

Quarterly Update FY 2015-2016

A word from the Management Team



“After working with retail asset finance in banks and NBFC’s for 15 years, it is a phenomenal experience to work in the microfinance sector. As a company, we have started increasing our penetration in the rural parts of Northern, Central and Eastern India. We are also focussing on reducing the TAT, strengthening the team and processes for better client selection to ensure a quality portfolio”.

Ankush S Ahluwalia
VP - Business Operations



Our CEO Mr. Devesh Sachdev, was one of the key speakers at the Microfinance Investment Conclave held in Mumbai on 26th November 2015

Asset Under Management (AUM) crosses Rs. 500 Cr

Oriental Bank of Commerce, Vijaya Bank, MUDRA, TATA Capital, State Bank of India, Family Credit (L&T), South Indian Bank and HDFC have sanctioned fresh loans

Trainings on responsible finance and client protection conducted for 474 branch staffs in 20 clusters

RAMCO — HR software implemented for strengthening Human Resource Management

Increased penetration in new districts of Uttarakhand, Haryana, Madhya Pradesh and Jharkhand

Rate of interest reduced by 50 bps for clients moving into next loan cycle

Pradeep Kumar, one of the branch managers met with an accident. Due to which his right hand had to be amputated. Fusion and its employees collectively contributed Rs. 1.7 Lakh towards his treatment

Fusion donated Rs. 2 Lakh towards Chennai flood relief through a Non-Governmental Organization named Asha

Employee Speak



“My name is Renu and I am working as a branch manager in Bawana branch. It has been a satisfying 5-year journey in Fusion. It gave me ample opportunities to learn and grow. I am a mother of three and my growth in the job has helped me a lot in bringing up my children well. I would like to thank Fusion for empowering me”.

Renu
Branch Manager

S.no	Particulars	December 2015
1	Total no of Active Loan Clients	3,51,865
2	Gross Loan Portfolio Outstanding (Including Managed Portfolio)	INR 493 Cr
3	Business Correspondent	INR 50 Cr
4	Managed Portfolio	INR 74 Cr
5	Total Debt Outstanding	INR 386 Cr

Client Speak

“It pains me when I look back at the life me and my family were doomed to live. We had a buffalo which was the only source of income for us and a small mud house which used to accommodate seven members of the family. It was a life without means, hope and full of uncertainties for our children. Now, it’s been four years since I am associated with Fusion and it has turned our lives around. We utilized the loan amount to increase the no. of buffalos and start a dairy business. It helped us improve our income from Rs. 5,000 per month to Rs. 10,000 per month. We have moved into a pakka house and our children are continuing their education. Over these years, our lives have changed a lot and I am happy it has changed for good”.

Kamlesh
Haridwar, Uttarakhand



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