

LIVE

Muthoot Microfin posts 6-fold rise in net profit



Sadaf Sayeed (CEO)
Muthoot Microfin

After a couple of stressed financial years due to the pandemic, Muthoot Microfin has posted a remarkable increase of 6-fold rise in its net profit at ₹47.39 crore for the financial year ended March 2022.

In the period, the company also crossed significant milestones of 2 million active customers and ₹6,000 crore AUM. The company disbursed more than ₹4,600 crore to women entrepreneurs in the remote, rural outskirts of India during the financial year.

The Mahila Mitra customer App, which was developed by the company to promote digital repayments and online customer services crossed 8.5 lakh downloads. The company also secured \$50 million private equity investment from Greater Pacific Capital (GPC) during the period.

CEO of the company, Mr Sadaf Sayeed stated, "This has been a fantastic year for the company considering the setbacks this industry had in the last two financial years due to the pandemic. We are well positioned to continue the growth, especially in the wake of new RBI framework for microfinance lenders.

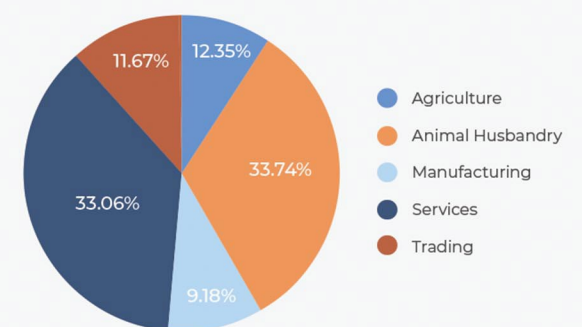
OBSERVATORY

Operational Highlights

Districts	283
Branches	911
Active Clients	20,60,407
Disbursement (Apr)	₹ 253 Cr.
Total Disbursement	₹ 21,833 Cr.
Field employees	7,955
Total Employees	8,251

Client per capita Income/month	Percentage
< = 1000	00.12 %
1000 – 1500	00.60 %
1501 – 2500	08.93 %
2501 – 3500	25.10 %
3501 – 5000	33.17 %
5000 Above	32.07 %

Client Portfolio Distribution by Activity



A Muthoot Pappachan Group Company

IMPACT

Finding the right partner

Twenty-Eight-years old Mahalakshmi from Thirukkolor in Tamil Nadu was a housewife before her association with Muthoot Microfin a couple of years ago. She has become a role model for her villagers now and exemplifies true woman power and resilience. From humble beginnings and everyday challenges, Mahalakshmi became stronger and stronger. The petty shop Mahalakshmi runs with Muthoot Microfin loans has turned her into a successful businesswoman in her own right.

However, her journey to success was not a cakewalk. She was forced to work as her husband's income was not enough for the growing family. Mahalakshmi opened a small rented petty shop in her neighbourhood with a little savings she had. However, the business remained dull due to her inability to stockpile latest materials in the shop. She was about to close down the shop when she was introduced to Muthoot Microfin by a friend.

She was thrilled to learn about Muthoot Microfin's collateral free loan procedures and joined a nearby JLG to avail first cycle loan of ₹20,000. Albeit a small amount, the money was more than enough to fill her racks with fast moving items and that gave her the courage and support she needed to work independently.

Gradually her shop gained business and her daily income climbed to ₹750. She is now on her second cycle loan and added a lot more fast moving products at the shop which received great response. Her financial situation improved tremendously enabling Mahalakshmi to look after her children very well and extend support for other family members including her husband.

Mahalakshmi is now a financially independent, empowered woman. At just 28 years of age, she is a successful entrepreneur and a happily married woman with 3 beautiful kids and a loving and supporting husband. Mahalakshmi says "I never knew that people like me can get loans this quickly and without any collateral; the guidance received from Muthoot apart from the loans was of great support. I need to expand my business with further Muthoot loans and will recommend the organisation to all my friends and relatives who wants to succeed in life".



Dreams & Determination

Janatabi Kadalagi, a 40-year-old housewife turned micro entrepreneur lives with her family of five in Sankeswar, Belagavi district of Karnataka. She runs a small tea shop on the busy outskirts of Sankeswar, supported by her husband Salim who works by her side. Though a thatch roofed small shop, it is famous for its delicious snacks and tea.



LOAN ID -1101680201148700

Janatabi has availed two cycles of loans from Muthoot Microfin to establish and expand her tea shop which now provides enough income and savings for the family. She has experienced a lot of ups and downs in her life. Earlier, she used to work as a housemaid with only a paltry income. She wanted to get rid of poverty and provide more for the family. Thus, she planned to open a small tea shop and approached many financiers for a loan but was denied for her inability to produce any collateral security.

Out of necessity, Janatabi somehow opened the tea shop from a small hut with whatever she had in hand. However, due to lack of proper investments, she was forced to shut down after a month. Meantime, she was approached by a Muthoot Microfin relationship officer as part of street survey. She was thrilled to know about Muthoot's collateral free loan procedures and joined a neighbourhood JLG to avail her first cycle loan of ₹30,000.

She bought all the necessary items including a gas stove to start afresh and within a week the shop was well received by customers. A few months later, Janatabi received customers all the way from Sankeswar and nearby areas as her tea shop was becoming popular.

Muthoot Microfin provided financial literacy training to her that helped Janatabi to keep a

record of her income, expense, and inventory. Janatabi now earns at least a profit of ₹750 a day which is substantial by the neighbourhood standards.

Janatabi is now on her second cycle loan of ₹45,000 and wants to expand the business by adding another shop in the neighbourhood. For her villagers, she is an example of how dreams and determination along with hard work can change the lives for ever.

Muthoot Pappachan Group conducts early diabetic detection camp for employees

Muthoot Pappachan Group in association with Zum Heilen Medivasz conducted free Comprehensive early diabetic detection camp for all employees at Muthoot Towers, Kochi, on May 5, 2022. Around 300 employees were given awareness about diabetes and screened for early detection of the condition. The symptoms of diabetes may not be obvious for a longer period; hence, early diagnosis of pre-diabetes is very important.



Muthoot Microfin Conducts blood donation drives in Maharashtra & Madhya Pradesh

Muthoot Microfin organized blood donation drives in Maharashtra and Madhya Pradesh on April 23, 2022. The Maharashtra drives were held at Sangli and Juna Gangapur Nakka in Nashik. The event at Sangli was organised in association with Acharya Shree Tulsi Blood Bank, Jaysingpur and the Juna Gangapur program was conducted in collaboration with Jankalyan blood bank, Nashik.

Bhopal Regional Office hosted the blood donation program in Madhya Pradesh. The program was held in association with Government Hamidia Hospital, Bhopal. As many as 150 people participated in all the venues. Awareness sessions on the importance of blood donation were held at all the venues.



Administrative Office

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