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CreditAccess Grameen Limited

Q1 FY22 Results Presentation

August 2021

www.creditaccessgrameen.in

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Discussion Summary

Key Business Updates

Consolidated Overview

CA Grameen: Financial Metrics

MMFL: Financial Metrics

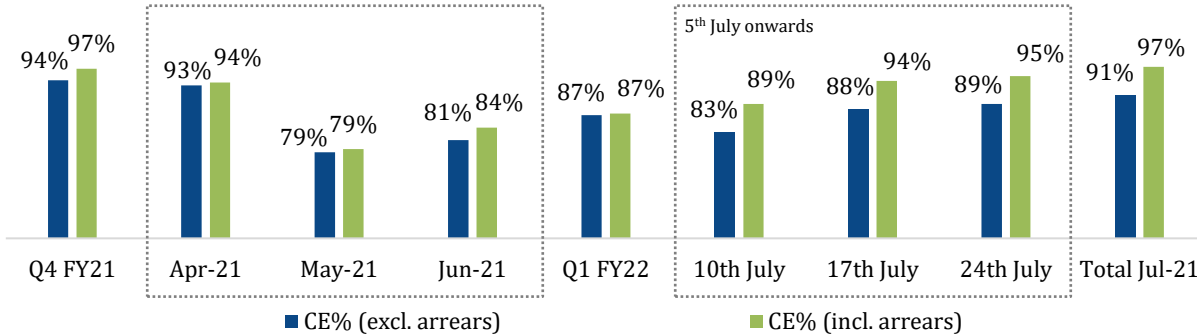
Investment Rationale

Annexure

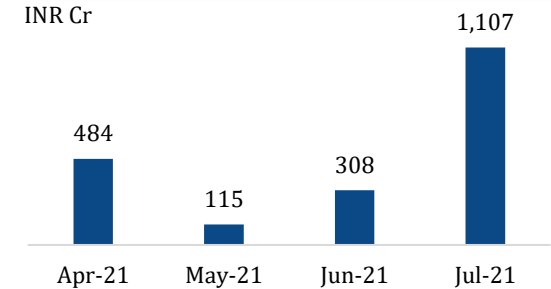


Navigating the Impact of COVID 2.0 (CA Grameen) (1/2)

Collections impacted during Q1 FY22; however, witnessed strong improvement in Jul-21



Disbursements aligned with collections



State-wise collection trend

CE % (excl. arrears)	Apr-21	May-21	Jun-21	Jul-21
Karnataka	96%	73%	76%	92%
Maharashtra	89%	82%	84%	88%
Tamil Nadu	95%	92%	78%	90%
Madhya Pradesh	88%	68%	87%	90%
Chhattisgarh	79%	65%	87%	91%
Odisha	96%	94%	95%	96%
Others	99%	95%	96%	97%
Total	93%	79%	81%	91%

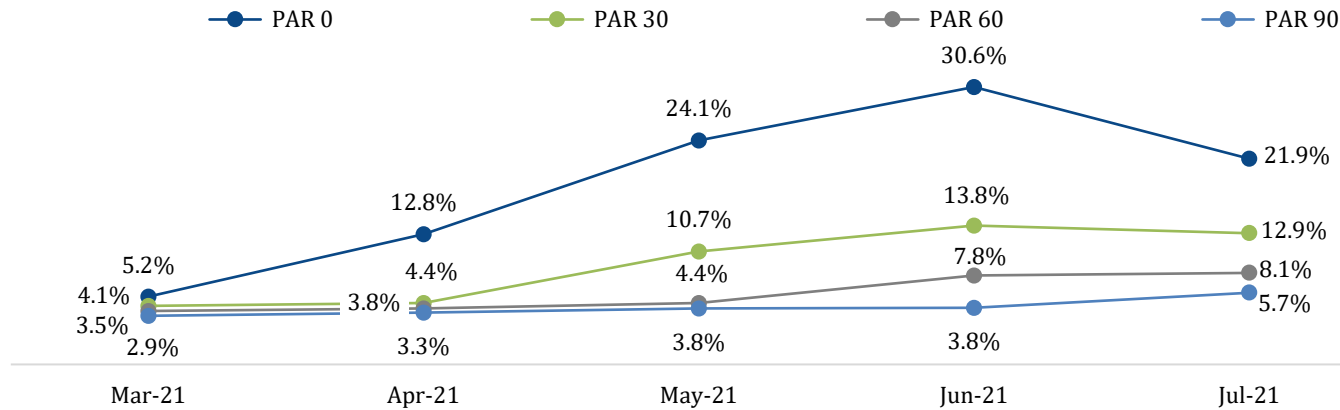
Collection deferment at peak of COVID 2.0

Collection Deferment Days	GLP (INR Cr)	% GLP
No Deferment	3,824	36.0%
0.25 month	561	5.3%
0.5 month	309	2.9%
0.75 month	56	0.5%
1 month	5,803	54.6%
1.25 months	72	0.7%
Total	10,625	100%

- Stringent lockdowns/ restrictions during 2nd half of Apr-21 to 1st half of Jun-21, impacted the business operations
- Customers preserving cash in anticipation of COVID related medical exigencies
- Decision to announce deferment of collections in 2nd week of May-21 due to inability to meet customers primarily in Karnataka, Kerala, Maharashtra, and Tamil Nadu
- Collections gradually picked up in early Jun-21 and gained momentum in Jul-21
- Disbursement run-rate normalised in Jul-21**
- 66 new branches opened in Jul-21**

Navigating the Impact of COVID 2.0 (CA Grameen) (2/2)

PAR increased during May & June due to stringent lockdowns/ restrictions; however, significant improvement witnessed in Jul-21



Increase in PAR is on account of both, higher delinquencies and portfolio run-down

Indicative Jul-21 PAR on Mar-21 portfolio is relatively lower

Note: There was no DPD standstill observed during the collection deferment period

PAR 0	Apr-21	May-21	Jun-21	Jul-21
Karnataka	9.2%	23.6%	37.8%	25.5%
Maharashtra	18.6%	27.0%	24.5%	20.8%
Tamil Nadu	6.7%	7.5%	28.4%	20.9%
Madhya Pradesh	21.3%	42.2%	28.0%	19.4%
Others	12.6%	20.3%	16.2%	11.0%
Total	12.8%	24.1%	30.6%	21.9%

PAR 60	Jun-21	Jul-21
Karnataka	6.3%	5.9%
Maharashtra	11.8%	13.1%
Tamil Nadu	5.9%	5.6%
Madhya Pradesh	9.4%	10.9%
Others	4.0%	4.5%
Total	7.8%	8.1%

PAR 90	Jun-21	Jul-21
Karnataka	2.7%	4.0%
Maharashtra	6.1%	9.5%
Tamil Nadu	4.6%	5.1%
Madhya Pradesh	3.6%	6.7%
Others	2.0%	2.7%
Total	3.8%	5.7%

Asset Quality Impact: COVID 1.0 vs. COVID 2.0 (CA Grameen)

The impact of COVID 2.0 has been less prolonged compared to COVID 1.0; asset quality expected to recover at a faster pace

Asset Quality Metrics	Impact of COVID 1.0	Impact of COVID 2.0	COVID 1.0 Impact	COVID 2.0 Impact
Peak Incremental PAR 30	9.8% (11.5% in Oct-20 vs. 1.7% in Mar-20)	9.7% (8.8% on Mar-21 GLP) (13.8% in Jun-21 vs. 4.1% in Mar-21)	9.8%	8.8%
Peak Incremental PAR 60	6.7% (8.2% in Nov-20 vs. 1.5% in Mar-20)	4.6% (4.3% on Mar-21 GLP) (8.1% in Jul-21 vs. 3.5% in Mar-21)	6.7%	4.3%
Peak Incremental %GLP of no-payment customers	6.5% in Oct-20 (8.0% in Sep-20 vs. 1.5% in Mar-20)	4.6% in Jul-21 (4.2% on Mar-21 GLP) (6.5% in Jul-21 vs. 1.9% in Mar-21)	6.5%	4.2%
Collection Efficiency % (excl. arrears)	91% in Dec-20 (after 4 months since end of collection deferment)	91% in Jul-21 (after 2 months since end of collection deferment)	4 months	2 months
Collection Efficiency % (incl. arrears) (indicates the pace of overdues recovery leading to PAR reduction)	97% in Mar-21 (after 7 months since end of collection deferment)	97% in Jul-21 (after 2 months since end of collection deferment)	7 months	2 months

Early Risk Recognition & Conservative Provisioning (CA Grameen)

INR Cr		CAGL Policy (IND-AS)			NBFC Industry Norms (IND-AS)				Additional ECL vs. NBFC Industry
Asset Classification (dpd)		EAD	EAD%	ECL%	Asset Classification (dpd)	EAD	EAD%	ECL%	
Stage 1	0-15 (GL) 0-30 (RF)	7,603.4	78.7%	0.7%	Stage 1: 0-30	8,201.1	84.9%	0.7%	INR 143.5 Cr
Stage 2	16-60 (GL) 31-90 (RF)	1,273.8	13.2%	8.2%	Stage 2: 31-90	1,071.3	11.1%	12.2%	
Stage 3	60+ (GL) 90+ (RF)	785.0	8.1%	58.5%	Stage 3: 90+	389.9	4.0%	73.2%	
Total		9,662.3	100%	6.4%		9,662.3	100%	4.9%	

CA Grameen adopts conservative approach leading to early recognition of risk backed by accelerated provisioning coverage

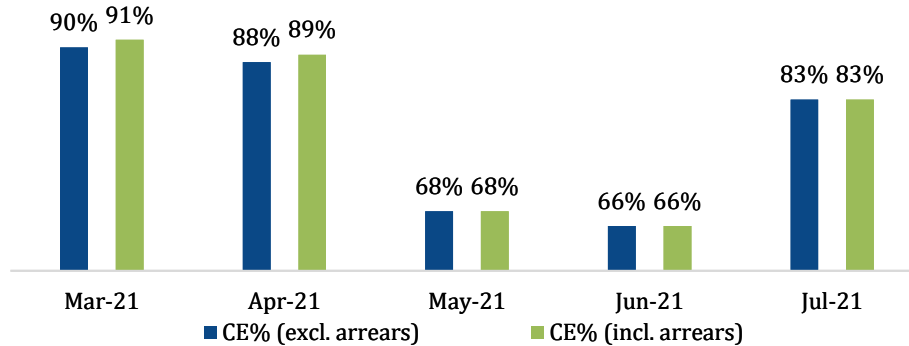
Contribution of Borrowers as on Jun-21	Stage 1 EAD%	Stage 2 EAD%	Stage 3 EAD%	Total EAD%	Jun-21 GLP Status as on Jul-21
Full Payment	67.5%	0.3%	0.0%	67.7%	76.6%
Partial Payment	10.4%	7.1%	1.9%	19.4%	16.9%
No Payment	0.8%	5.8%	6.2%	12.9%	6.5%
Total	78.7%	13.2%	8.1%	100%	100%

- Extensive efforts on overdue recoveries and improving collection trend
- Additional financing support to customers displaying improving repayment behaviour
- Focus on roll-back of partially paying customers and activation of non-paying customers
- **As on Jul-21, % GLP on account of borrowers with full-payment was 76.6%, partial-payment was 16.9%, and no-payment was 6.5%**

EAD: Exposure at default includes principal and accrued interest

Update on Collections & Delinquencies at MMFL

Collections Impacted Due to Stringent Lockdown in Tamil Nadu & Kerala



State-wise Collection Trend

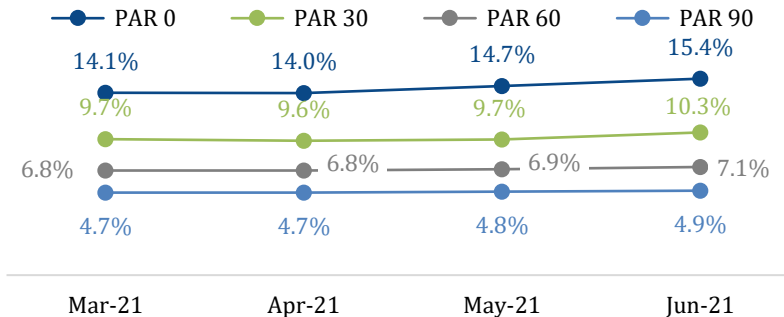
CE % (Excl. Arrears)	Mar-21	Apr-21	May-21	Jun-21	Jul-21
Tamil Nadu	90%	89%	68%	61%	82%
Maharashtra	84%	76%	68%	75%	76%
Odisha	92%	93%	89%	89%	94%
Bihar	94%	92%	81%	87%	91%
Others	93%	92%	51%	55%	78%
Total	90%	88%	68%	66%	83%

Collection Deferment Update

Collection Deferment	GLP (INR Cr)	% GLP
May-21	906.5	43%
Jun-21	914.8	45%

- Collection deferment was allowed during May-21 and Jun-21, due to inability to meet customers
- This was primarily announced in districts across Tamil Nadu, Maharashtra, Kerala and Karnataka
- Encouraging trend witnessed in Jul-21, with improved borrowers' confidence

MoM PAR Trend



Building Adequate Provisioning at MMFL

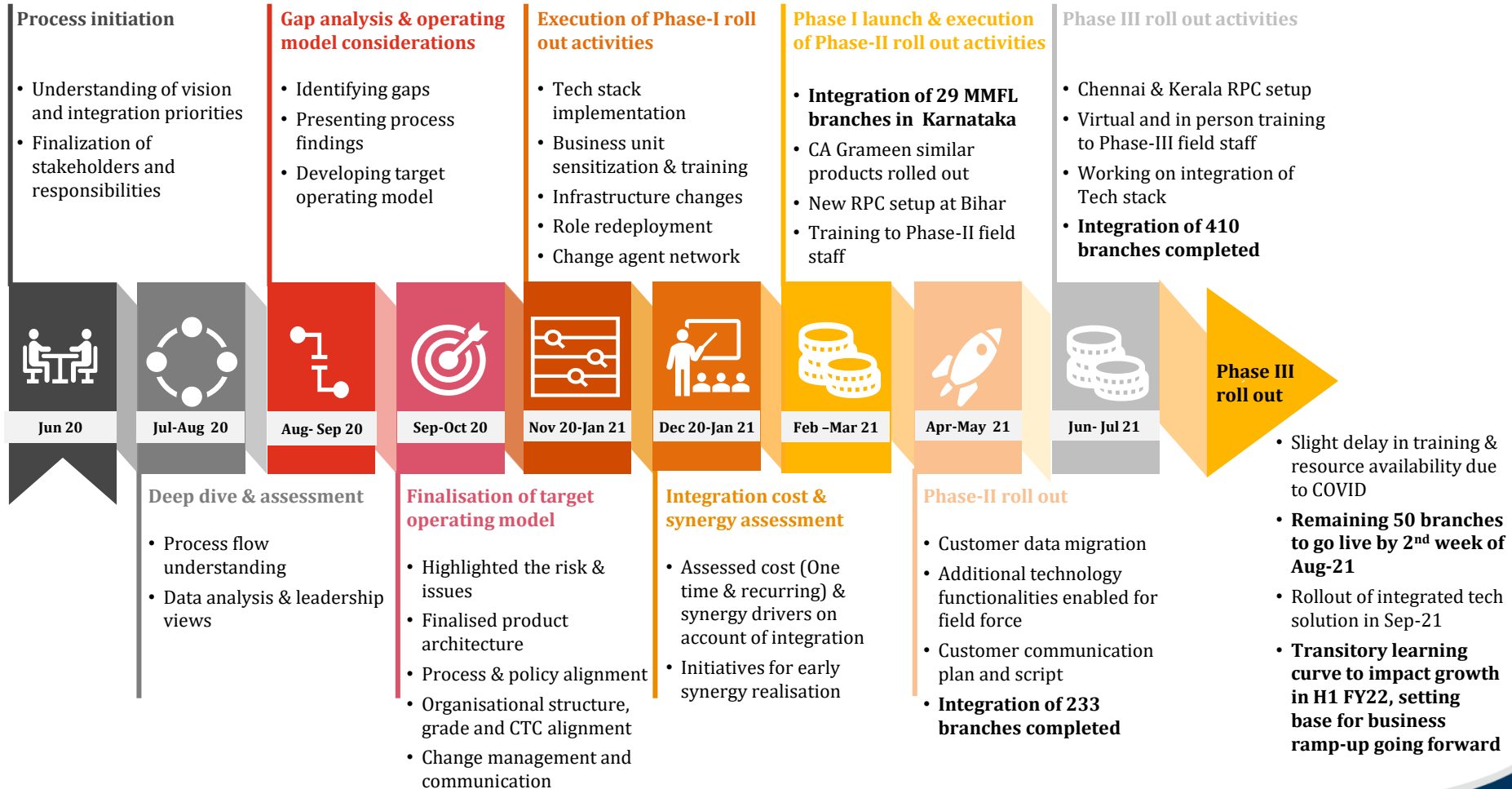
Q1 FY22				
Asset Classification (dpd)		EAD (INR Cr)	EAD%	ECL%
Stage 1	Regular, 1-30 Days	1,765.7	90.3%	1.4%
Stage 2	31-60 Days ,61-90 Days	97.3	5.0%	27.6%
Stage 3	90+ Days	93.0	4.8%	67.2%
Total		1,956.0	100%	5.8%

Contribution of Groups as on Jun-21	Stage 1 EAD%	Stage 2 EAD%	Stage 3 EAD%	Total EAD%
Full Payment	85.4%	0.0%	0.0%	85.5%
Partial Payment	4.7%	4.6%	3.4%	12.8%
No Payment	0.1%	0.3%	1.3%	1.7%
Total	90.3%	5.0%	4.8%	100%

- Gradual alignment of ECL with CA Grameen
- Maintained healthy provisioning % for Stage 2 & 3 Assets despite healthy proportion of partially paying groups

EAD: Exposure at default includes principal and accrued interest

CA Grameen - MMFL Integration Journey Till Date



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Annexure



Q1 FY22: Consolidated Performance Highlights

GLP: INR 12,664 Cr
(+8.0% YoY)

NIM
10.2% / 10.9%¹ / 11.8%²
Weighted Avg. COB
9.6%

Cost/Income Ratio
41.2%
Opex/GLP Ratio
4.6%

PPOP
INR 216 Cr
(-15.3% YoY)

PAT: INR 20 Cr
(-72.8% YoY)

ROA
0.5%
ROE
2.1%

Capital Adequacy Ratio
28.6%
Tier 1 Ratio
27.3%

Total Equity
INR 3,818 Cr
D/E Ratio
2.6x

GNPA
7.56%

PAR 90+
4.02%

Provisioning 6.30%

Write-off
INR 79 Cr

Branches 1,424
(+2.6% YoY)

Employees 14,357
(+1.0% YoY)

Active Borrowers
37.85 Lakh (-5.6% YoY)

- 1) Figures adjusted excluding impact of interest income (on Stage 3 portfolio) de-recognition of INR 21.3 Cr in Q1 FY22
2) Figures adjusted excluding impact of interest income de-recognition and impact of maintaining higher liquidity on balance sheet

Q1 FY22: Consolidated P&L Statement

Profit & Loss Statement (INR Cr)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%	FY21
Interest income	587.3	597.4	-1.7%	612.0	-4.0%	2,290.0
- Interest on Loans ¹	575.6	589.6	-2.4%	602.1	-4.4%	2,251.5
- Income from Securitisation	0.4	5.4	-91.7%	1.0	-55.3%	13.0
- Interest on Deposits with Banks and FIs	11.3	2.5	354.8%	8.8	28.5%	25.6
Income from Direct Assignment	14.7	18.5	-20.6%	89.0	-83.5%	122.6
Finance Cost on Borrowings	249.2	229.8	8.4%	236.9	5.2%	924.5
Cost on Financial Liability towards Securitisation	0.1	1.6	-91.0%	0.3	-56.5%	4.2
Net Interest Income	352.7	384.5	-8.3%	463.7	-23.9%	1,483.9
Non-interest Income & Other Income	15.4	3.9	289.5%	25.2	-39.1%	53.5
Total Net Income	368.0	388.4	-5.3%	488.9	-24.7%	1,537.4
Employee Expenses	100.6	97.2	3.5%	95.7	5.2%	380.0
Other Expenses	39.7	25.0	59.0%	52.5	-24.4%	161.5
Depreciation, Amortisation & Impairment	11.2	10.7	5.5%	11.7	-3.6%	44.1
Pre-Provision Operating Profit	216.4	255.6	-15.3%	329.0	-34.2%	951.8
Impairment of Financial Instruments	187.9	155.1	21.1%	250.4	-25.0%	771.4
Profit Before Tax	28.6	100.5	-71.6%	78.6	-63.7%	180.4
Total Tax Expense	8.3	25.8	-68.0%	22.3	-62.8%	49.0
Profit After Tax	20.3	74.6	-72.8%	56.3	-64.0%	131.4
Key Ratios	Q1 FY22	Q1 FY21		Q4 FY21		FY21
Portfolio Yield	18.6%	20.6%		18.6%		18.8%
Cost of Borrowings	9.6%^	9.7%		9.2%		9.5%
NIM	10.2%	12.4%		10.8%		10.7%
Cost/Income Ratio	41.2%	34.2%		32.7%		38.1%
Opex/GLP Ratio	4.6%	4.5%		4.9%		4.8%

1) Interest income (on Stage 3 portfolio) de-recognized was INR 21.3 Cr in Q1 FY22, ^ calculated on daily average borrowings

Q1 FY22: Consolidated Balance Sheet

Balance Sheet (INR Cr)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%	FY21
Cash & Other Bank Balances	2,221.9	1,274.9	74.3%	2,484.4	-10.6%	2,484.4
Loans						
- Balance sheet assets (Net of Impairment Loss Allowance)	10,813.2	10,662.0	1.4%	11,707.4	-7.6%	11,707.4
- Securitised assets	8.2	90.5	-90.9%	13.1	-37.3%	13.1
Property, plant and equipment	23.7	29.1	-18.8%	24.2	-2.0%	24.2
Intangible assets	162.5	173.1	-6.1%	164.2	-1.0%	164.2
Right to use assets	69.6	65.3	6.5%	67.5	3.1%	67.5
Other Financial & Non-Financial Assets	280.4	287.5	-2.5%	281.0	-0.2%	281.0
Investment in MMFL	317.6	317.6	0.0%	317.6	0.0%	317.6
Total Assets	13,897.1	12,900.2	7.7%	15,059.2	-7.7%	15,059.2
Debt Securities	1,670.2	921.4	81.3%	1,675.0	-0.3%	1,675.0
Borrowings (other than debt securities)	8,001.4	8,607.3	-7.0%	9,154.5	-12.6%	9,154.5
Subordinated Liabilities	104.5	101.4	3.0%	102.7	1.7%	102.7
Financial liability towards Portfolio securitised	2.7	67.2	-95.9%	9.2	-70.0%	9.2
Lease liabilities	78.4	72.7	7.9%	75.3	4.1%	75.3
Other Financial & Non-financial Liabilities	222.1	202.6	9.6%	246.2	-9.8%	246.2
Total Equity	3,715.1	2,816.5	31.9%	3,691.6	0.6%	3,691.6
Minority Interest	102.6	111.1	-7.6%	104.8	-2.1%	104.8
Total Liabilities and Equity	13,897.1	12,900.1	7.7%	15,059.2	-7.7%	15,059.2
Key Ratios	Q1 FY22	Q1 FY21		Q4 FY21		FY21
ROA	0.5%	2.2%		1.5%		0.9%
D/E	2.6	3.3		2.9		2.9
ROE	2.1%	10.3%		6.0%		4.0%
GNPA (GL: 60+ dpd, RF: 90+ dpd)	7.56%	1.52%		4.43%		4.43%
Provisioning	6.30%	4.11%		5.01%		5.01%

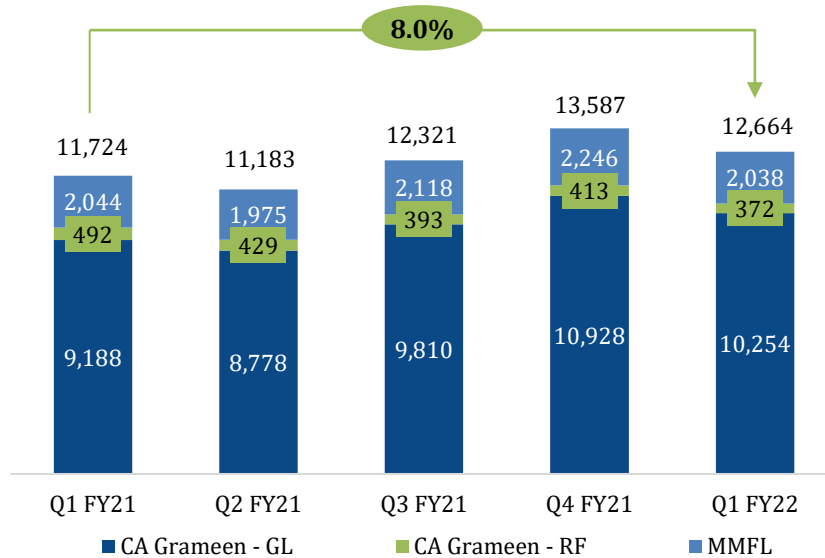
Q1 FY22: Understanding the Credit Cost Impact

CA Grameen (INR Cr)	Q1 FY22
Opening ECL - (A)	515.8
Additions (B)	
- Provisions as per ECL	143.5
Reversals (on account of write-off) (C)	40.8
Closing ECL (D = A+B-C)	618.5
Write-off (E)	53.6
P&L Charge (F = B-C+E)	156.3

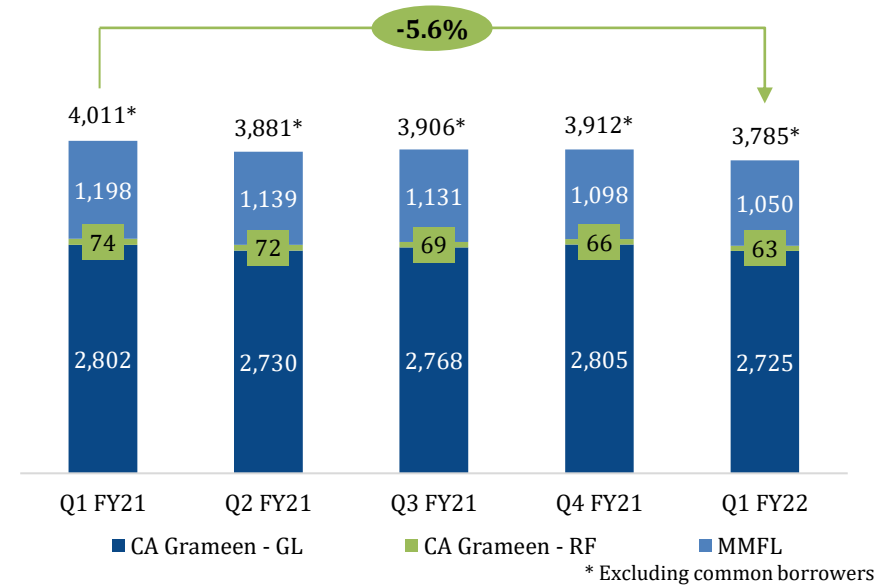
MMFL (INR Cr)	Q1 FY22
Opening ECL - (A)	106.9
Additions (B)	
- Provisions as per ECL	23.3
Reversals (on account of write-off) (C)	16.9
Closing ECL (D = A+B-C)	113.3
Write-off (E)	25.2
P&L Charge (F = B-C+E)	31.6

Q1 FY22: Continued Business Traction With Rural Focus

Gross Loan Portfolio (GLP) (INR Cr)



Borrowers ('000)

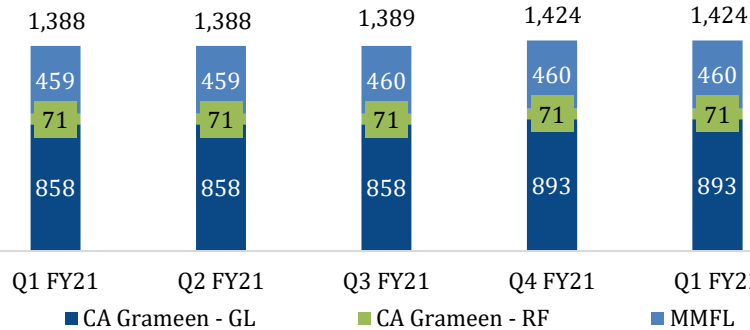


- Strong focus on non-urban geographies with 85% borrowers
- CA Grameen GL Loan Usage – Animal husbandry 45.4%, Trading 27.0%, Partly Agri related 14.9%, Production 7.8%, Housing 1.6%, Others 3.3%
- MMFL Loan Usage – Agri related 45.0%, Animal husbandry 35.3%, MSME 14.5%, Services 5.1%, Others 0.1%

- 10.9 Lakh GL borrowers have completed 3 years, with strong client retention
- Collection frequency: CA Grameen - GL (58.1% weekly, 39.4% bi-weekly, 2.5% monthly), CA Grameen - RF (100% monthly), MMFL (100% monthly)

Q1 FY22: Consistent Growth In Infrastructure

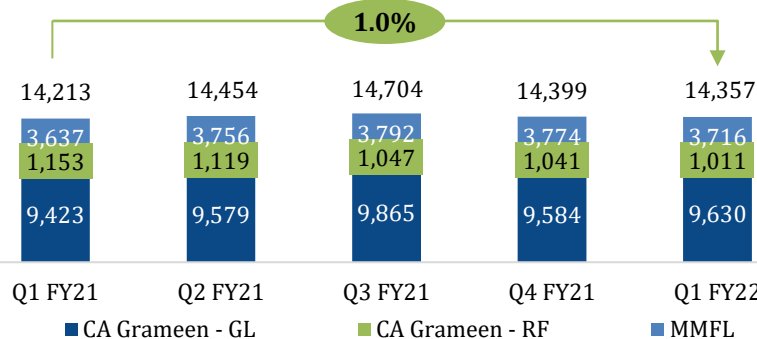
Branches



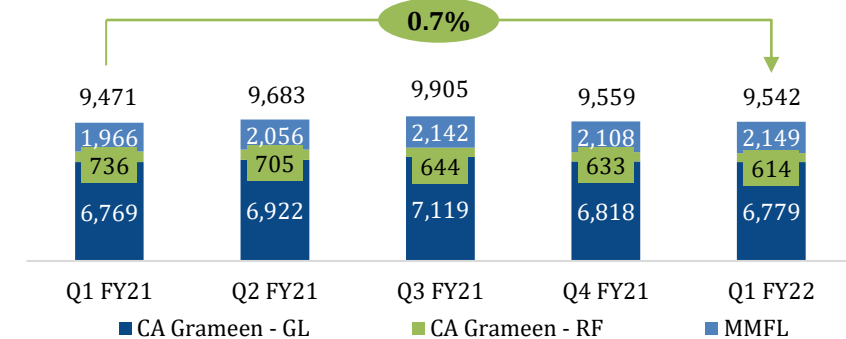
101 new branches opened primarily in newer states

	Mar-21	Jul-21
Bihar	5	10
Chhattisgarh	-	5
Gujarat	5	5
Jharkhand	5	5
Madhya Pradesh	5	10
Kerala	-	2
Maharashtra	-	5
Rajasthan	10	9
Uttar Pradesh	5	15
Total	35	66

Employees

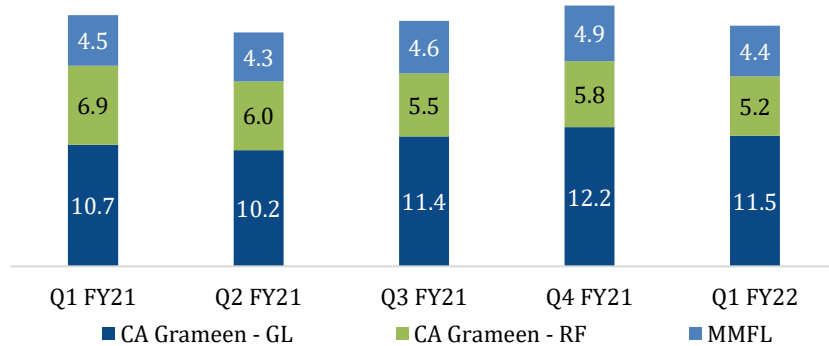


Loan Officers

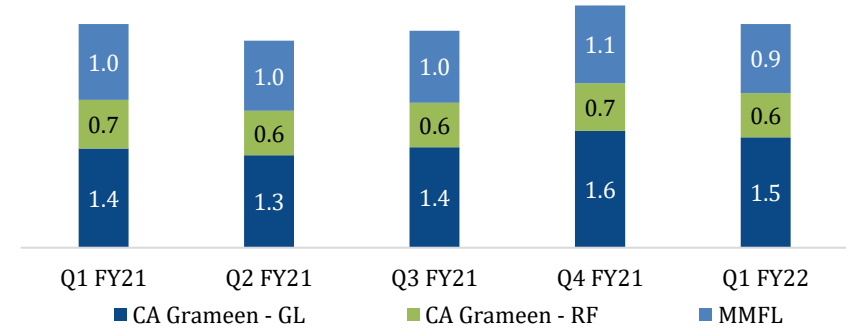


Q1 FY22: Sustainable Operational Efficiency

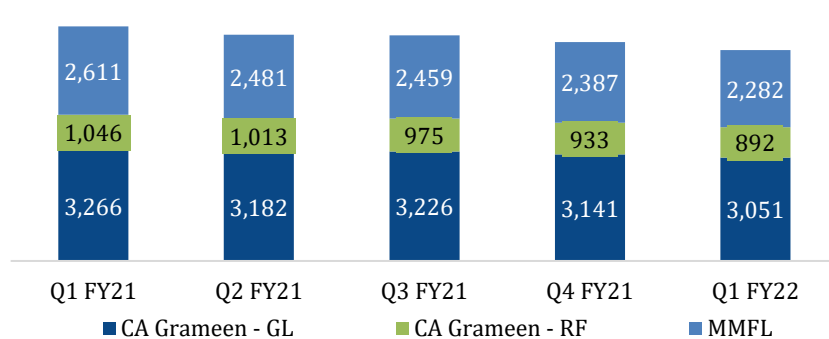
GLP / Branch (INR Cr)



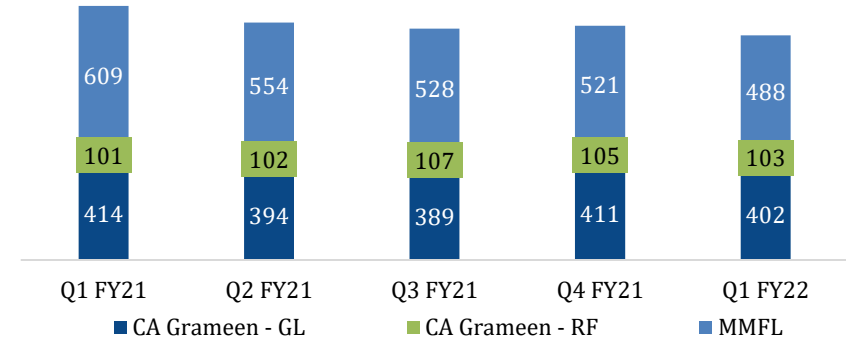
GLP / Loan Officer (INR Cr)



Borrowers / Branch



Borrowers / Loan Officer



Q1 FY22: Product Range To Meet Diverse Customer Needs

GLP - Product Mix	Q1 FY21		Q2 FY21		Q3 FY21		Q4 FY21		Q1 FY22	
	(INR Cr)	% of Total	(INR Cr)	% of Total	(INR Cr)	% of Total	(INR Cr)	% of Total	(INR Cr)	% of Total
IGL (Incl. MMFL)	10,321	88%	10,072	90%	11,499	93%	12,838	94%	11,962	94%
Family Welfare	146	1%	67	1%	35	0%	23	0%	32	0%
Home Improvement	753	6%	608	5%	388	3%	311	2%	297	2%
Emergency	11	0%	7	0%	5	0%	2	0%	1	0%
Retail Finance	492	4%	429	4%	393	3%	413	3%	372	3%
Total	11,724	100%	11,183	100%	12,321	100%	13,587	100%	12,664	100%

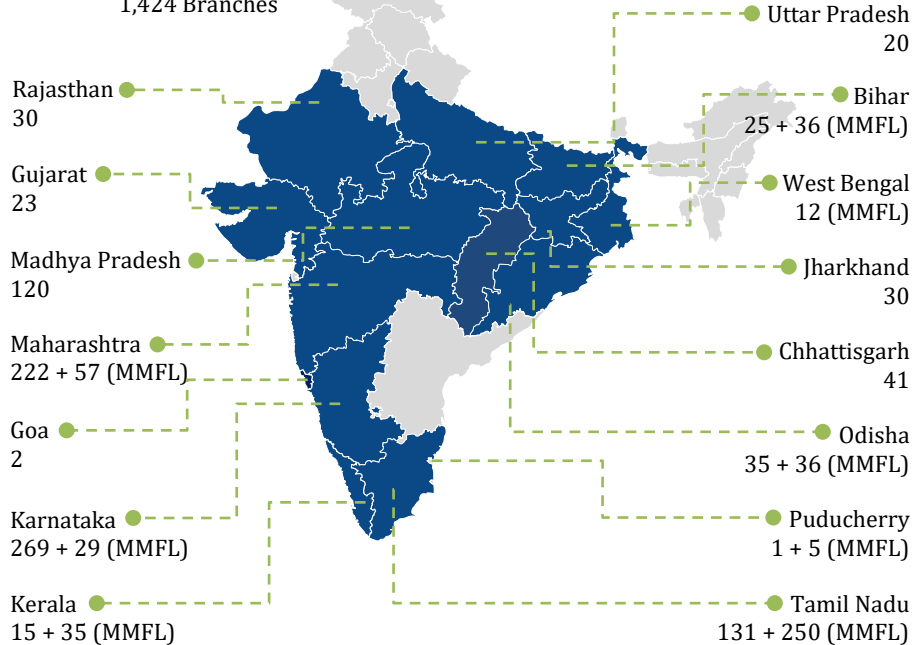
GLP – Avg. O/S Per Loan (INR '000)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
IGL (Incl. MMFL)	20.4	20.1	23.1	25.9	24.6
Family Welfare	2.7	2.2	2.6	2.6	3.4
Home Improvement	8.8	8.2	8.0	8.6	8.5
Emergency	0.6	0.6	0.5	0.6	0.5
Retail Finance	65.8	59.0	54.3	59.5	56.1
Total	17.4	17.9	21.3	24.7	23.5

GLP – Avg. O/S Per Borrower (INR '000)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
CA Grameen – GL	32.8	32.2	35.4	38.9	37.6
CA Grameen – RF	66.3	59.7	56.8	62.3	58.7
MMFL	17.1	17.3	18.7	20.4	19.4
Total	29.2	28.8	31.8	34.7	33.4

Q1 FY22: Well-Diversified Presence Across India

Our Presence as on Jun-21

14 States / 1 UT
265 Districts
1,424 Branches



$$\begin{matrix} \text{CAGL} \\ \text{Districts} \\ 247 \end{matrix} + \begin{matrix} \text{MMFL} \\ \text{Districts} \\ 97 \end{matrix} - \begin{matrix} \text{Common} \\ \text{Districts} \\ 79 \end{matrix} = \begin{matrix} \text{Combined} \\ \text{Presence} \\ \text{Districts: 265} \end{matrix}$$

Branch Network	Q1 FY22 Consolidated	Q1 FY22 % Share
Karnataka	298	20.9%
Maharashtra	279	19.6%
Tamil Nadu	381	26.8%
Madhya Pradesh	120	8.4%
Other States & UTs	346	24.3%
Total	1,424	100%

Borrowers ('000)	Q1 FY22 Consolidated	Q1 FY22 % Share
Karnataka	1,132	29.9%
Maharashtra	811	21.4%
Tamil Nadu	964	25.5%
Madhya Pradesh	311	8.2%
Other States & UTs	567	15.0%
Total	3,785*	100%

GLP (INR Cr)	Q1 FY22 Consolidated	Q1 FY22 % Share
Karnataka	4,840	38.2%
Maharashtra	2,998	23.7%
Tamil Nadu	2,395	18.9%
Madhya Pradesh	1,008	8.0%
Other States & UTs	1,423	11.2%
Total	12,664	100%

* Excluding 52,181 Common Borrowers

Q1 FY22: District Wise Exposure Trend

Consolidated	Q1 FY21		Q2 FY21		Q3 FY21		Q4 FY21		Q1 FY22	
Exposure of Districts (% of GLP)	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%	187	75%	186	75%	190	76%	205	77%	206	78%
0.5% - 1%	26	10%	27	11%	27	11%	28	11%	26	10%
1% - 2%	28	11%	28	11%	25	10%	27	10%	28	11%
2% - 4%	7	3%	7	3%	7	3%	5	2%	5	2%
> 4%	0	0%	0	0%	0	0%	0	0%	0	0%
Total	248	100%	248	100%	249	100%	265	100%	265	100%

Consolidated	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
District in terms of GLP	% of Total GLP	% of Total GLP	% of Total GLP	% of Total GLP	% of Total GLP
Top 1	4%	3%	3%	3%	3%
Top 3	10%	9%	9%	9%	9%
Top 5	15%	14%	14%	14%	14%
Top 10	24%	24%	24%	23%	23%
Other	76%	76%	76%	77%	77%

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CA Grameen: Financial Metrics

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Q1 FY22: CA Grameen Standalone Performance Highlights

GLP: INR 10,625 Cr
(+9.8% YoY)

NIM
10.5% / 11.3%¹ / 12.0%²
Weighted Avg. COB
9.3%

Cost/Income Ratio
37.4%
Opex/GLP Ratio
4.3%

PPOP
INR 197 Cr
(-12.3% YoY)

PAT: INR 30 Cr
(-53.5% YoY)

ROA
0.9%
ROE
3.2%

Capital Adequacy Ratio
33.8%
Tier 1 Ratio
32.6%

Total Equity
INR 3,665 Cr
D/E Ratio
2.1x

GNPA
(GL: 60+ dpd, RF: 90+ dpd)
8.12%
PAR 90+
3.85%

Provisioning 6.40%
Write-off
INR 54 Cr

Branches 964
(+3.8% YoY)
Employees 10,641
(+0.6% YoY)

Active Borrowers
27.88 Lakh (-3.1% YoY)

- 1) Figures adjusted excluding impact of interest income (on Stage 3 portfolio) de-recognition of INR 19.9 Cr in Q1 FY22
2) Figures adjusted excluding impact of interest income de-recognition and impact of maintaining higher liquidity on balance sheet

Q1 FY22: CA Grameen Standalone P&L Statement

Profit & Loss Statement (INR Cr)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%	FY21
Interest income	483.6	489.1	-1.1%	510.6	-5.3%	1,877.1
- Interest on Loans ¹	475.3	487.8	-2.6%	504.3	-5.7%	1,858.2
- Income from Securitisation	0.0	0.0	-	0.0	-	0.0
- Interest on Deposits with Banks and FIs	8.3	1.3	548.9%	6.3	32.0%	19.0
Income from Direct Assignment	14.7	18.5	-20.6%	79.3	-81.5%	112.9
Finance Cost on Borrowings	196.3	183.9	6.8%	186.0	5.5%	740.1
Cost on Financial Liability towards Securitisation	0.0	0.0	-	0.0	-	0.0
Net Interest Income	301.9	323.7	-6.7%	403.8	-25.2%	1,249.9
Non-interest Income & Other Income	12.8	3.1	310.1%	19.0	-32.6%	41.1
Total Net Income	314.8	326.8	-3.7%	422.9	-25.6%	1,291.1
Employee Expenses	80.1	76.7	4.4%	76.2	5.0%	299.6
Other Expenses	31.7	20.1	57.4%	40.5	-21.8%	126.8
Depreciation, Amortisation & Impairment	6.1	5.5	10.8%	6.6	-7.4%	23.4
Pre-Provision Operating Profit	197.0	224.5	-12.3%	299.6	-34.3%	841.2
Impairment of Financial Instruments	156.3	139.0	12.4%	200.2	-22.0%	646.9
Profit Before Tax	40.7	85.5	-52.4%	99.4	-59.0%	194.3
Total Tax Expense	11.1	21.9	-49.3%	27.1	-58.9%	51.9
Profit After Tax	29.6	63.6	-53.5%	72.3	-59.1%	142.4
Key Ratios	Q1 FY22	Q1 FY21		Q4 FY21		FY21
Portfolio Yield	18.4%	20.4%		18.6%		18.6%
Cost of Borrowings	9.3%^	9.4%		8.9%		9.3%
NIM	10.5%	12.6%		11.3%		10.8%
Cost/Income Ratio	37.4%	31.3%		29.2%		34.8%
Opex/GLP Ratio	4.3%	4.2%		4.6%		4.5%

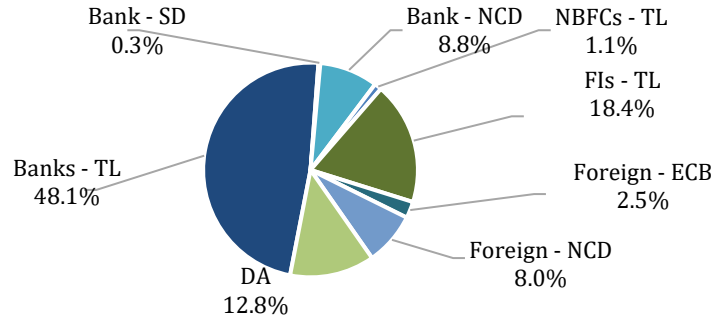
1) Interest income (on Stage 3 portfolio) de-recognized was INR 19.9 Cr in Q1 FY22, ^ calculated on daily average borrowings

Q1 FY22: CA Grameen Standalone Balance Sheet

Balance Sheet (INR Cr)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%	FY21
Cash & Other Bank Balances	1,800.1	1,172.5	53.5%	1,946.0	-7.5%	1,946.0
Loans						
- Balance sheet assets (Net of Impairment Loss Allowance)	8,977.2	8,850.9	1.4%	9,717.8	-7.6%	9,717.8
- Securitised assets	0.0	0.0	-	0.0	-	0.0
Property, plant and equipment	17.9	22.4	-20.0%	18.4	-2.7%	18.4
Intangible assets	17.3	14.2	21.7%	16.4	5.7%	16.4
Right to use assets	68.9	63.9	7.9%	66.7	3.4%	66.7
Other Financial & Non-Financial Assets	287.3	197.2	45.7%	268.9	6.9%	268.9
Investment in MMFL	662.9	661.2	0.3%	662.7	0.0%	662.7
Total Assets	11,831.7	10,982.3	7.7%	12,696.8	-6.8%	12,696.8
Debt Securities	1,538.2	786.0	95.7%	1,506.0	2.1%	1,506.0
Borrowings (other than debt securities)	6,315.2	7,183.0	-12.1%	7,249.7	-12.9%	7,249.7
Subordinated Liabilities	25.0	25.0	0.0%	25.0	0.0%	25.0
Financial liability towards Portfolio securitised	0.0	0.0	-	0.0	-	0.0
Lease liabilities	77.7	70.8	9.7%	74.4	4.4%	74.4
Other Financial & Non-financial Liabilities	210.3	175.1	20.1%	206.9	1.6%	206.9
Total Equity	3,665.4	2,742.4	33.7%	3,634.8	0.8%	3,634.8
Total Liabilities and Equity	11,831.7	10,982.3	7.7%	12,696.8	-6.8%	12,696.8
Key Ratios	Q1 FY22	Q1 FY21		Q4 FY21		FY21
ROA	0.9%	2.2%		2.2%		1.2%
D/E	2.1	2.9		2.4		2.4
ROE	3.2%	9.4%		8.1%		4.6%
GNPA (GL: 60+ dpd, RF: 90+ dpd)	8.12%	1.63%		4.38%		4.38%
Provisioning	6.40%	4.42%		5.00%		5.00%

Q1 FY22: Well-Diversified Liability Mix

Liability Mix - Institution / Instrument Wise (%)

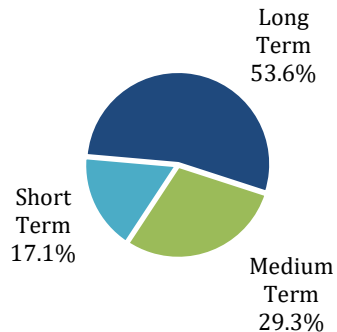


Note: O/S Direct Assignment (Sold Portion) - INR 1,139.3 Cr

Focus on dynamic liability management

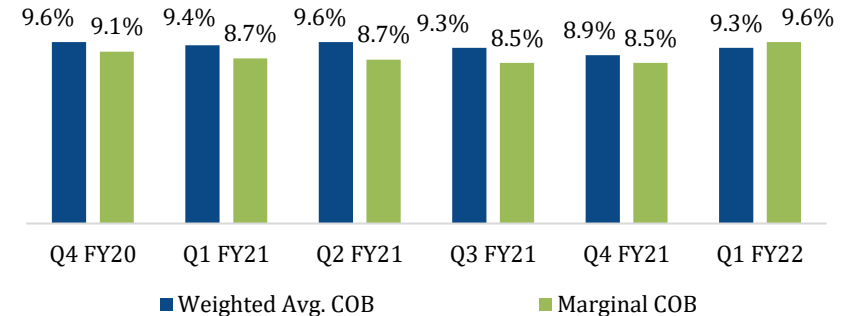
- Focus on long-term funding with a mix of domestic & foreign sources
- Target to meet funding requirement through foreign/longer term sources over medium term
- Diverse lenders' base:
 - 32 Commercial Banks, 2 Financial Institutions, 8 Foreign Institutional Investors, 2 NBFCs
- Strong parentage of CreditAccess India providing access to diverse global lender base

Liability Mix - Tenure Wise (%)



	Source	% Mix
Short Term <= 1 year (incl. DA)	Domestic	15.4%
	Foreign	1.7%
Medium Term > 1 year, <= 2 years	Domestic	28.1%
	Foreign	1.2%
Long Term > 2 years	Domestic	43.1%
	Foreign	10.5%

Cost of Borrowing (%)



Q1 FY22: Stable Liquidity / ALM Position

Static Liquidity / ALM Position	For the month			For Financial Year	
Particulars (INR Cr)	Jul-21	Aug-21	Sep-21	FY22 (Oct-21 - Mar-22)	FY23
Opening Cash & Equivalents (A)	1,789.0	1,870.9	2,133.0	2,309.9	2,793.4
Loan recovery [Principal] (B)	675.4	663.5	658.3	3,589.6	4,371.9
Total Inflow (C=A+B)	2,464.4	2,534.4	2,791.3	5,899.5	7,165.4
Borrowing Repayment [Principal]					
Term loans and Others (D)	442.7	276.0	334.9	2,229.8	2,269.8
NCDs (E)	32.5	0.0	25.0	260.2	482.6
Securitisation and DA (F)	118.3	125.4	121.5	616.1	532.2
Total Outflow G=(D+E+F)	593.5	401.4	481.4	3,106.1	3,284.5
Closing Cash & equivalents (H= C-G)	1,870.9	2,133.0	2,309.9	2,793.4	3,880.9
Static Liquidity (B-G)	81.9	262.1	176.9	483.5	1,087.4

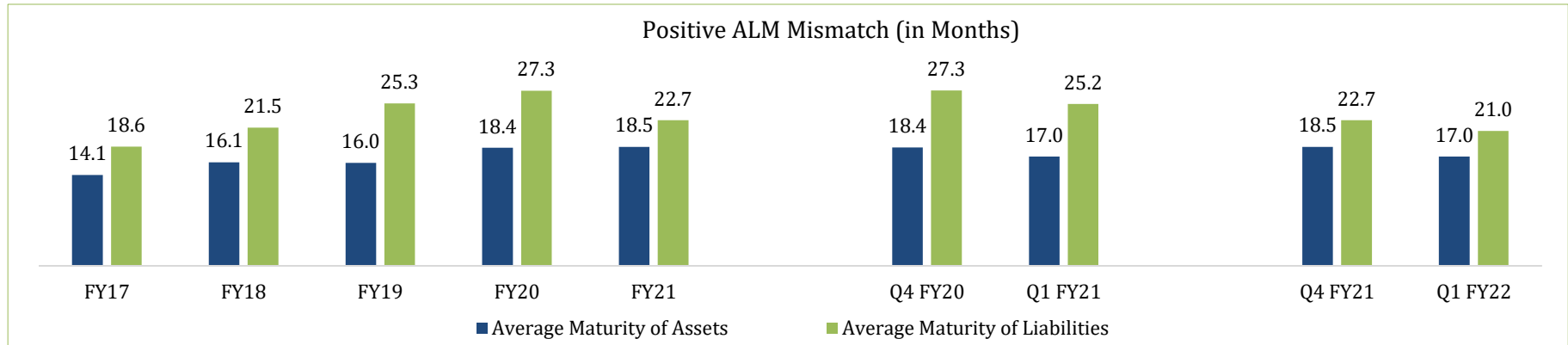
Debt Drawdowns (INR Cr)	Q1 FY22
Fls	0.0
Banks – TL	50.0
Banks – DA	218.2
NCD	71.0
Total	339.2

Undrawn Sanctions as on 30th June 2021

INR 2,458 Cr

Sanctions in pipeline as on 30th June 2021

INR 4,054 Cr



Q1 FY22: Stable Credit Ratings

Rating Instrument	Rating Agency	Q1 FY21 Rating/Grading	Q1 FY22 Rating/Grading
Bank facilities	CRISIL	A+ (Stable)	A+ (Stable)
	ICRA	A+ (Stable)	A+ (Stable)
	Ind-Ra	A+ (RWN)	A+ (Stable)
Non-convertible debentures	CRISIL	A+ (Stable)	A+ (Stable)
	ICRA	A+ (Stable)	A+ (Stable)
	Ind-Ra	A+ (RWN)	A+ (Stable)
	BWR	-	A+ (Positive)
Subordinated debt	ICRA	A+ (Stable)	A+ (Stable)
Commercial Paper	ICRA	A1+	A1+
Comprehensive Microfinance Grading(Institutional Grading/Code of Conduct Assessment (COCA))	CRISIL/SMERA	M1C1	M1C1
Social Rating	M-CRIL	Σα	Σα
Social Bond Framework	Sustainalytics	Certified	Certified

1) As per SIDBI guidelines, comprehensive Microfinance grading should be done by the same organization (CRISIL is our rating agency)

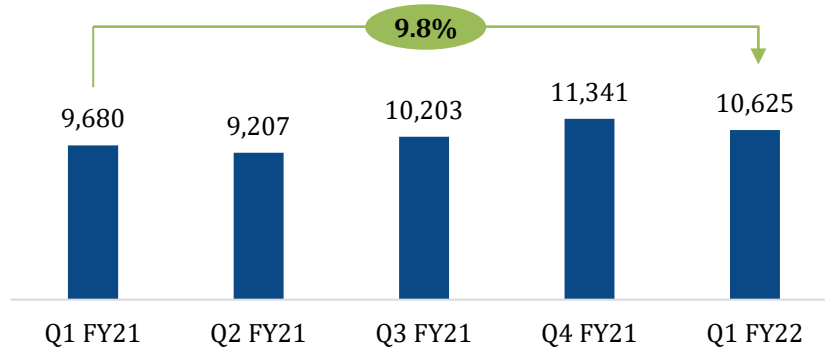
M1 - Microfinance Institutional Grading – Reflects CRISIL’s opinion on the ability of an MFI to conduct its operations in a scalable and sustainable manner

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

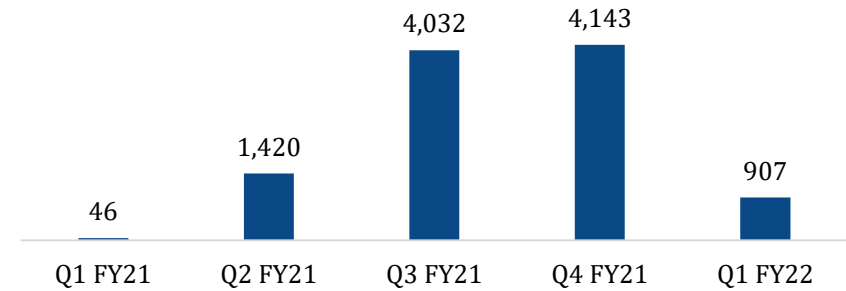
2) CA Grameen has developed the Social Bond Framework under which it intends to issue social bonds to global investors. CA Grameen had engaged Sustainalytics to review the Social Bond Framework, dated November 2019 and provide a second-party opinion on the Framework’s social credentials and its alignment with the Social Bond Principles 2018 (SBP). Sustainalytics is of the opinion that the CA Grameen’s Social Bond Framework is credible and impactful and aligns with the four core components of the SBP

Q1 FY22: Robust Quarterly Performance Trend (1/2)

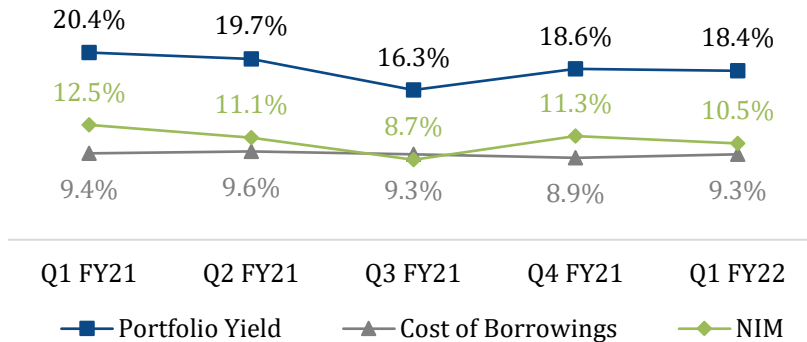
Gross Loan Portfolio (GLP) (INR Cr)



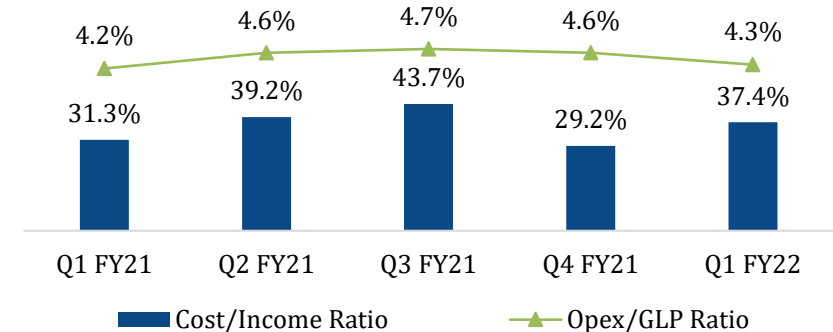
Disbursements (INR Cr)



Margin Analysis (%)

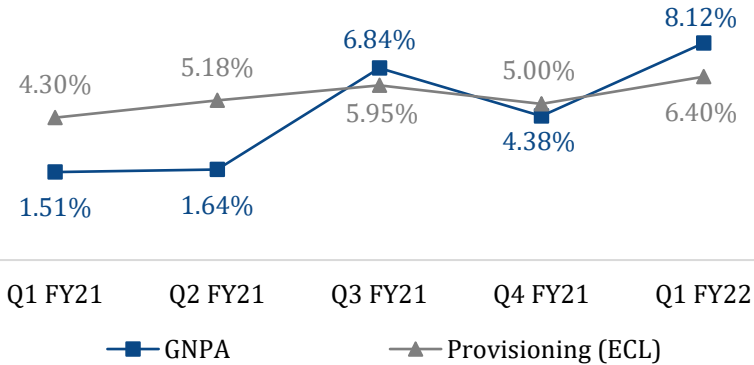


Operating Efficiency (%)

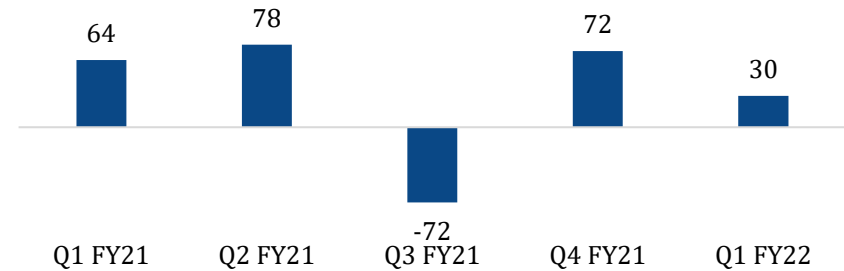


Q1 FY22: Robust Quarterly Performance Trend (2/2)

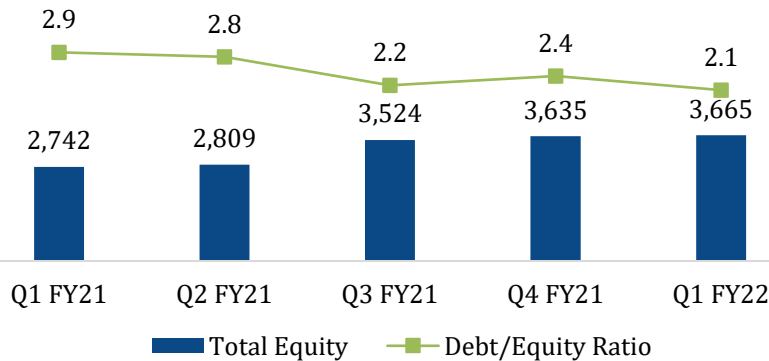
Asset Quality (%)



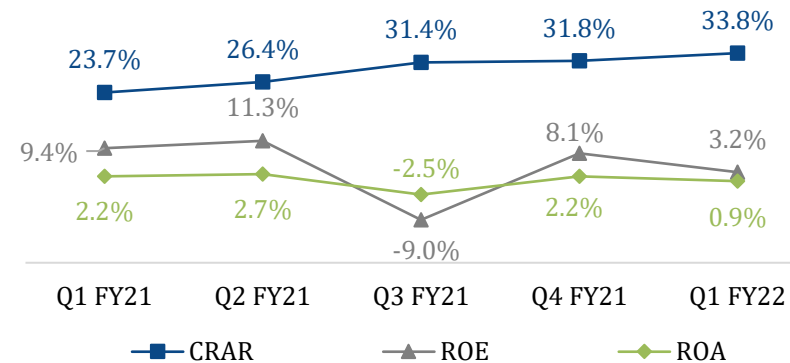
PAT (INR Cr)



Total Equity (INR Cr) & Debt/Equity Ratio



Return Ratios & Capital Adequacy (%)



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CA Grameen: Financial Metrics

MMFL: Financial Metrics

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Q1 FY22: MMFL Performance Highlights

GLP
INR 2,038 Cr
(-0.3% YoY)

NIM
8.9%/ 9.2%¹/ 10.7%²
Weighted Avg. COB
10.6%

Cost/Income Ratio
56.4%
Opex/GLP Ratio
5.7%

PPOP
INR 24 Cr
(-32.7%)

PAT
INR -6 Cr
(-144.3% YoY)

ROA
-1.0%
ROE
-6.2%

Capital Adequacy Ratio
23.3%
Tier 1 Ratio
19.3%

Total Equity
INR 395 Cr
D/E Ratio
4.8x

GNPA (90+ dpd)
4.76%

Provisioning
5.79%
Write-offs
INR 25.2 Cr

Branches 460
(+0.2% YoY)
Employees 3,716
(+2.2% YoY)

Active Borrowers
10.50 Lakh
(-12.4%)

- 1) Figures adjusted excluding impact of interest income (on Stage 3 portfolio) de-recognition of INR 1.4 Cr in Q1 FY22
2) Figures adjusted excluding impact of interest income de-recognition and impact of maintaining higher liquidity on balance sheet

Q1 FY22: MMFL P&L Statement

Profit & Loss Statement (INR Cr)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%	FY21
Interest income	103.7	108.1	-4.0%	101.4	2.3%	412.6
- Interest on Loans ¹	100.3	101.5	-1.2%	97.9	2.4%	393.0
- Income from Securitisation	0.5	5.4	-9.1.6%	1.0	-54.8%	13.0
- Interest on Deposits with Banks and FIs	3.0	1.2	150.0%	2.5	19.8%	6.7
Income from Direct Assignment	0.0	0.0	-	9.7	-100.0%	9.7
Cost on Borrowings	52.9	45.7	15.6%	51.8	2.1%	185.9
Cost on Financial Liability towards Securitisation	0.2	1.7	-91.2%	0.4	-63.5%	4.4
Net Interest Income	50.7	60.7	-16.4%	58.9	-13.8%	232.0
Non-interest Income & Other Income	3.4	0.8	310.2%	6.8	-51.0%	13.0
Total Net Income	54.1	61.5	-12.0%	65.7	-17.7%	245.0
Employee Expenses	20.6	20.5	0.4%	19.4	5.9%	80.4
Other Expenses	8.9	4.8	82.9%	12.7	-30.3%	35.3
Depreciation, Amortisation & Impairment	1.1	1.1	-5.1%	1.0	6.5%	4.3
Pre-Provision Operating Profit	23.6	35.0	-32.7%	32.6	-27.6%	125.0
Impairment of Financial Instruments	31.6	16.1	96.0%	50.2	-37.0%	124.5
Profit Before Tax	-8.0	18.9	-142.5%	-17.6	-54.4%	0.5
Total Tax Expense	-1.8	4.9	-137.3%	-4.0	-54.6%	0.7
Profit After Tax	-6.2	14.0	-144.3%	-13.6	-54.3%	-0.2
Key Ratios	Q1 FY22	Q1 FY21		Q4 FY21		FY21
Portfolio Yield	19.5%	21.3%		18.4%		19.8%
Cost of Borrowings	10.6%	11.2%		10.7%		10.9%
NIM	8.9%	11.5%		8.3%		10.2%
Cost/Income Ratio	56.4%	43.1%		50.4%		49.0%
Opex/GLP Ratio	5.7%	5.1%		6.1%		5.7%

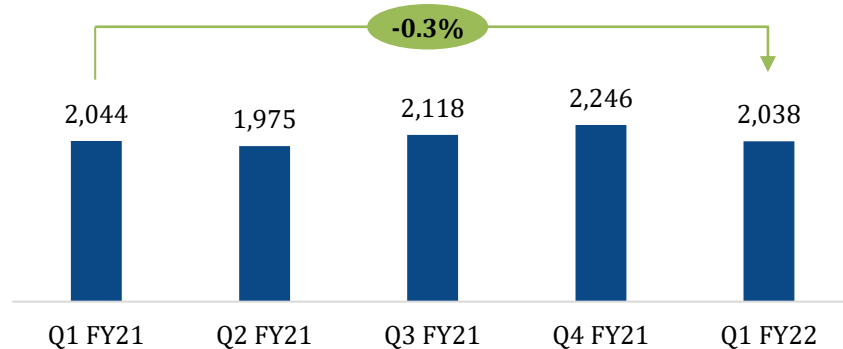
1) Interest income (on Stage 3 portfolio) de-recognized was INR 1.4 Cr in Q1 FY22, ^ calculated on daily average borrowings

Q1 FY22: MMFL Balance Sheet

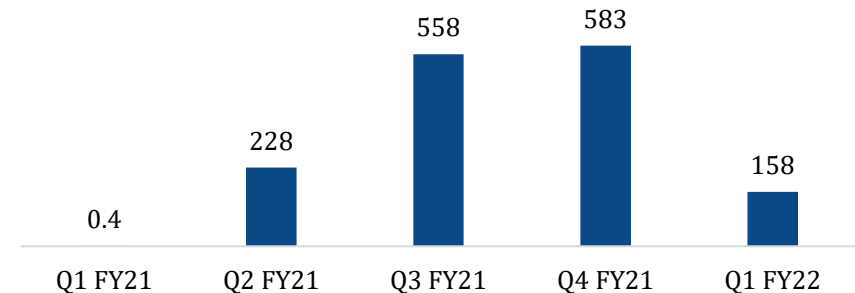
Balance Sheet (INR Cr)	Q1 FY22	Q1 FY21	YoY%	Q4 FY21	QoQ%	FY21
Cash & Other Bank Balances	421.7	102.4	311.7%	538.4	-21.7%	538.4
Investment in Mutual Funds	0.0	102.3		0.0		0.0
Loans						
- Balance sheet assets (Net of Impairment Loss Allowance)	1,836.1	1,811.1	1.4%	1,989.5	-7.7%	1,989.5
- Securitised assets	8.2	90.5	-90.9%	13.1	-37.3%	13.1
Property, plant and equipment	5.8	6.8	-14.4%	5.8	0.2%	5.8
Intangible assets	3.5	0.8	363.9%	1.9	80.5%	1.9
Right to use assets	0.6	1.5	-56.2%	0.8	-23.3%	0.8
Other Financial & Non-Financial Assets	46.3	26.1	77.7%	48.6	-4.8%	48.6
Total Assets	2,322.3	2,141.4	8.4%	2,598.3	-10.6%	2,598.3
						20.7%
Debt Securities	132.0	135.4	-2.5%	168.9	-21.8%	168.9
Borrowings (other than debt securities)	1,684.3	1,417.3	18.8%	1,902.9	-11.5%	1,902.9
Subordinated Liabilities	76.7	76.7	0.0%	74.9	2.4%	74.9
Financial liability towards Portfolio securitised	2.7	67.3	-95.9%	9.2	-70.2%	9.2
Lease liabilities	0.8	1.6	-52.3%	1.0	-21.1%	1.0
Other Financial & Non-financial Liabilities	30.6	27.5	11.2%	40.1	-23.8%	40.1
Total Equity	395.2	415.6	-4.9%	401.4	-1.5%	401.4
Total Liabilities and Equity	2,322.3	2,141.4	8.4%	2,598.3	-10.6%	2,598.3
Key Ratios	Q1 FY22	Q1 FY21		Q4 FY21		FY21
ROA	-1.0%	2.5%		-2.1%		-0.01%
D/E	4.8	3.9		5.3		5.3
ROE	-6.2%	13.7%		-13.3%		-0.05%
GNPA (90+ dpd)	4.76%	1.58%		4.70%		4.70%
Provisioning	5.79%	3.18%		5.07%		5.07%

Q1 FY22: Quarterly Performance Trend (1/2)

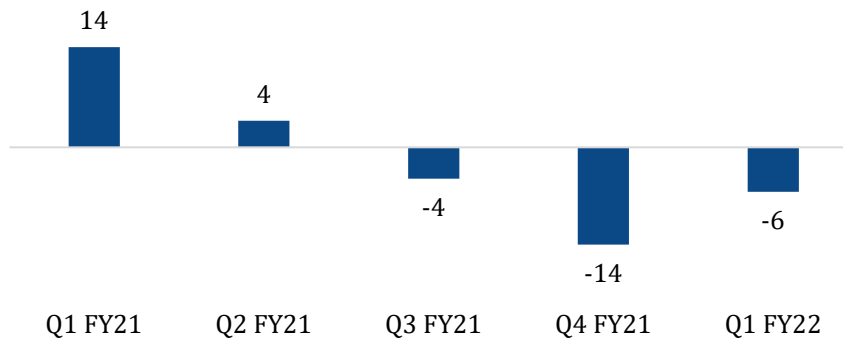
Gross Loan Portfolio (GLP) (INR Cr)



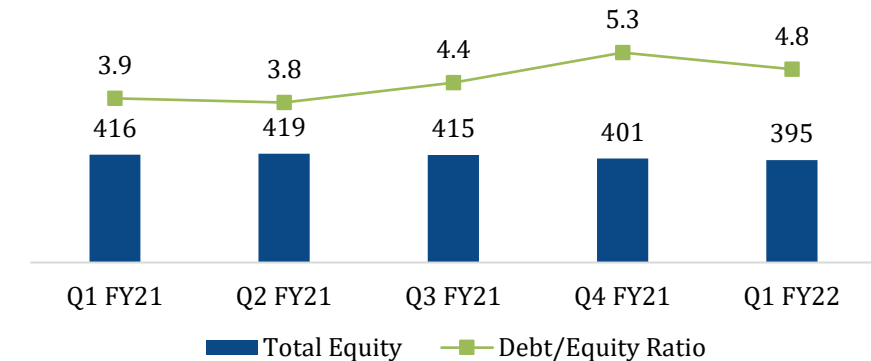
Disbursements (INR Cr)



PAT (INR Cr)

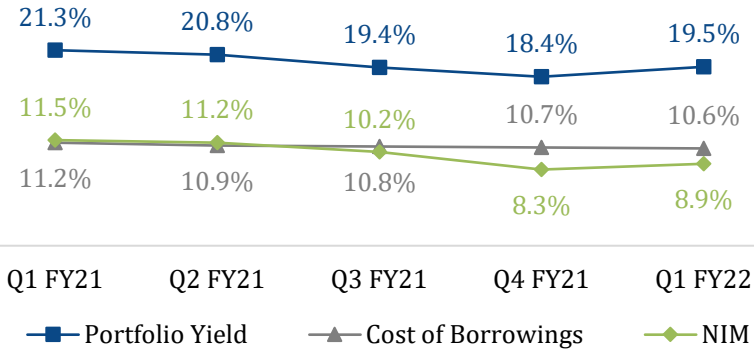


Total Equity (INR Cr) & Debt/Equity Ratio

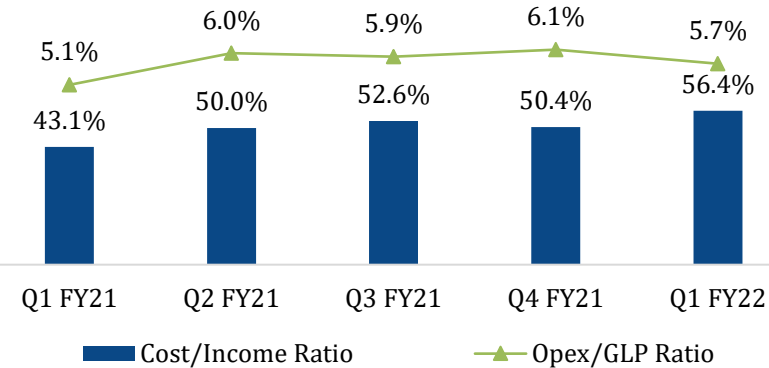


Q1 FY22: Quarterly Performance Trend (2/2)

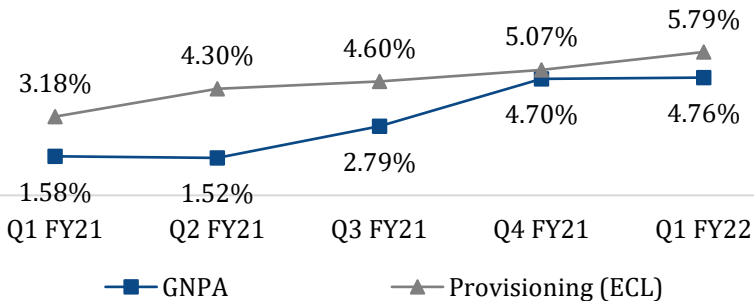
Margin Analysis (%)



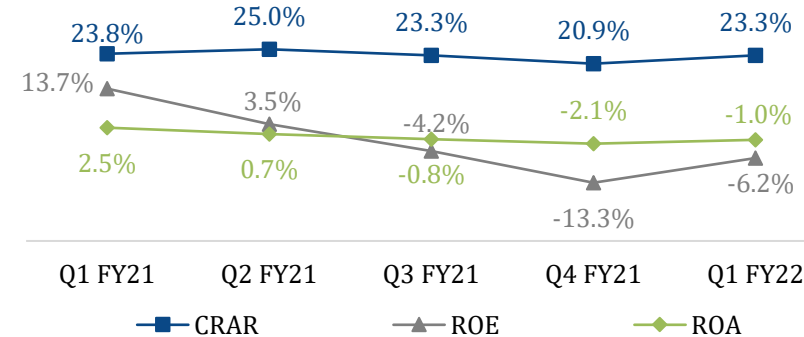
Operating Efficiency (%)



Asset Quality (%)



Return Ratios & Capital Adequacy (%)



Q1 FY22: Diversified Liability, Stable Liquidity, Positive ALM

Liability Mix – Institution / Instrument Wise	Q1 FY22
Banks – Term Loan	50.9%
FIs – Term Loan	13.1%
NBFCs – Term Loan	19.6%
Domestic – NCD	4.5%
Foreign – NCD	1.9%
Sub-Debt	3.7%
Securitisation ¹	0.1%
Direct Assignment ¹	6.1%

Liability Mix – Tenure Wise	Q1 FY22
<= 1 Years	17%
< 1 & <= 3 Years	57%
< 3 Years	26%

Credit Rating	Rating Agency	Rating / Grading
Bank facilities & NCDs	ICRA CARE	A- (OWP) BBB+ (OWP)
Sub- Debt	ICRA	A- (OWP)
MFI	ICRA	M2+

OWP – On watch with positive implication

1) Securitisation Book: INR 2.7 Cr, Direct Assignment (Sold Portion): INR 123.3 Cr

Static Liquidity / ALM Position	For the month		
Particulars (INR Cr)	Jul-21	Aug-21	Sep-21
Opening Cash & Equivalents (A)	421.7	432.3	447.4
Loan recovery [Principal] (B)	159.7	165.3	168.9
Total Inflow (C=A+B)	581.4	597.6	616.2
Borrowing Repayment [Principal]			
Term loans and Others (D)	139.9	137.4	117.7
Securitisation and DA (E)	9.2	12.8	11.2
Total Outflow G=(D+E)	149.1	150.2	128.8
Closing Cash & equivalents (H= C-G)	432.3	447.4	487.4

Static Liquidity (B-G)	10.6	15.0	40.0
-------------------------------	-------------	-------------	-------------

Debt Drawdowns (INR Cr)	Q1 FY22	Undrawn Sanctions as on 30 th June	Sanctions in Pipeline as on 30 th June
NBFCs – TL	20.0	INR 266 Cr	INR 590 Cr
Banks – TL	90.0		
Total	110.0		

Discussion Summary

Key Business Updates

Consolidated Results Overview

CA Grameen: Financial Metrics

MMFL: Financial Metrics

Investment Rationale

Annexure



Business Model: Sustainable, Resilient and Socially Relevant

External Environment



Financial Inclusion



Rural economic conditions



Financial Literacy



Socio-political issues



Digital literacy



Climate changes



Evolving customer behaviour



Pandemic



Technological changes



Regulations



Awareness on health & education



Market forces

Inputs

Financial

- Diversified lenders' base
- Longer tenor borrowings
- Cost of funds

Manufactured

- Pan India presence
- Deep rural penetration
- Branches
- Offices

Human

- Young workforce
- Rural recruitment
- Extensive training
- Employee retention
- Benefits & growth

Intellectual

- Stable & scalable technology infrastructure
- Risk management framework
- Prudential provisioning

Social & Relationship

- Customer engagement
- Community investment – CSR initiatives
- Investor/ lenders/ rating agencies engagement
- Regulators

Natural

- Tree Plantations
- Loans having E & S impact
- WASH projects

Strategic priorities

- Most trusted financial partner of low-income rural under-banked households lacking access to formal credit
- Socio-economic catalyst in deep rural areas
- Expand branch network & replicate strong process, controls
- Deliver customer value with convenient products & services
- High levels of employee engagement and enablement
- Set industry benchmark in operating efficiency, customer & employee retention, asset quality
- Adopt relevant technology and innovative solutions
- Focus on ESG/ sustainable growth - both organic/ inorganic



Outputs

Financial

- GLP: **INR 13,587 Cr**
- PAT: **INR 131 Cr**
- ROA: **0.9%**, ROE: **4.0%**
- CRAR: **26.8%**
- Opex/GLP: **4.8%**
- Borrowers: **39.1 Lakh**
- Credit Rating: **A+/A1+**

Manufactured

- **5.4 branches/district**
- Presence: **14 states & 1 UT**

Human

- **14,399 employees** (97.9% from local community)
- Avg. training/employee: **44 hrs**

Intellectual

- **1.5 loans/customer** (standalone)
- **87%** customer retention rate (standalone)
- Only MFI to integrate world standard CBS
- Digitization of field operations

Social & Relationship

- **99.9%** women borrowers
- **5,65,826** beneficiaries under direct Covid-19 support
- CSR Spend: **INR 9.7 Cr**

Natural

- **99.8%** loans having positive environmental & social impact

SDG



Outcomes

Customers

- Access to need-based credit
- Improved income
- Improved quality of life

Employees

- Skilled employees with internal growth opportunities
- Healthy life and financial security

Shareholders

- Sustainable business model
- Superior growth, profitability, RoI

Regulators

- Compliance
- License to operate

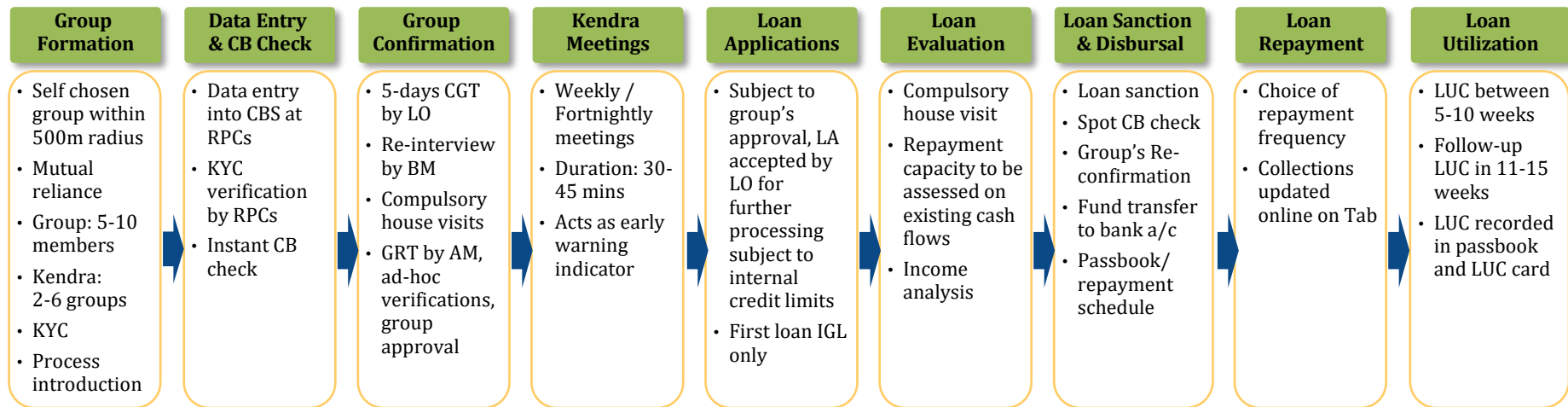
Committed To Basics Through Classical JLG Lending Model

Microfinance loans are unsecured. JLG mechanism acts as security/ loan collateral

JLG Benefits:

- ✓ Strong group bonding
- ✓ Mutual support – both financial & emotional
- ✓ Guidance & grievance resolution
- ✓ Building awareness – Jagruti initiative
- ✓ High quality customer – good behaviour & strong credit discipline

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



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, LUC: Loan Utilization Check

Focus On Customer Centricity, Loyalty & Retention

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



Lowest lending rates among MFIs: 19.15%



Diverse product suite:

- Income generation, education, festival, medical, emergency, water, sanitation, home improvement, livelihood improvement, business expansion



Loan size flexibility:

- Ability to borrow as required within assigned credit limit
- Ability to avail multiple loans with flexible size



Repayment flexibility:

- Weekly/ bi-weekly/ monthly repayment options
- Ability to choose repayment frequency based on cashflow cycle
- No pre-payment penalty

Loan Type	Customer Centric Products	Purpose	Ticket Size (INR)	Tenure (months)
Group	Income Generation Loan (IGL)	Business Investments and Income Enhancement activities	5,000 - 100,000	12-36
Group	Home Improvement Loans	Water Connections, Sanitation and Home Improvement & Extensions	5,000 - 50,000	12-48
Group	Family Welfare Loans	Festival, Medical, Education and Livelihood Improvement	1,000 - 15,000	3-12
Group	Special Situation Loans	Emergencies	2,000	6
Group	Emergency Loans	Emergencies	1,000	3
Individual	Retail Finance Loans	Purchase of inventory, machine, assets or for making capital investment in business or business expansion	Up to 5,00,000	6-60

High customer satisfaction
87% Borrower retention rate

Sustainable & Socially 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

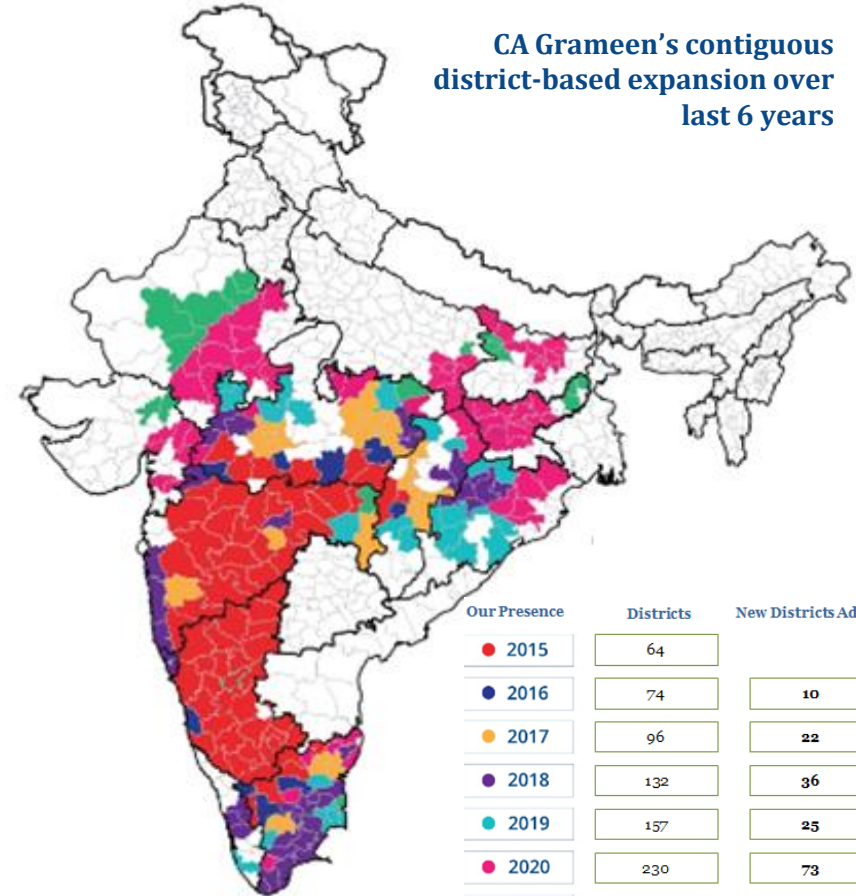


Gradual expansion into the next (typically adjoining) district

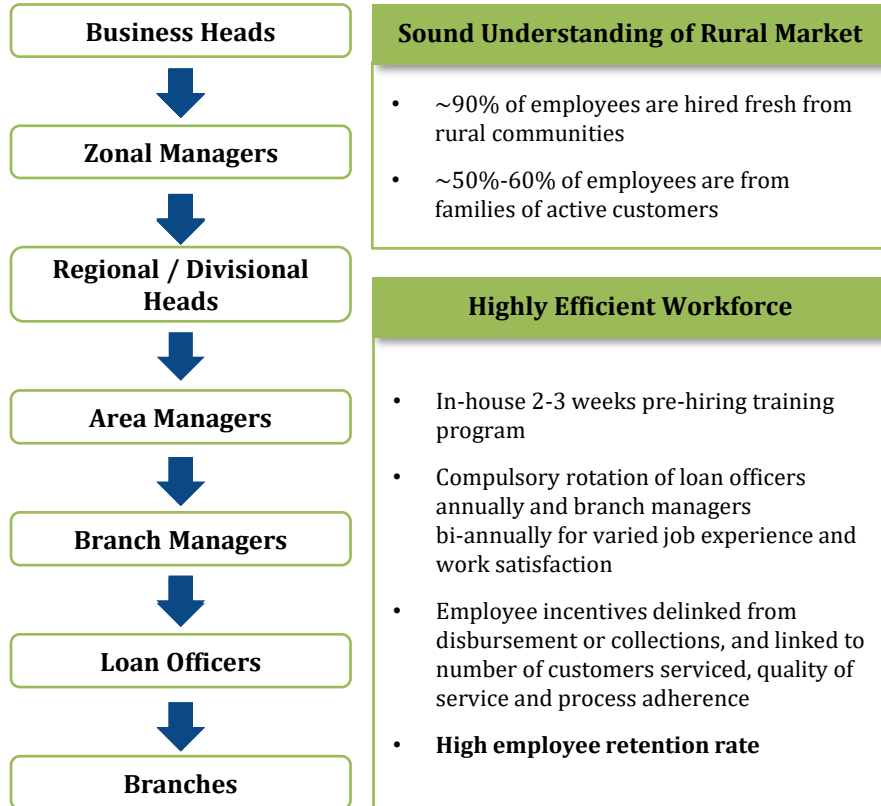


Lower exposure to a particular district (98% of districts $\leq 2\%$ of GLP, No single district has $> 4\%$ of total GLP)

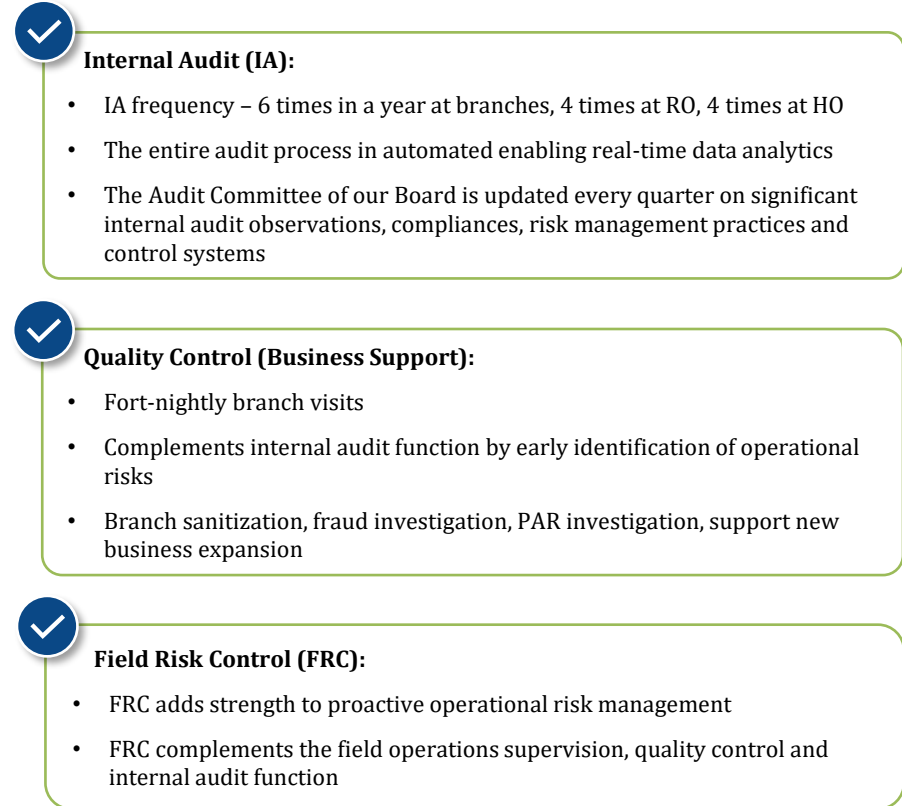
CA Grameen's contiguous
district-based expansion over
last 6 years



Well-Established Operational Structure



Multi-Pronged Approach For Risk Management



Ensures Quick And Seamless Delivery of Need Based Financial Products and Services backed by Robust Technology Infrastructure



High touch-high tech delivery model:

- Digitized all customer touchpoints
- Field force equipped with handheld tabs for managing kendra meetings & collections
- Automated/ paperless customer on-boarding, faster KYC, and instant 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, enhanced data analytics for anticipating future trends
- Strong tech-enabled internal audit, risk and control systems to enable real-time field risk monitoring

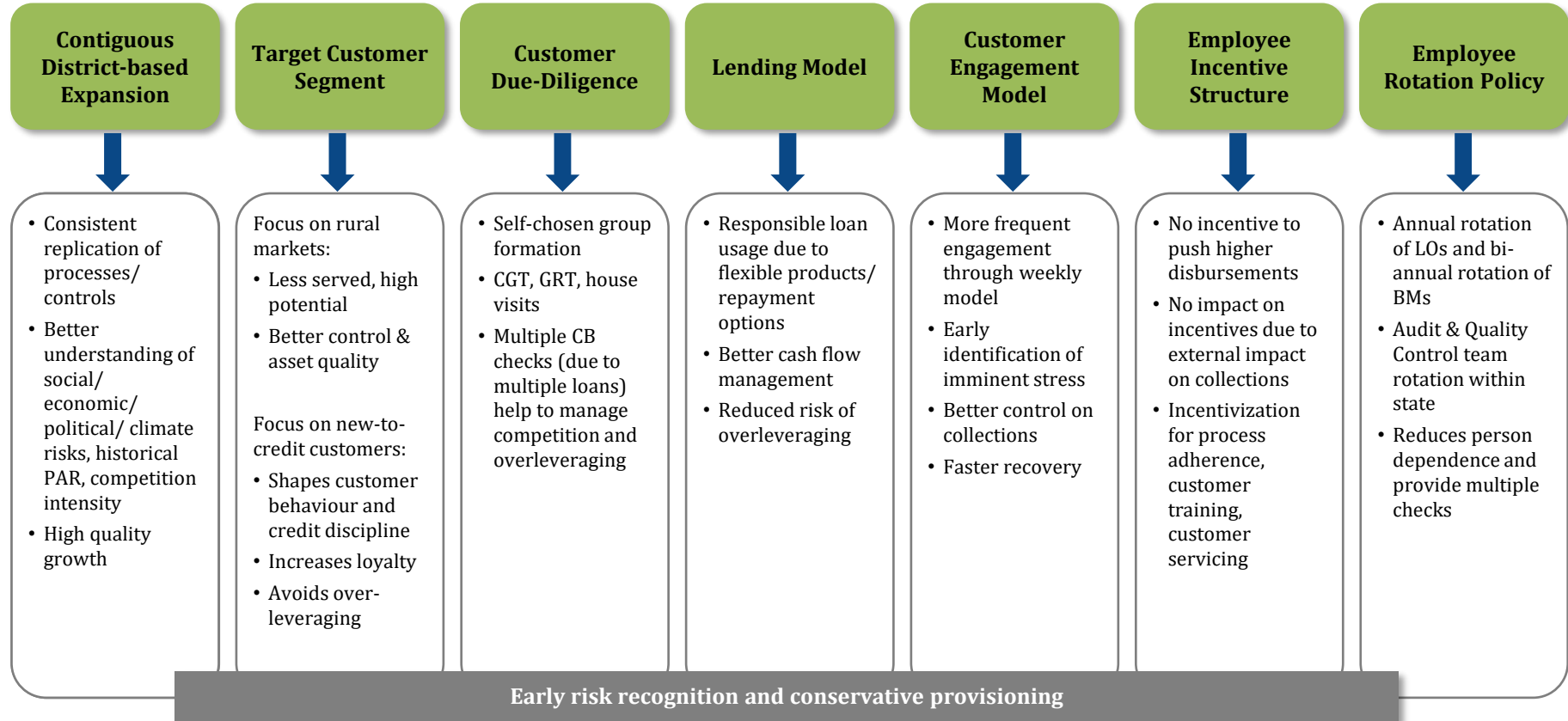


Future Upgrades & Investments

- Upgradation of CBS to the latest version over 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

Integrating Risk Management In Every Operating Process

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





Committed to Micro Finance Business

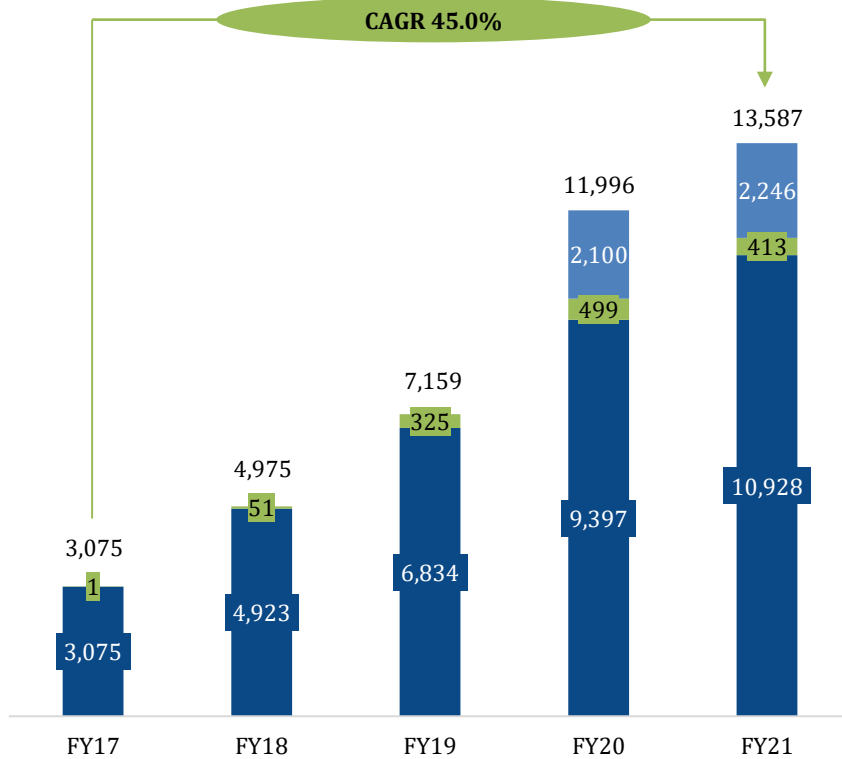
- CreditAccess India N.V. (CAI) specialises in Micro and Small Enterprises financing
- Widely held shareholding base: 257 shareholders
 - Olympus ACF Pte Ltd. 15.1%, Asian Development Bank 8.6%, individuals/HNIs/Family Offices 76.3%
- Headquartered in Amsterdam, The Netherlands

Strong Financial Support

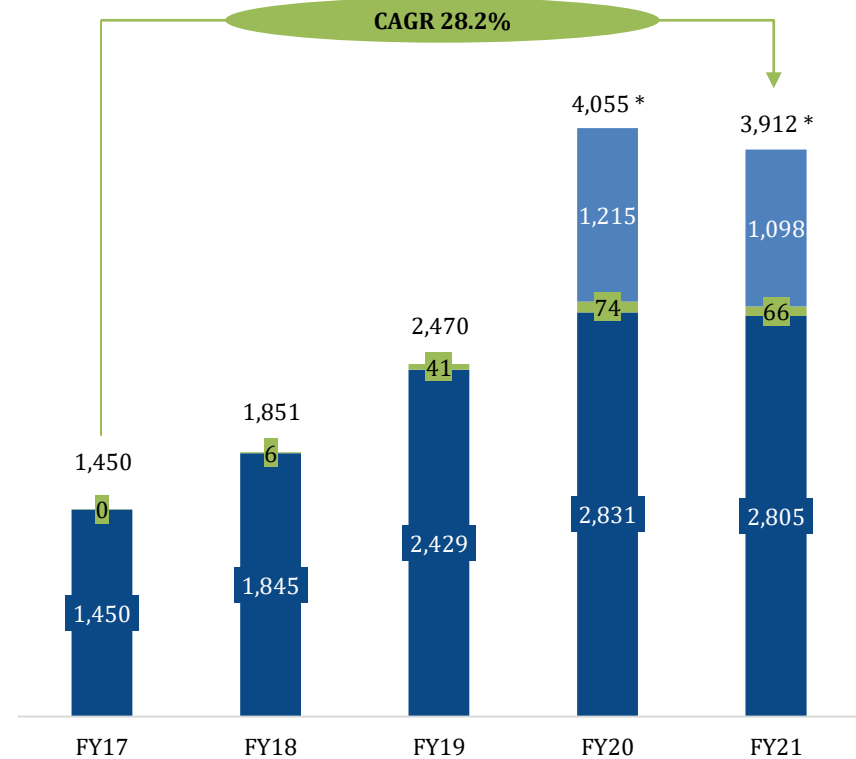
- Invested through multiple rounds of capital funding along with secondary purchase during 2009 to 2017
- Displayed trust in our business model post demonetisation by infusing INR 550 Cr in FY17
- Provides access to global fundraising opportunities leveraging CAI's network and relationships
- Holds 73.97% in CA Grameen, committed to hold up to the regulatory requirement in future

Past Five Years Performance Track Record (1/3)

Gross Loan Portfolio (GLP) (INR Cr)



Active Borrowers ('000)

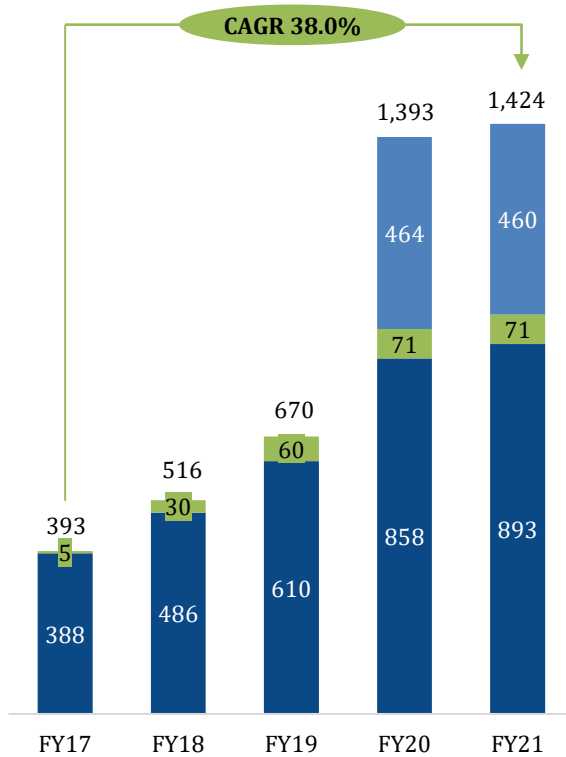


* Excluding Common Borrowers

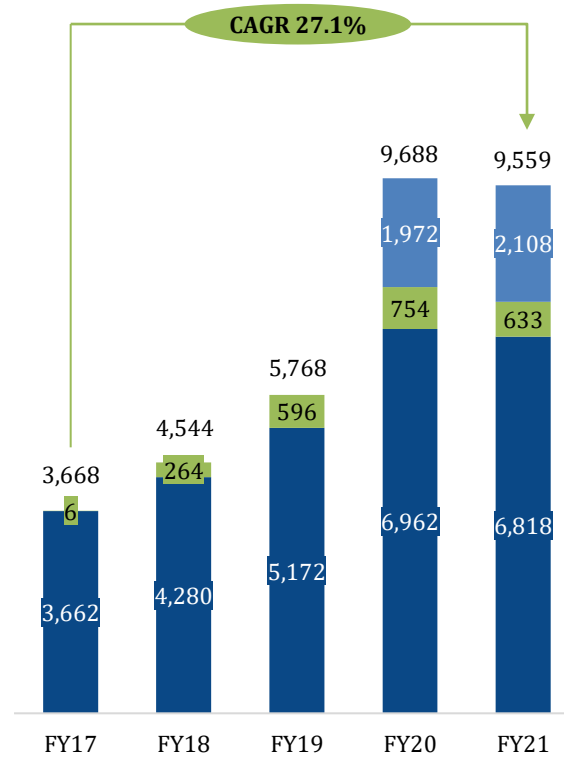
■ CA Grameen - GL ■ CA Grameen - RF ■ MMFL

Past Five Years Performance Track Record (2/3)

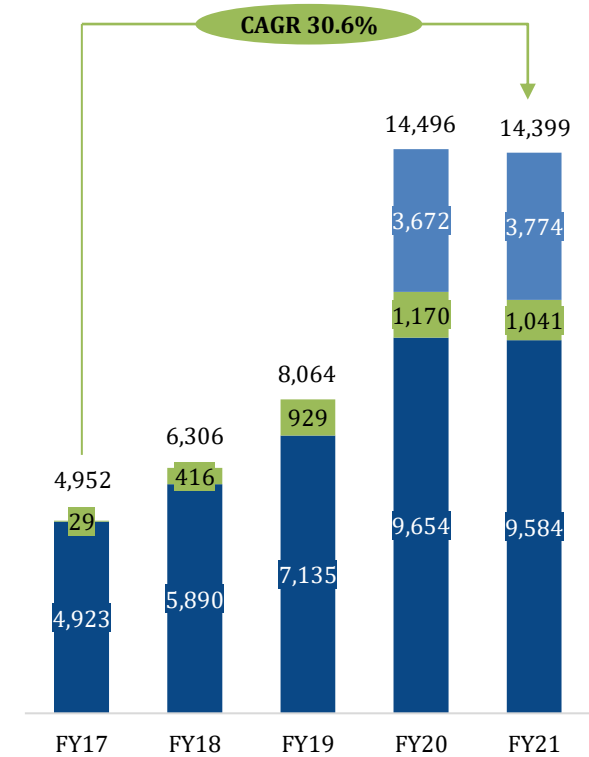
Branch Network



Loan Officers



Employees

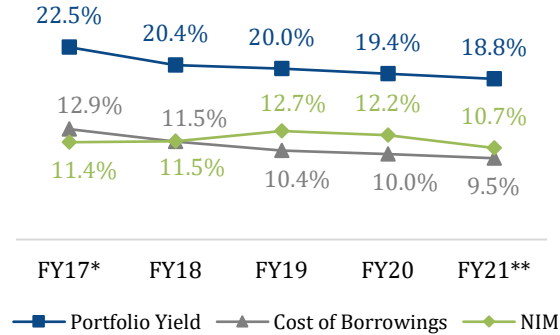


■ CA Grameen - GL ■ CA Grameen - RF ■ MMFL

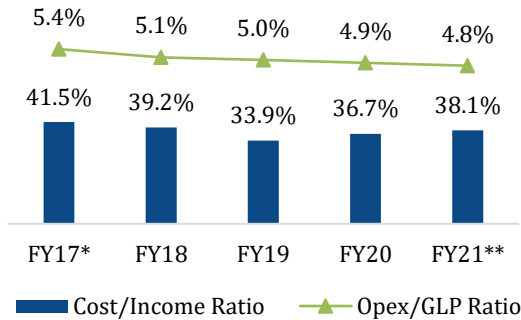
Past Five Years Performance Track Record (3/3)

Note: Refer Annexure for definition of key ratios

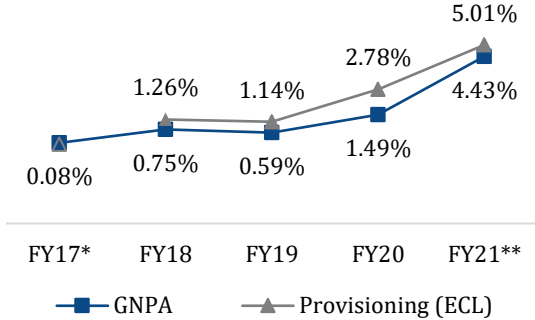
Margin Analysis (%)



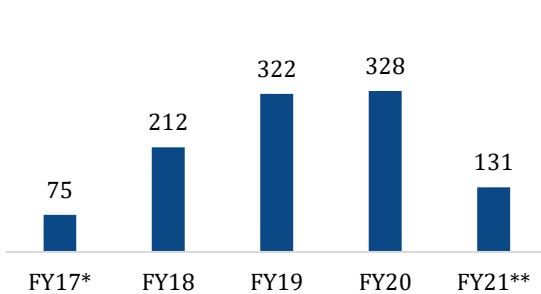
Operating Efficiency (%)



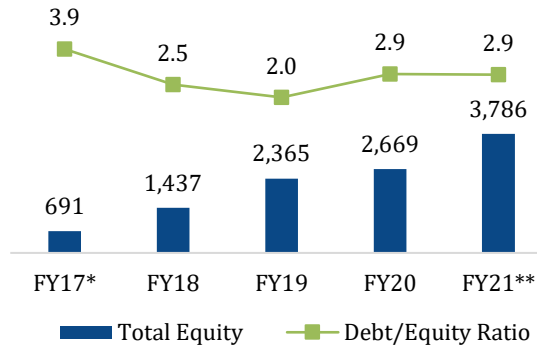
Asset Quality (%)



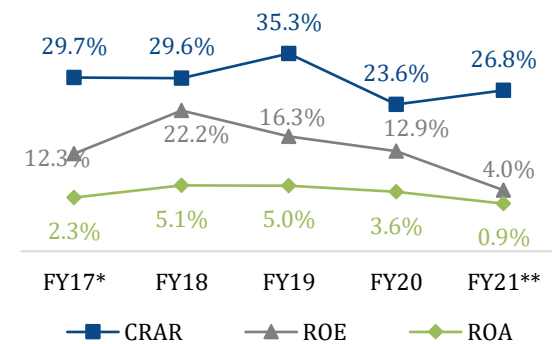
PAT (INR Cr)



Total Equity (INR Cr) & Debt/Equity Ratio



Return Ratios & Capital Adequacy (%)



* Based on I-GAAP, ** Consolidated Figures

Discussion Summary

Key Business Updates

Consolidated Results Overview

CA Grameen: Financial & Operational Metrics

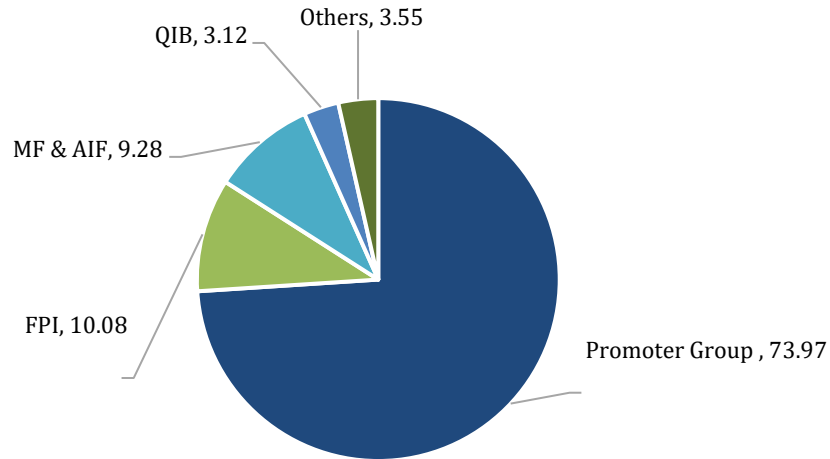
MMFL: Financial & Operational Metrics

Investment Rationale

Annexure



Shareholding Pattern – June2021



Top 10 Institutional Investors – June 2021

ICICI Prudential Life Insurance Company

ICICI Prudential MF

IIFL AMC

Nippon MF

SBI MF

T Rowe Price

Taiyo Pacific Partners

Tata AIA Life Insurance

Vanguard

WCM Investment Management

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) / Monthly average borrowings
3. Marginal COB = (Borrowings availed during the period * interest rate + processing fees and other charges) / Borrowings availed during the period
4. NIM = (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. Opex/GLP Ratio = Operating 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 (ECL) exposure at default / (Sum of exposure at default of Stage I + Stage II + Stage III)



CreditAccess India Foundation

CreditAccess India Foundation (CA India Foundation) is a registered Section 8 company incorporated on 29th May 2021. It is classified as Non-govt company and is registered at Registrar of Companies, Bangalore. CA India Foundation is a 100% subsidiary of CreditAccess Grameen Limited,

CA India Foundation is focused on social development areas like Health, Education, Livelihood, Environment and providing Humanitarian Aids. Going forward CA India Foundation will implement CSR activities of CA Grameen Limited & Madura Micro Finance Limited.

Vision: To play a significant role in the upliftment of communities in identified geographies by offering holistic solutions for key developmental issues

Mission: To execute identified programs seamlessly by partnering with various stakeholders including our own branches, NGOs, Local development authorities etc., such that CA India Foundation is identified as a significant contributor for social development

CSR Initiatives (Directly Managed By CA Grameen)

In the backdrop of COVID-19 pandemic situation in India, CA Grameen has decided to focus its CSR activities in towards following activities –

- Preventive and Precautionary Activities
- Support communities to deal with issues caused by COVID infection
- Post recovery support to Covid-19 infected community members
- Extend support to CA Grameen member's family who have been deceased due to COVID

The following activities were selected and executed in the COVID-19 affected areas in all CA Grameen operating states and districts –

- Distribution of PPE kits - N95 mask, sanitizers, hand gloves, shoe rapper, spectacle, gown, cotton and spirit
- Distribution of medical kits - masks, sanitizers - 100ml and pair of hand gloves
- Distribution of groceries
- Distribution of oxygen concentrators, oximeters and power spray machines

CA Grameen has undertaken Cyclone relief activities

Type Of Activity	Target Beneficiaries	Number of Institutions / Locations	Number of Beneficiaries	Number of Kits
Grocery Kits	Flood affected members, Covid-19 affected customers, CA Grameen staff and branches, GK Members, Police Stations, Gram Panchayat Staff, Asha Workers, Anganwadi Teachers, Health Centers, Media Offices, General Public, Quarantine Centers, Municipal Office, Tahsildar Office, General Community, Govt. Hospital	483	1,487	1,487
Health Kits		7,509	3,53,990	19,321
PPE Kits		5	650	56
Oximeter		181	11,006	312
Covid Care Facilities		1	50	50
Cyclone Relief		34	159	158
Oxygen Concentrator		2	1,250	2
Power Spray Machine		4	400	6
Work Equipment		3	110	3
Total		8,222	3,69,102	21,395

CSR Initiatives (Directly Managed By CA Grameen)

State	Estimated Expenditures	Total Amount (As on 30 th June, 2021)
Karnataka	69,60,000	1,41,05,429
Maharashtra	61,80,000	25,00,235
Tamil Nadu	38,40,000	28,67,291
Madhya Pradesh	32,70,000	13,46,434
Chhattisgarh	12,30,000	2,27,850
Odisha	10,80,000	2,79,588
Jharkhand	7,50,000	81,140
Bihar	6,00,000	1,85,250
Rajasthan	6,00,000	2,44,073
Gujarat	4,80,000	46,225
Kerala	4,20,000	3,51,920
Uttar Pradesh	4,50,000	3,34,225
Grand Total	2,58,60,000	2,25,69,660

* INR14,69,327 used from Special Fund aside



CSR Initiatives (Directly Managed By CA Grameen)

Mobile health check-up vehicles – Pilot Project

- In partnership with Dr. M.D. Sachidananda Murthy Memorial Educational Trust, Mysuru a pilot activity is planned for Mysuru, Chamarajanagar and Coorg districts
- These vaccination and health checkup vans provide testing of Covid19 among susceptible rural population, help with vaccination
- These vans will be equipped with a Hematology Analyzer, Biochemical Analyzer, ECG Machine, Sphygmomanometer and Pulse Oximeter
- The van can conduct 14 lab investigations close to the doorstep of the beneficiary
- These state-of-the-art health vehicles also act as a “Tele-Communication Kiosk”, which consists of a computer that will form a doctor-patient interface and a printer which will be used to deliver reports of laboratory tests to the patients
- Once Vaccination is by and large completed, these vans will work on preventive health check-ups and tele medicines in the rural areas



CSR Initiatives (Through Navya Disha)

Type Of Activity	Target Beneficiaries	Number of Institutions / Locations	Number of Beneficiaries	Number of Kits
Oximeter	Flood affected members, Covid-19 affected customers, CA Grameen staff and branches, GK Members, Police Stations, Gram Panchayat Staff, Asha Workers, Anganwadi Teachers, Health Centers, Media Offices, General Public, Quarantine Centers, Municipal Office, Tahsildar Office, General Community, Govt. Hospital	32	1,800	62
Health Kits		178	9,073	273
Oxygen Concentrators		1	10,000	2
Total		211	20,873	337

State	Total Amount (As on 30 th June, 2021)
Karnataka	635,700
Maharashtra	5,880
Madhya Pradesh	350,512
Grand Total	992,092

Total Navya Disha Expenditure: INR 992,092



For Further Queries:

Nilesh Dalvi
Head – Investor Relations
Contact No – 9819289131
Email ID – nilesh.dalvi@cagrameen.in



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