

SAIJA FINANCE PVT. LTD.

PROJECTIONS

Income Statement	Year 1	Year 2	Year 3	Year 4
	FY10/11	FY11/12	FY12/13	FY13/14
Financial Income	25,708,937	33,507,445	57,679,253	119,743,304
Financial Expense	8,179,129	12,492,986	20,625,278	48,625,451
Net Financial Income	17,529,808	21,014,459	37,053,976	71,117,852
Provision for loan losses	255,478	2,009,909	3,416,463	11,904,646
Net Financial Margin	17,274,330	19,004,550	33,637,513	59,213,206
Program Operating Exp	13,956,581	8,507,454	17,209,646	30,209,503
Administrative Operating Exp	10,220,390	10,291,681	13,058,953	13,820,771
Net Operating Income	(6,902,641)	205,415	3,368,914	15,182,933
Net Non-Operating Income/(Exp)	0	0	0	0
Net Income (before taxes and donations)	(6,902,641)	205,415	3,368,914	15,182,933
Amount of taxes paid (incl. Service Tax)	512,224	687,325	2,243,968	7,145,753
Net income (after taxes and before donations)	(7,414,865)	(481,910)	1,124,945	8,037,180
Grant Income	154,889	2,250,000	0	0
Net Income (after taxes and donations)	(7,259,976)	1,768,090	1,124,945	8,037,180

BALANCE SHEET	Year 1	Year 2	Year 3	Year 4
	FY10/11	FY11/12	FY12/13	FY13/14
ASSETS *				
Cash in Bank and Near Cash	4,353,169	264,665	694,193	1,267,595
Net Portfolio Outstanding	97,618,300	127,073,430	294,798,065	568,712,724
Short-term Inv. & other curr ass	15,239,369	118,073,613	83,528,744	47,671,651
Net Fixed Assets	12,346,916	10,122,461	7,893,673	5,708,218
Long-term Invest. & other LT assets	3,496,969	3,496,969	3,496,969	3,496,969
TOTAL ASSETS	133,054,723	259,031,138	390,411,643	626,857,156
LIABILITIES *				
Commercial Loans	100,211,115	124,669,440	254,925,000	483,333,333
Other liabilities	5,503,084	5,503,084	5,503,084	5,503,084
TOTAL LIABILITIES	105,714,199	130,172,524	260,428,084	488,836,417
EQUITY *				
Donated Equity	154,889	2,404,889	2,404,889	2,404,889
Shareholder equity	39,603,960	139,353,960	139,353,960	139,353,960
Accumulated net surplus	(15,859,265)	(16,341,175)	(15,216,230)	(7,179,050)
Equity Reserves	3,440,939	3,440,939	3,440,939	3,440,939
TOTAL EQUITY	27,340,523	128,858,613	129,983,558	138,020,738
TOTAL LIABILITIES AND EQUITY	133,054,722	259,031,137	390,411,642	626,857,155

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Active Clients	FY10/11	FY11/12	FY12/13	FY13/14
Saija Mahila Rin	13,824	15,900	39,545	79,572
Saija Karobar Rin	2,511	2,843	8,212	14,748
Total Clients	16,335	18,743	47,757	94,320
Portfolio				
Saija Mahila Rin	75,210,514	113,674,721	315,857,982	704,719,019
Saija Karobar Rin	22,649,680	32,814,128	48,246,416	115,447,406
Non-Credit Products				
Clients Availing Non-Credit Products		-	2,388	16,034
Net Income from Non-Credit Products		-	406,355	4,002,456
Total Portfolio	319,587,194	428,085,889	694,198,004	1,184,124,352

BRANCHES	FY10/11	FY11/12	FY12/13	FY13/14
Saija Branches	7	7	15	25
Total Field Executives	60	60	92	142
Field Execs per Branch	5.69	8.57	6.13	5.68
Active Clients/FE	272	312	519	664
Clients Per Branch	2,334	2,678	3,184	3,773
Portfolio per Branch	45,655,313	61,155,127	46,279,867	47,364,974