

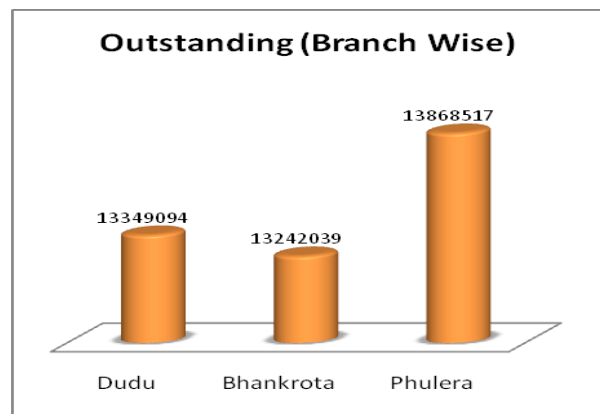
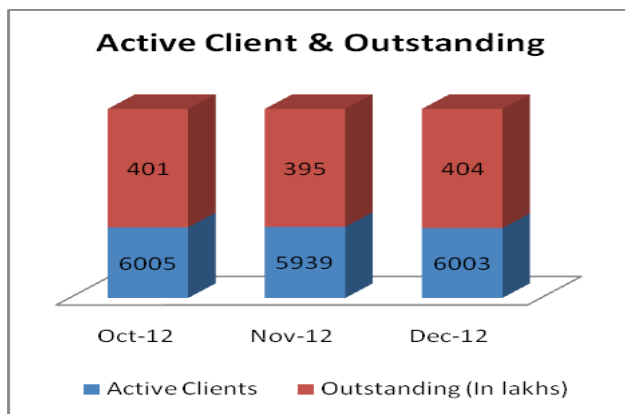


# Chili

Planned Social Concern's Quarterly Newsletter  
Dec 2012

## Chili highlights and Branch performance

PSC is happy to continue positive growth performance in this quarter as PSC has achieved "Crucial Performance Milestones" of reaching 6,000 active customers and outstanding portfolio of Rs4 cr. Overall in this quarter PSC placed 1,600 loans worth Rs2.07 Cr. End December 2012, PSC has 6,003 active customers with an outstanding loan portfolio of Rs. 4.04 Cr. Below graphs illustrates active loans in past three months and branch wise outstanding.



Phulera branch maintained its good performance in this quarter among all-three branches in three important parameters like loan disbursement, active customers and amount outstanding. Phulera branch disburse 585 loans, followed by Bhankrota branch with 525 loan and Dudu branch with 490 Loan. Given below tables show branch wise performances during this quarter.

Dudu			
Month	October	November	December
Active Customers	1,939	1,917	1,920
Outstanding	13,494,298	12,821,932	13,349,094
Loan (No)	175	110	205
Loan (Rs.)	2,409,150	1,527,050	2,796,250

Bhankrota			
Month	October	November	December
Active Customers	2,038	2,017	2,002
Outstanding	13,162,855	13,129,371	13,242,039
Loan (No)	180	170	175
Loan (Rs.)	2,295,300	2,239,900	2,350,550

Phulera			
Month	October	November	December
Active Customers	2,028	2,005	2,081
Outstanding	13,537,348	13,574,038	13,868,517
Loan (No)	210	175	200
Loan (Rs.)	2,632,350	2,242,800	2,582,750

PSC (Consolidated)			
Month	October	November	December
Active Customers	6,005	5,939	6,003
Outstanding	40,194,501	39,525,341	40,459,650
Loan (No)	565	455	580
Loan (Rs.)	7,336,800	6,009,750	7,729,550

## Chill champ

Employees of the Quarter is a recognition to an employee's who has demonstrate excellence in job profiles and also displayed outstanding performance in "beyond duties" work. This quarter Chili champ is Ms. Kiran Rao from Phulera branch. Kiran been with PSC for past nearly

Top Five performers			
Total Disbursement		New Disbursement	
Kiran	160	Kiran	85
Rajendra	150	Tanisha	68
Beena	150	Manjeet	55
Mohan lal	120	Om Prakesh	52
Bhup Singh	120	Hanshraj	52

5 years has greater experience of working in PAR and arrear hit branch of Bhankrota. She has demonstrated good

performance in developing a new branch like Phulera in past three years. This quarter She placed 160

loans including 85 loans to new customers (highest among all staff in both category). We wish her best and success for future.

PSC also congrats to top five performer in two different categories in this quarter.

## Chill events

This quarter PSC staff celebrated Deepawali and "Day Out" events. Deepawali was celebrated at the Regional Office while "day out" was organized in a natural habitat near village Bichoon. Staff brought cooked food from home and spent full day playing games and casual talks under warm sun.

## Chili Success Story

Vimla (49 years) is one of the early members of PSC from a very remote Sakhun (25 kms from nearest town) under Dudu branch. In her there was a hidden leadership quality that she discovered when She took forward PSC mission in that and other surrounding and untouched villages where no other mfi was operating. But fate was not her side when she lost her husband due to prolong illness. Heartbroken Vimla left with no other option but to take family business (petty shop) forward. PSC provided her an emergency loan without recovering previous dues to help her to overcome emotional and financial loss. Today Vimla earn Rs.8,000 per month from FMCG business she developed over past 3 years. Her only son now has a bike to support this business and his education. To PSC she is a leader.

### New Chili

Mrs Suchita Sharma  
Joined PSC as Loan  
Executive Trainee.  
She is 30 year old  
and done M.A (Hindi)  
from University of  
Rajasthan. She has  
experience in Teli  
communication  
companies.  
Presently she lives  
in Phulera Town.