



GREENFINCH
GLOBAL CONSULTING PRIVATE LIMITED

UNIFIED LENDING SERVICE UTILITY

One-stop solution provider



TABLE OF CONTENT

THE JOURNEY SO FAR... _____	03	PAN-INDIA DISTRIBUTION _____	09
OUR VISION _____	04	WORLD-CLASS TECHNOLOGY & GOVERNANCE FRAMEWORK _____	11
CURRENT INDUSTRY LANDSCAPE _____	05	LED BY UNMATCHED EXPERIENCE _____	13
REVOLUTIONISING FINANCIAL SERVICES _____	07	OUR CLIENTS _____	19
REVOLUTIONARY SOLUTION THROUGH GFGC _____	08	LOCATIONS _____	22
		OUR OFFICES _____	25

THE JOURNEY SO FAR...



FULLY OPERATIVE 4 SERVICE COMPANIES

Technical, Legal, Credit
and Debt Management
Services.

GRASS ROOT REACH

Serving currently 9514
pin codes and reaching
14228 in next few
month.

NATIONWIDE PRESENCE

Fully Operative 20
Regional offices at all
State Capital and 30
Area offices.

WORLD CLASS TECH

Unified Lending
Services Platform
powered by Salesforce,
developed with
Deloitte.

IN-HOUSE WORK FORCE

73 State Head Partners
and Vice Presidents
(each with 10-15 BFSI Yrs exp.)
with 1500+ team
members nationwide.

OUR VISION



At GFGC, our vision is to revolutionize the industry by creating new benchmarks of service and technology, along with solving a large governance & compliance problem of the industry.



INTRODUCE 'QUICK COMMERCE' TO BFSI

Un-paralleled TAT for on boarding & Services

TAT for Field Services vis-à-vis distance from office

- Within 3 kms – 1 Hr
- Within 25 kms – 6-8 Hrs
- 25 to 50 Kms – 24 Hrs
- Above 50 Kms – 48 Hrs
- ◀ 1 Hr TAT for onboarding of FI Partner with initiation of service
- ◀ 1 Hr TAT for adding a service (available through APIs) on our platform and make it available to FI Partners
- ◀ 1 Hr TAT for any modifications handling



BUILD INDIA'S LARGEST CONSULTING & PROCESSING CAPABILITY

One-stop solution provider for all services across India

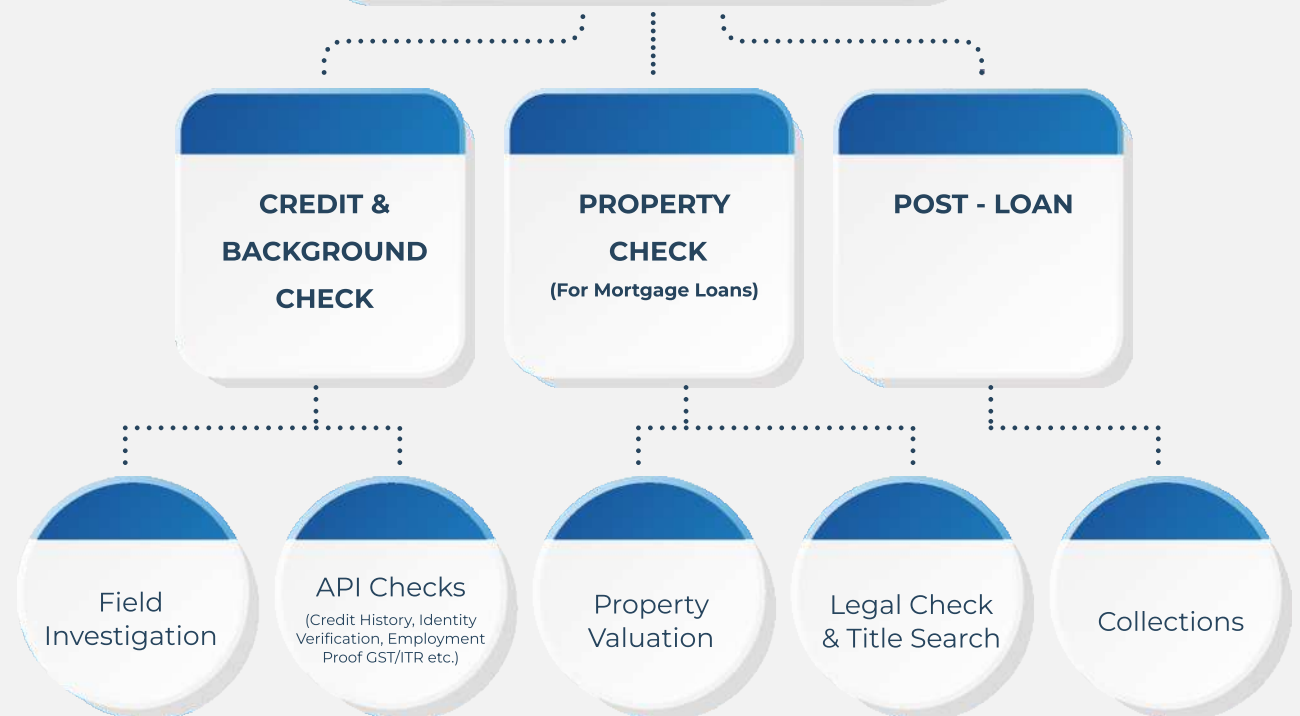
- On Field and Digital
- Strategic and Operational
- Process and Technology
- ◀ Focus on Execution with High Quality and Speed
- ◀ Additional Value to FI Partners based on learnings of the Leadership Team & Partners
- ◀ Aim to set-up a Global Consulting Center and grow to 1 Lakh+ employees with execution expertise across domains.

CURRENT INDUSTRY LANDSCAPE

- ◀ Loans worth 1 Lakh+ Cr processed annually by Financial Institutions (FIs)
- ◀ 12-17% of loan amount is spent on processing of a loan.
- ◀ 15000+ small local vendors cater to FIs' requirements in addition to the in-house teams.



SERVICES REQUIRED BY FIs FOR LOAN PROCESSING & MANAGEMENT



IN-HOUSE TEAM & EXTERNAL VENDORS BOTH POSE SIGNIFICANT CHALLENGES & INEFFICIENCIES

CONCERNS WITH IN-HOUSE TEAM



UTILIZATION

Not enough
volumes apart
from Tier 1
locations

P&L IMPACT

Income
amortised but
not expenses
impacting
Bottom Line*

*as per IndAS accounting

CONCERNS WITH OUTSOURCING TO LOCAL VENDORS



QUALITY

Lack of
experience,
knowledge & SLA
levels

GOVERNANCE

No systems and
controls in place
at vendor's level

TIME TO SCALE

New vendors
need to be
identified before
opening any
branch

EFFICIENCY

Technology not
leveraged at
vendor level

CONTROL

Vendor
Management
done typically at
local branch level



REVOLUTIONISING FINANCIAL SERVICES



Founded by Mr. Sushil Kumar Agarwal, a renowned leader in the BFSI domain, Greenfinch Global Consulting (GFGC) is an innovation born out of exemplary vision, expertise & experience.



GFGC aims to revolutionize the Indian Lending Industry with a groundbreaking unified lending services utility.



Our one-of-a-kind offering integrates field services across multiple domains with cutting edge technology platform, serving key requirements of lending institutions such as Banks and NBFCs at Pan-India Level.

REVOLUTIONARY SOLUTION THROUGH GFGC

Strong bottom-up experience, years of execution excellence, financial prudence & visionary outlook has been the genesis of GFGC, which not only provides one-stop solution to all of industry concerns but also additional value through its offerings.

PLATFORM OFFERINGS (CORPORATE)

Lenders Engineers/
Independent Engineer,
Chartered Engineer
Certification, Project Cost
Vetting

Project Appraisals and
Monitoring, Valuation of Real
Estate/Plant & Machinery,
Technical Opinion & Audits

Due Diligence on
NBFC/HFC/Financial
Institution, Portfolio
Purchase/DA/PTC Due
Diligence

Business & Strategic Risk
Advisory, Portfolio & Property
papers verification, Charge
assurance

PLATFORM OFFERINGS (RETAIL)

Field Visits
Credit FI, Technical Valuation,
Legal Check, Collections

Augmented Checks through
API services for Identity,
Banking & ITR, Credit History,
Fraud Risk, etc.

Value Added Services such as
Green Home and ESG
Consultancy

Consulting Services for
Operations Management and
Policy

DIFFERENTIATING FACTORS FOR GFGC



PAN-INDIA DISTRIBUTION

GFGC aims to have a unique pan-India setup unheard of in the vendor ecosystem which will help FIs to

- ◀ Reach under-penetrated locations
- ◀ Scale up with speed and low cost
- ◀ Manage a single vendor centrally for all locations with control, transparency & ease
- ◀ Have standardized process, quality and reliability across locations.



14000+ PIN CODES
TO BE COVERED THROUGH
186 LOCATIONS

01 **20** REGIONAL
HQS

31 BRANCH
OFFICES

02

03 **136** LAST-MILE
SERVICE
POINT



PRESENCE IN 19 STATES

- ◀ Rajasthan
- ◀ Delhi & NCR
- ◀ Uttar Pradesh
- ◀ Punjab
- ◀ Tamil Nadu
- ◀ Bihar
- ◀ Haryana
- ◀ Karnataka
- ◀ Gujarat
- ◀ Telangana
- ◀ Chhattisgarh
- ◀ Kerala
- ◀ Uttarakhand
- ◀ Madhya Pradesh
- ◀ Maharashtra
- ◀ Andhra Pradesh
- ◀ West Bengal
- ◀ Odisha
- ◀ Jharkhand



WORLD-CLASS TECHNOLOGY & GOVERNANCE FRAMEWORK

- ◀ GFGC has partnered with Deloitte for developing a best-in-class platform for its services.
- ◀ The platform is being developed with the industry-leading platform Salesforce at its heart, integrated with multiple software and API services.
- ◀ This will enable GFGC's internal team to work completely online in sync with real-time services and also help FIs digitize their outsourced services through integration with the GFGC system.
- ◀ Striving for service excellence, the system architecture has been meticulously designed and benchmarked with the best service provider applications across various industries.
- ◀ Additionally, the system is compliant with all regulations including Data Security, Data Privacy, IT, RBI and other regulations applicable for FIs from Day 1.
- ◀ With the system, FIs get complete transparency and tracking of their transactions with the comfort of meeting all data compliance requirements.

The Deloitte logo, featuring the word "Deloitte" in a bold, black, sans-serif font, followed by a small green dot.

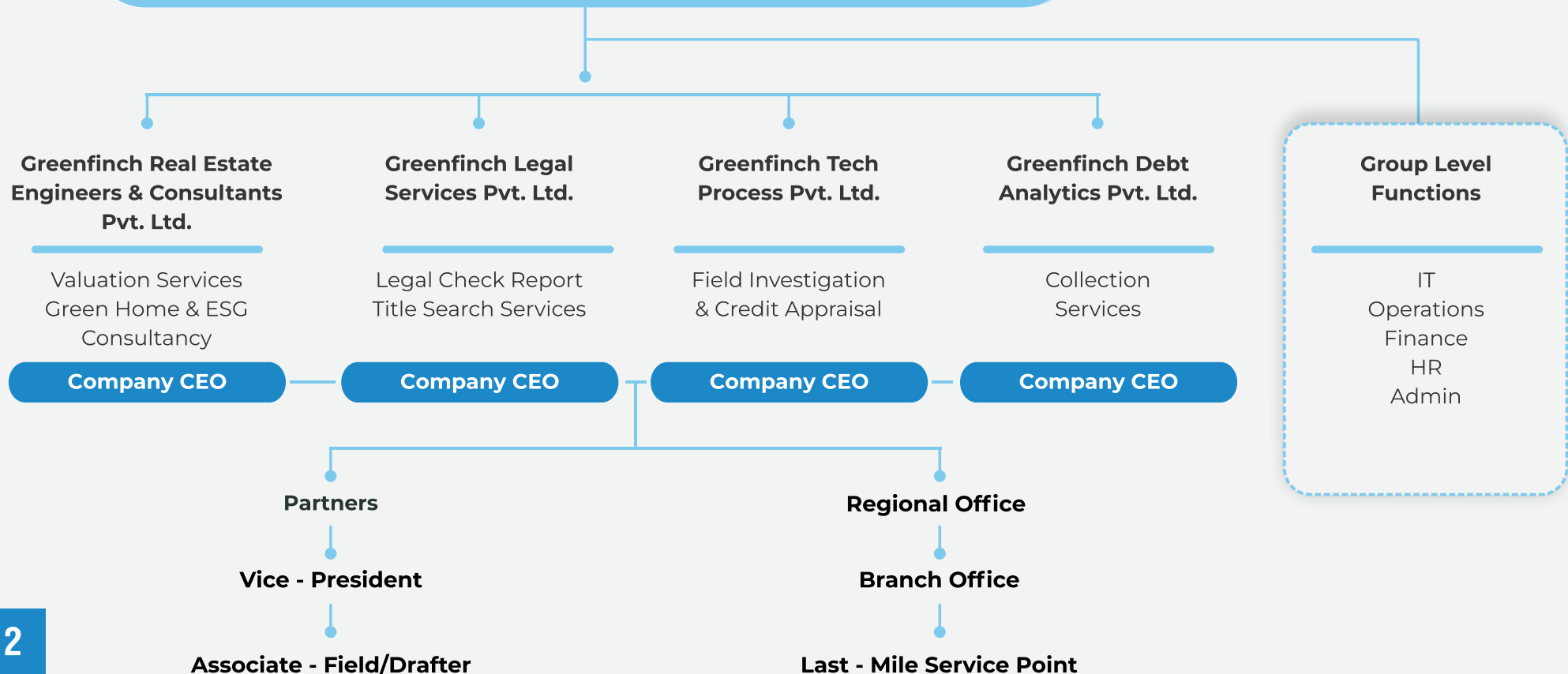
EXECUTION EXCELLENCE

With the same experience, GFGC's corporate structure has been put in place from Day 1 to ensure effective execution, control and oversight.

GFGC's founding team has a proven track record of scaling businesses in the lending industry from incubation to large scale (over 1 lakh transactions)

The structure reinforces SOPs, checks and balances essential for execution excellence in the domain and also provides multiple monitoring and escalation points.

GREENFINCH GLOBAL CONSULTING (HOLDING COMPANY) GROUP CEO | GROUP COO | GROUP CTO



LED BY UNMATCHED EXPERIENCE

MR. SUSHIL KUMAR AGARWAL

Founder & Managing Director

- ◀ 24+ years of rich experience in the financial industry as an entrepreneur and leader with forte in creating & running different businesses with top-class execution.
- ◀ Ex-Founder MD & CEO of Aavas Financiers Ltd., a publicly-listed affordable HFC, taking the company to 15000 Cr AUM under his leadership
- ◀ Prior experience in senior leadership roles with AU Small Finance Bank, ICICI Bank Limited, and Kotak Mahindra Prime Limited
- ◀ Awarded “EY Entrepreneur of The Year 2020” in the Financial Services category.
- ◀ CA Gold Medallist and Merit Holder | Qualified Company Secretary
- ◀ Completed Owner/President Management Program (OPM) from Harvard Business School
- ◀ Chapter Chair of Young President Organization (YPO), Rajasthan Chapter.
- ◀ Forte in creating & running different businesses with top-class execution.



LED BY UNMATCHED EXPERIENCE



MR. ABHISHEK TIWARI
CEO, GFGC

24+ years of experience in retail lending & insurance distribution

Previously managed insurance with 2000 Cr premium book at AU Bank

Prior experience with ICICI Bank

Chartered Accountant & Law Graduate



DR. AMIT KUMAR DASS
CEO, GREEC

27+ years of experience with Senior Mgmt. Roles in ICICI Bank & Aavas Financiers

Expertise in Property Advisory services leading pan-India teams

Pioneer in Green Homes | Panellist in Green India Drive with IFC

PhD, M.E. & B.E. in Civil Engineering



MR. ARVIND TUNGARIA
COO, GFGC

20+ years of experience in secured lending and operations

Previously, National Business Manager for Secured Business Loans (Retail) at AU Bank where he built 5000 Cr SME book.

Prior experience with ICICI Bank, Ruchi Soya & Gujarat Ambuja Exports Ltd.

Chartered Accountant & AMFI certified.



MR. AMIT JAIN
CEO, GFTP

21+ years of experience in Banking & Finance sector.

Having experience of Credit management and managing Secured Business Loans portfolio of 15000 crore AUM.

Prior experience with AU Bank and Religare.

Chartered Accountant



MR. LOKESH RAWAT
Partner, GFLS

14+ years of experience in Legal mortgage service sector

Expert in property laws, legal scrutiny, due diligence, compliance.

Prior experience with Aavas Financiers, overseeing the legal aspects of property-backed lending.

Advance Management Program from IIM Indore and LLB from Rajasthan University



MR. NAVEEN KUMAR
CIO, GFCC

26+ years of experience in Tech development and Implementation

Developed enterprise systems for Red Hat, created AI-based health claim systems, and established South Asia's first private Data Centers in Rajasthan .

Master in Technology, Doctorate in Computer Science & Law degree in Cyber Law



MR. RAJEEV SARDANA
Sr. Director Strategy & Planning, GFCC

30+ years of experience in secured lending, mortgages, and housing finance operations focusing on underwriting policies, housing finance operations, growth strategies and performance enhancement.

Additional Director (Non-Executive Independent Director) in Poonawalla Fincorp Limited. Non-Executive Director at Delta Brac Housing Finance Corporation and advisor at HDFC Education & Development Services Ltd and current advisor at HDFC Sales Ltd.

Involved in Audit, Nomination and Remuneration, Risk Management, Whistleblower policies and Fraud monitoring companies, member of the Asset-Liability Committee(ALCO) for interest rate decisions.

Consulted for the IFC/HDFC team in establishing housing finance institutions in Bangladesh, Sri Lanka, Pakistan and Tanzania.



MR. APURV BORDIA
CTO, GFCC

16+ years of experience in technology companies.

Successfully built and exited multiple tech ventures.

MIS in Information Technologies from University of Connecticut, USA. (Major in Informational systems, credit card encryption)



MR. SATISH K CHADHA
Advisor, GFCC

40+ years of experience in Banking & Finance, law and mortgage financing.

Prior experience with NHB as Director-Legal.

Chartered Accountant & Law Graduate

LED BY UNMATCHED EXPERIENCE

Name	Designation	Total Yrs of Experience	Previously worked with
Vinay Sharma	Partner	22	AU Bank, DHFL, RBL, DMI, MS, CHOLA
Priyank Sharma	Partner	17	HDFC Limited
Ankit Rawal	Partner	17	IIFL, Capri Global
Praveen Jite	Partner	17	Fullerton India, HDB Financial, Unimoni, AU Small Finance Bank
Jigar Mukesh Rawal	Partner	14	AU Bank, RBL Bank
Lokesh Rawat	Partner	14	Aavas Financiers and Capri Global
Saurin Khatani	Partner	13	Utkarsh Jana SFB, Clix Capital, DHFL, HDB
Harshit Jain	Partner	12	AU BANK, Tata Capital Housing, DHFL
Anuj Lashkary	Partner	12	ICICI Bank
Vikas Kumar Patel	Partner	11	Aavas Financiers Limited, Edelweiss Home Finance, TATA Capital
Pankaj Narang	Partner	9	Umeed HFC, AU Bank, Indiabulls, HDB
Rakesh Singh Tanwar	Partner	9	Aavas Financiers Limited
Krishna Kant Tyagi	Partner	9	AavasFinanciers Limited, Namdev Home Finance
Pradeep Singh	Partner	8	AavasFinanciers Limited
Nishant Khatri	Partner	8	AavasFinanciers, AU Bank, IDFC, SMFG
Ankur Tyagi	Partner	8	ICICI Bank
Chanchal Pravin	Partner	8	Aavas Financiers Limited
Vignesh Somasundaram	Partner	8	Hitech Valuers LLP
Abhilash Dubey	Partner	7	Globus Engineers, Aavas Financiers Limited
Paras Sood	Partner	7	Formulic
Anantapatnaikuni Sravankumar	Partner	4	Piramal Finance

LED BY UNMATCHED EXPERIENCE

Name	Designation	Total Yrs of Experience	Previously worked with
Nitin Kumar Chaubay	VP	14	AU Bank
Amrish Virendrasingh Thakur	VP	13	Yes Bank, Capri Global, PNB Housing, ICICI Bank
Sanket Shantaram Rikame	VP	13	Hinduja Housing Finance, Bandhan Bank
Hardeep Singh Hora	VP	12	Mahindra Finance, Aavas Financiers Limited
Suhej Patel Mohammed	VP	11	ICICI Bank, TATA Capital, IIFL, Edelweiss Home Finance
Rohit Vyas	VP	11	IDFC, DHFL, CHOLA, VASTU
Vyas Premal Yogeshbhai	VP	10	UGRO Capital, Roha Housing, SMFG, HDB Financial
Deepak Khandelwal	VP	10	Aditya Birla Health Insurance, Apollo Munich Health, Reliance General Insurance
Ashlesha Dattatraya Abanave	VP	10	ICICI Bank, RBSA, Muthoot Home Finance, Creative Valuation
Krovvidi Sriram Manohar	VP	9	Practicing with High Court Vijaywada and Rajmundri
Prafull Nagar	VP	9	Aavas Financiers Limited
Rajesh Kumar Dewangan	VP	9	ADS & Associates
Faizan Khan	VP	8	Rashi Design Soluation, Laxmi India Finance
Bidisha Das	VP	8	DTC Real Estate, RS Associates
Yogendra S Dashrath S Chouhan	VP	8	ESAF Bank, Aavas Financiers, Aviom
Manohar	VP	7	Black Olive, Formulaic Engineers
Deepak Kumar	VP	7	SMFG, Aavas Financiers, Capri Global
Pulkit Singh	VP	7	PS Architect & Consultants
Somendra Jangid	VP	7	Aavas Financiers Limited
Kaivalya Ravindra Lohokare	VP	6	Adv. Rohit and LLM from University of Law, London
Chandradeep Arya	VP	6	Formulic, USP Valuation
Akash Sharma	VP	6	AU Bank
Vikas Ratan Kale	VP	6	Patwardhan Consultants Pvt. Ltd., Piramal Capital & Housing Finance Ltd.
Nishant K Sharma Chandrabhan	VP	6	PropedgeValuation, Reckon Solutions

LED BY UNMATCHED EXPERIENCE

Name	Designation	Total Yrs of Experience	Previously worked with
Shiv Kumar Sangwa	VP	5	AU Bank, ICICI Bank, Sammaan Capital Ltd.
Sachin Parmar	VP	5	Harwani Engineers & Associates Private Limited
Saloni Sharma	VP	5	IIFL Home loans, SK Finance, Sewa Grh Ltd.
Sudha Gurushiddappa Moolimani	VP	5	Aavas Financiers Limited
Vikas Jangid	VP	5	Formulic
Tushar Kumar	VP	4	Srihanu Law, AU Bank, Svatantra Microfinance, NAV Bank
Ved Prakash Pareek	VP	4	Aavas Financiers & Hero Housing & Dilip Sharma and Associates
Tanish Jaiswal	VP	4	Apco Infratech Pvt Ltd, Hinduja Housing Finance, Piramal Housing Finance
Gemballi Satya Manikanta	VP	4	RK Associates
Chitrasen Kuntal	VP	4	Aavas Financiers Limited
Anusha S G	VP	4	Valfin Advisory India Pvt. Ltd., Karur Vysa Bank
Vishal Singh Rao	VP	4	HDFC Bank, AU Bank
Ashutosh David Lopes	VP	4	ICICI Bank, Aditya Birla Housing
Himanshu Chhabra	VP	4	Formulic, P&A Valutech
Vishal Singh Rao	VP	3	HDFC, AU Bank
Shubham Singh Gauttam	VP	3	Paisabuddy Finance, Formulaic Engineers
Sanskar Agarwal	VP	3	Kotak Mahindra Bank, ICICI Bank
Uppalapati Haribabu	VP	3	Mahindra Home Finance, Home First Finance
Jitendra Singh Jadon	VP	2	Capri Global Capital
Nandini Mathur	VP	2	Aavas Financiers Limited
Varsha Jain	VP	2	Hinduja Housing Finance

GROUP CLIENTELE

BANKS



IndusInd Bank



FIN-TECH



NON-BANKING FINANCIAL COMPANIES



NON-BANKING FINANCIAL COMPANIES



HOUSING FINANCE COMPANIES





RAJASTHAN

- ◀ **Jaipur**
- ◀ Bikaner
- ◀ Jodhpur
- ◀ Udaipur
- ◀ Beawar
- ◀ Abu Road & Sirohi
- ◀ Alwar
- ◀ Balotra
- ◀ Banswara
- ◀ Behror
- ◀ Bharatpur
- ◀ Bhilwara
- ◀ Chittorgarh
- ◀ Chomu
- ◀ Churu
- ◀ Dudu
- ◀ Dungarpur
- ◀ Hanumangarh
- ◀ Jhalawar
- ◀ Jhunjhunu
- ◀ Kekri
- ◀ Kota
- ◀ Kotputli
- ◀ Kuchaman
- ◀ Nagaur
- ◀ Neem Ka Thana
- ◀ Nokha
- ◀ Pali
- ◀ Rajsamand
- ◀ Reengus
- ◀ Sikar
- ◀ Sri Ganganagar
- ◀ Tonk
- ◀ Sangaria
- ◀ Sumerpur



UTTAR PRADESH

- ◀ **Lucknow**
- ◀ Agra
- ◀ Varanasi
- ◀ Bareilly
- ◀ Aligarh
- ◀ Hathras
- ◀ Ayodhya
- ◀ Azamgarh
- ◀ Fetehpur
- ◀ Raibarelli
- ◀ Ghaziabad
- ◀ Gorakhpur
- ◀ Kanpur
- ◀ Mathura
- ◀ Meerut
- ◀ Moradabad
- ◀ Prayagraj
- ◀ Saharanpur
- ◀ Sitapur



HARYANA

- ◀ **Karnal**
- ◀ Bhiwani
- ◀ Fatehabad
- ◀ Hisar
- ◀ Kaithal
- ◀ Kurukshetra
- ◀ Mahendragarh
- ◀ Narnaul
- ◀ Panipat
- ◀ Rewari
- ◀ Rohtak
- ◀ Sirsa
- ◀ Sonipat
- ◀ Yamuna Nagar



PUNJAB

- ◀ **Zirakpur**
- ◀ Ludhiana
- ◀ Amritsar
- ◀ Bhatinda
- ◀ Chandigarh
- ◀ Dasuya
- ◀ Faridkot
- ◀ Jalandhar
- ◀ Patiala
- ◀ Sangroor



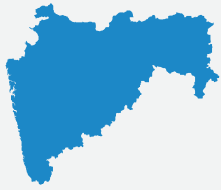
UTTARAKHAND

- ◀ **Dehradun**
- ◀ Rudrapur
- ◀ Haldwani
- ◀ Haridwar
- ◀ Rudrapur



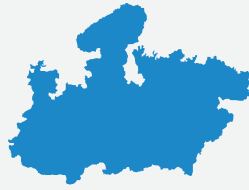
LOCATIONS

North & East



MAHARASHTRA

- ◀ **Mumbai**
- ◀ **Pune**
- ◀ Nagpur
- ◀ Chhatrapati
- ◀ Sambhaji Nagar
- ◀ Jalna
- ◀ Kalyan
- ◀ Kolhapur
- ◀ Latur
- ◀ Nashik
- ◀ Nandurbar
- ◀ Pimpri
- ◀ Sangli
- ◀ Satara
- ◀ Solapur



MADHYA PRADESH

- ◀ **Indore**
- ◀ Bhopal
- ◀ Jabalpur
- ◀ Aastha
- ◀ Biaora
- ◀ Dhamnod
- ◀ Khandwa
- ◀ Mandsour
- ◀ Narmadapura
- ◀ Sagar
- ◀ Satna
- ◀ Ujjain
- ◀ Vidisha



GUJARAT

- ◀ **Ahemdabad**
- ◀ Rajkot
- ◀ Surat
- ◀ Bhuj
- ◀ Himmatnagar
- ◀ Jamnagar
- ◀ Junagadh
- ◀ Mehsana
- ◀ Palanpur
- ◀ Surendranagar
- ◀ Vapi



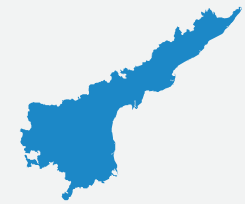
TELANGANA

- ◀ **Hyderabad**
- ◀ Warangal
- ◀ Karimnagar
- ◀ Khammam
- ◀ Mahbubnagar
- ◀ Miryalaguda
- ◀ Sangareddy
- ◀ Vikarabad



KARNATAKA

- ◀ **Bangalore**
- ◀ Hubli
- ◀ Belgaum
- ◀ Bidar
- ◀ Chitradurga
- ◀ Davangere
- ◀ Hassan
- ◀ Mandya
- ◀ Mysore
- ◀ Tumakuru



ANDHRA PRADESH

- ◀ **Vijayawada**
- ◀ Tirupati
- ◀ Rajahmundry
- ◀ Visakhapatnam
- ◀ Anantapur
- ◀ Bhimavaram
- ◀ Chittoor
- ◀ Guntur
- ◀ Kadapa
- ◀ Kurnool
- ◀ Nellore
- ◀ Vizianagaram



LOCATIONS

South & West

North & East



BIHAR

- ◀ Patna



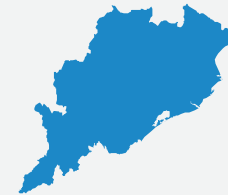
DELHI NCR

- ◀ Gurgaon
- ◀ Ghaziabad
- ◀ Rajendra Nagar



WEST BENGAL

- ◀ Kolkata



ODISHA

- ◀ Bhubaneshwar



JHARKHAND

- ◀ Ranchi

South & West



CHHATTISGARH

- ◀ Raipur
- ◀ Durg
- ◀ Bilaspur



TAMIL NADU

- ◀ Chennai
- ◀ Coimbatore
- ◀ Salem
- ◀ Tirupur
- ◀ Vellore
- ◀ Tiruchirapalli



KERELA

- ◀ Kochi

LOCATIONS

OUR REGIONAL OFFICES



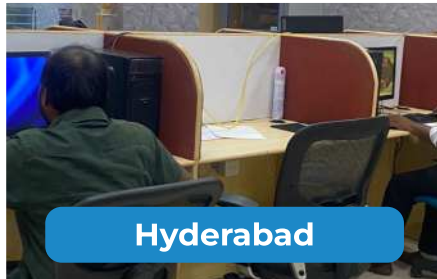
Dehradun



Vijaywada



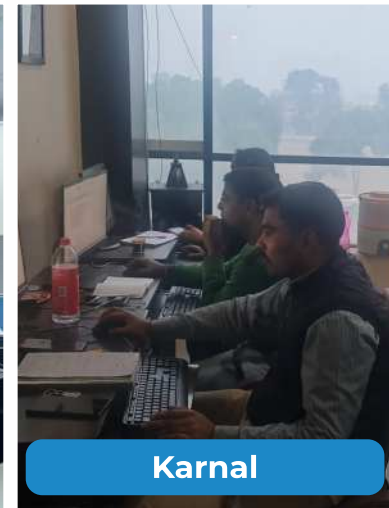
Chennai



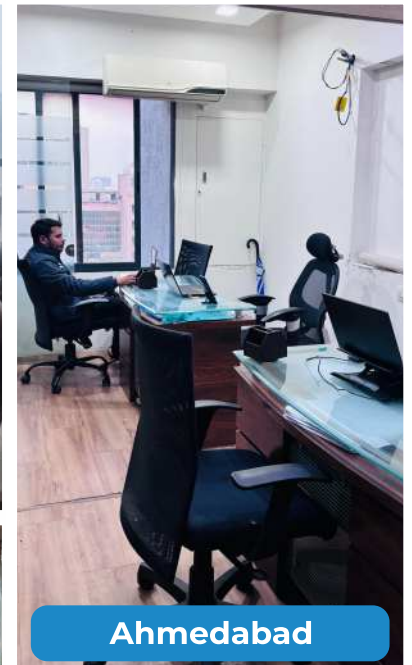
Hyderabad



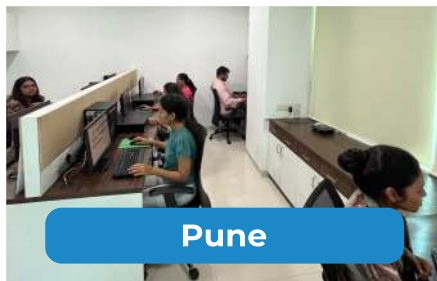
Mumbai



Karnal



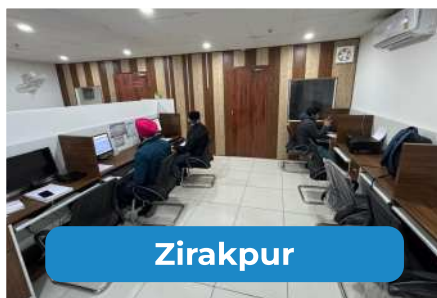
Ahmedabad



Pune



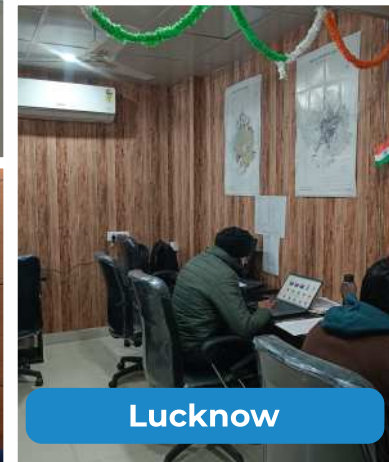
Bhubaneswar



Zirakpur



Bangalore



Lucknow



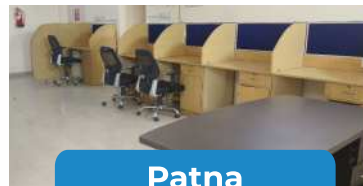
Kochi



Gurgaon



Kolkata



Patna



Indore

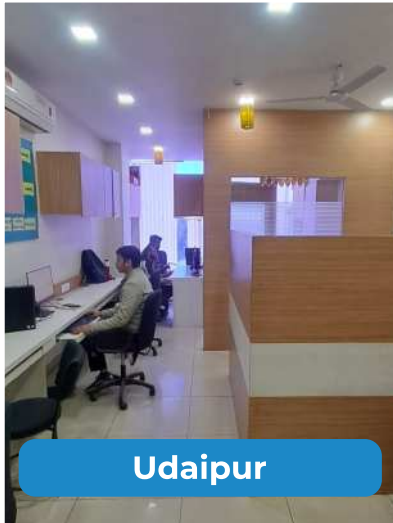


Raipur

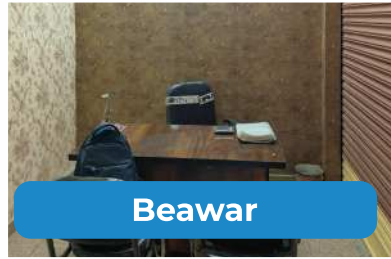
OUR BRANCH OFFICES



Agra



Udaipur



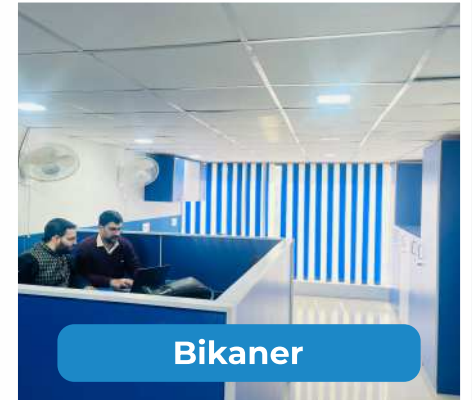
Beawar



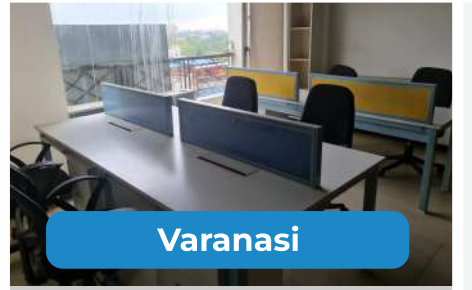
Rudhrapur



Ludhiana



Bikaner



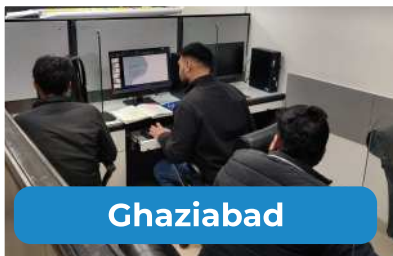
Varanasi



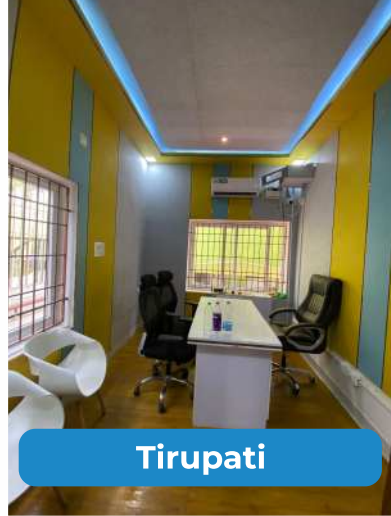
Coimbatore



Surat



Ghaziabad



Tirupati



Rajkot



Bhopal



Nagpur



Jodhpur



Jabalpur



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