



India Home Loan Limited

June 2019



Q1'FY20 (June'19): Brief Overview

- ★ Loan Book at INR 225.79 Crore as of Jun'19, a growth of 8% against Loan Book of INR 208.91 Crore as of Jun'18. Compared to Mar'19 Loan Book of INR 218.60 Crore, this represents a growth of 3%
- ★ Q1'FY20 PAT was INR 0.13 Crore as against a PAT of INR 0.33 crore for Q4'FY19. Q-o-Q reduction in PAT was primarily driven by reduced fee income in the latest quarter due to muted disbursement. Q1'FY19 PAT stood at INR 1.08 Crore
- ★ Q1'FY20 Disbursement of INR 11.68 Crore as against Q1'FY19 Disbursement of INR 38.19 Crore;
- ★ ROA ~0.2%; ROE ~1.3%; Capital Adequacy 40.26%;
D(SD)/E: 5.1x; D/E(SD): 3.4x
- ★ Total full-time employees: 71
- ★ The Company is maintaining sufficient positive cash flow for the next 12 months



Dashboard: Key Financials (I-GAAP, unless stated)

INR Lakhs, unless specified

Financial Snapshot	Jun-19 (IndAS)	Quarter-on-Quarter			Year-on-Year		Year Ended	
		Jun-19	Mar-19	Dec-18	Jun-19	Jun-18	Mar-19	Mar-18
Interest Income	766	766	799	834	766	649	3,042	1,346
Interest Expense	566	566	591	598	566	439	2,177	692
Net Interest Income	200	200	208	236	200	211	865	654
Other Non Operating Income	17	14	5	4	14	14	52	31
Fee & Other Operational Inc.	19	20	54	36	20	83	266	293
Total Income	237	234	267	275	234	308	1,182	978
Operating Expenses	154	162	197	182	162	129	710	502
Provision for Credit Loss	42	42	24	35	42	30	113	70
Total Expenses	197	204	222	216	204	158	823	572
Profit before Tax	40	30	46	59	30	150	359	406
Profit After Tax	23	13	33	43	13	108	258	296
Gross Loan Disbursements	1,168	1,168	823	906	1,168	3,819	9,400	15,114
Loan Assets	22,579	22,579	21,860	24,508	22,579	20,891	21,860	17,793
Treasury Assets	1,421	1,421	1,587	191	1,421	2,963	1,587	1,171
Borrowings	19,941	19,941	19,463	21,120	19,941	20,421	19,463	15,575
Net Worth	3,577	3,933	3,920	3,615	3,933	3,497	3,920	3,389



Dashboard: Key Financials (I-GAAP, unless stated)

INR Lakhs, unless specified

Ratios		Quarter-on-Quarter			Year-on-Year		Year Ended	
	Jun-19 (IndAS)	Jun-19	Mar-19	Dec-18	Jun-19	Jun-18	Mar-19	Mar-18
Return on Assets (*)	0.4%	0.2%	0.5%	0.7%	0.2%	2.2%	1.2%	2.7%
Return on Equity (*)	2.3%	1.3%	3.6%	4.7%	1.3%	12.5%	7.4%	9.1%
NIM (*)	3.6%	3.6%	3.4%	3.9%	3.6%	4.4%	4.1%	5.9%
Wt Avg Yield (Loans+ Treasury)	13.3%	13.3%	13.0%	13.8%	13.3%	12.2%	13.0%	13.0%
Wt Avg Borrowing Cost	11.2%	11.2%	11.3%	10.8%	11.2%	10.8%	11.3%	10.5%
Spread (Loans+ Treasury)	2.0%	2.0%	1.7%	3.0%	2.0%	1.3%	1.7%	2.5%
Wt Avg yield (Loans)	14.1%	14.1%	14.0%	13.9%	14.1%	13.8%	14.0%	13.8%
Wt Avg Borrowing Cost	11.2%	11.2%	11.3%	10.8%	11.2%	10.8%	11.3%	10.5%
Spread (Loans)	2.8%	2.8%	2.6%	3.1%	2.8%	3.0%	2.6%	3.3%
Debt : Equity (SD)	3.63	3.38	3.31	3.82	3.38	3.79	3.31	4.60
Debt (SD) : Equity	5.03	5.07	4.97	5.84	5.07	5.84	4.97	4.60
Capital Adequacy	40.3%	40.3%	39.5%	35.7%	40.3%	23.9%	39.5%	29.7%
Opex to Total Operating Inc.	19.6%	20.6%	23.2%	20.9%	20.6%	17.6%	21.5%	30.6%
Opex to Loan Book (*)	2.8%	2.9%	3.2%	3.0%	2.9%	2.7%	3.4%	4.6%
GNPA	4.5%	4.5%	4.0%	2.8%	4.5%	2.7%	4.0%	2.5%
NNPA	3.5%	3.5%	3.3%	2.3%	3.5%	2.2%	3.3%	2.1%

(*) For Q4'FY19, the Loan Book used for computing is before Credit Subsidy and the Net Worth is pre-warrants infusion, as these happened near end of Mar'19

Note:

a) Subordinated Debt has been considered as part of Tier II capital while computing Capital Adequacy Ratio

b) Debt : Equity (SD) considers subordinated debt as Equity and Debt (SD) : Equity considers subordinated debt as Debt



Dashboard: Key Ratios (I-GAAP, unless stated)

ROA Tree		Quarter-on-Quarter			Year-on-Year		Year Ended	
	Jun-19 (IndAS)	Jun-19	Mar-19 (*)	Dec-18	Jun-19	Jun-18	Mar-19 (*)	Mar-18
Interest Income	13.8%	13.8%	13.1%	13.8%	13.8%	13.4%	14.4%	12.2%
Interest Expense	10.2%	10.2%	9.7%	9.9%	10.2%	9.1%	10.3%	6.3%
Net Interest Income	3.6%	3.6%	3.4%	3.9%	3.6%	4.4%	4.1%	5.9%
Fee Income	0.3%	0.4%	0.9%	0.6%	0.4%	1.5%	1.0%	2.4%
Total Income (Incl. Other Inc.)	4.3%	4.2%	4.4%	4.6%	4.2%	6.4%	5.6%	8.9%
Operating Expenses	2.8%	2.9%	3.2%	3.0%	2.9%	2.7%	3.4%	4.6%
Provision for Credit Loss	0.8%	0.8%	0.4%	0.6%	0.8%	0.6%	0.5%	0.6%
Total Expenses	3.5%	3.7%	3.6%	3.6%	3.7%	3.3%	3.9%	5.2%
ROA (Pre-Tax)	0.7%	0.5%	0.7%	1.0%	0.5%	3.1%	1.7%	3.7%
ROA	0.4%	0.2%	0.5%	0.7%	0.2%	2.2%	1.2%	2.7%
ROE	2.3%	1.3%	3.6%	4.7%	1.3%	12.5%	7.4%	9.1%

(*) For Q4'FY19, the Loan Book used for computing is before Credit Subsidy and the Net Worth is pre-warrants infusion, as these happened near end of Mar'19



Asset Profile – By Loan Type

INR Lakhs, unless specified

Asset Mix - Value	Jun-19	Mar-19	Dec-18	Sep-18	Mar-18
Home Loans	18,258	17,552	19,954	19,348	14,197
SME Lap	1,490	1,592	1,700	1,716	1,388
Project Funding	2,810	2,714	2,832	2,805	2,208
Inter-Corporate Deposit	20	-	22	25	-
Total	22,579	21,860	24,508	23,895	17,793

Asset Mix - %age	Jun-19	Mar-19	Dec-18	Sep-18	Mar-18
Home Loans	81%	80%	81%	81%	80%
SME Lap	7%	7%	7%	7%	8%
Project Funding	12%	12%	12%	12%	12%
Inter-Corporate Deposit	0%	-	0%	0%	-
Total	100%	100%	100%	100%	100%



Asset Profile – By Geography

INR Lakhs, unless specified

Asset Mix - Statewise	Jun-19	Mar-19	Dec-18	Sep-18	Mar-18
Maharashtra	3,642	3,531	3,702	3,825	3,493
Gujarat	18,639	18,023	20,464	19,744	14,029
Rajasthan	298	306	342	327	261
Total	22,579	21,860	24,508	23,895	17,793

No. Of Customers	HL	LAP	Project Finance	Total
Maharashtra	357	21	7	385
Gujarat	2,950	101	12	3,063
Rajasthan	45	3		48
Total	3,352	125	19	3,496



Portfolio Banding – Home Loans and LAP

INR Lakhs, unless specified

Portfolio Banding of Home Loans

Loan Amount Range	No. of Customers	Loan Outstanding	% of Total
Less Than INR 15 Lakhs	3,174	14,712	81%
INR 15 Lakhs - INR 25 Lakhs	158	2,876	16%
Greater than INR 25 Lakhs	20	670	4%
Total	3,352	18,258	100%

Portfolio Banding of LAP

Loan Amount Range	No. of Customers	Loan Outstanding	% of Total
Less Than INR 15 Lakhs	89	739	50%
INR 15 Lakhs - INR 25 Lakhs	30	541	36%
Greater than INR 25 Lakhs	6	210	14%
Total	125	1,490	100%



Portfolio Banding – Construction Finance

INR Lakhs, unless specified

Portfolio Banding of Construction Finance

Loan Amount Range	No. of Customers	Loan Outstanding	% of Total
Less Than INR 150 Lakhs	10	632	22%
INR 150 Lakhs - INR 250 Lakhs	5	984	35%
Greater than INR 250 Lakhs	4	1,195	43%
Total	19	2,810	100%



Liability Profile

INR Lakhs, unless specified

Liability Mix - Value	Jun-19	Mar-19	Dec-18	Sep-18	Mar-18
Banks	10,174	9,336	10,656	10,408	11,905
FI's	9,767	10,112	10,448	10,656	3,648
Car Loan	13	15	17	18	22
Total	19,953	19,463	21,120	21,082	15,575

Liability Mix - %age	Jun-19	Mar-19	Dec-18	Sep-18	Mar-18
Banks	51%	48%	51%	49%	77%
FI's	49%	52%	49%	51%	23%
Total	100%	100%	100%	100%	100%



Balance Sheet

INR Lakhs, unless specified

Balance Sheet	Jun-19	Mar-19	Dec-18	Jun-18	Mar-18
Equity	1,428	1,428	1,428	1,428	1,428
Equity Share Warrants	307	307	-	-	-
Reserves	2,198	2,185	2,187	2,068	1,961
Net Worth	3,933	3,920	3,615	3,497	3,389
Borrowings					
Banks	10,187	9,350	10,673	11,367	11,927
FI's	9,767	10,112	10,448	9,054	3,648
Provisions (Asset provision)	283	241	217	158	128
Total Liabilities	24,157	23,624	24,952	24,076	19,092
Loan Assets	22,579	21,860	24,508	20,891	17,793
Treasury Assets	1,421	1,587	191	2,963	1,171
Other Assets	73	87	154	117	23
Fixed Assets	84	90	99	105	105
Total Assets	24,157	23,624	24,952	24,076	19,092



THANK YOU