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Presents Midland Microfin Limited

About Midland Mircofin

- Midland Microfin Limited (MML), founded in 2011, is the first Punjab-based microfinance institution (MFI). The institution focuses on financially and socially empowering women by providing small business loans. The Company is registered as an 'NBFC – MFI' with the Reserve Bank of India (RBI)
- At present MML has got a network of 154 branches, which is spread out in 5 States and 1 Union Territory viz. Punjab, Haryana, Rajasthan, Uttar Pradesh, Bihar and Chandigarh. In 2018-19, the company has opened 50 new branches and with an objective to increase the geographical diversification, majority of the new branches during the year have been opened in the states of Eastern U.P. and Bihar.
- In 2019, they have opened four Regional Offices in Jaipur, Chandigarh, Varanasi & Patna, to monitor the business progress effectively.
- The core business philosophy of the company to have stringent lending process and controls at every point of delivery which has enabled the company to maintain its asset quality. They had easily recovered their loans even during demonetization.

Type of Loan Products:

- **Business loan:**

The company encourage entrepreneurship amongst women as sustainable source of livelihood by providing business loans for working capital. Business Loans give the economically active women access to finance in order to support their micro enterprises.

They give Rs. 11,000-30,000 and 31,000-50,000 ticket size loan on interest rate of 25.20% for 1 year and 2 year, respectively.

- **Water Purifier Loan:**

It was observed that people especially in rural areas spend a hefty amount of their money on their medical expenses. It not only causes burden on their finances but is also too much bothersome. The quality of water in Punjab nowadays is not good and contains a lot of toxic elements that are hazardous for health, a water purifier has become the basic necessity of every household.

They give loan in the range of Rs. 4200 to 8500, with interest rate of 25.20%, for the duration of 6M, 9M and 11M.

- **Sewing Machine Loan:**

To provide products and services of outstanding quality to our members, Midland Microfin Limited has collaborated with Greenlight Planet India Pvt Ltd., which is one of the leading Dealers & Manufacturers of Solar Products, to facilitate the services with the mission of Serving Members “Beyond Microfinance.

Loan Size of Rs. 3520 for interest rate of 25.20%, for 6M, 9M and 11M.

- **Solar Lamp Loan:**

To provide products and services of outstanding quality to our members, Midland Microfin Limited has collaborated with Greenlight Planet India Pvt Ltd., which is one of the leading Dealers & Manufacturers of Solar Products, to facilitate the services with the mission of Serving Members “Beyond Microfinance.

Loan Size of Rs. 2899 for interest rate of 25.20%, for 6M, 9M and 11M.

- **Udaan-Individual Loan:**

Udaan loan product is given to MML’s existing customers for working capital as well as capital investment in their existing business. It is one of MML’s first few attempts to develop individual credit products for its loyal customer.

Loan Size of Rs. 60,000 to 1,00,000 for interest rate of 25.20%, for 2 years.

Facts Sheet:

- Having service in 15,734 Villages of India.
- As on March 31, 2019, the borrower base of the Company is 2,96,238.
- Registered a growth of 92% in terms of total assets, with total assets amounting to Rs. 748 Crores as on March 31, 2019.
- Opened 54 new branches in 2019.
- Loan portfolio of Rs. 549.07 in 2019, up from Rs.350.79 crores in 2018, a growth of 56.53%.

Industry Growth and Comparison in 2018-19:

- The **microfinance sector** grew to Rs. 68,868 crores as on March 2019, a YoY growth of 46% as compared to March 2019.

MML portfolio has increased to Rs. 550 crores as on March 2019, a YoY growth of 57% as compared to March 2019.

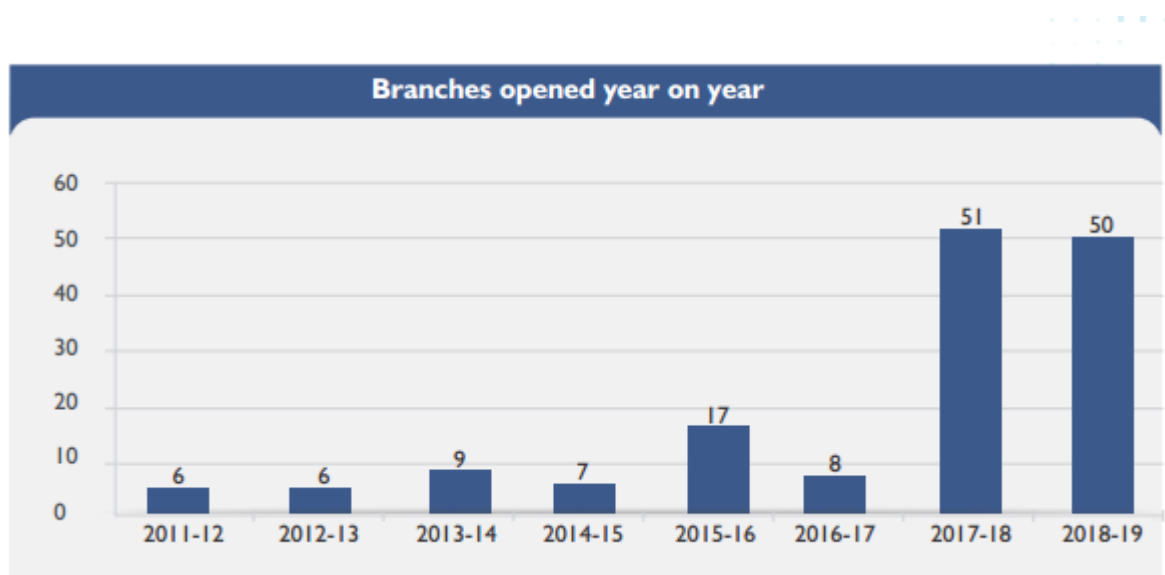
- Average loan amount disbursed per account during FY 18-19 was Rs. 25,603, an increase of 13% from FY 17-18.

MML's average loan disbursed per account has increased to Rs. 26,025 in FY 2018-19 an increase of 12% from FY 2017-18.

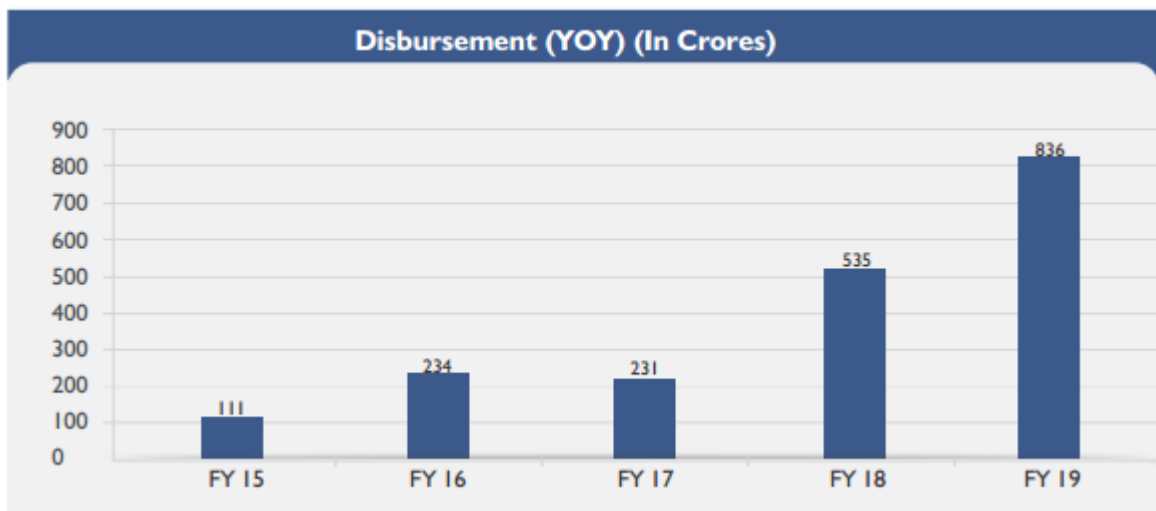
- During FY 18-19, NBFC-MFIs received a total of Rs 32,047 crores in debt funding, an increase of 46% as compared to FY 17-18.

MML has received a total of Rs. 566.97 crores in debt funding in FY 2018-19, an increase of 147% as compared to FY 2017-18.

Branch Expansion at a Glance:



Year wise disbursement detail:



Management of the Company:

CATEGORY	NAME OF DIRECTORS	QUALIFICATION	BRIEF PROFILE
Promoter Directors	Mr. Amardeep Singh Samra (Managing Director)	B.Com.	<p>Having core experience of more than 25 years in NBFC industry and specialization in Finance, Marketing and Administration, Mr. Amardeep Singh Samra is instrumental in setting up first Microfinance Institution in Punjab in the year 2010. He introduced many innovative ideas in the MFI business, which helped it to grow manifold with excellent asset quality and expand to 5 states and 1 Union Territory in short span of time.</p> <p>He is the Co-coordinator of Punjab & Haryana Finance Co's Association, the prestigious body of major NBFCs in North India and also member of many other Social and Trade organizations.</p>
	Mr. Vijay Kumar Bhandari (Chairman)	B.Com., (Hons), F.C.A.	<p>Having more than 31 years of experience in Banking Industry as Senior Internal Auditor, Branch Manager, Regional Manager and Zonal Manager, Mr. Bhandari held his last position as General Manager-In-Charge of Credit, Credit Monitoring, Treasury, Investment, Fund Management, Merchant Banking and International Banking division of Central Bank of India. He is independent Director of many renowned companies in India.</p>
Non-Executive Non-Independent Director	Mr. Harpal Singh Chhokar	B.Sc., A.C.A	<p>Worked as a Manager in the Investment Management, Assurance and Audit department of PricewaterhouseCoopers (PwC) in Los Angeles, California and London, Mr. Chhokar is Educated at St Helen's College and John Lyon School Harrow and graduated from the University of East Anglia UK in Accounting and Law.</p>
Independent Directors	Mr. Shant Kumar Gupta	B.Com., M.A (Eco.)	<p>Chairman and Managing Director of renowned 'HAMCO Ispat Ltd' engaged in manufacturing and trading of Iron and Steel and Hand tools, Mr. Shant Kumar is a Post graduate in Economics and a businessman by profession with an experience of more than 35 years in Industry. He is Founder Chairman of 'Hamco Charitable Trust', an NGO involved in imparting free computer education to poor and needy students and working towards environmental protection.</p>

Financials (Fig. in Lakhs)

Year	Revenue	EBITDA	OPM	PAT	NPM	Shares	F.V.	EPS	NW	RONW
2016	3069	1955	64%	371	12%	187.12	10	1.98	3356	11%
2017	4662	3126	67%	431	9%	187.12	10	2.30	4012	11%
2018	5680	3062	54%	118	2%	187.12	10	0.63	5304	2%
2019	11334	6973	62%	1046	9%	287.89	10	3.63	10227	10%
CAGR	55%	53%		41%						

Particulars	2019	2018
Net Advances	51542.98	33850.77
Net Interest Income (NII)	9527.45	4619.64
Non-Interest Income	1806.36	1060.40
Operating Profit/(Loss)	1565	261
Provision and Contingencies (Other than tax)	199	101
Net Profit/(Loss)	1046.05	117.86
Book Value per share	35.52	28.35
P/B	1.69	2.12

If anyone is interested in buying Midland Microfin Unlisted Shares, can email at Sales@unlistedzone.com or Watsapp at 08010009625.