

MAJOR MILESTONES

- We opened our **ninth branch** in Bangalore at Jakkasandra.

BUSINESS DEVELOPMENT

- As of 30/09/2006: **8109 customers**, of whom **5937 have taken loans** totaling Rs. 28.0 Million. Repayment & on time payment rates are 100%. We have provided Top-Up Loans to 70 customers who established excellent discipline over 6 months. We have provided **life insurance cover to 6361 customers**.
- Inter branch competition – **Unitus Cup** launched for the last six months of the financial year.
- **Loan Products enhanced:** loan amounts increased, drawdown period shortened & introduced festival advance.

2. ORGANIZATION

Current Employee Strength:	75	Offers made:	19
Trainees/Probation:	40		
Total:	115		

- Monthly Management Development Training for first level supervisors in progress.
- **Recruitment Strategy & Process** for Customer Service Staff evaluated by Merit Trac courtesy Unitus.
- Two Fellows from the **America- India Foundation** has joined our team.

3. MONTH AHEAD

- Start drawing down on facilities from banks & financial institutions.
- Complete Head Office renovation.
- Organize Group & Centre Leaders meet for Yeswantpur Branch.
- Work on launch of our market research on poor working women of Bangalore & inter-branch skit competition.
- Participate in the Kala Madhyam Fair for folk artists & artisans from across the country at Chitra Kala Parishad, Bangalore starting on October 20-24.
- Start preparatory work to begin operations in the second city by 1-4-07.
- Target reaching 10,000 customers by 31-10-06.