

## Avendus Capital Advises Grama Vidiyal Microfinance Ltd on Raising Long-Term Senior and Subordinated Facilities From Worldbusiness Capital, Inc.

January 2014 • Mumbai



DEAL VALUE	USD 7.5 mn
SERVICE	Structured Finance
SECTOR	Financial Institutions Group

Grama Vidiyal Microfinance Ltd (“GV”), a leading microfinance company based in Tamil Nadu has received long-term senior and subordinated debt facilities from WorldBusiness Capital, Inc. (“WBC”). With over two decades of experience in lending to women borrowers, GV caters to the specialized financial needs of its customers with several credit and credit plus products within the ambit of microfinance loans.

Commenting on the transaction **Mr. S Devaraj, Chairman and Managing Director of GV** said, “Our in depth understanding of the local needs and repayment capabilities along with a robust network spread across four states, has helped us grow a sound microfinance portfolio. We are happy that WBC was able to see immense value in our business model and will work with us towards creating a stronger footprint.”

**Mr. Kaushal Aggarwal, Managing Director at Avendus Capital** said, “Post Andhra Pradesh crisis and subsequent clarity in regulations, MFIs have come a long way towards restoring investor confidence back into the sector. GV is a leading MFI in Tamil Nadu and is expanding into other logical geographies across India. With a strong focus on building an understanding of its end customer, sound business model, robust risk management strategy and flawless execution, we believe it has all the constituents to create a leadership position in the microfinance segment.”

“WBC welcomes the opportunity to provide financing to an established, well-managed lending institution such as GV which plays a vital role in supporting an underbanked sector of the Indian economy,” said **Scott Freiday, Senior Vice President and India Team Leader at WBC**. “This transaction also demonstrates WBC’s ongoing commitment to identifying and developing unique lending opportunities in the Indian marketplace.”

### | About Grama Vidiyal Micro Finance Limited:

GV, registered as a Non-banking Finance Company - Micro Finance Institution (NBFC-MFI), is one of the largest microfinance institutions in the country with Gross Loan Portfolio in excess of INR 5.5 billion. The company operates in the states of Tamil Nadu, Maharashtra, Madhya Pradesh and Pondicherry, with around 1 million

customers. With its varied products, GVMFL not only aims at achieving the economic sustainability of its women members, but also facilitates holistic empowerment of women and their families in social and cultural fronts.

### | About WorldBusiness Capital, Inc.:

WBC (worldbusinesscapital.com) is a commercial finance company that offers flexible term loans helping small and midsize businesses compete in the global marketplace. Founded in 2003, WBC is a direct lender staffed by multilingual professionals with many years of experience in cross-border trade and project finance. The WBC team has a proven track record of successfully-closed loans around the world.

### | About Avendus

**Avendus Group** is a leading financial services firm with a presence in the areas of Investment Banking, Institutional Equities, Wealth Management, Credit Solutions and Asset Management. Established in 1999 in Mumbai, India, Avendus is today present in 10 cities across India, US and Singapore. Avendus partners with the Indian entrepreneur ecosystem to provide differentiated solutions that enable clients to meet their strategic aspirations.

**Avendus Capital**, the investment banking arm, is consistently ranked among the top investment banks in the country on the back of its in-depth domain understanding and a best in the class track record of domestic and cross-border transactions. Avendus' wide range of clients is testimony to its ability to serve its corporates throughout their life cycle – from growth stage funding to large-sized transactions, M&A advisory and access to public markets.

**Avendus Capital Inc.**, New York and **Avendus Pte Ltd.**, Singapore are both Avendus Group entities offering services to clients in the US and Southeast Asia respectively.

For more information, please visit [www.avendus.com](http://www.avendus.com)

<b>Deal Release</b> Contact: Lynette D'souza Tel: +91 9920847823 Email: <a href="mailto:lynette.dsouza@avendus.com">lynette.dsouza@avendus.com</a>	<b>Avendus Capital Private Limited</b> Regd. Office: 901, Platina, 9th Floor, Plot No. C-59, Bandra Kurla Complex, Bandra (E), Mumbai 400051
---	---