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# Trident

MONTHLY UPDATES OF PEOPLE AND ACTIVITIES OF TRIDENT MICROFINANCE

## Times

### Double Century!!!

Trident has scored a twin century in this month. The first century is of crossing over cumulative bank borrowings of Rs 100 crores and the second one is of disbursing Rs100 crores in the last 8 months.

#### Bank Borrowings over Rs.100 Cr.

Due to the ongoing recession and economic slowdown the flow of bank funds into the sector is down to just a fraction of what it was couple of years back. In spite of such a scenario Trident was successful in leveraging its capital and adding new banks to our existing lenders.

In November our cumulative borrowings have crossed Rs.100 Cr. mark. We were able to mobilise debt facilities from different kinds of banks – be it domestic or international, public and private and other investment funds. Our current status of borrowing palate is as follows.

SL. No.	Name of the Bank	Loan Sanction Amount Rs.in Cr.
1	HDFC Bank	21.70
2	ABN Amro Bank	21.00
3	AXIS Bank	18.75
4	State Bank of Mysore	10.00
5	Maanaveeya Holdings & Investments Pvt. Ltd	10.00
6	Indian Overseas Bank	7.00
7	Karnataka Bank	5.00
8	State Bank of Mauritius	5.00
9	United Bank of India	5.00
10	DCB	3.25
11	ING Vysya Bank	3.00
12	Corporation Bank	3.00
13	Union Bank of India	2.00
	Total	<b>114.70</b>

*Amount of loans sanctioned from the beginning of our company.*

#### Disbursements Cross Rs.100 Core

We achieved this mile stone by the mid November although our target was to do it before end of this calendar year.

For a company which disbursed Rs 6.5 Crores in first year and Rs.76.5 crores as whole in the next year completing this feat in less than 9 months is an important milestone.

These achievements were possible only with the full co-operation, hard work of our experienced field staff. These milestones have demonstrated the zeal and commitment of the Trident staff in reaching the unreached.

#### UID Project

The government has appointed Infosys Technologies co-chairman Nandan Nilekani as head of the authority for Unique Identity (UID) process. To give a background this project aims to provide a unique identification number to every citizen of India. This unique ID is being generated by obtaining finger biometrics.

As a part of this process Mr Nilekani had a meeting on 12<sup>th</sup> November with CEOs of all leading MFIs at Bangalore. Explaining about the strategy every Indian will be registered with bio-metric device by taking impression of 10 fingers. As registering 1.1 billion in the country is a mammoth task he wants to leverage on the network of MFIs

like Trident who are working in rural and remote locations. He requested MFIs to take up the responsibility of enrolling the low income community (for issuing UID) with whom MFIs are working.

Although UID is quite innovative and beneficial, the irony is, that the project does not have neither funds to pay MFIs for taking up this additional responsibility nor will be able to provide hardware support. Keeping the long term benefit both for the MFIs (credit bureau implementation) and the country the MFIs were willing to cooperate and take up this job.

#### Highest disbursement in November 2009

- Our Chandrapur branch disbursed Rs.1.08 Cr.

- Karimnagar – Urban branch disbursed Rs.1 Cr.

## The Echo of Life

A man and his son were walking in the forest. Suddenly the boy trips and feeling a sharp pain he screams, "Ahhhh!" Surprised, he hears a voice coming from the mountain, "Ahhhh!" Filled with curiosity, he screams: "Who are you?", but the only answer he receives is: "Who are you?" This makes him angry, so he screams: "You are a coward!", and the voice answers: "You are a coward!" He looks at his father, asking, "Dad, what is going on?" "Son," the man replies, "Pay attention!"

Then he screams, "I admire you!" The voice answers: "I admire you!" The father shouts, "You are wonderful!", and the voice answers: "You are wonderful!" Then the father explains, "People call this 'ECHO', but truly it is 'LIFE'! Life always gives you back what you give out. Life is a mirror of your actions. If you want more love, give more love! If you want more kindness, give more kindness! If you want understanding and respect, give understanding and respect! If you want people to be patient and respectful to you, give patience and respect! This rule of nature applies to every aspect of our lives." Life always gives you back what you give out. Your life is not a coincidence, but a mirror of your own doings.



## CONGRATULATIONS! Birthdays –December 2009

- Dec 2:**E.Rajashekhar (Kagaznagar, BM)  
**Dec 5:**G.Venkatesh(Karimnagar-Urban,CRO)  
**Dec 12:**A.Suresh Kumar (Chennur, CRO)  
**Dec 21:**K.Rajkumar (Addagutta, ABM)  
**Dec 28:**Rakesh Boduwar (Ballarpur, CRO)



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## Trident Operational Summary (as of Nov 30, 2009)

Clients (active)	112,875
Loan outstanding (in Rs.000)	866,033
Loan disbursement (in Rs.000)	2,114,182
Repayment rate	100%
Average loan size	8757
Branch (total)	39
North	21
South	18
Staff (total)	286
HO	35
Urban	102
Rural	149

## FIVE QUESTIONS FOR... Good performer in Trident lady staff & Max. Groups formed in September'09 Ms.W.Praneetha, CRO (Nagpur 1 Branch)



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

- What were you doing just before starting Trident?  
 - I was doing a Computer Operator job in Real Estate office (I am new to Microfinance work)
- What do you do in your free time?  
 - Spending time in watching TV
- What is your favorite movie?  
 - Kuch Kuch Hota Hai (Hindi)
- What do you do if you won Rs.1 million on lottery?  
 - I will give all money to my mother
- Tell us your experience in Trident.  
 - I learn a lot in Trident  
 - with good training, full motivation from our BM and my hard work, I am trying to do best in my work  
 - We never leave from office before 8 pm

**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.