

BASIC Home Loan raises \$4.7mn in Pre-Series B round, led by Ashish Kacholia, Venture Catalysts & Nikhil Kamath's Gruhas

The company aims to use the funds for expanding its distribution network to new geographies and to launch a proof of concept for its lending arm.



- BASIC tech-enabled distribution handles Rs 3,000 cr in monthly applications pan-India
- The company achieved EBITDA profitability in March 2023
- Since inception, BASIC has helped nearly 1 lac families in 650+ districts to have a house of their own, and helped with indirect employment of 7,500 people in tier-2 and -3 locations.

June 13 2023, Delhi/Bangalore/Mumbai/Chennai: Fintech start-up, BASIC Home Loan has raised \$4.7 million of equity investment in pre-Series B round, led by ace stock market investor Ashish Kacholia. Existing investors Gruhas & Venture Catalysts have doubled down on BASIC & invested further, increasing their stake.

New investors who joined the round are Dexter Angels, IIM Indore Alumni Angel Fund, and CommsCredible Venture Fund. The company aims to use these funds for expanding its distribution network to new geographies, and for building a proof of concept to start its own lending arm.

Dexter Capital Advisors was the advisor to BASIC for this round of investment.

“We have been overwhelmed by the interest shown by investors in partnering with us to help India achieve the goal of ‘housing for all’,” said Atul Monga, CEO and co-founder, BASIC Home Loan.

“Our progress in digitizing mortgages in India is evident, as our pan-India tech-enabled distribution now handles Rs 3,000 crores in monthly applications. Having achieved EBITDA profitability in March 2023, the infusion of new funds will enable us to establish a lending arm, introducing innovative products for un/underserved segments and paving the way to digitize credit. Our goal is to deliver a successful proof of concept by FY2024, ensuring efficient scaling and effective balance sheet risk management,” added Monga.

Since inception, BASIC has helped nearly 1 lac families in 650+ districts to have a house of their own, and in the process, helped with indirect employment of 7,500 people in tier-2 and -3 locations.

Ashish Kacholia, the lead investor in the Pre-series B round, said: “BASIC has built a truly robust platform to enable affordable home loans for the underserved and unserved customer segment through its unique ‘phygital’ approach. Within a short span, the company has created a pan-India ‘asset-light’ network. The company is on track to becoming the first neo-housing finance company in the country and thus, look forward to supporting BASIC in its growth journey.”

“BASIC is a catalyst in the transformation of affordable housing in India by bringing financial inclusion and digital empowerment to the masses. Atul and his team have deep consumer insights of the structural challenges regarding distribution and address them through their neo-housing finance solutions. We, at Gruhas, look forward to supporting BASIC as they enable housing solutions for all,” said Nikhil Kamath, co-founder of Gruhas.

“BASIC is helping India realise its ‘housing for all’ goal with its innovative product and digitised home financing aggregation solutions. At Gruhas, we are delighted to double down our investment in BASIC, which is revolutionising the housing segment and first-time owner space with its simple, transparent, and speedy processes. They have done a splendid job till now, which gives us the belief that impact in this segment has just begun and they will be one of the leaders enabling consumers to access solutions at their doorstep,” Abhijeet Pai, co-founder, Gruhas, said.

With this round of investment, the company has raised \$8.7mn since inception. Picus Capital, 9Unicorns, Earlsfield Capital and Good Capital are among the company's other key investors. In addition, the company is backed by notable angels like Anupam Mittal, and others from Venture Catalysts, LetsVenture and Angelist platforms.

About BASIC Home Loan

Founded in 2020, BASIC Home Loan is on a mission to help India achieve its 'housing for all' ambition. The company is building India's largest online brokerage for mortgages, making home loans accessible through doorstep fulfillment for low- and middle-income households in tier-2 and -3 cities. Today, BASIC has a network of 7,500+ agents, presence in 650 districts, and 70+ financing partners.

Since its inception, the company has processed loan applications worth over \$4 billion. Picus Capital, Gruhas, Venture Catalysts, 9Unicorns, Earlsfield Capital and Good Capital are among the company's key investors.