



Ref No: APTUS/06-MAY/2025-26

May 06, 2025

To, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 543335	To, National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Scrip Symbol: APTUS
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Dear Sir/Madam,**Sub: Investor Presentation on the Audited financial results for the fourth quarter and financial year ended March 31, 2025.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Investor Presentation of the Company on the Audited Financial Results for the fourth quarter and financial year ended March 31, 2025.

This Investor Presentation is also available on the website of the Company at <https://www.aptusindia.com/investors-presentation/>.

Please take this information on record.

Thanking you,

For Aptus Value Housing Finance India Limited**Sanin Panicker
Company Secretary & Compliance Officer**



APTUS[®]



Aptus Value Housing Finance India Limited

Investor Presentation | Q4 FY25



Safe Harbor

This presentation and the accompanying slides (the “Presentation”) which have been prepared by **Aptus Value Housing Finance India Limited** (the “Company”) have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the company.

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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and action regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statement become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Background



**Commenced Operations in 2010
In 16th year of operations**



**Regulated by RBI and supervised by
NHB**



**Run by professional management
team backed by strong Board,
Founder Promoter and marquee
investors**

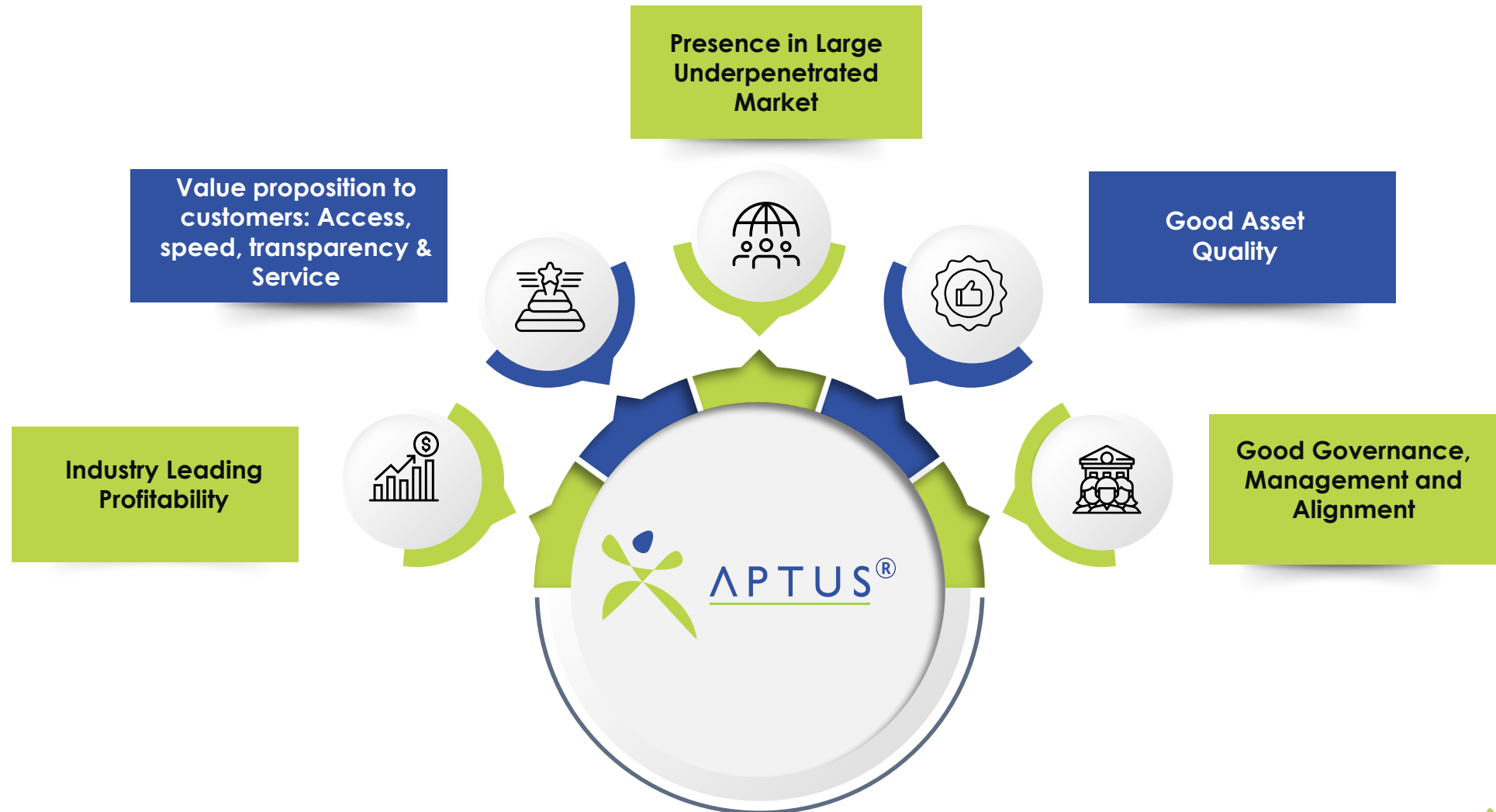


**Presence in 300 Branches across 6
states and 1 union territory**

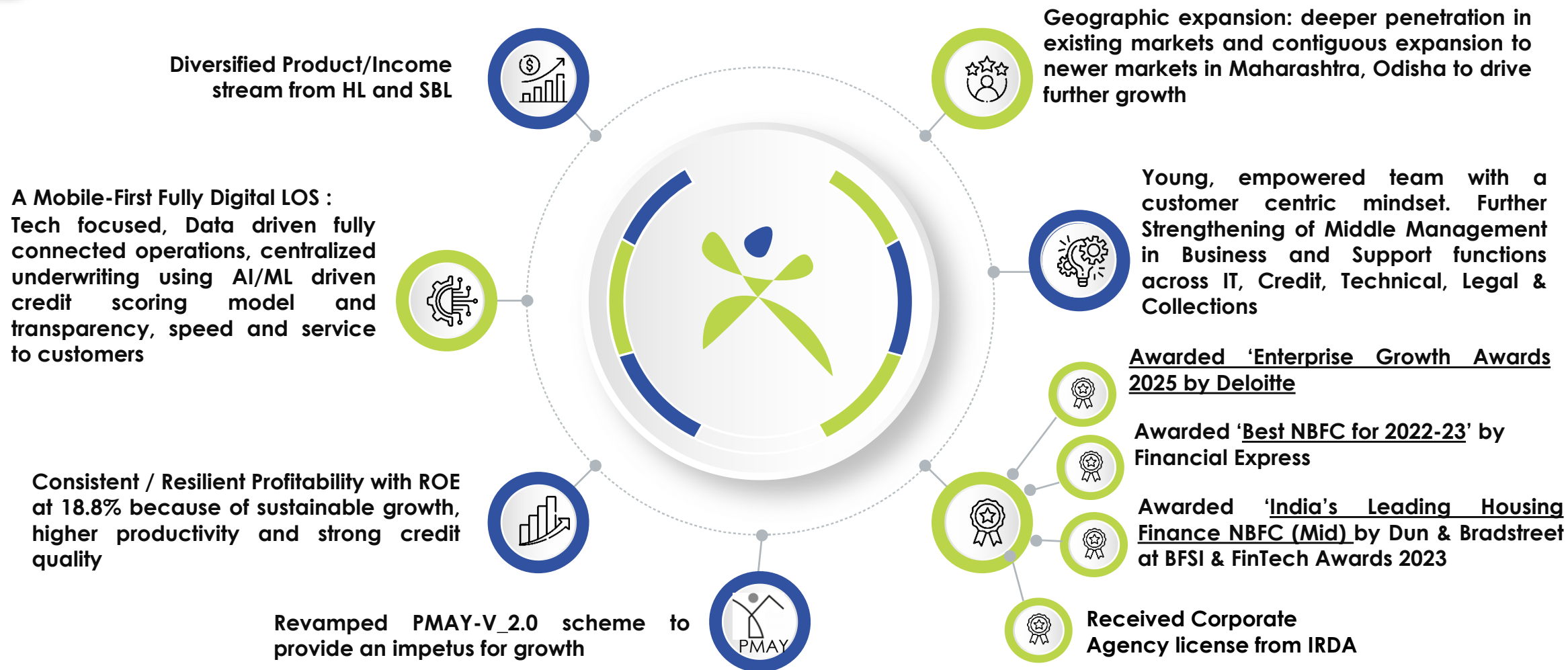


**Home Loans to First time home buyers with
predominant focus on family with an
income of <Rs 50,000 per month, largely
self employed and in semi urban areas**

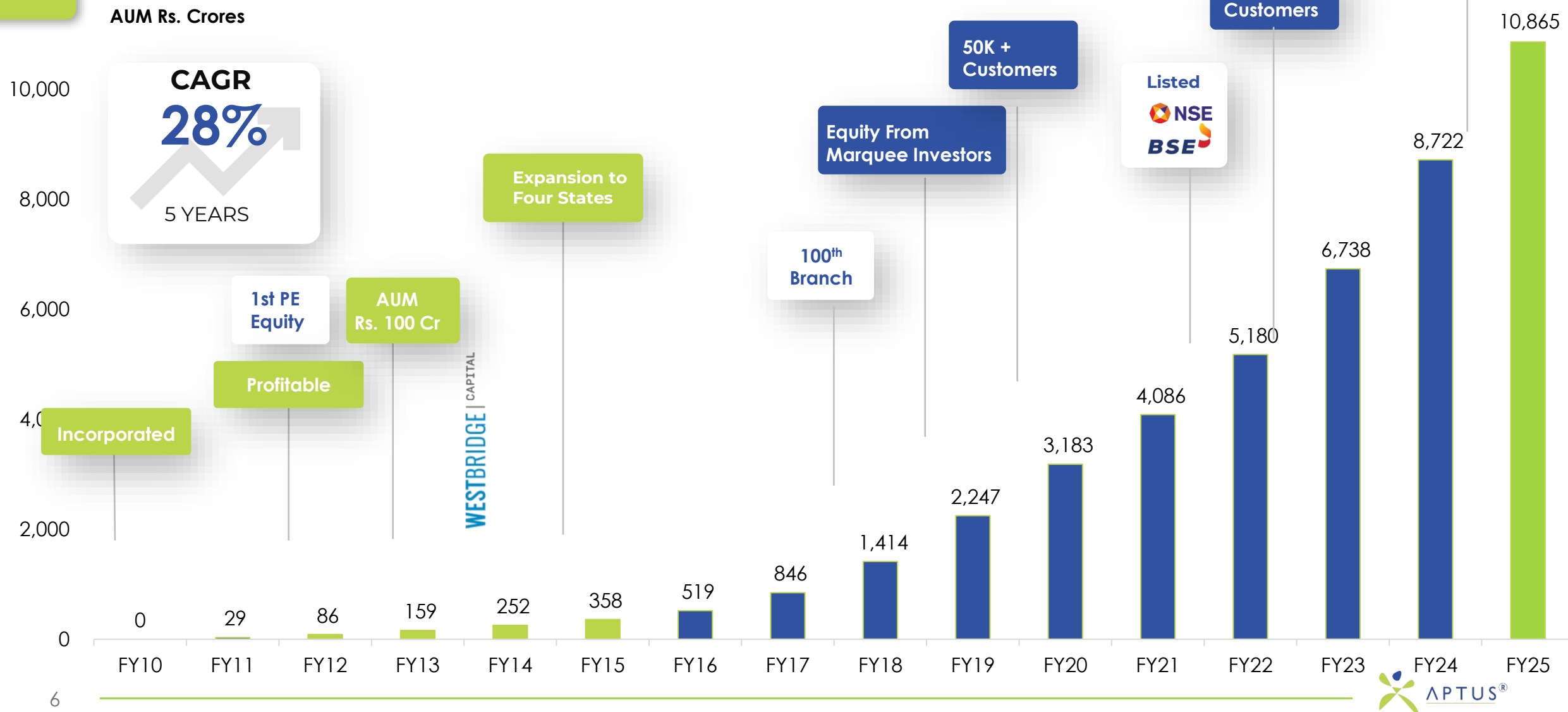
Key Strengths



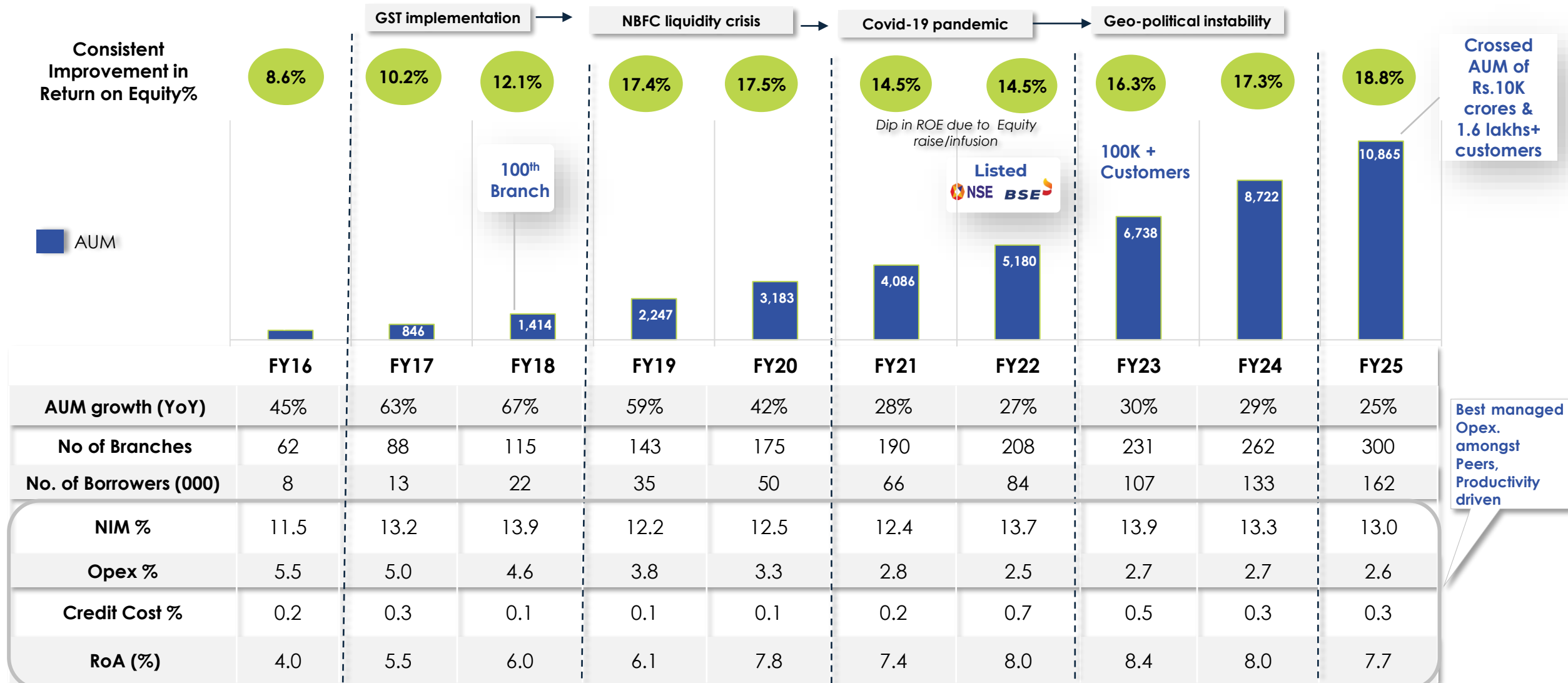
Management Update



Our Journey



Strong business model that has thrived despite macro environment challenges



Strong Growth Runway; ROE to remain best in class

Rs in Crores



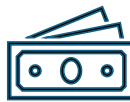
	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	CAGR #
No. of Branches	175	190	208	231	262	300	
No. of Customers	43,987	58,069	83,565	1,07,146	1,33,499	1,61,597	
Disbursements	1,271	1,298	1,641	2,395	3,127	3,604	
Loan Book	3,179	4,068	5,180	6,738	8,722	10,865	28%
Total Income	523	655	840	1,135	1,409	1,799	
Interest Expenses	(185)	(207)	(209)	(276)	(388)	(541)	
NIM	339	449	632	859	1,021	1,258	30%
Operating Expenses	(88)	(98)	(117)	(165)	(207)	(255)	24%
ECL Prov ./Write -Off's	(3)	(6)	(34)	(40)	(22)	(28)	
Profit Before Tax	247	345	480	654	793	975	
Profit After Tax	211	267	370	503	612	751	29%
Ratios							
NIM to Assets (%)	12.48%	12.38%	13.66%	13.88%	13.35%	12.96%	
Opex to Assets (%)	3.26%	2.70%	2.53%	2.75%	2.70%	2.63%	
Credit Cost to Assets (%)	0.10%	0.16%	0.75%	0.68%	0.28%	0.29%	
Return on Assets (PBT)(%)	9.12%	9.52%	10.38%	10.45%	10.36%	10.04%	
Return on Assets (PAT)(%)	7.78%	7.37%	8.01%	8.44%	8.00%	7.73%	
GNPA (%)	0.70%	0.70%	1.19%	1.15%	1.07%	1.19%	
NNPA (%)	0.54%	0.49%	0.88%	0.86%	0.80%	0.89%	
ROE (%)	17.53%	14.47%	14.45%	16.34%	17.25%	18.76%	

Note 1: CAGR: FY 25 Vs FY20

Note 2: GNPA for FY19, FY20 & FY21 as per old RBI norms

Note 3: Asset Ratio based on Avg. AUM

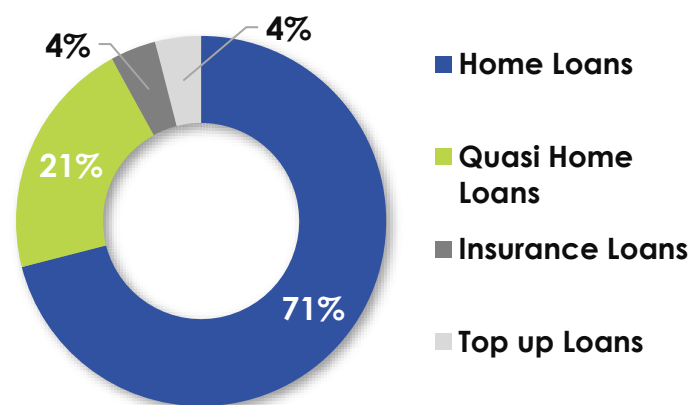
Snapshot: March 2025

Size and Growth	Granularity	Asset Quality	Liability & Adequacy	Profitability
				
Strong Asset growth demonstrated over years	Under penetrated and highly attractive industry	Improved Asset Quality demonstrated over years	Robust Fund Management & Credit Profile	Best in class Returns
INR 10,865 Cr AUM YoY +25% QoQ +6%	300 No of Branches YoY +38 QoQ +2	1.19% Gross NPA YoY+12 bps QoQ -9 bps	INR 4,316 Cr Net-worth	INR 751 Cr INR 207 Cr PAT YoY +23% QoQ +9%
INR 3,604Cr INR 1,064Cr Disbursement YoY +15% QoQ+14%	1.62 Lacs No of Customers YoY +21% QoQ+6%	0.89% Net NPA YoY +9bps QoQ -7 bps	70.0% 64.26% CRAR* PBC *	7.73% 7.85% ROA YoY QoQ
INR 1,799 Cr INR 500 Cr Revenue YoY +28% QoQ+9%	3,351 No of Employees YoY + 433 QoQ + 159	86% PCR (NPA)	AA- Credit Rating	18.8% 19.7% ROE YoY QoQ

* Standalone basis

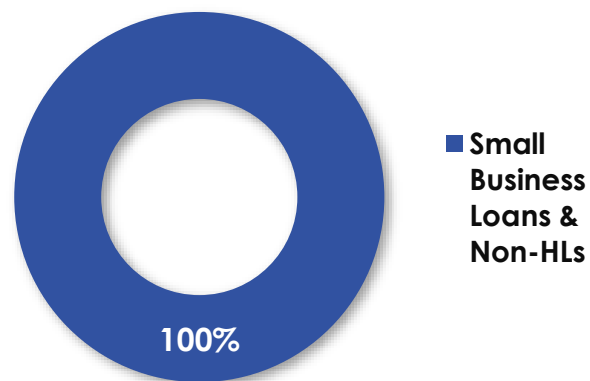
Diversified Income Stream With Niche Customer Focus

Secured Portfolio – Home Loans (HL) / Small Business Loans (SBL)



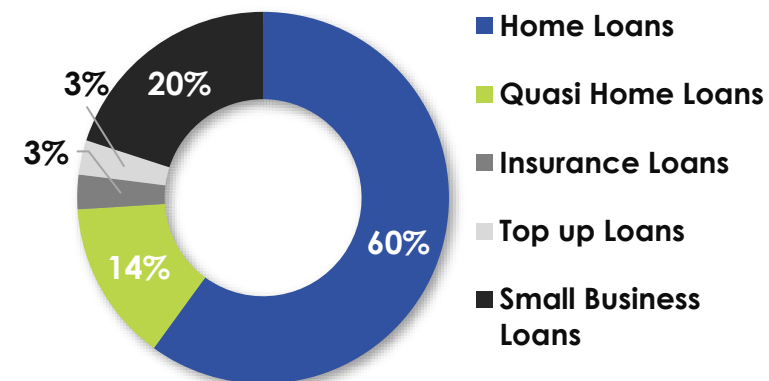
HFC

AUM – Rs 7913 Crs



NBFC

AUM – Rs 2952 Crs

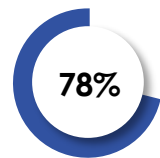


Consolidated *

AUM – Rs 10,865 Crs



LIG Customers








Largely Self Employed Customers



Semi urban Focus





* Based on end use of Loans disbursed

Granular Book With Niche Customer Focus

	Home loan	Quasi Home Loan	Business Loans
 Target Segment	<ul style="list-style-type: none"> Self-employed Low/Middle Income Families Tier-2/3/4 cities 	<ul style="list-style-type: none"> Self-occupied residential property Home construction/purchase Tier-2/3/4 cities 	<ul style="list-style-type: none"> Self-employed Proceeds primarily used for business purpose Tier-2/3/4 cities
 Average Ticket Size (INR lakhs)	9.23 lacs	9.2 lacs	8.32 lacs
 Average Tenure (years)	11.6	10.8	9.2
 Average Yield / LTV (%)	15.56% / 37.42 %	17.50% / 41.79 %	20.1% / 41.98 %
 Key customer trait	First time home buyers in peripheries of Tier 2 /3/4 cities	Proceeds primarily used for home construction/purchase	Loans for New business/Business expansion

100% In-House Operations

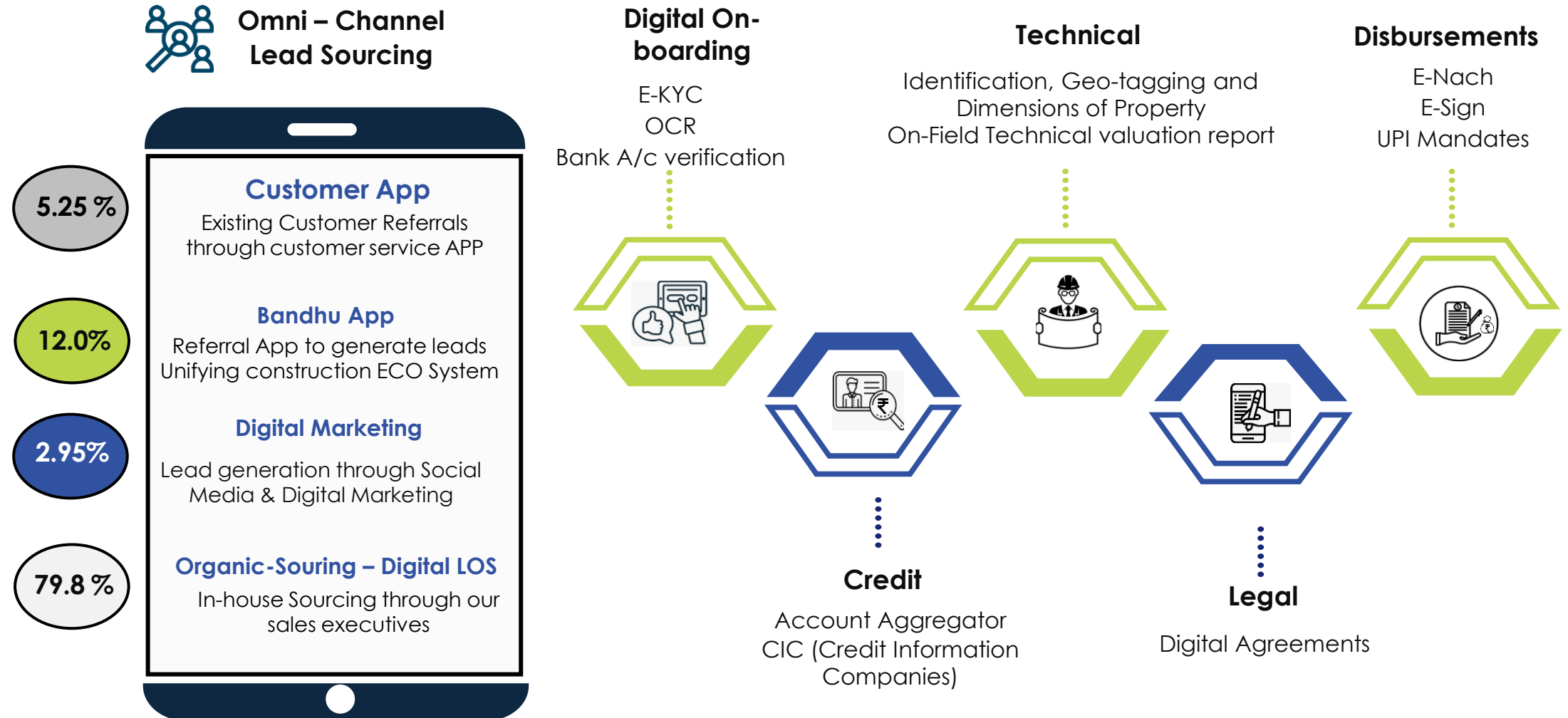
Fully In-House Team..

	1,919	Business Origination
	307	Credit
	295	Legal & technical
	611	Collection
	219	HO / Operations

...Leading to Desired Business Outcomes



A Mobile-First Fully Digital LOS



Distribution; Growth Potential; Scalability

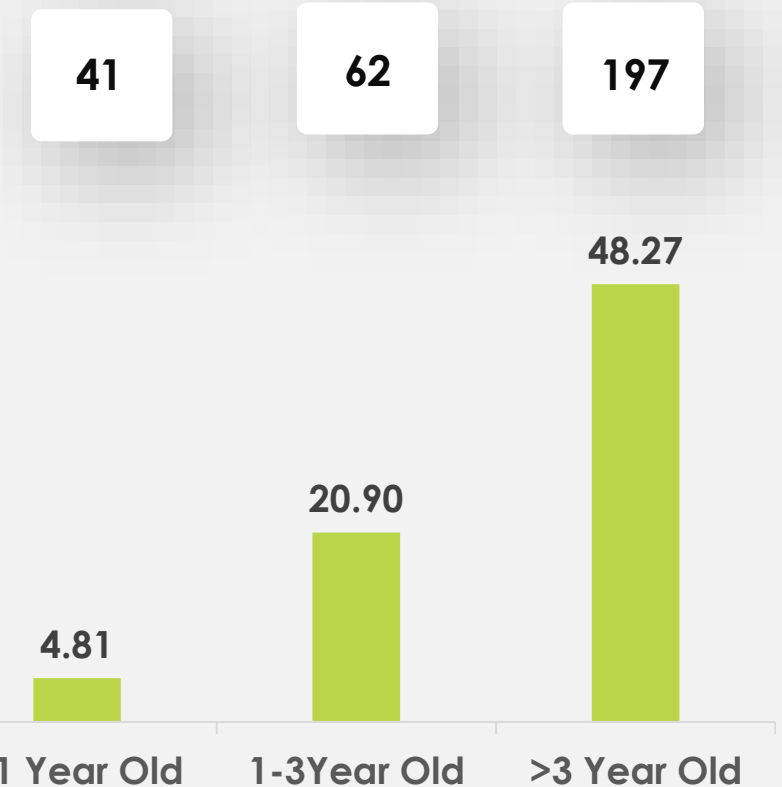
AUM Growth (Rs in Crs)						
State	FY 21	FY 22	FY 23	FY 24	FY 25	Growth % (YoY)
Andhra Pradesh	1112	1588	2364	3509	4597	31%
Tamil Nadu	2125	2486	2903	3189	3623	14%
Telangana	426	642	930	1337	1749	31%
Karnataka	404	464	535	671	842	26%
Orissa & Maharashtra	0	0	5	15	54	265%
Grand Total	4067	5180	6738	8721	10865	25%

Diversification						
State	No. of Branches	% of AUM as on				
		FY 21	FY 22	FY 23	FY 24	FY 25
Andhra Pradesh	113	28%	31%	35%	41%	42%
Tamil Nadu	90	52%	48%	43%	35%	33%
Telangana	53	10%	12%	14%	16%	16%
Karnataka	34	10%	9%	8%	8%	8%
Orissa & Maharashtra	10	-	0%	0%	0%	0.5%
Grand Total	300	100%	100%	100%	100%	100%

- (1) 10 Branches added in new states Maharashtra and Odisha
- (2) Additional 28 Branches in Tamil Nadu, Telangana, Karnataka & Andhra Pradesh
- (3) 38 new branches becomes operational in FY25

AUM per Branch – March 2025 (Rs. Cr)

of Branches



Robust Underwriting, Monitoring & Collections Process

100% In-House Sourcing

Lead Generation through

- Cust app, Bandhu app
- Social media
- 300 Branches

0% - Sourcing from DSA / Builders

Leveraging Technology

Digital Onboarding and KYC

(a) A mobile-first fully integrated digital LOS for customer on-boarding.

(b) Integration of Real-time APIs, OCR, and Account aggregator enable an improved response time and efficient processing.

(c) Ensuring minimal data entry at all stages and concurrent processing of credit, technical and legal.

Stringent Credit Underwriting

Cash flow assessment

Pre & Post Disbursement

Centralized Underwriting

Robust Collection Management System

15-24 months

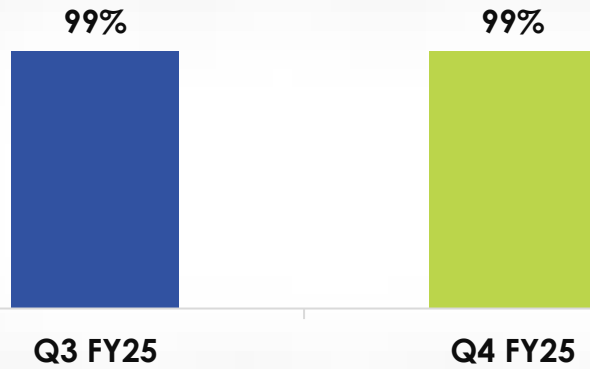
Monitoring early default signs

90 DPD

Legal action / SARFAESI

Digital Adoption

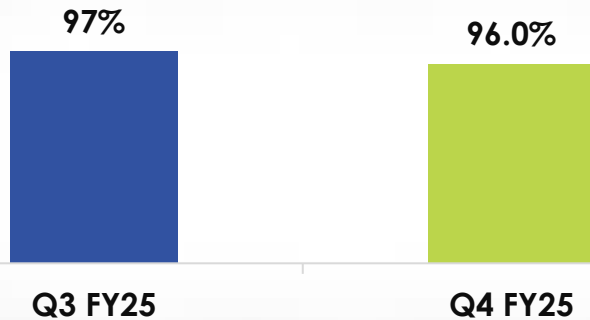
% of Customer registered on App



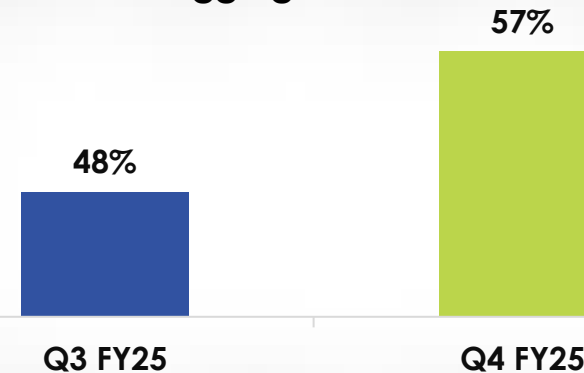
% of Digital Agreements



% of Digital Collections



% of Account Aggregator Penetration



E-Nach Mandate



Information & Technology: Key Enabler of Growth

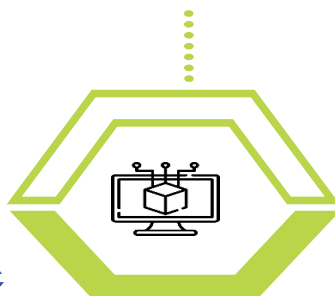
Digital Marketing

Lead generation through Campaigns.
Brand, Product and service awareness.
Lead Enrichment



Lending Software

End-to-end software solution



Customer Relationship & Service

Automated CRM and customer service requests



Human Resources

Human resources management system application - Employee travel/conveyance settlements fully automated



Customer Onboarding

A mobile-first fully integrated digital LOS for customer on-boarding.
Lead Management / Sanctions / Disbursements



Collections App

Payments Automation via Bharat Bill Pay, Google Pay, Paytm etc.



Business Intelligence & Analytics

"Power BI" Analytics Platform.
ML-based bounce prediction



Our Tech Partners

Perfios
Lead - Leap



CAMSfinserve

Leegality



Razorpay

BBPS
BHARAT BILL PAYMENT SYSTEM

Risk & Data Science Backed Centralized Underwriting



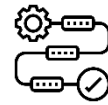
Risk Management

- 50 + key data points are collected for Customer Profile Analysis
- Stage-wise disbursement through technical visits
- Multiple touch points to ensure thorough verification in underwriting process



Tech - Intervention

- Tech enabled evaluation of customers with 100+ data points
- Integration of credit score card with lending application for easier credit evaluation
- Analyzing profiles behavior for continuous improvement of parameters through machine learning for Better & Faster credit decisioning



Centralized Processing

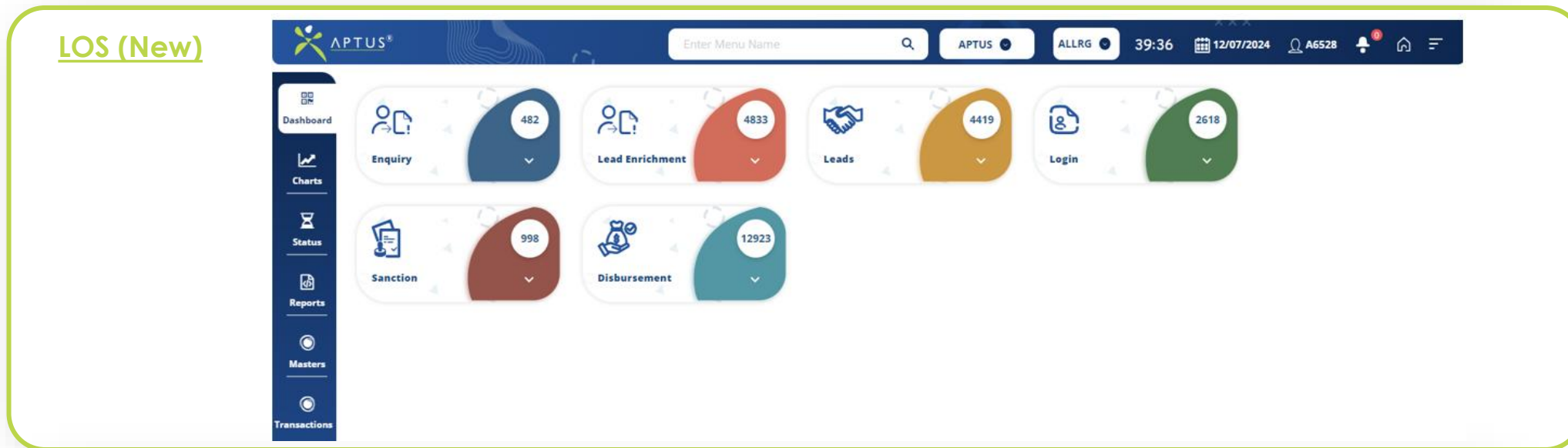
- Consistency in underwriting with expertise in state- wise analysis along with linguistic skills
- Effective training, knowledge sharing and monitoring process
- Quick adoption to process change

Loans approved within 72 hrs

> 90 %



New Technology Upgrade



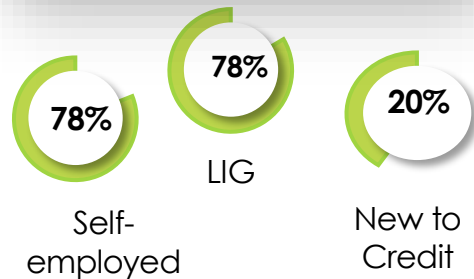
Key Features

- A Fully Digital LOS launched in April 2024 – A Mobile First System
- Complete visibility into the system – from Leads to Disbursements
- Complete lead life-cycle management
- Auto allocation of leads to appropriate Sales executive
- Digital Loan application form
- Integrated API's for Digital KYC, Bank verification, Account aggregator, E-Nach, UPI mandate, digital agreement.
- Document upload at various stages
- Analytical dashboards
- Lower Cheque bounce
- Better collection productivity
- Better regulatory compliance (RBI)

Reduced TAT / Improved Process Discipline

Strong ESG /Governance

Focus on financial inclusion



Support
to borrowers in tier 2/3/4 locations leading to Financial Inclusion

Corporate Social Responsibility

Focusing on improving Education, Skill development, Health and Livelihood

Employment, health & Development

Employment

in Rural / Semi-Urban areas, where local talents are identified, hired and trained

Women Empowerment

Encourage Women in family to be Applicant / Co-Applicant

Gender Diversity

Significant number of Women Employees in every function

ESOP

Implemented ESOP Plan for Employee Retention

Strong Corporate Governance

Diversified, Experienced

Board Members across Technology, Financial Services and Risk Management

Dedicated CRO & CCO

Chief Risk Officer:- To identify, monitor and mitigate Risk

Chief Compliance Officer:- To track compliance periodically

Varied Expertise

Senior Leadership Team across all domains, right from Business, Finance, IT, HR, Technical, Legal, Operations, Compliance, Secretarial etc.

Clean Track Record

NO Defaults
NO Audit Qualifications
NO Restatement of Financials

Digital Processes to reduce carbon footprint

Digital Transformations

- KYC to e-KYC
- Physical Signature to e-Signature
- Stamping to e-Stamping
- NACH to e-NACH

App Connect

- Customer App & Bandhu App for Customer Connect
- HRMS for Employee Connect

Business Responsibility & Sustainability Report

published as part of Integrated Annual report for the FY24

Risk Management

Risk Assessment

Assessed all the Risks as per the regulatory framework within **ICAAP**

Risk Control

Adequate Process and controls with proper approval Matrix

Stress Test

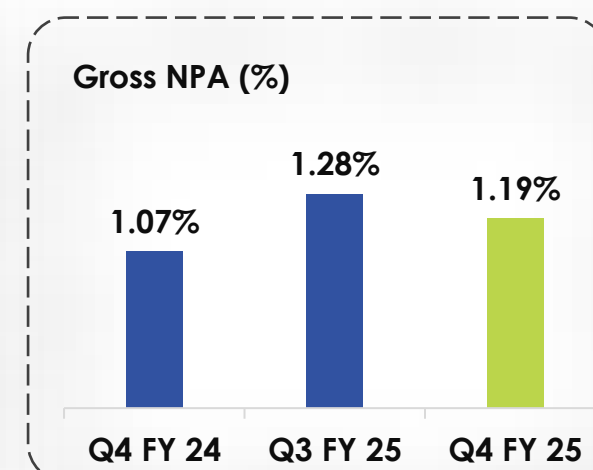
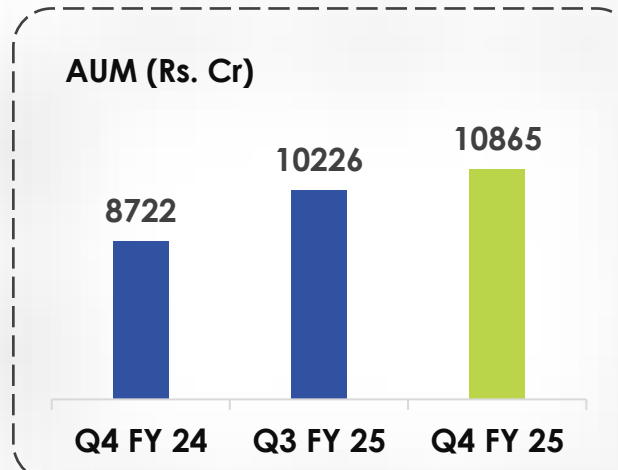
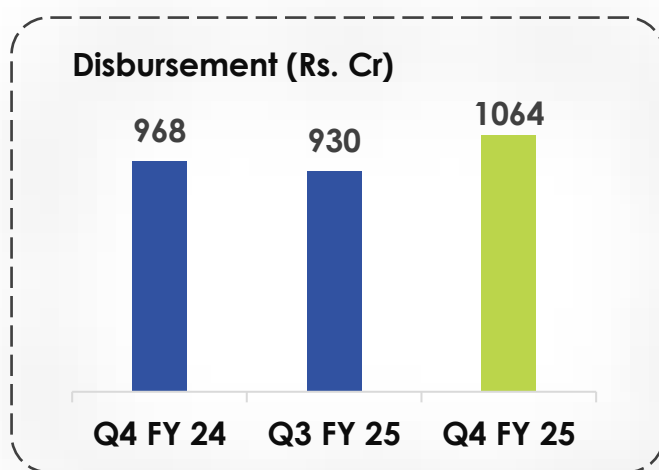
on a frequent basis for various identified Risks

Reporting

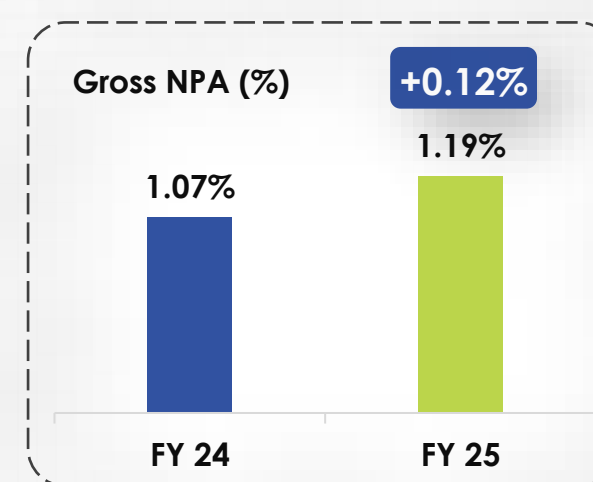
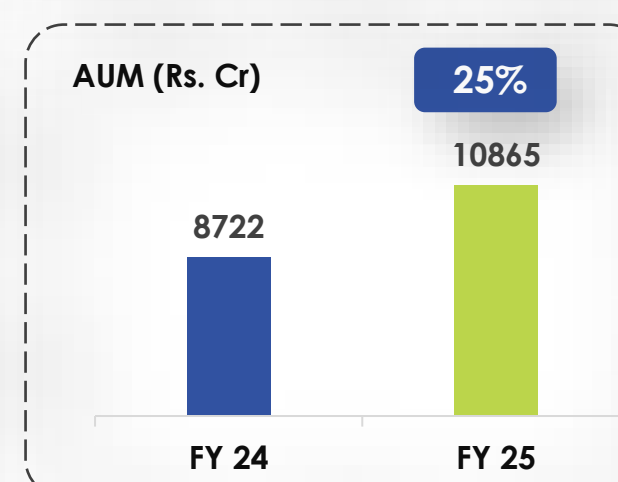
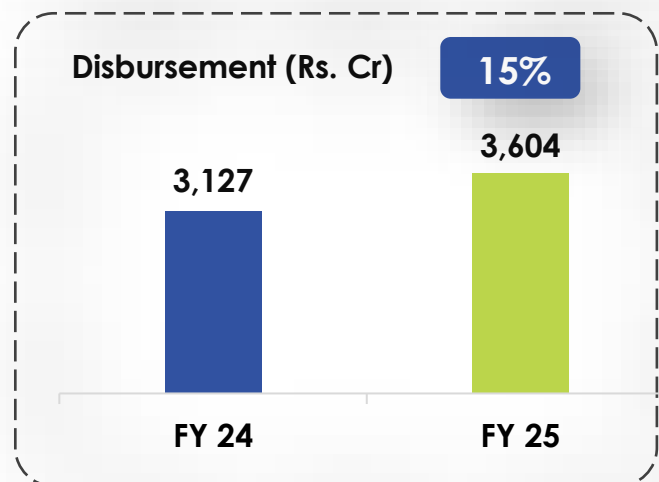
Regulatory, Internal MIS, Disclosures

Performance Highlights

Quarterly

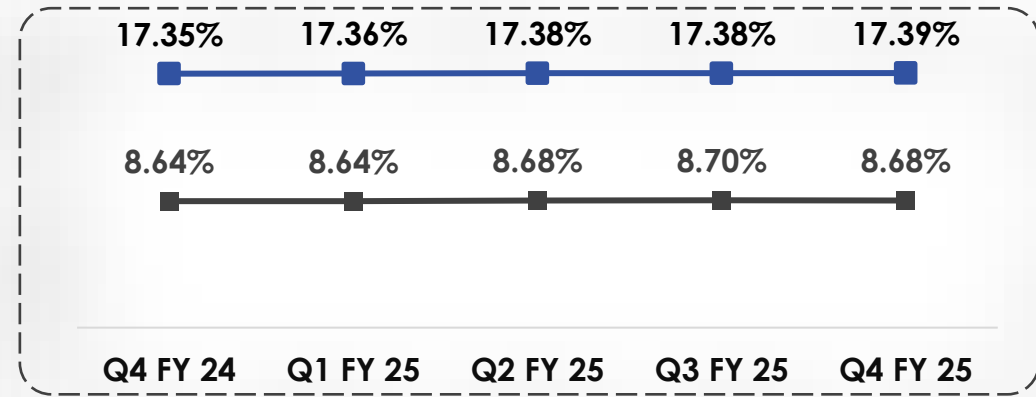
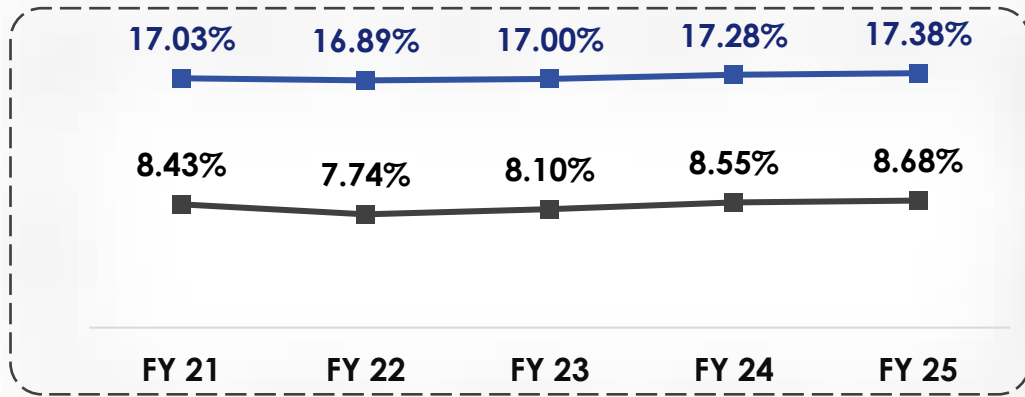


Year on Year

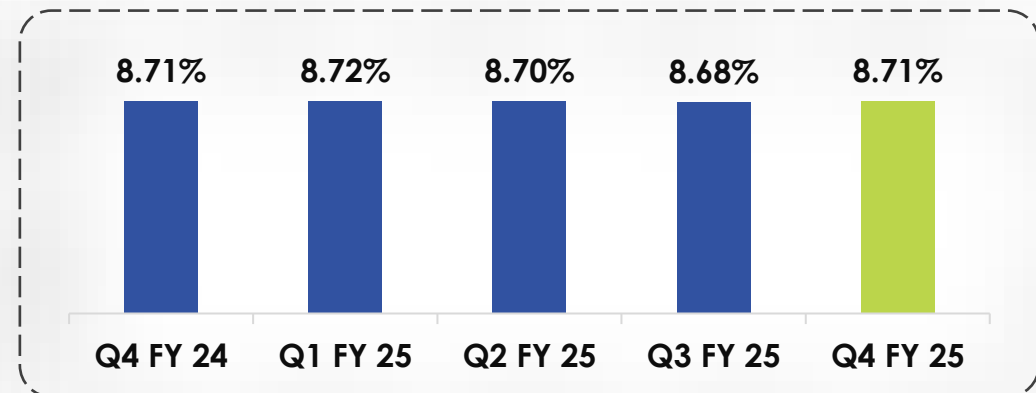
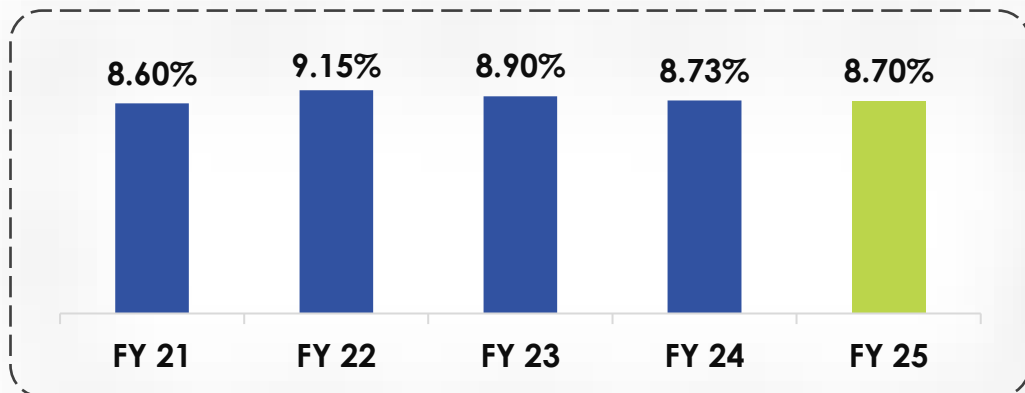


Spreads

Yields / Cost of Borrowings (%)

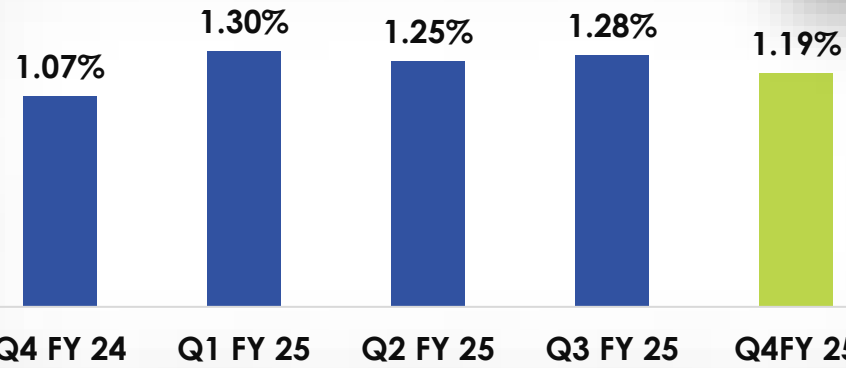


Spread (%)



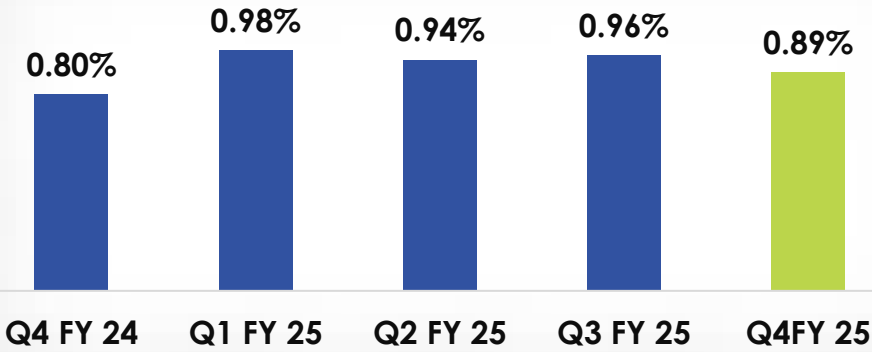
Asset Quality

Gross NPA (%)

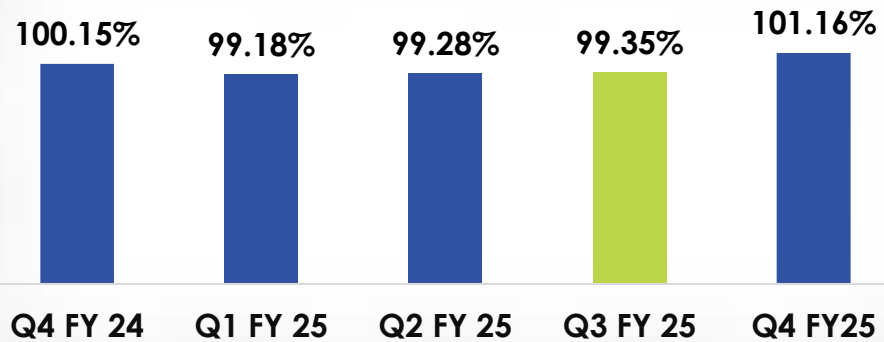


PCR **86%**

Net NPA (%)

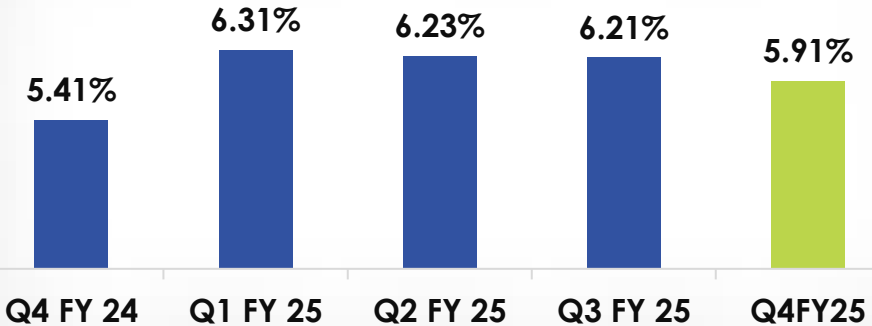


Collection efficiency (%)



>98%

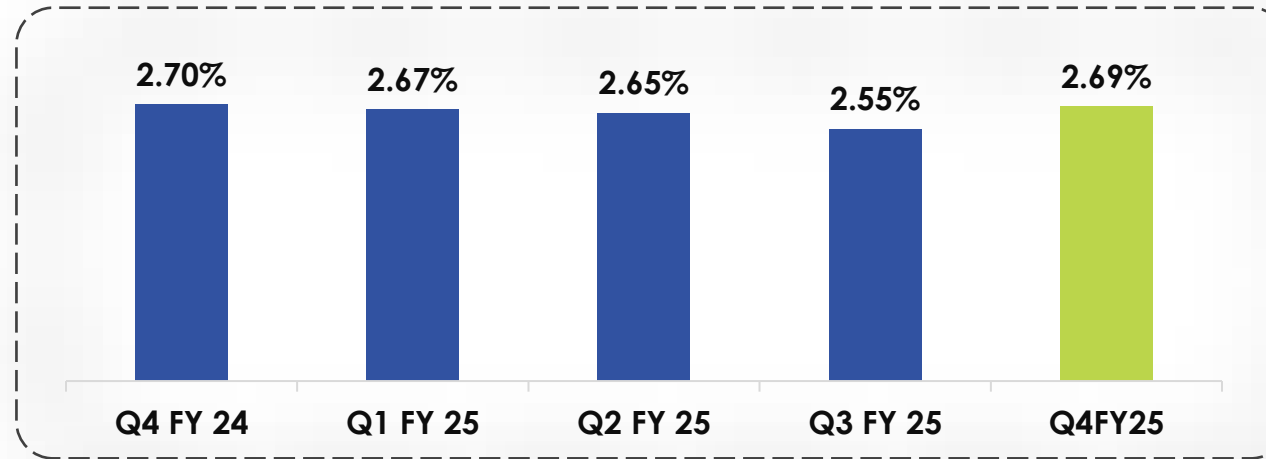
30 + DPD (%)



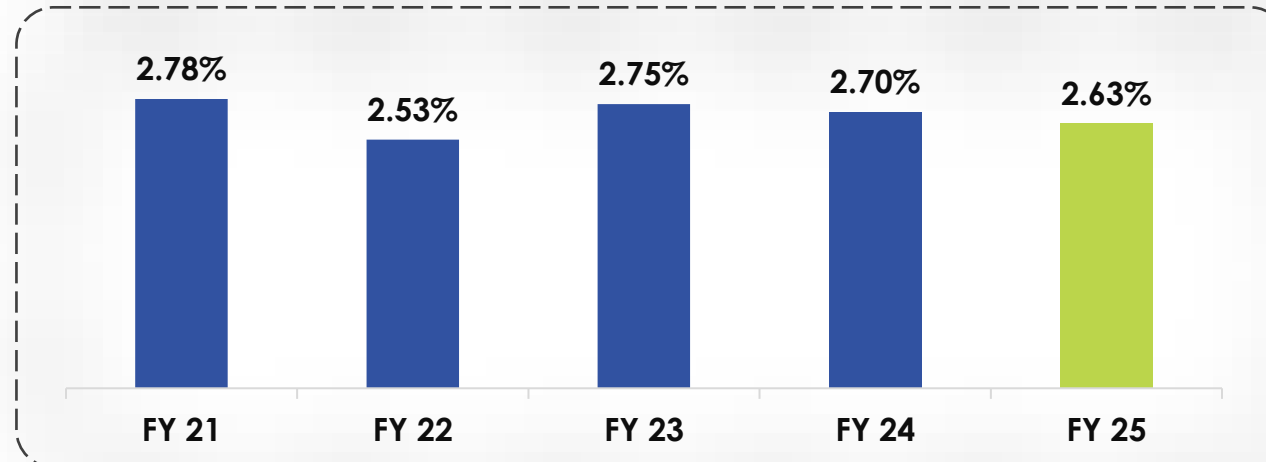
Consistently lower Opex

Quarterly

Opex (%)

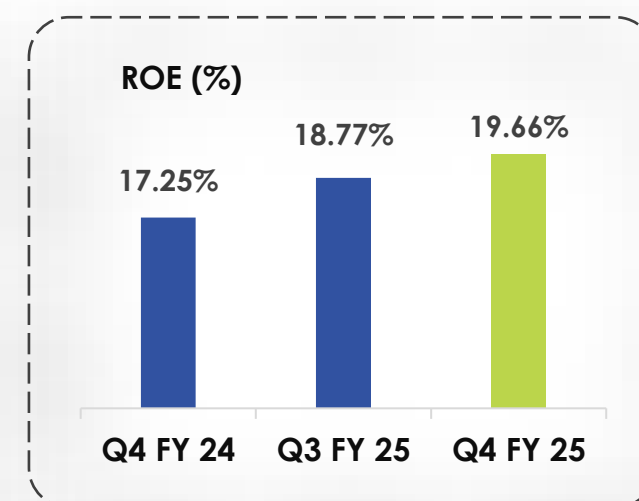
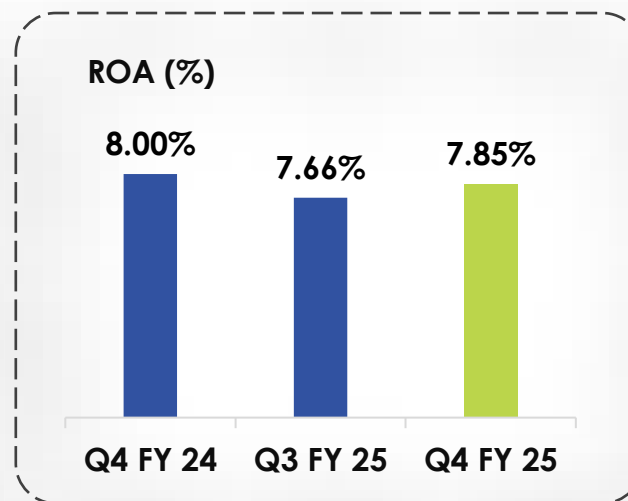
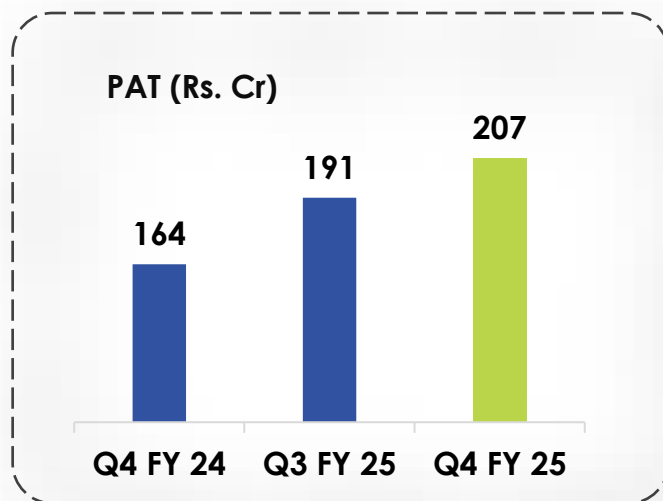


Year on Year

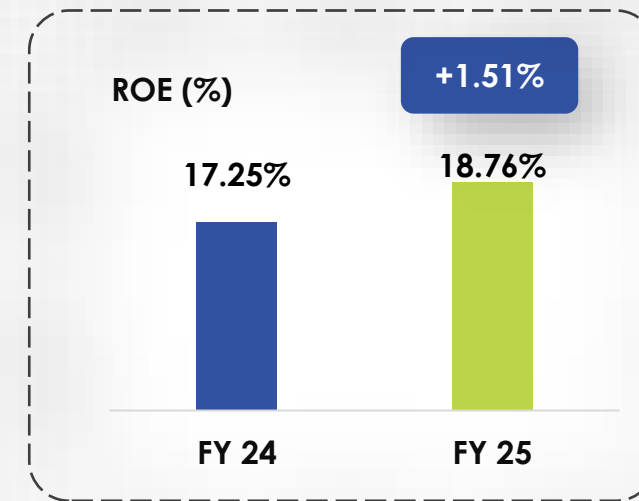
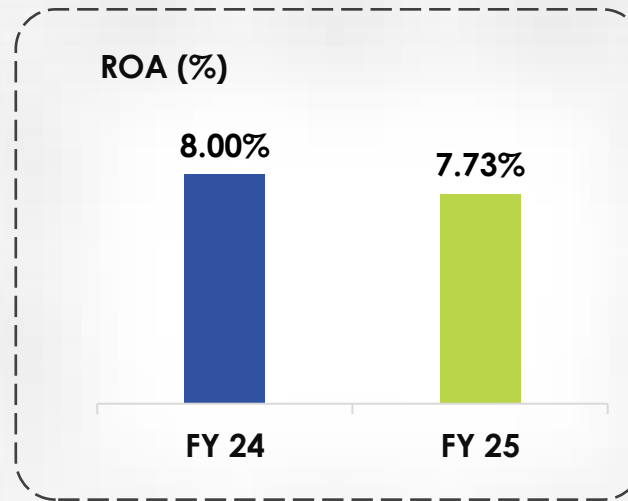
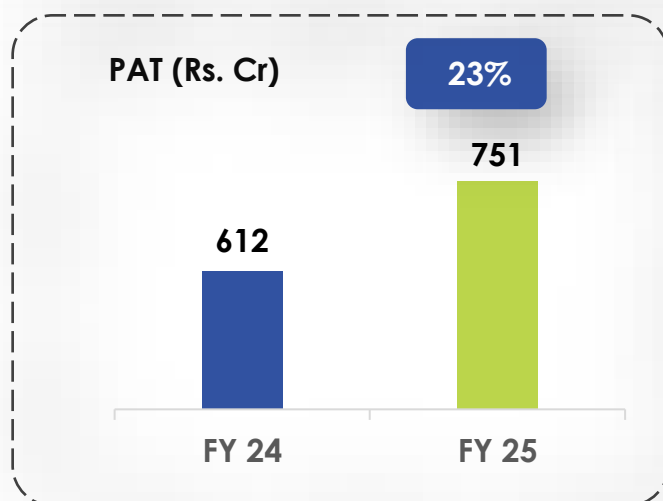


Profitability & ROE

Quarterly



Year on Year



Provision for Expected Credit Loss (ECL)

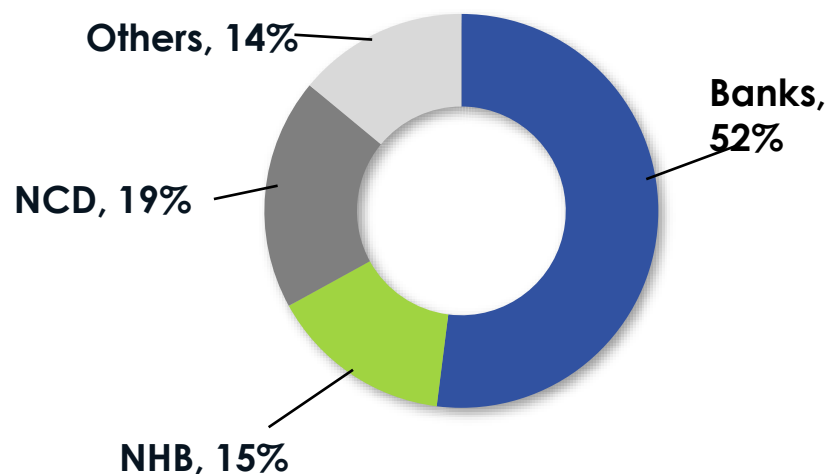
Rs in Lakhs

	Consolidated			
	31-Mar-25	31-Dec-24	31-Mar-24	31-Mar-23
Gross Stage 3	12,831	13,076	9,330	7,767
% portfolio in Stage 3	1.19%	1.28%	1.07%	1.15%
ECL Provision Stage 3	3,208	3,269	2,333	1,942
Net Stage 3	9,623	9,807	6,998	5,825
Provision coverage ratio (PCR)	25.00%	25.00%	25.00%	25.00%
Gross Stage 2	50,749	50,368	37,841	31,998
% portfolio in stage 2	4.72%	4.93%	4.34%	4.75%
ECL Provision Stage 2	4,319	3,907	3,613	2,551
Net Stage 2	46,430	46,461	34,228	29,446
Provision coverage ratio (PCR)	8.51%	7.76%	9.55%	7.97%
Gross Stage 1	10,10,544	9,59,168	8,25,015	6,34,066
% portfolio in stage 1	94.08%	93.80%	94.59%	94.10%
ECL Provision Stage 1	3,537	3,357	3,300	2,625
Net Stage 1	10,07,007	9,55,810	8,21,715	6,31,441
Provision coverage ratio (PCR)	0.35%	0.35%	0.40%	0.41%
Total Loan Book	10,74,124	10,22,612	8,72,186	6,73,831
ECL Provision	11,063	10,533	9,245	7,119
Provision coverage ratio (PCR)	1.03%	1.03%	1.06%	1.06%

Robust Funding Management and Credit Profile

Diversified and Balanced Funding Mix

Sources of funds mix(%)



Avg. Tenure of Borrowings (months)	FY 25	FY24	FY23
	80.15	80.1	86.9

- Credit Rating (ICRA) – AA (-) Stable
- Credit Rating(CARE) – AA (-) Positive

* Others represents Securitisation

25+ Lender Relationships

No Exposure to Short term loan incl CPs

Refinance



Mutual Fund



DFI



Insurance



Private Sector

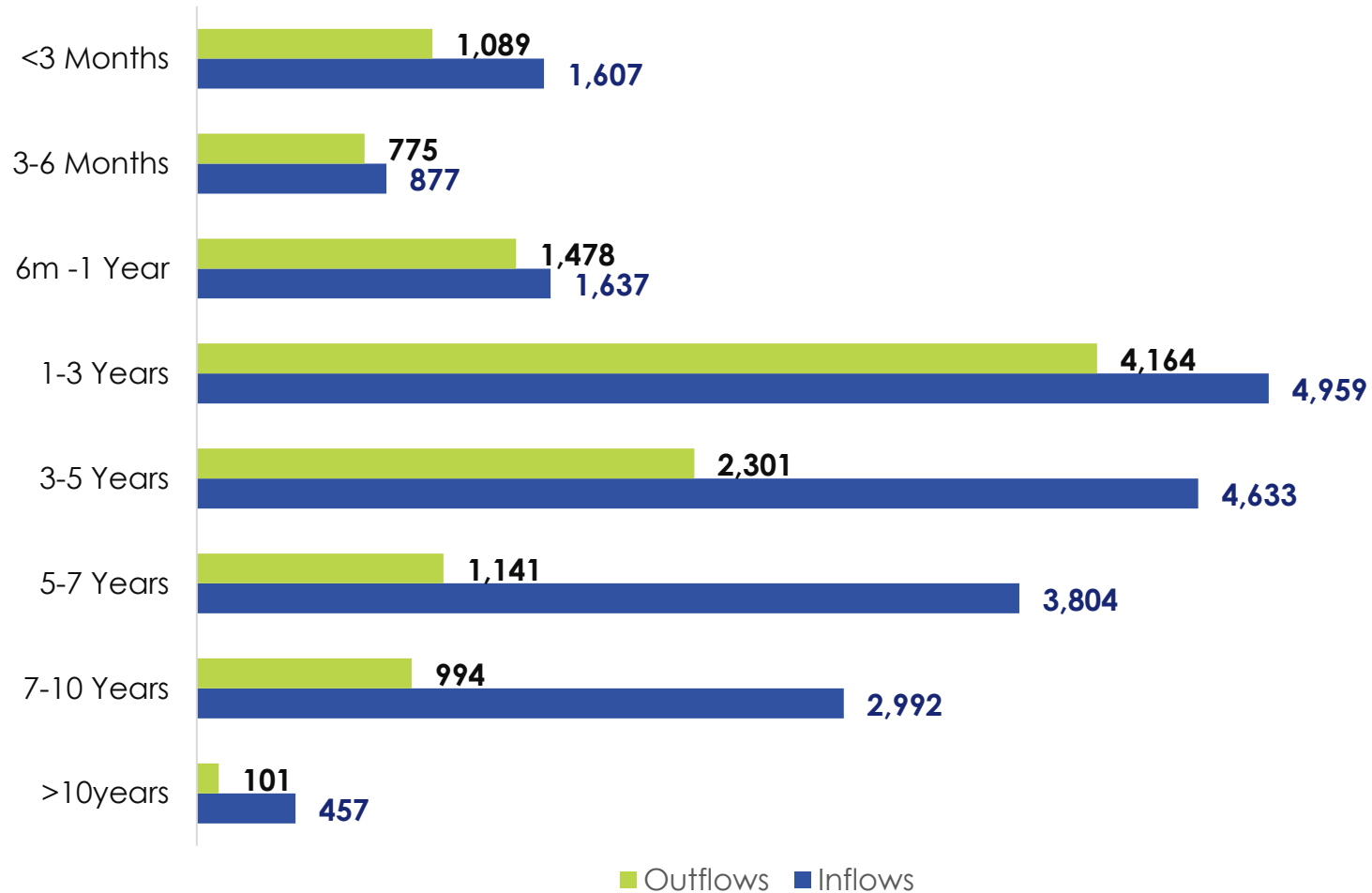


Public Sector



ALM Surplus

Position as on 31 March 2025 (Rs.Cr)



Surplus

518

101

160

794

2332

2663

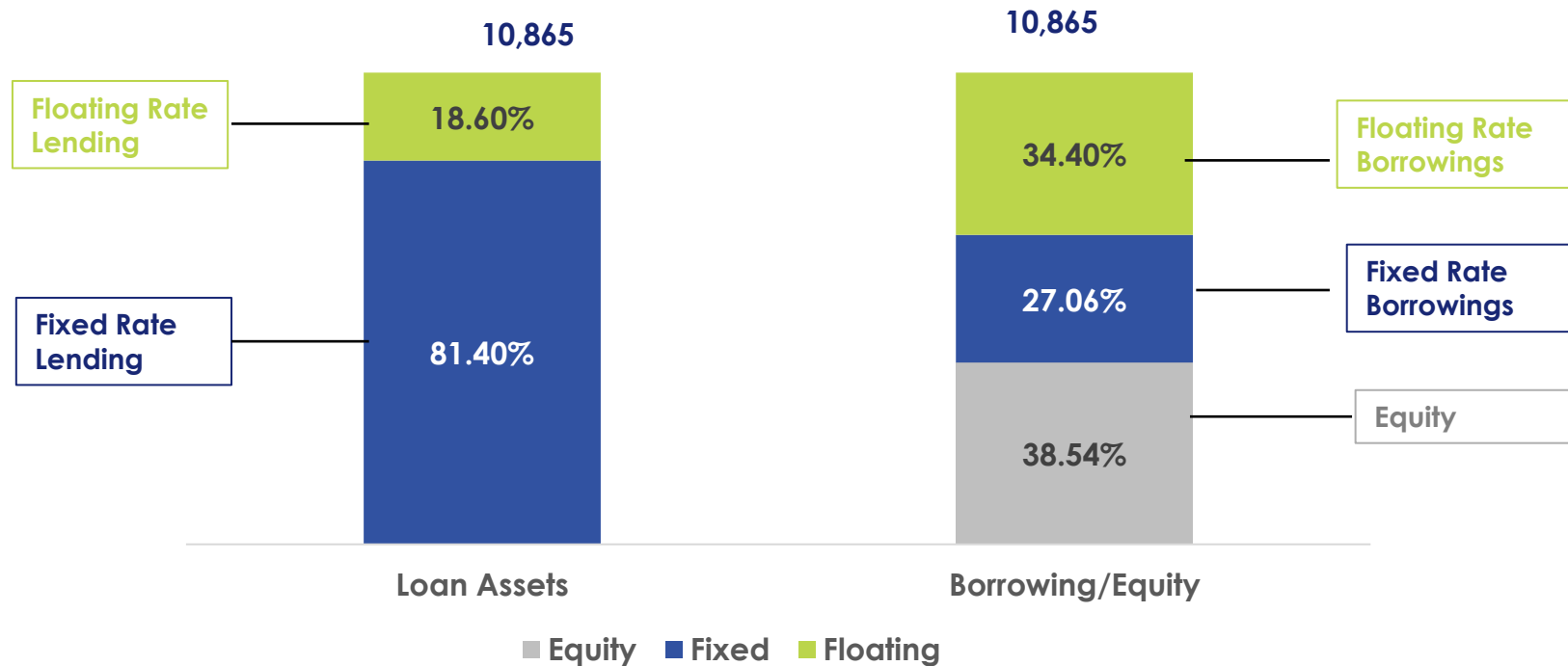
1999

356

Fixed Vs Floating (Assets Vs. Liabilities)

Loan Assets & Borrowings (₹ Cr)

As on Mar-25



Gap between Loan Assets & Borrowings filled by a portion of Equity

Comfortable Liquidity Position/ Capital Adequacy

A. Liquidity

Rs in Crores

Particulars	31-Mar-25
Cash & Cash equivalents	477
Unavailed Sanctions from Banks	678
Total	1155

Particulars	FY 26 Q1	FY 26 Q2
Opening Liquidity	1155	1,362
Add: Loan repayment & Surplus from Operations	845	904
Less: Debt repayments & Other Outflows	(638)	(737)
Closing Liquidity	1,362	1,529

Rs.1,529 Crores
Surplus available
for business up
to Sep 2025

B. Capital Adequacy

Capital Adequacy as on 31 Mar 2025 – 70%

Key Growth Strategies

01

Continued Focus on HL & Strengthen focus on SBL

- Large headroom in **retail segment**
- **Diversified product, Income Stream** from HL and SBL
- Ticket Size in **INR 0.7 – 2.0 mn** range in HL and SME
- Different templates of **customer profiles** to increase business while managing risks

02

- Pursue the **strategy of contiguous growth** and deep penetration
- **Increase Market Share** in existing markets
- Contiguous **expansion in new markets** – Maharashtra and Odisha

03

Continued focus on productivity & Credit Cost

- **Credit focused organization**
- **Focus on Productivity, Credit Cost and Opex**
- **Continue to improve Credit Ratings, Cost of funds and diversified source of funding.**

Strong Corporate Governance, Distinguished Board

Chairman



M. Anandan
Executive
Chairman

Non-Executive Nominee Directors



**Sumir
Chadha**
Nominee
Director -
WestBridge



**KP
Balaraj**
Nominee
Director -
WestBridge

Non-Executive Independent Directors



Mona Kachhwaha
Director – RMBS
Development
Company,
Growxcd Finance



VG Kannan
Former- MD,
SBI



**Anand
Raghavan**
Former partner –
Ernst & Young
Former VP –
Sundaram
Finance

Non-Executive Independent Directors



**Natarajan
Ramasubramanian**
Former GM, RBI



Subba Rao
Former CEO
Cholamandalam
MS Risk Services

Managing Director



P. Balaji
Managing Director

Experienced Professional Management



P. Balaji
Managing Director

Several years of experience
in financial Services
including HFC



C.T. Manoharan
ED & Chief Business Officer

Rich experience in housing finance industry across
sales, channel and distribution management



V. Krishnaswami
Chief Technology Officer

Experience in strategizing and implementing digital
technology solutions, IT designs and infrastructure



N. Srikanth
Sr. Vice President - HR

Seasoned Professional with experience in HR
planning, recruitment, training, induction, employee
relations and engagement



Krishna Kishore S
Associate VP - Credit

Rich experience in areas of Credit &
underwriting, Portfolio and Risk management of
Mortgage products



Naveen Kumar R
Vice President – Operations & Compliance

Experience in Housing Finance Industry specific to Operations,
Customer Service, Portfolio analytics and LOS/LMS



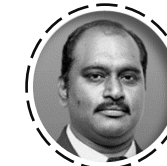
Sanjay Mittal
Chief Financial Officer

Experience in Finance, Accounts, Treasury,
Investor Relation, Corporate Strategy & Planning



John Vijayan
Chief Risk Officer

Experience in Financial Services in the areas of Risk
Management, Internal Audit, Operations & Finance



Sundara Kumar V
Sr. Vice President – Legal, Technical & Receivables

Legal experience in Mortgage finance,
SARFAESI and arbitration procedures in management of
collections



Srinivasan K
Associate VP- Credit

Rich experience in areas of Credit & Risk Management,
Fraud Control and operations in retail finance

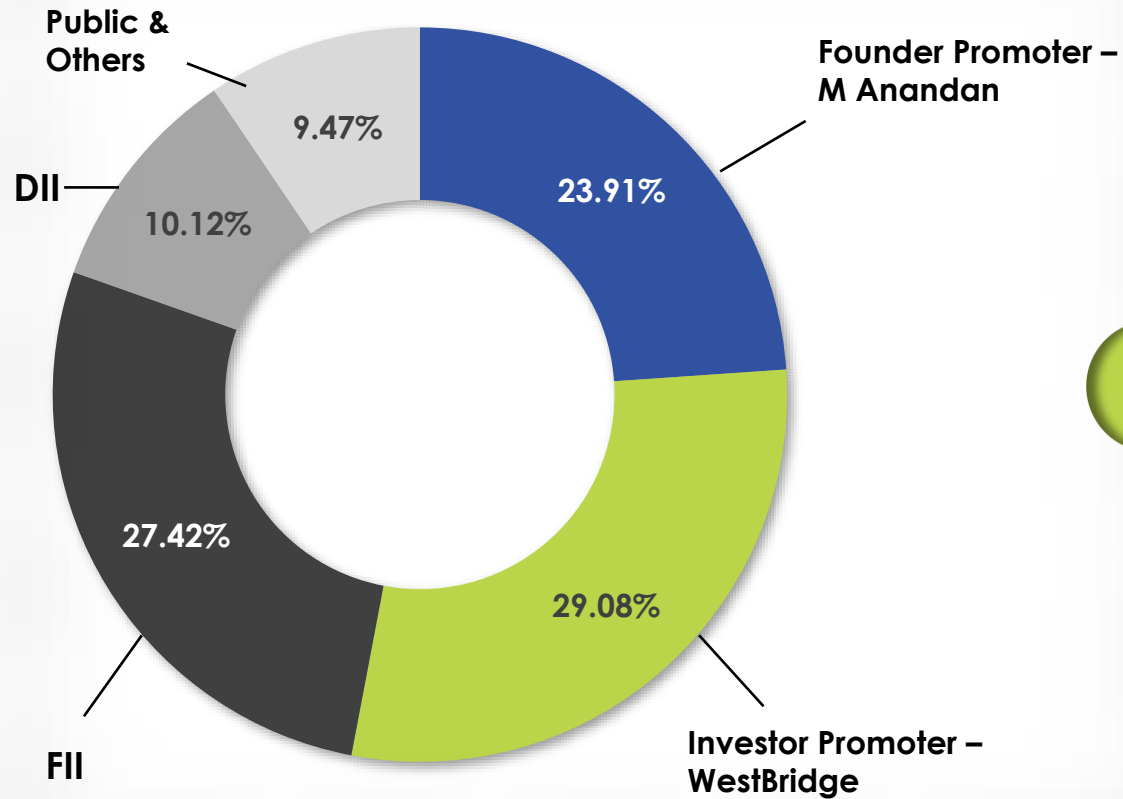


Vijayaraghavan Kannan
Head Internal Audit

Experience in Audit & Assurance, Tax,
Regulatory compliances and Risk management

Shareholding

Shareholding Pattern



Top Institutional Shareholders - Key Investors

Investor Details	% of holding
SBI MF	8.72
Malabar	6.24
Capital Research	5.49
Ward Ferry	4.06
Aberdeen	2.98
Vanguard	1.50
Axis MF	0.62
Tata MF	0.59
HDFC MF	0.33

Annexures



Consolidated Statement of Profit and Loss(*)

Rs in Crores

Particulars	FY 25 Q4	FY 25 Q3	FY 25 12M	FY 24 12M	FY 25 Over FY 24
Interest Income	450	433	1,670	1,320	27%
Gain on derecognition of financial instruments	16	-	16	-	
Fee and Other Income	33	26	113	89	
Interest Expenses	(150)	(143)	(541)	(388)	
NIM	350	316	1,258	1,021	23%
Operating Expenses	(71)	(63)	(255)	(207)	23%
Credit Cost	(8)	(7)	(28)	(22)	
Profit Before Tax	271	246	975	793	23%
Prov. For Tax	(64)	(55)	(224)	(181)	
Profit After Tax	207	191	751	612	23%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs in Crores

Particulars	Mar-25	Mar-24
Source of Funds		
Share capital	100	100
Reserves & surplus	4217	3668
Net worth	4317	3768
Borrowings	6873	5200
Other Liabilities & Provisions	54	37
Total Source of Funds	11244	9005
Application of Funds		
Loan Assets	10630	8528
Fixed Assets	9	6
Liquid Assets -Bank FD's /MF's etc	477	402
Financial Assets	38	16
Non Financial Assets	90	52
Total Application of Funds	11244	9005

(*) – Based on Ind AS

RoA Tree (based on Avg AUM)

Particulars	FY 25 12M	FY 24 12M
Revenue from Operations	17.78%	17.79%
Other Income	0.74%	0.63%
Total Revenue	18.52%	18.42%
Interest Expenses	(5.57%)	(5.07%)
NIM	12.96%	13.35%
Credit Cost	(0.29%)	(0.28%)
Operating Expenses	(2.63%)	(2.70%)
Profit Before Tax - RoA	10.04%	10.37%
Profit After Tax - RoA *	7.73%	8.00%
Profit After Tax – RoE #	18.76%	17.25%

(*) – Ratio on Avg. AUM
Ratio on Avg. Network



THANK YOU



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