

Private & Confidential March 20, 2017

TERMSHEET

ssuer	NeoGrowth Credit Pvt Ltd (Issuer/Company/NeoGrowth)			
Promoter Group	The Promoter Group shall include Mr. Dhruv Khaitan and Mr. Piyush Khaitan			
Objects & Details of the utilization of the Proceeds	The Issue proceeds will utilized to meet funding requirements of the Issuer fo lending purposes.			
Rating of Instrument	"IND BBB" by India Ratings			
Eligible investors	(a) Mutual Funds (b) NBFCs (c) Provident Funds and Pension Funds (d) Trust inclusive of public charitable trust subject to their investment guice) Corporates (f) Banks (g) Insurance Companies (h) Individual Any other person eligible to invest in the Debentures subject the relevant proguidelines.			
Type of Instrument	Secured Rated Redeemable Listed Non Convertible Debentures(NCDs/Debentu			
Nature of the Instrument	Secured			
Series	Series 1-2500			
Mode of Issue	Private placement			
Issue Size	Rs. 25.00 crores			
Issue Price & Face Value	Rs. 1,00,000/- (Rupees One Lac only) each.			
Tenor	Door to door tenor of 18 (Eighteen) months from the date of allotment.			
Coupon Rate	13.35% p.a.			
Coupon Payment Frequency	Monthly and on Redemption			
Coupon Payment dates	On 29th of every Month and on Redemption			
Coupon Type	Fixed Coupon			
Principal redemption schedule	In 18 Equal Monthly Installments, commencing from the end of 1st Month from date of allotment of the NCD.			





The outstanding NCD amount, together with interest, default interest remuneration of the Trustee, charges, fees, expenses and all other monies due from the Company, shall be secured by (to the satisfaction of the NCD holders):

Primary Security

- Exclusive first charge by way of hypothecation over book debts/receivables which are standard in nature, with a minimum asset cover of 1.00 times is maintained at all the times during the tenor of the NCDs. ("Company's Receivables").
- To provide a list on a monthly basis, of specifics loan receivables/identified book debts to the Debenture Trustee over which the charge is created and subsisting by way of hypothecation in favor of the Debenture Trustee (for the benefit of the Debenture holders) ("Monthly Hypothecated Asset Report").
- Revaluation and replacement of security: The Company's Receivables provided as Security shall be current. If a Company's Receivables becomes delinquent over 60 days, such receivable shall be replaced within 30 days.

Minimum Security Cover of 1.00 times to be maintained on the outstanding NCD amount of the Debentures at all times during the tenure of the NCDs.

Eligibility Criteria for the Company's Receivables

- Company's Receivables must be standard
- Company's Receivables are existing at the time of selection, and have not been terminated or prepaid
- · Company's Receivables should not have been restructured or rescheduled;
- All loans hypothecated under the deed of hypothecation should comply with RBI norms and guidelines.

The Company shall promptly and in no event later than 30 (thirty) calendar days from the date on which the value of the assets falls below the Minimum Security Cover, create additional Security Interests over such additional assets and properties of the Company (which are acceptable to the Debenture Trustee (acting on the instructions of the Debenture Holders) as may be required to maintain the Minimum Security Cover and shall execute such deeds, documents and writings and do such acts and things in this regard as may be required by the Debenture Trustee.

Security Creation/Cover

Security to be created within 30 calendar days of the Issue closure date.

In case security cover fall below the required cover, the Issuer to pay 2% per annum additional interest over coupon for the period till the security cover is restored back to the requisite levels.

However, in no case reinstatement of such security cover shall exceed 60 days from the day such cover falls below the required cover.

Security



Financial Covenants	 a) Total Debt/Tangible Networth ratio to be within 4X during the tenor of the NCD 		
	 b) Capital Adequacy Ratio of atleast 20% or as per applicable RBI regulation, whichever is higher 		
	c) The sum of PAR 60 and write-offs (on the Borrower's entire portfolio, including receivables sold or discounted on a non-recourse basis) shall at no time exceed 4% of the Gross Loan Portfolio as at the end of the immediately preceding month		
	d) Company to maintain a collection efficiency of >=90%		
	e) Company to maintain a minimum networth of Rs. 150 crores		
	f) Earnings: After-tax Net Income to remain positive		
	g) Off-Balance Sheet Portfolio to Total Assets ratio of 35% or less.		
	 h) No Loans exceeding 15% of networth to any single party and/or guarantees on behalf of third parties 		
	i) Other covenants as per the DTD		
Holding Covenant	a) Mr. Dhruv Khaitan and Mr. Piyush Khaitan to remain the company's Chairman and Managing Director respectively and b) Mr. Dhruv Khaitan and Mr. Piyush Khaitan also to remain part of the Promoter Group of the company, with a minimum shareholding of 26% till the tenor of the NCD Any Change in the above, the Issuer to seek a prior written consent of the debenture holders, in the absence of the availability of such consent the Issuer shall have the		
	right to prepay the outstanding debentures without any prepayment premium / penalty.		
	Issuer to maintain the below mentioned criteria/s during the tenor of the NCDs:		
	Credit Rating of the Issuer from India Ratings and Research Private Limited to remain at minimum of "BBB" during the tenure of the NCDs. No Withdrawal / Suspension of long term rating of the instrument.		
Minimum Credit Rating	In case of the breach of the above mentioned criteria, the Debenture Holders shall have the option to require the Company to redeem the Debentures along with accrued interest ("Optional Accelerated Redemption") within 30 days from the date of such an occurrence.		
	The occurrence of events above will be determined by the Debenture Holders solely and at its discretion. Upon the exercise of the 'Optional Accelerated Redemption' option by the Debenture Holders, the Debenture Trustee shall issue a notice to the Company for redemption of all amounts outstanding in relation to the Debentures (including any unpaid principal, accrued but unpaid Coupon, Default Interest (if applicable) as on the date		





	of exercise of the 'Optional Accelerated Redemption' Option ("Optional Accelerated Redemption Date"). The Company shall be required to make payment of the aggregate amounts outstanding in relation to the Debentures, including any -unpaid Principal Amount, accrued but unpaid Coupon, Default Interest (If applicable) and liquidated damages (If applicable) within 30 business days of the Optional Accelerated Redemption Notice.
	In the event of the Credit rating of the Issuer is downgraded below "BBB" by India Ratings and Research Private Limited, the Coupon Rate for the balance period would increase 0.25% p.a. for each notch downgrade in rating and the same will be with effect from the rating downgrade date.
Material Adverse Effect definition	"Material Adverse Effect" means in relation to any entity, the effect or consequence of an event, circumstance, occurrence or condition which has caused, as of any date of determination, or could reasonably be expected to cause a material and adverse effect on (i) the financial condition, business or operation of the entity which in the opinion of the Debenture Trustee is prejudicial to the ability of the entity to perform its obligations under the Transaction Documents; (ii) the ability of the entity to perform its obligations under the Transaction Documents; or (iii) the legality, validity or enforceability of any of the Transaction Documents.
Exercise Date/Coupon Reset Date	N.A.
Coupon Reset Process	N.A.
Day Count Basis	Actual / Actual
Interest on Application Money	At the Coupon rate (subject to deduction of tax at source, as applicable) from the date of realization of cheque (s)/ demand draft(s)/ RTGS up to one day prior to the Deemed Date of Allotment. Where pay-in Date and Deemed date of Allotment are the same, no interest on Application money is to be paid.
Listing	NCDs are proposed to be listed on the WDM Segment of the BSE
Representations and Warranties of the Issuer	As mentioned in the caption titled "Representations And Warranties Of The Issuer" in the Shelf Disclosure document to the Issue. The Representations and Warranties shall be continuous in nature and shall be deemed to occur on every day till redemption of the Debentures.
Minimum Application size and in multiples Debt Security thereafter	The minimum application size for the Issue shall be 100 Debentures and in multiples of 1 Debenture thereafter.
Issuance mode of the Instrument	Demat only
Trading mode of the Instrument	Demat only
Settlement mode of the Instrument	RTGS/ Any other electronic mode

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Depositories	NSDL/CDSL			
Business Day	Any being a day excluding Saturdays, Sundays or public holiday in Mumbal.			
Business Day Convention	If any Coupon Payment Date or the due date for the performance of any event fall on a day that is not a Business Day, the payment shall be made on the immediate succeeding Business Day. The interest for such additional period shall be adjuste and paid in the next coupon cycle. Hence the subsequent coupon payment period remains intact. If the Redemption Date/Maturity Date (also being the last Coupon Payment Date) of the Debentures falls on a day that is not a Business Day, the redemption proceeds shall be paid on the immediately preceding Business Day, along with coupon/interest accrued on the Debentures until but excluding the date of such payment.			
Record Date	The date which will be used for determining the Debenture Holder(s) who shall be entitled to receive the amounts due on any Due Date, which shall be the date falling 15 (Fifteen) calendar days prior to any Due Date.			
Transaction Documents	i. Debenture Trustee Agreement, which confirms the appointment of Catalyst Trusteeship Limited as the Debenture Trustee ("Debenture Trustee Agreement"); ii. Board Resolution dated 23 rd March 2017 authorizing issue of Debentures offered under terms of this Disclosure Document. iii. Shareholder Resolution dated 19 th May 2016 authorizing the issue of Nonconvertible debentures by the Company upon such terms as the Board may think fit, upto an aggregate limit up to Rs. 500 Crores at any time iv. Shareholder Resolution dated 15 th December, 2016 authorizing the borrowing by the Company and the creation of security upon such terms as the Board may think fit, upto an aggregate limit up to Rs. 1500 Crores at any time v. Credit Rating Letter & Rationale vi. Trustee Consent Letter vii. Debenture Trust Deed, viii. Deed of Hypothecation ix. Shelf Disclosure Document and Issue Addendums for each tranche/series; x. PAS-4 xi. Undertaking from the Issuer mentioning all the borrowing facilities of the Company are standard in nature. Such other documents as agreed between the Issuer and the Debenture Trustee.			
Conditions Precedent to Disbursement	1. Execution of Shelf Disclosure Document 2. Credit Rating Letter & Rationale 3. Trustee Consent Letter 4. BSE Inprinciple Approval for Listing 5. Resolution of the Company's Borrowing & Resource Committee authorizing this Issue 6. Resolution of the Company's board of directors authorizing the issuance of debentures 7. Resolution of the shareholders of the Company under 180(1)(c) of the Act 8. Resolution of the shareholders of the Company under Section 42 of the Act 9. Execution of the Debenture Trustee Agreement			

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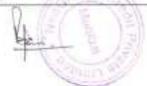
	 Undertaking from the Issuer mentioning all the borrowing facilities of the Company are standard in nature. Finalization of the executable version of the Debenture Trust Deed Finalization of the executable version of the Deed of Hypothecation 		
Conditions Subsequent to Disbursement	The Company shall fulfil the following conditions subsequent, to the satisfaction of the Debenture Trustee, pursuant to the respective Deemed Date of Allotment(s): 1. the Company shall ensure that the Debentures are credited into the demat account(s) of the Debenture Holders within 2 (two) Business Days from the Deemed Date of Allotment of the respective Series; 2. the Company will ensure listing of Debentures on the BSE; 3. the Company shall, inter alia, file a copy of Form PAS-4 of the Companies (Prospectus and Allotment of Securities) Rules, 2014 in respect of the issue of the Debentures with the ROC and SEBI with the prescribed fee within 30 (thirty) days from the date of the Private Placement Offer Letter and file a return of allotment of securities under Form PAS-3 of the Companies (Prospectus and Allotment of Securities) Rules, 2014 with the ROC within 30 (thirty) days of the allotment of Debentures along with a list of the Debenture Holders and with the prescribed fee or such other time as prescribed by law whichever is earlier; and 4. the Company shall file a copy of Form PAS-5 of the Companies (Prospectus and Allotment of Securities) Rules, 2014 in respect of the issue of the relevant series of Debentures along with a copy of the Private Placement Offer Letter with ROC and SEBI within 30 (thirty) days from the date of the Private Placement Offer Letter or such other time as prescribed by law whichever is earlier; 5. Execution of Debenture Trust Deed 6. Execution of Debenture Trust Deed 6. Execution of any other documents as customary for transaction of a similar		
Default Interest Rate/Additional Interest Rate / Penal Charges	Without prejudice to any other rights and remedies available to the Debenture Trustee pursuant to the terms of Transaction Documents: a) If, at any time, a Payment Default occurs, the Company agrees to pay additional interest at the rate of 2% (Two Percent) per annum over and above the applicable Coupon Rate on all amounts outstanding under the relevant series of Debentures (including the Outstanding Principal Amounts and any accrued but unpaid interest) from the date of occurrence of such a Payment Default until such Payment Default is cured or the Debentures are fully redeemed. b) If the Company fails to execute the Debenture Trust Deed & Deed Of Hypothecation on or before the expiry of 30 days from the respective issue Closure Date, then the Company shall, at the option of the Debenture Holders, either (i) return the subscription amount with the agreed rate of interest or (ii) pay additional interest at the rate of 2% (Two Percent) per annum over and above the applicable Coupon Rate on all arresunts		



	outstanding under the NCDs (including the Outstanding Principal Amounts and any accrued interest) from the Issue Closure Date until such time the deed is executed and the conditions prescribed by Debenture Holders (if any) have been complied with.			
	c) If, at any time, a breach of any terms, covenant, obligation, representation or warranty of the Issuer and any other obligations of the Issuer under the Transaction Documents, the Issuer agrees to pay additional coupon at the rate of 2% (Two Percent) per annum over and above the applicable Coupon Rate on all amounts outstanding under the relevant series of Debentures (including the Outstanding Principal Amounts and any accrued but unpaid interest) from the date of occurrence of such a breach, until the Debentures are fully redeemed or till the covenants criteria has been replenished.			
	d) In the event there is any delay in listing of the Debentures beyond 20 (twenty) calendar days from the Deemed Date of Allotment, the Company will pay additional interest of 1% (One percent) annum over the Coupon Rate, from the expiry of 30 (thirty) calendar days from the Deemed Date of Allotment till the listing of the NCDs are completed.			
	e) Any prepayment of the NCDs, other than for breach of any covenant/undertaking, shall be permitted only after the completion of the 1 st year from the respective Deemed Date of Allotment with the prior approval of the debenture holders, subject to a prepayment penalty of 5% (Five Percent) in addition to all outstanding liability due on such date.			
Events of Default	Each of the following shall constitute an Event of Default with respect to the Debentures and shall be set out in the Transaction Documents:			
	 (i) The Issuer does not pay on the Due Date(s) any amount payable pursuant to the Trust Deed of the NCDs (whether at scheduled maturity, by acceleration as a result of Debenture Holders exercising the Optional Accelerated Redemption or otherwise) at the place at and in the currency in which it is expressed to be payable, unless its failure to pay is caused by technical error and payment is made within 1 (one) working day of its due date; (ii) Except for point (i) ,The breach of any terms, covenant, obligation representation or warranty of the Issuer and any other obligations of the Issuer under the Transaction Documents including maintenance of Security Cover and such breach has continued for a period of 30 (Thirty) calendar day. (iii) The Issuer fails to create charge over security within 30 calendar days from the Issuer admits in writing its inability to pay its debts as they fall due of suspends making payments on any of its debts or by reason of actual financial difficulties commenced payments and any other payable payments are readitors with a page. 			
	difficulties commences negotiations with one or more creditors with a view to rescheduling its indebtedness; (v) Any representation or warranty made by the Issuer in any Transaction			
	Document or in any certificate, financial statement or other socumen delivered to the Debenture Trustee / Debenture Holders by the Issuer sha			



- prove to have been incorrect, false or misleading in any material respect when made or deemed made.
- (vi) There shall have occurred Material Adverse Effect and such Material Adverse Effect has not been remedied or rectified within a period of 30 (Thirty) calendar days.
- (vii) Any corporate action, legal proceedings or other procedure or step is taken in relation:
 - the suspension of payments, a moratorium of any indebtedness, winding-up, dissolution, administration or reorganization (by way of voluntary arrangement, scheme of arrangement or otherwise) of the Company;
 - (b) composition, compromise, assignment or arrangement with any creditor of the Company;
 - (c) the appointment of a liquidator, receiver or similar other officer in respect of the Issuer, a composition, compromise, assignment or arrangement with any creditor of the Issuer,
 - enforcement of any security over any assets of the Issuer or any analogous procedure or step is taken in any jurisdiction
 - any other event occurs or proceeding is instituted that under any applicable law would have an effect analogous to any of the events listed in clauses (a), (b), (c) and (d) above.
- (viii) The Shelf Disclosure Document or any other Transaction Document in whole or in part, becomes invalid or ceases to be a legally valid, binding and enforceable obligation of the Issuer.
- (ix) It is or becomes unlawful for the Issuer to perform any of its obligations under the Transaction Documents and/or any obligation or obligations of the Issuer under any Transaction Document are not or cease to be valid, binding or enforceable.
- (x) The Issuer repudiates any of the Transaction Documents, or evidences an intention to repudiate any of the Transaction Documents.
- (xi) Any of the Transaction Documents failing to provide the security interests, rights, title, remedies, powers or privileges intended to be created thereby (including the priority intended to be created thereby), or such security interests failing to have the priority contemplated under the Transaction Documents, or the security interests becoming unlawful, invalid or unenforceable.
- (xii) Any Governmental Authority condemns, nationalizes, seizes, expropriates or otherwise assumes custody or control of all or any substantial part of the business, operations, property or other assets (including assets forming part of the Security) of the Company or of its share capital, or takes any action for the dissolution of the Company or any action that would prevent the Company or its officers from carrying on all or a substantial part of its business or operations.
- (xiii) The Issuer's organizational status or any licenses or franchise is revoked or suspended by any government agency or authority after the Issuer has exhausted all remedies and appeals relating thereof





- (xiv) The listing of the NCDs ceases or is suspended at any point of time prior to the Maturity Date, except if the NCDs are delisted in accordance with the consent of the Majority Debenture Holder(s).
- (xv) The Company ceases to carry on its business or any substantial part thereof or gives notice of its intention to do so.
- (xvi) Cross default:

An event of default shall arise if the Issuer:

- defaults in any payment of Financial Indebtedness beyond the period of grace if any, provided in the instrument or agreement under which such Indebtedness was created; or
- 2) defaults in the observance or performance of any agreement or condition relating to any Financial Indebtedness the effect of which default or other event or condition is to cause or to permit the holder or holders of such Financial Indebtedness to cause (with the giving of notice or the passage of time or both would permit or cause) any such Indebtedness to become due prior to its stated maturity; or
- 3) due to any default or an event of default, any Financial Indebtedness of the Issuer is declared to be due and payable, or would permit to be prepaid other than by a regularly scheduled required prepayment, (whether or not such right shall have been waived) prior to the stated maturity thereof.

"Financial Indebtedness" means in relation to an entity any indebtedness without double counting for or in respect of:

- a) moneys borrowed;
- any amount raised by acceptance under any acceptance credit, bill acceptance or bill endorsement facility or dematerialized equivalent;
- any amount raised pursuant to any note purchase facility or the issue of bonds, notes, debentures, loan stock or any similar instrument;
- the amount of any liability in respect of any lease or hire purchase contract which would, in accordance with GAAP, be treated as a finance or capital lease;
- receivables sold or discounted (other than any receivables to the extent they are sold on a non-recourse basis);
- f) any amount raised under any other transaction (including any forward sale or purchase agreement) having the commercial effect of a borrowing;
- any derivative transaction entered into in connection with protection against or benefit from fluctuation in any rate or price (and, when calculating the value of any derivative transaction, only the marked to market value if payable by a borrower under each such transaction shall be taken into account);
- shares which are expressed to be redeemable or (B) any shares or instruments convertible into shares which are the subject of a put option or any form of buyback guarantee granted by the issuer issuing such shares or convertible instruments;
- any obligation under any put option including any form of guarantee, letter of comfort, short fall undertaking, keep fit letter or indemnity in respect of any shares or instruments convertible into shares issued by another entity;





	 j) any counter-indemnity obligation in respect of a guarantee, indemnity, bond, standby or documentary letter of credit or any other instrument issued by a bank or financial institution; and k) the amount of any liability in respect of any guarantee or indemnity for any of the items referred to in paragraphs (a) to (j) above, and includes all Financial Indebtedness in respect of any of the items referred to in paragraphs (a) to (k) above which the relevant person has irrevocably committed to incur (whether by way of issue of an irrevocable drawdown notice (or equivalent), guarantee of any such Financial Indebtedness which has been similarly committed to be incurred or otherwise), notwithstanding that no actual liability or debt exists at the time of such consideration. 				
Consequences Of Events Of Default	On and at any time after the occurrence of an Event of Default, unless such Event of Default at the request of the Company is expressly waived by the Debenture Trustee acting on the instructions of the Debenture Holder(s), (a) upon the expiry of the cure period provided to the Company, or (b) if the cure period provided is mutually extended by the Parties hereto upon the expiry of such extended period or (c) where it is not practical to provide a cure period, then forthwith, or (d) where no cure period has been provided and the parties mutually agree to provide for a cure period, upon the expiry of such mutually agreed cure period, the Debenture Trustee shall if so directed by the Majority Debenture Holder(s): i. declare that all or part of the obligations be immediately due and payable, whereupon they shall become immediately due and payable; ii. accelerate the redemption of the NCDs; iii. enforce such security in such a manner as the Debenture Holders may deem fit; iv. exercise any other right that the Debenture Trustee and / or Debenture Holder(s) may have under the Transaction Documents or under Indian law.				
Role and Responsibilities of Debenture Trustee	To oversee and monitor the overall transaction for and on behalf of the Debenture Holder(s).				
Superior Borrowing Clause	In case the Issuer offers any additional covenant or superior covenant than as agreed above, the same will be applicable to the proposed captioned NCD.				
Governing Law	The Debentures / and documentation will be governed by and construed in accordance with the laws of India and the parties submit to the exclusive jurisdiction of the courts in Delhi/ Mumbai and as more particularly provided for in the Debenture Trust Deed.				
Issue Timing & Tranche Amount Issue Opening Date Issue Pay-In Date Issue Closing Date Issue Deemed Date of Allotment	March 27, 2017 March 29, 2017 March 29, 2017 March 29, 2017				

CASH FLOW*





NeoGrowth Credit Pvt. Ltd.	NeoGrowth	Credit	Pvt.	Ltd.
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	Tenor	18 months			
	Amount Subscribed	250,000,000			
	Coupon Rate	13.350%			
No of Months	Date	Net Cash Flow	Principal	Interest	Principal O/s
	29-Mar-17	(250,000,000)	20	-	250,000,000
1	29-Apr-17	16,723,478	13,888,889	2,834,589	236,111,111
2	29-May-17	16,479,642	13,888,889	2,590,753	222,222,222
3	29-Jun-17	16,408,524	13,888,889	2,519,635	208,333,333
4	29-Jul-17	16,174,848	13,888,889	2,285,959	194,444,444
5	29-Aug-17	16,093,569	13,888,889	2,204,680	180,555,556
6	29-Sep-17	15,936,092	13,888,889	2,047,203	166,666,667
7	29-Oct-17	15,717,656	13,888,889	1,828,767	152,777,778
8	29-Nov-17	15,621,138	13,888,889	1,732,249	138,888,889
9	29-Dec-17	15,412,861	13,888,889	1,523,973	125,000,000
10	29-Jan-18	15,306,183	13,888,889	1,417,295	111,111,11
11	28-Feb-18	15,108,067	13,888,889	1,219,178	97,222,22
12	29-Mar-18	14,920,110	13,888,889	1,031,221	83,333,33
13	29-Apr-18	14,833,752	13,888,889	944,863	69,444,44
14	29-May-18	14,650,875	13,888,889	761,986	55,555,556
15	29-Jun-18	14,518,798	13,888,889	629,909	41,666,66
16	29-Jul-18	14,346,081	13,888,889	457,192	27,777,77
17	29-Aug-18	14,203,843	13,888,889	314,954	13,888,88
18	29-Sep-18	14,046,366	13,888,889	157,477	(0

^{*}The above calculation is subject to the business convention as defined above and considering the pay-in date as 29th March, 2017.

For NEOGROWTH CREDIT PRIVATE LIMITED

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(Authorised Signatory)