

Trident

MONTHLY UPDATES OF PEOPLE AND ACTIVITIES OF TRIDENT MICROFINANCE

Times

▶▶ BRANCH EXPANSION	1
▶▶ FOCUS ON AGRICULTURAL CROP LOANS	1
▶▶ NORTH REGION CROSSES ₹ 100 CR. OUTSTANDING	1
▶▶ MOBILISATION OF RESOURCES	1
▶▶ HR INITIATIVES	1
▶▶ FIVE QUESTIONS	2

Branch Expansion

We are glad to inform you that in September 2010 we have opened branches at Medak, Gajwel, Siddipet, Kamareddy, Dharmabad, Khanapur, Parbhani, Indore, Ratlam, Asta, Jabalpur-2, Raison, Sehore, Indore-2 and Narayankhed



Gajwel Branch inauguration by Mr. Harish, Sr. VP (Ops & HR)



Medak Branch inauguration by Mr. Ramakrishna, AVP (North-)



Siddipet Branch inauguration by Mr. Vamshidhar, AM



Narayankhed Branch inauguration by Mr. Venkatram Reddy, Bellwether

The branch expansion has been quite brisk and we have opened as many as 15 branches in the month of September itself.

Focus on Agricultural Crop Loans

The excellent monsoon in almost all the areas of operation of Trident has resulted in a brisk demand for crop loans. Hence, our branches have been fairly active in mobilizing business for crop loans in JLG model. The total loans disbursed under crop loans category as on 30.09.10 is ₹10,146,3000 to 7597 borrowers. The major crops for which crop loans have been given are turmeric, rice, vegetables, sugar cane, onion etc. Several banks have also been approaching us for buy out arrangements for agricultural loans. Hence, the coverage in this sector is likely to increase in course of time.



Field visit to Zaheerabad alongwith bankers

North Region crosses ₹100 Cr. Outstanding

The North region of Trident have crossed portfolio outstanding of ₹.100 Cr. as on 30th September. The off take of loans in both North and South regions has been quite brisk, thanks to the dedicated efforts being made by all the operating functionaries under the guidance of the senior management. We are confident of achieving the portfolio outstanding of ₹.500 Cr. by 31.03.2011.



North Region crossed ₹ 100 Crore Outstanding Celebrations at Mancherial

Mobilization of resources from the banks

We have pleasure in reporting that we have received a sanction for a term loan of ₹.20 Cr. from another private sector bank.

Our efforts in getting additional loans sanctioned from the existing banks as well as approaching new banks are in full swing.

HR Initiatives

The addition to Trident team at senior level during the month is Mr Sridhar K who has joined us as Sr. Manager. He comes with a Seven years experience in Banking and Operations. Mr Sridhar will be looking after the operations for Mancherial Region.

Mr Prasanth V Regy who has joined us as Associate Vice President – Special projects. He comes with Eight years experience in handling Strategic and Technology Initiatives. Mr Prasanth will be looking after the School – Finance and other Special projects.

Mr Pradeep Nagurkar who has joined us as Sr. Manager – IT. He comes with a decade of experience in handling ICT Sector. Mr Pradeep will be looking after the ICT requirement of the company.

Mr Bharathula Venkateswarlu who has joined us as Sr Manager Audit and Risk Management. He comes with vast experience ranging above 26 years in internal audit, banking, asset liability management and risk management. Mr Venkateswarlu will be looking after the Internal Audit and Risk Management department of the company.

LAWS-JUST FOR FUN

Law of Mechanical Repair - After your hands become coated with grease, your nose will begin to itch.

Law of Gravity - Any tool, nut, bolt, screw, when dropped, will roll to the least accessible corner.

Law of Probability -The probability of being watched is directly proportional to the stupidity of your act.

Law of Random Numbers - If you dial a wrong number, you never get a busy signal and someone always answers.

Law of the Alibi - If you tell the boss you were late for work because you had a flat tire, the very next morning you will have a flat tire.

Variation Law - If you change lines (or traffic lanes), the one you were in will always move faster than the one you are in now (works every time).

Law of the Bath - When the body is fully immersed in water, the telephone rings.

Law of Close Encounters -The probability of meeting someone you know increases dramatically when you are with someone you don't want to be seen with.

Law of the Result - When you try to prove to someone that a machine won't work, it will.

Law of Biomechanics - The severity of the itch is inversely proportional to the reach.

The Coffee Law - As soon as you sit down to a cup of hot coffee, your boss will ask you to do something which will last until the coffee is cold.

Law of Logical Argument - Anything is possible if you don't know what you are talking about.

Wilson's Law of Commercial Marketing Strategy - As soon as you find a product that you really like, they will stop making it.

Doctors' Law - If you don't feel well, make an appointment to go to the doctor, by the time you get there you'll feel better. But don't make an appointment, and you'll stay sick.

Special Note

As we are getting bigger, accommodating birthdays in this limited place is becoming difficult. However, as we are sending a separate mail, you may like to wish the staff members celebrating birthdays.

We will try to bring in news about special occasions like marriages, child birth and new joiners at the middle management in this space.

We request the readers to send the information to vasavi@tridentmicrofin.com to include in the next issues.

Mr.S.Anwar Basha, CRO, Kawadiguda Branch getting married on 10th October 2010 at Kurnool.

We wish the new couple a happy married life.



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Trident Operational Summary (as of September 30, 2010)

Clients (active)	247,680
Loan outstanding (in Rs.000)	1,816,191
Cumulative Loan disbursement (in Rs.000)	4,781,423
Repayment rate	98.86%
Average loan size	10,050
Branch (total)	97
North	52
South	45
Staff (total)	655
HO	70
Urban	165
Rural	420

FIVE QUESTIONS FOR... TALLEST ELIGIBLE BACHELOR... MR.GIRIDHAR, MANAGER (ACCOUNTS & FINANCE)



1. What were you doing just before joining Trident?

- Enjoying life in CA Firm.

2. What are the qualities that you are looking out in the bride?

- Simple and understanding with my family.

3. How are you feeling working with Trident?

- I am very much comfortable because my reporting officer encourages me to introduce new systems.

4. Tell us about something that you felt proud about?

- When I cleared my CA Inter.

5. Is there something that you want to share with us?

- Nothing

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.