

PARTNERSHIP TO ADVANCE CLEAN ENERGY – DEPLOYMENT
 TECHNICAL ASSISTANCE PROGRAM
 MICROFINANCE SUPPORT PROGRAM

PACE-D MFI FACT SHEET

SAIJA FINANCE PVT. LTD.

BACKGROUND

Snapshot of Saija Finance Pvt. Ltd.	
START OF OPERATIONS: 2007	NUMBER OF EMPLOYEES: 530
NUMBER OF BRANCHES: 67	NUMBER OF CLIENTS (ACTIVE BORROWERS): 205,805
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Saija Finance Private Limited (SFPL) is a Non-Banking Finance Company (NBFC) that operates as a microfinance institution (MFI) in Northern and Eastern India. SFPL started with a small portfolio of microloans, taken over from its associate non-profit entity, Saija Vikas, which was registered as a Society in July 2007 and made its first loan disbursements

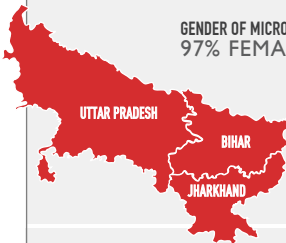
in November 2007. In addition to SFPL, the broader Saija group of enterprises includes Saija Shayog, the company's current NGO wing, which oversees the company's energy lending and financial literacy training, as well as Saija Consultants. SFPL (or "Saija") provides microfinance services to poor families and Small and Medium Enterprises (SMEs) in urban and rural areas, with its core operations in Bihar. Saija has a total of 530 employees across 67 branches, in 36 districts of Bihar, Jharkhand and Uttar Pradesh. As of September 30, 2017, Saija had a customer base of 205,805 clients with an outstanding loan portfolio of USD 38 million. The geographic regions served by Saija are amongst the poorest in India – they are underserved by formal financial institutions and suffer from extreme energy poverty. Saija was founded by Mr. Shashi Ranjan Sinha and Ms. Rashmi Sinha in April 2007.

ENERGY LENDING

Saija started its energy lending program with technical assistance and support from the USAID-funded Partnership to Advance Clean Energy – Deployment Technical Assistance Program in 2015. Saija's energy lending program has grown by 64 percent over the past year and the MFI has progressed aggressively to cover 37 percent of its total client base as of September 30, 2017. Saija initially offered its clients loans for solar lanterns and now provides larger plug-and-play solar home systems. As it grows its energy finance program, Saija plans to add solar appliances, larger solar lighting systems and solar water pumps to meet the demands of its client base. Saija will also focus on sales through Village Level Entrepreneurs (VLEs).

Saija's Energy Program: Context

<p>MAIN REGIONAL LIVELIHOOD FARMING</p> <p>GENDER OF MICROFINANCE CLIENTS 97% FEMALE</p>	<p>GEOGRAPHICAL SEGMENTATION</p> <p style="font-size: 2em;">70% 30%</p> <p style="font-size: 0.8em;">RURAL SEMI-URBAN/URBAN</p>
<p>GENDER SPLIT OF ENERGY CLIENTS 100% FEMALE</p>	<p>AVERAGE MONTHLY INCOME OF CLEAN ENERGY CLIENTS</p> <p style="font-size: 2em;">61%</p> <p style="font-size: 0.8em;">ARE BELOW INR 10,000 (USD 154)</p>
<p>MAIN ENERGY SOURCES USED KEROSENE AND CANDLES (LIGHTING)</p>	<p>ENERGY PROGRAM BRANCHES</p> <p style="font-size: 2em;">35</p>



Saija's Microfinance and Energy Loan Products



AVERAGE MICROFINANCE LOAN TERM	1 TO 2 YEARS
AVERAGE MICROFINANCE LOAN SIZE	20,000 TO 25,000 INR (USD 298 to USD 373)
MICROFINANCE LOAN REPAYMENT FREQUENCY	EVERY 2 WEEKS
MICROFINANCE LOAN INSTALLMENTS TOTAL	26 OR 52
ENERGY LOAN TERM	6 OR 9 MONTHS
ENERGY LOAN SIZE	1,899 TO 5,499 INR (USD 28 to USD 32)
ENERGY LOAN REPAYMENT FREQUENCY	EVERY 2 WEEKS
ENERGY LOAN INSTALLMENTS TOTAL	13 (LANTERNS) 18 (SHS OR FANS)

IMPACT: ENERGY PORTFOLIO*

OUTREACH

- Over **78,800** clients (100% women) have received financing for clean energy products
- Over **394,000** household members have benefitted
- **37%** of Saija's client base now has clean energy products



FINANCIAL ACHIEVEMENTS

- Over **USD 2.7 million** has been disbursed as energy loans



- An additional **USD 6.5 million** in debt investments have been leveraged specifically for clean energy lending



ENVIRONMENTAL IMPACT

- **270 kW** equivalent of solar capacity has been installed



- Over **7,100 tons** of CO₂e have been displaced



*As of October 31, 2017

ABOUT PACE-D TA PROGRAM: The Partnership to Advance Clean Energy – Deployment Technical Assistance Program (PACE-D TA Program) is a five-year bilateral initiative led by the U.S. Agency for International Development (USAID) and the U.S. Department of State, and implemented in partnership with the Ministry of Power (MOP) and the Ministry of New and Renewable Energy (MNRE). The Program has three key components: energy efficiency (EE), renewable energy (RE) and cleaner fossil technologies. One of the focal areas of the Program is to provide technical assistance to microfinance institutions to scale up energy lending. Nexant is the key implementation partner for the PACE-D TA Program and is supported by a consortium of Indian and U.S. companies including Arc Finance which leads the microfinance component of the Program. As a part of this Program, Arc Finance is providing technical assistance to seven partner microfinance institutions in nine different states: Uttar Pradesh, Odisha, Madhya Pradesh, West Bengal, Jharkhand, Kerala, Bihar, Tamil Nadu and Chhattisgarh. For more information, please visit www.pace-d.com.

USAID/India

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