Q1FY25 INVESTOR PRESENTATION



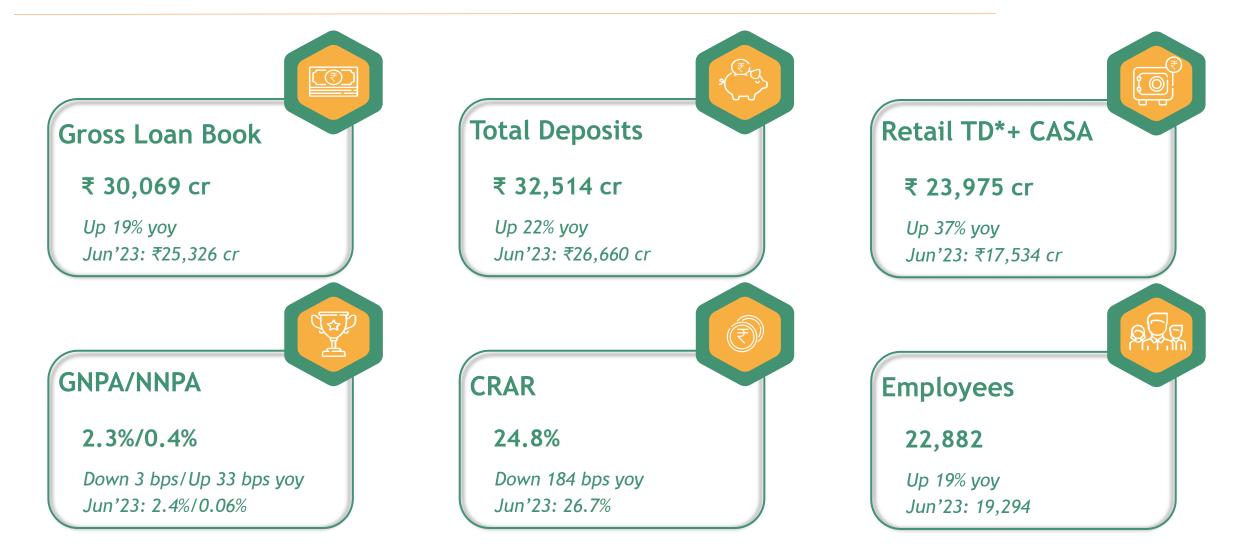
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KEY HIGHLIGHTS - Q1FY25 (1/2)

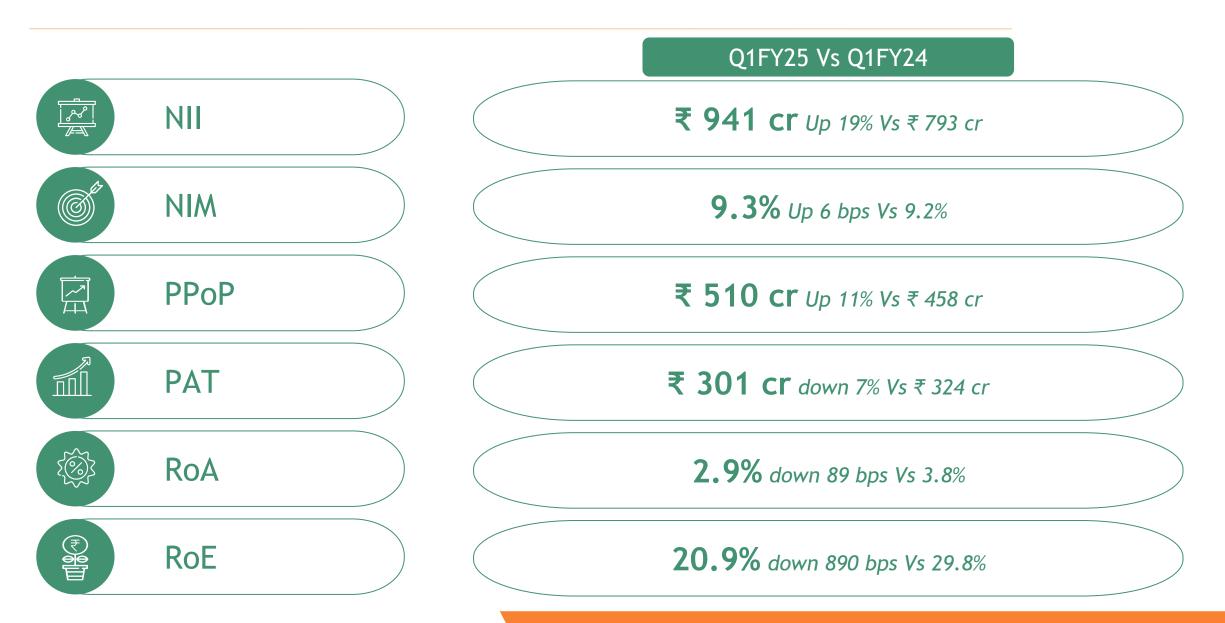




* Note: Retail TD are TDs below ₹ 3 Crs; ** Floating provision of ₹250 Cr (NPA provision: ₹ 120 cr; Other provision: ₹ 100 cr; Tier-II Capital: ₹ 30 cr) continues to be on the books which can be utilized for making specific provisions in future during extraordinary circumstances, with prior approval from the RBI (as & when required); *** All NPA and gross loan book data in this document 3 (except in Financial Overview section) are without adjusting for IBPC & Securitization book

KEY HIGHLIGHTS - Q1FY25 (2/2)

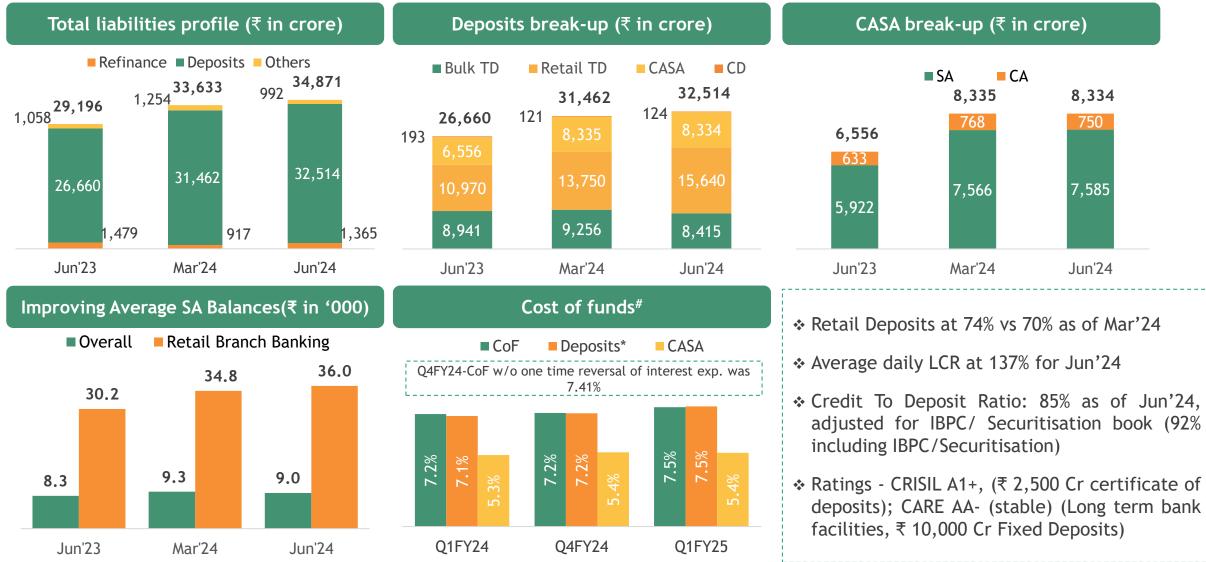






Liabilities: Driving Retail Deposit Base

HEALTHY DEPOSIT GROWTH WITH RETAIL AT FOREFRONT



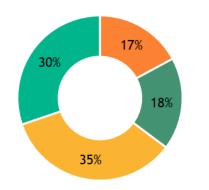
[^] TD: Term Deposits, CASA: Current Account, Savings Account; *Cost of Blended Deposits - TD + CA+ SA; # On Book + off Book 6

WELL-DIVERSIFIED DEPOSIT MIX

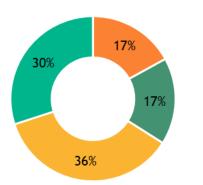


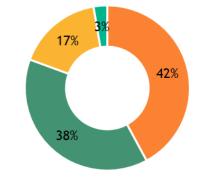
Branch classification wise deposit mix

Segment wise deposit mix

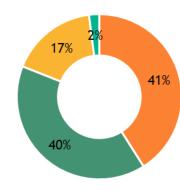


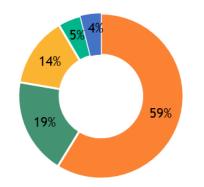
East West North South



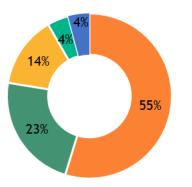


Metropolitan Urban Semi Urban Rural





Individuals = Banks = Corporate = Govt. = TASC

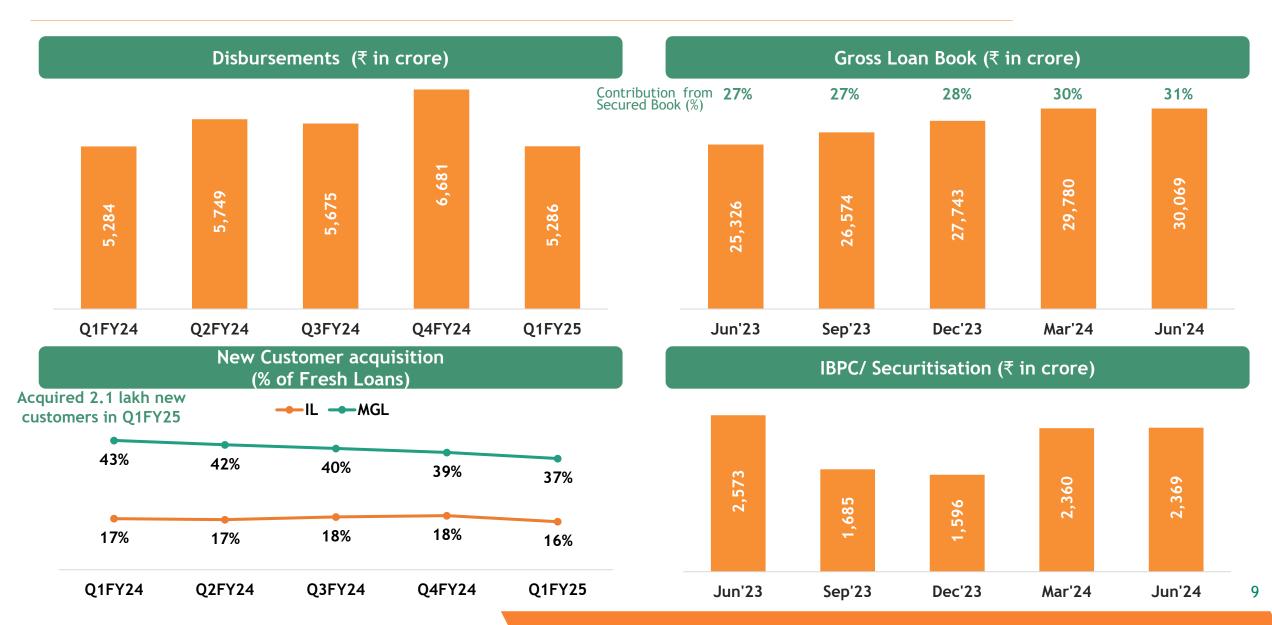


Deposits from individual continues to grow with our focus on building granular deposit base, with concentration below 15% in each state



Assets: Well-diversified growth with new customer acquisition

GROSS LOAN BOOK AND DISBURSEMENT TREND



GROSS ADVANCES - YOY GROWTH



Gross Loan Book - Segment wise (₹ in crore) MGL MSME ■ AH* FIG Others 30,069 29,780 920 902 1,800 1,731 25,326 614 1,218 5,199 4,924 3,671 1,415 16,009 15,768 14,819 Jun'24 Jun'23 Mar'24 IL- Individual Loans MGL- Micro Group Loans MSME- Micro Small & Medium Enterprise AH- Affordable Housing (Including M-LAP) FIG- Financial Institution Groups

^Includes Vehicle loan, Gold Loan, Staff Loan, OD-FD, KPC & others

Product	% Gross Loan Book	Growth YoY	Growth QoQ
Micro Group Loans	52%	6%	(2)%
Individual Loans	17%	42%	3%
MSME	5%	(6)%	0%
Affordable Housing*	17%	42%	6%
FIG Lending	6%	48%	4%
Others^	3%	50%	2%
Total	100%	19%	1%

DISBURSEMENT, YIELD AND AVERAGE TICKET SIZE

Pı	roduct wise	Disburseme	ent (₹ in c	rore)
MGL I	L MSME	■AH*	■ FIG	Others [^]
		6,681		
		346		
		546		
5,284		730		5,286
416		128		417
320				400
418 24		1,219		445
872				130
072				942
		3,712		
3,235		3,712		2,952
Q1FY24		Q4FY24	_	Q1FY25

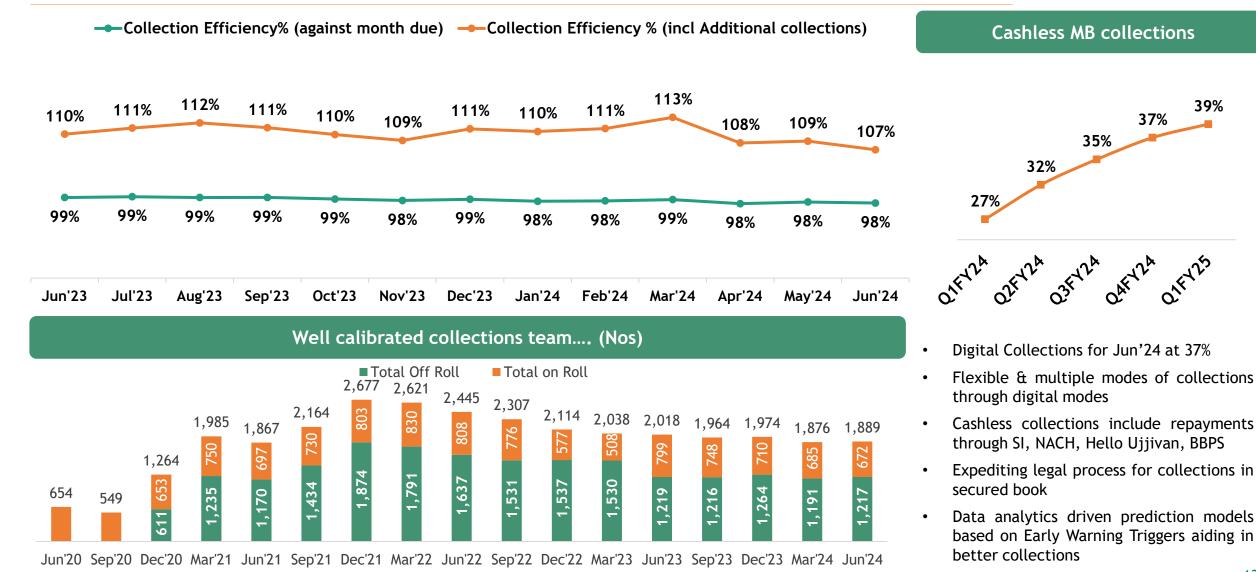
Yield (%) - Segment wise					
→MGL+IL →Overal 21.8%	1	•	AP) 2.3%		
19.1%	19.3%	19	9.1%		
12.8%	12.7%	12	2.6%		
12.2%	12.1%	1	1.7%		
Q1FY24	Q4FY24	Q1	FY25		
Averag	e Ticket Size	e (₹)			
Product	Q1FY24	Q4FY24	Q1FY25		
Micro Group Loans	53,965	57,578	56,490		
Individual Loan	1,30,139	1,35,937	1,26,965		
MSME (ex-fintech)	34.4 lakhs	48.0 lakhs	55.7 lakhs		
Affordable Housing (Ex- Micro-LAP)	13.4 lakhs	14.2 lakhs	13.7 lakhs		

^Includes Vehicle loan, Gold Loan, Staff Loan, OD-FD, KPC & others * Includes Micro-LAP



ASSET QUALITY

HEALTHY COLLECTIONS DESPITE RISING STRESS



Note: Collection efficiency - collections for the period against dues for the period. It does not include pre-closures and any advance or future payments

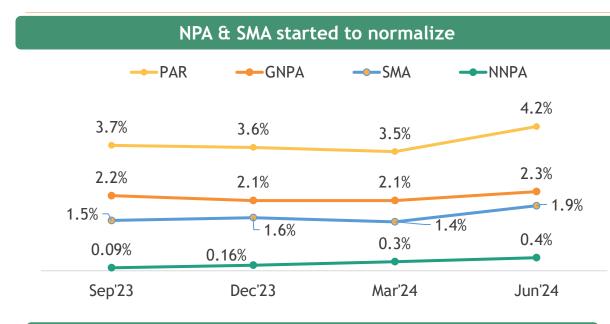
39%

COLLECTION EFFICIENCY

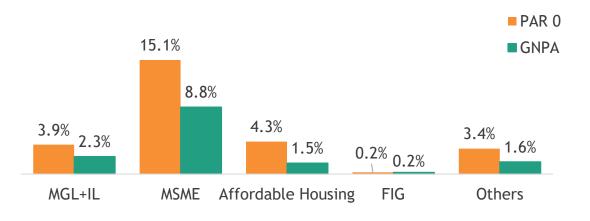


₹ Crore		Apr	'24			May'	24			Jun	24	
Verticals	Due	Collection	%	Additional Collection	Due	Collection	%	Additional Collection	Due	Collection	%	Additional Collection
MGL+IL	1,588.1	1,557.1*	98 %	111.5	1,619.0	1,589.1*	98 %	126.2	1,623.6	1,587.8*	98 %	116.3
Affordable Housing	69.0	66.4	96 %	53.4	71.4	69.8	98 %	47.7	73.0	71.3	98 %	43.9
MSME	22.9	20.3	89%	21.3	23.0	20.7	90%	17.7	23.2	20.6	89 %	16.3
FIG Lending	89.8	89.8	100%	0.0	97.5	97.5	100%	0.0	185.1	185.1	100%	0.0
Others	16.6	14.9	90%	2.0	18.9	16.0	85%	2.0	17.8	15.8	89 %	1.5
Total	1,786.2	1,748.5	98 %	188.3	1,829.9	1,793.2	98 %	193.6	1,922.6	1,880.6	98 %	178.0

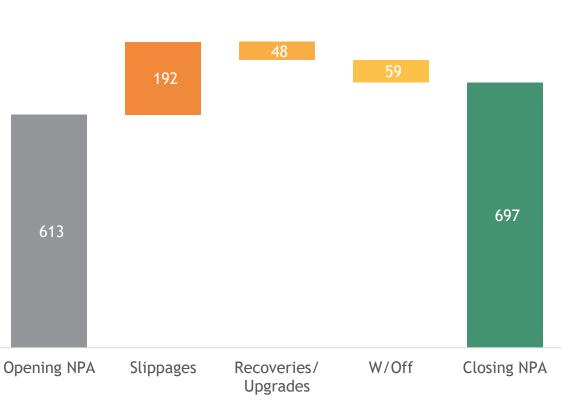
CONSISTENT COLLECTIONS MAINTAINING ASSET QUALITY



PAR 0 and GNPA (segment wise)

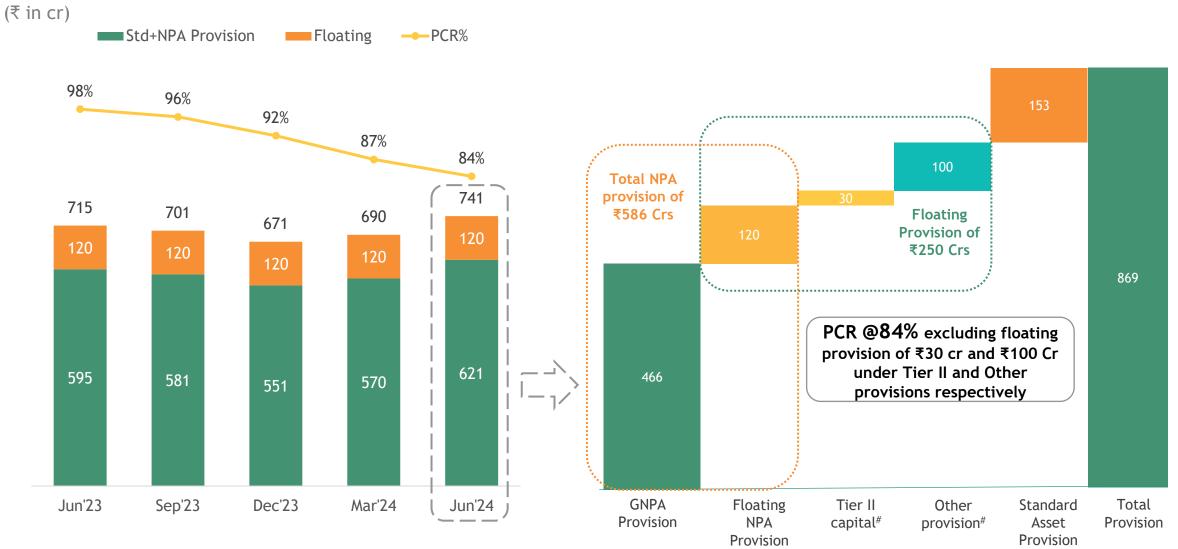


YTD NPA Movement Table[#]



[#] Excluding IBPC/Securitisation ¹⁵

HEALTHY FLOATING PROVISION COVER



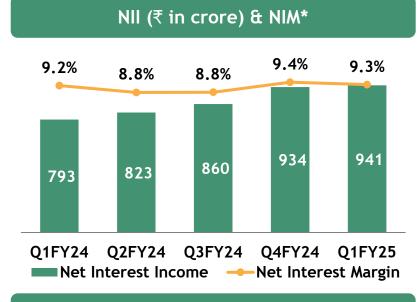
Floating provision of ₹250 Cr continues to be on books & can be utilized for making specific provisions in future during extraordinary circumstances, with prior approval from the RBI ₹ 30 Cr was moved to Tier II capital in Jun'22 while ₹ 60 Cr, ₹ 10 Cr and ₹ 30 Cr were moved to other provision in Sep'22, Dec'22 and Mar'23 respectively



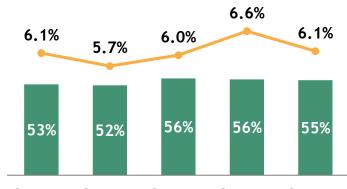
Financial Overview

FINANCIAL OVERVIEW





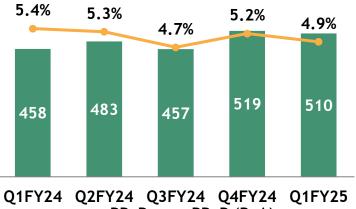
Cost to Income Ratio & Operating Expenses/ Average Assets (%)



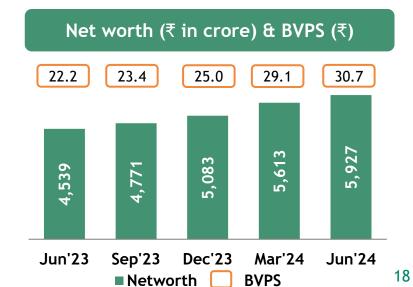
Q1FY24 Q2FY24 Q3FY24 Q4FY24 Q1FY25 C/l Ratio (%) --- Opex/ Avg Assets

EPS* (₹)

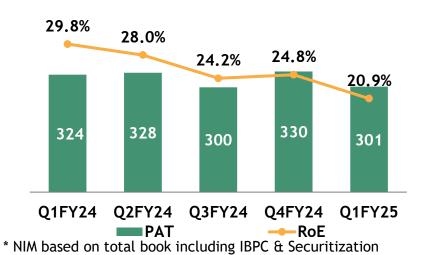
Pre-Provision Operating Profit & PPoP (RoA)

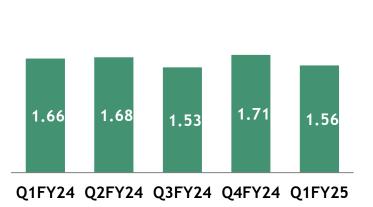


PPoP — PPoP (RoA)



PAT (₹ in crore) & RoE





INCOME STATEMENT



Particulars (₹ in crore)	Q1-FY25	Q1-FY24	YoY Growth	Q4-FY24	QoQ Growth
Interest Earned	1,577	1,287	23%	1,529	3%
Other Income	197	177	11%	236	(17)%
Total Income	1,774	1,464	21%	1,765	1%
Interest Expended	636	494	29 %	595	7%
Personnel Expenses	348	275	27%	338	3%
Operating Expenses	281	237	19%	313	(10)%
Total Cost	1,265	1,006	26%	1,246	1%
Pre Provision Operating Profit	510	458	11%	519	(2)%
Credit cost	110	26	322%	79	39%
Other provisions & contingencies	0	0	(82)%	0	53%
Tax	99	108	(8)%	110	(10)%
Net profit for the period	301	324	(7)%	330	(9)%

TOTAL INCOME - BREAKUP



Particulars (₹ in crore)	Q1-FY25	Q1-FY24	YoY Growth	Q4-FY24	QoQ Growth
Interest on loan	1,379	1,133	22%	1,346	2%
Int. on investments	195	149	31%	179	9 %
Securitization Income	3	4	(30)%	3	(15)%
Total Interest Earned	1,577	1,287	23%	1,529	3%
Processing Fees	69	67	4%	88	(21)%
PSLC Income	20	26	(22)%	12	68%
Insurance Income	22	9	130%	34	(37)%
Bad Debt Recovery	27	35	(23)%	36	(25)%
Treasury	5	8	(30)%	12	(53)%
Misc. Income*	54	33	62%	54	(1)%
Total Other Income	197	177	11%	236	(17)%
Total Income	1,774	1,464	21%	1,765	1%

* Includes cards AMC charges, NFS/ other banking operations income and foreclosure/ late payment & other charges

BALANCE SHEET



Particulars (₹ in crore)	As at Jun 30, 2024	As at Mar 31, 2024	As at Jun 30, 2023
CAPITAL AND LIABILITIES	,		
Net worth	5,927	5,613	4,539
Capital	1,933	1,931	2,155
Employees Stock Options Outstanding	77	72	57
Reserves and Surplus	3,918	3,610	2,327
Deposits	32,514	31,462	26,660
Borrowings	2,358	2,171	2,536
Other Liabilities and Provisions	1,252	1,176	1,015
TOTAL	42,050	40,422	34,750
ASSETS			
Cash and Balances with Reserve Bank of India	2,119	2,518	1,509
Balance with Banks and Money at Call and Short Notice	351	18	1,163
Investments	11,118	9,766	8,787
Advances	27,114	26,883	22,169
Fixed Assets	470	427	328
Other Assets	878	810	794
TOTAL	42,050	40,422	34,750

HEALTHY CAPITAL ADEQUACY



(₹ in Crore)	Jun'23	Sep'23	Dec'23	Mar'24	Jun'24
Credit Risk Weighted Assets	17,012	18,839	20,924	22,829	23,625
Tier I Capital	4,018	4,239	4,597	5,155	5,425
Tier II Capital*	522	506	503	482	446
Total Capital	4,541	4,745	5,099	5,637	5,870
CRAR	26.69%	25.19%	24.37%	24.69%	24.85%
Tier I CRAR	23.62%	22.50%	21.97%	22.58%	22.96%
Tier II CRAR	3.07%	2.69%	2.40%	2.11%	1.89%
Floating Provision considered in Tier II out of 250 Cr	30	30	30	30	30

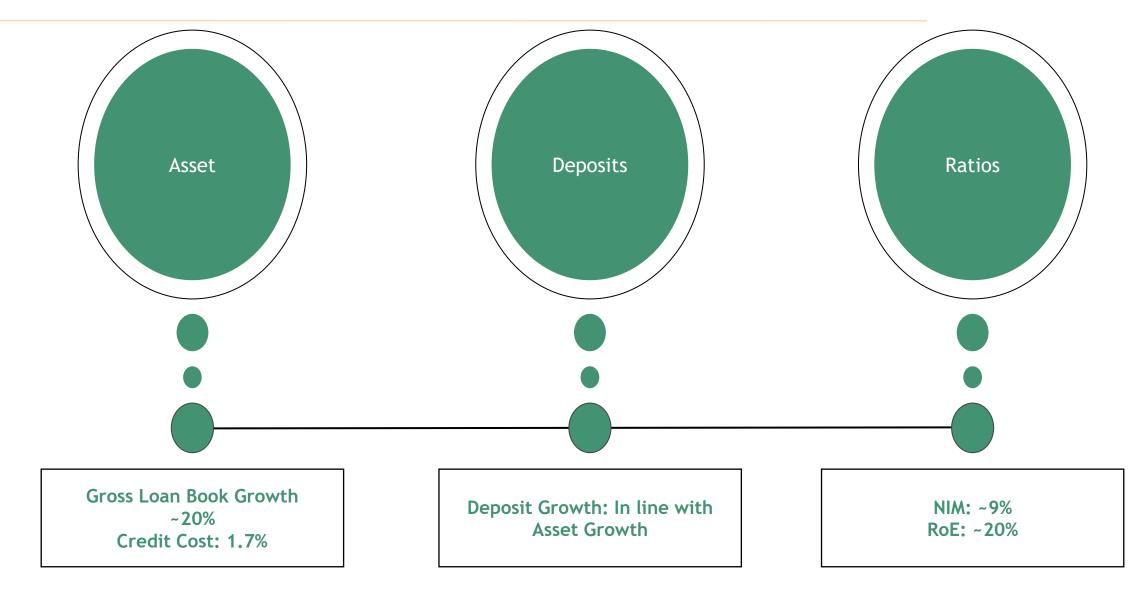
Floating provision of ₹250 Cr created in Jun'21 continues to be on books and can be utilized for making specific provisions in extraordinary circumstances with prior approval of RBI. Including ₹ 250 Cr of floating provision, total provision on gross loan book are at ₹942 Cr as of 31st Dec'22 / ₹877 Cr as of Mar'23 / ₹845 Cr as of Jun'23 / ₹831 Cr as of Sep'23 / ₹801 Cr as of Dec'23 / ₹820 Cr as of Mar'24 / ₹ 869 Cr as of Jun'24

For FY 21 - 22 ₹250 Cr was utilized towards NNPA/ PCR calculation;

During June 2022, the Bank had utilized ₹220 Cr for NNPA/ PCR calculation and ₹30 Cr was utilized as part of Tier II capital; As a result of sustained recovery efforts and continued improvement in the Banks portfolio leading to reduction in GNPA of the Bank, in the current quarter only ₹120 Cr is utilized for NNPA/ PCR calculation, ₹30 Cr has been utilized as part of Tier II capital. The balance ₹100 Cr has been grouped as part of other provisions without utilising the same towards Tier II capital, this amount continues to be earmarked for utilization for NNPA/PCR (as and when required) 22









Ujjivan - Platform for growth

Please refer to Investor Meet Presentation for more details uploaded on our website, www.ujjivansfb.in

SERVING CUSTOMERS THROUGH MULTIPLE CHANNELS

Payments Multiple transactions Digital 500 channels

Retail Mobile / Internet Banking

- Loaded with 125+ Features i.e financial & Non Financial
- Available in 9 Languages (including English)
- Easy access to multiple relationships with one app
- Multiple payments modes available such as NEFT, RTGS, IMPS & Internal fund transfers
- Value added features i.e GST & Bill Payments available

Hello Ujjivan App

- India's 1st Voice Visual Vernacular App launched for Micro Banking segments of customers
- Available in 11 Languages (including English) with Chatbot facility
- Helps conduct basic financial & non-financial banking transactions

- UPI enabled for customers to support P2P, P2M & P2PM
- Live on UPI Lite for low value UPI transactions below ₹
- AePS enabled platform to promote Digital Inclusion
- Merchant OR Codes for small merchants/retailers
- Secured Payment Gateways for e-Com transactions

Business Internet Banking

- Dedicated platform for Corporate customers
- Maker Checker facility
- High volume bulk upload facility
- Multi Fund Transfer option available
- GST & Direct tax payments feature for corporate customers

Digital Acquisition (DFD / DSA) • Ujjivan's fully digital solution to open Savings Account

- & Fixed Deposit • Available for new and standalone existing customers
- Account can be opened from anywhere within India
- Solution integrated with video KYC
- Ujjivan's 1st solution fully deployed on AWS Cloud

SMS & Missed Call Banking

- Providing basic services for customers using feature phones
- Helps conduct basic banking transactions such as Balance Enquiry, Mini statement, Last 5 Transactions, Request cheque Book, Hotlist Debit Card etc.

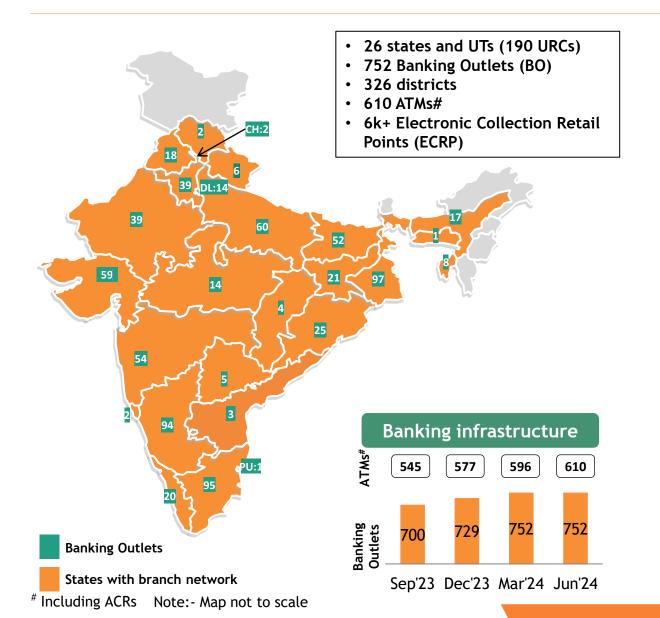






WELL DIVERSIFIED PAN INDIA PRESENCE





Jun'24 Gross Loan Book (%)

TN

KA

WB

MH

GJ

UP

BR

HR

ND

RJ

JH

PΒ

KL

OR

MP

TR

AS

UK

ΡY

СН

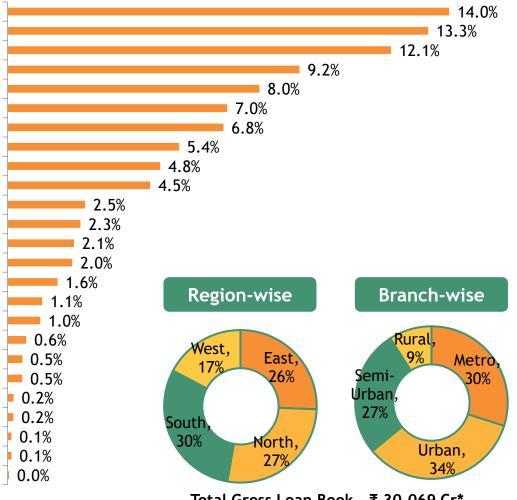
TL

CG

ΗP

ML

GA

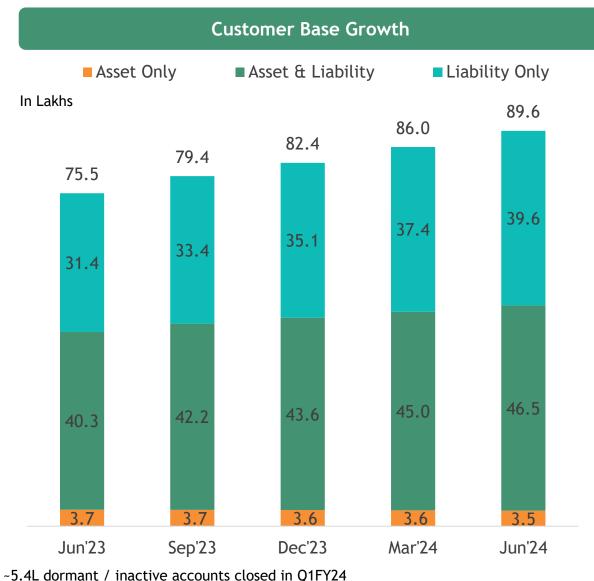


Total Gross Loan Book - ₹ 30,069 Cr*

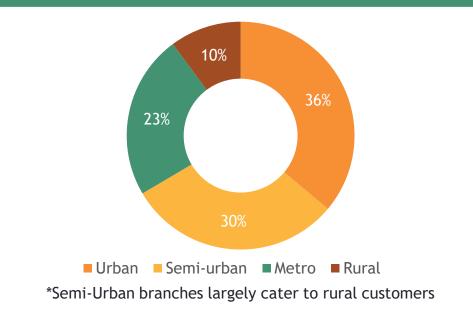
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EXPANDING CUSTOMER BASE



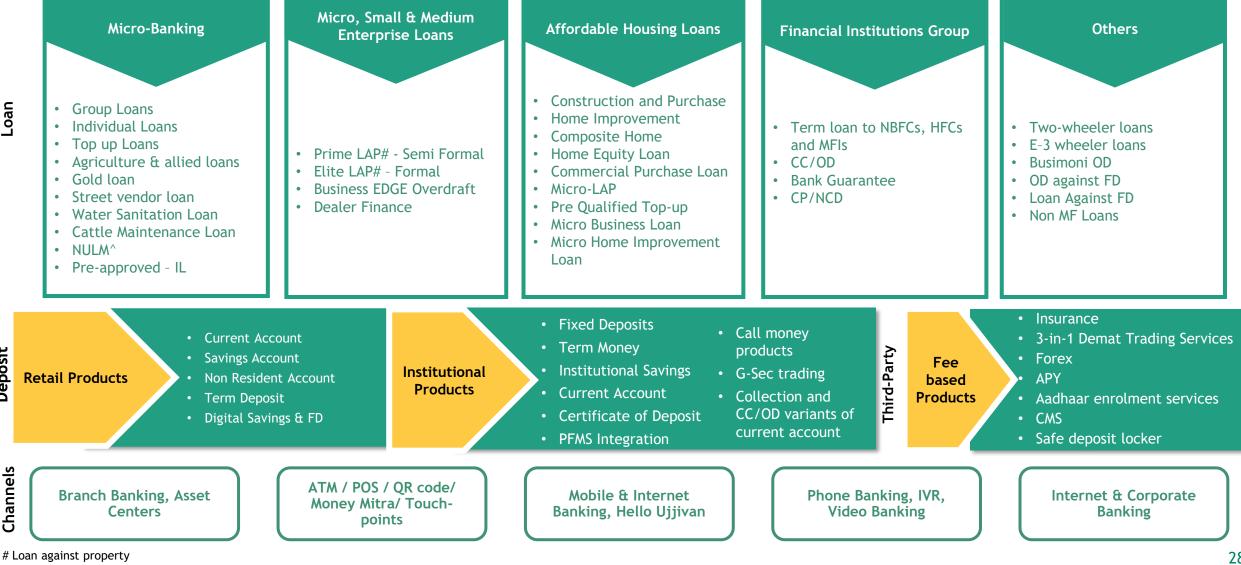


Customer Base - Basis of Branch Classification



- Liability customers grew by 20% YoY
- New customer acquisition continues to be a key focus
- Net Liability only customer addition at 2.2 lakhs for the quarter
- Borrower base up with 1.4 lakhs net addition in Q1FY25 vs 1.4 lakhs in Q4FY24

COMPREHENSIVE SUITE OF PRODUCTS & SERVICES



^ National urban livelihood mission

Loan

Deposit

STRONG INDEPENDENT BOARD (1/2)



Name	Education	Experience
Banavar Anantharamaiah Prabhakar Chairman and Independent Director	Commerce graduate, University of Mysore, Chartered Accountant.	Retired as Chairman and Managing Director of Andhra Bank after serving various Banks for about 37 years. Prior to that he served as the Executive Director of Bank of India for a period over 3 years, He also worked abroad for about eight years in two stints at Zambia and U.K. He was the Chief Executive of Bank of Baroda UK Operations.
Ittira Davis* Managing Director and CEO	PGDM, Indian Institute of Management, Ahmedabad	International banker with 40+ years of banking experience having worked extensively in the Middle East and Europe. Was previously associated with Europe Arab Bank, Citibank in India and the Arab Bank Group in the Middle East. Joined Ujjivan in Mar'15 to manage the transition to an SFB. He was MD & CEO of UFSL for Jul'18 -Mar'21
Sanjeev Nautiyal* Managing Director and CEO (w.e.f. July 01, 2024)	BA, MBA and Certified Associate of the Indian Institute of Bankers	He is a banker with over three decades of extensive strategic domain expertise in Retail, SME, Financial Inclusion, Operations, HR, International Banking, and Treasury. He earlier held significant roles as Deputy Managing Director, Financial Inclusion & Micro Markets, SBI and MD & CEO, SBI Life Insurance. He earlier served as an Independent Director in Life Insurance Corporation and as an advisor in various organisations.
Samit Kumar Ghosh Non-Executive Director	MBA, Wharton School of Business, University of Pennsylvania.	Founder of UFSL and served as its MD & CEO. He retired as MD and CEO of Ujjivan SFB on November 30, 2019. He is a Career banker with over 30 years of experience in India & overseas.
Sudha Suresh Independent Director	B.Com (Honors) C.A., Grad ICWA, CS	Finance professional with a rich experience of over two decades in various organizations & a decade as practicing chartered accountant. She is the founding partner of S. Rao & Associates, Chartered Accountants, Bangalore and founder of Mani Capital. She was the MD & CEO (2017-18) and Chief Financial Officer (2008-17) of UFSL
Rajni Mishra Independent Director	M.Com (Gold Medallist), MS University, Vadodara	Career banker for nearly four decades with SBI as well as its associate banks. Handled varied assignments and diverse portfolios, gained exposure in risk management, branch administration, corporate credit, forex treasury etc. She was the chairperson and Independent Director of NCL Buildtek limited, Hyderabad

*Mr. Ittira Davis retired on June 30, 2024. Mr. Sanjeev Nautiyal took charge as the MD & CEO w.e.f. July 01, 2024

STRONG INDEPENDENT BOARD (2/2)



Name	Education	Experience
Ravichandran Venkataraman Independent Director	Qualified FCCA (UK), ACMA (UK), Program for CFOs with Wharton Business School	A global leader with a track record spanning 30+ years having worked in India, London and Bahrain. He brings a strong business background and having worked with top Business Leaders in over 100 countries. He is the Chairperson of eVidyaloka Trust, a not-for-profit social enterprise into remote education for rural children in India. Previously, he has worked with HP's Global Business Services, Hewlett Packard, ANZ Bank and Bank Muscat.
Rajesh Kumar Jogi Independent Director	Bachelor of Arts (Economics), Fellow member ICAI, Advanced Management Program from Harvard Business School	Rich work experience of 27 years in Banking industry with a focus on risk management. Previously was associated with Natwest Group (erstwhile RBS Group) and was Chief Risk Officer, India of the Royal Bank of Scotland and subsequently the Country Head of Risk, India for the Group
Anita Ramachandran Independent Director	MBA from Jamnalal Bajaj Institute	HR expert with over 40 years of experience as a management consultant. Began her career with AF Ferguson & Co and has worked in a wide range of areas. Founded Cerebrus Consultants in 1995 to focus on HR advisory services, including Organisation transformation. Has been an Independent Director on various Boards for the last 20 years.
Carol Furtado** <i>Executive Director</i>	Masters in Business Administration (Finance)	She comes with 26+ years of banking experience in Retail Banking and NBFC domains with expertise in leading Business, Banking operations, Credit and People functions. Carol is a key member of the leadership team that laid the foundation and built Ujjivan. She was instrumental in the recognition of Ujjivan as a certified great place to work. She has previously worked with the ANZ group, Bank Muscat and Centurion Bank Ltd. In 2009, she was the recipient of the Financial Women's Association award by Women's World Banking in recognition of her demonstrated professional commitment.
Mona Kachhwaha*** Independent Director	MBA: Post Graduate Diploma in Business Management B.A. (Hons)	She has over 30 years of experience in banking and impact investing. She is a Partner at UC Impower, an early-growth stage equity fund, incubated by Unitus Capital (2020-Present Previously, at Caspian Impact Investment Adviser (2007-2019), she managed the India Financial Inclusion Fund. She started her career at Citibank (1994-2007), where she worked across various retail asset businesses and led the bank's foray into Inclusive Finance in 2005.

Ms. Carol has been appointed as an Executive Director w.e.f. May 01, 2024 *Ms. Mona Kachhwaha has been appointed as an Independent Director w.e.f. May 18, 2024

KEY GROWTH STRATEGIES



01

COMPREHENSIVE & RELEVANT PRODUCTS

- Entire gamut of asset and liability products to attract new customers and deepen existing customer relationships
- Expand range of third party products and services
- Increase penetration of asset products under Retail, MSME and housing segments



FOCUS ON DIGITAL BANKING AND ANALYTICS

- User-friendly digital interface to extend bank's reach and offer a strong banking platform; focus on user adoption with programs like DigiMitra*
- Invest in API platform, innovations, fintech partnerships to widen product offerings/ banking solutions
- Invest strategically to integrate technology into operations to empower customers, reduce costs and increase efficiencies
- Adopt robotic processes to automate operational processes
- Data analytics to be used to offer customized solutions
- Establish bank as a modern technology enabled bank



BUILD A STABLE & GRANULAR DEPOSIT BASE

- Improve share of CASA, recurring and fixed deposits by building a sticky deposit base and attracting new customers; focus on retail deposit base to reduce cost of funds
- Selectively open branches in urban areas with large customer base
- Target mass customer acquisition through focused programs

05

04

• Use right combination of physical and digital channels and

STRONG DISTRIBUTION & COLLECTION NETWORK

- partnerships to expand reach, banking outlets and infrastructure
- Build a dynamic and strong collection network
- Strengthen alternate delivery channels and encourage customers to move towards a cashless environment

CONTINUE FOCUS ON IMPROVING FINANCIAL AND DIGITAL INCLUSION

- Focus on the un-served and underserved segments and educate customers to develop improved financial behaviour
- Maintain transparency, responsibly price loan offerings, effectively redress grievances and ensure disclosures in vernacular languages
- Continue to partner with Parinaam Foundation to enhance financial literacy and develop Kisan Pragati Clubs
- Promote use of bank accounts, UPI and digital payment gateways



DIVERSIFY REVENUE STREAMS

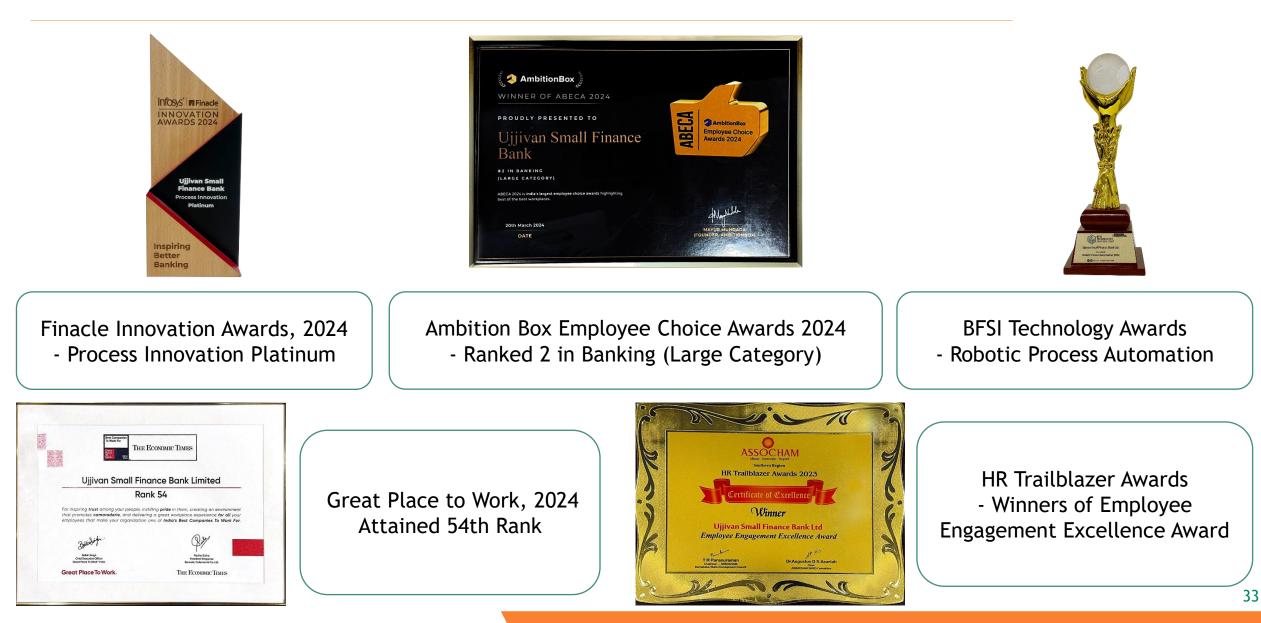
- Leverage banking infrastructure to diversify product portfolio and increase fee and commission-based business
- Increase focus on treasury income, bancassurance, fee and processing charges
- Introduce new products and services and focus on cross-selling to existing customers



Annexures

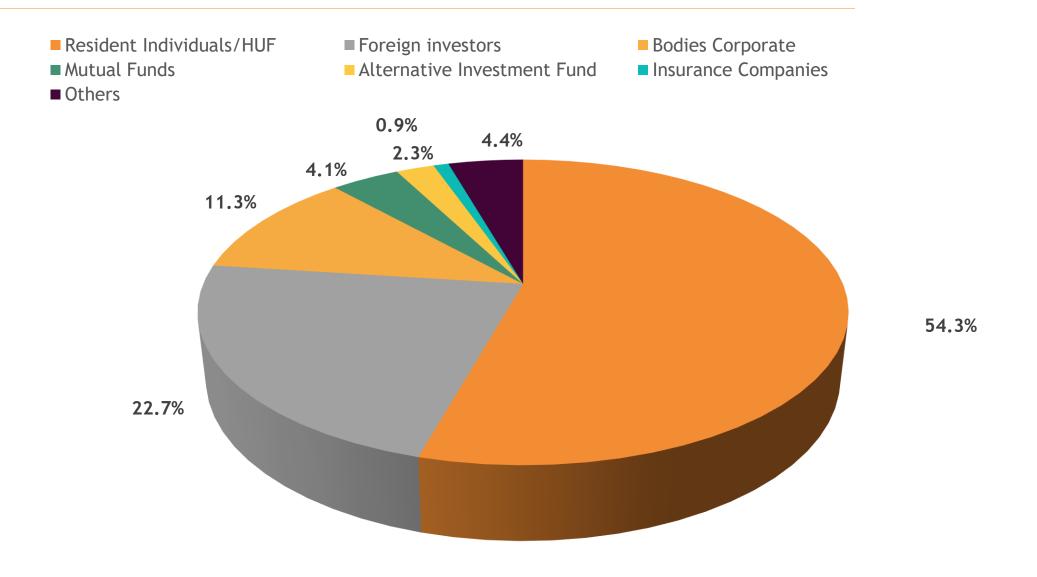
AWARDS & ACCOLADES





SHAREHOLDING PATTERN AS ON JUN'24





CORPORATE SOCIAL RESPONSIBILITY

Plan for FY'25

- Develop the central data management tool to cover all CSR Initiatives.
- ✓ 10% increase in projects in aspirational districts / BIMARU states.
- Collaborate with CSR aggregators for high impact projects (Example – Give India)
- 5% Increase in volunteer engagement from FY24.
- ✓ 20% increase in green cover from FY24 through tree plantation.

Thematic Area	FY'25
Community Development (Chote Kadam)	35%
Environment	15%
Livelihood	15%
Education /Sports	10%
Healthcare	15%
Disaster Relief & PM relief	10%
Total	100%



CSR Activity Summer Relief Kit distributed to 300 street vendors



Cleanliness Drive-71 Locations,1700+ Emp Volunteered, 2033 Kg Waste Collected



Employee Volunteering 7 Activities conducted; 65 employees volunteered



Chote Kadam 4 Projects handed over to the community, Benefited to 450+ students

ENVIRONMENT, SOCIAL & GOVERNANCE (ESG)



Plan for FY'25

Achievements Q1 FY'25

#OneBankOneUjjivan



BRSR Completed

Business Responsibility & Sustainability Report has been prepared for the FY23-24

Cool The Globe

On environment day, we promote the COOL THE GLOBE and urge our employees to start using the same to reduce the carbon emission.

FINANCIAL LITERACY PROGRAM (FLP)



Diksha+ Pro

26,231 customers enrolled in Diksha+ FL Program.
92% of the customers were certified
46% Shown interest for different banking products

28% Customers accessed different banking products20% customers repaid digitally

Ujjivan Entrepreneurs Development Program

350 MSME Customers/Co-Applicants trained at 26 locations 8,327 Customers and community people across178 branches have attended Financial Literacy Camp

FLC for Rural Customers





"Pragati" for IL Customers

9,88 customers across **8** branches from Assam has been participated in the "Pragati" Financial Literacy Program designed for Nano-Entrepreneurs



THANK YOU

For Investor Queries: investorrelations@ujjivan.com