

PACE-D MFI FACT SHEET

**PARTNERSHIP TO ADVANCE CLEAN ENERGY-DEPLOYMENT
 TECHNICAL ASSISTANCE PROGRAM**

SAIJA FINANCE PVT. LTD.

BACKGROUND

Snapshot of Saija Finance Pvt. Ltd.

START OF OPERATIONS: 2007	NUMBER OF EMPLOYEES: 722
NUMBER OF BRANCHES: 61	NUMBER OF CLIENTS (ACTIVE BORROWERS): 213,502
WEBSITE: www.saija.in	CONTACT EMAIL: info@saija.in

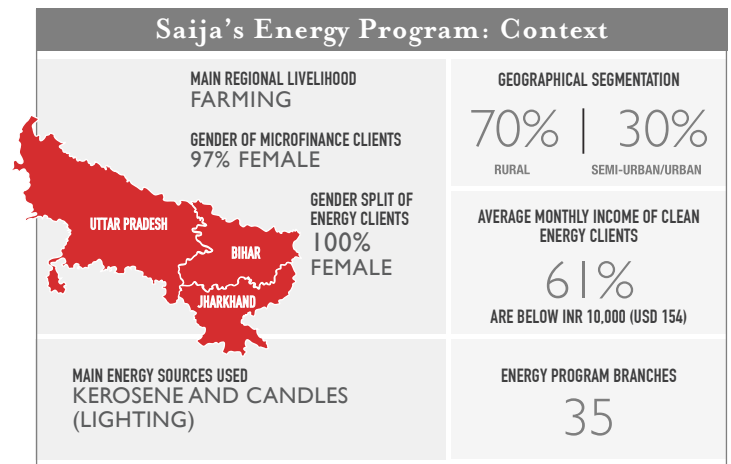
Saija Finance Private Limited (SFPL) is a Non-Banking Finance Company (NBFC) that operates as a Micro Finance Institution (MFI), in Northern and Eastern India. SFPL started with a small portfolio of microloans, taken over from its associate non-profit entity, Saija Vikas, which was registered as a Society in July 2007 and made its first

loan disbursements in November 2007. In addition to SFPL, the broader Saija group of enterprises includes Saija Shayog, the company's current NGO wing, which oversees the company's energy lending and financial literacy training, as well as Saija Consultants. SFPL (or "Saija") provides microfinance services to poor families and Small and Medium Enterprises (SMEs) in urban and rural areas, with its core operations in Bihar. Saija has a total of 722 employees across 61 branches, in 37 districts of Bihar, Jharkhand and Uttar Pradesh. As of March 31, 2017, Saija had a customer base of 213,502 clients with an outstanding loan portfolio of USD 37 million. The geographic regions served by Saija are amongst the poorest in India – they are underserved by formal financial institutions and suffer from extreme energy poverty. Saija was founded by Mr. Shashi Ranjan Sinha and Ms. Rashmi Sinha in April 2007.

ENERGY LENDING

Saija started its energy lending program with technical assistance and support from the USAID-funded Partnership to Advance Clean Energy - Deployment Technical Assistance Program in 2015. Saija's energy lending program has grown by 64 percent over the past year and the MFI has progressed aggressively to cover 24 percent of its total client base as of March 31, 2017. Saija initially offered its clients loans for solar lanterns and now provides larger plug and play solar home systems. As it grows its energy finance program Saija plans to add solar appliances, larger solar systems and solar water pumps to meet the demands of its client base. Saija will also focus on sales through Village Level Entrepreneurs (VLEs).

Saija's Energy Program: Context



Saija's Microfinance and Energy Loan Products



PHOTO: USAID PACE-D TA PROGRAM

AVERAGE MICROFINANCE LOAN TERM	1 TO 2 YEARS
AVERAGE MICROFINANCE LOAN SIZE	20,000 TO 25,000 INR (USD 298 to USD 373)
MICROFINANCE LOAN REPAYMENT FREQUENCY	EVERY 2 WEEKS
MICROFINANCE LOAN INSTALLMENTS TOTAL	26 OR 52
ENERGY LOAN TERM	6 OR 9 MONTHS
ENERGY LOAN SIZE	1,899 TO 5,499 INR (USD 28 to USD 32)
ENERGY LOAN REPAYMENT FREQUENCY	EVERY 2 WEEKS
ENERGY LOAN INSTALLMENTS TOTAL	13 (LANTERNS) 18 (SHS OR FANS)

IMPACT*

OUTREACH

- Over 52,000 clients (100% women) have received financing for clean energy products
- Over 260,000 household members have benefitted
- 25% of Saija's client base now has clean energy products



FINANCIAL ACHIEVEMENTS

- Over USD 1.7 million has been disbursed as energy loans



- As a result of the PACE-D MSP, USD 8.7 million in debt investments have been leveraged, of which USD 3.5 million has been earmarked for clean energy lending



ENVIRONMENTAL IMPACT

- 193 kW equivalent of solar capacity has been installed



- Over 5,000 tons of CO₂e have been displaced



*As of March 31, 2017

ABOUT PACE-D TA PROGRAM: The Partnership to Advance Clean Energy – Deployment Technical Assistance Program (PACE-D TA Program) is a five-year bilateral initiative led by the U.S. Agency for International Development (USAID) and the U.S. Department of State, and implemented in partnership with the Ministry of Power (MOP) and the Ministry of New and Renewable Energy (MNRE). The Program has three key components: energy efficiency (EE), renewable energy (RE) and cleaner fossil technologies. One of the focal areas of the Program is to provide technical assistance to microfinance institutions to scale up energy lending. Nexant is the key implementation partner for the PACE-D TA Program and is supported by a consortium of Indian and U.S. companies including Arc Finance which leads the microfinance component of the Program. As a part of this Program, Arc Finance is providing technical assistance to seven partner microfinance institutions in nine different states: Uttar Pradesh, Odisha, Madhya Pradesh, West Bengal, Jharkhand, Kerala, Bihar, Tamil Nadu and Chhattisgarh. For more information, please visit www.pace-d.com.

USAID/India

CONTACT

ANURAG MISHRA
SENIOR CLEAN ENERGY SPECIALIST

EMAIL

AMISHRA@USAID.GOV

PACE-D TA Program

CONTACT

NITHYANANDAM YUVARAJ DINESH BABU
CHIEF OF PARTY

EMAIL

YDBABU@NEXANT.COM