

# MFIN INVESTORS AND LENDERS MEET



**Mumbai, 11<sup>th</sup> September 2018**

# **Disclaimer**

Information provided here is as reported  
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**Adhikar Microfinance India Ltd.** is a Bhubaneswar based NBFC-MFI founded in 1997. It is geographically spread across the states of Odisha, Chhattisgarh, Gujarat and Assam covering 24 districts with 78 branches. The equity investors of Adhikar include Dia Vikas Capital ( a subsidiary of Opportunity International, Australia).



## PRODUCTS

Income Generating Loans, Housing Improvement Loans, Sanitation Loans and Energy Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	8.75	8.75	9.98
Institutional Investors (%)	42.92	42.92	48.92
Employees (%)	1.72	1.72	1.96
Others (%)	46.61	46.61	39.14



## DEBT FUNDERS

- State Bank of India, Canara Bank, Yes Bank., IDBI BANK,DCB Bank.
- MAS Financial Services Limited.
- Capital First Limited, Ellectronica.
- Caspian, Intellegrow.
- Ananya Finance For Inclusive Growth Pvt. Ltd.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	72	62	55
Employees	437	312	263
Loan Officers	235	183	157
Clients	116613	85936	76880
Loan accounts	123221	87936	80380
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	1778976628	1161657577	1001781175
Off-balance sheet portfolio (Rs)	677051508	572784975	770823261
Growth in Gross Loan Portfolio (%)	53	16	96
GLP per loan officer (Rs)	7734681	6563037	6463104
GLP per branch (Rs)	24708009	18736413	18214203
Clients per loan officer	496	470	490
Clients per branch	1620	1386	1398
Total Assets (Rs)	1461771085	880807058	417728181
Total Equity (Rs)	88250000	88250000	51100000
Total Reserves and Surplus	75658044	44630682	21017960
Outstanding Borrowings (Rs)	1226236805	709632694	276834887
Total Income (Rs)	287842311	182953754	104112351
Total Expenses (Rs)	241838204	149638745	86241461
Profit before tax (Rs)	45933578	3093250	17870890
Annualized ROA (%)	3	4	3
Annualized ROE (%)	28	26	19
Finance Expenses Ratio (%)	11	7	4
Operating Expenses Ratio (%)	8	7	7
Debt to Equity Ratio (%)	10.79	8.45	5.65
Yield on Portfolio (%)	20	16	13
Profit Margin (%)	16	18	17
PAR 30 (%)	0.30	0.17	0.04
PAR 60 (%)	0.23	0.12	0.02
Total Loan Loss Reserve	1.00	1.00	1.00
Total NPA	0.21	0.06	0.03
Write off Ratio (%)	0.09	0.00	0.00



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	160000	220000	300000
<b>GLP (Rs)</b>	3134085000	4235687000	5802208000
<b>Loan Officers</b>	350	500	650
<b>Branches</b>	87	102	122

<b>Funding Needs</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Equity (Rs )</b>	150000000	200000000	300000000
<b>Debt (Rs )</b>	1650000000	2500000000	3500000000
<b>Others</b>	1300000000	2000000000	2500000000

**Adi Chitragupta Finance Limited** is the first and only NBFC-MFI based out of Bihar. It has 14 branches covering 11 districts of Bihar. ACFL started its operations in August, 2017. The entity within its first five months of operation has added 8 additional branches and has more than 12,000 clients with a growth of 83% from last financial year with a total disbursement of Rs. 3050 lakhs. ACFL has successfully completed implementation of digital processes which includes authentication of borrowers by UIDAI, disbursement in bank account of borrowers, end used declaration in stored in system.



## PRODUCTS

JLG Loans for Income Generating Activities.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	89.53	90.19	-
Institutional Investors (%)	0.00	0.00	-
Employees (%)	1.00	0.00	-
Others (%)	9.47	9.82	-



## DEBT FUNDERS

- NCD of INR 20 crores from Mr. Ravindra Kishore Sinha and Mr. Rituraj Sinha and



## KEY PERFORMANCE INDICATORS

	*FY 18-19	FY 17-18	FY 16-17
Branches	8	6	-
Employees	56	47	-
Loan Officers	31	20	-
Clients	9599	6697	-
Loan accounts	9577	6690	-
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	165684173	141302863	-
Off-balance sheet portfolio (Rs)	Nil	Nil	-
Growth in Gross Loan Portfolio (%)	17.3	100	-
GLP per loan officer (Rs)	5344651	7065143	-
GLP per branch (Rs)	20710522	23550477	-
Clients per loan officer	309	335	-
Clients per branch	1197	1115	-
Total Assets (Rs)	212044414	180753911	-
Total Equity (Rs)	79413100	79413100	-
Total Reserves and Surplus	18195161	17679589	-
Outstanding Borrowings (Rs)	165684173	141302863	-
Total Income (Rs)	10016786	9830854	-
Total Expenses (Rs)	9501214	21993388	-
Profit before tax (Rs)	515572	-12162534	-
Annualized ROA (%)	2.0	-	-
Annualized ROE (%)	4.2	-	-
Finance Expenses Ratio (%)	1.6	-	-
Operating Expenses Ratio (%)	4.4	-	-
Debt to Equity Ratio (%)		-	-
Yield on Portfolio (%)	25.5	-	-
Profit Margin (%)	8.5	-	-
PAR 30 (%)	Nil	Nil	-
PAR 60 (%)	Nil	Nil	-
Total Loan Loss Reserve	-	-	-
Total NPA	Nil	Nil	-
Write off Ratio (%)	Nil	Nil	-

\*\* Performance Key Indicators for Q1 FY 2018-19 are un audited





## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	72177	383971	1048640
<b>GLP (Rs)</b>	1513310958	6689419350	17831893039
<b>Loan Officers</b>	194	625	1290
<b>Branches</b>	39	125	258

<b>Funding Needs</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Equity (Rs )</b>	223370292	924210186	1475435467
<b>Debt (Rs )</b>	500000000	2000000000	5000000000
<b>Others</b>	636000000	3040000000	8420000000



**Agora Microfinance India Ltd** is a Mumbai based NBFC – MFI and was founded in 2011-12. It is geographically spread across Mumbai covering two districts. The key institutional investor is Agora Microfinance NV. It has partnered with MFIN and MIX. The lending module of Agora is that branches operate within 3-4 km radius with a group size of 4-10 members thus providing flexibility to Mumbai based clients. Disbursement and collections are done from the branch with real time MIS. The internal audit department is constantly vigilant with regards to developing risks and undertakes risk based audits regularly.



## PRODUCTS

Business Loan - Group Lending , Housing Loan - Group Lending, Education Loans - Group Lending, Emergency Loans - Group Lending , Non Micro - Individual and Group credit group insurance.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	10.00	10.00	49.06
Institutional Investors (%)	90.00	90.00	50.94
Employees (%)	0.0001	0.0001	0.0009
Others (%)	0.00	0.00	0.00



## DEBT FUNDERS

- Ananya Finance for Inclusive Growth.
- MAS Financial Services.
- Reliance Commercial Finance Ltd.
- Intellegrow.
- Oiko Credit ( Maanaveeya ).
- Axis Bank.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	11	9	7
Employees	65	56	43
Loan Officers	41	29	33
Clients	18562	15929	11408
Loan accounts	18562	15929	11408
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	292162513	236347513	162467849
Off-balance sheet portfolio (Rs)	-	--	-
Growth in Gross Loan Portfolio (%)	24	45	96
GLP per loan officer (Rs)	7125915	8149914	4923268
GLP per branch (Rs)	26560228	26260835	23209693
Clients per loan officer	453	549	346
Clients per branch	1687	1770	1630
Total Assets (Rs)	348537829	285354917	206739686
Total Equity (Rs)	124096070	124951957	78805967
Total Reserves and Surplus	-	-	-
Outstanding Borrowings (Rs)	212162238	153490385	123041552
Total Income (Rs)	64514801	55689424	30518319
Total Expenses (Rs)	65470688	52483249	33837986
Profit before tax (Rs)	-855887	3206175	-3319667
Annualized ROA (%)	0	1.25	-2.38
Annualized ROE (%)	-1	3.33	-4.34
Finance Expenses Ratio (%)	12	10	7
Operating Expenses Ratio (%)	-	10	16
Debt to Equity Ratio (%)	176	126	160
Yield on Portfolio (%)	24	26	26
Profit Margin (%)	97	110	112
PAR 30 (%)	3.37	1.95	0.53
PAR 60 (%)	3.27	1.26	0.51
Total Loan Loss Reserve	6989072	2363475	1624678
Total NPA	91604	1808127	504686
Write off Ratio (%)	0.05	0.12	0.27



## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	41000	78,002	140255
<b>GLP (Rs)</b>	929607223	1912127265	3437210571
<b>Loan Officers</b>	70	132	237
<b>Branches</b>	12	17	29

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	50000000	100000000	200000000
<b>Debt (Rs )</b>	638088495	984031400	1527854428
<b>Others</b>	-	-	-



**Aviral Finance Private Limited** is the first NBFC-MFI operating out of Chhattisgarh. It was founded in 2017. It has 14 branches covering 11 districts of Bihar. It started its MFI operations in 2017. Aviral has 100% cashless disbursement since inception. Aviral operates with 22 branches across Chhattisgarh and Odisha covering 14 districts with a gross loan portfolio of INR 23 Cr. With more than 12,000 women borrowers. The key equity investors are the Golechha family who are the existing promoters.



## PRODUCTS

JLG Loans with monthly branch based repayment.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promoters (%)	100.00	100.00	100.00
Institutional Investors (%)	0.00	0.00	0.00
Employees (%)	0.00	0.00	0.00
Others (%)	0.00	0.00	0.00



## DEBT FUNDERS

- Arohan Financial Services.
- Reliance Commercial Finance.
- IntelleGrow.
- Incred.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	13	1	-
Employees	78	11	-
Loan Officers	41	7	-
Clients	7098	256	-
Loan accounts	7098	256	-
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	143503058	4563463	-
Off-balance sheet portfolio (Rs)	-	-	-
Growth in Gross Loan Portfolio (%)	3045	-	-
GLP per loan officer (Rs)	35000075	651923	-
GLP per branch (Rs)	11038697	4563463	-
Clients per loan officer	173	37	-
Clients per branch	546	256	-
Total Assets (Rs)	158305861	64417294	-
Total Equity (Rs)	28919800	28919800	-
Total Reserves and Surplus	29052134	28629940	-
Outstanding Borrowings (Rs)	65316240	6532787	-
Total Income (Rs)	17495658	7825154	-
Total Expenses (Rs)	17344763	5684592	-
Profit before tax (Rs)	150895	2149562	-
Annualized ROA (%)	0.14	3.34	-
Annualized ROE (%)	0.52	7.43	-
Finance Expenses Ratio (%)	2.69	43.82	-
Operating Expenses Ratio (%)	3.47	109.07	-
Debt to Equity Ratio (%)	113	11	-
Yield on Portfolio (%)	24.50	25	-
Profit Margin (%)	0.86	27.47	-
PAR 30 (%)	0.018	0.00	-
PAR 60 (%)	0.023	0.00	-
Total Loan Loss Reserve	1.00	1.00	-
Total NPA	0.00	0.00	-
Write off Ratio (%)	0.00	0.00	-



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	23500	62000	165000
<b>GLP (Rs)</b>	4760	13000	37500
<b>Loan Officers</b>	104	225	550
<b>Branches</b>	26	50	130

<b>Funding Needs</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Equity (Rs )</b>	0.00	100000000	400000000
<b>Debt (Rs )</b>	250000000	1180000000	3485000000
<b>Others</b>	-	-	-

**Inditrade Microfinance Limited** is a Mumbai based NBFC-MFI founded in 2017. It is geographically spread across Tamil Nadu, Maharashtra, Kerala, Karnataka and Odisha. The key equity investors are Inditrade Capital Limited, AT Invofin India Limited, Maximal Finance & Investments Limited. It operates with fully digitized processes from client onboarding to collections. Inditrade is one of the few MFIs to go 100% paperless, 100% Aadhar based enrolment, geo tagging of branches and clients location, disbursement to bank account, verifies mobile numbers with 99.9% recovery rate.



## PRODUCTS

JLG Loans, Emergency Loans and Education Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	100.00	100.00	-
Institutional Investors (%)	0.00	0.00	-
Employees (%)	0.00	0.00	-
Others (%)	0.00	0.00	-



## DEBT FUNDERS

- Mas Financial Services limited.
- Capital First Limited.
- Captial Small Finance Bank.





## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	25	-	-
Employees	145	23	-
Loan Officers	85	10	-
Clients	33153	-	-
Loan accounts	33153	-	-
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	690150487	-	-
Off-balance sheet portfolio (Rs)	145130234	--	-
Growth in Gross Loan Portfolio (%)	-	-	-
GLP per loan officer (Rs)	8119417	-	-
GLP per branch (Rs)	27606019	-	-
Clients per loan officer	390	-	-
Clients per branch	1326	-	-
Total Assets (Rs)	599329240	56810410	-
Total Equity (Rs)	110000000	57500000	-
Total Reserves and Surplus	439174	1943799	-
Outstanding Borrowings (Rs)	439819996	-	-
Total Income (Rs)	67891214	2907361	-
Total Expenses (Rs)	65186912	4851160	-
Profit before tax (Rs)	2704303	1943799	-
Annualized ROA (%)	0.73	-	-
Annualized ROE (%)	2.88	-	-
Finance Expenses Ratio (%)	5.12	-	-
Operating Expenses Ratio (%)	5.77	-	-
Debt to Equity Ratio (%)	5.43	1.02	-
Yield on Portfolio (%)	12.19	-	-
Profit Margin (%)	4.07	-	-
PAR 30 (%)	0.16	-	-
PAR 60 (%)	0.11	-	-
Total Loan Loss Reserve	5450203	-	-
Total NPA	71175	-	-
Write off Ratio (%)	-	-	-



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	111420	263643	449227
<b>GLP (Rs)</b>	1819103000	4944327700	8379472400
<b>Loan Officers</b>	204	480	875
<b>Branches</b>	68	160	250

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	150000000	180000000	100000000
<b>Debt (Rs )</b>	1300000000	3250000000	5400000000
<b>Others</b>	200000000	400000000	500000000



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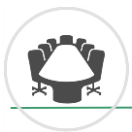
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**Janakalyan Consultancy and Services Private Limited** is a Kolkata based NBFC-MFI founded in 2017. It is geographically spread across West Bengal, Bihar and Odisha through a network of 40 branches in 10 districts. JCSPL has BC partnerships with MAS and Utkarsh Small Finance Bank. The entity has been awarded the bank Rating of Acuite BB from Acuite Ratings and Research Limited (erstwhile SMERA) and MFI 3 ratings from CARE. The key institutional investors are: Axis Bank, Bandhan Bank, Utkarsh Small Finance Bank, MAS Financial Services, Reliance, Arohan, Capital First, Nova Vyapar, Mahindra and Mahindra, Jain Sons Finlease, Visu Leasing, Avanse Financial, UC Inclusive Credit Pvt Ltd. and Profectus Capital.



## PRODUCTS

JLG Loans - Product Name: Kalyan (fortnightly and Monthly) amount ranging from 10,000 to 40,000.  
Sushakti: Solar Loans and Sushiksha: Educational Loans and BC Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	46.63	54.25	-
Institutional Investors (%)	0.00	0.00	-
Employees (%)	0.00	0.00	-
Others (%)	53.37	45.74	-



## DEBT FUNDERS

- Axis Bank.
- Bandhan Bank.
- Utkarsh Small Finance Bank.
- Arohan Financial Ltd.
- Capital First.
- AS Financial Services Limited.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	39	5	-
Employees	235	30	-
Loan Officers	130	20	-
Clients	62494	247	-
Loan accounts	62494	247	-
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	790924273	-	-
Off-balance sheet portfolio (Rs)	85264889	-	-
Growth in Gross Loan Portfolio (%)	-	-	-
GLP per loan officer (Rs)	6084033	18482	-
GLP per branch (Rs)	20280110	913000	-
Clients per loan officer	481	12	-
Clients per branch	1602	49	-
Total Assets (Rs)	847384075	153903726	-
Total Equity (Rs)	122990900	55272000	-
Total Reserves and Surplus	108520	-2263455	-
Outstanding Borrowings (Rs)	707053569	100000000	-
Total Income (Rs)	116678958	1154520	-
Total Expenses (Rs)	113636489	3349975	-
Profit before tax (Rs)	3042469	-2195455	-
Annualized ROA (%)	0.47	-	-
Annualized ROE (%)	2.69	-	-
Finance Expenses Ratio (%)	13.27	-	-
Operating Expenses Ratio (%)	9.38	-	-
Debt to Equity Ratio (%)	5.54	1.87	-
Yield on Portfolio (%)	24.93	-	-
Profit Margin (%)	2.03	-	-
PAR 30 (%)	0.04	0.00	-
PAR 60 (%)	0.03	0.00	-
Total Loan Loss Reserve	1.00	-	-
Total NPA (%)	0.02	-	-
Write off Ratio (%)	Nil	-	-



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	118200	179201	276240
<b>GLP (Rs)</b>	2067924248	5009106671	8903410292
<b>Loan Officers</b>	276	582	854
<b>Branches</b>	70	142	190

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	411490751	849115751	849115751
<b>Debt (Rs )</b>	1380390336	3686934105	7558327648
<b>Others</b>	-	-	-



**Light Microfinance Private Limited** is a Gujarat based NBFC-MFI founded in 1994. It is geographically spread across Gujarat, Rajasthan and Madhya Pradesh. It operates across 22 districts of Gujarat, 21 districts of Rajasthan and 3 districts of Madhya Pradesh with 83 branches. Light focusses towards micro-credit business and follows the Joint Liability Group (JLG) model for risk mitigation. It has further built capabilities to deliver individual unsecured and secured loans up to average Rs 5L by creating an independent credit team trained and experienced in risk assessment. In the financial year of 2018 Light closed at an AUM of Rs. 132 Cr and crossed Rs. 150 Cr in Q1FY19. Currently light has 14 financial partners which includes SBI, NABARD, Northern Arc Capital Ltd., MAS Financials, Capital first Ltd. etc. The organisation has featured as one of the 10 most admired NBFCs in 2018 by Insight Success magazine. Recently Light got rated as BBB- by Brickwork Ratings. The key equity investors are Mr. Deepak Amin, Mr. Kaushik Amin and Ms. Geeta Amin.



## PRODUCTS

Joint Liability Group Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
<b>Promotors (%)</b>	70.11	66.97	66.97
<b>Institutional Investors (%)</b>	-	-	-
<b>Employees (%)</b>	-	-	-
<b>Others (%)</b>	29.89	33.03	33.03



## DEBT FUNDERS

- SBI, NABARD, Capital First Ltd., BNP Paribas, Reliance Capital Ltd.
- Centrum Financial Services Ltd., MAS Financials, IntelleGrow, Hinduja Leyland Finance.
- Mahindra & Mahindra Financial Services, Essel Finance, Shriram City Union Finance Ltd.
- Manappuram and Northern Arc Capital Ltd.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	40	37	36
Employees	395	396	344
Loan Officers	172	160	114
Clients	67067	67060	59189
Loan accounts	77900	69851	59833
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	1319899000	841800000	1339599000
Off-balance sheet portfolio (Rs)	168202000	284687000	675875000
Growth in Gross Loan Portfolio (%)	57	-37	12
GLP per loan officer (Rs)	7674000	5261250	11750873
GLP per branch (Rs)	32997474	22751000	37211000
Clients per loan officer	389	420	520
Clients per branch	1677	1812	1644
Total Assets (Rs)	1422308000	773293000	988827000
Total Equity (Rs)	210805000	188155000	185400000
Total Reserves and Surplus	26805000	21655000	18900000
Outstanding Borrowings (Rs)	1137009000	512796000	703662000
Total Income (Rs)	232688000	241126000	231767000
Total Expenses (Rs)	227342000	237904000	203308000
Profit before tax (Rs)	5345000	3222000	28459000
Annualized ROA (%)	0.75	2.58	3.43
Annualized ROE (%)	4.13	12.17	20.02
Finance Expenses Ratio (%)	10.71	9.07	11.94
Operating Expenses Ratio (%)	12.24	10.80	8.84
Debt to Equity Ratio (%)	5.39	2.73	3.80
Yield on Portfolio (%)	23.32	21.22	24.58
Profit Margin (%)	3.61	9.77	12.24
PAR 30 (%)	2.14	8.80	0.39
PAR 60 (%)	1.73	7.27	0.22
Total Loan Loss Reserve	20274000	19874000	6417000
Total NPA	20986000	23939000	1824000
Write off Ratio (%)	0.00	0.18	0.60



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	120000	250000	450000
<b>GLP (Rs)</b>	3500000000	7500000000	12000000000
<b>Loan Officers</b>	612	1148	1785
<b>Branches</b>	90	215	400

<b>Funding Needs</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Equity (Rs )</b>	250000000	350000000	350000000
<b>Debt (Rs )</b>	2186000000	4580000000	6720000000
<b>Others</b>	1624000000	3286000000	4715000000





**Margdarshak Financial Services Limited** is a Lucknow based NBFC-MFI founded in 1996. It is geographically spread across Uttar Pradesh, Bihar, Himachal Pradesh, Haryana and Uttarakhand through a network of 139 branches in 57 districts. The company has BC partnerships with IDBI Bank and Reliance Capital Limited. The key institutional investors are Dia Vikas Capital Ltd. and SIDBI.



## PRODUCTS

Income Generation Loans, Unsecured House Improvement loans and Product Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promoters (%)	12.00	12.00	12.44
Institutional Investors (%)	59.62	59.62	58.15
Employees (%)	3.47	3.47	6.31
Others (%)	24.91	24.91	23.10



## DEBT FUNDERS

- State Bank of India, Andhra Bank, Ananya Finance, Bank of Baroda.
- Dhanlaxmi Bank, Union Bank, United Bank of India, Vijaya Bank.
- UCO Bank, Dena Bank, Bank of Maharashtra, Yes Bank.
- Oiko Credit, Blue Orchard, Capital First, Mahindra Finance.
- SIDBI, MUDRA, NABARD, NABFINS, Nabsamruddhi, Incred, Muthoot Fincorp Ltd.
- MAS Financial, IDBI Bank, IOB, Indian Bank, Syndicate Bank.
- Hinduja Leyland Finance.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	115	120	89
Employees	708	799	487
Loan Officers	359	449	288
Clients	219246	201185	133847
Loan accounts	219246	201185	133847
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	3076200000	2921800000	1708700000
Off-balance sheet portfolio (Rs)	732811000	950988000	509413000
Growth in Gross Loan Portfolio (%)	5	71	64
GLP per loan officer (Rs)	6507000	5933000	6720000
GLP per branch (Rs)	26749000	24349000	19199000
Clients per loan officer	611	448	465
Clients per branch	1906	1677	1504
Total Assets (Rs)	2994709000	2698659000	1664331000
Total Equity (Rs)	174649000	175399000	171649000
Total Reserves and Surplus	156861000	111137000	68290000
Outstanding Borrowings (Rs)	2337753000	2199826000	1379274000
Total Income (Rs)	646147000	508322000	304458000
Total Expenses (Rs)	588216000	458547000	268078000
Profit before tax (Rs)	57800000	49800000	36400000
Annualized ROA (%)	1.36	1.58	1.68
Annualized ROE (%)	22.16	19.59	12.81
Finance Expenses Ratio (%)	15.43	16.28	16.58
Operating Expenses Ratio (%)	7.95	7.64	7.67
Debt to Equity Ratio (%)	7.66	7.68	6.56
Yield on Portfolio (%)	24.92	25.67	25.96
Profit Margin (%)	8.97	11.95	11.95
PAR 30 (%)	0.88	1.30	0.16
PAR 60 (%)	0.55	0.49	0.01
Total Loan Loss Reserve	29277000	19708000	11992000
Total NPA	5902000	0.00	0.00
Write off Ratio (%)	0.18	0.02	0.02



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	321810	431770	554243
<b>GLP (Rs)</b>	4569820000	6359340000	8481958000
<b>Loan Officers</b>	550	800	1150
<b>Branches</b>	145	175	215

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	455000000	200000000	200000000
<b>Debt (Rs )</b>	2250000000	3350000000	4450000000
<b>Others</b>	-	-	-

**M Power Microfinance Private Limited** is a Mumbai based NBFC-MFI founded in 2009. It is geographically spread across Gujarat, Maharashtra, Rajasthan with 45 branches. The key investors are AU Small Finance Bank and IndiaNivesh Capital Ltd. Currently, the organization is in expanding itself within the western part of India with a target to reach AUM of INR 400.00 Cr with 75 branches.



## PRODUCTS

JLG Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promoters (%)	19.14	24.48	26.11
Institutional Investors (%)	62.65	29.29	38.53
Employees (%)	0.00	0.00	0.00
Others (%)	18.21	46.223	35.36



## DEBT FUNDERS

- State Bank of India, Union Bank of India, Canara bank, MAS Financial Service Ltd.
- AU Small Finance Bank, BOM, Northern Arc Capital Ltd, Hinduja Leyland Finance Ltd.
- Muthoot Capital Service Ltd, Reliance Commercial Finance Ltd, Dhanlaxmi bank
- Yes Bank, SIB, Kotak Mahindra bank, Mahindra & Mahindra finance Ltd.
- Sriram City Union finance Ltd, Capri Global Ltd.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	42	31	22
Employees	421	339	215
Loan Officers	328	252	173
Clients	96273	85068	75400
Loan accounts	96290	85198	75400
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	1926041079	1168475402	1214305896
Off-balance sheet portfolio (Rs)	267548986	143618325	339424392
Growth in Gross Loan Portfolio (%)	64.83	-3.77	-
GLP per loan officer (Rs)	5872077	4636808	7019110
GLP per branch (Rs)	45858121	37692755	55195723
Clients per loan officer	294	338	436
Clients per branch	2292	2744	3427
Total Assets (Rs)	2084492164	1352589642	1135388329
Total Equity (Rs)	197208460	160314870	126800000
Total Reserves and Surplus	66629449	88629307	19565111
Outstanding Borrowings (Rs)	1680681679	1024537267	928530459
Total Income (Rs)	333309553	302833964	225662170
Total Expenses (Rs)	427818971	263785723	192676742
Profit before tax (Rs)	-94509418	39048241	32985428
Annualized ROA (%)	-5.93	2.33	2.63
Annualized ROE (%)	-31.46	18.30	20.29
Finance Expenses Ratio (%)	13.25	12.59	15.91
Operating Expenses Ratio (%)	10.47	8.29	7.46
Debt to Equity Ratio (%)	6.49	4.29	6.34
Yield on Portfolio (%)	24.50	23.78	26.46
Profit Margin (%)	-5.68	2.24	2.63
PAR 30 (%)	5.41	11.67	0.21
PAR 60 (%)	5.26	8.83	0.19
Total Loan Loss Reserve	40702695.24	1361409	1177851
Total NPA	96512966.14	2541690	1441259
Write off Ratio (%)	2.95	0.11	0.12



## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	171447	324105	470430
<b>GLP (Rs)</b>	3993437291.33	6917005357.05	9410390509
<b>Loan Officers</b>	525	798	980
<b>Branches</b>	75	115	140

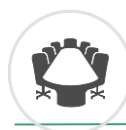
<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	250000000	400000000	-
<b>Debt (Rs )</b>	2961820000	5058275000	7080500000
<b>Others</b>	553380000	963225000	1249500000

**Midland Microfin Limited** is a Jalandhar based NBFC-MFI founded in 2001. It is geographically spread across Punjab, Haryana, Rajasthan, Eastern Uttar Pradesh, Bihar and Chandigarh with 123 branches. MML has the highest ratings and grading amongst its peer group. The effectiveness and efficiency of the operations of MML can be analysed by the fact that the entity has maintained collection efficiency above 99.90%. MML has partnered with insurance, technical and credit plus entities. The key equity investors are Mr. Amardeep Singh Samra, SIDBI and Kitara PIIN 1501.



## PRODUCTS

Individual Loan named Udaan with a tenure of 24 Months with Ticket Size of Rs 60000- 100000 Business Loans are subdivided into 3 categories based on the tenure of 12 months with a ticket size of Rs 11000-25000, 18 months with a ticket size of Rs 26000-30000, 24 months with a ticket size of Rs 31000-50000. Credit plus Products i.e Sewing Machine Loan, Water Purifier Loan and Solar Product Loan.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	72.35	73.00	73.00
Institutional Investors (%)	27.00	27.00	27.00
Employees (%)	0.65	0.00	0.00
Others (%)	0.00	0.00	0.00



## DEBT FUNDERS

- MAS Financial Services Limited, Northern Arc Capital, Reliance Capital Limited.
- Bank of Maharashtra, DCB Bank, UCO Bank, Bank of Baroda, SIDBI, Mahindra Finance.
- Avanse, SBI, Fincare Small Finance Bank, AU Small Finance Bank, Indian Bank.
- Kotak Mahindra Bank, Maanaveeya Capital, SMC, Incred, Capri Global/
- Hinduja Leyland Finance, Shriram City Union Finance, Yes Bank and MUDRA.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	104	53	45
Employees	977	593	383
Loan Officers	489	308	170
Clients	216336	128388	131439
Loan accounts	228999	137127	143185
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	3507600000	1131500000	1440500000
Off-balance sheet portfolio (Rs)	189000000	-	-
Growth in Gross Loan Portfolio (%)	210	-21	53
GLP per loan officer (Rs)	7200000	3700000	8500000
GLP per branch (Rs)	33700000	21300000	32000000
Clients per loan officer	442	417	773
Clients per branch	2080	2422	2921
Total Assets (Rs)	3890100000	2317400000	1786400000
Total Equity (Rs)	187100000	187100000	187100000
Total Reserves and Surplus	343300000	214000000	148400000
Outstanding Borrowings (Rs)	2782200000	1624000000	1261900000
Total Income (Rs)	568000000	466200000	306900000
Total Expenses (Rs)	552000000	400900000	250800000
Profit before tax (Rs)	160000000	653000000	561000000
Annualized ROA (%)	0.38	2.10	2.84
Annualized ROE (%)	1.71	11.71	16.52
Finance Expenses Ratio (%)	12.44	18.66	12.80
Operating Expenses Ratio (%)	11.43	11.92	10.19
Debt to Equity Ratio (%)	5.73	4.51	3.94
Yield on Portfolio (%)	23.17	59.95	27.59
Profit Margin (%)	2.08	9.25	12.07
PAR 30 (%)	0.78	4.38	0.00
PAR 60 (%)	0.77	3.80	0.00
Total Loan Loss Reserve	0.00	0.00	0.00
Total NPA (Gross)	0.77%	0.00	0.00
Write off Ratio (%)	0.00	0.00	0.00





## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	430907	788100	1223784
<b>GLP (Rs)</b>	7000000000	12780000000	19850000000
<b>Loan Officers</b>	900	1320	1740
<b>150</b>	150	220	290

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	400000000	800000000	1500000000
<b>Debt (Rs )</b>	4150000000	7700000000	10520000000
<b>Others</b>	-	-	-

**NEED Livelihood Microfinance Pvt. Ltd.** is a Lucknow based NBFC-MFI founded in 2005 as a society. It is geographically spread across Uttar Pradesh, Bihar and West Bengal with 45 branches and soon will expand its operations to Rajasthan and Haryana. NEED has partnered with SIDBI, NABARD, GBA through Bank of India, SBI, Vijaya Bank, Maaneeveya Holding, Ananya Finance for Inclusive Growth Pvt. Ltd. Union Bank of India, Reliance Commercial Finance, Capital First, Avanse Financial Services. NLMPL reaches out to more than 6500 villages with direct connectivity amongst more than 32,000 enterprising women borrowers.



## PRODUCTS

Start up Loans, Livelihood Loans, Enterprising Loans, Energy Efficient Loans, Education Loans and Community soft skill loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	7.06	7.06	16.54
Institutional Investors (%)	0.00	0.00	0.00
Employees (%)	11.91	11.91	27.88
Others (%)	81.03	81.03	55.58



## DEBT FUNDERS

- Union Bank of India.
- Grameen Bank of Aryavrat.
- MAS Financial Services Pvt Ltd.
- Ananya Finance for Inclusive Growth Pvt. Ltd.
- MUDRA Ltd.
- Capital First Ltd.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	38	23	18
Employees	202	110	102
Loan Officers	121	67	62
Clients	26401	12361	9728
Loan accounts	26401	12196	9464
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	420144777	151246054	118722443
Off-balance sheet portfolio (Rs)	93151881	0	0
Growth in Gross Loan Portfolio (%)	178	27	36
GLP per loan officer (Rs)	3472271	2257404	1914878.11
GLP per branch (Rs)	11056441.50	6575915.39	6595691.28
Clients per loan officer	218	184	157
Clients per branch	695	537	540
Total Assets (Rs)	414608351	159132658	147353846
Total Equity (Rs)	121754000	121754000	-
Total Reserves and Surplus	4015658	421527	50576678
Outstanding Borrowings (Rs)	270302183	31000000	73074514
Total Income (Rs)	67580902	9078899	25331749.26
Total Expenses (Rs)	62748012.28	7398690	13959587
Profit before tax (Rs)	4832890	1680209	11372163
Annualized ROA (%)	1	1	9
Annualized ROE (%)	3	1	17
Finance Expenses Ratio (%)	16	14	8
Operating Expenses Ratio (%)	11	4	9
Debt to Equity Ratio (%)	2.11	0.29	1.46
Yield on Portfolio (%)	26	26	20
Profit Margin (%)	10	11	12
PAR 30 (%)	1.02	1.00	0.01
PAR 60 (%)	0.61	0.63	0.01
Total Loan Loss Reserve	3269929	1512461	9744698
Total NPA	1682409	252240	7020
Write off Ratio (%)	0.35	0.00	0.00



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	81000	117000	151500
<b>GLP (Rs)</b>	1321172034	2537792302	3718088898
<b>Loan Officers</b>	216	312	404
<b>Branches</b>	54	78	101

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	100000000	150000000	150000000
<b>Debt (Rs )</b>	1240300000	1700000000	2071000000
<b>Others</b>	-	-	-

**Satya MicroCapital Limited** is a Delhi based NBFC-MFI founded in 2016. It is geographically spread across Bihar, Chhattisgarh, Haryana, Punjab, Rajasthan, Uttar Pradesh, Uttarakhand, Himachal Pradesh, Assam, West Bengal and Kerala with 55 branches. Satya has a diversified portfolio of INR 255.56 Cr. and recently closed its second round of equity in July 10 from Gojo & Company. The key equity investor is Dia Vikas Capital Pvt. Ltd.



## PRODUCTS

Income Generating Loans under Grameen Model. The Limited Liability Group (LLG) loans are in the range of INR 25,000 to INR 35,000 in the first cycle and upto INR 45,000 in second cycle for two year and Individual Loans in the range of INR 51,000 to INR 1,00,000 for three years and Consumer Durable Products.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	50.07	75.85	-
Institutional Investors (%)	24.98	-	-
Employees (%)	0.00	0.00	-
Others (%)	24.95	24.15	-



## DEBT FUNDERS

- Northern Arc Capital Limited.
- Capital First Limited.
- MAS Financial Services Limited.
- Utkarsh Small Finance Bank Limited.
- Hinduja Leyland Finance Limited.



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	42	15	-
Employees	489	139	-
Loan Officers	319	81	-
Clients	87305	8805	-
Loan accounts	87976	8805	-
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	2187931194	261096043	-
Off-balance sheet portfolio (Rs)	431634597	-	-
Growth in Gross Loan Portfolio (%)	738	100	-
GLP per loan officer (Rs)	6858718.48	3223408	-
GLP per branch (Rs)	52093600	17406403	-
Clients per loan officer	274	109	-
Clients per branch	2079	587	-
Total Assets (Rs)	2839975470	501197750	14297304
Total Equity (Rs)	128082300	73207500	13830000
Total Reserves and Surplus	52172629	8354902	263388
Outstanding Borrowings (Rs)	2567747536	415603481	-
Total Income (Rs)	269675914	9626792	1732998
Total Expenses (Rs)	332769375	24125158	1605839
Profit before tax (Rs)	63093461	14498366	127159
Annualized ROA (%)	-2.25	-5.67	0.00
Annualized ROE (%)	-35.46	30.56	0.00
Finance Expenses Ratio (%)	15.15	17.52	0.00
Operating Expenses Ratio (%)	17.97	12.33	0.00
Debt to Equity Ratio (%)	14.25	5.10	0.00
Yield on Portfolio (%)	22.58	12.59	0.00
Profit Margin (%)	-23.40	-150.60	0.00
PAR 30 (%)	0.01	0.00	0.00
PAR 60 (%)	0.00	0.00	0.00
Total Loan Loss Reserve	17236011	463825	-
Total NPA	0.00	0.00	0.00
Write off Ratio (%)	0.00	0.00	0.00



## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	333359	655657	1086620
<b>GLP (Rs)</b>	7468600000	13742500000	23581500000
<b>Loan Officers</b>	592	942	1390
<b>Branches</b>	81	131	195

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	1250000000	-	1000000000
<b>Debt (Rs )</b>	5859400000	9835800000	15976900000
<b>Others</b>	-	-	-



**Shikhar Microfinance Pvt. Ltd.** is a Delhi based NBFC-MFI founded in 2007. It is geographically spread across Delhi, Uttar Pradesh, Uttarakhand, Haryana, Rajasthan, Odisha & Bihar covering 28 districts through 36 branches. The key equity investors are Sampark Finserve, Shikhar Development Foundation, Partners of Shikhar Trust and others. Shikhar has debt funding support from various Public Sector Banks (PSUs), Financial Institutions and NBFCs. It also offers Housing and Business loans under Individual Loan Product. It has BC partnerships with Suryoday SFB and MAS Financials to offer Microfinance and MSME Loans.



## PRODUCTS

JLG and Individual Loans, Through BC partnerships, microfinance and MSME Loans are offered.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promoters (%)	0.86	1.01	0.02
Institutional Investors (%)	0.00	0.00	0.00
Employees (%)	0.00	0.00	0.00
Others (%)	99.14	98.99	99.89



## DEBT FUNDERS

- MAS Financial Services Ltd.
- Delhi Financial Corporation
- Capital First Ltd.
- Arohan Financial Services.
- Ananya Finance for Inclusive Growth, UCO Bank.
- Dia Vikas Capital.





## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	36	26	22
Employees	166	178	156
Loan Officers	70	73	68
Clients	44228	41286	40927
Loan accounts	44637	42750	41330
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	695475414	618743436	518029335
Off-balance sheet portfolio (Rs)	0	0	0
Growth in Gross Loan Portfolio (%)	12	19	73
GLP per loan officer (Rs)	9935363	8475937	7618078
GLP per branch (Rs)	19318762	23797824	23546788
Clients per loan officer	632	566	602
Clients per branch	1229	1588	1860
Total Assets (Rs)	929005968	885236019	809241805
Total Equity (Rs)	132945500	130649700	126931800
Total Reserves and Surplus	-5396650	-9413332	126931800
Outstanding Borrowings (Rs)	762393407	737862037	663065911
Total Income (Rs)	162051756	159890562	98844315
Total Expenses (Rs)	155631806	159368365	94013462
Profit before tax (Rs)	6419950	522197	4887889
Annualized ROA (%)	0.51	0.00	0.45
Annualized ROE (%)	3.52	0.01	2.15
Finance Expenses Ratio (%)	14.93	17.20	11.54
Operating Expenses Ratio (%)	8.75	10.84	11.48
Debt to Equity Ratio (%)	6.98	6.77	6.37
Yield on Portfolio (%)	23.10	26.17	22.64
Profit Margin (%)	3.06	0.01	2.95
PAR 30 (%)	3.02	3.11	1.68
PAR 60 (%)	1.78	1.97	1.47
Total Loan Loss Reserve	-	-	-
Total NPA	1.47	1.41	1.36
Write off Ratio (%)	0.00	0.00	0.21



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	54257	98856	157599
<b>GLP (Rs)</b>	1085100000	2174800000	3467200000
<b>Loan Officers</b>	100	160	250
<b>Branches</b>	40	50	60

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	100000000	250000000	330000000
<b>Debt (Rs )</b>	900000000	2000000000	3000000000
<b>Others</b>	-	-	-



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**Svasti Microfinance Private Limited** is a Chennai based NBFC-MFI founded in 1995. It is geographically spread Maharashtra, Gujarat, Madhya Pradesh with 35 branches. Svasti has a networth of INR 32.75 Cr and a portfolio of INR 229.6 Cr as on June 2018. It has 1.3 lakh customers with 460 employees with JLG, LAP and Bill payment services. Svasti's investors include MSDF, Bamboo Finance, Poonawala group and HNIs.



## PRODUCTS

JLG Loans, Individual Loans, Bill Processing Service, Cross product-Consumer Loans for Water Purifiers.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	14.50	17.53	17.53
Institutional Investors (%)	73.93	68.48	68.48
Employees (%)	0.00	0.00	0.00
Others (%)	11.57	13.99	13.99



## DEBT FUNDERS

- NA



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	30	27	17
Employees	412	372	250
Loan Officers	299	269	159
Clients	119887	72503	49236
Loan accounts	119887	72503	49236
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	2266683894	1101690623	810290945
Off-balance sheet portfolio (Rs)	227552072	312896762	328450855
Growth in Gross Loan Portfolio (%)	105.75	35.96	72.72
GLP per loan officer (Rs)	7580883	4095504	5096169
GLP per branch (Rs)	75556130	40803356	47664173
Clients per loan officer	401	270	310
Clients per branch	3996	2685	2896
Total Assets (Rs)	2349733646	1197106148	710972775
Total Equity (Rs)	318926787	192267805	190725315
Total Reserves and Surplus	-	-	-
Outstanding Borrowings (Rs)	1970348596	982123079	493844874
Total Income (Rs)	385770740	207109446	129219181
Total Expenses (Rs)	372599486	204930551	125961829
Profit before tax (Rs)	13171254	2178895	3257353
Annualized ROA (%)	0.55	0.16	0.27
Annualized ROE (%)	3.05	0.80	0.95
Finance Expenses Ratio (%)	50.62	44.95	45.10
Operating Expenses Ratio (%)	42.72	52.52	51.03
Debt to Equity Ratio (%)	6.18	5.11	2.59
Yield on Portfolio (%)	23.90	25.24	26.56
Profit Margin (%)	3.41	1.05	2.52
PAR 30 (%)	1.12	3.57	0.10
PAR 60 (%)	0.99	2.80	0.10
Total Loan Loss Reserve	20391318	7887939	4818401
Total NPA	17479427	18434503	795740
Write off Ratio (%)	0.00	0.00	0.00



## GROWTH PROSPECTS & FUNDING NEEDS

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<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	231575	363375	486350
<b>GLP (Rs)</b>	4517449002	8265568204	12714705660
<b>Loan Officers</b>	385	560	735
<b>Branches</b>	55	80	105

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	250000000	300000000	200000000
<b>Debt (Rs )</b>	2269268363	4342676207	5870134725
<b>Others</b>	2049845575	2896146946	4315772025

**S V Creditline Limited** is a Gurgaon based NBFC-MFI founded in 2008. It is spread across the states of Bihar, Chhattisgarh, Madhya Pradesh, Uttar Pradesh, Uttarakhand, Punjab, Haryana, Rajasthan and Jharkhand with 226 branches in 131 districts. SVCL Lending model: JLG, 100% women borrowers for income generation activities. COCA Grading: M2C2. It has three BC partnerships with banks & NBFCs. The key equity investors are S V Corp Limited, Vans Pte., ICICI Prudential Limited.



## PRODUCTS

JLG Loans, E-rickshaw, Housing Loans and Individual Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promoters (%)	98.30	100	100
Institutional Investors (%)	1.70	0.00	0.00
Employees (%)	0.00	0.00	0.00
Others (%)	0.00	0.00	0.00



## DEBT FUNDERS

- UBI, NABARD, SIDBI
- SBI, Indusind Bank, Kotak Bank, Edelweiss
- Capital First, Blue Orchard
- Triple Jump
- Northern Arc
- MAS, Vijaya Bank, PSB, Reliance



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	226	210	202
Employees	1887	2214	1978
Loan Officers	1233	1523	1376
Clients	545659	702818	637731
Loan accounts	545659	702818	637731
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	8632338322	8154505421	10164757591
Off-balance sheet portfolio (Rs)	3945262255	3933243322	5389814671
Growth in Gross Loan Portfolio (%)	6	-19	125
GLP per loan officer (Rs)	7001085	5354239	7387178
GLP per branch (Rs)	38196187	38830978	50320582
Clients per loan officer	443	461	463
Clients per branch	2414	3347	3157
Total Assets (Rs)	6595830944	6896741204	6849195100
Total Equity (Rs)	730737700	578460640	648460640
Total Reserves and Surplus	324210186	438834680	243676771
Outstanding Borrowings (Rs)	5024537420	5544387850	5457785017
Total Income (Rs)	1335099923	1806575144	112140969
Total Expenses (Rs)	1923680111	1463610273	1067146663
Profit before tax (Rs)	588580188	342964871	164840531
Annualized ROA (%)	-8	3	2
Annualized ROE (%)	-58	29	19
Finance Expenses Ratio (%)	9	9	9
Operating Expenses Ratio (%)	7	6	5
Debt to Equity Ratio (%)	6.25	7.95	10.20
Yield on Portfolio (%)	16	19	17
Profit Margin (%)	-39	12	9
PAR 30 (%)	9.50	11.00	0.30
PAR 60 (%)	8.50	9.30	0.25
Total Loan Loss Reserve	-	-	-
Total NPA (%)	2.90	0.30	0.12
Write off Ratio (%)	4.20	0.50	0.01



## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	882453	1297939	1680584
<b>GLP (Rs)</b>	14004319108	22244074190	30689325145
<b>Loan Officers</b>	1580	2230	2750
<b>Branches</b>	250	350	430

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	1500000000	2250000000	4500000000
<b>Debt (Rs )</b>	13500000000	18750000000	25500000000
<b>Others</b>	-	-	-



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## UNACCO FINANCIAL SERVICES

CIN NO: U65900AS1002DTCO11002

**Unnaco Financial Services Pvt. Ltd.** is Assam based NBFC-MFI founded in 2008. It is spread across the states of Assam, West Bengal, Tripura, Mizoram and Sikkim. UFSPL is working under the project "Economic Empowerment Programme for the Poor Women (EPPW)" which aims to improve the pace and quality of life of the rural and semi-urban women. Unnaco has extended financial assistance to 46530 borrowers and has a total outstanding of Rs. 7333.19 lakhs as on 31st March 2018. The key lenders are NEDFi, IDBI, OIKO CREDIT, SBI, SIDBI, Mas Financial, IntelleGrow, Capital First, Microbuild India and Reliance Capital. UFSPL has been awarded for the outstanding entrepreneurial initiative in the North Eastern region of India in the NEDFI AWARD 2015. It has been assigned m3C2 by SMERA in the latest comprehensive grading January 2018. The key equity investors are N.Irabanta Singh, Kh. Premabati Devi., Kh. Premjit, N.Kuber Singh, Ibemhal Devi, PA Tradecomm Pvt. Ltd, dedicated Employees Welfare Trust.



### PRODUCTS

Income Generating Loan JLG.



### SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	19.62	19.62	19.62
Institutional Investors (%)	0.00	0.00	0.00
Employees (%)	0.00	0.00	0.00
Others (%)	80.38	80.38	80.38



### DEBT FUNDERS

- SBI, IDBI, NEDFI, MAS Financial Services.
- Maanaveeya Development & Finance Pvt. Ltd.
- SIDBI, Capital First Limited.
- Jain Sons Finlease Limited
- Reliance Commercial Finance Limited



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	29	23	25
Employees	152	135	136
Loan Officers	80	69	72
Clients	46530	46507	45400
Loan accounts	46530	46507	45400
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	733318942	503573140	403523133
Off-balance sheet portfolio (Rs)	-	-	-
Growth in Gross Loan Portfolio (%)	46	25	12
GLP per loan officer (Rs)	9166487	7298162	5604488
GLP per branch (Rs)	25286860	21894484	16140925
Clients per loan officer	582	675	631
Clients per branch	1604	2022	1816
Total Assets (Rs)	847893130	583713855	472369243
Total Equity (Rs)	151338600	151338600	84077000
Total Reserves and Surplus	69660095	44209454	91109996
Outstanding Borrowings (Rs)	608579918	375978824	273557832
Total Income (Rs)	142909181	115435446	96471487
Total Expenses (Rs)	106972595	84497387	71434914
Profit before tax (Rs)	35936586	30938059	25036572
Annualized ROA (%)	6	7	7
Annualized ROE (%)	24	26	30
Finance Expenses Ratio (%)	11	10	9
Operating Expenses Ratio (%)	9	10	11
Debt to Equity Ratio (%)	402	319	325
Yield on Portfolio (%)	26	26	26
Profit Margin (%)	25	27	26
PAR 30 (%)	0.08	0.05	0.03
PAR 60 (%)	0.07	0.02	0.03
Total Loan Loss Reserve (%)	1.00	1.00	1.00
Total NPA (%)	0.01	0.02	0.03
Write off Ratio (%)	0.01	0.02	0.03



## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	86050	162503	282420
<b>GLP (Rs)</b>	1502700000	3001700000	5006500000
<b>Loan Officers</b>	140	220	320
<b>Branches</b>	44	68	100

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	100000000	150000000	265000000
<b>Debt (Rs )</b>	1125000000	2100000000	3235000000
<b>Others</b>	-	-	-



Partner in Progress

Mr. Abhijit H. Ranjane

Executive Director

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**Unnati Microfin Private Limited** is a Mumbai based NBFC-MFI founded in 1996. It is geographically spread across five districts of Maharashtra with more than 30,000 active borrowers focussing majorly on empowerment of urban and semi urban households. The key equity investors are Mr. Hanumant B. Ranjane and Mrs. Sonali H. Ranjane.



## PRODUCTS

Joint Liability Group Loans and Individual Business Loans.



## SHARE HOLDING PATTERN

	FY 17-18	FY 16-17	FY 15-16
Promotors (%)	100.00	100.00	100.00
Institutional Investors (%)	0.00	0.00	0.00
Employees (%)	0.00	0.00	0.00
Others (%)	0.00	0.00	0.00



## DEBT FUNDERS

- UCO Bank, Dhanlaxmi Bank Ltd, Capital First Ltd.
- Shriram City Union Finance Ltd
- MAS Finance Limited, Ananya Finance for Inclusive Growth Pvt Ltd
- Reliance Commercial Finance Ltd
- Essel Finance Ltd
- Incred



## KEY PERFORMANCE INDICATORS

	FY 17-18	FY 16-17	FY 15-16
Branches	10	10	4
Employees	106	89	32
Loan Officers	56	50	15
Clients	28975	18893	6055
Loan accounts	28975	18893	6055
Gross loan portfolio (gross incl balance sheet + off-balance sheet) (Rs)	649008893	364880441	100050495
Off-balance sheet portfolio (Rs)	273607154	166020514	-
Growth in Gross Loan Portfolio (%)	66	214	79
GLP per loan officer (Rs)	11589445	7297609	6670033
GLP per branch (Rs)	64900889	36488044	25012624
Clients per loan officer	517	378	404
Clients per branch	2898	1889	1514
Total Assets (Rs)	560050671	330446299	113622477
Total Equity (Rs)	54862800	46529400	46529400
Total Reserves and Surplus	13854880	9486539	9142351
Outstanding Borrowings (Rs)	451224169	268685090	45806243
Total Income (Rs)	102659370	49418113	24617387
Total Expenses (Rs)	99047038	48576596	17135478
Profit before tax (Rs)	3612332	841517	7481909
Annualized ROA (%)	1	0	6
Annualized ROE (%)	5	1	10
Finance Expenses Ratio (%)	17	17	17
Operating Expenses Ratio (%)	8	14	21
Debt to Equity Ratio (%)	6.57	8.96	0.98
Yield on Portfolio (%)	28	31	32
Profit Margin (%)	59	50	53
PAR 30 (%)	1.29	2.13	0.02
PAR 60 (%)	1.11	1.37	0.02
Total Loan Loss Reserve	1	1	1
Total NPA	0.94	0.59	0.02
Write off Ratio (%)	0.61	0.01	0.14



## GROWTH PROSPECTS & FUNDING NEEDS

<b>Growth Prospects</b>	<b>FY 18-19</b>	<b>FY 19-20</b>	<b>FY 20-21</b>
<b>Clients</b>	38191	69525	101583
<b>GLP (Rs)</b>	802016252	1460026648	2133242101
<b>Loan Officers</b>	64	90	126
<b>Branches</b>	13	20	28

<b>Funding Needs</b>	<b>FY 17-18</b>	<b>FY 18-19</b>	<b>FY 19-20</b>
<b>Equity (Rs )</b>	50877101	64234041	72651691
<b>Debt (Rs )</b>	630000000	960000000	1420000000
<b>Others</b>	-	-	-

## Background

**MicroFinance Institutions Network** is the industry body for RBI regulated NBFC-MFIs. Established in October 2009, MFIN was appointed as the Self-Regulatory Organisation (SRO) for the sector by the Reserve Bank of India (RBI).

MFIN through its members, helps provide financial services to low income households in a responsible & transparent manner, thereby helping them build sustainable livelihoods. MFIN also works closely with regulators and other key stakeholders and plays an active part in the larger financial inclusions dialogue through the medium of microfinance.

## Genesis

MFIN was established in October 2009 under the Andhra Pradesh Societies Registration Act 2001. As per its bye-laws all financial institutions that are “substantially engaged in the business of microfinance” and are registered as NBFC-MFIs with the Reserve Bank of India, are eligible for membership to MFIN. Structured as a Self-Regulatory Organization (SRO) of the RBI regulated NBFC-MFIs, MFIN has been supporting an effective framework for responsible lending and client protection for the industry.

## Vision

To be an engine of inclusive growth for India and help provide financial services to 10 crore low income households by the year 2020, in a responsible and transparent manner.

## Objectives

MFIN’s primary objective is to work towards the robust development of the microfinance sector by promoting:  
responsible lending, client protection, good governance and a supportive regulatory environment.

## Contact

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