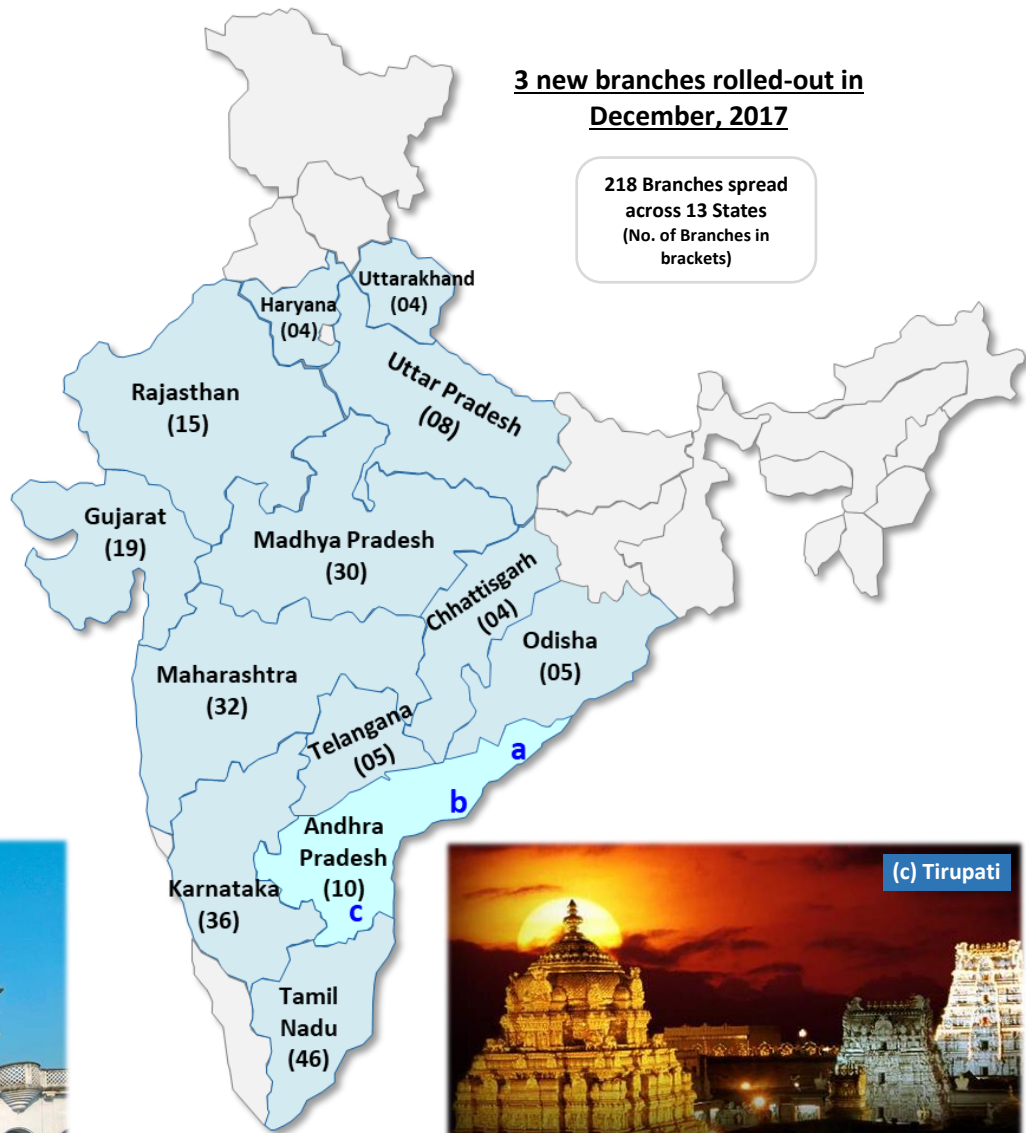


Vistaar Expands Its Branch Count In Andhra Pradesh

Vistaar's strategy has always been to expand in the States which are adjacent to those in which it has presence. This helps to understand the geography, demography and potential of the target market.

The Company entered the state of Andhra Pradesh (AP) in November, 2015 and in the current financial year so far have rolled-out four new Branches taking the total Branch count to ten in the State. With around 26 lakh no. of MSMEs, AP stands 05th in the country in terms most no. of MSMEs. It also ranks 03rd in terms of population employed in MSMEs. The World Bank has recently ranked the State as no. 01 in 'Ease of Doing Business'.

We are confident that these new Branches will provide strong base for future growth of the Company.



(a) Vizianagaram

- District & Mandal HQ
- **Major business activities:** jute mills, popular destination for textile wholesale market, small scale units, general engineering & motor workshops, aluminium utensils, etc.



(c) Tirupati

- Spiritual capital & 9th most populous city in AP
- Selected under Smart city
- **Major business activities:** Hospitality & food industry, general trading, textiles, etc.



(b) Kakinada Port

- 4th most populous city in AP
- Selected under Smart city
- **Major business activities:** fertiliser & agro based products, auto parts, steel-related ancillary units, cloth merchants, etc.

Snapshot - December, 2017

States	13
Branches	218
Districts	149
Customers	55,722
Employees	1,998
Disbursements (YTD) (₹ Crs.)	458
Portfolio (₹ Crs.)	1,200