



TRUEE GLOBAL FINANCIAL SERVICES (P) LTD.

November 6, 2017

Dear Colleagues

Last 3 years have been quite unpredictable globally for finance sector. It is getting further unpredictable and this will open up new opportunities for the professionals.

In last 3 years, the finance profession has seen lot of steps taken by the GOI to handle stressed assets or NPA as it is commonly known to the public. First it was 5:25 under which the high value NPA were proposed to be structured for 25 years, then SDR (Strategic Debt Restructuring) scheme which gave more teeth to the lenders to take control of the stressed units and transfer the ownership to new investors. Later, it was S4A (Scheme for Sustainable Structuring of Stressed Assets). All these schemes were in addition to the various steps taken to revive the Industry, improve Ease of Business, Demonetisation, GST, Insolvency & Bankruptcy Code etc. All these steps not only affected the economy but also the finance profession. Share market and Mutual fund investments have seen huge growth in last 3 years which is really commendable.

In my view, the shape of finance advisory will continue to change in near future which will be for the better of the profession. Insolvency & Bankruptcy Code is going to change the recovery process drastically which will be good for the industry in long run. We should continuously make ourselves well equipped to handle new vertical coming in our way. I strongly believe that Retail Loan segment, NPA management & advisory Services are going to grow in near future substantially.

We, at Truee, are working hard to strengthen the network across the country. New plans and structure is already in place and being executed in phase manner. I wish we complete this new phase of strengthening the network in current financial year. We are venturing into Retail Finance (Home Loan, Vehicle Loan, Mortgage Loan, Personal Loan and Unsecured Loans) under the new umbrella of 'Truee Lite'. Initially this is being executed at H.O. which will be gradually extended to Pan India.

Good Luck and Best wishes for Great Business ahead.

C P Jain, Director