



Aapki Kabilyat Humara Bharosa

August 2020

Dhanvarsha
Newstrack

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Dhanvarsha Newstrack is a news Magazine, which provides latest company updates, industry trends and Dhanvarsha's plans for the quarter.

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DHANVARSHA FINVEST LIMITED

Dhanvarsha was formed with a vision to empower the unserved and underserved entrepreneurs of India. We aim to be the catalyst to the entrepreneurs of India by providing them financial access and also being their partners in business and social growth. We don't just lend but also help 'Build Social Capital' by giving entrepreneurs and borrowers access to better opportunities to discover their true potential.

"We don't just lend hand but also lend head and lend heart"

Take a look at how we empower small businesses to flourish and build social capital.

 [Watch Video](#)

The history of Dhanvarsha's parent company, The Wilson Group traces back up to pre-Independence India under the leadership of Shri Dwarkadas Jivanlal Sanghvi who pioneered the Wilson pens & stationery brand; the brand that was used by Dr. Babasaheb Ambedkar to write the Constitution of India!



OUR VIEW ON THE CURRENT ECONOMY



These are unprecedented times in the global economy with the current pandemic and the ensuing economic slowdown. Nationwide lockdowns in many parts of the world and India have taken a substantial toll on the health of large and small companies alike who have encountered a severe setback with revenue shortfalls, production cuts and downsizing of work force to contain costs. This has led to a sizeable impact on consumption thereby also impacting industrial demand.

To combat the impact of COVID-19, global central banks including the Reserve Bank of India have provided unprecedented stimulus – much larger than what was provided during the global financial crisis of 2008. However, the negative impact on consumption and industrial demand will take time to dissipate. The next 12-18 months will be challenging for most economies including India to bring businesses back on track. Asset heavy and capital-intensive businesses will have to go through the pain of de-levering their balance sheet while business will remain soft for some time to come. Several small firms with indebted balance sheets will find it hard to stay afloat. Numerous financial

institutions are raising capital in an effort to shield their balance sheet from rising NPA risk. It is our belief that structural cleansing of corporate balance sheets that will take place will be a material positive in the 'New Normal' from late 2021.

It has been aptly said that **“Today’s adversity is tomorrow’s success”**. Only in times of adversity do true leaders shine! In our view there will be a new crop of companies who are innovative, creative and nimble, that will not just survive but ‘thrive’ in this market where there will be substantial ‘crowding out’ of indebted companies. This is very similar to what happened in India from 1997-2001 and in the US from 2008-2011.

For India and some other emerging markets in specific, the aftermath of this pandemic has brought to the fore a seemingly structural shift in the desire of several countries and companies wanting to potentially move manufacturing facilities out of China. This could lead to a ‘once in a two decade’ opportunity for a country like ours to create a virtuous cycle for manufacturing, job growth, self-reliance and hence consumption for the long term. In fact, we are already starting to see ‘Winds of change’ with these companies starting to consider India as their potential manufacturing destination. This will provide substantial impetus to the Government’s vision of **‘Make in India’**.



To empower 'Make in India' and set the stage for growth and revival, the problems of MSMEs will have to be addressed. In this 'New Normal' it is going to be imperative to consider supporting domestic manufacturers to expand operations and cover the supply gap from overseas. Our country is blessed with immense resources and manpower that needs to be channelized in the right direction. Efforts here will prove to be a fillip for the millions of small and medium sized firms. Making in India and supporting those who 'Make in India' can build and boost the economy and place us closer to the idea of an **'Atmanirbhar Bharat'**.



DHANVARSHA'S PRODUCT PORTFOLIO FOR AN ATMANIRBHAR BHARAT

Atmanirbhar Bharat Business Loans

We are advocates of the Government's 'Make in India' campaign to facilitate investment, foster innovation, enhance skill development, protect intellectual property & build best in class manufacturing infrastructure. Hence, our dedicated efforts in building a robust, yet easily accessible and convenient Business Loan Product.



Our goal is to reach out to businesses and help them with financial access making them truly **"Atmanirbhar"**.

Loan Range: 1 - 10 Lakhs

Loan Tenure: 12 to 36 months

Express Loans (For Essential Goods)

Range: Less than 3 Lakhs

Loan Tenure: 12 months to 24 months

With our Atmanirbhar Bharat Business Loan, we aim to empower the MSME's of India and nurture them by offering hassle-free access to credit.



MR. KAMLAKANT GUPTA

Owner- Gupta Kirana and General Store Shares his growth story. We feel extremely grateful to have played a role in his success.

 [Watch Video](#)

Like Mr.Kamlakant, we aim to serve millions of aspiring entrepreneurs and make them Atmanirbhar.

Loan Against Property

Our Loan Against Property assists you in raising finance against your residential, commercial or industrial properties and provides quick access to funds at attractive interest rates.

Loan Range: 1 - 50 Lakhs

Loan Tenure: 36 to 120 months

Personal Loans

At Dhanvarsha, we believe in fulfilling your aspirations by striving to be your financing partner for all your needs



and life goals. We offer quick, easy and affordable personal loans to both salaried and business professionals.

Our Personal Loans Include:

- **Medical Loan** – Dhan Aarogya
- **Education Loan** – Dhan Vidya
- **Travel Loan** – Dhan Safar
- **Home Renovation Loan** – Dhan Ghar
- **Debt Consolidation Loan** – Dhan Sukh

Loan Range: 1 - 10 Lakhs

Loan Tenure: 12 to 48 months

NEW PRODUCTS INTRODUCED

Education Loan:

With education costs escalating every year, we understand the concern of parents and students. Dreams are precious and we want to make them come true for every parent. With our Education Loans – **Dhan Vidya**, parents and students can avail hassle free loans with ease of paying it back in easy installments.



Medical Loan:

Health Care has become enormously expensive in the last few years. To tackle high medical costs, we offer – “Dhan Arogya” with a quick turn round time and reasonable interest rates reducing the financial burden on your loved one’s.

Now avail collateral free medical loans with quick documentation and zero foreclosure charges.



COVID Loan:

Living amidst COVID has become the new normal. With financial stress setting upon nuclear families hit with job loss and savings being exhausted, the threat of getting infected leaves one with panic. To address this situation Dhanvarsha introduced COVID Loans. Our aim is to provide you with the funds to save a precious life.



OUR JOURNEY THROUGH THE PANDEMIC

In March 2020, our loan book was INR 36.6 crore comprising of 408 borrowers with an average ticket size of INR 9 lakhs. The company lent with exceeding caution in the last few months prior to the lock-down taking effect. While the lock-down has not been easy on the company or any of its employees, our teams used their time very judiciously to bolster technology, systems, processes, and collections. The company also made significant strides in collaborating with various partners and stakeholders alike for future periods. We take great pride on having a complete in-house robust collections and risk monitoring platform & we first reached out to our universe of 420+ MSME's with almost all 'hands on deck'. Dhanvarsha's credo of risk monitoring along with building social capital is at the core of its existence. We are happy to share that we structured programs that comprised of the following:

MSME helps MSME; Dhanvarsha Colleagues helping MSME; Dhanvarsha Ecosystem helping MSME

Some of the examples include

Dhanvarsha MSME client offering free consultation to other Dhanvarsha MSMEs.

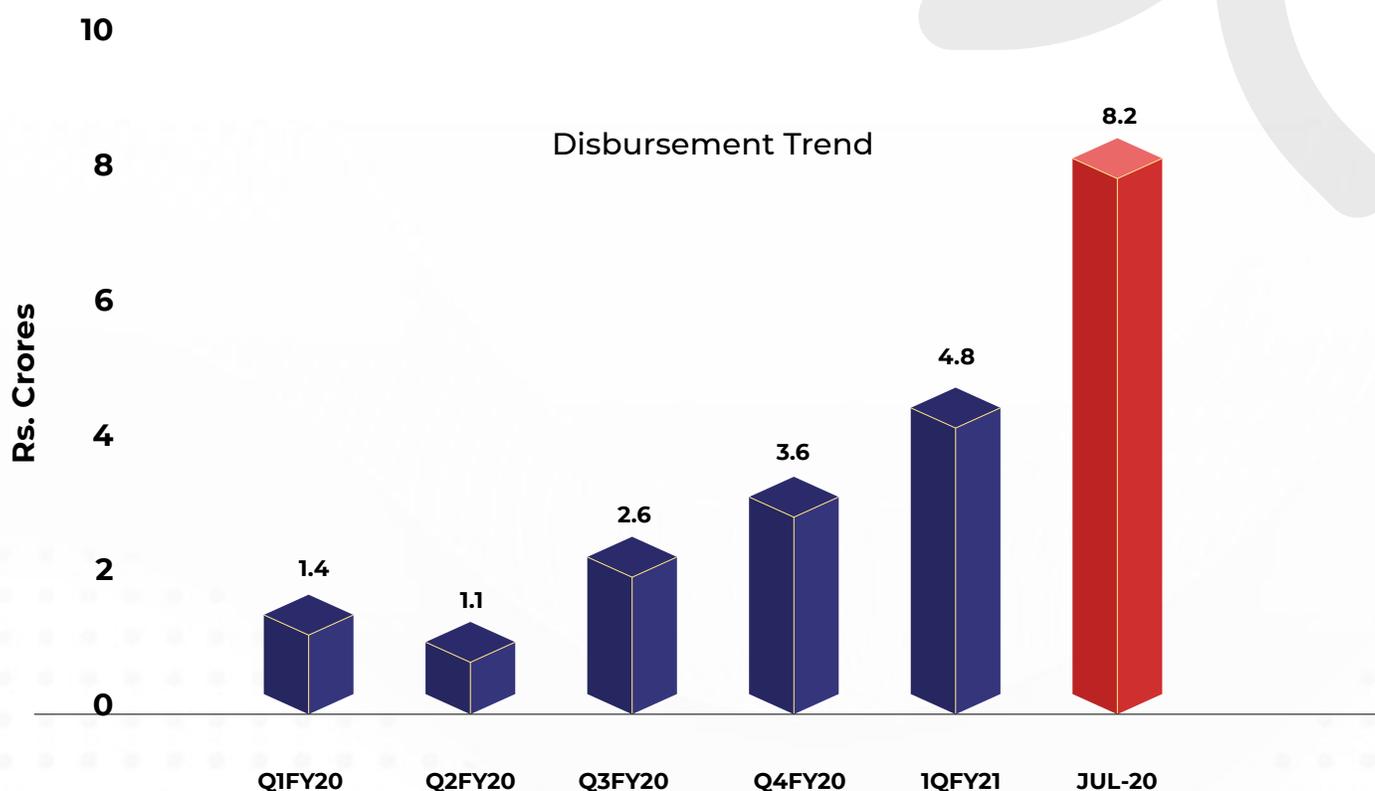
Dhanvarsha Colleague + Limca Record Holder in Travel, offering travel booking refund assistance to Dhanvarsha MSME.

Dhanvarsha Colleague + Trained in Healing Modalities, offering Emotional Healing to Dhanvarsha MSME

We introduced a program called **#GettingBack**, putting together a team for a 90-day plan post lock-down. #GettingBack was focused on aiding our borrowers in their cashflow planning, understanding their product and suggesting strategic measures towards increasing sales and production efficiency.

We are proud to say that our relentless effort to help borrowers has paid dividends with Dhanvarsha having a loan book in excess of INR 50 crores at the end of July 2020. Dhanvarsha re-commenced lending operations

in the last week of May and disbursed INR 1.12 crores in loans to Chemists, Kirana & General Stores and other MSME's whose businesses have withstood the challenge of COVID-19. In June, the company disbursed INR 3.71 crores in loans to 40 borrowers taking the quarterly disbursements of INR 4.82 crores with an average ticket size of 9.8 lakhs per loan. Disbursements have grown every quarter since September 2019 and over 96% of loans qualifying for PSL.



As is evident in the chart, the company had a historic month in July with approximately INR 8.2 crores of disbursements to 267 borrowers translating to an average ticket size per loan of INR 3.11 lakhs. Note, July's run rate is more than 2x of what the company disbursed in fiscal 4Q2020. At July end, the company boasted of a loan book in excess of INR 50 crores with more than 715 borrowers and an average ticket size of INR 7 lakhs.

***Provisional and unaudited numbers for 1Q21 and July'20 which may be subject to minor changes**

HOW WERE WE ABLE TO ACHIEVE THIS?

CUSTOMER SEGMENTATION AND PARTNERSHIPS IS THE NEED OF THE HOUR

It takes considerable amount of time and investment - be it man hours, sweat, mental and financial commitment to build relationships that turn out to become effective collaborations. Meaningful partnerships and collaborations build a foundation for success and we at Dhanvarsha constantly strive to partner with the best in the industry to effectively cater to our customer needs. By leveraging off each-other's strengths, we believe the biggest winner will be our customers, through our ability to offer unique products and services.



Here is a brief overview of our recent collaborations:

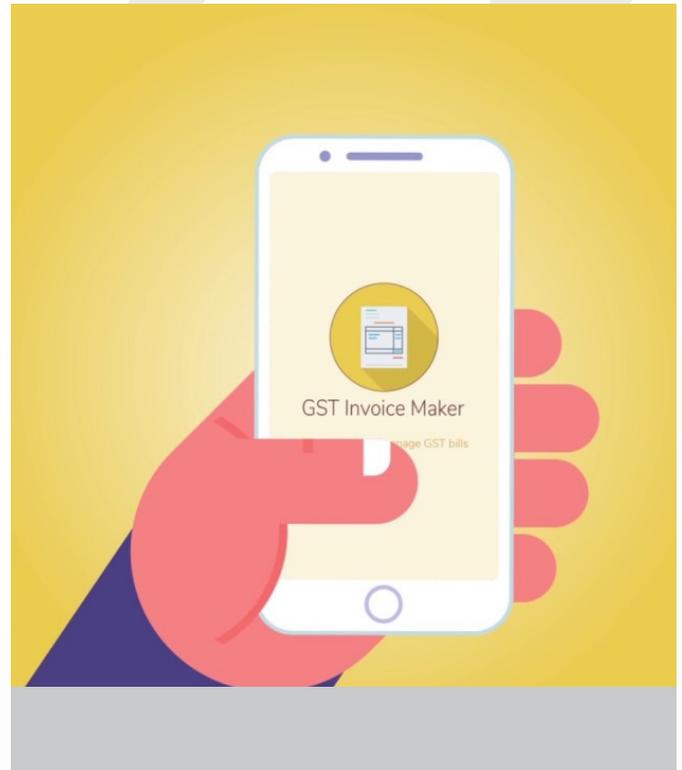
1. Mera Cashier:

Mera Cashier is a unique and critical account management application that helps small business owners digitize manual entries and track Credit/Udhar given. Mera Cashier has features like recording transactions, SMS alerts, setting credit/udhar block limits at customer level and detailed reporting.

With an aim towards providing bespoke services, our collaboration with Mera Cashier allows us to offer financial aid along with book keeping solutions to our customers. In the world of digitization, our customers can now manage their businesses on the go with Mera Cashier App.

2. Gimbooks:

GimBooks is an easy invoice manager app that helps in quick and convenient invoicing and accounting on the go. Our collaboration with GimBooks allows us to offer not just credit solutions to our customers but also critical accounting services including the ability to create manage and share business invoices, quotations, e-waybills, payment receipts and more.



3. Eduvanz:

In the education space, Dhanvarsha has recently collaborated with Eduvanz - A new age Digital Finance Company that provides Education Loans at low rates for students and professionals looking to upskill themselves.

We believe that investment in education yields the best returns and also creates a self-reliant and progressive India. With Eduvanz as our partner, we aim to provide flexible and hassle-free education loans for students at competitive interest rates.

We have many more exciting partnerships in the pipeline, stay tuned for more.

A QUICK GLIMPSE OF 2020

- January 2020** ● First Term Loan of INR 4 crore from Housing Development Finance Corporation Limited, India's largest housing finance company.
- April 2020** ● Second Term Loan of INR 25 crore from Bank of India. Allotment of Equity Shares to the Promoter Company against conversion of Warrants on receipt of the balance 75% subscription amount of INR 3.75 crores.
- June 2020** ● Announced, signing of definitive agreement for capital infusion of INR 64.6 crores from Turning Leaf Asset Management (TLAM) and INR 45 crores Wilson Holdings.
- July 2020** ● Loan book crosses INR 50 crores with 715 borrowers and average ticket size of loans at INR 7 lakhs
- August 2020** ● In addition to INR 110 crore capital infusion agreement from Turning Leaf Asset Management and Wilson Holdings, the company announced signing of definitive agreement for enhanced capital contribution of another INR 20 crores from the promoter group and key management

*Provisional and unaudited numbers for 1Q21 and July'20 which may be subject to minor changes

NEW RECRUITS AND HOW THEY ADD VALUE

We are an institution built by passionate individuals who understand the personal & business aspirations of our customers. Our team just got even more amazing with these industry stalwarts joining us.

Mr. Sanjay Kukreja- Chief Financial Officer

Mr. Sahil Lakshmanan- Chief Business Officer

Mr. Fredrik Marian Pinto- AVP – Legal and Company Secretary

We look forward to growing to new heights together.

INNOVATION CONTEST

WINNERS AND THE IDEAS IN THE MAKING

It's been our constant endeavour to provide our employees with a conducive environment to put forth their ideas and innovations. As a result, we have always been surrounded by great innovators in our organization.

Innovation Labs was one such initiative at Dhanvarsha wherein we encouraged our employees to present 'Out of the Box' ideas to senior management. The winning idea had a chance to be implemented into business if commercially viable. With such initiatives, we at an organizational level bring ideas on the table that can help us grow as individuals and benefit the organization as a whole.

OUR PROUD WINNERS

1st Place- Vivek Dugar

2nd Place – Radhika Seshadri & Vilol Marathe

3rd Place – Amit Manwani

EMPLOYEE OF THE QUARTER

Our aim to build social capital is not just with our customers but also all our team members. We believe in recognizing the efforts of every employee since our people are key to all the initiatives that drive us. We ensure that we provide the right opportunities and platform to our employees to succeed in all that they do thereby, guaranteeing the company's success. We present an 'employee of the quarter' award to one team member who stands out amongst all others in his dedication, willingness and support for the organization.

Employee of the Quarter:

Q1 – Vilol Marathe

With his ever smiling persona and his never backing off attitude, Vilol has managed to make a mark across functions. An exceptional team player and always up for a challenge.



Our Locations:

Mumbai | Navi Mumbai | Thane
Pune | Ahmedabad | Jaipur | Delhi
Lucknow | Cochin

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