



APTUS™

Ref No: APTUS/05-FEB/2023-24

February 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 third quarter and nine months ended December 31, 2023:

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 third quarter and nine months ended December 31, 2023.

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

You are requested to take the same on record.

Thanking you

For Aptus Value Housing Finance India Limited

Sanin Panicker
Company Secretary & Compliance Officer

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 | Q3 FY24

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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 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
- Stepping into 15th year of operations



Regulated by RBI and supervised by NHB

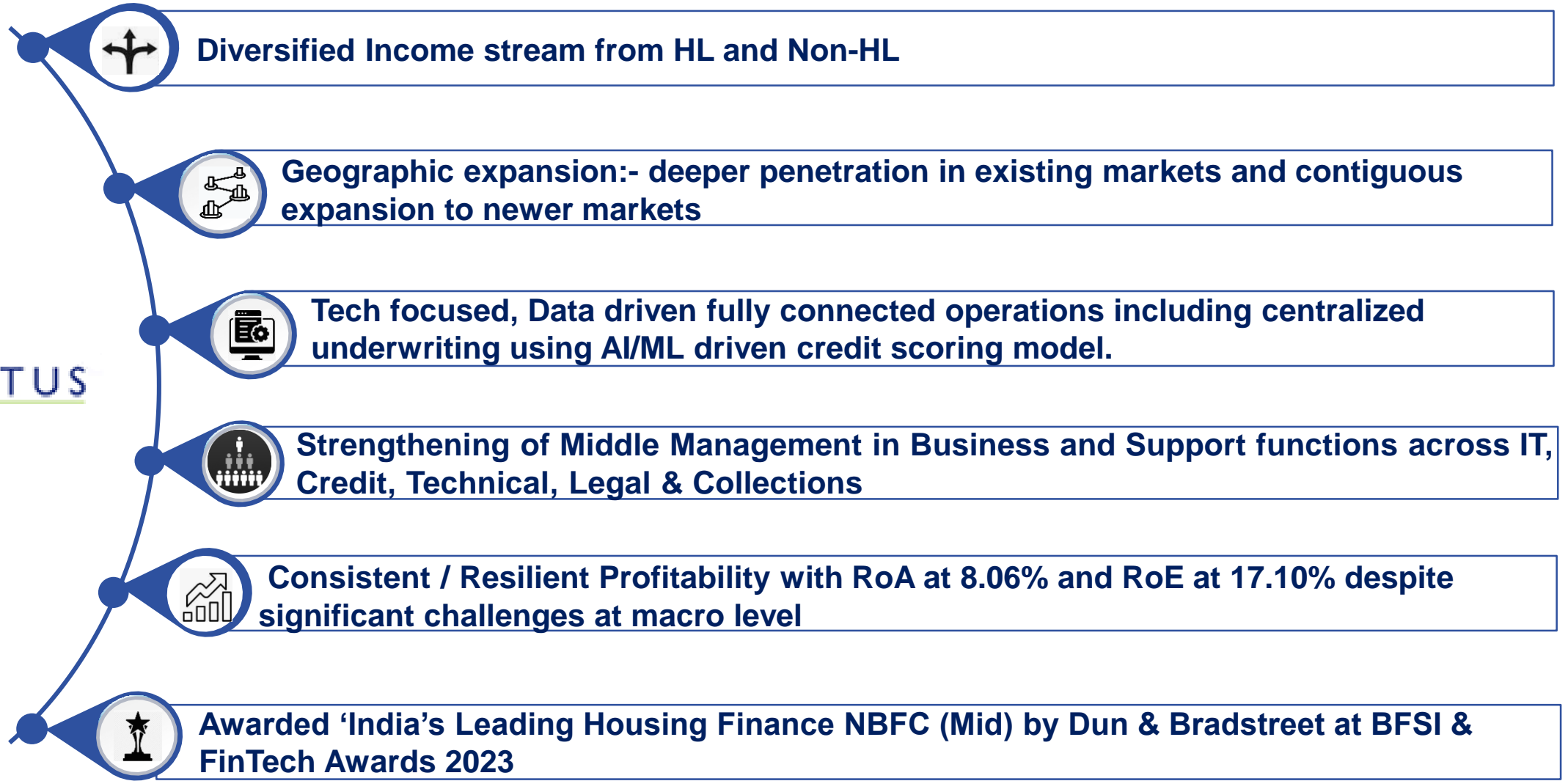


Run by professional
management team backed by
strong Founder Promoter and
marquee investors



Presence in 262 locations

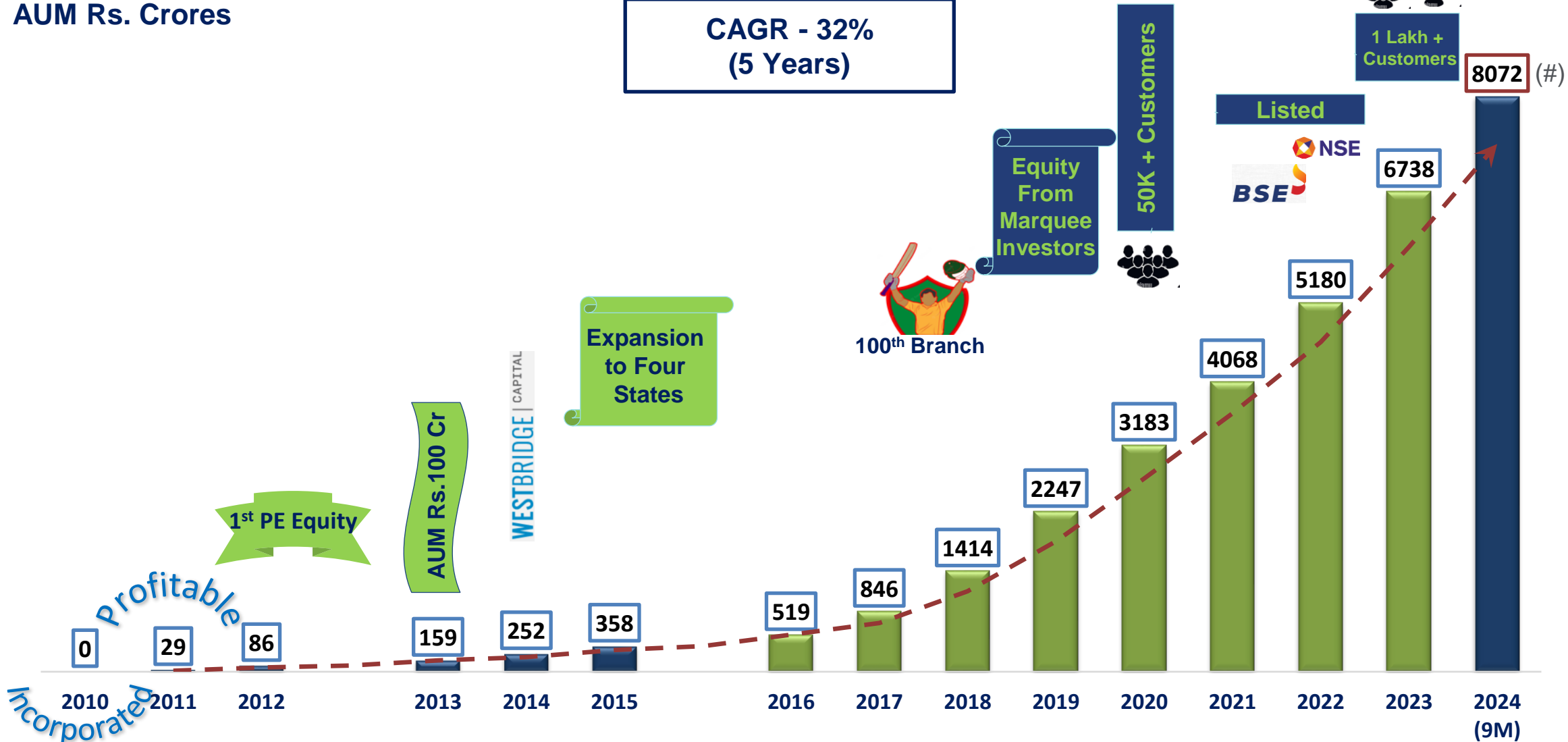




Journey – over the years

AUM Rs. Crores

CAGR - 32%
(5 Years)



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

Financial Snapshot – 5 Years

Rs in Crores

	FY 19	FY 20	FY 21	FY 22	FY 23	FY 24 (9M)	CAGR #
No. of Branches	143	175	190	208	231	262	
No. of Customers	30,749	43,987	58,069	83,565	1,07,146	1,25,604	
Disbursements	1,089	1,271	1,298	1,641	2,395	2,159	
Loan Book *	2,247	3,179	4,068	5,180	6,738	8,072	32%
Total Income	337	523	655	840	1,129	1,022	
Interest Expenses	(116)	(185)	(207)	(209)	(276)	(279)	
NIM	222	339	449	632	853	743	40%
Operating Expenses	(67)	(88)	(98)	(117)	(165)	(148)	25%
ECL Prov. / Write-Off's	(1)	(3)	(6)	(34)	(34)	(16)	
Profit Before Tax	153	247	345	480	654	578	44%
Profit After Tax	112	211	267	370	503	448	46%
Ratios							
NIM to Assets (%)	12.10%	12.48%	12.38%	13.66%	14.32%	13.37%	
Opex to Assets (%)	3.67%	3.26%	2.70%	2.53%	2.75%	2.67%	
ECL to Assets (%)	0.07%	0.10%	0.16%	0.75%	0.57%	0.29%	
Return on Assets (PBT) (%)	8.35%	9.12%	9.52%	10.38%	10.99%	10.41%	
Return on Assets (PAT) (%)	6.10%	7.78%	7.37%	8.01%	8.44%	8.06%	
GNPA (%)	0.40%	0.70%	0.70%	1.19%	1.15%	1.19%	
NNPA (%)	0.30%	0.54%	0.49%	0.88%	0.86%	0.89%	
ROE (%)	17.38%	17.53%	14.47%	14.45%	16.34%	17.10%	
CRAR (%)	43.64%	82.50%	73.63%	86.25%	77.38%	70.45%	

* Note 1: Represent 100% on book Loans. Direct assignment of loans - NIL

Note 2: CAGR: FY 23 Vs FY19

Note 3: GNPA for FY19, FY20 & FY21 as per old RBI norms

Note 4: Asset Ratio based on Avg. Loan Book

Snapshot - December 2023

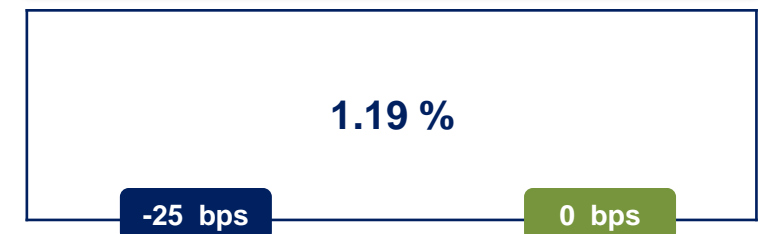
Assets under Management (AUM)



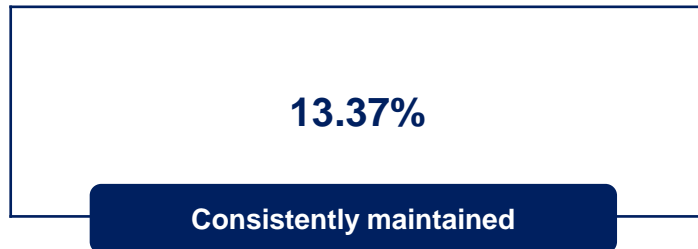
Disbursement



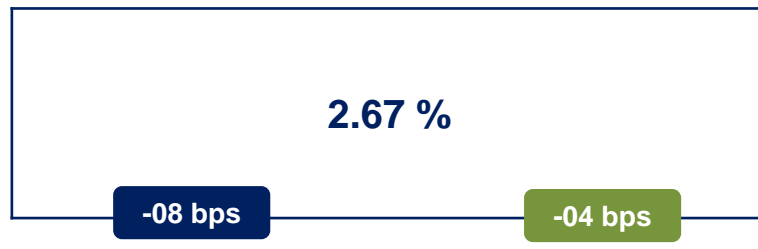
Gross Stage 3



NIM



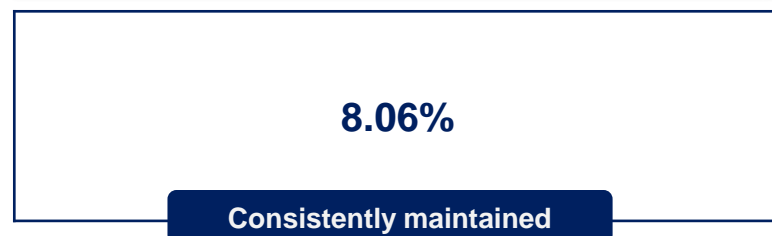
Opex to Assets



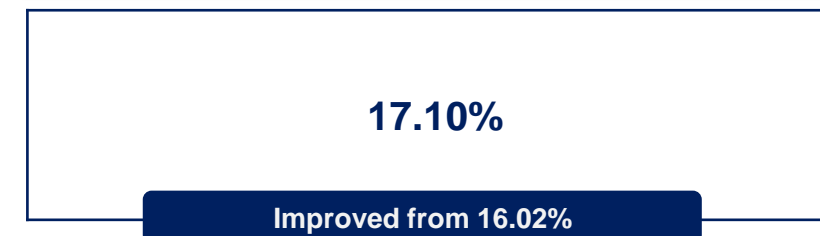
Profit After Tax



Return on Assets



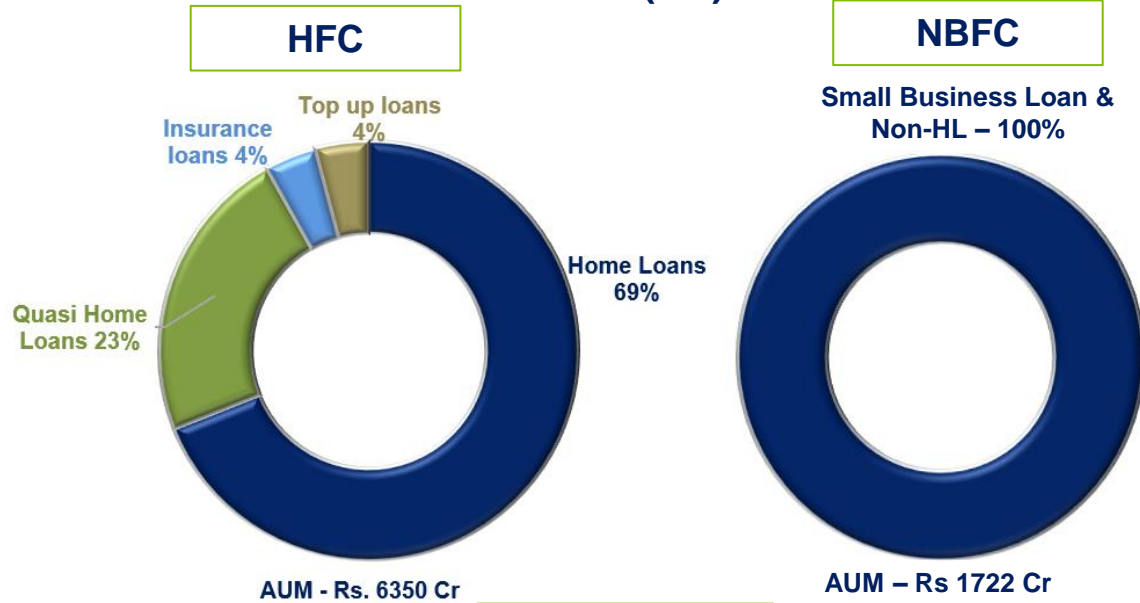
Return on Equity



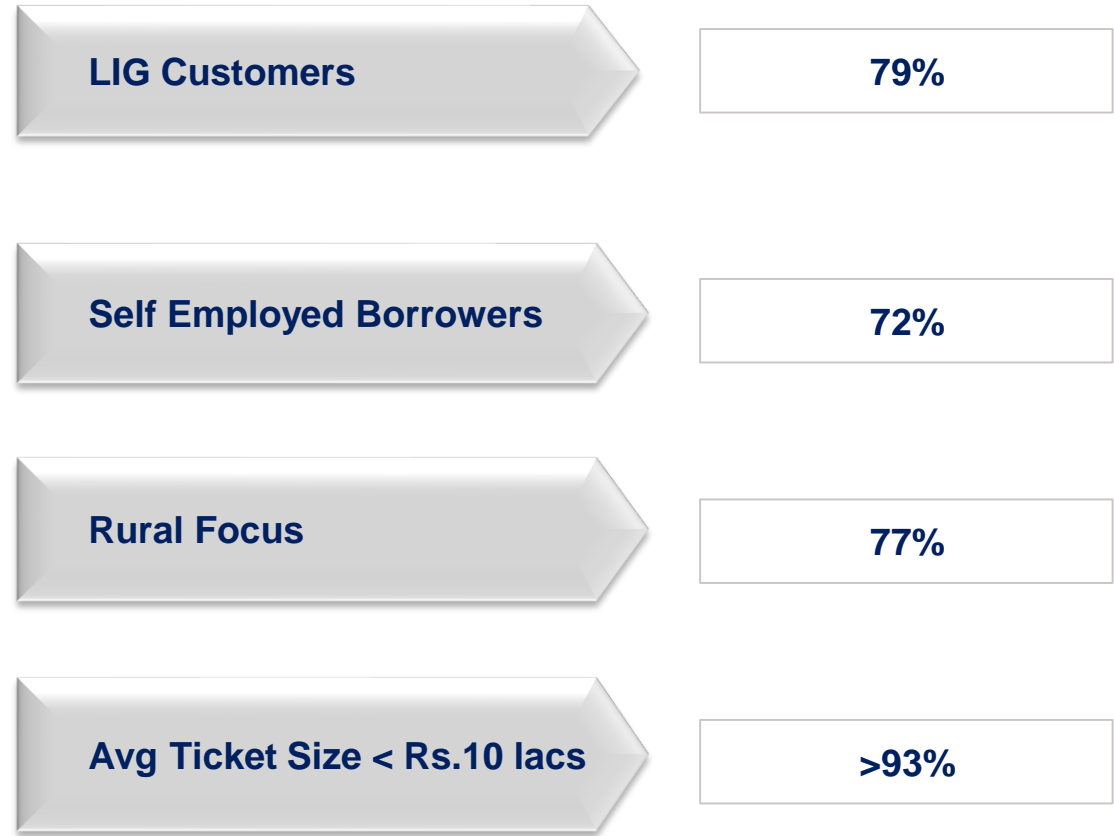
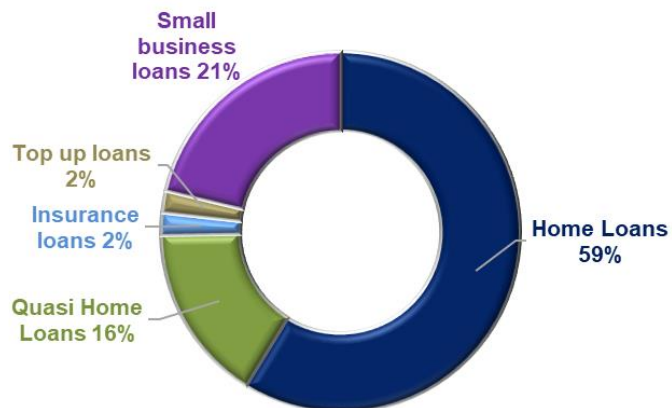
■ YoY
■ QoQ

Diversified Income Stream With Niche Customer Focus

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

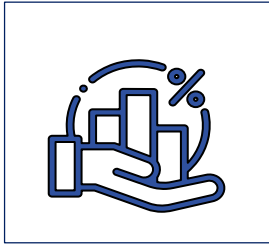


Consolidated



100% In-House Operations

Fully In-House Team...



1,701

Business Origination



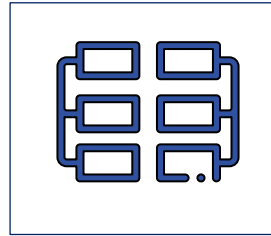
258

Credit



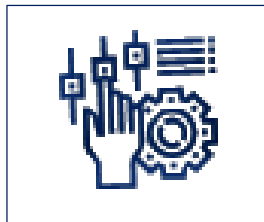
262

Legal & technical



511

Collection



191

HO / Operations

...Leading to Desired Business Outcomes

Pricing Power



Reduced TAT



Low Takeover



Reduced Operational Risk





* Commenced in Q4 FY23

Growth Potential in States



Tamil Nadu

1.8x



Andhra Pradesh

1.1x



Telangana

1.5x



Karnataka

1.5x

Per Capita GDP

Compared to national average of INR 180k

GDP Growth

India average: 6.1%

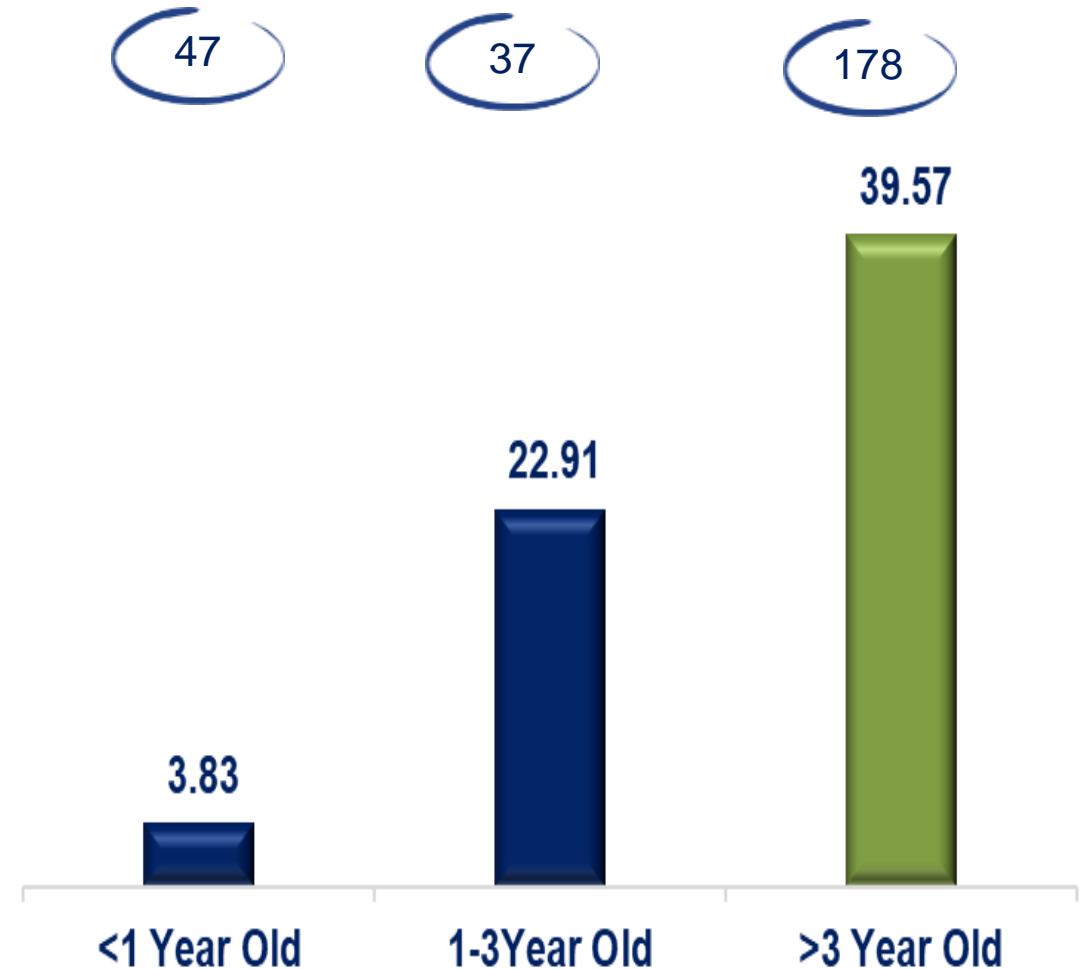
State	No. of Branches	% of AUM as on				
		FY 24 (9M)	FY 23	FY 22	FY 21	FY 20
Andhra Pradesh	99	39%	35%	31%	28%	24%
Tamil Nadu	86	39%	43%	48%	52%	56%
Telangana	46	14%	14%	12%	10%	10%
Karnataka	28	8%	8%	9%	10%	10%
Odisha & Maharashtra *	3	0%	0%	0%	-	-
Total	262	100%	100%	100%	100%	100%

* 3 More Branches in Odisha and 4 More branches in Maharashtra planned to be opened in Q4 FY 24

Branch-wise AUM as on December 31, 2023

AUM per Branch (Rs. Cr)

of Branches



100% In-House Sourcing

Lead Generation through

- *Cust app, Ref app*
- *Social media*
- *262 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

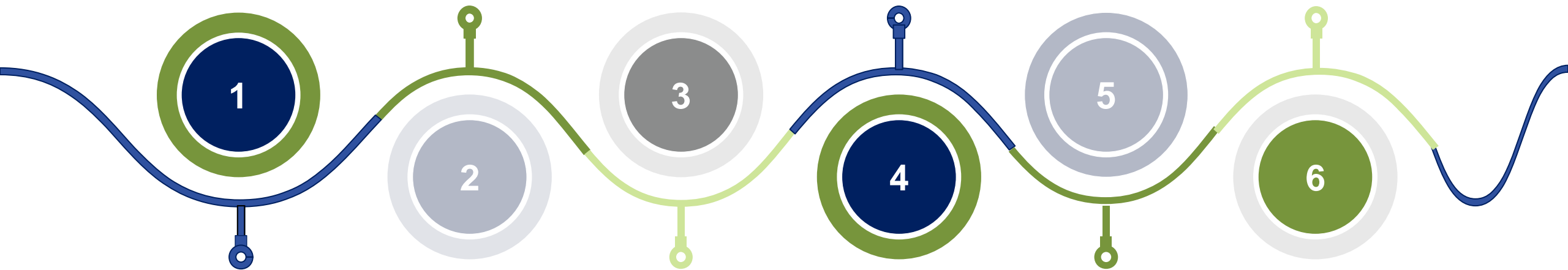
End-to-end software solution

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
Account Aggregator*

Collections App,

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

Business Intelligence & Analytics

“Power” analytics platform

- ✓ 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



Mobility



Data Analytics

- ✓ Time Series Forecast Using **Statistical Model** and **Tensor Flow** for Bounce Prediction.
- ✓ Machine Learning Models for Analysis and Predictions.
 - 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 on Cloud
- ✓ Payment automation via Bharat Bill Pay Services and Razorpay API integration in Collection app



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 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 %



Focus on financial inclusion

79%
LIG

72% Self-employed **38%** New to Credit

Support

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



Corporate Social Responsibility

-focusing on improving education, 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 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

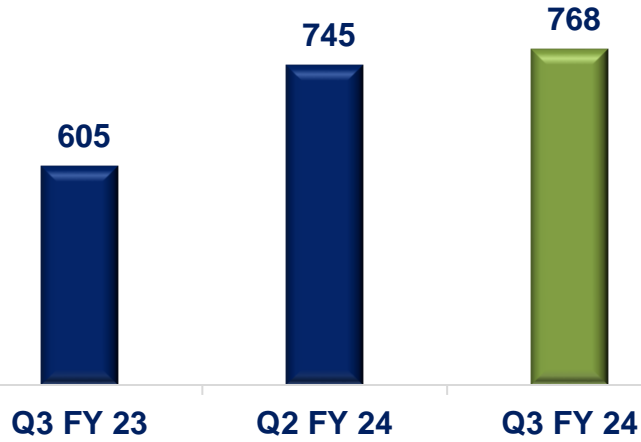
Customer App & Bandhu App for Customer Connect
HRMS for Employee Connect

Business Responsibility & Sustainability Report

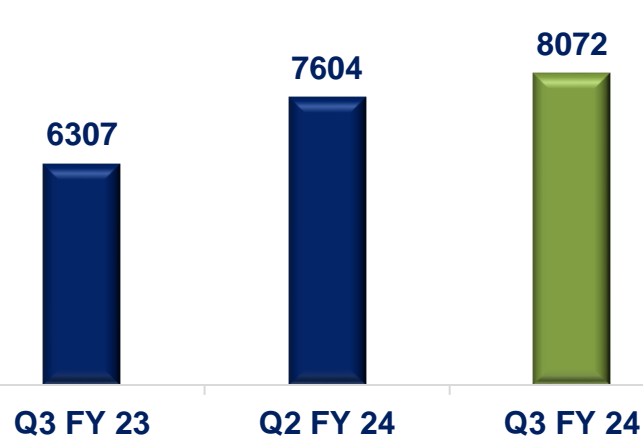
-published as part of Integrated Annual report for the FY23

Performance Highlights (Quarterly)

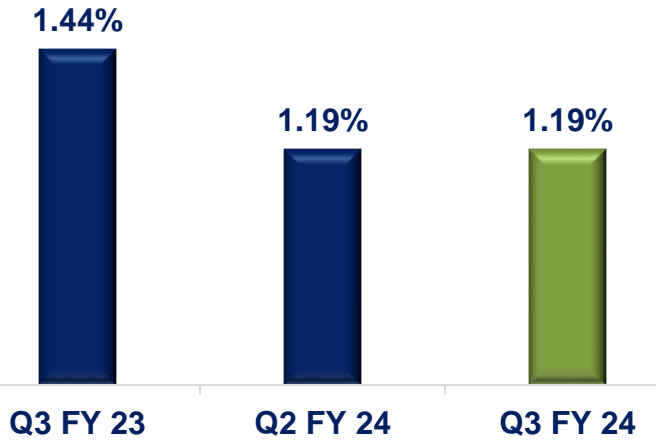
Disbursement(Rs. Cr)



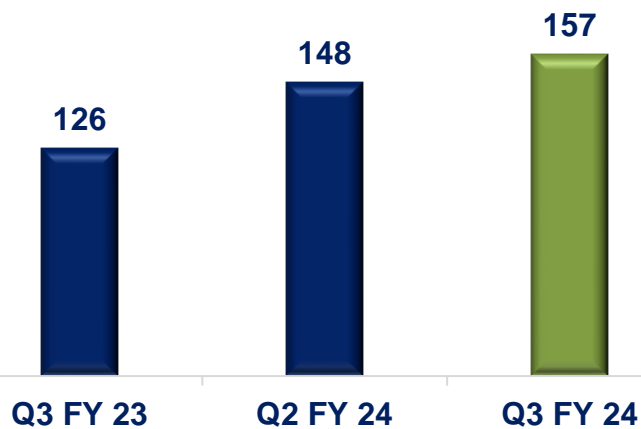
AUM (Rs. Cr)



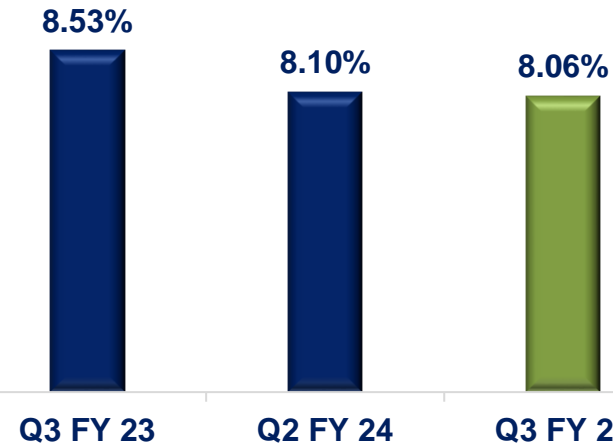
Gross NPA(%)



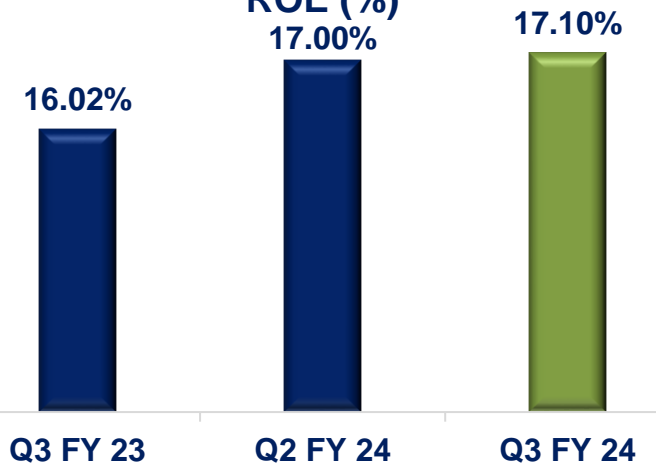
PAT (Rs. Cr)



ROA (%)

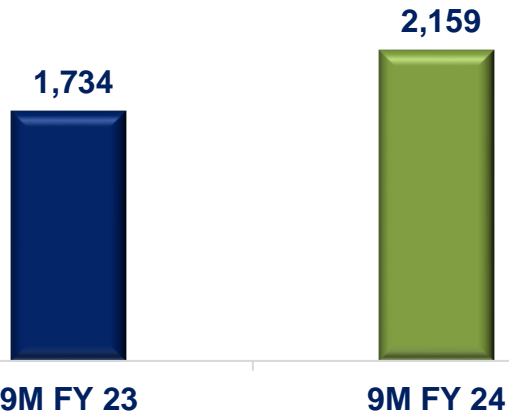


ROE (%)



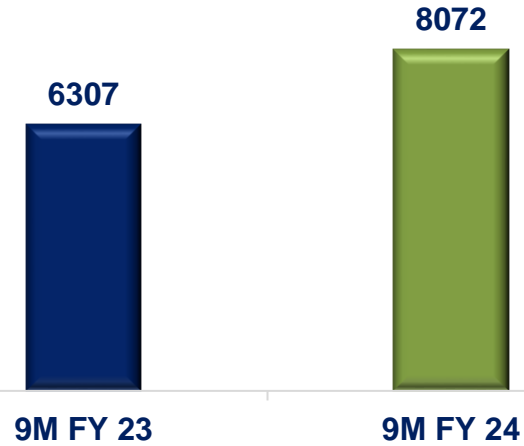
Performance Highlights (Year on Year)

Disbursement (Rs. Cr)



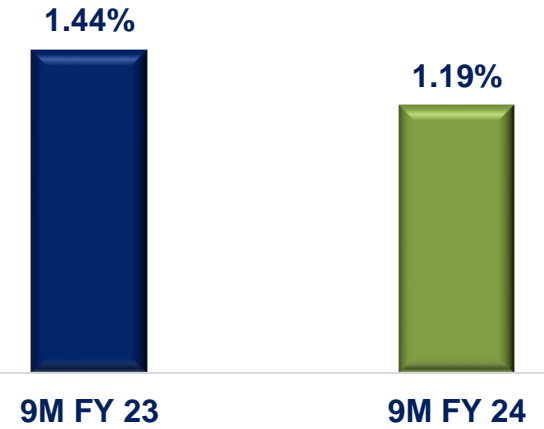
Growth YoY 25%

AUM (Rs. Cr)

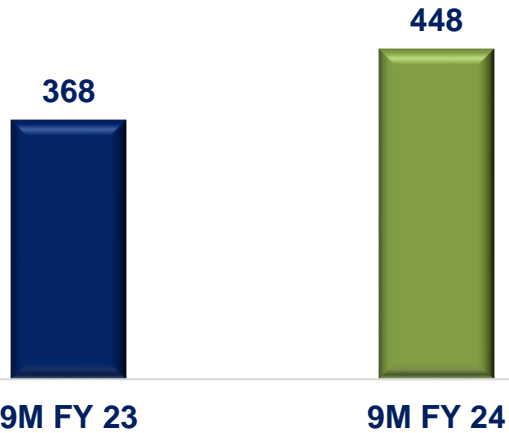


Growth YoY 28%

Gross NPA (%)

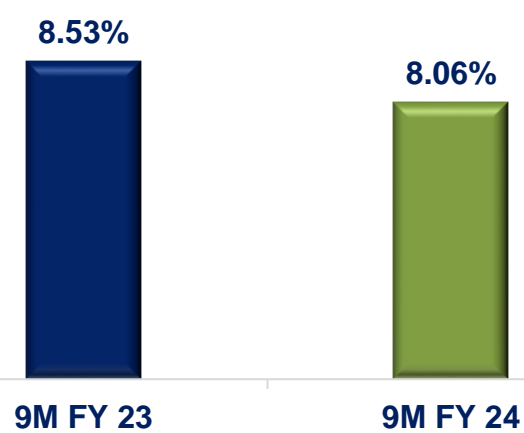


PAT (Rs. Cr)

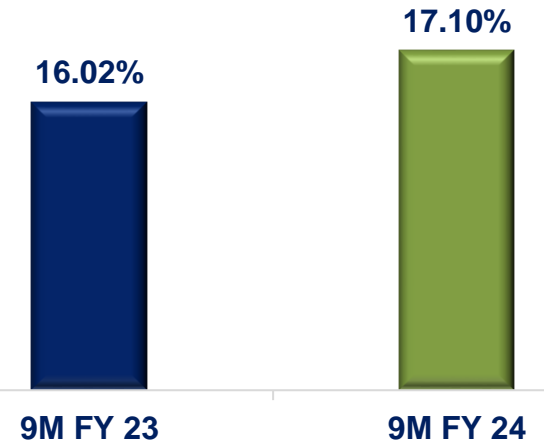


Growth YoY 22%

RoA (%)

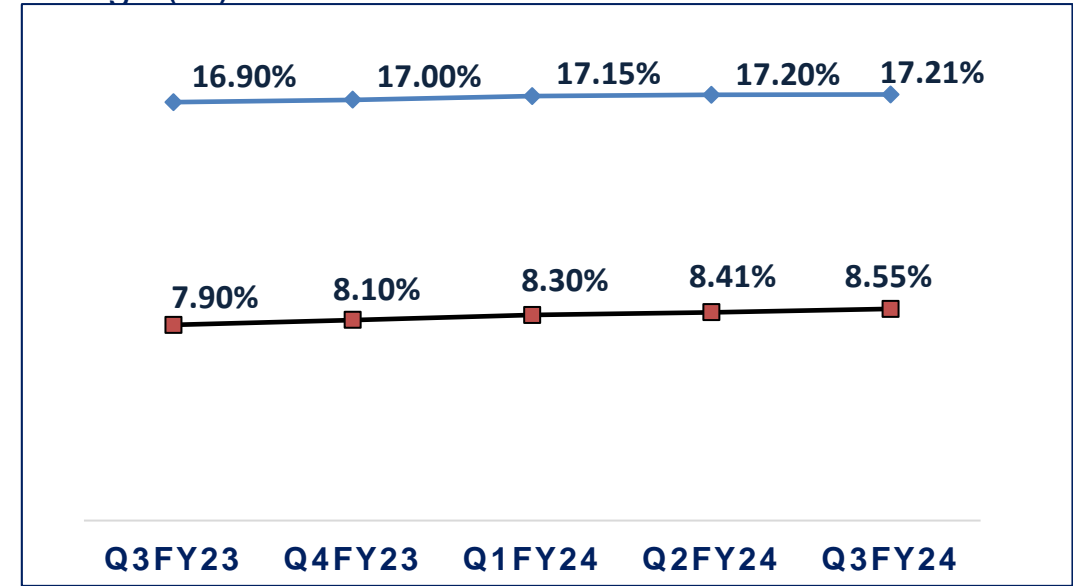
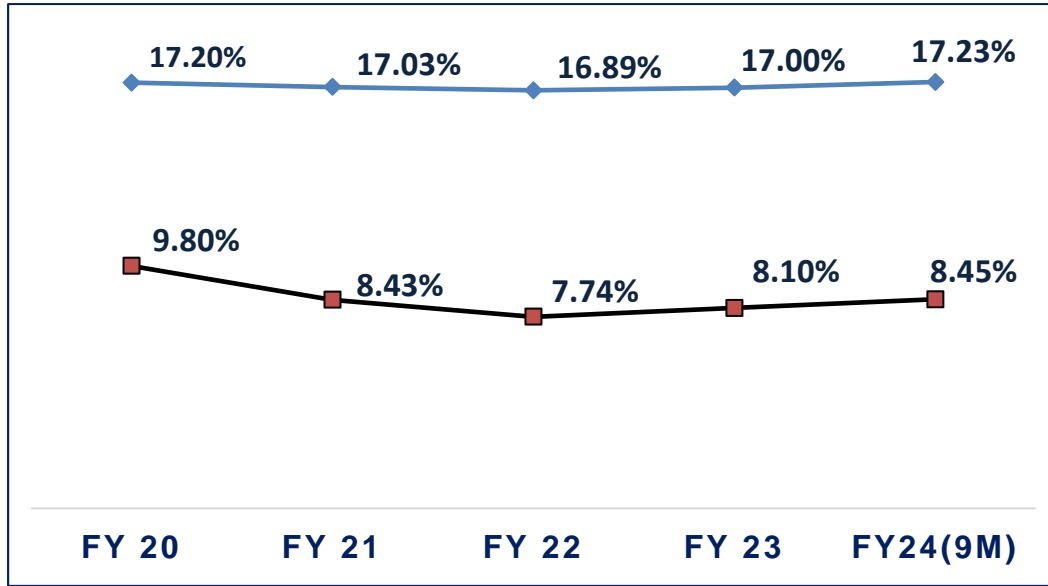


ROE (%)

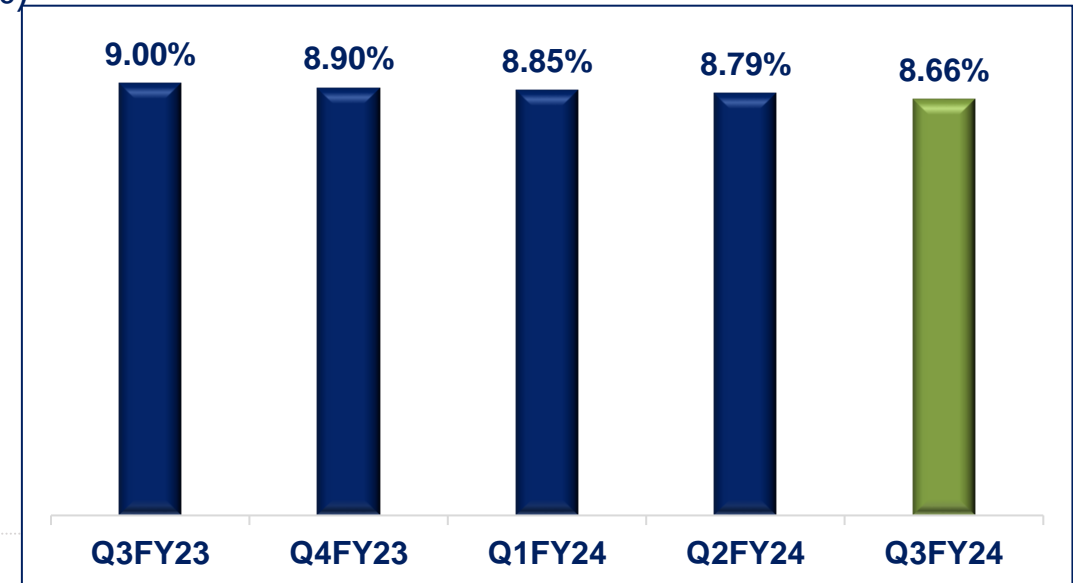
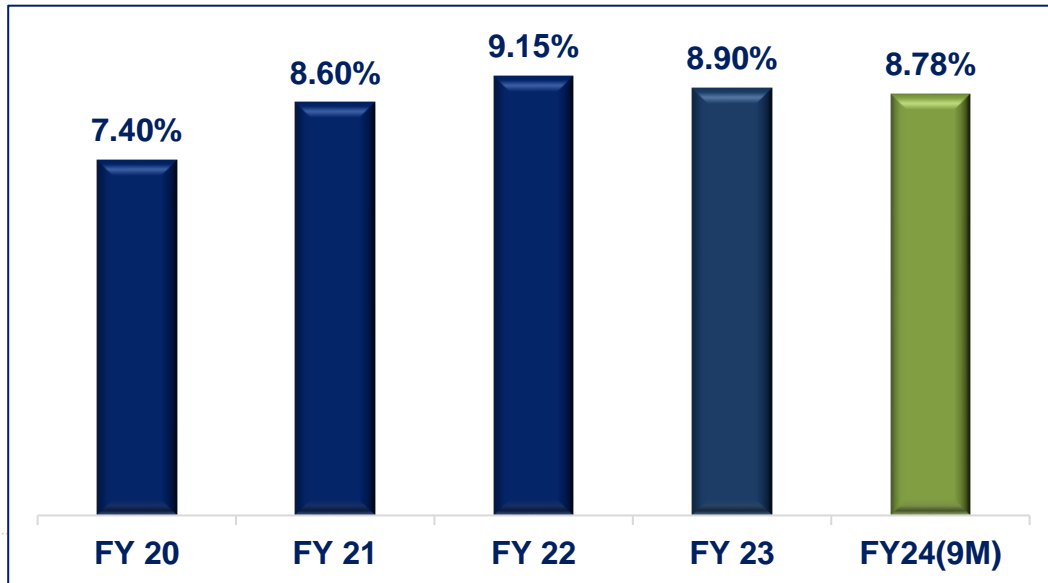


Consistent Spreads

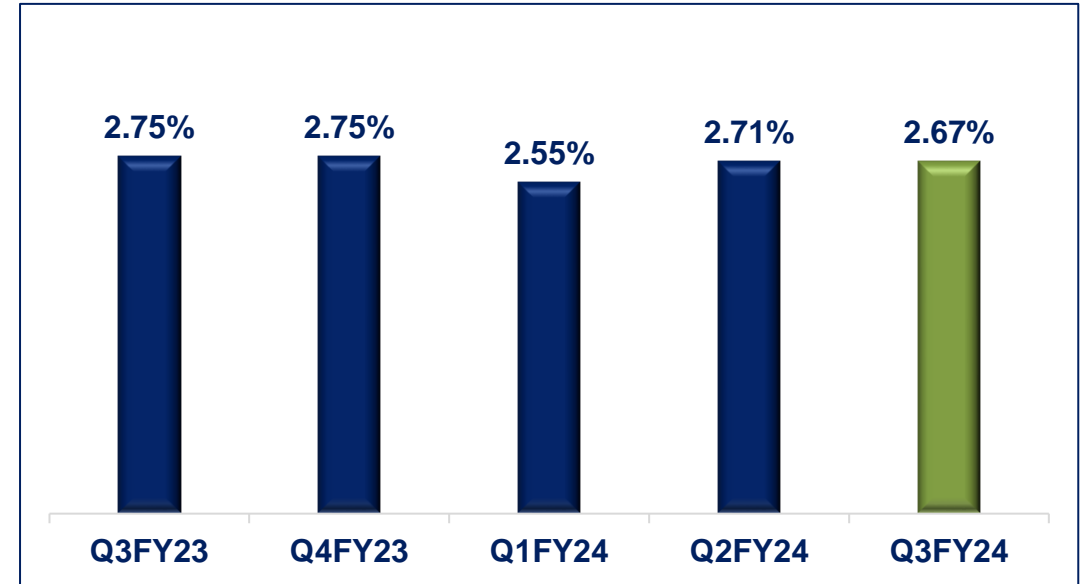
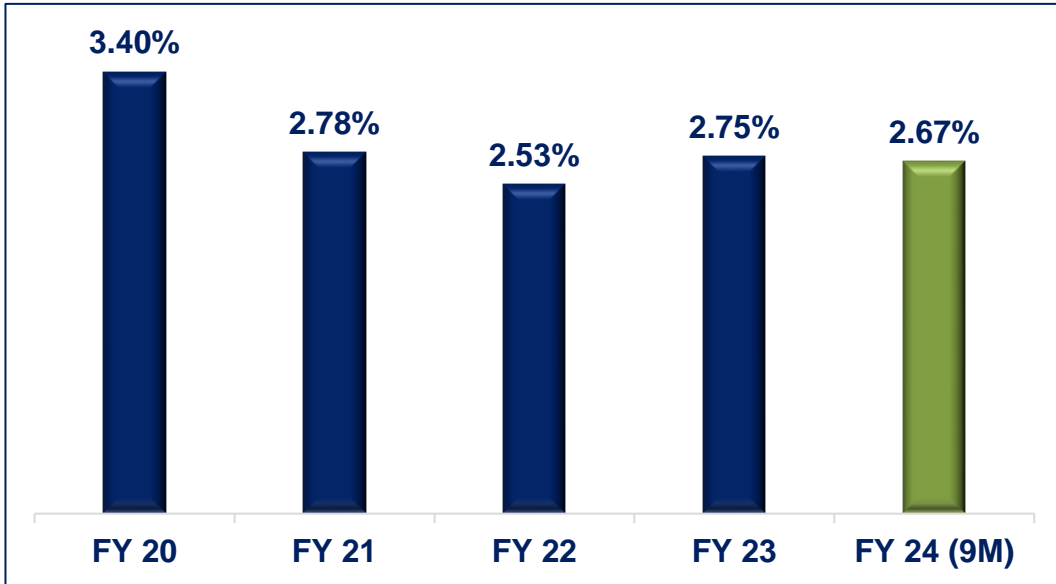
Yields / Cost of Borrowings (%)



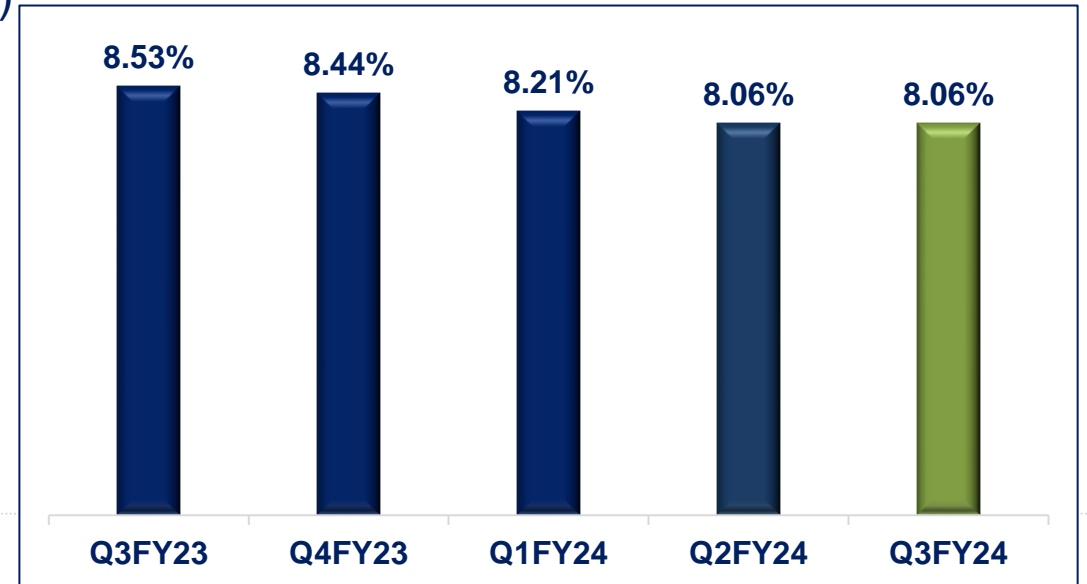
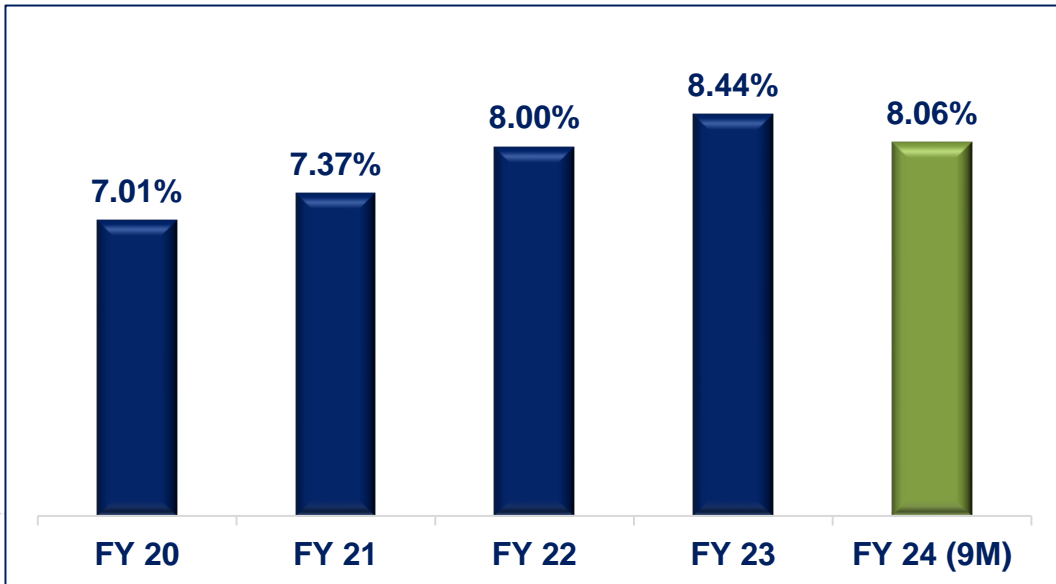
Spread (%)

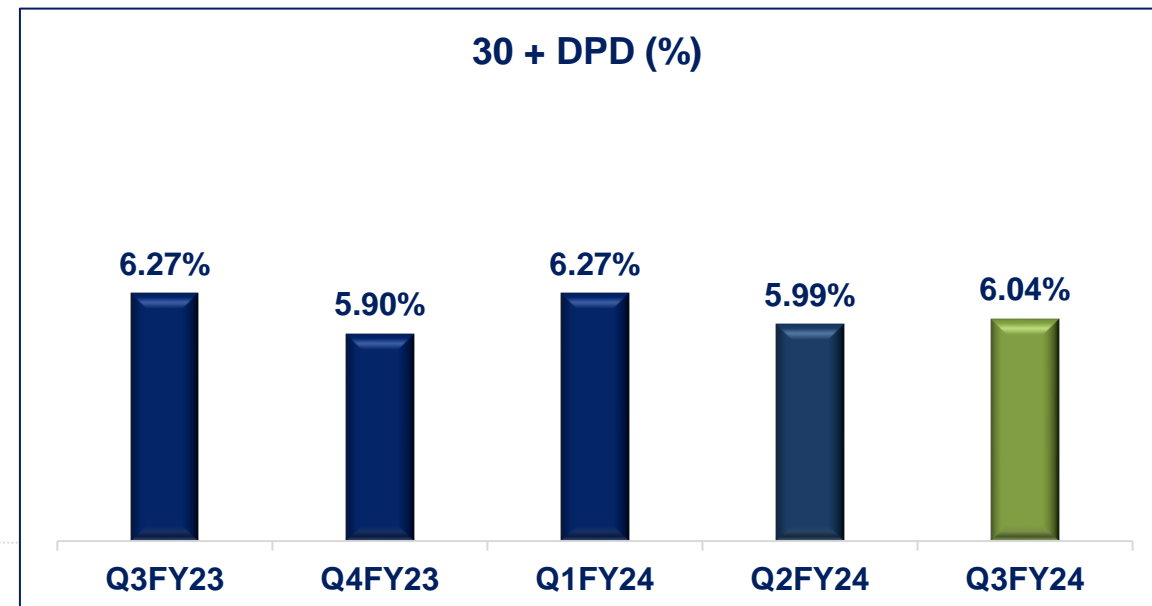
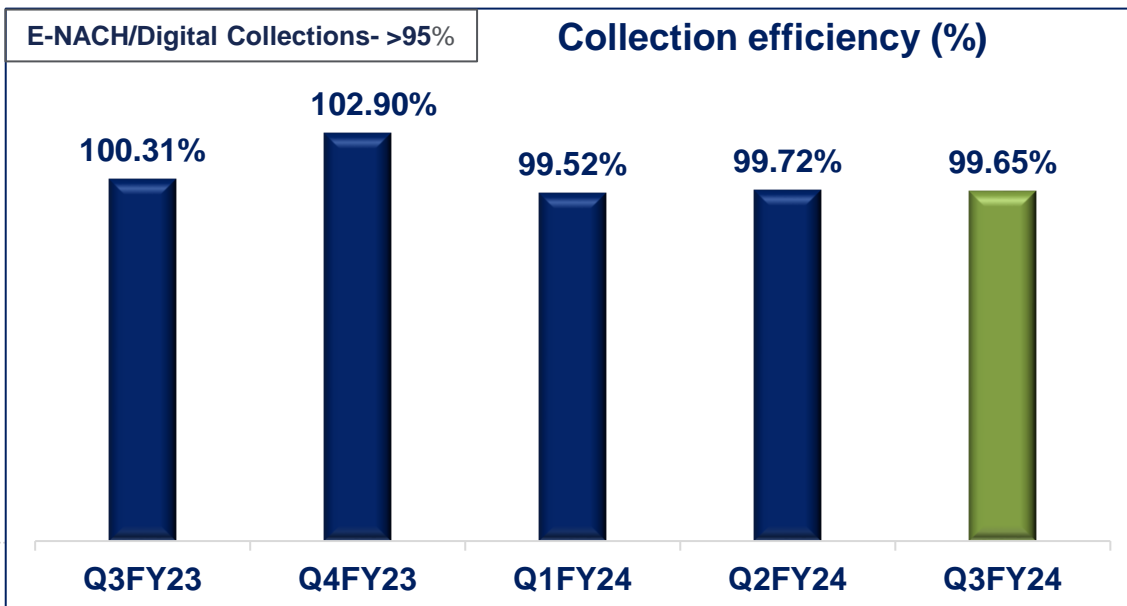
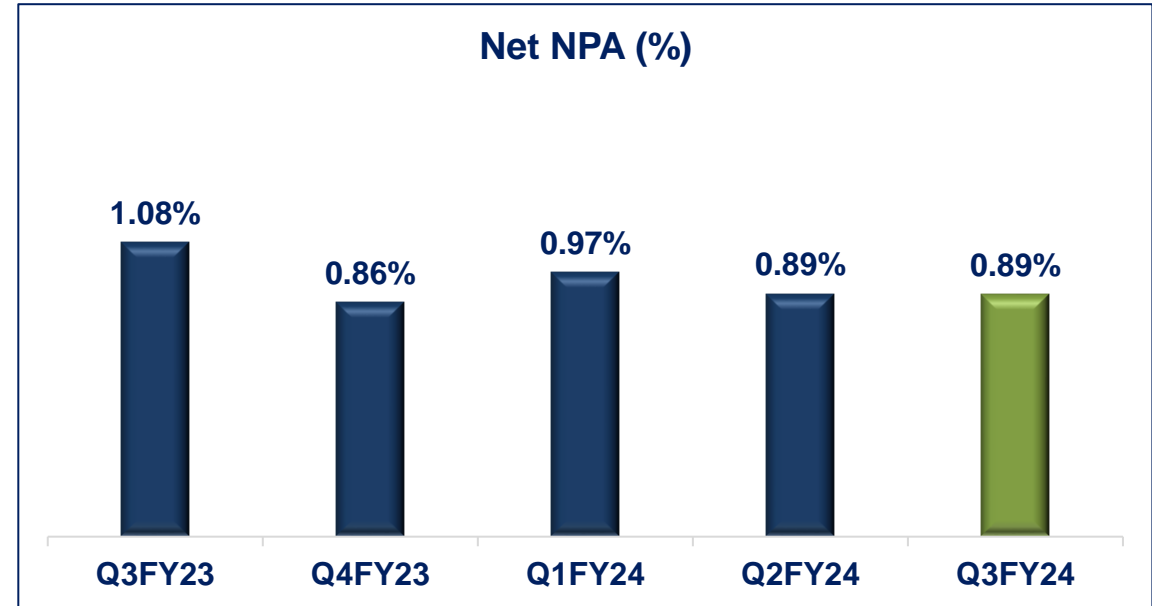
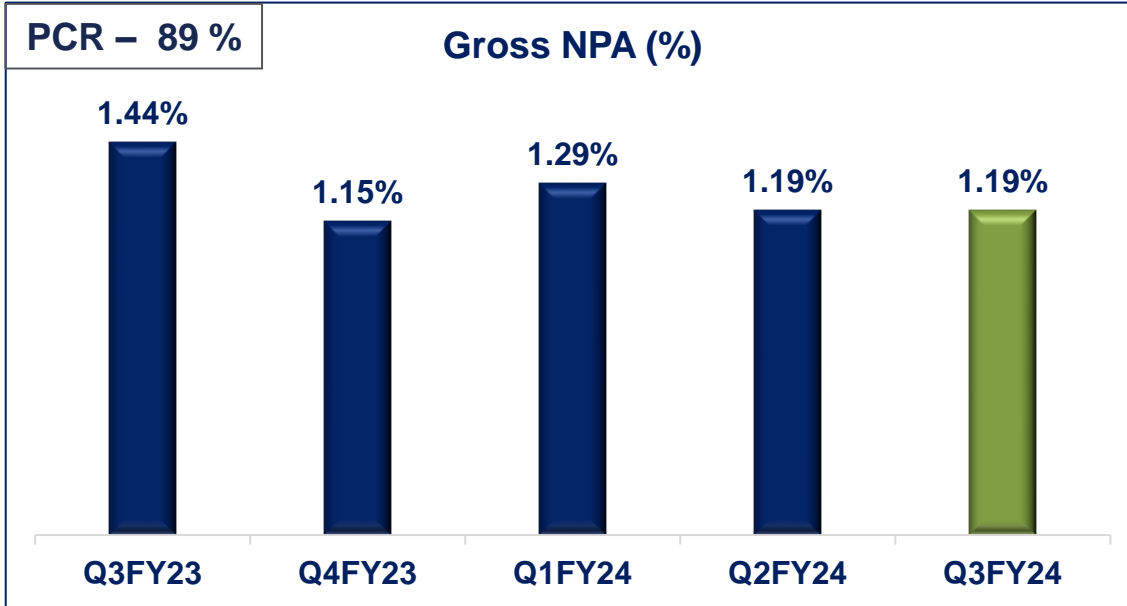


Opex (%)



ROA (%)

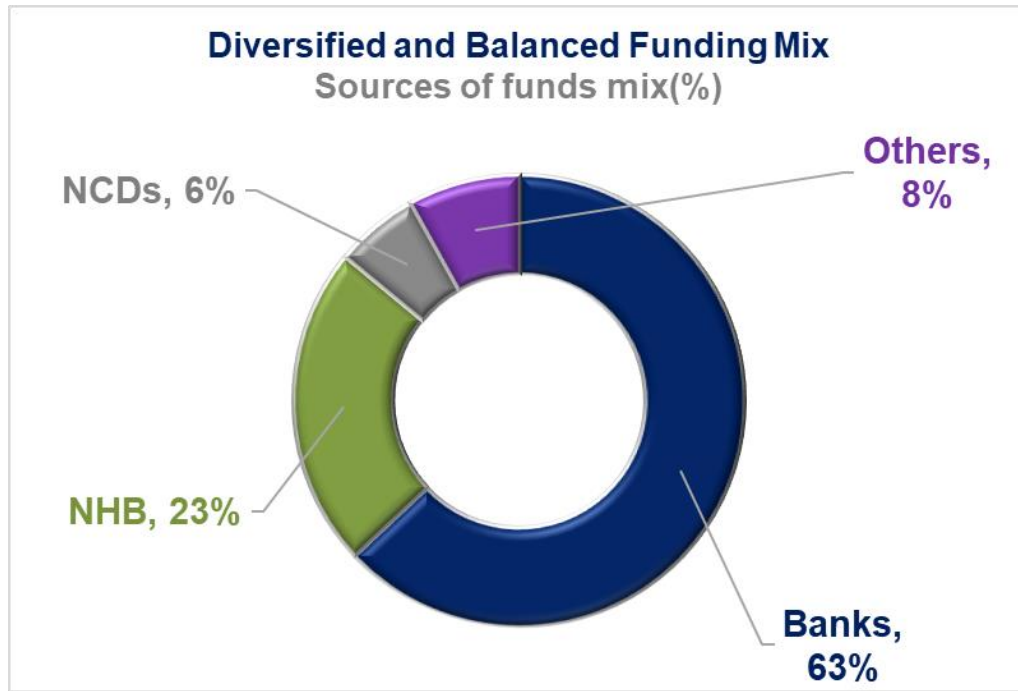




Provision for Contingencies (ECL)

Rs in lakhs

	Consolidated				
	31-Dec-23	30-Sep-23	30-Jun-23	31-Mar-23	31-Mar-22
Gross Stage 3	9,571	9,061	9,224	7,767	6,184
% portfolio in Stage 3	1.19%	1.19%	1.29%	1.15%	1.19%
ECL Provision Stage 3	2,393	2,265	2,306	1,942	1,546
Net Stage 3	7,179	6,796	6,919	5,825	4,638
Provision coverage ratio (PCR)	25.00%	25.00%	25.00%	25.00%	25.00%
Gross Stage 2	39,172	36,491	35,474	31,998	45,156
% portfolio in stage 2	4.85%	4.80%	4.98%	4.75%	8.72%
ECL Provision Stage 2	3,127	2,956	2,596	2,551	1,021
Net Stage 2	36,046	33,535	32,878	29,446	44,135
Provision coverage ratio (PCR)	7.98%	8.10%	7.32%	7.97%	2.26%
Gross Stage 1	7,58,426	7,14,816	6,67,634	6,34,066	4,66,620
% portfolio in stage 1	93.96%	94.01%	93.73%	94.10%	90.09%
ECL Provision Stage 1	3,034	2,838	2,649	2,625	1,602
Net Stage 1	7,55,392	7,11,978	6,64,984	6,31,441	4,65,018
Provision coverage ratio (PCR)	0.40%	0.40%	0.40%	0.41%	0.34%
Total AUM	8,07,170	7,60,368	7,12,332	6,73,831	5,17,960
ECL Provision	8,553	8,060	7,551	7,119	4,169
Provision coverage ratio (PCR)	1.06%	1.06%	1.06%	1.06%	0.80%



Avg. Tenure of Borrowings (months)	FY 24 (9M)	FY23	FY22
	80.1	86.9	84.7

• Others represents Securitisation

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

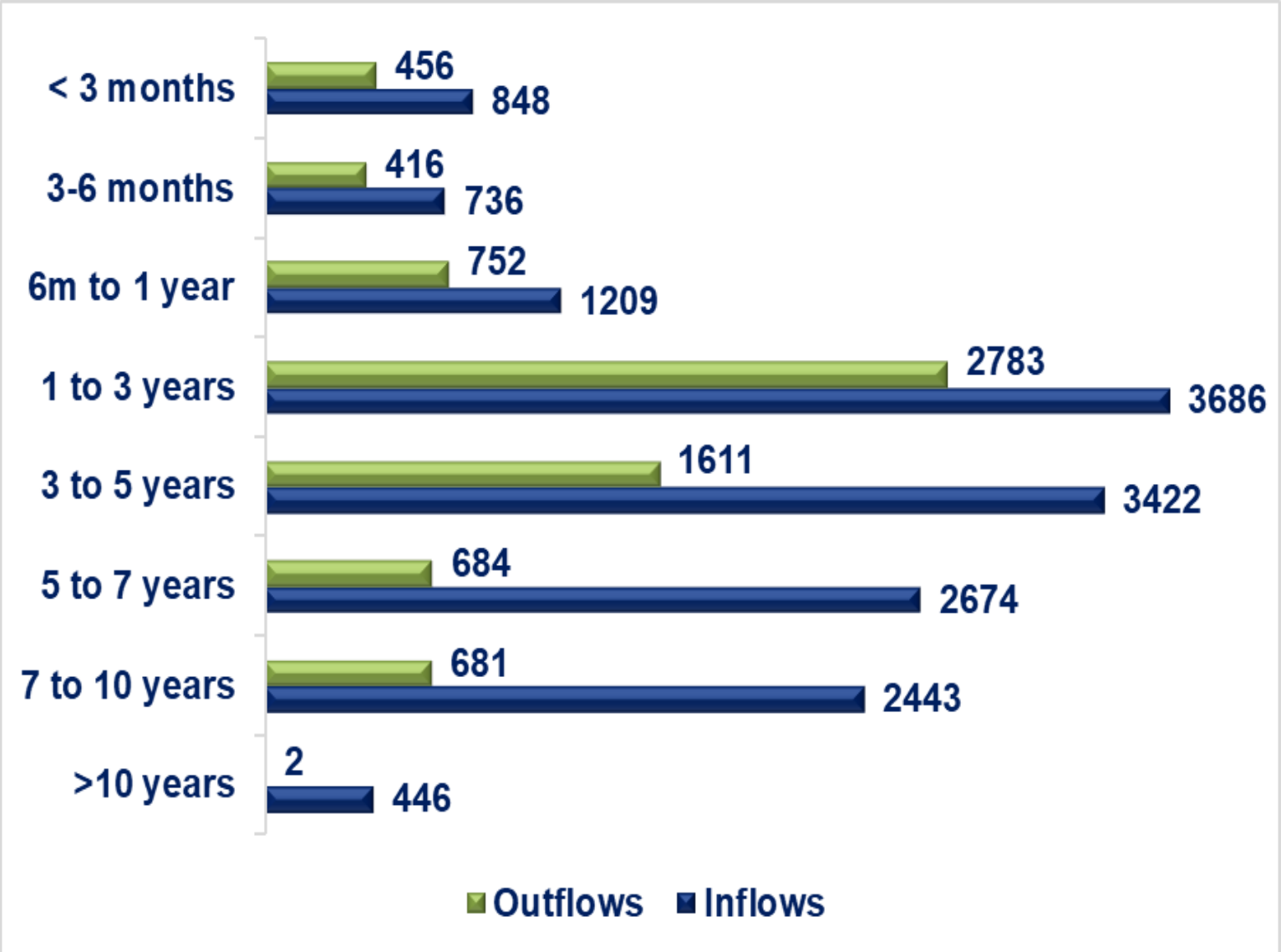
20+ Lender Relationships

No Exposure to Short term loan incl CPs

DFI			
Refinance			
Private Sector			
			
			
			
Public Sector			
			

Position as on 31 Dec 23 (Rs.Cr)

Surplus



392

320

457

903

1811

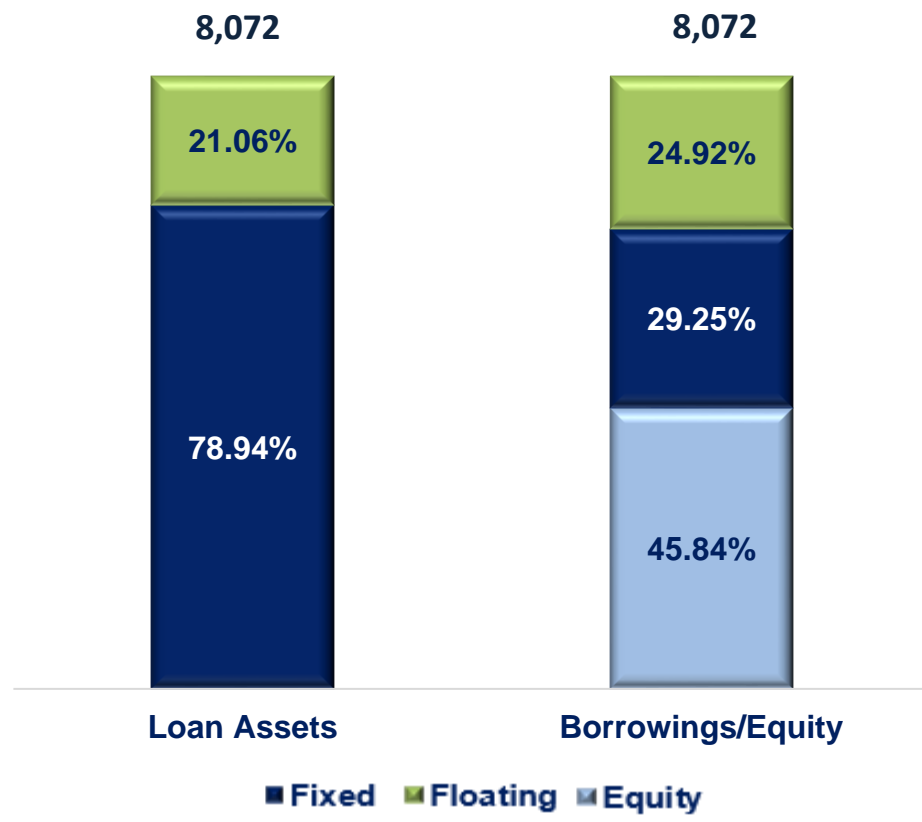
1990

1762

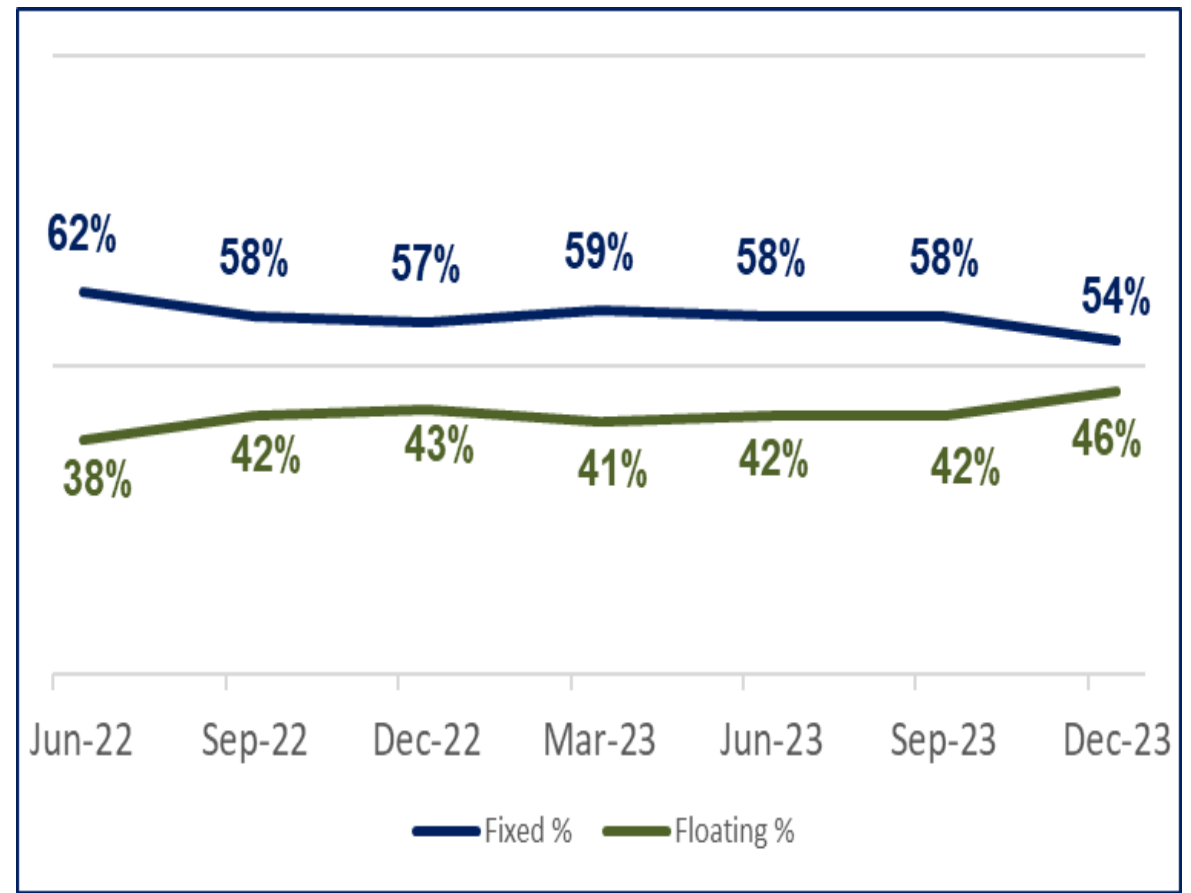
444

Fixed Vs Floating (Assets Vs Liabilities)

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



Borrowings - Fixed Vs. Floating



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

A. Liquidity

Rs in Crores

Particulars	31-Dec-23
Unencumbered Cash & Cash equivalents	351
Unavailed Sanctions from Banks	310
Unavailed Sanctions from NHB	300
Total	961

Particulars	FY 24	FY 25
	Q4	Q1
Opening Liquidity	961	1,161
Add: Principal repayments & Surplus from Operations	603	606
Less: Debt repayments	(403)	(380)
Closing Liquidity	1,161	1,387

* Excluding Fresh Sanctions

* Rs.1,387 Crores Surplus available for business up to June 2024

B. Capital Adequacy

Capital Adequacy as on 31 December 2023 - 70.45%



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



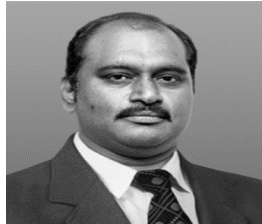
Balaji P
Managing Director

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



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.



Naveen Kumar R
Associate VP – Operations & Compliance

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



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.



Krishna Kishore S
Associate VP - Credit

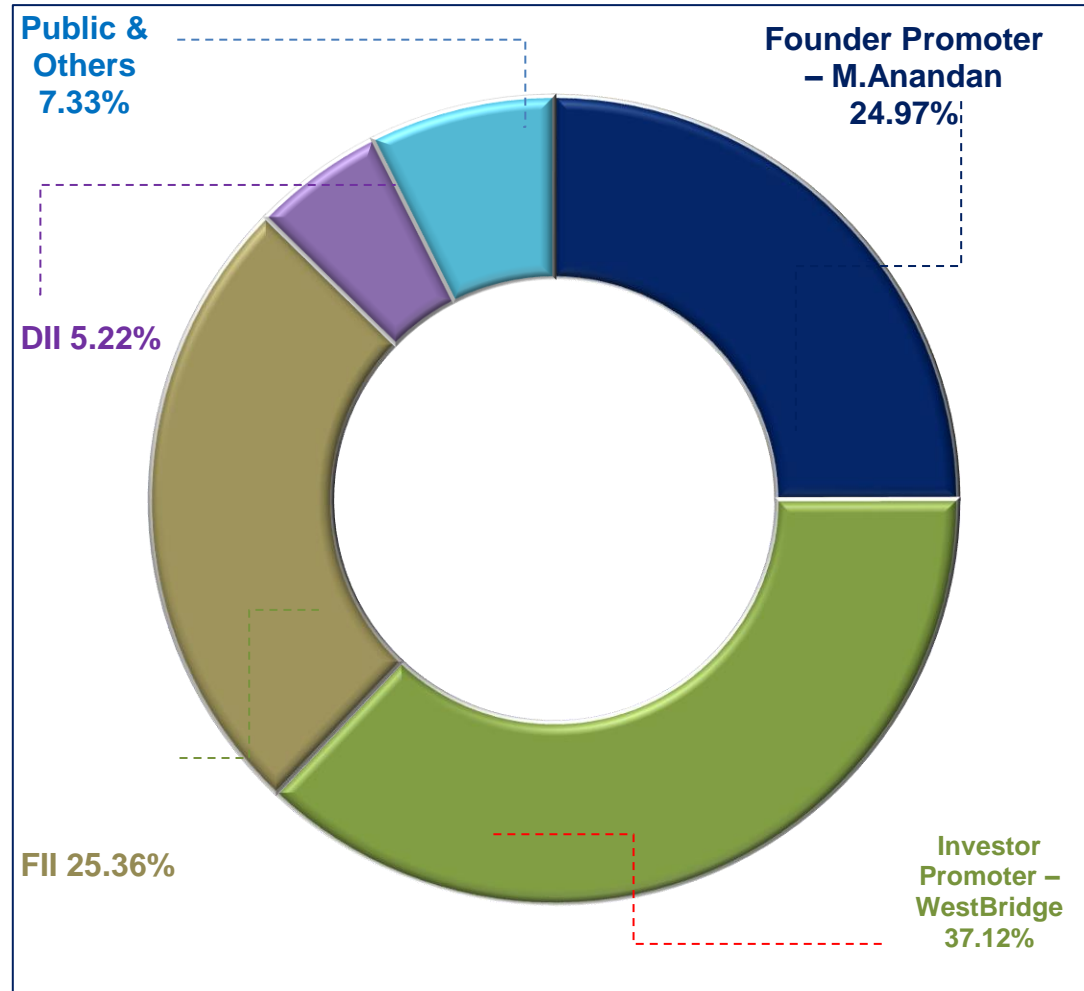
Rich experience in areas of Credit & underwriting, Portfolio and Risk management of Mortgage products



N.Srikanth
Vice President - HR

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

Shareholding Pattern



Top Institutional Shareholders

Key Investors

Investor Details	% of holding
Malabar	6.83
Capital research	4.62
SBI MF	3.65
Steadview	3.18
Ward Ferry	3.08
Aberdeen	2.96
Vanguard	1.47
Mirae Asset	0.21
PGIM India	0.17
TATA BFSI Fund	0.14

Annexures

Consolidated Statement of Profit and Loss(*)



Rs in Crores

FY 23 Full Year	Particulars	FY 24 Q3	FY 23 Q3	FY 24 9M	FY 23 9M	Growth % 9M-o-9M
1,058.40	Interest Income	338.46	277.32	959.90	767.79	25%
70.60	Fee and Other Income	24.18	17.48	62.07	52.82	
(275.91)	Interest Expenses	(98.45)	(77.16)	(279.33)	(198.25)	
853.08	NIM	264.19	217.64	742.64	622.36	19%
(165.24)	Operating Expenses	(51.05)	(41.42)	(148.46)	(118.66)	25%
(34.12)	ECL Provisions / Write-Off's	(8.00)	(7.78)	(16.05)	(26.37)	
653.71	Profit Before Tax	205.14	168.45	578.13	477.33	21%
(150.70)	Prov. For Tax	(47.56)	(42.88)	(130.27)	(109.62)	
503.01	Profit After Tax	157.59	125.57	447.86	367.71	22%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)



Rs in Crores

Mar-23	Particulars	Dec-23	Dec-22
	<u>Source of Funds</u>		
99.61	Share capital	99.78	99.60
3,239.72	Reserves & surplus	3,601.58	3,102.73
3,339.33	Net worth	3,701.36	3,202.33
3,786.02	Borrowings	4,619.38	3,659.11
50.70	Other Liabilities & Provisions	36.11	54.06
7,176.05	Total Source of Funds	8,356.86	6,915.50
	<u>Application of Funds</u>		
6,592.14	Loan Assets	7,929.17	6,177.58
4.55	Fixed Assets	6.17	4.55
511.42	Liquid Assets - Bank FD's / MF's etc	350.82	671.19
67.93	Other Assets	70.70	62.18
7,176.05	Total Application of Funds	8,356.86	6,915.50

(*) – Based on Ind AS

Particulars	FY 24		FY 23	
	9M		9M	
Revenue from Operations	17.78%		17.91%	
Other Income	0.62%		0.60%	
Total Revenue	18.40%		18.51%	
Interest Expenses	(5.03%)		(4.60%)	
NIM	13.37%		13.91%	
ECL Provisions / Write-Off's	(0.29%)		(0.61%)	
Operating Expenses	(2.67%)		(2.75%)	
Profit Before Tax - RoA	10.41%		10.54%	
Profit After Tax - RoA	8.06%		8.53%	
Profit After Tax - RoE #	17.10%		16.02%	

* Ratio on Avg Loan Book

Ratio on Avg Networth

Thank You