



## A word from our CEO

“Financial Year 2022-23 was a milestone year for us, as we successfully listed Fusion in the midst of one of the most difficult market conditions. We have added .8 Mn new clients, witnessing a remarkable 37% growth in Assets Under Management (AUM). We have delivered very consistent and robust operational and financial metrics. I extend my heartfelt appreciation to Fusion team particularly the field team for their unwavering commitment & hard work, guidance of the esteemed Board, trust of our shareholders, debt providers and other stakeholders. With strategic investments in our network, human capital, and technology, combined with a healthy capital position, we are well-positioned for a sustainable long-term growth”.

**Devesh Sachdev**  
MD & CEO



Received “Microfinance Organization Of The Year Award” by Inclusive Finance India Awards 2022, a joint initiative of Access Development Services and NITI Aayog.



Received “Best Data Analytics Initiative of the Year” in micro finance company category, at the 2<sup>nd</sup> Annual NBFC & Fintech Excellence Awards 2023, hosted by Quantic and presented by Expleo.



## FOUNDATION DAY

Fusion completed 13 glorious years of its journey in January 2023. The day was celebrated by offering prayer at Gurudwara and arranging a ‘Community Kitchen Lunch (Langar)’ attended by the employees with great fervor and gaiety.

- \* INR 9,296 Cr in Assets Under Management (AUM)
- \* Serving 3.5 Mn clients
- \* 1,090 branches across 20 states and UTs
- \* Reaching out to 72 poorest and aspirational districts out of 391 operating districts
- \* 16 new branches opened in Madhya Pradesh, Odisha, Chhattisgarh, Uttar Pradesh, Tamil Nadu and Karnataka

## CORPORATE SOCIAL RESPONSIBILITY



### ENVIRONMENTAL SUSTAINABILITY

6,000 saplings have been planted in different areas of Haridwar, Uttarakhand with an aim to enhance air quality and preserve the local ecosystem. The initiative will positively impact the lives of ~18,500 people residing in four villages of Haridwar district, as well as the city areas.



### MENSTRUAL HYGIENE MANAGEMENT

~6,100 women and adolescent girls were covered through 239 awareness sessions organized on menstrual hygiene and provided with 12,000 sanitary napkins across 25 villages including 4 tribal areas and 14 schools of Kalahandi district of Odisha.



### PROJECT OJAS

Doorstep eye check-up service for ~1,220 underprivileged families were organized in 14 villages of Bihar and Uttar Pradesh. As part of this initiative, 40 cataract surgeries were facilitated, and 90 people with refractive errors were provided with spectacles.



### FINANCIAL & DIGITAL LITERACY PROGRAM

~4,011 women were educated on financial and digital literacy through 23 programs organized across 9 states. Simultaneously, 825 rural people were benefitted from multiple government schemes such as E-shram, Ayushman Bharat, Kisan Samman Nidhi, and Pension schemes with support from ‘Fusion Sahayata Kendra’.



### WATERWHEEL DISTRIBUTION

Waterwheels were distributed to 61 households in 26 villages across Tamil Nadu and Chhattisgarh. These waterwheels enable beneficiaries to conveniently fetch up to 45 liters of water in a hygienic manner, eliminating the need to commute long distances, carry heavy containers of water and health issues.



### MOBILE MEDICAL VAN

A mobile medical van launched, outfitted with a doctor, pharmacist, and a lab technician that offers medical examinations, diagnostic tests, and medications to disadvantaged communities. Thus far, the program has reached out to 2,250 people in 17 villages of Mansa, Punjab.



### PROJECT BEEJ

As part of the 3-year program, 100 farmers are being supported in enhancing their wheat yield. Furthermore, mushroom farming setups were established in 20 households resulting in generating an additional income.



### PROMOTING SPORTS

Supporting four female athletes i.e Aruna Reddy (Gymnastics), Devanshi Satija (Para-swimming), Avantika Santosh Narale (Athletics), and Namita Chandel (Canoeist) for their training and participation in national & international tournaments.



### WATER PURIFIER INSTALLATION

5 water purifiers were installed in government schools of 4 villages of Haridwar district, benefiting 1,203 students and teachers who previously relied on contaminated water with a high TDS level of 300-350 from handpumps.



### SCHOOL KITS DISTRIBUTION

300 school bags with stationeries provided to students of 3 government primary schools of Chinnamanur and Coonoor, Tamil Nadu.



### HEALTH CAMPS

Primary healthcare services were provided to 3,007 people through health camps organized in the rural areas of Uttar Pradesh, Uttarakhand, Rajasthan, Chhattisgarh, Jharkhand, Punjab, Gujarat, Madhya Pradesh, Haryana, and West Bengal.



### WHEELCHAIR DISTRIBUTION

8 Wheelchairs were provided to specially abled people from underprivileged families in Thandla, Madhya Pradesh.

## EMPLOYEE ENGAGEMENT ACTIVITY



### HOLI CELEBRATION



Holi was celebrated with full enthusiasm at the head office, corporate office and across all branches.

### CLUSTER CHAMPION

599 employees across 20 states were accorded with 'Cluster Champion' recognition and rewarded for their performances.

### NEW JOINER INDUCTION

New joiner induction program conducted at the corporate & head office to introduce 43 new employees to the organization, its policies, procedures, culture and work environment.

### Employee Speak



"I joined Fusion Micro Finance as a Relationship Officer in March 2020 at Anjora Branch of Chhattisgarh. During that time, I was the only female employee in the entire Chhattisgarh region but I never felt out of place. My seniors have been incredibly supportive, providing guidance whenever I needed it. Later, through my consistent effort and performance, I was promoted to Assistant Branch Manager. Fusion has been instrumental in my personal and professional growth, instilling in me the confidence to tackle and overcome challenges. Working with Fusion has offered me an excellent platform for advancement, and I am thoroughly enjoying my journey. I eagerly look forward to continued growth and greater success in the future".

Doneshwari Sahu  
ABM, Anjora Branch, Chhattisgarh

### Client Speak

"I am Pappu Devi from Rajor village of Rajasthan. For years, my family struggled to make ends meet. My husband, a mason, worked hard constructing houses in nearby villages, but his earnings were insufficient to cover our expenses. We were worried about our living conditions and wondered if we could even afford to send our son to school. In 2019, I found Fusion Micro Finance, offering loans to women like me. With the support of branch staff, I got my first loan from Fusion and started a provision store at home. Gradually, the business improved and I took a second loan for expansion. Today, my shop plays a significant role in our family's finances. Using the savings from my business, I supported my husband's work and enrolled both of our children in school. As my business prospered, I gained respect within my family and earned a position among the women in our community. I feel proud of my achievements and grateful to Fusion to helping me transform our lives.

Pappu Devi  
Rajor, Rajasthan



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\*This quarterly update is meant for Fusion's stakeholders and friends. Please use discretion in sharing it.