

HDFC Bank emerges as largest lender to MSMEs in Punjab

- **Disburses nearly Rs 9,000 crore with over 16 % market share**
- **To expand to 20 more cities and towns in next 2 years**

Mumbai, December 26, 2019: HDFC Bank has emerged as the largest lender to MSMEs in Punjab. Its loan book in the state has touched Rs 8,921 crore as of September 30, 2019 and is now the largest bank for Micro Small and Medium Enterprises in the state with a market share of over 16 per cent

In the last 21 years in Punjab, the Bank has supported over 15,000 such enterprises that form the engine of economic growth in more than 150 cities and towns covering all 22 districts.



“We thank our customers for the trust reposed in the bank,” said Mr. Sumant Rampal, Country Head – Business Banking, HDFC Bank.

“MSMEs are the backbone of the economy and are amongst the largest job creators. We are proud to have been a partner in their growth journey with our world-class products. The people of Punjab have been traditionally enterprising. A conducive policy environment, means that the state presents opportunities for both MSMEs and banks. To meet

these requirements, we will expand to 20 more cities and towns in the state and also increase our digital footprint.”

The Bank has a strong suite of products and services. Some of them are:

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| Cash Credit and Working Capital Loan | Term Loan |
| Overdraft Against Property | Export Finance |
| Bank Guarantees / Letter of Credit | Purchase Order Financing / Bill Discounting / Invoice Financing |
| Treasury Products and Services | Cash Management Services |
| Private Banking / Wealth Management Services | Corporate Cards and Digital Payment services |
| Investment Banking offerings for MSMEs | Retail Assets Products - Auto Loans / Loan Against Property/Consumer Loans etc to promoters and promoter group |



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HDFC Bank Ltd.
HDFC Bank House,
Senapati Bapat Marg,
Lower Parel,
Mumbai - 400 013.
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Majority of these products as well as services can be availed digitally, using the bank's real-time online solutions – TradeOnNet; Netbanking; and SME Bank. In the MSME business, digital transactions comprise over 60 per cent of the total transactions.

The key sectors to which the Bank has given advances to include:

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|--------------------------|---|
| Textile | Agri Industry & food processing |
| Metal | Machinery/Equipment/Industrial/Electrical Goods |
| Paper / Packaging | Consumer Durables / Electronics / White Goods/Footwear |
| Healthcare and Education | Building Materials – Ceramics / Timber / Laminate / Wood and Products |

About HDFC BANK

For information please log on to: www.hdfcbank.com

For media queries please contact:

Ravindran Subramanian

Vice President, Corporate Communication

HDFC Bank Ltd., Mumbai.

Tel: +91-22-6652 7128

Mobile: 9223306610

Ravindran.Subramanian@hdfcbank.com