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A Monthly Newsletter  
From  
Saija Finance

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Saija Finance Pvt. Ltd.  
3rd Floor  
Uma Complex  
Patna - 800001

November 2010

**From Editor's  
Board**

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We, the Editorial Team of “Saija Darpan” release the eighth edition of the monthly newsletter. Saija added two more branches during the month and witnessed the participation of clients in the Financial Literacy Program

Regards,

Editorial Team



**Participation of Saija in national and International Forum**

***Conference relating to Sanitation Promotion***

The program was co-sponsored by SIDBI and FINISH. The latter is a project launched at the initiative of WASTE International of the Netherlands, in cooperation with some international and Indian MFIs and institutions.

The basic objective of the conference was to understand the problems and challenges faced by the MFIs while involving themselves in matters relating to Community Development. The theme of the conference was to identify ways of MFIs contributing towards spreading the concept of Total Sanitation and enabling especially the rural population of the country to move towards achievement of Total Sanitation in the country. Mr. S.R.Sinha, Chairman cum MD and Mrs. Rashmi Sinha, Director participated in the conference which was held in New Delhi on 22 November 2010.

***Third MFIN Bihar chapter meet***

The third MFIN Bihar chapter meeting was held on 27<sup>th</sup> Nov. 2010 in Arohan Regional Office at Patna. The chapter saw participation of many leading MFIs. Mr. Vijay Kumar, Head Commercial and Mr. Pravin Kumar, Head Operations from Saija Finance Private Limited participated in the meeting. The agenda of the meeting was finalization of the format/content of some documents to be shared by all members of Bihar Chapter, proper implementation of MFIN Code of conduct by all members, dealing with frequent cases of fraud and burglary faced by MFIs and starting district chapters of MFIN Bihar.

***Financial Literacy Program***

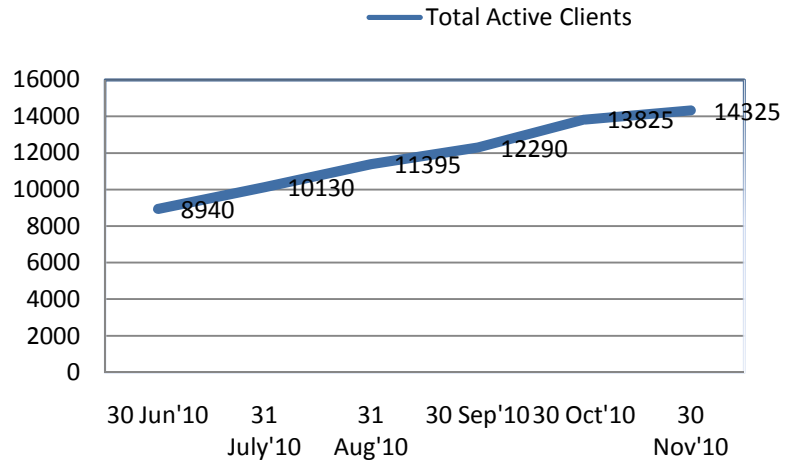


The Financial Literacy Program was conducted for Saija clients in Patna Sahib Branch. . The Objective of conducting the financial literacy program is to guides the clients to strategise, plan, prioritise their needs and start saving money to ensure financially stable, balanced & better lifestyle. The programme was received very well by the clients.

**Capacity Building**



**KEY Figures**



**New Achievements**

During the month of November, Saija added two more branches one in Chhapra and the other in Muzaffarpur.



**Industry updates**

***Sa-Dhan organizes interface on microfinance COC at NABARD***

*Tuesday, November 2, 2010,*

***Microfinance Focus, Nov 2, 2010:*** With an objective to develop a sense of comfort and confidence among the stakeholders with regard to the operations of the microfinance institutions, industry association Sa-Dhan organized an interface on Code of Conduct today at NABARD office, Hyderabad.

According to a statement made by Sa-Dhan to its members few days before, Agenda of the meeting was to reinforce their commitment to COC in presence of the representatives from Govt of AP, RBI and Banks and develop some common minimum commitments in terms of pricings, multiple lending and sharing of information etc. This interface would also be used to request the government to make necessary amendments in the rules of the Ordinance.

In a letter to all its members who are operating in Andhra Pradesh, Sa-Dhan's General Manager, K. Balasubramanyam said, "The ordinance in Andhra Pradesh has not only created restlessness for the practitioners but also shaken up the whole microfinance industry. Policymakers, regulator and bankers are also wary of the developments. There are apprehensions of disturbances in operations, arrests and legal actions against the MFI after the 5th of November. Sa-Dhan has been discussing this matter and our work on the COC with the MOF, GoAP and the RBI."

After 5th Nov. the Andhra Pradesh High Court's interim relief for microfinance institutions will be lifted and legal actions can be taken against MFIs if found violating the ordinance rulings.

-Microfinance News



## Customer Interface



Asha Devi is a mosquito net maker; she is doing this business since 5 years. She took loan from Saija and utilized that amount to purchase ready-made garments. With the income generated from sale of garments she purchased nets and also started sewing mosquito nets .She is able to make 50 bednets per day. With Saija's loan she is able to expand business and today she is a happy person. She shared one thought which her mother has taught - "Don't give up your hopes, face the difficulties, face the problem, and struggle"

## New members in the SAIJA family

### *SAIJA welcomes*

1. **Satish Kumar** who has joined Saija as ABM. He has experience of working in the microfinance sector.
2. **Arvind Kumar** has joined Saija as ABM , he has worked in RAWE rural agriculture
3. **Rajiv** has joined as an ABM with an experience in Bajaj Allianz life insurance
4. **Randhir Kumar** has joined as an ABM. He has experience in microfinance sector.
5. **Sanjeev Kumar** has joined as a Senior Assistant (F&A) and has earlier worked in Sarweshwari Infotech system PVT Ltd