

March 2012

Update #87



Social mission intact High recognition for social performance reporting MiX Market and CGAP present Ujjivan with Platinum award – the only MFI in India to receive this highest distinction <u>Read more</u>...

Responsible growth Portfolio landmark crossed in West Region

After a journey of three years and four months, the portfolio in West region (Maharashtra and Gujarat) crosses Rs.1000 million <u>More...</u>

Seven years and going strong...

Carol Furtado, chief operating officer for South Region, shares her experiences in Ujjivan from the early days of inception to the present day <u>*Read her own words...*</u>



Ensuring life safety *Protective fencing installed* Clients urge branch staff to help prevent accidents due to unprotected high-voltage transformers in their market places. State Electricity Board commends the project *More...*

Education Loan Interest Refund Program

Parinaam Foundation refunds over Rs.11.50 lakhs in 2011-12 More than 1900 children of 1580 Ujjivan clients benefit



First ever Scholarship Program in East region

Scholarships



Many students (Ujjivan clients' children), after completing their 12th grade, drop out from further studies due to high education costs or, are forced to take high-interest loans from moneylenders.

Parinaam runs a Higher Education Scholarship Program to help these students. The first ever program in East region was conducted in March.

Here's a brief look into the hard lives of these beneficiaries

You could <u>help educate</u> an underprivileged child. For the latest updates on current programs, visit the Parinaam <u>website</u>.

Business Performance	
As on Mar 31, 2012	
Customers	1,041,246
Borrowers	819,400
 No. of States and UTs 	20
 No. of under-banked distric 	cts 49
No. of Branches	302
Loans Disbursed	31,558 Mn.
 Loans Outstanding 	`7,917 Mn.
 Repayment Rate* 	98.32%
During the month:	
New Customers [#]	31,951
No. of Loans Disbursed	102,500
Human Resources	
Field Staff	2731
Total Employees	3449

Duration and Dauf

* Total repayment received divided by the total amount due of the loan portfolio outstanding as on the date. (provisional)

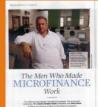
Indicates absolute number of new entrants in the records and does not account for customers who may have dropped out during the month

Smart Leadership

Samit Ghosh and Ujjivan feature in article on the future of microfinance

An exclusive article on the Indian microfinance sector in a leading international business magazine, focuses on successful sector leadership. Samit Ghosh is featured as one of the industry leaders to watch out for .

"...different from some of the earlier crop of MFI promoters... an awareness of the limits of microfinance and willingness to build a model that will transcend microfinance."





The Men Who Made Microfinance Work, Forbes India , April 2012