

UJJIVAN/SE/2017-18/33

November 2, 2017

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East),
Mumbai 400 051
Kind Attention: Manager, Listing Department

BSE Limited
P.J. Tower,
Dalal Street
Mumbai 400 001
Kind Attention: Manager, Listing Compliance

Trading Symbol: UJJIVAN

SCRIP CODE: 539874

Dear Sir/Madam,

Subject: Outcome of the Board Meeting held on November 02, 2017

Please be informed that the Board in its meeting held today November 02, 2017 (meeting commenced at 01:30 PM and concluded at 03:30 PM) has approved and taken on record unaudited financial results of the Company (standalone and consolidated) for the Quarter and Half Year ended September 30, 2017 together with a copy of the limited review report issued by the statutory auditors of the Company.

A copy of the aforesaid un-audited financial results and limited review report issued by the Statutory Auditors and the press release with regard to the above financial results are enclosed herewith.

We request you to please take the above on record.

Thanking You,

Yours faithfully,

For Ujjivan Financial Services Limited


Sanjeev Barnwal
Company Secretary and Compliance Officer



Ujjivan Financial Services Limited

Registered Office: Grape Garden, No. 27, 3rd 'A' Cross, 18th Main, 6th Block, Koramangala, Bengaluru 560 095
Tel +91 80 4071 2121, Fax +91 80 4146 8700, CIN: L65999KA2004PLC035329, E-mail ID: ujjivan.blr@ujjivan.com

www.ujjivan.com

Price Waterhouse Chartered Accountants LLP

The Board of Directors
Ujjivan Financial Services Limited
Grape Garden, No. 27, 3rd 'A' Cross,
18th Main, Koramangala, 6th Block,
Bengaluru-560095.

1. We have reviewed the unaudited financial results of Ujjivan Financial Services Limited (the "Company") for the quarter ended September 30, 2017 which are included in the accompanying Statement of Standalone Financial Results for the Quarter and Period ended September 30, 2017 and the statement of assets and liabilities as on that date (the "Statement"). The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. (a) The financial results of the Company for the quarters ended June 30, 2017 and September 30, 2016 were reviewed by another firm of chartered accountants who issued their unmodified conclusion, vide their report dated August 3, 2017 and August 9, 2016 respectively.

(b) The financial statements of the Company for the year ended March 31, 2017 was audited by another firm of Chartered Accountants, who issued an unmodified opinion vide their report dated April 27, 2017.

Our conclusion is not qualified in respect of these matters.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016

A. J. Shaikh
Partner
Membership Number: 203637

Bengaluru
November 2, 2017

Price Waterhouse Chartered Accountants LLP, 5th Floor, Tower 'D', The Millenia, 1 & 2 Murphy Road, Ulsoor
Bangalore - 560 008

T: +91 (80) 4079 5000, F: +91 (80) 4079 5222

Registered office and Head office: Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/N500016 (ICAI registration number before conversion was 012754N)

UJJIVAN FINANCIAL SERVICES LIMITED
(Formerly Ujjivan Financial Services Private Limited)
CIN No: L65999KA2004PLC035329

Regd Office : Grape Garden, No. 27, 3rd A Cross, 18th Main, Koramangala 6th Block, Bengaluru 560 095

Website: www.ujjivan.com

Statement of Standalone Financial Results for the Quarter and Period ended September 30, 2017

(Rs in Lakhs)

Sl. No.	Particulars	Quarter ended			Six months ended		Year ended
		September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016	March 31, 2017
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	I. Continuing operations:						
1	Income from Operations	-	-	-	-	-	-
2	Other income	201.50	192.76	384.42	394.26	1,079.03	2,370.53
	Total income	201.50	192.76	384.42	394.26	1,079.03	2,370.53
3	Expenditure						
(i)	Employee benefits expenses	43.73	41.64	36.74	85.37	67.91	139.85
(ii)	Depreciation and amortisation expenses	0.24	0.12	-	0.36	-	-
(iii)	Administrative and other expenses	60.42	57.73	3.62	118.15	7.25	14.50
(iv)	Finance cost	1.19	-	-	1.19	-	-
(v)	Provisions and Contingencies	-	-	-	-	-	-
	Total expenditure (i)+(ii)+(iii)+(iv)+(v)	105.58	99.49	40.36	205.07	75.16	154.35
4	Profit before tax (2-3)	95.92	93.27	344.06	189.19	1,003.87	2,216.18
5	Tax expense	36.46	27.14	118.64	63.60	347.00	762.44
6	Net Profit after tax (4-5)	59.46	66.13	225.42	125.59	656.87	1,453.74
	II. Discontinued operations:						
7	Profit from discontinued operations before tax	-	-	10,923.63	-	21,074.65	28,268.57
8	Profit from transfer of business	-	-	-	-	-	1,600.00
9	Tax expense on transfer of business	-	-	-	-	-	369.15
10	Tax expense on discontinued operations	-	-	3,844.60	-	7,290.41	10,189.55
11	Net Profit from discontinued operations after tax	-	-	7,079.03	-	13,784.24	19,309.87
12	Net Profit from Total operations after tax (6+11)	59.46	66.13	7,304.45	125.59	14,441.11	20,763.61
13	Paid-up equity share capital (Face value of the Share is Rs.10 each)	11,974.35	11,964.36	11,848.55	11,974.35	11,848.55	11,937.71
14	Reserve excluding Revaluation Reserves						163,584.67
15	Earnings Per Share (EPS) (of Rs.10 each) (Not Annualised):						
	Basic (Rs.)						
	(i) Continuing operations	0.05	0.06	0.19	0.10	0.57	1.24
	(ii) Discontinuing operations	-	-	5.97	-	11.98	16.51
	(iii) Total operations	0.05	0.06	6.16	0.10	12.56	17.75
	Diluted (Rs.)						
	(i) Continuing operations	0.05	0.05	0.19	0.10	-	1.20
	(ii) Discontinuing operations	-	-	5.97	-	-	15.90
	(iii) Total operations	0.05	0.05	5.90	0.10	11.98	17.10



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CIN No: L65999KA2004PLC035329

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Website: www.ujjivan.com

Statement of Standalone Financial Results for the Quarter and Period ended September 30, 2017

Statement of Assets and Liabilities

(Rs in Lakhs)

Sl. No.	Particulars	As at September 30, 2017	As at March 31, 2017
		Unaudited	Audited
A	EQUITY AND LIABILITIES		
1	Share Holders Funds		
	(a) Share Capital	11,974.35	11,937.71
	(b) Reserves and Surplus	162,836.13	163,584.67
1.2	Share application money pending allotment		
		7.55	52.88
2	Non Current Liabilities		
	(a) Long-Term Borrowings	-	-
	(b) Long term Provisions	-	-
3	Current Liabilities		
	(a) Short Term Borrowings	-	-
	(b) Trade Payables	46.89	77.51
	(c) Other Current Liabilities	244.05	418.60
	(d) Short Term Provisions	680.86	669.78
	TOTAL - EQUITY AND LIABILITIES	175,789.83	176,741.15
B	ASSETS		
1	Non Current Assets		
	(a) Fixed Assets	3.87	-
	(b) Non-current investments	164,003.78	164,003.78
	(c) Deferred tax assets (net)	2.95	3.56
	(d) Long-term loans and advances	3.17	3.17
	(e) Other non-current assets	-	-
2	Current Assets		
	(a) Receivables under financing activity	-	-
	(b) Cash and Bank balances	11,665.02	12,707.29
	(c) Short-term loans and advances	44.37	21.72
	(d) Other current assets	66.67	1.63
	TOTAL - ASSETS	175,789.83	176,741.15

Notes:

- The Reserve Bank of India ('RBI') vide its letter dated October 10, 2017 has approved the conversion of the Company from NBFC-ND-SI-MFI to NBFC-ND-SI-CIC and has issued a new Certificate of Registration dated October 10, 2017. Pursuant to the same, as advised by the RBI, the Company has surrendered the NBFC-MFI Certificate. The above conversion was done pursuant to the conditions prescribed by the RBI in their licence letter dated November 11, 2016 for setting up a Small Finance Bank.
- Consequent to the transfer of business in the previous year, the details of discontinued operations have been separately disclosed for current and previous periods.
- Consequent to the transfer of business, the company has essentially become an Investment Company (Holding Company). Hence, the Company's business activity falls within a single business segment i.e. investments and therefore, segment reporting in terms of Accounting Standard 17 on Segment Reporting is not applicable.
- The audited financial results for the period ended September 30, 2017 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on November 02, 2017 in accordance with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The results for the quarter ended and half year ended September 30, 2017 have been subject to limited review by Statutory Auditors of the Company. An unqualified report has been issued by them thereon.
- The Company has followed the same significant accounting policies in the preparation of these financial results as those followed in the annual financial statement for the year ended.
- Details of Total Income and Expenditure from Operations:

(Rs in Lakhs)

Sl. No.	Particulars	Quarter ended			Period ended		Year ended
		September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016	March 31, 2017
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income from Operations:						
(i)	Income from Continuing operations	201.50	192.76	384.42	394.26	1,079.03	2,370.53
(ii)	Income from Discontinued operations	-	-	33,950.05	-	66,187.04	116,382.39
	Total Income from Operations (i)+(ii)	201.50	192.76	34,334.47	394.26	67,266.07	118,752.92
2	Expenses (Including Tax)						
(i)	Expenses of Continuing operations	142.04	126.63	159.00	268.67	422.16	916.79
(ii)	Expenses of Discontinued operations	-	-	26,871.02	-	52,402.80	97,072.52
	Total expenses (Including Tax) (i)+(ii)	142.04	126.63	27,030.02	268.67	52,824.96	97,989.31
3	Net Profit after Tax						
(i)	Net profit from Continuing operations	59.46	66.13	225.42	125.59	656.87	1,453.74
(ii)	Net profit from Discontinued operations	-	-	7,079.03	-	13,784.24	19,309.87
	Net Profit from Total operations after tax (1)-(2)	59.46	66.13	7,304.45	125.59	14,441.11	20,763.61

- Figures for the previous periods have been regrouped/reclassified, wherever necessary to correspond with the current period classification/disclosure.

For Ujjivan Financial Services Limited

Sudha Suresh
Managing Director and CEO

Place: Bengaluru
Date: November 2, 2017



Price Waterhouse Chartered Accountants LLP

The Board of Directors
Ujivan Financial Services Limited
Grape Garden, No. 27, 3rd 'A' Cross,
18th Main, Koramangala, 6th Block,
Bengaluru-560095.

1. We have reviewed the unaudited consolidated financial results of Ujivan Financial Services Limited (the "Company"), its subsidiary, (hereinafter referred to as the "Group") for the quarter ended September 30, 2017 which are included in the accompanying 'Statement of Consolidated Financial Results for the Quarter and Half year ended September 30, 2017' and the unaudited consolidated statement of assets and liabilities as on that date (the "Statement"). The Statement has been prepared by the Company's Management pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialed by us for identification purposes. The Statement is the responsibility of the Company's Management and has been approved by its Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement.
3. A review is limited primarily to inquiries of group personnel and analytical procedures applied to group's financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. (a) The consolidated financial results of the Group for the quarters ended September 30, 2016 and June 30, 2017 were reviewed by another firm of chartered accountants who issued their unmodified conclusion, vide their reports dated November 9, 2016 and August 3, 2017 respectively.

(b) The financial statements of the Group for the year ended March 31, 2017 was audited by another firm of Chartered Accountants, who issued an unmodified opinion vide their report dated April 27, 2017.

Our conclusion is not qualified in respect of these matters.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016



A. J. Shaikh
Partner
Membership Number: 203637

Bengaluru
November 2, 2017

Price Waterhouse Chartered Accountants LLP, 5th Floor, Tower 'D', The Millenia, 1 & 2 Murphy Road, Ulsoor
Bangalore - 560 008
T: +91 (80) 4079 5000, F: +91 (80) 4079 5222

Registered office and Head office: Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

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UJJIVAN FINANCIAL SERVICES LIMITED
(Formerly Ujjivan Financial Services Private Limited)

CIN No: L65999KA2004PLC035329
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Website: www.ujjivan.com

Statement of Consolidated Financial Results for the Quarter and Period ended September 30, 2017

(Rs in Lakhs)

Sl. No.	Particulars	Consolidated					
		Quarter ended		Six months ended		Year ended	
		September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016	March 31, 2017
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	
1	Income from Operations	33,927.18	32,340.43	35,097.86	66,267.61	67,266.07	134,937.35
2	Other income	3,875.44	3,523.20	601.35	7,398.64	1,364.74	4,825.04
	Total Income	37,802.62	35,863.63	35,699.21	73,666.25	68,630.81	139,762.39
3	Expenses:						
(i)	Employee benefits expenses	8,952.84	8,803.00	6,448.13	17,755.84	12,435.50	27,161.56
(ii)	Depreciation and amortisation expenses	1,012.55	783.95	252.47	1,796.50	474.21	1,263.10
(iii)	Administrative and other expenses	5,523.25	6,095.88	4,297.32	11,619.13	7,543.99	17,380.03
(iv)	Finance cost	15,296.86	15,725.40	12,743.31	31,022.26	24,783.49	54,272.22
(v)	Provision / write off for receivables under financing activity	8,818.92	15,921.40	695.04	24,740.32	1,319.85	7,511.62
	Total expenditure (i)+(ii)+(iii)+(iv)+(v)	39,604.42	47,329.63	24,436.27	86,934.05	46,557.04	107,588.53
4	Profit/(Loss) from ordinary activities before tax (1-2)	(1,801.80)	(11,466.00)	11,262.94	(13,267.80)	22,073.77	32,173.86
5	Tax expense	(606.75)	(3,971.78)	3,961.59	(4,578.53)	7,635.76	11,406.75
6	Net Profit/(Loss) from ordinary activities after tax (3-4)	(1,195.05)	(7,494.22)	7,301.35	(8,689.27)	14,438.01	20,767.11
7	Paid-up equity share capital (Face value of the Share is Rs.10 each)	11,974.35	11,964.36	11,848.55	11,974.35	11,848.55	11,937.71
8	Reserve excluding Revaluation Reserves	-	-	-	-	-	163,588.18
9	Earnings Per Share (EPS) (of Rs.10 each)(Not annualised):						
	Basic (Rs.)	(1.00)	(6.27)	6.17	(7.26)	12.55	17.76
	Diluted (Rs.)	(0.97)	(6.06)	5.90	(7.25)	11.98	17.10

Statement of Assets and Liabilities

(Rs in Lakhs)

Sl. No.	Particulars	Unaudited	Audited
		As at September 30, 2017	As at March 31, 2017
A	EQUITY AND LIABILITIES		
1	Share Holders Funds		
(a)	Share Capital	11,974.35	11,937.71
(b)	Reserves and Surplus	154,024.78	163,588.18
	Sub-total - Shareholders Funds	165,999.13	175,525.89
1.2	Share application money pending allotment	7.55	52.88
2	Non Current Liabilities		
(a)	Long-Term Borrowings	211,621.83	284,505.20
(b)	Long term Provisions	1,605.81	3,700.25
	Sub-total - Non Current Liabilities	213,227.64	288,205.45
3	Current Liabilities		
(a)	Short Term Borrowings	111,813.59	10,043.54
(b)	Trade Payables	2,464.50	1,401.30
(c)	Other Current Liabilities	326,018.18	361,256.12
(d)	Short Term Provisions	28,486.81	11,373.93
	Sub-total - Current Liabilities	468,783.08	384,074.89
	TOTAL - EQUITY AND LIABILITIES	848,017.40	847,859.11
B	ASSETS		
1	Non Current Assets		
(a)	Fixed Assets	17,193.37	13,976.86
(b)	Non-current investments	50,830.95	35,727.19
(c)	Deferred tax assets (net)	9,264.99	4,696.97
(d)	Long-term loans and advances	2,955.21	2,198.37
(e)	Other non-current assets	152,177.07	143,041.90
	Sub-total - Non Current Assets	232,421.59	199,641.29
2	Current Assets		
(a)	Current investments	66,448.91	108,940.61
(b)	Receivables under financing activity	486,605.04	448,109.63
(c)	Cash and Bank balances	34,909.91	76,007.51
(d)	Short-term loans and advances	20,172.83	8,393.28
(e)	Other current assets	7,459.12	6,766.79
	Sub-total - Current Assets	615,595.81	648,217.82
	TOTAL - ASSETS	848,017.40	847,859.11



UJJIVAN FINANCIAL SERVICES LIMITED
(Formerly Ujjivan Financial Services Private Limited)
CIN No: L65999KA2004PLC035329

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Website: www.ujjivan.com

Statement of Consolidated Financial Results for the Quarter and Period ended September 30, 2017

Notes:

- 1 The Reserve Bank of India ('RBI') vide its letter dated October 10, 2017 has approved the conversion of the Company to a Core Investment Company, from its earlier status as a microfinance institution and has issued a new Certificate of Registration dated October 10, 2017. Per RBI terminology, the Company is now classified as NBFC-ND-SI-CIC Pursuant to the same, as advised by the RBI, the Company has surrendered the NBFC-MFI Certificate. The above conversion was undertaken to comply with the conditions prescribed by the RBI in their licence letter dated November 11, 2016 for setting up a Small Finance Bank.
- 2 During the quarter ended September 2017, the subsidiary of the Company, Ujjivan Small Finance Bank Limited has been accorded Scheduled Bank status by the Reserve Bank of India and notification has been published in the Gazette of India on August 25, 2017.
- 3 The unaudited consolidated financial results for the quarter and six months ended September 30, 2017 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on November 2, 2017 in accordance with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 4 The results for the quarter ended and half year ended September 30, 2017 have been subject to limited review by Statutory Auditors of the Company. An unqualified report has been issued by them thereon.
- 5 The Company has followed the same significant accounting policies in the preparation of these financial results as those followed in the annual financial statement for the year ended.
- 6 The Group's business segment is primarily in Micro and Retail Financing. The principal geographical segment is in India.

(Rs in Lakhs)

Segment wise revenue and results:	Quarter ended			Six months ended		Year ended
	September 30, 2017	June 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016	March 31, 2017
Segment revenue						
Treasury	3,279.77	3,408.14	-	6,687.91	-	1,971.92
Micro and Retail financing	34,497.21	32,403.95	35,699.21	66,901.16	68,630.81	135,419.93
Total	37,776.98	35,812.09	35,699.21	73,589.07	68,630.81	137,391.85
Segment results						
Treasury	765.60	634.33	-	1,399.93	-	1,971.92
Micro and Retail financing	(754.44)	(11,895.56)	11,515.41	(12,650.00)	22,547.98	29,248.86
Total	11.16	(11,261.23)	11,515.41	(11,250.07)	22,547.98	31,220.78
Unallocated:						
Income	25.64	51.54	-	77.18	-	2,370.54
Expenses	(1838.61)	(256.31)	(252.46)	(2,094.92)	(474.21)	(1,417.46)
Tax (expense)/income (including deferred tax)	606.75	3,971.78	(3,961.59)	4,578.53	(7,635.76)	(11,406.75)
Net Profit/(Loss)	(1,195.06)	(7,494.22)	7,301.36	(8,689.28)	14,438.01	20,767.11

Segment wise assets and liabilities:	Six months ended		Year ended
	September 30, 2017	March 31, 2017	March 31, 2017
Segment assets			
Treasury	154,565.11	216,840.80	216,840.80
Micro and Retail financing	682,460.92	612,024.29	612,024.29
Unallocated assets*	10,991.37	18,994.01	18,994.01
Total assets	848,017.40	847,859.10	847,859.10
Segment liabilities			
Treasury	154,565.11	216,840.80	216,840.80
Micro and Retail financing*	526,782.15	452,649.36	452,649.36
Unallocated liabilities	671.01	2,843.05	2,843.05
Total liabilities	682,018.27	672,333.21	672,333.21

Note: Shareholder's funds are not considered as Segment balances.

*Including inter-segment assets/liabilities.

- 7 Figures for the previous periods have been regrouped/reclassified, wherever necessary to correspond with the current period classification/disclosure.

For Ujjivan Financial Services Limited



Sudha Suresh
Managing Director and CEO

Place: Bengaluru
Date: November 2, 2017





Press Release

Ujjivan Financial Services Consolidated Q2 FY 2017-18 **Net Interest Income increases by 19.07% over Q1**

**Scheduled bank status boosts deposits, Robust growth in disbursements,
3.49 lakh customers added in this fiscal year and NNPA reduced to 1.38%**

Bengaluru, November 2, 2017: Ujjivan Financial Services Ltd. [BSE: 539874; NSE: UJJIVAN], the holding company and promoter of its 100% subsidiary “UJJIVAN SMALL FINANCE BANK”, today announced its consolidated financial performance for the quarter ended September 30, 2017.

Summary of Business Performance – Q2 FY 2017-18:

The financials and ratios as below are based on consolidated numbers:

- ❖ Gross Loan Book at ₹6,669.21 crore; growth of 3.25% over Q1-FY18 and an increase of 2.83% over Q2-FY17
- ❖ Off-balance sheet portfolio as of September 30, 2017 at ₹304.82 crore
- ❖ Net Loan Book at ₹6,364.39 crore; growth of 4.15% over Q1-FY18 and an increase of 6.07% over Q2-FY17
- ❖ Disbursement at ₹1,954.28 crore; an increase of 14.83% over Q1-FY18 and decrease of 10.51% over Q2-FY17
- ❖ Deposit base at ₹1,349.1 crore in Q2-FY18 as against ₹403.7 crore in Q1-FY18
- ❖ 1.73 lakh new borrowers added during the quarter and 3.49 lakh in the H1-FY18
- ❖ Collection efficiency back to normal at 99.7% for new business from January to September’17
- ❖ Secured portfolio increased by 34.85% to ₹202.68 crore from ₹150.30 crore in Q1-FY18
- ❖ GNPA at 4.99% and NNPA at 1.38% in Q2-FY18 as against 6.16% and 2.30% respectively in Q1-FY18
- ❖ Prudential write off of ₹88.64 crore in Q2-FY18 (covered by provisions)
- ❖ Provision Coverage Ratio (excluding technical write-off) at 73.40%

Mr. Samit Ghosh, MD & CEO, Ujjivan Small Finance Bank said, “We have significantly reduced our losses in this quarter compared to the previous quarter due to lower credit cost and business volumes returning to normal levels. We expect credit costs to taper off to normal levels in the next two quarters and with business growth, we are on our way to a complete turnaround after absorbing the impact of demonetization on our business environment. Further, the collection efficiency continues impressively at 99.7% for all new business from January till September. At the same time, we maintain our progress as per plan in our transformation to Small Finance Bank with the conversion of 92 bank branches around the country and crossing 100 bank branches milestone in October, scheduled bank status and a healthy buildup of low cost deposit base as well as steady growth in overall business.”

Commenting on the performance of the company **Ms. Sudha Suresh, MD & CEO Ujjivan Financial Services** said, “With the scheduled bank status, the company has been able to raise funds at competitive rates additionally through Certificate of Deposits (Rs.614.5 crore). We expect to leverage further on this and other optimal sources of funding in the next two quarters. Our NIM for the bank has also increased to 10.20% from 8.90% QoQ. Cost to income has also reduced significantly during the quarter by 9.18% due to business growth ably supported by flat operating cost & reduction in cost of funds. We expect this to decline further with expected growth in business”.

Summary of Financial Performance – Q2 FY 17-18:

- ❖ Total Income at ₹378.03 crore, an increase of 5.41% over Q1-FY18 and an increase of 5.89% over Q2-FY17
- ❖ NII at ₹164.57 crore, an increase of 19.07% over Q1-FY18 and a decrease of 12.48% over Q2-FY17
- ❖ NIM at 10.55% in Q2-FY18, an increase from 9.23% in Q1-FY18 and a decrease from 13.02% in Q2-FY17
- ❖ Cost to Income ratio at 68.82%, a decrease from 78.00% in Q1-FY18 and an increase from 48.18% in Q2-FY17
- ❖ Net Loss at ₹11.95 crore in Q2-FY18 against ₹74.94 crore in Q1-FY18
- ❖ Cost of funds reduced to 9.65% from 10.41% in FY17 as the company raised low cost deposits post the attainment of scheduled bank status
- ❖ Marginal cost of borrowings at 7.19%, a decline from 9.67% in FY17

About Ujjivan Financial Services Limited:

Ujjivan Financial Services Ltd. is the holding company and promoter of its 100% subsidiary “Ujjivan Small Finance Bank”, which has started banking operations from February 2017. It is registered as an NBFC-Non-Deposit-taking Systemically Important - Core Investment Company – (NBFC-ND-SI-CIC) with RBI. Ujjivan SFB serves over 36.64 lakh active customers through 445 branches and 10,755 employees spread across 209 districts and 24 states in India. Ujjivan’s Gross Loan Book stands at ₹6,669.21 crore. Ujjivan SFB has over 92 full-service banking branches with a deposit base of ₹1,349.1 crore as at 30th September 2017.

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

Web: www.ujjivan.com; www.ujjivansfb.in Twitter: [@UjjivanSFB](https://twitter.com/UjjivanSFB)

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.

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