

# SVASTITRIKA

## SVASTI NEWSLETTER

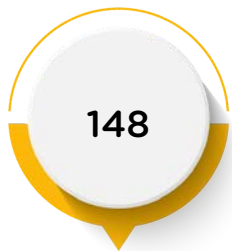
April to June 2024

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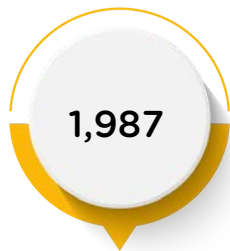
### IN THIS ISSUE:

- A Note from our Co-Founders
- Events at Svasti
- New Milestones
- Performance Updates
- Recognition and Rewards
- Plus a lot more!

### SVASTI PERFORMANCE SNAPSHOT



Branches



EMPLOYEES



CUSTOMERS



PORTFOLIO\*

## A NOTE FROM OUR CO-FOUNDERS

Dear Svasti family,

Welcome to the first newsletter of FY 2024-25. This Q1 Newsletter highlights the continued celebrations we shared around our growth and success in FY 2023-24.

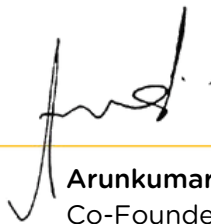
As you know, and will see here, our top performers and veterans took well deserved Recognition and Reward (RnR) trips within and outside India. We appreciate and celebrated the efforts and results of our top performers, as well as celebrated the long standing relationship we share with many of our team members who have been with Svasti for more than eight years!

Of course, we continue to recognise and celebrate our monthly successes and milestones, and have rewarded several individuals with promotions in the past three months too.

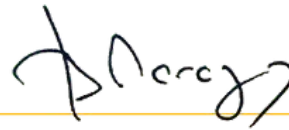
Building on our growth and success, we have significant innovations and enhancements lined up for us ahead. We will be launching initiatives that will improve the way we do conduct our business every day, and of course help our customers in even more ways than before. We are even going to roll out new waves of communication - internal and external - to help connect with ourselves, our customers, and the world at large, in a much better way!

Watch out for these launches, and keep pushing the boundaries of personal and team excellence and professionalism that you have become masters of!

Best wishes,



**Arunkumar Padmanabhan**  
Co-Founder & CEO



**Narayanan Subramaniam**  
Co-Founder, CFO & CIO

## EVENTS AT SVASTI



**#SvastiTopPerformersRnR**

Our management team treated top performers to a fabulous getaway in Kovalam, Kerala from May 31st to June 2nd, 2024. Kovalam's sandy beaches and chill vibes provided the perfect spot for our team to unwind. The top performers were warmly welcomed, beginning a mix of relaxation and excitement. From enjoying the sun on Kovalam's beaches to exploring attractions like Jatayu Earth Center and Sree Padmanabhaswamy Temple, and taking a ferry to Swami Vivekananda Rock Memorial, our team had an amazing time! These adventures brought employees closer, strengthening team spirit. As the trip ended, everyone departed with big smiles and unforgettable memories.

## EVENTS AT SVASTI



**#SvastiInternationalOffsite 2024**

Svasti organised a grand international getaway for its veteran employees who have been with us for more than eight years, Unit Managers from across the country, and senior managers from the Head Office, to celebrate growth and success over the years. Jetting off to the vibrant city of Baku, Azerbaijan on June 16, 2024, a group of 62 employees dove headfirst into the city's charm. From iconic spots like Flame Towers and Baku's Old City to cruising along the Caspian Sea at Baku Boulevard, the team soaked up the local sights. Thrills were on the menu too, with a dash of cable car rides and roller coaster fun at Shahdag. To wrap up with a bang, a DJ night spun into action, uniting everyone under the groove of good tunes and tasty bites. This adventure wasn't just about sightseeing – it was a bond-booster, a nod from the management, to honour hard work and dedication, and a chance for the team to soak up a fresh dose of culture.

## EVENTS AT SVASTI



#SvastiPremierLeague

LEAGUE WINNER	KANDIVALI KINGS
LEAGUE RUNNER UP	KALYAN KANGAROOS
MOST VALUABLE PLAYER	NAUSHAD MANIYAR

BEST BATSMAN	KAILAS PADEWAR (Kandivali Kings)
BEST BATSWOMAN	MADHURA MADHAV (G.O.A.T.S)
BEST BOWLER - MALE	NAUSHAD MANIYAR (Ghatkopar Panthers)
BEST BOWLER - FEMALE	PRACHI JADHAV (Kalyan Kangaroos)

The stage was set for the Svasti Premier League, a cricket tournament on May 5, 2024, at Kalidas Turf. Employees from all over the company gathered, with teams proudly representing departments or branches.

The matches were a showcase of talent, filled with cheer, and great sportsmanship!

Thank you to the participants, and Congratulations to all the winners in the tournament!

## EVENTS AT SVASTI



Ramanathapuram Branch



Gwalior Unit



Pune Unit



Ujjain Branch



Thane HO

### #SvastiFinancialYearEndParties

Various Svasti offices around the country celebrated the end of FY 2023-2024 and the grand entrance of FY 2024-2025 with full-on spirit! Our Co-Founder & CEO, Arunkumar Padmanabhan, encouraged the team to reflect on our wins from the past year and dream up new successes for the year ahead. The festivities were wrapped up with cakes, symbolic of our collective sweet achievements!

## NEW BRANCHES IN TAMIL NADU AND RAJASTHAN



Nagercoil (Tamil Nadu) Branch Opening



Thuckalay (Tamil Nadu) Branch Opening



Fatehpur (Rajasthan) Branch Opening

#BranchOpeningsAtSvasti

This quarter, we were delighted to announce the expansion of our presence in Tamil Nadu and Rajasthan with the addition of three new branches. We opened two new branches at Nagercoil and Thuckalay in Tamil Nadu, and one at Fatehpur in Rajasthan. With these, the total number of Svasti branches now stands at 148 across 8 states. This expansion reflects our commitment to reaching more customers and providing them with exceptional service.

## JLG MICROFINANCE: Q1 CHAMPION CROs



**Pravin Raju Sonawane**  
CRO



**Ajay Jadhav**  
CRO

**Month**

May 2024  
June 2024

**Employee**

Pravin Raju Sonawane  
AjayJadhav

**Branch**

Dombivli  
Aurangabad

**Groups**

18  
18

The exceptional performance of these CROs earned them the title of Champion CRO of the month in this Quarter. Their dedication and commitment in driving origination in their branches have set them apart as champions. They have consistently gone above and beyond to meet and exceed their targets showing their commitment towards the organization.

## EVENTS AT SVASTI



#StrategicSynergyAtSvasti

This quarter, our team had lunch in Dhule on 10th May 2024, uniting our staff from branches across Maharashtra. The team lunch aimed to unite the ROM MSME Unit, fostering work relationships, a positive environment, and trust to enhance teamwork. Discussions included expansion plans, targets for FY 2024-2025, and strategies for branches to achieve their goals. Emphasis was also placed on enhancing collection efficiency, and setting a clear path for upcoming goals.



## JLG MICROFINANCE: Q1 MILESTONES

We're proud to announce the highest milestone customer enrolments by our branches in Q1 of FY 2024-25. Congratulations, to every staff member who has contributed to reaching these milestones, in the spirit of teamwork and unity.

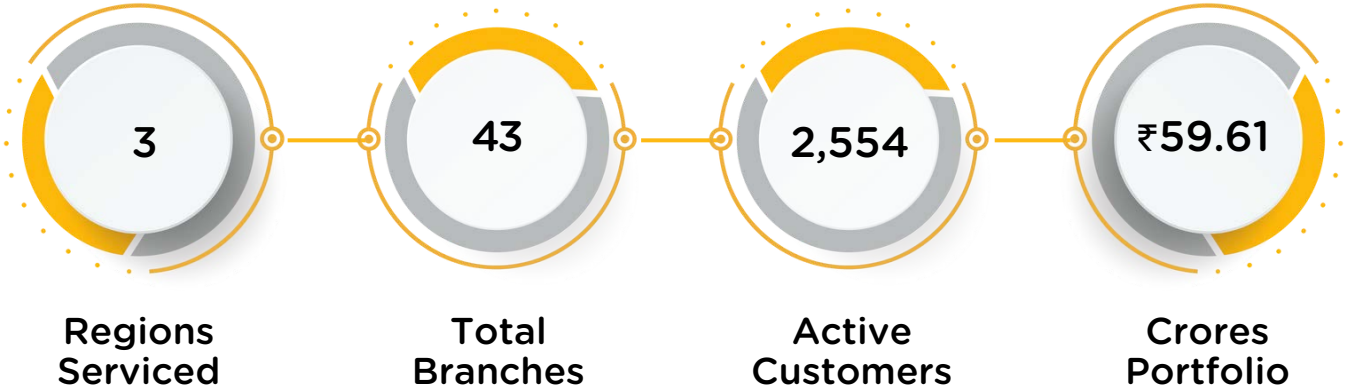


Our Ponneri Branch achieved the highest number of 4,000 customer enrolments in April, which was also the highest overall in the Quarter of April - June 2024.



Our Thirumullaivoyal Branch came second in April, with 3,000 customers, which was equal to the highest achieved by our Badaun Branch in May. Kota Branch enrolled 2,000 customers, and Madhanur enrolled 1,000 customers in May, which was equal to the highest overall in June, achieved by our Pudukkottai Branch.

## MICRO LAP: Q1 AT A GLANCE



## MICRO LAP: Q1 MILESTONES

### Five Branches, 1 Crore Micro LAP Portfolio Each!

We are excited to share that in this Financial Quarter, our Micro LAP business has achieved significant milestones across five branches. Our Dabra, Amalner, Hoshangabad, Guna, and Titwala branches now each boast an impressive 1 crore rupees portfolio of Micro LAP.

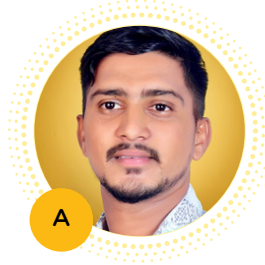
We want to express our deep appreciation to various teams for their invaluable contributions:

- CDL team for assistance with disbursements
- Micro LAP Sales Team for gaining the trust of new customers
- Collection managers for EMI collections
- Sales Credit team for loan approvals
- Central team for file reviews

Your dedication and exceptional performance have been key to reaching this milestone. Let's aim for even greater success in the future quarters. Congratulations once again, and thank you for your remarkable efforts.

## MICRO LAP: Q1 TOP PERFORMERS

We are happy to announce the top performers of our Micro LAP business, for Q1 of FY 2024-25. Congratulations!

**Employee**

A) Pratik Mahadev Chache  
B) Yashpal

**Location**

Kalyan  
Dabra

**Loans**

17  
25

**Amount**

Rs. 57.11 Lakh  
Rs. 79.39 Lakh



**Vishal Sonawane**  
Collection Manager

We are also pleased to recognise Vishal Sonawane as our top Collection Manager, for his constant efforts in improving efficiencies in our collections across India, especially for his efforts around overdue and pre-COVID loans. His dedication and skills are invaluable to the team and company.

## HUMANS OF SVASTI



**Prachi Darshan Wankhede**  
Manager - Accounts & Finance

"I joined Svasti in October 2018 as a Manager in the Accounts & Finance, and it's been a fulfilling journey of almost 5 years. Svasti isn't just a workplace; it's a platform for continuous growth and learning. The supportive environment and encouragement from seniors have empowered me to expand my knowledge beyond boundaries.

I was thrilled to interview for the Manager position at Svasti Microfinance. I was anxious at first, but the SVP of the accounts team made me feel at ease with their kindness. I welcomed the opportunity wholeheartedly and was grateful for the chance to contribute to Svasti's success.

During my tenure, I've not only sharpened my skills in accounts but also put forward my hands into new skills, thanks to the trust and guidance of my seniors. Whether it was appearing for my CA Finals or participating in a significant audit, Svasti stood by me every step of the way.

What sets Svasti apart is its vibrant culture and emphasis on work-life balance. My team of 15 dedicated individuals always gives an example of teamwork and excellence, making every task a success. Together, we've achieved milestones and exceeded expectations.

Looking ahead, I see myself growing even further with Svasti. The doors are always open here, and I'm excited for the opportunities that lie ahead. Svasti isn't just a workplace; it's a family where everyone is encouraged to grow and succeed."

“

“A team is not just a group of people who work together, a team is a group of people who trust each other.”

”

## HUMANS OF SVASTI



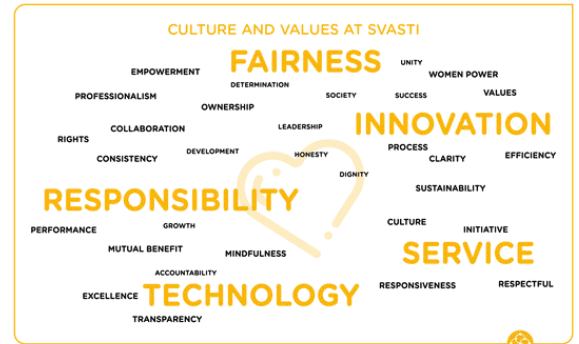
**Rupali Gitaram Thopate**  
Officer - Technology and Projects

"Since joining Svasti in November 2022, my professional journey has been nothing short of fulfilling. Having initially faced challenges in finding a suitable job after completing my education in BCS - Bachelors in Computer Science, I spent several years working in different roles. However, everything changed when Svasti offered me a job for a role that perfectly aligned with my career ambitions.

From the moment I stepped into Svasti, I felt a sense of belonging and trust in my abilities. The opportunity to utilize my education and skills in a meaningful way was very satisfying. I was eager to learn and take on the new responsibilities, and I found a very good support from both my team members and the seniors. Despite being a reserved person, I was quickly welcomed into the Svasti family, where everyone encouraged me to step out of my comfort zone and grow professionally.

My seniors at Svasti always guided me towards achieving my career goals, and I am grateful for the opportunities for growth and development that they provide.

As I look ahead, I am confident that my journey with Svasti will continue to be one of growth and success. I am excited about the prospect of advancing my career within this supportive environment."



## HUMANS OF SVASTI

**Yugandhara Sagar Sakpal**

Deputy Senior Manager - Accounts

"Since joining in October 2016 in Svasti Microfinance, I've dedicated eight years of my professional journey to the company. My tenure at Svasti has been fruitful as I got various opportunities for growth and the chance to showcase my abilities.

I'm particularly passionate about dedication towards my work and I try to get involved in upgrading processes to improve efficiency within the organisation. I've always appreciated Svasti for encouraging their employees for setting high goals in life and support us towards achieving our goals.

Managing my responsibilities effectively, I've ensured a balanced work-life dynamic by meticulously planning my tasks to meet the deadlines. I give all the credits to Svasti's healthy work environment and the efficiency of my seniors and team for contributing to my productivity and overall satisfaction at work.

In my view, Svasti not only provides a platform for career advancement but also support high standards of living among its employees. I remain committed in contributing to the company's growth by continuously enhancing my skills and expertise."



## EVENTS AT SVASTI



### GAME OF HOUSEIE

Our Head Office in Thane was filled with joy on 26th April 2024 when our Admin Team organised a Housie game for all the employees. The atmosphere was filled with friendly competition. As the organiser called out the numbers, everyone eagerly watched their tickets, hoping to complete their First, Second, Third Line, or achieve a Full Housie. The excitement kept everyone on their toes. Winners were awarded prizes, and snacks were distributed, adding to the celebration.



### COLOURS OF SVASTI

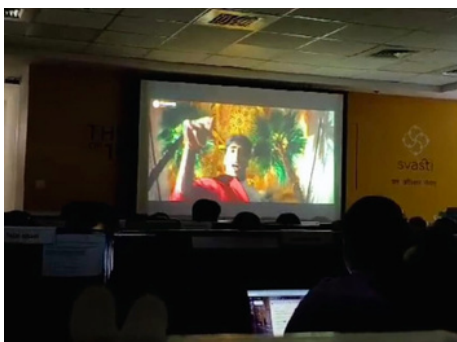
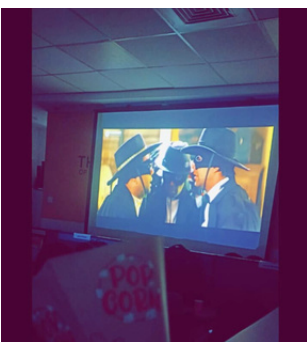
Continuing with the theme of "Celebration of Colours at Svasti" we celebrated Shades of Green on 7th June 2024. Everyone dressed in their best green outfits and the day ended with a photo session to capture the Green Memories.

## EVENTS AT SVASTI



### MUSICAL CHAIRS

At our Head Office in Thane, we cranked up the music for a wild Musical Day on 10th May, 2024, rocking out with a thrilling game of Musical Chairs. It was loads of fun as folks scrambled for a seat when the music hit pause. We also saw some amazing dance moves that turned the game into a delight to play and to watch. The lucky winner who grabbed the final seat scored a sweet prize, sending cheers all around. Snacks were also served to keep the good vibes rolling!

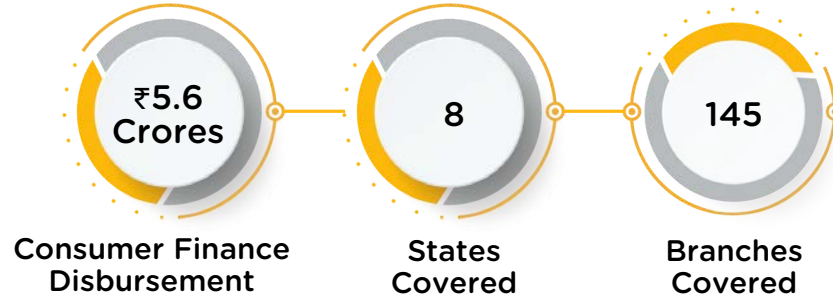


### MOVIE TIME!

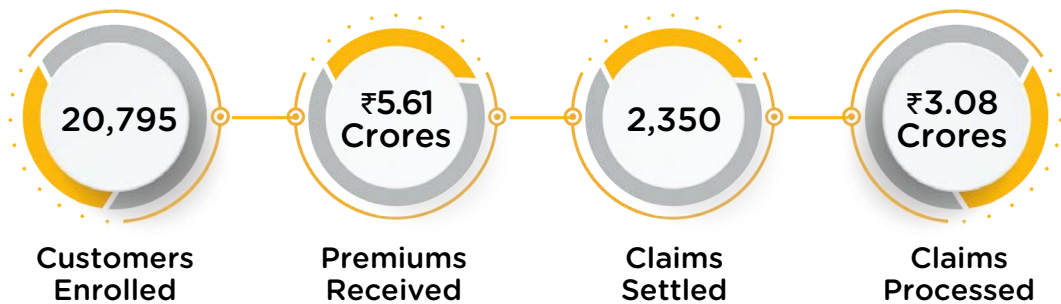
Lights, Camera, Action! We all love watching movies, so on the 14th of June, all our employees in Thane Head Office watched an evergreen movie that thrilled all our hearts! Everyone had a great time watching this iconic movie and had a great time laughing at its famous dialogues. Delicious popcorn and samosas were also served to make the experience just like in theatres!



## CONSUMER FINANCE: Q1 BUSINESS OVERVIEW



## CONSUMER FINANCE: Q1 HEALTH INSURANCE OVERVIEW



## CONSUMER FINANCE: Q1 HEALTH INSURANCE MILESTONES

### REACHING NEW HEIGHTS 20,000+ Health Insurance Customers Enrolled

This Quarter, we successfully engaged over 20,000+ customers, thanks to the excellent coordination and communication of our Consumer Finance Sales Team, and the dedicated efforts of our JLG Team. Looking forward to teams maintaining this momentum and growing our consumer finance business even more!

### REACHING NEW HEIGHTS Rs 3 Crore Settlement Milestone in Health Insurance

We helped 2,350 customers receive Rs 3 crores in health insurance claims, providing financial relief when they needed it most. By offering access to health insurance, we help reduce their financial burdens and make their lives easier.

This success wouldn't have been possible without our partners - Acko, Care, Niva Bupa, and Kotak, who continue to provide our customers with not just great products, but also outstanding service quality.

## CONSUMER FINANCE: Q1 TOP PERFORMERS

We are also happy to announce our top performers across various business divisions who contributed to the growth of our consumer finance business. A huge Thank You to all our team members showcased below!



### Name and Designation

- A) D Subhash - Customer Relationship Officer, JLG Business  
 B) Sathyamoorthy M - Branch Manager, JLG Business  
 C) Manoj Kumar Jagannathan - Unit Manager, JLG Business  
 D) Viswakiran Gadwal - Zonal Head, JLG Business

### Location

- Madhanur  
 Madhanur  
 Vellore  
 Tamil Nadu

### Groups

- 12  
 111  
 305  
 942



We are also happy to announce our top performers across various divisions who contributed to the growth of our consumer finance business!

### Name and Designation

- E) Ganesh D Mule, Unit Manager, Consumer Finance  
 F) Chandrakant Yadgiri Goda - Branch Manager, Consumer Finance

### Conversion

- 84%  
 88%

## PEOPLE RISING, AT SVASTI

## PROMOTIONS BETWEEN APRIL - JUNE 2024

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!

**Ankush Kurmi**

Assistant Branch Manager

**Ashok Kumar Meena**

Assistant Branch Manager

**Balvindar Singh**

Assistant Branch Manager

**Chhaya Machindra Kedare**

Customer Relationship Officer

**Devendra Malviya**

Branch Manager

**Dinesh Singh**

Assistant Branch Manager

**Naresh Kumar**

Assistant Branch Manager

**Pankaj Kumar Patel**

Assistant Branch Manager

**Pradeep Madhukar Rangari**

Branch Manager

**Pawan Jatav**

Assistant Branch Manager

**Pradeep Sharma**

Assistant Branch Manager

**Ritesh Lovanshi**

Assistant Branch Manager

**Santosh Yadav**

Assistant Branch Manager

**Sohan Singh**

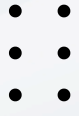
Assistant Branch Manager

**Vishal Mewada**

Assistant Branch Manager



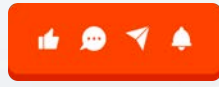
OUR SUCCESS  
IS REFLECTED IN THE  
SPIRIT OF OUR  
EMPLOYEES  
AND IN THE  
SMILES OF OUR  
CUSTOMERS.



धन अधिकार सेवाएं

मेरा स्वस्तिव  PEOPLE\_ F.I.R.S.T.

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