

States / UT	6
Districts	80
Branches	153
Borrowers	296238
Total Assets	Rs 746.74Cr.
Cumulative Loan Disbursed	Rs 2034.83 Cr.
Loan Disbursed in FY 18-19	Rs 836.54 Cr.

As on March 31, 2019

RBI News & Updates

Change in Base Rate

It was communicated by Reserve Bank of India in its circular Issued to NBFC - MFIs regarding pricing of credit, that the average of the base rate of the five largest commercial banks should be advised by the Bank on the last working day of every quarter or for the purpose of arriving at the interest rate to be charged by an NBFC- MFIs to its borrowers in the ensuring quarter. So for the quarter beginning April 01, 2019 this base rate will be 9.21%.

Message from Managing Director

Midland Microfin has grown at a pace of 92% in terms of total assets. The Company has raised more than INR 250 crores in the Q4 of FY 2018-19. We have closed the balance sheet with INR 748 crores having NPAs less than 0.50%. Midland Microfin has now been categorised as a Systemically Important NBFC as per the RBI master directions.



Q4 was remarkable for us as we achieved two significant milestones in this quarter. One was disbursement of than INR 100 crores in one month & the other one was surpassing cumulative disbursement of INR 2000 crores. With this, FY 2018-19 ended with good a note. I want to appreciate my team for its dedication and hardwork.

-Amardeep Samra

Midland has given me more than what I expected

I, Jitendra Singh had joined Midland Microfin as a branch manager of Barnala branch on August 09, 2012. From last 6 years, I had experienced many ups and down in my professional career but there was one thing which I have been sticking to was my loyalty and hard work. Before joining Midland Microfin, I had worked in field of microfinance for 4 years and growth was the top priority for joining Midland Microfin.



Midland Microfin not only gives importance to work, but also knows how to give importance to commitment and dedication of its employees

I am grateful to this institution

because it has given me more than what I had expected. Midland Microfin provides optimum opportunities to its employees to grow. The company not only gives importance to work, but also knows how to give importance to commitment and dedication of its employees.

I am currently working as a Divisional Manager of Bathinda division and this is an amazing experience. Seniors as well as management is very supportive. They always encourage you to bring innovative ideas, to groom yourself and make best out of your daily work.

-Jitendra Singh

D-Light launch in Patna

Midland Microfin apart from providing financial assistance to women, always strives to create long-lasting impact and is dedicated to improve the socio-economic indicators of their clients. For this Midland has joined hands with D-light, to meet the energy needs of its customers. Midland had launched D-light in Patna region by organizing a grand event at Muzzaffarpur. Mr Sachin Pathak – Director Partnership (D-light), brief employees about the various features of the product.



8th Establishment Day Celebrations

Every year Establishment Day celebrations are very much looked forward to as it gives all the employees of the organization an opportunity to come together as one and showcase their talent. It doesn't only infuse fun and enjoyment, but it also increases an innate feeling of success and an understanding of the company's vision. Midland celebrated its 8th Establishment Day on 2nd February, 2019 at Jalandhar and on 9th February, 2019 at Jaipur. Managing Director Mr. Amardeep Samra appreciated top performers of the company.

8th Establishment Day - Jalandhar



8th Establishment Day - Jaipur



Chairman's Club

Midland believes that no organization can be successful without hard work & loyalty of their employees. Thus management believes in recognizing the employees who consistently perform well and contribute in the success of the company. Midland Microfin's annual Chairman's Club visited Goa for a three day trip. Employees along with top management including managing director visited in Goa. Goa is famous for its beaches, rocking nightlife and Portuguese culture. Midland team visited mesmerizing Bagha & Condolim beaches, enjoyed and explored local markets as well .



Winners of Cashless repayment project of MFIN

Midland Microfin played a significant role in a pilot project of cashless repayments by MFIN & Spice which was financed by HSBC Bank. Total 19 branches of 6 Microfinance companies from all over India took part in this project. The main agenda of this pilot project was to understand the behaviour of members, advantages & challenges of cashless repayment. 4 branches of Midland Microfin were selected for this project & project was initiated for 4 months. Center Officers & Senior Field staff worked really hard to make this

project a success. Though in the beginning, making members aware about the advantages of project was a challenge but continuous training to members helped a lot. Midland Microfin had outperformed in this project & two branches (Ludhiana & Raikot) were ranked top branches pan India. MFIN organized an award ceremony in Delhi to appreciate all the top performers. Mr Amitesh Kumar (EVP, CFO) was also part of the panel in ceremony. Midland Microfin as an institute had highest number of cashless transactions in cashless mode. It was a moment of honour for Midland Microfin an institute.

I MAKE EVERY EFFORT TO LEARN SOMETHING NEW

I, Bittu Bhandari joined Midland Microfin on January 02, 2018 as Center officer in Madhubani branch of Dharbhanga division in Bihar. Midland Microfin was my second company as earlier I had worked in telecom industry. When I joined Midland Microfin, I didn't have any idea about working of Microfinance industry. But I was sure that I will work with full dedication and hard work and will make every effort to learn something new. In August 2018, solar lamp by D-light was introduced in Darbhanga division. In August we were learning about the reaction of members towards the product, their feedback & trying to address their queries. From September onwards, I started pitching the product in almost all the center meetings. I made members aware about D-light company, There is an issue of power cut in villages of Bihar, as electricity supply is available only for 10 hours approx. in a day. So I made members aware about benefits of purchasing this product at lower EMI. With this strategy, I was able to disburse 118 units of Solar lamp in two months. I am thankful to my seniors for their support & guidance and also to management for acknowledging me for the same.

- Bittu Bhandari



EXPERIENCE SHARING

Now with passage of time, I feel like I am part of Midland Family

I, Jaswinder Kaur from Mehraj Basti, Rampura Phul is associated with the company from last 4 years. I was running my stitching business at small scale as I was not in a position to invest funds into my business. Due to which I had to stitch the clothes at a very nominal price which made it impossible for me to save anything out of my earnings. In 2014, I came to know about Midland Microfin and its financial services, through which some other women in my village had supported their spouses. Then I decided to become a member of Midland Microfin and availed an income generating loan of Rs. 20,000 to enhance my stitching business. In next cycle, I got loan of Rs. 25,000. With this loan amount, I bought raw material from Ludhiana and started making customized dresses for customers. In next two cycles, I got a loan of Rs 30,000 each time. All these loans helped me to invest in business, which gave me a chance to save and grow in better way. So after my third cycle loan I started my boutique in Rampura Phul and having 3 helpers at shop as well. From last few years, I have seen 50% growth in my savings. Along with this, the other satisfying thing is that I am also able to provide employment opportunities to others and creating income generation opportunities for them as well.

I am really thankful to Midland Microfin for rendering necessary help & support. Now with passage of time, I feel like I am part of Midland Family. I value my relationship with company and hope to continue the same in future as well.



Moral boosting for employees



Employee Incentive Programmes offer one of the best ways to foster happy, motivated and productive employees who will aim to help the company to reach its goal. These programs also convey the message to employees that company values and appreciate their hard work, dedication and loyalty. Many types of incentive policies were introduced in Q3 of FY 2018-19 which also include non-monetary incentive policies by our partners HUL & green light. Both incentive schemes were target based. According to their designations, rewards like wrist watches and gold coins had been distributed to them.

Professional Enhancement Training

Professional development training programmes allow employees to perform better and prepare them for greater responsibility. To enhance the behavioural & professional skills among the employees, Midland has collaborated with school of professional enhancement of Lovely Professional University. In professional enhancement trainings, skilled trainers give training about stress management, behavioural factors, strategic management & target achievement. Cluster & Divisional heads of Chandigarh Region attended the first session of this training at LPU campus on Nov. 01, 2018.



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