

**FAMILIARISATION PROGRAMME FOR INDEPENDENT DIRECTORS  
CONDUCTED ON 27<sup>TH</sup> MARCH 2015**

The Executive Directors briefed the Directors in a detailed session on the following aspects:

- (i) lines of business viz. Hire Purchase / Hypothecation Loan / Leasing of (a) Medium and Heavy Commercial Vehicles, (b) Light Commercial Vehicles, (c) Cars, jeeps and multi-utility vehicles, (d) tractors (e) Machinery, (f) fleet card and tyres.
- (ii) following aspects of the operations of the Company:
  - (a) market size of the automobile industry with specific reference to various categories of vehicles and the demand and supply – make / geography wise;
  - (b) Details of various players who are in the competing business with our Company;
  - (c) Linkages between the general economy, automobile industry and our business;
  - (d) Credit risk profile of our customer segment across different geography;
  - (e) Lending rates for different products within our company and the policy adopted for monitoring and revising the same from time to time; and
  - (f) Borrowing strategies with specific reference to varying market situations.
- (iii) current state of the economy and on financial markets with particular reference to regulatory aspects, funding etc., as the Company is an NBFC.
- (iv) overview of Asset Liability management, Credit risk management and Interest rate sensitivity as these have a direct impact on the company's earnings/profitability.

