

## April 2008

Ujjivan News	Milestones	Business Results
 <p><b>Bangalore:</b> Manali Thacker instructs a group of management trainees on a group assignment.</p>	<p><b>Customer Outreach:</b></p> <ul style="list-style-type: none"> <li>• <b>Ujjivan sets the pace for the 2008/2009 fiscal year with 11 new branches opened nationally.</b> <a href="#">More</a></li> <li>• North opens new branches in Jahangirpuri and Nangloi</li> <li>• East opens new branches in Barasat, Sodepur, and Baruipur</li> <li>• South opens new branches in Old &amp; North Hubli, Hosur, Sidlaghatta, Kirshnagiri and Belgaum.</li> <li>• <b>Kolkata Region crosses 20,000 customers.</b></li> <li>• Anekal and Maddur Branches reach 2000 customers</li> <li>• Thakurpukur, Chikkaballapur, and Channapatna branches reach 1000 customers</li> <li>• Yelahanka and Salkia branches hold their first Center Leaders Meetings.</li> </ul> <p><b>Microfinance +:</b></p> <ul style="list-style-type: none"> <li>• <b>Parinaam Foundation</b> was registered as a Section 25 not-for-profit Company set up to provide microfinance+ services to Ujjivan customers and their family members.</li> </ul>	<p><b>As of April 30<sup>th</sup>, 2008:</b></p> <ul style="list-style-type: none"> <li>• 75,046 Customers</li> <li>• 66,594 Borrowers</li> <li>• Rs.719.2 Million Loans Disbursed</li> <li>• Rs. 416.2 Million Loans Outstanding</li> <li>• 64,316 Customers Provided with Life Insurance Coverage</li> <li>• 2,952 Customers and Family Members provided with Health Insurance</li> </ul> <p><b>During April:</b></p> <ul style="list-style-type: none"> <li>• 7,014 New Customers</li> <li>• 12,206 Loans Disbursed</li> <li>• 98.97% Repayment Rate* (as on May 5, 2008)</li> </ul>
 <p><b>Delhi:</b> Manoj Dwivedi, COO-North, holds ribbon-cutting ceremony at Nangloi branch.</p>	<p><b>Organization</b></p> <ul style="list-style-type: none"> <li>• <b>Inaugural Management Development Program completed</b>, providing 30 recent graduates with comprehensive classroom training, field exposure, and interaction by industry leaders. <a href="#">More</a></li> <li>• <b>Leadership Talk Series</b> featured K.R. Ramamoorthy, ex-Chairman &amp; Managing Director of Corporation Bank &amp; ING-Vysya Bank and Subroto Bagchi, Ex- Key Executive of WIPRO &amp; Co-founder and CEO of Mindtree. <a href="#">More</a></li> </ul> <p><b>Human Resources</b></p> <ul style="list-style-type: none"> <li>• Current Employee Strength: 342</li> <li>• Interns/Trainees/Probation: 305</li> <li>• <b>Total: 647</b></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#42   9 May 2008</p>
 <p><b>Bangalore:</b> Subroto Bagchi, Co-founder and Gardner of Mindtree, speaks at Ujjivan. <a href="#">More</a></p>	<p><b>On the Horizon</b></p> <ul style="list-style-type: none"> <li>• Plans to open 10+ branches nation-wide.</li> <li>• Launch an Education Loan Program for school going children of customers.</li> <li>• Ramanagar branch to begin offering Housing Loan Product.</li> <li>• The Individual Loan Product will be piloted and Bangalore's Chamrajpet branch.</li> </ul>	
 <p><b>Bangalore:</b> K.R. Ramamoorthy, Chairman of the Board of Directors for Ujjivan speaks at the Leadership Talk Series. <a href="#">More</a></p>		