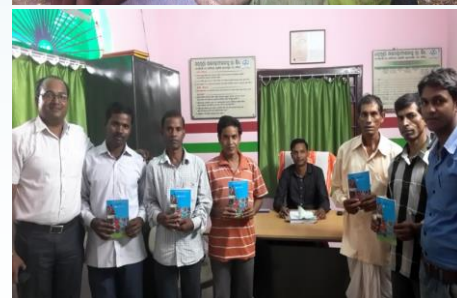


## ANNAPURNA LAUNCHES CROP LOAN FOR SMALL AND MARGINAL FARMERS

Annapurna started the Pilot of its Crop Loan in the month of July. The small and marginal farmers face difficulty in getting timely credit as per their needs. Because of this, they rely of local money lenders, to get immediate credit at higher interest rates. Also, the usual cash flow in farming is seasonal. Because of this, a farmer may not always be able to pay monthly instalments. To address this problem, Annapurna made this product which is highly flexible, and the farmer can borrow in variable loan sizes depending on his crop. The credit facility would be available to them at the beginning of the season without any delay. Also, the farmer will have a variety of flexible repayment schedules to choose from as per their needs. Options for bullet payments, balloon repayment, and flexible moratorium period are available. Apart from this, the Company is providing optional weather based crop insurance to farmers. The crop loan pilot is funded by Hivos and the product was designed with Technical assistance from Enclude. This is group loan for growing vegetables and other agricultural products. Annapurna has started providing the loans in JLG model to the farmers. The pilot has been started in Odisha, in the areas having higher cropping intensity, and double cropping.



FARMERS JLG RECEIVING CROP LOAN AT BRANCH OFFICE

### ANNAPURNA'S MFI GRADING UPGRADED TO ICRA M2+ (M TWO PLUS)

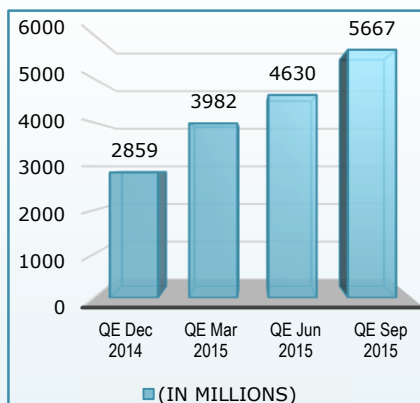
Annapurna takes the pleasure to announce that the MFI Grading of the Company has been upgraded by **ICRA** to **M2+** from M2, which is just one notch below the top grading score. It shows that Company is showing greater signs of sustainable business, through constant self-improvement in its operations and processes.

## FINANCIAL AND OPERATIONAL UPDATES

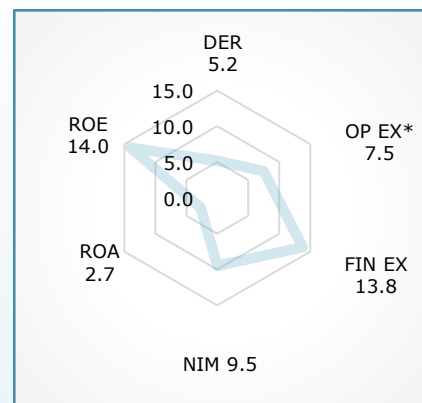
### OPERATIONAL HIGHLIGHTS

|                               | Mar-15 | June-15 | Sep-15 |
|-------------------------------|--------|---------|--------|
| States                        | 6      | 6       | 7      |
| Branches                      | 116    | 132     | 157    |
| Members ('000)                | 418    | 481     | 567    |
| Loan Disbursed (YTD) (INR Mn) | 4506   | 1533    | 2096   |
| Gross Portfolio (INR Mn)      | 3982   | 4630    | 5667   |
| Growth %                      | 134    | 16      | 22     |
| Total Assets (INR Mn)         | 4833   | 5320    | 6326   |
| Net worth (INR Mn)            | 877    | 901     | 977    |
| Managed Portfolio (INR Mn)    | 707    | 601     | 730    |

### GROSS PORTFOLIO



### KEY RATIOS



\*Opex is on a higher side because the company is in an expansion Phase. In FY 16 upto Q2, Annapurna has opened 41 new branches which has Increased the operational expense of the company. Employee benefit expense has also increased considerably from 520.25 lacs to 1339.24 Year on Year with hiring of new staffs.

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## LITERACY TRAININGS & HEALTH AWARENESS

Financial Literacy to fuel financial inclusion is of paramount importance for our nation's development. With the objective of empowering rural women, Annapurna has earmarked 15<sup>th</sup> of each month as Financial Literacy Training Day. In the month of May the training was organized in 30 branches across 5 states of operation (Odisha, Chhattisgarh, M.P, Maharashtra and Jharkhand). Approximately 1000 women SHG members participated in the training. The training was given to SHG women in order to provide a set of financial skills and knowledge which will allow them to make informed judgements about money or financial services that is suited for one's needs. Information regarding handling of money, savings, expenditure and debt management was also discussed with the participants. Role play was also done during the training program for better understanding of the concept of Financial Literacy. In order to test the understanding of participants on the topics discussed, quiz competition was organized by the organiser and winners were felicitated. In the feedback of the participants this initiative was appreciated by the members.



## MUSHROOM CULTIVATION TRAINING

Annapurna spearheaded training on Mushroom cultivation at Choudwar branch on 30<sup>th</sup> July, 2015 with assistance from Nigam Institute for Governing Activities of Mass. The main objective of the training was to provide self-employment opportunity for livelihood promotion to the existing SHG members.

The choice of the type of training to be conducted was given to the participants by the Branch Manager. Thirty two members voluntarily participated in the programme and were imparted theoretical and practical training on Mushroom cultivation. Post training, members acknowledged the viability of mushroom farming business through the programme and even appreciated the initiative made by Annapurna.



## REFRESHER TRAININGS

Refresher trainings were conducted in different operational zones of Annapurna, like Nayagarh, Sambalpur, Khurda, and Bhawanipatna in August, 2015 by the managers of all the departments of Annapurna. The objective of this training was to make the branch staffs aware about organization's new credit policy, audit rules and also about the upcoming products of Annapurna. The COO addressed the staff regarding adherence to the policies, portfolio quality and serving clients in rural areas. He also stressed upon regular training in the branches and keeping updated with the latest RBI regulations and best practices. The participants were Field Credit Officer (FCOs), Development Officers (DOs), Assistant Branch Managers (ABMs) and Branch Managers (BMs).



## WORLD HUMANITARIAN DAY

On 19<sup>th</sup> August, 2015 People's Forum observed the World Humanitarian Day. A rally was organized in which students from different schools and colleges had participated. Followed by the march procession, was an event organized at IDCOL Auditorium which was attended by a wide array of individuals including social activists, academicians, students and members from Junior Red Cross Society. Dr. Tulsi Munda a noted social activist, Mrs. Vaidehi Devi and Mr. Satyaranjan Nayak editor, Zee Kalinga had graced the event with their presence. Dr. Tulsi in her introductory speech said, this day is to celebrate our common humanity and honour the heroic aid workers. To cherish the day, a prize distribution ceremony was organized wherein students were rewarded with a memento and cash prize for their heroism.



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## MINISTER OF STATE, RT. HO. DESMOND SWAYNE VISITS ANNAPURNA

Minister of state for international development, Govt. of UK, **Rt. Ho. Desmond Swayne** visited the Balakati block in Odisha, to see the progress of the SHG's and to witness the impact on their lives as clients of Annapurna. They interacted with various groups, and understood how they have utilized the funds and credit facilities that have been provided to them. Also, they got to know how different skill development and other trainings have helped the women of the SHG's. The Minister interacted with the SHG members, and asked about their experience with Annapurna, the kind of support they received, and how it has benefited their livelihood and standard of living. SVCL invested in Annapurna through Samridhi Fund, supported by DFID.



## INDEPENDENCE DAY CELEBRATION

Annapurna staff celebrated the 69<sup>th</sup> Independence Day at Mission Ashra in the presence of the employees and inmates of the shelter home. The flag was unfurled by Mr. Gobinda Pattanaik, CMD, Annapurna Microfinance.

Followed by Flag hoisting was a poster making competition among the senior management, who showed their views about the current status of independence in the country. The winner of the competition was Mr. Hara Prasad Mishra, HR head of Annapurna. A tug of war competition was also held between different departments including MIS, Products, Accounts, Risk, Finance, Audit, along with the Ashra staff and residents. The team led by COO Mr. Sanjay Pattanaik won the competition. The whole event was well organized and coordinated by the HR team.



FLAG HOISTING BY MR. GOVINDA PATTNAIK, CMD AMPL



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