

OUTREACH As on July 31, 2010	
Districts	10
Branches	38
Centres	1743
Members	26166
Active Clients	24750
Disbursements(In Rs. mn)	241.9
Outstanding (In Rs. mn)	177.4

Number of Employees As on July 31, 2010	
Head Office	18
Zonal Manager	1
Regional Manager	1
Divisional Managers	7
Area Managers	5
Branch Managers	38
Trainee Branch Managers	8
Credit Officers	57
Trainee Credit Officers	103
Auditors	8
MIS Executives	3
Trainee MIS Executives	6
Total	255

Milestones Achieved by Branches During The Month	
500 Members	1000 Members
Gorakhpur	Allahabad
Lambua	Chandvak
	Gopiganj
	Jansa

Utkarsh expanded its operation in Azamgarh district

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

Appointment of Zonal Manager

Mr. Sulabh Jain joined Utkarsh in the capacity of Zonal Manager. An alumni of Symbiosis (Pune), he brings with him over 12 years of experience in Agri- Business and micro finance. In his last assignment at ICICI bank, he was managing Micro finance portfolios in Eastern Uttar Pradesh & Bihar. He also had entrepreneurial stint and was involved in cultivation and marketing of Cut Flowers and Exotic Vegetables.

The Best Employees for June 2010



Mukesh Prajapati
(Credit Officer)
Sultanpur Branch
Dist. Sultanpur



Ritu Sahu
(Branch Manager)
Gopiganj Branch
Dist. Sant Ravidas Nagar



Rakesh Kumar
(Trainee Credit Officer)
Gohaniya Branch
Dist. Allahabad

From The HOD's Desk



By opening our Branch in Azamgarh district, we have made our presence in 10th district of Eastern Uttar Pradesh. Now we are working in Allahabad, Azamgarh, Chandauli, Ghazipur, Gorakhpur, Jaunpur, Mirzapur, Sant Ravidas Nagar (Bhadohi), Sultanpur & Varanasi of Uttar Pradesh. By the first week of August, we have inducted 25000 Active Loan Clients (ALCs) in our Micro Finance Program within a span of 10 months. We plan to be present in two states namely Uttar Pradesh & Bihar with a network of 50 branches by September, 2010.

As we are expanding and have vision to become a significant Micro Finance Institution, we have strengthened our Operations Team recently by appointing one Zonal Manager in operations team. With this we have 1 Zonal Manager, 1 Regional Manager, 7 Divisional Managers and 5 Area Managers. We have introduced new monitoring guidelines for our Operations Managers that will enable them to monitor the field operations more efficiently and Top Management will be able to keep its eyes on field operations more scientifically.

Keeping in view the funds requirement of our target clients, we have enhanced the loan size from Rs.10,000/- to Rs.12,000/- for our borrowers of 1st cycle.

Contiguous expansion strategy, good manpower planning, caring for our clients and employee friendly working environment will make win-win situation for everyone associated with our work.

Warm Regards,
Trilok Nath Shukla
Head- Operations