



**Ramakrishna Nishtala**  
MD & CEO

Faced with sustained challenges in raising capital at competitive prices and a slowing economy, the NBFC sector is set to record their lowest loan growth in over a decade in the ongoing fiscal year of 2020, according to rating agency Crisil.

With funding requirements increasing, the Government has taken up various measures in strengthening and supporting the NBFCs with various schemes like Partial Credit Guarantee and also reduction in the corporate income tax rate from 35% to 25%.

The various fiscal incentives given to the financial industry will be favorable for Vistaar’s operations in many ways and is more likely to have a positive impact on growth and profitability.

In spite of the challenges, we are glad to inform you that we are able to raise funding in the previous quarter which has been the highest ever in the history of Vistaar for uninterrupted business operations resulting in 42% YoY growth of our enterprise portfolio and the disbursement growth of 43% for the same period. This was made possible only due to strong balance sheet, consistent profitability and strong ALM. We thank all our lenders for their support as well as 2000 plus Vistaarians.

We also expanded our branch network with additional branches in Coimbatore and Vijayawada.



In the last quarter, Vistaar has conducted credit training programs to its credit team across various locations in order to help them to understand the credit policy and credit assessment process which will help them reach greater heights in their career.

The HR team has also conducted employee engagement activities where the team members interact with the family members of Vistaarians to instill the sense of job security and to have personal connect which helps them to achieve greater success as they feel bonded with a sense of togetherness.



**Vistaarians celebrated Christmas and Makar Sankranti festival with a bundle of joy and happiness at Head office**



Snapshot – Q3 FY20	
States	14
Branches	222
Districts	151
Customers	34,706
Employees	1,843
Disbursements (YTD) (₹ Crs.)	671
Enterprise POS (₹ Crs.)	1,652
Portfolio (₹ Crs.)	1,765