

## FROM THE EDITOR'S BOARD

We, the editorial team of "Saija Darpan" have the pleasure of launching the 19<sup>th</sup> edition of the monthly newsletter.

## CHAIRMAN'S MESSAGE

Dear Saija team,

As you are all aware, over the last few months the microfinance sector in India has been facing a very rough weather and as with other MFIs, Saija also could not remain unaffected. Since the funders today, have gone on a wait and watch mode, our aspirations of higher planned expansion and outreach has been drastically curtailed.

However it is because of the commitment and perseverance of the entire Saija team that we are today recognized as a value driven, transparent and quality conscious organization. We continue to be the only NBFC MFI headquartered out of Bihar and are recognized by various bodies for our good work in one of the most challenging and difficult environment.

The lean business period has been used to by us for necessary introspection and further refine our systems and processes so as to fully gear up to meet the challenges of tomorrow when we anticipate a more structured and organized microfinance environment. We have been tirelessly working towards building a transparent organization which provides great value to all its stakeholders. The old adage--when the going gets tough the tough gets going--has been lived to the hilt by the Saija team.

Let us keep the winning spirit high and sunny days shall soon be here again.

## BUSINESS SNAPSHOT

Total Clients	12032
Active Clients – SMR	10783
Active Clients – SKR	1249
Portfolio Outstanding (million)	48.9
Branches	7
Districts Served	5
Total Staff	81

## 50<sup>TH</sup> ANNIVERSARY OF ACCION

Saija's partner Accion, a USA-based pioneer and leader in global microfinance, celebrated its 50<sup>th</sup> Anniversary on 17<sup>th</sup> October 2011. The event was attended by Accion partners and other luminaries in the financial and social sector across the globe. Our CMD, Mr. S.R. Sinha was part of the gala celebration.



## CAPACITY BUILDING

### Training on Monitoring guidelines

To discuss the steps of Monitoring guidelines & its importance in branches & field, the BM, ABM & Auditors have undergone the training program on Monitoring during the month of October 2011. The main objective of the training was to

- To oversee the staffs adherence to process and procedures
- To identify the gaps in implementation of process
- To aware about the events occurring in the field, which will have impact on client servicing
- Improve performance of branches

### Entrepreneurs Development Training Program:

The pilot testing of Entrepreneurs Development Training Program was done in Patna Sahib Branch. The program was attended by Saija Mahila Rin clients. The program was highly interactive with the clients finding the program very useful for running their small businesses effectively.



(Entrepreneurs Development Training Photo)

## CLIENT'S INTERFACE

Geeta Devi, of "Laxmi" Group from Danapur Branch, is in her 2<sup>nd</sup> loan cycle. She bought a Piko Machine from loan taken through Saija. She is Single mother who does tailoring to meet the needs of her two sons and two daughters. Saija has helped her grow her business significantly over the last 2 years where she is now able to meet the increasing demands of her family. She is ever thankful to Saija for the help rendered.

