

NOCPL Connect

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FROM THE CEO'S DESK

Wish you all a Very Happy 2018 and thank you all for your unwavering support throughout 2017!

Let me sum-up the year that has gone by and give you a quick picture of what is in store for 2018. In a way 2017 was a watershed year for the Micro-finance sector. We saw a massive default in several parts of the country and the business was low-key during the year. Still, we sailed through it well, thanks to your persistence, determination and bravery. I am also happy to inform you that the collections for new loans disbursed post April 2017 stands at 99.50%, implying that we can look forward to a steadier and growth oriented 2018.

What to look forward to:

- The IASC portfolio has been transferred to NOCPL. We are now approaching INR 1,000 crores of portfolio under management.
- Employee satisfaction, retention and growth have been our primary objective. We are launching a digital platform for sourcing, collection, audit and telecalling to ease the work load.
- Our Human Resource (HR) team is being revamped and I promise they will be more employee friendly with more frequent employee engagement activities. Look forward to exciting programs!

LIFE BEYOND THE DESK

Working at NOCPL is fun! We don't miss a single opportunity to celebrate together, and enjoy each festival with equal enthusiasm and joy! Here we present a glimpse of celebrations and employee engagement activities undertaken during the year 2017.



Ganesh Chaturthi



Independence Day



Cricket Match



New Year



Onam

We at NOCPL, often emphasize that a happy mind and a healthy body are not merely useful for performing better at work but also for living a happy family-life. This is the reason we strive to ensure that employees wind up their work at close of working hours and return home to be with their beloved family.

Yoga at Sangli

The employees at Sangli region engage in yoga every morning on arrival at work before they proceed to perform their official duties. They say that yoga relaxes their body and mind and they are able to perform their duties with peaceful mind and least stress. **NOCPL Connect** appreciates the innovation at work that can be spread to other regions too, productively.

JOY OF SERVICE: OUR CSR INITIATIVE

New Opportunity, through its wholly owned subsidiary IASC, involves itself in social activities that clearly target the socially and economically deprived sections of the society. The mission of such activities can be summarized as skill building among the poor. To this effect, IASC has a CSR Cell that undertakes activities facilitating technical and vocational training to women and youth among the less privileged families. Keeping in mind the need for additional support in school education in the form of mentoring and tutoring the children of poor families, IASC has started over 40 Nukkad Paathshaalas in Tamil Nadu, in order to keep them motivated to stay in education.

Imparting Expertise

Give a man a fish, you feed him for a day; teach him to fish, and you feed him for life ! We firmly believe in developing the skills of the rural poor to empower them economically and provide them opportunities for personal development. To this effect, we have partnered with many training institutions. During the first three quarters of the current Financial year, we have conducted 241 Skill Development Training programs at various regions in Tamil Nadu in association with our training partners and empowered 4500 individuals!

The table below shows a few Training Programs undertaken

Branch Name	Course	Training duration in days	Training Partner
Authoor	Power Machine Tailoring	35	Shine Institute
Authoor	Retail Sales	30	Shine Institute
Tuticorin	Hospitality	60	Pace Institute
Tuticorin	Driving LCV and HCV	60	Rise India Skills Solutions Pvt Ltd
Tuticorin	Two-wheeler Mechanic	90	Spik -NTTC National Transportable Telecommunications Capability
Kattur	Nursing	90	Pratham Arora Training Center
Vadavalli	Beautician Training	60	In -House Trainer
Annur	Garments Training	45	Mozhils Garments Training Center
Hosur	Software Course	45	UTL-Technologies Pvt Ltd (UTL)
Hosur	Solar Panel Making	90	TUV-Rheinland(TUV)
Thanjavur	Power Machine Tailoring	60	Nandhni Educational Charitable Trust
Swamimalai	Driving	60	Rise India Skills Solutions Pvt Ltd
Thanjavur	Retail Sales	45	Prim Educational and Charitable Trust



LET'S TALK BUSINESS

Our employees' motivation and commitment are our greatest strengths. Thanks to these, NOCPL's turnover during April-December 2017 has been encouraging. We have almost touched last year's turnover in the first nine months of the financial year. At this rate, we are confident of exceeding the targeted turnover. The following table summarises our business during the current financial year.

BANK WISE ASSET UNDER MANAGEMENT AS ON 31-12-2017			
Bank Partner	No. of Branches	Active Clients	Asset under management (Rs. in Cr)
Yes Bank	53	132322	206
RBL Bank	62	230094	400
IDBI Bank	44	121283	196
Reliance Commercial Finance	16	71643	116
DCB Bank	16	26036	35
Suryoday Small Finance Bank	1	83	2
Total	192	581461	955

EMPLOYEE SPEAKS

When I joined, we had only 10 branches with Rs.10 crore portfolio. Now we have 192 branches with Rs. 955 crores. Everyone feels a part of this growth. The major reason for my working at NOCPL is its culture and I derive immense job-satisfaction. People are energetic as well as positive and work as a team. Management is always encouraging and motivating. I am certain that the quality of my life has improved considerably. Specifically, the organisation's familial environment has helped me fulfill my career related desires.

J.R. Sivakumar,
Chief Business Officer

Change Makers

NOCPL/IASC provides ample opportunities for growth and scope for excelling in one's duty. The deserving candidates are quickly recognized, thus reinforcing their faith in good performance as well as demonstrating to others that excellence is the sole criterion for merit and reward. During the first three quarters of the current financial year, 215 deserving team mates moved up the career-ladder. **NOCPL Connect** congratulates them, wishes them success in all their future endeavors and wishes the best to others who, no doubt, will emulate the same and grow quickly.

Nukkad Paathshaala

Excerpts from CEO's interview by Dr. R.C. Natarajan on Nukkad Paathshaala- I entered the line of microfinance with the usual "do-good-to-society" aspiration. However, I soon realized that it is not a sustainable model in a fiercely competitive sector. What I wanted to achieve was to support the governments' efforts to get the poor children educated. These children really want to learn. IASC gave me the easy entry into the slums in the villages to start these centers. I asked myself "Why should I not start more tuition-cum-coaching centers in areas where IASC is operating?" Thus, I started Nukkad Paathshaalas. They have nothing to do with my business and are purely to satisfy the emotional needs of my wife, some of my employees who are committed to this cause and me. I do understand that it is a natural temptation for any businessperson to use such activities to lure more micro-credit borrowers. However, I do not want to succumb to that temptation. For me, business is business; social work is social work. I do not wish to mix them.