

TRUST MICROFIN NETWORK



Annual Report
2007-08

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1.0 Introduction

Trust MicroFin Network (TMN) is a new generation, second tier microfinance institution (MFI). It nurtures small, non – Government Organizations (NGOs) and enables them to mature as full-fledged, sustainable NGO-MFI. In the process, it supports the NGOs, who are community based and have experience of working with women groups for their social and/ or economic empowerment. TMN enters into partnership with potential NGO-MFIs and assists them with loan fund and institutional development support in initial phase of their operation as MFI. It builds their capability to access fund from other financial institutions and deliver microfinance services in favour poor households, who are economically active.

TMN has emerged from the efforts of a select group of professionals having experience in supporting and professionalizing the efforts of NGOs towards development activities, specifically in microfinance and livelihoods. It is registered as a trust under Indian Trusts Act, 1881. It is mandated to work as an incubator for supporting NGO in their transformation to develop as NGO-MFI. Besides this, it also provides services to its partners for promotion and scale-up of livelihood activities, being undertaken by them. It commenced its work in 2006.

Its regional focus lies in under developed states of India. Presently , it has been serving number of NGOs in Bihar, Jharkhand and U.P.; .that are working for poverty reduction and women empowerment with significant community base in form of women SHGs and are determined to undertake microfinance as their core activity. It has gradual plans of expansion with NGOs in Uttarakhand and Rajasthan. The initial choice to work in Bihar, Jharkhand and U.P is logically evident from the following table.

Table 1: Logic to work in Bihar, UP & Jharkhand

STATES	BIHAR	UP	JHARKHAND	ALL INDIA
C D Ratio (Dec 2006)	31.2	42.9	34.3	75.1
SHG Bank Linkage (Cumulative No. of SHGs-06)	46,221 (2%)	161,911 (7%)	30,819 (1%)	2,238,565
SHG Bank Linkage (Cumulative Bank Loan Rs Mn-06)	1,052.19 (0.92%)	5,153.54 (4.5%)	1,114.60 (0.98%)	113,975.43
Reach of financial services: Ratio of Demand Deposit Accounts to adult population (2005)	33%	57%	44%	59%
No. of Poor (BPL) (in 2004-05 in Mn)	29.01	45.82	10.04	238.49
Assuming half of the poor households (BPL population/5.5) need 6000/- credit p.a., then total credit requirement (in Million)	15,832.63	24,992.73	5,672.73	130,085.45

The concept of genesis of TMN with the objective of nurturing start-up NGO-MFIs lies in the experience of its promoter, The Trust Consulting (TC), a Lucknow based consulting firm. The key consultants of TC used to provide services for development initiatives to number of organizations promoting microfinance and livelihood across the country, including that to Small Industries Development Bank of India (SIDBI). Based on its learning from field, TC conceived the idea of nurturing the NGO in north India for transformation into NGO-MFI. The idea garnered encouragement, motivation and support from SIDBI. Thus, TMN was founded to act as an incubator for promotion of NGO-MFI in north-India with initial grant-cum-loan support from SIDBI. The initial efforts of TMN was further strengthened by Sir Dorabjee Tata Trust (SDTT) with their financial grant assistance. SDTT support is designed for acceleration scale-up of livelihood promotion in U.P. as one of microfinance plus intervention. Promoters of TMN express their gratefulness in explicit words to SIDBI and SDTT for their timely support to the cause of poverty reduction in north India.

With this historical foundation, the vision, mission and objectives of TMN have been formulated, which are as follows:

Vision

The vision of TMN is to create a vibrant movement of micro finance and micro enterprises in under-served states of north India from the viewpoint of microfinance intervention; specially in UP, Bihar and Jharkhand for improving the lives of poor people living there.

Mission

The mission of TMN is to support and assist NGOs to become sustainable micro finance institutions (MFIs) reaching out to large number of poor people. Towards this, TMN plans to supplement for financial inclusion of poor people with livelihood and enterprise support services overtime as an integrated package.

2.0 Broad objectives

2.1 Financial Intermediation (viz. Micro credit, savings, insurance etc.)

TMN provides bulk credit to partner agencies in its network, who are in form of registered society/ trust/ federation/ section 25-c companies etc.. It does not provide retail micro finance directly to women groups.. Further, it facilitates linkages with insurance suppliers for providing comprehensive services to the member partners.

2.2 Institutional Development Services (viz. Group formation, leadership, book keeping, Documentation etc.)

TMN provides institutional development support to its partners through training, exposure, hand-holding and other capacity building inputs. The services go in form of mentoring and monitoring support to them. The inputs are need-specific. Development of adequate skill is central to institutional development and inputs are centered around field operation, book-keeping, livelihood promotion and documentation.

2.3 Enterprise Development Services (viz. Marketing, business development, technology/ skill training, sub sector analysis etc.)

This is the third service offered to network partners. Micro enterprise development is taken up to strengthen the credit off-take of the partners.

2.4 Social Services (viz. Education, health and nutrition, literacy training etc.)

These activities are not taken up by TMN but are independently taken up by partners for strengthening their micro finance services.

3.0 Specific objectives

TMN is an incubator for NGO-MFIs to enable the NGOs to attain a certain scale of operations and have consistent performance. Once, they accomplish it, they are facilitated for developing linkages with other bulk lenders and mainstream banks. Simultaneously, TMN continues to provide support services to the growing MFIs, as it is not possible for small MFIs to attract the right talent to the small district towns where their operations are based.

In pursuance of its objectives, TMN works with select group of NGOs (as partners) and enables them to undertake microfinance and livelihoods as their core activities. Its interventions are focussed to trigger organizational development processes within the NGO. This in turn, facilitates systems within partner NGOs to shift their mindset from welfare mode of activities to a financially sustainable, economic mode of activities. TMN aims at poverty reduction and economic empowerment of poor through involvement of NGO and intermediations of micro-finance.

4.0 Members in TMN

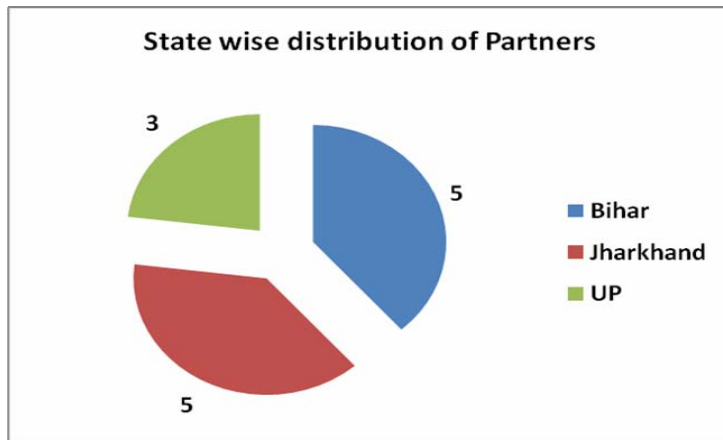
Select group of NGO are partners of TMN. Most of them are eminent in their respective operational areas. They are well known in the district for their consistent community mobilization efforts and efficient delivery of project outputs. They are involved in forming women self-help groups in the community. Earlier they were engaged in linking the groups to banks for accessing

increasing amount of credit for the members. However, their efforts were limited; as even if their efforts succeeded in the first linkage, repeat assistance by banks was not normally forthcoming. Secondly, the long delay in processing their credit need, resulted in a credit delivery timing that hardly matched with the time of actual requirements of the members. Hence, this prompted NGOs to explore microfinance service delivery by themselves with structural transformation into MFIs. By being member of TMN, they are enabled to play effective role in putting microfinance industry at a sustainable and demonstrative platform in their respective areas of operation.

4.1 Location of TMN members

TMN commenced its network activities with focus in north India specifically in the states where microfinance industry is still in its

Figure 1: State-wise distribution of Partners



nascent stage. Presently, its members are located in the pockets of Bihar, Jharkhand and U.P. The state-wise list of partners along with their addresses, area of operation and name of contact person is available in form of Annexure -1. State-wise distribution of partners at the end of FY 2007-08 is shown in fig- 1.

4.2 Rationale of microfinance with TMN members

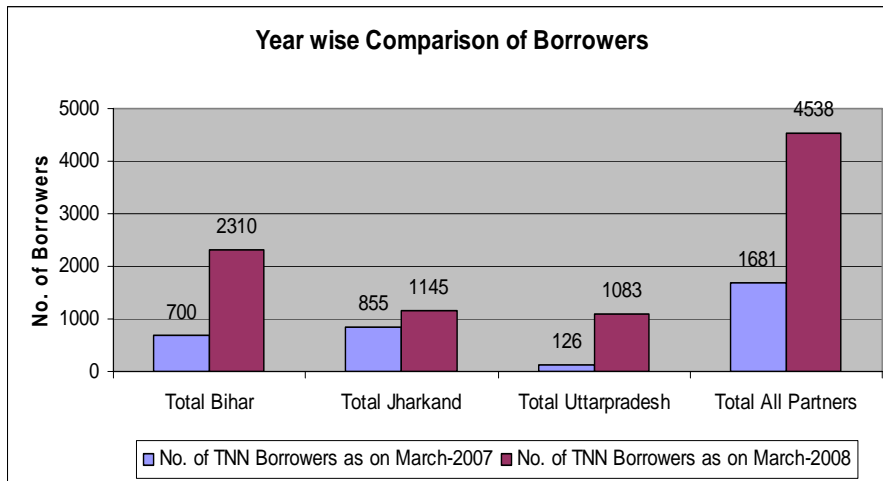
The NGOs undertake microfinance as their core activity to provide continuous financial services to the groups promoted by them. The underlying rationale for them are as follows:

- To reduce the poverty of the client/member groups
- To provide microfinance plus services so that even not so entrepreneurial poor are able to take benefit of financial services.
- To achieve operational sustainability themselves, so that they are able to provide these services continuously at charges that are just and affordable by the members.

5.0 Microfinance loan from TMN and its Borrowers

TMN is a second-tier MFI which provides financial and other support services to NGOs for providing microfinance services to their clients. NGO with an intention of transformation into an MFI are the clients of TMN. TMN treats the nascent NGOs as its partners. Almost all the partners are relatively new to microfinance having small portfolios. Most of them have started microfinance for the first time with loan extended to them by TMN. However, they are keen to meet standards of the industry and trying to enrich their portfolio and quality of services in order to achieve both the objectives of poverty alleviation and self-reliance. TMN provides loan for a period of 2 years and collects repayment in monthly/ quarterly instalments, whereas partners

Figure 2: Comparison of Borrowers

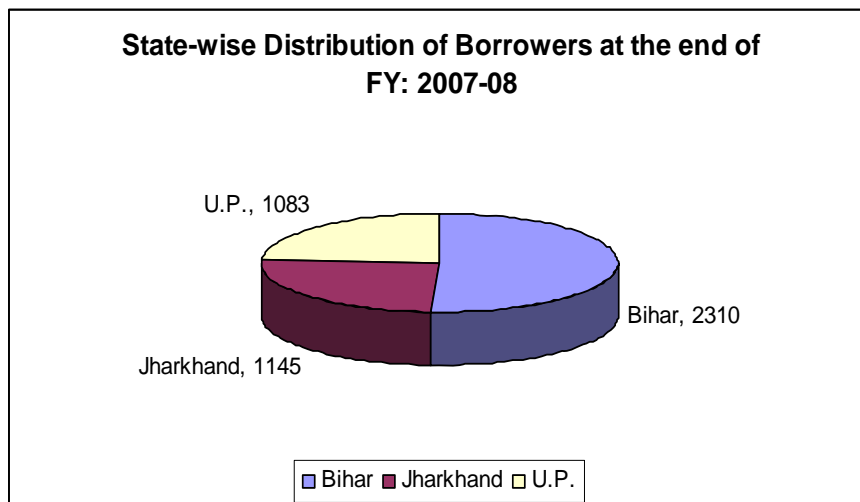


provide loan to end users for a period of 26 weeks to one year and collect repayment on weekly/ monthly basis. The liberalist market policy at TMN allows its partners to charge a sustainable rate of interests from their clients. However, it ensures that it is competitive in market,

helps to move the organization towards operational sustainability and also not usurious for the end users. The interest charged by TMN from its partners is linked with its cost of borrowing from the financial sponsors. Besides interest, the other terms and conditions which is again linked with term of borrowing from its loan suppliers, are also applicable to NGO partners.

The number of borrowers of the partners, supported by TMN fund, stands to be over 4500 at the end of FY 2007-08. Majority of borrowers belong to SC and OBC. Since, most of the borrowers are in first cycle of loan, the loan amount disbursed to them varies between Rs.3,000 to Rs.6,000. In case of second cycle or loan for

Figure 3: State-wise distribution of borrowers



buffalo rearing, the amount disbursed has gone up to Rs.12,000. The loan is disbursed through Joint Liability Group (JLG) mechanism. The JLG are sub-set of a larger group called as Self Help Groups (SHG). It is mandatory to have 2 to 4 JLGs in one

SHG formed by the partners. The loan is exclusively in the nature of Income Generation Loan (IGL) and it is granted only after successful completion of training on loan product. The state-wise distribution of borrowers and comparative progress in number are depicted in fig- 3.

5.1 Loan received and disbursed

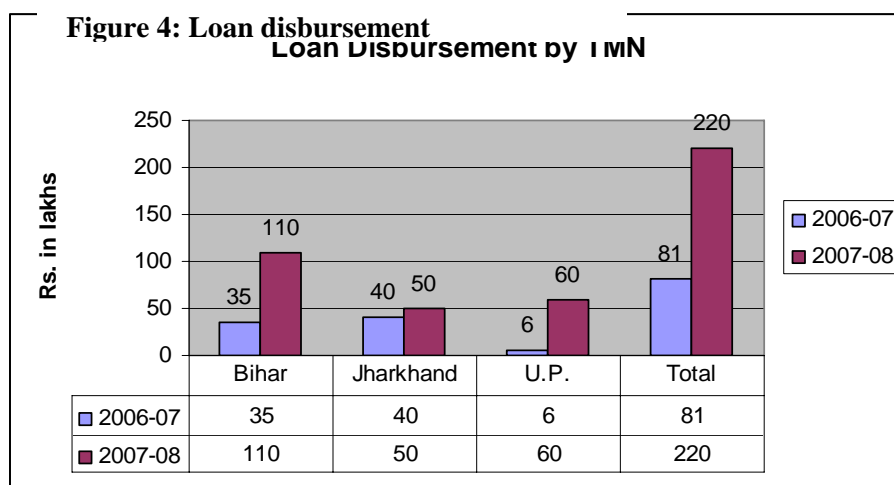
TMN obtained loan from SIDBI and its promoter, Trust Consulting. The first loan from SIDBI was sanctioned in the second half of 2006. It was for an amount of Rupees 8 Million only. The second loan for an additional sum of Rupees 20 Million was sanctioned in the year 2007-08. Out of the second loan, only a sum of Rupees 16 Million was released. Hence, the total loan amount received was to the tune of Rupees 24 Million. Besides making regular repayments in instalments as per agreed terms, the loan amount was circulated amongst the partners for onward lending to end-borrowers, along with surplus earning from operations. The detail of loan received and disbursed so far since inception (in last two years) is as follows:

Table 2: Detail of loan received and disbursed

SI	Particular	2006-07	2007-08	Total
1.	Loan received from SIDBI source (Rs. in Million)	8.00	16.00	24.00
2.	Loan received from other sources (Rs. in Million)	0.00		
3.	Amount earned from circulation (Rs. in Million)	0.10		
4.	Loan disbursed (Rs. In Million)	8.10	22.00	30.10

TMN disburses loan in amounts ranging from Rs.0.1 to Rs.2 Million depending on demand, stage of maturity, and growth of partners. Every demand of loan is scrutinized through a 'Credit Committee (CC)', constituted internally in TMN, on the merit of proposals received. The detail of loan disbursed to partners is summarized in Annexure -2. With gradual growth of portfolio at individual partner's end, TMN insists on diversification of portfolio with borrowing from other FI and facilitates its mobilization. State-wise distribution for disbursement of loan during the years 2006-07 and 2007-08 are presented below.

It is evident that partners in U.P. absorbed proportionately higher dose of loan as compared to their counterparts in Bihar and Jharkhand. This is due to the fact that partners in U.P. were absolute first-timer in microfinance sector, whereas those in Bihar and Jharkhand, though



small, had already developed some portfolio. Hence, the former could not attract financial support from other sources, whereas the latter could mobilize loans from other financial institutions (FIs), including mainstream banks. This clearly shows that first batch of TMN partners from Bihar and Jharkhand are growing out of their incubation phase. Even in Bihar, our partner NGO C-DOT who was absolutely new was supported by TMN during its initial phase due to lack of fund support from elsewhere.

The distribution of loan in percentage terms for TMN partner (state-wise) during the year under report and change in disbursement percentage are shown below.

Figure 6: Change in distribution %

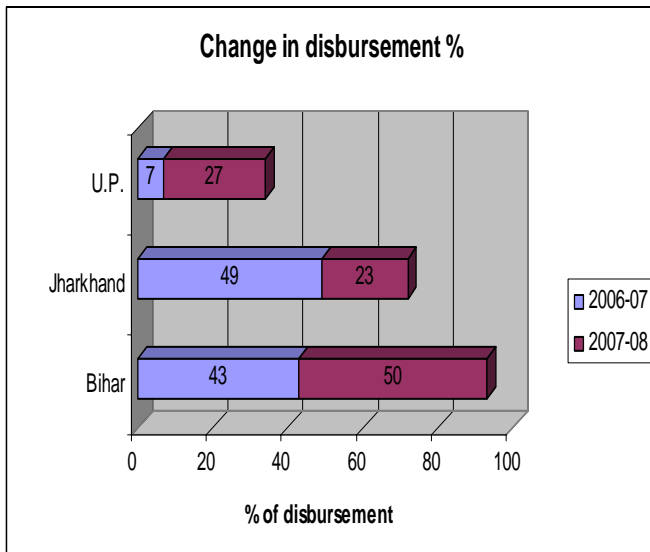
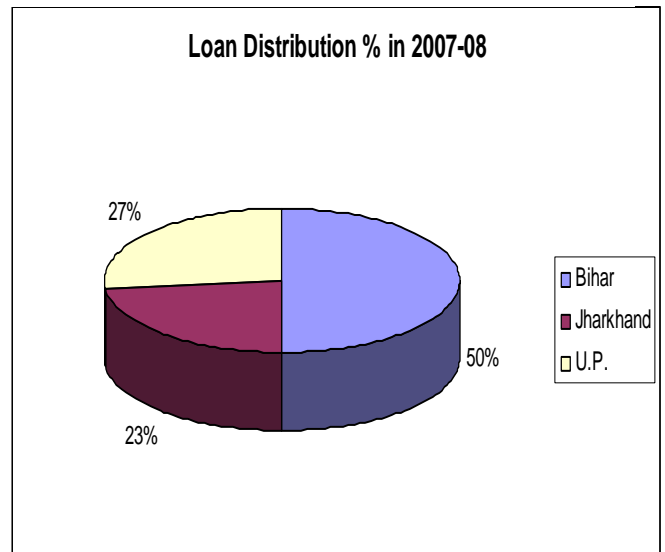


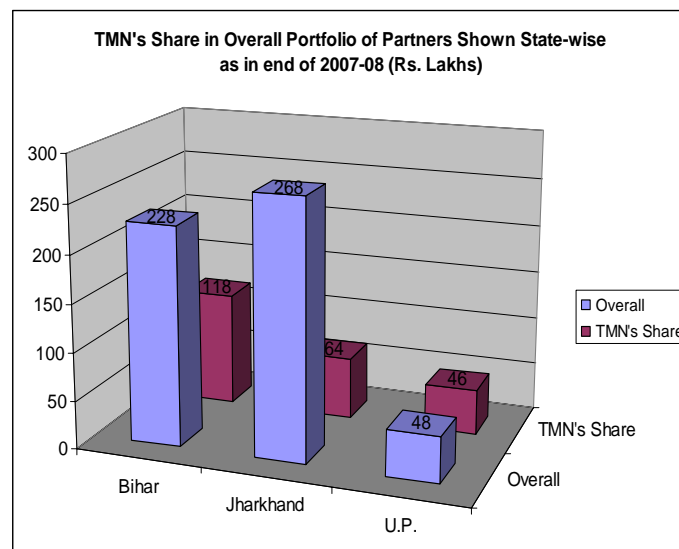
Figure 5: % of Loan distribution



5.2 On-Time Repayment (OTR) and Portfolio outstanding

It is to the credit of TMN that all the partners were disciplined and maintained a track record of 100% On Time Repayment (OTR). The portfolio outstanding with its partners at the end of FY

Figure 7: State-wise portfolio

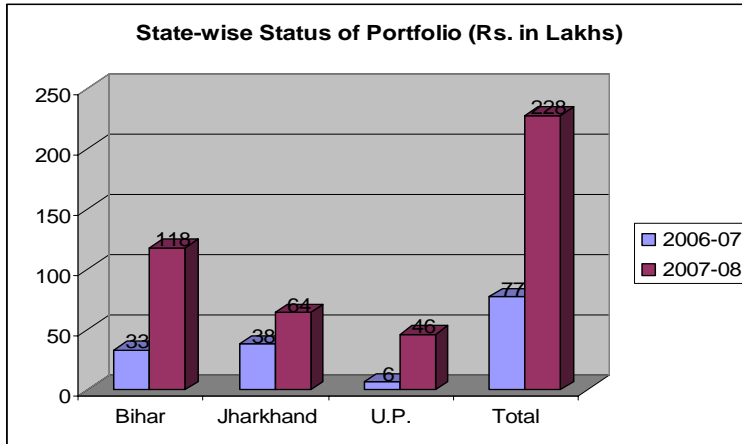


2007-08 was approximately Rs.22.80 Million. The state-wise

growth of portfolio over the years since its inception has been shown in fig-7.

As indicated earlier, TMN encourages its partners to arrange fund from other financial institutions and move out of the incubation phase. Many among the TMN partners have been able to obtain funds from other sources. The list of fund providers to TMN partners in the year 2007-08 is available in Annexure - 3. Partner-wise share of TMN in their overall

portfolio has been presented in Annexure – 4. Diagram given below shows the proportion of TMN share (State-wise) in the overall portfolio of its partners during the year 2007-08.



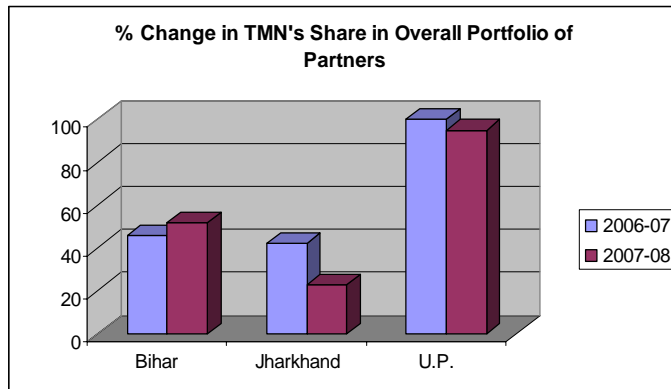
The percentage of TMN's share in its partner's portfolio at the end of FY 2006-07 was 46, 42 and 100 for Bihar, Jharkhand and U.P. respectively. At the end of FY 2007-08, it has changed to 52, 23 and 95 respectively for corresponding states. The change % is depicted in the fig.

The maturity of NGO towards diversification of fund, their dependence on TMN and transformation towards MFI have been found to be directly related with their age and category in microfinance at the time of entry in partnership with TMN. The following table shows the age and category of partners.

Table 3: Age and category of partners

Sl.	State	No. of Partners	Age in MF	Category
1.	Bihar	5	0 – 2	Start- up to nascent
2.	Jharkhand	5	> 2 years	Nascent
3.	U.P.	3	0	Start-up

Hence in Jharkhand, the maturity appeared quick and there was a significant decrease in TMN's share in terms of percentage. In contrast in U.P., the decrease is not very significant as, being start-up MFIs, they could not mobilise fund from elsewhere. However, they could rotate the fund available with them. In Bihar, there was a little increase in the share of portfolio with partners. It is due to the fact that the start-up NGOs (2 in number), built their portfolio with assistance of TMN.



The overall share of TMN in cumulated portfolio of its partner was 46% and 41% respectively at the end of FY 2006-07 and FY 2007-08 respectively.

6.0 Institutional Development

Capacity building towards transformation of NGO in the form of a sustainable MFI is central to the objective of TMN. Therefore, besides on-lending support to its partners, it integrates the following:

- Monitoring in the form of supportive supervision
- Mentoring through hand-holding and exposures
- Trainings based on requirement and need assessment
- Interaction in specific forums
- Hardware and software support
- Administration and Operational support including Salary and stationary

Monitoring and mentoring visits were conducted on a regular basis. Each of the partners was visited at least once in every quarter. These visits enabled them to develop and fine-tune systems and procedures for field operation as well as for accounts and MIS. Support through hand-holding and practice sessions were the norms during such visits. They were supported in preparation and submission of proposals to other FI's.

Training on specific themes was organized for various levels of staff members. The information on training events conducted by TMN is included as Annexure- 5. In addition, the partners were put across with other capacity building agencies too. This included IRMA, MicroSave and Sa-Dhan. Exposure visits to well functioning MFI's were also arranged. The partners also undertook exposure visits to SONATA, KSA and YUVA. Besides this, lateral learning at local clusters were also encouraged.

Two specific meetings were held with CEO's of partner organization to discuss the progress of network partners and build vision towards microfinance business in their area of operation. One 'Management Committee' comprising of representatives from all the three states was also constituted to support partner's growth and functions of TMN.

Out of 13 partners, 10 were supplied with computers. The software newly developed by TMN was also subjected to preliminary tests at two locations. However, the software development is still underway and it would be installed at other partners' location too, once it stabilizes to meet the requirements. Partial salary and stationary support were also provided to partners under provision of grant.

7.0 Transformation Stride

The year 2007-08 was notable for TMN. During the period, it established a sound base of its network in U.P., Bihar and Jharkhand. With financial intermediation and institutional development support from TMN, all the partners were able to build their internal systems and procedures. This enabled them to expand their outreach, increase the portfolio and also to attract fund from mainstream banks and development institutions. By the end of year, out of its 12 partners, who

joined in 2006-07; three of them segregated their microfinance from other development works of NGO. They registered independent agencies for their microfinance operations. Kanchan Seva Ashram located at Muzaffarpur (Bihar) registered Trust Microfin Services, while one other Muzaffarpur based organization named as Gramin Jan Kalyan Parishad, registered a Microfin Society for the purpose. Similarly, in U.P., Youth for Voluntary Action (YUVA) registered a trust for its microfinance functions under the name, YUVA Microfin Trust. Bhartiya Micro-Credit, which is a new entrant to TMN's fold, is a first timer in microfinance. It is a dedicated microfinance service provider incorporated as a 'not for profit company' under section – 25. It has its head office at Lucknow. Presently, it operates in and around Sitapur District in U.P.

TMN acts as an incubator and accelerates transformation of NGOs to NGO-MFIs. Within two years of intervention support from TMN, two of its partners, one each from Bihar and Jharkhand have been able to submit proposals to SIDBI. The proposals are under active consideration by SIDBI. Other organizations too have been able to get a loan support from other financial institutions (Annexure-3).

8.0 How we select our partners?

TMN prefers to work with small NGOs, who have a 'vision for development' and sound rapport in the field. They should also have a base of at least 50 Self Help Groups (SHG) of women with them. It selects its potential partners through an extensive process, which includes assessment on the basis of following:

- Interaction with the promoter and/or Chief Executive of the organisation
- Meeting with staff members
- Field visits including interaction with groups promoted by the organisation
- Going through books of accounts
- Observation on activities at hand
- Seeing records and documents of the organization.

Assessment of the organization is filtered through a two stage visit. Firstly, TMN executive undertakes visit fields of NGO, assess their quality of work and give recommendations for support. Thereafter, a senior staff member visits them and qualitatively assess as to whether it qualifies for support as partner of TMN or otherwise. TMN also uses existing networks and groups of NGOs to identify potential partners.

9.0 Microfinance Plus

TMN initiated activities on "MF Plus" services under financial assistance from Sir Dorabjee Tata Trust, Mumbai. The "MFplus" mainly includes necessary interventions required for livelihood scale-up, consequent to orientation on microfinance. The livelihood plus were limited to NGOs in U.P. only. Identification of potential resources and opportunities existing in the area are underway. The project aims to arrange appropriate linkages necessary for scale-up of livelihood options being practiced by its microfinance clients.

10.0 Profile of Trustees

VINOD JAIN (Managing Trustee)

Mr. Jain has more than two decades of experience in the field of development. Having acquired a degree in Agriculture Engineering from Indian Institute of Technology (IIT), Kharagpur, and after working for corporate sector for five years, he joined the development sector with a national level NGO—PRADAN in 1986. He worked on grassroot level micro-enterprise development and livelihoods promotion in Uttar Pradesh (1986 to 1999) with PRADAN. He ventured into development consulting (since 1999) on institutional/organizational development of microfinance, livelihoods and poverty alleviation programmes and worked as a consultant with many organisations, to name among a few —SIDBI, SEWA Lucknow, FWWB, Sa-Dhan, RGVN, CARE, Aga Khan Foundation, DFID, DPIIP, World Bank, OXFAM, and UNDP.

He initiated the network, Trust Microfin Network, as a support organization to small grassroot level NGOs/MFIs to facilitate provisions of financial services to the poor population in Bihar, Jharkhand and Uttar Pradesh. He is also actively leading a team of senior development professional as a State Resource Agency in Uttar Pradesh and Bihar on a DFID supported development initiative.

MITHILESH KUMAR JHA (Trustee and Executive Director)

Mr. Jha has a post graduate degree in Zoology with specialization in Entomology. He worked in the states of Bihar, Madhya Pradesh and Manipur under the aegis of Central Silk Board (CSB), Government of India; in various capacities for research and development of sericulture. In 1996, while working as the Deputy Director for CSB; he proceeded on voluntary retirement to work as a freelancer for community development activities. His 22 years' of service tenure in CSB also includes lien to a national level NGO, PRADAN for a period seven years (1986 – 1993).

Further he has also worked as a development consultant with several governmental and non-governmental bodies, some of which include—Agriculture Finance Corporation, CAPART, Grameen Development Services, World Bank supported projects, MP Sericulture Project etc.

MOHD ASIF ZAIDI (Trustee)

As a rural development professional with a degree in Geology, he has gained ample experience in understanding communities at grassroots throughout India. His working experience includes organizing and capacity building of communities as well as in establishing and implementing new projects, setting up teams and recruiting professionals, fund leveraging and fund management, liaisoning and networking. He has also worked on microfinance and micro-enterprise promotion through Self Help Groups (SHGs), dairy development and market linkage support in selected areas and watershed projects. He has worked in the development sector with a national level

NGO—PRADAN for more than two decades in various capacities- reaching a level of Programme Director.

TEJINDER SINGH BHOGAL (Trustee)

He has over 15 years of experience in direct project implementation work, and over eight years of experience as a Capacity Building & Organizational Effectiveness Consultant. For the past nine years, he has been a Rural development Consultant with a focus on organizational effectiveness (OE), capacity building, organizational development (OD) and human resource development (HRD). He provides trainings & consultancy services in the areas ranging from Leadership, Team Building, Conflict Resolution, Communication, Performance Appraisal & Monitoring; and developing Strategies and Business Plans.

Prior to being a Consultant, he worked with the National Dairy Development Board (NDDB) & PRADAN. With the NDDB, he was a part of team which set up a cooperative system for procuring and marketing oranges in the hill areas of North Bengal. With PRADAN, a national level NGO in India, he headed teams that implemented rural development projects concerned with livelihoods & natural resource management: in Gujarat and Chattisgarh. Projects implemented under his guidance include drinking water schemes, social forestry projects, and bank financed micro-lift irrigation projects.

DR. SANJEEV KAPOOR (Trustee)

Presently Dr. Kapoor is an Associate Professor, Agri-business, Indian Institute of Management, Lucknow. He has taught a number of courses including rural economy and development, rural financial services, common property resource management, entrepreneurship and rural marketing, procurement management for agri-industries, introduction to quantitative technique, cooperatives in rural development, farm management, agricultural marketing and price analysis, micro-credit management, rural production and livelihood system, and agribusiness environment.

He has also worked as a Research/Academic Associate in the Center for Management in Agriculture, Indian Institute of Management (IIM), Ahmedabad for five years. He has also worked as an Assistant/Associate Professor, Xavier Institute of Management, Bhubaneswar for almost a decade.

Annexure 1

TMN PARTNERS
(Alphabetical Listing- Organisation wise)

Vijay Pandey, Chief Executive Officer
BHARTIYA MICRO CREDIT
C-1/520, Sector-G, Jankipuram,
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Sanjay Bhai, Secretary
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Ph/Fax: 06549-222117
Mob: 09431126563

Deoyani Verma, Secretary
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Mob: 09835541289,09430402525

Maya Devi,
MATADEEN MAHILA MANCH
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Mob: 09934888842

Murli Shyam, Executive Director
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Annexure 2

TMN PARTNERS—DISBURSEMENT DETAILS

S.No	Name of Partner MFI	Location	Total Disbursement from TMN in FY 07-08 (Rs. Million)	No. of Borrowers From TMN loan	TMN Outstanding as in March 2008 (Rs Million)
	BIHAR				
1	Kanchan Sewa Ashram	Muzaffarpur	4.00	800	4.50
2	Matadeen Mahila Manch	Muzaffarpur	0.00	100	0.44
3	Grameen Jan Kalyan Paishad	Muzaffarpur	2.00	410	2.03
4	Jeevan Jyoti Kala Kendra	Muzaffarpur	2.00	460	2.12
5	CDOT	Bihar Shariff	2.00	540	2.68
	Total for Bihar		11.00	2310	11.77
	JHARKHAND				
6	SUPPORT	Hazaribagh	2.00	400	2.63
7	PRAYAS	Hazaribagh	2.50	500	2.63
8	Mahila Mukti Sansthan	Hazaribagh	0.00	45	0.19
9	Mahila Kalyan Samiti	Bokaro	0.00	100	0.50
10	Kalanga Bazar Educational Trust	Ranchi	0.05	100	0.50
	Total for Jharkand		5.00	1145	6.45
	Uttar Pradesh (U.P.)				
10	samadhan Manav Deva Sansthan	Mahrajganj	0.55	108	0.58
11	YUVA	Barabanki	4.90	880	3.51
12	Bhartiya Mocoocredit	Sitapur	0.50	95	0.50
	Total for Uttar Pradesh (U.P.)		5.95	1083	4.59
	Total for All Partners		21.95	4538	22.79

Annexure 3

LIST OF OTHER FINANCIAL INSTITUTIONS SUPPORTING TMN PARTNERS

S. No	Name of MFI	Amount Received as Loan (in Rs. Million)	Name of the Supporter
1	Jeevan Jyoti Kala Kendra	1	RGVN
2	Trust MicroFin Services	1 5	RGVN Indian Bank
3	Kalanga Bazaar Educational Trust	7	FWWB
4	Mahila Mukti Sansthan	0.3	RGVN
5	Mahila Kalyan Samiti	1 2 0.8 0.5	BISWA NMDFC RGVN RMK
6	Matadin Mahila Manch	1	RGVN
7	Gramin Jan Kalyan Parishad	0.5	RGVN
8	SUPPORT	4 1.5 1.5 5	FWWB BASIX BANK OF INDIA RGVN
9	CDOT	5 1 2.5	BASIX RGVN INDIAN BANK

Annexure 4

PARTNER-WISE SHARE OF TMN

Sl. No.	Name of partner MFI	Location	Outstanding portfolio as in March '08 (Rs. lakh)	Outstanding of TMN as in March 2008 (Rs. lakh)	% of TMN Share
	Bihar				
1	Kanchan Sewa Aashram	Muzaffarpur	11.95	4.50	37.67
2	Matadeen Mahila Manch	Muzaffarpur	1.27	0.44	34.45
3	Grameen Jan Kalyan	Muzaffarpur	4.80	2.03	42.33
4	Jeevan Jyoit Kala Kendra	Muzaffarpur	2.12	2.12	100.00
5	CDOT	Bihar Sharif	2.68	2.68	100.00
	Total for Bihar		22.81	11.76	51.56
	Jharkhand				
6	SUPPORT	Hazaribagh	8.46	2.63	31.02
7	PRAYAS	Hazaribagh	5.10	2.63	51.47
8	Mahila mukti Sansthan	Hazaribagh	1.21	0.19	15.50
9	Mahila Kalyan Samiti	Bokaro	5.50	0.50	9.09
10	Kalanga Bazar Trust	Ranchi	6.50	0.50	7.69
	Total for Jharkhand		26.77	6.44	24.04
	Uttar Pradesh (U.P.)				
11	Samadhan	Maharajganj	0.68	0.58	84.56
12	YUVA	Barabanki	3.60	3.51	97.57
13	Bhartiya Micro Credit	Sitapur	0.50	0.50	100.00
	Total For Uttar Pradesh		4.78	4.59	95.97
	Total for All Partners		54.36	22.79	41.92

Annexure 5

TRAININGS AND WORKSHOPS BY TMN

Training	Duration	Inputs
Field Staff Training, Lucknow (May 2007)	3 days	Area, village and community identification, group formation vis-à-vis roles and responsibilities, about financial products, application and disbursement procedures with exercises on different types of formats used in microfinance.
Accountant and Branch Manager Training, Patna (Aug 2007)	3 days	Accounting principles, organisational accounts and supervisory responsibilities, information on different books of accounts—primary & secondary, vouchers, debit & credit, recording formats and systems, and authority and responsibility of branch managers.
Organisation Specific Training (Each organisation)	1 day	A mix of both above trainings customised as per the specific needs of the organisations. However, the focus was on field staff training and accountant training.
Branch Manager and Field staff Training, Lucknow (Dec 2007)	3 days	Introduction about microfinance, processes, models, area, village and community identification, group formation vis-à-vis roles and responsibilities, about financial products, application and disbursement procedures with exercises on different types of formats used in microfinance, and field visits.
Interactive Orientation and Vision Development Workshop for New NGOs (Dec 2007)	3 days	Introduction about microfinance, evolution, history, current trends, processes, models, TMN role in promoting microfinance and Field Visits