



Update: 14

January 10, 2006.

MAJOR MILESTONE

- Second branch opened in Bangalore- January 2, 2006.

1. ORGANIZATION

- Fourth batch of field staff started training- 9/1
- We are now a team of 29 & 17 trainees.
- Shanti R. K. and Ezilan M. have joined as Manager Financial Control & Field Auditor respectively.
- Long-term lease agreement signed for our permanent administrative office at Koramangala in Bangalore. The office should be operational by April 2006.

2. CAPITAL & FUNDING

- **Second Tranche of Capital:** We have received Rs.3.2 Million of additional domestic capital subscription and Rs.6.3 Million of capital subscription for the FDI portion.
- **Funding:** Grameen Trust has approved Seed Capital Fund of Rs.2.2605 Million to fund the portfolio of our first branch.

3. BUSINESS DEVELOPMENT

- We have inducted 260 customers & formed 52 groups as on 7/1/06 in the slums.
- We have started work with NGOs managing Self Help Groups (SHGs) to serve the customers who are members of the SHGs. We have assessed 8 groups of 12 customers on average as suitable for financing by Ujjivan.
- We have started the lending process to garment factory workers with our first business partner in that industry.
- We have a new competitor in Bangalore: Spandana from Andhra Pradesh.

4. VISITORS

- Thirty-five students part of Wharton School's Global Immersion Program visited Parikrma and us.

5. MONTH AHEAD

- Work conducting survey for our 3rd branch office in Bangalore.

- Complete the process for the second tranche of capital.
- Grameen Technical Advisor still awaiting visa from Indian Embassy in Dhaka.
- Our website: www.ujjivan.com should up & beaming before this month-end.

Best Regards, Samit