively by partnering with NBFCs, which often have well-established connections and expertise in specific regions.

In co-lending, optimizing sourcing, underwriting, and credit assessment hinges on seamlessly aligning data flows and risk criteria between lenders, ensuring swift and informed decision-making while minimizing overlaps and inefficiencies. Yet, with only about 25% of banks currently collaborating with fintech firms for sourcing, underwriting, credit assessment, etc. in co-lending proposals, the space remains wide open for growth and greater adoption in the near future. By onboarding fintech partners for underwriting, proposal screening, and other appraisal processes, banks can not only reduce costs but also leverage advanced analytics to improve decision accuracy and speed.

NBFCs have indicated that, in the absence of the CLM, they would still choose to finance the same borrowers independently, leveraging their own capital. These firms express confidence in their rigorous customer selection and due diligence practices. However, some NBFCs observe that banks exercise heightened selectivity throughout the CLM process, starting from underwriting. Consequently, high-risk borrowers are often financed solely by NBFCs, either due to preference or as a result of the banks' cautious approach to risk sharing under the CLM framework. Banks and NBFCs could benefit from clearer underwriting criteria within the CLM to strengthen collaborative credit assessment.

For NBFCs, adopting a long-term perspective on co-lending partnerships with banks can support the model's growth in the Indian market. While NBFCs sometimes turn to CLM during periods of tighter liquidity, establishing these partnerships as a consistent approach can create a more sustainable and collaborative lending ecosystem.

This report encourages banks and NBFCs to view co-lending as a strategic advantage, aligning resources to expand credit access sustainably and efficiently. I hope it will also spark a shift towards leveraging each other's strengths to unlock new financing avenues for underserved sectors.

"Co-lending is an innovative financial approach that harnesses the combined strengths of banks and NBFCs to broaden credit access, particularly for underserved MSMEs. This collaborative model not only provides a more extensive reach for financial inclusion but also enables each institution to leverage its unique strengths: banks contribute lower-cost capital, while NBFCs offer specialized local expertise and flexibility, particularly in reaching non-traditional borrowers. By distributing both funding and risk, co-lending offers a sustainable and scalable solution to bridge the credit gap for MSMEs.

In India, where MSMEs are the backbone of economic growth, co-lending has emerged as a crucial tool for empowering these enterprises with the tailored financing they need to modernize, expand, and thrive. Over 6.3 crore MSMEs drive substantial contributions to GDP and employment, making it essential that they have accessible, flexible financial products. Technology has further bolstered co-lending's potential, enhancing loan processing speed, efficiency, and risk management through digital platforms, data analytics, and automated systems. This ensures MSMEs receive faster approvals and customized loan options, allowing them to stay competitive and resilient.

At UGRO Capital, we identified early on the transformative potential of co-lending for the MSME sector and have since pioneered this model in India. We are now one of the country's largest co-lenders in the MSME space, with over 45% of our assets under management (AUM) driven by co-lending partnerships. Through our data-driven approach, we have built strong alliances with banks to simplify, scale, and expedite lending for MSMEs, disbursing an average of ₹500 crore monthly. This commitment to co-lending underscores UGRO Capital's dedication to driving financial inclusion and economic empowerment.

I would like to extend my heartfelt thanks to the Association of Financial Advisors of India (AFAI) for hosting this National Co-Lending Summit. Such forums are vital for bringing together industry leaders and fostering meaningful dialogue on co-lending's impact and future. Given the pressing need to expand MSME credit access, this summit is both timely and crucial, allowing us to collaborate, exchange insights, and set the stage for continued innovation and growth in India's co-lending ecosystem."

A handwritten signature in blue ink, appearing to read 'Shachindra Nath', with a long horizontal line extending to the right.

**Shachindra Nath**  
**Founder & MD**  
**UGRO Capital**

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**Mr. Ashish Agrawal**

Director  
Resurgent India Ltd  
&  
Founding Member, AFAI

## MESSAGE FROM RESURGENT INDIA

Since the Reserve Bank of India introduced the co-lending model, it has unlocked new pathways to enhance credit flow for underserved and priority sectors, such as MSMEs and affordable housing. For financial institutions, this model presents a transformative approach to meeting priority sector lending mandates while tapping into markets that may have been challenging to access independently.

Despite its promise, co-lending faces notable hurdles stemming from operational differences between banks and NBFCs. Variances in underwriting practices, technology integration, and risk assessment create friction, compounded by a trust gap that arises from asymmetrical information on borrower quality. Each institution brings unique expectations, with banks often exercising caution toward NBFC-sourced borrowers, which can result in higher rejection rates and disrupt collaborative efforts. Resolving these operational challenges is essential for the co-lending model to fully realize its potential.

Furthermore, non-discretionary lending models, like co-lending, are often perceived as riskier than traditional, discretionary lending strategies. This perception is rooted in the complexity of shared risk frameworks and the inherent uncertainty in managing multi-party loans.

For co-lending to thrive, banks must gain a deeper understanding of NBFC appraisal methodologies and analytics frameworks. By aligning with the core metrics and analytics NBFCs utilize, banks can foster confidence in these partnerships, strengthening collaboration over successive lending cycles.

Co-lending in India represents more than just a financial arrangement—it's a collaborative movement to close the country's credit access gap. With strengthened trust, policy support, and technological advancements, co-lending is poised to become a foundational pillar in India's lending ecosystem.

I hope this report will advance the adoption of co-lending, fostering greater collaboration between banks and NBFCs, and help initiate a constructive dialogue on overcoming operational barriers in India's co-lending landscape.



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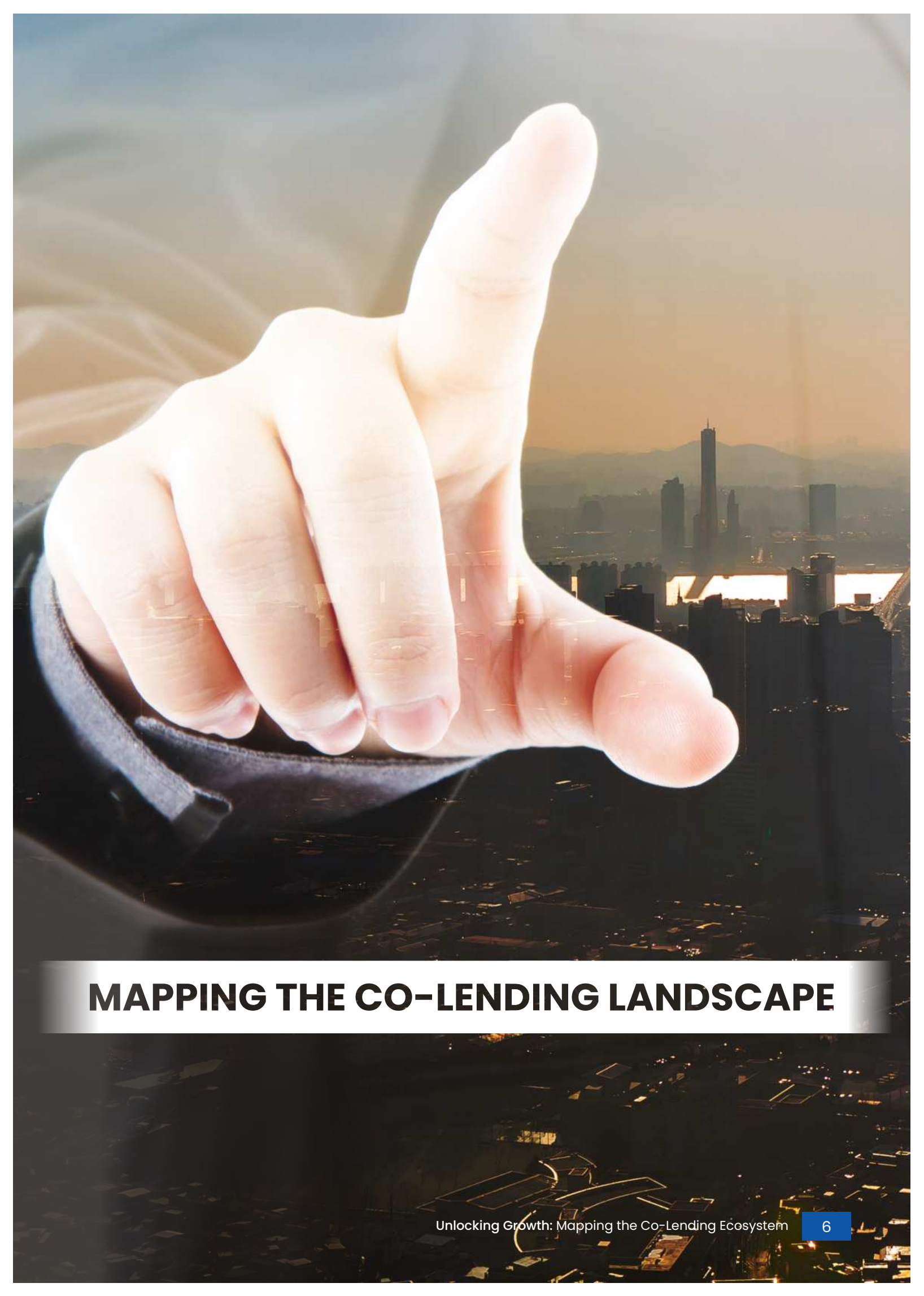
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# MAPPING THE CO-LENDING LANDSCAPE

The co-lending model (CLM) is widely acknowledged for its effectiveness in fostering strategic collaborations among diverse lending partners and enhancing credit accessibility for underserved segments of the country. RBI's CLM guidelines mandate both banks and NBFCs to have a board-approved policy, setting out the broad framework, basis which banks and NBFCs enter into co-lending arrangements.

The potential of the co-lending model to transform the priority sector is substantial. By enhancing customer reach and harnessing the technological advancements of NBFCs, this model enables end users in remote locations to access credit. Coupled with the robust financial backing from banks, it could fundamentally reshape the lending and borrowing market within the priority sector.

After more than five years since the model was introduced, co-lending assets under management (AUM) of NBFCs are nearing Rs 1 lakh crore. Over the medium term, the growth momentum is projected to remain robust, with an annual increase of 35-40%, driven by growing interest from both NBFCs and banks.

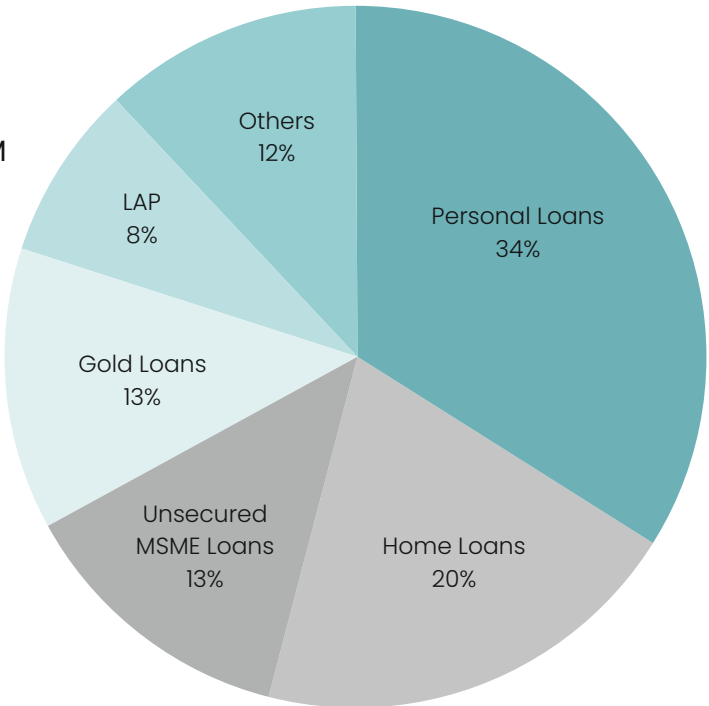
However, in the near term, co-lending is not projected to significantly impact AUM levels. According to a survey by ICRA, only around 20% of NBFCs anticipate that their co-lending/fintech partnership portfolios will exceed 15% of the total AUM by March 2025.

Since the COVID pandemic, MSME lending through CLM has seen notable momentum. Early challenges, such as gaining market acceptance and the absence of unified technology platforms to manage co-lending workflows, have largely been resolved. Today, a range of integrated platforms are available, and most major banks have adopted these systems to support and scale their co-lending operations.

Co-lending is poised for significant success, primarily because, unlike on-lending—where commercial banks have minimal control—banks in the Co-Lending Model (CLM) share both risk and returns. With the model being relatively new, many banks are eager to understand how their portfolios will perform under this framework.

While on-lending minimizes operational risks, it often fails to achieve scale. Additionally, on-lending offers simplicity and speed, as NBFCs retain full control over the credit policy. In contrast, co-lending is a long-term, collaborative arrangement, where nearly every aspect is jointly managed. The core factors determining the viability of the CLM are loan servicing and the strength of the partnership.

Composition of co-lending AUM (as on December 31, 2023)



Source: CRISIL Rating

The effectiveness of the CLM hinges significantly on the ability of NBFCs to identify and source credible borrowers. However, according to a CRISIL study of around 100 NBFCs, representing over 90% of the sector's AUM, only about one-third of these NBFCs currently have active co-lending books. Among the existing co-lending portfolios, personal loans account for approximately one-third of the total AUM, followed by housing loans at around 20%. Unsecured MSME loans and gold loans each represent about 13%, while secured MSME loans (including loans against property) and vehicle loans make up the remaining.

Divergent risk perspectives and resource needs have shaped participation and preferences in the co-lending landscape.

### Risk Perception and Collaboration

Divergent risk perceptions between lending partners create friction in collaboration, particularly when assessing and pricing risks like NPAs. Effective co-lending demands precise risk calibration and seamless coordination, both of which remain underdeveloped in many partnerships, limiting the model's scalability and efficiency.

### Participation Trends in Co-Lending

Larger NBFCs, which have access to alternative funding sources, have been less inclined to participate in co-lending. As a result, demand for co-lending primarily comes from mid and small-sized NBFCs, along with a few large non-deposit-taking NBFCs. However, as banks tighten liquidity, larger NBFCs may increasingly turn to the co-lending model.

### On-Book vs. Off-Book Preferences

The choice of on-book or off-book lending is influenced by each institution's capital needs. Larger NBFCs often prefer on-book AUM, while smaller NBFCs opt for off-book due to capital constraints. Notably, interest in co-lending among smaller players is growing, particularly as they look for ways to meet their capital needs.



# Navigating The Complexities And Hurdles Of Co-lending

According to a 2023 report, “Asymmetric information and market failure in Bank-NBFC Co-Lending Model<sup>1</sup>,” authored by the economist Bibekananda Panda, commercial banks have, on average, formed partnerships with seven non-banking financial companies under the Co-Lending Model. In contrast, private banks have onboarded a comparatively smaller number of non-banking financial companies, indicating a significant potential for expansion in this area.

The co-lending model, designed to combine the strengths of banks and NBFCs, appears logical: Banks hold vast amounts of capital, while NBFCs have a strong on-ground presence and expertise in niche sectors. However, in practice, several trust issues between these entities have stunted the potential growth of the model.

1. <https://iibf.org.in/documents/Final-Research%20report.pdf>

## Conservative Lending Practices of Banks

Banks, being risk-averse, focus on secured loans and are cautious about unsecured lending, especially in high-risk segments where NBFCs thrive. This conservative stance limits their co-lending engagement.

## Risk Mitigation and Operational Rigidity

Banks often enforce strict stress-trigger thresholds in co-lending for risk management. While necessary, this restricts the flexibility that NBFCs, with their niche-market expertise, typically bring, highlighting differing risk philosophies. Banks and NBFCs need to co-create a tiered risk model with thresholds calibrated according to the market performance data risk metrics unique to each niche market.

## High Proposal Rejection Rate

According to the 2023 report, banks reject an average of 24% of co-lending proposals from NBFCs due to stricter underwriting criteria and missing documents, reflecting divergent approaches.

According to the report, banks cite several key reasons for rejecting CLM proposals. Misalignment in standards and documentation has hindered effective co-lending partnerships between NBFCs and banks.



### Deviation from Agreed Standards

Many proposals submitted by NBFCs/HFCs do not align with mutually agreed-upon norms.

### Borrower's Low Credit Score

A significant number of borrowers fall below the bank's minimum CIBIL score threshold.



### Lack of Credit Appraisal Memo (CAM)

Critical evaluation documents like CAM are often missing from proposals.


### Incomplete or Inadequate Documentation

Essential details, such as justifications for prior defaults, income proof, or debt obligations, are frequently absent.



### Over-flexible Underwriting Practices

NBFCs' lenient approach to policy deviations contrasts with the banks' stricter underwriting standards.



## Challenges with the Co-lending Model

Asymmetric information and slow execution complicate co-lending, increasing risk assessment inefficiencies.

1

- Trust Issues Between Banks and NBFCs
- Disparity in Risk Tolerance and Lending Philosophies

2

- Asymmetric Information and Credit Risk Systems
- Slow Execution Timelines

3

- Operational Complexities in IT Integration
- Inconsistent Reporting and Credit Management Practices

4

- Friction in CGTMSE Coverage and Risk-Sharing
- Lack of Clear Terms of Engagement

5

- Absence of Comprehensive Data for Evaluation
- Limited Scope of Lending for Manufacturing Enterprises

## Asymmetric Information and Trust Deficit

The 2023 study indicates that differing credit risk systems between banks and NBFCs exacerbate distrust. This asymmetry creates market inefficiencies, as lending decisions often lack a unified view of borrower risk.

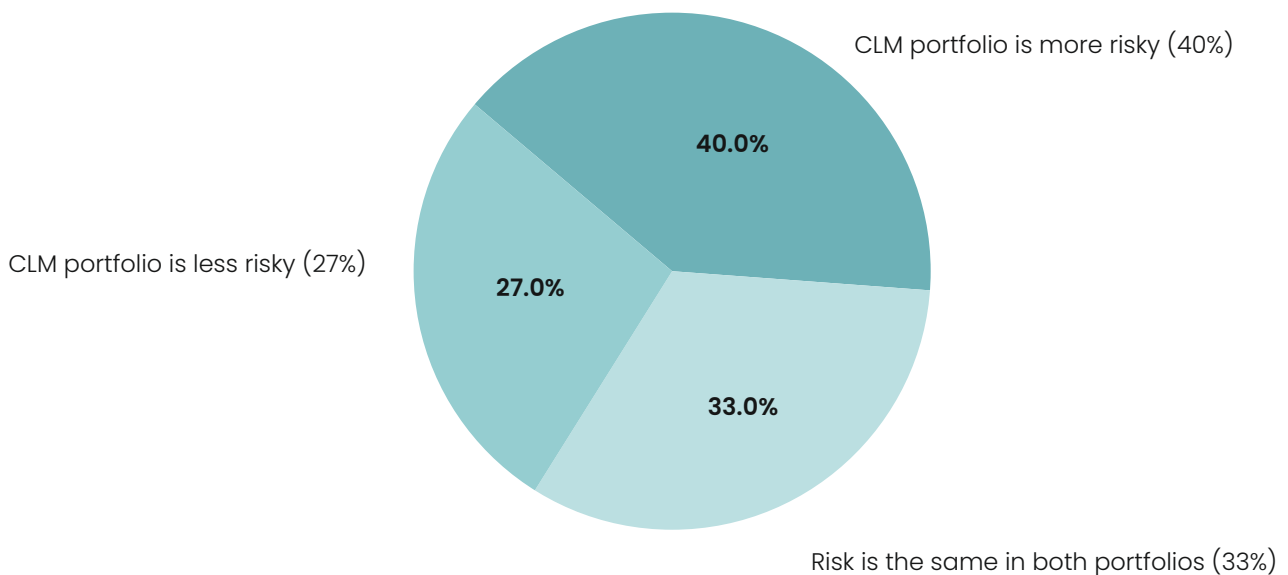
## Slow Execution Timelines

Co-lending execution is hampered by slow, manual processes for credit risk monitoring, often conducted quarterly. While some public banks are developing digital platforms to streamline co-lending, these are still emerging.

## Perception of Higher Risk

Non-discretionary lending models like co-lending are perceived as riskier than traditional approaches due to the complexities of shared risk and multi-party management.

### CLM vs Standard Credit Portfolio Risk Perception



Source: "Asymmetric information and market failure in Bank-NBFC Co-Lending Model"

Despite divergent opinions, it is clear that the concept of “shared risk” often translates into increased perceived risk, even when real-world outcomes differ.

### **Operational Challenges in Co-Lending**

Integrating IT systems and aligning credit policies between banks and NBFCs remains challenging. Differences in credit bureau reporting, repayment schedules, and escrow management create friction, leading to mistrust and complicating collaboration.

### **CGTMSE Coverage and Risk-Sharing**

Co-lending with MSMEs under CGTMSE is complicated by risk-sharing issues. Not all NBFCs have transferrable guarantees, making banks wary of defaults, especially in niche sectors where NBFCs are more active.

### **Limited Scope of Lending**

Co-lending’s focus on short-term working capital loans limits support for manufacturers needing long-term financing for capital expenditures. Expanding into term loans or hybrid options could better meet these businesses’ needs.





# Empowering MSMEs and Priority Sectors

## Priority Sector Lending (PSL) & Co-Lending

The RBI mandates that banks allocate at least 40% of their Adjusted Net Bank Credit (ANBC) to the priority sector. To facilitate the achievement of these targets, the CLM Guidelines were introduced, leveraging the complementary strengths of both banks and NBFCs in lending to this sector. These guidelines enable co-lending arrangements, specifically for loans that qualify under the 'priority sector lending' (PSL) criteria, creating a collaborative approach to fulfilling regulatory obligations while expanding financial inclusion.

The priority sector lending (PSL) segment has grown steadily in recent years. Co-lending, an emerging trend within this segment, is gaining traction, particularly in the retail market, focusing on home loans, two-wheeler loans, commercial vehicle loans, microfinance, and gold loans. These sectors have shown resilience, especially post-pandemic.

Enhanced NPA recognition, use of Priority Sector Lending Certificates (PSLCs), and co-lending partnerships have strengthened banks' ability to manage asset quality, meet priority sector targets, and expand reach, especially in underserved areas.

### Priority Sector Lending and NPA Trends

Historically, priority sector loans have shown higher NPAs, especially on PSBs' books, though this trend shifted post-2015 with the asset quality review. Enhanced NPA recognition has contributed to an improvement in asset quality for priority sector lending, as confirmed by an RBI study analyzing data from 2006-2023.

### Influence of PSLCs and Asset Quality

Bank-level data shows that factors like asset quality shape the share of PSL in a bank's portfolio. The introduction of PSLCs has enabled banks to specialize in certain priority sectors, thus increasing targeted lending.

### Meeting Priority Sector Targets

PSLs consistently exceed 40%, with variations by bank strategy, location, and sector expertise. PSBs consistently meet the 18% target for agriculture, while private banks, previously lagging, have reached this goal in recent years.

### Bank Reach and Co-Lending Benefits

A broad branch network correlates with higher PSL, as banks with extensive networks more effectively support grassroots lending. Co-lending with NBFCs offers banks a cost-effective means of expanding credit in underserved sectors, like agriculture and microenterprises, by leveraging NBFCs' localized expertise and operations.

Regulatory considerations and tax implications shape the co-lending model, influencing its structure and potential for wider credit access and economic support. Expanding participation and refining cost factors could further strengthen co-lending's role in financial inclusion. The PSL guidelines were introduced to assist the weaker sections of society. These provisions apply to all commercial banks, including Regional Rural Banks (RRBs), Small Finance Banks (SFBs), and Urban Co-operative Banks (UCBs).

### Outside the Co-Lending Framework

The RBI's exclusion of certain banks—such as Small Finance Banks (SFBs), RRBs, UCBs, and Local Area Banks—from the CLM highlights a deliberate approach. This decision recognizes the distinct operational landscapes of these institutions, which may not initially be suited to the standardized co-lending framework designed for larger and more established banks.

### Expanding Co-Lending to Smaller Banks

Given the potential of co-lending to enhance collaboration across the banking sector, there is scope for the CLM framework to gradually extend to smaller banks. By implementing tailored safeguards and limitations, these banks can slowly integrate into the co-lending model, allowing them to benefit from the advantages of co-lending

### GST Implications on Co-Lending

The imposition of an 18% GST on co-lending models poses a challenge for the financial industry. Tax authorities view co-lending as a taxable service, increasing lending costs. This interpretation, however, overlooks the collaborative nature of co-lending, aimed at broadening credit access. Removing GST would align with the objectives of affordable credit and economic growth by avoiding unnecessary cost burdens, especially in priority sectors.



A small green plant with three leaves is growing out of a clear glass filled with various coins. The background is a blurred blue and white pattern. The text is overlaid on a white banner at the bottom of the image.

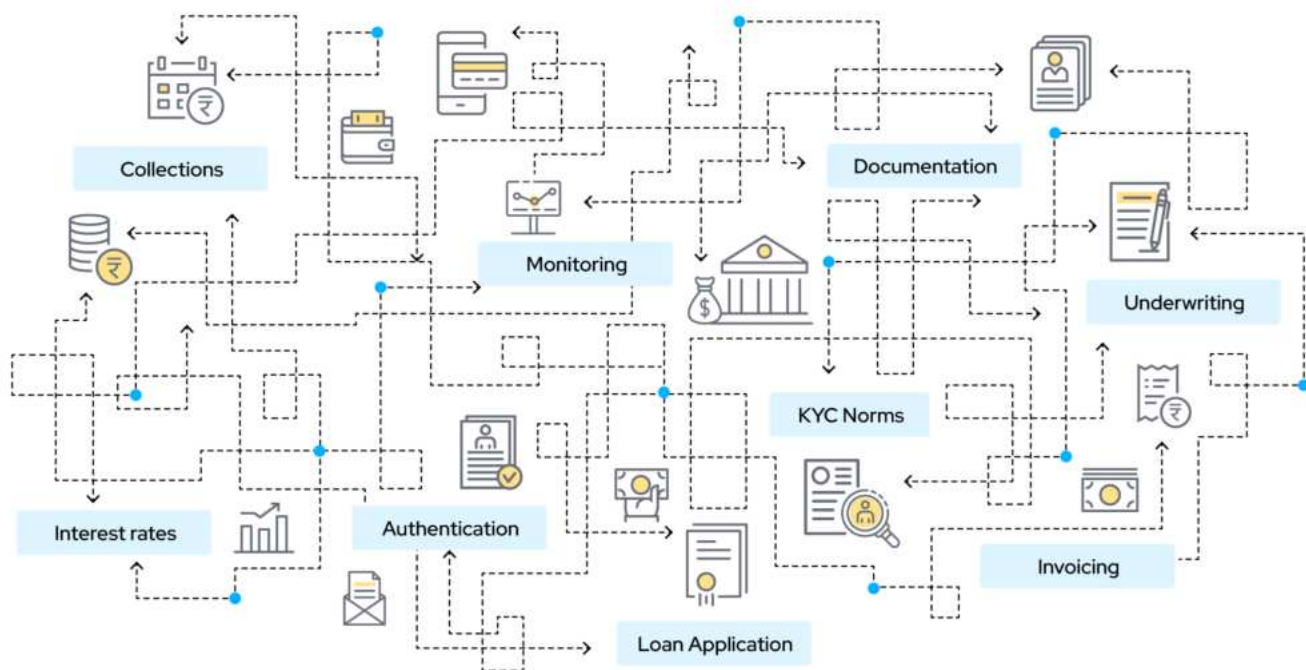
# **The Essential Role of Fintechs in Transforming Partnerships**

In FY23, India's bank co-lending portfolio hit \$3.04 billion, a fourfold increase from FY22. As digital lending and fintechs grew, Loan Management System (LMS) solutions evolved to manage their workflows, including distributing loan servicing among various entities.

Fintech companies have played a crucial role in streamlining the CLM processes for banks and NBFCs. Their platforms now offer comprehensive solutions across the entire lending lifecycle, from loan sourcing and underwriting to escrow management. As India's digital infrastructure continues to evolve with innovations like UPI, Digi-locker, e-KYC, e-Sign, and account aggregators, the potential for success in CLM has grown exponentially.

However, as the co-lending model gains traction, financial institutions face escalating complexities in managing multiple stakeholders, payments, and compliance requirements.

## The co-lending maze



Source: Finbox

The effectiveness of co-lending relies on advanced integration capabilities, yet many current systems lack the necessary infrastructure and two-way compatibility, creating challenges in achieving seamless collaboration and competitive advantage in the co-lending space.

## Perspectives on Banks/NBFCs Developing Independent Co-Lending Platforms

Current systems typically connect to Loan Origination Systems (LOS) and Loan Management Systems (LMS) but often lack essential two-way integration for smooth co-lending operations.

Larger platforms focus primarily on loan origination, which may leave co-lending functionalities underdeveloped.

Banks and NBFCs without established LOS/LMS infrastructure may face difficulties in building advanced co-lending technology.

Gaining a competitive advantage hinges on effective integration between internal systems and external co-lending platforms, though this is complicated by technical challenges and security requirements.

Additionally, many NBFCs' internal systems are not fully equipped for external co-lending partnerships.

The success of CLM hinges on several critical factors including improved accuracy in credit profiling, reduced borrowing costs, shorter turnaround times (TAT), lower credit risk, enhanced operational flexibility, and borrower-friendly repayment schedules.

### **Efficacy of Co-Lending Partnerships**

The efficiency of co-lending partnerships between lenders and originators depends largely on the development of customized protocols that cater to the specific requirements of each collaboration. Initially, many challenges arose in this area, but necessity spurred several innovations in the market.

### **How Fintech Platforms are helping Co-Lending Partners**

Fintech platforms now provide a scalable, plug-and-play solution, thanks to their advanced architecture, which serves as a backbone for seamless digital integration. This infrastructure enables smooth coordination between lenders throughout the loan origination, credit approval, document verification, disbursement, and reporting stages.

### **Loan Origination and Collaboration with NBFCs**

In the loan origination phase, banks rely on these platforms to identify NBFCs that align with their lending criteria. Moreover, Fintech platforms incorporate credit rating modules that help banks and NBFCs collaborate effectively across various sectors.

## **Enhancing Co-Lending Efficiency through Standardization and Tech Integration**

Banks and NBFCs need to implement streamlined policies that prioritize both operational flexibility and borrower ease. The use of different Loan Origination Systems (LOS) and Loan Management Systems (LMS) by these institutions often leads to long, repetitive integration processes, especially when multiple partners are involved.

Migrating to a unified fintech platform can resolve this issue by making integration a one-time setup, regardless of the number of collaborators. Such third-party platforms bypass the need for repeated integration with Core Banking Systems (CBS) and individual LMS setups, significantly reducing time and costs.

Aligning the operational procedures across various departments—such as business, credit, and operations—between banks and NBFCs is critical but often challenging, leading to delays in turnaround time (TAT).

Establishing standardized operating protocols that both entities adhere to can effectively streamline processes, ensuring faster loan approvals and disbursements while maintaining consistency and compliance throughout the partnership.

# **Evolving Horizons: What's Next for Co-Lending?**





The co-lending model (CLM) offers a promising collaboration for banks and NBFCs to meet varied borrower needs. Yet, only a third of NBFCs (holding 90% of the sector's AUM) are actively involved in CLM tie-ups.

Operationally, CLM partnerships are still hampered by manual processes and slow execution timelines. Credit risk monitoring and adjustments are typically conducted through quarterly reviews, contributing to extended turnaround times. To address these challenges, some public sector banks are developing digital platforms aimed at automating and optimizing co-lending operations. However, these platforms are still in the early development stages and have yet to achieve the efficiency needed to significantly streamline the co-lending process.

## The Case for Unified Platforms in Co-Lending

The use of different Loan Origination Systems (LOS) and Loan Management Systems (LMS) often leads to long, repetitive integration processes, especially when multiple partners are involved. Banks and NBFCs should adopt standardized protocols to ensure operational alignment and reduce turnaround times, enhancing flexibility and borrower convenience.

Migrating to a unified fintech platform can eliminate these inefficiencies by centralizing integration, making it a one-time effort regardless of partner count. Such platforms circumvent the need for repeated setup with Core Banking Systems (CBS) and separate LMS configurations, substantially reducing time and operational costs.

## Expanding Co-Lending to Smaller Banks

PSL guidelines support underserved segments and apply to all commercial banks, including RRBs, SFBs, and UCBs. The RBI's exclusion of certain banks—such as SFBs, RRBs, UCBs, and Local Area Banks—from the CLM highlights a deliberate approach. This decision recognizes the distinct operational landscapes of these institutions, which may not initially be suited to the co-lending framework designed for larger and more established banks.

Given the potential of co-lending to enhance collaboration across the banking sector, there is scope for the CLM framework to gradually extend to smaller banks. By implementing tailored safeguards and limitations, these banks can slowly integrate into the co-lending model, allowing them to benefit from the advantages of co-lending.

## Bridging the Trust Gap

Non-discretionary lending models, such as co-lending, are generally viewed as riskier when compared to discretionary, more conventional lending strategies. This perception often stems from the inherent complexity of shared risk frameworks and the uncertainty surrounding multi-party loan management.

To implement co-lending effectively, banks need to deepen their understanding of NBFC appraisal methodologies and analytics frameworks. Understanding NBFCs' underwriting practices and data models is critical for banks to build trust in these partnerships. By aligning with the key metrics and valuation techniques NBFCs use, banks can foster confidence over successive lending cycles.

## Rethinking GST on Co-Lending for Broader Credit Access

The imposition of GST on co-lending arrangements introduces a significant financial consideration for the sector. Tax authorities contend that co-lending should be classified as a taxable service, attracting an 18% GST, which drives up lending costs.

This interpretation, however, mischaracterizes the nature of co-lending, which is a collaborative financial initiative aimed at expanding credit access, not a transactional exchange between lenders. GST on co-lending burdens priority sector lending. Removing it would enhance affordable credit and drive economic growth.

## 5-Year Outlook

Currently, personal loans dominate the co-lending landscape, comprising nearly a third of the total AUM, followed by housing loans at around 20%, and unsecured MSME loans at approx.. 13%. However, with higher risk weights associated with personal loans, the focus is shifting towards MSME and home loan segments. Government initiatives to raise MSME contributions to GDP and the 'Housing for All' mission further reinforce the attractiveness of these sectors.

With only a third of NBFCs (representing 90% of the sector's AUM) actively engaged in co-lending, the model's scalability will largely depend on maintaining asset quality. As liquidity conditions tighten, NBFCs may increasingly adopt co-lending, expanding their portfolios through bank-backed funding and further embedding co-lending as a critical part of the credit landscape. Co-lending AUM could reach \$50 billion by 2029, driven by robust participation across NBFCs of all sizes.

## Why should banks and NBFCs opt for co-lending?

Co-lending is a strategic pathway for banks and NBFCs to leverage each other's strengths and create wider credit accessibility for underserved sectors. For banks, co-lending offers a unique advantage by enhancing their reach through NBFCs' agile, locally attuned operations, while minimizing resource deployment. NBFCs, on the other hand, gain access to banks' lower-cost funds, enabling competitive lending rates that drive volume without sacrificing margins.

## Co-lending Adoption: Key Benefits

### Enhanced Capital Efficiency

Co-lending aligns with the need for capital efficiency, allowing banks to deploy capital where it's hardest for them to penetrate on their own. For NBFCs, this access to affordable funding bolsters their growth in priority sectors without the constraints of conventional funding models.

### Strengthening Financial Resilience

A study by RBI economists highlights that lending to priority sectors improves banks' asset quality, underscoring the co-lending model's potential to enhance financial resilience.

### Greater Operational Efficiency

Co-lending offers greater operational efficiency than the earlier co-origination model, benefiting both lenders involved in the transaction.

### Accelerated Financial Inclusion

This model enables a broader reach into untapped segments, aligning with the government's push for greater financial inclusion.

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(ई-वाहन)

पीएनबी ऋण के लिए

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# SAISON OMNI

A seamless tech platform offering to enable lending

## Gateway to Smarter lending Solutions

### Product Offerings

Co-lending and Direct  
Assignment (DA)  
Solutions



Facilitating Co-lending partnerships between FI partners along with digital value-added services

Lending Platform  
Solutions (LaaS)



Providing robust borrower funnel to FI partners through integrations with Enterprise partners

White Label  
Solutions



Providing standalone LOS, LMS, BRE and Reconciliation modules to FI and Enterprise partners in India and Overseas

Saison Omni is the One Stop Shop for all FI's and Enterprises to grow your Business

Fast Onboarding



Seamless One Time API Integration within 3-5 weeks

Data Privacy



"Your Data your ownership"  
Data will reside in separate databases in the infra of choice

Robust BRE



Configurable BRE with Risk Scorecards based on financial & non-financial data

Recon module



Robust modules simplifying reconciliation of repayments and reporting requirements

### Key partnerships



And many more....

To find out more about our offerings, please reach out to [talktous@saisonomni.com](mailto:talktous@saisonomni.com)

You can also learn more about us at – [saisonomni.com](http://saisonomni.com)

Visit us at –

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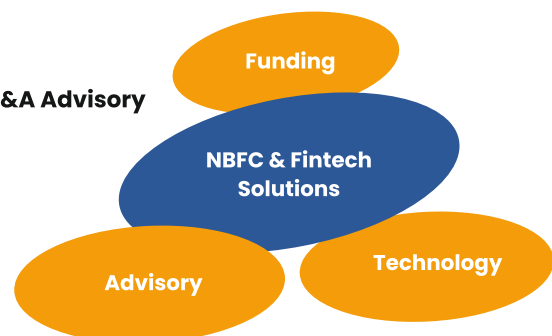
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# FUNDING & ADVISORY SERVICES



## OUR SOLUTIONS FOR NBFCs, HFCs, Fintechs, MFIs and SFBs

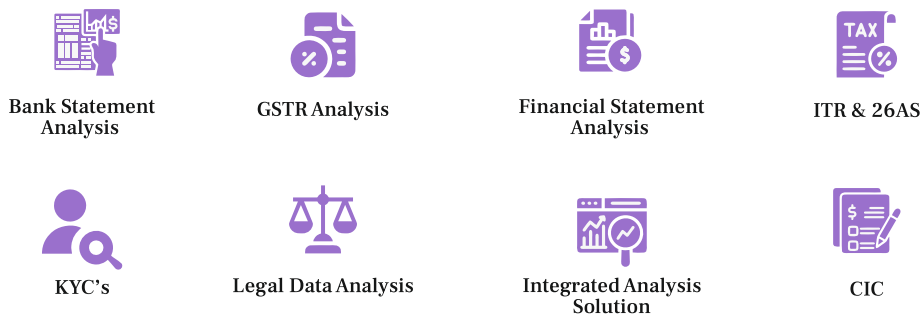
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- **Co lending, Business Correspondence Tie-ups & Advisory**
- **Assignment & Securitisation** of Portfolio Solutions
- Alternative Funding through **NCD, Sub Debt, Commercial Paper, etc.**
- **Credit Rating** Advisory
- Facilitating **Private Equity / Venture Capital Funding** and **M&A Advisory**
- **Treasury Management** Services
- Advisory on **Delinquent Portfolios / NPA Management**
- **FinTech Solutions**
- **Green Financing Solutions**



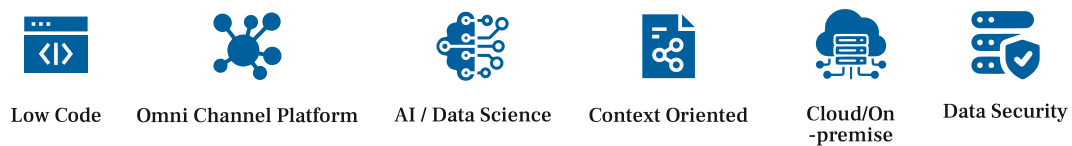
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### DATA AGGREGATION AND ANALYTICS SERVICES



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# Organising Team



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**Mr. Ashish Agarwal**



**Mr. KK Gupta**



**Mr. Rajan Pandhi**



**Mr. Pradeep Gupta**



**Mr. Vineet Sharma**



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**Mr. Joginder Singh**



**Ms. Preeti Sharma**



**Mr. Rahul Kumar**



**Mr. Bharat Sharma**



**Mr. Ayush Kumar**



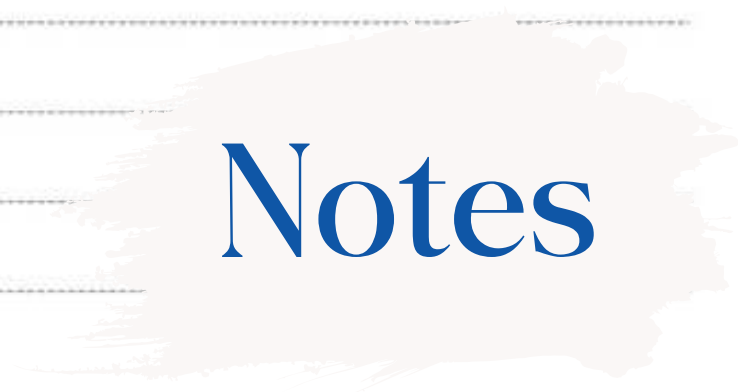
**Ms. Anupriya**



**Mr. Ankit Kumar**



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# Notes



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# Notes



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# Notes



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