

### ACCOLADES

## CRISIL awards highest grading to Muthoot Microfin for fourth consecutive year



CRISIL has reaffirmed the highest M1C1 grading to Muthoot Microfin for the fourth consecutive year. CRISIL's Comprehensive Microfinance Grading 'M1C1' is the highest grading awarded to a microfinance institution in Capacity Assessment and Code of Conduct Assessment.

The grading signifies the highest capacity to manage operations in a sustainable manner while continue to perform well on Code of Conduct dimensions. The Code of Conduct Assessment evaluated the institution based on its adherence to various code of conducts enshrined by regulatory bodies.

Mr Sadaf Sayeed (CEO) said, "It is a matter of pride for us that this is the fourth consecutive year of highest grading by CRISIL. This is a proof that we are on right trajectory toward sustainability. We have made it possible through long-term thinking and prompt execution."

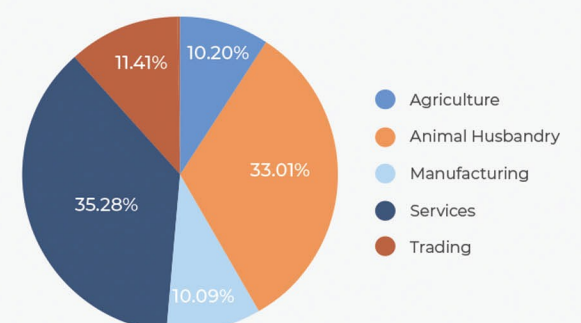
### OBSERVATORY

#### Operational Highlights

Districts	273
Branches	802
Active Clients	18,37,453
Disbursement (Sep)	₹ 413.07 Cr.
Total Disbursement	₹ 18,280.83 Cr.
Field employees	7,321
Total Employees	7,597

Client per capita Income/month	Percentage
< = 1000	00.15 %
1000 – 1500	00.72 %
1501 – 2500	10.66 %
2501 – 3500	30.26 %
3501 – 5000	35.43 %
5000 Above	22.78 %

#### Client Portfolio Distribution by Activity





## IMPACT

## Preserving family & tradition

For the past 15 years, 47-year-old housewife turned entrepreneur Shakunthala Venu from Thottappilly in Alappuzha district of Kerala earns her livelihood by manufacturing clay potteries and cement rings at her modest workshop.

In doing so, she also preserves the family tradition which gives her household its significance. Her husband taught her pottery making and later Shakunthala perfected the moulding technique and learned how to use a foot-powered moulding wheel.

She has been looking for capital to expand their family business into next level as she was well aware of the potential of this business. However, without anything to provide as collateral security to financiers, she was unable to find any financial support. At the time, she was introduced to Muthoot Microfin by a friend and learned about the institution's microfinance loans.

Shakunthala soon joined a JLG to avail her first cycle loan of ₹30,000 and utilised the entire amount to develop her business. She also employed 4 workers to help her in manufacturing cement rings. As expected, her business began to flourish and she started to receive big orders.

With the business acumen training and financial guidance provided by Muthoot Microfin, she managed her business efficiently. Meanwhile, she also expanded her product line. Her low cost but quality products gained demand and she began to earn around ₹ 1,000 as profit a day.

Shakunthala is currently training women from her community to work with her and has started saving from her profits for her family's future. She is now providing quality education for her children, something she never got to have herself.

She wants to expand her production by adding latest machineries and plans to enter markets in large towns which could fetch more profit. The business, once born out of necessity, has turned into a source of steady income and pride for Shakunthala. Her determination is an inspiration to many women in her village.



LOAN ID - 1101490101153270



## Determination leads to success



LOAN ID - 1100370101152416

Rachel Baby is a 46-year-old native of Puzhavathu near Changanassery in Kottayam district of Kerala. She makes colourful and elegant umbrellas and other decorator items used for temple/church festivals and ceremonies for a living. However, she doesn't have any lineage in making these hand-made umbrellas as she was forced to do the job after her nursing career came to a standstill due to some personal reasons.

Rachel was looking for a new job and was interested in artisan works. She already had acquired the talent and skills for making these colourful items but needed capital investment to get a start. All her efforts to secure a loan failed on her inability to produce collateral security demanded by the financiers. She was so desperate and had almost given up when she was introduced to Muthoot Microfin by a relative.

Rachel was impressed by Muthoot Microfin's hassle free loan procedures and availed her first cycle loan of ₹20,000 in quick time. She bought all the required materials to start her venture. Things began to gradually improve after she started working. With further loans and skill trainings Rachel now sells a range of items from umbrellas to facemasks. Her earnings began to increase as demand for her products steadily grew. The financial literacy training gave her insights about the importance of saving regularly, something which allowed her to re-invest in her business.

Rachel says, "Despite the Covid-19 pandemic, there is still a high demand for my products and my business remains profitable and successful". Since she started her business, her daily income has tripled to ₹ 2,000 now. She is now on her 4th loan cycle.

People in her locality now look at Rachel as an inspiration. She was forced to end her nursing career but didn't lose her hope and has been able to create a successful business which many others didn't thought was possible. She now hopes to continue growing her business and open a small gallery to display and sell her products with further Muthoot Microfin loans.



# Muthoot Microfin holds healthcare, relief programs across India

Extending its community outreach activities across India, Muthoot Microfin organised several health care and relief programs during September 2021. The objective of all these programs was to reach out to those people who need assistance during the pandemic and other natural calamities.

The organisation held two health care programs in Tamil Nadu at Sankar Nagar and Chennai. A total of 350 people benefitted from an eye care camp held at Sankar Nagar and a general healthcare camp at Chennai, which was held in partnership with Dr. Agarwal's Hospital Sankar Nagar and Greater Chennai Corporation.

Three programs were conducted in Maharashtra at Dhule, Nalgaon and Sangamner during the month. Medical teams from government hospitals led the vaccination drive in all the three places in which more than 250 villagers were vaccinated and nearly 200 people were registered in the Cowin portal.

A single day relief program at Sheopur was organised in Madhya Pradesh. Volunteers delivered grocery kits to several families hit by flash floods in the area. The team also gave away medical kits containing face masks and sanitisers in the wake of the Covid-19 pandemic.

Raipur was the venue for Organisation's Covid awareness campaign and Vaccine registration drive in Chhattisgarh. Seventy two villagers participated in the program held at Bhanpuri village.

In West Bengal, a relief program was organised for flood victims at Amta area in Howrah. Volunteers reached out to as many as 130 affected households and distributed grocery bags and personal hygiene items and cleaning materials.

In Bihar, a health care program was held at Katihar in association with MFIN and DFY (Doctors For You). 269 people were provided with general health care services and counselling on basic healthcare and hygiene to stay away from pandemic and seasonal ailments.



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