



APTUS™

Ref No: APTUS/03-AUG/2023-24

August 01, 2023

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 Unaudited Financial Results for the first quarter ended June 30, 2023

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Results for the quarter ended June 30, 2023.

This Investor Presentation is also available on the website of the Company at www.apтусindia.com.

Please take this information on record.

Thanking you,

For Aptus Value Housing Finance India Limited

Sanin Panicker
Company Secretary & Compliance Officer
Membership No: A32834

Aptus Value Housing Finance India Ltd.

8B, Doshi Towers, 205, Poonamallee High Road, Kilpauk, Chennai-600 010. Tel : 044-4565000, Fax : 044-4555 4170.

CIN : L65922TN2009PLC073881

www.apтусindia.com



Aptus Value Housing Finance India Limited
Investor Presentation | Q1 FY24

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, the Presentation is expressly excluded.

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 statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



Commenced Operations in 2010
- 14th successful year of operations



Regulated by RBI and supervised by NHB



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



Presence in 231 locations

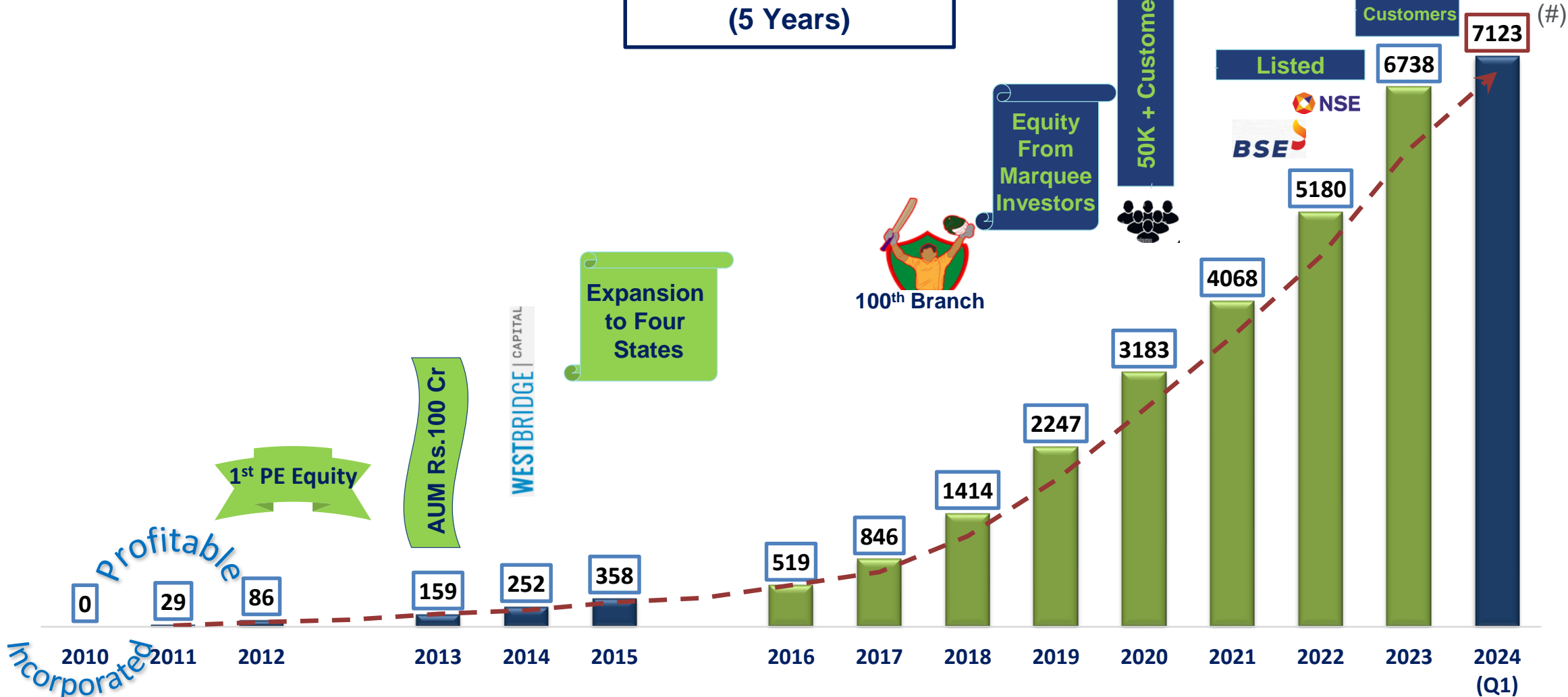




Journey – over the years

AUM Rs. Crores

CAGR - 32%
(5 Years)



(#) – Represents on book portfolio
- no Direct Assignment transactions done

Rs in Crores

	FY 19	FY 20	FY 21	FY 22	FY 23	FY 24 (Q1)	CAGR
No. of Branches	143	175	190	208	231	231	
No. of Customers	30,749	43,987	58,069	83,565	1,07,146	1,12,741	
Disbursements	1,089	1,271	1,298	1,641	2,395	646	
AUM	2,247	3,179	4,068	5,180	6,738	7,123	32%
Total Income	337	523	655	840	1,129	315	
Interest Expenses	(116)	(185)	(207)	(209)	(276)	(85)	
Spread	222	339	449	632	853	230	40%
Operating Expenses	(67)	(88)	(98)	(117)	(165)	(44)	
Pre-Prov Operating Profit	154	250	351	514	688	186	45%
ECL Prov. / Write-Off's	(1)	(3)	(6)	(34)	(34)	(2)	
Profit Before Tax	153	247	345	480	654	183	44%
Profit After Tax	112	211	267	370	503	142	46%
Ratios							
Spread to Assets (%)	12.10%	12.48%	12.38%	13.66%	14.32%	13.29%	
Opex to Assets (%)	3.67%	3.26%	2.70%	2.53%	2.75%	2.55%	
PPOP to Assets (%)	8.43%	9.22%	9.68%	11.13%	11.57%	10.73%	
ECL to Assets (%)	0.07%	0.10%	0.16%	0.75%	0.57%	0.14%	
Return on Assets (PBT) (%)	8.35%	9.12%	9.52%	10.38%	10.99%	10.59%	
Return on Assets (PAT) (%)	6.10%	7.78%	7.37%	8.01%	8.44%	8.21%	
GNPA (%)	0.40%	0.70%	0.70%	1.19%	1.15%	1.29%	
NNPA (%)	0.30%	0.54%	0.49%	0.88%	0.86%	0.97%	
ROE (%)	17.38%	17.53%	14.47%	14.45%	16.34%	16.93%	
CRAR (%)	43.64%	82.50%	73.63%	86.25%	77.38%	75.38%	

Note 1: CAGR: FY 23 Vs FY19

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

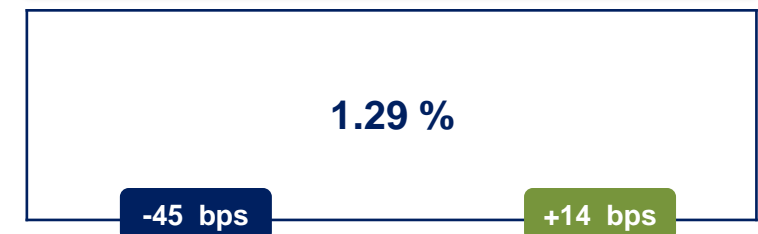
Assets under Management (AUM)



Disbursement



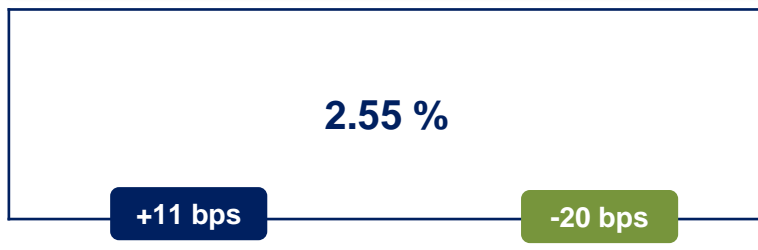
Gross Stage 3



Spread



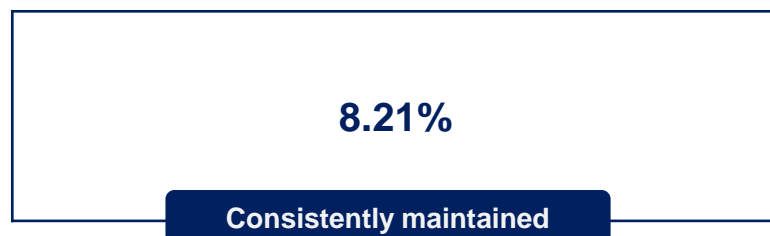
Opex to Assets



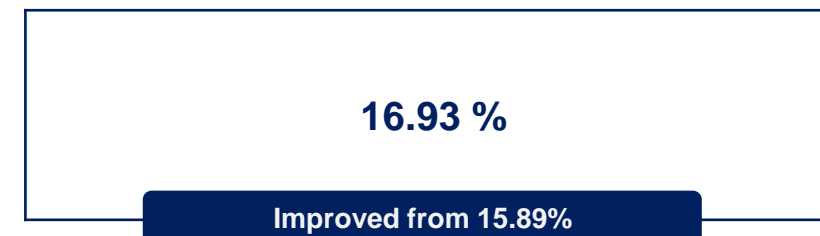
Profit After Tax



Return on Assets



Return on Equity

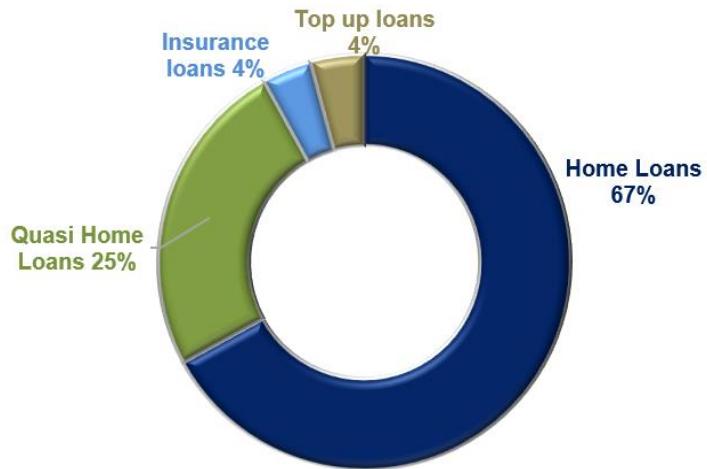


■ YoY
■ QoQ

Diversified Income Stream With Niche Customer Focus

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

HFC



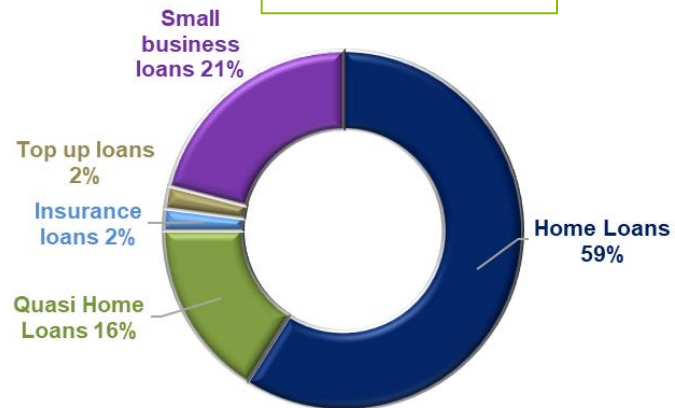
AUM - Rs. 5862 Cr

NBFC



AUM – Rs 1261 Cr

Consolidated



AUM - Rs. 7123 Cr

LIG Customers

78%

Self Employed Borrowers

71%

Rural Focus

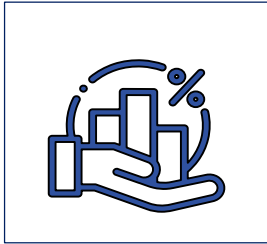
75%

Avg Ticket Size < Rs.10 lacs

>93%

100% In-House Operations

Fully In-House Team...



1,499

Business Origination



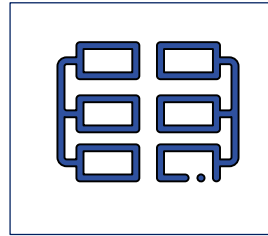
256

Credit



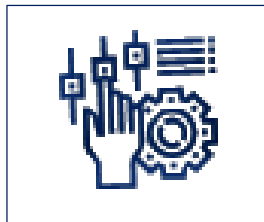
225

Legal & technical



459

Collection



144

HO / Operations

...Leading to Desired Business Outcomes

Pricing Power



Reduced TAT



Low Takeover



Reduced Operational Risk





* Commenced in Q4 FY23

100% In-House Sourcing

Lead Generation through

- *Cust app, Ref app*
- *Social media*
- *231 Branches*

0%

Sourcing from DSA / Builders

Leveraging Technology

Digital Onboarding and KYC

Credit verification app, property app and legal app –

Optimal leverage of technology leading to efficient processing

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

Lending Software

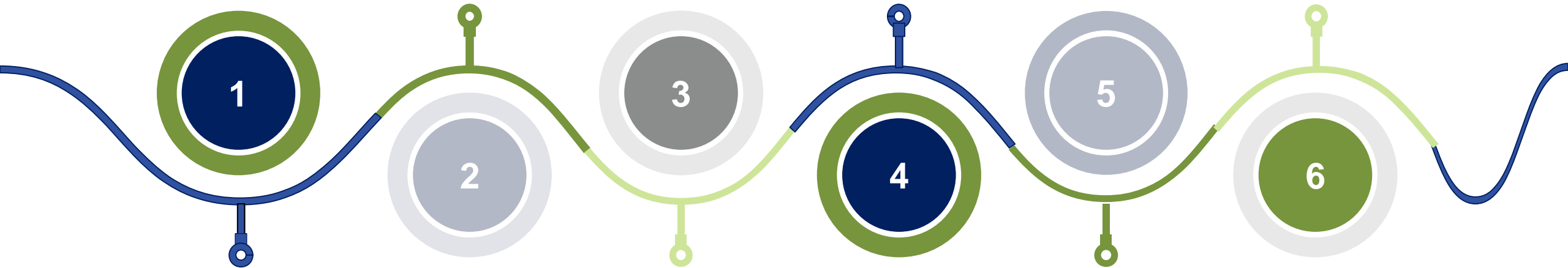
End-to-end software solution

Customer Relationship & Service

Automated CRM and customer service requests

Human Resources

Human resources management system application



Customer Onboarding

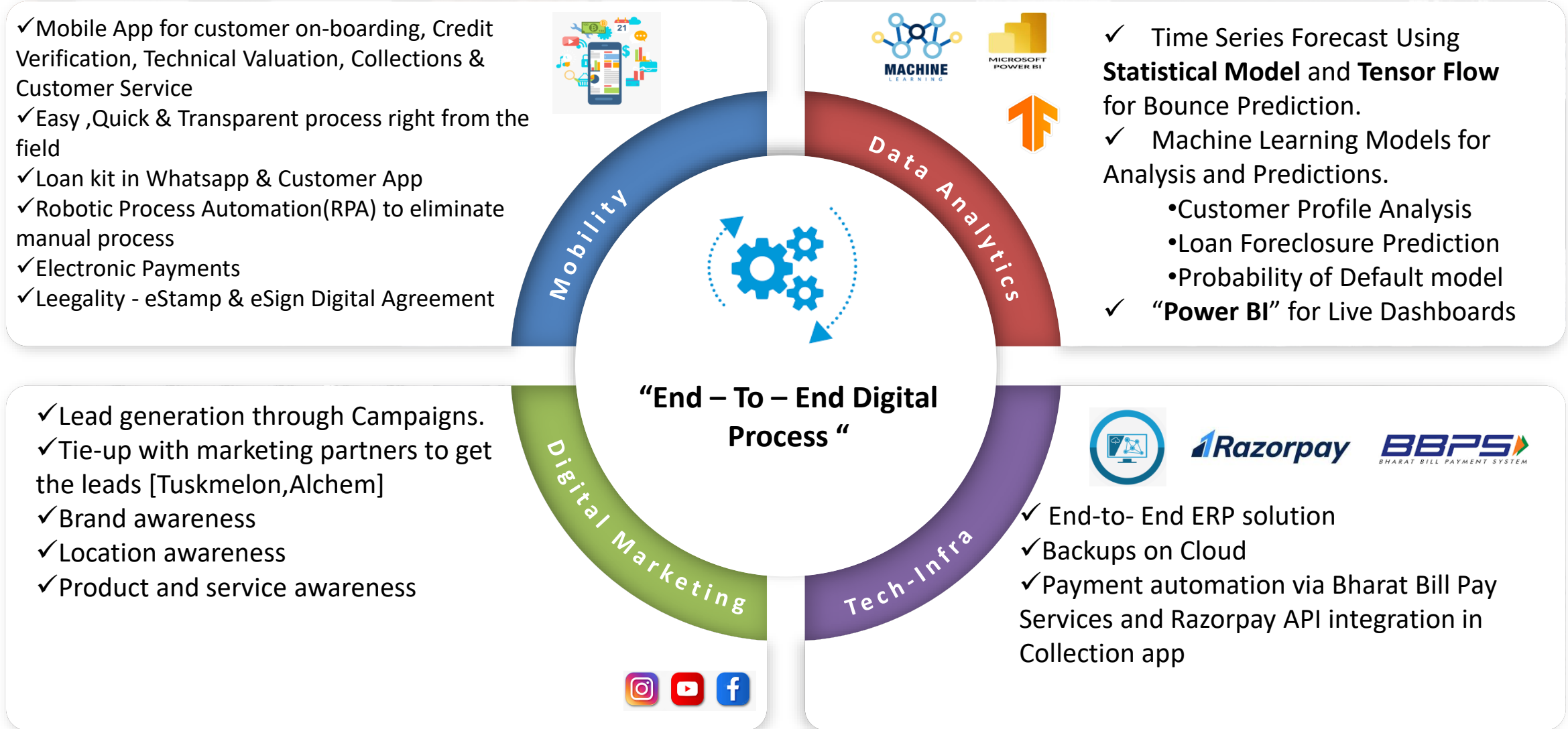
*Sales app, referral app, credit verfn. app and property app
E-KYC, E-Nach*

Collections App,

Payments automation via Bharat Bill Pay, Google Pay, Paytm etc

Business Intelligence & Analytics

“Power” analytics platform





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
- ✓ Integration of credit score card with lending application for easier credit evaluation
- ✓ Analyzing profiles behaviour 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 %



Tamil Nadu



Andhra Pradesh



Telangana



Karnataka

Per Capita GDP

Compared to national average of INR 180k

1.8x

1.1x

1.5x

1.5x

GDP Growth

India average: 6.1%

13%

9%

8%

7%

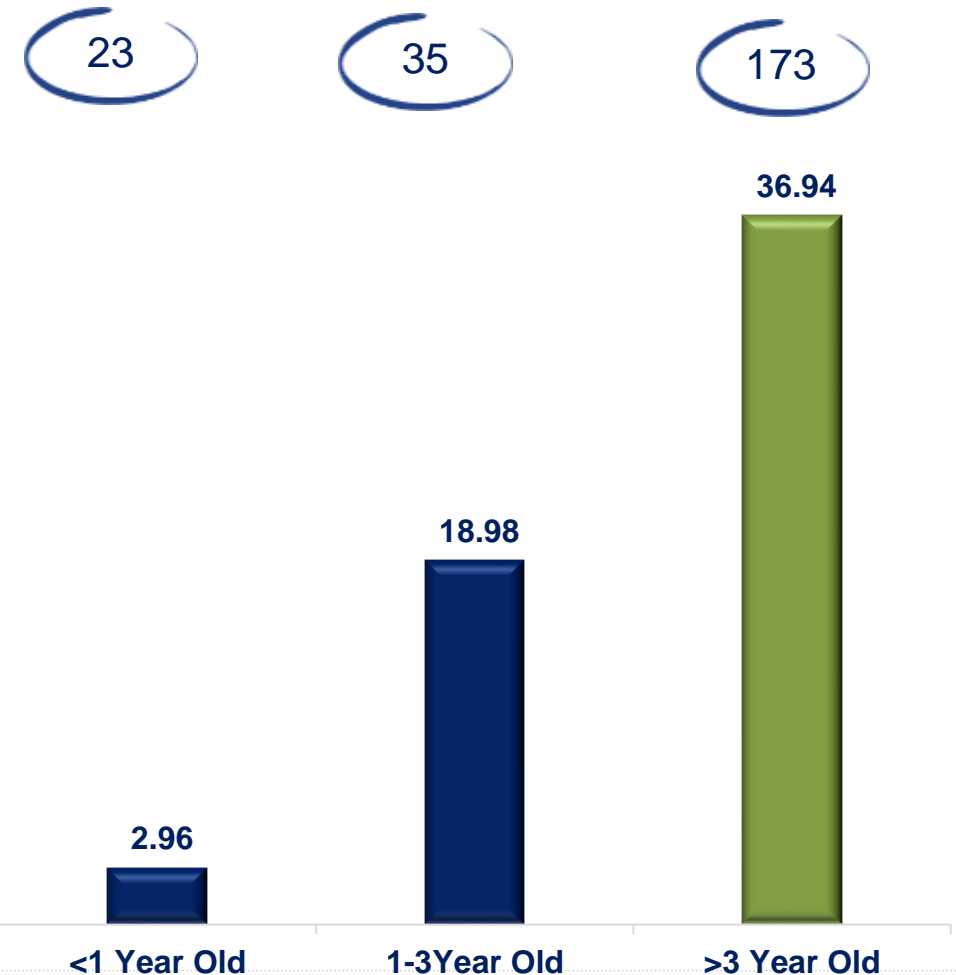
State	No. of Branches	% of AUM as on				
		FY 24 (Q1)	FY 23	FY 22	FY 21	FY 20
TamilNadu	86	42%	43%	48%	52%	56%
AndhraPradesh	86	36%	35%	31%	28%	24%
Telangana	36	14%	14%	12%	10%	10%
Karnataka	21	8%	8%	9%	10%	10%
Odisha	2	0%	0%	0%	-	-
Total	231	100%	100%	100%	100%	100%

(*) - Additional 7 branches commenced operations in July 2023

Branch Productivity as on June 30, 2023

AUM per Branch (Rs. Cr)

of Branches





Focus on financial inclusion

78%
LIG

71%
Self-employed

38%
New to Credit



Improving Living Standards

Employment

in rural / semi-urban areas

Support

to borrowers in tier 2/3/4 locations leading to financial inclusion



Strong Corporate Governance

NIL

Material Civil litigation

Diversified Experience

of Board Members across academic and professional domains

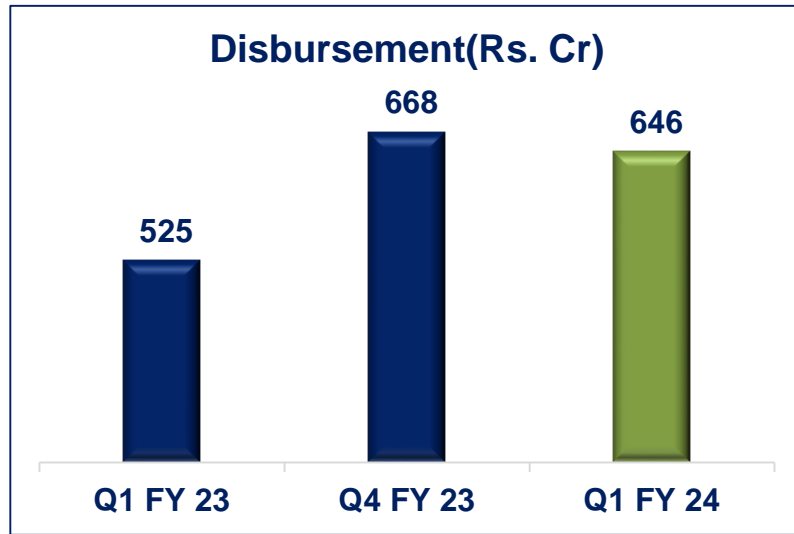
Business Responsibility & Sustainability Report

-published as part of Integrated Annual report for the FY23

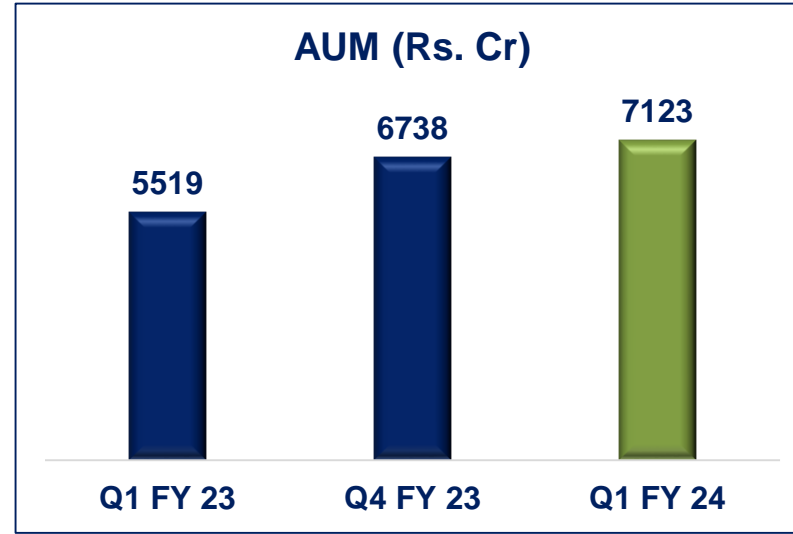
Corporate Social Responsibility

-focusing on improving education, health and livelihood

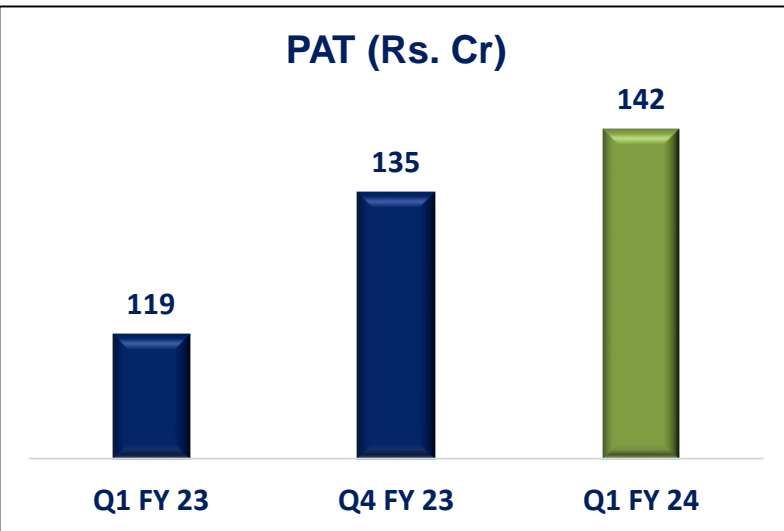
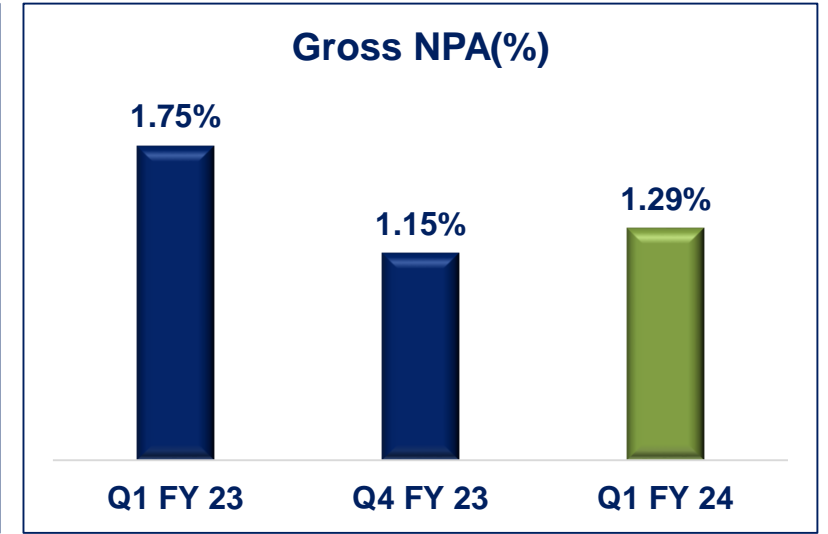
Performance Highlights



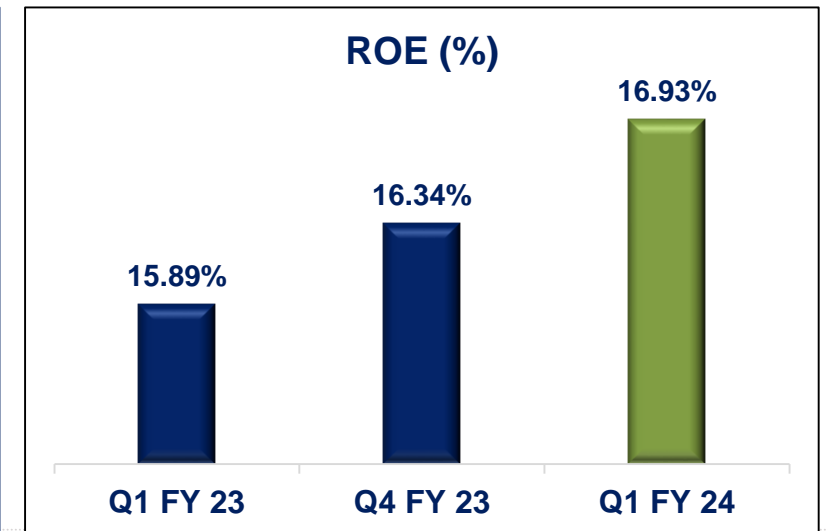
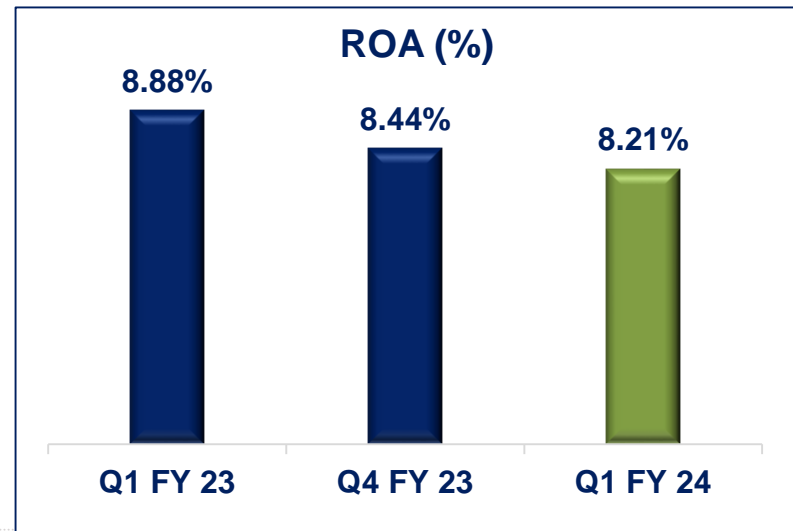
Growth YoY 23%



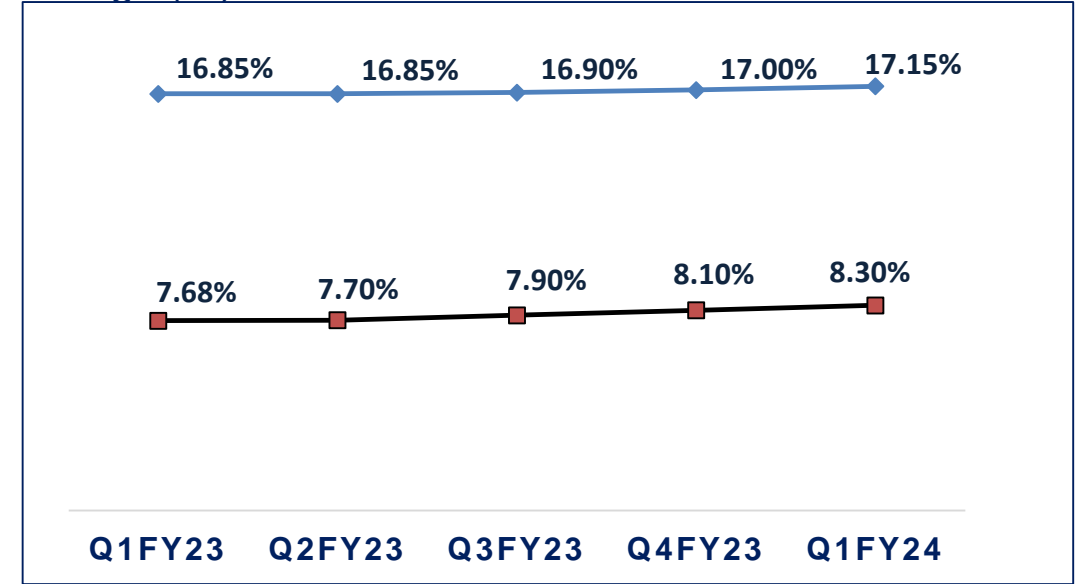
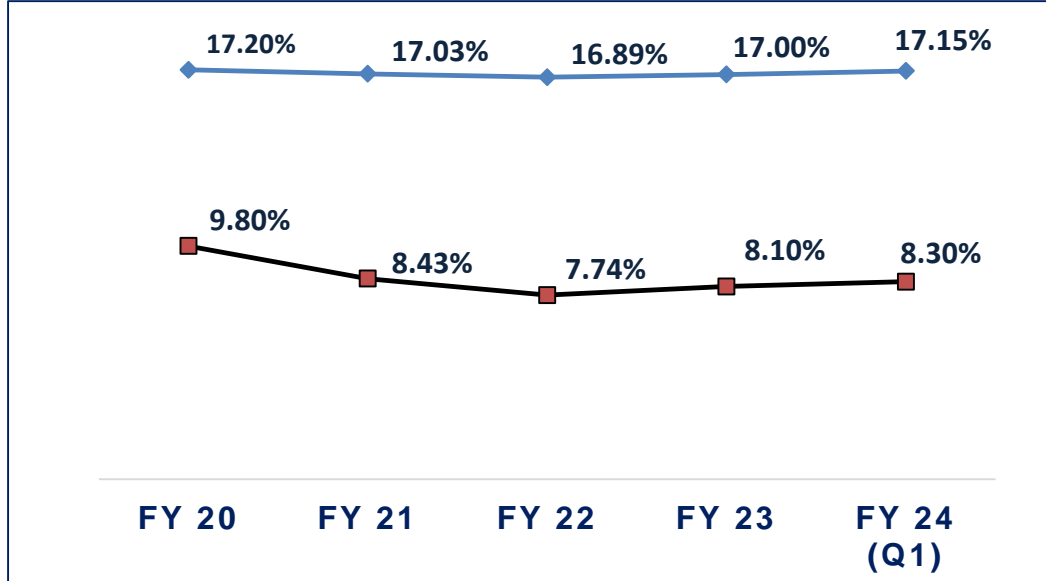
Growth YoY 29%



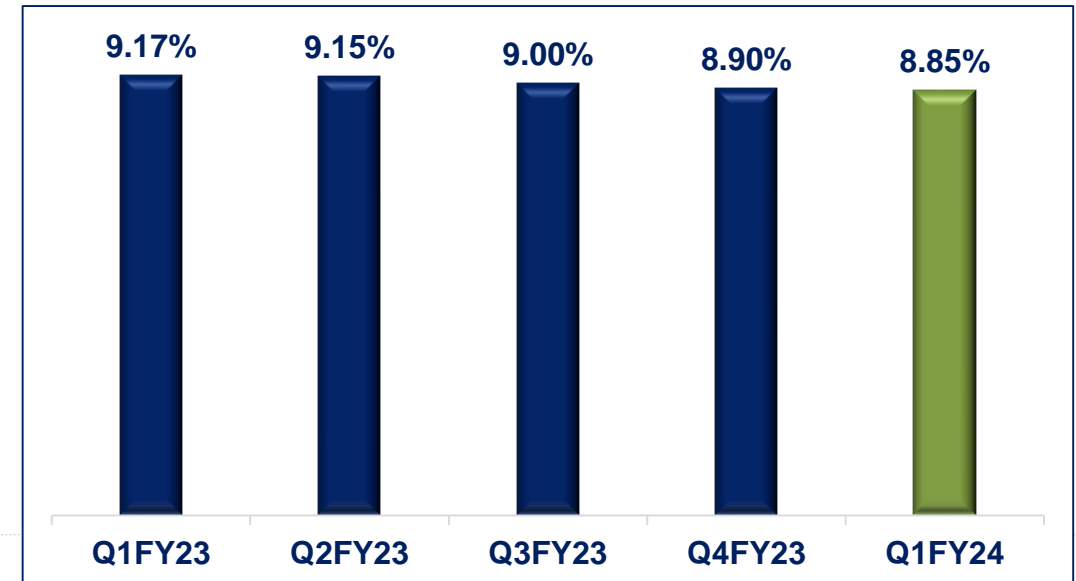
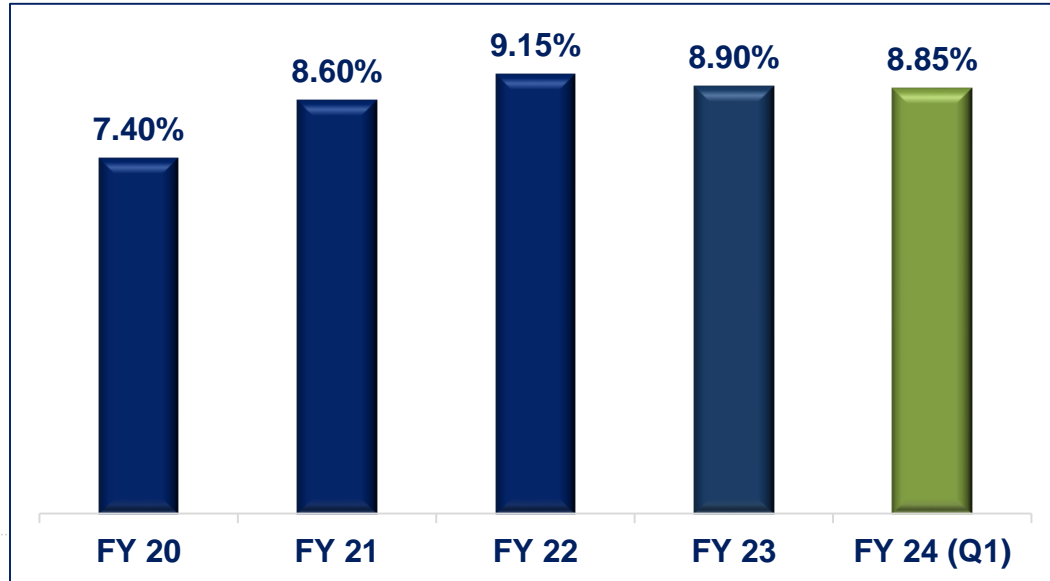
Growth YoY 20%



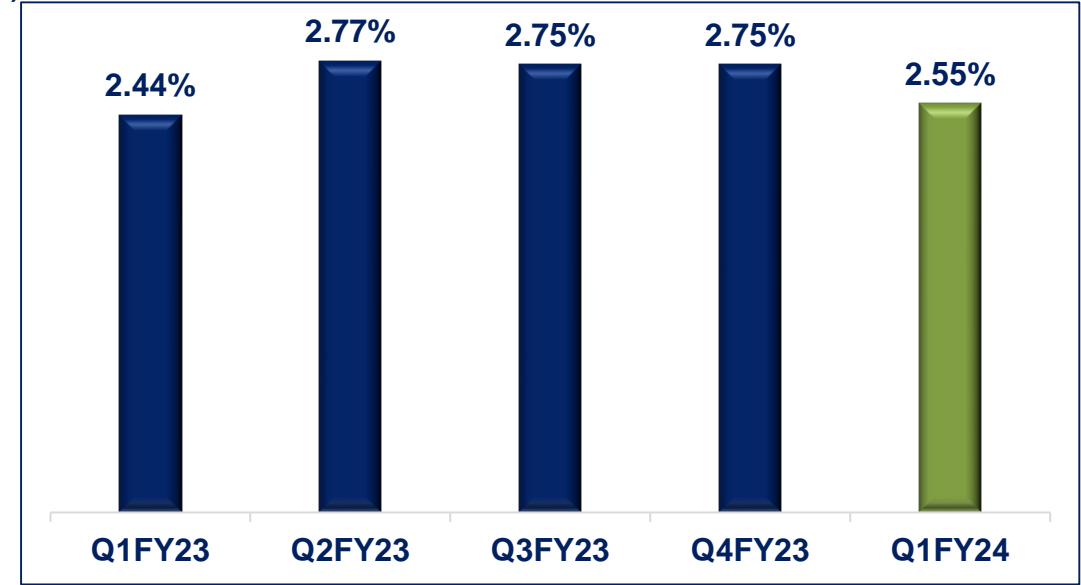
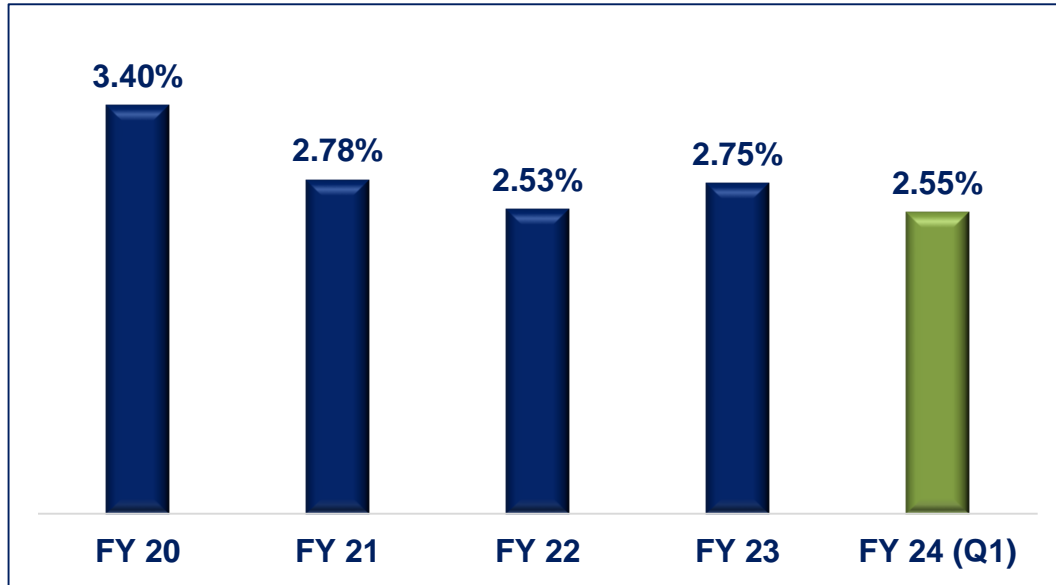
Yields / Cost of Borrowings (%)



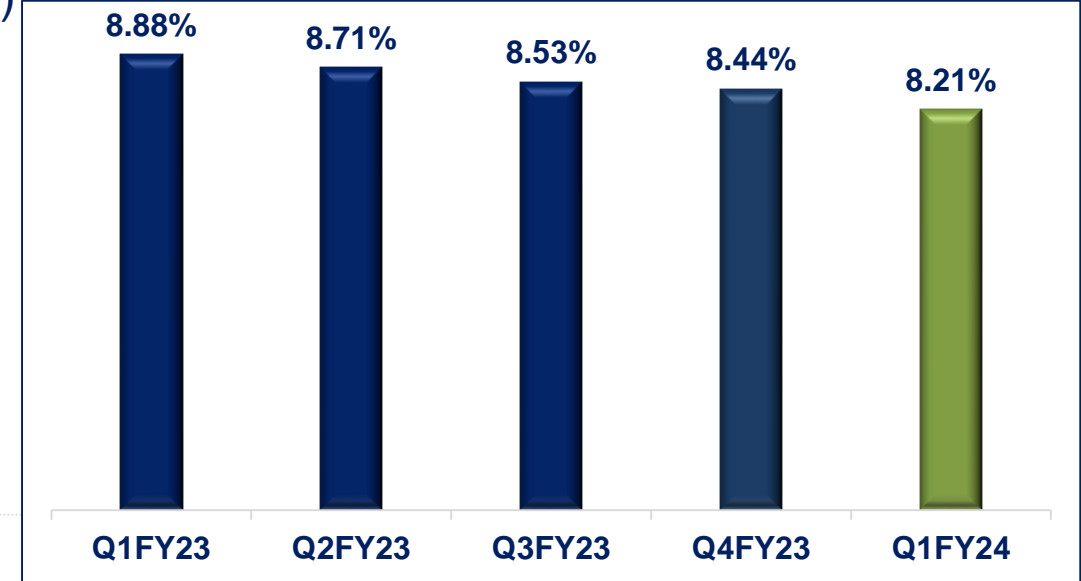
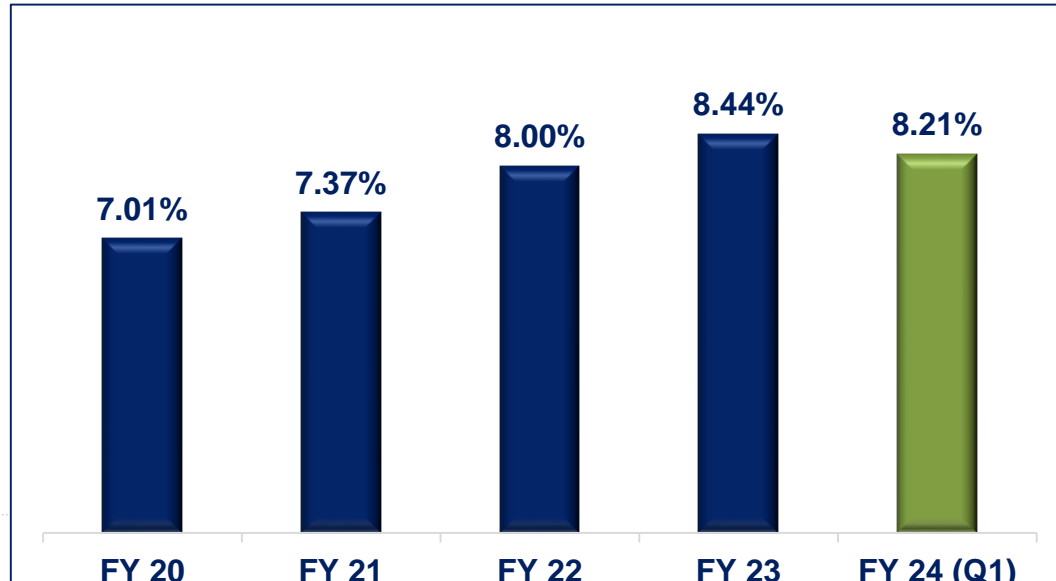
NIM (%)

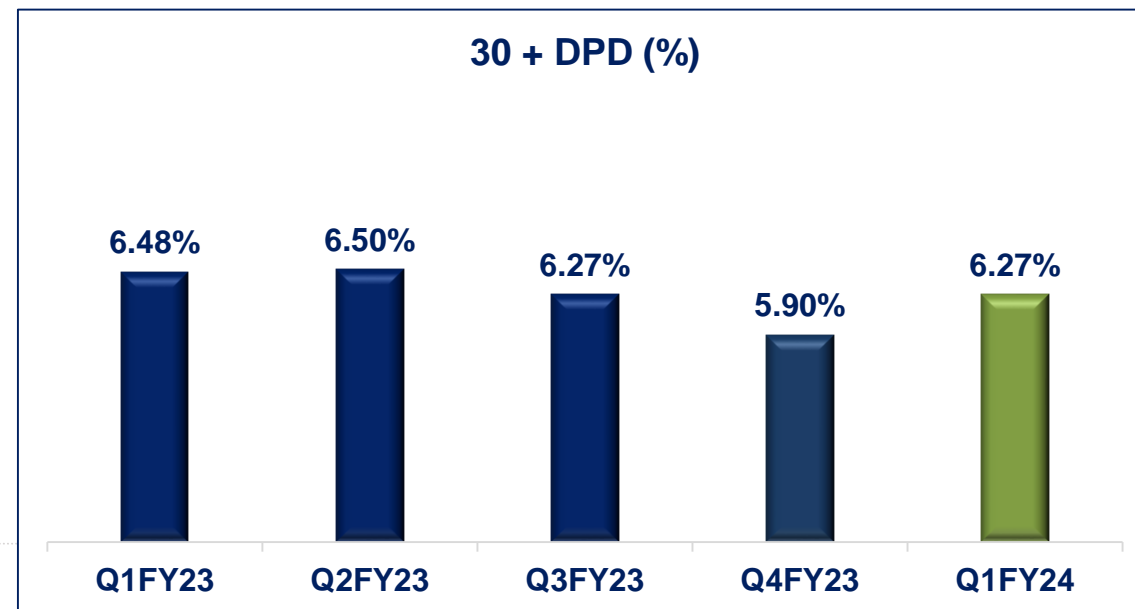
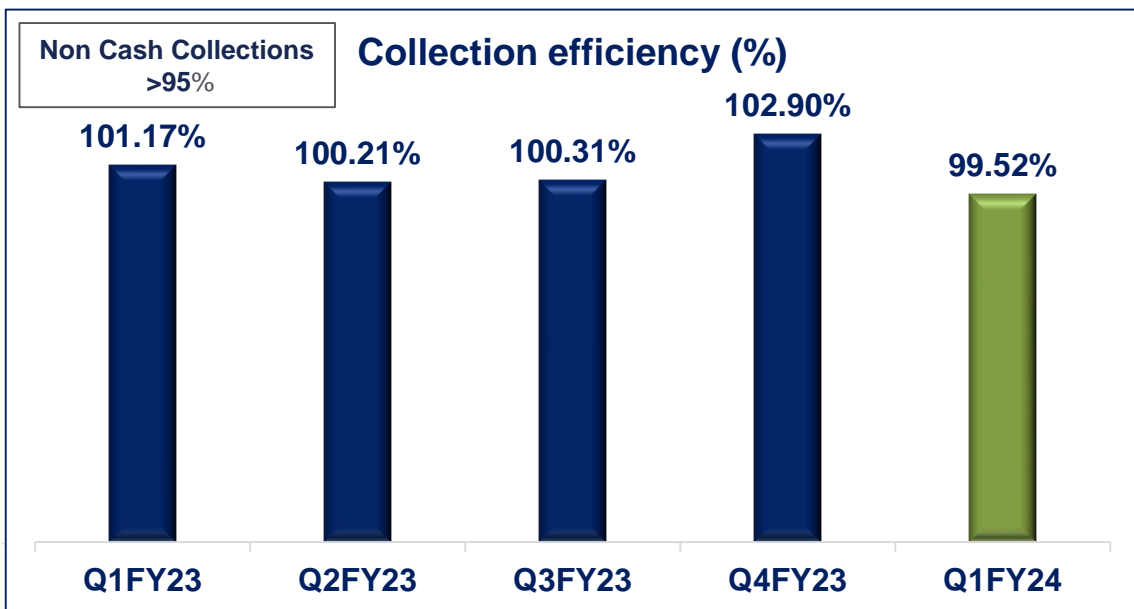
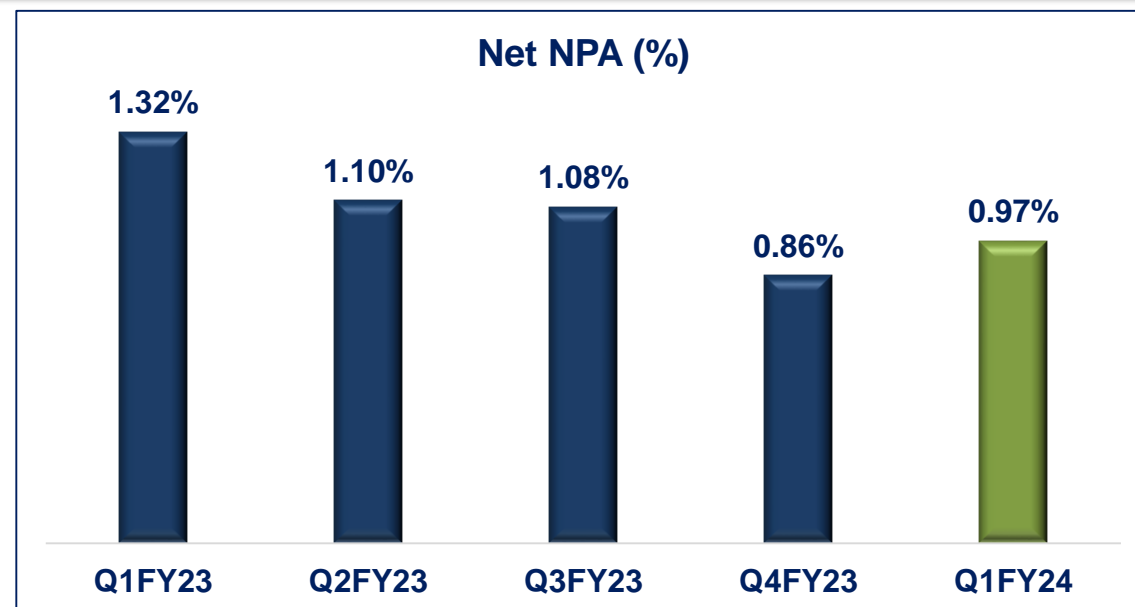
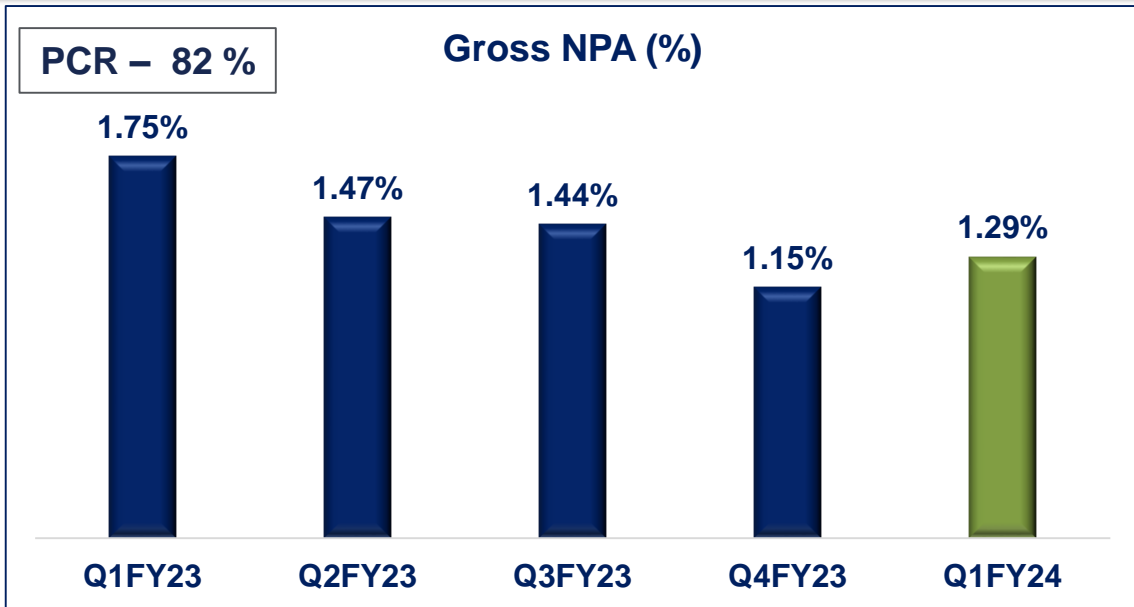


Opex (%)



ROA (%)



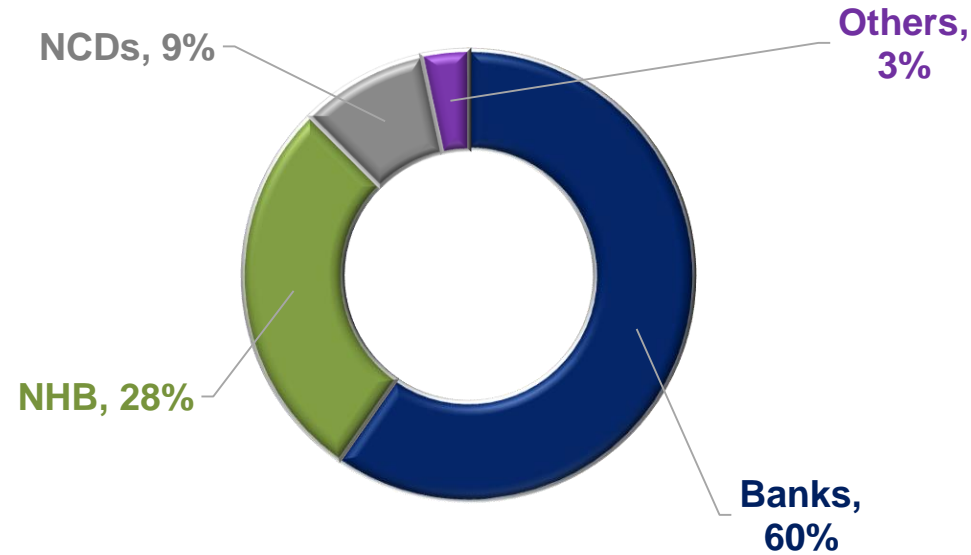


Provision for Contingencies (ECL)

Rs in lakhs

	Consolidated			
	30-Jun-23	31-Mar-23	30-Jun-22	31-Mar-22
Gross Stage 3	9,224	7,767	9,654	6,184
% portfolio in Stage 3	1.29%	1.15%	1.75%	1.19%
ECL Provision Stage 3	2,306	1,942	2,414	1,546
Net Stage 3	6,919	5,825	7,241	4,638
Provision coverage ratio (PCR)	25.00%	25.00%	25.00%	25.00%
Gross Stage 2	35,474	31,998	26,050	45,156
% portfolio in stage 2	4.98%	4.75%	4.72%	8.72%
ECL Provision Stage 2	2,596	2,551	902	1,021
Net Stage 2	32,878	29,446	25,147	44,135
Provision coverage ratio (PCR)	7.32%	7.97%	3.46%	2.26%
Gross Stage 1	6,67,634	6,34,066	5,16,195	4,66,620
% portfolio in stage 1	93.73%	94.10%	93.53%	90.09%
ECL Provision Stage 1	2,649	2,625	1,755	1,602
Net Stage 1	6,64,984	6,31,441	5,14,440	4,65,018
Provision coverage ratio (PCR)	0.40%	0.41%	0.34%	0.34%
Total AUM	7,12,332	6,73,831	5,51,899	5,17,960
ECL Provision	7,551	7,119	5,071	4,169
Provision coverage ratio (PCR)	1.06%	1.06%	0.92%	0.80%

Diversified and Balanced Funding Mix
Sources of funds mix(%)



Avg. Tenure of Borrowings (months)	FY 24 (Q1)	FY23	FY22
	84.2	86.9	84.7

• Others represents Securitisation

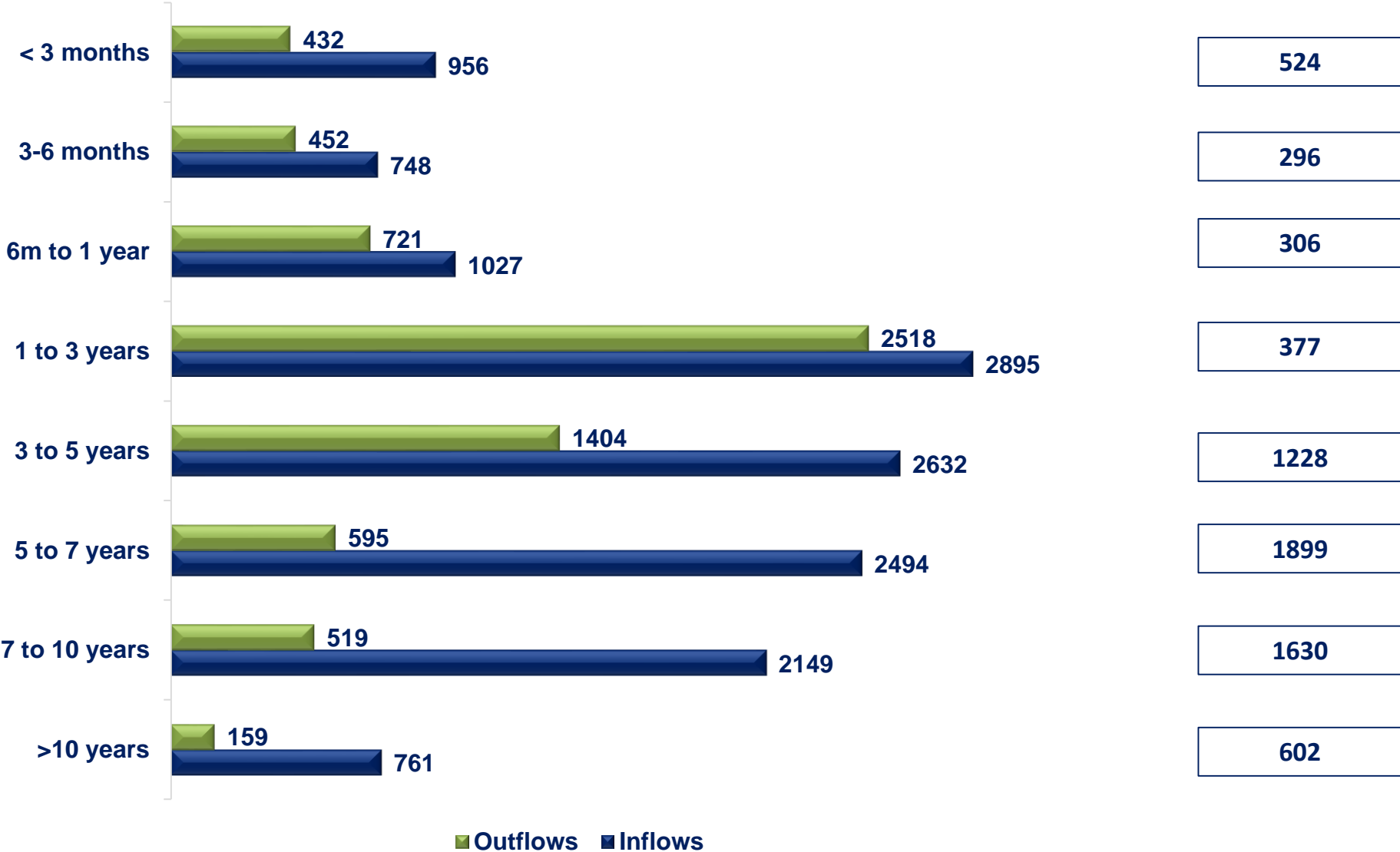
- Credit Rating (ICRA) – AA (-) Stable
- Credit Rating (CARE) – AA (-) Stable

20+ Lender Relationships

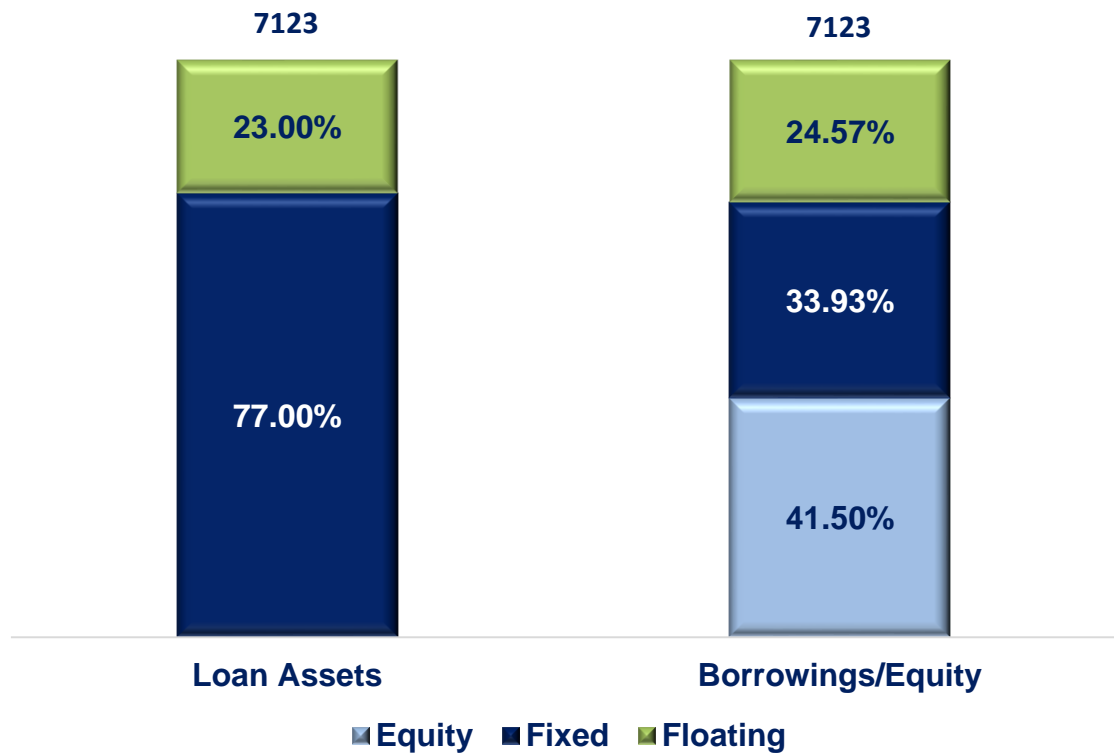
No Exposure to Short term loan incl CPs

DFI			
Refinance			
Private Sector	   	   	   
Public Sector	 	 	

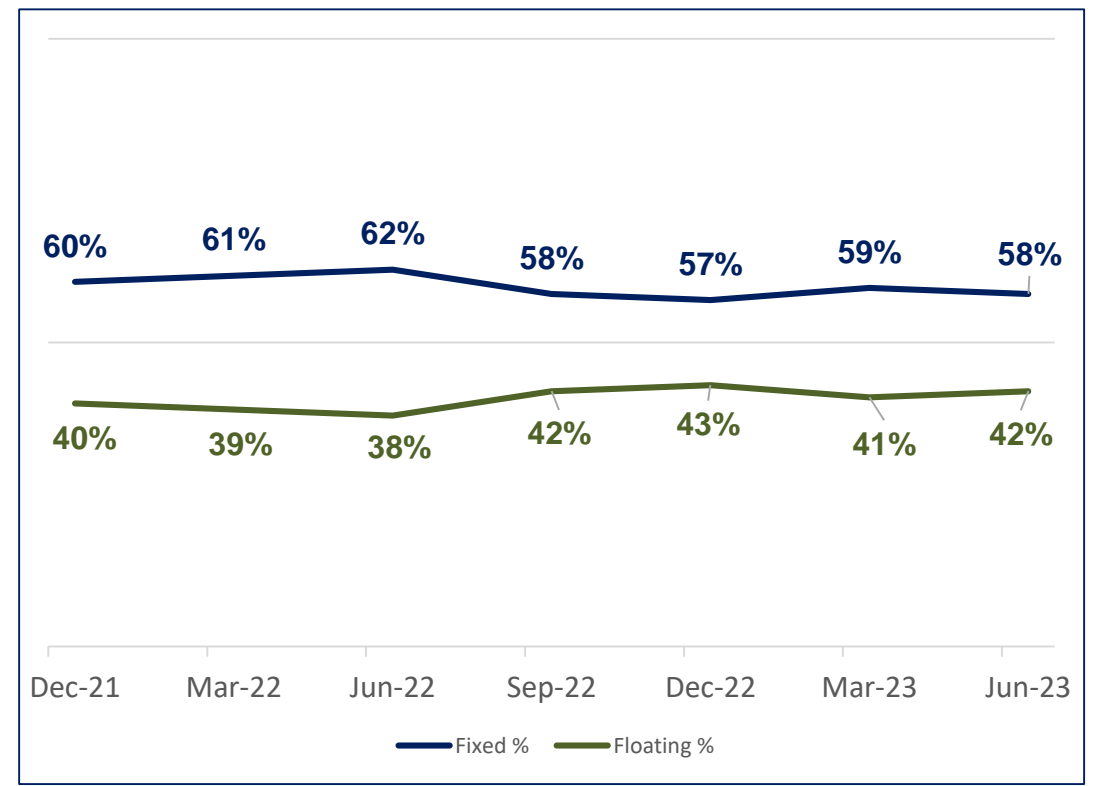
Position as on 30 Jun 2023 (Rs.Cr)



Loan Assets & Borrowings (₹ Cr) As on Jun-23



Borrowings - Fixed Vs. Floating



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

A. Liquidity

Rs in Crores

Particulars	30-Jun-23
Unencumbered Cash & Cash equivalents	497
Unavailed Sanctions from Banks	400
Total	897

Particulars	FY 24 Q2	FY 24 Q3
Opening Liquidity	897	1,034
Add: Principal repayments & Surplus from Operations	525	565
Less: Debt repayments	(388)	(411)
Closing Liquidity	1,034	1,188

* Excluding Fresh Sanctions

* Rs.1188 Crores Surplus available for business upto Dec 2023

B. Capital Adequacy

Capital Adequacy as on 30 June 2023 - 75.38%



Continued Focus on Existing Segment & strengthen focus on SME

- Ticket Size in INR 0.5 – 1.5mn range in HL and SME
- Large headroom in new to credit, retail segment
- Different templates of customer profiles to increase business while managing risks



Deeper Penetration in Existing Markets & Expand in new markets

- Increasing penetration and Contiguous expansion
- Branch expansion in new markets – Odisha and Maharashtra



Continued focus on productivity & Credit Cost

- Focus on productivity, Credit Cost and Opex
- Continue to improve credit ratings, Cost of funds.

Chairman



M. Anandan

Executive Chairman

Non-Executive Nominee Directors



Sumir Chadha

Nominee Director - WestBridge



KP Balaraj

Nominee Director - WestBridge



Shailesh J. Mehta

Partner, Granite Hill Capital Partners

Non-Executive Independent Directors



S. Krishnamurthy

Former MD and CEO, SBI Life Insurance



K. M. Mohandass

Partner, KM Mohandass & Co Chartered Accountants.



Krishnamurthy Vijayan

Former MD, JPM Asset Mgmt.



Mona Kachhwaha

Director – Impact Investors Council

Non-Executive Independent Directors



VG Kannan

Former- MD, SBI

Managing Director



P. Balaji

Managing Director



Balaji P
Managing Director

Several years of experience in financial Services including HFC



C.T. Manoharan
Chief Business Officer

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



John Vijayan
Chief Financial Officer

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



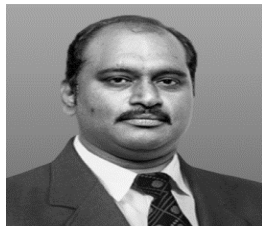
V. Krishnaswami
Sr. Vice President - Information Technology

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



Srinivasan K
Associate VP- Credit

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



Sundara Kumar V
Sr. Vice President – Legal & Receivables

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



N.Srikanth
Vice President - HR

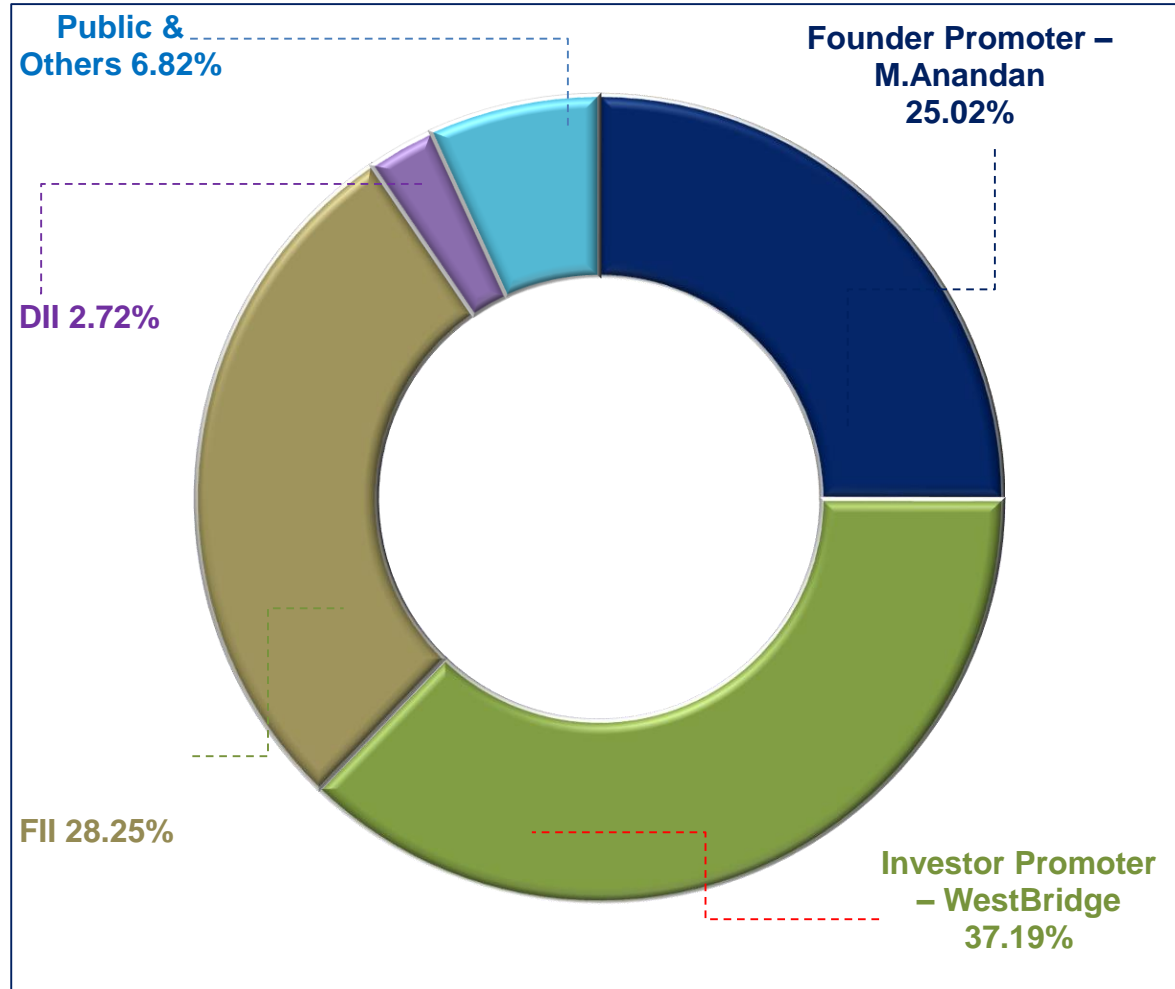
Seasoned Professional with experience in HR planning, recruitment, training, induction, employee relations and engagement



Naveen Kumar R
Associate VP – Operations & Compliance

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

Shareholding Pattern



Top Institutional Shareholders

Key Investors

Investor Details	% of holding
Malabar Group	8.31
Capital Research	3.39
Steadview Capital	3.18
Ward Ferry	3.08
Sequoia	2.61
Aberdeen	1.71
Vanguard	1.43
Genesis	1.11

Annexures

Consolidated Statement of Profit and Loss(*)

Rs in Crores

FY 23		FY 24	FY 23	FY 23	Growth %
Full Year	Particulars	Q1	Q1	Q4	Q1-o-Q1
1,058.40	Interest Income	296.81	233.00	290.61	27%
70.60	Fee and Other Income	18.06	15.76	17.78	15%
(275.91)	Interest Expenses	(84.74)	(54.26)	(77.66)	56%
853.08	Spread	230.13	194.50	230.72	18%
(165.24)	Operating Expenses	(44.22)	(32.67)	(46.58)	35%
(34.12)	ECL Provisions / Write-Off's	(2.49)	(9.52)	(7.75)	(74%)
653.71	Profit Before Tax	183.42	152.31	176.38	20%
(150.70)	Prov. For Tax	(41.17)	(33.46)	(41.08)	
503.01	Profit After Tax	142.25	118.85	135.30	20%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs in Crores

Mar-23	Particulars	Jun-23	Jun-22
	<u>Source of Funds</u>		
99.61	Share capital	99.61	99.38
3,239.72	Reserves & surplus	3,282.03	2,935.63
3,339.33	Net worth	3,381.64	3,035.01
3,786.02	Borrowings	4,133.98	2,938.96
50.70	Other Liabilities & Provisions	27.84	52.29
7,176.05	Total Source of Funds	7,543.45	6,026.26
	<u>Application of Funds</u>		
6,592.14	Loan Assets	7,006.23	5,402.72
4.55	Fixed Assets	4.64	4.85
511.42	Liquid Assets - Bank FD's / MF's etc	496.67	572.92
67.93	Other Assets	35.92	45.77
7,176.05	Total Application of Funds	7,543.45	6,026.26

(*) – Based on Ind AS

Particulars	FY 24		FY 23	
	Q1		Q1	
Return on Assets (RoA)*				
Revenue from Operations	17.60%		17.71%	
Other Income	0.60%		0.63%	
Total Revenue	18.20%		18.34%	
Interest Expenses	(4.91%)		(4.06%)	
Spread	13.29%		14.28%	
ECL Provisions / Write-Off's	(0.14%)		(0.71%)	
Operating Expenses	(2.55%)		(2.44%)	
Profit Before Tax - RoA	10.59%		11.13%	
Profit After Tax - RoA	8.21%		8.88%	
Profit After Tax - RoE #	16.93%		15.89%	

* Ratio on Avg Loan Book

Ratio on Avg Networth

Thank You