

Sonata Performance Report				
Performance as on 30th April 08				
		Target	Achivement	%
1.	Total No. of Branch	25	20	80%
	No of Unit Office		9	
2.	Total Number of Staff	447	358	80%
	HO Staff	48	34	71%
	Field Staff	415	324	78%
	BM/Unit Managers	38	48	126%
	Branch Support staff	75	22	29%
	Business Executives (LO)	250	183	73%
	BDAs (Agents)	120	71	59%
	Staff Droup out (No.)	NA	121	
3.	Net Number of Group Formed	5257	3986	76%
	Total Group Passed	5360	4,089	76%
	Total Dissolved Group	103	103	100%
4.	Net Number of Members	63,083	52,258	83%
	Total Members	72,437	61,612	
	Dropout Members	9354	9354	100%
5.	Total Number of Loan Client	51,579	46,680	91%
	Allahabad		22708	
	Kausambi		3927	
	Raiberali		2152	
	Kanpur		3946	
	Sultanpur		959	
	Fatehpur		3411	
	Jabalpur		9,577	
6.	Number of Client Insured	25313	25313	100%
7.	Loan Portfolio	198,645,253	246,523,854	124%
	Loan Amount Disbursed	541,005,600	560,737,652	104%
	Principal Collection	342,360,347	314,213,798	92%
8.	Interest Income	5,560,138	5,950,108	107%
	Interest Income Earned	4,776,885	5,261,052	110%
	Processing Fee	672,300	578,102	86%
	Income on Investment	11,094	11,094	100%
	Income through Insurance	90,360	90,360	100%
	Other Income	9,500	9,500	100%

9.	Total Expenditure	6,469,675	4,868,353	75%
	Financial Cost	1,689,621	2,188,144	130%
	Loan Loss	286,531	71,660	25%
	Total Operating Expenses	4,493,522	2,608,550	58%
	a. HO Operating Expense	1,093,307	833,539	76%
	b. Field Operating Expense	3,400,216	1,775,011	52%
10.	P & L Account (Accumulated Total Loss)	(10,269,124)	(6,933,589)	68%
	Current Year	(909,537)	1,081,754	-119%
	Previous Year losses	(9,359,587)	(8,015,343)	66%
11.	Portfolio at Risk	2.0%	0.07%	4%
12.	OSS	85.94%	122.22%	142%
13.	Case Load (4/2.c)	206	255	124%
14.	Average Loan Portfolio Per BE	794,581	1,347,125	170%
15.	Equity Infusion	50,000,000	63,200,000	126%

16	Funding Tie Up	Sanctioned Amount	Amount Availed	Balance Outstanding	%
16.a	FWWB	100,000,000	100,000,000	66,129,976	27.0%
16.b	HDFC Bank	65,000,000	65,000,000	44,151,786	18.0%
16.c	ABN-AMBRO Bank	50,000,000	50,000,000	33,650,000	13.7%
16.d	Bellwether Fund	91,000,000	91,000,000	40,000,000	16.3%
16.e	ICICI Bank	20,000,000	20,000,000	15,757,568	6.4%
16.f	Axis Bank	55,000,000	55,000,000	38,928,571	15.9%
16.g	SIDBI	10,000,000	10,000,000	6,380,000	2.6%
	Total	391,000,000	391,000,000	244,997,901	100.0%