

FOR PRIVATE CIRCULATION ONLY

# MUTHOOT

## NEWS



**A QUARTERLY UPDATE ON THE LATEST HAPPENINGS AT THE MUTHOOT GROUP**

**Chairman's Message**



### UNLEASH 'LIMITLESS POWER'. CONSTANTLY MOVE AHEAD IN LIFE.

It is important for each one of us to believe that our 'lives' should become 'lights' for others. Let us therefore pledge to always be winners and work towards an exultation of achievement. With inexhaustible faith in the Almighty, let us pray to be able to fulfill our missions as strong individuals with the power to bring joy and harmony around us. I urge you to be fearless, move ahead in life and be 'the positive change' that can help bring about a change.

It is my privilege to share with you, select achievements of Muthoot Finance as well as The Muthoot Group in the last one year.

The consolidated Gross Loan Assets of Muthoot Finance achieved a YoY increase of 12% at Rs. 32,154 crore as against Rs. 28,660 crore in the last year. There has been a remarkable 46% increase in net profit at Rs. 1720 crore for this year as against Rs. 1180 crore in the previous year.

Muthoot Homefin, the wholly owned subsidiary of the Group too has witnessed tremendous growth. The Company increased its loan portfolio by Rs. 1024 crore at Rs. 1465 crore during the year. It achieved a net profit of Rs.28 crore in FY18 as against previous year profit of Rs.3 crore.

Belstar Investment and Finance, a subsidiary company of Muthoot Finance, is an RBI registered micro finance NBFC. It grew its loan portfolio during FY18 by 97% touching Rs. 1137 crore. It achieved a profit after tax of Rs. 34 crore during FY18 as against previous year profit after tax of Rs.10 crore.

Muthoot Insurance Brokers, an IRDA registered Direct Broker in insurance products, generated a first year premium collection amounting to Rs. 101 crore during FY18 as against Rs. 70 crore in the previous year. It generated a Profit after Tax of Rs.11 crore during FY18 as against Rs. 6 crore in the previous year. The Group's Sri Lankan subsidiary, Asia Asset Finance PLC. (AAF) increased its loan portfolio during the year by 15% at LKR 995 crore. Total revenue for FY18 stood at LKR 256 crore as against previous year total revenue of LKR 213 crore. It generated a profit after tax of LKR 20 crore during FY18 as against previous year profit after tax of LKR 28 crore.

Other verticals like Personal Loan, Business Loan etc. have also started. Apart from these, our various other divisions of The Muthoot Group are also doing commendable performance!

In line with our corporate social initiatives, Muthoot Finance donated an Omni Van to Dr. Zachariah Mar Theophilos Memorial Palliative Care Unit, Thadagam, Coimbatore, that seeks to provide complete free home service to bedridden and chronically ill patients in and around Thadagam, a remote area in Coimbatore. The aim is to cover 20 villages around Christu Sishya Ashram with several programs for the uplift of the poor in these villages including the tribal colonies.

It has now been three years in a row that Muthoot Finance has been ranked as the Most Trusted Financial Services Brand by The Brand Trust Report, India Study, which is conducted by TRA (formerly Trust Research Advisory). This recognition is an acknowledgement of our business excellence and the continuous trust that our customers have shown in us since our inception.

It was in July, 2017 that we had launched the Muthoot Skill India Project in association with Centum Foundation, to impart free of cost employability linked skill development training to the underprivileged youth in Haryana. Up to March 2018, we have provided training for 360 people across 5 different trades. 75% of these individuals were placed with suitable jobs.

With our association with WWF-India, we have contributed towards elephant conservation with a special focus on reducing the Human-Elephant Conflict (HEC) and protecting elephant habitats.

A campaign 'Rally for Rivers' was launched by us in association with Isha Foundation towards creation of awareness on protecting rivers.

Earlier, our Group also joined hands with Magic Bus Foundation to implement a child centric project titled "Muthoot Haathi Mera Saathi", aimed at the holistic development of children, especially the girl child.

Through our healthcare outreach programme in South India – "Muthoot Snehasraya", the Group provided fully equipped Mobile Labs to conduct free of cost check-ups for the purpose of prevention and early detection of renal diseases, diabetes and hypertension.

Apart from this, a lot of other CSR initiatives are also taken in various areas like prevention of Cancer, Kidney diseases awareness programs in various states, Education Assistance, Medical Assistance, Emergency needs Assistance etc.

I would like to conclude with my belief in the fact that as leaders we need to work harder than anyone else and keep striving to develop ourselves.

Thank you!

**M.G. George Muthoot**  
Chairman



**"Muthoot Group focuses on lending to the micro and small enterprises, paving the way for the financial inclusion of all. Our business and our CSR activities empower the weaker section of the society and facilitate their economic development."**

**George Alexander Muthoot**  
Managing Director

# CSR/ISR ACTIVITIES

## MUTHOOT VIVAHA SAMMANAM 2018

Muthoot M. George Foundation, the CSR arm of Muthoot Finance has provided financial assistance of Rs. 2 lakhs each to 10 girls selected from the districts of Trivandrum & Kollam. Muthoot Vivaha Sammanam project 2018 was inaugurated by H.H. AswathiThirunalGowri Lakshmi BayiThampuratti (Kowdiar Palace) in the presence of Smt. Rakhi Ravi Kumar, Deputy Mayor, Trivandrum Corporation, Sri. George Jacob Muthoot, Joint Managing Director, Sri. George Thomas Muthoot, Jt. Managing Director, The Muthoot Group, Dr. George Onakkoor, Novelist, Sri. George M Jacob, Executive Director, Muthoot Finance Ltd.



## DONATION OF OMNI VAN

As part of CSR initiative, Muthoot Finance Ltd donated an Omni van to Dr. Zachariah Mar Theophilos Memorial Palliative Care Unit, Thadagam, Coimbatore. The main aim of Dr. Zacharia Mar theophilos Memorial Palliative care unit is to provide complete free home service to bedridden and chronically ill patients in and around Thadagam, which is a remote area in Coimbatore. This unit provides a platform for doctors, paramedical staffs and any person with a taste of charity to come and serve for the poor. They aim to cover 20 villages around Christu Sishya Ashram and are planning to do many program for the upliftment of poor people in these villages including the tribal colonies.



Mr. Babu John Malayil, DGM Corporate Communications handed over the key of the Vehicle to H.H Ghee Varghese Mar Coorilose, Bishop of Mumbai at a function held at Christu Sishya Ashram, Thadagam. Senior officials from Muthoot Finance Ltd. & Christu Sishya Ashram were present on this occasion.

## MUTHOOT SNEHASAMMANAM 2018

Muthoot Snehasammanam an initiative of Muthoot M George Foundation, The CSR division of The Muthoot group, for the purpose of honoring artists, writers and their widows by providing financial assistance.

The first edition of Snehasammanam programme was launched in January 2015, 14 beneficiaries were then honored. In 2016 and 2017, 14 artists were chosen. Muthoot Snehasammanam 2018 honored 7 more artists thus bringing the total number of beneficiaries to 38. These beneficiaries were selected from applications received from artists, writers and their dependents. The pensions are given on a monthly basis. The first installment of the pension for the financial year 2018-2019 was distributed during the event conducted at Hotel Malabar Palace, Calicut.



The program was inaugurated by Smt. P Valsala, Eminent Writer along with Mr. George M Jacob, Executive Director, Muthoot Finance Ltd. Other officials present during this occasion included Mr. John V George, DGP Haryana (Retd) & Executive Vice President, Muthoot Finance Ltd., Mr. PV Gangadharan, Director, Mathrubhoomi, Mr. P P Sreedharanunni, Poet, Adv Thomas Mathew, Councilor, Corporation of Calicut, Mr. Sunil Bhaskar, President, Musicians Welfare Association, Mr. Babu John Malayil, DGM, Corporate Communications, Mr. Anil Kumar A K, Regional Manager, Muthoot Finance Ltd.

## ARTISTS SELECTED FOR MUTHOOT SNEHASAMMANAM 2018

### BENEFICIARIES SELECTED FROM 2018



Late Sri. Yousuf  
Ali Kecheri  
Music Director



Chavara Parukutty  
Kadhakali Artist



Thoppil Anto  
Singer



Sasidharan K G  
Kadhakali  
Artist



G Radha  
Drama Artist



Narayana Prabhu  
Mridangam Artist



Sreeranjini  
Drama Artist

## BENEFICIARIES SELECTED FROM 2017



Sidharth Vijayan  
Music Director



Cochin Varghese  
Drama Artist



K.V Antony  
Drama Artist



P K Rugmini Devi  
Drama Artist



Damodara Pisharadi  
Kadhakali Artist



Kanaka Prasad  
Drama Artist



Varghese  
Kattipparamban  
Drama Artist



K KGopalan  
Writer



Pradeep K K  
Violinist



M R Vivekanandan  
Music Director



K Madhu  
Drama Artist

## BENEFICIARIES SELECTED FROM 2016



G Gopinatha Pillai  
Kadhakali Artist



K V Narayanamarar  
Chenda Artist



Usha Rajan  
Kadhprasangam  
Artist



Lovlin J  
Drama Artist



Chavara Dhanapalan  
Kadhprasangam  
Artist



Rathnamani  
Gopalakrishnan  
Dancer



L G M Edayar  
Writer



Chellamma  
Athirampuzha  
Writer

## BENEFICIARIES SELECTED FROM 2015



Late Sri.  
Kalamandalam  
P G Radhakrishnan  
Kadhakali Artist



K Ravindranath  
Writer



C K Prasanth  
Singer



Late Sri. P K  
Venukkuttan Nair  
Drama Artist



Late Sri. T K  
Jayaraj  
Thabalist



Late Sri.  
Chunakkara Rajan  
Temple Artist



Late Sri. Kottakkal  
Sivaraman  
Kadhakali Artist



Late Sri. Kaval  
Surendran  
Actor and Writer



C Sreemati  
Dancer



V S Jayan  
Chethallur  
Drama Artist



Narayanan  
Kuttu K K  
Chenda Artist



K M Chandran  
Classical Singer

### FINANCIAL OUTLAY

YEAR	2015-16	2016-17	2017-18	2018-19
No. of Beneficiaries	14	26	34	38
Amount	₹5,91,000	₹9,27,000	₹12,61,000	₹14,34,000
Cumulative spent for four years - ₹42,13,000				

## CLEANING AND REJUVENATING VARATTAR RIVER



BEFORE



AFTER



Mr. C R Karunakara Kurup, Sr. RM Kozhencherry handing over our Donation for the cause.

AdiPamba and Varattar are two rivers that are linking Pampa and Manimala rivers. Due to encroachment and pollution both Varattar and AadiPamba rivers got dried, dead and abandoned. Through the efforts taken by local community & Muthoot Finance, the rivers were cleaned and rejuvenated.

## MUTHOOT HOSPI CASH, FIRST-OF-ITS-KIND MEDICAL ALLOWANCE POLICY



The Muthoot Group, launched, Muthoot Hospi Cash, a first-of-its-kind Medical Allowance Policy for citizens of the country. The policy will be active for one year.

The Medical Allowance Policy will cover reimbursement of not only medical bills but also all types of expenses incidental to hospitalization of any individuals, such as conveyance charges, cost of personal attendant / bye stander hired, loss of pay, all kinds of out of pocket expenses and other unexpected expenses. Allopathic treatment admissions are only covered under the policy.

The insured need to produce only the certified copy of Hospital discharge card from any Hospital along with claim forms for raising the claims. Those who are already covered by any other medical insurance policies can take this policy as an additional cover. The claims raised under this policy will be paid as allowance without looking into any of the benefits received under any other policies.

Other beneficial features of this policy enable the individuals by providing cash for every completed day of hospitalization. The customer can avail double cash benefit in ICU for maximum 7 days. No premedical inspection or health insurance is required. The Hospital allowance can range from Rs.1,000/- to Rs.10,000/- per day and Income Tax exemption for premium up to Rs.25,000/- u/s 80D of IT Act.

The chart showing premium rates and the reimbursement amount (Daily Limits) are shown below:-

PREMIUM CHART						
DAILY ALLOWANCE						
		₹1000	₹2000	₹3000	₹5000	₹10000
Days Limit	Age Group	Premium Amount				
10 Days	0-50	422	845	1267	2112	4225
10 Days	Above 50-60	712	1423	1927	3558	7116
10 Days	Above 60	884	1767	2651	4418	8836
15 Days	0-50	433	866	1299	2165	4329
15 Days	Above 50-60	720	1440	1949	3599	7198
15 Days	Above 60	904	1809	2713	4522	9043

^ GST Extra

For more details, please visit the nearby Muthoot Finance branch.



Launching of Muthoot Hospi Cash Medical Allowance Policy was done by Mr. George Alexander Muthoot, Managing Director, The Muthoot Group by receiving his policy document from Mr. Ragesh G R, Director & CEO, Muthoot Securities Ltd. in the presence of Mr. George M Jacob, Executive Director, Mr. Eapen Alexander, Executive Director, Mr. K. R Bijimon, Chief General Manager, Mr. Ranjit Ramachandran, GM – Business Performance, Mr. Babu John Malayil, DGM – Corporate Communications, Muthoot Finance Ltd.

## TRAFFIX- INTERCOLLEGIATE IDEA PRESENTATION CONTEST



Eternia, the Civil Engineering Association of Muthoot Institute of Technology and Science, in association with Indian Concrete Institute and The Institution of Engineers (India), organized TRAFFIX- an idea presentation competition, powered by CADD CENTRE, to decongest the traffic in Vyttila. The competition was opened to both public and students from MITS, which was categorized separately. 20 teams from 12 different colleges across Kerala registered for the event. The event was conducted in 2 rounds. After the first round 5 teams were selected to present their ideas before an eminent panel of judges. CIAL Director, Shri. A Chadrakumaran Nair was the chief guest of the day. Viswa Jyothy college of Engineering & Technology, Vazhakulam emerged as winners and won a cash prize of Rs 25000/-. The event was coordinated by Ms Sarah Joy (Assistant Professor, CE) & Ms. Serin Sara Roy (Assistant Professor, CE).

## CONGRATULATIONS



Mr. George Jacob Muthoot, Joint Managing Director, The Muthoot Group handing over the Star Performance Award-2018 for the Mutual Fund Business in Trivandrum to Mr. Manoj M.P, Manager, Attingal Branch, in the presence of Mr. Ragesh G.R, Director and CEO of Muthoot Securities, Mr. Vinod Raj, Regional Manager, Trivandrum North, Mr. Satheesh Kumar, Regional Manager, Trivandrum South & Mr. Sibi Paul, BDM, Trivandrum.



Mr. George Jacob Muthoot, Joint Managing Director, The Muthoot Group handing over the Festival Delight Contest", Prize (Royal Enfield Bullet) to Mr. Vinod Lal C S, Chief Manager, Pattom Branch, Trivandrum, Mrs. Jyothi.T, Pettah Branch (Royal Enfield Bullet) and Mrs. Majitha F, Manager, Medical College Branch, (Honda Activa) in the Presence of Mr. George M Jacob, Executive Director, Muthoot Finance Ltd., Mr. Vinod Raj, Regional Manager, Trivandrum North Region, Mr. Satheesh Kumar, Regional Manager, Trivandrum South Region, Mr. Bijay Bhuvan, Asst.Vice President, MIBPL.



## XANDARI HARBOUR, FORT KOCHI

# WATERSIDE LUXURY

Step through time, revisit history in the iconic lanes of spice central Mattancherry and unwind by the bay at the luxe resort of Xandari Harbour

**C**enturies ago, a sliver of land along the southwestern coast of India became one of the most important centres of trade in the world. From here, ships would sail out to distant lands, loaded with the richest, most delicate spices, leaving behind a trail of tantalising aroma and a town that thrived on the back of this trade.

Rows of buildings along the waterways here served as godowns for the spices and lodging for the crews of ships. Over time, the spice trade floundered, many of these buildings crumbled away and Mattancherry, in the old parts of Cochin in Kerala and the hub of it all, stood still in time. Until a few years ago, when the area witnessed a revival with the opening of cafés and boutiques.

Around that time, the Muthoot Leisure and Hospitality Services took over three of the old buildings and lovingly restored them into what is today the elegant waterside resort,

Xandari Harbour. Walking through the big revolving door to Xandari is like stepping through time. For on its outside lie the old historic lanes of Mattancherry. And on the inside stands a modern hotel with a manicured lawn and a turquoise infinity pool seemingly dissolving into the water of the harbour beyond.

### FACILITIES

Fourteen tastefully done rooms and two sprawling suites occupy what was once a lodging house for ship captains. The Harbour suite is plush, with a hot tub to soak in while feasting on views of the water. The Spice suite combines the best of both worlds—water view from one balcony, spice trail view of Bazaar Road from the other. The interiors are minimalistic, with a distinctly old-time vibe. The rooms aren't deprived of any modern amenity, except televisions—the idea is to urge guests to spend time soaking in the offerings of Mattancherry and nearby Fort Kochi.

### MUST DO

Take a walk through colourful Jew Town, visit the Jewish Synagogue and the Dutch Palace, try your hand at pulling up the iconic Chinese fishing nets, find peace at the Santa Cruz Cathedral Basilica and St Francis Church, attend a cultural show of Kathakali and Kalaripayattu, and cruise down the harbour into a stunning sunset.

Not to forget, feast yourself into a food coma with the delicious local dishes at 51—the beautiful waterfront restaurant of Xandari Harbour, housed in an erstwhile godown with a high wooden ceiling, bare-plastered walls and outside seating right by the water's edge. The tranquility of the views here was one thing, the dance of flavours on my palate quite another!

### CONTACT

**Address** V-39/40, Bazaar Road, Mattancherry, Kochi, Kerala – 682002  
**Reservations** (0484) 222 3115  
**Website** www.xandari.com  
**Tariff** ₹7,400 to ₹24,600 (taxes extra)

—Satarupa Paul



## THE MUTHOOT GROUP - CHENNAI SUPER KINGS ASSOCIATION

Mr. M G George Muthoot, Chairman, Mr. George Alexander Muthoot, Managing Director, Mr. Alexander M George, Deputy Managing Director, Mr. George M Jacob, Executive Director, Muthoot Finance Ltd. along with Mr. Mahendra Singh Dhoni, Captain, Chennai Super Kings



## VISIT OF SAUDI AMBASSADOR TO INDIA

Meeting of Mr. George M Jacob, Executive Director, Muthoot Finance Ltd. with His Excellency Dr. Saud Al-Sati, Saudi Ambassador to India held on 27.04.2018 at Marriott Hotel, Lulu, Edappally, Kochi organised by The Embassy of The Kingdom of Saudi Arabia along with FICCI.



## MUTHOOT PREMIER LEAGUE 2018

The Muthoot Group organized Muthoot premier league 2018 in a bid to encourage employee engagement and well-being. 16 Teams participated in this Cricket carnival held on 16th June 2018 at Bangalore Zone. Tirupati Region won against Bangalore I region in the Finals held on 17th June 2018. The winners were awarded with cash prizes and trophies.

Mr. George Muthoot Alexander – Executive Director, The Muthoot Group handing over the Muthoot premier league 2018 trophy to the winner.

## LAUNCH OF MUTHOOT- CSK LIMITED EDITION GOLD COIN



**M**  
Muthoot  
Precious Metals Corporation

The Muthoot Group, launched Muthoot – Chennai Super Kings Limited Edition Gold Coin to celebrate their association with Chennai Super Kings as their Principal Team Sponsor.

The specially minted 24 Carat 8 gm Gold Coin with 999 purity will have the CSK logo on one side, and The Muthoot Group logo on the other.

Mr. Abhinav Iyer, Deputy General Manager- The Muthoot Group, Mr. Shane Watson, Mr. Ravindra Jadeja, Mr. Suresh Raina, Mr. Harbhajan Singh, Mr. Dwayne Bravo, Mr. Paul Andrew, AGM –MPMC & Mr. George Kuruvilla, Zonal Manager- The Muthoot Group during the launch of the Muthoot – Chennai Super Kings Limited Edition Gold Coin.

## MUTHOOT FINANCE LIMITED

Audited Financial Results for the year ended 31st March 2018

**BRANCH NETWORK OF 4,596 AND 200+ ATMS\*\***

**CUSTOMERS SERVED PER DAY 2,00,000\*\***

**CONSOLIDATED LOAN ASSETS UNDER MANAGEMENT ₹32,154 CRS\*\***

**PROFIT AFTER TAX ₹1,784 CRS\*\***

**INCOME TAX PAID DURING THE YEAR ₹1,037 CRS\***

\* Muthoot Finance LTD for FY 2018  
\*\* Muthoot Finance Ltd. and its subsidiaries as on 31.03.2018

## THE MUTHOOT GROUP DIVISIONS

Financial Services | Wealth Management | Money Transfer | Forex | Securities | Vehicle & Asset Finance | Media | Information Technology | Healthcare | Housing & Infrastructure | Education | Power Generation | Leisure & Hospitality | Plantations & Estates | Travel Services | Precious Metals | Housing Finance | Overseas Operation

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