



Accolades

MUTHOOT MICROFIN CC CONTINUES WINNING STREAK



Muthoot Microfin CC team with (sitting L to R) Mr Udeesh Ullas (VP-MML), Mr Sivakumar P (COO-Muthoot Centre of excellence for Sports), Mr Thomas George Muthoot (Director-MPG), Mr Sanjeev Shukla (CMO-MPG), Mr Subhansu Pattnayak (VP-MML)

Muthoot Microfin Cricket Club continued its excellent performance this season by winning renowned titles, and cemented a place among the best cricket clubs in Kerala.

In the latest addition, Muthoot Microfin CC won the Corporate Cricket League, organised by Young Challengers Cricket Club at Paravoor, Kerala. MMCC defeated South Indian Bank by 43 runs in a keenly contested final to clinch the trophy.

Earlier, MMCC had added another glorious feather to its cap by winning the prestigious K.T.R. Varma memorial cricket

tournament 2017, organised by the Ernakulam District Cricket Association. MMCC's maiden victory is considered very special as only champion teams from various League Divisions (E, D, C and B) in Ernakulam participated in the renowned tournament.

Earlier in the season, Muthoot Microfin picked up the Runners Up trophy in the prestigious All India Corporate Cricket championships at Goa. MMCC narrowly lost to Goa Port Trust in the final. In all the tournaments, MMCC displayed excellent performances and defeated some of the top contenders on their way.

INSIDE

Accolades

Observatory

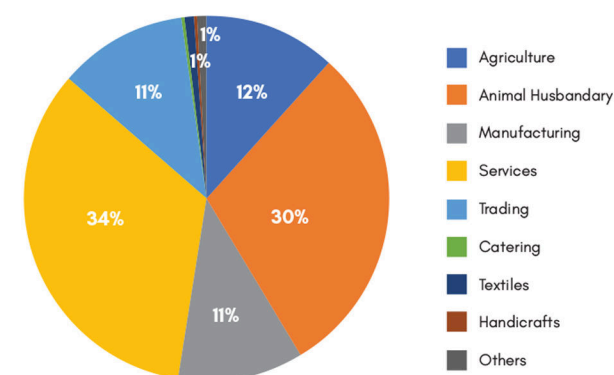
Impact

News

Initiatives

Observatory

Client Portfolio Distribution by Activity



Facts and Figures

Group Lending

Districts	169
Branches	478
Centres	266643
Active Members	1296941
Disbursement (Feb)	₹ 343.62 Cr
Total Disbursement	₹ 11,047.95 Cr \$ 1,700.28 Mn

MSGB Loans

Current Portfolio	₹ 199.99 Cr
Total Disbursement	₹ 697.23 Cr

Personnel Strength

Field Staff	5908
Total Staff	6094

muthoot
PAPPACHAN



Impact

TIMELY SUPPORT ENSURES SUCCESS



Loan ID: VDSP@2281

When 27-year-old S Muthuselvi came to Meenatchi Nagar in Virudhunagar district of Tamil Nadu after her marriage 7 years ago, she was a household tailor with scanty income. Her husband, Sokkalingam, a daily wager was also not doing well at his job.

Muthuselvi was constantly searching for opportunities to raise the family income as her elder son was getting ready to start schooling.

She borrowed money from a local lender to set up a rice shop as one of her relatives agreed to supply varieties of biriyani and basmati rice on wholesale rates. Muthuselvi started her venture on a rented building near her home. The business was good initially, but she found it difficult to meet the high interest rate of the lender and this left her unable to keep shop shelves filled. Despite the situation, Muthuselvi knew that business potential was there and all she needed was more stocks at the shop. Luckily for her, Muthuselvi heard about Muthoot Microfin's operations in her village and

approached the branch directly. She was briefed about Muthoot's operations and easy weekly collections. Inspired by it, Muthuselvi soon joined a JLG and availed first cycle loan of ₹15,000. She used the entire amount to fill up stocks.

After a while, her daily earnings started to grow steadily. She took a second cycle loan and expanded her business with more stocks. Her daily income hit ₹500 within 1 year. She is now on her third cycle loan of ₹35,000 and hopes to increase her sales and turn the shop into a wholesale enterprise.

The business, once born out of necessity, has turned into a source of steady income and pride for Muthuselvi. She is an inspiration to many today and people in her village often ask Muthuselvi for advice about starting micro businesses.

Muthuselvi says "Thanks to the timely loans Muthoot Microfin extended to me time and again, I was able to run my small business successfully. Today people respect me and my family; I am grateful for that".



News

- Opened new branches in Magadi (Karnataka) and Nabadwip (West Bengal)
- MSGB Loans added 3,304 customers in February.
- MSGB Loans disbursed over ₹ 15.24 crores in February.
- IGL-Dairy added 810 dairy farmers in February, disbursing ₹2.51 crore.
- Dairy Loan outstanding as on 28th February is ₹47.12 crore from 34,194 Dairy Farmers.
- Training team conducted 130 internal training programmes in February.
- Total of 1061 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.



Impact

EMPOWERED TO ACHIEVE SUCCESS



Loan ID: MDPT@469

Thirty-seven year old Thayarammal who lives at Anna Nagar in Pondicherry is now a successful entrepreneur with lot of business knowledge and experience behind her. However, her success is the result of sheer hard work and dedication applied to business and a little financial help from Muthoot Microfin.

Three years ago, the family was solely dependent on Thayarammal's husband Prabhakar, who is a small-time dealer with limited income. The family desperately wanted to earn some extra income to meet their growing needs.

Thayarammal noticed that there were no retail edible oil stores in Ariyakuppam area and aspired to fill that gap. With the help of her husband and family members, 3 years ago she launched her business in a rented space. However, her plans for a fully-stocked edible oil store were hampered by lack of money to invest, and initially she was able to sell only small quantities with limited profit.

Thayarammal contacted numerous financial institutions for a loan but were

denied for lack of collateral security. Finally, after months of rejection, a friend of Thayarammal told her about Muthoot Microfin. She was excited to know about Muthoot's simple operation style and immediately joined a JLG.

The institution offered her first cycle loan of ₹15,000 and she utilized the entire amount to stockpile the shop. During this time, Thayarammal also received basic business acumen training. After a year, she promptly repaid her first loan and is now on the second cycle loan of ₹30,000 from the institution.

The microfinance loans enabled her to increase the inventory, add various items to her shop and diversify into selling sweets and other bakery items. In the process, she also became the sole distributor of a famous edible oil brand in her area. Her daily profit reached around ₹ 900 now, from a meager ₹150 three years ago. Thayarammal is now getting ready to expand her business with more financial support from Muthoot Microfin.



Initiatives

MUTHOOT FINCORP FORAYS INTO ASSAM



Muthoot Fincorp Ltd, the flagship company of the Muthoot Pappachan Group, and one of the largest non-banking financial companies in the country, has forayed into Assam by opening three service branches in Guwahati's Maligaon, Panbazar and Zoo Road Suburb's.

Thomas John Muthoot, chairman and managing director, Muthoot Pappachan Group, said, "Assam in Sanskrit means an unrivalled land and we are indeed proud to be here in the blessed land which has great potential. Growth and progress has been the state's key agenda and we see the government is devoted to empowering its citizens. We are committed to contributing to the economic development by offering products and services which the people have not had access to."

The company plans to launch 25 more branches in the next financial year with focus on rural and semi-urban areas.

MUTHOOT MICROFIN AWARDED MOST TRUSTED MICROFINANCE BRAND



Mr Sadaf Sayeed (CEO, Muthoot Microfin) receiving Most Trusted Microfinance Brand award from Mr Vijay Goel, Honourable Minister of State for Statistics and Programme Implementation

Muthoot Microfin, the microfinance arm of Muthoot Pappachan Group received the Most Trusted Microfinance Brand award from 'India Best Brand Series and Awards 2018' (IBBA). The winning brands were recognized for their excellence based on Brand Audit, Consumer Mapping, and Jury Ratings.

The awards given to most influential brands was hosted at The Leela Ambience, Gurugram. Mr Sadaf Sayeed (CEO-Muthoot Microfin) received the award from Mr Vijay Goel, Honourable Minister of State for Statistics and Programme Implementation.

Commenting on receiving the Award, Mr Sadaf Sayeed said, "This is another remarkable achievement for us. Being a microfinance institution, we keep a low profile, however, this is a very inspiring honour as 'trust' is the cornerstone of our business and the core value on which Muthoot Pappachan Group is built."

Apart from Mr Vijay Goel, prominent dignitaries including Ms Ritu Goel (Poetess and Social Activist), Dr Satish Chandra Dwivedi (MLA, ITWA), Mr Guru Dev Vashist (Founder Astroarmy) Mr Sanjay Suri (Actor/Producer) and Ms Shahnaz Husain (Renowned Entrepreneur) were present at the event.

MFIs SHRUG OFF DEMONETISATION WOES; PORTFOLIO QUALITY IMPROVES - CRISIL

Loan portfolios of microfinance institutions (MFIs) are showing a distinct improvement and stability in asset quality since June 2017, according to report by ratings firm CRISIL. CRISIL said the improvement came after shrugging off the impact of demonetisation, which had cranked up delinquencies, affected borrower behaviour and impacted asset quality. Improvement in asset quality due to reducing delinquencies is quite evident and cumulative collection efficiencies have risen to over 99% for disbursements since April 2017, the report says.

Portfolio delinquencies, for a representative set of MFIs, measured in terms of 30 and 60 days past due (dpd), have improved to 5.6% and 5.3% respectively, as on December 2017, compared with 7.6% and 6.8% respectively, as on June 2017. "The reduction in delinquencies shows that

borrowers are paying more than one instalment and there is recovery in the higher-delinquency buckets; collection efficiencies of over 99% for newer originations indicate improving market environment and better borrower discipline", said Krishnan Sitaraman, Senior Director - CRISIL Ratings.

According to CRISIL, high degree of investor support also reflected in the significant equity and debt raised post demonetisation. Since demonetisation, CRISIL estimates MFIs have raised around ₹4,000 crore of equity and ₹7,000 crore of debt.

Continued funding support remains critical in the MFI sector as banks and refinance institutions continue to extend funding to MFIs while priority sector eligibility for banks on direct lending to MFIs has also helped, CRISIL added.