



SAIJA
Empowering through Microfinance

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A Monthly Newsletter
From
Saija Finance

October 2010

**From Editor's
Board**

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The Editorial Team of “Saija Darpan” releases the seventh edition of the monthly newsletter for the month of October’ 10. The month witnessed the participation of Saija members in national and International platform and the implementation of new policies in the Organization.

Regards,

Editorial Team



Participation of Saija in national and International Forum

BWTP-SAMN Invest Aisa Market Place-2010 (Srilanka)

The Asia Microfinance Forum 2010 was convened by The Banking With the Poor Network (BWTP) and it took place in Colombo, Sri Lanka, October 12-15 2010. The three-day Asian Microfinance Forum 2010 wrapped up bringing to a close of conferences, panel sessions and seminars all of which were well attended by almost 500 delegates from 50 countries who were in Colombo for the event as well as many local industrialists, bankers and other interested parties. Mr. S.R Sinha Chairman cum MD of Saija Finance Private Limited attended the event

Training on Leadership in Individual Lending

Mr. Vijay Kumar, Head Commercial attended the training program on leadership in individual lending in Tanzania. He says that this has been one of the best training he has ever attended and it has been possible because of International collaboration of Saija . Mr. Vijay is grateful to Saija for providing him the golden opportunity. Apart from getting classroom training, he was also exposed to operations of AKIBA Microfinance Bank and he got an opportunity to understand microfinance in Tanzania

Livelihood Pathways for the Poorest

A training on livelihood Pathways for the poorest was organized by BASIX & Grameen Foundation, USA at Royal Residency, Bodh Gaya, Date on 5th Oct'10. As a part of this Action Research Project "Livelihood Pathway for the Poorest", the main objective of the Livelihood School was to identify a complete set of services, financial and non financial, that are required to service the poorest. Mr. Anjan Dasgupta, CFO , Saija Finance Private Limited participated in this training program

Induction Training

The Induction Training program was conducted with a batch of 17 participants who were training Field Executive. The main objective of the program was to provide them commercial training and make them aware about our organization and it's mission & vision with their responsibilities.

Capacity Building

**Best Employee
of the Month**



Rishikesh , Field Executive of Hajipur branch, Amit Kumar and Ravi Ranjan ,Field Executive of Patna Branch has been selected as the best employee for the month of October'10. They have achieved their targets and this exhibits their great commitment towards the Organization

NEW Policies

Operations

The department came up with the Administrative Policy , Home verification guidelines and roll out and implemented the decentralization of cheque signing

HR and Commercial

The department came up with the Fuel Policy. The main objective behind the implementation of the policy was

1. Increasing the productivity of staff
2. Improving the quality of operations
3. Reducing the operational cost by bringing down the per unit cost of operation
4. Motivating the staff by providing them with extra money as fuel allowance

**Implementation
of Software**

The OMNIEnterprise Software was implemented and is live in three branches of Saija, Patna , Patna Sahib and Hajipur branch.

**CDC to invest \$10 mn in Indian microfinance funds**

At a time when the microfinance industry is in the limelight, CDC, the UK government's development private investment arm, and the parent company of Actis, has committed another \$10 million investment in microfinance funds, taking its total investment up to \$120 million in Indian microfinance funds.

CDC, which acts as a fund of funds and has been created to invest through fund managers in poor and emerging countries, will be an anchor investor in the fund Lok Capital II.

Lok Capital II, which is sponsored by New York-based not-for-profit organisation Lok Foundation, has also received investment from the International Finance Corporation (IFC) and European development finance bodies for onward investment in a range of new and established Indian microfinance institutions (MFIs) and businesses. The fund aims to raise a total of \$80 million, with CDC's 10-year commitment as the largest.

Lok's first fund, Lok Fund I, was the first MFI-focused private equity fund in India to attract foreign investment. The fund attracted a total of \$52 million and has made nine investments in MFIs across India, serving more than 5.5 million customers.

"Estimates put the current annual micro-credit demand in the country at around \$22 billion from 245 million low-income families, but the supply from microfinance institutions was only about \$7 billion last year," said Venky Natarajan of Lok Advisory, which will manage the fund.

Source: 26 Oct, 2010, 04.11AM IST, Sudeshna Sen, ET Bureau The Economics Times

Employee Interface



Prabhat Kumar

Senior Field Executive, Patna Branch

Shree Prabhat Kumar has joined Saija on 23rd May, 2008 as Credit Officer. He is a hardworking and a committed employer who has been promoted from credit officer to FE to Senior FE

According to him, he has learnt a lot from Saija. He has gained confidence while working in the company. His view is that the love and respect that he gets from others is only due to his relationship with such a good company, Saija.. According to him “Work is worship” and no work is big or small. He said that he will continue to work in the company with the same commitment as he has been doing since two and a half years.

Customer Interface



Group Name: Subadra Maiya

Client Name: Sangita Devi

She has heard about Saija from her neighbour and so she decided to take loan from the company. She is very happy with the functioning of the company. The interest charged by the company is less and it gives money on time. She is satisfied with the company and wishes to continue the relationship with Saija by taking more cycles of loans

New members in the SAIJA family

SAIJA welcomes

1. Dinesh Kumar who joined Saija as BOE. He is a B.Com graduate and is a fresher
2. Ajit Kumar Tiwari joined Saija as a BOE and he is a B. Com graduate and has worked one year as a server controller in Idea cellular and two years as an Accountant in Black Diamond Techno