

January 18, 2023

To

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai 400 001

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra - Kurla Complex,
Bandra (E), Mumbai - 400 051

Scrip Code- 511742

NSE Symbol- UGROCAP

Subject: Updates for the quarter ended 31st December 2022 (Q3'FY23)

Dear Sir/Madam,

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 and Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information in terms of Regulation 8 of SEBI (Prohibition of Insider Trading) Regulations, 2015, management proposes to issue business update on quarterly basis. The Company hereby updates on the key numbers for the quarter ended 31st December, 2022 in the enclosed presentation.

We would like to intimate the following updates for the Quarter ended 31st December, 2022:

- **We have crossed AUM of INR 5,000 Cr in Q3'FY23.** Our overall AUM as on Q3' FY23 stood at INR 5,095 Cr compared to INR 4,375 Cr in Q2'FY23 (+16%) and INR 2,589 Cr in Q3'FY22 (+97%).
- Our Quarterly Gross loan origination for Q3'FY23 was INR 1,874 Cr compared to INR 1,653 Cr in Q2'FY23 (+13%) and INR 1,053 Cr in Q3'FY22 (+78%).
- We continue to maintain healthy liquidity position, our total liabilities (excluding Direct Assignment) stood at INR 2,884 Cr as of Dec'22 and have a diversified lender base of total 67 active lenders.
- Achieved off-book AUM of 35% as of Dec'22, up from 29% in Sep'22.
- Our collection efficiency continues to remain robust (as part of the slides below).

The information provided in the monthly update is as per limited review by the Management Team and is not certified by the auditor.

Thanking you

For UGRO Capital Limited

Namrata Sajnani
Company Secretary and Compliance Officer
Enc: a/a

UGRO CAPITAL LIMITED

Registered Office Address: Equinox Business Park, Tower 3, 4th Floor, LBS Road, Kurla (West), Mumbai - 400070

CIN: L67120MH1993PLC070739

Telephone: +91 22 41821600 | **E-mail:** info@ugrocapital.com | **Website:** www.ugrocapital.com

UGRO Capital Limited

Update for the Quarter ended December 31,
2022 (Q3'FY23)

January 18, 2023

Striking success
with another achievement

₹ **5000** CRORE
AUM

**5,000 Crore
Milestone
Achieved**

Key Milestones Achieved During the Quarter



Crossed INR 5,000 Cr AUM mark



Achieved 35% Off Book AUM mix which the Company had guided for Mar'23

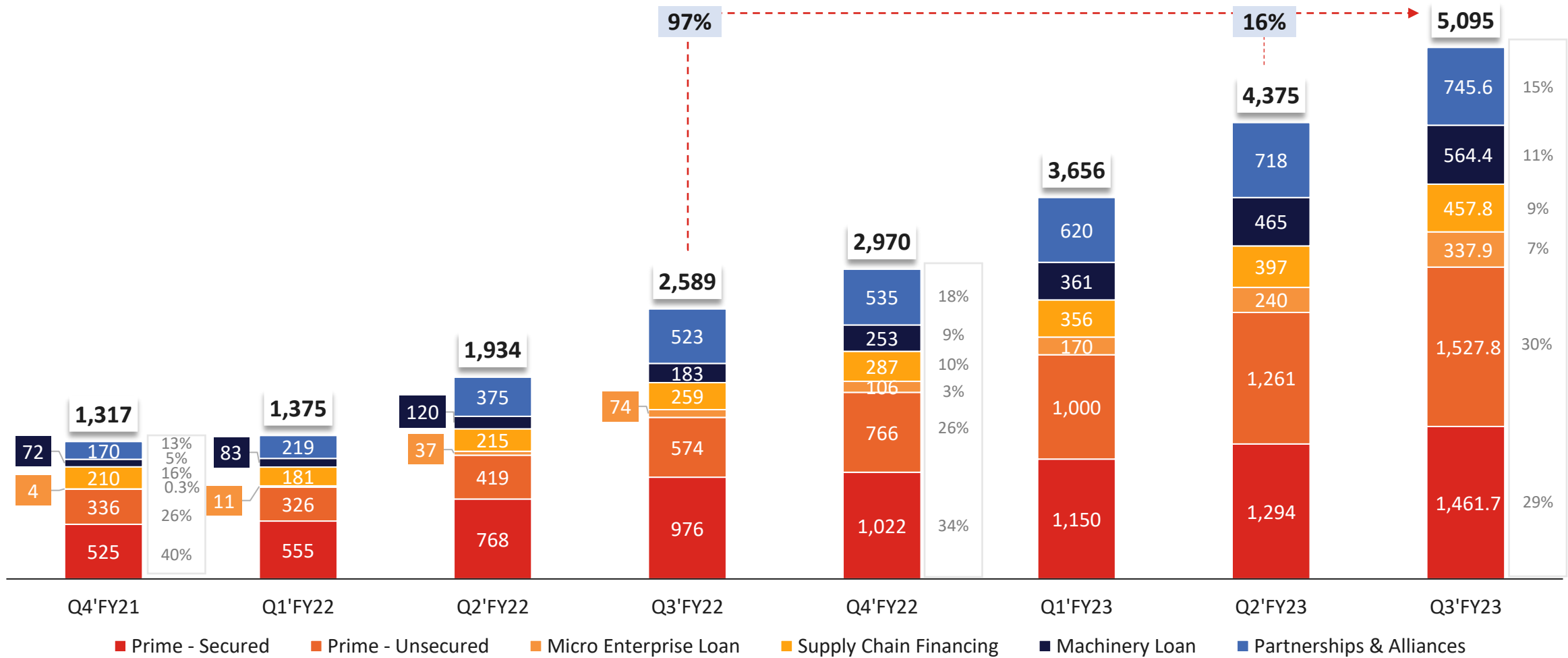


Highest gross monthly disbursement run rate of INR 750 Cr +

AUM Trend (Product wise Q-o-Q)

Amount in INR Cr

AUM increased to INR 5,095 Cr as on Dec'22 from INR 4,375 as on Sep'22 (+16%) and INR 2,589 Cr as on Dec'21 (+97%).

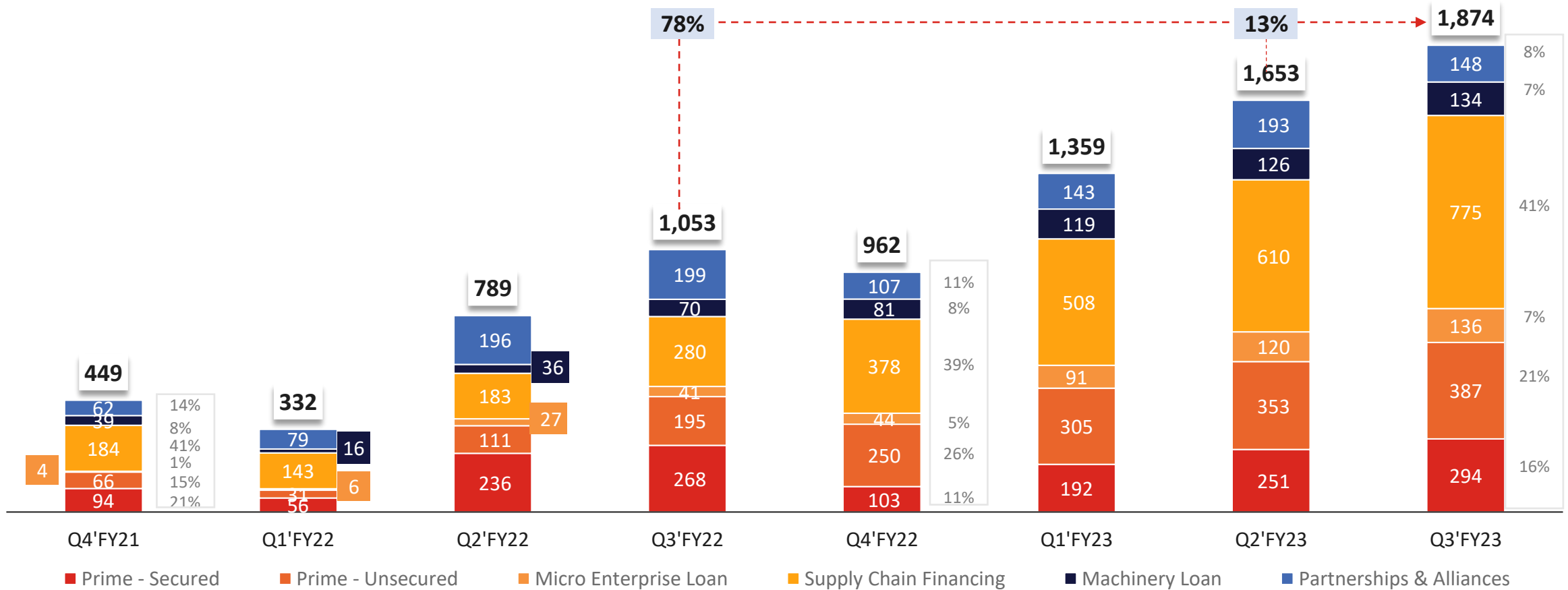


*Percentages represent product wise portfolio mix

Loan Origination (Product wise Q-o-Q)

Amount in INR Cr

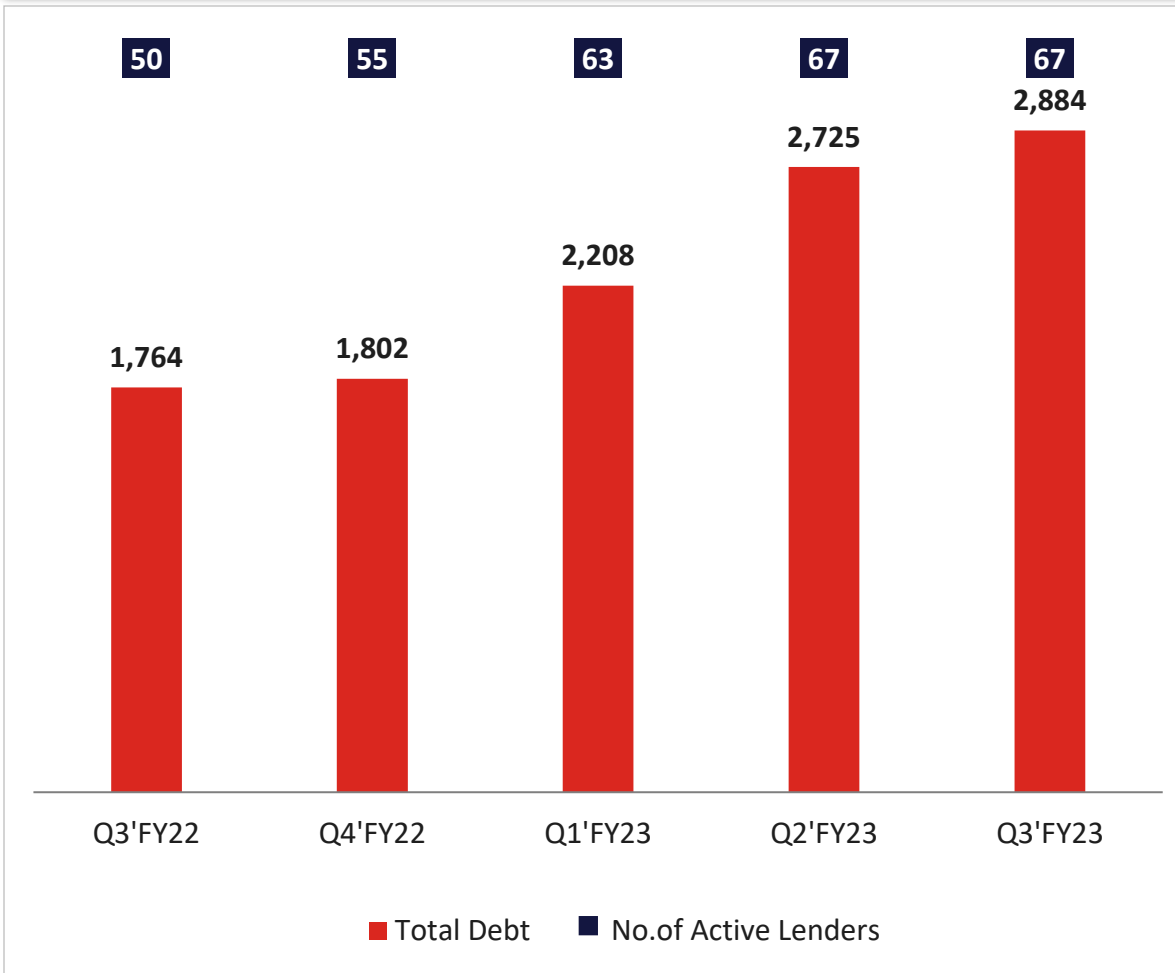
Gross loans originated increased to INR 1,874 Cr in Q3'FY23 from INR 1,653 Cr in Q2'FY23 (+13%) and INR 1,053 Cr in Q3'FY22(+78%).



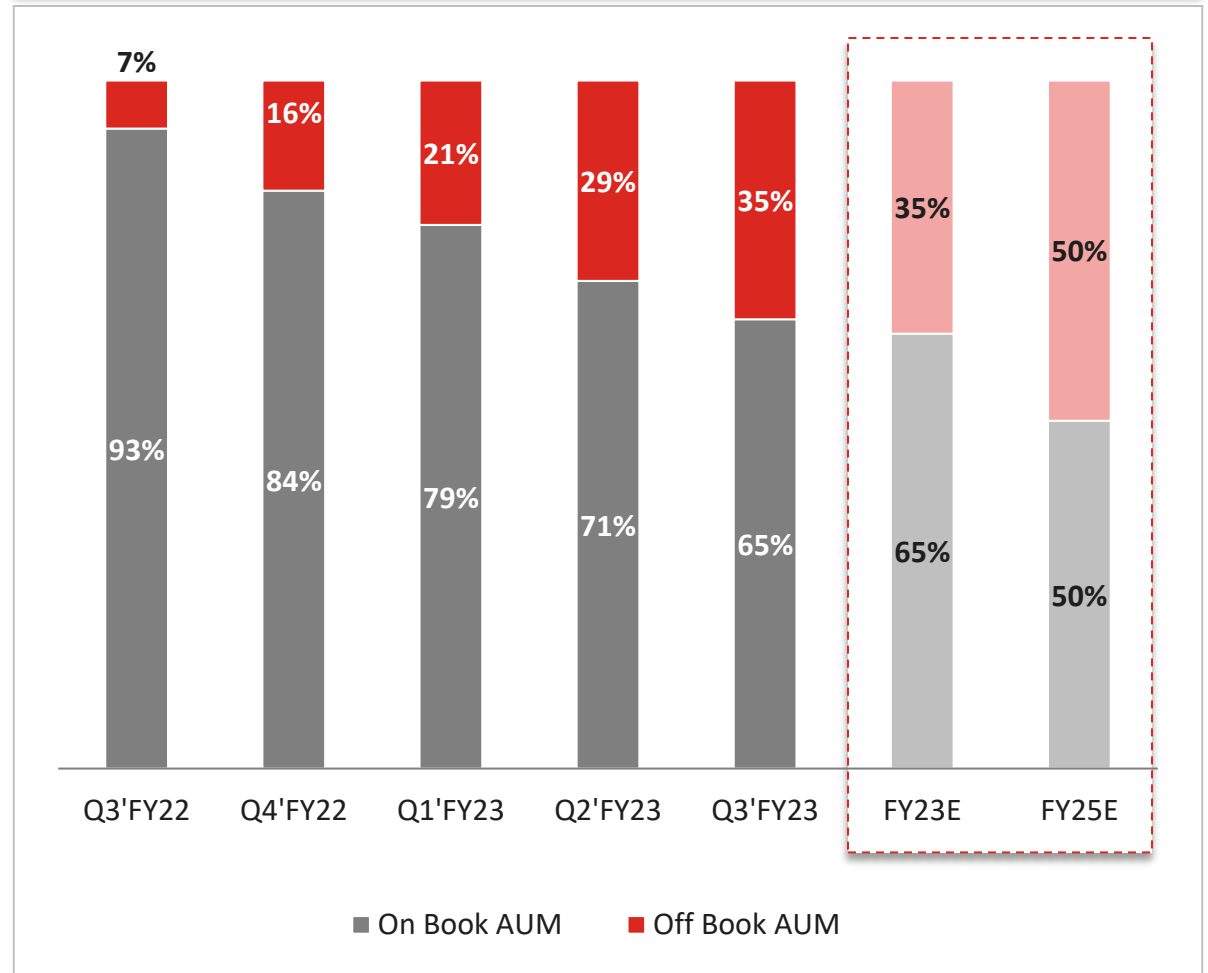
*Percentages represent product wise portfolio mix

Liability Update

Total Debt (INR Cr) and No. of Active Lenders



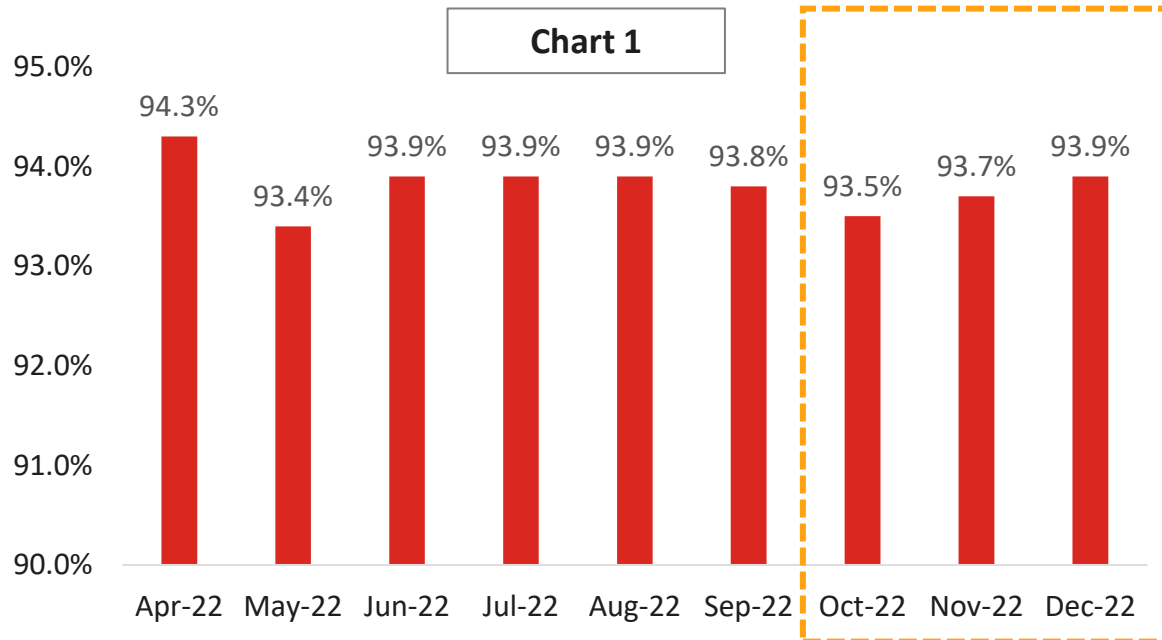
Breakup of On Book and Off Book AUM



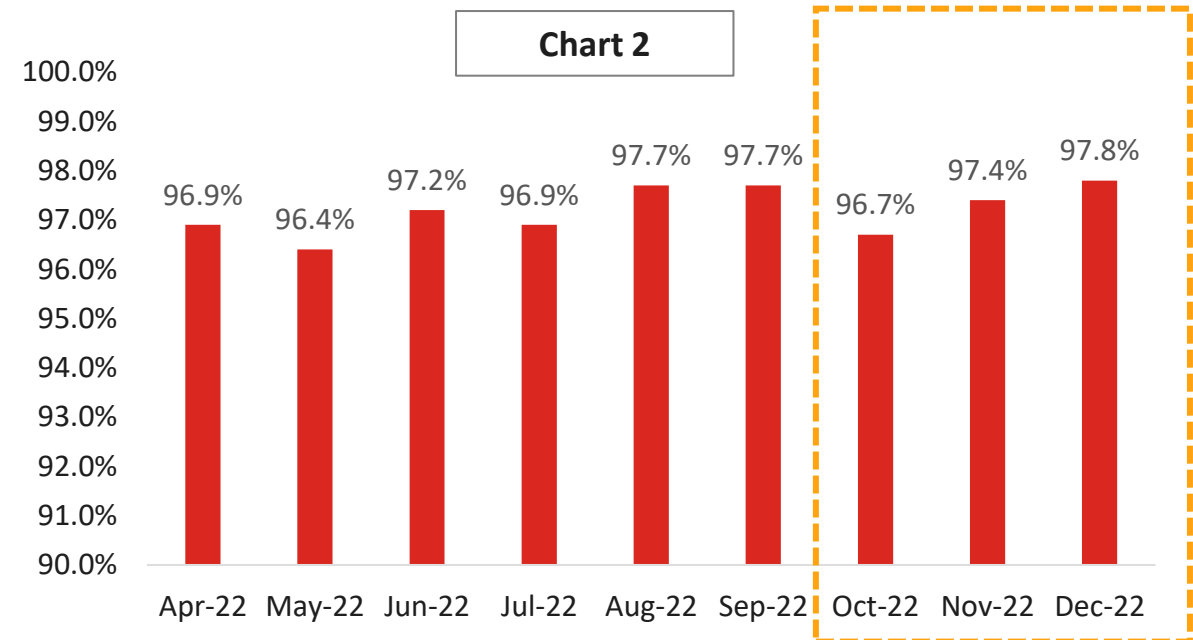
Collection Efficiency

Current Month and Overall Collection Efficiency remains robust

Current Month Collection (excluding overdue) / Current Month Demand



Total Collections* (including overdue) / Current Month Demand



- Collection efficiency considering current month collections against current month demand (Chart 1) has steadily improved by ~ 20 bps month on month during Q3'FY23. Majority of the balance demand amount gets resolved and this is reflected in our Total Collection Efficiency ratio (Chart 2) which is close to 98% for the month of Dec-22.

*Excluding foreclosures



UGRO CAPITAL LIMITED

Registered Office Address: Equinox Business Park, Tower 3, 4th Floor,
LBS Road, Kurla (West), Mumbai - 400070

CIN: L67120MH1993PLC070739

E-mail: investorrelations@ugrocapital.com | Website: www.ugrocapital.com