



**BHARAT**  
Financial Inclusion Ltd  
Prayas se pragati

(Formerly known as 'SKS Microfinance Limited')

Head Office: 3rd Floor, My Home Tycoon, Block A, 6-3-1192, Kundanbagh  
Begumpet, Hyderabad - 500 016, Telangana, India T: +91 40 4452 6000  
F: +91 40 4452 6001; info@bfil.co.in | www.bfil.co.in

Corporate Identity Number: LG5999MH2003PLC250504

Registered Office: Unit No. 410, Madhava, Bandra-Kurla Complex  
Bandra (East), Mumbai - 400 051, Maharashtra, India T: +91 22 2659 2375

April 23, 2018

The General Manager  
Department of Corporate Services  
BSE Limited  
Phiroze Jeejeeboy Towers  
Dalal Street  
Mumbai – 400001.

The Vice President,  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza  
Bandra- Kurla Complex  
Mumbai – 400051

Dear Sir/Madam,

**Sub: Press Release**

Please find attached hereto a copy of Press Release dated April 23, 2018.

This is for your information and records.

Thanking you,

Yours faithfully,  
For Bharat Financial Inclusion Limited  
(Formerly known as 'SKS Microfinance Limited')

**Rajendra Patil**  
Executive Vice President – Legal & Company Secretary



*Encl: As above*



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## **Bharat Financial Inclusion Limited registers 38% YoY growth in Gross Loan Portfolio to Rs. 12,594 crore in Q4-FY18**

*Highest addition of customers in two consecutive quarters — 11.5 lakh in Q4-FY18 and 8.6 lakh in Q3-FY18. Cashless disbursements at 97% in Q4-FY18.*

**Mumbai, April 23, 2018:** Bharat Financial Inclusion Limited (earlier known as 'SKS Microfinance Limited'), the largest microfinance company in India, today announced a 38% year-on-year growth (10% quarter-on-quarter growth) in its Gross Loan Portfolio to Rs. 12,594 crore in Q4-FY18 (Rs. 9,150 crore in Q4-FY17 and Rs. 11,466 crore in Q3-FY18).

"The portfolio growth has been primarily driven by the highest addition of customers in two consecutive quarters — 11.5 lakh in Q4-FY18 and 8.6 lakh in Q3-FY18, increasing our member base to 73 lakh in Q4-FY18," said M.R. Rao, CEO and Managing Director, Bharat Financial Inclusion Limited. "We are delighted with this achievement as it is the most eloquent recognition for our 'Customer is the Strategy'."

The Company's loan disbursements have shown a 22% quarter-on-quarter growth to Rs. 5,738 crore in Q4-FY18 (Rs. 4,712 crore in Q3-FY18) and 26% year-on-year growth to Rs. 18,472 crore in FY18 (Rs. 14,667 crore in FY17).

Cashless disbursements stood at 95% and 97% in FY18 and Q4-FY18 respectively.

The Company registered a cumulative collection efficiency of 99.8% for loans disbursed between January 1, 2017 and March 31, 2018, amounting to Rs. 22,374 crore (constituting 95% of its Gross Loan Portfolio as on March 31, 2018). Net NPA for the quarter stood at 0.1%.

Marginal cost of borrowings reduced to 8.6% in Q4-FY18 (8.9% in Q4-FY17). Weighted average cost of borrowing was brought down to 9.3% in Q4-FY18 (10.2% in Q4-FY17).

The Company reported a 46% year-on-year growth in incremental drawdowns to Rs. 3,771 crore (including assignment transactions of Rs. 1,617 crore and securitization transaction of Rs. 451 crore) in Q4-FY18. The Company also originated Rs. 586 crore under managed portfolio in Q4-FY18.

Bharat Financial Inclusion Limited reported profit after tax of Rs. 211 crore for Q4-FY18, growth of 29% quarter-on-quarter, and Rs. 455 crore in FY18, growth of 57% year-on-year.

The Company had a net worth of Rs. 2,999 crore and a capital adequacy of 33.2% as of March 31, 2018 (compared to the RBI requirement of 15% capital adequacy). Cash and cash equivalent stood at Rs. 1,858 crore as of March 31, 2018.



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A MAT Credit of Rs. 4 crore has been recognized on the balance sheet in Q4-FY18, with this accumulated MAT credit as on March 31, 2018 is Rs. 285 crore. The un-availed deferred tax benefit of Rs. 117 crore will be available to offset tax on future taxable income.

The Company's guidance for FY19 is reiteration of its medium-term target of 45% growth in loan portfolio, which will be primarily driven by customer acquisition.

#### **About Bharat Financial Inclusion Limited:**

Bharat Financial Inclusion Limited is among the largest microfinance companies in India with presence across 16 states covering 1,00,000 villages. The states include: Karnataka, Maharashtra, Odisha, Madhya Pradesh, Bihar, Uttar Pradesh, Rajasthan, Uttarakhand, Haryana, West Bengal, Jharkhand, Chhattisgarh, Kerala, Punjab, Himachal Pradesh and Delhi. The Company's mission is to provide financial services to the economically weaker sections.

*For further details, contact: J S Sai, Chief Marketing & Communications Officer/ +91 9849199455/ [sai@bfil.co.in](mailto:sai@bfil.co.in)*

Regional Offices: Ambala | Aurangabad | Bangalore | Bhagalpur | Bhawanipatna | Bhopal | Bhubaneswar | Cuttack | Dharwad | Jabalpur | Jaipur  
Kalburgi | Kochi | Kolkata | Lucknow | Meerut | Muzaffarpur | Nagpur | Patna | Pune | Raipur | Ranchi | Sambalpur | Siliguri | Varanasi