



CreditAccess Grameen Limited

FY22 AGM Presentation

25<sup>th</sup> July 2022

STOOD THE TEST OF  
**TIME AND TRUST**



**Consolidated Overview**

Standalone Overview

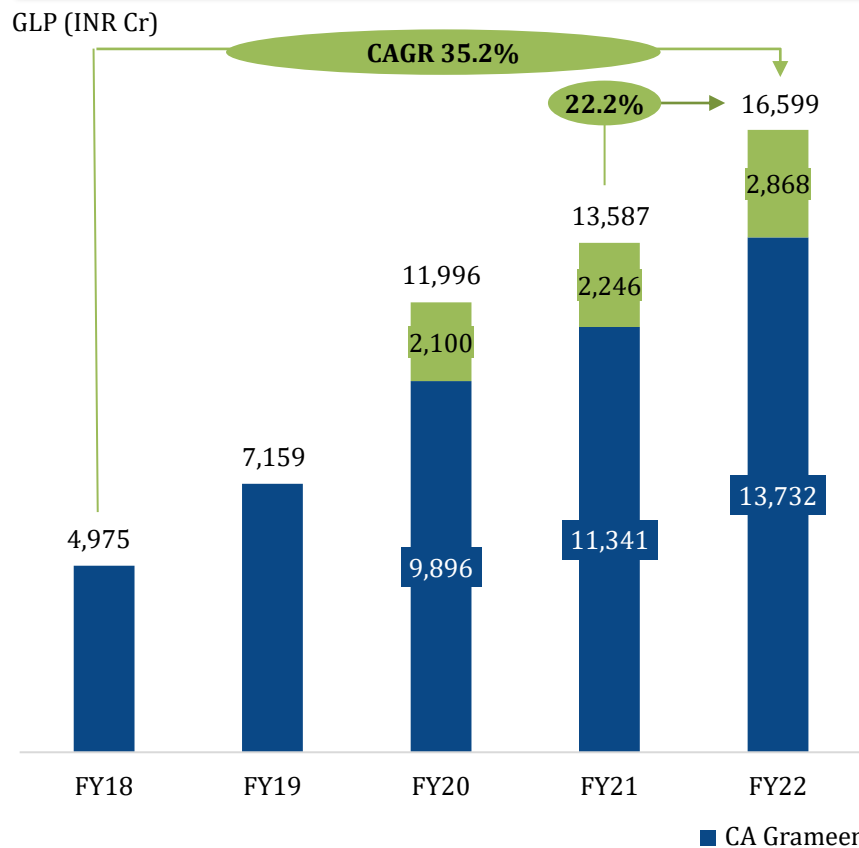
Share Price Performance

Business Outlook

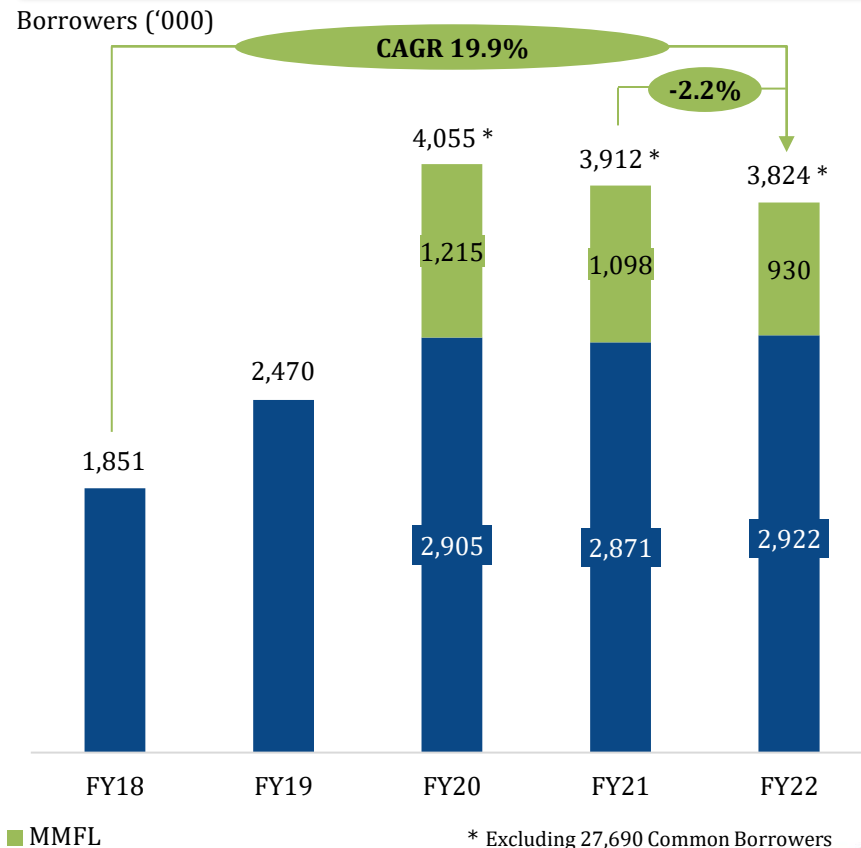


# Leading MFI with Expanded Scale & Footprint (1/2)

## Strengthened Leadership Position with ~ INR 16,599 Cr Portfolio

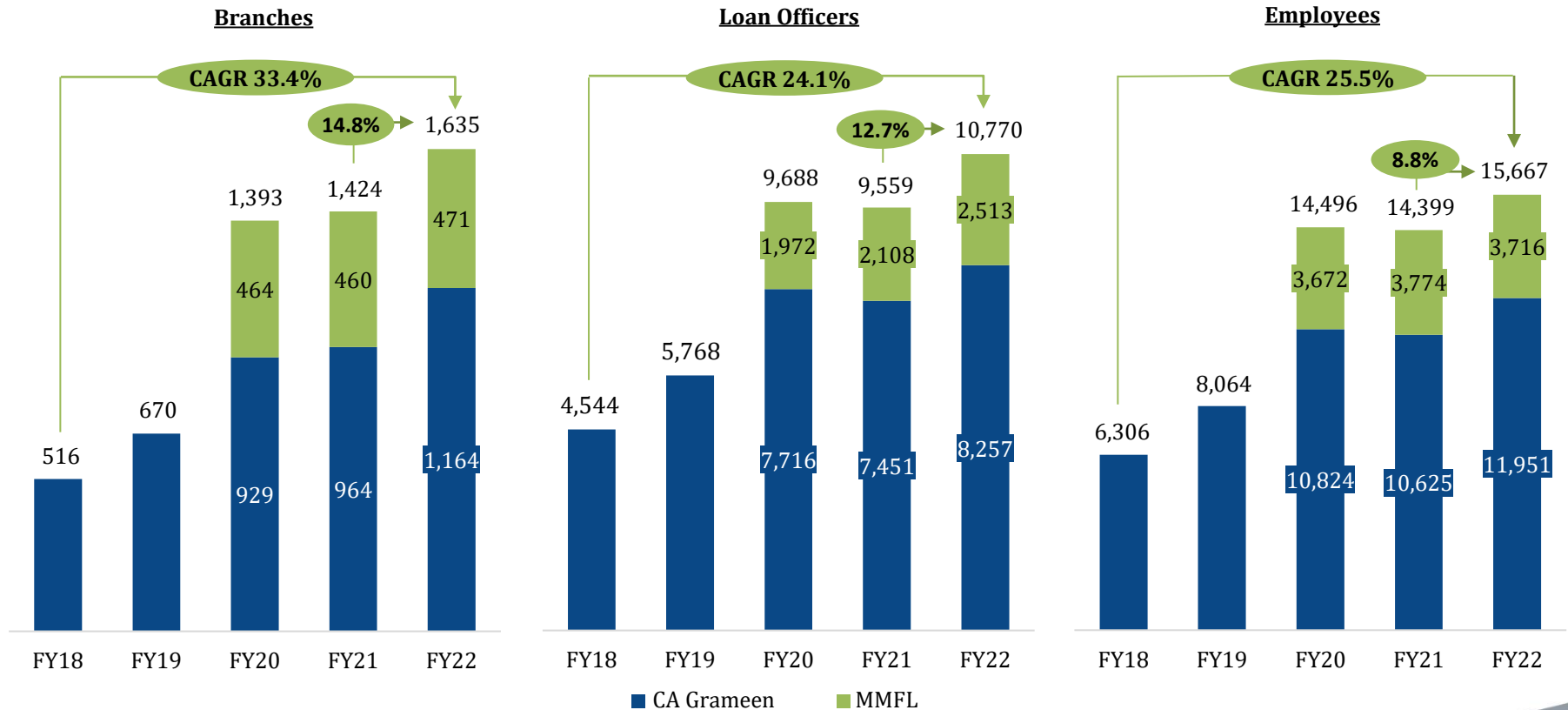


## Augmented Borrower Base of ~ 38.2 Lakh



# Leading MFI with Expanded Scale & Footprint (2/2)

## Expanded Branch Network & Human Infrastructure to Drive Future Growth

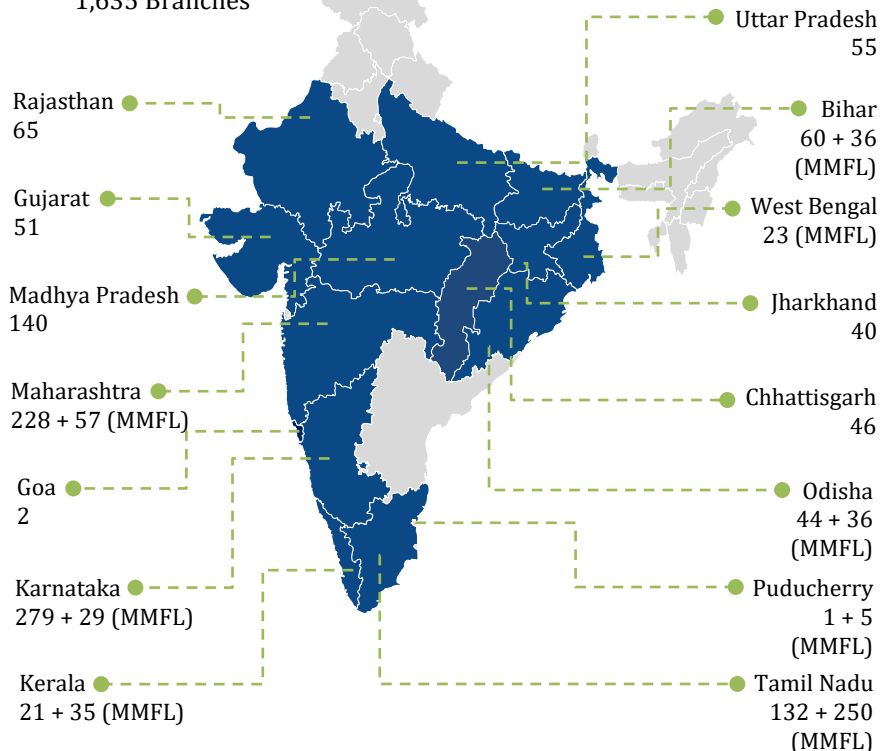




## Diversified Geographic Presence...

### Our Presence

14 States & 1 UT  
319 Districts  
1,635 Branches



Branch Network	FY22 CA Grameen + MMFL	FY22 % Share
Karnataka	308	18.8%
Maharashtra	285	17.4%
Tamil Nadu	382	23.4%
Madhya Pradesh	140	8.6%
Other States & UTs	520	31.8%
<b>Total</b>	<b>1,635</b>	<b>100.0%</b>

Borrowers ('000)	FY22 CA Grameen + MMFL	FY22 % Share
Karnataka	1,077	28.2%
Maharashtra	792	20.7%
Tamil Nadu	911	23.8%
Madhya Pradesh	312	8.2%
Other States & UTs	731	19.1%
<b>Total</b>	<b>3,824*</b>	<b>100.0%</b>

GLP (INR Cr)	FY22 CA Grameen + MMFL	FY22 % Share
Karnataka	5,964	35.9%
Maharashtra	3,568	21.5%
Tamil Nadu	3,458	20.8%
Madhya Pradesh	1,224	7.4%
Other States & UTs	2,385	14.4%
<b>Total</b>	<b>16,599</b>	<b>100.0%</b>

\* Excluding 27,690 Common Borrowers

## ...Along with Deep Rural Focus



### Higher District Penetration: Branches Per District

5.4

FY21 (CA Grameen + MMFL)

5.1

FY22 (CA Grameen + MMFL)

### Higher Proportion of Rural Borrowers

85%

FY21 (CA Grameen + MMFL)

84%

FY22 (CA Grameen + MMFL)

GLP Exposure of Districts (% of GLP)	FY22 (CA Grameen + MMFL)	
	No. of Districts	% of Total Districts
< 0.5%	281	88%
0.5% - 1%	27	8%
1% - 2%	9	3%
2% - 4%	2	1%
> 4%	0	0%
Total	319	100%

FY22 (CA Grameen + MMFL)	
District in terms of GLP	% of Total GLP
Top 1	3%
Top 3	9%
Top 5	13%
Top 10	21%
Other	79%

# FY22 Consolidated Performance Highlights

**GLP**  
**INR 16,599 Cr**  
**(+22.2% YoY)**

**NIM**  
**10.9%/ 12.0%<sup>1</sup>**  
**Weighted Avg. COB**  
**9.3%**

**Cost/Income Ratio**  
**39.0%**  
**Opex/GLP Ratio**  
**4.9%**

**PPOP**  
**INR 1,078 Cr**  
**(+13.2% YoY)**

**PAT**  
**INR 357 Cr**  
**(+171.8% YoY)**

**ROA**  
**2.2%**  
**ROE**  
**9.1%**

**Capital Adequacy Ratio**  
**22.8%**  
**Tier 1 Ratio**  
**21.8%**

**Total Equity**  
**INR 4,076 Cr**  
**D/E Ratio**  
**3.2**

**GNPA (GS3)**  
**(GL: 60+ dpd, RF: 90+ dpd)**  
**3.61%**

**PAR 90+**  
**2.71%**

**Provisioning**  
**3.44%**

**Write-off**  
**INR 694 Cr**

**Branches 1,635**  
**(+14.8% YoY)**

**Employees 15,667**  
**(+8.8% YoY)**

**Active Borrowers**  
**38.2 Lakh<sup>2</sup>**  
**(-2.2% YoY)**

- 1) Figures adjusted excluding impact of interest income (on Stage 3 portfolio) de-recognition of INR 95.1 Cr in FY22  
2) 3.8 lakh borrowers were written off during FY22 while 6.9 lakh new borrowers were added during the same period

# FY22 Consolidated P&L Statement (PAT up 171.8% YoY)

Profit & Loss Statement (INR Cr)	FY22	FY21	YoY%
Interest income	2,567.3	2,290.0	12.1%
Income from Direct Assignment	70.0	122.6	-42.9%
Finance Cost on Borrowings	984.0	924.5	6.4%
Cost on Financial Liability towards Securitisation	0.2	4.2	-
<b>Net Interest Income</b>	<b>1,653.2</b>	<b>1,483.9</b>	<b>11.4%</b>
Non-interest Income & Other Income	112.8	53.5	111.0%
<b>Total Net Income</b>	<b>1,766.0</b>	<b>1,537.4</b>	<b>14.9%</b>
Employee Expenses	437.7	380.0	15.2%
Other Expenses	203.6	161.5	26.0%
Depreciation, Amortisation & Impairment	47.2	44.1	7.2%
<b>Pre-Provision Operating Profit</b>	<b>1,077.5</b>	<b>951.8</b>	<b>13.2%</b>
Impairment of Financial Instruments	596.7	771.4	-22.6%
<b>Profit Before Tax</b>	<b>480.8</b>	<b>180.4</b>	<b>166.5%</b>
Total Tax Expense	123.7	49.0	152.4%
<b>Profit After Tax</b>	<b>357.1</b>	<b>131.4</b>	<b>171.8%</b>

Key Ratios	FY22	FY21
Portfolio Yield	18.3%	18.8%
Cost of Borrowings	9.3%	9.5%
NIM	10.9%	10.7%
Cost/Income Ratio	39.0%	38.1%
Opex/GLP Ratio	4.9%	4.8%



# FY22 Consolidated Balance Sheet (Assets up 15.5% YoY)

Balance Sheet (INR Cr)	FY22	FY21	YoY%
Cash & Other Bank Balances	1,761.4	2,484.4	-29.1%
Loans (Net of Impairment Loss Allowance)	14,765.3	11,720.5	26.0%
Property, plant and equipment	31.8	24.2	31.7%
Intangible assets	149.7	164.2	-8.8%
Other Financial & Non-Financial Assets	368.9	348.5	5.9%
Goodwill	317.6	317.6	0.0%
<b>Total Assets</b>	<b>17,394.8</b>	<b>15,059.2</b>	<b>15.5%</b>
Debt Securities	1,418.1	1,675.0	-15.3%
Borrowings (other than debt securities)	11,424.9	9,154.5	24.8%
Subordinated Liabilities	77.7	102.7	-24.3%
Other Financial & Non-financial Liabilities	398.0	330.7	20.4%
<b>Total Equity</b>	<b>3,977.6</b>	<b>3,691.6</b>	<b>7.7%</b>
Minority Interest	98.4	104.8	-6.1%
<b>Total Liabilities and Equity</b>	<b>17,394.8</b>	<b>15,059.2</b>	<b>15.5%</b>

Key Ratios	FY22	FY21
ROA	2.2%	0.9%
D/E	3.2	2.9
ROE	9.1%	4.0%
GNPA (GL: 60+ dpd, RF: 90+ dpd)	3.61%	4.43%
Provisioning	3.44%	5.01%

Consolidated Overview

**Standalone Overview**

Share Price Performance

Business Outlook



# FY22 Standalone Performance Highlights

**GLP**  
INR 13,732 Cr  
(+21.1% YoY)

**NIM**  
11.1%/ 12.2%<sup>1</sup>  
**Weighted Avg. COB**  
9.2%

**Cost/Income Ratio**  
35.9%  
**Opex/GLP Ratio**  
4.6%

**PPOP**  
INR 963 Cr  
(+14.5% YoY)

**PAT**  
INR 383 Cr  
(+168.9% YoY)

**ROA**  
2.7%  
**ROE**  
10.2%

**Capital Adequacy Ratio**  
26.5%  
**Tier 1 Ratio**  
25.9%

**Total Equity**  
INR 3,940 Cr  
**D/E Ratio**  
2.7

**GNPA (GS3)**  
(GL: 60+ dpd, RF: 90+ dpd)  
3.12%  
**PAR 90+**  
2.26%

**Provisioning**  
3.19%  
**Write-off**  
INR 561 Cr

**Branches 1,164**  
(+20.7% YoY)  
**11,951 Employees**  
(+12.5% YoY)

**Active Borrowers**  
29.2 Lakh<sup>2</sup>  
(+1.7% YoY)

- 1) Figures adjusted excluding impact of interest income (on Stage 3 portfolio) de-recognition of INR 86.9 Cr in FY22  
2) 1.8 lakh borrowers were written off during FY22 while 5.9 lakh new borrowers were added during the same period

# FY22 Standalone P&L Statement (PAT up 168.9% YoY)

Profit & Loss Statement (INR Cr)	FY22	FY21	YoY%
Interest income	2,124.8	1,877.1	13.2%
Income from Direct Assignment	70.0	112.9	-38.0%
Finance Cost on Borrowings	788.1	740.1	6.5%
<b>Net Interest Income</b>	<b>1,406.6</b>	<b>1,249.9</b>	<b>12.5%</b>
Non-interest Income & Other Income	96.4	41.1	134.5%
<b>Total Net Income</b>	<b>1,503.1</b>	<b>1,291.1</b>	<b>16.4%</b>
Employee Expenses	352.6	299.6	17.7%
Other Expenses	161.3	126.8	27.1%
Depreciation, Amortisation & Impairment	26.2	23.4	11.9%
<b>Pre-Provision Operating Profit</b>	<b>963.0</b>	<b>841.2</b>	<b>14.5%</b>
Impairment of Financial Instruments	449.4	646.9	-30.5%
<b>Profit Before Tax</b>	<b>513.6</b>	<b>194.3</b>	<b>164.3%</b>
Total Tax Expense	130.7	51.9	151.9%
<b>Profit After Tax</b>	<b>382.8</b>	<b>142.4</b>	<b>168.9%</b>

Key Ratios	FY22	FY21
Portfolio Yield	18.3%	18.6%
Cost of Borrowings	9.2%	9.3%
NIM	11.1%	10.8%
Cost/Income Ratio	35.9%	34.8%
Opex/GLP Ratio	4.6%	4.5%

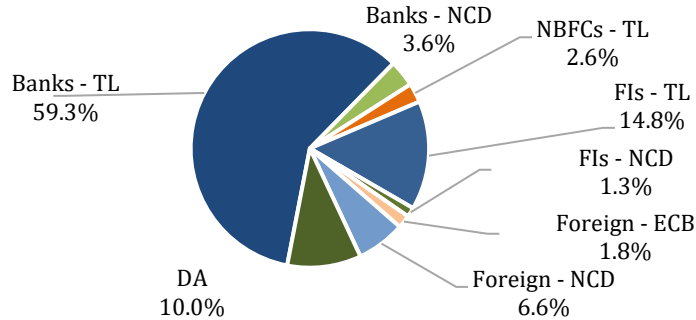
# FY22 Standalone Balance Sheet (Assets up 16.5% YoY)

Balance Sheet (INR Cr)	FY22	FY21	YoY%
Cash & Other Bank Balances	1,534.3	1,946.0	-21.2%
Loans- Balance sheet assets (Net of Impairment Loss Allowance)	12,201.6	9,717.8	25.6%
Property, plant and equipment	26.1	18.4	42.3%
Intangible assets	17.4	16.4	6.1%
Right to use assets	74.6	66.7	11.9%
Other Financial & Non-Financial Assets	277.8	268.9	3.3%
Investment in MMFL	663.3	662.7	0.1%
<b>Total Assets</b>	<b>14,795.1</b>	<b>12,696.8</b>	<b>16.5%</b>
Debt Securities	1,372.8	1,506.0	-8.8%
Borrowings (other than debt securities)	9,112.3	7,249.7	25.7%
Subordinated Liabilities	0.0	25.0	-
Lease liabilities	84.8	74.4	14.1%
Other Financial & Non-financial Liabilities	285.4	206.9	38.0%
<b>Total Equity</b>	<b>3,939.8</b>	<b>3,634.8</b>	<b>8.4%</b>
<b>Total Liabilities and Equity</b>	<b>14,795.1</b>	<b>12,696.8</b>	<b>16.5%</b>

Key Ratios	FY22	FY21
ROA	2.7%	1.2%
D/E	2.7	2.4
ROE	10.2%	4.6%
GNPA (GL: 60+ dpd, RF: 90+ dpd)	3.12%	4.38%
Provisioning	3.19%	5.00%

# Strong Liability Profile & Improved Credit Ratings

## Liability Mix - Institution / Instrument Wise (%)



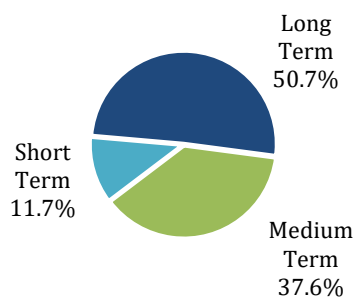
Note: O/S Direct Assignment (Sold Portion) - INR 1,162.2 Cr

## Credit Rating Upgrade from Ind-Ra & ICRA in June 2022

Rating Instrument	Rating Agency	Rating/Grading
Bank facilities	CRISIL	A+ (Stable)
	ICRA	A+ (Positive)
	Ind-Ra	AA- (Stable)
Non-convertible debentures	CRISIL	A+ (Stable)
	ICRA	A+ (Positive)
	Ind-Ra	AA- (Stable)
Commercial Paper	ICRA	A1+
Comprehensive Microfinance Grading *	CRISIL	M1C1

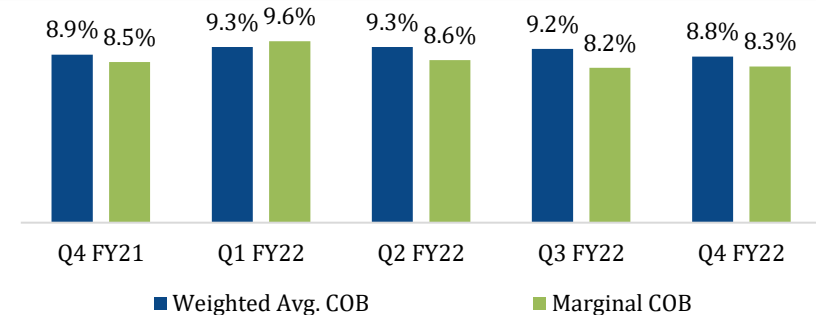
\* Institutional Grading/Code of Conduct Assessment (COCA)

## Liability Mix - Tenure Wise (%)



	Source	% Mix
Short Term <= 1 year (incl. DA)	Domestic	11.7%
	Foreign	0.5%
Medium Term > 1 year, <= 2 years	Domestic	37.1%
	Foreign	0.5%
Long Term > 2 years	Domestic	42.3%
	Foreign	8.4%

## Cost of Borrowing (%)





# FY22: Awards & Recognitions

## Great Place to Work Certification

Great Place to Work Institute India



This is to certify that CreditAccess Grameen Limited has successfully completed the assessment conducted by Great Place to Work® Institute, India, and is certified as a great workplace.

This certificate is valid from Feb 2022 to Feb 2023.

  
Yeshaswini Ramaswamy  
Chief Executive Officer  
Great Place to Work® Institute, India

## "Gold Level" Client Protection Certification

Certified by M-CRIL Limited



## Gold Shield Award – Excellence in Integrated Reporting

Presented by the Institute of Chartered Accountants of India (ICAI)



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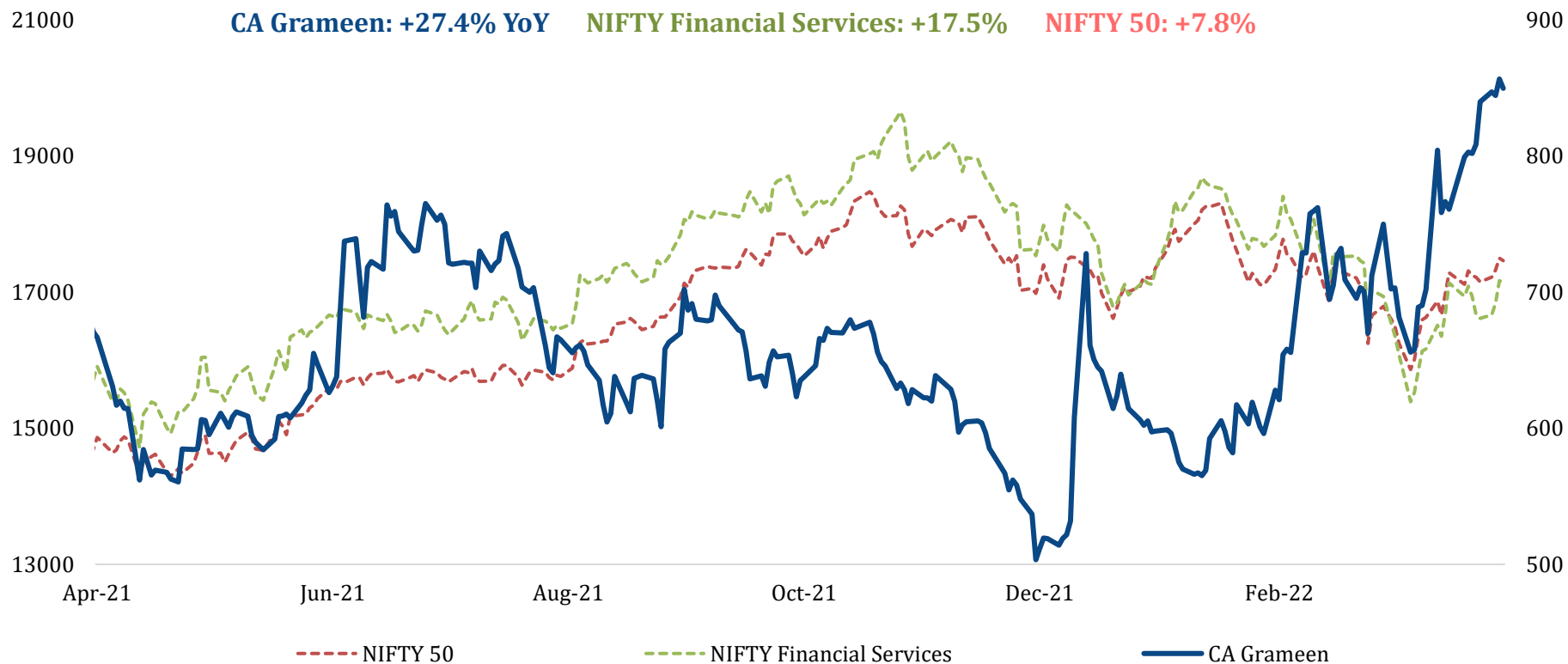
**Share Price Performance**

Business Outlook



# Share Price Performance During FY22 (Apr-21 to Mar-22)

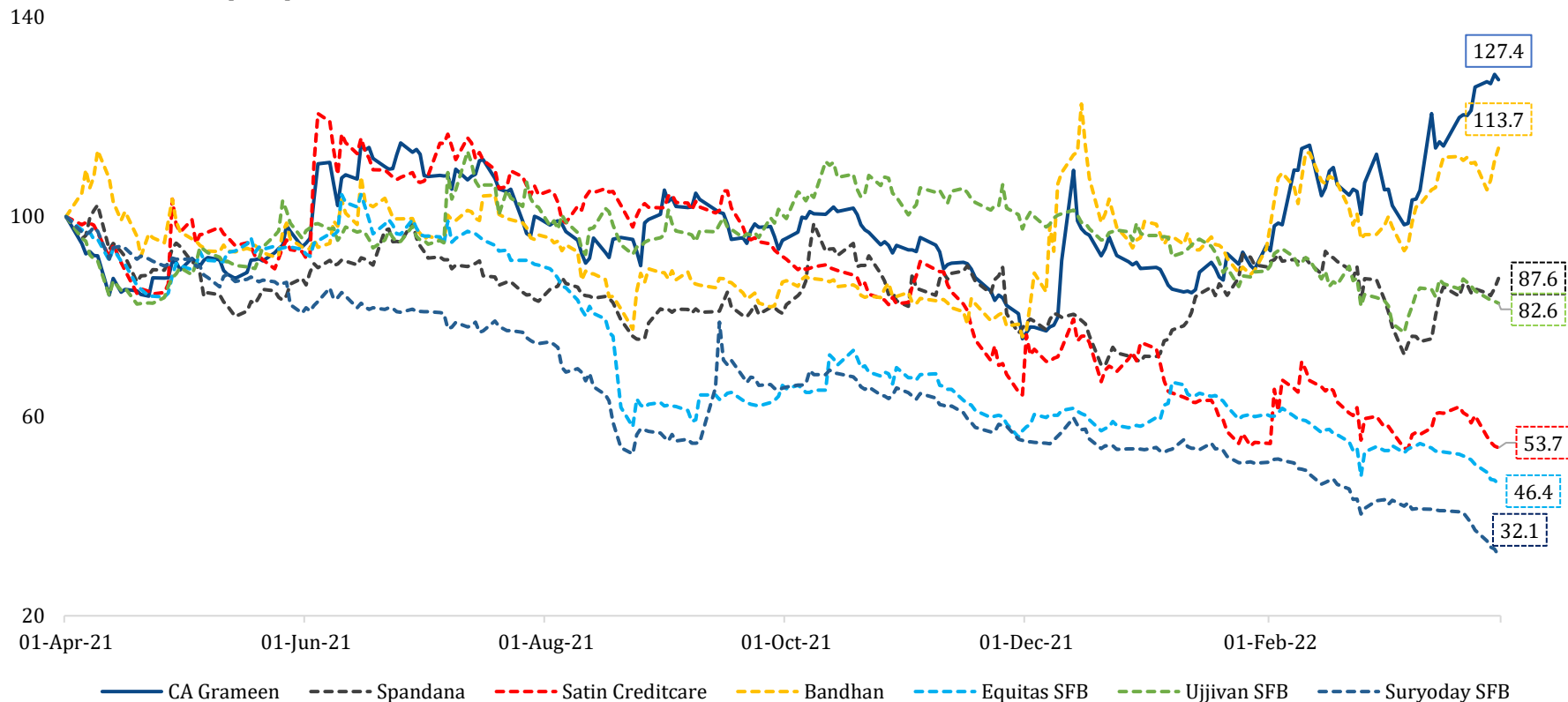
CA Grameen stock has outperformed both the indices during financial year 2022



# Share Price Performance: Comparison with Peers During FY22

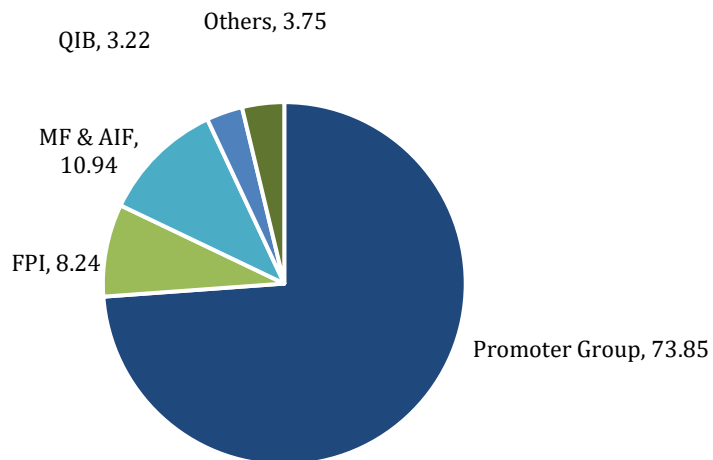
CA Grameen stock has outperformed its peers during financial year 2022

Share price performance normalised to base of 100



# Shareholding Structure

## Shareholding Pattern (%) - March 2022



## Top 10 Investors - March 2022

**Government Pension Fund Global**

**ICICI Prudential Life Insurance Company**

**ICICI Prudential MF**

**Nippon MF**

**SBI MF**

**T Rowe Price**

**Taiyo Pacific Partners**

**Tata AIA Life Insurance**

**UTI Mutual Fund**

**Vanguard**



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# Impact of RBI's New Microfinance Guidelines

Key Directives	Advantages for CA Grameen
<b>Annual household income limit raised to INR 3 Lakh (earlier INR 1.25 Lakh in rural, INR 2 Lakh in urban)</b>	<ul style="list-style-type: none"> <li>• Predominant rural focus and customer centric business model to provide significant head start for market share expansion and increased retention of higher vintage customers</li> <li>• Holistic view of customer's household income is in line with Company's vision to provide multiple products supporting lifecycle needs as well as growing aspirations on business growth and asset ownership front</li> </ul>
<b>Maximum FOIR of 50% considering all outstanding loans of the household</b>	<ul style="list-style-type: none"> <li>• Ahead of the industry in accessing comprehensive bureau data since January 2021</li> <li>• Already providing the option of 3-year tenure for higher ticket loans (&gt; INR 60,000), leading to lower instalments</li> </ul>
<b>Removal of Pricing Cap</b>	<ul style="list-style-type: none"> <li>• Ability to determine the pricing based on customer's risk profile, whilst still being competitive vs. peers</li> <li>• Lending rate for Q1 FY23 <b>CA Grameen: 18.75% (min), 21.5% (max), MMFL: 19.35% (min), 22.1% (max)</b></li> </ul>
<b>Qualifying assets limit revised from 85% of net assets to 75% of the total assets</b>	<ul style="list-style-type: none"> <li>• Supports Company's vision to serve entire household's financing needs</li> <li>• Supports Company's strategy to build secured assets complementary to end customer base</li> <li>• Ability to diversify and strengthen balance sheet</li> </ul>

Key Indicators – Consolidated	FY23 Guidance
GLP – Growth %	24.0% - 25.0%
Credit Cost (Provisions + Write-offs) – % of Avg. On-Book Loan Portfolio	1.8% - 2.0%
Return on Assets %	4.0% - 4.2%
Return on Equity %	16.0% - 18.0%

Note: The guidance provided considers a stable operating environment

# Vision 2025: “To Become The Most Preferred Financial Partner”

## Transformative aim

Today

One of the  
leading  
microlenders in  
India

Tomorrow

The trusted financial  
partner of Rural  
Under-banked  
Families in India

## Vision statement

To be the preferred financial partner of Indian households lacking access to formal credit, enriching their lives by providing convenient and reliable solutions, matching their evolving needs.

# Vision 2025: “To Become The Most Preferred Financial Partner”

To be a “Single Channel” for all lifecycle financial needs, CA Grameen is developing various innovative products designed based on the evolving needs of customers



## RETAIL LENDING PRODUCTS

- Piloting new products complementary to target customer segment – loan against property, gold loan, affordable housing loan, 2-W loan



## INSURANCE PRODUCTS

- Wage loss insurance successfully piloted
- Target 2W insurance (>60% of customer families own 2Ws)



## INFRASTRUCTURE SECURITY & COMPLIANCE

- Robust information security & controls along with enhanced user access management



## PAYMENT PRODUCTS

- Platform for cash transactions and bill payments from bank A/Cs, mobile and DTH recharge at customer doorstep



## DATA DRIVEN APPROACH

- Single source of data across organisation, integrate data analytics into processes and decision making, robust data governance



## ROBUST TECHNOLOGY

- Scalability/ stability of core systems, enterprise mobility, RPA/ automation, unified app model, 3<sup>rd</sup> party integrations



## TECHNOLOGY

### DELIVERY & EFFICIENCY

- Faster technology delivery along with high levels of quality



## SAVINGS AND

### INVESTMENT PRODUCTS

- Customized products (deposits, insurance savings, gold investments) with limited complexity, documentation



Thank you



[www.creditaccessgrameen.in](http://www.creditaccessgrameen.in)