



PB Fintech Ltd.

IPO DETAILS



Issue Opens

1st Nov 21, Mon

Issue Closes

3rd Nov 21, Wed

Min. Lot Size

15 Shares

Issue Price Band

₹940 - ₹980

Issue size

Fresh Issue:
38.27 Mn Equity Shares
(₹37,500.00 Mn)

OFS:
20.00 Mn Equity Shares
(₹19,597.15 Mn)

Face Value

₹2

Listing at
NSE, BSE

Objectives of the Issue

Enhancing visibility and awareness of the brands, including but not limited to Policy bazaar & Paisa bazaar.

New opportunities to expand consumer base including offline presence.

Strategic investments & acquisitions.

Expanding the presence outside India.

General corporate purposes.

Rating

AVOID

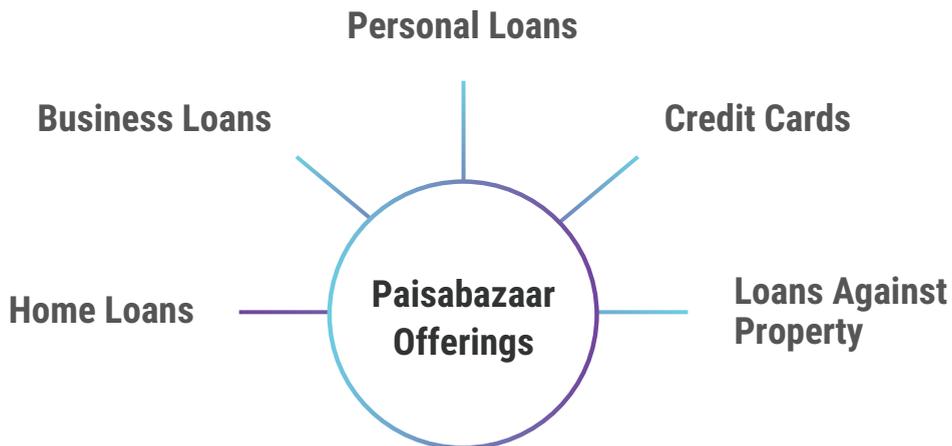
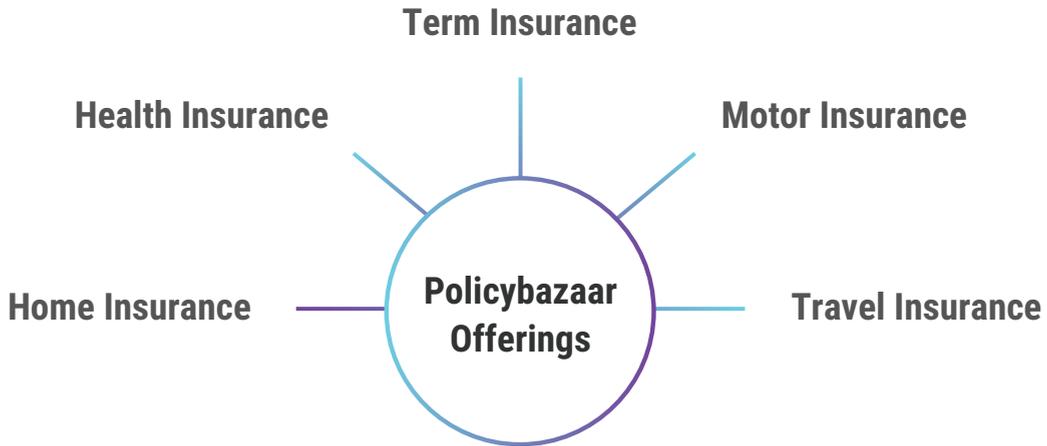
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PB Fintech Ltd.

Company Overview

PB Fintech Limited is India’s largest online platform for insurance and lending products leveraging the power of technology, data and innovation. The company have launched Policybazaar in 2008 and Paisabazaar in 2014.



(In partnerships with large banks, NBFCs & fintech lenders)

93.4%

Policybazaar market share based on policies sold (Fiscal 2020)

53.7%

Paisabazaar market share based on disbursements (Fiscal 2021)

22.5 Mn

Consumers accessed their credit score on Paisabazaar (as of June 30 2021)



Policybazaar Platform

Policybazaar platform is an online platform for consumers and insurer partners to buy and sell core insurance products.



Paisabazaar Platform

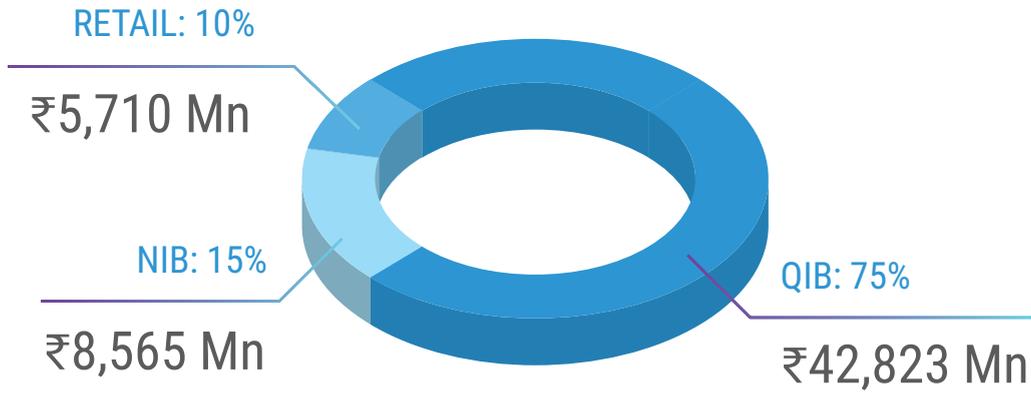
Paisabazaar is an independent digital lending platform that enables consumers to compare, choose and apply for personal credit products.



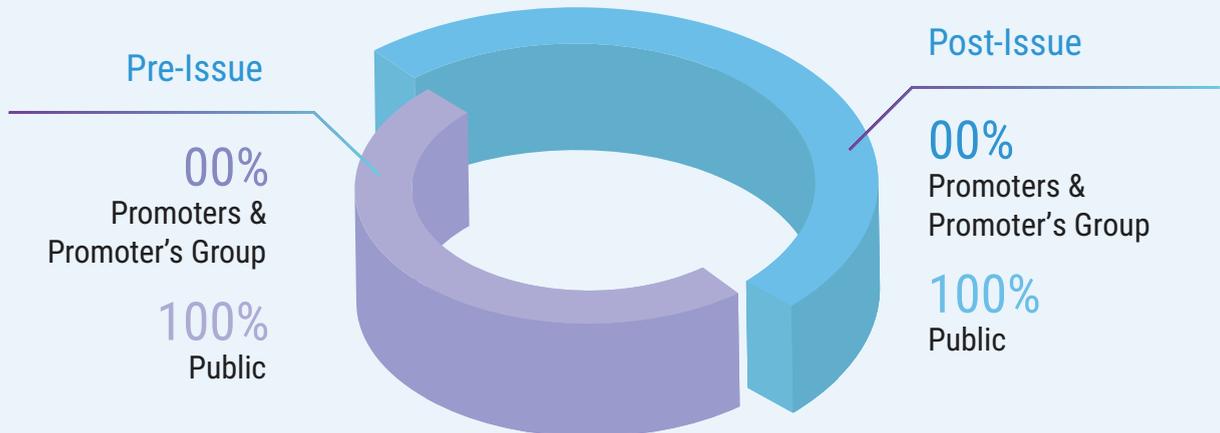
PB Fintech Ltd.

Issue Details

Issue Break-Up



Shareholding Pattern



Capital Structure (in ₹)



981 Mn

Authorised Equity Share Capital



822 Mn

Paid-Up Capital (Pre-Offer)



899 Mn

Paid-Up Capital (Post-Offer)



PB Fintech Ltd.

Valuations



Market Capitalization

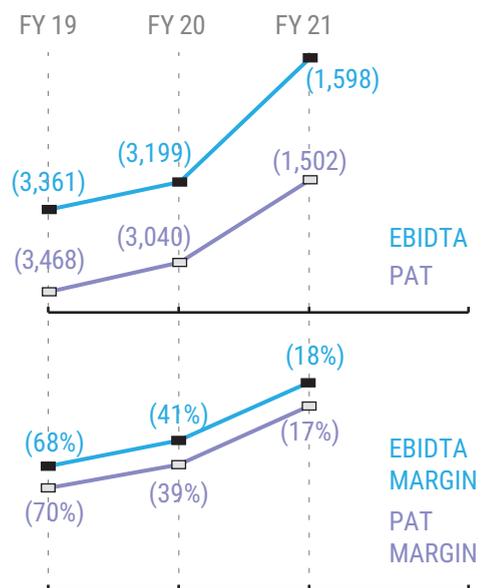
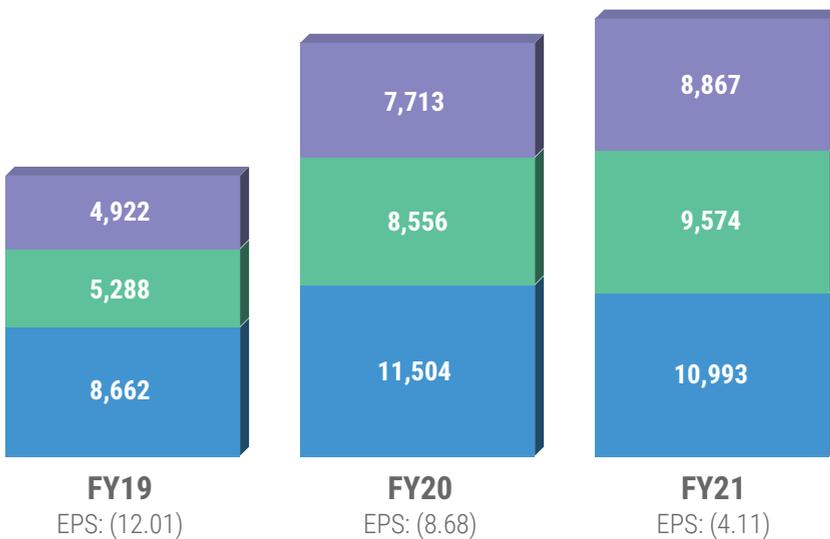
4,40,510 Mn

Market Cap/
Sales

46.40X

Financial Snapshot (in Mn ₹)

- Revenue
- Total Income
- Total Expenses





PB Fintech Ltd.

Business Insights



Competitive Strengths

- Strong consumer-friendly brands offering wide choice, transparency and convenience.
- Proprietary Technology, Data & Intelligence Stack.
- Collaborative partner for Insurer and Lending Partners.
- Scale gives self-reinforcing flywheels and strong network effects.
- High renewal rates provide clear visibility into future business and delivering superior economics.
- Benefits from economies of segmentation.
- Capital efficient model with low operating costs.
- Founders with clarity of purpose backed by experienced management.



Business Strategy

- Broaden and deepen the consumer reach in India.
- Expand the playbook to replicate the platform for SME and corporate clients.
- Continue to invest in brands.
- Neo-lending strategy to cover innovation and segment gaps.
- Continue to invest in digital and technology infrastructure.



Risks

- The company operates in dynamic and competitive online fintech industries which makes it difficult to predict the future prospects.
- The company depends on cooperation with insurer and lending partners. Their business may be negatively affected if the business partners do not continue their relationship with them or if their operations fail.

Promoters and Management Details

Mr. Yashish Dahiya - Chairman, Executive Director and CEO

Mr. Alok Bansal - Whole-time Director and CFO