

Ugro aiming at ₹1,600-cr disbursals in next 2 quarters

SHASHANK DIDMISHE
Mumbai, November 12

FINTECH NON-BANKING FINANCE company (NBFC) Ugro Capital is looking to disburse up to ₹1,600 crore in the current and next quarter to reach its guidance of ₹7,000 crore of assets under management (AUM) by the end of the current financial year, Shachindra Nath, its vice chairman and managing director, said in an interaction. The company has reported AUM of ₹4,375 crore in the three months ended September 30, higher by 20% y-o-y.

"We have given a AUM guidance of ₹7,000 crore in FY 23. We are just tracking to that... Given that the credit disbursement is data driven and the segment that the company caters to is MSME and all our other verticals are linked to consumption economy, there is demand," he said.



Shachindra Nath, MD, Ugro Capital

The company, driven by data infrastructure, typically issues loans from ₹1 lakh to ₹3 crore for segments like machinery financing and supply chain financing. It has also started new verticals such as lending to micro enterprises and property loans.

With co-lending as a major source of business, the company is focused on fulfilling the capacity assigned with existing partners, Nath said, adding that it is not averse to tie-ups with private banks. As of now, it has partnered with Bank of Baroda, State Bank of India, IDBI Bank, Central Bank of India, Punjab & Sind Bank and six other NBFCs for co-lending.

The NBFC relies mainly on bank borrowing as a source of funds and also does securitisation. The company's debt was at ₹2,725 crore in Q2 FY23, Nath said, adding that the company is underlevered, with leverage ratio at 2.85 times.

