

## OUTREACH As on August 31, 2010

|                         |       |
|-------------------------|-------|
| Districts               | 10    |
| Branches                | 38    |
| Centres                 | 2169  |
| Members                 | 32145 |
| Active Clients          | 30795 |
| Disbursements( ₹ In Mn) | 310.5 |
| Outstanding ( ₹ In Mn)  | 221.6 |

## Number of Employees As on August 31, 2010

|                         |     |
|-------------------------|-----|
| Head Office             | 19  |
| Zonal Manager           | 1   |
| Regional Manager        | 1   |
| Divisional Managers     | 7   |
| Area Managers           | 7   |
| Branch Managers         | 42  |
| Trainee Branch Managers | 6   |
| Credit Officers         | 65  |
| Trainee Credit Officers | 107 |
| Auditors                | 7   |
| MIS Executives          | 3   |
| Trainee MIS Executives  | 8   |
| Total                   | 273 |

## Milestones Achieved by Branches During The Month

| 2500 Members | 1500 Members | 1000 Members |           |
|--------------|--------------|--------------|-----------|
| Ashok Vihar  | Hanumanganj  | Mudiyahoo,   | Karchana  |
| Sigra        | Harahua      | Gohaniya     | Sultanpur |
|              | Sindhaura    | Jalalpur     |           |

## International Finance Corporation (IFC) agrees to provides grants to Utkarsh

Utkarsh has signed Performance based Grant agreement with IFC for USD 250,000 (₹1.15crore). The grant will be released to the company based on achievement of performance milestones over a period of three years. IFC's grant at an early stage signifies the confidence it has in the company and the team.

## Utkarsh receives sanction from National Bank for Agriculture and Rural Development. (NABARD)

Utkarsh has received sanction from NABARD, as soft loan assistance for the purpose of capital support (subordinated debt) and Revolving Fund Assistance (RFA).

## Utkarsh expanded its operation with 38 branches

Utkarsh has expanded its operation in 38 branches within a year of operation and with this it has operations in ten districts. ie Varanasi, Jaunpur, Allahabad, Ghazipur, Sant Ravidas Nagar (Bhadohi), Sultanpur, Mirzapur, Gorakhpur, Chandauli & Azamgarh. In align with its strategy of rural focus, it has 29 rural & 9 urban branches, taking total network of branches to 38.

## THE BEST CREDIT OFFICERS FOR JULY 2010



Mukesh Prajapati  
(Credit Officer)  
Sultanpur Branch  
Dist. Sultanpur



Manoj Kumar  
(Trainee Credit Officer)  
Mirzapur City Branch  
Dist. Mirzapur

## From The HOD's Desk



Team Utkarsh is happy to share that the company has achieved its first breakeven (month on month) in August 2010. This is three months earlier than projected. This has been possible mainly because of control on expenditure, in spite of the fact that it is growth phase of company and there is rapid growth of branches. Henceforth, the company will move in next gear and will continue to contribute to profitability. We expect to wipe out all accumulated losses and make a reasonable profit in this financial year.

I am also happy to share that the company is in advanced stage of second round of equity infusion, and we expect to close the deal by October 31, 2010. This will enable the company to focus on raising debts to fund its expansion plan.

With warm regards,  
Abhisheka Kumar  
Head - Finance/Accounts and IT

Your Feed Back is Important  
Please do write us at:  
[communications@utkarshmf.com](mailto:communications@utkarshmf.com)