

OPERATIONS STRATEGIC MEET



The Operation Strategic Meet was conducted from 7th to 10th November'16 at Jim Corbet in Uttarakhand. The meet was graced by the presence of Senior Management from the Head Office in Bhubaneswar, Zonal Heads of the states of operation and operation staffs. The discussion was centred around three major areas - Business expansion, Staff Retention and Compliance. Different suggestions about spreading the outreach to the existing ten states were discussed during the meeting. The issues at field were discussed and ways to overcome such issues were further talked about in the meeting.

SMART CAMPAIGN - IFI SUMMIT 2016

AMPL gets Smart Campaign Certification for Client Protection. The certification is about financial institutions actively demonstrating their commitment to the people they serve and microfinance stakeholders working towards a more stable society. Chief Finance Officer, Mr. Satyajit Das received the honour from Smart Campaign at the Inclusive Finance India Summit on 5th December 2016 in New Delhi.



HIGHLIGHTS

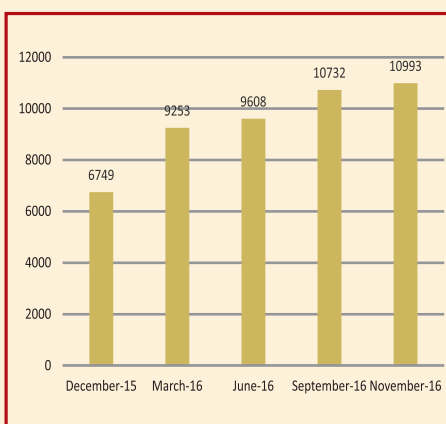
- Annapurna Microfinance raised 17 crores through External Commercial Borrowing route from Water.org
- AMPL's Facebook Page crossed 600 likes.
- Mr. Dibyajyoti Pattanaik, Director – AMPL, addressed the delegates in a panel discussion on "Financing Opportunities for a Swachh India", organized at Inclusive Finance India Summit on 5th & 6th Dec 2016 in New Delhi.
- Capacity Building trainings were organized on Phenyl making, Mushroom cultivation, Candle Making, Agarbatti making, washing powder making, etc. during the period of October & November benefiting 526 beneficiaries in the districts of Odisha.

FINANCIAL AND OPERATIONAL UPDATES (As on 30th November 2016)

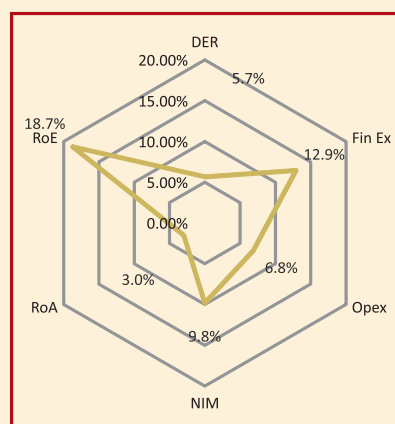
OPERATIONAL HIGHLIGHTS

| | Mar-16 | Jun-16 | Sep-16 | Nov-16 |
|-------------------------------|--------|--------|--------|--------|
| States | 10 | 10 | 10 | 10 |
| Branches | 176 | 194 | 232 | 234 |
| Members ('000) | 794 | 870 | 877 | 922 |
| Loan Disbursed (YTD) (INR Mn) | 10348 | 2071 | 5166 | 8164 |
| Gross Portfolio (INR Mn) | 9253 | 9608 | 10732 | 10993 |
| Total Assets (INR Mn) | 10218 | 10510 | 11910 | 11985 |
| Net worth (INR Mn) | 1197 | 1618 | 1714 | 1745 |
| Managed Portfolio (INR Mn) | 2066 | 1744 | 2347 | 1998 |

GROSS LOAN PORTFOLIO - GLP (in INR Mn)



KEY RATIOS



WWB INVESTMENT - INCOFIN PART EXITS

Annapurna Microfinance Pvt Ltd closed an interim round of INR 505Mn of equity raise. This round saw the entry of WWB CP which subscribed to a secondary tranche from existing investors Incofin Investments. Women's World Banking is the global non-profit devoted to giving more low-income women access to the financial tools and resources they require to build security and prosperity. This secondary round will help Annapurna which is in advanced stages of closing a USD 15 Mn Series E round of equity raise.

STORY OF BRAVERY AND ROUTE PLANNING – MANAGEMENT



Mr. Nilesch Dhakad, a Field Credit Officer from Harai branch, Madhya Pradesh, had an encounter with few assailants who tried to rob him on his way back from the recovery with the amount. He had shown commendable courage and presence of mind despite of being in a horrendous situation. His bravery and commitment towards the organisation was exemplary. In addition to this, the route planning on behalf of the team was worth praising as the branch manager, along with the other team mates could reach Mr. Dhakad in time.

Mr. Dibyajyoti Pattanaik – Director, AMPL, while applauding his bravery also reminded the staff about their safety being of paramount importance to the company, asking them to be alert in such situations and ensure their personal safety.

DAIRY DEVELOPMENT LOANS

Dairy Development Loan has a vision to promote rural entrepreneurship through dairy farming with an objective to deliver credit facility to existing



dairy farmers for purchasing Cross Breed/Jersey/Red Sindhi Cow. The loan is given to expand an existing small dairy enterprise. Clients not only get loans for purchasing cattle but also to construct a cattle shed. Dairy loan is given only to those clients who already have a minimum of one milching cow with a proper dairy farm infrastructure. As on December 2016 Dairy Loans of more than INR 60 Lakhs have been disbursed and staffs from about 23 branches have been provided with trainings related to the product.

SWASTH (Safe Water and Sanitation to Households)

Annapurna Microfinance is offering the SWASTH product at different locations of its operational states in India. SWASTH primarily facilitates the customer to avail loan based on their need. Capacity building, training and awareness activities are undertaken with Water.org and FINISH society; whereas



Oiko Credit (Maanaveeya) extended their loan support for the product. As on December'16, under SWASTH product Annapurna had provided water and sanitation facilities to more than 19000 Households.

MICRO-ENTERPRISE LOANS

MEL product was started to provide financial services for entrepreneurs and small business lacking access to banking and related services. MEL not only aspires for growth of micro business entities but also strives for making its clients bankable, as it is one of those products of AMPL which delivers the loan amount to the client's bank account (cashless disbursement). In December 2016, the total portfolio of MEL crossed INR 2 Crore.

SATURDAY LEARNING SESSION

Mr. Dibyajyoti Pattanaik, director of AMPL interacted with the employees at Head Office. During the interaction, he foretold the troughs and peaks observed at AMPL and the commitment on behalf of the employees at AMPL. He had an energetic discussion with the employees, who asked him various doubts about what is company being doing at the time of demonetization. It was indeed an informational session as the employees listened to the journey of Annapurna Microfinance from him.



Statistically, we remember more of what we see as compared to what we hear. Watching a video or a movie has more impact on us. With this in mind, Saturday session was conducted in which the employees were shown a movie on hard work, determination and sacrifice to reach one's goals in life, which has also won an Oscar in Best Supporting Actor category. After the movie, employees had a discussion on their learnings from the session, in which one of the employees summed it as, "Success comes to those who are determined to achieve something in their life. Without that zeal, perseverance and hard-work, success is always a distant dream, and this is an inherent formulae in any field one works in."

Often the long working hours at office leave us without much personal time. In such cases, we are left with the feelings of anxiety, stress and a bad mood that results in a bad day, hampering our work as well as personal life. Therefore, time management is the key to better working as well as personal life. "If we manage our time in hand, we also make way for creativity, successfully completing our tasks in hand, in time" said Ms. Bandita Behera, Manager – MIS, in another Saturday session

OTHER ACTIVITIES AT THE HEAD OFFICE

On the advent of Children's Day, observed on 14th November every year, Annapurna Microfinance's Director – Mr. Dibyajyoti Pattanaik, celebrated the day with the children of Ama Ghara – a People's Forum initiative, and a home to children of mentally ill and destitute women residents of Mission ASHRA, another initiative of People's Forum.



Mr. Dibyajyoti Pattanaik took the children out for lunch and interacted with them regarding their ambitions in life. Later, they were presented with gifts and sweets. It was an occasion for these children to celebrate the day by indulging in their favourite food and receiving goodies.

International Human Rights Day

December 10th is celebrated as "World Human Rights Day" commemorating "Universal Declaration of Human Rights" by United Nations in 1948. The day was celebrated at Mission Ashra, in which various artists exhibited their works on the similar theme. The event was graced by eminent personalities, like, Chairperson of Odisha State Human Rights Commission, Additional D.G., Collector and District Magistrate, Secretary – Odisha Human Rights Commission, Additional Superintendent of Police, Former Director of Capital Hospital – Odisha, Director – State Mental Health Authority, Managing Director of Centurion Globe, etc. The artists represented the truest essence of human rights in their paintings.



PICTURE GALLERY

