

## Sonata Performance Report

		Performance as on 29th Feb 08			
		Target	Achievement	%	
<b>1.</b>	<b>Total No. of Branch</b>	25	20	80%	
<b>2.</b>	<b>Total Number of Staff</b>	447	382	85%	
	HO Staff	32	36	113%	
	Field Staff	415	346	83%	
	BM/Unit Managers	40	42	105%	
	Branch Support staff	55	18	33%	
	Business Executives (LO)	200	195	98%	
	BDAs (Agents)	120	91	76%	
	Staff Droup out (No.)	NA	106		
<b>3.</b>	<b>Net Number of Group Formed</b>	4029	3535	88%	
	Total Group Passed	4126	3632	88%	
	Total Dissolved Group	97	97	100%	
<b>4.</b>	<b>Net Number of Members</b>	53,731	45908	85%	
	Total Members	61,619	53796	87%	
	Dropout Members	7888	7888	100%	
<b>5.</b>	<b>Total Number of Loan Client</b>	43,846	40,471	92%	
	Allahabad		20959		
	Kausambi		3203		
	Raiberali		1994		
	Kanpur		2523		
	Sultanpur		767		
	Fatchpur		2794		
	Jabalpur		8231		
<b>6.</b>	<b>Number of Client Insured</b>	17,364	17364	100%	
<b>7.</b>	<b>Loan Portfolio</b>	179,497,492	208,241,752	116%	
	Loan Amount Disbursed	445,982,925	444,715,350	100%	
	Principal Collection	266,485,433	236,473,598	89%	
<b>8.</b>	<b>Interest Income</b>	33,446,608	34,046,776	102%	
	Interest Income Earned	27,773,243	28,622,872	103%	
	Processing Fee	4,991,860	5,049,095	101%	
	Income on Investment	441,327	134,631	31%	
	Income through Insurance	175,020	175,020	100%	
	Other Income	65,158	65,158	100%	
<b>9.</b>	<b>Total Expenditure</b>	42,174,976	33,142,794	79%	
	Financial Cost	8,404,433	13,431,996	160%	
	Loan Loss	2,045,740	28,528	1%	
	Total Operating Expenses	31,724,803	19,682,270	62%	
	a. HO Operating Expense	7,579,999	7,607,884	100%	
	b. Field Operating Expense	24,144,804	12,074,386	50%	
<b>10.</b>	<b>P &amp; L Account (Accumulated Total)</b>	(18,087,955)	(4,995,067)	28%	
	Current Year	(8,728,368)	903,983	-10%	
	Previous Year losses	(9,359,587)	(5,899,050)	66%	
<b>11.</b>	<b>Portfolio at Risk</b>	2%	0.04%	100%	
<b>12.</b>	<b>OSS</b>	79.30%	102.73%	130%	
<b>13.</b>	<b>Case Load (4/2.c)</b>	219	208	95%	
<b>14.</b>	<b>Average Loan Portfolio Per BE</b>	897,487	1,067,906	119%	
<b>15.</b>	<b>Equity Infusion</b>	20,000,000	19,700,000	99%	
<b>16.</b>	<b>Funding Tie Up</b>	Sanctioned Amount	Amount Availed	Balance Outstanding	%
16.a	FWWB	85,000,000	85,000,000	60,574,424	26.3%
16.b	HDFC Bank	50,000,000	50,000,000	38,616,071	16.7%
16.c	ABN-AMBRO Bank	35,000,000	35,000,000	21,050,000	9.1%
16.d	Bellwether Fund	51,000,000	51,000,000	40,000,000	17.3%
16.e	ICICI Bank	20,000,000	20,000,000	17,333,336	7.5%
16.f	Axis Bank	55,000,000	55,000,000	46,607,143	20.2%
16.g	SIDBI	10,000,000	10,000,000	6,380,000	2.8%
	Total	306,000,000	306,000,000	230,560,974	100.0%