



Accolades

MUTHOOT EXIM LAUNCHES 'MOBILE GOLD BUYING VEHICLE'



(L to R) Thomas George Muthoot, Thomas Muthoot and Keyur Shah at the launch.

Muthoot Exim, the precious metals division of Muthoot Pappachan Group has launched "Mobile Muthoot Gold Point," which allows people to sell gold at their doorstep and convenience.

This is an on-call service which reaches the doorsteps of customers. Keyur Shah, CEO, Muthoot Precious Metals Division said, "The on-call vehicle features hi-tech equipment and safety measures with multi-level scientific testing of gold. Customers can see the step-by-step process of valuation themselves. This will help consumers recycle their old and unused gold preserved in locker."

For this service, the customers can call on

7356534111 or 9321171122 between 10:30 am to 7.00 pm and fix an appointment at a mutually convenient time. The service is first getting introduced in Mumbai city and later the company is planning to expand to other cities.

Thomas Muthoot, Executive Director - Muthoot Pappachan Group, said, "Through this initiative, we ensure fully transparent process and competitive rates for our customers' jewellery. Already our Muthoot Gold Point has the distinction of being the first organised player in the country to foray into gold recycling. Similarly, I am sure that this latest offering will be a revolution in gold business in the country".

INSIDE

M Accolades

M Observatory

M Impact

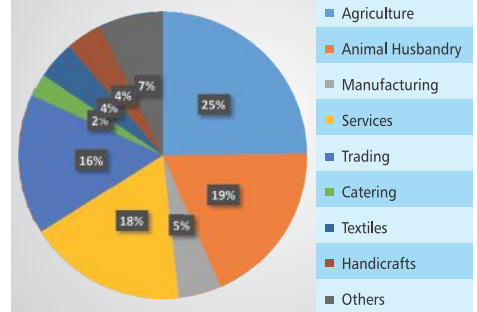
M News

M Initiatives



Observatory

Portfolio Distribution by Activity



Facts and Figures

Group Lending

Districts	118
Branches	362
Centres	1,66,124
Active Members	12,71,206
Disbursement (September)	₹ 199.50 Cr
Total Disbursement	₹ 7181.64 Cr
	\$ 1075.34 mn
Repayment Rate	99.28 %
PAR > 30 Days	0.72 %

MSGB Loans

Current Portfolio	₹ 172.72 Cr
Total Disbursement	₹ 417.72 Cr

Personnel Strength

Field Staff	4345
Total Staff	4488



Impact

STITCHING A WINNING STORY



Loan ID: MOGP#653/SC

Amudha K, a 29-year-old housewife from Devan Nagarpadi -suburb of Chennai in Tamil Nadu is a typical example of a hard working lady winning life battle with the support of Muthoot Microfin. Amudha's husband was a low income earning tailor. The family had struggled a lot with the limited earnings and they found it difficult to meet even educational expenses of their growing children.

Amudha yearned to start a small tailoring unit as she was also well trained in stitching and tailoring. However, raising enough money to start such a venture seemed almost impossible; she approached many financiers but was denied finance as she didn't possess any collateral security demanded by the lenders.

During this time, through her close relative she came to know about Muthoot Microfin and its simple but effective microfinance service. She soon joined a group and availed first cycle microfinance loan of ₹10,000. She utilized that money to buy a new sewing machine and started to work from her home. With her own machine and plenty of time to work, her

business grew gradually and daily income touched ₹350 on an average.

After a few months, with her expertise in stitching ladies garment, her shop became popular in the region. After successfully closing her first loan, she availed second cycle loan of ₹25,000 and set up a unit within her home and bought two new sewing machines. Second cycle loan also allowed her to purchase textiles for making fashionable garments such as Churidars, Kurtis and pyjamas which are essential to survive in the business.

Acknowledging the business growth and her success, a thankful Amudha says "Muthoot Microfin helped me a lot when I was struggling, all the things I have struggled with in the past can now be dealt with here in my shop and I do not have to rely on others for anything." She is now earning around of ₹500 a day and has employed a neighbour in her unit.

Amudha is now a role model for her villagers, setting the example to them especially to women along with virtues of a good attitude and hardworking.

Provisional Financials

- Total profit (EBIT) for FY 2016-17 as of August 31, 2016 is at ₹156.81 crore.
- Total profit (EBIT) for the previous fiscal same period was ₹142.89 crore.
- The profit increased 10% in August, 2016 year on year.
- Operational Income for FY 2016-17 as of August 31 is at ₹198.45 crore.

News-Highlights

- Opened new branches in Faizabad (UP) Nagamangala, Bhatkal, Honnavar, Puttur (Karnataka), Andimadam and Sunguvarchatram (Tamil Nadu).
- MSGB Loans added 3672 customers in September
- MSGB Loans disbursed over ₹17.08 crore in September.
- IGL-Dairy added 1826 dairy farmers in September, disbursing ₹5.53 crore.
- Dairy Loan outstanding as on 30th September is ₹81.05 crore from 58468 Dairy Farmers.
- Training team conducted 180 internal training programmes in September.
- A total of 1524 employees were benefitted through the internal training programmes.

HARD-EARNED SUCCESS



Loan ID: TNKM@460

For 38-year-old Syedali Fathima who lives with her husband Nijar Ali and two children, life has always been a struggle until two years ago. The housewife turned small time business woman from Talavapuram in Tenkasi district of Tamil Nadu has now become a successful woman entrepreneur with her own shop selling bangles and other ladies items. Her business has now become very popular in the neighborhood as all the women in her village and nearby villages have become her customers. She earns about ₹500 a day after all the expenses.

However, barely a couple of years ago, the situation was entirely different. Syedali Fathima was forced to work as a coolie for her family's sake, as her husband, who is a daily labourer, often found it difficult to get work every other day. The inconsistency in income affected the family especially the children.

She and her husband then decided to do something different to earn for the family. Syedali Fathima dreamt of opening a small decorative bangle shop near her home. However, she needed money to start her business and set out for funding

opportunities. However, almost everyone she approached for a loan turned her away citing various excuses.

During this time, she learned about Muthoot Microfin through her friend and immediately enquired more about the company's services. She soon joined a joint liability group of the company and was granted the first cycle loan of ₹10,000. She spent all that money to purchase ladies' items and as a first step used to sell it through doorsteps. The business gradually grew and her daily income rose to ₹250 after expenses. She worked harder every day to keep her business growing. She was granted the 2nd cycle loan after a year which she utilized to arrange for a shop space near her home. She settled her business in the shop now and earns a profit of about ₹500 every day now.

A thankful Syedali Fathima says "Muthoot Microfin came to my life at the right juncture, I never knew taking a loan was so simple before and the professionalism shown by the company staffs deserves a special mention. It literally changed my life"

HUNDREDS LEARN SKILLS FROM KUNDAPURA TRAINING



Kundapura branch of Muthoot Microfin in Karnataka conducted Skill Training Workshop for rural women at branch premises on August 20, 2016.

Renowned trainer Mr Jeevan, who was the resource person at the program inaugurated the workshop. He along with other trainers Mrs Geetha and Mrs Harinakshi provided skill trainings to more than 150 women on making of various items like detergent soap/powder, oil, agarbathi, candles etc.



Making paint from waste items and making mats from packaged tetra packs were the highlights of the workshop. To address the unemployment issues faced by rural women, Muthoot Microfin has been conducting skill training workshops since it began operations in 2010. These programs provide skill training programs and financial literacy classes to hundreds of women across the country.





MUTHOOT FINCORP TARGETS 27% GROWTH IN GOLD LOAN



Muthoot Fincorp, the flagship company of Muthoot Pappachan Group, is eyeing 27% growth in its gold loan business in FY17. The NBFC attributes this growth to the rally in gold prices from the beginning of this year and exit of a number of players from the gold loan business following RBI regulations.

Along with the projected growth in the gold loan business, the company has been able to bring down the cost of fund as well by 60 basis points in the last six months and is aiming to bring it down by another 40 basis points in the coming months.

Mr Thomas George Muthoot, director, Muthoot Fincorp, said "Through a combination of WCDL and commercial paper we have been able to bring down the rate of interest by more than 60 basis points in the last six months. If the same trend continues, we will bring it down by another 40 basis points in the next two quarters. We pass on the benefits of lower cost of fund to our gold loan customers. We maintain the yield by reducing the cost of fund".



SKILL TRAINING WORKSHOP AT VADAKARA



As a part of the organisation's skill training initiatives, Vadakara branch in Kerala on 20th August, 2016 conducted a skill training workshop for women entrepreneurs on making handmade soap and washing powder.

40 women from in and around the branch locality attended the workshop held at branch premises. All the participants were provided with technical support apart from raw materials to

produce soap items at the program. The training also offered marketing tips to the participants.

Muthoot Microfin conducts skill workshops across its operating States targeting budding women entrepreneurs from rural sectors. The emphasis of these camps is on providing practical training to manufacture products on a commercially viable basis.