



From the Chairman's Desk



## Success and Leadership

At Muthoot Group, it is our aim to see, be and express the real self that we are – complete, fulfilled and abundant. Well, this makes us strive even harder towards the steeper targets that we set for ourselves. We question our own growth and not that of others.

As the nation's largest Gold Loan Company, Muthoot Finance has registered an impressive growth in all business metrics in the financial year 2011-12. The total income went up by 96% and the net profit registered a growth of 80%. Assets valued at ₹ 24673 crore reported a robust growth of 55%. In line with the good performance, the Board of Directors of the Company has recommended, a maiden dividend of 40% for the fiscal ended March 2012 subject to the shareholders approval.

As our branch network expanded to 3678 and the team growing by 52% in size, we have added 13 lakh new gold loan accounts in the year.

With restrictions being imposed by The Reserve Bank of India in March 2012 on the maximum loan that can be given against the value of the jewels pledged, we have substantially redefined the operating environment of the Company. Concrete steps are being taken to sustain growth and profitability in the changing business environment and in strict compliance with the RBI directives.

Moving beyond the objective of profit, we have redefined the social purpose of the Company. Having done this, we have attempted at bringing about a convergence of values, perspectives and the interests of social aspects of the business environment. As part of the ensuing corporate social responsibility drive, Muthoot Finance has recently been conferred the Golden Peacock International Award in the financial services sector. We have taken a conscious decision to commit ourselves to social upliftment as a part of our policy. God Almighty was kind to us in showering His blessings 30, 60 and 100 fold on us. So we are thankful to God, our staff members and our valued customers.

I strongly believe that courage is a state of mind and we at The Muthoot Group would like to move ahead with mettle to win, always. For this I desire each one to come up as a lion-hearted individual, willing to go the extra mile.

**Chairman**

**M.G. George Muthoot**



Centenary Celebration – Valedictory Function held at Kozhencherry on 20th April 2012 presided by H.H Valiya Bava. Mr. M.G. George Muthoot, Chairman, Mr. George Alexander Muthoot, Manging Director, Mr. George Thomas Muthoot, Jt. Managing Director, Mr. George Jacob Muthoot, Jt. Managing Director, The Muthoot Group & Dr. Georgie Kurien, Executive Director, Muthoot Health care Division attended the function.

## IPL 2012



Mr. M.G. George Muthoot, Chairman, The Muthoot Group presented Man of the Match Award to Mr. Sourav Ganguly for Delhi Daredevils V/s. Pune Warriors match held on 21st April 2012 at Feroz Shah Kotla, Delhi.



Mr. George M George, Executive Director, The Muthoot Group presented Man of the Match Award to Mr. Jacques Kallis for Delhi Daredevils V/s. Kolkata Knight Riders match held on 7th May 2012 at Feroz Shah Kotla, Delhi.



Muthoot M George Foundation donated ₹ 1 lakh for "KANIVE 95" a project of Shanthi Medical Information Centre, Thrissur for Kidney Patients. Mr. P.P. Radhakrishnan, Regional Manager, Thrissur handed over the cheque.



Mr. Alexander M George, Director, The Muthoot Group presented Man of the Match Award to Mr. Virender Sehwag for Delhi Daredevils V/s. Mumbai Indians match held on 27th April 2012 at Feroz Shah Kotla, Delhi.



Muthoot M George Foundation donated ₹ 25,000/- to Prathyasha Kendram, Idukki a registered society working under Kerala State AIDS Control Society. Mr. Joy Varghese, Panchayath President, Vazhathoppu, Mr. Varghese V, Regional Manager, Idukki, Mrs. Prebha Thankachan, Standing Committee Chairperson, Grama Panchayathu, Mr. Tomy Kochukudy, Member, Gramapanchayathu, Mr. Jalaludheen Social reformer, Cheruthony, Mr. Scariah Chacko, Regional Manager, KSCARD Bank were present at this function.



As a CSR initiative of Muthoot Group in association with Lions Club Cochin Pride, a Drinking Water Project was started at Kumbalangi Govt. UP School, Ernakulam. Mr. Dominic Presentation, MLA inaugurated the Project.



Channarayapatna Branch under Mysore Region paid MMGF Marriage Assistance to Smt. Manjula for the Marriage of her daughter.

## Muthoot Securities Ltd. conducted Investor Awareness Programs at



Rajahmundry.



Mannarkkad.

## Muthoot Partners with Axis Bank for Muthoot Shopping /Utility Prepaid Card

Muthoot Vehicle and Asset Finance Ltd. (MVFL), the Vehicle Financing Division of Muthoot Group, has signed an agreement with Axis Bank for launching Muthoot Shopping/Utility Prepaid Cards. This prepaid card can be used at all merchant outlets on Axis Bank POS (Point of Sale)/EDC machines.

This comprehensive program targeting the common man is a secure, efficient and cost-effective payment system. This prepaid card will be available at all Muthoot Branches and can be reloaded from any of them for a maximum amount of ₹ 10,000 at any given time. Initially the card will be introduced in Kerala and later on in the other states also.



Mr. George Alexander Muthoot, Managing Director, The Muthoot Group handing over the agreement to Mr. Jacob Ninan, Circle head, Axis bank in the presence of Mr. K.R. Bijimon, Chief General Manager, Muthoot Group, Mr. Gerald K John, GM-MVFL, Mr. Sreekesh, Deputy Vice President Axis Bank.



Muthoot Vehicle & Asset Finance Ltd. conducted Free Medical Camp at Desam (Alwaye) jointly with the Desam Senior Citizens Forum & Little Flower Hospital, Angamaly on 24th April 2012.



Navajyothi MOMS Charitable Society honoured Mr. M.G. George Muthoot Chairman, The Muthoot Group at a function held at Navajyothi MOMS Society. Navajyothi MOMS Society Director Daniel Varghese was present on the occasion.



The launching ceremony of Delhi Daredevils coin was done by Mr. M.G. George Muthoot, Chairman, The Muthoot Group, by handing over the elephant tuskers memento with the gold coin embedded in it to Mr. Virender Sehwag, in a colourful function held at ITC Maurya on 31.03.2012 in the presence of Mr. Alexander M. George, Director, The Muthoot Group and Mr. P.E. Mathai, CEO, Muthoot Precious Metals Corporation.



Muthoot Group Executive Director, Mr. K.P. Padmakumar presented a Bajaj Pulsar Bike to Dr. Samuel John who won the prize in the lucky draw held for the customers who bought coins during March, 2012. Mr. M.K. George, Sr. Regional Manager, Muthoot Finance Ltd., Mr. George M Jacob, Director, The Muthoot Group, Mr. Sasi Kumar, General Manager, Amrita TV, Mr. George Jacob Muthoot Joint Managing Director, The Muthoot Group, Mr. George Alexander Muthoot, Managing Director, The Muthoot Group and Mr. P.E. Mathai, Chief Executive Officer, Muthoot Precious Metals Corporation were present in the function.



Muthoot Precious Metals Corporation (MPMC) handed over one of the first prizes of the Lucky draw conducted for the customers, who purchased coins in the month of March 2012 to Ms. Usharani from Tuticorin. The first prize of Hyundai Eon car was awarded to Ms. Usharani by Mr. George Jacob Muthoot Joint Managing Director, The Muthoot Group in the presence of Mr. P.E. Mathai CEO MPMC, Mr. C.S. Rajendran, Ex. Director of Tamilnadu Mercantile Bank, Mr. T.M. Mathew AGM Kollam, Mr. Noble Jose J., Regional Manager in a colorful function held at Tuticorin Raj Hotel.



Inauguration of the 50th years logo of St. George School, New Delhi was held on 03.04.2012. Logo was inaugurated by the Principal Dr. Mrs. Sara George Muthoot in the presence of the Vice President of the School, Mrs. Mihika Mathew Alexander.



St. George's School, New Delhi has received the prestigious "Green School's Programme Award" instituted by the CSE (Centre for Science and Environment) on 28.03.2012. Principal Dr. Mrs. Sara George Muthoot and other distinguished persons were present in the occasion.



Dr. Rajan Gurukkal, Vice Chancellor, M.G. University inaugurated the Certificate distribution of the 3rd batch students of Muthoot College of Allied Health Science & Management Studies. Mr. George Jacob Muthoot, Jt. Managing Director, The Muthoot Group, Prof. N.S. Ramesh Moorthy, Director, Manipal University, Mr. M.G. George Muthoot, Chairman, The Muthoot Group, Mr. George Alexander Muthoot, Managing Director, The Muthoot Group, Dr. Georgie Kurien, Executive Director, Mrs. Valsa Kurien Muthoot, Director, Dr. Samuel Joseph, Medical Superintendent, Dr. K.T. Philip and Mr. Sreekanth G, Muthoot Health Care Division were present on this occasion.



Mr. Babu George, District Panchayath President inaugurates the renovated Neuro Surgical ICU of Muthoot Medical Centre, Kozhencherry. Dr. Georgi Kurian, Executive Director, Muthoot Health Care Division, Dr. Samuel Joseph, Medical Superintendent, MMC Kozhencherry, Mr. Kurian Madakkal, Ms. Stella Thomas, Fr. Aby, Ms. Saramma Sajjan, Fr. Joseph Madathileth were present on this occasion.



As a part of World Health Day, Muthoot Medical Centre in association with Mathrubhumi Aarogya Masika, conducted health seminar and free medical camp at Kozhencherry. The camp was inaugurated by Kozhencherry Grama Panchayath Member Smt. Annie Joseph. Mathrubhumi Circulation Manager, Mr. Nandakumar Sarma, Muthoot Medical Centre Medical Superintendent Dr. Samuel Joseph were present on this occasion.



Muthoot Health Care Division organized Medical Camp and First Aid awareness Seminar for Police Officers. Mr. K.K. Balachandran IPS, Superintendent of Police, Pathanamthitta inaugurated the camp. Smt. Valsa Kurien Muthoot, Director, Dr. Samuel Joseph, Superintendent, were present at this function.



The "Manual of Instructions" of Muthoot Finance Ltd revised as on 31.03.2012 has released by Mr. M.G. George Muthoot, Chairman in the presence of Mr. George Alexander Muthoot, Managing Director and Mr. K.P. Padmakumar, Executive Director of Muthoot Group.



Muthoot Group Managing Director Mr. George Alexander Muthoot Flag off "Back to School Road show" organised by Muthoot Finance in association with Express Money. Muthoot Group Asst. General Manager Mr. Babu John Malayil, Director Mr. George M Jacob, Chief General Manager Mr. K.R. Bijimon, Chief Marketing Officer Mr. Cherian Peter and Money Transfer Division Head Mr. Jose Allesh were present on this occasion.



Muthoot Finance Directors announcing the Annual results for the year 2011-2012. Left to Right Mr. K.P. Padmakumar, Executive Director, Justice K. John Mathew, Director, Mr. George Thomas Muthoot, Jt. Managing Director, Mr. George Alexander Muthoot, Managing Director, Mr. M.G. George Muthoot, Chairman, Mr. George Jacob Muthoot, Jt. Managing Director, Mr. George Joseph, Director.

### Business result 2011-2012

- a) Retail Loan Assets under Management ₹ 24673 crores (YoY increase of 55%)
- b) Profit after tax ₹ 892 crores (YoY increase of 80%)
- c) Earnings per share ₹ 24.29 (YoY increase of 54%)
- d) Income from Operations ₹ 4549 crores (YoY increase of 96%)

### Branch Opening



Ponnuruni branch under Ernakulam Region.

### Staff Meeting



Vashi Region.



Delhi Main region.



Chandigarh Region.



Ennore Branch under Chennai North Region.



Jaipur Region.



Delhi Central Region.



Director Mr. Alexander George presenting Trophy to the Top Performers during the Delhi Central Region Staff Meeting.



Kudlu Branch under Bangalore South Region.



Muthoot Systems & Technologies (Emsyne) had set up a software development unit in the prestigious Infopark Special Economic Zone (SEZ) at Kochi. In addition to its Core Banking Solution (CBS) software development, the facility houses the Remote Management of our Bangalore Datacenter (DC), Standby DC and

Networking Operations Center (NOC). The 7500 sq.ft. state-of-the-art Emsyne facility was inaugurated in January 2012 by Muthoot Group Managing Director Mr. George Alexander Muthoot in the presence of Executive Director Mr. K.P. Padmakumar, Director Mr. George M Alexander, Chief General Manager Mr. K.R. Bijimon and General Manager – IT Mr. K N C Nair.



Muthoot Group Managing Director Mr. George Alexander Muthoot participated in The India Business Conference 2012 at Columbia University.



Muthoot Finance Ltd has been selected as the winner of the 'Golden Peacock Award for Corporate Social Responsibility' for the year 2012 by the awards Jury under the Chairmanship of Justice P.N. Bhagwati, former Chief Justice of India. Mr. M.G. George Muthoot, Chairman, The Muthoot Group received the award from H.E. Mr. Juma Al Majid, Chairman of Dubai Economic Council & Founder Chairman of Juma Al Majid Group at a glittering function held at Hotel Inter Continental Dubai Festival City, Dubai (UAE). Lt. Gen J.S. Ahluwalia, PVSM (retd), President, Institute of Directors, Mr. Saleh Janeeh, Chairman - Dubai Quality Group and Mr. Alexander M George, Director, The Muthoot Group were present at this function.

- Financial Services • Hospitality • Real Estate
- Education • Healthcare • IT • Media • Forex
- Money Transfer • Wealth Management
- Precious Metals • Power Generation
- Travel Services • Securities Trading
- Commodities & Currency Trading
- Plantations • Vehicle & Assets Finance Ltd.



**Muthoot Group**

## INTEREST RATES OF GOLD BONDS

Fixed Income Gold Bond (w.e.f: 12.12.2011)

Monthly Interest Scheme		
Period	General	Special Category*
12 months & 1 day	11.50%	12.00%
400 days	12.00%	12.50%
18 months	12.50%	13.00%
24 months	12.50%	13.00%
30 months	12.50%	13.00%
36 months	12.50%	13.00%
60 months	11.50%	12.00%

Annual Interest Scheme		
Period	General	Special Category*
12 months & 1 day	12.00%	12.50%
400 days	12.50%	13.00%
18 months	13.00%	13.50%
24 months	13.00%	13.50%
30 months	13.00%	13.50%
36 months	13.00%	13.50%
60 months	12.00%	12.50%

Multiplier Bond (w.e.f: 12.12.2011)

Period	General		Special Category*	
	Maturity value	Effective Yield (p.a.)	Maturity value	Effective Yield (p.a.)
36 months	1447	14.90	1468	15.60
60 months	1762	15.24	1806	16.12

\* Interest rate for Special Category is applicable to (a) Senior Citizens, (b) State / Central Government Pensioners, (c) Ex- Servicemen and their widows, (d) Central / State Award Winners and (e) Single investment of Rs.25 lakhs and above.

Muthoot Doubling Bond Plus (w.e.f: 12.12.2011)\*

Period	Maturity value of ₹ 1000	Effective Yield (p.a.)
66 months	2080	19.63%

\*Minimum investment ₹ 25,000/-

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