



## **HERO FINCORP RAISES OVER RS 1,000 CRORE TO FUEL FUTURE GROWTH**

**AIMS TO REACH AN ASSET SIZE OF RS 35,000 CRORE & 4000 TOUCH-POINTS BY 2020**

**BECOMES ONE OF THE FASTEST NBFCs TO ACQUIRE ONE MILLION RETAIL CUSTOMERS**

- **India's Top Private Equity Firm ChrysCapital invests Rs 570 crore**
- **Leading Global Financial Services Company Credit Suisse participated to the tune of Rs 132 crore - its most prominent investment in India to date**
- **Additional Rs 300 crore investment comes from Hero Group**

**New Delhi, September 15, 2016**

**Hero FinCorp Ltd. (HFCL)**, one of India's fastest growing Non-Banking Financial Companies (NBFCs), today raised over Rs 1000 Crore from ChrysCapital, Credit Suisse and Hero Group to fuel expansion to support the unprecedented demand for customer-focused credit services over the next 12-18 months.

Leading this round of investment, ChrysCapital has invested Rs 570 crore while Hero Group has made an additional investment of Rs 300 crore in Hero FinCorp Ltd. Credit Suisse has participated in the financing to the tune of Rs 132 crore, its most prominent equity investment in the country to date.

Speaking on the occasion, **Pawan Munjal, Chairman, Hero Group** said, *"We, at the Hero Group, strongly believe in the financial inclusion agenda of the Prime Minister, and remain committed to making a significant impact to our country. The financial services market in India, particularly the NBFCs, has witnessed steep growth in recent years and it still remains largely under penetrated. With Hero FinCorp, we aim to capitalise on this opportunity by providing credit power to the financially excluded customers across the hinterlands of the country. Our strong social values and commitment to the development of the country inspire us to develop innovative and reliable products and services that empower customers to realise their aspirations."*

Commenting on the strong performance of the company, **Abhimanyu Munjal, Joint Managing Director & Chief Executive Officer, Hero FinCorp**, said, *“Our journey is all about the commitment to offer value-based and innovative financial solutions to customers across the country, in the most convenient manner. Today, we are one of India’s fastest growing NBFCs, disbursing a retail loan every minute. While we have achieved phenomenal success over the past few years, we are now working relentlessly to become a one-stop financial solutions company in India. The fresh investments that we have received are going to significantly contribute towards our expansion plans. These investments endorse the solidity of our organisation’s strategy and processes and also validate the tremendous growth opportunities in the segment. Hero FinCorp is now geared-up for the next phase of growth and aims to grow its asset book to Rs 35,000 crore by year 2020.”*

Commenting on the investment, **Sanjay Kukreja, Partner, ChrysCapital** said, *“ChrysCapital is very excited to start a partnership with Hero FinCorp. ChrysCapital brings tremendous depth of experience, having made 15 investments in the country in financial services aggregating to over \$600 mm in the past fifteen years. Hero FinCorp is an excellent platform with a combination of a great management team, technology, low cost of funds and a group with a long history of creating successful consumer businesses. ChrysCapital believes Hero FinCorp has all the ingredients to scale multifold and create significant shareholder value in the future.”*

**Mihir Doshi, India Country CEO, Credit Suisse**, said, *“We are delighted to partner with Hero FinCorp Ltd. as a co-investor to help the company achieve its growth ambitions as a leading provider of credit solutions for the underserved consumer segment in India. This transaction highlights the strength of Credit Suisse’s integrated platform and our ability to offer holistic financing solutions to our clients.”*

Hero FinCorp has grown from an asset size of Rs 300 crore in 2013 to Rs 8000 crore in YTD 2016. In terms of customer outreach, Hero FinCorp has become one of the fastest companies to reach one million retail customers. The company has also provided financing to over 2000 small and medium-sized enterprises (SME), with no or limited credit histories.

By 2020, Hero FinCorp plans to reach an asset size of Rs 35,000 crore. The company plans to enter new product segments, such as, Home Loans and used two-wheeler loans and aims to further augment existing businesses, with special focus on Used Car Finance, Consumer Durable/Loyalty Loans and SME lending. The company also plans to introduce disruptive financial technologies into its business through partnerships with FinTech start-ups.

With presence in over 950 locations across India through more than 2000 touch-points, Hero FinCorp is focused on building last mile reach to the end-customer through its extensive geographical coverage. The company plans to grow the touchpoints to 4000 by 2020.

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