

States / UT	6
Districts	76
Branches	104
Borrowers	216336
Total Assets	Rs 389.08 Cr.
Cumulative Loan Disbursed	Rs 1198.29 Cr.
Loan Disbursed in FY 17-18	Rs 535.13 Cr.

As on March 31, 2018

RBI News & Updates

RBI fixes 8.99 per cent base rate for NBFC – MFI

For the quarter beginning financial year 2017-18, reserve bank fixes base rate or minimum lending rate at 8.99% for NBFC- MFI. The new base rate will be effective from quarter beginning April 1, 2018 RBI said in the statement.

Midland Microfin's interest rate is already in accordance with this compliance.

Cap on total indebtedness of the borrower under group lending

The MFIN Board has decided to increase the total indebtedness cap from Rs. 60,000 to Rs. 80,000 from April 1, 2018 across rural and urban/semi-urban households. No group lending will be allowed above 80,000 and if there is any lending above this cap that can only be individual lending.

(All types of loan i.e individual/JLG/SHG of all NBFC – MFIs, SFBs, Commercial banks and NGOs will be considered for estimating the total indebtedness level of borrowers)

Message from Managing Director



It gives me immense pleasure to share the newsletter of 4th quarter for FY 2017-18. Midland has seen the tremendous growth in last financial year.

Midland has started its operations in two new regions of Eastern UP & Bihar. There is approx. 127% growth in the disbursement of the company which has been increased from 230.88 cr. (in FY 2016-17) to 535 cr. (in FY 2017-

18). Our branches have increased from 53 to 104 in last financial year.

Midland Microfin managed to achieve sustainable financial results due to its risk diversification strategies as we keep our focus on retaining the graduated borrowers.

As we grow, we will continue to do our best to achieve new levels of sustainable growth and development. We will keep our focus on doing what is right and will continue to provide more services and convenience to our members.

I would like to thank our board, shareholders and business associates for their continued support and confidence in Midland Microfin and our staff for their tenacity, dedication & hard work.

-Amardeep Samra

I groomed myself personally & professionally

My name is Harikishan Aggarwal, I joined Midland Microfin on August 9, 2012 as Assistant Manager. It's been more than 5 years that I have been serving in this company.

In my professional journey I have received tremendous support and cooperation from my seniors as well as from the management and only because of their guidance and efforts I am able to



groom myself both professionally and personally. The company not only values the work but also knows how to value the commitment and dedication of the employees.

At present, I am working as Regional Manager and without any doubt, it has been a wonderful experience. In past few years, I have developed an emotional and warm relationship with the company.

In the end I would like to thank Midland Microfin for giving me this opportunity.

-Harikishan Aggarwal

HOLI Celebration at Head Office





Introducing Individual loan “UDAAN”

To cater to the financial needs of the progressive customers, Midland Microfin introduced Individual Loan product in Mar'18. The main focus behind taking this initiative is to financially empower the progressive poor section of the society who wish to grow their respective enterprises. First Individual loan “UDAAN” was disbursed on March 31st, 2018. This product has filled the void of availing loans from banks due to absence of collateral, thus promoting financial inclusion in the sector.



WOMEN'S DAY CELEBRATION

International Women's Day is celebrated across the world on 8th March in order to recognize and appreciate the contribution and achievements of women in various fields. Today's woman is no longer a dependent soul; she is Independent and self-reliant in every respect and is capable of doing everything. Midland has been continuously working towards enabling poor women to engage in income-generating activities that help them become financially independent, strengthening their decision-making power within the household and society. Women's day has been celebrated at Head Office to recognise the contribution of women in our organisation.

Partner's View - Hindustan Unilever Ltd.



The partnership between Midland Microfin Limited and Hindustan Unilever Ltd 'Pureit' has been a long standing, strong partnership driven by a shared vision.

Together we have been committed to improve the lives and well-being of low income consumers by providing them

access to safe drinking water.

Providing safe drinking water to low income consumers is a task that we collectively took up in 2015 and since then we have been enabling consumers to bring home a safe water solution like 'Pureit.' Today we offer two purifiers, Pureit Classic Long life, which can run without continuous supply of water and electricity and Pureit Classic RO+MF, which helps in tackling the issue of high TDS in water.

The support from the team at Midland throughout this journey has been immense, without which this project would have not been able to make the impact it has made today.

A special thanks to Mr. Amardeep Singh Samra and Mr. Amitesh Kumar who with their expertise and deep knowledge of the consumers, have helped understand the regional consumer sensibilities with greater detail and sensitivity.

We are proud to be associated with like-minded and committed partners like Midland and hope to achieve several greater milestones together in this journey of providing safe drinking water.

-Deepak Saxena
Head - Global partner HUL

Launching Mobility in Midland



In this contemporary era to become more efficient, to meet up the dynamic business environment & to proliferate transparency in the working system, we headed towards becoming more techno-savvy through launching mobility in our organization.

Adoption of mobility has delivered tremendous productivity benefits to Microfinance Industry and has helped coping up with the swiftly growing business. This will help in achieving efficiency and also help to improve the 'Center Meeting' discipline as it will be easy to track the timing, collection & attendance in the meetings on real time basis. Our mobility solution works in the offline mode also. We use GPS to capture the latitude and longitude of the Centre Officers. We also get a 360 degree view of the geographic areas.

Glimpses of Establishment Day Celebrations

Great corporate leaders, who truly acknowledge that their strength and their power is a direct result of the people working behind the name, realize that corporate annual function is absolutely essential. Midland celebrated its 7th Establishment Day on February 4, 2018 at Jalandhar and on February 11, 2018 at Jaipur. The function was full of colorful performances, awards to best performers and awesome Band performance. Mr. Amardeep Samra (MD) appreciated the efforts of the employees and also shared the growth plan of Midland Microfin.

Establishment Day Celebration at Jalandhar (February 4, 2018)



Establishment Day Celebration at Jaipur (February 11, 2018)



EXPERIENCE SHARING

I am thankful to Midland for their support and financial assistance

I Kamalpreet Kaur associated with Midland Microfin Ltd from last 3 years. I earn my livelihood from Parlor business.

To expand my parlor services, I have decided to invest some money in the business. So I took loan from Midland Microfin and invested the funds for productive use in my business I am happy and satisfied with the services provided by Midland.

I am thankful to Midland for not only providing financial assistance but also for improving my position in the society.



I am thankful to Midland Microfin for helping me in prospering my business

I Jaswinder Kaur have my own stitching business . To earn more profit, I took loan from Midland Microfin. In first cycle I took loan of Rs.25,000/- and in second and third cycle the sum of Rs. 25,000/- and Rs. 30,000/- respectively. I am thankful to Midland Microfin Ltd for helping me in prospering my business.

BANGKOK TRIP



Reach Higher every day, the more you reach the more you are rewarded

Midland believes in recognizing and appreciating the performance of the employees who work meticulously and help the organisation to achieve the desired result. Management decided to reward hard working employees with "Trip to Bangkok". Almost all the team members visited any foreign country for the first time and for most of them it was like a dream come true. In this 5 days trip the team visited Wondrous Kingdom, Buddhist Temples and Ocean Park in Bangkok. They also watched famous Tiffany show, travelled spectacular islands and enjoyed water sports at Pattaya beach. It was fun filled trip, full of memories and full of life time experiences.



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