

September 2013, ISSUE # 43

CHAIRMAN'S MESSAGE

Dear Friends,

The festive season has arrived-Dusshera celebration for the victory of good over evil followed by Bakrid, Deepawali & Chatth Puja. At Saija we have received one of the largest loan funds of Rs. 6 crore from HDFC, one of the best private banks of the country. With this has also come to end all the doubting and so called evil forces which were coming in the way of rapid growth of the company. I am sure with the continued hard work and dedication of my team, Saija is all set to enter the new calendar year 2014 and begin the next financial year with all round good performance.

It is during the event of rapid growth that some of the hidden deficiencies of the company's structure and procedure come to limelight.

I urge upon all team members to be ever ready and stick to the blue book- today we need to tighten our belts and rise up to the occasion!!!

Best Wishes

Shashi Ranjan Sinha

BUSINESS SNAPSHOT

Total Clients	31967
Active Clients – SKR	4394
Active Clients – SMR	27573
Portfolio Outstanding (Crores)	30.18
Branches	7
Districts Served	5
Total Staff	121

SOFT SKILLS PROGRAMME FOR SAIJA MANAGEMENT TEAM



To enhance the soft skills of our middle management team for ensuring high levels of efficiency and performance, a four day Management Development programme was organised by Training Department in co-ordination with Ananya Finance. The training covered modules on Time Management, leadership, Team Building & communication. The sessions were very effective as the pedagogy used was real life cases from Microfinance sector.

NR MANAGEMENT CONSULTANTS (NRM) TEAM AT SAIJA

Two days due diligence by NRM team was conducted as Saija has been shortlisted for Bihar Innovation Forum (BIF) II High Impact Award. During their visit they verified the quality of loan portfolio, accuracy of documentation, robustness of systems, processes and policies and various other control mechanisms.

EXECUTIVE LEADERSHIP AND GOVERNANCE WORKSHOP

A seminar on Executive Leadership and Governance Workshop for the CEOs was organised for Accion's partners at Bolivia from 16th to 20th September'13. Our CMD Mr S.R.Sinha participated in the said workshop.

EXTERNAL TRAINING FOR SAIJA EMPLOYEES

Through support from PSIG programme of SIDBI, Ms. Naina Goenka (AM – F & A) has been sent to NIFM, Faridabad to attend MDP on Strategic Financial Management and Md. Bahauddin (UM Hajipur Unit) to Lucknow for Risk Management training being organised by Ananya Finance.

CLIENT SPEAK

Name: Sadhana Sinha
Group Name: Hari Om
Branch: Patna
Business: Tailoring



Loan Details-
1st cycle – Rs. 8000 – July 2011
2nd cycle – Rs. 15000 – August 2012
3rd cycle – Rs. 15000 – 23rd October 2013

"Saija has been a boon for me and my family. I have been able to improve my standard of living with the loan provided by Saija. Earlier I used to work for other vendors but with the first loan from Saija, I bought my own sewing machine through which I started my own business. With the help of second cycle loan, due to increased demand, I bought one more machine and employed two workers for the same. Now, I am able to take orders & meet demands from 4 shops and earn good profits. As my daughter's wedding is round the corner, I'm not planning to diversify my small establishment rather I would again utilize the loan amount in getting the raw materials. My husband is a clerk and has supported me in growing my small business. With our joint efforts and continuous support provided by Saija, we have been able to grow our business and living standards."