



Ujjivan
Build a Better Life

Investor Presentation Q2 FY 2016-17

November 2016

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Agenda

Performance Highlights



SFB Update



Company Overview



Business & Financial Overview



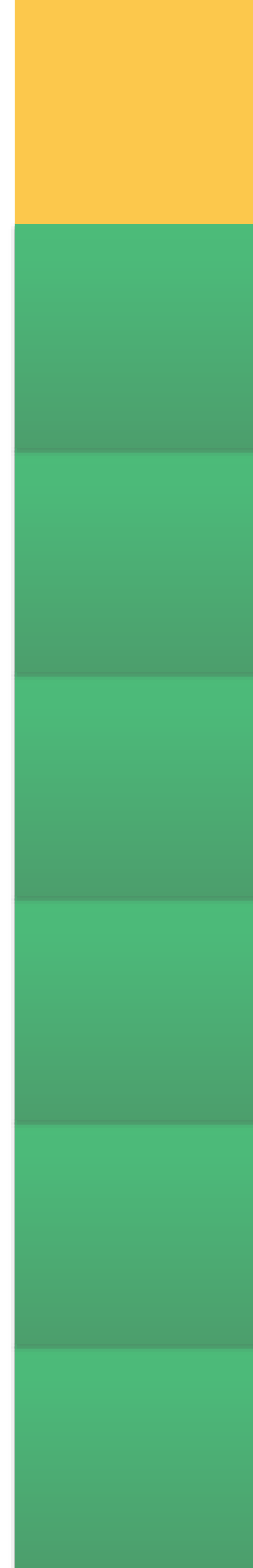
Borrowing Profile & Credit Ratings



Performance Highlights – Q2 FY17




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Performance Highlights

 **₹6,486** Gross Loan Book

 **0.17%** GNPA, 0.04% NNPA

 **86%** Customer Retention Ratio

 **8,880** Employee Strength

 **34.81** Active Customers (in lakhs)

Operational & Business highlight

- 🌱 Gross Loan Book at ₹6,485.93 crore; growth of 58.65% over Q2-FY16 and 10.86% over Q1-FY17
- 🌱 Managed portfolio as on September 30, 2016 at ₹485.74 crore
- 🌱 Net Loan Book at ₹6,000.20 crore; growth of 47.07% over Q2-FY16 and 7.97% over Q1-FY17
- 🌱 Disbursement at ₹2,183.80 crore; increase of 32.48% over Q2-FY16
- 🌱 2.02 lakh new borrowers added during the quarter; Total borrowers stands at 34.81 lakh
- 🌱 GNPA at 0.17% and NNPA at 0.04%
- 🌱 In accordance to company's plan to open Small Finance Bank pursuant to RBI approvals, the company has formed 100% subsidiary called "Ujjivan Small Finance Bank Limited" on July 4th, 2016
- 🌱 Ujjivan Financial has transferred ₹110 crore as capital for the Subsidiary
- 🌱 Transactions in subsidiary company during the quarter was interest income from the investments and expenses related to incorporation of the company and taxes resulting in a loss of ₹3.1 lakh

Financial & Operational Highlights

- 🌱 All the financials in this presentation is consolidated for the convenience of understanding
- 🌱 Net Profit at ₹73.01 crore; a jump of 89.69% over Q2-FY16 and 2.31% over Q1-FY17
- 🌱 Total Income at ₹356.99 crore, an increase of 46.67% over Q2-FY16 and 8.40% over Q1-FY17
- 🌱 NII at ₹360.08 crore, an increase of 63.85% over Q2-FY16 and 109.29% over Q1-FY17
- 🌱 NIM at 13.02% in Q2-FY17 increased from 12.04% in Q2-FY16 and 12.96% in Q1-FY17
- 🌱 Cost to Income ratio at 46.95% from 53.68% in Q2-FY16 and 45.60% Q1-FY17
- 🌱 EPS for Q2 FY17 at ₹6.17; H1 FY17 at ₹12.55
- 🌱 RoAA at 4.66% and RoAE at 20.02%

SFB Update



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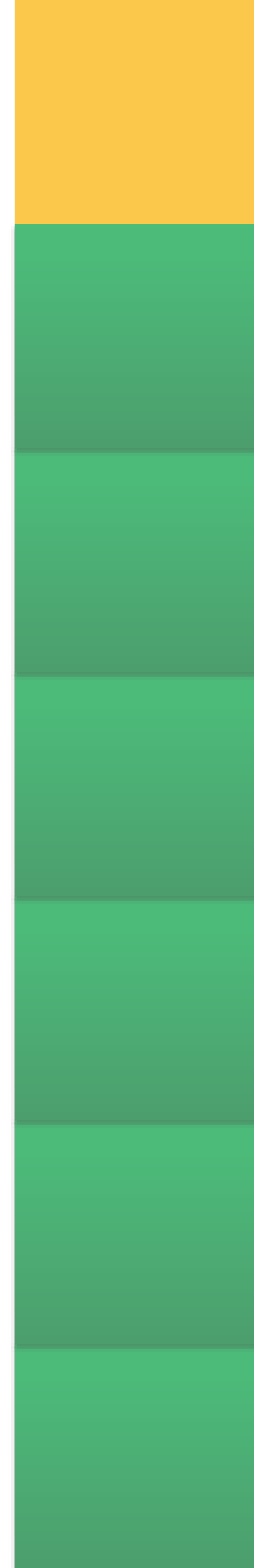
SFB Update

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

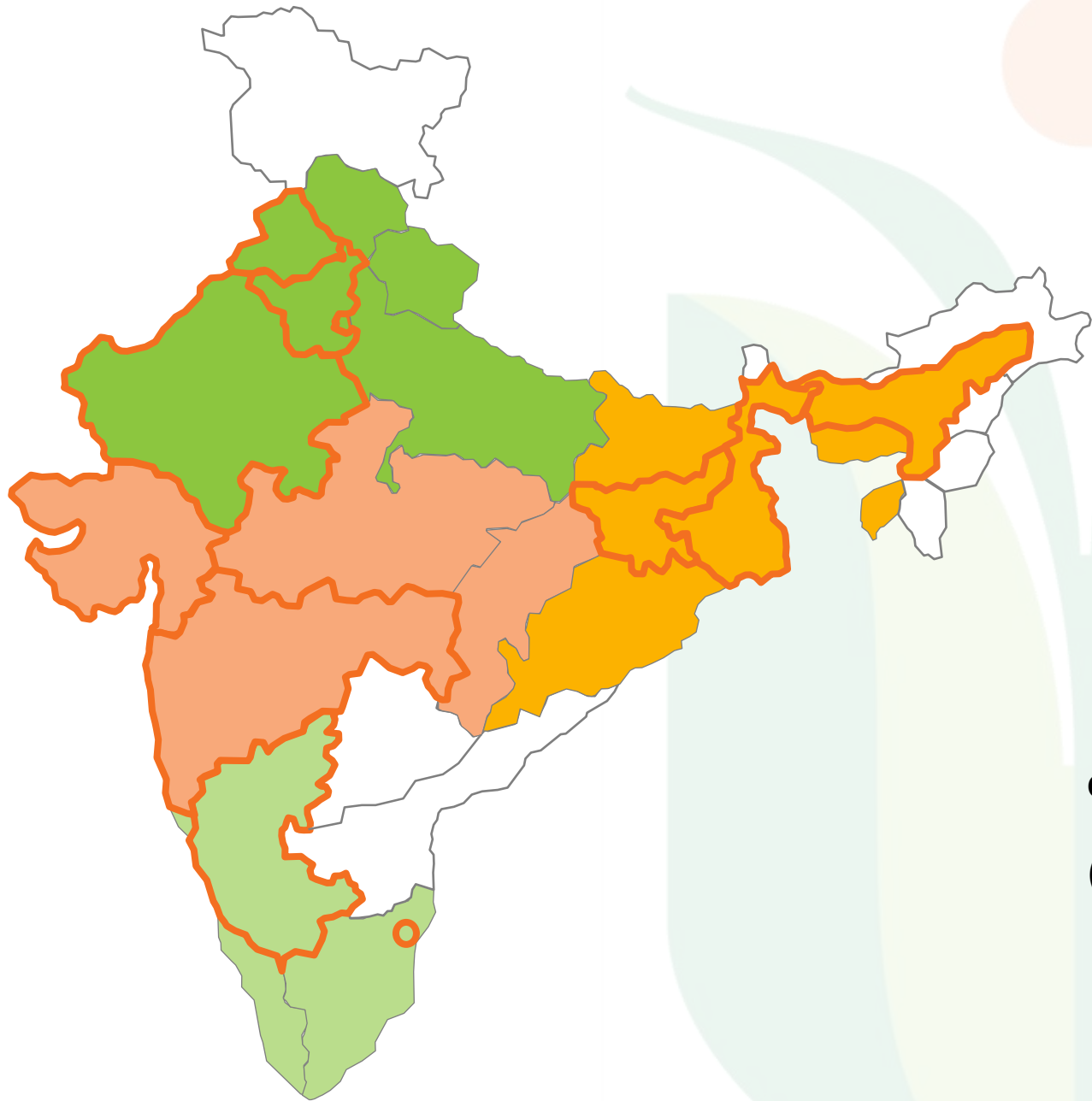
Overview of Ujjivan



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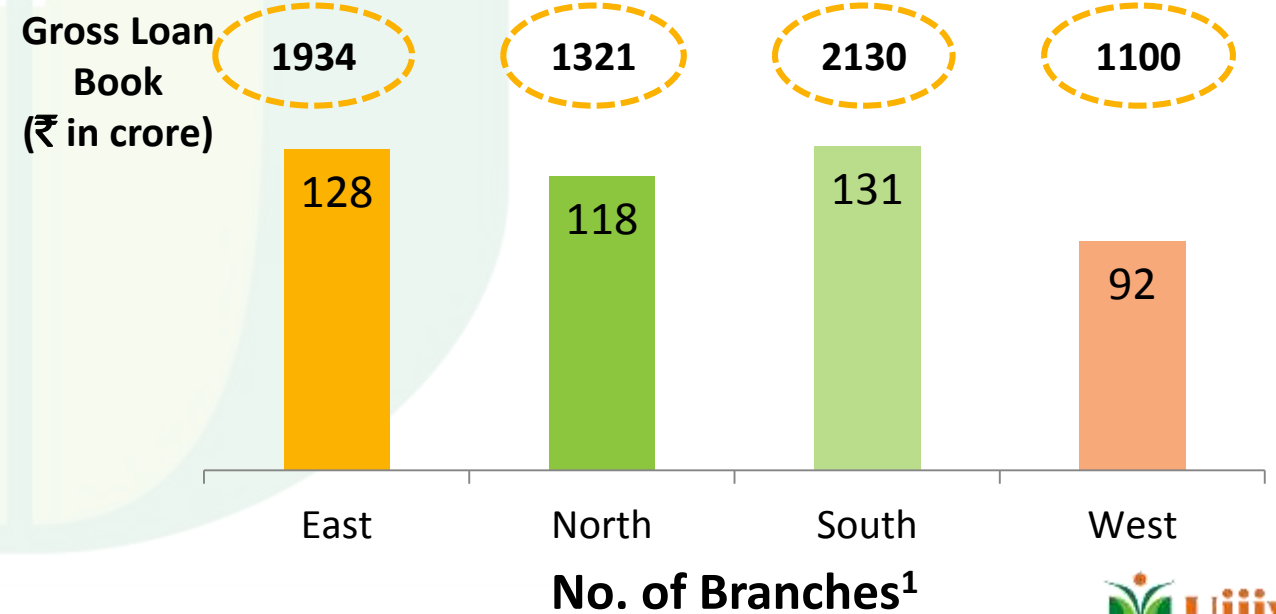



Deep pan-India presence



- 🏠 Largest MFI in India in terms of geographical spread, with a pan-India presence through 469 branches across 24 states and union territories and 209 districts in India.
- 🏠 185 branches in 91 under-banked districts.
- 🏠 37% branches in the central, east and north east regions of India, where a majority of the under-banked districts are located.
- 🏠 Third largest NBFC-MFI in India in terms of loans disbursed as of September 30, 2016. Our Gross Loan Book aggregates over ₹ 6486 crore¹.
- 🏠 Geographically diversified portfolio - no single state contributes > 16% of Gross Loan Book¹

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

¹ As of September 30, 2016

Customized Product Offerings

CREDIT OFFERINGS

NON-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



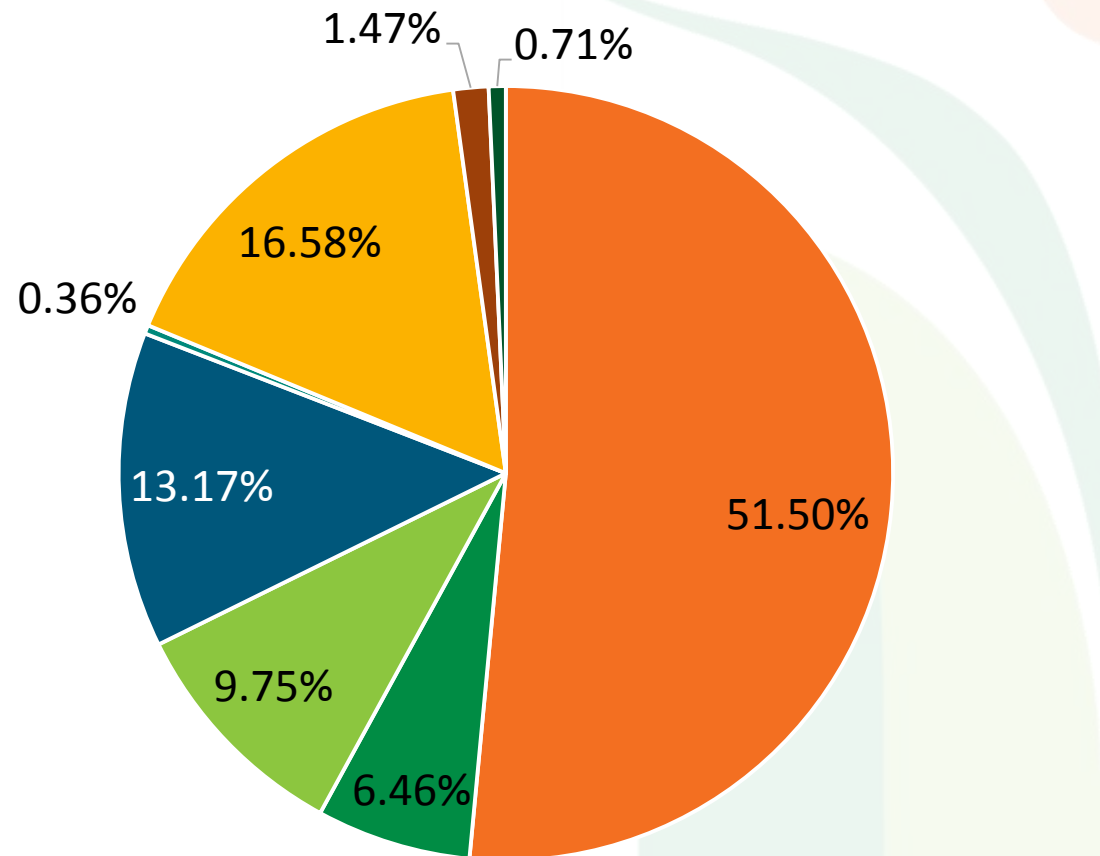
- Individual Livestock Loan
- Pragati Livestock loan
- Individual Agriculture loan
- Pragati Agriculture Loan



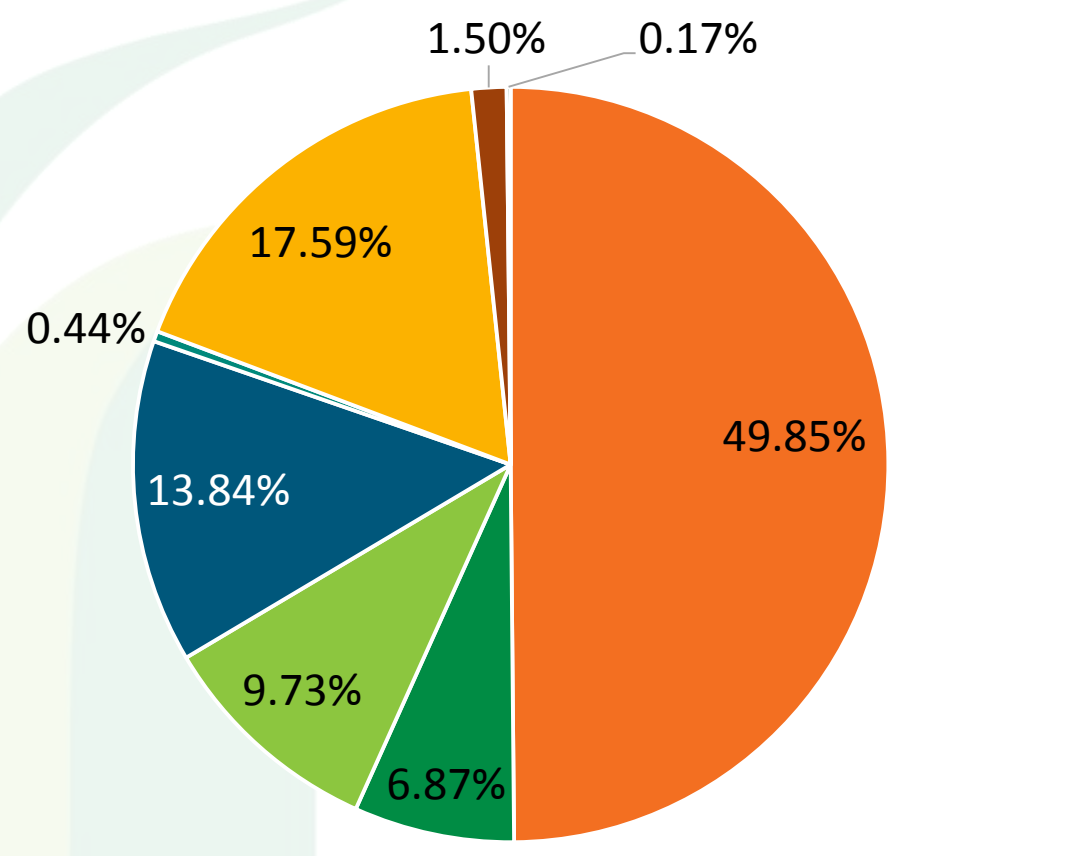
In the event of death of our customer or their spouse, insurance amount helps the beneficiary cover the existing loan and receive the benefits of a life cover.

Shareholding Pattern

Shareholding Pattern as on 30th September, 2016



Shareholding Pattern as on 4th November, 2016



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

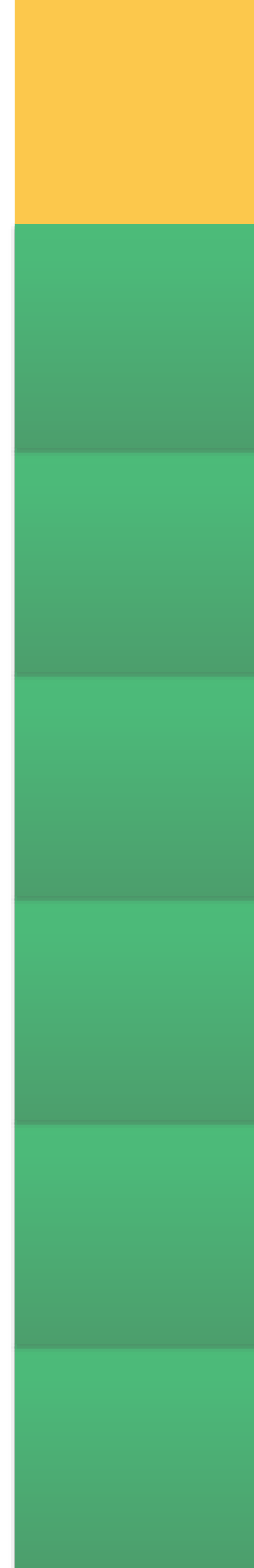
- Foreign Investors
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- Resident Individuals/HUFs
- Others

Foreign Shareholdings down to 49.85% as on 4th November 2016

Business Overview

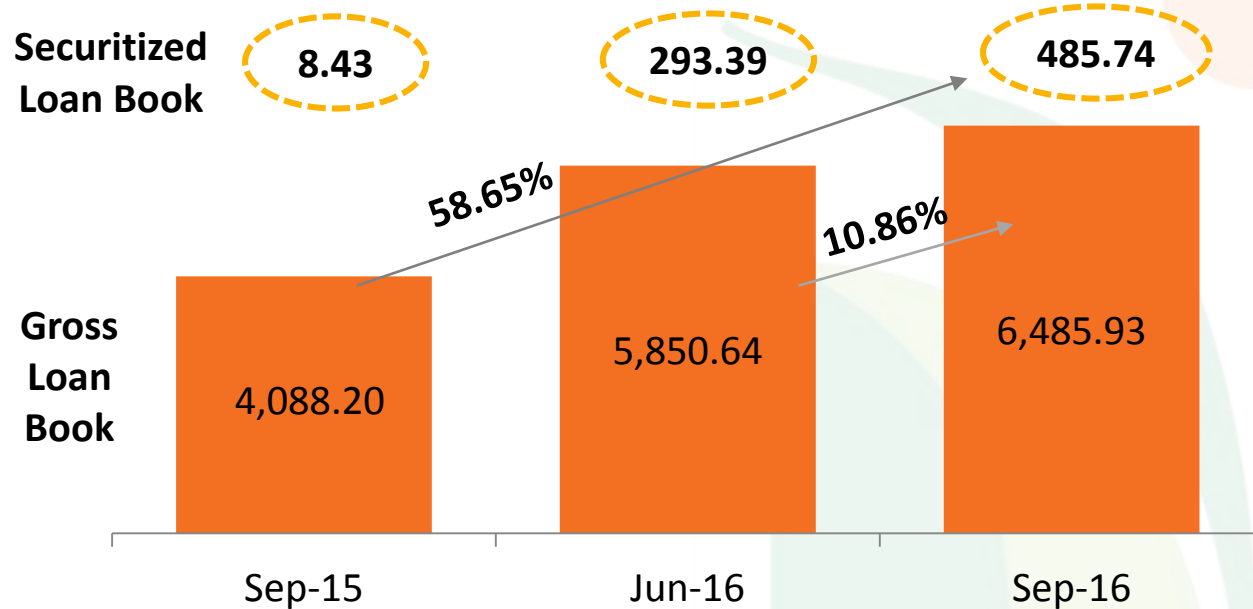


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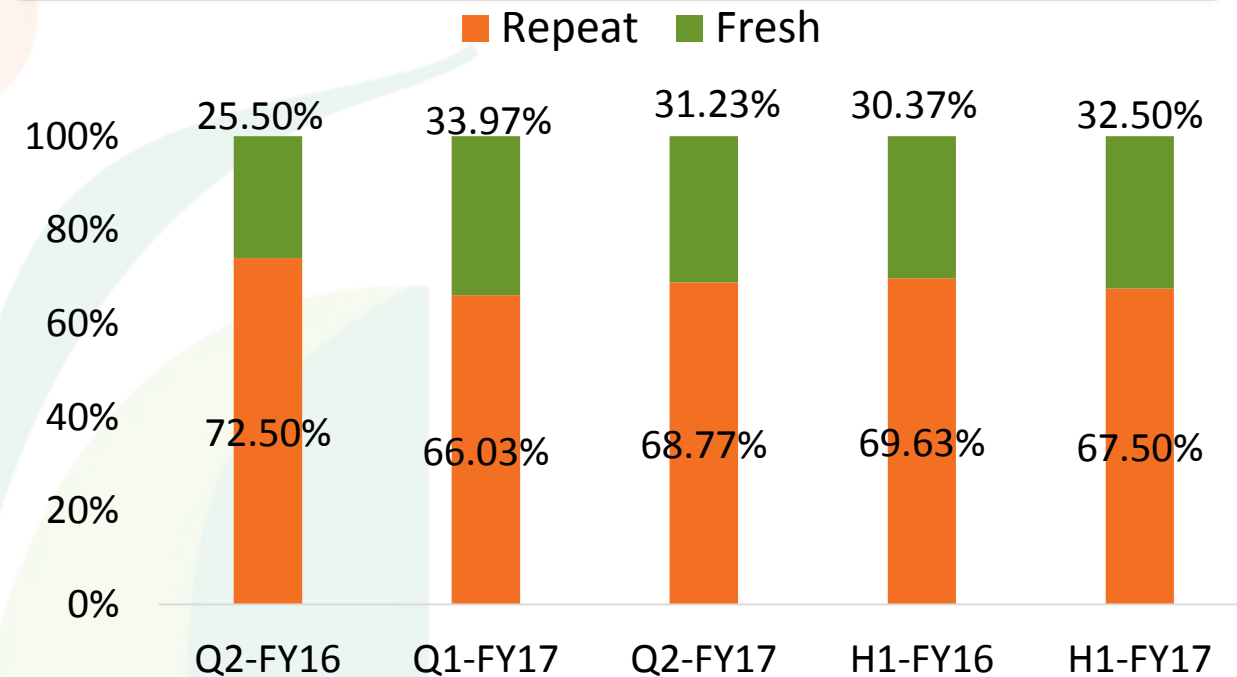


Loan Book Overview

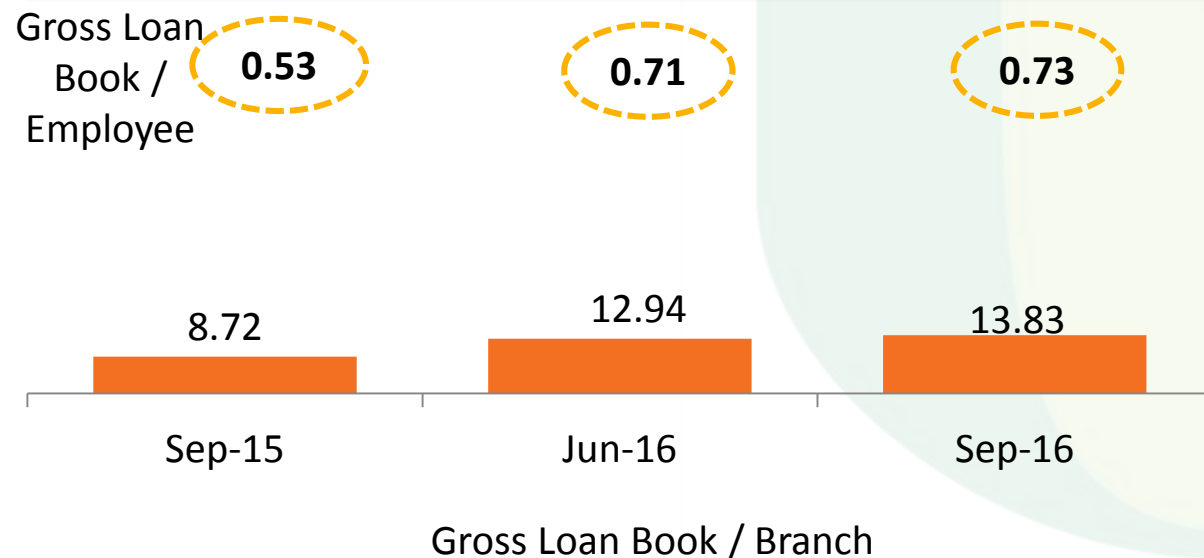
Gross Loan Book & Securitized Loan Book (₹ in Crore)



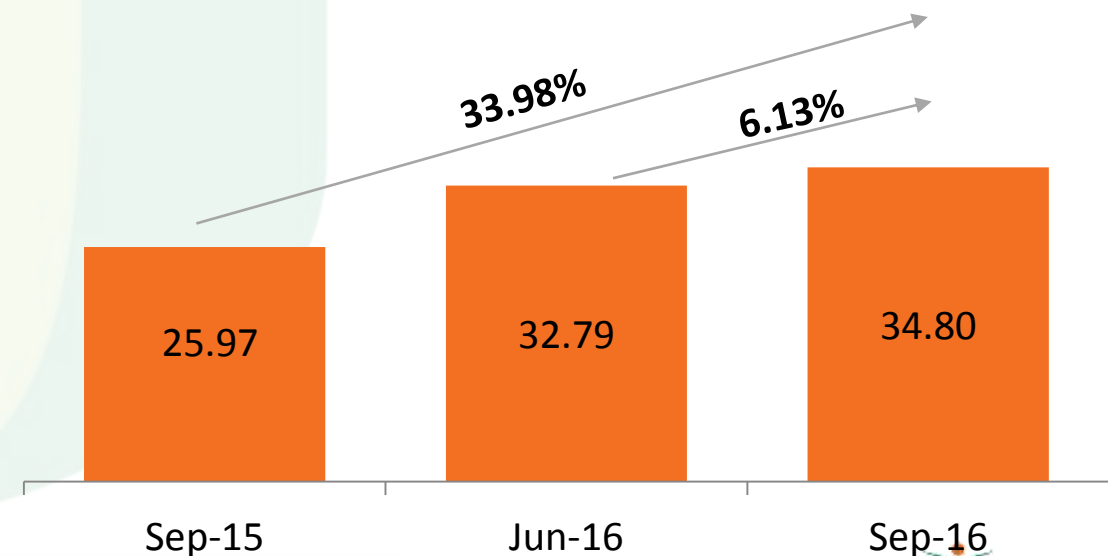
Type of Loan (on disbursement)



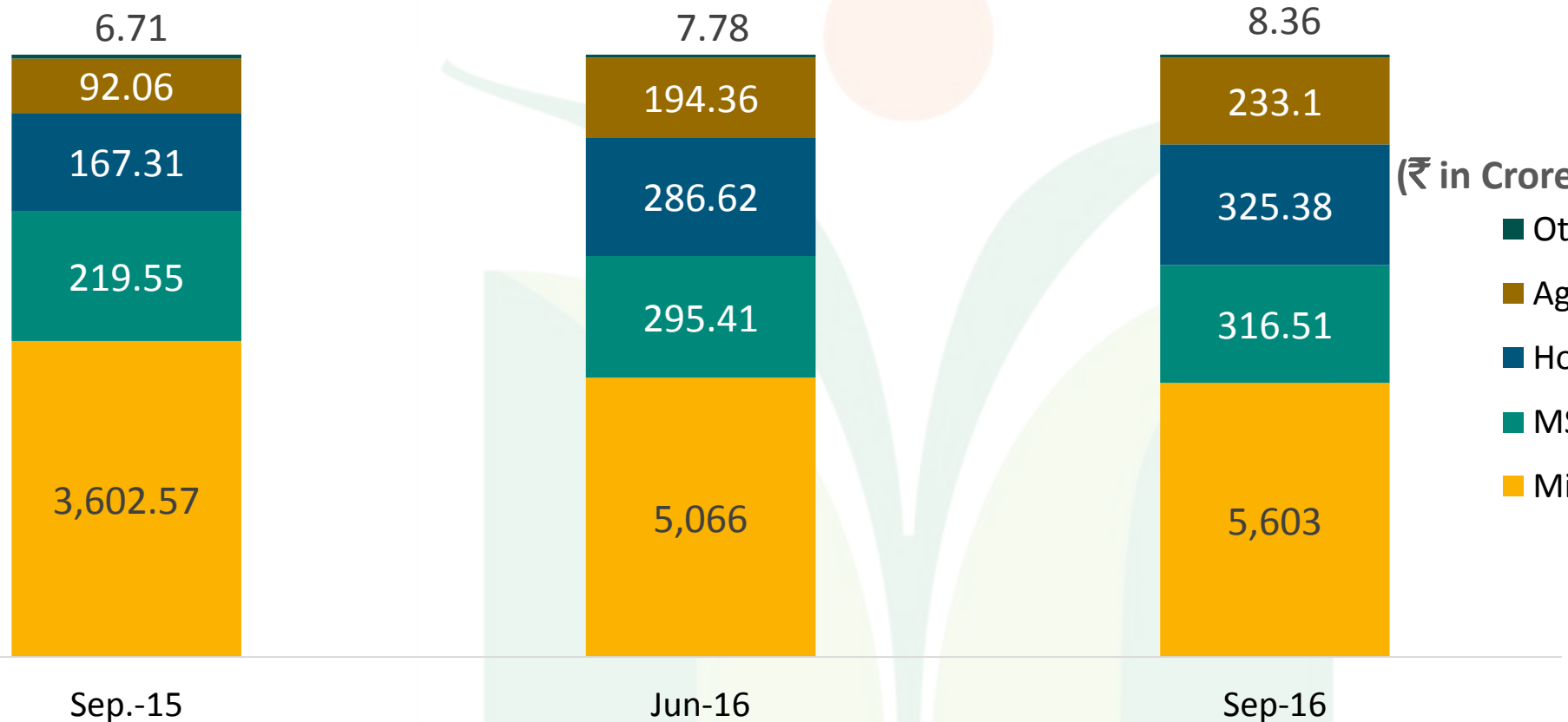
Gross Loan Book per Branch & Gross Loan Book per Employee (₹ in Crore)



Number of Borrowers (in Lakh)

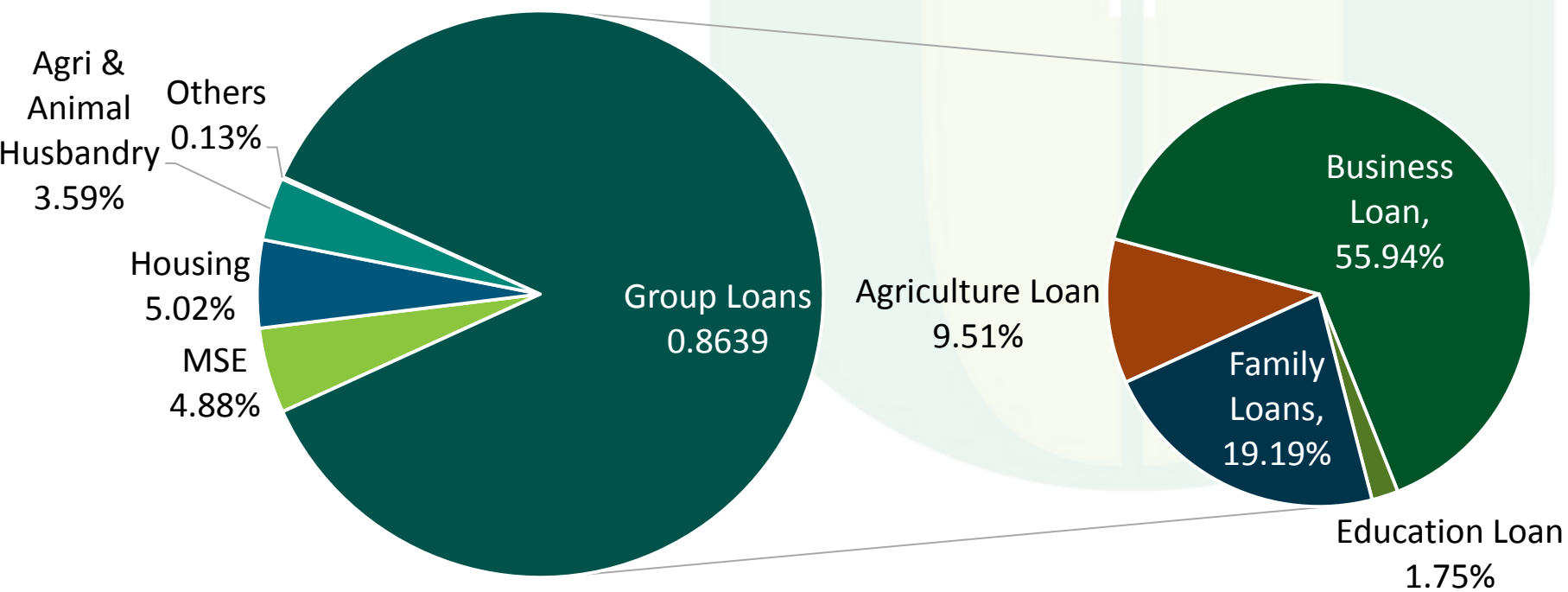


Composition of Gross Loan Book



(₹ in Crore)

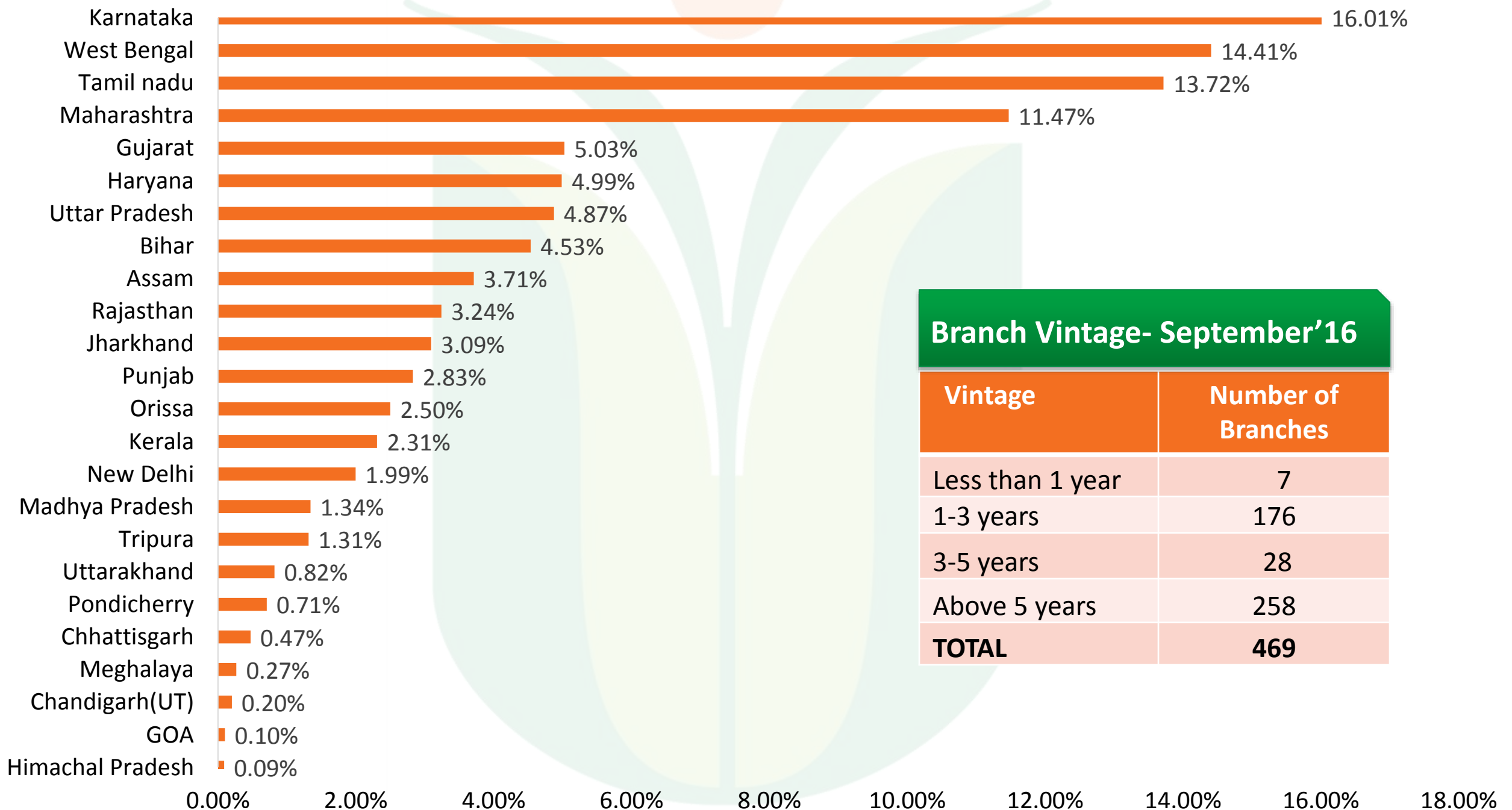
- Others
- Agri and Animal Husbandry Loan
- Housing
- MSE
- Microfinance



Product Bifurcation	% Share in Gross Loan Book
Unsecured Loan (Microfinance & Individual Loan)	99.01%
MSE Secured	0.22%
Housing Secured	0.77%

Portfolio Spread & Branch Vintage

Portfolio Mix- September 2016

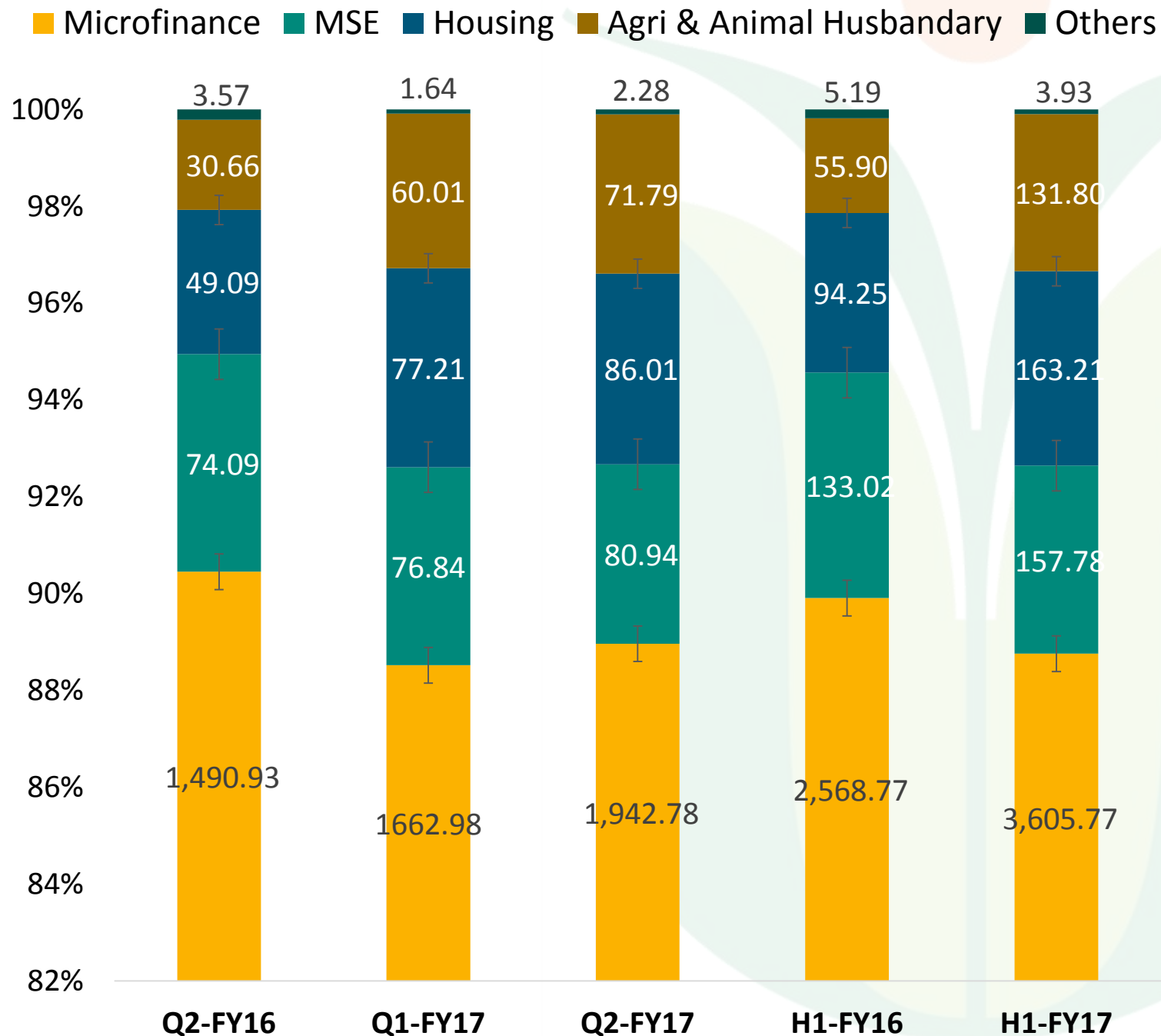


Branch Vintage- September'16

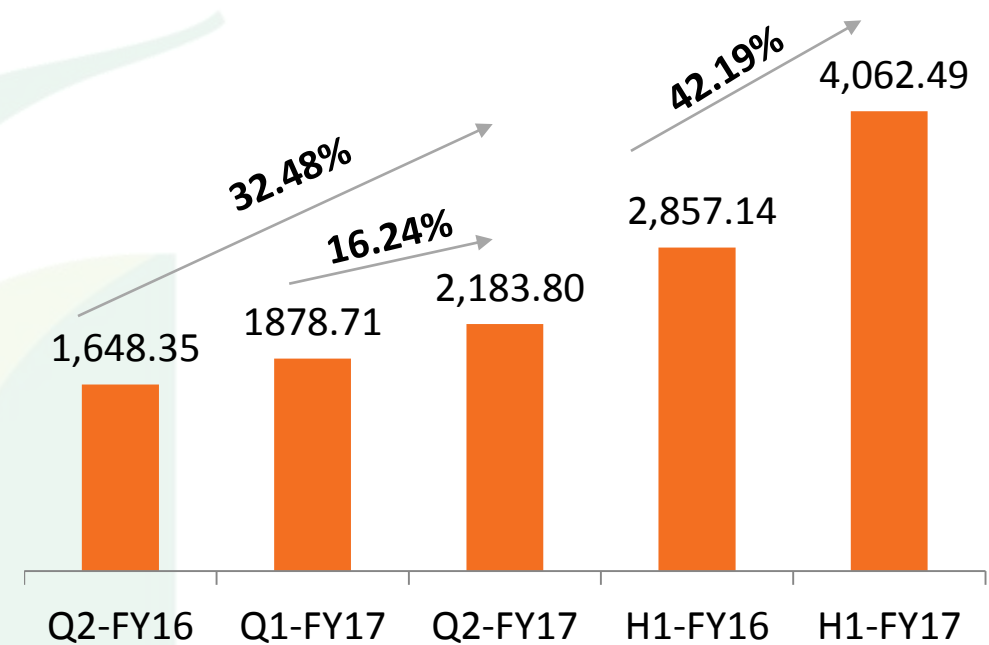
Vintage	Number of Branches
Less than 1 year	7
1-3 years	176
3-5 years	28
Above 5 years	258
TOTAL	469

Disbursement Spread & Average Ticket Size

Product wise Disbursement (₹ in Crore)



Total Disbursements (₹ in crore)

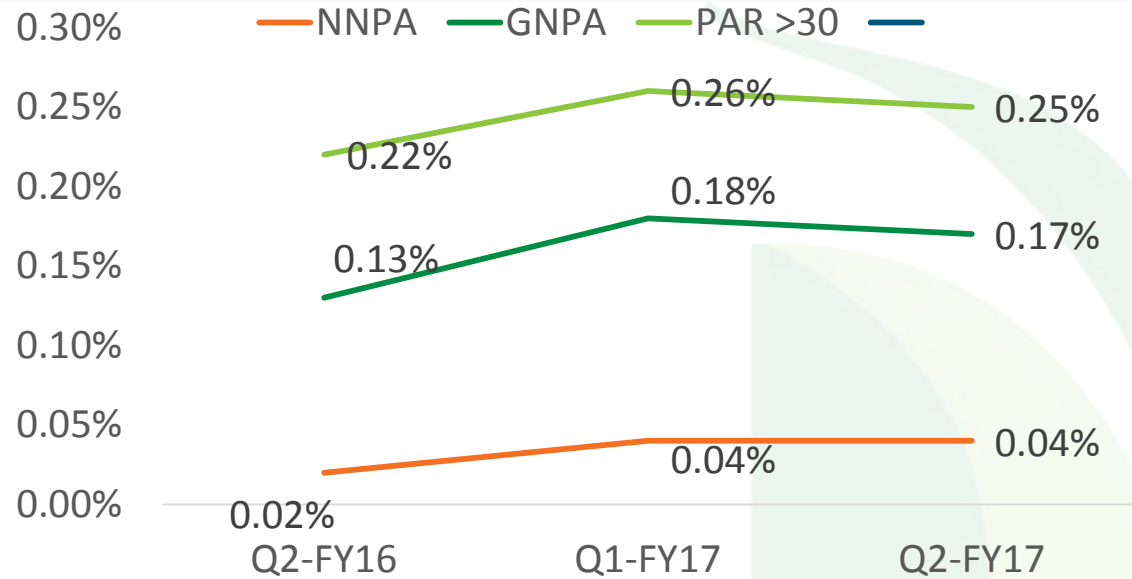


Average Ticket Size – H1 FY17

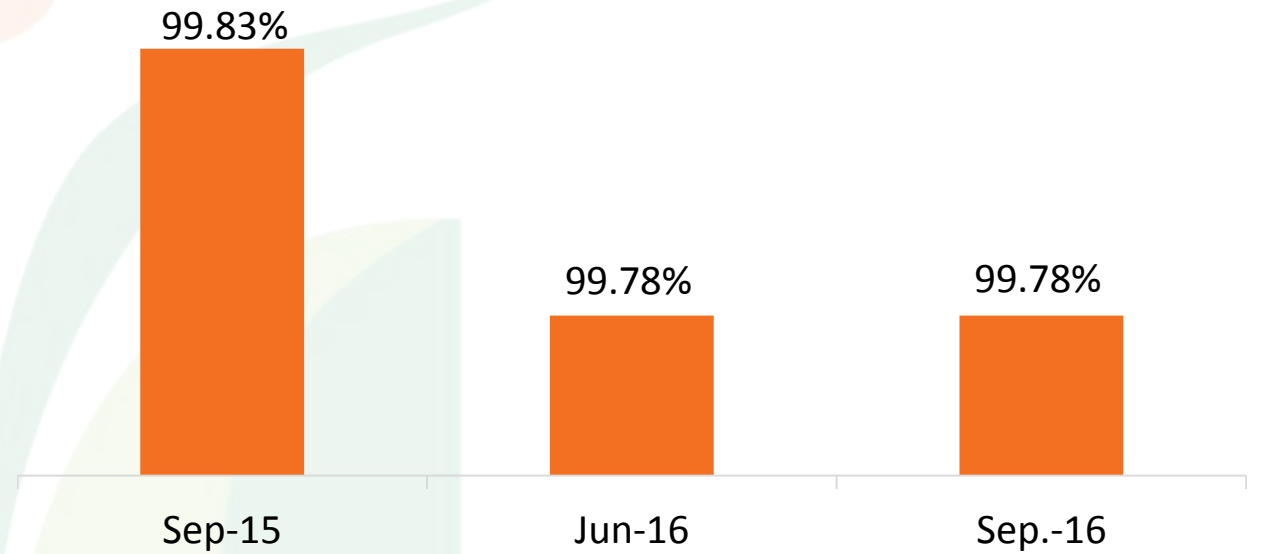
Product	in ₹
Microfinance	22,550
MSE- Unsecured	65,765
MSE- Secured	3,94,234
Housing- Unsecured	67,455
Housing- Secured	3,37,051
Agri and Livestock Loan	57,428
Others	50,811

Efficiency Parameters

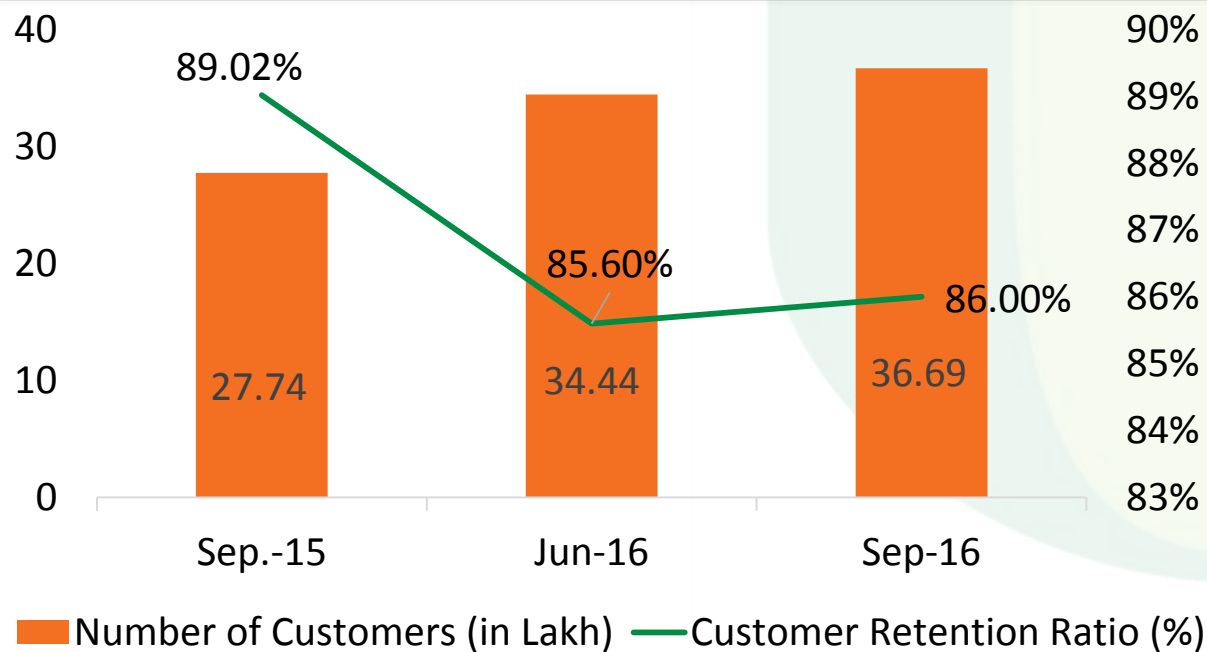
GNPA, NNPA & PAR>30



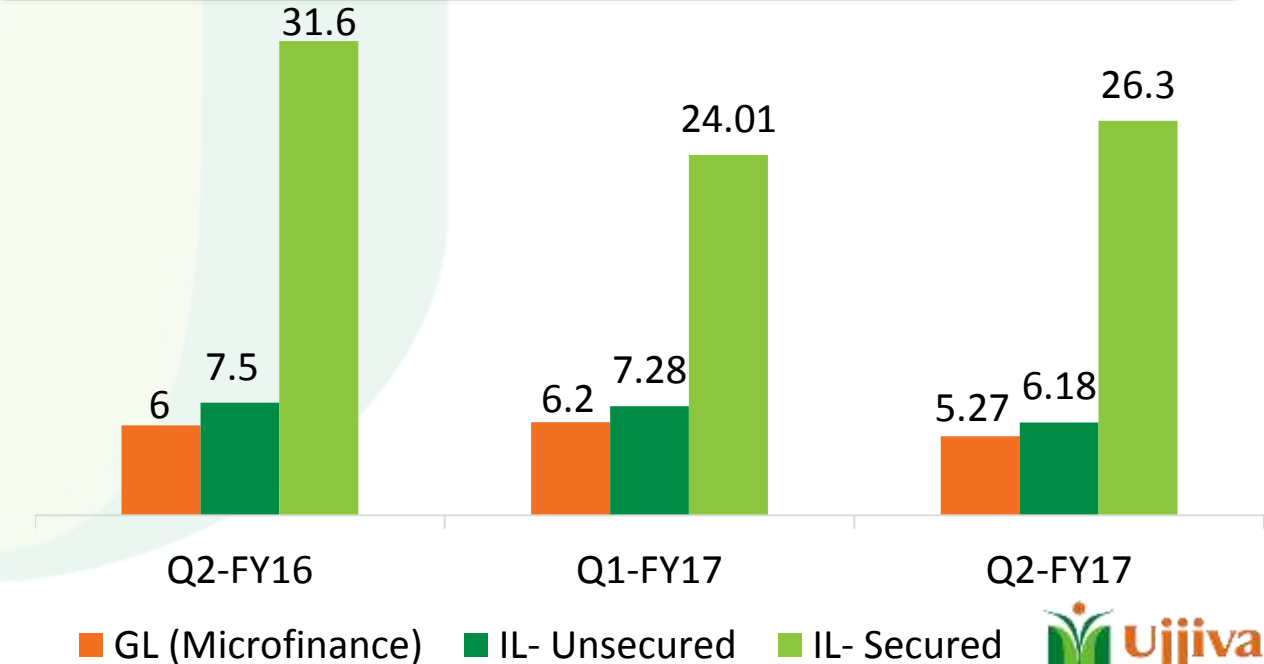
Cumulative Repayment Rate



Number of Customer & Customer Retention Ratio



Turn Around Time (TAT)

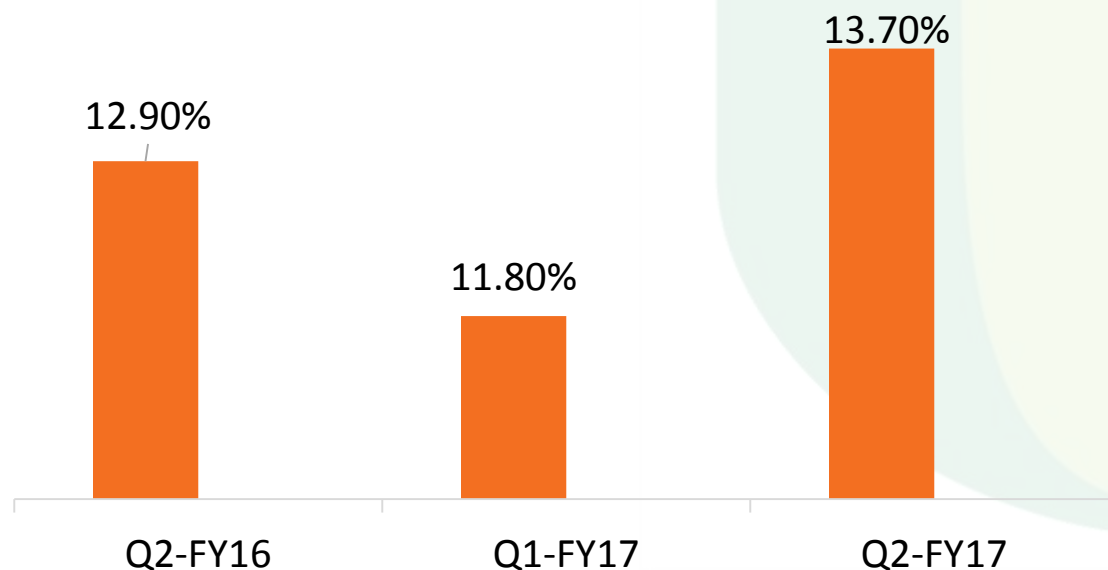


Efficiency Parameters (Contd.)

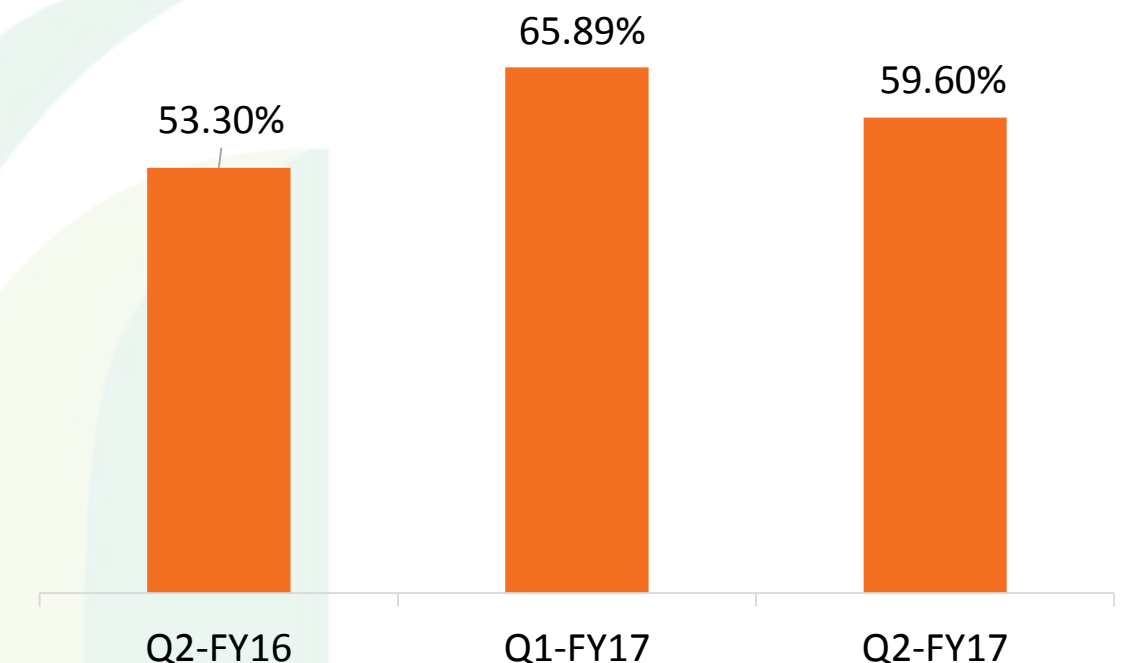
Rejection Rate & Key Reasons

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

Bureau Rejection Rate (%) - Microfinance



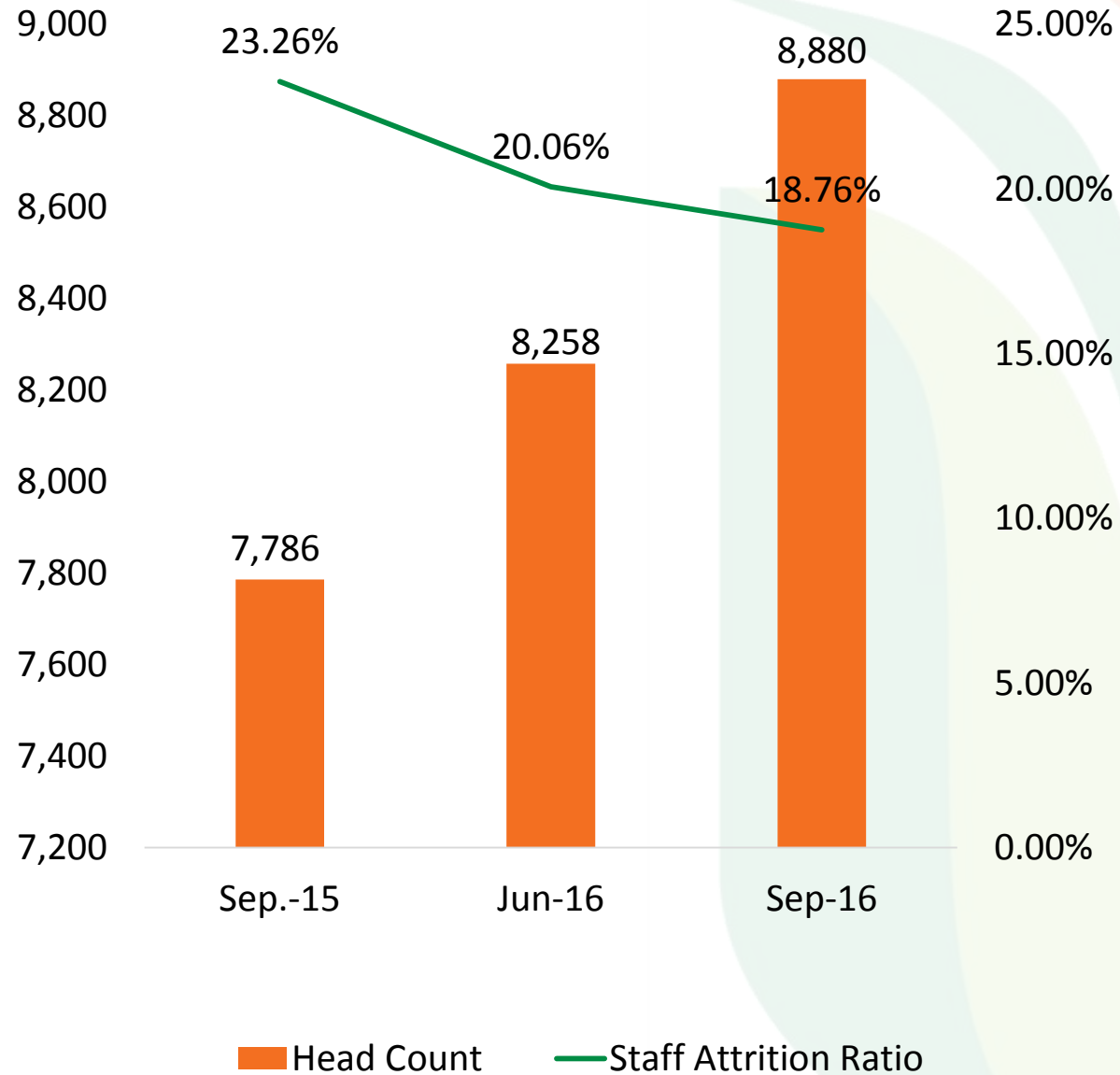
Cashless Disbursement (%)



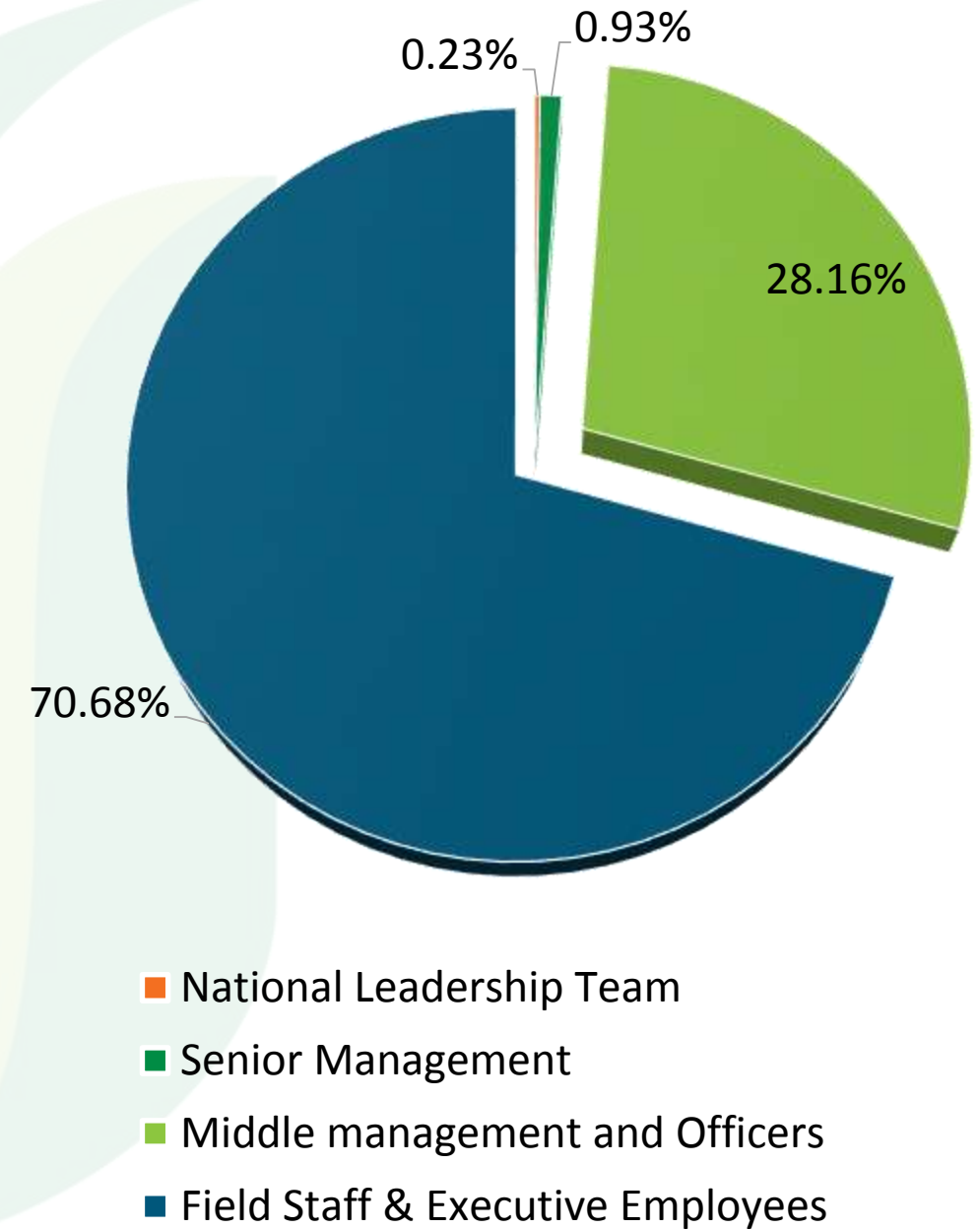
81% Customers with Aadhar Card as on 30th September, 2016

Head Count Details

Headcount & Staff Attrition Ratio (%)



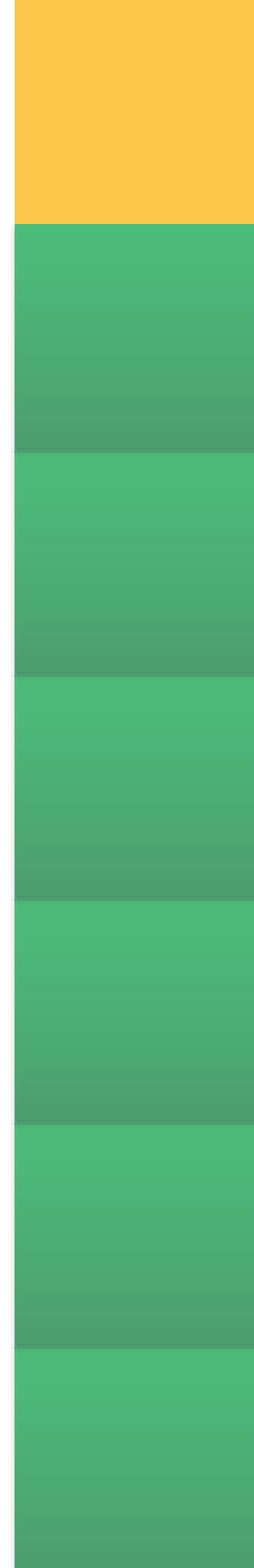
Head Count Bifurcation – September'16



Financial Overview

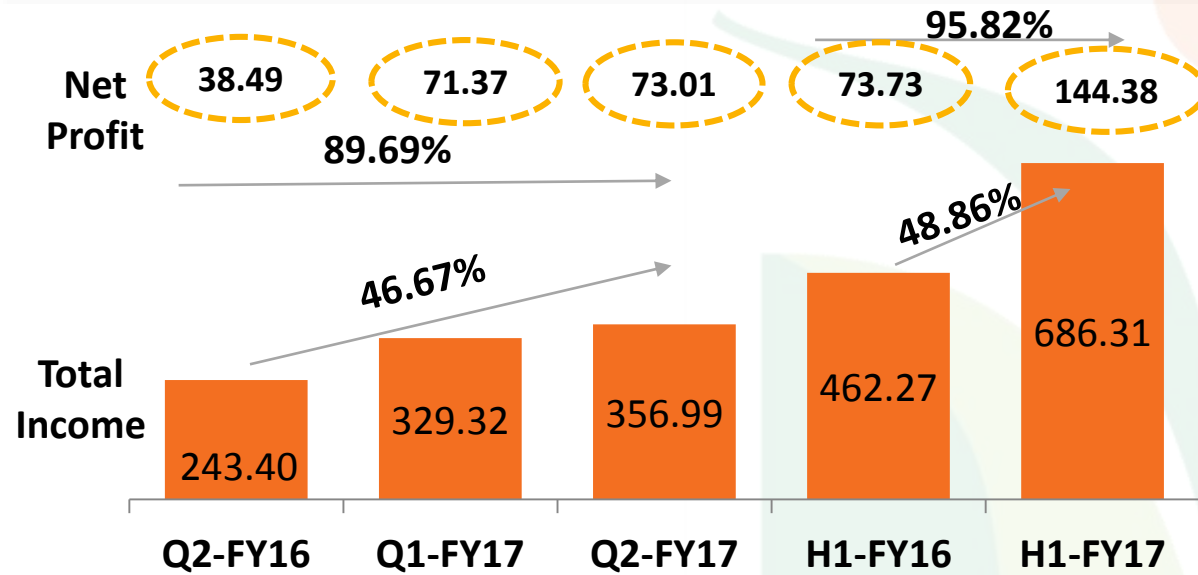


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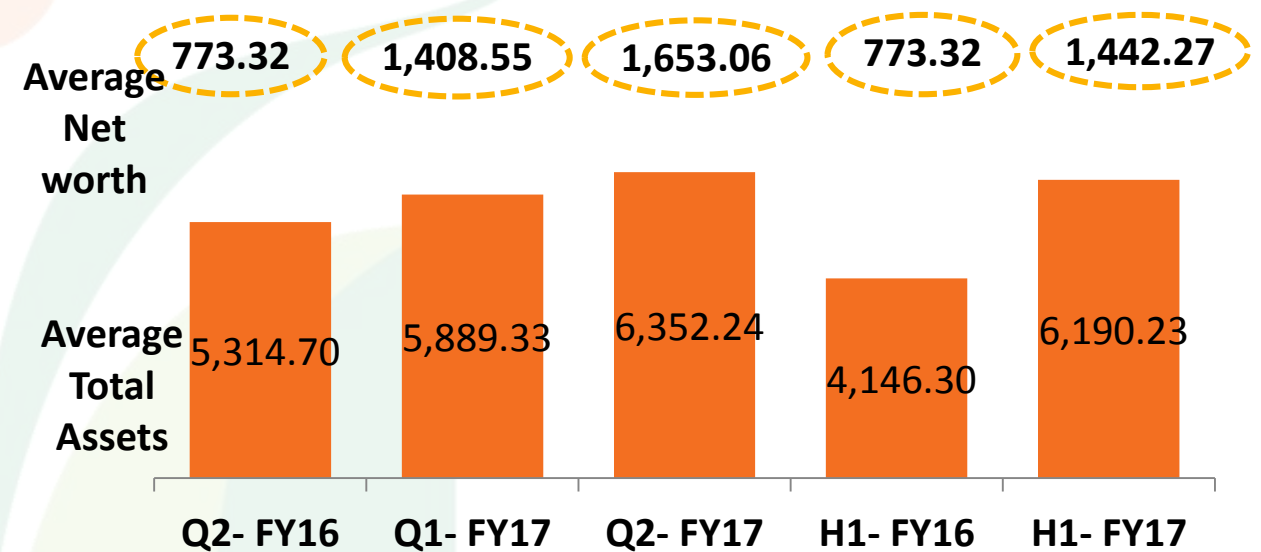


Financial Overview

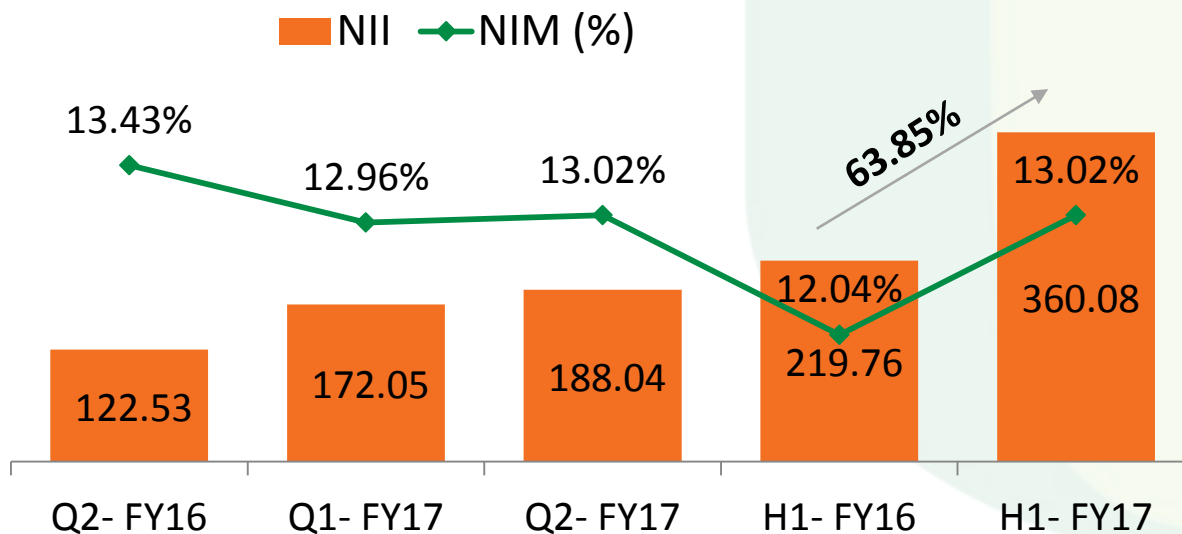
Total Income & Net Profit (₹ in Crore)



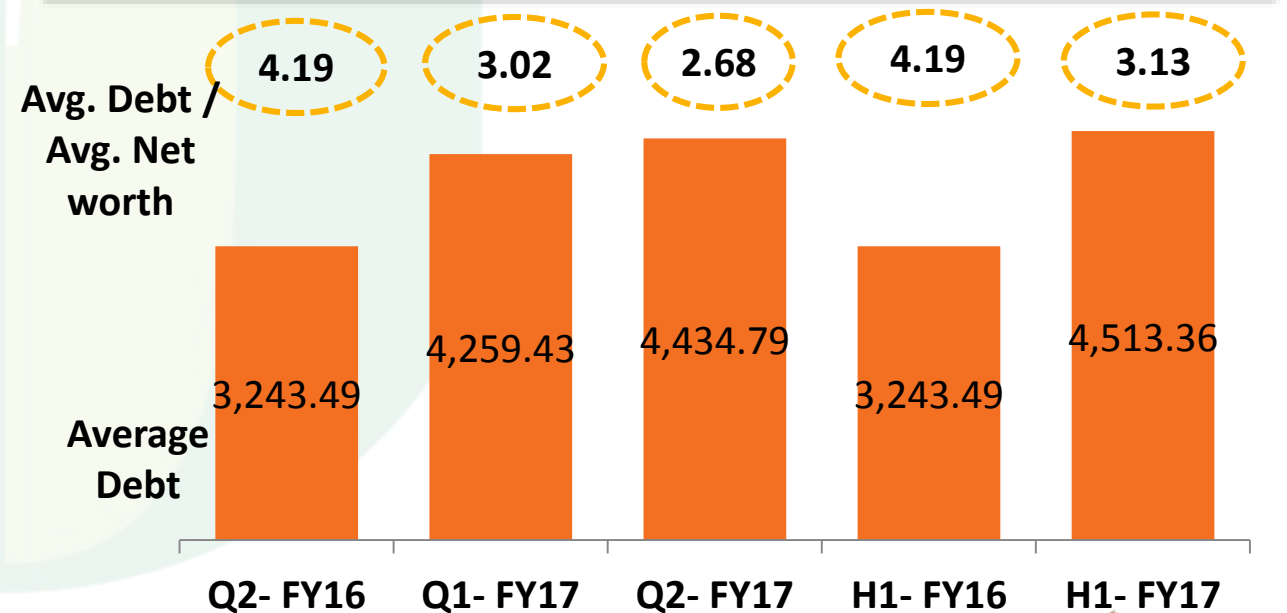
Average Total Assets and Net worth (₹ in crore)



NII & NIM

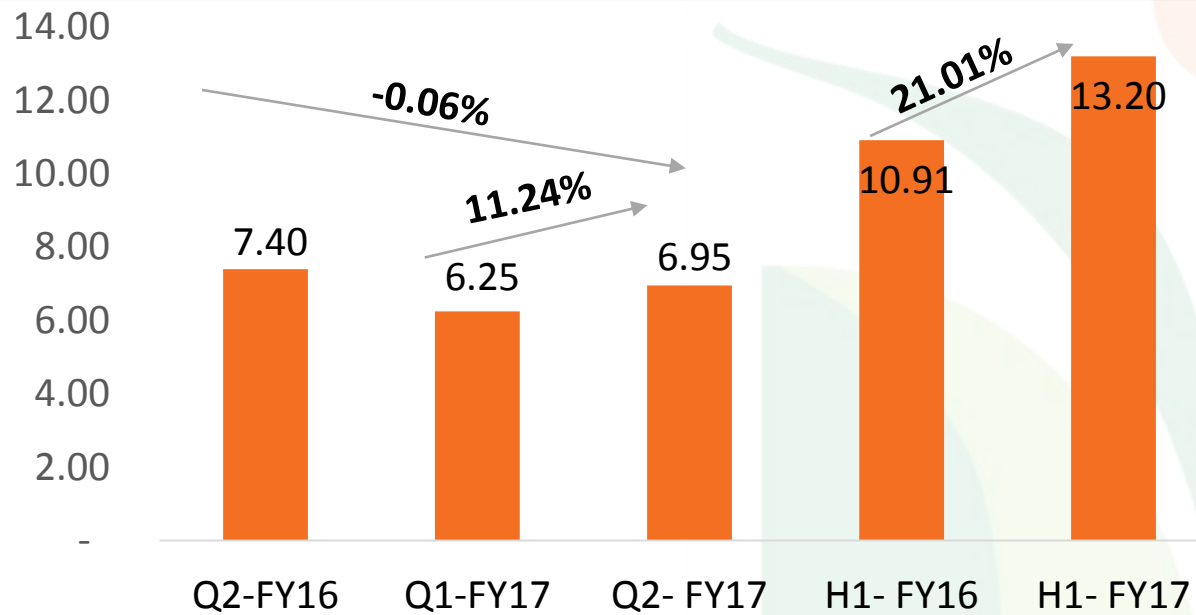


Average Debt (₹ in crore)

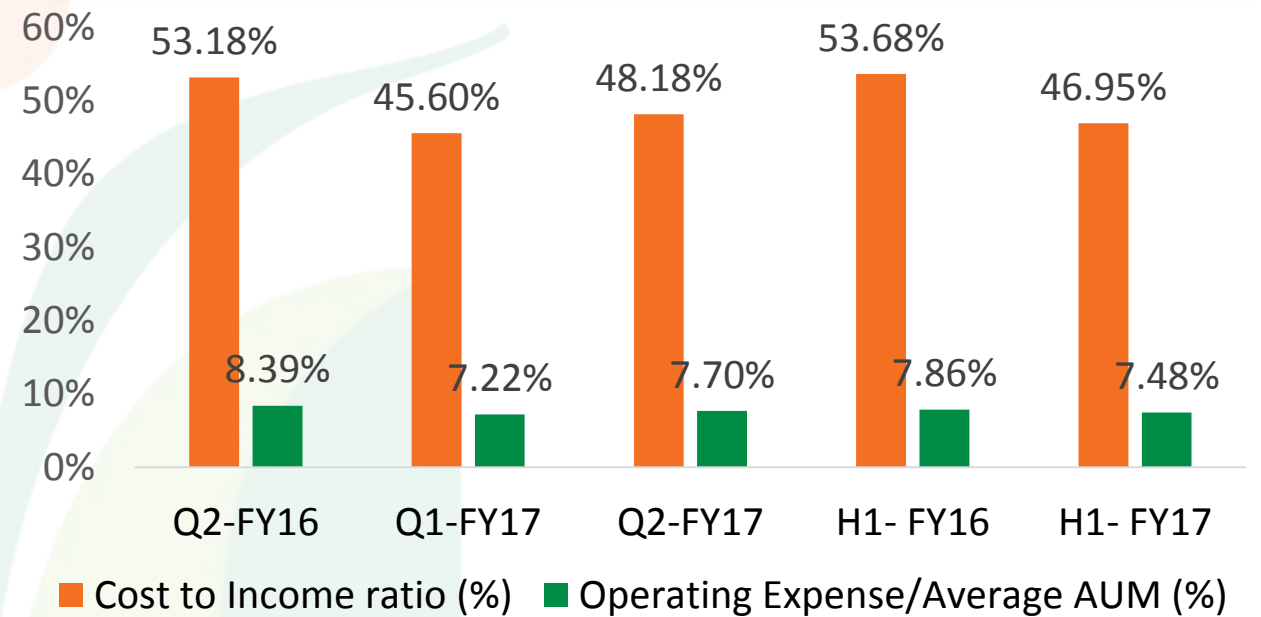


Financial Overview (Contd.)

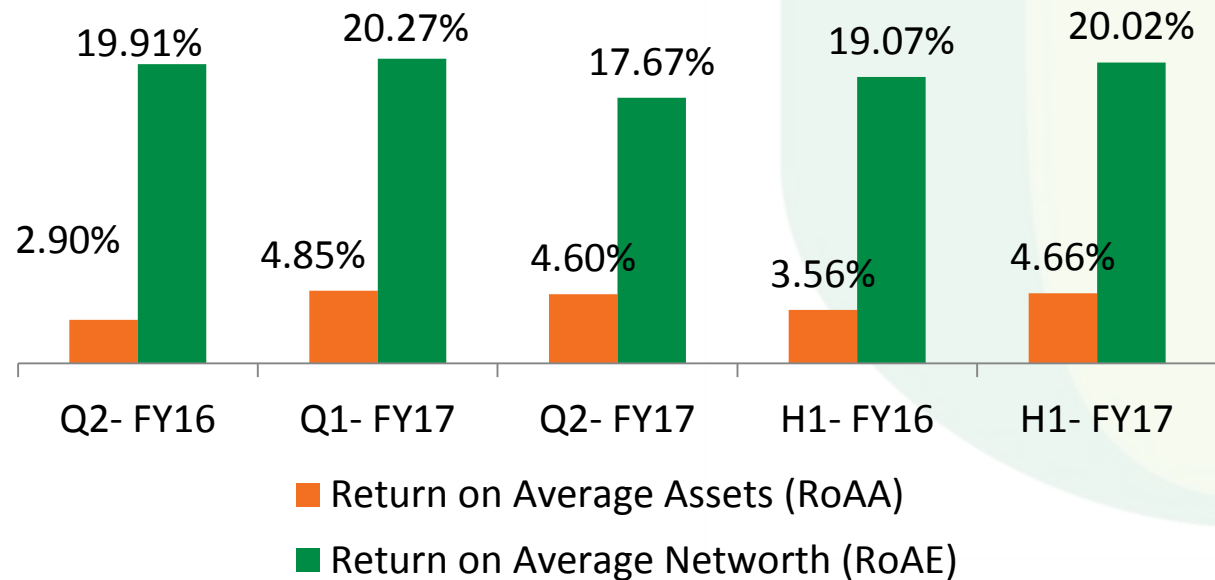
Credit Cost (₹ in crore)



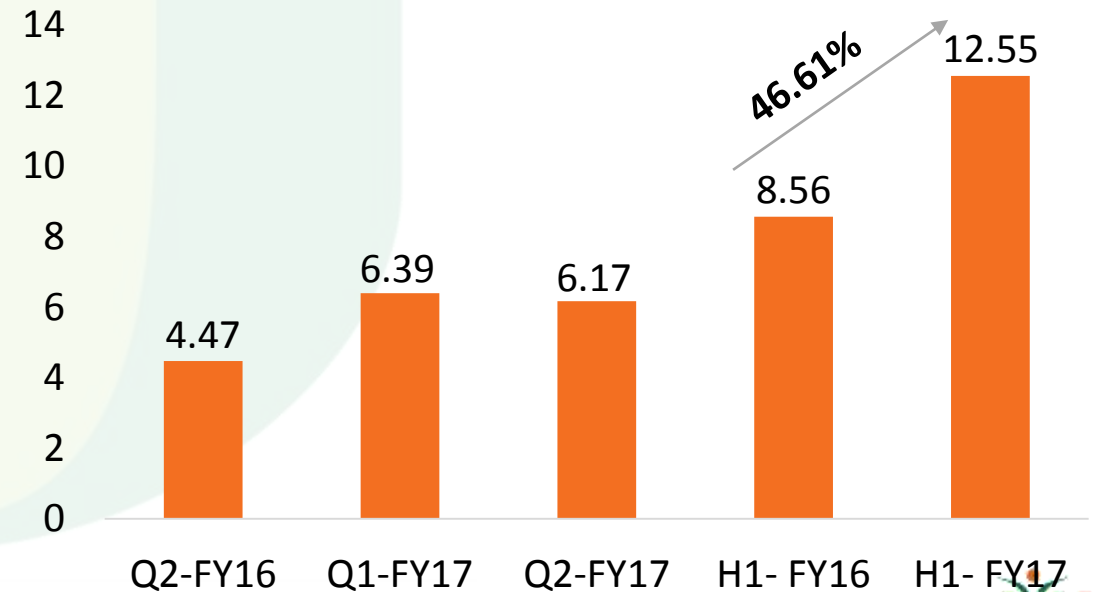
Operating Efficiency



RoAA & RoAE

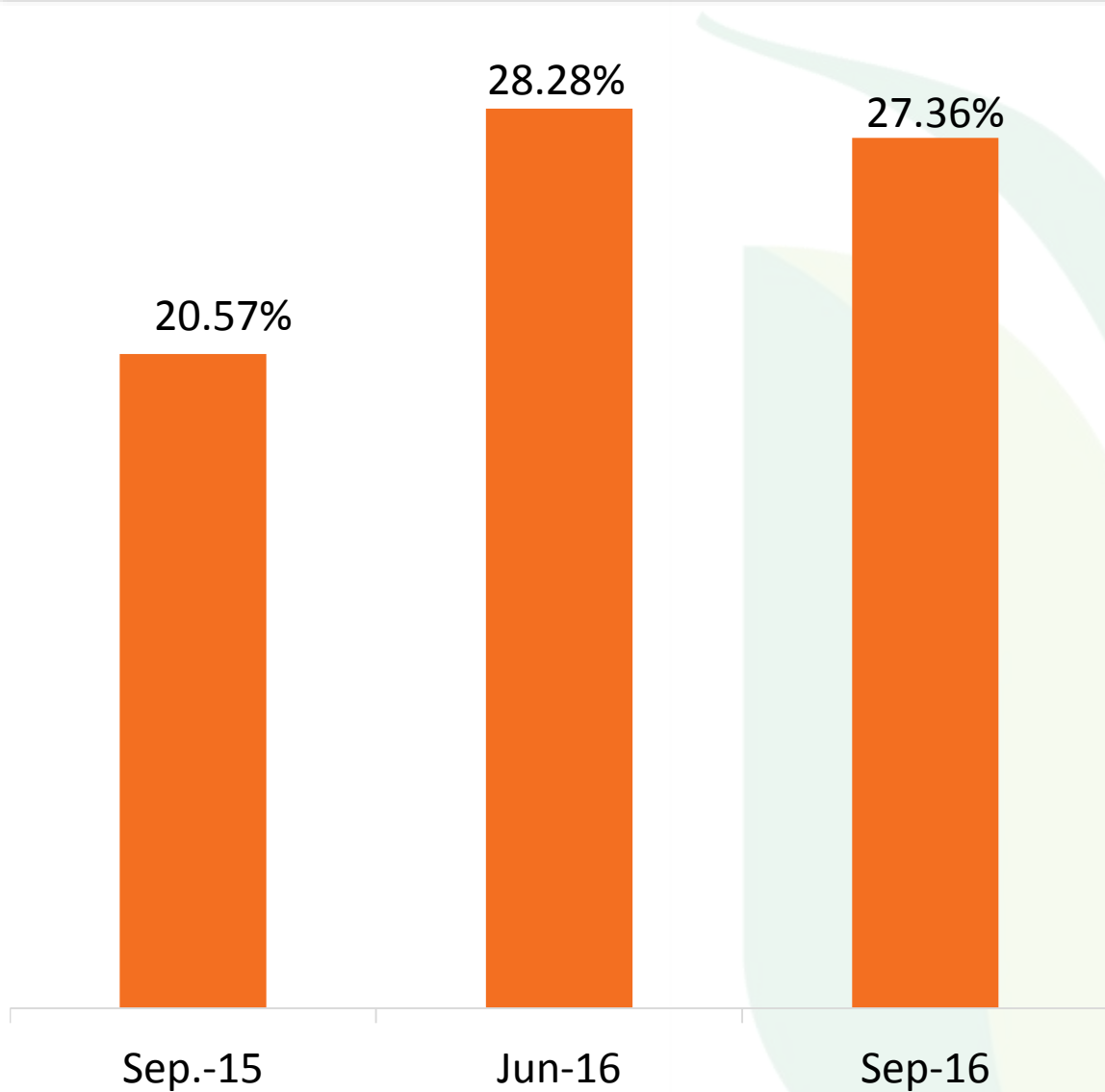


Earning Per Share

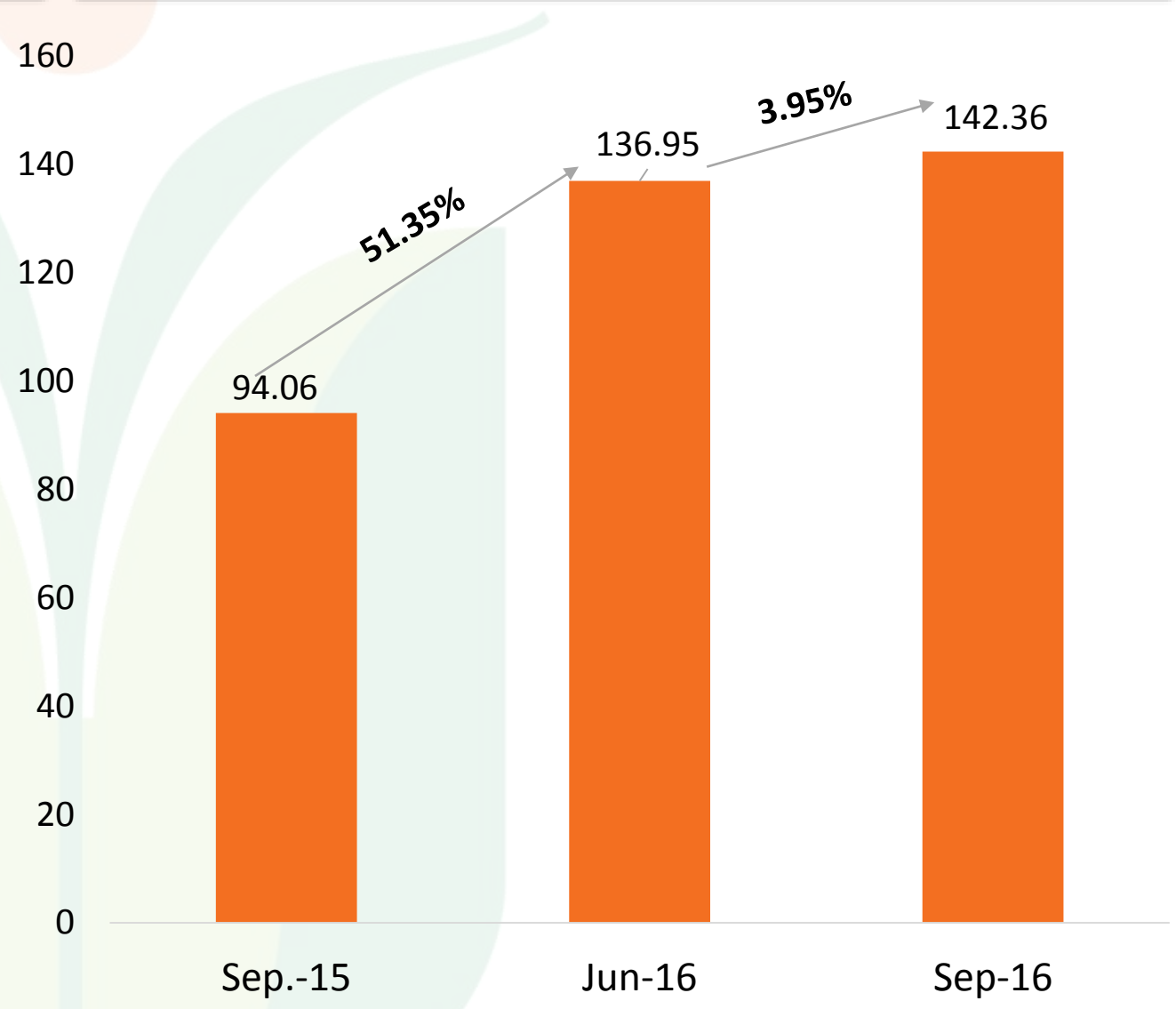


Financial Overview (Contd.)

Capital Adequacy Ratio (%)



Book Value Per Share (in ₹)



Financials – Profit & Loss Statement

₹ in Crore

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

Financials – Balance Sheet

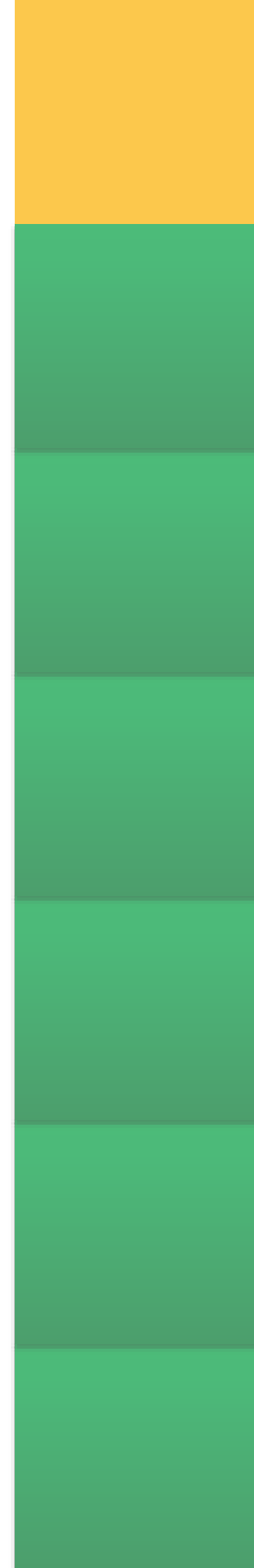
₹ in Crore

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

Borrowing Profile & Credit Rating



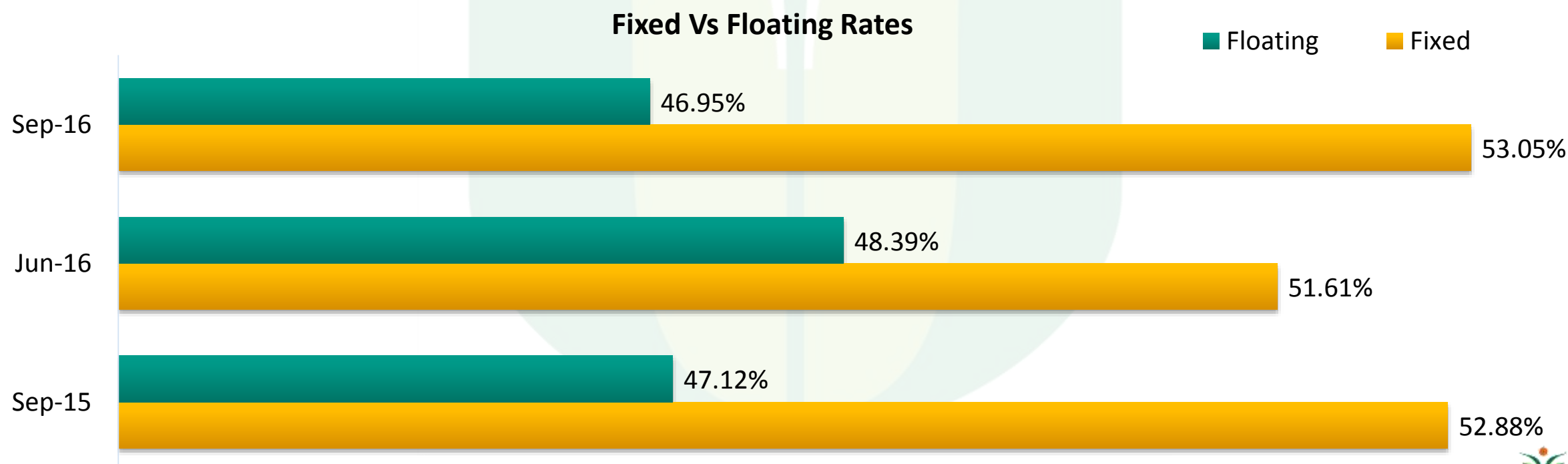
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Borrowing Mix

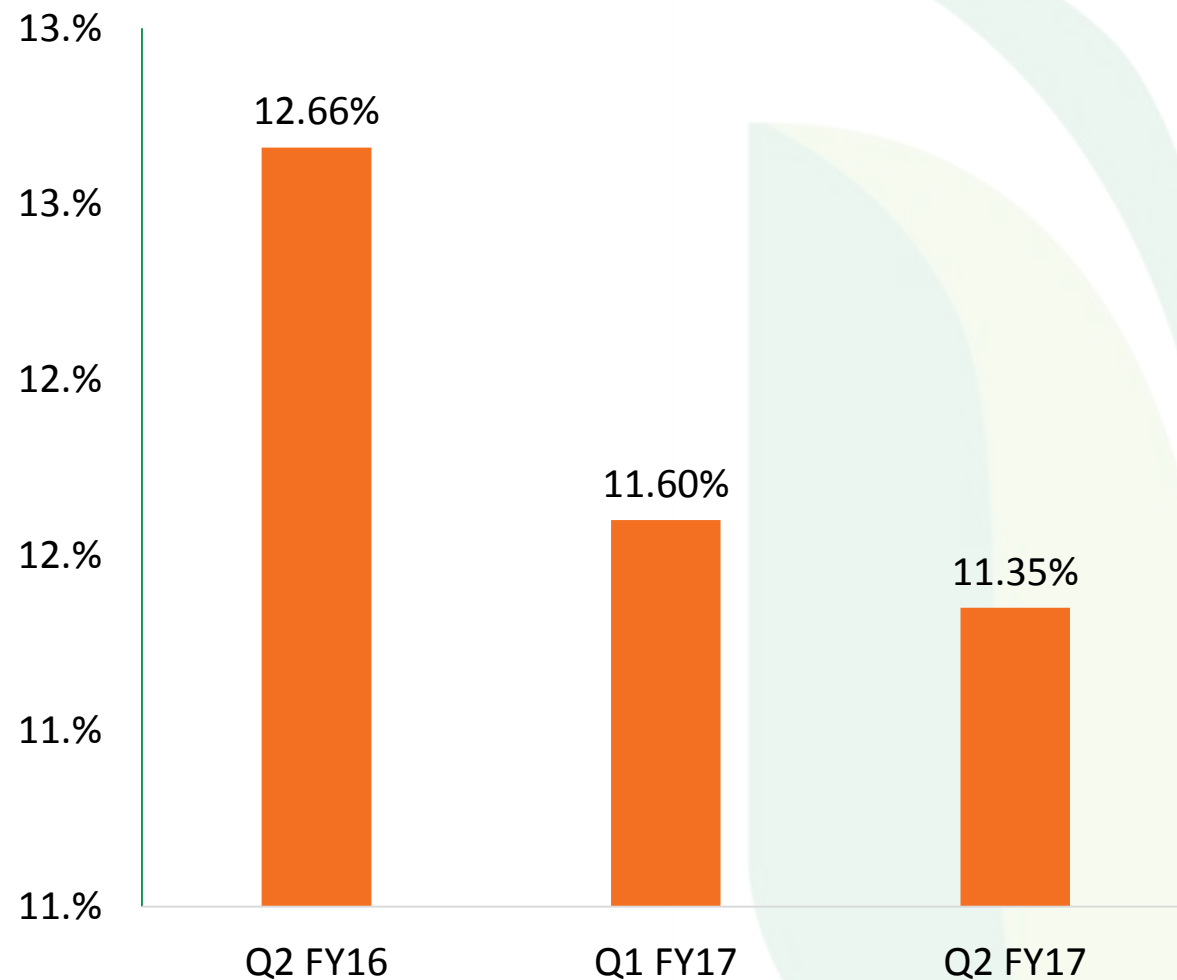
Borrowing Profile (Outstanding ₹ in crore)

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



Cost of Debt & Credit Ratings

Weighted Average Cost of Debt



Credit Ratings

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

Thank you!



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