

Hand in Hand Academy for Social Entrepreneurship

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REFLECTIONS: A GRASSROOT GAZETTE

Inside these walls a brighter tomorrow



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Message from our Director

I am happy to announce that this month a new course was launched- Digital Marketing. It is a 64 hr course spread over 4 weeks- mostly online and offline on Saturdays at our Academy premises.

A “first-of-its kind” initiative has borne fruit. In our endeavour to promote start-ups and set up a business incubator at the Academy, we have signed up an MOU Lectro Mech India Pvt. Ltd for setting up a startup engaged in developing innovative technology solutions in renewable energy.

The next batch for Certificate Program in Housing Finance was completed this month and placement process is underway. The NABARD supported Vellore CPMM course-Batch 2 moved into its field orientation phase after completion of the classroom sessions. Students from the Tally Prime batches, both at the Academy as well as at the Indo American College underwent the certification exams.

The Academy hosted programs on First Aid for MG School teachers and on Photography. We participated in the recent BFSI summit organized by TN Apex Skill Development Council and expect some business out of the leads generated there. Advanced level discussions are ongoing with a couple of NBFC's, a Microsoft D365 partner and a Cloud Service provider for various courses/ training programs and with a few corporates for CSR projects.

I request all of you to follow COVID protocols and remain safe.

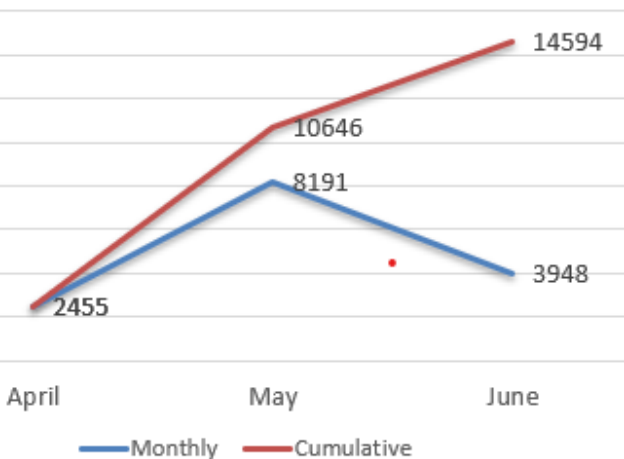
S Chandrasekar

Director

Training Outreach

The Academy training team continued delivering the training on the 'Code of Conduct – Refresher' for pending regions where it was not taken up during May 2023. In addition to this, the team conducted regular Induction training programs for new joiners, which included welcome calling, common induction, and role-based induction. The Regional Training Managers (RTMs) also paid visits to the branches and extended hand-holding support to the branch teams.

Training progress Apr- June



BEST RTM

of the Year 2022-23



Soumi Chatterjee
(RTM Gujarat)

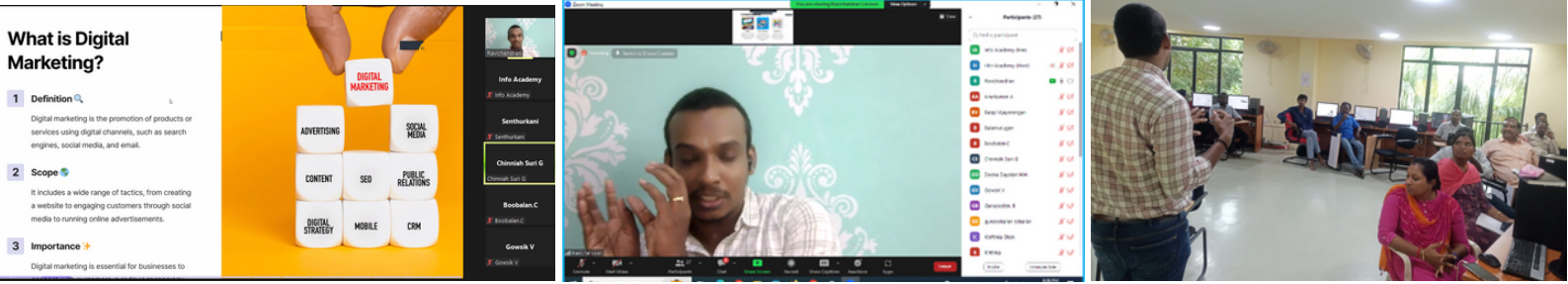


Jude Felix
(RTM Tamil Nadu)

Congratulations!




▲ (Clockwise from left) Branch refresher training Odisha, Customer service meeting Tamil Nadu, Induction training Rajasthan, Branch refresher training West Bengal, Branch refresher training Uttar Pradesh, Induction training Tamil Nadu



COURSES

Digital Marketing

The Academy launched the Digital Marketing course on 19th June 2023. The program intends to empower micro-entrepreneurs, FPO CEO's and working class / Employees with greater opportunities for market expansion and career growth. The program is being conducted in a blended mode with online sessions during the weekdays and offline sessions at the Academy on Saturdays.

The fee for the participants is subsidized to Rs.3,000 per head with the support of Veritas CSR. 24 participants have enrolled in the program. Among them, ten participants are the CEO's of FPO's promoted by Hand in Hand India. The program will run till 15th July 2023.

Certificate Program in Housing Finance (CPHF)



The third batch of the Certificate Program in Housing Finance (CPHF) course for Varasakthi Housing Finance Pvt. Ltd was commenced at the Academy on 16th June 2023. After completion of the ten days of classroom sessions at the Academy, the field training started on 26th June and was completed on 30th June 2023. The Academy team has started facilitating the placement process with the Varashakti HR department.

Certificate Program in Microfinance Management (CPMM)

The Academy rolled out the 21st batch of CPMM on 10th May 2023. This batch is fully funded by NABARD. After the he Academy rolled out the 21st batch of CPMM on 10th May 2023. This batch is fully funded by NABARD. After the completion of classroom sessions at Holy Angels School, Pallikonda(Vellore Dt), the one-month Branch exposure-field training commenced on 10th June 2023. The Academy faculties keep conducting weekly reviews to understand their involvement in the field activities and have taken up the practical aspects of learning.



Tally Prime

The Tally Prime batches VI with 20 students held at Academy & Batch VII with 50 students held at Indo-American College (Satelite Centre) with course duration of 120 hours completed successfully by 8th and 15th June '2023 respectively. Both the batch students submitted their final assessment and attended the final exam conducted by TEPL. Out of 70 students, 55 have appeared for the examination and are awaiting for the result. The remaining 15 students will appear for the final exam by the 15th of July'23.

To enable conduct of training on the latest version, Tally Prime 3.0 (Tally AI version), the new software with a Gold license has been installed in all computers assigned for the Tally programme. The enrollment of students for the new version (Tally Prime 3.0) is progressing. So far 16 students have been enrolled for the 8th batch which will commence in July 2023.





Mobilization

The marketing team continued with the mobilization efforts with a prime focus on the courses such as CPMM, CPHF, Tally Prime & Digital Marketing. The team adopted multi-pronged promotional strategies including direct outreach to communities through field visits, college visits, tele-counselling of students, participation in career guidance expo etc. As a result of these combined efforts, the team has generated a good number of leads and team is working intensively to convert these leads into actual enrollments through one-to-one counselling for the students.

Internship

The team has coordinated with colleges and students who approached the Academy for field placement opportunities and has offered internships to five students. One student from Guru Nanak College, Velachery, one student from PES University, Bangalore and three students from Amrita University Kerala attended the internship during the month.

Two students are attached with the NRM pillar and one each is attached with SHG Skill training, CLEP & VUP.



Memorandum of Understanding

A memorandum of Understanding was signed for Business Incubation between Hand in Hand Academy for Social Entrepreneurship and Lectro Mech India Pvt.Limited on 8th June 2023. Lectro Mech India Pvt Ltd is setting up a startup engaged in developing innovative technology solutions in renewable energy. Hand in Hand Academy is supporting the startup company in product testing, and market development by connecting with farmers of FPO's promoted by Hand in Hand India and has been facilitating seed funding with the support of a co-incubation agreement with Atal Incubation Centre-Jyothy Institute of Technology Foundation. The startup company named Shivkiran Engineering Products, will pay monthly rent to Hand in Hand Academy for availing operating space and a success fee for support in obtaining seed funding.



Thoughts and wisdom



'Transformation' can be painful, but it is always worthwhile.

Transformation changes caterpillars into *butterflies*. It can change people into *"Extraordinary Human Beings"*.

Stop holding on to what hurts and *'make room for what feels good'*.



By embracing new technology, providing modern and convenient solutions.

To support the new technology implementation of Belstar Microfinance Ltd, Mr. Suji.D, Regional Training Manager – HIH Academy, Kerala has created a poster with a QR code and made it accessible to customers of the Chittur branch, Palakkad Region, Kerala as a pilot phase.



Using a QR code poster can indeed be an effective way to improve digital payment collection. QR code provides a convenient and seamless method for customers to make payments using their smartphones.

Implementing a QR code poster for digital payment collection can enhance the customer experience, streamline transactions, and potentially increase the revenue of the company.

The digital payment poster has reduced the need for manual paperwork, minimized errors, and accelerated payment processing times. This has not only saved valuable time for both employees and customers but has also improved overall customer satisfaction.

Furthermore, the user-friendly interface and clear instructions provided on the digital payment poster have made it accessible to customers of all technological backgrounds. It is evident that careful consideration was given to user experience, and the result is a system that is insightful, efficient, and reliable.



Hosting events

Training on First Aid with CPR

organized by SDTC pillar of Hand in Hand India on 19 June 2023. 25 teachers from MG School attended the program.



Photography Workshop organized by VISCOM team on 27-28 June 2023. 40 staff members of Hand in Hand India participated the workshop.

Motivational buddies

PLEASE READ SLOWLY :

If you have food in your fridge, clothes on your body, a roof over your head, and a place to sleep, you're richer than 75% of the entire world.

If you have money in your wallet to spend as you wish and to go anywhere you want, you are among the top 18% of the world's wealthy people.

If you are alive today with more health than illness, you are more blessed than the million people who will not survive this week and die.

If you can actually 'READ' this message and understand it, you are more fortunate than the 3 billion people in the world who cannot see, cannot read, or are mentally disabled.

Life Is not for complaining about pain and sorrows. It's about prioritizing a thousand other reasons to be grateful and happy.



Microfinance gross loan portfolio jumps 18% in FY23; write-offs up by 7.7%: Report

According to the latest quarterly report on microfinance lending by credit bureau Crif High Mark, the gross loan portfolio (GLP) of the microfinance sector in India grew by 17.9% year-on-year (YoY) as of March 2023. The GLP increased from Rs 2.86 lakh crore in March 2022 to Rs 3.37 lakh crore in March 2023. On a quarter-on-quarter (QoQ) basis, the GLP grew by 6.6% from Rs 3.16 lakh crore in December 2022.

Regarding market share, NBFC-MFIs continued to dominate the microfinance sector, accounting for 37.3% of the portfolio with Rs 1.26 lakh crore. Banks held a 33.1% share worth Rs 1.11 lakh crore, and small finance banks had a 16.6% share worth Rs 56,075 crore during the March quarter.

Compared to the previous year, the market share of NBFC-MFIs increased by 32.2%, banks saw a 3.6% increase, and small finance banks experienced a 14.5% increase in their shares.

These figures indicate microfinance's continued growth and importance in providing credit and financial services to Micro, Small, and Medium Enterprises (MSMEs) in India. Microfinance plays a crucial role in enabling access to finance for individuals and businesses that may have limited access to traditional banking services.

Suggestions? Feedback?
Do write to us at
info@hihacademy.edu.in

The microfinance sector in rural markets saw significant growth, with a year-on-year increase of 22.3%. On the other hand, the urban markets experienced a growth rate of 11.4%. This growth is contributing to greater financial inclusion by enabling individuals and businesses to access financial services that were previously inaccessible to them.

The microfinance sector's expansion in rural and urban areas reflects its positive impact on fostering financial inclusion in the country. Regarding portfolio quality, there have been improvements in the delinquency levels of the microfinance sector in India. The portfolio delinquent by over 30 days past due (DPD) decreased from 6% of the gross loan portfolio (GLP) in March of the previous year to 2.2% of GLP in March 2023. Similarly, the proportion of portfolio delinquent by over 90 DPD also improved from 2.7% in March 2022 to 1.1% in March 2023.

However, there has been a slight deterioration in the portfolio at risk by over 180 DPD, which increased to 9.1% in March 2023 compared to 8.4% in March of the previous year. It's worth noting that on a quarter-on-quarter (QoQ) basis; there was an improvement from 10% in December 2022.

In addition to the delinquency levels, write-offs have also increased in the microfinance sector. Write-offs, which refer to loans deemed irrecoverable and removed from the books as losses, accounted for 4.8% of the GLP in March of the previous year and increased to 6.6% in December. By March 2023, the write-offs further rose to 7.7% of the GLP.

There have been improvements in delinquency levels for shorter durations, the portfolio at risk by over 180 DPD has shown a slight deterioration. The increase in write-offs suggests a higher level of loan losses experienced by microfinance institutions.

Empowering MSMEs : How MFI's drive financial inclusion

In a country as diverse and dynamic as India, the economic landscape presents a tapestry of opportunities and challenges. Among the financially underprivileged sections of society, women, low-income households, and MSMEs often face several constraints when accessing affordable finance. They are often perceived as high-risk borrowers due to a lack of collateral and poor financial positions, making credit extension a high-cost business for lenders. However, in recent years 'microfinance' has emerged as a powerful tool in levelling the financial playing field by providing tailored, sachet loans to borrowers situated in hard-to-reach locations.

Microfinance institutions have emerged as key catalysts in driving financial inclusion and empowering MSMEs. A renowned economist once said, "Credit is a fundamental human right." This thought-provoking quote sheds light on the transformative power of access to finance and its ability to unlock opportunities for individuals and communities. MFIs embody this principle by providing financial services to those who are excluded from traditional banking systems. Through innovative approaches, collaborative partnerships, and the use of technology, MFIs have successfully bridged the credit gap, expanded access to finance, and nurtured the growth of small businesses. By supporting and empowering MSMEs, microfinance plays a crucial role in building resilient economies, fostering inclusive growth, and creating a brighter future for all.