



WORDS FROM
MANAGING DIRECTOR

Dear Shareholders

It has indeed been a privilege and honour for me to share with you the latest update about our company. After a prolonged and unprecedented pandemic, life and business across globe has been on revival process and at Tattva, I am happy to add, the situation is not different. By and large our activities are back to normalcy; however, supply chain disruption and pandemic impact still have adverse effect on growth momentum. Despite these hiccups I am quite optimistic about the future.

You will be happy to know that we have been quite successful in confronting the challenges of pandemic this time, too. The journey during the pandemic was indeed quite turbulent and challenging as well. We had strict statutory restriction on operations on one hand and statutory obligations on the other.

Our total resolve and sheer determination to confront and win the situation has taken us to success. Moreover, it has emboldened us with greater enhanced appetite to take risks which will have positive impact in future. We have been quite successful in honouring all statutory obligations and liabilities during the crisis period without any default which is indeed a rare achievement for any organisation of our size and scale of operations.

Despite having all kind of adversities in and around, we have been able to close the financial year with moderate profit. As a result, we have been able to continue the saga of reporting operational profit consecutively for four years in a row. Moreover, we have also succeeded in retaining our entire talent pool in tact throughout the crisis period. We are in the process of gradual and steady growth and are fully equipped to take our operations to the next level as soon as the market returns to the pre-pandemic tempo.

As you know, the economy and banking system in India has been on a massive transformation process since economic liberalisation was initiated about three decades back. The reform process has been further intensified and taken into altogether different level during the past couple of years. As a result, many revolutionary banking reforms have taken place. It provides enormous growth opportunities for financial institution like ours to expand our operational horizon. It is expected that many of banking services especially retail loans will be distributed through NBFC channel. To enable

it, different set of collaborative synergies are being explored. Corporate DSA, BC Model lending, Co-lending are new channels for collaborative lending in days to come. You will be happy to know that we have already signed up with South Indian Bank, CSB Bank and Axis Finance Limited (a wholly owned subsidiary of Axis bank) for joint lending business activities. We have started selling education loans and property loans for Axis group, Gold loans lending for South Indian Bank and T/W loans for CSB bank. This joint marketing operations will support us in many ways. It will not only strengthen our bottom-line performance but it will enable us to grow much larger scale also.

To stabilise our own lending portfolio, we have decided to start Gold loan products across all our existing locations and beyond. We have already secured Over Draft facility from South Indian Bank for the purpose. Similar funding arrangement is also being explored with CSB bank for Gold loan products. In a situation like this, I firmly believe that only multifaceted business options and strategies will take us forward. There are two more product lines such as Co-lending with Banks and ARC Services to corporates and individuals. I believe that with the support of all these initiatives we will attain greater and greater momentum in the coming months and years.

I take this opportunity to express my sincere gratitude to all our Shareholders, Directors, Channel partners, Banks, Investors, Auditors and "Team Tattva" for the encouragement and support given to sail through the most difficult crisis situation in our journey so far. This is indeed a win of effective team work and all of us can be proud of it.

Thanks & regards,

C. Vijayakumaran Nair
Managing Director