



Ref No: APTUS/03-AUG/2024-25

August 01, 2024

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, 2024.

Pursuant to Regulation 30 of the 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 first quarter ended June 30, 2024.

This Investor Presentation is also available on the website of the Company at <https://www.apтусindia.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 | Q1 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 15th year of operations**



**Regulated by RBI and
supervised by NHB**

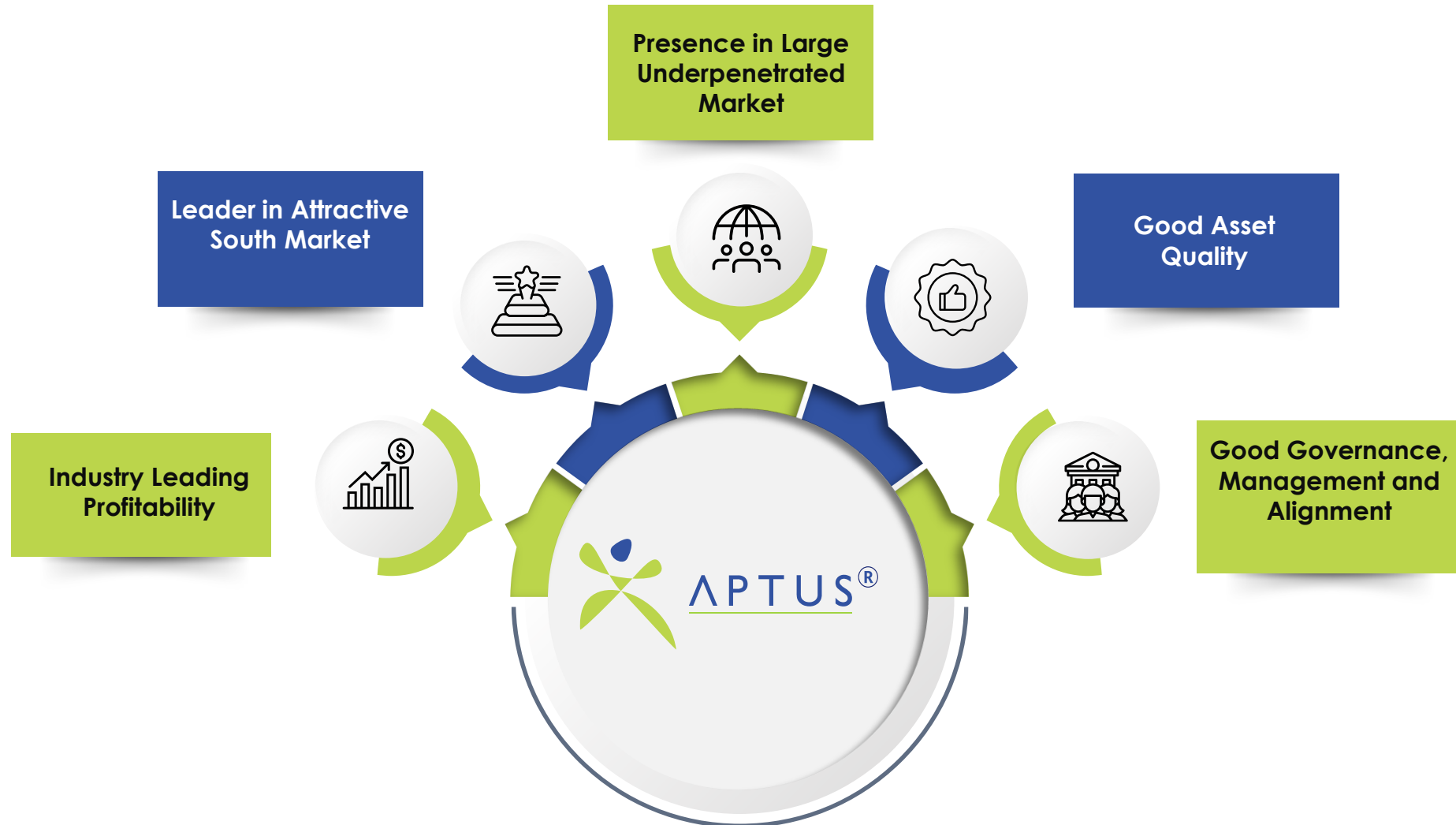


**Run by professional management
team backed by strong Founder
Promoter and marquee investors**



Presence in 267 locations

Key Strengths



Management Update



Journey Over The Years

AUM Rs. Crores



(#) – Represents on book portfolio, No Direct Assignment transactions done

Strong Growth Runway; RoE to remain best in class

Rs in Crores

	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25 (Q1)	CAGR #
No. of Branches	175	190	208	231	262	267	
No. of Customers	43,987	58,069	83,565	1,07,146	1,33,499	1,37,792	
Disbursements	1,271	1,298	1,641	2,395	3,127	675	
Loan Book *	3,179	4,068	5,180	6,738	8,722	9,072	30%
Total Income	523	655	840	1,135	1,417	405	
Interest Expenses	(185)	(207)	(209)	(276)	(388)	(120)	
NIM	339	449	632	859	1,029	285	32%
Operating Expenses	(88)	(98)	(117)	(165)	(207)	(59)	24%
ECL Prov ./Write -Off's	(3)	(6)	(34)	(40)	(29)	(4)	
Profit Before Tax	247	345	480	654	793	222	34%
Profit After Tax	211	267	370	503	612	172	30%
Ratios							
NIM to Assets (%)	12.48%	12.38%	13.66%	13.88%	13.45%	12.80%	
Opex to Assets (%)	3.26%	2.70%	2.53%	2.75%	2.70%	2.67%	
ECL to Assets (%)	0.10%	0.16%	0.75%	0.68%	0.38%	0.16%	
Return on Assets (PBT)(%)	9.12%	9.52%	10.38%	10.45%	10.37%	9.96%	
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%	1.30%	
NNPA (%)	0.54%	0.49%	0.88%	0.86%	0.80%	0.98%	
ROE (%)	17.53%	14.47%	14.45%	16.34%	17.25%	18.13%	

* Note 1: Represent 100% on book Loans. Direct assignment of loans - NIL
Note 2: CAGR: FY 24 Vs FY20

Note 3: GNPA for FY19, FY20 & FY21 as per old RBI norms
Note 4: Asset Ratio based on Avg. Loan Book

Snapshot: June 2024

■ YoY ■ QoQ

Assets under Management (AUM)

INR 9,072 Cr

+27%

+4%

Disbursement *

INR 675 Cr

+4%

Gross Stage 3

1.30%

+ 01
bps

+ 23
bps

NIM

12.80%

Healthy NIM
maintained

Opex to Assets

2.67%

+12
bps

-03
bps

Profit After Tax

INR 172 Cr

+21 %

+5%

Return on Assets

7.73%

Consistently
maintained

Return on Equity

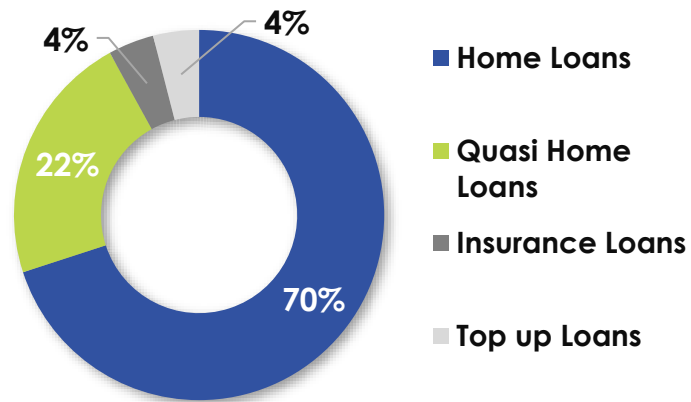
18.13%

Improved from
16.93%

* Refer Slide No.20

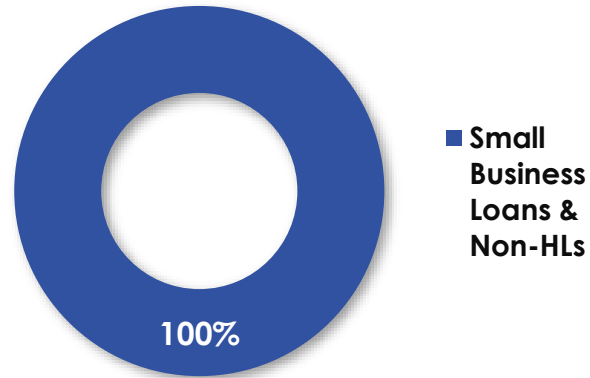
Diversified Income Stream With Niche Customer Focus

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



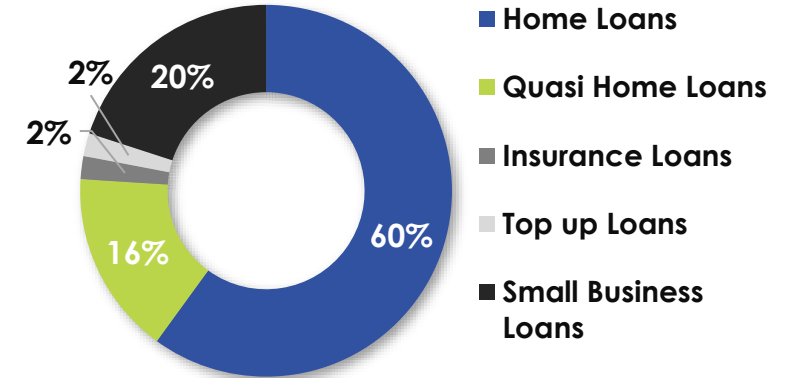
HFC

AUM – Rs 6980 Crs



NBFC

AUM – Rs 2092 Crs

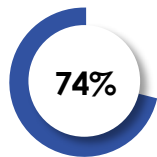


Consolidated

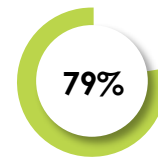
AUM – Rs 9072 Crs



LIG Customers



Self Employed Borrowers






Rural Focus



Avg Ticket Size < Rs.10 lacs

100% In-House Operations

Fully In-House Team..

	1,645	Business Origination
	260	Credit
	280	Legal & technical
	522	Collection
	207	HO / Operations

...Leading to Desired Business Outcomes



Omni Channel Lead Generation



Customer App

- Existing customers can refer leads through customer service APP



Existing Customer Referrals



Bandhu App

- Unifying construction ECO System
- Referral App to generate leads



Construction ecosystem



Lead Generation



Digital Marketing

- Lead generation through Social Media Campaigns & Digital Marketing

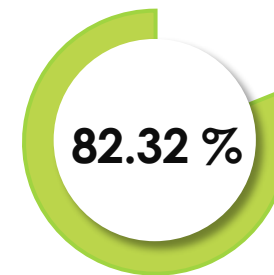


Social Media Leads



Organic Sourcing – Digital LOS

- Our sales executives sourcing organic leads

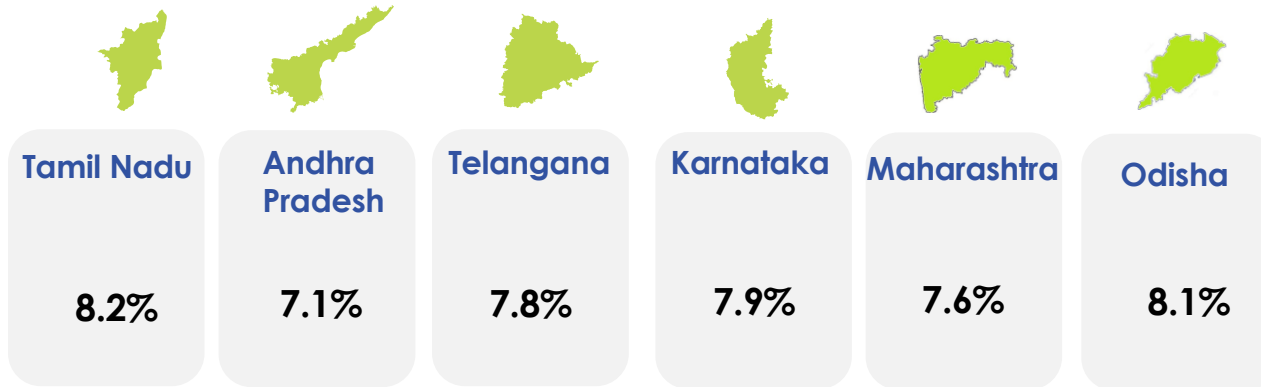


In-house Sourcing

Scalability

Growth Potential in States

GDP Growth
India average: 7.2%

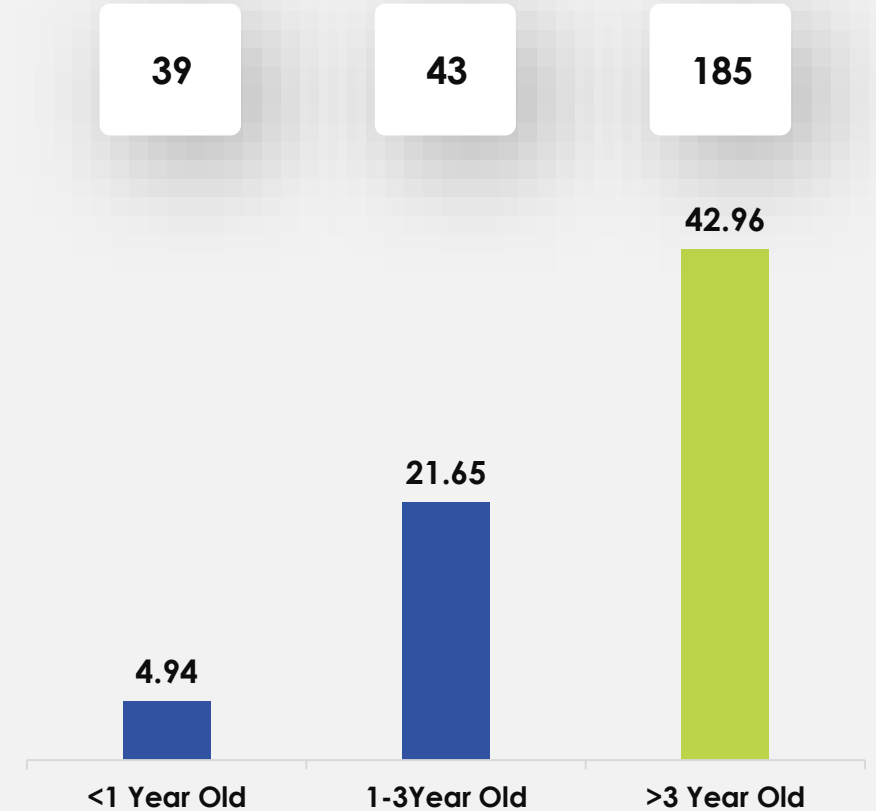


State	No. of Branches	% of AUM as on				
		FY 25 (Q1)	FY 24	FY 23	FY 22	FY 21
Andhra Pradesh	101	41%	40%	35%	31%	28%
Tamil Nadu	85	35%	37%	43%	48%	52%
Telangana	45	16%	15%	14%	12%	10%
Karnataka	32	8%	8%	8%	9%	10%
Maharashtra & Odisha	4	0%	0%	0%	0%	-
Total	267	100%	100%	100%	100%	100%

- (1) New Branches in Maharashtra and Odisha
- (2) Additional Branches in Telangana, Karnataka & Andhra Pradesh
- (3) 5 new branches becomes operational in Q1FY25 and 25 more branches planned to open in FY 25

Branch-wise AUM as on June 30, 2024

AUM per Branch (Rs. Cr)
of Branches



Robust Underwriting, Monitoring & Collections Process

100% In-House Sourcing

Lead Generation through

- Cust app, Bandhu app
- Social media
- 267 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

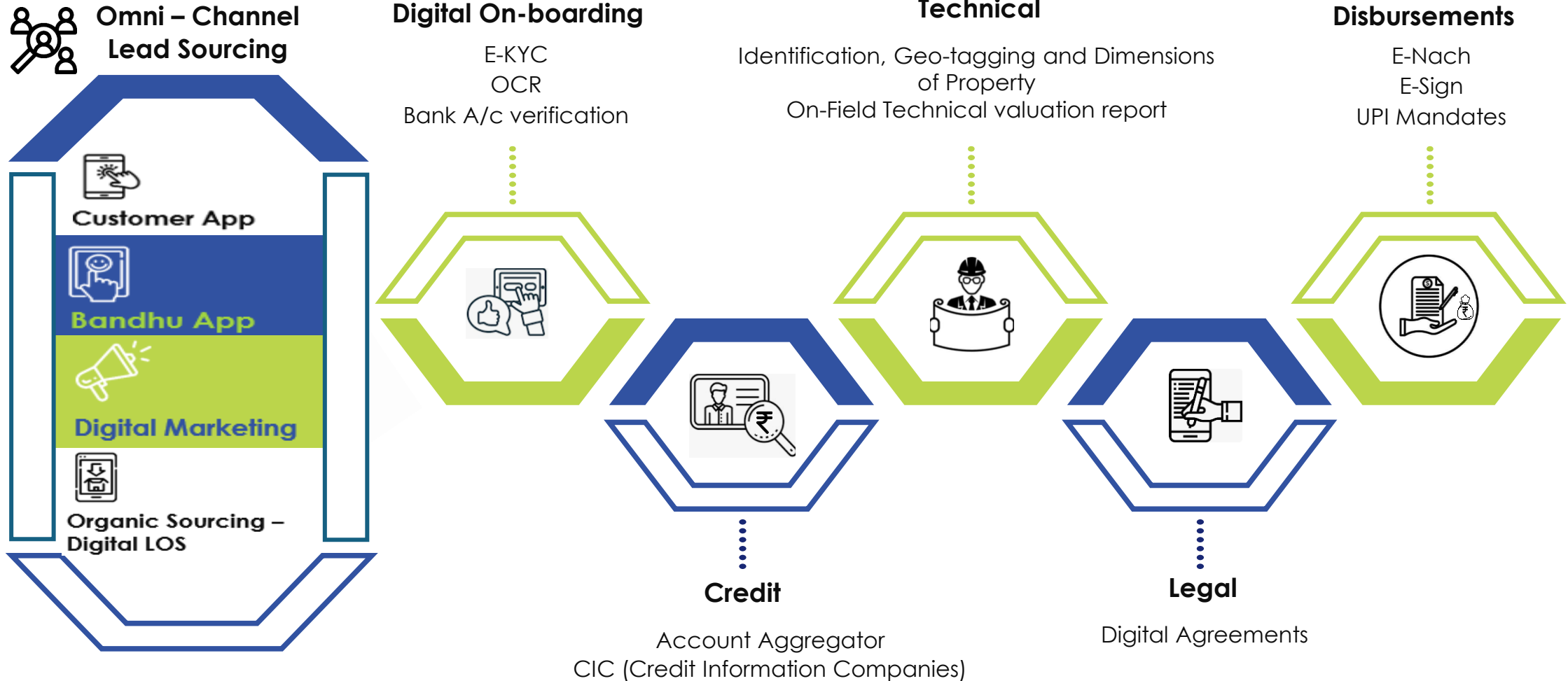
15-24 months

Monitoring early default signs

90 DPD

Legal action / SARFAESI

A Mobile-First Fully Digital LOS



Information & Technology: Key Enabler of Growth

Lending Software

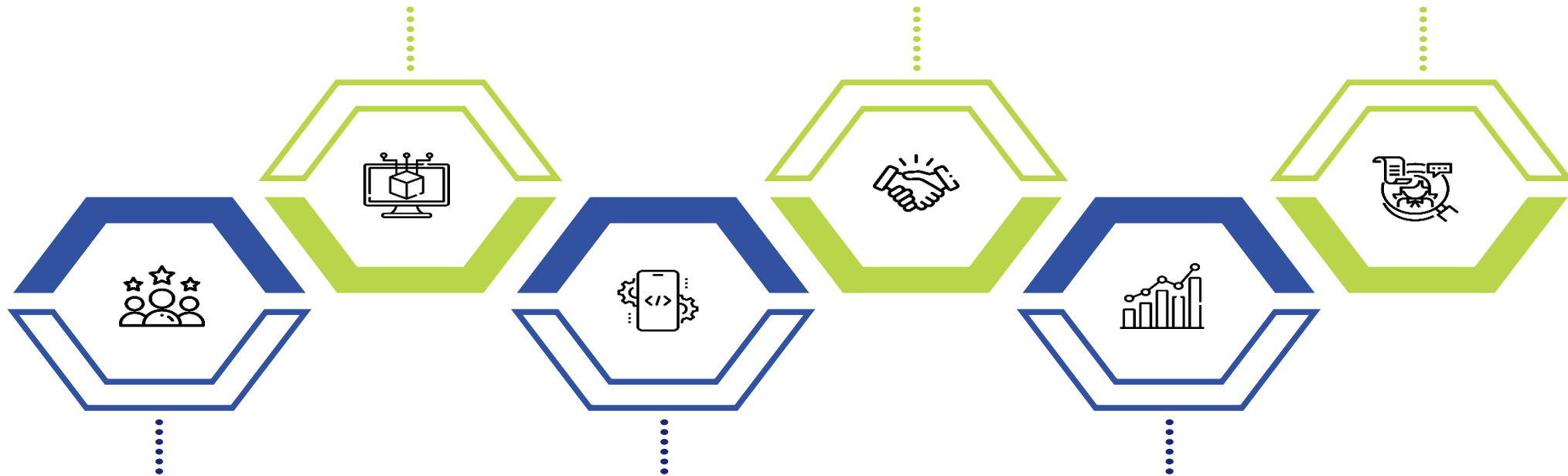
End-to-end software solution

Customer Relationship & Service

Automated CRM and customer service requests

Human Resources

Human resources management system application



Customer Onboarding

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

Scalable and Robust Digital Landscape



Mobility

- A Fully digital mobile-first LOS System
- Mobile App for customer on-boarding, Credit Verification, Technical Valuation, Collections & Customer Service
- Digital – KYC, Account Aggregator & E-nach mandate
- Easy, Quick & Transparent process right from the field
- Loan kit in WhatsApp & Customer App
- Leegality - eStamp & eSign Digital Agreement - Live



Data Analytics

- Time Series Forecast Using **Statistical Model** and **Tensor Flow** for Bounce Prediction.
- Machine Learning Models for Analysis and Prediction
 - Customer Profile Analysis
 - Loan Foreclosure Prediction
 - Probability of Default model
- **“Power BI”** for Live Dashboards



“End – To – End
Digital
Process “



Digital Marketing

- Lead generation through Campaigns.
- Lead Enrichment by Digital Marketing team
- Tie-up with marketing partners to get the leads
- Brand awareness
- Location awareness
- Product and service awareness



Tech Infra

- End-to-End ERP solution
- Robotic Process Automation (RPA) to eliminate manual process
- Electronic Payments
- Backups / DR on cloud
- Payment automation via Bharat Bill Pay Services and Razorpay API integration in Collection App

Risk & Data Science Backed Centralized Underwriting



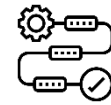
Risk Management

- 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

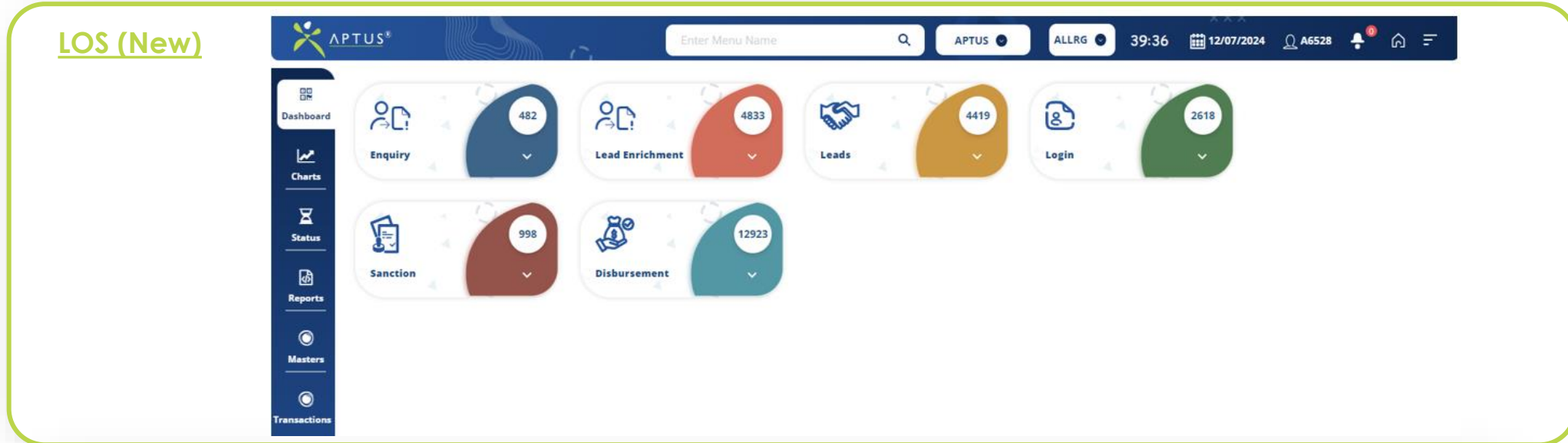
- Consistency in underwriting with expertise in state- wise analysis along with linguistic skills
- Effective training, knowledge sharing and monitoring process
- Quick adoption to process change

Loans approved within 72 hrs

> 90 %



New Technology Upgrade



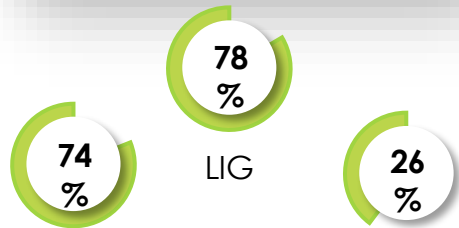
Key Features

- 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, 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



Self-employed

New to Credit

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

Improving Living Standards

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 Experience

of Board Members across academic and professional domains

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

Paperless Initiative

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

Performance Highlights

Disbursements – Q1

Rs in Crores

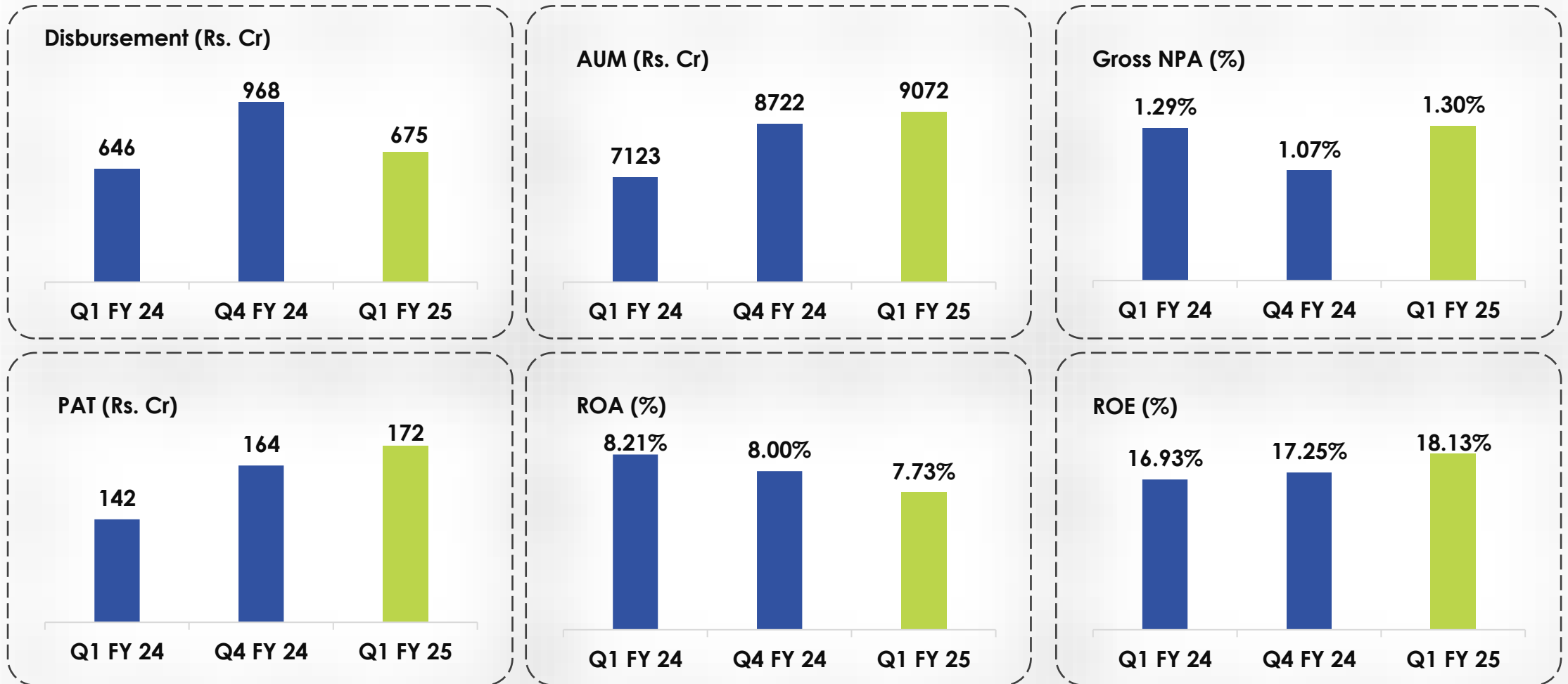
	Apr	May	Jun	Q1	Q1 (excl Apr)
FY 25	41	282	352	675	634
FY 24	178	224	244	646	468
Growth %	-77%	26%	44%	4%	35%

Note:

(1) Disbursements affected in the month of April 2024 due to go-live of New LOS- 'Mobile first lead management system'

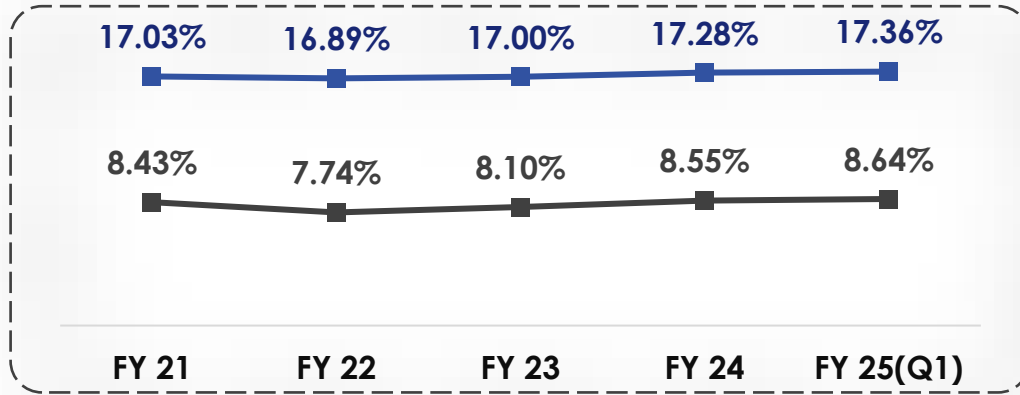
(2) Growth resumed back to normalcy in the month of May & June 2024 – Growth of 35% over the corresponding period

Performance Highlights (Quarterly)

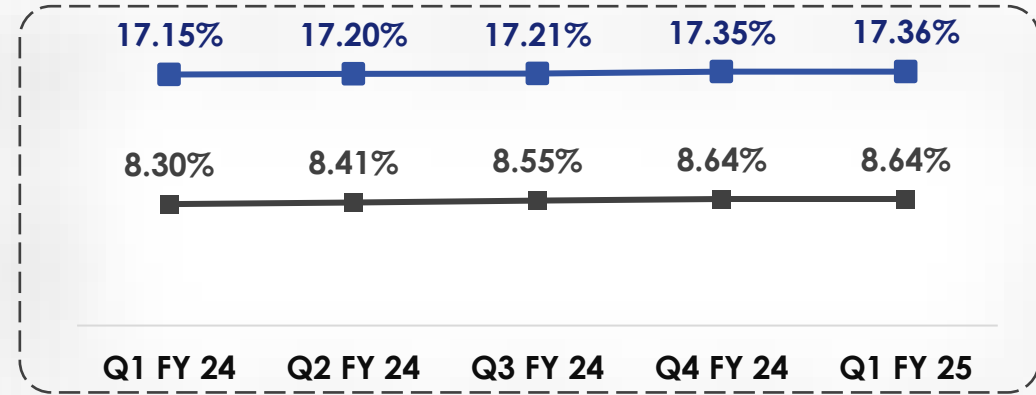


Consistent Spreads

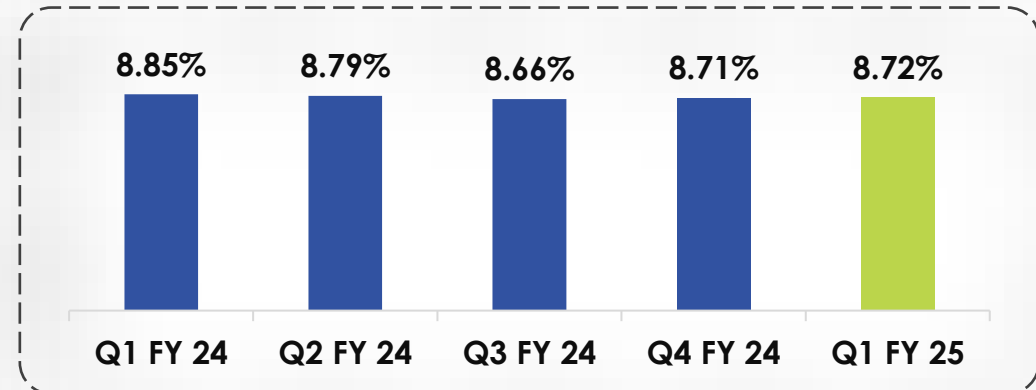
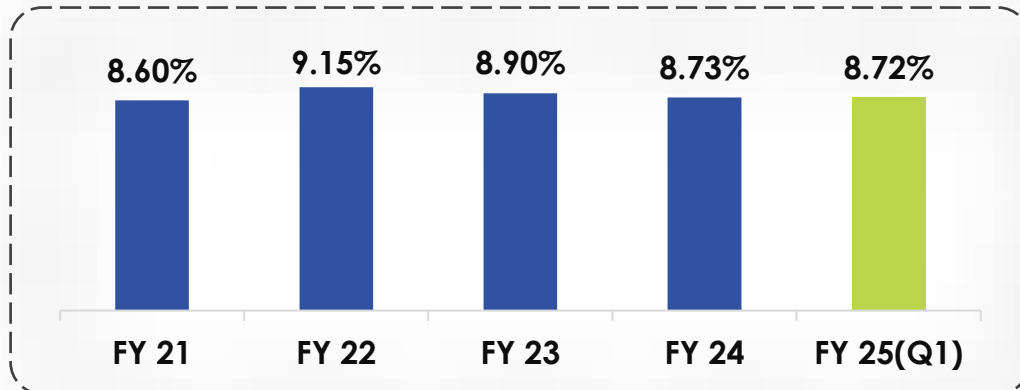
Yields / Cost of Borrowings (%)



Yield Cost of Borrowings

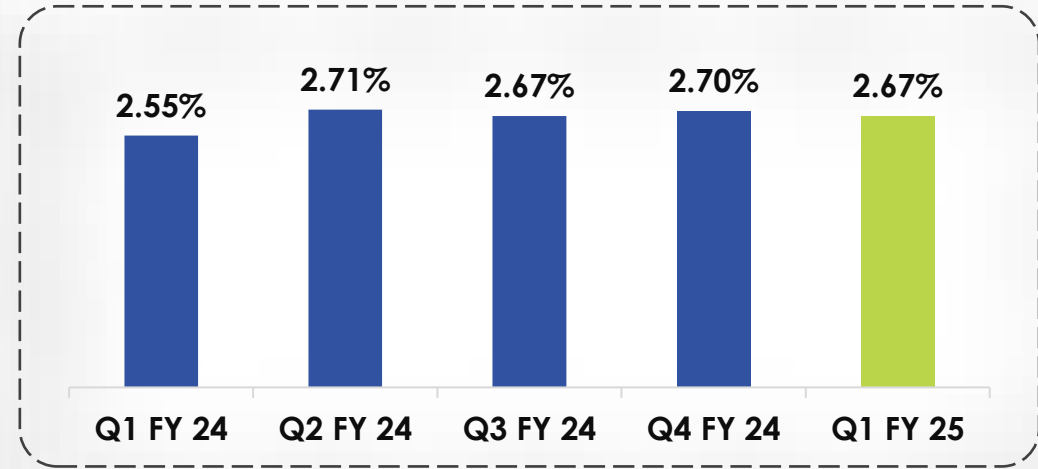
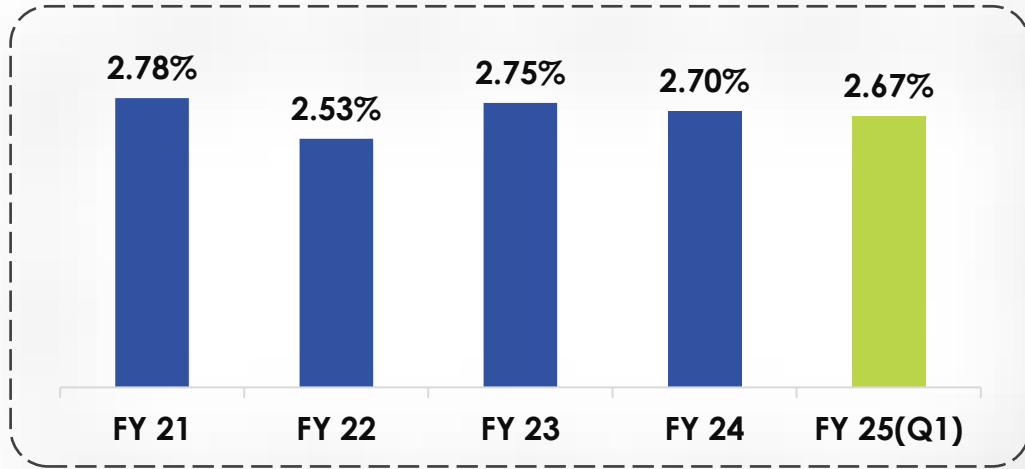


Spread (%)

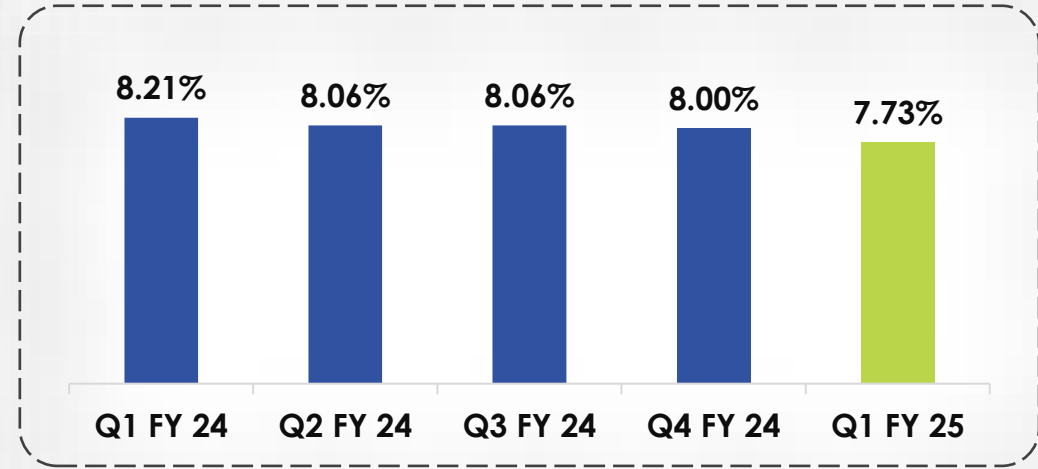
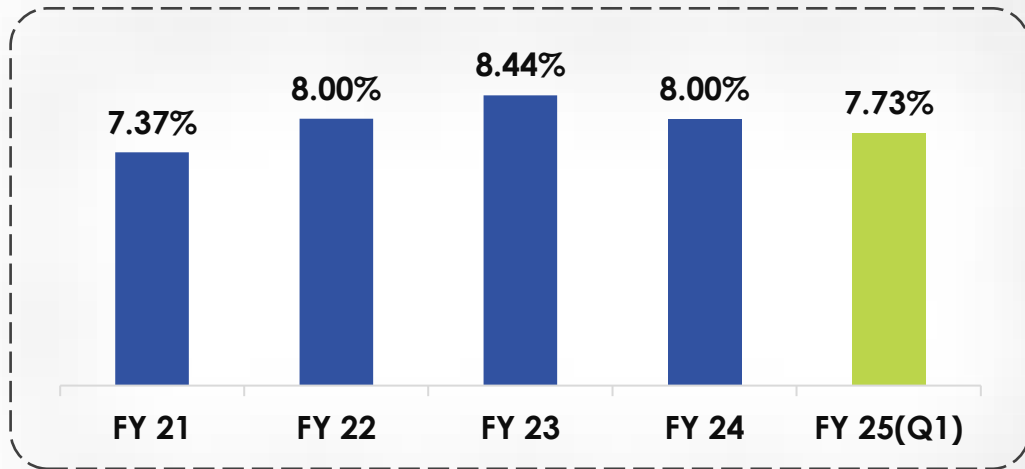


Opex and ROA

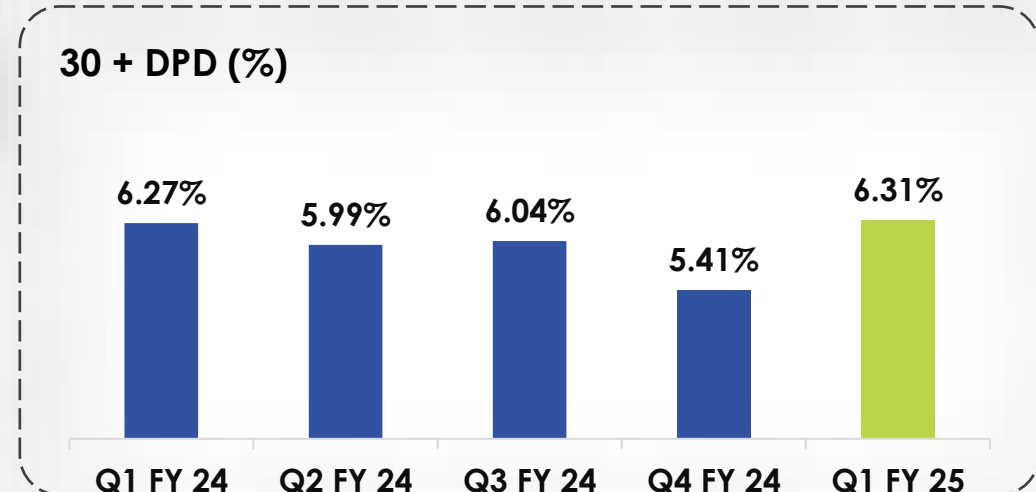
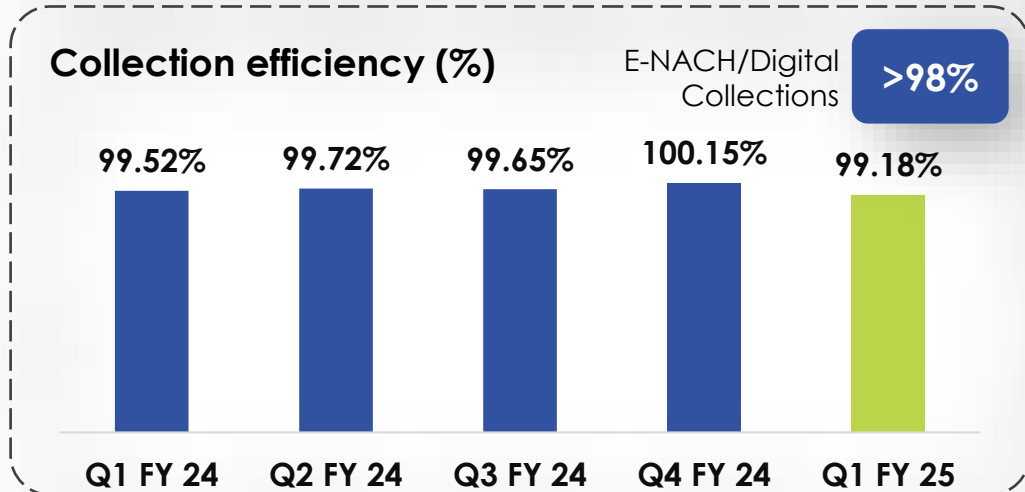
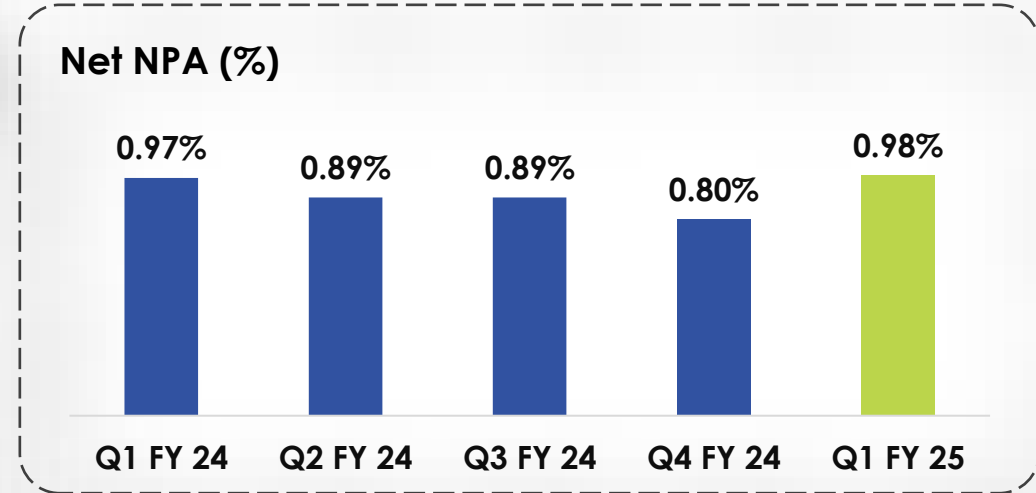
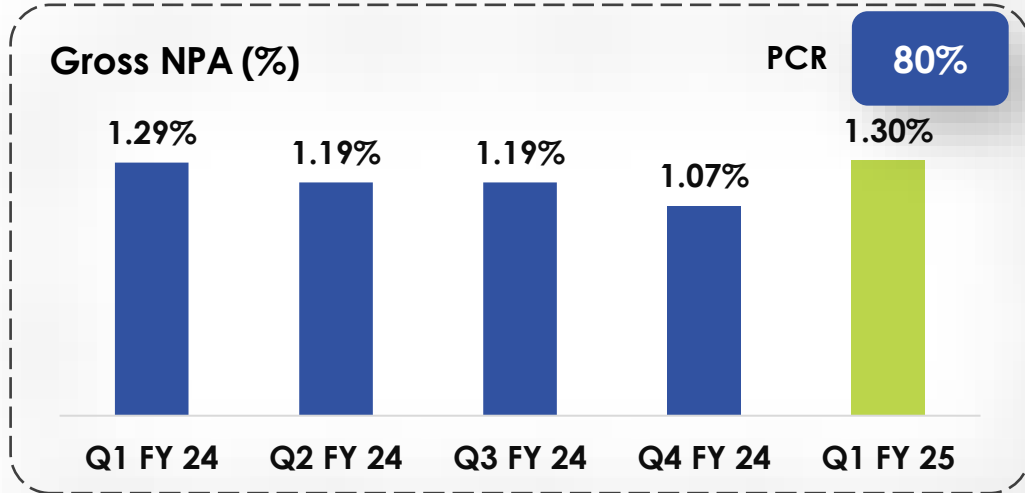
Opex (%)



ROA (%)



Asset Quality



Provision for Expected Credit Loss (ECL)

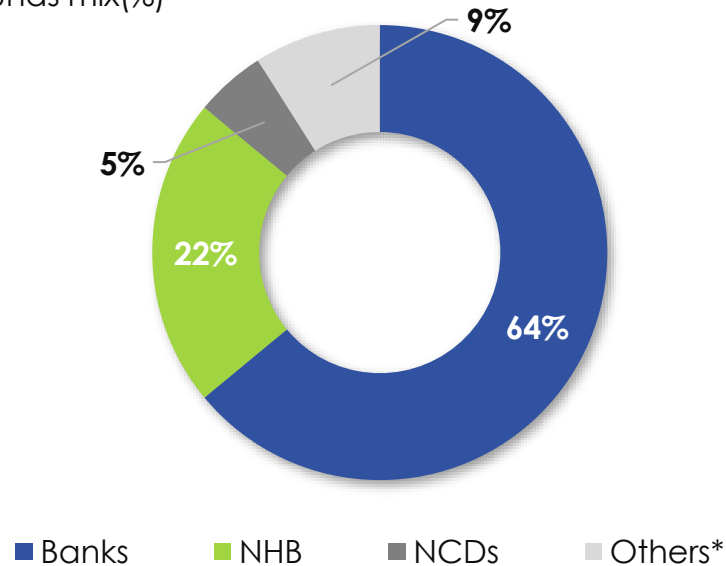
Rs in Lakhs

	Consolidated			
	30-Jun-24	31-Mar-24	30-Jun-23	31-Mar-23
Gross Stage 3	11,836	9,330	9,224	7,767
% portfolio in Stage 3	1.30%	1.07%	1.29%	1.15%
ECL Provision Stage 3	2,959	2,333	2,306	1,942
Net Stage 3	8,877	6,998	6,919	5,825
Provision coverage ratio (PCR)	25.00%	25.00%	25.00%	25.00%
Gross Stage 2	45,421	37,841	35,474	31,998
% portfolio in stage 2	5.01%	4.34%	4.98%	4.75%
ECL Provision Stage 2	3,547	3,613	2,596	2,551
Net Stage 2	41,875	34,228	32,878	29,446
Provision coverage ratio (PCR)	7.81%	9.55%	7.32%	7.97%
Gross Stage 1	8,49,904	8,25,015	6,67,634	6,34,066
% portfolio in stage 1	93.69%	94.59%	93.73%	94.10%
ECL Provision Stage 1	2,975	3,300	2,649	2,625
Net Stage 1	8,46,929	8,21,715	6,64,984	6,31,441
Provision coverage ratio (PCR)	0.35%	0.40%	0.40%	0.41%
Total AUM	9,07,161	8,72,186	7,12,332	6,73,831
ECL Provision	9,480	9,245	7,551	7,119
Provision coverage ratio (PCR)	1.05%	1.06%	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 24 (Q1)	FY24	FY23
	83	80.1	86.9

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

* Others represents Securitisation

20+ Lender Relationships

No Exposure to Short term loan incl CPs

DFI



Refinance



Private Sector

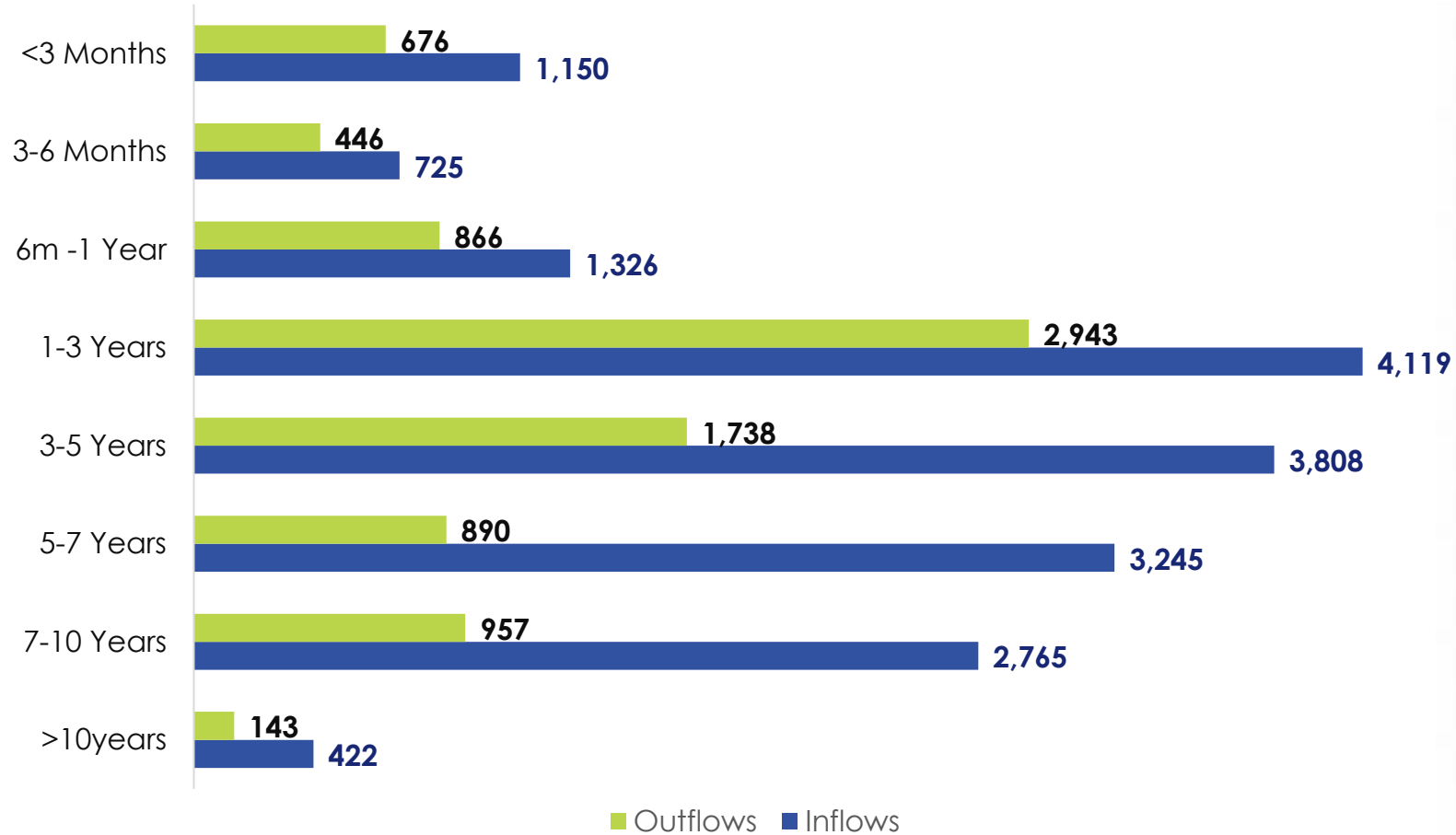


Public Sector



ALM Surplus

Position as on 30 June 2024 (Rs.Cr)

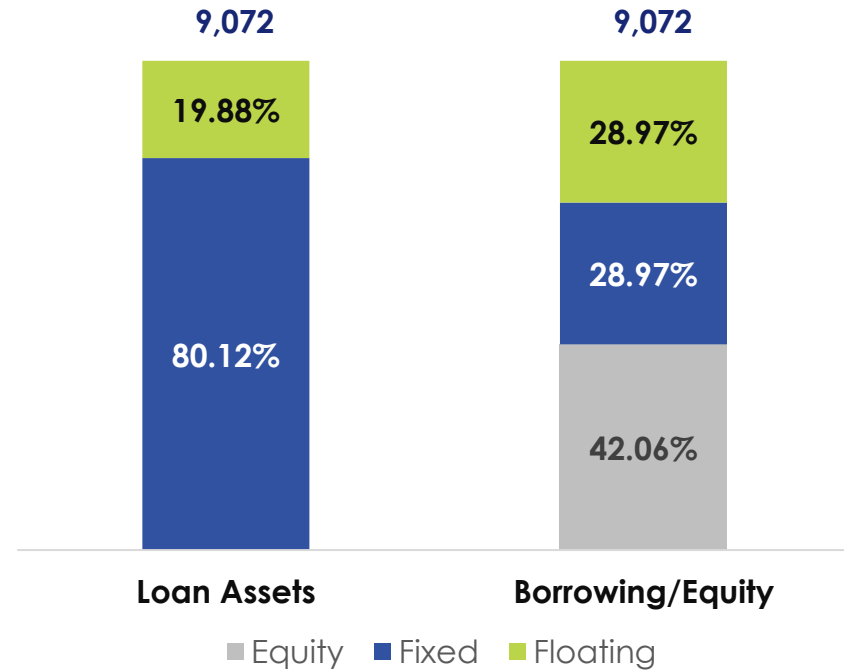


Surplus
474
279
460
1176
2070
2355
1808
279

Fixed Vs Floating (Assets Vs. Liabilities)

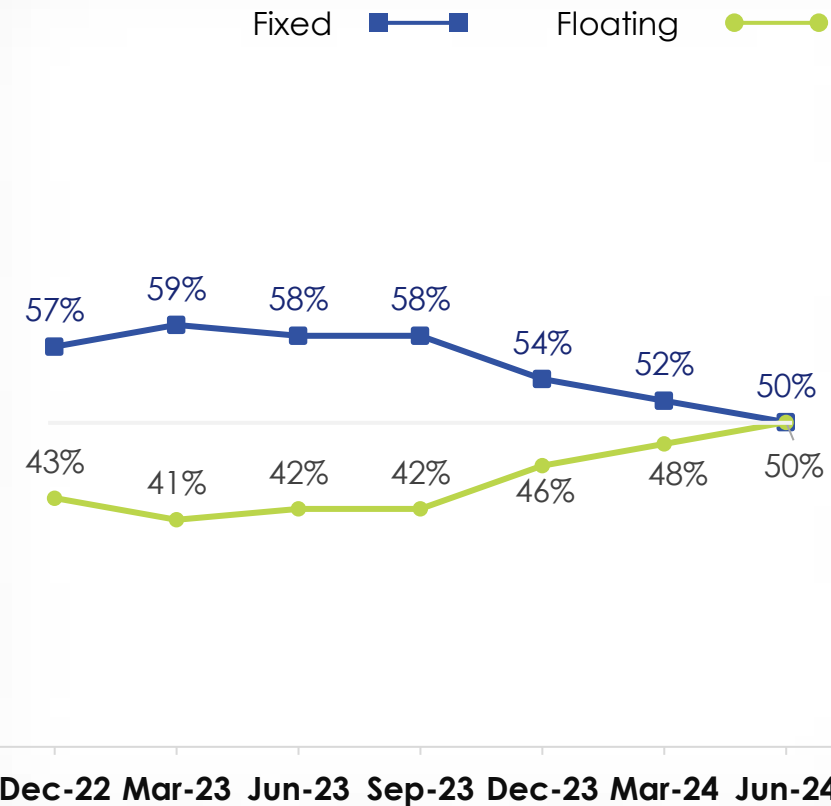
Loan Assets & Borrowings (₹ Cr)

As on Jun-24



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

Borrowings – Fixed Vs. Floating



Comfortable Liquidity Position/ Capital Adequacy

A. Liquidity

Rs in Crores

Particulars	30-Jun-24
Unencumbered Cash & Cash equivalents	387
Unavailed Sanctions from Banks	520
Total	907

Particulars	FY 25 Q2	FY 25 Q3
Opening Liquidity	907	1,158
Add: Principal repayments & Surplus from Operations	656	660
Less: Debt repayments	(405)	(432)
Closing Liquidity	1,158	1,386

* Rs.1,386 Crores Surplus available for business up to Dec 2024

B. Capital Adequacy

Capital Adequacy as on 30 June 2024 – 71.81%

* Excluding Fresh Sanctions

Key Growth Strategies

01

Continued Focus on HL & Strengthen focus on SBL

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

02

Deeper Penetration in Existing Markets

- **Increasing penetration** in existing markets

Expand in new markets

- **Contiguous expansion** in new markets – Maharashtra and Odisha

03

Continued focus on productivity & Credit Cost

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

Experienced and Well Diversified Board

Chairman



M. Anandan
Executive
Chairman

Non-Executive
Nominee
Directors



**Sumir
Chadha**
Nominee
Director -
WestBridge



**KP
Balaraj**
Nominee
Director -
WestBridge

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.

Non-Executive
Independent
Directors



Mona Kachhwaha
Director – Ujjivan
Small Finance Bank



VG Kannan
Former- MD,
SBI

Managing
Director



P. Balaji
Managing Director

Stable 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



Vijayaraghavan Kannan
Chief Risk Officer

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



John Vijayan
Chief Financial Officer

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



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

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



Naveen Kumar R
Vice President – Operations & Compliance

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

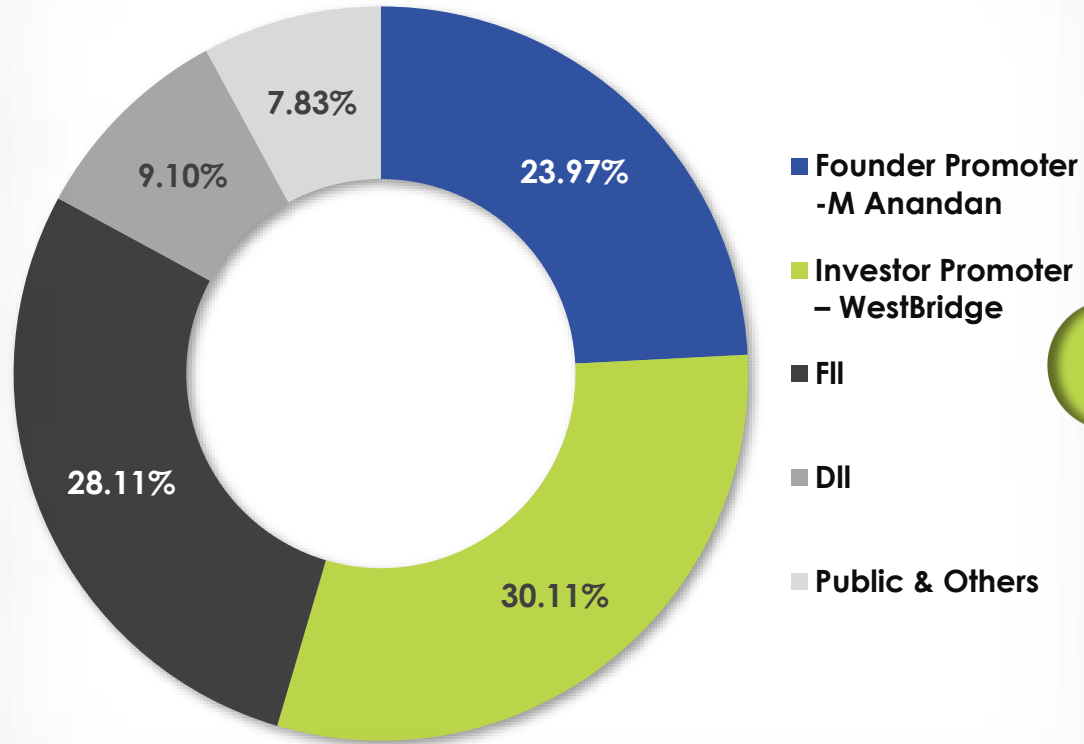


Srinivasan K
Associate VP- Credit

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

Diversified Shareholding

Shareholding Pattern



Top Institutional Shareholders - Key Investors

Investor Details	% of holding
SBI MF	7.56
Malabar	6.70
Capital Research	5.54
Ward Ferry	3.13
Steadview	3.07
Aberdeen	2.95
Vanguard	1.48
East Bridge Capital	1.14
Amundi Group	1.00
TATA MF	0.41
PGIM India	0.13

Annexures



Consolidated Statement of Profit and Loss(*)

Rs in Crores

FY 24		FY 25	FY 24	FY 24	Q1 FY 25
Full Year	Particulars	Q1	Q1	Q4	Over Q1 FY 24
1,320	Interest Income	381	297	360	28%
97	Fee and Other Income	24	19	31	
(388)	Interest Expenses	(120)	(85)	(109)	
1,029	NIM	285	231	283	23%
(207)	Operating Expenses	(59)	(44)	(58)	
(29)	ECL Provisions / Write-Off's	(4)	(3)	(9)	
793	Profit Before Tax	222	183	215	
(181)	Prov. For Tax	(50)	(41)	(51)	
612	Profit After Tax	172	142	164	21%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs in Crores

Particulars	Jun-24	Jun-23
Source of Funds		
Share capital	100	100
Reserves & surplus	3,718	3,282
Net worth	3,818	3,382
Borrowings	5,521	4,134
Other Liabilities & Provisions	45	28
Total Source of Funds	9,383	7,543
Application of Funds		
Loan Assets	8,931	7,006
Fixed Assets	7	5
Liquid Assets -Bank FD's /MF's	387	497
Other Assets	58	36
Total Application of Funds	9,383	7,543

(*) – Based on Ind AS

RoA Tree (based on Avg Loan Book)

Particulars	FY 25 Q1	FY 24 Q1
Revenue from Operations	17.67%	17.60%
Other Income	0.52%	0.63%
Total Revenue	18.19%	18.23%
Interest Expenses	(5.39%)	(4.91%)
NIM	12.80%	13.32%
ECL Provisions / Write-Off's	(0.16%)	(0.17%)
Operating Expenses	(2.67%)	(2.55%)
Profit Before Tax - RoA	9.96%	10.59%
Profit After Tax - RoA *	7.73%	8.21%
Profit After Tax – RoE #	18.13%	16.93%

(*) – Ratio on Avg. Loan Book;
Ratio on Avg. Network



THANK YOU



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