

**Sonata Performance Report**

Performance as on 30th June 08

		Target	Achivement	%
1.	Total No. of Branch & Unit Office	30	29	97%
2.	Total Number of Staff	551	434	79%
	HO Staff	57	29	51%
	Field Staff	494	405	82%
	BM/Unit Managers	44	50	114%
	Branch Support staff	90	22	24%
	Business Executives (LO)	240	240	100%
	BDAs (Agents)	120	93	78%
	Staff Droup out (No.)	NA	124	
3.	Net Number of Group Formed	5132	4456	87%
	Total Group Passed	5242	4,566	87%
	Total Dissolved Group	110	110	100%
4.	Net Number of Members	61,582	59,173	96%
	Total Members	72,336	69,927	
	Dropout Members	10754	10754	100%
5.	Total Number of Loan Client	54,115	53,072	98%
	Allahabad		24619	
	Kausambi		4070	
	Raiberali		2440	
	Kanpur		5269	
	Sultanpur		1037	
	Fatehpur		3844	
	Jabalpur		11,793	
6.	Number of Client Insured	35980	35980	100%
7.	Loan Portfolio	317,797,190	285,751,347	90%
	Loan Amount Disbursed	739,745,850	683,942,817	92%
	Principal Collection	421,948,660	398,191,470	94%

8.	<b>Interest Income</b>	21,798,888	20,179,789	93%	
	Interest Income Earned	19,207,095	17,796,429	93%	
	Processing Fee	2,051,005	2,025,892	99%	
	Income on Investment	87,808	85,073	97%	
	Income through Insurance	442,980	262,395	59%	
	Other Income	10,000	10,000	100%	
9.	<b>Total Expenditure</b>	19,809,619	15,024,435	76%	
	Financial Cost	6,988,087	6,248,460	89%	
	Loan Loss	1,684,325	110,450	7%	
	Total Operating Expenses	11,137,207	8,665,525	78%	
	a. HO Operating Expense	2,872,577	3,697,846	129%	
	b. Field Operating Expense	8,264,630	4,967,680	60%	
10.	<b>P &amp; L Account (Accumulated Total Loss)</b>	(16,279,211)	(2,859,990)	18%	
	Current Year	1,989,269	5,155,353	259%	
	Previous Year losses	(18,268,480)	(8,015,343)	66%	
11.	<b>Portfolio at Risk</b>	2.0%	0.04%	2%	
12.	<b>OSS</b>	110.04%	134.31%	122%	
13.	<b>Case Load (4/2.c)</b>	225	221	98%	
14.	<b>Average Loan Portfolio Per BE</b>	1,324,155	1,190,631	90%	
15.	<b>Equity Infusion</b>	50,000,000	63,200,000	126%	
16	<b>Funding Tie Up</b>	<b>Sanctioned Amount</b>	<b>Amount Aailed</b>	<b>Balance Outstanding</b>	<b>%</b>
16.a	FWWB	115,000,000	110,000,000	65,574,414	25.7%
16.b	HDFC Bank	140,000,000	65,000,000	36,562,502	14.3%
16.c	ABN-AMBRO Bank	50,000,000	50,000,000	29,000,000	11.3%
16.d	Bellwether Fund	91,000,000	91,000,000	40,000,000	15.6%
16.e	ICICI Bank	20,000,000	20,000,000	14,181,808	5.5%
16.f	Axis Bank	80,000,000	80,000,000	64,821,428	25.4%
16.g	SIDBI	10,000,000	10,000,000	5,475,000	2.1%
	<b>Total</b>	<b>506,000,000</b>	<b>426,000,000</b>	<b>255,615,152</b>	<b>100.0%</b>

