



# UTKARSH - VOICE

UTKARSH MICRO FINANCE PVT. LTD.

July-September

Vol-5 Issue -2



### First NCD transaction:

Utkarsh has, for the first time, raised funds (Rs 16 crore) through issuance of listed, secured, redeemable, non-convertible debenture to Blue Orchard. It is also in the process of closing its second NCD transaction of Rs 30 crore with responsAbility. This will help the company to diversify its funding avenues further and reduce dependence on limited channels of funding. It will also help in further improvement in asset liability maturing pattern.

### Seal of Transparency:

Utkarsh received seal of transparency certificate from mfttransparency.org. The certificate is awarded to the Microfinance Institutions who become transparent in their product pricing. The company participated in Transparent Pricing Initiative to earn the Seal of Transparency upon publication of its data.



### SEAL OF PRICING TRANSPARENCY

### Credit plus Services:

#### Polyclinics:

In order to provide low cost medical facilities, company has tied-up with Ramkrishna Sevashram Hospital Ojhla, Mirzapur for operating mini poly clinics initially at two branch locations of Utkarsh, one at Jamui, Mirzapur and the other at Madiyahu, Jaunpur. These poly-clinics operate through expert doctors and para-medical staff and are currently available once in a fortnight basis. It is planned to organize such mini poly clinics at more branches in future based on experience at these two locations



### HEALTH CHECKUP AT MADIYAHUN, JAUPUR

#### Financial Awareness:

The Company organized 90 programmes on Financial Awareness for the clients of Utkarsh across several branches. Total 5219 clients benefitted in these Financial Awareness camps during July to Sep 2013.

#### Vocational Training:

**Agarbatti Rolling Project:** There has been continuous training on incense stick production in the twenty villages in Harahua block of Varanasi district and 30 new members were trained in Q-2. Total production of agarbatti in Q-2 was 2199 kg. However, 5042 kg of agarbatti produced so far by the members were linked to the market including old stocks available.

#### NPS Lite (New Pension Scheme):

NPS Lite roll out started with three branches viz Sindhora, Harahua & Sagra. As on 30<sup>th</sup> September, 2013 30 branches started providing NPS lite. Total 3237 accounts were opened till Q-2 ended on September 30, 2013. It is planned to scale up further during the current financial year.

**OPERATIONAL HIGHLIGHTS**

	As on Sep 30, 2013	As on Mar 31, 2013	As on Sep 30, 2012
No of States	5	5	4
No. of Districts	26	24	21
Total No of Branches	112	102	85
No of Branches in UP	67	63	57
No of Branches in Bihar	32	27	23
No of Branches in MP	6	6	3
No of Branches in Uttarakhand	5	5	2
No of Branches in Delhi	2	1	-
<b>Micro Finance Outreach</b>			
Total No. of Centres	16,426	14,369	11,099
Total No. of Groups	57,304	49,087	36,735
Total No. of Members	267,766	200,066	159,681
Total No. of Clients	248,576	197,874	149,118
Cumulative Disbursement (Mn)	6321.4	4,396.4	2846.7
Total Number of Disbursement	499,160	372,019	258,788
Gross Loan Outstanding (Mn)	2420.6	1,767.8	1112.8
No. of Clients/Credit Officer	618	580	544
On Time Repayment Rate	100%	100%	100%
<b>Micro Enterprises Lending</b>			
No of States	2	1	1
No of District	6	2	1
No of Branches	6	2	1
Cumulative Disbursement( Mn)	54.7	17.0	4.12
Gross Loan Outstanding (Mn)	46.9	14.8	3.72
No of Loan Disbursed	990	310	80
No of clients	958	307	78
<b>New Pension Scheme (NPS)</b>			
No of States	2	1	-
No of Districts	6	1	-
No of Branches	30	3	-
No f Accounts	3237	153	-
Collection Cumulative (Mn)	0.62	0.11	-

**Staff Position:**

	As on Sep 30, 2013	As on Mar 31, 2013	As on Sep 30, 2012
Operations	600	512	280
Non Operations	108	90	47
MEL	60	22	5
Total:	768	624	332
Out of which women employees	27	17	15

**REGIONAL AWARDS (Sep 2013)****ALLAHABAD REGION:**

**Best TCO: Mr. Anoop Kumar Maurya,**  
Karachana Branch

**BEST CO: Mr. Krishna Kumar,**  
Gauhania Branch

**Best BM: Mr. Himansu Diwedi,**  
Sahso Branch

**AZAMGARH REGION:**

**Best TCO: Mr. Manoj Kumar,**  
Devaria Branch

**Best CO: Mr. Kamlesh Kumar Rai,**  
Dullahpur Branch

**Best BM: Mr. Santosh Kumar Singh,**  
Gorkhpur Branch

**BHOJPUR REGION:**

**Best TCO: Mr. Krishna Mohan Singh,**  
Garkha Branch

**Best CO: Mr. Madhu Kumar,**  
Bihita Branch

**Best BM: Mr. Manoj Kumar Patel,**  
Garakha Branch

**UK & MP REGION:**

**Best CO: Mr. Ajay Kumar,**  
Jhabreda Branch

**Best BM: Mr. Harish Chandra Kashyap,**  
Jhabreda Branch

**VARANASI REGION:**

**Best TCO: Mr. Sanjay Kumar Singh,**  
Harahua Branch

**Best CO: Mr. Mahendra Pratap Singh,**  
Kochas Branch

**Best BM: Mr. Manoj Kumar,**  
Sigra Branch