

FEATURED

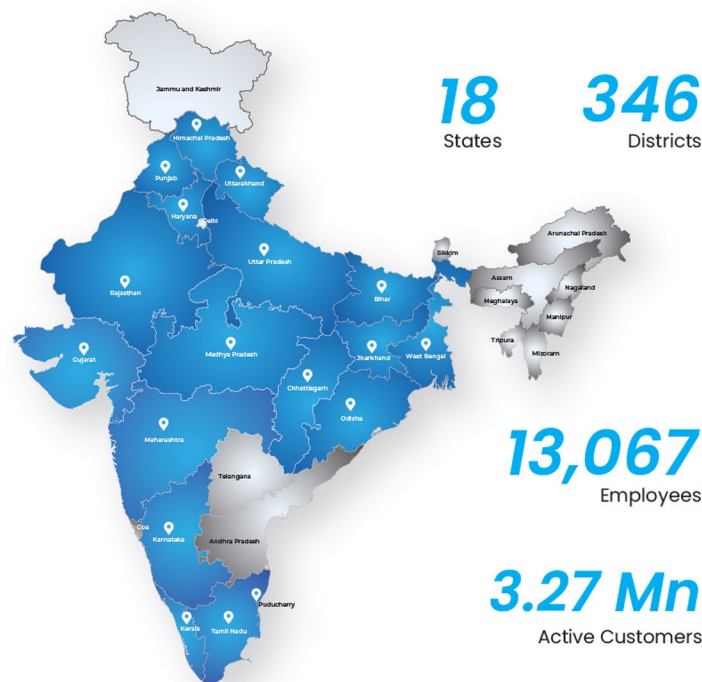
Muthoot Microfin reports robust performance in Q3-FY24



Muthoot Microfin Limited, the microfinance company of Muthoot Pappachan Group has recorded significant growth across all key metrics in the results released for the third quarter of the financial year 2024.

Commenting on the results, Mr. Thomas Muthoot (MD), stated, "We are delighted to announce yet another quarter of strong financial performance. The company's balance sheet has grown over 12% q-o-q and 49% y-o-y to ₹ 112,049.2 million, with active customers number growing by 27% y-o-y to 3.28 million as of December 31, 2023. Our focus on expanding operations, coupled with a robust risk management framework has enabled us to grow at a good and sustainable pace. As we look ahead, we are confident in our ability to sustain this momentum and contribute to the economic well-being of the communities we serve. With a commitment to serving customers in new geographies, the company is set to embark on a strategic expansion plan in the coming months."

Mr. Sadaf Sayeed, CEO of the company quoted, "Our dedication to providing innovative and tailored financial solutions with technological advancements have been instrumental in achieving these commendable results. Our assets under management have grown 5% q-o-q and 39% y-o-y to ₹ 114,581.37 million, with PAT soaring by 119% y-o-y to ₹ 1,245.7 million for the quarter ending December 2023. Our digital collection is growing steadily with 26.28 percent of overall collections, a 7 percent q-o-q and 5% y-o-y growth. The improved NPA figures (NNPA of 0.33%) underscore our commitment to maintaining a healthy loan portfolio. All the key indicators are showing tremendous growth and the macro-economic outlook of the country is favorable to the industry for us to sustain this growth rate."



Key Highlights of Q3 FY24

AUM (Cr)
₹11,458.14
YoY Growth **38.64%**

Active Customers (lakhs)
32.78
YoY Growth **26.67%**

Disbursements (Q3/Cr)
₹2,592.11
YoY Growth **19.43%**

Branch Network
1,424
YoY Growth **30.88%**

Growing Profitability

Total Income (Q3/Cr)
₹584.83
YoY Growth **52.61%**

Profit After Tax (Q3/Cr)
124.57
YoY Growth **119.06%**

RoA (Q3)
4.47%
YoY Growth **155 bps**

RoE (Q3)
25.97%
YoY Growth **957 bps**

Improved Portfolio Quality

GNPA
2.29%
YoY Decline **-120 bps**

NNPA
0.33%
YoY Decline **-64 bps**

Collection Efficiency (Q3)
98.44%
YoY Growth **153 bps**

Digital Collection (Q3)
26.28%
YoY Growth **129 bps**

Savouring Ambitions

Ramani Pushpan from Kunnamkulam in Thrissur district of Kerala started her association with Muthoot Microfin 3 years ago. Over these years, the 56-year-old has built her bakery business with a mix of grit, entrepreneurial spirit, and financial support from the organisation.

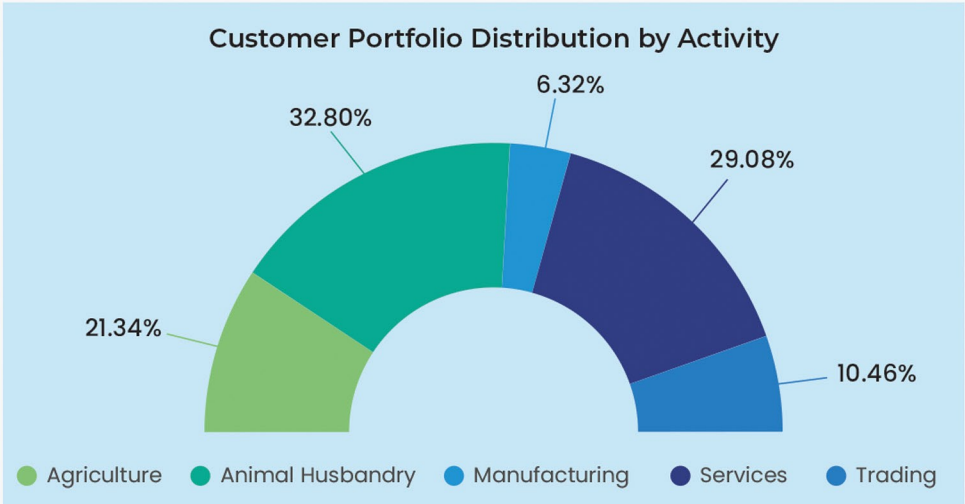
Ramani had financially struggled a lot in her entrepreneurial journey. Fifteen years ago, Ramani, along with her husband started a small business supplying homemade bakery items to shops near their home. However, the income from the business remained inadequate for needs of their family. The main reason was their inability to procure essential commodities in bulk quantities to make edible items that could generate more profit.

She was desperately looking for a loan without collateral security as she could not afford to provide any. Luckily, she was introduced to Muthoot Microfin by a friend and was impressed with its simple loan procedures. Ramani joined a

JLG and availed her first cycle loan of ₹40,000 and utilised the entire amount to bulk purchase raw materials and utensils. Ramani’s dedication, hard work and knowledge about the market enabled her to successfully develop the business within a short span of time. Products made by her include crispy snacks that is well known for its taste and quality. She received orders from bakeries nearby and employed a lady to increase daily production.

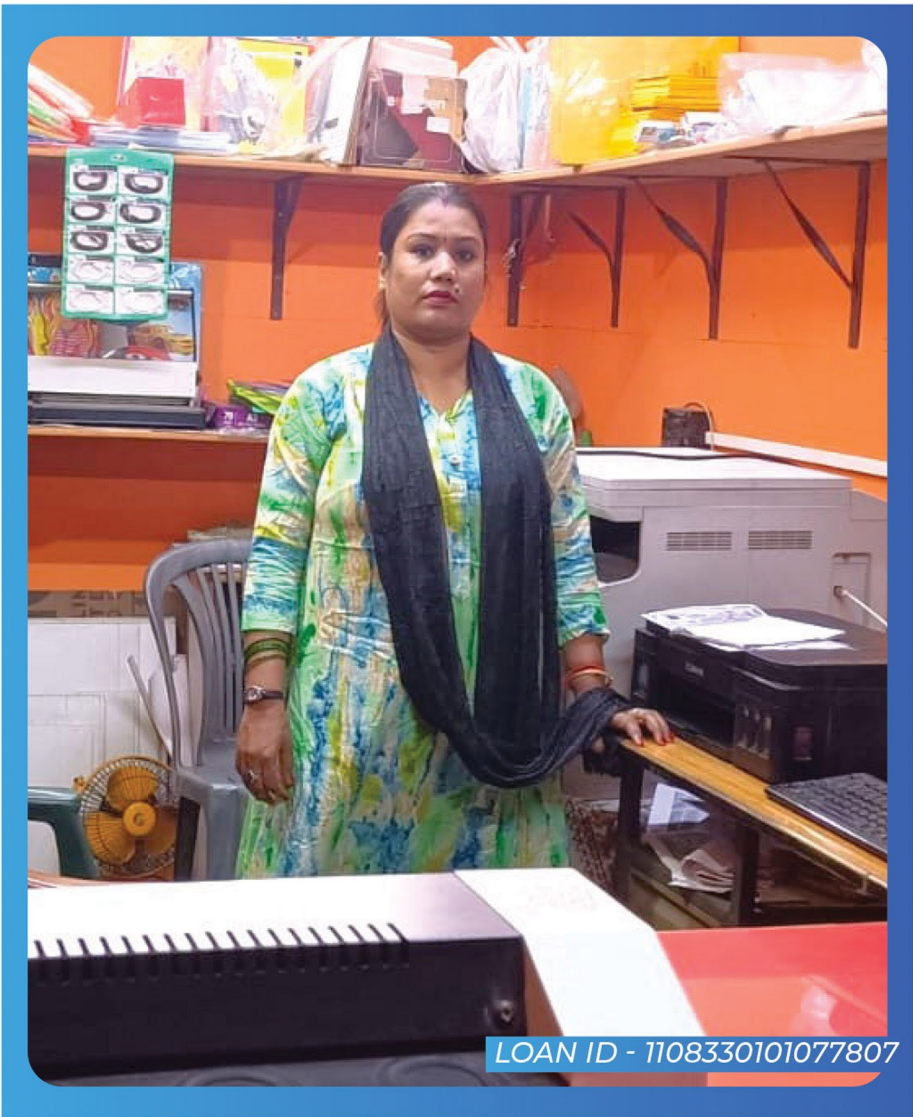
Ramani is now in her third cycle loan of ₹75,000 and expanded her product lines. Currently, she also makes biscuits and other baked goods. Her weekly profit now hits ₹7,000 and continues to grow. She is committed to her business and wants to continue her association with Muthoot Microfin and believes her business will become more successful over time.

Ramani takes pride in her entrepreneurship and is happy with the business growth. Today, she is a successful entrepreneur and manages all business affairs as an empowered businesswoman.



INSURANCE PRODUCTS		
	Active Policies	Claims Settled
Credit shield	70,02,736	₹291.76 Cr
Sampoorna Swasth Shield	10,61,350	₹15.55 Cr
Griha Suraksha Shield	19,69,452	₹5.81 Cr

Bridging Dreams



In the bustling town of Mohanpur, West Bengal, Soma Paul's story is one of determination, vision, and the transformative power of microfinance. At 42, driven by a dream and a struggling cyber cafe, Soma faced a typical obstacle – access to capital. It was Muthoot Microfin that bridged her small enterprise to a thriving future.

Soma was also faced with the challenge of limited access to mainstream financial services due to socio-economic barriers. She was provided with a collateral-free loan from Muthoot Microfin Limited. The organisation’s staff worked closely with Soma, understanding her needs and circumstances, and fostering trust through financial literacy programs and ongoing support. She could also gather adequate business knowledge and skills in areas such as marketing and financial management.




With the proper utilisation of timely first-cycle loan of ₹65,000, Soma's cyber cafe flourished. Printing and internet services along with digital solutions like laminations, provided new life into the business. Customers, drawn by the expanded offerings and Soma's warm service, welcomed this change. What was once a trickle of income, a meagre ₹200 a day, grew into a robust ₹500 a day.

Soma's story surpasses mere profit margins. Her cyber cafe empowers Mohanpur with accessible digital services. Students gather for research, entrepreneurs connect online, and local businesses find a voice in the digital world. Soma, fuelled by microfinance and propelled by her own unbeatable spirit, has knitted her cyber cafe into the very fabric of her community.

This is a story of bridging the digital divide, not just for Soma Paul, but for her community. From humble beginnings like these, they could weave networks of opportunity, transforming lives and landscapes. Microfinance empowers the digital future, ensuring that no entrepreneur's dream gets left in vain.

CRAR	NIM
29.57%	12.60%
Credit Rating: A+/Stable (CRISIL)	
MFI Grading: M1C1 (CRISIL)	

December 2023 Unaudited figures

	Households empowered with clean energy: 652,205
	Individuals Empowered: 2,813,606
	Emission reductions issued till date (in tons CO2e) 501,085

Source: MEC

ACCOLADES

Muthoot EXIM opens new GOLD POINT centres in Bengaluru, Ghaziabad, and Chennai.

Muthoot Exim, the precious metal vertical of the Muthoot Pappachan Group has opened three new GOLD POINT centres in Bengaluru, Ghaziabad and Chennai.

The Bengaluru branch was opened at Jalahalli and the Chennai branch, the second branch in the city, was opened at Ambattur. Ghaziabad branch is the 4th branch in Delhi NCR region.

With Gold Point centres across the country, Muthoot Exim revolutionises the Indian Gold recycling business segment by promoting transparent, scientific and a standardised ground level platform for end customers to sell their Gold.

Muthoot Exim specialises in innovative products and offerings in the precious metal space. Customers have access to quality products that meet the highest standards at an affordable price.



LIVE

Muthoot Football Academy gets AIFF 'Elite 3 Star Rating'

Muthoot Football Academy, an initiative of Muthoot Pappachan Group has been bestowed with the 'Elite 3 Star Rating' by All India Football Federation (AIFF). The recognition added yet another significant milestone in the academy's history and highlights its commitment to support young and talented footballers to reach their full potential.

Muthoot Football Academy is proficient in identifying raw talent and providing the necessary platform for young players to grow. A well-structured system ensures that they are nurtured in an environment conducive to their holistic development.

MFA, based at Kochi provides state-of-the-art infrastructure, world-class facilities, education, nutrition, hostel and top-notch training to budding footballers who are categorized under different age groups.



Get In Touch



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