

## Quarter JULY – SEPTEMBER 2011

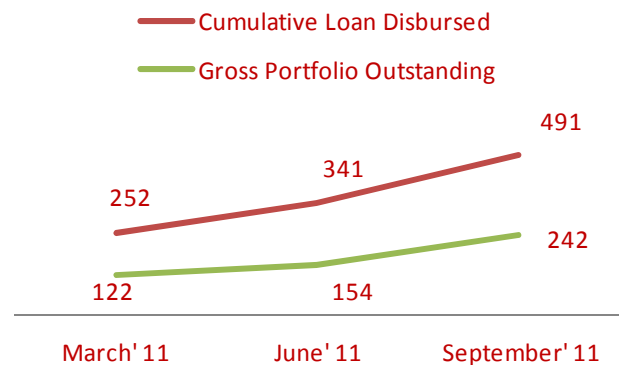
### Achievements

- Reached nearly 27,000 Active Loan Clients.
- Total no of branches has reached 20.
- New asset backed, income-generating loan product, Small Ticket Vehicle Loan (STVL) launched successfully through dedicated branch.
- New lending relationship started with Mahindra Finance.
- Credit Bureau services (High Mark/Equifax) now compulsorily used as part of loan appraisal.
- Trainings for staff capacity building were conducted in all branches.

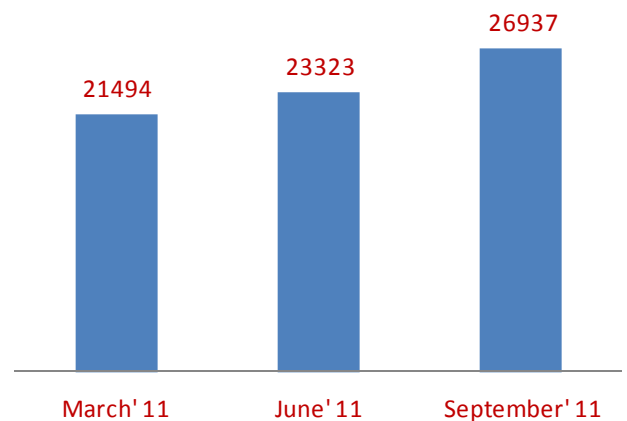
### Plans for the next Quarter (October'11 – December'11)

- To reach 30,000 Active loan clients and loan portfolio outstanding of INR 300 million.
- Conduct pilot run for risk management matrix/ risk register and fine-tune it and incorporate it as a part of regular process.

(In INR Million)



Total no of Active Loan Clients



| S no | Particulars  | Details            |
|------|--|--------------------|
| 1    | Total no of States with Presence                               | 4                  |
| 2    | Total no of Branches   | 20                 |
| 3    | Total no of Active Loan Clients                                | 26,937             |
| 4    | Cumulative Loan Disbursed                                      | INR 490.90 Million |
| 5    | Gross Loan Portfolio Outstanding (Including Managed Portfolio) | INR 241.60 Million |
| 6    | Managed Portfolio  | INR 9.27 Million   |
| 7    | Total Debt Outstanding   | INR 147 Million    |

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