January 31, 2019

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001
Scrip Code - 541770

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051
Trading Symbol - CREDITACC

Dear Sir/Madam,

Sub: Investor Presentation: quarter and nine months ended December 31, 2018

We herewith enclose a copy of the investor presentation for the quarter and nine months ended December 31, 2018.

Kindly take the same on your records.

Thanking You

Yours sincerely

CREDITACCESS GRAMEEN LIMITED

Syam Kumar R
Company Secretary

Investor Presentation Q3FY2018-19

January 2019

CreditAccess Grameen Limited

BSE: 541770 NSE: CREDITACC

Corporate Identity No. U51216KA1991PLC053425

www.grameenkooota.org

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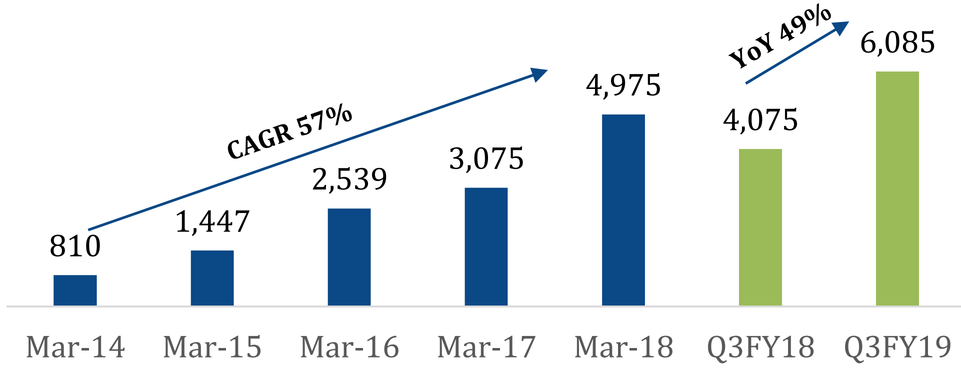
Executive Summary

Performance driven by strong fundamentals

Overview

- » Leading NBFC-MFI in India with gross loan portfolio of INR 6,085 Cr, 26.4 lakhs customers and 659 Branches
- » Predominantly offers micro loans under group liability (MFI loans) at 18% to 21% interest rate (one of the lowest in the industry)
- » Company's portfolio grew by 49.3 % (YoY) to INR 6,085 Cr as of Dec'2018
- » PAT Q3FY19 grew by 55%(YoY) to INR 99.76 Cr
- » Listed on NSE and BSE on 23rd August 2018

Growth in Gross Loan Portfolio (GLP) (INR Cr)



Financial Metrics

Strong Balance Sheet and Liquidity

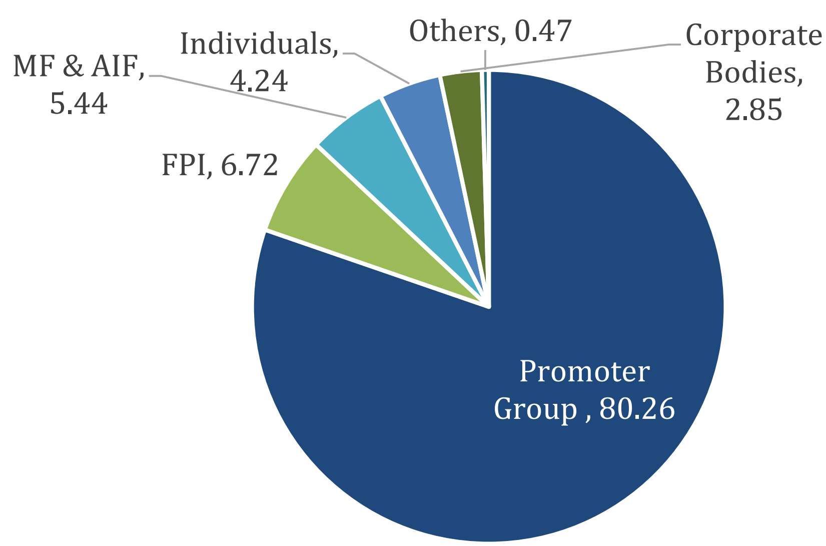
	Q3FY19
Networth (INR Cr)	**2299.23**
Capital Adequacy (%) #	**41.15%**
Cash & Bank Balances (INR Cr)	**917.01**

Efficiency and Profitability

	Q3FY19
Marginal Cost of Borrowing(TTM)[1]	**9.63%**
Cost to Income[2]	**31.9%**
Return on Asset[3]	**6.0%**
Return on Equity[4]	**17.7%**

[1] TTM for loan availed ,Includes on and off b/s borrowings and processing fees
[2] (Employee Benefit Expenses + Other Expenses + Depreciation & Amortization)/(Total Income - Financial Cost)
[3] PAT/Quarterly Average Assets (including direct assignment) (Annualized)
[4] PAT/Quarterly Average Equity (Annualized)
As per IGAAP

Shareholding Pattern



Strong business performance

GrameenKoota financial services

	GLP	Disbursement	Total Income	NII[1]	PAT	NNPA[2]
Q3FY19	6,085.32 Cr	1,762.34 Cr	350.84 Cr	213.87 Cr	99.76 Cr	0.00%
Growth	49.3%	36.0%	53.0%	91.4%	55.0%	0.00%
Q3FY18	4,074.63 Cr	1,295.53 Cr	229.33 Cr	111.72 Cr	64.36 Cr	0.00%

[1] NII = Interest on portfolio loans + Income from securitization and asset assignment – Finance Cost
[2] NNPA= After considering management overlay


Update on Liquidity

NBFC-MFIs well placed on liquidity position

Type of Institutions	Asset Tenure	ALM Mismatch	Lenders Profile
NBFCs	Medium to Long Term (>=2 to > 10 years)	For most NBFCs average asset maturity tenure is higher than average liability maturity tenure	Majority exposure to CPs, NCDs & debt market instruments and borrowing from Mutual Funds which has a shorter maturity and these are of higher risk in the current scenario
NBFC – MFIs	Short Term (< 2years)	Average asset maturity tenure is generally lower than average liability maturity tenure	Majority exposure to Banks and FIs with a longer maturity and these are of lower risk in the current scenario Exposure to NBFCs and Mutual Funds are limited for larger NBFC-MFIs

Comfortable liquidity to meet obligations and fulfil growth requirements

INR in Crore Particulars	Jan-19	For the month Feb-19	Mar-19	For the Financial year 2019-20
Opening Cash & Equivalents* (A)	917.01	964.85	1,126.50	-
Loan recovery [Principal](B)	460.58	442.42	416.16	2,909.68
Total Inflow(C=A+B)	**1,377.58**	**1,407.26**	**1,542.66**	**2,909.68**
Debt Repayment Obligations [Principal]				
Term loans and Others (D)	276.03	164.11	223.81	1,711.54
NCDs (E)	30.00	-	-	228.40
Securitisation and DA (F)	106.71	116.65	89.60	525.87
Total Outflow (G=D+E+F)	**412.74**	**280.77**	**313.41**	**2,465.81**
Closing Cash and equivalents (H=C-G)	964.85	1,126.50	1,229.25	443.87
Static Liquidity(B-G)	**47.84**	**161.65**	**102.75**	**443.87**

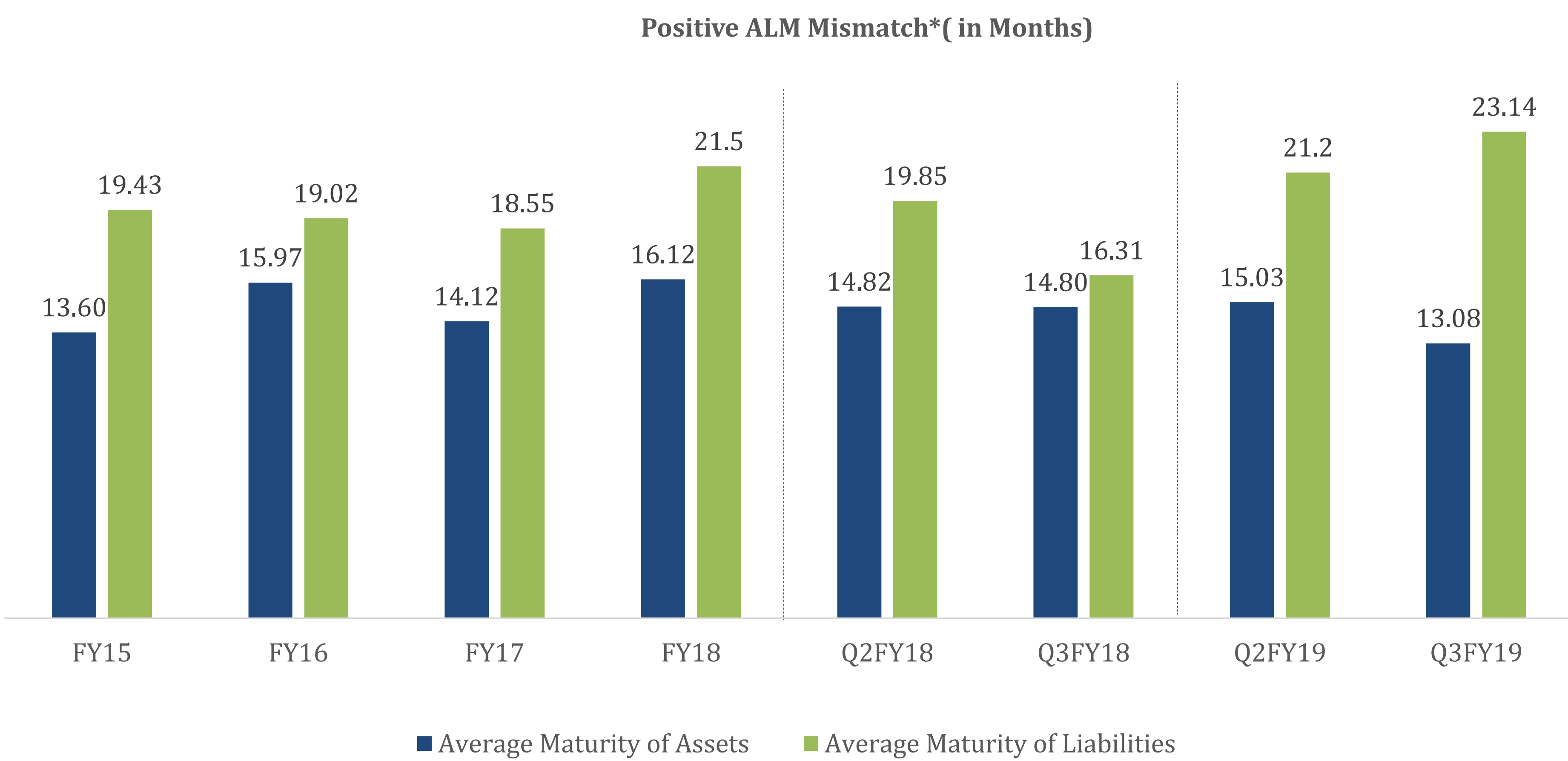
* Details of Opening Cash & Equivalents

Particulars	INR in Crore
Cash and Bank Balance	467.87
Short Term Deposits with Banks	400.00
Term Deposits with Banks	49.14
Total	**917.01**

- Diversified funding sources with mix of Domestic and Foreign sources (All are Term Loans)
  - 32 Commercial Banks
  - 3 Financial Institutions (Long term)
  - 8 Foreign Institutional Investors (Long term)
  - 3 NBFCs
- There are no Commercial Papers
- No Bonds/NCDs from Mutual funds
- Limited exposure to NBFCs stands at 4.7%

Month on month positive Static Liquidity Gap
Sanctions available for drawdown INR 1,431 Crore (Banks and FIs)

Positive ALM continues to contribute growth



Note: As per IGAAP

Company Overview

Proven track record of retaining and strengthening fundamentals of micro-credit model in rural areas

GrameenKoota financial services

01	Rural focus enabling the Company to operate in a segment with low competitive intensity	82% Rural Borrower base
02	Experienced & stable management team with strong promoter group backing	Key Management with 8+ years with company
03	Multiple products to address all key financial needs of the customers	Group and Retail lending models
04	Contiguous district centric expansion resulting in resilient business model	Spanning 156 districts in 9 States/Union Territory
05	Best in class financial performance	ROA: 6% ROE:17.7%
06	Strong Risk Management Practices	NNPA 0.00%

Data For Q3FY19

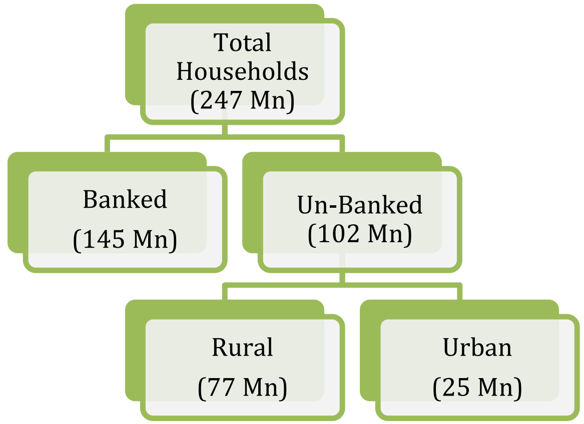
Industry Fundamentals

NBFC-MFIs best placed to address rural credit needs

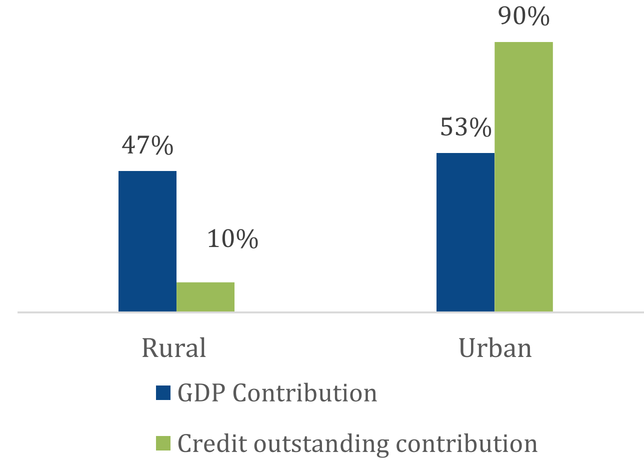
75% Unbanked Households in Rural Areas[1]- Large Untapped Opportunity

- Massive Govt. thrust to boost financial inclusion - NBFC-MFIs to play a key role in furthering this.
- Significant opportunity to capture share from unorganized players will continue to drive MFI industry growth.
- Pan India MFI presence.
- Rural areas accounted for only 10% of overall o/s bank-credit while comprising of 2/3rd households and contributing ~47% of FY16 GDP in India

[1] India Census 2011



Low penetration of banking credit in rural areas

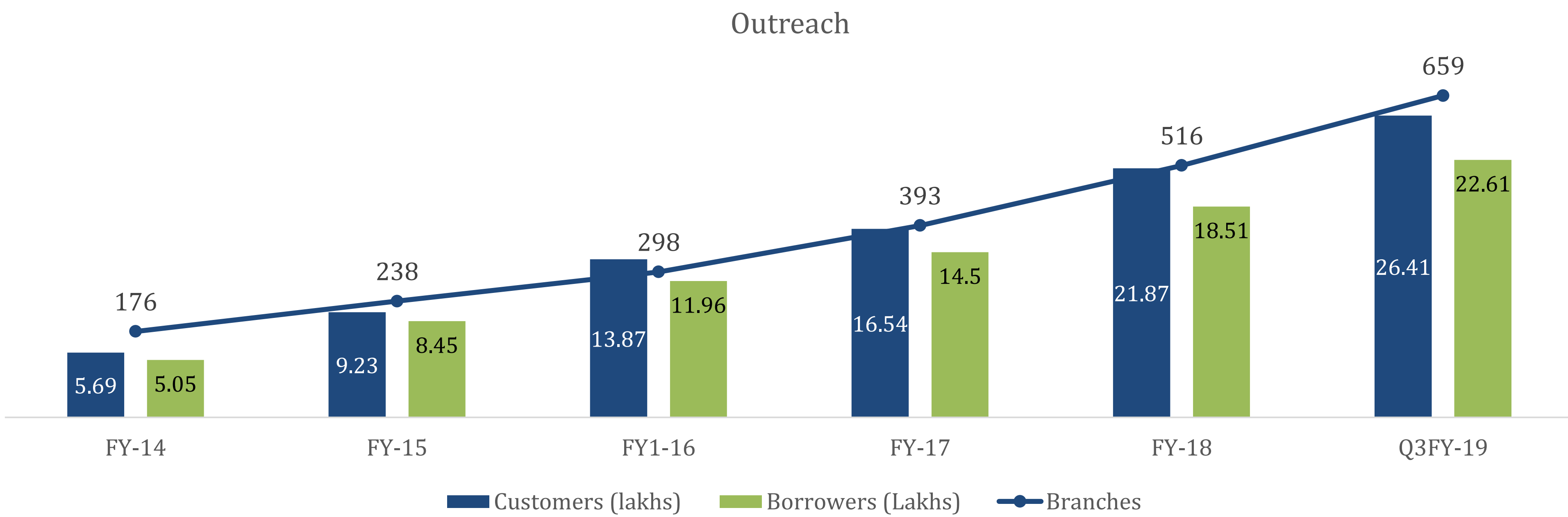


Favourable Factors (For NBFC-MFI Industry)

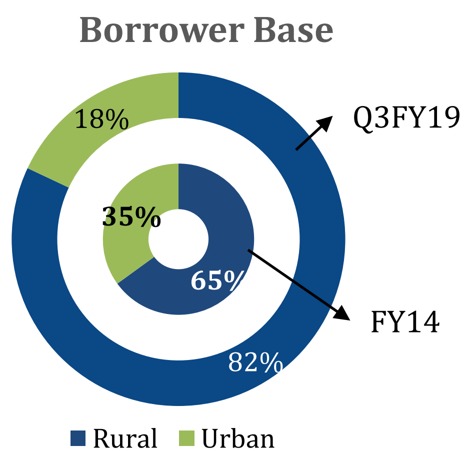
Funding Certainty	• MFI's continues to be under priority sector • Pure play NBFC MFI's are proven successful model for catering to un-banked segment
Proven Operating Model	• Distribution reach, where traditional banks do not lend • Default rates are lowest in financial sector • High customer/s touch points, 52 times in a year
Government and Regulatory Support	• Massive Govt. thrust to boost financial inclusion and double rural income • Relaxation of maximum outstanding to customer/s • Institutional Infrastructure (Credit Bureaus)
Customer centric practises	• Doorstep delivery of services • High focus on financial literacy of customer/s

Operational Highlights

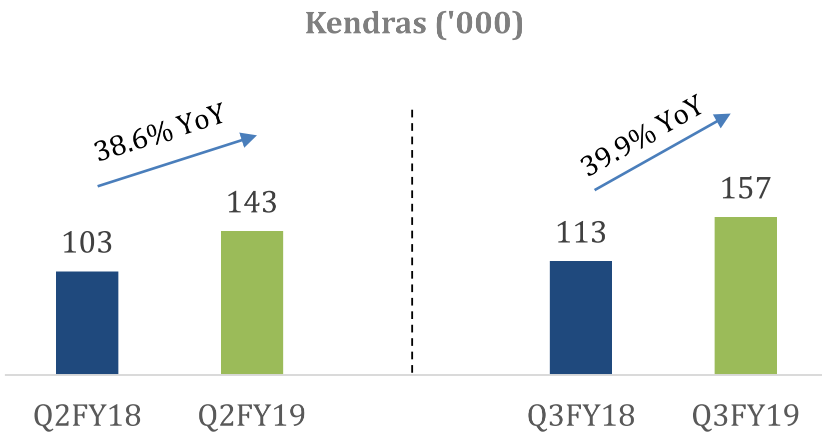
Strong rural growth story

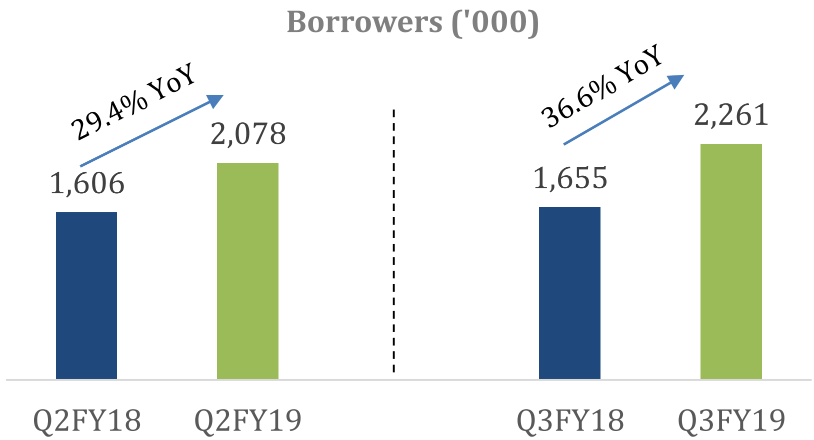


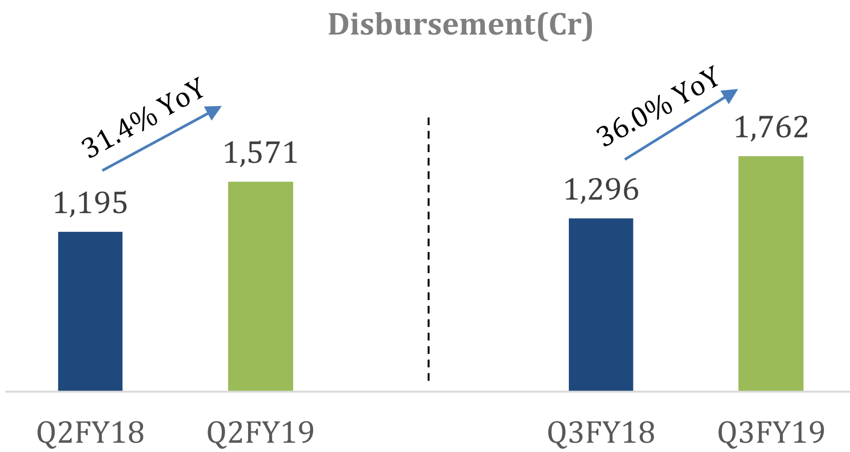
- 659 branches spread across 156 districts in 9 States / UT
- 26.41 lakh customer base, CAGR of ~ 38.1% over 4.75 years.
- 143 branches opened during FY19
- 82% rural borrowers
- Weekly touch points with borrowers

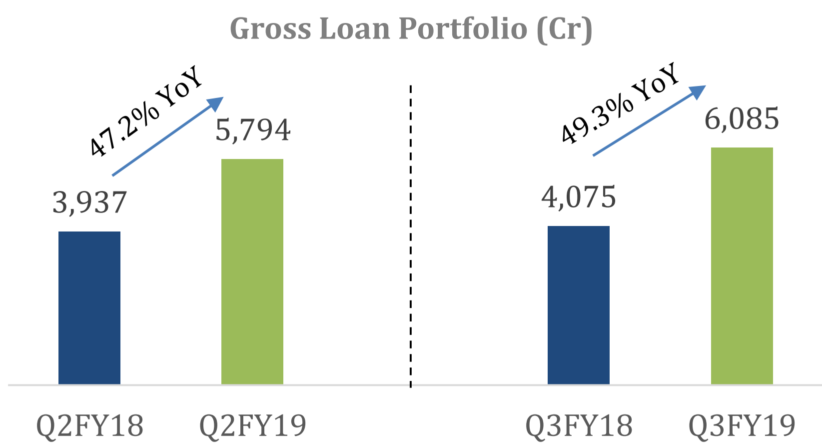


Demonstrated robust growth

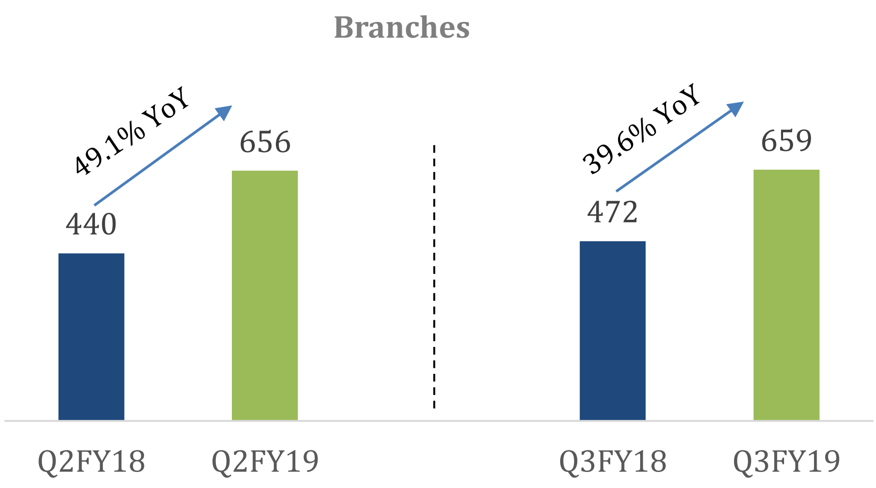


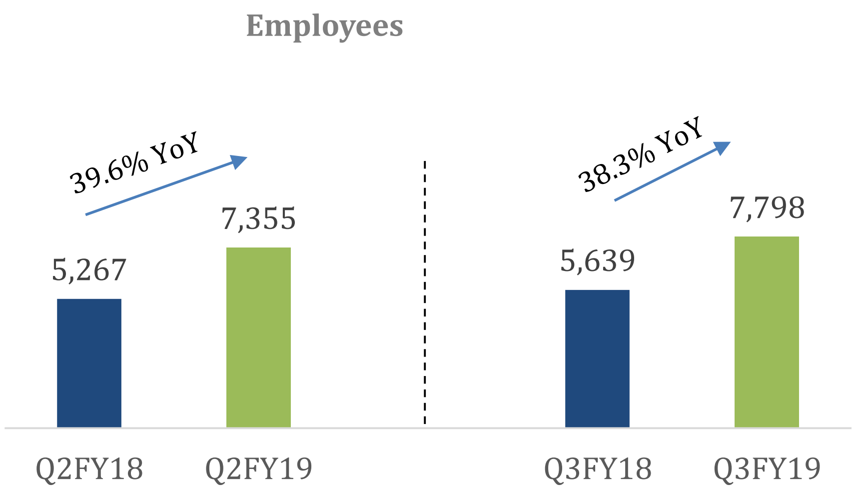


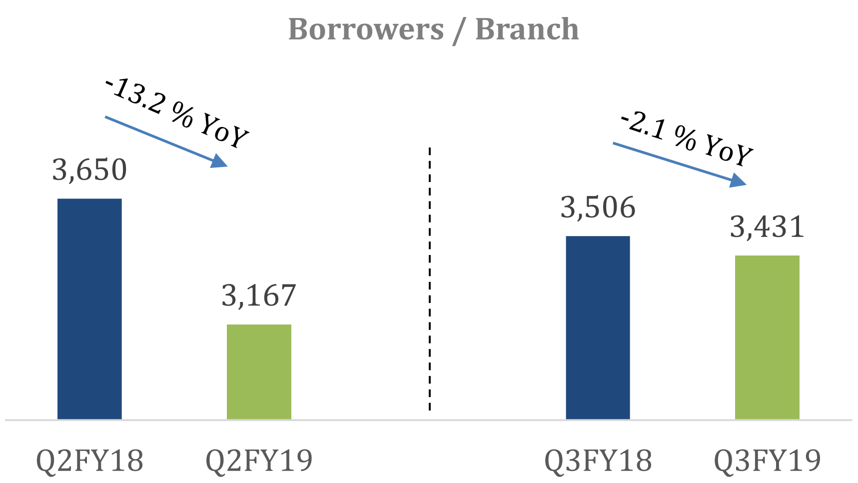


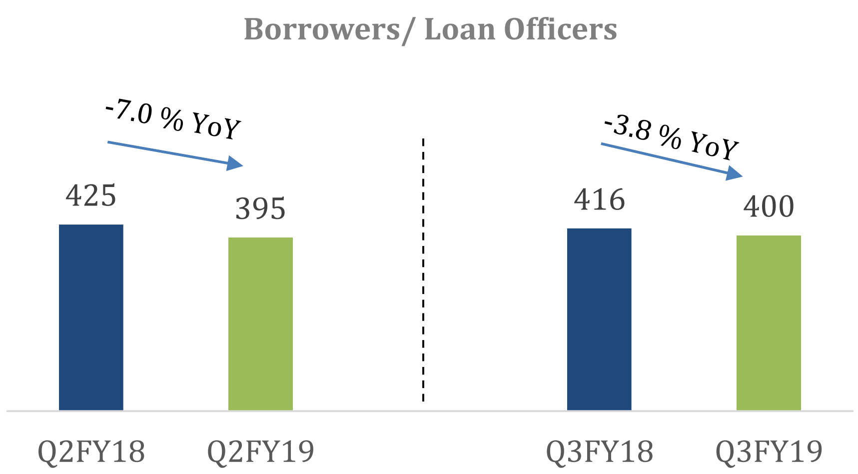


Infrastructure in place to fuel further growth









Cashless shift based on customer's preference

Long term strategy is to move to cashless disbursement mode in phased manner based on customers' preference.

Preference for cashless disbursement given to customers:

Small loans: Cash/Cashless based on customers' preference

Larger Loans: Cashless

100% of branches enabled for cashless disbursements

More than 40% disbursements done through cashless mode on a daily basis

Rs.841.84 Cr cashless disbursements in Q3FY19 as against Rs.38.54 Cr in Q3FY18

Portfolio growth in Q3FY19 came from districts outside the Top 10

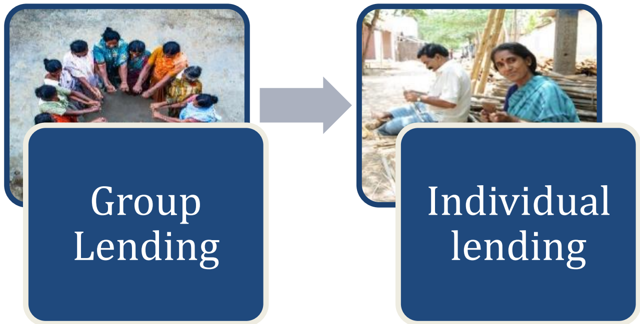
GrameenKoota financial services

- District is the unit of risk in microfinance business, therefore our unit of expansion is district
- Geographical expansion strategy:
    - Penetrate through district centric approach
    - Expansion to contiguous district after in depth study on potential to grow and risks.
- Portfolio growth in Q3FY19 powered by districts outside the Top 10
- Portfolio concentration of Top 10 districts has reduced from 41% as of FY16 to 32% as of Q3FY19
- Contiguous district wise expansion approach reduces
    - Expansion Risk
    - Expansion cost
    - District Concentration
        - 79% of districts where we operate have portfolio concentration of < 1% of overall portfolio
        - 97% of districts where we operate have portfolio concentration of < 3% of overall portfolio
        - None of the districts where we operate have concentration of > 5% of total customers

Update on Retail Finance Business

Launched retail finance vertical to support customers' growing needs

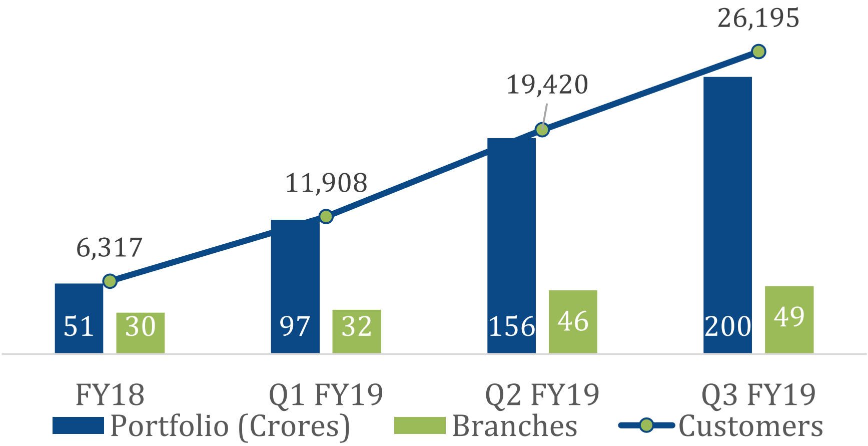
GrameenKoota financial services



Maximum credit that can be extended to a customer/s is limited by the capacity of group to accept joint liability

Retail finance acts as a one stop solution to the credit needs of such customer/s

Performance over the years



Key drivers

- Focus on captive and graduated group lending customers
- Separate vertical - Separate team , structure and processes
- End to end cashless process
- Technology driven

Key numbers

242 Cr+ Disbursement

200 Cr+ Portfolio

26,000+ Customers

750+ Staff

49 Branches

4 States

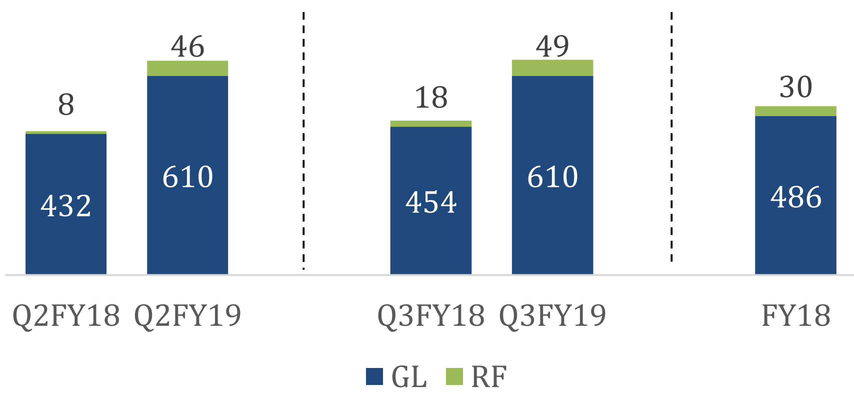
Journey of Retail finance

- Nov 2016 – *First branch opened in Bangalore*
- Mar 2017 – *5 branches operational*
- Aug 2017 – *Expansion started*
- Jan 2018 – *Loan Book crossed 25 Cr*; *Expanded in Maharashtra & Tamil Nadu*
- Jun 2018 – *Borrowers crossed 10,000*
- Dec 2018 – *Loan Book crossed 200 Cr*

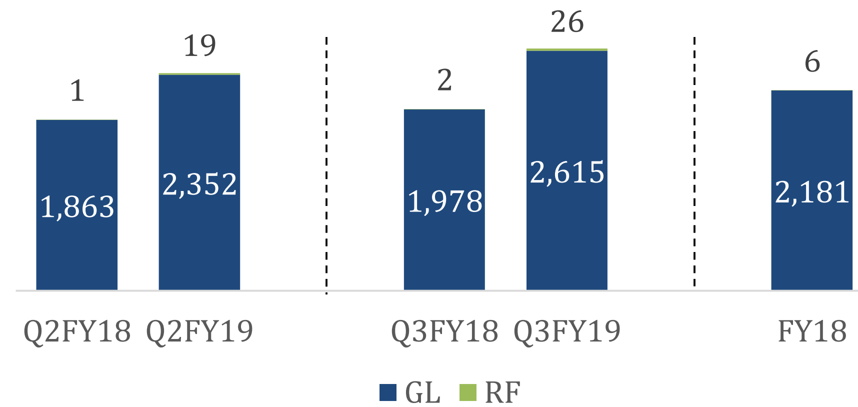
Retail Finance ensures Company acts as one stop financial partner

Retail finance contributes 3.29% of total portfolio

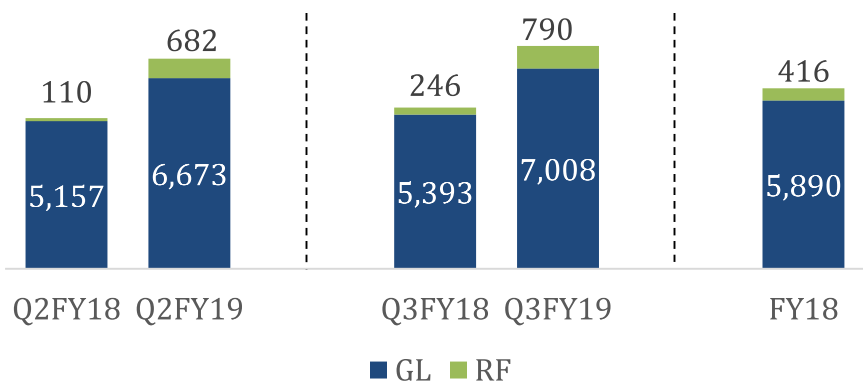
Branches



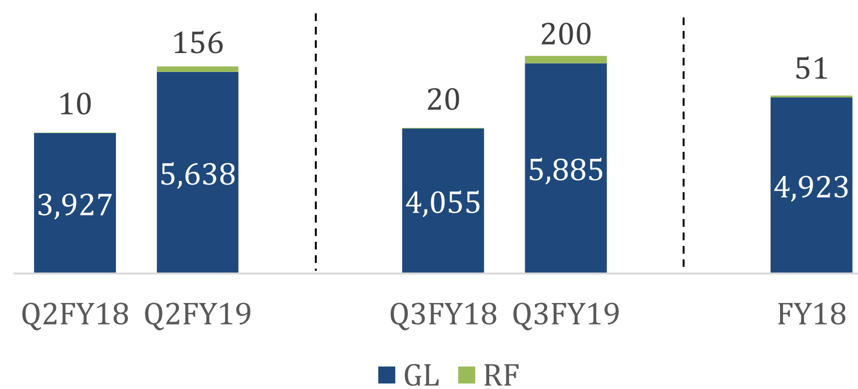
Customers ('000)



Staff



Portfolio (INR Cr)



Product Offerings

Customer centric product suite

Loan Type	Product	Purpose	Ticket Size (INR)	Yield	Tenure (months)
Group	Income Generation Loan(IGL)	Business Investments and Income Enhancement activities	5,000 - 60,000	19%-21%	12-24
Group	Home Improvement Loans	Water Connections, Sanitation and Home Improvement & Extensions	5,000 - 50,000	18%	12-48
Group	Family Welfare Loans	Festival, Medical, Education and Livelihood Improvement	1,000 - 15,000	18%	3-12
Group	Emergency Loans	Emergencies	1,000	18%	3

Retail finance products cater to the enhanced credit needs of our graduated customers

Loan Type	Product	Purpose	Ticket Size (INR)	Yield	Tenure (months)
Individual	Retail Finance Loans	Purchase of inventory, machine, assets or for making capital investment in business or business expansion	Up to 5,00,000	20 % -22%	6-60

Financial Highlights

Adoption of Ind As Accounting Standards

- The company has adopted Indian Accounting Standards (Ind AS) with effect from April 2018
- Consolidated figures for Q3 FY19 are compliant with Ind AS
- Corresponding figures for Q3 FY18 have been restated to be compliant with Ind AS
- Provisioning of 1.63% for Q3FY19 made based on ECL methodology, includes management overlay ; GNPA is 1.20%

ROA for Q3FY19 is 6%

GrameenKoota financial services

Particulars`	Q2FY18	Q2FY19	Q3FY18	Q3FY19
Spread Analysis (as % of Avg. Quarterly Gross Loan Portfolio)				
Gross Yield[1]	22.3%	22.0%	22.9%	23.6%
Portfolio Yield[2]	20.7%	20.5%	21.2%	21.8%
Finance Cost	9.2%	7.6%	10.0%	7.4%
NII	11.5%	12.9%	11.2%	14.4%
Operating Cost	4.8%	5.2%	4.9%	5.2%
Impairment on Financial Instruments	-1.8%	1.2%	-1.9%	0.7%
Taxes	3.6%	2.9%	3.4%	3.6%
Return on Avg. Gross Loan Portfolio	6.5%	5.2%	6.4%	6.7%
Cost Efficiency				
Cost to Income Ratio	36.9%	35.7%	38.2%	31.9%
Credit Quality				
Gross NPA[3]	5.84%	1.01%	1.19%	1.20%
Net NPA[4]	0.0%	0.0%	0.0%	0.0%
Leverage				
Debt: Equity[5]	4.6	1.8	2.2	1.8
Capital Adequacy	25.3%	40.4%	33.6%	41.2%
Profitability				
Return on Equity	36.3%	15.7%	24.4%	17.7%
Return on Assets	6.2%	4.9%	6.0%	6.0%

Amongst the most cost efficient players in the industry

[1] Gross Yield (as % of Avg. Quarterly Gross Loan Portfolio) = Total Income/Avg. Quarterly Gross Loan Portfolio
[2] Portfolio Yield (as % of Avg. Quarterly Gross Loan Portfolio) = (Interest on portfolio loans + Income from securitization and asset assignment)/ Avg. Quarterly Gross Loan Portfolio
[3](Stage III (ECL) exposure at default)/ (Sum of exposure at default of Stage I + Stage II + Stage III)
[4] NNPA= After considering management overlay
[5]Debt includes Debt Securities, Borrowings (other than debt securities), subordinated liabilities and Loans repayable on demand from banks (as per IndAS)

Profit for Q3FY19 grew by 55 % YoY

GrameenKoota financial services

Profit & Loss Statement (INR Cr)	Q2FY18	Q2FY19	YoY%	Q3FY18	Q3FY19	YoY%
Interest Income (A)	209.36	301.34	43.9%	223.95	318.47	42.2%
Dividend Income (B)	0.09	0.00	-100.0%	0.04	0.00	-100.0%
Net gain on Fair Value Changes (C)	1.77	2.81	58.2%	1.14	3.39	198.5%
Others (D) [1]	0.09	4.34	4639.0%	2.63	27.33	941.1%
Total Revenue from Operations (F) = (A+B+C+D)	**211.31**	**308.48**	**46.0%**	**227.75**	**349.19**	**53.3%**
Other Income (G)	2.79	1.60	-42.6%	1.58	1.64	4.0%
Total Income (H) = (G+F)	**214.10**	**310.08**	**44.8%**	**229.33**	**350.84**	**53.0%**
Finance Costs (I)	88.41	106.61	20.6%	100.60	110.19	9.5%
Employee Benefit Expenses (J)	31.26	46.58	49.0%	31.29	48.99	56.6%
Depreciation and Amortization Expenses (K)	1.17	2.13	81.4%	1.48	2.02	36.5%
Other Expenses (L)	14.00	23.89	70.6%	16.40	25.64	56.3%
Total Operating Cost (M) = (J+K+L)	**46.43**	**72.60**	**56.4%**	**49.16**	**76.65**	**55.9%**
Impairment of Financial Instruments (N)	(17.37)	16.83	196.9%	(19.33)	10.28	-153.2%
Total Expenses (O) = (I+M+N)	**117.47**	**196.03**	**66.9%**	**130.43**	**197.12**	**51.1%**
Profit before Tax (P) = (H-O)	96.63	114.05	18.0%	**98.90**	**153.72**	**55.4%**
Tax (Q)	34.35	40.59	18.1%	34.54	53.96	56.2%
Profit after Tax (R) = (P-Q)	**62.28**	**73.47**	**18.0%**	**64.36**	**99.76**	**55.0%**
Other Comprehensive Income (S)	(1.30)	(9.04)	592.6%	**(0.42)**	**(11.35)**	**2634.9%**
Total Comprehensive Income (T) = (R+S)	**60.98**	**64.43**	**5.7%**	**63.94**	**88.40**	**38.3%**

[1] *Under Ind AS: Total gain from the Direct Assignments on the contract is recognized on transaction date . Recognized Amount for Q2FY19 is 3.04 Cr. and for Q3FY19 is 25.33 Cr.)*

Note: All financials given in this presentation are on Ind AS basis unless specified

Strong balance sheet supported by high capital base and robust liquidity

Balance Sheet (INR Cr)	Q2FY18	Q2FY19	YoY%	Q3FY18	Q3FY19	YoY%
Equity Share Capital	90.57	143.36	58.3%	128.21	143.41	11.9%
Other Equity	655.18	2,069.78	215.9%	1,234.21	2,155.82	74.7%
Total Equity	**745.75**	**2,213.14**	**196.8%**	**1,362.42**	**2,299.23**	**68.8%**
Debt Securities	1,026.17	1,116.87	8.8%	729.53	835.92	14.6%
Borrowings (other than debt securities)	2,279.52	2,710.76	18.9%	2,136.97	3,380.34	58.2%
Subordinated liabilities	85.94	80.02	-6.9%	145.46	36.66	-74.8%
Loans repayable on demand from banks*	20.00	0.00	-100.0%	20.00	0.00	-100.0%
Other financial liabilities	10.78	40.21	273.1%	11.54	51.19	343.6%
Current tax liabilities (net)	12.97	4.56	-64.9%	0.30	0.00	-100.0%
Provisions	6.29	9.98	58.8%	6.57	11.24	71.1%
Deferred tax liabilities (net)	-	-	-	-	-	-
Other non-financial liabilities	19.98	29.73	48.8%	21.73	37.25	71.5%
Total Liabilities	**3,461.64**	**3,992.13**	**15.3%**	**3,072.10**	**4,352.61**	**41.7%**
Total Equity and Liabilities	**4,207.39**	**6,205.27**	**47.5%**	**4,434.53**	**6,651.84**	**50.0%**
Cash and cash equivalents	201.62	230.49	14.3%	301.49	867.87	187.9%
Bank balance other than above	25.48	180.76	609.3%	14.91	49.15	229.5%
Loans	3,695.76	5,682.93	53.8%	3,997.63	5,598.00	40.0%
Investments	166.73	0.20	-99.9%	24.64	0.20	-99.2%
Other financial assets	10.10	37.91	275.2%	21.44	45.19	110.8%
Current tax assets (net)	2.86	4.83	68.8%	21.44	17.80	-17.0%
Deferred tax assets (net)	83.23	37.03	-55.5%	31.56	37.80	19.8%
Property, plant and equipment	6.72	14.42	114.6%	8.36	16.85	101.5%
Capital work-in-progress	-	-	-	-	-	-
Intangible assets under development	0.33	1.54	371.5%	0.41	2.01	389.3%
Intangible assets	7.46	6.75	-9.4%	6.94	6.32	-8.9%
Other non-financial assets	7.09	8.38	18.1%	5.70	10.64	86.6%
Total Assets	**4,207.39**	**6,205.27**	47.5%	**4,434.53**	**6,651.84**	**50.0%**

Note: All financials given in this presentation are on Ind AS basis unless specified

Q3FY18 Ind AS Vs Previous Indian GAAP

Particulars (INR Cr)	Ind AS (A)	IGAAP (B)	Variance (A-B)	Remark
Interest Income (A)	223.95	226.53	(2.58)	*Under Ind AS:* *Interest Income is based on effective interest rate* *Securitisation is considered On-Balance Sheet and hence income is considered under interest income* *Interest Income also includes interest on margin money and fixed deposit*
Dividend Income (B)	0.04	0.04	0.00	
Net gain on Fair Value Changes (C)	1.14	1.14	0.00	
Others (D)	2.63	2.63	0.00	
Total Revenue from Operations (F) = (A+B+C+D)	**227.75**	**230.33**	**(2.58)**	
Other Income (G)	1.58	1.58	0.00	
Total Income (H) = (G+F)	**229.33**	**231.90**	**(2.58)**	
Finance Costs (I)	**100.60**	**92.55**	**8.05**	*Under Ind AS:* *Processing Fees and other costs are amortised* *Securitisation is considered On-Balance Sheet and hence expense is considered under financial costs*
Employee Benefit Expenses (J)	31.29	30.67	0.62	*Under Ind AS Employee stock options is accounted as per fair valuation method*
Depreciation and Amortization Expenses (K)	1.48	1.48	0.00	
Other Expenses (L)	16.40	16.72	(0.32)	
Total Operating Cost (M) = (J+K+L)	**49.16**	**48.86**	**0.30**	
Impairment of Financial Instruments (N)	**(19.33)**	**87.71**	**(107.04)**	*Under Ind AS Loan loss provision is accounted as per Expected credit loss methodology*
Total Expenses (O) = (I+M+N)	**130.43**	**229.12**	**(98.70)**	
Profit before Tax (P) = (H-O)	**98.90**	**2.78**	**96.12**	
Tax (Q)	34.54	0.87	33.67	
Profit after Tax (R) = (P-Q)	**64.36**	**1.92**	**62.44**	
Other Comprehensive Income (S)	(0.42)	0.00	(0.42)	*Includes actuarial gain/loss on gratuity valuation and fair value impact on financial assets*
Total Comprehensive Income (T) = (R+S)	**63.94**	**1.92**	**62.03**	

Note: All financials given in this presentation are on Ind AS basis unless specified

Q3FY19 Ind AS Vs Previous Indian GAAP

Particulars (INR Cr)	Ind AS (A)	IGAAP (B)	Variance (A-B)	Remark
Interest Income (A)	318.47	299.02	19.45	*Under Ind AS: Interest Income is based on effective interest rate Securitisation is considered On-Balance Sheet and hence income is considered under interest income Interest Income also includes interest on margin money and fixed deposit*
Dividend Income (B)	0.00	0.00	0.00	
Net gain on Fair Value Changes (C)	3.39	3.39	0.00	
Others (D)	27.33	15.87	11.46	*Under Ind AS: Total gain from the Direct Assignments on the contract is recognized on transaction date . Recognized amount for Q2FY19 is 3.04 Cr. and for Q3FY19 is 25.33 Cr.*
Total Revenue from Operations (F) = (A+B+C+D)	**349.19**	**318.28**	**30.91**	
Other Income (G)	1.64	1.64	0.00	
Total Income (H) = (G+F)	350.84	319.92	30.91	
Finance Costs (I)	110.19	101.27	8.91	*Under Ind AS: Processing Fees and other costs are amortised Securitisation is considered On-Balance Sheet and hence expense is considered under financial costs*
Employee Benefit Expenses (J)	48.99	48.13	0.86	*Under Ind AS Employee stock options is accounted as per fair valuation method*
Depreciation and Amortization Expenses (K)	2.02	2.02	0.00	
Other Expenses (L)	25.64	25.71	(0.07)	
Total Operating Cost (M) = (J+K+L)	**76.65**	**75.86**	**0.79**	
Impairment of Financial Instruments (N)	10.28	7.45	2.83	*Under Ind AS Loan loss provision is accounted as per Expected credit loss methodology.*
Total Expenses (O) = (I+M+N)	**197.12**	**184.58**	**12.54**	
Profit before Tax (P) = (H-O)	**153.72**	**135.35**	**18.38**	
Tax (Q)	53.96	47.43	6.53	
Profit after Tax (R) = (P-Q)	**99.76**	**87.91**	**11.84**	
Other Comprehensive Income (S)	(11.35)	0.00	(11.35)	*Includes actuarial gain/loss on gratuity valuation and fair value impact on financial assets*
Total Comprehensive Income (T) = (R+S)	**88.40**	**87.91**	**0.49**	

Note: All financials given in this presentation are on Ind AS basis unless specified

Well diversified borrowing mix

INR Cr

	Q2 FY 18		Q2 FY 19		Q3 FY 18		Q3FY 19	
Banks	1,559.01	46.22%	2,094.83	53.09%	1,443.49	48.25%	2,231.49	47.38%
NBFCs	104.61	3.10%	285.57	7.24%	83.52	2.79%	222.22	4.72%
FIs	671.47	19.91%	371.22	9.41%	659.31	22.04%	821.21	17.44%
Foreign Sources	1038.28	30.78%	725.53	18.39%	805.65	26.93%	674.40	14.32%
PTC	-	-	426.17	10.80%	-	0.00%	310.36	6.59%
Direct Assignment	-	-	42.74	1.08%	-	0.00%	449.74	9.55%
Total (A + B)	**3,373.36**	**100.00%**	**3,946.05**	**100.00%**	**2,991.96**	**100.00%**	**4,709.41**	**100.00%**

Note: All financials given in this presentation are on Ind AS basis unless specified

Marginal Cost of Borrowings amongst the lowest

Metrics	Q2FY18	Q2FY19	Q3FY18	Q3FY19
Marginal Cost of Borrowings for the Quarter[1] **(on and off b/s loans including processing fees)**	10.7%	8.9%	8.95%	10.37%
Weighted Avg. Cost of Borrowings for the Quarter[2] **(on and off b/s loans including processing fees and other charges)**	11.6%	9.9%	11.63%	9.36%
Drawdowns (INR Cr)	706.50	747.53	185.00	1,644.96

[1] Marginal Cost of Borrowings - [Funds availed during the period* rate of interest/ Funds availed during the period]
[2] Weighted Avg. Cost of Borrowings - [Financial expenses during the period/monthly average borrowing]

Note: As per IGAAP

Highest Grading reaffirmed for the Comprehensive Microfinance Grading by CRISIL

GrameenKoota financial services

		Q3 FY18	Q3 FY19
Rating Instrument	Rating Agency	Rating/Grading	Rating/Grading
Bank facilities	ICRA	[ICRA]A (Stable)	[ICRA]A+(Stable)
Non-convertible debentures	ICRA	[ICRA]A (Stable)	[ICRA]A+(Stable)
Subordinated debt	ICRA	[ICRA]A (Stable)	[ICRA]A+(Stable)
Commercial Paper	ICRA	[ICRA]A1	[ICRA]A1+
Comprehensive Microfinance Grading(Institutional Grading/Code of Conduct Assessment (COCA))	CRISIL/SMERA	mfR1/C1	M1C1*
Social Rating	M-CRIL	∑α	∑α

* As per SIDBI guidelines, comprehensive Microfinance grading should be done by the same organization (CRISIL is our rating agency)
M1 - Microfinance Institutional Grading – Reflects CRISIL's opinion on the ability of an MFI to conduct its operations in a scalable and sustainable manner
C1 - Social Rating – Expert opinion in the social performance of a financial institution , and likelihood that it meets social goals in line with accepted social values

Guidance

Guidance FY19

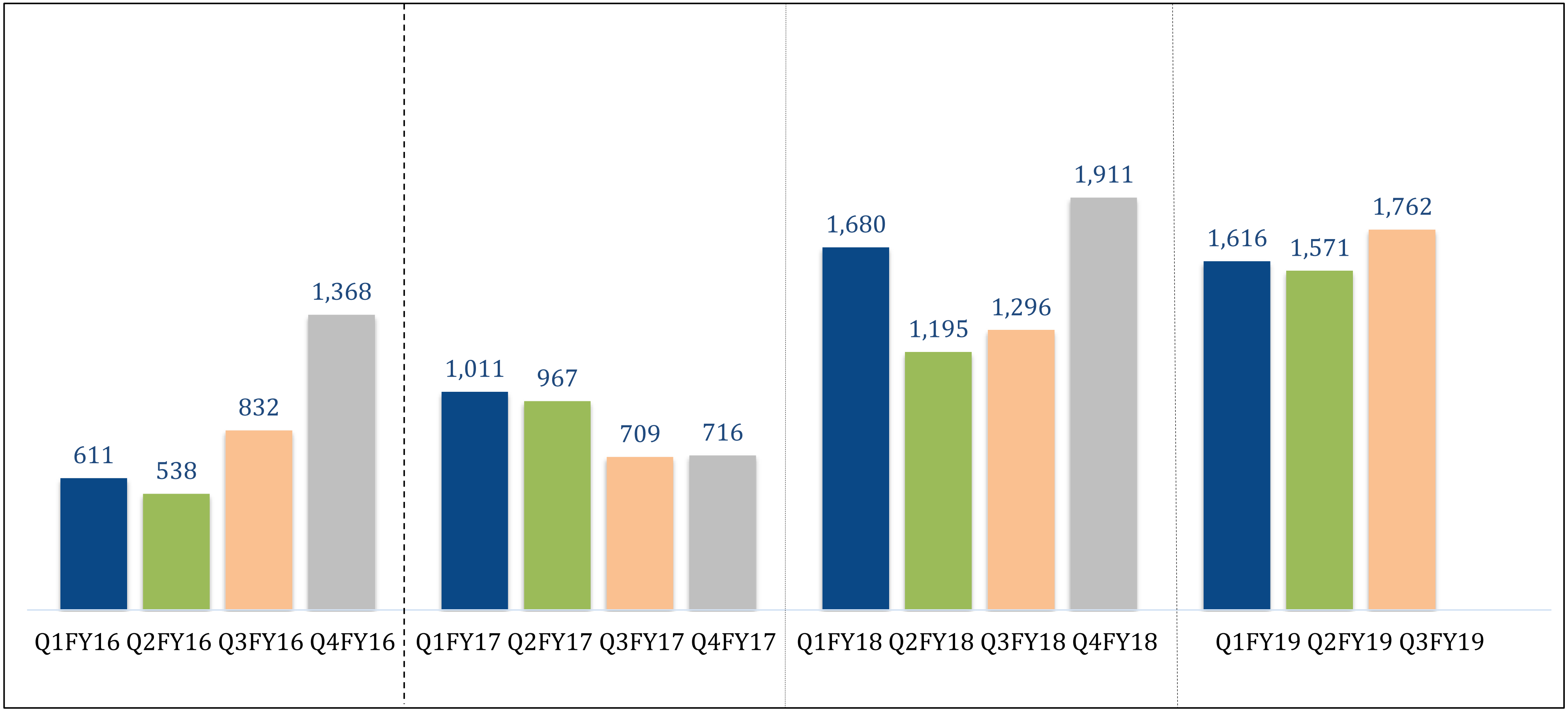
Gross Loan Portfolio	7,300 – 7,500 Cr
PAT	310 – 325 Cr


Annexures

Disbursement Trend

Disbursement Trend

FY16 – INR 3,349 Cr.	FY17 – INR 3,403 Cr.	FY18 – INR 6,082 Cr.	Q3 FY19 – INR 4,949Cr.



Q1FY16	Q2FY16	Q3FY16	Q4FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19
18%	16%	25%	41%	30%	28%	21%	21%	28%	20%	21%	31%	33%	32%	36%

District and State wise diversification

District-wise Exposure Trend (1/2)

Portfolio	FY16		FY17		FY 18		Q1FY19		Q2FY19		Q3FY19	
Exposure of Districts (% of Portfolio)	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts
< 0.5%	28	38%	43	45%	78	59%	91	62%	101	65%	103	66%
0.5% - 1%	11	15%	18	19%	22	17%	23	16%	24	15%	20	13%
1% - 3%	28	38%	29	30%	26	20%	26	18%	26	17%	29	19%
3% - 5%	4	5%	4	4%	5	4%	5	3%	4	3%	3	2%
> 5%	3	4%	2	2%	1	1%	1	1%	1	1%	1	1%
Total	74	100%	96	100%	132	100%	146	100%	156	100%	156	100%

Customers	FY16		FY17		FY 18		Q1FY19		Q2FY19		Q3FY19	
Exposure of Districts (% of Customers)	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts	No. of Districts	% of Total Districts
< 0.5%	21	28%	37	39%	66	50%	81	55%	91	58%	94	60%
0.5% - 1%	18	24%	20	21%	30	23%	30	21%	31	20%	28	18%
1% - 3%	28	38%	33	34%	32	24%	31	21%	30	19%	30	19%
3% - 5%	6	8%	6	6%	4	3%	4	3%	4	3%	4	3%
> 5%	1	1%	-	0%	-	0%	-	0%	-	0%	-	0%
Total	74	100%	96	100%	132	100%	146	100%	156	100%	156	100%

Contiguous district wise expansion approach reduces exposure to a particular district.

- 97% of districts were we operate have portfolio concentration of < 3% of overall portfolio.
- None of the districts were we operate have concentration of > 5% of total customers.

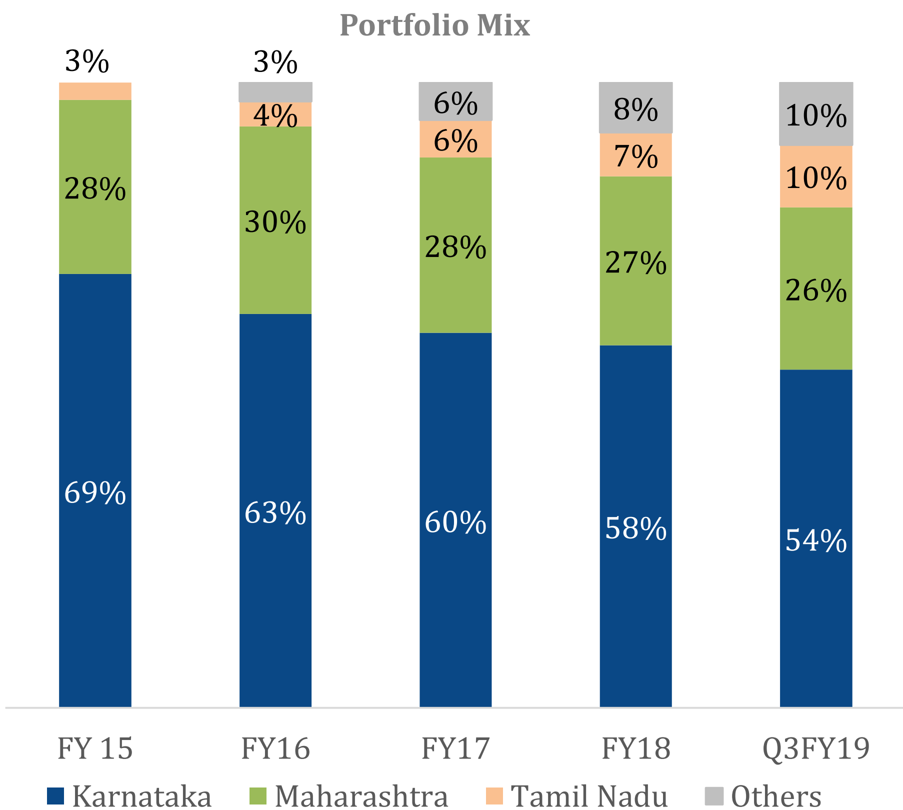
District-wise Exposure Trend (2/2)

	FY16		FY17		FY 18		Q1FY19		Q2FY19		Q3FY19	
District in terms of portfolio	% of Total Portfolio	Contribution to overall growth %	% of Total Portfolio	Contribution to overall growth %	% of Total Portfolio	Contribution to overall growth %	% of Total Portfolio	Contribution to overall growth %	% of Total Portfolio	Contribution to overall growth %	% of Total Portfolio	Contribution to overall growth %
Top 1	6%	4%	6%	4%	6%	6%	6%	5%	5%	3%	5%	-1%
Top 3	17%	13%	15%	9%	15%	13%	14%	12%	14%	12%	13%	2%
Top 5	26%	20%	23%	13%	22%	21%	22%	20%	21%	11%	20%	1%
Top 10	41%	32%	37%	15%	36%	34%	35%	31%	34%	18%	32%	-4%
Other	59%	68%	63%	85%	64%	66%	65%	69%	66%	82%	68%	104%

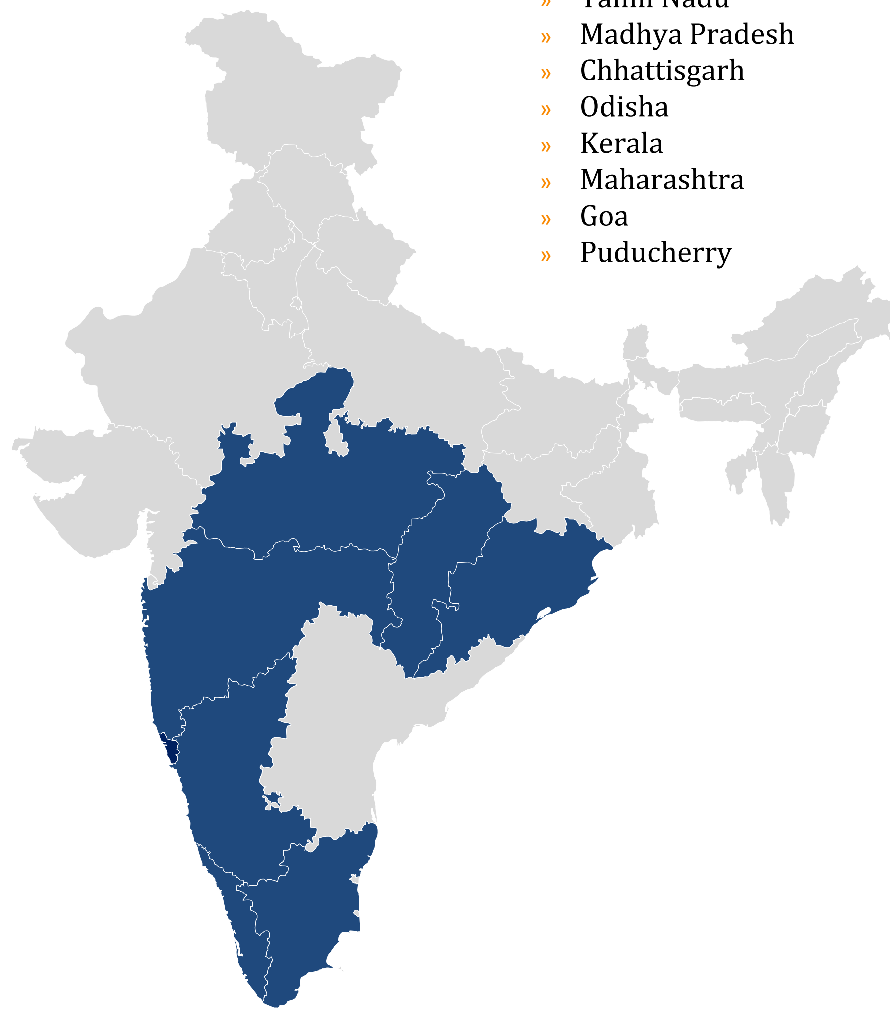
Growth spread across districts and majority portfolio growth contributed by smaller districts

Geographical Diversification

GLP (Rs Cr)	1447	2539	3075	4975	6085



States/UT



- Karnataka
- Tamil Nadu
- Madhya Pradesh
- Chhattisgarh
- Odisha
- Kerala
- Maharashtra
- Goa
- Puducherry


Product Mix

Product Category Mix

Period	Parameters	Group Lending				Retail Finance	Total
		IGL	Family Welfare	Home Improvement	Emergency		
Q3FY18	No. of Loans Disb ('000)	457	75	76	71	1	680
	%Mix	67.18%	11.03%	11.15%	10.43%	0.21%	100.00%
	Amount Disbursed (INR Cr.)	1,158	21	98	7	11	1,296
	%Mix	89.39%	1.63%	7.59%	0.55%	0.84%	100.00%
	Portfolio (INR Cr.)	3,623	216	212	4	20	4,075
	%Mix	88.91%	5.31%	5.21%	0.09%	0.49%	100.00%
	Avg. Ticket Size (000' INR)	25.34	2.81	12.96	1.00	75.58	19.04
FY18	No. of Loans Disb ('000)	1,833.42	586.31	420.1	245.25	6.7	3,091.78
	%Mix	59.30%	18.96%	13.59%	7.93%	0.22%	100.00%
	Amount Disbursed (INR Cr.)	4,953.42	503.33	545.54	24.53	54.92	6,081.72
	%Mix	81.45%	8.28%	8.97%	0.40%	0.90%	100.00%
	Portfolio (INR Cr.)	4,284.09	117.22	519.77	2.24	51.34	4,974.66
	%Mix	86.12%	2.36%	10.45%	0.05%	1.03%	100.00%
	Avg. Ticket Size (000' INR)	27.02	8.58	12.99	1	81.92	19.67
Q3FY19	No. of Loans Disb ('000)	544	76	219	100	7	947
	%Mix	57.49%	8.08%	23.09%	10.56%	0.77%	100.00%
	Amount Disbursed (INR Cr.)	1,372	27	289	10	64	1,762
	%Mix	77.85%	1.51%	16.42%	0.57%	3.65%	100.00%
	Portfolio (INR Cr.)	4,725	261	894	5	200	6,085
	%Mix	77.65%	4.29%	14.69%	0.08%	3.29%	100.00%
	Avg. Ticket Size (000' INR)	25.20	3.48	13.24	1.00	88.64	18.62

Risk Management

Prudent risk management and control framework

GrameenKoota financial services

- ✓ Annual risk management plan formulated comprising major risks identified by management
- ✓ Free and unrestricted access for internal audit team to the Board

Board Oversight

Risk management committee oversight

- ✓ Annual risk management plan formulated comprising major risks identified by management
- ✓ Board and Risk Management Committee oversight on implementation of Annual risk management plan
- ✓ Risks reported to RMC monitored by Head-Risk and management team and quarterly updates provided

Geography selection

- Systematic methodology for selection of new geographies
- Managing geographical risk via contiguous district based expansion
- Continued focus on deep penetration in rural areas characterized by lower competitive intensity

Customer diligence

- Stringent customer onboarding process encompassing 3 layers of checks
- Diligence, KYC and 5 day CGT by loan officer
- Rigorous customer credit evaluation through CB checks, staggered borrowing limits etc.
- Pre-dominant weekly collection to ensure high degree of engagement
- Frequent loan utilization checks
- Dedicated customer grievance redressal Cell

Product design

- Set borrowing limits per loan cycle
- Increase in borrowing limits based on track record and relationship tenure
- Flexible repayment terms
- No penalties on prepayment of loan installments
- Products available to cover potentially every cashflow situation of customers

Business processes compliance

- Branch/Office
  - Internal audits at branches, regional offices and at head office
  - External audit of back-end process at head office
- Employees
  - Recruitment of employees primarily at entry levels and from rural areas
  - No incentives to employees linked to disbursements or collections
  - Rotation of loan officers (annual) as well as branch managers (bi-annual)

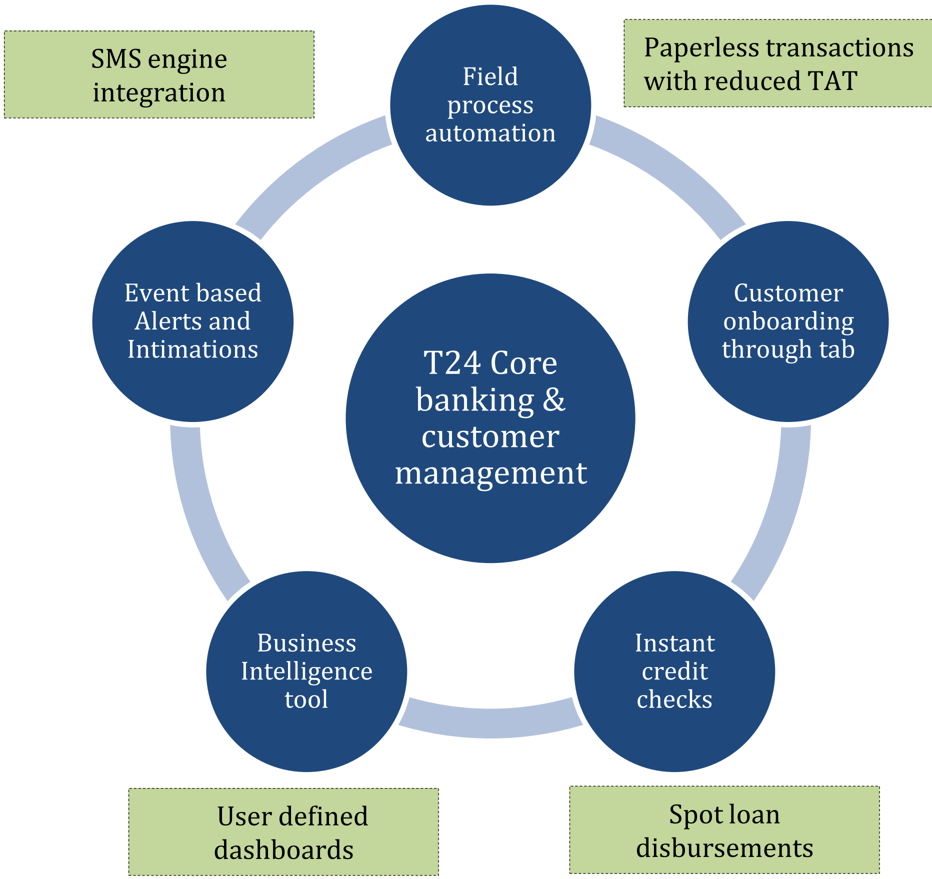
Note: RMC - Risk Management Committee, CGT – Compulsory Group Training, GRT – Group Recognition Test, CB – Credit Bureau

Information Technology

Information Technology

GrameenKoota financial services

Key Technology Initiatives



Key Technology Partners

- TEMENOS (Core Banking Solution)
- IBM (Data Centre & Disaster Recovery Infrastructure)
- Microsoft (Email and Collaboration)
- SoftwareGroup doing it right (Mobility solution)
- iexceed (End to end insurance claim management)
- IceWarp (Cloud based email solution)
- SYSFORE (Audit automation)
- SOPHOS (Network & Server protection)
- Lera Technologies (Data Warehouse solution)
- Power BI (Business Intelligence Tool)
- IMImobile (Digital customer engagement platform)
- TIBCO Jaspersoft (Business Intelligence & Reporting)


Credit Plus Activities

Community Focus

GrameenKoota financial services

- Comprehensive Micro Finance Grading – M1C1
- SKOCH Resilient India Award 2017 for 'Sanitation Loan'
- 2017 ISC FICCI Sanitation Awards for Best Financial Accessibility
- STAR MFI Certification - 100% Compliance
- 2015 Large MFI Award
- Client Protection Principles Recertification
- Social Rating - ∑α (retained)

» Company aims to meet its responsibility towards society through:

  » Diligently follow responsible financing practices & client protection principles

  » Ensure transparency with all stakeholders

  » Design products & processes appropriate to customers changing needs

  » Conduct awareness programs on financial literacy, water, sanitation, education etc.

  » Undertake Customer/s awareness workshops to promote financial literacy to the customers through associate entities

  » Track social performance and poverty progress on a continuous basis

Client Protection Principles, Responsible Financing & Social Values continue to reflect in company's positioning in the industry with relevant products and processes

Effective use of CSR funds

Conducts various activities spread across states of Karnataka, Maharashtra, Tamil Nadu and Madhya Pradesh which complement its regular microfinance operations by contributing to improving living conditions of the customer/s.

WASH (Water Sanitation, Hygiene)

Events Conducted	Beneficiaries
3,627	166,927

Encourage hygienic practices by building awareness about the impact of unsanitary practices on health and wellbeing. The program is conducted at Village, Taluk and District levels with different activities campaign, trainings, orientation etc.

SUSHIKSHANA

Events Conducted	Beneficiaries
2,238	117,694

Education program, with the objective of educating school children on non-curricular topics such as water, sanitation, hygiene, financial literacy and career guidance for $8^{th,}$ 9^{th} and 10^{th} Standard Government/Aided school students.

SUGRAMA

Open Defecation Free % in GPs

Hosa Vantamuri	Urdigere
82%	97%

Achieve 100% sanitation coverage in its target areas and to conduct and be part of various community development activities - Two GPs (Hosa Vanatamuri – Belgaum and Urdigere –Tumkur a total of 26 Villages) have been adopted to make the villages Open Defecation Free

Thank You

For any investor related queries , please mail to email id csinvestors@grameenkoota.org