

Sonata Performance Report

Performance as on 30th September 08

		Target	Achivement	%
1.	Total No. of Branch/ Units	30	41	137%
2.	Total Number of Staff	565	525	93%
	HO Staff	57	50	88%
	Field Staff	508	475	94%
	BM/Unit Managers	58	64	110%
	Branch Support staff	90	19	21%
	Business Executives (LO)	240	272	113%
	BDAs (Agents)	120	120	100%
	Staff Droup out (No.)	NA	NA	
3.	Net Number of Group Formed	6,332	5323	84%
	Total Group Passed	6,444	5,435	84%
	Total Dissolved Group	112	112	100%
4.	Net Number of Members	75,982	69,835	92%
	Total Members	89,801	81,971	91%
	Dropout Members	13819	12136	88%
5.	Total Number of Loan Client	65,635	61,935	94%
	Allahabad		27595	
	Kausambi		4532	
	Raiberali		2703	
	Kanpur		6311	
	Sultanpur		1958	
	Fatehpur		4139	
	Faizabad		154	
	Jabalpur		14,543	
6.	Number of Client Insured	50,213	50,213	100%
7.	Loan Portfolio	385,247,036	348,503,943	90%
	Loan Amount Disbursed	990,712,000	906,126,350	91%
	Principal Collection	605,464,964	557,622,407	92%

8.	Interest Income	49,996,483	47,125,592	94%
	Interest Income Earned	43,935,250	41,125,676	94%
	Processing Fee	4,261,587	4,905,818	115%
	Income on Investment	180,093	243,621	135%
	Income through Insurance	1,436,490	789,790	55%
	Other Income	183,063	60,687	33%
9.	Total Expenditure	43,700,543	33,794,450	77%
	Financial Cost	16,534,968	16,899,084	102%
	Loan Loss	3,004,927	121,078	4%
	Total Operating Expenses	24,160,649	16,774,288	69%
	a. HO Operating Expense	6,018,758	4,433,989	74%
	b. Field Operating Expense	18,141,891	12,340,299	68%
10.	P & L Account (Accumulated Total Loss)	589,102	7,624,304	1294%
	Current Year	6,295,940	13,331,142	212%
	Previous Year losses	(5,706,838)	(5,706,838)	66%
11.	Portfolio at Risk	2.0%	0.06%	3%
12.	OSS	114.41%	139.45%	122%
13.	Case Load (4/2.c)	273	228	83%
14.	Average Loan Portfolio Per BE	1,605,196	1,281,264	80%
15.	Equity Infusion	63,200,000	63,200,000	100%

16	Funding Tie Up	Sanctioned Amount	Amount Availed	Outstanding	%
16.a	FWWB	175,000,000	135,000,000	66,963,295	21.9%
16.b	HDFC Bank	151,000,000	103,000,000	67,687,500	22.2%
16.c	ABN-AMBRO Bank	65,000,000	50,000,000	22,050,000	7.2%
16.d	Bellwether Fund	91,000,000	91,000,000	20,000,000	6.6%
16.e	ICICI Bank	20,000,000	20,000,000	11,818,168	3.9%
16.f	Axis Bank	105,000,000	105,000,000	82,142,858	26.9%
16.g	SIDBI	60,000,000	10,000,000	4,570,000	1.5%
16.h	DCB	30,000,000	30,000,000	30,000,000	9.8%
16.i	Yes Bank	30,000,000	-	-	0.0%
	Total	727,000,000	544,000,000	305,231,821	100.0%