



Small Industries Development Bank of India

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Concept & Design
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WORKING REPORT | FY 2020



Helping MSMEs to sail through Challenging Times



What we envisaged for FY 2020

For FY 2020, our focus will be to sustain growth momentum and build scalable & profitable franchise, focused on MSME development.

How we fared during FY 2020

The Bank sustained its growth momentum during FY 2020, registering a healthy growth of 20.3% in total Asset Base. Improved margins, lower Cost to Income ratio and 27.9% Y-o-Y growth in NII has enabled the Bank to achieve its highest ever net profit of ₹2,315 crore with 18.6% Y-o-Y growth.

In its endeavor to support MSMEs to sail through these challenging times, the Bank has accelerated its Institutional Finance operations through Banks/NBFCs/SFBs/MFIs/New Age Fintechs and also reinvigorated its Direct finance operations by introducing new credit delivery models, enlarging product bouquet and ensuring faster credit delivery. During FY 2020, the Bank achieved 22.6% and 10.9% growth in its Institutional Finance and Direct Finance operations respectively.



INTRODUCTION

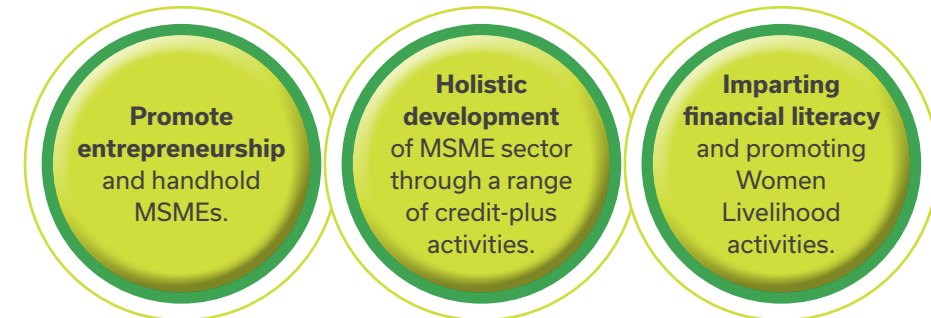
Small Industries Development Bank of India (SIDBI) was established under an Act of the Parliament in 1990. SIDBI is the Principal Financial Institution engaged in promotion, financing & development of the Micro, Small and Medium Enterprise (MSME) sector and coordination of the functions of the various institutions engaged in similar activities.

The Bank executes its mandate through-

Financing Role

- 1 Direct Lending** aims to fill the existing credit gaps in the MSME sector and is undertaken through demonstrative and innovative lending products, which can be further scaled up by credit delivery ecosystem.
- 2 Indirect Lending** based on multiplier effect/ larger reach in financing the MSME sector and is undertaken through Banks, SFBs, NBFCs, MFIs and New Age Fintechs.
- 3 Micro Lending** taken up through partnership models to effectively & impactfully serve the entrepreneurs, especially women, at the bottom of the pyramid.
- 4 Fund of Funds** boosts entrepreneurship culture by supporting emerging startups through the Fund of Funds channel.

Promotional & Developmental Role



In addition to the above, under the Vision 2.0, the Bank adopted the avowed objectives of

- ▶ **Thought Leadership** through structural initiatives like data backed interventions to address information asymmetry and fostering the “**Livelihood Finance**” space through innovative & cost-effective funding solutions.
- ▶ Serving as an **Aggregator** and enabling digital lending access to MSMEs.
- ▶ Playing a **Facilitator** through roles like Nodal Agency for the MSME oriented Schemes of the Government and also acts as trusted agency of the Govt. of India in channelising liquidity support and collateral free economic package to pandemic hit MSME sector..

Footprints

The Bank's footprints at the end of FY 2020 included



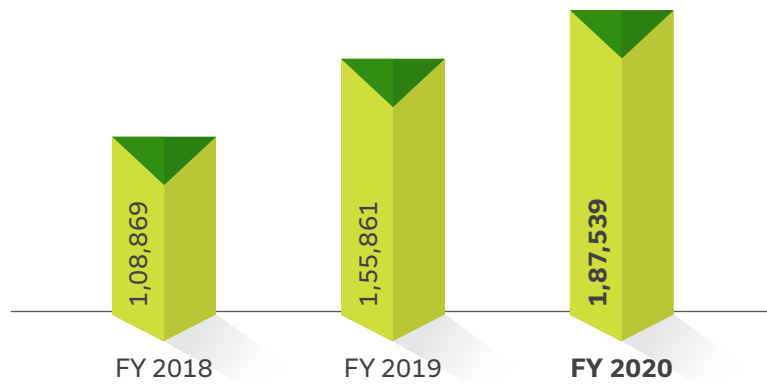
Back-end & policy support extended by 20 HO Verticals stationed in Lucknow HO, Mumbai Office and New Delhi Office

FINANCIAL PERFORMANCE

Asset Base

The Asset Base of the Bank continued its growth momentum by clocking healthy Y-o-Y growth of 20.3% and stood at ₹1,87,539 crore as at end of FY 2020, having crossed, in FY 2019, the milestone figure of ₹1.5 lakh crore.

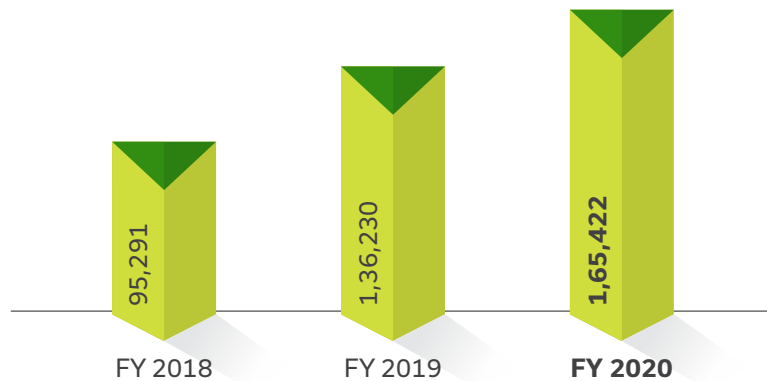
Asset Base (₹ crore)



Loans and Advances

Loans and Advances crossed milestone of ₹1.5 lakh crore in FY 2020 registering Y-o-Y growth of 21.4% and stood at ₹1,65,422 crore as at end of FY 2020.

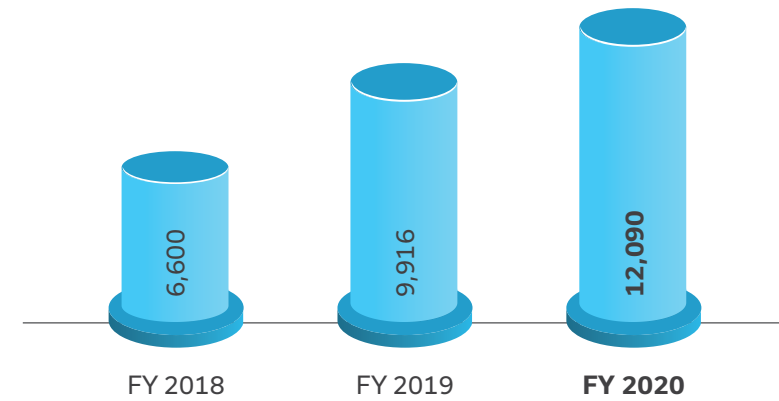
Loans and Advances (₹ crore)



Income

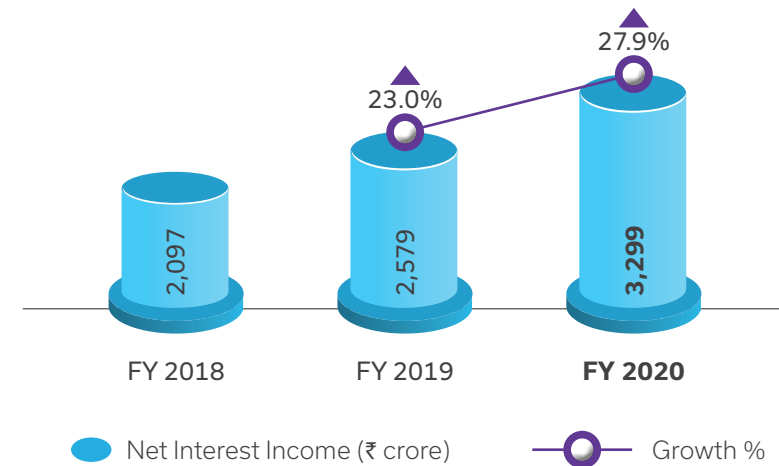
Keeping the healthy growth momentum, total income of the Bank clocked 21.9% Y-o-Y growth during FY 2020 and increased from ₹9,916 crore in FY 2019 to ₹12,090 crore in FY 2020.

Total Income (₹ crore)



Net Interest Income (NII) registered Y-o-Y growth of 27.9% during FY 2020 as compared to 23% growth in FY 2019.

Net Interest Income (NII)

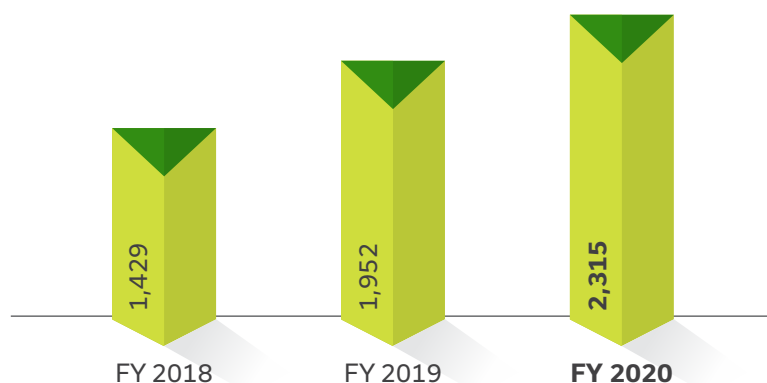


FINANCIAL PERFORMANCE

Profit

Riding on healthy NII, operating profit (before provision) recorded Y-o-Y growth of 50.4% in FY 2020. Net profit of the Bank recorded a growth of 18.6% to ₹2,314.5 crore in FY 2020 from ₹1,952.2 crore in FY 2019.

Net Profit (₹ crore)

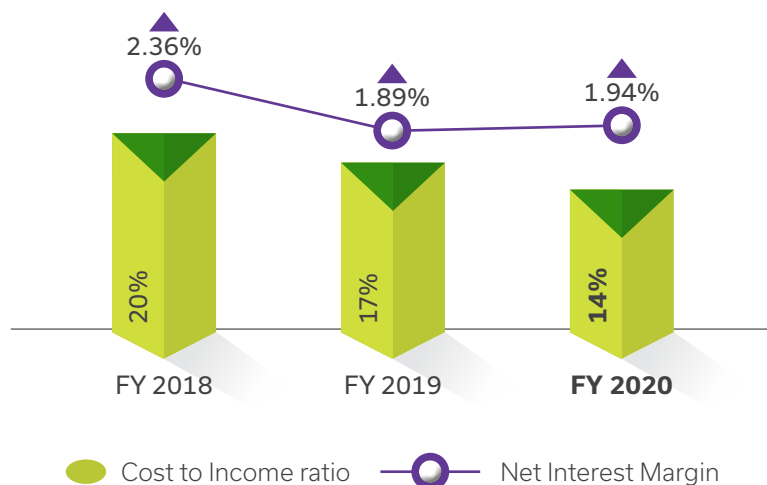


Cost to Income and Net Interest Margin (NIM)

Net Interest Margin (NIM) increased by 5 bps to 1.94% in FY 2020 from 1.89% in FY 2019.

Cost to Income ratio has improved by 300 basis points to 14% during FY 2020 from 17% during previous FY and has shown approx 300 basis points improvement in 3 consecutive FYs.

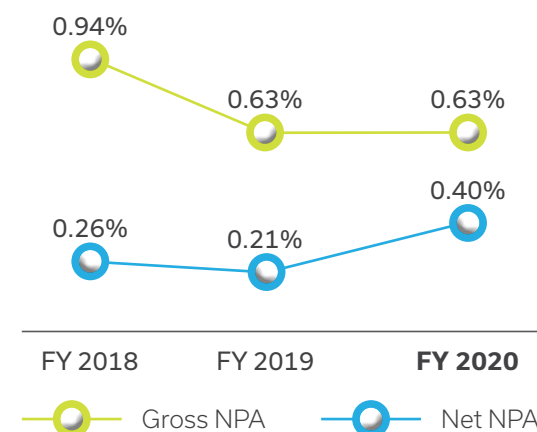
Cost to Income/ NIM



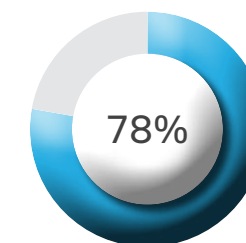
Asset Quality

Gross Non-Performing Assets ratio stood at 0.63% in FY 2020 (same as in FY 2019) and Net NPA ratio increased by 19 bps from 0.21% to 0.40% as on March 2020.

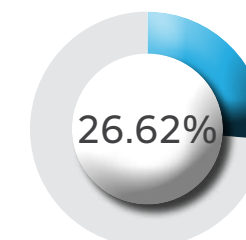
Asset Quality



Balance sheet strength



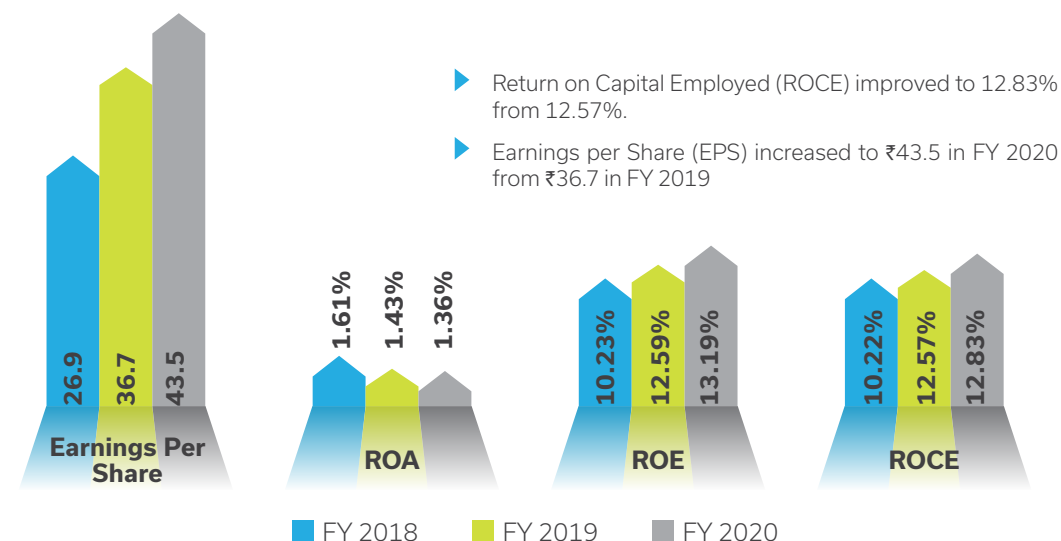
Provision Coverage Ratio (PCR) was at 78% as on March 2020 as compared to 87% as on March 2019.



Capital Adequacy Ratio as on March 31, 2020 stood at 26.62% as compared to 27.11% as on March 2019.

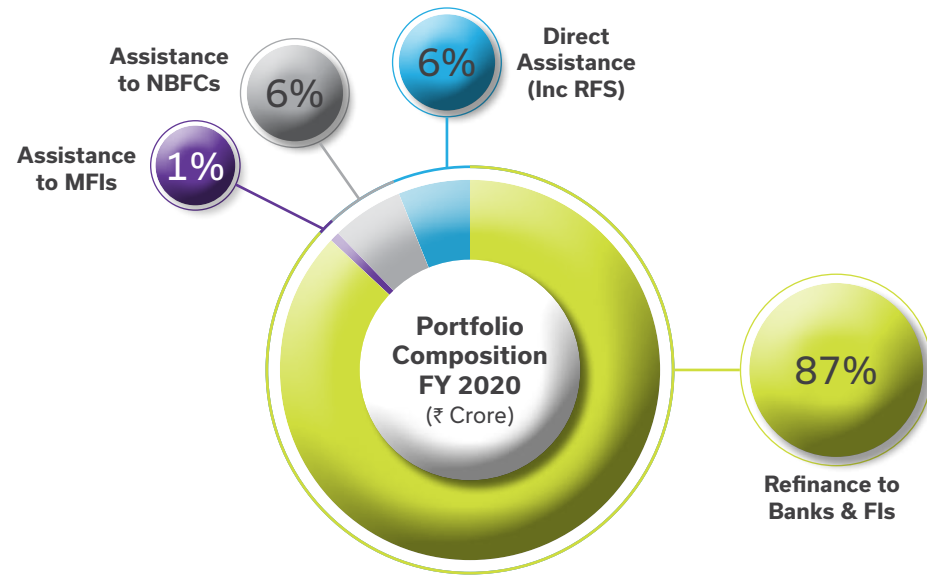
Shareholders' Return

Shareholders' Returns



BUSINESS PERFORMANCE

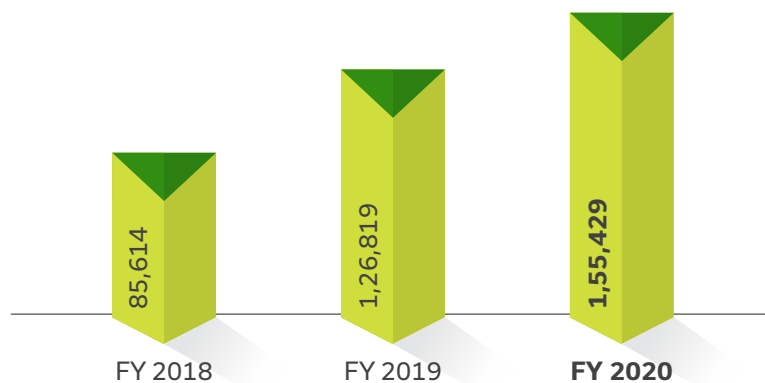
Institutional Finance accounts for approx 94% of total outstanding portfolio.



Institutional Finance

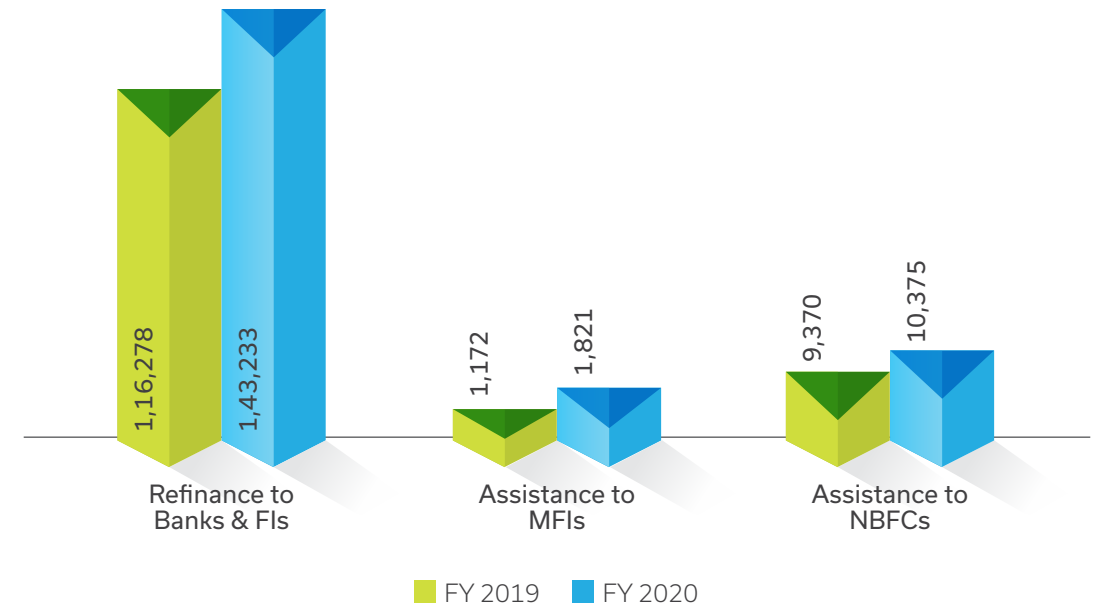
Institutional Finance has crossed landmark figure of ₹1.5 lakh crore during FY 2020, registering a growth of 22.6%.

Institutional Finance (₹ crore)



The composition of Institutional Finance

Composition of Institutional Finance (₹ crore)



Refinance to Banks (incl SFBs) & FIs

Refinance to Banks & FIs stood at ₹1,43,233 crore with growth of 23.2% during FY 2020. The Bank, through its Refinance operations, facilitates flow of funds to MSEs by suitably augmenting PLI's resources. Refinance is channelized through following schemes-

Micro and Small Enterprises Refinance Scheme (MSERS) to Banks and Refinance to Small Finance Banks (RSFB)

During FY2020, an amount of ₹55,457 crore was disbursed benefitting more than 8.14 lakh MSEs

Refinance Scheme for Micro and Small Enterprises Sector (RMSE)

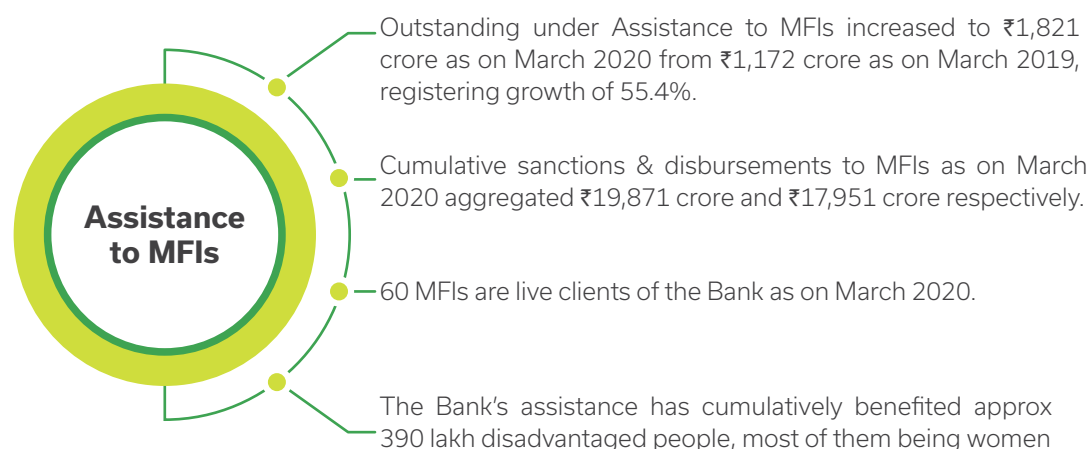
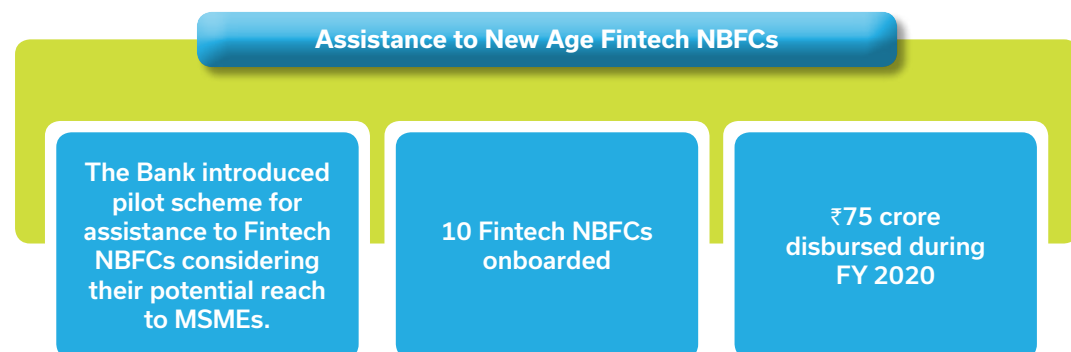
During FY 2020, an amount of ₹39,341 crore was disbursed benefitting 3.42 lakh MSEs

BUSINESS PERFORMANCE

Assistance to NBFCs

Assistance to NBFCs increased to ₹10,375 crore as on March 2020 from ₹9,370 crore as on March 2019, registering growth of 10.7%.

To address the liquidity concerns of NBFC sector, the Bank has made disbursement of ₹3,650 crore during FY 2020 and also onboarded 16 new NBFCs (including 10 New Age Fintech NBFCs).



Scheme for Special Liquidity support

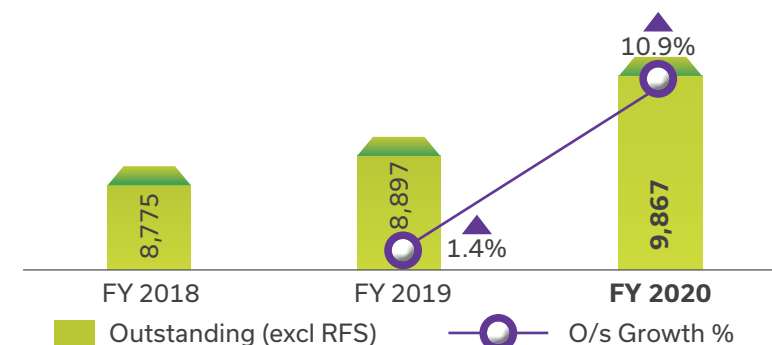
To provide liquidity support to MSME sector in view of COVID 19, RBI provided Special Liquidity Facility (SLF) of ₹15,000 crore to the Bank. Under the scheme, the Bank is providing assistance to Banks, NBFCs and MFIs at competitive rates to tide over the liquidity crisis.

Direct Lending

The Bank has taken several initiatives during FY 2020 for realigning the Direct Finance Operations so as to contribute in a viable and sustainable manner and increase its outreach to all segments of MSMEs, particularly MSEs. These initiatives include launch of new products targeted at specific segment/ region/ industry etc. with concurrent simplification of processes at policy and technology levels.

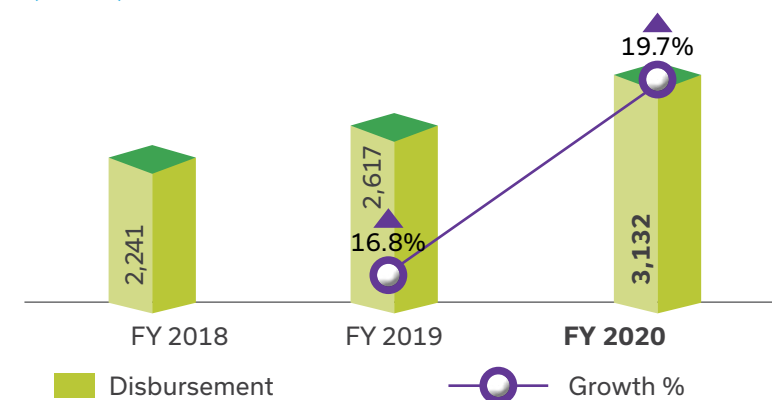
Direct finance portfolio (Net of provision), including outstanding under PRAYAAS, registered growth of 10.9% in FY 2020 as compared to 1.4% in FY 2019.

Direct Finance Portfolio (₹ crore)



Disbursements during FY 2020 also registered healthy growth of 19.7%.

Disbursement (₹ crore)



Upscaling ongoing schemes

Under SIDBI Make in India Soft Loan Fund for Micro, Small & Medium Enterprises (SMILE), aggregate loans of ₹7,846.40 crore had been disbursed to 4,347 MSMEs till the end of March 2020.

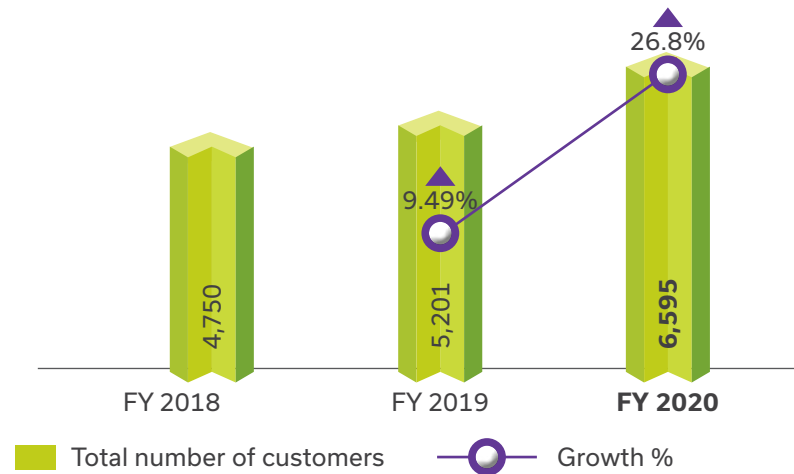
BUSINESS PERFORMANCE

Strategic Reorientation of Direct Lending business has resulted in

Widening Reach

Number of customers under Direct Finance has increased to 6,595 as on March 2020 from 5,201 as on March 2019, registering growth of 26.8% growth.

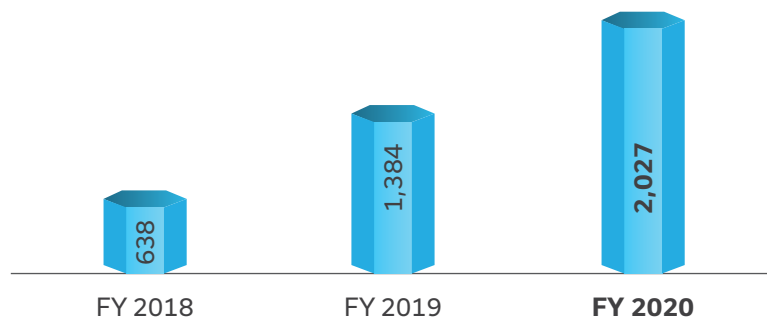
Total customers



Diversifying Base

Having registered 2-fold increase in new customers during FY 2019, the Bank clocked growth of 46.5% in new customer base during FY 2020.

New Customer added



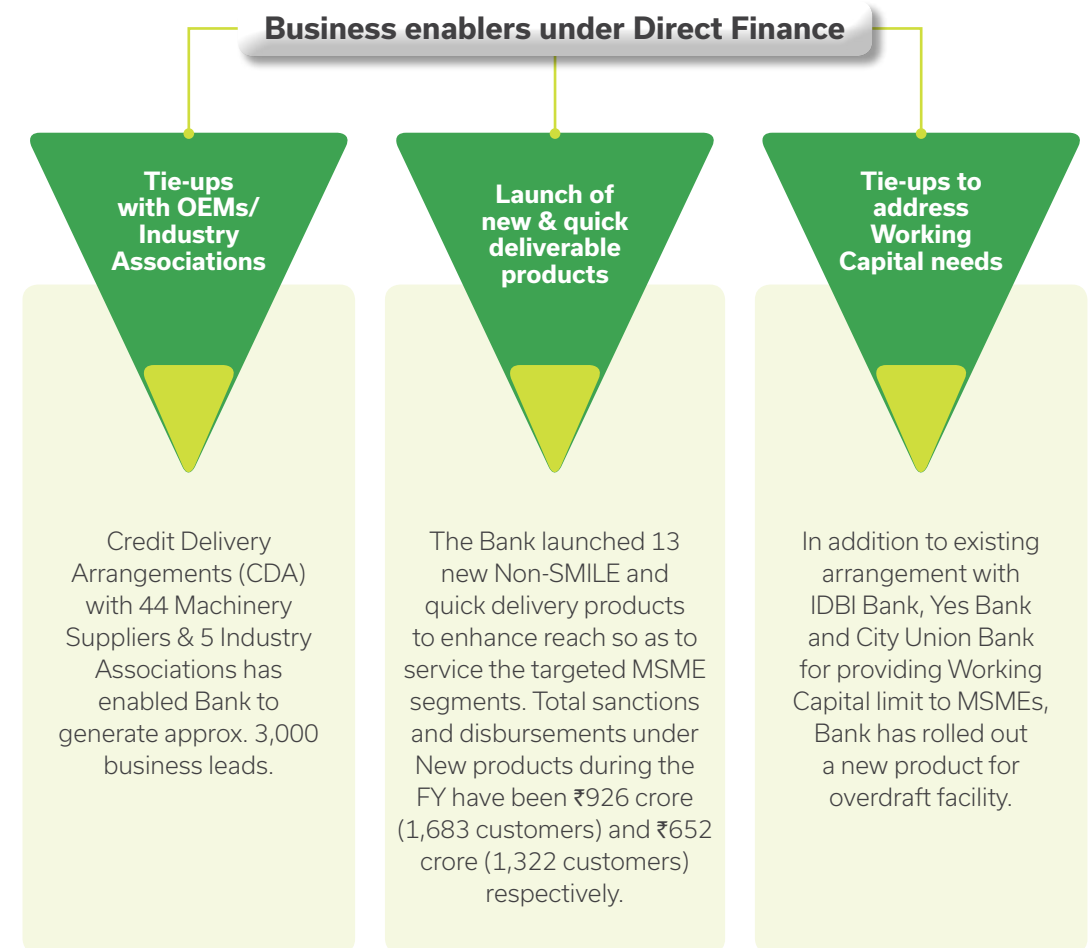
Faster delivery

Faster dispensation models have resulted in improvement of overall TAT to 11 days. TAT for new/ quick delivery products was around 5 days.

Retention of good customers

Client retention measures have resulted in reduction in instances of prepayment. Prepayment of 272 accounts (principal outstanding of ₹509.80 crore) could be averted during the year.

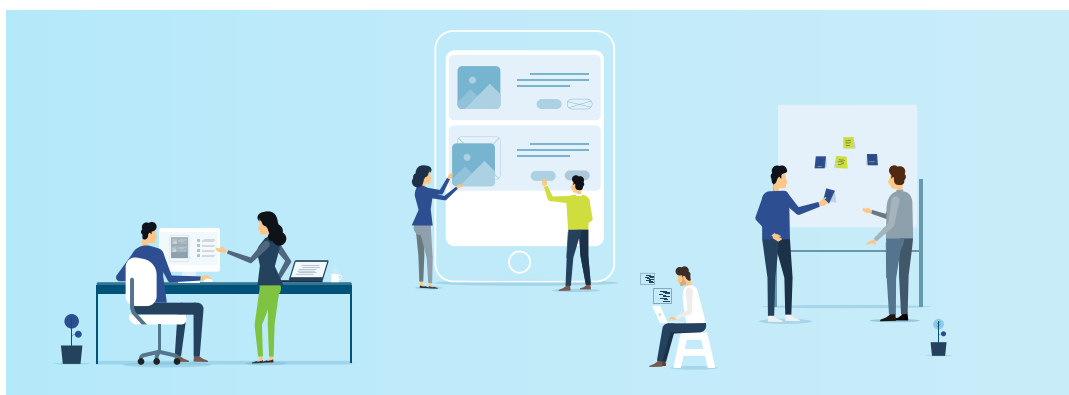
Business enablers under Direct Finance



BUSINESS PERFORMANCE

Initiatives for MSMEs to meet COVID 19 challenges

- ▶ SIDBI Assistance to Facilitate Emergency response against corona virus (SAFE) to provide capex and Working capital support to existing MSMEs at subsidised interest rate of 5% with target TAT of 48 hours.
- ▶ SAFE Plus Scheme with target TAT of 48 hours and subsidised interest rate of 5% for immediate Working capital to undertake specific orders from Govt or Govt nominated agencies.
- ▶ Ad-hoc Working capital and Term loan limits to existing customers.
- ▶ Special facility for capex financing needs of healthcare sector under SMILE.
- ▶ LIQUID Scheme to provide assistance up to ₹1.5 crore in form of WCTL.



Process improvements through digitization

- ▶ Bank has rolled out new credit delivery models to enhance efficiency and productivity of the Direct Lending business.
 - 6 Express Loan Service Centres (ELSCs) to quicken disbursement of higher ticket size loans through centralized and seamless process
 - 7 Specialised Asset Recovery Branches (SARBs) to focus on faster recovery and NPA resolution
- ▶ SMART - Online application for faster processing.
- ▶ Opened 9 new branches and upgraded 4 existing Resident Representative Offices (RROs) to Branch Offices
- ▶ Other measures include Centralized arrangement for engagement of Direct Selling Agents, Concise handbook for single point reference and doing away with obtaining CA certificates.

Focused initiatives under Direct Finance- Sustainable Development

The Bank has been operating focused lending schemes for promoting investment in clean production and energy efficient technologies/ production processes under bilateral lines of credit from international agencies such as JICA, AFD, and KfW.

Major activities under Sustainable Development are:

- ▶ Financing Energy Efficiency at MSMEs - World Bank project financed by Global Environment Facility (GEF)-
 - Implemented in 26 clusters
 - Loans extended under 'End-to-End Energy Efficiency (4E) Scheme'
- ▶ The Bank is "National Implementing Entity" with Green Climate Fund (GCF) pursuant to nomination by Ministry of Environment, Forest & Climate Change, Govt. of India



- ▶ Partial Risk Sharing Facility for Energy Efficiency (PRSF), a Guarantee Fund with a corpus of around ₹251 Crore (USD 37 million) and technical assistance of ₹41 Crore (USD 6 million)-
 - Global Environment Facility (GEF), Clean Technology Fund (CTF) and World Bank supported project implemented by Energy Efficiency Services Limited (EESL) and SIDBI
 - Partial risk coverage to 24 EE projects with guaranteed loan amount of ₹113 crore to Banks/FIs for the loans given to 10 Energy Service Companies (ESCOs)
- ▶ TIFAC-SIDBI (Srijan) Scheme supports MSMEs towards development, up-scaling, demonstration and commercialization of innovative technology-based projects by providing developmental loans at flexible terms & interest rate

BUSINESS PERFORMANCE

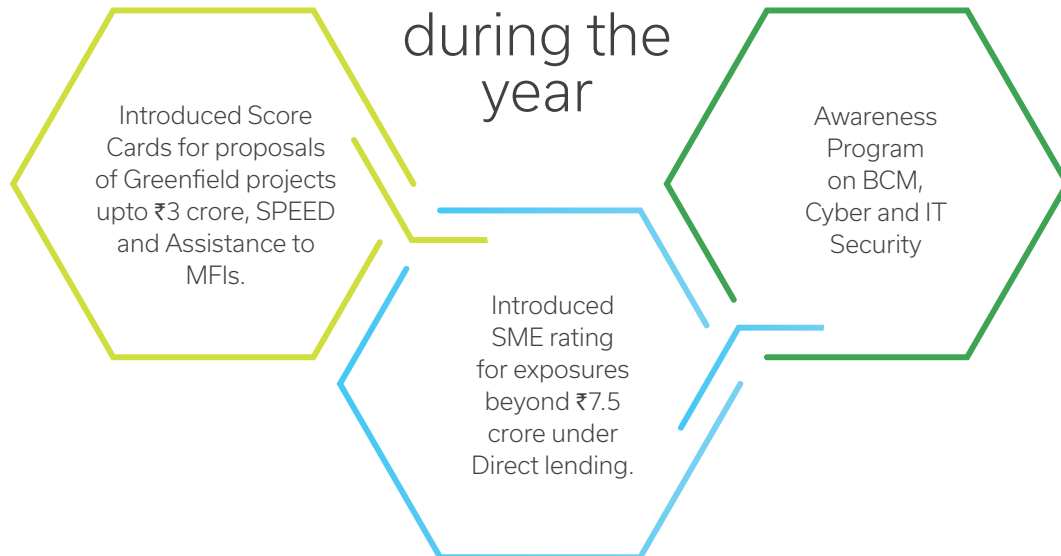
Resource Management

Resource aggregating ₹78,394 crore raised by the Bank during FY 2020, as compared to ₹84,483 crore during FY 2019.

Strengthening Risk Management

The Bank has put in place comprehensive Risk Management System inclusive of Credit Risk Management, Market Risk Management, Operational Risk Management, Internal Capital Adequacy Assessment Process, Business Continuity Management, etc.

Major initiatives during the year



- ▶ To facilitate enterprise promotion and bringing down the cost of credit to borrowers at the bottom of the pyramid, the Bank launched PRAYAAS scheme on pilot basis.



- ▶ The scheme caters to borrowers from missing middle segment in the range of ₹0.50 lakh to ₹5 lakh.

Micro Lending/ Missing Middle



- ▶ Based on success of pilot scheme, the Bank launched -
 - PRAYAAS Scheme for Direct Credit to Micro Enterprises under partnership arrangements with BC/ MFI/ SHPI/ NBFC/ Fintechs, etc
 - PRAYAAS Scheme for Direct Credit to Micro Enterprises under partnership arrangements with New-Age Business Entities/ Aggregators



- ▶ As on March 31, 2020, Bank has aggregate sanction of ₹161.11 crore to approx. 14,000 micro-entrepreneurs/ borrowers.

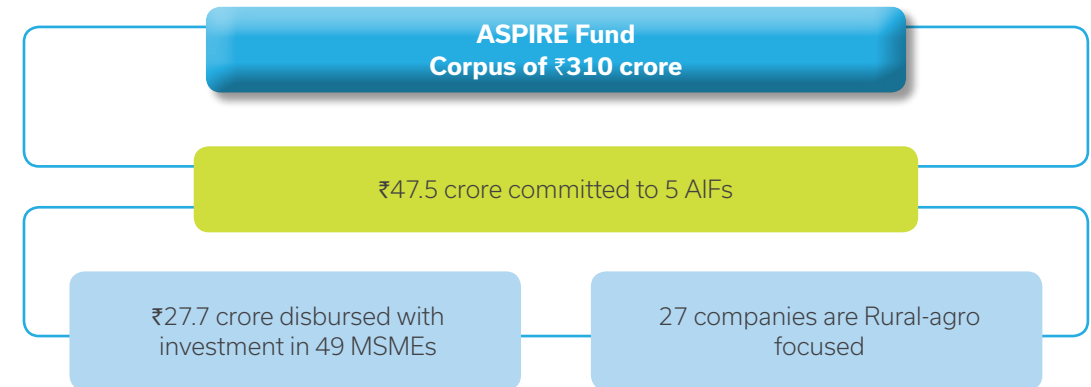
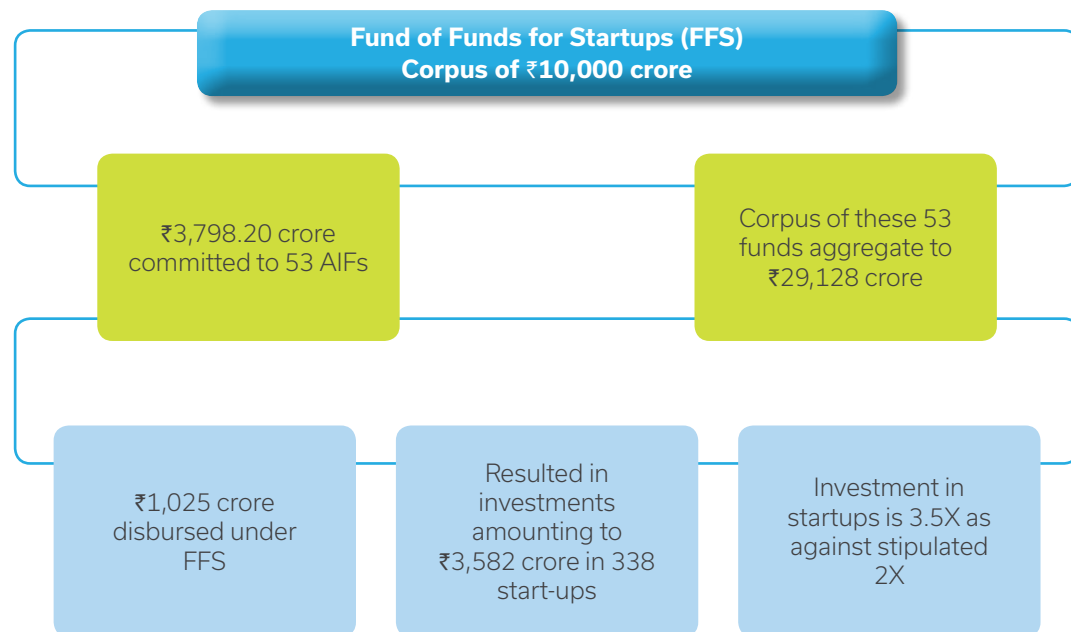
BUSINESS PERFORMANCE

Fund of Funds

The Bank has been operating Fund of Funds programmes, viz. Fund of Funds for Startups (FFS), ASPIRE Fund (AF), All India Funds, Regional Funds, MSME-RCF and India Aspiration Fund (IAF), in which contributions are made to Alternative Investment Funds (AIFs) for investments in companies at different stages of business cycles viz. seed, Series "A", early stage, etc.

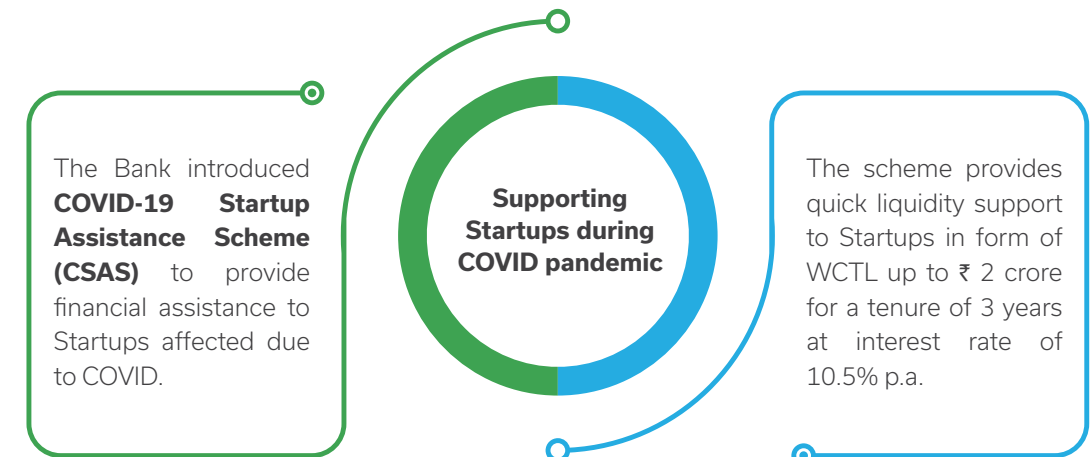
While commitments under All India Funds, Regional Funds, MSME-RCF and IAF are under divestment/exit stage, commitments are being considered under FFS and AF. The Bank is an operating agency for FFS (a programme of DPIIT, Ministry of Commerce and Industry) and AF (Ministry of MSME).

A brief outline on active Fund of Funds is as under:



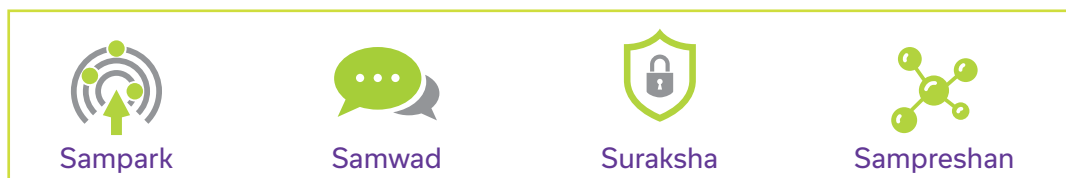
Other initiatives

- ▶ Entire process from application submission by AIFs, drawdown requests to real time portfolio management of VCF has been digitized.
- ▶ 2nd Investor day organized on January 16, 2020 at Bengaluru to bring all the stakeholders of Startup eco-system on a common platform. Out of 37 startups selected in 2 Investor day programmes, 31 attracted expression of interest from VC/PE.
- ▶ Released report on Venture capital eco-system in India titled "Private Investing in India - Venture Capital Focus"
- ▶ Introduced Rating module for comprehensive evaluation of AIF proposals.



PROMOTION AND DEVELOPMENT (P&D) INITIATIVES

SIDBI Vision 2.0 lays thrust on inclusive, innovative and impact-oriented engagements and in order to align the P&D initiatives with renewed Vision, the initiatives were undertaken under four guiding themes of Sampark, Samwad, Suraksha and Sampreshan (4S) to address various nonfinancial challenges of the MSME sector.



Sampark – connect with MSMEs and Entrepreneurs

Swavalamban Info Series-

- ▶ 4 volumes and one compendium covering information regarding entrepreneurship and setting up/ stepping up of enterprises development cycle released
- ▶ Financial literacy films, radio jingles, entrepreneurship anthem, entrepreneurship emblem etc. also released for kindling entrepreneurship
- ▶ SIDBI Youtube channel "SIDBIOfficial" has 155 informative videos

Swavalamban Walls and Clubs

- Endeavors to educate youth on entrepreneurship in educational institutions
- ▶ 118 Swavalamban walls in 8 states
 - ▶ 15 Swavalamban clubs with 35 members per club on average

Swavalamban Bazar+

- ▶ Platform for micro-entrepreneurs and local artisans to showcase their skills and products
- ▶ Platform also provided credit, design, market connect as also financial literacy on digital tools.
- ▶ Organised at 12 cities in 9 states with overall participation of 600+artisans/ microentrepreneurs
- ▶ Each mela has an average sale of ₹13.28 lakh

Udyam Sangyan

- ▶ Exposure visits of Micro & Small enterprises to Medium and Large-scale industries
- ▶ During FY 2020, 22 such visits were organized benefitting 573 MSMEs

State Outreach Program

- ▶ Aligned with recommendations of RBI Expert Committee on MSME chaired by Sh. U. K. Sinha
- ▶ Aimed to promote onboarding of MSMEs on digital platforms and mapping of good practices of one state with another
- ▶ Organised in 10 state with participation of 2,106 stakeholders
- ▶ Process initiated to set up PMU in 13 states
- ▶ Differentiated cluster outreach programme for 10 states also shaped



Sampark

Samwad – “dialogue” to strengthen relationship among various stakeholders of the MSME Sector



Samwad

Thematic Metro Station at Hauz-Khas

- ▶ Hauz Khas Metro station adopted for a period of 10 years to spread awareness on SIDBI & Govt schemes among MSMEs.
- ▶ 2 kiosks to attend queries
- ▶ Average daily footfall of more than 1 lakh

Swavalamban Samwad

- ▶ 170 SIDBI officers met roadside vendors, micro unitholders on SIDBI Foundation day, to understand the daily issues and challenges
- ▶ Around 110 potential role models were identified and 35 were supported under the Role Model initiative

SIDBI Calendar 2020

- ▶ Showcased the women entrepreneurs who broke the socio-economic barriers to become successful entrepreneurs.

Swavalamban Utsav

- ▶ 2-day event organized for women micro-entrepreneurs, supported under SIDBI's Mahila Udyami Sashaktikaran Project (MUSP), to showcase their products, network and generate new orders
- ▶ 700 out of 10,000 women micro-entrepreneurs under MUSP participated
- ▶ Swavalamban Utsav received appreciation message from the Hon'ble Prime Minister of India

Swavalamban Sankalp

- ▶ 30 pan India programmes through DICCI for mainstreaming potential SC/ST entrepreneurs
- ▶ 9 already held

Suraksha – to create an enabling environment for the growth of MSMEs



Suraksha

Swavalamban Silai Schools

- ▶ Creating & promoting Homepreneurs role models in partnership with USHA International
- ▶ 1,000 silai schools established benefitting 1,000 rural women in 10 districts of 5 states.
- ▶ In turn, by creating multiplier effect, each homepreneur has enrolled 3 other women, taking overall enrollments to 3,273 as on March 2020.
- ▶ 59% homepreneurs from BPL category
- ▶ 700 more schools planned in 3 states in phase 2
- ▶ Design, Skill & Market connect planned

Swavalamban Connect Kendras (SCKs)

- ▶ SCKs in Uttar Pradesh, Bihar, Jharkhand, Odisha & Telangana to handhold, aspiring entrepreneurs to become job creators on end to end basis
- ▶ 100 SCKs established and profiling of 3,158 aspirants done
- ▶ 39 enterprises have been set up so far

PROMOTION AND DEVELOPMENT (P&D) INITIATIVES

Swavalamban Express: An Entrepreneurial Journey "Start your own Business"

- ▶ 15 day long nationwide entrepreneurial train Journey covering approx 7,000 kms
- ▶ Presently deferred
- ▶ After info series were shared, 1400+ prospective entrepreneurs have been opened to 3 quizzes on Swavalamban
- ▶ Swavalamban idea lab for business plan continuing

Co-Working Space

- ▶ Workspaze" launched at Bank's Delhi office premises, in partnership with Incuspaze Solutions Pvt Ltd, benefitting 39 enterprises
- ▶ Another Co-Working space at BKC Mumbai is being established.

Udyam Gyanshala (MDP at IIM Lucknow)

- ▶ 11 days classroom short-term MDP for MSE entrepreneurs at IIM Lucknow
- ▶ 2nd year in row benefited 34 MSEs

Swavalamban Role Models

- ▶ Supporting swavalambis at bottom of pyramid- Sprint shoes to barefooted
- ▶ During FY 2020, 107 role models have been supported

Eu-Switch Asia Bamboo Project

- ▶ Aimed at promoting bamboo-based enterprises and generating green jobs
- ▶ Implemented in 9 states of the country including the 5 North Eastern states
- ▶ Cumulatively 2,734 artisans have been guided on setting up bamboo-based enterprise
- ▶ During FY 2020, the project established/ upgraded 1000+ enterprises

Sampreshan – constructive engagement with policy makers & MSME entrepreneurs



Sampreshan

2nd Edition of SIDBI ET India MSE Awards

- ▶ 2nd edition of awards witnessed 13,000+ registration and 500+ participants
- ▶ Award enables each winner to access mentorship and MDP to take a leap to the next level of business scale.
- ▶ Emerged as a unique national award with increase in number of national partners to eight.



Corporate Social Responsibility

The Bank has undertaken over 30 CSR activities in FY 2020 across several states in the field of education, health, hygiene, skilling, environment conservation etc.

Major initiatives are-

- ▶ Donated portable washing machines to help and engage 450 prisoners at Central jail, Varanasi for skilling in laundry service and also provided portable merchandise selling kiosks to sell their products
- ▶ Aided in desilting of water bodies in Tamil Nadu at 3 locations thereby helping in water table conservation
- ▶ Water ATM installed at Mathavari Village, Gorakhpur, UP, used by 119 households and general public. Another water ATM supported at Collectorate office, Gorakhpur.
- ▶ Renovated 5 primary schools in Ghazipur, UP by improving school infrastructure and learning conditions and also installed water filters
- ▶ Wall paintings at Lucknow to spread the message of cleanliness as also entrepreneurship - "Swachta bhi, Swavalamban bhi"

COVID Response- supporting livelihoods

Partnered with 11 agencies / NGOs working in 9 states for:

- ▶ Distribution of over ~60,000 masks
- ▶ Distribution of dry ration & sanitizers to 2,000+ families
- ▶ Support to 100 livelihood entrepreneurs to withstand lockdown
- ▶ Assistance to support food distribution to 5,000 migrant labours, daily wage earners
- ▶ Support to 45 SHGs and 65 homepreneurs for mask making
- ▶ Suraksha Kawach in NER and TamilNadu reaching 900+ livelihood vendors

PROMOTION AND DEVELOPMENT (P&D) INITIATIVES

Poorest States Inclusive Growth (PSIG) Program

Funded by UKAid through the Department for International Development (DFID), UK since April 2012. The program aimed to enhance the income and employment opportunities of the poor, especially women, in states with high incidence of economic poverty, has been concluded.



Thought Leadership and Structural Initiatives

The Bank has undertaken various initiatives to address the information asymmetry and directional support to policy makers.

Structural Initiatives

MSME Pulse

A SIDBI-Transunion CIBIL initiative, is a health tracker of MSMEs based on over 5 million credit active MSMEs in CIBIL database. The report tracks the MSME credit trends in industry groups and geographies to provide strategic inputs to the institutional lenders and stakeholders. MSME Pulse is being published in English, Hindi, Marathi & Tamil. 8 editions of the report have been released, as on March 2020.

CriSidEx

A SIDBI-CRISIL joint knowledge product, is a sentiment index based on the qualitative survey of around 1,100 MSEs for the survey quarter and expectations for the next quarter. The index gauges the ground level trends of the MSEs, apart from providing policy insights to the stakeholders. Various enhancements/upgradations were made last year viz. needbased industry specific expert views, broadbasing of survey respondents, parameter wise sub-indices etc. 9 editions of the report have been released, as on March 2020.

Microfinance Pulse

SIDBI collaborated with Equifax to launch "Microfinance Pulse" in May 2019, which is a quarterly report, based on Equifax database, to provide credit trends and other insights in Microfinance sector; to serve as data backed policy insights to the stakeholders. The report has undergone continuous enhancements to make it more multifaceted and comprehensive viz. introducing profiles of identified states, separate section on aspirational districts etc.. 4 editions of the report have been released, as on March 2020.

SIDBI National Microfinance Congress

The Bank organized 2nd edition of SIDBI National Microfinance Congress, to bring together the practitioners and stakeholders from Microfinance sector to discuss the emerging challenges, develop possible strategies and vision for the Microfinance sector. The event saw a significant participation from more than 300 delegates from 200+ organisations, which included leading commercial Banks, SFBs, MFIs, NBFCs, RBI, academicians, Fintechs etc.

New Knowledge Products

In its constant endeavour to bring more knowledge products to provide data points on emerging aspects, the Bank is exploring knowledge products/publications on identified Industry sector, Fintech lending space etc.

PROMOTION AND DEVELOPMENT (P&D) INITIATIVES

Aggregators

Udyamimitra portal – a comprehensive digital platform for MSME aspirants to access credit

Accessibility

- ▶ 140 lenders
- ▶ Branch network of more than 1.3 lakh

Registrations

- ▶ Total Registrations- 5.23 lakh
- ▶ Online Loan applications- 1.38 lakh
- ▶ 7,283 loans sanctioned online amounting ₹1,377 crore

Handholding support

- ▶ Handholding Agencies- 27,756
- ▶ Active agencies- 7,907
- ▶ Handholding requests- 50,000 requests completed (24,000 women requests)

Institutional Tie-ups

- ▶ Tie-up with NSDC done by mapping 5,996 PMKVY centres and 463 PMKK centres

Digital Offering

- ▶ Samriddhi, a virtual assistant (Chatbot) attended 3.49 lakh queries
- ▶ Bankability kit - 5.8 lakh downloads
- ▶ 325 project profiles visited by 1.5 lakh
- ▶ 78,957 CSCs facilitated registration of 28,184 applicants and 3,104 applications

Facilitator Role

Interest Subvention Scheme (ISS) for Incremental Credit to MSMEs – 2018

- ▶ The Bank is nodal implementation agency for “Interest Subvention Scheme for Incremental Credit to MSMEs 2018”
- ▶ As on March 31, 2020, out of ₹625 crore received from MoMSME, Gol, the Bank has settled the claim of ₹604.69 crore pertaining to 59 eligible institutions
- ▶ 9.58 lakh MSMEs have benefitted under the scheme

Partial Credit Guarantee Scheme

- ▶ Guarantee offered by Gol to Public Sector Banks (PSBs) for purchase of high rated pools of NBFCs/HFCs
- ▶ The Bank has been delegated the work for evaluation of proposals, keeping record of transactions and determination of guarantee headroom, examination of claims and monitoring of recoveries
- ▶ All the eligible proposals of pooled assets as received from various PSBs were forwarded to DFS for guarantee approval
- ▶ Subsequent to that, respective PSBs executed the guarantee agreement with Gol for the purchased pool under Partial Credit Guarantee Scheme

MSME Saksham

- ▶ Joint credit awareness initiative of SIDBI & TransUnion CIBIL to enable the MSMEs to be loan ready
- ▶ Initiative envisages setting up a digital multi-channel content platform which will have various touchpoints for educating, interacting and engaging with MSMEs

Nodal Agency for Govt subsidy schemes

- ▶ The Bank has been assigned the nodal agency role by the Govt. of India for implementing various Govt. subsidy schemes, namely, CLCSS, TUFS, IDLSS, FPTUFS and TEQUP Scheme.
- ▶ During FY 2020, Bank has released subsidy of ₹60.90 crore to 691 MSMEs.
- ▶ Cumulatively facilitated release of subsidy of ₹3,427.08 crore to 40,692 MSMEs

SUBSIDIARY AND ASSOCIATES

SIDBI Venture Capital Limited (SVCL) (1999), the venture capital arm of SIDBI, presently acts as the Investment Manager for eight funds with aggregate drawable corpus of ₹1,754.24 crore.

During FY 2020, SVCL has established New Horizons Fund (NHF) and is in the process of establishing Ubharte Sitaare Fund (USF).

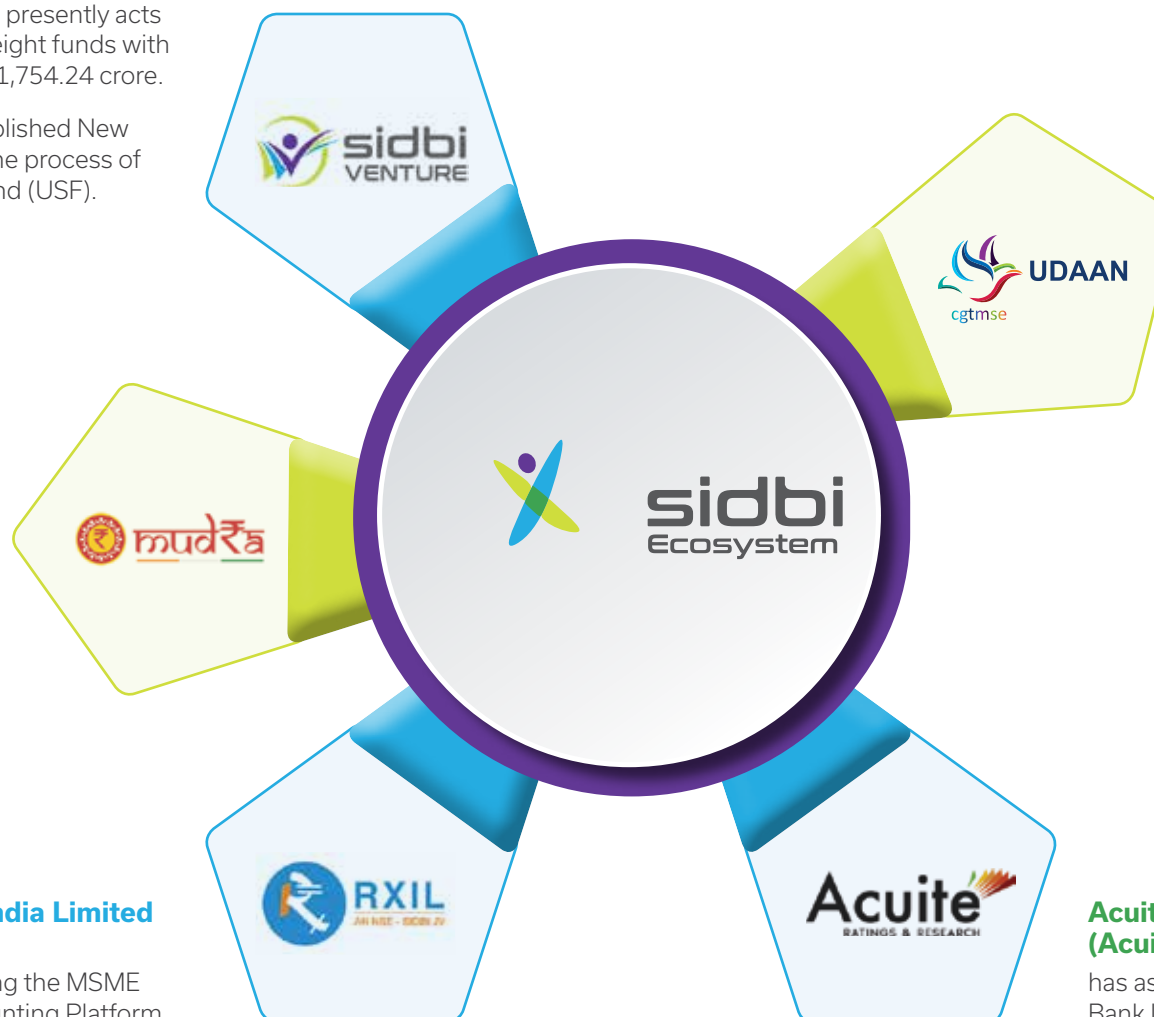
Micro Units Development & Refinance Agency (MUDRA) (2015),

the wholly owned subsidiary of SIDBI working on the agenda of 'funding the unfunded', provided refinance support of ₹4,000 crore during FY 2020.

Receivables Exchange of India Limited (RXIL) (February 2016),

SIDBI-NSE joint venture operating the MSME online Trade Receivables Discounting Platform (TReDS) had a registered base of 489 Buyers (including 102 PSUs), 1,787 MSME Vendors and 35 Financiers, as on March 31, 2020.

As at the end of FY 2020 the RXIL TReDS platform has financed over 94,342 invoices aggregating ₹3,816.39 crore.



Credit Guarantee Fund Trust for MSEs (CGTMSE) branded as UDAAN (set up in 2000),

Credit Guarantee Scheme (CGS) for MSEs in respect of credit facilities up to ₹2 crore extended by Member Lending Institutions, which are not backed/ partially backed by collateral security and / or third-party guarantees.

The cumulative impact up to end FY 2020 is in terms of:

- ▶ 43.07 lakh MSE loan accounts
- ▶ Loan amount of ₹2.21 lakh crore

Milestones achieved during FY 2020:

- ▶ Guarantees approved increased to ₹45,852 crore registering Y-o-Y growth of 52%
- ▶ Number of guarantees improved from 4.36 lakh in FY 2019 to 8.47 lakh in FY 2020, registering Y-o-Y growth of 94%.

Acuite Ratings & Research Limited (Acuite) (set up in 2005),

has assigned 50,000+ SME ratings and 8,000+ Bank Loan Ratings upto March 31, 2020.

