



MUTHOOT MICROFIN SIGNS MoU WITH INDIAN BANK

Muthoot Microfin has signed a memorandum of understanding with public sector Indian Bank on 8th November 2019 to serve micro, small and medium enterprises.

As per the memorandum of understanding, Muthoot Microfin and the bank will jointly lend to the MSME borrowers.

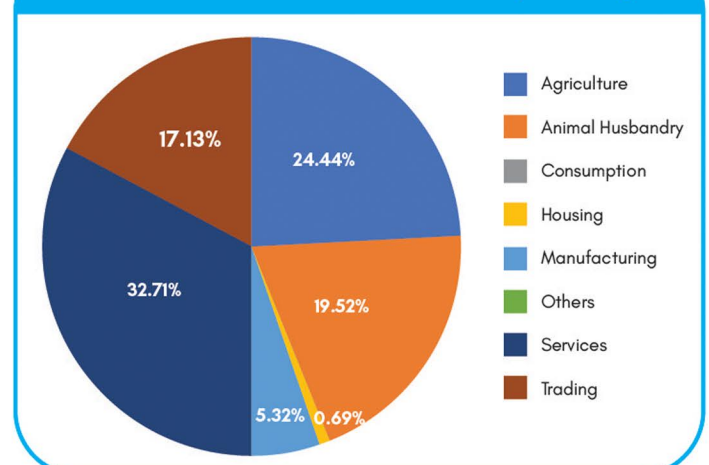
Indian Bank general manager - MSME, Sudhakar Rao exchanged documents with Muthoot Microfin deputy CFO Praveen T in the presence of the bank's managing director and CEO Padmaja Chundur.

OPERATIONAL HIGHLIGHTS

Districts	236
Branches	621
Centres	3,84,039
Active Members	17,97,967
Disbursement (Oct)	₹ 421 cr
Total Disbursement	₹ 12,787 cr
Field employees	7,443
Total Employees	7,720

Client per capita Income/month	Percentage
< = 1000	0.01%
1000 - 1500	1.11%
1501 - 2500	16.12%
2501 - 3500	43.61%
3501 - 5000	34.78%
5000 Above	4.37%

Client Portfolio Distribution by Activity



muthoot PAPPACHAN
MICROFIN



SHOP FILLED WITH HAPPINESS

Loan ID- TNKM@1908

For the past 15 years, Syedali Fathima, a 37-year-old housewife turned shopkeeper from Thenkasi, Tamil Nadu, runs a small shop near her home with just enough earnings. However, since her association with Muthoot 2 years ago, she was able to expand the variety of things in her shop resulting in increased earnings.

Fathima was introduced to Muthoot by a friend and joined a JLG at her neighbourhood as she was impressed by the organisation's simple and hassle-free procedures. She used the first cycle loan of ₹10,000 to buy seasonal items specific to the needs of the local population like sweets, biscuits, bread and other daily food items. Fathima also used the amount to buy in bulk in order to reduce the cost. The organisation further provided Fathima with business trainings and financial literacy classes.

Her attention to customer service enabled her to build a loyal cadre of customers. Fathima paid back her first loan and availed the second loan of ₹30,000. She always pays attention to the changing needs of her clients and stocks items to meet the changing demand.

Now, thanks to the regular income from the business, she can contribute to all the expenses of the family. Fathima is also using the growing profits to make an investment in her children's future and have some savings.

Fathima says "Muthoot Microfin's services helped me to run my business successfully and I am able to comfortably support my family now. I am looking forward to expand my business by opening another shop with further support from the organisation".



LIFE-CHANGING PARTNERSHIPS

Loan ID- KNGL@1755

Gangamma, the 48-year-old housewife turned small time street vendor, from Kunigal in Tumakuru district of Karnataka has been associated with Muthoot Microfin for over a year now.

Earlier, she always found it difficult to fill her racks with enough items resulting less cash flow from her business. Gangamma was looking for a small loan to raise working capital but had never worked with any financial institutions or banks, as she never had any collateral to be able to borrow money.

She was introduced to Muthoot by a relative and was excited to know that the organisation gives 'non-collateral' loans. She soon joined a JLG and availed first cycle loan of ₹30,000; and used the entire amount to fill her stall with ample variety of products. This substantially increased her earnings.

Gangamma's stall is now well-known in the area and she has established a good clientele. With the earnings from business, she has been able to cover the basic needs of her family including children's education.

Her husband also helps her in bulk buying vegetables from the market and assists in the stall so that Gangamma can take a break during non-peak times.

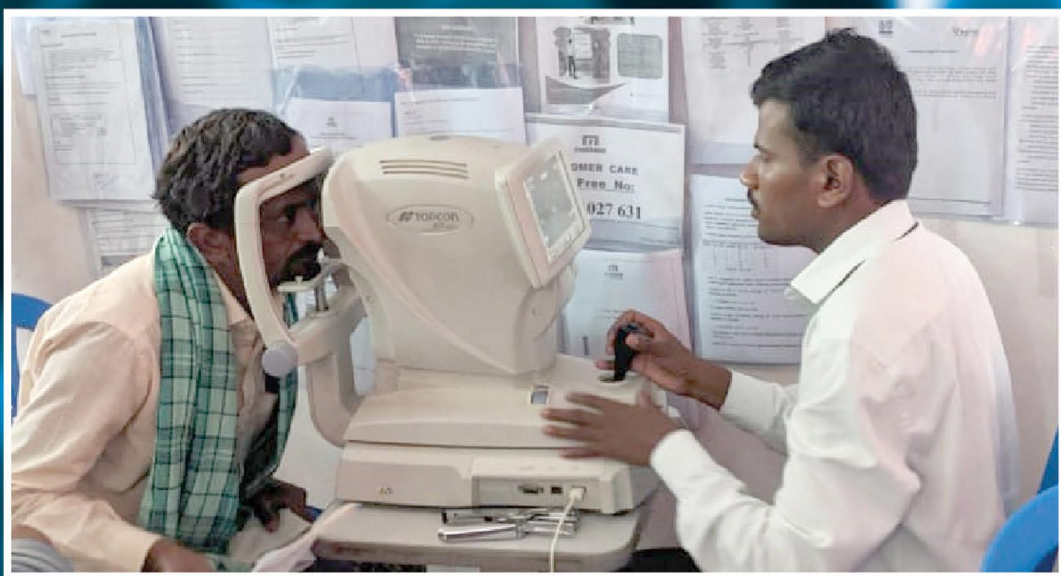
Gangamma says "In addition to giving me immediate financing, Muthoot has also given me guidance on how to buy and sell more efficiently. My business activity has grown significantly thanks to Muthoot and I will introduce my friends and neighbours to join Muthoot".

BIJAPUR, CHANNARAYAPATANA BRANCHES REACH OUT TO COMMUNITIES



As a part of community outreach initiatives, Muthoot Microfin's Bijapur and Channarayapatana branches in Karnataka organised skill training and health check-up camp for rural communities.

Bijapur branch conducted Jelly and Jam making training programme for rural women. Channarayapanta branch organised an Eye and Dental check-up camp for the local population.



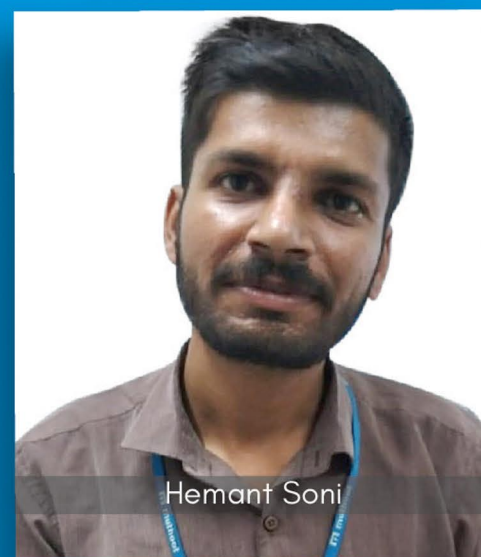
At Bijapur More than 50 village women participated and benefitted from the training held by eminent trainer Dr. Vinaya Jawadagi (Bijapur Agriculture University). The health check-up organised at Channarayapatana was held in association with 'V Care Super Speciality Dental Hospital and Shiva Prasad Nethralaya'. The camp screened nearly 150 people for dental and eye ailments and offered basic treatments and awareness to all participants. Those with severe issues were referred to hospital for further treatments.

BRAVE EMPLOYEES FOIL ROBBERY ATTEMPTS

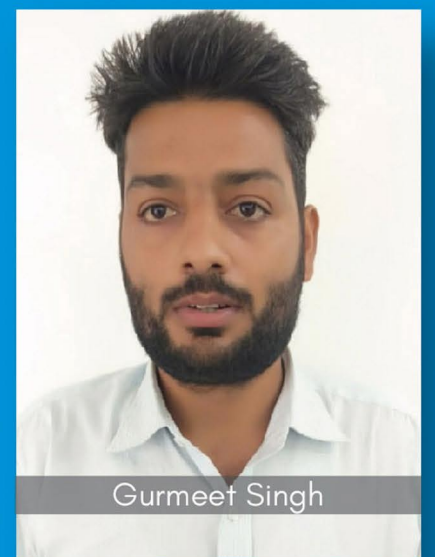
Showing exemplary loyalty and mettle while on duty, two Muthoot Microfin employees successfully foiled robbery attempts. In two separate incidents, Hemant Soni, Branch Relationship Manager in Chittorgarh branch in Rajasthan and Gurmeet Singh, Relationship Officer at Beas, Punjab braved to resist armed robbers from snatching collection amount as they bravely fought off the thieves with empty hands.

Both of them were returning to office after collection when they were attacked by armed robbers. The two brave employees resisted the attempt and held on to the bag containing collection money despite severe aggression from the robbers. They raised alarm by shouting and were rescued by the local people. The culprits were later caught and remanded.

Hemant Soni and Gurmeet Singh have recovered from their injuries and joined back to work. Muthoot Microfin is proud to have employees like Hemant and Gurmeet who showed exemplary bravery.



Hemant Soni



Gurmeet Singh

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