

NEWS RELEASE**Fullerton India launches its rural business operations in Bihar to address the financial needs of the underserved markets**

~ The Company will drive financial inclusion with launch of 10 new branches to facilitate organised credit in the State ~

~ Continuing in its endeavour of empowering the rural population for livelihood enhancement~

Patna, 8 August 2018 - Fullerton India Credit Company Limited (Fullerton India), a leading non-banking financial company with a strong pan-India presence, expands its rural business footprint by foraying into the State of Bihar. The Company, which operates under the brand name “Gramshakti” for its rural business, has launched 10 new branches in Bihar at - Samastipur, Madhubani, Muzaffarpur, Begusarai, Siwan, Chapra, Gopalganj, Motihari, Darbhanga, and Bettiah. This launch is in line with the Company’s strategy to expand its rural business presence in the East.

The 10 new rural branches will offer Livelihood Advancement Loans for Women Groups, driving the Company’s idea of empowering the rural population for livelihood enhancement. Fullerton India has additionally been servicing its customers in Bihar through an established network of three urban business branches spread across Patna, Muzaffarpur and Gaya, offering a diversified product portfolio comprising personal loans for both salaried and self-employed individuals.

Mr. Vishal Wadhwa, Head of Rural Business, Fullerton India Credit Company Limited, commented on the launch, *“Bihar has always been a strategically important market in the East and is in the top 3 Rural Micro loans states. The agrarian as well as industrial sectors contribute to the growth of the state’s economy and generate a healthy credit demand. We aim to augment this requirement by launching our rural branches and thereby, drive inclusive growth to transform lives in rural India. The pan-India presence of our rural business has enabled last-mile reach of organised credit to unserved and underserved, which has subsequently improved livelihoods. We look forward to replicate these success stories of empowerment in Bihar as well. These new rural branches will provide an array of financial products such as Livelihood Advancement Loans for Women Groups, Rural Personal Loans, Two Wheeler and Consumer Durable Loans.”*

Fullerton India has been committed to improve customer experience and expand its reach through the development of digital initiatives such as bio-metric authentication processes and transaction devices to ensure quick and hassle free Rural Micro loan processing. Fullerton India –Gramshakti has carved a niche for itself in the financial services sector through an extensive reach, robust customer base and a strong product portfolio. Over the last six months, Fullerton India – Gramshakti has entered new geographies with 50 new branches across the country. These new branch locations have been identified basis data backed by an extensive market study and analytics. Taking a step further on its digital journey, Fullerton India – Gramshakti has been onboarding its customers through user-friendly paperless interfaces – resulting in a superior customer experience,

Today, Fullerton India – Gramshakti addresses the financial needs of the rural hinterlands with a workforce of over 8,000 professionals in the states of Andhra Pradesh, Chhattisgarh, Gujarat, Haryana,

Karnataka, Madhya Pradesh, Maharashtra, Odisha, Rajasthan, Tamil Nadu, Uttar Pradesh, Uttarakhand, over and above, Bihar.

Fullerton India has recently been rated as “CRISIL AAA/Stable” for its Bank Loan, Non-Convertible Debentures (NCD) and Subordinated Debt (SD) and “CRISIL A1+” for Commercial Paper (CP). This is the second AAA rating of the Company, the earlier one being from CARE. With a strong management team, and strong governance standards, Fullerton India continues to deliver reliable, transparent and timely service, and build high levels of stakeholder trust.

About Fullerton India Credit Company Limited:

Fullerton India Credit Company Limited (Fullerton India) is one of India’s leading Non-Banking Finance Companies (NBFC). The total standalone revenue of the company for the fiscal year ending March 2018 stood at Rs. 2,749 crore. As on 30th June 2018, the standalone AUM of the company stood at Rs. 17,217 crore, serving over 23.49 lakh customers through a widespread network of 571 branches spread across 22 states and 3 union territories, reaching out to 600 towns and over 58,000 villages in the country. Fullerton India offers several retail finance products for varying needs of customers ranging from rural households to SMEs, in the locations it serves. In December 2015, Fullerton India launched its housing finance company – Grihashakti. The company is headquartered in Mumbai and operates through 62 branches spread across 9 states – Gujarat, Karnataka, Madhya Pradesh, Maharashtra, Rajasthan, Tamil Nadu, Andhra Pradesh, Telangana and West Bengal. Fullerton India is a wholly-owned subsidiary of Fullerton Financial Holdings, Singapore, which is again a subsidiary of Temasek Holdings, Singapore.

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