



UTKARSH - VOICE

UTKARSH MICRO FINANCE PVT. LTD.

January-March

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Closure of Equity Round:

Utkarsh concluded its new round of infusion of INR 200.0 Mn subscribed by its existing investors -Aavishkaar Goodwell, International Finance Corporation and Norwegian Microfinance Initiative. With this infusion, Net worth of the company would stand at INR 650 Mn. The capital infusion will strengthen its presence in Uttar Pradesh, Bihar, Uttarakhand and Madhya Pradesh. It will also enable the company to invest in strategic initiatives.

Year end Operational Highlights:

Utkarsh closed the financial year with 198,181 active members (previous year 106,372), cumulative disbursement of Rs 4,413.4 Mn (Previous year Rs. 1,851.2 Mn) and Portfolio Outstanding of Rs 1782.6 Mn (previous year Rs.753.0 Mn).

Training on Soft Skills:

MCRIL conducted ToT on soft skills for senior and middle management. The focus of the training was how to train the trainers so that they can effectively transmit the required message to the target audience.

Credit Plus:

- ❖ The company is providing continuous training on incense stick production in the twenty (20) villages in Harahua block of Varanasi district. In the FY 2012-13, total 12 training were organized to enhance skill of members for production of agarbatti. The members produced 148.5 ton of agarbatti during the year
- ❖ Utkarsh organized 3 health camps during the FY 2012-13 in collaboration with reputed hospitals. More than 3000 people were examined in the health camps. The camps provided facilities for basic health check up like Blood test, sugar test, pregnancy test and distribution of free medicine for the members and their families. Utkarsh is committed to organize more such camps in future
- ❖ The company conducted 88 financial awareness training programmes during the year. The main thrust was on making the rural women aware about the importance of saving, pension etc. It also emphasizes on the perils of over indebtedness. More than three thousand women participated in the training programmes
- ❖ The company expanded its financial product by introducing pension services for its clients. The pension facility initially started with Sindhura branch in Varanasi district but subsequently was expanded to Harahua and Sigra branches. The company has received good response and is committed to scale up the pension services in FY 2013-14.

BEST Credit Officers Awards for Quarter ended Mar 31 2013

Allahabad Region



Mr. Devi Shankar
Best TCO
Alopy Bag Branch
Allahabad



Mr. Chandra Kr. Pal
Best CO
Naini Branch
Allahabad

Azamgarh Region



Mr. Pankag Sagar
Best TCO
Geeta Vatika Branch
Gorakhpur



Mr. Rahul Kr. Singh
Best CO
Kakarmatta Branch
Varanasi

Outreach

	As on Mar 31, 2013	As on Mar 31, 2012	As on Mar 31, 2011
No of States	5	2	2
No. of Districts	24	19	13
Total No of Branches	102	75	52
No of Branches in UP	63	54	49
No of Branches in Bihar	27	21	3
No of Branches in MP	6	-	-
No of Branches in Uttarakhand	5	-	-
No of Branches in Delhi	1	-	-
Micro Finance Outreach			
Total No. of Centres	14,369	7,826	3,902
Total No. of Groups	49,087	25,816	12,456
Total No. of Members	200,066	115,097	58,623
Total No. of Clients	197,874	106,370	55,506
Cumulative Disbursement (In Mn)	4,396.4	1851.1	712.3
Total Number of Disbursement	372,019	177,501	70,388
Gross Loan Outstanding (In Mn)	1,767.8	752.9	318.6
No. of Clients/Credit Officer	580	492	195
On Time Repayment Rate	100%	100%	100%
Micro Enterprises Lending			
Cumulative Disbursement (In Mn)	17.0	0.12	-
Gross Loan Outstanding (In Mn)	14.8	0.12	-
No of Loan Disbursed	310	2	-
No of clients	307	2	-

Staff Position:

	As on Mar 31 2013	As on Mar 31 2012
Operations	508	340
Non Operations	93	62
MEL	22	6
Total	623	408

*Your feedback is important
Please do write us at
communications@utkarshmfi.com*

Bihar Region



Mr. Shashi B. Singh
Best TCO
Jagdishpur Branch
Arrah



Mr. Sunil Kr. Mishra
Best CO
Bhabhu Branch
Sasaram

MP-UK Region



Mr. Ajay Kumar
Best CO
Jhabreda Branch
Haridwar