



## Accolades

# MUTHOOT MICROFIN CROSSES 1 MILLION CUSTOMERS

# 1 Million Customers



Muthoot Microfin, the microfinance arm of Muthoot Pappachan Group has crossed 1 million customers in October 2017. Meanwhile, the Asset Under Management of the company hit ₹2,348 crore as on September 30, with a growth rate of 104 percent compared to ₹1,150 crore in the corresponding period previous fiscal.

The company has also cumulatively raised funds to the tune of ₹5,000 crore over the last 2.5 years, through various measures

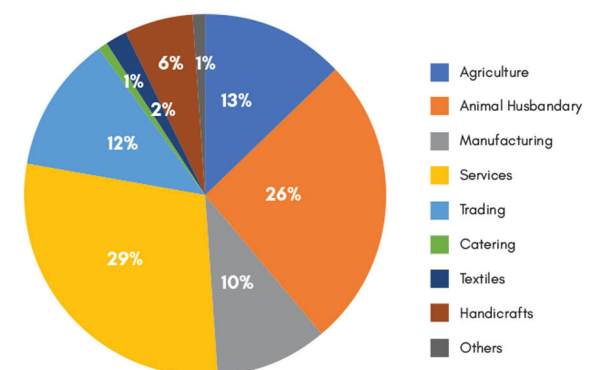
including NCD issues, term loans and securitisation of priority sector portfolio with various from public/private sector financial institutions.

According to MFIN data, MML is the fourth largest and one of the fastest growing NBFC-MFI in India. The company is planning to disburse microfinance loans worth ₹3,500 crore this Financial Year. The company also enjoys A- Stable long-term debt rating from CRISIL and India Ratings.



## Observatory

### Client Portfolio Distribution by Activity



### Facts and Figures

#### Group Lending

Districts	152
Branches	438
Centres	2,30,095
Active Members	11,77,447
Disbursement (Oct)	₹ 231.55 Cr
Total Disbursement	₹ 9868.50 Cr \$ 1506.53 mn

#### MSGB Loans

Current Portfolio	₹ 200.18 Cr
Total Disbursement	₹ 636.74

#### Personnel Strength

Field Staff	5395
Total Staff	5571





## Impact



## News

## MAKING A DREAM INTO REALITY



Loan ID: PYRM@137

Thirty-three-year-old Preeja Madhu has been associated with Muthoot for the last four years. Living at Elinjipra, Pariyaram with her husband and two children, she now owns a small fancy shop selling ladies items like bangles, earrings and cosmetics at Chalakudy in Thrissur district of Kerala.

A few years back, Preeja was an ordinary salesgirl at a fancy shop near her home. Her husband being a painter with seasonal income, the family often ran in to financial difficulty; and low earnings as a salesgirl forced Preeja to look elsewhere for a decent living.

Having gained ample experience over the years to manage operations in a fancy shop, she finally decided to start one of her own. However, Preeja desperately needed capital to start off her shop and approached many financiers. She somehow raised a little money and rented a shop, but had no further amount with her to buy stocks. It was at that time she learned about Muthoot Microfin and associated with the institution.

Being excited about the company's operations, Preeja immediately availed the first cycle loan of ₹15,000. With the amount, she filled her shop with all basic products. She worked hard for the next 1 year to stabilize her business. The weekly repayment facility suited her business and never burdened her with debt. Gradually, her income rose and became steady. Preeja's daily income reached around ₹500 during that time.

Preeja took her second and third cycles of loan since and expanded her business. Now, she earns around ₹1000 a day. Preeja is also supported by her family in the business. According to her, she now has a greater say in the decision-making process of the family. In her own words, "The financial support from Muthoot Microfin has helped me to live a life of dignity, respect and self-reliance." The institution played an important role in her life and she wishes to continue her association with Muthoot for her business expansion plans in future.

- Opened new branches in Hagari Bommanahalli (Karnataka) Balangir, Basudebpur, Anandapur (Odisha) and Ranchi (Jharkhand).
- MSGB Loans added 3663 customers in October.
- MSGB Loans disbursed over ₹17.29 crores in October.
- IGL-Dairy added 764 dairy farmers in October, disbursing ₹2.29 crore.
- Dairy Loan outstanding as on 31st October is ₹48.89 crore from 36,827 Dairy Farmers.
- Training team conducted 287 internal training programmes in October.
- Total of 2224 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.



## WINNING THE LIFE BATTLE



Loan ID: TVLR@1630

Thirty five year old Bharathi R, living at Kakkalur in Thiruvallur, Tamil Nadu is a typical example of hardworking rural women winning the life battle with the help of a little financial support. Bharati received microfinance loans from Muthoot Microfin nearly two years back. She wisely invested the amount into her small business – a shop near her home – selling vegetables and provisional items. In the two years since her first loan, Bharati continued to expand her business and built a comfortable life for her family.

However, her turnaround in life came after real struggles in the past. She began her small business venture nearly ten years ago after her husband's income – who is a daily wager – failed to help maintain a good living for her family. Despite initial resistance from the family, she opened the small provisional store in a rented shop near her house with some external financial support. However, the business remained dismal and she was in search for more investment to bulk up ample stocks at

the shop. All her attempts to raise money was shattered as financiers demanded collateral security to provide loan. Bharati got a lucky break then as one of her neighbours introduced her to Muthoot Microfin. She immediately availed her 1st cycle microfinance loan of ₹15,000 from Muthoot; and bought in diversified products in to the shop.

Gradually, her customer base and revenue started to increase. Her average daily profit reached ₹500 and she could fully repay her first cycle loan on time. With subsequent loans, Bharathi has transformed the small shop into a middle grade provisional shop. Her daily income from the shop now averages around ₹800. Today, she is a woman entrepreneur who keeps thinking on business lines and on the lookout to further enhance and expand her retail shop.

Bharati says "Muthoot Microfin helped me to win the life battle at a critical time. The association was a real turnaround for me and I hope to continue it in future too".



## EMPLOYEES DONATE 55 UNITS OF BLOOD AT NAGPUR & BHUBANESWAR

Muthoot Microfin's Nagpur & Bhubaneswar branches organized two separate employee blood donation camps on Oct 28th and Nov 11th, 2017 respectively. Above 55 units of blood was donated through these camps. Nagpur branch hosted the blood donation camp in association with Lifeline Blood Bank, Nagpur while Bhubaneswar branches associated with Aama Odisha Team and Khorda Blood Bank to organise the camp at Sailashree vihar in Bhubaneswar.



Employees from both the regions travelled extensively to donate blood. Both the camps provided blood groups related information to all the employees and issued donor certificates. Appreciating Muthoot Microfin for organising the employee blood donation camp, the doctors explained the benefits of donating blood regularly. They also urged institutions to educate their employees on the importance of blood donation as this would help spread the message far and wide. Muthoot Microfin organises blood donation programs to raise awareness on the need for regular blood donation to ensure availability of blood for patients in need.



## MUTHOOT CAPITAL SERVICES PROFIT UP 28.6% IN Q2



Riding on robust two-wheeler sales, higher geographical spread and various innovative strategies, Muthoot Capital Services reported a 28.66 percent rise in net profit to ₹10.37 crore in the second quarter of 2017-18 from ₹8.06 crore in the corresponding period last fiscal.

The total income in the quarter touched ₹94.86 crore against ₹70.08 crore in the year ago period. During the half year, the company recorded a net profit of ₹16.46 crore, a 31.26 percent increase over the ₹12.54 crore recorded in the corresponding period last fiscal.

Thomas George Muthoot, Managing Director, Muthoot Capital Services Ltd, said "The promising macro indicators and the overall improvement in the sentiments that triggered higher rural demand contributed to our excellent performance".

"The encouraging festival sales in our core markets was another factor for the steady growth that places us comfortably on the course to achieve the annual targets", he added.

The company disbursed two-wheeler loans worth ₹ 449.95 crore during the quarter compared with ₹ 273.30 crore in the same period of the previous fiscal. The total AUM (Asset under Management), reached ₹ 1748. 65 crore at the end of the quarter.

Considering the cumulative performance for the two quarters in the half-year ended September 30, 2017, the company achieved a total income of ₹ 174.61 crore, recording a growth of 29.88 percent from a year ago.

## MUTHOOT ECC 'B' TEAM PROMOTED TO B DIVISION



CS Sivakumar P, (standing top left) (COO, Muthoot Pappachan Centre Of Excellence in Sports) with victorious Muthoot ECC B team members

Muthoot Ernakulam Cricket Club (ECC) B Team has been promoted to Ernakulam District B Division Cricket League following an outstanding performance in the C Division Cricket League. The young brigade of Muthoot ECC B Team comprehensively won the C Division Cricket League comprising of 15 teams. The team, whose players' average age is just 16, won all its pool matches out rightly by beating some of the top contenders in the League and emerged as pool champions.

Two youngsters of Muthoot ECC, Arjun S and Aron Jude emerged as the highest run getter and wicket taker of the tournament respectively. Muthoot ECC has a vision of upbringing youngsters to the top bracket of cricket in national level.