

# Suryoday

Enabling Dreams. Empowering Lives.



## **ANNUAL REPORT 2014-15**

Suryoday Micro Finance Limited  
(Formerly Suryoday Micro Finance Pvt. Ltd.)



THERE IS  
NO TOOL FOR  
DEVELOPMENT  
MORE EFFECTIVE  
THAN THE  
EMPOWERMENT  
OF WOMEN

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## INTRODUCTION

### Towards sustainable socio-economic progress

Suryoday Micro Finance Limited (Formerly Suryoday Micro Finance Pvt Ltd), a registered NBFC-MFI engaged in providing financial services to women from aspirational, economically challenged sections, is proud to present before you its financial statements for the Financial Year 2014-15.

With your support and encouragement, the company is poised to further expand its area of operations across the country and cater to those who do not have full access to traditional banking services with an objective to promote self-employment and financial inclusion.

**AT A**  
**GLANCE**





## AT A GLANCE

### Suryoday: At a glance

Since its inception in November 2008, Suryoday Micro Finance has achieved many a milestone that have instilled trust and confidence in its systematic approach and working towards the goal of sustainable improvement in standard of living of its customers. A glance will reinforce Suryoday's enterprising leap to the present day achievements.

## 2008

- Incorporated in November 2008 under the Companies Act with Registered Office in Chennai

## 2009

- RBI License for NBFC Operations
- Private Equity Funding Agreement with Aavishkaar Goodwell
- CRISIL Grading of mFR5
- 10 Branches across Pune and Solapur in Maharashtra; Chittoor in Andhra Pradesh
- Cumulative Disbursement of ~ ₹15 crores, Gross Loan Portfolio of ~ ₹11 crores with ~ 15000 Active Customers

## 2010

- Launch of Second Cycle Loan Products
- Series B Funding of ₹21 crores with investments from Aavishkaar Goodwell and Lok Capital
- Upgrade in CRISIL Grading to mFR4
- 31 Branches across Pune, Solapur, Mumbai and Kolhapur in Maharashtra; Bhubaneswar in Odisha; Chittoor in Andhra Pradesh; Salem and Trichy in Tamilnadu
- Cumulative Disbursement of ~ ₹106 crores, Gross Loan Portfolio of ~ ₹52 crores with ~ 80,000 Active Customers

## 2011

- New Products Launched - Monthly / Fortnightly Repayments
- CRISIL Grading of mFR4 retained
- Cumulative Disbursement of ~ ₹220 crores, Gross Loan Portfolio of ~ ₹80 crores with ~ 90,000 Active Customers



## 2012

- Series C Equity Infusion from HDFC Holdings and HDFC Life
- CRISIL Grading Upgraded to mfR3
- Cumulative Disbursement of ~ ₹350 crores, Gross Loan Portfolio of ~ ₹112 crores with ~ 1,40,000 Active Customers
- Number of Branches: 34
- Expansion into Karnataka and Gujarat

## 2013

- Series D Equity Infusion of ~ ₹20 crores from Aavishkaar Goodwill and Lok Capital
- Series E Equity Infusion of ₹15 crores from domestic Investors
- Cumulative Disbursement of ~ ₹422 crores, Gross Loan Portfolio of ~ ₹152 crores with ~1,56,000 Active Customers
- Number of Branches: 46
- Received a debt rating of BBB- (With +ve outlook) from ICRA in Sept 2013
- Received RBI approval for NBFC-MFI status in Dec 2013

## 2014

- CRISIL Grading mfR3 retained
- Cumulative Disbursement of ~ ₹785 crores, Gross Loan Portfolio of ~ ₹326.6 crores with ~2.74 Lac Active Customers
- With addition of 24 new branches and entry into state of Rajasthan, total number of branches stands at 70
- Received a debt rating of BBB (With stable outlook) from ICRA in June 2014
- Equity Infusion of ₹27.4 crores from IFC and Existing Investors

## 2015

- 161 Branches across Maharashtra, Odisha, Gujarat, Tamil Nadu, Karnataka, Rajasthan and Madhya Pradesh
- Cumulative Disbursement of ₹1663 Cr, Gross Loan Portfolio of ₹639 Cr with 5.62 Lacs Active Customers
- Received Bank Line Rating of BBB for enhanced amount of ₹350 Cr in Feb 2015
- Securitized portfolio of ₹58 Cr in FY15
- Received Grading of M2+ from ICRA in Apr 2015
- Equity Infusion of ₹32.6 crores through Rights Issue



## FUNDING RELATIONSHIPS & INVESTORS

### Bankers

Andhra Bank

Axis Bank

Bank of Maharashtra

DCB Bank

Dena Bank

Dhanlaxmi Bank

HDFC Bank

IDBI Bank

Indus Ind Bank

Indian Overseas Bank

Kotak Mahindra Bank

Ratnakar Bank

State Bank of India

State Bank of Patiala

Standard Chartered Bank

South Indian Bank

UCO Bank

Yes Bank

### NBFC Partners

Capital First Ltd

Caspian Impact Investment Pvt Ltd

Family Credit (Wholly Owned Subsidiary of L&T Finance Holdings Ltd)

IFMR Capital Finance Pvt Ltd

Maanveeya Development & Finance Pvt Ltd

MAS Financials Services Ltd

Reliance Capital Ltd

Tata Capital Financial Services Ltd

### NCD Investors

AAV SarL

International Finance Corporation (IFC)

IFMR FImpact Investment Fund

Microfinance Enhancement Facility SA, SICAV-SIF

Microfinance Initiative For Asia Debt Fund SA, SICAV-SIF

MicroVest

UTI International Wealth Creator 4

### Institutional Shareholders

Aavishkaar Goodwell

HDFC Group

LOK Capital

International Finance Corporation

Developing World Markets





## PROFILE: BOARD OF DIRECTORS

**Dr. Mrs. Sheela Bhide (Chairperson and Independent Director)**, holds a Doctorate in International Trade from the Institute of International Studies, Geneva; a Masters Degree in Economics from George Mason University and a Masters in Public Policy from John F. Kennedy School of Government, Harvard University. She joined the Indian Administrative Service in 1973 and in the course of her 36 year long career with the GoI, has held various posts such as Chairman and Managing Director, ITPO; Additional Secretary and Financial Advisor, Ministry of External Affairs; Additional Secretary and Financial Advisor, Ministry of Defence and Joint Secretary, Ministry of Corporate Affairs.



**Mr. R. Ramachandran (Independent Director)**, is an illustrious banker with global experience. He retired as the Chairman & Managing Director of Andhra Bank in December 2011 prior to which he was Executive Director at Syndicate Bank. He is currently a Non Executive Director of SIDBI and an Independent Director in Gati - Kintentsu Express Pvt. Ltd. and a Director of Meliora Asset Reconstruction Company Ltd.



**Mr. Arun Diaz (Nominee Director)**, holds a Master's Degree in Management from XLRI. He is currently an entrepreneur consultant and also a trustee and member of the Investment Committee of Aavishkaar Goodwell. He was earlier the head of Reuters Consulting for South Asia and had a distinguished career spanning 28 years at Standard Chartered Bank in various positions and international locations.



**Mr. Venkatesh Natarajan (Nominee Director)**, has over fourteen years of experience in product development and venture capital at Intel. He has led several equity deals in design software, computing and wireless technology sectors and acted as operational consultant to various MFIs in India. He is an MBA from Cornell University and has an Engineering Degree from Annamalai University.



**Mr. Mathew Joseph (Nominee Director)**, a Chartered Accountant with over 25 years of experience in Banking and Financial Services, he is currently a member of the Executive Management of HDFC Ltd.



**Mr. Aleem Remtula (Nominee Director)**, is a Vice President in the DWM private equity team. He started his career at JP Morgan as Corporate Finance Analyst. He then moved on as a Senior Associate to New York City Investment Fund and then served as an Investment Associate for Bridges Community Ventures, a UK-based private equity and venture capital firm and in the process gained six years of experience with socially responsible, double and triple bottom line venture capital and private equity funds in the US and Europe. Aleem is an MBA from Harvard Business School and has a Bachelors Degree in Economics and Finance from Princeton University.



**Mr. R. Baskar Babu (Managing Director & CEO)**, an Engineering Graduate from SRM and Management Graduate from School of Management, Pondicherry with over 23 years of experience in Financial Services, he has earlier worked with Cholamandalam, HDFC Bank and GE Commercial Finance in various leadership positions. His dream has been to create a World Class Organisation which will positively impact a sizable percentage of population.



## PROFILE: LEADERSHIP TEAM

### **R. Baskar Babu**, Managing Director & CEO

An Engineering Graduate from SRM and Management Graduate from School of Management, Pondicherry with over 23 years of experience in Financial Services, he has earlier worked with Cholamandalam, HDFC Bank and GE Commercial Finance in various leadership positions.



### **Narayan Rao**, Head - Support Services

An MBA from Symbiosis with over 26 years of work experience spanning Sales, Operations and IT including 6+ years in USA, he has worked in organizations like Motorola - Pagepoint, Intelligroup and PINC.



### **Vikrant Bhagwat**, Head - Business, Business Audit, Social Initiatives

An EMBA with over 20 years of work experience in Banking and Financial Services, he has worked in organizations like Cholamandalam, HDFC Bank, DCB Bank and Lok Capital.



### **Sanjay Tiwari**, CFO

A CA with over 16 years of work experience in Banking and Financial Services, he has worked in organizations like ABN-Amro, Suzlon and Essar Group.



### **Sajitha Chougule**, Head - Accounts

A CA with over 11 years of work experience in Financial Service, she has worked in organizations like ICICI Securities Limited and Kale Consultants Limited.



### **Priya Vishwanathan**, Company Secretary and Legal Counsel

An ACS with Post Graduate degrees in Commerce and Law, she has over 6 years of work experience as Company Secretary.



### **Sameer Ranade**, AVP -Treasury

An MBA with over 15 years' experience in Investment Banking, Institutional Broking and Proprietary Fund, he has worked in organizations like VS Infrastructure Capital, GeeCee Ventures and PINC.



### **Kranti Sety**, AVP - HR Initiatives

An MBA with over 13 years of HR experience in varied industries, she has worked in organizations like GTL, Randox Laboratories, The ConJoin Group and Elara Group.



### **K. Anand Balaji**, AVP - Operations

An MBA with over 17 years of work experience in handling back-office operations, he has worked for organizations like Cholamandalam and PINC.