

SCRIP NAME: SRGHFL; SCRIP CODE: 534680; ISIN NO: INE559N01010

Date: 01.07.2020

To,
The GM (Listing)
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

Respected Sir/Madam,

Subject: Investor Presentation- March, 2020

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby provide the Investor Presentation (Performance Highlights) for the quarter and year ended March 31, 2020.

The investor presentation is also made available on Company's website www.srghousing.com.

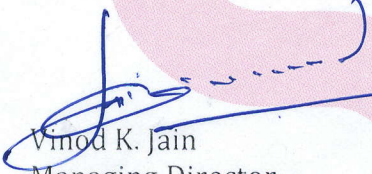
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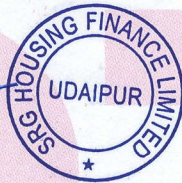
Thanking You,

With Regards,

Yours faithfully,

For SRG Housing Finance Limited


Vinod K. Jain
Managing Director
DIN: 00248843



Encl:- As above.

SRG HOUSING FINANCE LTD
Always with you

SRG HOUSING FINANCE LIMITED

Q4 FY20 PERFORMANCE HIGHLIGHTS

For Quarter and
year ended March 2020

अपने घर में,
अपनों के साथ ।



Disclaimer



The information contained in this presentation is only current as of its date. Please note that the past performance of the company is not and should not be considered as, indicative of future results.

This presentation may contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects and future developments in our sector and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' or 'continue' and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, amongst others, future changes or developments in (i) the Company's business, (ii) the Company's competitive environment, and (iii) political, economic, legal and social conditions in India.

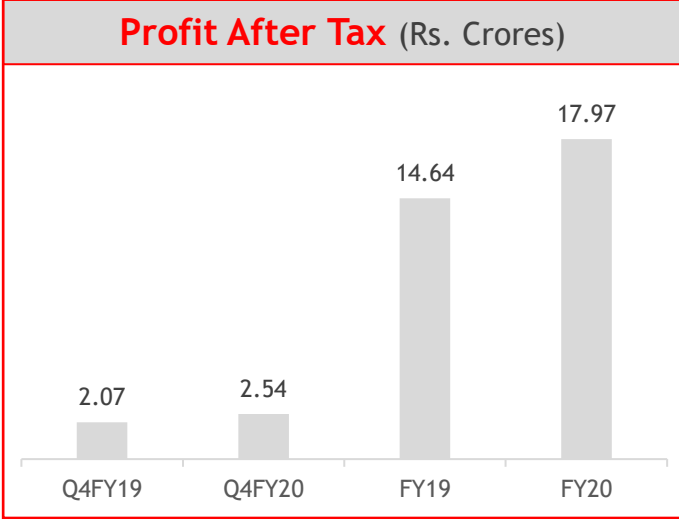
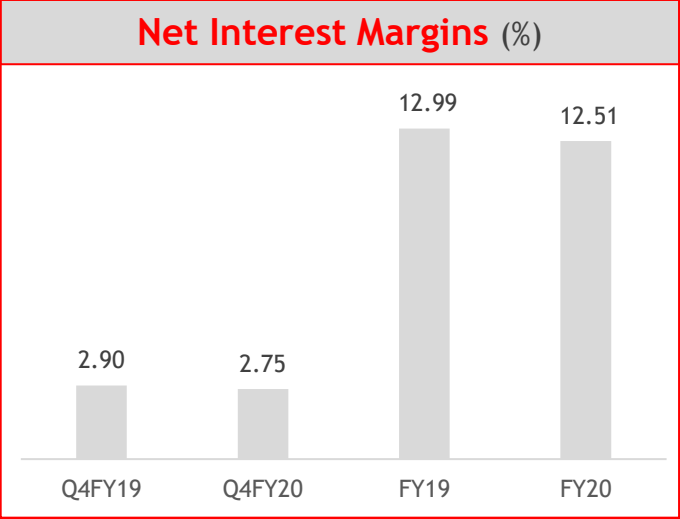
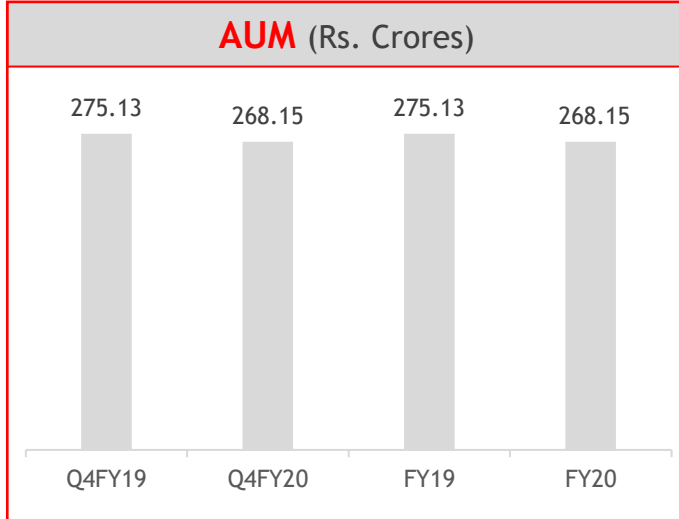
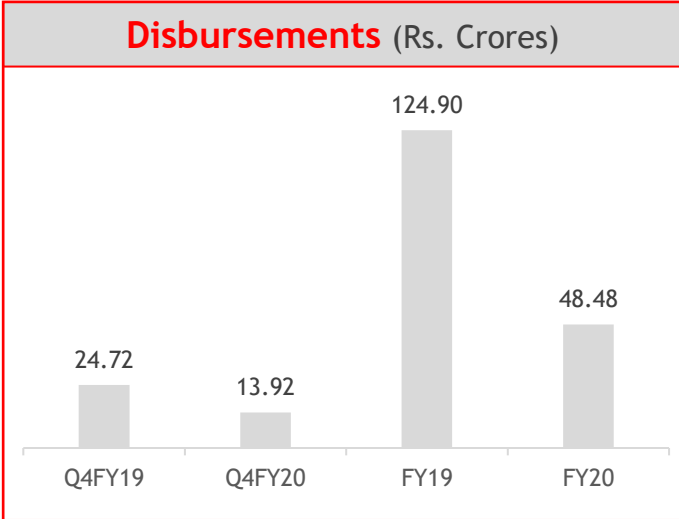
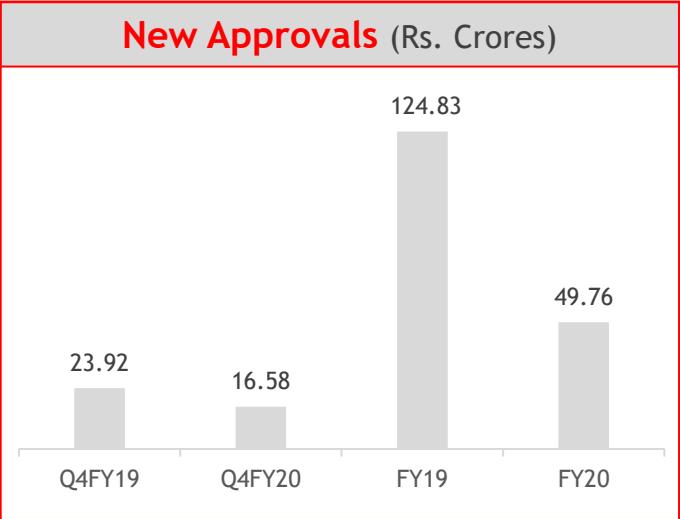
The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments, information or events or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates.

The information contained herein is subject to change without notice and past performance is not indicative of future results. Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.





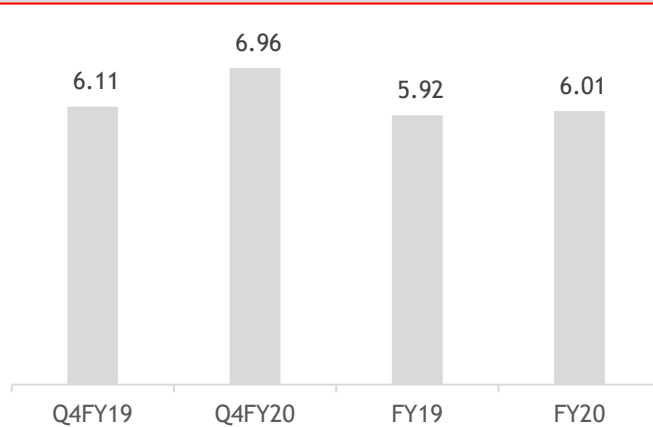
Financial Highlights



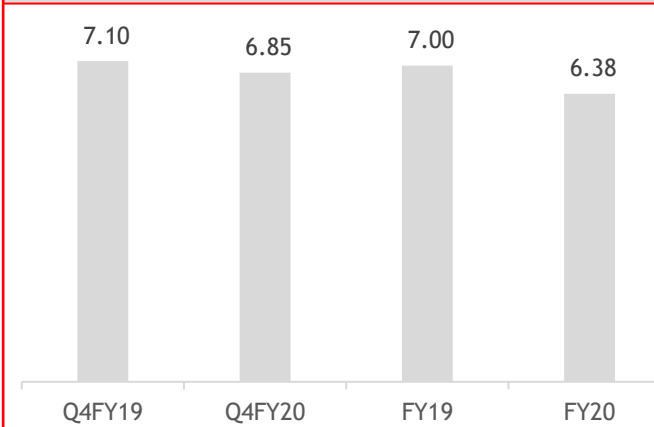
Key Performance Indicators



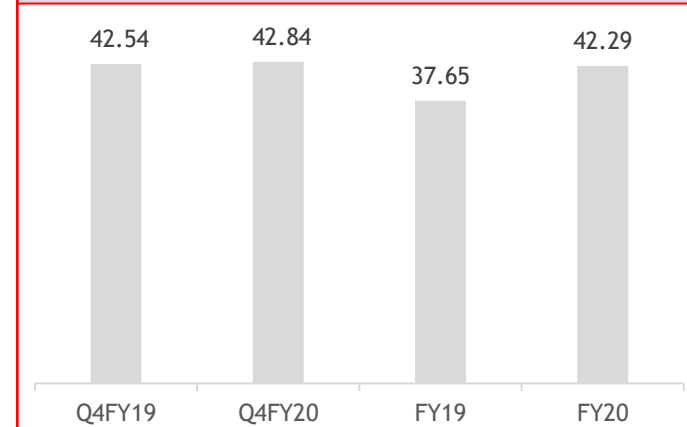
Average Ticket Size (Rs lakhs)



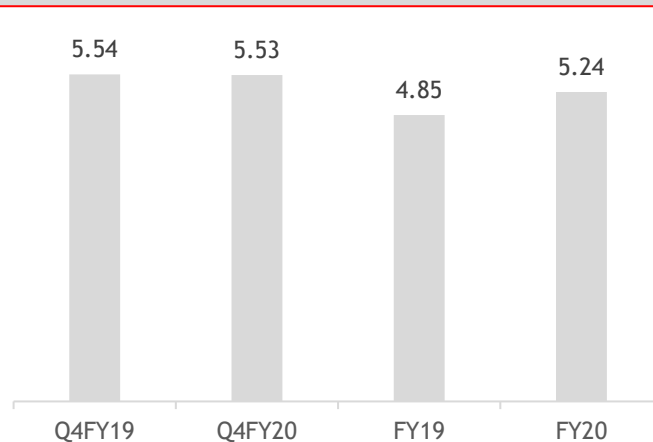
Average Tenure (Years)



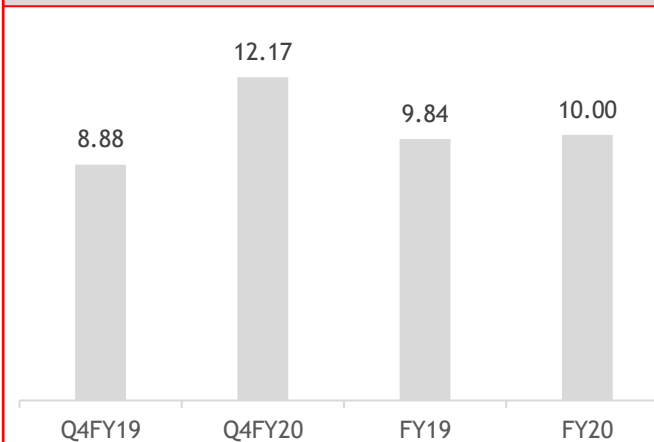
Average LTV (%)



Average ticket size of Housing Loan



Average ticket size of LAP (Rs. lakhs)



RECONCILIATION OF BALANCE SHEET

Particulars	Rs. in Lakhs					
	IGAAP as at 31- Mar-20	Ind AS Adjustments	As per INDAS As at 31-Mar-20	IGAAP as at 31-Mar-19	Ind AS Adjustments	As per INDAS As at 31-03-19
Assets						
Financial Assets						
Cash and Cash Equivalents	899.52	0.00	899.52	1689.92	0.00	1689.92
Bank Balance other than Cash and Cash Equivalent	2389.38	0.00	2389.38	1157.75	0.00	1157.75
Loans	26978.10	-162.65	26815.45	27650.51	-137.66	27512.85
Investments	885.56	47.08	932.64	41.95	20.98	62.93
Other Financial Assets	202.45	-27.80	174.65	200.20	-40.72	159.48
Total Financial Assets	31355.01	-143.37	31211.65	30740.33	-157.40	30582.92
Non-Financial Assets						
Deferred Tax Assets (net)	0.00	216.15	216.15	0.00	167.37	167.37
Property, Plant and Equipment	177.24	-4.34	172.89	164.26	-4.34	159.91
Investment Property	0.00	4.34	4.34	0.00	4.34	4.34
Right of Use Asset	0.00	254.49	254.49	0.00	0.00	0.00
Intangible Assets	0.00	0.00	0.00	0.00	0.00	0.00
Other Non-Financial Assets	1205.44	0.00	1205.44	1205.12	40.38	1245.50
Total Non-Financial Assets	1382.68	470.64	1853.32	1369.38	207.75	1577.13
Total Assets	32737.69	327.27	33064.96	32109.71	50.35	32160.06
Liabilities and Equity						
Liabilities						
Financial liabilities						
Payables						
-Trade Payable						
(i) Total outstanding dues of micro enterprises and small enterprises			0.00			
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises			0.00			
-Other Payable						
(i) Total outstanding dues of micro enterprises and small enterprises		0.00				
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	36.47	0.00	36.47	67.17	0.00	67.17
Debt Securities	1250.00	9.53	1259.53	1767.24	8.20	1775.44
Borrowings (other than debt securities)	23274.02	24.14	23298.16	23729.65	8.41	23738.05
Other Financial Liabilities	215.50	254.49	469.99	337.92	0.00	337.92
Total Financial Liabilities	24775.99	288.17	25064.16	25901.98	16.60	25918.58
Non-Financial Liabilities						
Provisions	515.22	0.00	515.22	571.90	0.00	571.90
Deferred Tax Liabilities (Net)	120.85	-120.85	0.00	47.19	-47.19	0.00
Other Non- Financial Liabilities			0.00			0.00
Total Non-Financial Liabilities	636.07	-120.85	515.22	619.09	-47.19	571.90
Non-Financial Liabilities						
Provisions	515.22	0.00	515.22	571.90	0.00	571.90
Deferred Tax Liabilities (Net)	120.85	-120.85	0.00	47.19	-47.19	0.00
Other Non- Financial Liabilities			0.00			0.00
Total Non-Financial Liabilities	636.07	-120.85	515.22	619.09	-47.19	571.90
Total Liabilities						
Equity	1300.00	0.00	1300.00	1300.00	0.00	1300.00
Other Equity	6025.63	159.95	6185.58	4288.64	80.94	4369.58
Total Equity	7325.63	159.95	7485.58	5588.64	80.94	5669.58
Total Liabilities and Equity	32737.69	327.27	33064.96	32109.71	50.35	32160.06

Yearly Balance Sheet



Particulars	FY20	FY19	Y-o-Y
Sources of Funds			
Share Capital	1300.00	1300.00	0.00%
Reserves & Surplus	6185.58	4369.58	41.56%
Borrowings	24557.69	25513.49	-3.75%
Deferred Tax Liability (Net)	0.00	0.00	-
Other Liabilities & Provisions	1021.69	976.99	4.58%
Total	33064.96	32160.06	2.81%
Application of Funds			
Loan Assets	26815.45	27512.85	-2.53%
Investments	932.64	62.93	1382.14%
Fixed Assets	431.72	164.26	162.83%
Liquid Assets	3288.91	2847.67	15.49%
Other Assets	1380.10	1404.98	-1.77%
Deferred Tax Asset (Net)	216.15	167.37	29.14%
Total	33064.96	32160.06	2.81%



Reconciliation of Statement of Profit and Loss for the period ended 31st March, 2020

Particulars	Rs. in Lakhs					
	IGAAP as on 31-Mar-20	Ind AS Adjustments	As per INDAS As on 31-Mar-20	IGAAP as on 31-Mar-19	Ind AS Adjustments	As per INDAS As at 31-Mar-19
Revenue From Operations						
Interest Income	6408.87	28.06	6436.93	5359.11	17.16	5376.27
Fees and Commission Income	119.24	-67.94	51.30	243.13	-165.48	77.65
Interest on FDR	110.01	0.00	110.01	68.71	0.00	68.71
Other Income from Operation	533.46	0.00	533.46	262.24	0.00	262.24
Total Revenue From Operations	7171.58	-39.88	7131.70	5933.18	-148.32	5784.86
Other Income	89.46	12.93	102.38	15.98	1.92	17.90
Gain on Derecognition of Financial Instruments	0.00	3.07	3.07	0.00	9.60	9.60
Gain on Fair value changes	0.00	23.03	23.03			0.00
Total Income	7261.03	-0.86	7260.17	5949.16	-136.80	5812.36
Expenses						0.00
Finance Costs	2988.69	49.09	3037.78	2300.93	11.24	2312.18
Impairment of Financial Instruments (Expected Credit Loss)	96.28	0.00	96.28	237.07	0.00	237.07
Employee Benefits Expenses	1073.83	-7.09	1066.73	748.89	-2.54	746.35
Depreciation and Amortisation Expenses	73.81	138.81	212.62	55.33	0.00	55.33
Others Expenses	743.68	-146.02	597.65	610.35	-95.46	514.89
Total Expenses	4976.28	34.78	5011.06	3952.58	-86.76	3865.82
Profit Before Tax	2284.75	-35.64	2249.11	1996.58	-50.04	1946.54
Less : Tax Expense						0.00
Current Tax	498.75	0.00	498.75	564.79	0.00	564.79
Deferred Tax (Net)	73.65	-120.32	-46.67	14.83	-97.51	-82.68
Net Profit After Tax	1712.35	84.68	1797.03	1416.96	47.47	1464.43
Other Comprehensive Income						
A. Items that will not be reclassified to profit or loss						
Remeasurement of Post Employment Benefit Obligations		-7.09	-7.09		-2.54	-2.54
Net Gain on equity instrument designated at FVOCI for the year		3.08	3.08		-0.83	-0.83
Income tax relating to items that will not be reclassified to profit or loss		1.01	1.01		0.98	0.98
B. Items that will be reclassified to profit or loss	0.00	0.00	0.00	0.00	0.00	0.00
Other Comprehensive Income (A + B)	0.00	-3.01	-3.01	0.00	-2.39	-2.39
Total Comprehensive Income	1712.35	81.68	1794.03	1416.96	45.08	1462.04

Yearly P&L

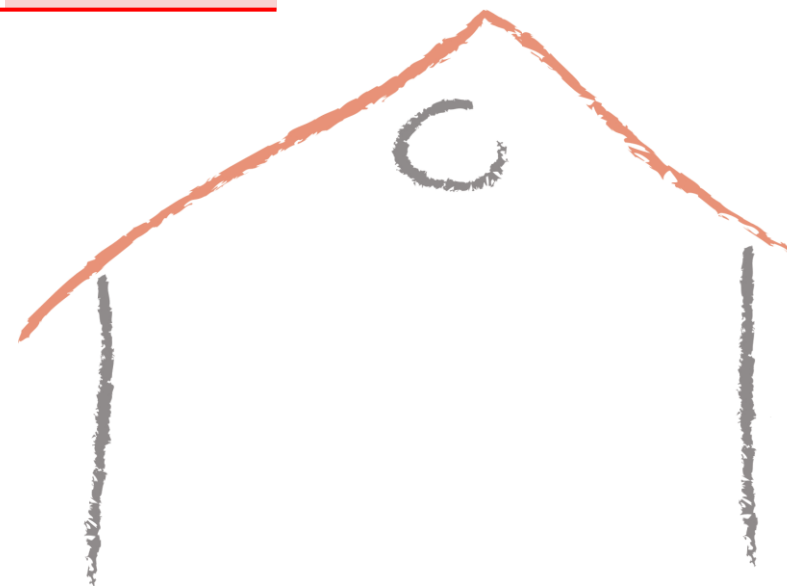


Particulars	FY20	FY19	Y-o-Y
Interest Income (incl. Processing Fee)	6598.24	5522.62	19.48%
Net gain on derecognition of financial instruments under amortized cost category	3.07	9.60	-68.01%
Non-Interest Income	658.86	280.14	135.19%
Interest Expense (incl. Finance Charges)	3037.78	2312.18	31.38%
NIM	3399.15	3064.09	10.94%
Operating Expenses	1877.01	1316.57	42.57%
ECL	96.28	237.07	-59.39%
Profit Before Tax	2249.11	1946.54	15.54%
Provision for Taxation	452.08	482.11	-6.23%
Profit After Tax	1797.03	1464.43	22.71%
Total Comprehensive Income	-3.01	-2.39	25.89%
EPS (Diluted)	13.82	11.26	22.74%

Net Worth Reconciliation



Particulars	Rs. in Lakhs
	31-Mar-20
Net worth as per previous GAAP	7325.63
Adjustments increasing/(decreasing) net worth as reported under previous GAAP:	
Adoption of EIR for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans	-162.64
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	-33.67
Net gain from excess interest spread on assignment transactions	0
Expected Credit Loss (ECL)	0
Other Adjustments	19.26
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	336.99
Networth as per Ind AS	7485.57



ECL Provisions



Particulars	Rs. in Lakhs	
	31-Mar-20	31-Mar-19
Gross Stage 3 GNPA	605.22	553.35
% portfolio in Stage 3 (GNPA%)	2.21%	1.97%
ECL Provision Stage 3	468.49	293.72
Net Stage 3	136.73	259.63
Coverage Ratio % Stage 3	77.41%	53.08%
Gross Stage 1 & 2	26818.76	27471.75
% portfolio in stage 1 & 2	97.79%	98.03
ECL Provision Stage 1 & 2	140.04	218.53
Net Stage 1 & 2	26678.72	27253.22
ECL Provision % Stage 1 & 2	0.52%	0.80%
Gross Stage 1, 2 & 3	27423.98	28025.10
ECL Provision Stage 1, 2 & 3	608.53	512.25
Total ECL Provision %	2.22%	1.83%
Provision Coverage Ratio	100.55%	92.57%
Gross NPA % (on Balance Sheet)	2.21%	1.97%
Gross NPA % (AUM)	2.19%	1.96%
Net NPA % (on Balance Sheet)	0.51%	0.94%
Net NPA % (AUM)	0.45%	0.46%



IndAS Transition - Key Impact Areas

Key changes	Impacted Item	IGAAP	IndAS
Expected Credit Loss (ECL)	Provisions and Write Off	Provisions made based on NHB guidelines (rules based incurred losses model)	Loan book classified into 3 stages and provisions made based on expected future credit losses
Effective Interest Rate (EIR) accounting	Interest Income, Interest Expenses & Other Expenses	Fee income and commission/DSA expenses recognised upfront	Fee income and commission/DSA expenses amortised over residual tenure and included in interest income/expenses
Investment in Mutual Funds & Debt Securities	Treasury Income	Accounted at cost and provision for diminution charged to P&L	Accounted at fair value through profit or loss
Lease	Lease exp & Interest on lease liability	Lease Expenses charged on due basis monthly to P & L	Company has to recognize a lease liability reflecting future lease payments and a 'right-of-use asset' for lease contract.
Deposit	Financial Assets	Deposit in Balance sheet	At initial recognition, company has to measure it at fair value and difference is treated as prepaid rent and is amortised over the life of deposit. On the other hand interest income is to be booked on such deposit amount.
Deferred Tax Liability (DTL) on Special Reserve	Taxes	DTL created in P&L	Not required; Existing DTL reversed

Key Financial Ratios



Sr. No.	Particulars	Q4 FY20	Q4FY19	FY20	FY19
1	Return on Average Assets (%)	0.76	0.66	5.51	5.46
2	Return on Average Equity (%)	3.45	3.74	27.32	29.55
3	Earning Per Share (Rs.)	1.96	1.59	13.82	11.26
4	Net Interest Margin (%)	2.75	2.90	12.51	12.99
5	Borrowing Cost (%)	11.42	11.15	11.44	11.15
6	Cost Income Ratio (%)	53.72	54.77	44.46	37.61
7	Capital Adequacy Ratio (%)	40.04	30.27	40.04	30.27
8	Lending Rate (%)	23.26	22.44	22.83	22.60
9	Spread (%)	11.84	11.29	11.39	11.45
10	GNPA (%)	2.19	1.96	2.19	1.96
11	NNPA (%)	0.45	0.46	0.45	0.46

Extract of Liquidity Position as on 31-03-2020



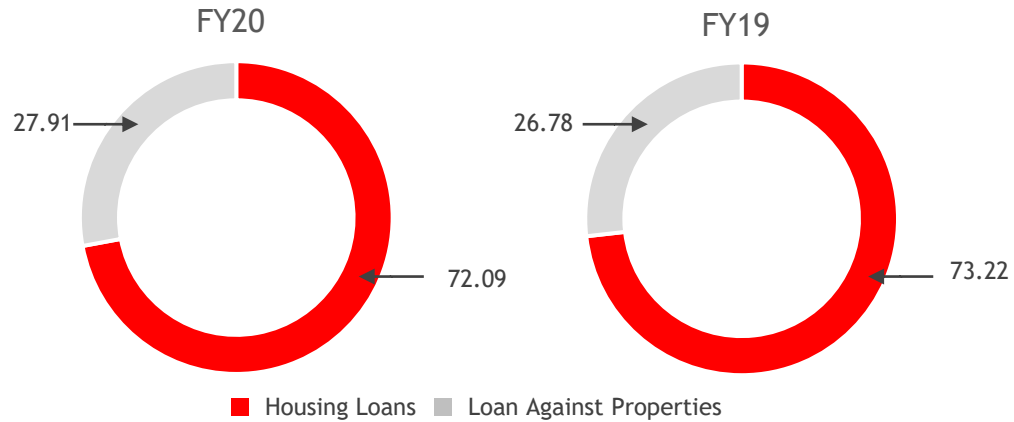
Liquid fund as on 31/03/2020 is as under:-

Particulars	Amount in Cr
Cash and Bank balance	8.99
Unencumbered FDR	9.00
Investment in Bonds and shares	8.86
Unutilised CC limit	3.50
Total	30.35

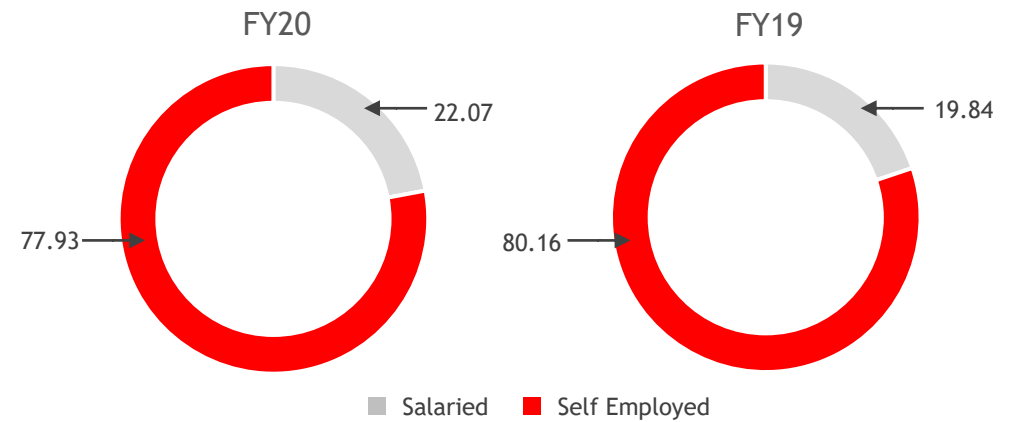


Lending Basket

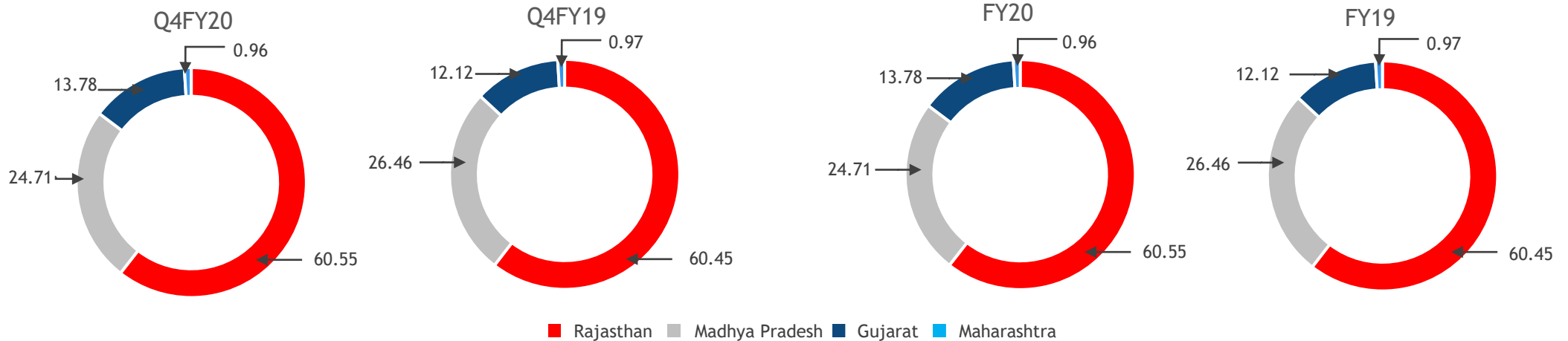
Loan Book Break-Up - Product Category (in %)



Loan Book Break-Up - Product Category (in %)



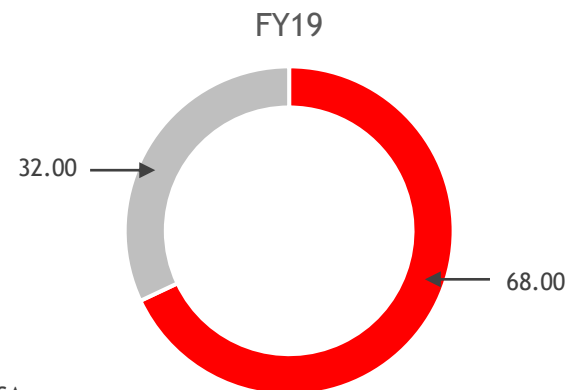
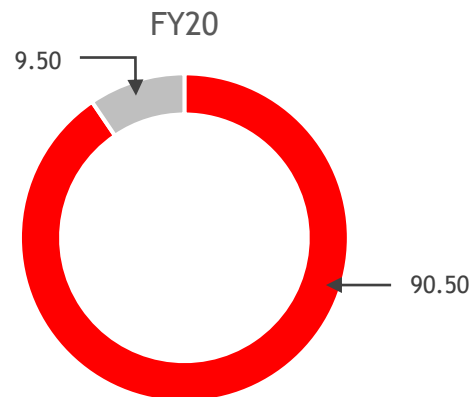
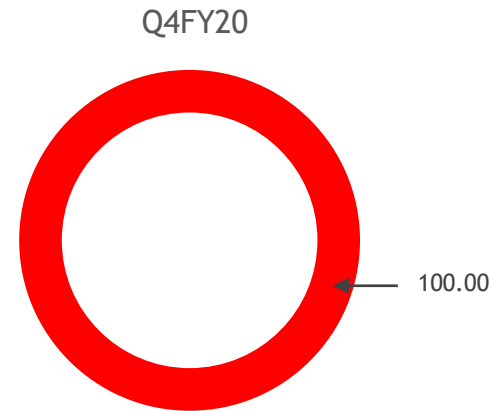
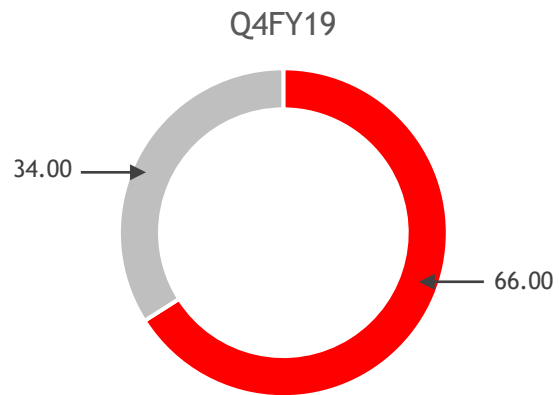
State Wise Loan Book (in %)



Lending Basket



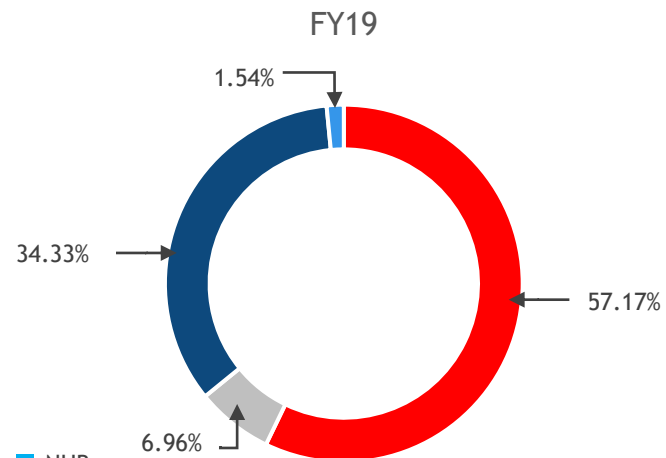
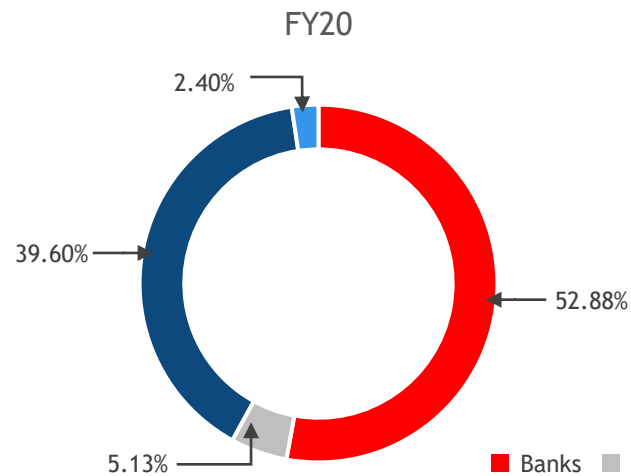
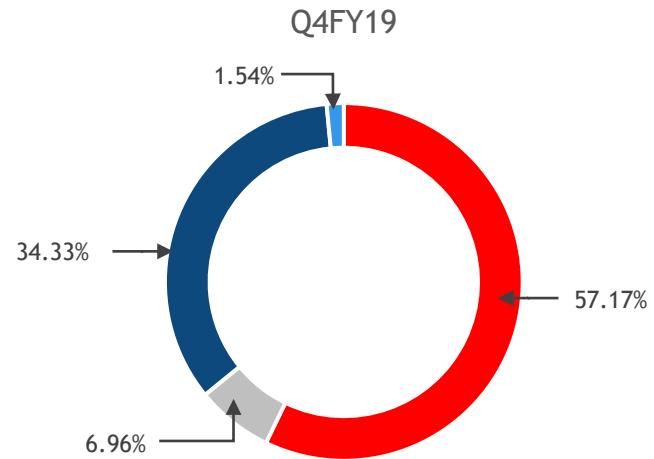
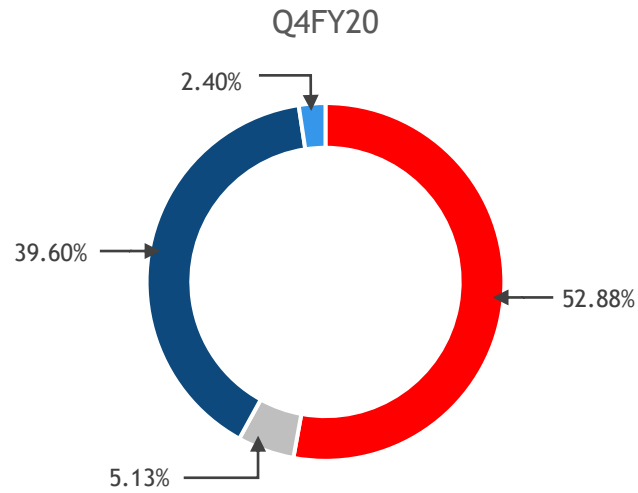
Business Origination (in %)



■ Direct ■ DSA

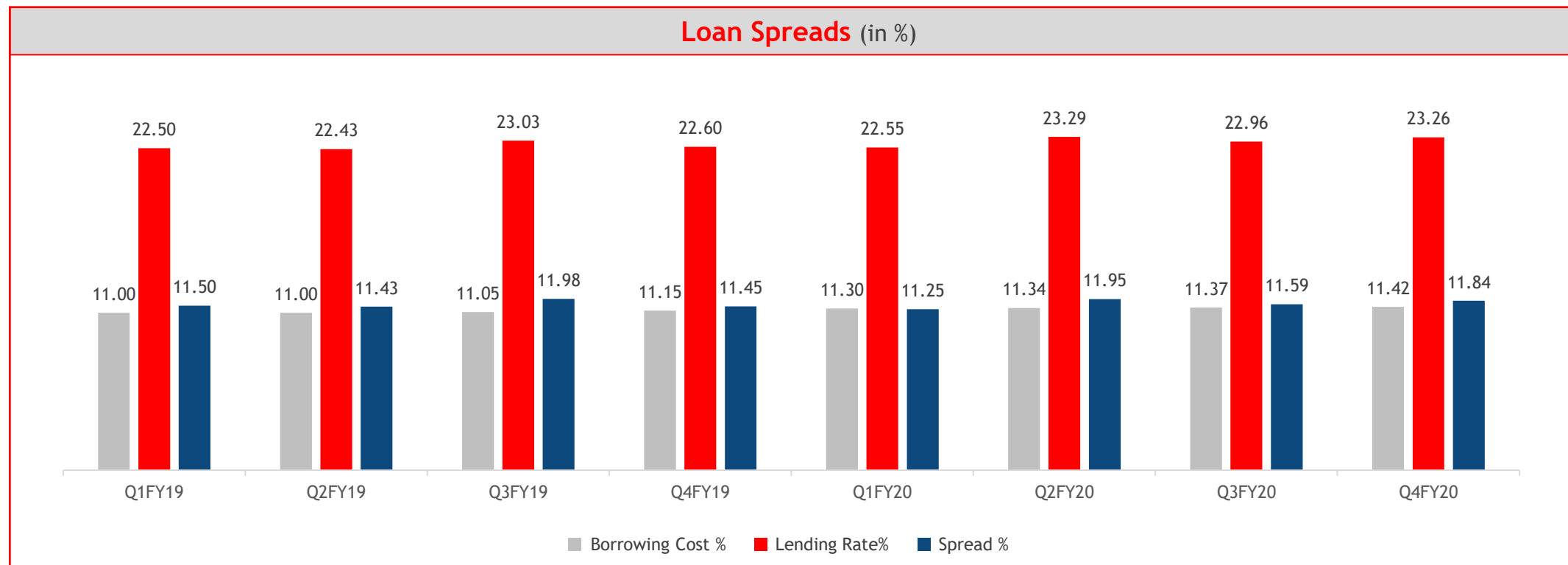
Funding Mix

Funding Mix (in %)



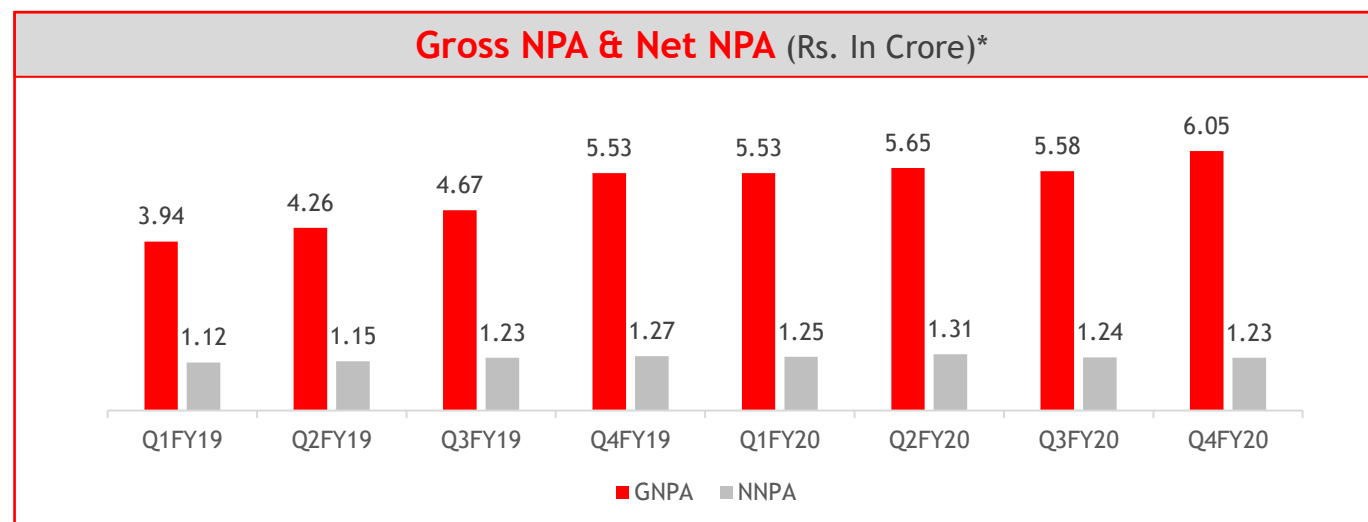
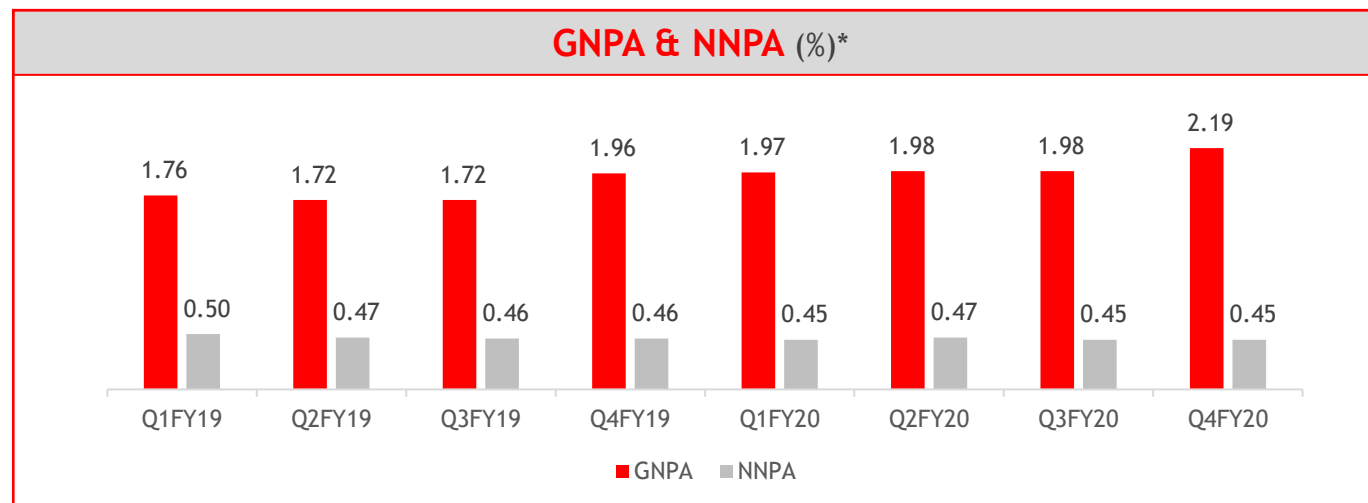
■ Banks ■ NCD ■ FI ■ NHB

Costs and Yields*



*As per IGAAP

Asset Performance



*As per IGAAP

Product and Segment wise NPA*

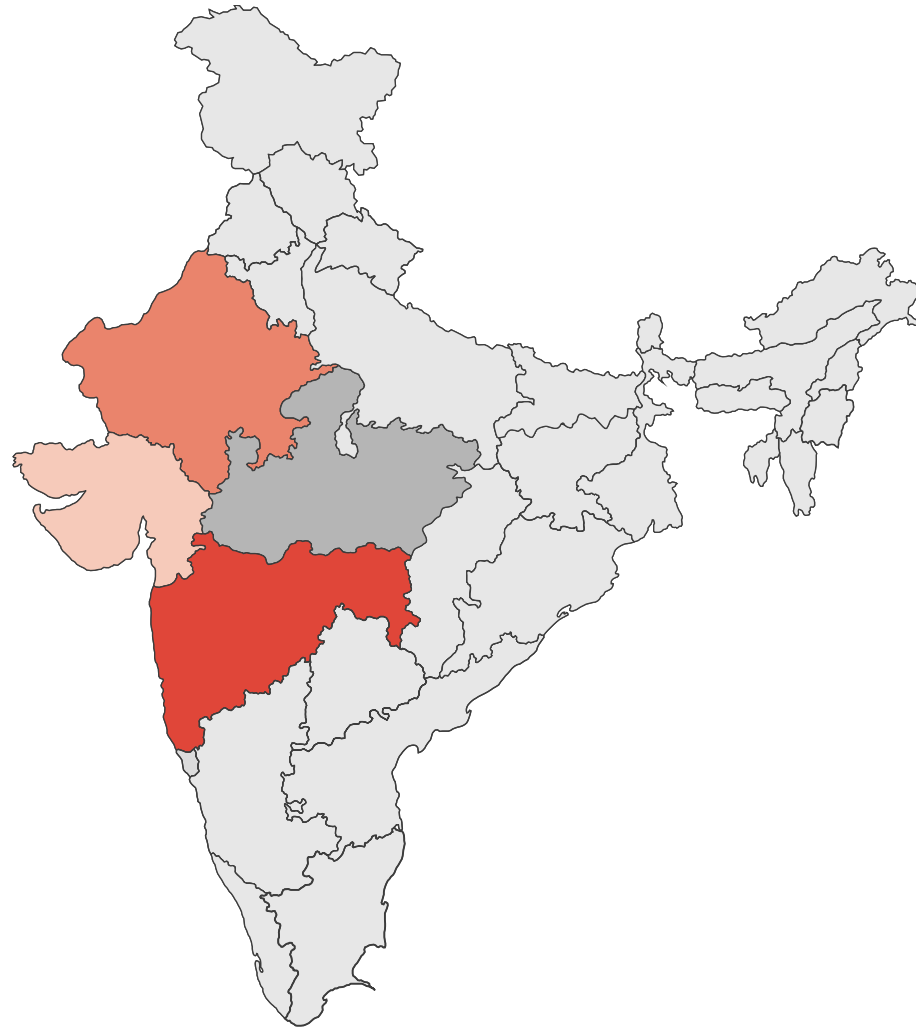


State Product and Segment wise NPA *

	Q4FY20	Q4FY19	FY20	FY19
Segment wise NPA %				
Salaried employee	6.31	5.19	6.31	5.19
Self Employed	93.69	94.81	93.69	94.81
State Wise NPA %-				
Rajasthan	75.92	80.31	75.92	80.31
Madhya Pradesh	13.52	12.81	13.52	12.81
Gujarat	6.08	3.34	6.08	3.34
Maharashtra	4.48	3.54	4.48	3.54
Product Wise NPA %				
Housing Loan	77.96	85.09	77.96	85.09
LAP	22.04	14.91	22.04	14.91

*As per IGAAP

Our Business Presence



Map not to scale. For illustrative purposes only.



Rajasthan

Banswara, Bhilwara, Jaipur, Sagwara, Aspur, Chittorgarh, Salumbar, Kota, Sumerpur, Rajsamand, Sirohi, Bijainagar, Udaipur, Jodhpur, Pali, Udaipur (Head Office), Abu Road



Madhya Pradesh

Mandsaur, Ratlam, Manasa, Neemuch, Shamgarh, Ujjain, Dhar, Ashta, Indore



Gujarat

Ahmedabad, Surat, Vadodara, Palanpur, Mehsana, Nadiad



Maharashtra

Mumbai

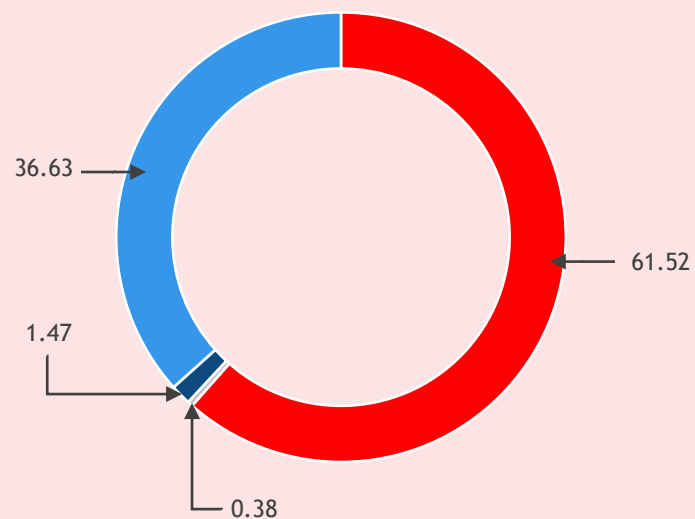
Impact of COVID-19

COVID-19	WHO has declared COVID-19 as a pandemic in March 2020. The COVID-19 pandemic has spread rapidly throughout the world, prompting governments and businesses to take unprecedented measures such as lockdown, restrictions on travel and business operations, temporary closure of businesses, quarantine and shelter-in-place orders.
On Operations	During lockdown, the Company shifted to Work from Home for all the employees wherever it was possible. During the lockdown period, the Company leveraged on its technology infrastructure to ensure the business activities are carried out from home.
Collections	88% of our the customers use electronic modes of repayment for their installments. However, due to the lockdown, personal visits for collection was impacted.
On Loan Disbursements	With offices being closed the loan disbursements were also disrupted from March to May. The Company took measures with the help of technology that our customers are timely responded during the lockdown. From June 1st 2020 the Company has been able to open all its branches. The Company is operational now with necessary precautions following necessary hygiene protocols and social distancing for the safety of our employees and customers.
Moratorium	We have extended Moratorium to our customers with 'opt-in' option.
On Liquidity and Debt Servicing	With the improving collection and fund raising under various government schemes we have repaid all the installments opted under Moratorium.
CSR activity	The Company committed Rupees 12 Lakhs to PM CARES Fund and to local government and organizations to support the nation in its fight against the COVID-19 pandemic.



Stock Information

Shareholding pattern as on 31st March, 2020



■ Promoter and Promoter Group ■ FPI ■ Bodies Corporate ■ Retail

108.29 cr

Market Cap (INR)

13.0 mn

Shares Outstanding

534680

BSE Code

0596730D:IN

Bloomberg code



Contact Us



Investor Relations Contact

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