

### OUTREACH As on May 31, 2010

Districts	8
Branches	25
Centres	1049
Members	16373
Active Clients	15429
Disbursements(In Rs. mn)	145.8
Outstanding (In Rs. mn)	114.2

### Number of Employees As on May 31, 2010

Head Office	16
Regional Manager	1
Area Managers	8
Branch Managers	28
Trainee Branch Manager	5
Credit Officers	47
Trainee Credit Officers	74
Auditors	3
MIS Executives	3
Trainee MIS Executives	3
Total	188

### Milestones Achieved by Branches

Members (500)	Members (1000)	Members (2000)
Allahabad	Harahua	Ashok Vihar
Chandvak	Hanumanganj	Sigra
Gopiganj	Permanatpur	
Jansa	Sindhaura	
Jalalpur		
Mudiyahoo		

### Utkarsh expanded its operation in Gorakhpur district

Utkarsh has started its operation in Gorakhpur, and with this, it has operations in eight districts. ie Varanasi, Jaunpur, Allahabad, Ghazipur, Sant Ravidas Nagar, Sultanpur, Mirzapur & Gorakhpur. In align with its strategy of rural focus, it has 17 rural & 8 urban branches, taking total network of branches to 25.

### Training & Workshops

Functional training was conducted for 65 employees at Head office in Varanasi in fourth week of May. Training on Leadership & soft skill was provided to Area Managers, Branch Managers and Head Office staff. This was first such initiative. The company will organize more such programs in future.

### Rating

Utkarsh initiated the process of rating from CRISIL. Field visits and due diligence have been completed and the report is expected soon.

### THE BEST CREDIT OFFICER FOR APRIL 2010



Mahendar Kumar  
(Sigra Branch)

### From The HOD's Desk



Team Utkarsh takes pleasure in completing its first audited accounts which was approved by the BOD on May 24, 2010. The revenue and expenditure were slightly higher than projected. However 33% of the total expenditure was onetime expenditure, especially related to pre acquisition cost which could not be booked under pre-operative expenses and could not be amortized because it was an existing company. However, I am happy to inform that all pre acquisition expenses have been expensed out in the financial year itself and no expense is left to be amortized.

I am also happy to share that all the 7 branches which were opened in September 2009(4) & December 2009(3), have achieved breakeven together, and 4 branches which were opened in September 2009, have achieved cumulative breakeven individually.

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

Your Feed Back is Important  
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