

## CMD MESSAGE

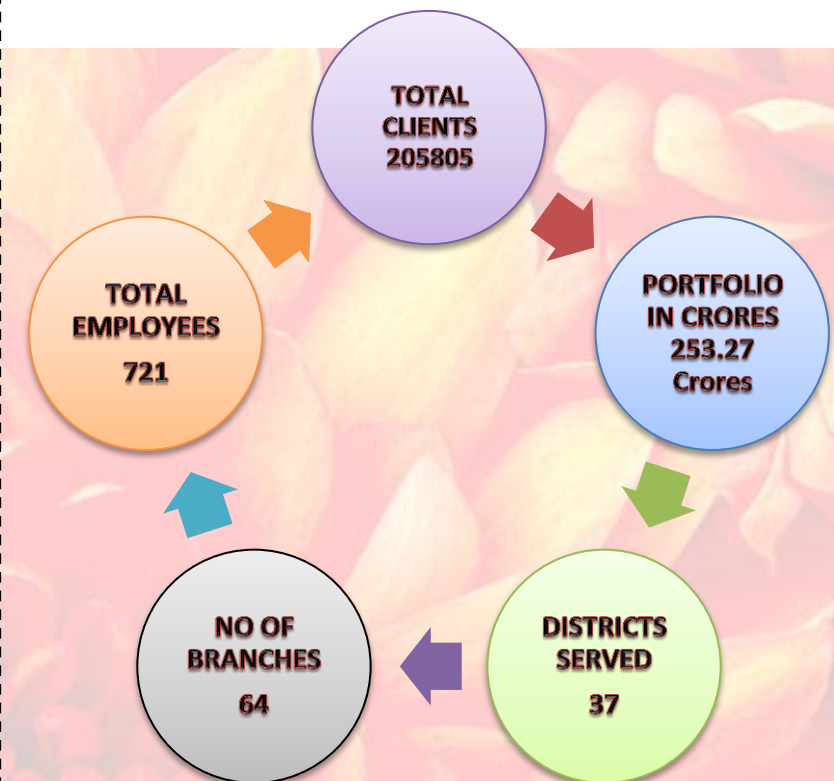
Dear Friends,

It is a common saying that tough time do not last but tough people do. We, at Saija , once again came out winners in the face of great challenge thrown at the face of microfinance sector by the sudden announcement of demonetization of the Indian rupee by our honorable PM in the month of November last year . The entire sector is still grappling due to slow or complete non repayment by many microfinance clients in India. Saija has been successful in collecting the repayment as per our plan. Our current investors being satisfied with our performance, have now agreed to provide Saija with an additional capital infusion of Rs 30 crores. This capital infusion shall help Saija cross the immediate milestone of Rs 500 crores of assets under management and there by become a systematically important microfinance institution in India.

The company has recently initiated a slew of measures to both improve operational efficiency and increase the fee based income in the company. We have also embarked an increase in the branch network from present 64 to over a 100 branches covering three new states in the country. The increased capital shall help company bring new product lines to serve our clients better. I take this occasion wish all my colleagues of Saija a very happy Chath puja.

Best Wishes,  
Shashi Ranjan Sinha

### COMPANY SNAPSHOT AS ON 30th SEPTEMBER 2017



#### LAUNCH OF SAIJA PHONE RIN

Saija has launched new product, Saija Phone Rin for its clients in association with Samsung Mobile. Now Saija clients can easily avail smartphone on an EMI basis. This would help them in improving connectivity and enhance sales/business as also keep them updated on a number of relevant issues.

#### IMPLEMENTATION OF PROGRESS OUT OF POVERTY INDEX (PPI)

Saija in collaboration with OMNI Enterprise integrated PPI modules in their software. .PPI is a poverty measurement tool which will help Saija in integrating objective poverty data into their assessments and strategic decision making

#### DISBURSEMENT THROUGH BANK ACCOUNT

Saija had initiated a pilot for disbursement through bank account in its Pakur Branch in Jharkhand. Based on the successful pilot and learning thereon the company is going full throttle on disbursement only through bank accounts thereby improving on efficiencies and minimizing risk of cash handling.

## SAIJA SONG COMPETITION

We organized SAIJA SONG COMPETITION in the month of July'17 which witnessed an overwhelming response. The entries demonstrated the extent of connect the employees feel for the company. The following were selected as top five winners:

1. Mr Utpal Kumar , Unit Manager Ranchi
2. Anurag Anand Jha , Field Executive from Bokaro branch
3. Mukul Dutta, Executive Internal Audit Finance & Accounts
4. Manjeet Roshan , Assistant Vice President, Operations, Recovery & NFL and Uday Kumar, Assistant Branch Manager , Sakchi

## IN HOUSE TRAINING ON SOFT SKILLS

To further enhance the soft skills of Line Managers Training Team organised a two day program for Branch Managers in Jharkhand and Bihar respectively . Sessions were held on Time Management, Delegation and Communication. They were interactive and very well received.

## CELEBRATION ON THE COMPLETION OF TEN YEARS IN SAIJA

**Mr Ankit Kumar Gautam**, Regional Manager Uttar Pradesh, was felicitated for being the first employee to have successfully completed 10 years in Saija on 23rd July 2017. Ankit started his career as a Field Executive and through his diligence and commitment rose to the position of Regional Manager. On behalf of all Saijaites, we wish him luck and great success ahead.

## CORE VALUE QUIZ COMPETITION & INDEPENDENCE DAY CELEBRATION

Core Value quiz was conducted at Head Office with a view to reinforce the commitment to our Core Values. It was then followed by theme based painting competition, "**Saija Five Years from now**". There was an all-round active participation and very interesting depiction of the theme by different teams.

On 12th Aug'17, on the eve of Independence Day, we conducted Slogan and Painting competition at Delhi office. All teams displayed their talent and actively participated.

## WORKSHOP ON REGULATORY COMPLIANCE

Ms Anuradha Rawat, CS and Ms Kapila Mehra, Assistant Manager Resource attended a two day workshop on Regulatory Compliance in Lucknow on 22nd and 23rd Sep'17 organized by Microfinance Association in Uttar Pradesh. The main agenda of the workshop was to take Industry view and Regulators perception on the compliance. The panel also discussed on the common error in adherence to compliance. The session was informative and great learning experience for the participants.

## KALASH COMPETITION

On the auspicious occasion of Durga Puja we organized **Kalash Decorating Competition** at Regional Office , Patna on 26<sup>th</sup>Sep'17. The team showed very high level of commitment and presented exquisite work . The winners were duly felicitated by our jury members Mr Ramandeep Chadha , VP Commercial , Bihar and Mr Thakur Manish Singh Head IT .

## EXPOSURE VISIT TO KENYA

Mr S R Sinha, CMD, Ms Rashmi Sinha, Whole Time Director and Mr G R K Sarma, VP Commercial were invited by Green light Planet for a exposure visit to Kenya where lot of work is happening in the area of clean energy access and propagation. The Saija team also shared their successful experience in the field of clean energy and how it has been well integrated in their Microfinance program thereby helping millions in the process.

## CLIENT SPEAK

There was a time when Tarannum Khatoon was struggling for her survival. Her husband was not earning as he was suffering from serious illness since long. Although she had to look after her two children and bed ridden husband she knew that she would make it and come out of this crisis. This very hope made her strong and today she is the saviour of her family. She had interest in tailoring since her childhood so she thought of starting a tailoring business where she could do stitching, and embroidery. She also realized that this business had good opportunity as there was no good tailor in the area where she stayed.

She applied for loan in Saija and with the amount she received, purchased a sewing machine and started the business from her home itself. In the initial phase her business faced lot of ups and down but finally her hard work paid off. Her clientele grew gradually and it was not long before she had a large group of loyal customers who also became her brand ambassadors. This combined with her hard work and determination saw her through her most stressful times. After her first loan she applied for her 2nd Loan of Rs 30000. She used the money to restructure her business and today she is the owner of a garment store where she also employs couple of staff. She is a successful entrepreneur. Her story is an inspiration for many women like her. She has only one thing to say-Thanks Saija.

Name of clients Tarannum Khatoon  
Name of the group: Gulmohar  
Occupation: Tailoring Business



## EMPLOYEE SPEAK

"Two years have passed since I joined Saija. I still recollect the day when I joined Saija as Branch Manager in Deoria and this was perhaps, one of the best decision of my life. I am thankful to Saija for giving me an opportunity to prove myself. I have been promoted twice in the organization from Branch Manager to Senior Branch Manager and today I am working as Unit Manager and handling a portfolio of Rs 11.97 crores with a client base of 14554. During my stay in Saija I have been able to hone my skills which has helped me to learn faster and adapt to its work culture. People here are co-operative and always show a team spirit. No matter how tough the weather is but we are always together. Saija has been an inspiration in my life and going forward I am confident that together we would be able to achieve still greater."

Employee's Name – Sandeep Srivastava  
Date of Joining – 6<sup>th</sup> June 2015  
Designation- Unit Manager

