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Trident

MONTHLY UPDATES OF PEOPLE AND ACTIVITIES OF
TRIDENT MICROFINANCE

Times

THROUGH BORROWER LENS...

Story of our first borrower:

It is been exactly two years from today when Trident began its journey. We disbursed our first loan on June 27, 2007 although formal opening of the office was on July 07.

The first loan was disbursed to Potharaju Lakshmi a borrower from Tilaknagar in Mancherial. Lakshmi is now a third time borrower and we thought it would be a good idea to capture her (also our) progress.



Lakshmi (group of five) has taken the loan of Rs 10000 for Saree's business. She is in this business from last five years. She buys sarees from a wholesaler at Mancherial and goes around the surrounding slums and villages in an auto and sells them. The saree payments can be made in installments and the cost of the sarees generally range from Rs 200 – 600 maximum. She utilizes this loan amount as working capital and can manage even when there is delay in customer payments.

She has two children – a boy and a girl and her husband works in an optical shop. Lakshmi informs that this is the first time she has taken a loan from any MFI, the alternate was always a money lender.

With this investments she says her business grew very well and earns a profit Rs 2 – 3K per month after deducting all her expenses. She is able to support her son +2 fees in a private college.

When asked about borrowing from other MFIs, she is not willing to do so. She feels very comfortable with our field staff (in her language, “sirs”) and our prompt and quick payment collection methods.

WE ARE GROWING

“Yes, our brand image is getting popular”

- ♣ More than 140 candidates attended for CRO walk in interview conducted at Mancherial Regional Office in June last week. For the first time we had such a large pool of candidates attending for recruitment test. Most of the candidates were referred by our borrowers.
- ♣ 12 Trainees and 2 more Audit Assistants have joined the trident family during this month.

FINANCE AND FUNDING

- ☀ We have received Rs 7 Crore from Indian Overseas Bank as Term Loan during second week of June.
- ☀ Our proposals for Term Loans with Karnataka Bank, Union Bank of India, State Bank of Mauritius and ICICI Bank Ltd are at an advanced stage.
- ☀ CRISIL will start its rating exercise of Trident in July first week.



CONGRATULATIONS! Birthdays -July 2009

- July 1: M.Laxmi(Fatehnagar, CRO)
K.Sheshagiri Rao(Area Office, UM)
- July 2: K.Ram Babu(Nagole, BM)
- July 4: N.Sudarshan Reddy(Alwal, ABM)
M.Mahesh(Nampally, CRO)
- July 6: M.Srinivasulu(H.O., UM)
Ch.Hari Krishna(H.O., IAS)
- July 10: P.Mahipal Reddy(Area Office, RM)
M.Vijayalaxmi(Saidabad,ABM)
- July 12: J.Vilas Rao(Ballarpur,CRO)
- July 15: Reddy Ramesh(Kagaznagar,CRO)
B.Premnath(Punjagutta,BM)
- July 16: T.Vasavi(H.O.,Executive Asst.)
P.Hussain(Alwal, CRO)
- July 17: C.Amarnath Reddy(H.O., S.A.)
- July 18: P.Nagaraju(Punjagutta, CRO)
- July 27: K.Pandurangam(Miyapur,CRO)
- July 28: R.Subhakar Rao(H.O., SM(O))
Sk.Basha(Golkonda,BM)
P.Srinivas(Nampally,CRO)
- July 29: K.Sujatha Rani(Yousufguda,ABM)

Trident Operational Summary

(as of June 30, 2009)

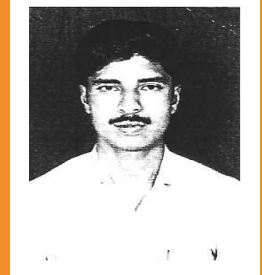
Clients (active)	88,020
Loan outstanding (in Rs.000)	4,43,831
Loan disbursement (in Rs.000)	12,46,832
Repayment rate	100%
Average loan size	8334
Branch (total)	31
North	13
South	18
Staff (total)	236
HO	36
Urban	116
Rural	84



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FIVE QUESTIONS

FOR... One of the
Best CRO in Trident
FY 2008-09,
Mr.Ch.Srinivas



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 working as Field Assistant in SKS

2. What do you do in your free time?

Reading Books

3. What is your favorite movie?

Pokiri (Telugu)

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

Wants to start a business with half of the amount and donate the other half to any Temple

5. Tell us something that would surprise us.

Received a Top Cricket Player award in 1999 for Nizamabad District

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.