

## Corporate

### ESAF Celebrates Portfolio Growth

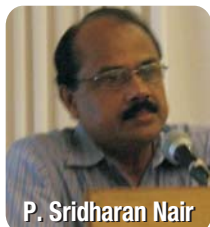
ESAF Microfinance managed to double its portfolio for the year 2009-10, comparing to the previous FY 2008-09. A giant leap of 102%, from 75.6 crores to 152.8 crores. ESAF Head Office celebrated the achievement in grand style by organizing lunch for all the staff at Ashoka Inn, Thrissur, on April 09, 2010. During the program, K. Paul Thomas, Founder and CEO, ESAF Microfinance, appreciated the efforts of all the departments that contributed to the growth through concerted action plans. He specially pointed out the Operations Department, which concentrated both on growth as well as quality by closely observing the branches.



K. Paul Thomas, delivering his message during the function

### ESPCL Chief Operating Officer, Accepts New Post

The function also honored P. Sridharan Nair, former Chief Operating Officer (COO), of ESAF Swasraya Producers Company Ltd. (ESPCL), who accepted the new post offered by the company - Director, ILO Project.



P. Sridharan Nair



Jojy Koshy

During his speech Sridharan Nair expressed his gratitude towards the management and highlighted on the challenges lying ahead for his new responsibility. He served ESPCL for more than three years and now shifted his base to Tamil Nadu, for his new role. Jojy Koshy Varghese, former Senior Manager, ESPCL, was now elevated to the post of Chief Operating Officer.

### ESAF Organizes Business Achievers' Meet



R. Nirmala, Colachel Branch, receiving the Diamond Circle Card from K. Paul Thomas, Founder and CEO, ESAF Microfinance.

ESAF organized Business Achievers' Meet at various regions, in order to recognize the Loan Officers who supported the company in achieving its growth. During the Business Achievers' meet held at Ashoka Inn, Thrissur, K. Paul Thomas, Founder and CEO, attributed the achievement to the relentless efforts of the Field Staff. He also emphasized on the importance of maintaining a fine balance between the social and commercial goals of the company. Karthik of Thudiyalur (Tamil Nadu) and R. Nirmala of Colachel (Kerala) won the awards in the categories for handling maximum borrowers and loan outstanding.

### Launches Diamond Circle Group

The company has also launched a 'Diamond Circle' group on April 28, 2010, to honor those who have crossed 30 lakhs portfolio. They are given membership cards for easy identification. A total of 168 employees were selected for the Diamond Circle. The Business Achievers' Meetings have been organized at various locations including Thrissur, Trivandrum and Palakkad (for Coimbatore Area).

### ESAF Participates in Dhanam Business Meet

ESAF attended the Dhanam Wealth Management Conclave and Business Summit and Award Nite 2010, on April 16 & 17, held at Hotel Dream, Kadavanthra, Kochi.

Rajeev D. Bajaj, Vice-Chairman and Managing Director, Bajaj Capital, inaugurated the function. A.P. Kurian, Chairman, AMFI, presided over the function. During his speech Rajiv Bajaj, suggested that investing in capital market was the best way to keep up with the growth of India's economy. A.P Kurian spoke at length on



### Fact File

As on 31st March 2010

Figures in Millions  
1\$ is Rs. 45.00

#### Group Lending

Districts	30
Branches	105
Centers	19,045
Members	300,017
Active Borrowers	220,001
Current portfolio	1528.54 (\$33.97)
Own portfolio	1173.92 (\$26.09)
Managed portfolio	354.62 (\$7.88)
Repayment Rate	98.31%
PAR > 30 days	0.95%

#### Portfolio Distribution

Income Generation Loan	1409.49 (\$ 31.32)
General Loan Rs	108.78 (\$ 2.42)
VVY Loan Rs	7.65 (\$ 0.17)
Housing Loan Rs	2.62 (\$ 0.06)

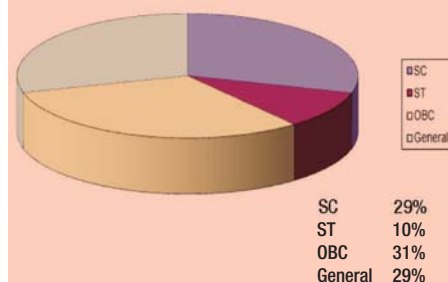
#### Personnel Strength

Loan Officers / Field Staff	671
Total Staff	1147

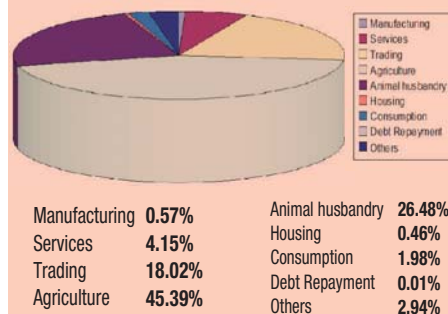
#### During the Month

New Clients	16691
Amt. Disbursed	402.74 (\$ 8.95)

### Client Distribution by Social Status



### Client Distribution by Activity



the advantages of investing in Mutual Funds. He lamented at the fact that most Indians were still hesitant to invest in capital market.

The panel discussion held in the afternoon was moderated by Venugopal C. Govind, Eminent Economist and Chartered Accountant. Yogesh Kawani, Head, BNP Paribas, Wealth Management and Investment Advisory, Akshay Agarwal, Managing Director, Acumen and Porinchu Veliyath, Managing Director, Equity Intelligence also participated in the discussion. On the second day Santosh Nair, considered as a Management Guru, conducted a session on how to take your business forward. The Award Nite held in the evening was presided over by Additional Chief Secretary, T. Balakrishnan. M.V. Nair, Chairman and Managing Director, Union Bank delivered the key note address.

K. Paul Thomas, Founder and CEO, Merina Paul, Chairperson Grievance Cell, George Thomas, Director Operations, Christudas K.V., General Manager, HR and Admin and Sony V. Mathew, Head, Corporate Communications, attended the two day summit on behalf of ESAF Microfinance.

### Project 'Jyothirgamaya' Continues...

'Jyothirgamaya' a value education programme, a project under ESAF Society, continues to hog the limelight among the children of ESAF SHG members. The project which is started in May 2009, aims at adding Value to Education of Poor



A scene from the Jyothirgamaya programme held at Kottayam

Kids. Recently, the two-day education camps were held at Vadakkenchery, Pattikkadu, Alappuzha and Kottayam areas. The programs (aimed at kids between 5 and 18) included informative classes, cultural events, stories, songs, music etc. Varghese Koshy, PRO, EMFIL, Jaimon M. K and Zeroob K. Baby, Program Coordinators, ESAF Kids for Kids, are the main organizers of the programs.

### Corporate Social Responsibilities

#### Training Program for Shram Jyothi Facilitators

A one day training program to orient the facilitators of the Shram Jyoti project-Kerala was organized at one of the treatment branches at Valapad on April 24, 2010. Participants included 22 Field Staff from three treatment branches Vadanapilly, Valappad and Perinjanam and six SHG Cluster Leaders (two each) from the

above mentioned branches. Pranab, Block Development Officer, Talikulam Block and Jojoy Koshy Varghese, Chief Operating Officer, ESPCL were the core trainers who spoke on the formalities and benefits associated with the registration of a business unit with DIC (District Industries Centre), Thrissur. P. Sridharan Nair, Project Director, Shram Jyoti, also addressed the audience and conveyed the message that ESAF means 'more than microfinance'

#### Training on Umbrella Making

Kundukadu Branch under Thrissur Area conducted skill training on Umbrella Making on April 21, 2010. C. D. Sunny, Area Manager, inaugurated the program. Litty Raphael, BAC Chairperson, presided over the function. Sreeja Sriraman, Secretary, proposed a vote of thanks. 15 members participated in the training.

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
- 6 New Delhi

INDIA  
STATE MAP



Map is not to scale