

<b>Sonata Operation Summary Plan</b>					
	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
	<b>FY09/10</b>	<b>FY10/11</b>	<b>FY11/12</b>	<b>FY12/13</b>	<b>FY13/14</b>
<b>Balance Sheet</b>					
<b>ASSETS</b>					
Cash in Bank and Near Cash	52,132,665	83,842,521	154,483,623	237,027,296	329,679,649
Net Portfolio Outstanding	802,581,357	1,424,866,117	2,804,328,394	4,416,160,832	6,223,931,610
Net Fixed Assets	12,726,040	13,904,185	16,795,164	25,162,536	30,516,124
Long-term Invest. & other LT assets	796,959	398,479	-	-	-
<b>TOTAL ASSETS</b>	<b>868,237,021</b>	<b>1,523,011,302</b>	<b>2,975,607,181</b>	<b>4,678,350,664</b>	<b>6,584,127,383</b>
<b>LIABILITIES</b>					
Concessional Loans	-	-	-	-	-
Commercial Loans	548,505,611	932,244,689	2,057,475,933	3,358,912,191	4,986,505,515
Other liabilities	24,995,032	24,995,032	24,995,032	24,995,032	24,995,032
<b>TOTAL LIABILITIES</b>	<b>573,500,643</b>	<b>957,239,721</b>	<b>2,082,470,965</b>	<b>3,383,907,223</b>	<b>5,011,500,547</b>
<b>EQUITY</b>					
	37%	40%	32%	29%	25%
Accum. Donated equity, prev. periods	-	-	-	-	-
Equity investment	63,335,044	263,335,044	463,335,044	663,335,044	863,335,044
Equity investment (Current Year)	200,000,000	200,000,000	200,000,000	200,000,000	-
Divident pay, current period	-	-	-	-	-
Accumulated net surplus (Current Year)	12,943,206	71,035,203	127,364,635	201,307,224	278,183,396
Accumulated net surplus (Previous Year)	18,458,128	31,401,334	102,436,537	229,801,172	431,108,396
<b>TOTAL EQUITY</b>	<b>294,736,378</b>	<b>565,771,580</b>	<b>893,136,216</b>	<b>1,294,443,440</b>	<b>1,572,626,837</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>868,237,021</b>	<b>1,523,011,302</b>	<b>2,975,607,181</b>	<b>4,678,350,664</b>	<b>6,584,127,383</b>
<i>Balance sheet verification</i>	<i>(0)</i>	<i>(0)</i>	<i>(0)</i>	<i>(0)</i>	<i>(0)</i>

<b>Sonata Operation Summary Plan</b>					
	Year 1	Year 2	Year 3	Year 4	Year 5
	FY09/10	FY10/11	FY11/12	FY12/13	FY13/14
<b>Income Statement</b>					
Total Financial Income	193,002,116	360,540,338	658,912,637	1,092,734,395	1,614,420,447
Interest Income And Fees	185,906,646	349,997,757	641,597,382	1,067,198,246	1,579,970,818
Other Income	7,095,470	10,542,580	17,315,255	25,536,150	34,449,629
Total Financial Costs	69,972,864	88,234,839	167,118,535	314,388,892	514,265,887
Gross Financial Margin	123,029,251	272,305,498	491,794,102	778,345,504	1,100,154,560
Provision for loan losses	6,105,586	19,773,165	49,465,903	71,124,077	101,380,856
Net Financial Margin	116,923,665	252,532,333	442,328,199	707,221,427	998,773,703
<b>Field Office Administrative Expenses</b>	<b>78,626,624</b>	<b>117,837,838</b>	<b>207,923,840</b>	<b>338,500,807</b>	<b>487,612,508</b>
Salaries , Incentives & Other Benefits	49,777,529	78,697,807	149,892,042	252,139,465	374,193,124
Center Formation Cost	11,890,200	15,454,800	21,578,400	27,410,400	28,998,000
Travelling and Conveence	7,341,600	10,231,200	14,817,600	24,115,644	34,714,859
Rent & Utilities	3,051,390	4,310,019	6,777,266	11,130,356	16,136,575
Utilities	263,904	372,758	586,142	962,625	1,395,596
Generator Expenses	82,470	116,487	183,169	300,820	436,124
Postage, Telefax, Telephone	329,880	465,948	732,677	1,203,282	1,744,495
Printing and Stationary	577,290	815,409	1,282,185	2,105,743	3,052,865
Entertainment	280,398	396,056	622,776	1,022,789	1,482,820
Computer, Repair & maintainance	164,940	232,974	366,339	601,641	872,247
Depreceation	1,427,261	1,931,981	3,029,495	5,108,577	7,493,114
Bank Charge	72,211	128,412	857,357	1,009,774	1,145,491
Other Operating Expenditure	3,367,552	4,683,987	7,198,391	11,389,690	15,947,199
<b>Head Office Administrative Expenses</b>	<b>18,833,573</b>	<b>27,874,642</b>	<b>42,878,592</b>	<b>66,002,989</b>	<b>92,840,298</b>
Salaries , Incentives & Other Benefits	12,303,165	18,495,829	26,525,761	41,225,556	57,692,403
Travelling & Conveyance	1,294,000	1,795,500	2,586,465	4,209,125	6,330,357
Training Expenditure	195,400	287,280	429,975	690,408	972,891
Rent	488,500	718,200	1,074,938	1,726,019	2,432,228
Utilities	58,620	86,184	128,993	207,122	291,867
Generator Expenses	187,584	275,789	412,776	662,791	933,976
Postage, Telefax, Telephone	234,480	344,736	515,970	828,489	1,167,469
Printing and Stationary	1,104,010	1,623,132	2,429,359	3,900,803	5,496,835
Repair & Maintainance	162,182	238,442	356,879	573,038	807,500
Entertainment	-	-	-	-	-
Bank Charge	339,811	643,899	3,542,336	5,501,579	7,816,480
Audit & other professional Fee	258,800	359,100	517,293	841,825	1,266,071
Mentoring & Monitoring Expense	-	-	-	-	-
Other Operating Expenditure	93,832	131,215	570,107	926,012	1,380,314
Intrest Expense on the Loan of other Asset	-	-	-	-	-
Miscelanious expenditure	441,722	650,348	1,256,509	2,006,721	2,889,599
Depreceation	1,671,466	2,224,988	2,531,232	2,703,502	3,362,308
Net income from operations	19,463,467	106,819,853	191,525,767	302,717,631	418,320,897
Provision for Tax @ 33.5%	6,520,262	35,784,651	64,161,132	101,410,406	140,137,500
Excess of Income over Expenses after tax	12,943,206	71,035,203	127,364,635	201,307,224	278,183,396

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	<b>FY09/10</b>	<b>FY10/11</b>	<b>FY11/12</b>	<b>FY12/13</b>	<b>FY13/14</b>
<b>Ratio Analysis</b>					
Total # Branch Office	65	80	117	183	245
<b>Staffing</b>	<b>900</b>	<b>1,153</b>	<b>1,756</b>	<b>2,741</b>	<b>3,664</b>
Credit Officers	520	640	940	1,465	1,950
Unit Office Supervisory & Support Staff	299	387	641	1,007	1,362
Head Office & Operation Staffs	81	126	175	269	352
<b>Portfolio Quality</b>					
Portfolio at Risk	1.0%	2.0%	3.0%	3.0%	3.0%
Loan Loss Reserve Ratio	0.3%	0.5%	0.8%	0.8%	0.8%
Loan Write-off Ratio	1.0%	1.0%	1.5%	1.5%	1.5%
<b>Profitability</b>					
Operating Sustainability	111%	142%	141%	138%	135%
Financial Sustainability	101%	116%	114%	114%	115%
Adj Return on Assets	0.2%	4.0%	3.6%	3.6%	3.9%
Adj. Pre-tax Return on Equity (AROE) *	1.8%	13.5%	17.2%	17.3%	19.0%
<b>Efficiency &amp; Productivity</b>					
Yeild on Portfolio	30%	31%	30%	29%	29%
Administrative Cost Ratio	16%	13%	12%	11%	11%
Operating Cost Ratio	28%	23%	22%	22%	22%
Borrowers per Credit Officer	300	405	428	400	399
Loan Portfolio per Credit Officer	1,547,391	2,237,866	3,006,309	3,037,619	3,216,259
Credit officer as % of total staff	58%	56%	54%	53%	53%
<b>Growth and Outreach</b>					
Total no of Center formed	11,850	19,482	30,138	43,674	57,994
Members	177,750	114,480	159,840	203,040	214,800
Cummlative Members	177,750	292,230	452,070	655,110	869,910
Active Loan Client	155,900	103,032	143,856	182,736	193,320
Cummlative Active Loan Client	155,900	258,932	402,788	585,524	778,844
Total Loan Portfolio	804,643,509	1,432,234,419	2,825,930,551	4,450,112,307	6,271,704,111
Overall growth in portfolio	80%	44%	49%	36%	29%
Average Loan outstanding	5,161	5,531	7,016	7,600	8,053
Client dropout rate	20%	20%	19%	19%	19%
Total Disbursement	1,699,055,800	3,219,496,230	5,903,893,490	9,169,297,919	13,027,466,921
No Loan disbursed	171,292	313,959	546,034	806,259	1,085,805
Average Loan size	9,919	10,255	10,812	11,373	11,998

Sonata Operation Summary Plan

Year 1 FY09/10	Year 2 FY10/11	Year 3 FY11/12	Year 4 FY12/13	Year 5 FY13/14
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CAR	36%	40%	32%	29%	25%
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