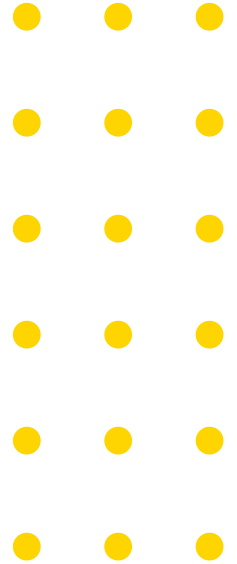


SVASTITRIKA SVASTI NEWSLETTER

October to December 2023



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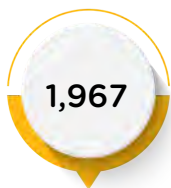
- A Note from our Co-Founders
- Events at Svasti
- Achieving New Milestones
...and more!



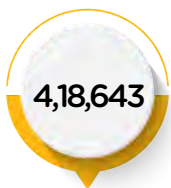
SVASTI PERFORMANCE SNAPSHOT



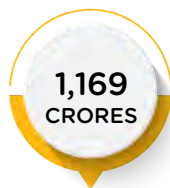
Branches



EMPLOYEES



CUSTOMERS



PORTFOLIO*



A NOTE FROM OUR CO-FOUNDERS

Dear Svasti family,

Quarter 3 of FY 2023-24 was one of expansion, growth, and celebrations. As our business grew, our people all over performed better, and we celebrated every milestone and achievement with great enthusiasm.

Besides growth in our microfinance business, our consumer finance business got a boost with our new partnership with Niva Bupa Health Insurance, adding to our existing health insurance partner network of Acko, and Care Health Insurance.

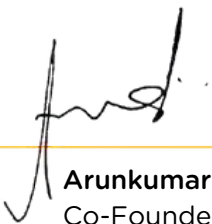
Our Quarter Champions won Recognition and Reward trips to interesting places, where they celebrated together as a team. We also started celebrating our Annual Days in every region, so that all our branches and people got a chance to celebrate our growth and success as a team. We hosted Svasti Pragati Mahotsavs in Rajasthan, Tamil Nadu, and Uttar Pradesh, with our people showcasing their talents on exciting evenings of DJ music, and delicious dinner.

Internal growth continued this quarter too at Svasti, with 36 of our people advancing in their careers with promotions between October and December 2023. 23 CROs became ABMs, 8 ABMs became BMs, 2 BMs became UMs, and 3 from our Head Office also moved up with promotions.

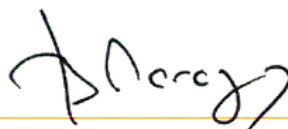
You can read more about all this in this newsletter, along with other exciting news and celebrations that we shared in the months of October, November, and December 2023.

With Gratitude and Best wishes to each and everyone at Svasti Microfinance,

Sincerely,



Arunkumar Padmanabhan
Co-Founder & CEO



Narayanan Subramaniam
Co-Founder, CFO & CIO

EVENTS AT SVASTI



Dussehra Celebration at Svasti

We made Dussehra extra special at our office with a sacred puja to bring in positivity all around. Then, we turned up the fun with a lively Garba event on 21st October 2023 at the Shipa Hotel in Thane for our amazing employees. And of course, we wrapped it all up with a delicious dinner to end the day on a high note!



Fun Twins Day

The Admin Team set up a super fun Twins Day on the 2nd Friday of October 2023 for everyone at the Head Office! Everyone got into the spirit and teamed up with their twin partners, dressing up in awesome matching outfits. And to top it off, we awarded the best twin duo with a special prize. It was a day full of laughs and fun!

EVENTS AT SVASTI



Cultural Activities - Tamil Nadu

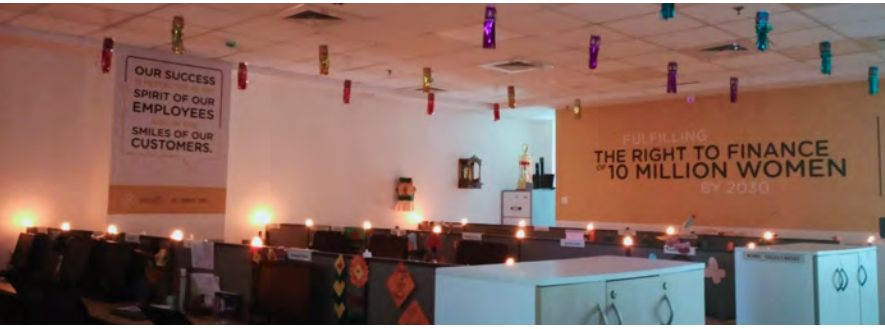
It was the morning of our Annual Day celebrations in Tamil Nadu when everyone had gathered to discuss the event's flow of activities with the HODs including Ravikumar Nagaram, Parin Vithlani, Nitesh Kumar, and Narayan Bhaskar. It transitioned into a memorable moment when it started raining and our meeting place became a volleyball and kabbadi ground. We had a fun time and early Holi celebrations when least expected.



Recognition and Rewards - Our Q2 Champion Branch

The Ponneri team went on a trip to Mysore as a reward for their Q2 championship win. They were accompanied by Narayan Bhaskar and Dinesh Mohan Raju from the Head Office.

EVENTS AT SVASTI



Diwali Celebration at Svasti

We celebrated Diwali in style on 20th November 2023. Everyone dressed up in beautiful traditional outfits, and our office became an amazing sight of dazzling lights, diyas, and colorful rangolis. The HR & Admin Team spiced things up with a Desk Decoration Contest, where the most creative desk won a special prize. We all had delicious sweets and snacks, making unforgettable memories together.



Diwali Celebration at Svasti in Various branches! Anand, Nadiad, and Vadodara Branches celebrated the festival of giving, prosperity, and joy, by making rangoli, lighting candles and diyas, and decorating their workplaces, with invocations for the prosperity of the branches operations, and blessings for all the team members.

EVENTS AT SVASTI

Rajasthan Annual
Day Celebrations

18 Nov 2023. This financial year we celebrated our Pragati Mahotsav in various regions so that each branch team could get together, showcase their talents, and collectively celebrate the achievements in their respective states. The first such celebration happened in Jaipur Rajasthan.

The event was attended by Arunkumar Padmanabhan (CEO and Co-Founder), Ravikumar Nagaram (Vice President - JLG Business), and Narayan Bhaskar (Vice President - HR & Admin), along with Venu Gopala Sasapu (Regional Head), and all the Unit Managers of our Rajasthan region.

EVENTS AT SVASTI

25 Nov 2023 Our second Pragati Mahotsav of the year was celebrated in Chennai, and was attended by Arunkumar Padmanabhan (CEO & Co-Founder), Narayanan Subramaniam (CIO & CFO), Ravikumar Nagaram (Vice President - JLG Business), Narayan Bhaskar (Vice President - HR & Admin), Nitesh Kumar Sinha (Vice President - Operations, Audit, CDL, and MSME Credit), Parin Vithlani (Vice President - Training & Development), and Sudhakar Seetha (Vice President - Consumer Finance), along with Viswakiran Gadwal (Regional Head) and all the Unit Managers of our Tamil Nadu region.



Tamil Nadu Annual Day Celebrations



EVENTS AT SVASTI

16 Dec 2023. Our Uttar Pradesh Region Pragati Mahotsav was celebrated with great enthusiasm, like all our Pragati Mahotsavs, with Recognition and Rewards for outstanding performance by team members, talent shows, and a DJ party with music, dance, and dinner.

The event was attended by Arunkumar Padmanabhan (CEO & Co-Founder), Ravikumar Nagaram (Vice President - JLG Business), Narayan Bhaskar (Vice President - HR & Admin), Nitesh Kumar Sinha (Vice President - Operations, Audit, CDL, and MSME Credit), Amin Shaikh (Zonal Head - UP Region) along with Rajesh Gupta and Amit Saroj (Regional Heads), and all Unit Managers in Uttar Pradesh.



Uttar Pradesh Annual Day Celebrations



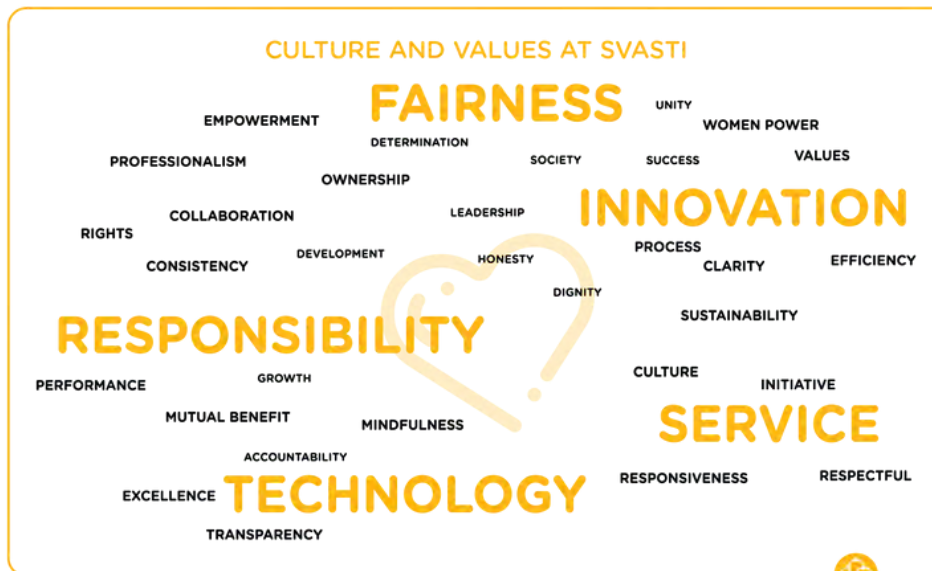
More Pictures on next page

EVENTS AT SVASTI



Christmas Celebration at Svasti

Christmas and Secret Santa go hand in hand. Our HR & Admin Team made it even more exciting with a lively Secret Santa event on 22nd December 2023. Each employee drew a name from a box and got to play Santa by surprising their chosen colleague with a special gift. The joy on everyone's faces when they received their presents was priceless!



JLG MICROFINANCE LOANS - CHAMPION CROs



Shubham Latke - CRO



Narayan Mishra - CRO



Santosh Kumar Yadav - CRO

Month	Employee	Branch	Groups
Oct 2023	Shubham Latke	Andheri East	30
Nov 2023	Narayan Mishra	Andheri East	28
Dec 2023	Santosh Kumar Yadav	Bhiwandi	29

The top performing CRO during a given month is awarded as champion CRO.

JLG MICROFINANCE LOANS - CHAMPION BRANCH

This Quarter's Champion Branch was Bhiwandi with 201 groups disbursed during the quarter. Congratulations to the branch team for achieving this milestone success.



Branch | Groups Disbursed | Quarter
 Bhiwandi | 201 | Q3

JLG CUSTOMER MILESTONE



November 2023 | Branch - Ayodhya | Milestone - 2,000 Customers

December 2023 | Branch - Wada | Milestone - 2,000 Customers

Our **Ayodhya and Wada Branches** celebrated customer enrolment milestones with 2,000 customers each enrolled by them.

← PUSH YOURSELF →
BECAUSE
NO ONE ELSE IS
GOING TO DO IT
FOR YOU

PEOPLE RISING, AT SVASTI

PROMOTIONS BETWEEN OCTOBER - DECEMBER 2023

Congratulations to all those who rose among the ranks in the company. Your performance and Svastitva values make us proud. Thank you, and wishing you all the best in your new roles!



Devendra Patel
Unit Manager



Ravindra Paswan
Unit Manager

Abbas Lalsab Kalloli
Assistant Branch Manager,
Pune

Anju Kumari
Assistant Branch Manager,
Sikar

Appasaheb Thombre
Assistant Branch Manager,
Jamnagiri

Chavada Ravjibhai
Assistant Branch Manager,
Godhra

Deepanshu Meena
Branch Manager,
Vaishali Nagar

Dilip Kumar
Assistant Branch Manager,
Kuchaman City

Dipak Kumar Divakar
Branch Manager,
Rajnandgaon

Hitesh Nagesh Gosavi
Assistant Branch Manager,
Madgaon

Kana Ram yogi
Branch Manager,
Sikar

Mahendra
Assistant Branch Manager,
Vaishali Nagar

Mahesh Gavhane
Assistant Branch Manager,
PCMC Pune

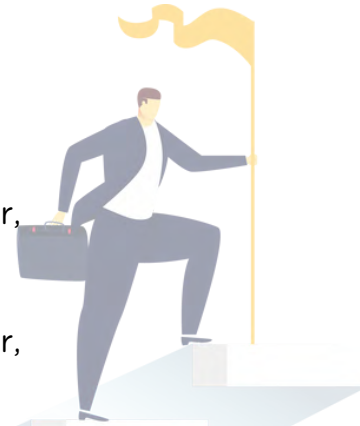
Mangesh Kamble
Assistant Branch Manager,
PCMC Pune

Manish Khajuriya
Assistant Branch Manager,
Indore

Parmar Mukeshkumar
Assistant Branch Manager,
Anand

Parmeshwar Sarate
Assistant Branch Manager,
Chakan

Pramod Bhalekar
Assistant Branch Manager,
Chiplun



PEOPLE RISING, AT SVASTI

Congratulations to everyone promoted during this Quarter. Your performance and Svastitva values make us proud. Wishing you all the best in your new roles!

HEAD OFFICE PROMOTIONS BETWEEN OCTOBER - DECEMBER 2023

Parmar Hiteshkumar Babubhai
Manager,
Naroda Ahmedabad

Kumwar Virendra Singh
Manager,
Satna

Mohamed Muzamil J
Manager,
Katpadi



ALL INDIA PROMOTIONS BETWEEN OCTOBER - DECEMBER 2023

Pratiksha Godse
Assistant Branch Manager,
Nashik Road

Pravin Katariya
Assistant Branch Manager,
Ratlam,

Rajput Mohansingh
Branch Manager,
Isanpur

Rhushikesh Patil
Assistant Branch Manager,
Sawantwadi

Sachin Jadhav
Branch Manager,
Aurangabad

Sajid Sayyad
Assistant Branch Manager,
Ahmednagar

Sandesh Damale
Assistant Branch Manager,
Nashik

Sanjay Kushwah
Assistant Branch Manager,
Biaora

Santosh Patil
Assistant Branch Manager,
Alibag

Shaurabh Prakash
Assistant Branch Manager,
Isanpur

Shewale Dinesh Tukaram
Assistant Branch Manager,
Satana

Surendra Kumar Patel
Branch Manager,
Kanker

Swami Kamlakar Bhadane
Assistant Branch Manager,
Amalner

Vinay Kumar Pathak
Branch Manager,
Damoh

Vishal Ganesh Suranje
Branch Manager,
Satana

JLG MICROFINANCE LOANS - STAR CROs

The following CROs performed outstandingly in the months of October, November, and December, and earned the recognition of Star CROs for the Quarter.

October 2023

Employee

Aakash Lahane
Abhishek Desai
Abhishek Singh
Ajay Raju Rokade
Amol Kale
Anand Avchar
Arbaz Khan
Ashish Gujar
Avanish Kumar
Bhagwati Raykwar
Deelip Bind
Deepak Kumar
Dinesh Jagtap
Ershad Shaikh
Gangadhar Ingle
Gupta Manish
Haider Shaikh
Mangesh Salve
Narayan Mishra
Prashant Panditakar
Rhushikesh Patil
Ritik
Rohit Jagtap
Sagar Kamble
Sandesh Malap
Sandip
Santosh Yadav
Shivam
Shubham Temre
Siddhant Gaikwad
Vinayak Ekavade

Branch

Bhandup
Navi Mumbai
Moradabad
Bhandup
Waluj
Sakinaka
Ghatkopar
Kalwa
Firozabad
Ratlam
Kushinagar
Aligarh
Mankhurd
Kandivali
Malad
Pandesarra
Bhiwandi
CIDCO-Aurangabad
Andheri East
Waluj
Sawantwadi
Ulhas Nagar
Bhiwandi
Sakinaka
Thane
Aligarh
Bhiwandi
Lakhimpur Kheri
Seoni
Bhiwandi
Navi Mumbai

Loans

20
20
19
19
22
19
22
23
27
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18
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22
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20
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21
19
23

JLG MICROFINANCE LOANS - STAR CROs

The following CROs performed outstandingly in the months of October, November, and December, and earned the recognition of Star CROs for the Quarter.

November 2023

Employee

Abhishek Desai
Ajith Subramani
Ashutosh Parihar
Bhushan Mhapankar
Dinesh Jagtap
Sarath Kumar
Tejas Khedekar

Branch

Navi Mumbai
Ponneri
Seoni
Chembur
Mankhurd
Ramanathapuram
Chembur

Loans

18
18
25
18
26
19
20

December 2023

Employee

Abhiral Jatav
Akash Jadhav
Arjun Rathod
Ashish Gujar
Dinesh Jagtap
Haider Shaikh
kunal Benbanshi
Mubarak Kadavaikar
Pradeep Sharma
Prashant Panditakar
Rina Wadhwa
Ritik Ritik
Rohit Jagtap
Rohit Gaikwad
Rushikesh Rathod
Sanjay Gaikwad
Sarath Kumar
Satish Patil
Siron Alosanai
Vinayak Ekavade

Branch

Biaora
Malad
Badlapur
Kalwa
Mankhurd
Bhiwandi
Bhandup
Chiplun
Dabra
Waluj
Kalyan
Ulhas Nagar
Bhiwandi
Chakan
Ulhas Nagar
PCMC-Pune
Ramanathapuram
Pune
Kalayarkoil
Navi Mumbai

Loans

18
22
18
18
19
25
18
19
18
18
22
21
22
22
19
18
21
20
20
21

MSME LOANS - STAR ROs

October 2023

Employee

Dipak Bharmol
Ganesh Kamble
Vipul Soni

Branch

Thane
Ghatkopar
Hosangabad

Loans

5
5
5

MSME LOANS - CHAMPION ROs

October 2023

Employee

Nikesh Gaikwad

Branch

Chalisingaon

Loans

10



OUR SUCCESS IS REFLECTED IN THE SPIRIT OF OUR EMPLOYEES AND IN THE SMILES OF OUR CUSTOMERS.

EVENTS AT SVASTI

We're excited to share some awesome memories from our Recognition and Rewards event in Goa that wrapped up in October. It was a three-day event in Goa from the 26th to the 29th of October 2023.

First off, a big shout-out to our amazing team members all over for their hard work. You guys are the stars, and we wanted to celebrate you!

We all had a blast in Goa, which started when each of you got a warm welcome with a lovely rose, an Itenary card, and Svasti T-shirts, that showed how important you are to the Svasti family. We visited the super cool Dudhsagar Waterfalls, had a great time bonding, relaxing, and connecting with nature.

During the RnR event, we put your achievements on a big screen, and our HOD personally thanked our top performers. We made sure to capture all the awesome moments with a barcode system, and everyone got a special framed photo to keep those memories alive.

Looking back, it was a fantastic experience celebrating success, enjoying Goa's beauty, and making memories together. Thanks for being part of our Svasti family journey!



Recognition and Rewards event in Goa



Continue on next page

EVENTS AT SVASTI



Recognition and Rewards event in Goa



Recognition and Rewards event Awards in Goa

TOP 10 CROs

CRO	Branch	Region
Domeshwari	Dhamtari	Raipur
Gaurav Pramod Koli	Nashik	Nashik
Manish Gupta	Pandesara	Vadodara
Nisha Jaiswar	Ajmer	Jaipur
Sandeep Jatav	Gwalior	Bhopal
Santosh Sanjay Marsale	Ulhas Nagar	Mumbai
Sarath Kumar***	Ramanathapuram	Chennai
Vishal Mewada	Ujjain	Bhopal
Vivek Kumar	Firozabad	Lucknow
Yogesh Kumar Khardia	Kuchaman City	Jaipur

TOP 8 BRANCHES

Branch	Region
Bhiwandi***	Mumbai
Moradabad	Lucknow
Nashik	Nashik
Pandesara	Vadodara
Raipur	Raipur
Ramanathapuram	Chennai
Satna	Bhopal
Sikar	Jaipur

***These are PAN India Toppers!

TOP 2 UNITS

Unit	Region
Ghatkopar Unit***	Mumbai
Thiruvallur Unit	Chennai

TOP 2 REGIONS

Region
Chennai Region
Mumbai Region***

TOP UNIT MANAGER

Unit Manager	Designation
Ganesh Mule	UM - Consumer Finance

HEALTHCARE PARTNERSHIP WITH NIVA BUPA

On 12th December 2023, Svasti Microfinance announced a partnership with Niva Bupa Health Insurance to offer optional health insurance coverage for Svasti Microfinance customers. Niva Bupa has been in the industry for 60 years and has 29 million customers worldwide. This partnership initiative is part of our vision to fulfill the right to finance and help transform the lives of women and their families across India.

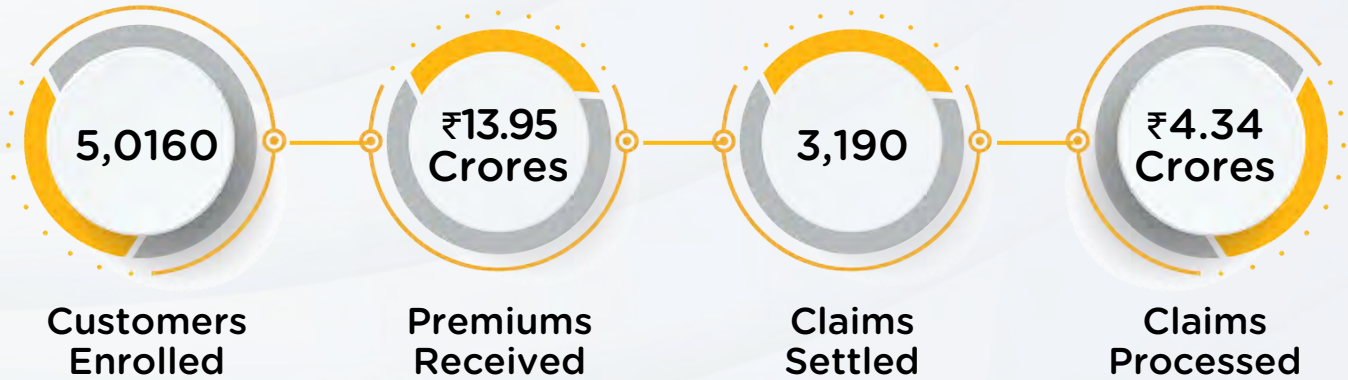
Speaking at the partnership launch event, Svasti Co-Founder & CEO Arunkumar Padmanabhan said “Our partnership with Niva Bupa Health Insurance helps ease the burden of medical emergency expenses on our customers. By giving them the option of buying health insurance that they normally don’t have access to, we live up to our commitment to help positively transform their lives in whatever way we can. In fact, we have structured the best possible coverage for our customers, which is two to three times higher than what other institutions are offering - this is the Svasti advantage.”



Healthcare
Partnership
with Niva Bupa



HEALTH INSURANCE OVERVIEW



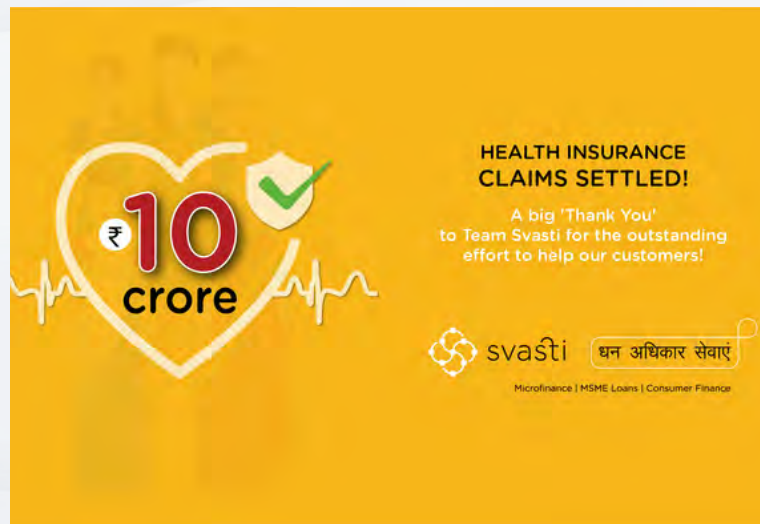
HEALTH INSURANCE MILESTONES

1 Lakh Health Insurance Customers Enrolled!

As part of our mission to help transform the lives of our customers, our teams have enrolled over 1,00,000 customers for our optional health insurance plans! This milestone is a reflection of customer trust in Svasti, and great teamwork by our Svasti Microfinance teams with our health insurance partners.

Rs 10 Crore Health Insurance Claims Settled: Help when Customers needed it most!

Unexpected medical treatments are a burden on most family budgets, and they add a lot of stress to the lives of the people paying the medical bills. Thankfully, Svasti customers who bought optional health insurance from our health insurance partners got much-needed financial relief thanks to the quick and smooth health insurance claims process facilitated by our teams and partners at Acko, Care, and Kotak.



Together, we have helped Svasti customers claim health insurance benefits adding up to a massive 10 crore rupees so far! Congratulations to our teams for their outstanding support to our customers. From explaining the claims process in detail to following up on the document submission and benefits claims progress, to assuring our support and commitment to customer wellbeing, our teams have done it all. They have not only fulfilled their professional responsibilities to the company and customers, but they have also demonstrated great human values and customer care that have been applauded by our customers in their feedback to us!

HEALTH INSURANCE MILESTONES



Lucknow Branch



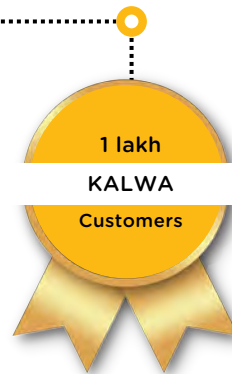
Sultanpur Branch



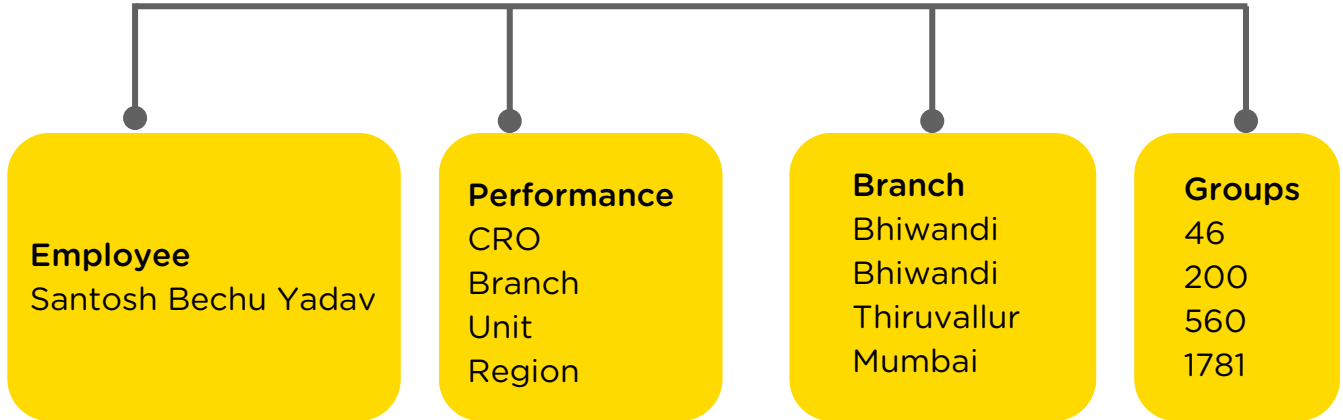
Raipur Branch



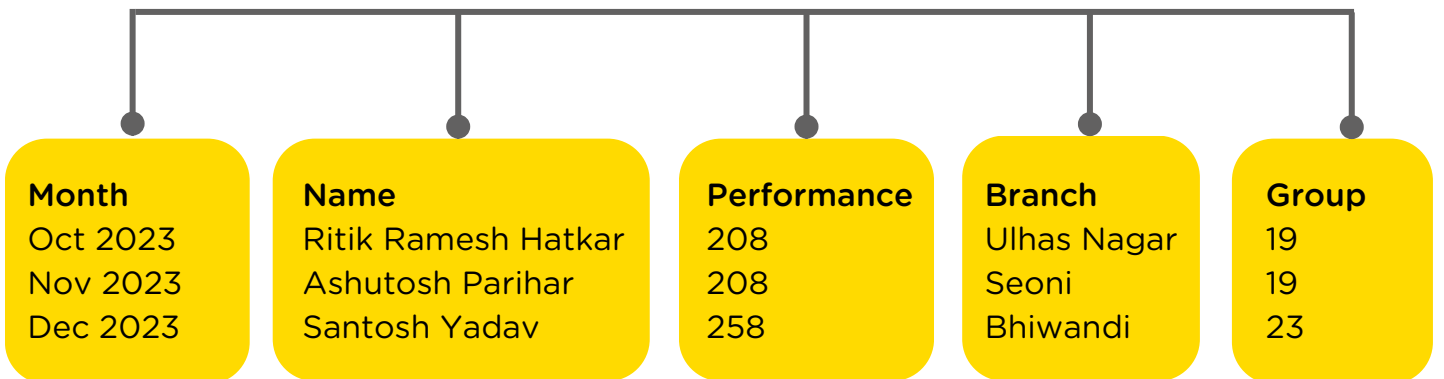
Kalwa Branch



CONSUMER FINANCE TOP PERFORMERS - Q3



CONSUMER FINANCE - TOP CROs



Ritik Hatkar
CRO

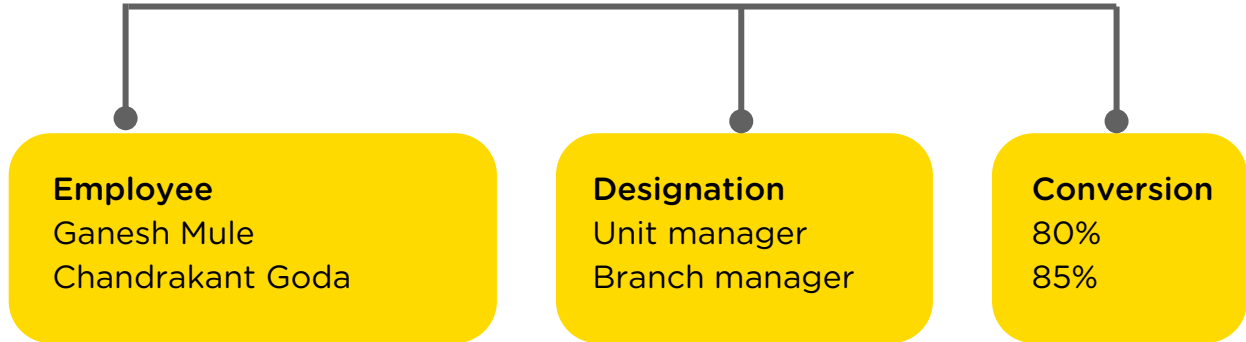


Ashutosh Parihar
CRO



Santosh Yadav
CRO

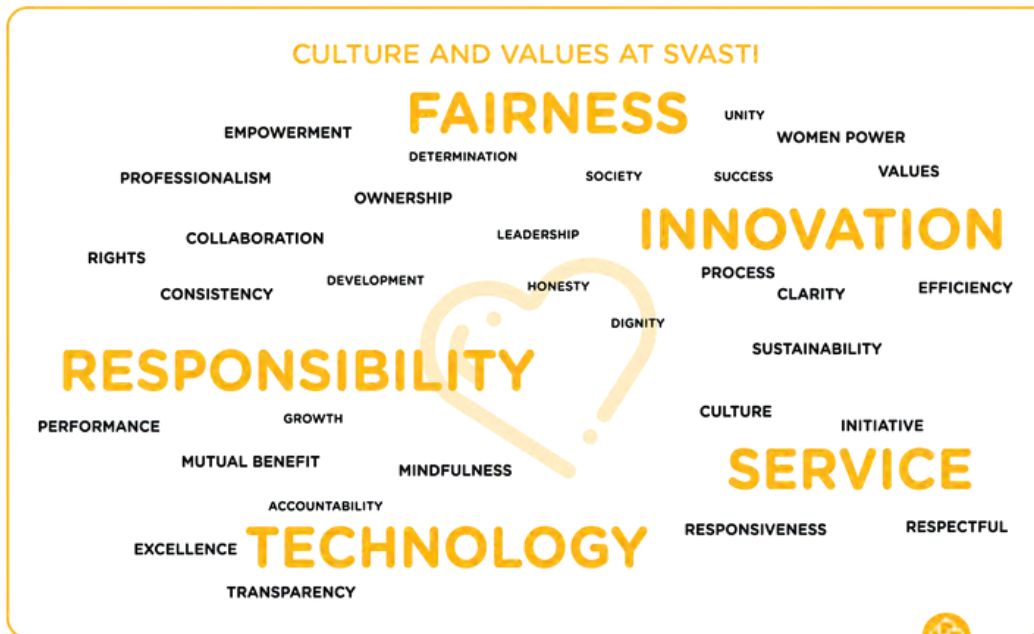
CONSUMER FINANCE TOP CONVERTERS - Q3



Chandrakant Goda
BM



Ganesh Mule
UM



CONSUMER FINANCE - TOP BRANCHES - Q3

Month	Branch	Groups
Oct 2023	Bhiwandi	70
Nov 2023	Thirumullaivoyal	57
Dec 2023	Bhiwandi	84

CONSUMER FINANCE - TOP UNIT

Month	Unit	Groups
Oct 2023	Thiruvallur	193
Nov 2023	Thiruvallur	229
Dec 2023	Ramanathapuram	189

CONSUMER FINANCE - TOP REGION

Month	Branch	Groups
Oct 2023	Mumbai	630
Nov 2023	Chennai	587
Dec 2023	Mumbai	667