

Name of the Issue: Ujjivan Financial Services Limited

1 Type of Issue IPO

2 Issue Size (Rs. Cr) 882.50

Source: Prospectus dated May 3, 2016

Note: In addition, the Company completed a Pre-IPO Placement amounting to Rs. 291.84 cr. in February 2016

3 Grade of issue along with name of the rating agency

Name Not applicable

Grade Not applicable

4 Subscription Level (Number of times) 29.95

Notes:

¹⁾ *The above figures are net, after technical rejections*

²⁾ *Amount of subscription includes all bids received within the price band of Rs. 207 to Rs. 210 per Equity Share*

Source: Basis of allotment

5 QIB Holding (as a %age of Outstanding Capital) as disclosed to Stock Exchanges

Particulars	%age
(i) On Allotment ⁽¹⁾	17.77%
(ii) at the end of the 1st Quarter immediately after the listing of the issue (June 30, 2016)	71.04%
(iii) at the end of 1st FY (March 31, 2017)	59.81%
(iv) at the end of 2nd FY (March 31, 2018)	56.44%
(v) at the end of 3rd FY (March 31, 2019)	57.27%

Source:

⁽¹⁾ *Basis of Allotment (excluding pre-issue QIB holding)*

Note:

⁽²⁾ *QIB holding not disclosed as reporting for the fiscal year/ period has not been completed*

6 Financials of the issuer

(Rs. Crore)

Parameters	1st FY (FY 2017) *	2nd FY (FY 2018)*	3rd FY (FY 2019) ⁽¹⁾
Net Sales/ Income from operations	1349.37	1443.35	1916.82
Net Profit	207.67	7.28	150.44
Paid up Equity Share Capital	119.38	120.86	121.17
Reserves excluding revaluation reserves	1635.88	1633.57	1756.52

*Based on consolidated financials submitted to stock exchanges

⁽¹⁾ Financials not disclosed as reporting for the fiscal year has not been completed

7 Trading Status

Particulars	BSE	NSE
(i) at the end of 1st FY (FY 2017)	Frequently traded	Frequently traded
(ii) at the end of 2nd FY (FY 2018)	Frequently traded	Frequently traded
(iii) at the end of 3rd FY (FY 2019)	Frequently traded	Frequently traded

8 Change in Directors

Particulars	Name of Director	Appointed / Resigned
During year ended March 31, 2017	Samit Ghosh	Resigned
	Sunil Patel	Resigned
	Nandlal Sarda	Resigned
	Anadi Charan Sahu	Resigned
	Sudha Suresh	Appointed
	Abhijit Sen	Appointed
During year ended March 31, 2018	Venkatesh Natarajan	Resignation
During year ended March 31, 2019	Anand Narayan	Appointed

9 Status of implementation of project/ commencement of commercial production

(i) Details of Estimated Schedule of Implementation of Projects forming part of Objects of the Issue Not Applicable

(ii) Actual implementation Not Applicable

(iii) Reasons for delay in implementation, if Not Applicable

10 Status of utilization of issue proceeds

(i) As disclosed in the offer document The net proceeds of the fresh issue are proposed to be utilised for augmenting the capital base and deployed in the FY 2017

(ii) Actual utilization

Particulars	Amount(in Rs. Lacs)
Gross Proceeds of the IPO -A	35816.08
Less: Public Issue expenses - B	2043.46
Net proceeds from public issue - C= A-B	33772.62
Less: Amounts utilised for the purpose received - D	33772.62
Balance: E = C-D	Nil

* Actual public issue expenses of Rs. 2043.46 lakhs has been incurred as against estimated expenses of Rs. 2068.48 lakhs. Issue expenses have been adjusted against securities premium as under section 52 of Companies Act, 2013

Source - Stock Exchange filings dated January 19, 2017

(iii) Reasons for deviation, if any Not applicable

11 Comments of monitoring agency, if applicable Not applicable

- (a) Comments on use of funds
 (b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document
 (c) Any other reservations expressed by the monitoring agency about the end use of funds

12 Pricing Data

Issue Price (Rs.) Rs. 210

Price parameters	At close of listing day i.e. May 10, 2016	Close of 30th calendar day from listing day (June 8, 2016) ⁽¹⁾	Close of 90th calendar day from listing day (Aug 7, 2016)	As at the end of FY 2017			As at the end of FY 2018 ⁽²⁾			As at the end of FY 2019 ⁽²⁾		
				Closing price	High	Low	Closing price	High	Low	Closing price	High	Low
Market Price	231.55	362.00	452.30	423.35	547.50	216.65	345.45	353.00	344.00	347.80	352.95	336.00
CNX Nifty	7,887.80	8,273.05	8,711.35	9,173.75	9,218.40	7,516.85	10,113.70	10,158.35	10,096.90	11,623.90	11,630.35	11,570.15
Sectoral Index	Not comparable to any of the available sectoral indices											

⁽¹⁾ Price information not disclosed as reporting for the fiscal year has not been completed

⁽²⁾ In case of March 31 falling on holiday, previous working day has been considered

13 Basis for Issue Price

Accounting ratio	Ujjivan Financial Services Limited	As disclosed in the offer document ⁽¹⁾	At the end of 1st FY (FY 2017) ⁽³⁾	At the end of 2nd FY (FY 2018)	At the end of 3rd FY (FY 2019)
EPS (Basic)	Issuer:	₹11.24	17.76	2.16 ~	12.43 ~
	Peer Group:				
	Shriram City Union Finance Limited	₹86.18	84.34	104.18 ~	151.83 ~
	Sundaram Finance Limited	₹40.88	44.58	64.04 ~	105.4
	SKS Microfinance Limited*	₹15.22	21.82	32.89 ~	70.39 ~
	Industry Avg:	NA	NA	NA	NA
	Issuer:	18.68x	23.84	566.31 ~	27.99 ~
Peer Group:					
Shriram City Union Finance Limited	17.53x	17.06	20.55 ~	12.25 ~	
Sundaram Finance Limited	30.22x	36.22	26.15 ~	14.78 ~	
SKS Microfinance Limited*	36.58x	37.05	33.37 ~	16.08	
Industry Avg:	28.11x	28.54	161.60	17.77	

Issuer:	10.29%	11.83%	0.41%	8.01%
Peer Group:				
Shriram City Union Finance Limited	13.61%	11.06%	11.95%	15.27%
Sundaram Finance Limited	15.25%	13.22%	14.51%	12.88%
SKS Microfinance Limited*	17.93%	11.84%	15.19%	22.96%
Industry Avg:	NA	NA	NA	NA
Issuer:	₹66.26	147.03	146.97 ~	NA
Peer Group:				
Shriram City Union Finance Limited	₹622.27	762.53	871.32 ~	997.74 ~
Sundaram Finance Limited	₹268.04	337.13	441.24 ~	726.19
SKS Microfinance Limited*	₹82.86	177.32	215.24 ~	301.31 ~
Industry Avg:	NA	NA	NA	NA

Notes:

⁽¹⁾ Sourced from the Prospectus dated May 3, 2016 (Data as on March 31, 2015)

⁽²⁾ Not available as reporting for the relevant period has not been completed

⁽³⁾ Source - Issuer data on consolidated Financials for FY 2017 submitted to stock exchanges. Peer group data based on standalone financials for FY 17 submitted to stock exchanges

*SKS Microfinance Limited has been renamed to Bharat Financial Inclusion Limited

14 Any other material information

Particulars

For updates and further information on material information please visit stock exchanges website www.bseindia.com and www.nseindia.com