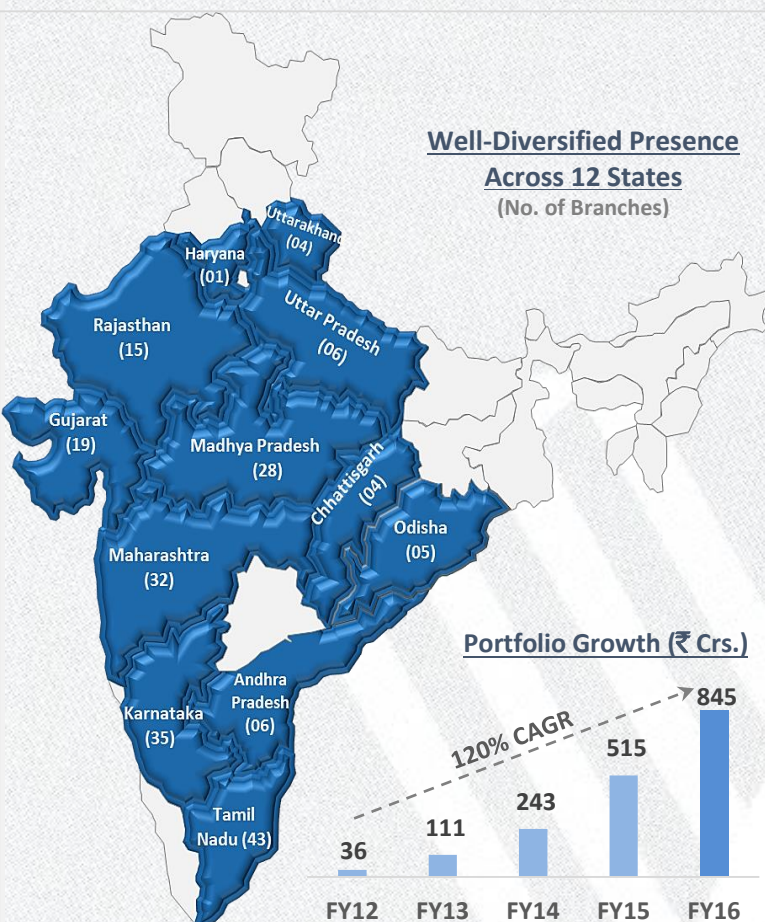


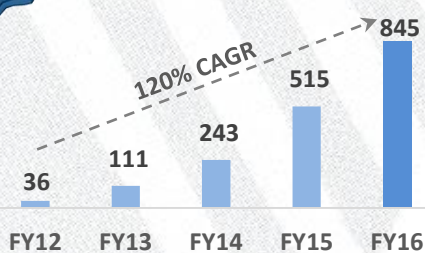
“Thank You FY16”

Operational Highlights

Well-Diversified Presence
Across 12 States
(No. of Branches)



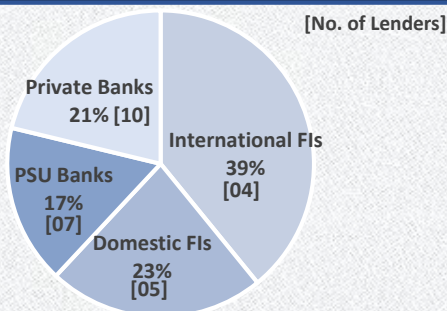
Portfolio Growth (₹ Crs.)



FY16 – Snapshot

Branches (#)	198
Customers (#)	78,780
Disbursements (FY16) (₹ Crs.)	601
Employees (#)	2,059

Diversified Debt Source Mix



Mr. Brahmanand Hegde
Managing Director & CEO



Mr. Ramakrishna Nishtala
Founding Director & COO

CEO & COO
“Speaks”

FY 2016 has been a milestone year in the life of Vistaar. As a Company we have grown well and this has resulted in attracting interest of various stakeholders. Notable among them being-

- Equity raise of ₹ 250 crore from the set of existing investors namely WestBridge Capital, Elevar Equity & Omidyar Network (ON).
- Healthy pipeline of debt from Banks, Developmental International Financial Institutions & NBFCs aggregating to 26 lenders on board.
- Over 55% growth in number of Vistaarians to ~2,000 plus and taking the customer base to ~79,000.
- Expansion of branch network to 198 branches with addition of 68 branches during the year.
- Disbursements of over ₹ 600 crore during the year & portfolio outstanding of ₹ 845 crore.

This has been possible only because of the hard work of all ~2,000 plus Vistaarians and support from all the stakeholders including investors, lenders and others.

We have prioritised our investment in people, capacity building, technology, digital branches etc. during the year. We expect that all these investments will help us in improving efficiency at every level including branches and central functions and also managing the operational risks better.

Vistaar’s strategy has always been to keep the Customer at the centre of focus. Keeping this objective in mind, we have not only launched two new product variants namely- Bill Discounting and Equipment Finance, but also passing the benefit of cost efficiency to customers (lower cost of funds and higher efficiency). This has helped us to attract more and better Customers as well as retain the existing ones. All these has helped us to maintain competitiveness in the market.

Till date, Vistaar has assisted over 1,30,000 Customers with cumulative disbursements of more than ₹ 1,400 crore. Each of our loans have helped in creating and enhancing livelihoods of our Customers and their family positively, impacting over 0.5 million livelihoods during the last six years.

Recognising the strength of the Company and its Balance Sheet as well as consistent performance over the past few years, ICRA Ltd. has further upgraded the long term credit rating from ‘BBB+’ to ‘A-’, which reinforces the long term confidence of the agency on the Company and sustainability of the model.

We would like to once again **THANK ALL** stakeholders who helped us to build this Company and we continue to seek their support going forward too.

Successful
Capital Raise



₹ 250 Crs.

Rating
Upgraded



Awards

“Most Influential CFO in India” by CIMA, London
“Best Financial Reporting - Medium Business” by Asia CMO Excellence Awards



Vistaar Financial Services Private Limited

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