

Trident

MONTHLY UPDATES OF PEOPLE AND ACTIVITIES OF
TRIDENT MICROFINANCE

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Another milestone:

We have crossed Rs.200 cr of loan disbursement in this Financial Year during the month of March. Both South and North regions have crossed Rs.100 cr. disbursements each.

New loan product: Loans for Educational Infrastructure:

We have started sanctioning loans for educational infrastructure to eligible educational institutions. The first loan of Rs.3 lac was released to an educational institution, Sri Ratna Educational Society at Patancheru under our Sangareddy branch. Another four proposals are under active consideration.

Trident enters Madhya Pradesh:

We have pleasure in informing that we have commenced our operations in Madhya Pradesh state. Our first branch in Madhya Pradesh was opened on 29.03.2010 at Chhindwara. Mr.Ramakrishna, Senior Manager-North (operations) opened the branch and on the very first day of opening we have disbursed loans to the extent of Rs.2.20 lac.



Chhindwara Branch opening by
Mr.Ramakrishna, SM(North-Ops)

Other branches opened by us during March 2010 are at Zaheerabad, Tandur, Bhainsa and Bodhan. We now have a total of 60 branches in three states (Andhra Pradesh, Maharashtra, Madhya Pradesh).

Borrowing Operations in full steam

New Sanctions received in March'10:

State Bank of India	-Rs.15 cr.
Lakshmi Vilas Bank	-Rs.5 cr.
Central Bank of India	-Rs.10 cr.
YES Bank	-Rs.5 cr.

Additional sanctions/releases received in March'10:

State Bank of Mauritius	-Rs.5 cr.
HDFC Bank	-Rs.6 cr.
Development Credit Bank	-Rs.5 cr.
SIDBI	-Rs.5 cr.
	(2 nd tranche)

State Bank of India (new)	-Rs.7 cr.
(out of Rs.15 cr. sanctioned)	
ICICI Bank (new)	-Rs.5 cr.
Central Bank of India	-Rs.5 cr.
(out of Rs.10 cr. sanctioned)	

Expected to be released in April:

Maanaveeya Holdings	-Rs.5 cr.
	(2 nd tranche)
Allahabad Bank	-Rs.5 cr.
	(2 nd tranche)
Royal Bank of Scotland	-Rs.5 cr.
	(2 nd tranche)
(formerly known as ABN Amro)	

New sanctions expected in April:

Oriental Bank of Commerce	-
	Rs.10 cr.
Andhra Bank	-Rs.15 cr.

Portfolio Audit by M2i consulting company:

A Delhi based microfinance management and investment consulting company – M2i consulting – conducted a loan portfolio audit and system study of our company in Feb'2010. We have pleasure in informing

you that the firm has reported several positive features about Trident. Some of them are:

- The loan portfolio quality of Trident is very good with PAR₃₀ of 0.03% only.
- Trident has established standardized processes and procedures, efficient tracking system for over dues as well as reasonable monitoring system and internal audit.
- Adherence to prescribed processes and documentation requirements is generally good.
- Human Resource quality of the organization is very good and will contribute significantly to the achievement of growth plans of the organization.
- Members of the senior management team are professionals with significant experience in microfinance and banking. The profile and experience of the senior as well as middle management is a major strength of Trident and will contribute significantly to its growth.

Some points which require improvement/action on our part mentioned in our report are as under:

- Loan portfolio needs to be further diversified across geographical regions and economic activities.
- Some discrepancies in the names of the clients recorded in the KYC documents and as mentioned in the MIS data of the organization were observed.

We congratulate all the operating and planning functionaries for the above comments of an independent consulting firm. Let us not rest on our laurels. Let us improve the business more systematically and also follow well established recovery procedures and continuous education of our clients, maintaining transparency in our operations.

15 Tips to Stay Positive in Negative Situations

There are times when we must go through negative situations. Maybe people say something negative about us, or they show rejection or even resentment against us. In such situations, it may be difficult to stay positive. We may be inclined to react negatively to them. That won't do us any good though; doing so will just make the situation worse. People may behave even more negatively to us. Our day would be filled with anger and disappointment. At the end, nobody wins.

Though it's not easy, it's important to stay positive in negative situations. Beat the negative situations by staying positive. Here are 15 tips on how to do it; pick the ones that work for you:

1. Never respond when you are not calm. If you are not sure that you are calm, don't respond. Take time to calm yourself down first.
2. Take a deep breath as a first step to calm yourself down.
3. Speak in gentle tone to reduce the tension of the situation.
4. Realize that you can find opportunities in negative situations. Albert Einstein said: "In the middle of every difficulty lies opportunity."
5. Look at the content of what people say to you for something positive that you can act upon to improve yourself. Don't just reject the whole messages.
6. For the rest of the messages which is negative, simply ignore it.



CONGRATULATIONS! Birthdays –April 2010

We have 70 + employees celebrating their birthdays in this month. While we would have loved to name each one but...

May be separate newsletter is required to do so.

We wish every employee a great day and years to come.....



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7. Maintain positive view of the people. Maybe you don't like their messages or behavior, but that doesn't mean that you can hate them personally.

8. Realize that having negative feelings will just hurt you, not them. So there is no reason for you to have any negative feeling.

9. If you make mistakes, be open to admit it.

10. If you make mistakes, remember this quote by George Bernard Shaw: "A life spent making mistakes is not only more honorable, but more useful than a life spent doing nothing."

11. If you can, listen to a motivational audio program to feed positive thoughts into your mind.

12. Talk to a positive friend who can encourage you.

13. Remember your favorite quotes to give you inspiration and motivation. This is one reason why you should have quote of the day.

14. Look at the negative situations as your training sessions for real life. The higher you climb in life, the worse the negative situations would be, so you'd better be prepared for them.

15. Realize that you can't please everyone. In fact, nobody can. Sometimes you need to just let some people go. Realizing this will relieve you from a lot of unnecessary burden so that you can focus on the people that you can positively interact with.

Trident Operational Summary (as of Mar 31, 2010)

Clients (active)	174,873
Loan outstanding (in Rs.000)	1386,607
Cumulative Loan disbursement (in Rs.000)	3200,888
Repayment rate	99.81%
Average loan size	9387
Branch (total)	60
North	35
South	25
Staff (total)	425
HO	38
Urban	155
Rural	232

Microfinance conference

The Managing Director along with the senior management functionaries from Finance attended the National Microfinance Conference on 17th and 18th March 2010 at New Delhi. The theme of the conference was *Financial Inclusion and Responsible Microfinance*.

FIVE QUESTIONS FOR... MR. DAYANAND ACCOUNTS OFFICER (HO)



In each issue, this feature will victimize one (un) lucky Trident staff to be subjected to a round of five questions.

1. What were you doing just before joining Trident?

- Worked in a State Govt. corporation (APEDC) for 25 years.

2. What do you do in your free time?

- I like to watch cricket

3. What are the problems you faced due to recent curfew in your area?

- Transportation problem
- There is a problem for school going children and they suffer a lot.
- Increase of cost in daily commodities like vegetables, milk etc.

4. What do you do if you win Rs.1 million on lottery?

- I will give all the money to my colleagues. Hahaha...

5. What is your happiest movement in your life?

- For me, every movement is a happiest movement. ☺

DISCLAIMER: Views expressed herein are solely those of the editors and do not necessarily reflect the views of the management of Trident Microfin Private Limited. Please write to tridentvoice@tridentmicrofin.com with your feedback/ suggestions.