

Sonata Performance Report

Performance as on 31st July 08

		Target	Achivement	%
1.	Total No. of Branch/ Units	30	29	97%
2.	Total Number of Staff	552	430	78%
	HO Staff	57	37	65%
	Field Staff	495	393	79%
	BM/Unit Managers	45	49	109%
	Branch Support staff	90	30	33%
	Business Executives (LO)	240	219	91%
	BDAs (Agents)	120	95	79%
	Staff Droup out (No.)	NA		
3.	Net Number of Group Formed	5532	4768	86%
	Total Group Passed	5642	4,878	86%
	Total Dissolved Group	110	110	100%
4.	Net Number of Members	66,382	62,439	94%
	Total Members	77,196	73,253	
	Dropout Members	10814	10814	100%
5.	Total Number of Loan Client	57,955	55,976	97%
	Allahabad		25745	
	Kausambi		4212	
	Raiberali		2472	
	Kanpur		5603	
	Sultanpur		1363	
	Fatehpur		3869	
	Faizabad		27	
	Jabalpur		12,685	
6.	Number of Client Insured	41383	41383	100%
7.	Loan Portfolio	344,459,750	305,818,548	89%
	Loan Amount Disbursed	823,407,650	751,816,037	91%
	Principal Collection	478,947,900	445,997,489	93%

8.	Interest Income	30,785,950	28,775,637	93%
	Interest Income Earned	26,933,426	25,359,066	94%
	Processing Fee	2,787,925	2,921,333	105%
	Income on Investment	114,849	66,538	58%
	Income through Insurance	939,750	418,700	45%
	Other Income	10,000	10,000	100%
9.	Total Expenditure	27,454,148	18,982,415	69%
	Financial Cost	9,997,789	8,545,784	85%
	Loan Loss	2,112,686	156,945	7%
	Total Operating Expenses	15,343,672	10,279,687	67%
	a. HO Operating Expense	3,917,878	4,506,956	115%
	b. Field Operating Expense	11,425,794	5,772,731	51%
10.	P & L Account (Accumulated Total Loss)	(14,936,678)	1,777,879	-12%
	Current Year	3,331,802	9,793,222	294%
	Previous Year losses	(18,268,480)	(8,015,343)	66%

11.	Portfolio at Risk	2.0%	0.09%	5%
12.	OSS	112.14%	151.59%	135%
13.	Case Load (4/2.c)	241	256	106%
14.	Average Loan Portfolio Per BE	1,435,249	1,396,432	97%
15.	Equity Infusion	50,000,000	63,200,000	126%

16	Funding Tie Up	Sanctioned Amount	Amount Aailed	Balance Outstanding	%
16.a	FWWB	125,000,000	120,000,000	69,741,081	22.9%
16.b	HDFC Bank	140,000,000	84,000,000	55,562,500	18.3%
16.c	ABN-AMBRO Bank	50,000,000	50,000,000	26,600,000	8.7%
16.d	Bellwether Fund	91,000,000	91,000,000	40,000,000	13.1%
16.e	ICICI Bank	20,000,000	20,000,000	13,393,928	4.4%
16.f	Axis Bank	105,000,000	80,000,000	63,571,428	20.9%
16.g	SIDBI	10,000,000	10,000,000	5,475,000	1.8%
16.h	DCB	30,000,000	30,000,000	30,000,000	9.9%
	Total	571,000,000	485,000,000	304,343,937	100.0%