




## May 2008

Ujjivan News	Milestones	Business Results
 <p><b>Bangalore:</b> First Individual Business Loan customer at Chamrajpet Branch, Bangalore receives her loan.</p>	<p><b>Customer Outreach:</b></p> <ul style="list-style-type: none"> <li>• <b>Ujjivan crosses 50 branch milestone</b>, with 13 new branches opened in May totaling 62 nationwide <a href="#">More</a></li> <li>• BR Pura, Garcha, and Salkia branches reached <b>2000 customers</b>.</li> <li>• K.R. Puram, Kalighat, and Bidhannagar branches reached <b>3000 customers</b></li> </ul>	<p><b>As of May 31<sup>st</sup>, 2008:</b></p> <ul style="list-style-type: none"> <li>• 83,909 Customers</li> <li>• 74,528 Borrowers</li> <li>• Rs. 815.8 Million Loans Disbursed</li> <li>• Rs. 463.6 Million Loans Outstanding</li> </ul>
 <p><b>Kolkata:</b> Mousumi Dey of Kolkata's Bidhannagar Branch is named Ujjivan's Best CRS for 2007-08.</p>	<p><b>New Products &amp; Services:</b></p> <ul style="list-style-type: none"> <li>• <b>Individual Business Loan product launched</b> with the first loan disbursement at Chamrajpet Branch in Bangalore. Product features larger loan sizes individually offered to small enterprises. This program has been launched in collaboration with Women's World Banking. <a href="#">More</a></li> <li>• <b>Education Loan launched:</b> a special program to finance school related expenses of customers' children at the start of the academic year. <a href="#">More</a></li> </ul> <p><b>Microfinance +:</b></p> <ul style="list-style-type: none"> <li>• Yelahanka Branch Eye Camp was conducted on 4<sup>th</sup> May 2008. In total, 209 Ujjivan customers and their families were given free eye exams by Parinaam with the help of Vittala.</li> </ul>	<ul style="list-style-type: none"> <li>• 72,848 Customers Provided with Life Insurance Coverage</li> <li>• 3,600 Customers and Family Members provided with Health Insurance</li> </ul> <p><b>During May:</b></p> <ul style="list-style-type: none"> <li>• 8,857 New Customers</li> <li>• 12,405 Loans Disbursed</li> <li>• 99.43% Repayment Rate* (as on June 5, 2008)</li> </ul>
 <p><b>Dharwad:</b> Ujjivan CEO Samit Ghosh inaugurates branch.</p>	<p><b>Organization</b></p> <ul style="list-style-type: none"> <li>• <b>Ujjivan's Best CRS of the year 2007-08 Award</b> given to Mousumi Dey, CRS from Kolkata's Bidhannagar Branch <a href="#">More</a></li> </ul> <p><b>Human Resources</b></p> <ul style="list-style-type: none"> <li>• Current Employee Strength: 480</li> <li>• Interns/Trainees/Probation: 254</li> <li>• <b>Total: 734</b></li> </ul>	<p><b>Contact</b></p> <p><b>Samit Ghosh</b> Ujjivan Financial Services #93, Jakkasandra Extension Sarjapur Main Cross Road 1st Block, Koramangala Bangalore 560034</p> <p>T: +91 (80) 4146 8600 E: <a href="mailto:samit.ghosh@ujjivan.com">samit.ghosh@ujjivan.com</a> W: <a href="http://www.ujjivan.com">www.ujjivan.com</a></p>
 <p>A tribute to Dr. K.R. Murthy, Founder and Managing Director, VIIO. <a href="#">More</a></p>	<p><b>On the Horizon</b></p> <ul style="list-style-type: none"> <li>• We plan to open six new branches during June.</li> <li>• Start Individual Business Loans from Whitefield Branch.</li> <li>• Ujjivan's Case Study will be taught at the Harvard Business School in June.</li> </ul>	<p>This monthly update is meant for Ujjivan stakeholders and friends. We request you to use your discretion in sharing it with colleagues, friends and others.</p> <p>Prepared by Hari Iyer</p> <p>© Ujjivan Financial Services Update#43   10 June 2008</p>
<p>A tribute to Dr. K.R. Murthy, Founder and Managing Director, VIIO. <a href="#">More</a></p>	<p style="text-align: center;"><b>Tribute</b></p> <p>Ujjivan pays respectful tribute to the late Dr. K. Ramachandra Murthy, Founder and Managing Director of Vittala International Institute of Ophthalmology. Vittala has been a partner since inception and has conducted eye camps, cataract operations, and provided eye glasses for thousands of our customers and their family members in Karnataka. <a href="#">More</a></p>	