

Corporate

Oikocredit acquires 12 % stake in ESAF Microfinance

Netherlands based Oikocredit International bought 12% stake in ESAF Microfinance and Investments (P) Ltd (EMFIL), one of the largest microfinance companies in India, through its fully owned subsidiary Manaveeya Holdings and Investments, Hyderabad. Oikocredit is a 30 year old Global



Development Financing Institution that responds to the needs of businesses that create jobs and incomes for disadvantaged people. Through this deal the capital base of ESAF Microfinance has crossed Rs 30 crores. The deal was aimed to generate capital for the company to expand its business. The company aims to reach out to one million poor households by 2014.

“ESAF Microfinance always focuses on reaching to the unreached. Our association with Oikocredit reinstates our social mission” said Paul Thomas, Founder and Managing Director, ESAF Microfinance. He added that social commitments of Oiko were in compatible with the ideologies of ESAF.

ESAF Celebrates 18th Foundation Day

Launches New Website and Blood Donation Forum



K. Paul Thomas delivering his speech on the 18th Foundation Day of ESAF

ESAF celebrated 18th Foundation Day on March 11, 2010. The Program held at Ollukara Society

Hall was inaugurated by Rev. Sunil Chiriyankandath, Asst. Director, Jubilee Mission Medical College, Thrissur. ESAF Blood Donation Forum was also launched on the occasion. Rev Sunil Chiriyankandath released the Logo and Directory of the Blood Donation Forum. K. Paul Thomas, Founder and Executive Director, ESAF presided over the function. Elizabeth John, President, ESAF, switched on the new website of ESAF (www.esafindia.org). Selina George, Treasurer, ESAF, distributed the Housing Construction Assistance to a few selected members of ESAF. On the same day morning, ESAF SHG Federation organized Blood Group Determination Camp and Awareness Classes. George Thomas, Director Operations, Christudas K.V., GM HR and Admin, Jacob Samuel, Director Health Care, Saraswathy Venugopal, ESAF SHG Board Member, Prof. Dr. V. Kochu Thresya, and V.U. Hamsa, Counsellor spoke on the occasion.

In Central Zone, a Blood Donation Camp for the HIV positive persons was held by ESAF in association with Jeevan Jyoti Blood Bank, ACCEPT and Rotary Club Nagpur. 34 members of ESAF family donated blood for this cause. George Thomas, Director Operations, ESAF Microfinance, Anil Laddadh, President, IMA, Dr. Ravi Wankhede, Director Jeevan Jyoti Blood Bank, Dr. Milind Mane, Corporator, NMC, Akhtar Parvez, President, Rotary Club, and Josh, Project Coordinator, ACCEPT attended the program. During his inaugural address, Anil Laddadh said that the role of NGOs were not limited to providing food or clothes to a few people but to show real concern towards the people by providing sustainable development programmes with full participation of the society.

ESAF Announces Case Study Contest

As part of the Foundation Day program, ESAF Microfinance announced Case Study Contest for its staff across the board. All staff including project staff and field staff is eligible to participate in the program. The winners will take home Rs 5000/-, Rs 3000/- and Rs 2000/- respectively. The contest is intended to encourage the staff to deliver good success stories, and the outcome could be utilized to enhance the reputation and reach of the company.

Fact File

As on 28th February 2010

Figures in Millions
1\$ is Rs. 45.00

■ Group Lending

| | |
|-------------------|-------------------|
| Districts | 29 |
| Branches | 104 |
| Centers | 18,473 |
| Members | 287,841 |
| Active Borrowers | 202,809 |
| Current portfolio | 1319.69 (\$29.33) |
| Own portfolio | 1057.16 (\$23.5) |
| Managed portfolio | 262.53 (\$5.83) |
| Repayment Rate | 98.36% |
| PAR > 30 days | 0.99% |

■ Portfolio Distribution

| | |
|------------------------|--------------------|
| Income Generation Loan | 1216.04 (\$ 27.02) |
| General Loan Rs | 92.95 (\$ 2.07) |
| VVY Loan Rs | 7.97 (\$ 0.18) |
| Housing Loan Rs | 2.73 (\$ 0.06) |

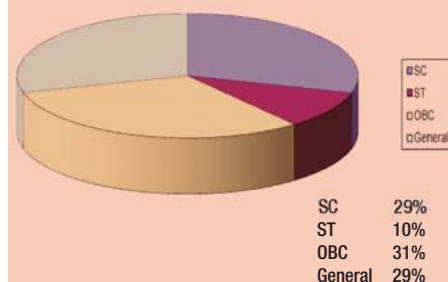
■ Personnel Strength

| | |
|-----------------------------|------|
| Loan Officers / Field Staff | 647 |
| Total Staff | 1159 |

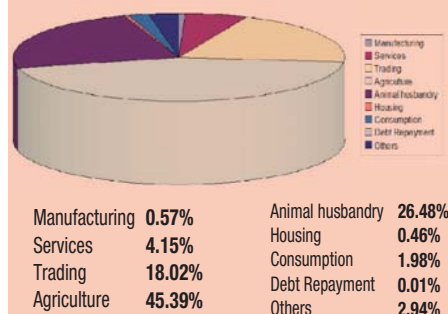
■ During the Month

| | |
|----------------|------------------|
| New Clients | 14928 |
| Amt. Disbursed | 280.55 (\$ 6.23) |

Client Distribution by Social Status



Client Distribution by Activity



ESAF Observes World Women's Day

ESAF branches across the country celebrated World Women's Day on March 08, 2010. At the Head Office, Women's Day Celebration was clubbed along with Foundation Day Program. Prof Dr. V. Kochuthresya



K. Paul Thomas, inaugurating the Women's Day program at Kulasekharam branch

delivered a speech on women's rights and needs. The Vadakanchery branch of ESAF distributed ESAF Bravery Award to Kumari Vijishna for rescuing a three year old child who fell into a canal. Jacob Samuel, Director Healthcare, ESAF, distributed the award. At



Jacob Samuel, Director Healthcare, distributing the bravery award to Kumari Vijishna.

kulasekharam branch, the program held at Manuvel Auditorium was inaugurated by K. Paul

Thomas, Managing Director, ESAF. During his speech he emphasized on the equality between men and women and said that the practice should start from home. In ESAF Central Zone, Women's Day was celebrated at Durg Branch. Almost 45 members attended the meeting. A documentary on the importance of Savings and accessing Microfinance services like Loans and Insurance was shown to the gathering.

ESAF Participates in Microfinance Discussion in UTV

UTV Bloomberg has organized a Round Table discussion on the question of Leadership in Microfinance. ESAF Microfinance was invited for the discussion along with Ujjivan and Gram Vidyal. The program titled 'Enterprises for Good' was telecasted in UTV on March 27th and 28th 2010. ESAF was represented by George Thomas, Director Operations, in the program. Samit Gosh, Managing Director, Ujjivan and Pattabhiraman S.,



George Thomas, Director Operations, ESAF Microfinance with Pattabhiraman of Gram Vidyal, Samit Gosh of Ujjivan, Mini Mohan of UTV and Shubha Gupta of Unitus.

Managing Director, Gram Vidyal also participated in the program. Mini Menon, Senior Editor and

Head, News Features hosted the program. The program discussed various topics like the future of microfinance, the challenges and how to overcome the challenges. Most of the participants agreed on credit plus activities as the key for the success of microfinance than mere money lending.

Aparana Sangam celebrates 4th anniversary

Aparna Sangam under Vakatanam branch celebrated 4th anniversary on March 27, 2010.

Corporate Social Responsibilities

ESAF distributes death claim

Perumbavur Branch of ESAF organized a program for distributing death claim of Rs 30,000/- to Omana, a sangam member (due to the death of her husband). The program was organized at Mattoor Community Hall. Shiny Varghese, Area Manager, and Mini Sabu, Branch Manager attended the program.

Training on Poultry Farming

Kottai Branch under Vadakkenchery Area conducted training on Poultry Farming on March 20, 2010.

Your feedback is important. Do write to us:

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A Corporate Communication Initiative.



ESAF

Geographical Coverage

- 1 Kerala
- 2 Chhattisgarh
- 3 Maharashtra
- 4 Tamil Nadu
- 5 Madhya Pradesh

INDIA
STATE MAP



Map is not to scale