

UJJIVAN/SE/2016-17/36

November 09, 2016

**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: Approval of Financial Results for the Quarter and Half Year ended September 30, 2016**

Please refer to our letter dated October 31, 2016, wherein we have intimated about the convening of the meeting of the Board of Directors on November 09, 2016 to approve inter alia the Financial Results for the Quarter and Half Year ended September 30, 2016.

In connection therewith, please note that the Board in its meeting held today November 09, 2016 (meeting commenced at 09:30 AM and concluded at 01:00 PM) has approved the Un-audited Financial Results for the Quarter and Half Year ended September 30, 2016 (both Standalone and Consolidated)

A copy of the above Financial Results together with the limited review report issued by the Statutory Auditors and the press release and the investor presentation 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



Enclosure: as above



**Ujjivan Financial Services Limited**

**Registered Office:** Grape Garden, No. 27, 3<sup>rd</sup> 'A' Cross, 18th Main, 6th Block, Koramangala, Bengaluru 560 095  
Tel +91 80 4071 2121, Fax +91 80 4146 8700, CIN: U65999KA2004PLC035329, E-mail ID: [ujjivan.blr@ujjivan.com](mailto:ujjivan.blr@ujjivan.com)

[www.ujjivan.com](http://www.ujjivan.com)

## INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

### TO THE BOARD OF DIRECTORS OF UJJIVAN FINANCIAL SERVICES LIMITED (Formerly known as Ujjivan Financial Services Private Limited)

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **Ujjivan Financial Services Limited (Formerly known as Ujjivan Financial Services Private Limited)** ("the Company"), for the quarter and six months ended September 30, 2016 and standalone unaudited statement of assets and liabilities as at September 20, 2016 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting" ("AS 25"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement 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 misstatements. 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.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement, prepared in accordance with the aforesaid Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing and Obligation and Disclosure Requirements) Regulation, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatements.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 008072S)

*S. Sundaresan*

**S. Sundaresan**  
Partner  
(Membership No. 25776)

Hong Kong, November 09, 2016



## INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

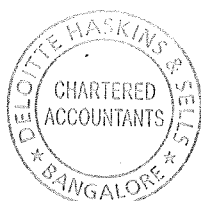
### TO THE BOARD OF DIRECTORS OF UJJIVAN FINANCIAL SERVICES LIMITED (Formerly known as Ujjivan Financial Services Private Limited)

1. We have reviewed the accompanying statement of Consolidated Unaudited Financial Results of **Ujjivan Financial Services Limited (formerly known as Ujjivan Financial Services Private Limited)** ("the holding company") and its subsidiary (the holding company and its subsidiary together referred to as "the group"), for the quarter and six months ended September 30, 2016 and Consolidated Unaudited Statement of assets and liabilities as at September 30, 2016 ("the statement"), being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015.

This Statement, which is the responsibility of the Holding Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting" ("AS 25"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement 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 misstatements. A review is limited primarily to inquiries of Holding 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.
3. The Statement includes the results of the following entities:
  - Ujjivan Financial Services Limited
  - Ujjivan Small Finance Bank Limited (a wholly owned company formed for the purpose of establishment of the Small Finance Bank)

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4. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying statement, prepared in accordance with the aforesaid Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 008072S)

*S. Sundaresan*

**S. Sundaresan**  
Partner  
(Membership No. 25776)

**Hong Kong, November 09, 2016**





**Statement of Consolidated and Standalone Financial Results for the Quarter and Half year ended September 30, 2016**

(Rs in Lakhs)

Sl No	Particulars	Consolidated		Standalone			
		Quarter ended	Six months ended	Quarter ended		Six months ended	
		September 30, 2016	September 30, 2016	September 30, 2016	September 30, 2015	September 30, 2016	September 30, 2015
		Unaudited	Unaudited	Unaudited	Unaudited	Audited	Audited
1	Income from Operations (a)+(b)+(c)	35,097.86	67,266.07	32,168.21	24,027.70	67,266.07	100,725.07
(a)	Interest on loans	31,427.35	60,542.69	29,115.34	22,206.14	60,542.69	41,479.79
(b)	Loan processing fees	2,355.54	4,373.65	2,018.11	1,738.76	4,373.65	93,096.42
(c)	Other financial services	1,314.97	2,349.73	1,034.76	82.80	2,349.73	3,065.83
2	Other income	601.35	1,364.74	763.39	312.40	1,244.13	266.80
3	Total Income (1+2)	35,699.21	68,630.81	32,931.60	24,340.10	68,510.20	1,414.80
4	Finance cost	12,743.31	24,783.49	12,040.18	10,002.46	24,783.48	19,624.04
5	Operating Expenses (i)+(ii)+(iii)	10,997.92	20,453.70	9,455.78	7,601.14	20,328.36	14,224.78
(i)	Employee cost	6,448.13	12,435.50	5,987.37	4,885.76	12,435.50	9,335.78
(ii)	Depreciation/Amortisation	252.47	474.21	221.74	210.26	474.21	384.38
(iii)	Other operating expenses	4,297.32	7,543.99	3,246.67	2,505.12	7,418.65	4,504.62
6	Total expenditure (4+5) excluding Provisions and Contingencies	23,741.23	45,237.19	21,495.96	17,603.60	45,111.84	33,848.82
7	Operating Profit before provisions and contingencies (3-6)	11,957.98	23,393.62	11,435.64	6,736.50	23,398.36	12,378.40
8	Provisions (other than tax) and contingencies	695.04	1,319.85	624.81	739.64	1,319.85	1,090.70
9	Exceptional items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	11,262.94	22,073.77	10,810.83	5,996.86	22,078.51	11,287.70
11	Tax expense	3,961.59	7,635.76	3,674.17	2,147.84	7,637.41	3,914.59
12	Net Profit from ordinary activities after tax (10-11)	7,301.35	14,438.01	7,136.66	3,849.02	14,441.10	7,373.11
13	Extraordinary item (net of tax expense)	-	-	-	-	-	-
14	Net Profit for the period (12-13)	7,301.35	14,438.01	7,136.66	3,849.02	14,441.10	7,373.11
15	Paid-up equity share capital (Face value of the Share is Rs.10 each)	11,848.55	11,848.55	11,824.13	8,613.30	11,848.55	10,118.60
16	Reserve excluding Revaluation Reserves (as per Balance Sheet)	-	156,830.42	-	-	-	109,657.14
17	Earnings Per Share (EPS)						
	Basic (Rs.)	6.17	12.55	6.39	4.47	12.56	8.56
	Diluted (Rs.)	5.90	11.98	6.16	4.28	11.98	8.19



Statement of Assets and Liabilities				
Sl. No.	Particulars	Consolidated	Standalone	
		Unaudited As at September 30, 2016	Unaudited As at September 30, 2016	Audited As at March 31, 2016
A	EQUITY AND LIABILITIES			
1	Share Holders Funds			
	(a) Share Capital	11,848.55	11,848.55	10,118.60
	(b) Reserves and Surplus	156,830.42	156,833.52	109,657.14
	Sub-total - Shareholders Funds	168,678.97	168,682.07	119,775.74
2	Non Current Liabilities			
	(a) Long-Term Borrowings	150,755.20	150,755.20	177,316.03
	(b) Long term Provisions	1,529.97	1,529.97	1,308.89
	Sub-total - Non Current Liabilities	152,285.17	152,285.17	178,624.92
3	Current Liabilities			
	(a) Short Term Borrowings	22,500.00	22,500.00	104.05
	(c) Trade Payables	2,942.09	2,942.09	1,518.76
	(d) Other Current Liabilities	309,028.30	309,028.30	266,439.45
	(e) Short Term Provisions	9,880.25	9,850.38	6,268.77
	Sub-total - Current Liabilities	344,350.64	344,320.77	274,331.03
	TOTAL - EQUITY AND LIABILITIES	665,314.78	665,288.01	572,731.69
B	ASSETS			
1	Non Current Assets			
	(a) Fixed Assets	8,559.66	8,559.66	2,417.93
	(b) Non-current investments	10.10	11,013.78	10.10
	(c) Deferred tax assets (net)	2,902.71	2,868.05	2,407.46
	(d) Long-term loans and advances	1,328.77	1,328.77	1,557.06
	(e) Other non-current assets	152,262.87	152,262.87	130,415.39
	Sub-total - Non Current Assets	165,064.11	176,033.13	136,807.94
2	Current Assets			
	(a) Receivables under financing activity	450,478.37	450,478.37	377,934.35
	(b) Cash and Bank balances	37,748.93	26,686.22	49,126.58
	(c) Short-term loans and advances	5,795.82	5,909.98	2,968.01
	(d) Other current assets	6,227.55	6,180.31	5,894.81
	Sub-total - Current Assets	500,250.67	489,254.88	435,923.75
	TOTAL - ASSETS	665,314.78	665,288.01	572,731.69



**UJIVAN FINANCIAL SERVICES LIMITED**

(Formerly Ujivan 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.ujivan.com

**Statement of Consolidated and Standalone Financial Results for the Quarter and Half year ended September 30, 2016**

**Notes:**

- 1 The Unaudited financial results for the Quarter ended and Half year ended September 30, 2016 have been reviewed by the Audit Committee at their meeting held on November 8, 2016 and approved by the Board of Directors at their meeting held on November 9, 2016 in accordance with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 2 The Statutory Auditors have carried out the Limited review of results for the Quarter and Half year ended September 30, 2016.
- 3 EPS for the Quarter and Half-year ended is not annualised.
- 3 The Company is primarily engaged in the business of Microfinance. All the activities of the Company revolve around the main business, as such there are no separate reportable segments as per AS 17 on 'Segment Reporting'.
- 4 The Company has issued and allotted 17,055,277 shares at Rs.10 each at a premium of Rs.200 per share by way of Initial Public Offer (IPO) on May 6, 2016. The shares of the company have been listed in National Stock Exchange and Bombay Stock Exchange subsequent to the IPO on May 10, 2016.

**Utilisation of IPO proceeds**

Particulars	Amount (Rs in Lakhs)
Gross proceeds of IPO issue - A	35,816.08
Less: Public issue expenses - B	2,068.48
Net proceeds from Public issue - C = (A-B)	33,747.60
Less: Amounts utilised for the purpose received - D	33,747.60
<b>Balance - E = (C-D)</b>	-

- 5 In accordance with the Company's plan to establish a Small Finance Bank pursuant to the RBI approvals, the Company has formed a 100% subsidiary called Ujivan Small Finance Bank Limited on July 4, 2016 having its registered office in Delhi.
- 6 Ujivan Small Finance Bank Limited, 100% subsidiary of Ujivan Financial Services Limited, has been incorporated on July 4, 2016 for which no corresponding figures for the previous period is available. For the purpose of Consolidated financial results, results of Ujivan Financial Services Limited and Ujivan Small Finance Bank Limited were consolidated on a line by line basis.
- 7 Figures for the previous periods have been regrouped/reclassified, wherever necessary to correspond with the current period classification/disclosure.

Place: Bengaluru

Date: *November 9, 2016*

For Ujivan Financial Services Limited



Samit Ghosh  
Managing Director



<p align="center"><b>UJJIVAN FINANCIAL SERVICES LIMITED</b> (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</p>	
Statement of Consolidated and Standalone Financial Results for the Quarter and Half year ended September 30, 2016	

Sl No	Particulars	Consolidated		Standalone						(Rs. in Lakhs)	
		Quarter ended September 30, 2016	Six months ended September 30, 2016	Quarter ended June 30, 2016		September 30, 2015		Six months ended September 30, 2015			Year ended March 31, 2016
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited		Audited
		September 30, 2016	September 30, 2016	Unaudited	Unaudited	September 30, 2015	September 30, 2015	September 30, 2015	September 30, 2015		March 31, 2016
1	Total Income from Operations (Net)	35,097.86	67,266.07	35,097.86	32,168.21	24,027.70	67,266.07	44,812.42	100,725.07		
2	Net Profit from Ordinary Activities after Tax	7,301.35	14,438.01	7,304.44	7,136.66	3,849.02	14,441.10	7,373.11	17,721.88		
3	Net Profit for the Period/Year after tax(after extraordinary items)	7,301.35	14,438.01	7,304.44	7,136.66	3,849.02	14,441.10	7,373.11	17,721.88		
4	Equity Share capital	11,848.55	11,848.55	11,848.55	11,824.13	8,613.30	11,848.55	8,613.30	10,118.60		
5	Reserves excluding Revaluation Reserves (as per Balance Sheet)	-	1,364.74	-	-	-	-	-	109,657.14		
6	Earnings per Share (EPS) (before extraordinary items) (for three months ended not annualised)										
	Basic (Rs)	6.17	12.55	6.17	6.39	4.47	12.56	8.56	20.12		
	Diluted (Rs)	5.90	11.98	5.90	6.16	4.28	11.98	8.19	19.19		

**Notes:**

The above is an extract of the detailed format of quarterly/annual Financial Results filed with the stock exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the Annual Financial Results are available on the Stock Exchange websites www.nseindia.com and www.bseindia.com and also on the company's website www.ujjivan.com.

Place: Bengaluru

Date: November 9, 2016

For Ujjivan Financial Services Limited

*[Signature]*


Samit Ghosh  
Managing Director













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	



**Ujjivan**  
**Build a Better Life**

**Investor Presentation Q2 FY 2016-17**

**November 2016**



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# Agenda

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Performance Highlights



SFB Update



Company Overview



Business & Financial Overview



Borrowing Profile & Credit Ratings



# Performance Highlights – Q2 FY17

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# Performance Highlights



**₹6,486** Gross Loan Book



**0.16%** GNPA, 0.02% NNPA



**86%** Customer Retention Ratio



**8,880** Employee Strength



**34.81** Active Customers (in lakhs)

# Operational & Business highlight

- 🌱 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%
- 🌱 In accordance to company's plan to open Small Finance Bank pursuant to RBI approvals, the company has formed 100% subsidiary called "Ujjivan Small Finance Bank Limited" on July 4<sup>th</sup>, 2016
- 🌱 Ujjivan Financial has transferred ₹110 crore as capital for the Subsidiary
- 🌱 Transactions in subsidiary company during the quarter was interest income from the investments and expenses related to incorporation of the company and taxes resulting in a loss of ₹3.1 lakh



# Financial & Operational Highlights

- 🌱 All the financials in this presentation 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%

# SFB Update



# SFB Update

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- 🌱 Applied for the final bank license; awaiting the approval from RBI
- 🌱 IT implementation of most of the software; SIT/UAT testing of application in progress; New Hardware installed in the Data Centre, Disaster Recovery (DR) Site & Near DR
- 🌱 Senior Staff Hiring Completed; branch level hiring in progress;
- 🌱 Training for existing staff at an advance stage
- 🌱 Branch set-up implementation started will progress as per the branch opening schedule
- 🌱 Bank Branch- Biometric ATM Roll out in sync with branch roll out.
- 🌱 Phone Banking- In house call centres for support, services, sales and cross sell
- 🌱 Internet & Mobile Banking -Electronic payments and transition to cashless economy: IMPS, AEPS, APB, and followed by UPI in later stage

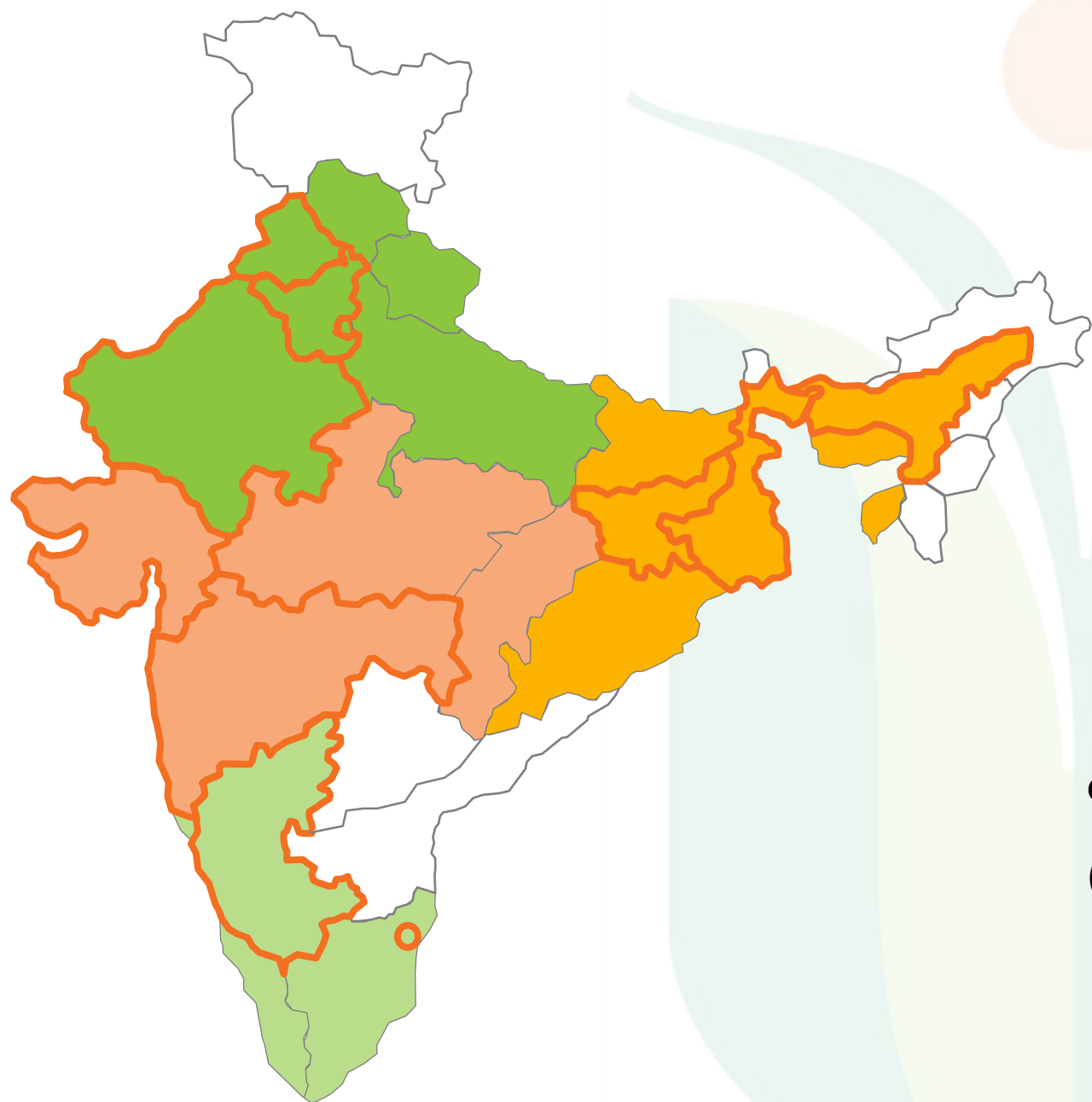
# Overview of Ujjivan


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# Deep pan-India presence

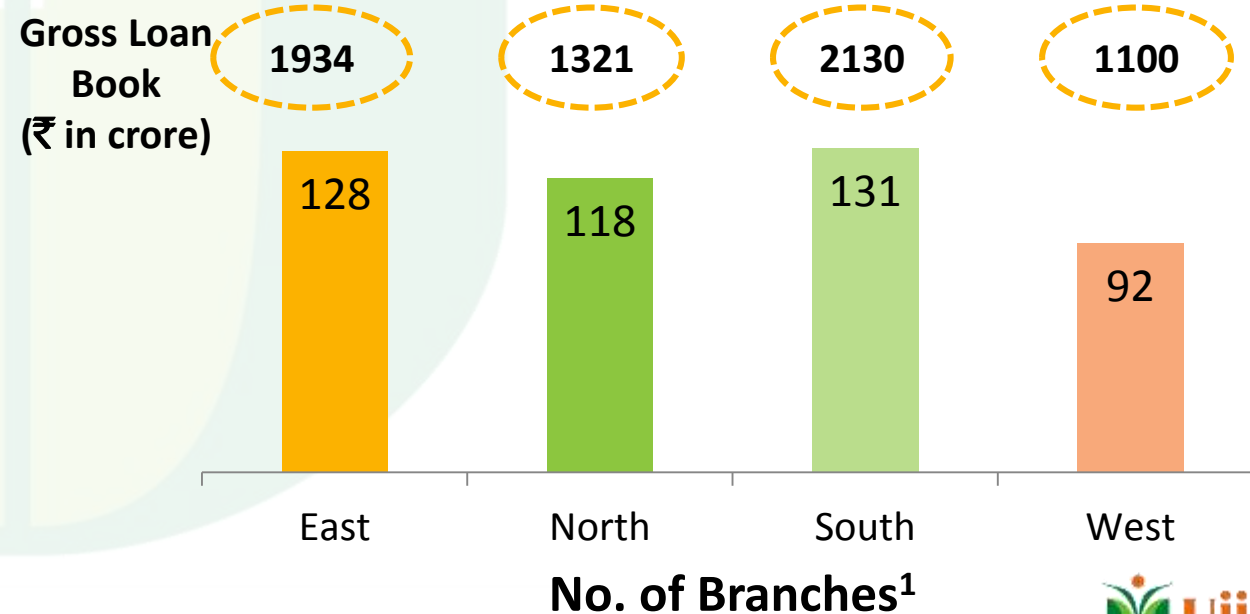


 States where the share of Ujjivan Gross Loan Book is greater than 11.15%, which is the overall market share of Ujjivan in NBFC-MFI business in India

<sup>1</sup> As of September 30, 2016

-  Largest MFI in India in terms of geographical spread, with a pan-India presence through 469 branches across 24 states and union territories and 209 districts in India.
-  185 branches in 91 under-banked districts.
-  37% branches in the central, east and north east regions of India, where a majority of the under-banked districts are located.
-  Third largest NBFC-MFI in India in terms of loans disbursed as of September 30, 2016. Our Gross Loan Book aggregates over ₹ 6486 crore<sup>1</sup>.
-  Geographically diversified portfolio - no single state contributes > 16% of Gross Loan Book<sup>1</sup>

## Well diversified presence as well as AUM base



# Customized Product Offerings

## CREDIT OFFERINGS



- Business loan
- Family loan
- Education loan
- Agriculture and Allied loan
- Emergency Loan
- Loyalty loan



- Home improvement loan
- Home loan: Self construction
- Home loan: Under construction purchase / Ready purchase
- Loan Against Property

**Others: other loans include Individual Higher Education loans**

Micro Finance

MSE

Housing

Agri & Animal Husbandry



- Individual Business Loan
- Individual Bazaar Loan
- Pragati Business loan
- Individual Loyalty Loan
- Secured business loan



- Individual Livestock Loan
- Pragati Livestock loan
- Individual Agriculture loan
- Pragati Agriculture Loan

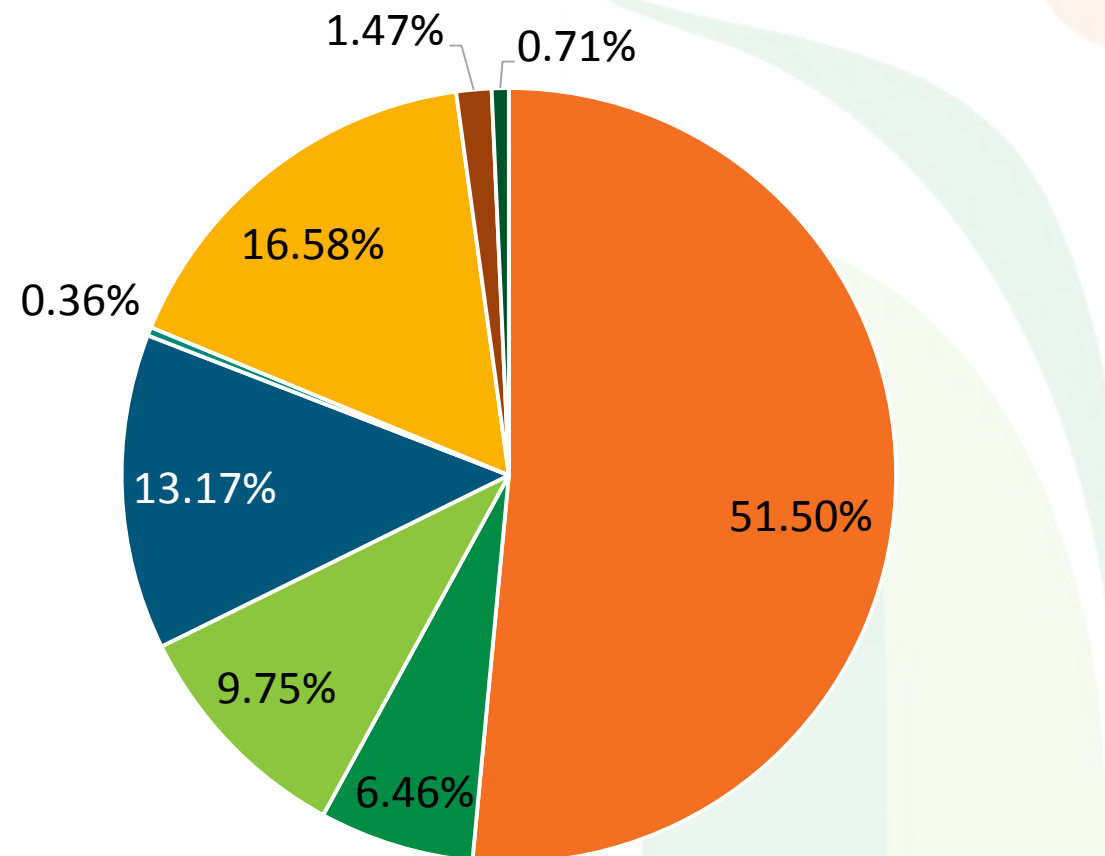
## NON-CREDIT OFFERINGS



*In the event of death of our customer or their spouse, insurance amount helps the beneficiary cover the existing loan and receive the benefits of a life cover.*

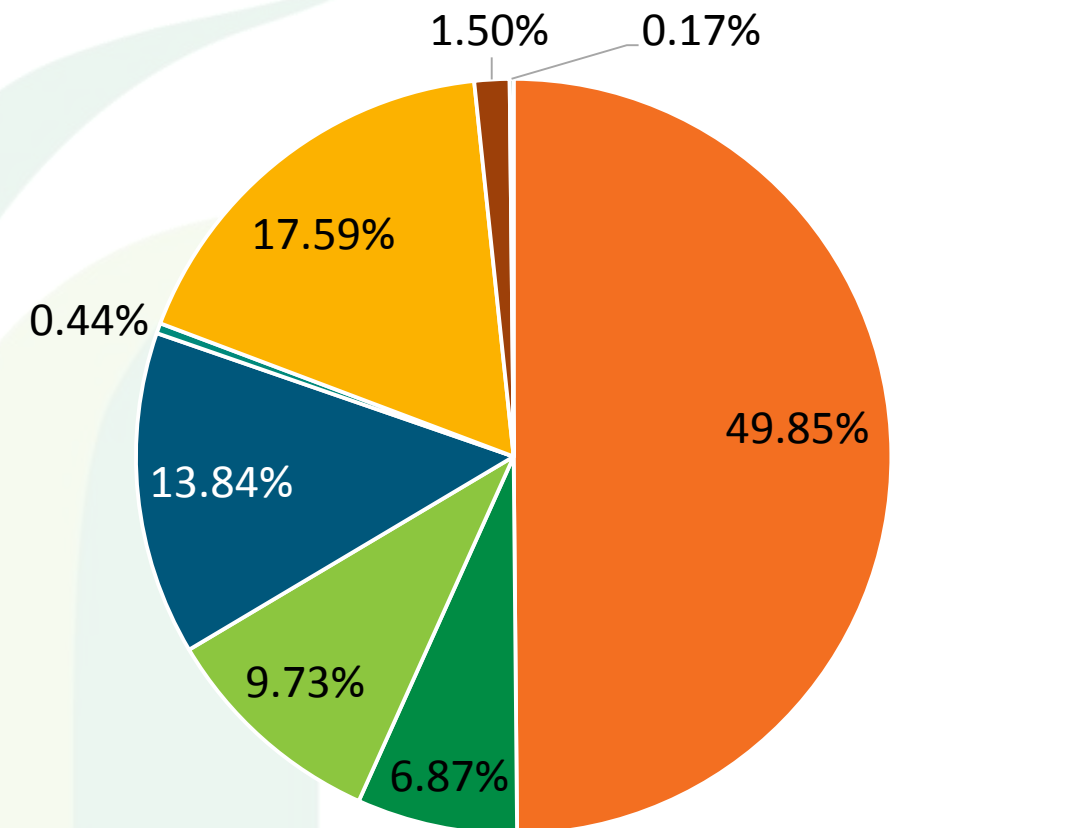
# Shareholding Pattern

Shareholding Pattern as on 30<sup>th</sup> September, 2016



- Foreign Investors
- Mutual Funds
- Insurance Companies
- Bodies Corporate
- Banks/Fis/NBFCs/Trusts
- Resident Individuals/HUFs
- Employees & Directors
- Others

Shareholding Pattern as on 4<sup>th</sup> November, 2016



- Foreign Investors
- Mutual Funds
- Insurance Companies
- Bodies Corporate
- Banks/Fis/NBFCs/Trusts
- Resident Individuals/HUFs
- Employees & Directors
- Others

**Foreign Shareholdings down to 49.85% as on 4<sup>th</sup> November 2016**

# Business Overview

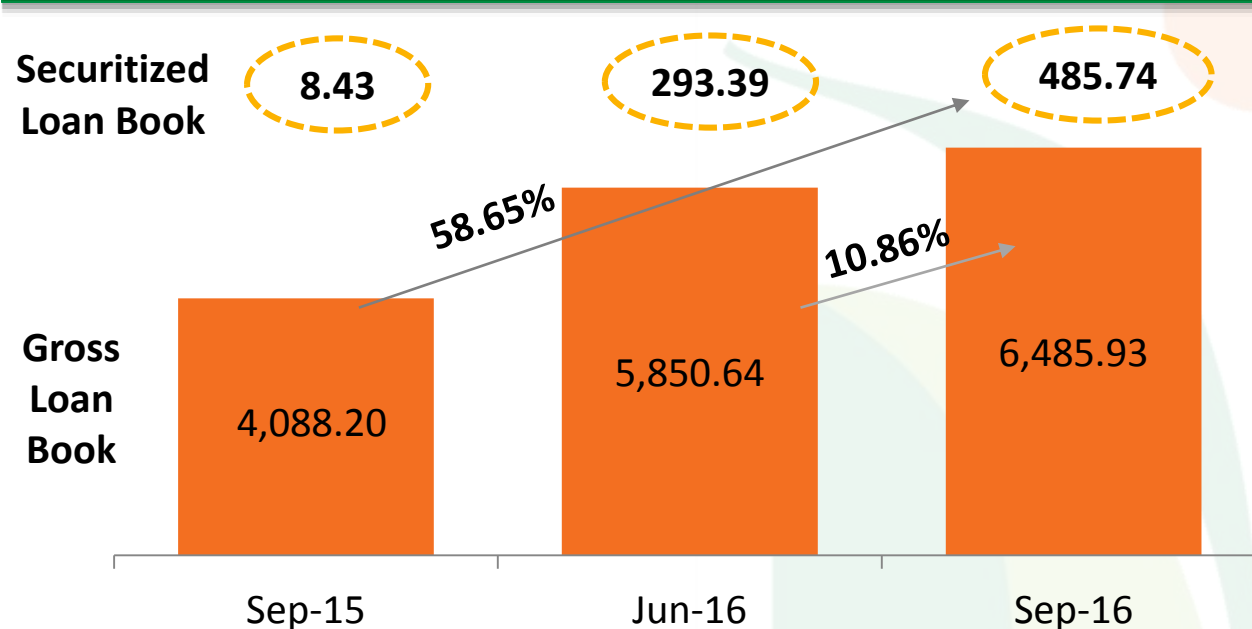
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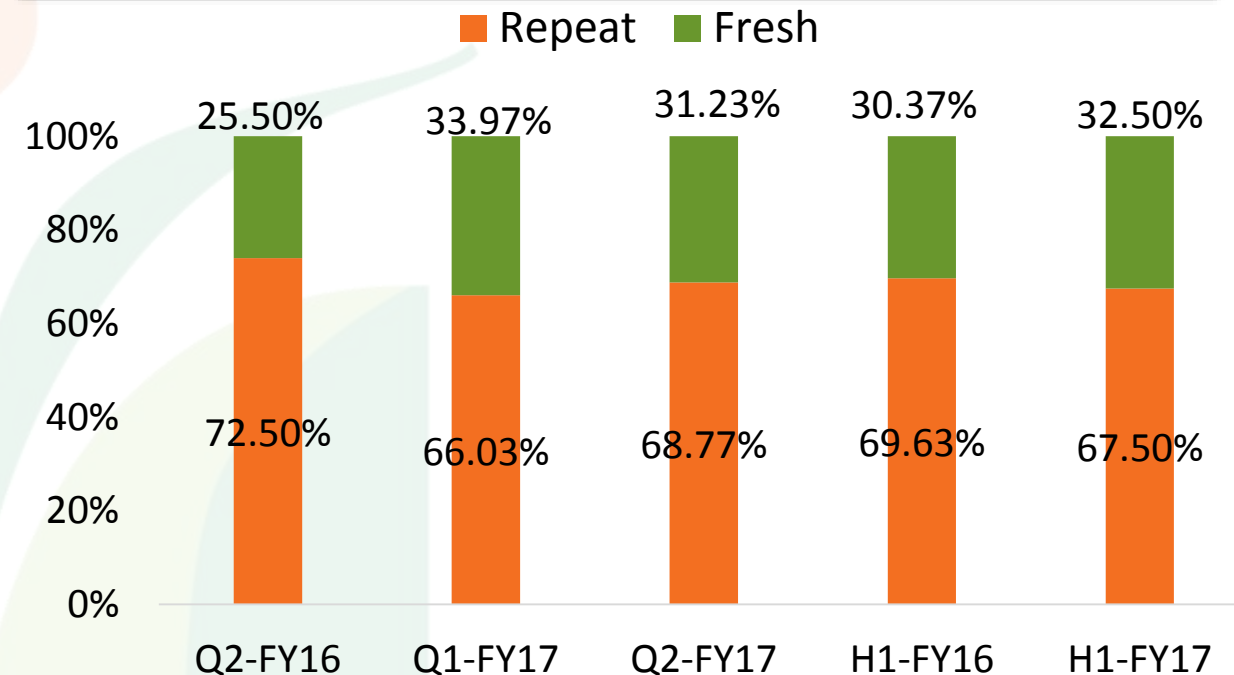


# Loan Book Overview

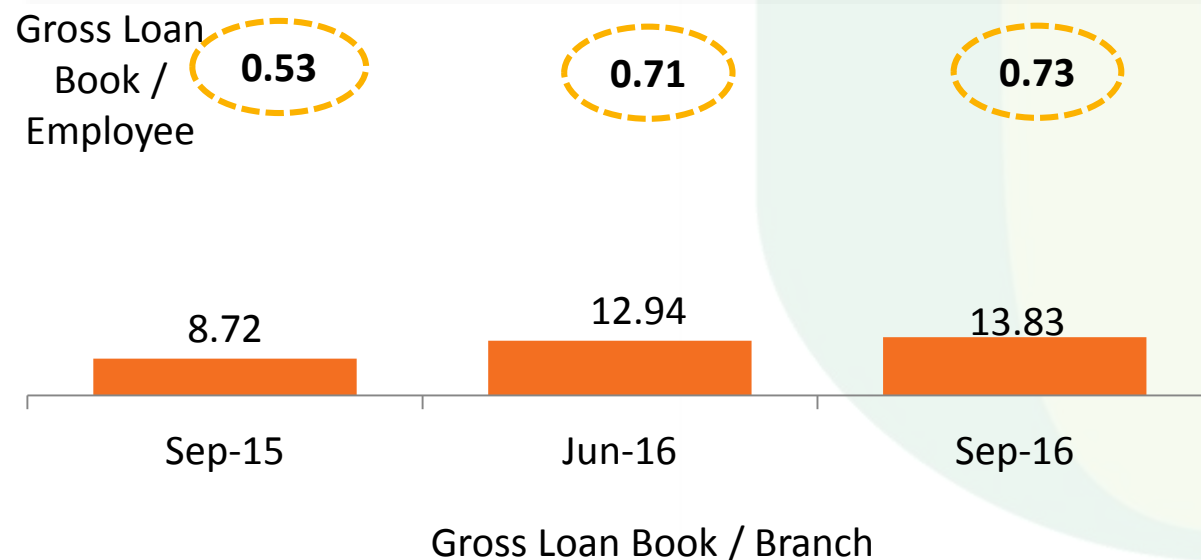
## Gross Loan Book & Securitized Loan Book (₹ in Crore)



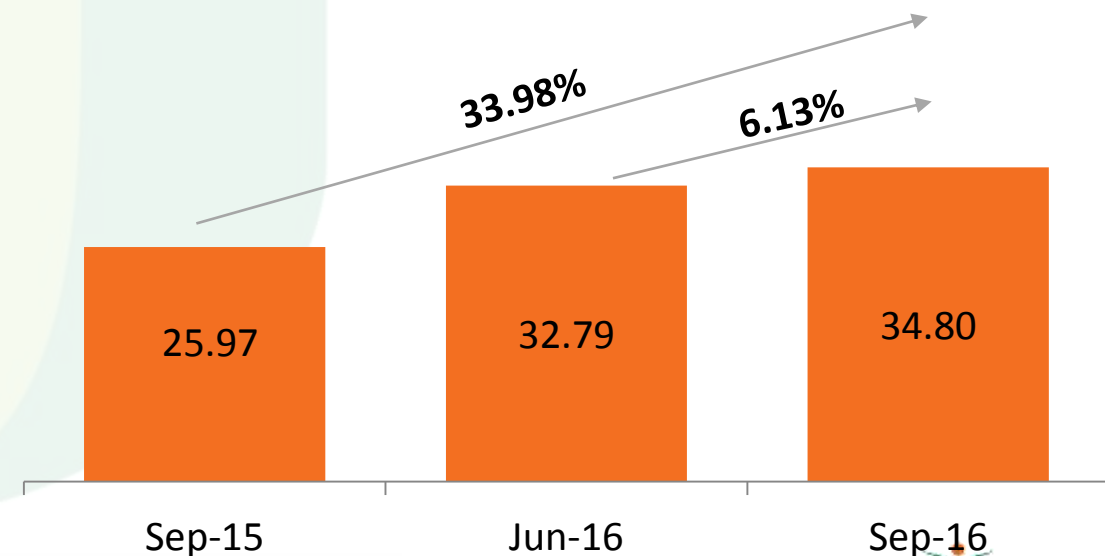
## Type of Loan (on disbursement)



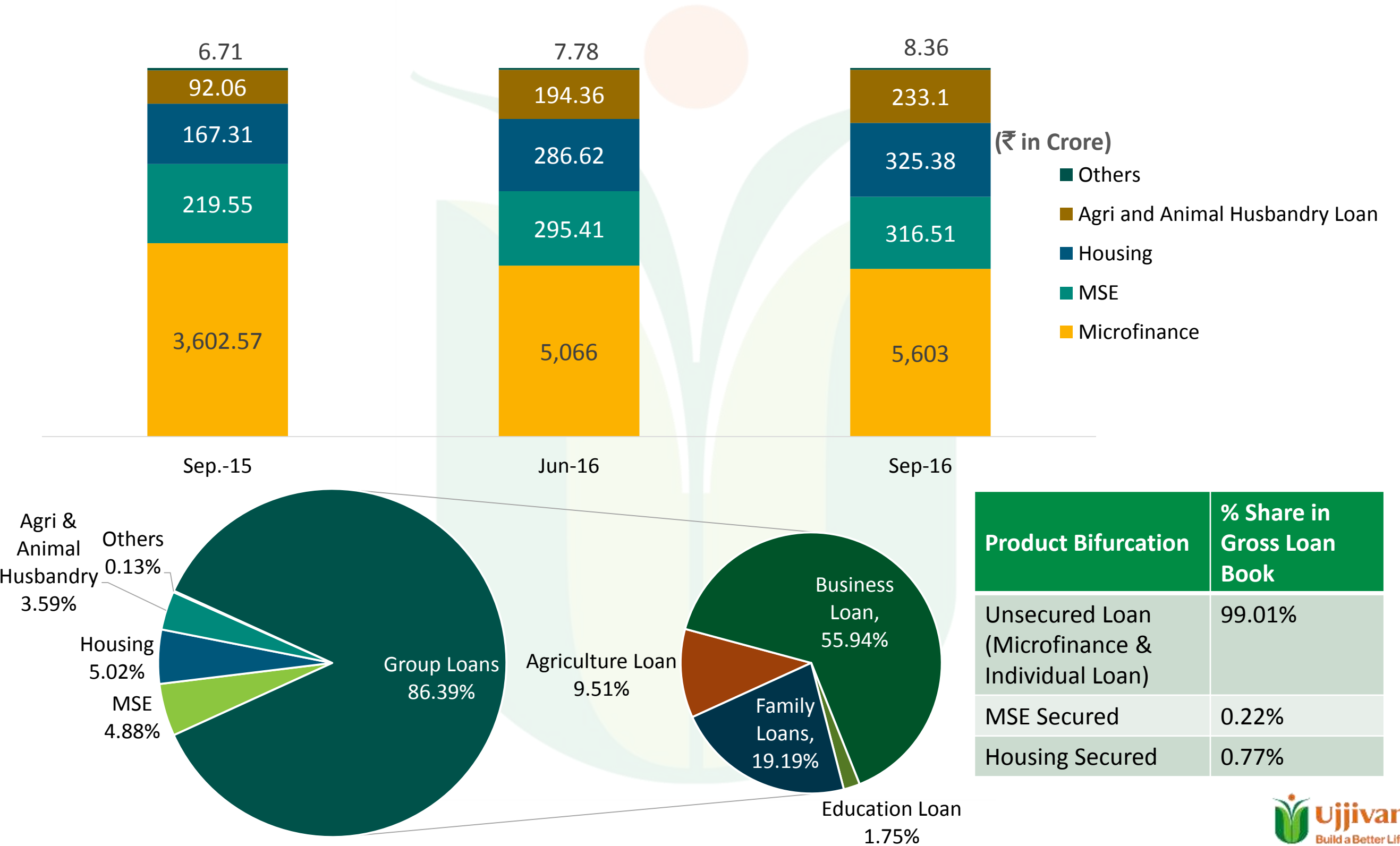
## Gross Loan Book per Branch & Gross Loan Book per Employee (₹ in Crore)



## Number of Borrowers (in Lakh)

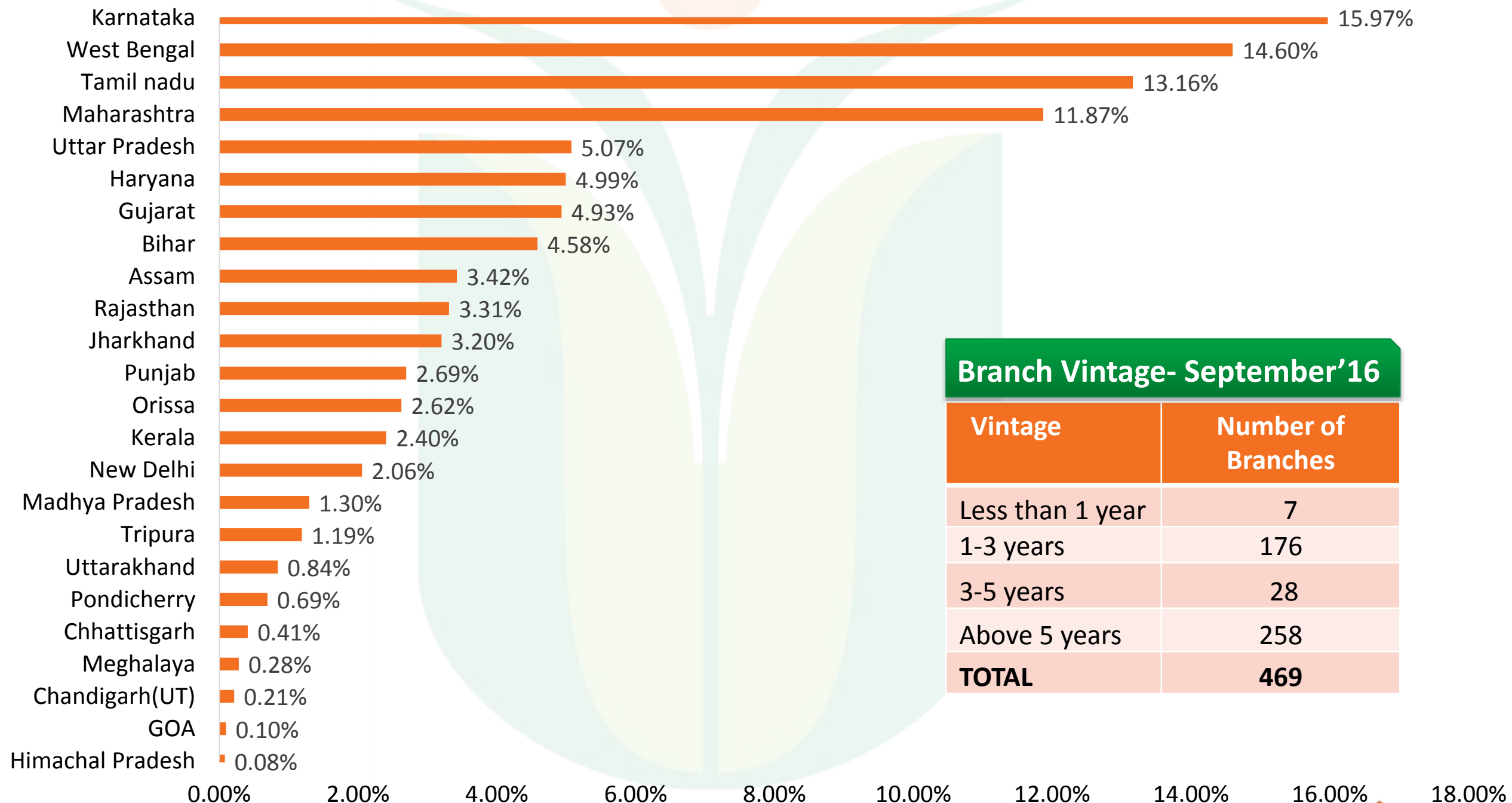


# Composition of Gross Loan Book



# Portfolio Spread & Branch Vintage

## Portfolio Mix- September 2016

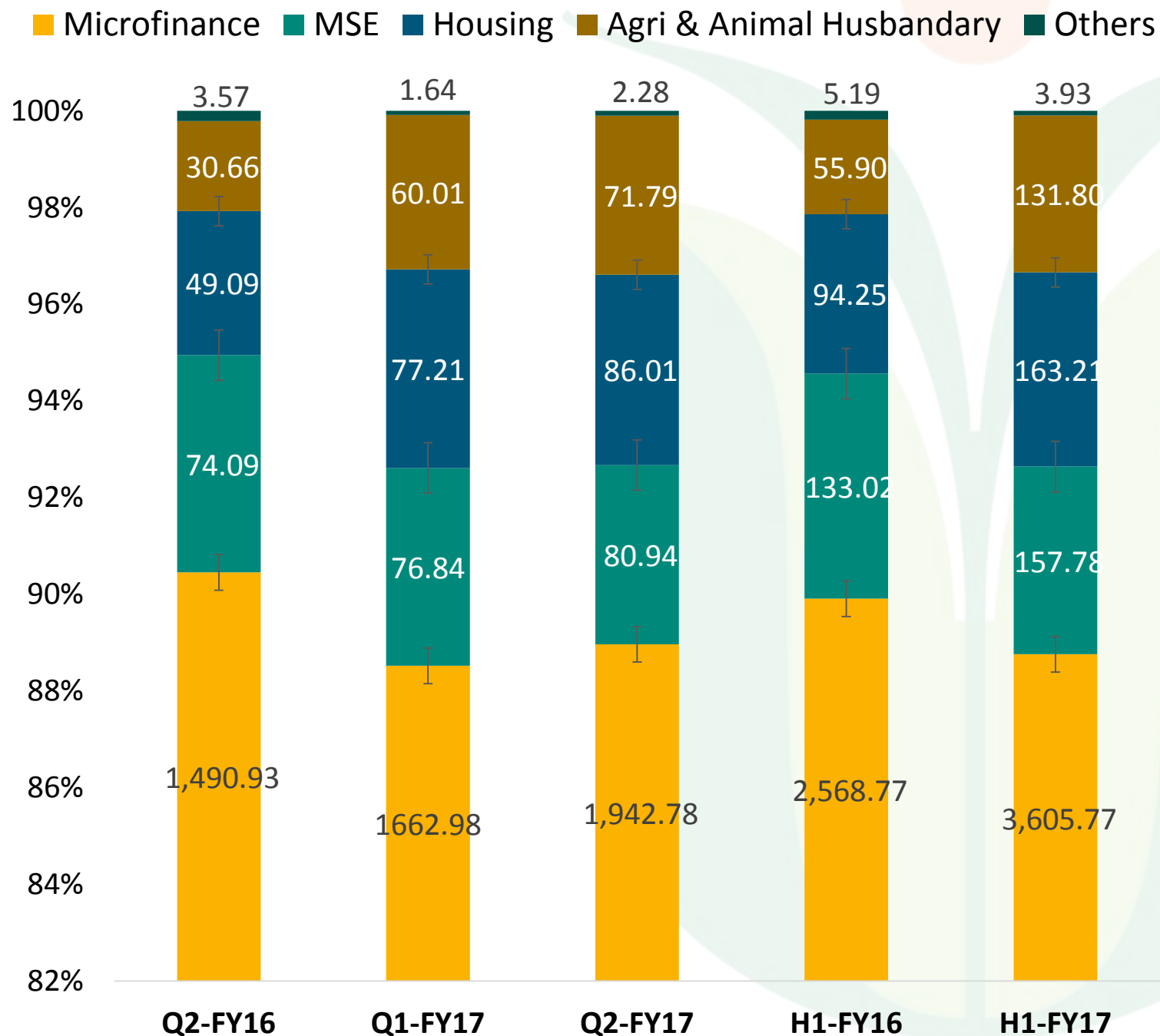


## Branch Vintage- September'16

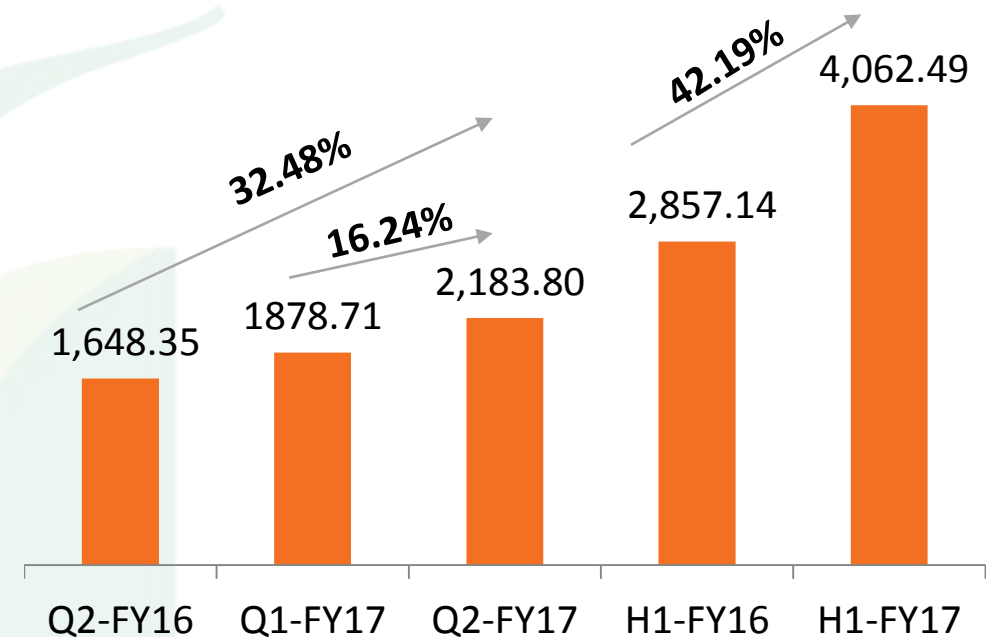
Vintage	Number of Branches
Less than 1 year	7
1-3 years	176
3-5 years	28
Above 5 years	258
<b>TOTAL</b>	<b>469</b>

# Disbursement Spread & Average Ticket Size

## Product wise Disbursement (₹ in Crore)



## Total Disbursements (₹ in crore)

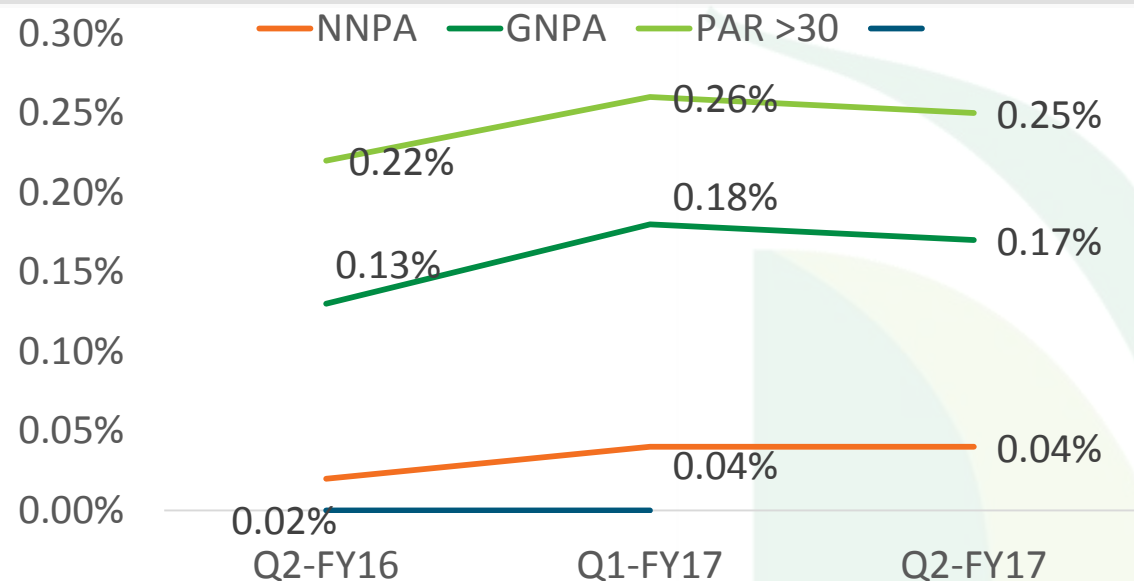


## Average Ticket Size – H1 FY17

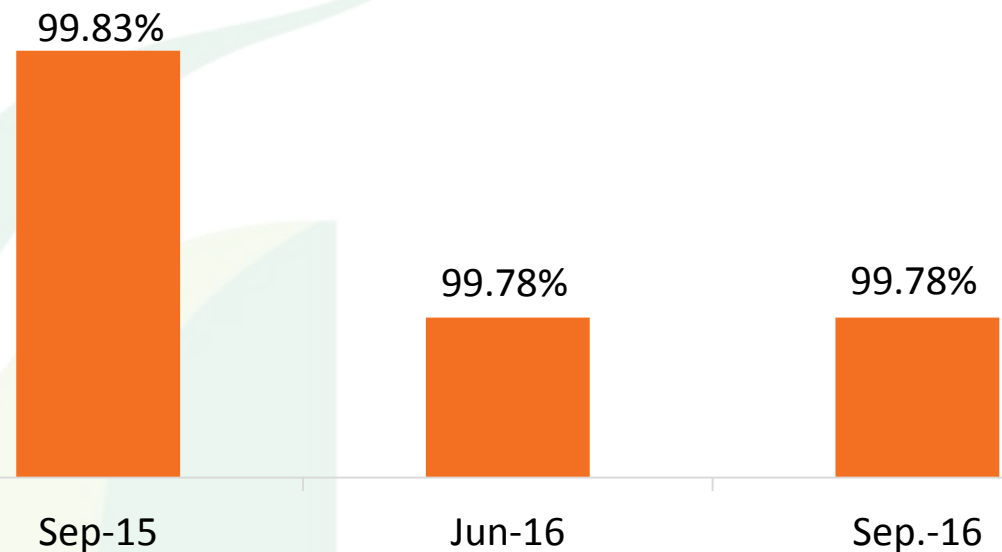
Product	in ₹
Microfinance	22,550
MSE- Unsecured	65,765
MSE- Secured	3,94,234
Housing- Unsecured	67,455
Housing- Secured	3,37,051
Agri and Livestock Loan	57,428
Others	50,811

# Efficiency Parameters

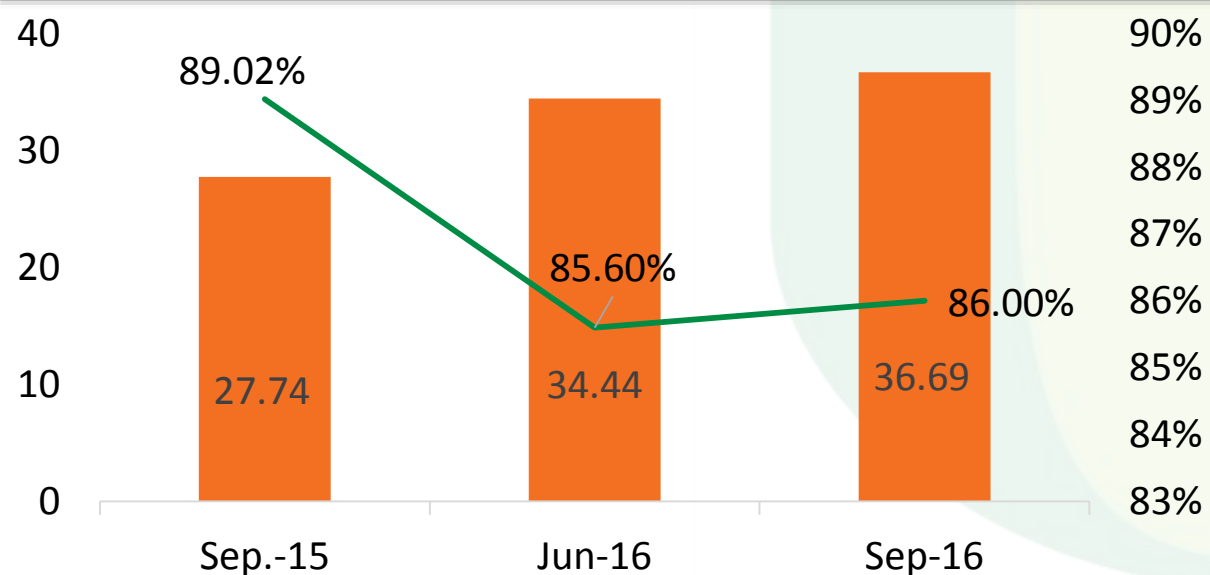
## GNPA, NNPA & PAR>30



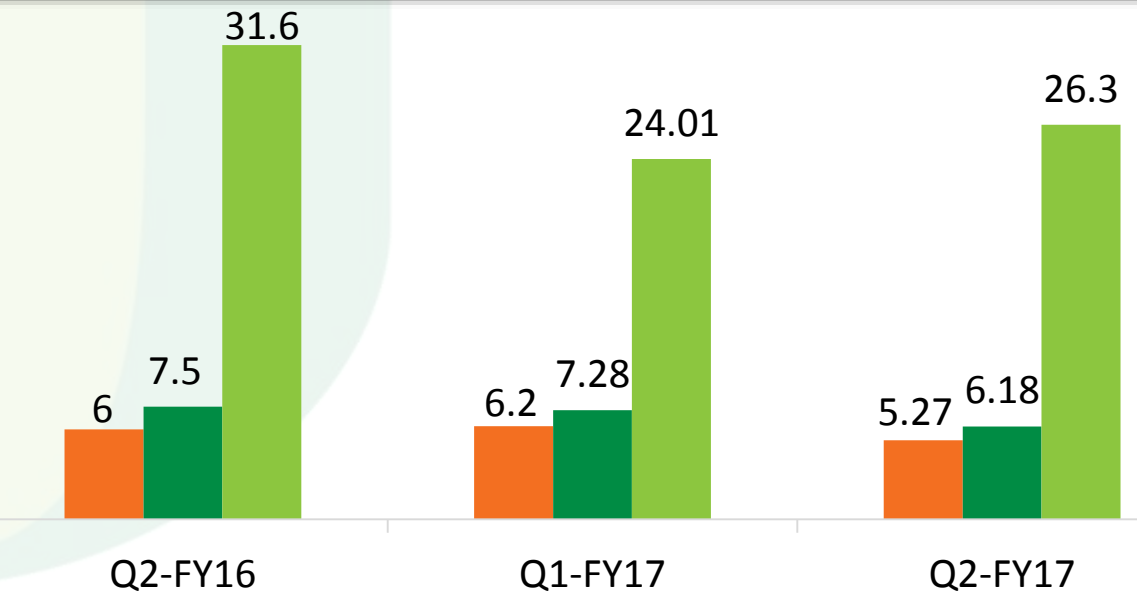
## Cumulative Repayment Rate



## Number of Customer & Customer Retention Ratio



## Turn Around Time (TAT)



Number of Customers (in Lakh) Customer Retention Ratio (%)

GL (Microfinance) IL- Unsecured IL- Secured

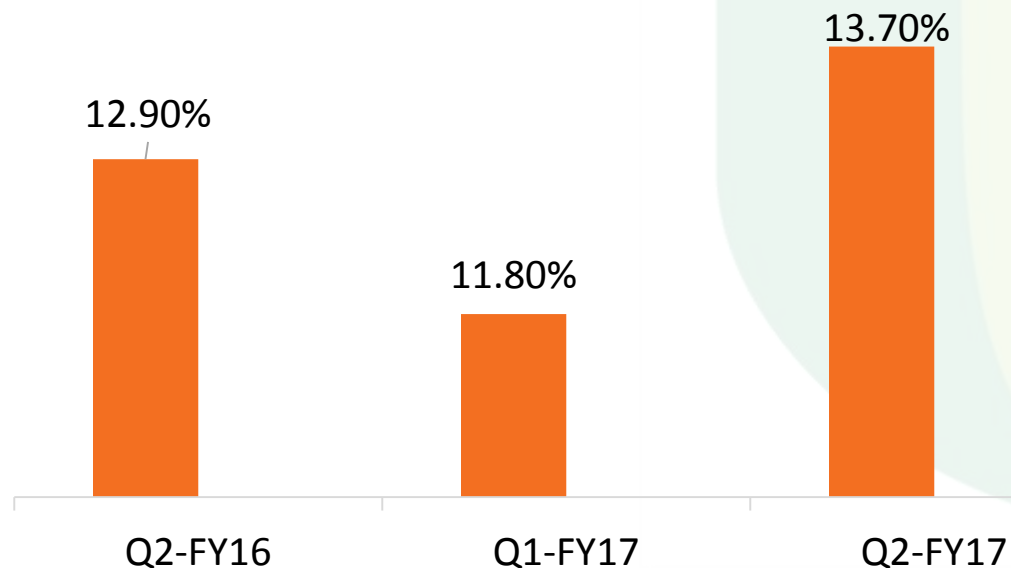


# Efficiency Parameters (Contd.)

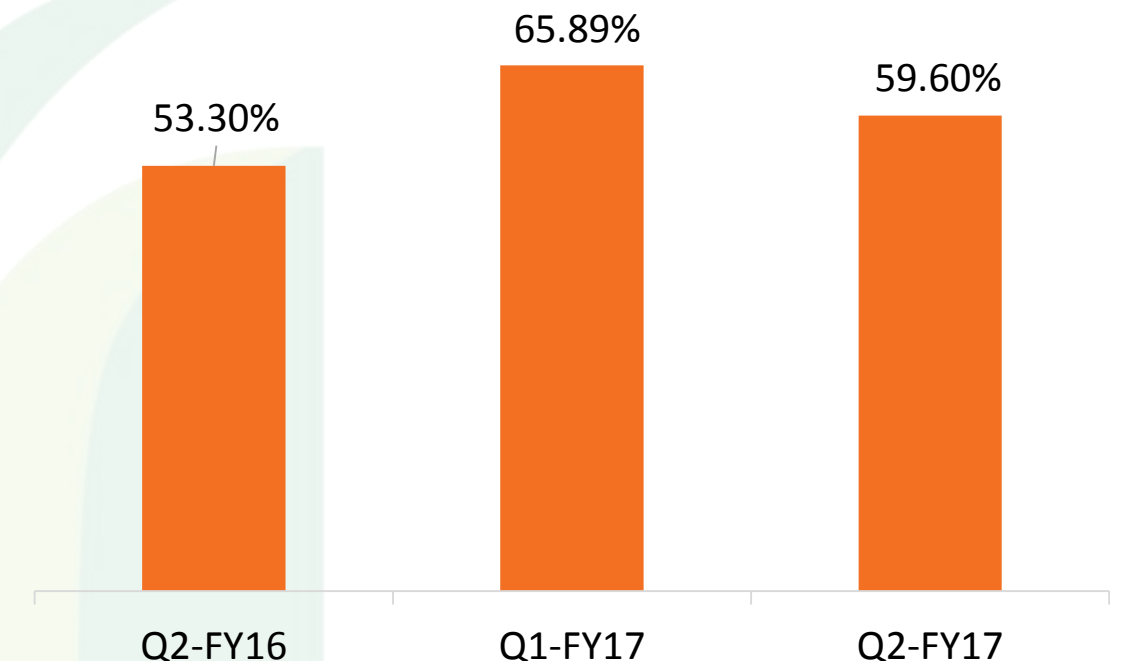
## Rejection Rate & Key Reasons

Key Rejection Reasons	Sept'16	Sept'15
2 MFI Loans	63%	78%
Overdue	7%	6%
Loan Exposure >60,000	10%	3%
2 MFI Loans + Overdue & Loan Exposure>60,000	1%	0%
2MFI & Overdue	2%	3%
2 MFI Loans & Loan Exposure >60,000	16%	10%
Overdue & Loan Exposure >60,000	0%	0%

## Bureau Rejection Rate (%) - Microfinance



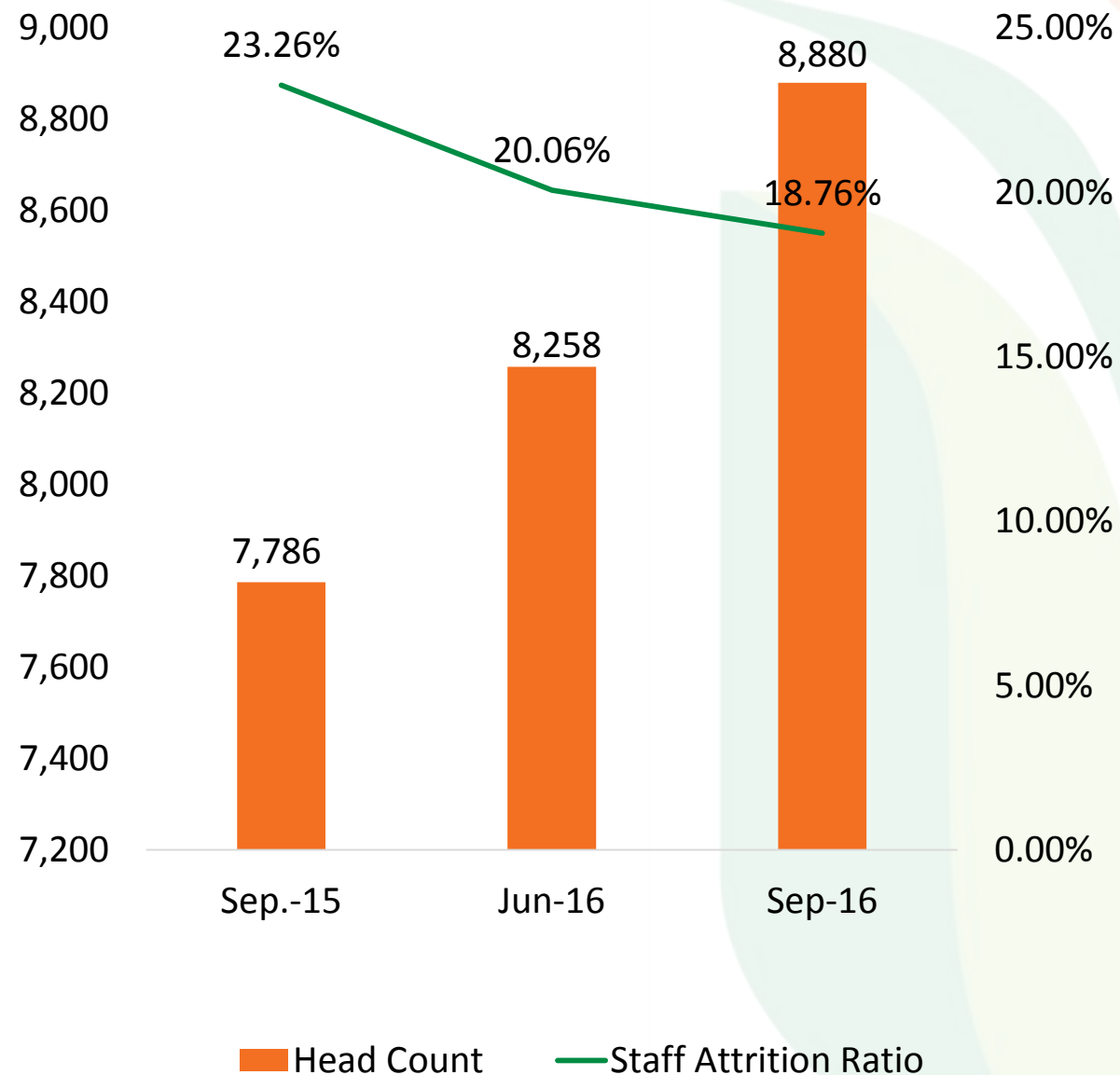
## Cashless Disbursement (%)



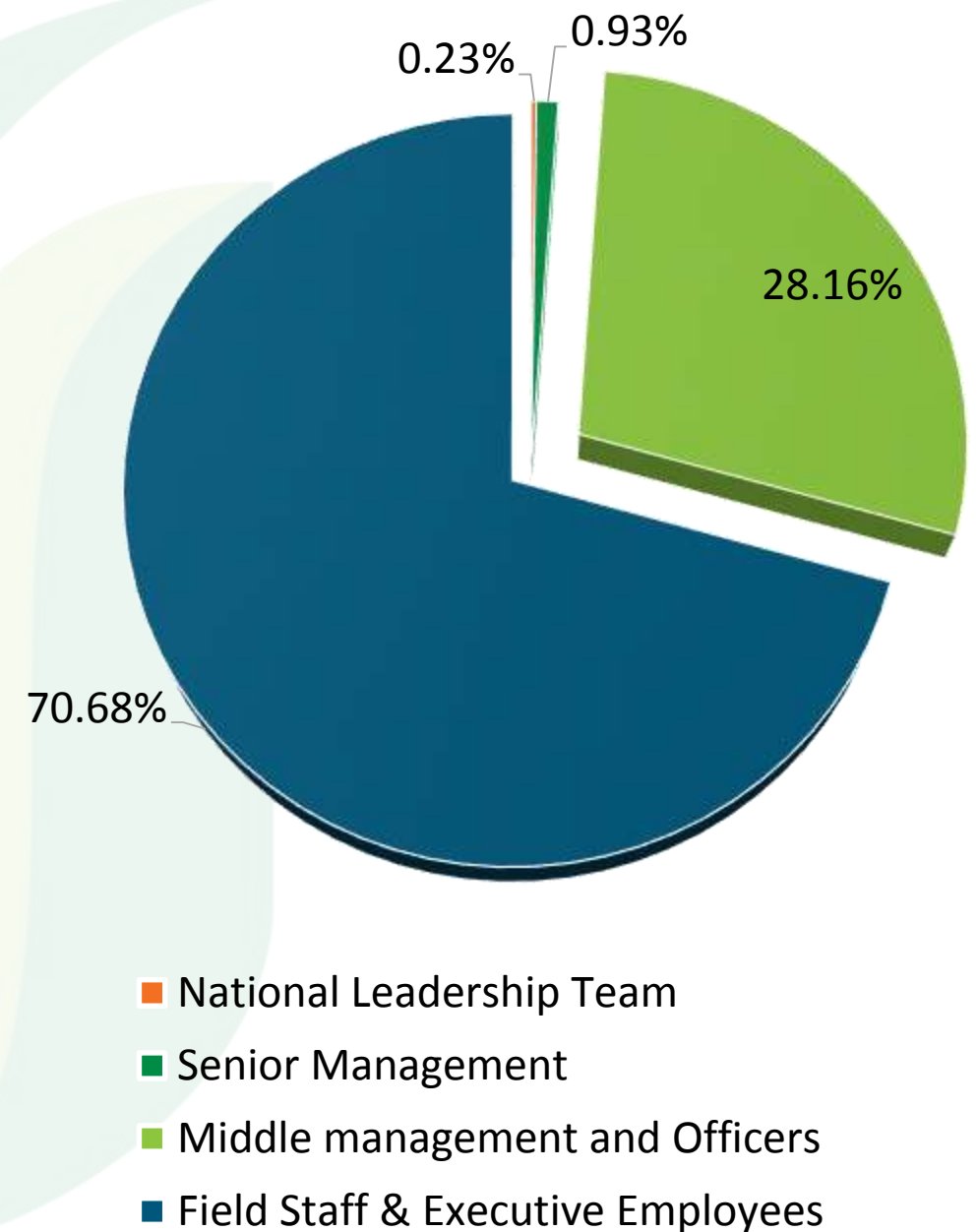
**81% Customers with Aadhar Card as on 30<sup>th</sup> September, 2016**

# Head Count Details

## Headcount & Staff Attrition Ratio (%)



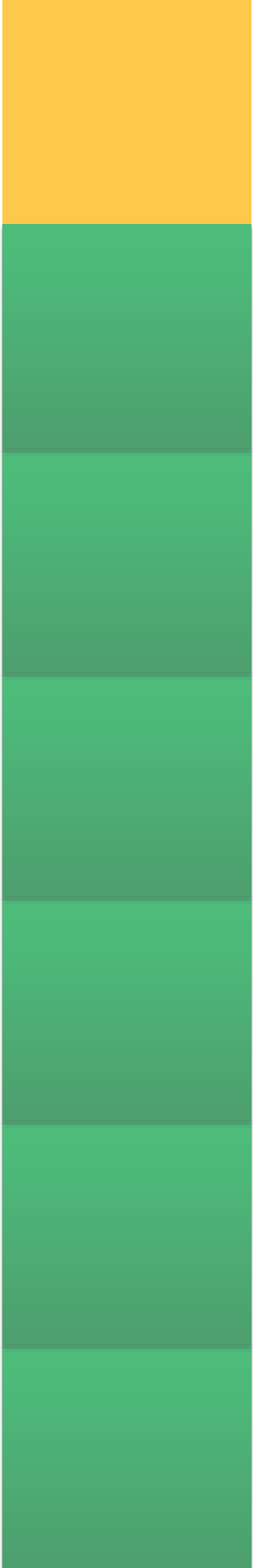
## Head Count Bifurcation – September'16



# Financial Overview

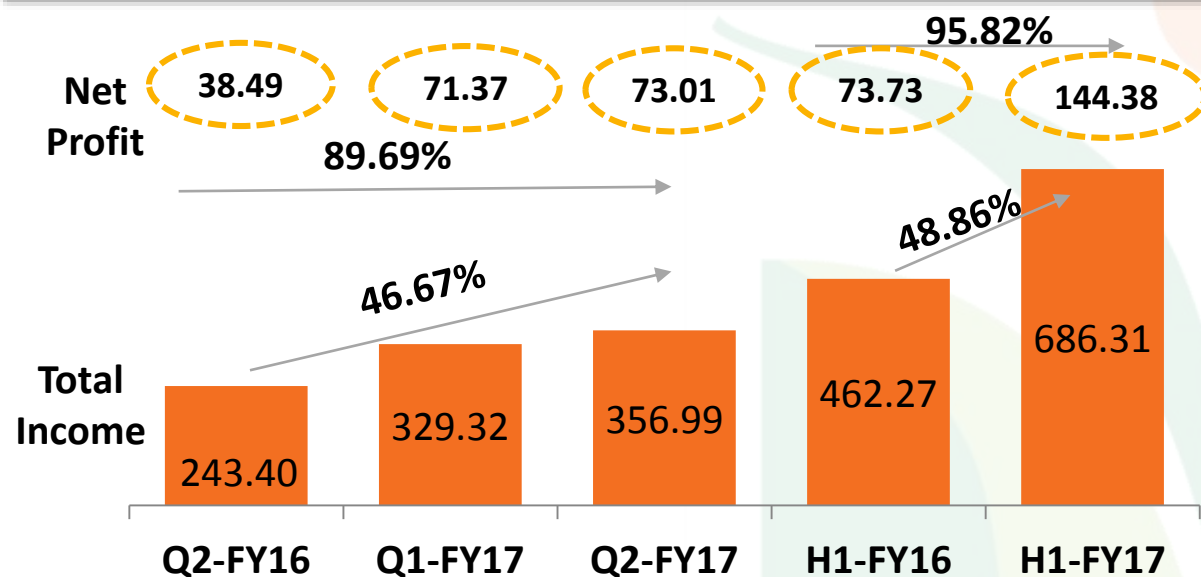


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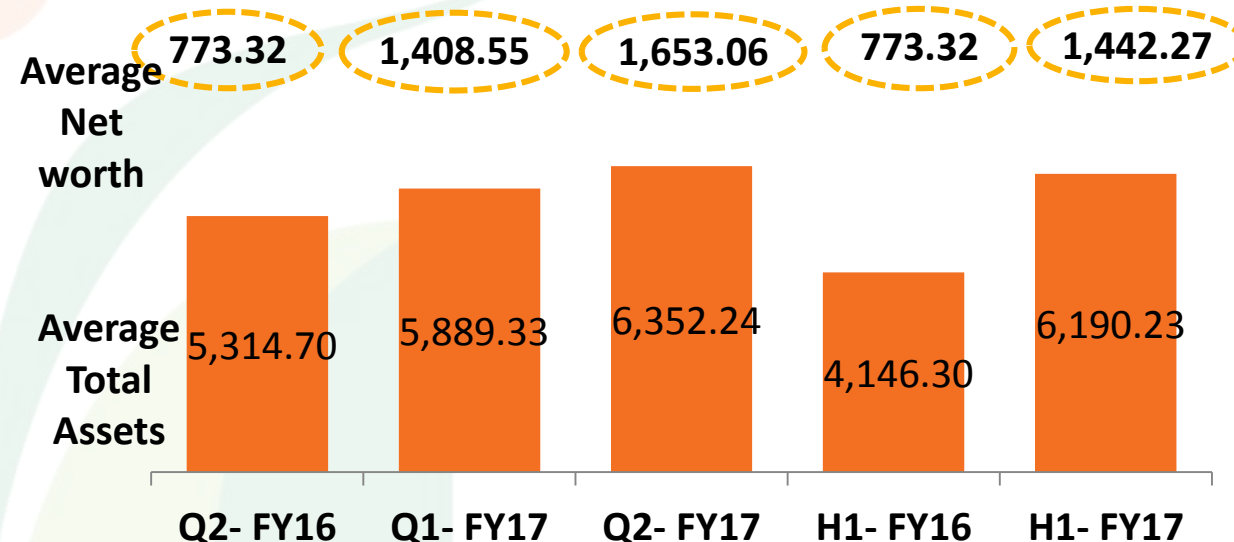


# Financial Overview

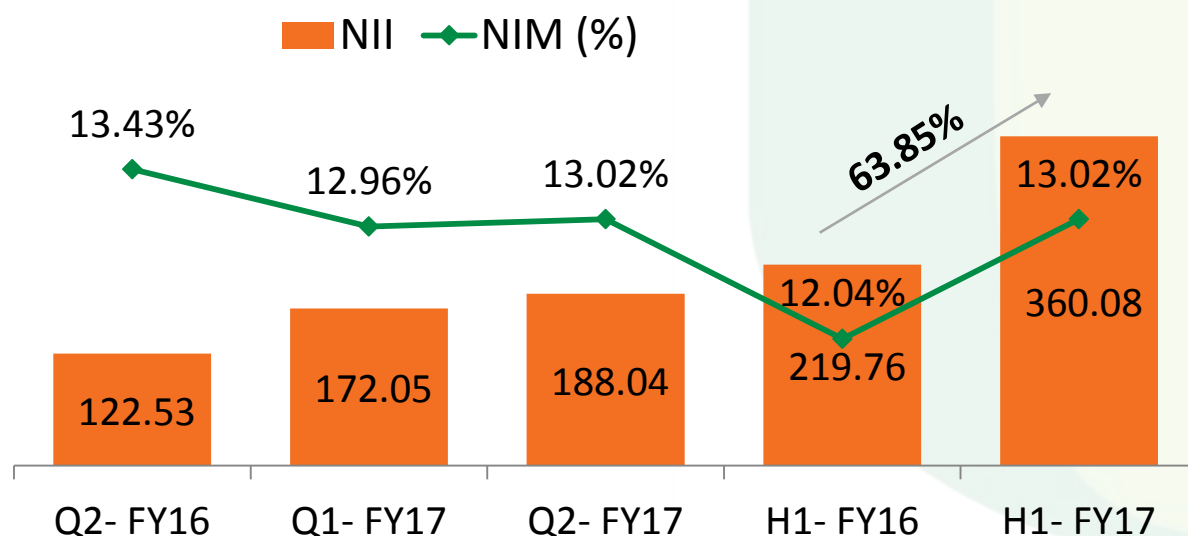
## Total Income & Net Profit (₹ in Crore)



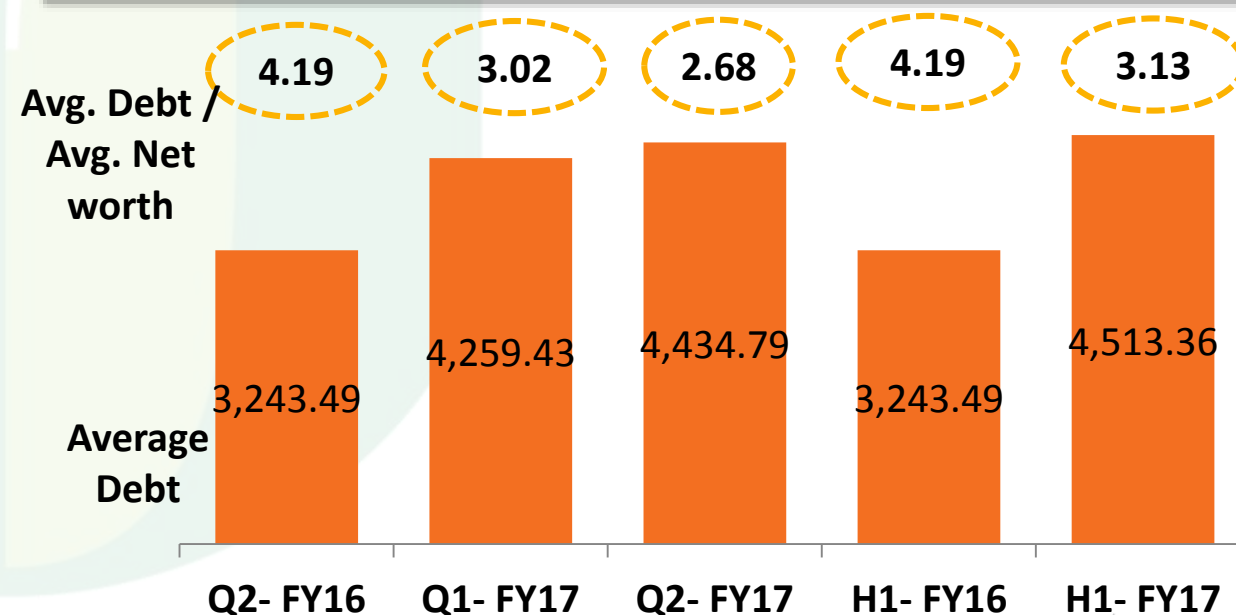
## Average Total Assets and Net worth (₹ in crore)



## NII & NIM

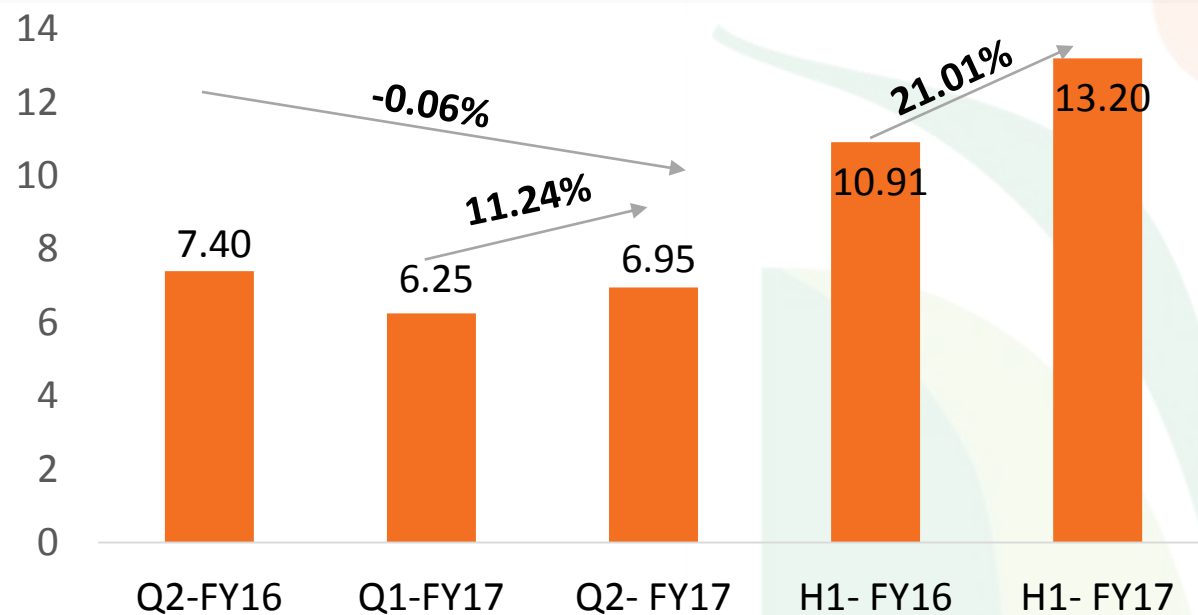


## Average Debt (₹ in crore)

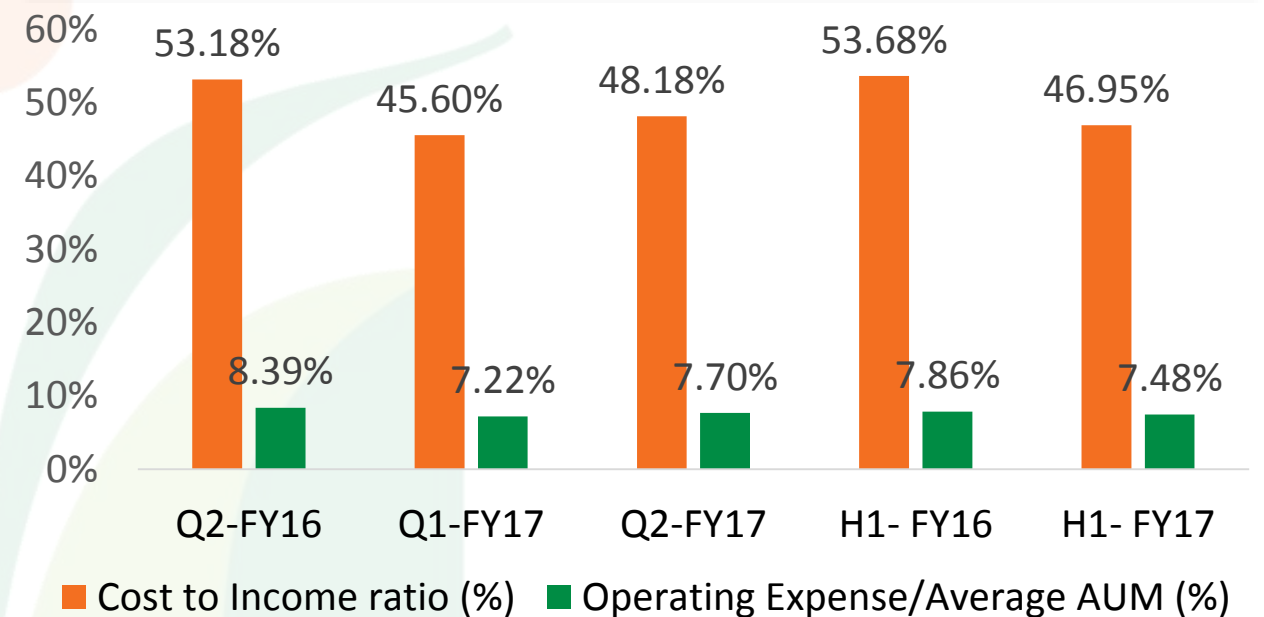


# Financial Overview (Contd.)

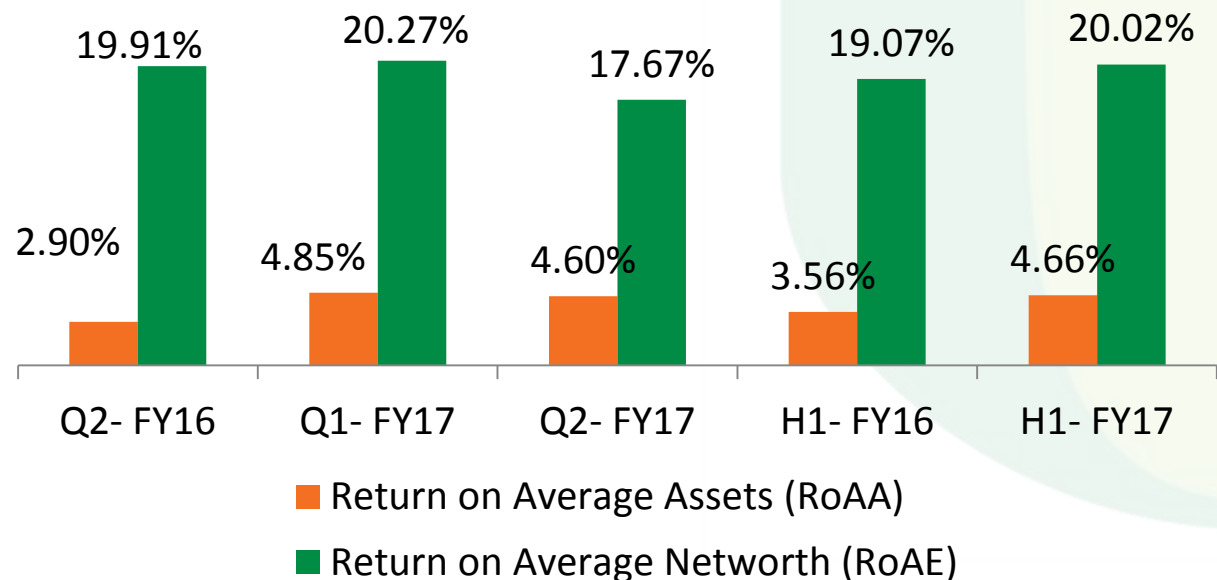
## Credit Cost (₹ in crore)



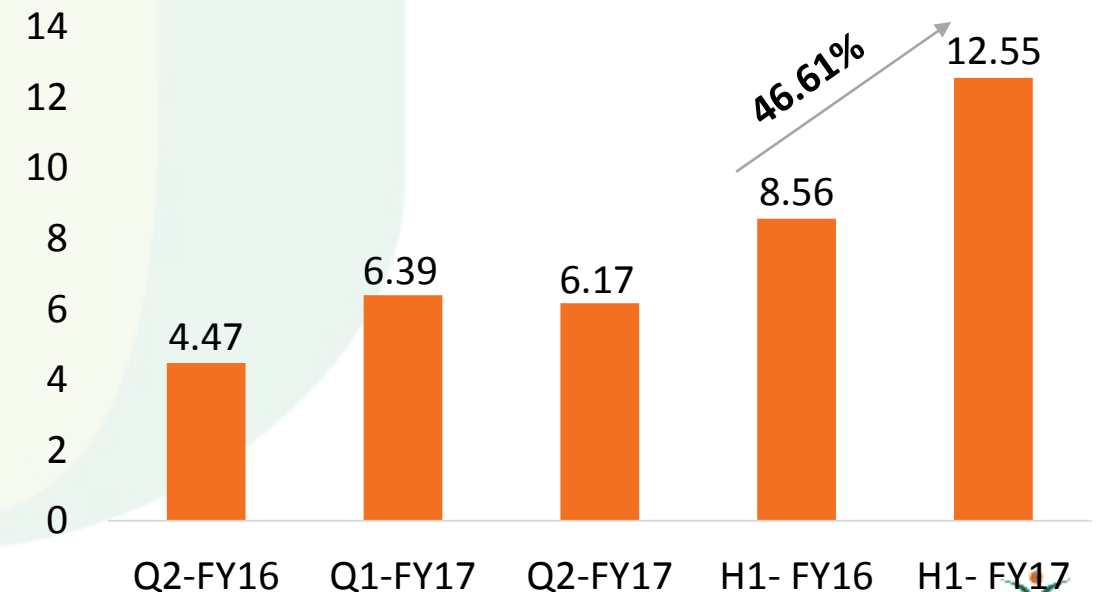
## Operating Efficiency



## RoAA & RoAE

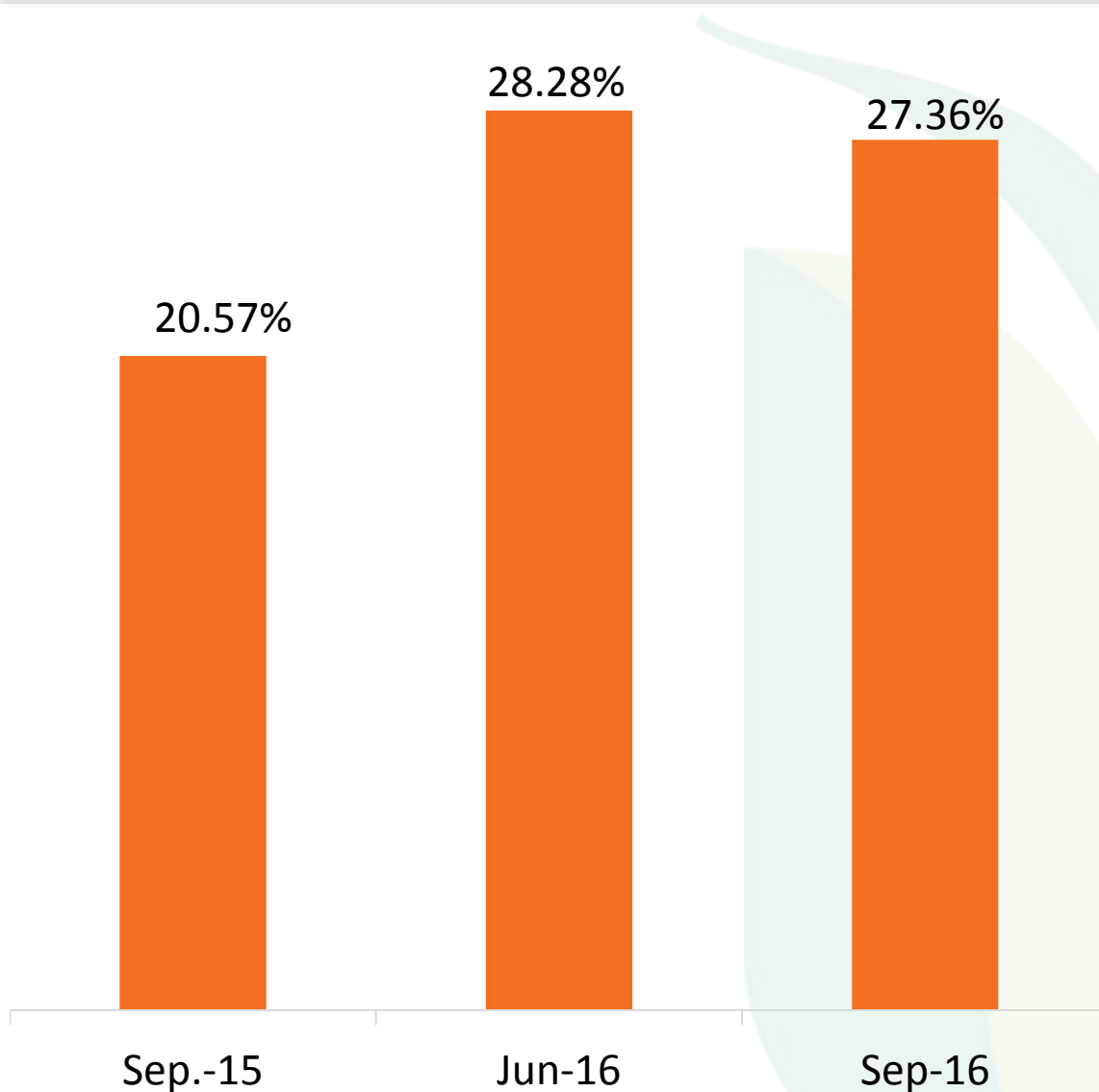


## Earning Per Share

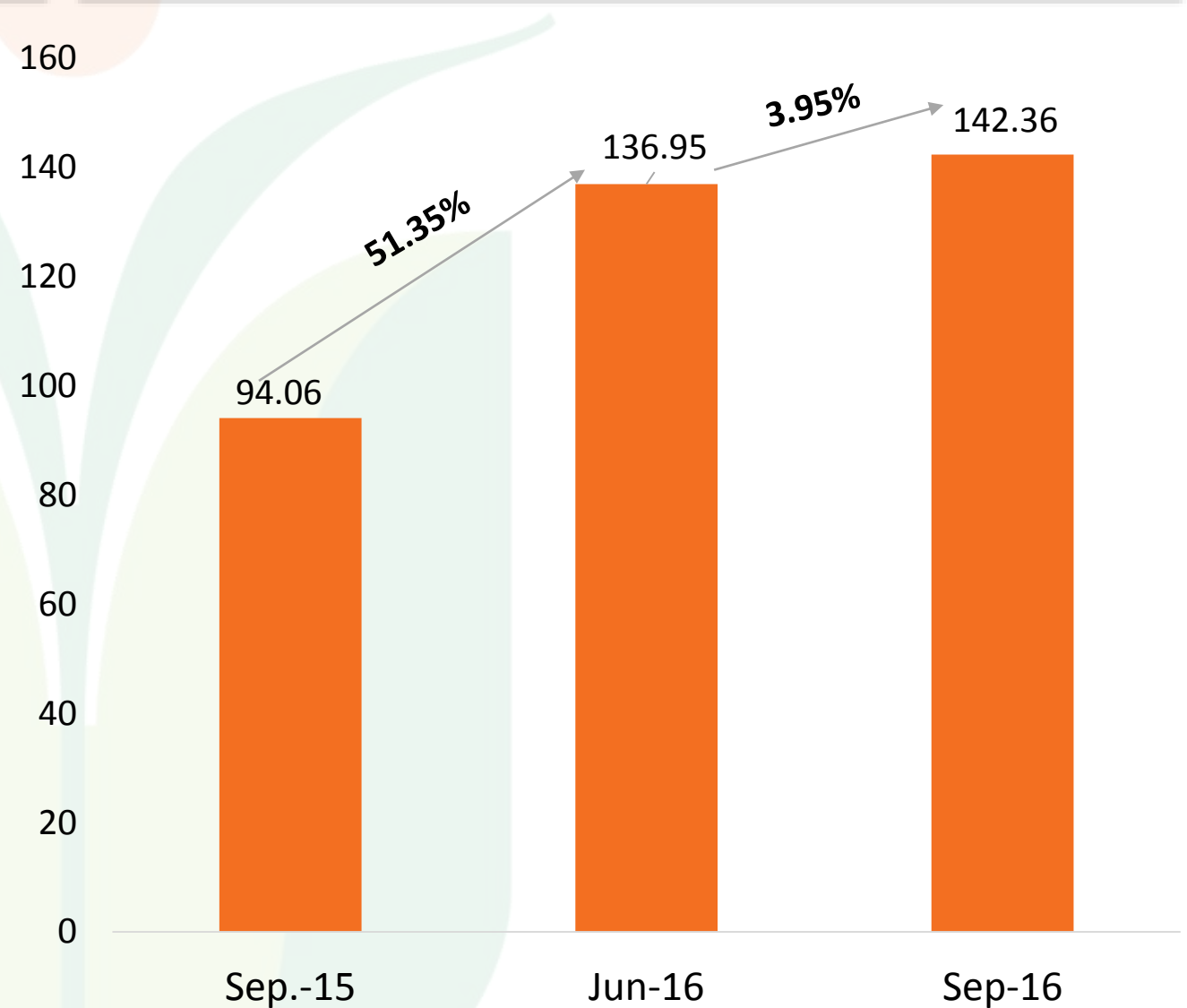


# Financial Overview (Contd.)

## Capital Adequacy Ratio (%)



## Book Value Per Share (in ₹)





# Financials – Profit & Loss Statement

₹ in Crore

Particulars	Q2-FY17	Q2-FY16	YoY Growth (%)	Q1-FY17	QoQ Growth (%)	H1-FY17	H1-FY16	YoY Growth (%)
Revenue from operations	350.98	240.28	46.07%	321.68	9.11%	672.66	448.12	50.11%
<b>Other income</b>	<b>6.01</b>	<b>3.12</b>	<b>92.74%</b>	<b>7.63</b>	<b>-21.19%</b>	<b>13.65</b>	<b>14.15</b>	<b>-3.53%</b>
<b>Total Income</b>	<b>356.99</b>	<b>243.4</b>	<b>46.67%</b>	<b>329.32</b>	<b>8.40%</b>	<b>686.31</b>	<b>462.27</b>	<b>48.46%</b>
Finance costs	127.43	100.02	27.40%	120.4	5.84%	247.83	196.24	26.29%
Employee expenses	64.48	48.86	31.97%	59.87	7.70%	124.36	93.36	33.20%
Other expenses	42.97	25.05	71.56%	32.47	32.35%	75.44	45.05	67.46%
Depreciation	2.52	2.1	20.22%	2.22	13.73%	4.74	3.84	23.49%
Provisions and write offs	6.95	7.4	-6.08%	6.25	11.21%	13.20	10.91	20.98%
<b>Total Expenses</b>	<b>244.36</b>	<b>183.43</b>	<b>33.22%</b>	<b>221.21</b>	<b>10.47%</b>	<b>465.57</b>	<b>349.4</b>	<b>33.25%</b>
<b>Profit before tax</b>	<b>112.63</b>	<b>59.97</b>	<b>87.81%</b>	<b>108.11</b>	<b>4.18%</b>	<b>220.74</b>	<b>112.88</b>	<b>95.55%</b>
Total tax expense	39.62	21.48	84.43%	36.74	7.83%	76.36	39.15	95.04%
<b>Profit after tax</b>	<b>73.01</b>	<b>38.49</b>	<b>89.69%</b>	<b>71.37</b>	<b>2.31%</b>	<b>144.38</b>	<b>73.73</b>	<b>95.82%</b>

# Financials – Balance Sheet

₹ in Crore

Particulars	As on Sept'16	As on June'16	QoQ Growth (%)	As on Sept'15	YoY Growth (%)
Share capital	118.49	118.24	0.21%	86.13	37.56%
Reserves and surplus	1,568.30	1,501.10	4.48%	724.05	116.60%
Borrowings	4,688.72	4,180.86	12.15%	3,365.20	39.33%
Provisions	114.10	107.61	6.03%	65.65	73.80%
Other Liabilities	163.54	143.54	13.93%	75.30	117.18%
<b>Total</b>	<b>6,653.15</b>	<b>6,051.34</b>	<b>9.95%</b>	<b>4,316.33</b>	<b>54.14%</b>
Cash and cash equivalent	377.49	292.72	28.96%	85.649	340.74%
Advances	6,000.20	5,557.48	7.97%	4,079.76	47.07%
Investments	0.10	0.1	1.00%	0.10	0.00%
Fixed & tangible assets	85.60	25.16	240.21%	22.87	274.24%
Other assets	189.76	175.89	7.89%	127.95	48.31%
<b>Total</b>	<b>6,653.15</b>	<b>6,051.34</b>	<b>9.95%</b>	<b>4,316.33</b>	<b>54.14%</b>

# Borrowing Profile & Credit Rating

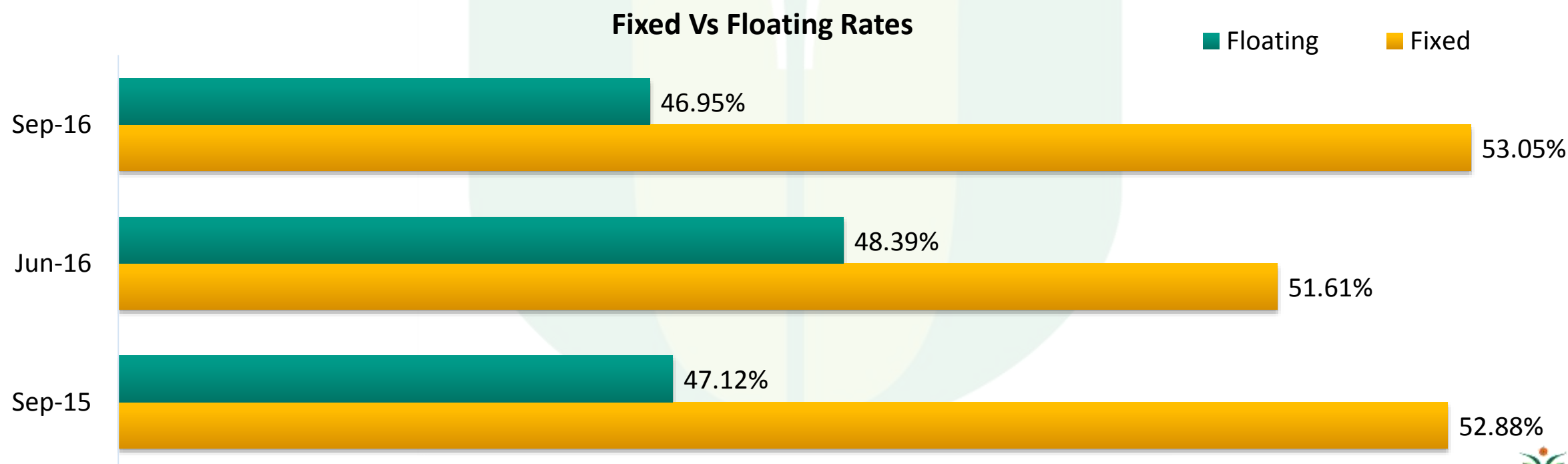


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# Borrowing Mix

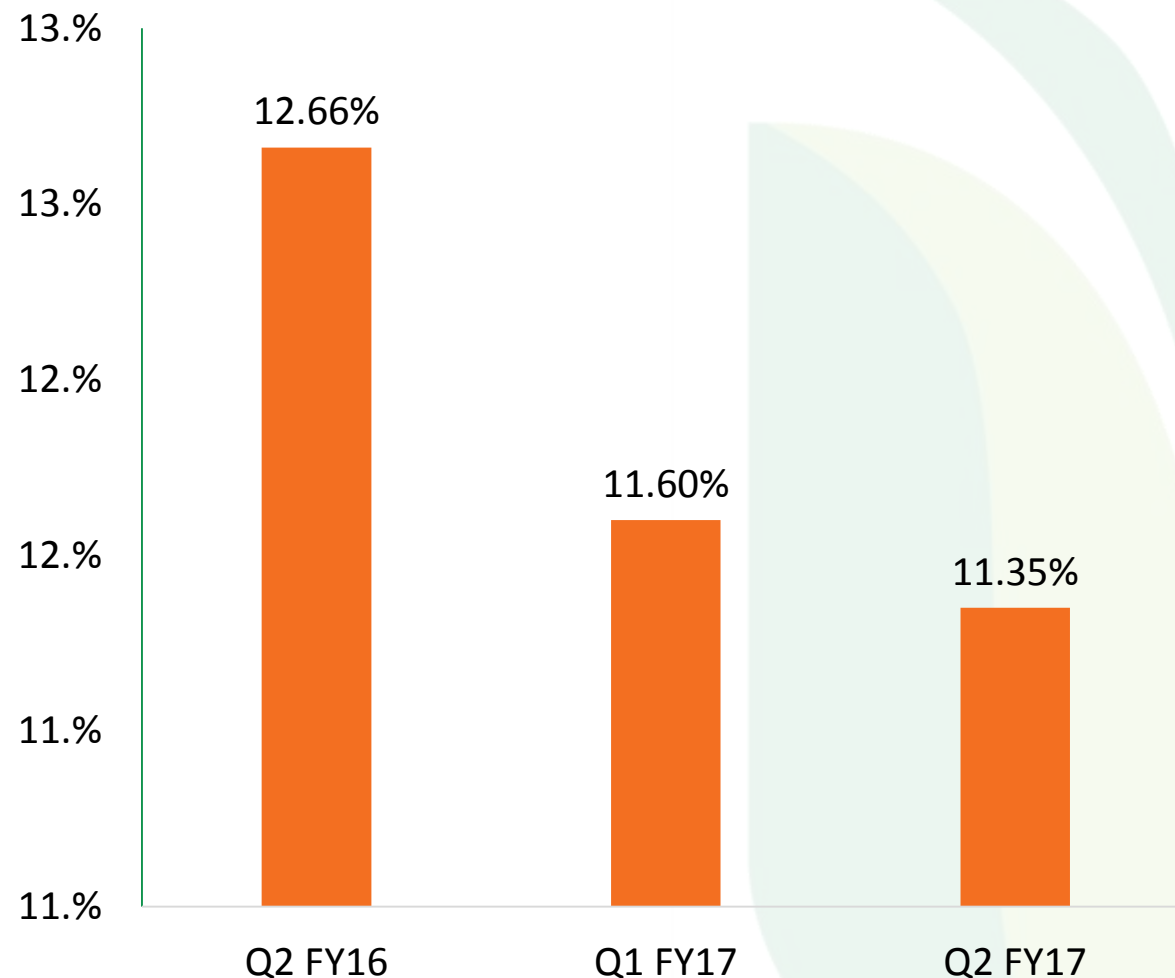
Borrowing Profile (Outstanding ₹ in crore )

Sr. No	Term Loans	As on Sept-16	% Mix	As on Sept-15	% Mix	As on Jun-16	% Mix
1	Term Loan	3,562.30	69%	2,768.95	78%	3,268.37	73%
2	Refinance Facility	342.67	7%	183.33	5%	235.00	5%
3	Securitization ( <i>Off Balance Sheet</i> )	485.74	9%	8.44	0%	293.40	7%
4	Non Convertible Debentures	508.75	10%	546.25	15%	527.50	12%
5	Sub Debt	50.00	1%	50.00	1%	50.00	1%
6	Commercial Paper	225.00	4%	-	0%	100.00	2%
	<b>Total Outstanding Amount</b>	<b>5,174.46</b>	<b>100%</b>	<b>3,556.97</b>	<b>100%</b>	<b>4,474.27</b>	<b>100%</b>



# Cost of Debt & Credit Ratings

## Weighted Average Cost of Debt



## Credit Ratings

Sr. No.	Particulars	Rating	Amount Rated
1	Bank Loan Rating	CARE A+	₹4500 Crore
2	NCD Ratings	CARE A+/ICRA A+	₹565.00 Crore
3	Short Term Commercial Paper Rating	CRISIL A1+	₹250.00 Crore
4	Short Term Commercial Paper Rating	ICRA A1+	₹100.00 Crore



Thank you!



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