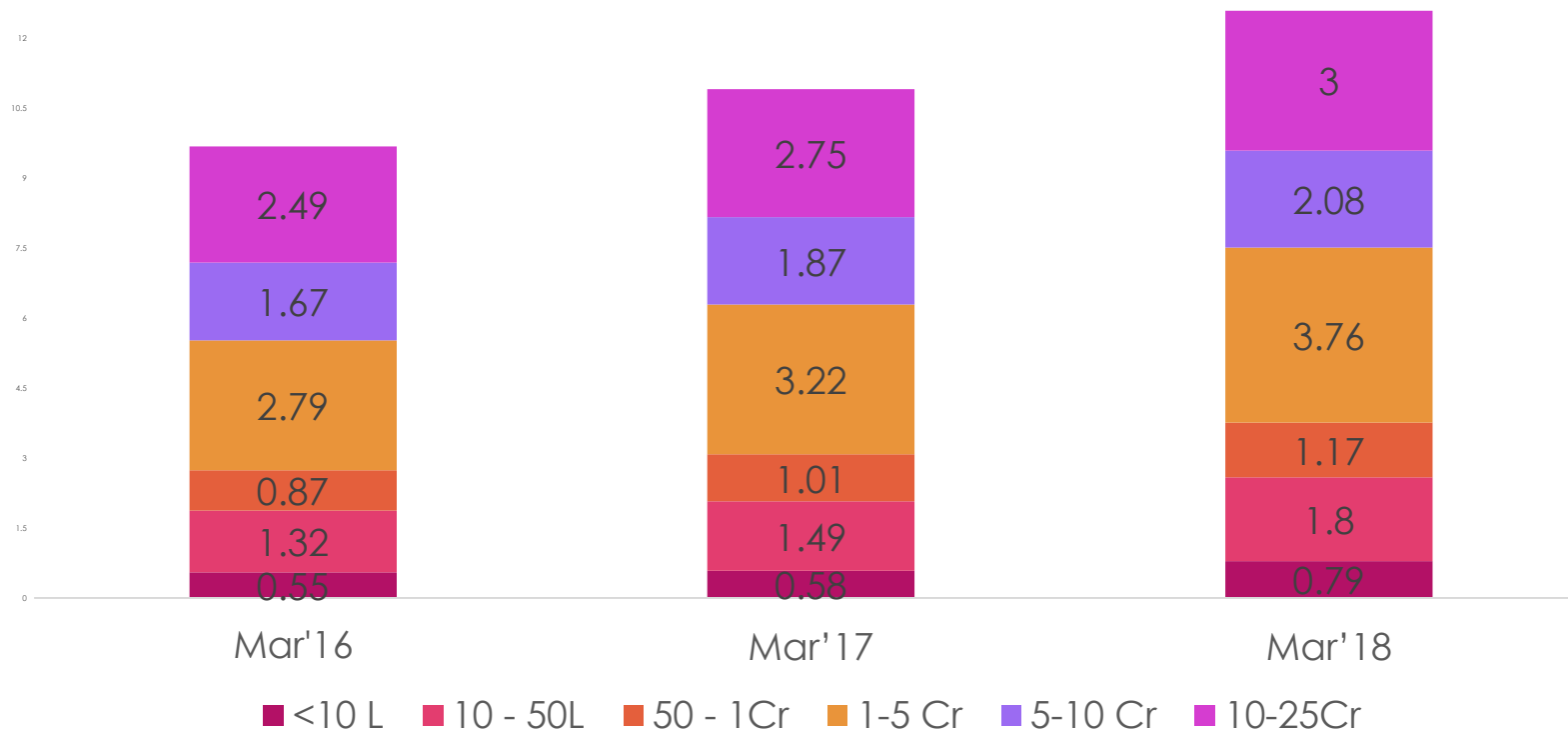


# MSE Finance

# MSME Landscape

Credit Exposure of MSME Segments (in Lac Crores)



- For the period Mar'17 to Mar'18, the entities having less than 25 Crores credit exposure have shown accelerating credit growth of 15.4% (Mar'16 to Mar'17, 12.7%).
- The Very Small segment (less than 10 Lakh exposure) has shown credit growth of 35%

## Customer Segment

Enterprises that are “1<sup>st</sup> generation formal banking” with well documented financials.

- ▶ Enterprises with a Turnover less than 100 Crores
- ▶ Documented financials readily available
- ▶ Aailed basic banking services without expert advice.
- ▶ Tier 2 & 3 cities

# The opportunity

MSME is 23% of  
the total  
commercial  
credit

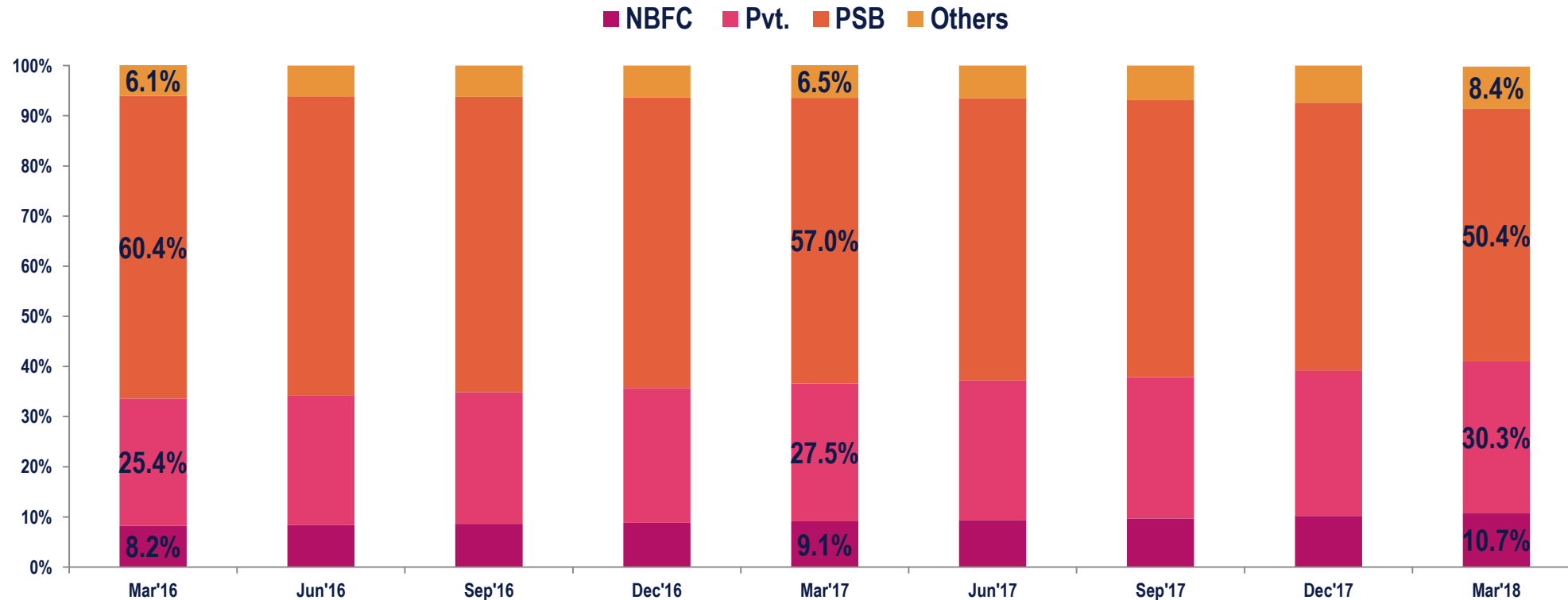
PCA restricting  
growth for PSU

NBFC  
stronghold

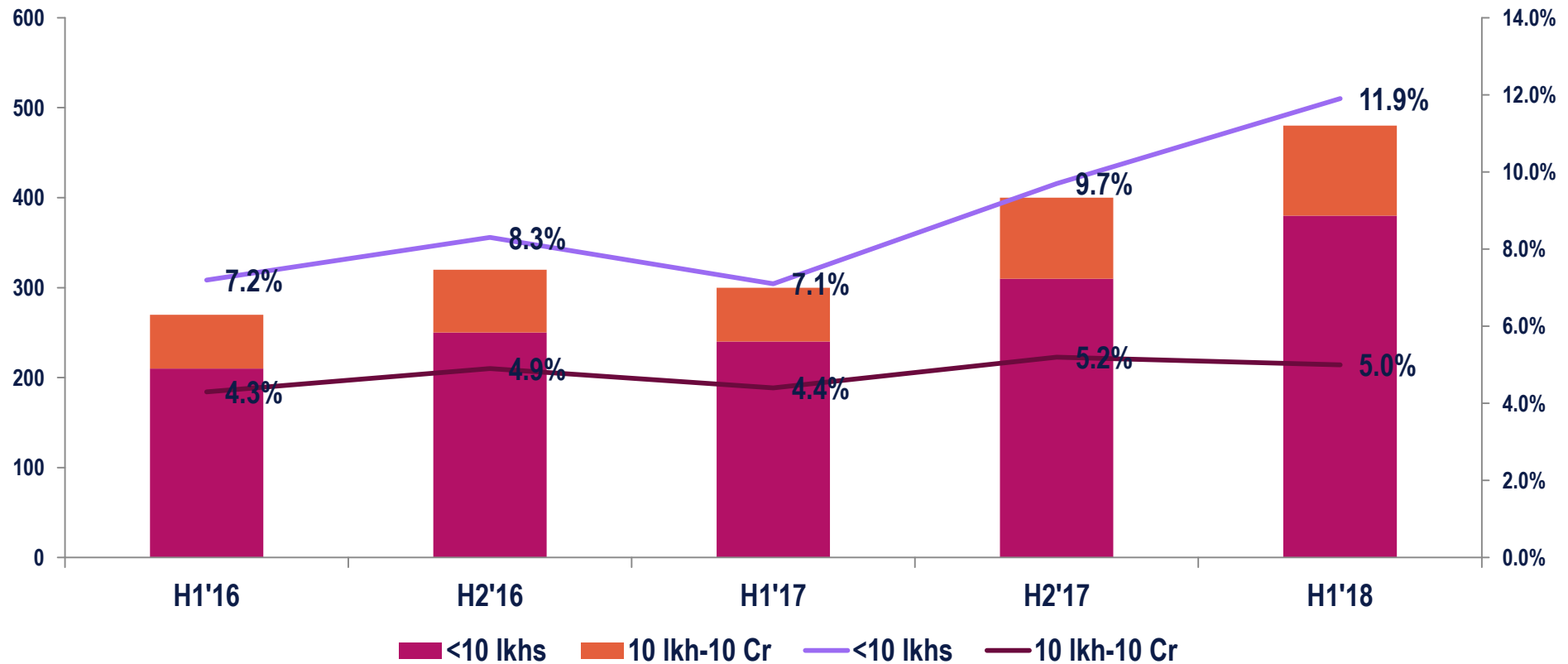
Limited Domain  
expertise

Fintech  
Collaboration

# Market share shift to Pvt Banks & NBFCs



# NTC MSMEs growing rapidly



# Competitive advantage



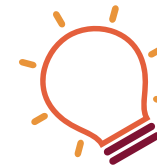
## Network

50% of the network has strong presence in Tier 2 & 3 towns to drive direct sourcing



## Cost of Funds

As retail liabilities grow our competitive margin with to NBFC will expand

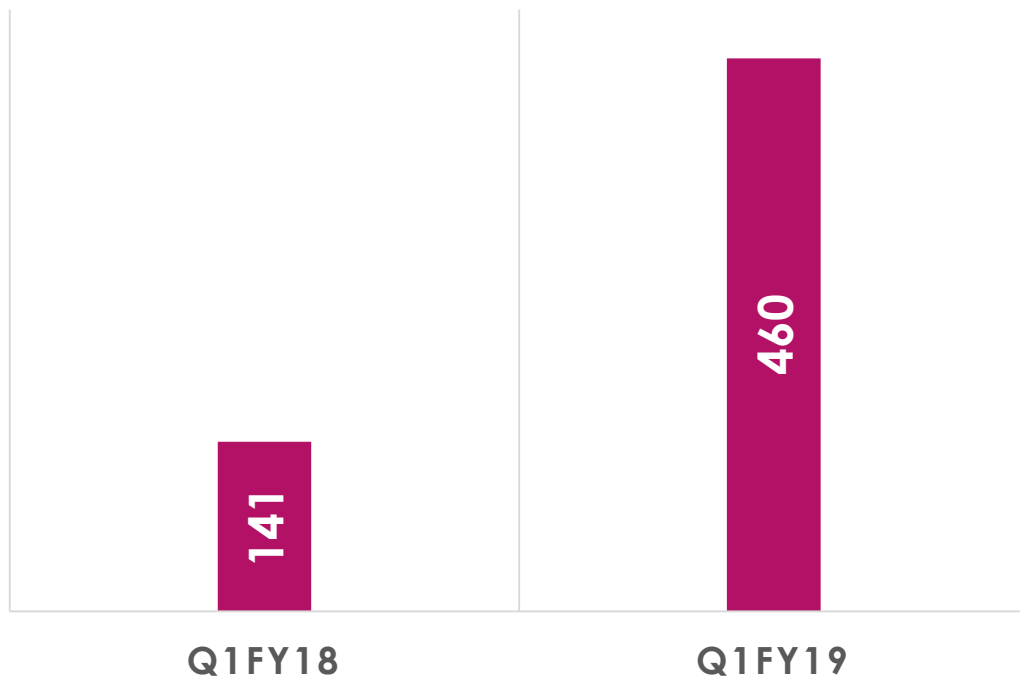


## DNA for small loans

Hunger for small ticket loans is our DNA .  
Target loan size is lower than most banks

# Journey so far

## Advances growth



## Product & Platform

Leadership team on board

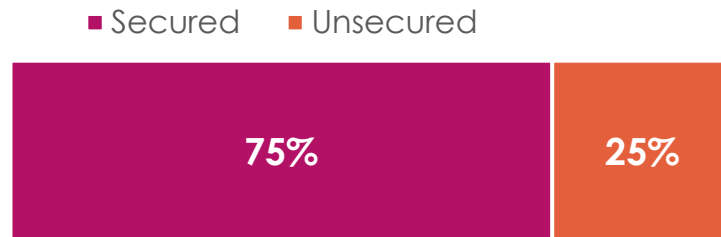
Technology configuration completed

Account & Portfolio level Early Warning Systems

Credit Policy & Team



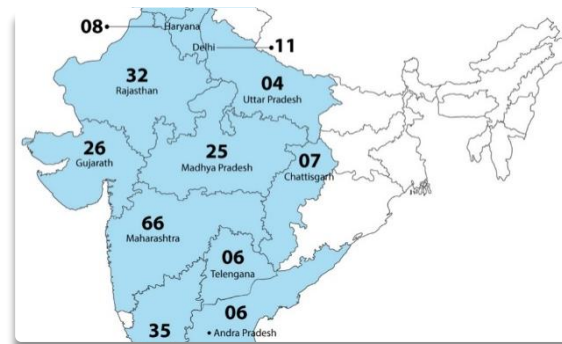
# Strategic focus



## Small ticket WC loans

Loan Ticket : 15 Lacs to 75 Lacs

Products: Fund and Non fund based



## Leverage Network

Liability branches to drive sourcing apart from direct RM channel



## Sole Banker

Aim to become sole bankers and provide innovative financing solutions

Thank you

Bhadresh Pathak