

Sonata Performance Report					
Performance as on 31st August 08					
		Target	Achivement	%	
1.	Total No. of Branch/ Units	30	41	137%	
2.	Total Number of Staff	553	443	80%	
	HO Staff	57	50	88%	
	Field Staff	496	393	79%	
	BM/Unit Managers	46	57	124%	
	Branch Support staff	90	19	21%	
	Business Executives (LO)	240	224	93%	
	BDAs (Agents)	120	93	78%	
3.	Net Number of Group Formed	5932	5048	85%	
	Total Group Passed	6042	5,158	85%	
	Total Dissolved Group	110	110	100%	
4.	Net Number of Members	71,182	65,945	93%	
	Total Members	82,456	77,219		
	Dropout Members	11274	11274	100%	
5.	Total Number of Loan Client	61,795	59,857	97%	
	Uttar Pradesh		45,975		
	Madhy Pradesh		13,882		
6.	Number of Client Insured	46109	46109	100%	
7.	Loan Portfolio	366,722,883	328,327,423	90%	
	Loan Amount Disbursed	907,059,850	828,878,300	91%	
	Principal Collection	540,336,967	500,550,877	93%	
8.	Total Income	40,034,197	36,521,329	91%	
	Interest Income Earned	35,162,268	31,946,370	91%	
	Processing Fee	3,524,756	3,870,067	110%	
	Income on Investment	148,929	76,717	52%	
	Income through Insurance	1,188,120	618,050	52%	
	Other Income	10,125	10,125	100%	
9.	Total Expenditure	35,218,575	26,639,132	76%	
	Financial Cost	13,097,534	12,419,998	95%	
	Loan Loss	2,554,836	163,328	6%	
	Total Operating Expenses	19,566,206	14,055,805	72%	
	a. HO Operating Expense	4,971,745	5,154,103	104%	
	b. Field Operating Expense	14,594,460	8,901,702	61%	
10.	Accumulated Profit/(Loss)	(891,216)	4,175,359	-469%	
	Current Year	4,815,622	9,882,197	205%	
	Previos Year losses	(5,706,838)	(5,706,838)	66%	
11.	Portfolio at Risk	2.0%	0.07%	4%	
12.	OSS	113.67%	137.10%	121%	
13.	Case Load (4/2.c)	257	267	104%	
14.	Average Loan Portfolio Per Loan Officer	1,528,012	1,465,747	96%	
15.	Equity Infusion	63,335,044	63,200,000	100%	
16.	Funding Tie Up	Sanctioned Amount	Amount Aailed	Balance Outstanding	%
16.a	FWWB	135,000,000	135,000,000	73,629,966	23.7%
16.b	HDFC Bank	140,000,000	103,000,000	73,312,500	23.6%
16.c	ABN-AMBRO Bank	65,000,000	50,000,000	24,550,000	7.9%
16.d	Bellwether Fund	91,000,000	91,000,000	20,000,000	6.4%
16.e	ICICI Bank	20,000,000	20,000,000	12,606,048	4.1%
16.f	Axis Bank	105,000,000	92,500,000	71,785,715	23.1%
16.g	SIDBI	10,000,000	10,000,000	4,570,000	1.5%
16.h	DCB	30,000,000	30,000,000	30,000,000	9.7%
	Total	596,000,000	531,500,000	310,454,229	100.0%