

Sonata Performance Report					
Performance as on 31st December 08					
		Target	Achivement	%	
1.	Total No. of Branch/ Units	40	42	105%	
2.	Total Number of Staff	627	561	89%	
	HO Staff	63	51	81%	
	Field Staff	564	510	90%	
	BM/Unit Managers	60	67	112%	
	Branch Support staff	120	63	53%	
	Business Executives (LO)	280	276	99%	
	BDAs (Agents)	104	104	100%	
3.	Net Number of Group Formed	7220	5889	82%	
	Total Group Passed	7378	6,047	82%	
	Total Dissolved Group	158	158	100%	
4.	Net Number of Members	86,635	76,261	88%	
	Total Members	103,114	91,362	89%	
	Dropout Members	16479	15101	92%	
5.	Total Number of Loan Client	77,055	68,776	89%	
	Uttar Pradesh		52,434		
	Madhy Pradesh		16,342		
6.	Number of Client Insured	66,853	66,853	100%	
7.	Loan Portfolio	418,551,519	389,176,211	93%	
7.a	Own Portfolio		335,959,117		
7.b	Managed Portfolio		53,217,094		
	Loan Amount Disbursed	1,224,734,200	1,119,540,250	91%	
	Principal Collection	806,182,681	730,364,039	91%	
8.	Total Income	78,145,427	81,190,571	104%	
	Interest Income Earned	69,036,237	68,817,309	100%	
	Processing Fee	6,463,269	7,607,159	118%	
	Income on Investment	456,298	394,002	86%	
	Income through Insurance	2,178,630	4,361,108	200%	
	Other Income	10,993	10,993	100%	
9.	Total Expenditure	70,581,189	57,200,176	81%	
	Financial Cost	29,541,117	28,463,393	96%	
	Loan Loss	2,155,540	801,580	37%	
	Total Operating Expenses	38,884,532	27,935,203	72%	
	a. HO Operating Expense	9,212,049	9,654,209	105%	
	b. Field Operating Expense	29,672,483	18,280,995	62%	
10.	Accumulated Profit/(Loss)	1,857,400	18,283,557	984%	
	Current Year	7,564,238	23,990,395	317%	
	Previos Year losses	(5,706,838)	(5,706,838)	100%	
11.	Portfolio at Risk	1.0%	0.48%	48%	
12.	OSS	110.72%	141.94%	128%	
13.	Case Load (4/2.c)	275	249	91%	
14.	Average Loan Portfolio Per Loan Officer	1,494,827	1,410,059	94%	
15.	Total Equity	63,200,000	63,200,000	100%	
16.	Funding Tie Up	Sanctioned Amount	Amount Aailed	Balance Outstanding	%
	Term Loan				
16.a	FWWB	175,000,000	165,000,000	74,725,881	23.4%
16.b	HDFC Bank	151,000,000	114,000,000	67,062,500	21.0%
16.c	ABN-AMBRO Bank	65,000,000	50,000,000	15,500,000	4.8%
16.e	SIDBI	60,000,000	60,000,000	53,665,000	16.8%
16.f	ICICI	20,000,000	20,000,000	9,454,528	3.0%
16.g	Axis Bank	105,000,000	105,000,000	69,464,286	21.7%
16.h	Yes Bank	30,000,000	30,000,000	30,000,000	9.4%
	Subtotal	606,000,000	544,000,000	319,872,195	100.0%
	Managed Portfolio				
16.i	ICICI	100,000,000	30,998,002	30,998,002	58.2%
16.j	DCB	30,000,000	30,000,000	22,219,092	41.8%
16.k	Axis Bank	100,000,000	-	-	0.0%
	Subtotal	230,000,000	60,998,002	53,217,094	100.0%
	Total	836,000,000	604,998,002	373,089,289	100.0%

