Ujjivan
Build a Better Life

UJJIVAN/SE/2016-17/18

July 29, 2016

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: Intimation of information under Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Schedule of Analyst / Investor Conference Call – Unaudited Financial Results – Q1-FY 2016-17

We wish to inform you that we have scheduled an Analyst/Investor conference call on August 01, 2016 at 4 PM IST to discuss about the unaudited financial results of the Company for the Q1 FY 2016-17.

Also, being attached is the investor presentation w.r.t. the above Analyst/Investor conference call.

We request you to please take the above on record.

Thanking You,

Yours faithfully,

For **Ujjivan Financial Services Limited**

Ujjivan Financial Services Ltd.

Sanjeev Barnwal
Company Secretary and Compliance Officer






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Investor Presentation

Q1 FY 2016-17

July 2016

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Agenda

- Highlights – Q1-FY17
- Overview of Ujjivan
- Business Overview
- Financial Overview
- Borrowing Profile & Credit Ratings

Business & Financial Highlights – Q1 FY17

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Highlights – Q1 FY17

- Successful IPO in May 2016–oversubscribed 40 times. Fresh issuance of shares worth ₹358 crore & secondary sales worth ₹524 crore. Trading on stock exchanges commenced from May 10, 2016
- Long term Bank rating upgraded by CARE & ICRA to A+ and short term rating upgraded by ICRA to A1+
- Awarded 3rd Best Place to Work in India as per the survey conducted by Great Place to Work Institute & The Economic Times.
- Appointed Wipro as the system integrator for all related systems
- Started implementation of multiple applications including core banking software-Finacle
- Hired and on-boarded all the senior level position and in the process to complete the other levels
- Training for the employees at all levels in progress in association with Manipal Global and NIBF along with Specialist role training with CRISIL

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Financial & Operational Highlights

- Net Profit at ₹71.37 crore; a jump of 102.51% over Q1-FY16 and 29.96% over Q4-FY16
- Total Income at ₹329.32 crore, an increase of 50.46% over Q1-FY16 and 10.52% over Q4-FY16
- NII at ₹172.05 crore, an increase of 76.93% over Q1-FY16 and 13.26% over Q4-FY16
- NIM at 12.96 % in Q1-FY17 increased from 11.59% in Q1-FY16 and 12.65% in Q4-FY16
- Cost to Income ratio at 45.6% from 54.27% in Q1-FY16 and 48.77% Q4-FY16
- Gross Loan Book at ₹5,850.9 crore; growth of 66.5% over Q1-FY16 and 8.6% over Q4-FY16
- Net Loan Book at ₹5,557.48 crore; growth of 59.22% over Q1-FY16 and 9.7% over Q4-FY16
- Disbursement at ₹1,878.71 crore; increased of 55.42% over Q1-FY16
- 2.28 lakh new borrowers added during the quarter; Total borrowers stands at 32.79 lakh
- GNPA at 0.18% and NNPA at 0.04%
- EPS at ₹6.39; RoAA at 4.85% and RoAE at 20.27%

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Overview of Ujjivan

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Ujjivan Factsheet

#1
Largest MFI in India in terms of geographic spread [1]

469
Branches in 209 Districts across India [2]

5851
Gross AUM in ₹ Crore [2]

99.8%
Cumulative Repayment Rate[2]

0.18%
Gross NPA[2]

33.8 Lakh
+ Active customers being served [2]

85.6
Customer retention ratio (in %) [2]

8258
Employee strength [2]

815
Employee productivity ratio [4]

3rd
Best Company to work for in INDIA[3]

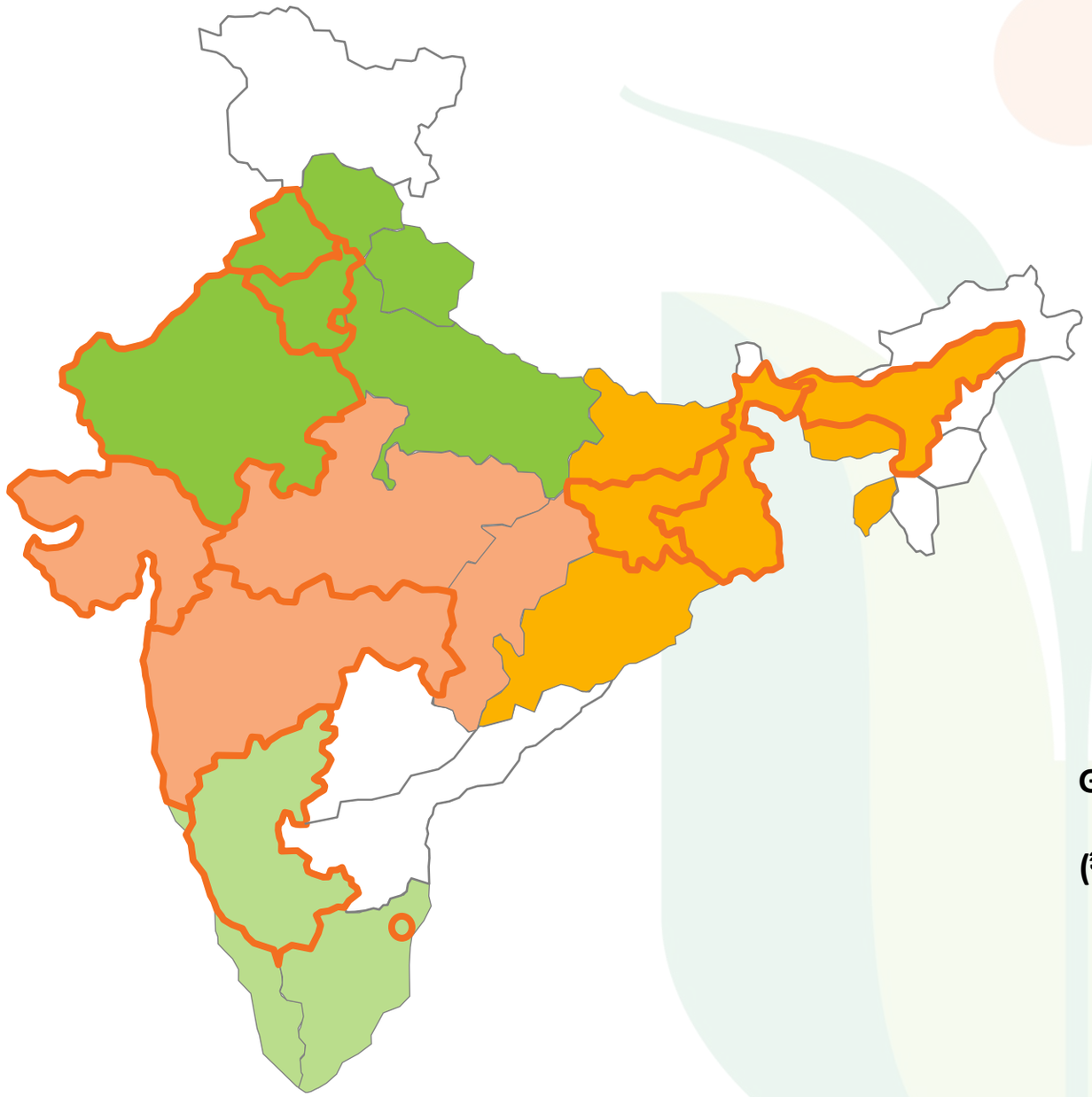
OUR MISSION

To provide a full range of financial services to the economically active poor who are not adequately served by financial institutions.

1 *Source: MFIN Micrometer Report, March 2016*
2 *As of June 30, 2016*
3 *For the year 2016, ranked by the Great Places to Work® Institute;*
4 *Number of clients per loan officer as of June 30, 2016*

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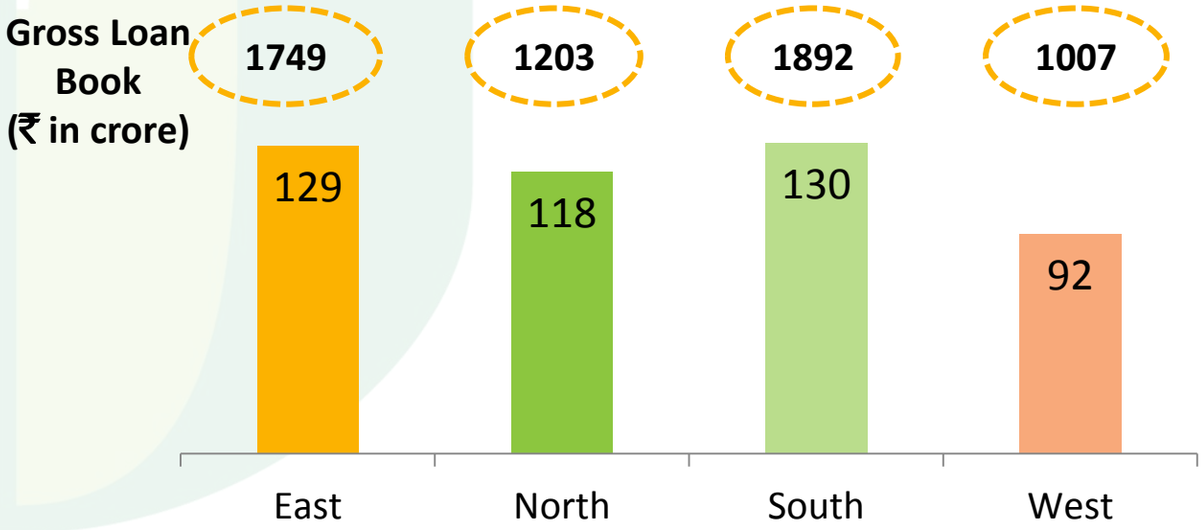
Deep pan-India presence



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

- 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 March 31, 2016. Our Gross Loan Book aggregates over ₹ 5851 crore[1].
- Geographically diversified portfolio - no single state contributes > 16% of Gross Loan Book[1]

Well diversified presence as well as AUM base

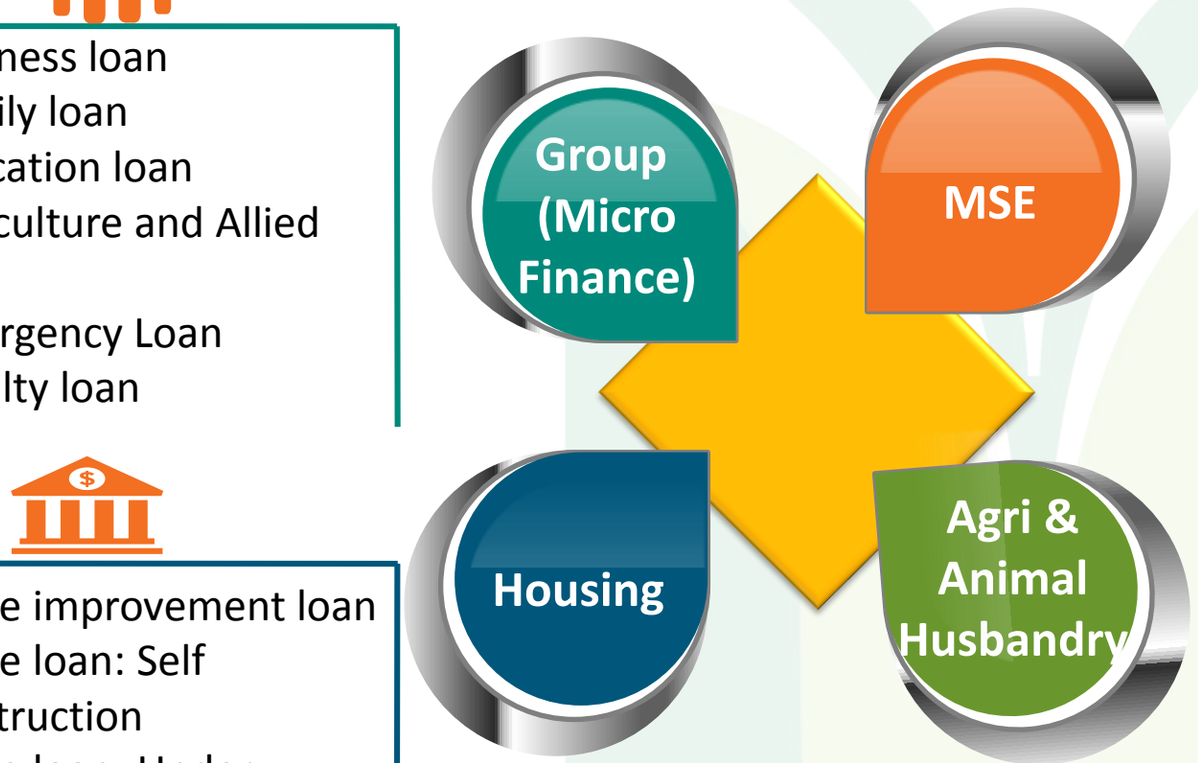


[1] *As of June 30, 2016*

Customized Product Offerings

CREDIT OFFERINGS

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



- Home improvement loan
- Home loan: Self construction
- Home loan: Under construction purchase / Ready purchase

- 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

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

NON-CREDIT OFFERINGS

BAJAJ Allianz

HDFC Life
Sar utha ke jiyo!

kotak Life Insurance
A JOINT VENTURE WITH OLD MUTUAL

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

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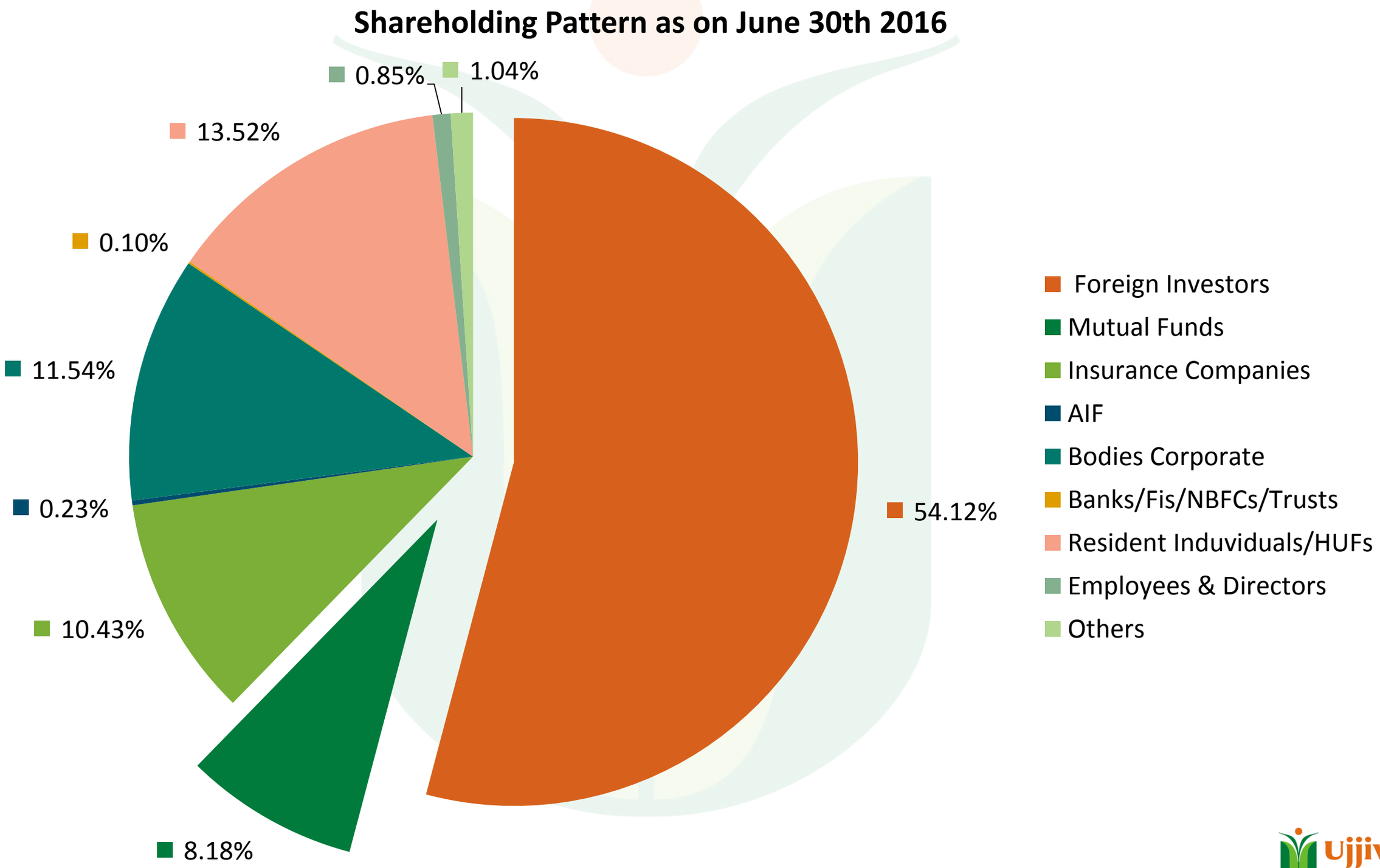
Management Team

CEO & MD
Samit Ghosh

- **Head of Retail Liabilities** — G. Santosh Kumar *(21+ years exp.)*
- **Head of MSE & Housing Finance** — S. Aryendra Kumar *(18+ years exp.)*
- **Head of Microfinance** — Abhiroop Chatterjee *(8+ years exp.)*
- **COO - North** — Manish Raj *(8+ years exp.)*
- **Head of Treasury** — Ravi Subramanian *(27+ years exp.)*
- **Head of Audit** — Alagarsamy A P *(20+ years exp.)*
- **CFO** — Sudha Suresh *(20+ years exp.)*
  - **Company Secretary & Compliance Officer** — Sanjeev Barnwal *(12+ years exp.)*
  - **Head of Investor Relations** — Hiren Shah *(17+ years exp.)*
- **Head of Strategy and Planning** — **Rajat Singh** **(9+ years exp.)**
- **Head of Human Resources & SQ** — Carol Furtado *(23+ years exp.)*
- **COO & Head of Transition** — Ittira Davis *(35+ years exp.)*
  - **Chief Information Officer** — Deepak Ayare *(25+ years exp.)*
  - **Chief Risk Officer** — Arunava Banerjee *(35+ years exp.)*
  - **Head of Operations** — Martin Pampilly *(14+ years exp.)*
  - **Head of Vigilance & Administration** — Premkumar G *(15+ years exp.)*
- **Head of Channels** — Jolly Zachariah *(22+ years exp.)*
- **Chief Marketing Officer** — Vijay Balakrishnan *(20+ years exp.)*
- **Head of Credit** — Sneh Thakur *(8+ years exp.)*

Team with prior banking experience

Shareholding Pattern

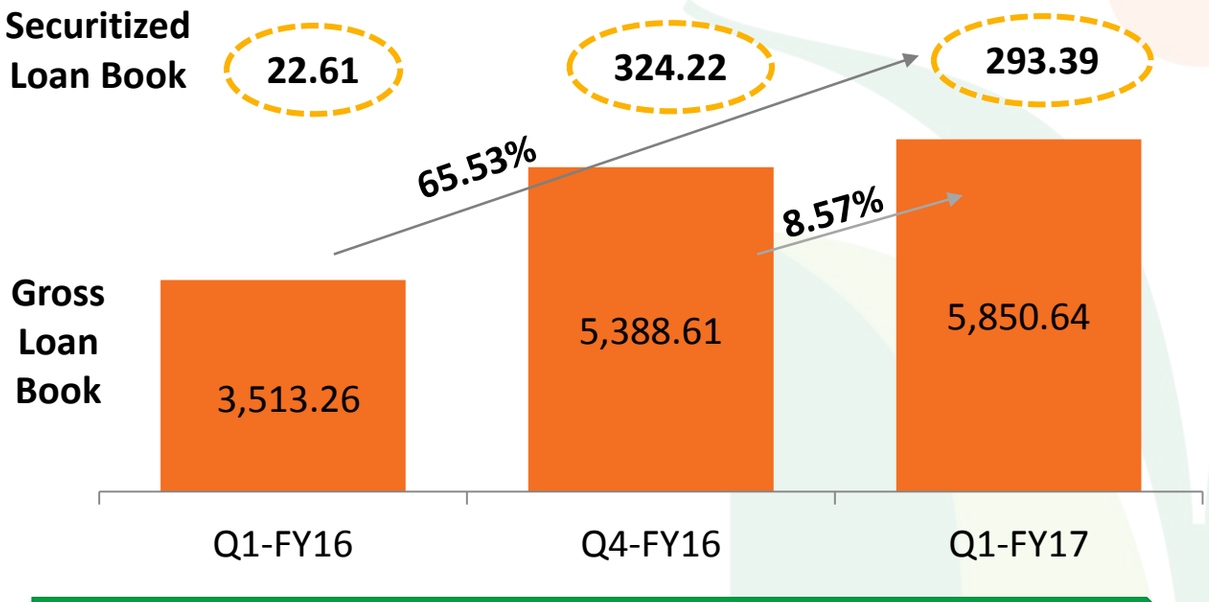


Business Overview

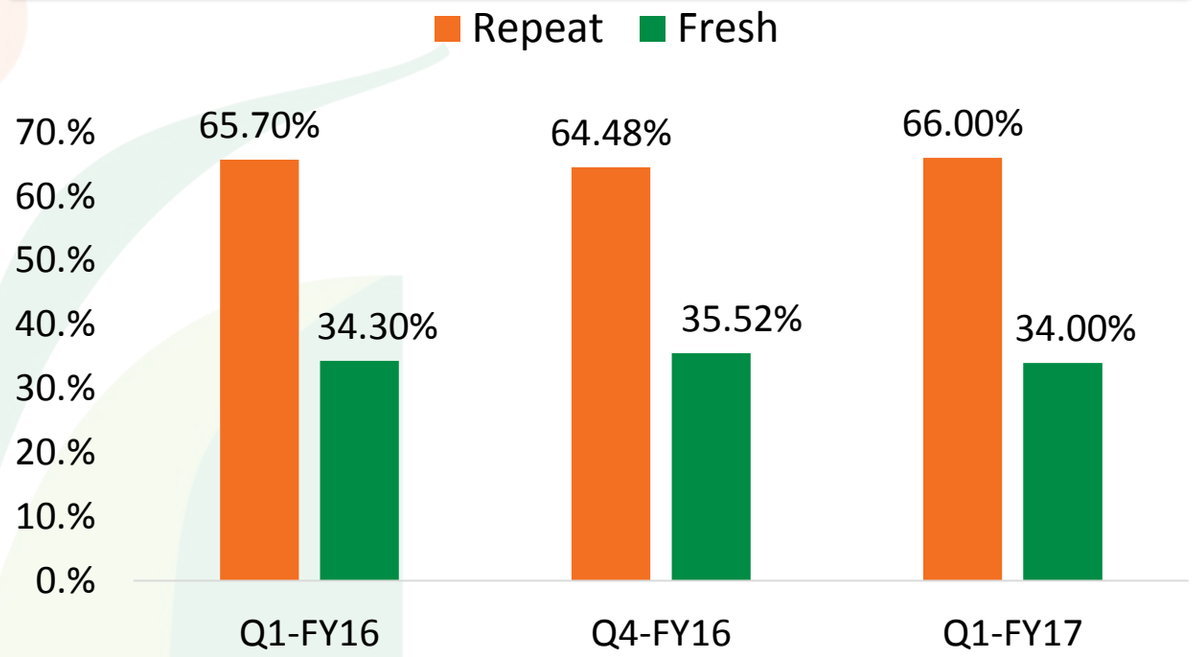
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Loan Book Overview

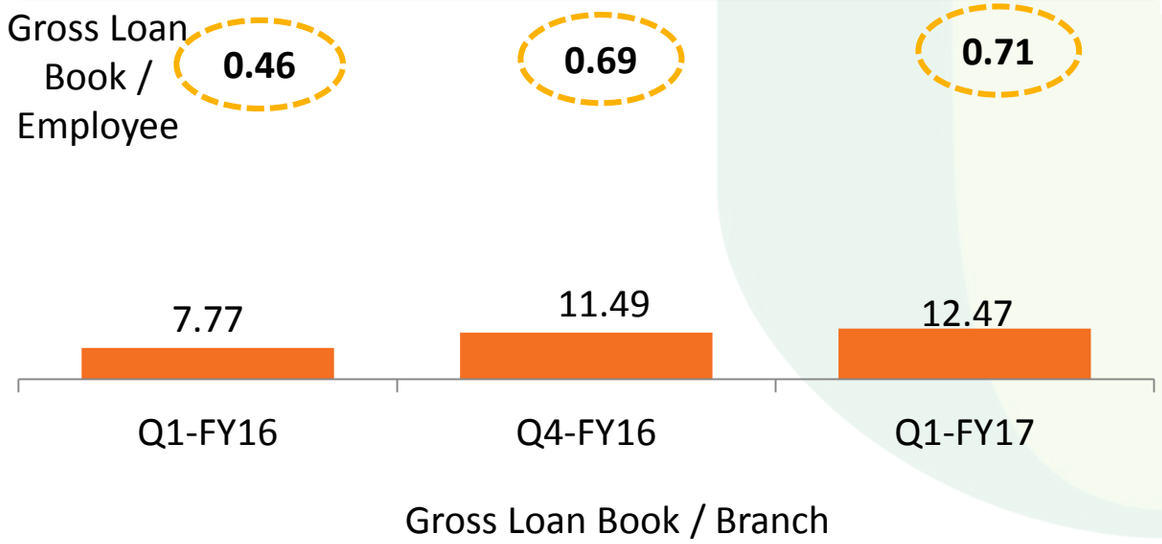
Gross Loan Book & Securitized Loan Book (₹ in Crore)



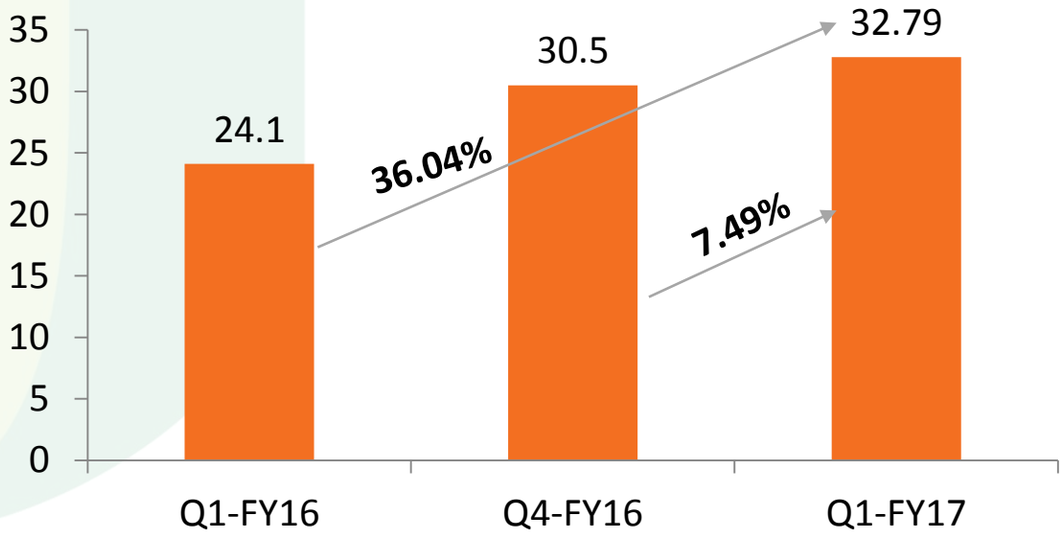
Type of Loan (₹ in crore)



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

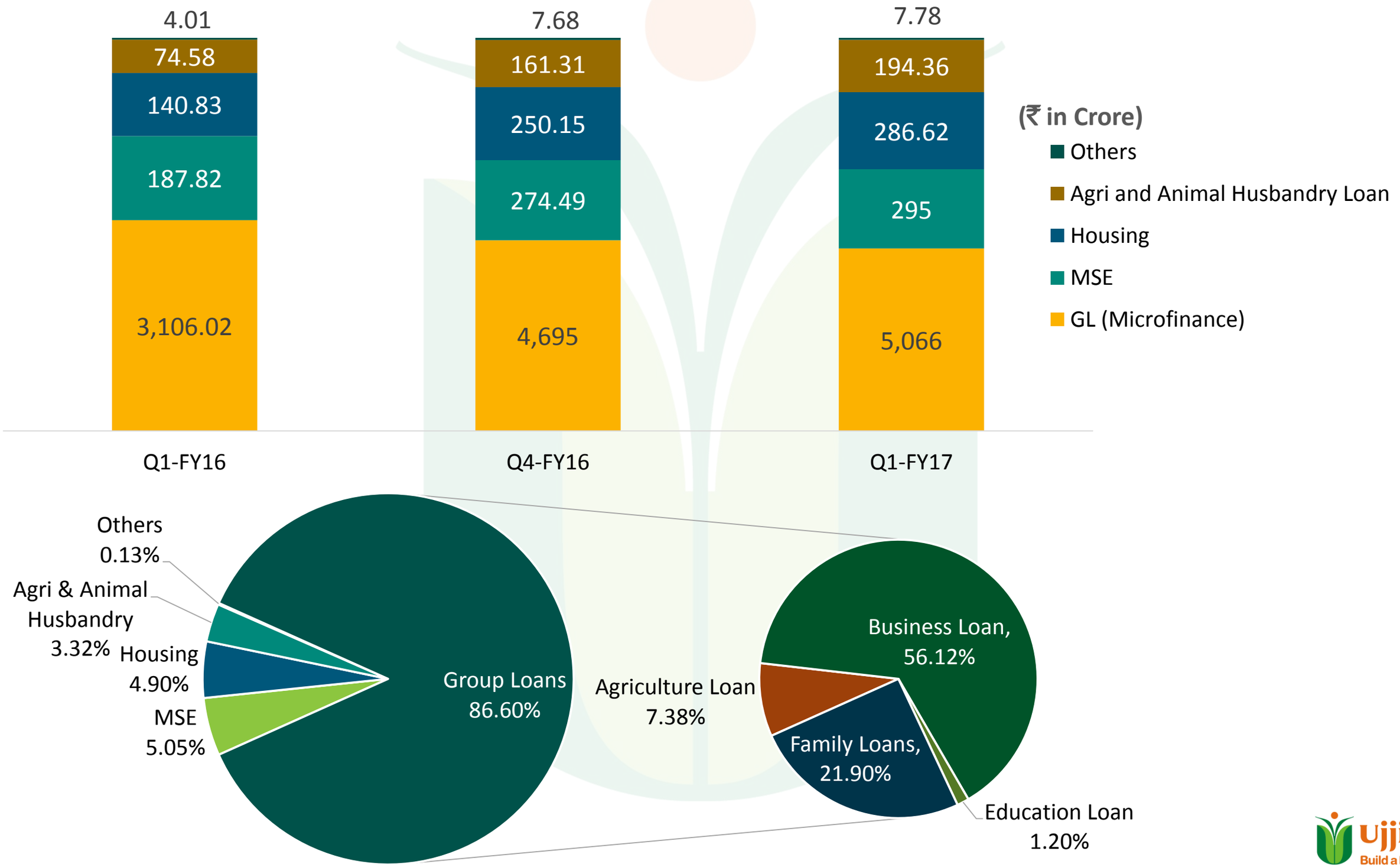


Number of Borrowers (in Lakh)



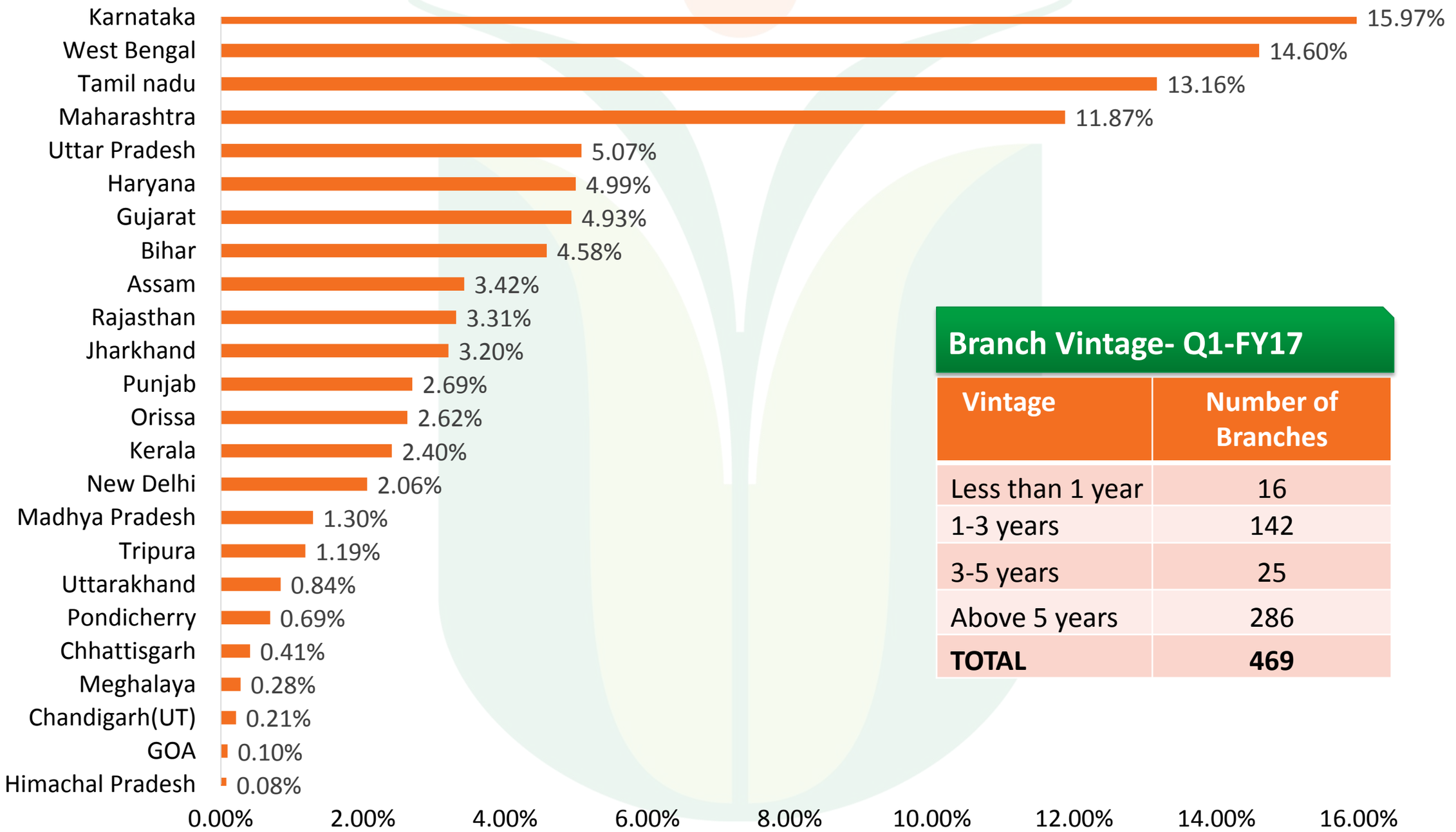
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Composition of Gross Loan Book



Branch Spread & Vintage

Portfolio Mix- Q1FY17



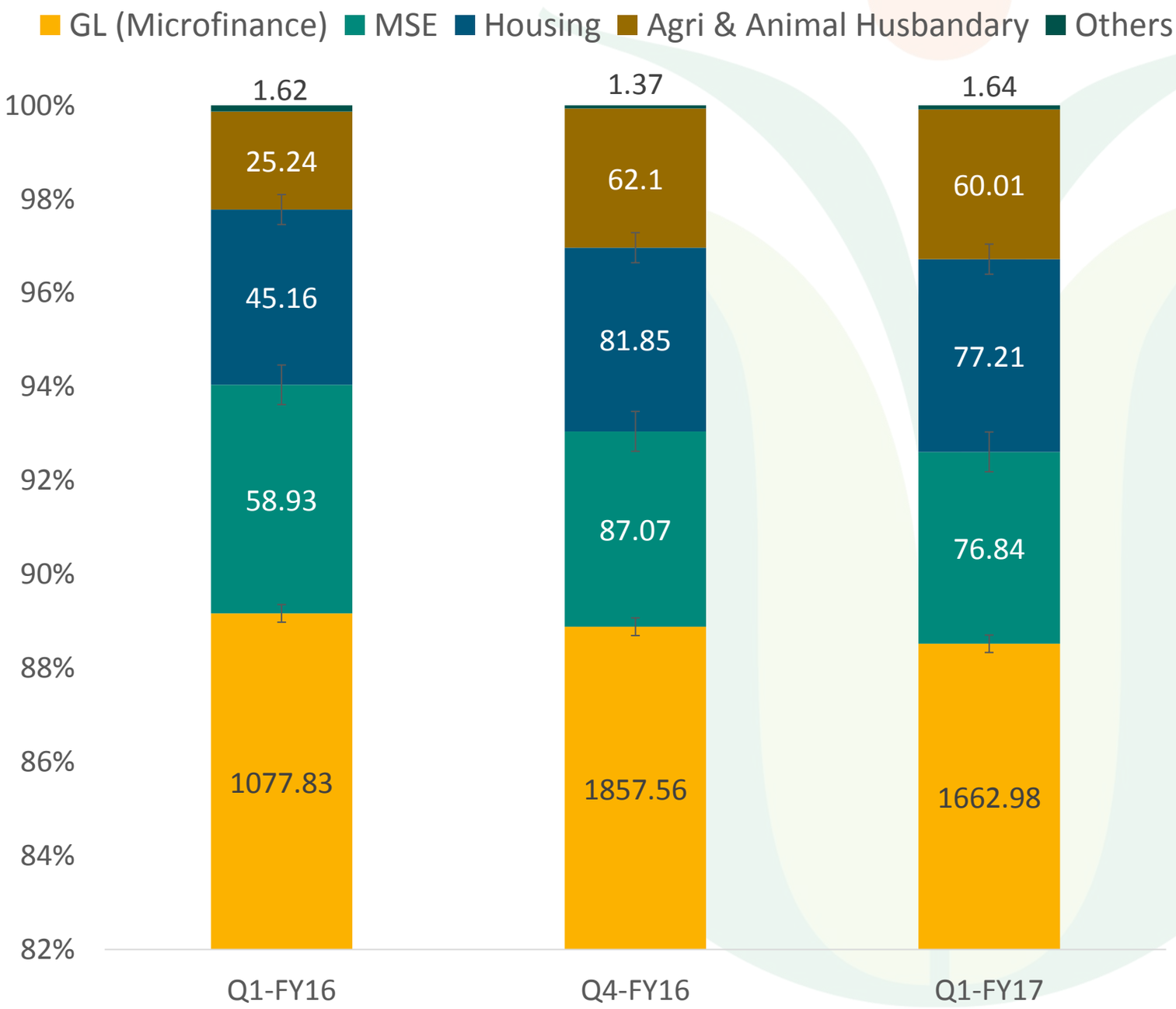
Branch Vintage- Q1-FY17

Vintage	Number of Branches
Less than 1 year	16
1-3 years	142
3-5 years	25
Above 5 years	286
TOTAL	**469**

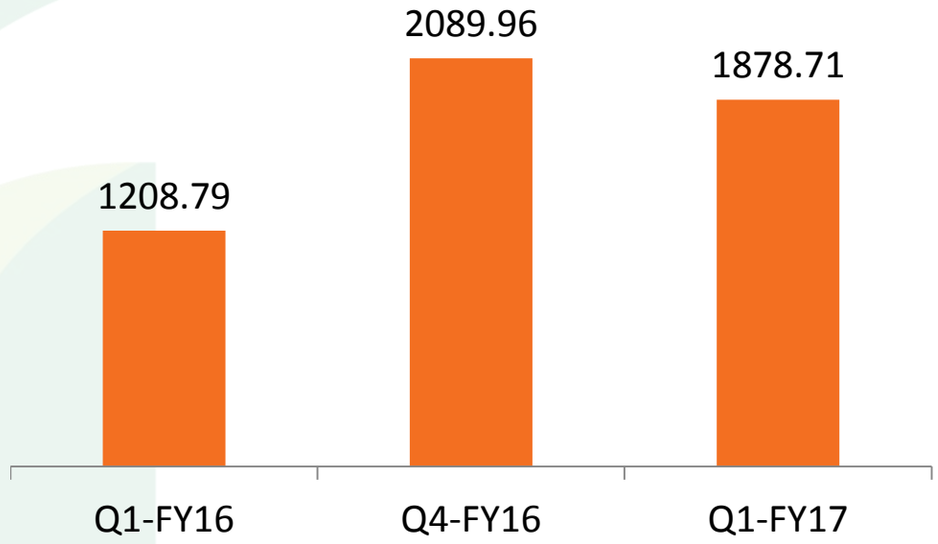
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Disbursement Spread & Avg Ticket Size

Product wise Disbursement (₹ in Crore) – Q1-FY17



Total Disbursements (₹ in crore)



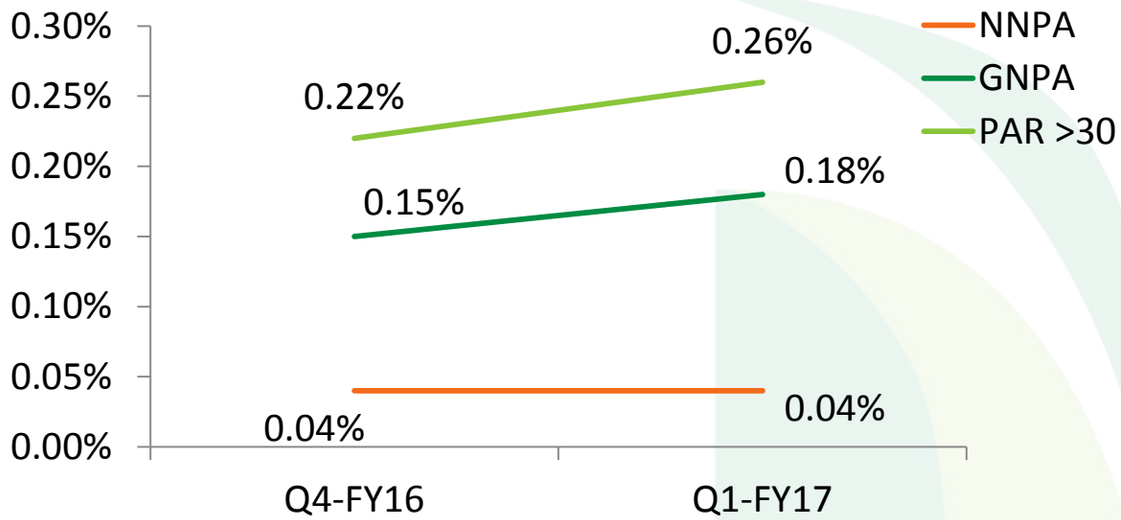
Average Ticket Size – Q1- FY17

Product	in ₹
GL (Microfinance)	23,049
MSE- Unsecured	65,087
MSE- Secured	3,72,910
Housing- Unsecured	66,687
Housing- Secured	3,18,311
Agri and Livestock Loan	57,132
Others	59,351

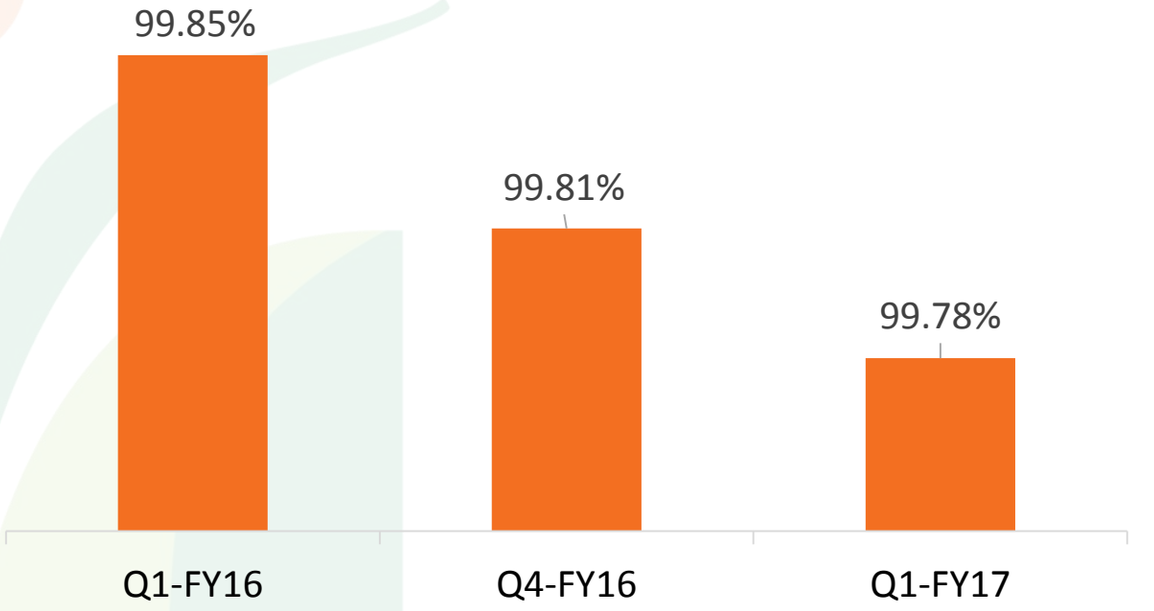
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Efficiency Parameters

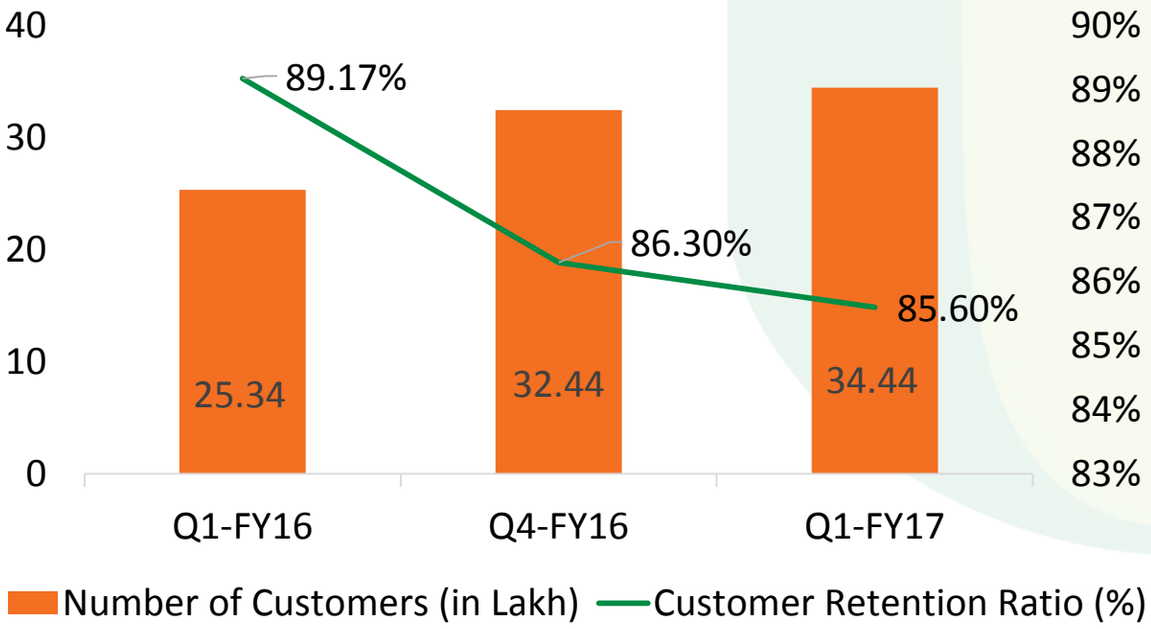
GNPA, NNPA & PAR>30



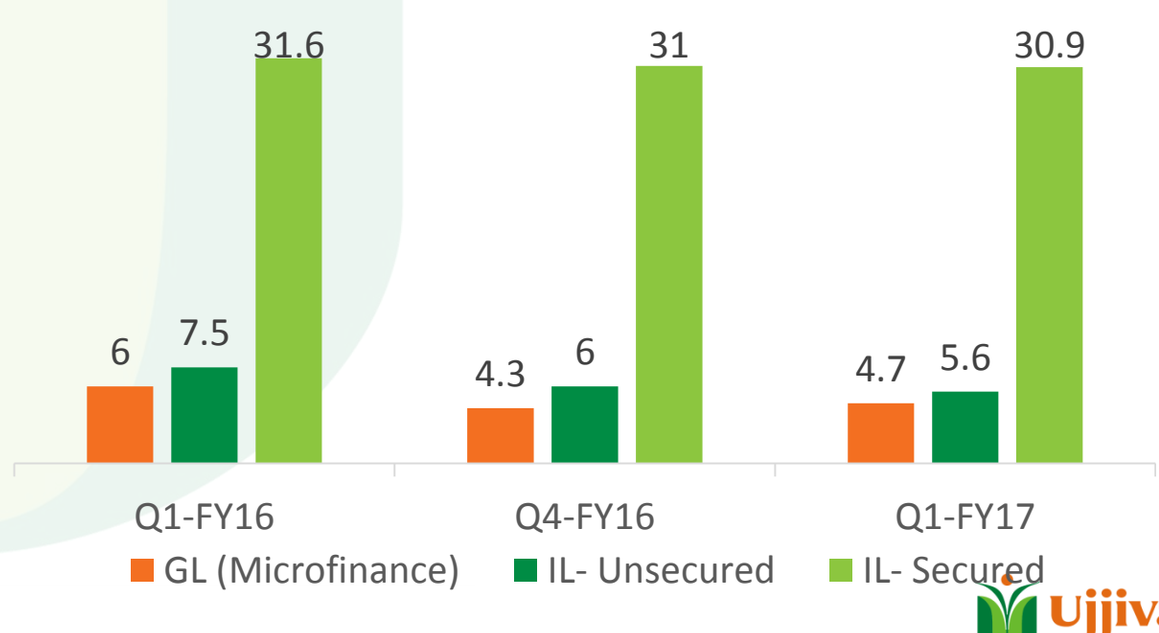
Cumulative Repayment Rate



Number of Customer & Customer Retention Ratio



Turn Around Time (TAT)



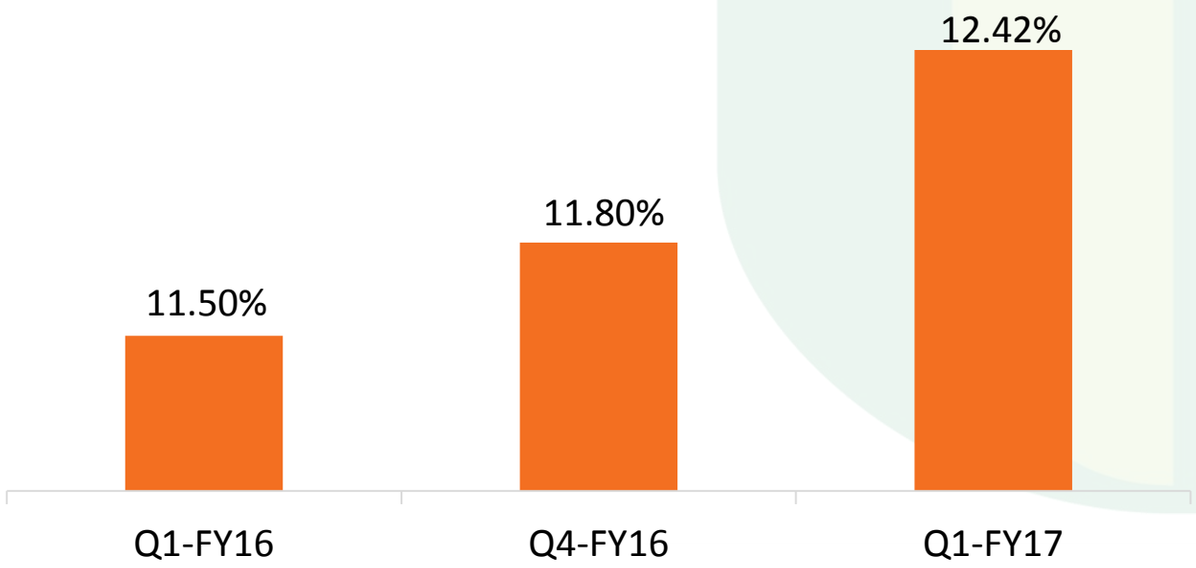
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Efficiency Parameters (Contd.)

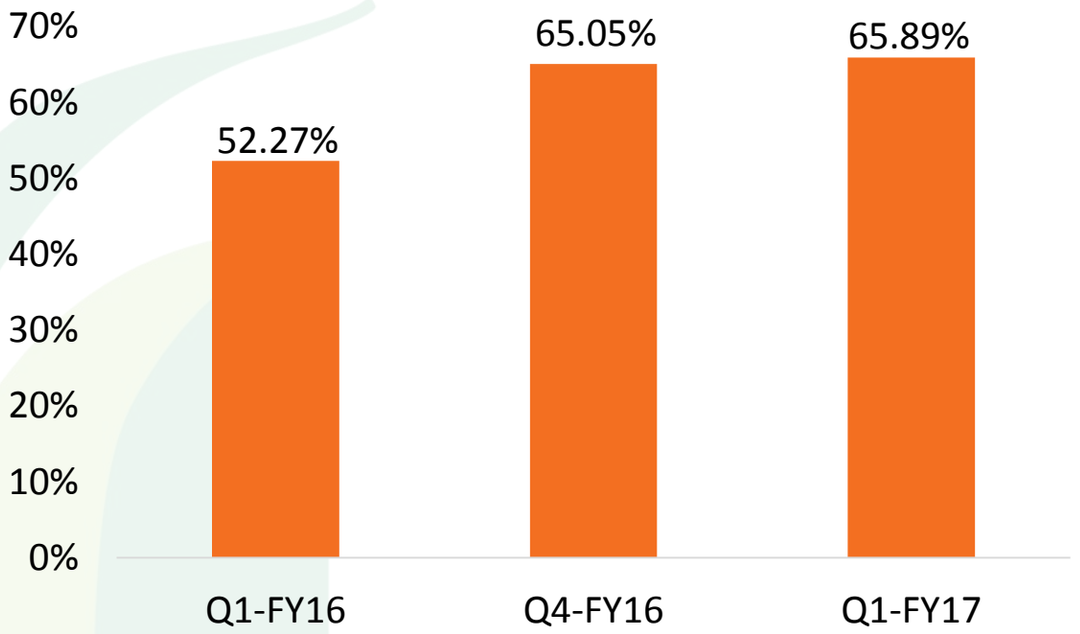
Rejection Rate & Key Reasons

Key Rejection Reasons	Percentage (%)
2 MFI Loans	62.33%
Overdue	7.03%
Income>60,000	12.14%
2 MFI Loans + Overdue & Income>60,000	0.73%
2MFI & Overdue	2.28%
2 MFI Loans & Income>60,000	15.31%
Overdue & Income >60,000	0.17%

Bureau Rejection Rate (%)



Cashless Disbursement (%)



AADHAAR

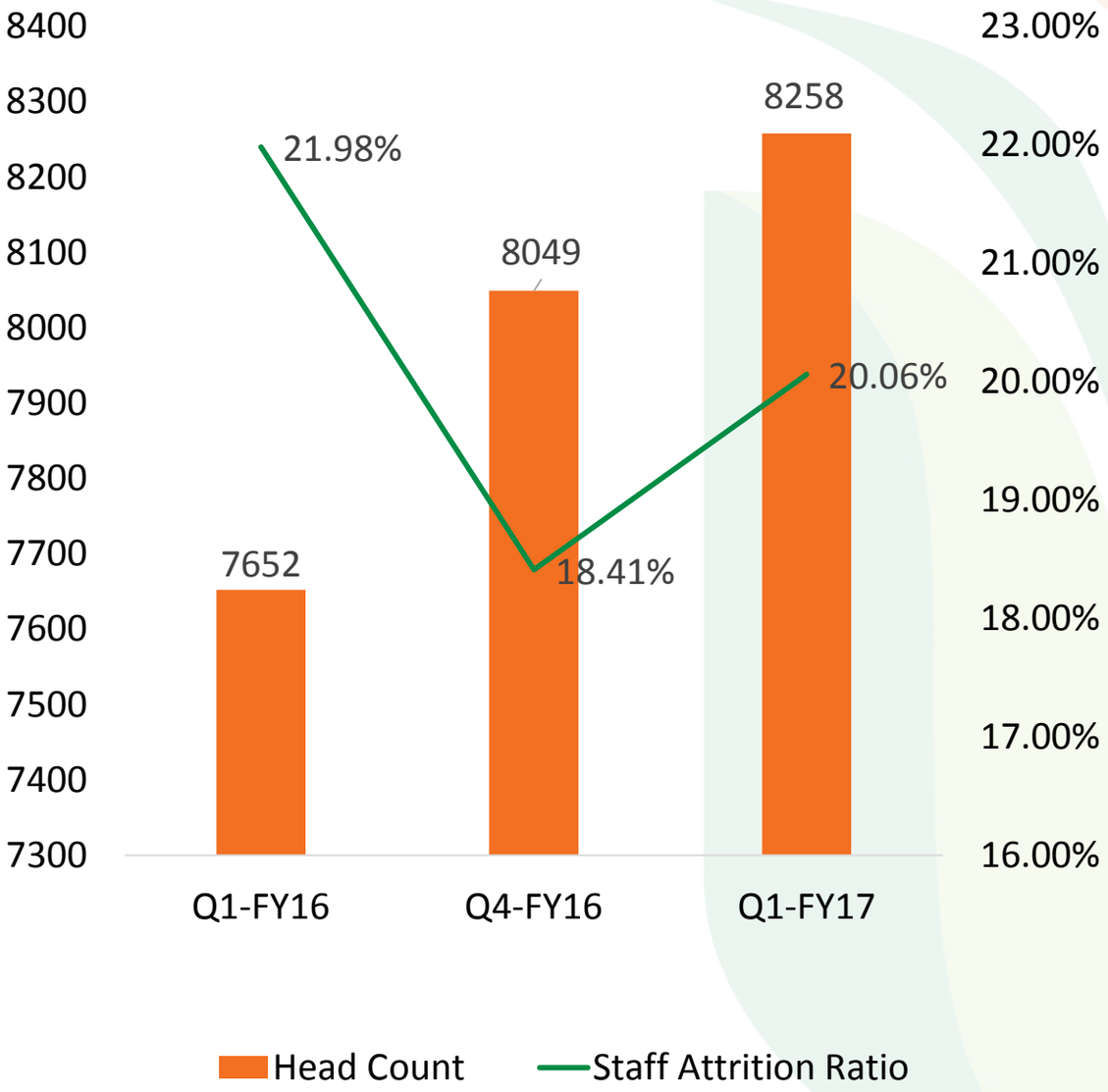
सत्यमेव जयते
Unique Identification Authority of India

77% Customers with Aadhar Card as on 15th July, 2016

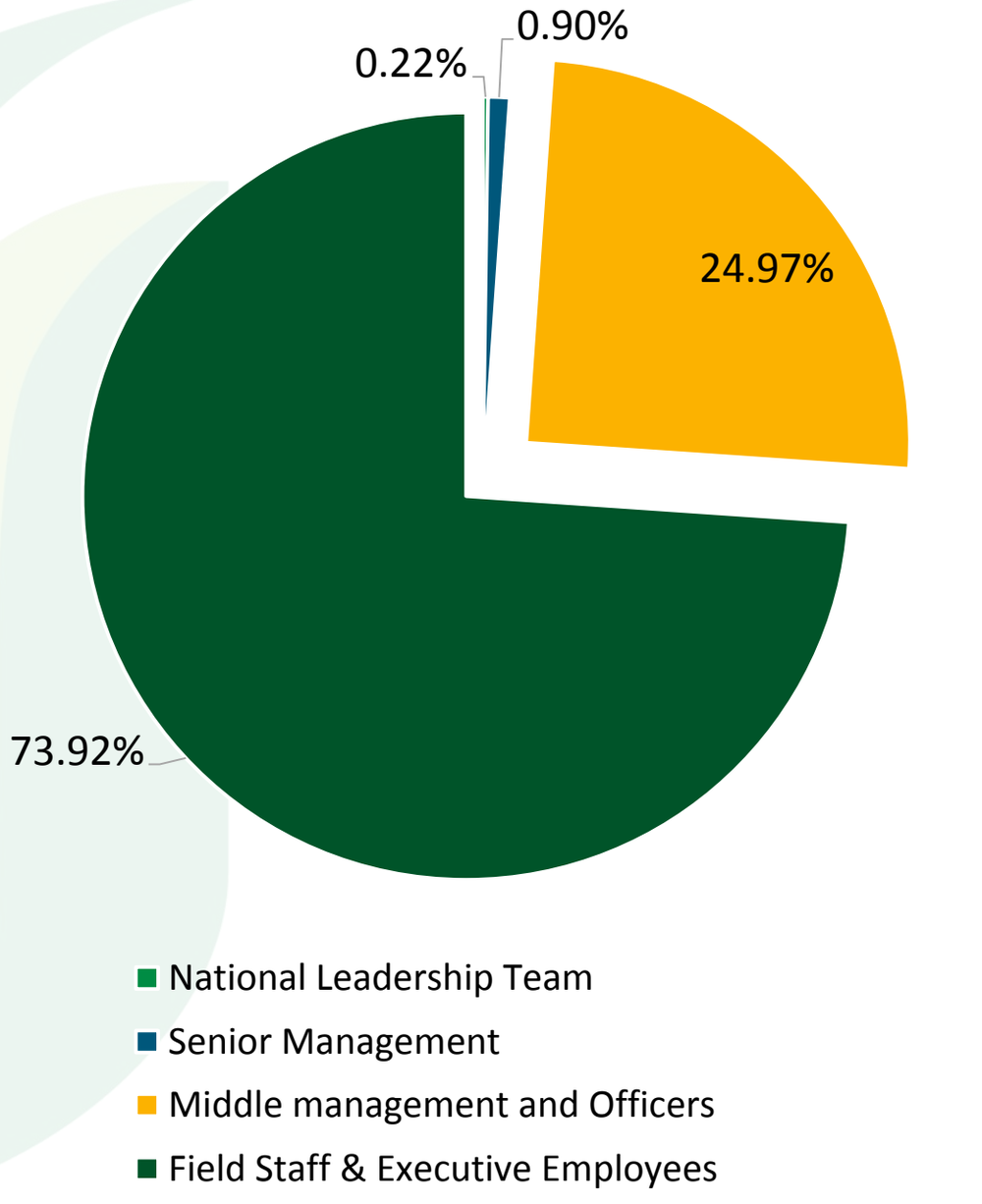
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Head Count Details

Headcount & Staff Attrition Ratio (%)



Head Count Bifurcation – June'16

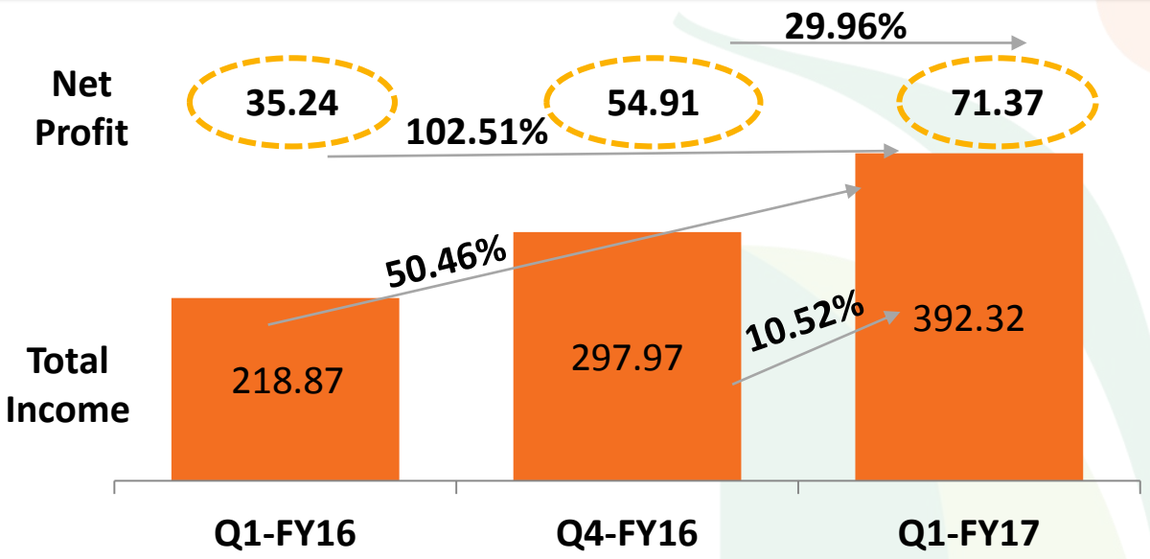


Financial Overview

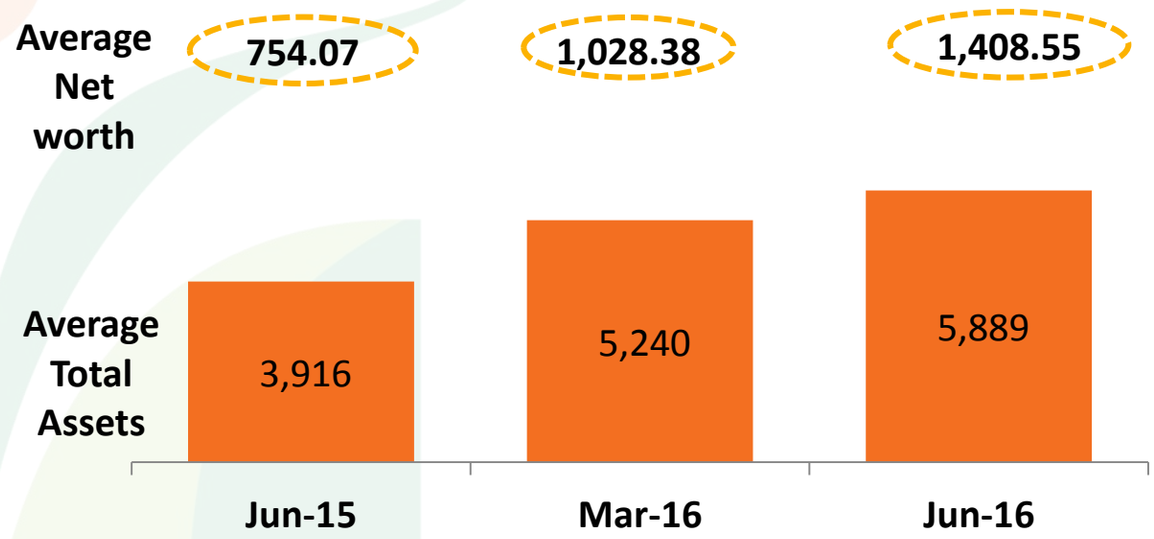
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Financial Overview

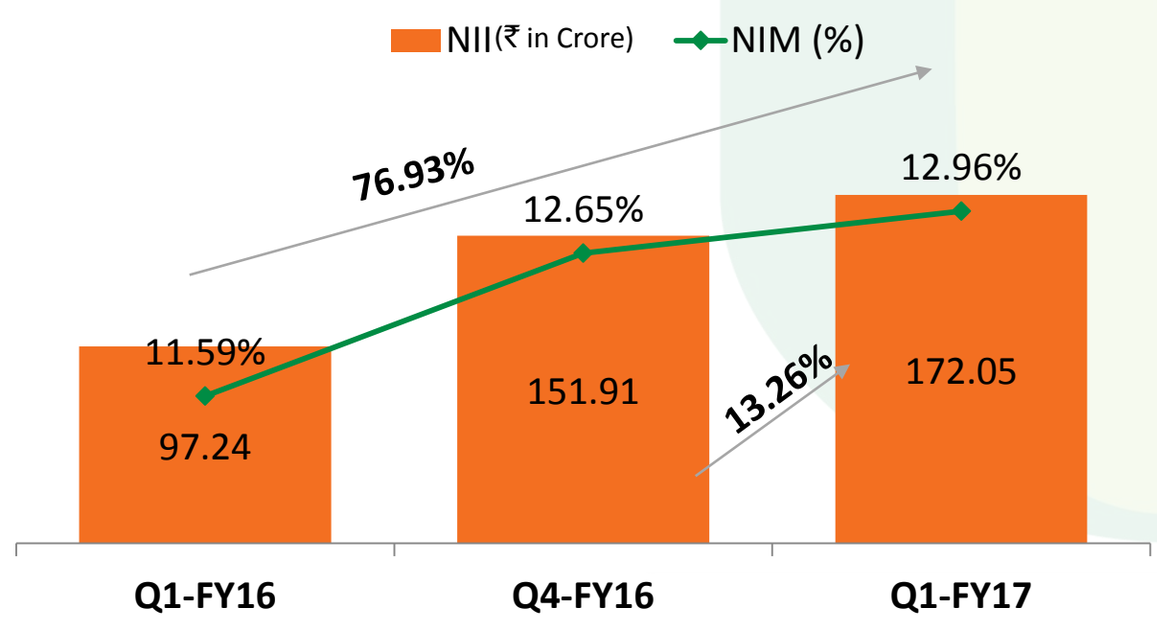
Total Income & Net Profit (₹ in crore)



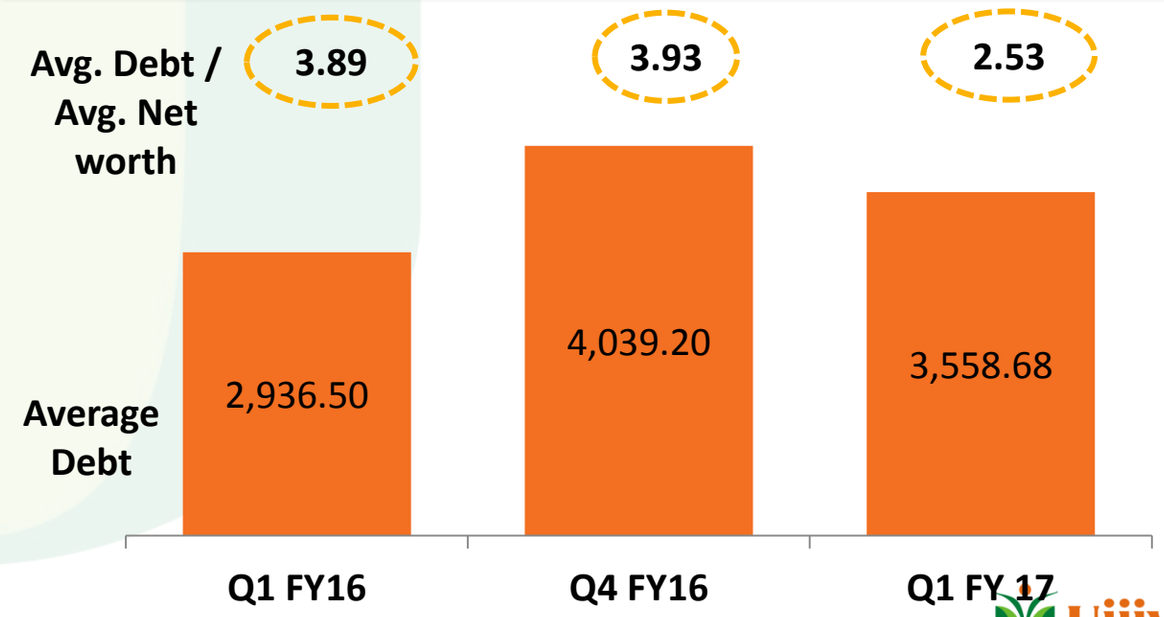
Average Total Assets and Net worth (₹ in crore)



NII & NIM



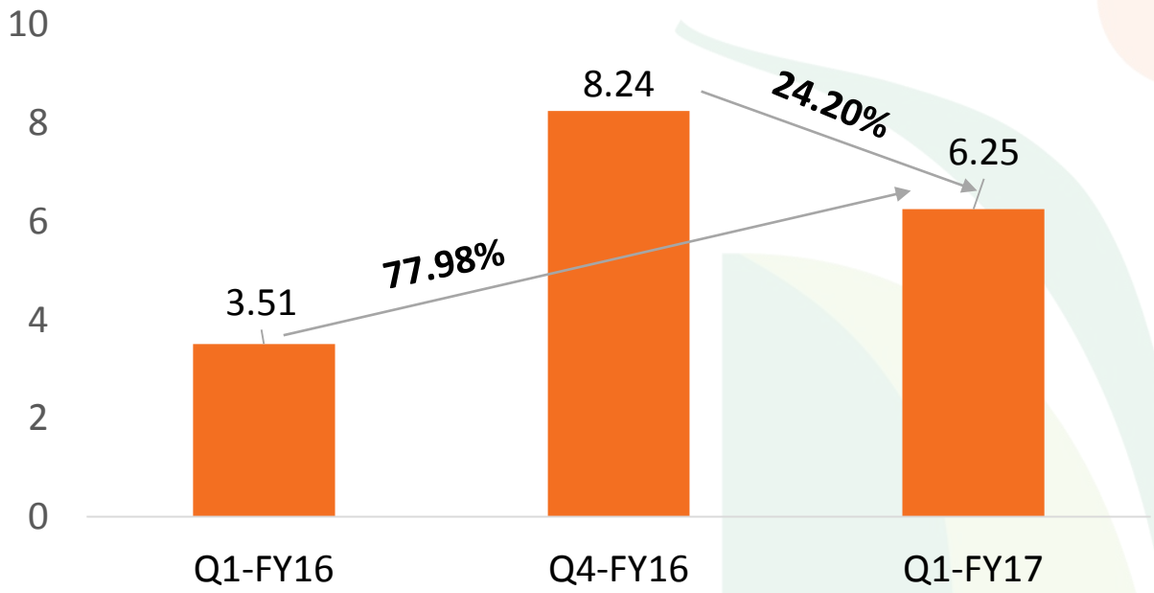
Average Debt (₹ in crore)



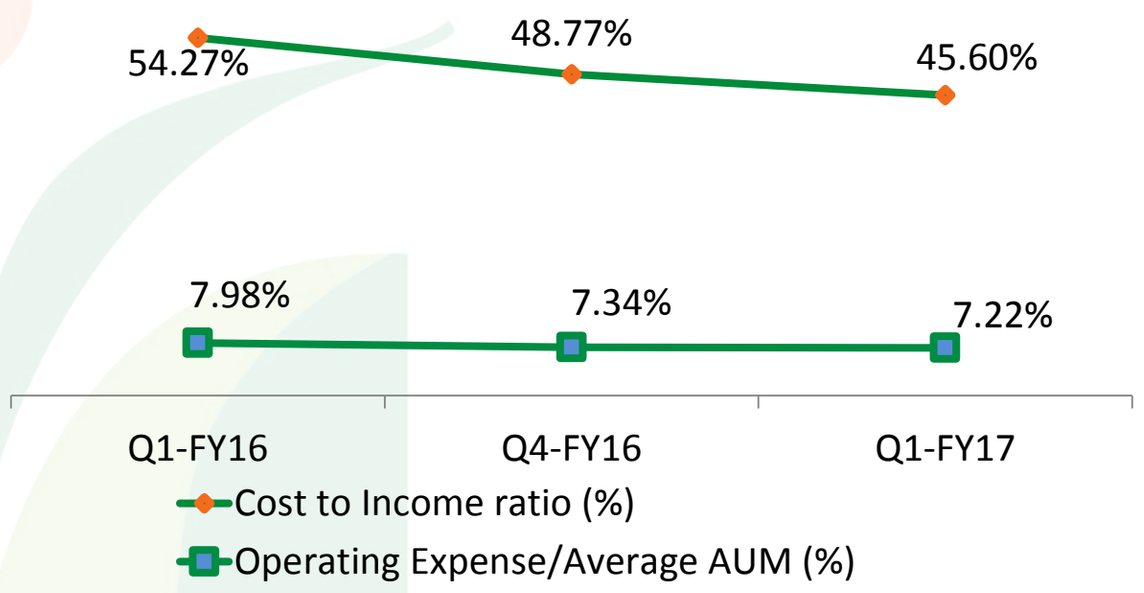
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Financial Overview (Contd.)

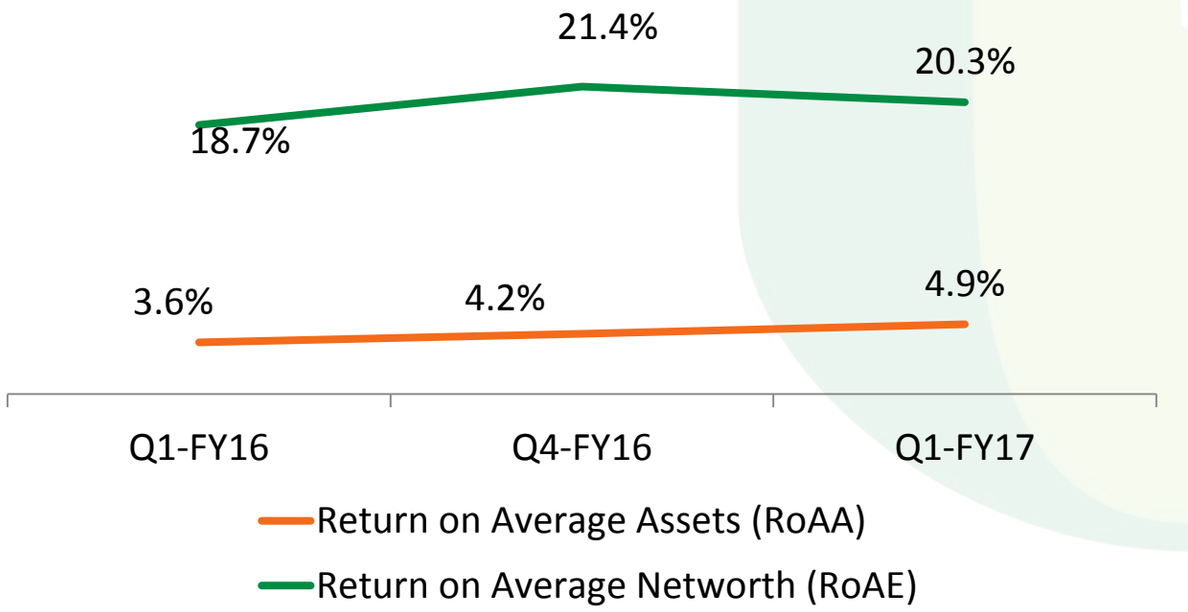
Credit Cost (₹ in crore)



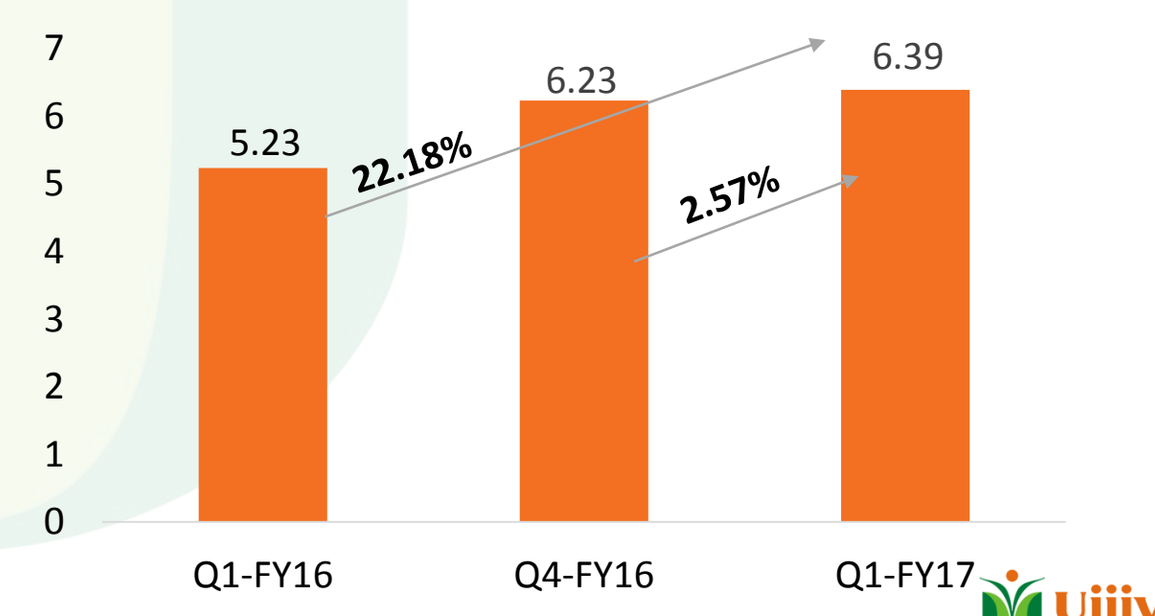
Operating Efficiency



RoAA & RoAE



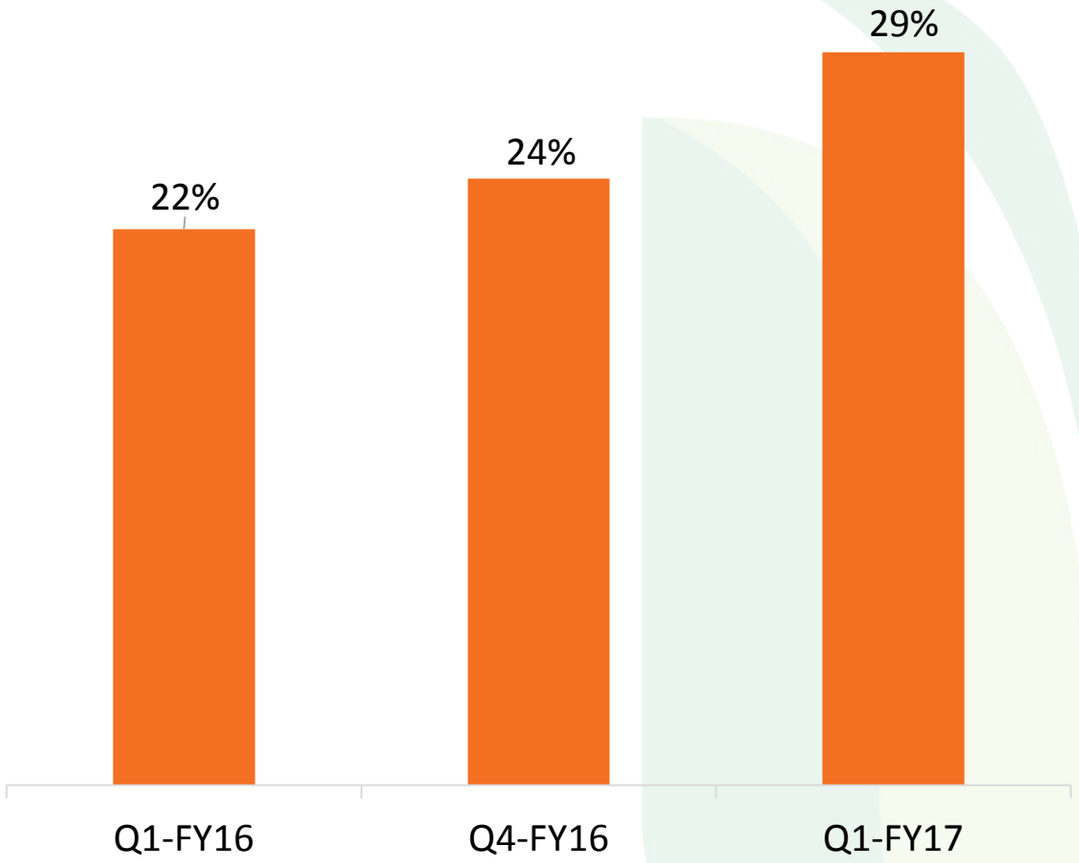
Earning Per Share



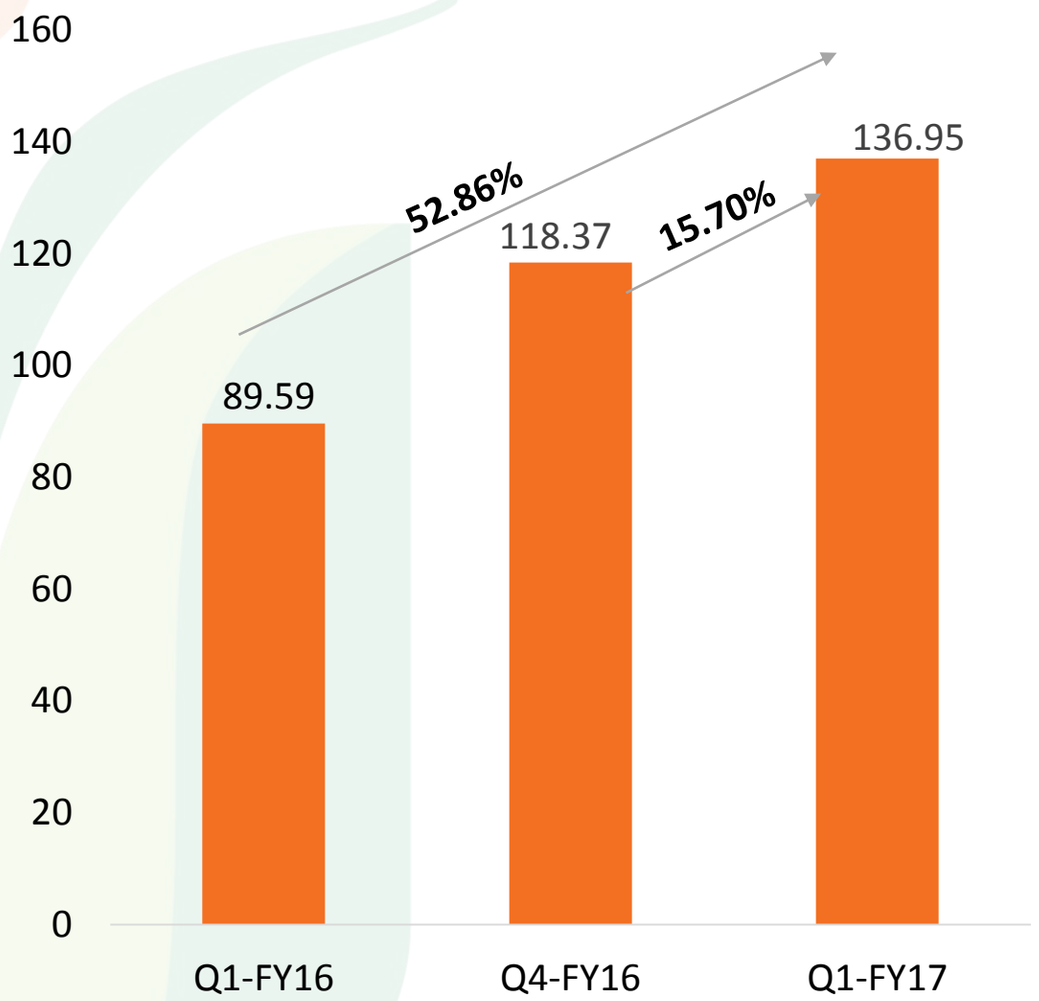
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Financial Overview (Contd.)

Capital Adequacy Ratio (%)



Book Value Per Share (in ₹)



Financials – Profit & Loss Statement

₹ in Crore

Particulars	Q1-FY17	Q1-FY16	YoY Growth (%)	Q4-2016	QoQ Growth (%)
Revenue from operations	321.68	207.85	54.77%	294.05	9.40%
Other income	7.63	11.02	-31.75%	3.92	94.60%
Total Income	**329.32**	**218.87**	**50.46%**	**297.97**	10.52%
Finance costs	120.40	96.22	25.14%	117.95	2.08%
Employee expenses	59.87	44.50	34.55%	53.79	11.30%
Other expenses	32.47	20.00	62.37%	31.59	2.76%
Depreciation	2.22	1.74	27.35%	2.09	6.12%
Provisions and write offs	6.25	3.51	77.98%	8.24	-24.20%
Total Expenses	**221.21**	**165.96**	**33.29%**	**213.66**	**3.53%**
Profit before tax	**108.11**	**52.91**	**104.33%**	**84.31**	**28.23%**
Current tax	40.30	19.80	103.54%	31.80	26.73%
Deferred tax	-3.56	-2.13	66.87%	-2.41	47.87%
Total tax expense	**36.74**	**17.67**	**107.96%**	**29.39**	**25.00%**
Profit after tax	**71.37**	**35.24**	**102.51%**	**54.91**	**29.96%**

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Financials – Balance Sheet

₹ in Crore

Particulars	Jun-16	Jun-15	YoY Growth (%)	Mar-16	QoQ Growth (%)
Share capital	118.24	86.13	37.28%	101.19	16.86%
Reserves and surplus	1,501.10	685.56	118.96%	1,096.57	36.89%
Borrowings	4,180.86	2,936.50	42.38%	4,338.00	-3.62%
Provisions	107.61	65.30	64.79%	75.78	42.01%
Other Liabilities	143.54	82.55	73.88%	115.79	23.90%
Total	**6,051.34**	**3,856.04**	**56.93%**	**5,727.32**	**5.66%**
Cash and cash equivalent	292.72	252.99	15.70%	491.27	-40.42%
Advances	5,557.48	3,490.39	59.22%	5,064.39	9.74%
Investments	0.10	0.10	0.00%	0.10	0.00%
Fixed & tangible assets	25.16	18.74	34.24%	24.18	4.05%
Other assets	175.89	93.82	87.47%	147.38	19.34%
Total	**6,051.34**	**3,856.04**	**56.93%**	5,727.32	**5.66%**

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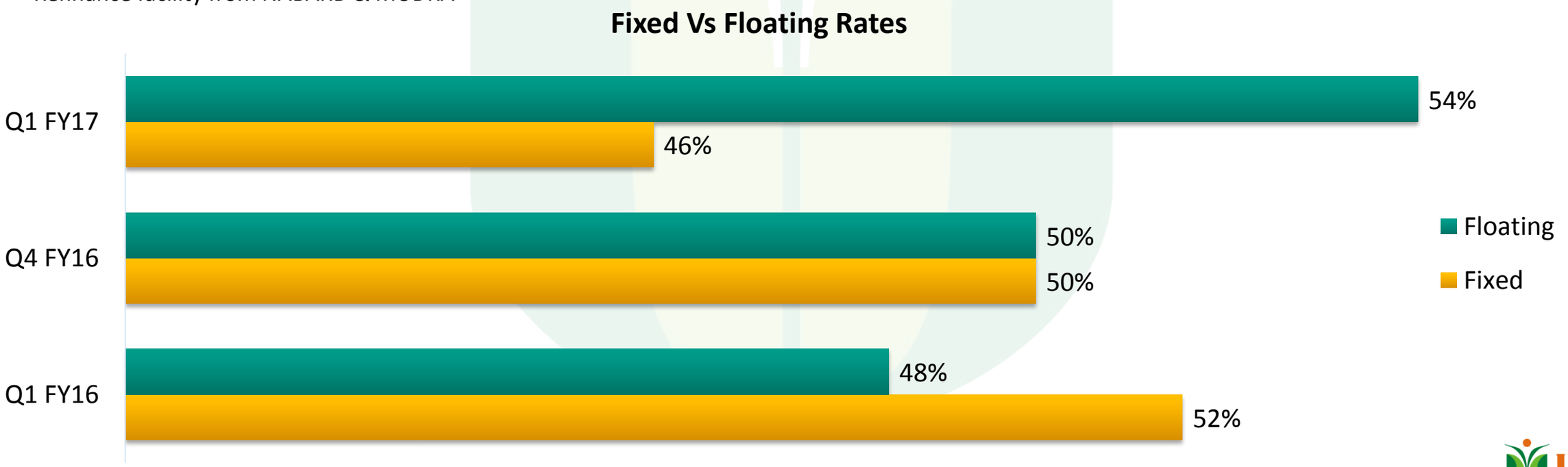
Borrowing Profile & Credit Rating

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Borrowing Mix

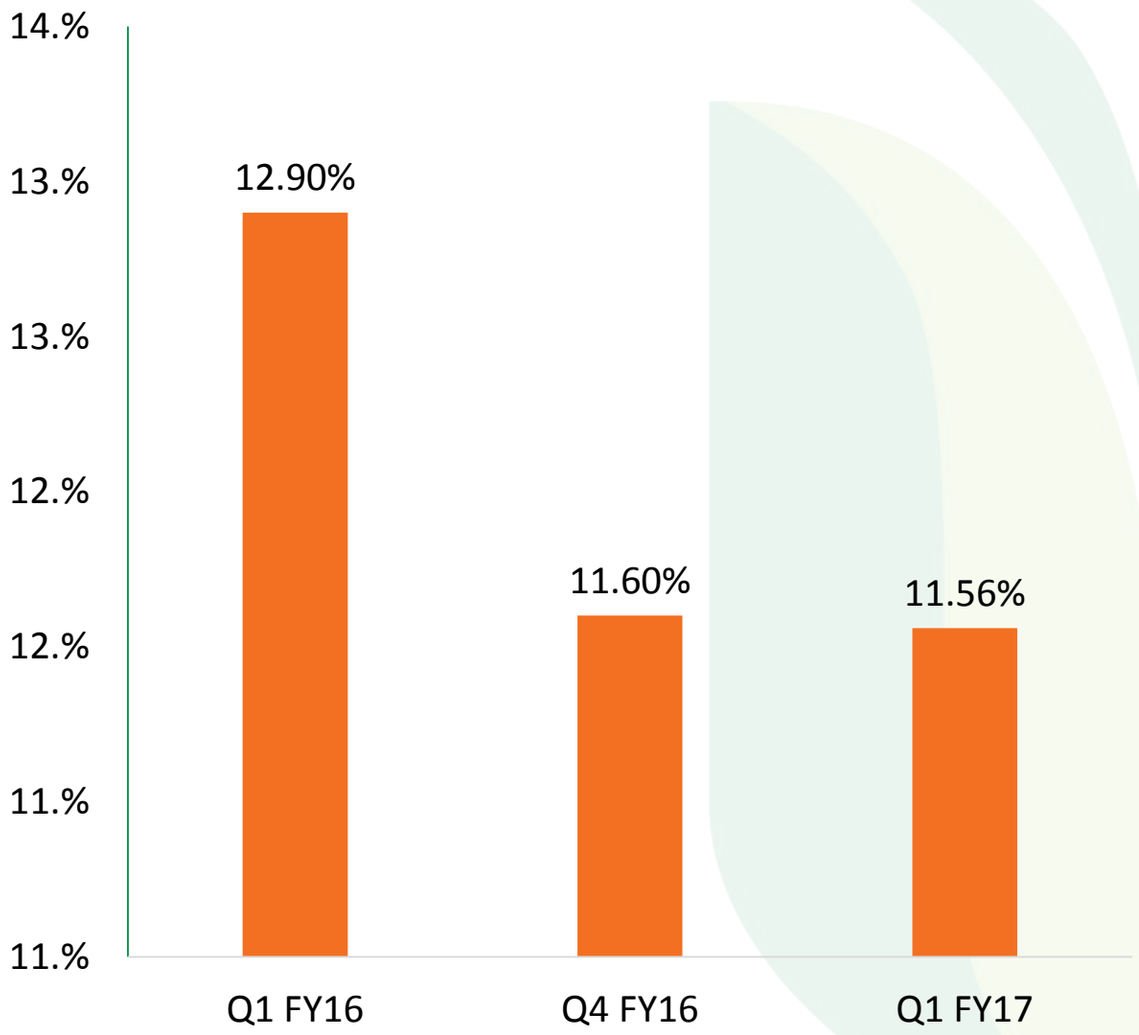
Borrowing Profile (Outstanding ₹ in crore)							
Sr No	Term Loans	As on Jun-16	% Mix	As on March-16	% Mix	As on Jun-15	% Mix
1	Term Loans,Cash Credit & Overdraft	3,268.37	73%	3,516.50	75%	2,438.53	79%
2	Refinance Facility*	235.00	5%	244.00	5%	100.00	3%
3	Securitization (*Off Balance Sheet*)	293.40	7%	324.21	7%	-	-
4	Non Convertible Debentures	527.50	12%	527.50	11%	498.00	16%
5	Sub Debt	50.00	1%	50.00	1%	50.00	2%
6	Commercial Paper	100.00	2%	-	-	-	-
	Total Outstanding Amount	**4,474.27**	**100%**	**4,662.21**	**100%**	**3,086.53**	**100%**

*Refinance facility from NABARD & MUDRA



Cost of Debt & Credit Ratings

Weighted Average Cost of Debt



Credit Ratings

Sr. No.	Particulars	Rating	Amount Rated
1	Term Loan Rating	CARE A+	₹4500 Crores
2	NCD Rating	ICRA A+	₹165.00 Crores
3	NCD Rating	CARE A+	₹400.00 Crores
4	Commercial Paper	CRISIL A1+	₹150.00 Crores
5	Commercial Paper	ICRA A1+	₹100.00 Crores

Awards & Accolades

This year, Ujjivan has once again emerged as a top Indian company across industries, among global giants including Google (1st Rank) and Amex (2nd Rank) by becoming the 3rd Best Place to Work in India as per the survey conducted by the Great Place to Work Institute in coordination with the Economic Times.



#3
IN INDIA
&
PROUD

India's Best Companies To Work For 2016
A STUDY BY
THE ECONOMIC TIMES
GREAT PLACE TO WORK

Among the Top 3 Companies to Work for in India

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Thank you!

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