



Muthoot Group

MUTHOOT NEWS

A QUARTERLY UPDATE ON THE LATEST HAPPENINGS AT THE MUTHOOT GROUP

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Chairman's Message

Broadening horizons

Success tastes all the more sweeter when it is earned against tough odds. And I am glad to say that Muthoot Finance Ltd has stood its ground and re-innovated itself to come out with flying colours, in what has been a challenging third quarter.

The sharp fall in gold prices led to the market portraying adverse reactions towards the gold loan sector. However the Company's gold holdings spoke volumes about the consumers' prevailing interest in gold and their commitment to Muthoot Finance, with a healthy 137 tonnes as of June 2013, as compared to 134 tonnes in March 2013. This robust demand has enabled us to deliver a healthy net profit of ₹ 194 crores at the end of the first quarter of 2013. And I am happy to report that the company's standard asset provisioning stood at 0.31% at the end of the quarter, against the regulatory requirement of 0.25%.

Having said that, the need to expand our portfolio was paramount. Muthoot Finance has the rare advantage of having a sizeable 4200 branches, that are spread across 21 states and 4 Union Territories, of which 60% of the branches are in Tier 2, Tier 3 and Tier 4 cities. This makes us positioned perfectly to deliver last mile connectivity.

This is an unparalleled foundation that could pave the way to take the Muthoot Group to the next level – to become a *full-fledged banking service institution*. As of 30th of June 2013, the board was happy to report that an application for licensing of *New Banks in the Private Sector* has been made with the Reserve Bank on India, and that on approval, it would be a crucial milestone in the Company's history.

With success comes responsibility, and broadening the group's horizons must go hand-in-hand with the community's growth as well. In this regard the Muthoot M. George Foundation launched its '*Excellence Scholarships*' that would fulfill dreams of 10th standard toppers. The event was launched by *Shri. K.J. George, the Home Minister of Karnataka* and was attended by all of us in full strength. An extension programme that has already been implemented in Government schools in Kerala, the scholarships offers a cash-prize of ₹ 2500 and will benefit students from around 210 Government schools across the state.

As we pass the half way mark of the year, the Muthoot Group has shown its tenacity in times of upheaval and we are confident that with every step forward we will continue to cross new boundaries of growth in the future.

Chairman

M.G. George Muthoot



Launching of Muthoot M George Excellence Award in Karnataka

Muthoot M George Excellence Award in Karnataka was Launched by Mr. K.J. George, Hon'ble Home Minister, Government of Karnataka in the presence of Mr. George Alexander Muthoot, Managing Director, The Muthoot Group & Mr. George M Alexander, Director, The Muthoot Group.

CSR Initiatives

Muthoot M George Excellence Award 2013

Infant Jesus Anglo Indian Higher Secondary School, Thangassery



Mr. George M Jacob, Director, The Muthoot Group distributed Muthoot M George Excellence Awards to ISE & ICSE toppers of Infant Jesus Anglo Indian Higher Secondary School, Thangassery. Ms. Prasanna Earnest, Hon'ble Mayor, Kollam, Mr. Babu John Malayil, Asst. General Manager, Corporate Communications, The Muthoot Group, Mr. T.M. Mathews, Advisor, The Muthoot Group, Mr. Simon Kurien, Regional Manager, Kollam were also present at this occasion.

Karnataka State



In continuation of our constant efforts put forth for Muthoot M George foundation, The Muthoot Group distributed Muthoot M George Excellence award to the 10th standard toppers of 210 Government Schools in Karnataka.

Donation of Ambulance to General Hospital Ernakulam



As a part of CSR (Corporate Social Responsibility) initiative, Muthoot Group donated an Ambulance to General Hospital, Ernakulam. Mr. George Alexander Muthoot, Managing Director, The Muthoot Group handed over the Ambulance key to Mr. Shaik Pared IAS, District Collector, Ernakulam in the presence of Mr. Hibi Eden (MLA), Dr. Annie (Medical Superintendent, General Hospital Ernakulam), Mr. George M George (Executive Director, The Muthoot Group), Mr. Cherian Peter (Chief Marketing Officer, The Muthoot Group) and Mr. Junaid Rahman (MD, Medical College, Kalamassery).

Ernakulam Educational District



Distribution of Muthoot M George Excellence awards to 10th Standard toppers of Ernakulam Educational District.

St. George's School lends a helping hand to the Uttarakhand victims



The altruistic and humble effort of the Georgians towards the flood affected people of Uttarakhand was supported strongly by the students, parents and staff of St. George's School under the able guidance of the Principal, Dr. Sara George.

The students, parents and staff amassed and sent over 500 kg of rice, 260 kg of pulses, 80 kg of wheat flour, 70 kg of sugar, 45 kg salt, 55 cartons of biscuits, 32 sacks of clothes, 150 blankets and shawls, 4 sacks of utensils, 6 cartons of candles, 3 cartons of matchboxes, tea leaves, spices and various other eatables.



Ernakulam City Branch under Ernakulam Region distributed umbrellas to St. Mary's orphanage, Ernakulam.



Cheruthoni Branch under Thodupuzha Region, distributed School Bags, Umbrellas, Note Books, etc to Prathyasha Kendram Idukki.



Madurai North Masi Street branch under Madurai Region paid MMGF marriage assistance to Mrs. Kameshwari for the marriage of her daughter.



Padarayanapura Branch under Bangalore West region distributed geometry boxes to the students of Government Higher Primary School, Babuji Nagar, Bangalore.



Muthoot Group distributed umbrellas to the students of Nayarambalam Bhagavathy Vilasam School. Mr. M.K. George, Sr. Regional Manager, Ernakulam Region & Mr. V. Sudhakaran, Branch Manager of Nayarambalam Branch is seen in the picture.

Awards & Recognition



Dr. Georgie Kurien Muthoot, Executive Director, Muthoot Healthcare received special achievement award in Healthcare services from Mr. P.J. Joseph, Hon'ble Minister for Irrigation, Kerala (L-R) Smt. Annapoorna Devi (Koipuram Block Panchayath President, Dr. Saji Chacko (District Panchayath President, Pathanamthitta), Smt. Annie Joseph (Kozhencherry Grama Panchayath President), H H Chrysostom Marthoma Valiya Metropolitha, H G Yuhannon Mar Chrysostom Metropolitha (Metropolitan Bishop of the Eparchy of Pathanamthitta of the Syro-Malankara Catholic Church), were present on the occasion



Maulana Jamil Ilyasi Excellence Award

Mr. M.G. George Muthoot, Chairman, The Muthoot Group was conferred with 'Maulana Jamil Ilyasi Excellence Awards' for his contribution in developing financial services.

Muthoot Haathi Mera Saathi

The Group launched a strategic approach to corporate social responsibility (CSR) by introducing 'Muthoot Haathi Mera Saathi' programme. This initiative is aimed towards education, healthcare, environment and social issues for under privileged children. The company has partnered with NGO Magic Bus, which will directly provide the benefits to 1000 under-privileged children from Latma, Hatma, Ghagra, Harmu and Jorar villages of Jharkhand.

Healthcare initiative



A three day healthcare camp was launched at Lucknow, titled 'Empowering U.P. Police Force 2013', the initiative was inaugurated by Shri. Arvind Kumar Singh Gope, Hon'ble Minister of Rural Development and Shri. Dev Raj Nagar IPS, Director General of Police at Wireless Auditorium, Wireless Chauraha, Mahanagar, Lucknow. Over 700 police personnel attended the camp.

Eye Check-up camp



As part of the 'Muthoot Haathi Mera Saathi - healthcare initiative', a five day free eye check-up camp was held at Muthoot Finance branches (Delhi West region). More than 200 people visited the branch and got their eyes checked during the camp. The camp was conducted in association with DDU hospital.

Awareness Camp



Muthoot HealthCare Private Ltd, Kozhencherry conducted Blood bank awareness, Blood identification, Blood donation and obesity awareness camp at Musaliar College of engineering, Pathanamthitta.

Educational initiative



Smt. Vandana Dadel (Secretary-Arts, Culture, Sports and Youth Affairs, Government of Jharkhand, and Divisional Commissioner, South Chhota Nagpur Division, Ranchi) along with Mr. Avinav Chaubey (AGM Marketing), formally inaugurated the 'Muthoot Haathi Mera Saathi', a Muthoot Group CSR initiative towards the education of the under privileged kids at a launch event in Ranchi.

Apex Trade Fair



Muthoot Group participated in the Apex Trade Fair organized at Desh Bhagat Yadgar Hall, Jalandhar.

TEN DEADLY SINS OF NEGATIVE THINKING

The way to overcome negative thoughts and destructive emotions is to develop opposing, positive emotions that are stronger and more powerful.

- Sacheen Jahagirdar -

Life could be so much better for many people, if they would just spot their negative thinking habits and replace them with positive ones. Negative thinking, in all its many-splendored forms, has a way of creeping into conversations and our thinking without our noticing them. The key to success, in my humble opinion, is learning to spot these thoughts and squash them like little bugs. Then replace them with positive ones. You'll notice a huge difference in everything you do. Lets take a look at 10 common ways that negative thinking emerges get good at spotting these patterns, and practice replacing them with positive thinking patterns. It has made all the difference in the world for me.

1. I WILL BE HAPPY ONCE I HAVE—(OR ONCE I EARN X).

Problem: If you think you cant be happy until you reach a certain point, or until you reach a certain income, or have a certain type of house or car or computer setup, you'll never be happy. That elusive goal is always just out of reach. Once we reach those goals, we are not satisfied, we want more.

Solution: Learn to be happy with what you have, where you are, and who you are, right at this moment. Happiness doesn't have to be some state that we want to get to eventually, it can be found right now. Learn to count your blessings, and see the positive in your situation. This might sound simplistic, but it works.

2. I WISH I WERE AS—AS (A CELEBRITY, FRIEND, CO-WORKER).

Problem: Well never be as pretty, as talented, as rich, as sculpted, as cool, as everyone else. There will always be someone better, if you look hard enough. Therefore, if we compare ourselves to others like this, we will always pale, and will always fail, and will always feel bad about ourselves. This is no way to be happy.

Solution: Stop comparing yourself to others, and look instead at yourself, what are your strengths, your accomplishments, your successes, however small? What do you love about yourself? Learn to love who you are, right now, not who you want to become. There is good in each of us, love in each of us, and a wonderful human spirit in every one of us.

3. SEEING OTHERS BECOMING SUCCESSFUL MAKES ME JEALOUS AND RESENTFUL.

Problem: First, this assumes that only a small number of people can be successful. In truth, many, many people can be successful, in different ways.

Solution: Learn to admire the success of others, and learn from it, and be happy for them, by empathizing with them and understanding what it must be like to be them. And then turn away from them, and look at yourself, you can be successful too, in whatever you choose to do. And even more, you already are successful. Look not at those above you in the social ladder, but those below you, there are always millions of people worse off than you, people who couldnt even read this article or afford a computer. In that light, you are a huge success.

4. I AM A MISERABLE FAILURE, I CANT SEEM TO DO ANYTHING RIGHT.

Problem: Everyone is a failure, if you look at it in certain ways. Everyone has failed, many times, at different things. I have certainly failed so many times I cannot count them, and I continue to fail, daily. However, looking at your failures as failures only makes you feel bad about yourself. By thinking in this way, we will have a negative self-image and never move on from here.

Solution: See your successes and ignore your failures. Look back on your life, in the last month, or year, or 5 years. And try to remember your successes. If you have trouble with this, start documenting them, keep a success journal, either in a notebook or online. Document your success each day, or each week. When you look back at what you've accomplished, over a year, you will be amazed. It's an incredibly positive feeling.

5. I'M GOING TO BEAT SO-AND-SO NO MATTER WHAT I'M BETTER THAN HIM. AND THERE'S NO WAY I'LL HELP HIM SUCCEED, HE MIGHT BEAT ME.

Problem: Competitiveness assumes that there is a small amount of gold to be had, and I need to get it before he does. It makes us into greedy, back-stabbing, hurtful people. We try to claw our way over people to get to success, because of our competitive feelings. For example, if a blogger wants to have more subscribers than another blogger, he may never link to or mention that other blogger. However, who is to say that my subscribers can't also be your's? People can read and subscribe to more than one blog.

Solution: Learn to see success as something that can be shared, and learn that if we help each other out, we can each have a better chance to be successful. Two people working towards a common goal are better than two people trying to beat each other up to get to that goal. There is more than enough success to go around. Learn to think in terms of abundance rather than scarcity.

6. DAMMIT! WHY DO THESE BAD THINGS ALWAYS HAPPEN TO ME?

Problem: Bad things happen to everybody. If we dwell on them, they will frustrate us and bring us down.

Solution: See bad things as a part of the ebb and flow of life. Suffering is a part of the human condition, but it passes. All pain goes away, eventually. Meanwhile, don't let it hold you back. Don't dwell on bad things, but look forward towards something good in your future. And learn to take the bad things in stride, and learn from them. Bad things are actually opportunities to grow and learn and get stronger, in disguise.

7. YOU CAN'T DO ANYTHING RIGHT! WHY CAN'T YOU BE LIKE—?

Problem: This can be said to your child or your subordinate or your sibling. The problem? Comparing two people, first of all, is always a fallacy. People are different, with different ways of doing things, different strengths and weaknesses, different human characteristics. If we were all the same, we would be robots. Second, saying negative things like this to another person never helps the situation. It might make you feel better, and more powerful, but in truth, it hurts your relationship, it will actually make you feel negative, and it will certainly make the other person feel negative and more likely to continue negative behavior. Everyone loses.

Muthoot Finance Annual Sales & Marketing Meet 2013 - 2014



Solution: Take the mistakes or bad behavior of others as an opportunity to teach. Show them how to do something. Second, praise them for their positive behavior, and encourage their success. Last, and most important, love them for who they are, and celebrate their differences.

8. YOU ARE NOT A GOOD PERFORMER.

Problem: I've actually gotten this comment before. It feels wonderful. However, lets look at it not from the perspective of the person receiving this kind of comment but from the perspective of the person giving it. How does saying something negative like this help you? I guess it might feel good to vent if you feel like your time has been wasted. But really, how much of your time has been wasted? A few minutes? And whose fault is that? The bloggers or yours? In truth, making negative comments just keeps you in a negative mindset. It's also not a good way to make friends.

Solution: Learn to offer constructive solutions, first of all, instead of telling someone their blog sucks, or that a post is lame, offer some specific suggestions for improvement. Help them get better. If you are going to take the time to make a comment, make it worth your time. Second, learn to interact with people in a more positive way, it makes others feel good and it makes you feel better about yourself. And you can make some great friends this way. That's a good thing.

9. INSULTING PEOPLE BACK

Problem: If someone insults you or angers you in some way, insulting them back and continuing your anger only transfers their problem to you. This person was probably having a bad day (or a bad year) and took it out on you for some reason. If you reciprocate, you are now having a bad day too. His problem has become yours. Not only that, but the cycle of insults can get worse and worse until it results in violence or other negative consequences, for both of you.

Solution: Let the insults or negative comments of others slide off you like Teflon. Don't let their problem become your's. In fact, try to

understand their problem more, why would someone say something like that? What problems are they going through? Having a little empathy for someone not only makes you understand that their comment is not about you, but it can make you feel and act in a positive manner towards them, and make you feel better about yourself in the process.

10. I DON'T THINK I CAN DO THIS, I DON'T HAVE ENOUGH DISCIPLINE. MAYBE SOME OTHER TIME.

Problem: If you don't think you can do something, you probably won't. Especially for the big stuff. Discipline has nothing to do with it, motivation and focus has everything to do with it. And if you put stuff off for some other time, you'll never get it done. Negative thinking like this inhibits us from accomplishing anything.

Solution: Turn your thinking around: you can do this! You don't need discipline. Find ways to make yourself a success at your goal. If you fail, learn from your mistakes, and try again. Instead of putting a goal off for later, start now. And focus on one goal at a time, putting all of your energy into it, and getting as much help from others as you can. You can really move mountains if you start with positive thinking.

Forging Ahead

Thiruvalla RO



Blessing ceremony of Thiruvalla Regional office. Mr. M.G. George Muthoot, (Chairman, The Muthoot Group) Mr. George Thomas Muthoot, (Jt. Managing Director, The Muthoot Group), Mr. Cherian Peter, Chief Marketing Officer, The Muthoot Group and Senior officials from The Muthoot Group were present on this occasion.

Tirur



Tirur branch of Muthoot Foreign Exchange Services was inaugurated by Mrs.Safiya Teacher, Chairperson, Tirur Municipality in presence of Mr.Abdul Rahman (Secretary, Chamber of Commerce), Mr.Sudhir Sukumar (AVP-Forex), Mr.K.V.Varghese (AGM-Forex), Mr.Anil Kumar (Br.Manager, Forex-Tirur) and Mrs. Sarojini (Br. Manager, MFIN-Tanoor).

Kottayam Collectorate Jn.



Adv. Philson Mathew, Vice President, Kottayam District Panchayath inaugurated our Collectorate Jn. Branch under Kottayam Region. Mr. George Thomas Muthoot, Jt. Managing Director, The Muthoot Group, Mr. O.K. Varghese, Regional Manager, Muthoot Finance Ltd. and Mrs. Rajam G Nair, Vice Chairperson, Kottayam Municipal Council were present on this occasion.

Panampilly Nagar



Panampilly Nagar Branch under Ernakulam Region was inaugurated by Smt. Shirly Chacko, President Panampilly Nagar Welfare Association along with Mr. George Alexander Muthoot, Managing Director, The Muthoot Group. Mr. K.P. Abraham, AGM, Resource & Mr. M.K. George, Sr. Regional Manager, Ernakulam were present on this occasion.

Congratulations



Anil Sebastian Pulickel (Son of Mr. P.J. Sebastian, DGM-Credit), student of National Law School of India University,

Bangalore won scholarship of 10000 US Dollars in the "Global Debate and Public Policy Challenge" held in Budapest, Hungary recently. 38 participants from 20 countries (out of a total of 2000 from all over the world) were selected for the final phase out of which 5 were selected for the coveted scholarship of \$10000 each.

Road Show



Mr. George Jacob Muthoot, Jt. Managing Director, The Muthoot Group flagged off the MuthootFinance & Money Gram Onam Road show in the presence of Mr.

Jose Allesh (Head Money Transfer Division), Mr. Udayanandan Nair (Regional Manager, Trivandrum North), Mr. Santhosh, (Cluster Head, Thomas Cook, Trivandrum Region) and Mr. K.Sreenivasan, (Orbit Head, Thomas Cook Trivandrum region).

Financial Sector Conclave – Chennai



Muthoot Group participated in 'Emerging paradigms in South India', a seminar conducted by FICCI Mr. Balbir Chand Sagar (GM-C&O) addressed the audience and spoke about how

Muthoot Finance Ltd., a "Systemically Important Non-deposit taking NBFC" forms an integral part of the Indian financial system. He further talked about how the company has been very instrumental in contributing to the government's agenda of financial inclusion and promoting 'Inclusive Growth'.

VIP Visit



Mr. Yahwanth Sinha (Former Finance & External Affairs Minister of India) & his wife Mrs Nilima Sinha visited Muthoot Cardamom County, Thekkady.

- Financial Services • Hospitality • Real Estate
- Education • Healthcare • IT • Media • Forex
- Money Transfer • Wealth Management
- Precious Metals • Power Generation
- Travel Services • Securities Trading
- Commodities & Currency Trading
- Plantations • Vehicle & Assets Finance Ltd.



Muthoot Group

Western Union 10Guna Bumper prize



Muthoot Finance Awarded Western Union 10Guna Bumper prize to Mr. Prakash, a customer from Kadamban branch. Shri. George Thomas Muthoot, Joint Managing

Director, The Muthoot Group, Mr. Jose Allesh, Head-Money Transfer Division and Mr. Juby Mamachan, BDM-Western Union were present on the occasion.

INTEREST RATES OF GOLD BONDS

Fixed Income Gold Bond (Updated as on: 10.05.2013)*

Monthly Interest Scheme		
Put option waiver period	General Category	Special Category(*)
12 months & 1 day	10.50%	11.00%
400 days	11.00%	11.50%
18 months	11.50%	12.00%
24 months	11.50%	12.00%
30 months	11.50%	12.00%
36 months	11.50%	12.00%
60 months	11.50%	12.00%
120 months	10.50%	11.00%

Annual Interest Scheme		
Put option waiver period	General Category	Special Category(*)
12 months & 1 day	11.00%	11.50%
400 days	11.50%	12.00%
18 months	12.00%	12.50%
24 months	12.00%	12.50%
30 months	12.00%	12.50%
36 months	12.00%	12.50%
60 months	12.00%	12.50%
120 months	11.00%	11.50%

Multiplier Bond				
Period	General Category		Special Category(*)	
	Maturity value	Effective Yield (p.a.)	Maturity value	Effective Yield (p.a.)
18 months	1185	12.33	1194	12.93
24 months	1255	12.75	1267	13.35
36 months	1405	13.50	1426	14.20
60 months	1763	15.26	1806	16.12
120 months	2557	15.57	2685	16.85

*interest rate for Special Category is applicable to (a) all aged 55 years & above (b) State/Central Government Pensioners (c) Ex-Servicemen and their widows, (d) Central/State Award Winners and (e) Single investment of Rs.10 lakhs and above.

Muthoot Doubling Bond		
Period	Maturity value of ₹ 1000	Effective Yield (p.a.)
66 months	2000	18.18%

*Minimum investment ₹ 25Lakhs

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