

## GMD MESSAGE

Dear Friends,

Last calendar year, the Microfinance Industry went into a tail spin as demonetization hit business, employment and above all, cash availability. Saija, once again showed great resilience in times of adversity. The loan repayments are back to pre-demonetization level and above all we have successfully raised fresh capital to the level of Rs 35 crores from our all three Equity partners.

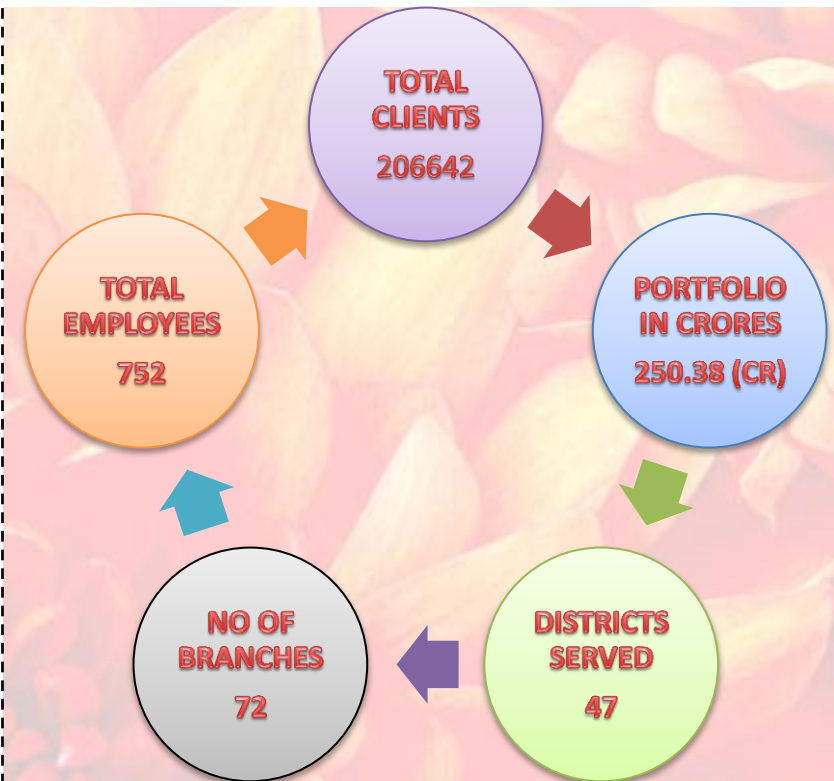
We have a long way to go and to make Saija the talk of the town. We all have to work smartly and long hours, keeping our goal in mind. No matter what, we must stand together and make all possible efforts to help Saija reach the top and be uniquely identified as the best place to work.

To achieve Rs 1000 crores AUM by 2020 is our immediate resolve and it is possible only if we put a collective effort to enhance the productivity. We have also to take all necessary steps to minimize cost at all levels. This alone shall help us reduce the cost of providing loans to clients. Retaining good clients in books of company is as important as bringing new ones. I am confident of receiving continuous support from my team to attain the promising targets in the coming years.

I thank Saija Team for unconditional support and also wish the year 2018, will be a great year for all.

Best Wishes,  
**Shashi Ranjan Sinha**

## COMPANY SNAPSHOT



### EQUITY INFUSION AND SAIJA GRADING

We are pleased to inform that Saija has received first tranche of Equity of Rs 15 crores from Accion and Pragati and we are also expecting to get the second tranche in the first quarter of the next Financial Year.

### IMPLEMENTATION OF MOBILE BASED FRONT END TECHNOLOGY

We have successfully implemented the mobile based technology for our Field Executives in Jharkhand. This would benefit them to complete the Loan Application process using tablet device and help Saija to increase the productivity and efficiency of the Loan Officers in performing their tasks.

## APPOINTMENT OF SENIOR VICE PRESIDENT & FINANCIAL CONTROLLER

We welcome Mr Atul Bhola as our Senior VP and Financial Controller. Currently he is heading Finance and Resource department. He is a Chartered Certified Accountant with fourteen years of experience in the field of Finance, Accounts, Taxation and Corporate Planning. Prior to Saija he was associated with organizations such as Religare Enterprises Limited, Laing O'Rourke and Jubilant FoodWorks Limited (Domino's Pizza India). We wish him great success and fruitful innings at Saija.

## OPENING OF NEW BRANCHES IN JHARKHAND & HARYANA

During this quarter, nine new branches have been opened and expanded our operations in the interiors of Jharkhand and entered into the new state of Haryana. The branches are being managed well and have been catering to client requirements in those areas.

## PUNJI KI KUNJI WORKSHOP

Sa-dhan in collaboration with SIDBI organised a two day workshop on "Building Interactive Voice Response (IVR) system to serve as grievance redressal and financial literacy helpline for the MFI customers" on 22<sup>nd</sup> and 23<sup>rd</sup> Dec'17 in Vaishali & Patna which was attended by Mr Rakesh Bharati, AVP Quality, Mr Samar Bahadur, Senior Executive and four Master Trainers.

## EXTERNAL TRAINING PROGRAM FOR SENIOR MANAGEMENT

Mr Atul Bhola, Senior VP and Financial Controller and Mr Thakur Manish Singh, AVP IT attended a four day training session on **Strategic and Budgeting** in Bangkok, Thailand. The session covered all the fundamentals of strategy and budgeting in great deal.

## CLOTH FOR CHARITY

As a special gesture, on 4<sup>th</sup> Dec'17, we organised an event of distributing woolen clothes to the very poor and needy. We extend our thanks to commercial team for their time and support.



## NEW JOINEES

We are pleased to announce the onboarding of new members in Saija family - Mr Rakesh Bharati, AVP Quality, Mr Vineet Tyag, Senior Manager HR and Mr Priyam Khare, Senior Manager Operations. We would like to extend our best wishes to them.

## GET TOGETHER @ SAIJA\_BIHAR & JHARKHAND



Saija in collaboration with Green Light Planet organised Reward and Recognition program for Bihar and Jharkhand team on 21<sup>st</sup> Oct'17 and 4<sup>th</sup> Nov'17 respectively for the successful roll out of our clean energy Solar initiative. It was the occasion when all Saijaites joined hands to celebrate the success of Saija. Mr S R Sinha, CMD and Ms Rashmi Sinha, Whole Time Director addressed the session and enlightened our staff with their motivational speech. They also shared the expansion plan for the upcoming year. In this event GLP launched a new solar product named **Sunking 40 Z** followed by award distribution ceremony and cultural program.

## CHRISTMAS CELEBRATION @ SAIJA

We celebrated Christmas on 23<sup>rd</sup> Dec'17 at Head Office, Delhi and Regional Office, Patna. This was marked as an auspicious occasion where we cut the cake and decorated Christmas tree and most importantly we were surprised to have Santa with us who distributed gifts and blessed all with warm wishes.

## CLIENT SPEAK



Client's Name – Sharda Devi  
Group Name – Jai Santoshi Maa  
Occupation – Fruit Shop

“Eight years ago me and my family use to live in a kuccha house. We had a small general store as a source of livelihood. Initially when my kids were small we could somehow manage through our meagre income but as my kids grew and their educational and other demands increased, it became very difficult to run the family on our current income.

To increase our family income we thought of getting in to a livestock business where the opportunities were good but we soon realised that this would require an initial investment of funds which we did not have. However I did not give up.

As I was aware about the microfinance company and its lending process. I decided to explore possibilities of borrowing from Saija. I soon got a loan of Rs 8000 with which I first tried to organize my general store business. This business, through our wise utilization of loans which we had received, started to give us improved income. Once the repayment was made, I took another loan of Rs 30,000. This time we bought a cow and also started a vegetable business which proved to be very profitable for us. Every day I sell 15 litres of milk which fetches us uninterrupted flow of income on daily basis.

Life is a challenge but it is up to you how you take it. I believe that one should never lose hope and strive to do good work. Today I own a house where my family lives happily. I have also rented out two of my vacant floors. I send my children to good private school. Saija has transformed my life. I feel proud and happy to be a part of Saija.”

## EMPLOYEE SPEAK



Employee's Name – Akhter Husain  
Date of Joining – 13th July 2015  
Designation – Deputy Assistant  
Branch Manager

My Journey with Saija started on 20th July'15 as Field Executive in Mughalsarai branch . When I Joined Saija I had no prior experience of Microfinance but today I am working as Deputy Assistant Branch Manager (DABM). During my tenure as FE I got tremendous support from my supervisor and gradually learnt how to work in the field. Initially few challenges were faced but with the consistent effort, things were well laid out. I am thankful to Saija for giving me a platform to show my credential and an opportunity to learn and grow in life.