S.E. Investments Limited

Investor Presentation
Q2 FY'12

Business Update

Year-on-Year (Y-o-Y) Comparison

Q2 FY 11-12 Key Financial Highlights (Half Year 11-12 v/s Half Year 10-11)

(Amt in Millions)

	Half Year Ended 11-12	Half Year Ended 10-11	Growth (%)
Net Revenue	1003.59	855.36	17.33
PBT	483.96	400.42	20.86
PAT	350.51	348.95	0.45

Quarter-on-Quarter (Q-o-Q) Comparison

Q4 FY 11-12 Key Financial Highlights (Q2FY 11-12 v/s Q2FY 10-11)

(Amt in Millions)

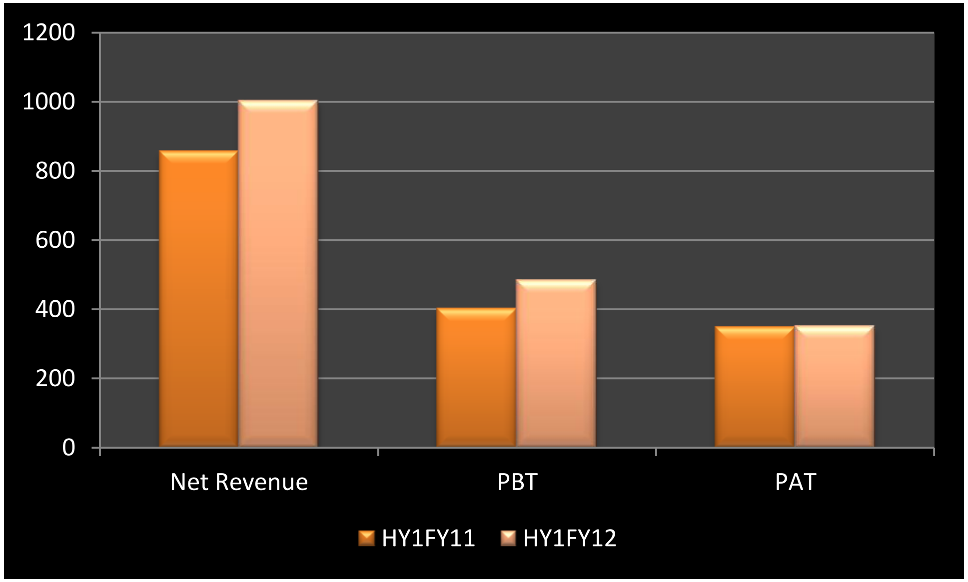
	Q2FY11-12	Q2FY10-11	Growth (%)
Net Revenue	532.11	449.77	18.31
PBT	281.76	206.34	36.55
PAT	179.45	178.39	0.59

Financial Highlights

- As compared to last half year Income from Operations is increased by 17% at Rs. 1003.59 millions.
- As compared to last half year Profit Before Tax (PBT) is increased by 21% at Rs. 483.96 millions

- As compared to last half year Profit After Tax (PAT) is increased by 0.45% at Rs. 350.51millions

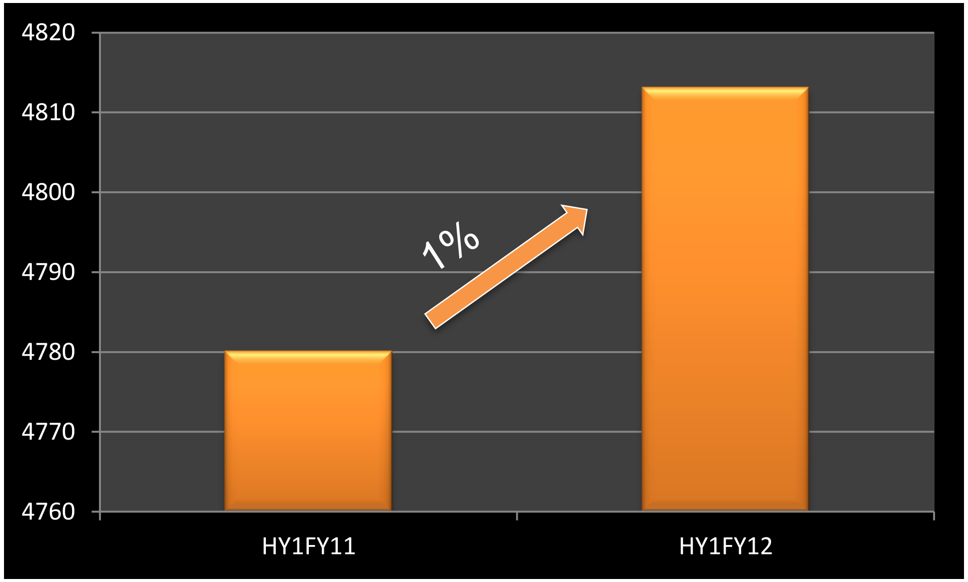
Amount in millions



Operational Highlights

- Total Disbursement is at Rs. 4813* millions increased by 0.69%
- Total Customer Outreach at 437615*

(in million)

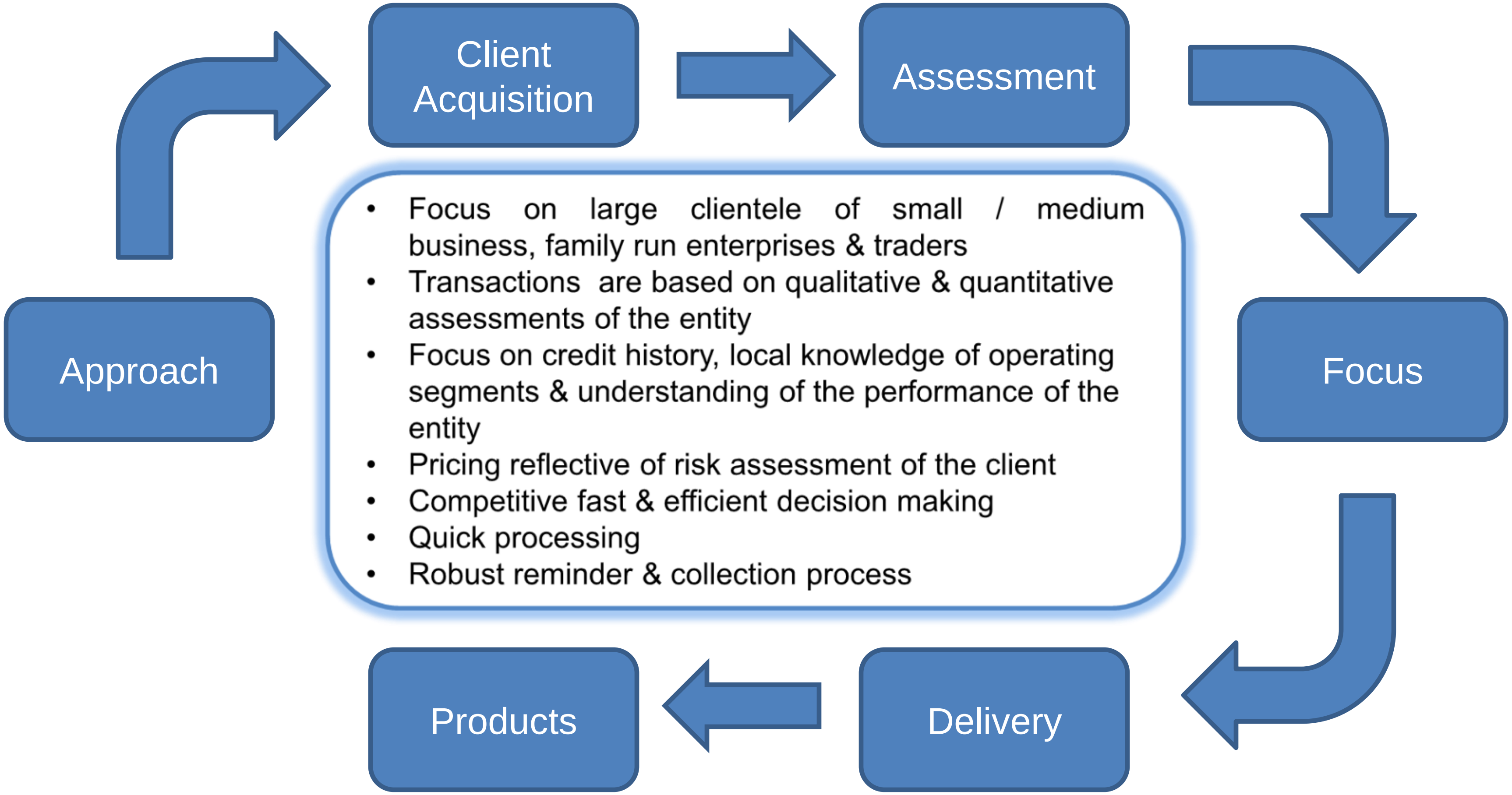


*** Including Nupur Finvest Pvt. Ltd. Figures.**

Highlights – Q2 FY12

- Increased total member base to 2.82 lacs
- Revenue of Rs. 100 crores for H1FY12(up 17% YoY)
- Revenue of Rs. 53 crores for Q2FY12 (up 18% QoQ)
- PBT of Rs. 48 crores for H1FY12 (up 21% YoY)
- PBT of Rs. 28 crores for Q2FY12 (up 37% QoQ)
- PAT of Rs. 35 crores for H1FY12 (up 0.45% YoY)
- PAT of Rs. 18 croes for Q2FY12 (up 0.59% QoQ)
- Networth of Rs. 385 crores as at September 30, 2011

SEIL methodology and process…



- Focus on large clientele of small / medium business, family run enterprises & traders
- Transactions are based on qualitative & quantitative assessments of the entity
- Focus on credit history, local knowledge of operating segments & understanding of the performance of the entity
- Pricing reflective of risk assessment of the client
- Competitive fast & efficient decision making
- Quick processing
- Robust reminder & collection process

Consolidated Income Statement

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER/HALF YEAR ENDED 30TH SEPTEMBER 2011

(₹ in lacs)

Sr. No.	PARTICULARS	STANDALONE RESULTS					CONSOLIDATED RESULTS	
		Quarter Ended 30.09.2011 (Unaudited)	Quarter Ended 30.09.2010 (Unaudited)	Half Year Ended 30.09.2011 (Unaudited)	Half Year Ended 30.09.2010 (Unaudited)	Year Ended 31.03.2011 (Audited)	Quarter Ended 30.09.2011 (Unaudited)	Half Year Ended 30.09.2011 (Unaudited)
1	Income from operations	5321.13	4497.75	10035.89	8553.62	18143.66	5514.29	10419.86
2	Expenditure							
	a. Employee Cost	200.03	126.12	307.89	213.65	457.57	245.37	384.35
	b. Depreciation	86.82	107.68	172.84	215.24	427.68	84.76	171.03
	c. Other Expenditure	607.43	741.92	1278.25	1227.98	2448.02	756.52	1510.29
	d. Total	894.28	975.72	1758.98	1656.87	3333.27	1086.65	2065.67
3	Profit from Operations before other income and interest (1-2)	4426.85	3522.03	8276.91	6896.75	14810.39	4427.64	8354.19
4	Other Income							
5	Profit before Interest (3+4)	4426.85	3522.03	8276.91	6896.75	14810.39	4427.64	8354.19
6	Interest/Hire Charges	1609.27	1458.66	3437.31	2892.59	6201.76	1564.27	3397.26
7	Profit after Interest & before Tax (5-6)	2817.58	2063.37	4839.60	4004.16	8608.63	2863.37	4956.93
8	Tax Expenses	1023.12	279.46	1334.54	514.64	2527.04	1049.19	1400.29
9	Net Profit after Tax (7-8)	1794.46	1783.91	3505.06	3489.52	6081.59	1814.18	3556.64
10	Paid-up Equity Share Capital	4056.00	4056.00	4056.00	4056.00	4056.00	4056.00	4056.00
	Face Value of one Equity Share	Re. 1/-	Rs. 2/-	Re. 1/-	Rs. 2/-	Re. 1/-	Re. 1/-	Re. 1/-
11	Reserves excluding revaluation reserves							
12	Basic and Diluted EPS (on Re. 1/- per share) (After consideration of Bonus and Split)	0.44	1.04	0.86	2.04	1.49	0.45	0.88
13	Public Shareholding							
	— Number of shares	303204781	154435620	303204781	154435620	304097240	303204781	303204781
	- % of shareholding	74.75%	76.15%	74.75%	76.15%	74.97%	74.75%	74.75%
14	Promoters & Promoter Group Shareholding							
	a) Pledged/Encumbered							
	Number of shares	NIL	NIL	NIL	NIL	NIL	NIL	NIL
	-% of shares (as a % of total shareholding of promoter & promoter group)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	-% of shares (as a % of total share capital of the company)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	b) Non-encumbered							
	—Number of shares	102395219	48364380	102395219	48364380	101502760	102395219	102395219
	-% of shares (as a % of total shareholding of promoter & promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	-% of shares (as a % of total share capital of the company)	25.25%	23.85%	25.25%	23.85%	25.03%	25.25%	25.25%
SEGMENT-WISE, REVENUE, RESULTS AND CAPITAL EMPLOYED								
1	Segment Revenue							
	a) Financing	5080.24	4362.47	9590.35	8241.90	17268.22	5273.40	9974.32
	b) Non Conventional Energy	240.89	135.28	445.54	311.72	875.44	240.89	445.54
	Sub Total	5321.13	4497.75	10035.89	8553.62	18143.66	5514.29	10419.86
	Less : Inter Segment Revenue	0	0	0	0	0	0	0
	Income from Operations	5321.13	4497.75	10035.89	8553.62	18143.66	5514.29	10419.86
2	Segment Results (Profit (+)/ Loss (–) before Tax and Interest from each segment							
	a) Financing	4266.85	3453.78	7986.06	6719.26	14203.22	4267.64	8063.34
	b) Non Conventional Energy	160.00	68.25	290.85	177.49	607.17	160.00	290.85
	Sub Total	4426.85	3522.03	8276.91	6896.75	14810.39	4427.64	8354.19
	Less Interest	1609.27	1458.66	3437.31	2892.59	6201.76	1564.27	3397.26
	Total Profit before Tax	2817.58	2063.37	4839.60	4004.16	8608.63	2863.37	4956.93
3	Capital employed							
	a) Financing	34712.74	28767.11	34712.74	28767.11	31187.17	35632.48	35632.48
	b) Non Conventional Energy	4288.81	4431.06	4288.81	4431.06	4320.81	4288.81	4288.81
	Total Segment Capital employed	39001.55	33198.17	39001.55	33198.17	35507.98	39921.29	39921.29

STATEMENT OF ASSETS AND LIABILITIES AS ON 30TH SEPTEMBER, 2011

Sr. No.	PARTICULARS	STANDALONE		CONSOLIDATED
		Half Year Ended 30.09.2011 (Unaudited)	Half Year Ended 30.09.2010 (Unaudited)	Half Year Ended 30.09.2011 (Unaudited)
1	Shareholders' Funds:			
	(a) Capital	4306.63	4306.63	4306.63
	(b) Reserves and Surplus	34645.64	28811.43	35564.53
2	Loan Funds	57723.76	36212.99	58351.43
3	Deferred Tax Livability	49.28	80.12	50.13
	Total	**96725.31**	**69411.17**	98272.72
4	Fixed Assets	4870.80	5229.20	4887.70
5	Investments	12543.82	7243.90	8374.91
6	Current Assets, Loans and Advances			
	a) Inventories	83542.62	60573.42	88337.60
	b) Cash and Bank Balances	5539.53	4979.09	6440.52
	c) Loan and Advances	5537.79	4526.20	5672.83
	Less: Current Liabilities and Provisions			
	a) Liabilities	10782.34	12017.56	10790.78
	b) Provisions	4931.42	1678.67	5055.86
7	Misc. expenditure (to the extent not written off or adjusted in Profit & Loss Account)	404.51	555.59	405.80
	Total	**96725.31**	**69411.17**	98272.72

Note :

(1) The above financial results for the quarter & half year ended 30th September 2011 were reviewed by the Audit Committee of the Board of Directors and approved by the Board of Directors at its meeting held on 18th October 2011.

(2) The Company has acquired equity shares of M/s Nupur Finvest Pvt. Ltd. (100% Subsidiary) on 23rd March, 2011. Hence previous year consolidated figures are not practicable.

(3) Figures for the prior periods have been regrouped/reclassified wherever considered necessary.

(4) Information on investor complaints : No Complaint was pending at the beginning of the quarter. No Complaint was received during the quarter by the company. Therefore the pending complaint as on 30th September 2011 is Nil.

For and on behalf of the Board of Directors
sd/-
SUNIL AGARWAL
MANAGING DIRECTOR

DATE : 18.10.2011

PLACE : NEW DELHI

Nupur Finvest Pvt. Ltd. (NFPL)

- **100% owned by SEIL.**
- **RBI registered NBFC.**
- **Credit Rating of `CARE A— (FD) [Single A Minus (Structured Obligation) assigned by CARE Ltd. On 06.09.11 to the Bank loan facility**
- **Total Disbursement for H1FY12 Rs. 667 millions.**
- **Total Customer outreach at 74463.**
- **Total Revenue for H1FY12 Rs. 55 millions**
- **Total PBT for H1FY12 Rs. 12 millions**
- **Total PAT for H1FY12 Rs. 5 million.**
- **Net worth for H1FY12 Rs. 514 millions**

At a Glance—Position of Nupur Finvest Pvt. Ltd. pursuant to main recommendations of Malegam Committee on Microfinance

S.No.	Particulars	As per Sub-Committee Report	As per NUPUR FINVEST after changes made as per Malegam Report	Remarks
1.	Criteria for NBFC-MFI	Holds not less than 90% of its total assets (other than cash, bank and money market instruments) in the form of Qualifying Assets.	Nupur Finvest Pvt. Ltd. will be considered as NBFC-MFI. Having more than 90% qualifying assets.	Ok
2.	Minimum Net Worth	Rs. 15 cr.	Now the Net Worth has been raised to Rs. 52 cr. (as on date).	Ok
3.	Interest Cap	Max. 26%	Existing is below 26%	Ok
4.	Loan Size	Individual Loan – not to exceed Rs. 35,000 in first cycle and ` 50,000 in subsequent cycle. Aggregate of all outstanding loan – Rs. 50,000	Scheme modified, now the maximum amount of loan restricted to Rs. 50,000.	Ok
5.	Purpose of Loan	Loans for income generation purpose is not less than 75% of total loans given by MFIs	For income generation purpose only.	Ok
6.	Repayment Schedule	Weekly, Fortnightly, Monthly – choice is on the borrower.	Monthly	Ok

Significant Highlights in Q2FY12

Rating Update [Reaffirms the rating on 05.09.2011]

- CARE Rating : Rated adequate safe 'CARE A' for SEIL Fixed Deposit Programme

  : Rated adequate safe 'CARE A-' for Bank Loan facilities

- SEIL is registered with RBI, New Delhi as a deposit accepting NBFC

Expansion Policy

SEIL is expanding its domestic footprint in state like Gujrat and Andhra Pradesh.

Thank You

Sunil Agrawal
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sunil@seil.in

Investor Relation Desk
ir@seil.in