





### December 2007

Ujjivan News	Milestones	Business Results
 <p><b>Kolkata:</b> Santosh Roy, COO performs the ribbon cutting ceremony at Kasba branch opening.</p>  <p><b>Bangalore:</b> New CRS finish 11 days of training with a performance about Ujjivan.</p>  <p><b>Bangalore:</b> Elaine Ghosh, Executive Director of Parinaam and Rani Desai of Biocon Foundation gather with field staff and customers at the opening of the health clinic at K.B.Sandara.</p>  <p><b>Bangalore:</b> Ujjivan customer receives a free eye exam from Vittala doctor.</p>	<p><b><u>Customer Outreach</u></b></p> <ul style="list-style-type: none"> <li>• <b>Ujjivan crosses 50,000 customers on January 7<sup>th</sup>.</b></li> <li>• Kolkata branches cross 8000 customers in January.</li> <li>• Kolkata's Garia Branch reaches 1000 customers.</li> <li>• Kolkata's Dakshineswar Branch reaches 1000 customers.</li> <li>• Bangalore's Chamrajpet Branch reaches 3000 customers.</li> <li>• Bangalore's Jakkasandra Branch reaches 2000 customers.</li> </ul> <p><b><u>New Branches</u></b></p> <ul style="list-style-type: none"> <li>• Kolkata's 8<sup>th</sup> and 9<sup>th</sup> branches open at Kasba and Thakurpukur.</li> <li>• Bangalore's 18<sup>th</sup> and 19<sup>th</sup> branches begin operations at Chikkaballapur and Channapatna.</li> </ul> <p><b><u>Microfinance +</u></b></p> <ul style="list-style-type: none"> <li>• Biocon Foundation opens a health clinic for K.B. Sandra and Lingarajpuram Branch customers. The Foundation will collaborate with Parinaam to provide health education, care and the ARY health insurance program, including 1600 free surgeries at major hospitals. <a href="#">More</a></li> <li>• Vittala International Institute of Ophthalmology holds eye clinic for customers and their families at Anekal Branch.</li> <li>• Workshop and training conducted by N. Ranga Rao &amp; Sons for Agarbatti Rollers for customers of Chandra layout and Magadi Road branches.</li> </ul> <p><b><u>Visitors</u></b></p> <ul style="list-style-type: none"> <li>• Twenty two students from Harvard Business School visited Kavalbysandra and Lingarajpuram branches.</li> <li>• Delegation from PATH Foundation met customers of Peenya Branch to explore access to potable water for urban poor.</li> </ul> <p><b><u>Organisation</u></b></p> <ul style="list-style-type: none"> <li>• Current Employee Strength: 235</li> <li>• Interns/Trainees/Probation: 216</li> <li>• Total: 451</li> </ul> <p><b><u>On the Horizon</u></b></p> <ul style="list-style-type: none"> <li>• One new branch to open in Karnataka, Kolkata, and Delhi in January.</li> <li>• Ujjivan to go live with regional operations in Kolkata and</li> </ul>	<p><b>As of Dec. 31, 2007:</b></p> <ul style="list-style-type: none"> <li>• 48,891 Customers</li> <li>• 38,556 Borrowers</li> <li>• Rs.389.5 Million Loans Disbursed</li> <li>• Rs. 216.1 Million Loans Outstanding</li> <li>• 40,199 Customers Provided with Life Insurance Coverage</li> <li>• 1,068 Customers and Family Members Provided with Health Insurance</li> </ul> <p><b>During December:</b></p> <ul style="list-style-type: none"> <li>• 5,606 New Customers</li> <li>• 9,478 New Loans Disbursed</li> <li>• 97.92% Repayment* (as on Dec. 31, 2007)</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#38</p>

