

Press Release

Gross Advances up 46% Y-o-Y; NII up by 52% Y-o-Y; **Net Profit up 98% Y-o-Y***

Asset quality stable; GNPA at 0.9% vs. 1.4% in Q3FY19

Bengaluru, January 22, 2020: Ujjivan Small Finance Bank Ltd. [BSE: 542904; NSE: UJJIVANSFB], today announced its financial performance for the quarter ended December 31, 2019.

Summary of Ujjivan Small Finance Bank Business Performance – Q3 FY 2019-20:

- ❖ Gross Advances at ₹13,617 crore; growth of 46% over Q3FY19
- ❖ Non-MicroBanking* portfolio now contributes 22% to the portfolio against 14% Q3FY19
- ❖ Disbursement for Q3FY20 at ₹3,403 crore; an increase of 18% over Q3FY19
- ❖ Secured portfolio constitutes 21% to the portfolio compared to 16% in Q3FY19
- ❖ GNPA at 0.9% and NNPA at 0.4% in Q3FY20 against 1.4% and 0.3% respectively in Q3FY19; write-off of ₹12 crore in Q3FY20
- ❖ Deposit base at ₹10,656 crore in Q3FY20 covering 78% of total advances against 58% in Q3FY19
- ❖ Retail deposits at 43% to total deposits vs. 36% in Q3FY19; CASA ratio at 12% vs. 10% in Q3FY19
- ❖ Net Profit of ₹90 crore in Q3FY20 against ₹45 crore in Q3FY19
- ❖ Net Interest Income of ₹427 crore in Q3FY20, an increase of 52% over Q3FY19
- ❖ Net Interest Margin at 10.9% in Q3FY20, against 11.0% in Q3FY19
- ❖ Cost to Income ratio at 71.3% in Q3FY20 vs. 77.8% in Q3FY19
- ❖ ROA/ ROE for Q3FY20 at 2.1%/ 14% vs. 1.7%/ 10.4% Y-o-Y

Summary of Ujjivan Small Finance Bank Business Performance – 9M FY 2019-20:

- ❖ Disbursement for 9MFY20 at ₹9,967 crore up 35% Y-o-Y
- ❖ Net Profit of ₹277 crore in 9MFY20 up 104% Y-o-Y
- ❖ Net Interest Income of ₹1,167 crore in 9MFY20, against ₹787 crore in 9MFY19
- ❖ Net Interest Margin at 10.7% in 9MFY20, against 10.8% in 9MFY19
- ❖ Cost to Income ratio decreased to at 68.5% in 9MFY20 from 75.8% in 9MFY19
- ❖ ROA/ ROE for 9MFY20 at 2.4%/ 15% vs. 1.8%/ 10.6% for 9MFY19

Mr. Nitin Chugh, MD & CEO, Ujjivan Small Finance Bank said, “Ujjivan Small Finance Bank complied with the Small Finance Bank licensing requirement of listing by end-Jan’20. Our IPO was well received by the markets and was 101 times subscribed making it the most successful IPO of 2019. Coming to the Q3 performance, it was remarkable in various aspects: (a) we maintained good asset quality despite market challenges, (b) increased digital transactions, and (c) continued to reduce TAT in our various asset businesses. Disbursement and book growth in Q3 is healthy and in line with our deliberate strategy to moderate customer acquisition in select pockets and focus on existing customers. However, NII growth, stable NIM, and lower cost of funds led to net profit growing 98% Y-o-Y to Rs 90 crores. We remain focussed on building a technology led Mass Market Retail Bank with focus on differentiated digital and service experience and financial inclusion covering the under-served and unserved. “

About Ujjivan Small Finance Bank Limited:

Ujjivan Small Finance Bank Limited is a small finance bank licensed under Section 22 (1) of the Banking Regulation Act, 1949 to carry on the business of small finance bank in India.

Ujjivan Small Finance Bank serves over 51.0 lakh customers through 574 branches and 17,783 employees spread across 244 districts and 24 states and union territories in India. Gross Loan Book stands at ₹13,617 crore with a deposit base of ₹10,656 crore as of December 31, 2019.

Ujjivan Small Finance Bank's CSR activities focus on disaster relief, health and hygiene, cleanliness, environment and community development programs. The Bank has initiated cleanliness drive around 100 meters of its select branches under "Swachh Neighbourhood" project. It has undertaken disaster relief activities for the cyclone and flood affected communities in the states of Odisha, Karnataka, Tamil Nadu, Maharashtra, Gujarat, and Assam. The Bank is also planning to undertake community development programs by partnering with NGOs.

Web: www.ujjivansfb.in Twitter: [@UjjivanSFB](https://twitter.com/UjjivanSFB)

Safe Harbour:

Some of the statements in this document that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

For further information, please contact:

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