



Q3 FY 2016-17 Highlights

The closure of Q3, FY 16 -17, was marked special with Utkarsh receiving the final licence (No. MUM 125 dated Nov 25, 2016) from Reserve Bank of India to start its Small Finance Bank Operations. The microfinance outreach of the company reached to over 110 districts pan India offering different financial & non-financial services to clients and other beneficiaries. At the close of Q3, the company had over 1.2 Mn Microfinance outreach (JLG) clients and 16,855 Micro Enterprises Loan clients.

In the process of transition to Small Finance Bank, the company finalized its new Group Logo for all the three group companies viz. Utkarsh Micro Finance Ltd., Utkarsh Small Finance Bank Ltd. (soon to be launched as a Small Finance Bank) and Utkarsh Welfare Foundation (a section 25 company, the CSR initiative). The logo is planned to be released in the month of January, 2017.

Employee Speak "..."

"My association with Utkarsh is for more than 7 years now. I have learned a lot from institution since the day I joined in IT department. Utkarsh offers a challenging and satisfying work environment with excellent opportunities for career advancement. With due importance to technology, Utkarsh provides enabling platform to explore, experiment and execute the efficient and effective experience for being future ready.

Here, we believe that clients remain our real source of inspiration and I am glad that I am associated with the company. We always focus on Culture and Process of the organization and find growth as an outcome. This is the DNA that every employee of Utkarsh imbibes in all the endeavors."

*Excerpts from a talk with **Mr. Abhishek Verma, Chief Manager – Information Technology, Head Office, Varanasi.***

OPERATIONAL HIGHLIGHTS

The outreach of the company grew to newer operational geographies in 10 states viz. Uttar Pradesh, Bihar, Jharkhand, Delhi-NCR, Uttarakhand, Himachal Pradesh, Haryana, Maharashtra, Madhya Pradesh and Chhattisgarh. The total districts being covered in 10 states grew to 110. The branch network expanded to 374 [351 JLG Branches and 23 MEL Branches with 2 MEL Branches having Housing Loan business also) for serving over than 1.2 Mn active clients.

At the close of Q3, FY 2016-17 the JLG active client base crossed the mark of over 1.2 Mn with portfolio outstanding at ₹16,358.2 Mn. The MEL portfolio was ₹ 879.6 Mn with 16,855 active clients and Housing Loan pilot reached 156 active clients with ₹45.3Mn portfolio outstanding. The total portfolio of the Company was ₹17,283.1 Mn as on December 31, 2016.

A comparative summary of the operational highlights of the company is as below:

Particulars	As on Dec 31, 2016	As on Mar 31, 2016	As on Dec 31, 2015
MICROFINANCE OUTREACH			
No. of States	10	10	9
No. of Districts	110	98	92
Total No. of Branches	351	321	306
No. of Branches in Uttar Pradesh	103	100	99
No. of Branches in Bihar	111	103	97
No. of Branches in Maharashtra	37	33	33
No. of Branches in Madhya Pradesh	29	29	29
No. of Branches in Delhi - NCR	8	8	8
No. of Branches in Uttarakhand	13	13	13
No. of Branches in Himachal Pradesh	1	1	1
No. of Branches in Haryana	17	16	15
No of Branches in Jharkhand	25	15	10
No of Branches in Chhattisgarh	7	3	-
Total No. of Centers	74,100	60,484	53,735
Total No. of Groups	337,192	264,576	229,931
Total No. of Members	1,283,145	1,061,05	920,473
Total No. of Clients	1,209,989	995,810	864,108
Total Disbursement-Cumulative (₹ in Mn)	46,662.1	33,964.8	28,071
Loan Outstanding (₹ in Mn) (Own + Managed)	16,358.2	13,433.4	10,555
Total No. of Loan Disbursed	2,663,499	2,054,24	1,759,95
Total No. of Credit Officers	1,835	1,520	1,481
No. of Client Per Credit Officer	659	655	583
# Repayment Rate (%)	96.5%	99.90%	99.80%
Par > 30 Days			
No. of Clients	112,883	1,138	659
Amount	1,702.6	11.11	6.19
# Repayment rate for the quarter got significant hit on account of demonetization			

Particulars	As on Dec 31, 2016	As on Mar 31, 2016	As on Dec 31, 2015
MICRO ENTERPRISES LENDING			
No. of States	7	5	5
No. of Districts	23	21	20
Total No. of Branches	23	21	20
Total No. of Loan Disbursed	22,520	17,463	13,940
Total No. of Clients	16,855	14,326	11,648
Total Disbursement – Cumulative (₹ in Mn)	1,744.0	1,315.40	1,011.60
Loan Outstanding (₹ in Mn) (Own + Managed)	879.6	871.3	672.3
No. of Relationship Officer (RO)	189	141	141
No. of Clients /RO	89	102	83
PAR > 90 Days			
No. of Clients	669	367	5
Amount (In Mn)	26.7	14.65	20

AFFORDABLE HOUSING LOAN			
No of States	2	2	2
No. of Districts	3	2	2
Total No of Branches	3	2	2
Total no of Loan Disbursed	163	72	52
Total No. of Clients	156	72	52
Loan Outstanding (₹ in Mn)	45.3	20.2	12.1

NATIONAL PENSION SYSTEM (NPS)			
No. of States	2	2	2
No. of Districts	13	13	13
Total No. of Branches	53	53	53
No. of Accounts	34,136	34,143	34,143
Total Subscription-Cumulative (₹ in Mn)	11.3	11.8	10.6

EMPLOYEES			
Operation Staff	2,828	2,430	2,308
Total Staff	3,377	2,636	2,560

EMPLOYEE DETAILS			
JLG Operations	2595	2188	2135
MEL and AHL Teams	317	261	248
Support and Control Teams	440	187	177
No. of employees transferred to Utkarsh Small Finance Bank	25	-	-
TOTAL	3,377	2,636	2,560

FINANCIAL PERFORMANCE

The Company achieved a PBT of 695.33 Mn for Q3 FY 16 - 17. Important financial parameters are as below:

Particulars	As on Dec 31, 2016 (Unaudited)	As on Mar 31, 2016 (Audited)	As on Dec 30, 2015 (Unaudited)
Income (in Mn)	3,078.99	2537.8	1744.83
Expense (in Mn)	2,383.66	1926.7	1323.2
Profit Before Tax (in Mn)	695.33	611.1	421.63
Net Worth (in Mn)	6,908.83	2,525.80	2381.78

Key indicators Q3 FY 2016 - 17

Key Indicators	As on Dec 31, 2016 (Unaudited)	As on Mar 31, 2016 (Audited)	As on Dec 31, 2015 (Unaudited)
CRAR	35.49%	20.68	23.68%
Operating Self Sufficiency	130.80%	133.30	133.17%
ROA	3.01%	3.29	3.25%
ROE	13.03%	15.88	14.65%
Debt Equity	2.4	4.81	3.82
Operating Expense Ratio	8.42	7.16	7.16
Cost of Borrowing	13.85%	13.48%	13.74%
Repayment Rate	96.50%	99.90%	99.80%

SOCIAL INTERVENTIONS (Credit Plus Activities) HEALTH INITIATIVES

HEALTH INITIATIVES:

In order to provide primary health care services in Company's operational area where medical facilities are limited, Utkarsh Welfare Foundation (UWF) has tied up with Ram Krishna Sewashram Hospital and GV Meditech Group. In association with them, UWF organizes Poly Clinics at Branches and also through Mobile Vans.

The Regular Poly Clinics are organized fortnightly every month through 8 branches. The beneficiaries are given free medical consultation and medicines. A total of 47 Regular Poly-Clinics were organized during Q3 FY 2016-17, benefiting 5,695 patients.

Similarly, the outreach of Poly Mobile Van grew from 10 branches (5 in Satna Division, Madhya Pradesh and 5 in Gorakhpur Division, Uttar Pradesh) to now through 5 new branches (Kaimur & Rohtas district of Bihar State. Presently, total 15 branches are operational under Medical Mobile Van.

A total of 78 Mobile Van Poly-Clinics were organized during Q3 FY 2016-17, benefiting 14,731 patients.

Till December 2016, a total of 286 Medical Mobile Van Poly-Clinics have been organized and 46,782 patients have benefitted with medical services.

In the Q3 FY 2016 -17, a total of 20,426 patients have been provided with Primary Medical Health Care services across 23 branches.

FINANCIAL AWARENESS:

In association with Swiss Capacity Building Facility (SCBF) – ACCION

This project was launched in May 2015, through 5 branches. During Q3 FY 2016 - 17, a total of 2159 beneficiaries received Financial Literacy training. Cumulatively a total of 20377 beneficiary has been trained so far. The SCBF project is currently operational in Azamgarh, Bhojpur, Berhampur, Chota Jamalpur and Harhua.

Utkarsh Welfare Foundation Financial Literacy Program

UWF Financial Literacy Program was launched in September 2015 across 9 branches in Bihar and Madhya Pradesh. Currently, the program is operational at 8 branches. During Q3 FY 2016 – 17, a total of 5,215 beneficiaries had completed financial literacy training through 8 branches viz. Amarpattan, Bara Chakia, Bettiah, Gyanbabu Chowk, Maihyar, Narkatiyaganj, Rewa and Satna. Cumulatively, a total of 20,654 beneficiary has been trained so far.

Dialogue on Business

The project was launched in June, 2016 initially with Varanasi Branch and now the DoB project is also implemented through MEL Allahabad branch. The project is designed to train MEL clients on self-management, cash management and enterprises management. For Q3 2016-17, a total of 368 clients have been trained.

In association with FMO Project-

The project was launched in June, 2016 across 5 branches of Uttar Pradesh. But, at present the project is implemented through 10 branches (Ashok Vihar, Madiyadoo, Naupedwa, Panchkoshi, Parmanantpur, Dighwara, Garkha, Sonpur, Jalalpur & Chappra).

For Q3 2016-17, a total of 5,358 beneficiaries had completed financial literacy training across 10 branches. Cumulatively, a total of 9,329 beneficiary has been trained so far.

In the Q3 FY 2016-17, the Financial Literacy Education Program reached 13,100 beneficiaries.

Mass Awareness Program

Community Mass Awareness Camps were also conducted at village level, wherein 3,957 beneficiaries participated across 11 camps.

Success Stories – as client speak “...”

Access to basic amenities like safe drinking water, health services, quality food, shelter, etc. for living a decent life and providing quality education to children, is dream of the every person.

I, Bimta hail from Aurai, Bhadohi district which is famous for carpet Industry.

The earning of my husband was not enough to feed the entire family. I still remember the days when we lived in our kacha house, the roof of which was not able to fully stand the rainy season and was difficult to live in.

One day my neighbour told me about Utkarsh Micro Finance & helped me to meet an Utkarsh Official who motivated me to take an income generating loan and start a small business.

I took an initial loan of ₹ 8,000/-, for starting a small grocery shop within my house. The business grew a little and then I took a Subsequent loan of ₹ 10,000/-, to increase the stock available at the shop. Then I and my husband decided to also start selling milk by which we may add something more to our income.

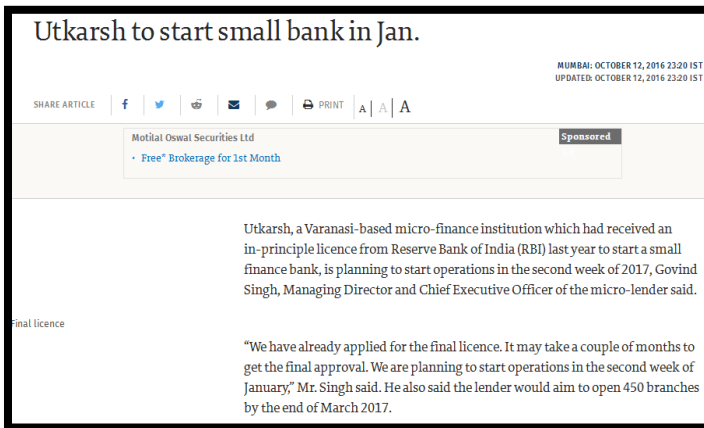
With a subsequent loan of ₹ 20,000/-, we purchased a cow & started selling milk and cow dung cake. This helped us increase our income.

We have now renovated our kacha house into Pakka house.

Today, I am confident and settled in my life. Our children are happy in attending schools regularly. The total credit goes to Utkarsh for supporting my family at a time when I needed the most and motivating me in expanding the business and increasing the family income.



Utkarsh in News



The Hindu, October 12, 2016



Economic Times November 28, 2016

Other Activities

Deepawali Celebration



New Year Celebration



Your feedback is important to us. Please write to us at:

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