



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

**Investor Presentation Q3 FY 2016-17**

**December 2016**

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# Agenda

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Performance Highlights



SFB Update



Company Overview



Business & Financial Overview



Borrowing Profile & Credit Ratings



# Performance Highlights – Q3 FY17

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# Performance Highlights

 **₹6,588** Gross Loan Book

 **0.25%** GNPA, 0.05% NNPA

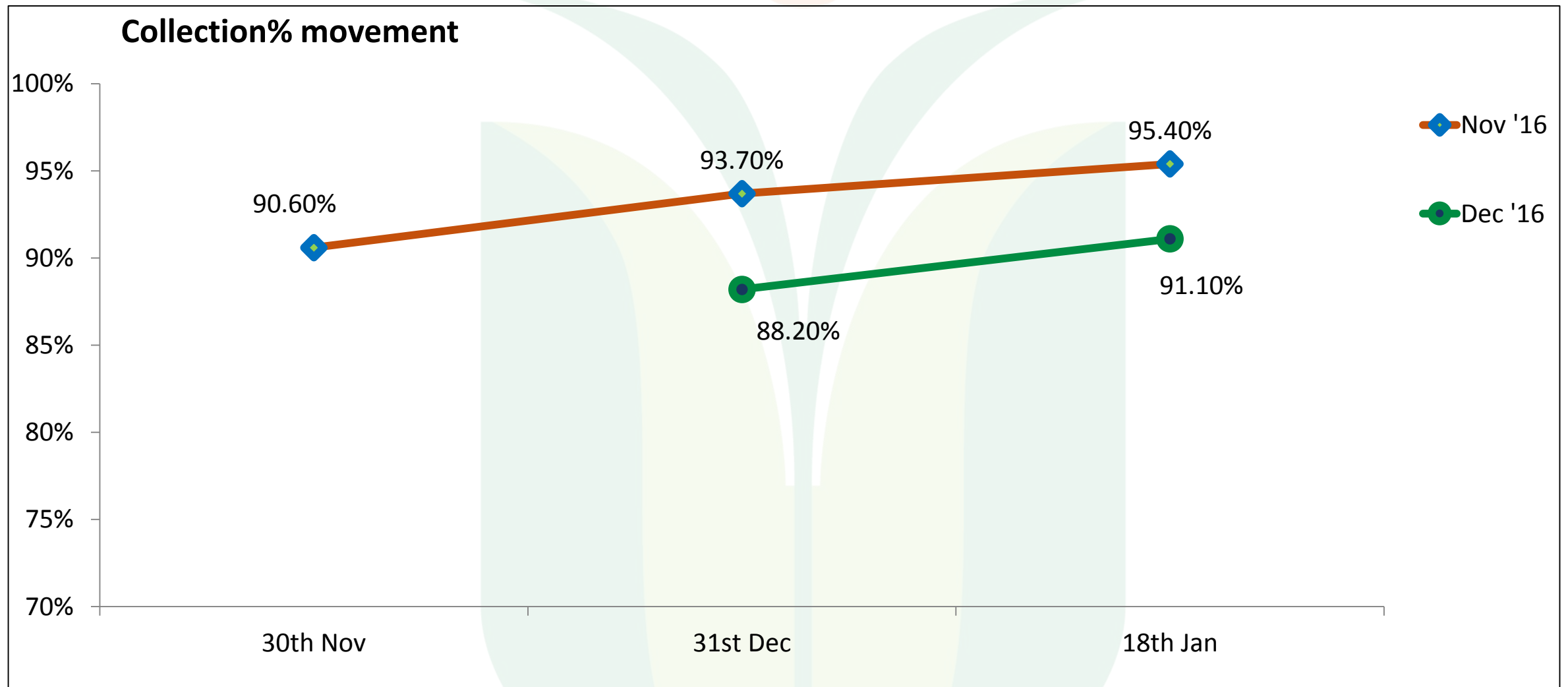
 **86%** Customer Retention Ratio

 **9,593** Employee Strength

 **35.83** Active Customers (in lakhs)

# Demonetization- Impact Analysis

## Collection Efficiency



# Operational & Business highlight

- 🌱 Gross Loan Book at ₹6,587.90 crore; growth of 43.55% over Q3-FY16 and 1.57% over Q2-FY17
- 🌱 Managed portfolio as on December 31, 2016 at ₹541.54 crore
- 🌱 Net Loan Book at ₹6,046.36 crore; growth of 33.18% over Q3-FY16 and 0.77% over Q2-FY17
- 🌱 Disbursement for Q3 at ₹1,662.84 crore; decrease of 0.56% over Q3-FY16 and 23.86% over Q2-FY17
- 🌱 Even during demonetization period there was a disbursement to the existing customers- November December disbursements stood ₹965 crores
- 🌱 1.02 lakh new borrowers added during the quarter; Total borrowers stands at 35.83 lakh
- 🌱 GNPA at 0.25% and NNPA at 0.05%
- 🌱 Though RBI guidelines allowed for classification of portfolio as standard assets for 90 days with respect to over dues in demonetization period of November and December; Ujjivan took a conservative stance with added provisions

# Financial & Operational Highlights

- 🌱 All the financials in this presentation is consolidated for the convenience of understanding
- 🌱 Total Income at ₹371.32 crore, an increase of 38.88 % over Q3-FY16 and 4.01 % over Q2-FY17
- 🌱 Net Profit at ₹43.94 crore; a decrease of 9.54% over Q3-FY16 and 38.43% over Q2-FY17
- 🌱 NII at ₹199.01 crore, an increase of 43.92% over Q3-FY16 and 5.84% over Q2-FY17
- 🌱 NIM at 13.22% in Q3-FY17 increased from 12.83% in Q3-FY16 and 13.02% in Q2-FY17
- 🌱 Cost to Income ratio at 49.33% from 49.01% in Q3-FY16 and 48.18% Q2-FY17
- 🌱 EPS for Q3 FY17 at ₹3.7; 9M FY17 at ₹16.2
- 🌱 For Q3 - RoAA at 2.53% and RoAE at 10.28%



# SFB Update

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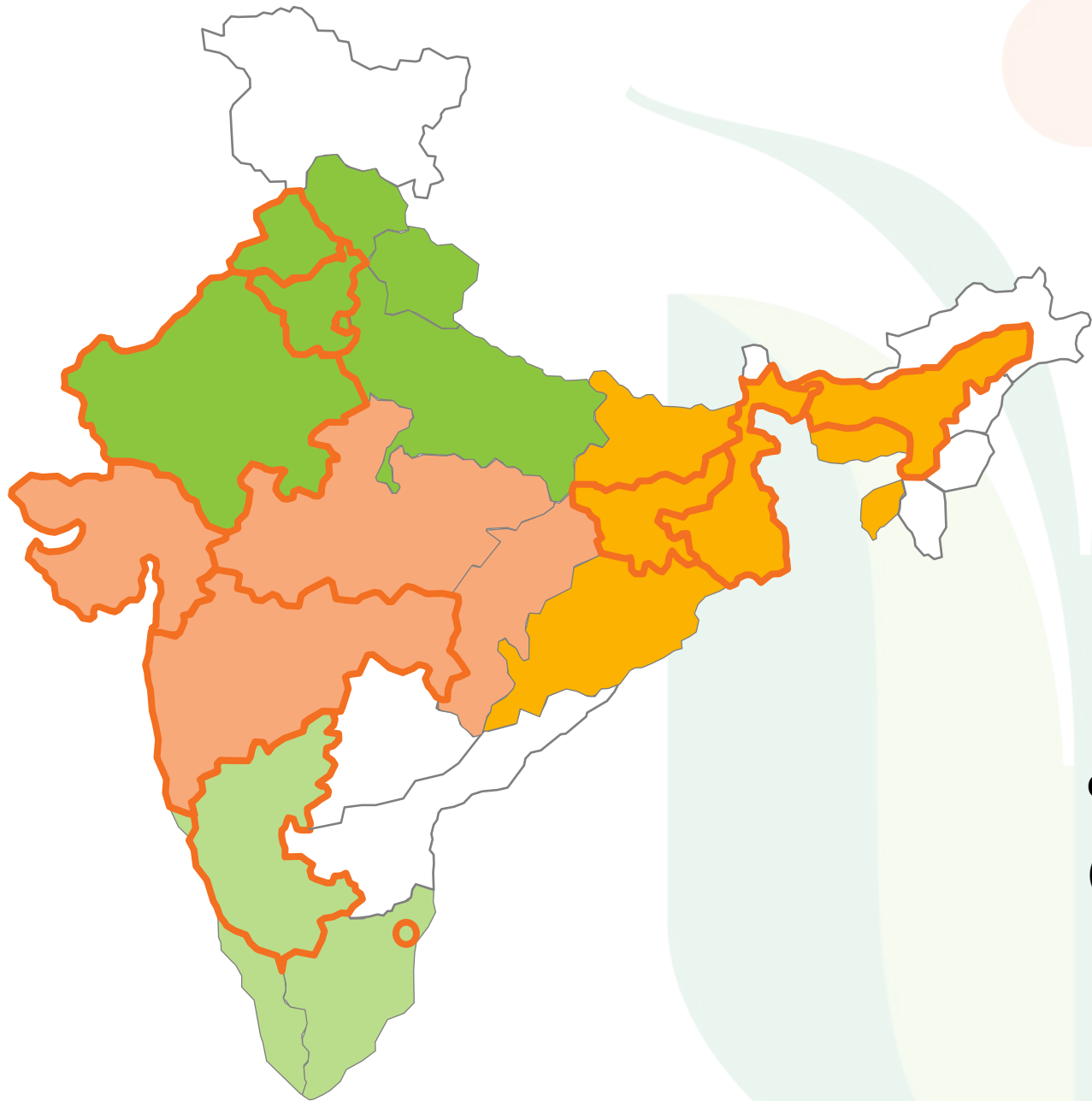
# SFB Update

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- 🌱 Final SFB license obtained from RBI on 11<sup>th</sup> Nov 2016
- 🌱 Launch of Bank in 1<sup>st</sup> week of February 2017 post getting other RBI and NPCI approvals
- 🌱 Key compliance requirement across department in final stage of completion
- 🌱 Technology systems ready to support day one requirement of SFB
- 🌱 Launch of Bank with 5 branches in Bengaluru as a pilot
- 🌱 Phased roll out of branches starting from Mar-17 and spread till Sept 17
- 🌱 Key SFB related policies in place before the launch
- 🌱 All products and features have been finalized for the Day 1 launch
- 🌱 Major alternate channels – Biometric ATM, Phone banking, Internet & Mobile Banking – Ready to be launched with Bank

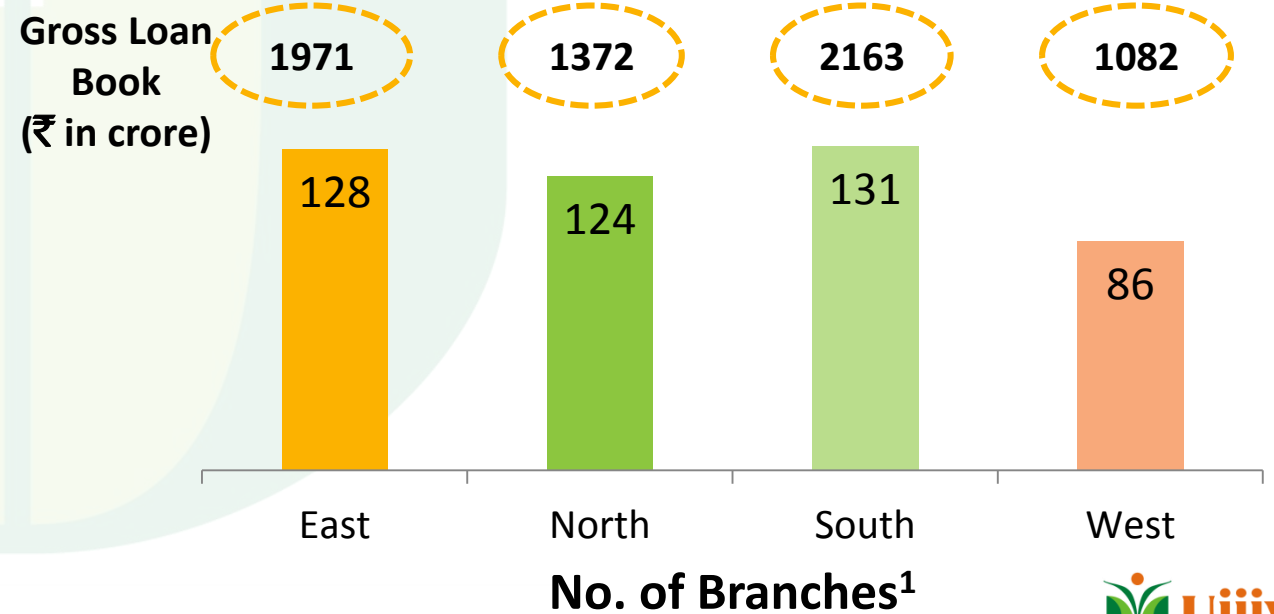


# Deep pan-India presence



- 🌱 Largest MFI in India in terms of geographical spread, with a pan-India presence through 469 branches across 24 states and union territories and 209 districts in India.
- 🌱 185 branches in 91 under-banked districts.
- 🌱 37% branches in the central, east and north east regions of India, where a majority of the under-banked districts are located.
- 🌱 Third largest NBFC-MFI in India in terms of loans disbursed as of December 31, 2016. Our Gross Loan Book aggregates over ₹ 6,588 crore<sup>1</sup>.
- 🌱 Geographically diversified portfolio - no single state contributes > 16% of Gross Loan Book<sup>1</sup>

## Well diversified presence as well as AUM base



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

<sup>1</sup> As of December 31, 2016

# Customized Product Offerings

## CREDIT OFFERINGS



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



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

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



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



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

## NON-CREDIT OFFERINGS



**Birla Sun Life**  
Insurance



*Sar utha ke jiyo!*



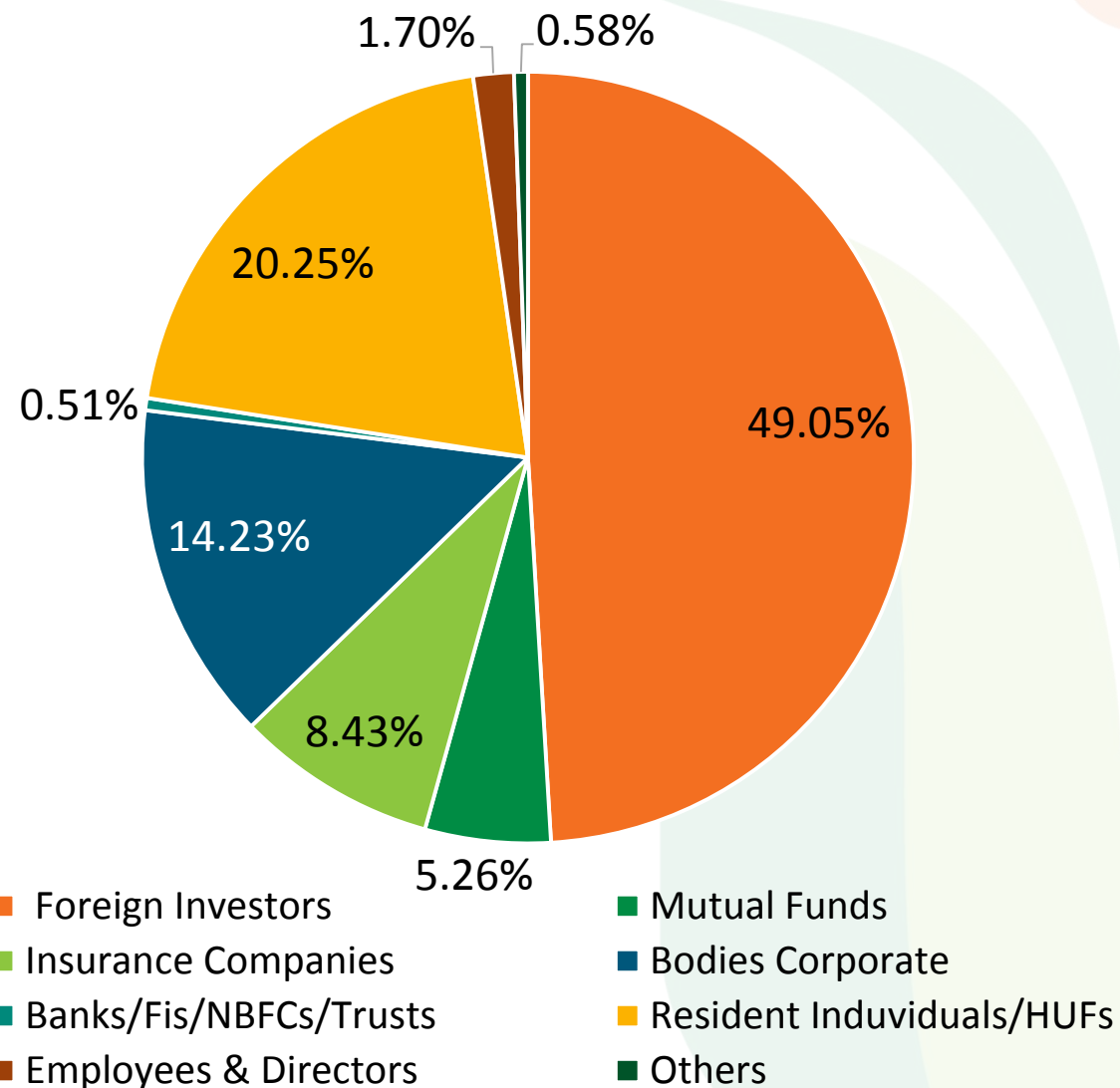
A JOINT VENTURE WITH OLD MUTUAL

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

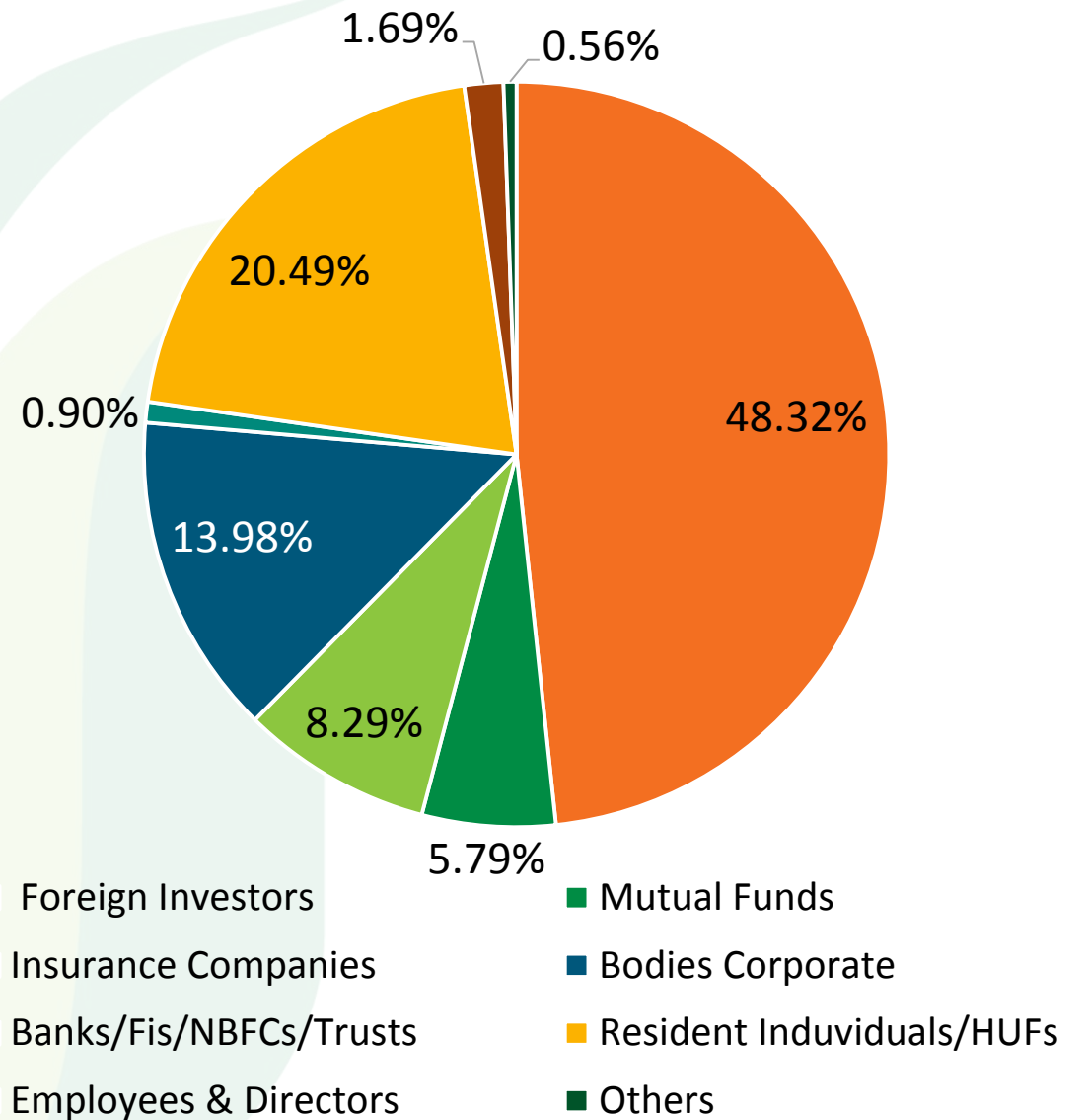


# Shareholding Pattern

Shareholding Pattern as on 31<sup>st</sup> December, 2016



Shareholding Pattern as on 13<sup>th</sup> January, 2017



**Foreign Shareholdings down to 48.32% as on 13<sup>th</sup> January 2017**

# Business Overview

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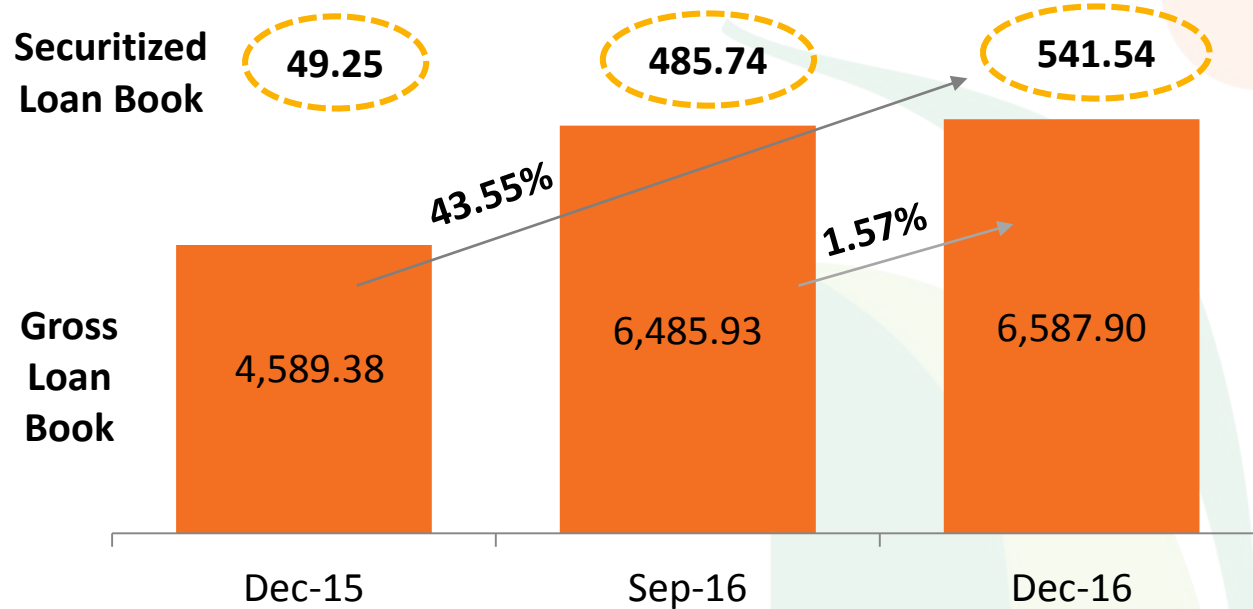


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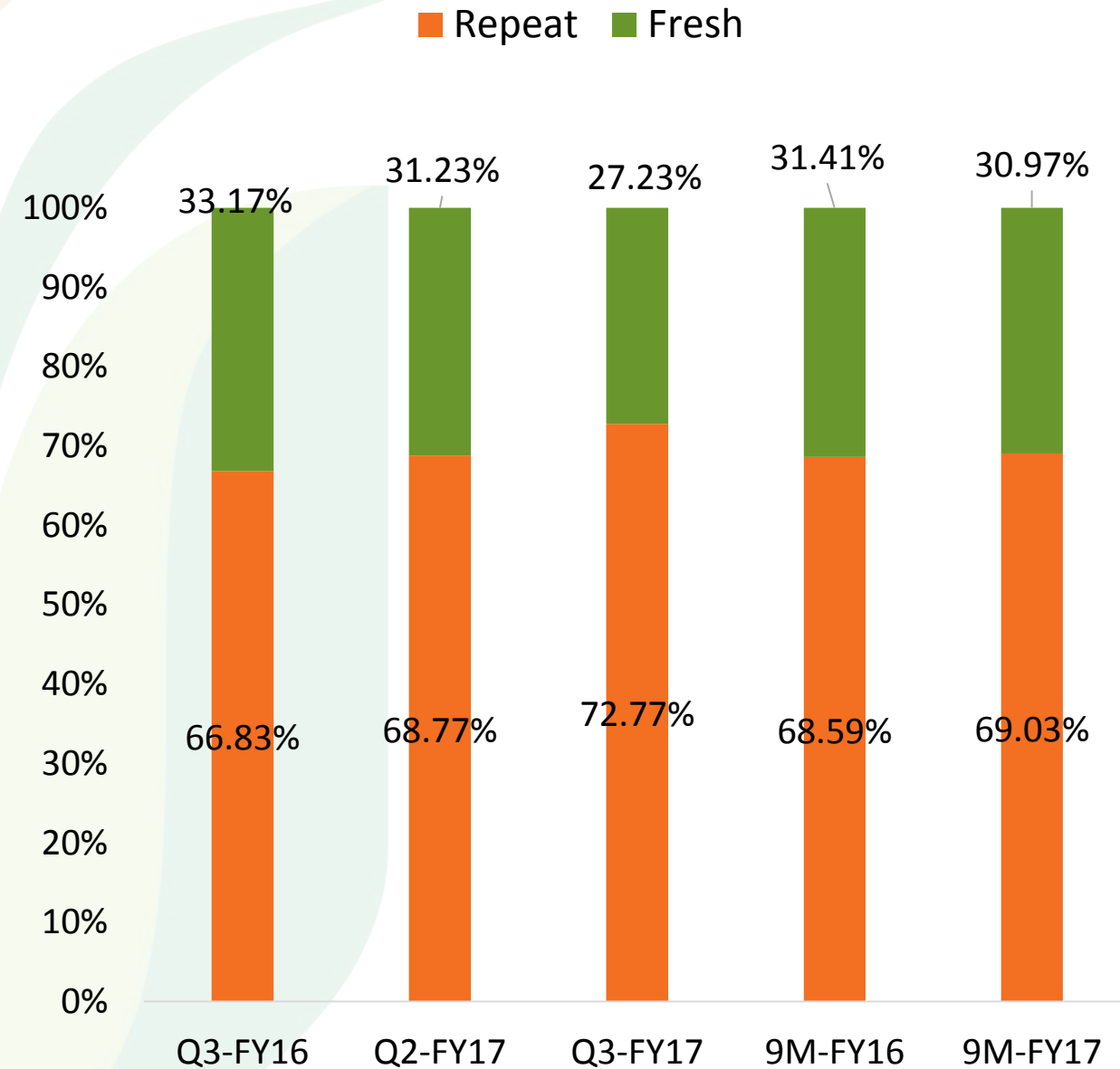


# Loan Book Overview

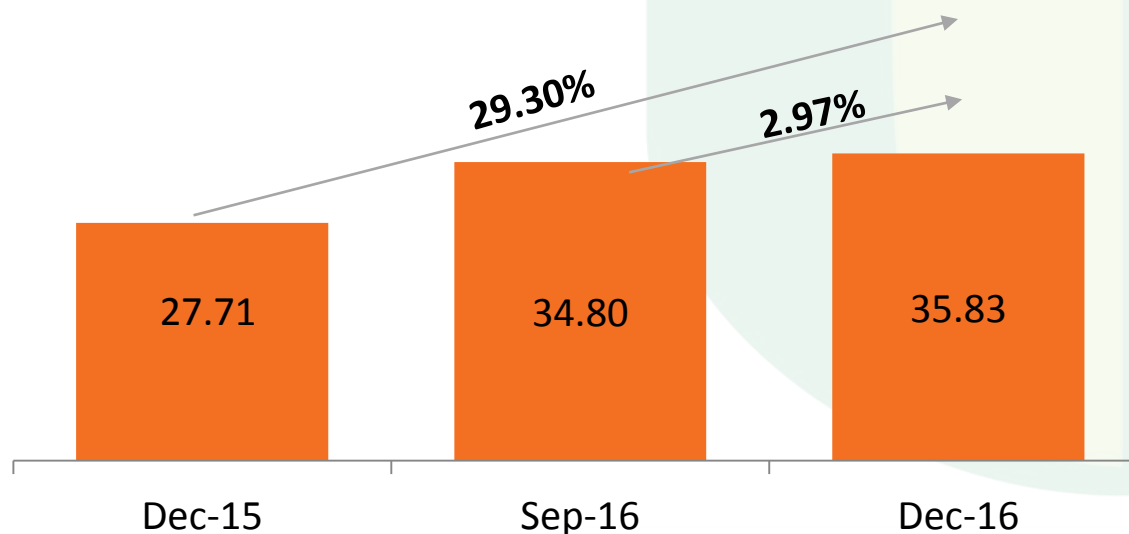
## Gross Loan Book & Securitized Loan Book (₹ in Crore)



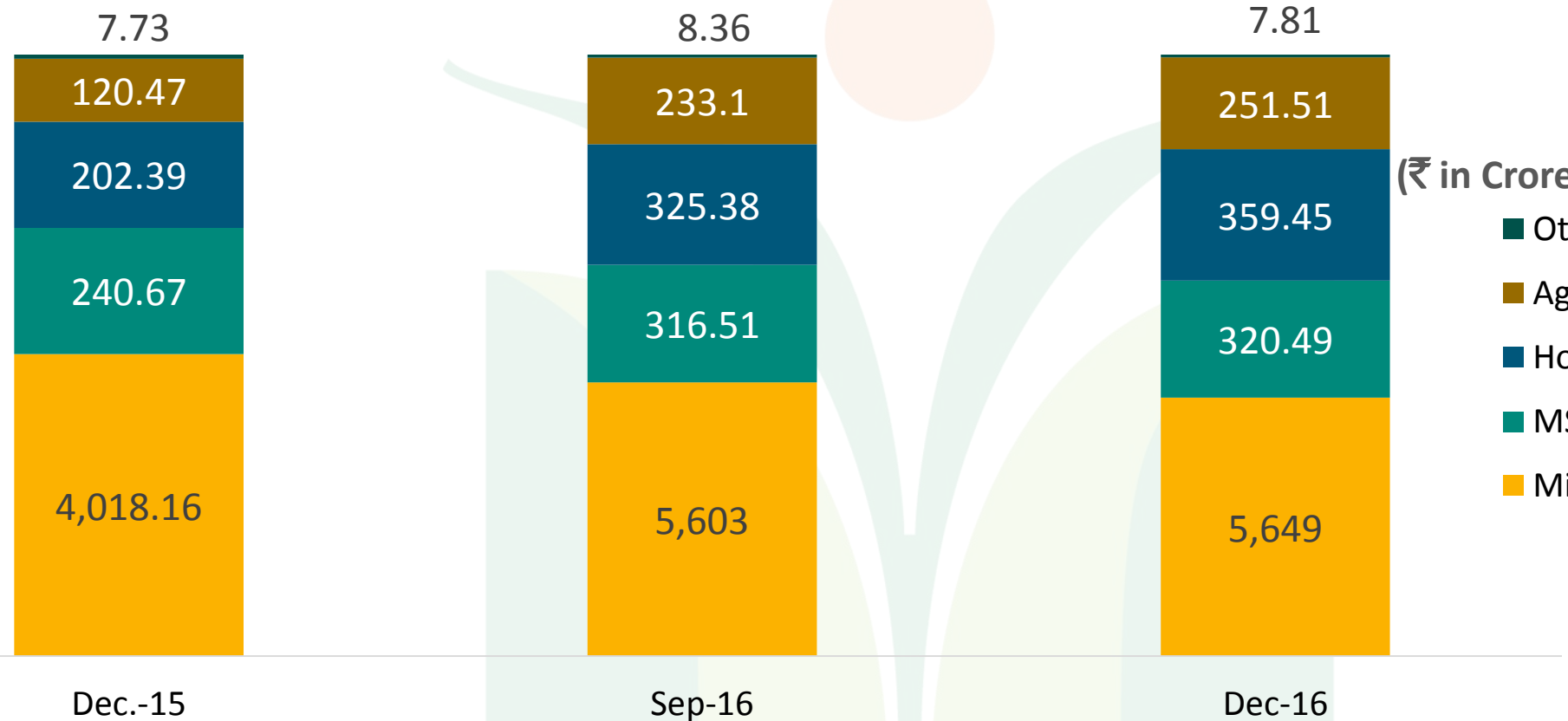
## Type of Loan (on disbursement)



## Number of Borrowers (in Lakh)

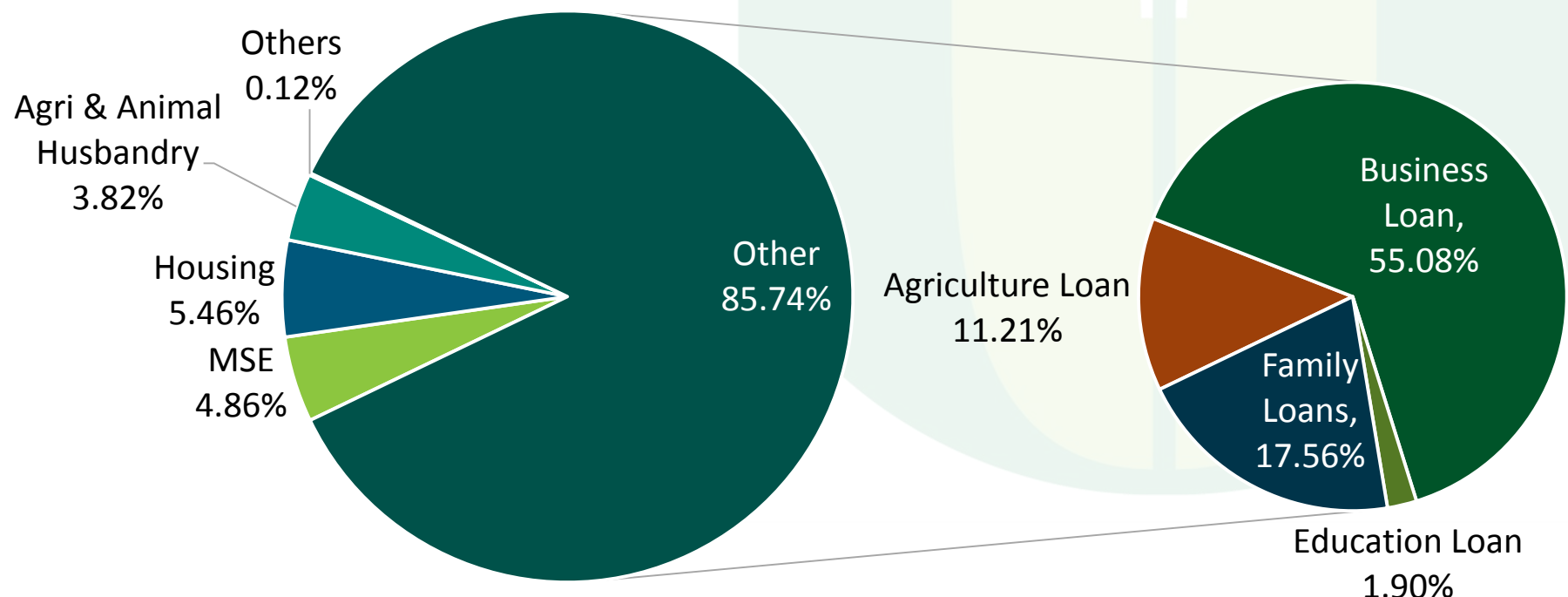


# Composition of Gross Loan Book



(₹ in Crore)

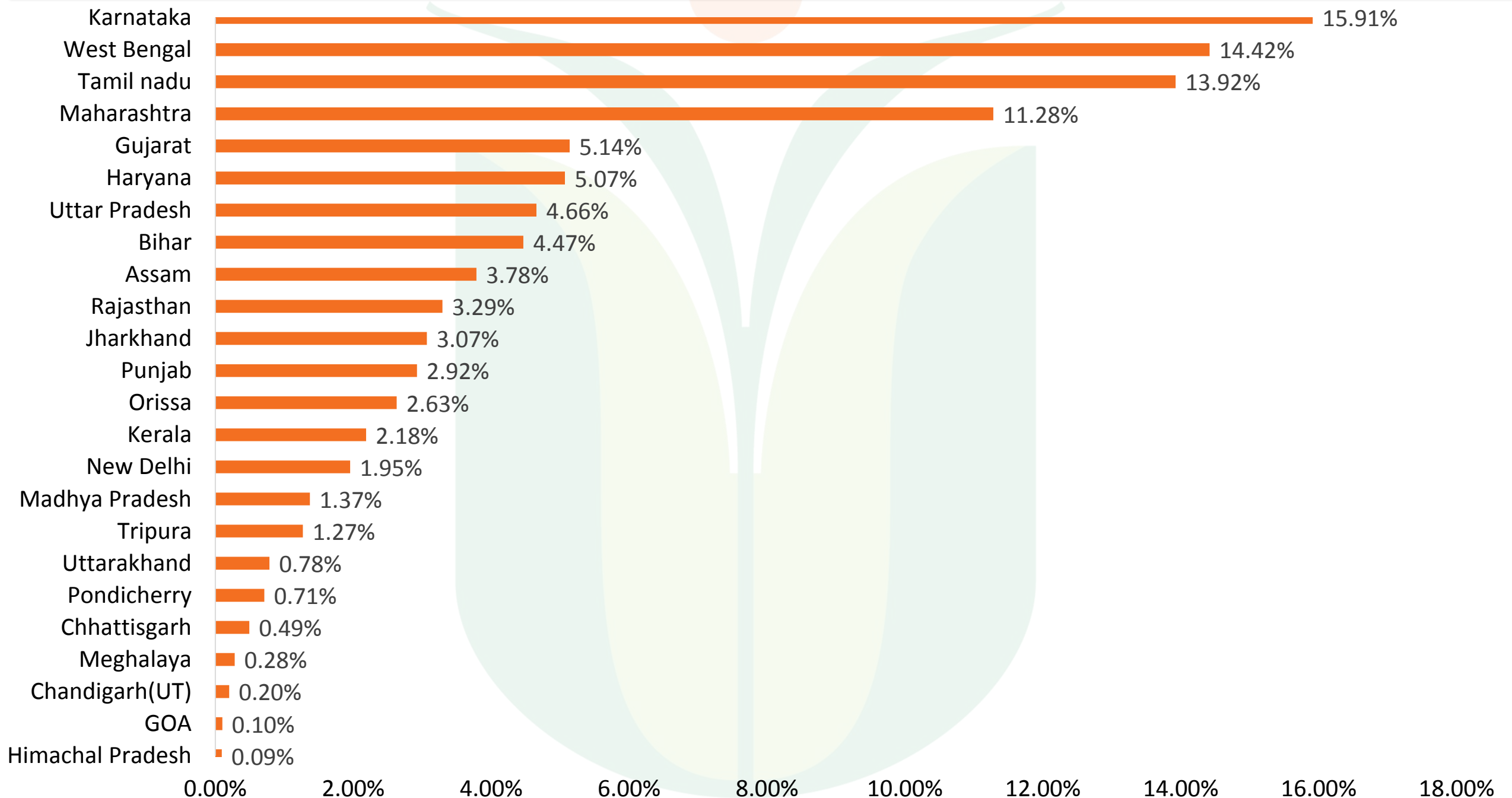
- Others
- Agri and Animal Husbandry Loan
- Housing
- MSE
- Microfinance



Product Bifurcation	% Share in Gross Loan Book
Unsecured Loan (Microfinance & Individual Loan)	98.68%
MSE Secured	0.22%
Housing Secured	1.10%

# Portfolio Spread & Branch Vintage

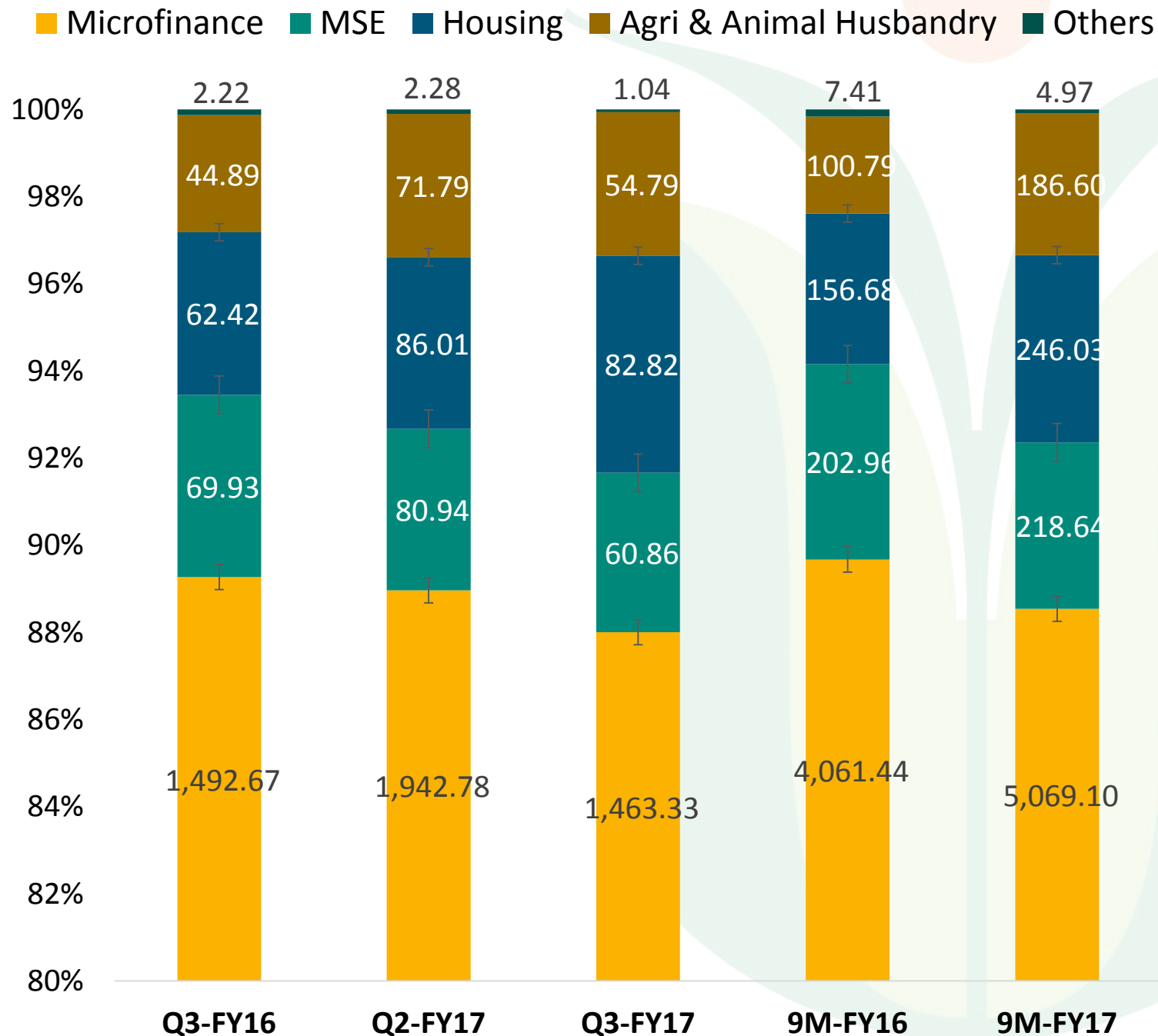
## Portfolio Mix- December 2016



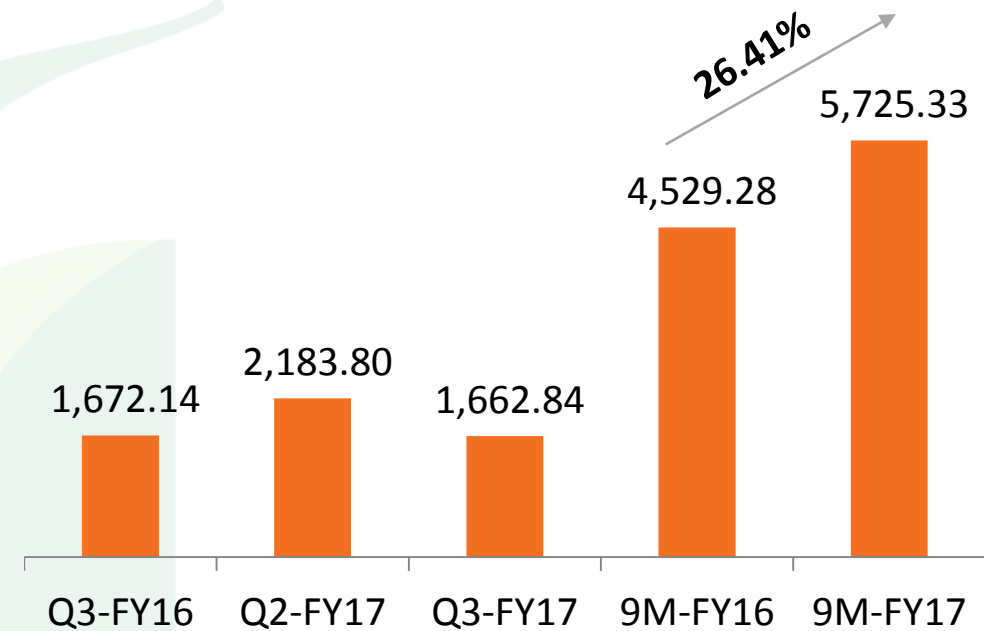


# Disbursement Spread & Average Ticket Size

## Product wise Disbursement (₹ in Crore)



## Total Disbursements (₹ in crore)

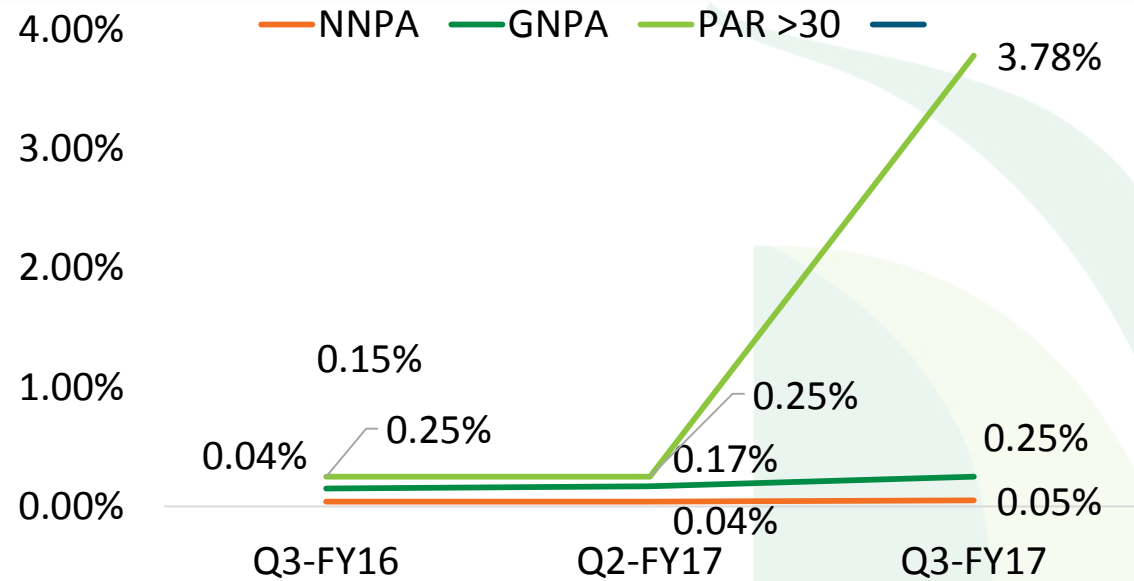


## Average Ticket Size – 9M-FY17

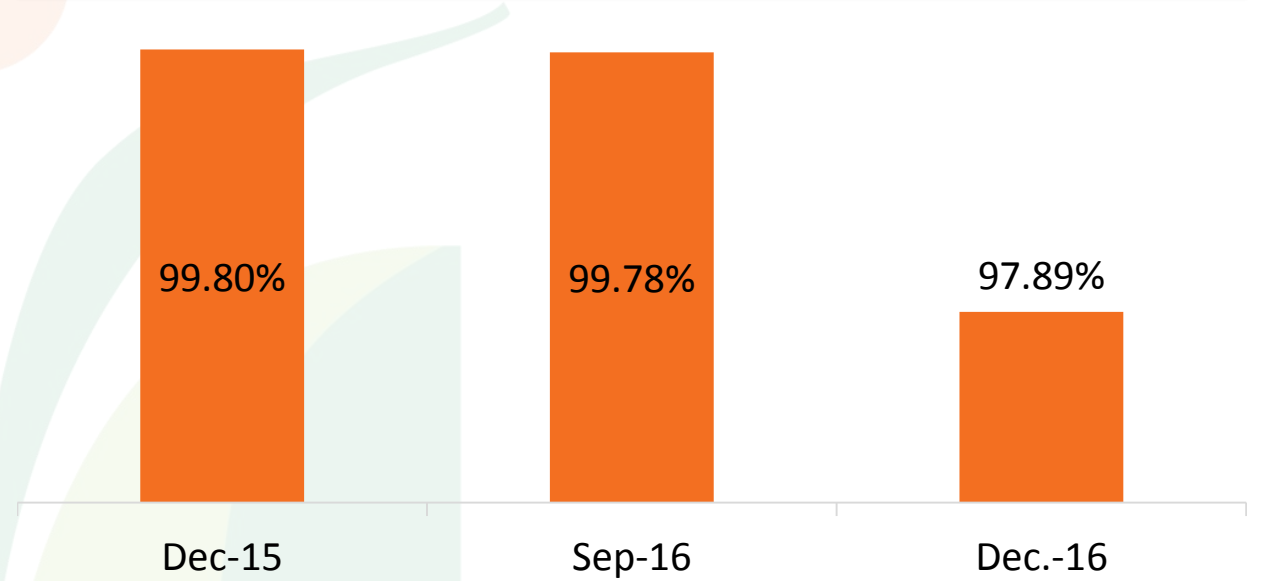
Product	in ₹
Microfinance	23,172
MSE- Unsecured	69,386
MSE- Secured	4,02,782
Housing- Unsecured	67,439
Housing- Secured	3,79,837
Agri and Animal Husbandry Loan	57,832
Others	61,754

# Efficiency Parameters

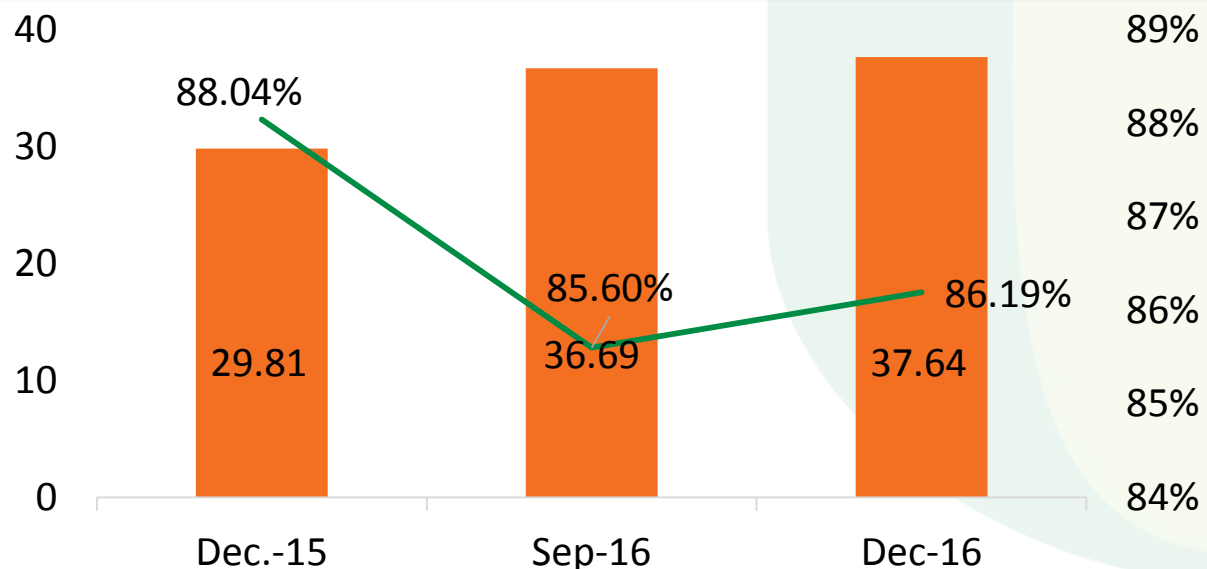
## GNPA, NNPA & PAR>30



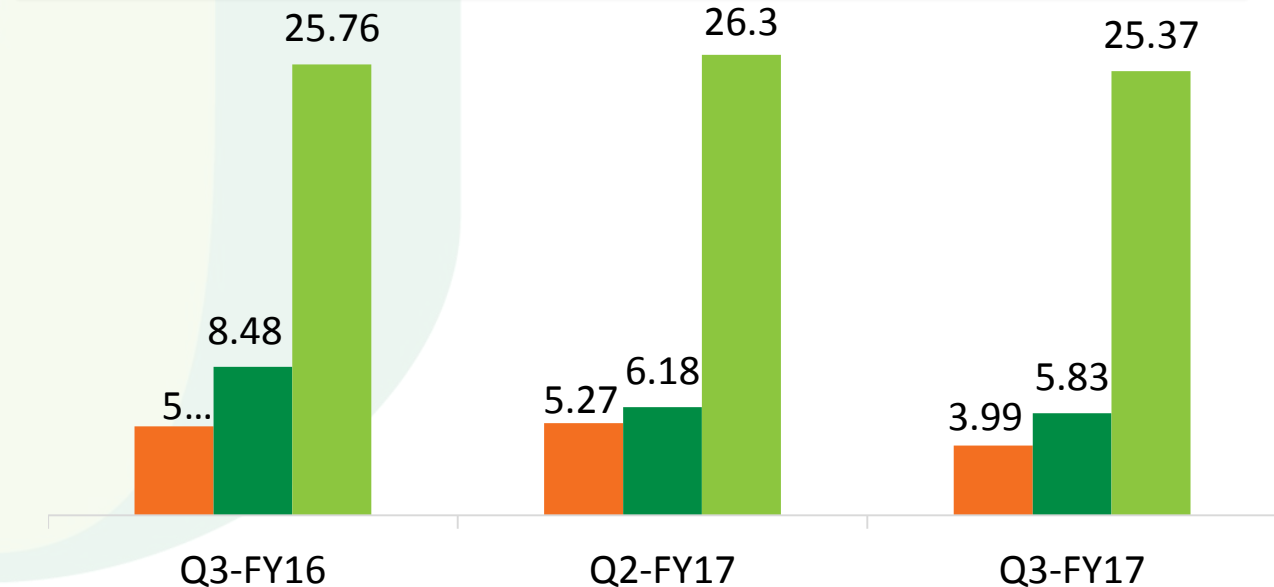
## Cumulative Repayment Rate



## Number of Customer & Customer Retention Ratio



## Turn Around Time (TAT)



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

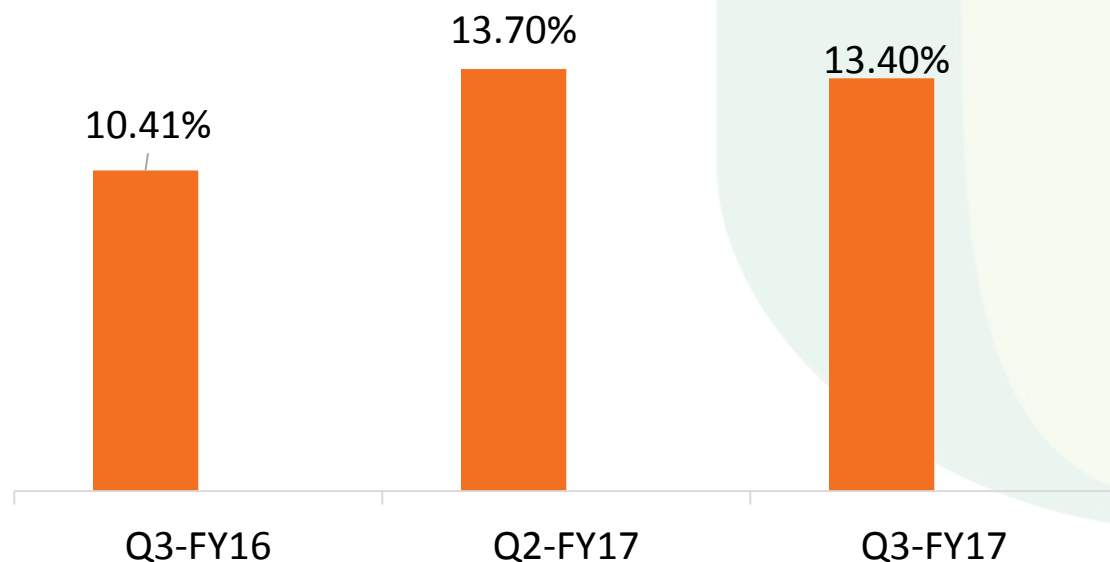
GL (Microfinance) IL- Unsecured IL- Secured

# Efficiency Parameters (Contd.)

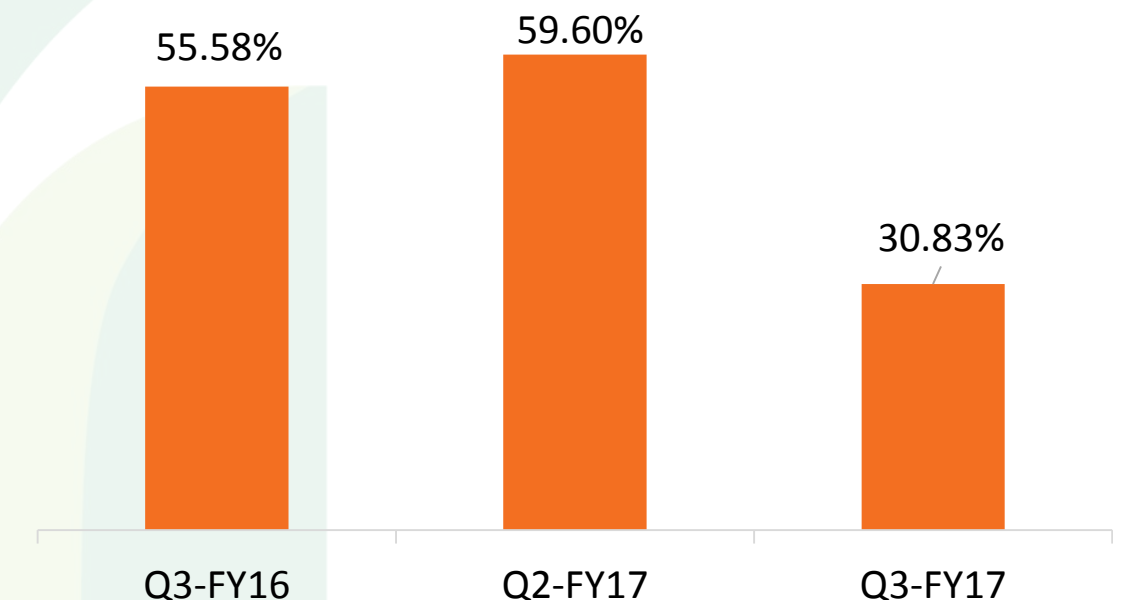
## Rejection Rate & Key Reasons

Key Rejection Reasons	Dec'16
2 MFI Loans	48%
Overdue	11%
Loan Exposure >60,000	23%
2 MFI Loans + Overdue & Loan Exposure >60,000	2%
2MFI & Overdue	3%
2 MFI Loans & Loan Exposure >60,000	12%
Overdue & Loan Exposure >60,000	1%

## Bureau Rejection Rate (%) - Microfinance



## Cashless Disbursement (%)



**84% Customers with Aadhar Card as on 31<sup>st</sup> December, 2016**

# Financial Overview

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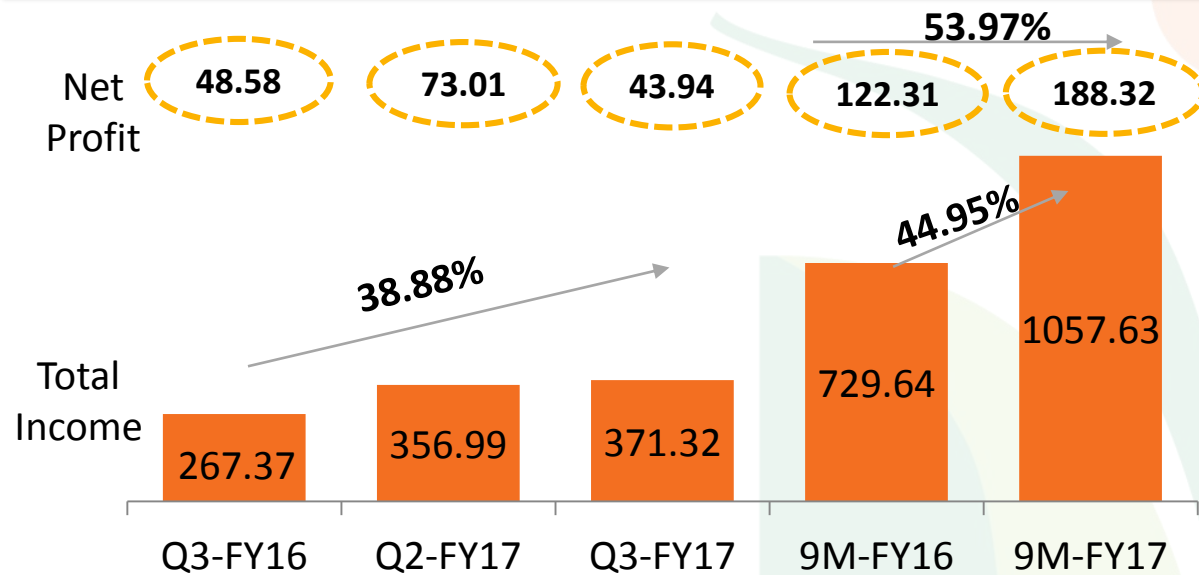


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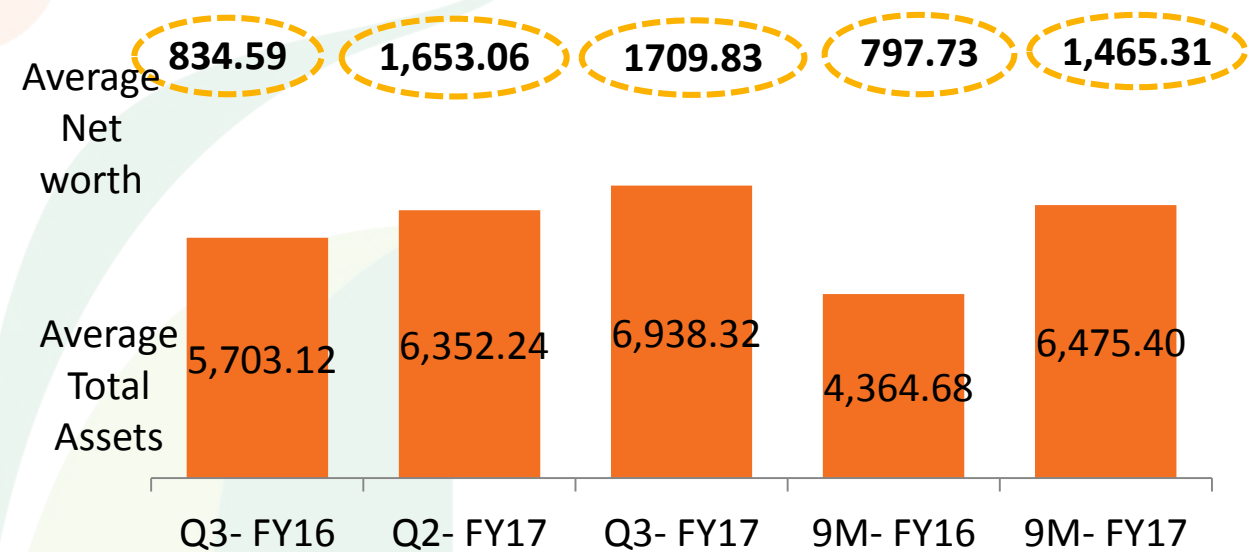


# Financial Overview

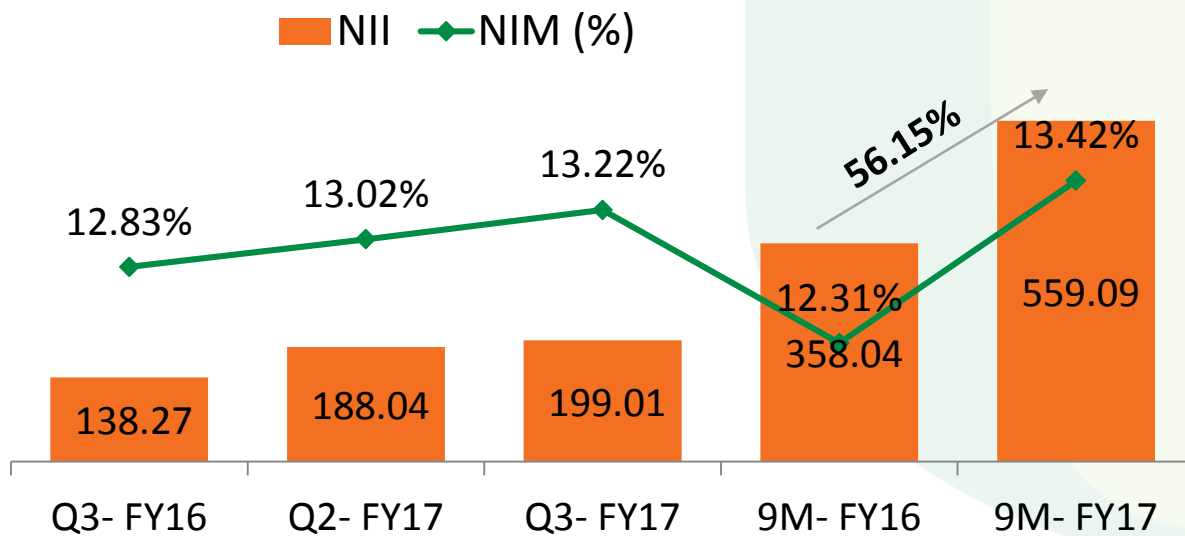
## Total Income & Net Profit (₹ in Crore)



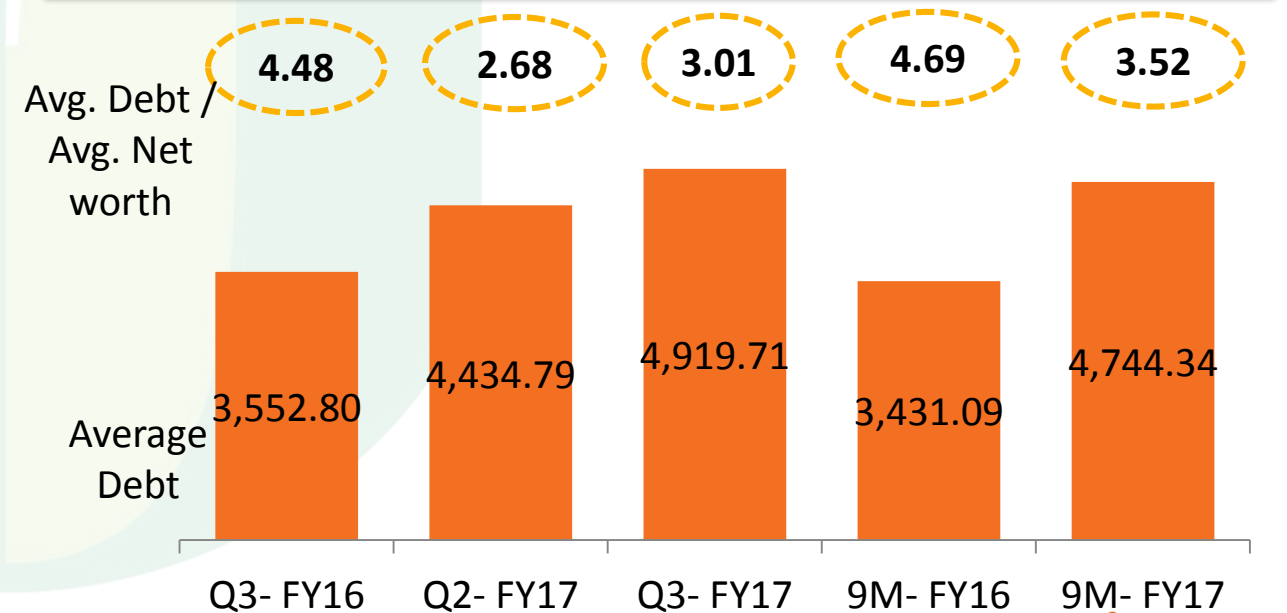
## Average Total Assets and Net worth (₹ in crore)



## NII & NIM



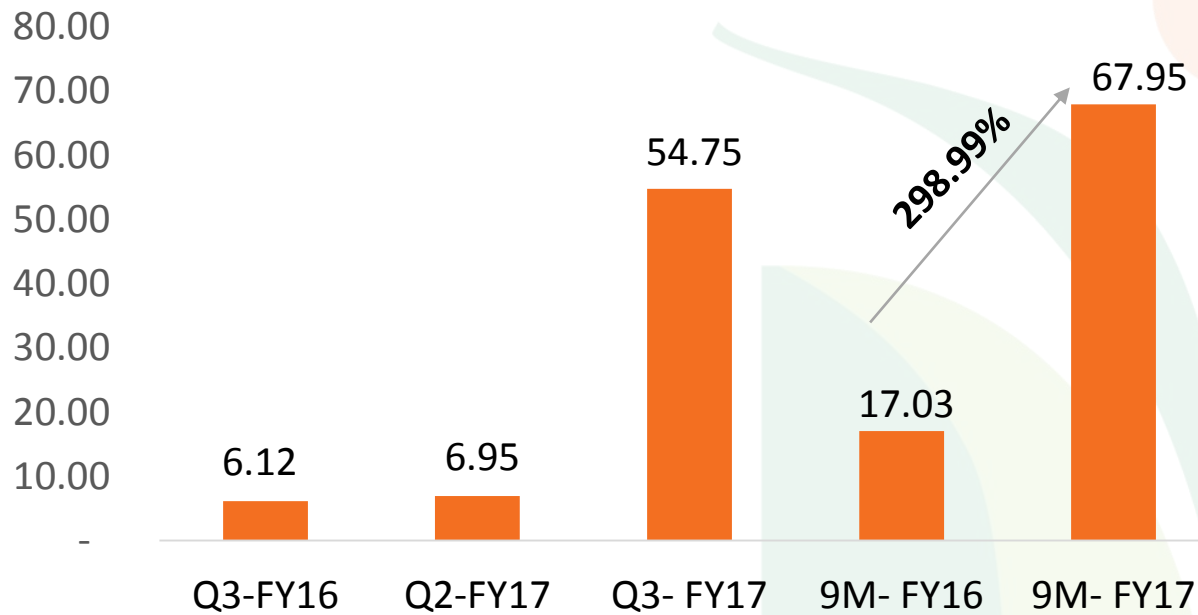
## Average Debt (₹ in crore)



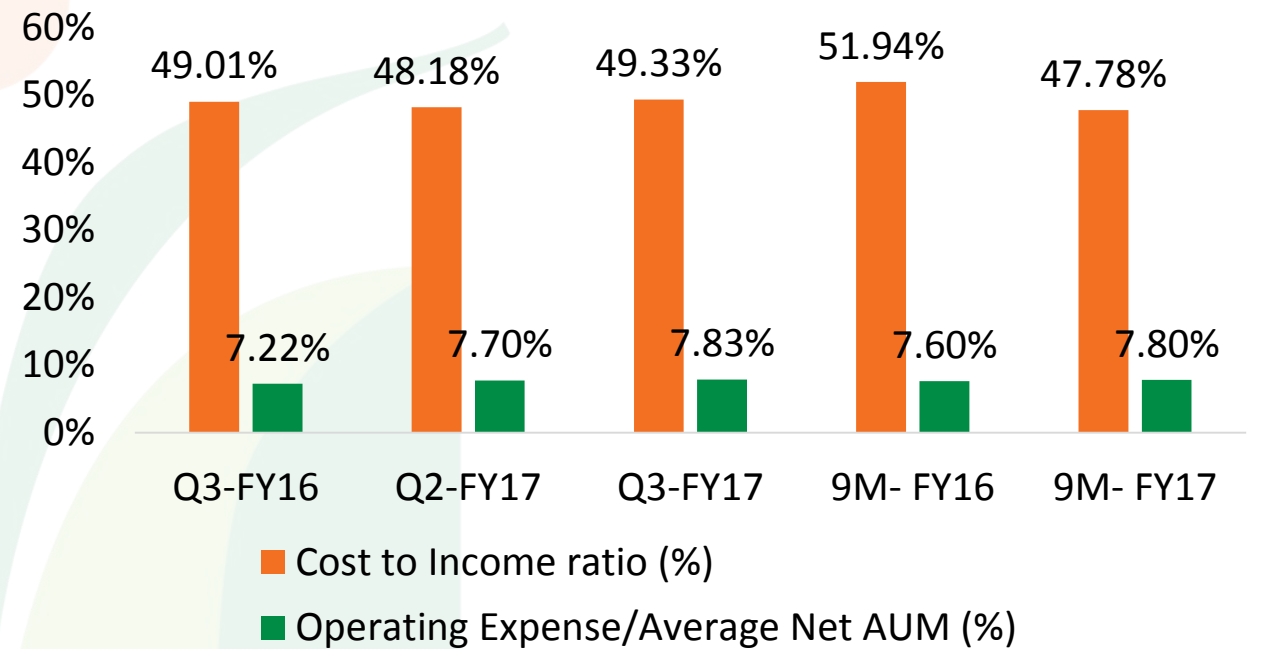


# Financial Overview (Contd.)

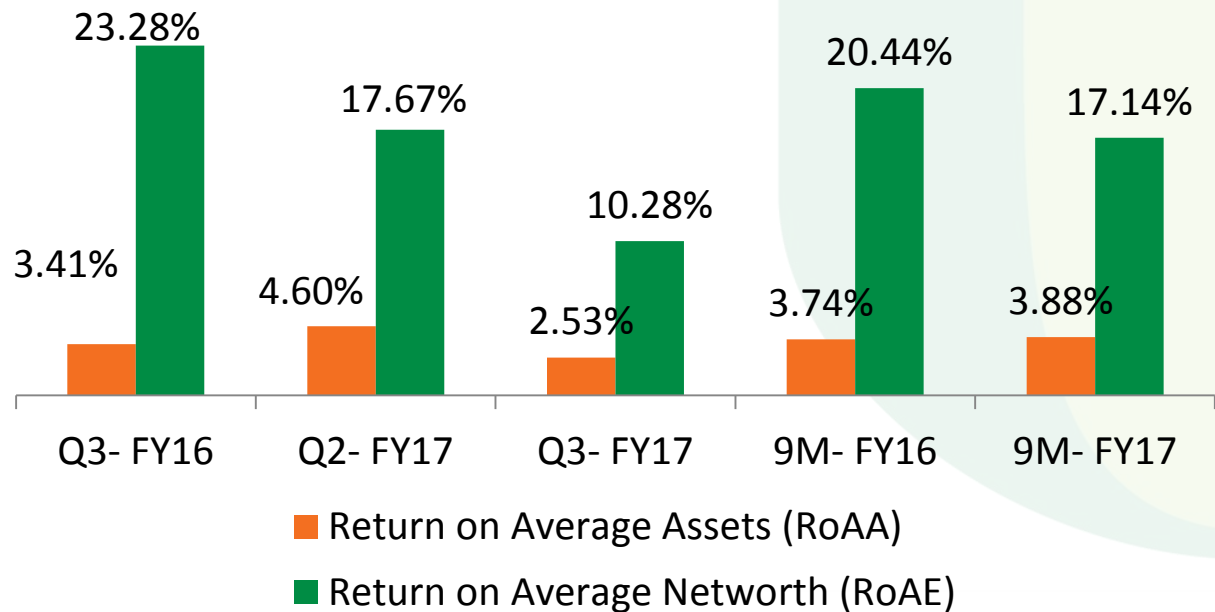
## Credit Cost (₹ in crore)



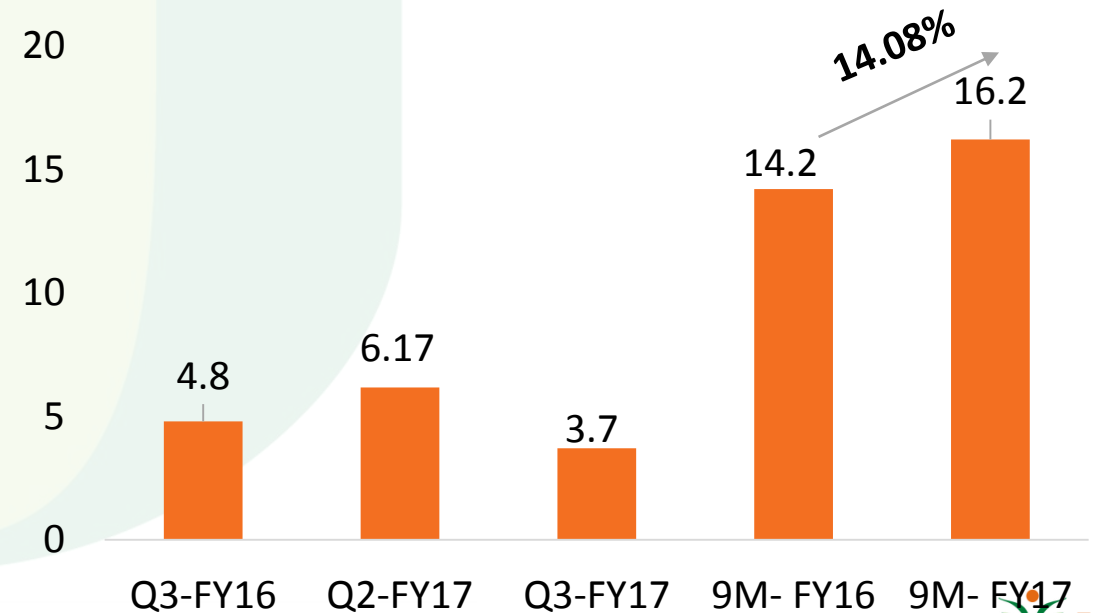
## Operating Efficiency



## RoAA & RoAE



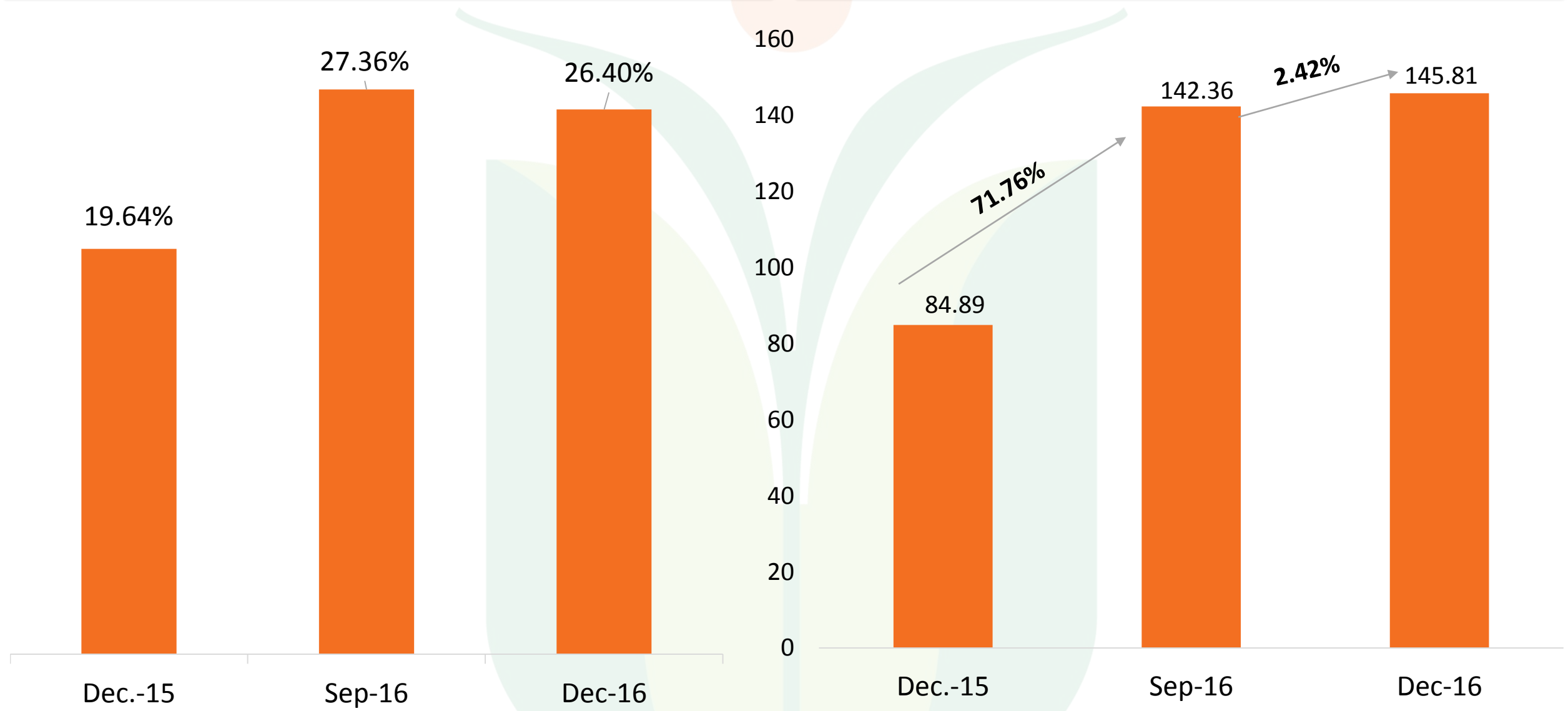
## Earning Per Share



# Financial Overview (Contd.)

## Capital Adequacy Ratio (%)

## Book Value Per Share (in ₹)



# Financials – Profit & Loss Statement

₹ in Crore

Particulars	Q3-FY17	Q3-FY16	YoY Growth (%)	Q2-FY17	QoQ Growth (%)	9M-FY17	9M-FY16	YoY Growth (%)
Revenue from operations	362.18	265.08	36.63%	350.98	3.19%	1,034.84	713.20	45.10%
Other income	9.14	2.29	299.27%	6.01	51.99%	22.79	16.44	38.63%
<b>Total Income</b>	<b>371.32</b>	<b>267.37</b>	<b>38.88%</b>	<b>356.99</b>	<b>4.01%</b>	<b>1,057.63</b>	<b>729.64</b>	<b>44.95%</b>
Finance costs	133.19	109.31	21.84%	127.43	4.52%	381.03	305.55	24.70%
Employee expenses	70.72	49.50	42.86%	64.48	9.67%	195.07	142.86	36.55%
Other expenses	43.51	25.53	70.41%	42.97	1.25%	118.95	70.58	68.54%
Depreciation	2.76	2.09	31.75%	2.52	9.13%	7.50	5.94	26.32%
Provisions and write offs	54.75	6.12	794.19%	6.95	687.68%	67.95	17.03	298.99%
<b>Total Expenses</b>	<b>304.92</b>	<b>192.56</b>	<b>58.35%</b>	<b>244.36</b>	<b>24.78%</b>	<b>770.49</b>	<b>541.96</b>	<b>42.17%</b>
<b>Profit before tax</b>	<b>66.40</b>	<b>74.81</b>	<b>-11.24%</b>	<b>112.63</b>	<b>-41.05%</b>	<b>287.13</b>	<b>187.68</b>	<b>52.99%</b>
Total tax expense	22.45	26.23	-14.40%	39.62	-43.32%	98.81	65.38	51.14%
<b>Profit after tax</b>	<b>43.94</b>	<b>48.58</b>	<b>-9.54%</b>	<b>73.01</b>	<b>-39.82%</b>	<b>188.32</b>	<b>122.31</b>	<b>53.97%</b>

# Financials – Balance Sheet

₹ in Crore

Particulars	As on Dec'16	As on Sept'16	QoQ Growth (%)	As on Dec'15	YoY Growth (%)
Share capital	118.84	118.49	0.30%	86.13	37.98%
Reserves and surplus	1,614.02	1,568.30	2.92%	772.87	108.83%
Borrowings	5,150.69	4,688.72	9.85%	3,740.40	37.70%
Provisions	168.52	114.1	47.69%	64.78	160.14%
Other Liabilities	171.42	163.54	4.82%	88.92	92.78%
<b>Total</b>	<b>7,223.49</b>	<b>6,653.15</b>	<b>8.57%</b>	<b>4,753.10</b>	<b>51.97%</b>
Cash and cash equivalent	830.21	377.49	119.93%	55.90	1385.22%
Advances	6,102.11	6,000.20	1.70%	4,540.13	34.40%
Investments	0.10	0.1	1.00%	0.10	1.00%
Fixed & tangible assets	107.25	85.6	25.29%	22.05	386.34%
Other assets	183.82	189.76	-3.13%	134.91	36.25%
<b>Total</b>	<b>7,223.49</b>	<b>6,653.15</b>	<b>8.57%</b>	<b>4,753.10</b>	<b>51.97%</b>

# Borrowing Profile & Credit Rating

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# Borrowing Mix

## Borrowing Profile (Outstanding ₹ in crore )

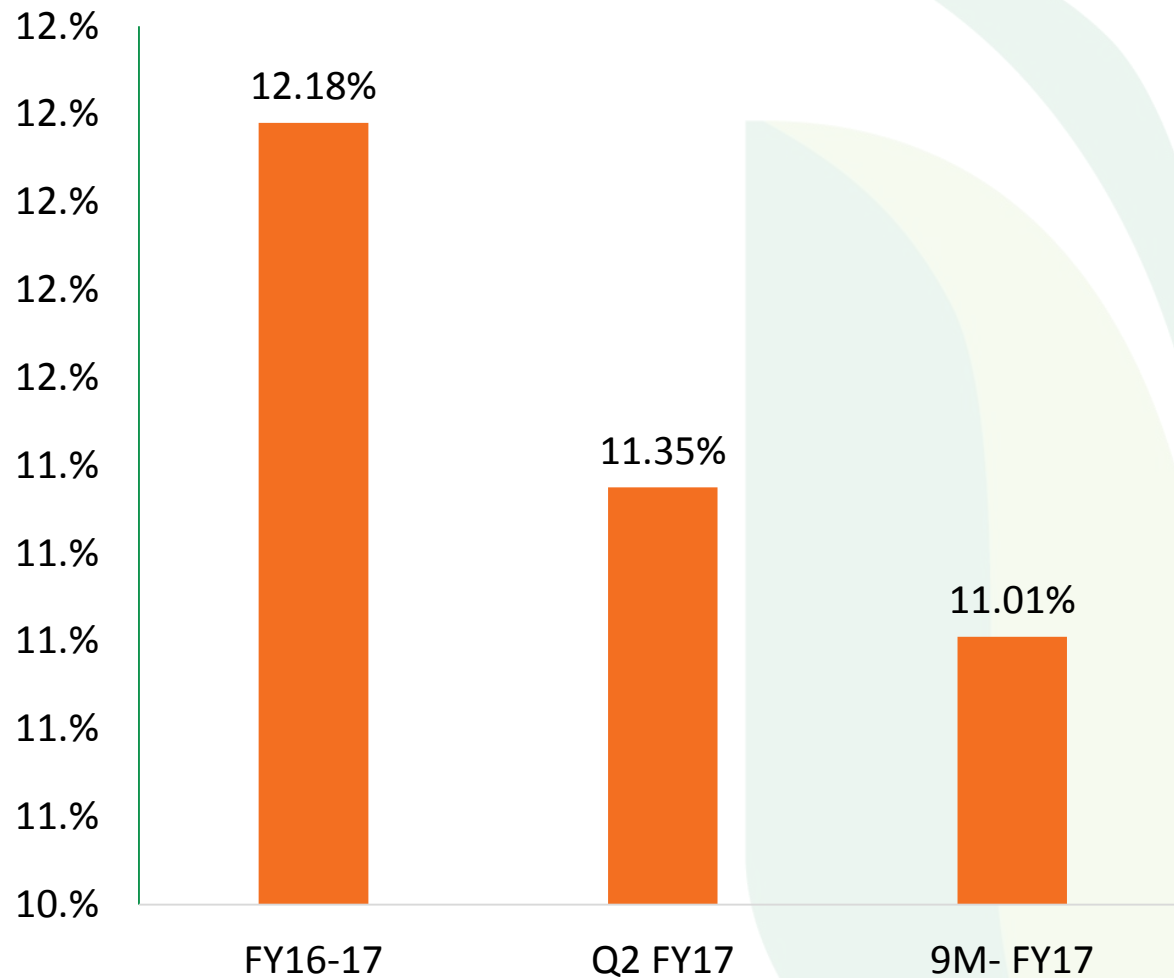
Sr. No	Term Loans	As on Dec-16	% Mix	As on March-16	% Mix
1	Term Loans, Cash Credit & Overdraft	3,687.28	64%	3,516.50	75%
2	Refinance Facility	519.67	9%	244.00	5%
3	Securitization ( <i>Off Balance Sheet</i> )	541.54	9%	324.21	7%
4	Non Convertible Debentures	843.75	15%	527.50	11%
5	Sub Debt	50.00	1%	50.00	1%
6	Commercial Paper	100.00	2%		
	<b>Total Outstanding Amount</b>	<b>5,742.23</b>	<b>100%</b>	<b>4,662.21</b>	<b>100%</b>

## Debt Raised ( ₹ in crore )

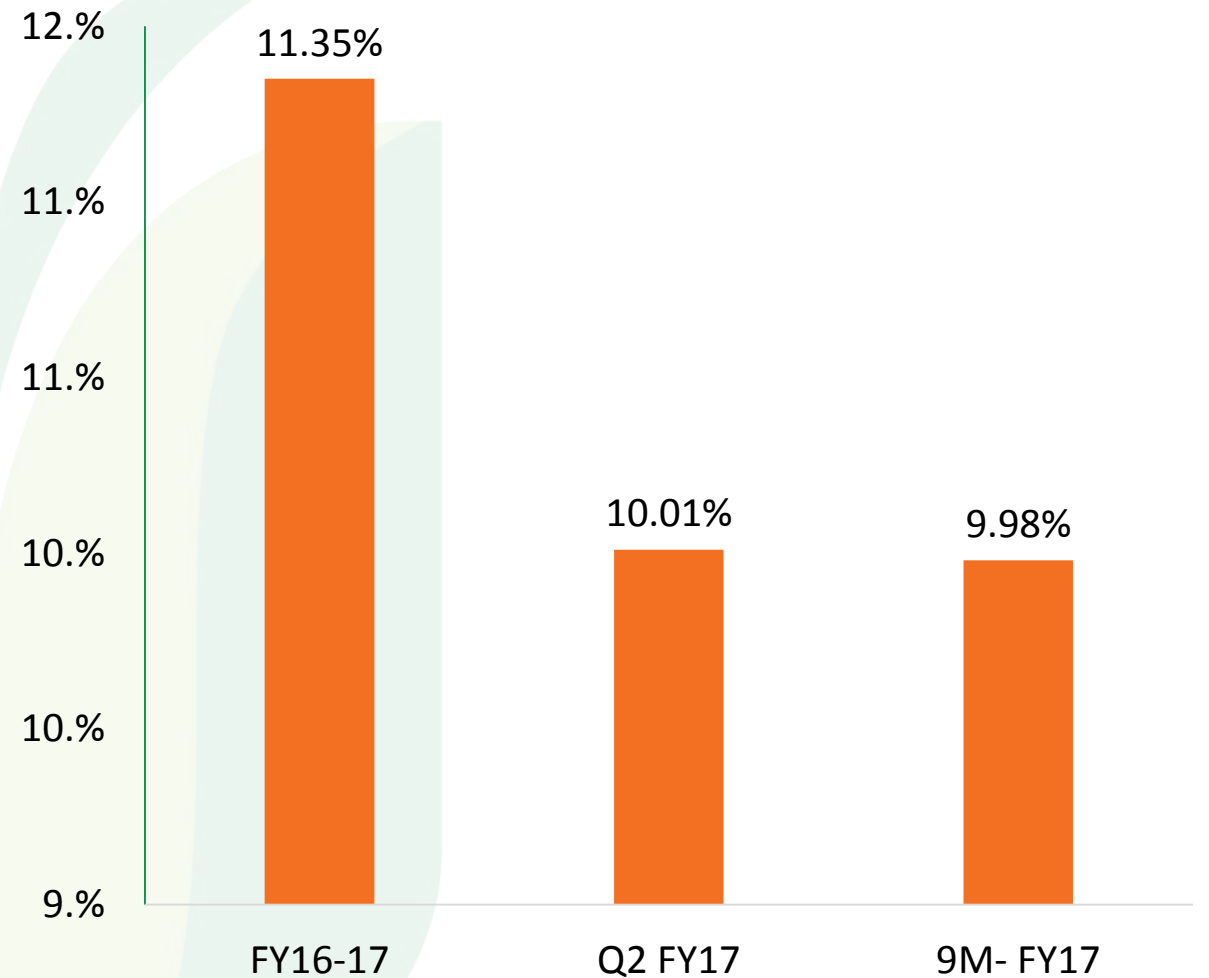
Sr. No	Term Loans	As on Dec-16	% Mix	As on March-16	% Mix
1	Term Loans & Refinance	2574.25	62.43%	2,993.00	79.55%
2	Securitization ( <i>Off Balance Sheet</i> )	684.31	16.60%	369.56	9.82%
3	Commercial Paper	465.00	11.28%	100.00	2.66%
4	NCD	400.00	9.70%	300.00	7.97%
	<b>Total Outstanding Amount</b>	<b>4,123.56</b>	<b>100%</b>	<b>3,762.56</b>	<b>100%</b>

# Cost of Debt & Credit Ratings

## Weighted Average Cost of Debt



## Marginal Cost of Debt



**Thank you!**



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