

UJJIVAN/SE/2019-20/27

August 02, 2019

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 August 02, 2019 - Financial Results for the quarter ended June 30, 2019

Please refer to our letter dated July 22, 2019, wherein we have intimated about the convening of the meeting of the Board of Directors on August 02, 2019 to approve inter alia the Financial Results for the quarter ended June 30, 2019.

In connection therewith, subsequent to the review of the Audit Committee, the Board in its meeting held today August 02, 2019 (meeting commenced at 12:00 Noon and concluded at 02:50 PM) has approved and taken on record the unaudited financial results of the Company for the quarter ended June 30, 2019 (standalone and consolidated) together with a copy of the limited review report issued by the statutory auditors of the Company.

A copy of the aforesaid un-audited financial results for the quarter ended June 30, 2019 and limited review report issued by the Statutory Auditors are enclosed herewith.

Furthermore, for the benefit of all stakeholders, please find appended the press release and the Investor presentation which also highlights the financial and business performance of our subsidiary 'Ujjivan Small Finance Bank Limited' in IGAAP for the quarter ended June 30, 2019.

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, 6th Block, Koramangla,
Bengaluru - 560095

1. We have reviewed the unaudited standalone financial results of Ujjivan Financial Services Limited (the "Company") for the quarter ended June 30, 2019, which are included in the accompanying 'Statement of Standalone Financial Results for the quarter ended June 30, 2019' (the "Statement"). The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

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



A.J Shaikh
Partner
Membership Number: 203637
UDIN: 19203637AAAAAT2998

Place: Bengaluru
Date: August 2, 2019

UJJIVAN FINANCIAL SERVICES 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 ended June 30, 2019

(Rs. In lakhs)

	Particulars	For the quarter ended			For the Year ended
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		Unaudited	Unaudited	Unaudited	Audited
I	Revenue from operations	-	1,100.00	-	2,200.00
II	Other Income	252.92	239.90	198.31	862.37
III	Total Income (I+II)	252.92	1,339.90	198.31	3,062.37
	Expenses				
	Employee benefits expense	71.72	35.56	50.13	162.94
	Finance costs	-	(0.36)	-	0.11
	Depreciation and amortization expense	0.53	0.51	0.47	1.99
	Other expenses	95.43	112.75	211.47	507.99
IV	Total expenses	167.68	148.46	262.07	673.03
V	Profit/(loss) before exceptional items and tax (III- IV)	85.24	1,191.44	(63.76)	2,389.34
VI	Exceptional Items	-	-	-	-
VII	Profit/(loss) before tax (V-VI)	85.24	1,191.44	(63.76)	2,389.34
	Tax expense:				
	(i) Current tax	32.41	70.21	13.20	230.64
	(ii) Deferred tax charge/(credit)	0.19	(0.36)	9.04	0.40
VIII	Total tax expense	32.60	69.85	22.24	231.04
IX	Profit/(loss) for the period/year (VII-VIII)	52.64	1,121.59	(86.00)	2,158.30
X	Other Comprehensive Income				
	(i) Items that will not be reclassified to profit or loss	-	0.73	-	(0.74)
	(ii) Income tax relating thereto	-	(0.26)	-	0.26
	Total other comprehensive income/(loss) for the period/year, net of tax	-	0.47	-	(0.48)
XI	Total Comprehensive Income/(loss) for the period/year (IX+X)	52.64	1,122.06	(86.00)	2,157.82
XII	Paid-up equity share capital (face value of Rs. 10 per share)	12,136.28	12,116.67	12,095.48	12,116.67
XIII	Earnings per equity share (not annualised*):				
	(1) Basic	0.04	0.93	(0.07)	1.78
	(2) Diluted	0.04	0.92	(0.07)	1.78
	*Earnings per share for the interim periods are not annualised				

Notes to Statement of Standalone Financial Results of the quarter and year ended June 30, 2019

- As mandated by the Reserve Bank of India, 'Ujjivan Small Finance Bank Limited' (hereinafter referred to as USFB), the wholly-owned subsidiary of the Company is required to be listed by January 31, 2020. Under the prevailing circumstances, the board of USFB in their meeting held on July 30, 2019 has approved a proposal for an initial public offering (IPO) of its equity shares on the main board, subject to receipt of requisite regulatory approvals and prevailing market conditions. USFB and USFB also continue to jointly evaluate other options to achieve listing of USFB's equity shares in accordance with guidance from the RBI and applicable law. USFB is committed to complying with the listing condition within the stipulated timelines.
- The aforesaid standalone financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on August 02, 2019 in accordance with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These financial results have been prepared in accordance with the recognition and measurement principles of Indian Accounting Standard ("Ind AS") prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules, 2015 (as amended).



UJJIVAN FINANCIAL SERVICES 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 ended June 30, 2019

- 3 The Standalone figures for the last quarter of the previous year are the balancing figures between audited figures in respect of the full financial year and the published year-to-date figures up to third quarter.
- 4 Operating segments are reported in a manner consistent with the internal reporting provided to the Chief Operating Decision Maker ("CODM") of the Company. The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Managing Director and CEO of the Company. The Company being a NBFC-ND-SI-CIC (Core Investment Company) registered with the RBI under section 45-IA of the Reserve Bank of India Act, 1934, operates only in one Business Segment, accordingly it does not have any reportable Segments as per Indian Accounting Standard 108 "Operating Segments".
- 5 The Company, during the quarter ended June 30, 2019, has allotted 1,96,134 equity shares respectively of Rs 10 each, fully paid-up, on exercise of options by employees of its subsidiary (Ujjivan Small Finance Bank Limited), in accordance with the Company's employee stock option schemes.
- 6 Effective April 1, 2019, the Company adopted Ind-AS 116 "Leases", applied to all lease contracts existing on April 1, 2019 using the modified retrospective approach method. There is no impact on account of this adoption on the financial results for the quarter ended June 30, 2019.

Place: Bengaluru
Date: August 02, 2019

For and on behalf of the Board of Directors



Itira Davis
Managing Director & CEO
DIN:06442816



Price Waterhouse Chartered Accountants LLP

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

1. We have reviewed the unaudited consolidated financial results of Ujjivan Financial Services Limited (the "Holding Company"), its subsidiary (the holding company and its subsidiary hereinafter referred to as the "Group"), for the quarter ended June 30, 2019 which are included in the accompanying "Statement of Consolidated Financial Results for the quarter ended June 30, 2019" (the "Statement"). The Statement is being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, which has been initialed by us for identification purposes. Attention is drawn to the fact that the consolidated figures for the corresponding quarter ended June 30, 2018 and the previous quarter ended March 31, 2019, as reported in these financial results have been approved by the Holding Company's Board of Directors.
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:
Ujjivan Small Finance Bank Limited (Wholly owned subsidiary of Ujjivan Financial Services Limited)
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review report of the other auditor referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Price Waterhouse Chartered Accountants LLP

6. We did not review the interim financial results of one subsidiary included in the consolidated unaudited financial results, whose interim financial results reflect total revenues of Rs.68,942 lakhs, total net profit after tax of Rs. 8,251 lakhs and total comprehensive income of Rs. 8,145 lakhs, for the quarter ended June 30, 2019, as considered in the consolidated unaudited financial results. These interim financial results have been reviewed by other auditor in accordance with Standard on Review Engagements SRE 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the entity", issued by the Institute of Chartered Accountants of India, and their report dated July 30, 2019, vide which they have issued an unmodified conclusion, has been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this subsidiary, is based solely on the report of the other auditor and the procedures performed by us as stated in paragraph 3 above.
- Our conclusion on the Statement is not modified in respect of the above matter.
7. We were neither engaged to review, nor have we reviewed the comparative figures for the quarters ended on June 30, 2018 and March 31, 2019 accordingly, we do not express any conclusion on the consolidated results in the Statement for the quarter ended June 30, 2018 and March 31, 2019. As set out in Note 2 to the Statement, these figures have been furnished by the Management.

Our conclusion on the Statement is not modified in respect of the above matter.

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



A.J Shaikh
Partner
Membership Number: 203637
UDIN: 19203637AAAAAU5329

Place: Bengaluru
Date: August 02, 2019

UJJIVAN FINANCIAL SERVICES 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 ended June 30, 2019

(Rs. In lakhs)

	Particulars	For the quarter ended			For the Year ended
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		Unaudited	Unaudited	Unaudited	Audited
I	Revenue from operations				
	Interest Income	62,595.36	56,217.34	42,213.67	1,91,681.85
	Revenue from contracts with customers	867.64	1,004.62	376.58	2,646.22
	Net gain/loss on derecognition of financial instruments at amortised cost	76.47	2.20	96.00	98.50
		63,539.47	57,224.16	42,686.25	1,94,426.57
II	Other Income	5,402.78	1,777.27	3,029.48	6,935.88
III	Total Income (I+II)	68,942.25	59,001.43	45,715.73	2,01,362.45
IV	Expenses				
	Employee benefits expense	16,365.73	15,700.62	11,569.00	54,053.40
	Finance costs	26,313.06	21,648.81	16,116.43	72,703.23
	Depreciation and amortization expense	3,406.04	1,670.40	1,211.68	6,061.76
	Impairment Losses on Financial Instruments	1,884.43	2,658.40	582.37	6,576.29
	Other expenses	8,269.97	12,973.48	9,186.87	41,557.91
V	Total expenses	56,239.23	54,651.71	38,666.35	1,80,952.59
VI	Profit/(loss) before tax (V-VI)	12,703.02	4,349.72	7,049.38	20,409.86
VII	Tax expense:				
	(i) Current tax	5,144.90	823.04	798.48	3,721.83
	(ii) Deferred tax charge/(credit)	(745.07)	(787.80)	1,621.18	1,643.63
VIII	Total tax expense	4,399.83	35.24	2,419.66	5,365.46
IX	Profit/(loss) for the period/year (VII-VIII)	8,303.19	4,314.48	4,629.72	15,044.40
X	Other Comprehensive Income				
	(i) Items that will not be reclassified to profit or loss	(161.22)	(11.41)	-	(94.91)
	(ii) Income tax relating thereto	55.07	3.99	-	33.17
	Total other comprehensive income for the period/year, net of tax	(106.15)	(7.42)	-	(61.74)
XI	Total Comprehensive Income for the period/year (IX+X)	8,197.04	4,307.06	4,629.72	14,982.66
	Net Profit/(Loss) attributable to:				
	Owners	8,303.19	4,314.48	4,629.72	15,044.40
	Non-controlling interests	-	-	-	-
	Other Comprehensive Income attributable to:				
	Owners	(106.15)	(7.42)	-	(61.74)
	Non-controlling interests	-	-	-	-
	Total Comprehensive Income attributable to:				
	Owners	8,197.04	4,307.06	4,629.72	14,982.66
	Non-controlling interests	-	-	-	-
XIII	Earnings per equity share (not annualised*):				
	(1) Basic	6.85	3.56	3.83	12.43
	(2) Diluted	6.83	3.55	3.82	12.38
	*Earnings per share for the interim periods are not annualised				



UJJIVAN FINANCIAL SERVICES 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 ended June 30, 2019

Notes to Statement of Consolidated Financial Results of the quarter ended June 30, 2019

1 As mandated by the Reserve Bank of India, 'Ujjivan Small Finance Bank Limited' (hereinafter referred to as USFB), the wholly-owned subsidiary of the Company is required to be listed by January 31, 2020. Under the prevailing circumstances, the board of USFB in their meeting held on July 30, 2019 has approved a proposal for an initial public offering (IPO) of its equity shares on the main board, subject to receipt of requisite regulatory approvals and prevailing market conditions. UFSL and USFB also continue to jointly evaluate other options to achieve listing of USFB's equity shares in accordance with guidance from the RBI and applicable law. USFB is committed to complying with the listing condition within the stipulated timelines.

2 The aforesaid consolidated financial results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on August 02, 2019 in accordance with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These financial results have been prepared in accordance with the recognition and measurement principles of Indian Accounting Standard ("Ind AS") prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules, 2015 (as amended).

The financial results for the quarter ended June 30, 2019 were subject to a limited review by the Statutory Auditors of the Company. The Consolidated figures for the corresponding quarter ended June 30, 2018 and for the previous quarter ended March 31, 2019 as reported in these financial results have been approved by the Company's Board of Directors, but have not been subject to review.

3 Segment wise Revenue, Results and Capital employed for consolidated unaudited financial results under Regulation 33 of the Listing Regulations, 2015

	(Rs. In lakhs)			
	Quarter ended		Year ended	
	June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
Segment Revenue				
a. Banking	68,942.18	59,001.43	45,517.42	2,00,980.41
b. Others*	0.07	-	198.31	382.04
Total Revenue	68,942.25	59,001.43	45,715.73	2,01,362.45
Segment Results				
a. Banking	12,870.62	4,498.18	7,113.15	20,700.86
b. Others*	(167.60)	(148.47)	(63.77)	(291.00)
Profit before tax	12,703.02	4,349.71	7,049.38	20,409.86
Segment Assets				
a. Banking	14,92,307.81	14,02,440.22	11,09,786.92	14,02,440.22
b. Others*	191.38	148.86	11,511.81	148.86
Total	14,92,499.19	14,02,589.08	11,21,298.73	14,02,589.08
Segment Liabilities				
a. Banking	12,98,708.72	12,14,675.94	9,36,348.30	12,14,675.94
b. Others*	166.95	144.92	722.77	144.92
Total	12,98,875.67	12,14,820.86	9,37,071.07	12,14,820.86
Capital Employed (Segment Assets less Segment Liabilities)				
a. Banking	1,93,599.09	1,87,764.28	1,73,438.62	1,87,764.28
b. Others*	24.43	3.94	10,789.04	3.94
Total	1,93,623.52	1,87,768.22	1,84,227.66	1,87,768.22

Banking includes Micro finance, Housing loans, Micro and small enterprise loans, Personal loans, Vehicle loans and Institutional loans. Revenue from these segment include interest earned and processing fees. Expenses comprise of interest expense, premises expense and personal expense, credit costs, other direct overheads and allocated expenses.

*Others include NBFC Operations of the Group.

4 The Holding Company, during the quarter ended June 30, 2019, has allotted 1,96,134 equity shares respectively of Rs 10 each, fully paid-up, on exercise of options by employees of its Group, in accordance with the Group's employee stock option schemes.

5 Effective April 1, 2019, the Group has adopted Ind AS 116 "Leases", applied to all lease contracts existing on April 1, 2019 using the modified retrospective method and has taken the cumulative adjustment to retained earnings, on the date of initial application. The transition to the new standard resulted in recognition of a Right-of-Use asset (ROU) of Rs. 39,741.74 lakhs, a Net investment in sub-lease of ROU asset of Rs. 50.91 lakhs and a lease liability of Rs. 44,086.77 lakhs. The cumulative effect of applying the standard resulted in Rs. 2,863.32 lakhs being debited to retained earnings, net of taxes. For the quarter ended June 30, 2019 Rs. 330.28 lakhs has been debited to Profit and Loss as an impact of applied standard.

6 Previous period/year figures have been reclassified/re-grouped, wherever necessary, to confirm with current period classification/grouping.

Place: Bengaluru
 Date: August 02, 2019

For and on behalf of the Board of Directors

(Signature)
 Jitendra Davis
 Managing Director & CEO
 DIN: 06442816





Press Release

Gross Advances up 51% vs Q1FY19; NII up by 44% vs Q1FY19; **Cost-to-income ratio at 64%***

Total Deposits up 109% vs Q1FY19, ROA at 2.7% and ROE at 20.2%*

Bengaluru, August 2, 2019: Ujjivan Financial Services Ltd. [BSE: 539874; NSE: UJJIVAN], the holding company and promoter of its 100% subsidiary “UJJIVAN SMALL FINANCE BANK” (USFB), today announced its consolidated financial performance for the quarter ended June 30, 2019.

Summary of Ujjivan Small Finance Bank Business Performance – Q1 FY 2019-20:*

- ❖ Gross Advances at ₹11,783 crore; growth of 51.3% over Q1FY19
- ❖ Non-MicroBanking[^] portfolio now contributes 18.0% to the portfolio against 9.3% Q1FY19
- ❖ Disbursement for Q1FY20 at ₹2,959 crore; an increase of 41.4% over Q1FY19
- ❖ Secured portfolio constitutes 16.3% to the portfolio compared to 7.0% in Q1FY19
- ❖ GNPA at 0.8% and NNPA at 0.3% in Q1FY20 against 2.7% and 0.3% respectively in Q1FY19; write-off of ₹16 crore in Q1FY20
- ❖ Deposit base at ₹7,956 crore in Q1FY20 covering 67.5% of total advances against 48.8% in Q1FY19
- ❖ Retail deposits at 43.1% to total deposits vs. 19.7% in Q1FY19; CASA ratio at 10.4% vs. 6.3% in Q1FY19
- ❖ Net Profit of ₹94.4 crore in Q1FY20 against ₹46.1 crore in Q1FY19
- ❖ Net Interest Income of ₹352.5 crore in Q1FY20, an increase of 43.8% over Q1FY19
- ❖ Net Interest Margin at 10.5% in Q1FY20, against 10.8% in Q1FY19
- ❖ Cost to Income ratio at 64.4% in Q1FY20, decreased from 71.8% in Q1FY19
- ❖ ROA at 2.7% and ROE at 20.2% for Q1FY20
- ❖ Diluted EPS for Q1FY20 at ₹0.66, an increase from ₹0.32 in Q1FY19

Mr. Samit Ghosh, MD & CEO, Ujjivan Small Finance Bank said, “We have started the year on a very positive note with PAT at ₹94 crore registering a growth of 105% vs Q1FY19. All our asset businesses have contributed well to Gross Advances growing 51% as against Q1FY19. Our disbursement for the quarter is up 41% vs Q1FY19 despite Q1 being seasonally weak quarter for us historically. MicroBanking[^] portfolio continue to show significant traction growing by 37% vs Q1FY19. One of the landmarks achieved this quarter was Affordable Housing crossing ₹1,000 crore in terms of Gross Advances, up 141% against Q1FY19. Our total deposits have grown to ₹7,956 crore from ₹3,803 crore in Q1FY19, largely driven by Retail deposits which forms 43% of total deposits as against 20% in Q1FY19. Cost to income dipped significantly on account of increased top line and strong cost control measures. Asset quality continues to be stable with GNPA & NNPA ratios at 0.8% & 0.3% respectively. In regards to RBI directive of listing the Bank by January 2020, our board, under the prevailing circumstances, has approved listing via IPO route subject to market conditions and other external factors. We are preparing for the process and will list by the stipulated time.”

Note:

* All USFB numbers in this document are on iGAAP basis unless specified. iGAAP financials are based on management reports and have not been subject to review/audit by Auditors. The purpose of iGAAP financials is merely to provide an update on business performance.

USFB being a Bank follows iGAAP accounting standards while ‘Ujjivan Financial Services Limited’ follows IND-AS accounting standards. This leads to significant differences in the financials. During Q1 FY20 the difference is largely due to difference in treatment of processing fees

[^] MicroBanking includes Group Loans, Individual Loans and Rural Banking; Non-MicroBanking includes all asset verticals ex-MicroBanking

Commenting on the Banks listing and performance, **Mr. Ittira Davis, MD & CEO, Ujjivan Financial Services** said, “USFB is required to be listed by January 31, 2020. Under the prevailing circumstances, the board of USFB in their meeting held on July 30, 2019 has approved a proposal for an initial public offering (IPO) of its equity shares, subject to receipt of requisite regulatory approvals and prevailing market conditions. UFSL and USFB also continue to jointly evaluate other options to achieve listing of USFB’s equity shares in accordance with guidance from the RBI and applicable law. USFB is committed to complying with the listing condition within the stipulated timelines.

Net Interest Income for USFB increased by 44% against Q1FY19; NIM stands at 10.5%. Total deposits as on 30 June 2019 was ₹7,956 crore, up 109% vs Q1FY19. Cost of funds is stable at 8.5%. Total customer base went up to 47.2 lacs from 46.1 lacs as of 31st March 2019. Capital adequacy ratio at present stands at 19.0%, out of which Tier I capital is 18.4%.”

Summary of Consolidated IND-AS Financial Performance – Q1 FY 2019-20:

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

- ❖ Net Profit of ₹83.0 crore in Q1FY20 against ₹46.3crore in Q1FY19
- ❖ Total Income of ₹689.4 crore in Q1FY20, an increase of 50.8% over Q1FY19
- ❖ Net Interest Income of ₹327.0 crore in Q1FY20, an increase of 37.6% over Q1FY19
- ❖ Net Interest Margin at 12.0% in Q1FY20, against 12.4% in Q1FY19
- ❖ Cost to Income ratio at 65.8% in Q1FY20, decreased from 74.2% in Q1FY19
- ❖ ROA at 2.3% and ROE at 17.4% for Q1FY20
- ❖ Diluted EPS for Q1FY20 at ₹6.8, an increase from ₹3.8 in Q1FY19

About Ujjivan Financial Services Limited:

Ujjivan Financial Services Ltd. is registered as an NBFC-Non-Deposit-taking Systemically Important - Core Investment Company – (NBFC-ND-SI-CIC) with RBI and is the holding company and promoter of its 100% subsidiary “Ujjivan Small Finance Bank Limited”, which is a small finance bank and licensed under Section 22 (1) of the Banking Regulation Act, 1949 to carry on the business of small finance bank in India.

Ujjivan Small Finance Bank serves over 47.2 lakh customers through 524 branches and 15,626 employees spread across 221 districts and 24 states and union territories in India. Its Gross Loan Book stands at ₹11,783 crore and it has 474 banking outlets with a deposit base of ₹7,956 crore as of June 30, 2019.

Ujjivan Financial Services Ltd. has a healthy CSR Initiative and executes its CSR responsibilities primarily through external NGOs like Parinaam Foundation and Piramal Foundation with a focus on the community development programs, medical campaigns, clean water drinking initiatives and also provides support / aid to other NGOs and disaster relief 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	
For Media Queries: <i>Ms. Nivedita Ghosh</i> +91 9901576620 nivedita.ghosh@ujjivan.com	For Investor Queries: <i>Mr. Deepak Khetan</i> +91 7045792752 deepak.khetan@ujjivanfin.com

Investor Presentation

Q1 FY 2019-20

August 2019

Disclaimer

- 🔥 This presentation has been prepared by Ujjivan Financial Services Limited (the “**Company**”) for general information purposes only, without regard to any specific objectives, suitability, financial situations and needs of any particular person and does not constitute any recommendation or form part of any offer or invitation, directly or indirectly, in any manner, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefor. This presentation does not solicit any action based on the material contained herein. Nothing in this presentation is intended by the Company to be construed as legal, accounting or tax advice.
- 🔥 This presentation has been prepared by the Company based upon information available in the public domain. This presentation has not been approved and will not or may not be reviewed or approved by any statutory or regulatory authority in India or by any Stock Exchange in India. This presentation may include statements which may constitute forward-looking statements. The actual results could differ materially from those projected in any such forward-looking statements because of various factors. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.
- 🔥 This presentation contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/ or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. The forward-looking statements, including those cited from third party sources, contained in this presentation are based on numerous assumptions and are uncertain and subject to risks. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Neither the Company nor its affiliates or advisors or representatives nor any of its or their parent or subsidiary undertakings or any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. Forward-looking statements speak only as of the date of this presentation and are not guarantees of future performance. As a result, the Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward looking statements are based. Given these uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.
- 🔥 The information contained in these materials has not been independently verified. None of the Company, its directors, promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation, and makes no representation or warranty, express or implied, for the contents of this presentation including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this presentation or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. Past performance is not a guide for future performance. The information contained in this presentation is current, and if not stated otherwise, made as of the date of this presentation. The Company undertakes no obligation to update or revise any information in this presentation as a result of new information, future events or otherwise. Any person/ party intending to provide finance/ invest in the shares/ businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision.

Disclaimer

- 🔥 This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.
- 🔥 This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. Neither this document nor any part or copy of it may be distributed, directly or indirectly, in the United States. The distribution of this document in certain jurisdictions may be restricted by law and persons in to whose possession this presentation comes should inform themselves about and observe any such restrictions. By reviewing this presentation, you agree to be bound by the foregoing limitations. You further represent and agree that you are located outside the United States and you are permitted under the laws of your jurisdiction to receive this presentation.
- 🔥 This presentation is not an offer to sell or a solicitation of any offer to buy the securities of the Company in the United States or in any other jurisdiction where such offer or sale would be unlawful. Securities may not be offered, sold, resold, pledged, delivered, distributed or transferred, directly or indirectly, in to or within the United States absent registration under the United States Securities Act of 1933, as amended (the “**Securities Act**”), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with any applicable securities laws of any state or other jurisdiction of the United States. The Company’s securities have not been and will not be registered under the Securities Act.

Contents

Performance Highlights - USFB



Business Performance Overview - USFB



Liabilities Profile – USFB



Financial Performance Overview - USFB



Financial Performance Overview – Consolidated UFSL



USFB-Strong business performance



Net Profits for Q1-FY20 at ₹ 94 Cr up by 105% vs Q1-FY19; NII at ₹352 Cr up by 44% vs Q1-FY19; RoA / RoE at 2.7%/ 20.2% for Q1-FY20



Improvement in cost-to-income ratio: Strong business growth and cost control measures leading to cost-to-income ratio at 64% in Q1-FY20



Strong growth in asset businesses: Gross Advances as on 30 Jun'19 was at ₹ 11,783 Cr – up 51% vs Q1-FY19



Deposit base building: Total deposit as of 30 Jun'19 stood at ₹ 7,956 Cr covering 68% of Gross Advances; retail deposits at 43% of total deposits



Focus on customer acquisition: 47.2 lakh customers as on 30 Jun'19, up from 39.4 lakhs as on 30 Jun'18



Great Place To Work: USFB jumped to 6th rank as India's best companies to work with as declared by Great Place To Work Institute

*Gross Advances includes securitization & IBPC

Note: All USFB numbers in this presentation are on iGAAP basis unless specified. iGAAP financials are based on management reports and have not been subject to review/audit by Auditors. The purpose of iGAAP financials is merely to provide an update on business performance.

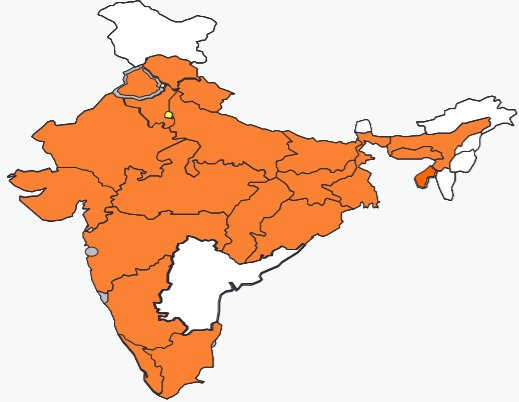
Performance Highlights

Ujjivan Small Finance Bank

Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Q1FY20 Key Highlights - USFB

24 States/ UTs, 221 Districts



474 branches, 50 Asset Centers,
387 ATMs[^]



Expanding Customer base



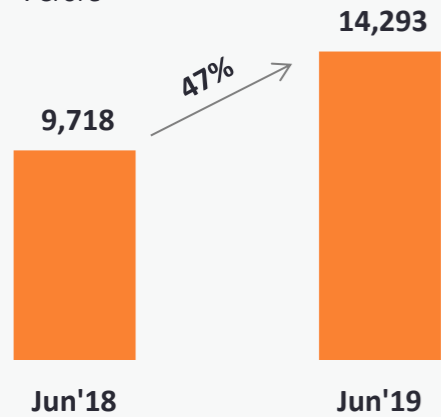
47.2 lakh customers
41.9 lakh borrowers

15,626 Employees



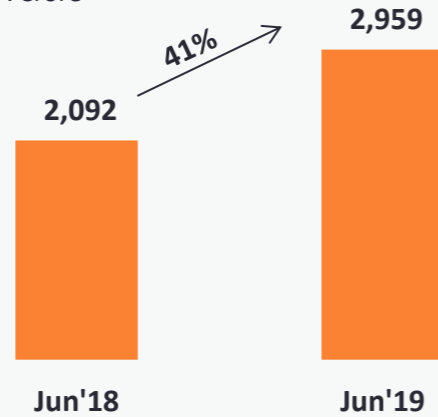
Total B/S Assets

₹ Crore



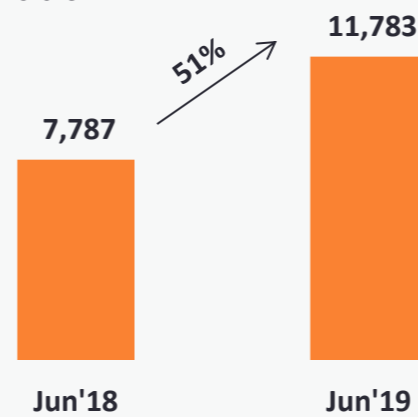
Disbursements

₹ Crore



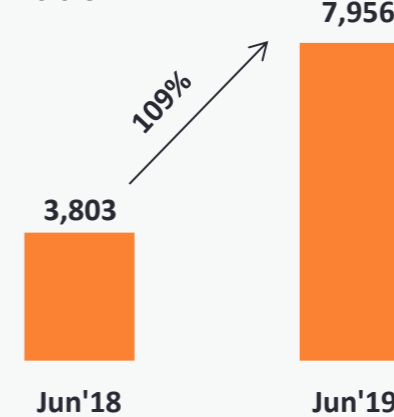
Gross Advances[#]

₹ Crore



Total Deposits

₹ Crore



Retail Deposits*

43.1%
Vs.
19.7%
30-Jun-18

Note: # Gross advances includes Securitization & IBPC

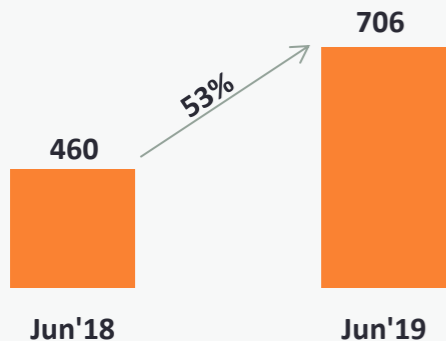
* Retail Deposit as a % of Total Deposit

[^]Includes 9 Automated Cash recycler

Q1FY20 Key Highlights - USFB

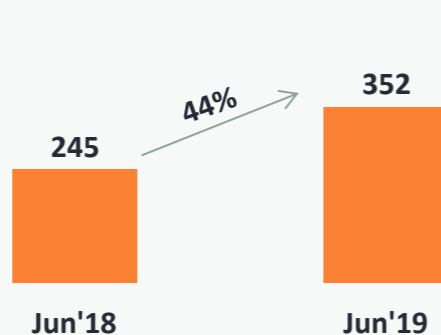
Total Income

₹ Crore



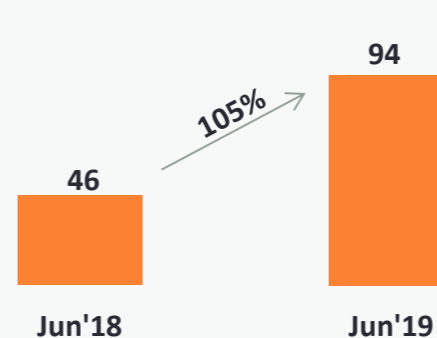
Net Interest Income

₹ Crore



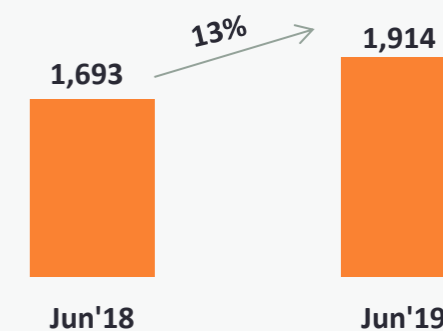
PAT

₹ Crore



Net-worth

₹ Crore



Net Interest Margin

10.5%

Vs.

10.8%

Q1FY19

GNPA

0.8%

Vs.

2.7%

Jun'18

NNPA

0.3%

Vs.

0.3%

Jun'18

ROA

2.7

Vs.

1.9%

Q1FY19

ROE

20.2%

Vs.

11.1%

Q1FY19

USFB: Performance Highlights (1/2)

Key highlights:

- ❖ Robust NII growth led by gross advances, up 43.8% vs Q1-FY19
- ❖ Bank NIM at 10.5% in Q1-FY20 vs 10.8% in Q1-FY19
- ❖ PAT at ₹ 94.4 Cr in Q1-FY20 vs ₹ 46.1 Cr in Q1-FY19
- ❖ ROA stands at 2.7% in Q1-FY20 vs 1.9% in Q1-FY19
- ❖ Capital Adequacy stands at 19.0% of which Tier-I capital is 18.4%
- ❖ Disbursement: ₹ 2,959 Cr in Q1-FY20 up 41.4% vs Q1-FY19
- ❖ Strong growth in Loan Book: Gross Advances stands at ₹ 11,783 Cr up 51.3% vs Q1-FY19
 - MicroBanking[^] growth accelerated to 36.8% vs Q1-FY19
 - Non-MicroBanking* book grew to nearly 3x vs Q1-FY19
- ❖ Deposit franchise expanded to ₹ 7,956 Cr covering 67.5% of total gross advances
 - Retail deposit at ₹ 3,429 Cr comprising 43.1% of total deposits up from 37.1% in Q4-FY19

[^] MicroBanking includes Group/ Individual loans and Rural Banking

* Non Micro Banking includes MSE, Affordable Housing, Personal Loans, Lending to NBFC & MFI's

USFB: Performance Highlights (2/2)

Retail Banking

- ❖ Retail deposits stands at ₹ 3,429 Cr as on 30 June 2019 up from ₹ 2,739 Cr in FY 19; CASA at ₹ 827 Cr
- ❖ Launch of Business Edge Current Account with value added benefits

MicroBanking & Rural Banking

- ❖ Disbursement of ₹ 2,438 Cr in Q1-FY20 up 29% from Q1-FY19; led by process efficiencies & growth in individual lending
- ❖ Family Banking – Initiative to take banking service to the entire family of customers, launched pan India
- ❖ New products showing good traction: Group Loan Top-up, Open Market Home Improvement Loan, Agri Group Loan and Kisan Suvidha Loan

MSE

- ❖ Disbursement in Q1-FY20 at ₹ 141 Cr up 85% from Q1-FY19
- ❖ MSE Business Edge product with funding amount up to ₹ 2 Cr was launched in Jun'19, and is targeted at formal MSE customers

Affordable Housing

- ❖ Disbursement of ₹ 205 Cr in Q1-FY20 vs. ₹ 106 Cr in Q1-FY19, highest quarterly disbursal ever delivered
- ❖ Crossed ₹ 1,000 Cr of affordable housing portfolio in June-19

Q1-FY20 Business and Operational Highlights - USFB

Gross Advances[^]

- ₹11,783 Crore as of Jun'19
- 51.3% y-o-y growth

#Net Advances

- ₹11,328 Crore as of Jun'19
- 45.5% y-o-y growth

Loan Composition

- Non-MicroBanking* book constitutes 18.0% against 9.3% in Jun'18

Asset Quality

- GNPA at 0.8%, NNPA at 0.3%
- Adequate PCR at 69%

Secured Loan Book

- 16.3% to total loan book
- 251.6% y-o-y growth

Disbursements

- ₹2,959 Crore for Q1-FY20
- 41.4% y-o-y growth

Branch Network

- 474 banking outlets including 120 in URCs
- 50 asset centres

Deposits

- Deposits constitute 67.5% of Gross Advances[^]
- Reduced reliance on CD

Retail Deposits

- Retail deposits at 43.1% against 37.1% in Mar'19

[^] Gross Advances includes Securitisation, IBPC & Provision; MicroBanking includes Group/ Individual loans , Rural Banking

[#]Net Advances excludes IBPC/Securitization & NPA provisions

*Non-MicroBanking Book includes MSE, Affordable Housing, Personal Loans, Lending to NBFC & MFI's

Y-o-Y refers to Q1-FY20 vs Q1-FY19 comparison

USFB: Way forward

Retail Banking

- ❖ Focus on MSE relationships to build deposits – leveraging products like Corporate Internet Banking, Point of Sales terminal, Cash Management Solution and Salary processing etc.
- ❖ Drive Bulk acquisition through Digital Savings and Corporate Salary Program

MicroBanking

- ❖ Sampoorna Family Banking program in all regions. Sampoorna Lakshya (fixed deposit) and Sampoorna Nidhi (recurring deposit) products to go live by Q2FY20

MSE

- ❖ Introduction of '*Business Edge Product*' with Loan amount up to ₹ 2 Cr
- ❖ Dedicated team of Relationship Managers for Large clusters (> 200 customers) with continuous focus on relationship building and cross sell

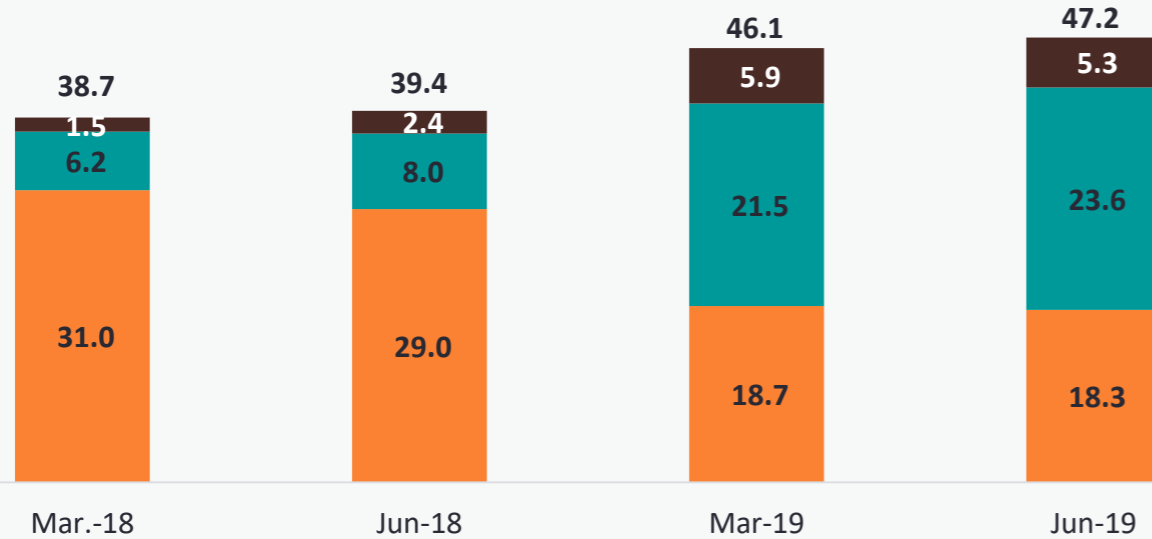
Affordable Housing

- ❖ Tie-up with Government Agencies for offering housing loan to their beneficiaries
- ❖ Focus on sourcing business from Tier 3 & Tier 4 cities

Customer Base Growth – USFB

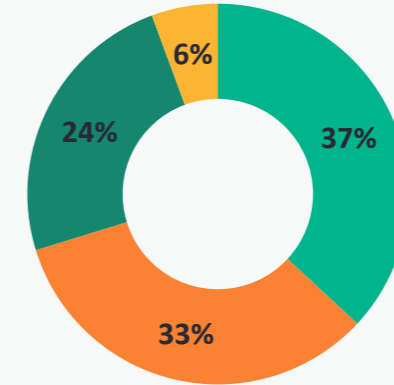
Customer Base Growth – USFB

■ Asset Only
 ■ Asset & Liability
 ■ Liability Only



Customers (in Lakhs)	Mar'19	Jun'18	Mar'19	Jun'19
Asset only Customers	31.0	29.0	18.7	18.3
Liability Customers	7.7	10.4	27.4	28.9
Liability only Customers	1.5	2.4	5.9	5.3
Total Customers	38.7	39.4	46.1	47.2

Customer Base – Area Wise



■ Urban
 ■ Semi-Urban
 ■ Metropolitan
 ■ Rural

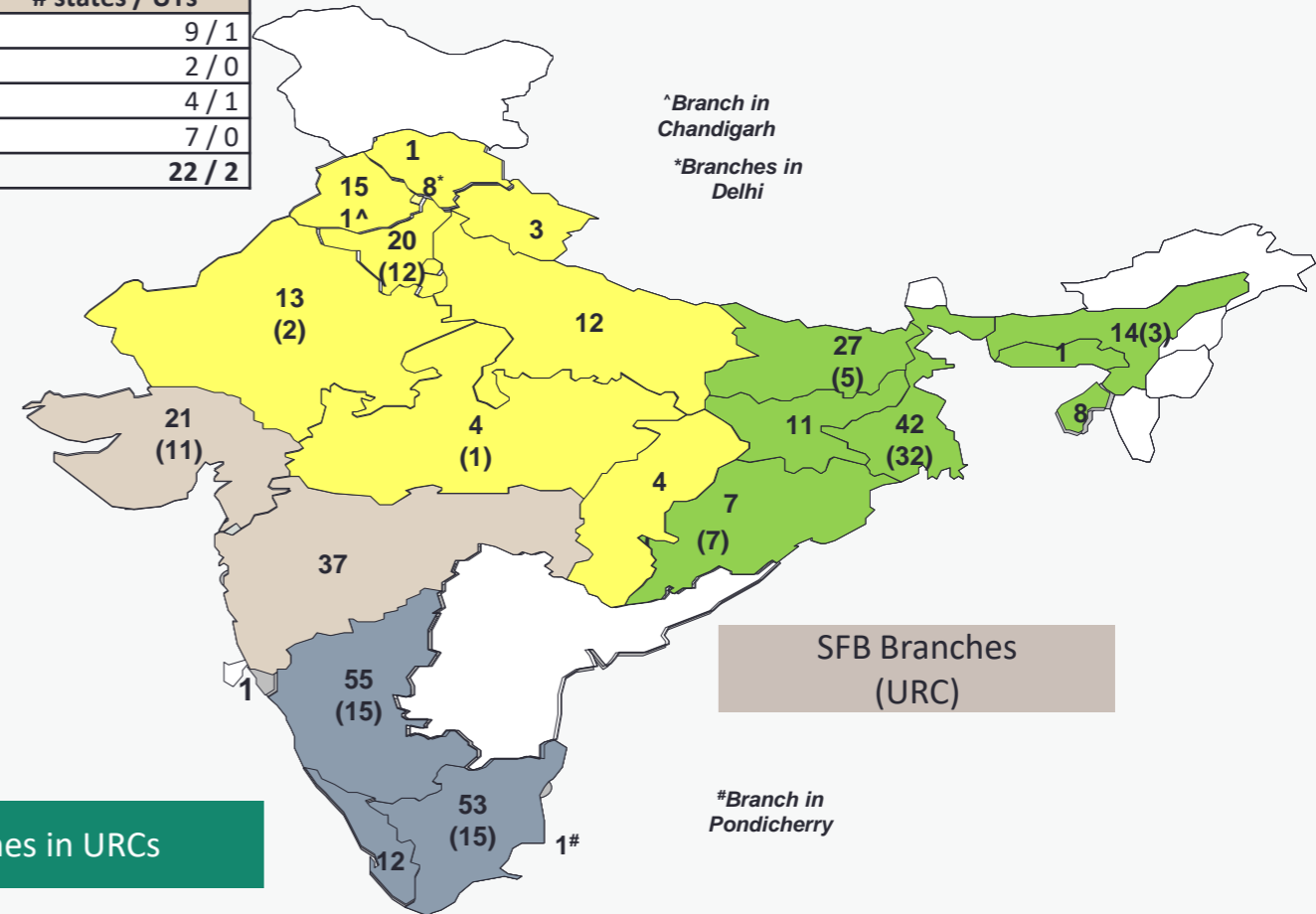
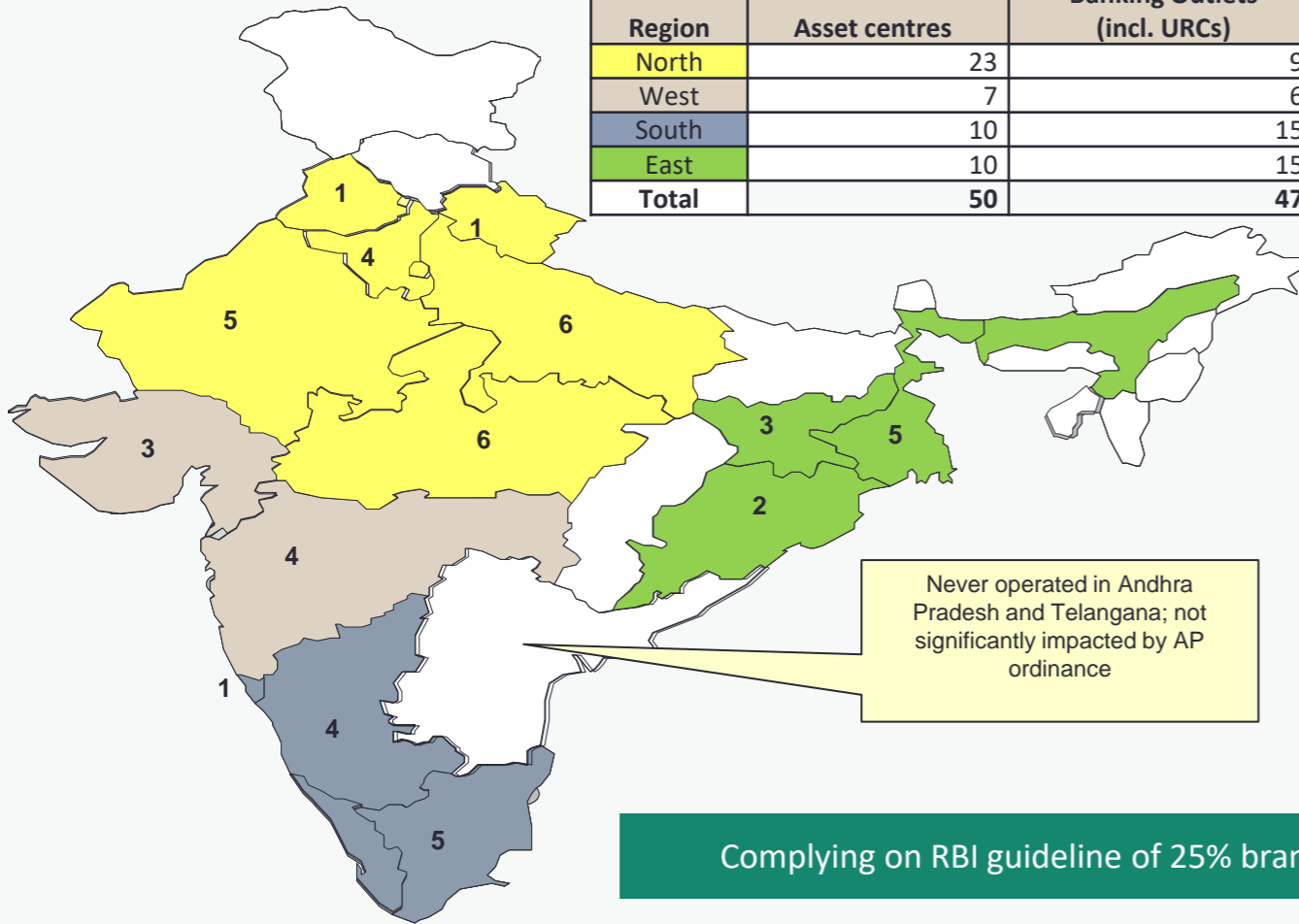
- Borrower base/ asset customers up by 4.2% vs Q4FY19/ 13.2% vs Q1FY19
- Liability customers up by 5.5% vs Q4FY19/ 77.9% vs Q1FY19
- We plan to cover most of our MicroBanking customers with Liability products by end-FY20

Wide Geographical Distribution

State wise Asset Centres Mix

Region	Asset centres	Banking Outlets (incl. URCs)	# states / UTs
North	23	96	9 / 1
West	7	69	2 / 0
South	10	152	4 / 1
East	10	157	7 / 0
Total	50	474	22 / 2

State wise Full-fledged Banking Outlets



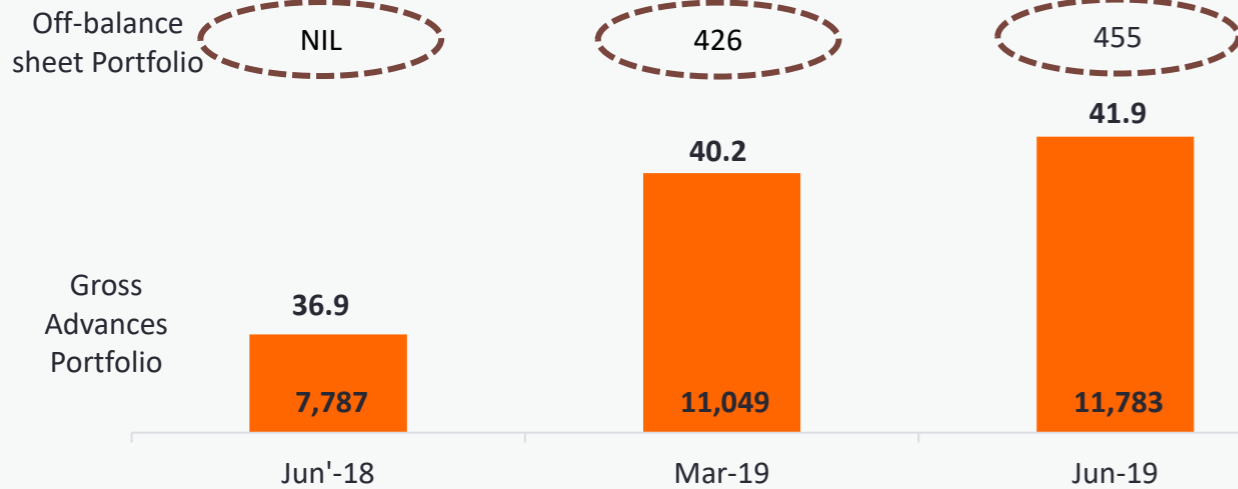
Complying on RBI guideline of 25% branches in URCs

Business Performance Overview

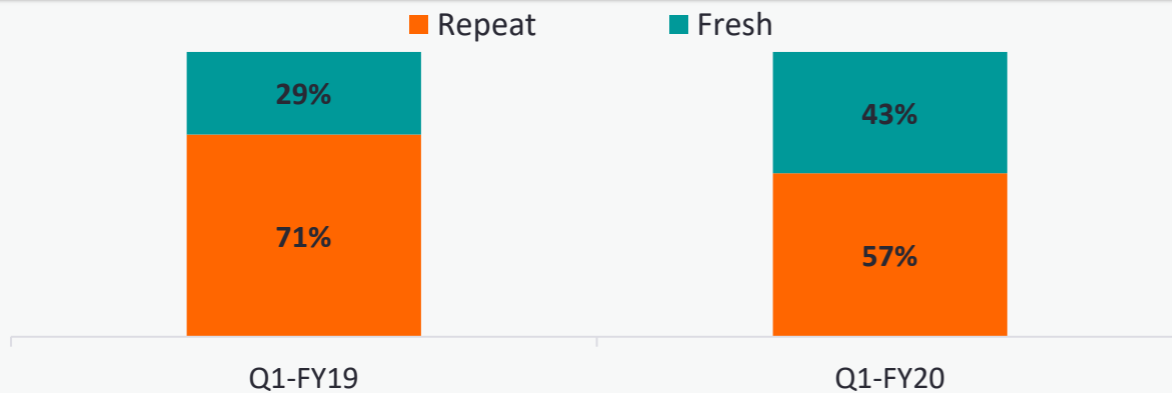
Ujjivan Small Finance Bank

Gross Advances and Disbursement Trend

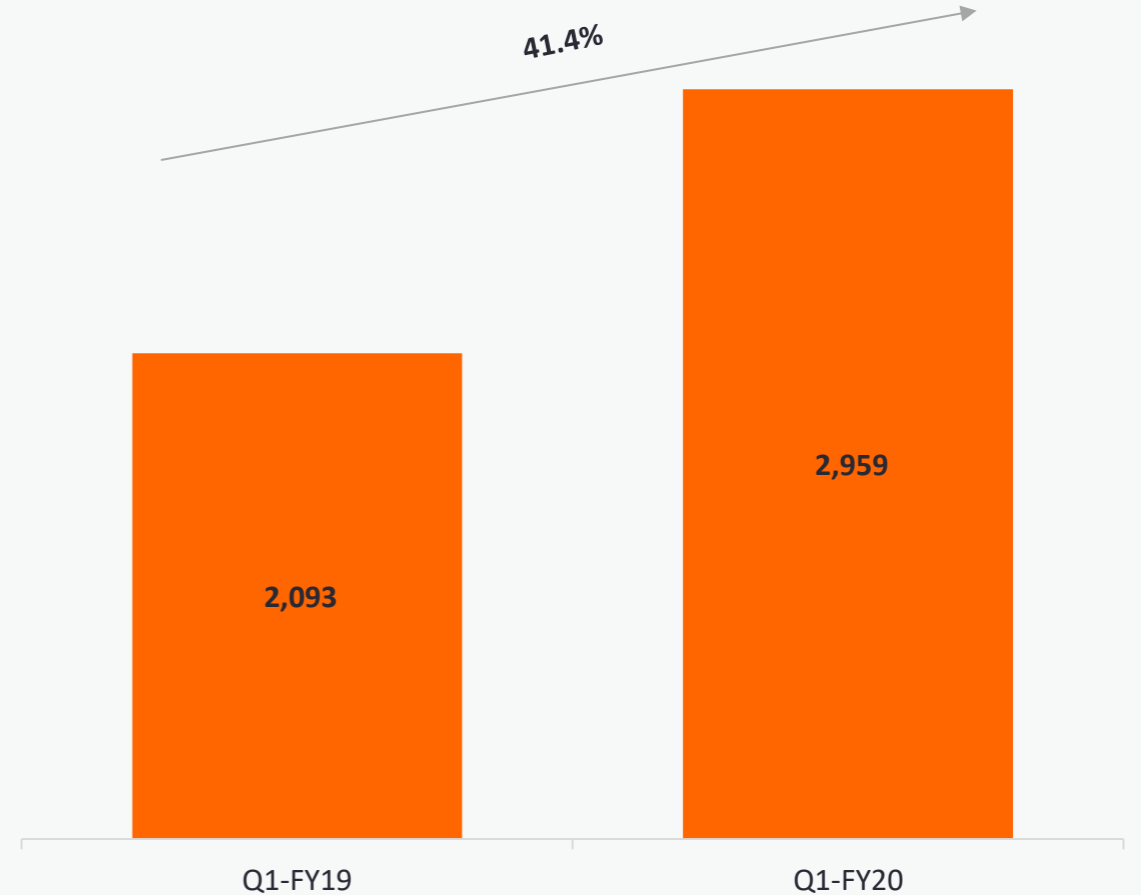
Gross Advances (₹ in Crore) & Asset Customer Base



Type of Loan (on Disbursement)

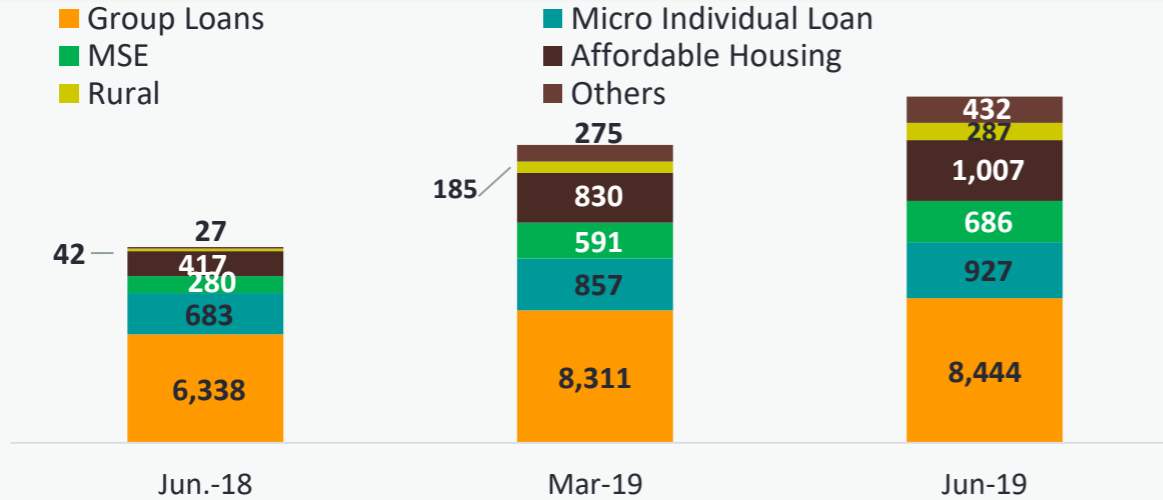


Total Disbursements (₹ in Crore)



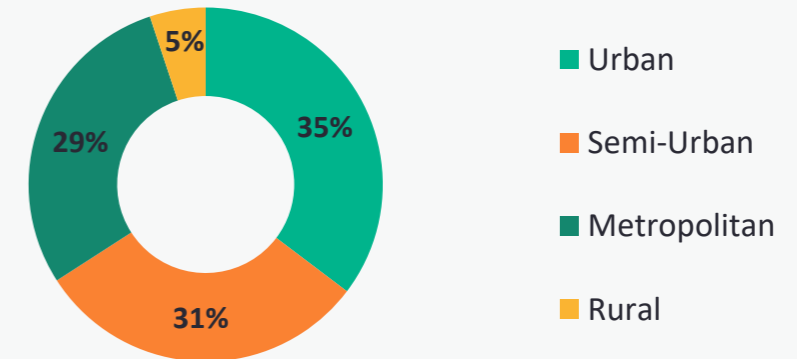
Gross Advances Snapshot

Gross Advances– Segment wise (₹ in Crore)

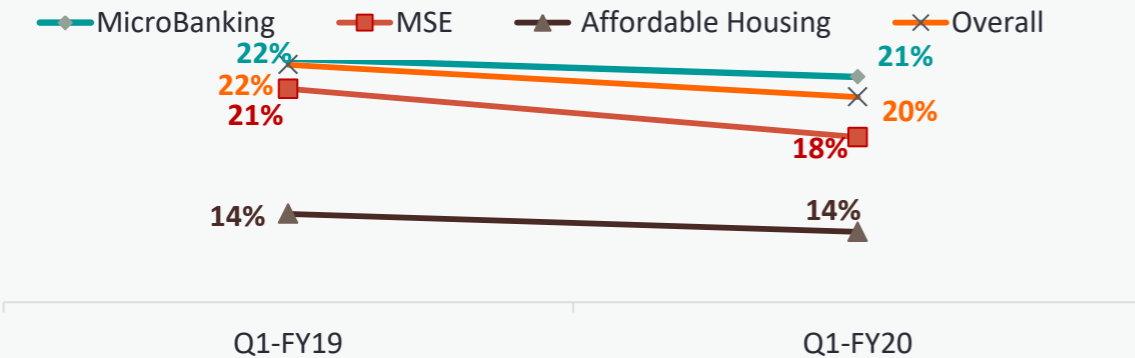


Product	% Gross Advances	Growth Y-o-Y	Growth Q-o-Q
Group Loans	71.7%	33.2%	1.6%
Micro Individual Loan	7.9%	35.8%	8.1%
Rural Banking	2.4%	590.8%	54.9%
MicroBanking	82.0%	36.8%	3.3%
MSE	5.8%	144.6%	16.1%
Affordable Housing	8.5%	141.5%	21.4%
Others	3.7%	1496.6%	56.8%
Total	100.0%	51.3%	6.6%

Branch location wise Gross Advances break-up

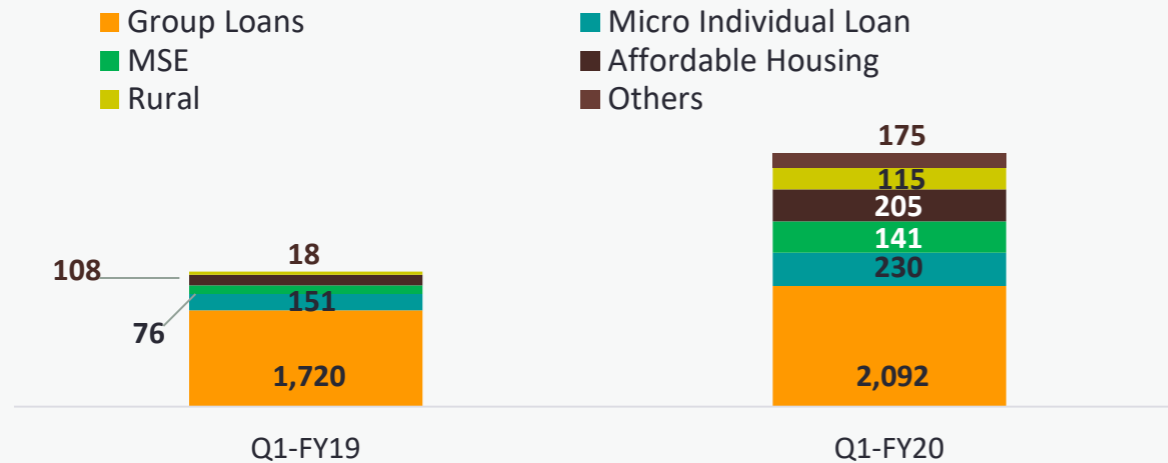


Yield (%) – Segment wise

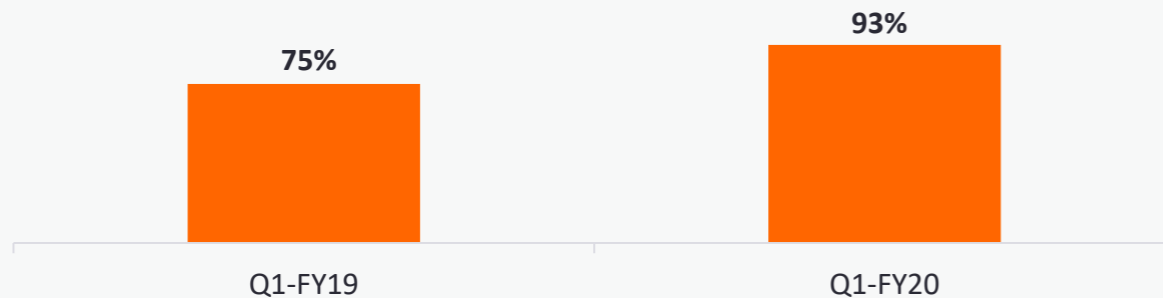


Disbursement & Average Ticket Size

Product wise Disbursement (₹ in Crore)



Cashless Disbursement (%)



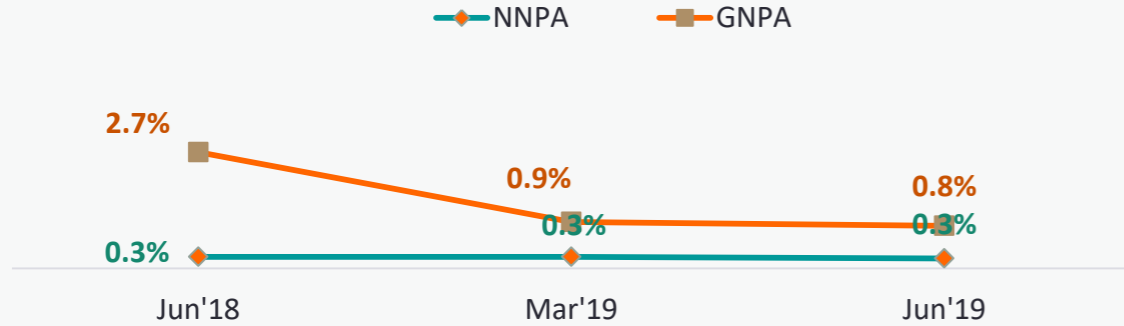
Product	Growth Y-o-Y
Group Loans	22%
Micro Individual Loan	52%
Rural Banking	539%
MicroBanking	29%
MSE	85%
Affordable Housing	90%
Others	-
Total	41%

Average Ticket Size (₹)

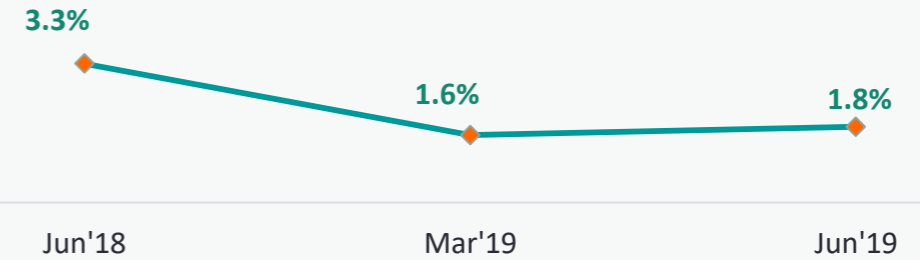
Product	Q1-FY20
Group Loans	32,146
Micro Individual Loan	87,778
MSE	12.6 lakhs
Affordable Housing	9.8 lakhs

GNPA, NNPA and PAR

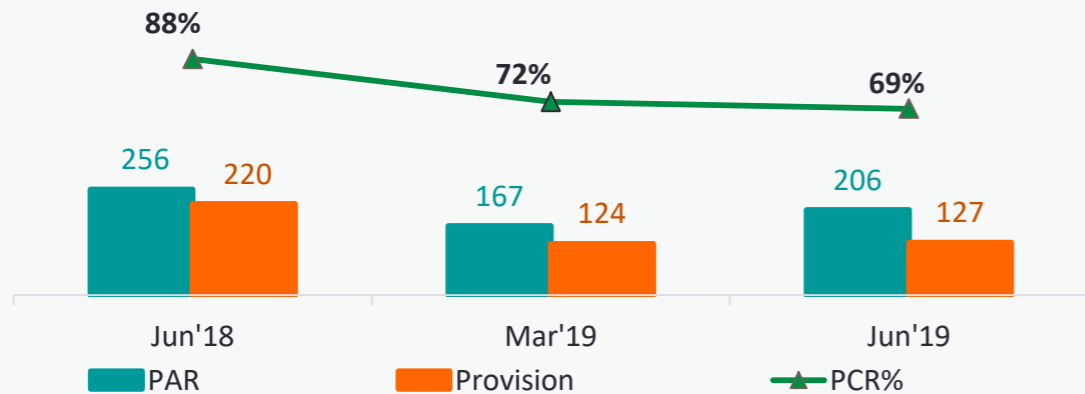
GNPA and NNPA



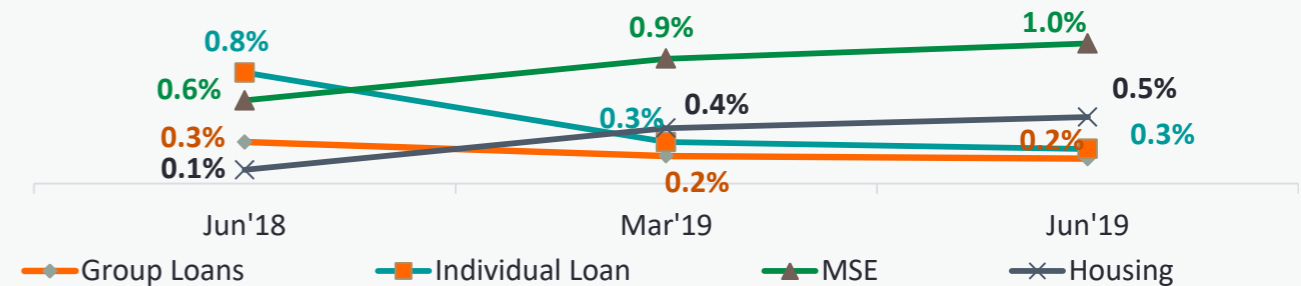
Portfolio At Risk (PAR>0 %)



PAR, Provision (₹ in Cr.) & Provision Coverage Ratio



NNPA (%) – Segment wise



Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Stable Asset Quality

(₹ in Crore)

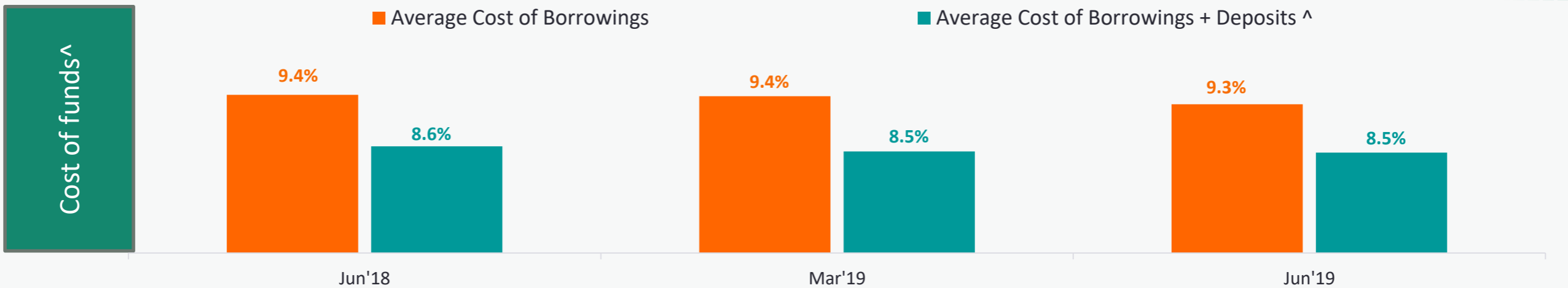
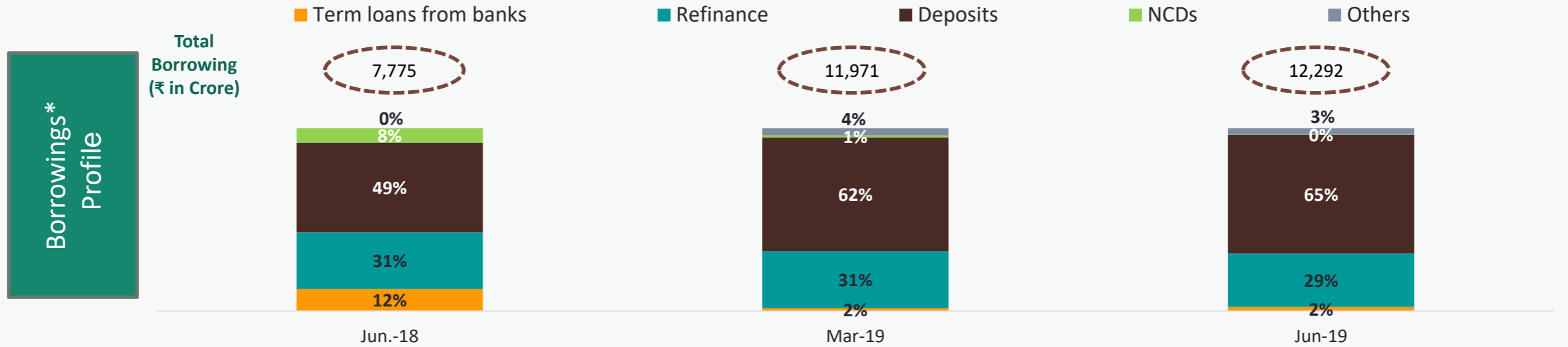
Credit Cost – Net Impact on P/L	Q1 FY19	Q1FY 20
Provision on NPA	182.4	66.7
Write off	56.0	16.1
Less: Bad Debt Recovery	2.0	7.6
Credit Cost – Net Impact on P/L	14.9	18.8
Movement of Gross NPA		
Opening Gross NPA	275.9	97.9
Additions during the period	14.4	23.3
Reductions during the period	82.8	25.6
On Account of recovery	26.8	9.5
On Account of write off	56.0	16.1
Gross NPA (closing)	208.5	95.8

Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Liabilities Profile

Ujjivan Small Finance Bank

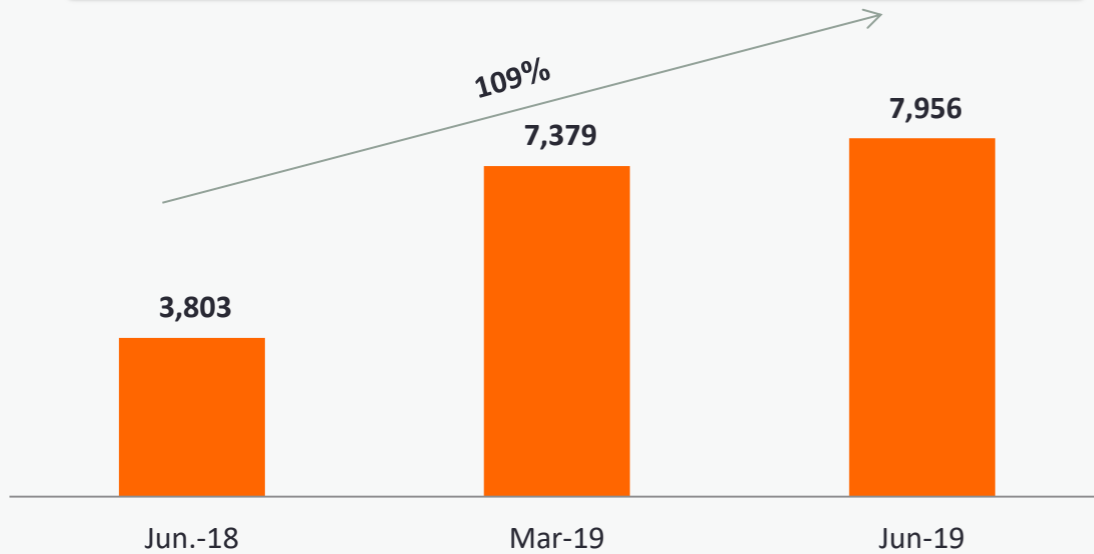
Borrowing Profile and Cost of Funds



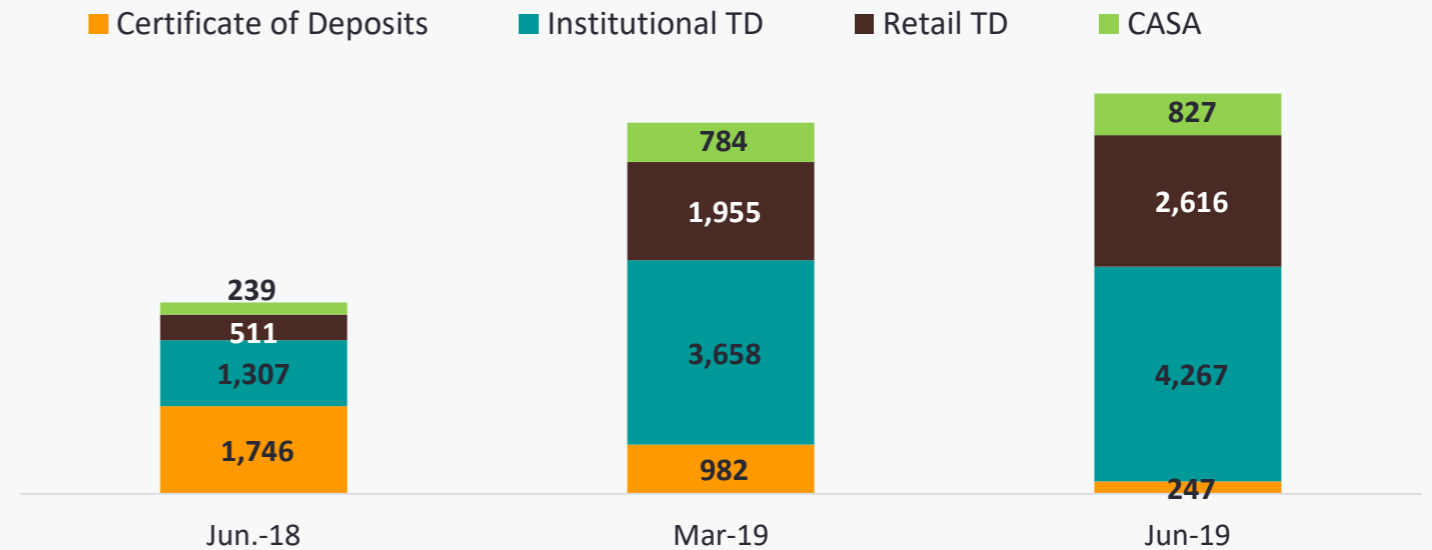
Note: * Includes IBPC/ Securitisation. All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only; ^ Computed on daily average basis

USFB – Deposit Update (1/2)

Total Deposits (₹ in Crore)



Deposits break-up (₹ in Crore)



- ❖ Retail deposits continues to rise Q-o-Q reaping benefits from existing banking outlets. Retail % share has increased to 43.1% from 19.7% in Jun'18
- ❖ Reliance on Certificate of Deposits continue to decline Q-o-Q
- ❖ Overall institutional lending has declined Q-o-Q, signifying it being replaced by low cost deposits
- ❖ Jun-19 CASA includes ₹ 14 cr (₹ 3 cr for Mar-19) which is classified as Institutional CASA. Hence not included in Retail deposits

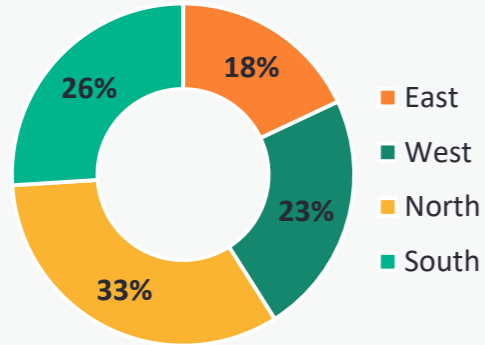
Deposit Ratios	Jun'19
Average Cost of Deposits	8.0%
CASA Ratio	10.4%
Retail to Total Deposit	43.1%
Credit to Total Deposit	148%

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

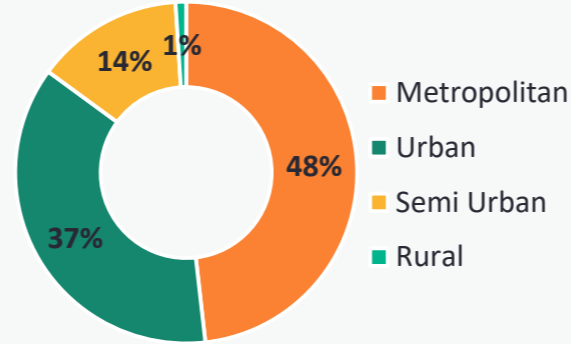
USFB – Deposit Update (2/2)

Well-diversified Deposit Mix*

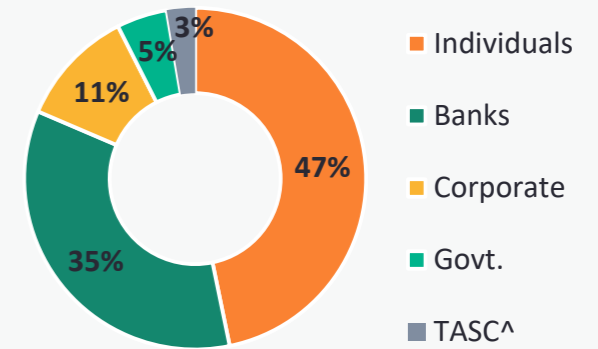
Region-wise deposit mix



Area-wise deposit mix

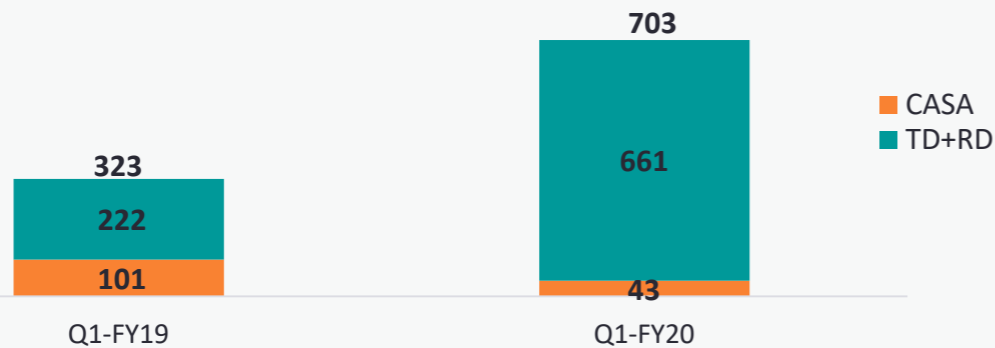


Segment-wise deposit mix

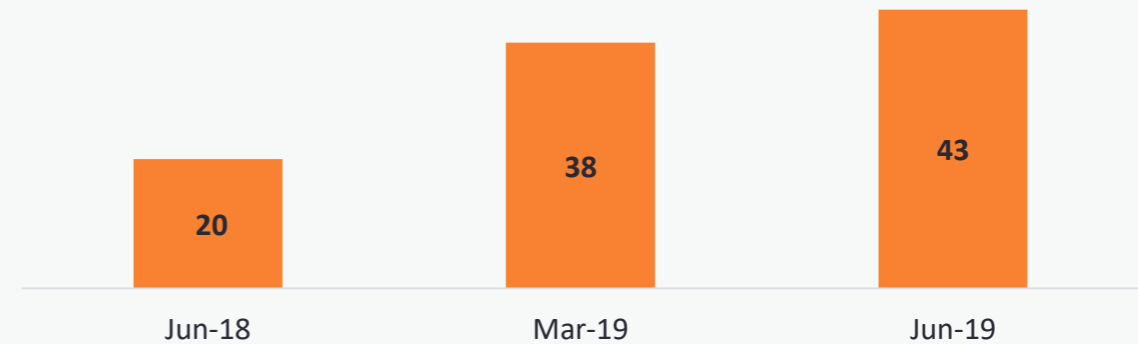


Focus on Retail Deposits

Incremental Retail Deposits added every quarter



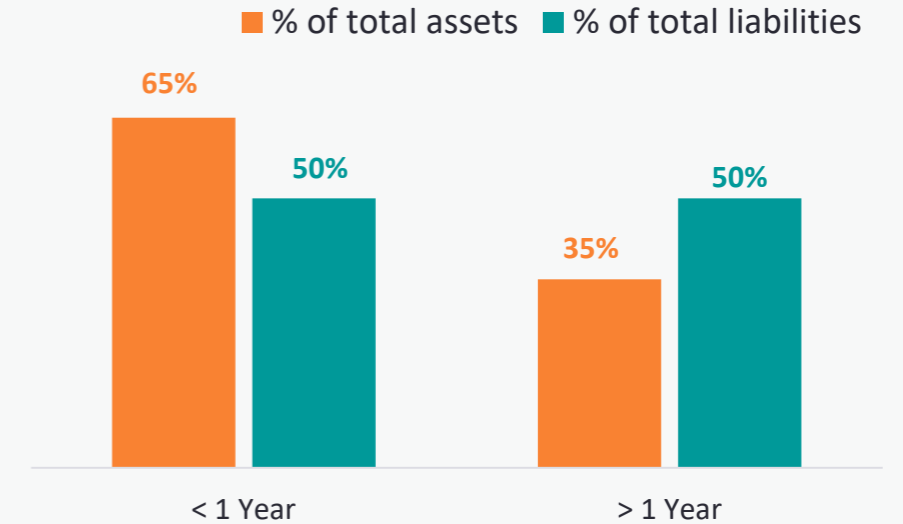
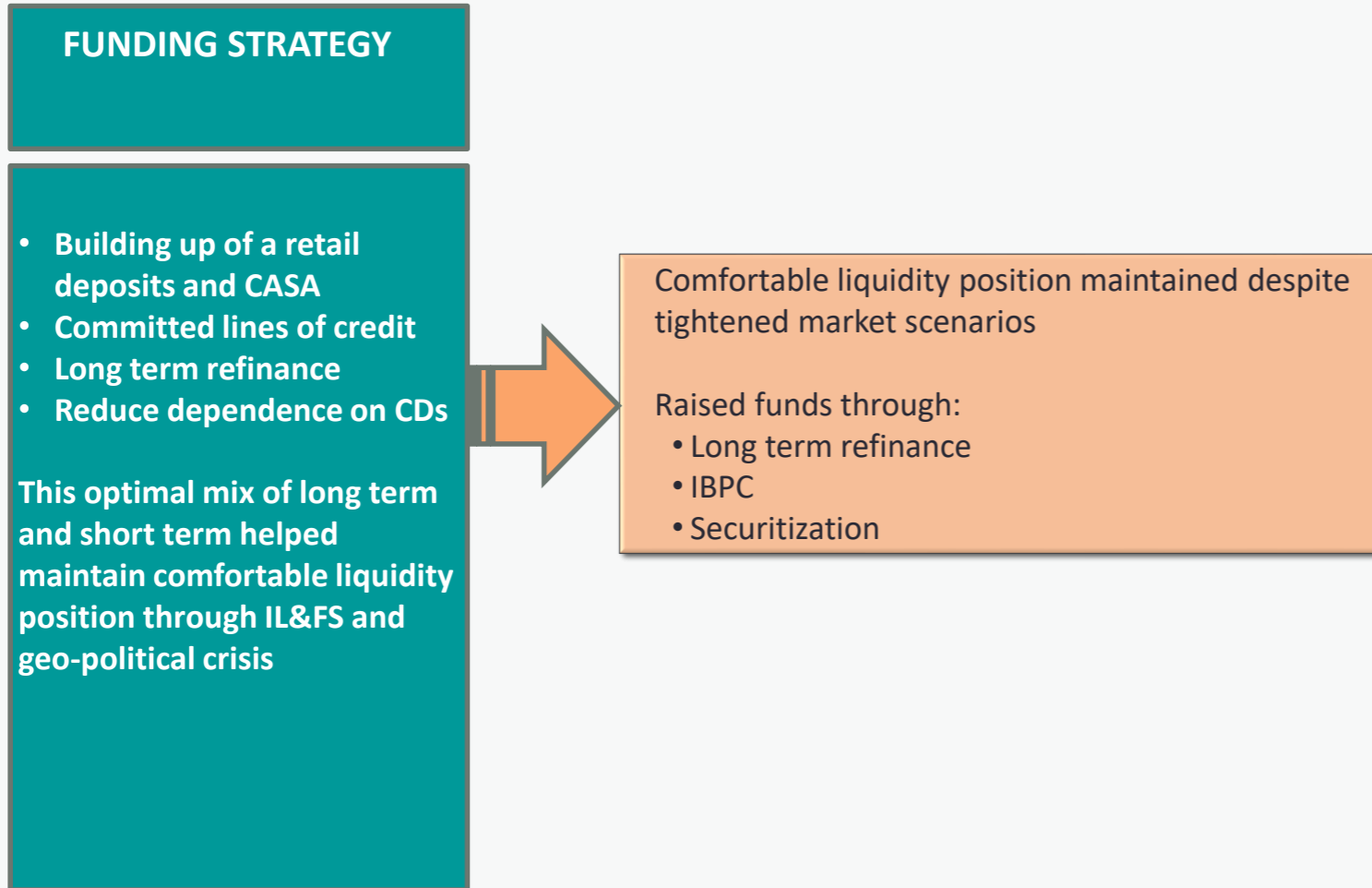
Retail as % of Total Deposits



Note: *Total Deposits (excluding CDs) as on 30 Jun'19: ₹ 7,709 Crore

^TASC- Trust, Association, Societies & Clubs

Liquidity Position and Asset Liability Management



- ❖ Long term book adequately funded by long term deposits/borrowings.
- ❖ Adequately capitalized with CAR at 19.0% of which Tier I is 18.4%
- ❖ Strong liquidity position maintained with LCR at above 100% consistently against minimum stipulated limit of 80%

[^] CAR: Capital Adequacy Ratio, LCR: Liquidity Coverage Ratio, CD: Certificate of Deposits

Adequately Capitalized

(₹ in Crore)

	Jun'18	Mar'19	Jun'19
Credit Risk Weighted Assets	6,712	8,990	9,434
Tier I Capital	1,545	1,653	1,733
Tier II Capital	48	50	59
Total Capital	1,593	1,703	1,793
CRAR	23.7%	18.9%	19.0%
Tier I CRAR	23.0%	18.4%	18.4%
Tier II CRAR	0.7%	0.6%	0.6%

Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Credit Ratings for Ujjivan SFB

Particulars	₹ in Crore	Rating Agency
Long Term Borrowing	1,459.0	CARE A+ (Stable)
NCD	40.0	CARE A+ (Stable)
Certificate of Deposit	4,000.0	CRISIL A1+

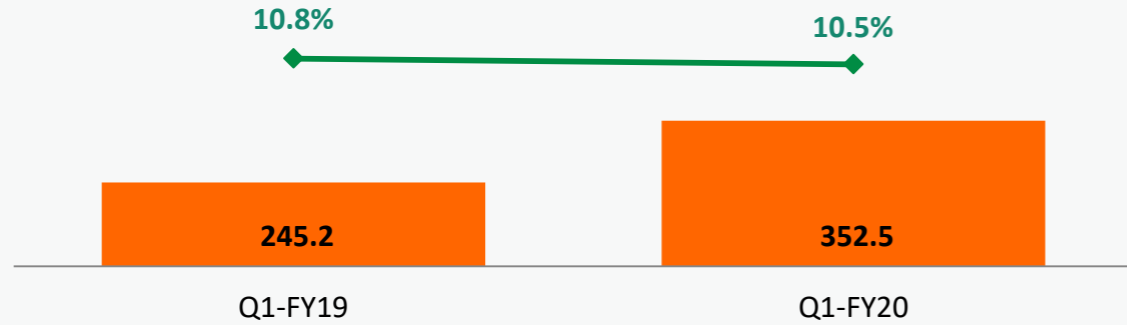
Financial Overview

Ujjivan Small Finance Bank

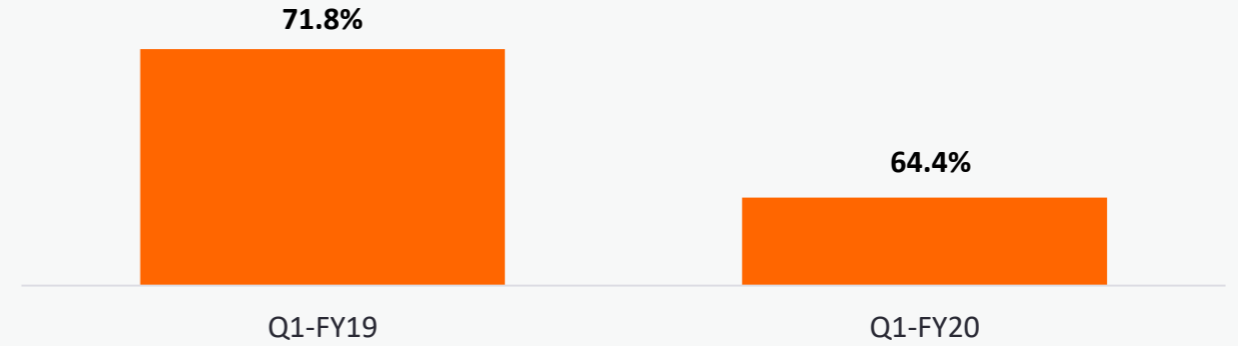
Financial Overview

NII (₹ in Crore) & NIM

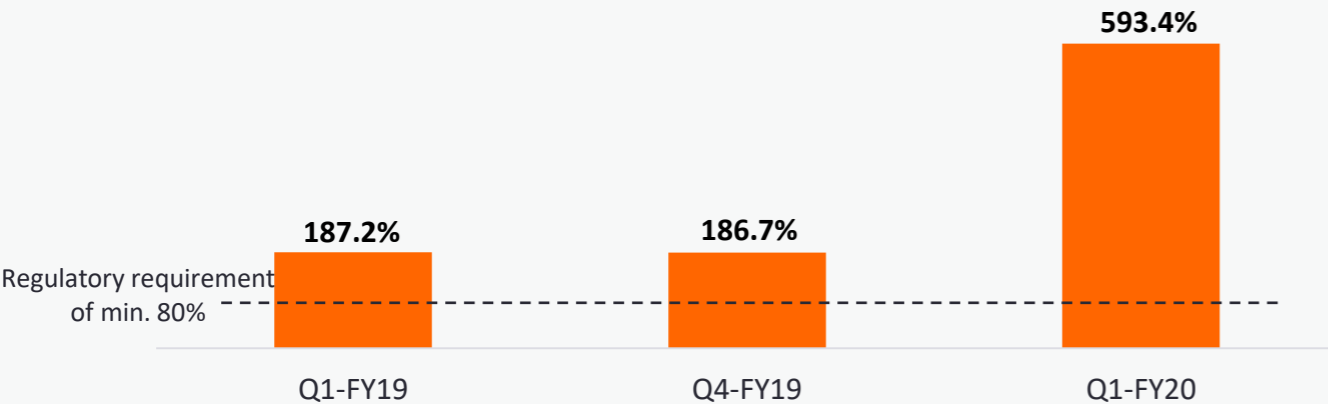
■ Net Interest Income
 ◆ Net Interest Margin



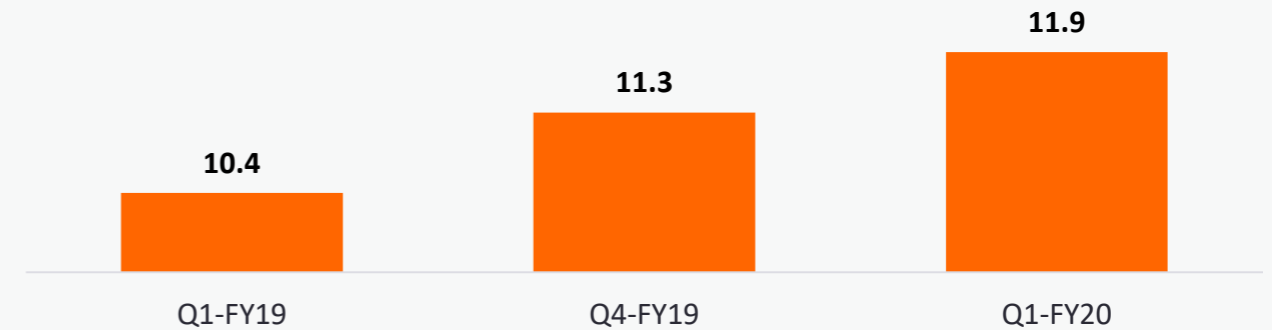
Cost to Income Ratio (%)



Liquidity Coverage Ratio (%)



Book Value Per Share (in ₹)



Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Income Statement – USFB

₹ in Crore

Particulars	Q1-FY20	Q1-FY19	YoY Growth
Interest Earned	605.4	406.3	49.0%
Other Income	100.1	53.3	87.8%
Total Income	705.5	459.6	53.5%
Interest Expended	252.9	161.1	57.0%
Operating Expenses	291.3	214.4	35.9%
Provisions and Contingencies	66.8	37.9	75.9%
Total Expenditure	611.0	413.5	47.8%
Net profit for the period	94.4	46.1	104.8%
Diluted Earnings Per Share	0.66	0.32	-

Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Balance Sheet – USFB

₹ in Crore

Particulars	Jun-19	Mar-19	Jun-18
CAPITAL AND LIABILITIES			
Capital	1,640.0	1,640.0	1,640.0
Reserves and Surplus	274.1	179.6	53.0
Deposits	7,956.8	7,379.4	3,803.4
Borrowings	3,946.1	4,166.1	3,944.6
Other Liabilities and Provisions	475.7	377.1	277.1
TOTAL	14,292.6	13,742.2	9,718.2
ASSETS			
Cash and Balances with Reserve Bank of India	299.6	446.5	183.6
Balance with Banks and Money at Call and Short Notice	421.8	648.0	298.1
Investments	1,659.7	1,526.6	1,203.8
Advances	11,327.5	10,552.5	7,604.8
Fixed Assets	294.7	284.4	216.6
Other Assets	289.3	284.2	211.3
TOTAL	14,292.6	13,742.2	9,718.2

Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Financial Overview

Consolidated Ujjivan Financial Services

Q1-FY20: Financial Highlights – Consolidated (IND-AS)

Total Income

- ₹689.4 Crore in Q1-FY20
- 50.8% y-o-y growth

Net Interest Income (NII)

- ₹327.0 Crore in Q1-FY20
- 37.6% y-o-y growth

Net Interest Margin (NIM)

- 12.0% in Q1-FY20
- Lower by 40 bps y-o-y

Cost to Income

- 65.8% in Q1-FY20

Net Profit[^]

- Net Profit of ₹83.0 Crore in Q1-FY20 as against ₹46.3 crore in Q1-FY19

Return Ratios

- ROA at 2.3%
- ROE at 17.4%

Note:
 * Y-o-Y refers to Q1FY20 vs Q1FY19 comparison
 ^ IND-AS profits are lower due to differential treatment of processing fees

Consolidated Financials – Profit and Loss Statement (IND-AS)

₹ in Crore

Particulars	Q1-FY20	Q1-FY19	YOY Growth
Revenue from operations	635.4	425.9	49.2%
Other income	54.0	31.3	72.9%
Total Income	689.4	457.2	50.8%
Finance costs	263.1	161.2	63.3%
Impairment Losses on Financial Instruments	18.8	5.8	223.6%
Employee expenses	163.7	115.7	-83.7%
Depreciation	34.1	12.1	1250.7%
Other expenses	82.7	91.9	-62.9%
Total Expenses	562.4	386.7	45.4%
Profit before tax	127.0	70.5	80.2%
Total tax expense	44.0	24.2	81.8%
Profit After Tax	83.0	46.3	79.3%
Diluted EPS	6.83	3.82	-

Consolidated Financials – Balance Sheet 1/2 (IND-AS)

₹ in Crore

Liability & Equity	Jun-19	Mar-19	Jun-18
Financial Liabilities	12,446.6	12,087.1	7,916.6
Trade Payables	46.5	44.3	34.9
Deposits	7,835.1	7,259.2	3,803.8
Borrowings	4,237.1	4,433.0	3,294.4
Debt Securities	40.0	100.0	600.0
Subordinated Liabilities	50.0	50.0	50.0
Other Financial Liabilities	237.9	200.6	133.5
Non-Financial Liabilities	542.2	61.1	74.8
Current Tax Liabilities (Net)	19.4	0.2	-
Provisions	35.0	33.9	28.8
Lease Liability	440.2	-	-
Other Non-Financial Liability	47.5	27.0	46.0
Total Liabilities	12,988.8	12,148.2	7,991.5
Equity Share Capital	121.4	121.2	121.0
Other Equity	1,814.9	1,756.5	1,652.6
Total Equity Attributable to Owners of the Company	1,936.2	1,877.7	1,773.5
Total	14,925.0	14,025.9	9,765.0

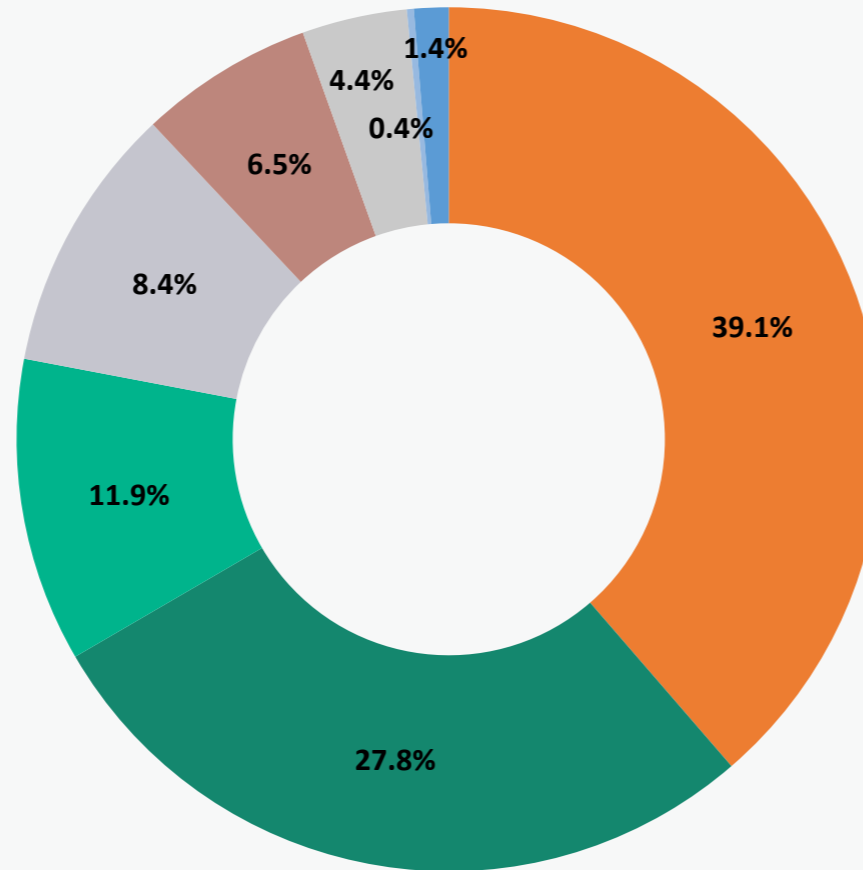
Consolidated Financials – Balance Sheet 2/2 (IND-AS)

₹ in Crore

Assets	Jun-19	Mar-19	Jun-18
Financial Assets	14,083.4	13,600.2	9,429.8
Cash and Cash Equivalents	705.9	1,078.8	535.9
Bank balances other than above	18.7	18.4	30.5
Loans	11,654.7	10,930.5	7,594.8
Investments	1,677.5	1,547.8	1,248.1
Other Financial Assets	26.5	24.6	20.5
Non-Financial Assets	841.6	425.7	335.1
Current Tax Assets (Net)	0.5	6.1	2.9
Deferred Tax Assets (Net)	98.7	75.9	75.8
Property, Plant and Equipment	204.8	207.1	131.5
Capital Work-in-Progress	11.1	2.1	12.5
Other Intangible Assets	78.9	75.2	72.7
Other Non-Financial Assets	56.3	59.1	39.8
Right of use Asset	391.4	-	-
Total	14,925.0	14,025.9	9,765.0

Shareholding Pattern of Ujjivan Financial Services

Shareholding Pattern as 30th June, 2019



- Foreign Investors
- Resident Individuals/HUFs
- Bodies Corporate
- Mutual Funds
- AIFs
- Insurance
- Banks/NBFC/Trusts
- Others

Thank You!