

# Investor Presentation

## Q2 FY 2017-18

November 2017

# Disclaimer

- ✦ This presentation is confidential and may not be copied, published, distributed or transmitted. The information in this presentation is being provided by Ujivan Financial Services Limited (also referred to as 'Company'). By attending a meeting where this presentation is made, or by reading this presentation material, you agree to be bound by following limitations:
- ✦ The information in this presentation has been prepared for use in presentations by Company for information purposes only and does not constitute, or should be regarded as, or form part of any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including the United States and India, nor shall it, or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including the United States and India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company.
- ✦ This presentation and its contents are not and should not be construed as a prospectus or an offer document, including as defined under the Companies Act, 2013, to the extent notified and in force or an offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009as amended
- ✦ The Company may alter, modify, or otherwise change in any manner the contents of this presentation without obligation to modify any person of such change or changes
- ✦ No representation warranty implied as to and reliance or warranty, express or implied, is made to, no should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Neither Company nor any of its affiliates, advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.
- ✦ This presentation contains certain supplemental measures of performance and liquidity that are not required by or presented in accordance with Indian GAAP, and should not be considered as an alternative to profit, operating revenue or any other performance measures derived in accordance with Indian GAAP or an alternative to cash flow from operations as a measure of liquidity of the Company.
- ✦ You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make independent analysis as you may consider necessary or appropriate for such purpose. Any opinions expressed in this presentation are subject to change without notice and past performance is not indicative of future results. By attending this presentation you acknowledge that you will be solely responsible for your own assessment of the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business.
- ✦ This presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding expansion plans and the benefits there from, fluctuations in our earnings, our ability to manage growth and implement strategies, competition in our business including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, our ability to win new contracts, changes in technology, availability of financing, our ability to successfully complete and integrate our expansion plans, liabilities, political instability and general economic conditions affecting our industry. Unless otherwise indicated, the information contained herein is preliminary and indicative and is based on management information, current plans and estimates. Industry and market-related information is obtained or derived from industry publications and other sources and has not been verified by us. Given these risks, uncertainties and other factors, recipients of this document are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.
- ✦ This presentation is not an offer for sale of securities in the UNITED STATES or elsewhere.

# Contents

Performance Highlights - UFSL and USFB



Business Performance Overview



Liabilities Profile



Financial Performance Overview - Consolidated

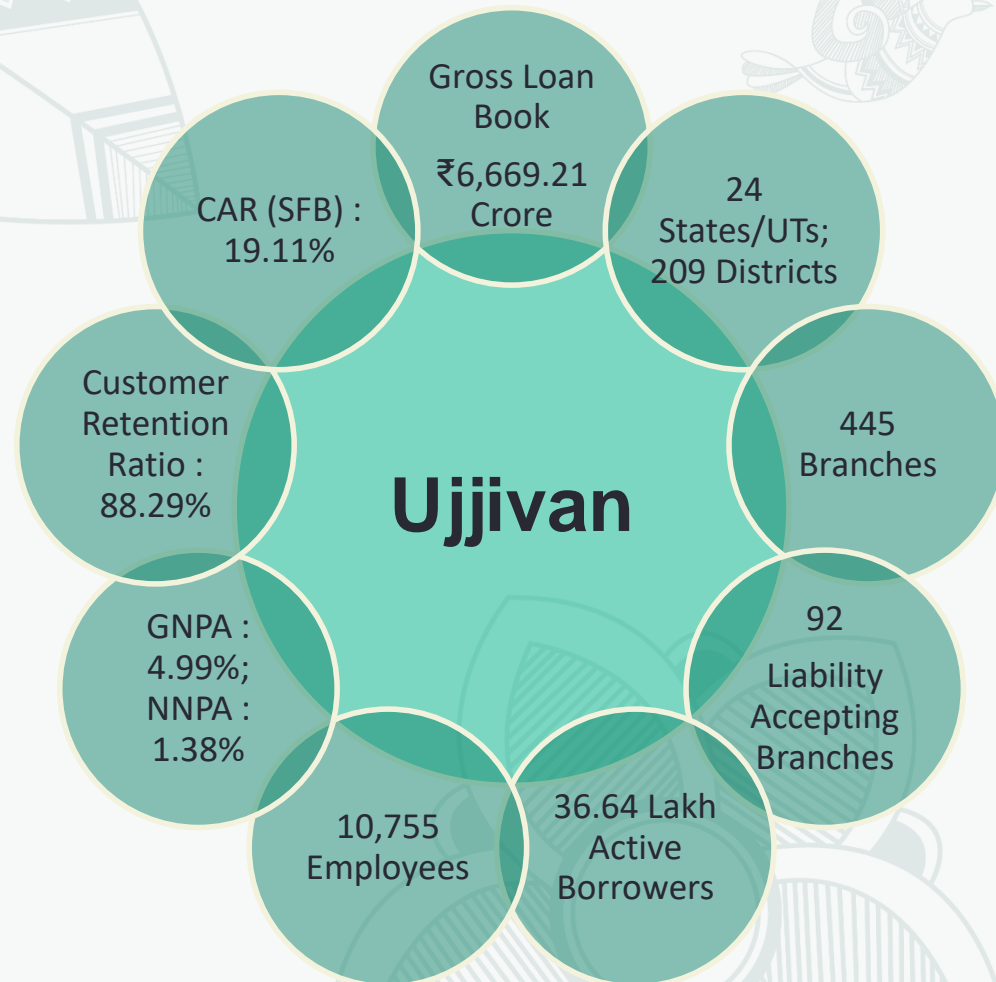


Financial Performance Overview - Ujjivan SFB



# Performance Highlights – UFSL and USFB

# Performance Highlight



# Business and Operational Highlights

- 🔥 Gross Loan Book at ₹6,669.21 crore; growth of 3.25% over Q1-FY18 and an increase of 2.83% over Q2-FY17
- 🔥 Off-balance sheet portfolio as of September 30, 2017 at ₹304.82 crore
- 🔥 Net Loan Book at ₹6,364.39 crore; growth of 4.15% over Q1-FY18 and an increase of 6.07% over Q2-FY17
- 🔥 Disbursement at ₹1,954.28 crore; an increase of 14.83% over Q1-FY18 and decrease of 10.51% over Q2-FY17
- 🔥 1.73 lakh new borrowers added during the quarter and 3.49 lakh in the H1-FY18
- 🔥 Collection efficiency back to normal at 99.7% for new business from January to September'17
- 🔥 Secured portfolio increased by 34.85% to ₹202.68 crore from ₹150.30 crore in Q1-FY18
- 🔥 GNPA at 4.99% and NNPA at 1.38% in Q2-FY18 against 6.16% and 2.30% respectively in Q1-FY18
- 🔥 Prudential write off of ₹88.64 crore in Q2-FY18 (covered by provisions)
- 🔥 Provision Coverage Ratio (excluding technical write-off) at 73.40%
- 🔥 Overall PAR reduced to ₹445 crore in September'17 from ₹571 crore in June'17

## Financial Highlights – Consolidated

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

- 🔥 Total Income at ₹378.03 crore, an increase of 5.41% over Q1-FY18 and an increase of 5.89% over Q2-FY17
- 🔥 NII at ₹164.57 crore, an increase of 19.07% over Q1-FY18 and a decrease of 12.48% over Q2-FY17
- 🔥 NIM at 10.55% in Q2-FY18, an increase from 9.23% in Q1-FY18 and a decrease from 13.02% in Q2-FY17
- 🔥 Cost to Income ratio at 68.82%, a decrease from 78.00% in Q1-FY18 and an increase from 48.18% in Q2-FY17
- 🔥 Net Loss at ₹11.95 crore in Q2-FY18 against ₹74.94 crore in Q1-FY18
- 🔥 Net Loss declined from Q1-FY18 on account of:
  - 🔥 Moderate growth in revenue and consequently higher NII
  - 🔥 Lower credit costs in Q2-FY18

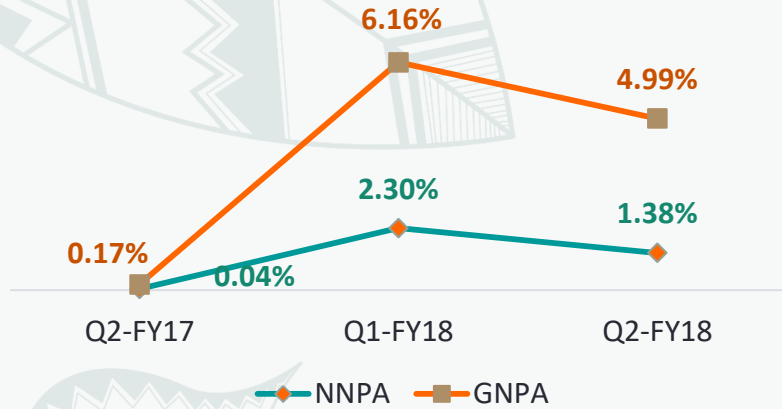
## Financial Highlights – Ujjivan SFB

- 🔥 NII at ₹195.20 crore, an increase of 12.42% over Q1-FY18
- 🔥 NIM at 10.20% against 8.90% in Q1-FY18
- 🔥 Operating Expense Ratio at 9.85% against 10.48% in Q1-FY18
- 🔥 Cost to Income Ratio at 68.93% against 78.25% in Q1-FY18
- 🔥 **Scheduled bank status boosted deposit business to ₹1,349.1 crore against ₹ 403.7 crore in Q1-FY18**
- 🔥 Deposit base includes ₹614.5 Crore of certificate of deposits
- 🔥 **Cost of funds is reduced to 9.65% from 9.82% in Q1-FY18 and 10.41% in FY17**
- 🔥 Marginal cost of borrowings at 7.19%, a decline from 7.50% in Q1-FY18 and 9.67% in FY17
- 🔥 Deposits constitute 22.0% of Advances in Q2-FY18 against 6.6% in Q1-FY18
- 🔥 CASA: 4.6%, Retail to Total Deposit: 9.5%
- 🔥 Average Cost of Deposits at 5.3% against 5.6% in Q1-FY18
- 🔥 PSLC fee income of ₹8.2 crore on portfolio sale of ₹950 crore during the quarter

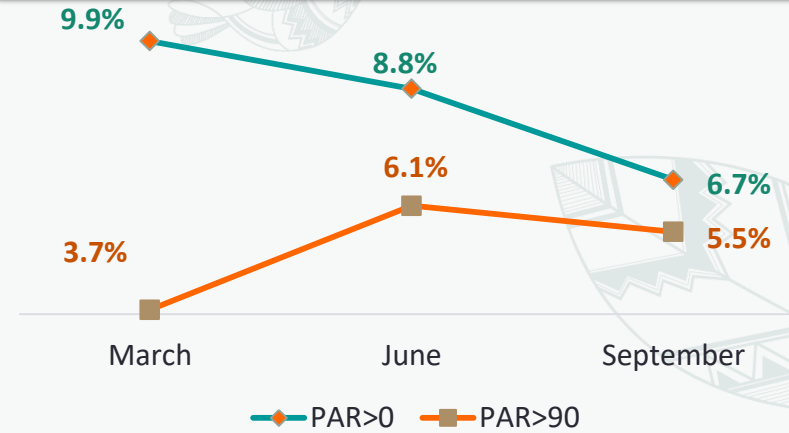


# GNPA, NNPA and PAR

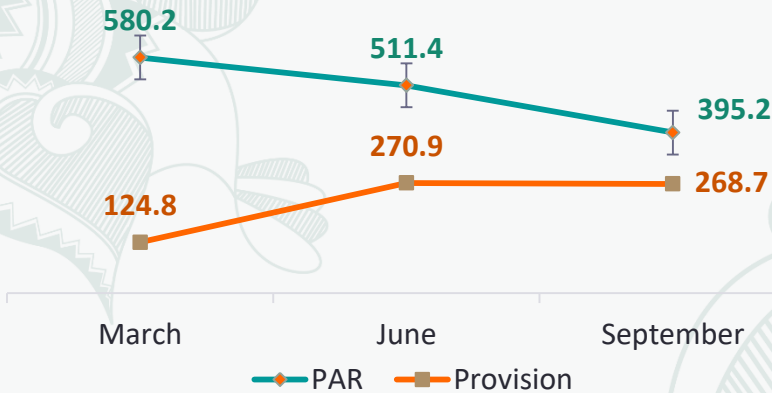
## GNPA and NNPA



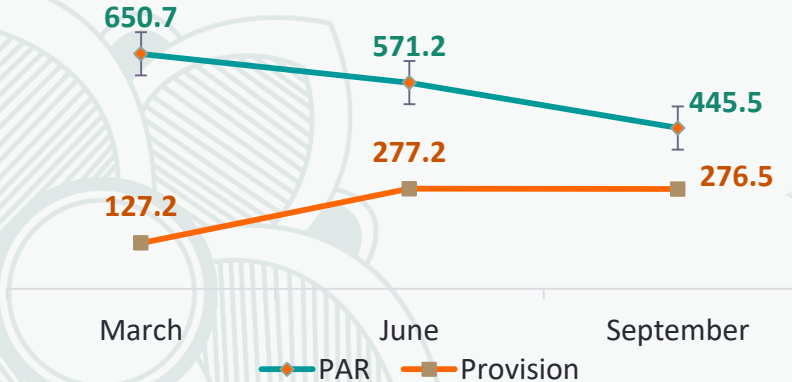
## PAR %



## PAR and Provision - On Book (₹ in Crore)



## PAR and Provision - All Assets (₹ in Crore)



# Provisioning and Write offs

Particulars (on Book)	Q2 FY-18 (₹ in Crore)
GNPA	4.99%
Standard Assets	6,159.92
NPA	323.29
Provision on NPA	237.30
Cumulative Provision	268.67
Provision Coverage (excluding technical write-off)*	73.40%

- Overall PAR has reduced by ₹125.68 crore during the quarter and stands at ₹445.52 crore as of 30<sup>th</sup> September'17
- Prudentially write off at ₹ 88.64 crore during the quarter
- GNPA stood at 4.99% in September from 6.16% in June. ₹53.5 crore of net reduction in GNPA
- Dedicated focus on collection of hard bucket OD resulted in better traction (30% in September)

\* PCR will be 79.12% inclusive of prudential write off of ₹88.64 crore





## Actions Taken for Collections

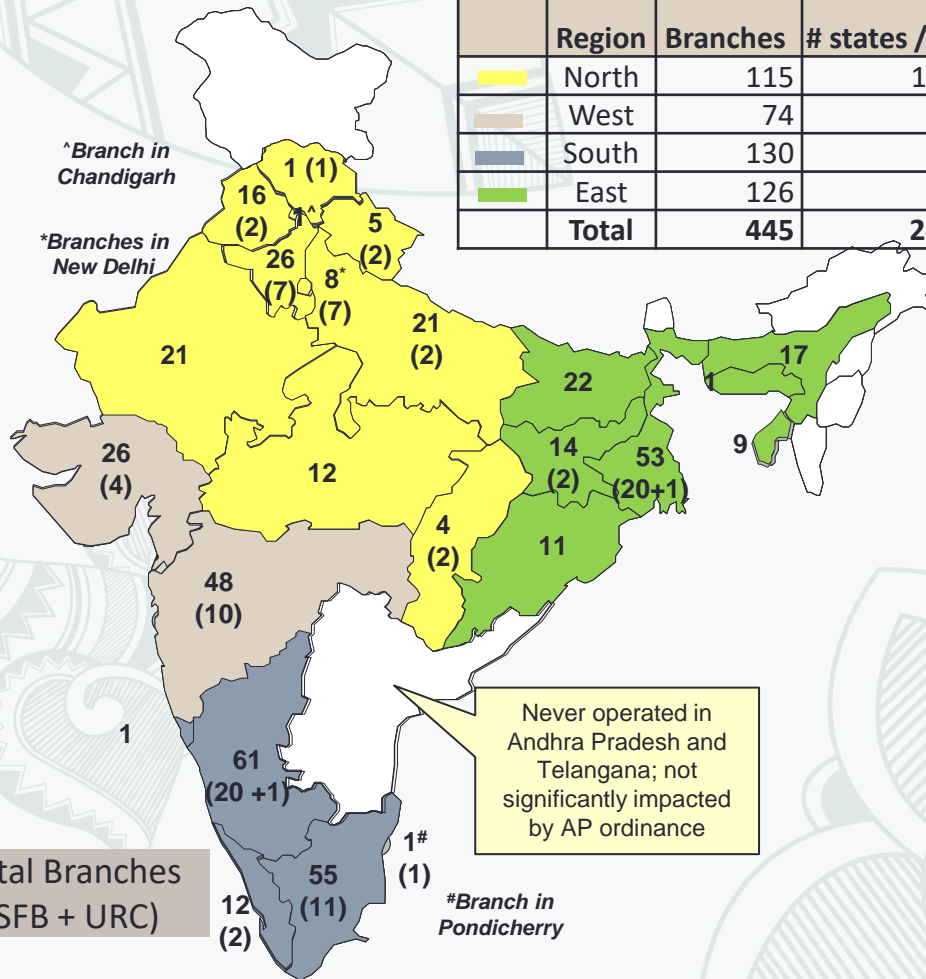
- 🔥 Branches having PAR > 5% will continue to be completely focused on recoveries
- 🔥 Independent collections team focused on > 90 day cases
  - Vintage staff from affected branches were moved to manage collections from default clients; 50% of NPA accounts allocated to team
  - Witnessed a traction of 30% (+5% from June'17) from this team on allocated cases during September month
- 🔥 Continued Tele-calling support for high value default clients
  - Successful call ratio is 27% out of total calls made in September; 3% higher than June
  - 72% of the Promise to Pay dates given were fulfilled; Conversion rate at 91% for Individual Lending customers
- 🔥 Legal notices being sent across difficult areas of the critical branches saw a good traction of 33%

# Ujjivan SFB Business

# Wide Geographical Distribution

## State wise Branch Mix

	Region	Branches	# states / UTs
	North	115	10 / 1
	West	74	2 / 0
	South	130	5 / 1
	East	126	7 / 0
	<b>Total</b>	<b>445</b>	<b>24 / 2</b>

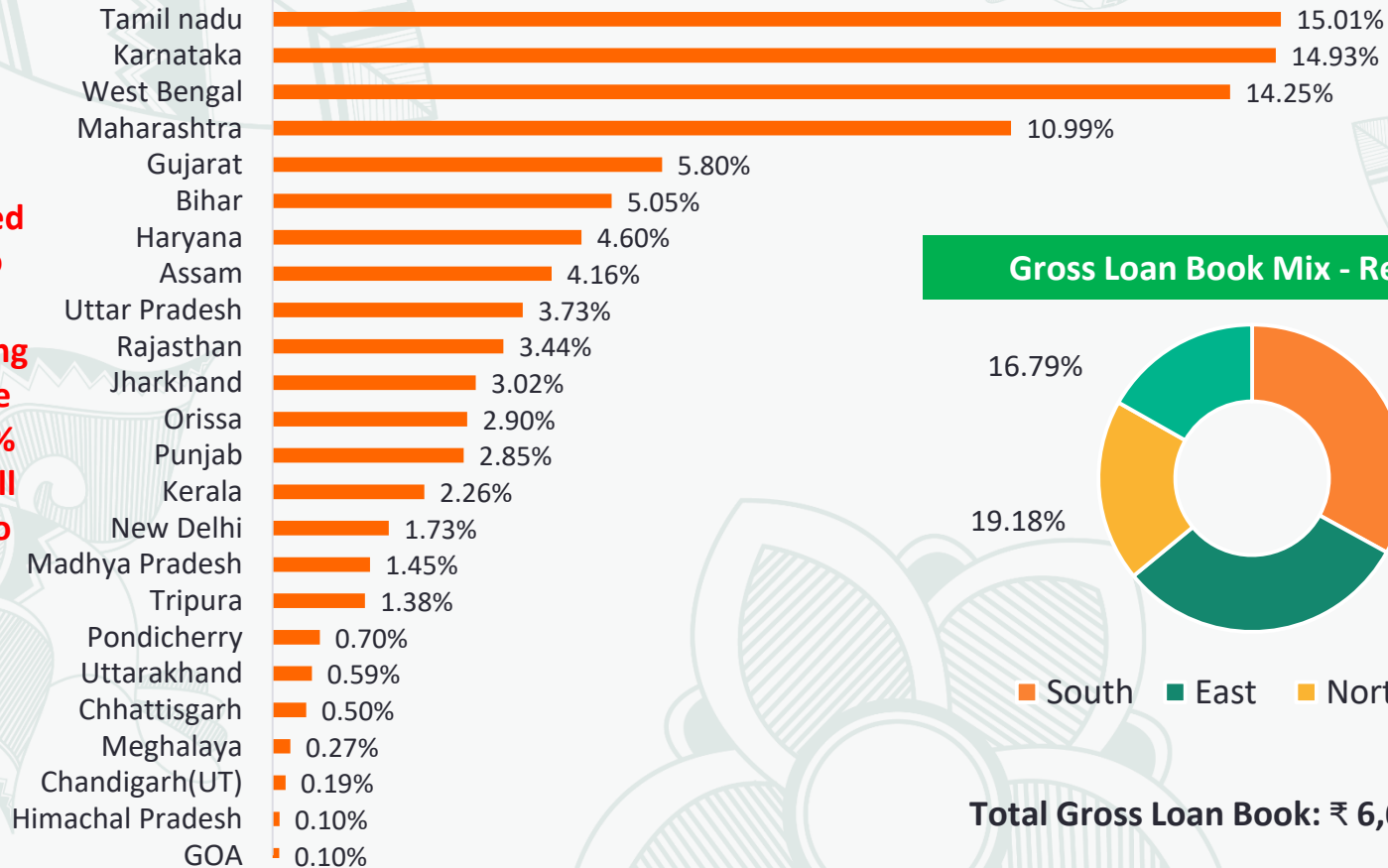


States	Liability Accepting Branches	URC Branches
Chhattisgarh	2	-
Gujarat	4	-
Haryana	7	-
Himachal Pradesh	1	-
Jharkhand	2	-
Karnataka	20	1
Kerala	2	-
Maharashtra	10	-
New Delhi	7	-
Pondicherry	1	-
Punjab	2	-
Tamil nadu	11	-
Uttar Pradesh	2	1
Uttarakhand	1	-
West Bengal	20	-
<b>Total</b>	<b>92</b>	<b>2</b>

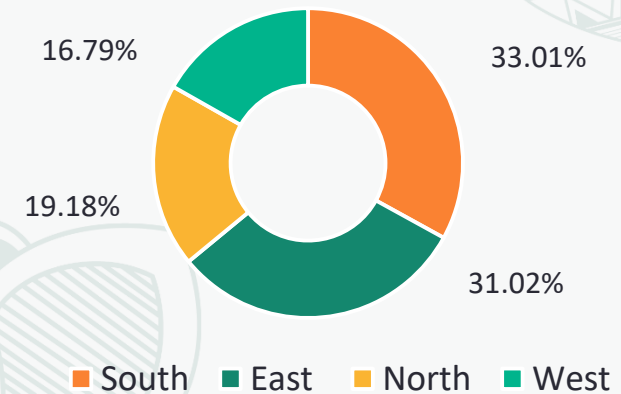
# Diversified Portfolio Mix

## State wise Portfolio Mix (%) – Q2 FY2017-18

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



## Gross Loan Book Mix - Region wise

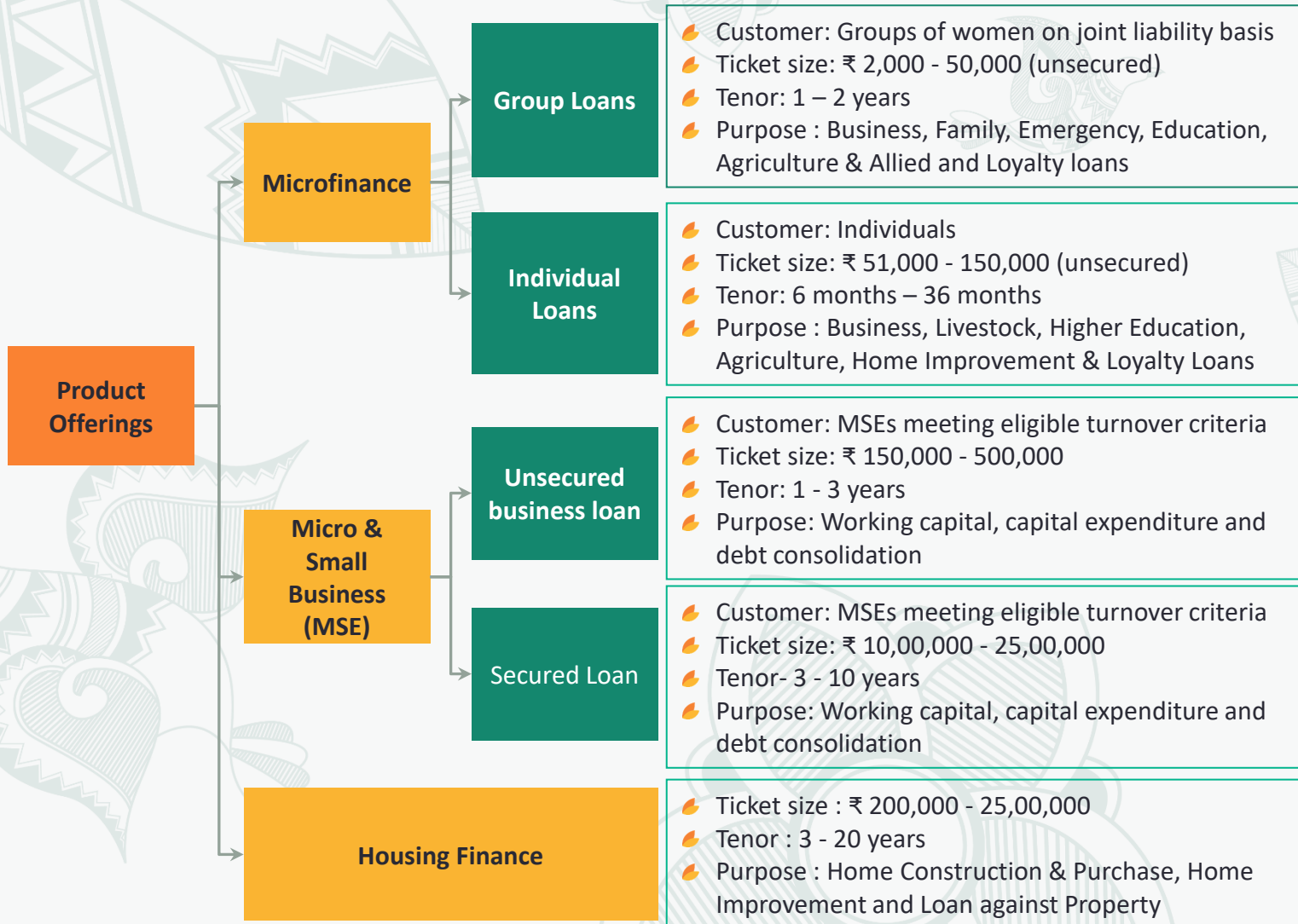


**Total Gross Loan Book: ₹ 6,669.21 Crore**

## Deposit Accepting Branches – Update

- Addition of 40 branches in Q2 FY-18 took the count of SFB branches to 92 spread across 15 states; including 2 URCs in Karnataka and West Bengal
- As of 30<sup>th</sup> September 2017, the company has 445 branches of which 92 are bank branches
- We launched banking services in Gujarat, Jharkhand, Chhattisgarh, Kerala, Pondicherry, Uttar Pradesh, Uttarakhand, Punjab in this quarter
- Further expanded our banking outreach with additional outlets in Haryana, Karnataka, Maharashtra, Delhi, Tamil Nadu and West Bengal
- The plan is to roll out 82 banking outlets in the H2 FY-18 with 41 new banking outlets each will be rolled out in Q3 and Q4
- In order to fill RBI requirement of 25% branches in unbanked areas, 29 Unbanked Rural Centres (URCs) will be opened in the H2 FY-18. Out of these, 14 URCs will follow Brick and Mortar model and the remaining 15 URCs will as per Business Correspondent (BC) model
- Each converted branch to cover both asset and liability products

# Asset Offerings





# Liability Products

- No minimum deposit charges, no minimum balance requirement
- Unlimited Free transactions at Ujjivan SFB ATMs
- Product for Senior citizen piloted, due for national rollout by November 2017
- Interest rate : 4%

- Initial deposit of ₹ 1,000 and low monthly average balance requirements of (₹ 5000 & ₹ 10,000)
- Electronic fund transfer and bill payment facilities

## Savings Account

## Deposits

- Retail
- Institutional

## Current Accounts

### RETAIL

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

### INSTITUTIONAL

- Targeted at small institutions
- No initial deposit or average monthly balance criteria for saving & Current accounts
- Minimum value of ₹ 25,000 for FD

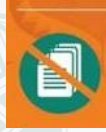
### Fee Based Products (Third Party Insurance products)

- Partnered with Bajaj Allianz Life Insurance Co Ltd, HDFC Standard Life Insurance Co Ltd, Birla Sun Life Insurance Co Ltd & Bajaj Allianz General Insurance Co Ltd.
- Pilot Launched 5 products in association with Bajaj Allianz Life Insurance Co Ltd targeted at existing and new to Bank customers at Bangalore, Krishnagiri & Pondicherry
- Product proposition under discussion with HDFC Standard Life Insurance Co Ltd, Birla Sun Life Insurance Co Ltd & Bajaj Allianz General Insurance Co Ltd



# Easy and Convenient Banking

## Modes to facilitate banking



Paperless / Cashless

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



Assisted banking

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

## Key channels



Branch

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



ATMs

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



Internet/ Mobile

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



Phone

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



Missed call / SMS

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



Doorstep

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

Why will people save with Ujjivan

Treat customers with RESPECT

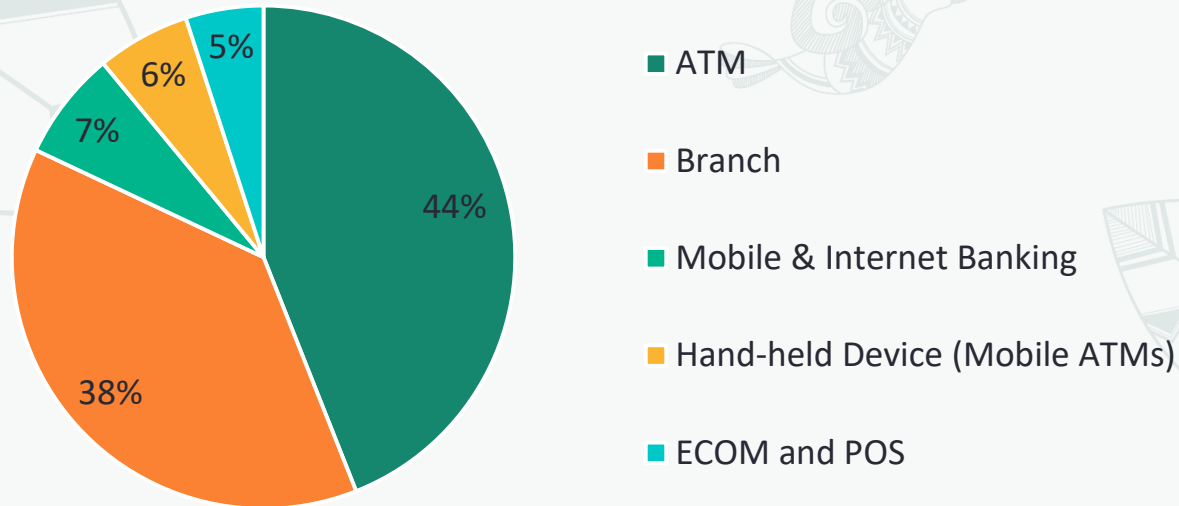
Ease of access through multiple channels

Brand franchise - Leverage on existing customer base

Employees from local community to serve as brand ambassadors

# Digital Banking Update – Q2 FY 2017-18

Transaction through Channels in Q2-FY18



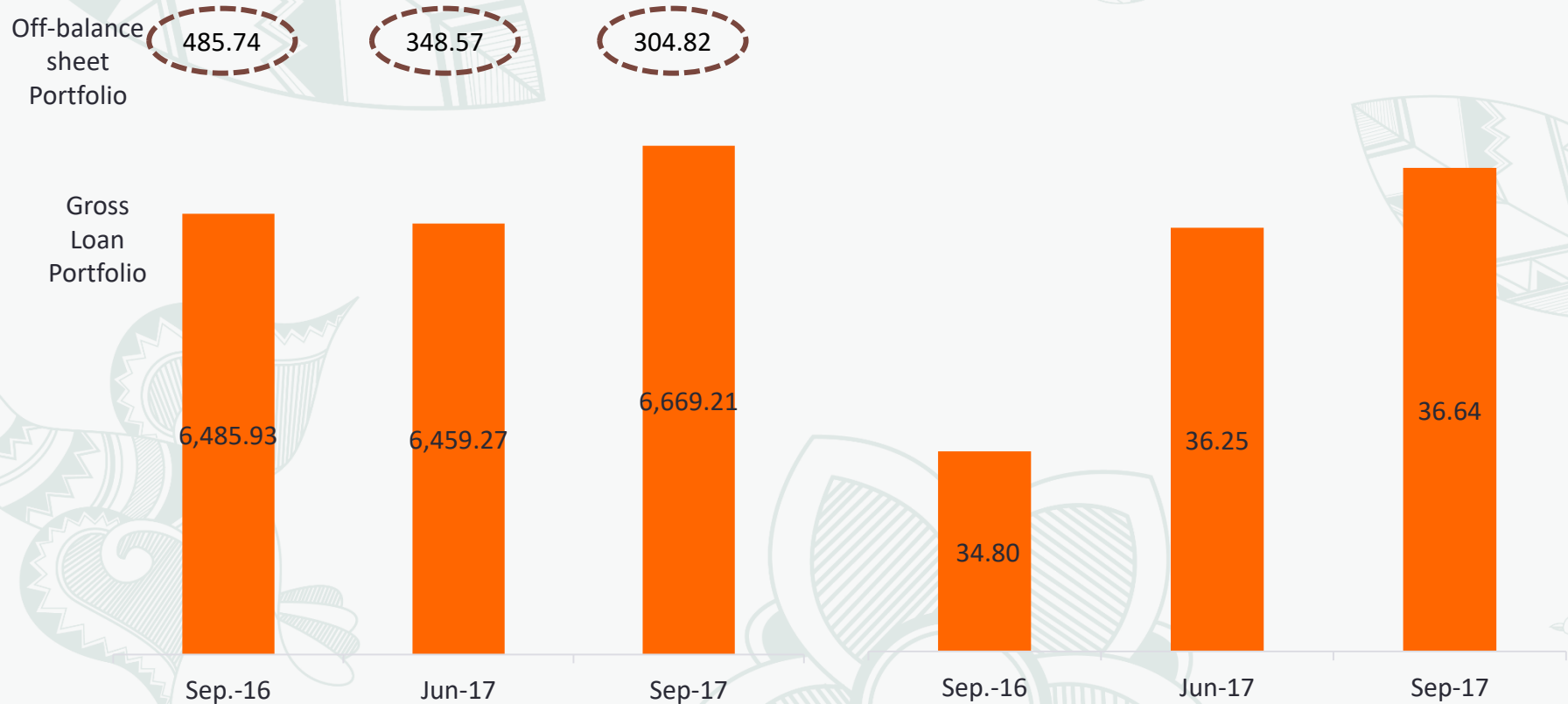
- 🔥 **ATM:** Network of 90 biometric ATMs
- 🔥 Pilot of **m-POS** completed, roll out across branches in Q3 to boost current account business
- 🔥 In Q2 FY-18 out of the total retail FDs and RDs sourced, 92% were sourced through Hand-held Devices (Mobile ATMs) and Mobile & Internet Banking
- 🔥 Customer service further enhanced by enabling easy registration for internet and mobile banking with debit card information
- 🔥 Commencement of Aadhar seeding facilitated receipt of subsidy payments. A total of 43,560 customers have availed Aadhar enables subsidies through Ujjivan accounts as of Sep 2017

# Business Performance Overview

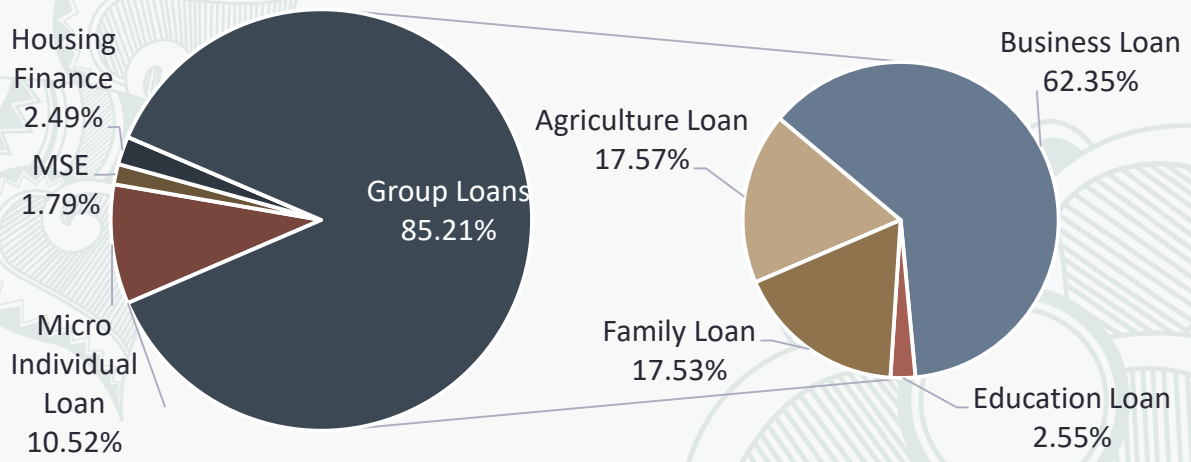
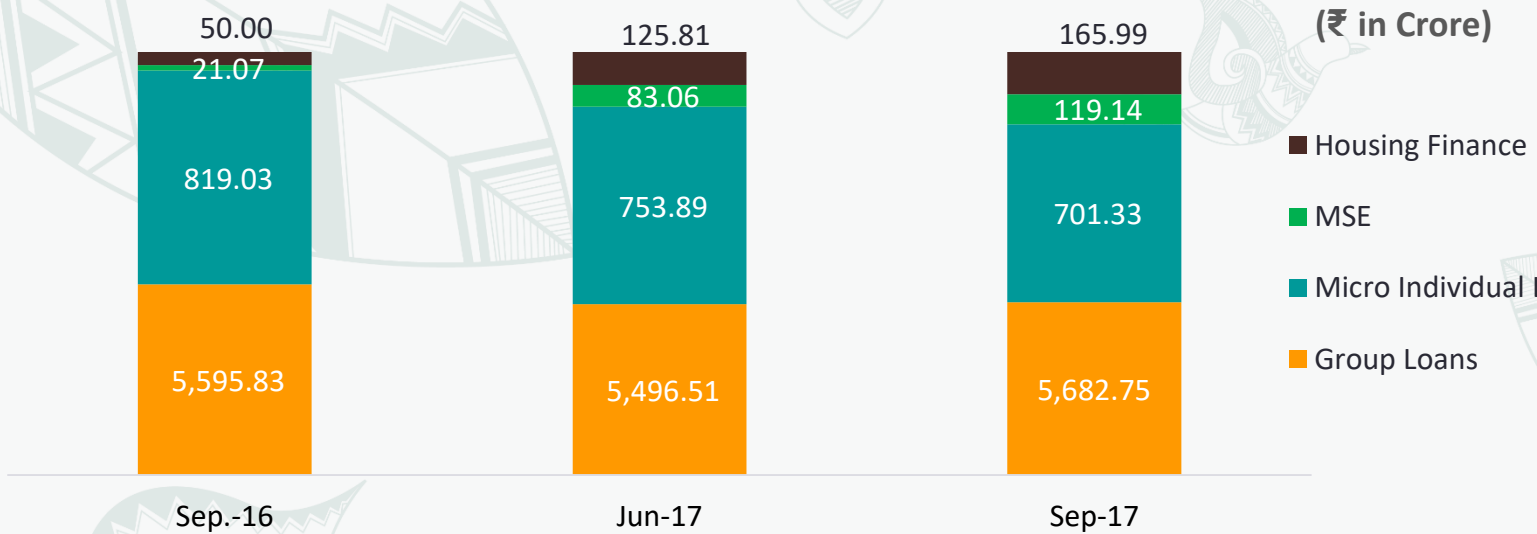
# Loan Book Overview

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

Number of Borrowers (in lakhs)



# Composition of Gross Loan Book

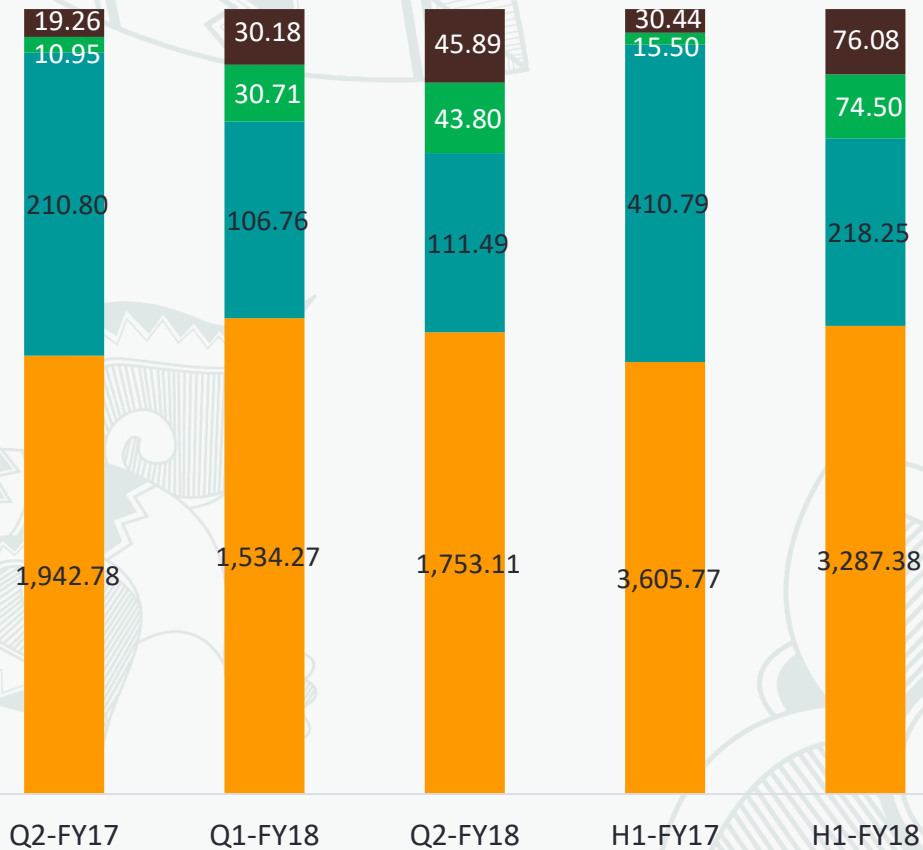


Product Bifurcation	% Share in Gross Loan Book
Microfinance (Group Loan & Individual Loan)	95.72%
MSE	1.79%
Housing Finance	2.49%

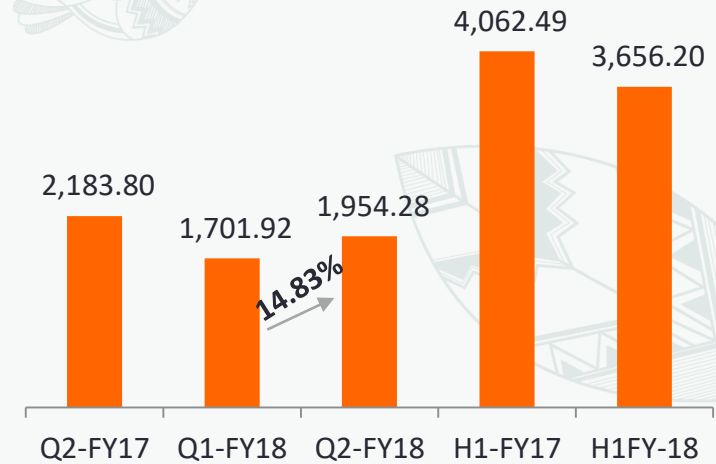
# Disbursement Spread and Average Ticket Size

## Product wise Disbursement (₹ in Crore)

■ Group Loans   
 ■ Micro Individual Loan   
 ■ MSE   
 ■ Housing Finance



## Total Disbursements (₹ in Crore)



## Average Ticket Size – Q2 FY 2017-18

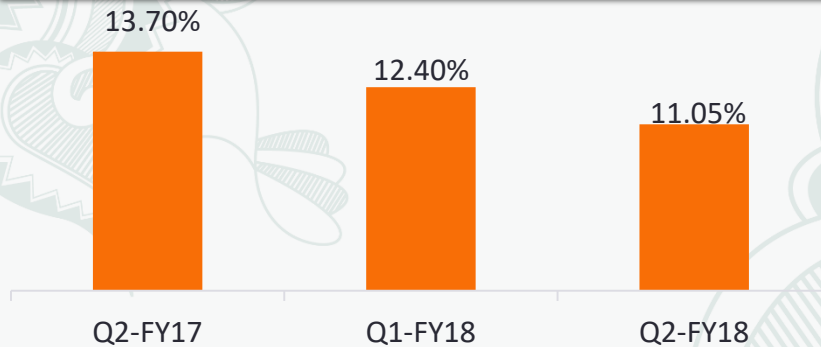
Product	in ₹
Group Loans	24,677
Micro Individual Loan	73,893
MSE	3,27,816
Housing Finance	5,79,447

# Efficiency Parameters

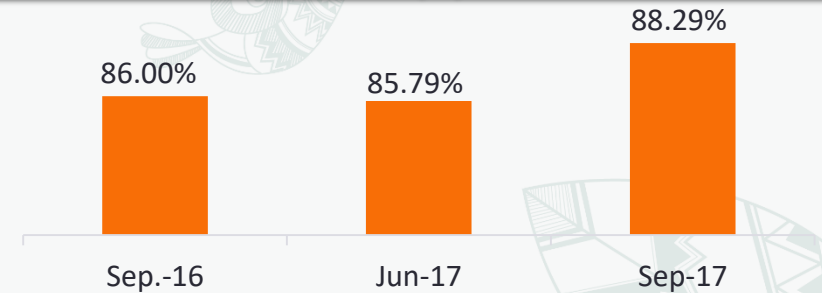
## Rejection Rate and Key Reasons

Key Rejection Reasons	Sept'17
Live loans with 3 Lenders	45%
Overdue	26%
Loan Exposure > 60,000	12%
Live Loans with 3 Lenders, Overdue and Loan Exposure more than 60,000	3%
Live Loans with 3 Lenders and Overdue	3%
Live Loans with 3 Lenders and Loan Exposure more than 60,000	10%
Overdue and Loan Exposure more than 60,000	1%

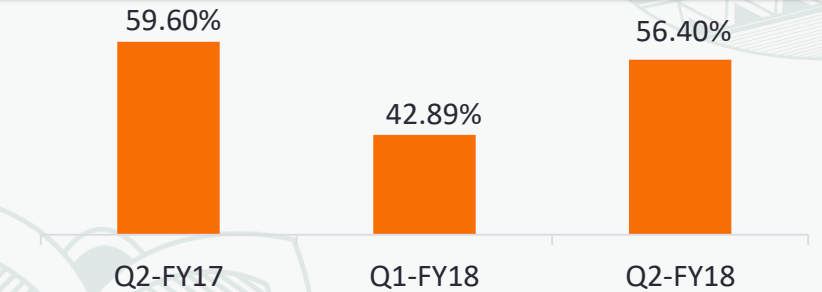
## Bureau Rejection Rate (%) - Microfinance



## Customer Retention Ratio (%)



## Cashless Disbursement (%)



**90% Customers have Aadhar Card as of 30<sup>th</sup> September, 2017**



# Liabilities Profile

## Deposits – USFB

₹ in Crore

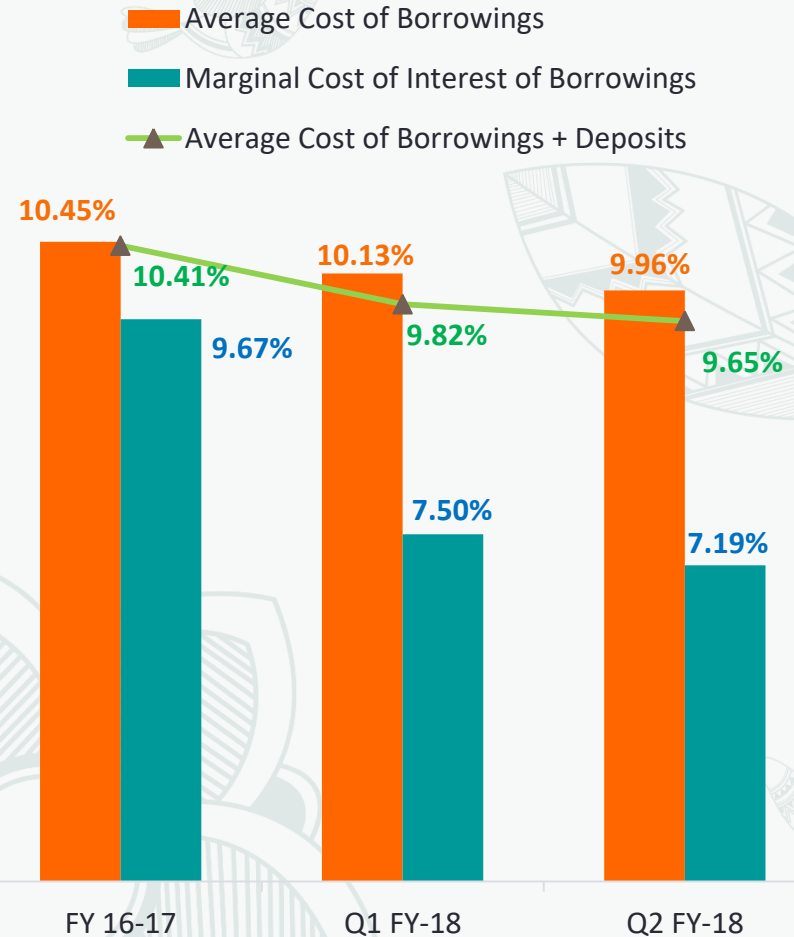
Deposits Balance	Q2-FY18
<b>Retail Deposits</b>	<b>127</b>
CASA	62
Term Deposits- Retail	65
<b>Institutional Deposits</b>	<b>607</b>
<b>Certificate of Deposits</b>	<b>615</b>
<b>Total</b>	<b>1,349</b>

Deposit Ratios	Sep-17
Average Cost of Deposits	5.3%
CASA Ratio	4.6%
Retail to Total Deposit	9.5%
Credit to Total Deposit	4.6x

- The Deposit balance at ₹1,349.1 crore at the end of September'17 against ₹403.7 Crore at end of June'17
- Institutional deposits balance increased by ₹242.3 crore this quarter as we received scheduled bank status
- Deposits contribute 20.0% to total borrowings in Q2-FY18, an increase from 6.0% in Q1-FY18
- Average balance per CASA account is ₹3,993, an increase from ₹3,249 in Q1-FY18
- Average balance per term deposit (retail) account at ₹32,846, an increase from ₹26,571 in Q1-FY18

# Borrowing Profile and Cost of Borrowing

Sr. No	Particulars	Sep-17	Jun-17
1	Term Loans from Banks/NBFC	2,670	3,717
2	Refinance Facility	1,440	1,199
3	Securitization / IBPC (Off Balance Sheet)	305	346
4	Non Convertible Debentures	625	625
6	Short term borrowings	385	497
7	Deposits	1,349	404
	<b>Total Outstanding Amount</b>	<b>6,774</b>	<b>6,789</b>



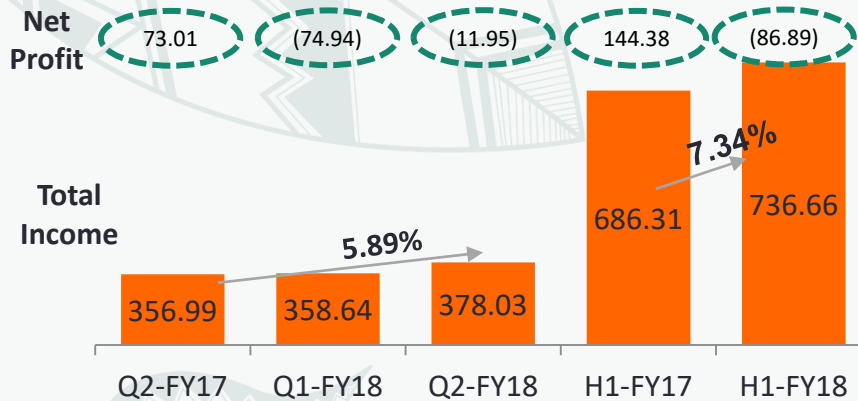
## Credit Ratings for Ujjivan SFB

Particulars	₹ in Crore	Rating Agency
Long Term Borrowing	6,000.00	CARE A+ (Stable)
NCD	200.00	CARE A+ (Stable)
NCD	425.00	ICRA A+ (Stable)
Certificate of Deposit	3,000.00	CRISIL A1+ & ICRA A1+
Short term fixed Deposit	2,000.00	CRISIL A1+ & ICRA A1+

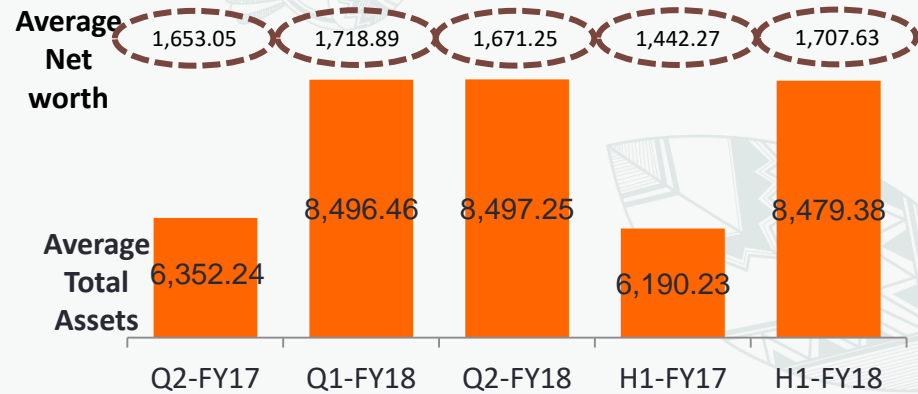
# Financial Overview – Consolidated UFSL

# Financial Overview

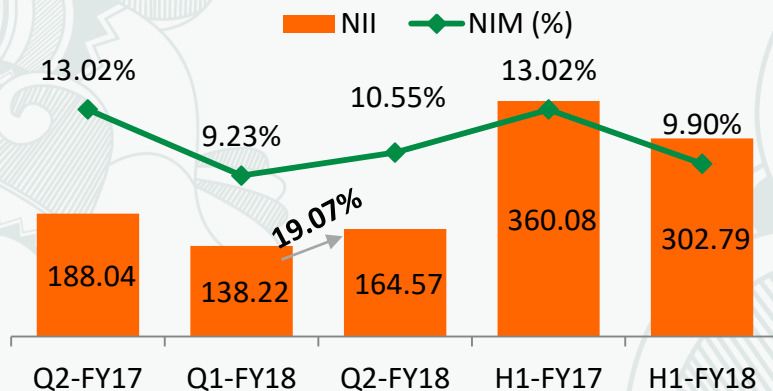
## Total Income and Net Profit (₹ in Crore)



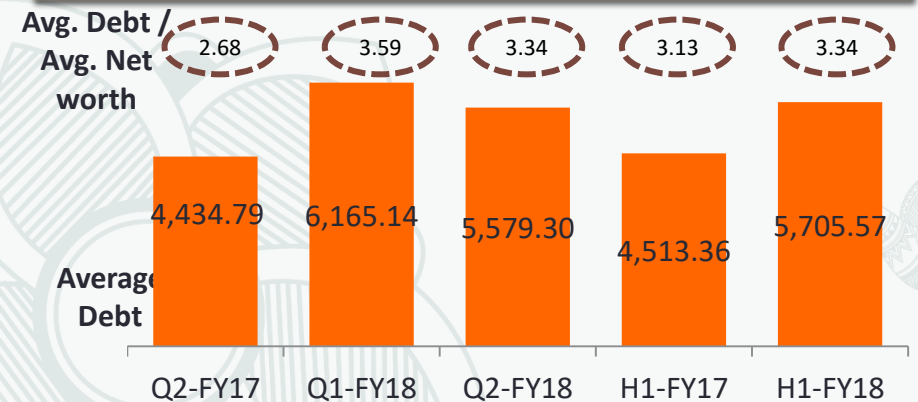
## Average Total Assets and Net worth (₹ in Crore)



## NII (₹ in Crore) and NIM

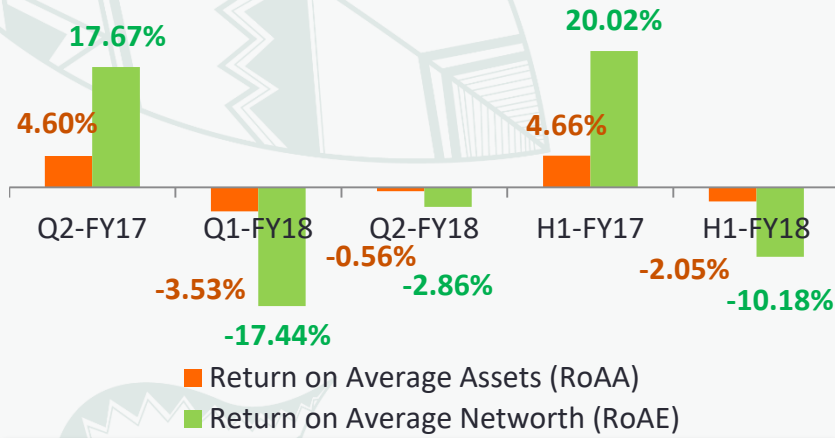


## Average Debt (₹ in Crore)

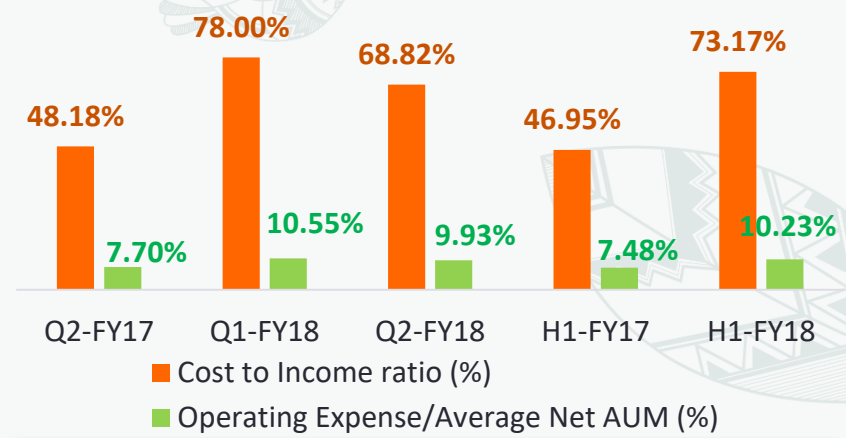


# Financial Overview (Contd.)

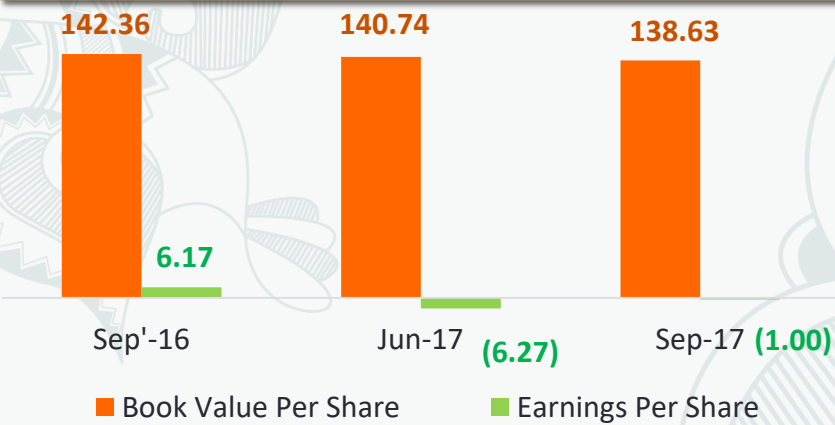
## RoAA and RoAE



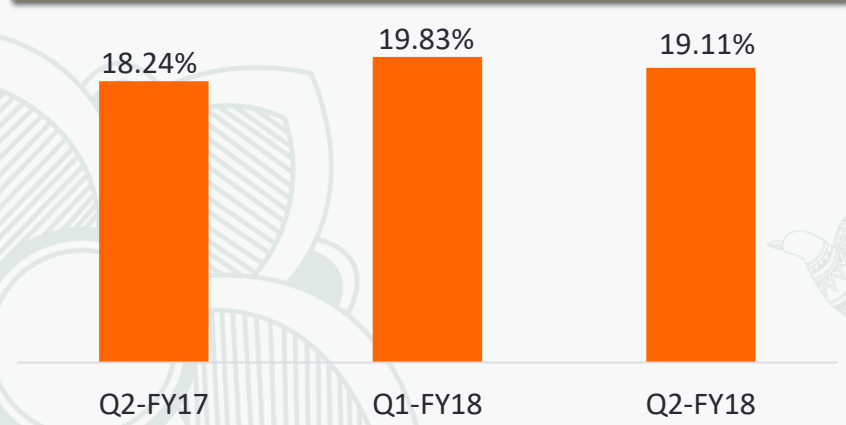
## Operating Efficiency



## Book Value Per Share and Earning Per Share (in ₹)



## Capital Adequacy Ratio (%)



# Financials – Profit and Loss Statement

₹ in Crore

Particulars	Q2-FY18	Q2-FY17	YOY Growth (%)	Q1-FY18	QoQ Growth (%)	H1-FY18	H1-FY17	YOY Growth (%)
Revenue from operations	339.27	350.98	-3.34%	323.40	4.91%	662.68	672.66	-1.48%
Other income	38.75	6.01	544.46%	35.23	10.00%	73.99	13.65	442.03%
<b>Total Income</b>	<b>378.03</b>	<b>356.99</b>	<b>5.89%</b>	<b>358.64</b>	<b>5.41%</b>	<b>736.66</b>	<b>686.31</b>	<b>7.34%</b>
Finance costs	152.97	127.43	20.04%	157.25	-2.73%	310.22	247.83	25.18%
Employee expenses	89.53	64.48	38.84%	88.03	1.70%	177.56	124.36	42.78%
Other expenses	55.23	42.97	28.52%	60.96	-9.39%	116.19	75.44	54.02%
Depreciation	10.13	2.52	301.06%	7.84	29.16%	17.97	4.74	279.01%
Provisions and write offs	88.19	6.95	1168.84%	159.21	-44.61%	247.40	13.20	1774.27%
<b>Total Expenses</b>	<b>396.04</b>	<b>244.36</b>	<b>62.07%</b>	<b>473.30</b>	<b>-16.32%</b>	<b>869.34</b>	<b>465.57</b>	<b>86.73%</b>
<b>Profit before tax</b>	<b>(18.02 )</b>	<b>112.63</b>	<b>-116.00%</b>	<b>(114.66)</b>	<b>84.29%</b>	<b>(132.68 )</b>	<b>220.74</b>	<b>-160.11%</b>
Total tax expense	(6.07)	39.62	-115.32%	(39.72)	84.72%	(45.79)	76.36	-159.96%
<b>Profit After Tax</b>	<b>(11.95)</b>	<b>73.01</b>	<b>-116.37%</b>	<b>(74.94 )</b>	<b>84.05%</b>	<b>(86.89)</b>	<b>144.38</b>	<b>-160.18%</b>



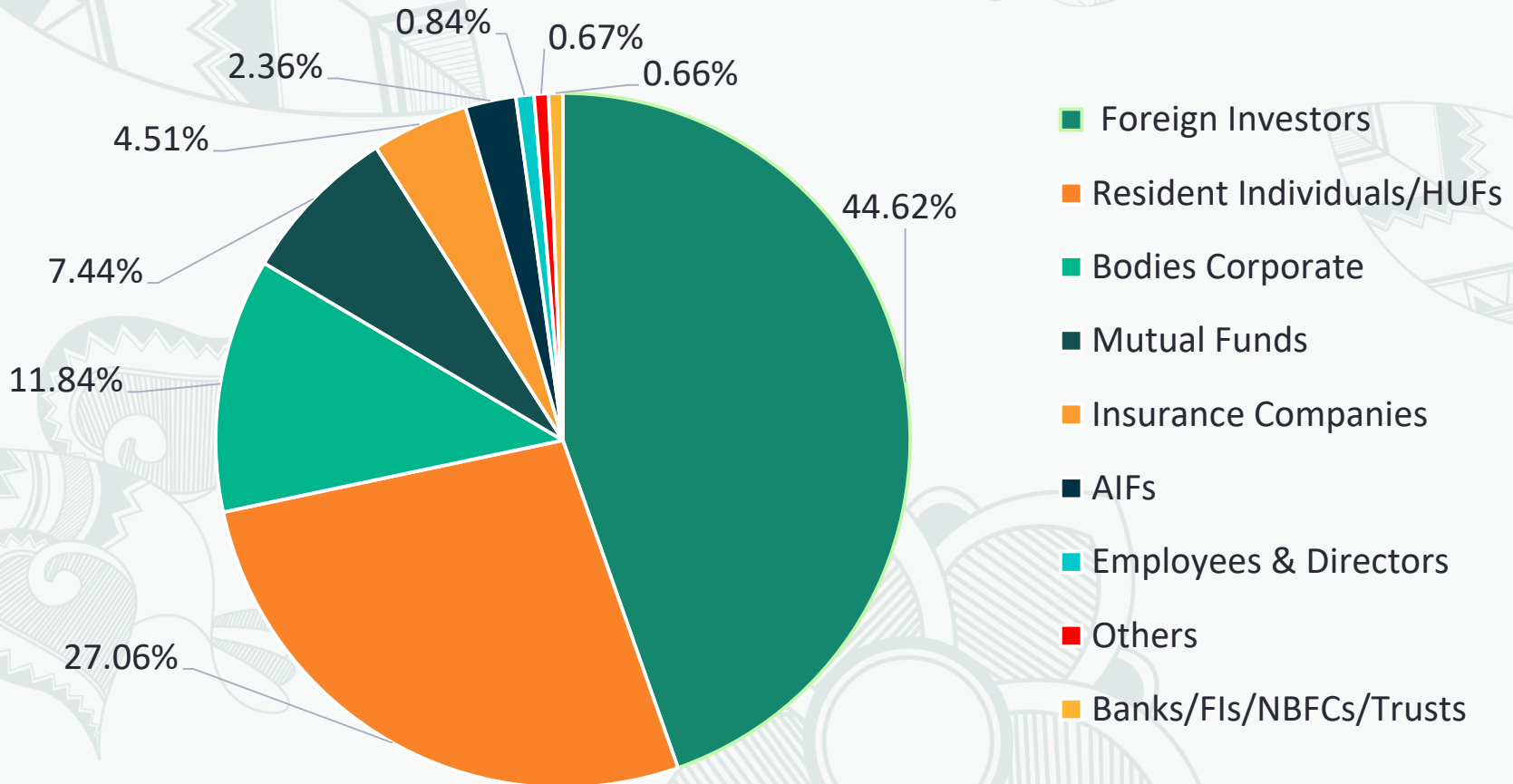
# Financials – Balance Sheet

₹ in Crore

Particulars	Sept-17	Sept-16	YOY Growth (%)	Jun-17	QoQ Growth (%)
Share capital	119.74	118.49	1.06%	119.64	0.08%
Reserves and surplus	1,540.25	1,568.30	-1.79%	1,562.87	-1.45%
Borrowings	5,119.73	4,688.72	9.19%	6,038.87	-15.22%
Deposits	1,247.53	-	-	303.75	310.72%
Provisions	298.81	114.10	161.88%	296.93	0.63%
Other Liabilities	154.12	163.54	-5.76%	192.27	-19.84%
<b>Total</b>	<b>8,480.17</b>	<b>6,653.15</b>	<b>27.46%</b>	<b>8,514.33</b>	<b>-0.40%</b>
Cash and cash equivalent	349.10	377.49	-7.52%	558.16	-37.46%
Advances	6,364.39	6,000.20	6.07%	6,110.70	4.15%
Investments	0.10	0.10	-	0.10	-
Fixed & tangible assets	171.93	85.60	100.87%	156.32	9.99%
Other assets	1,594.65	189.76	740.35%	1,689.04	-5.59 %
<b>Total</b>	<b>8,480.17</b>	<b>6,653.15</b>	<b>27.46%</b>	<b>8,514.33</b>	<b>-0.40%</b>

# Shareholding Pattern – UFSL

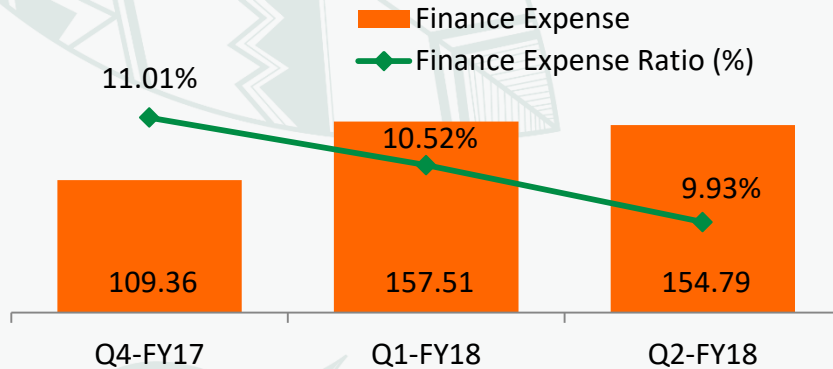
Shareholding Pattern as of 30<sup>th</sup> September, 2017



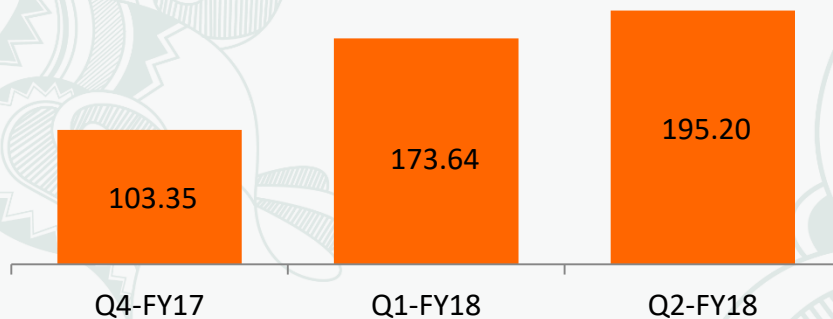
# Financial Overview – Ujjivan SFB

# Financial Overview\*

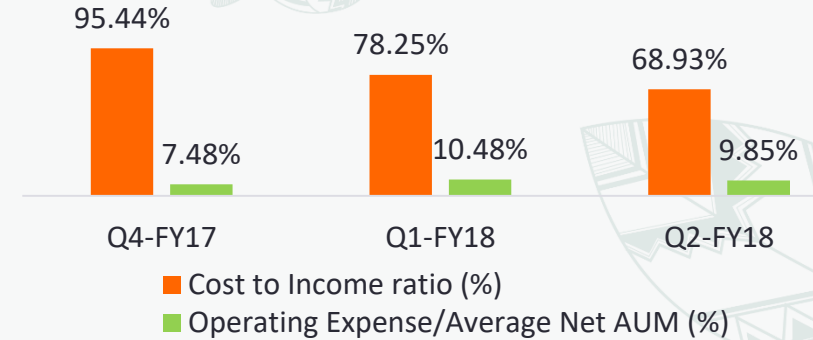
## Finance Expense & Finance Expense Ratio



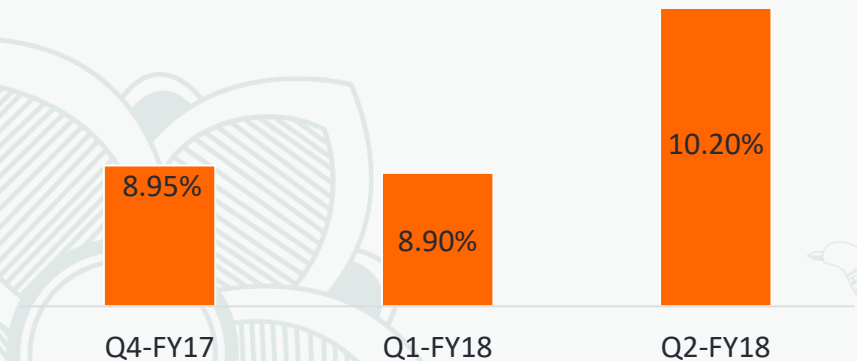
## NII (₹ in Crore)



## Operating Efficiency (%)



## NIM (%)



\*SFB figures for Q2-FY18 is only 6 months of banking business, hence the numbers are not comparative and indicated only for information purposes

# Income Statement – USFB

₹ in Crore

Particulars	Q2-FY18	Q1-FY18	QoQ Growth (%)
Interest Earned	349.99	331.15	5.69%
Other Income	27.58	26.93	2.41%
<b>Total Income</b>	<b>377.57</b>	<b>358.08</b>	<b>5.44%</b>
Interest Expended	154.79	157.51	-1.73%
Operating Expenses	153.57	156.95	-2.15%
Provisions and Contingencies	81.76	119.22	-31.43%
<b>Total Expenditure</b>	<b>390.12</b>	<b>433.68</b>	<b>-10.05%</b>
Net profit for the period	(12.55)	(75.60)	83.41%
Profit brought forward	-	0.03	100.00%
<b>Total</b>	<b>(12.55)</b>	<b>(75.58)</b>	<b>83.40%</b>
Appropriations			
Transfer to Statutory Reserve			
<b>Total</b>	<b>(12.55)</b>	<b>(75.58)</b>	<b>83.40%</b>

*\*SFB figures for Q2-FY18 is only 6 months of banking business, hence the numbers are not comparative and indicated only for information purposes*

# Balance Sheet – USFB

38

₹ in Crore

Particulars	Sept. 2017	June 2017	QoQ Growth (%)
<b>CAPITAL AND LIABILITIES</b>			
Capital	1,640.04	1,640.04	0.00%
Reserves and Surplus	(88.11)	(75.57)	16.60%
Deposits	1,349.08	403.74	234.14%
Borrowings	5,119.73	6,038.87	-15.22%
Other Liabilities and Provisions	205.98	236.91	-13.06%
<b>TOTAL</b>	<b>8,226.71</b>	<b>8,243.99</b>	<b>-0.21%</b>
<b>ASSETS</b>			
Cash and Balances with Reserve Bank of India	109.80	243.79	-54.96%
Balance with Banks and Money at Call and Short Notice	245.61	308.29	-20.33%
Investments	1,172.80	1,393.95	-15.87%
Advances	6,245.92	5,877.16	6.27%
Fixed Assets	171.90	156.29	9.99%
Other Assets	280.69	264.50	6.12%
<b>TOTAL</b>	<b>8,226.71</b>	<b>8,243.99</b>	<b>-0.21%</b>

\*SFB figures for Q2-FY18 is only 6 months of banking business, hence the numbers are not comparative and indicated only for information purposes

**Thank You!**