

Sonata Performance Report					
Performance as on 30th November 08					
		Target	Achivement	%	
1.	Total No. of Branch/ Units	40	42	105%	
2.	Total Number of Staff	675	532	79%	
	HO Staff	74	50	68%	
	Field Staff	601	482	80%	
	BM/Unit Managers	60	74	123%	
	Branch Support staff	120	63	53%	
	Business Executives (LO)	320	244	76%	
	BDAs (Agents)	101	101	100%	
3.	Net Number of Group Formed	7505	5687	76%	
	Total Group Passed	7650	5,832	76%	
	Total Dissolved Group	145	145	100%	
4.	Net Number of Members	90,062	75,066	83%	
	Total Members	105,655	89,618	85%	
	Dropout Members	15593	14552	93%	
5.	Total Number of Loan Client	76,899	67,931	88%	
	Uttar Pradesh		52,106		
	Madhy Pradesh		15,825		
6.	Number of Client Insured	60,188	60,188	100%	
7.	Loan Portfolio (Managed Portfolio & Own)	440,889,780	378,881,107	86%	
	Loan Amount Disbursed	1,192,432,400	1,044,285,250	88%	
	Principal Collection	751,542,620	665,404,143	89%	
8.	Total Income	71,634,207	65,907,979	92%	
	Interest Income Earned	63,279,830	58,084,689	92%	
	Processing Fee	6,054,314	6,532,380	108%	
	Income on Investment	248,290	323,037	130%	
	Income through Insurance	2,040,780	956,880	47%	
	Other Income	10,993	10,993	100%	
9.	Total Expenditure	64,118,313	48,688,377	76%	
	Financial Cost	24,130,951	23,097,339	96%	
	Loan Loss	4,173,757	417,488	10%	
	Total Operating Expenses	35,813,605	25,173,550	70%	
	a. HO Operating Expense	8,584,737	9,092,910	106%	
	b. Field Operating Expense	27,228,868	16,080,640	59%	
10.	Accumulated Profit/(Loss)	1,809,056	11,512,764	636%	
	Current Year	7,515,894	17,219,602	229%	
	Previos Year losses	(5,706,838)	(5,706,838)	100%	
11.	Portfolio at Risk	2.0%	0.19%	10%	
12.	OSS	111.72%	135.37%	121%	
13.	Case Load (4/2.c)	240	278	116%	
14.	Average Loan Portfolio Per Loan Officer	1,377,781	1,552,791	113%	
15.	Total Equity	63,200,000	63,200,000	100%	
16.	Funding Tie Up	Sanctioned Amount	Amount Availed	Balance Outstanding	%
	Term Loan				
16.a	FWWB	175,000,000	155,000,000	72,503,652	23.4%
16.b	HDFC Bank	151,000,000	114,000,000	72,687,500	23.5%
16.c	ABN-AMBRO Bank	65,000,000	50,000,000	18,000,000	5.8%
16.d	Bellwether Fund	91,000,000	91,000,000	-	0.0%
16.e	SIDBI	60,000,000	50,000,000	43,665,000	14.1%
16.f	ICICI	20,000,000	20,000,000	10,242,408	3.3%
16.g	Axis Bank	105,000,000	105,000,000	77,857,144	25.1%
16.h	Yes Bank	30,000,000	15,000,000	15,000,000	4.8%
	Subtotal	697,000,000	600,000,000	309,955,704	100.0%
	Managed Portfolio				
16.i	ICICI	100,000,000	-	-	0.0%
16.j	DCB	30,000,000	30,000,000	24,700,908	100.0%
	Subtotal	130,000,000	30,000,000	24,700,908	100.0%
	Total	827,000,000	630,000,000	334,656,612	100.0%