

## EQUITY INFUSION FROM OIKOCREDIT

Annapurna has recently received a capital infusion of INR 35 crore from Oikocredit, a Netherland based cooperative and one of the largest funders to the microfinance sector.

Oikocredit has been a long standing partner of Annapurna and has been a pillar of strength during the challenging times. It is believed that this well timed growth capital infusion would not only help Annapurna to strengthen its presence in the existing operational states but also enable it to explore new untapped markets in the under-served states of India.

## ANNUAL ALL PARTNERS MEET

As an annual practice to share the experience and growth, Annapurna Microfinance Pvt Ltd organized an All Partners Meet on 24th June'16 at the Mayfair Hotel, Bhubaneswar, Odisha. The annual meet of Annapurna was graced by the presence of senior delegates from various banks and financial institutions, insurance, Audit and other Technical Agencies. The meeting commenced with an overview on AMPL's performance during the year, followed by an interactive discussion between the senior delegates who shared their insights about Annapurna's growth and their association with the company over the years.

## HIGHLIGHTS

- Team size of Annapurna has increased to 1961.
- Mr. Murli M. Natrajan, MD & CEO of DCB Bank paid a visit to Annapurna's Head Office, where he addressed the staff of the company and shared how DCB values its relationship with Annapurna.
- Annapurna crossed 8 Lakh clients with its operations in 194 branches, covering 10 states.



## FINANCIAL AND OPERATIONAL UPDATES

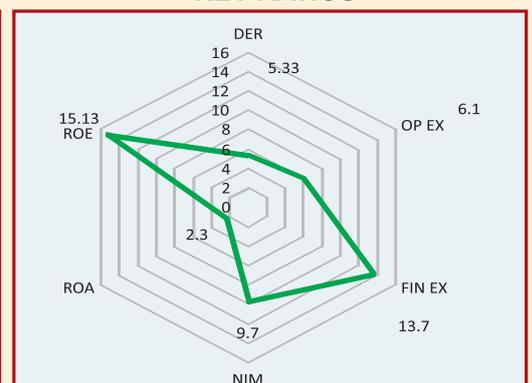
### OPERATIONAL HIGHLIGHTS

	Dec-15	Mar-15	Jun-16
States	7	10	10
Branches	168	176	194
Members ('000)	657	794	870
Loan Disbursed (YTD) (INR Mn)	5982	9942	2046
Gross Portfolio (INR Mn)	6749	9247	9595
Total Assets (INR Mn)	7537	10037	10507
Net worth (INR Mn)	1049	1167	1600
Managed Portfolio (INR Mn)	1330	1362	1731

### GROSS PORTFOLIO GLP (in Mn)



### KEY RATIOS



## ANNAPURNA BEST PERFORMERS' MEET



Annapurna Best performers meet was held at Hotel Chariot in Puri, Odisha, on 16th and 17th June'16. The meet was to boost the morale of the company's best performers by encouraging them through various cultural and other programs organized for them. The meeting commenced with the experience sharing by the employees and by having the operational review by company's COO, followed by the cultural programme in the evening. The two day meet also had various sports, such as; tug of war, sprint, kabaddi, etc. at the beach. Group discussions were organised at the venue on numerous topics, such as business ideas, growth management, emerging crisis & disaster management, grievance redressal mechanism, training & skill management, scopes of operations & business management at field level.



Besides discussions on how to improve department wise process, vigilance to minimize the cost, and control were also organised during the two days program. Different groups gave their presentations in the meet that was concluded with prize distribution ceremony followed by another cultural evening.



Best performers meet was an initiative of top management at Annapurna to appreciate, reward and retain the performance level by providing them an opportunity to learn from each other.

## INDUCTION PROGRAM FOR MANAGEMENT ASSOCIATES

Induction program for new recruits at Annapurna Microfinance Pvt Ltd was held from 16th to 22nd May'16 at hotel Presidency in Bhubaneswar, Odisha. There were 33 Management Associates who were recruited from top B-schools like XIMB, XISS, XIMJ, EDII among others. During this induction training, the management associates were offered insights from the prominent personalities of the finance industry. The recruits were addressed by Mr. Gobind Chandra Pattanaik, Managing Director of the company; Mr. Dibyajyoti Pattanaik, Director; Mr. Sanjay Pattanaik, COO; Mr. Satyajit Das, CFO; and individual department heads, where they introduced them with the organization's work culture and concerns pertaining



to the microfinance industry. Amongst the speakers were the senior delegates from SIDBI, SBI, DCB, Canara Bank, etc.

The one week induction prepared these new recruits to enter into the microfinance sector armed with abundant knowledge, ethics and encouragement.

## PRATIMA'S STRIDE TO SUCCESS

Pratima Sahoo is a 35 year old entrepreneur who lives in Naupara village of Khurda district of Odisha, with her spouse and three children. She has been involved in handloom enterprise for the past two years. Pratima's family was taken aback when a natural calamity made them go through a financial crunch by affecting their primary source of income.

Unable to recuperate, her family faced exploitation at the hands of a money lender when they had to mortgage their assets to survive the crisis. The unfortunate events, however, came to an end with Annapurna Microfinance's intervention. Annapurna provided her with a loan of INR 15000 in a group and with the seed investment she purchased a handloom machine and gradually paid off her debts.

Through her persistent efforts she started generating profits as high as threefold her working capital. This

helped her in providing financial assistance to her husband by helping him purchase agricultural inputs and also have an improved standard of living.

Annapurna not only helped in providing her means to financial stability, but also in empowering her. Today, Pratima feels confident about her life and is fulfilling her dream of providing quality education to her children. AMPL has acted as a catalyst in her success story, as she rightly quotes; "AMPL has not only helped me financially; but also in realizing my true potential."





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