

Investor Presentation

Q4 FY 2018-19

May 2019

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Contents

Performance Highlights - UFSL and USFB



Business Performance Overview



Liabilities Profile



Financial Performance Overview - Consolidated



Financial Performance Overview - Ujjivan SFB



Performance Highlights – UFSL and USFB

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

Delivering what we said



Strong growth in asset businesses: Loan book as on 31 Mar'19 was at ₹ 11,049 Cr – up 46% Y-o-Y



Branch Network expansion: Operationalised 287 banking outlets in FY19; 524 branches as on 31 Mar'19 including 474 banking outlets



Deposit base building: USFB total deposit as of 31 Mar'19 stood at ₹ 7,379 Cr of total deposits as of 31 Mar'19 covering 67% of gross loan book; retail deposits at 37% of total deposits



Focus on customer acquisition: 46.1 lakh active customers as on 31 Mar'19, up from 38.7 lakhs Y-o-Y



Strong improvement in profitability: FY19 RoA at 1.7%, RoE at 10.7% in line with guidance



Succession Planning: Mr. Nitin Chugh to join USFB in August'19; to take charge as MD & CEO* w.e.f 1 December'19

Note: * Subject to shareholders approval in AGM

All 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.

New leadership at USFB: Appointment of Mr. Nitin Chugh

- ❖ To join USFB in August 2019 as President and take over as MD & CEO w.e.f 1 December, 2019*
- ❖ Will work closely with Mr. Samit Ghosh, existing MD & CEO to ensure a smooth transition
- ❖ He is an outstanding leader and brings along wide experience in traditional and digital banking across organizations like HDFC Bank (since 2001) and Standard Chartered Bank
- ❖ He is a career banker with around 25 years of experience. His last assignment was as the Group Head of Digital Banking at HDFC Bank. He has extensive experience in retail banking sales and distribution (credit cards, retail assets, branch and phone banking), virtual relationship management and digital / direct marketing. He has also headed product management for deposits & institutional sales
- ❖ Prior to HDFC Bank, he was with Standard Chartered Bank where he primarily worked in vehicle finance. He started his career with HCL HP followed by Xerox Corporation in various managerial and sales roles
- ❖ Nitin Chugh holds a Bachelor of Technology degree and has a Post-Graduate Diploma in Management

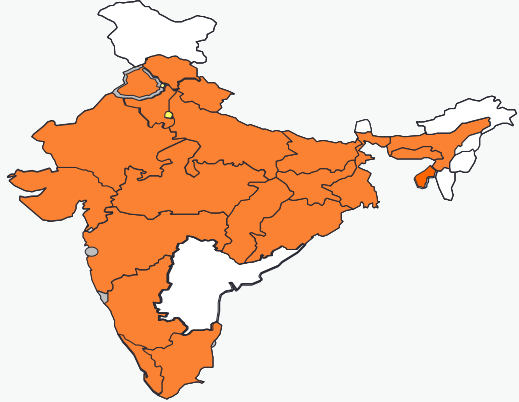


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Note: * Subject to shareholders approval in AGM

Key Highlights - Consolidated

24 States/ UTs, 221 Districts



474 branches, 50 Asset Centers, 385 ATMs



Expanding Customer base



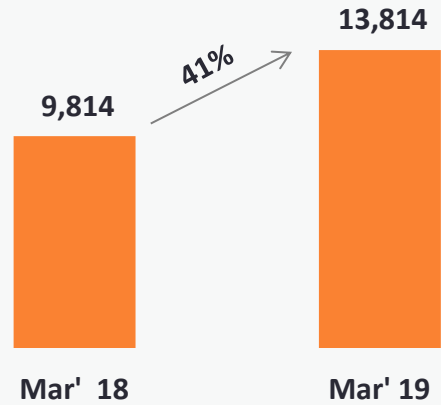
46.1 lakh active customers
40.2 lakh active borrowers

14,757 Employees



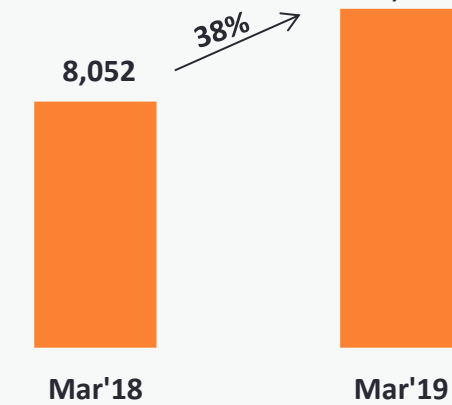
Total B/S Assets

₹ Crore



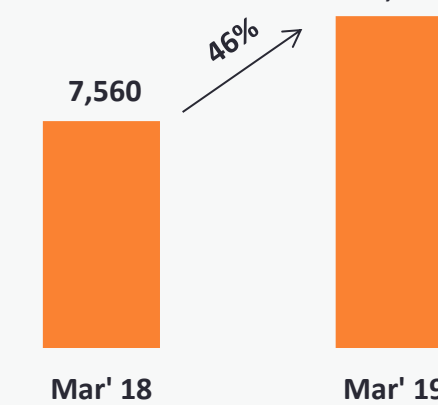
Disbursements

₹ Crore



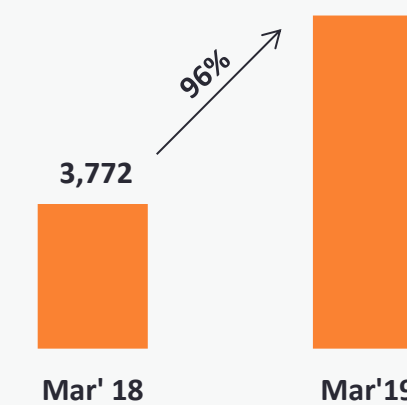
Gross Loan Book

₹ Crore



Total Deposits[^]

₹ Crore



Retail Deposits*

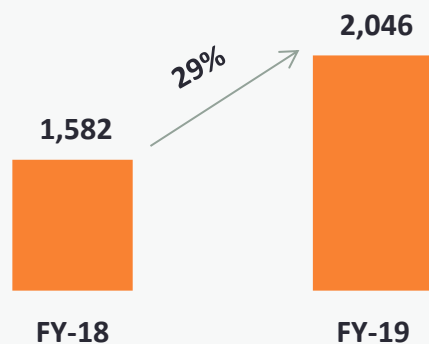
37.1%
Vs.
11.3%
31-Mar-18

Note: ^ Total Deposit base of USFB * Retail Deposit as a % of Total Deposit

Key Highlights - Consolidated

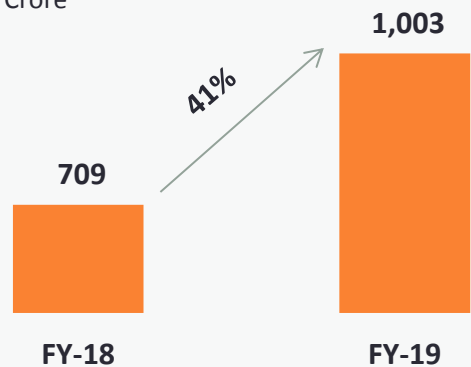
Total Income

₹ Crore



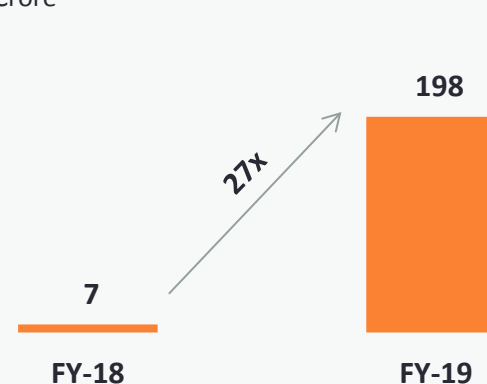
Net Interest Income

₹ Crore



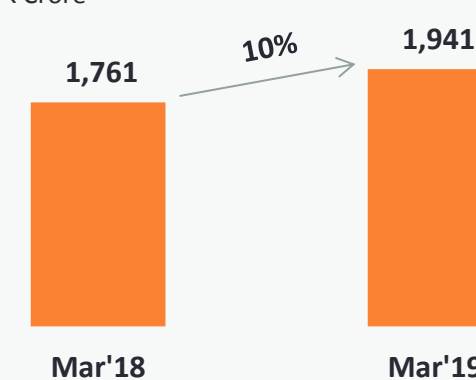
PAT

₹ Crore



Net-worth

₹ Crore



Net Interest Margin

11.1%

Vs.

10.6%

FY18

GNPA

0.9%

Vs.

3.6%

Mar'18

NNPA

0.3%

Vs.

0.7%

Mar'18

ROA

1.7%

Vs.

0.1%

FY18

ROE

10.7%

Vs.

0.4%

FY18

USFB: Performance Highlights (1/3)

Key highlights:

- ❖ Highest ever disbursement: ₹ 3,728 Cr in Q4; +64.8% Y-o-Y / 29.2% Q-o-Q; ₹ 11,089 Cr in FY19; up 37.7% Y-o-Y
- ❖ Strong growth in Loan Book: Gross loan book stands at ₹ 11,049 Cr; +46.0% Y-o-Y / 18.2% Q-o-Q
 - MicroBanking[^] growth accelerated to 33.5% Y-o-Y / 15.5% Q-o-Q
- ❖ Robust NII growth led by loan book growth: Q4 – up 17.9% Y-o-Y / 14.0% Q-o-Q; FY19 up 28.5% Y-o-Y
- ❖ Bank NIM at 10.8% in Q4-FY19; 10.9% in FY19 vs. 10.3% in FY18
- ❖ PAT at ₹ 63.7 Cr in Q4-FY19 vs. ₹ 45.4 Cr in Q3-FY19 and ₹ 65.1 Cr in Q4-FY18; FY19 PAT stands at ₹ 199.2 Cr vs. ₹ 6.9 Cr In FY18
- ❖ ROA stands at 2.1% in Q4-FY19; 1.7% in FY19 vs 0.1% in FY18
- ❖ Expanded branch network in Q4-FY19 (+10); total banking outlets stands at 474 as of Mar'19
- ❖ Deposit franchise expanded to ₹ 7,379 Cr covering 66.7% of total loan book
 - Retail deposit at ₹ 2,736 Cr (+40.7% Q-o-Q); 37.1% of total deposits
- ❖ Capital Adequacy stands at 18.9% of which Tier-I capital is 18.4%

[^] MicroBanking includes Group/ Individual loans and Rural Portfolio as well

USFB: Performance Highlights (2/3)

MicroBanking & Rural Banking

- ❖ Highest ever disbursement in Q4 at ₹ 3,197.6 Cr up 53.5% Y-o-Y; led by opening up of new areas and increased staff productivity
 - ₹ 2,890.5 Cr Group Loans disbursed in Q4 up 51.4% Y-o-Y
 - ₹ 307.1 Cr Individual Loans disbursed in Q4 up 76.8% Y-o-Y
- ❖ Borrower base has increased by 8% Q-o-Q; Loan book up 33.5% Y-o-Y
- ❖ Rural Banking operational across 86 new branches in 7 states (Bihar, West Bengal, Odisha, Haryana, Tamil Nadu, Karnataka and Gujarat)
- ❖ Rural Banking has launched Kisan Suvidha Loan and Agri Group Loan
- ❖ Strong growth in deposits from MicroBanking and Rural customers

MSE:

- ❖ Disbursement in Q4-FY19 at ₹ 185.0 Cr up 37.8% Q-o-Q/ 152.7% Y-o-Y with yearly disbursal of ₹ 496.4 Cr vs. ₹ 203.2 Cr in FY18
- ❖ Increased geographical footprint through expansion in existing and new SFB Branches; across 91 clusters covering 241 branches
- ❖ Focus on secured portfolio – 91.6% of disbursement in Q4 were secured

USFB: Performance Highlights (3/3)

Affordable Housing

- ❖ Disbursement in Q4-FY19 at ₹ 195.3 Cr up 24.5% Q-o-Q / 100.0% Y-o-Y with yearly disbursement of ₹ 590.3 Cr vs. ₹ 244.0 Cr in FY18
- ❖ Increased geographical footprint through expansion in existing and new SFB Branches; now covers 240 branches
- ❖ 7% of Housing customers (829 beneficiaries amounting to ₹ 18 Cr subsidy) are beneficiaries under Pradhan Mantri Awaas Yojna

Retail Banking

- ❖ Overall book size crossed ₹ 2,700 Cr mark, new to bank liability customer base is approx. 5.9 lakhs
- ❖ Mobile banking usage crossed 50% mark in Mar'19 more than double as compared to Mar'18
- ❖ Corporate Internet Banking launched for all the existing and new customers; NACH and Cash Management Service launched for current account holders

Q4-FY19 Business and Operational Highlights - USFB

Gross Loan Book

- ₹11,049 Crore as of Mar'19
- 46.2% y-o-y growth
- 18.2% q-o-q growth

#Net Loan Book

- ₹10,552 Crore as of Mar'19
- 43.8% y-o-y growth
- 17.6% q-o-q growth

Loan Composition

- Non-MicroBanking ^ book constitutes 15.3% against 7.3% in Mar'18

Asset Quality

- GNPA at 0.9% from 1.4% in Dec'18, NNPA at 0.3%
- Adequate PCR at 72%

Secured Loan Book

- 14.1% to total loan book
- 269.5% y-o-y growth, 42.7% q-o-q growth

Disbursements

- ₹3,728 Crore for Q4-FY19
- 64.8% y-o-y growth
- 29.2% q-o-q growth

Branch Roll-out

- Converted 10 asset centers into banking outlets in Q4-FY19
- Opened 3 URCs in Q4-FY19

Deposits

- Deposits constitute 66.7% of Gross Loan book
- Reduced reliance on CD

Retail Deposits

- Retail deposits at 37.1% against 11.3% in Mar'18
- CASA at 10.6% improved from 3.7% in Mar'18

^ Gross loan book includes Securitisation, IBPC & Provision; MicroBanking includes Group/ Individual loans in Rural Portfolio as well
 #Net Loan Book excludes IBPC/Securitization & NPA provisions

Q4-FY19: Financial Highlights - Consolidated

Total Income

- ₹604.2 Crore in Q4-FY19
- 31.1% y-o-y growth
- 17.9% q-o-q growth

Net Interest Income (NII)

- ₹286.2 Crore in Q4-FY19
- 35.7% y-o-y growth
- 12.3% q-o-q growth

Net Interest Margin (NIM)

- 11.7% in Q4-FY19
- Flat y-o-y/ q-o-q

Cost to Income

- 78.0% in Q4-FY19 as against 57.0% in Q4-FY18 and 77.7% in Q3-FY19

Profit

- Net Profit of ₹63.8 Crore in Q4-FY19 as against ₹64.9 crore in Q4-FY18/ ₹45.2 crore in Q3-FY19

Return Ratios

- ROA at 2.0% / ROE at 13.3% for Q4-FY19 as against 2.8% / 15.0% for Q4-FY18 and 1.7% / 9.7% respectively for Q3-FY19

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FY19: Financial Highlights - Consolidated

Total Income

- ₹2,045.9 Crore in FY19
- 29.3% y-o-y growth

Net Interest Income (NII)

- ₹1,002.9 Crore in FY19
- 41.4% y-o-y growth

Net Interest Margin (NIM)

- 11.1% in FY19
- Up by 50 bps y-o-y

Cost to Income

- 76.5% in FY19 as against 67.1% in FY18

Profit

- Net Profit of ₹198.4 Crore in FY19 as against ₹7.3 crore in FY18

Return Ratios

- ROA at 1.7% / ROE at 10.7% for FY19 as against 0.1% / 0.4% for FY18

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

Adoption of Ind AS

Ujjivan Financial Services Limited (UFSL), has adopted Indian Accounting Standards (Ind AS) for the year FY 19 with Ind As compliment comparatives for FY 18.

Given the first adoption of Indian Accounting Standards (Ind AS), UFSL has also provided financials as per iGAAP for the quarter ended 31st March 2019. 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.

Reconciliation of USFB Profit

(₹ in Crore)

Particulars	Mar-19	Mar-18
Net profit / (loss) as per Indian GAAP	199.22	6.86
Reversal/(Incremental) ECL provision on advances	(25.11)	74.31
Amortization of processing fees income for the year	(27.81)	(39.63)
Deferred Tax impact on Ind AS adjustments	17.86	(14.13)
Fair Valuation of ESOP expense	(15.1)	(8.6)
Accrual of interest on NPA	0.59	5.25
Write-off of interest accrued on NPA	(4.08)	(2.75)
Recognition of actuarial gain /(loss) in Other Comprehensive Income	0.94	1.17
Reversal of lease expense(on account of reversal of lease equalization reserve)	2.94	0.78
Reversal of loss on reclassification Investments	-	1.56
Reversal of Impairment on Investments -Measured at Amortized Cost	(0.06)	0.04
Others	1.48	0.09
Recognition of actuarial gain / (loss) in Other Comprehensive Income	(0.94)	(1.17)
Deferred Tax on above	0.33	0.40
Total IND AS Adjustments	(48.96)	17.32
Total Comprehensive Income as per IND AS	150.25	24.18

ECL Methodology

ECL

Measures the Expected cash shortfalls. A cash shortfall is the **difference** between the **cash flows that are due in accordance with the contract** and the **cash flows that is expected to be received**.

Mechanics of ECL

Probability of Default (PD): 12 month and Lifetime PD computed based on vintage model approach for Microfinance , roll rate model for MSE loans and benchmarking for other loan portfolios

Loss Given Default (LGD): Computed **based on historical recovery experience**, considering time value for Micro banking. The Bank considers all components of collections/recovery of cash flows.

Benchmarked to IRB guidelines of RBI for other loan portfolios and investments

Exposure at Default (EAD): Point in time measure of Loan exposure. EAD is considered after reckoning undrawn commitments

Pooling

14 homogenous pools for Microfinance, **2** pools for MSE, **1** pool each for Housing, Staff, Personal, 2 wheeler and Rural Banking

FIG pooling **as per External Rating Grades**

Comparison of Provision Analysis – IGAAP & Ind AS

As per IGAAP (₹ Cr)	FY 19	FY18
GNPA	97.85	275.92
NNPA	27.55	50.93
NPA Provision	70.03	224.99
GNPA %	0.92%	3.65%
NNPA %	0.26%	0.69%
Provision Coverage	71.90%	81.87%
Standard Asset Provision	53.92	36.5
Total Provision	124.22	261.49
As per Ind AS (₹ Cr)	FY 19	FY18
Gross Assets - Stage 3	100.92	282.09
Stage 3 to Total Assets	0.90%	3.69%
ECL Provision-Stage 3	68.24	214.57
Coverage Ratio(%)-Stage 3	67.62%	76.06%
Gross Assets-Stage 1& 2	11,061.05	7,356.31
ECL Provision-Stage 1&2	85.98	51.81
Coverage Ratio(%)-Stage 1 & 2	0.78%	0.70%
Total ECL Provision	154.22	266.37
Total Assets	11,161.97	7,638.40

FY20 Guidance: USFB

- ❖ Loan book growth: 35-40%; MicroBanking growth: 25%
- ❖ NIM (USFB): 10.5%
- ❖ Cost of funds: 8.3%
- ❖ RoA: 1.8%
- ❖ RoE: 14%
- ❖ Cost to Income ratio: 72%
- ❖ Credit cost: sub 100 bps

Way Forward (1/4)

MicroBanking and Rural Banking

- ❖ Launched “Sampoorna Banking” in April 2019 – extending full banking services (Vehicle loans, Education loans, Deposits, Funds transfer and Insurance) to the families of existing MicroBanking customers
- ❖ Loan book growth to be led by improved customer retention, new customer acquisition & new product launch
- ❖ Use of Data & Analytics to do customer segmentation and their evolving requirements leading to new product development
- ❖ Building banking habits among the existing customers & moving them from assisted to self service mode of service delivery
- ❖ Scale up of Agri products across 110 SFB branches in semi urban area
- ❖ Development and launch of customized Kisan Credit Card loan (KCC)
- ❖ Mapping high value CASA and TASC customers in catchment areas of Unbanked Rural Centers (URC) branches and tapping potential leads
- ❖ Sourcing deposits from government bodies and institutions in unbanked rural areas

Way Forward (2/4)

Affordable Housing

- ❖ Tap market segments in Tier 3 & Tier 4 towns
- ❖ Tie-up with State Housing boards for properties build by them for Providing Housing Loan to their beneficiary
- ❖ Tie-up with online aggregators
- ❖ Self-service model for services queries and request

Micro and Small Enterprises (MSE)

- ❖ Continue to expand geographical distribution of the MSE business to cover nearly 300 branches
- ❖ Focus on secured lending up to ticket sizes of ₹ 50 lacs
- ❖ Move towards a complete relationship model by offering full range of products and services to MSE customers
 - CC/OD, Cash management, POS, Corporate Internet Banking, Salary accounts, etc.

Way Forward (3/4)

Insurance

- ❖ Increase Life, Health & General Insurance penetration across all Customer Segments and build a strong revenue stream
- ❖ New Offerings in Retail Insurance
 - Hospital Daily Cash
 - Property Insurance for Housing
 - Fire & Burglary insurance for MSE
- ❖ New Offerings Group Insurance
 - EMI protection cover for hospitalization/accident for Housing and MSE
 - Personal Accidental cover for loan customers of all segments

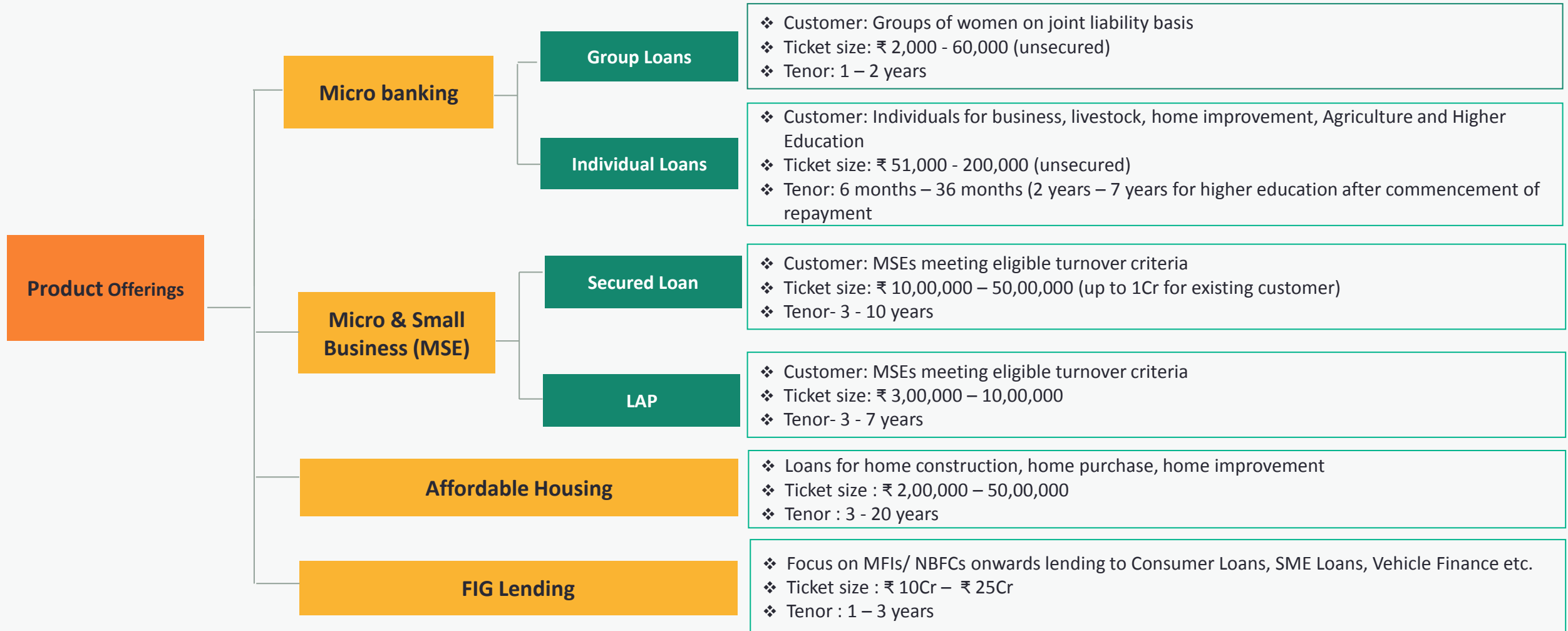
Way Forward (4/4)

Retail Banking

- ❖ Focus on seven customer segments – Retailer, Traders, MSEs, Senior Citizens, Corporate Salary, Professionals and Youth
- ❖ Focus on Micro and Small business to build our CASA balance by offering Corporate Internet Banking, Point of Sales terminal, Cash Management Solution and Salary processing
- ❖ Saving Account Balance through Corporate Salary Program and bulk acquisition
- ❖ We have successful Senior Citizen Program , leverage it further to build Saving Account Balance
- ❖ Focus on building a robust digital platform. We will have 50% of our total deposit coming digitally, last year the number was at 23%.
- ❖ Relationship management to ensure at least 5-6 products to each customer
- ❖ Focus on Fee income through cross sell of third party products and remittance
- ❖ Continued emphasis in establishing brand image of Ujjivan as a Mass Market Bank with positioning as convenience, ease of access, value for money, vernacular capabilities, digital delivery, and served with respect

Ujjivan SFB Business

Asset Offerings



Update On New Business Lines – Rural Banking

Rural Banking – Assets:

- ❖ Focus on Small/Marginal farmer's (who constitute 86% of total farmers), meeting their underserved needs
 - **Agri Group Loan** - JLG based loans for small and marginal farmers for allied activities like dairy , sericulture & tractor maintenance
Ticket Size : ₹ 30,000 to ₹ 60,000
 - **Kisan Suvidha Loan**- Kisan Suvidha Loan aimed at customers engaged in array of farming and allied activities like dairy
Ticket Size : ₹ 60,000 to ₹ 2,00,000 for existing customers (₹ 1,50,000 for new to bank customers)
- ❖ ***Kisan Credit Card*** - KCC product is under development which has crop loan component
- ❖ Tie up with Fin-tech to provide host of consulting services related to Agriculture and Allied activities

Rural Banking - Liabilities :

- ❖ Focus on CASA, Term Deposit and TASC
 - Targeting affluent customers for SA and FDs
 - Mapping TASC customers-mainly schools, colleges and Panchayats for CASA

Loan Book as on 31- Mar-19 : ₹ 185.5 Crore

Disbursement in Q4: ₹ 106.8 Crore

New Business Lines

Personal Loan:

- ❖ Present in 14 locations covering 110 branches; to be expanded to 42 locations in FY20 covering all urban and metro cities where Ujjivan is present
- ❖ Exploring dynamic lending program through Fintech partnerships; scaling distribution and maximising the digital leads to have efficient cost to income model
- ❖ Scaling the product with Salary Account
- ❖ Ticket Size- ₹ 50,000 to ₹ 15,00,000
- ❖ Tenor – 12 to 60 months

Loan Book as on 31-Mar-19: ₹ 11.4 Cr.
Disbursement: Q4 – ₹10.0 Cr.; FY19 – ₹11.7Cr

Vehicle Finance:

❖ Two Wheeler

- Target Customer – New to Bank, Existing customers & their families
- Ticket Size- ₹ 25,000 – ₹ 85,000, LTV up to 95%
- Tenor – 6 to 36 months
- Presently conducting market research & system development for Two Wheeler Loans

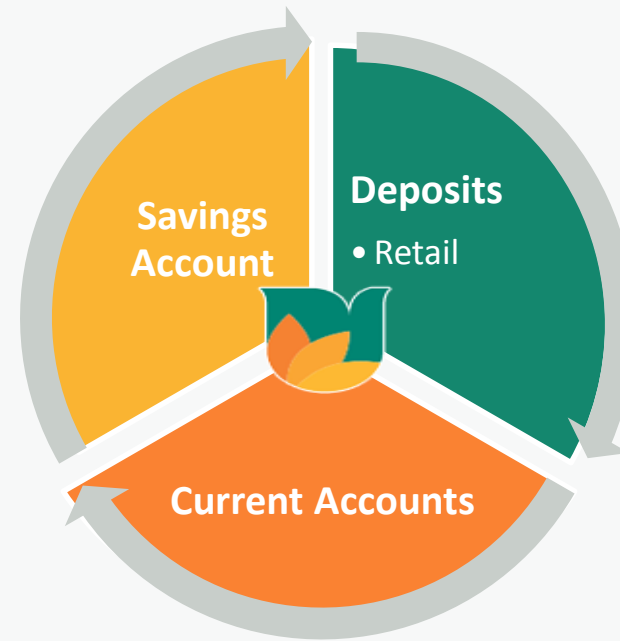
❖ Three Wheeler

- Pilot launch of Electric Three Wheeler Loan in Q2
- To study & pilot other product lines based on our customer segment demand

Vehicle Finance with Two Wheeler Loans to be launched in Q3-FY20

Liability Offerings Update

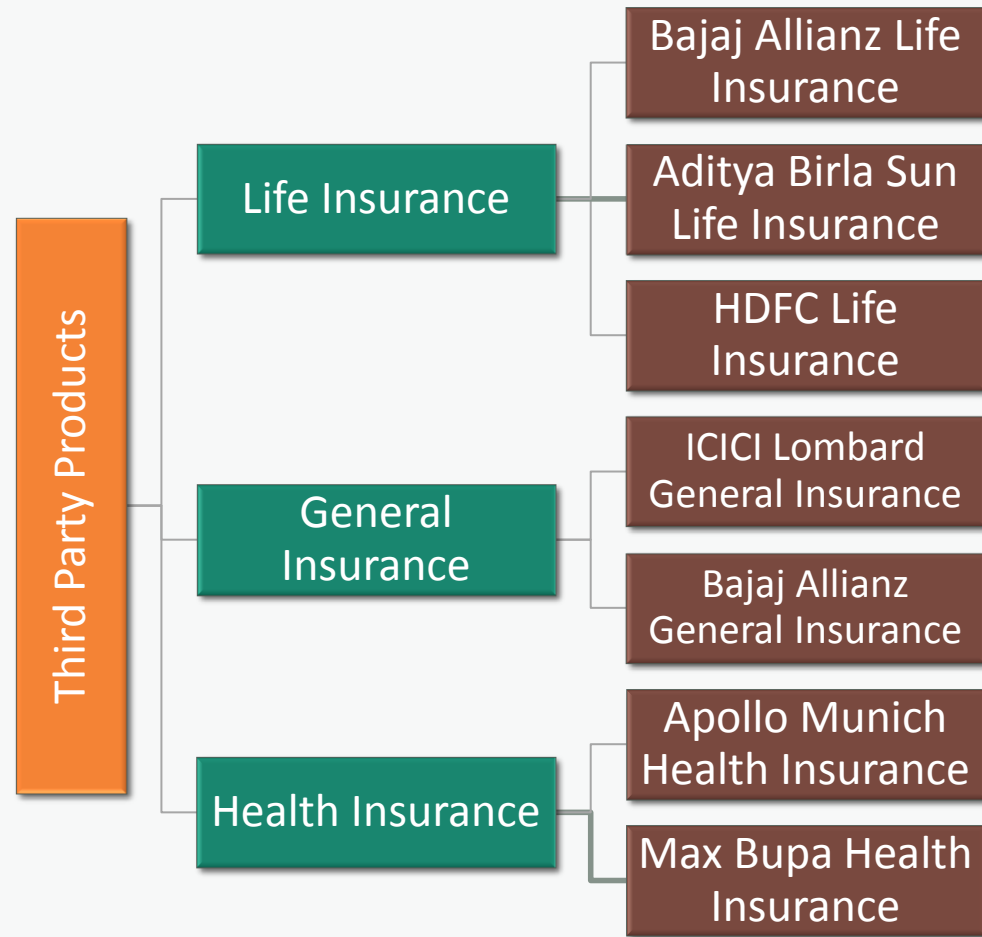
- ❖ Segment specific and customized product solutions
- ❖ Best in class RuPay Platinum and Classic Debit Card with inbuilt insurance cover
- ❖ 6 free off-us ATM transactions; unlimited usage on our network
- ❖ Door Step Banking Services for Sr. Citizens
- ❖ Comprehensive Salary Program with special benefits like customized personal and vehicle loan



- ❖ Attractive Entry Level Product: ₹ 1000 for FD and ₹ 100 for RD
- ❖ Attractive interest rates up to 8.6% (9.1% for Sr. Citizens) with No penalty upon premature and partial withdrawal of FD after 6 months
- ❖ Multiple mode available for operating the deposit
- ❖ Online submission of for 15G/H
- ❖ Door Step deposit account opening for Sr. Citizens

- ❖ Comprehensive segment based business banking solution for Retailers, Traders, Micro and small enterprises with a proposition of Current account, POS, CMS, NACH, Overdraft facility, Business loans and Corporate Salary account
- ❖ Best in class “Corporate Internet Banking” platform for businesses with complete flexibility for customization
- ❖ Made to Order Proposition for corporates through which they can choose only those features which are best fit for them.
- ❖ Feature rich RuPay Platinum debit card with high usage limits

Third Party Products



Live Branches

- Life Insurance
376 Branches
- General Insurance
290 Branches
- Pilot launch in May 2019 with 40 branches

Product Portfolio

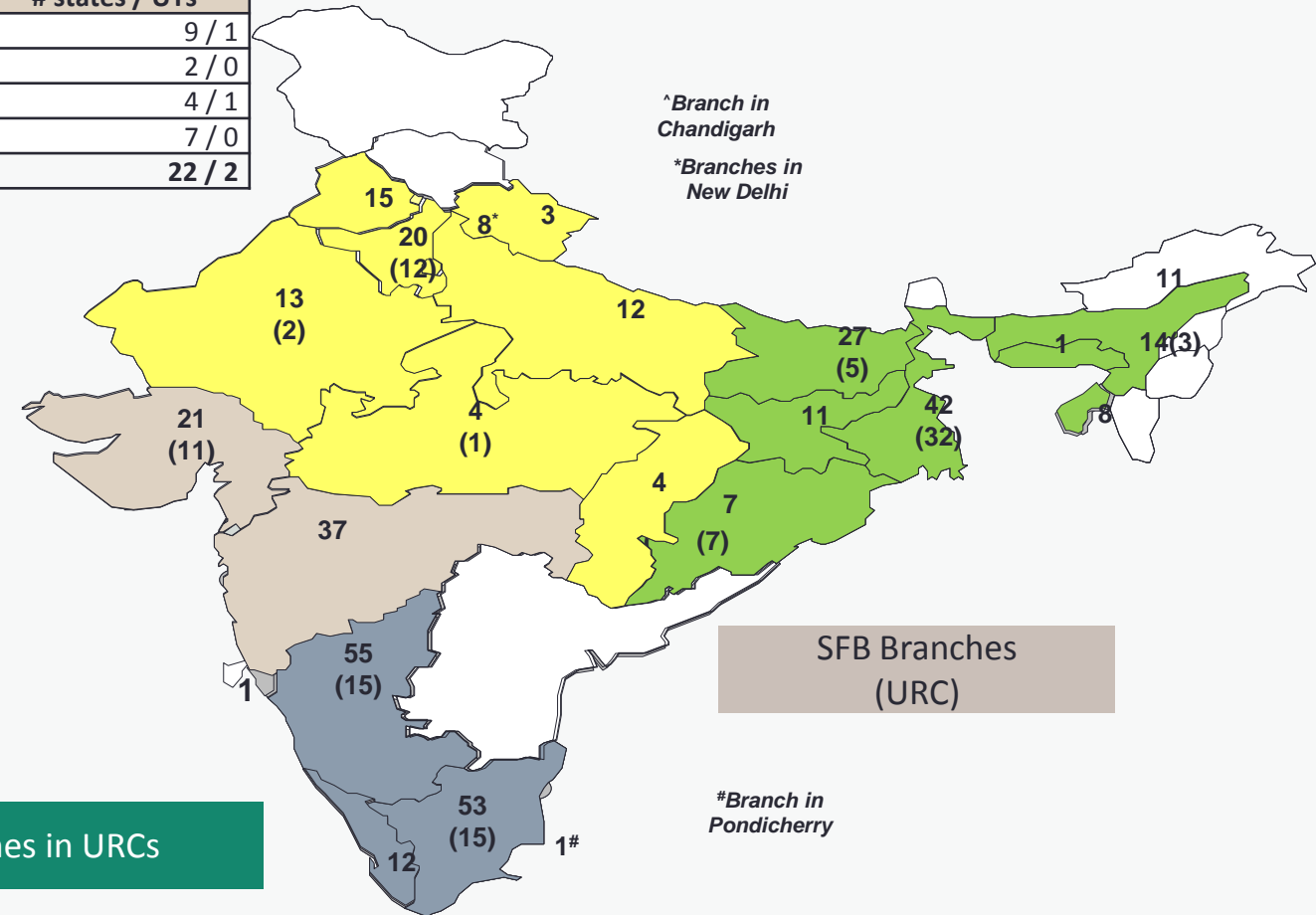
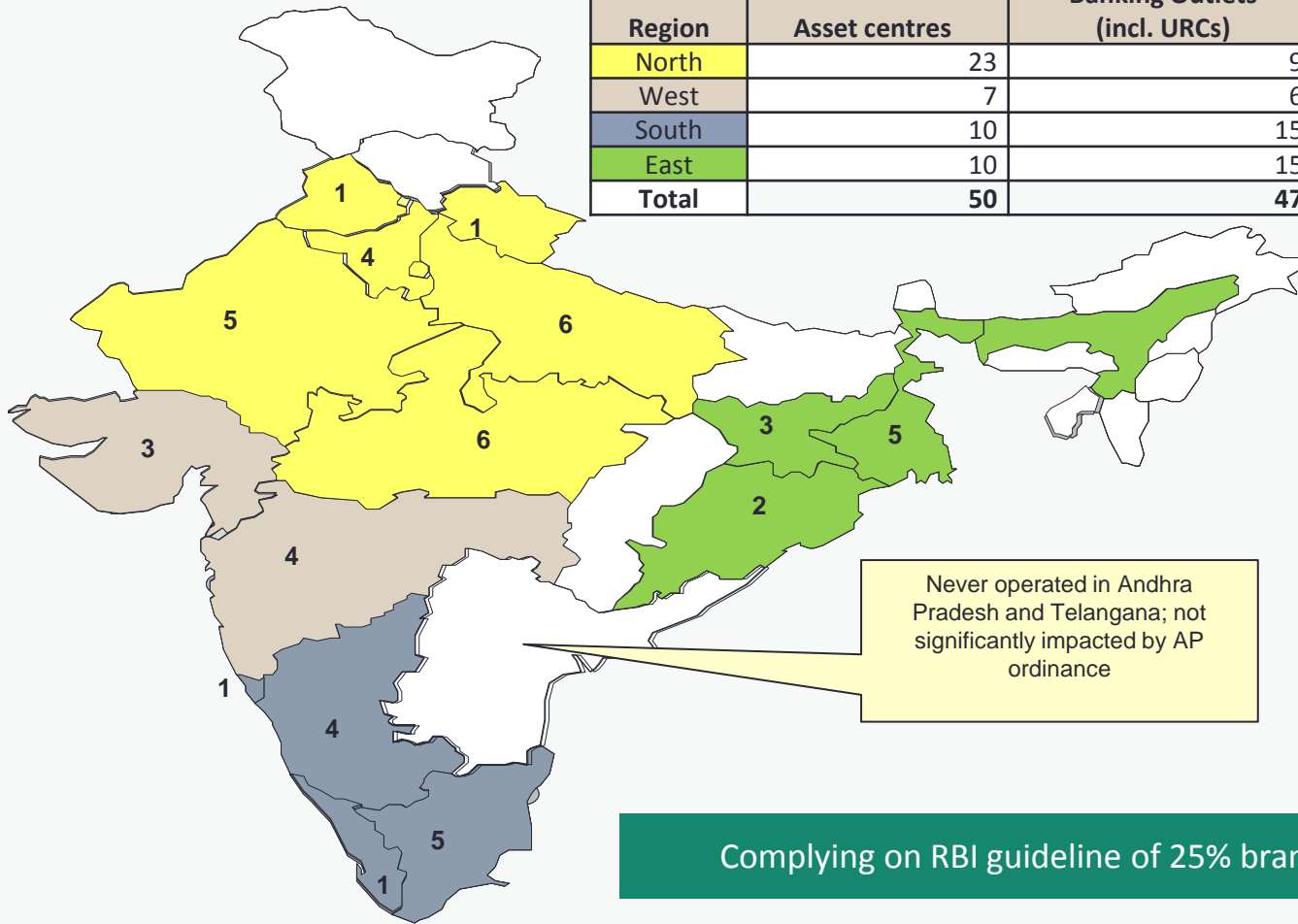
- Term Insurance, Endowment, POS, ULIP
- Motor, Property, Home Content, Personal Accident
- Hospital Daily Cash

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

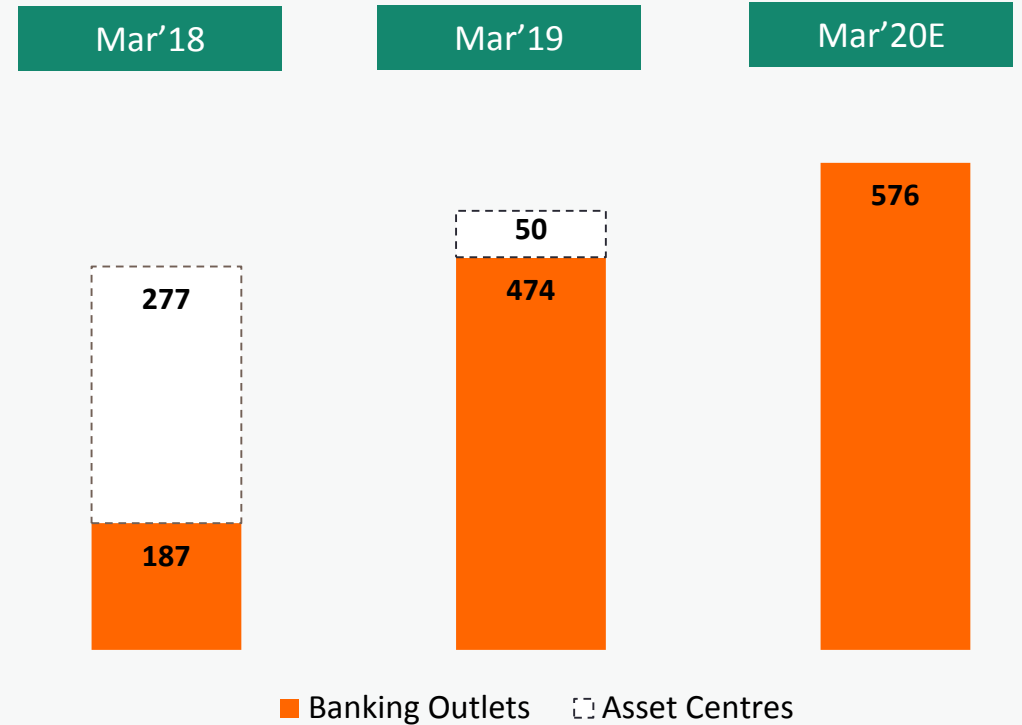
State wise Full-fledged Banking Outlets



Complying on RBI guideline of 25% branches in URCs

Banking Outlets Roll Out Plan

- ❖ As of Mar'19, there are 524 branches with 50 asset centers and 474 banking outlets including 120 Unbanked Rural Centers (URCs) of which 7 are Business Correspondents (BCs)
- ❖ In Q4-FY19, we have added 10 banking outlets which includes 3 URCs. In FY19, we operationalized total 287 banking outlets
- ❖ Estimate to have total 576 banking outlets by Mar'20
 - 50 Remaining asset centers will be converted by second quarter of FY20
 - URCs currently focused in Tamil Nadu, Karnataka, Odisha, West Bengal and Gujarat; Uttar Pradesh and Rajasthan to be new additions in FY20
 - New branches to be focused in Bihar, Eastern Uttar Pradesh and Gujarat

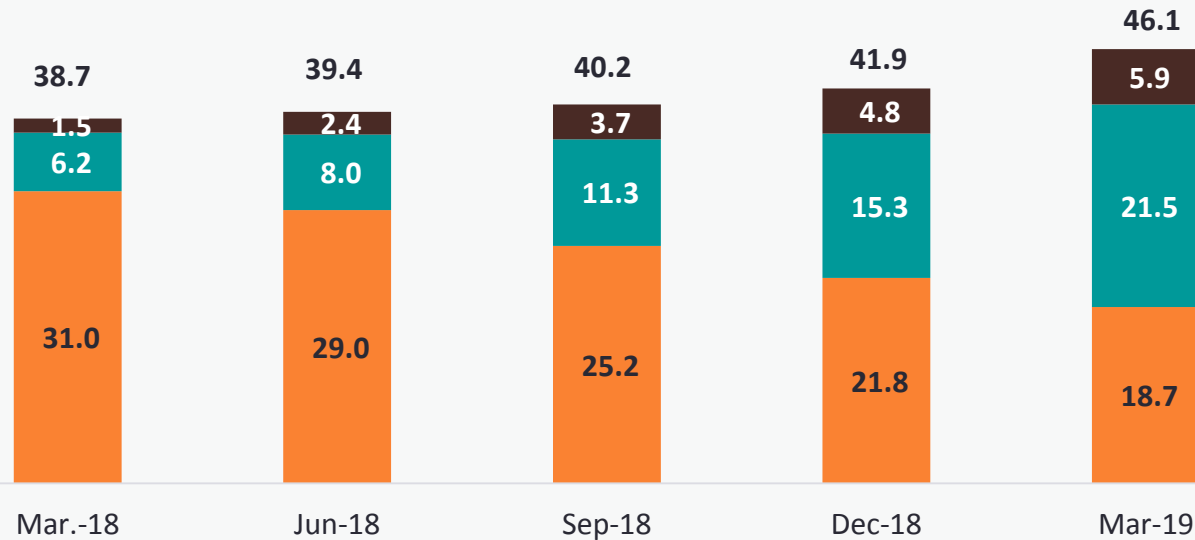


Every banking outlet to serve both asset and liability offerings

Active Customer Base Growth – USFB

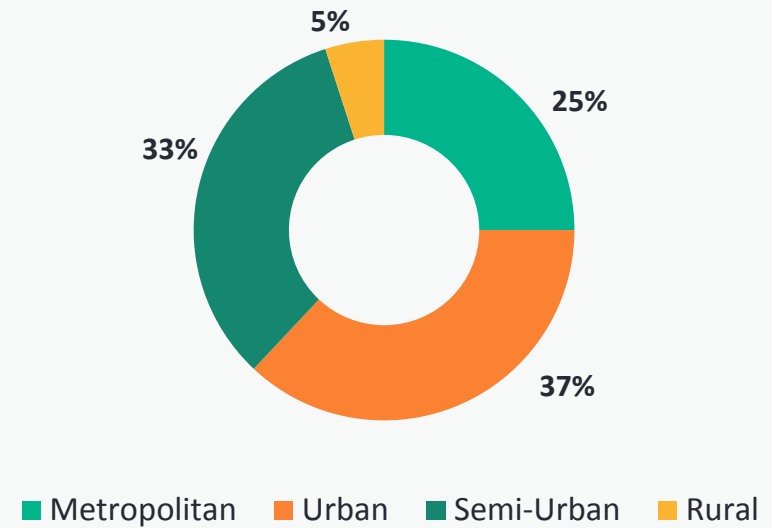
Customer Base Growth – USFB

■ Active Asset Only
 ■ Active Asset & Liability
 ■ Liability Only



Customers (in Lakhs)	Mar'18	Jun'18	Sep'18	Dec'18	Mar'19
Active Asset Customers	31.0	29.0	25.2	21.8	18.7
Liability Customers	7.0	9.3	13.2	18.0	24.7
Liability only Customers	1.5	2.4	3.7	4.8	5.9
Total Active Customers	38.7	39.4	40.2	41.9	46.1

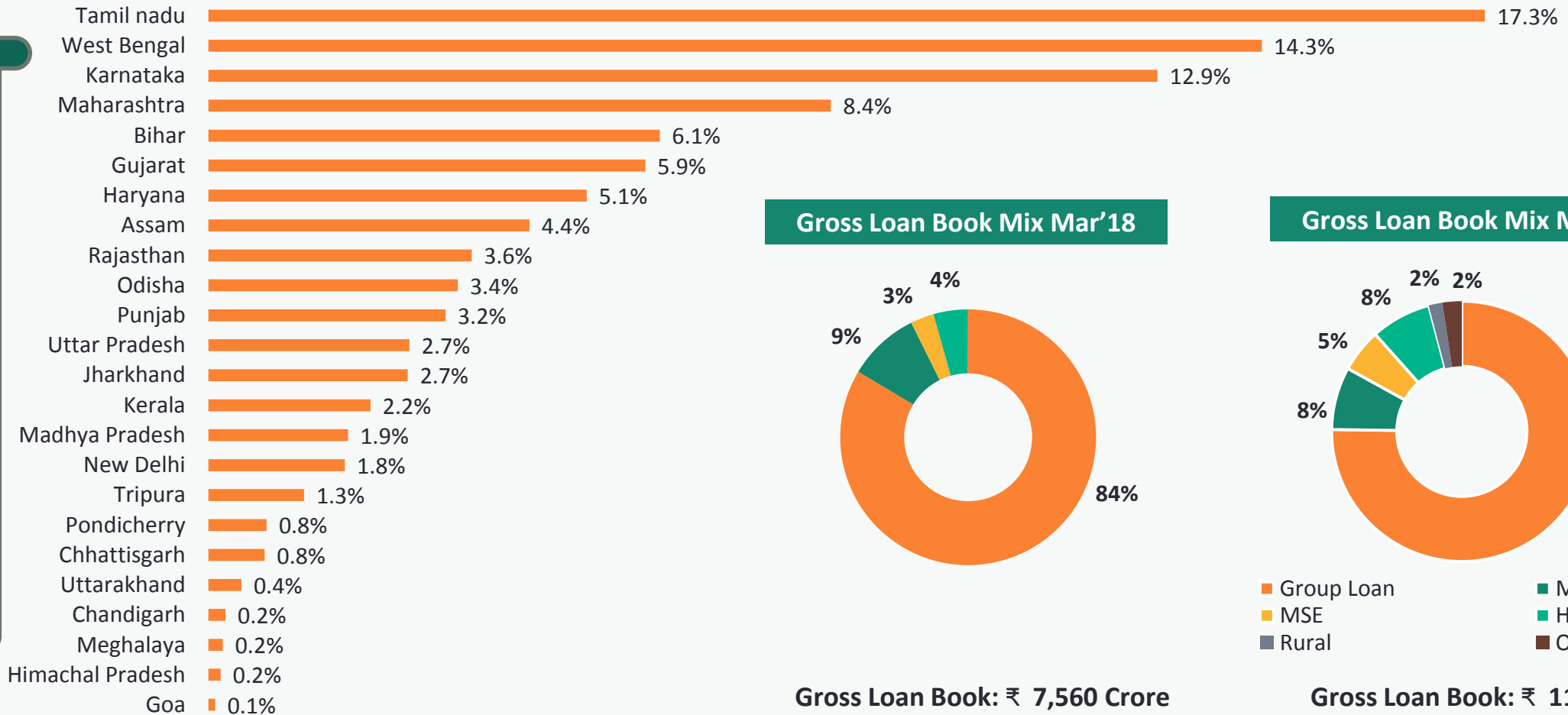
Customer Base – Area Wise



- Active Asset Customer- A customer who has a running loan with us
- Active Deposit Customer- A customer who has either an active SB A/c Current Account or a Term Deposit with bank
- Customers with closed Loan Accounts and inactive Deposit Accounts have been excluded

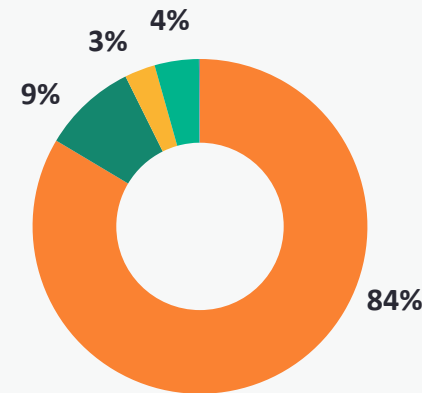
Diversified Portfolio Mix

State wise MicroBanking^ Portfolio Mix (%) – Mar'19



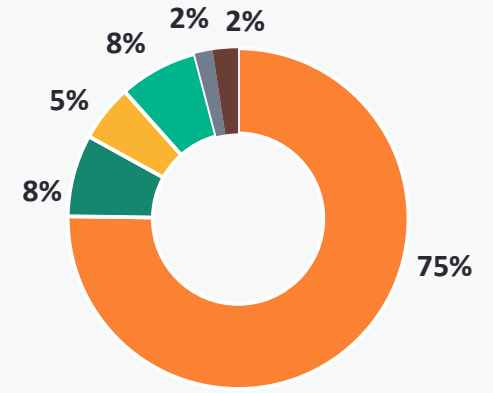
Highly diversified portfolio not skewed towards any particular state

Gross Loan Book Mix Mar'18



Gross Loan Book: ₹ 7,560 Crore

Gross Loan Book Mix Mar'19



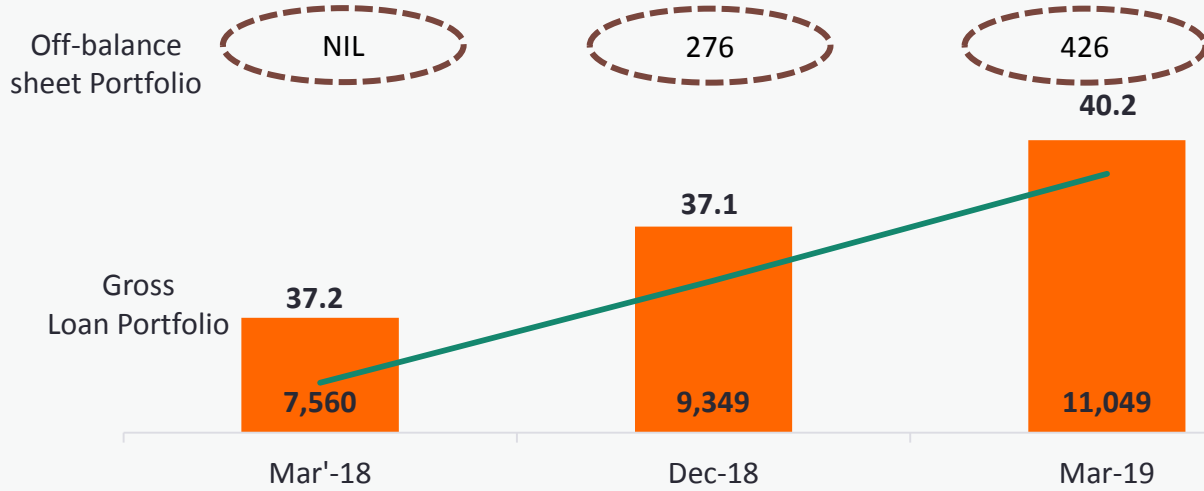
Gross Loan Book: ₹ 11,049 Crore

^ Includes Group Loan, Micro Individual Loan and Rural Banking

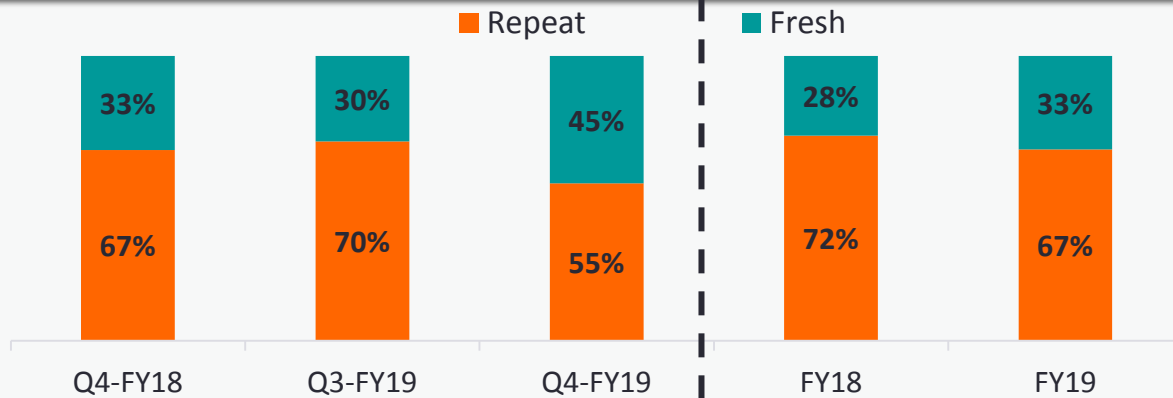
Business Performance Overview

Loan Book and Disbursement Trend

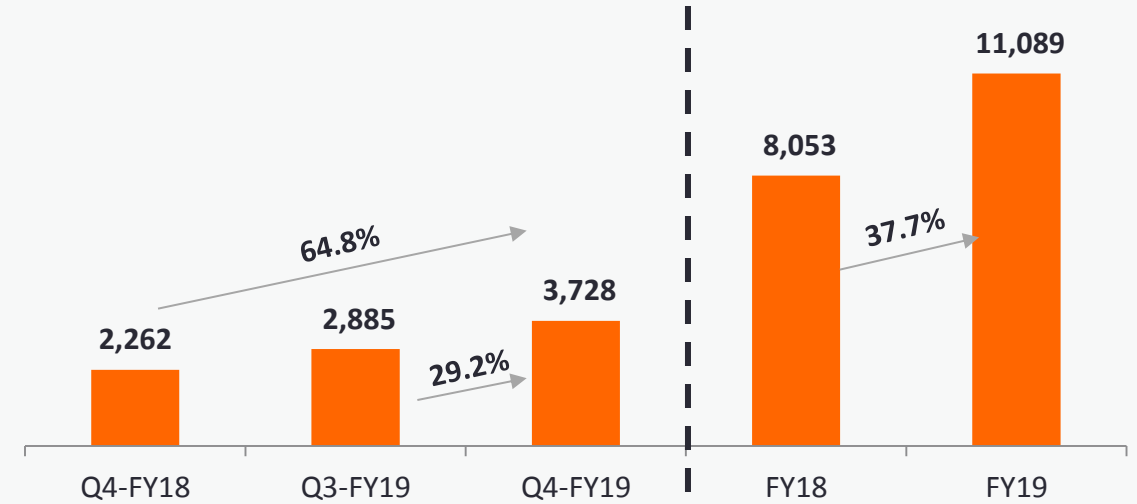
Loan Book (₹ in Crore) & Active Asset Customer Base



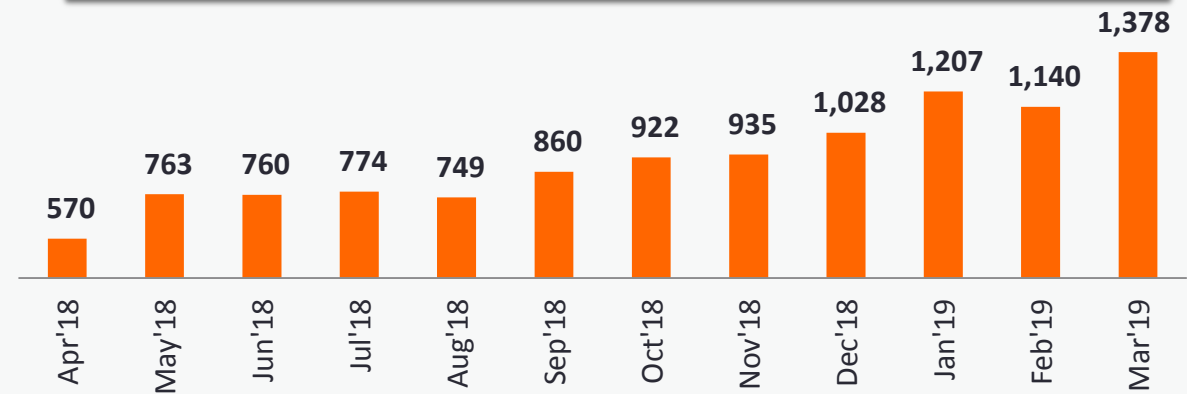
Type of Loan (on Disbursement)



Total Disbursements (₹ in Crore)

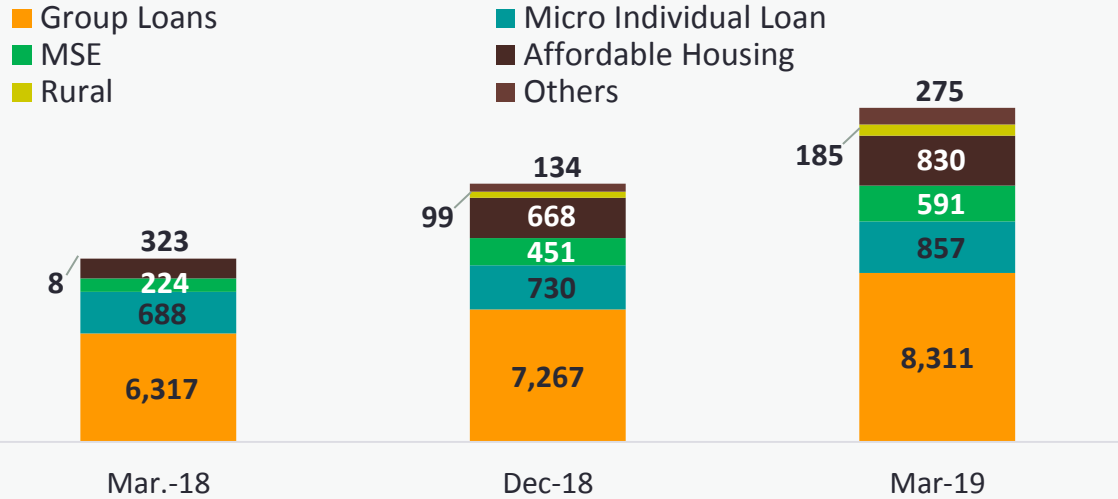


Monthly Disbursement Trend (₹ in Crore)



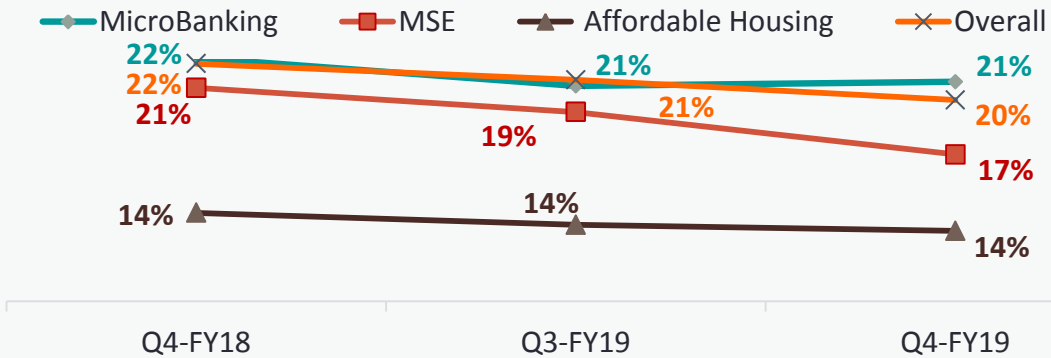
Gross Loan Book Snapshot

Loan Book – Segment wise (₹ in Crore)

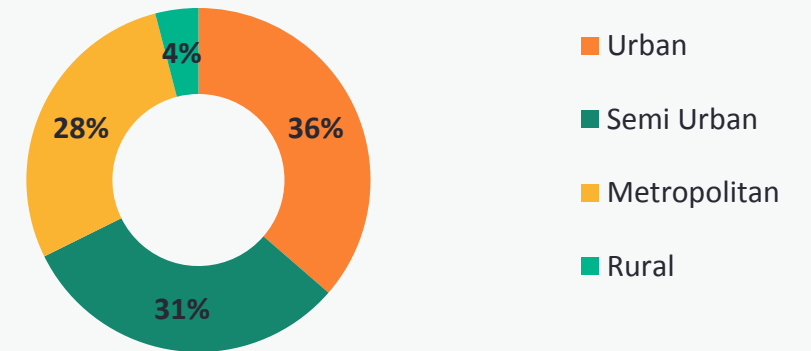


Product	% Loan Book	Growth Y-o-Y	Growth Q-o-Q
Group Loans	75.3	31.6%	14.4%
Micro Individual Loan	7.8	24.6%	17.4%
Rural Banking	1.7	-	87.8%
MicroBanking	84.8	33.5%	15.5%
MSE	5.4	163.7%	31.0%
Affordable Housing	7.5	156.9%	24.3%
Others	2.3		
Total	100.0	46.0%	18.1%

Yield (%) – Segment wise

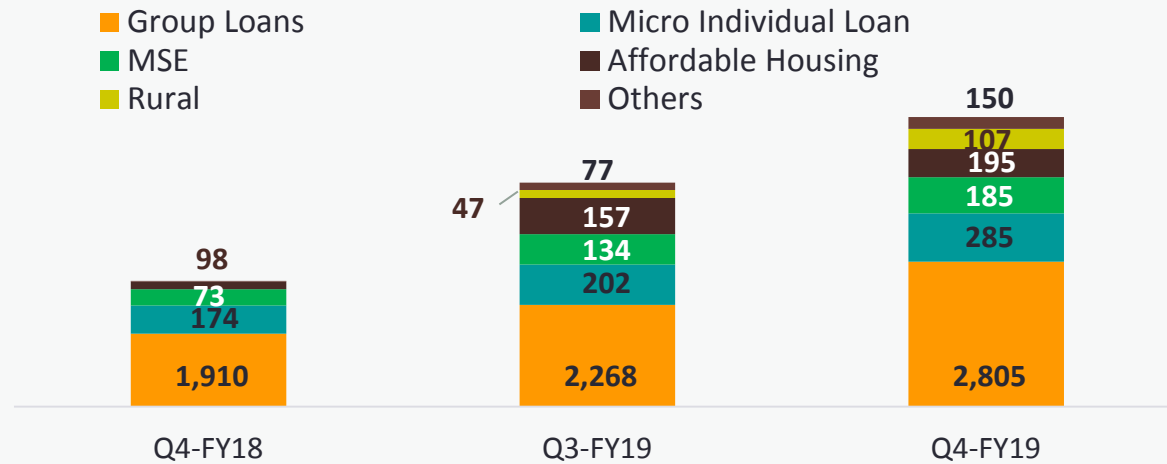


Branch location wise Gross Loan Book break-up

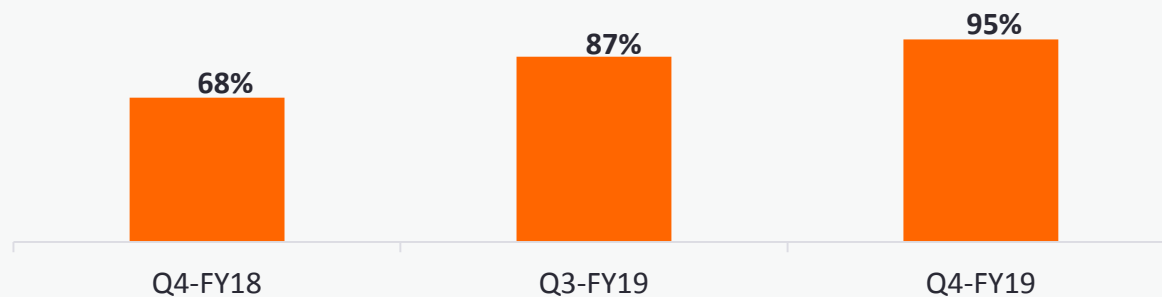


Disbursement & Average Ticket Size

Product wise Disbursement (₹ in Crore)



Cashless Disbursement (%)



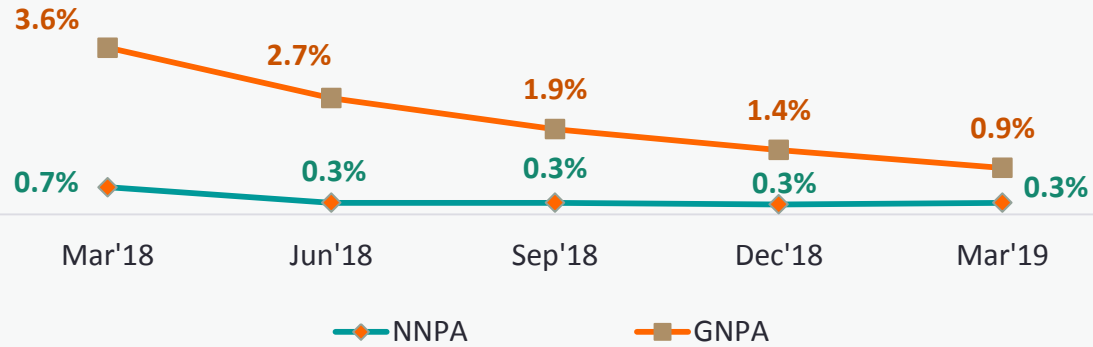
Product	Growth Y-o-Y	Growth Q-o-Q
Group Loans	46.3%	23.0%
Micro Individual Loan	64.3%	41.3%
Rural Banking	-	129.2%
MicroBanking	53.5%	27.1%
MSE	152.7%	37.8%
Affordable Housing	100.0%	24.5%
Others	-	581.4%
Total	71.0%	30.5%

Average Ticket Size (₹)

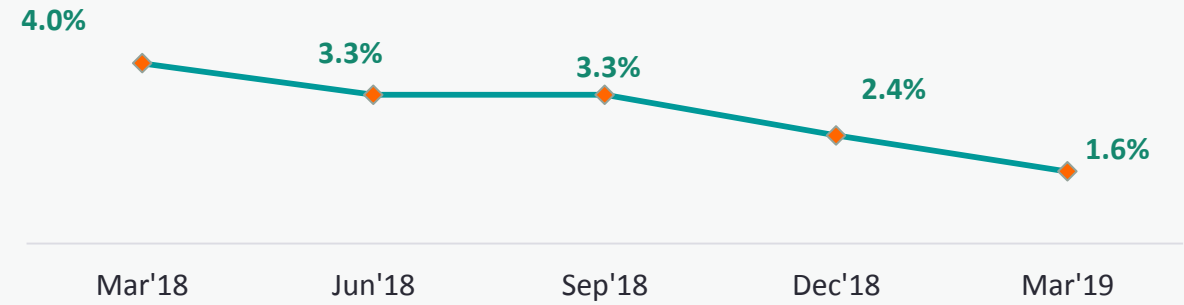
Product	Q4-FY19	Q3-FY19
Group Loans	31,363	31,517
Micro Individual Loan	87,531	81,976
MSE	10.1 lakhs	7.4 lakhs
Affordable Housing	9.4 lakhs	9.1 lakhs

GNPA, NNPA and PAR

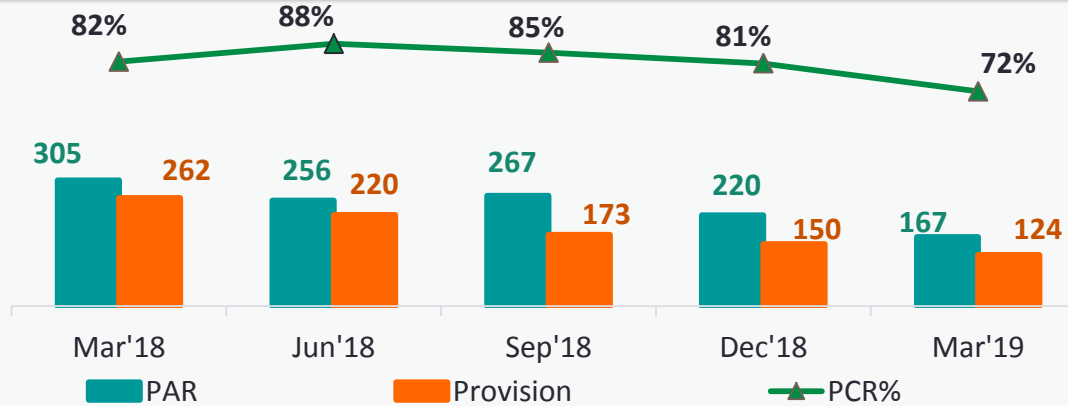
GNPA and NNPA



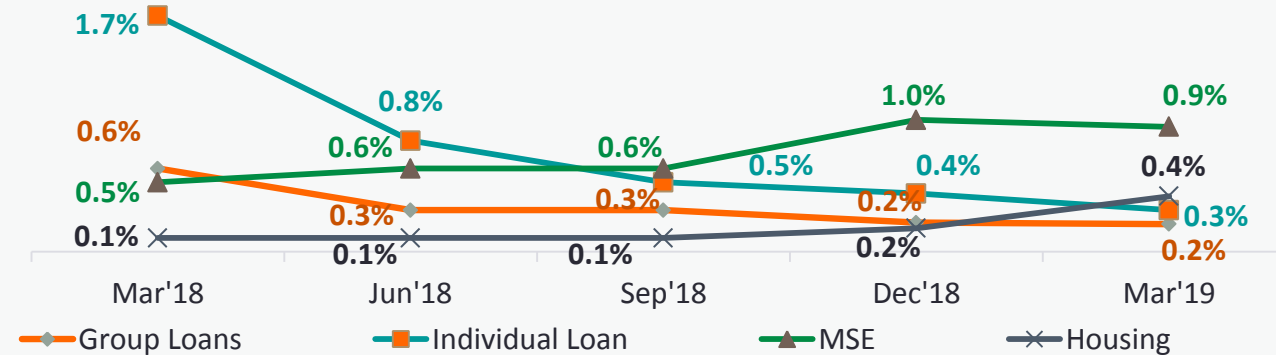
Portfolio At Risk (PAR > 0 %)



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

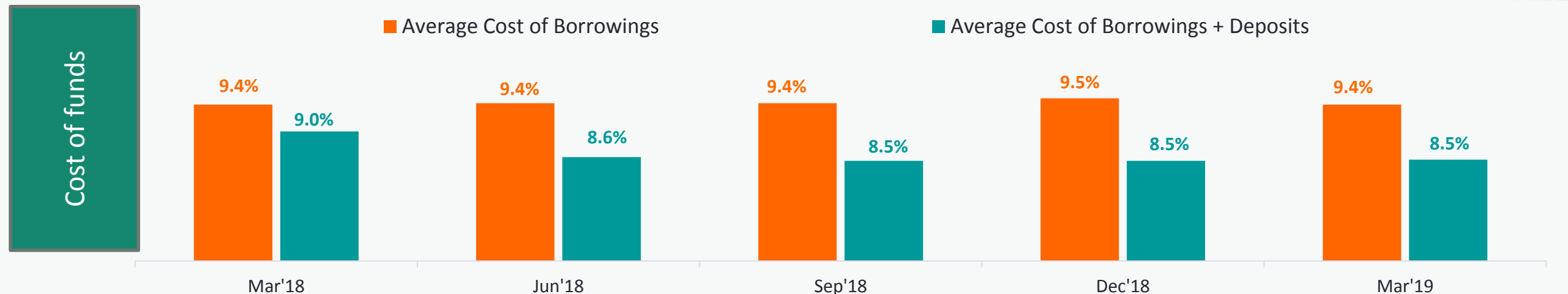
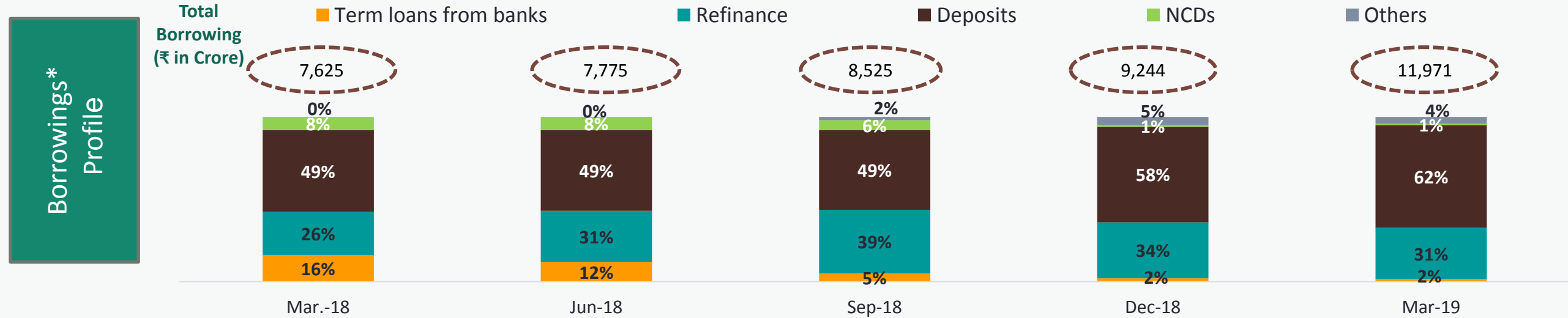
(₹ in Crore)

Credit Cost – Net Impact on P/L	Q4FY 18	Q1 FY19	Q2FY 19	Q3FY 19	Q4FY 19
Provision on NPA	225.0	182.4	131.0	104.0	70.3
Write off	45.2	56.0	53.9	29.4	38.5
Less: Bad Debt Recovery	1.9	2.0	3.2	5.3	10.1
Credit Cost – Net Impact on P/L	34.7	14.9	6.3	7.0	12.4
Movement of Gross NPA					
Opening Gross NPA	294.3	275.9	208.5	153.9	127.8
Additions during the period	64.8	14.4	23.2	22.6	23.4
Reductions during the period	83.2	82.8	76.9	48.7	53.3
On Account of recovery	37.9	26.8	23.0	19.3	14.8
On Account of write off	45.2	56.0	53.9	29.4	38.5
Gross NPA (closing)	275.9	208.5	153.9	127.8	97.9

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

Liabilities Profile

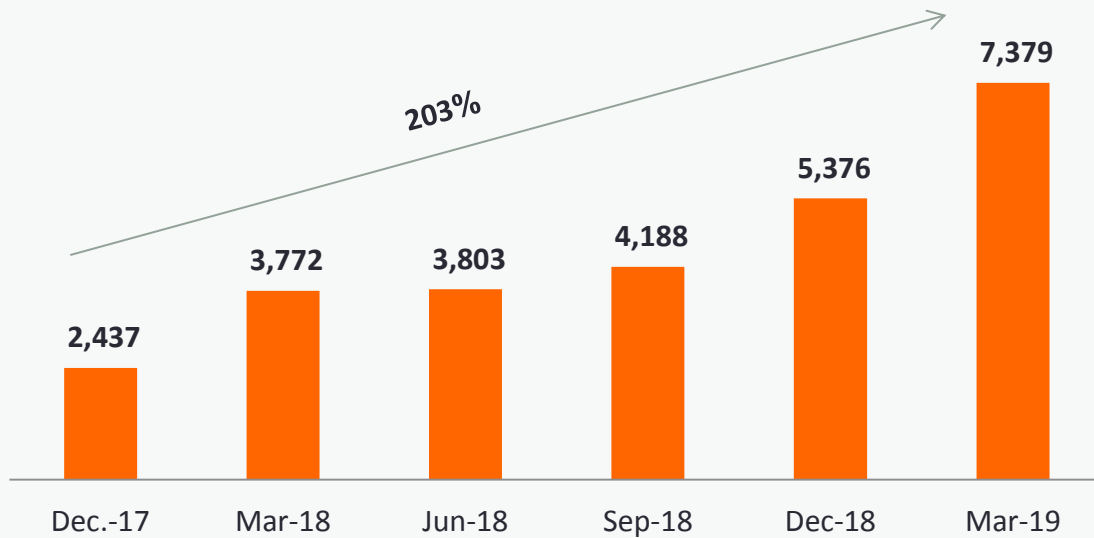
Borrowing Profile and Cost of Funds



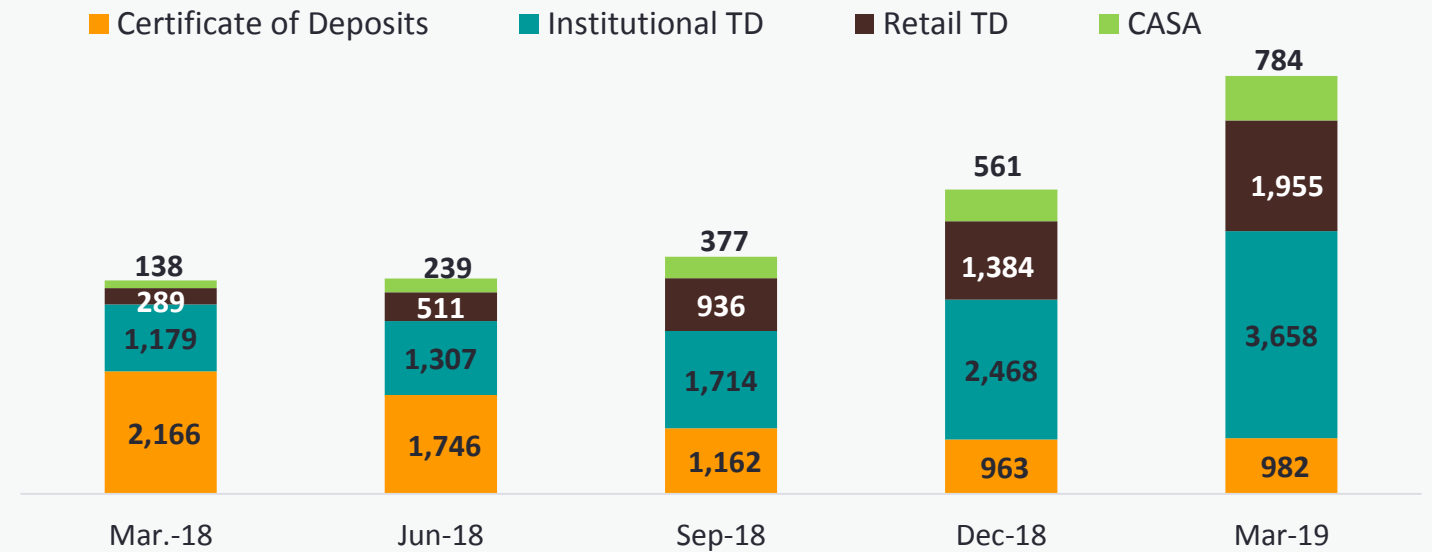
Note: * Includes IBPC/ Securitisation. All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Deposit Update – USFB – I

Total Deposits (₹ in Crore)



Deposits break-up (₹ in Crore)



❖ Retail deposits (including CASA) has shown significant improvement Q-o-Q with banking outlets roll out. Retail % share has increased to 37.1% from 11.3% in Mar'18

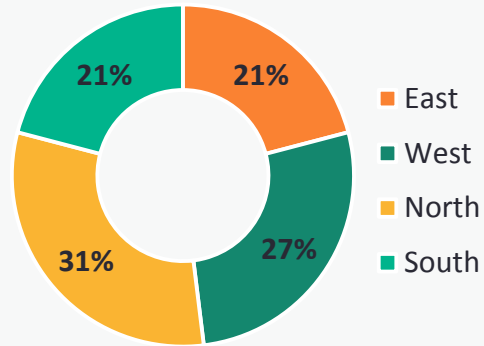
Deposit Ratios	Mar'19
Average Cost of Deposits	7.8%
CASA Ratio	10.6%
Retail to Total Deposit	37.1%
Credit to Total Deposit	149.6%

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

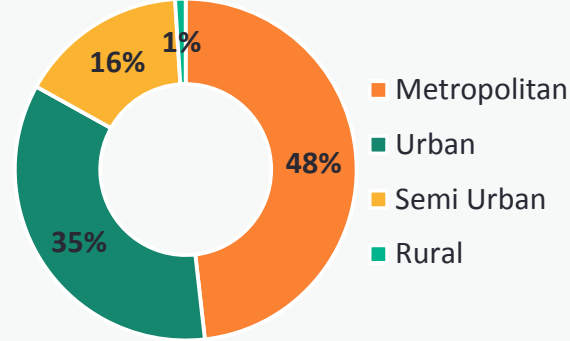
Deposit Update – USFB – II

Well-diversified Deposit Mix*

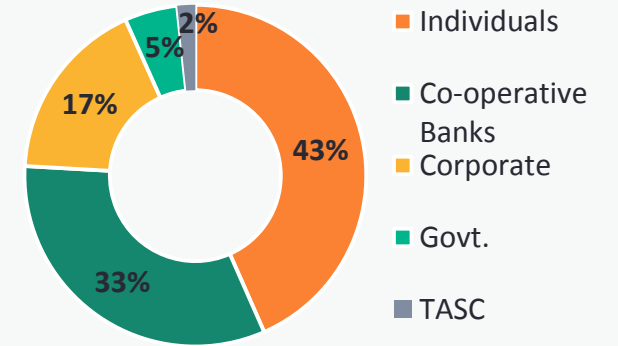
Region-wise deposit mix



Area-wise deposit mix

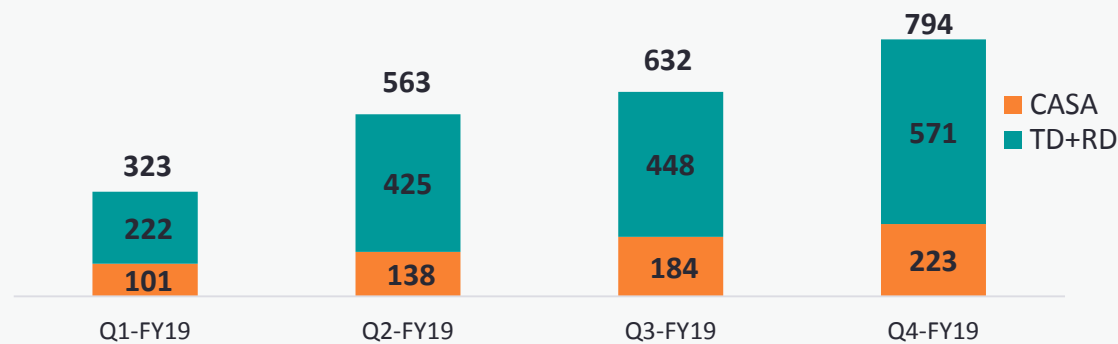


Segment-wise deposit mix

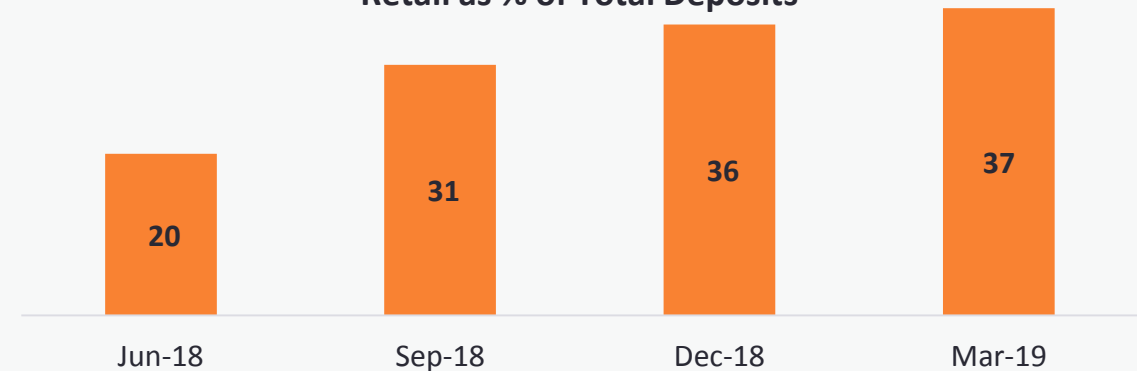


Focus on Retail Deposits

Incremental Retail Deposits added every quarter



Retail as % of Total Deposits



Note: *Total Deposits (excluding CDs) as on 31 Mar'19: ₹ 6,397 Crore

Liquidity Position and Asset Liability Management

FUNDING STRATEGY

- Building up of a retail deposits and CASA
- Committed lines of credit
- Long term refinance
- Reduce dependence on CDs

This optimal mix of long term and short term helped maintain comfortable liquidity position through IL&FS and geo-political crisis

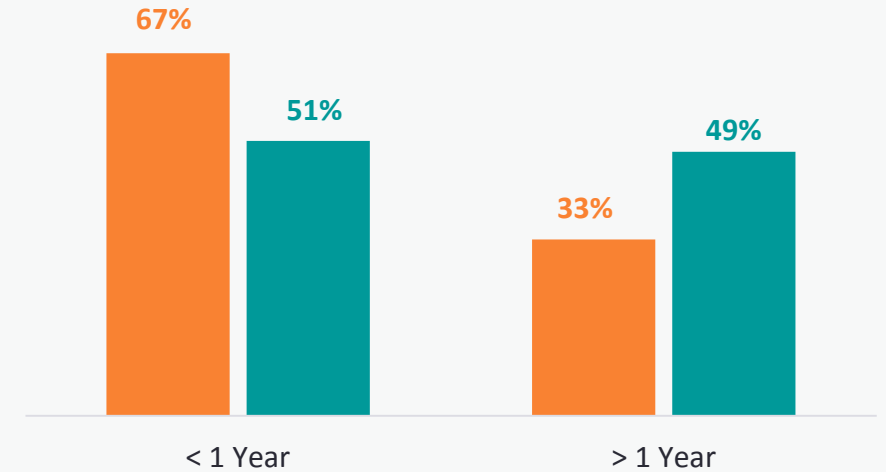
Comfortable liquidity position maintained despite tightened market scenarios

- Raised funds through:
- Long term refinance
 - IBPC
 - Securitization

RAISING TIER-II CAPITAL

- Expect to receive US\$50mn from International Finance Corporation (IFC) in Q1 FY19-20
- Will serve dual purpose of capital build-up and aid in balance sheet stability to better support forecasted business growth

■ % of total assets ■ % of total liabilities



- ❖ Long term book adequately funded by long term deposits/borrowings.
- ❖ Adequately capitalized with CAR at 18.9% of which Tier I is 18.4%
- ❖ Strong liquidity position maintained with LCR at above 100% consistently against minimum stipulated limit of 70%

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

Adequately Capitalized For Rapid Growth

(₹ in Crore)

	Mar'18	Jun'18	Sep' 18	Dec'18	Mar'19
Credit Risk Weighted Assets	6,645	6,712	6,930	7,540	8,990
Tier I Capital	1,483	1,545	1,601	1,632	1,653
Tier II Capital	48	48	51	39	50
Total Capital	1,531	1,593	1,651	1,671	1,703
CRAR	23.0%	23.7%	23.8%	22.2%	18.9%
Tier I CRAR	22.3%	23.0%	23.1%	21.6%	18.4%
Tier II CRAR	0.7%	0.7%	0.7%	0.5%	0.6%

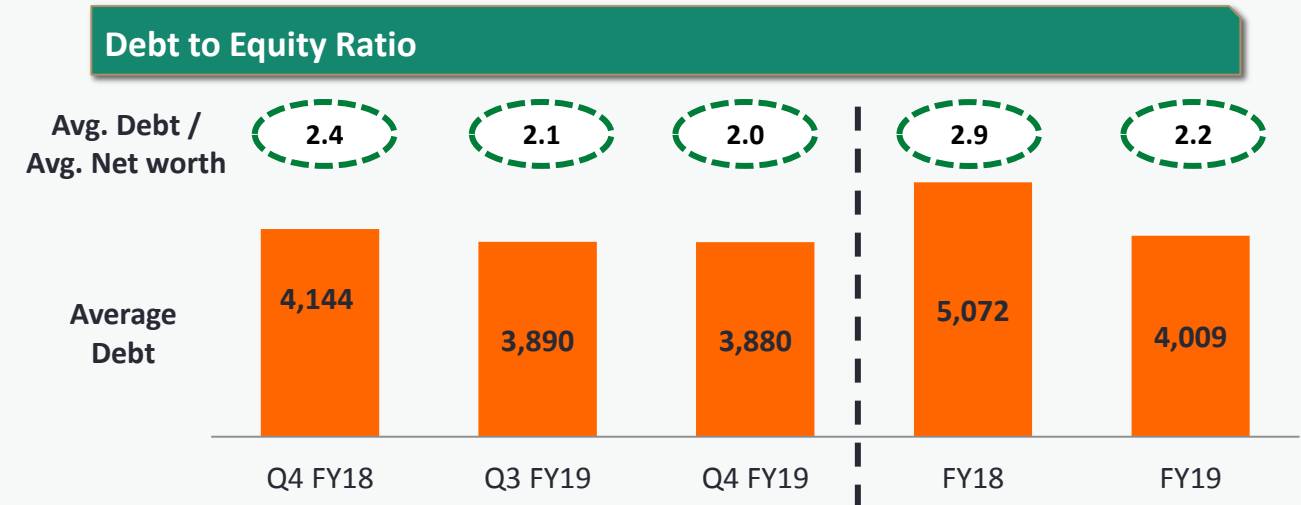
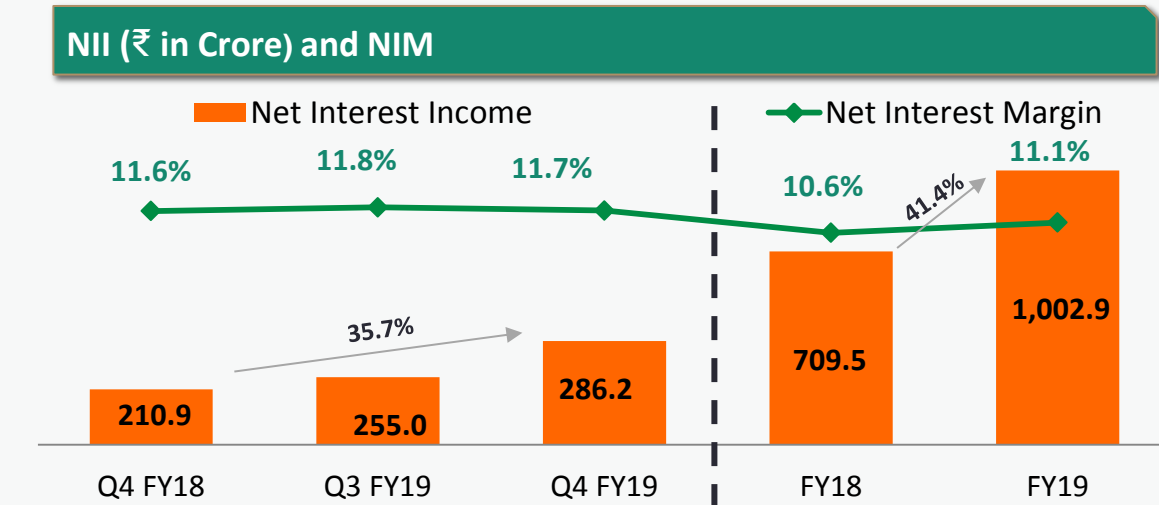
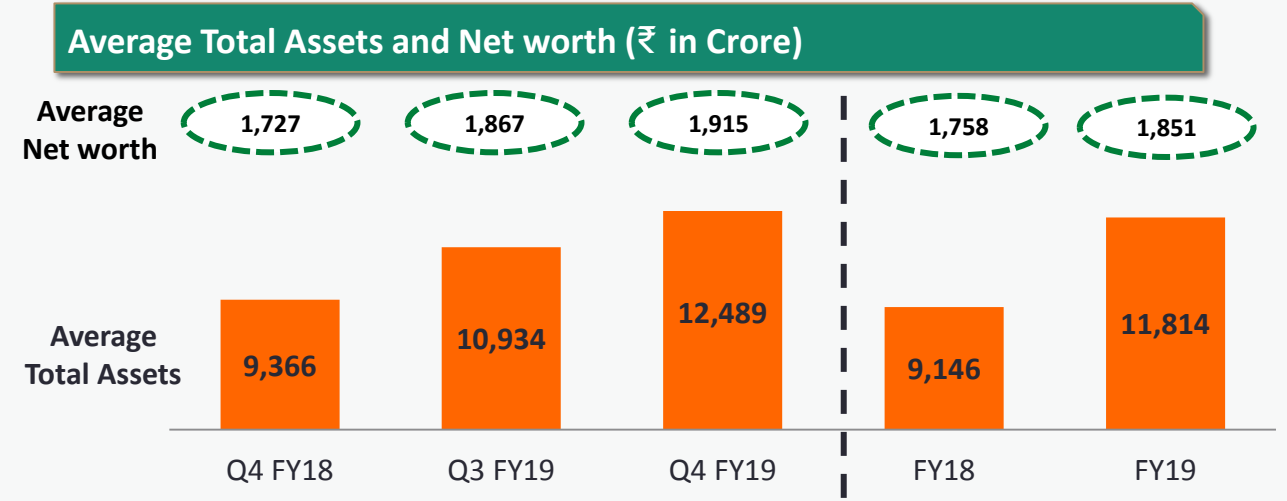
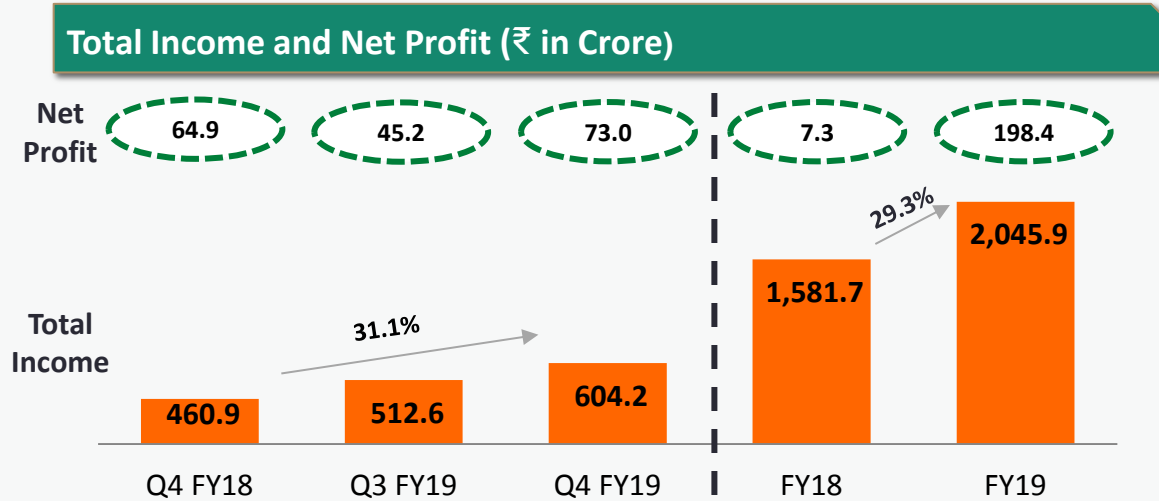
Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Credit Ratings for Ujjivan SFB

Particulars	₹ in Crore	Rating Agency
Long Term Borrowing	4,250.0	CARE A+ (Stable)
NCD	100.0	CARE A+ (Stable)
Certificate of Deposit	1,000.0	[ICRA] A1+
Short term fixed Deposit	1,000.0	[ICRA] A1+
Certificate of Deposit	4,000.0	CRISIL A1+
Short term fixed Deposit	3,000.0	CRISIL A1+

Financial Overview – Consolidated UFSL

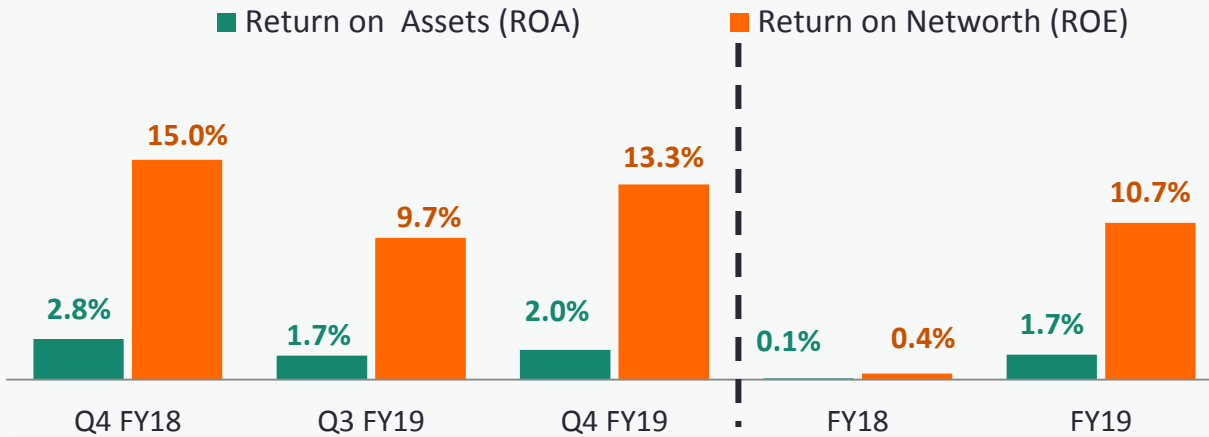
Financial Overview



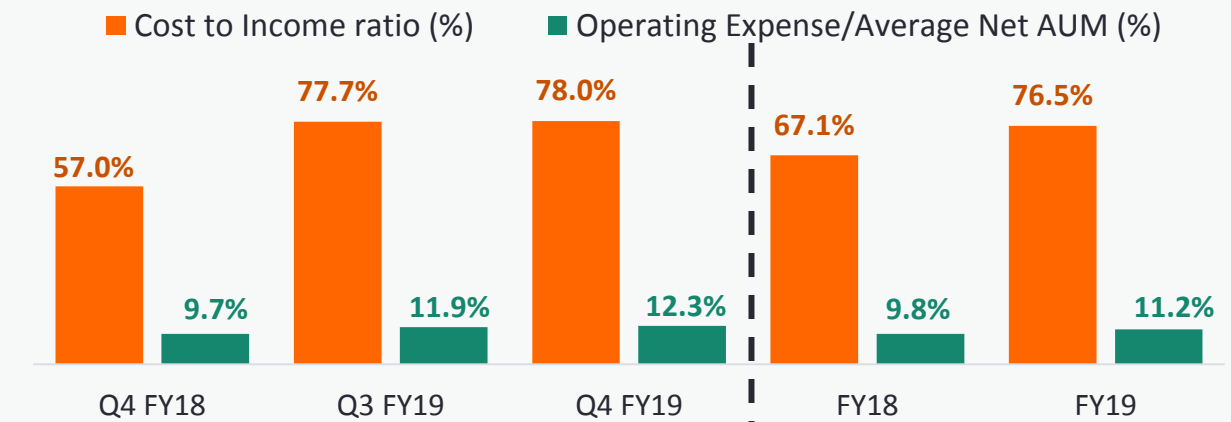
Note: All financials given in this presentation are on I-GAAP basis unless specified. These are for informational purpose only

Financial Overview (Contd.)

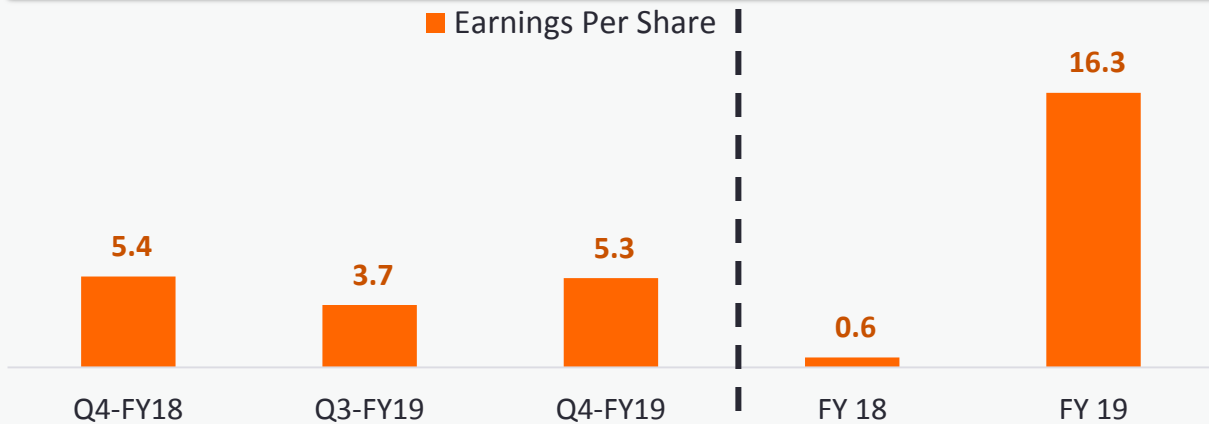
ROA (%) and ROE (%)



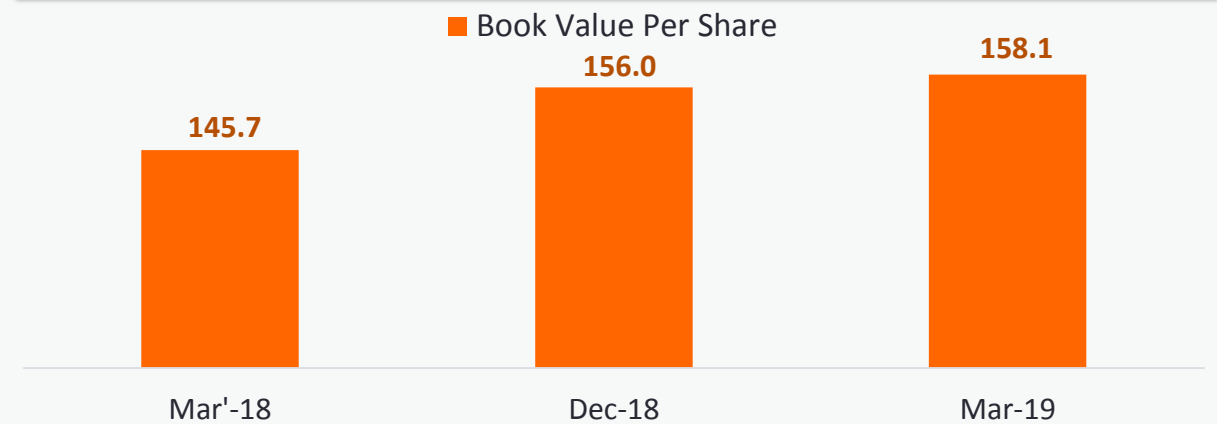
Operating Efficiency



Diluted Earnings Per Share (in ₹)



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

Financials – Profit and Loss Statement

₹ in Crore

Particulars	Q4-FY19	Q4-FY18	YOY Growth	Q3-FY19	QoQ Growth	FY19	FY18	YOY Growth
Revenue from operations	544.9	422.6	28.9%	470.4	15.8%	1,848.4	1,443.4	28.1%
Other income	59.3	38.3	55.0%	42.2	40.6%	197.5	138.3	42.8%
Total Income	604.2	460.9	31.1%	512.6	17.9%	2,045.9	1,581.7	29.3%
Finance costs	217.2	153.3	41.7%	182.7	18.9%	728.4	604.9	20.4%
Employee expenses	152.3	95.8	59.0%	137.3	10.9%	526.0	366.4	43.5%
Other expenses	132.7	67.0	98.2%	102.1	29.9%	420.4	246.3	70.7%
Depreciation	16.7	12.3	36.0%	16.8	-0.6%	60.6	41.4	46.5%
Provisions and write offs	12.4	34.7	-64.4%	7.0	76.6%	40.6	310.8	-86.9%
Total Expenses	531.3	363.0	46.3%	445.9	19.1%	1,776.0	1,569.9	13.1%
Profit before tax	73.0	97.9	-25.4%	66.7	9.5%	269.9	11.8	2180.5%
Total tax expense	9.1	33.0	-72.3%	21.5	-57.5%	71.5	4.6	1470.8%
Profit After Tax	63.8	64.9	-1.6%	45.2	41.4%	198.4	7.3	2624.3%

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

Financials – Balance Sheet

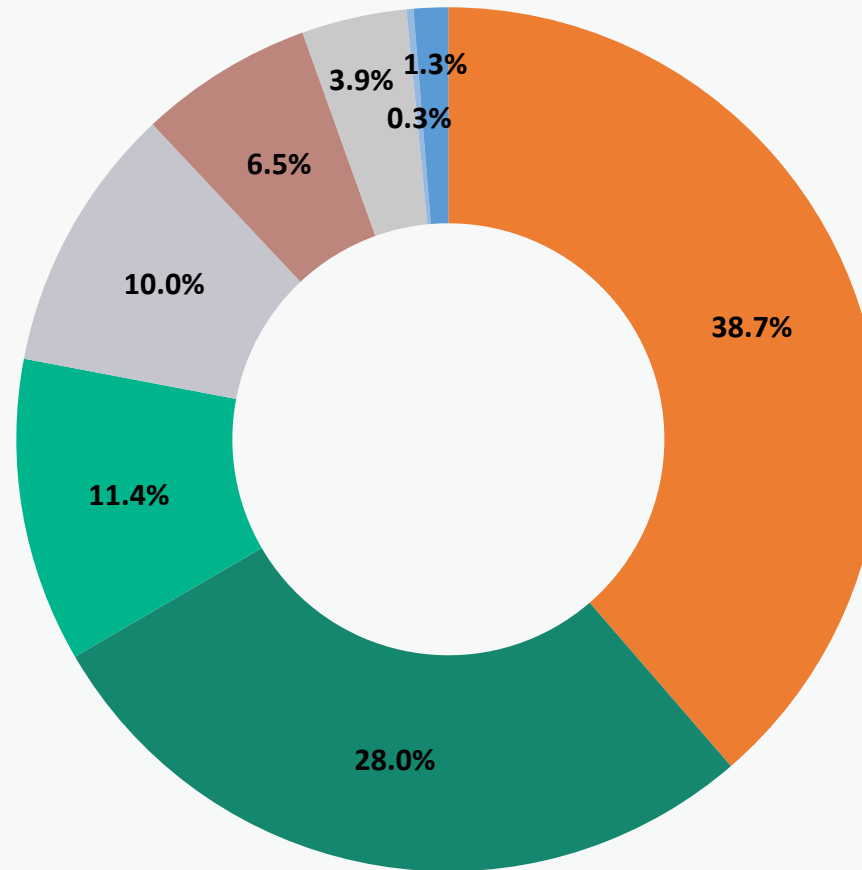
₹ in Crore

Particulars	Mar-19	Dec-18	Mar-18
Share capital	121.2	121.1	120.9
Reserves and surplus	1,819.8	1,768.0	1,640.5
Borrowings	4,166.1	3,593.0	3,852.8
Deposits	7,258.5	5,255.9	3,796.8
Provisions	158.1	179.0	285.8
Other Liabilities	290.2	246.2	117.0
Total	13,813.9	11,163.3	9,813.9
Cash and cash equivalent	1,095.2	434.6	593.7
Advances	10,553.0	9,073.4	7,559.7
Investments	1,526.6	1,125.1	0.10
Fixed & tangible assets	284.5	271.3	198.4
Other assets	354.7	258.9	1,462.0
Total	13,813.9	11,163.7	9,813.9

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

Shareholding Pattern of Ujjivan Financial Services

Shareholding Pattern as 31st March, 2019

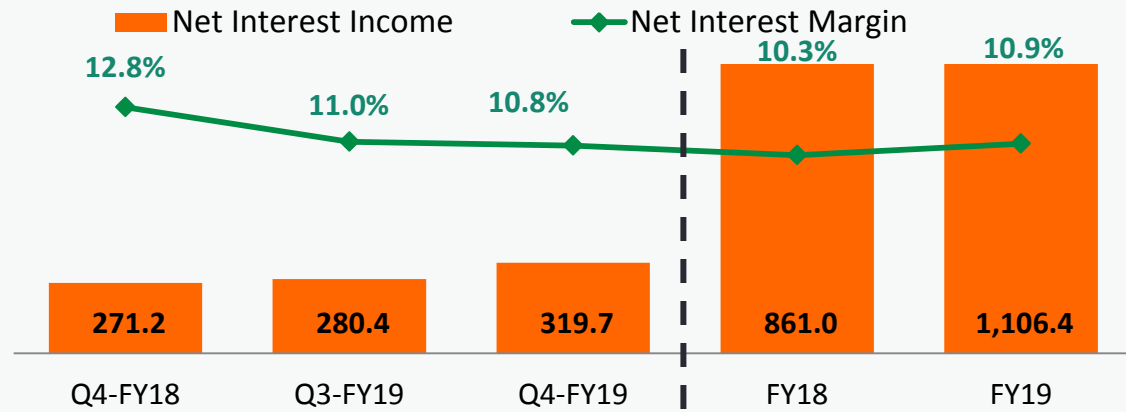


- Foreign Investors
- Resident Individuals/HUFs
- Bodies Corporate
- Mutual Funds
- AIFs
- Insurance
- Banks/NBFC/Trusts
- Others

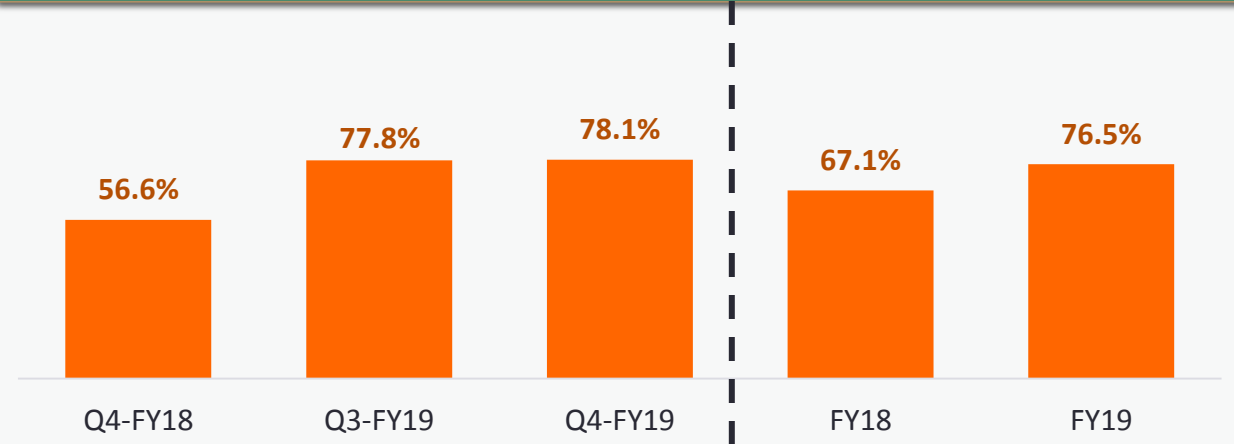
Financial Overview – Ujjivan SFB

Financial Overview

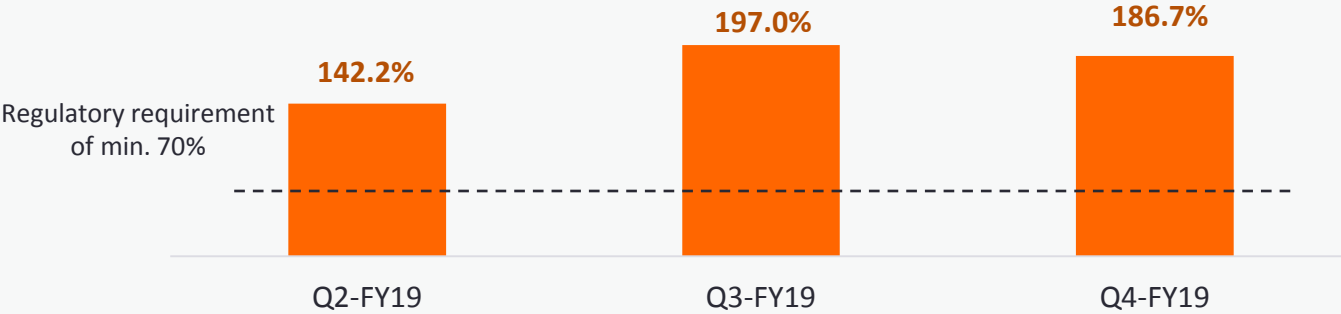
NII (₹ in Crore) & NIM



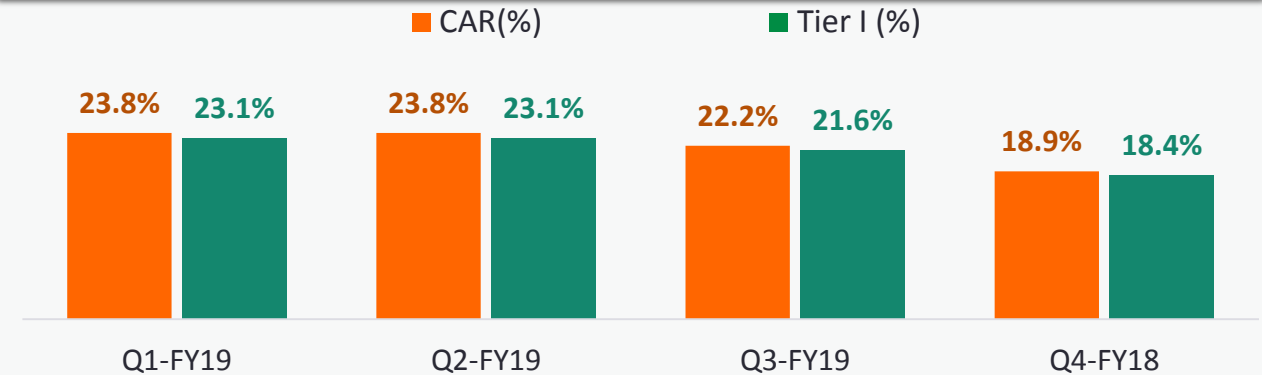
Cost to Income Ratio (%)



Liquidity Coverage Ratio (%)



Capital Adequacy Ratio (%)*



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

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	Q4-FY19	Q4-FY18	YoY Growth	Q3-FY19	QoQ Growth	FY19	FY18	YoY Growth
Interest Earned	535.9	425.6	25.9%	462.4	15.9%	1831.6	1,446.7	24.9%
Other Income	66.3	34.3	93.2%	48.5	36.8%	206.0	112.7	82.8%
Total Income	602.2	459.9	30.9%	510.9	17.9%	2,037.6	1,579.4	29.0%
Interest Expended	216.2	154.4	40.0%	182.0	18.8%	725.2	609.3	19.0%
Operating Expenses	301.5	172.9	74.3%	256.0	17.8%	1,003.4	650.4	54.3%
Provisions and Contingencies	20.8	67.4	-69.1%	27.5	-24.2%	109.8	312.8	-64.9%
Total Expenditure	538.5	394.8	36.4%	466.5	15.7%	1,838.4	1,572.5	16.9%
Net profit for the period	63.7	65.1	-2.2%	45.4	40.5%	199.2	6.9	2802.9%

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

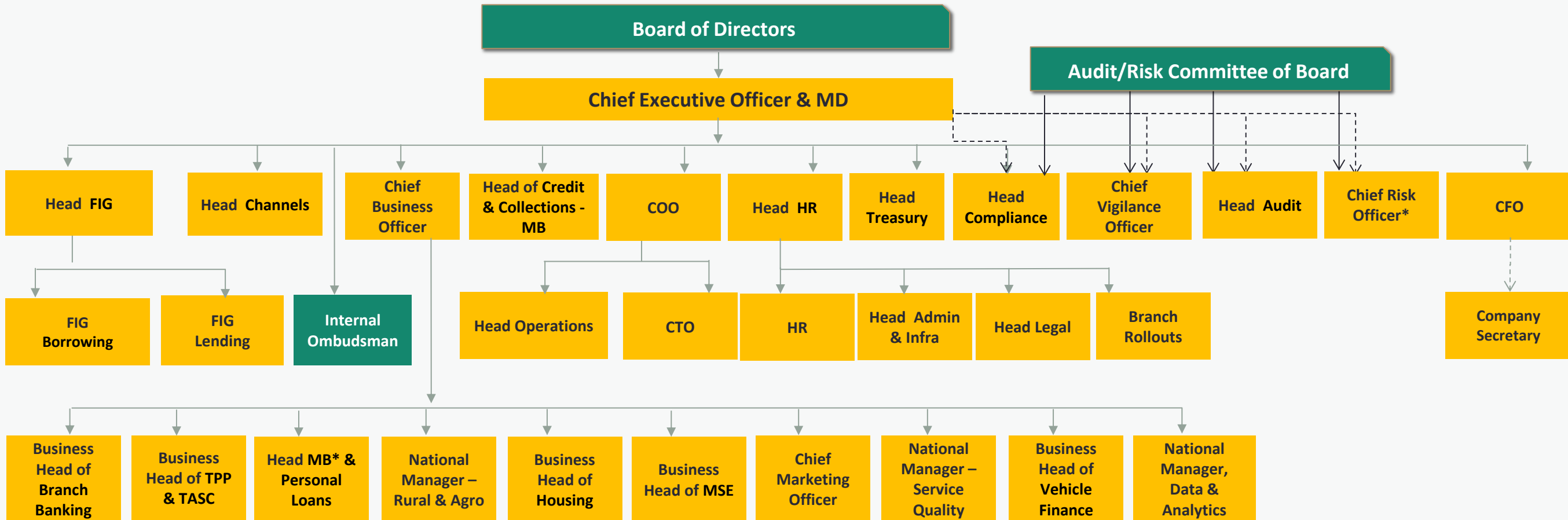
Balance Sheet – USFB

₹ in Crore

Particulars	Mar-19	Dec-18	Mar-18
CAPITAL AND LIABILITIES			
Capital	1,640.0	1,640.0	1,640.0
Reserves and Surplus	179.6	129.1	6.9
Deposits	7,379.4	5,375.6	3,772.5
Borrowings	4,166.1	3,593.0	3,852.8
Other Liabilities and Provisions	377.1	317.3	200.9
TOTAL	13,742.2	11,055.1	9,473.2
ASSETS			
Cash and Balances with Reserve Bank of India	446.5	236.0	197.6
Balance with Banks and Money at Call and Short Notice	648.0	198.1	297.2
Investments	1,526.6	1,125.1	1,232.5
Advances	10,552.5	8,969.6	7,335.5
Fixed Assets	284.4	271.3	198.3
Other Assets	284.2	255.1	212.1
TOTAL	13,742.2	11,055.1	9,473.2

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

Corporate Organization Structure



*MB stands for Micro Banking

Thank You!