



Board Presentation dated 18th April 2017

Quarter/ Financial year ended 31st March

2017



PERFORMANCE ANALYSIS

₹. In Crores

Quarterly Trend

	Q4 FY 17	Q3 FY 17	Q-o-Q	Q4 FY 16	Y-o-Y
Disbursement :					
Hyp Loans	358.1	271.0	32.1%	234.8	52.5%
Other Loans	65.0	42.9	51.2%	79.9	-18.6%
Total Disbursements	423.1	313.9	34.8%	314.7	34.4%
AUM at the end of the period*	1203.7	1111.2	8.3%	1038.8	15.9%
Average AUM (Inc. int. accrued)**	1133.0	1115.0	1.6%	949.6	20.0%
Total Interest and Fee Income	79.8	70.1	13.8%	63.4	25.8%
Finance Expenses	25.8	26.6	-3.0%	22.3	15.7%
Net Interest Income(NII)	54.0	43.5	24.1%	41.1	31.4%
Operating Expenses	31.8	27.9	14.0%	25.5	24.7%
Loan Losses & Provisions	5.3	5.7	-7.0%	4.6	15.2%
Profit Before Tax	16.9	9.9	70.7%	11.0	53.6%
Profit After Tax	11.1	6.4	73.4%	6.8	63.2%

Ratios					
Total OPEX to NII	58.8%	64.1%		62.0%	
Loan losses & Prov. to Avg. AUM***	1.9%	2.0%		1.9%	
Return on Avg AUM ***	3.9%	2.3%		2.9%	
Earning Per Share (In ₹)	8.92	5.16		5.51	

Full Year Trend

	FY 16	FY 17	Y-o-Y
	780.0	1135.0	45.5%
	147.9	162.8	10.1%
	927.9	1297.8	39.9%
	1038.8	1203.7	15.9%
	882.3	1046.0	18.6%
	228.5	284.2	24.4%
	87.0	103.9	19.4%
	141.5	180.3	27.4%
	88.6	112.0	26.4%
	17.4	22.1	27.0%
	35.5	46.2	30.1%
	22.9	30.1	31.4%

	62.6%	62.1%
	2.0%	2.1%
	2.6%	2.9%
	18.32	24.13

* Total AUM including managed portfolio of ₹ 236.0crs is ₹ 1 439.7 crs (39% up)

** Avg AUM including managed Portfolio is ₹ 1 183 crs (34 %)

***Figures are annualized

STATEMENT OF SOURCES AND

₹. In Crores

Sources	As At			Applications	As At		
	31-Mar-16	31-Dec-16	31-Mar-17		31-Mar-16	31-Dec-16	31-Mar-17
Share Capital	12.47	12.47	12.47	Fixed assets	1.83	2.31	2.59
Reserves & Surplus	135.42	154.39	165.51	Investments	19.41	24.68	28.22
Bank Borrowings	738.25	747.61	814.82	Deferred Tax Assets	4.68	6.87	6.57
Debentures	2.90	1.45	1.23	Other Long term Loans & adv.	0.55	0.45	0.68
Sub Debt	16.33	33.64	49.68	Auto Loan	919.39	957.92	1005.48
Public Deposit	109.57	116.57	108.79	Loan Buyout	32.82	9.30	6.72
Loan from Directors	13.64	13.64	13.64	Term Loans	65.34	122.70	167.78
Intercompany Loan	1.41	1.50	1.53	Other Loans	8.04	8.06	8.16
Interest. Accrued on Loans	11.65	11.79	11.13	Interest Accrued on Loans	13.20	13.24	15.53
Total Borrowings	893.75	926.20	1000.82	Total Loans	1038.79	1111.23	1203.67
Securitization Dues Payable		18.69	31.54	Cash and Cash Equivalents	2.35	1.93	1.02
Other Liabilities	17.93	39.26	45.05	Short Term Loans and Adv.	3.87	5.11	2.86
Provisions	12.54	20.78	22.80	Other Assets	0.63	19.22	32.58
Total	1072.11	1171.79	1278.19	Total	1072.11	1171.79	1278.19

PERFORMANCE HIGHLIGHTS



* Including managed portfolio

**NPA in FY '16 based on 5 M norm and in FY '17 on 4 M norm

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₹. In Crores

Particulars	Q4 FY '16	For FY '16	Q1 FY '17	Q2 FY '17	Q3 FY '17	Q4 FY '17	For FY '17
Unrealized Income reversed	- 0.5	3.1	1.3	-0.2	1.2	0.0	2.3
Loss on sale + Provision for diminution in value of repo. assets	3.3	9.1	2.8	3.2	2.5	3.4	11.9
NPA write off	3.0	3.0	0	0	0	1.7	1.7
NPA Provision	-2.1	4.0	3.6	1.0	3.1	-0.10	7.6
Total	3.7	19.2	7.7	4.0	6.8	4.9	23.5
Avg AUM	949.6	882.3	1 051.0	*1 022.7	*1 115.0	*1 133.0	*1 046.0
% of Credit cost on Avg AUM (annualized)	1.6%	2.2%	2.9%	1.6%	2.4%	1.7%	2.2%

*Average AUM is excluding managed portfolio

SALES ANALYSIS

ସ୍ୱଚ୍ଛତା ଉପକ୍ରମର ଉପାଦାନ (ମାଧ୍ୟମ ଉପକ୍ରମ) - ଫ୍ୟୁ '16 ଓ '17

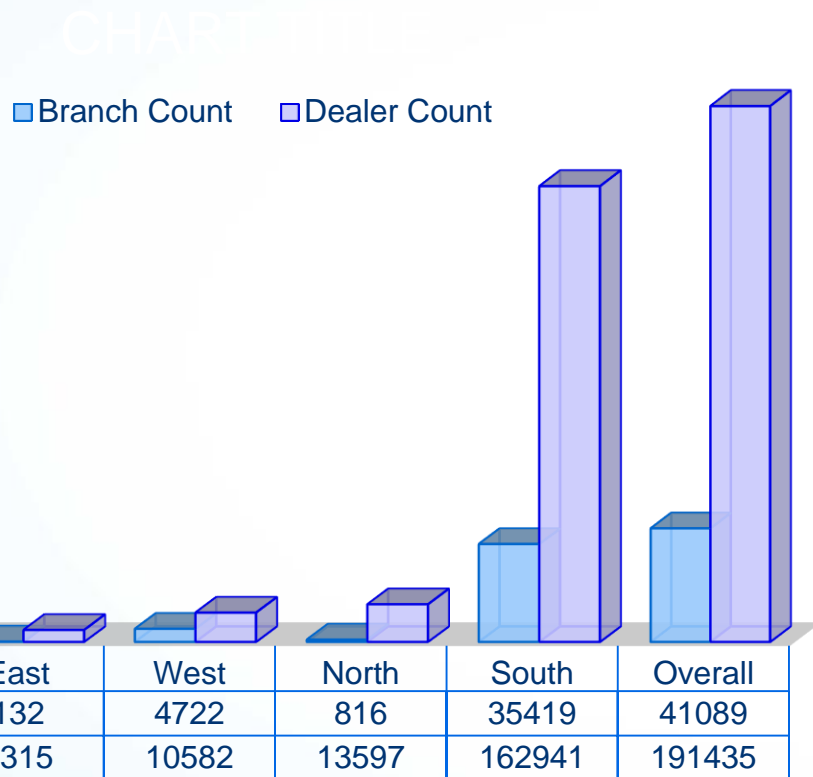
ଫ୍ୟୁ '17

₹. In Crores

Zone	MFL Branch				Dealer				Total				Growth%
	FY 16		FY 17		FY 16		FY 17		FY 16		FY 17		
	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	
East	11	0.1	132	0.7	4	0.0	4 315	19.6	15	0.1	4 447	20.2	28 800%
West	4 092	17.3	4 722	20.2	7 092	29.6	10 582	45.9	11 184	47.0	15 304	66.2	40.8%
North	194	0.9	816	3.6	461	2.0	13 597	57.6	655	2.8	14 413	61.2	2 061.5%
South	30 951	147.9	35 419	183.7	1 24 399	582.3	1 62 941	803.8	1 55 350	730.2	1 98 360	987.5	35.2%
Overall	35 248	166.2	41 089	208.1	1 31 956	613.9	1 91 435	926.9	1 67 204	780.0	2 32 524	1135.0	45.5%

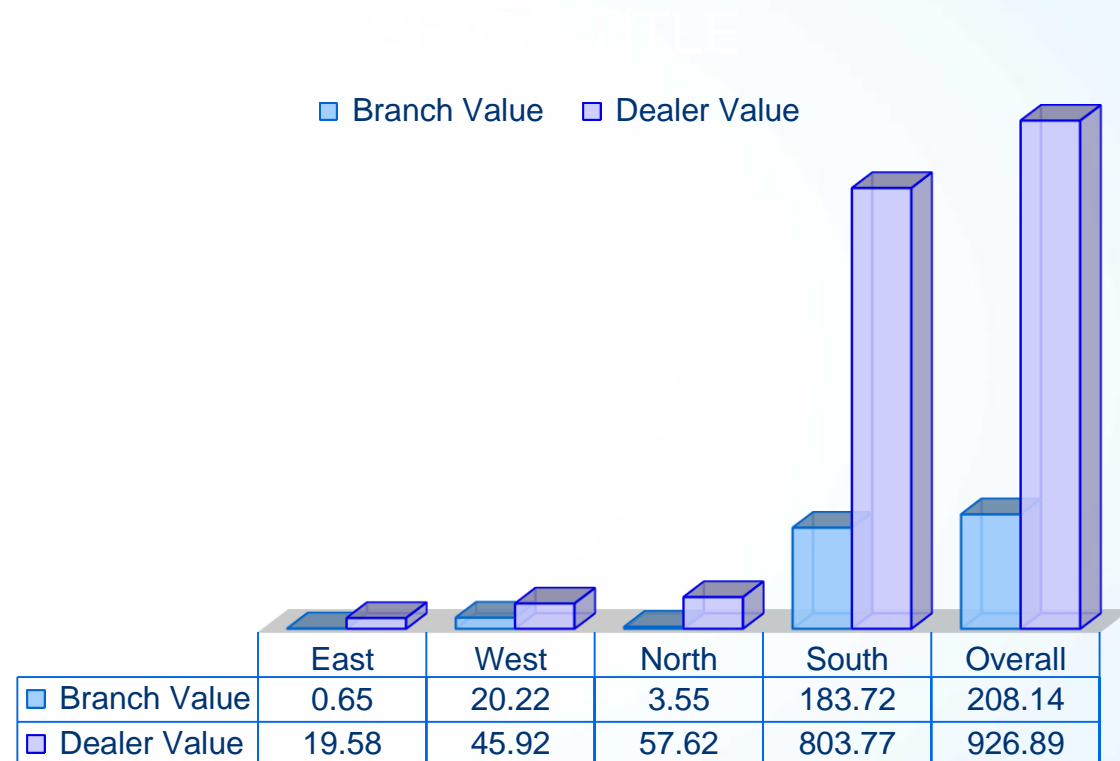
ସଂଗ୍ରହୀତ ଯୋଗଦାନଗୁଡ଼ିକର ସଂଖ୍ୟା (ବ୍ୟାଞ୍ଚ ଓ ଡିଲର) - ଫ୍ୟୁ 2017

Disbursement Count



Total	4 447	15 304	14 413	2 12 773	2 32 524
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Disbursement Value (in ₹ Crores)



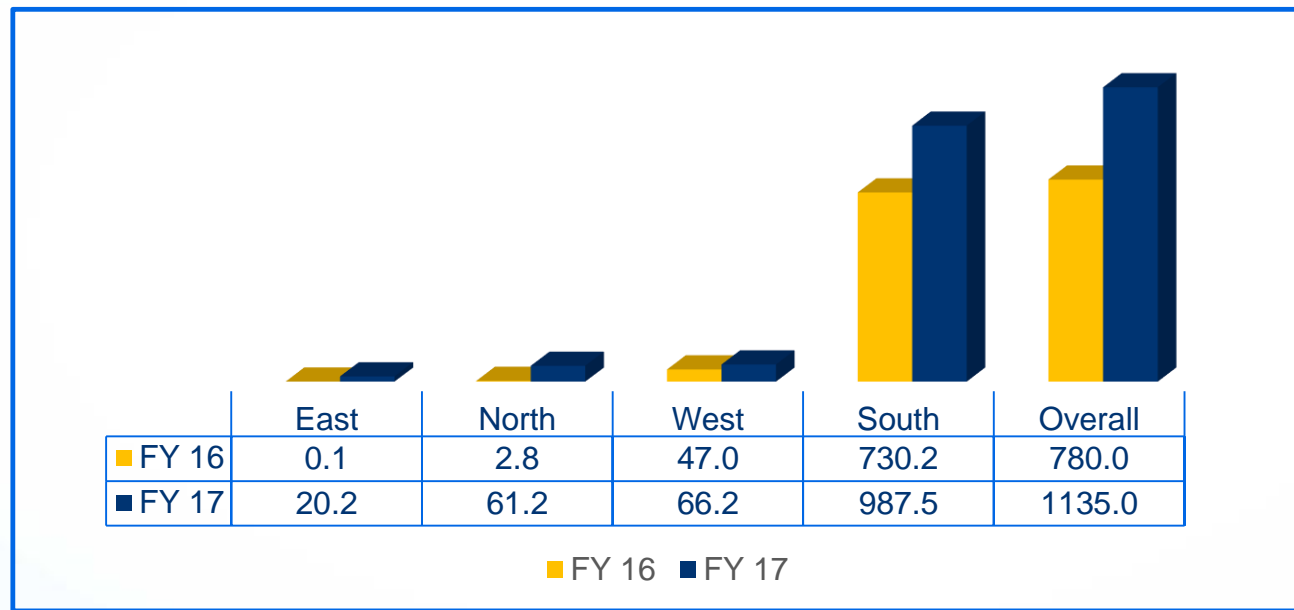
Total	20.23	66.14	61.17	987.49	1135.04
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മുതൂത്ത് (നൂറ് ലക്ഷങ്ങൾ) - ഫ്യു 2017 Continued

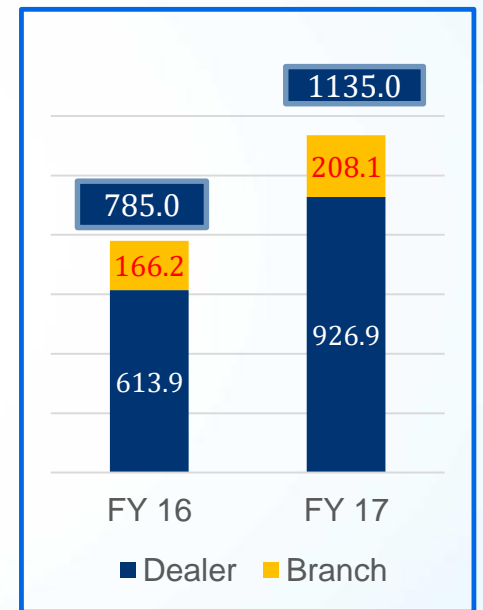
UNITS (in '000)



ZONE WISE



VALUE (in ₹ Crores)

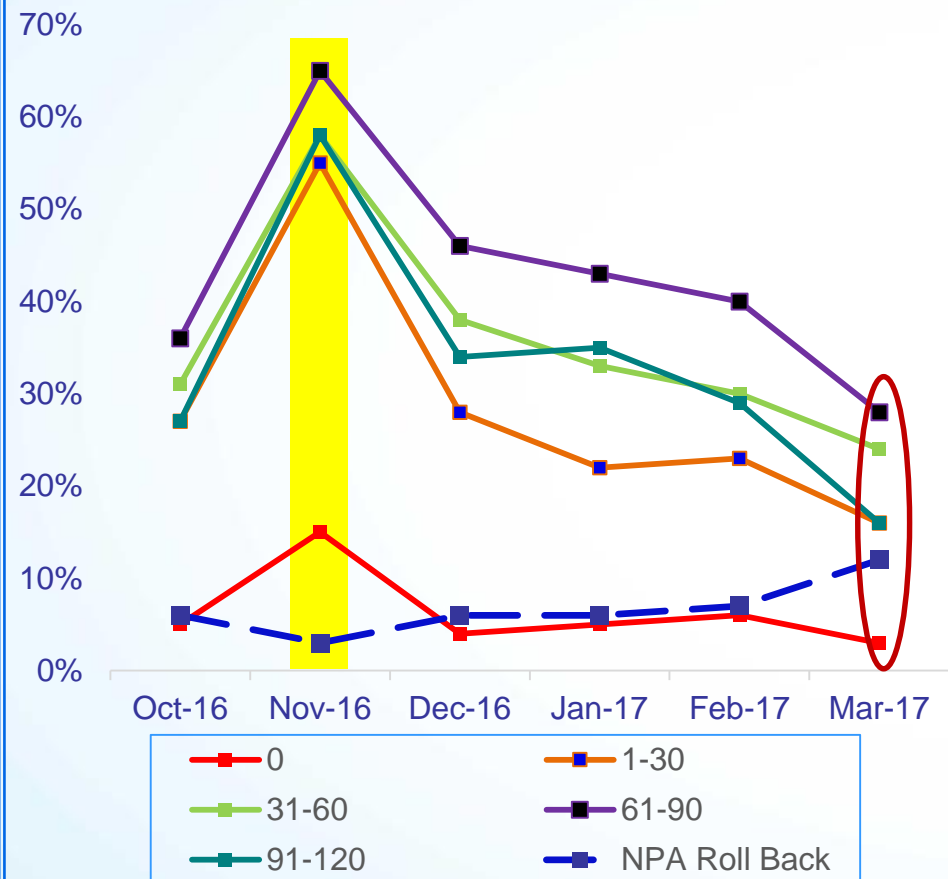


COLLECTION ANALYSIS

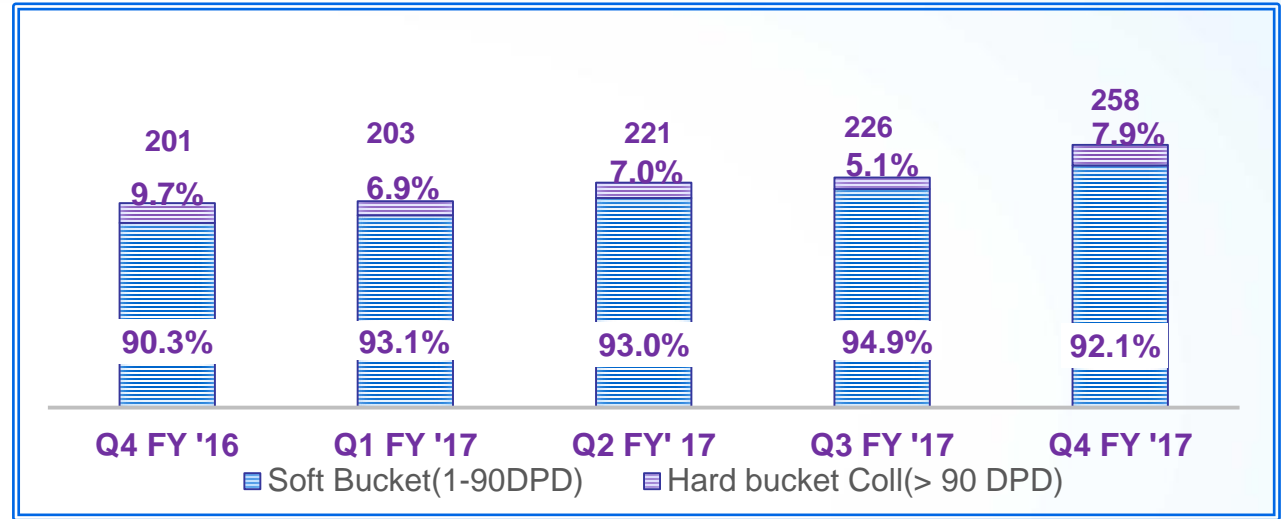
COLLECTION PERFORMANCE MONITORING

₹.in Crores

Bucket Wise Flow



Collection Performance



₹.in Crores

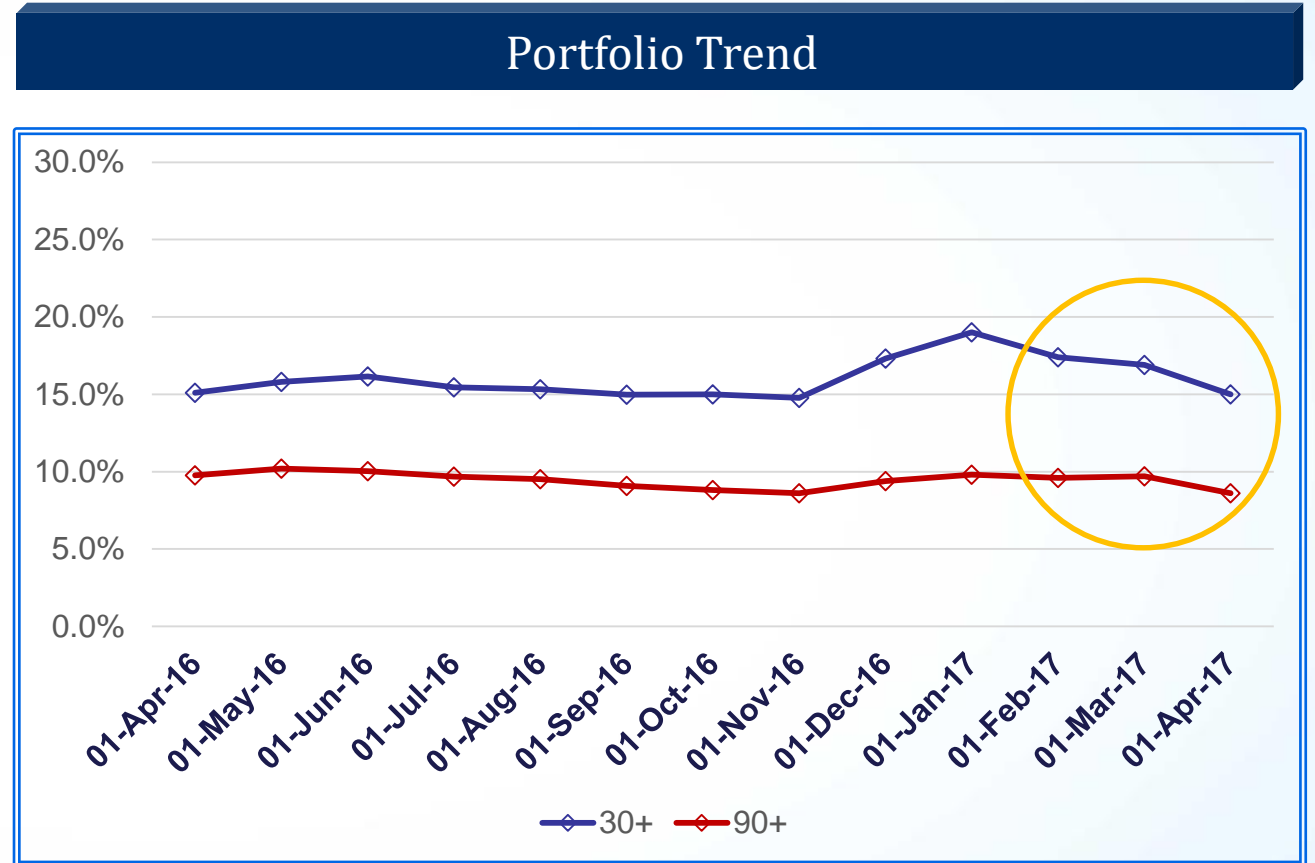
	Q4 FY '16	Q1 FY '17	Q2 FY '17	Q3 FY '17	Q4 FY '17
Soft Bucket (1-90)	181.4	188.9	205.9	214.7	238.0
Hard bucket(>90)	19.5	13.9	15.3	11.5	20.3
Total	200.9	202.8	221.2	226.2	258.3

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Month	Bucket flow					NPA roll back
	0	1 to 30	31 -60	61 -90	91- 120	
Mar'16	2%	23%	26%	29%	31%	6%
Apr'16	8%	43%	49%	54%	38%	4%
May'16	4%	29%	37%	42%	28%	7%
Jun'16	4%	24%	32%	36%	27%	7%
Jul'16	4%	27%	34%	37%	26%	7%
Aug'16	4%	26%	30%	33%	28%	8%
Sep'16	6%	32%	37%	41%	26%	6%
Oct'16	5%	27%	31%	36%	27%	6%
Nov'16	15%	55%	58%	65%	58%	3%
Dec'16	4%	28%	38%	46%	34%	6%
Jan' 17	5%	22%	33%	43%	35%	6%
Feb' 17	6%	23%	30%	40%	29%	7%
Mar'17	3%	16%	24%	28%	16%	12%

PORTFOLIO TREND - ₹.in Crores

Month	AUM	30+	90+	30+%	90+%
01-Apr-16	919	138.9	89.7	15.1%	9.8%
01-May-16	938	148.2	95.7	15.8%	10.2%
01-Jun-16	953	154.0	95.5	16.2%	10.0%
01-Jul-16	971	150.0	94.0	15.4%	9.7%
01-Aug-16	985	151.0	93.7	15.3%	9.5%
01-Sep-16	1 004	150.3	91.0	15.0%	9.1%
01-Oct-16	1 043	156.4	92.0	15.0%	8.8%
01-Nov-16	1 075	158.7	92.5	14.8%	8.6%
01-Dec-16	1 100	190.5	103.8	17.3%	9.4%
01-Jan-17	1 116	211.8	109.6	19.0%	9.8%
01-Feb-17	1 153	200.6	110.8	17.4%	9.6%
01-Mar-17	1 192	201.4	115.9	16.9%	9.7%
01-Apr-17	1 242	185.9	106.4	15.0%	8.6%
Growth	25.9%	25.3%	15.7%		



NP& NROV&N&N&N&N - HP&P L&O&O&N - Full Year FY '17

₹. In Crores

Particulars	2 Wheeler		3 Wheeler & others		Total (Value)		
	HP NO	Principal	HP NO	Principal	Principal	Unrealised	Provision
Balance as on 31.03.2016	26 072	46.6	1 498	7.5	54.0	7.2	8.5
Slipped to NPA due to new NPA policy	6 908	13.3	570	2.6	15.9	1.2	1.6
NPA Amount 4M as on 01.04.2016	32 980	59.9	2 068	10.1	69.9	8.6	10.1
Add: Slipped to NPA Apr 16 to Mar 17	21 389	37.7	219	0.4	38.1	4.1	10.9
Sub total	54 369	97.6	2 287	10.4	108.00	12.7	20.9
Less: Moved out from NPA for Apr 16 to Mar 17	9 364	10.9	873	2.9	13.9	1.1	1.5
Reposessed Asset sold Apr 16 to Mar 17	3 144	9.9	317	2.3	12.2	1.9	1.8
Amount collected from NPA Accounts Apr 16 to Mar 17		5.2		0.9	6.1	0.0	0.0
Write off during the year 2016-17	634	0.3	224	1.4	1.7	0.4	0.92
Balance as on 31.03.2017	41 227	71.3	873	2.9	74.2	9.4	16.6

NP& NROVENEENE - HYP LOOE - QROSS 7

₹.in Crores

Q&Q

Particulars	Q2 '16	Q3 '16	Q4 '16	Q1 '17	Q2 '17	Q3 '17	Q4' 17
Opening Balance	59.7	59.9	62.1	54.0	69.2	66.5	78.1
Slippage due to NPA Policy change	-	-	-	15.9	-	-	-
Fresh slippages during the period	11.9	13.6	9.6	12.7	11.8	20.1	13.9
Sub Total	71.6	73.5	71.7	82.6	81.0	86.6	92.0
Less: NPA Moved out	7.0	5.6	6.8	6.5	6.7	3.3	8.9
Less: Repossessed assets sold	2.4	3.7	5.4	3.8	5.0	3.2	4.8
Less: Write off	-	-	3.0	-	-	-	1.7
Less: Amount collected but not moved out of NPA	2.3	2.1	2.5	3.1	2.8	2.0	2.4
Closing Balance	59.9	62.1	54.0	69.2	66.5	78.1	74.2

ANALYSIS – 5 QUARTERS

SPREAD ANALYSIS

₹. In Crores

Analysis on Avg loan book size	Mar-16		Jun-16		Sep-16		Dec-16		Mar-17	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Avg Loan Book Size	949.6		*1051.0		*1022.72		1115.0		1133.0	
Revenue from operations	63.0	26.5%	63.8	24.3%	69.5	27.2%	68.6	24.6%	79.4	28.0%
Direct exp.	27.8	11.7%	31.1	11.8%	32.6	12.8%	32.4	11.6%	32.8	11.6%
Gross Spread	35.1	14.8%	32.7	12.4%	36.9	14.4%	36.2	13.0%	46.6	16.4%
Personnel Expenses	13.0	5.5%	12.5	4.8%	13.0	5.1%	13.7	4.9%	13.9	4.9%
OPEX (incl. depreciation etc...)	7.0	3.0%	6.7	2.5%	8.0	3.1%	8.2	2.9%	10.8	3.8%
Total Expenses	20.0	8.4%	19.2	7.3%	21.0	8.2%	21.9	7.9%	24.7	8.7%
Pre Provision Profits	15.1	6.4%	13.5	5.1%	16.0	6.2%	14.2	5.1%	21.9	7.7%
Loan Loss and provisions	4.6	1.9%	7.0	2.7%	4.1	1.6%	5.6	2.0%	5.3	1.9%
Net Spread	10.5	4.4%	6.5	2.5%	11.8	4.6%	8.6	3.1%	16.5	5.8%

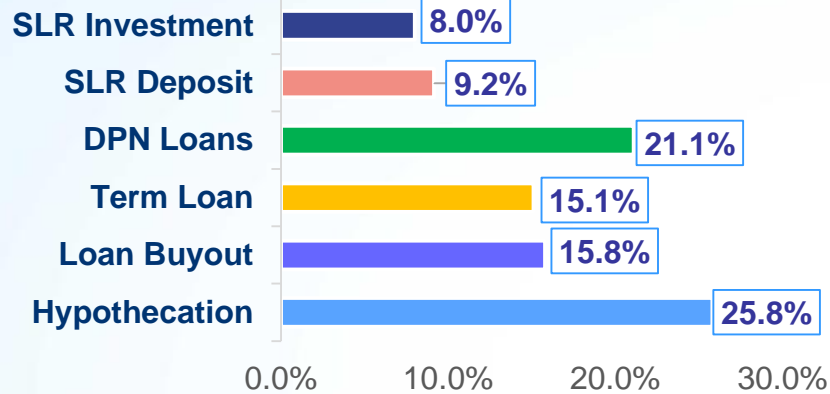
* Excluding managed portfolio; Income excluding income from SLR investments

ANALYSIS OF COST & YIELD

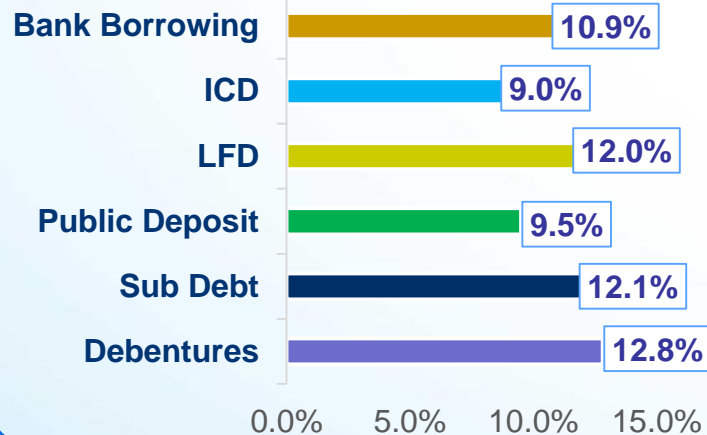
SL.No.	Description of Loan	EFFECTIVE RATE					
		Q3 FY '16	Q4 FY '16	Q1 FY '17	Q2 FY '17	Q3 FY '17	Q4 FY '17
1	Hypothecation	25.4%	27.3%	25.3%	26.2%	24.3%	27.0%
2	Loan Buyout	15.9%	15.8%	15.7%	15.5%	15.5%	15.8%
3	Term Loan	16.0%	15.8%	15.7%	15.6%	15.3%	15.1%
4	DPN Loans	18.8%	19.8%	21.1%	21.2%	21.5%	20.6%
5	SLR Deposit	8.5%	9.2%	8.8%	9.1%	9.3%	9.4%
6	SLR Investment (Govt Sec)	7.9%	7.8%	8.0%	8.0%	7.9%	8.0%
	Yield	24.5%	26.2%	24.0%	24.7%	23.1%	25.1%
1	Secured Debenture	12.9%	12.7%	12.9%	13.0%	12.5%	12.8%
2	Sub Debt	11.9%	11.9%	11.8%	12.1%	12.1%	12.1%
3	Public Deposit	10.2%	9.8%	9.9%	9.5%	9.5%	9.3%
4	Loan From Directors	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%
5	Inter corporate Deposit	9.0%	9.0%	9.0%	9.0%	9.0%	9.0%
6	Bank Borrowings	11.2%	11.0%	11.1%	11.1%	10.9%	10.5%
	Cost	11.2%	10.9%	11.0%	10.9%	10.8%	10.5%
	Interest Spread	13.3%	15.4%	13.1%	13.8%	12.3%	14.6%

ମେଲେୟସ୍ ଓ ଫିଲଡିଂ - ଫି '17

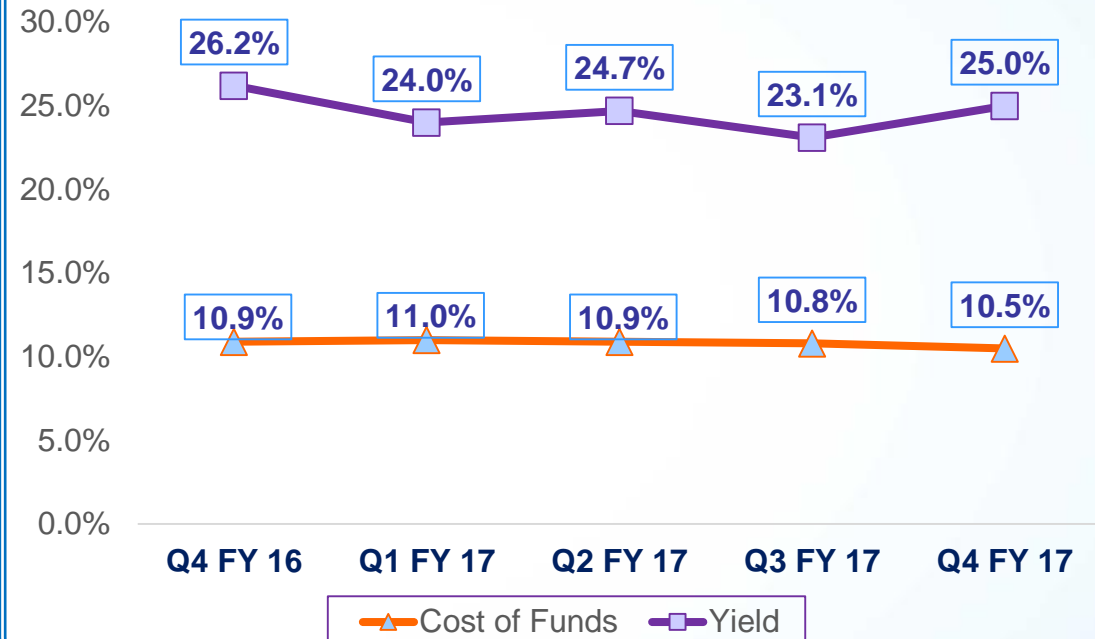
Composition of Yield



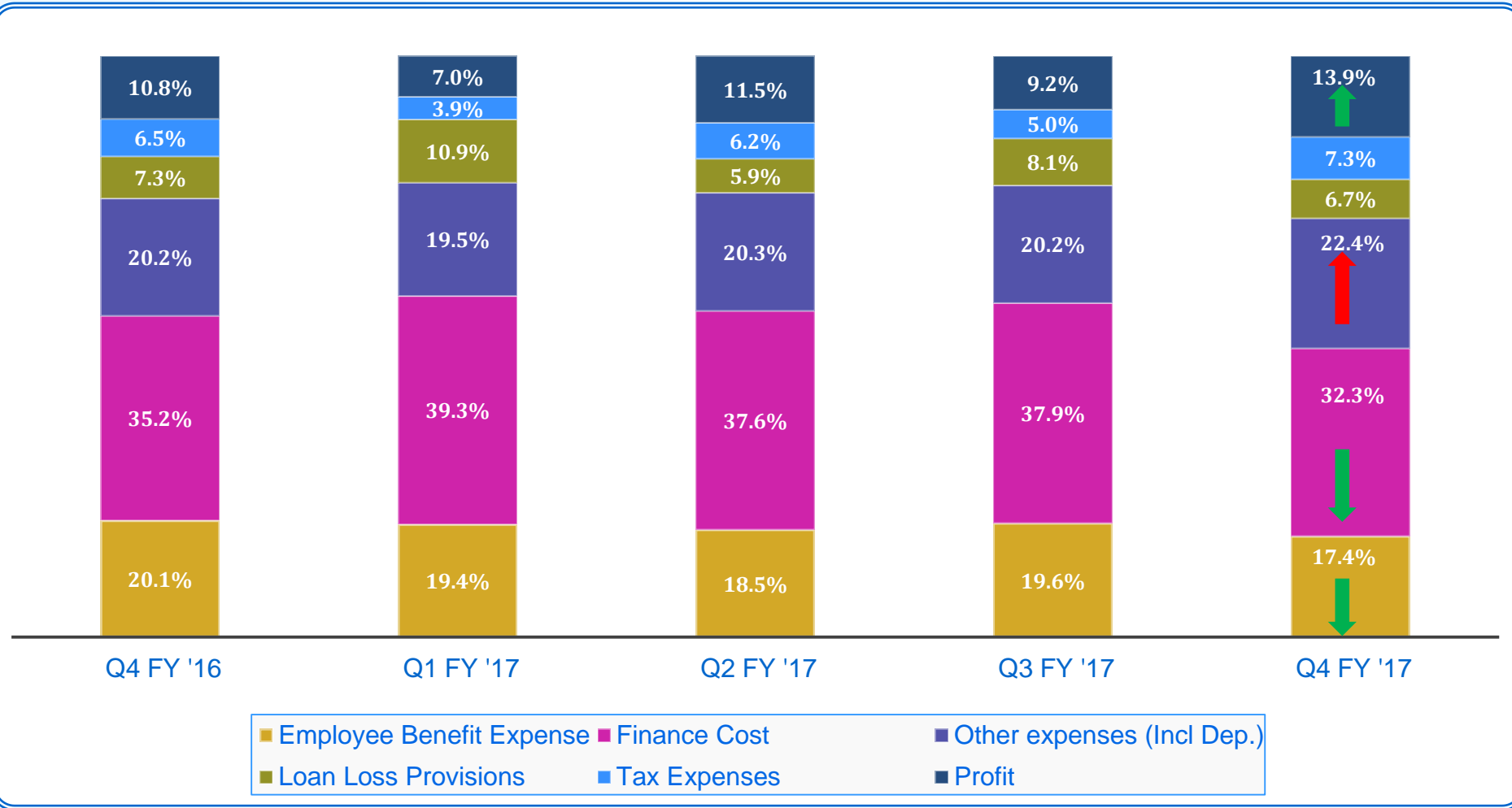
Composition of Cost



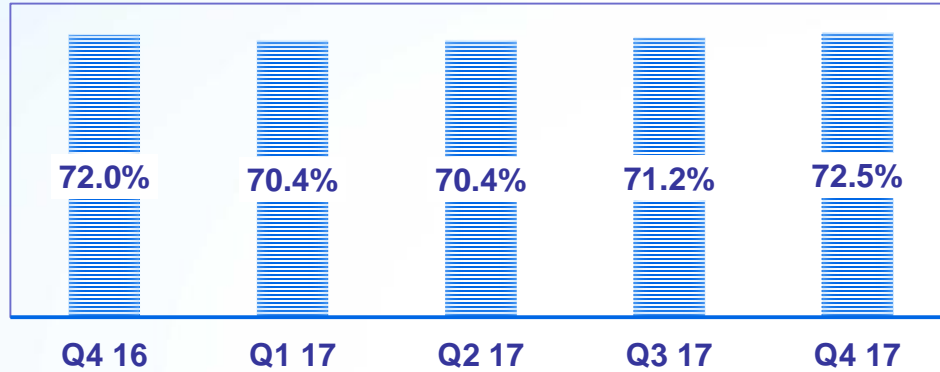
Cost of Funds, Yield & Spread



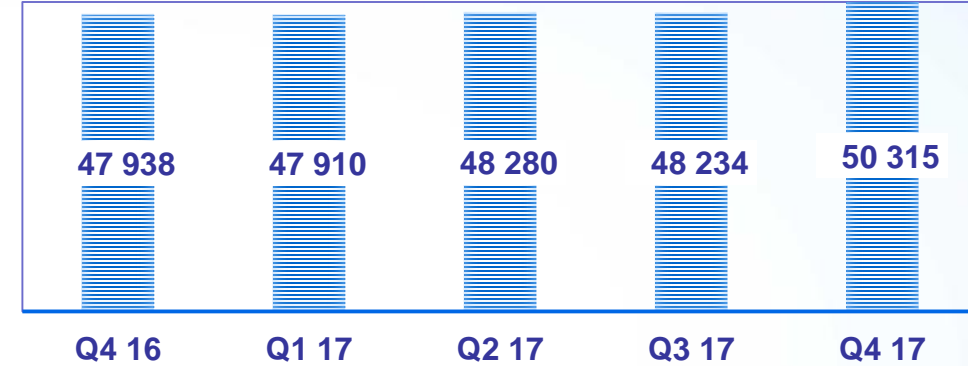
EXPENSES AS PERCENTAGES OF REVENUES - Q - 0 -



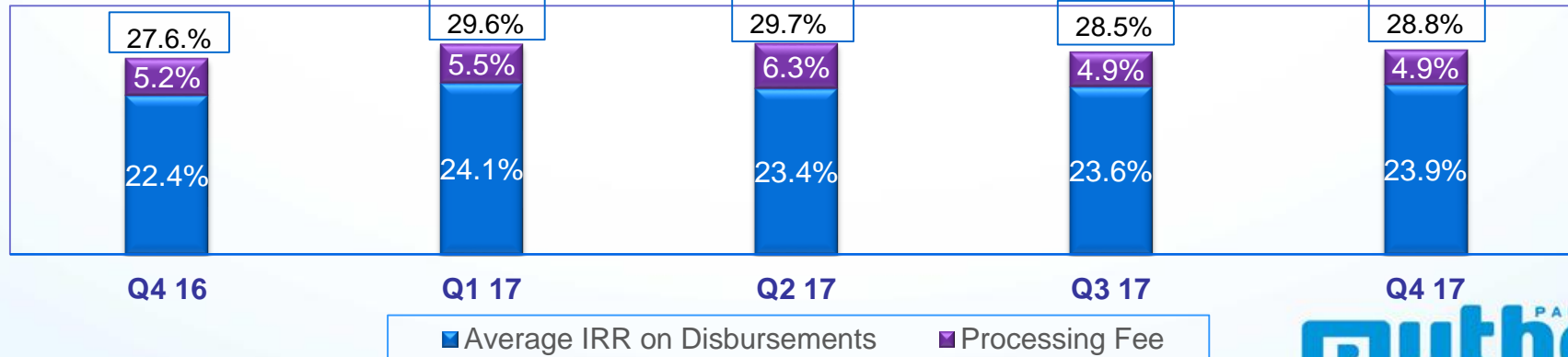
Average LTV



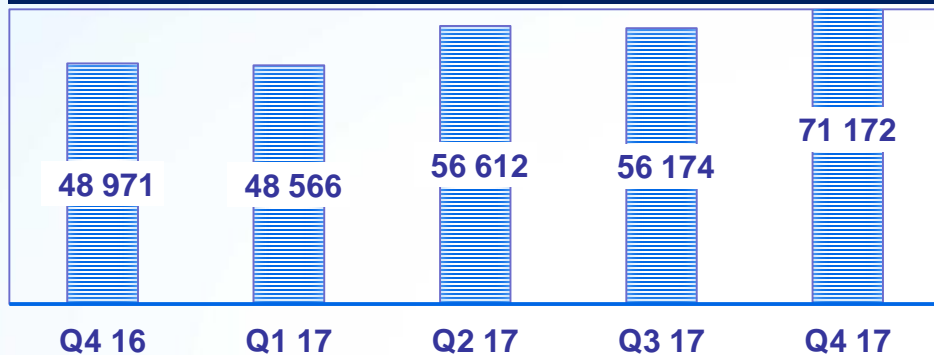
Average Ticket Size (in ₹)



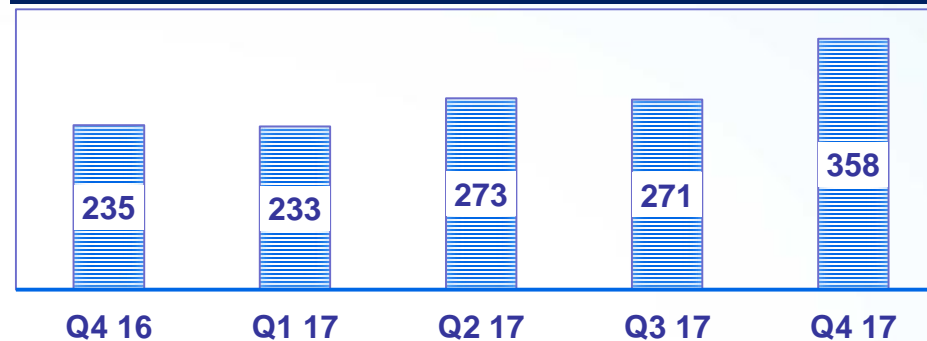
Avg. IRR & Processing Fee on Disbursement



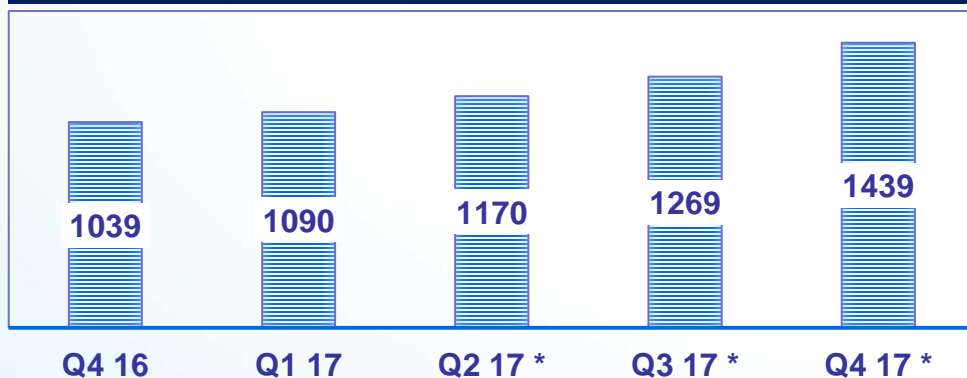
Disbursement Count (Hypo Loan)



Disbursement - Hypo Loan (in ₹ crores)



Loan Book Size (in ₹ crores)

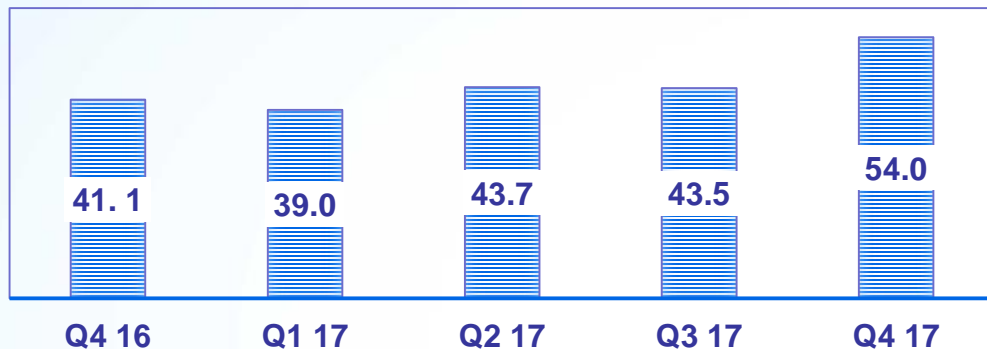


Revenue (in ₹ crores)

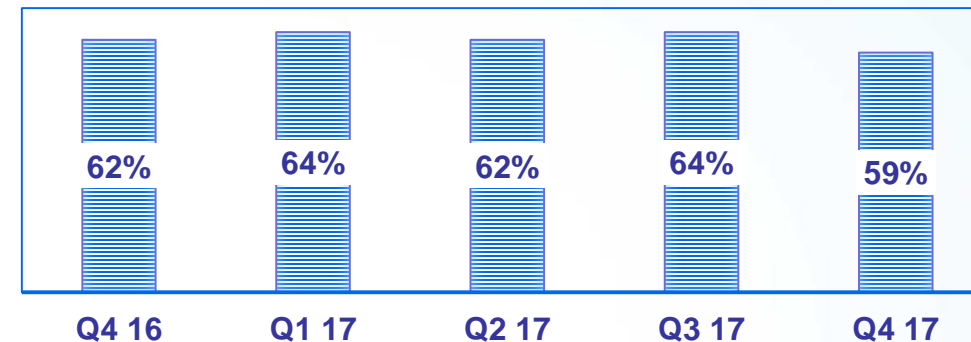


* Including managed portfolio

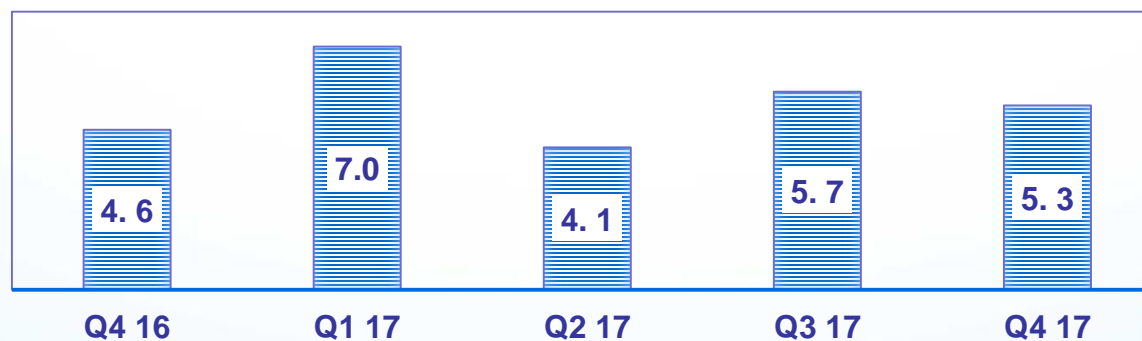
NII (₹ in Crores)



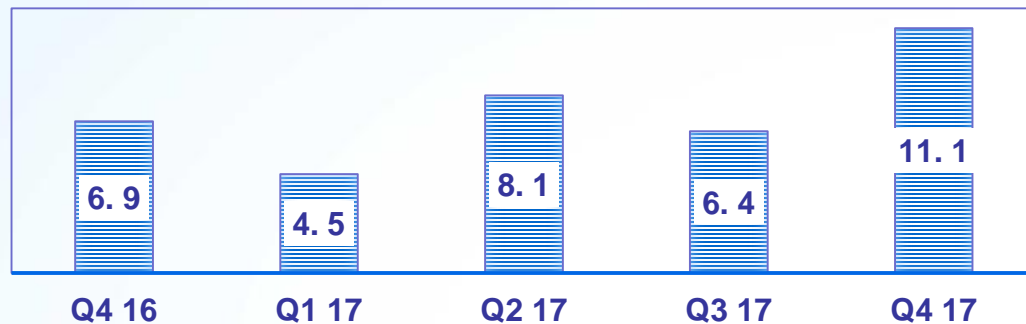
OPEX AS % OF NII



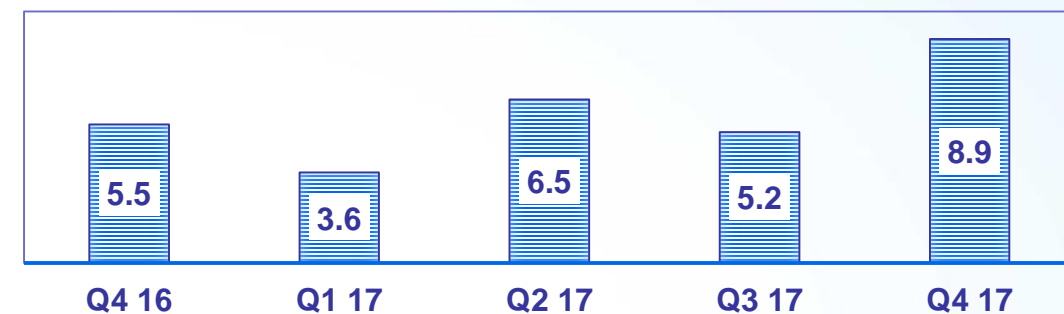
Loan Loss Prov. & Write Off (₹ in Crores)



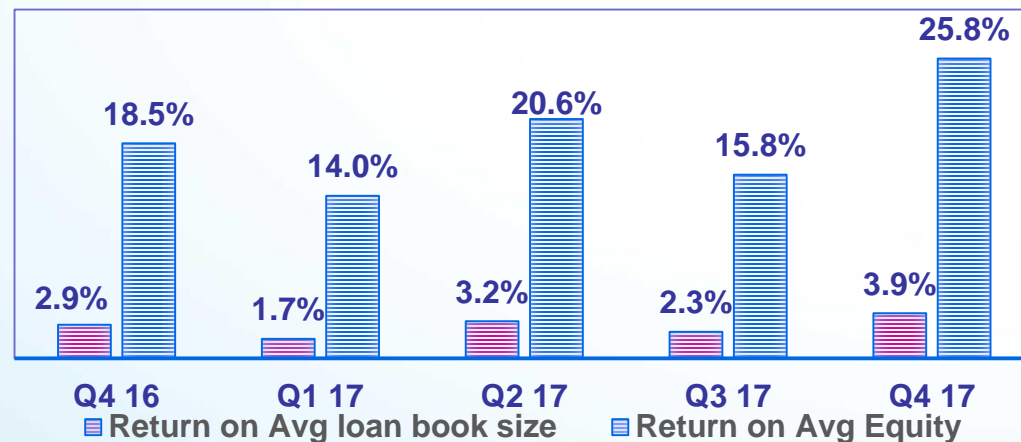
PAT (₹ in Crores)



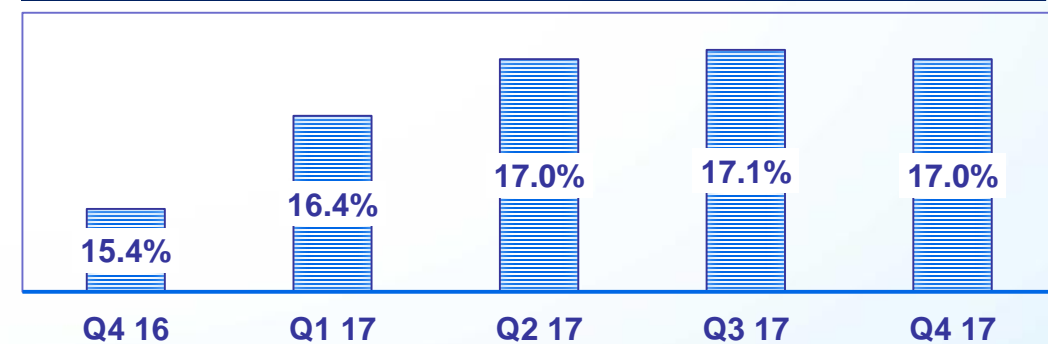
Earning per Share (in ₹)



ROA & ROE

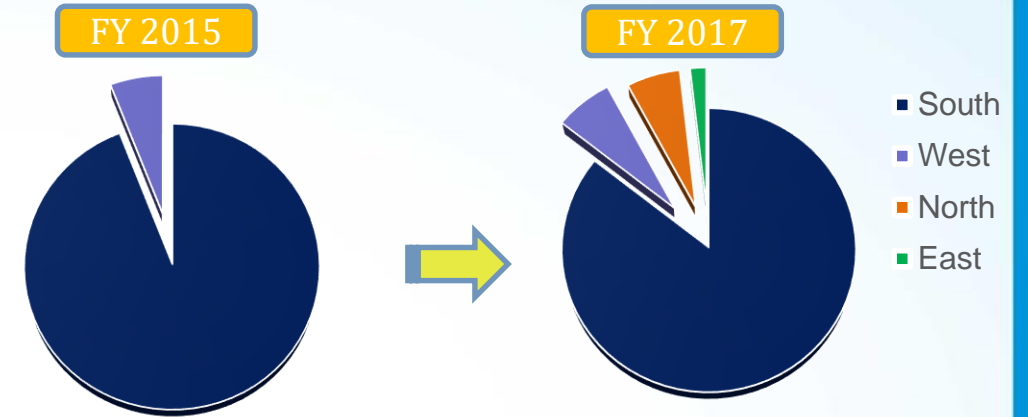
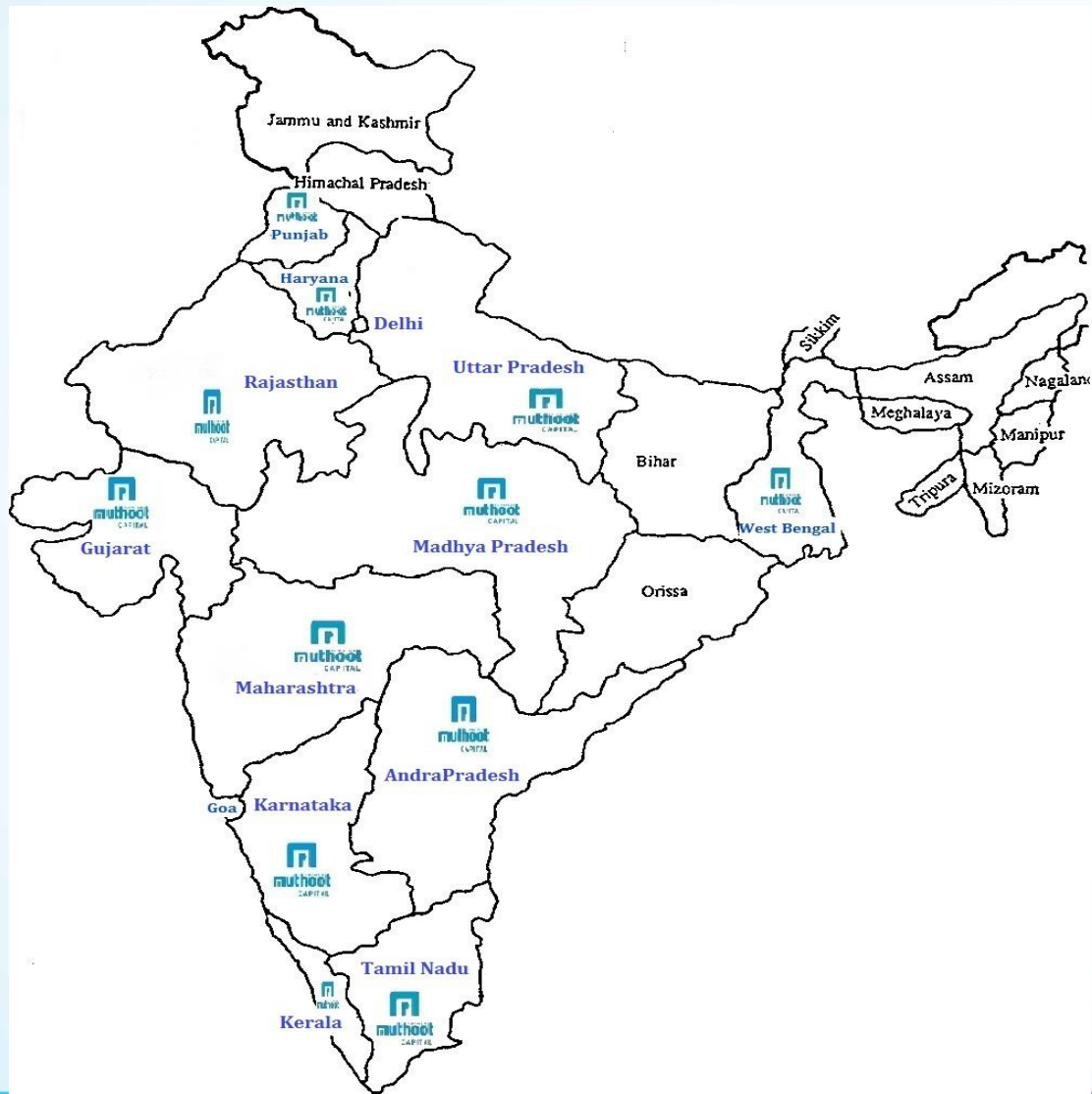


Capital Adequacy Ratio



ASSET ANALYSIS

ମୂଲ୍ୟ ଓ ଶେଷୋପାଧିକାର ଓପେରେସନ୍ - ୩୬୭



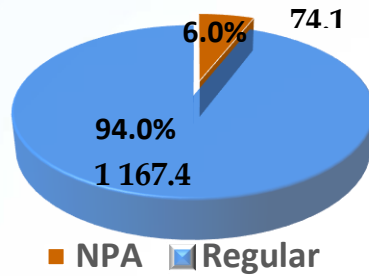
Zone-wise Disbursement Share

Emerging as a pan India player

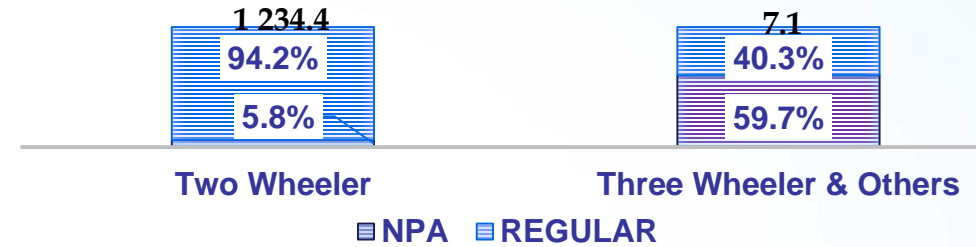
	Active Clients	Regular	NPA	% of NPA
South India	3 73 285	1034.2	65.4	6%
Western India	27 295	63.0	8.7	12%
North India	14 596	51.8	0.1	
East India	4 444	18.4	0.0	
Overall	4 19 620	1167.4	74.2	6%

PORTFOLIO ANALYSIS

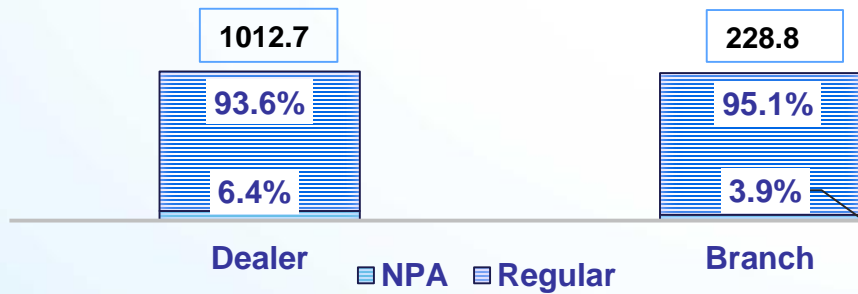
PORTFOLIO ANALYSIS



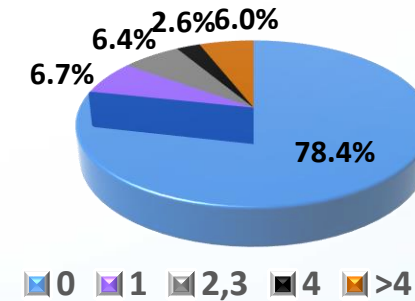
SEGMENT WISE ANALYSIS



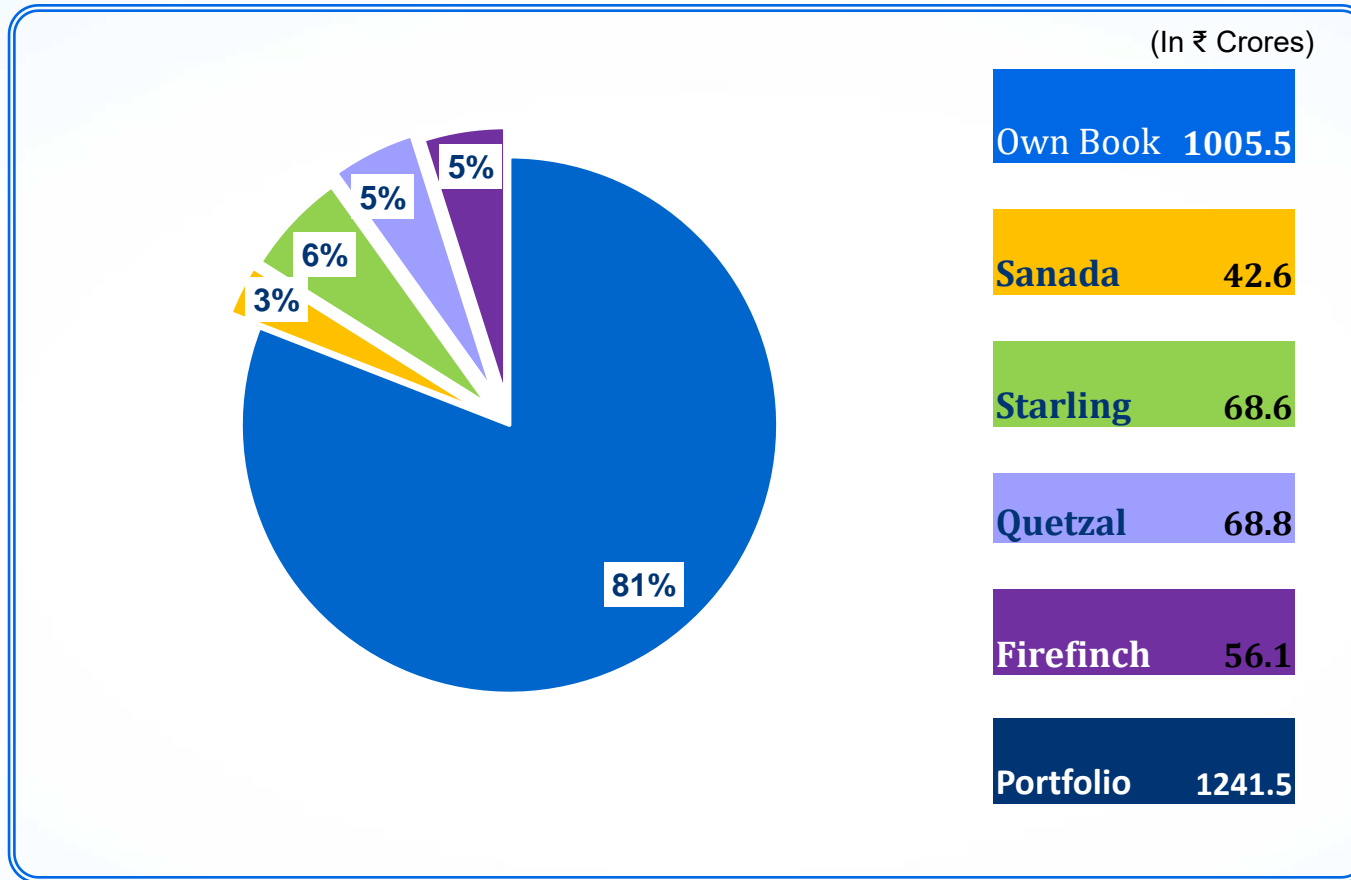
SOURCE WISE ANALYSIS



BUCKET WISE ANALYSIS



ମୃଦୁ ପଠକ୍ଷେତ୍ରରେ ସମସ୍ତେ ଓ ୦୭୧ ମାଧ୍ୟମରେ ୩୧^{ର୍ଷ} ୨୦୧୭

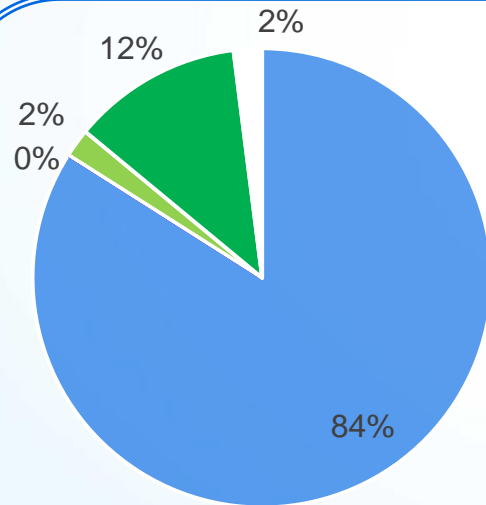


LIABILITY ANALYSIS

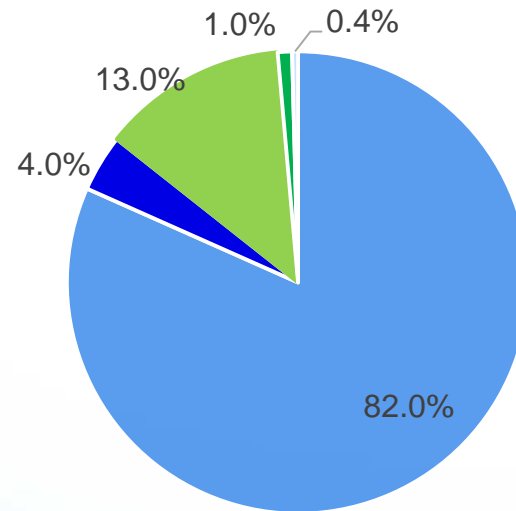
BORROWINGS PROFILE

₹ in Crores

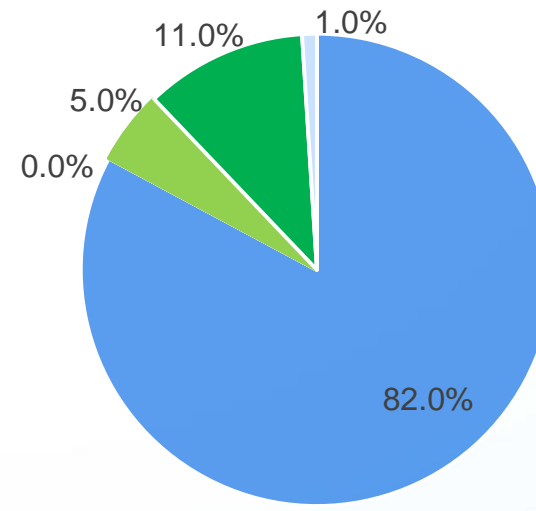
Particulars	Q4 FY '16		Q3 FY '17		Q4 FY '17	
	Amount	Cost	Amount	Cost	Amount	Cost
Bank Loan	738.3	11.0%	747.6	10.9%	814.8	10.5%
Debenture/ICD	4.3	12.0%	2.9	11.4%	2.8	11.3%
Sub Debt	16.3	11.9%	33.6	12.1%	49.7	12.0%
Public Deposit	109.6	9.8%	116.6	9.5%	108.8	9.3%
Loan From Directors	13.6	12.0%	13.6	12.0%	13.6	12.0%
Total	882.1	10.9%	914.4	10.8%	989.7	10.5%



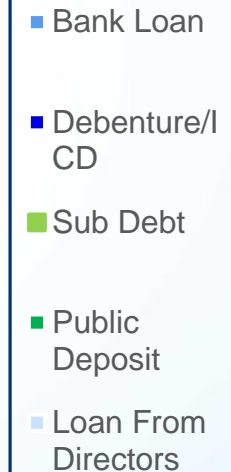
Q4 FY '16



Q3 FY '17



Q4 FY '17



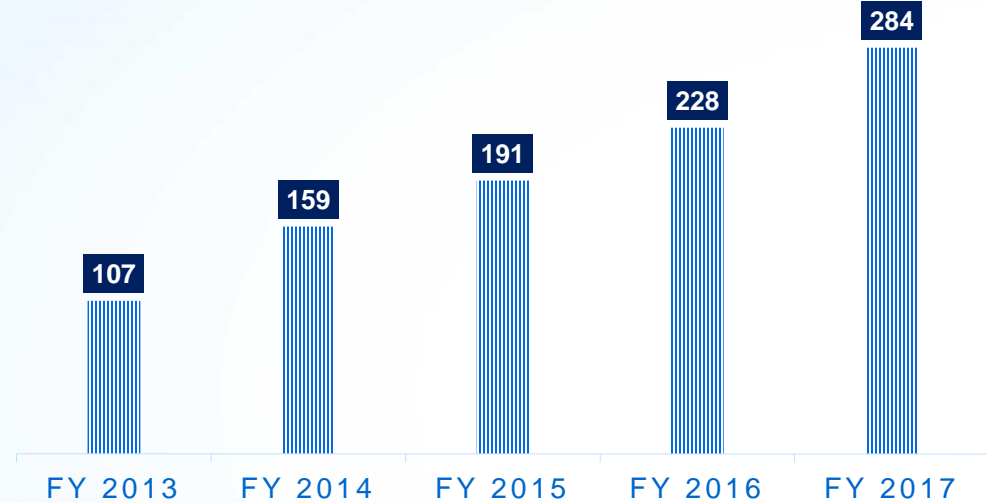
ANALYSIS – 5 YEARS

CORPORATE OVERVIEW

In ₹ Crores

	FY 13	FY 14	13 v/s 14	FY 15	14 v/s 15	FY 16	15V/s16	FY 17	16 v/s 17
Disbursements	435.7	588.6	35.1%	648.8	10.2%	928.0	43.0%	1297.8	39.8%
Hyp Loans	431.2	581.6	34.9%	592.5	1.9%	780.0	31.6%	1135.0	45.5%
Other Loans	4.5	6.9	53.3%	56.4	717.4%	147.9	162.2%	162.8	10.1%
AUM	463.7	690.6	48.9%	845.1	22.4%	1038.8	22.9%	1439.7	38.6%
Own book	463.7	690.6	48.9%	845.1	22.4%	1038.8	22.9%	1203.7	15.9%
Assigned	0	0		0		0		236.0	100%
Net Worth	102.9	118.6	15.3%	133.3	12.4%	147.9	11.0%	178.0	20.4%
Share Capital	12.5	12.5	0.0	12.5	0.0	12.5	0.0%	12.5	0%
Reserve & Surplus	90.4	106.1	17.4%	120.8	13.9%	135.4	12.1%	165.5	22.2%
Profitability									
Revenue	107.2	158.8	48.1%	191.3	20.5%	228.5	19.4%	284.2	24.3%
NIM	70.3	98.1	39.5%	113.7	15.9%	140.8	23.8%	180.3	28.1%
PBT	32.3	33.6	4.0%	34.2	1.8%	35.5	3.8%	46.2	30.1%
PAT	21.8	22.2	1.8%	22.3	0.5%	22.9	2.7%	30.1	31.4%
Key Ratios									
NIM to Revenue	65.6%	61.8%		59.5%		61.6%		63.4%	
Opex to NIM	52.6%	63.2%		67.4%		62.6%		62.1%	
Losses & Provision to Avg AUM	0.3%	0.5%		1.7%		2.0%		2.1%	
Operating Profit	30.1%	21.2%		17.9%		15.5%		16.3%	

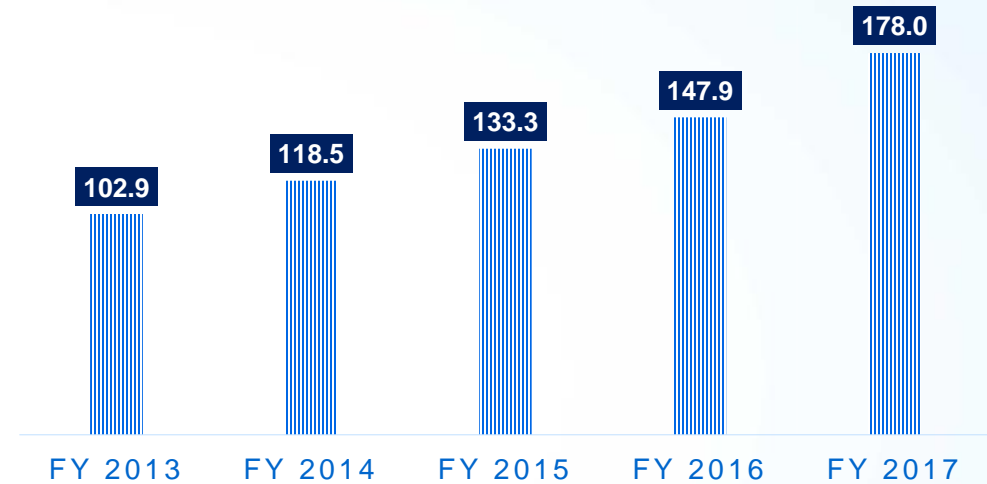
Revenue (in ₹ Crores)



	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Growth	59%	48%	20%	19%	25%

	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
EPS (in ₹)	17.5	17.8	17.9	18.3	24.1

NET WORTH (in ₹ Crores)

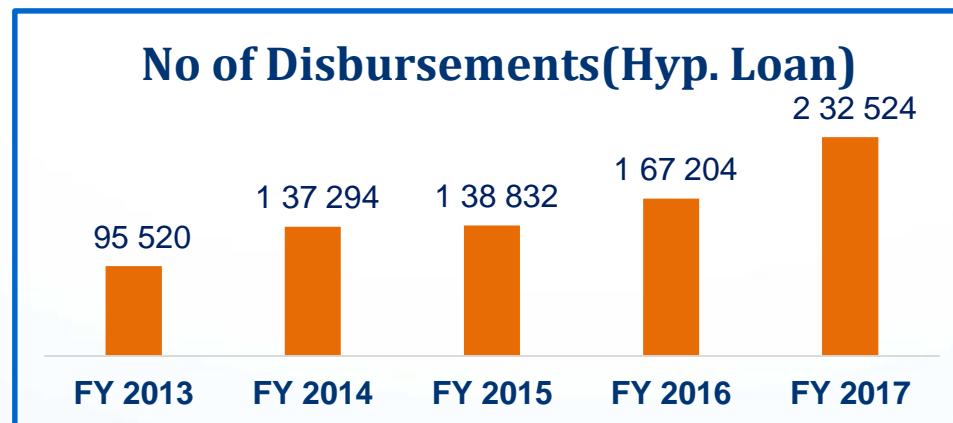
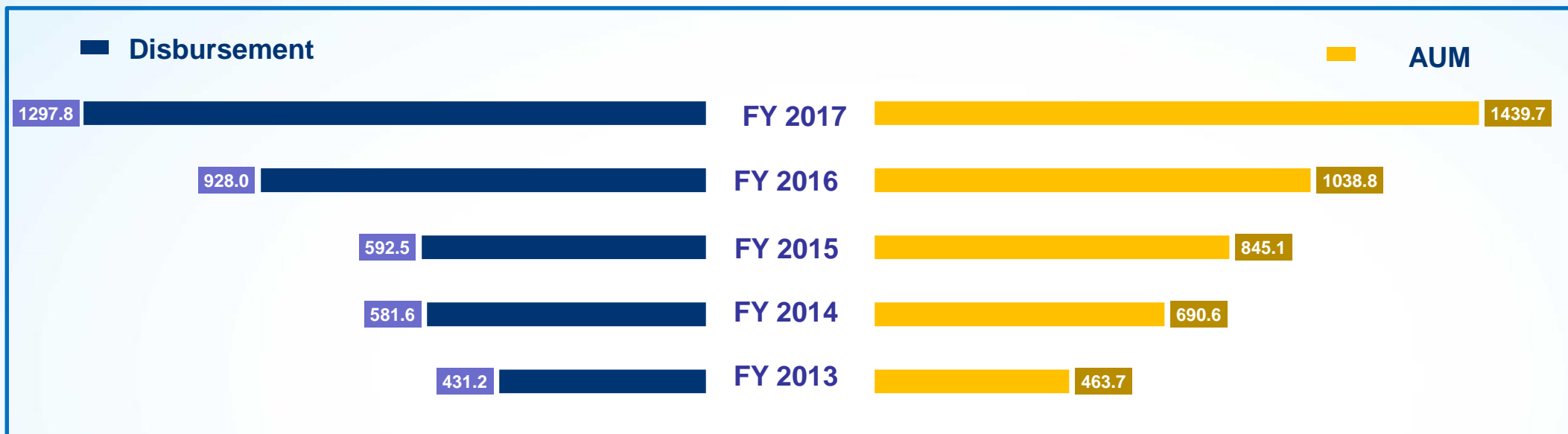


	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Growth	18%	15%	12%	11%	20%

	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Book Value	83	95	107	119	143

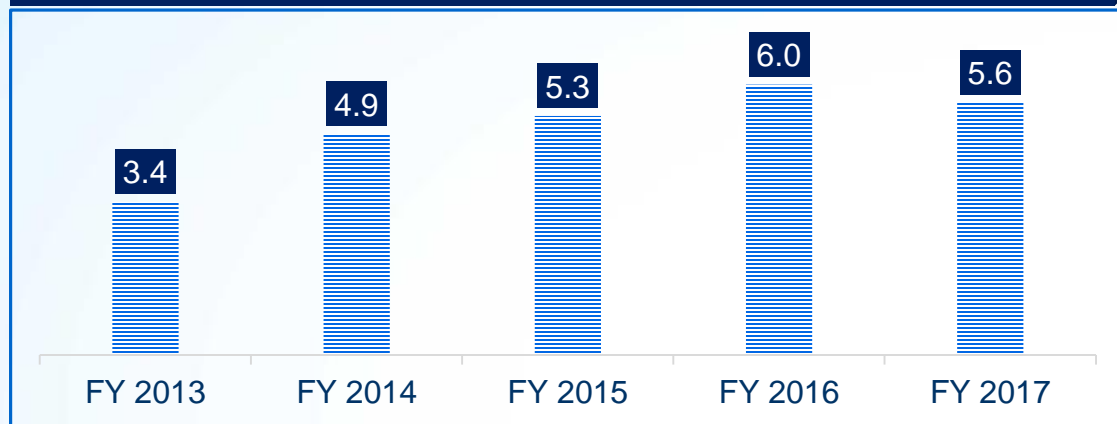
DISBURSEMENTS & AUM

₹. In Crores

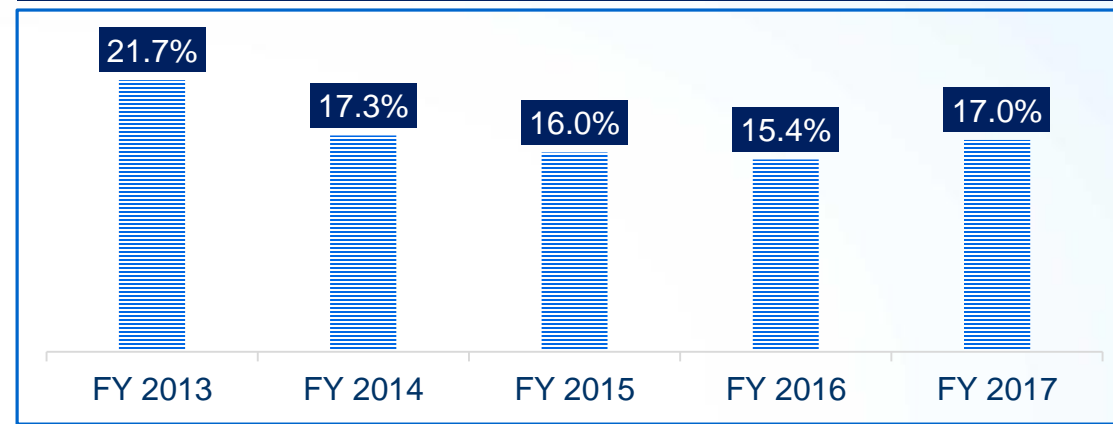


KEY RATIOS

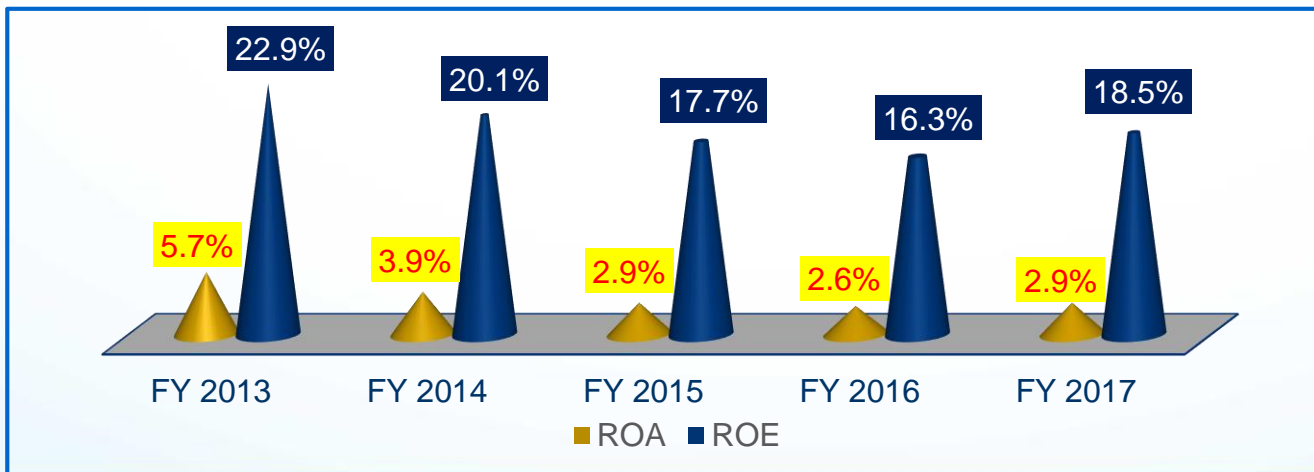
Debt Equity Ratio



Capital Adequacy Ratio

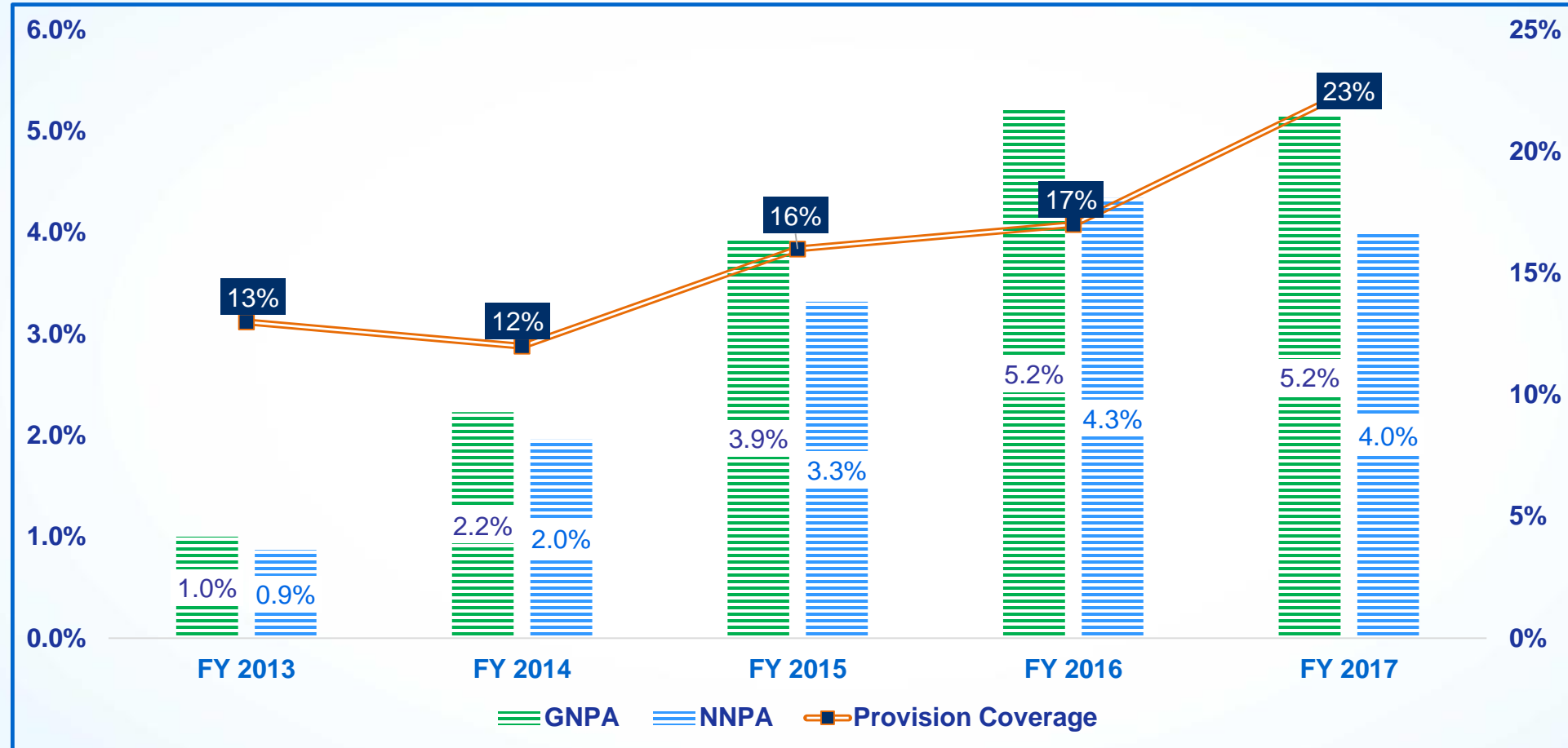


ROA & ROE



PORTFOLIO HEALTH - GNPA

& NNPA



MANAGEMENT DISCUSSION & ANALYSIS

നമ്മുടെ ഡിസ്പെൻസിറ്റി & അഭ്യർത്ഥന

- With any -ve impact of demonetization waning out, the company showed robust growth in disbursements with a total disbursement of Rs 423 v/s Rs 314 in the immediately preceding quarter.
- The Company crossed the Rs 1000 crs disbursement first time in the current year and its largest market (Kerala) crossed Rs 500 crs first time in a single year. The emphasis on disbursement through MFL branches ensured that the branches among themselves sourced business of Rs 200 crs+ or 18.3% of the total disbursement.
- “Ladies Only” Scheme continued to generate reasonable volumes with a disbursement of Rs 16.1 crs in the quarter;. Of the Rs 110 crs balance loan book, Rs 107.8 crs was in the standard bucket, which showed the quality of the assets generated through this scheme.
- With efforts in collection and use of other legal processes, the NPA that was at Rs 78.5 crs as on 31.12.16, reduced to Rs 74.15 crs as on 31.03.17. Of the Rs 16.8 crs that got added to NPA during the demonetization, currently Rs 9.8 crs is still with a NPA status and will take a quarter or two to be fully cleaned up.
- Collection in the harder buckets which saw a major dip last quarter showed best performance ever with a total collection of Rs 20 crs or 7.9 % out of the Rs 258 collected against the same.
- **Strong action on arbitration front 28,000 files given to legal firms for filing petitions, 12,000 awards passed, about 4700 cases settled and Rs 37.9 crs collected directly from about 15,000 nos. of customers and through repossession and sale of their vehicles.**

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- We did 2 more PTC transactions of ₹ 156 crs with investments from DCB Bank, Indo Star Capital Service (an Everstone & Goldman Sachs venture) and IFMR Capital ; helped reduce dependence on Bank funding and hence reduce overall cost; also helped improve CRAR to 17.0% ;
- During the year the Company has been able to get funding of a total of Rs 872 crs (Gross) from various sources showing the confidence that the lenders / investors had in the Company – Rs 441 from Bank sanctions, Rs 350 from Securitisation, Rs 30 from IFMR Capital as subordinated debts, Rs 51 from retail subordinated debts and Public Deposits etc.
- Monthly staff attrition reduced to 2.43 % in Q3 FY '17 v/s full year attrition at 3.05% in the previous year and 2.8 % in the quarter before that. Churn is reducing; the concept of Marketing agents is also working well;
- In spite of high competition, dealer incentives have remained under control at 1.33% for Q4 FY17; interest and finance charges on an overall basis was slightly lower at 10.46% v/s 10.8% in Q3 FY '17.
- **Securitization has helped CRAR grow and also negotiate better for funds. With ₹ 20.2 crores generated as EXCESS INTEREST SPREAD on securitized portfolio, the Positive impact on CRAR of 2.41%, on ROA by 0.33% and consequently ROE by 1.84% in FY 17. On a stand alone basis for Q4 FY 17 benefit of securitization on ROA is 0.59% and ROE ABOUT 3.25%**
- The business and financials softwares are fully implemented and going forward will be explored extensively for generating MIS and automating overall transactions.

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- The overall impact on the budget was a 6.5% lower than budgeted PAT but the same was higher than the previous financials year by 31%.
- Geographical expansion –Network expansion on; Penetration in present states in South and West and in the new and existing areas in North and East helped growth and hope is for better and improved performance in FY18.
- New Products , new geographies and digitization seen as the way forward for the next few years. Budget for the next year in line with the same and much more
- **Post demonetization 100% repayment for new customers through NACH; NACH repayment is at 26% v/s 1% at end of June 16 quarter. Will help cut costs/ delinquencies in the medium term.**
- With emphasis on additional avenues for raising funds plan to look at Commercial Paper, NCDs and even Equity Infusion to fuel growth in the coming years.
- **Are bullish about the future and hopeful of achieving the budget for FY 18 in terms of disbursement , Loan book and profitability. Looking at support from all the stakeholders**

THANK YOU