



Mr. Brahmanand Hegde
Exe. Vice Chairman

Year-End Message from EVC & CEO



Mr. Ramakrishna Nishtala
MD & CEO

The fiscal 2017 has been another significant year in the life of Vistaar. We have successfully completed seven years of operations. And in all these years, our unique business model has enabled us to disburse more than 1,70,000 loans aggregating to over ₹ 2,000 crores (on cumulative basis) which has helped to strengthen and grow the businesses of our customers. This reinforces our vision of being the preferred specialised financial services provider to the small business entrepreneurs who have always been neglected by the mainstream financial service providers.

During the last seven years, the portfolio has grown by over 75 times from ₹ 14 crores as of March, 2011 to ₹ 1,124 crores as of March, 2017 and at a healthy CAGR of ~87%. The Company has expanded to 201 Branches spread across 136 Districts in 12 States. At this scale, we can take satisfaction from the fact that we have clearly transitioned from the start-up to the growth phase of our Company. More importantly, we are heartened to see that many more financial institutions are now viewing the small business segment as a viable one to lend to and we have immense satisfaction to be the pioneer in this segment.

The FY2017 has been the year of consolidation for Vistaar owing to the big demonetisation exercise embarked upon by the Government at the beginning of second half of the year. Vistaar's MSME customers who are primarily from rural and semi-urban areas and largely deal in cash were affected by demonetisation. The robustness of our underwriting helped to contain the impact on the collection efficiency by only 2%-3% during November'16 to February'17. The Company took a prudent call and moderated loan disbursements despite good flow of proposals. Regardless of these hiccups, the Company recorded 33% growth in portfolio over FY2016. As a Company, we expect that Government's push to move away from cash, going digital along with implementation of GST (Goods and Services Tax) will change the dynamics of the financial services market for the better in next 2-3 years. These steps will help large proportion of segments we serve, to move to formal economy.

During the year, we on-boarded six new lenders and also made our debut in the debt capital market with ₹ 125 crores NCD (Non-Convertible Debenture) issuance.

Vistaar's employees have been our greatest strength and have played a pivotal role in bringing the Company to this level. They follow the highest standards of ethics and always strive to deliver the best to our Customers.

We would like to extend our sincere gratitude to all our stakeholders including Customers, Investors, Lenders and to each and every Vistaarian who contributed to the Company's growth during all these years. And look forward to better years ahead for Vistaar.

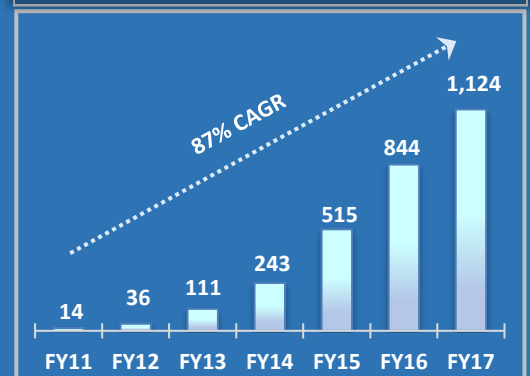
Thank you.

Snapshot – March, 2017

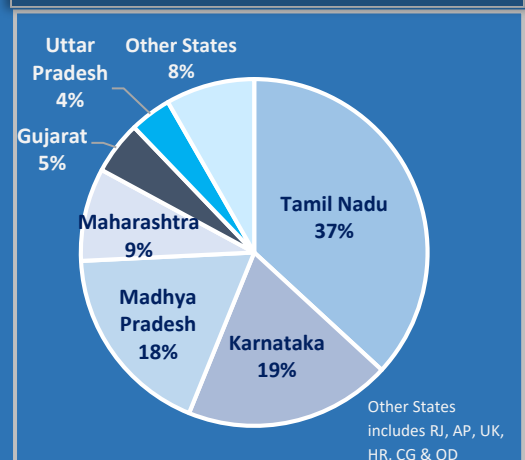
Branches	201
Districts	136
Customers	79,361
Employees	2,337
Disbursements (₹Cr.)	670*

* YTD

Portfolio Growth (₹ Crs.)



Diversified Portfolio Mix



Diversified Debt Source Mix

