



Press Release

## **Ujjivan Financial Services consolidated Q2-FY17 Net Profit jumps by 89.69% (YoY)**

- 🌱 In accordance with company's plan to open Small Finance Bank pursuant to RBI approvals, the company has incorporated a 100% subsidiary called "Ujjivan Small Finance Bank Limited" on July 4<sup>th</sup>, 2016

**Bengaluru, November 9, 2016: Ujjivan Financial Services Ltd.** [BSE: 539874; NSE: UJJIVAN], one of the leading providers of microfinance in India, today announced their financial performance for the quarter ended September 30, 2016.

### **Summary of Financial Performance:**

- 🌱 All the financials in this release is consolidated for the convenience of understanding
- 🌱 Net Profit at ₹73.01 crore; a jump of 89.69% over Q2-FY16 and 2.31% over Q1-FY17
- 🌱 Total Income at ₹356.99 crore, an increase of 46.67% over Q2-FY16 and 8.40% over Q1-FY17
- 🌱 NII at ₹360.08 crore, an increase of 63.85% over Q2-FY16 and 109.29% over Q1-FY17
- 🌱 NIM at 13.02% in Q2-FY17 increased from 12.04% in Q2-FY16 and 12.96% in Q1-FY17
- 🌱 Cost to Income ratio at 46.95% from 53.68% in Q2-FY16 and 45.60% Q1-FY17
- 🌱 EPS for Q2 FY17 at ₹6.17; H1-FY17 at ₹12.55
- 🌱 RoAA at 4.66% and RoAE at 20.02%

Commenting on the financial performance for the quarter ended September 30, 2016, **Mr. Samit Ghosh, Managing Director, Ujjivan Financial Services** said: *"We have maintained our growth momentum and the credit quality of the portfolio. Further we have reduced the lending rates for our group loans and some of the individual loans by 75 bps (0.75 per cent) with effect from October 1, 2016 and are equally happy to pass on the benefits to our valued customers"*

He also mentioned - *"During the quarter we have applied for the final license for Small Finance Bank to RBI and are awaiting approval for the same. On the technology front, we have implemented most of the software for the Bank and currently are in the testing stage. We have on-boarded all the senior level people and the hiring of branch levels will continue in line with our branch opening schedule. We are looking forward to launch the Bank in Last quarter of FY17."*

**Ms. Sudha Suresh, CFO** added, *"The subsidiary company for the bank has been incorporated and thus we have declared the consolidated financials. The business of the subsidiary company will start once we launch the banking operations. During the quarter we have also focused on increasing individual loan portfolio for both secured and unsecured products mainly in the MSE & Housing space. Our Marginal cost of borrowing has reduced by around 1% over the half year, which has helped us in reducing the lending rates."*



### Operating Highlights

- 🌱 Gross Loan Book at ₹6,485.93 crore; growth of 58.65% over Q2-FY16 and 10.86% over Q1-FY17
- 🌱 Managed portfolio as on September 30, 2016 at ₹485.74 crore
- 🌱 Net Loan Book at ₹6,000.20 crore; growth of 47.07% over Q2-FY16 and 7.97% over Q1-FY17
- 🌱 Disbursement at ₹2,183.80 crore; increase of 32.48% over Q2-FY16
- 🌱 2.02 lakh new borrowers added during the quarter; Total borrowers stands at 34.81 lakh
- 🌱 GNPA at 0.17% and NNPA at 0.04%

### About Ujjivan Financial Services Limited:

Ujjivan Financial Services, a leading microfinance institution (MFI), started operations in Bengaluru in 2005 and serves over 34.81 lakh active customers through 469 branches and 8,880 employees spread across 209 districts and 24 states in India. Ujjivan's Gross Loan Book stand at ₹6485.93 crore with a repayment rate of 99.78% as on September 30, 2016.

Ujjivan also runs a robust financial literacy program and community development & disaster relief programs for customers in collaboration with Parinaam Foundation which is a non-profit organization.

Web: [www.ujjivan.com](http://www.ujjivan.com) | Twitter: [UjjivanMFI](https://twitter.com/UjjivanMFI) | Facebook: [Ujjivanmicrofin](https://www.facebook.com/Ujjivanmicrofin)

### Safe Harbour:

*Some of the statements in this document that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.*

### For further information, please contact:

Ujjivan Financial Services	
<b>For Media Queries:</b> Mr. Vijay Balakrishnan +91- 8040712121 <a href="mailto:vijay.balakrishnan@ujjivan.com">vijay.balakrishnan@ujjivan.com</a>	<b>For Investor Queries:</b> Mr. Hiren Shah +91 8040712121 <a href="mailto:hiren.shah@ujjivan.com">hiren.shah@ujjivan.com</a>
<b>Ketchum Sampark:</b> Cijo Mathew- <a href="mailto:cijo.mathew@ketchumsampark.com">cijo.mathew@ketchumsampark.com</a> +919986215777 Gayathri GK- <a href="mailto:gayathri.gk@ketchumsampark.com">gayathri.gk@ketchumsampark.com</a> +918095964498	