



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 audited Financial Results for the quarter and year ended March 31, 2022

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith a copy of Investor Presentation of the Company on the audited Financial Results for the 4th quarter and year ended March 31, 2022.

This Investor Presentation is also available on the website of the Company at www.aptusindia.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 Limited
Investor Presentation | Q4 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.

Background



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

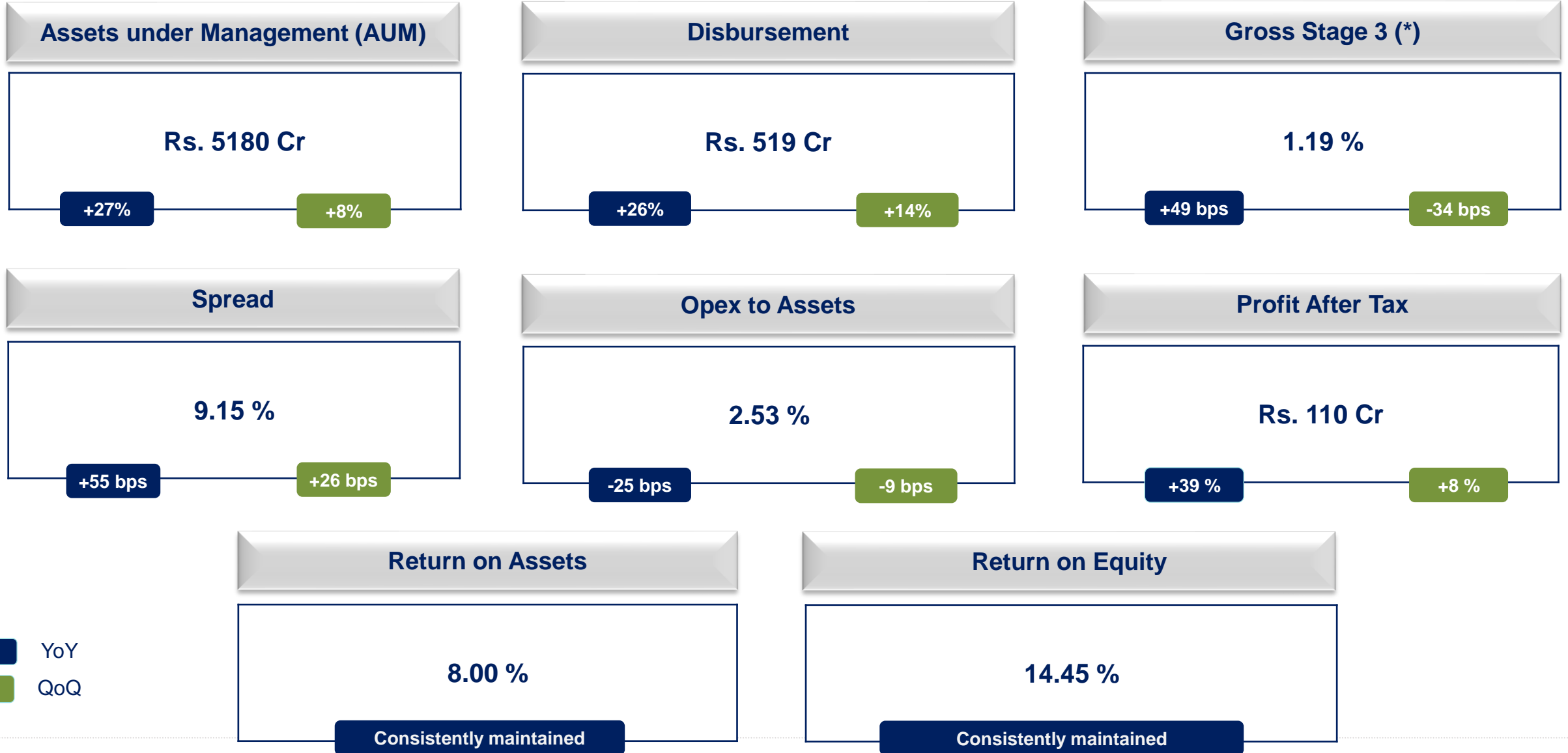


Presence in 208 locations

Key Strengths



Snapshot - March 2022

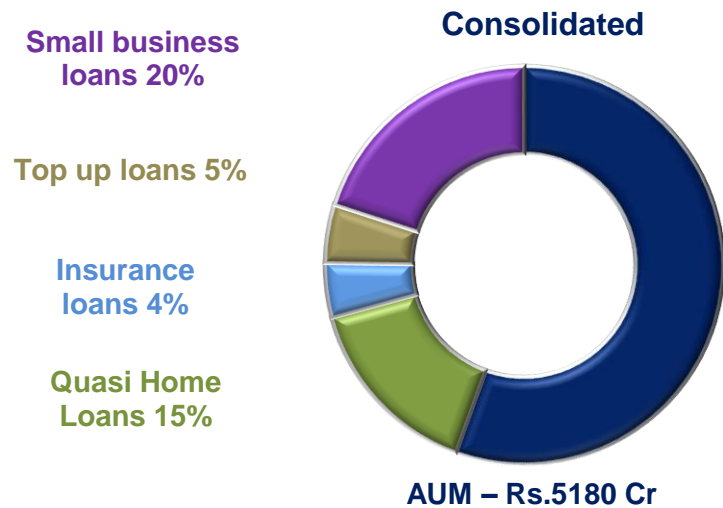
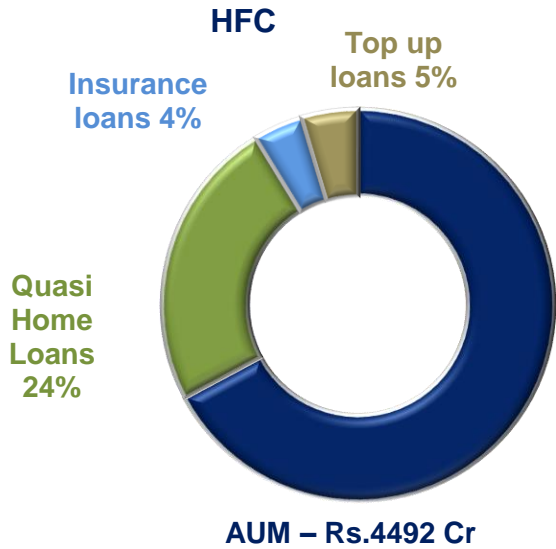


■ YoY
■ QoQ

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

Diversified Loan Portfolio With Niche Customer Focus

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



LIG Customers

75%

Self Employed Borrowers

72%

Rural Focus

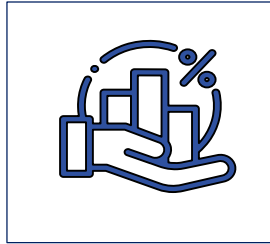
68%

Average Ticket Size < Rs.10 lks

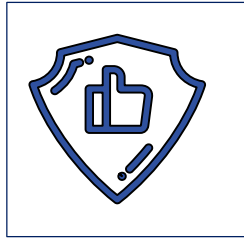
>93%

100% In-House Operations

Fully In-House Team...



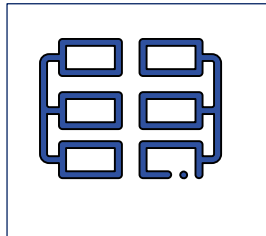
1,307+
Sales



232+
*Central
Credit*



210+
Legal & technical



399
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*
- *208 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

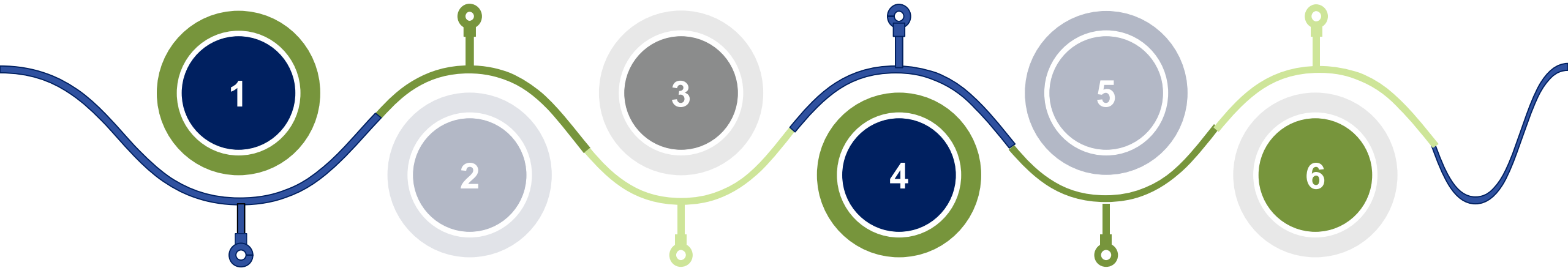
End-to-end software solution

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

1.8x

13%



Andhra Pradesh

1.1x

9%



Telangana

1.5x

8%



Karnataka

1.5x

7%

Branch Productivity as on March 31, 2022

AUM per Branch (Rs. Cr)

of Branches

23

48

137

32.6

3.8
<1 Year Old

13.1
1-3Year Old

32.6
>3 Year Old

Per Capita GDP

Compared to national average of INR 157k

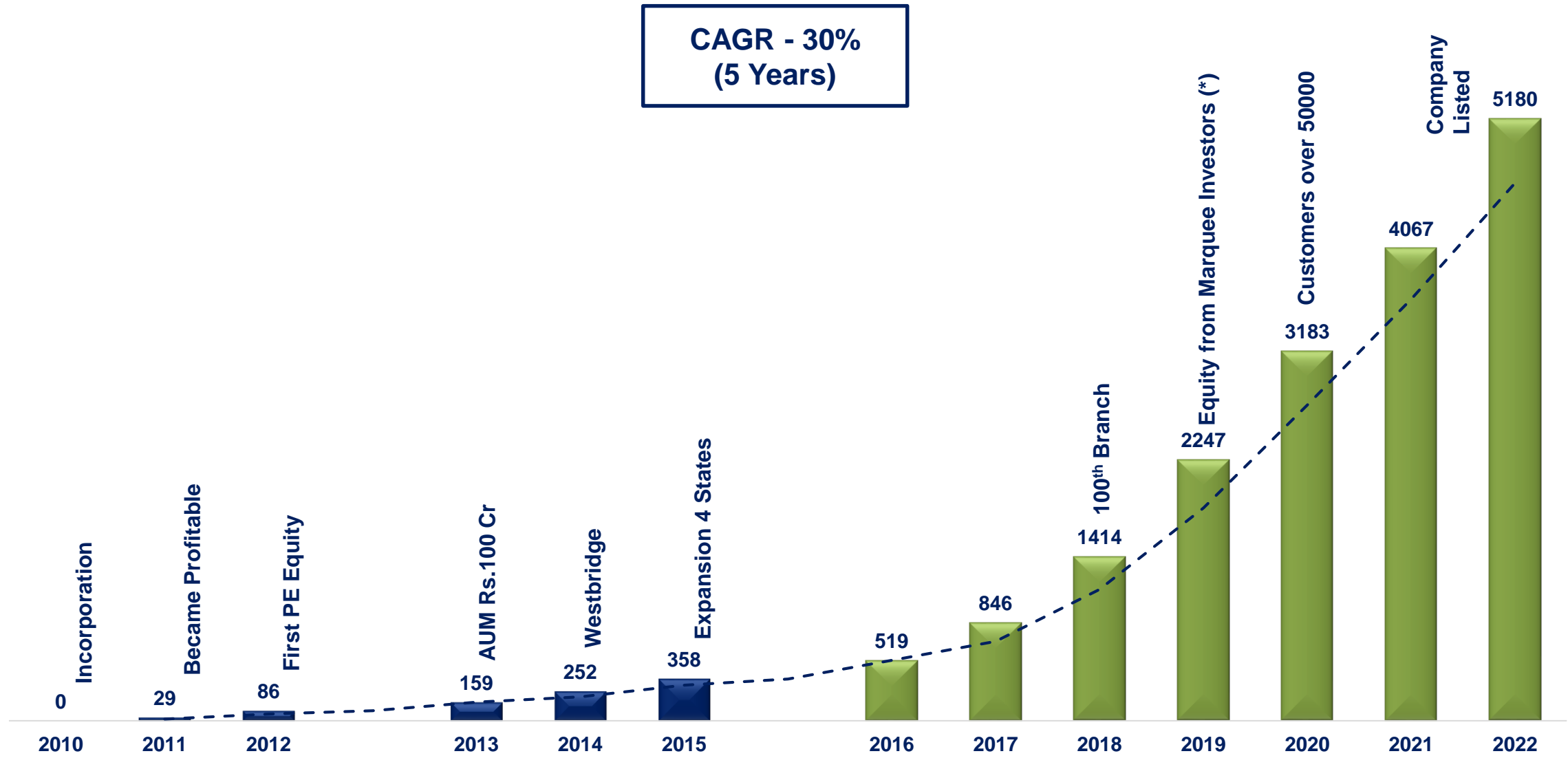
GDP Growth

India average: 4%

State	No of branches	% of AUM as on			
		FY 22	FY 21	FY 20	FY 19
Tamil Nadu	81	48%	52%	56%	60%
Andhra Pradesh	73	31%	28%	25%	21%
Telangana	32	12%	10%	10%	9%
Karnataka	21	9%	10%	10%	11%
Odisha	1	0%	-	-	-
Total	208	100%	100%	100%	100%

Scalable Operating Model

**CAGR - 30%
(5 Years)**



AUM Rs. Crores

(*) – WestBridge, Malabar Sequoia, Steadview

Resilient Model Across Economic Cycles

	GST Implementation FY 18	NBFC Liquidity Crisis FY 20	Covid-19 (first wave) FY 21	Covid-19 (Second wave) FY 22
AUM growth	66%	41%	28%	27%
Yield	17%	18%	17%	17%
GNPA	0.5%	0.7%	0.7%	1.19%(#)
ROA	6.0%	7.8%	7.4%	8.00%

– As per RBI circular dated 12 Nov 2021

Strong ESG Focus



75%
LIG

72%
Self-employed

40%
New to Credit



Employment

in rural / semi-urban
areas

Support

to borrowers



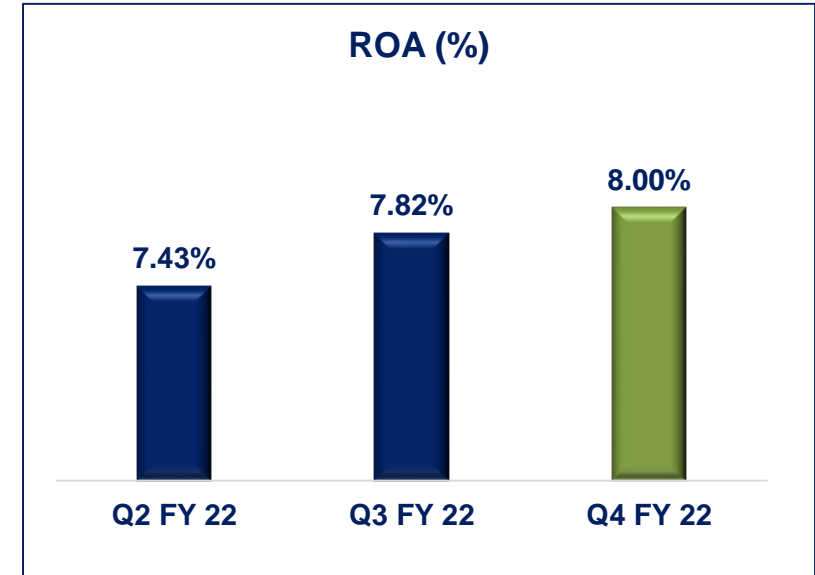
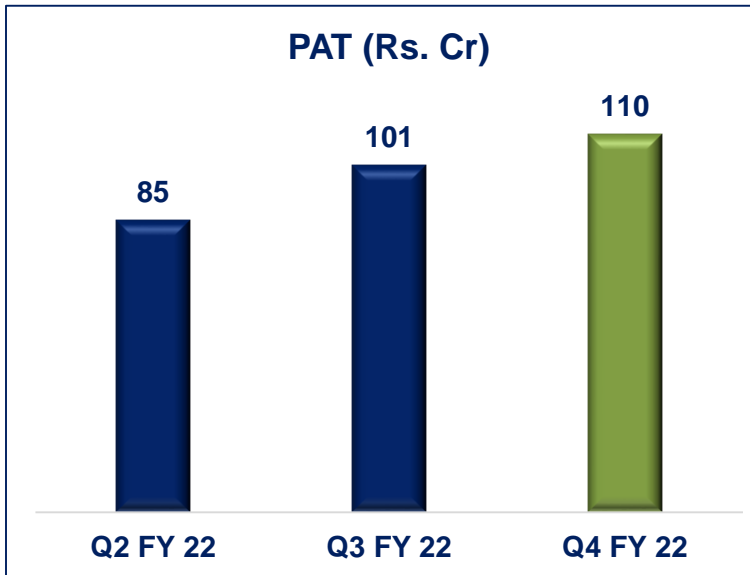
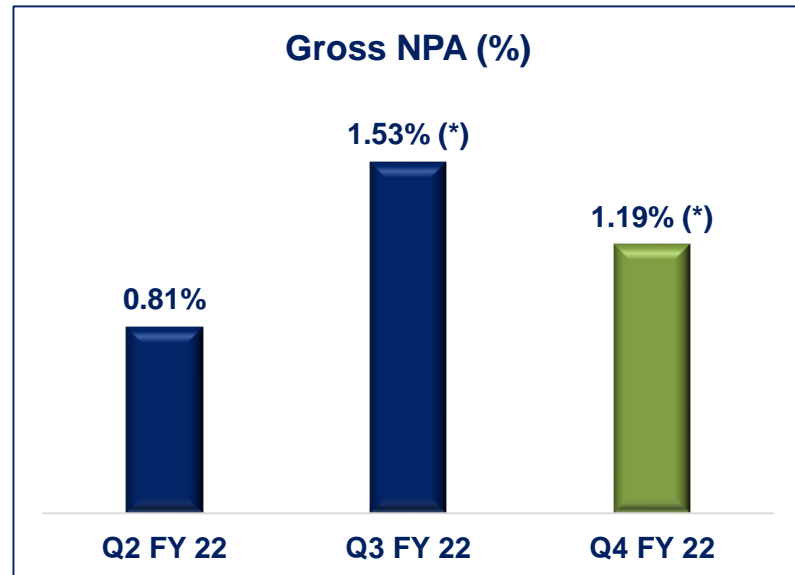
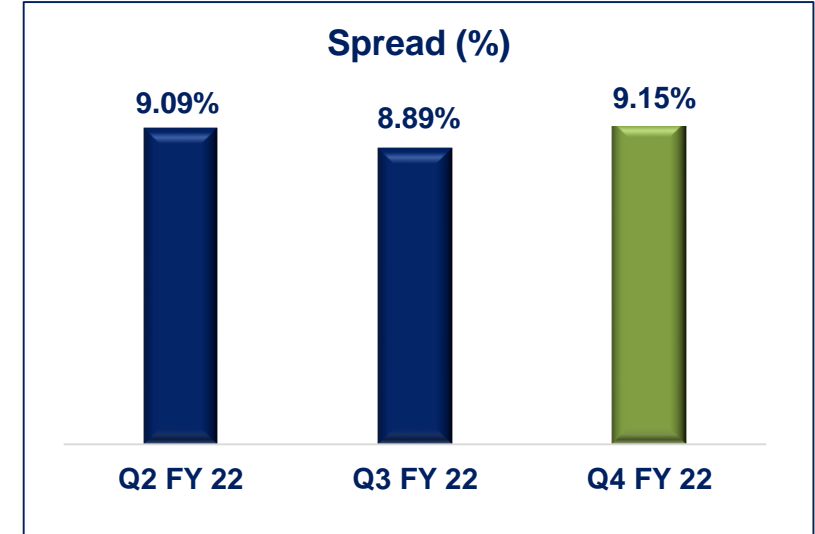
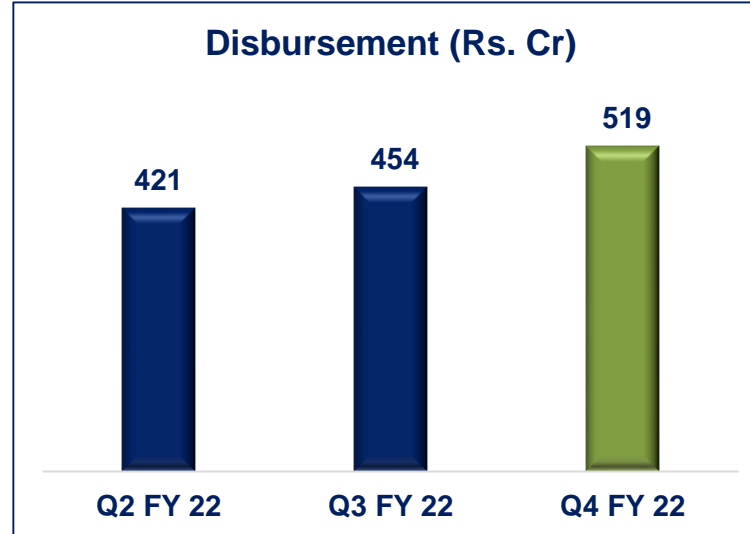
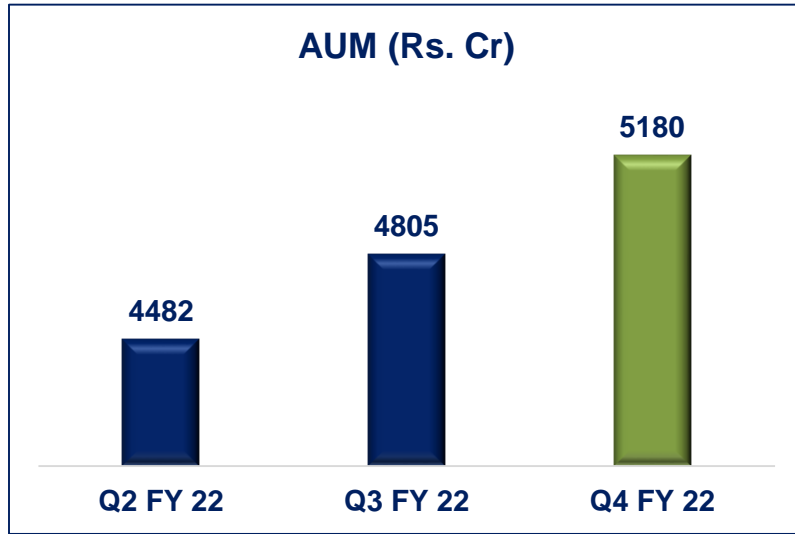
NIL

Material Civil litigation

Diversified Experience

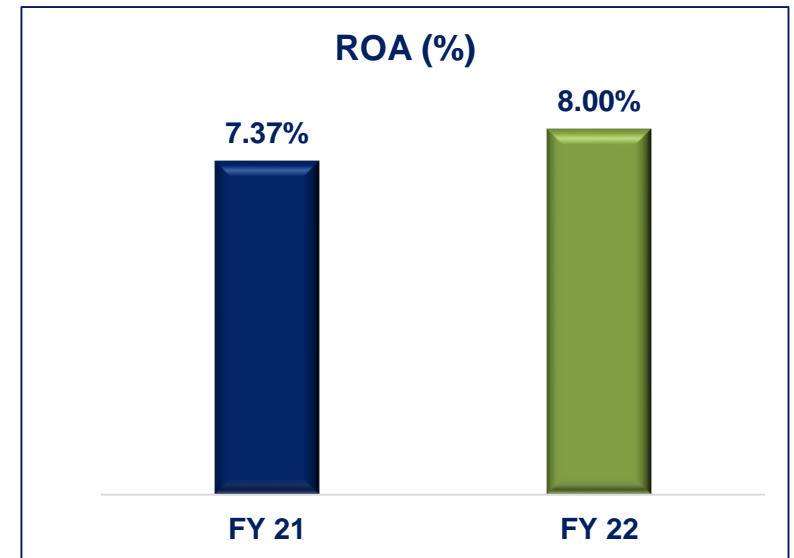
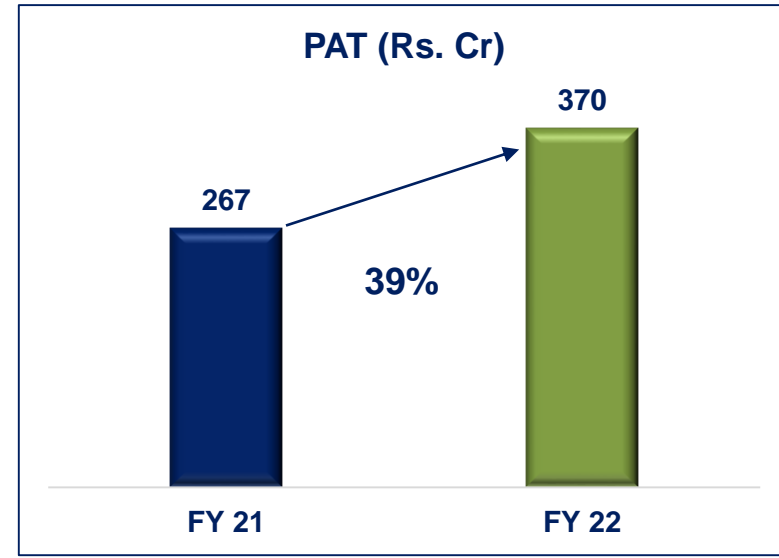
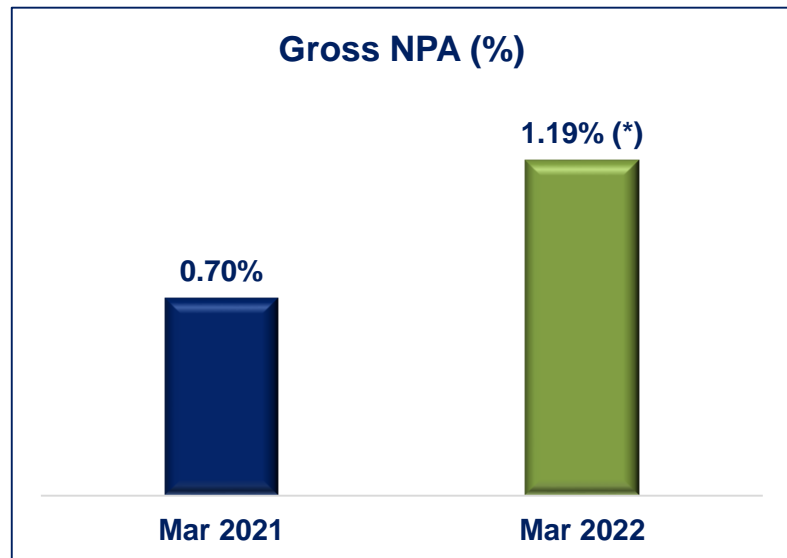
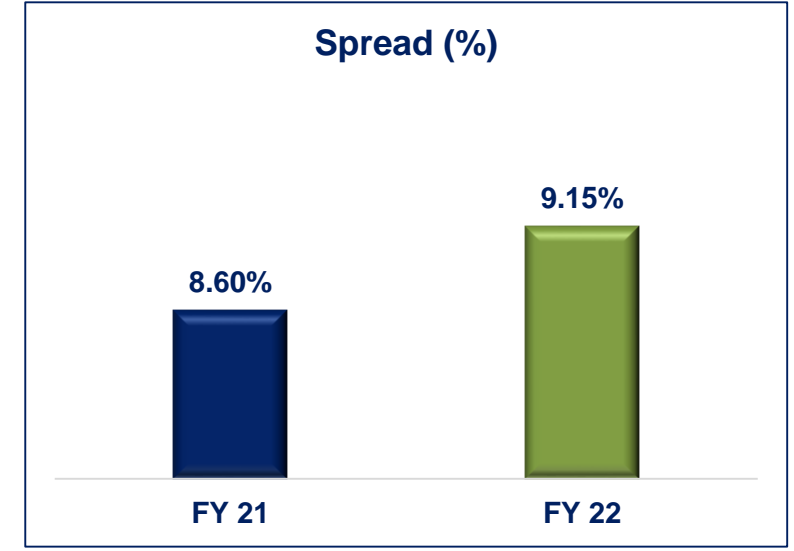
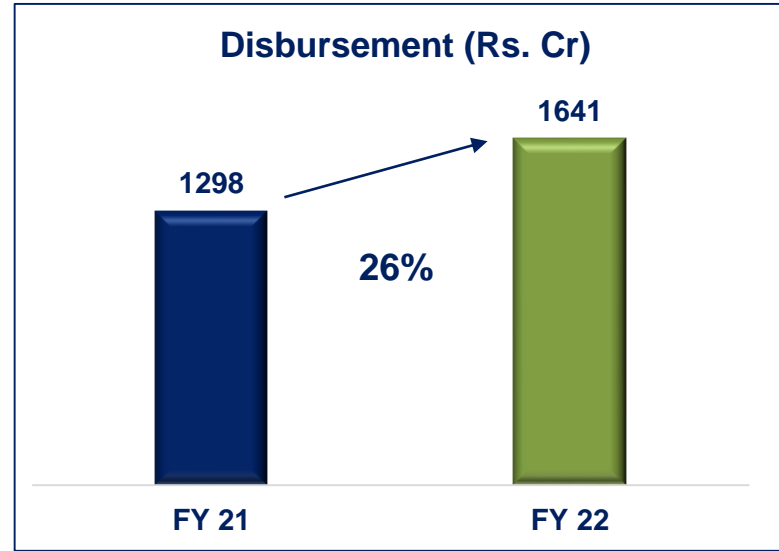
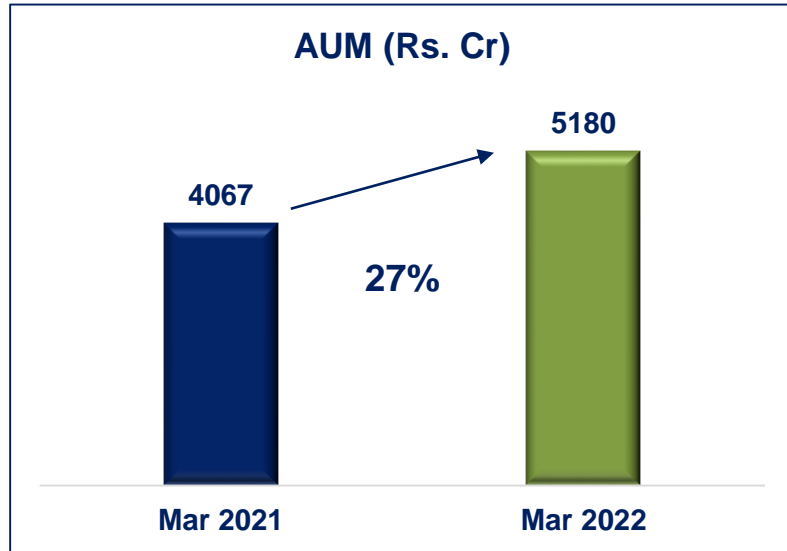
of Board Members across academic
and professional domains

Performance Highlights (Quarterly)



(*) NPA as per RBI circular dated 12 Nov 2021

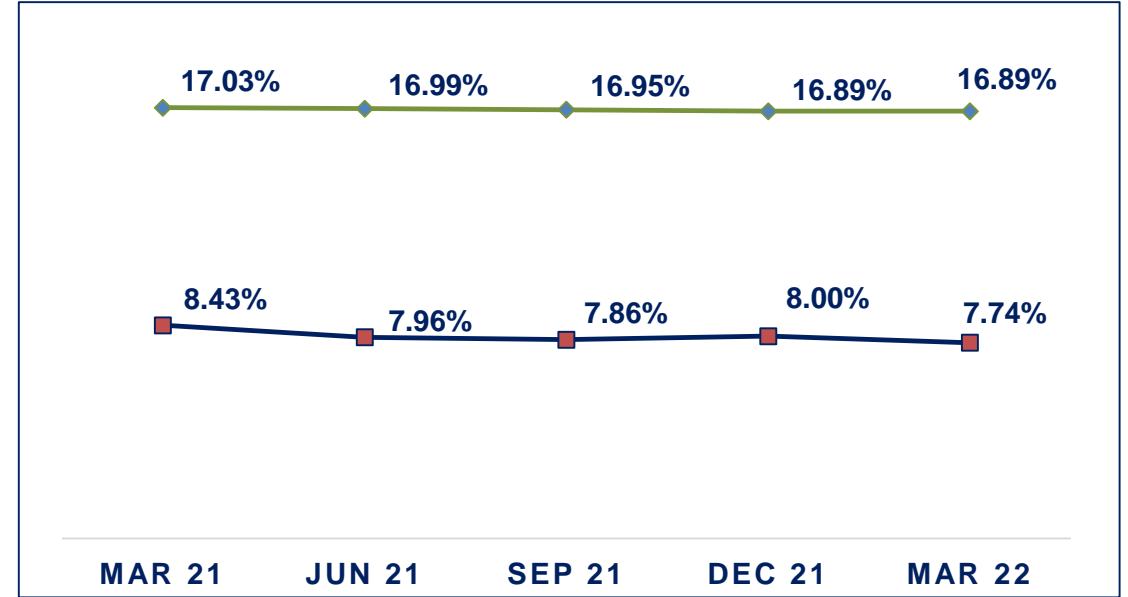
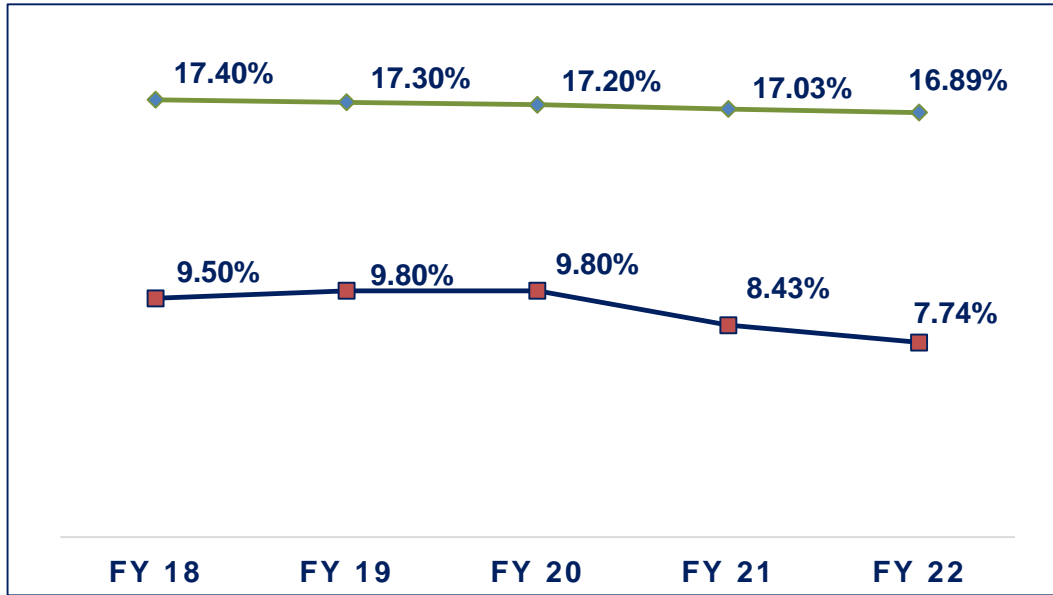
Performance Highlights (Year on Year)



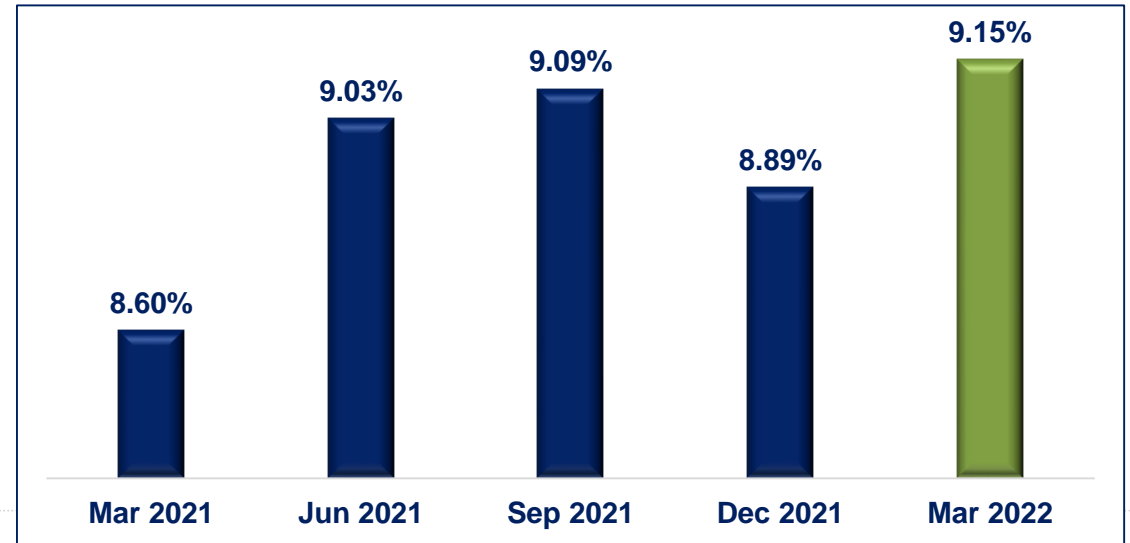
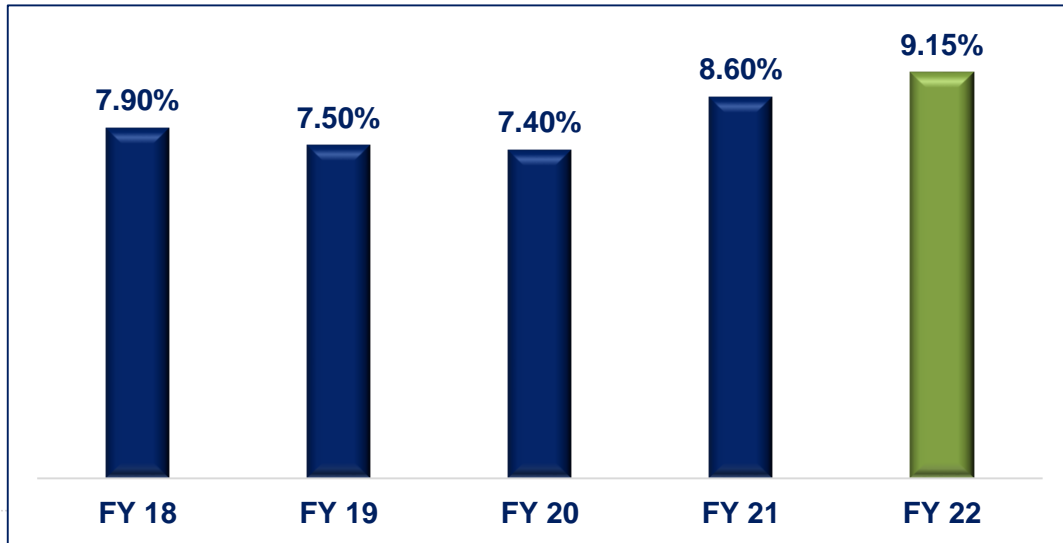
(*) NPA as per RBI circular dated 12 Nov 2021

Consistent NIMs

Yields/Cost of Borrowings (%)

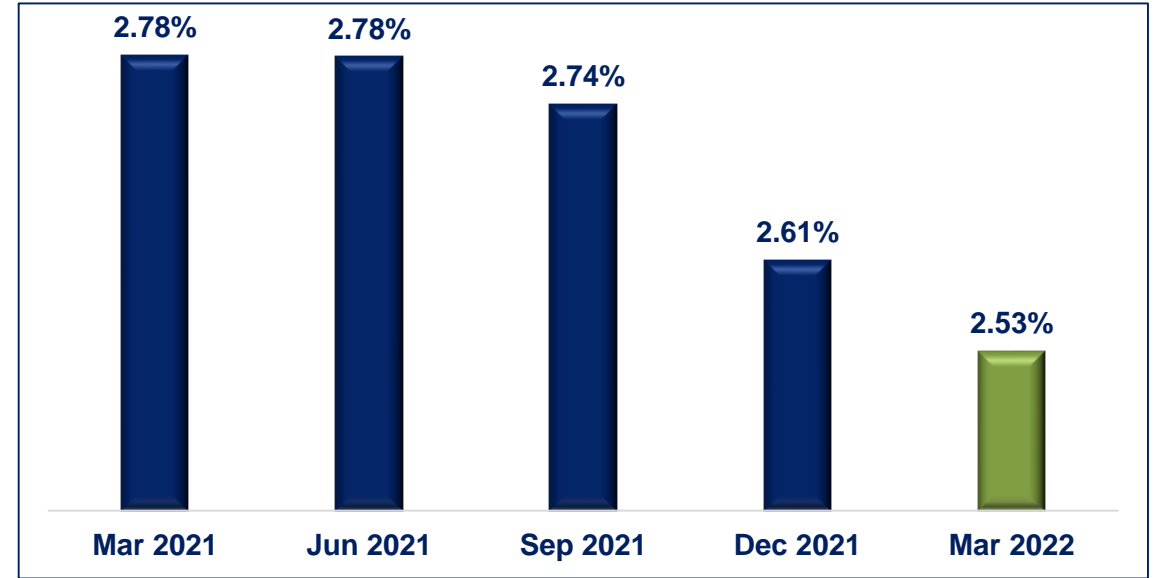
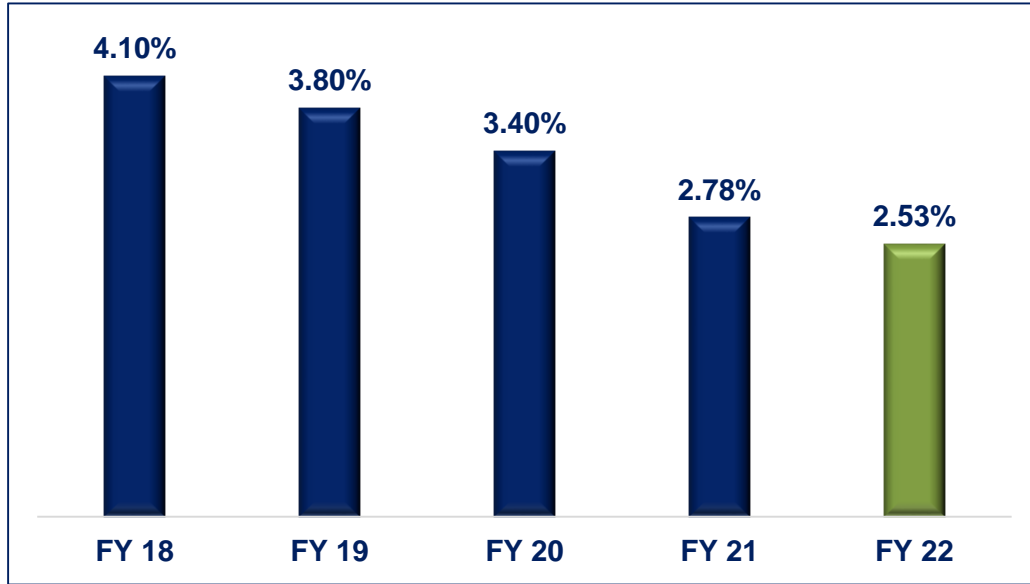


Spread (%)

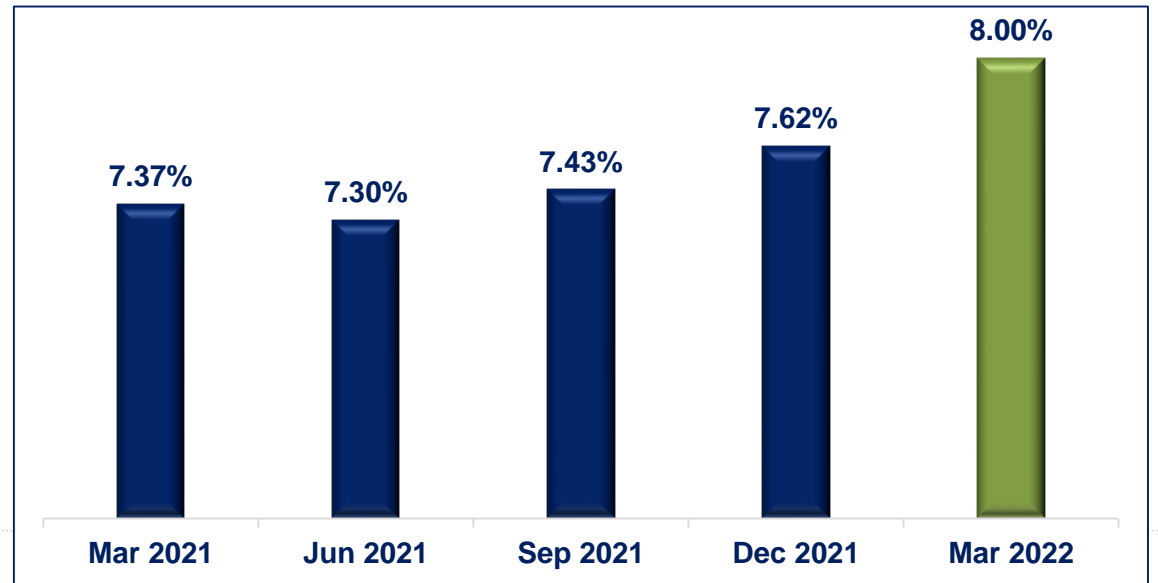
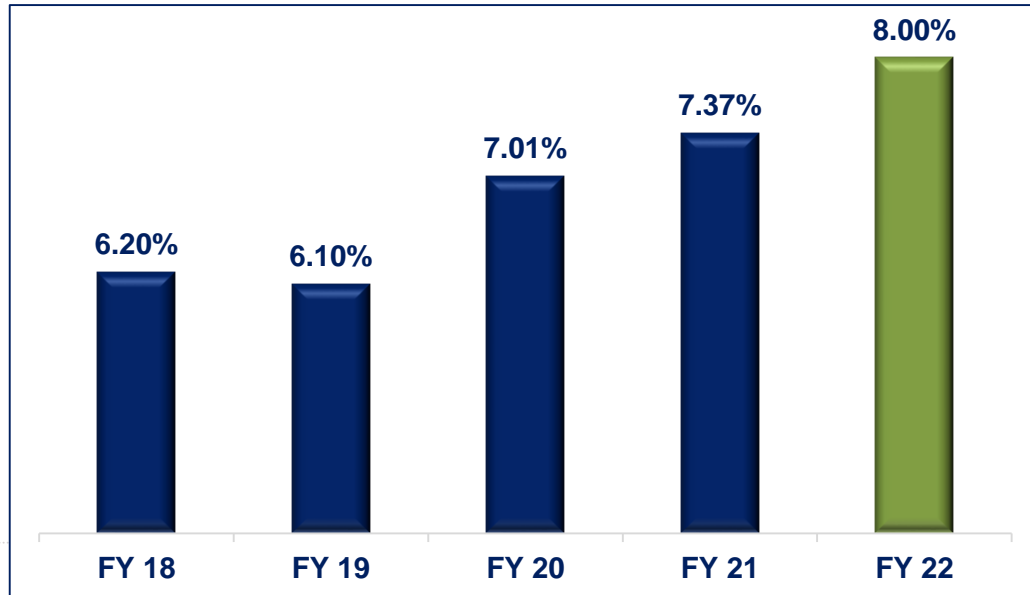


Opex and ROA

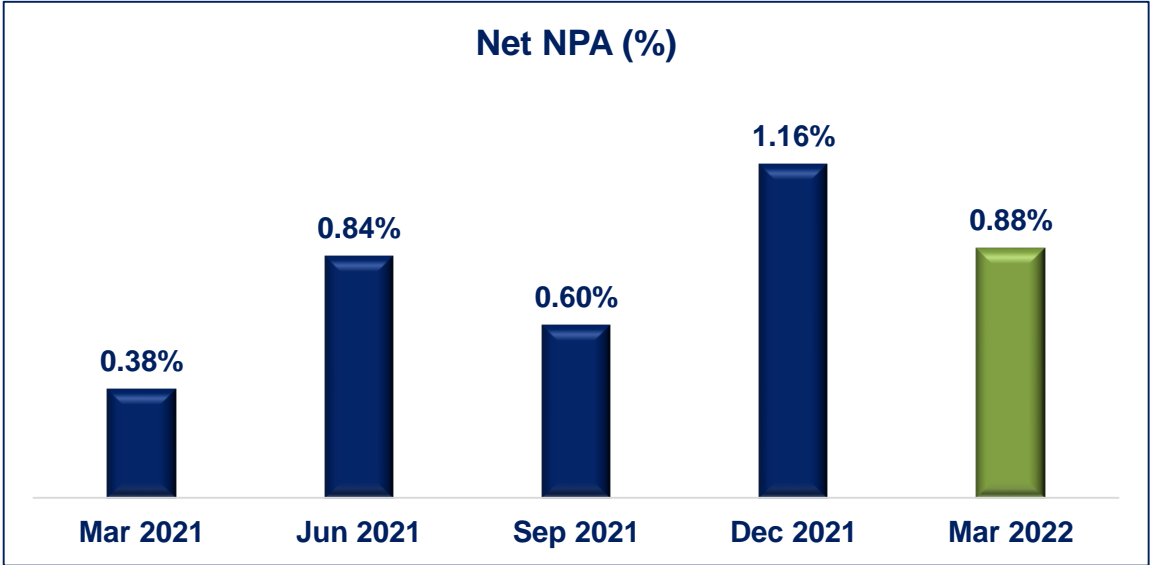
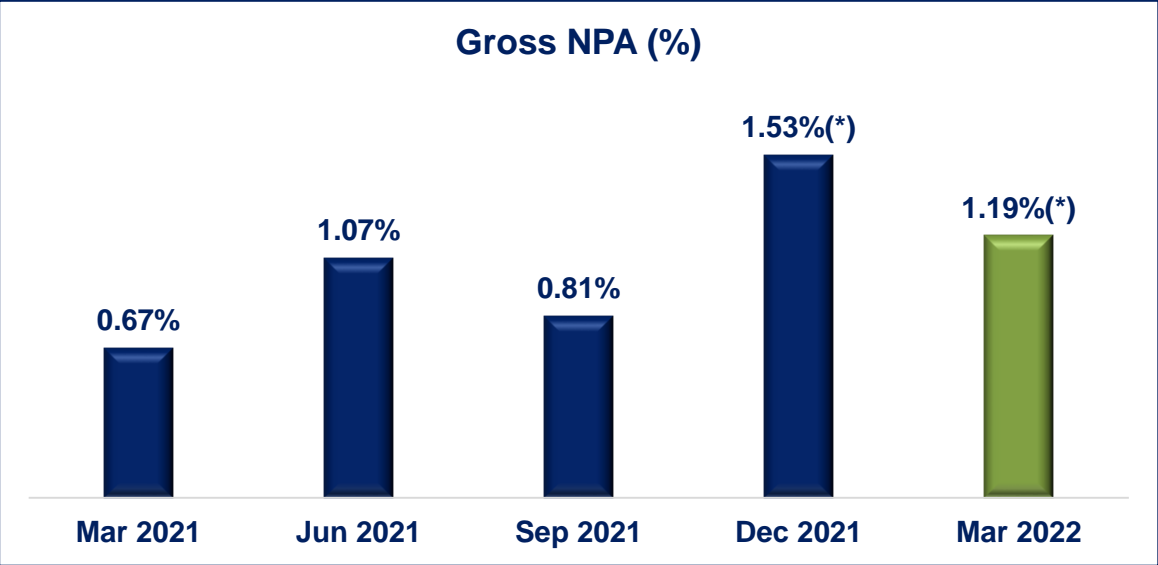
Opex (%)



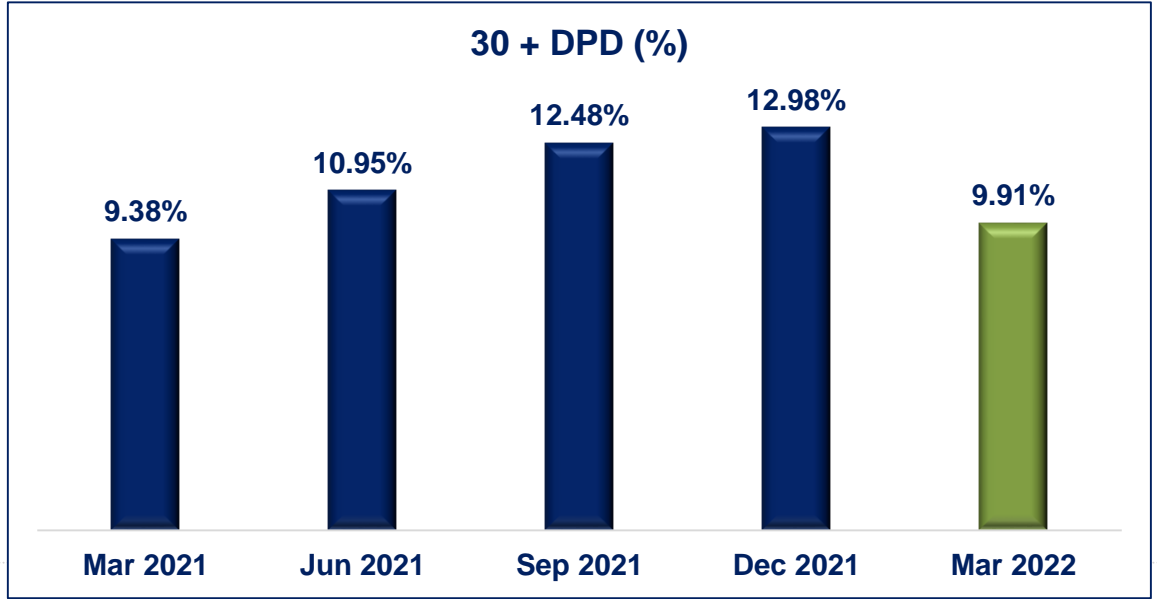
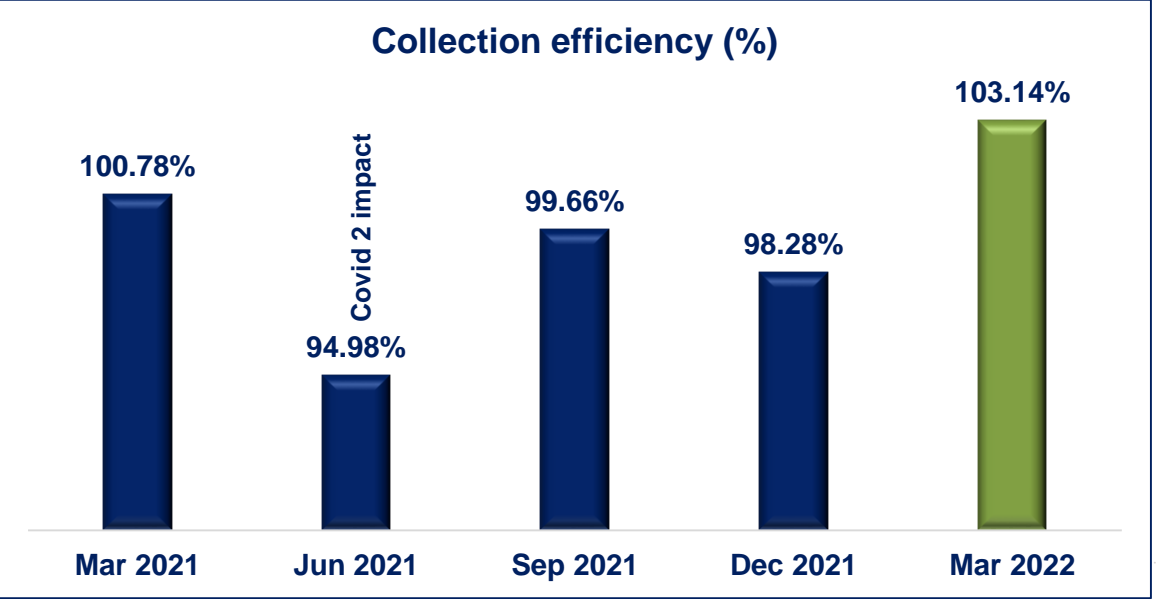
ROA (%)



Asset Quality

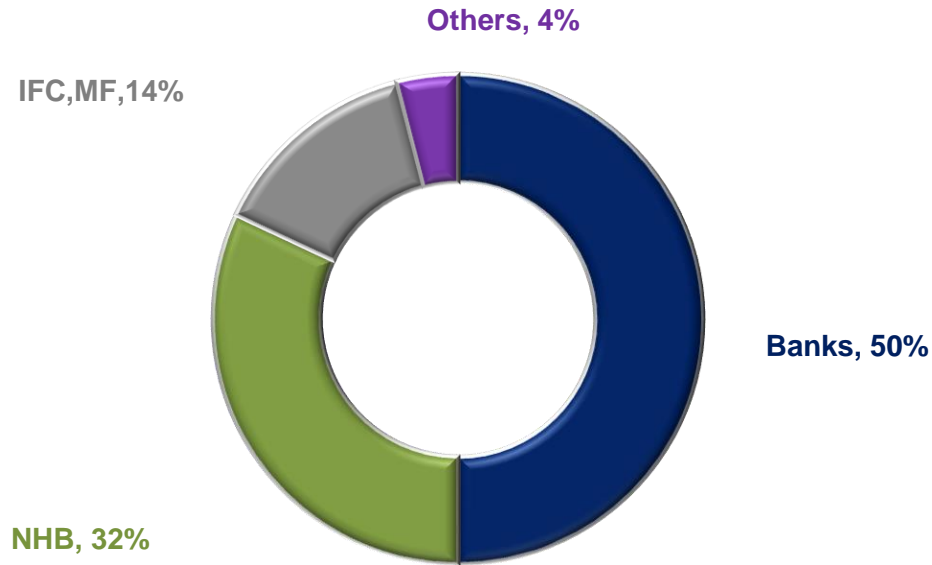


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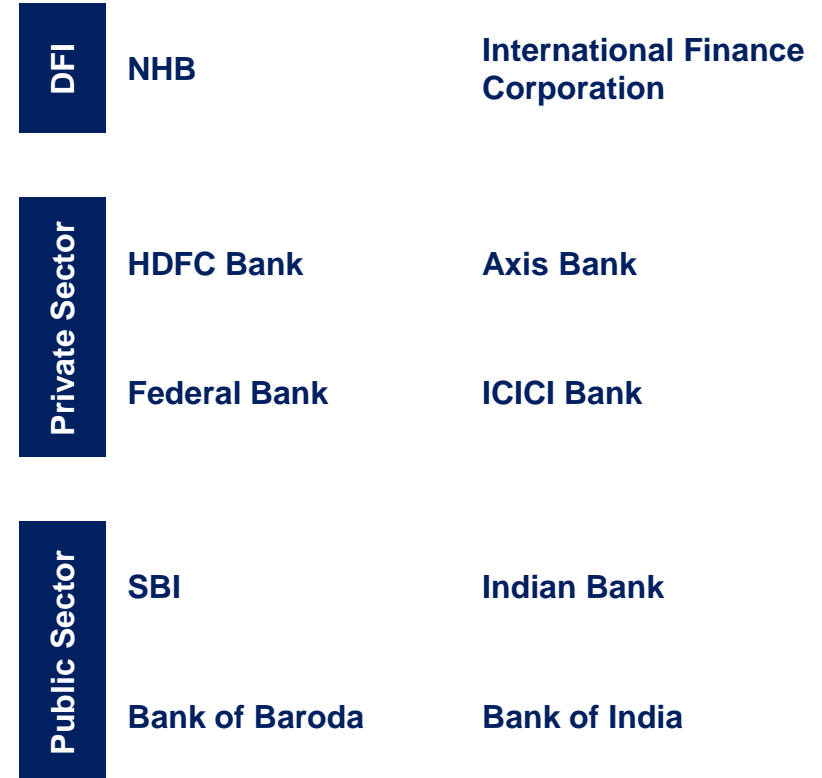
Robust Funding Management and Credit Profile

Diversified and Balanced Funding Mix



No Exposure to Short term loan incl CPs

20+ Lender Relationships



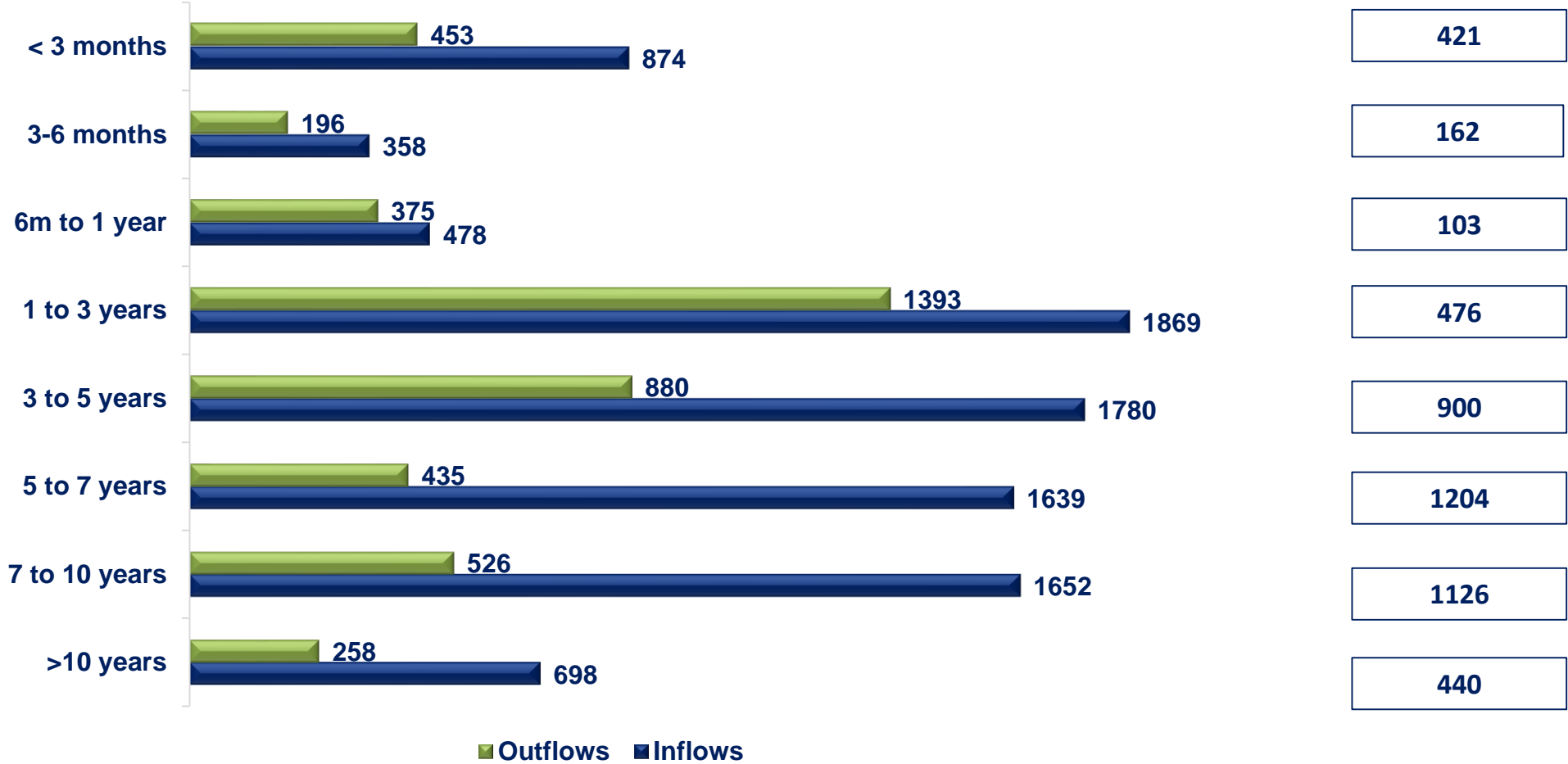
Avg. tenure of borrowings(months)	FY22	FY21	FY20
	84.7	83.3	83.2

• Others represents Securitisation

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

ALM Surplus

Position as on 31 March 2022 (Rs.Cr)



Comfortable liquidity position

Rs. Crores

Particulars	As on 31 Mar2022	Q1 FY 23	Q2 FY 23
Cash and Cash Equivalents	547		
Opening Liquidity		547	864
Add:Undrawn Sanctions		300	
Add: Principal repayments and surplus from operations		212	254
Less: Debt repayments		195	273
Closing Liquidity		864	846

- High cost loans being prepaid or renegotiated
- Rs.846 crores available for business upto Sep 2022

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.



Ramesh K

Sr. Associate Vice President - Credit

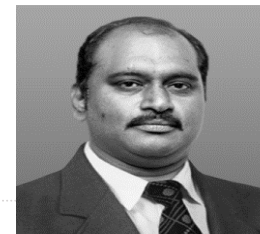
Rich experience in areas of Credit & Risk Management, Fraud Control and operations in retail finance.



N. Srikanth

Vice President - Human Resource

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



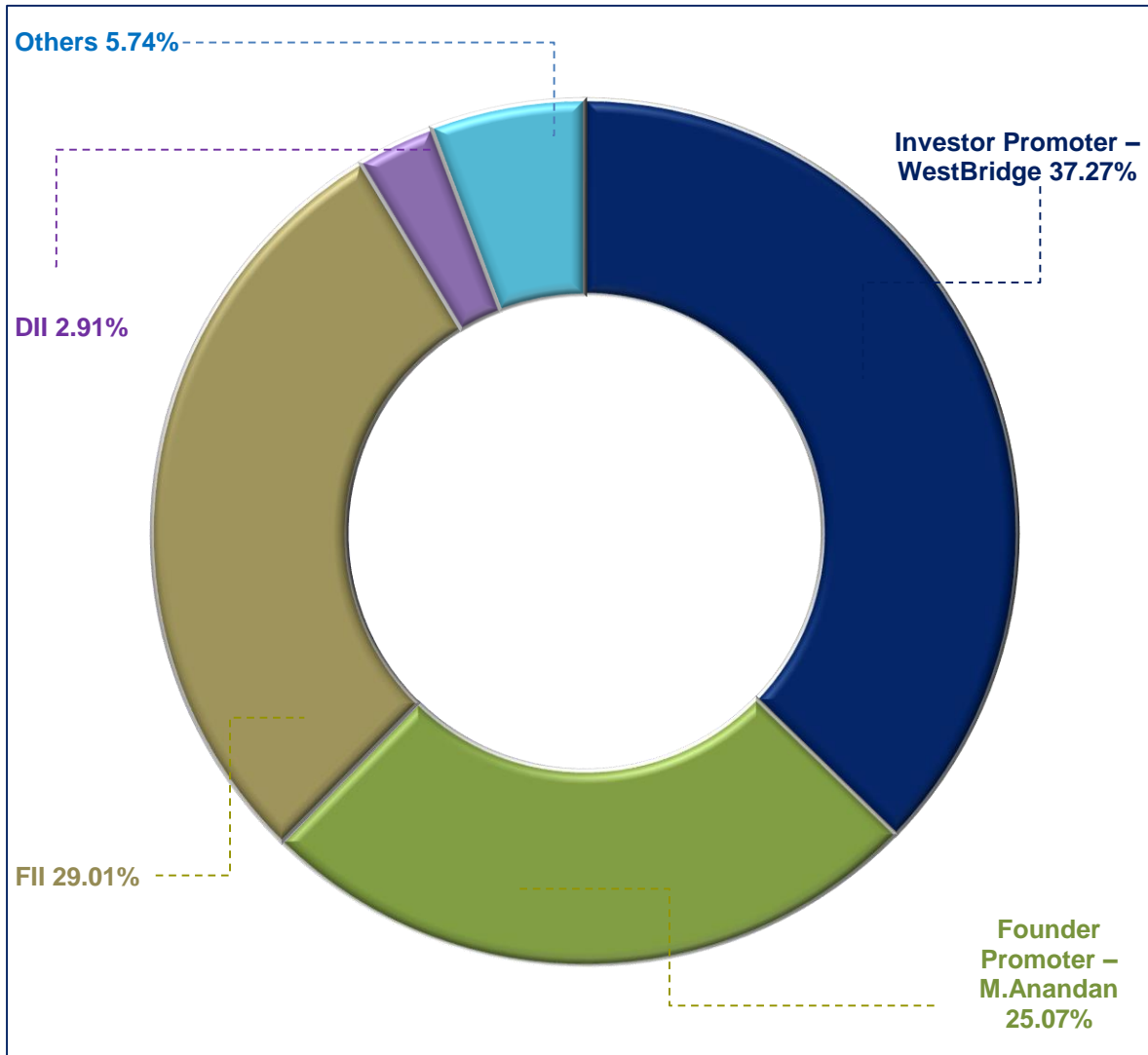
Sundara Kumar V

Sr. Associate Vice President - Legal & Recovery

Legal experience in title deed scrutiny, SARFAESI and arbitration procedures in housing finance / mortgages.

Diversified Shareholding

Shareholding Pattern as on 31 Mar 2022



Top Institutional Shareholders as on 31 Mar 2022

Investor Details	% of holding
Key Investors	
Malabar Group	8.46
Steadview Capital	3.47
Sequoia	3.21
Ward Ferry	2.87
Madison	2.79
Capital Research	2.17
Genesis	1.39
Aberdeen	1.37
Neuberger Berman	1.17
DSP Mutual Fund	0.89

Annexures

Consolidated Statement of Profit and Loss(*)

Rs. Crores

Particulars	Q4 FY 22	Q3 FY 22	Q4 FY 21	FY 22	FY 21	Growth	
						Q4 FY 22 over Q3 FY 22	FY 22 over FY 21
Interest income on loans	217.26	203.69	170.82	791.67	626.86		
Processing fees and other income	17.09	12.62	11.37	48.55	31.35		
Interest expense	49.22	48.61	52.49	208.59	206.53		
NIM	185.13	167.70	129.70	631.63	451.68	10%	40%
Operating expenses	30.33	27.17	28.79	117.14	100.77	12%	16%
Provisions - ECL	10.47	9.37	3.05	34.47	5.82		
Profit before tax	144.32	131.16	97.86	480.02	345.09	10%	39%
Provision for Taxation	34.46	29.68	22.31	109.88	78.15		
Profit After Tax	109.87	101.48	75.55	370.14	266.94	8%	39%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs. Crores

Particulars	31-Mar-22	31-Mar-21
Sources of Funds		
Share capital	99.38	94.93
Reserves & Surplus	2,816.78	1,884.52
Total Network	2,916.16	1,979.45
Borrowings	2,720.63	2,507.97
Other liabilities and provisions	47.25	32.74
Total	5,684.04	4,520.17
Application of Funds		
Loan Assets	5,078.75	3,989.80
Fixed Assets	4.01	2.75
Liquid Assets - Bank FDs, MFs	547.59	490.55
Other Assets	53.69	37.06
Total	5,684.04	4,520.17

(*) – Based on Ind AS

Provision for Contingencies (ECL)

Rs. Lakhs

Particulars	Aptus			
	Consolidated			
	31-Mar-22	31-Dec-21	30-Sep-21	31-Mar-21
Gross Stage 3 GNPA	6,183.67	7,357.38	3,623.42	2,717.11
% portfolio in Stage 3 (GNPA%)	1.19%	1.53%	0.81%	0.67%
ECL Provision Stage 3	1,545.92	1,851.28	911.65	1,178.23
Net Stage 3	4,637.74	5,506.10	2,711.77	1,538.88
Provision coverage ratio (PCR)	25.00%	25.16%	25.16%	43.36%
Gross Stage 2 (31-90 days) (Incl restructuring)	45,155.90	55,004.90	52,325.22	35,289.12
% portfolio in stage 2	8.72%	11.45%	11.67%	8.68%
ECL Provision Stage 2 (Including restructured assets)	1,020.68	1,228.70	1,156.40	176.45
Net Stage 2	44,135.22	53,776.19	51,168.82	35,112.67
Provision coverage ratio (PCR)	2.26%	2.23%	2.21%	0.50%
Gross Stage 1 (no overdues, 1-30 dues)	4,66,620.41	4,18,218.93	3,92,260.59	3,68,769.06
% portfolio in stage 1	90.09%	87.02%	87.52%	90.66%
ECL Provision Stage 1	1,602.02	1,212.83	1,144.60	328.06
Net Stage 1	4,65,018.39	4,17,006.10	3,91,115.99	3,68,441.00
Provision coverage ratio (PCR)	0.34%	0.29%	0.29%	0.09%
Total AUM	5,17,959.98	4,80,581.21	4,48,209.23	4,06,775.29
ECL Provision	4,168.62	4,292.81	3,212.65	1,682.74
Provision coverage ratio (PCR)	0.80%	0.89%	0.72%	0.41%

RoA Tree

Particulars	FY 22	FY 21
Revenue from operations/Avg Loan book	17.51%	17.63%
Other Income/Avg loan book	0.67%	0.54%
Total Revenue/Avg loan book	18.17%	18.17%
Finance cost/Avg loan book	4.51%	5.70%
NIM/Avg loan book	13.66%	12.47%
Operating expenses/Avg loan book	2.53%	2.78%
ECL Provision/Avg loan book	0.75%	0.16%
PBT/Avg loan book	10.38%	9.50%
PAT/Avg loan book	8.00%	7.37%
PAT/Networth	14.45%	14.48%

Thank You