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Issue 2

# MITRATA SANCHAR



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## New on the block

**MIFS implemented the comprehensive software-BIJLI, to manage its portfolio and record keeping.**

**MIFS received Loan from prestigious IGS-LAMP fund in Dec 2015.**

**MIFS appointed V Nagrajan & Co, a highly reputed CA firm in microfinance sector, as our statutory auditor for FY 2014-15 and onwards.**

**MIFS implemented credit bureau check for better credit appraisal management with support of CRIF Highmark.**



*Management while conducting workshops with staff members at its field locations.*

## Financial Indicators

Particulars	As on Oct. 31, 2015	As on Nov. 30, 2015	As on Dec. 31, 2015
Income (` in Mn)	10.71	12.47	14.44
Expenses (` in Mn)	7.96	8.95	9.99
Profit Before Tax (` in Mn)	2.75	3.53	4.45
Net Worth (` in Mn)	52.26	56.08	49.15

## Key Indicators

Particulars	As on Oct. 31, 2015	As on Nov. 30, 2015	As on Dec. 31, 2015
<b>Operating Self Sufficiency (OSS) (Income/Expenses)</b>	135%	139%	145%
<b>ROA (Net Income/Assets)</b>	2.58%	3.06%	3.95%
<b>Debt Equity</b>	0.03:1	0.08:1	0.08:1
<b>Operating Cost ratio</b>	13%	12%	13%
<b>Cost of borrowing</b>	8.60%	8.60%	8.60%

## Microfinance Outreach

Particulars	As on Oct. 31, 2015	As on Nov. 30, 2015	As on Dec. 31, 2015
<b>No. of States</b>	2	2	2
<b>No. of Districts</b>	4	4	4
<b>Total No. of Economic Development Centers</b>	9	9	7
<b>No. of Branches in Uttar Pradesh</b>	8	8	6
<b>No. of Branches in West Bengal</b>	1	1	1
<b>Total No. of Groups</b>	1373	1396	1,333
<b>Total No. of Clients</b>	6,460	7,023	7,233
<b>Total Disbursement – Cumulative (INR)</b>	124,237,801	138,012,801	150,992,801
<b>Loan Outstanding (INR) (Own+ Managed)</b>	62,483,999	69,443,466	73,431,871
<b>Total No. of Loan Disbursed</b>	8,647	9,553	10,269
<b>Total No. of Credit Officers</b>	43	43	41
<b>No. of Client Per Credit Officer</b>	150	163	176

MIFS grew its disbursal productivity from 1.8 Lac in Mar '15 to 4.87 Lac per month in Dec'15 per CIC (Loan Officer).

MIFS grew its outstanding portfolio from approx 3.21 Cr in Mar '15 to over 7 Cr by Dec '15– growth of approx 4 Cr in 9 months.



## Story of Change



When it became challenging to sustain a family of six in Bhadora village of Moradabad for Vishal, he realised it was time to move beyond his small shop keeping business. With nil savings, limited income and less exposure, he had no scope to generate support for necessities of his family on his own.

On discussing his circumstances and ideas with the Business Development Services (BDS) team of At Grassroots (ATG), he was suggested to expand his business instead of changing the profession. On sharing his business plan with Mitrata Inclusive Financial Services (MIFS), Vishal soon got his first loan. The loan not only served as an investment for his business, but also initiated a cycle of monthly income hence **increased to 60%**. With a considerable improvement in the financial condition of the family and low loan payback installments, Vishal now feels confident about a better tomorrow for his children.

**Team of Mitrata wishes you a very happy and prosperous 2016!**

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