



## INSIDE

M Accolades | M Observatory | M Impact | M Initiatives | M News



## Accolades

# MUTHOOT MICROFIN RECEIVES CLIENT PROTECTION CERTIFICATION



Muthoot Microfin, one of the fastest growing microfinance institution in India has been certified in Client Protection by the international agency 'Smart Campaign'. This is a recognition of the alignment of the institution's management systems, policies and processes with the Client Protection Principles.

This achievement demonstrates the strong commitment from management to promote growth and institutional development within a client protection framework.

Receiving this recognition, Mr Sadaf Sayeed (CEO) stated "this certification is a

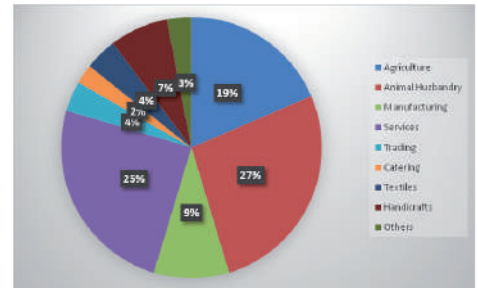
proof that we stick to the fundamentals of our business, which is being client centric. We are glad that an external agency will vouch for our high ethical standards in the treatment of clients and these finer aspects of business need to be recognised.

The Smart Campaign is a global effort to embed a set of client-protection principles into the fabric of the microfinance industry. This Certification is awarded to financial organizations that institutionalize the Smart Campaign's seven Client Protection Principles.



## Observatory

## Client Portfolio Distribution by Activity



## Facts and Figures

Group Lending	
Districts	144
Branches	415
Centres	1,92,478
Active Members	11,55,666
Disbursement (May)	₹ 229.36 Cr
Total Disbursement	₹ 8770.90 Cr
	\$ 1357.19mn

MSGB Loans	
Current Portfolio	₹ 187.88 Cr
Total Disbursement	₹ 552.09 Cr

Personnel Strength	
Field Staff	5104
Total Staff	5272





## Financials

Total profit (EBIT) for FY 2017-18 as of April 30, 2017 is at ₹18.55 crore.

Total profit (EBIT) for the previous fiscal same period was ₹30.49 crore.

Operational Income for FY 2017-18 as of April 30 is at ₹28.24 crore.

Operational Income for the previous fiscal same period was ₹37.24 crore.



## News-Highlights

Opened 6 new branches across Kerala, Tamil Nadu, and Karnataka in May.

MSGB Loans added 3,936 customers in May.

MSGB Loans disbursed over ₹18.62 crores in May.

IGL-Dairy added 1264 dairy farmers in May, disbursing ₹3.89 crores.

Dairy Loan outstanding as on 31st May is ₹56.99 crores from 42504 Dairy Farmers.

Training team conducted 232 internal training programmes in May.

A total of 1713 employees benefitted through the internal training programmes.



## Impacts

# MILKING HER WAY TO SUCCESS



Loan ID: PRUC@36

Sabina Biju from Padiyottuchal in Kannur district of Kerala started cow rearing with a single local breed 5 years ago. Today, she owns a small farm, with 5 high breed cows including HF (Holstein Friesian), known as world's highest-production dairy animal.

Sabina now supplies 50 litres of milk every day to the local cooperative society and to her neighbors. She is the only worker in her farm and does a lot of hard work from feeding, washing to cleaning the cow sheds.

However, her success with cow rearing didn't happen overnight. Five years ago, Sabina decided to start cow rearing. She unsuccessfully tried various ways to raise money to buy a cow until her neighbors, who were Muthoot Microfin clients informed her of the institution.

Within a week, she availed first cycle loan of ₹15,000 from Muthoot. She bought a local breed cow for that amount and started growing fodder in her land. Soon, she started milking the cow and supplying milk to the nearby society.

Stable earnings from one cow gave her the foothold to dream, with second cycle loan

from Muthoot, she set up a small farm and bought new breeds including HF. With HF cows, milk production climbed up 5 folds and Sabina's farm now produces 50 litres of milk a day.

Apart from milk production, using cow dung and organic wastes available, Sabina started preparing compost and has been selling it once in two months to nearby farmers for good profit.

With a little financial support and hard work, she has been able to increase her profits by a big margin. Sabina's daily profit now reaches ₹1000 from a meager ₹150 at the beginning. Today, Sabina's dream to work and earn independently has come true. She is now on her forth cycle loan with Muthoot.

Sabina learned the importance of financial planning and saving from the financial literacy sessions provided by the company. She now plans to buy more HF cows to her farm. Sabina attributes her success to Muthoot Microfin and says "Muthoot Microfin helped me at a crucial juncture and their support not only provided me a life line but also enabled me to think of improving my enterprise".







## MADE IT THROUGH GOAT FARMING



Loan ID: Kadu@83

Mallika Sasi, 47-year-old housewife turned small time entrepreneur, residing at Muttuchira in Kottayam district of Kerala has been doing goat rearing for the last 15 years for a living. However, it took her a long time and hard work to fulfill her dream starting a small multibreed goat farm.

She began goat farming to support her family who relied on her husband's paltry income from daily labour. With a little experience in goat rearing she faced many challenges in the beginning like high cost of production, animal mortality and low price of the produce.

She also couldn't afford to buy more breeds due to financial constraints. Mallika approached local financiers but was denied loans citing lack of collateral security. Although commercial goat production has been gaining momentum in her locality, she was unable to make any use of it due to limited production.

She was constantly looking for options to expand her farm and got a lucky break when she was introduced to Muthoot Microfin by a friend. She soon joined a group and availed first cycle loan of ₹20,000 and utilized the entire amount to buy new breeds.

Muthoot Microfin further provided her trainings on Animal husbandry, scientific farming techniques and effective marketing strategy to strengthen linkages with the other farmers for better prices.

After six months, Mallika's goat farm began to generate substantial increase in revenue. She receives latest scientific information on goat farming from the state Animal husbandry department. Presently, she has 10 goats in her farm and prepares pure breed animals mainly of Malabari breed for selling them as breeding stock to the farmers and entrepreneurs.

She also has other goat breeds which she sells on live body weight basis at the market rate. At present Mallika earns an average of ₹15,000 per month from the farm. She is being invited as a resource person on goat husbandry in different training programs organized by the Animal Husbandry department.

A thankful Mallika says "I had almost given up goat farming but Muthoot not only provided me financial support but good training and market linkage which transformed me completely, I would recommend Muthoot Microfin to any woman who wants to succeed in their life".



## RAIN WATER HARVESTING AT YAVATMAL, MAHARASHTRA



In the wake of extreme drought resulting in acute drinking and farming water shortages in Maharashtra; Yavatmal branch of Muthoot Microfin initiated 'Water Harvesting' at Vedsa village on May 13, 2017.

Through this initiative, Muthoot Microfin sought to create awareness about the importance of constructing rain water harvesting pits to save water during occasional rains in the summer.

Construction of two water harvesting pits at the village marked the beginning of the programme in which nearly 200 people, including farmers and village elders participated. Regional newspapers also covered the initiative by Muthoot Microfin.



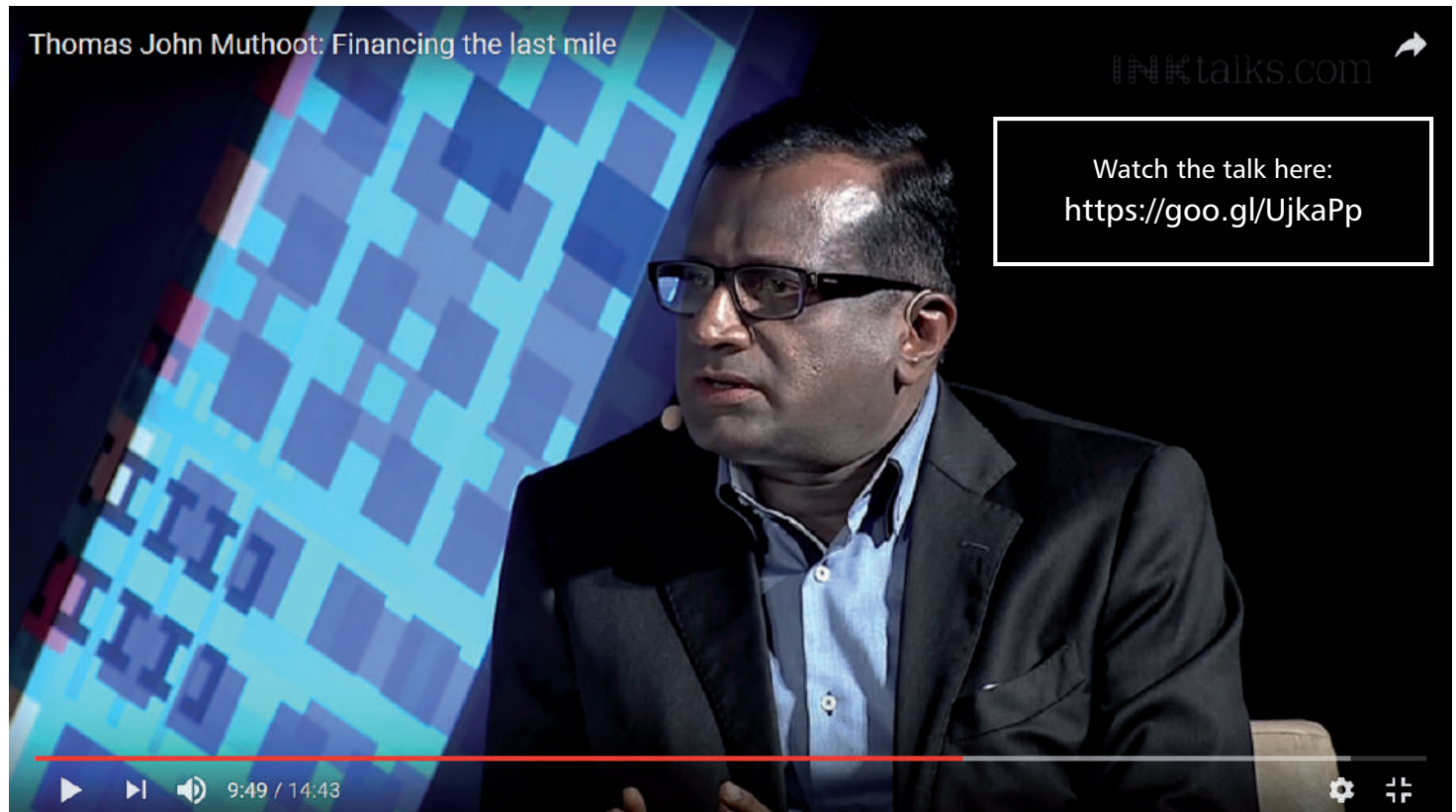


Live



Live

## FINANCING THE LAST MILE



In a revealing conversation at INK Talks, Mr Thomas John Muthoot, CMD – Muthoot Pappachan Group gives a rare glimpse into his company's financial holdings and talks about going the extra mile to provide financial and non-banking services to low income customers.



## RURAL WOMEN GIVEN SKILL TRAINING ON CAKE & PHENYL MAKING



As part of Muthoot Microfin's Skill Training programs, Nashik branch on 27th May 2017 organised a cake, pastry and phenyl making skill training camp for rural women in the region.

Under the expert guidance of local trainer Mr. Satish Kulkarni, nearly 70 women learned to prepare traditional cakes and pastries with fresh ingredients available in the season and to make good quality phenyl for household use. This skill training was designed for people who wish to learn new skills to increase their income.

