

Sonata Performance Report					
Performance as on 31st August, 09					
		Target	Achivement	%	
1.	Total No. of Branch/ Units	50	50	100%	
2.	Total Number of Staff	756	642	85%	
	HO Staff	73	93	127%	
	Field Staff	683	549	80%	
	BM/Unit Managers	74	100	135%	
	Branch Support staff	150	85	57%	
	Business Executives (LO)	400	305	76%	
	BDAs (Agents)	59	59	100%	
3.	Net Number of Group Formed	9,146	6,908	76%	
	Total Group Passed	9,372	7,134	76%	
	Total Dissolved Group	226	226	100%	
4.	Net Number of Members	109,750	83,292	76%	
	Total Members	139,441	109,169	78%	
	Dropout Members	29691	25877	87%	
5.	Total Number of Loan Client	95,500	73,651	77%	
	Uttar Pradesh		54,240		
	Madhy Pradesh		19,411		
6.	Number of Client Insured	73,651	73,651	100%	
7.	Loan Portfolio	566,352,596	392,467,191	69%	
7.a	Net Own Portfolio		347,139,664		
7.b	Managed Portfolio		45,327,527		
	Loan Amount Disbursed	1,955,413,790	1,688,858,840	86%	
	Principal Collection	1,389,061,194	1,296,391,649	93%	
8.	Total Income	64,054,000	57,440,786	90%	
	Interest Income Earned	55,986,190	51,289,868	92%	
	Processing Fee	5,089,287	3,920,172	77%	
	Income on Investment	1,148,890	966,541	84%	
	Income through Insurance	1,715,490	1,150,062	67%	
	Other Income	114,143	114,143	100%	
9.	Total Expenditure	62,232,168	42,631,797	69%	
	Financial Cost	27,043,144	18,357,480	68%	
	Loan Loss Provision	2,624,100	2,147,221	82%	
	Total Operating Expenses	32,564,924	22,127,096	68%	
	a. HO Operating Expense	6,263,042	7,278,509	116%	
	b. Field Operating Expense	25,123,185	14,325,022	57%	
	c. Depreciation	1,178,697	523,565	44%	
10.	Accumulated Profit/( Loss) after Tax	19,707,885	27,503,701	140%	
	PAT	1,249,756	9,045,573	724%	
	Tax for Current Year	572,076	5,763,416	1007%	
	Current Year profit before Tax	1,821,832	14,808,989	813%	
	Previous Year Profit	18,458,128	18,458,128	100%	
11.	Portfolio at Risk	1.0%	1.4%	138%	
12.	OSS	102.93%	134.74%	131%	
13.	Case Load (4/2.c)	239	241	101%	
14.	Average Loan Portfolio Per Loan Officer	1,415,881	1,286,778	91%	
15.	Total Equity	63,200,000	63,200,000	100%	
16.	Funding Tie Up	Sanctioned	Amount Aailed	Balance	%
	Term Loan	Amount	Amount Aailed	Outstanding	%
16.a	FWWB	230,000,000	220,000,000	68,888,856	21.7%
16.b	HDFC Bank	181,000,000	144,000,000	60,250,000	19.0%
16.c	ABN-AMBRO Bank	65,000,000	50,000,000	2,500,000	0.8%
16.e	SIDBI	60,000,000	60,000,000	48,283,000	15.2%
16.f	ICICI	20,000,000	20,000,000	3,151,488	1.0%
16.g	Axis Bank	105,000,000	105,000,000	39,821,430	12.6%
16.h	Bellwether Microfinance Fund	131,000,000	113,500,000	22,500,000	7.1%
16.i	Yes Bank	30,000,000	30,000,000	21,428,572	6.8%
16.j	IFMR	50,000,000	50,000,000	50,000,000	15.8%
	Subtotal	872,000,000	792,500,000	316,823,346	100.0%
	Managed Portfolio				
16.k	ICICI	100,000,000	80,329,830	25,458,262	56.2%
16.l	DCB	60,000,000	60,000,000	14,766,677	32.6%
16.m	Axis Bank	100,000,000	39,999,972	5,102,588	11.3%
	Subtotal	260,000,000	180,329,802	45,327,527	100.0%
	Total	1,132,000,000	972,829,802	362,150,873	100.0%