





### March 2008

Ujjivan News	Milestones	Business Results
 <p><b>Kolkata:</b> A group of customers perform at the Bidhan Nagar Branch Center Leaders Meet.</p>  <p><b>Bangalore:</b> Shukla Bose kicks off Ujjivan's Leadership Talk Series.</p>  <p><b>Kolkata:</b> Customers sing a traditional song at the Salkia Center and Customer Leaders Meet.</p>  <p><b>Bangalore:</b> Mary Ellen Iskenderian speaks at Ujjivan's Leadership Talk Series.</p>	<p><b>Customer Outreach</b></p> <ul style="list-style-type: none"> <li>• <b>Kolkata branches reach 15,000 customers</b></li> <li>• Garia branch in Kolkata reaches 2,000 customers</li> <li>• Dakhineswar branch in Kolkata reaches 2,000 customers</li> <li>• Kasba branch in Kolkata reaches 1,000 customers</li> <li>• Mangolpuri, Yamuna Vihar, Dakshinpuri and Madangir branches in Delhi crossed the 1,000 customers milestone</li> <li>• Peenya Branch in Bangalore reaches 3,000 customers</li> </ul> <p><b>New Branches</b></p> <ul style="list-style-type: none"> <li>• Kolkata: Park Circus and Shibpur</li> <li>• Karnataka: Dharwad and Uttarahalli</li> </ul> <p><b>News Highlights</b></p> <ul style="list-style-type: none"> <li>• <b>Ujjivan launches a Leadership Talk Series</b> to learn from the experiences of outstanding leaders. Shukla Bose, Founder &amp; CEO of Parikrma Humanity Foundation was the first speaker of the series. <a href="#">More</a></li> <li>• <b>Bidhan Nagar Branch in Kolkata held its first Center Leaders' meet</b>, over 400 customers and family members attended. <a href="#">More</a></li> <li>• <b>Kolkata finishes the year on a high note</b>, opening two branches in March to meet its '07-'08 fiscal year goal of opening 12 branches. <a href="#">More</a></li> <li>• <b>Ujjivan completes plans for 2008-2009 fiscal year</b> <a href="#">More</a></li> <li>• <b>Mary Ellen Iskenderian, President of Women's World Banking</b>, gives discussion on her career path and the importance of women leaders in microfinance as part of the <i>Leadership Talk Series</i>.</li> </ul> <p><b>Organisation</b></p> <ul style="list-style-type: none"> <li>• Current Employee Strength: 327</li> <li>• Interns/Trainees/Probation: 224</li> <li>• <b>Total: 551</b></li> </ul> <p><b>On the Horizon</b></p> <ul style="list-style-type: none"> <li>• Ujjivan starts the first <b>Management Development Program</b> to build up the talent pool recruited from top business schools, engineering and agricultural universities.</li> <li>• Ujjivan starts the pilot program to launch the <b>Individual Lending Program</b> at two branches in collaboration with <b>Women's World Banking</b>.</li> </ul>	<p><b>As of March 31<sup>st</sup>, 2008:</b></p> <ul style="list-style-type: none"> <li>• 68,033 Customers</li> <li>• 58,646 Borrowers</li> <li>• Rs.635.2 Million Loans Disbursed</li> <li>• Rs. 365.7 Million Loans Outstanding</li> <li>• 54,461 Customers Provided with Life Insurance Coverage</li> <li>• 2,039 Customers and Family Members provided with Health Insurance</li> </ul> <p><b>During March:</b></p> <ul style="list-style-type: none"> <li>• 9,660 New Customers</li> <li>• 13,105 New Loans Disbursed</li> <li>• 99.22% Repayment Rate* (as on March 31, 2008)</li> </ul> <p><b>Contact</b></p> <p><b>Samit Ghosh</b>  Ujjivan Financial Services  #93, Jakkasandra Extension  Sarjapur Main Cross Road  1st Block, Koramangala  Bangalore 560034</p> <p>T: +91 (80) 4146 8600  E: <a href="mailto:samit.ghosh@ujjivan.com">samit.ghosh@ujjivan.com</a>  W: <a href="http://www.ujjivan.com">www.ujjivan.com</a></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#41   9 April 2008</p>