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# Trident

MONTHLY UPDATES OF PEOPLE AND ACTIVITIES OF  
TRIDENT MICROFINANCE

## Times

**WE HAVE CELEBRATED SECOND ANNIVERSARY ON 7<sup>TH</sup> OF JULY 2009**

### TWO YEARS - OUR JOURNEY SO FAR.....

We thought this news letter should focus on the developmental journey of the Trident from the last couple of years. First why the name “**Trident**”. It was a dream of three friends (two of them are associated directly with the Trident even today) to start an MFI working for the poor with innovative approach.

While Kishore decided couple of years ago to fructify this dream into reality by starting Trident Seva Society in July 2007. We transformed slowly into an NBFC after taking over Annapurna Financial Services (P) Ltd and scaled up operations initially in three districts spread out in two states.

In June 2008, an opportunity knocked at our door in the form acquisition of The MaxWealth Trust which eventually closed in September with acquisition of portfolio along with infrastructure and staff.

This acquisition was strategically important because it created a synergy between Trident present operations and its long term growth strategy. This was the first acquisition of its kind in the country in MFI sector.

With the stable Legal form, we focused on strengthening the second line. We have inducted eminent developmental professional as Directors of the Board to advise in building prudent strategies for the company. We have currently 5 Board members - Mr Shubhankar Sengupta, Mr T N Sasidhar, Mr Vishal Bharat, Ms Mona Kachhwaha and our Managing Director Mr Kishore Kumar Puli. We also strengthened our second line by constituting a Senior Management group who independently look after the respective departments.

In the beginning of this calendar year we moved into a well furnished Head Office and have recruited qualified professionals with prior relevant work experience to head the Finance, MIS and IT requirements recently.

With the strong Senior Management, sound operations and well support back office Trident started in a right earnest way to mobilize resources required for operations by approaching various banks. We have received good response from them and success points are:



Sl. No.	Name of the Bank	Loan Sanctioned (Rs.)
1	Indian Overseas Bank	7 Cr.
2	Union Bank of India	2 Cr.
3	Karnataka Bank	5 Cr.
4	HDFC Bank Ltd.	2 Cr. (addl)
5	AXIS Bank	5 Cr. (addl)

Loans in the pipeline are:

- State Bank of Mauritius - Rs.10 Cr.
- ING Vysya Bank - Rs.10 Cr.
- South Indian Bank - Rs.5 Cr.
- State Bank of Travancore - Rs.10 Cr.
- NABARD - Rs.2 Cr.

(Equity support)

Our proposals are at various stages of processing with several other banks.

### Way Forward

Trident is planning for a rapid expansion plan in this year. Currently we are working in 10 districts spread out in two states. We plan to expand into 50 branches mostly in rural areas by the year end.



WISH YOU A **HAPPY INDEPENDENCE DAY**  
TO ALL THE MEMBERS OF TRIDENT FAMILY  
“Long years ago we made a tryst with destiny, and now the time comes when we shall redeem our pledge, not wholly or in full measure, but very substantially. At the stroke of the midnight hour, when the world sleeps, India will awake to life and freedom.”  
Jawaharlal Nehru



## CONGRATULATIONS!

### Birthdays –August 2009

- Aug 1: Y.Nagaraju (Rajendranagar, CRO)  
Aug 3: K.Vinod Goud (Sangareddy, CRO)  
Aug 5: V.Srinivasulu (Fatehnagar,CRO)  
P.Sudhakar (Sangareddy,CRO)  
Aug 6: Shivaiah Sura (Luxettipet,CRO)  
M.Srinivas (Punjagutta, ABM)  
G.Krishna Reddy (Rajendranagar,BM)  
Aug 9: K.Mahankala Rao (Alwal,ABM)  
Aug 10: Md.Ishthyak (Manthani,CRO)  
Aug 11: K.Ravi (IDPL,CRO)  
Aug 12:PrakashWaghmare(Chandrapur,CRO)  
G.SurendraMaroti(Godavarikhani,CRO)  
P.Vidhya Sagar (H.O.,IAA)  
Aug13:MahendraSontakke(Chandrapur,CRO)  
E.Amruth (Yousufguda,BM)  
Aug 15: K.Sravan kumar (Mancherial.CRO)  
A.Rajesh (Vanasthalipuram,BM)  
Aug 16: P.Chenchubabu (Kawadiguda,ABM)  
D.Laxman (Bellampally,CRO)  
Aug17:T.Satyanarayana(Godavarikhani,CRO)  
Aug 18: Y.Kishore (Chandrapur,CRO)  
P.Vinayak Kumar (Golkonda,CRO)  
R.Ravi Kumar (Lexettipet,CRO)  
B.H.P.Singh (Saidabad,BM)  
Aug 19: V.Maheedhar (H.O,AVP)  
Aug20:M.NarsimhaRaju(Godavarikhani,CRO)  
Aug 23: K.Vittal (Bhongir,CRO)  
Aug 28: Kishore Kumar Puli (H.O.,M.D.)  
Aug 30: D.Thirupathi Rao (Fatehnagar,CRO)



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### Trident Operational Summary (as of July 31, 2009)

Clients (active)	90,645
Loan outstanding (in Rs.000)	500,817
Loan disbursement (in Rs.000)	1,380,881
Repayment rate	100%
Average loan size	8400
Branch (total)	31
North	13
South	18
Staff (total)	259
HO	37
Urban	118
Rural	104

## FIVE QUESTIONS FOR...

One of the Best CRO in  
Trident FY 2008-09,  
Mr.L.Ganesh



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 starting Trident?

Was studying, this is his first job.

### 2. What do you do in your free time?

Likes spending time with family

### 3. What is your favorite movie?

Nagarjuna Movie-Shiva (Telugu)

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

Wants to donate 20% to Orphanage and 80% to his family

### 5. Tell us something that would surprise us.

Received Best Cricketer award in 2004 from his college.

**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](mailto:tridentvoice@tridentmicrofin.com) with your feedback/ suggestions.