



Build a Better Life

Q4 FY21 PRESENTATION

MAY 2021



Business Today - KPMG Best Bank and Fintech Jury Award 2020 in innovation, workforce & talent and enterprise resilience (qualitative) for SFB category



IBA – 16th Annual Banking Technology Award 2021 (SFB Category)
 Best Digital Financial Inclusion Initiatives
 First Runner Up: Best Technology Bank of the Year and Best IT Risk & Cyber Security Initiatives



Jury Recognition Award for Excellence in Cognitive Automation at UiPath Automation Excellence Awards 2020



Inclusive Finance India Award 2020: SFB for achieving financial inclusion among SFBs



Ranked 3rd in India's Best Companies To Work For 2020



Awarded 'Best Microfinance Bank' by AsiaMoney

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Contents

Performance Highlights



Business Overview



Financials



Ujjivan – Building a Mass Market Bank



Q4-FY21 – Key Highlights



Bounce back in growth with highest ever disbursements – ₹ 4,274 Cr, up 96% Q-o-Q; 31% Y-o-Y | Mar'21 disbursement 2.2x Y-o-Y



Improved collections: 96% of customers have started paying post end of moratorium



Healthy customer acquisition in Q4 with 3.15 lac new customers | Retail deposits up 32% Y-o-Y; CASA up 85% Y-o-Y | Total deposit at ₹ 13,136 Cr up 22% Y-o-Y



NII* at ₹ 368 Cr; NIM at 7.9%;



Net Profit at ₹ 136 Cr up by 86% Y-o-Y | ROA at 2.7%



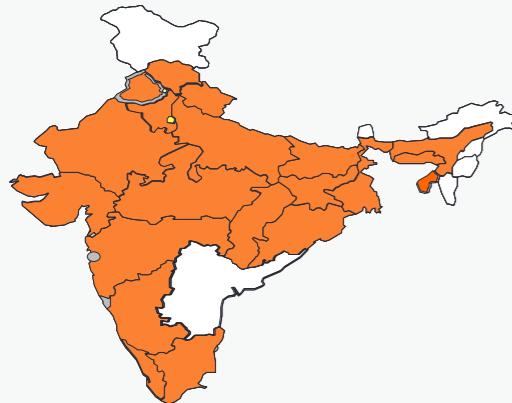
26% Capital adequacy with Tier-1 capital at 25% as on 31st March'21 | Liquidity Coverage ratio at 116%

Performance Highlights

Key Highlights as on Mar'21

24 States/ UTs, 248 Districts

vs 244 districts in Mar'20



575 branches¹, 491 ATMs²

vs 575 branches; 475 ATMs in Mar'20



Expanding Customer base

59.2 lakh customers
vs. 52.5 lakh in Mar'20



40.1 lakh borrowers
vs. 43.5 lakh in Mar'20

16,571 Employees

vs 17,841 in Mar'20



CRAR

%

28.8

Mar'20

26.4

Mar'21

Q4 Disbursements

₹ Crore

3,254

Q4-FY20

31%
↗

4,274

Q4-FY21

Gross Advances

₹ Crore

14,153

Mar'20

1%
↗

15,140

Mar'21

Total Deposits

₹ Crore

10,780

Mar'20

22%
↗

13,136

Mar'21

Retail Deposits³

₹ Crore

44%

4,724

Mar'20

48%

↗

32%
↗

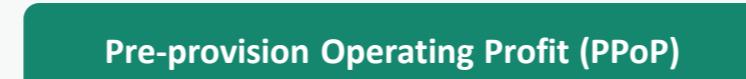
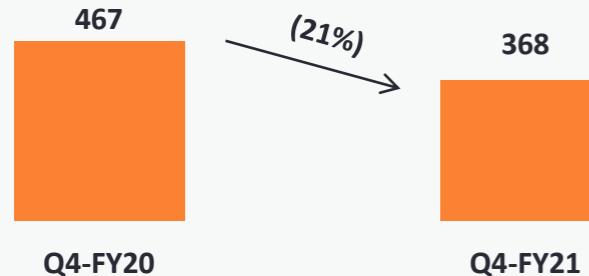
6,242

Mar'21

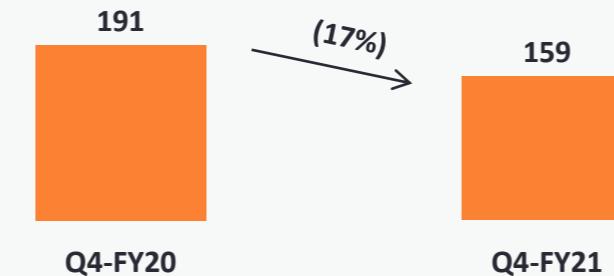
Q4 FY21 – Key Highlights



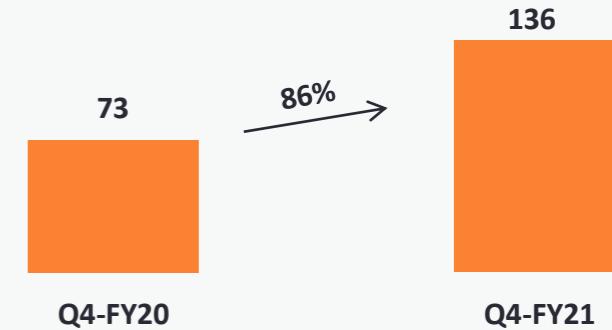
₹ Crore



₹ Crore



₹ Crore



7.9%

Vs.

11.2%

Q4-FY20



2.7%

Vs.

1.6%

Q4-FY20



17.3%

Vs.

9.3%

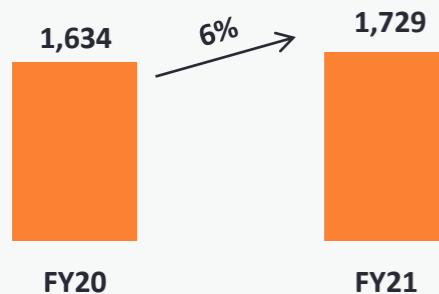
Q4-FY20

Note: Numbers mentioned in () are negative

FY21 – Key Highlights



₹ Crore



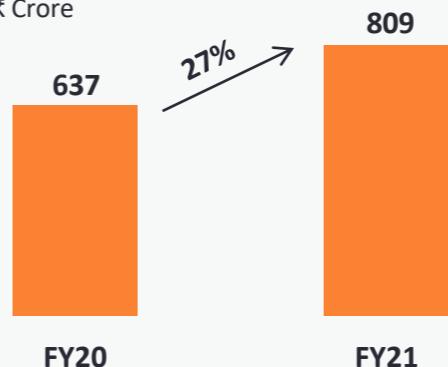
9.5%

Vs.

10.8%
FY20



₹ Crore



GNPA

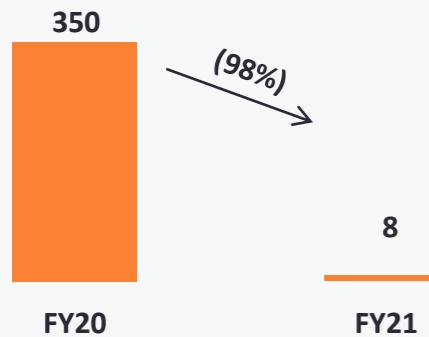
7.1%

Vs.

1.0%
Mar'20



₹ Crore



0.04%

Vs.

2.2%
FY20



0.3%

Vs.

13.9%
FY20



2.9%

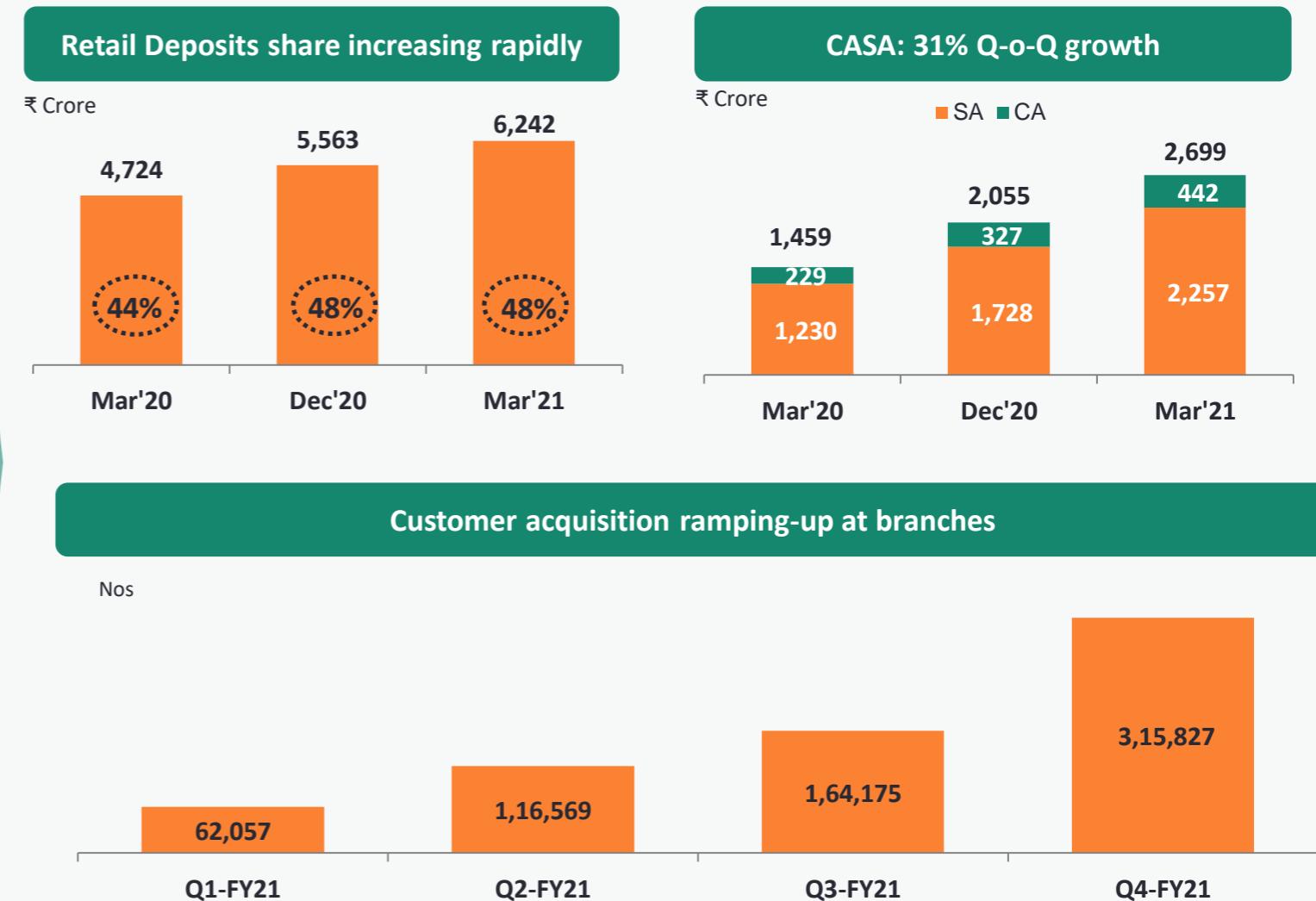
Vs.

0.2%
Mar'20

Note: Numbers mentioned in () are negative

Liabilities – Healthy CASA growth, strong customer acquisition

- We continue to **focus on building granular** and stable deposit base
- Total deposits grew 22% Y-o-Y** to ₹ 13,136 Cr; CASA at 21% of deposits grew 85% Y-o-Y
- Retail deposits grew 32% Y-o-Y**; contributing to 48% of total deposits in Mar'21 vs 44% in Mar'20
- Strong customer acquisition** – 13.5 lakh new deposit accounts opened during FY21; focus on improving sales productivity – lead generation and conversion
- Focus on changing product mix** – Business Edge, Privilege SA, Privilege Senior Citizen, Salary etc
- Launched **Garima Savings A/c** – focused towards new-age women customers
- Introduced competitive deposit rates to garner retail deposits
- Cost of deposits continues to trend lower** – 6.6% vs 7.0% in Dec'20 / 7.8% in Mar'20 led by significant growth in CASA



Strong bounce back in asset business (1/3)

- **Collections** have sustained momentum
 - 94% in Mar'21 consistent with 94% in Dec'20
 - 99.5%+ collection for loans disbursed in FY21 as of Mar'21
- **Disbursement**
 - Highest ever disbursements: ₹ 3,317 Cr up 18% Y-o-Y – with pick up in economic activities
 - Mar'21 disbursement: ₹ 1,240 Cr vs ₹ 689 Cr in Mar'20
 - Credit demand picking up momentum - 22% of loans in Q4 was to new customers
- **Expanding reach**
 - New customer acquisition picked up with over 1.4 lakh new customers acquired in Q4-FY21
 - Money Mitra (Ujjivan Transaction point) – Activated 165+ outlets across 16 states facilitating customers for basic banking services
 - 9000+ transaction points activated with Airtel Payments Bank tie-up
 - Tie-up with PayNearby in Q3-FY21 – activated across 130 outlets
- **New products**
 - **Gold Loan** – Pilot running well in 5 branches. 126 loans disbursed worth ₹ 74 lacs disbursed since Oct'20
 - Q4FY21 – 12% of repeat loans were through pre-approved processes for Microbanking customers showing good traction ~ ₹ 245 Cr booked in Q4-FY21 (~ ₹ 180 Cr in Q3-FY21)
- **Digital collections**
 - Cashless collections was 11% in Mar'21 improved from 10% in Dec'20
 - Additionally 28% of the repayment is supported by CMS like Airtel Payments Bank, PayNearby locations

Strong bounce back in asset business (2/3)

Affordable Housing

- **Collection efficiency** – 96% in Mar'21 (94% in Dec'20)
- **Best quarter ever** in terms of volume disbursement; crossed all previous pre-Covid benchmarks with an overall Ujjivan SFB affordable housing loan book crossing a milestone of ₹ 2000 Cr As of Mar'21
- **Milestone disbursements** at ₹ 324 Cr in Q4-FY21 up from ₹ 209 Cr in Q3-FY21 vs ₹ 187 Cr in Q4-FY20
 - Mar'21 disbursement at ₹ 125 Cr; significant improvement in frontline loan officer productivity
 - Continued focus on semi-formal segment; deeper penetration in tier 3-4 markets, region specific product offerings
- **Process improvement with focus on cost saving, process efficiency, increase in productivity**
 - Digital on-boarding system live across branches
 - Digital & Hub based disbursements – adapting to the new normal assuring business continuity; 30% reduction in disbursal TAT

MSE

- **Collection efficiency (MSE Secured)** – 91% in Mar'21 (90% in Dec'20)
- **Highest ever disbursements** at ₹ 276 Cr in Q4-FY21 – up from ₹ 136 Cr in Q3-FY21 vs ₹ 114 Cr in Q4-FY20
 - Mar'21 disbursement at ₹ 124 Cr; significant improvement in frontline loan officer productivity
 - New case log-ins above pre-Covid levels – more focus on Semi-formal and formal segments
 - Internal sourcing improved with activation of 75% of targeted Branches on MSE disbursements
- **New products:**
 - Disbursed 1,750 cases of ₹ 59 Cr under MSE Navnirman Loan (NNL) backed by ECLGS scheme in FY21
 - Fintech tie-up with Supply Chain finance went live in Jan'21, 330+ customers on-boarded with cumulative limit set-up of ₹ 42 Cr in Q4-FY21
- **Process improvement:**
 - LOS Mobile sourcing solution piloted in Q4 across 5 locations, with full-fledged launch planned for Q1-FY22
 - Disbursement Hubs in Ahmedabad, Coimbatore and Patna are operational, resulting in improved TAT

Strong bounce back in asset business (3/3)

FIG

- **Collection efficiency** – 98% in Mar'21 (99% in Dec'20)
- **Disbursements** – Cautiously scaling up; ₹ 240 Cr in Q4-FY21 vs ₹ 105 Cr in Q3-FY21 & ₹ 83 Cr in Q4-FY20
- Focus on higher-rated entities for growth
- **New Products** – Call Money for Cooperative banks successfully launched generating decent revenue
- **WIP** – To launch Bank Guarantee product for capital market clients, Cooperative banks etc

Personal

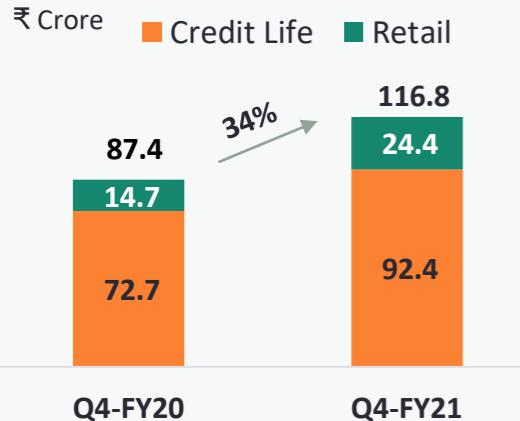
- **Collection efficiency** – 91% in (89% in Dec'20)
- **Disbursements** in Q4-FY21 at ₹ 44 Cr against Rs 8.4 Cr in Q4-FY20
- **Tie-ups** with super cat A, cat A, cat B, cat C & Government companies (>100 Cr Turnover and Rating BB/B above)
- **Channel**
 - Proprietary channel sourcing showing good traction
 - Data analytics for lead generation; especially for existing customers
 - Offered from all Ujjivan branches
 - DSA Channel and other aggregators
- **Fintech tie-up went live in Mar'21 and May'21**; to supplement customer acquisition
- **End-to-end digital product**: Using tech service provider, focus on making whole flow digital and contactless.

Vehicle

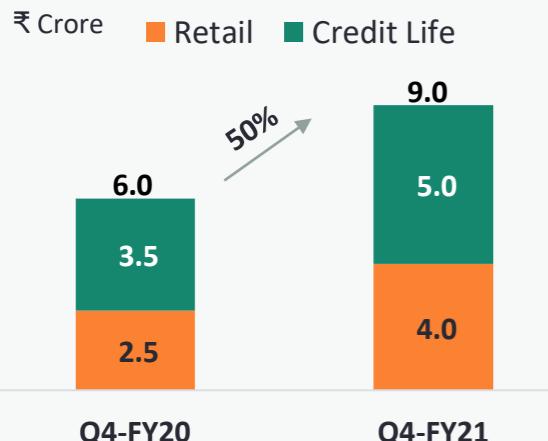
- **Collection efficiency** – 99% in Mar'21 (97% in Dec'20)
- **Disbursements** in Q4-FY21 at ₹ 38 Cr vs ₹ 9 Cr in Q4-FY20
- **Channel**: Focus on Proprietary channel and cross-selling; expanded reach to all Ujjivan branches; setting-up dealer channels
- **Segment**: Focus on Tier-II+ markets; medium to low income category
- **Launched digital LOS** for two-wheeler products; FY22 to see increased adoption

Third Party Products: Focus on retail products to drive fee income

Strong pick-up in retail premium



...driving fee income



Insurance

Product

- Addition of new guaranteed Life Insurance product and term plan in Mar'21 with ₹ 10 lakh business** - driving deeper customer penetration with better customer segmentation & product basket

Distribution

- 2687 IRDA certified employees** as of Mar'21 (953 as of Dec'20)
- 95% of branches are equipped with IRDA certified professional
- WIP: Distribution through phone banking and digital modes

Technology/automation projects with Riskcovry:

- Digital Insurance distribution project in final phase of IT development for 1st phase plan
- Revamped Hospi-Cash product in Aug'20 – complete digital product – onboarding, payment and policy delivery. Proposal accepted by IRDA to digitize Hospi-Cash claims. Deployment in progress.

Mutual Funds

- Mutual Fund ARN received from AMFI; addition of new fee income revenue stream for the bank
- Collaboration with BSE-Star to launch Mutual Fund distribution
- Evaluating Tech vendors in progress for digitizing solutions for Mutual Funds & Atal Pension Yojana

Digital initiatives enhancing business processes



API Banking & Fintech partnership

- Ujjivan offers 159 API's which cover most of the banking transactions & requirements like customer on-boarding for liabilities & assets, service requests & all types of payment services
- 7 APIs listed on NPCI's API Aggregator portal – nfinite.in (among the first 2 banks whose APIs are listed here)
- 6 Fintech partnerships live – 3 for Loan repayments and 3 for Digital Lending to personal loans and MSE customers



Robotic Process Automation

- Q4-FY21 – 12 processes across business verticals completely automated, leading to substantial savings
- As per internal analysis 99% accuracy has been achieved for most processes
- 15 processes to be automated by Q1-FY22, with targeting automation of 15 processes every quarter



Digital repayments / collections

- Digital collections continue to remain stable contributing to average of 18% of Microbanking and RuralBanking collections for FY 20-21
- Expansion of collection points through fintechs (PayNearby, SETU) and payments bank (Airtel) has contributed to 40% of overall collections in Q4-FY21; 10,000+ fintech partner outlets activated pan-India
- Self repayment modes like BBPS* have seen substantial uptick with M-o-M growth of 15% overtaking direct cash deposits at collection points



Enhancing customer life cycle value

- For Existing to Bank customers, Automated Customer Engagement (ACE) platform implemented for improved customer engagement and enriching Customer Life Time Value (CLTV)
- Machine Learning based customer segmentation models have helped identify and target potential customers for x-sell and up-sell opportunities

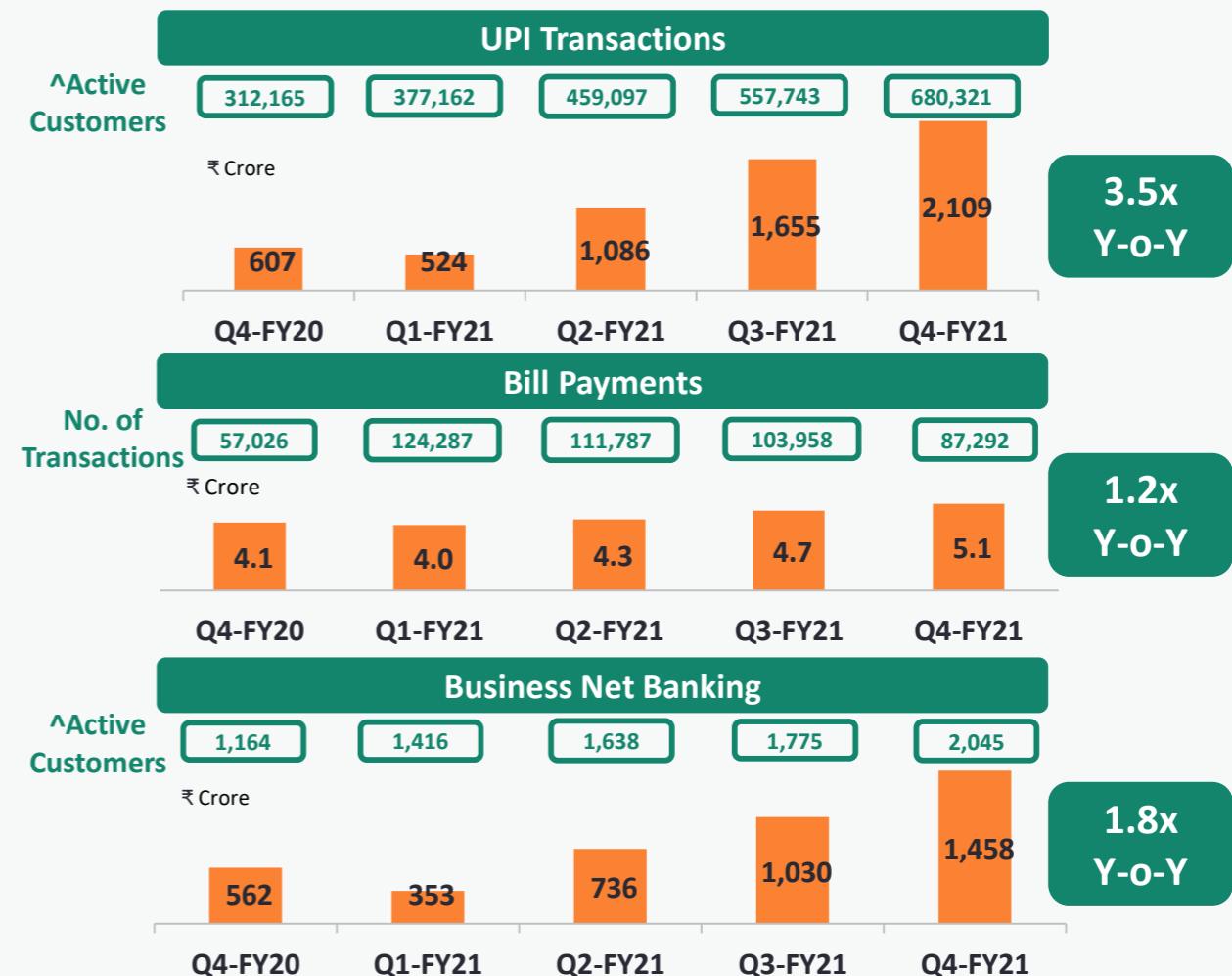
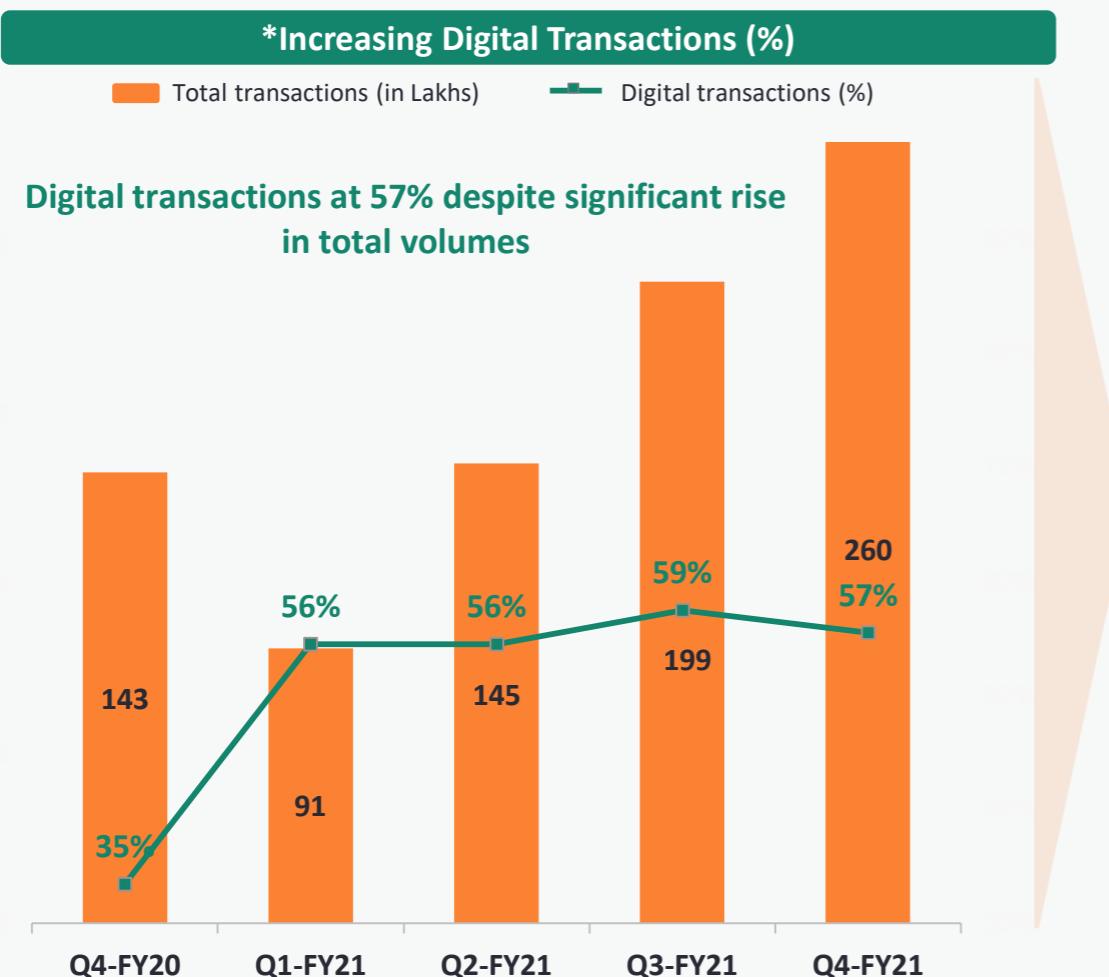


Artificial Intelligence

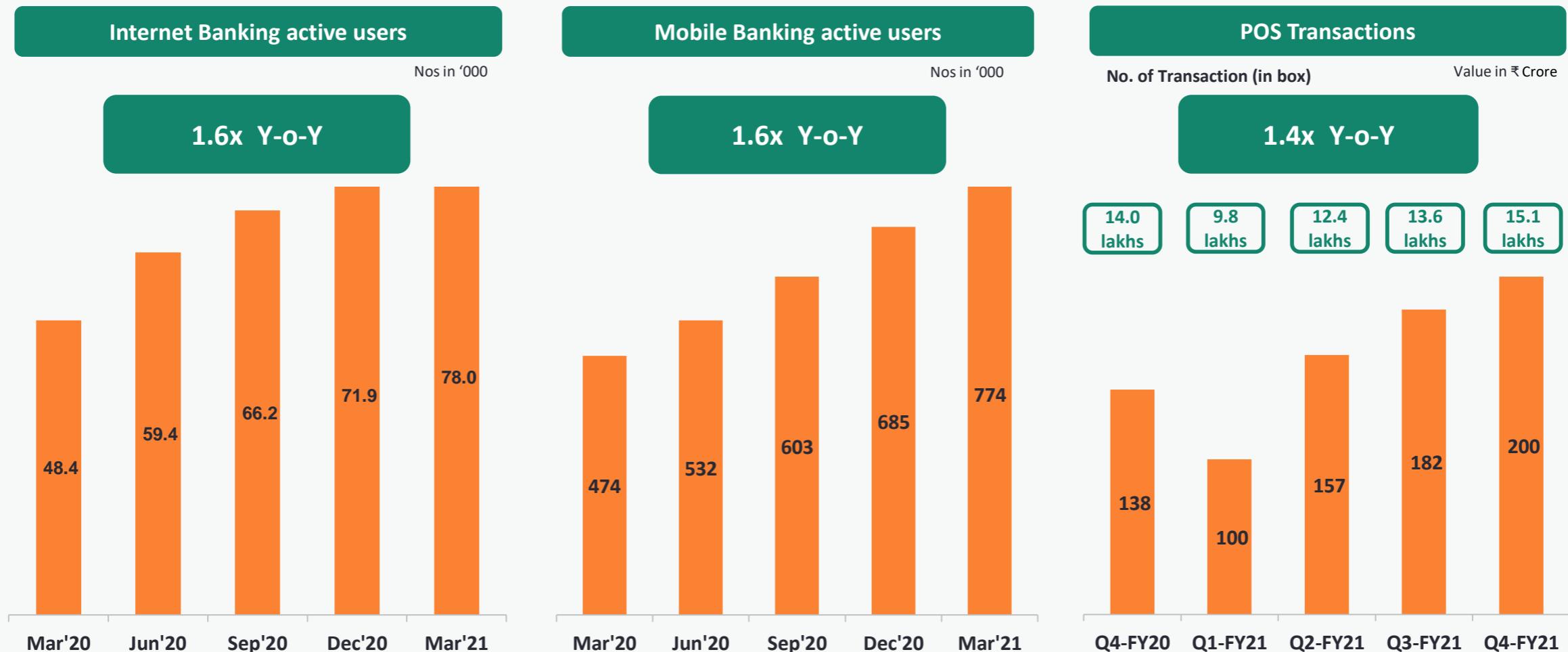
- Multi-lingual Bot introduced on USFB website; WIP to enhance to Intelligent Bot; facilitate in lead generation and customer experience

* Bharat Bill Pay System

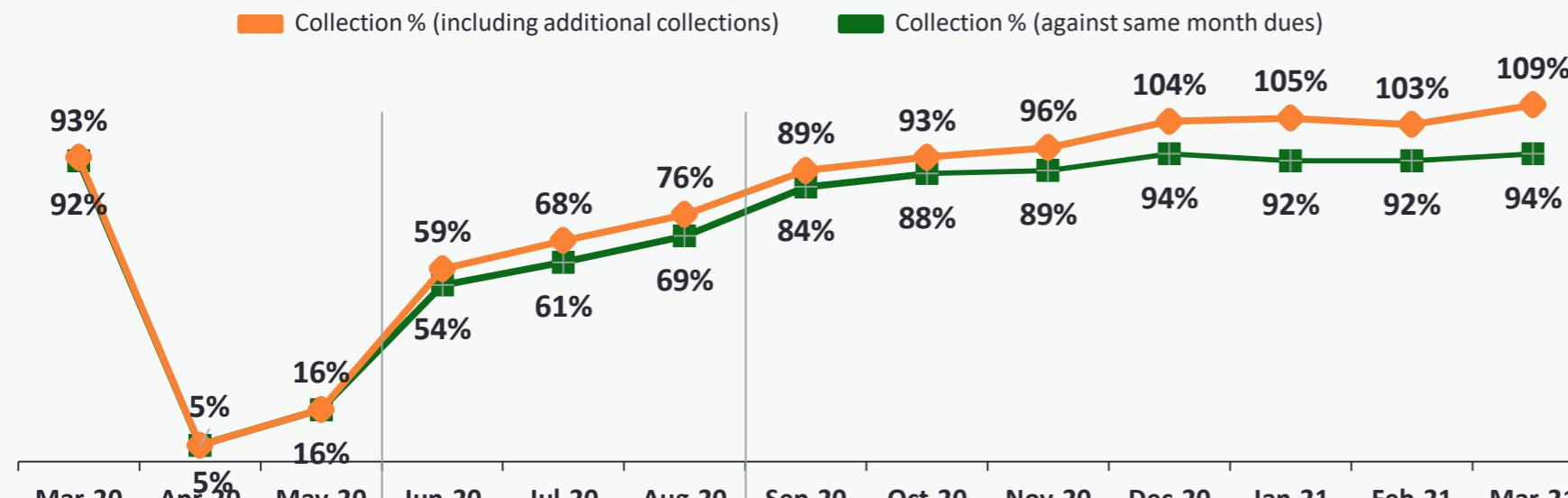
Increasing digital footprints (1/2)



Increasing digital footprints (2/2)



Collections: 96% of customers have started paying post end of moratorium



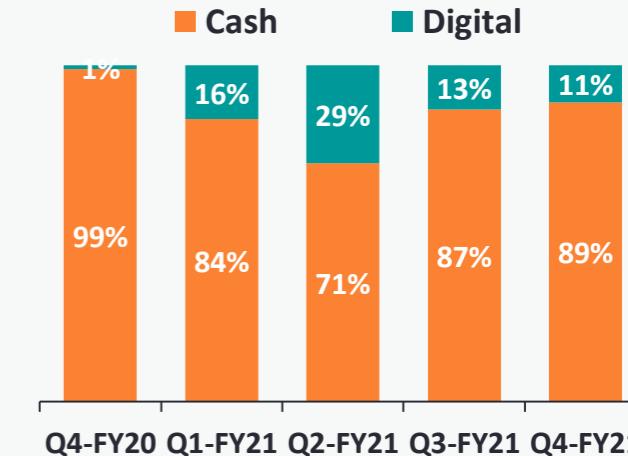
Lockdown begun in Mar'20
Moratorium 1.0 in effect

Moratorium 2.0 in effect
Phase-wise Unlock begun

Moratorium exit

- Collection efficiency - collections for the period against dues for the period. It does not include pre-closures and any advance or future payments
- Flexible & multiple modes of collections apart from traditional centre meetings/door-to-door collections

Digital vs cash collections



States in terms of collections – March'21 (Bank level)					
High collections	Coll %	OSP%	Low collections	Coll %	OSP%
Meghalaya	99.4%	0.1%	Assam	84.4%	2.3%
Uttarakhand	99.3%	0.4%	Maharashtra	88.3%	9.7%
Himachal Pradesh	99.1%	0.1%	Punjab	88.7%	2.4%
Uttar Pradesh	98.8%	4.4%	Chhattisgarh	90.7%	0.5%
Goa	98.1%	0.1%	Madhya Pradesh	92.8%	1.5%

Note: Excludes OD accounts as of 29th Feb'20

Improving collection efficiency (1/2)

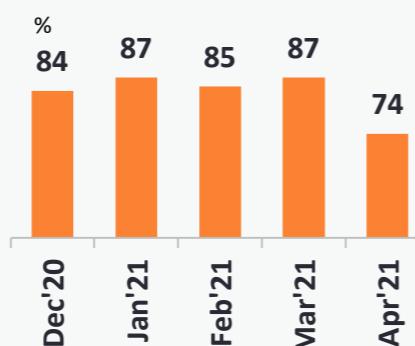
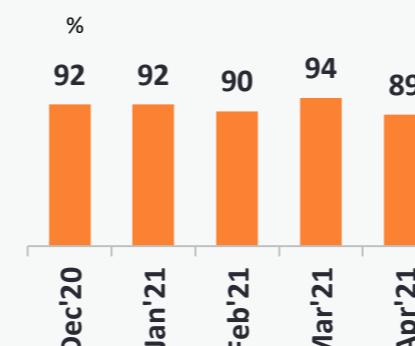
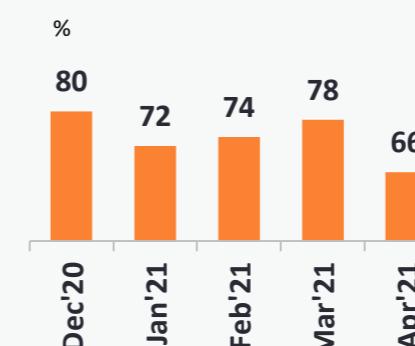
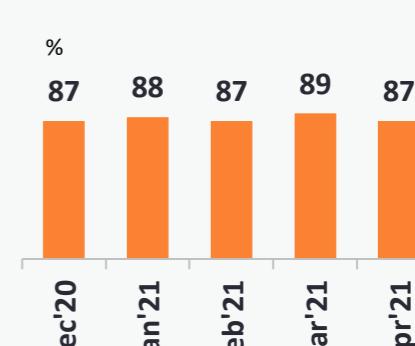
₹ Crore	Nov'20				Dec'20				Jan'21			
	Verticals	Due	Collection	Collection %	Additional Collection	Due	Collection	Collection %	Additional Collection	Due	Collection	Collection %
MicroBanking	952.4	846.0	89%	52.0	897.0	843.9	94%	75.8	887.7	818.0	92%	97.7
MSE (Secured)	18.3	16.2	88%	7.9	18.3	16.5	90%	11.6	19.2	17.3	90%	12.9
MSE (Unsecured)	5.5	3.7	67%	0.5	5.3	3.7	69%	0.3	4.9	3.2	66%	0.3
Affordable Housing	23.8	22.2	94%	9.7	24.5	23.0	94%	10.7	25.1	23.5	94%	13.0
Personal Loan	3.5	3.1	88%	-	3.8	3.3	89%	-	4.1	3.7	91%	0.9
Vehicle Loans	1.0	0.9	96%	-	1.3	1.3	97%	0.01	1.7	1.6	97%	0.01
FIG Lending	36.8	36.8	100%	-	44.7	44.1	99%	-	34.6	33.9	98%	0.5
Total	1,041.2	928.9	89%	70.1	994.8	935.8	94%	98.5	977.2	901.0	92%	125.3

Note: Excludes OD accounts as of 29th Feb'20

Improving collection efficiency (2/2)

₹ Crore	Feb'21				Mar'21				Apr'21			
	Verticals	Due	Collection	Collection %	Additional Collection	Due	Collection	Collection %	Additional Collection	Due	Collection	Collection %
MicroBanking	894.7	822.4	92%	85.9	940.6	885.0	94%	105.0	934.0	825.5	88%	53.0
MSE (Secured)	19.2	17.0	89%	12.0	19.8	17.8	90%	19.0	20.9	18.1	87%	9.1
MSE (Unsecured)	4.9	3.0	62%	0.5	4.6	2.9	63%	0.7	4.6	2.2	48%	0.0
Affordable Housing	26.0	24.4	94%	14.6	26.9	26.0	96%	27.2	27.9	25.5	91%	14.5
Personal Loan	4.5	4.1	90%	-	4.6	4.2	91%	-	5.0	4.4	88%	0.9
Vehicle Loans	1.9	1.6	88%	0.1	2.1	2.1	99%	0.0	2.8	2.7	96%	0.1
FIG Lending	37.7	36.9	98%	0.2	41.4	40.6	98%	0.6	34.3	33.6	98%	0.0
Total	988.8	909.4	92%	113.2	1,040.0	978.6	94%	152.5	1,029.6	912.0	89%	77.5

States with lower MicroBanking collections

	Maharashtra	West Bengal	Assam	Punjab																																																
Total MB Portfolio as on Apr'21 (₹ cr)	806	1,542	304	346																																																
Reasons for low collections	<ul style="list-style-type: none"> ▪ High Covid exposure ▪ Localized political intervention ▪ Lockdowns due to 2nd wave 	<ul style="list-style-type: none"> ▪ Lockdowns due to 2nd wave 	<ul style="list-style-type: none"> ▪ MFI Bill 	<ul style="list-style-type: none"> ▪ Farm bill protest by political parties ▪ Lockdowns due to 2nd Wave 																																																
Collection trend	 <table border="1"> <thead> <tr> <th>Month</th> <th>Collection %</th> </tr> </thead> <tbody> <tr><td>Dec'20</td><td>84</td></tr> <tr><td>Jan'21</td><td>87</td></tr> <tr><td>Feb'21</td><td>85</td></tr> <tr><td>Mar'21</td><td>87</td></tr> <tr><td>Apr'21</td><td>74</td></tr> </tbody> </table>	Month	Collection %	Dec'20	84	Jan'21	87	Feb'21	85	Mar'21	87	Apr'21	74	 <table border="1"> <thead> <tr> <th>Month</th> <th>Collection %</th> </tr> </thead> <tbody> <tr><td>Dec'20</td><td>92</td></tr> <tr><td>Jan'21</td><td>92</td></tr> <tr><td>Feb'21</td><td>90</td></tr> <tr><td>Mar'21</td><td>94</td></tr> <tr><td>Apr'21</td><td>89</td></tr> </tbody> </table>	Month	Collection %	Dec'20	92	Jan'21	92	Feb'21	90	Mar'21	94	Apr'21	89	 <table border="1"> <thead> <tr> <th>Month</th> <th>Collection %</th> </tr> </thead> <tbody> <tr><td>Dec'20</td><td>80</td></tr> <tr><td>Jan'21</td><td>72</td></tr> <tr><td>Feb'21</td><td>74</td></tr> <tr><td>Mar'21</td><td>78</td></tr> <tr><td>Apr'21</td><td>66</td></tr> </tbody> </table>	Month	Collection %	Dec'20	80	Jan'21	72	Feb'21	74	Mar'21	78	Apr'21	66	 <table border="1"> <thead> <tr> <th>Month</th> <th>Collection %</th> </tr> </thead> <tbody> <tr><td>Dec'20</td><td>87</td></tr> <tr><td>Jan'21</td><td>88</td></tr> <tr><td>Feb'21</td><td>87</td></tr> <tr><td>Mar'21</td><td>89</td></tr> <tr><td>Apr'21</td><td>87</td></tr> </tbody> </table>	Month	Collection %	Dec'20	87	Jan'21	88	Feb'21	87	Mar'21	89	Apr'21	87
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Mar'21	78																																																			
Apr'21	66																																																			
Month	Collection %																																																			
Dec'20	87																																																			
Jan'21	88																																																			
Feb'21	87																																																			
Mar'21	89																																																			
Apr'21	87																																																			

Update on restructured portfolio

MicroBanking

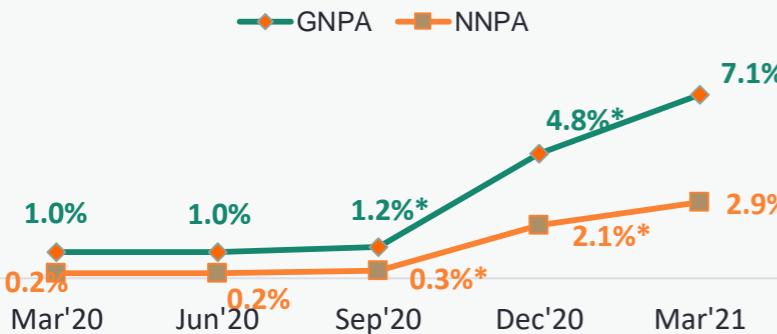
- Restructuring implemented for 3.7 Lac accounts worth ₹ 852 Cr in Q3; no additional restructuring done in Q4
- Restructuring book stands at 6.8 % of the portfolio as of March'21 (8.5% in Dec'20)
- The collection efficiency of our restructured book is consistent at 74%
- Average collection efficiency of these cases stands at 74%+ when compared to 49% pre-restructuring
- GNPA at 3.6% for restructured book as of Mar'21

Retail Assets

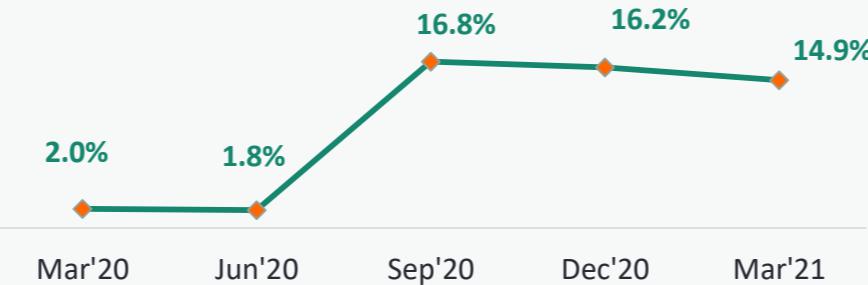
- 121 cases in Housing portfolio worth ₹ 13.7 Cr restructured by the end of March'21
- Restructuring completed for 62 MSE accounts worth ₹ 11.4 Cr under MSME framework and 16 accounts worth ₹ 1.6 Cr under Part B of the resolution framework
- ~400 cases under Part B of the resolution framework in MSE worth ₹ 38 Cr identified for restructuring shall be finalized before the deadline of 30-Jun-2021

Portfolio Quality – GNPA, NNPA and PCR

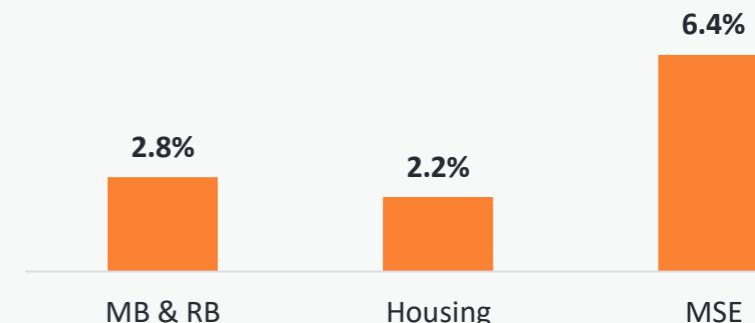
GNPA & NNPA



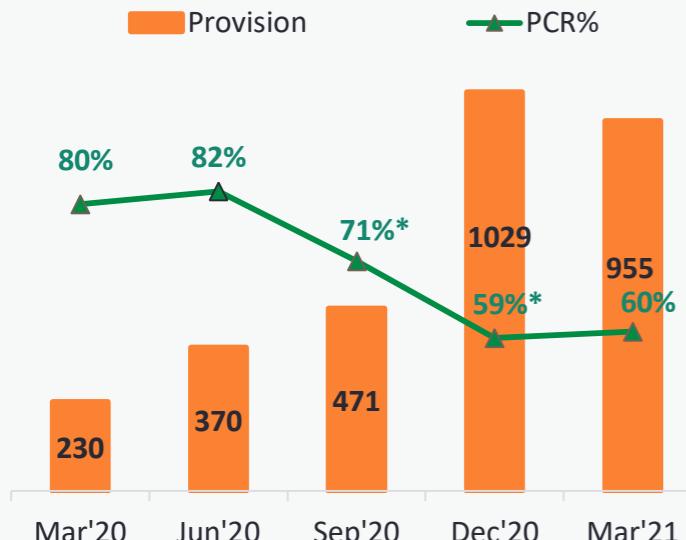
Portfolio At Risk (PAR>0 %)



NNPA Q4FY21 (segment wise)



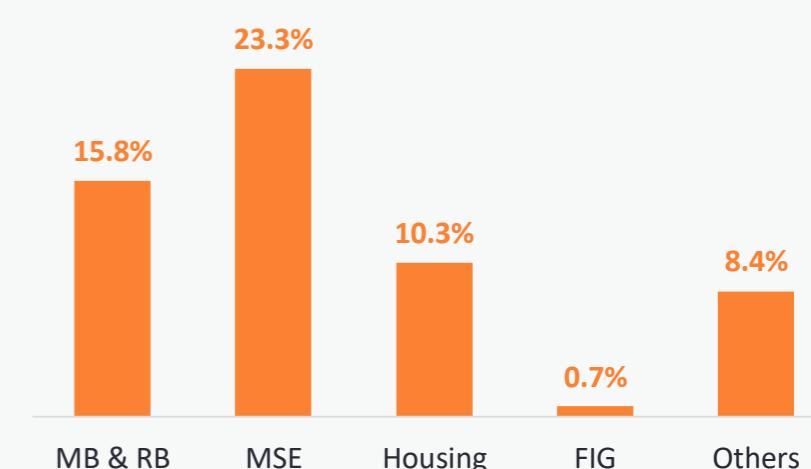
Provision (₹ in Crore) & Provision Coverage Ratio



Portfolio At Risk (Bucket wise)



Portfolio At Risk (segment wise)



*Stated as Proforma number in Q3FY21 & Q2FY21

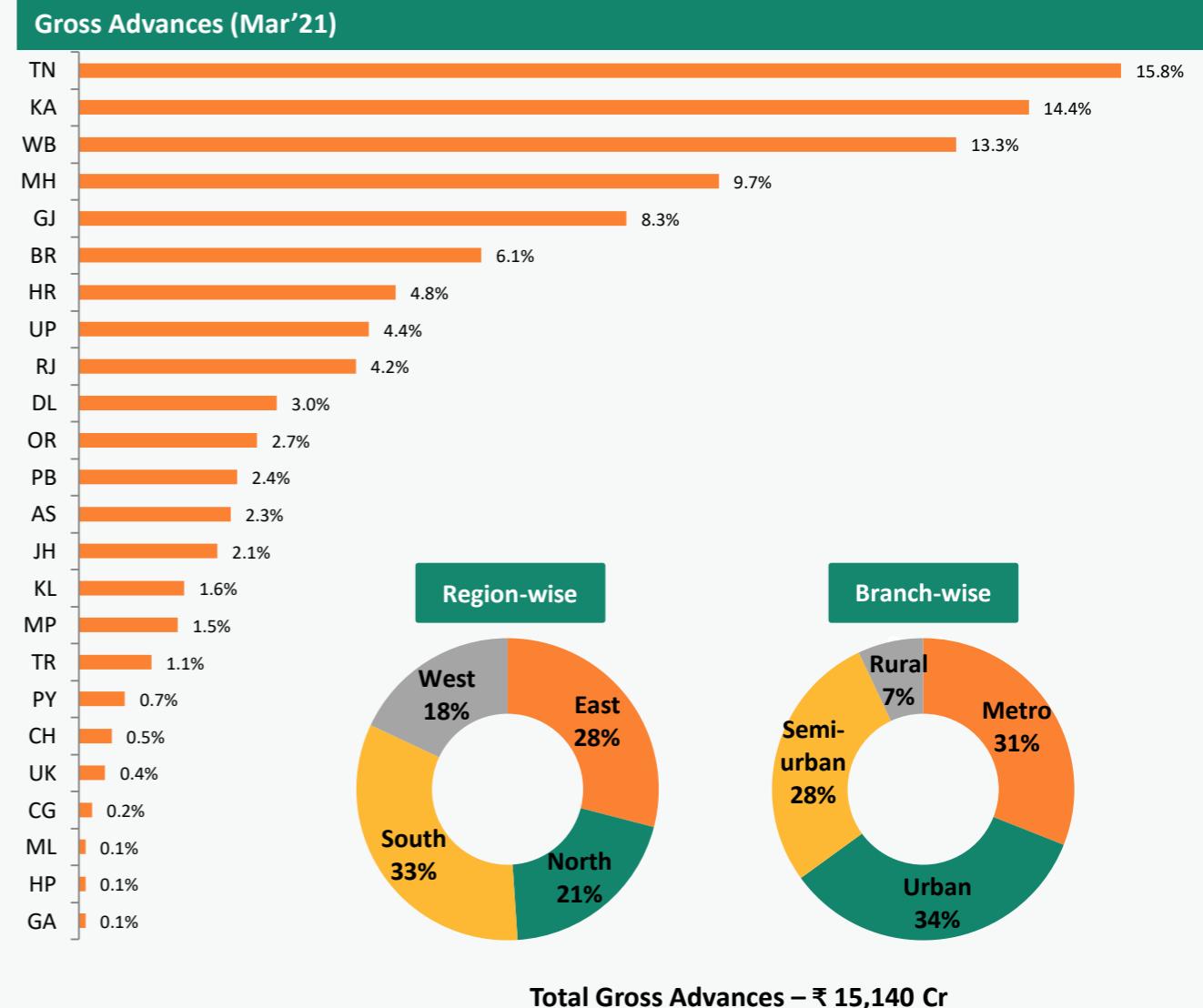
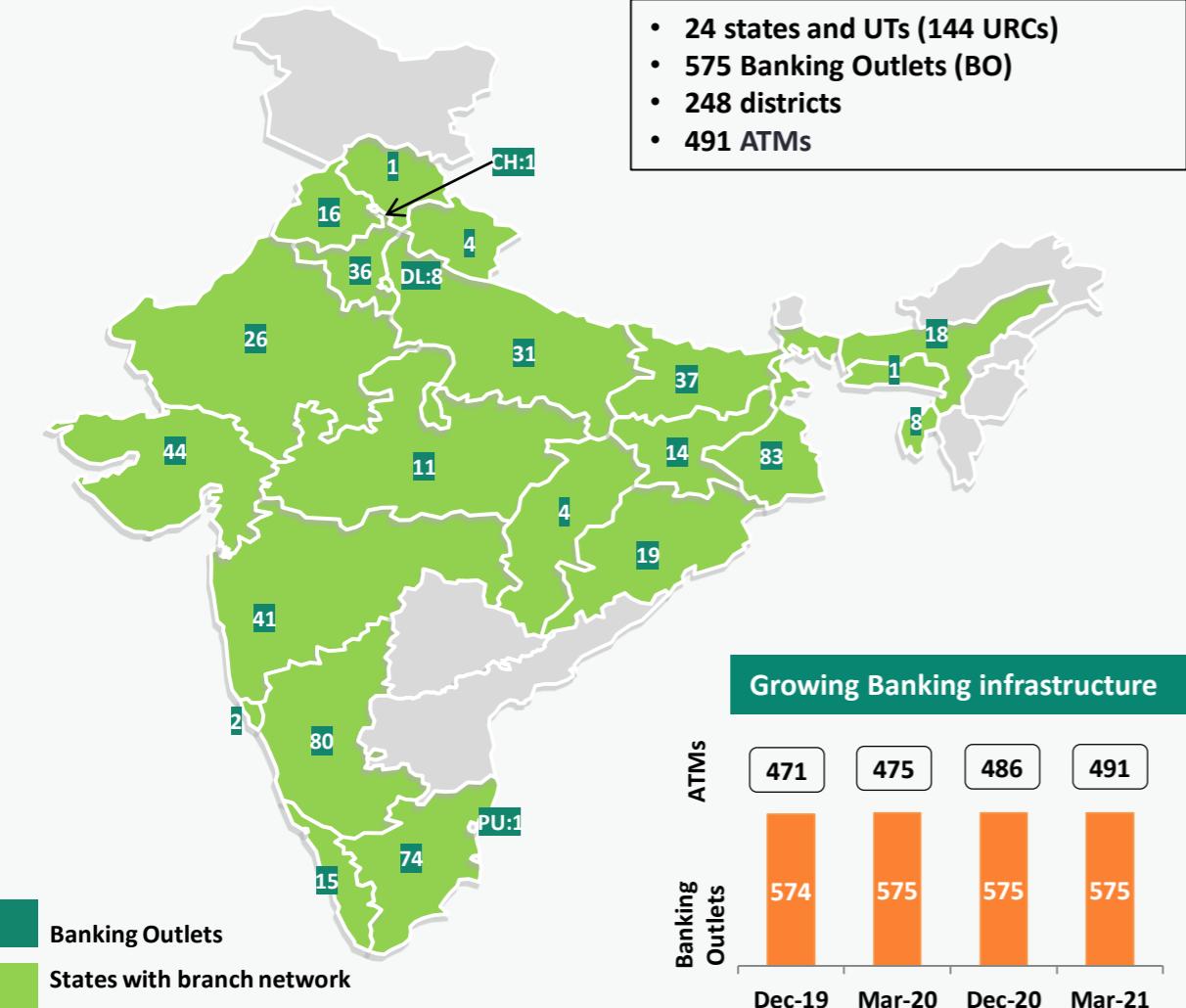
Reported GNPA/NNPA for Q3FY21 was 1.0%/0.05%; Q2FY21 was 1.0%/0.1%

Reported PCR for Q3FY21 was 95% and Q2FY21 was 86%

Write-offs during the quarter was ₹ 74 Cr

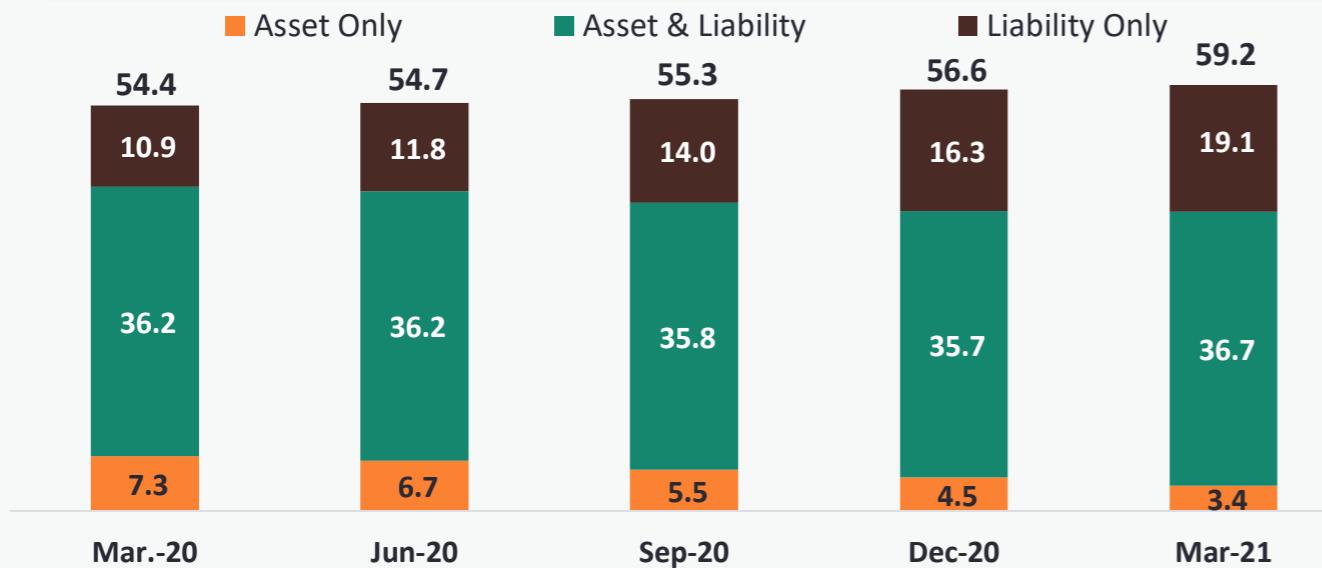
Business Overview

Well Diversified Pan India Presence



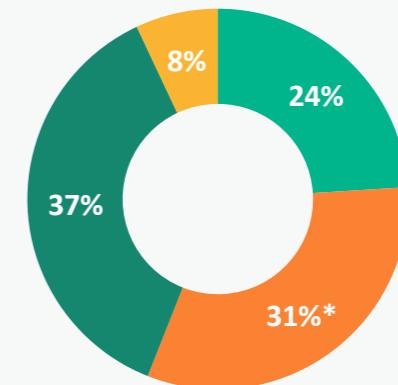
Expanding liability customer base

Customer Base Growth



Customers (in Lakhs)	Mar'20	Jun'20	Sep'20	Dec'20	Mar'21
Asset only Customers	7.3	6.7	5.5	4.5	3.4
Liability Customers	47.1	48.0	49.8	52.0	55.9
Liability only Customers	10.9	11.8	14.0	16.3	19.1
Total Customers	54.4	54.7	55.3	56.6	59.2

Customer Base – Basis of Branch Classification



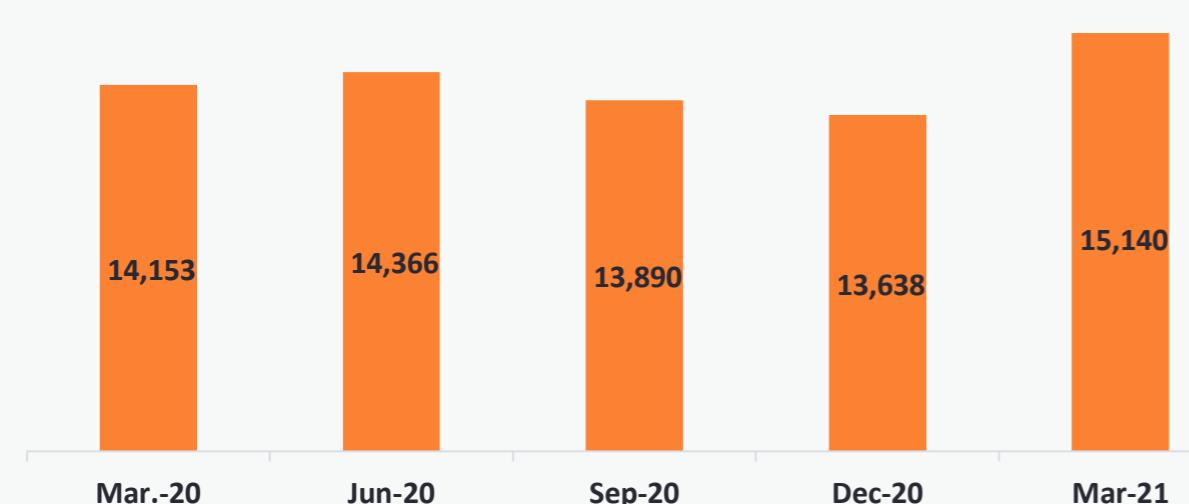
■ Metropolitan ■ Semi-Urban ■ Urban ■ Rural

*Semi-Urban branches largely cater to rural customers

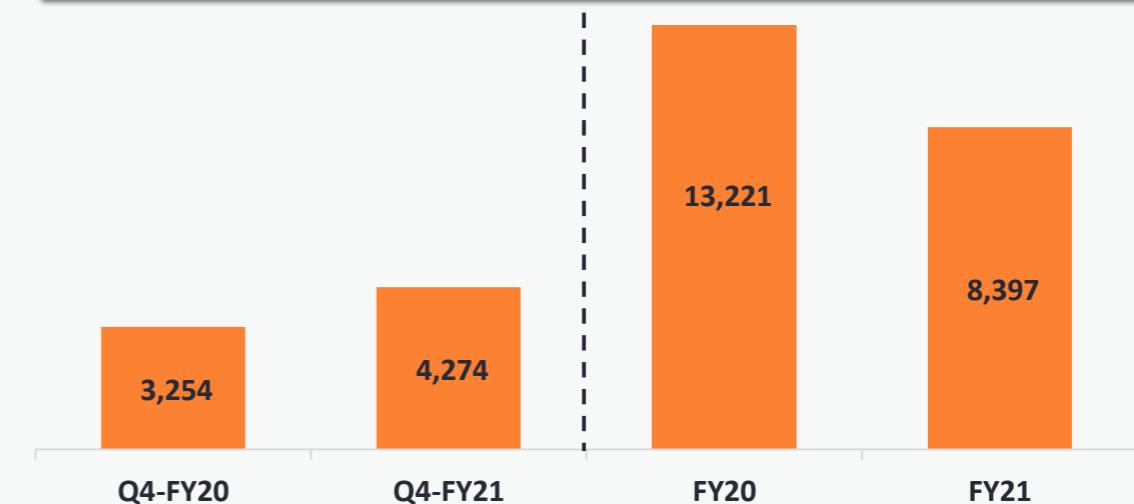
- Liability customers up by 19% vs Mar'20
- New customer acquisition continues with the uptrend during the quarter – Liability only customers at 19.1 lakhs vs 16.3 lakhs as on Dec'20

Gross advances and disbursement trend

Gross Advances (₹ in Crore)



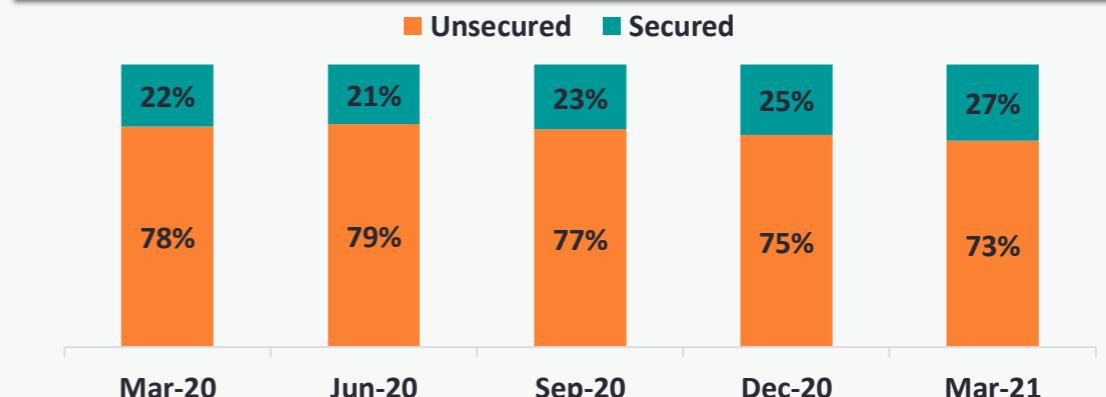
Total Disbursements (₹ in Crore)



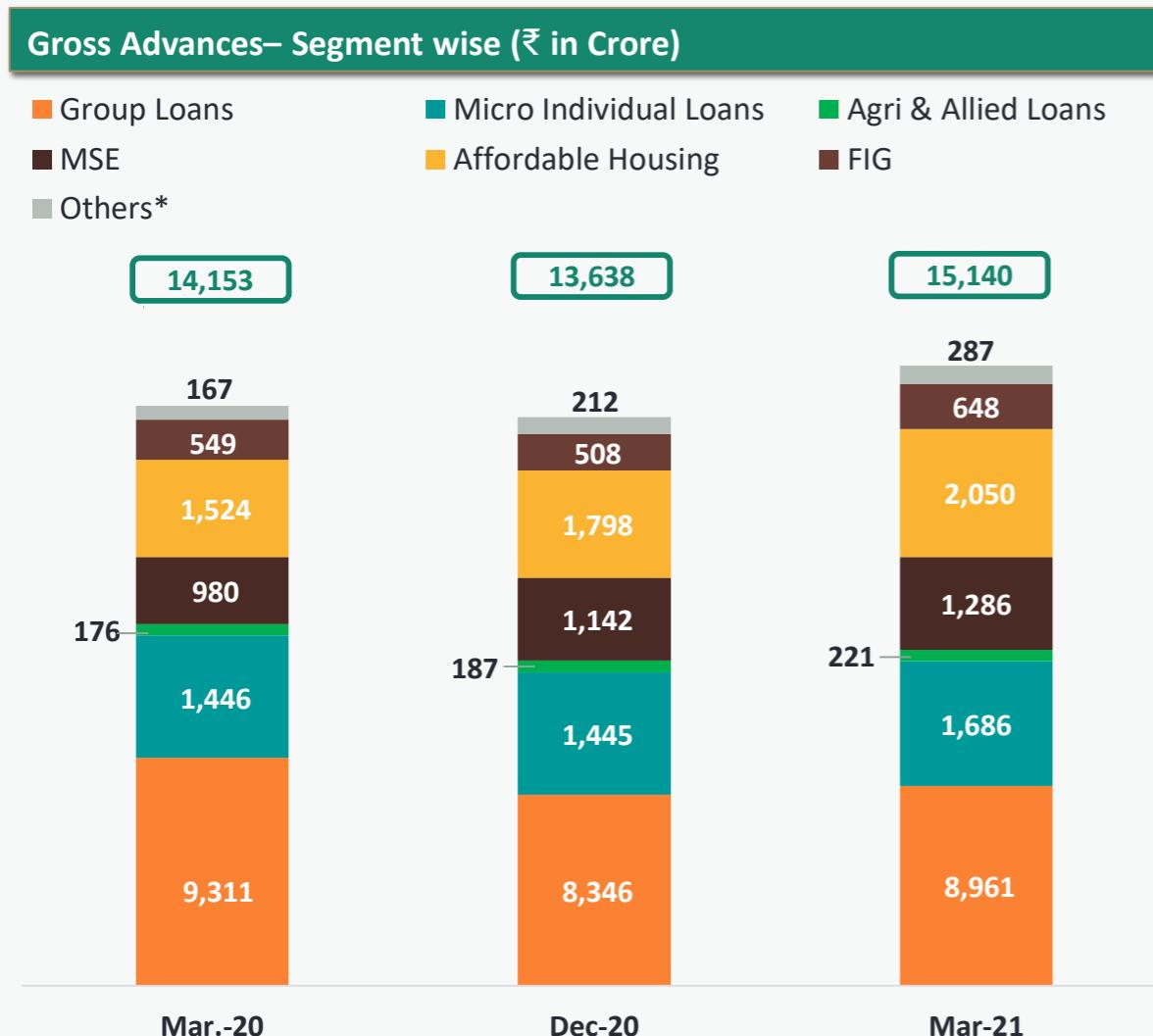
Microfinance Loan Disbursement (No. of Loans)



Portfolio Breakup



Gross advances breakup



Product	% Gross Advances	Growth Y-o-Y	Growth Q-o-Q
Group Loans	59%	(4%)	7%
Micro Individual Loans	11%	17%	17%
Agri & Allied loans	1%	26%	18%
MicroBanking	72%	(1%)	9%
MSE	8%	31%	13%
Affordable Housing	14%	34%	14%
FIG Lending	4%	18%	28%
Others	2%	72%	35%
Total	100%	7%	11%

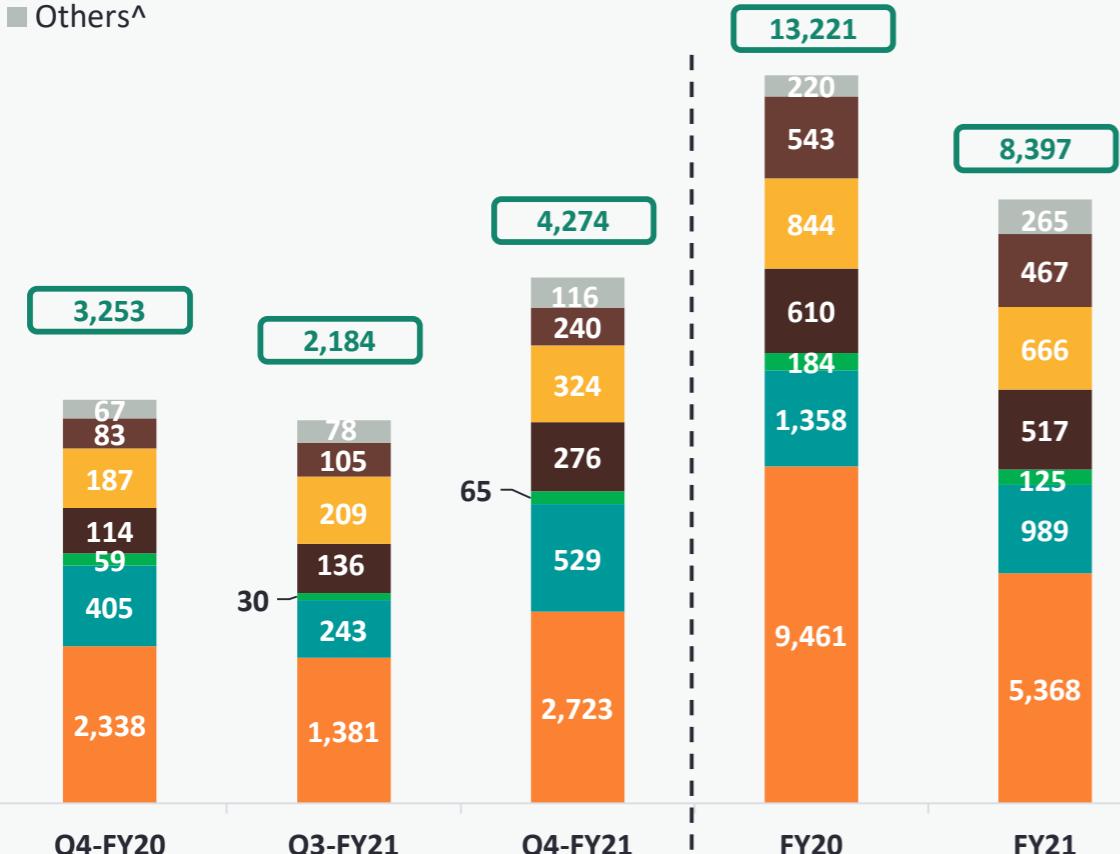
*Includes Personal Loan, Vehicle loan, Staff Loan & others

Disbursement & average ticket size

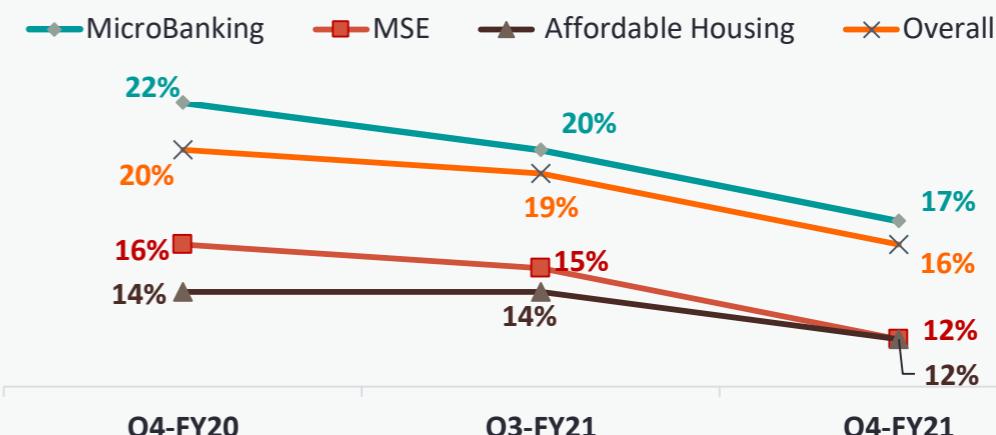
Product wise Disbursement (₹ in Crore)

■ Group Loans
 ■ MSE
 ■ Others[^]

■ Micro Individual Loans
 ■ Affordable Housing
 ■ Agri & Allied Loans
 ■ FIG



Yield** (%) – Segment wise



Average Ticket Size (₹)

Product	Q4-FY20	*Q3-FY21	*Q4-FY21
Group Loans	35,440	39,279	38,463
Micro Individual Loan	98,162	1,02,430	1,13,909
MSE	13.9 lakhs	15.2 lakhs	19.8 lakhs
Affordable Housing	9.7 lakhs	10.2 lakhs	11.1 lakhs

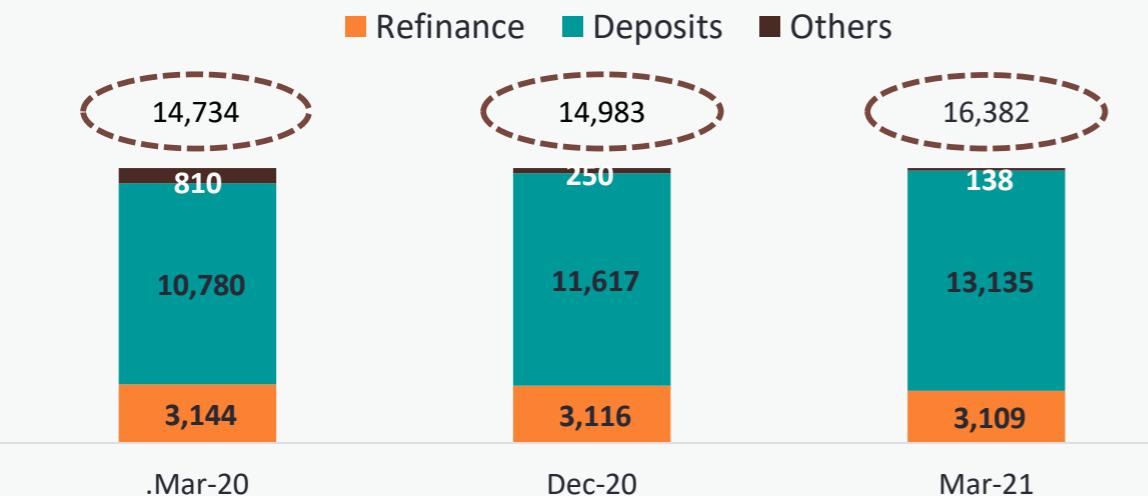
*Higher average ticket sizes due to lower disbursements and largely to existing customer base
 MSE ticket size is ₹18.6 lakhs in Q4FY21 if Navnirman loans under ECLGS scheme are included

[^]Includes Personal Loan, Vehicle loan, Staff Loan & others

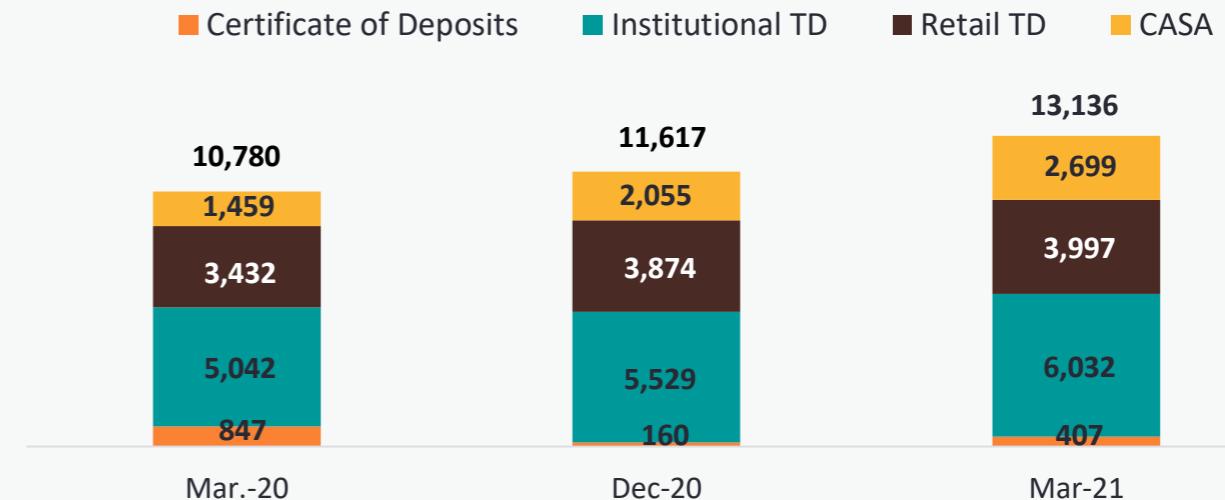
**In Q4FY21, ₹ 75 crore of interest income was reversed due to movement of portfolio under GNPA. This led to dip in yields

Liability : Retail franchise showing healthy traction

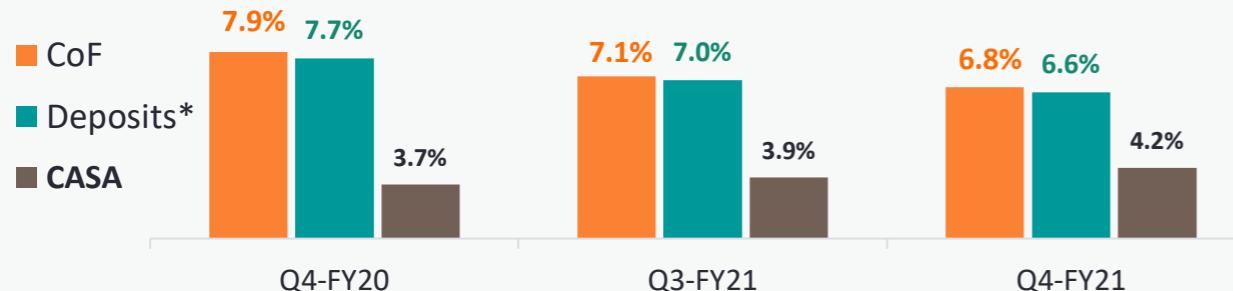
Total liabilities profile (₹ in Crore)



Deposits break-up (₹ in Crore)



Cost of funds



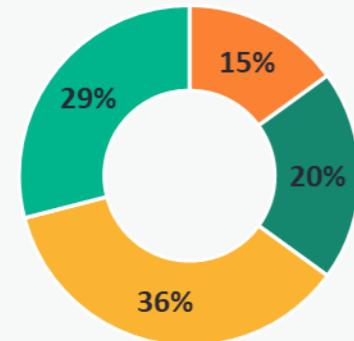
- ❖ Comfortable ALM position
- ❖ Credit-Total Deposit: 115% vs 117% as of Dec'20
- ❖ Retail % share has increased to 48% from 44% in Mar'20
- ❖ Cost of Deposits declined 110 bps Y-o-Y due to low interest rates coupled with rising share of retail deposits, reaping benefits from existing banking outlets and digital offerings

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

*Cost of Blended Deposits – TD + CA+ SA

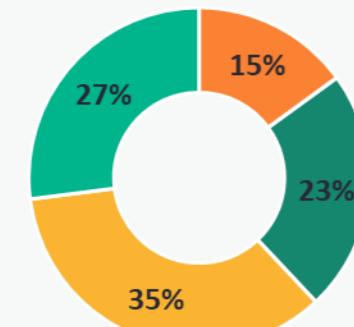
Well-diversified deposit mix

Region-wise deposit mix



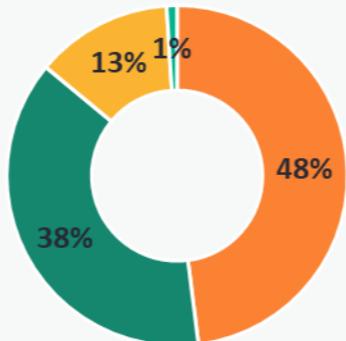
Mar'20

- East ■ West ■ North ■ South

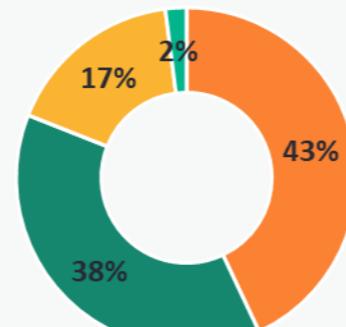


Mar'21

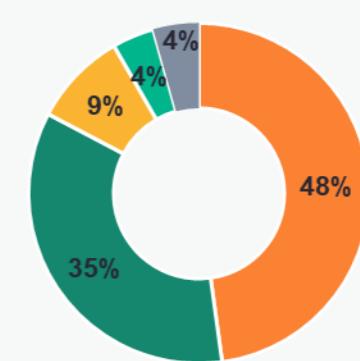
Branch classification wise deposit mix



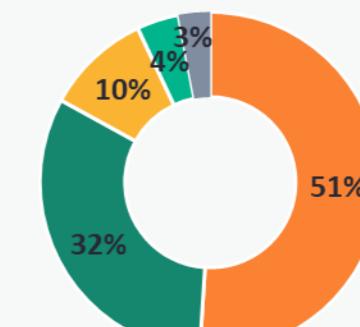
- Metropolitan ■ Urban ■ Semi Urban ■ Rural



Segment wise deposit mix



- Individuals ■ Banks ■ Corporate ■ Govt. ■ TASC[^]



[^]TASC- Trust, Association, Societies & Clubs

Healthy capital adequacy

(₹ in Crore)

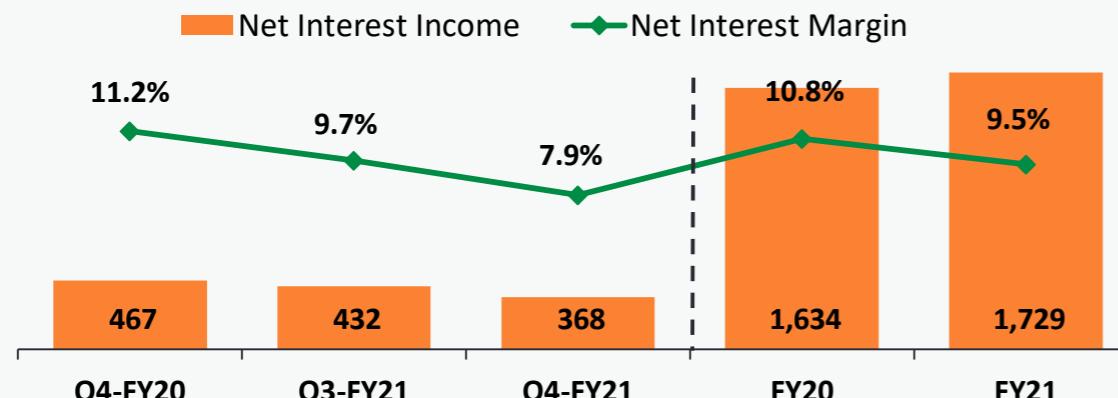
	Mar'20	Jun'20	Sep'20	Dec'20	Mar'21
Credit Risk Weighted Assets	10,775	11,032	10,543	10,342	11,420
Tier I Capital	3,018	3,072	3,168	2,681	2,863
Tier II Capital*	87	93	99	103	157
Total Capital	3,105	3,164	3,268	2,785	3,020
CRAR	28.8%	28.7%	30.99%	26.93%	26.44%
Tier I CRAR	28.0%	27.8%	30.05%	25.93%	25.07%
Tier II CRAR	0.8%	0.8%	0.94%	1.00%	1.38%

* Additional COVID provisioning of ₹ 172 Cr not part of Tier II capital

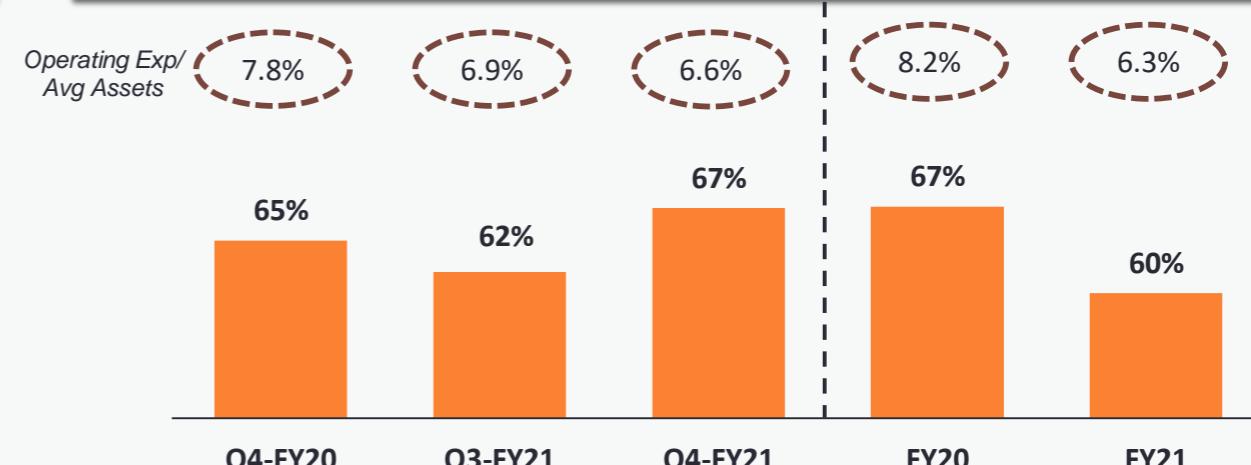
Financial Overview

Financial Overview

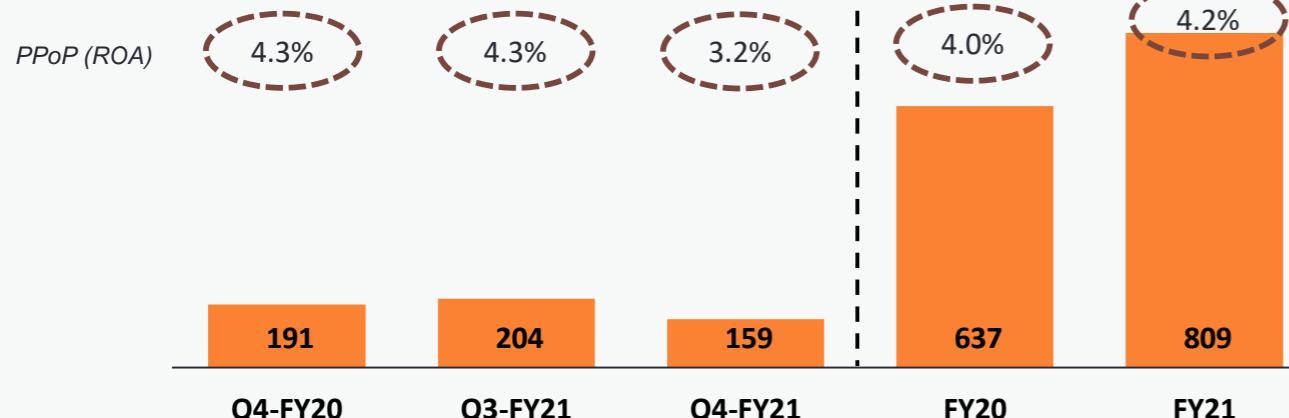
NII (₹ in Crore) & NIM



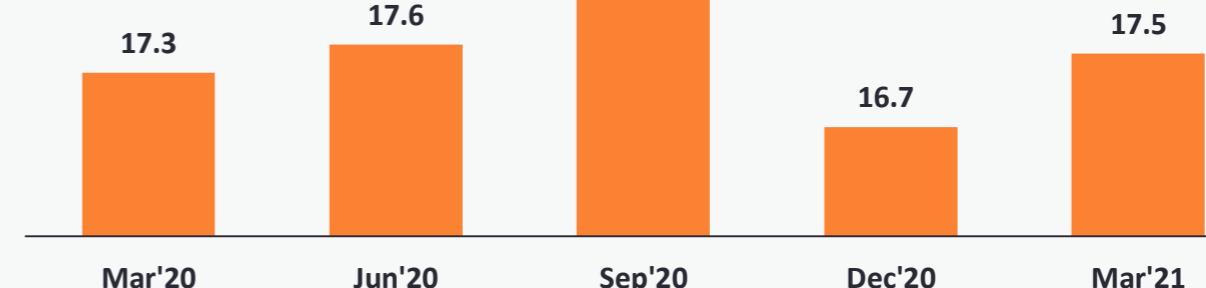
Cost to Income Ratio & Operating Expenses/ Average Assets (%)



Pre-Provision Operating Profit (₹ in Crore)



Book Value Per Share (in ₹)



Income Statement

Particulars (₹ in Crore)	Q4-FY21	Q4-FY20	YoY Growth	Q3-FY21	QoQ Growth	FY21	FY20	YoY Growth
Interest Earned	618	737	(16)%	688	(10)%	2806	2,704	4%
Other Income	117	72	63%	100	17%	311	322	(3)%
Total Income	735	810	(9)%	789	(7)%	3117	3,026	3%
Interest Expended	250	271	(8)%	256	(2)%	1078	1,070	1%
Operating Expenses	327	348	(6)%	329	(1)%	1230	1,319	(7)%
Provisions and Contingencies	22	117	(81)%	483	(95)%	801	287	179%
- Provisions for tax	47	20	133%	(100)	(147)%	2	116	(98)%
- Provisions (Other than tax) & Contingencies	(25)	97	(126)%	583	(104)%	799	171	367%
Total Expenditure	599	736	(19)%	1,068	(44)%	3109	2,676	16%
Net profit for the period	136	73	86%	(279)	(149)%	8	350	(98)%

Total Income - Breakup

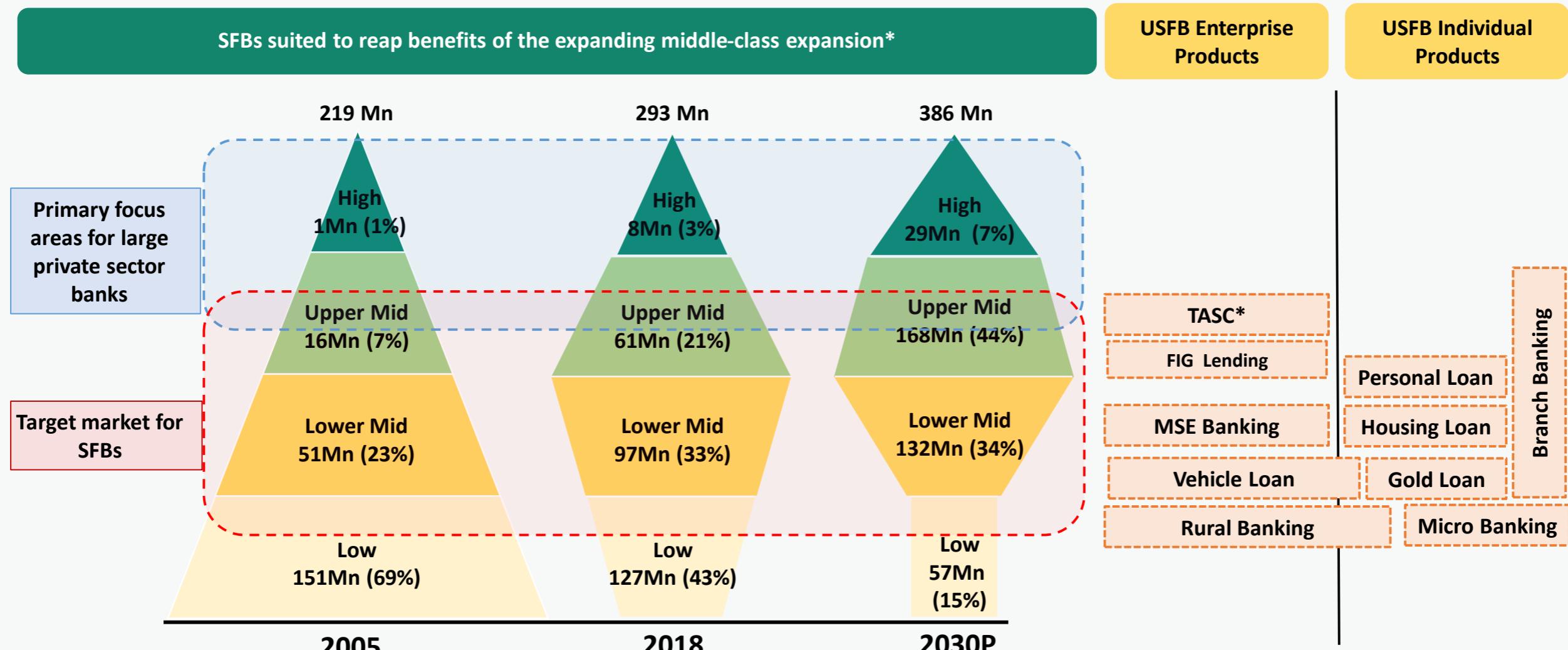
Particulars (₹ in Crore)	Q4-FY21	Q3-FY21	Q4-FY20	FY21	FY20
Interest on loan	564	638	698	2,600	2,551
Int. on investments	53	51	39	206	146
Securitization Inc.	0	0	0	0	6
Total Interest Earned	618	688	737	2,806	2,704
Processing Fees	54	28	41	106	167
PSLC Income	29	5	(2)	58	45
Trading Income	0	43	-	56	6
Bad Debts Recovery	3	3	7	9	31
Insurance Income	10	5	6	20	20
Misc. Income	21	17	19	62	53
Total Other Income	117	100	72	311	322
Total Income	735	789	810	3,117	3,026

Balance Sheet

Particulars (₹ in Crore)	Mar-21	Dec-20	Mar-20
CAPITAL AND LIABILITIES			
Capital	1,928	1,928	1,928
Employees Stock Options Outstanding	44	41	21
Reserves and Surplus	1,247	1,110	1,238
Deposits	13,136	11,617	10,780
Borrowings	3,247	3,366	3,953
Other Liabilities and Provisions	778	1,354	491
TOTAL	20,380	19,416	18,411
ASSETS			
Cash and Balances with Reserve Bank of India	1,711	1,206	1,225
Balance with Banks and Money at Call and Short Notice	866	427	118
Investments	2,516	3,484	2,396
Advances	14,494	13,514	14,044
Fixed Assets	281	289	300
Other Assets	512	496	328
TOTAL	20,380	19,416	18,411

Ujjivan – Building a Mass Market Bank

Well placed to gain from evolving country demographics



*Trusts, Associations, Societies and Clubs

Comprehensive suite of Banking Products & Services

Loan

Micro-Banking

- Group Loans
- Individual Loans
- Top up Loans - GL
- Agriculture & allied loans
- Gold loan
- Street vendor loan
- Top up Loan – IL
- Micro – LAP[#]

Micro and Small Enterprise Loans

- Secured Enterprise and Business Loan
- Business EDGE Loan & Overdraft
- LARR*
- Overdraft with Fintech partnership
- Loan Against property

Affordable Housing Loans

- Construction and Purchase
- Home Improvement
- Composite Home
- Home Equity Loan
- Commercial Purchase Loan

Vehicle Loans

- Two wheeler loan
- MMCV Loan
- Electric three wheeler
- Small commercial vehicle(SCV)
- Three Wheeler - ICE
- Used Car loan

Personal Loans

- Loan to salaried customers
- Self-employed professional loans
- Small ticket personal loan with Fintech partnership

Financial Institutions Group

- Term loan to NBFCs and MFIs
- CC/OD and WCDL to NBFCs and MFIs

Deposit

Retail Products

- Current Account
- Savings Account
- Term Deposit
- Goal Based Savings
- Digital Savings & FD

Institutional Products

- Fixed Deposits
- Term Money
- Current Account
- Certificate of Deposit

- Collection/Escrow Account
- Call money products
- G-Sec trading

Fee based Products

- Insurance
- APY
- Aadhaar enrolment services
- CMS
- Mutual Fund

Channels

Branch Banking

ATM / Debit Cards / POS / QR / UPI

Mobile & Missed Call Banking

Phone Banking, IVR, Chatbot Aria

Internet & Corporate Banking

Microbanking Channel

Money Mitra

Focus on growing stable and granular liability base



Traders, Retailers and MSE

Salaried / Corporate Salary

Youth

Senior Citizen

Micro banking customers and family members

Local institutions & governments, schools, clinics, TASC

Marginal farmers, Allied Agri Segment

Dominate branch catchment

Advanced business net banking

Encourage user adoption for digital channels

Digital + Branch led transactions

Payment solutions, Fee Based Products, CMS

Life Events Based Banking Solutions, Sampoorna Banking for Micro Banking

Differentiated branch / digital experience

Data analytics to facilitate cross-sell/better solutions

"Parinaam" – Financial literacy programs

Diksha+

Paison ki ABCD

Chillar Bank

Ramped up retail deposits: ₹ 6,242 crores (48% of total deposits) vs ₹ 4,724 crores (44% of total deposits) Y-o-Y

Other Income – diversifying revenue streams

Third Party Products

₹ 10 crore in Q4-FY21 | ₹ 20 crore in FY21

Current line of products – to be ramped-up over medium-term

- Insurance: Life, General, Health insurance
 - Relevant benefits for target segment
 - Simple and easy process
 - Sold through branches and field staff

Products under evaluation

- Mutual Funds
- National Pension Scheme

Process improvement

- Automation & IT integration
- Tick-based products

PSLC Income

₹ 29 crore in Q4-FY21 | ₹ 58 crore in FY21

- Focussed approach to maximise PSLC income by way to automated tagging and better timing
- Majority of portfolio is PSL compliant vs. regulatory requirement of maintaining 75%

Fee-Based & others

₹ 79 crore in Q4-FY21 | ₹ 233 crore in FY21

- Processing fees
- AMC/NACH/ CMS Fee
- Treasury Income
- Bad debt recovery and others

Serving customers through multiple delivery channels

Multiple delivery channels



Personal & Business Internet banking

- Web-based, can be accessed from any system
- High volume bulk upload facility
- Customizable client centric approval matrix



ATMs

- 491 ATMs including 53 ACR* machines
- Customer alerts for each incorrect PIN entry & Green PIN facility 24/7 for OIN change
- Empowering customers to block/unblock debit card & set transaction limits through ATMs
- 12 regional languages



Web/ Tablet Based Origination

- Liability customer acquisition from anywhere using website
- Tablet-based customer acquisition for loan products
- Chatbot Aria to improve user experience
- Door-step service; faster, easier, better TAT



Phone

- 24x7 phone banking helpline
- Loan on Phone for repeat GL customers
- Ability to service customers in 13 Languages
- Missed call and SMS banking services



Mobile App

- High customer rating of 4.4/5 on Google Playstore as of Mar'21 – Highest among SFBs
- Nine languages option – English, Hindi, Kannada, Tamil, Bengali, Marathi, Gujarati, Punjabi and Odia

- Working on voice and video enabled customer interface
- Active users exceeds 0.68 million as of Mar'21

Strong Independent Board

Name	Education	Experience	Name	Education	Prior Experience
Nitin Chugh <i>MD and CEO</i>	Bachelor's degree in technology (electrical engineering) from Kurukshetra University and a professional diploma in marketing management from All India Management Association	Prior associations with banks incl. Standard Chartered Bank, HDFC Bank and worked with Modi Xerox Limited, HCL and Hewlett Packard Limited	Umang Bedi Independent Director	Bachelor's degree in engineering from University of Pune General Management Program from Harvard Business School, Boston	Co-Founder of Dailyhunt, India's largest local language content & news discovery platform. Previously the Managing Director - India and South Asia with Facebook India Online Services Private Limited, ADOBE Systems India Private Limited and Intuit Inc.
Mona Kachhwaha <i>Non-Executive Director</i>	PGDM in business management from XLRI Jamshedpur and has completed a PE programme from Oxford University	Previously worked with Citibank and Caspian Impact Investment Adviser	Rajni Mishra Additional Director (Independent)	M.Com (Gold Medalist) from 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 branch administration, corporate credit, forex treasury etc. She is the chairperson and Independent Director of NCL Buildtek limited, Hyderabad
Chitra Kartik Alai <i>Non-Executive Nominee Director</i>	B.Com from Osmania University and MBA from Symbiosis Institute	Serves as General Manager at the Chennai regional office of SIDBI	Ittira Davis Additional Director (Non-Executive, Non-Independent)	PGDM from the Indian Institute of Management, Ahmedabad	International banker with over 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 March 2015 to manage the transition to an SFB. He was the MD & CEO of Ujjivan Financials from July 2018 until March 2021
Prabal Kumar Sen <i>Independent Director</i>	Master's degree in arts (economics) from Calcutta University	Served as Professor at XLRI Institute of Rural Management as a Bank of Baroda chair professor & University of Burdwan	Rajesh Kumar Jogi Additional Director (Non-Executive, Non-Independent)	Bachelor of Arts degree in Economics and is a Fellow member ICAI and advanced Management Program from the Harvard Business School in Boston	Rich work experience of 27 years in the Banking Industry with a focus on risk management. Previous 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
Nandlal Laxminarayan Sarda <i>Independent Director</i>	M.Tech and PhD from IIT, Bombay	Previously served on the boards of the Union Bank of India, CCIL and Andhra Bank	Harish Devarajan Additional Director (Independent)	bachelor's degree in commerce from Madras University and PGDPM&IR from XLRI, Jamshedpur	He has gained rich experience working with TVS Sundram Fasteners Ltd. and Hindustan Unilever Ltd. (as Vice President HR). He was on the Board of Bank of India and has been a freelance Leadership Coach and Organization Consultant since 2008
Umesh Bellur <i>Additional Director (Independent)</i>	Doctor of philosophy degree from Syracuse University, Syracuse, NY, USA	Serves on the board of Aspinwall and Company and ex-partner at Deloitte Haskins & Sells LLP and Fraser & Ross Professor & Head of Computer Science and Engineering at IIT, Bom. Previously worked with TCSI Corp, Oracle Corp, Covad Comm. Corp, Collation Inc. in California. Member of Technology Advisory Board for the SEBI, SBI, CCIL and NSDL. He is currently a director on Board of CDSL			

Experienced Management Team

Name & Designation	Prior association	Education
Nitin Chugh <i>MD & Chief Executive Officer</i>	HDFC Bank, Standard Chartered Bank, HCL Hewlett Packard, Modi Xerox	<ul style="list-style-type: none"> ● B. Tech, Kurukshetra University ● Professional Diploma in Marketing Management, All India Management Association
Sanjay Kao <i>Head - Human Resources</i>	Citibank, ABN AMRO Bank, Dunia Finance and Lipton India Ltd	<ul style="list-style-type: none"> ● B.Tech, BHU ● PGDM, IIM Calcutta
Upma Goel <i>Chief Financial Officer</i>	Ujjivan Financial Services , L&T Finance Holdings and Escorts Securities	<ul style="list-style-type: none"> ● Chartered Accountant, ICAI
Alok Chawla <i>Head – Audit</i>	Mizuho Bank,ING Vysya Bank and Tata Motors Finance	<ul style="list-style-type: none"> ● B.Com, DU ● CA, ICAI and a Certified internal auditor
Jolly Zachariah <i>Head – Channels</i>	Ex COO (west) of Ujjivan Financial Services Limited; Citigroup	<ul style="list-style-type: none"> ● B.Com, Bombay University
Arunava Banerjee <i>Chief Risk Officer</i>	State Bank of India, Standard Chartered Bank and Bahraini Saudi Bank	<ul style="list-style-type: none"> ● MA Economics, Calcutta University ● Associate of the Indian Institute of Bankers
Rajat Singh <i>Head - Micro & Rural Banking</i>	Ujjivan Financial Services	<ul style="list-style-type: none"> ● B. Tech (Agriculture and Food Engineering), IIT Kharagpur
Rajeev Pawar <i>Head – Treasury</i>	Growmore Research; Kotak Mahindra Capital; Daewoo Securities India Ltd. ; American Express Bank, Standard Chartered Bank	<ul style="list-style-type: none"> ● Masters Business Management, JBIMS ● Diploma in Business Management, Xavier's Institute of Management Mumbai
Dheemant Thacker <i>Head - Digital Banking</i>	HDFC Bank, Bandhan Bank, Aditya Birla Capital	<ul style="list-style-type: none"> ● M.B.A (Marketing), NMMIS ● B.E (Mechanical), Mumbai University
Shrinivas Murty <i>Head - Liabilities</i>	HDFC Bank, Bandhan Bank, ICICI Bank Ltd	<ul style="list-style-type: none"> ● PGDBM, MDI Gurugram ● Associate of Indian Institute of Banking & Finance ● MSc, Pt Ravishankar Shukla University
Venkat Krishnan V <i>Chief Technology Officer</i>	Utkarsh SFB, Al Ahli Bank of Kuwait, Edelweiss Tokio Life, Yes Bank, Dhanlaxmi Bank, HSBC	<ul style="list-style-type: none"> ● MCA, Government College of Engineering ● BSc (Physics, Electronics), SIES College
Ashish Goel <i>Chief Credit Officer</i>	ICICI Bank, Marico Industries, Godrej & Boyce	<ul style="list-style-type: none"> ● PGDM (Marketing & Finance), Xavier Institute of Management ● B.Tech (Mechanical Engineering), Kurukshetra
Brajesh Joseph Cherian <i>Chief Compliance Officer</i>	The South Indian Bank, Axis Bank	<ul style="list-style-type: none"> ● MBA in Finance, Sikkim Manipal University ● B.Pharm, Dr. M.G.R. Medical University

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, MSE and affordable housing segments

02

FOCUS ON DIGITAL BANKING AND ANALYTICS

- User-friendly digital interface to extend bank's reach and offer a strong banking platform and focus on user adoption with programs like DigiBuddy
- 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 USFB as a modern technology enabled bank

03

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

04

EXPAND & OPTIMIZE DISTRIBUTION NETWORK

- Use right combination of physical and digital channels and partnerships to expand reach
- Expand banking outlets and infrastructure
- Strengthen alternate delivery channels and encourage customers to move towards a cashless environment

05

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

06

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

Annexure

Shareholding Pattern

Shareholding Pattern (Based on Holding) as on 31st March, 2021

■ Promoter*

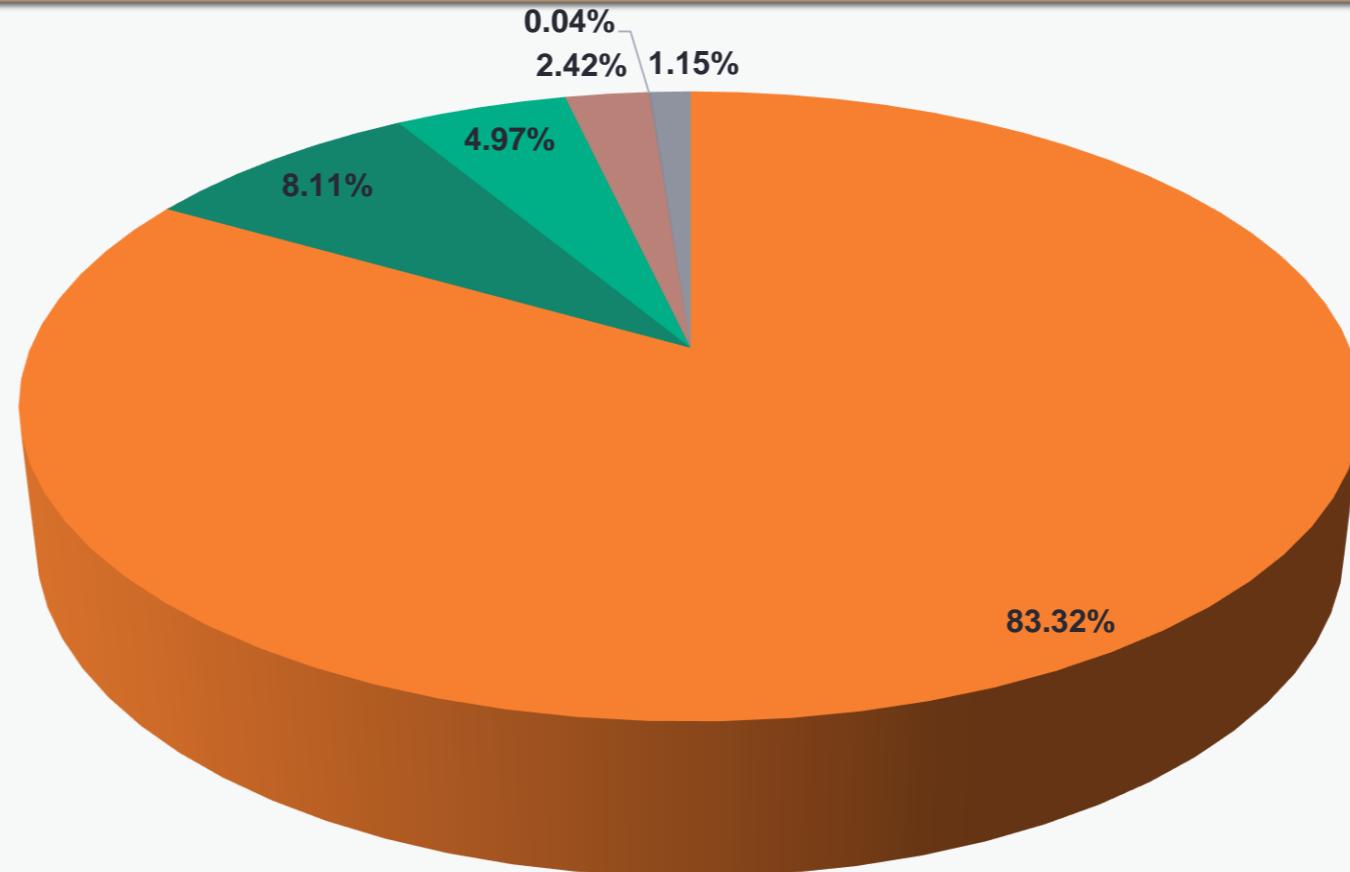
■ Resident Individuals/HUF

■ Foreign Investors

■ Alternative Investment Funds

■ Mutual Funds

■ Others



*Promoter is Ujjivan Financial Services Ltd which is a Core Investment Company and listed on NSE/ BSE

Ujjivan: Inclusive Growth Philosophy

CSR Approach

The Bank constantly strives to ensure strong corporate culture which emphasizes on integrating CSR values with business objectives. The Bank's CSR activities are focused on serving the unserved & underserved through healthcare/ preventive health care, sanitisation, cleanliness, disaster relief, promoting education, making available safe drinking water and livelihood support

Covid Relief

Taken initiatives to support the communities and frontline workers affected by the pandemic, directly through Bank's branch network across India and also through partner organisations

Community Development

Work with CSR partner organisations for promoting quality of life for marginalized communities by providing infrastructural support to educational institutions, health care units, other public amenities across India including support for vocational trainings

Disaster Relief

Quickly responding and undertaking relief activities during natural calamities like floods, cyclones through vast branch network in various parts of the country

Following the “Double Bottom Line” approach of business

Aims to establish an equilibrium of financial and social benefits before arriving at business decisions

Relief Activities

Beneficiary



13,60,103 public
including customers



12,200+ Municipality
and Panchayat workers



3,57,000+ trained on
COVID awareness



10,500 Healthcare
Workers



49,355 Police
Personnel



200 Drivers &
Conductors

- **Covid relief activity:**

- Distributed 3,40,000+ Masks, 41,000+ Soaps, 27,700+ Sanitizers, 8,000+ PPE kits, 13,700+ dry ration and many more
- ₹ 2.89 Cr spent in response to the pandemic outbreak
- 4 ICU beds were provided to CMC Vellore hospital & 5 information kiosks were installed at OPDs of St. John's Hospital, Bangalore.

- **Covid Education :**

- Educated 3,57,000+ beneficiaries including general public and customers were trained on Covid symptoms, precautions, nearby testing centres and insurance schemes by GOI
- The awareness programs were conducted in 18 states and Uts

- **Community Development:**

- 24 Civil infrastructures were built/renovated across India.
- Partnered with Cheshire Disability Trust to enable livelihood training for persons with disabilities

Thank You!