



## Accolades

# MUTHOOT MICROFIN RAISES ₹ 75 CR THROUGH NCD ISSUE



Muthoot Microfin Limited, the microfinance arm of Muthoot Pappachan Group has raised ₹ 75 crores through the issue of non-convertible debentures (NCDs) in September 2017. The fund has been raised by issuing NCDs on private placement basis.

The NCDs — which have been rated 'A-/stable' by India Rating — implies a high degree of safety regarding timely servicing of financial obligations and low credit risk. The private placement was made with an international agency and has maturity tenure of 6 years

The debentures are being listed in Bombay Stock Exchange. The net proceeds of the issue will be used for funding business growth. The issue was executed by the two parties directly without any external lead managers.

Mr Sadaf Sayeed, CEO - Muthoot Microfin said, "We are targeted to raise around ₹ 300 crore this Financial Year by issuing NCDs and commercial papers. This fund will be used to further boost our expansion and this will also help us cut Cost of Funds and in turn offer a cheaper rate to customers.

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## Observatory

### Client Per Capita Income/Month

Per Capita Income	Percentage
< = 1000	00.16%
1000 - 1500	04.98%
1501 - 2500	40.79%
2501 - 3500	37.12%
3501 - 5000	16.29%
5000 Above	00.67%

### Facts and Figures

Group Lending	
Districts	149
Branches	433
Centres	220924
Active Members	1163542
Disbursement (Sep)	₹ 199.09 Cr
Total Disbursement	₹ 9636.94 Cr \$ 1489.36 mn

### MSGB Loans

Current Portfolio	₹ 197.69 Cr
Total Disbursement	₹ 619.44 Cr

### Personnel Strength

Field Staff	5282
Total Staff	5459







## ALL SET FOR BLOOMING SUCCESS



Loan ID: P2DY@762

Twenty-five-year-old Aswini residing at Throopathy Amman Street in Pondicherry has become the bread-winner for her family since she started a flower shop with the financial support received from Muthoot Microfin two years back.

Aswini, a relatively quiet woman has now turned out to be an astute business woman. She is the proud owner of a flower shop in Thilasapet. She was introduced to Muthoot Microfin by one of her friends. She soon joined a Joint Liability Group and availed her first microfinance loan of ₹ 15,000 within a week from the institution. With her first loan, Aswini opened the shop and with subsequent loans, she made investments in business to keep it growing.

However, her journey to success was not a cakewalk. She worked hard towards her goal and always sought for opportunities. Aswini wanted to diversify her products to ensure a steady stream of income, so she started making bouquets and garlands. Unlike flowers, bouquets and garlands could be sold almost every day.

Muthoot also helped her develop a business acumen. She is now into her third loan cycle and this time she has invested the amount to expand her product line and volume.

Today, Aswini's main source of income is from the bouquet and garland business. Her income is steadily increasing and she is looking for further ways to continue expanding her business. She now has daily orders and many regular customers including local temples and from vehicle owners and shops. To handle her growing business, Aswini gets support from her husband too. He assists with bulk buying of flowers and also handles customer relationships.

As a result of increased income from the business, Aswini is now able to pay for all the family expenses her own and is a self-dependent woman entrepreneur. With savings from her business; she is planning to renovate the shop and also wants to develop her business with further Muthoot Microfin loans.

- Opened branches in Chullimanoor (Kerala), Robertsganj and Chopan (Uttar Pradesh).
- MSGB Loans added 2788 customers in September.
- MSGB Loans disbursed over ₹ 13.44 crore in September.
- IGL-Dairy added 809 dairy farmers in September, disbursing ₹ 2.32 crore.
- Dairy Loan outstanding as on 30th September is ₹ 47.30 crore from 36,395 Dairy Farmers.
- Training team conducted 347 internal training programmes in September.
- A total of 3520 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.



## GUIDANCE & GRIT HELPED HER WAY UP



Loan ID: PYNR@549

Sherly from Kalikkadavu in Kannur district of Kerala began poultry farming five years ago. However, she got her first break after her association with Muthoot Microfin a year later. Her family had survived on the paltry income of her husband which wasn't enough for the family of four including two grown up children.

She was desperate to save her business and sought many ways to raise some money for her business but was unsuccessful due to her inability to produce collateral security demanded by local financiers. Luckily for her, she was introduced to Muthoot Microfin by a neighbour. Sherly was impressed by the operations of Muthoot, especially the easy weekly repayment system and soon joined a joint liability group.

She was provided with the first cycle loan of ₹ 15,000 and invested the entire amount to develop her poultry farm. She also received business acumen training from Muthoot during this time which provided her with some valuable lessons.

After receiving two more cycles of microfinance loans from Muthoot, Sherly managed to change her broiler poultry farm to layer poultry farm. After the change, she began to earn higher margins and her daily profit began to average around ₹1000. And as she earned, she re-invested the profits into the business and expanded the farm.

She is now into her fourth cycle loan of ₹ 45,000 and that allowed her to have a poultry stock of 600 heads, including high breed chickens. She also sells poultry dung to nearby agriculture farms as it makes an excellent manure for the horticulture crops. After going from strength to strength, Sherly is now on her way to the next business goal of setting up a goat farm.

Subsequent to her success, Sherly is now well-respected in her village. Sherly says "Muthoot helped to realize the potential in me; now with the help of further microfinance loans, I would like to expand the size of my farm over the next two years to reach 1,500 heads of poultry"

## WELFARE MINISTER INAUGURATES PONDICHERRY HEALTH CAMP

Muthoot Microfin's Pondicherry branch in association with Sri Lakshmi Narayana Institute of Medical Science & Hospital-Pondicherry (SLIMS) organised a Medical Camp at Abishegapakkam on 16th September, 2017. The medical camp was inaugurated by Honorable Minister for Welfare Mr. M. Kandasamy in the presence of Govt Whip Mr. R.K.R Anantharaman, Dr. Ramalingam (SLIMS), Mr Subhransu Pattnayak (VP-MML) and Ms. Asha Anand (AVP-MML).



More than 800 people from the community attended and benefitted from the camp. The team from SLIMS offered tests in General Medicine, Ortho, Paediatric, ENT, Neurology and Ophthalmology to the unprivileged community.

The Medical team also created awareness among the gathering about seasonal diseases and maintaining proper health & hygiene. Free medicines were provided to patients and 157 people were referred to hospital for further treatments.







Live

## MUTHOOT FOOTBALL ACADEMY TO LEAD FOOTBALL TRANSITION IN INDIA



Muthoot Football Academy is the first professional football academy that functions directly under a private financial company in India. The reason for such a venture is Muthoot Fincorp's belief in the true potential of India's footballing talents, especially among rural children. It is the interest of the organization that ensures the inclusion of rural talents from backward areas in to the academy.

Social responsibility is an important part of Muthoot Pappachan Group's initiative, as development of communities go hand in hand creating opportunities for underprivileged and sporting careers for talented footballers.

Muthoot Fincorp aims to make MFA a world class residential football academy with all modern facilities under top class foreign trainers. MFA has roped in former Irish international Terry Phelan to lead coaching at the academy. MFA has started functioning with 47 students at S.H School, Thevara in Kochi with boarding facilities to all the children. A nutrition expert is available at the academy to ensure health and nutrition of the children. Along with their studies, the children at the academy enjoy all the facilities including free regular medical check-ups and Gymnasium.

All these 47 students were selected after various strenuous screenings. A total of 4200 children from registered clubs from all the 14 districts in Kerala participated in the selection camps organized on zonal basis (South, Central and North) at Thiruvananthapuram, Kochi and Kozhikode. The selected 47 students are put under three categories (Under 17, 15 and 13) and are provided coaching sessions jointly and separately. Training sessions are also divided according to school times (One hour in the morning and three hours in the evening). For the first one year, MFA will only concentrate on technical skill development of the students and will not participate in any tournaments. Muthoot Football Academy is all set to produce world class footballers who can compete at the highest levels.



### SALIENT FEATURES OF MUTHOOT FOOTBALL ACADEMY

- First of its kind residential football academy in Kerala.
- Highly qualified coaches and specialized technical staffs.
- All the kids are covered under life insurance.
- Healthy and nutritious food to all students.
- Free school uniforms, running shoes, boots, Jersey, T-shirts and jackets, chappals and school shoes.
- Liaison officers to get better coordination with schools and academics.
- Exclusive conditioning expert to ensure strength and conditioning of students.
- Regular leisure trips for recreation.



Mr Radhakrishna Eale, Sr. AVP - Training & Development (Muthoot Microfin) receiving south India's most talented training and development leadership award instituted by Asia Pacific HRM Congress at a function held in Bengaluru.

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