

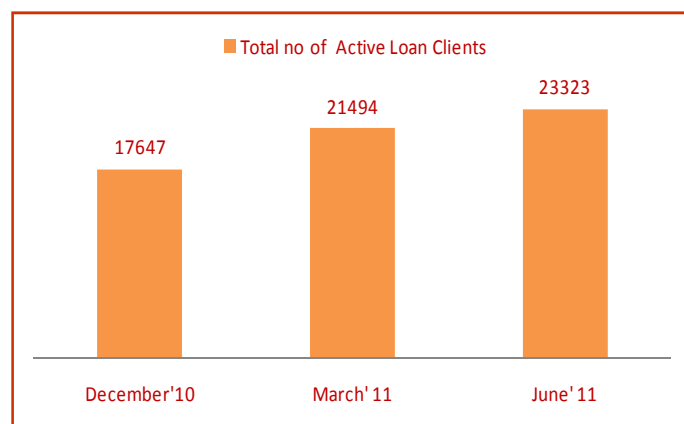
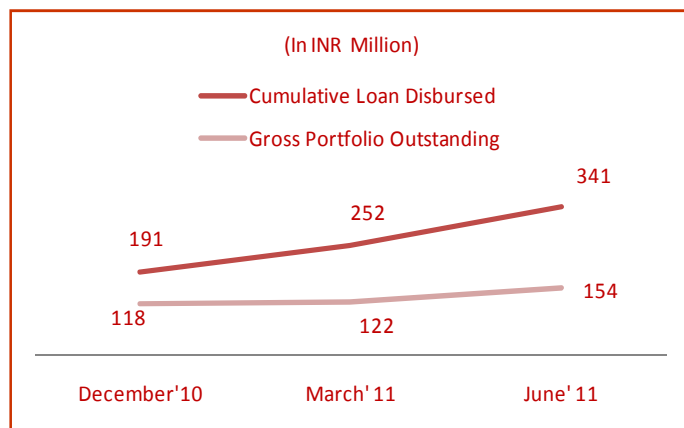
## Quarter April – June 2011

### Achievements

- Crossed 23,000 Active Loan Clients.
- Follow-up Equity Investment of INR 5 Cr by Incofin and 2nd trench of Technical Assistance (TA) grant received from FMO.
- Dena Bank became the first Public sector bank to provide debt to Fusion.
- New Products and Pricing launched as per RBI PSL guidelines.
- Section -25 Company registered in name of Fusion Saksham Foundation to carry out client centric social initiatives.
- Client centric initiatives like financial literacy drive (street shows), Anaemia / HIV awareness camps were organised.
- Staff capacity building trainings/ workshops were provided by external consultants.

### Plans for the next Quarter (July'11 – September'11)

- Open 5 additional branches and take the total branches to 20.
- Achieve milestone of 30,000 Active Loan Clients.
- Further trainings on staff capacity development in the area of business etiquettes.
- Skill development training for clients.



S no	Particulars	Details
1	Total no of States with Presence	4
2	Total no of Branches	15
3	Total no of Active Loan Clients	23,323
4	Cumulative Loan Disbursed	INR 341.08 Million
5	Gross Loan Portfolio Outstanding (Including Managed Portfolio)	INR 154.05 Million
6	Managed Portfolio	INR 15.83 Million
7	Total Debt Outstanding	INR 73.00 Million

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This Quarterly Update is meant for Fusion stakeholders and friends. Please use discretion in sharing it.

## Quarter April – June 2011

### Fusion Staff Capacity Building Initiatives

Fusion organised series of capacity building training and workshop for its staff with special focus on branch staff. The objective of these trainings were to help the staff in understanding the clients in better manner. The emphasis was to equip the staff with knowledge and practical tools that can be used to have better understanding of client context while conducting various procedures like group formation, CGT and GRT.



### Fusion Annual Awards FY 2010-2011

Fusion organised its annual awards for the financial year 2010-2011. Roorkee branch received the **best branch award**. The other awards provided are as follows: **Best branch manager award:** Platinum award to Mr. Sandeep, (BM-Roorkee), Gold award to Mr. Himanshu (BM-Saharanpur) and Silver award to Mr. Anoop (BM- Vidisha) and **best relationship officer (RO) award:** were provided to Mr. Arun (Roorkee Branch) and to Mr. Amit (Delhi Branch).



### HIV Awareness Campaign

As part of client centric social initiatives, Fusion organised HIV awareness campaign using street plays, pamphlets, awareness talks etc at its various branches. The awareness campaign informed people about the HIV / AIDS disease and its effect on people. People were also informed about the precautions they should take to keep safe from this deadly disease.



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