

NEWS CORNER

SAMPARK FIN SERVICES PVT. LTD.

Relationship Forever



Partnership with Arthan Finance



Sampark Fin Services Pvt. Ltd. partnered with **Arthan Finance** as a Business Correspondent so as to provide adequate loans for business expansion on micro, small and medium enterprises. Operations started in five branches in the Coastal Odisha region, namely - Bhadrak, Sora, Cuttack, Nua Patna, Bhubaneswar. Together we are expecting to work towards financial inclusion and do responsible lending and continue this relationship as partners for a long-term.

Partnership with Avanti Finance



Sampark Fin Services Pvt Ltd. started a partnership in BC model with **Avanti Finance** for expansion of its business operations and portfolio. The objective is to provide micro-enterprises loans to underprivileged people in a Joint Liability model.

Operations has started in five branches of Odisha, namely – Bargarh, Balangir, Chandrasekharapur, Jeypore and Rayagada. We at **Sampark**, would like to continue the partnership and have a long term relationship with Avanti.



Personnel from Avanti Finance visited Sampark Head Office, Bhubaneswar

Executive Director of Samunnati Financial Intermediation & Services Pvt Ltd. - Mr. Gurunath N & AVP - Mr. Arun Prasad Sahoo visited the Head Office of Sampark at Bhubaneswar. Discussion was held on the health of the portfolio, future course of actions and on the ways to strengthen the existing relationship.



Personnel from Samunnati visited Sampark Head Office, Bhubaneswar



STRATEGIC TEAM MEETING

Leaders of organisation focus on learning from past experience and examine the environment at large. The collective knowledge is then used to make future strategies for the organisation.

Strategic Team Meeting conducted at Head Office, Bhubaneswar. Discussion was held on previous assignments, Training Program for BC, Visit of Internal Audit Team, Compliance to existing lenders and new opportunities.



CREDIT TEAM MEETING

Review and Planning Meeting of Credit department was conducted at Head Office, Bhubaneswar. Discussion was held on Risk mitigation mechanism, discrepancies in field as well as branch level, strategies for over due collection and adherence to the process & policies of the organisation.

Managing Director - Mr. Jugal Kishore Pattnayak, COO - Mr. Satya Narayan Mishra, Head Risk Management - Mr. Prakash Chandra Sahu and Senior Manager Credit - Ms. Jabamayee Tripathy were present during the meeting.

MONTHLY REVIEW MEETING

A Review Meeting being an essential part of any organisation is a must as the Manager and their subordinates gather together to assess the degree to which the employee has performed and achieved their targets. It also provides a platform for the employees to get recognized for their past performances.

Sampark Fin Services Pvt. Ltd. conducted a Monthly Review Meeting of the Regional Managers at Head Office, Bhubaneswar. The Meeting was led by Managing Director - Mr. Jugal Kishore Pattnayak & COO - Mr. Satya Narayan Mishra in the presence of Zonal Business Head, Balangir - Mr. Simanchal Pattnayak, Zonal Business Head, Bhubaneswar - Mr. Sameera Maharana and Head Training and Hygiene - Mr. Bimal Kanta Panda.



Story From the Ground



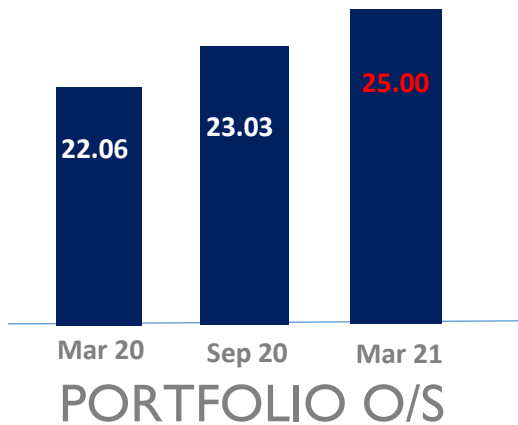
R. Elamma a resident of Taati Sahi, Bhubaneswar, is engaged in basket weaving business with her husband and daughter for the last 7-8 years. Her son does electric works and earn INR 6000/- a month. After her daughter's marriage, she continued basket weaving with her husband. But the business was on a low scale. Because of shortage of money, they were not able to purchase the raw-materials in bulk, and hence were not able to generate more money from the business.

In the year 2018, from a fellow basket weaver of her village and a good friend – P Sabitri, who's also a client of Sampark Fin Services Pvt. Ltd., she got to know about SFS and how the company lends small & micro-loans to women for using the money in their businesses to earn more. She then approached the Bhubaneswar branch of SFS for micro-enterprise loan in the month of August. After learning about the loan product and process, she formed a group of five women and applied for loan from Sampark.

The Relationship Officer of the branch went for business verification & document collection for credit bureau verification. Then after Elamma received a loan of INR 25000/-. She used the money to purchase of pine straw, willow, oak, stems, thread, fine wooden splints and other raw materials to make baskets, mats and other products and sell in large numbers. She started earning INR 500/- a day from the same. Paying the instalment was also not an issue the business went on well.

In February 2020, after repaying her first loan, Elamma applied for a second cycle loan from Sampark and received INR 35000/-. Though her business had hit a rough patch due to the Covid-19 pandemic for three months, and she had also availed the moratorium then. But with sheer hard work, she revived her business after the Unlock phase started and is now earning good and is paying her monthly instalments on time. Sampark Fin Services feels blessed to support people like Elamma and bring financial stability in their lives.

News Corner



From March 2020, the client base of *Sampark Fin Services Pvt. Ltd.* has increased by an approx of **xxxx** members, leading to a rise of almost **xx** Cr in the portfolio outstanding. The growth percentage in portfolio is **xx.xx%** and the percentage growth in client base is **Xx.Xx%**.

Sampark Fin Services is working keenly on eradicating poverty & providing people with an opportunity to avail microcredit & start their own business.

Sampark in Numbers

Operating in

3 states

18

Branches

23.19 Crore
Outstanding

12,499
Active Members

EMPLOYEE ENGAGEMENT:



NEW YEAR
CELEBRATION



REPUBLIC
DAY



STAFF
RETREAT