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MITRATA SANCHAR



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Meet the Management



Dr. AQUEEL KHAN
Managing Director

Dr. Khan is a social development professional with over 25 years of experience. He has extensively worked at the grassroots, intermediary, national and international level on the agenda of Capacity Building for Social Development, Corporate Social Responsibility and Resettlement and Rehabilitation. He is also the Founder Director of Association for Stimulating Know How (ASK), a non-profit organization working with a mission to be a capacity building institution in the realm of social development.



PRABHAKAR RAWAT
Chief Strategy
Officer

Prabhakar Rawat is the Co-founder of ATG. Prior to conceptualising and initiating ATG, he has been a versatile banking professional with 10 years of experience of working with reputed banking groups like Citigroup and Barclays. Over the years, he has worked under different capacities in branches, regional/zonal offices across India and has expertise in handling large branch networks and teams in consumer finance portfolio.



JEKIB AHMED
Chief Operating
Officer

Development professional with extensive hands-on experience of working on microfinance and livelihood issues with marginalized groups and communities. In the past, he has worked with reputed development organizations such as PRADAN and ASK.



SANJEEV KR. SINHA
Chief Finance
Officer

Banking and finance professional with more than 15 years of rich experience in Banking, Finance, Microfinance and Development sector including financial inclusion in numerous field like Credit, SME, Agriculture including SHG financing, Audit and Statutory compliance and Financial inclusion. Sanjeev has previously worked with State Bank of India and C DOT.



GAURAV SAXENA
Assistant Manager –
Internal Auditor

After heading team of auditors for two renowned micro-finance institutions and a reputed bank, Gaurav Saxena joined MIFS as the Assistant Manager – Internal Auditor. He has a vast experience of leading monitoring and supervision department and looking after risk department for the institutions.

- A new HR-Admin Manager of Mitrata will join the team of management from the month of November.

Town Hall Meeting' 2015

In the month of September, Mitrata held its Town Hall Meet in National Office, Moradabad and Barabanki which was attended by our staff and Management. During the meeting, it was announced that Mitrata Inclusive Financial Services (MIFS) will now serve the community as a Non Banking Financial Company (NBFC), and will no longer be a program of ATG.



Team Mitrata of Barabanki (left) and Moradabad team (right) with Management at Town Hall Meeting.

Microfinance Outreach

Particulars	As on July. 30, 2015	As on Aug. 31, 2015	As on Sept. 30, 2015
No. of States	2	2	2
No. of Districts	6	6	6
Total No. of Economic Development Centres	7	8	9
No. of Branches in Uttar Pradesh	6	7	8
No. of Branches in West Bengal	1	1	1
No. of Branches in Uttarakhand	0	0	0
Total No. of Groups	1614	1729	1824
Total No. of Clients	4936	5366	5,956
Total Disbursement – Cumulative (INR)	86,302,801.00	97847801	111,152,801.00
Loan Outstanding (INR) (Own+ Managed)	42,536,267.33	48831994.82	56,269,720.39
Total No. of Loan Disbursed	5,993	6843	7,761
Total No. of Credit Officers	41	47	48
No. of Client Per Credit Officer	120	114	124
		6,295,727.49	7,437,725.57

Financial Indicators

Particulars	As on July. 30, 2015	As on Aug. 31, 2015	As on Sep. 30, 2015
Income (` in Mn)	6.07	7.49	9.03
Expenses (` in Mn)	2.63	3.48	4.03
Profit Before Tax (` in Mn)	3.44	4.01	4.99
Net Worth (` in Mn)	49.18	49.95	56.67

Key Indicators

Particulars	As on July. 30, 2015	As on Aug. 31, 2015	As on Sep. 30, 2015
Operating Self Sufficiency (OSS) (Income/Expenses)	231.07%	215.28%	223.82%
ROA (Net Income/Assets)	6.37%	7.22%	7.99%
Debt Equity	0:1	0:1	0:1
Operating Cost ratio	6.18%	7.12%	7.17%
Cost of borrowing	NIL	NIL	NIL
Repayment rate	88.98%	89.14%	89.40%

Story of Change

Saroj lives in Mahoharpur Village of Umri, Moradabad with her husband and two school going children. Saroj's husband works as a wage labour in a brassware factory. With a single income earner, the family barely makes enough to cover their daily expenses. With meager income, Saroj's family could not afford to build a cemented roof for their kitchen, which resulted in poor health and hygiene of the family and frequent illness. The situation was particularly compounded during rainy season.

Saroj decided to approach ATG MIFS team to discuss the possibility of a loan to repair her kitchen. Looking into her situation, she was given a loan of INR 10,000 to build a cemented kitchen. On being asked why did she not take credit from any other institution, she shared – *"ATG does not cut down any money in advance from the loan taken. Also, the process is transparent and simplified which gave us the confidence to take a loan without any apprehension."*



Company Name

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