

Q3FY26 Investor Presentation



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Key Highlights

Deposits

- Total Deposit at ₹42,223 Cr up 22.4% YoY and 7.7% QoQ
- CASA Deposit at ₹11,535 Cr up 33.2% YoY and 7% QoQ; CASA% at 27.3%
- Retail* Deposit at ₹29,395 Cr, formed 69.6% of Total Deposit
- Cost of Funds dropped to 7.1% from 7.6% in Q3FY25 and 7.3% in Q2FY26

Assets & Asset Quality

- Highest ever Disbursements at ₹8,293 Cr; Growth of 54.7% YoY and 4.5% QoQ
- Secured Book at ₹17,825 Cr; Contributes 48% in Loan Book v/s 39% share in Q3FY25
- Micro-banking X Bucket Collections Efficiency at 99.70% for Dec'25
- Slippage at ₹221 Cr, due to reduced stress in Micro-banking book

Financials

- NII grew 8.5% QoQ to ₹1000 Cr, highest achieved
- Cost to Income steady QoQ at 66%, without Gratuity under new Labour Code: <65%
- PPOP grew to ₹440 Cr, up 22.5% YoY and 11.3% QoQ
- PAT at ₹186 Cr, grew 70.8% YoY and 52.2% QoQ

Key Business Highlights Q3FY26



₹ 37,057[#] Cr

Up 22% YoY

Dec'24: ₹30,466 Cr



**Gross
Loan Book**

**Total
Deposits**



₹ 42,223 Cr

Up 22% YoY

Dec'24: ₹34,494 Cr

₹ 17,825 Cr

Up 49% YoY

Dec'24: ₹11,984 Cr



**Secured
Loan Book**

**Retail TD*+
CASA**



₹ 29,395* Cr

Up 16% YoY

Dec'24: ₹25,274 Cr

2.4% / 0.6%

Down 29 bps / Down 8 bps YoY

Dec'24: 2.7% / 0.6%



**GNPA /
NNPA**

**Coll. Eff.
(1EMI+OD)**



97.9%

Up 151 bps YoY







Dec'24: 96.4%

[#] Gross Loan Book (GLB) includes IBPC & Securitization ₹157 Cr/ ₹174 Cr/ ₹199 Cr for Dec'25 / Sep'25 / Dec'24

^{*} Note: Retail TD are TDs below ₹ 3 Cr;



Key Financial Highlights Q3FY26

	Q3FY26	Q3FY25	Q3 YoY Growth	Q2FY26	QoQ Growth	9MFY26	9MFY25	9M YoY Growth
 NII	₹1,000 Cr	₹887 Cr	12.8%	₹922 Cr	8.5%	₹2,778 Cr	₹2,772 Cr	0.2%
 NIM	8.2%	8.6%	(38) bps	7.9%	33 bps	7.9%	9.0%	(105) bps
 PPoP	₹440 Cr	₹359 Cr	22.5%	₹395 Cr	11.3%	₹1,196 Cr	₹1,329 Cr	(10.1)%
 PAT	₹186 Cr	₹109 Cr	70.8%	₹122 Cr	52.2%	₹411 Cr	₹643 Cr	(36.1)%
 ROA	1.5%	1.0%	45 bps	1.0%	45 bps	1.1%	2.0%	(90) bps
 ROE	11.5%	7.2%	423 bps	7.7%	378 bps	8.7%	14.6%	(591) bps

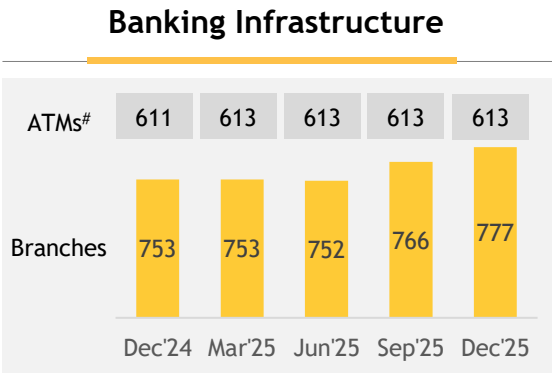
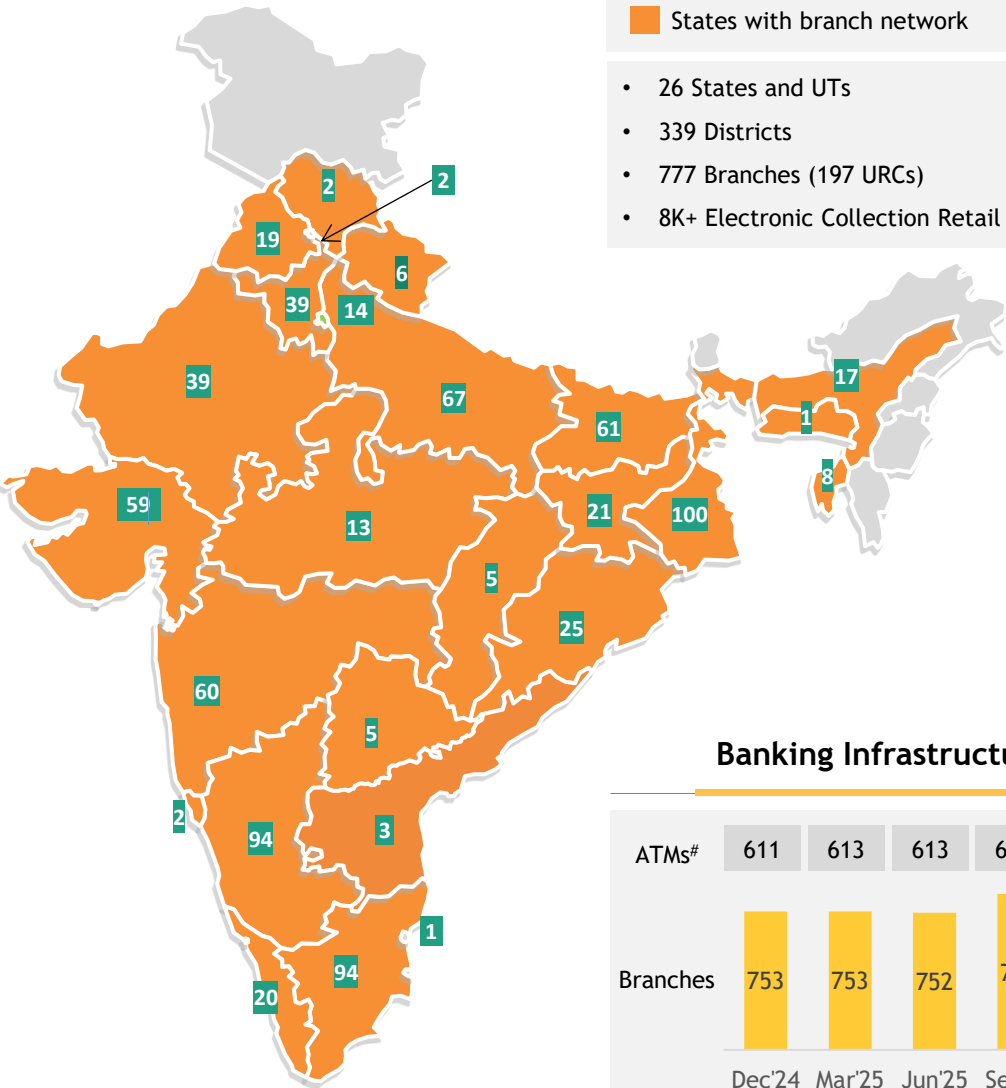
Note: Q3FY25 / 9MFY25 RoA & RoE have been recasted and are comparable. The reported RoA & RoE number adjusted for ₹30 Cr of accelerated provision for Q3FY25 & 9MFY25 were 1.2%/2.1% & 8.8% / 15.2%

Well Diversified Pan India Presence

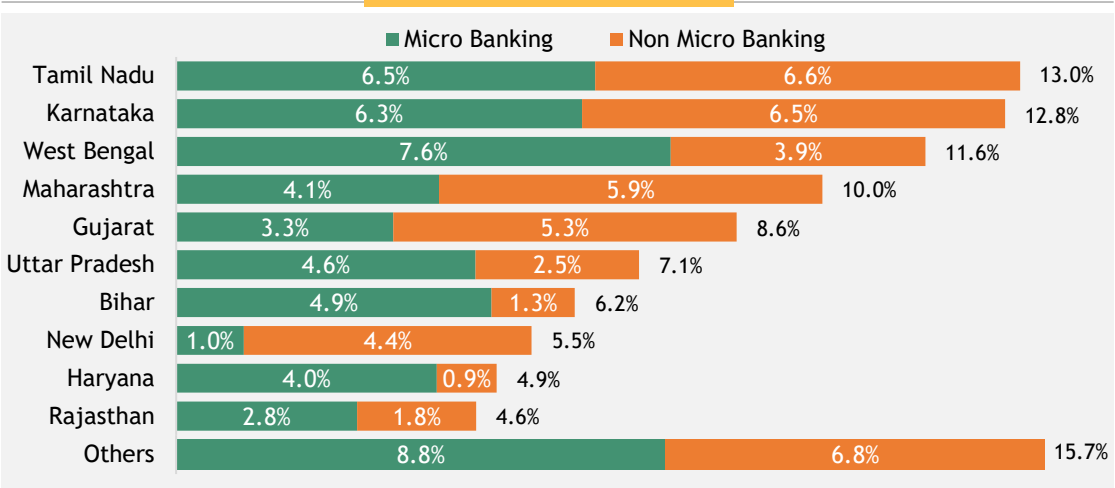


- Branches

States with branch network
- 26 States and UTs
 - 339 Districts
 - 777 Branches (197 URCs)
 - 8K+ Electronic Collection Retail Points (ECRP)

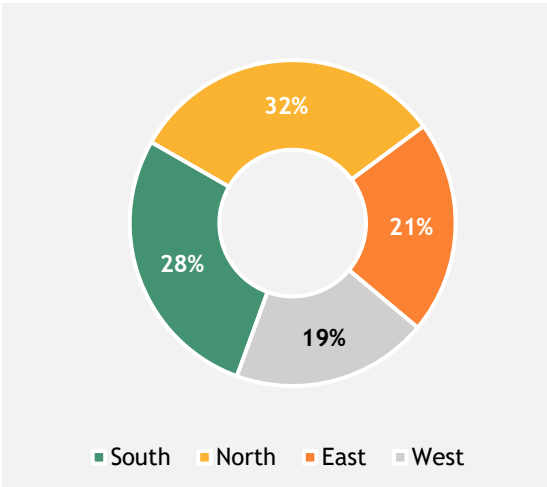


Dec'25 Gross Loan Book* (%) - Top 10 States

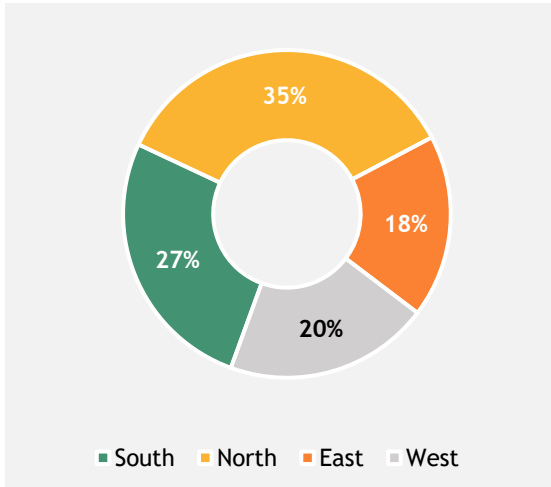


Note: Individual Loan, MSME and Others^ include both secured and unsecured products.

Total Business* Region-wise



Deposit Region-wise



#Including 62 ACRs
Note:- Map not to scale
*Total Business consists of Gross Loan Book & Deposits

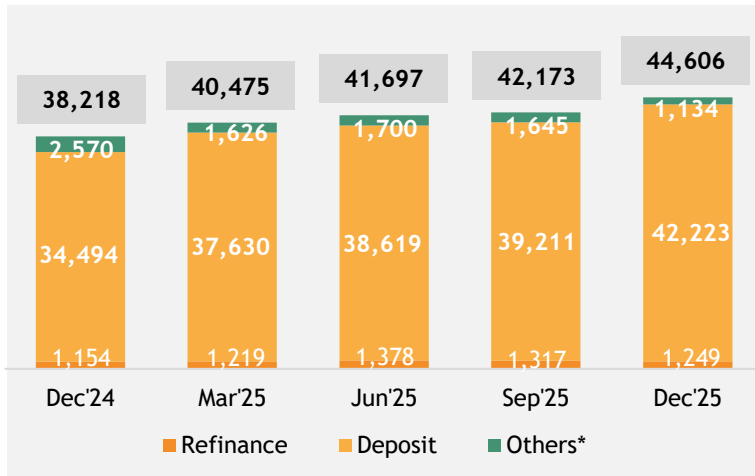


Liabilities: Driving Retail Deposit Base

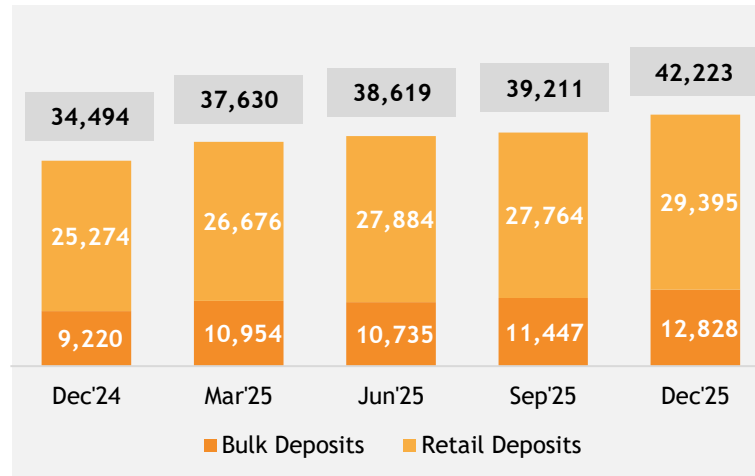
Deposit Snapshot



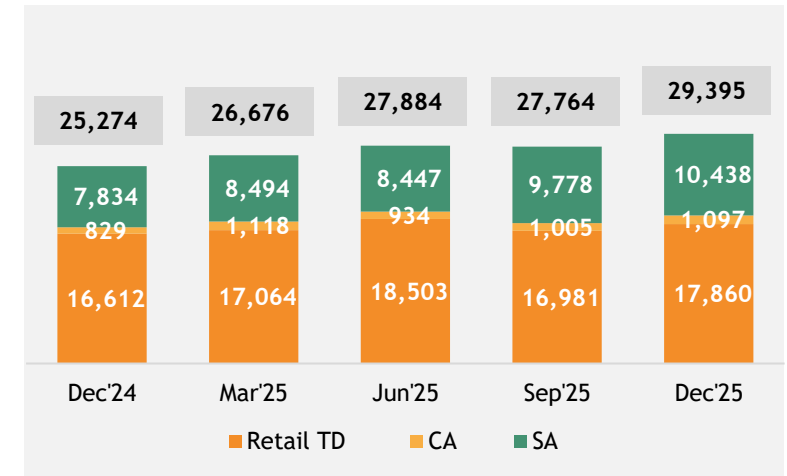
Total Liabilities Profile (₹ Crore)



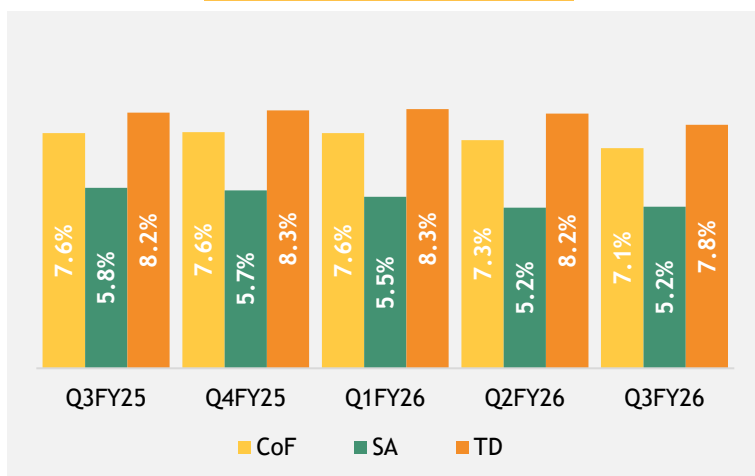
Bulk & Retail Deposit (₹ Crore)



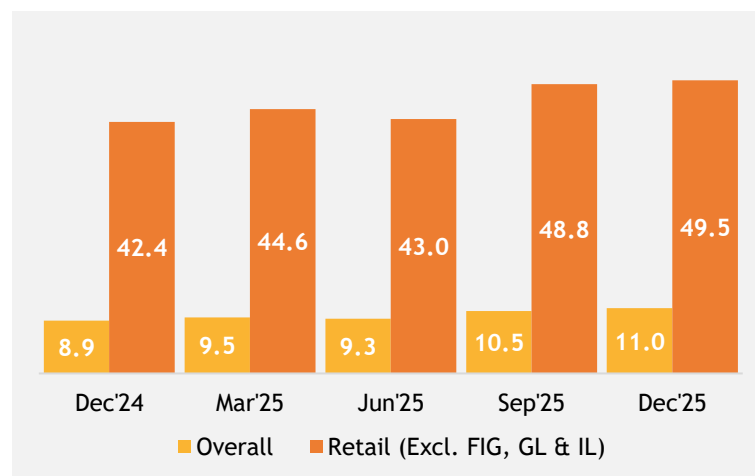
Retail Deposit Breakup (₹ Crore)



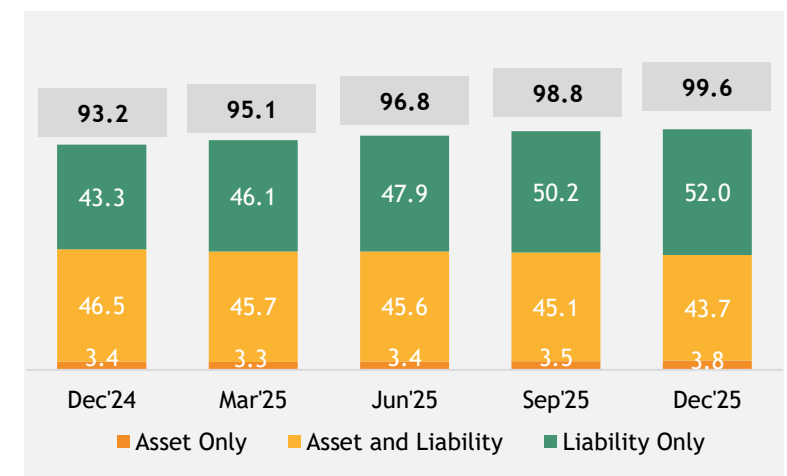
Cost of Funds# (%)



Average SA balance (₹ 000's)



Customer Base (Nos. Lakhs)



* Others includes Money markets, Term loans, Sub-debt

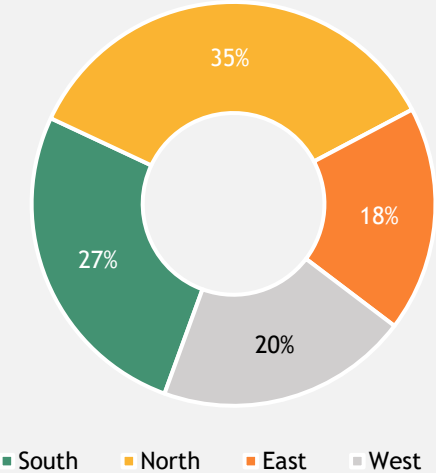
TD: Term Deposits, CASA: Current Account, Savings Account;

On Book + off Book

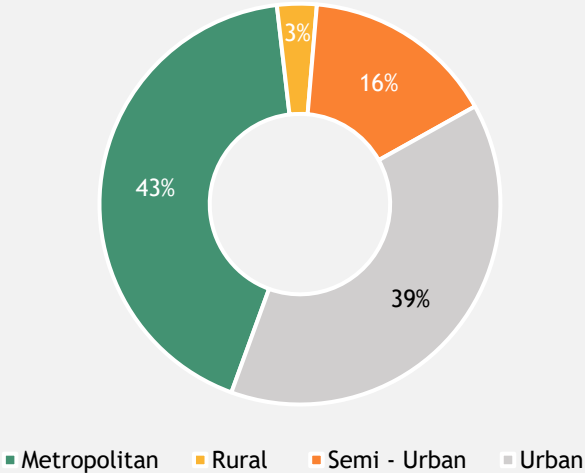
Well Diversified Deposit Mix



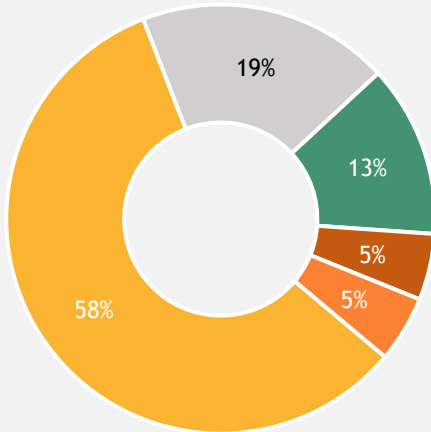
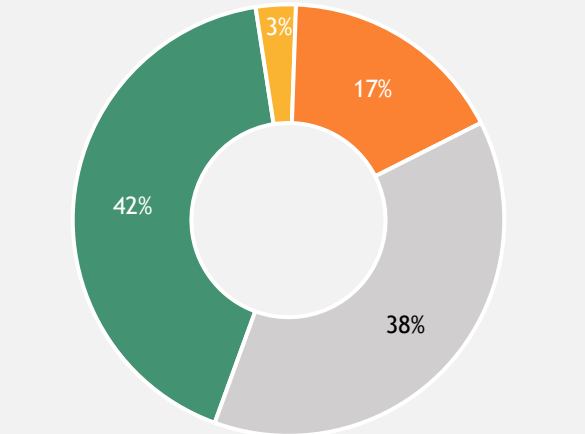
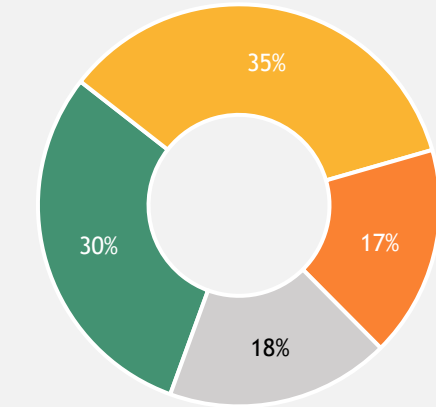
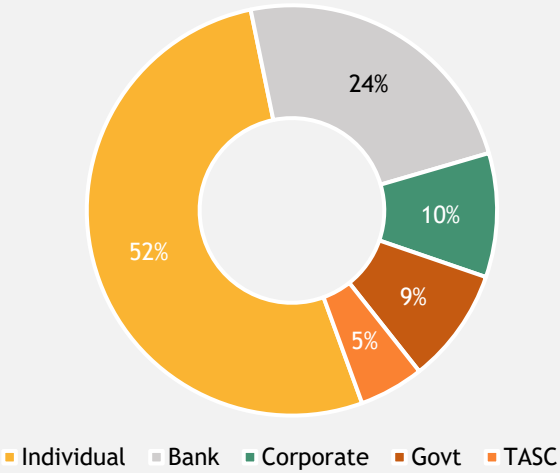
Region Wise Deposit Mix



Branch Classification Wise Deposit Mix



Segment Wise Deposit Mix





Gross Loan Book: Well-Diversified Growth



Gross Loan Book And Disbursement

Segment Wise Gross Loan Book

Particulars	Gross Loan Book (₹ Crore)	% Gross Loan Book (Q3FY26)	% Gross Loan Book (Q3FY25)	Growth YoY	Growth QoQ
Group Loans	13,685	37%	45%	0.2%	4%
Individual Loans	5,687	15%	16%	15%	4%
Housing	8,231	22%	19%	40%	8%
Micro Mortgage	1,329	4%	2%	153%	22%
MSME	2,865	8%	6%	69%	12%
FIG Lending	2,661	7%	7%	18%	7%
Vehicle Loan	823	2%	1%	120%	25%
Gold Loan	557	2%	0.4%	385%	35%
Agri Banking	607	2%	1%	212%	19%
^Others	611	2%	3%	(26)%	(5)%
Total	37,057	100%	100%	22%	7%
Secured	17,825	48%	39%	49%	10%

Note: Individual Loan, MSME and Others^ include both secured and unsecured products.

^Others includes: Staff loan, OD-FD & others

Gross Loan Book (GLB) includes IBPC & Securitization ₹157 Cr/ ₹174 Cr/ ₹199 Cr for Dec'25 / Sep'25 / Dec'24

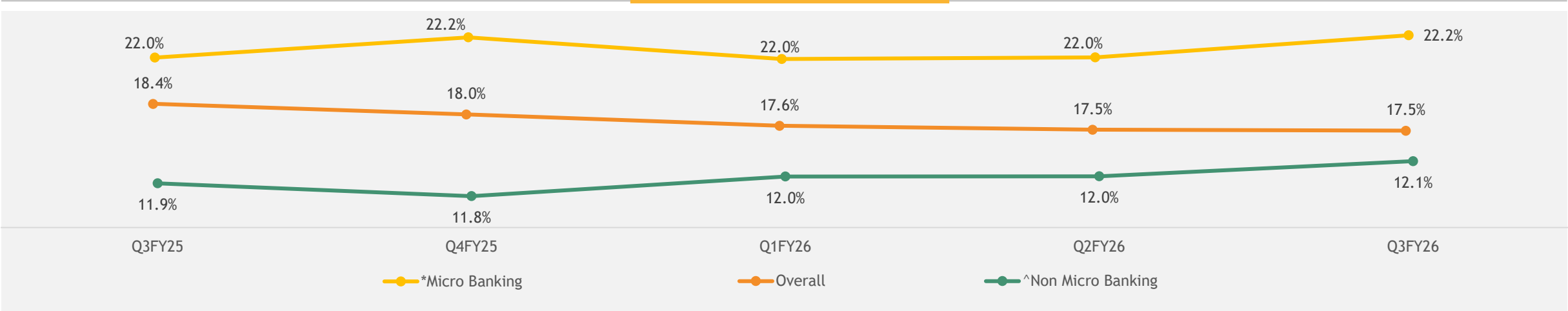
Segment Wise Disbursement

Particulars	Disbursement (₹ Crore)	% Disbursement (Q3FY26)	% Disbursement (Q3FY25)	Growth YoY	Growth QoQ
Group Loans	3,464	42%	38%	71%	11%
Individual Loans	1,224	15%	16%	43%	8%
Housing	860	10%	12%	30%	3%
Micro Mortgage	284	3%	3%	89%	19%
MSME	457	6%	6%	37%	(10)%
FIG Lending	895	11%	11%	50%	(34)%
Vehicle Loan	274	3%	3%	70%	66%
Gold Loan	308	4%	1%	350%	44%
Agri Banking	125	2%	1%	60%	(7)%
^Others	403	5%	8%	(6)%	78%
Total	8,293	100%	100%	55%	5%
Secured	3,634	44%	45%	52%	(2)%

Book Yield And Average Ticket Size



Loan Book Yield (%)



*Micro Banking: consists of GL & IL / ^Non Micro Banking: consists of MM, AHL, MSME, Vehicle Loan, Gold Loan, Agri Loan, FIG and Others

Note: Yield depicted is calculated on daily average balances for the quarter

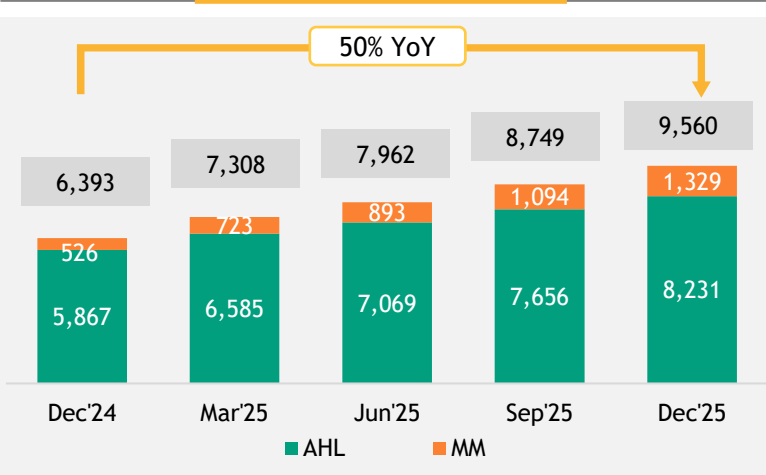
Disbursement: Average Ticket Size (₹ Lakhs)

Product	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Group Loan (GL)	0.60	0.60	0.62	0.63	0.67
Individual Loan (IL)	1.29	1.33	1.32	1.34	1.36
Micro Mortgages (MM)	5.81	6.03	5.98	6.20	6.41
Affordable Housing (AHL)	14.65	16.20	15.74	15.80	16.82
MSME (Excl. SCF)	60.82	69.62	70.73	61.09	64.87
Vehicle Loan	0.86	0.88	0.89	0.90	0.85
Gold Loan	1.13	1.48	1.67	1.71	2.04
Agri Banking	12.97	12.67	8.08	8.45	9.51

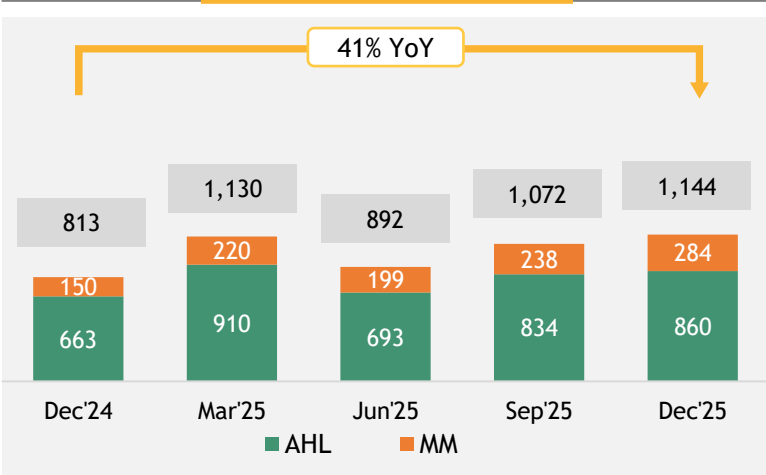
Drivers Of Secured Book Growth - Housing



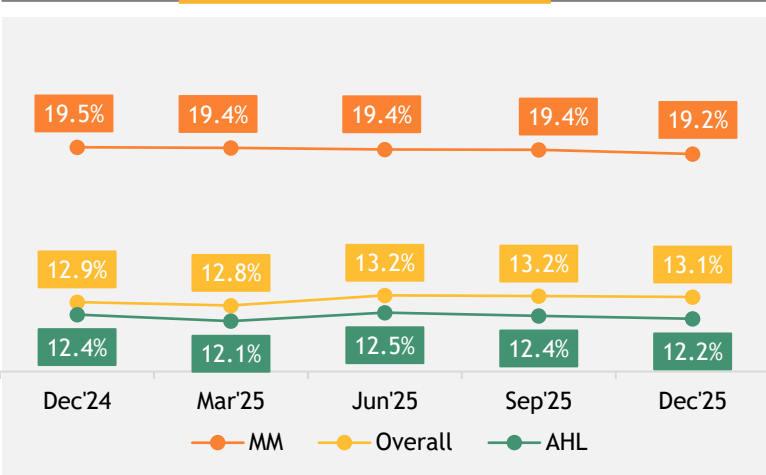
Gross Loan Book Growth (₹ Crore)



Disbursement (₹ Crore)



Loan Book Yield (%)



*Change in prior period as applicable

Business Highlights

- PAN India Presence: 598 Branches | 23 States | 20 Retail Asset Centres
- Customer Segmentation: Self Employed (52%) & Salaried (48%)
- Self Occupied Residential Property (SORP) : 92%
- Average LTV maintained at 48% | AHL 49% | MM 44%
- Average FOIR for all loans are maintained below 50% for the vertical
- As on Dec'25; On Time Repayment Rate: 88.14% | Monthly Repayment Rate: 97.70%

Enablers of Growth

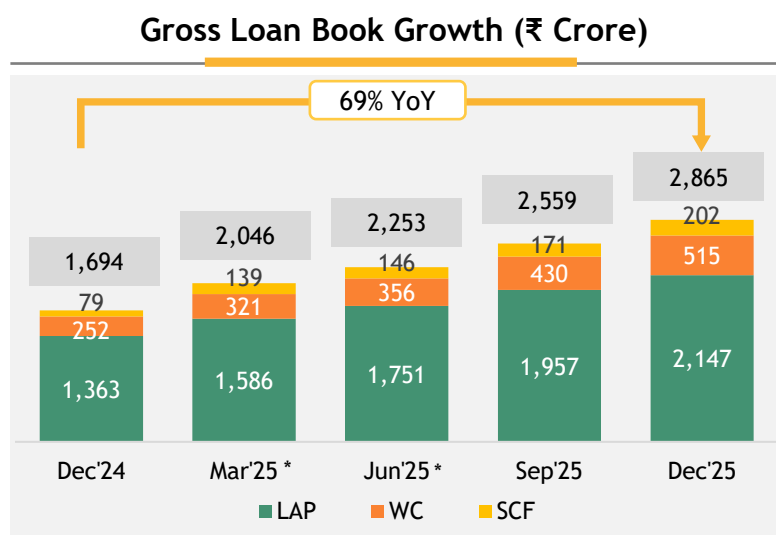
- Tailor made State Level Collateral Policy**
To cater Tier II and Tier III Market Requirements
- Centralized Credit Processing Unit**
Centralized Credit Processing unit for Salaried Customers
- Extensive usage of Data & Analytics**
To enhance productivity, improve cross sell & identify early warning

Asset Quality (%)

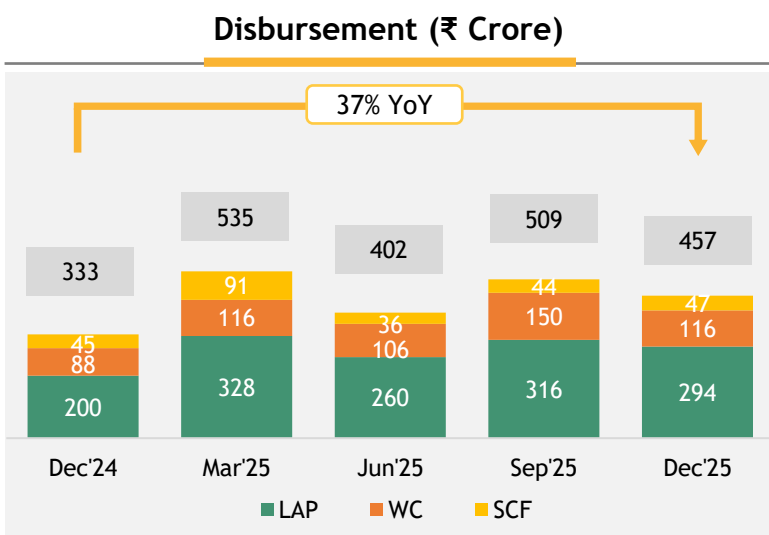
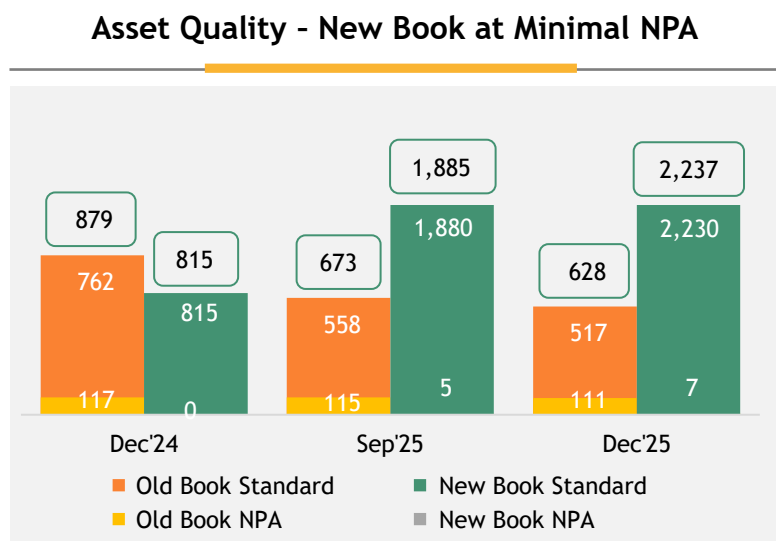
PAR 0			
	Overall	AHL	MM
Dec'24	3.9%	4.2%	0.6%
Mar'25	3.5%	3.8%	0.7%
Jun'25	3.7%	4.0%	1.0%
Sep'25	3.6%	3.9%	1.1%
Dec'25	3.3%	3.7%	1.2%

GNPA			
	Overall	AHL	MM
Dec'24	1.1%	1.2%	0.1%
Mar'25	1.1%	1.2%	0.2%
Jun'25	1.2%	1.3%	0.3%
Sep'25	1.1%	1.2%	0.4%
Dec'25	1.1%	1.2%	0.4%

Drivers Of Secured Book Growth - MSME

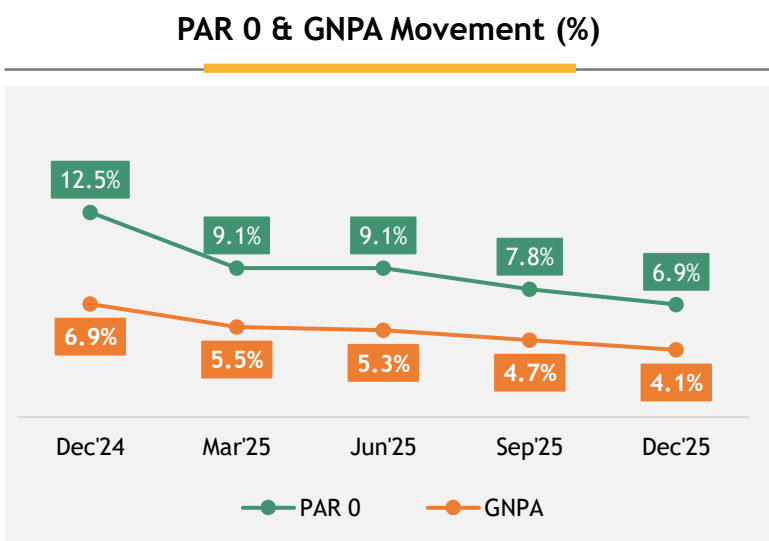


*Change due to product reclassification



Business Highlights

- Loan Against Property (LAP):** Vintage Business with mix of Semi-Formal and Formal MSMEs
Products: Long Term LAP, LRD, DLOD
- Working Capital (WC):** New Line Of Business for Formal MSMEs
Facilities: Short Term Fund Based - OD/ CC, WCDL, Non-Fund - BG, CGTMSE
- Supply Chain Finance (SCF):** New Line Of Business for Formal MSMEs
Facilities: Ultra-Short Term anchor-led Dealer and Vendor Financing
Focus Area: To build 360 banking relationship with MSME customers
- Book Yield:** 10.7% (Blended yield for MSME including Loan Against Property (LAP), Working Capital (WC) and Supply Chain Finance (SCF))



Enablers of Growth and Stability

- Digital Underwriting**
Dedicated LOS for LAP and WC businesses | Automated CAM with GST, Banking, ITR fetch
- Analytics & Digital Interventions**
Enhanced productivity | Increased Cross Selling & Up selling opportunities
- EWS and Monitoring**
Automated Early Warning System | Enable proactive risk identification and timely correction



Drivers Of Secured Book Growth - New Products

Vehicle Finance



Business Performance

- Disbursement Run Rate Achieved: ₹91 Crore
- Book Yield: 19.8%
- Asset Quality: NPA 1.8%
- LTV: 80%



Target Segment

- Tier II and Tier III Markets
- Both Salaried & Self-Employed



Product

- 2W - Commuter & Mid Premium vehicles



Geographical Presence

- 275 Branches across 11 States with major Business coming from East at 50%
- Business tie up with 850+ dealerships



Sourcing

- Through tie ups with Dealer Network
- Focus on top OEMs
- NTB at 94%



Enablers

- Scorecard based quick decisioning
- Integrated LOS with rule engine
- Curated dealer Loyalty Program
- Trade advance for dealership

Gold Loan



Business Performance

- Disbursement Run Rate Achieved: ₹103 Crore
- Book Yield: 14.4%
- Asset Quality: NPA 0.2%
- LTV: 56%



Target Segment

- Unorganized segment with agri and allied activities & small businesses



Products

- Bullet Repayment
- Monthly Interest Scheme
- EMI Repayment



Geographical Presence

- 349 Branches with 36% of branch network from South, followed by North and East at 26% each



Sourcing

- Internal Sourcing: 95%
- DSA: 5%
- ETB: 73% | NTB: 27%



Enablers

- Mobility Solution enabling digital customer onboarding
- Centralized policy and LOS framework for uniform processing and valuation
- Strong Quality Governance through surprise verification and packet audits

Agri Banking



Business Performance

- Disbursement Run Rate Achieved: ₹42 Crore
- Book Yield: 13.1%
- Asset Quality: NPA 0.7%
- LTV: 65%



Target Segment

- Farmers with agriculture and non agriculture income
- Non Individual Agri Business Loan- Agri SME



Products

- Overdrafts for Crop Cultivation
- Term loan for Farm Investments / Development
- OD & TL for Agri Infrastructure
- Entire portfolio is secured
 - Agri Collateral (~68%)
 - Non-Agri Collateral (~32%)



Geographical Presence

- 302 Branches across 10 States



Sourcing

- Internal sourcing: 99%
- DSA: 1%



Enablers

- Assisted digital Onboarding
- Deep Rural Presence
- State-wise collateral policy
- Customised products for each segment

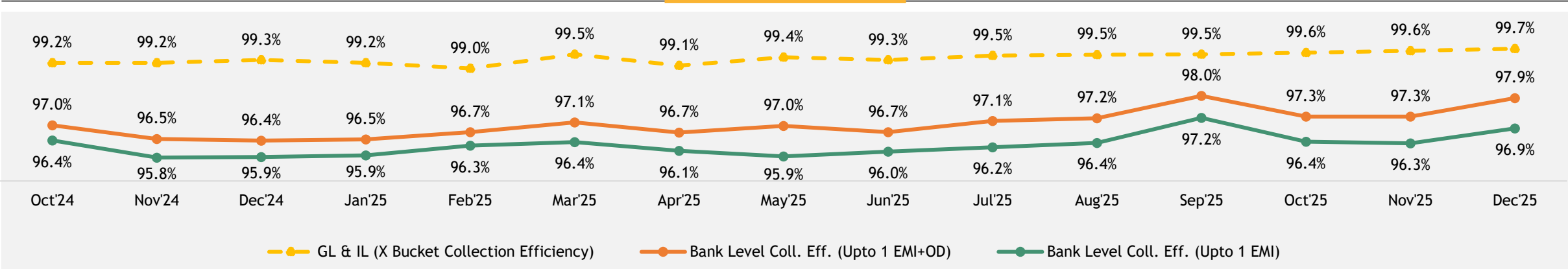


Asset Quality

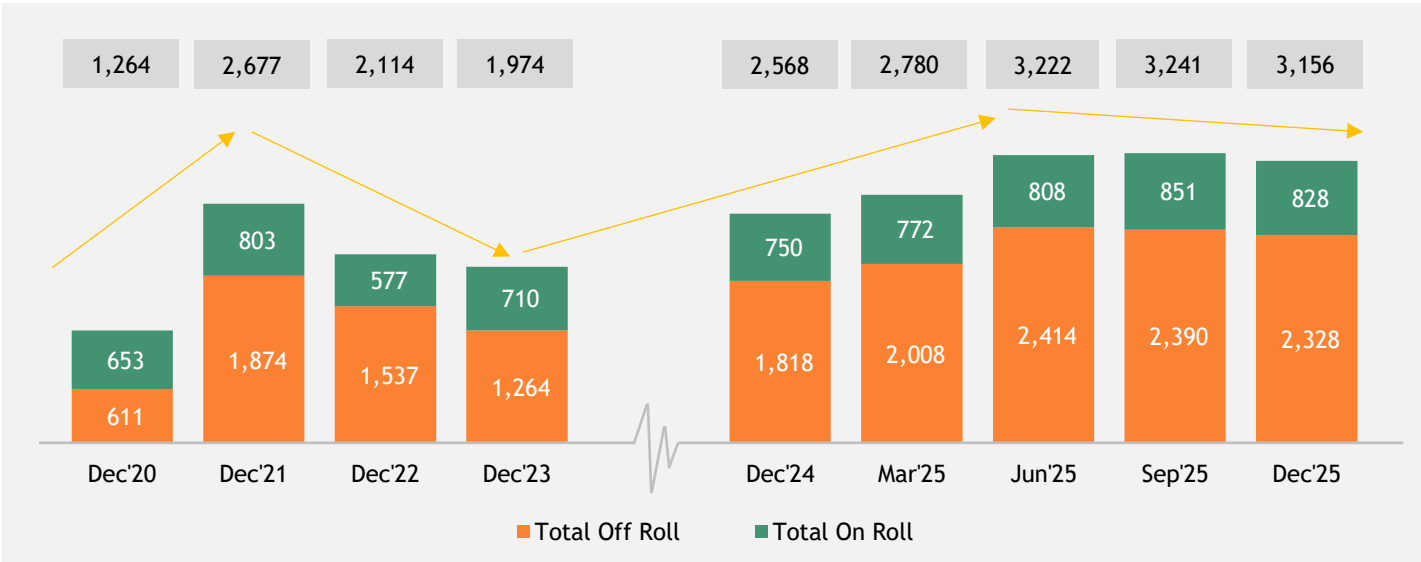
Healthy Collections



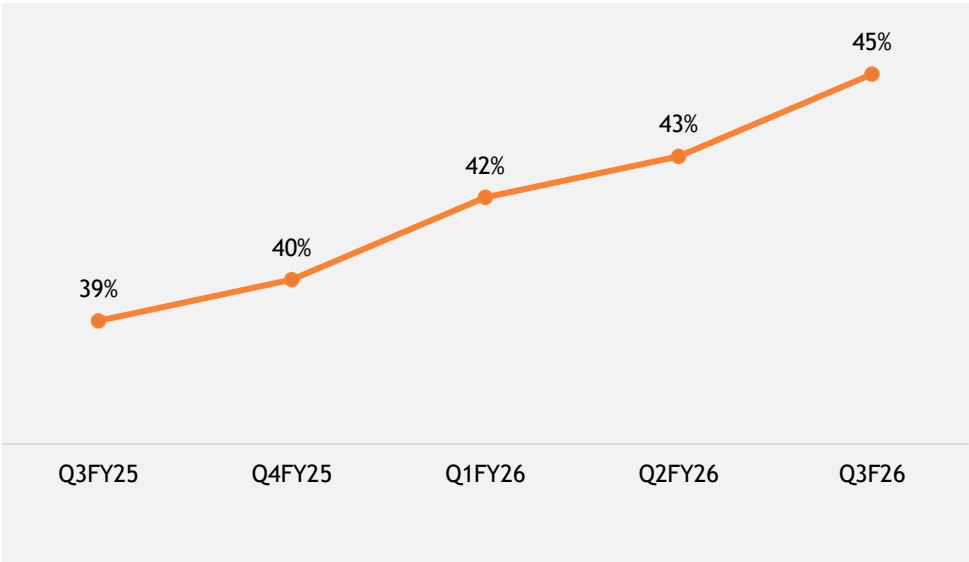
Collection Efficiency %



Well Calibrated Collections Team (Nos)

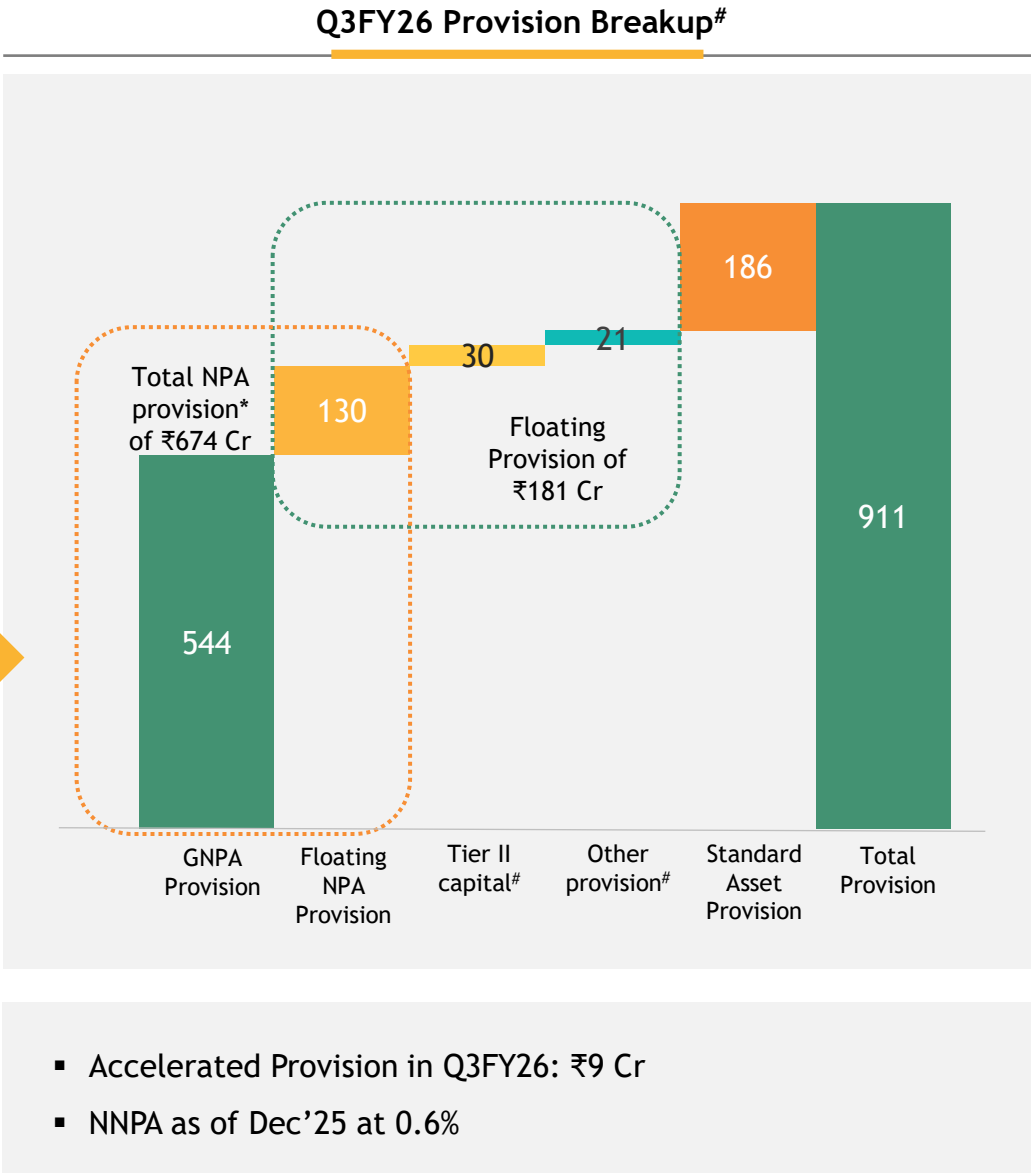
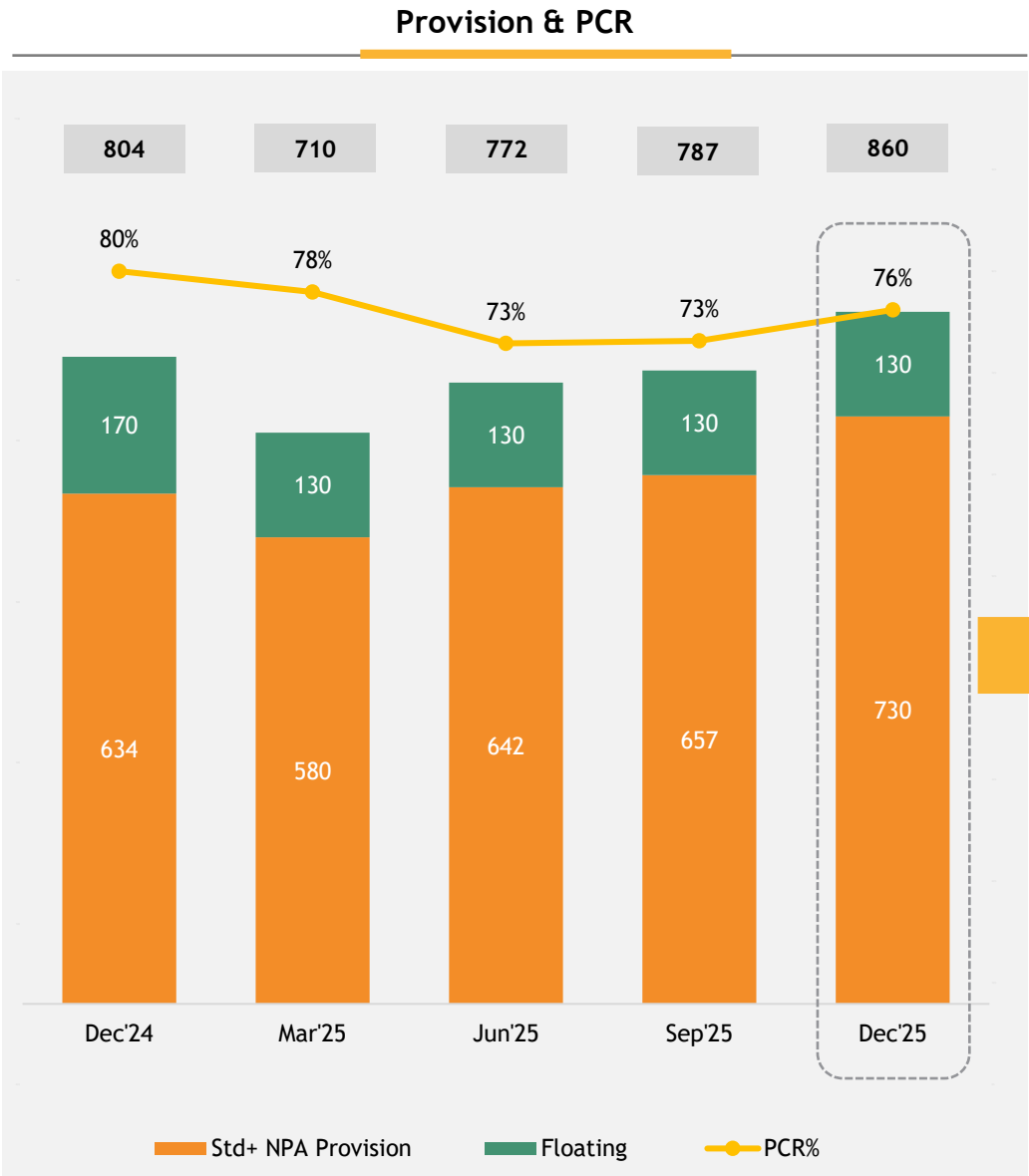


Cashless GL & IL Collections (%)



Note: Graph not to scale

Provision Coverage

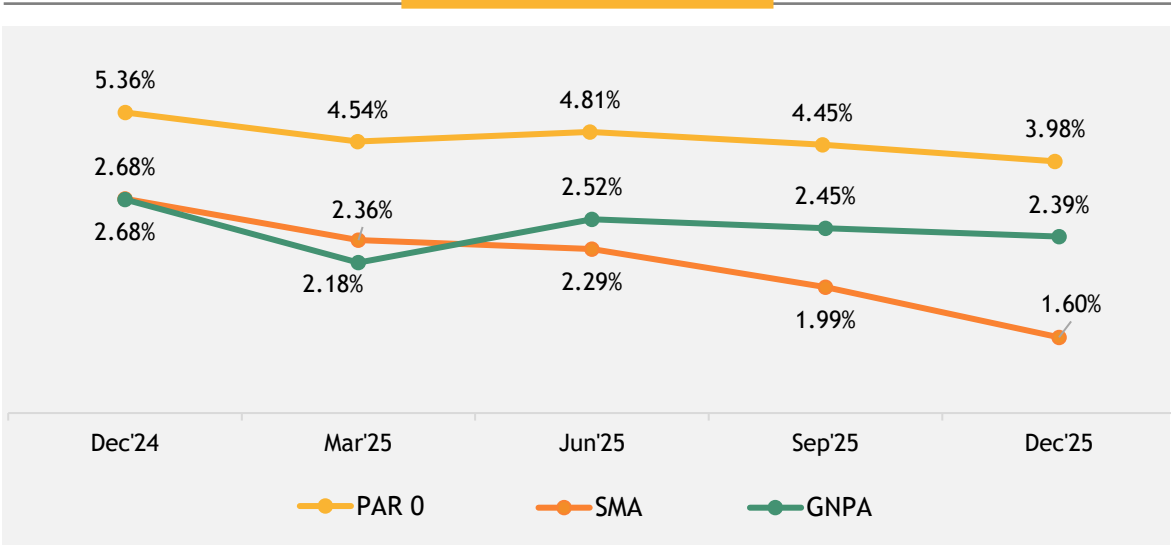


Floating provision of ₹ 181 Crore continues to be on books & can be utilized as per RBI guidelines. Of this ₹ 30 Crore is earmarked toward Tier II capital, ₹130 Crore is earmarked for PCR calculation and ₹ 21 Crore is earmarked for Other Provisions | Prior period data modified as required

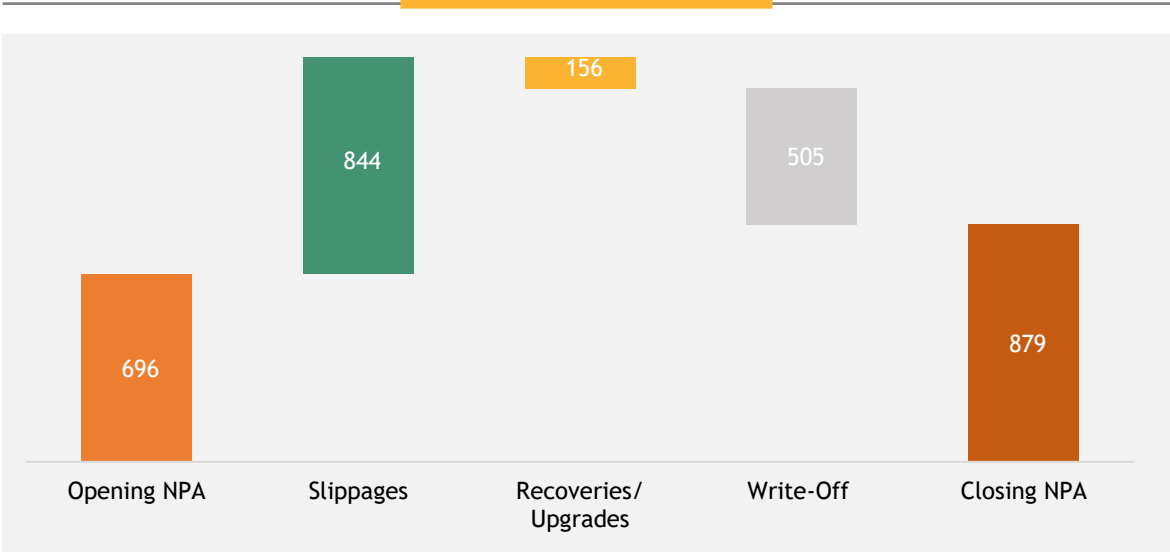
Asset Quality



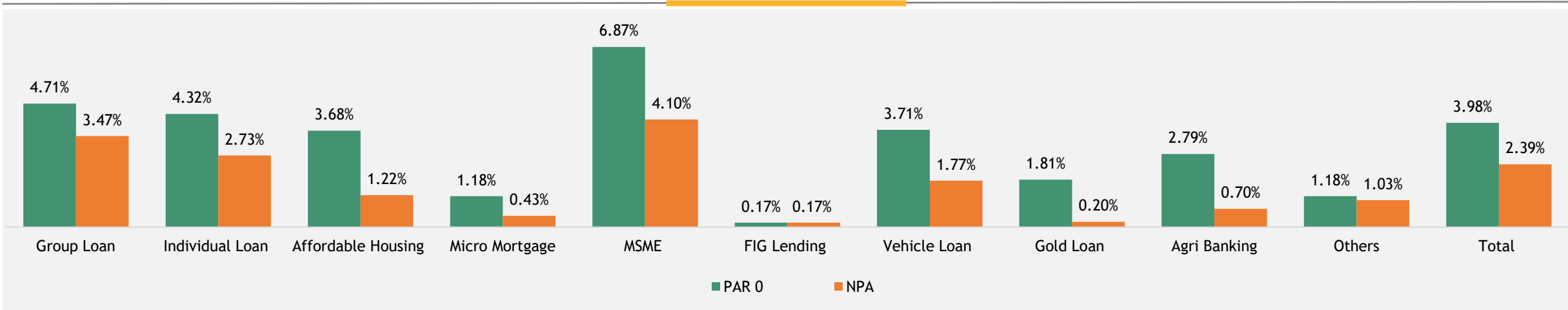
PAR 0, SMA & NPA (%)



YTD NPA Movement #



Segment Wise PAR 0 and NPA (%)

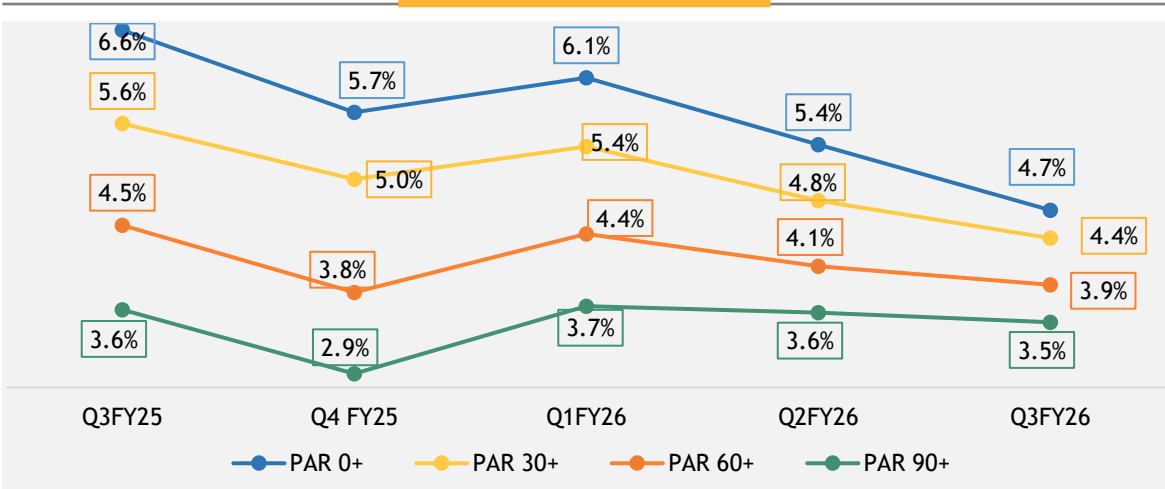


Excluding IBPC/Securitisation

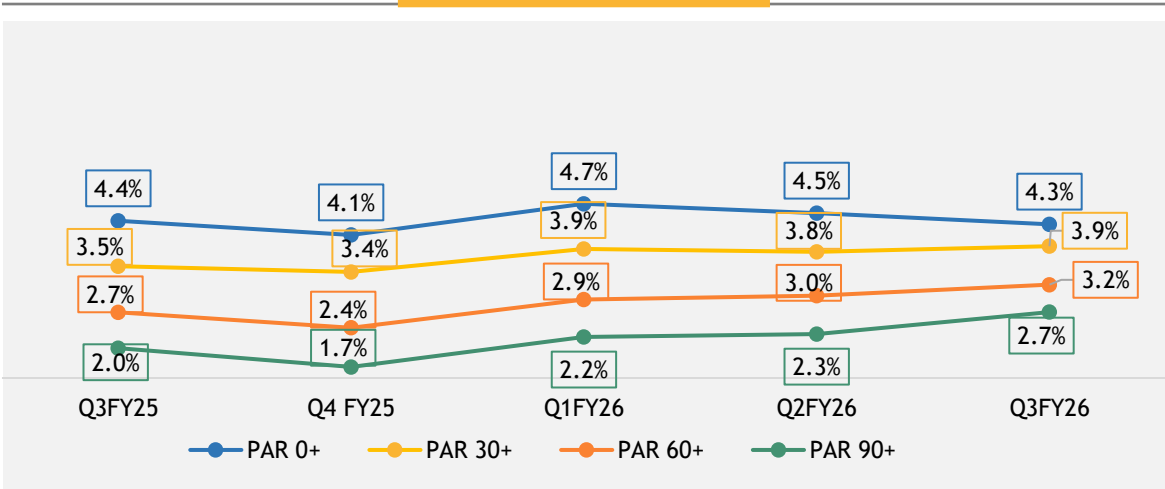
GL And IL - PAR Trends And Top 5 States



GL PAR Trend



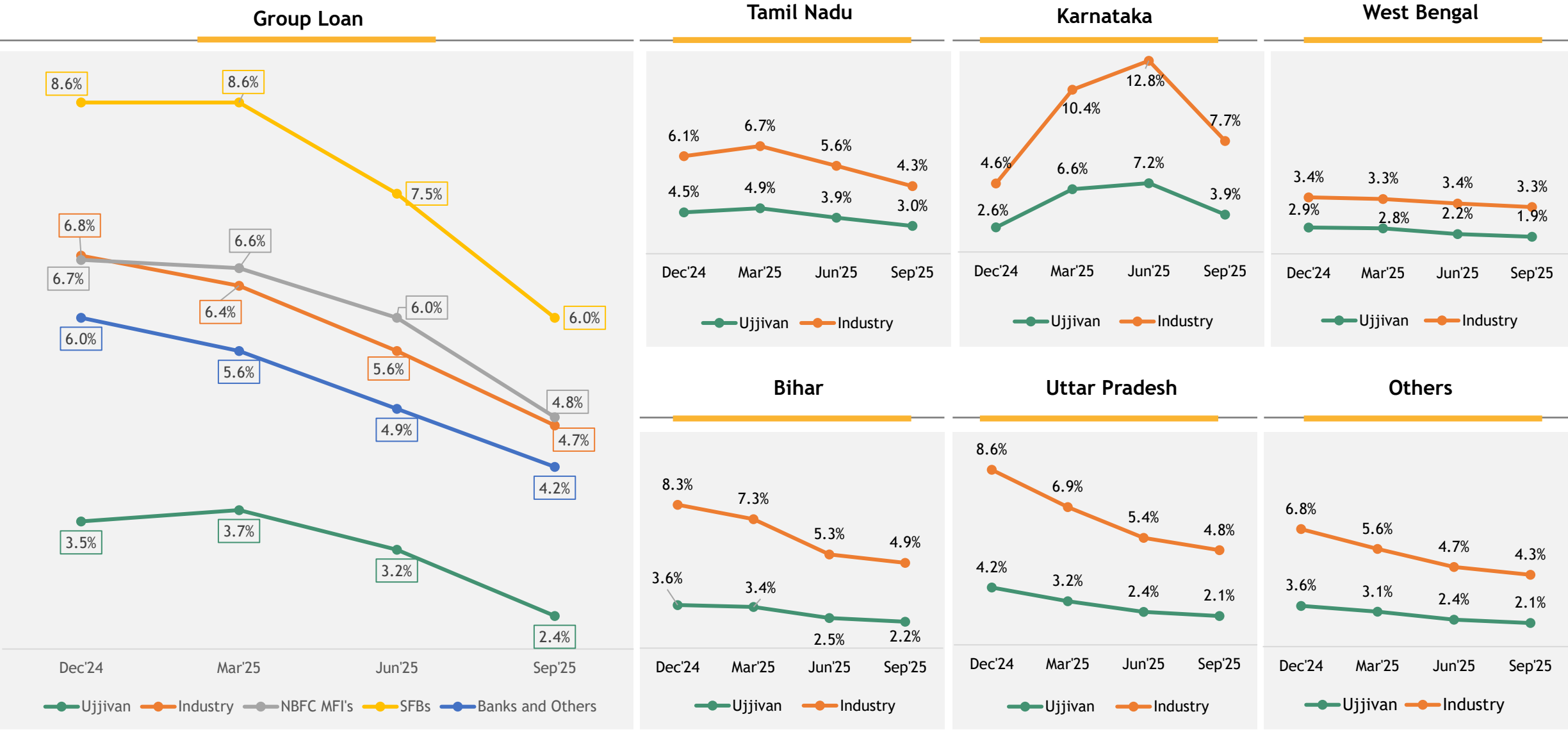
IL PAR Trend



Group Loan Portfolio - Top States				
Top States	% of Loan Book	PAR 0+	PAR 30+	PAR 90+
West Bengal	15.3%	4.2%	3.8%	2.9%
Karnataka	12.1%	7.9%	7.6%	6.7%
Tamil Nadu	11.9%	5.6%	5.4%	4.3%
Bihar	11.1%	4.0%	3.7%	2.9%
Uttar Pradesh	8.2%	3.8%	3.4%	2.6%
Others	41.4%	4.1%	3.7%	2.8%
Total	100.0%	4.7%	4.4%	3.5%

Individual Loan Portfolio - Top States				
Top States	% of Loan Book	PAR 0+	PAR 30+	PAR 90+
Maharashtra	12.0%	4.3%	3.9%	2.5%
West Bengal	11.6%	5.5%	4.9%	3.6%
Haryana	11.3%	3.5%	2.9%	1.9%
Tamil Nadu	10.8%	2.9%	2.6%	1.9%
Karnataka	9.7%	7.1%	6.7%	5.4%
Others	44.6%	3.9%	3.5%	2.4%
Total	100.0%	4.3%	3.9%	2.7%

Group Loan: Ujjivan Vs Industry Comparison: PAR 31-180



*Source - CRIF Highmark Prismatic Report, Industry data is excluding Ujjivan data

Ujjivan Group Loan - Prudent Lending

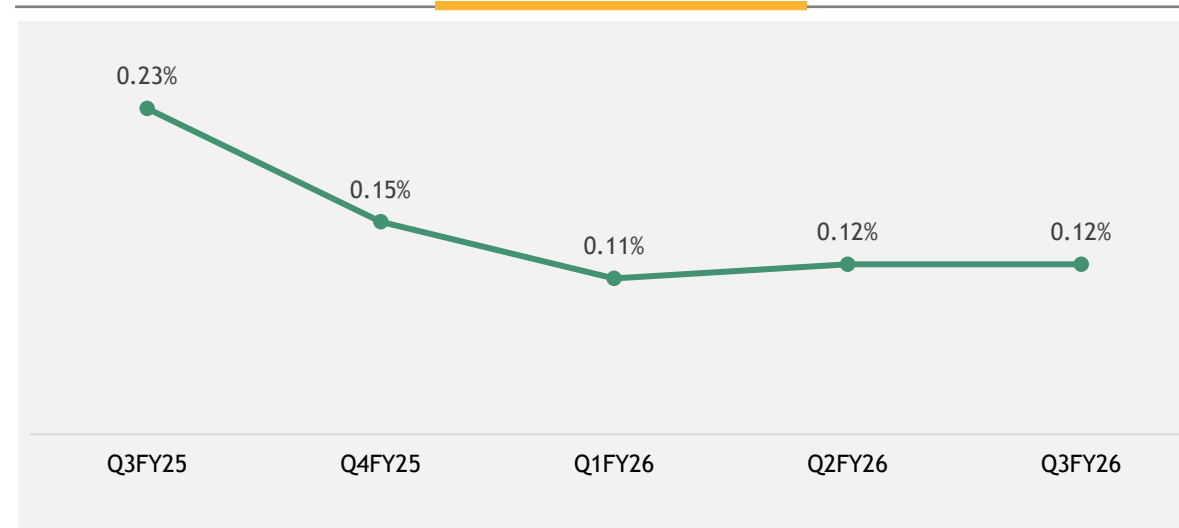


Lender wise GL Loan Book % Trend					
Lender Overlap	Dec'24	Mar'25	Jun'25	Sep'25	Dec'25
Unique to Ujjivan	46.3%	48.3%	49.7%	51.0%	54.7%
Ujjivan+1	26.2%	27.2%	28.6%	30.0%	29.6%
Ujjivan+2	15.3%	15.1%	15.2%	14.7%	13.1%
Ujjivan+3	7.3%	6.2%	4.4%	3.1%	1.9%
Ujjivan+4 & above	4.9%	3.2%	2.1%	1.2%	0.6%

Lender wise PAR % Trend					
Lender Overlap	Dec'24	Mar'25	Jun'25	Sep'25	Dec'25
Unique to Ujjivan	3.5%	2.9%	3.2%	2.8%	2.6%
Ujjivan+1	5.2%	4.6%	5.0%	4.6%	4.4%
Ujjivan+2	8.1%	7.5%	8.5%	8.1%	7.8%
Ujjivan+3	13.5%	14.4%	20.6%	23.9%	28.3%
Ujjivan+4 & above	29.2%	34.0%	44.5%	50.1%	59.8%

Lender wise Collection Efficiency %					
Lender Overlap	Dec'24	Mar'25	Jun'25	Sep'25	Dec'25
Unique to Ujjivan	97.5%	97.9%	97.7%	98.0%	98.0%
Ujjivan+1	96.0%	96.4%	95.9%	96.3%	96.5%
Ujjivan+2	93.6%	93.9%	93.0%	93.4%	93.6%
Ujjivan+3	89.2%	88.7%	85.0%	84.0%	81.9%
Ujjivan+4 & above	77.0%	74.3%	67.6%	67.1%	62.3%

Disbursements To Borrowers With Internal Peak DPD Of 30+ In Preceding 6 Months



- The total pool of customers represented above are Repeat GL, Top Up GL and GL to IL loans
- Ujjivan policy is to not lend to customer with 1 DPD with Ujjivan at the time of disbursement. Business Rule Engine helps ensuring the policy and monitoring the disbursements
- Ujjivan monitors the disbursement to customers with Internal Peak DPD in last 6 months and the same is depicted above which is miniscule
- Loan processing by Independent Credit team allows for calibrated deviation calls
- As part of MFIN Guardrails disbursement are allowed upto 60 DPD with other lenders at the time of disbursement



Assets

Advances Growth:
~20%

Secured Book Growth:
~35%



Deposits

In Line With Advances
Maintain CD Ratio:
~88%

CASA%:
~27%



Ratios

Cost to Income:
~67%

Credit Cost:
2.3% - 2.4% of GLB

RoE: 10% - 12%
RoA: 1.2% - 1.4%

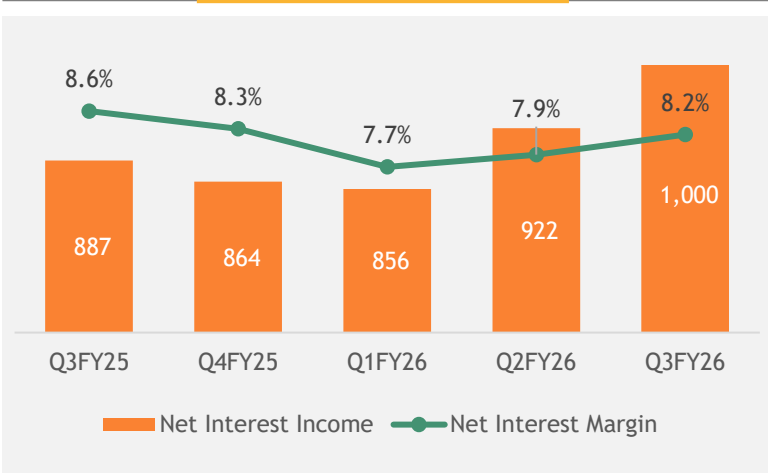


Financial Overview

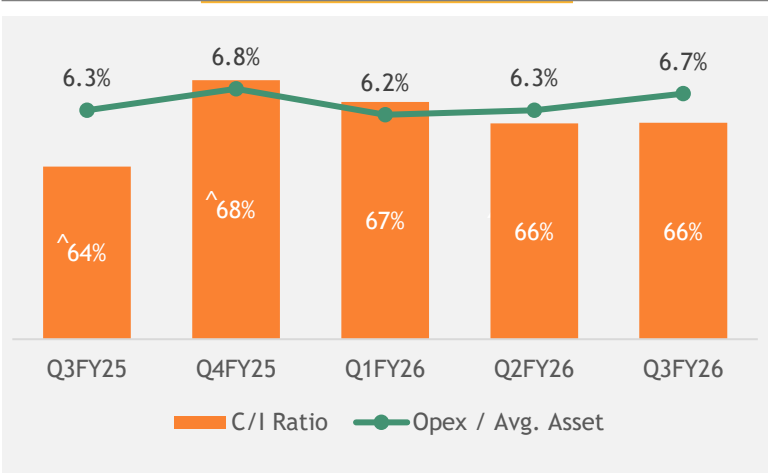
Financial Overview



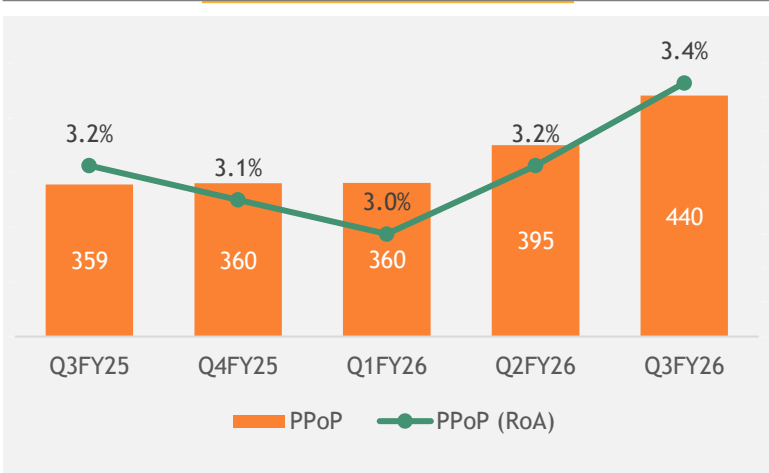
NII (₹ Crore) & NIM* (%)



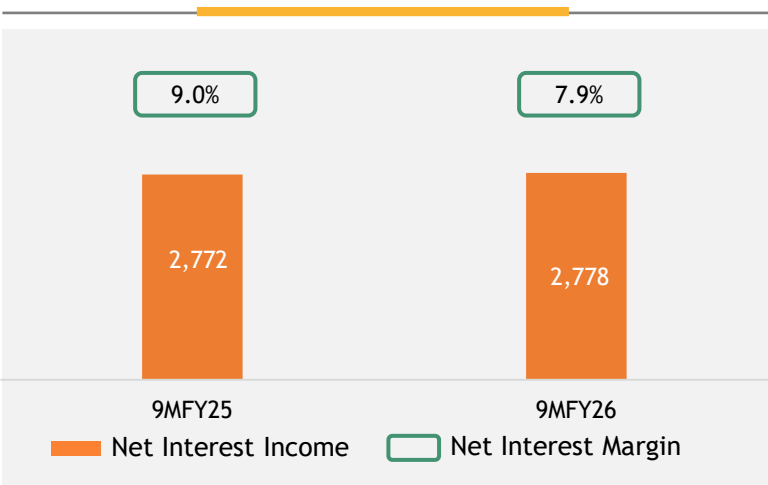
Cost to Income (%) & Operating Expenses/ Average Total Assets (%)



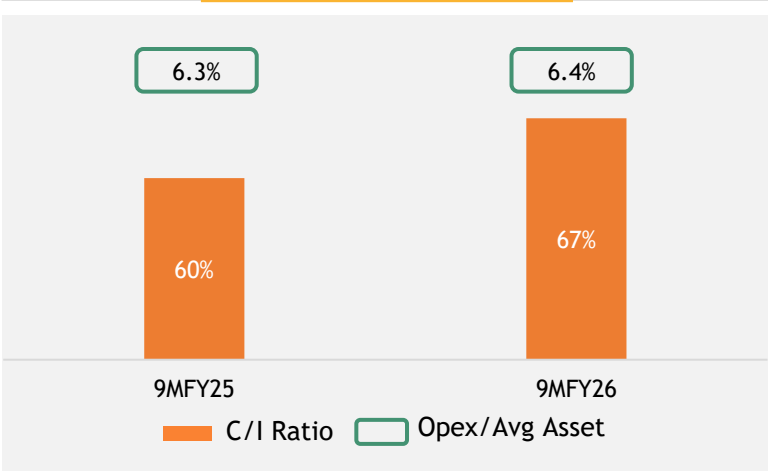
Pre-Provision Operating Profit (₹ Crore)



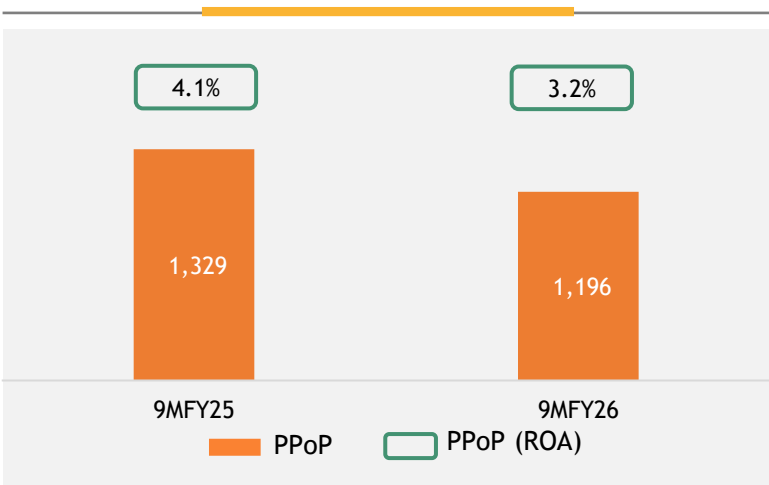
NII (₹ Crore) & NIM* (%)



Cost to Income (%) & Operating Expenses/ Average Total Assets (%)



Pre-Provision Operating Profit (₹ Crore)



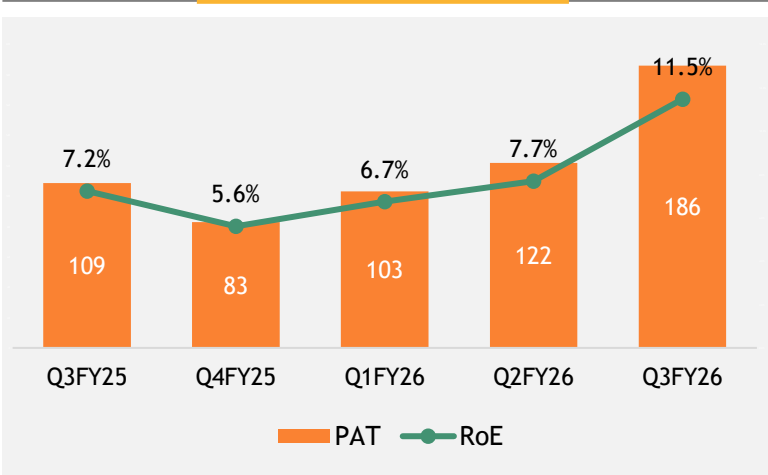
^Excluding the impact of provision created for security receipts related to ARC for Q3FY25 / Q4FY25 : ₹26 Cr / ₹ 11 Cr

* NIM includes IBPC & Securitization

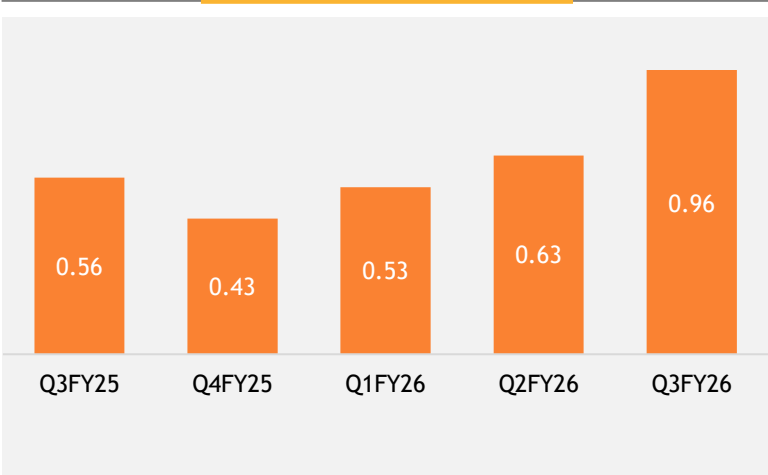
Financial Overview



PAT (₹ Crore) & RoE (%)



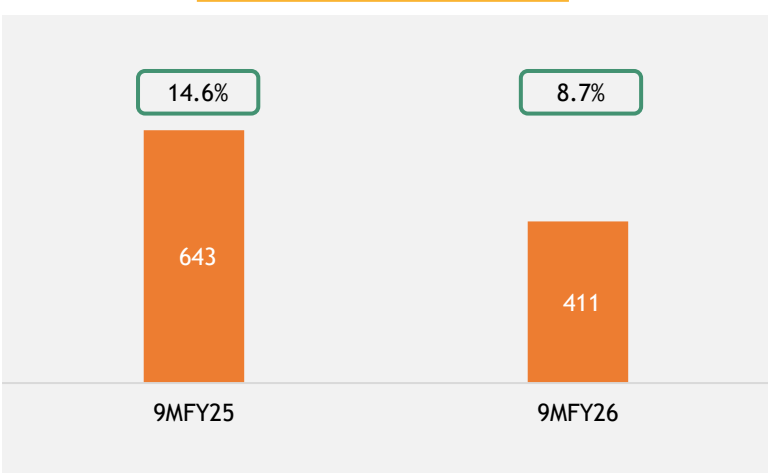
EPS (₹)



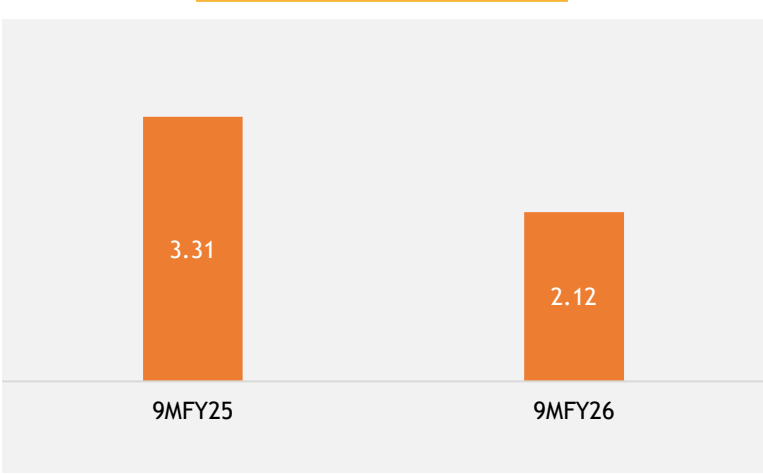
Net Worth (₹ Crore)



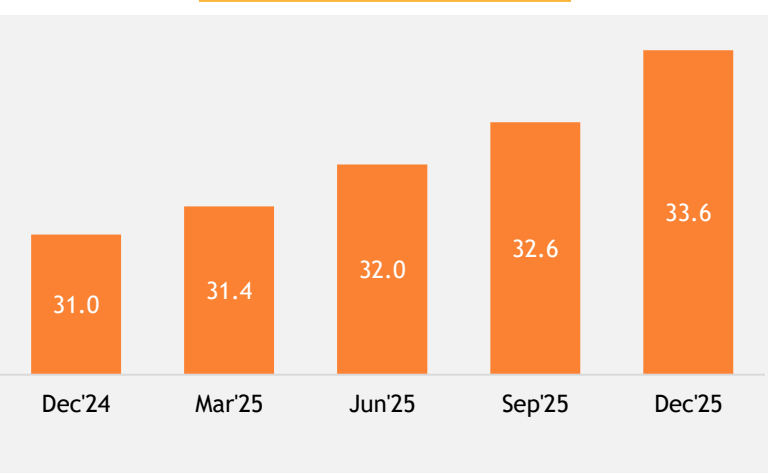
PAT (₹ Crore) & RoE (%)



EPS (₹)



BVPS (₹)





Profit & Loss Statement

Particulars (₹ Crore)	Q3FY26	Q3FY25	YoY Growth	Q2FY26	QoQ Growth	9M-FY26	9M-FY25	YoY Growth
Interest Earned	1,752	1,591	10%	1,682	4%	5,053	4,781	6%
Other Income	295	172	72%	256	15%	801	577	39%
Total Income	2,047	1,763	16%	1,939	6%	5,854	5,358	9%
Interest Expended	751	704	7%	761	(1)%	2,275	2,009	13%
Personnel Expenses	476	378	26%	451	5%	1,341	1,107	21%
Operating Expenses	380	321	18%	331	15%	1,042	912	14%
Total Cost	1,608	1,404	14%	1,543	4%	4,658	4,028	16%
Pre Provision Operating Profit	440	359	22%	395	11%	1,196	1,329	(10)%
Credit cost	195	223	(12)%	235	(17)%	655	483	36%
Other provisions & contingencies	0	0	NA	0	NA	0	0	NA
Tax	59	28	113%	39	52%	130	204	(36)%
Net profit for the period	186	109	70%	122	53%	411	643	(36)%



Total Income - Breakup

Particulars (₹ Crore)	Q3FY26	Q3FY25	YoY Growth	Q2FY26	QoQ Growth	9M-FY26	9M-FY25	YoY Growth
Interest on loan	1,548	1,382	12%	1,473	5%	4,419	4,166	6%
Int. on investments	202	206	(2)%	207	(2)%	627	605	4%
Securitization Income	2	3	(31)%	2	(8)%	7	10	(34)%
Total Interest Earned	1,752	1,591	10%	1,682	4%	5,053	4,781	6%
Processing Fees	102	69	49%	89	14%	269	208	29%
PSLC Income	23	0	NA	0	NA	31	28	12%
Insurance Income	43	24	78%	46	(7)%	112	76	48%
Bad Debt Recovery	25	29	(15)%	23	8%	64	82	(22)%
Treasury	15	6	138%	25	(42)%	90	20	346%
Misc. Income*	88	44	100%	73	21%	236	164	44%
Total Other Income	295	172	72%	256	15%	801	576	39%
Total Income	2,047	1,763	16%	1,939	6%	5,854	5,358	9%

*Includes cards AMC charges, NFS/ other banking operations income and foreclosure/ late payment & other charges
Note: Reclassification of items in other Income has led to change in Bad Debt Recovery & Misc. Income for 9MFY26

Balance Sheet



Particulars (₹ Crore)	As at Dec 31, 2024	As at Sep 30, 2025	As at Dec 31, 2025
CAPITAL AND LIABILITIES			
Net worth	5,996	6,323	6,519
Capital	1,935	1,937	1,938
Employees Stock Options Outstanding	86	93	98
Reserves and Surplus	3,975	4,293	4,483
Deposits	34,494	39,211	42,223
Borrowings	3,724	2,962	2,383
Other Liabilities and Provisions	1,012	1,118	1,174
TOTAL	45,226	49,614	52,299
ASSETS			
Cash and Balances with Reserve Bank of India	2,067	2,374	2,173
Balance with Banks and Money at Call and Short Notice	349	312	481
Investments	11,797	11,603	11,768
Advances	29,621	33,808	36,228
Fixed Assets	460	490	482
Other Assets	932	1,027	1,167
TOTAL	45,226	49,614	52,299

Healthy Capital Adequacy



(₹ Crore)	Dec'24	Mar'25	Jun'25	Sep'25	Dec'25
Credit Risk Weighted Assets	25,108	26,240	26,691	29,076	29,638
Tier I Capital	5,548	5,610	5,654	5,782	5,967
Tier II Capital*	453	451	423	429	440
Total Capital	6,001	6,062	6,077	6,211	6,407
CRAR	23.90%	23.10%	22.77%	21.36%	21.62%
Tier I CRAR	22.10%	21.38%	21.18%	19.89%	20.13%
Tier II CRAR	1.80%	1.72%	1.58%	1.47%	1.49%
Floating Provision considered in Tier II	30	30	30	30	30

Floating Provision:

- Created in Q1 FY22 of amount ₹250 Cr which could be utilized for making specific provisions in extraordinary circumstances, as per RBI guidelines
- For FY 22, ₹250 Cr was earmarked towards NNPA / PCR calculation
- During Q1 FY23, Bank had earmarked ₹220 Cr for NNPA / PCR calculation and ₹30 Cr as part of Tier II capital
- During Q4 FY25, Bank utilized Rs. 69 Cr of Floating Provision towards adjustment of shortfall on transfer of stressed loan to ARC, as per RBI guidelines
 - Earmark continues for amounts of ₹130 Cr for NNPA / PCR calculation, ₹30 Cr as part of Tier II capital
 - The balance ₹21 Cr has been earmarked as part of other provisions



Ujjivan - Platform For Growth

Serving Customers Through Multiple Channels



Retail Mobile / Internet Banking

- Available in 9 Languages (including English)
- Easy access to multiple relationships with one app
- Multiple payments modes: NEFT, RTGS, IMPS & Internal fund transfers
- Value added features like GST & Bill Payments



SMS & Missed Call Banking

- Providing basic services for customers using feature phones
- Basic banking facilities such as Balance Enquiry, Mini statement, Last 5 Transactions, Request cheque Book, Hotlist Debit Card etc.



Business Internet Banking

- Dedicated platform for Corporate customers
- High-volume & bulk upload, Multi-Fund Transfer option
- Major Features - GST, Direct tax payments & PFMS



Phone / Video Banking

- PBU offers services in 13 languages through Human interaction and 9 languages on IVR
- 24/7, 365 days service offered through Phone Banking
- 540+ Services are offered to customer through Query/ Request/ Complaint
- VCPV process for Vehicle Finance



Hello Ujjivan App

- Voice-Visual-Vernacular App available in 11 Languages with Chabot facility for MB customers
- Digital loan acknowledgement for Repeat Group loan customers
- DIY Pre-approved loans for repeat IL customers
- Hospicash Insurance at fingertips for GL customers



Digital Acquisition (DFD/DSA/DCA)

- Ujjivan's DIY journey for customers to open SA, CA & Fixed Deposit
- Branchless opening of SA and FD account through video KYC
- Digital CA can be opened within serviceable Bank branch location



Payments

- UPI & UPI Lite service
- AePS platform available to promote Digital Inclusion
- Merchant QR Codes for small merchants/retailers
- Multiple Partner Payment Gateways available
- Business Mobile Banking App
- UPI Autopay
- Ujjivan to become BOU
- Whatsapp Banking & Chatbot



Financial Inclusion

- Delivering solutions through Branches and Assisted Channels ILOS, GLOW, HHD, Digital Repayments options

Loan Originating System (LOS)

- For field engagement using Mobile Apps
- LOS for Vehicle, Gold, Agri, Housing, Working Capital Loans

Robust Infrastructure

- Compute capacity of ~ 8,500 Cores with ~ 4.4Petabytes of storage
- Multi layer Data Warehouse creation
- Cloud initiatives for scalability and resilience
- Best in class security solutions achieving defense in depth
- Adoption of micro-services-based architecture

Core Banking Solutions

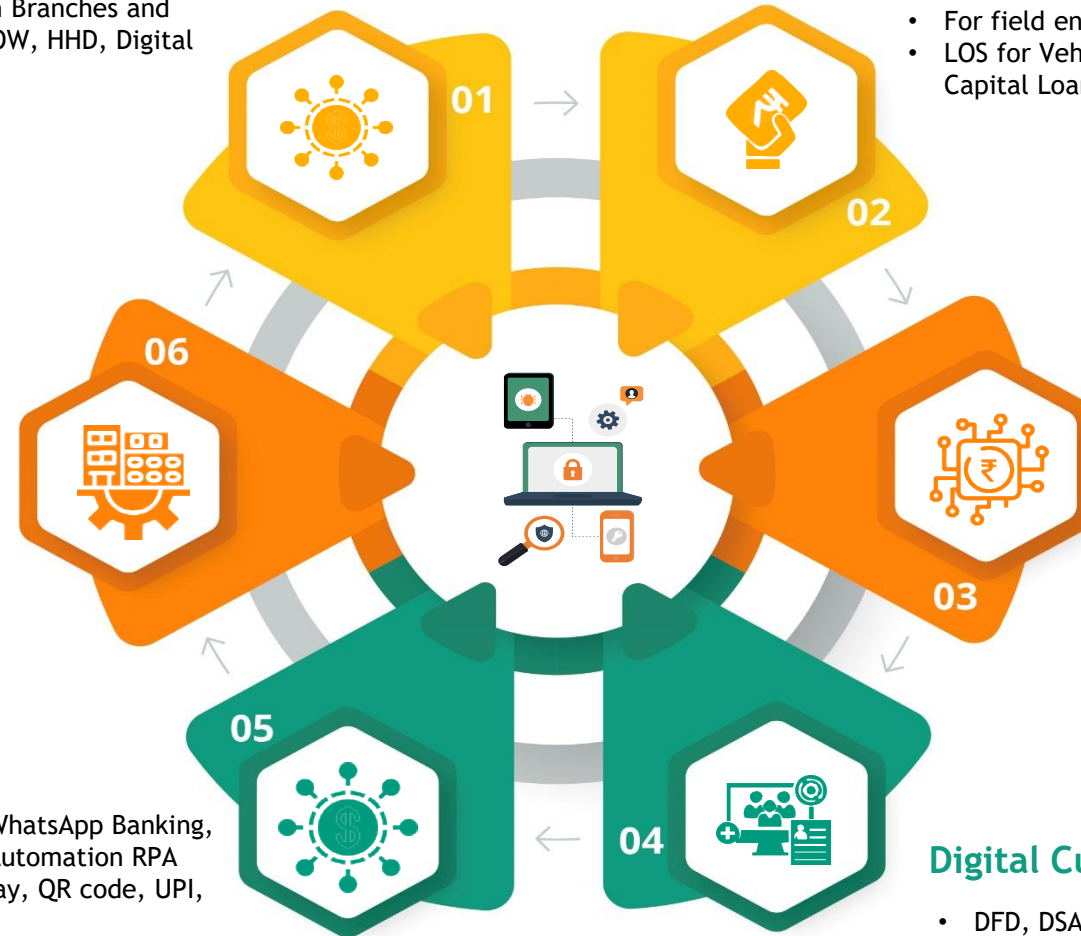
- Accounting: Oracle EBS
- CBS: Finacle,
- LMS: BR.Net & Veefin
- Customer Demographic data: CRM Next

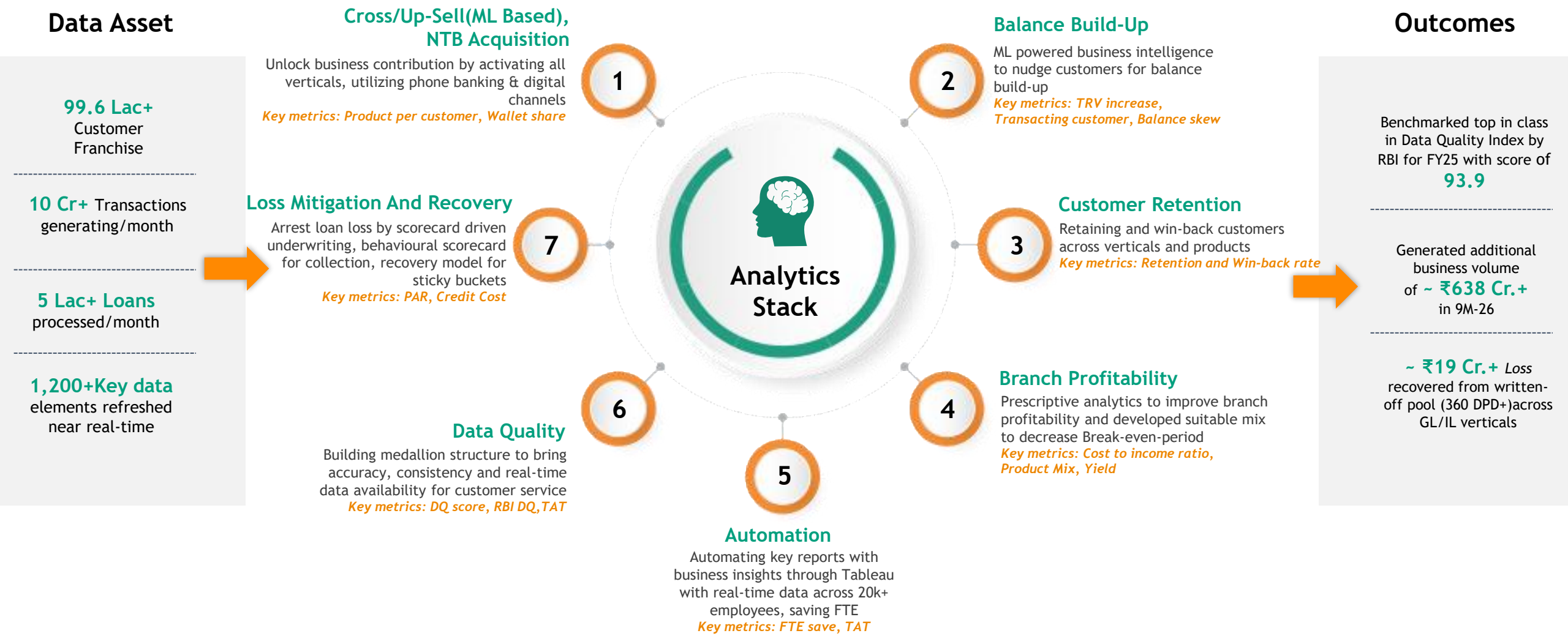
Digital Channels

- IB, MB, Hello Ujjivan, BNB, BMB, WhatsApp Banking, Chatbot Phone & Video Banking, Automation RPA
- Payments - BBPS, Payment Gateway, QR code, UPI, NEFT, RTGS, IMPS, AEPS
- Cards -Domestic and International Debit Card

Digital Customer Onboarding

- DFD, DSA, DCA & Video KYC,
- Rule Engine for loan decision system
- e-Signing and e-Stamping
- Integration with Account Aggregator





Strong Independent Board



Banavar Anantharamaiah Prabhakar
Chairman and Independent Director



Education: Commerce graduate, University of Mysore, Chartered Accountant.
Experience: Andhra Bank, Bank of India, Bank of Baroda UK Operations

Sanjeev Nautiyal
MD & Chief Executive Officer



Education: BA (Lucknow University), MBA (Lucknow University)
Experience: State Bank of India, SBI Life Insurance

Sudha Suresh
Independent Director



Education: B.Com (Honors) C.A., Grad ICWA, CS
Experience: S. Rao & Associates, Mani Capital, UFSL

Rajni Mishra
Independent Director



Education: M.Com (Gold Medallist), MS University, Vadodara
Experience: SBI as well as its associate banks, NCL Buildtek limited

Ravichandran Venkataraman
Independent Director



Education: Qualified FCCA (UK), ACMA (UK), Program for CFOs with Wharton Business School
Experience: eVidyaloka Trust, HP's Global Business Services, Hewlett Packard, ANZ Bank and Bank Muscat

Rajesh Kumar Jogi
Independent Director



Education: Bachelor of Arts (Economics), Fellow member ICAI, Advanced Management Program from Harvard Business School
Experience: Natwest Group (erstwhile RBS Group), Royal Bank of Scotland

Mona Kachhwaha
Independent Director



Education: MBA: Post Graduate Diploma in Business Management, B.A. (Hons)
Experience: Citibank, UC Impower, Caspian Impact Investment Adviser

Carol Furtado
Executive Director



Education: B. Sc (Bangalore University), PGDM (Mount Carmel Institute)
Experience: UFSL, ANZ Grindlays Bank and Bank Muscat

Key Management



Sanjeev Nautiyal
MD & Chief Executive Officer



Education: BA (Lucknow University), MBA (Lucknow University)
Experience: State Bank of India, SBI Life Insurance

Carol Furtado
Executive Director



Education: B. Sc (Bangalore University), PGDM (Mount Carmel Institute)
Experience: UFSL, ANZ Grindlays Bank and Bank Muscat

Martin Pampilly S
Chief Operating Officer



Education: COO Certified - IIM Lucknow
Experience: UFSL, ANZ Grindlays Bank, Bank Muscat and Centurion Bank of Punjab

Sadananda Balakrishna Kamath
Chief Financial Officer



Education: Associate Company Secretaryship(ACS, ICSI), Chartered Accountancy (CA, ICAI)
Experience: Credit Access Grameen Ltd, Tata Group

Ashish Goel
Chief Credit Officer



Education: PGDM in Marketing & Finance (XIM, Bhubaneshwar), B. Tech (Mechanical Engineering), Kurukshetra
Experience: ICICI Bank, Marico Industries, Godrej & Boyce

Brajesh Joseph Cherian
Chief Risk Officer



Education: MBA in Finance (Sikkim Manipal University), B. Pharma (Dr. M.G.R. Medical University)
Experience: The South Indian Bank, Axis Bank

Mangesh Mahale
Chief Technology Officer



Education: Bachelor of Engineering Computer
Experience: NSE Clearing Limited, Union Bank of India, Oriental Bank of Commerce, State Bank of India, Rolta India Limited

Rajaneesh Hosakoppa Rudresha
Chief Compliance Officer



Education: Master of Arts
Experience: Kotak Mahindra Bank Ltd, ICICI Bank Ltd, Deutsche Bank

Chandralekha Chaudhuri
Head- Human Resource



Education: BBA, LLB (Symbiosis School of law), PGCHRM -HR (XLRI)
Experience: UFSL

Business Leaders



Rajeev Padmanabh Pawar
Head of Treasury



Education: Master of Business Administration
Experience: Growmore Research, Kotak Mahindra, Daewoo Securities, American Express, Standard Chart., Edelweiss

Hitendra Nath Jha
Head Retail Liabilities, TASC & TPP



Education: Bachelor of Science, Bachelor of Laws
Experience: Stock Holding Corporations, IDBI Banki, ICICI Bank, Kotak Mahindra Bank

Umesh Arora
Head of Emerging Business



Education: Post Graduate IIM Kozhikode
Experience: Axis Bank, IDBI Bank, Standard Chartered

Vibhas Chandra
Business Head of Micro Banking



Education: PGDBM (Rural Management), XIM, Bhubaneshwar
Experience: UFSL

Parag Kumar Srivastava
Head of Financial Institutions Group



Education: Master of Business Administration
Experience: Kotak Mahindra Bank, MCX Ltd, Stock Holding Corporation of India

Prem Kumar G
Business Head - Vehicle Finance



Education: Bachelor of Commerce
Experience: UFSL, Paul D Souza & Associates, One World Hospital

Pradeep B
Business Head of Housing Loan & MM



Education: Master of Social Work
Experience: UFSL

Murali Chari
Business Head - Agriculture Banking



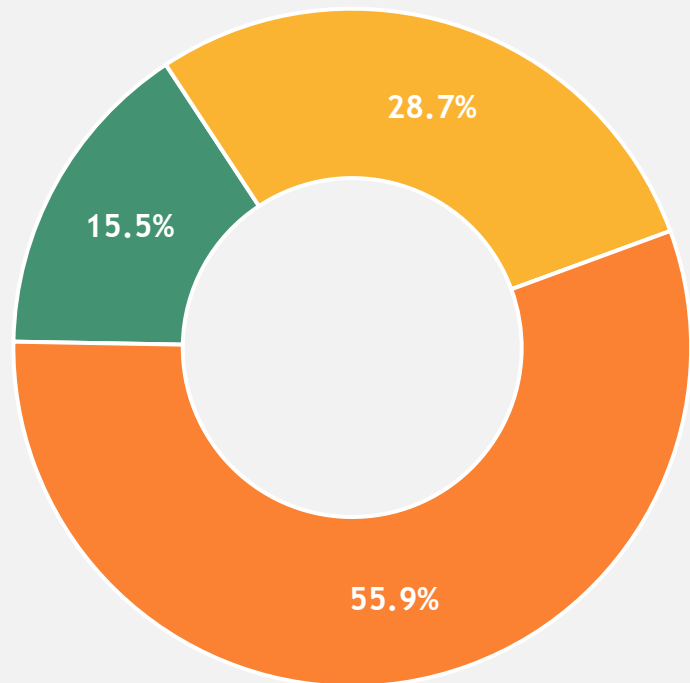
Education: Post Graduate Diploma
Experience: Samaaru Finance P Ltd, HDFC Bank Ltd, Sundaram Finance Ltd

Capital Efficient Growth Model - Poised For Sustainable ROA/ROE Delivery



	Balance Sheet (Deposits & Advances)	Net Interest Margins (%)	Asset Quality & Credit Costs	Cost to Income (%)	Return Profile (%)
Q3FY26	<ul style="list-style-type: none"> Balance Sheet size at ₹52,299 Cr as of Q3FY26 Advances at ₹37,057 Cr with secured share 48% Retail deposits (CASA + Retail TD) comprise 70% of total deposits 	<ul style="list-style-type: none"> NIM around 8.2% for Q3FY26, led by liquidity absorption & COF improvement Yield moderation observed as secured loans gain share 	<ul style="list-style-type: none"> GNPA at 2.4% in Q3FY26 Credit cost at 0.5% on Avg. GLB for Q3FY26 Provision coverage ratio at 76% 	<ul style="list-style-type: none"> Cost to Income around 66%, Opex to Avg Total Assets at 6.7% Branch network with 777 touchpoints 	<ul style="list-style-type: none"> For Q3FY26: ROA at 1.5%, ROE at 11.5% CRAR at 21.6%
FY30 Vision	<ul style="list-style-type: none"> Aim to grow 20% to 25% CAGR with FY30 Advances around ₹1 L Cr, with secured share around 65% to 70% Deepening liability franchise with focus on CASA keeping CASA% around 35% 	<ul style="list-style-type: none"> NIMs expected to stabilize in the range of 6% to 7% Scale up in new products of MM, Gold and Vehicle to support margin moderation CoF benefits expected in coming years 	<ul style="list-style-type: none"> Credit cost expected to trend lower as secured book expands Steady-state credit cost range of 1.0% to 1.5% of Avg. GLB Enhanced underwriting and data analytics to maintain asset quality 	<ul style="list-style-type: none"> Operating leverage to improve Target Cost to Income of around 55% and Opex to Avg Total Assets below 5.0% Incremental Branch count by around 400 over FY25 	<ul style="list-style-type: none"> ROA around 1.8%-2.0%, ROE around 16%-18% Sufficient capital buffer with CRAR around 17% to 20% Drive stable and sustainable profit

Shareholding Pattern As On Dec'25



- Foreign Institutional Investors (FII & FDI)
- Domestic Institutional Investors (MF, AIF, Ins & QIB)
- Retail & Others

Top 10 Investors

Franklin Mutual Fund
International Financial Corporation
Bandhan Mutual Fund
Sundaram Mutual Fund
Vanguard
Bajaj Finserv Mutual Fund
Axis Mutual Fund
JM Financial Mutual Fund
Canara Robeco Mutual Fund
Union Mutual Fund



Annexures



Environment



Scope 1 & 2
Emission
Intensity/Crore
Turnover:
1.93 (tCO₂e)

Scope 3 Emissions
Intensity/Crore
Turnover:
2.5 (tCO₂e)

~14,192 KWh
Solar Energy
generated & used

Water Intensity/
Crore Turnover:
21.62 (KL)

Waste Intensity/
Crore Turnover
0.0086 (tCO₂e)

Paper Saving
through Digitalisation
31.6 (Million Copies)
Emission Saved 295.5
(tCO₂e)

Social



19% Gender
Diversified Ratio

14,560+
Employees
Volunteering
Hours

38.9 Average Hours
of Training /
Employees

Total CSR Spend: ₹
0.17 Bn

No of
Beneficiaries
impacted: 1.2
Mn +

No of PWD's
Impacted:
600+

Beneficiaries impacted
through Financial
Literacy Program: 0.17
Mn

Governance



ISO 27001:2022
Certified IS
Management System

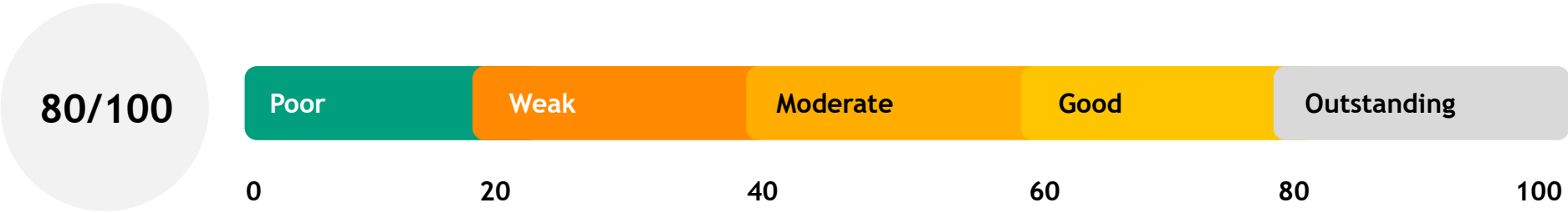
55% Gender
Diversity at
Board

78% of the board of
Directors are
Independent

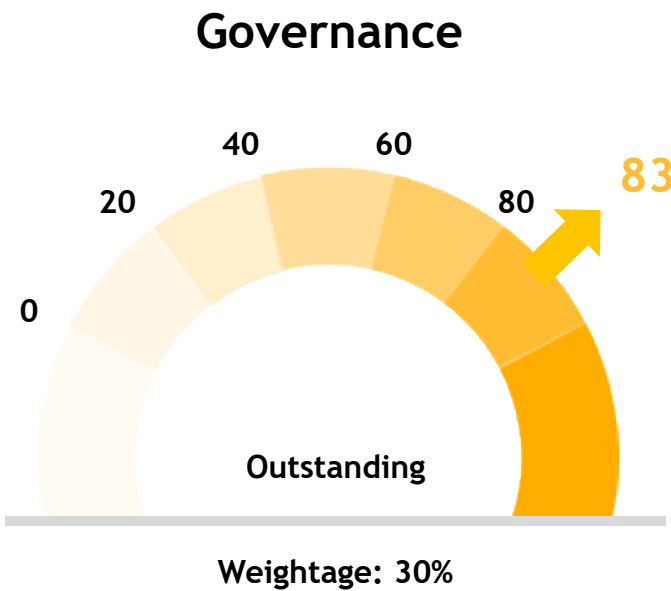
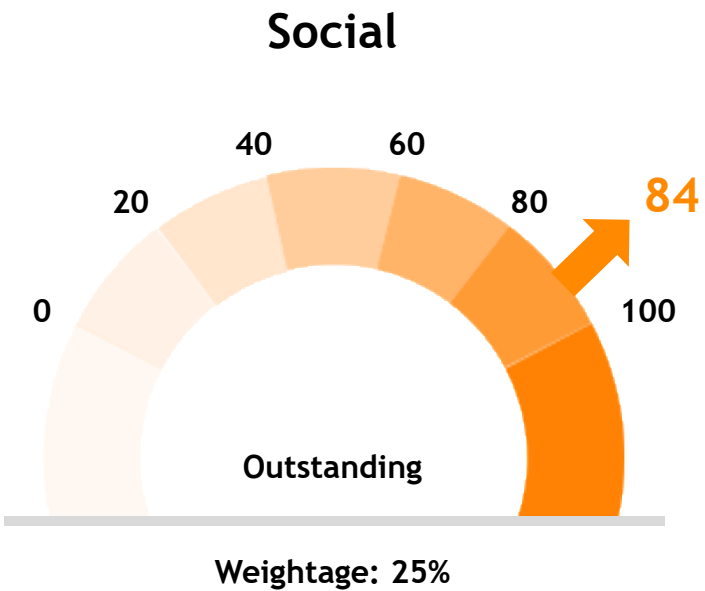
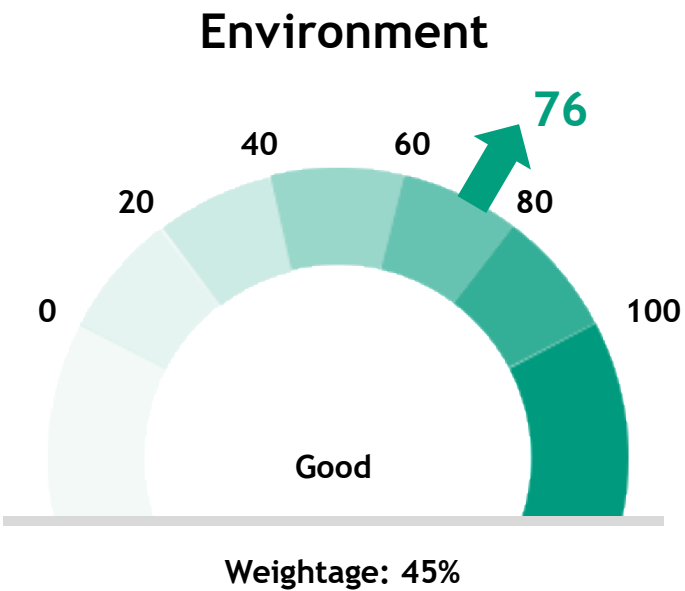
4.2 Mn Digital
Customer Base- 23%
Growth YoY

Policy on Whistle - blower, anti -
bribery, anti- corruption, anti -
money laundering, IT security,
POSH etc.

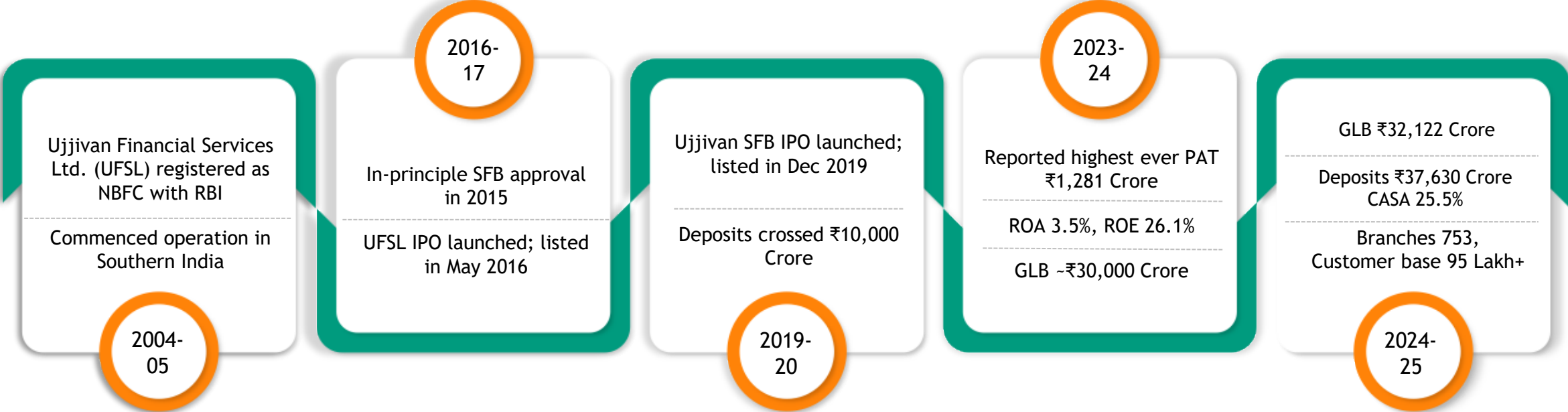
ESG Rating



Ujjivan Small Finance Bank Limited	Previous Score	Current Score	Rating Symbol	Rating Movement
ESG Impact Rating	-	80	Outstanding	-



Ujjivan's Journey



Ujjivan SFB has successfully evolved from NBFC to a well-capitalized small finance bank

It has navigated the major crises and cross cycle built a strong deposit franchise

The bank has consistently scaled through asset book diversification with best in class asset quality

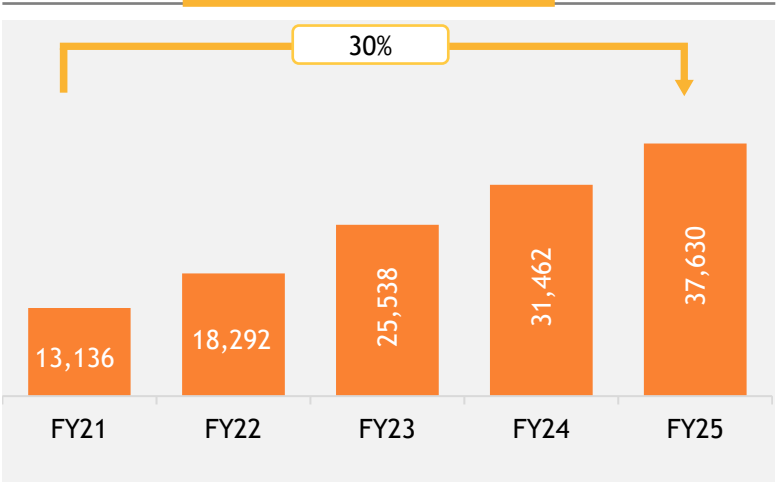


5 Year Annual Trend

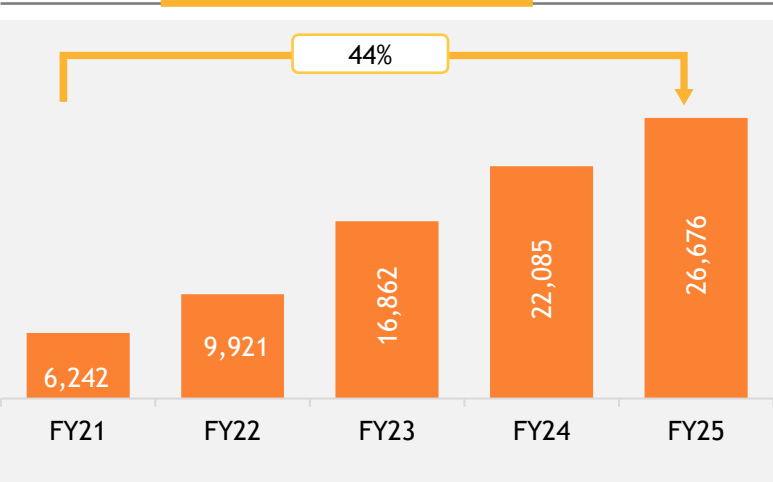
Performance Track Record (1/4)



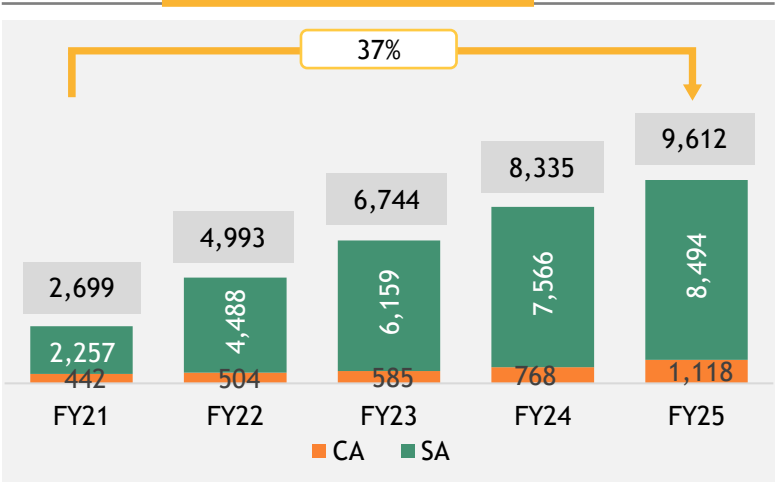
Total Deposits (₹ Crore)



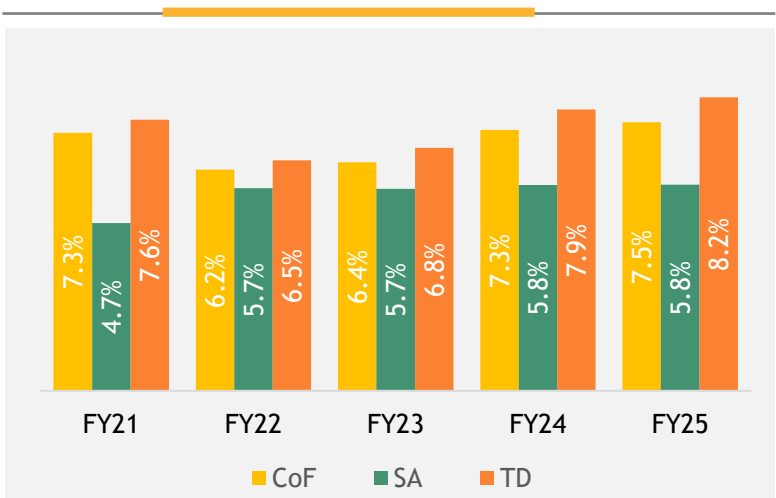
Retail Deposits(₹ Crore)



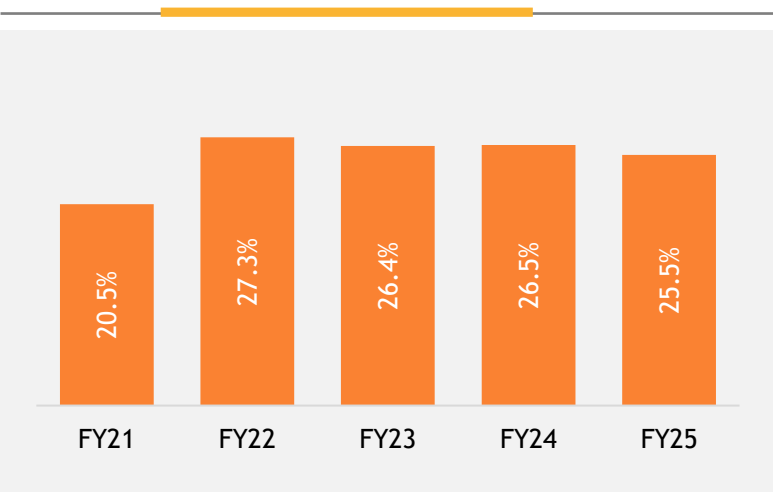
CASA Breakup (₹ Crore)



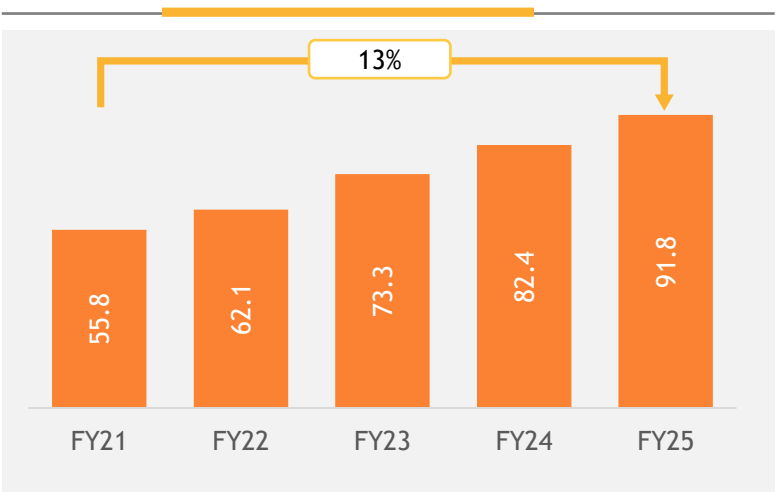
Cost of Funds (%)



CASA (%)



Deposit Customers^ (Nos Lakh)



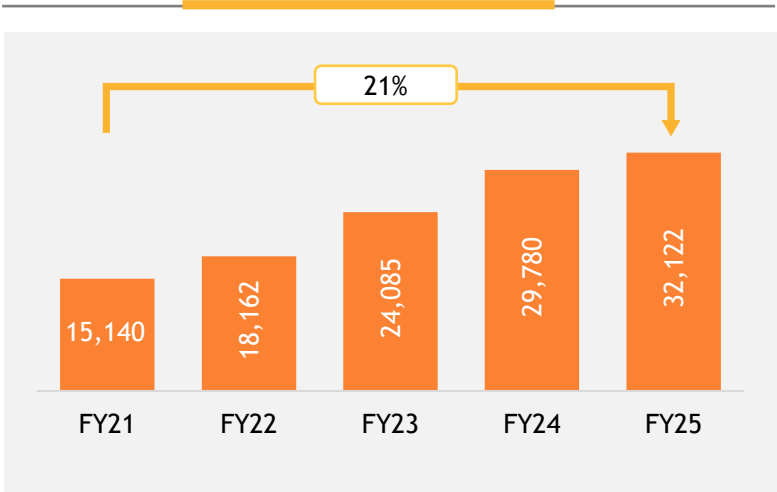
CAGR %

^Includes: 'Only Deposit Accounts' and 'both Asset and Deposit Accounts'

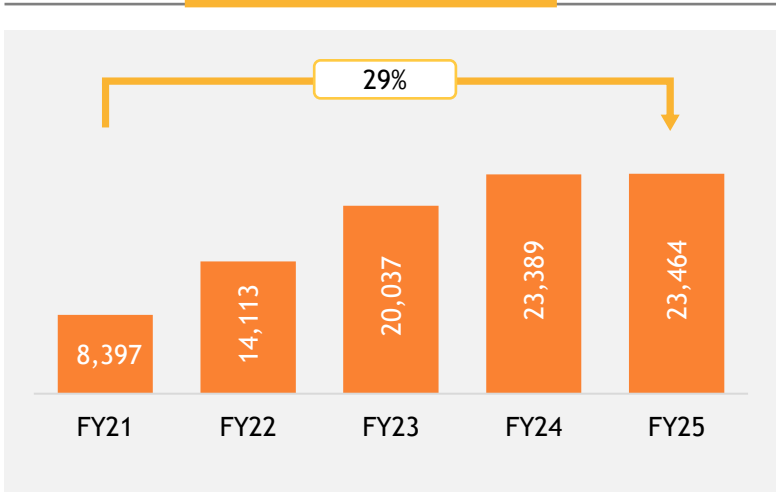
Performance Track Record (2/4)



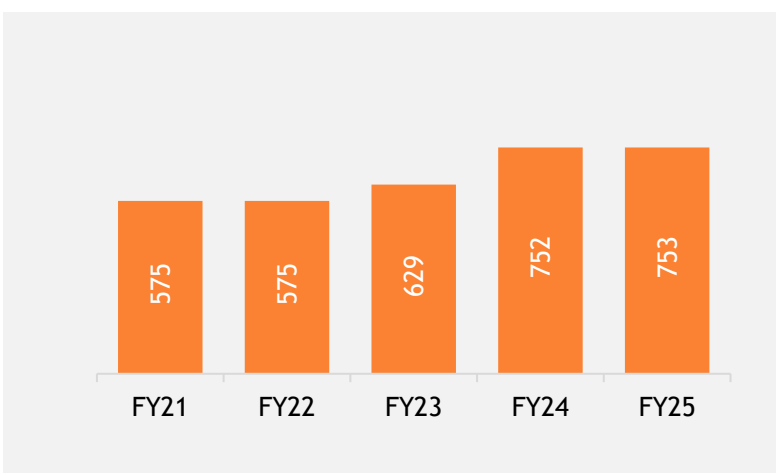
Gross Loan Book (₹ Crore)



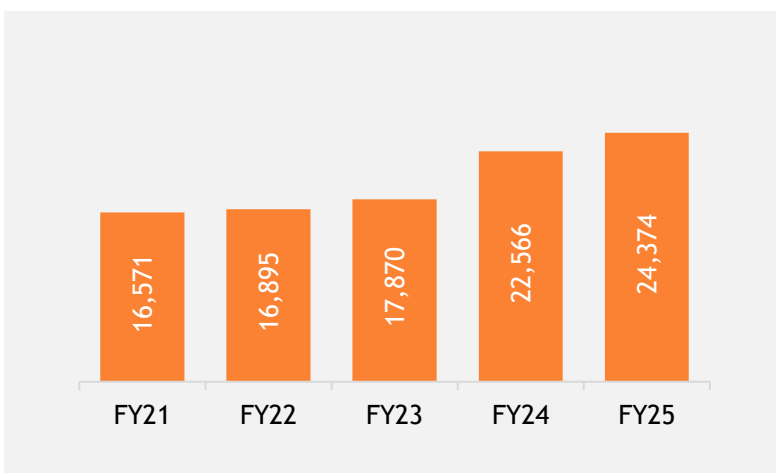
Disbursement (₹ Crore)



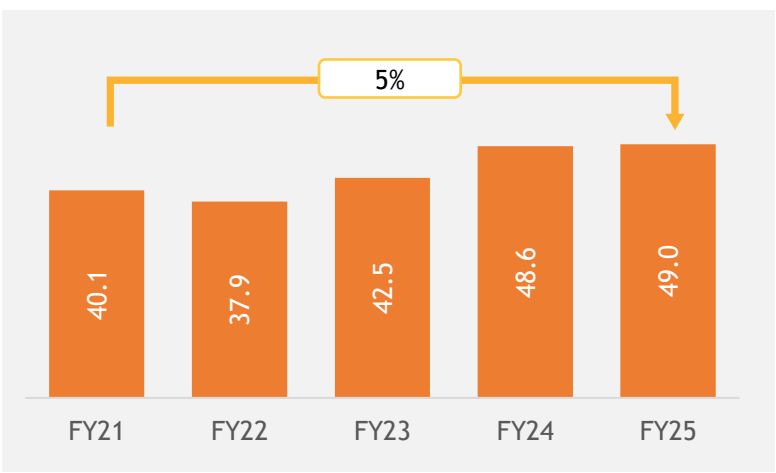
Branch Network (Nos)



Employees (Nos)



Asset Customer^ (Nos Lakh)



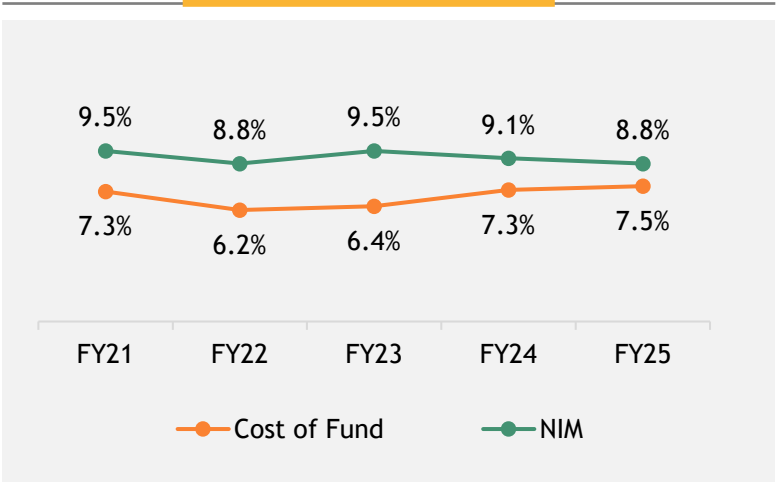
CAGR %

^Includes: 'Only Asset Accounts' and 'both Asset and Liability Accounts'

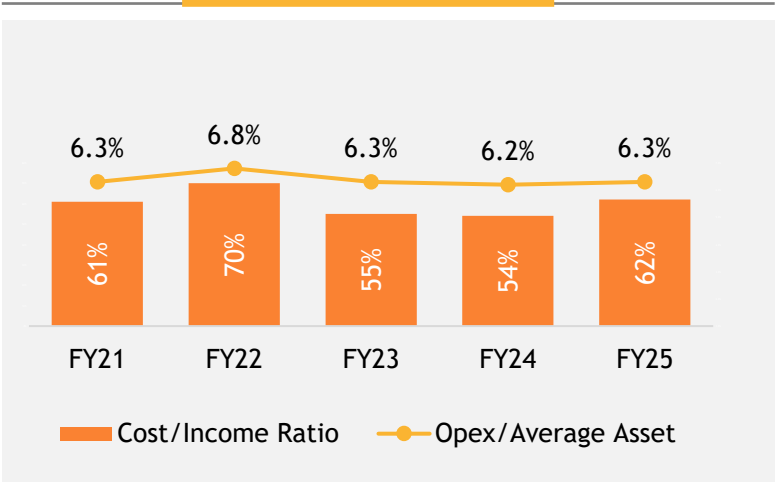
Performance Track Record (3/4)



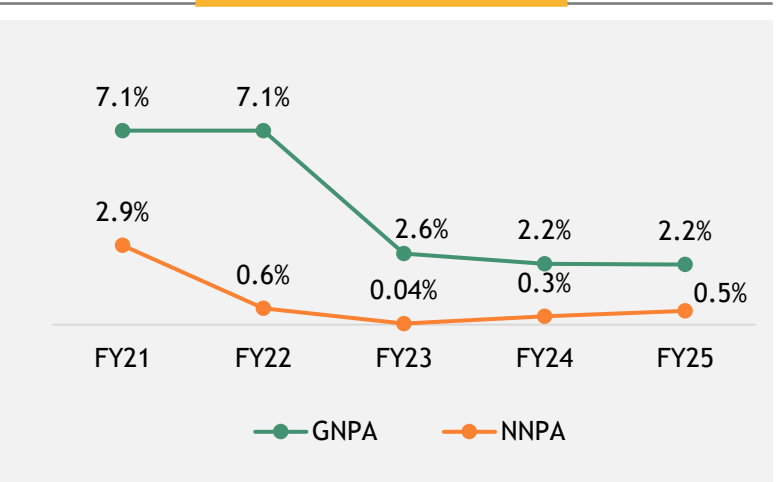
Margin (%)



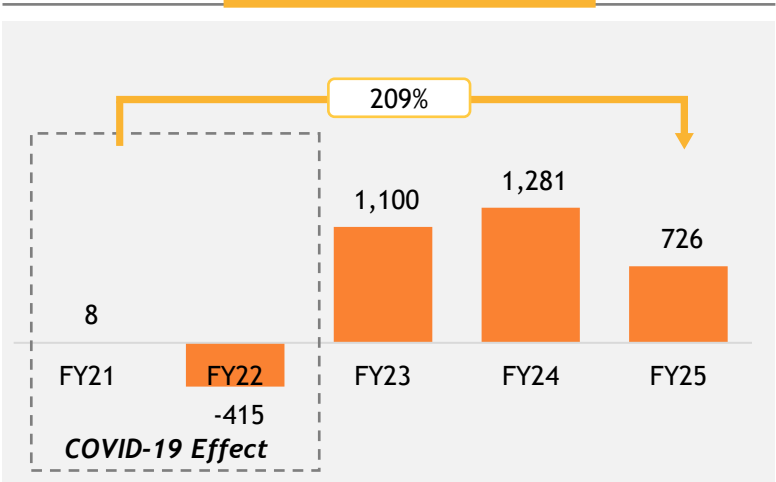
Operating Efficiency (%)



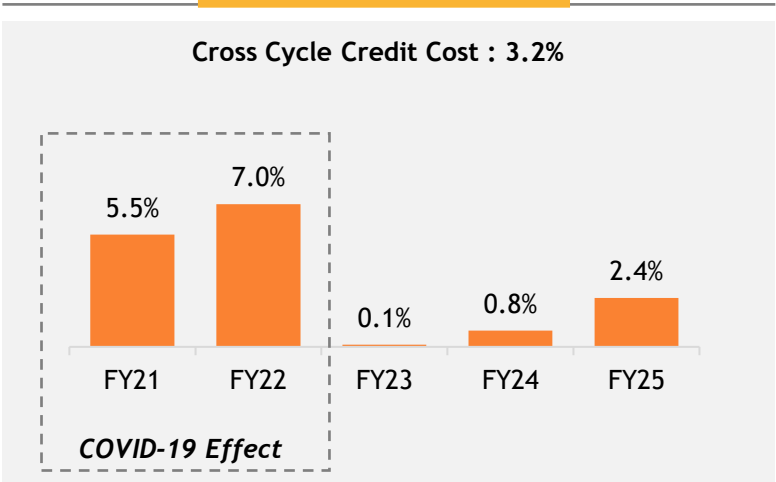
Asset Quality (%)



PAT (₹ Crore)



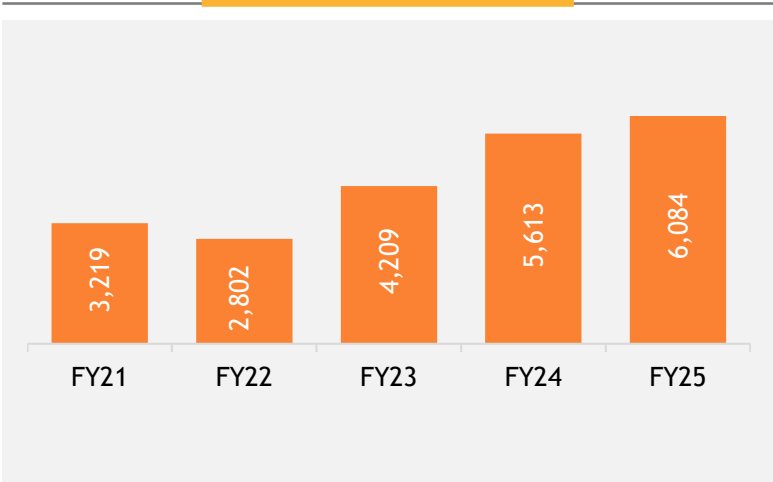
Credit Cost / Average GLB (%)



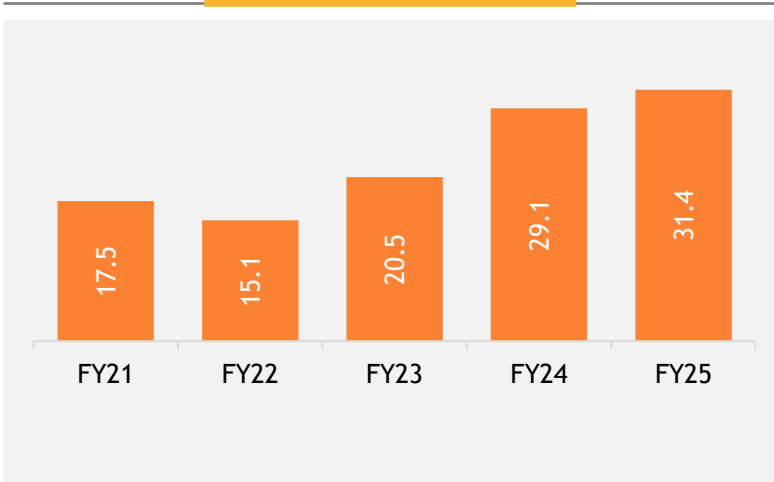
Performance Track Record (4/4)



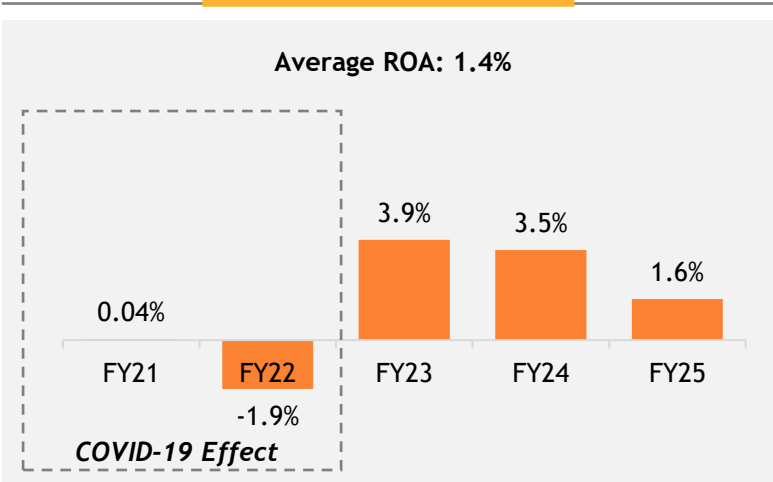
Net Worth (₹ Crore)



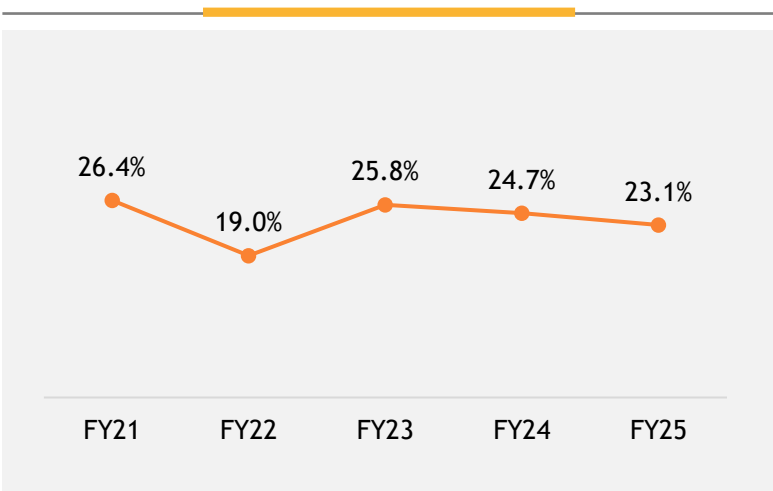
BVPS (₹)



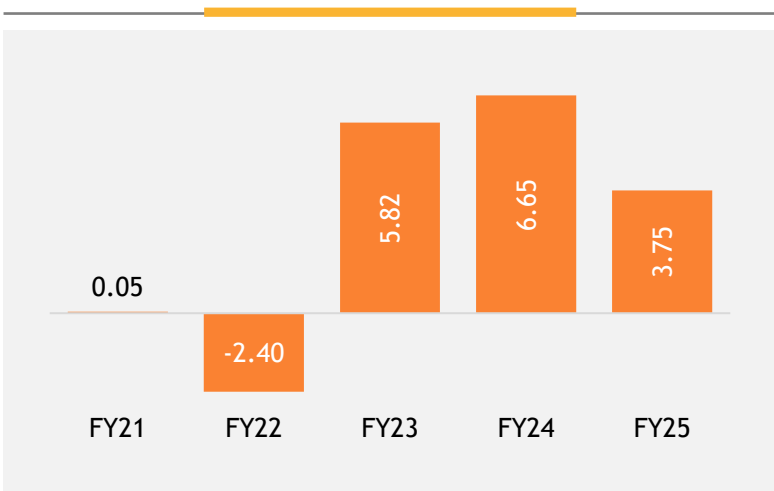
Cross Cycle RoA (%)



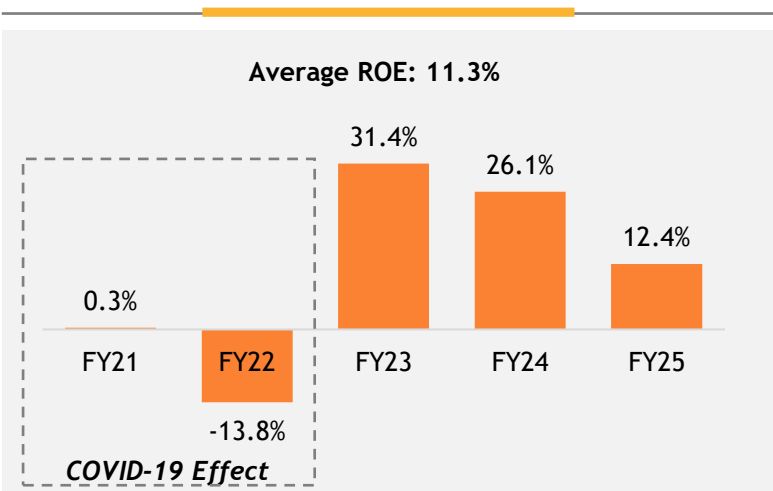
CRAR (%)



EPS (₹)



Cross Cycle RoE (%)





THANK YOU



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