

Quarterly Update FY 2015-2016

A word from our CEO



“We have closed another successful financial year and it has been a satisfying journey so far. Fusion has established itself as a Responsible organization keeping fine balance of interests of all stakeholders. We see greater opportunities in future and feel confident of meeting challenges by working together, being focussed on our priorities and putting our clients first”.

Devesh Sachdev
CEO



MIX S.T.A.R. MFI 2015

MIX congratulates Fusion Microfinance Private Limited for its commitment to being socially transparent and responsible. We recognize Fusion Microfinance Private Limited for completing MIX's social performance desk review process and successfully meeting all 2015 S.T.A.R. requirements.

Presented by: **Blaine Stephens, COO**

On this Day: **March 11, 2016**

Signature: *u-t-a*



Fusion recognised as a S.T.A.R (Socially Transparent and Responsible) MFI by MIX and has successfully completed the MIX's 'Social Performance Desk Review' process.

Asset Under Management (AUM) crosses Rs. 600 Cr

Devesh Sachdev appointed on the Board of MFIN

Axis Bank, Bank of Baroda and NABARD have sanctioned fresh loans

Sumit, relationship officer of Hapur branch showed courage and presence of mind to thwart robbery attempt. We recognized his effort by awarding him with cash prize of Rs. 2000

89 new branches operationalized in FY 2015-16 in Punjab, Uttarakhand, Uttar Pradesh, Madhya Pradesh, Bihar, Jharkhand, Chhattisgarh and Haryana

Haryana branch team showed great gallant, perseverance and exceptional commitment towards the organization during the curfew imposed due to Jat agitation. Despite being in such a difficult circumstances they all stood with each other and went extra miles to fulfill their responsibilities. A cash prize of Rs. 5000 awarded to each branch staff.



Cancer Awareness Program

“An awareness program on Breast Cancer organized on World Cancer Day 2016 by Dr. Ashish Goel (senior surgical oncologist of BLK super specialty hospital) and Ms. Sarika Rana from Anandi cancer sheroes (a women cancer support group) for the female employees of Fusion”.

| S.no | Particulars | March 2016 | March 2015 |
|------|--|---------------|---------------|
| 1 | Total no of Active Loan Clients | 434,429 | 211,704 |
| 2 | Gross Loan Portfolio Outstanding (Including Managed Portfolio) | INR 590.79 Cr | INR 277.86 Cr |
| 3 | Business Correspondent | INR 56.20 Cr | INR 15.99 Cr |
| 4 | Managed Portfolio | INR 89.96 Cr | INR 40.93 Cr |
| 5 | Total Debt Outstanding | INR 463.19 Cr | INR 253.96 Cr |

Client Speak

“I have been a client of Fusion Microfinance for 5 years now. The loan taken from the company has changed our lives gradually but certainly. Earlier, my husband was the sole bread earner for a family of seven. With his earning of Rs. 12,000 per month, we could only afford daily meals and a roof over our head but couldn't have thought of a good future for our children. We were in need of money and Fusion was providing loans to women like me. I took my first loan of Rs. 12,000 from them and bought a buffalo. I continued taking loans for next 3 cycles, increased the number of buffalos to five and became an entrepreneur from a housewife. Our household income has increased to around Rs. 30,000 per month. I am happy for the fact that I am contributing to my family's welfare, our quality of life has improved and so our chances of shaping our children's future”.

Maya
Jhabreda, Haridwar



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