

Sonata Performance Report					
Performance as on 31st May, 09					
		Target	Achivement	%	
1.	Total No. of Branch/ Units	50	47	94%	
2.	Total Number of Staff	800	619	77%	
	HO Staff	85	57	67%	
	Field Staff	715	562	79%	
	BM/Unit Managers	77	95	123%	
	Branch Support staff	150	81	54%	
	Business Executives (LO)	400	298	75%	
	BDAs (Agents)	88	88	100%	
3.	Net Number of Group Formed	10020	6821	68%	
	Total Group Passed	10209	7010	69%	
	Total Dissolved Group	189	189	100%	
4.	Net Number of Members	120,235	86,232	72%	
	Total Members	143,472	107,331	75%	
	Dropout Members	23237	21099	91%	
5.	Total Number of Loan Client	107,943	76,300	71%	
	Uttar Pradesh		56,125		
	Madhy Pradesh		20,175		
6.	Number of Client Insured	75,758	75,758	100%	
7.	Loan Portfolio	609,985,357	422,869,924	69%	
7.a	Own Portfolio		317,710,756		
7.b	Managed Portfolio		105,159,168		
	Loan Amount Disbursed	1,875,618,350	1,502,116,290	80%	
	Principal Collection	1,265,632,993	1,079,246,366	85%	
8.	Total Income	29,903,344	24,354,844	81%	
	Interest Income Earned	26,460,152	22,342,145	84%	
	Processing Fee	2,474,823	1,619,268	65%	
	Income on Investment	104,295	108,647	104%	
	Income through Insurance	834,210	254,920	31%	
	Other Income	29,864	29,864	100%	
9.	Total Expenditure	23,953,304	17,464,101	73%	
	Financial Cost	6,907,218	7,193,508	104%	
	Loan Loss Provision	1,089,860	1,063,305	98%	
	Total Operating Expenses	15,956,226	9,207,288	58%	
	a. HO Operating Expense	3,562,335	3,641,928	102%	
	b. Field Operating Expense	12,393,891	5,565,360	45%	
10.	Accumulated Profit/(Loss) after Tax	24,110,651	24,331,032	101%	
	PAT	3966781	4,187,162	106%	
	Tax for Current Year	1,983,259	2,703,581	136%	
	Current Year profit before Tax	5,950,040	6,890,743	116%	
	Previous Year Profit	20,143,870	20,143,870	100%	
11.	Portfolio at Risk	1.0%	1.07%	107%	
12.	OSS	124.84%	139.46%	112%	
13.	Case Load (4/2.c)	270	256	95%	
14.	Average Loan Portfolio Per Loan Officer	1,524,963	1,419,027	93%	
15.	Total Equity	63,200,000	63,200,000	100%	
16.	Funding Tie Up	Sanctioned Amount	Amount Aailed	Balance Outstanding	%
	Term Loan				
16.a	FWWB	182,000,000	182,000,000	71,666,629	24.5%
16.b	HDFC Bank	181,000,000	144,000,000	77,312,500	26.5%
16.c	ABN-AMBRO Bank	65,000,000	50,000,000	6,500,000	2.2%
16.e	SIDBI	60,000,000	60,000,000	52,760,000	18.1%
16.f	ICICI	20,000,000	20,000,000	5,515,128	1.9%
16.g	Axis Bank	105,000,000	105,000,000	52,500,002	18.0%
16.h	Yes Bank	30,000,000	30,000,000	25,714,286	8.8%
	Subtotal	643,000,000	591,000,000	291,968,545	100.0%