

UJJIVAN/SE/2018-19/9

May 10, 2018

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 May 10, 2018 - Financial Results for the quarter and year ended March 31, 2018 and Recommendation of Dividend

Please refer to our letter dated April 30, 2018, wherein we have intimated about the convening of the meeting of the Board of Directors on May 10, 2018 to approve inter alia the Financial Results for the quarter and year ended March 31, 2018.

In connection therewith, please note that the Board in its meeting held today May 10, 2018 (meeting commenced at 12:00 Noon and concluded at 03:30 PM) has -

- 1) Approved and taken on record the unaudited financial results of the Company (standalone and consolidated) for the Quarter ended March 31, 2018 and Audited financial results (standalone and consolidated) of the Company for the financial year ending March 31, 2018

The Audited Financial Results, alongwith the Auditor's Report are enclosed herewith. Also, please find attached the press release and investor presentation for the aforesaid financial results.

We hereby declare and confirm that the Statutory Auditors of our Company M/s Price Waterhouse Chartered Accountants LLP have issued the Audit Reports on the aforesaid Standalone and Consolidated financial results for the year ended March 31, 2018 with an unmodified opinion.

- 2) Recommended a dividend at the rate of 5% i.e. Rs. 0.50 per equity share subject to the approval of the shareholders at the ensuing 14th Annual General Meeting (AGM) of the Company. The dividend, if approved by the shareholders will be paid after the AGM date within the prescribed time.

The above disclosures are being made in compliance with Regulation 30 and 33 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

Encl: as mentioned above

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

Independent Auditor's Report on the Statement of standalone financial results

1. We have audited the accompanying Statement containing the annual audited standalone financial results of Ujjivan Financial Services Limited (the "Company") for the year ended March 31, 2018 together with the notes thereon (hereinafter referred to as the "Statement"), which we have signed under reference to this report.

Management's Responsibility for the standalone financial results

2. Management is responsible for the preparation of the accompanying Statement. The Management is also responsible for the preparation of the annual statutory financial statements in accordance with the Accounting Standards specified under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 (the "accounting principles generally accepted in India"), basis which the above Statement containing the annual audited standalone financial results has been prepared. The responsibility includes the design, implementation and maintenance of internal control relevant to the preparation of the Statement that is free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

3. Our responsibility is to express an opinion on the Statement based on our audit. We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 ("the Act") and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.
4. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Statement. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as evaluating the overall presentation of the Statement.
5. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

6. In our opinion and to the best of our information and according to the explanations given to us:
(i) the Statement, together with the notes thereon are presented in the format prescribed under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and



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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)

Price Waterhouse Chartered Accountants LLP

(ii) the Annual audited standalone financial results for the year ended March 31, 2018 as set out in the Statement gives a true and fair view of the net profit and other financial information of the Company for the year ended March 31, 2018 in accordance with the accounting principles generally accepted in India.

Emphasis of Matter

7. We draw your attention to Note 5 of the Statement regarding the figures for the quarter ended March 31, 2018, which are the balancing figures between audited figures in respect of the full financial year and the published unaudited figures for the first nine months ended December 31, 2017. Our opinion is not qualified in respect of this matter.

Other Matter

8. The Company had prepared the Standalone Financial Results and standalone financial statements for the year ended March 31, 2017 in accordance with the Accounting Standards specified under Section 133 of the Companies Act, 2013, which were audited by another firm of chartered accountants, who vide their reports, both dated April 27, 2017, issued unmodified opinion on those Standalone Financial Results and standalone financial statements.
9. The Statement dealt with by this report has been prepared for the express purpose of filing with BSE Limited and National Stock Exchange of India Limited. This Statement is based on and should be read with the audited financial statements of the Company for the year ended March 31, 2018 on which we issued an unmodified audit opinion vide our report dated May 10, 2018.

Restriction on Use

10. This report is addressed to the Board of Directors of the Company and has been prepared for and only for the purposes set out in paragraph 9 above. This report should not be otherwise used by any other party for any other purpose.

For Price Waterhouse Chartered Accountants LLP
Firm Registration No: 012754N/N500016



Vivek Prasad
Partner
Membership Number: 104941

Place: Bengaluru
Date: May 10, 2018



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 Year ended March 31, 2018

(Rs in Lakhs)

Sl. No.	Particulars	Quarter ended			Year ended	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
		Unaudited	Unaudited	Unaudited	Audited	Audited
I. Continuing operations:						
1	Income from Operations	-	-	-	-	-
2	Other income	198.59	181.25	611.83	774.10	2,370.53
	Total income	198.59	181.25	611.83	774.10	2,370.53
3	Expenditure					
(i)	Employee benefits expenses	37.35	29.21	35.20	151.93	139.85
(ii)	Depreciation and amortisation expenses	0.55	0.24	-	1.15	-
(iii)	Administrative and other expenses	162.88	39.98	3.63	321.01	14.50
(iv)	Finance cost	0.06	0.02	-	1.27	-
	Total expenditure (i)+(ii)+(iii)+(iv)+(v)	200.84	69.45	38.83	475.36	154.35
4	Profit/(Loss) before tax (1+2-3)	(2.25)	111.80	573.00	298.74	2,216.18
5	Tax expense	26.86	166.38	198.32	256.84	762.44
6	Net Profit/(Loss) after tax (4-5)	(29.11)	(54.58)	374.68	41.90	1,453.74
II. Discontinued operations:						
7	Profit from discontinued operations before tax	-	-	1,365.71	-	28,268.57
8	Profit from transfer of business	-	-	1,600.00	-	1,600.00
9	Tax expense on transfer of business	-	-	369.15	-	369.15
10	Tax expense on discontinued operations	-	-	930.07	-	10,189.55
11	Net Profit from discontinued operations after tax	-	-	1,666.49	-	19,309.87
12	Net Profit/(Loss) from Total operations after tax (6+11)	(29.11)	(54.58)	2,041.17	41.90	20,763.61
13	Paid-up equity share capital (Face value of the Share is Rs.10 each)	12,086.18	12,060.83	11,937.71	12,086.18	11,937.71
14	Reserve excluding Revaluation Reserves (As per last Audited Balance Sheet)			-	163,356.71	163,584.67
15	Earnings Per Share (EPS) (of Rs.10 each) (Not Annualised):					
	Basic (Rs.)					
	(i) Continuing operations	(0.02)	(0.05)	0.31	0.03	1.24
	(ii) Discontinuing operations	-	-	1.40	-	16.51
	(iii) Total operations	(0.02)	(0.05)	1.71	0.03	17.75
	Diluted (Rs.)					
	(i) Continuing operations	(0.02)	(0.05)	0.30	0.03	1.20
	(ii) Discontinuing operations	-	-	1.35	-	15.90
	(iii) Total operations	(0.02)	(0.05)	1.65	0.03	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 Year ended March 31, 2018

Statement of Assets and Liabilities

Sl. No.	Particulars	(Rs in Lakhs)	
		As at March 31, 2018	As at March 31, 2017
		Audited	Audited
A	EQUITY AND LIABILITIES		
1	Share Holders Funds		
	(a) Share Capital	12,086.18	11,937.71
	(b) Reserves and Surplus	163,356.71	163,584.67
	Sub-total - Shareholders Funds	175,442.89	175,522.38
1.2	Share application money pending allotment	23.70	52.88
2	Non Current Liabilities		
	Sub-total - Non Current Liabilities	-	-
3	Current Liabilities		
	(a) Trade Payables	17.77	77.51
	(b) Other Current Liabilities	97.68	418.60
	(c) Short Term Provisions	9.96	669.78
	Sub-total - Current Liabilities	125.41	1,165.89
	TOTAL - EQUITY AND LIABILITIES	175,592.00	176,741.15
B	ASSETS		
1	Non Current Assets		
	(a) Fixed Assets	3.08	-
	(b) Non-current investments	164,003.78	164,003.78
	(c) Deferred tax assets (net)	3.11	3.56
	(d) Long-term loans and advances	58.83	3.17
	Sub-total - Non Current Assets	164,068.80	164,010.51
2	Current Assets		
	(a) Cash and Bank balances	11,482.53	12,707.29
	(b) Short-term loans and advances	31.33	21.72
	(c) Other current assets	9.34	1.63
	Sub-total - Current Assets	11,523.20	12,730.64
	TOTAL - ASSETS	175,592.00	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 in order to comply with 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 previous year and therefore the results of the two years are not comparable.
- The Company is a Core Investment Company. Hence, the Company's business activity falls within a single business segment i.e. investments and therefore, disclosures as per Accounting Standard 17 - Segment Reporting as prescribed under section 133 of the Companies Act, 2013 is not applicable.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 10, 2018.
- Figures of the quarter ended March 31, 2018 and March 31, 2017 are the balancing figures between the audited figures in respect of the full financial year and the published unaudited figures up to December 31 of relevant financial year which were subjected to limited review.
- The Board has recommended a dividend at the rate of 5% i.e. Rs 0.50 per equity share for the FY 2017-18 subject to the approval of the shareholders at the ensuing 14th Annual General Meeting (AGM).
- The Statutory Audit has been carried out for the year ended March 31, 2018.
- EPS for the quarter is not annualised.
- The Company has followed the same significant accounting policies in the preparation of these financial results as those followed in the annual financial statements for the year ended March 31, 2018.



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 Year ended March 31, 2018

10 Details of Total Income and Expenditure from Operations:

(Rs in Lakhs)

Sl. No.	Particulars	Quarter ended			Year ended	
		March 31, 2018	December 31, 2017	March 31, 2017	March 31, 2018	March 31, 2017
		Unaudited	Unaudited	Unaudited	Audited	Audited
1	Income from Operations:					
(i)	Income from Continuing operations	198.59	181.25	611.83	774.10	2,370.53
(ii)	Income from Discontinued operations	-	-	-	-	116,382.39
	Total Income from Operations (i)+(ii)	198.59	181.25	611.83	774.10	118,752.92
2	Expenses (Including Tax)					
(i)	Expenses of Continuing operations	227.70	235.83	237.15	732.20	916.79
(ii)	Expenses of Discontinued operations	-	-	(1,666.49)	-	97,072.52
	Total expenses (Including Tax) (i)+(ii)	227.70	235.83	(1,429.34)	732.20	97,989.31
3	Net Profit after Tax					
(i)	Net Profit/(Loss) from Continuing operations	(29.11)	(54.58)	374.68	41.90	1,453.74
(ii)	Net profit from Discontinued operations	-	-	1,666.49	-	19,309.87
	Net Profit/(Loss) from Total operations after tax (1)-(2)	(29.11)	(54.58)	2,041.17	41.90	20,763.61

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

For Ujjivan Financial Services Limited

Place: Bengaluru
Date: May 10, 2018

Sudha
Sudha Suresh
Managing Director and CEO
DIN:06480567



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

Independent Auditor's Report on the Statement of consolidated financial results

1. We have audited the accompanying Statement containing the annual audited consolidated financial results of Ujjivan Financial Services Limited ("hereinafter referred to as the Holding Company") and its subsidiary (the Holding Company and its subsidiary together referred to as "the Group"); (refer Note 1 to the consolidated financial statements) for the year ended March 31, 2018 together with the notes thereon (hereinafter referred to as the "Statement"), which we have signed under reference to this report.

Management's Responsibility for the consolidated financial results

2. Management of the Holding Company is responsible for the preparation of the accompanying Statement. The Management is also responsible for the preparation of the annual statutory consolidated financial statements in accordance with the Accounting Standards specified under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 (the "accounting principles generally accepted in India"), basis which the above Statement containing the annual audited consolidated financial results has been prepared. The responsibility includes the design, implementation and maintenance of internal control relevant to the preparation of the Statement that is free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

3. Our responsibility is to express an opinion on the Statement based on our audit. We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 ("the Act") and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.
4. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Statement. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the Statement in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as evaluating the overall presentation of the Statement.
5. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

6. In our opinion and to the best of our information and according to the explanations given to us:
 - (i) the Statement, together with the notes thereon are presented in the format prescribed under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and



Price Waterhouse Chartered Accountants LLP, 5th Floor, Tower 'D', The Millenia, 1 & 2 Murphy Road, Ulsoor
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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/NS00016 (ICAI registration number before conversion was 012754N)

Price Waterhouse Chartered Accountants LLP

(ii) the Annual audited consolidated financial results for the year ended March 31, 2018 as set out in the Statement gives a true and fair view of the net profit and other financial information of the Group, for the year ended March 31, 2018 in accordance with the accounting principles generally accepted in India.

Emphasis of Matter

7. We draw your attention to Note 3 of the Statement regarding the figures for the quarter ended March 31, 2018, which are the balancing figures between audited figures in respect of the full financial year and the published unaudited figures for the first nine months ended December 31, 2017. Our opinion is not qualified in respect of this matter.

Other Matter

8. The Holding Company had prepared the consolidated Financial Results and consolidated financial statements for the year ended March 31, 2017 in accordance with the Accounting Standards specified under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014, which were audited by another firm of chartered accountants, who vide their reports, both dated April 27, 2017, issued unmodified opinion on those consolidated Financial Results and consolidated financial statements.
9. The Statement dealt with by this report has been prepared for the express purpose of filing with BSE Limited and National Stock Exchange of India Limited. This Statement is based on and should be read with the audited consolidated financial statements of the Group for the year ended March 31, 2018 on which we issued an unmodified audit opinion vide our report dated May 10, 2018.

Restriction on Use

10. This report is addressed to the Board of Directors of the Holding Company and has been prepared for and only for the purposes set out in paragraph 9 above. This report should not be otherwise used by any other party for any other purpose.

For Price Waterhouse Chartered Accountants LLP
Firm Registration No. 012745N/N500016



Vivek Prasad
Partner
Membership No. 104941

Place: Bengaluru
Date: May 10, 2018



Statement of Consolidated Financial Results for the Quarter and Year ended March 31, 2018

Sl. No.	Particulars	Consolidated Financial Results (Rs in lakhs)				
		Quarter ended			Year ended	
		March 31,2018	December 31,2017	March 31, 2017	March 31,2018	March 31, 2017
		Unaudited	Unaudited	Unaudited	Audited	Audited
1	Income from Operations	42,262.38	35,805.63	31,453.44	144,335.62	134,937.35
2	Other income	3,828.09	2,607.20	2,546.33	13,833.93	4,825.04
	Total Income	46,090.47	38,412.83	33,999.77	158,169.55	139,762.39
3	Expenses:					
(i)	Employee benefits expenses	9,577.00	9,312.07	7,654.38	36,644.91	27,161.56
(ii)	Depreciation and amortisation expenses	1,227.96	1,114.01	513.38	4,138.47	1,263.10
(iii)	Administrative and other expenses	6,696.93	6,316.27	5,484.60	24,632.33	17,380.03
(iv)	Finance cost	15,332.12	14,135.50	16,169.65	60,489.88	54,272.22
(v)	Provision / write off for receivables under financing activity	3,470.86	2,869.37	717.07	31,080.55	7,511.62
	Total expenditure (i)+(ii)+(iii)+(iv)+(v)	36,304.87	33,747.22	30,539.08	156,986.14	107,588.53
4	Profit/(Loss) from ordinary activities before tax (1+2-3)	9,785.60	4,665.61	3,460.69	1,183.41	32,173.86
5	Tax expense	3,299.83	1,733.96	1,525.63	455.26	11,406.75
6	Net Profit/(Loss) from ordinary activities after tax (4-5)	6,485.77	2,931.65	1,935.06	728.15	20,767.11
7	Paid-up equity share capital (Face value of the Share is Rs.10)	12,086.18	12,060.83	11,937.71	12,086.18	11,937.71
8	Reserve excluding Revaluation Reserves	-	-	-	164,046.47	163,588.18
9	Earnings Per Share (EPS) (of Rs. 10 each)(Not annualised):					
	Basic (Rs.)	5.37	2.44	1.62	0.61	17.76
	Diluted (Rs.)	5.36	2.43	1.56	0.61	17.10

Statement of Assets and Liabilities

Sl. No.	Particulars	(Rs in Lakhs)	
		Audited	Audited
		As at March 31, 2018	As at March 31, 2017
A	EQUITY AND LIABILITIES		
1	Share Holders Funds		
(a)	Share Capital	12,086.18	11,937.71
(b)	Reserves and Surplus	164,046.47	163,588.18
	Sub-total - Shareholders Funds	176,132.65	175,525.89
1	Share application money pending allotment	23.70	52.88
2	Non Current Liabilities		
(a)	Long-Term Borrowings	146,609.00	283,907.56
(b)	Other non-current liabilities	24,434.25	597.64
(c)	Long term Provisions	25,082.40	5,118.67
	Sub-total - Non Current Liabilities	196,125.65	289,623.87
3	Current Liabilities		
(a)	Short Term Borrowings	219,124.51	-
(b)	Trade Payables	2,526.88	1,401.30
(c)	Other Current Liabilities	383,953.99	371,299.66
(d)	Short Term Provisions	3,500.02	9,955.51
	Sub-total - Current Liabilities	609,105.40	382,656.47
	TOTAL - EQUITY AND LIABILITIES	981,387.40	847,859.11
B	ASSETS		
1	Non Current Assets		
(a)	Fixed Assets	19,837.56	13,976.86
(b)	Non-current investments	54,598.42	35,727.19
(c)	Deferred tax assets (net)	7,630.11	4,696.97
(d)	Long-term loans and advances	3,197.27	2,198.37
(e)	Receivables under financing activity	245,513.51	158,907.36
(f)	Other non-current assets	1,595.61	2,981.93
	Sub-total - Non Current Assets	332,372.48	218,488.68
2	Current Assets		
(a)	Current investments	68,649.57	108,940.61
(b)	Receivables under financing activity	509,684.52	428,208.68
(c)	Cash and Bank balances	59,370.43	76,007.51
(d)	Short-term loans and advances	2,628.89	8,393.28
(e)	Other current assets	8,681.51	7,820.35
	Sub-total - Current Assets	649,014.92	629,370.43
	TOTAL - ASSETS	981,387.40	847,859.11



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 Consolidated Financial Results for the Quarter and Year ended March 31, 2018

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. The Company is now classified as NBFC-ND-SI-CIC as per RBI Directions and has surrendered the NBFC-MFI Certificate as advised by RBI. The above conversion was done in order 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 The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 10, 2018.
- 3 Figures of the quarter ended March 31, 2018 and March 31, 2017 are the balancing figures between the audited figures in respect of the full financial year and the published unaudited figures up to December 31 of relevant financial year which were subjected to limited review.
- 4 The Statutory Audit has been carried out for the year ended March 31, 2018.
- 5 The Board has recommended a dividend at the rate of 5% i.e, Rs 0.50 per equity share for the FY 2017-18 subject to the approval of the shareholders at the ensuing 14th Annual General Meeting(AGM).
- 6 The Group 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 March 31, 2018.
- 7 The Group's business segment is primarily in Micro and Retail Financing. The operation of the Company is confined within India.

Segment wise revenue and results:	Quarter ended			Year ended	Year ended
	March 31,2018	December 31,2017	March 31, 2017	March 31,2018	March 31, 2017
Particulars					
Segment revenue					
Treasury	3,283.24	2,088.25	1,971.92	12,059.40	1,971.92
Micro and Retail financing	42,777.88	36,266.10	31,416.02	145,945.14	135,419.93
Total	46,061.12	38,354.35	33,387.94	158,004.54	137,391.85
Segment results					
Treasury	765.31	(38.78)	1,971.92	2,126.46	1,971.92
Micro and Retail financing	12,231.56	5,979.99	1,429.15	5,561.55	29,248.86
Total	12,996.87	5,941.21	3,401.07	7,688.01	31,220.78
Unallocated:					
Income	219.48	2.08	611.83	298.74	2,370.54
Expenses	(3,430.74)	(1,277.69)	(552.22)	(6,803.34)	(1,417.46)
Tax (expense)/income (including deferred tax)	(3,299.84)	(1,733.95)	(1,525.63)	(455.26)	(11,406.75)
Net Profit/(Loss)	6,485.77	2,931.65	1,935.05	728.15	20,767.11

Segment wise assets and liabilities:	Year ended	Year ended
	March 31, 2018	March 31, 2017
Particulars		
Segment assets		
Treasury	165,483.86	216,840.80
Micro and Retail financing	796,531.72	612,024.29
Unallocated assets*	19,371.82	18,994.01
Total assets	981,387.40	847,859.10
Segment liabilities		
Treasury	165,483.86	216,840.80
Micro and Retail financing*	639,639.05	452,649.36
Unallocated liabilities	131.84	2,843.05
Total liabilities	805,254.75	672,333.21

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

*Including inter-segment assets/liabilities.

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

For Ujjivan Financial Services Limited

Place: Bengaluru
Date: May 10, 2018

Sudha
Sudha Suresh
Managing Director and CEO
DIN:06480567





Press Release

Disbursement at highest ever quarterly levels ₹2,262 crores; reduction in NNPA to 0.7%; board recommends dividend of 5%

**Portfolio grew 18.5% y-o-y to ₹7,560 crores, NIM at 10.6% for FY18
Collection Efficiency of 99.6% on loans disbursed since Jan' 17**

Bengaluru, May 10, 2018: 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 and year ended March 31, 2018.

Summary of Business Performance – Q4 FY 2017-18:

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

- ❖ Loan Book at ₹7,560 crore; growth of 6.5% over Q3-FY18 and an increase of 18.5% over Q4-FY17
- ❖ Disbursement for Q4-FY18 at ₹2,262 crore; an increase of 6.0% over Q3-FY18 and an increase of 60.8% over Q4-FY17. Disbursement for FY 2017-18 at ₹8,052 crore; an increase of 12.9% over FY 2016-17
- ❖ 7.6 lakh new borrowers added during this fiscal year and 2.2 lakh new borrowers in Q4-FY18
- ❖ Out of 464 branch network, 187 are full service banking outlets including 47 banking outlets in Unbanked Rural Centres (URCs), complying with the RBI prescribed norm of 25% URCs
- ❖ Secured portfolio increased to ₹406.4 crore in Q4-FY18 and now constitutes 5.4% to the portfolio
- ❖ New business from January 2017 is at 99.6% collection efficiency and constitutes 86% of the portfolio
- ❖ GNPA at 3.6% and NNPA at 0.7% in Q4-FY18 against 4.2% and 1.0% respectively in Q3-FY18
- ❖ Prudential write off of ₹177 crore in FY18 (covered by provisions), Provision Coverage Ratio at 81.5%
- ❖ Overall PAR reduced by ₹346 crore during FY18, PAR >0 stands at 4.0% and PAR>90 at 3.6% as of Mar'18
- ❖ Deposit base at ₹3,772 crore in Q4-FY18 as against ₹2,437 crore in Q3-FY18

Mr. Samit Ghosh, MD & CEO, Ujjivan Small Finance Bank said, "FY 2018 has been a fruitful year for Ujjivan with the completion of our first year of banking operations, despite the significant challenges we faced due to demonetisation. Our portfolio grew by 18.5% y-o-y with significant growth coming from non-MFI portfolio. The loans disbursed since January 2017 show an impressive collection efficiency of 99.6% and hence fresh delinquencies have been contained. We repaid majority of legacy borrowings and raised a deposit base of ₹3,772 crore. In the coming year, our focus is on building a strong retail deposit base and extending the reach of brand Ujjivan. We look forward to convert existing asset centres to full-fledged banking outlets and expect to have 475 banking outlets by March 2019. On the asset side, we expect MFI portfolio to grow steadily and the non-MFI portfolio to witness rapid growth. We, as an organisation, are undergoing multiple changes in terms of structure and employee training to equip ourselves better to establish Ujjivan as best in class mass market bank."

Commenting on the performance of the company **Ms. Sudha Suresh, MD & CEO, Ujjivan Financial Services** said, "This quarter we have clocked the highest ever quarterly disbursement of ₹2,262 crore and closed the year with an overall portfolio of ₹7,560 crore. GNPA has reduced significantly from 4.2% in December 2017 to 3.6% in March 2018 and NNPA stands at 0.7%. Cost of funds has significantly reduced from 10.4% in FY17 to 9.0% in FY18 as we repaid a significant portion of high cost legacy borrowings by raising deposits at competitive prices. As on March 2018, we have rolled-out 187 full service banking outlets spread across 20 states including 47 banking outlets in URCs to expand our reach to unserved and under-served in the rural areas. We are expanding our product portfolio to suit the banking needs of retail customers, supported by an extensive marketing outreach for the bank. In all, we have built a strong foundation to take on the next phase of growth in the coming years. The board has recommended an equity dividend of 5%."

Summary of Financial Performance – Q4 FY 2017-18:

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

- ❖ Net Profit of ₹64.9 crore in Q4-FY18, an increase of 121.2% over Q3-FY18 and an increase of 235.2% over Q4-FY17
- ❖ Total Income of ₹460.9 crore in Q4-FY18, an increase of 20.0% over Q3-FY18 and an increase of 35.6% over Q4-FY17
- ❖ Net Interest Income of ₹210.9 crore in Q4-FY18, an increase of 7.7% over Q3-FY18 and an increase of 64.4% over Q4-FY17
- ❖ Net Interest Margin at 11.6% in Q4-FY18, a decrease from 11.8% in Q3-FY18 and an increase from 8.6% in Q4-FY17
- ❖ Cost to Income ratio at 57.0% in Q4-FY18, a decrease from 69.0% in Q3-FY18 and a decrease from 76.7% in Q4-FY17
- ❖ ROA at 2.8% and ROE at 15.0% for Q4-FY18 against 1.3% and 7.0% respectively for Q3-FY18

Summary of Financial Performance – FY 2017-18:

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

- ❖ Net Profit of ₹7.3 crore in FY 2017-18, decrease from ₹207.7 crore in FY 2016-17 predominantly due to credit provisioning. Diluted EPS at ₹0.6 for FY 2017-18 against ₹17.1 in FY 2016-17
- ❖ Total Income of ₹1,581.7 crore in FY 2017-18, an increase of 13.2% over FY 2016-17
- ❖ Net Interest Income of ₹709.5 crore in FY 2017-18, an increase of 1.8% over FY 2016-17
- ❖ Net Interest Margin at 10.6% in FY 2017-18, a decrease from 12.6% in FY 2016-17
- ❖ Cost to Income ratio at 67.1% in FY 2017-18, an increase from 53.8% in FY 2016-17
- ❖ ROA at 0.1% and ROE at 0.4% for FY 2017-18 against 2.9% and 14.1% respectively in FY 2016-17
- ❖ The board has recommended a dividend at the rate of 5% for the FY 2017-18

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 Small Finance Bank serves over 37.1 lakh active customers through 464 branches and 11,242 employees spread across 209 districts and 24 states in India. Its Gross Loan Book stands at ₹7,560 crore and it has over 187 full-service banking outlets with a deposit base of ₹3,772 crore as of March 31, 2018.

Ujjivan Financial Services Ltd. has a robust CSR Initiative in operation in collaboration with Parinaam Foundation and Piramal Foundation. These include a range of services in the areas of health & sanitation, education and financial literacy programs. Many community development programs under the head “Chote Kadam” have been initiated with the support of Parinaam Foundation.

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.

For further information, please contact:










Ujjivan Financial Services Limited	
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Investor Presentation

Q4 FY 2017-18 / FY 2017-18

May 2018

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Contents

Performance Highlights - UFSL and USFB



Business Performance Overview



Liabilities Profile



Financial Performance Overview - Consolidated

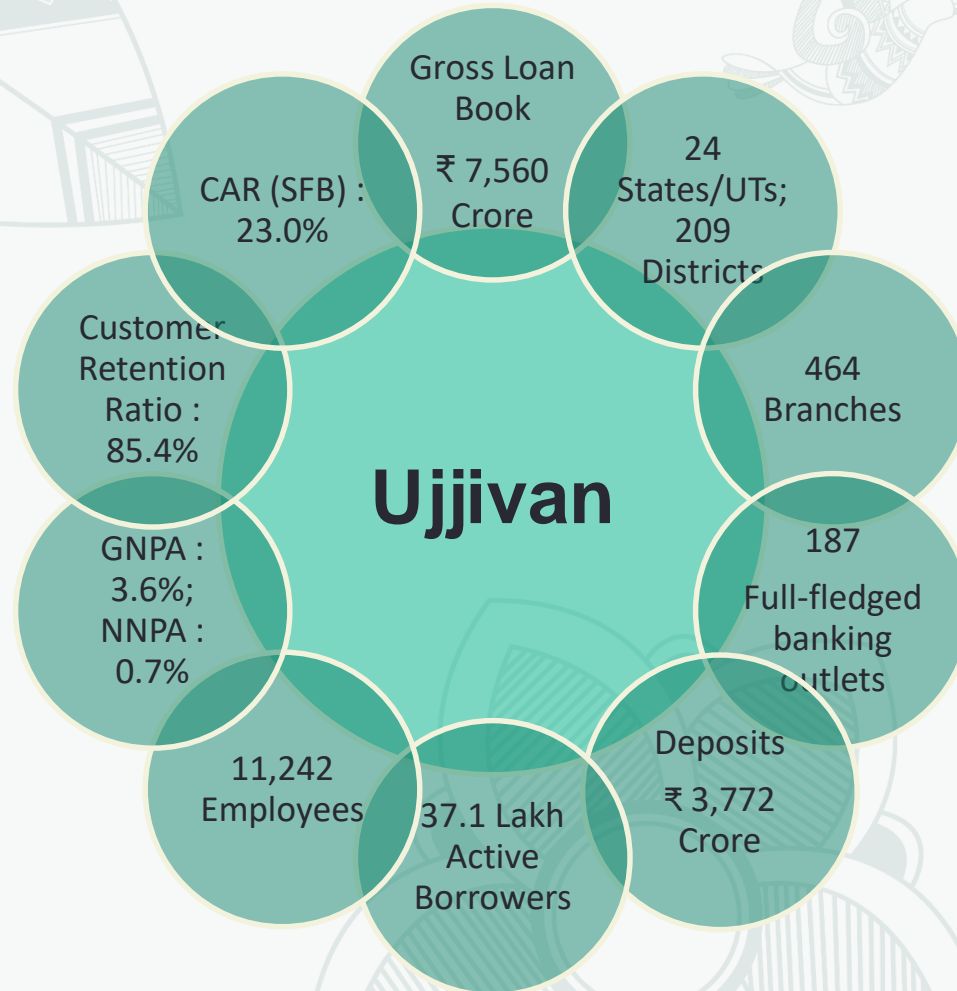


Financial Performance Overview - Ujjivan SFB



Performance Highlights – UFSL and USFB

Performance Highlight



FY 2017-18: One year of banking operations



Launch of Banking Services

- Phased launch with 187 banking outlets including 47 URCS
- Stabilization of systems, processes and policies
- Getting scheduled bank status
- Building Deposit and TASC team

Managing Demonetization and asset business

- Stabilization of portfolio quality
- PAR>0 at 4% against 10% as of Mar'17
- MFI portfolio witnessing steady growth; MSE & Affordable Housing witnessing rapid growth
- Growth of non-MFI portfolio to 7.3% from 2.4% in March'17

Developing Deposit business

- Build up and mobilization of deposits ~ ₹ 3,772 crore
- Mobilized institutional deposits and CDs to retire high cost legacy borrowings (64% legacy borrowing repaid)
- Reduction in cost of funds from 10.4% in Mar'17 to 9.0% in Mar'18

Building brand Ujjivan

- Establish Ujjivan as a Bank of choice amongst target audience
- Drive quality acquisitions through segment-based communications

- Product Communication and awareness thrusts on liabilities, MSE, Housing, MFI & Rural business



- Catchment Area Awareness & Micro Marketing Activities for lead generation and conversions

- Mass media agents being leveraged to build superior brand imagery & recall
- TV, Print, Cinema, Radio, Outdoor, Digital

Business and Operational Highlights



- Loan Book at ₹7,560 crore; growth of 6.5% over Q3-FY18 and an increase of 18.5% over Q4-FY17
- Disbursement for Q4-FY18 at ₹2,262 crore; an increase of 6.0% over Q3-FY18 and an increase of 60.8% over Q4-FY17
- Disbursement for FY 2017-18 at ₹8,052 crore; an increase of 12.9% over FY 2016-17
- 7.6 lakh new borrowers added during this fiscal year and 2.2 lakh new borrowers in Q4-FY18
- Out of 464 branch network, 187 are full service banking outlets including 47 banking outlets in Unbanked Rural Centres (URCs), complying with the RBI prescribed norm of 25% URCs
- Secured portfolio increased to ₹406.4 crore in Q4-FY18 and now constitutes 5.4% to the portfolio
- New business from January 2017 is at 99.6% collection efficiency and constitutes 86% of the portfolio
- GNPA at 3.6% and NNPA at 0.7% in Q4-FY18 against 4.2% and 1.0% respectively in Q3-FY18
- Prudential write off of ₹177 crore in FY18 (covered by provisions)
- Provision Coverage Ratio at 81.5%
- Overall PAR reduced by ₹346 crore during FY18, PAR >0 stands at 4.0% and PAR>90 at 3.6% as of Mar'18

Financial Highlights for Q4-FY18 – Consolidated



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

- Total Income of ₹460.9 crore in Q4-FY18, an increase of 20.0% over Q3-FY18 and an increase of 35.6% over Q4-FY17
- Net Interest Income of ₹210.9 crore in Q4-FY18, an increase of 7.7% over Q3-FY18 and an increase of 64.4% over Q4-FY17
- Net Interest Margin at 11.6% in Q4-FY18, a decrease from 11.8% in Q3-FY18 and an increase from 8.6% in Q4-FY17
- Cost to Income ratio at 57.0% in Q4-FY18, a decrease from 69.0% in Q3-FY18 and a decrease from 76.7% in Q4-FY17
- Net Profit of ₹64.9 crore in Q4-FY18, an increase of 121.2% over Q3-FY18 and an increase of 235.2% over Q4-FY17
- ROA at 2.8% and ROE at 15.0% for Q4-FY18 against 1.3% and 7.0% respectively for Q3-FY18

Financial Highlights for FY18— Consolidated

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

- Total Income of ₹1,581.7 crore in FY 2017-18, an increase of 13.2% over FY 2016-17
- Net Interest Income of ₹709.5 crore in FY 2017-18, an increase of 1.8% over FY 2016-17
- Net Interest Margin at 10.6% in FY 2017-18, a decrease from 12.6% in FY 2016-17
- Cost to Income ratio at 67.1% in FY 2017-18, an increase from 53.8% in FY 2016-17
- Total credit costs for FY 2017-18 at ₹310.8 crore (4% of portfolio)
- Net Profit of ₹7.3 crore in FY 2017-18, decrease from ₹207.7 crore in FY 2016-17 predominantly due to credit provisioning
- Diluted EPS at ₹0.6 for FY 2017-18 against ₹17.1 in FY 2016-17
- ROA at 0.1% and ROE at 0.4% for FY 2017-18 against 2.9% and 14.1% respectively in FY 2016-17

The board has recommended a dividend at the rate of 5% for the FY 2017-18

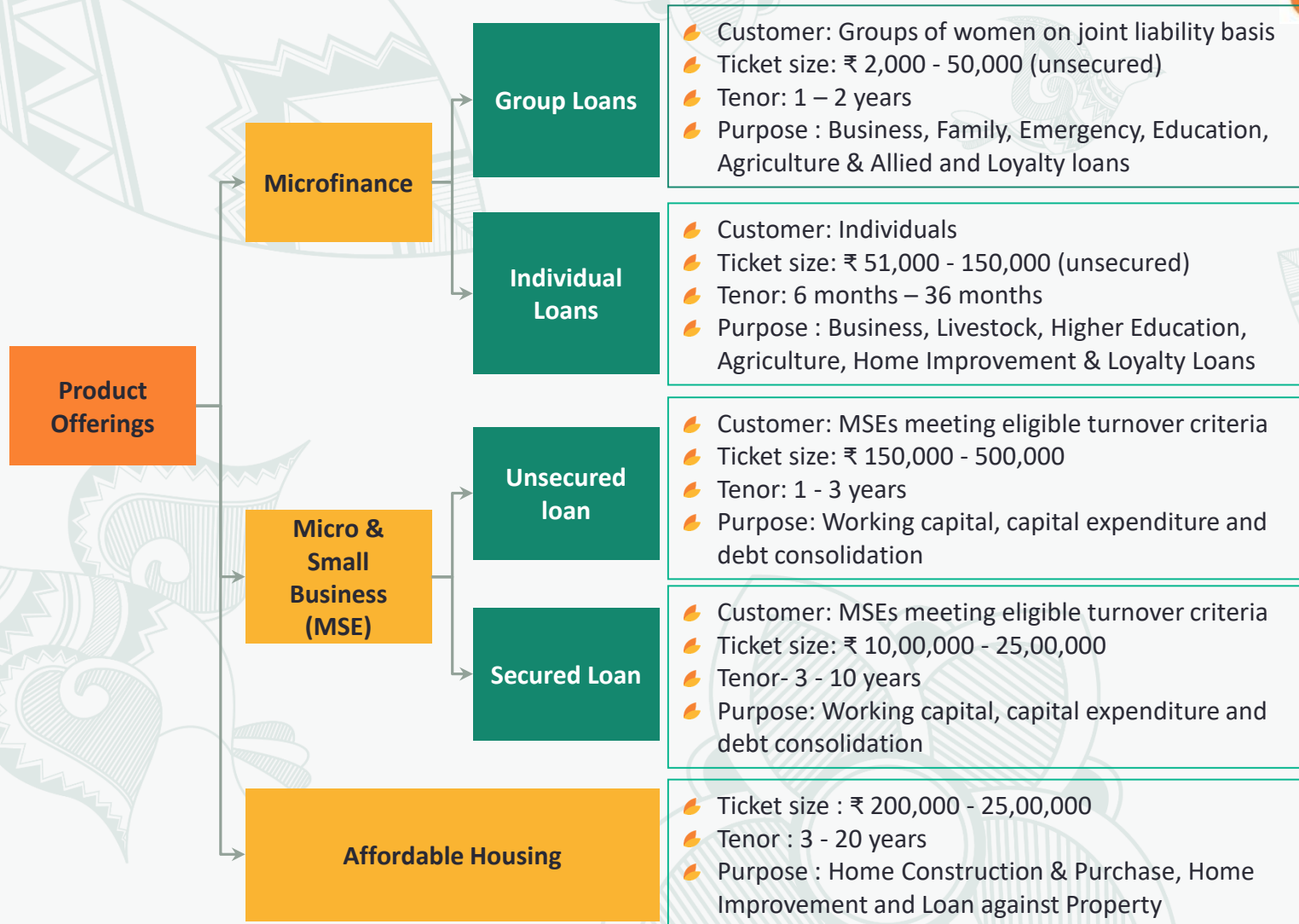
Financial Highlights – Ujjivan SFB



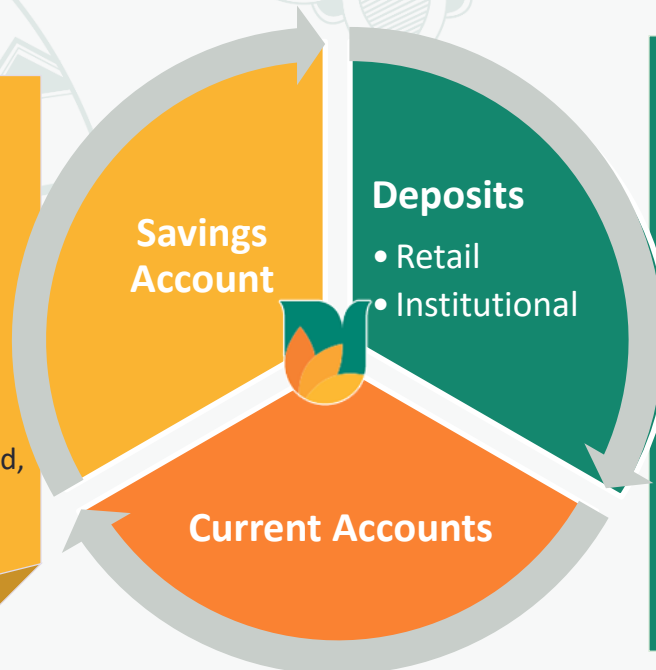
- NII of ₹857.3 crore in FY-18 ; ₹271.2 crore in Q4-FY18 with an increase of 24.8% over Q3-FY18
- NIM at 10.3% in FY-18; 12.8% in Q4-FY18 against 11.1% in Q3-FY18
- Operating Expense Ratio at 9.7% in FY-18; 9.5% in Q4-FY18 against 10.0% in Q3-FY18
- Cost to Income Ratio at 67.1% in FY-18; 56.6% in Q4-FY18 against 69.2% in Q3-FY18
- Deposit base of ₹3,772 crore in Q4-FY18 against ₹2,437 crore in Q3-FY18, Deposit base includes ₹2,166 Crore of certificate of deposits
- Cost of funds is reduced to 9.0% from 10.4% in FY17 and 9.3% in Q3-FY18
- Deposits constitute 50% of Advances in Q4-FY18 against 36% in Q3-FY18
- Deposits contribute 49% to total funding in Q4-FY18 against 35% in Q3-FY18
- CASA at 3.7%, Retail to Total Deposit at 11.3% as of Q4-FY18

Ujjivan SFB Business

Asset Offerings



Liability Offerings Update



- No minimum deposit charges, no minimum balance requirement
- Unlimited free transactions at Ujjivan SFB ATMs
- Product for Senior Citizen launched on 11th Dec; provided free lifetime debit card
- Pilot Launch of Salary Savings account at 6 locations: Ahmedabad, Bangalore, Baroda, Delhi, Pune, Surat
- Interest rate : 4%

Deposits

- Retail
- Institutional

- Attractive Entry Level - ₹ 1000 for FD and ₹ 100 for RD
- No penalty upon premature and partial withdrawal after 6 months
- Processing through branch, centre meetings, mobile and internet banking
- Interest rate of 5.5% - 8%, additional interest rate of 0.5% for senior citizens

TAX SAVER FIXED DEPOSIT (launched 8th Jan'17)

- Avail tax exemption under Section 80C of Income Tax Act, 1961
- Min Rs 1000 and Max of Rs 1,50,000 with monthly/quarterly interest pay out

- Free cash deposits across all Ujjivan branches upto 10 times of the previous month's average balance
- Electronic fund transfer and unlimited free ATM transactions at Ujjivan ATMs

Fee Based Products (Third Party Insurance products)

- Partnered with Bajaj Allianz Life Insurance Co Ltd, HDFC Standard Life Insurance Co Ltd, Aditya Birla Sun Life Insurance Co Ltd to cover our Loan Borrowers.
- Pilot Launched in 42 Bank Branches with 15 Individual Insurance Products targeted at existing and new to Bank customers.
- Product and process finalization with Bajaj Allianz General Insurance for insuring the property mortgaged

Easy and Convenient Banking

Modes to facilitate banking



Paperless / Cashless

- Quick and simple account opening / processes without forms
- Encourage use of cashless transactions



Assisted banking

- Educate and assist people to use different banking channels
- Bank staff to assist customers till they are able to use channels independently

Key channels



Branch

- All current branches to convert into bank branches
- Additional URCs to be opened



ATMs

- All branches to have ATMs
- ATMs with biometric and security pin access



Internet/ Mobile

- Pay bills, transfer funds, etc.
- Instant banking, easy to monitor
- Additional facilities – registration, generation/change of password



Phone

- 24x7 helpline; No lengthy IVRs
- Access to account related info, request for services, handle complaints, grievances



Missed call / SMS

- Simple short codes for quick requests / enquiries
- Balance and mini-statement through missed call on specified numbers



Doorstep

- Mobile ATMs carried to centre meetings held in neighbourhoods
- Deposits / withdrawals and other transactions

Why will people save with Ujjivan

Treat customers with RESPECT and provide courteous service

Ease of access through multiple channels

Brand franchise - Leverage on existing customer base

Employees from local community to serve as brand ambassadors

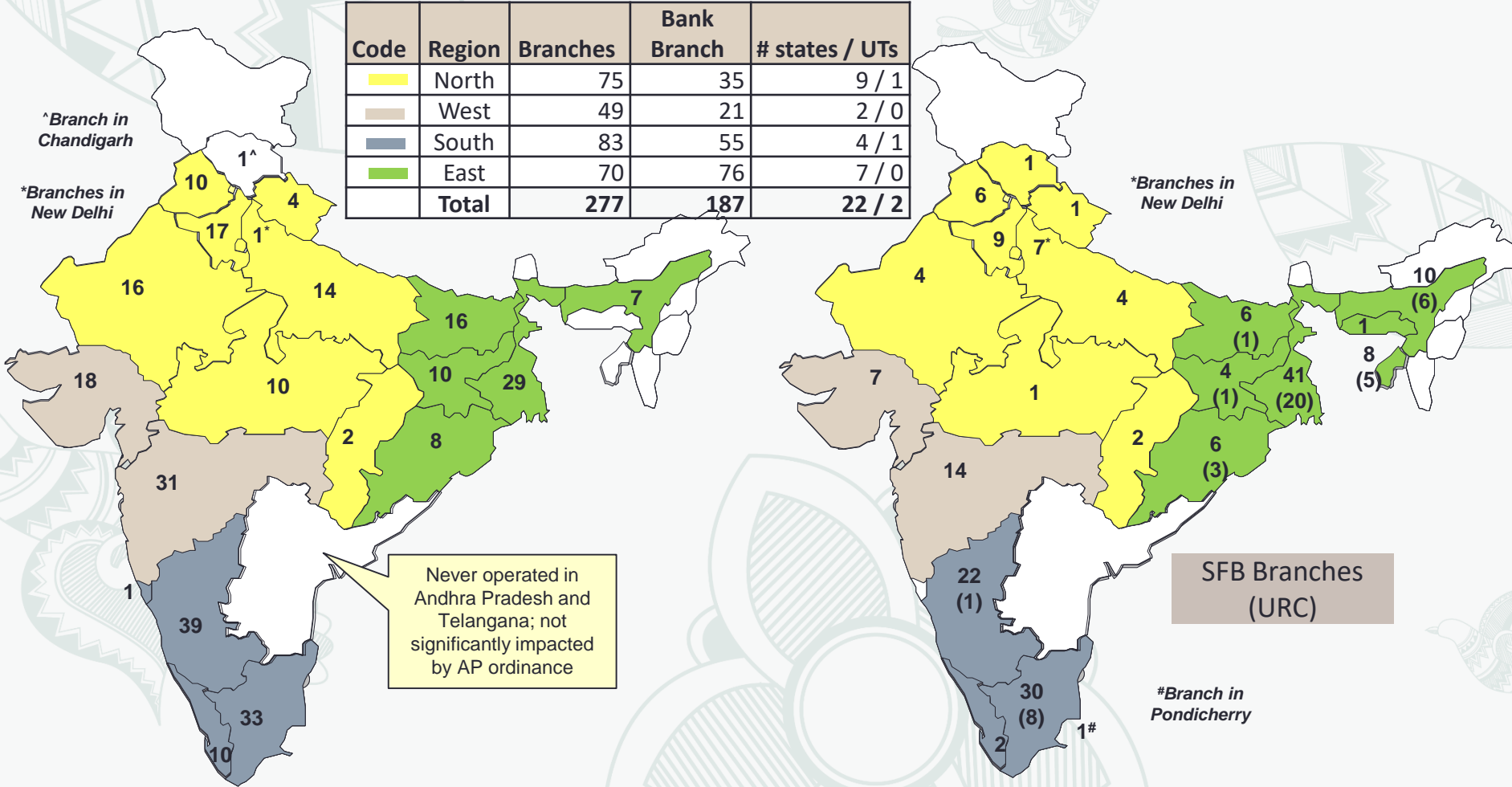
Wide Geographical Distribution



State wise Branch Mix

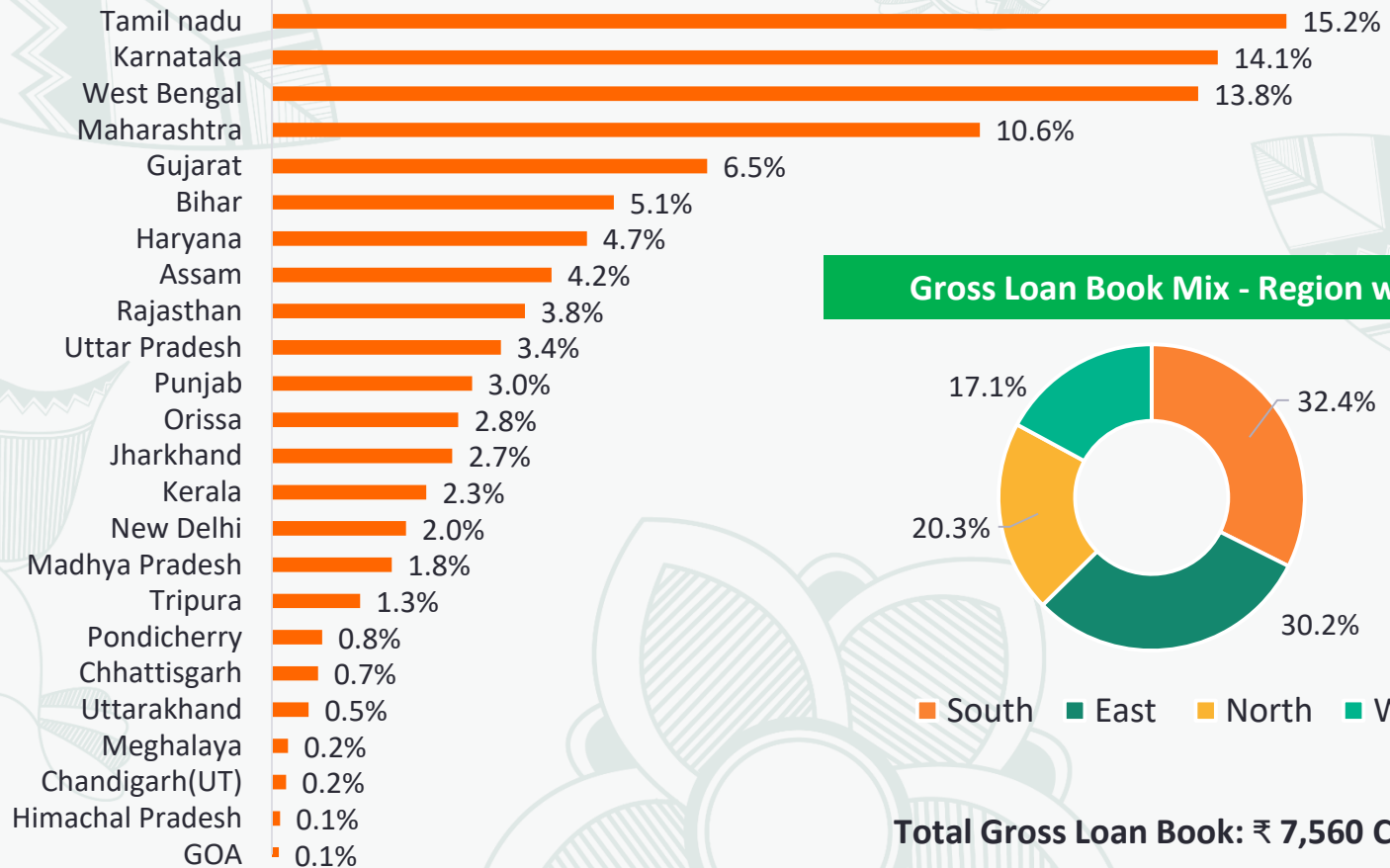
Code	Region	Branches	Bank Branch	# states / UTs
Yellow	North	75	35	9 / 1
Brown	West	49	21	2 / 0
Blue	South	83	55	4 / 1
Green	East	70	76	7 / 0
	Total	277	187	22 / 2

State wise Full-fledged Bank Branches



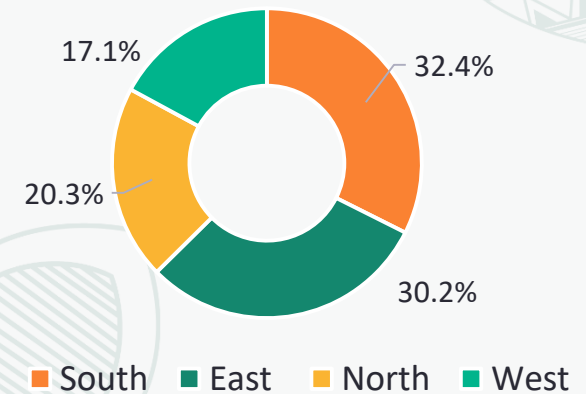
Diversified Portfolio Mix

State wise Portfolio Mix (%) – Q4 FY2017-18



Highly diversified with no state accounting for more than 16% of overall portfolio

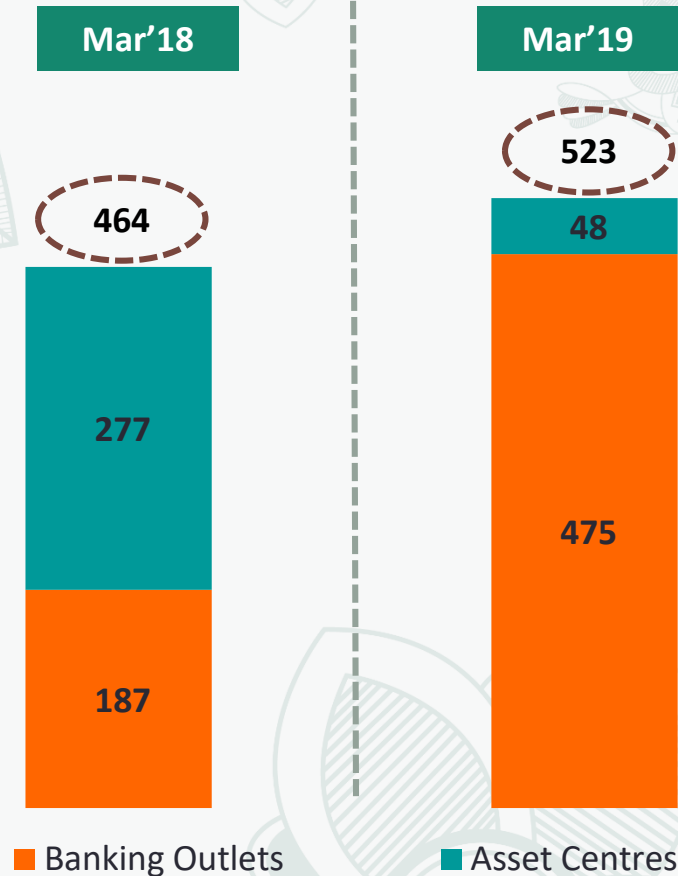
Gross Loan Book Mix - Region wise



Total Gross Loan Book: ₹ 7,560 Crore

Banking Outlets Roll out

- Added 66 banking outlets in Q4-FY18 taking the toll of SFB branches to 187 across 20 states
- SFB branches comprises of 47 banking outlets in Unbanked Rural Centres (URCs)
- Out of total URCs opened, 7 are operating as Business Correspondents (BCs) in West Bengal and the remaining 40 are 'brick and mortar' banking outlets



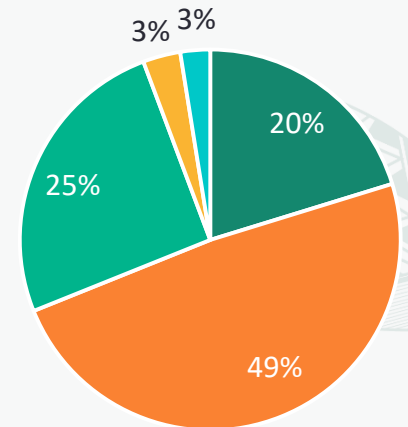
- 288 additional banking outlets to be rolled out in FY-19
- Conversion of 221 of existing branches
- 8 new branches in Chennai, Gurugram, Noida, Mumbai and Kolkata
- 59 new URCs in West Bengal, Bihar, Odisha, Gujarat, Karnataka and Tamil nadu

Each bank branch to cover both asset and liability offerings

Process Improvements and Digitization

- 🔥 **ATM:** Network of 147 biometric ATMs
- 🔥 7,000+ handheld devices for account opening
- 🔥 94% of FD and RD accounts were sourced through hand held device, mobile and internet banking
- 🔥 Introduced '**Insta-kits**' and '**Insta debit cards**' to streamline and speed up account opening process and reducing overhead costs of manufacture and storage
- 🔥 **GLOW** – an improved process which includes paperless mode of booking, sanctioning and disbursing group loans had led to reduction in TAT significantly from around 8 days to 3 days. As of March'18, it is live in more than 430 branches
- 🔥 Image based processing of individual loans in MFI category improved TAT (from 13 days to 5 days)
- 🔥 Digi-buddies deployed across 56 branches (1st phase) to hand hold customers to operate on digital platforms. This will improve account usage thorough alternate channels

Transaction through Channels in Q4-FY18

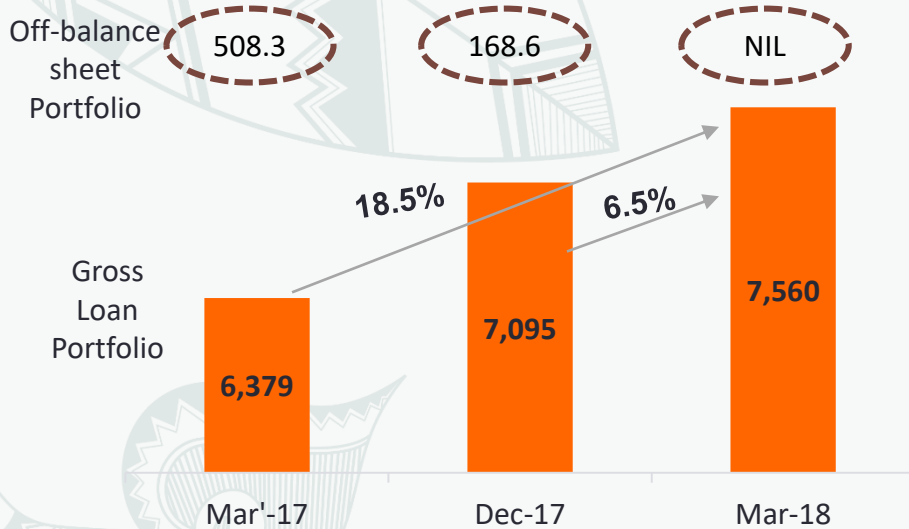


- ATM
- Branch
- Mobile & Internet Banking
- Hand-held Device (Mobile ATMs)
- ECOM and POS

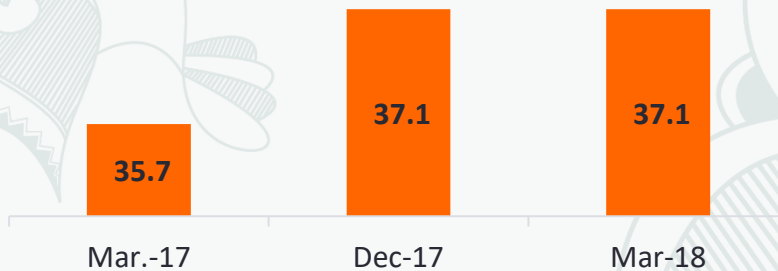
Business Performance Overview

Loan Book Overview

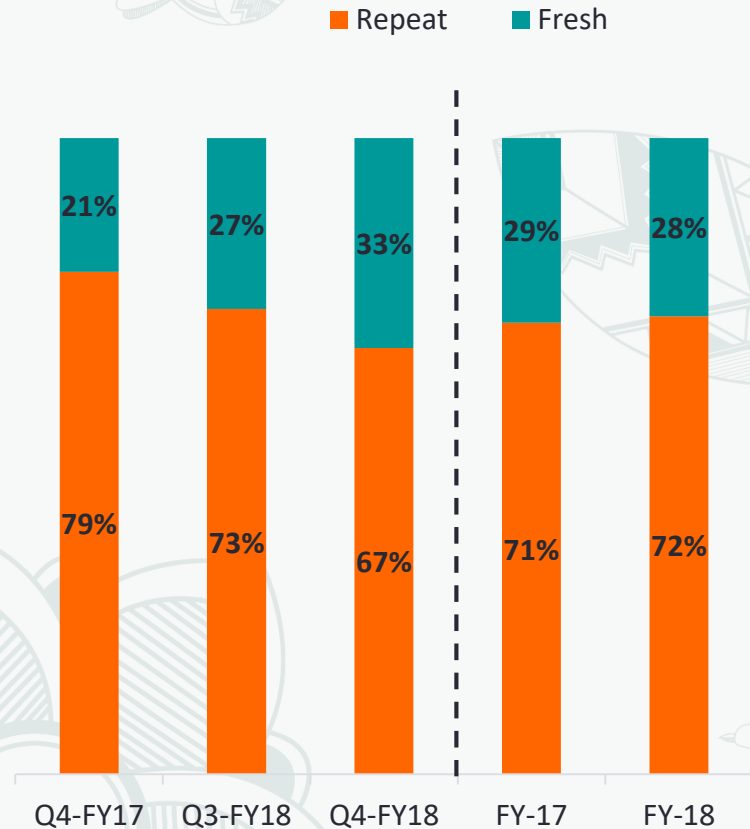
Gross Loan Portfolio & Off-Balance Sheet Portfolio (₹ in Crore)



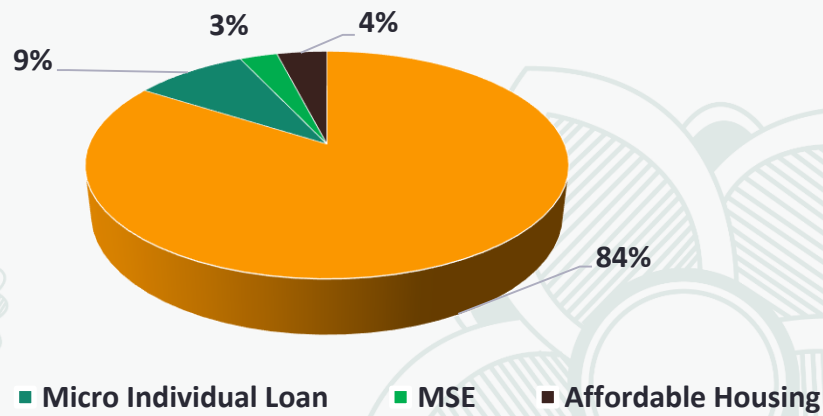
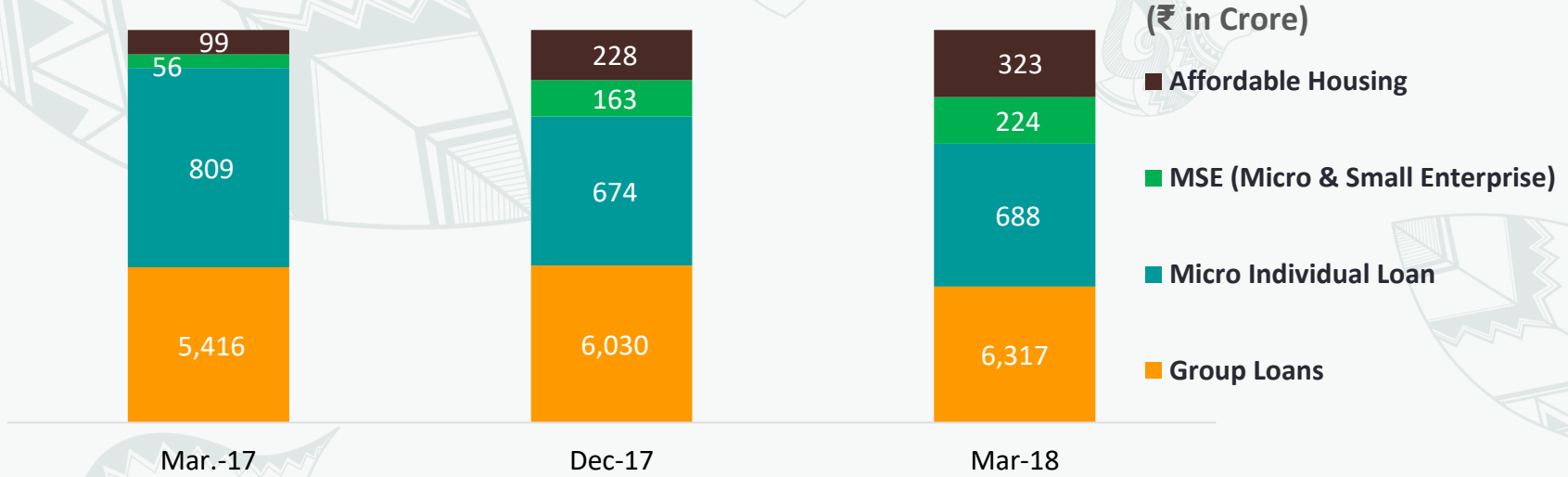
Number of Active Borrowers (in lakhs)



Type of Loan (on Disbursement)



Composition of Gross Loan Book

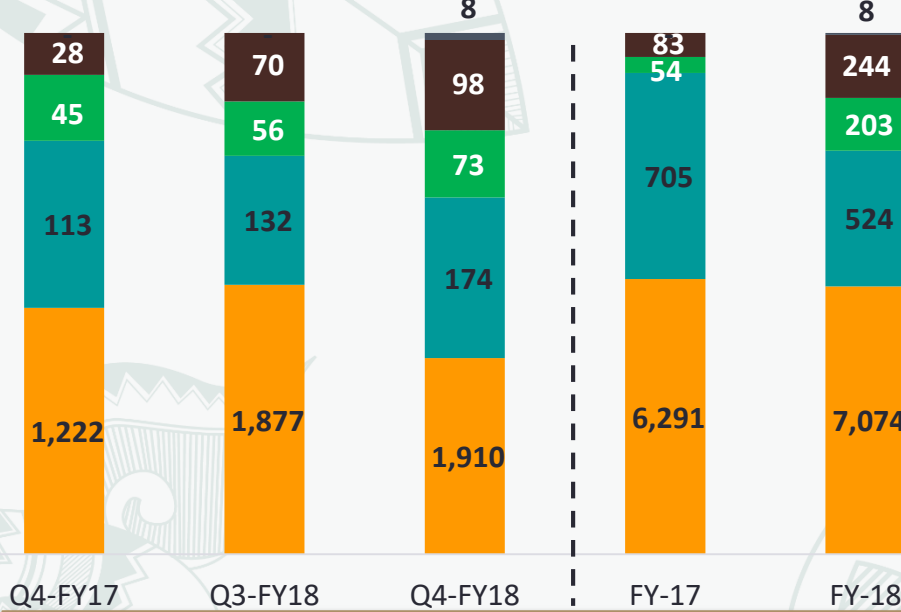


Product Bifurcation	% Share in Gross Loan Book
Microfinance (Group Loan & Individual Loan)	93%
MSE	3%
Housing Finance	4%

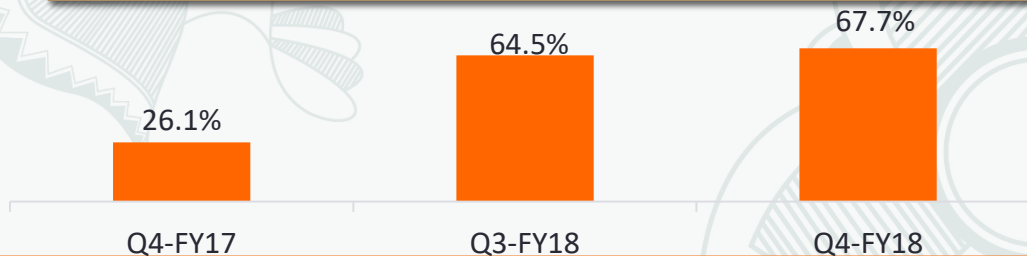
Disbursement Spread and Average Ticket Size

Product wise Disbursement (₹ in Crore)

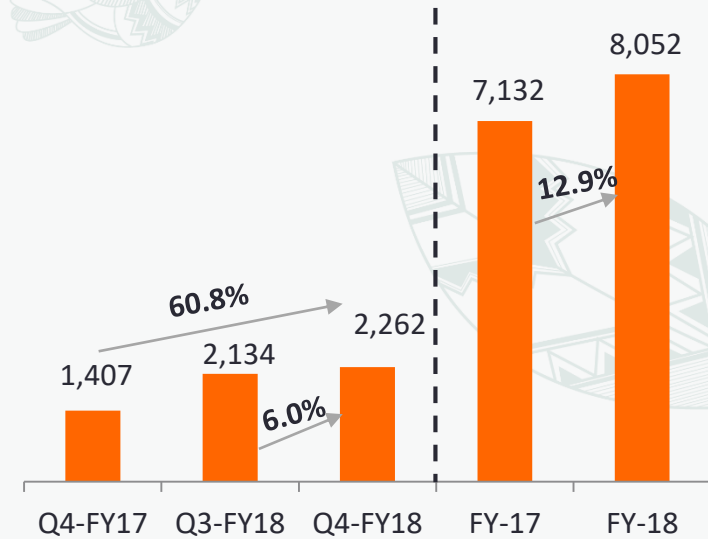
Group Loans Micro Individual Loan MSE Affordable Housing Others



Cashless Disbursement (%)



Total Disbursements (₹ in Crore)

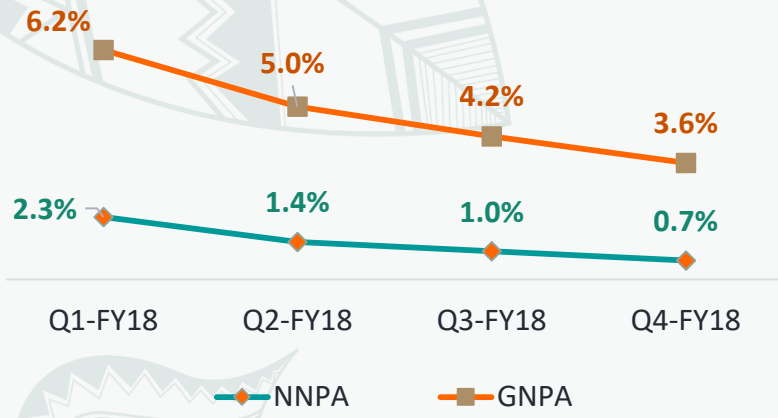


Average Ticket Size – FY 2017-18

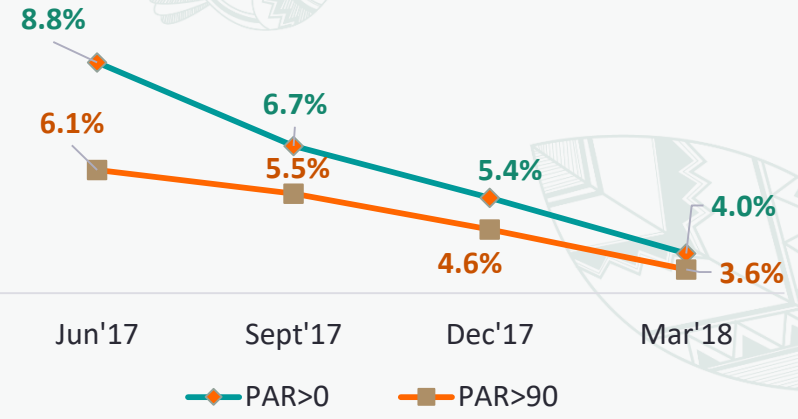
Product	in ₹
Group Loans	26,828
Micro Individual Loan	75,518
MSE	3,46,830
Housing Finance	6,31,213

GNPA, NNPA and PAR

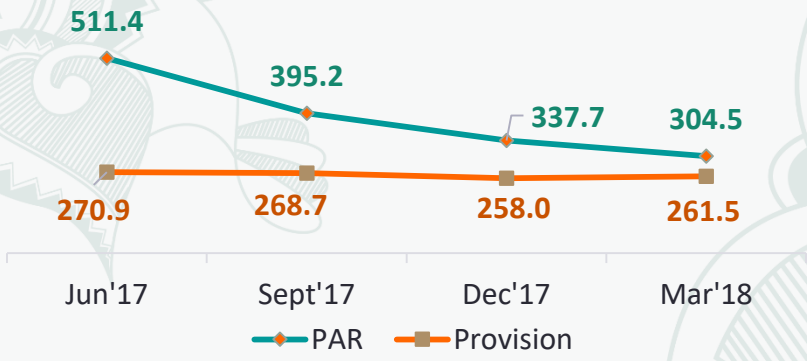
GNPA and NNPA



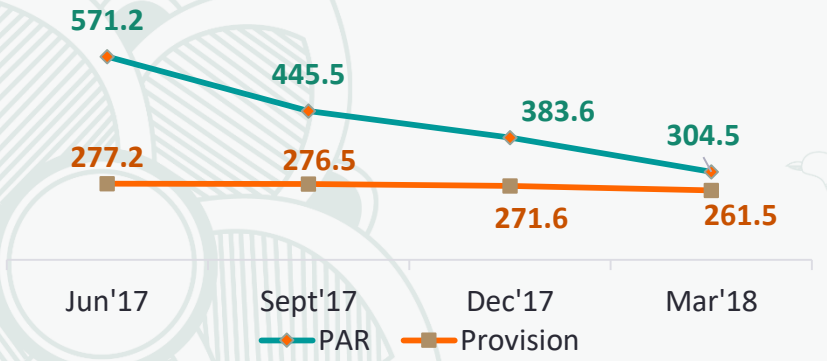
PAR %



PAR and Provision - On Book (₹ in Crore)



PAR and Provision - All Assets (₹ in Crore)



Provisioning and Write offs

Particulars	Q4 FY-18 (₹ in Crore)
GNPA	3.6%
Standard Assets	7,284.5
NPA	275.9
Provision on NPA	225.0
Cumulative Provision	261.5
Provision Coverage Ratio	81.5%

- Overall PAR has reduced by ₹79.1 crore during the quarter and stands at ₹304.5 crore as of 31st March'18 (post write-off)
- FY18 write off amount at ₹176.5 crore, Q4-FY18 write off amount at ₹44.8 crore
- Traction on accounts (part-repayment, full repayment, excess repayment) of 32% in Q4-FY18 observed in the hard bucket overdue

Liabilities Profile

Highlights on Marketing / Promotions

Two Thematic Campaign to establish Ujjivan as a Bank
 a.) Ujjivan ab ban gaya hai bank b.) Ek Alag Bank

Marketing Communication focused on USP Products – 8% interest, formless banking, instant A/c opening etc.

Localized Communication for each State Launch
 Integrated messaging on MSE, Housing and Rural product offerings

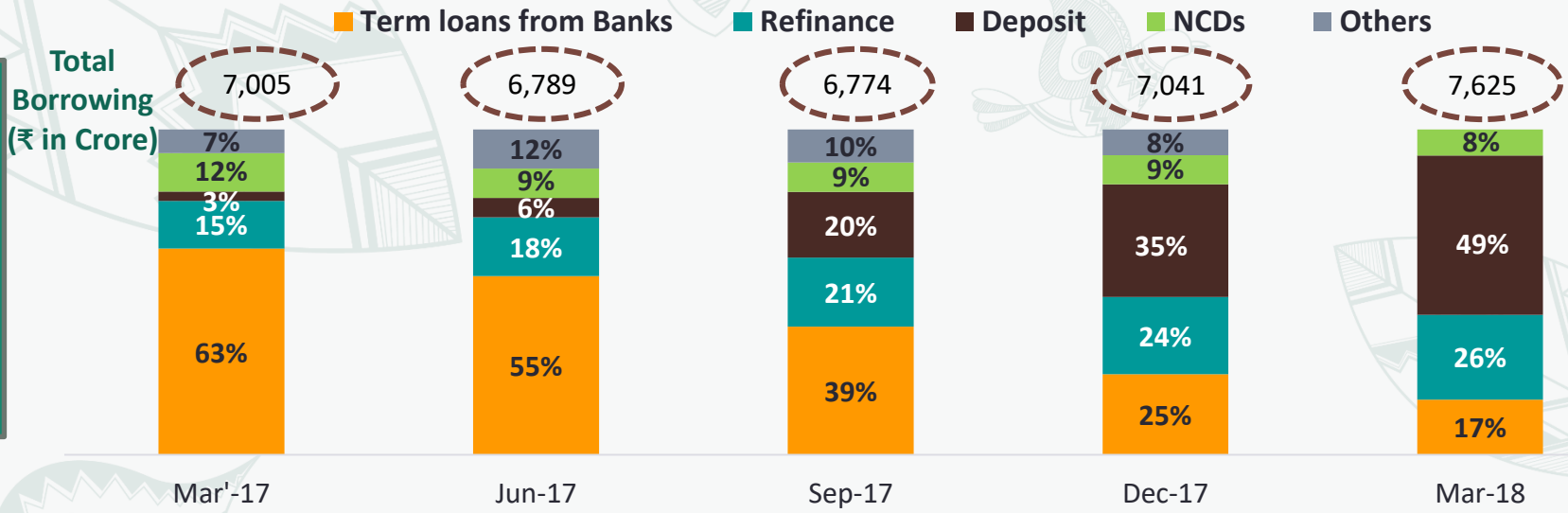
Advertising outreach in newspapers, radio, outdoor, cinema & digital
 Ujjivan's debut TV Commercial in Karnataka & West Bengal

Lead generation activities in catchment areas of branches to create brand awareness and aid customer acquisitions

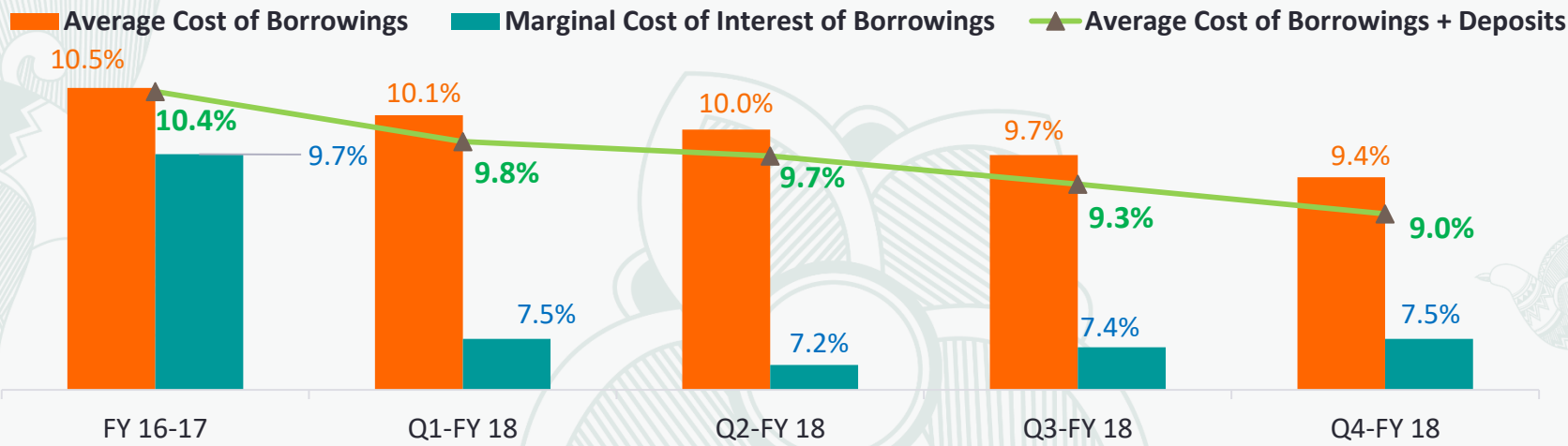


Borrowings Profile and Cost of Borrowing

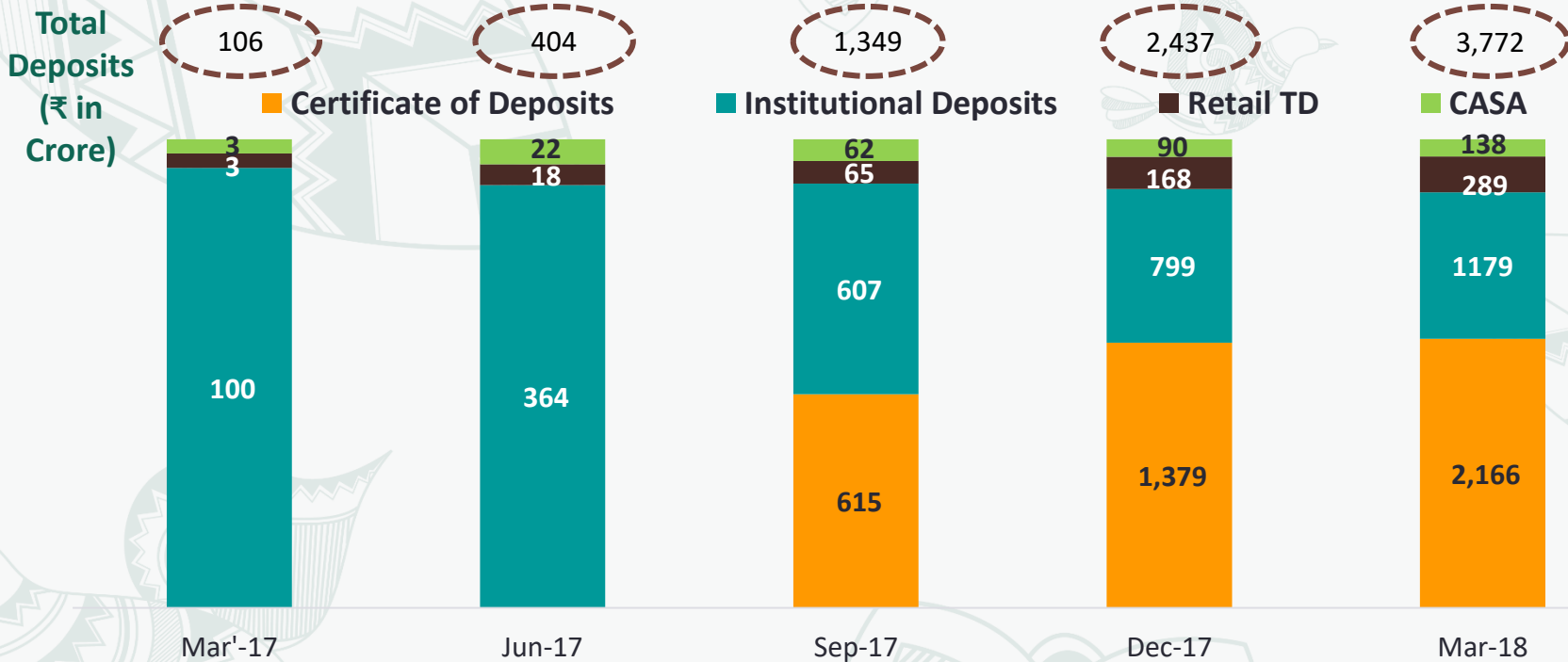
Borrowings Profile



Cost of funds



Deposits Update – USFB



Deposit Ratios	Mar-18
CASA Ratio	3.7%
Retail to Total Deposit	11.3%
Credit to Total Deposit	2.0x

- Focus for the 1st year was on institutional deposits and CDs to retire high cost legacy borrowings, scheduled bank status in August'17 boosted deposit business
- Retail deposit to grow inline with the branch roll out
- 73% of the retail base garnered from new to bank customers

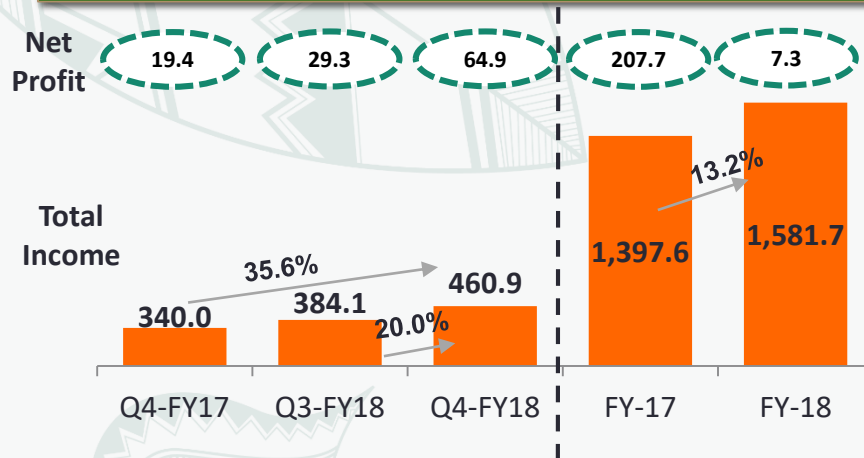
Credit Ratings for Ujjivan SFB

Particulars	₹ in Crore	Rating Agency
Long Term Borrowing	6,000.00	CARE A+ (Stable)
NCD	200.00	CARE A+ (Stable)
NCD	425.00	ICRA A+ (Stable)
Certificate of Deposit	4,000.00	CRISIL A1+ & ICRA A1+
Short term fixed Deposit	3,000.00	CRISIL A1+ & ICRA A1+

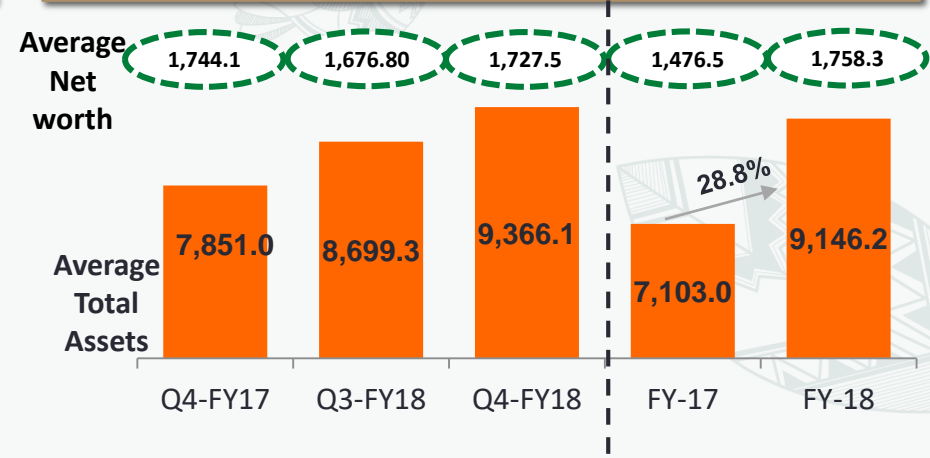
Financial Overview – Consolidated UFSL

Financial Overview

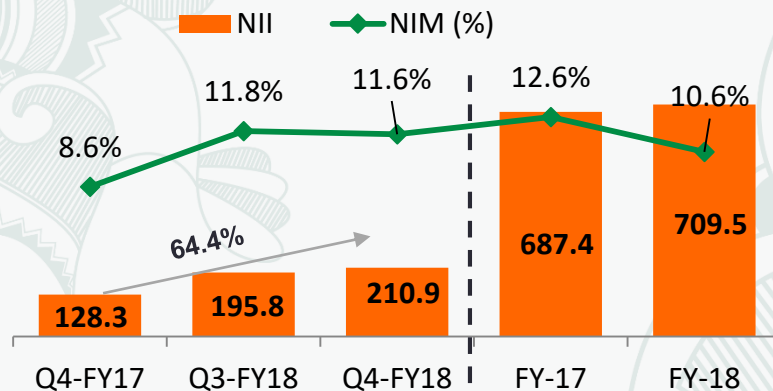
Total Income and Net Profit (₹ in Crore)



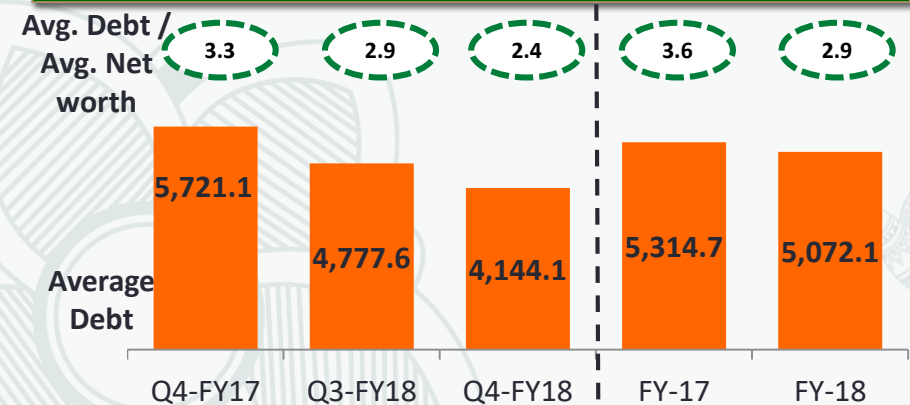
Average Total Assets and Net worth (₹ in Crore)



NII (₹ in Crore) and NIM

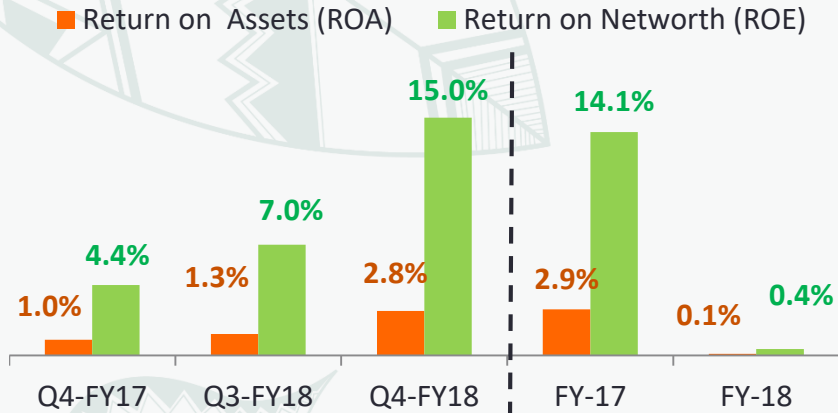


Average Debt (₹ in Crore)

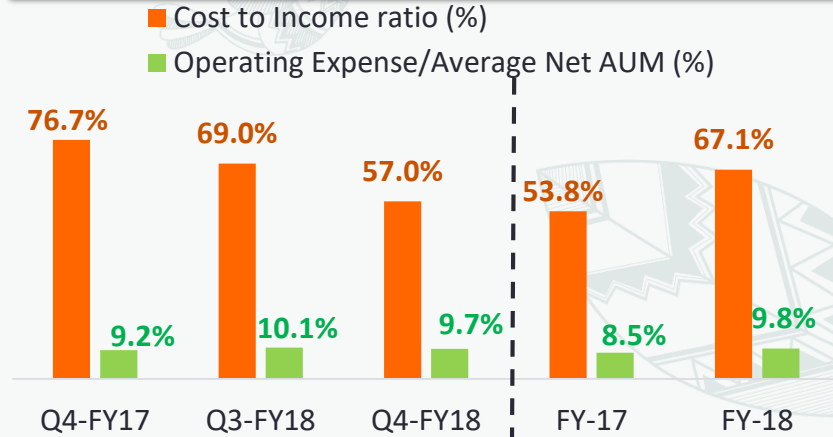


Financial Overview (Contd.)

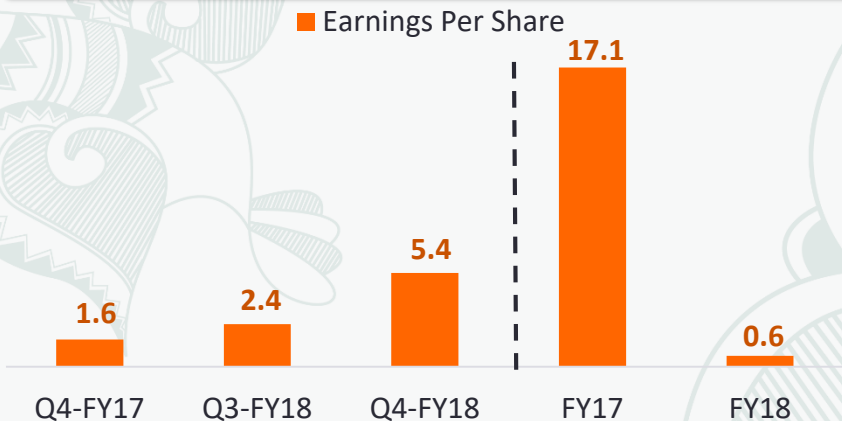
ROA and ROE



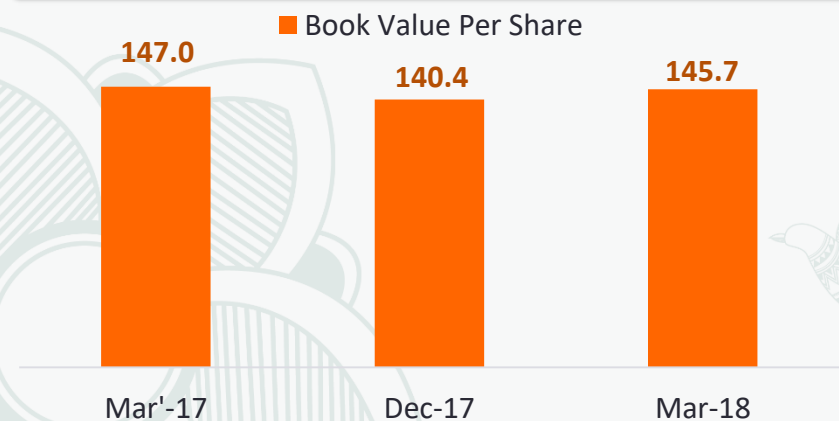
Operating Efficiency



Diluted Earning Per Share (in ₹)



Book Value Per Share (in ₹)



Financials – Profit and Loss Statement



₹ in Crore

Particulars	Q4-FY18	Q4-FY17	YOY Growth (%)	Q3-FY18	QoQ Growth (%)	FY 2017-18	FY 2016-17	YOY Growth (%)
Revenue from operations	422.6	314.5	34.4%	358.1	18.0%	1,443.4	1,349.4	7.0%
Other income	38.3	25.5	50.3%	26.1	46.8%	138.3	48.3	186.7%
Total Income	460.9	340.0	35.6%	384.1	20.0%	1,581.7	1,397.6	13.2%
Finance costs	153.3	161.7	-5.2%	141.4	8.5%	604.9	542.7	11.5%
Employee expenses	95.8	76.5	25.1%	93.2	2.7%	366.4	271.6	34.9%
Other expenses	67.0	54.8	22.1%	63.1	6.2%	246.3	173.8	41.7%
Depreciation	12.3	5.1	139.2%	11.1	10.2%	41.4	12.6	227.6%
Provisions and write offs	34.7	7.2	384.0%	28.7	21.0%	310.8	75.1	313.8%
Total Expenses	363.0	305.4	18.9%	337.5	7.6%	1,569.9	1,075.9	45.9%
Profit before tax	97.9	34.6	182.8%	46.7	109.7%	11.8	321.7	-96.3%
Total tax expense	33.0	15.3	116.3%	17.3	90.3%	4.6	114.1	-96.0%
Profit After Tax	64.9	19.4	235.2%	29.3	121.2%	7.3	207.7	-96.5%

Financials – Balance Sheet



₹ in Crore

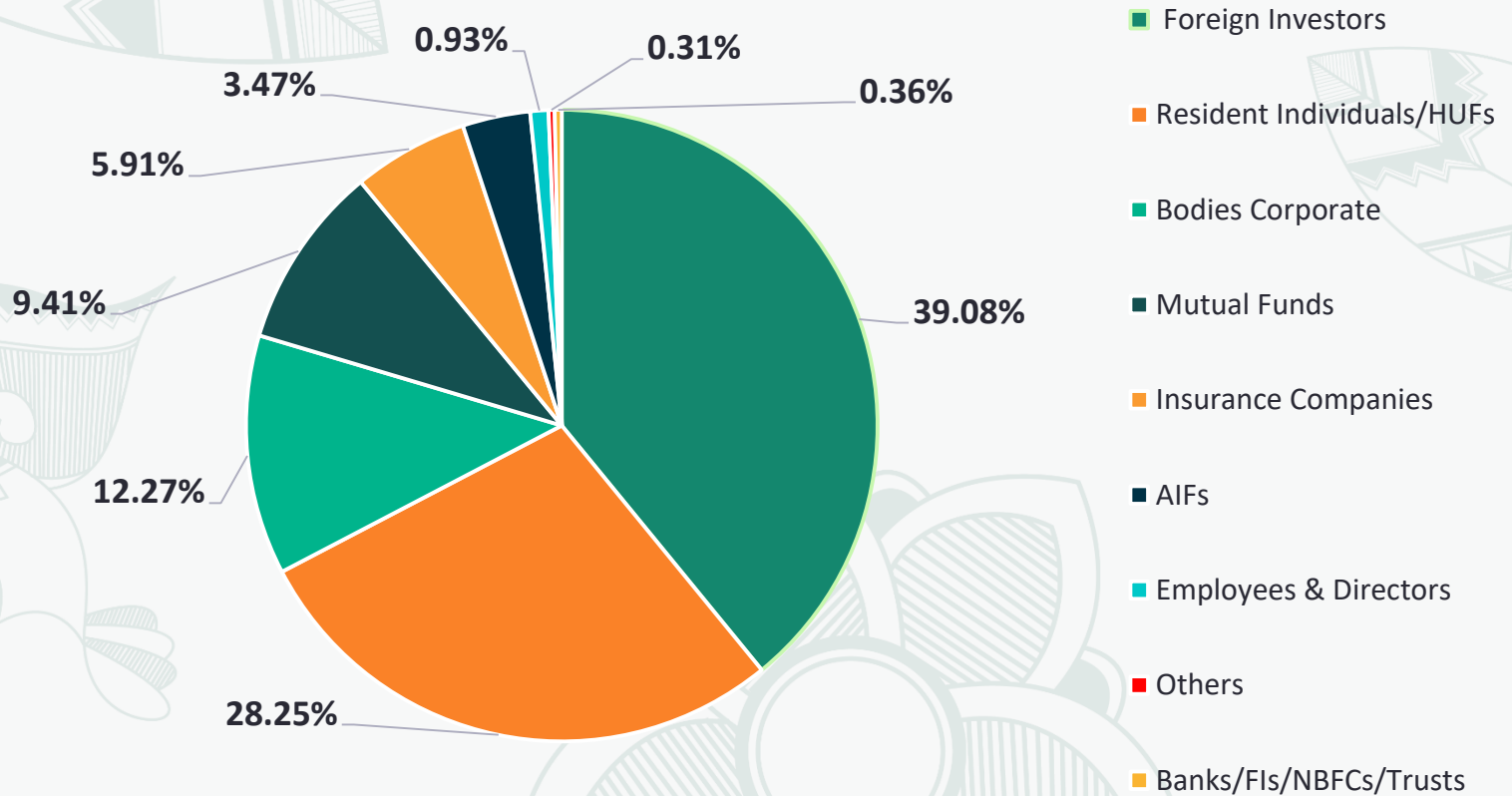
Particulars	Mar-18	Dec-17	Mar-17
Share capital	120.9	120.6	119.4
Reserves and surplus	1,640.5	1,573.0	1,635.9
Borrowings	3,852.8	4,435.4	6,291.4
Deposits	3,796.8	2,335.4	106.4
Provisions	285.8	292.5	147.4
Other Liabilities	117.0	161.5	178.1
Total	9,813.9	8,918.4	8,478.6
Cash and cash equivalent	593.7	433.0	760.1
Advances	7,559.7	6,926.7	5,871.2
Investments	0.10	0.10	0.10
Fixed & tangible assets	198.4	183.9	139.8
Other assets	1,462.0	1,374.7	1,707.5
Total	9,813.9	8,918.4	8,478.6

Shareholding Pattern as of 31st March 2018



Shareholding Pattern of Ujjivan Financial Services

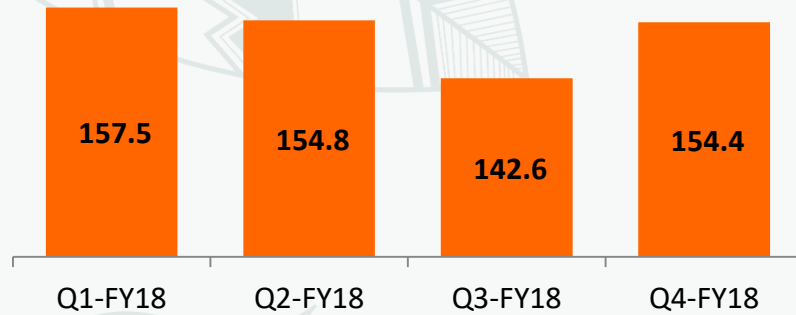
Shareholding Pattern as of 31st March, 2018



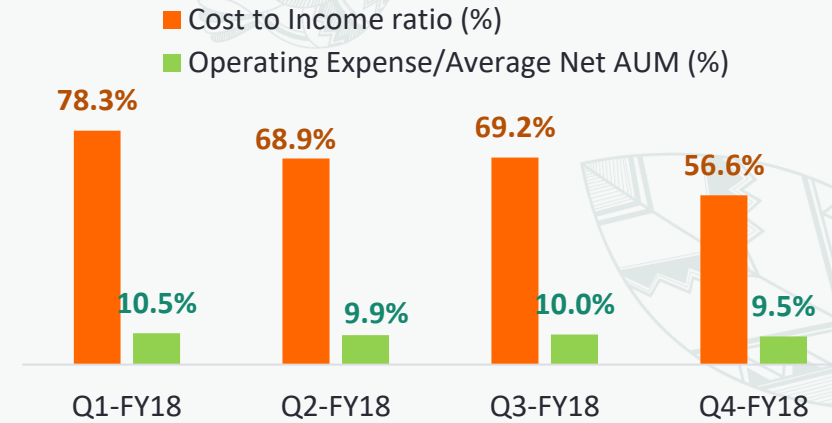
Financial Overview – Ujjivan SFB

Financial Overview

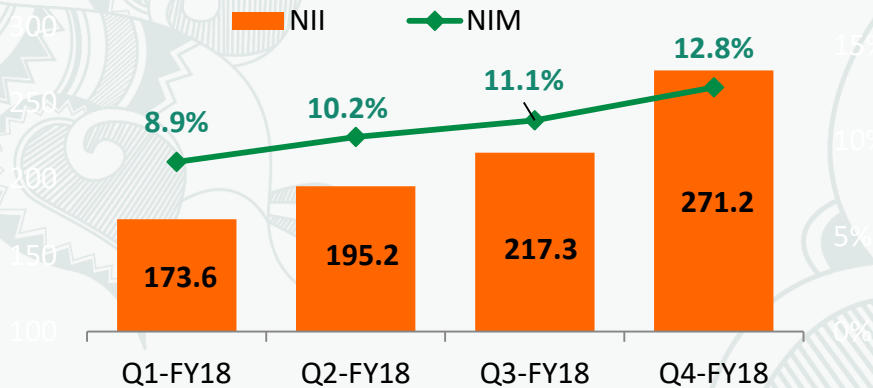
Finance Expense (₹ in Crore)



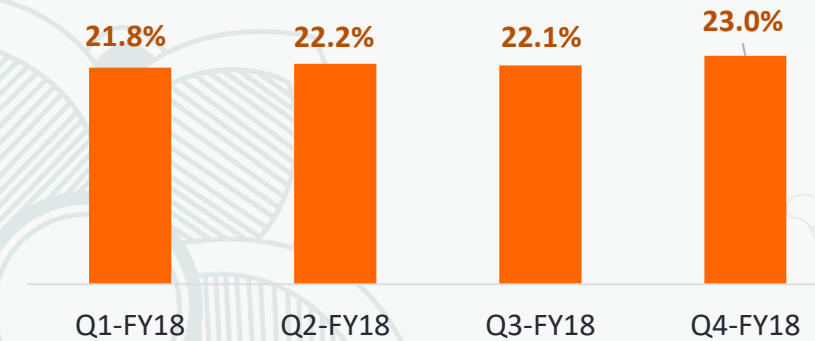
Operating Efficiency (%)



NII (₹ in Crore) & NIM



Capital Adequacy Ratio (%)*



* CAR computation is as per RBI directive dated November 8, 2017 which provided exemption to all SFB with no capital charge on market and operational risk weighted asset.

Income Statement – USFB

₹ in Crore

Particulars	Q4-FY18	Q3-FY18	QoQ Growth (%)	FY 2017-18	PY 2016-17*
Interest Earned	425.6	359.9	18.2%	1,446.7	216.9
Other Income	34.3	23.9	43.9%	112.7	9.2
Total Income	459.9	383.8	19.8%	1,579.4	226.1
Interest Expended	154.4	142.6	8.3%	609.3	109.4
Operating Expenses	172.9	167.0	3.6%	650.4	111.4
Provisions and Contingencies	67.4	44.4	51.9%	312.8	5.3
Total Expenditure	394.8	353.9	11.5%	1,572.5	226.1
Net profit for the period	65.1	29.9	118.2%	6.9	0.0
Profit brought forward	-	-	-	0.0	-
Total	65.1	29.9	118.2%	6.9	0.0

* PY refers to period from July 2016 to March 2017. Banking operations launched in Feb 2017

Balance Sheet – USFB

₹ in Crore

Particulars	Mar-18	Dec-17	Mar-17
CAPITAL AND LIABILITIES			
Capital	1,640.0	1,640.0	1,640.0
Reserves and Surplus	6.9	(58.3)	0.0
Deposits	3,772.5	2,437.0	206.4
Borrowings	3,852.8	4,435.4	6,291.4
Other Liabilities and Provisions	200.9	234.4	297.7
TOTAL	9,473.2	8,688.6	8,435.6
ASSETS			
Cash and Balances with Reserve Bank of India	197.6	160.0	260.9
Balance with Banks and Money at Call and Short Notice	297.2	273.8	501.9
Investments	1,232.5	1,079.5	1,446.7
Advances	7,335.5	6,711.3	5,861.0
Fixed Assets	198.3	183.9	139.8
Other Assets	212.1	280.1	225.3
TOTAL	9,473.2	8,688.6	8,435.6

Way Forward

- Focus on building a significant Liability base
- Steady growth in MFI business with selective expansion; Rapid growth in MSE and Affordable Housing thorough expanding in new clusters with focus on product diversification
- New Business Initiatives: Personal Loans, Two Wheeler loans, FIG, Rural and Agri businesses
- Build a “Sell” culture and have customer service as primary focus
 - Doorstep, Remote solutions for account opening and account management
 - Assisted to Self-Service journey of customers: enabled by Hand Held Device, Digi buddy program
 - Quick Turn Around time – to be amongst the best in class
- Completion of banking transition: roll out of remaining branches
- Leverage technology to aid financially underserved and unserved customers navigate banking and Leverage large database for Cross-Sell enabled by Analytics and Channels
- Productivity Optimization through process improvement & digitization
- Enhancing Customer connect and financial literacy through Diksha and other programs

Thank You!