

ACCOLADES

Muthoot Microfin retains Great Place To Work Certification



Muthoot Microfin has been certified as a Great Place to Work® again by the Great Place To Work® Institute. The recognition is awarded for maintaining a high-trust, high-performance culture in the organisation.

Following the Great Place to Work® certification initially in September 2018, the company was also recognised as one among the best Workplace in microfinance industry in 2019.

Commenting on this, Mr Sadaf Sayeed, CEO said, "The management is committed to create a suitable and highly productive environment for our employees. We know that if we treat our employees good, they will treat the customers better."

Great Place to Work® Institute's methodology is considered as the gold standard for defining great workplaces across the globe, and the certification is one of the most prestigious achievements for any organization.

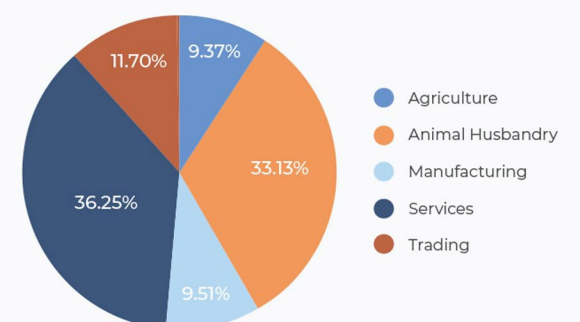
OBSERVATORY

Operational Highlights

Districts	264
Branches	750
Active Clients	18,05,499
Disbursement (Jan)	₹ 379.06 Cr.
Total Disbursement	₹ 16,146.97 Cr.
Field employees	6,565
Total Employees	6,830

Client per capita Income/month	Percentage
< = 1000	00.18 %
1000 – 1500	00.85 %
1501 – 2500	12.42 %
2501 – 3500	35.70 %
3501 – 5000	36.76 %
5000 Above	14.08 %

Client Portfolio Distribution by Activity



IMPACT

A life changing partnership



LOAN ID - 1106520201119944

Thirty-six-year-old Kajali Roy who lives in Falakata in Alipurduar district of West Bengal often recalls the tremendous hardships she endured before her association with Muthoot Microfin.

Three years ago, Kajali started a small stationary shop near her home. However, she didn't have enough money to purchase essential items in bulk quantities and as a result the business didn't do well.

Realising the need for development, Kajali approached local financiers for the capital but couldn't afford the exorbitant interest. At that time, a Muthoot Microfin relationship officer visited her business and offered her the opportunity she had been waiting for years. She was excited to know about the organisation's hassle-free loan procedures and immediately availed her first cycle loan of ₹ 30,000. She was also provided financial literacy training by the organisation.

She used the entire amount to purchase goods to her store. She began offering a wide range of essential commodities and her earnings gradually increased to many folds. She bought in fast moving commodities that ensured high turnover and before long she was able to provide adequately for her family's needs.

The training taught her about the importance of saving regularly, something

which allowed her to re-invest in her business. She is now a successful entrepreneur and hopes to continue growing her business and has plans for further expansion by opening another shop in the town.

Kajali's family is no longer relied on her husband's unstable income; Kajali herself can meet household expenses and school fees of children. She is grateful to Muthoot Microfin for giving the opportunity to develop her business which changed her life for good.

MUTHOOT MICROFIN

Taking the lead



LOAN ID - 1101300103002830

Until three years ago, Ramu Perumal, a 58-year-old housewife turned small entrepreneur from Thanjavur in Tamil Nadu never imagined herself as a revenue earner for the family.

Up to that point, the family relied solely on the income of her husband Perumal from his daily labour. However, the growing expenses including higher education of their children forced Ramu to find a way to contribute to the family's income.

Ramu gathered all her savings and opened a small thatched petty shop adjacent to her home. The sales remained murky due to lack of products. She was desperately looking to raise some fund to revive the shop when she first learned about Muthoot Microfin from a neighbour who was a member of nearby JLG.

The neighbour encouraged her to take a loan because she was convinced that it would help Ramu revive the business. After understanding the organisation's purpose and simple loan procedures, Ramu availed her first cycle loan of ₹ 50,000 and used the entire amount to fill the stacks of her store.

New inventories enabled her to increase the sales within weeks and her customer base rose rapidly. Within the next one year,

Ramu was able to start saving for her children's education and created an emergency fund. Her small shop has now become a consistent revenue source for the family.

Ramu says, "I'm happy that I availed Muthoot Microfin's services. I believe, without their support, my family's life wouldn't be the way it is today, and I will recommend Muthoot Microfin to all those who want to succeed in life".

UPDATES

Muthoot Microfin wins Technology Award at National Enterprise Tech Connect 2021



Muthoot Microfin has won the National Enterprise Tech Connect 2021 award for Best Use of Technology in the financial services category.

The Award recognises Muthoot Microfin's efforts in accelerating digital transformation to emerge stronger after the Covid-19 crisis and preparations for any such disruptions in the future.

National Enterprise Tech Connect is India's unique tech connect platform for the enterprise sector.

RBI to Harmonise Regulatory Framework in Microfinance



The Reserve Bank of India will come out with a consultative document harmonising the regulatory frameworks for various regulated lenders in the microfinance space in March 2021 - given the constantly evolving milieu in the financial sector.

Welcoming the proposed move by RBI, MFIN, the self-regulatory organisation for NBFC-MFIs, said this would help bring sustainable growth for the sector.

"This is indeed a welcome step for the sector. Considering the diversity of players in microfinance today, it is the need

of the hour and MFIN has been pro-actively working on this through its Code of Responsible Lending (CRL) and also requesting RBI on the need for asset class-based regulation. This is a very important move as it will augur well for the sector as a whole and further safeguard the interests of customers. MFIN looks forward to working closely with the RBI on this important initiative," Alok Misra, CEO & Director MFIN said in a statement.

As of now, the sector across various entities provides loans to six crore women, impacting 30 crore individuals in households. Despite this impressive coverage, there is still a huge unmet demand and such uniform regulation across entities will help in sustainable growth of microfinance in India, according to MFIN.

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