

TRANSFORMATION TO CASHLESS DISBURSEMENT IN FULL SWING

Accommodating as per the scenario and based on government's notification of demonetization on November 8, 2016, because of various challenges faced by clients in the form of liquidity crunch, Annapurna Microfinance decided to adopt an alternative mode of cash disbursement through online mode of transaction, i.e., cashless disbursement that started on 2nd March 2017 in Jagiroad branch of Assam. As on 31st March 2017 Annapurna has been able to disburse about INR 450 mn through cashless mode.

RECENT PARTNERSHIPS

With NHB (PMAY - Urban) :

Annapurna Microfinance (one of the Primary Lending Institutions) enters into a partnership with National Housing Bank (which is the Central Nodal Agency) for implementation of Pradhan Mantri Awas Yojana (Urban) - Credit Linked Subsidy Scheme (CLSS), under the Ministry of Housing and Urban Poverty Alleviation (MoHUPA), Government of India. The Program aims to provide Housing Finance to Economically Weaker Section and Lower Income Group segments of the society with an interest subsidy of 6%. To kick-start the initiative, an MoU was signed between the CNA & PLIs in an inaugural event organised at the India Habitat Centre, New Delhi on 22nd March 2017.



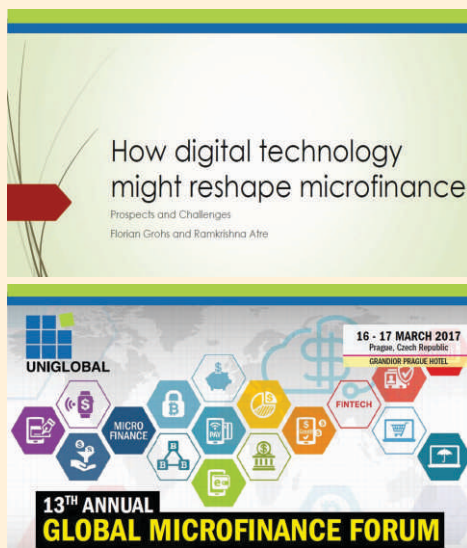
With Artoo :

Financial technology firm Artoo has partnered with Annapurna Microfinance, to help improve the efficiency of its loan processing by piloting the loan application process through tablets. AMPL will use Artoo's Intelligent Digital Loan Origination System, which would help to reduce the time taken to approve loans, minimizing human error at all levels and eliminating individual prejudice. Also, borrowers will know about their loan approval status on the field, which will further ensure trust and transparency amongst the field staff. Artoo's digital platform will be deployed in AMPL's five branches of Odisha, followed by Chhattisgarh and Madhya Pradesh in the later weeks and scale to 15 branches by July 2017.



GLOBAL PRESENCE

A Paper on "How Digital technology might reshape Microfinance: Prospects and Challenges" presented by Mr. Florian Grohs of Oiko Credit and one of Annapurna's Board of Directors, won appreciation at the 13th Annual Global Microfinance Forum organized on 16th and 17th March 2017 in Prague, Czech Republic. The Paper was co-authored by Mr. Ramkrishna Atre, Senior Manager - Product Development of AMPL.

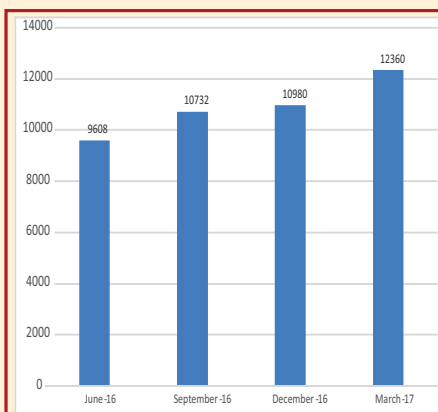


FINANCIAL AND OPERATIONAL UPDATES (As on 31st March 2017)

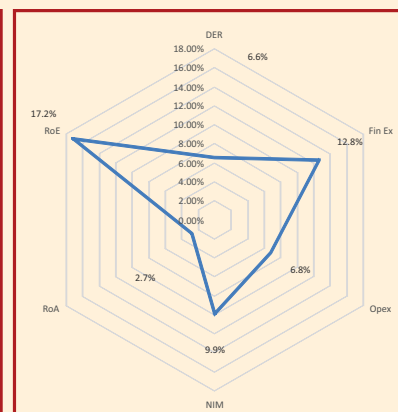
OPERATIONAL HIGHLIGHTS

OPERATIONAL HIGHLIGHTS	Jun-16	Sep-16	Dec-16	Mar-17
States	10	10	10	10
Branches	194	232	244	246
Members ('000)	870	877	947	1056
Loan Disbursed (YTD) (INR Mn)	2071	5192	7662	11399
Gross Portfolio (INR Mn)	9608	10732	10980	12360
Total Assets (INR Mn)	10510	11910	12464	15368
Net worth (INR Mn)	1618	1714	1790	1823
Managed Portfolio (INR Mn)	1744	2347	2099	2172

GROSS LOAN PORTFOLIO - GLP (in INR Mn)



KEY RATIOS



SIGNIFICANT ACTIVITIES

FLT Programs in Different States

Organising Financial Literacy Training (FLT) Programs are organized by different branches of AMPL in the operational 10 states. The staffs of the branch conduct these program by inviting the SHG members at one place. The women members then given orientation on the benefits of being a part of an SHG and it is important to regularize the savings habit in the group. The staffs also let them learn how to maintain their Cashbook, encourage them to do internal lending in the group and develop a culture of regular as well as on-time repayment of the loan. The groups are given technical inputs on the respective member's or group's economic activities, besides the staffs aware them about keep on investing on some sort of additional business activities so that they can contribute for the household expenditures. In between January-May 2017, as many as 100 such training programs have been conducted in different states, and about 2000 SHG members were oriented in those programs.



Ratlam - Madhya Pradesh



Baran - Rajasthan

Holi celebrations at Mission ASHRA

The festivals of national importance are celebrated by the staffs of AMPL with the residents of Mission ASHRA. Holi, the festival many colors is one among those festivals that brings joy and blissfulness in the hearts of all the members of Annapurna family, who visit the shelter place for mentally ill and destitute women, to celebrate the day. This time the entire area was decorated with colorful clothes and flowers, organic colors were brought to keep it safe for all the participants. All the members of ASHRA and the staffs welcomed each other with a handful of colors on their faces, and all of them had delicious foods as well as sweets while making the day a memorable and joyous one.



PRODUCT HIGHLIGHTS

Safe Water And Sanitation To Household

SWASTH loans disbursed to over 20000 Households. Besides, awareness camps were organized to benefit over 5000 Households.

Micro Enterprise Loan

Over 3 crore Micro Enterprise Loans have been provided to 406 clients. Loans against property (collateral) varying from INR 300000 to INR 1000000 are also available.

Dairy Development

Loans worth INR 8100000 disbursed to 192 clients. Also, ration balancing program has been started under Dairy development loan of Annapurna Microfinance by using INAPH software of National Dairy Development Board, so as to assist our client towards the ration of their animal in order to increase the milk production and income from dairy business.

ACTIVITIES AT HEAD OFFICE

Republic Day Celebrations

Republic Day honors the date on which the Constitution of India came into force on 26 January 1950. Staffs of Annapurna celebrated the Republic Day while keeping the spirit of patriotism high and remembering the great deeds by the freedom-fighters and Baba Saheb Dr. B. R. Ambedkar who Chaired the Drafting Committee of the Constitution. Annapurna observes the Days/Festivals of National Importance by inviting its employees to spend some time with the residents of Mission ASHRA. All the participants had a fun filled day where they participated in Musical Chair, Quizotica and later in the day a friendly Cricket Match was played among them.



OUR GUESTS OF THE MONTH

Ms. Christina Juhasz - Chief Investment Officer of Women's World Banking Asset Management visited Balipatna branch and interacted with a Self Help Group practicing Floriculture as an income generating activity.



Mr. Freek Kortekaas - Investment Officer Asia of Tridos Investment Management visited Balugaon branch wherein he interacted with the Self Help Group and discussed on their respective savings as well as about the impact of demonetization on them.



Ms. Mary Ellen Iskenderian, President and CEO of WWB visited Head Office. Her visit included a branch visit to Balipatna where she interacted with the Branch's staff and the customers. On her second day at HO, she met different department heads and had several meetings with different departments as well as with female employees.



SATURDAY LEARNING SESSIONS

Saturday sessions are taken by the employees at AMPL for the other employees. The objective of these sessions is to share knowledge with others on subjects of the presenter's forte. The sessions organized varied from self-learning and growth by our Director - Mr. Dibyajyoti Pattanaik, to sessions such as; Artist within you, Poetry, How to Learn things, and on other informative topics, such as; Understanding Annapurna's Financials, Introduction to Private Equity and Venture Capital, on making a presentation, Gender Mainstreaming, Government schemes on insurance and investment for common man followed by a Quiz on General Knowledge. Each session had contributed in overall learning of participants and has given them the opportunity to learn about topics other than the ones relating to working sphere.



REMEMBERING OUR DEAR FRIENDS

Bereaved families of Late Mr. Pramod Ch. Das who worked as an Account Executive at Head Office in Odisha and Mr. Vikas Batham who worked as an FCO at Harda Branch of AMPL's operations in Madhya Pradesh were handed INR 10 Lakh each as an insurance settlement by our Managing Director, Mr. Gobinda Chandra Pattanaik, in order to cope up with their loss.



CMD'S SOJOURN TO OPERATIONAL STATES

Annapurna's CMD, Mr. Gobinda Chandra Pattanaik set out for a 12-day long journey to different state operations. He traveled through the states of Rajasthan, Madhya Pradesh, Maharashtra, Chhattisgarh, Jharkhand, Bihar and the North-Eastern state of Assam. The major agenda of his visit was to reward the commendable efforts of the teammates, boost employee morale, re-orient the staffs at the regional offices and branches about the vision of Annapurna, adapting cashless mode of disbursement, maintaining quality portfolio, on gender mainstreaming by employing more female employees, effective crisis management and on developing better relationship with our clients. Besides, he also had rounds of meeting with Zonal Managers and Area Managers of the respective states to discuss the present situation as well as future strategies to achieve the target. During his visit, the CMD felicitated 7 top-performing employees as the "Rising Stars" from the above mentioned operational states. They were recognized for their Branch management and motivational skills.



financing livelihood



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