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**M** Observatory

**CRISIL REAFFIRMS A-/STABLE RATING FOR MML BANK FACILITIES**



Globally leading rating agency, CRISIL has reaffirmed 'A-/Stable' rating for the long-term debt instruments of Muthoot Microfin Limited. The company received credit rating for the bank loan facilities amounting to ₹ 450 crore.

Mr Sadaf Sayeed, CEO – Muthoot Microfin stated, “we are well placed to capitalise on the long-term opportunities given its cost competitiveness and established market position. We are already one of the fastest growing MFIs in India.”

The rating accorded by CRISIL for long-term facilities reflects high degree of safety regarding timely servicing of financial obligations and low credit risk of the company.

All ratings assigned by CRISIL are kept under continuous surveillance and review. In this regard, the outlook of long-term rating on bank loan facilities of Muthoot Microfin was upgraded and reaffirmed by CRISIL in July 2017.

Client/Capita Income/Month	
Per Capita Income	Percentage
< = 1000	00.21%
1000 – 1500	05.97%
1501 – 2500	44.60%
2501 – 3500	35.18%
3501 – 5000	13.54%
5000 Above	00.50%

Facts and Figures	
Group Lending	
Districts	144
Branches	421
Centres	1,96,116
Active Members	11,31,089
Disbursement (June)	₹ 212.74 Cr
Total Disbursement	₹ 8985.71 Cr
	\$ 1394.75 mn

MSGB Loans	
Current Portfolio	₹ 191.18 Cr
Total Disbursement	₹ 569.55 Cr
Personnel Strength	
Field Staff	5294
Total Staff	5464



## EMPOWERMENT AND RECOGNITION



Loan ID: MLGR@187

Chellammal M, a 39-year-old house wife from Keelallanji in Thenkasi, Tamil Nadu became the leading provider for her family after establishing a successful shop with the help of Muthoot Microfin.

The hardworking lady needed a break to become the breadwinner for her family after income from her daily labourer husband became inconsistent at times. She opened a small grocery store near her house after taking loan from a local lender. However, the amount was too low that she couldn't even purchase essential commodities required for a shop. The business remained modest and all her earnings went to the lender.

Chellammal knew that with more stocks she could improve the situation. She got a lucky break when a Relationship Officer from Muthoot Microfin approached her as part of the company's street survey. She soon joined Muthoot's Joint Liability Group and immediately availed the 1st cycle loan of ₹15,000. She utilised the entire amount to buy more essential commodities towards the shop. Her business improved and her daily earnings started to increase within a couple of months.

A year later, with second cycle loan of ₹20,000 and financial literacy training from Muthoot, Chellammal opened a small tea shop adjacent to the shop. It quickly became a popular tea stall in Keelallanji area and her daily earnings now hits around ₹1000.

Chellammal now sells different varieties of commodities including bakery items and confectionaries. She also employs a girl from the neighbourhood, bringing jobs to the community. Today, Chellammal has transformed into a woman entrepreneur who keeps thinking on business lines; and constantly on the lookout to further enhance and expand her retail shop. Now, Chellammal also takes time to help other women who are struggling with their own commercial endeavours.

A thankful Chellammal says "Muthoot Microfin not only provided me an opportunity to succeed in life but also empowered me to earn a greater social status in my family and village. I would definitely recommend Muthoot to anybody who wants to win the life battle with hard work and determination".

- Opened 6 new branches across Tamil Nadu and Odisha in June.
- MSGB Loans added 3,659 customers in June.
- MSGB Loans disbursed over ₹ 17.45 crores in June.
- IGL-Dairy added 971 dairy farmers in June, disbursing ₹ 2.88 crores.
- Dairy Loan outstanding as on 30th June is ₹ 55.48 crores from 40431 Dairy Farmers.
- Training team conducted 288 internal training programmes in June.
- A total of 2168 employees benefitted through the internal training programmes.



Certified Seal by Smart Campaign: A recognition to the alignment of the institution's policies and processes with the Client Protection Principles.

## FINDING SUCCESS EVENTUALLY



Loan ID: PLHV@144

Deepa Udayakumar, a 34-year-old housewife from Vellakkamurani in Palakkad district of Kerala has been associated with their family run soda making business for decades. Five years ago, Deepa decided to start her own venture, but to break into a market which requires some capital investment; she needed to find a suitable financier and an innovative approach to production.

Deepa wanted to be a small, artisanal producer with the ability to experiment and make changes to her products to assure greater success. She approached some local lenders but was doubtful in their demands. She was introduced to Muthoot Microfin at this time by a friend and was impressed by its simple and effective operations. Deepa soon joined a group and was granted the first cycle loan of ₹15,000. She utilised the entire amount to buy new machines for packing and bottling.

Deepa started innovations at her soda plant by experimenting with new ideas. Infusing sparkling mineral water with fresh ingredients like ginger, lime and citrus, she developed some flavours and all of them were accepted

in the market. She also received business training from Muthoot during this time.

After a year, she availed the second cycle loan of ₹20,000 and used that amount to increase her market coverage to almost all areas of Palakkad district. Deepa's artisanal approach to the business gave her competitive edge and helped her to land shelf spaces in big shops and supermarkets in Palakkad.

Her market is slowly expanding from Shoranur to Valayar and into neighbouring Thrissur and Malappuram districts. She plans to introduce two new flavours soon targeting these two districts. Deepa has now operating her business for five years with her revenue hitting a whopping ₹2500 a day after all expenses.

Deepa takes pride in serving as the lifeline for her family. Her husband Udayakumar, who helps her at the manufacturing unit also supports in marketing of the products. Deepa says, "Apart from my artisanal approach to the business, timely loans and training from Muthoot has helped my business become more competitive."

## WORLD ENVIRONMENT DAY CELEBRATIONS

Keeping in line with the current year theme of 'Connecting people to Nature', Muthoot Microfin celebrated 2017 World Environment Day with vivid and variety programs on June 5, 2017. Sapling planting, distribution and special events on environment protection were organised in branches.

The initiative also featured awareness programs with a special focus on how to encourage environment friendly practises among public and clients. Special seminars on environment protection offered the participants comprehensive information regarding the importance of environment protection and ways to keep our planet clean and green.

At different venues, varied saplings were planted and clients and staff took oath to protect and nurture it. Alathur, Karakonam, Chakkuvally and Pathanamthitta branches lead the activities in Kerala while Bengaluru Zone, Bijapur and Shikharipura branch conducted programs in Karnataka. Tamil Nadu's celebrations were led by Nagercoil branch. Hundreds of people and some eminent dignitaries attended a special program in Pondicherry and Nagpur RO in Maharashtra.

More than 1000 saplings were distributed during the day long campaign. Muthoot Microfin has been organising these activities to create environmental knowledge among public and staff and express their commitment towards environmental sustainability. (Gallery in back cover)





## MML OPENS NEW REGIONAL OFFICE IN CHENNAI



Mr Thomas Muthoot John (Director) inaugurating the new office along with Mr Sadaf Sayeed (CEO).

Muthoot Microfin has opened its new Regional Office at Koyambedu in Chennai to further strengthen its operations in Tamil Nadu. At an official opening ceremony held on June 28th 2017, Mr Thomas Muthoot John (Director, Muthoot Microfin) inaugurated the office along with Mr Sadaf Sayeed (CEO).

This new infrastructure would bring the company closer to all its present and future clients in the region. With Chennai being one of the major cities in south, the RO will play a crucial role in supervision and expansion of the operations. The Organisation is planning to set up Regional Offices in all crucial hubs across the country to boost its operations to reach more people.



Standing from left: Rajkumar P (CM), Buhari S M (Dy CM), Sadaf Sayeed (CEO), Thomas Muthoot John (Director-MML), S Jayachandran (VP-MFL), Subhransu Pattayak (VP), Udeesh Ullas (VP)



## ENVIRONMENT DAY CELEBRATIONS - GALLERY



### ENVIRONMENT DAY CELEBRATIONS