





## August 2008

Ujjivan News	Milestones	Business Results
 <p><b>Dumdum:</b> Customer's children perform a classical dance during the Center and Group Leader meet. <a href="#">More</a></p>	<p><b>Nobel Laureate, Prof. Yunus meets with members of AKMI</b> <a href="#">More</a></p> <p><b>Customer Outreach</b></p> <ul style="list-style-type: none"> <li>• Sidlaghatta, Tumkur, Hubli – North, Hosur, Sultanpuri, Shyamnagar &amp; Habra branches reached <b>1000</b></li> <li>• <b>Customers</b> Mangolpuri, Yamuna Vihar branches reached <b>2000 customers</b></li> <li>• Salkia branches reached <b>3000 customers</b></li> <li>• Peenya branch reached <b>4000 customers</b></li> <li>• Operations started in <b>Five new branches</b></li> </ul>	<p><b>As of August 31<sup>st</sup>, 2008:</b></p> <ul style="list-style-type: none"> <li>• 1,31,365 Customers</li> <li>• 1,12,115 Borrowers</li> <li>• No. of states - 7</li> <li>• No. of branches - 83</li> </ul>
 <p><b>Kolkata:</b> Parinaam Foundation conducted its First eye camp in Kolkata <a href="#">More</a></p>	<ul style="list-style-type: none"> <li>• Ujjivan's Delhi Region races to <b>10000 customers</b></li> <li>• <b>Seventh</b> CRS Representative meet of South Region has been conducted in Bangalore Head Office</li> <li>• <b>Sixth</b> CRS Representative meet of North Region has been conducted in Delhi regional Office</li> </ul> <p><b>A Story of Outstanding Customer Service</b> <a href="#">More</a></p> <p><b>Microfinance +</b></p> <ul style="list-style-type: none"> <li>• Parinaam Foundation holds its First Eye Camp in Kolkata Region <a href="#">More</a></li> <li>• Eye Camp conducted in Bangalore region's HAL Branch</li> </ul> <p><b>Visitors</b></p> <ul style="list-style-type: none"> <li>• Basant Seth, Deputy Managing Director, SIDBI and Tarun Bajaj, Joint Secretary (Insurance), Ministry of Finance visited the Jakkasandra branch</li> <li>• Mr. Michael Hasper, Dr. Andreas Pfeil of the German Embassy and Mr. Christian Haas, Director, India Office, KfW Entwicklungsbank visited Housing Loan customers of Ujjivan at K.B.Sandra branch, Bangalore</li> </ul>	<ul style="list-style-type: none"> <li>• Rs. 1234 Million Loans Disbursed</li> <li>• Rs. 695.7 Million Loans Outstanding</li> <li>• 1,16,520 Customers Provided with Life Insurance Coverage</li> <li>• 4,924 Customers and Family Members provided with Health Insurance</li> </ul>
 <p><b>Bangalore:</b> Professor Yunus with Carol Furtado, COO, South, during his meeting with Association of Karnataka Microfinance Institutions (AKMI) members <a href="#">More</a></p>	<p><b>During August:</b></p> <ul style="list-style-type: none"> <li>• 17,014 New Customers</li> <li>• 22,723 Loans Disbursed</li> <li>• 99.52% Repayment Rate* (as on Sep 4, 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><b>Mysore:</b> Carol Furtado, COO, South, during the ribbon cutting ceremony <a href="#">More</a></p>	<p><b>Organization</b></p> <p><b>Human Resources</b></p> <ul style="list-style-type: none"> <li>• Current Employee Strength: 486</li> <li>• Interns/Trainees/Probation: 666</li> <li>• <b>Total: 1152</b></li> </ul> <p><b>On the Horizon</b></p> <ul style="list-style-type: none"> <li>• We Plan to open 14 branches in September</li> <li>• We plan to enter 8th state – Jharkand</li> <li>• We are raising our Fourth Round of Capital</li> </ul> <p><b>Note:</b> <i>*The repayment rate is calculated as the total amount repaid less prepayments received divided by the total amount due of the total loan portfolio outstanding as of the date.</i></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 Venkat Krishna &amp; Abhijeet Kumar</p>
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