## To

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip code: 541770

National Stock Exchange of India Limited The Exchange Plaza Bandra Kurla Complex<br>Bandra (East), Mumbai 400051<br>Scrip code: CREDITACC

Dear Sir/Madam,

## Sub.: Unaudited Standalone and Consolidated Financial Results for the Quarter and Half year ended September 30, 2022:

We herewith enclose the unaudited Standalone and Consolidated Financial Results of the Company for the Quarter and Half year ended September 30, 2022, as approved and adopted by the Board of Directors along with Limited Review Report, Security Cover Certificate as per Regulation 54 of the SEBI (LODR) Regulations, 2015, Investors' Presentation and Press Release.

Please take the same on record.
Thanking you,

## Yours Truly

For CreditAccess Grameen Limited
M J

## M.J. Mahadev Prakash <br> Company Secretary \& Chief Compliance Officer

Encl.: As above

Regd. \& Corporate Office
\#49, $46^{\text {th }}$ Cross, $8^{\text {th }}$ Block, Jayanagar, Bengaluru- 560070 Phone: 080-22637300 | Fax: 080-26643433 Email: info@cagrameen.in Website: www.creditaccessgrameen.in CIN: L51216KA1991PLC053425

Statement of unaudited standalone financial results for the quarter and half year ended September 30, 2022


Statement of unaudited standalone financial results for the quarter and half year ended September 30, 2022

## Notes:

1. Statement of unaudited standalone assets and liabilities as at September 30, 2022
$₹$ in crore

| Sr . No. | Particulars | As at September $30,2022$ <br> (Unaudited) | As at September $30,2021$ <br> (Unaudited) | As at March 31, 2022 <br> (Audited) |
| :---: | :---: | :---: | :---: | :---: |
|  | ASSETS |  |  |  |
| (1) | Financial assets |  |  |  |
| (a) | Cash and cash equivalents | 411.97 | 1,116.63 | 1,401.16 |
| (b) | Bank balance other than cash and cash equivalents | 70.73 | 143.39 | 133.16 |
| (c) | Loans | 12,834.22 | 9,857.81 | 12,201.60 |
| (d) | Investments | 1,052.67 | 769.96 | 663.49 |
| (e) | Derivative financial instruments | 18.33 | - | - |
| (f) | Other financial assets | 73.16 | 83.30 | 111.44 |
| (2) | Non-financial assets |  |  |  |
| (a) | Current tax assets (net) | 53.52 | 47.83 | 29.90 |
| (b) | Deferred tax assets (net) | 85.20 | 138.60 | 126.30 |
| (c) | Property, plant and equipment | 25.85 | 19.98 | 26.15 |
| (d) | Right to use assets | 68.59 | 66.16 | 74.61 |
| (e) | Intangible assets | 12.04 | 15.37 | 14.28 |
| (f) | Intangible assets under development | 3.82 | 1.36 | 3.07 |
| (g) | Other non-financial assets | 29.85 | 8.85 | 9.94 |
|  | Total assets | 14,739.95 | 12,269.24 | 14,795.10 |
|  | LIABILITIES AND EQUITY |  |  |  |
| (1) | Financial liabilities |  |  |  |
| (a) | Derivative financial instruments | - | 2.99 | 1.66 |
| (b) | (I) Trade payables <br> (i) Total outstanding dues of micro enterprises and small |  |  |  |
|  | (ii) Total outstanding dues of creditors other than micro enterprises and small enterprises | 58.22 | 29.67 | 32.77 |
|  | (II) Other payables <br> (i) Total outstanding dues of micro enterprises and small enterprises <br> (ii) Total outstanding dues of creditors other than micro enterprises and small enterprises | 158.19 | 166.53 | - 211.08 |
| (c) | Borrowings |  |  |  |
|  | - Debt securities | 1,094.43 | 1,569.23 | 1,372.81 |
|  | - Borrowings (other than debt securities) | 8,971.83 | 6,635.24 | 9,112.25 |
|  | - Subordinated liabilities | - | 25.00 | - |
| (d) | Other financial liabilities | 82.89 | 78.04 | 86.92 |
| (2) | Non-financial liabilities |  |  |  |
| (a) | Current tax liabilities (net) | - | - | 1.56 |
| (b) | Provisions | 28.09 | 23.33 | 25.11 |
| (c) | Other non-financial liabilities | 14.09 | 8.83 | 11.14 |
| (3) | Equity |  |  |  |
| (a) | Equity share capital | 156.11 | 155.74 | 155.87 |
| (b) | Other equity | 4,176.10 | 3,574.64 | 3,783.93 |
|  | Total liabilities and equity | 14,739.95 | 12,269.24 | 14,795.10 |

Statement of unaudited standalone financial results for the quarter and half year ended September 30, 2022
2. Statement of unaudited standalone cash flows for the half year ended September 30, 2022
₹ in crore

| Particulars | For the half year ended |  | For the year ended |
| :---: | :---: | :---: | :---: |
|  | September 30, 2022 (Unaudited) | September 30, 2021 (Unaudited) | March 31, 20202 <br> (Audited) |
| Cash flow from operating activities: |  |  |  |
| Profit before tax | 385.90 | 137.82 | 512.64 |
| Adjustments for: |  |  |  |
| Interest income on loans | $(1,226.74)$ | (960.52) | $(2,095.71)$ |
| Interest on deposits with banks and financial institutions | (15.11) | (15.10) | (25.47) |
| Interest on Loan given to subsidiary | (10.18) | - | (3.61) |
| Depreciation and amortisation expense | 14.76 | 12.56 | 26.23 |
| Finance costs | 446.40 | 379.10 | 788.13 |
| Impairment of financial instruments | 144.29 | 247.38 | 449.44 |
| Net gain on financial instruments at fair value through profit or loss | (10.01) | (9.83) | (16.42) |
| Gain on derecognition of loans designated at FVTOCl | - | (14.67) | (69.99) |
| Gain on derecognition of loans designated at amortised cost | (9.49) | - | - |
| Share based payments to employees | 4.65 | 2.23 | 5.45 |
| Dividend Income | - | (0.14) | (0.14) |
| Reversal of provision for other assets | (0.44) | (0.21) | 1.59 |
|  | (661.87) | (359.20) | (940.50) |
| Operational cash fiows from interest: |  |  |  |
| Interest received on loans | 1,270.61 | 879.68 | 2,092.81 |
| Finance costs | (447.13) | (370.34) | (771.73) |
|  | 823.48 | 509.34 | 1,321.08 |
| Working capital changes: |  |  |  |
| (Increase) in loans | (700.18) | (316.51) | (2,896.13) |
| Decrease in other financial assets | 48.21 | 43.04 | 68.42 |
| (Increase)/ Decrease in other non-financial assets | (19.90) | 3.91 | 2.80 |
| (Decrease)/ Increase in trade and other payables | (27.45) | 25.93 | 73.59 |
| Increase in provisions | 1.08 | 2.11 | 5.76 |
| (Decrease) in other financial liabilities | (0.32) | (4.99) | (5.16) |
| Increase/ (Decrease) in other non-financial liabilities | 2.95 | (0.86) | 1.45 |
|  | (695.61) | (247.37) | $(2,749.27)$ |
| Income tax paid | (110.24) | (75.29) | (112.51) |
| Net cash flows (used in)/ generated from operating activities | (258.34) | (34.70) | (1,968.56) |
| Cash flow from investing activities: |  |  |  |
| Purchase of property, plant and equipment | (5.13) | (6.10) | (17.16) |
| Proceeds from sale of property, plant and equipment | 0.03 | 0.05 | 0.13 |
| Purchase of intangible assets and expenditure on Intangible assets under develop: | (1.15) | (2.79) | (5.96) |
| Loan to subsidiary | - | - | (150.00) |
| Decrease in bank balance other than cash and cash equivalents | 62.43 | (72.01) | (61.78) |
| Purchase of investments at fair value through profit and loss | $(2,619.87)$ | $(3,153.44)$ | $(6,792.70)$ |
| Sale of investments at fair value through profit and loss | 2,629.88 | 3,056.26 | 6,809.13 |
| Investment in Gsec Bond (net) | (389.18) | - | - |
| Investment in equity shares of subsidiary | - | (0.01) | (0.56) |
| Interest on Loan given to subsidiary | 10.15 | - | 4.04 |
| Dividend Income | - | - | 0.14 |
| Interest on deposits with banks and financial institutions | 15.11 | 15.10 | 25.47 |
| Net cash flows (used in)/ generated investing activities | (297.73) | (162.94) | (189.25) |
| Cash flow from financing activities: |  |  |  |
| Debt securities issued (net) | (268.88) | 68.34 | (137.84) |
| Borrowings other than debt securities repaid (net) | (157.92) | (622.79) | 1,861.68 |
| Subordinated liabilities (repaid) (net) | - | - | (25.00) |
| Payment of Lease liability (net) | (9.01) | (7.43) | (17.49) |
| Proceeds from Employee Stock options | 2.69 | 1.56 | 3.03 |
| Net cash flows (used in)/ generated from financing activities | (433.12) | (560.32) | 1,684.38 |
| Net (decrease)/ increase in cash and cash equivalents | (989.19) | (757.96) | (473.43) |
| Cash and cash equivalents as at the beginning of the period | 1,401.16 | 1,874.59 | 1,874.59 |
| Cash and cash equivalents as at the end of the period | 411.97 | 1,116.63 | s Gra,1,401.16 |

Statement of unaudited standalone financial results for the quarter and half year ended September 30, 2022
Notes:
3 The above results for the quarter and half year ended September 30, 2022 have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on October 21, 2022 in accordance with the requirement of Regulation 33 and Regulation 52 read with Regulation $63(2)$ of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The financial results for the quarter and half year ended September 30, 2021 were reviewed by Deloitte Haskins \& Sells, Chartered Accountants, one of the joint statutory auditors of the Company.

4 The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS) as per the Companies (Indian Accounting Standards) Rules, 2015 (as amended from time to time) and notified under Section 133 of the Companies Act, 2013 ("the Act").

The Company has applied its significant accounting policies in the preparation of these financial results consistent with those followed in the annual financial statements for the year ended March 31, 2022, except as mentioned in Note 11 below.

5 (a) Details of resolution plans implemented under the resolution Framework for Covid-19 related stress as per RBI circular dated August 6,2020 (Resolution Framework 1.0) and May 05, 2021 (Resolution Framework 2.0):

| Type of Borrower | Exposure to accounts classified as standard consequent to implementation of resolution plan - Position as at the end of the previous half year i.e. March 31, 2022 (A) | Of (A), aggregate debt that slipped into NPA during the half-year ended September 30, 2022 | Of (A) amount written off during the half-year ended September 30, 2022 | Of (A) amount paid by the borrowers during the half year ended September 30. 2022 \# | Exposure to accounts classified as Standard consequent to implementation of resolution plan Position as at the end of this half-year i.e. Septermber 30, 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Personal Loans* | 67.99 | 6.59 | - | 25.32 | 36.08 |
| Corporate persons | - | - | - | - | - |
| Total | 67.99 | 6.59 | - | 25.32 | 36.08 |

Note:

- In the above table, asset classification is reported as per Ind AS.
\# Amount paid by the borrower during the half year is net of additions in the exposure on account of interest accrual.
* Includes joint liability group loan (JLG) and individual loan (IL).
(b) Disclosure of resolution plans implemented in terms of RBl's notification no. RBI/2018-19/203 DBR.No.BP.BC.45/21.04.048/2018-19 dated 7 June 2019:

| Number of accounts <br> where resolution plan <br> has been <br> implemented | Exposure as at <br> September 30, 2022 <br> (₹ in crore) |
| ---: | ---: |
| 8,266 | 25.53 |

* Includes joint liability group loan (JLG) and individual loan (IL).

6 On March 18, 2020, the Company had completed the acquisition of a controlling stake ( $76.08 \%$ ) in the paid-up equity share capital of Madura Micro Finance Limited (MMFL), an NBFC-MFI registered with the Reserve Bank of India (RBI). During FY21, the Company has acquired 12,241 equity shares, representing $0.17 \%$ of the equity share capital of MMFL. Further, during FY22, the Company has acquired 4500 equity shares, representing $0.06 \%$ of the equity share capital of MMFL, taking the aggregate shareholding of the Company in MMFL as on September 30, 2022 to $76.31 \%$.

The Board of Directors of the Company in its meeting held on November 27, 2019 had approved the scheme of amalgamation of MMFL with the Company, subject to requisite approvals from various regulatory and statutory authorities, respective shareholders and creditors. The above Scheme has been approved by the equity shareholders of both the Companies and accordingly, both the Companies had filed the Second motion petition with the respective benches of the National Company Law Tribunal.

7 The Company operates in a single business segment i.e. lending to members, having similar risks and returns for the purpose of Ind AS 108 on 'Operating Segments'. The Company operates in a single geographical segment i.e. domestic.

8 The Company, during the quarter and half year ended September 30,2022 has allotted $1,74,494$ and 239,112 equity number of shares respectvely each, fully paid up, on exercise of options by employees, in accordance with the Company's Employee Stock Option Scheme(s).

9 Disclosures in compliance with Regulation 52 (4) and 54(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the half year ended September 30, 2022 is attached as Annexure I.

Statement of unaudited standalone financial results for the quarter and half year ended September 30, 2022
Notes:
10 Details of loans transferred / acquired during the quarter ended September 30, 2022 under the RBI Master Direction on Transfer of Loan Exposures dated September 24, 2021 are given below:
(i) Details of transfer through Direct assignment in respect of loans not in default during the quarter ended September 30, 2022:
₹ in crore

| Particulars | Quarter ended <br> September 30, 2022 |
| :--- | ---: |
| Number of Loans | 50,995 |
| Aggregate amount | 211.68 |
| Sale consideration | 201.10 |
| Number of transactions | 1 |
| Weighted average remining maturity (in months) | 12.86 |
| Weighted average holding period after origination (in months) | 11.14 |
| Retention of beneficial economic interest | $5 \%$ |
| Coverage of tangible security Coverge | - |
| Rating wise distribution of rated loans | - |
| Number of instances (transactions) where transferred as agreed to replace the transferred loans | - |
| Number of transferred loans replaced | - |

(ii) The Company has not transferred any non-performing assets (NPAs).
(iii) The Company has not acquired any loans through assignment.
(iv) The Company has not acquired any stressed loan.

11 During the quarter ended June 30, 2022, the Company had reassessed its business model and concluded that Income Generating Loans (IGL) are primarily intended to collect contractual cash flows being solely payments of principal and interest on the principal amount outstanding. Accordingly, as required under Ind AS 109, IGL loans portfolio which were earlier classified as and valued at "Fair Value through Comprehenive Income" have now been classified as and valued at "Amortised cost" with effect from the current quarter. Consequently, the Company has reversed accumulated fair value loss on such IGL loans and related deferred tax in other equity .

12 The Company continues to monitor the developments/impacts including those arising from COVID-19 pandemic. As at September 30, 2022, the Company holds an aggregate provision of $₹ 299.15$ crore against the advances which includes provision of $₹ 13.50$ crore for the accounts restructured under the RBI resolution framework.

13 Previous year / periods figures have been regrouped / rearranged, wherever considered necessary, to conform with current period's classification.

For and on behalf of the Board of Directors of CreditAccess Grameen Limited


Udaya Kumar Hebbar
Managing Director \& CEO
Bengaluru
October 21, 2022


| Annexure - I |  |  |
| :---: | :---: | :---: |
| (a) | Disclosure in compliance with Regulations 52(4) of of the SEBI (Listing Obligations Requirements) Regulations, 2015 as amended, for the half year ended September 30, 2022 | and Disclosure |
| Sr. No. | Particulars | Ratio |
| 1 | Debt-Equity Ratio: * | 2.35 |
| 2 | Debt service coverage ratio : | Not Applicable |
| 3 | Interest service coverage ratio: | Not Applicable |
| 4 | Outstanding redeemable preference share (quantity) | Not Applicable |
| 5 | Outstanding redeemable preference share (Rs. In cr) | Not Applicable |
| 6 | Capital redemption reserve (Rs. in cr) | Not Applicable |
| 7 | Debenture redemption reserve (Rs. in cr) | Not Applicable |
| 8 | Net worth (Rs. in cr): ** | 4,276.85 |
| 9 | Net profit after tax (Rs. in cr) | 291.29 |
| 10 | Earnings per equity share (* not annualised) |  |
| (a) | Basic (Rs.) | 18.68 |
| (b) | Diluted (Rs.) | 18.58 |
| 11 | Current ratio: \# | Not Applicable |
| 12 | Long term debt to working capital: \# | Not Applicable |
| 13 | Bad debts to account receivable ratio: \# | Not Applicable |
| 14 | Current liability ratio: | Not Applicable |
| 15 | Total debts to total assets: \$ | 0.68 |
| 16 | Debtors turnover: \# | Not Applicable |
| 17 | Inventory turnover: \# | Not Applicable |
| 18 | Operating margin: \# | Not Applicable |
| 19 | Net profit margin: \#\# | 22.52\% |
| 20 | Sector specific equivalent ratios include following: |  |
| (i) | Gross Stage III (\%): @ | 1.73\% |
| (ii) | Net Stage III (\%): @@ | 0.47\% |
| (iii) | Provision coverage: \& | 73.06\% |
| (iv) | Capital risk adequacy ratio (CRAR) \% - Total \#\#\# | 28.96\% |

## Notes:

* Debt-equity ratio $=($ Debt securities + Borrowings (other than debt securities $)+$ Subordinated liabilities $) /$ Networth .
** Networth is calculated as defined in section 2(57) of Companies Act 2013.
\# The Company is registered under the Reserve Bank of India Act, 1934 as Non-Banking Financial Company, hence these ratios are not applicable.
$\$ \quad$ Total debts to total assets $=($ Debt securities + Borrowings (other than debt securities $)+$ Subordinated liabilities)/total assets.
\#\# Net profit margin = Net profit after tax/ total income.
\#\#\# Capital ratio = Adjusted net worth/ Risk weighted assets, calculated as per applicable RBI guidelines.
@ Gross Stage III (\%) = Gross Stage III Loans EAD /Gross Total Loans EAD. Exposure at default (EAD) includes Loan Balance and interest thereon. Stage-III loans has been determined as per Ind AS 109.
@@ Net Stage III = (Gross Stage III Loans EAD - Impairment loss allowance for Stage III)/ (Gross Total Loans EAD Impairment loss allowance for Stage III).
\& Provision coverage= Total Impairment loss allowance for Stage III / Gross Stage III Loans EAD.
(b) Disclosure in compliance with Regulations 54 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended:
The listed Non Convertible Debentures of the Company as on September 30, 2022 are secured by exclusive charge on standard receivables (the "Loans ") of the Company. The total Security Cover is 1.16 times of the principal and interest thereon wherever applicable for the said debentures.

Deloitte Haskins \& Sells
ASV N Ramana Tower
52, Venkatnarayana Road
T. Nagar, Chennai-600 017

Tamil Nadu, India
Tel: 04466885000
Fax: 04466885050

## PKF Sridhar \& Santhanam LLP

T8 \& T9, Third Floor
Gem Plaza, 66, Infantry Road
Bangalore 560 001, India
Phone: 91-80-41307244
Phone: 91-80-41317244

## INDEPENDENT AUDITORS' REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

## TO THE BOARD OF DIRECTORS OF CREDITACCESS GRAMEEN LIMITED

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of CreditAccess Grameen Limited (the "Company"), for the quarter and half year ended September 30, 2022 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements ("SRE") 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India ("ICAI"). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section $143(10)$ of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

5. The Statement includes comparative figures for the quarter and half year ended September 30, 2021, which was reviewed by Deloitte Haskins \& Sells, Chartered Accountants, one of the joint statutory auditors of the Company, whose report dated November 09, 2021 expressed an unmodified conclusion on those standalone financial results. Accordingly, we, PKF Sridhar \& Santhanam LLP, Chartered Accountants, do not express any conclusion on the comparative figures reported in the standalone financial results for the quarter and half year ended September 30, 2021.

Our conclusion is not modified in respect of this matter.

For Deloitte Haskins \& Sells
Chartered Accountants
(Firm's Registration No. 008072S)

G. K. Subramaniam

Partner
Membership No. 109839
UDIN: 22109839 BAMZKS3871
Place: Bengaluru
Date: October 21, 2022

PKF Sridhar \& Santhanam LLP
Chartered Accountants
(Firm's Registration No. 003990S/ S200018)


Seethalakshmi M
Partner
Membership No. 208545
UDIN: $22208545 B A N B H N 2212$
Place: Bengaluru
Date: October 21, 2022


## Statement of unaudited consolidated financial results for the quarter and half year ended September 30, 2022

Notes:

1. Statement of unaudited consolidated assets and liabilities as at Septermber 30, 2022


Statement of unaudited consolidated financial results for the quarter and half year ended September 30, 2022
2. Statement of unaudited consolidated cash fiows for the half year ended September 30, 2022

| Particulars | For the half year ended |  | Year ended |
| :---: | :---: | :---: | :---: |
|  | September 30, 2022 $\qquad$ <br> (Unaudited) | September 30, 2021 <br> (Unaudited) | March 31, 2022 <br> (Audited) |
| Cash fiow from operating activities: |  |  |  |
| Profit before tax | 417.82 | 107.35 | 480.79 |
| Adjustments for: |  |  |  |
| Interest income on loans | (1.489.68) | (1,164.41) | (2,533.54) |
| Interest on deposits with banks and financial institutions | (17.87) | (20.37) | (33.73) |
| Depreciation and amortisation expenses | 24.74 | 23.19 | 47.23 |
| Finance costs | 562.70 | 477.90 | 984.14 |
| Impairment of financial instruments | 206.26 | 302.86 | 596.74 |
| Net gain on financial instruments at fair value through profit or loss | (11.13) | (10.88) | (17.86) |
| Gain on derecognition of loans designated at FVTOCl | - | (14.67) | (69.98) |
| Gain on derecognition of loans designated at amortised cost | (23.19) | - | - |
| Share based payments to employees | 4.65 | 2.23 | 5.45 |
| Dividend Income | - | (0.14) | (0.28) |
| Reversal of provision for other assets | (0.47) | (0.18) | 1.59 |
|  | (743.99) | (404.47) | $(1,020.24)$ |
| Operational cash flows from interest: |  |  |  |
| Interest received on loans | 1,539.90 | 1,087.35 | 2,551.96 |
| Finance costs | (559.53) | (469.13) | (976.10) |
|  | 980.37 | 618.22 | 1,575.86 |
| Working capital changes: |  |  |  |
| (Increase)/decrease in loans | (552.82) | (291.44) | $(3,775.40)$ |
| Decrease in other financial assets | 36.40 | 51.04 | 81.78 |
| (Increase)/ Decrease in other non-financial assets | (23.35) | 3.60 | 3.00 |
| (Decrease) /Increase in trade and other payables | (9.85) | 18.56 | 57.31 |
| (Decrease)/ Increase in provisions | 1.70 | 2.05 | (5.69) |
| (Decrease)/Increase in other financial liabilities | 3.47 | (5.38) | 6.43 |
| Decrease / (Increase) in other non-financial liabilities | 2.66 | (0.82) | 2.14 |
|  | (541.79) | (222.39) | $(3,630.43)$ |
| Income tax paid | (118.19) | (82.28) | (120.32) |
| Net cash flows generated from operating activities | (5.78) | 16.43 | (2,714.34) |
| Cash flow from investing activities: |  |  |  |
| Purchase of property, plant and equipment | (5.69) | (8.31) | (20.16) |
| Proceeds from sale of property, plant and equipment | 0.03 | 0.05 | 0.13 |
| Purchase of Intangible assets and expenditure on Intangible assets under development | (1.15) | (4.53) | (7.70) |
| Decrease in bank balance other than cash and cash equivalents | 87.63 | (70.74) | (56.55) |
| Purchase of investments at fair value through profit and loss | $(2,954.87)$ | $(3,427.44)$ | (7,348.70) |
| Sale of investments at fair value through profit and loss | 2,966.00 | 3,331.31 | 7,366.56 |
| Interest on deposits with banks and financial institutions | 17.68 | 20.37 | 33.73 |
| Investment in Gsec Bond (net) | (389.00) | - | - |
| Dividend Income | - | - | 0.28 |
| Investment in equity shares of subsidiary | - | - | (0.55) |
| Net cash flows (used in)/ generated investing activities | (279.37) | (159.29) | (32.96) |
| Cash flow from financing activities: |  |  |  |
| Debt securities issued (net) | (312.61) | 15.42 | (257.19) |
| Borrowings other than debt securities repaid (net) | (311.81) | (909.58) | 2,264.41 |
| Subordinated liabilities issued (net) | - | 3.67 | (25.00) |
| Payment of Lease liability (net) | (9.01) | (7.43) | (17.49) |
| Proceeds from Employee Stock options | 2.69 | 1.55 | 3.03 |
| Net cash flows used in financing activities | (630.74) | (896.37) | 1,967.76 |
| Net (decrease)/ increase in cash and cash equivalents | (915.89) | $(1,039.23)$ | (779.54) |
| Cash and cash equivalents as at the beginning of the period | 1,580.55 | 2,360.09 | 2,360.09 |
| Cash and cash equivalents as at the end of the period | 664.66 | 1,320.86 | 1,580.55 |

## Statement of unaudited consolidated financial results for the quarter and half year ended September 30, 2022

## Notes:

3 The above consolidated financial results of CreditAccess Grameen Limited (the "Holding Company") and its subsidiaries (collectively referred to as the "Group") for the quarter and half year ended September 30, 2022 have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on October 21, 2022 in accordance with the requirement of Regulation 33 and Regulation 52 read with Regulation $63(2)$ of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The financial results for the quarter and half year ended September 30, 2021 were reviewed by Deloitte Haskins \& Sells, Chartered Accountants, one of the joint statutory auditors of the Company.

4 The financial results of the Group have been prepared in accordance with Indian Accounting Standards (Ind AS) as per the Companies (Indian Accounting Standards) Rules, 2015 (as amended from time to time) and notified under Section 133 of the Companies Act, 2013 ("the Act").

The Group has applied its significant accounting policies in the preparation of these financial results consistent with those followed in the annual financial statements for the year ended March 31, 2022, except as mentioned in Note 9 below.

5 On March 18, 2020, the Holding Company had completed the acquisition of a controlling stake (76.08\%) in the paid-up equity share capital of Madura Micro Finance Limited (MMFL), an NBFC-MFI registered with the Reserve Bank of India (RBI). During FY21, the Holding Company has acquired 12,241 equity shares, representing $0.17 \%$ of the equity share capital of MMFL. Further, during the current year, the Holding Company has acquired 4500 equity shares, representing $0.06 \%$ of the equity share capital of MMFL, taking the aggregate shareholding of the Holding Company in MMFL as on September 30, 2022 to $76.31 \%$.

The Board of Directors of the Holding Company in its meeting held on November 27, 2019 had approved the scheme of amalgamation of MMFL with the Company, subject to requisite approvals from various regulatory and statutory authorities, respective shareholders and creditors. The above Scheme has been approved by the equity shareholders of both the Companies and accordingly, both the Companies had filed the Second motion petition with the respective benches of the National Company Law Tribunal.

6 The Group operates in a single business segment i.e. lending to members, having similar risks and returns for the purpose of Ind AS 108 on 'Operating Segments'. The Group operates in a single geographical segment i.e. domestic.

7 The Holding Company, during the quarter and half year ended September 30, 2022 has allotted $1,74,494$ and 239,112 number of equity shares respectively, each, fully paid up, on exercise of options by employees, in accordance with the Holding Company's Employee Stock Option Scheme(s).

8 The Group continues to monitor the developments/impact arising from COVID-19 pandemic. As at September 30, 2022, the Group holds an aggregate provision of $₹ 386.09$ crore against the advances which includes provision of $₹ 15.26$ crore for the accounts restructured under the RBI resolution framework.

9 During the quarter ended June 30, 2022, the Holding Company had reassessed its business model and concluded that Income Generating Loans (IGL) are primarily intended to collect contractual cash flows being solely payments of principal and interest on the principal amount outstanding. Accordingly, as required under Ind AS 109, IGL loans portfolio which were earlier classified as and valued at "Fair Value through Comprehenive Income" have now be classified as and valued at "Amortised cost" with effect from the current quarter. Consequently, the Holding Company has reversed accumulated fair value loss on such IGL loans and related deferred tax in other equity.

10 Madura Micro Education Private Limited (One of the 'subsidiary company') does not have any operations or business activity post March 31, 2021. The subsidiary company has filed strike off application before Registrar of Companies under Section 248(2) of the Companies Act, 2013 on July 14, 2022, after complying with the applicable conditions, which is pending before the Office of the Registrar. Accordingly, financial results of the subsidiary company are prepared on a "not for going concern" basis.

11 Disclosures in compliance with Regulation 52 (4) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the half year ended September 30, 2022 is attached as Annexure I.

12 Previous year / periods figures have been regrouped / rearranged, wherever considered necessary, to conform with current period's classification.
For and on behalf of the Board of Directors of CreditAccess Grameen Limited


Udaya Kumar Hebbar
Managing Director \& CEO



Deloitte Haskins \& Sells
ASV N Ramana Tower
52, Venkatnarayana Road
T. Nagar, Chennai-600 017

Tamil Nadu, India
Tel: 04466885000
Fax: 04466885050

PKF Sridhar \& Santhanam LLP
T8 \& T9, Third Floor
Gem Plaza, 66, Infantry Road Bangalore 560 001, India
Phone: 91-80-41307244
Phone: 91-80-41317244

## INDEPENDENT AUDITORS' REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

## TO THE BOARD OF DIRECTORS OF CREDITACCESS GRAMEEN LIMITED

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of CreditAccess Grameen Limited (the "Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as the "Group"), for the quarter and half year ended September 30, 2022 (the "Statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements ("SRE") 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India ("ICAI"). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section $143(10)$ of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.
4. The Statement includes the results of the following entities:

| Sr. <br> No. | Name of the Company | Nature of relationship |
| :---: | :--- | :--- |
| 1 | CreditAccess Grameen Limited | Parent |
| 2 | Madura Micro Finance Limited | Subsidiary |
| 3 | Madura Micro Education Private Limited | Subsidiary |
| 4 | CreditAccess India Foundation | Subsidiary |

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 and Regulation 52 read with Regulation 63(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the interim financial results of one subsidiary included in the Statement, whose interim financial results reflect total assets of ₹ $2,849.13$ crore as at September 30, 2022, total revenues of $₹ 147.19$ crore and ₹ 291.59 crore for the quarter and half year ended September 30, 2022 respectively, total net profit after tax of $₹ 20.50$ crore and ₹ 30.59 crore for the quarter and half year ended September 30, 2022 respectively, total comprehensive income of $₹ 20.32$ crore and $₹ 30.87$ crore for the quarter and half year ended September 30, 2022 respectively, and net cash inflows of $₹ 72.58$ crore for the half year ended September 30, 2022 as considered in the Statement. These interim financial results have been reviewed by the other auditors whose reports have been furnished to us by the Management, and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this subsidiary, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of this matter.
7. The unaudited consolidated financial results include the interim financial information of two subsidiaries which have not been reviewed/audited by their auditors, whose interim financial results reflect total assets of ₹ 2.03 crore as at September 30, 2022, total revenues of ₹ Nil for the quarter and half year ended September 30, 2022, total net loss after tax of $₹ 0.01$ crore and $₹ 0.02$ crore for the quarter and half year ended September 30,2022 respectively, total comprehensive loss of $₹ 0.01$ crore and $₹ 0.02$ crore for the quarter and half year ended September 30, 2022 respectively, and net cash flows of ₹0.71 crore for the half year ended September 30, 2022 as considered in the Statement. According to the information and explanations given to us by the Management, this interim financial information is not material to the Group.

Our Conclusion is not modified in respect of our reliance on the interim financial information certified by the Management.
8. The Statement includes comparative figures for the quarter and half year ended September 30, 2021, which was reviewed by Deloitte Haskins \& Sells, Chartered Accountants, one of the joint statutory auditors of the Company, whose report dated November 09, 2021 expressed an unmodified conclusion on those consolidated financial results. Accordingly, we, PKF Sridhar \& Santhanam LLP, Chartered Accountants, do not

express any conclusion on the comparative figures reported in the consolidated financial results for the quarter and half year ended September 30, 2021.

Our conclusion is not modified in respect of this matter.

For Deloitte Haskins \& Sells
Chartered Accountants
(Firm's Registration No. 008072S)

G. K. Subramaniam Partner


Membership No. 109839
UDIN: $22109839 B A M Z K S 3871$
Place: Bengaluru
Date: October 21, 2022

PKF Sridhar \& Santhanam LLP
Chartered Accountants
(Firm's Registration No. 003990S/ S200018)


Membership No. 208545
UDIN: 22208545BANBML1517
Place: Bengaluru
Date: October 21, 2022

votes:
Assets cover is calculated only on debts for which this centifcate is being issued

- Barowing values isted are as reported in tinancial statements under Ind AS.
sincludes $\$ 515$ Coroses of Borrowings scown down ss the end of September 2022, on which security creation is under progress ^ Indicates Provision on Stage lassets caried as part of ECI methodolog.


CreditAccess Grameen Limited - Second Quarter FY22-23 Results
Highest Quarterly Profit After Tax of INR 176 crore, up 195.0\% YoY Pre-provision Operating Profit of INR 334 crore, up 52.9\% YoY Gross Loan Portfolio of INR 16,539 crore, up 24.0\% YoY ROA of $4.0 \%$, ROE of $16.1 \%$, GNPA of $2.17 \%$, NNPA of $0.77 \%$

Bengaluru, 21st October 2022: CreditAccess Grameen Limited (NSE: CREDITACC, BSE: 541770, 'CA Grameen'), the country's largest Non-Banking Financial Company-Micro Finance Institution (NBFC-MFI), today announced its unaudited and limited reviewed financial performance for the second quarter of the financial year 2022-23.

## Consolidated Business Highlights: Q2 FY23

- GLP grew by $\mathbf{2 4 . 0 \%}$ YoY from INR 13,333 crore to INR $\mathbf{1 6 , 5 3 9}$ crore
- Disbursements grew by $\mathbf{1 2 . 5 \%}$ YoY to INR $\mathbf{4 , 3 7 5}$ crore
- Collection Efficiency of $\mathbf{9 7 \%}$ (excl. arrears) / 98\% (incl. arrears)
- Borrower base of 38.0 Lakh across 1,684 branches


## Consolidated Financial Highlights: Q2 FY23

- Total income increased by $\mathbf{3 1 . 6 \%}$ YoY from INR 618.6 crore to INR 814.3 crore
- Net interest income (NII) increased by $\mathbf{3 9 . 9 \%}$ YoY from INR 368.9 crore to INR 516.2 crore
- Pre-provision operating profit (PPOP) increased by 52.9\% YoY from INR 218.7 crore to INR 334.3 crore
- Impairment of financial instruments declined by $\mathbf{2 4 . 7 \%}$ YoY from INR 139.9 crore to INR 105.4 crore
- Total ECL provisions were INR $\mathbf{3 8 6 . 1}$ crore (2.46\%) against GNPA (largely @ 60+ dpd) of 2.17\%, and PAR 90+ of $\mathbf{1 . 7 2 \%}$. NNPA further reduced to $\mathbf{0 . 7 7 \%}$
- Write-offs were INR 163.0 crore
- Profit After Tax (PAT) increased by $\mathbf{1 9 5 . 0 \%}$ YoY from INR 59.7 crore to INR $\mathbf{1 7 6 . 0}$ crore, recording the highest quarterly PAT till date
- Robust liquidity of INR 1,147.0 crore of cash \& cash equivalents, amounting to $\mathbf{6 . 7 \%}$ of the total assets
- Healthy capital position with standalone CRAR of 29.0\% and consolidated CRAR of 25.0\%
- Credit Rating: AA-/Stable by India Ratings, A+/Positive by CRISIL \& ICRA. CRISIL upgraded the rating outlook from 'Stable' to 'Positive' in Q2 FY23

Consolidated Key Metrics: Q2 FY23

| Particulars | Q2 FY23 | Q2 FY22 | YoY \% |
| :--- | ---: | ---: | ---: |
| Gross Loan Portfolio (INR Cr) | 16,539 | 13,333 | $24.0 \%$ |
| Borrowers (Lakh) | 38.0 | 37.5 | $1.2 \%$ |
| Branches | 1,684 | 1,545 | $9.0 \%$ |


|  | $\text { CreditAccess }{ }_{\text {Grameen }}{ }^{\oplus}$ |  |  |
| :---: | :---: | :---: | :---: |
| Particulars (INR Cr) | Q2 FY23 | Q2 FY22 | YoY\% |
| Net Interest Income (NII) | 516.2 | 368.9 | +39.9\% |
| Pre-Provision Operating Profit (PPOP) | 334.3 | 218.7 | +52.9\% |
| Profit After Tax (PAT) | 176.1 | 59.7 | +195.0\% |
| Key Ratios | Q2 FY23 | Q2 FY22 | YoY\% |
| Net Interest Margin (NIM) | 12.0\% | 11.2\% | +80 bps |
| Cost/Income Ratio | 38.2\% | 43.9\% | -571 bps |
| Opex/GLP Ratio | 5.1\% | 5.3\% | -13 bps |
| Gross NPA | 2.17\% | 7.67\% | -550 bps |
| Provisioning | 2.46\% | 5.90\% | -344 bps |
| Return on Assets (ROA) | 4.0\% | 1.6\% | +238 bps |
| Return on equity (ROE) | 16.1\% | 6.2\% | +990 bps |

Commenting on the performance, Mr. Udaya Kumar Hebbar, MD and CEO of CreditAccess Grameen, said, "We witnessed the strongest second quarter, recording our highest quarterly PAT of INR 176 crore. There has been healthy growth across all parameters ranging from borrower addition, disbursements, collection efficiency, asset quality, net interest margin, return ratios and traction in foreign funding. We added over 2.8 lakh borrowers during Q2 FY23 and disbursed INR 4,375 crore, the highest ever during the second quarter to date. Our asset quality largely normalised with $97 \%-98 \%$ collection efficiency, and Net NPA of 0.77\%.

Given our strong control over the cost of borrowings coupled with one of the lowest lending rates in the industry, we are best placed to protect our Net Interest Margin (NIM), in a rising interest rate scenario. Over the past 6 months, our cost of borrowing increased by only 30 bps to $9.2 \%$ whereas our NIM expanded by 70 bps to $12.0 \%$. The improved operating performance helped us generate a ROA of $4.0 \%$ and an ROE of $16.1 \%$ in Q2 FY23. H1 FY23 performance gives us the confidence to comfortably achieve our annual performance guidance for FY23.

We are extremely happy to announce that the United States International Development Finance Corporation (DFC) supported us with a USD 35 million ESG-linked loan for up to 7 years, first of its kind direct lending to an Indian MFI. Overall, in the past 6 months, we received sanctions of around USD 195 Mn, aiding our strategy of diversifying liability profile. Today, we have strong visibility on foreign sourcing, backed by $38 \%$ share in undrawn sanctions and $19 \%$ share in sanctions in the pipeline."

## CreditAccess ${ }^{*}$

Grameen

## Appointment of Independent \& Non-Executive Director:

Ms. Rekha Warriar has been appointed as an Independent Director with effect from 21st October 2022. She holds a Master's degree in Applied Mathematics from the University of Bombay and a Master's in Public Policy from Princeton University, USA. She has an experience of over three decades with the Reserve Bank of India in various departments, retiring as Chief General Manager and Regional Director, Kolkata. She has headed the departments of Financial Stability and Internal Debt Management. She has also worked as a member of the faculty in RBI's training colleges and at the National Institute of Banking Management, Pune. Currently, she is an Independent Director on the Board of IIFL Securities Limited, IIFL Wealth Prime Limited and IIFL Facilities Services Limited.

Mr. Paolo Brichetti has rejoined us after a brief break as the Vice Chairman and Non-Executive Director with effect from $21^{\text {st }}$ October 2022. He is the Founder and Non-Executive Director of our Promoter, CreditAccess India. He has been associated with CA Grameen for over a decade at the board level.

Speaking on the appointments, Mr. Udaya Kumar, MD \& CEO, said, "We are fortunate to have Ms. Warriar and Mr. Brichetti back in the oversight role and for their commitment to serve in the field of financial inclusion. As we step into a new microfinance era with immense opportunities ahead, we are confident that we have the right leadership guidance that focuses on customer well-being intertwined with community development."

## About CreditAccess Grameen Limited

CreditAccess Grameen Limited is a leading Indian microfinance institution headquartered in Bengaluru, focused on providing micro-loans to women customers predominantly in rural areas across India. The Company, on a consolidated basis, is now operating in 333 districts in 14 states (Karnataka, Maharashtra, Tamil Nadu, Chhattisgarh, Madhya Pradesh, Odisha, Kerala, Goa, Gujarat, Rajasthan, Uttar Pradesh, Bihar, Jharkhand, and West Bengal) and one union territory (Puducherry) in India through 1,684 branches. The Company's Promoter is CreditAccess India N.V., a multinational company specializing in micro and small enterprise financing. It is backed by institutional investors and has a micro-lending experience in India of over more than a decade.

## For more information, please contact:

## Nilesh Dalvi

SVP \& Head - Investor Relations
CreditAccess Grameen Ltd
nilesh.dalvi@cagrameen.in

## Girish Dikey

PR Consultant
Ketchum Sampark
girish.dikey@ketchumsampark.com

## Sahib Sharma

AGM - Investor Relations
CreditAccess Grameen Ltd
sahib.sharma@cagrameen.in

## CreditAccess ${ }^{\circledR}$ Grameen

CreditAccess Grameen Limited Q2 \& H1 FY23 Investor Presentation October 2022

## STOOD THE TEST OF TIME AND TRUST

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 your own view of the potential future performance of the Company's business


 relation thereto.
 and no other courts shall have jurisdiction over the same

Key Business Updates

Consolidated Overview

CA Grameen: Financial Metrics

MMFL: Financial Metrics

Investment Rationale

Annexure



Best 2 ${ }^{\text {nd }}$ Quarter Performance Till Date Highest Quarterly PAT

## Strongly Positioned to Deliver Robust Growth

\& Profitability

2
Performance on Track to Achieve Annual Guidance


Asset Quality Largely Normalised, with Improved Visibility

Comfortably Placed to Protect NIMs in a Rising Interest Rate Scenario

## Q2 FY23: Best 2nd Quarter Performance Till Date - Strong Business Momentum

|  | Q2 FY23 | YoY\% Change | $\begin{aligned} & \text { QoQ\% } \\ & \text { Change } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| GLP (INR Cr) | 16,539 | +24.0\% | +5.9\% |
| CA Grameen | 13,772 | +23.1\% | +6.0\% |
| MMFL | 2,767 | +28.8\% | +5.5\% |
| Write-off | 163 | 1.0\% of Jun-22 GLP |  |
| Borrowers ${ }^{1}$ (Lakh) | 37.98 | +1.2\% | +3.0\% |
| CA Grameen | 29.96 | +8.8\% | +5.2\% |
| MMFL | 8.30 | -20.6\% | -4.9\% |
| Write-off | 1.00 | 2.7\% of Jun-22 Borrowers |  |
| Disbursements (INR Cr) | 4,375 | +12.5\% | +103.9\% |
| CA Grameen | 3,646 | $\begin{array}{r} +6.8 \% \\ +52.8 \% \end{array}$ | +95.9\% |
| MMFL | 729 |  | +156.3\% |
| Q2 FY23 Collections Efficiency (Excl. Arrears) |  |  | 97\% |
| Q2 FY23Collections Efficiency (Incl. Arrears) |  |  | 98\% |
| GNPA \% (largely @ 60+ dpd) |  |  | 2.17\% |
| ECL Provisioning |  |  | 2.46\% |
| NNPA \% |  |  | 0.77\% |
| PAR 90+ \% |  |  | 1.72\% |

[^0]|  |  |  | Q2 FY23 | $\begin{gathered} \text { YoY\% } \\ \text { Change } \end{gathered}$ | $\begin{aligned} & \text { QoQ\% } \\ & \text { Change } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NII (INR Cr) |  |  | 516 | +39.9\% | +11.8\% |
| PPOP (INR Cr) |  |  | 334 | +52.9\% | +15.4\% |
| PAT (INR Cr) |  |  | 176 | +195.0\% | +26.2\% |
| NIM \% |  |  | 12.0\% | +80 bps | +97 bps |
| ROA \% |  |  | 4.0\% | +238 bps | + 86 bps |
| ROE \% |  |  | 16.1\% | +990 bps | +269 bps |
| Capital | Total | Tier 1 | Liquidity (INR Cr) |  |  |
| CRAR \% | 25.0\% | 24.3\% | C \& CE |  | 1,147 |
| CA Grameen | 29.0\% | 28.2\% | Undraw | anctions | 4,024 |
| MMFL | 22.5\% | 14.8\% | Sanction | n Pipeline | 5,638 |

- Highest Disbursements in $2^{\text {nd }}$ Quarter
- Highest Borrower Addition in $\mathbf{2}^{\text {nd }}$ Quarter
- Highest Quarterly Profit After Tax, despite $2^{\text {nd }}$ Quarter being seasonally moderate


| Key Indicators - Consolidated | FY23 <br> Guidance | Q2 FY23 <br> Performance | H1 FY23 <br> Performance | Remarks |
| :---: | :---: | :---: | :---: | :---: |
| GLP - Growth \% | 24.0\% - 25.0\% | 24.0\% | 24.0\% | - Strong business momentum, post adhering with new RBI guidelines <br> - Growth driven by new borrower additions |
| Credit Cost (Provisions + Write-offs) <br> - \% of Avg. On-Book Loan Portfolio | 1.8\%-2.0\% | $\begin{gathered} 0.7 \% \\ \text { (non annualized) } \end{gathered}$ | $\begin{gathered} 1.4 \% \\ \text { (non annualized) } \end{gathered}$ | - Credit cost front loaded in H1 FY23 due to residual Covid related writeoffs |
| Return on Assets \% | 4.0\%-4.2\% | 4.0\% | 3.5\% | - ROA / ROE improved from 3.1\% / 13.4\% in Q1 FY23 to 4.0\% / 16.1\% in Q2 FY23 |
| Return on Equity \% | 16.0\%-18.0\% | 16.1\% | 14.8\% | - Return ratios to further improve in H2 FY23 driven by better NIMs, stable operational efficiency and lower credit cost |

[^1]Q2 FY23: Comfortably Placed to Protect NIMs in a Rising
Consolidated Metrics
Avg. New Disbursement Interest Rate \%


| Adequate Provisioning Coverage |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| INR Cr | CA Grameen Policy (IND-AS) |  |  |  |  |
| Q2 FY23 Asset Classification (dpd) |  | $\begin{array}{r} \text { EAD } \\ \text { (INR Cr) } \end{array}$ | EAD\% | ECL\% | Policy |
| Stage 1 | 0-15 (GL), 0-30 (RF) | 12,791.0 | 97.8\% | 0.8\% | applicable |
| Stage 2 | 16-60 (GL), 31-90 (RF) | 65.5 | 0.5\% | 57.0\% | from Q2 |
| Stage 3 | 60+(GL), 90+ (RF) | 226.6 | 1.7\% | 73.1\% | FY23, leading |
| Total |  | 13,083.2 | 100.0\% | 2.3\% | to higher ECL |
| GNPA (Gross Stage 3) |  |  | 1.7\% |  | coverage |
| NNPA (Net Stage 3) |  |  | 0.5\% |  | ratios |

Restructuring at $0.5 \%$ of GLP

| Loan Restructuring (INR Cr) | Amount | $\begin{array}{r} \text { GLP as } \\ \text { on Sep-22 } \end{array}$ | $\begin{array}{r} \text { PAR } \\ 31-60 \end{array}$ | $\begin{array}{r} \text { PAR } \\ 61-90 \end{array}$ | $\begin{gathered} \text { PAR } \\ 90+ \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Restructuring - FY21 | 77.1 | 7.8 | 0.2 | 0.2 | 1.8 |
| Restructuring - FY22 | 143.6 | 60.6 | 1.2 | 1.2 | 11.5 |
| Restructuring - H1 FY23 | 2.8 | 2.7 | 0.0 | 0.0 | 0.0 |
| Total | 223.4 | 71.1 | 1.5 | 1.4 | 13.3 |



| Adequate Provisioning Coverage |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| INR Cr | CA Grameen Policy (IND-AS) |  |  |  |
| Q2 FY23 | Asset Classification (dpd) | $\begin{gathered} \text { EAD (INR } \\ \mathrm{Cr}) \end{gathered}$ | EAD\% | ECL\% |
| Stage 1 | $0-15,0-30$ | 2,457.8 | 94.6\% | 0.9\% |
| Stage 2 | 16-60,31-90 | 27.1 | 1.0\% | 32.2\% |
| Stage 3 | 60+ | 113.4 | 4.4\% | 49.1\% |
| Total |  | 2,598.3. | 100.0\% | 3.3\% |
| GNPA (Gross Stage 3) |  |  | 4.4\% |  |
| NNPA (Net Stage 3) |  |  | 2.3\% |  |


| Payment wise Breakup of EAD |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Contribution of Borrowers as on Jun-22 | Stage 1 EAD\% | Stage 2 <br> EAD\% | Stage 3 <br> EAD\% | Total EAD |
| Full Payment | 92.6\% | 0.0\% | 0.0\% | 92.6\% |
| Partial Payment | 2.0\% | 1.0\% | 2.0\% | 5.0\% |
| No Payment | 0.0\% | 0.1\% | 2.3\% | 2.4\% |
| Total | 94.6\% | 1.0\% | 4.4\% | 100.0\% |

EAD: Exposure at default includes principal and accrued interest


## USD 35 million ESG-linked loan from DFC

First of its kind direct loan from DFC to a NBFC-MFI in India

## Strong Traction in Foreign Funding

External Commercial Borrowings sanctions / drawdowns during H1 FY23:

- USD 50 Mn from IFC
- Sanctioned in Jun-22, drawn in Aug-22 \& Oct-22
- USD 20 Mn from Blue Orchard
- Sanctioned in Mar-22, drawn in Jun-22
- USD 90 Mn Syndicated loan led by HSBC
- Sanctioned in Aug-22
- USD 35 Mn from DFC
- Sanctioned in Oct-22
- All loans are $\mathbf{1 0 0 \%}$ hedged

Strong visibility on foreign sourcing:

- $38 \%$ share in undrawn sanctions (CA Grameen)
- $19 \%$ share in sanctions in pipeline (CA Grameen)


## Accounting Treatment: Classification of Loans

## Classification of Loans at 'Amortised Cost' with Effect from Q2 FY23

- During the previous quarter, the Company had reassessed its business model and concluded that Income Generating Loan (IGL) is primarily intended to collect contractual cash flows being solely payments of principal and interest on the principal amount outstanding
- Accordingly, as required under Ind AS 109, the IGL loan portfolio which was earlier classified as and valued at "Fair Value through Comprehensive Income" have now been classified as and valued at "Amortised Cost" with effect from Q2 FY23
- The Company has consequently reversed accumulated fair value loss on such IGL loans amounting INR 63.0 Cr and related deferred tax in other equity

- Quantic India Technology Excellence Awards Bengaluru Edition recognizes technology leaders and innovators who demonstrate excellence through their solutions and impact on the business
- It is an opportunity for the industry to celebrate, recognize, and acknowledge the technology powerhouses situated in the South part of India
- With a foundational goal to experiment and excel, Quantic India extensive research and analysis has taken the transformational journey of Technology Excellence Awards to the next level of evolution

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## Q2 FY23: Consolidated Performance Highlights



Cost/Income Ratio 38.2\%

Opex/GLP Ratio
5.1\%

PPOP
INR 334 Cr
( $+52.9 \% \mathrm{YoY}$ )


## Total Equity

INR 4,493 Cr

## D/E Ratio

2.7

Active Borrowers
37.98 Lakh $^{1}$
(+1.2\% YoY)

[^2]| Profit \& Loss Statement (INR Cr) | Q2 FY23 | Q2 FY22 | YoY\% | Q1 FY23 | QoQ\% | H1 FY23 | H1 FY22 | YoY\% | FY22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 771.3 | 597.4 | 29.1\% | 736.2 | 4.8\% | 1,507.6 | 1,184.8 | 27.2\% | 2,567.3 |
| - Interest on Loans ${ }^{1}$ | 762.1 | 588.1 | 29.6\% | 727.6 | 4.8\% | 1,489.7 | 1,163.7 | 28.0\% | 2,533.0 |
| - Income from Securitisation | 0.0 | 0.2 | - | 0.0 | - | 0.0 | 0.7 | - | 0.6 |
| - Interest on Deposits with Banks and FIs | 9.2 | 9.0 | 1.6\% | 8.7 | 5.9\% | 17.9 | 20.4 | -12.3\% | 33.8 |
| Income from Direct Assignment | 18.1 | 0.0 | - | 5.1 | 253.9\% | 23.2 | 14.7 | 57.7\% | 70.0 |
| Finance Cost on Borrowings | 273.2 | 228.5 | 19.6\% | 279.8 | -2.3\% | 553.0 | 477.7 | 15.8\% | 984.0 |
| Cost on Financial Liability towards Securitisation | 0.0 | 0.0 | - | 0.0 | - | 0.0 | 0.2 | - | 0.2 |
| Net Interest Income | 516.2 | 368.9 | 39.9\% | 461.5 | 11.8\% | 977.7 | 721.6 | 35.5\% | 1,653.2 |
| Non-interest Income \& Other Income ${ }^{2}$ | 24.9 | 21.1 | 17.8\% | 19.2 | 29.8\% | 44.1 | 36.5 | 20.9\% | 112.8 |
| Total Net Income | 541.1 | 390.0 | 38.7\% | 480.7 | 12.6\% | 1,021.8 | 758.1 | 34.8\% | 1,766.0 |
| Employee Expenses | 129.7 | 111.9 | 15.9\% | 123.9 | 4.7\% | 253.6 | 212.6 | 19.3\% | 437.7 |
| Other Expenses | 64.2 | 47.4 | 35.4\% | 55.2 | 16.4\% | 119.4 | 87.1 | 37.0\% | 203.6 |
| Depreciation, Amortisation \& Impairment | 12.8 | 11.9 | 7.3\% | 11.9 | 7.6\% | 24.7 | 23.2 | 6.7\% | 47.2 |
| Pre-Provision Operating Profit | 334.3 | 218.7 | 52.9\% | 289.7 | 15.4\% | 624.1 | 435.2 | 43.4\% | 1,077.5 |
| Impairment of Financial Instruments | 105.4 | 139.9 | -24.7\% | 100.9 | 4.4\% | 206.3 | 327.8 | -37.1\% | 596.7 |
| Profit Before Tax | 229.0 | 78.8 | 190.6\% | 188.8 | 21.3\% | 417.8 | 107.4 | 289.2\% | 480.8 |
| Total Tax Expense | 52.9 | 19.1 | 176.9\% | 49.2 | 7.3\% | 102.1 | 27.4 | 273.2\% | 123.7 |
| Profit After Tax | 176.1 | 59.7 | 195.0\% | 139.6 | 26.2\% | 315.7 | 80.0 | 294.6\% | 357.1 |
| Key Ratios | Q2 FY23 | Q2 FY22 |  | Q1 FY23 |  | H1 FY23 | H1 FY22 |  | FY22 |
| Portfolio Yield | 19.1\% | 18.8\% |  | 18.4\% |  | 18.6\% | 18.4\% |  | 18.3\% |
| Cost of Borrowings | 9.2\% | 9.5\% |  | 9.1\% |  | 9.2\% | 9.6\% |  | 9.3\% |
| NIM | 12.0\% | 11.2\% |  | 11.1\% |  | 11.4\% | 10.6\% |  | 10.9\% |
| Cost/Income Ratio | 38.2\% | 43.9\% |  | 39.7\% |  | 38.9\% | 42.6\% |  | 39.0\% |
| Opex/GLP Ratio | 5.1\% | 5.3\% |  | 4.7\% |  | 4.9\% | 4.9\% |  | 4.9\% |

[^3]2) Bad debt recovery was INR 14.5 Cr in Q2 FY23 (vs INR 13.6 Cr in Q2 FY22) and INR 24.8 Cr in H1 FY23 (vs INR 18.4 Cr in H1 FY22)

| Balance Sheet (INR Cr) | Q2 FY23 | Q2 FY22 | YoY\% | Q1 FY23 | QoQ\% | H1 FY23 | H1 FY22 | FY22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Other Bank Balances | 757.9 | 1,515.9 | -50.0\% | 1,369.2 | -44.6\% | 757.9 | 1,515.9 | 1,761.4 |
| Investments | 389.2 | 107.0 | 263.7\% | 172.6 | 125.5\% | 389.2 | 107.0 | 0.0 |
| Loans - (Net of Impairment Loss Allowance) | 15,195.9 | 11,772.9 | 29.1\% | 14,137.6 | 7.5\% | 15,195.9 | 11,772.9 | 14,765.3 |
| Loans - Securitised Assets | 0.0 | 3.2 | - | 0.0 | - | 0.0 | 3.2 | 0.0 |
| Property, Plant and Equipment | 30.9 | 26.3 | 17.1\% | 30.6 | 0.8\% | 30.9 | 26.3 | 31.8 |
| Intangible Assets | 139.6 | 157.7 | -11.5\% | 144.3 | -3.3\% | 139.6 | 157.7 | 149.7 |
| Right to Use Assets | 68.6 | 66.6 | 3.0\% | 73.1 | -6.2\% | 68.6 | 66.6 | 74.8 |
| Other Financial \& Non-Financial Assets | 284.3 | 299.1 | -4.9\% | 256.9 | 10.7\% | 284.3 | 299.1 | 294.2 |
| Goodwill | 317.6 | 317.6 | 0.0\% | 317.6 | 0.0\% | 317.6 | 317.6 | 317.6 |
| Total Assets | 17,183.9 | 14,266.4 | 20.5\% | 16,501.9 | 4.1\% | 17,183.9 | 14,266.4 | 17,394.8 |
| Debt Securities | 1,094.9 | 1,683.6 | -35.0\% | 1,176.2 | -6.9\% | 1,094.9 | 1,683.6 | 1,418.1 |
| Borrowings (other than debt securities) | 11,131.8 | 8,263.9 | 34.7\% | 10,624.3 | 4.8\% | 11,131.8 | 8,263.9 | 11,424.9 |
| Subordinated Liabilities | 81.4 | 106.6 | -23.6\% | 79.5 | 2.4\% | 81.4 | 106.6 | 77.7 |
| Financial Liability towards Portfolio Securitized | 0.0 | 0.0 | - | 0.0 | - | 0.0 | 0.0 | 0.0 |
| Lease Liabilities | 81.1 | 76.3 | 6.3\% | 84.4 | -3.9\% | 81.1 | 76.3 | 85.0 |
| Other Financial \& Non-financial Liabilities | 301.5 | 265.5 | 13.6\% | 291.1 | 3.6\% | 301.5 | 265.5 | 313.0 |
| Total Equity | 4,388.9 | 3,771.7 | 16.4\% | 4,146.1 | 5.9\% | 4,388.9 | 3,771.7 | 3,977.6 |
| Minority Interest | 104.2 | 98.8 | 5.5\% | 100.2 | 4.1\% | 104.2 | 98.8 | 98.4 |
| Total Liabilities and Equity | 17,183.9 | 14,266.4 | 20.5\% | 16,501.9 | 4.1\% | 17,183.9 | 14,266.4 | 17,394.8 |
| Key Ratios | Q2 FY23 | Q2 FY22 |  | Q1 FY23 |  | H1 FY23 | H1 FY22 | FY22 |
| ROA | 4.0\% | 1.6\% |  | 3.1\% |  | 3.5\% | 1.0\% | 2.2\% |
| D/E | 2.7 | 2.6 |  | 2.8 |  | 2.7 | 2.6 | 3.2 |
| ROE | 16.1\% | 6.2\% |  | 13.4\% |  | 14.8\% | 4.2\% | 9.1\% |
| GNPA (GL: 60+ dpd, RF: 90+ dpd) | 2.17\% | 7.67\% |  | 3.11\% |  | 2.17\% | 7.67\% | 3.61\% |
| Provisioning | 2.46\% | 5.90\% |  | 3.01\% |  | 2.46\% | 5.90\% | 3.44\% |


| Consolidated (INR Cr) | Q2 FY23 | H1 FY23 |
| :--- | ---: | ---: |
| Opening ECL - (A) | 443.7 | 533.9 |
| Additions (B) |  |  |
| $\quad$- Provisions as per ECL <br> Reversals (on account of write-off) (C) <br> Closing ECL (D = A+B-C) <br> Write-off (E) | 110.7 | 24.2 |
| Credit Cost (F = B-C+E) | 386.1 | 386.1 |
| Credit Cost (Provisions + Write-offs) - |  |  |
| \% of Avg. On-Book Loan Portfolio (non-annualised) | 162.9 | 354.0 |
| Bad-Debt Recovery (G) | $\mathbf{0 . 7 \%}$ | $\mathbf{1 0 5 . 4}$ |
| Net P\&L Impact (F - G) | $\mathbf{1 4 . 5}$ | $\mathbf{2 0 6 . 3}$ |
| Net P\&L Impact - <br> \% of Avg. On-Book Loan Portfolio (non-annualised) | $\mathbf{9 0 . 9}$ | $\mathbf{1 8 1 . 5}$ |



| States | FY22 | Q1 FY23 | Q2 FY23 |
| :--- | :---: | :---: | :---: |
| Bihar | 35 | 10 | - |
| Chhattisgarh | 5 | 2 | - |
| Gujarat | 28 | 5 | 1 |
| Jharkhand | 10 | 5 | - |
| Madhya Pradesh | 20 | 1 | - |
| Karnataka | 10 | - | - |
| Kerala | 6 | - | - |
| Maharashtra | 6 | 9 | - |
| Odisha | 9 | - | - |
| Rajasthan | 35 | 6 | - |
| Tamil Nadu | 1 | $-4^{*}$ | - |
| Uttar Pradesh | 35 | 5 | - |
| West Bengal | 11 | 7 | 2 |
| Total | $\mathbf{2 1 1}$ | $\mathbf{4 6}$ | $\mathbf{3}$ |

*At MMFL, 2 branches were merged while 2 business correspondent (BC) branches got closed



GLP / Branch (INR Cr)


## Borrowers / Branch

GLP / Loan Officer (INR Cr)



| GLP - | Q2 FY22 |  | Q3 FY22 |  | Q4 FY22 |  | Q1 FY23 |  | Q2 FY23 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product Mix | (INR Cr) | \% of Total | (INR Cr) | \% of Total | (INR Cr) | \% of Total | (INR Cr) | \% of Total | (INR Cr) | \% of Total |
| IGL (Incl. MMFL) | 12,613 | 95\% | 13,894 | 95\% | 15,949 | 96\% | 14,937 | 96\% | 15,801 | 96\% |
| Family Welfare | 55 | 0\% | 59 | 0\% | 38 | 0\% | 121 | 1\% | 185 | 1\% |
| Home Improvement | 331 | 3\% | 371 | 3\% | 414 | 3\% | 408 | 2\% | 429 | 2\% |
| Emergency | 3 | 0\% | 1 | 0\% | 3 | 0\% | 4 | 0\% | 7 | 0\% |
| Retail Finance | 330 | 2\% | 263 | 2\% | 196 | 1\% | 145 | 1\% | 117 | 1\% |
| Total | 13,333 | 100\% | 14,587 | 100\% | 16,599 | 100\% | 15,615 | 100\% | 16,539 | 100\% |
|  |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { GLP - Avg. 0/S } \\ & \text { Per Loan (INR ‘000) } \end{aligned}$ |  | Q2 FY22 |  | Q3 FY22 |  | Q4 FY22 |  | Q1 FY23 |  | Q2 FY23 |
| IGL (Incl. MMFL) |  | 26.6 |  | 29.5 |  | 32.1 |  | 30.3 |  | 30.0 |
| Family Welfare |  | 4.5 |  | 4.5 |  | 3.7 |  | 9.4 |  | 11.0 |
| Home Improvement |  | 9.3 |  | 9.6 |  | 10.0 |  | 9.7 |  | 9.4 |
| Emergency |  | 0.9 |  | 0.6 |  | 0.6 |  | 0.8 |  | 0.5 |
| Retail Finance |  | 52.9 |  | 48.9 |  | 47.2 |  | 48.8 |  | 48.0 |
| Total |  | 25.1 |  | 27.6 |  | 29.8 |  | 28.1 |  | 27.4 |


| $\begin{aligned} & \text { GLP - Avg. 0/S } \\ & \text { Per Borrower (INR ‘000) } \end{aligned}$ | Q2 FY22 | Q3 FY22 | Q4 FY22 | Q1 FY23 | Q2 FY23 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CA Grameen | 40.6 | 43.3 | 47.0 | 45.6 | 46.0 |
| MMFL | 20.6 | 24.9 | 30.8 | 30.1 | 33.3 |
| Total | 35.5 | 39.0 | 43.4 | 42.3 | 43.5 |

## Q2 FY23: Well-Diversified Presence Across India



| Consolidated | Q2 FY23 |  |
| :--- | ---: | ---: |
| Exposure of Districts | No. of <br> (\% of GLP) | Districts of Total <br> Districts |
| $<0.5 \%$ | 271 | $81 \%$ |
| $0.5 \%-1 \%$ | 37 | $11 \%$ |
| $1 \%-2 \%$ | 21 | $6 \%$ |
| $2 \%-4 \%$ | 4 | $1 \%$ |
| $>4 \%$ | 0 | $0 \%$ |
| Total | $\mathbf{3 3 3}$ | $\mathbf{1 0 0 \%}$ |
|  |  |  |
| Consolidated |  | Q2 FY23 |
| District in terms of GLP |  | $3 \%$ |
| Top 1 |  | $9 \%$ |
| Top 3 |  | $13 \%$ |
| Top 5 |  | $21 \%$ |
| Top 10 |  | $79 \%$ |
| Other |  |  |


| Q2 FY23 Consolidated | Branches | \% Share | Borrowers ('000) | \% Share | GLP (INR Cr) | \% Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Karnataka | 308 | 18.3\% | 1,047 | 27.6\% | 5,829 | 35.2\% |
| Maharashtra | 294 | 17.5\% | 771 | 20.3\% | 3,491 | 21.1\% |
| Tamil Nadu | 378 | 22.4\% | 853 | 22.5\% | 3,460 | 20.9\% |
| Madhya Pradesh | 141 | 8.4\% | 307 | 8.1\% | 1,114 | 6.7\% |
| Other States \& UT | 563 | 33.4\% | 821 | 21.6\% | 2,645 | 16.0\% |
| Total | 1,684 | 100.0\% | 3,798* | 100.0\% | 16,539 | 100.0\% |

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## Q2 FY23: CA Grameen Standalone Performance Highlights

| $\begin{aligned} & \text { GLP: INR 13,772 Cr } \\ & \text { (+23.1\% YoY) } \end{aligned}$ | $\begin{gathered} \text { NIM } \\ \text { 12.1\% } \\ \text { Weighted Avg. COB } \\ 9.1 \% \end{gathered}$ | $\begin{gathered} \text { Cost/Income Ratio } \\ 36.9 \% \\ \text { Opex/GLP Ratio } \\ 5.0 \% \end{gathered}$ |
| :---: | :---: | :---: |
| PAT: INR 159 Cr (+120.5\% YoY) | $\begin{gathered} \text { ROA } \\ 4.2 \% \\ \text { ROE } \\ 15.1 \% \end{gathered}$ | Capital Adequacy Ratio $29.0 \%$ <br> Tier 1 Ratio 28.2\% |
| GNPA (GS3): 1.73\% <br> NNPA: 0.47\% <br> PAR 90+: 1.39\% | Provisioning $2.29 \%$ <br> Write-off INR 113 Cr | Branches 1,208 (+11.7\% YoY) <br> 12,482 Employees (+9.3\% YoY) |

[^4]
## Q2 \& H1 FY23: CA Grameen Standalone P\&L Statement

| Profit \& Loss Statement (INR Cr) | Q2 FY23 | Q2 FY22 | YoY\% | Q1 FY23 | QoQ\% | H1 FY23 | H1 FY22 | YoY\% | FY22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Income | 644.7 | 492.0 | 31.0\% | 607.3 | 6.1\% | 1,252.0 | 975.6 | 28.3\% | 2,124.8 |
| - Interest on Loans ${ }^{1}$ | 637.1 | 485.2 | 31.3\% | 599.9 | 6.2\% | 1,236.9 | 960.5 | 28.8\% | 2,099.3 |
| - Interest on Deposits with Banks and FIs | 7.6 | 6.8 | 12.2\% | 7.5 | 2.1\% | 15.1 | 15.1 | 0.0\% | 25.5 |
| Income from Direct Assignment | 10.9 | 0.0 | - | -1.4 | - | 9.5 | 14.7 | -35.3\% | 70.0 |
| Finance Cost on Borrowings | 221.3 | 182.7 | 21.1\% | 225.6 | -1.9\% | 446.9 | 379.1 | 17.9\% | 788.1 |
| Net Interest Income | 434.3 | 309.3 | 40.4\% | 380.3 | 14.2\% | 814.6 | 611.2 | 33.3\% | 1,406.6 |
| Non-interest Income \& Other Income ${ }^{2}$ | 16.7 | 18.3 | -9.0\% | 15.3 | 8.9\% | 32.8 | 31.1 | 2.6\% | 96.4 |
| Total Net Income | 451.0 | 327.6 | 37.7\% | 395.6 | 14.0\% | 846.6 | 642.3 | 31.8\% | 1,503.1 |
| Employee Expenses | 105.9 | 90.4 | 17.1\% | 99.2 | 6.8\% | 205.0 | 170.5 | 20.3\% | 353.5 |
| Other Expenses | 52.6 | 42.5 | 24.0\% | 43.9 | 19.8\% | 96.6 | 74.1 | 30.3\% | 161.3 |
| Depreciation, Amortisation \& Impairment | 7.9 | 6.5 | 22.0\% | 6.8 | 15.8\% | 14.8 | 12.6 | 17.4\% | 26.2 |
| Pre-Provision Operating Profit | 284.5 | 188.2 | 51.2\% | 245.7 | 15.8\% | 530.2 | 385.2 | 37.6\% | 962.1 |
| Impairment of Financial Instruments | 78.0 | 91.1 | -14.4\% | 66.3 | 17.5\% | 144.3 | 247.4 | -41.7\% | 449.4 |
| Profit Before Tax | 206.6 | 97.1 | 112.7\% | 179.3 | 15.2\% | 385.9 | 137.8 | 180.0\% | 512.6 |
| Total Tax Expense | 47.8 | 25.1 | 90.5\% | 46.8 | 2.3\% | 94.6 | 36.2 | 161.1\% | 130.5 |
| Profit After Tax | 158.7 | 72.0 | 120.5\% | 132.6 | 19.7\% | 291.3 | 101.6 | 186.8\% | 382.1 |
| Key Ratios | Q2 FY23 | Q2 FY22 |  | Q1 FY23 |  | H1 FY23 | H1 FY22 |  | FY22 |
| Portfolio Yield | 19.1\% | 18.5\% |  | 18.4\% |  | 18.6\% | 18.2\% |  | 18.3\% |
| Cost of Borrowings | 9.1\% | 9.3\% |  | 9.0\% |  | 9.1\% | 9.3\% |  | 9.2\% |
| NIM | 12.1\% | 11.3\% |  | 11.2\% |  | 11.6\% | 10.7\% |  | 11.1\% |
| Cost/Income Ratio | 36.9\% | 42.5\% |  | 37.9\% |  | 37.4\% | 40.0\% |  | 36.0\% |
| Opex/GLP Ratio | 5.0\% | 5.1\% |  | 4.5\% |  | 4.7\% | 4.7\% |  | 4.6\% |

[^5]
## Q2 \& H1 FY23: CA Grameen Standalone Balance Sheet

| Balance Sheet (INR Cr) | Q2 FY23 | Q2 FY22 | YoY\% | Q1 FY23 | QoQ\% | H1 FY23 | H1 FY22 | FY22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Other Bank Balances | 482.7 | 1,260.0 | -61.7\% | 1,122.8 | -57.0\% | 482.7 | 1,260.0 | 1,534.3 |
| Investments | 389.2 | 107.0 | 263.7\% | 172.6 | 125.5\% | 389.2 | 107.0 | 0.0 |
| Loans - (Net of Impairment Loss Allowance) | 12,834.2 | 9,857.8 | 30.2\% | 11,865.1 | 8.2\% | 12,834.2 | 9,857.8 | 12,201.6 |
| Property, Plant and Equipment | 25.8 | 20.0 | 29.4\% | 25.3 | 2.4\% | 25.8 | 20.0 | 26.1 |
| Intangible Assets | 15.9 | 16.7 | -5.2\% | 16.3 | -2.5\% | 15.9 | 16.7 | 17.4 |
| Right to Use Assets | 68.6 | 66.2 | 3.7\% | 73.0 | -6.1\% | 68.6 | 66.2 | 74.6 |
| Other Financial \& Non-Financial Assets | 260.3 | 278.8 | -6.6\% | 235.1 | 10.7\% | 260.3 | 278.8 | 277.8 |
| Investment in MMFL | 663.3 | 662.7 | 0.1\% | 663.3 | 0.0\% | 663.3 | 662.7 | 663.3 |
| Total Assets | 14,740.0 | 12,269.2 | 20.1\% | 14,173.4 | 4.0\% | 14,740.0 | 12,269.2 | 14,795.1 |
| Debt Securities | 1,094.4 | 1,569.2 | -30.3\% | 1,175.7 | -6.9\% | 1,094.4 | 1,569.2 | 1,372.8 |
| Borrowings (other than debt securities) | 8,971.8 | 6,635.2 | 35.2\% | 8,550.7 | 4.9\% | 8,971.8 | 6,635.2 | 9,112.3 |
| Subordinated Liabilities | 0.0 | 25.0 | -100.0\% | 0.0 | - | 0.0 | 25.0 | 0.0 |
| Lease Liabilities | 81.1 | 75.8 | 7.1\% | 84.4 | -3.9\% | 81.1 | 75.8 | 84.8 |
| Other Financial \& Non-financial Liabilities | 260.4 | 233.6 | 11.4\% | 260.1 | 0.1\% | 260.4 | 233.6 | 285.4 |
| Total Equity | 4,332.2 | 3,730.4 | 16.1\% | 4,102.5 | 5.6\% | 4,332.2 | 3,730.4 | 3,939.8 |
| Total Liabilities and Equity | 14,740.0 | 12,269.2 | 20.1\% | 14,173.4 | 4.0\% | 14,740.0 | 12,269.2 | 14,795.1 |
| Key Ratios | Q2 FY23 | Q2 FY22 |  | Q1 FY23 |  | H1 FY23 | H1 FY22 | FY22 |
| ROA | 4.2\% | 2.2\% |  | 3.4\% |  | 3.8\% | 1.5\% | 2.7\% |
| D/E | 2.3 | 2.2 |  | 2.4 |  | 2.3 | 2.2 | 2.7 |
| ROE | 15.1\% | 7.8\% |  | 13.2\% |  | 14.1\% | 5.5\% | 10.1\% |
| GNPA (GL: 60+ dpd, RF: 90+ dpd) | 1.73\% | 7.18\% |  | 2.54\% |  | 1.73\% | 7.18\% | 3.12\% |
| Provisioning | 2.29\% | 5.51\% |  | 2.73\% |  | 2.29\% | 5.51\% | 3.19\% |

## Liability Mix - Institution / Instrument Wise (\%)



Note: 0/S Direct Assignment (Sold Portion) - INR 758.5 Cr

## Liability Mix - Tenure Wise (\%)



## Focus on dynamic liability management

- Focus on long-term funding with strong diversification between domestic \& foreign sources
- Target to meet funding requirements through foreign/long-term sources over the medium term, with diversified products
- Diverse lenders' base:
- 41 Commercial Banks, 2 Financial Institutions, 8 Foreign Institutional Investors, 5 NBFCs
- Continued focus to minimize the cost of borrowing
- Optimal cost of borrowing despite rising interest rates: Weighted average cost and the marginal cost of borrowing increased by only 30 bps and 50 bps respectively from Q4 FY22 to Q2 FY23

Cost of Borrowing (\%)


| Static Liquidity / ALM Position | For the Month |  |  | For the Financial Year |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Particulars (INR Cr) | Oct-22 | Nov-22 | Dec-22 | FY23 | (Oct-22 to Mar-23) | FY24 |
| Opening Cash \& Equivalents (A) | 983.3 | $1,220.5$ | $1,558.8$ | $1,763.9$ | $2,898.4$ |  |
| Loan recovery [Principal] (B) | 806.4 | 848.7 | 824.0 | $4,732.9$ | $6,659.3$ |  |
| Total Inflow (C=A+B) | $\mathbf{1 , 7 8 9 . 8}$ | $\mathbf{2 , 0 6 9 . 2}$ | $\mathbf{2 , 3 8 2 . 8}$ |  | $\mathbf{6 , 4 9 6 . 8}$ | $\mathbf{9 , 5 5 7 . 7}$ |
|  |  |  |  |  |  |  |
| Borrowing Repayment [Principal] |  |  |  |  |  |  |
| Term loans and Others (D) | 0.0 | 384.2 | 503.2 | $2,790.0$ | $3,997.0$ |  |
| NCDs ( E ) | 134.4 | 126.3 | 115.6 | 171.0 | 604.0 |  |
| Direct Assignment (F) | $\mathbf{5 6 9 . 2}$ | $\mathbf{5 1 0 . 5}$ | $\mathbf{6 1 8 . 9}$ | 637.4 | 468.5 |  |
| Total Outflow G=(D+E+F) | $1,220.5$ | $1,558.8$ | $1,763.9$ | $\mathbf{3 , 5 9 8 . 4}$ | $\mathbf{5 , 0 6 9 . 5}$ |  |
| Closing Cash \& equivalents (H= C-G) |  |  |  | $2,898.4$ | $4,488.1$ |  |
|  | $\mathbf{2 3 7 . 2}$ | $\mathbf{3 3 8 . 2}$ | $\mathbf{2 0 5 . 2}$ |  | $\mathbf{1 , 1 3 4 . 5}$ | $\mathbf{1 , 5 8 9 . 7}$ |
| Static Liquidity (B-G) |  |  |  |  |  |  |


| Debt Diversification | Q2 FY23 |
| :--- | ---: |
| Total Drawdowns | $\mathbf{2 , 3 0 5 . 5}$ |
| Domestic | $91 \%$ |
| Foreign | $9 \%$ |
| Undrawn Sanction | $\mathbf{3 , 8 3 9}$ |
| Domestic | $62 \%$ |
| Foreign | $38 \%$ |
| Sanctions in Pipeline | $\mathbf{5 , 1 1 3}$ |
| Domestic | $81 \%$ |
| Foreign | $19 \%$ |

* Includes Direct Assignment of 201.1 Cr

| Rating Instrument | Rating Agency | Rating/Grading |
| :--- | :---: | :---: |
| Bank Facilities | Ind-Ra | AA- (Stable) |
|  | ICRA | A+ (Positive) |
|  | CRISIL | A+ (Positive) |
| Non-Convertible Debentures | Ind-Ra | AA- (Stable) |
|  | ICRA | A+ (Positive) |
|  | CRISIL | A+ (Positive) |
| Comprehensive Microfinance Grading * | ICRA | A1+ |
| Client Protection Certification | CRISIL | M1C1 |

* Institutional Grading/Code of Conduct Assessment (COCA)



## Q2 FY23: Robust Quarterly Performance Trend (2/2)



Key Business Updates

## Consolidated Results Overview

CA Grameen: Financial Metrics

MMFL: Financial Metrics

Investment Rationale

Annexure


## Q2 FY23: MMFL Performance Highlights



Capital Adequacy Ratio 22.5\%

Total Equity INR 419 Cr

D/E Ratio 5.7x

Active Borrowers
8.30 Lakh $^{1}$ (-20.6\%)
Employees 3,536 (-9.0\% YoY)

[^6]| Profit \& Loss Statement (INR Cr) | Q2 FY23 | Q2 FY22 | Y0Y\% | Q1 FY23 | QoQ \% | H1 FY23 | H1 FY22 | YoY\% | FY22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 131.7 | 105.4 | 25.0\% | 134.0 | -1.6\% | 265.7 | 209.2 | 27.0\% | 446.1 |
| - Interest on Loans | 130.2 | 102.9 | 26.5\% | 132.8 | -1.9\% | 262.9 | 203.2 | 29.4\% | 437.3 |
| - Income from Securitisation | 0.0 | 0.2 | - | 0.0 | - | 0.0 | 0.7 | -100.0\% | 0.6 |
| - Interest on Deposits with Banks and FIs | 1.6 | 2.2 | -30.4\% | 1.2 | 30.0\% | 2.8 | 5.3 | -47.6\% | 8.3 |
| Income from Direct Assignment | 7.2 | 0.0 | - | 6.5 | 10.7\% | 13.7 | 0.0 | - | 0.0 |
| Finance Cost on Borrowings | 57.1 | 46.7 | 22.3\% | 59.2 | -3.6\% | 116.3 | 99.5 | 16.9\% | 201.0 |
| Cost on Financial Liability towards Securitisation | 0.0 | 0.0 | - | 0.0 | - | 0.0 | 0.2 | -100.0\% | 0.2 |
| Net Interest Income | 81.9 | 58.7 | 39.4\% | 81.2 | 0.8\% | 163.1 | 109.4 | 49.0\% | 244.9 |
| Non-interest Income \& Other Income | 8.2 | 2.9 | 189.0\% | 4.0 | 108.5\% | 12.2 | 6.2 | 96.6\% | 16.7 |
| Total Net Income | 90.1 | 61.6 | 46.4\% | 85.2 | 5.8\% | 175.3 | 115.6 | 51.6\% | 261.6 |
| Employee Expenses | 23.8 | 21.4 | 11.2\% | 24.7 | -3.8\% | 48.6 | 42.0 | 15.5\% | 84.1 |
| Other Expenses | 11.6 | 9.1 | 27.3\% | 11.3 | 2.5\% | 22.8 | 17.9 | 27.4\% | 42.6 |
| Depreciation, Amortisation \& Impairment | 0.8 | 1.4 | -41.0\% | 1.0 | -17.2\% | 1.8 | 2.4 | -26.7\% | 4.6 |
| Pre-Provision Operating Profit | 53.9 | 29.7 | 81.5\% | 48.2 | 11.9\% | 102.1 | 53.3 | 91.7\% | 130.3 |
| Impairment of Financial Instruments | 27.4 | 48.8 | -43.9\% | 34.6 | -20.8\% | 62.0 | 80.4 | -22.9\% | 147.3 |
| Profit Before Tax | 26.5 | -19.1 | 238.8\% | 13.6 | 94.8\% | 40.1 | -27.1 | 247.9\% | -17.0 |
| Total Tax Expense | 6.1 | -5.2 | 215.8\% | 3.5 | 71.9\% | 9.6 | -7.1 | 235.7\% | -3.1 |
| Profit After Tax | 20.5 | -13.9 | 247.5\% | 10.1 | 102.8\% | 30.6 | -20.1 | 252.2\% | -13.9 |
| Key Ratios | Q2 FY23 | Q2 FY22 |  | Q1 FY23 |  | H1 FY23 | H1 FY22 |  | FY22 |
| Portfolio Yield | 19.3\% | 20.0\% |  | 18.8\% |  | 18.8\% | 19.5\% |  | 18.6\% |
| Cost of Borrowings | 9.9\% | 10.6\% |  | 9.7\% |  | 9.8\% | 10.6\% |  | 10.2\% |
| NIM | 10.4\% | 10.6\% |  | 9.9\% |  | 10.1\% | 9.6\% |  | 9.7\% |
| Cost/Income Ratio | 40.2\% | 51.8\% |  | 43.4\% |  | 41.7\% | 53.9\% |  | 50.2\% |
| Opex/GLP Ratio | 5.4\% | 6.1\% |  | 5.4\% |  | 5.3\% | 5.8\% |  | 5.6\% |

[^7]| Balance Sheet (INR Cr) | Q2FY23 | Q2FY22 | YOY\% | Q1FY23 | QoQ \% | H1 FY23 | H1 FY22 | FY22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash \& Other Bank Balances | 274.4 | 251.9 | 8.9\% | 244.6 | 12.2\% | 274.4 | 251.9 | 227.0 |
| Balance Sheet Assets (Net of Impairment Loss Allowance) | 2,511.3 | 1,915.1 | 31.1\% | 2,422.1 | 3.7\% | 2,511.3 | 1,915.1 | 2,713.3 |
| Securitised Assets | 0.0 | 3.3 | -100.0\% | 0.0 |  | 0.0 | 3.3 | 0.0 |
| Property, Plant and Equipment | 5.0 | 6.4 | -21.7\% | 5.3 | -6.6\% | 5.0 | 6.4 | 5.6 |
| Intangible Assets | 2.5 | 3.3 | -25.5\% | 2.7 | -7.9\% | 2.5 | 3.3 | 2.9 |
| Right to Use Assets | 0.0 | 0.5 | -100.0\% | 0.0 | -100.0\% | 0.0 | 0.5 | 0.1 |
| Other Financial \& Non-Financial Assets | 56.0 | 57.3 | -2.3\% | 54.8 | 2.1\% | 56.0 | 57.3 | 49.2 |
| Total Assets | 2,849.1 | 2,237.6 | 27.3\% | 2,729.6 | 4.4\% | 2,849.1 | 2,237.6 | 2,998.2 |
| Debt Securities | 0.0 | 114.1 | -100.0\% | 0.0 |  | 0.0 | 114.1 | 44.8 |
| Borrowings (other than debt securities) | 2,160.0 | 1,627.9 | 32.7\% | 2,073.6 | 4.2\% | 2,160.0 | 1,627.9 | 2,312.5 |
| Subordinated Liabilities | 228.3 | 78.6 | 190.4\% | 226.4 | 0.8\% | 228.3 | 78.6 | 224.5 |
| Financial Liability towards Portfolio Securitized | 0.0 | 0.1 | -100.0\% | 0.0 |  | 0.0 | 0.1 | 0.0 |
| Lease Liabilities | 0.0 | 0.5 | -100.0\% | 0.1 | -100.0\% | 0.0 | 0.5 | 0.2 |
| Other Financial \& Non-financial Liabilities | 42.3 | 35.0 | 21.1\% | 31.3 | 35.2\% | 42.3 | 35.0 | 28.4 |
| Total Equity | 418.6 | 381.4 | 9.7\% | 395.2 | 5.9\% | 418.6 | 381.4 | 387.7 |
| Total Liabilities and Equity | 2,849.1 | 2,237.6 | 27.3\% | 2,726.6 | 4.5\% | 2,849.1 | 2,237.6 | 2,998.2 |
| Key Ratios | Q2FY23 | Q2FY22 |  | Q1FY23 |  | H1 FY23 | H1 FY22 | FY22 |
| ROA | 2.8\% | -2.3\% |  | 1.4\% |  | 2.1\% | -1.6\% | -0.5\% |
| D/E | 5.7 | 4.8 |  | 5.8 |  | 5.7 | 4.8 | 6.7 |
| ROE | 20.0\% | -14.3\% |  | 10.3\% |  | 15.2\% | -10.2\% | -3.6\% |
| GNPA (60+ dpd beginning from Q2 FY22) | 4.37\% | 10.15\% |  | 5.83\% |  | 4.37\% | 10.15\% | 5.82\% |
| Provisioning | 3.35\% | 7.83\% |  | 4.33\% |  | 3.35\% | 7.83\% | 4.57\% |




## Asset Quality (\%)




## Return Ratios \& Capital Adequacy (\%)



| Liability Mix Institution / Ins | rument Wise | Q2 FY23 |
| :---: | :---: | :---: |
| Banks - Term Lo |  | 71.7\% |
| FIs - Term Loan |  | 6.2\% |
| NBFCs - Term Lo |  | 6.5\% |
| Sub-Debt |  | 8.8\% |
| Direct Assignme |  | 6.7\% |
| 1) O/S Direct Assignment (Sold Portion): INR 172.3 Cr |  |  |
| Liability Mix - Tenure Wise |  | Q2 FY23 |
| <= 1 Years <br> > 1 \& <= 2 Years <br> $>2$ Years |  | 3.2\% |
|  |  | 62.2\% |
|  |  | 34.6\% |
| Credit <br> Rating <br> Bank Facilities | Rating Agency | Rating / Grading |
|  | $\begin{aligned} & \text { ICRA } \\ & \text { CARE } \end{aligned}$ | A- (OWP) |
| Sub- Debt | ICRA | A- (OWP) |
| MFI | CARE | MFI2+ |


| Static Liquidity / ALM Position | For the month |  |  |
| :--- | ---: | ---: | ---: |
| Particulars (INR Cr) | $\mathbf{O c t - 2 2}$ | Nov-22 | Dec-22 |
| Opening Cash \& Equivalents (A) | 262.0 | 303.0 | 357.0 |
| Loan recovery [Principal] (B) | 210.9 | 215.4 | 222.1 |
| Total Inflow (C=A+B) | $\mathbf{4 7 2 . 9}$ | $\mathbf{5 1 8 . 4}$ | $\mathbf{5 7 9 . 1}$ |
|  |  |  |  |
| Borrowing Repayment [Principal] | 153.4 | 145.4 | 162.6 |
| Term loans and Others (D) | 16.5 | 16.0 | 15.9 |
| Securitisation and DA (E) | $\mathbf{1 6 9 . 9}$ | $\mathbf{1 6 1 . 4}$ | $\mathbf{1 7 8 . 5}$ |
| Total Outflow G=(D+E) | 303.0 | 357.0 | 400.6 |
| Closing Cash \& equivalents (H= C-G) | $\mathbf{4 1 . 0}$ | $\mathbf{5 4 . 0}$ |  |
|  |  | $\mathbf{4 3 . 6}$ |  |
| Static Liquidity (B-G) |  |  |  |


| Debt Drawdowns (INR Cr) | Q2 FY23 | Undrawn Sanctions as on $30^{\text {th }}$ September 2022 | Sanctions in Pipeline as on $30^{\text {th }}$ September 2022 |
| :---: | :---: | :---: | :---: |
| NBFCs - TL | 45.0 | INR 185 Cr | INR 525 Cr |
| Banks - TL | 434.0 |  |  |
| Direct Assignment | 108.8 |  |  |
| Total | 587.8 |  |  |



Note: All performance metrics are as on FY22


Note: All performance metrics are as on FY22

## Environmental

- Positive E \& S impact: 99.9\% loans
- Emissions Measurement: (Standalone)

| Emissions | Intensity (tCO2/FTE) |
| :--- | :---: |
| Scope 1 | 0.00 |
| Scope 2 | 0.28 |
| Scope 3 | 0.59 |

- Aim to achieve Net Zero operations in long term


## - Community Focus / Strategic CSR:

- Covid support: 758,144 beneficiaries from 16,667 institutions
- Vaccination drive: 35,344 beneficiaries
- Anganawadi improvement program: 21,613 beneficiaries
- Disaster relief support: 23,893 beneficiaries
- Other initiatives \& plans:
- Mobile health check-up vehicles
- Improvements in rural health infrastructure
- Improvements in rural education
- Livelihood \& skill development for rural youth and differently abled children
- Rainwater harvesting
- Groundwater improvement programme


## Social

- Customer Protection / Fair Practices:

- Employee Centricity / Well-Being;


This is to certify that CreditAccess Grameen Limited has
succescfully completed the assecsment conducted by Great Place to Worcer Institute, India, and is certified as a great workplace. This certificate is valid from Feb 2022 to Feb 2023.


## Governance

- Board structure:
- 57\% independent, 29\% women
- Committees of the Board:

| Stakeholders' | Asset Liability |
| :--- | :--- |
| Relationship | Management |
| Nomination and | Executive Borrowings |
| Remuneration | \& Investment |
| CSR \& ESG | Audit |
| Risk Management | IT Strategy |

- ESG Policy framework

ESG Policy
ESMS Policy
Energy Management Policy
Waste Management Policy
Anti-Bribery Policy \& Anti-Corruption Policy
Anti-Money Laundering \& Anti-Terrorism Financing Policy
IT/Cyber Security Policy
Business Continuity Policy
Board Diversity and Inclusion Policy
Whistleblower Policy
Tax Policy
Corporate Governance Policy
Gender/Equal Opportunity Policy
Human Rights Policy
Corporate Social Responsibility Policy
Employees Code of Conduct Policy
Remuneration Policy
Vendor Management Policy
Non-Discrimination and Anti-Harassment Policy
Prevention of Sexual Harassment (POSH) Policy
Client Data Privacy Policy

Microfinance loans are unsecured. JLG mechanism acts as security/ loan collateral JLG Benefits:
$\checkmark$ Strong group bonding
$\checkmark$ Mutual support - both financial \& emotional
$\checkmark$ Guidance \& grievance resolution
$\checkmark$ Building awareness
$\checkmark$ High quality customer - good behaviour \& strong credit discipline

Fully aligned with new harmonized guidelines in terms of -
$\checkmark$ Formulation of Board approved policies
$\checkmark$ Process modifications
$\checkmark$ Underwriting changes
$\checkmark$ Technology changes in Core Banking System
$\checkmark$ Training to all the employees

JLG Mechanism allows Multiple Layers of Checks before and after disbursement of loan

| Group Formation | Data Entry <br> \& CB Check | Group Confirmation | Kendra Meetings | Loan Applications |  | Loan Evaluation |  | Loan Sanction \& Disbursal |  | Loan Repayment |  | Loan Utilization |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Self-chosen group within 500m radius <br> - Mutual reliance <br> - Group: 5-10 members <br> - Kendra: 2-6 groups <br> - Digital process to capture KYC \& household income details in Tab | - Data entry into CBS at RPCs <br> - KYC verification by RPCs <br> Comprehensive CB check for all earning family members | - 5-days CGT by LO <br> - Re-interview by BM <br> - Compulsory house visits <br> - GRT by AM, ad-hoc verifications, group approval | - Weekly / Fortnightly meetings <br> - Duration: 3045 mins <br> - Act as early warning indicator | - New LA is captured in Tab <br> - Subject to group's approval, LA is accepted by the LO for further processing <br> - First loan IGL only |  | - Compulsory house visit <br> - Repayment capacity to be assessed on existing cash flows <br> - Household income assessment |  | - Loan sanction after complying with max 50\% FOIR <br> - Group's reconfirmation <br> - Fund transfer to bank a/c <br> - Passbook/ repayment schedule \& pricing fact sheet |  | - Choice of repayment frequency <br> - Collections updated online on Tab |  | - LUC between 5-10 weeks <br> - Follow-up LUC in 11-15 weeks <br> - LUC recorded in passbook and LUC card |

[^8] LUC: Loan Utilization Check

## "One of the Lowest Cost Organised Financer" - One Stop Shop providing Support to Various Lifecycle Needs of the Customer



| Loan Type | Customer Centric Products | Purpose | Ticket Size (INR) | Tenure (months) |
| :---: | :---: | :---: | :---: | :---: |
| Group | Income Generation Loan (IGL) | Business Investments and Income Enhancement activities | $\begin{aligned} & 5,000- \\ & 1,00,000 \end{aligned}$ | 12-36 |
| Group | Home Improvement Loan | Water Connections, Sanitation and Home Improvement \& Extensions | 5,000-50,000 | 12-36 |
| Group | Family Welfare Loan | Festival, Medical, Education and Livelihood Improvement | Up to 20,000 | 3-12 |
| Group | Emergency Loan | Emergencies | 1,000 | 3 |
| Retail <br> Finance | Retail Finance Loan | Purchase of inventory, machine, assets or for making capital investment in business or business expansion | $\begin{aligned} & \text { Up to } \\ & 20,00,000 \end{aligned}$ | 6-180 |

High customer satisfaction \&
borrower retention rate

## Sustainable \& Socially <br> Relevant

Significant growth from existing customer

## Lower customer acquisition cost

## Calibrated Expansion Through Contiguous District-Based Approach

Systematic geography selection based on availability of infrastructure, competition, historical performance trend, social/ economic/ political/ climate risk, growth potential

Ensures consistent replication of processes/ controls

Familiarity with demographics/ culture of nearby districts enables effective customer evaluation and better servicing

Achieving deeper penetration within a particular district within three years of commencement of operations


Lower exposure to a particular district ( $99 \%$ of districts <=2\% of GLP,
No single district has > $4 \%$ of total GLP)


## Well-Established Operational Structure



## Sound Understanding of Rural Market

- $\sim 90 \%$ of employees are hired fresh from rural communities
- $\sim 50 \%-60 \%$ of employees are from families of active customers


## Highly Efficient Workforce

- In-house 2-3 weeks pre-hiring training program
- Compulsory rotation of loan officers annually and branch managers tri-annually for varied job experience and work satisfaction
- Employee incentives delinked from disbursement or collections, and linked to number of customers serviced, quality of service and process adherence
- High employee retention rate


## Multi-Pronged Approach For Risk Management

## Internal Audit (IA):

- IA frequency - 6 times in a year at branches, 4 times at RO, 4 times at HO
- The entire audit process in automated enabling real-time data analytics
- The Audit Committee of our Board is updated every quarter on significant internal audit observations, compliances, risk management practices and control systems


## Quality Control (Business Support):

- Fort-nightly branch visits
- Complements internal audit function by early identification of operational risks
- Branch sanitization, fraud investigation, PAR investigation, support new business expansion


## Field Risk Control (FRC):

- FRC adds strength to proactive operational risk management
- FRC complements the field operations supervision, quality control and internal audit function

High touch-high tech delivery model:

- Digitized all customer touchpoints
- Field staff equipped with handheld tabs for managing Kendra meetings \& collections
- Automated/ paperless customer on-boarding, faster KYC, and CB checks
- Lower TAT, same day and on-field loan disbursements
- Geotagging of Kendra locations to optimize field visits
- Cashless disbursement / digital repayment options for customers
- Robust CBS to support innovative product features, and enhanced data analytics for anticipating future trends
- Strong tech-enabled internal audit, risk, and control systems to enable real-time field risk monitoring


## Future Upgrades \& Investments

- Upgradation of CBS to the latest version over the next 18-24 months to enable higher business scalability
- Investment in Enterprise Service Bus and Microservices Architecture will allow us to be more agile and connect seamlessly with external financial and fintech ecosystems
- Enhancement of existing mobility apps including automation of entry through image reading, single platform for all apps
- Extension of workflow capabilities for process automation and more RPA enabled processes for faster processing
- Active exploration of partnerships with fintech players to implement innovative digital solutions
- Investment in zero code platforms and tools leading to faster implementation of new technologies

Microfinance is a Collection Business, hence Risk Management is Integral to Core Strategy and Operating Processes


## Strong Parentage of CreditAccess India N.V.



## Committed to Micro Finance Business

- CreditAccess India N.V. (CAI) specialises in Micro and Small Enterprises financing
- Widely held shareholding base: 253 shareholders
- Olympus ACF Pte Ltd. 15.4\%, Asian Development Bank 8.8\%, individuals/HNIs/Family Offices 75.8\%
- Headquartered in Amsterdam, The Netherlands


## Strong Financial Support

- Invested through multiple rounds of capital funding along with secondary purchases during 2009 to 2017
- Displayed trust in our business model post demonetisation by infusing INR 550 Cr in FY17
- Provides access to global fundraising opportunities leveraging CAI's network and relationships
- Holds $73.74 \%$ in CA Grameen, committed to holding up to the regulatory requirement in future

Active Borrowers ('000)



Employees


Note: Refer Annexure for definition of key ratios

| Margin Analysis (\%) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 20.4\% | 20.0\% | 19.4\% | 18.8\% | 18.3\% |
| 11.5\% | 12.7\% | 12.2\% | 10.7\% | 10.9\% |
| 11.5\% | 10.4\% | 10.0\% | 9.5\% | 9.3\% |
| FY18 | FY19 | FY20 | FY21* | FY22* |



Total Equity (INR Cr) \& Debt/Equity Ratio



Return Ratios \& Capital Adequacy (\%)


[^9]Key Business Updates

Consolidated Results Overview

CA Grameen: Financial \& Operational Metrics

MMFL: Financial \& Operational Metrics

Investment Rationale

Annexure


Shareholding Pattern - September 2022


| Top 10 Institutional Investors - September 2022 |
| :--- |
| Eastspring Investments |
| Edelweiss Mutual Fund |
| Government Pension Fund Global |
| ICICI Prudential Life Insurance |
| Nippon Mutual Fund |
| SBI Mutual Fund |
| T Rowe Price |
| Tata AIA Life Insurance |
| UTI Mutual Fund |
| Vanguard |

## Key Ratios: Definitions

1. Portfolio Yield $=($ Interest on loans - processing fees + Income from securitisation $) /$ Avg. quarterly on-book loans
2. Cost of Borrowings / Weighted Avg. COB = (Borrowing cost - finance lease charges) / Daily average borrowings
3. Marginal $\mathrm{COB}=$ (Borrowings availed during the period * interest rate + processing fees and other charges) / Borrowings availed during the period
4. $\mathrm{NIM}=(\mathrm{NII}-$ processing fees, interest on deposits, income from direct assignment + finance lease charges) / Avg. quarterly on-book loans
5. Cost/Income Ratio $=$ Operating cost $/$ Total Net Income
6. $\operatorname{Opex} /$ GLP Ratio $=0$ perating cost $/$ Avg. quarterly GLP
7. ROA = PAT/Avg. Quarterly Total Assets (including direct assignment) (Annualized), ROE = PAT/Avg. Quarterly Total Equity (Annualized)
8. Debt $=$ Debt Securities + Borrowings (other than debt securities) + Subordinated Liabilities
9. GNPA = Stage III exposure at default / (Sum of exposure at default of Stage I + Stage II + Stage III)
10. NNPA = (Stage III exposure at default - Stage III ECL) / (Sum of exposure at default of Stage I + Stage II + Stage III - Stage III ECL)

## CreditAccess ${ }^{\circledR}$ <br> Grameen

## For Further Queries:

## Nilesh Dalvi

SVP \& Head - Investor Relations
Contact No - 9819289131
Email Id - nilesh.dalvi@cagrameen.in

## Sahib Sharma

AGM - Investor Relations
Contact No - 7066559383
Email Id - sahib.sharma@cagrameen.in


[^0]:    1) Excluding 28,477 common borrowers
[^1]:    Note: The guidance provided considers a stable operating environment

[^2]:    1) $1,00,050$ borrowers were written off during Q2 FY23 while $2,84,848$ new borrowers were added during the same period
[^3]:    1) Interest income (on Stage 3 portfolio) de-recognized was INR 20.5 Cr in Q2 FY23 (vs INR 20.6 Cr in Q2 FY22) and INR 42.5 Cr in H1 FY23 (vs INR 41.9 Cr in H1 FY22)
[^4]:    1) 33,909 borrowers were written off during Q2 FY23 while $2,43,715$ new borrowers were added during the same period
[^5]:    1) Interest income (on Stage 3 portfolio) de-recognized was INR 14.8 Cr in Q2 FY23 (vs INR 20.6 Cr in Q2 FY22) and INR 32.4 Cr in H1 FY23 (vs INR 40.5 Cr in H1 FY22)
    2) Bad debt recovery was INR 7.9 Cr in Q2 FY23 (vs INR 11.9 Cr in Q2 FY22) and INR 14.7 Cr in H1 FY23 (vs INR 15.4 Cr in H1 FY22)
[^6]:    1) 66,141 borrowers were written off during Q2 FY23 while 41,133 new borrowers were added during the same period
[^7]:    1) Interest income (on Stage 3 portfolio) de-recognized was INR 5.7 Cr in Q2 FY23 (vs INR 0.0 Cr in Q2 FY22) and INR 10.1 Cr in H1 FY23 (vs INR 1.4 Cr in H1 FY22)
    2) Bad debt recovery was INR 6.6 Cr in Q2 FY23 (vs INR 1.7 Cr in Q2 FY22) and INR 10.1 Cr in H1 FY23 (vs INR 3.0 Cr in H1 FY22)
[^8]:    Note: CB: Credit Bureau, CBS: Core Banking System, RPC: Regional Processing Center, CGT: Compulsory Group Training, LO: Loan Officer, BM: Branch Manager, AM: Area Manager, LA: Loan Application,

[^9]:    *Consolidated Figures

