



APTUS™

Ref No: APTUS/05-JAN/2021-22

Date: January 28, 2022

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 quarter ended December 31, 2021**

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 third quarter ended December 31, 2021.

This Investor Presentation is also available on the website of the Company at [www.aptusindia.com](http://www.aptusindia.com)

Please take this information on record.

Thanking you,

**Yours Sincerely,**

**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.aptusindia.com](http://www.aptusindia.com)



**Aptus Value Housing Finance India Limited**  
Investor Presentation | Q3 FY22

# 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.

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.

# Back ground



Commenced Operations in 2010  
from Chennai, Tamilnadu



Regulated by RBI and supervised by NHB



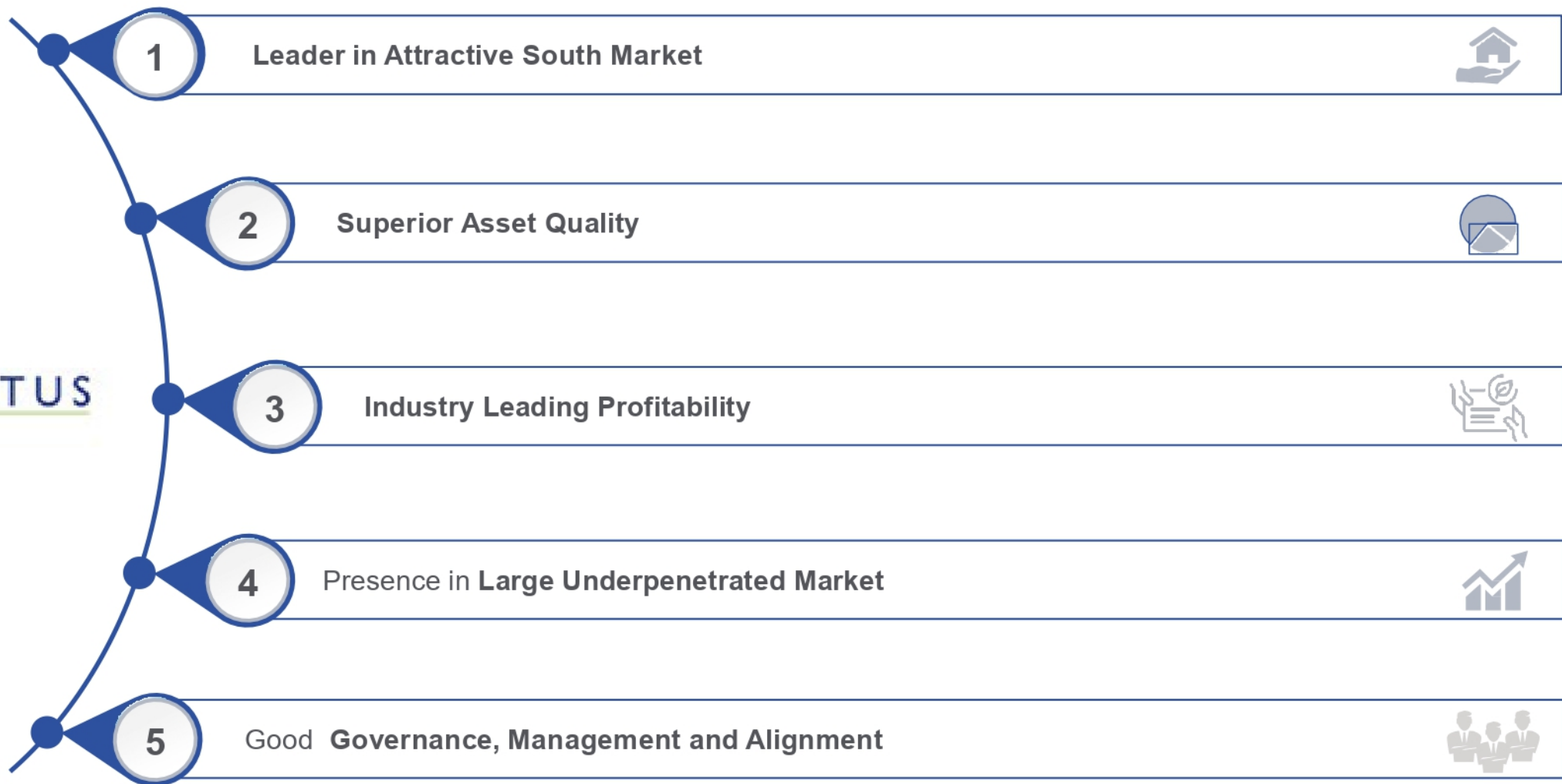
Run by professional  
management team backed by  
strong Founder Promoter and  
marquee investors



Presence in 202 locations



# Key Strengths



# Snapshot - December 2021

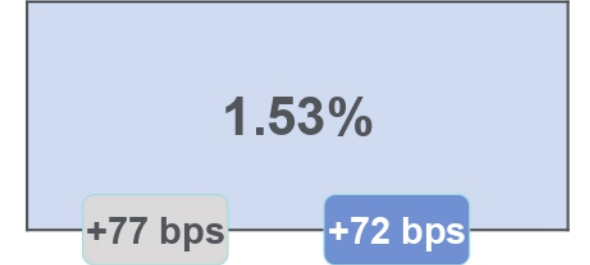
Assets under Management (AUM)



Disbursement

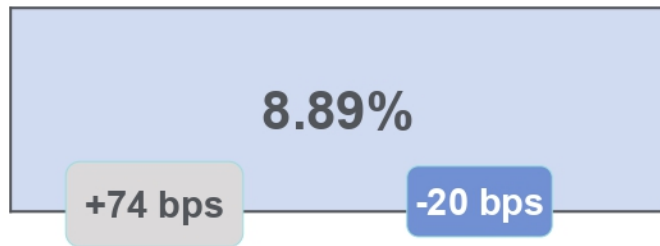


Gross Stage 3(\*)

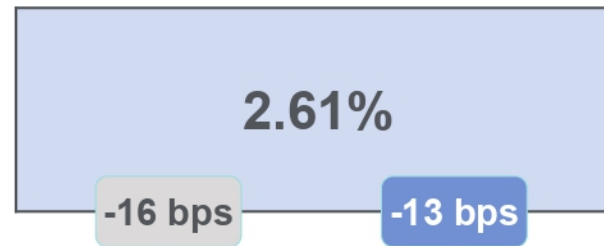


GNPA before RBI circular at 1.11%

NIM



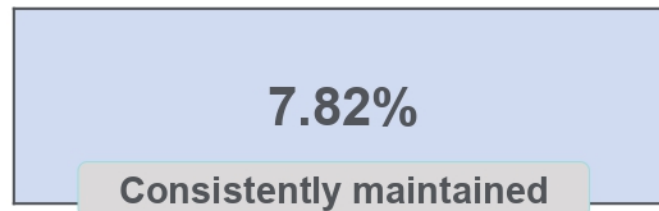
Opex to Assets



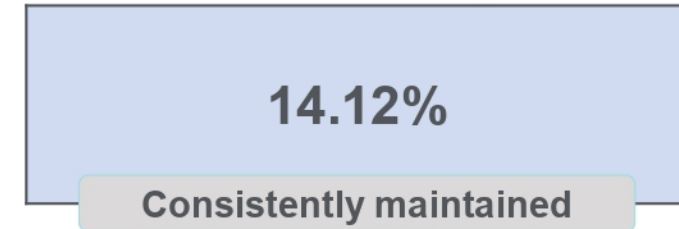
Profit After Tax



Return on Assets



Return on Equity

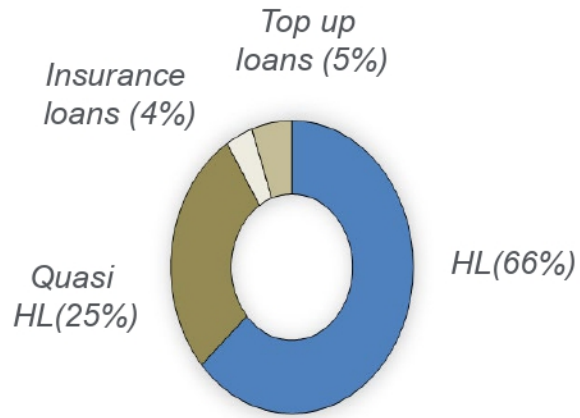


YoY  
QoQ

# Diversified Loan Portfolio With Niche Customer Focus

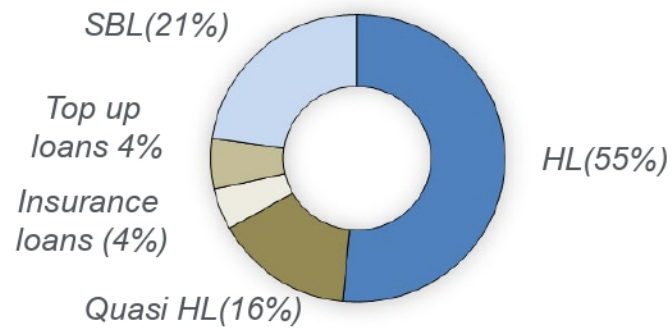
## Secured Portfolio – Home Loans(HL)/Small Business Loans (SBL)

HFC



AUM – Rs.4,138 Cr

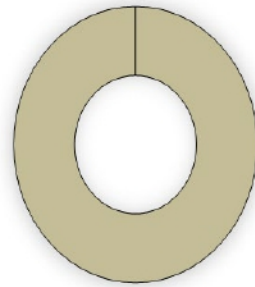
Consolidated



AUM – Rs.4805 Cr

NBFC

Small Business loans(SBL) (100%)



AUM – Rs.667 Cr

LIG Customers

**73%**  
LIG

Self Employed Borrowers

**72%**  
Self Employed

Rural Focus

**66%**  
Rural

Average Ticket Size < Rs.10 lks

**> 93%**

# 100% In-House Operations

## Fully In-House Team...



**1,217+**  
*Sales*



**212+**  
*Central  
Credit*



**211+**  
*Legal & technical*



**361**  
*Collection*

## ...Leading to Desired Business Outcomes

**Pricing Power**



**Reduced TAT**



**Low Takeover**



**Reduced Risk of Frauds**





# Robust Underwriting, Monitoring and Collections Process

**100% In-House Sourcing**

## Lead Generation through

- *Ref app, Cust app*
- *Social media*
- *202 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*

# Information & Technology : Key Enabler of Growth

## Lending Software

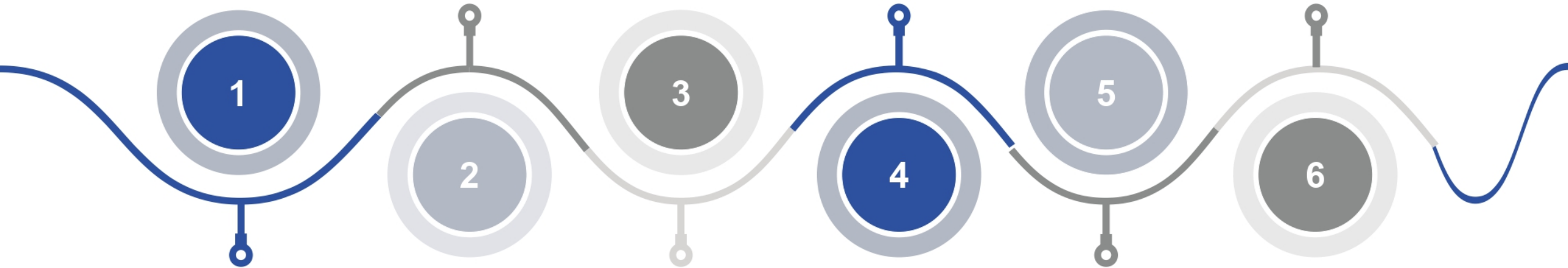
*End-to-end software solution*

## Customer Relationship & Service

*Automated CRM and customer service requests*

## Human Resources

*Human resources management system application*



## Customer Onboarding

*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*

# Scalability



Tamil Nadu



Andhra Pradesh



Telangana



Karnataka

## Per Capita GDP

Compared to national average of INR 157k

1.8x

1.1x

1.5x

1.5x

## GDP Growth

India average: 4%

13%

9%

8%

7%

State	No of branches	% of AUM as on				
		Q3 FY 22	Q2 FY 22	FY 21	FY 20	FY 19
TamilNadu	79	49%	50%	52%	56%	60%
AndhraPradesh	71	30%	29%	28%	25%	21%
Telangana	31	12%	11%	10%	10%	9%
Karnataka	21	9%	10%	10%	10%	11%
<b>Total</b>	<b>202</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

## Branch Productivity as on Dec 31, 2021

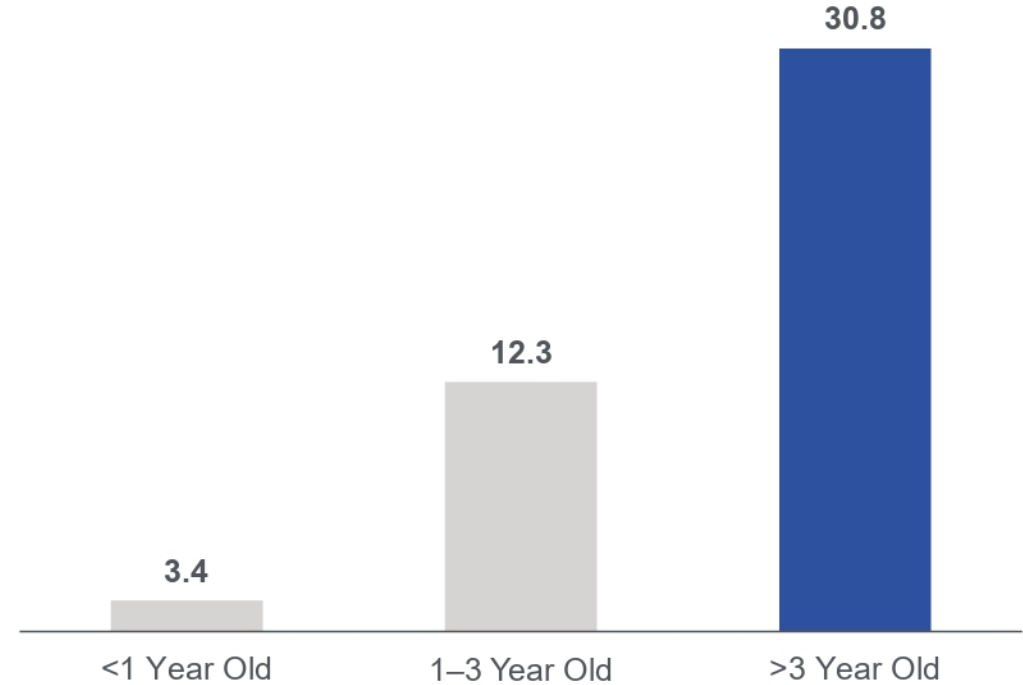
AUM per Branch (Rs. Cr)

# of Branches

21

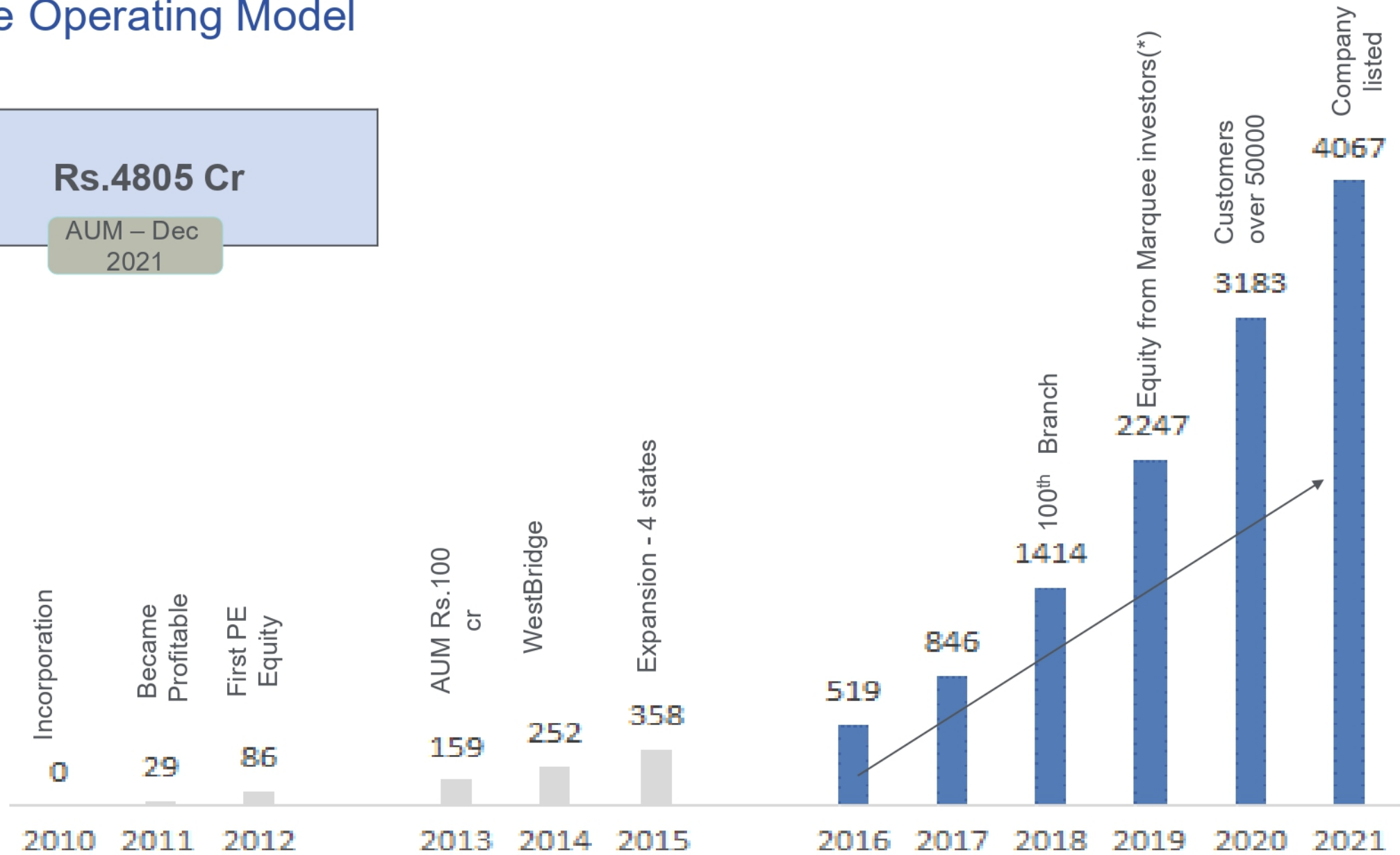
47

134



# Scalable Operating Model

**Rs.4805 Cr**  
AUM – Dec 2021



(\*) – WestBridge, Malabar Sequoia, Steadview



# Resilient Model Across Economic Cycles

	<b>GST Implementation FY18</b>	<b>NBFC Liquidity Crisis FY20</b>	<b>Covid-19 (first wave) FY21</b>	<b>Covid-19 (Second wave) 9M FY22</b>
<b>AUM growth (YoY)</b>	66%	41%	28%	24%(*)
<b>Yield <sup>(1)</sup></b>	17%	18%	17%	17%
<b>GNPA</b>	0.5%	0.7%	0.7%	1.53%(#)
<b>ROA</b>	6.0%	7.8%	7.4%	7.8%(*)

(\*) Annualised

(#) – As per RBI circular dated 12 Nov 2021

# Strong ESG Focus



**73%**  
LIG

**72%**  
Self-employed

**40%**  
New to Credit



**Employment**  
in rural / semi-urban  
areas

**Support**  
to borrowers

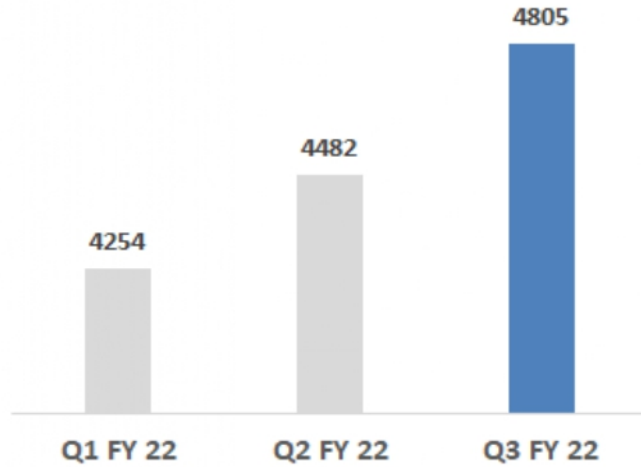


**NIL**  
Material Civil litigation

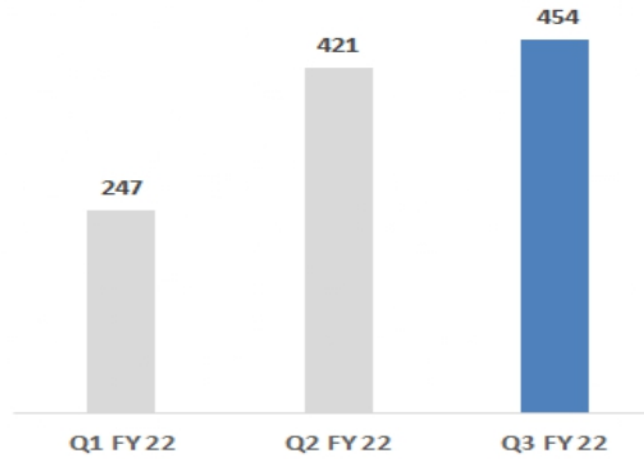
**Diversified Experience**  
of Board Members across academic  
and professional domains

# Performance Highlights (Quarterly)

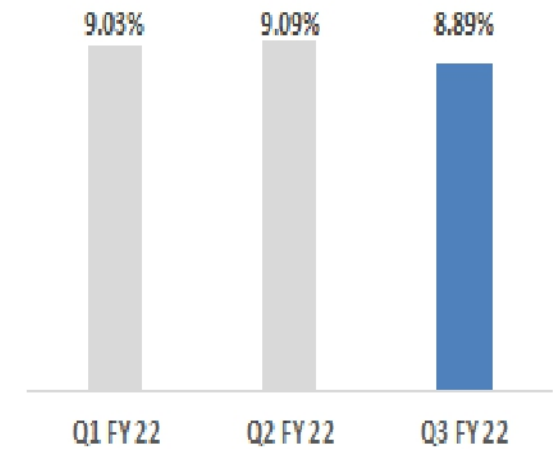
### AUM(Rs. Cr)



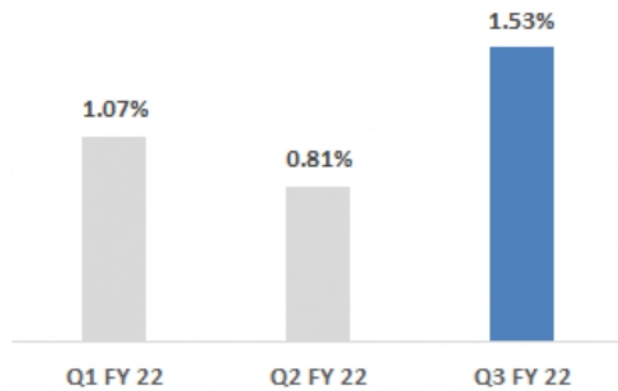
### Disbursement(Rs. Cr)



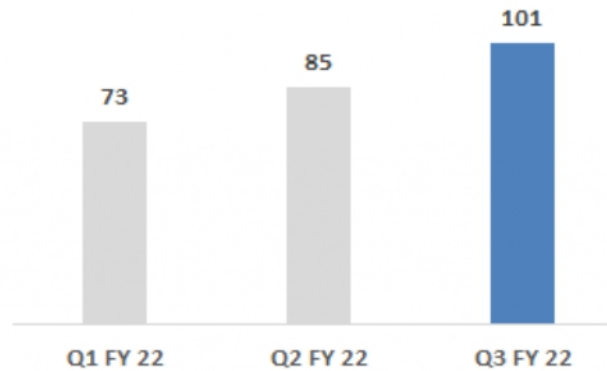
### NIM(%)



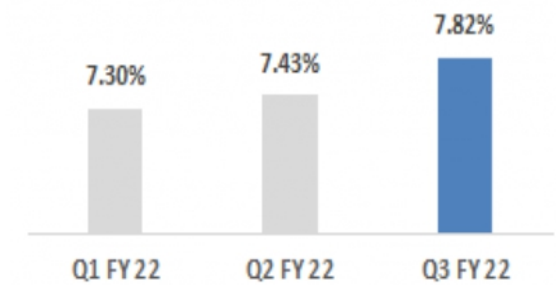
### Gross NPA(%)(\*)



### PAT(Rs. Cr)

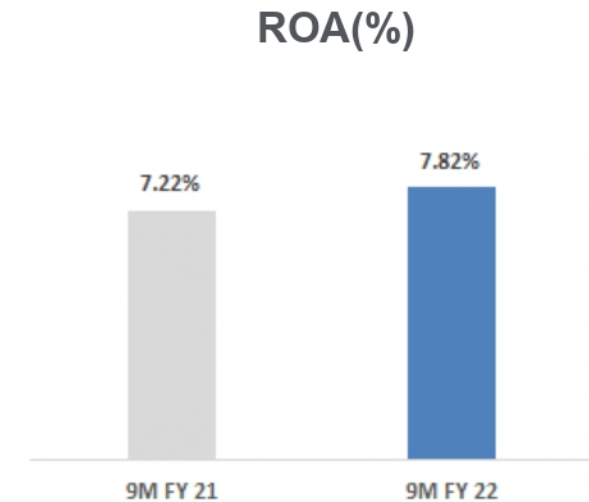
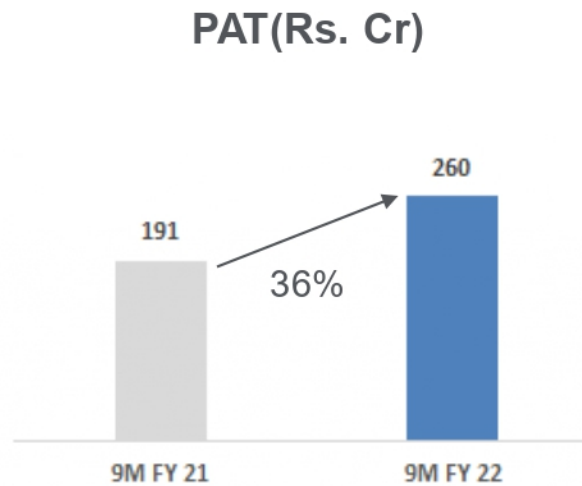
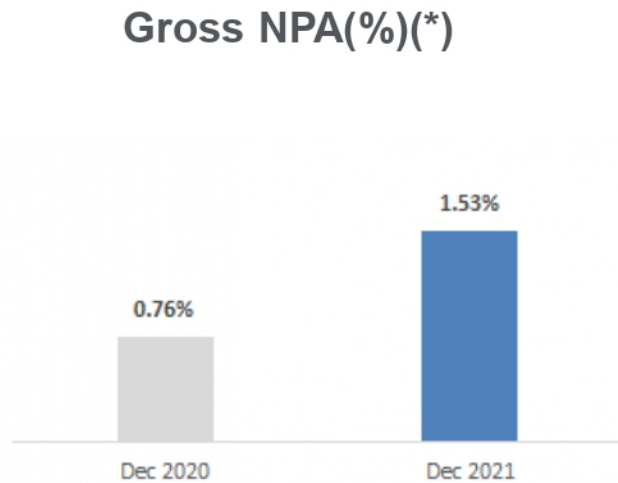
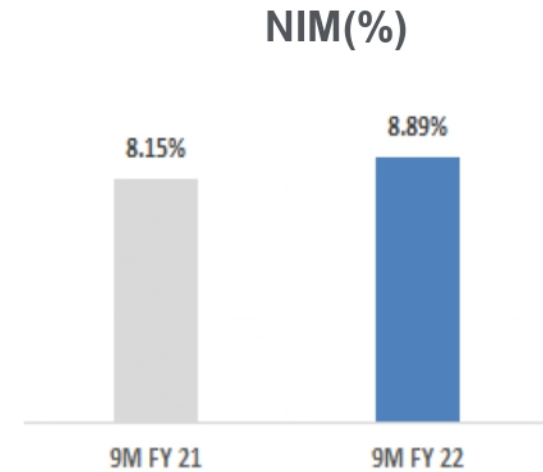
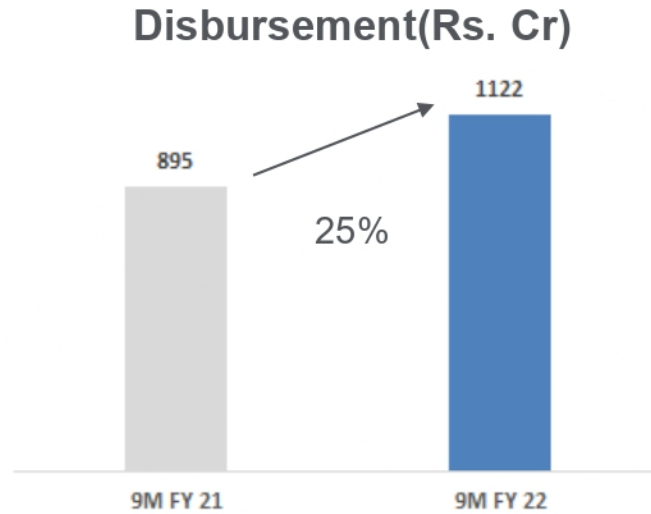
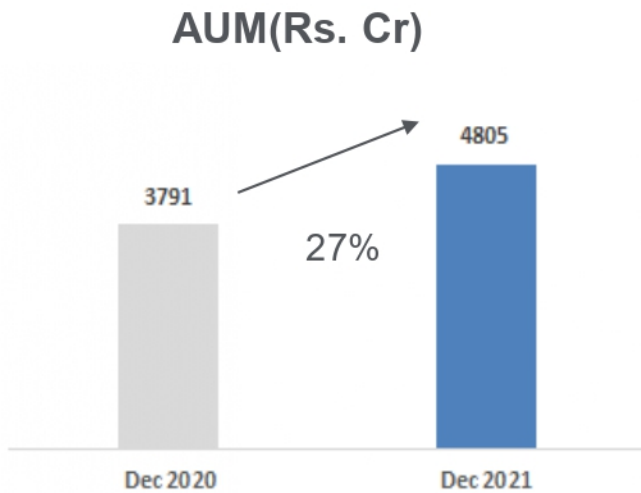


### ROA(%)



(\*) NPA as on Dec 21 before RBI circular at 1.11%

# Performance Highlights (Year on Year)

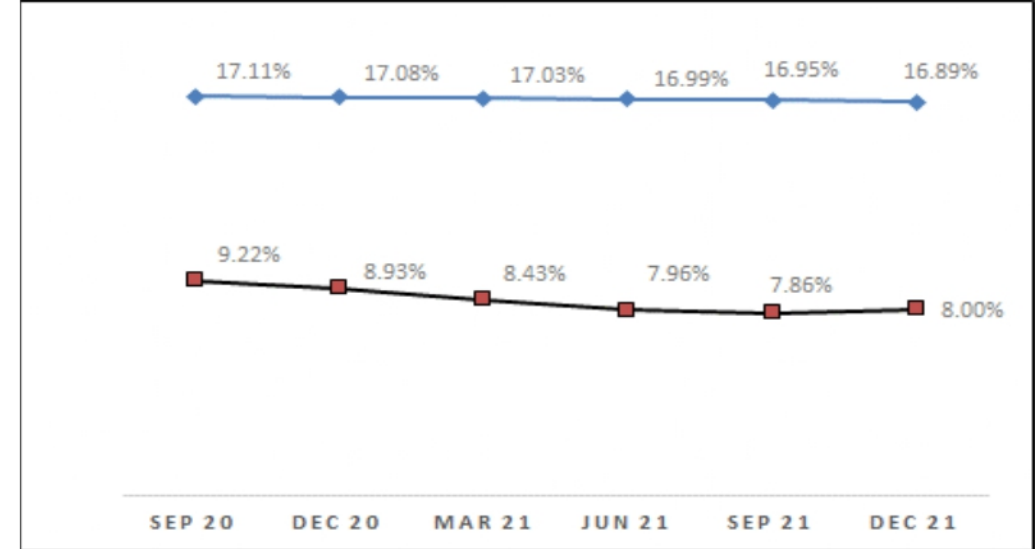
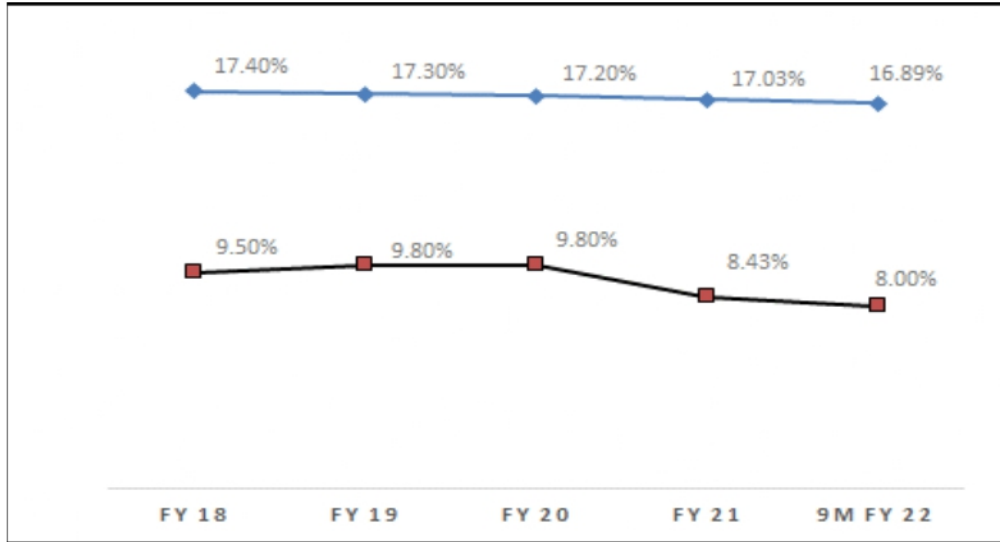


(\*) NPA as on Dec 21 before RBI circular at 1.11%

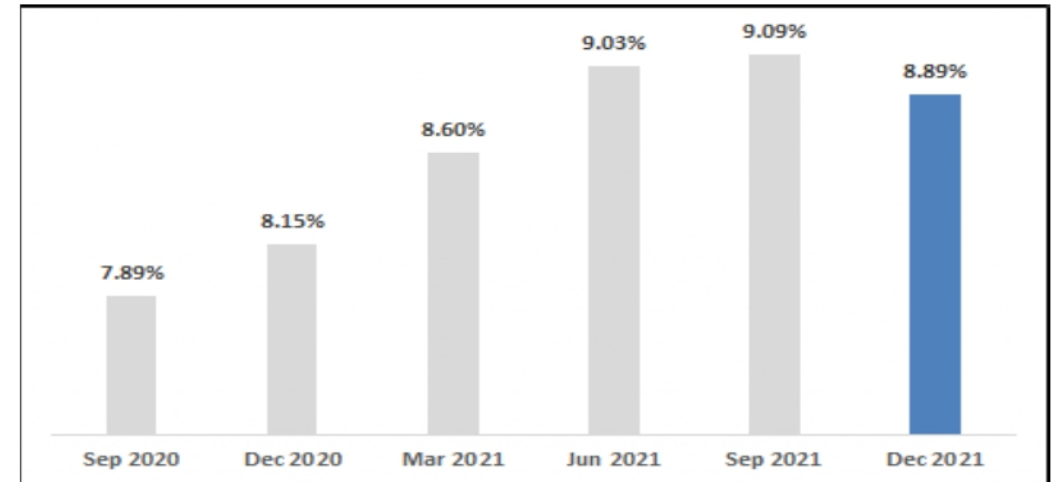
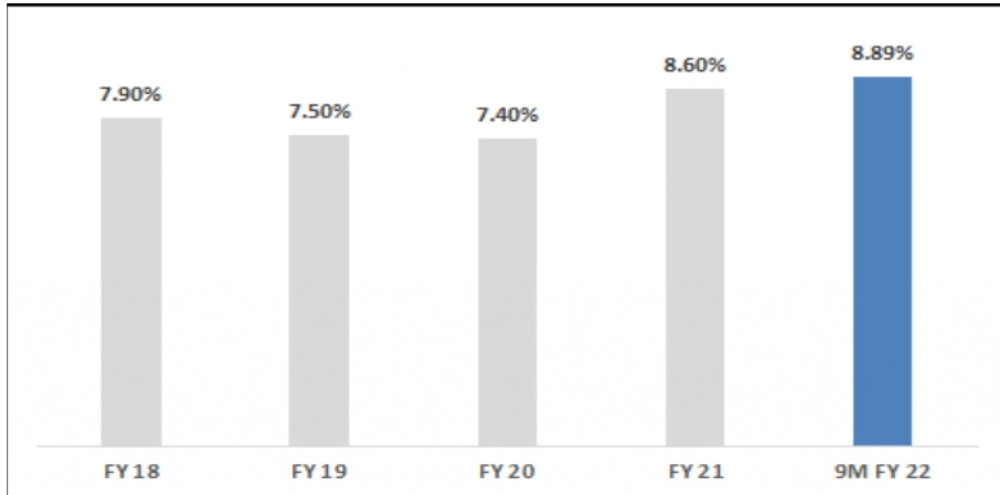


# Consistent NIMs

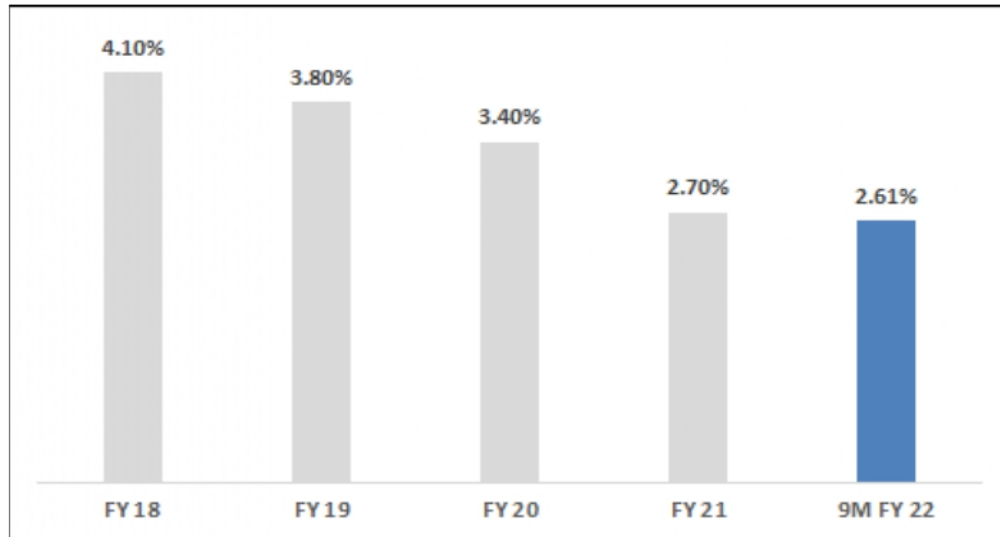
## Yields/Cost of Borrowings (%)



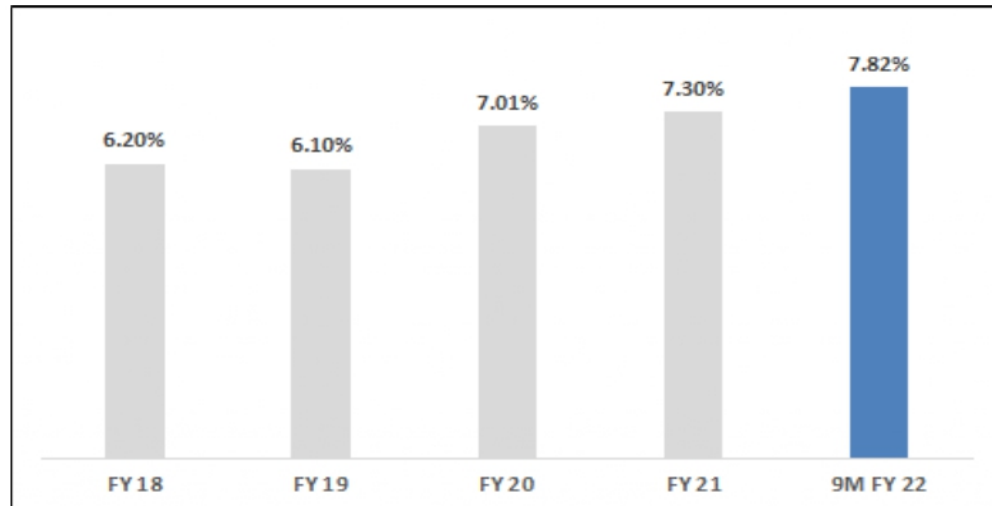
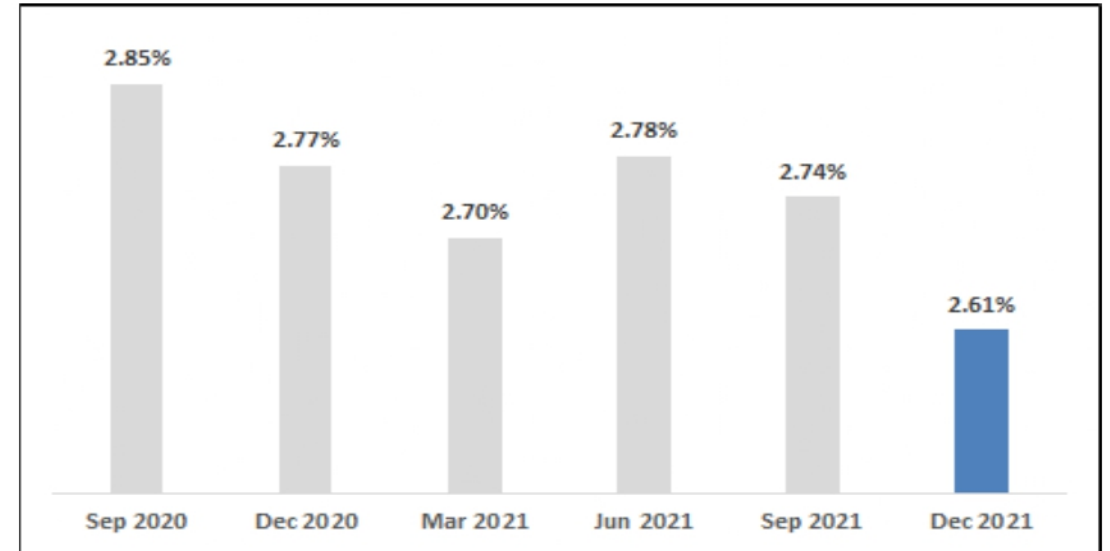
## NIM (%)



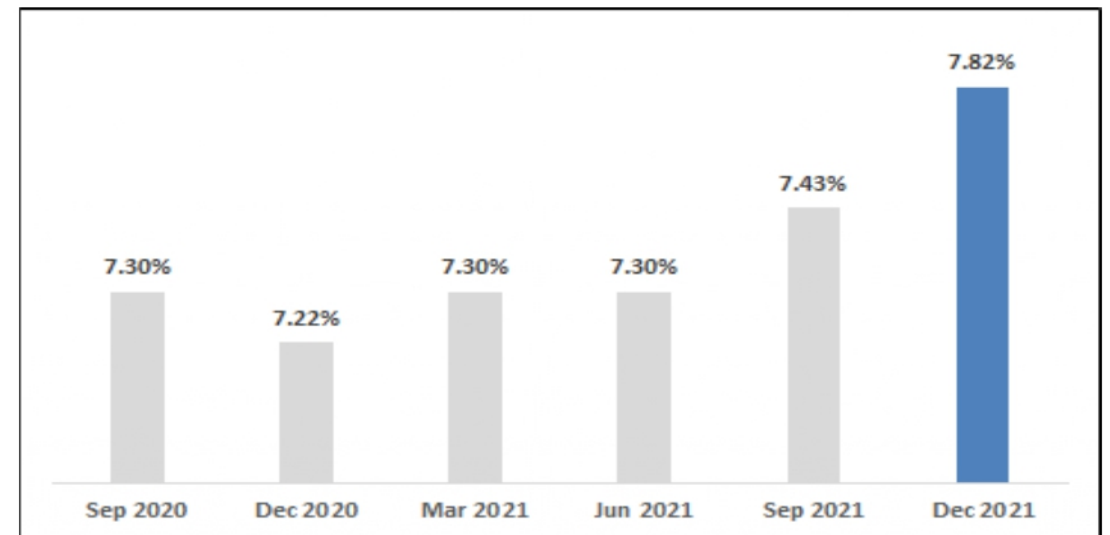
# Opex and ROA



Opex (%)

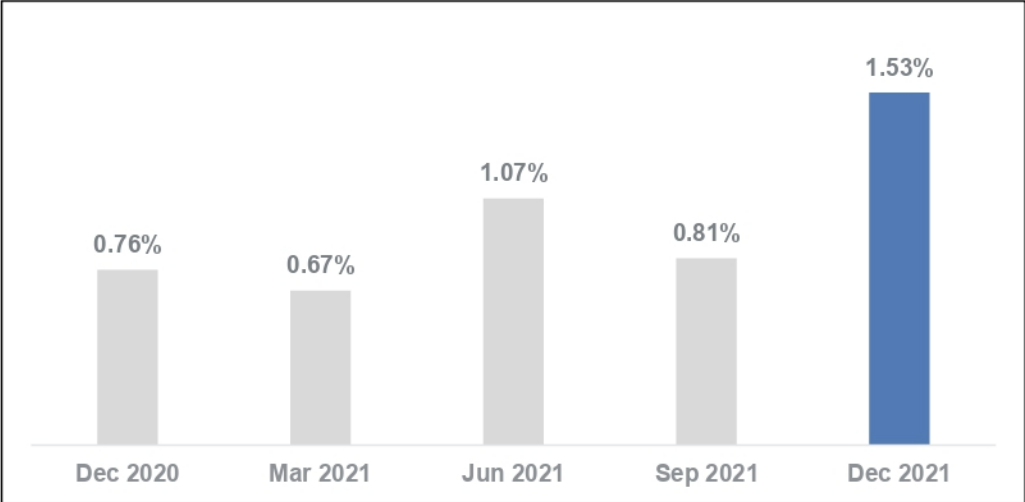


ROA (%)

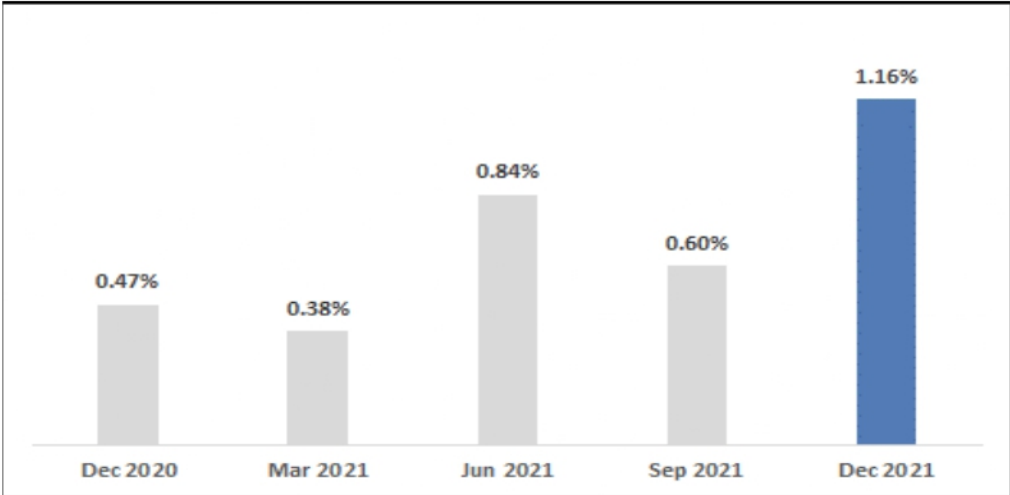


# Asset Quality

Gross NPA (%)<sup>(\*)</sup>

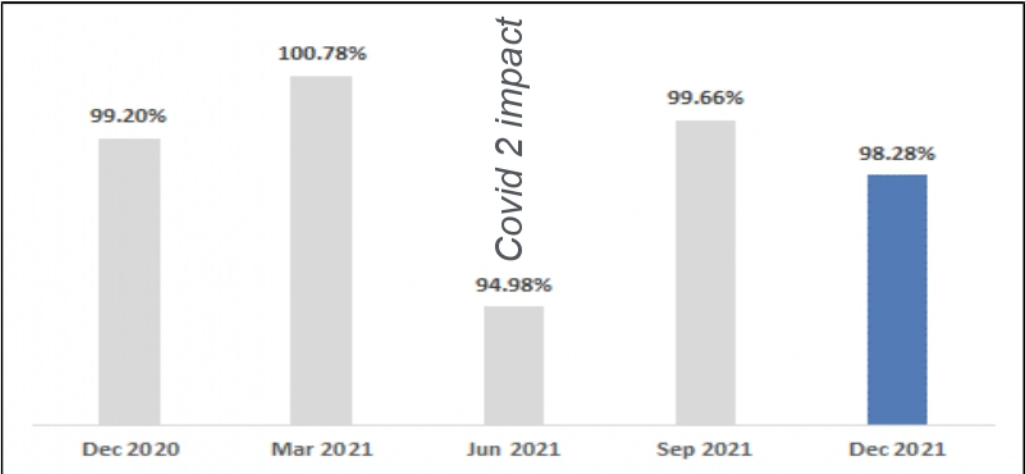


Net NPA (%)

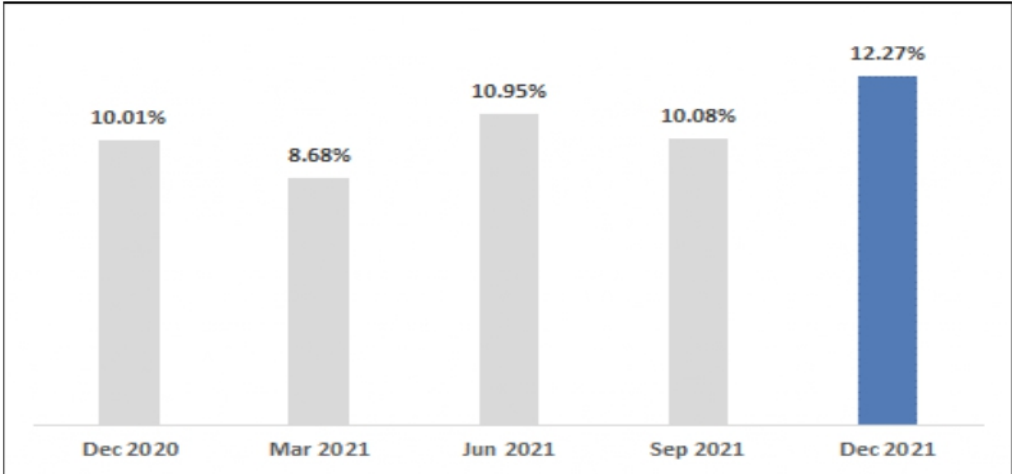


*(\*) NPA as on Dec 21 is as per the RBI circular dated 12 Nov 2021*

Collection efficiencies (%)



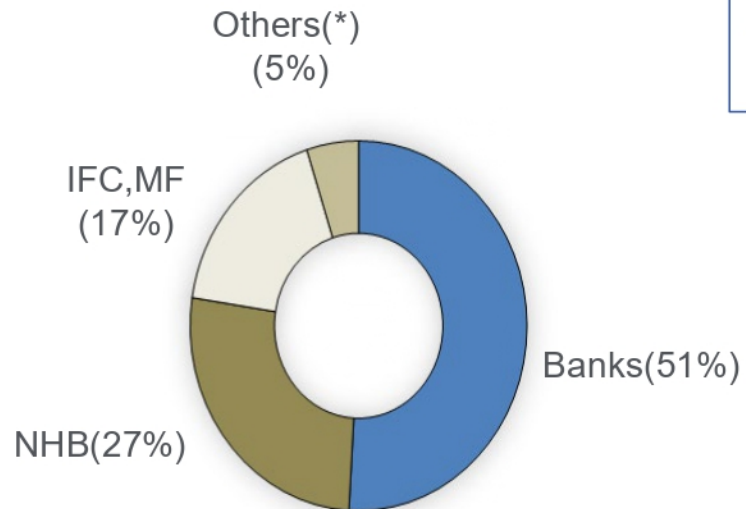
30 + DPD (%)



# Robust Funding Management and Credit Profile

## Diversified and Balanced Funding Mix

Sources of funds mix (%)



No Exposure to Short term loan incl CPs

## 20+ Lender Relationships

DFI	NHB	International Finance Corporation
Private Sector	HDFC Bank	Axis Bank
	Federal Bank	ICICI Bank
Public Sector	SBI	PNB
	Bank of Baroda	Bank of India

Avg. tenure of borrowings	9MFY22	FY21	FY20
	80.2	83.3	83.2

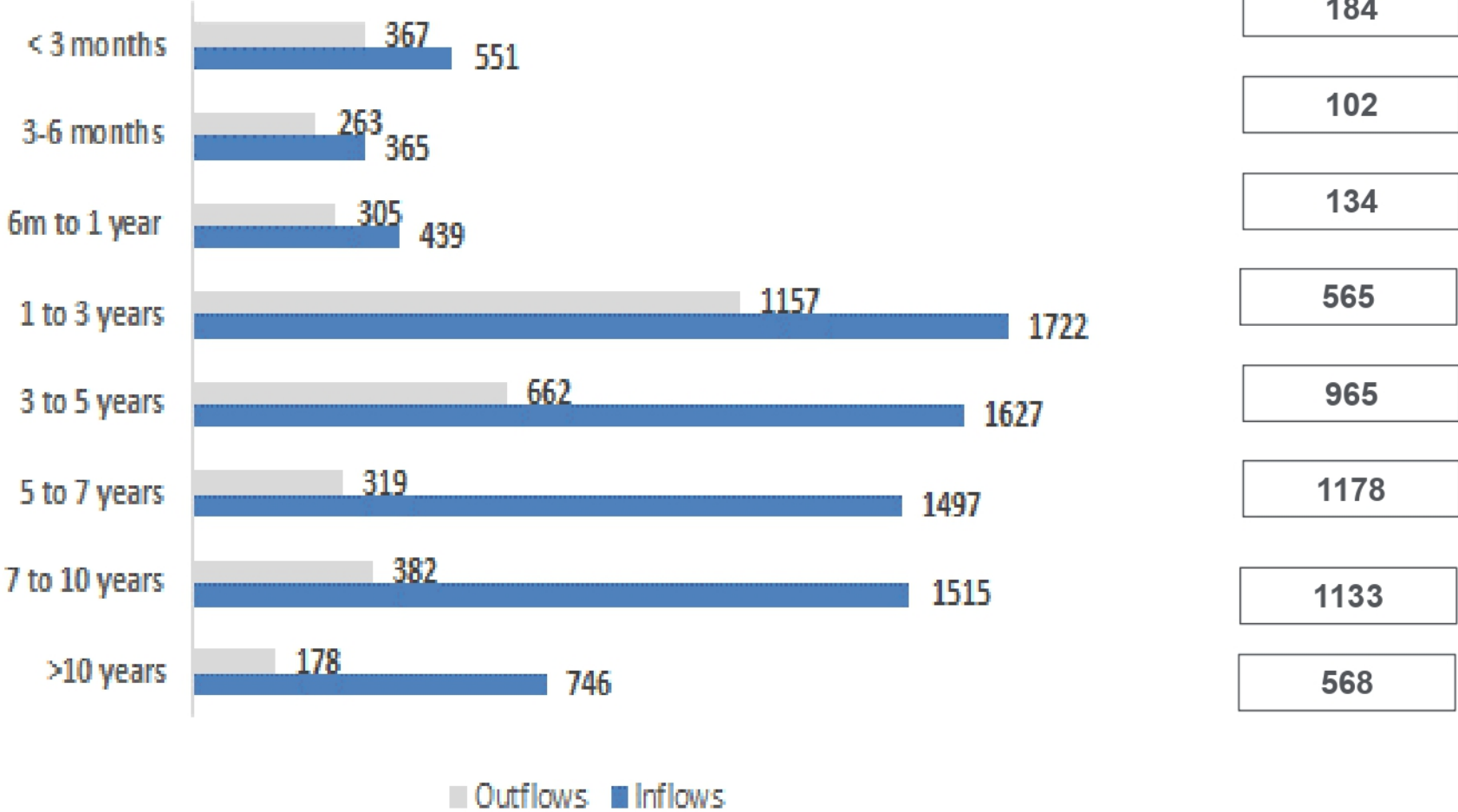
• Others represents Securitisation

- Credit Rating (ICRA)– Upgraded to AA- from A+
- Credit Rating(CARE) – A+ (outlook upggraded from stable to positive)

# ALM Surplus

Position as on 31 December 2021 (Rs.Cr)

## Surplus





# Comfortable liquidity position

Rs. Crores

Particulars	As on 31 Dec 2021	Q4 FY 22	Q1 FY 23	Q2 FY 23
Cash and Cash Equivalents	268			
Opening Liquidity		268	867	920
Add: Undrawn Sanctions		565		
Add: Principal repayments and surplus from operations		202	239	276
Less: Debt repayments		168	187	177
Closing Liquidity		867	920	1,020

- High cost loans being prepaid or renegotiated
- Rs.920 crores available for business upto June 2022
- Undrawn sanctions includes Rs.400 crores to be drawn from NHB and the balance from banks

# Key Growth Strategies



## Continued Focus on Existing Segment

- Ticket Size in INR 0.5 – 1.5mn range
- Large headroom in *new to credit, retail* segment
- Maintain different templates of *customer profiles* to increase business while managing risks



## Deeper Penetration in Existing Markets

- *Contiguous* expansion and increasing penetration
- *Branch expansion* in new markets – Odisha, Maharashtra, and Chhattisgarh



## Reduce Cost of Borrowings

- Diversification of borrowing profile
- Continue to improve credit ratings

# Experienced and Well Diversified Board

## CMD



**M. Anandan**

Chairman & Managing Director

## WestBridge 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.



**Krishnamurthy Vijayan**

Former MD, JPM Asset Mgmt.



**Mona Kachhwaha**

Director – Impact Investors Council

## Non-Executive Independent Director



**VG Kannan**

Former- MD, SBI

## Non-Executive Directors



**Shailesh J. Mehta**

Partner, Granite Hill Capital Partners



**Suman Bolina**

Executive Managing Partner, Sri Santhi Corp.

# Stable Management Since Inception



## **M. Anandan**

### **Chairman & Managing Director**

4 decades of experience in Financial Services



## **Balaji P**

### **ED & CFO**

Several years of experience in finance, treasury, banking, fund raising



## **Subramaniam G**

### **ED - Chief of Business and Risk**

Several years of experience in lending (financial products), risk management, operations and collections



## **C.T. Manoharan**

### **Executive Vice President - Business Development**

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



## **Sarath Chandran D**

### **Executive Vice President - Collections and Technical**

Niche experience in collections and technical in housing finance industry



## **V. Krishnaswami**

### **Vice President - Information Technology**

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



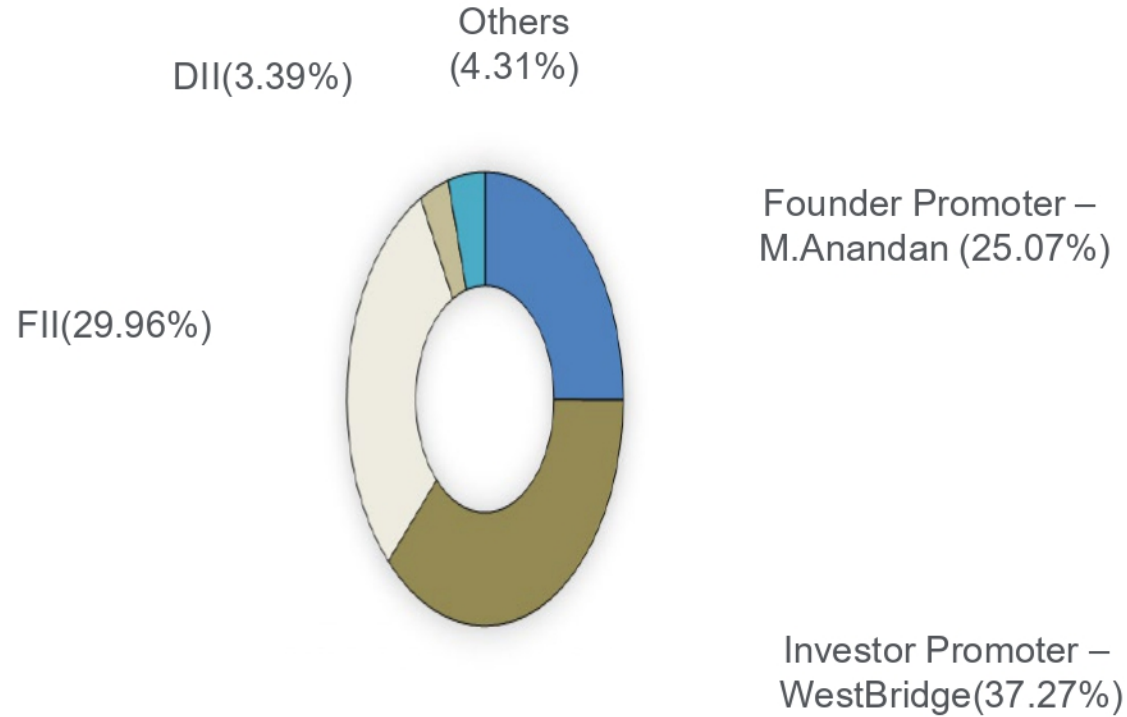
## **N. Srikanth**

### **Vice President - Human Resource**

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

# Diversified Shareholding

## Shareholding Pattern as on 31 Dec 2021



## Top Institutional Shareholders as on 31 Dec 2021

Investor Details	% of holding
<b>Key Investors</b>	
Malabar Group	8.51
Steadview Capital	3.47
Sequoia	3.21
Ward Ferry	2.87
Madison	2.79
Genesis	1.44
Aberdeen	1.29
Capital Research	1.27
Neuberger Berman	1.22
DSP Mutual Fund	0.67

# Annexures



# Consolidated Statement of Profit and Loss(\*)

Rs. Crores

Particulars	Q3 FY 22	Q2 FY 22	Q3 FY 21	9M FY 22	9M FY 21	Growth	
						Q3 FY 22 over Q2 FY 22	9M FY 22 over 9M FY 21
Interest income on loans	204.96	191.69	159.10	575.91	453.41		
Processing fees and other income	13.13	11.55	10.08	31.96	19.98		
Interest expense	48.52	55.25	53.34	159.27	154.04		
NIM	169.57	147.99	115.84	448.60	319.35	15%	40%
Operating expenses	27.65	31.18	25.78	86.91	69.44		
ECL Provision/NPA	10.80	7.46	0.31	26.10	2.77		
Profit before tax	131.12	109.35	89.75	335.59	247.14	20%	36%
Provision for Taxation	29.68	24.13	20.90	75.42	55.83		
Profit After Tax	101.44	85.22	68.85	260.17	191.31	19%	36%

(\*) – Based on Ind AS

# Consolidated Statement of Assets and Liabilities(\*)

Rs. Crores

Particulars	31-Dec-21	31-Mar-21
<b>Sources of Funds</b>		
Share capital	99.38	94.93
Reserves & Surplus	2706.84	1,884.52
<b>Total Networth</b>	<b>2,806.22</b>	<b>1,979.45</b>
Borrowings	2149.06	2,507.97
Other liabilities and provisions	37.22	32.73
<b>Total</b>	<b>4,992.50</b>	<b>4,520.15</b>
<b>Application of Funds</b>		
Loan Assets	4698.07	3989.80
Fixed Assets	3.99	2.75
Liquid Assets - Bank FDs, MFs	267.87	490.54
Other Assets	22.57	37.06
<b>Total</b>	<b>4,992.50</b>	<b>4520.15</b>

(\*) – Based on Ind AS

# Provision for Contingencies (ECL)

Rs. Lakhs

Particulars	Aptus			
	Consolidated			
	31-Dec-21	30-Sep-21	30-Jun-21	31-Mar-21
Gross Stage 3 GNPA	7,357.38	3,623.42	4,494.99	2,717.11
% portfolio in Stage 3 (GNPA%)	1.53%	0.81%	1.06%	0.67%
ECL Provision Stage 3	1,851.28	911.65	1,073.89	1,178.23
Net Stage 3	5,506.10	2,711.77	3,421.10	1,538.88
<b>Provision coverage ratio (PCR)</b>	<b>25.16%</b>	<b>25.16%</b>	<b>23.89%</b>	<b>43.36%</b>
Gross Stage 1 & 2	4,73,223.83	4,44,585.81	4,20,935.95	4,04,058.18
% portfolio in stage 1 & 2	98.47%	99.19%	98.94%	99.33%
ECL Provision Stage 1 & 2	2,441.53	2,301.00	1,387.38	504.51
Net Stage 1 & 2	4,70,782.29	4,42,284.81	4,19,548.57	4,03,553.67
<b>Provision coverage ratio (PCR)</b>	<b>0.52%</b>	<b>0.52%</b>	<b>0.33%</b>	<b>0.12%</b>
<b>Total AUM</b>	<b>4,80,581.21</b>	<b>4,48,209.23</b>	<b>4,25,430.94</b>	<b>4,06,775.29</b>
<b>ECL Provision</b>	<b>4,292.81</b>	<b>3,212.65</b>	<b>2,461.27</b>	<b>1,682.74</b>
<b>Provision coverage ratio (PCR)</b>	<b>0.89%</b>	<b>0.72%</b>	<b>0.58%</b>	<b>0.41%</b>

# RoA Tree

Particulars	9M FY 22	FY 21
Revenue from operations/Avg Loan book	17.61%	17.60%
Other Income/Avg loan book	0.60%	0.50%
Total Revenue/Avg loan book	18.22%	18.10%
Finance cost/Avg loan book	4.79%	5.70%
Spread/Avg loan book	13.43%	12.40%
Operating expenses/Avg loan book	2.61%	2.70%
Credit cost/Avg loan book	0.78%	0.16%
PBT/Avg loan book	10.04%	9.54%
PAT/Avg loan book	7.82%	7.30%
PAT/Networth	14.12%	14.48%

# Thank You