

ANNAPURNA RAISES CAPITAL FROM BAMBOO CAPITAL PARTNERS, OIKOCREDIT AND BIO

Annapurna successfully completed its most recent equity fundraising round. The round was led by **Bamboo Capital Partners**—the established global emerging markets private equity firm specializing in commercial growth investments into finance, healthcare and energy at the base of the economic pyramid. **Bamboo Capital Partners** injected fresh equity capital of **INR 324 million** into Annapurna. The funding round also saw existing investors – **BIO** and **Oikocredit**—inject additional capital into the Company of **INR 286 million (BIO- INR 143 million and Oikocredit- INR 143 million)**. Annapurna has experienced significant growth in its loan portfolio and operations over the last 3 years whilst maintaining excellent portfolio quality and the additional capital injected is to be used to finance further growth going forward.

ANNAPURNA'S ALL PARTNERS MEET

Annapurna very recently organized its annual Partners' Meet at the Mayfair Hotel in Bhubaneswar. There was a presence of more than 100 of the very senior professionals representing variety of institutions like Public & Pvt. Sector Banks, Insurance Companies, Consulting Firms, Venture Capitalists, Consulting Agencies and Networking Organisations. The Participants shared their individual experience of associating with Annapurna, appreciated the efforts put in forth by the company and also suggested to be wary of the fast changing environment and regulations.



Mr. S.S. BHATT'S VISIT TO ANNAPURNA



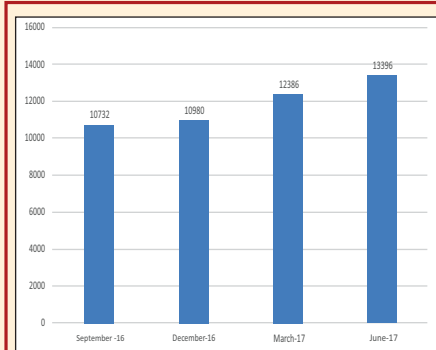
Mr. S S Bhatt, Jt. MD, Ananya Finance for Inclusive Growth Pvt. Ltd, visited Annapurna and addressed the young team at the head office. The team had a great time interacting with Mr Bhatt, who earlier had an illustrious and long career in the banking sector. He shared that it is important on the part of every entity to be prudent and follow responsible finance practices in order to be sustainable to serve the clients at the bottom of the pyramid. It was an honor to have a person of his stature to spend time with the young and talented team of Annapurna.

FINANCIAL AND OPERATIONAL UPDATES (As on 30th June 2017)

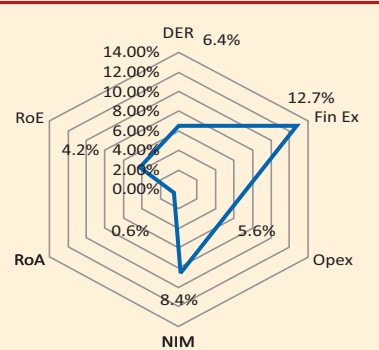
OPERATIONAL HIGHLIGHTS

	Sep-16	Dec-16	Mar-16	Jun-17
States	10	10	10	10
Branches	232	244	246	264
Members ('000)	877	947	1056	1161
Loan Disbursed (YTD) (INR Mn)	5192	7662	11473	3529
Gross Portfolio (INR Mn)	10732	10980	12386	13396
Total Assets (INR Mn)	11910	12464	15311	15761
Net worth (INR Mn)	1714	1790	1714	2056
Managed Portfolio (INR Mn)	2347	2099	2203	1881

GROSS LOAN PORTFOLIO - GLP (in INR Mn)



KEY RATIOS



INDUCTION PROGRAM FOR MANAGEMENT ASSOCIATES/TRAINEES

Induction program for new recruits at Annapurna Microfinance Pvt Ltd was held from 22nd to 27th May 2017 at hotel Presidency in Bhubaneswar, Odisha. There were 38 Management Associates who were recruited from quality B-schools like IIFM-Bhopal, IRM-Jaipur, EDII-Ahmedabad, VAMNICOM-Pune, Utkal & Ravenshaw University, among others. During this induction training, the new inductees were offered insights of the microfinance industry, different department-wise works and interactive discussion with the Senior Management on basically how they are all going to be the part of Annapurna family and about the growth of Annapurna over the years. They even got a chance to interact with prominent bankers and sector experts on different interesting topics during the week long program. Dr. S. N. Subba Rao happened to be around the town during the week and he couldn't turn down the request from the CMD to spend some time with the budding youngsters. The newcomers as well as other presented team-mates had a quality time listening to the noble thoughts and songs from the eminent Gandhian and social worker.



TRAINING PROGRAM BY FINANCIAL TECHNOLOGY FIRM ARTOO

As last updated about Annapurna's partnership with Artoo, on using their Intelligent Digital Loan Origination System – the team from Artoo visited Annapurna and explained the nitty-gritty of the software. Artoo's software was taken for the individual microenterprise loan (MEL) to reduce the amount of time taken to approve loans, besides it will enable field officers to make loan decisions at the customer's doorstep, that will again help in reducing turn-around time significantly. Team-mates from MEL, Credit Appraisal Dept. and branch staffs participated in the training program to understand the usage of the application which will run on tablets.



SOCIAL RATING EXERCISE BY MICROFINANZA



The Social Rating provides an opinion on the capacity of an MFI to put its mission into practice and achieve social goals. Currently investors seek for this particular rating to review social performance strengths and weaknesses of an MFI before taking any decision on lending or investing. Understanding the important nature of the exercise, Annapurna had earlier done this rating before, and this time Mr. Ben Wallingford from Microfinanza visited Annapurna and interacted with HO staffs and branch staffs as part of the rating exercise.

VISITORS OF THE MONTH

Ms. Devon Krainer - MEDA, Ms. Rachel K. Field from WWB and Ms. Lalitha Iyer, an individual consultant, visited Annapurna Microfinance head office to complete a survey under Gender Equality and Mainstreaming project. The main objective of this project is to increase women representation in Annapurna's workforce. For understanding the important issues affecting the retention of female clients and issues behind women staff attrition, they interacted with frontline female staffs and female staffs who resigned at that point of time. Also to realize Annapurna's initiatives taken towards improving female staff strength in the workforce, they discussed the same with the senior management and the human resource department. Additionally, they communicated with the new recruits to realize their expectations and reasons of choosing Annapurna for starting their career.



ACTIVITIES AT HEAD OFFICE

JAGRITI: A training program on Gender Mainstreaming and Sensitisation

To sensitise the women staffs on various issues, good habits, best practices and self defence, back-to-back training programs were organised at Puri as well as at Bhubaneswar in Odisha. External consultants having expertise on the above areas were invited to brainstorm the female employees. The team-mates even shared their positive feedbacks on the current facilities being available for them and suggested some areas that can be looked upon to make the company a comprehensive gender mainstreamed entity.



Saturday Knowledge Sharing Sessions

Saturday sessions are conducted to share knowledge, create an interactive discussion where every participant contribute in their own way to make it as interesting as possible. This is an in-house activity and the employees voluntarily take up different topics of their choice to enlighten the other participants in an hour-long discussion. The sessions like Network Security & Data Privacy, Personality Development, Storytelling in Cinema, GST Roll-out, Evolving Microfinance etc. have been undertaken in the last two months.



Session on Menstrual Hygiene

Understanding the importance and essence of the Menstrual Hygiene Day for the women, team Annapurna, as women centric organization thought it an opportunity to share some of the best hygiene practices from an expert of repute to its female staffs. The team invited Ms. Veena Panda, a Sr. Gynaecologist from AMRI Hospitals to interact with the female colleagues on this particular subject.

ACTIVITIES AT HEAD OFFICE

International Yoga Day

Understanding the important health benefits of Yoga, the staffs showed their keen interest while participating in an event to celebrate the 3rd International Yoga Day at its Head Office on June 21. The team invited a well known yoga practitioner who taught many steps (Asanas) to the enthusiastic participants and suggested to develop a habit of doing the same to keep the youngsters healthy and fit.



Rajo Festival

This is one of the largest celebrated and most loved festival in the state, lasts for three days in a row. The advent of the festival has the long tradition of welcoming the agricultural year in the state. Staffs at Annapurna usually celebrate the festival of such fervour with the residents of Mission ASHRA, so that the women at the shelter home feel the togetherness and a part of the celebration. This time the staffs played swings with them, distributed different home-style cakes and danced alongside them with selected Raja beats.



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