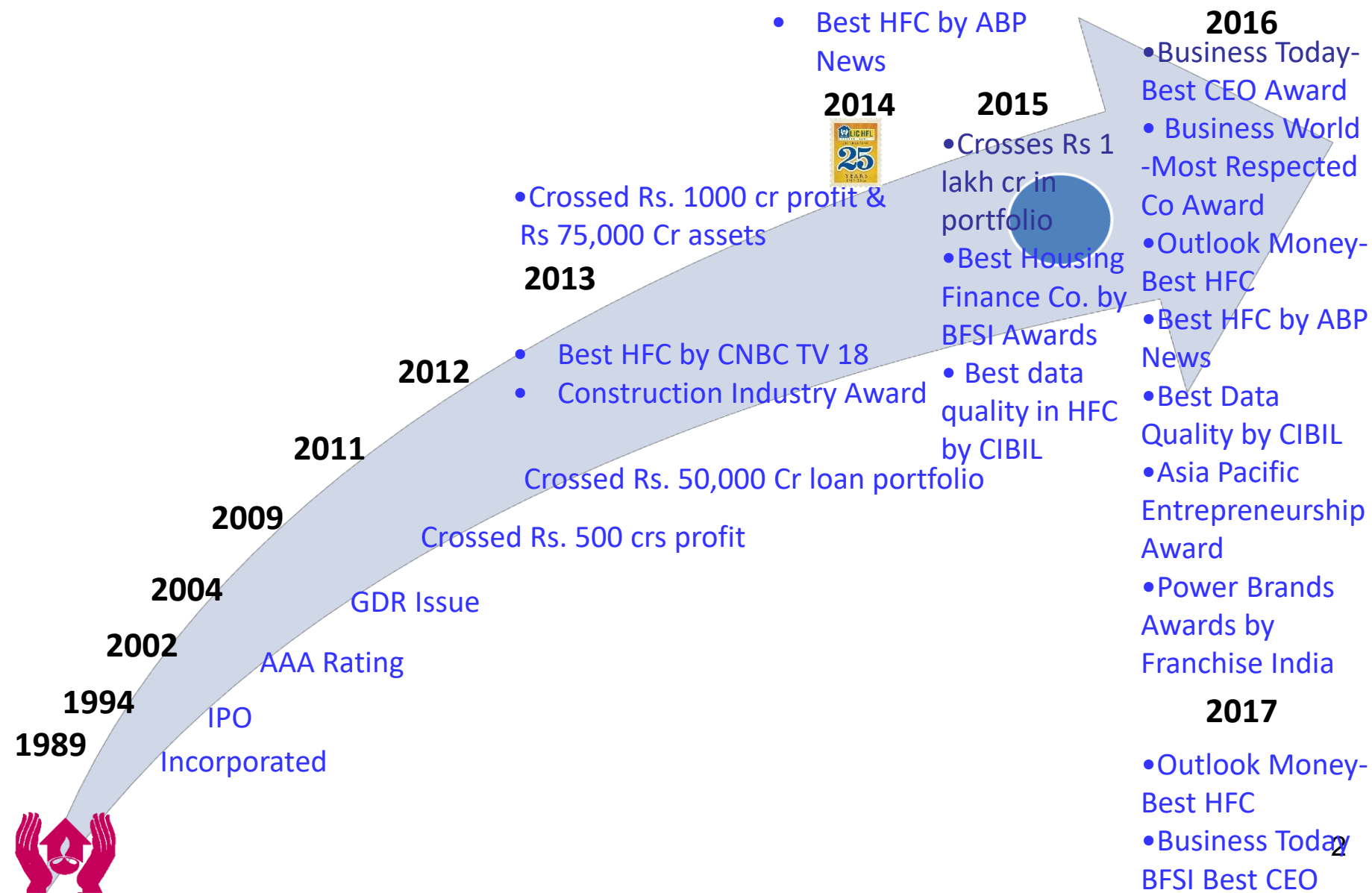


# Q1 FY18 Investor Update

# A Journey of 28 Years...

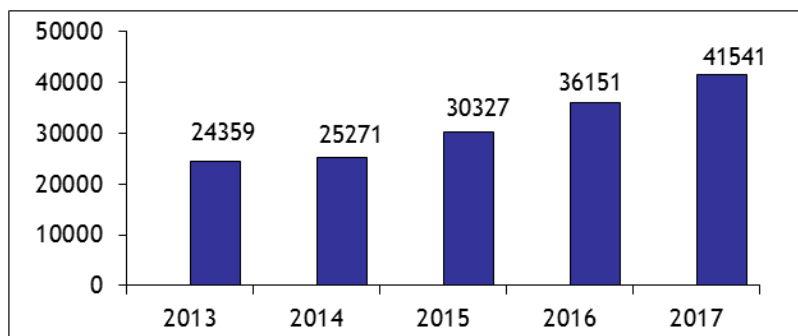


# Executive Summary – Q1/FY18

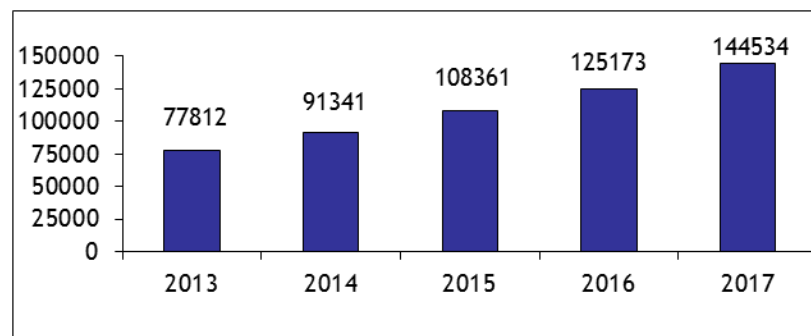
- Q1 FY18 PAT at Rs 470.06 cr as against Rs 407.84 cr up 15 %
- Q1 FY18 Revenue from operations up by 8 % to Rs 3633 cr
- Outstanding Loan portfolio up by 15 % to Rs. 147051 cr
  - Individual Loan Portfolio up by 14 % to Rs 141440 cr
- Q1FY18 Disbursements Rs 8699 cr against Rs 7542 cr up by 15 %
  - Individual Loan Disbursements Rs 8286 cr against Rs 7064 cr, up by 17%
- Net Interest Income Rs 913 cr up by 11%
- Net Interest Margins 2.50 % for Q1 FY18 as against 2.61% for Q1FY17
- Gross NPAs at 0.72% as against 0.59 % as on 30.6.2016
  - Net NPAs 0.38% as against 0.28% on corresponding dates
- Individual Loans Gross NPAs at 0.42% as against 0.35% on 30.6.2016
- Total Provisions at Rs 1137 cr as against total Gross NPAs of 1066 cr

# Update – last 5 years

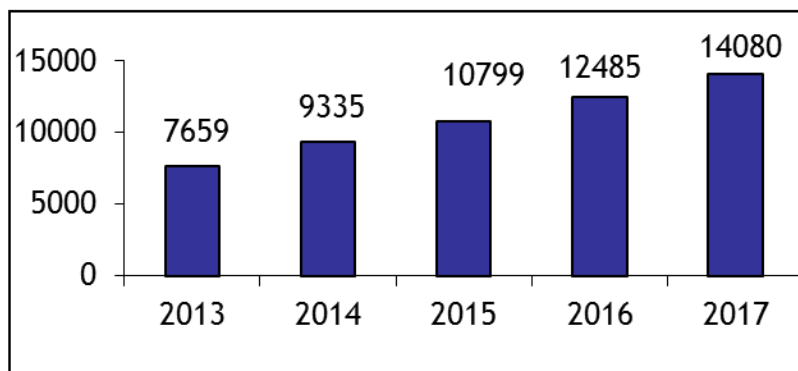
## Disbursement (Rs. Cr) CAGR 14%



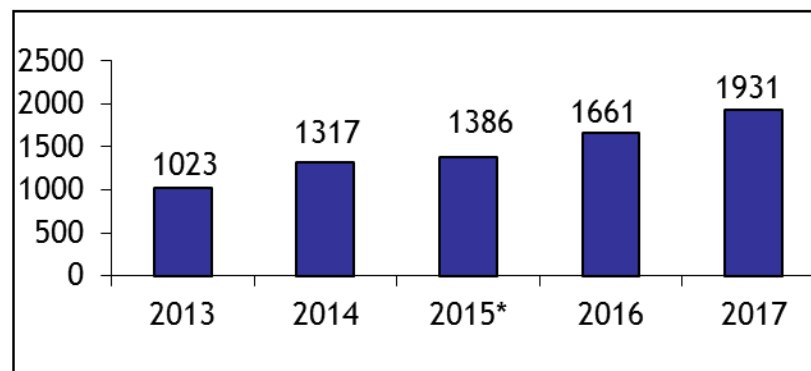
## Loan Portfolio (Rs.cr) CAGR 17%



## Income (Rs. cr) CAGR 16%

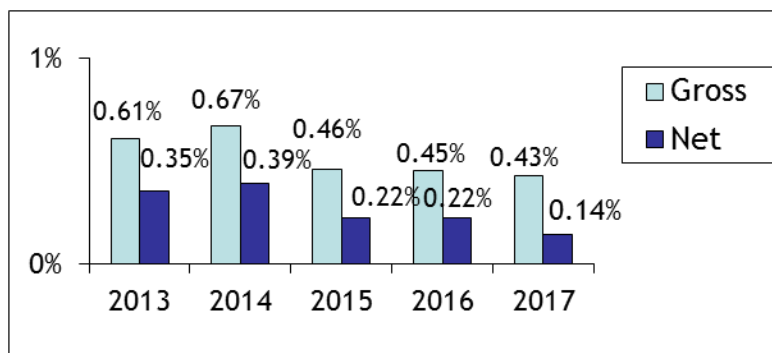


## Profit After Tax (Rs. cr) CAGR 17%

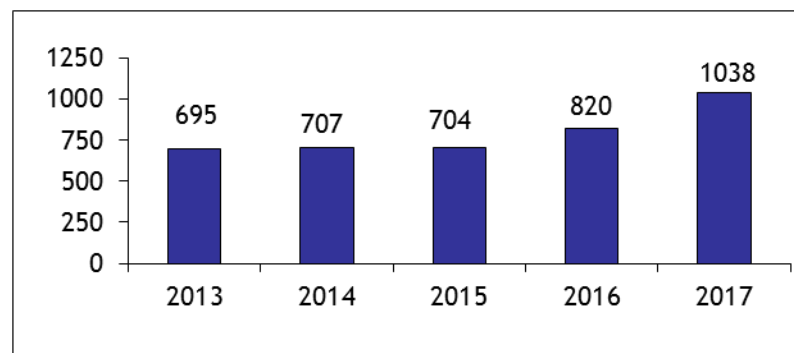


# Update – last 5 years

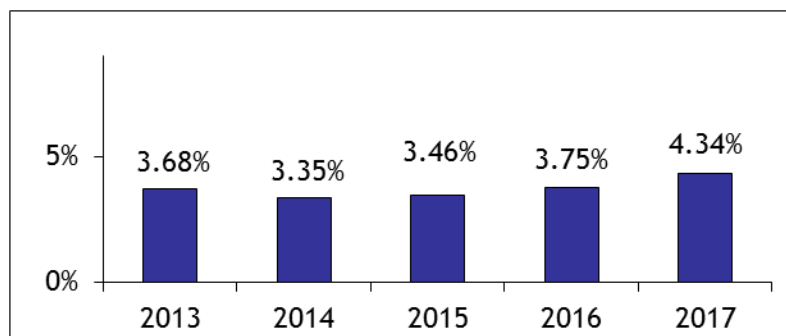
## Gross & Net NPAs



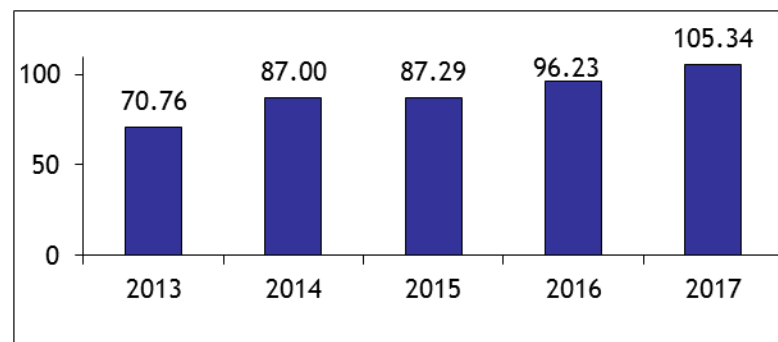
## Total Provisions\* (Rs cr)



## Operating Expense to Total Income



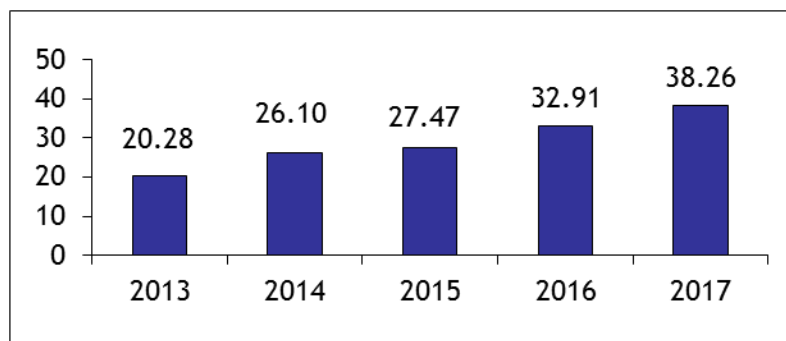
## Profit per employee (Rs. lacs)



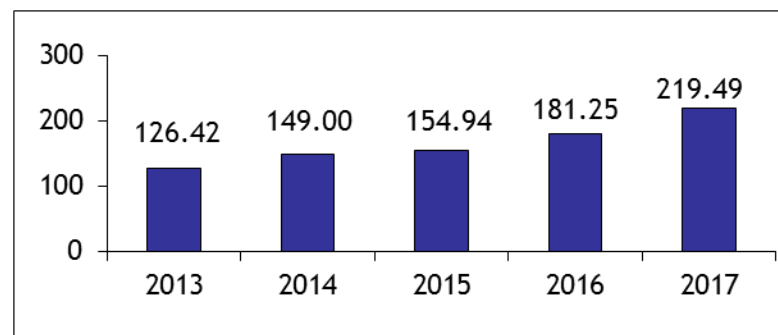
\* Provisions Including Provisions on Std. Assets & Teaser Loans

# Update – last 5 years

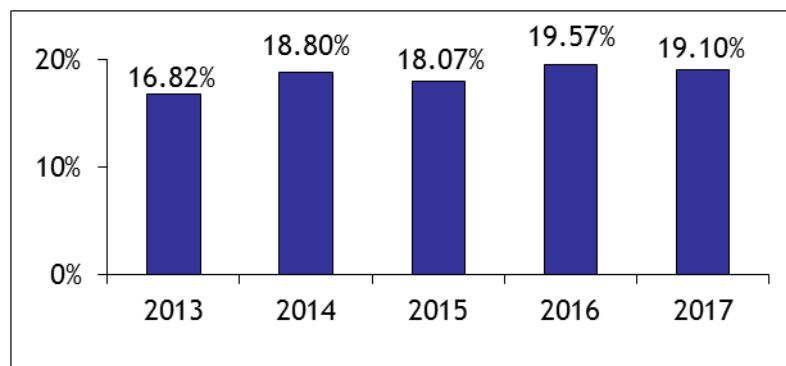
## EPS (Rs) (Rs 2/- pd up)



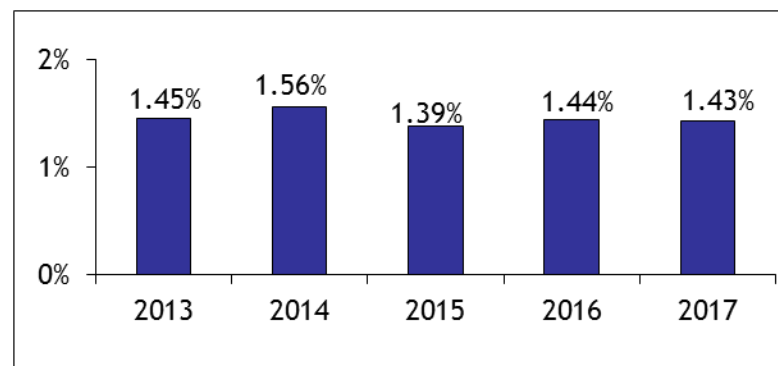
## Book Value (Rs)(Rs 2/- pd up)



## Return on Avg Equity

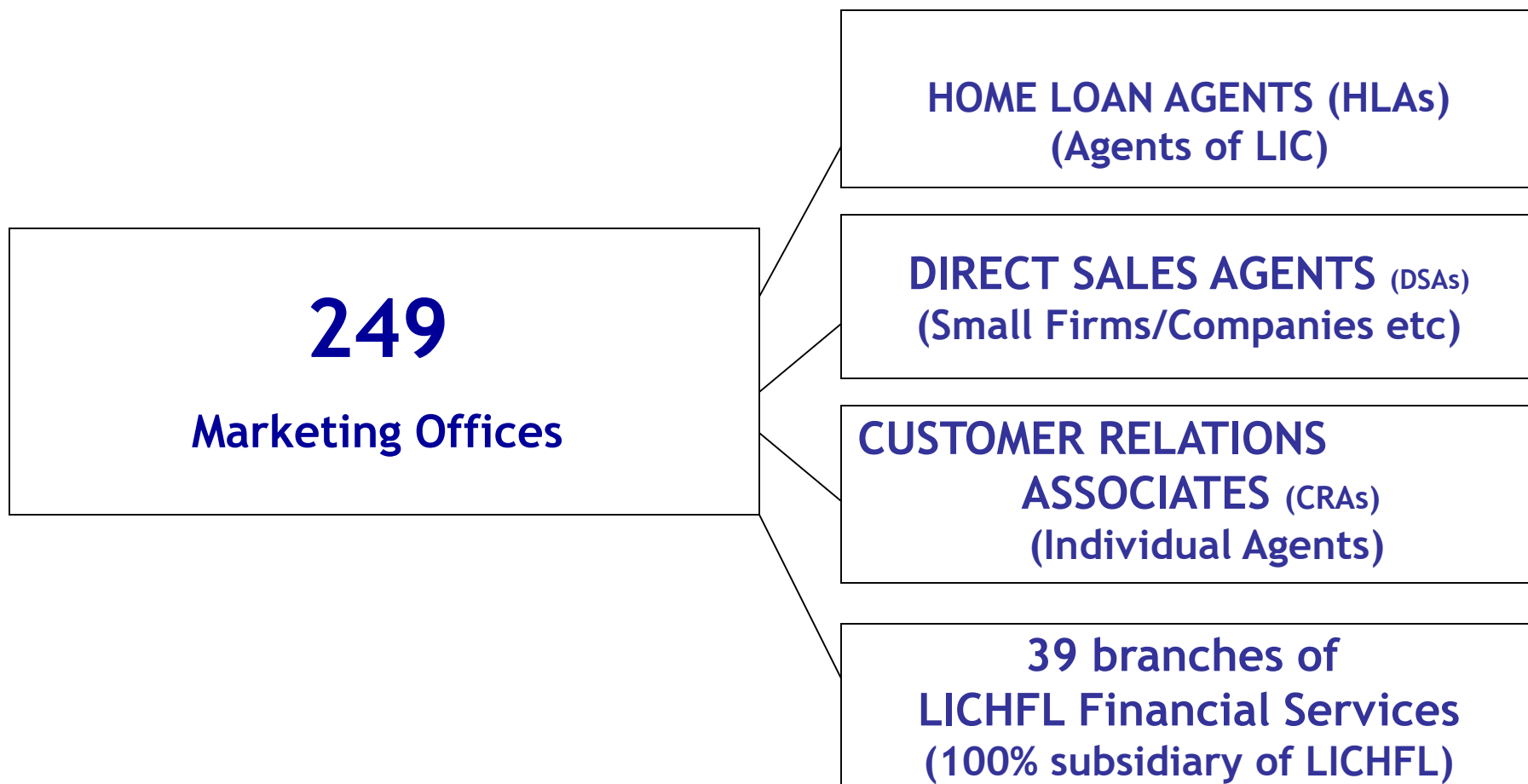


## Return on Avg Loan Assets





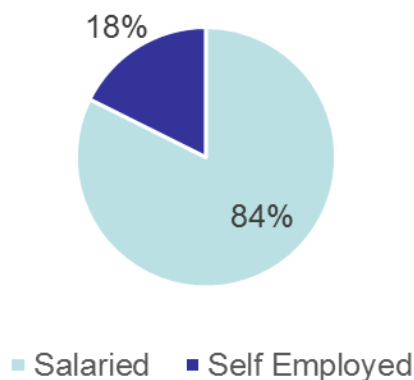
# Distribution Network



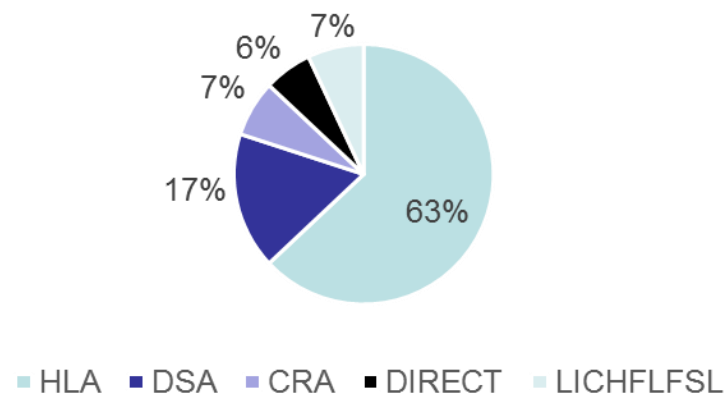


# Origination Pattern & Average Ticket Size

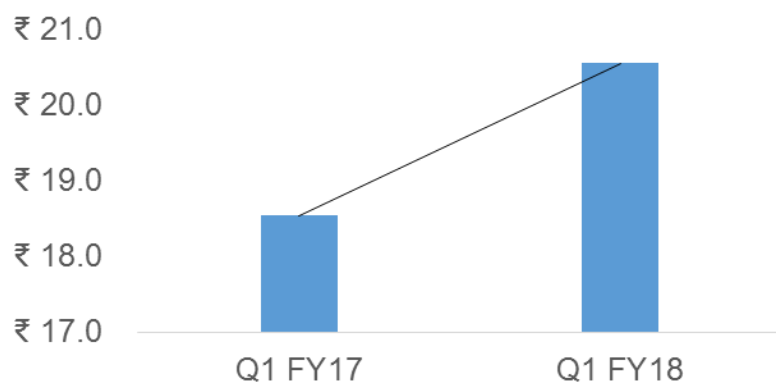
Customer Type



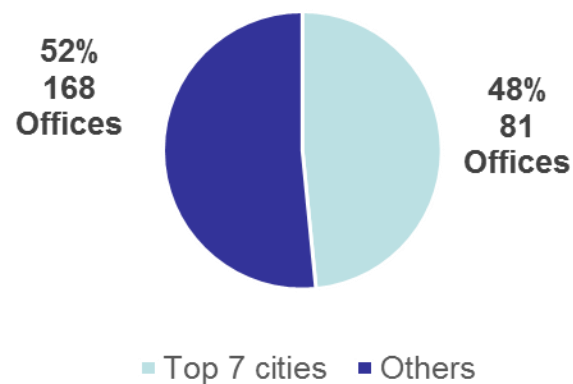
Originations by source



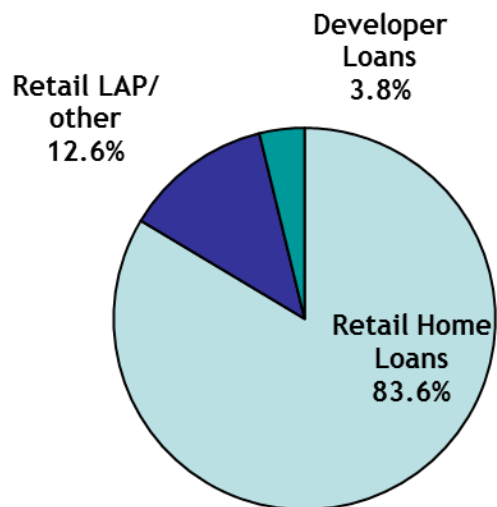
Incremental Ticket Size  
(Rs lacs)



Top 7 cities & Others

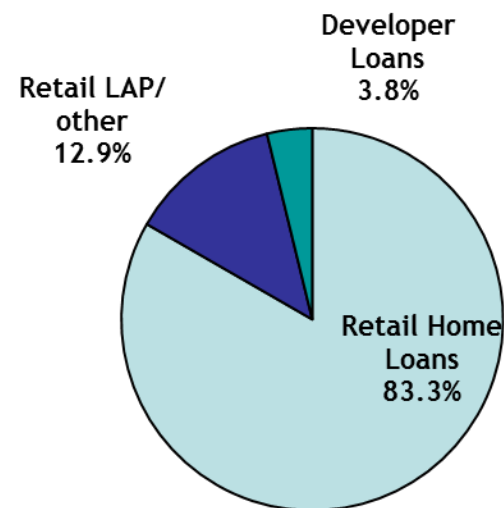


# Loan Book Composition



**31.03.2017**

O/s Portfolio Rs. 144534 cr



**30.06.2017**

O/s Portfolio Rs. 147051 cr

# Individual Loans – Portfolio Stats

## Pure Floating Rate Loans To Outstanding Portfolio

As of FY 15	37%
As of FY16	47%
As of FY17	70%
As of Q1FY18	73%

## Prepayment Lump Sum/ opening book

For FY 15	8.4%
For FY16	11.9%
For FY17	10.9%
For Q1FY18	10.9%

## Loan To Value Ratio On Incremental Sanctions

For FY 15	51%
For FY16	47%
For FY17	45%
For Q1FY18	47%

## Installment to Net Income Ratio On Incremental Sanctions

For FY 15	33.86%
For FY16	33.25%
For FY17	32.12%
For Q1FY18	30.36%

# Financial Highlights

	Q1 FY2018	Q1FY 2017
Return on Average Equity (%)	17%	18%
Return on Average Assets (%)	1.3%	1.4%
Earnings per share (on Rs 2 pd up)	9.31	8.08
Capital Adequacy Ratio	March 2017	March 2016
Tier I	13.35	13.86
Tier II	2.29	3.18
Total	15.64	17.04

# Executive Summary-Q1/FY18

	Var	Q1FY18	Q1FY17
Interest Income on Individual Loans	7.25%	3444.92	3212.03
Interest Income on Project Loans	43.35%	163.85	114.30
<b><u>Total</u></b>	<b>8.49%</b>	<b>3608.77</b>	<b>3326.33</b>
Processing Fees & Other Fees	(26.75%)	24.43	33.35
Other Income	6.00%	21.38	20.17
<b><u>Gross Income</u></b>	<b>8.13%</b>	<b>3654.58</b>	<b>3379.85</b>
Interest Expenses	7.77%	2696.25	2501.81
<b><u>Net Interest Income</u></b>	<b>10.67%</b>	<b>912.52</b>	<b>824.52</b>
Salary & Other Establishment Exp.	(2.00%)	135.39	138.16
Net Provisions & Diminutions	(10.30%)	104.46	116.46
<b><u>Profit before Tax</u></b>	<b>15.25%</b>	<b>718.48</b>	<b>623.43</b>
Income Tax Provision including Deferred Tax	15.23%	248.42	215.58
<b><u>Net Profit</u></b>	<b>15.26%</b>	<b>470.06</b>	<b>407.84</b>

# Executive Summary-Q1/FY18

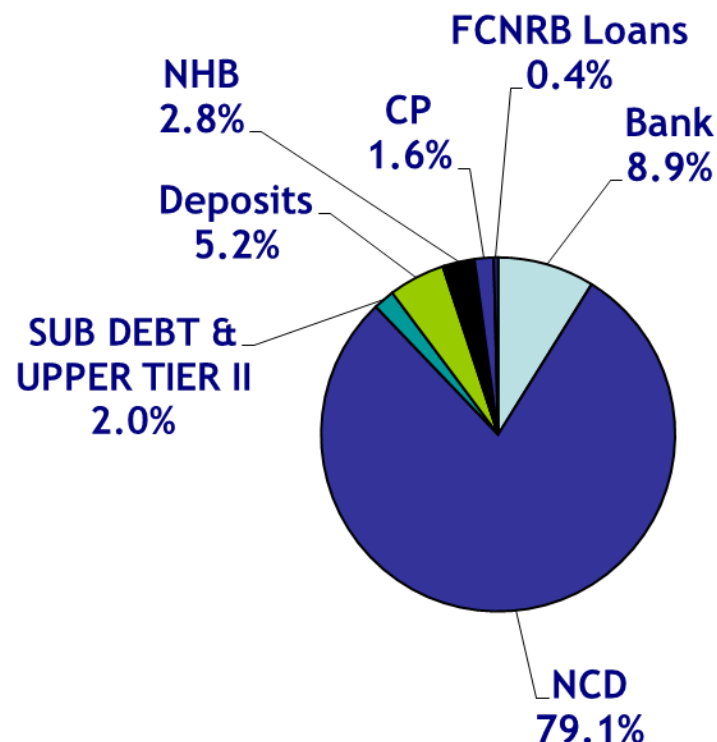
	<i>Var</i>	<b>Q1FY18</b>	<b>Q1FY17</b>
<b>Disbursements</b>			
Individual	<b>17.29%</b>	<b>8286</b>	<b>7064</b>
Project	<b>(13.48%)</b>	<b>413</b>	<b>478</b>
<b><u>Total</u></b>	<b>15.35%</b>	<b>8699</b>	<b>7542</b>
<b>Outstanding Portfolio</b>			
Individual	<b>14.36%</b>	<b>141440</b>	<b>123681</b>
Project	<b>49.41%</b>	<b>5611</b>	<b>3758</b>
<b><u>Total</u></b>	<b>15.39%</b>	<b>147051</b>	<b>127437</b>
<b>Net Interest Margins(%)</b>		<b>2.50%</b>	<b>2.61%</b>
<b>Borrowings during the Qtr. (Rs. Cr.)</b>		<b>13620</b>	<b>9804</b>
<b>Incremental Cost(i.e. for the year to date)</b>		<b>7.68%</b>	<b>8.70%</b>
<b>Incremental Yield(overall, annualised)</b>		<b>9.86%</b>	<b>10.68%</b>
<b>Incremental Spreads</b>		<b>2.18%</b>	<b>1.98%</b>

# Liability Profile

as on 30.6.2017

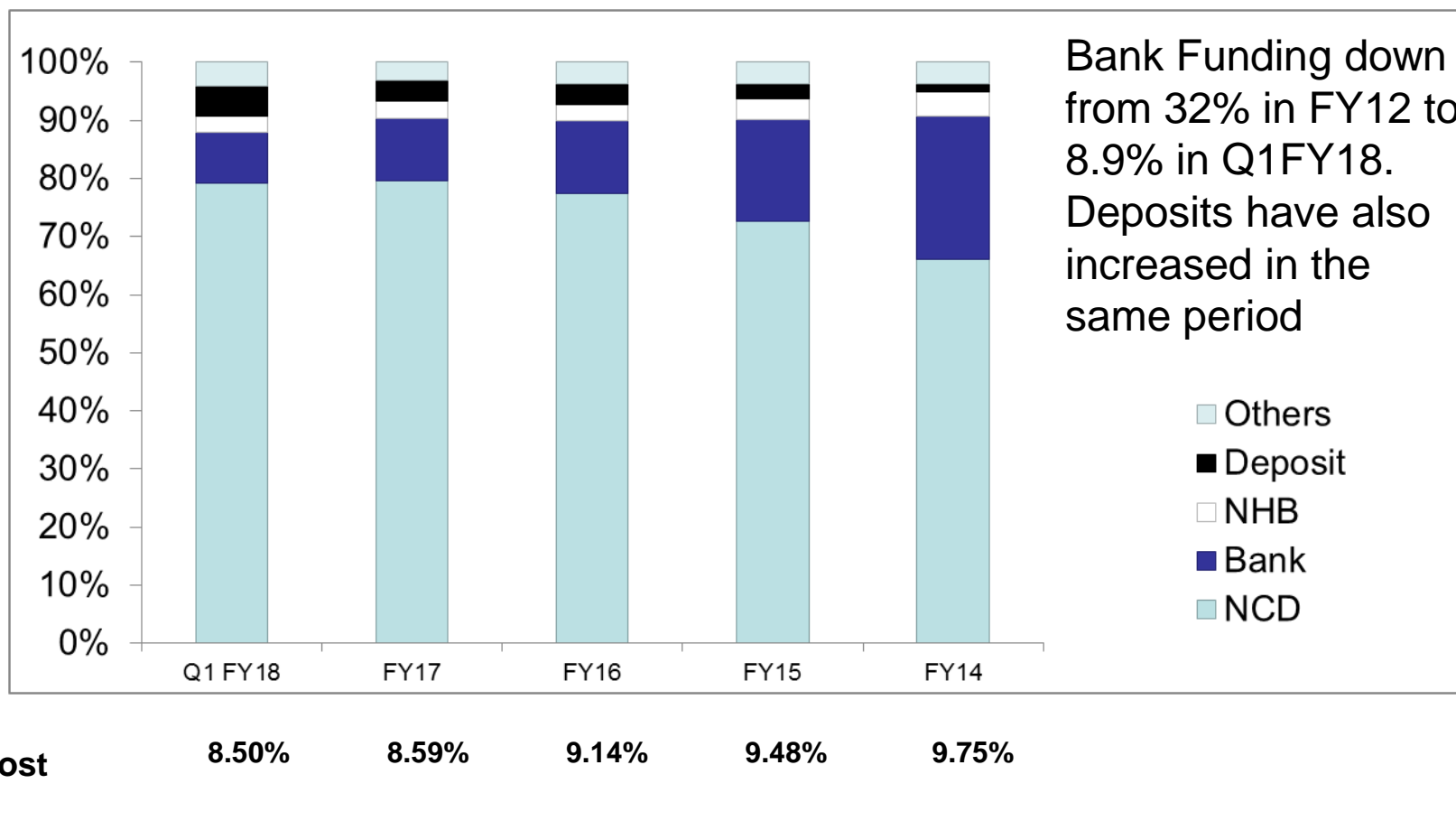
Source	Wtd Avg Cost (%)
Banks	8.32%
Non Convertible Debenture	8.57%
National Housing Bank	8.35%
FCNRB Loans	9.66%
Sub. Bonds & Upper Tier II	9.18%
Commercial Paper	6.50%
Deposits	8.10%
<b>Total</b>	<b>8.50%</b>

Outstanding Borrowings - Rs.129163 cr



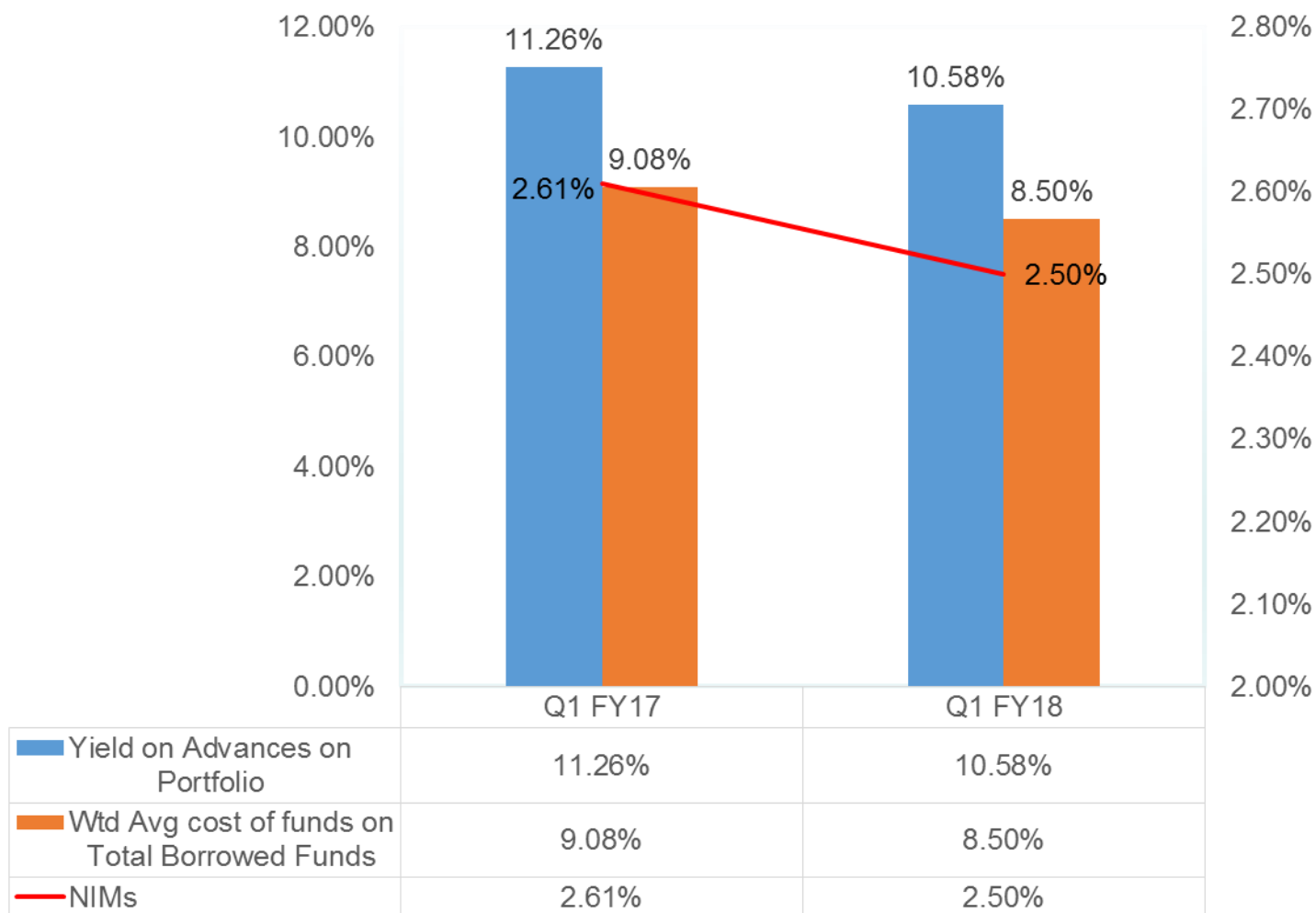
During Q1FY18, Borrowings were Rs 13620 cr @ 7.68%

# Change in Liability Mix- last 5 yrs

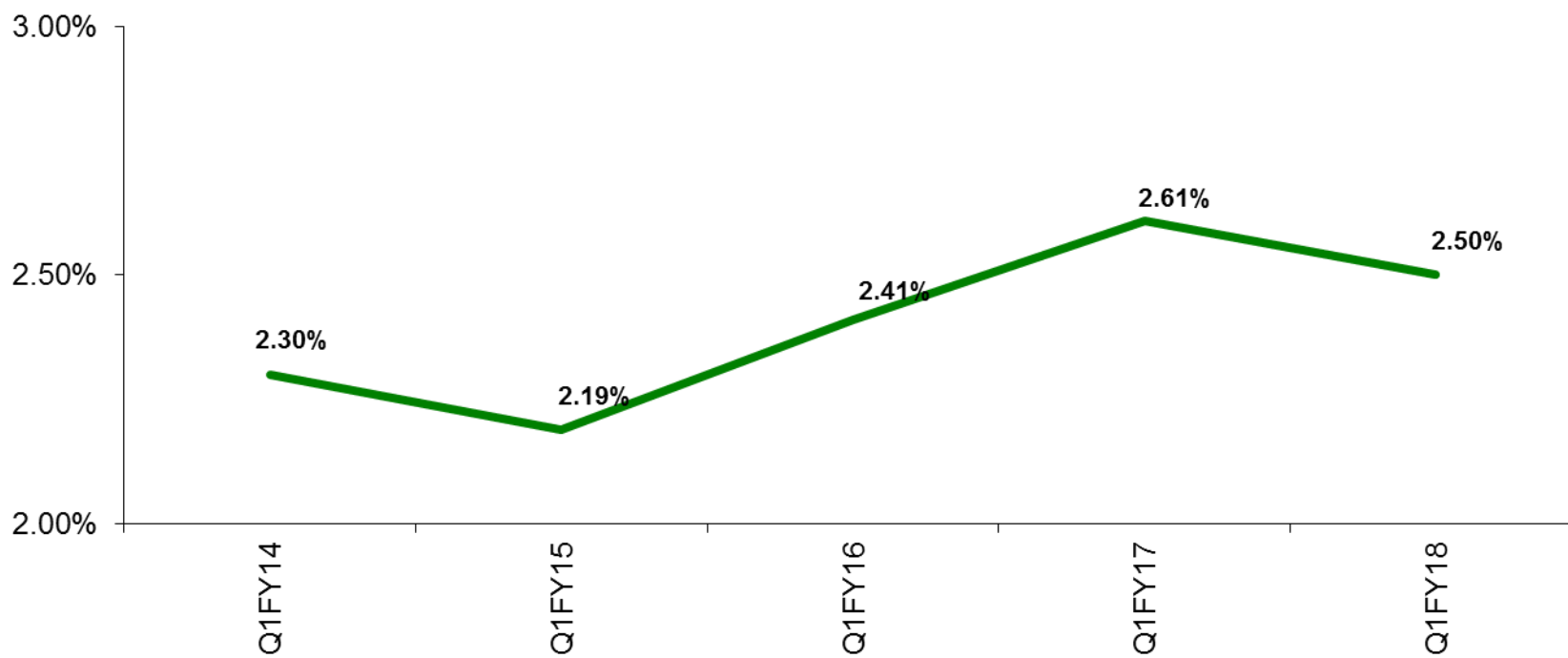




# Yield & Cost of Funds on portfolio



# NIMs

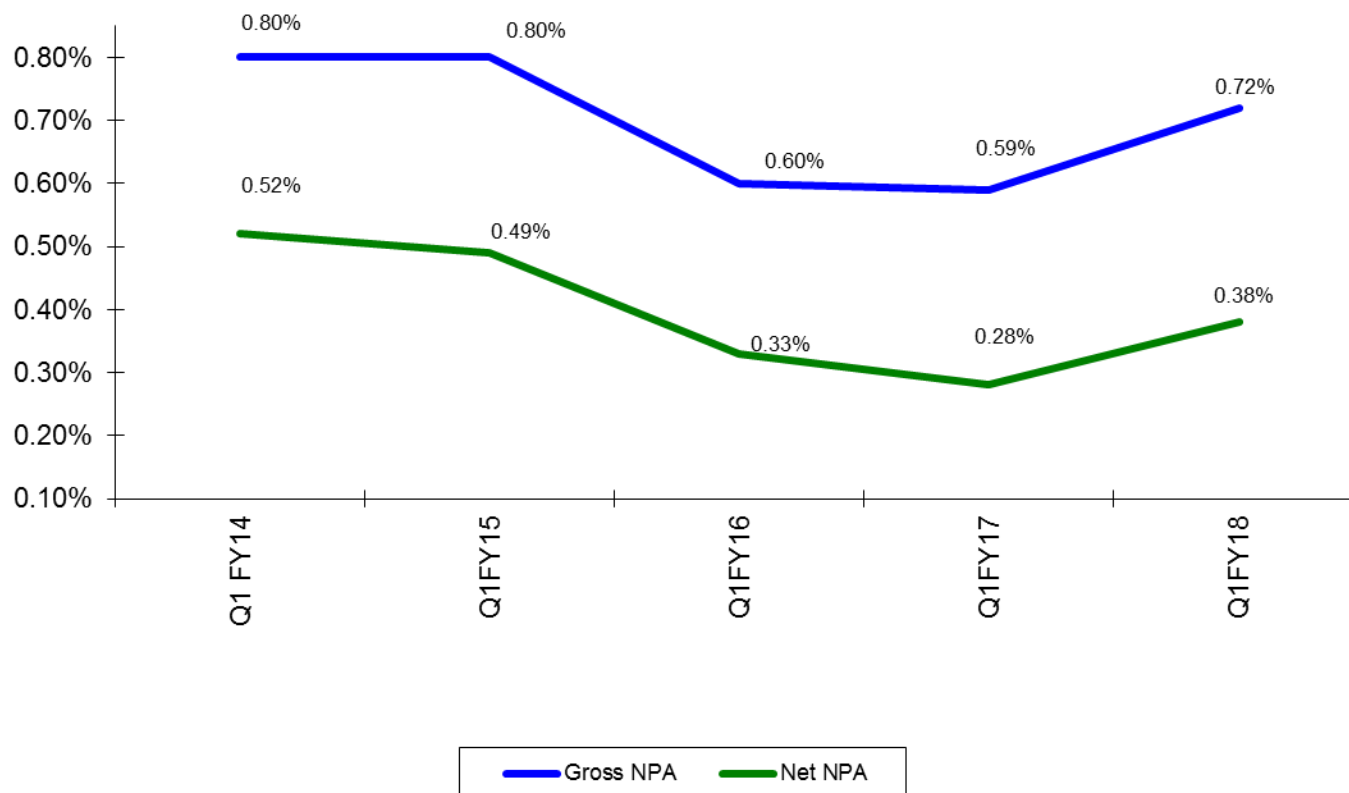


## Gross & Net NPAs

	30.6.2017	30.6.2016
Gross NPA (Rs. cr)	1066	757
Gross NPA (%)	0.72%	0.59%
Provisions for NPA (Rs. cr)*	513	401
Net NPA(%)	0.38%	0.28%
Provisions incl teaser loan prov & std asset prov.	1137	935
Provisions cover incl teaser loan prov & std asset prov.	107%	124%

\*Excluding provisions on standard assets/teaser loans

# Gross & Net NPAs



# Thank you

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