





January 2008

Ujjivan News	Milestones	Business Results
 <p>Kolkata: The Kolkata Team celebrate reaching the 10,000 customers milestone.</p>  <p>Bangalore: Elizabeth Funk, Chairperson of Unitus attends Customer Centre meeting at Kavalbysandra.</p>  <p>Kolkata: Dum Dum Branch holds an inaugural Pooja.</p>  <p>Bangalore: Customers light the inaugural lamp during the Ramanagar Centre Leaders Meet, Herman Mulder and Moumita Sen Sharma of ABN-AMRO look on.</p>	<p>Customer Outreach</p> <ul style="list-style-type: none"> • Ujjivan soars to 50,000 customers nationwide. Staff and directors share their thoughts on achieving this milestone. More • Kolkata branches reach 10,000 customers in less than 9 months. More • Anekal and Maddur Branches reach 1000 customers. • K.R. Puram Branch reaches 2000 customers. <p>New Branches</p> <ul style="list-style-type: none"> • Kolkata's 10th branch opens at Dum Dum. <p>News Highlights</p> <ul style="list-style-type: none"> • Ramanagar celebrated 3000 customers and its first year of operations by holding a center and group leaders meet. Herman Mulder, Vice Chairman of ABN AMRO Foundation and Moumita Sen Sharma of ABN AMRO Bank, both representatives from one of Ujjivan's original bankers, joined the festivities. More • Maddur branch held its first center and group leaders meet to mark its 1000 customer milestone. More than 280 customers and staff attended. More • Kolkata held the region's first Center Leaders meet. <p>Microfinance +</p> <ul style="list-style-type: none"> • Vittala International Institute of Ophthalmology and Parinaam Foundation held an eye camp at Maddur Branch: 418 eye exams were administered free of cost. <p>Visitors</p> <ul style="list-style-type: none"> • Elizabeth Funk, Chairperson of Unitus and Ujjivan Director, had her first visit to Ujjivan. She attended customer center meetings at Bangalore's Kavalbysandra Branch and met with the staff at the Head Office. More <p>Organisation</p> <ul style="list-style-type: none"> • Current Employee Strength: 248 • Interns/Trainees/Probation: 249 • Total: 497 <p>On the Horizon</p> <ul style="list-style-type: none"> • Ujjivan to pilot hand-held devices for field staff. • Ujjivan's regional offices to start operations at Kolkata and New Delhi. • Ujjivan starts recruitment for the Leadership Development Program from top educational institutions. • Karnataka, Delhi, and Kolkata to open one new branch each. 	<p>As of Jan. 31, 2008:</p> <ul style="list-style-type: none"> • 55,202 Customers • 44,091 Borrowers • Rs.463.9 Million Loans Disbursed • Rs. 263.5 Million Loans Outstanding • 43,975 Customers Provided with Life Insurance Coverage • 1,260 Customers and Family Members provided with Health Insurance <p>During December:</p> <ul style="list-style-type: none"> • 6,307 New Customers • 10,507 New Loans Disbursed • 97.68% Repayment Rate* (as on Feb.7, 2008) <p>Contact</p> <p>Samit Ghosh Ujjivan Financial Services #93, Jakkasandra Extension Sarjapur Main Cross Road 1st Block, Koramangala Bangalore 560034</p> <p>T: +91 (80) 4146 8600 E: samit.ghosh@ujjivan.com W: www.ujjivan.com</p> <p>This monthly update is meant for Ujjivan stakeholders and friends. We request you to use your discretion in sharing it with colleagues, friends and others.</p> <p>Prepared by Jimmy Ossman</p> <p>© Ujjivan Financial Services Update#39 9 February 2008</p>