

CHAIRMAN'S MESSAGE

Dear Friends,

It is a matter of pride for all of us, that as per the latest report on the sector released by CRISIL, Saija today is counted as one of the select emerging MFIs in India. We also logged a gross profit of 1.75 crores last financial, the first ever since inception.

Being the only NBFC MFI operative in this territory and coming out strong after the life threatening ANDHRA Crisis, is a commendable feat. All this was not possible without the dedication and perseverance of each one of us.

I am also delighted to report, that a clutch of eleven commercial banks attended the first ever pre consortium meeting of Saija. This probably is the first ever attempt at forming a consortium of lenders by any Microfinance Institution in the country.

What makes it exemplary is the fact that bankers have a track of avoiding lending in Bihar. This goes a long way in displaying the deep trust the funders have started showing in our ability to structure and develop a quality Microfinance Institution in this part of the world.

We have now set our eyes on working across three states and touching the lives of over one lakh families during the current financial year. The task at hand calls for continued vigil on all aspects of sound credit delivery and prudent financial management.

The sector is now being regulated by the Reserve Bank of India and the market is getting competitive by the day. To be winners in the long term, we need to provide customer service of a high order, which calls for a highly efficient delivery system, task knowledge, application and team work.

I am confident, we shall once again display maturity and commitment in carrying our responsibilities and come out winners as before.

Best Wishes
Shashi Ranjan Sinha

BUSINESS SNAPSHOT

Total Clients	55381
Active Clients – SKR	5586
Active Clients – SMR	49795
Portfolio Outstanding (Crores)	59.03
Branches	11
No of spokes	4
Districts Served	8
No of Employees	220

BUSINESS & BANKERS MEET


Saija Business Meet was organized on 25th April'14 at Maurya Hotel, Patna to finalize the business plan for the financial year 2014-15 and future projections of five years down the line. This session was attended by the Board of Directors, representatives from Accion, Pragati, SIDBI and all HODs of Saija. Post the Board meeting on 26th April'14, Saija hosted **Bankers Meet** at Maurya hotel which was attended by the leading Bankers. This event facilitated an interaction between the Board members and the leading bankers.

PRE CONSORTIUM MEET


A first ever of its kind a **Pre Consortium Meet** of eleven banks was held at Maurya hotel, Patna on 8th July'14 where the lead bank was Central Bank of India. The bankers were taken through a detailed presentation of Saija's journey since its inception. They also got an opportunity to interact with our team and were extremely appreciative of the great work being done by Saija in this challenging and difficult part of the country.

NEW BATCH RECRUITED FROM IIM RANCHI AND TISS MUMBAI


A fresh batch of Management Trainees and Managers from Indian Institute of Management, Ranchi and Tata Institute of Social Sciences, Mumbai have joined Saija. We wish them great success and fruitful innings in the company.

ASIA DIRECTOR DFID ALONG WITH HEAD OF DFID MET SAIJA CLIENTS



On 3rd April'14, Mr. Keith Mackiggan, Asia Director, DFID and Mr. Sam Sharpe, Head of DFID India met Mr. S R Sinha, CMD and interacted with our clients. They were highly appreciative of the commendable work being accomplished by Saija in the challenging and dynamic environment of Bihar.

VISIT OF MR. B V NARASIMHAN AT SAIJA

Mr B V Narasimhan, Director, Caspian Investment visited Saija on 12th and 13th June'14 as a part of his due diligence exercise. He visited Danapur branch and interacted with our clients to see the overall processes and Operations in the field.

CORE VALUE ACTIVITY AT BRANCHES

In line with our commitment towards our core values, a collage competition was organized at Patna Sahib and Chhapra branch in May and June respectively. The competition not only fostered the sense of alignment and adherence to our core values but also created an atmosphere where participants widely shared their good experience with Saija.

TRAININGS @ SAIJA

Training @ Saija during April-June'14:-

1. Induction & Orientation training for the 4th, 5th, 6th and 7th batch of the newly joined FEs at Hajipur and Ranchi
2. Training on Saija Vridhi Rin and successful Operations of Hubs & Spokes was conducted on 31st May'14 in both the Units of Patna & Hajipur
3. Training on Loan Utilization Check was organized at Patna City Branch on 10th May'14
4. Training on Delinquency Management was organized in Chhapra on 4th June'14

EMPLOYEE SPEAK

Name: Sweta
Designation: Management Trainee
Date of Joining: 5th June 2014
Place of Work: Head Office



"I joined Saija on 5th June'14 as a "Management Trainee" after completing 2 years Management course from IIM Ranchi. I find the workplace to be very vibrant with helpful colleagues. My learning curve is going quite smooth and it is ensured that I learn something new every day. Currently I am in HR Department where I have been exposed to related tasks and have also given interesting projects to handle. I also got an opportunity to meet people from diverse background which makes my work interesting. I am expecting a long innings with Saija. I wish that Saija grows to new heights in near future"

Name: Ms. Reena Verma
Designation: Assistant Branch Manager
Date of Joining: 17th Sep'2010
Place of Duty: Patna Branch



"Saija being a great differentiator in the lives of millions, it not only changed my life but also gave wings to fly. Now I feel more confident and financially secure. I joined Saija as a Field Executive and rose to become Assistant Branch Manager. In addition, I have also grown professionally in the past four years in terms of knowledge, people management skill and adhering to processes. I would love to be associated with Saija for a long time to come and become a part of its success story."

CLIENT SPEAK

Name: Dharamsheela Devi
Group: Taj Mahal
Business: Dairy Farming
Cycle: 3rd
Branch: Patna



"Saija has brought a significant change in my life I am today able to send my kids to schools. I started my dairy business with two cows but thanks to Saija now I own five. It has helped me to think beyond my capacity and now I am earning a decent livelihood which has supported my family in a big way. Today I am independent and thinking of extending my business. The support that I have received from Saija is commendable. I thank Saija for changing my life and making it worthwhile".