

Quarterly Update FY 2015-2016

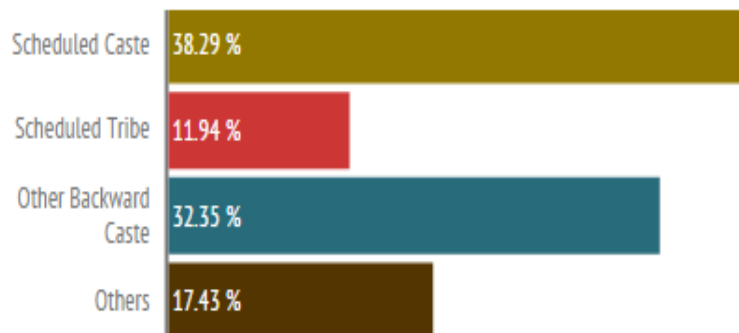
A word from the Management Team



“We as microfinance institutions (MFIs) grow in size and due to the complexity of the institutions, the need for strong Risk & Internal Audit to manage operating risks also grows. Due to this traditional view of internal audits has also shifted in recent couple of months from a focus on financial transactions and past events, to a pro-active risk based approach that not only look at compliance to policy and procedure, but the effectiveness of risk identification and assessment, management’s risk mitigation strategy, implementation and monitoring of risks. It is critical for both growth and sustainability”.

Satish Mani
VP - Risk & Audit

Reaching the Marginalized



Rs. 53 Cr Series - C Equity round successfully closed with BIO and Oikocredit

More than Rs. 100 Cr raised by issuing NCD's

Training on Code of Conduct and Client protection Principle conducted by Fusion and M2i for internal audit officers

Asset Under Management (AUM) crosses Rs. 300 Cr

25 new branches in Bihar, Madhya Pradesh, Uttar Pradesh and Haryana

Started 'Reward & Recognition' program for Relationship Officers and 'Leadership Interaction' program for branch staff on monthly basis

Employee Speak



“It gives me immense satisfaction when I think that we are working for the development of the weaker sections of the society. I have been working with Fusion for last 5 years and it has helped me grow a lot as a professional. Working here is fun because the company’s policy is good, employees are very supportive and work culture is quite friendly”.

Ashish Choudhary
Senior Branch Manager

S.no	Particulars	June 2015
1	Total no of Active Loan Clients	232,358
2	Gross Loan Portfolio Outstanding (Including Managed Portfolio)	INR 324.42 Cr
3	Business Correspondence	INR 22.65 Cr
4	Managed Portfolio	INR 40.89 Cr
5	Total Debt Outstanding	INR 298.26 Cr

Client Speak

“Me and my husband run a small business of making thread reel pipe. We have seen difficult times when we had five members in the family to feed, provide education for three children and run the house with the meagre profit that we used to earn from the business. We wanted to grow our business, take big orders so that our earnings can be strengthened but making both ends meet was itself a big struggle for us. Now, it's been 13 months since I have taken a loan of Rs. 15,000 from Fusion Microfinance. Our income has increased from Rs. 60,000 per year to Rs. 96,000 per year. Now, we can buy more raw materials, take big orders, run our house smoothly and rest assured that our children's education will not be at stake”.

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