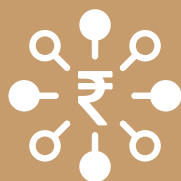


FRESH ROUND OF EQUITY INFUSION IN SAMBANDH



Sambandh has successfully completed its fresh round of equity infusion of USD 2.5 Mn from Base of Pyramid Asia (BOPA) Pte. Ltd (received USD 1.25 Mn in the 1st tranche). This additional inflow of capital will help Sambandh in geographic expansion in existing and newer areas. Further, it will also provide the necessary resources to bring in new technologies in its operation. Sambandh also stands to benefit from the international technical expertise of BOPA and will utilise the same to diversify its product portfolio and client engagement efforts in order to reinforce the presence in the region. Earlier in March 2018, *SIDBI and Dia Vikas Capital Pvt Ltd*, existing institutional investors of Sambandh had reposed their faith by participating in the round of Equity Infusion as well.



SAMBANDH
FINSERVE PRIVATE LIMITED
"Enduring Relationships..."

BOPA
BASE OF PYRAMID ASIA

Augmenting Clients' Financial Capabilities



As part of 2nd phase of FL & WE initiative under the SIDBI-PSIG program, the financial literacy training consisting different modules have been taken up for 12000 clients. The 3rd phase of the program has already started and that will facilitate the linkages between the clients and

Government Schemes as well as Banks. Under this program, 12 Vitta Sakhis (Women Financial Advisors) have been identified, trained so that they can reach out to the fellow women clients in their respective areas and assisting them in taking informed decisions of financial aspects and extend their support on their linkages with different Govt. Programs. Additionally, the Master Trainers (MTs) under this initiative have helped more than 140 clients in linking them with several Government Schemes in the month of July 2018 itself.

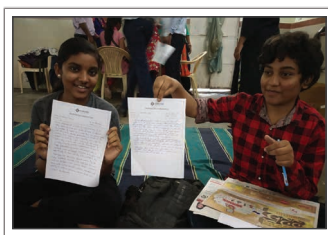


Partnership with ICICI Foundation

ICICI Foundation has been successfully running the ICICI Academy for Skill to develop a pool of energized and skilled youth from the underprivileged background. This helps in provisioning employment opportunities for the youth in different growing sectors at the entry level. Sambandh has been recruiting some of the skilled youth from the centers located in Chhattisgarh and Odisha since 2016. Besides that, Sambandh is encouraging ICICI Foundation to show the doors of their skilling centers to the unemployed and college/school drop-out siblings of its clients. To make it a more formal association, both the entities signed an MoU this month at the Corporate Office of Sambandh in Rourkela.



Drawing & Hand-writing Competition



The SPM & PE team organised a "Drawing & Hand-writing" competition by inviting the children of the clients' in the Sundargarh district. About 44 children took part in this event and were all jubilant in show-casing their individual

skills with respect to art. The winners of the event were all duly acknowledged in presence of their parents and provided with goodies and certificates.



Snapshot | 31st July, 2018

States in Operation	3
Districts	23
Branches	54
Clients	146646
Portfolio (In INR Mn.)	2449



Trainings organized during the month

Risk Training Program



As part of the ADB technical assistance, a training program on risk management was organized for the Senior Management team members. In the training program, every department was advised to develop risk indicators that relates

their respective work. Subsequently they were encouraged to maintain departmental risk register to understand the risk profile of their respective departments and the possible coping mechanisms. Mr. Nandan Bisht, an experienced consultant from ADB having profound industry knowledge conducted the first phase of the training, the 2nd part of the training will be organized in the month of August 2018.

I-LEAD (Integrated Leadership Exploration & Development Program)

The 2nd batch of the one-day program was organized for the Area Managers (AM) by the training team during this month. This part of the training was focused on the soft skill development, more importantly on the effective communication part. Leadership videos of Area Managers and second line managers were recorded during the program, which will be shown during the monthly HSD (Human Skill Day) activity at the branch level. The HSD, as earlier published in the previous issue of the newsletter, is targeted towards the personality development skill-sets of the field level staff; it is being organized every month at all of the Sambandh's branches.

Induction



Induction program for 15 fresh recruited candidates was organized – those include the newly recruited Management Trainees for the first time in Sambandh. They were all briefed about their job roles, core principles of microfinance, code of conduct, RBI guidelines related to microfinance operations, Sambandh culture and many other things including field exposures. After the induction the MTs were then posted in different branch locations and in other support departments of Sambandh.



Successful Story of Ms. Seema Devi

Seema Devi, aged 35 years, of Joram Bartoli, Simdega, Jharkhand, runs a small restaurant by employing her art of cooking to earn her living. Her family consists of five members including two daughters and one

son. Her husband drives an auto rickshaw for living. The earnings from both the sources had not been enough to feed the family of five and meeting other household expenses. However, when she came to know about Sambandh and its financial services, she immediately gathered other indigent women from her neighbourhood to form a group called Sri Ram JLG for availing a loan. She invested a part of the loan amount for repairing of the auto rickshaw and rest she invested in adding snacks and other required items in her petty restaurant. She says, "it was a perfect timing to get my 1st loan, as that helped me meeting many of our household requirements and as it was so easy to repay to the visiting loan officers, so soon after repaying my 1st loan, I again applied for the 2nd loan to invest in my business."

Updates

- Asian Development Bank's (ADB) Technical Assistance – The Strategic Business Plan for the next Five Years has been in place with the expert input from the ADB team and the unrelenting effort from the Corporate Strategy team.
- The Next Board Meeting of Sambandh is scheduled in the 1st week of September.
- Mr. Manoj Felix Ekka, Dy. Chief Manager – Operations Department is going to participate at the prestigious Boulder MFT Program in Turin, Italy.
- An Exposure visit of Sr. Management to understand the operational model and IT integration, is planned to Alliance for Microfinance in Myanmar, one of the strategic investee company of BOPA.

Snapshot from the Field



Visitor from Basix Consulting

New Branch Opened



IB Thermal Branch

