



States / UT	4
Districts	24
Branches	38
Members	152187
Outstanding Portfolio	Rs.115.23 Cr.
Cumulative Loans Disbursed	Rs.355.88 Cr.
Loan Disbursed in Q3	Rs.60.37 Cr.
Disbursement in Dec 2015	Rs.24.33 Cr.

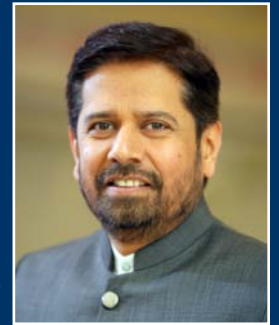


Message from Managing Director

Midland Microfin Ltd started its operations in Jan 2011 with main objective as social and financial empowerment of women. Till date we have disbursed more than Rs. 350 crores of small enterprise loans to more than 1,52,000 progressive poor women to help them engage in productive activities.

It gives me immense pleasure in presenting inaugural issue of 'Pragati' our quarterly newsletter for Q3 (Oct-Dec 2015). This has been an eventful quarter for us. In this quarter we have extended loans to 39425 customers.

In this quarter, for recreation and rejuvenation of our employees, we successfully organized Midland Cricket League-2015 (Season-2), in which lot of employees participated vigorously. We hosted various teams of AIESEC interns from different countries for their 6 weeks research programme on Microfinance.



-Amardeep Samra

*In
certain hands,
A little mud
can be used
to make
whole new
Future*

EXPERIENCE SHARING

I, Rimpi, W/o Malkeet Singh, R/o Moga (Punjab) have taken loan from Midland Microfin Ltd. I am associated with this company from last one year. I have taken a loan of Rs.10000/- to carry forward my work of stitching. This has helped me in improving financial condition of my family. Now, I am earning very good amount and fulfilling my daily needs. I am very thankful to Midland Microfin Ltd for providing me this great help.



MRS. RIMPI
MML CUSTOMER

MIDLAND CRICKET LEAGUE *Season-2*



In this quarter, Midland Cricket League-2015 was successfully organised for second consecutive year for recreation & rejuvenation of our workforce. Lot of our employees participated enthusiastically and others were behind the show and amongst the cheering spectators.

AIESEC Interns at Midland Microfin Ltd.



AIESEC Interns with the Management of MML

AIESEC Interns from around the world visit MML regularly to explore the field of Microfinance. In last quarter MML hosted two batches of AIESEC Interns from various countries viz Algeria, Egypt, Bahrain, Germany, Russia, Austria, Canada, Columbia, Kazakhstan and Taiwan for internship. They conducted various studies viz Loan Appraisal Methodology, Credit Policy, Impact of Microfinance etc for 6 weeks.



AIESEC Interns with MML clients



AIESEC Interns with the field staff of MML

Salient Features

- Successfully completed 5 years of operations on December 31, 2015 with 38 Branches.
- Started 10 new branches in current financial year with enhanced penetration in Rajasthan and Haryana.
- CARE Ratings assigned an Institutional Grading of MFI-2, which is amongst the highest in the peer group.
- BRICKWORK Ratings assigned a Credit Rating of BBB to the company in FY 2015-16.
- As on date the Arrear/NPA of the company is Nil owing to stringent appraisal policy .
- Received a membership of two Self-Regulatory Organizations named MFIN and Sa-Dhan in FY 2015-16.
- Introduced Cashless Medium of disbursement in the company where funds are directly transferred to the bank accounts of the customers.
- The company registered itself with 4 Credit Bureaus namely Equifax Credit Information System, CIBIL, Highmark and Experian for getting credit history of its borrowers to ensure compliance with RBI guidelines.

Customer Relationship



Interaction Meeting of HO Officials with members



Our delighted members



Loan impact assessment study



Officials from HO performing End Use Verification Process

Customers are precious and we feel that customer relationship depends upon excellence in service.

Microfinance News & Updates

RBI fixes 9.45 per cent base rate for NBFC-MFIs

In line with falling lending rates, Reserve Bank fixed base rate or the minimum lending rate from 9.82 per cent to 9.45 per cent for NBFC Micro Finance Institutions (NBFC-MFIs). The new base rate is effective from quarter beginning January 1, 2016 RBI said in a statement. It may be recalled that the Reserve Bank had, in its circular dated February 7, 2014 issued to NBFC-MFIs, communicated that it will advise the average of the base rates of the five large commercial banks on the last working day of every quarter, for the purpose of arriving at the interest rates to be charged by NBFC-MFIs to its borrowers in the ensuing quarter. Midland Microfin has revised his Interest rate from 26% to 25.90% w.e.f January 1, 2016.

NBFC-MFIs can give loans of Rs 30,000 for larger tenure

'In the light of the representations received from the sector on the captioned subject, Reserve Bank had fixed the limit of the loan amount, for which the tenure of the loan should not to be less than 24 months for loan amount in excess of Rs. 30,000 with prepayment without penalty.'

With the circular RBI/2015-16/20DNBR (PD) CC.No.047/03.10.119/2015-16 dated July 1, 2015 (As amended up to November 26, 2015) RBI has widened the scope of Microfinance sector as NBFC micro finance lenders can now give loans of up to Rs 30,000 for tenure less than 24 months as the Reserve Bank has doubled the amount limit for these debts. In line with it, Midland Microfin has revised its Loan Products.

Microfinance Industry revises Code of Conduct

To meet the demand of the growing Microfinance Industry, revised industry code of conduct is launched jointly by the two industry Self-Regulatory Organizations (SROs) Sa-Dhan and Microfinance Institutions Network (MFIN) in New Delhi at the Inclusive Finance India Summit 2015. This is the second edition of the code which debuted at the Microfinance India Summit 2011. The working group which drafted the revised code comprised representatives from Small Industries Development Bank of India (Sidbi), International Finance Corp. (IFC), Micro-Credit Ratings International Ltd (M-CRIL), Sa-Dhan and MFIN. Midland Microfin Ltd adheres to revised Code of Conduct.

Employee Speak

When I came to know about this company and the probable vacancy in the company, I came forward to apply for the position of 'Centre Officer' but management identified me capable enough to work as an Assistant Branch Manager for one of its branches. After joining the company just at the time of my induction training I unfortunately lost my father. It was the most traumatic incidence of my life where on one side I missed my father and on the other side my job was on the stake. But I found that Midland Microfin family always stood by me in my difficult period. The company has not only strengthened me morally and financially but also has groomed me as an Actor by giving me a platform for the first time in my life at the annual 'Establishment Day celebrations'. It was company's continuous support and encouragement that I could manage to reach Top 9 contestants of the Punjabi Comedy Show 'Laughter ka Master' on PTC Channel. The company not only values the work but also knows how to value the commitment and dedication of an employee and I am proud to be a part of this family.



*-Davinder Singh, Asstt. Manager-Operations
Midland Microfin Ltd.*

Midland Microfin Ltd.

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