

CHAIRMAN'S MESSAGE

Friends,

Recently RBI announced the SFB qualifiers list .SAIJA MISSED BY A WHISKER. We were found a year behind in meeting the qualifying requirements. HOWEVER the good news is -

- 1- RBI is to soon announce ON TAP approvals when the gestation period shall not apply.
- 2- With most of the big players becoming a SFB, we have a huge potential to grow fast and get a strong foothold in the market.
- 3- There is a great interest from global investor community to invest in MFIs that applied but failed to get the licence in the first round.

We are developing ourselves in the most difficult geography of the country. WE SHALL SOON GET THE PRIDE OF PLACE and wide recognition catapulting us into a full service bank like BANDHAN much ahead of many of the currently approved SFB .

We are well on way to another year of record business growth.

As I speak , we have received sanction of 15 cr. of tier two capital .This shall help us mobilize almost 75 crores of fresh low cost loans both domestic and off shore.

Let us keep the SAIJA FLAG FLYING.

Best Wishes
Shashi Ranjan Sinha

BUSINESS SNAPSHOT

Total Clients	136480
Active Clients – SKR	8475
Active Clients – SMR	128005
Portfolio Outstanding (Crores)	157.05
Branches	36
Districts Served	20
Total Staff	417

NEW INITIATIVES

INAUGURATION OF BC MODEL @ BIHARSHARIF

The Inauguration of BC model of business was done on 15th July'15 by Mr Sukesh Ranjan, BC Coordinator, IDBI, Regional Office, Patna and Mr Nusrat Muzeeb, Branch Head IDBI, Biharsharif. Saija has initiated this business in collaboration with IDBI bank in Biharsharif. A big round of applause to Mr. Shubham Vineet, Head Operations, without whom this would not have been a grand success. On the day of Inauguration we disbursed term loan of Rs 25000/- each to 65 clients.

LAUNCH OF MUDRA CARD



Much awaited event, launch of Mudra card took place on 26th Aug'15 in Patna. Two of our clients Ms Shaila Devi and Ms Sunita Devi were given MUDRA card from honourable State Minister of Finance in the Centre, Mr Jayant Sinha. Saija is the first MFI in India to provide Mudra Debit Card to its clients.

CODE OF CONDUCT ASSESSMENT (COCA)

Saija has been graded- "A" in the "Code of Conduct Assessment" conducted by Access Assist in Aug'15.

UPGRADATION OF ICRA RATING

ICRA has upgraded the Banking facilities rating of Saija from BB+ to BBB- (pronounced ICRA triple B minus)

SAIJA RECEIVES SANCTION OF US \$ 7 MILLION UNDER ECB

We have received sanction of US \$ 7 Million loan under the External Commercial Borrowing (ECB) route from the World Business Capital to support the expansion plan of Saija's microfinance lending activities.

WORKSHOP ON POVERTY MEASUREMENT PROGRAM

Mr Soubhagya Ranjan, Manager (Strategy) attended training on Poverty Measurement on 7th & 8th September'15 in Bhubneshwar, conducted by Grameen Foundation, and sponsored by DFID & SIDBI.

MFIN WORKSHOP

MFIN initiated “Workshop of HR Heads” was held on 10th & 11th Sep’15 in Gurgaon. Ms Sweta, Assistant Manager, HR attended the workshop. The session was quite interactive and few action points like *Standardization of Training, Creation of MFIN Google of HR* for sharing good practices, issues or ideas, *Formation of HR Bureau, Guide for good practices on HR standards* were discussed to make the forum more viable and effective.

TRAININGS @ SAIJA

SKILL DEVELOPMENT PROGRAM



Rural Development & Self Employment Training Institute (RUDSETI) conducted a comprehensive Program to ensure that the rural unemployed population is trained with basic skills sets, which will make them employable in the MFI sector. We have successfully trained 23 candidates who were awarded certificate by “RUDSETI” and appointment letters from “Saija Finance” for various profiles like Field Executive, Solar Executive and Branch Operational Executive.

COMMUNICATION FOR SUCCESS

A two day workshop on “Communication for Success” was held on 13th & 14th July’15 which was taken by renowned trainer & life coach, Mr Faisal Wahedi of Grameen Foundation. The Workshop was attended by HODs, Regional Managers, Unit Managers and Branch Managers. The sessions were interactive and very useful more so as it was based on real life cases from microfinance industry.

INTERNAL TRAINING

- Unit wise training for BMs & ABMs on GRT, Monitoring, HR Policies, Code of Conduct & revised RBI guidelines was conducted in August ’15.
- To enhance the domain knowledge of BOEs state wise IT Training was conducted in Aug & Sep’15. The session was taken by IT Team
- IT Security & Awareness training was organised for HO Executives, BMs, ABMs and BOEs in Aug & Sep’15 respectively. The session was taken by Training Department and IT team

CELEBRATION @ SAIJA

Saija had a gala celebration on the eve of Independence Day. The celebration commenced with a quiz competition, based on Indian history followed by the announcement of winners & distribution of gifts.

CORE VALUES COMPETITION

Activities to reinforce the Core Values are ongoing in the company. As a part of this process we had organized a “Core Value Competition” in which the participants, through a small write up had to quote the instances where their colleagues, be it boss, peer or junior, displayed distinctive adherence to company’s Core Values. We received overwhelming responses from branches & Head Office which goes to prove Saijaites commitment to its Core Values. The winners were duly felicitated

EMPLOYEE SPEAK

Name : Ranjeet Kumar
Date of joining : 16th August 2012
Designation : Regional Manager
Place of Duty : Jharkhand



“I joined Saija as a Branch Manager and today I am working as a Regional Manager. What a great leap in my professional career thanks to Saija for believing me and my credibility. Before joining Saija I had prior experience of other Microfinance Company but I found Saija as the most transparent and system driven organization. During the span of 3 years I have been able to acquire rich experience which has helped me in my career progression. This would not have been possible without the support of my superiors.”

CLIENT SPEAK

Name of the client: : Savita Devi
Group Name : Mahalaxmi
Cycle : 4th
Occupation : Grocery Shop
Branch : Patna



“Saija is an idol in my life. It gave me immense support and paved the way for new avenues. Gone are the days when I had to look at others to fulfil the needs of my family. Today I am self sufficient. I own a grocery shop with different product lines. It gives me enormous satisfaction when I see my kids going to school as now they can chase their dreams. I have also contributed in the construction of my house. I am confident and self reliant. Thanks to Saija for bringing an incredible change and transforming my life completely.”