

## QUARTERLY NEWSLETTER

APRIL-JUNE 2020

### Message from the Managing Director & CEO

The past few months have been challenging for all of us with the scale at which COVID-19 has spread across geographies. While the Government has allowed businesses to restart and movement of people and goods are being permitted, the pandemic has also grown at a rapid pace as witnessed in various parts of the country & the world. The world is moving towards adapting to live with COVID-19 until a vaccine/treatment is found.

As you are all aware, we have also started operations across the Country. As on date, all offices, other than the ones in the containment zones, are functional. We are seeing that people across the country and especially the families associated with our business are showing resilience and are fighting to get back to their normal lives amidst the pandemic. We have put our brave foot forward too and are restoring normalcy in our operations. This has enabled us to sustain our operations and minimize the impact on the lives of our employees, borrowers and their families. While many companies are shrinking, cutting employee counts and salaries, we continue to operate in full capacity. We have commenced hiring and the annual performance appraisal process has been initiated. Our employees at ground are doing a tremendous job amongst various challenges, and our employees at controlling offices are enabling all that is required to support our branches. It is remarkable to see the resilience of our employees & customers, as we are witnessing a steady and strong rebound in the collection efficiency.

Many of you may also be aware that we are supporting the Corona warriors in every location we operate. We earmarked INR 5 Cr under CSR to provide COVID-19 related support by supplying PPE kits, medical kits to hospitals, quarantine centers, local police stations and municipal/Asha workers. We are also supplying Grocery Kits to Covid-19 impacted customers and Municipal/Asha workers. It is heartening to note that our employees have voluntarily contributed INR 56 lakh towards the "PM CARES Fund" as token of their solidarity with Government's effort to help fight the COVID-19 pandemic. We are extremely proud of the fact that along with these Corona warriors, we are also playing a significant role in restoring normalcy in the lives of our customers by providing timely credit during one of the most challenging times the world has ever witnessed.

We sincerely appreciate the spirit of our employees, for rising to the requirements of the situation and look forward, along with the rest of the world, for a solution to this pandemic at the earliest. With our robust operating model, proven execution capabilities, best in class employees, strong customer relationships, continuous support from our lenders and a strong balance sheet, we are well-positioned to sail through this challenging time.

- Udaya Kumar Hebbar



### Our MD & CEO, Mr. Udaya Kumar Hebbar participates in a Webinar organized by Sa-Dhan



Mr. Udaya Kumar Hebbar, MD and CEO participated in a webinar on "HR in MFIs in a post-pandemic Scenario". This webinar was organized by Sa-Dhan, an association of microfinance institutions (MFIs). The eminent panelists deliberated on the various aspects of HR challenges in this current crisis and the way forward.

### Brief synopsis of our Financial Results for the First Quarter FY 2020-21 (INR Crore)

Particulars	Q1 FY 21	Q1 FY 20	Shift%
Total Income	510.7	376.7	35.6%
Net Interest Income	322.5	246.8	30.6%
Profit Before Tax	85.5	148.1	-42.3%
Profit After Tax	63.6	95.8	-33.6%
Cost to Income	31.0%	35.4%	

### Growth and Expansion

Particulars	Q1 FY 21	Q1 FY 20	Growth%
Gross AUM (in INR Crores)	9,680	7,619	27.0%
No. of Borrowers (in Lakhs)	28.76	25.64	12.2%
Number of Branches	929	753	23.4%
Number of Employees	10,576	8,641	22.4%

## CA Grameen's COVID-19 Relief Measures



CA Grameen salutes the commitment, dedication and bravery of doctors, nurses, paramedics, health workers, local administration, and police personnel in this challenging time. As part of doing its bit to fight against this pandemic and to support the Corona Warriors, the Company has pledged INR 5 crores under CSR for COVID-19 Relief Program. Under this program, the Company has undertaken several supports and relief initiatives and will continue to actively contribute towards the cause.

## CA Grameen's COVID-19 Relief Measures

As on June 30, 2020 (Cumulative)

Activities	No. of Kits	No. of Beneficiaries
<b>Health Kits</b> <ul style="list-style-type: none"> <li>Distributed to Govt. Hospitals &amp; Govt. Offices</li> <li>Each health kit consists of 50 masks &amp; 50 sanitizers</li> </ul>	3,732	1,43,754
<b>Grocery Kits</b> <ul style="list-style-type: none"> <li>Distributed to Municipal Workers</li> <li>Each Grocery kit includes essential items such as rice, pulses, edible oil, flour, spices etc.</li> </ul>	6,247	6,247
<b>PPE Kits &amp; Quarantine Centre Items</b> <ul style="list-style-type: none"> <li>Distributed to Govt. Hospitals, Quarantine Centers</li> <li>Each PPE kit consists of N95 mask, sanitizers, hand gloves, shoe rappers, spectacles, gowns etc.</li> </ul>	175	315
<b>Thermal Scanners</b>	98	7,421
	<b>10,252</b>	<b>1,57,737</b>

## Employees collectively donate INR56 Lakh

Employees of CA Grameen limited have collectively made a voluntary contribution of INR 56 lakhs towards the "PM Cares fund" to help fight the COVID-19 pandemic.

## Impact Story

### Changing the world with financial resources

This is my story – I am Asha Paunikar, I live in Bilaspur, a city in the central Indian state of Chhattisgarh.

Together with my husband Sunil Paunikar, we started a manufacturing unit of gloves for industrial use. We started with one small machine, but we were not able to meet the demand. Soon we decided to upgrade our machine, we came to know about CA Grameen and approached them for a loan to buy an upgraded machine. The team was incredibly supportive and helped us with loans for our business. Our first loan of INR 25000 helped us to procure a large machine, after successful repayment we further took a loan of INR 10000 and later INR 40000. We now have two machines and have been able to invest in raw material like leather and threads.

Initially, we used to make about 1000 – 1500 gloves in a month. Now, we have been able to increase our production to 2500 gloves in a month, which we supply to many factories in and around Bilaspur. We have been able to increase our profits and thus able to look at expanding our business further. We have now employed one person to help us in the manufacturing process.

Kudos to the team at CA Grameen, who have been an excellent support for our venture. With their timely financial assistance, we have been able to expand our business. We hope to continue our relationship with CA Grameen in taking our venture to newer heights. We want to increase our production capacity to about 4000 – 5000 gloves a month. Thus, we will be able to supply our industrial gloves to other parts of Chhattisgarh. We also want to take this a step further and provide employment opportunities for others in our community.

We hope to leave a legacy for our daughter Kanak Paunikar and teach her the nuances of running our business so that she can create a mark in the industry! I hope seeing our journey to success helps others in the community to follow their dreams.



## Financial Products



Micro Finance



Retail Finance

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