



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

May 04, 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 audited Financial Results for the fourth quarter and year ended March 31, 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 audited Financial Results for the quarter ended March 31, 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



Aptus Value Housing Finance India Limited
Investor Presentation | Q4 FY23

Safe Harbor

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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.

Background



Commenced Operations in 2010
from Chennai, Tamil Nadu



Regulated by RBI and supervised by NHB



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

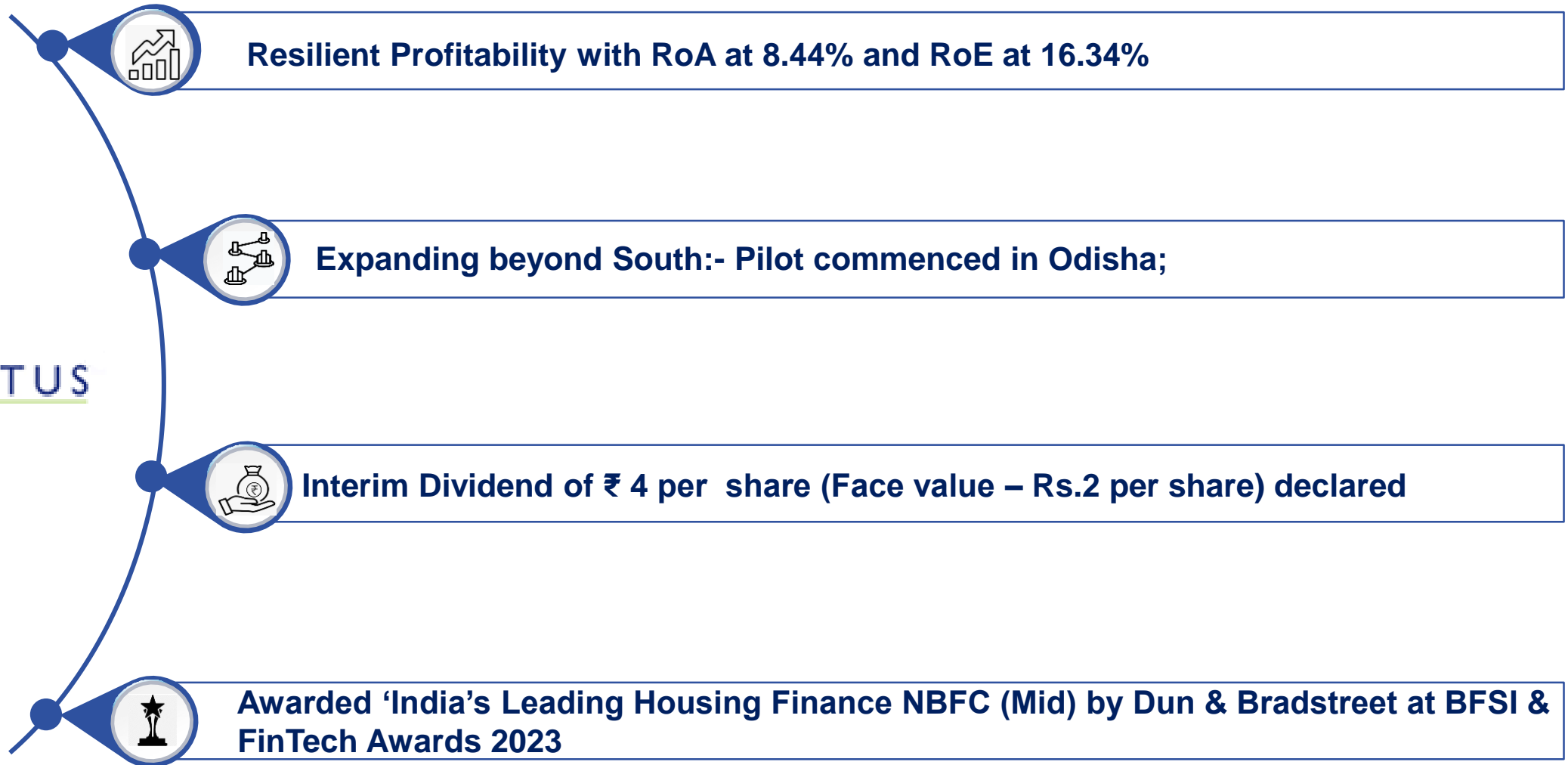


Presence in 231 locations

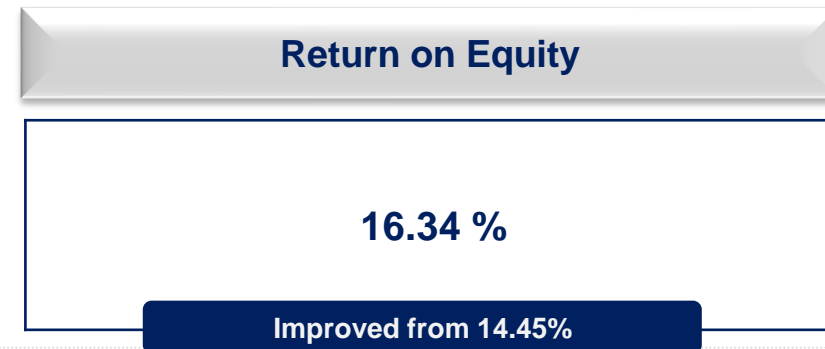
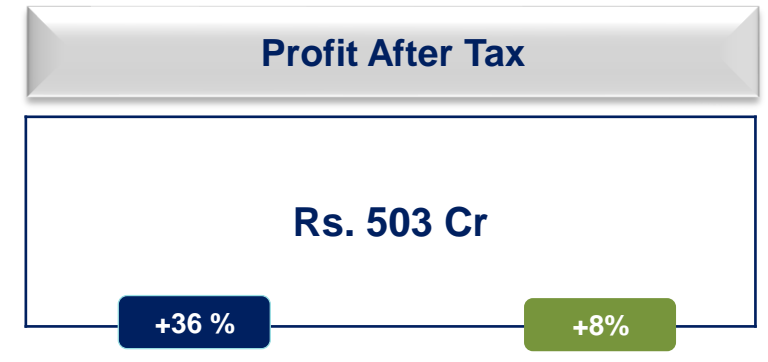
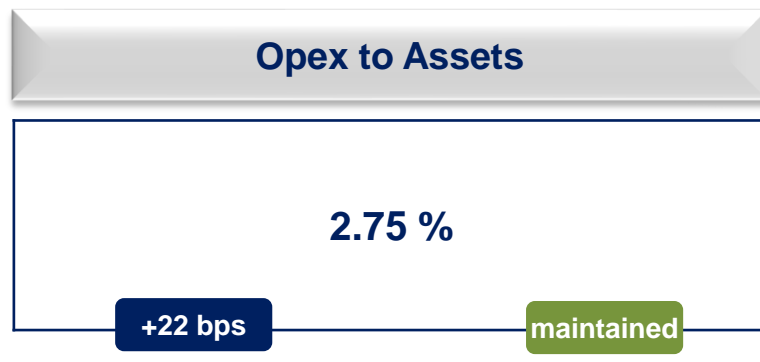
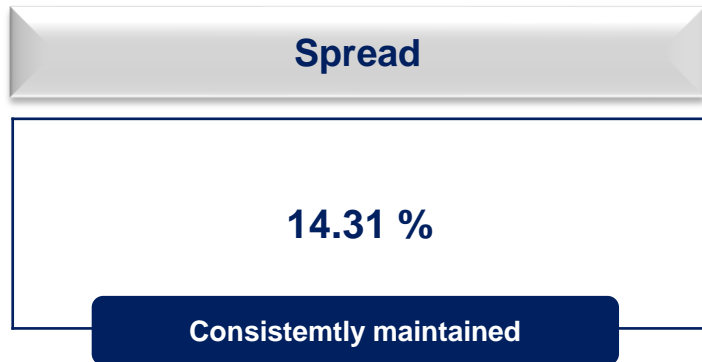
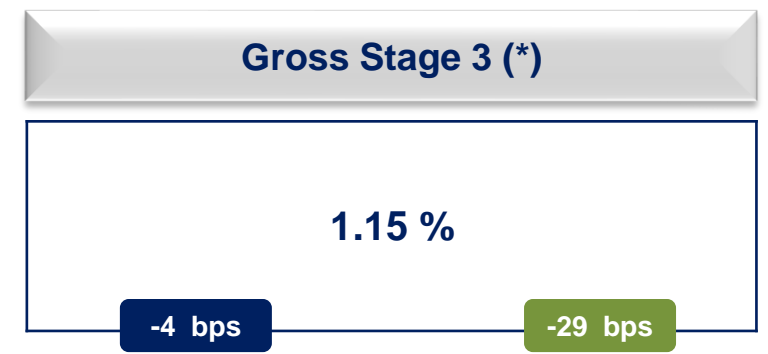
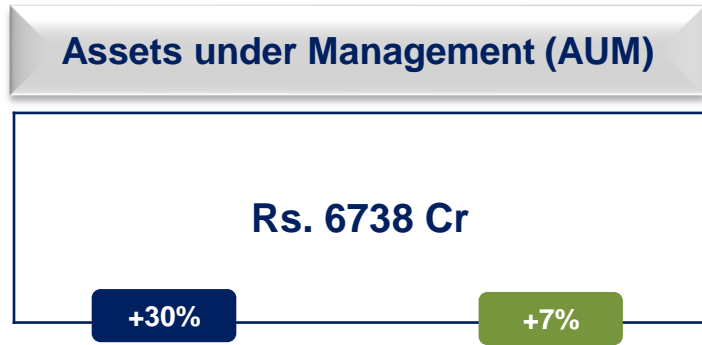
Key Strengths



Management Update



Snapshot - March 2023

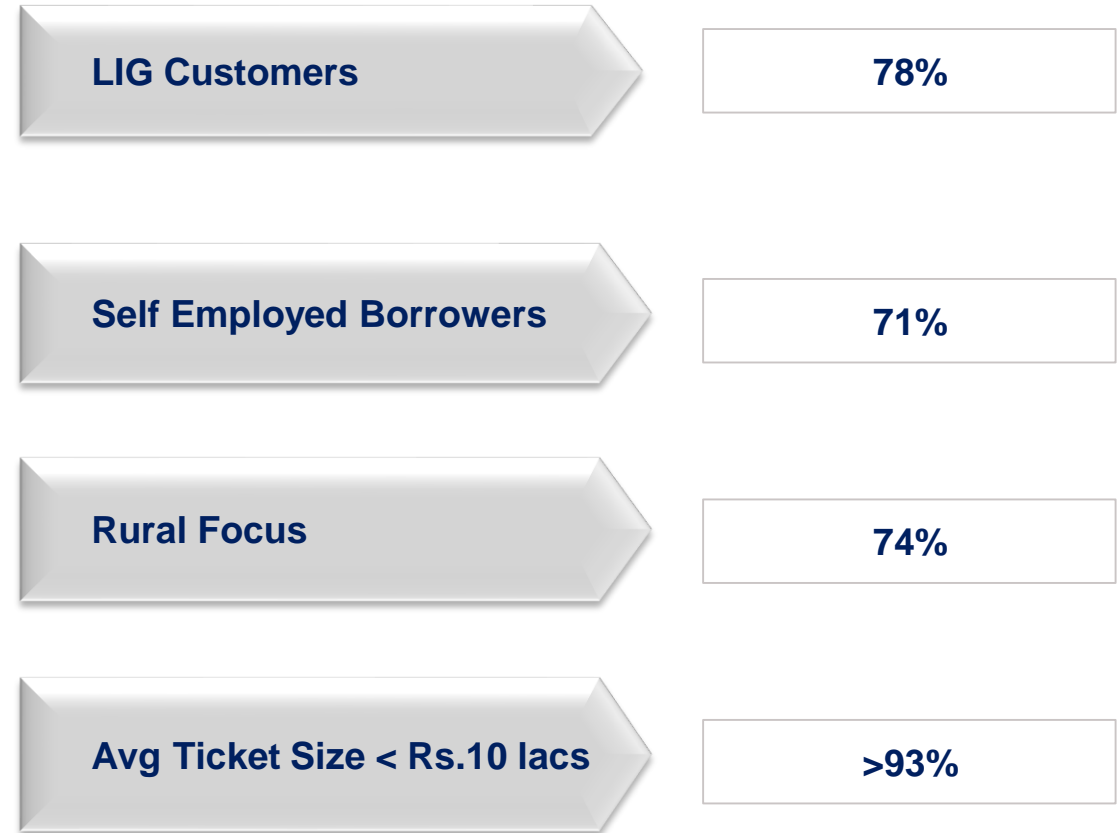
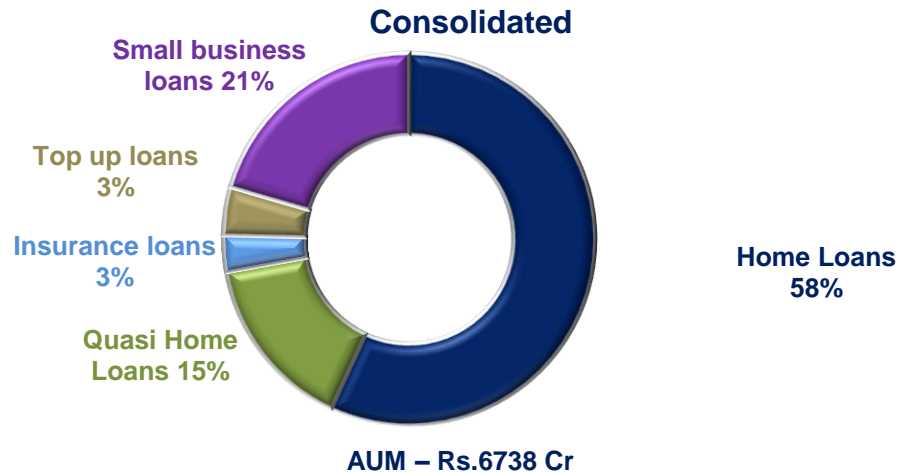
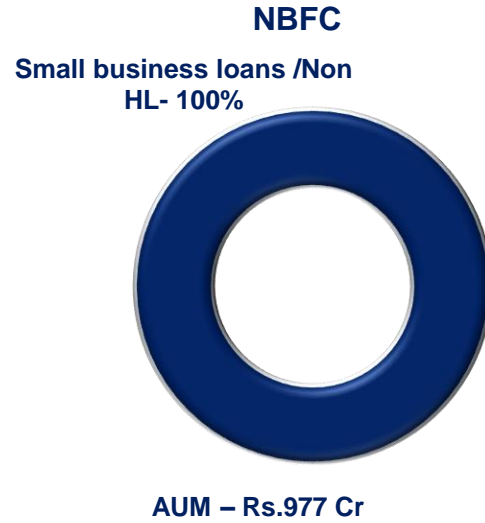
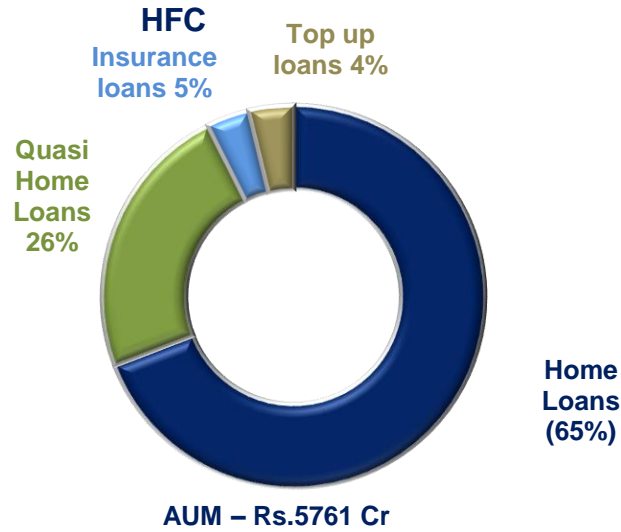


■ YoY
■ QoQ

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

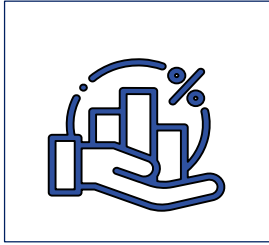
Diversified Loan Portfolio With Niche Customer Focus

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



100% In-House Operations

Fully In-House Team...



1,346

Business Origination



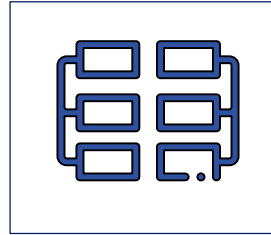
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Credit



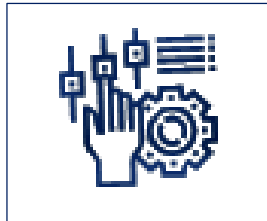
220

Legal & technical



437

Collection



145

HO / Operations

...Leading to Desired Business Outcomes

Pricing Power



Reduced TAT



Low Takeover



Reduced Operational Risk



Robust Underwriting, Monitoring and Collections Process

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

Information & Technology : Key Enabler of Growth

Lending Software

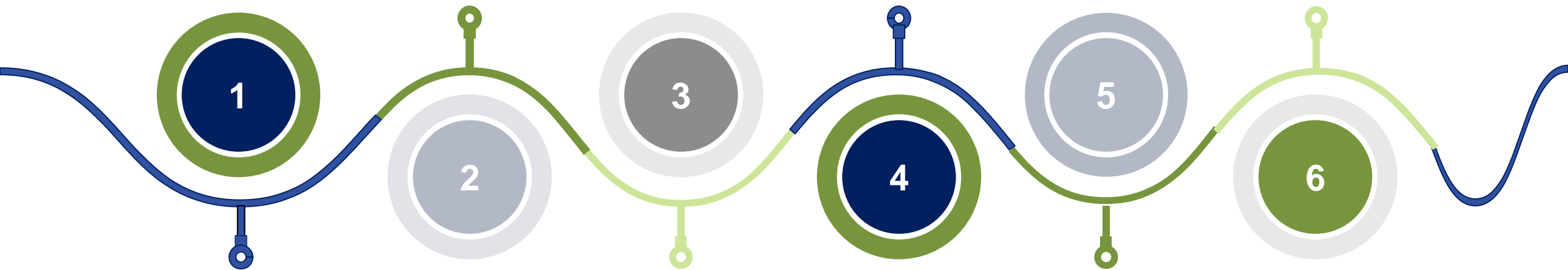
End-to-end software solution

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,

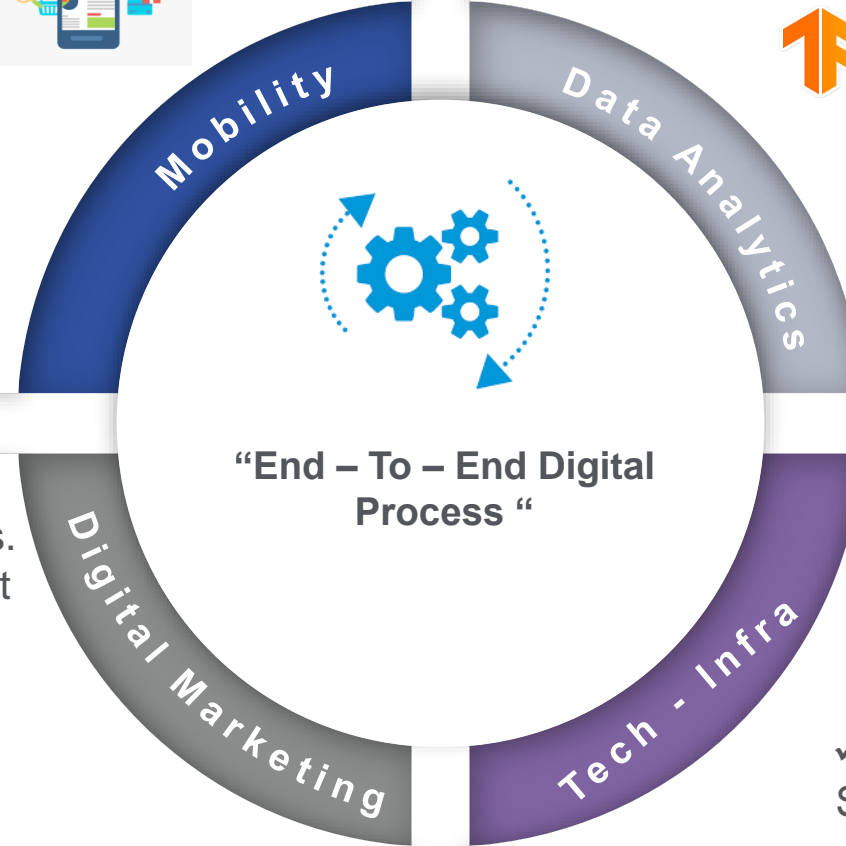
Payments automation via Bharat Bill Pay, Google Pay, Paytm etc

Business Intelligence & Analytics

“Power” analytics platform

Scalable and Robust Digital Landscape

- ✓ Mobile App for customer on-boarding, Credit Verification, Technical Valuation, Collections & Customer Service
- ✓ Easy, Quick & Transparent process right from the field
- ✓ Robotic Process Automation (RPA) to eliminate manual process
 - ✓ Electronic Payments
- ✓ Legality - eStamp & eSign – In Progress



- ✓ 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

- ✓ Lead generation through Campaigns.
- ✓ Tie-up with marketing partners to get the leads [Tuskmelon, Alchem]
 - ✓ Brand awareness
 - ✓ Location awareness
- ✓ Product and service awareness



- ✓ End-to- End ERP solution
 - ✓ Backups on Cloud
- ✓ Payment automation via Bharat Bill Pay Services and Razorpay API integration in Collection app

Risk and 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
- 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 %

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			
		FY 23	FY 22	FY 21	FY 20
TamilNadu	86	43%	48%	52%	56%
AndhraPradesh	86	35%	31%	28%	24%
Telangana	36	14%	12%	10%	10%
Karnataka	21	8%	9%	10%	10%
Odisha	2	0%	0%	-	-
Total	231	100%	100%	100%	100%

Branch Productivity as on March 31, 2023

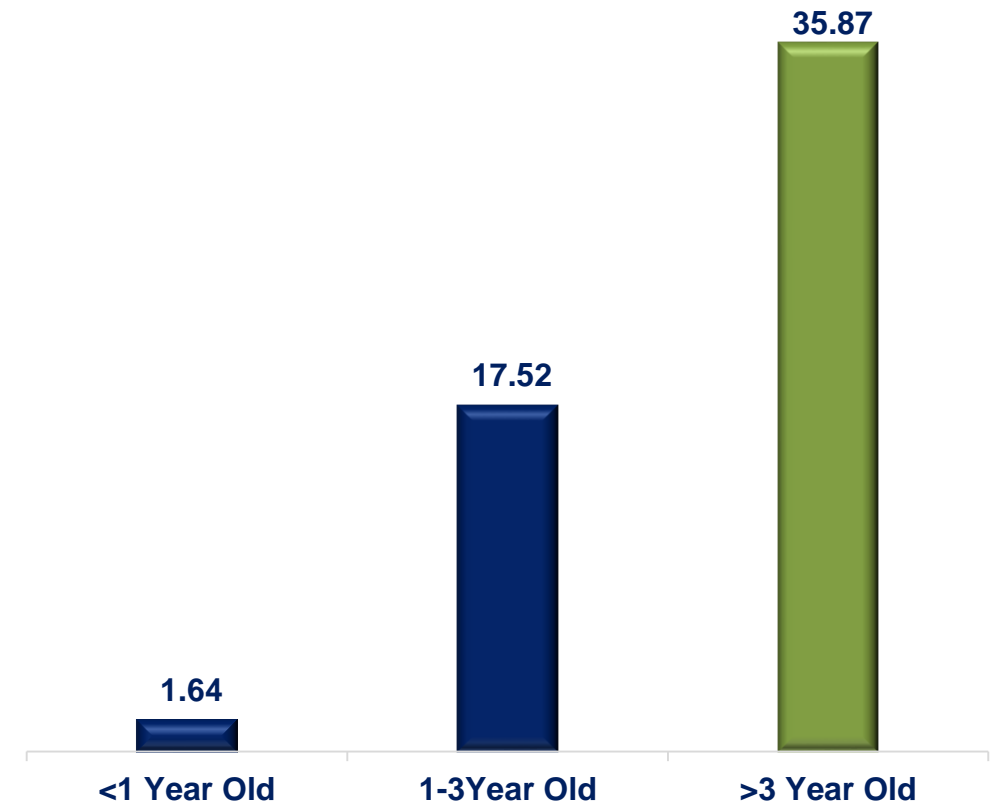
AUM per Branch (Rs. Cr)

of Branches

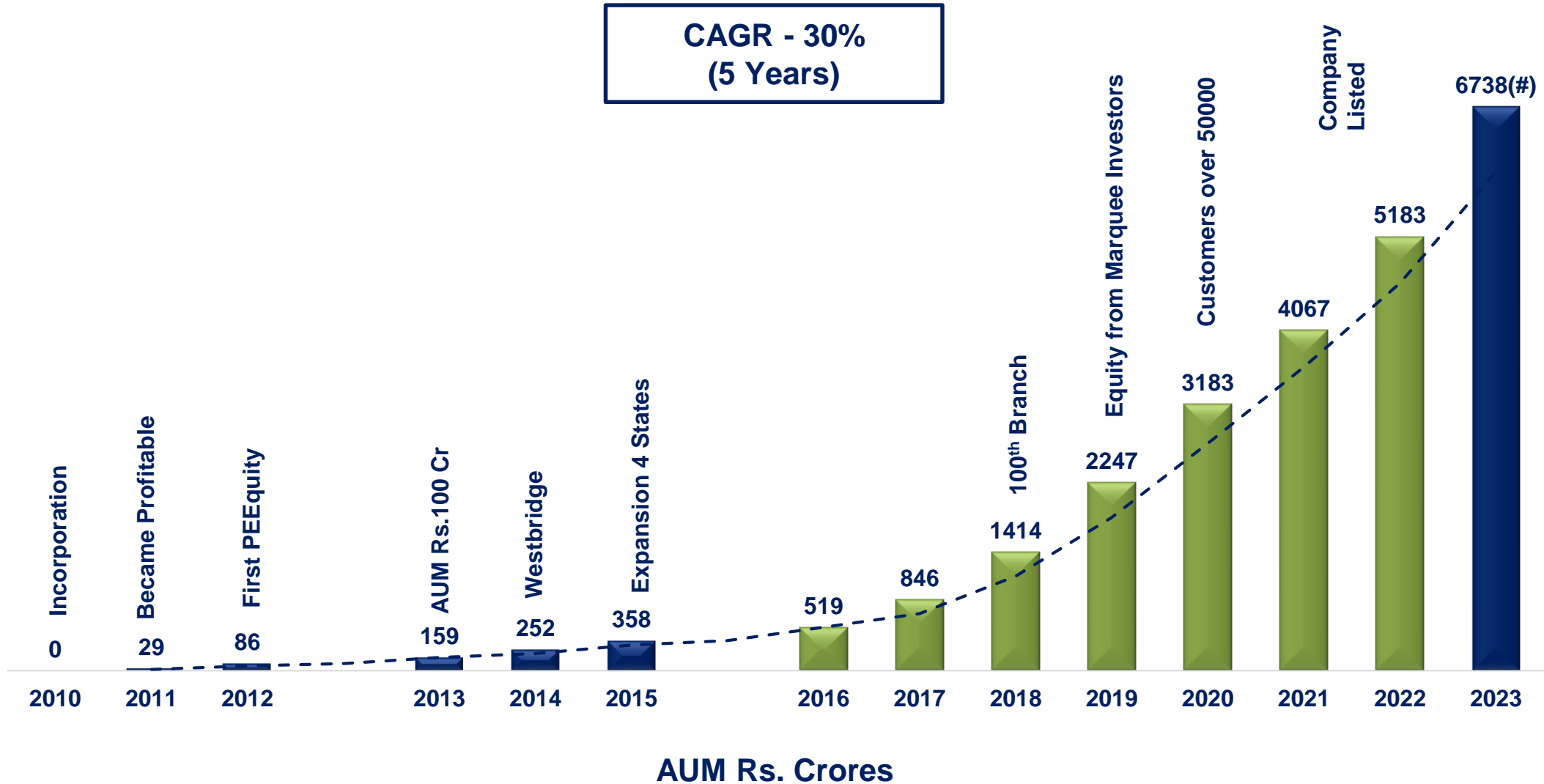
27

34

170



Scalable Operating Model



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

Resilient Model Across Economic Cycles

	GST Implementation	NBFC Liquidity Crisis	Covid-19 (1st Wave)	Covid-19 (2nd wave)	Geo Political Issues
	FY 18	FY 20	FY 21	FY 22	FY 23
AUM growth	66%	41%	28%	27%	30%
Yield	17%	18%	17%	17%	17%
GNPA	0.5%	0.7%	0.7%	1.19%(#)	1.15%(#)
ROA	6.0%	7.8%	7.4%	8.00%	8.44%

– As per RBI circular dated 12 Nov 2021

Strong ESG Focus



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

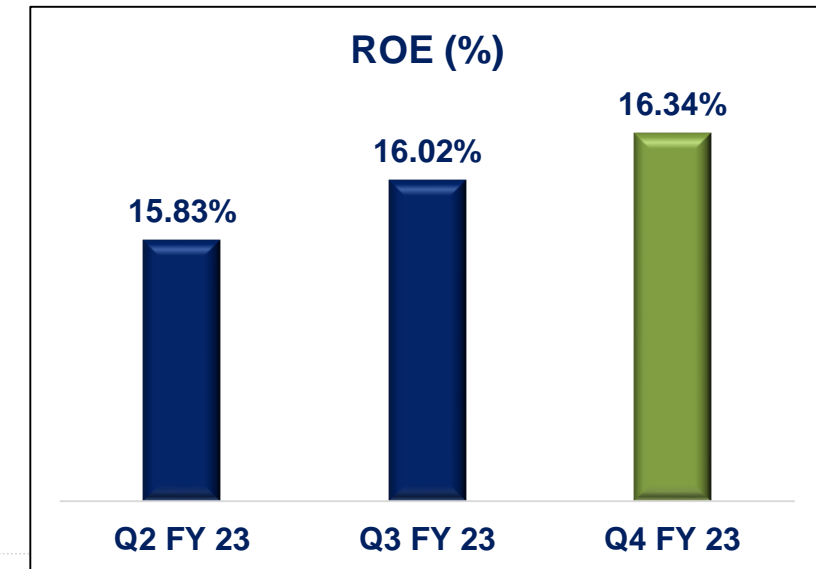
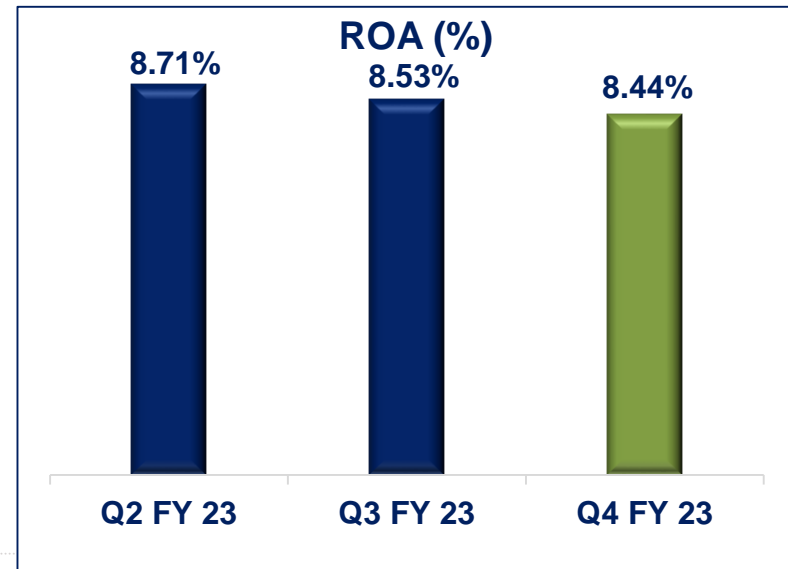
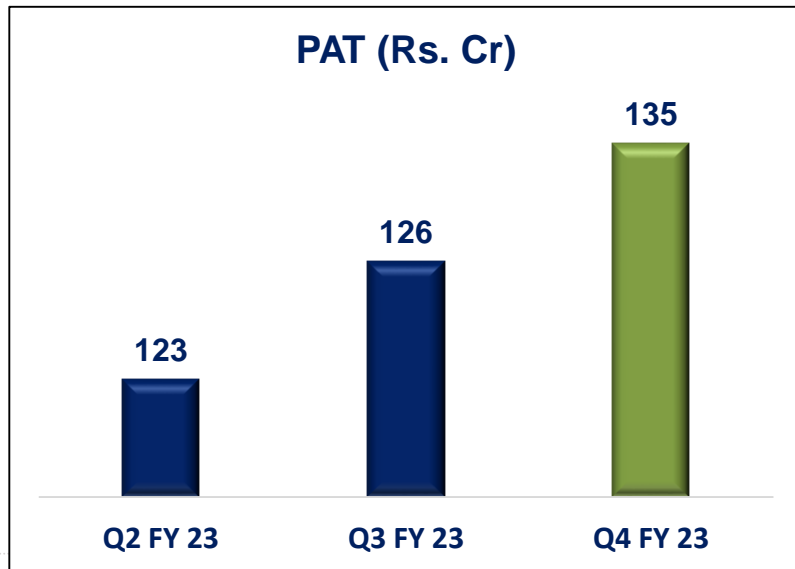
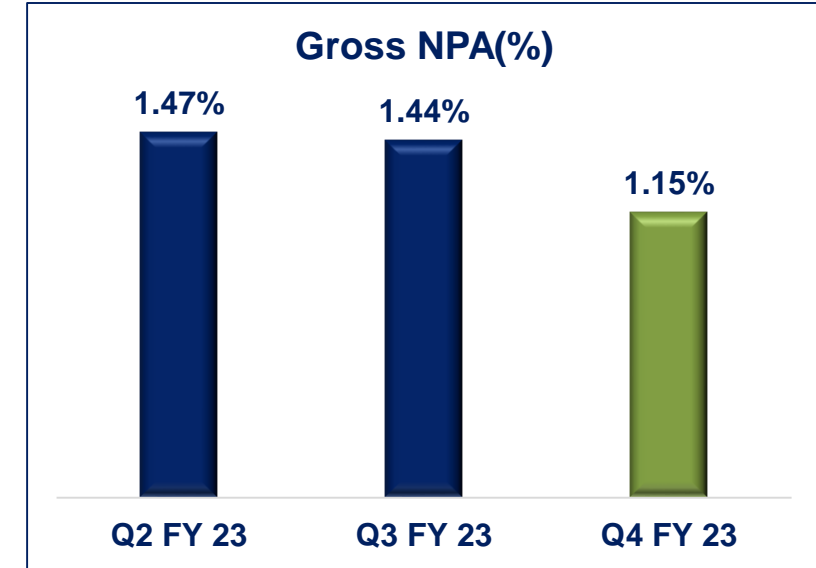
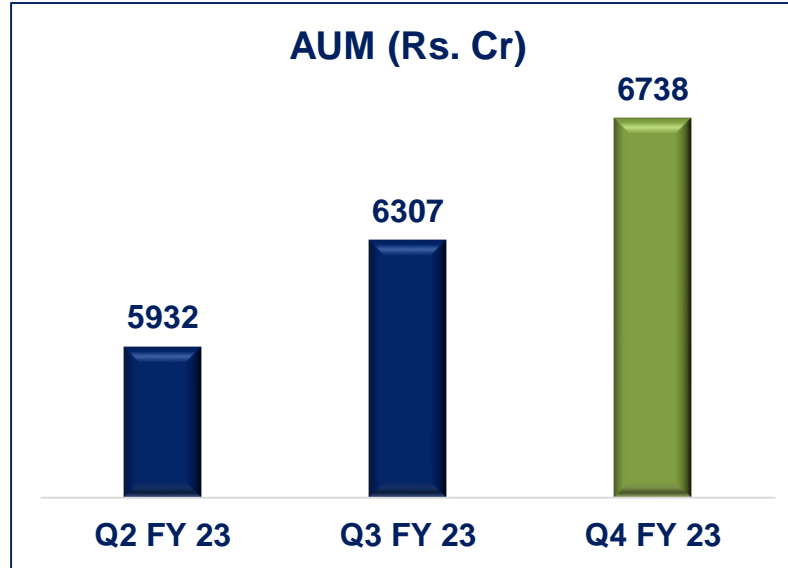
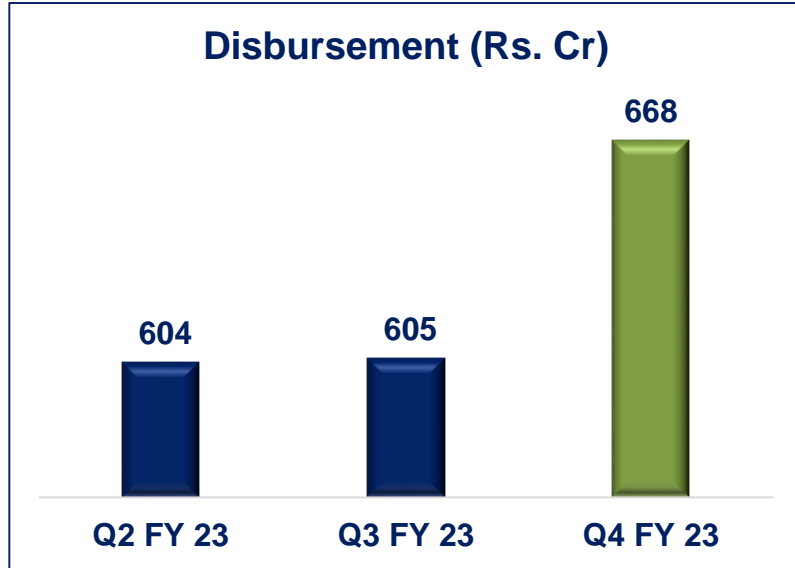
NIL

Material Civil litigation

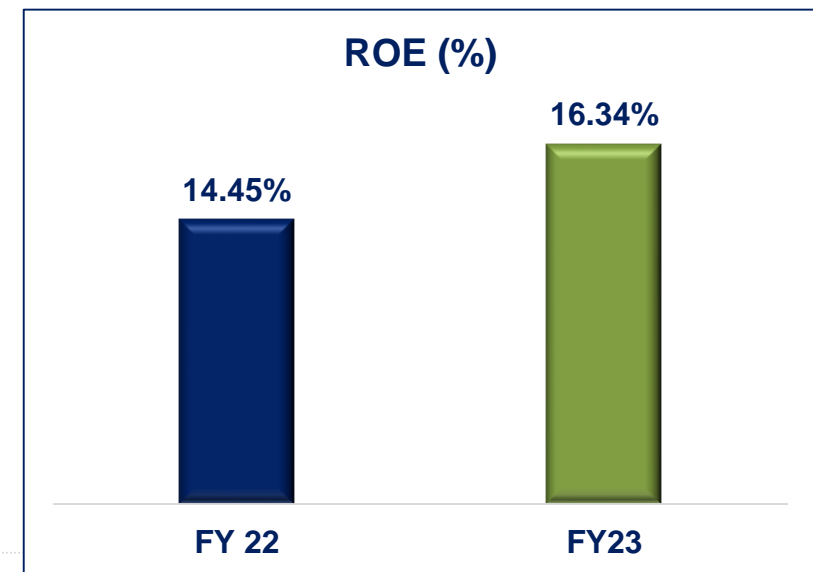
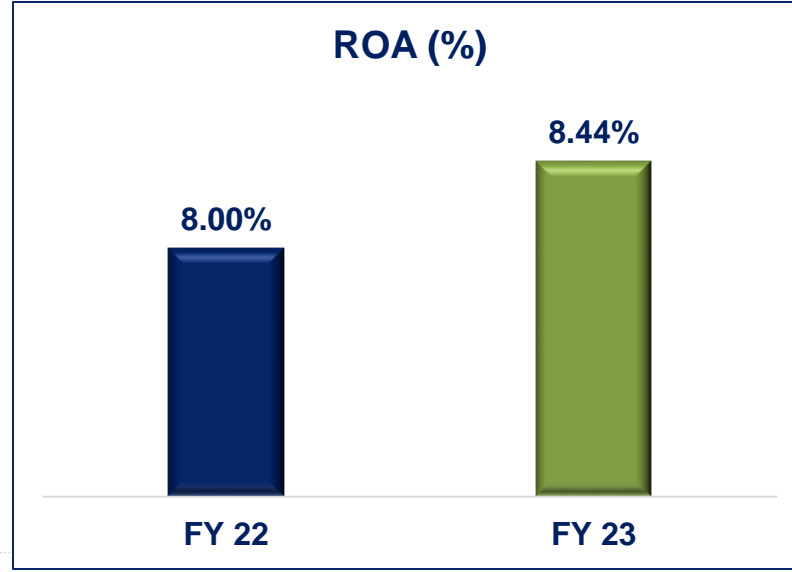
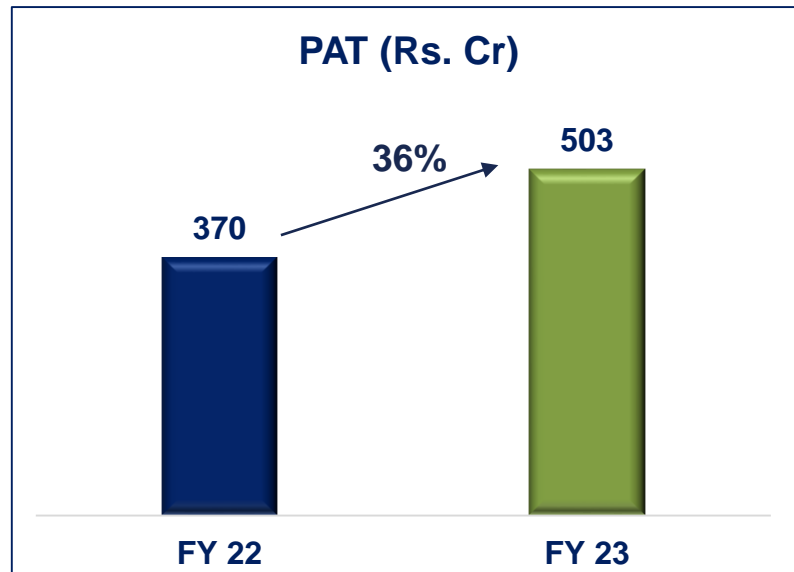
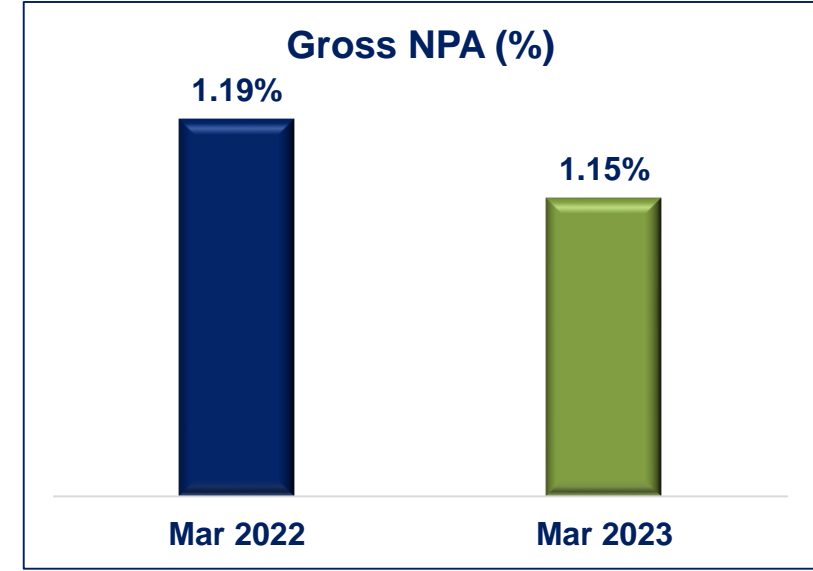
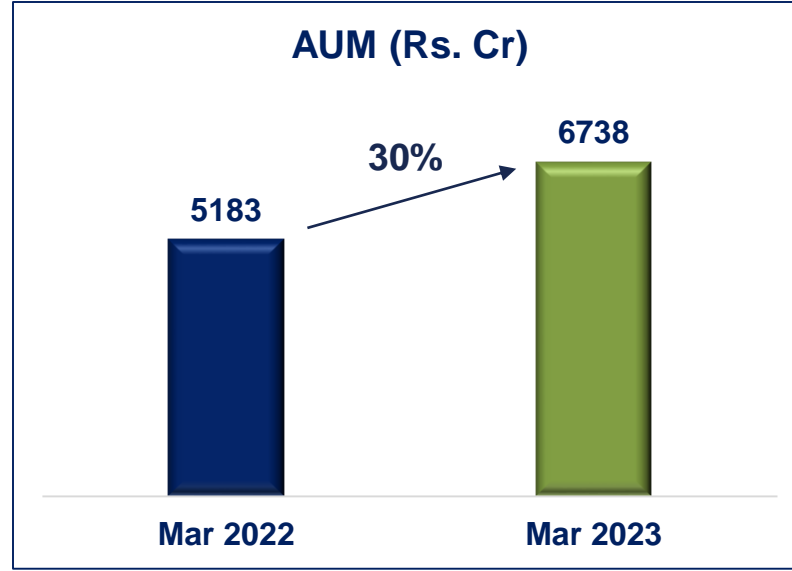
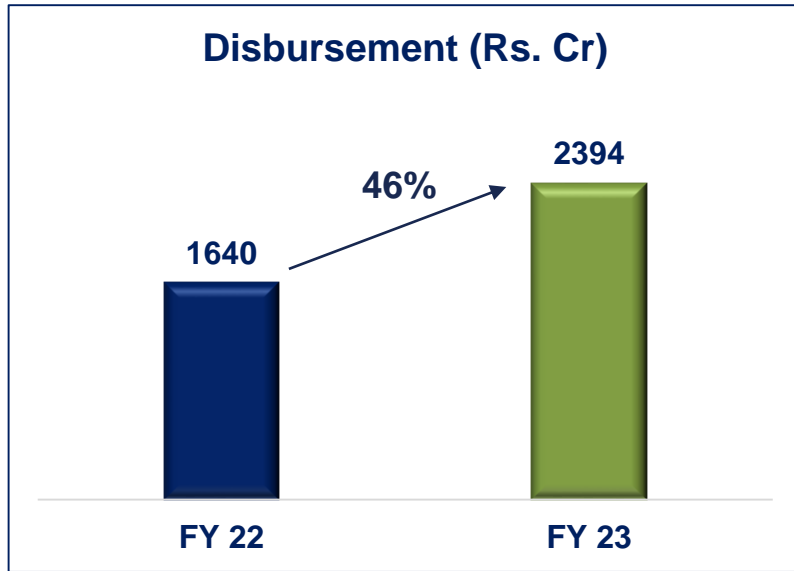
Diversified Experience

of Board Members across academic and professional domains

Performance Highlights (Quarterly)

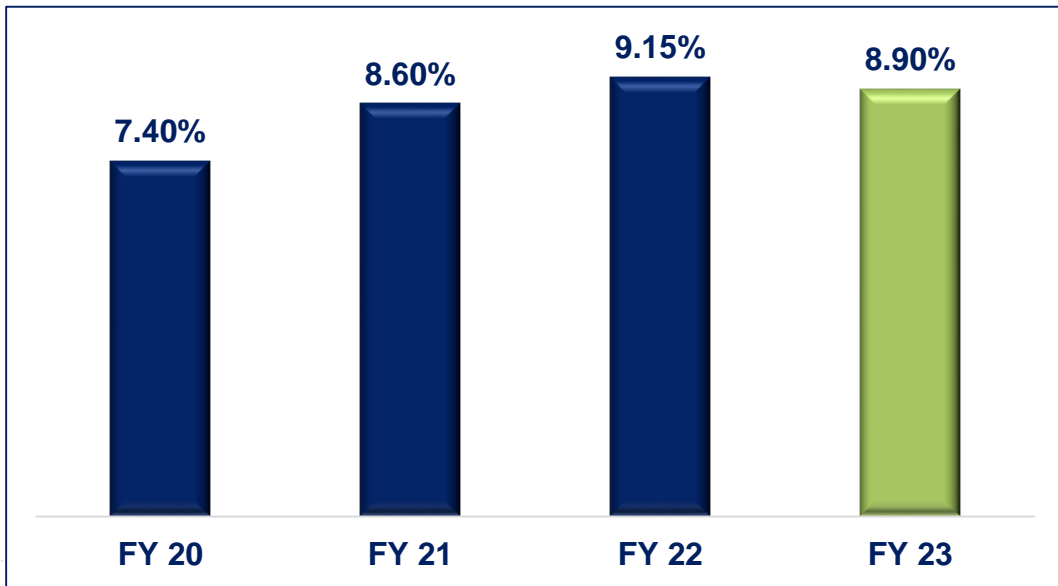
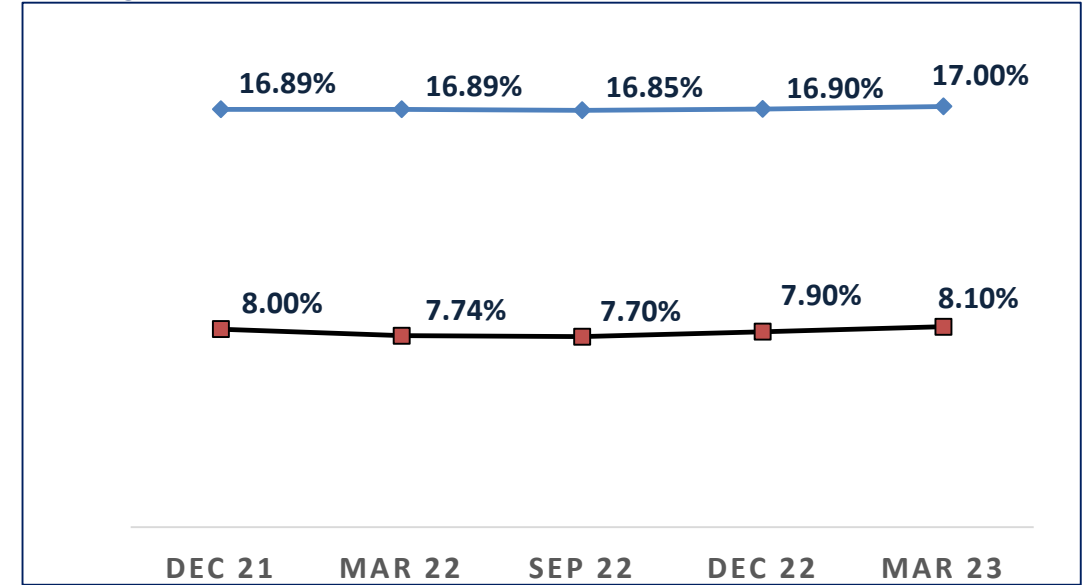
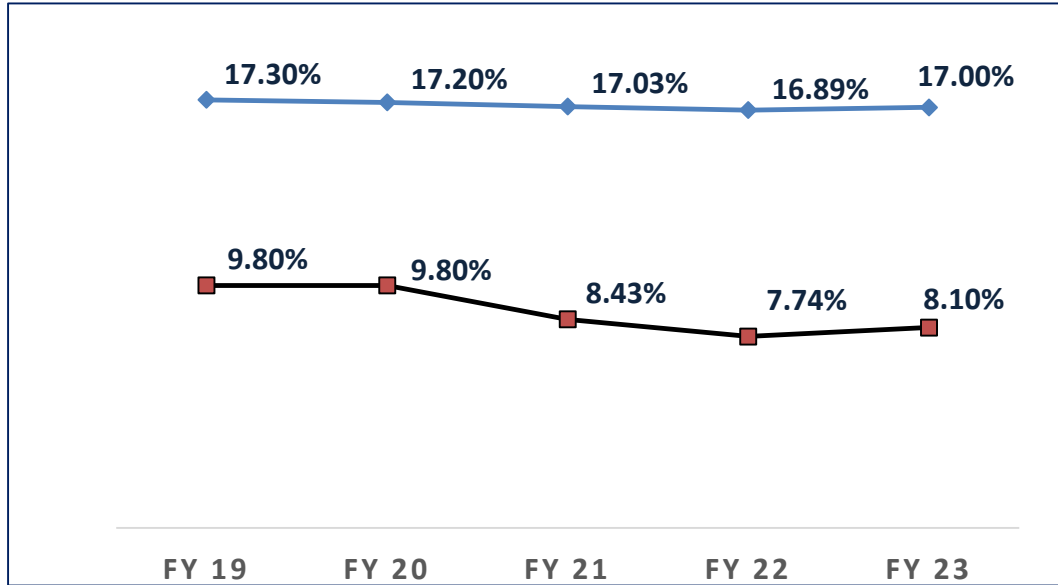


Performance Highlights (Year on Year)

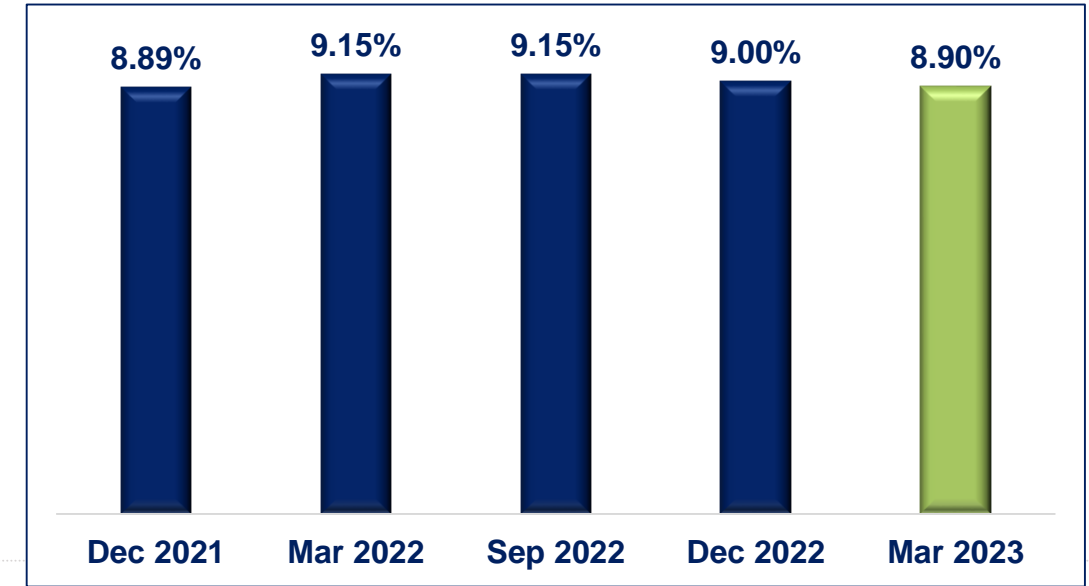


Consistent Spreads

Yields / Cost of Borrowings (%)

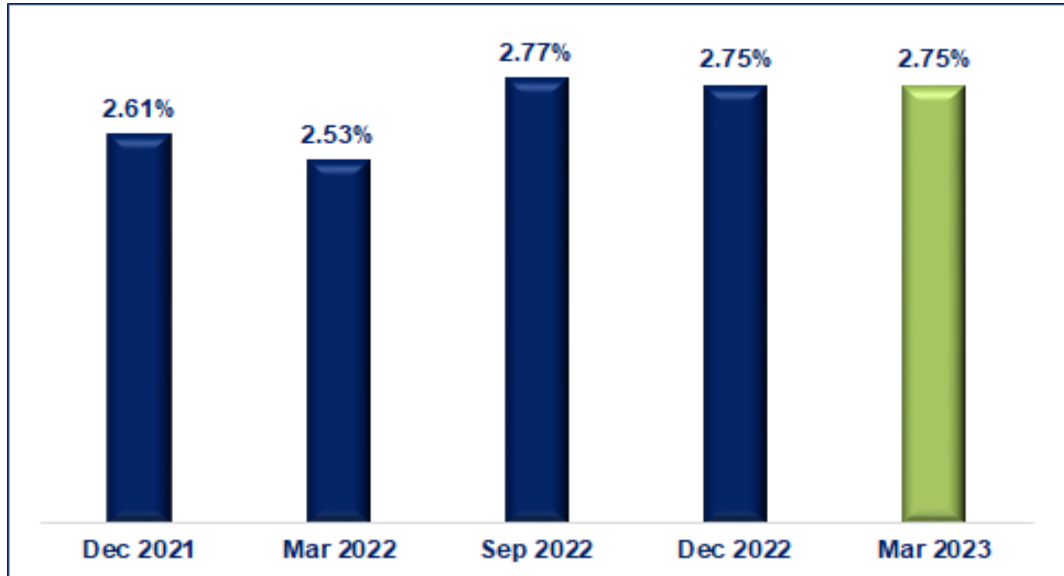
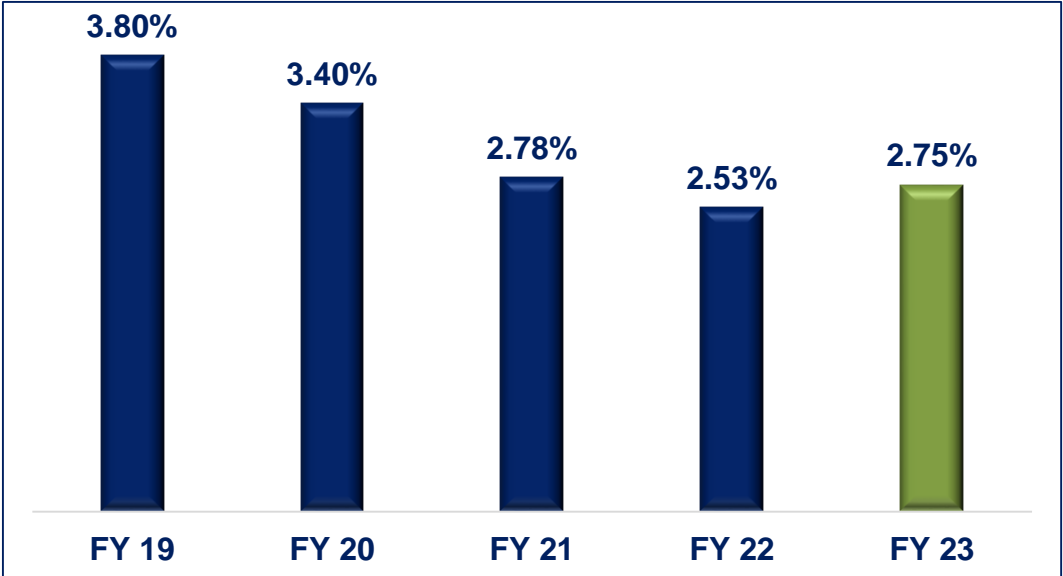


NIM (%)

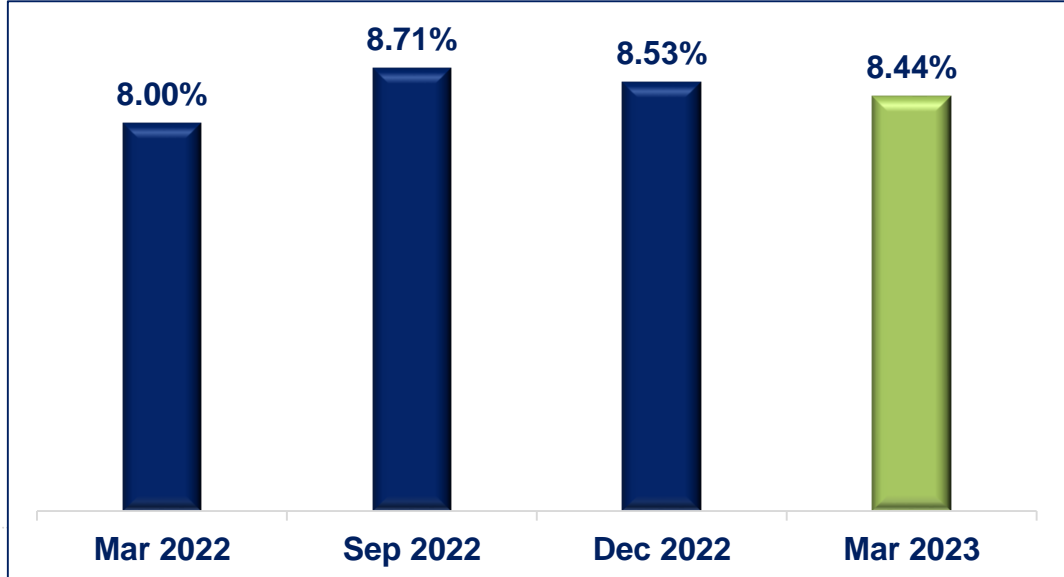
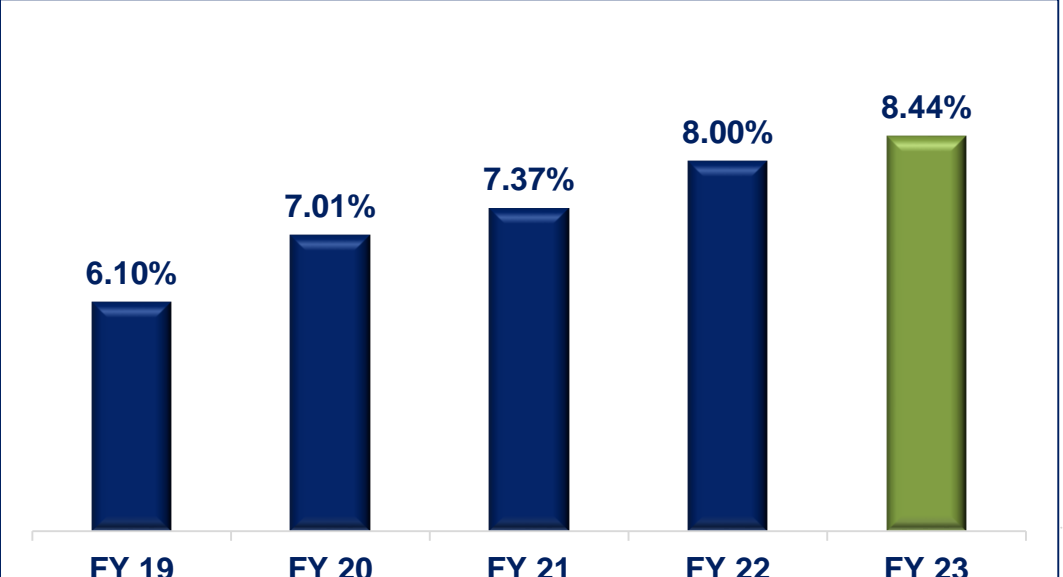


Opex and ROA

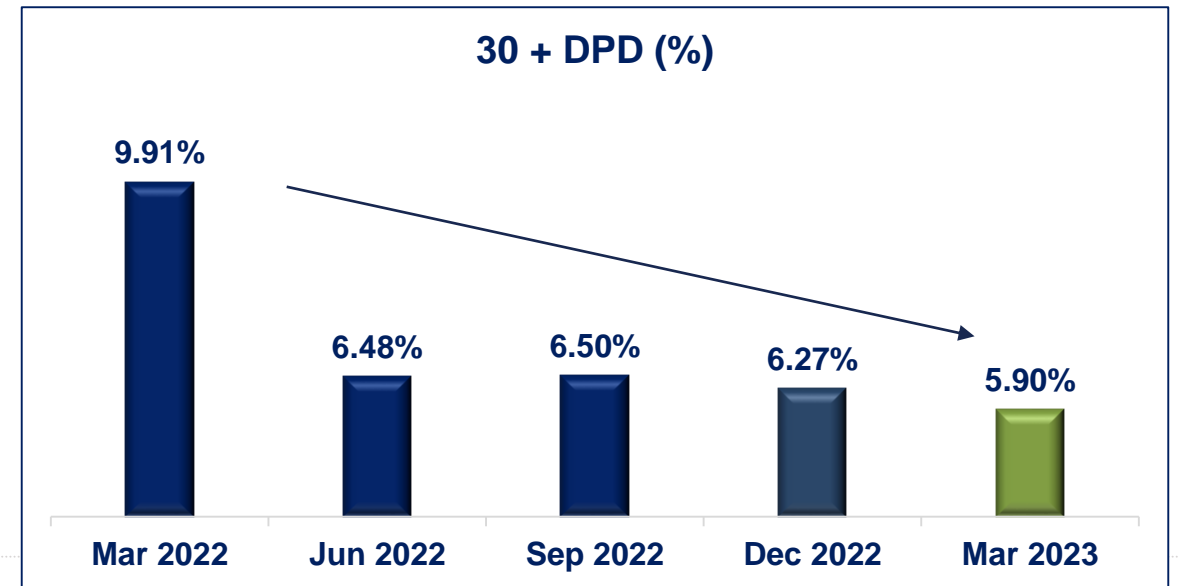
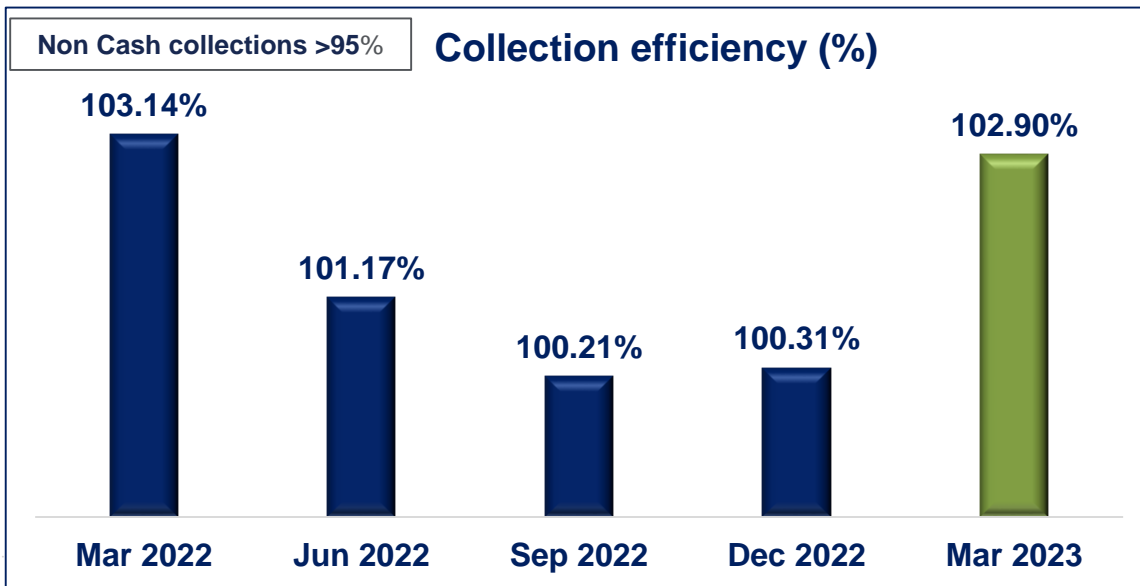
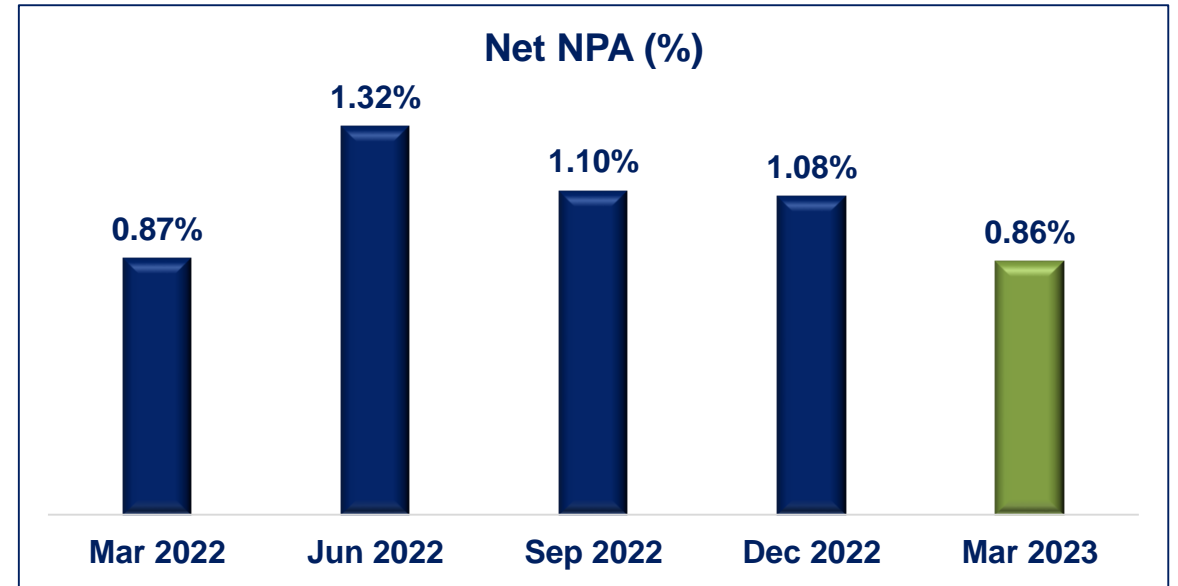
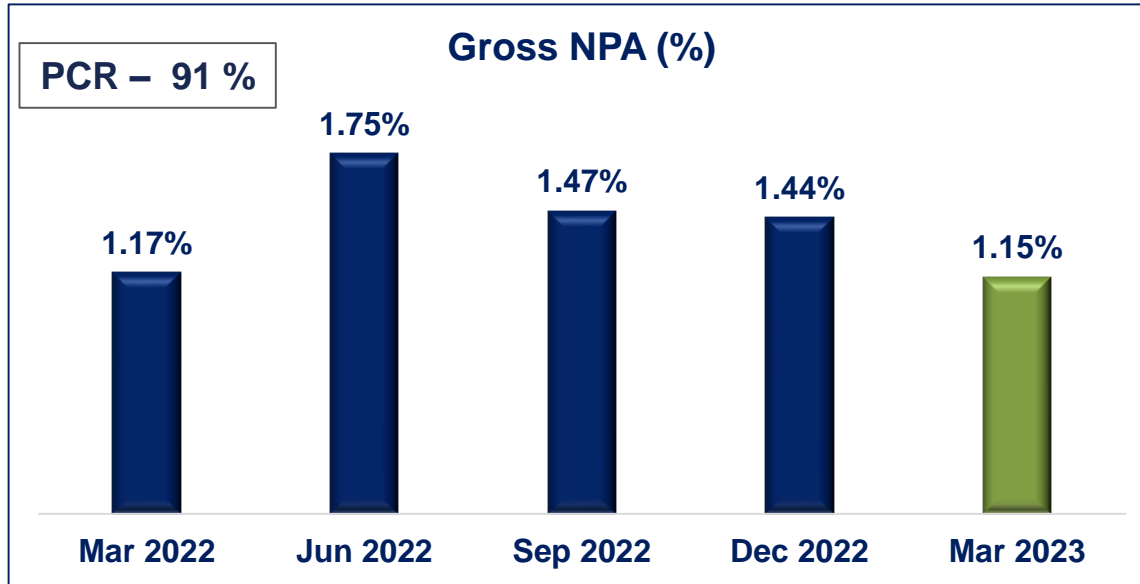
Opex (%)



ROA (%)



Asset Quality

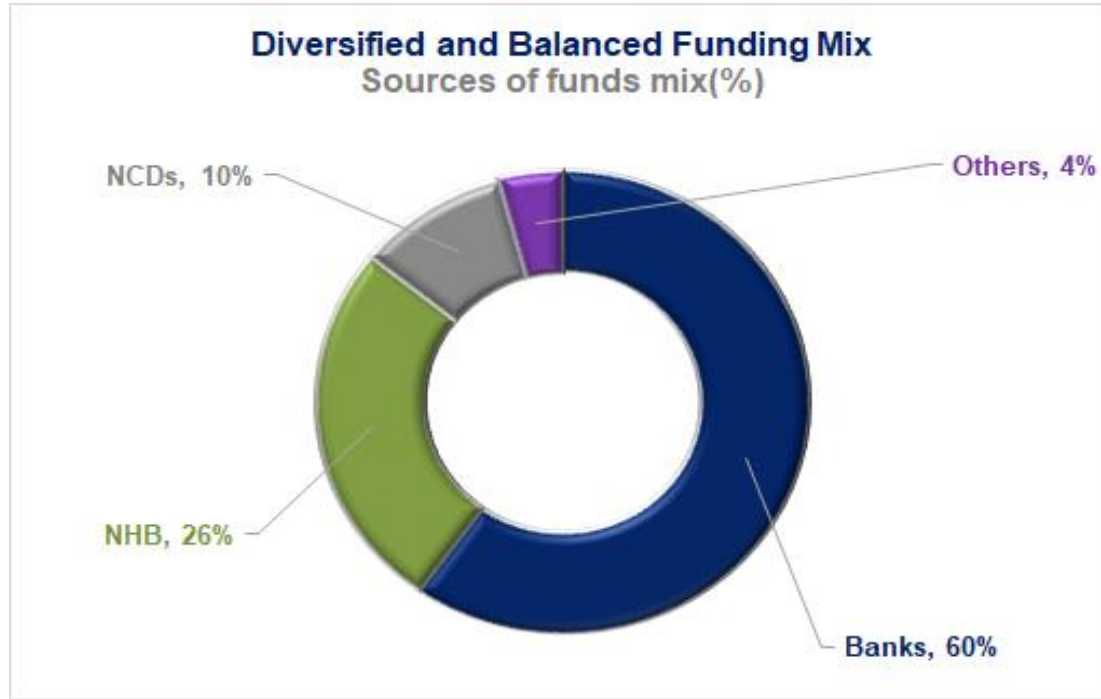


Provision for Contingencies (ECL)

Rs in lakhs

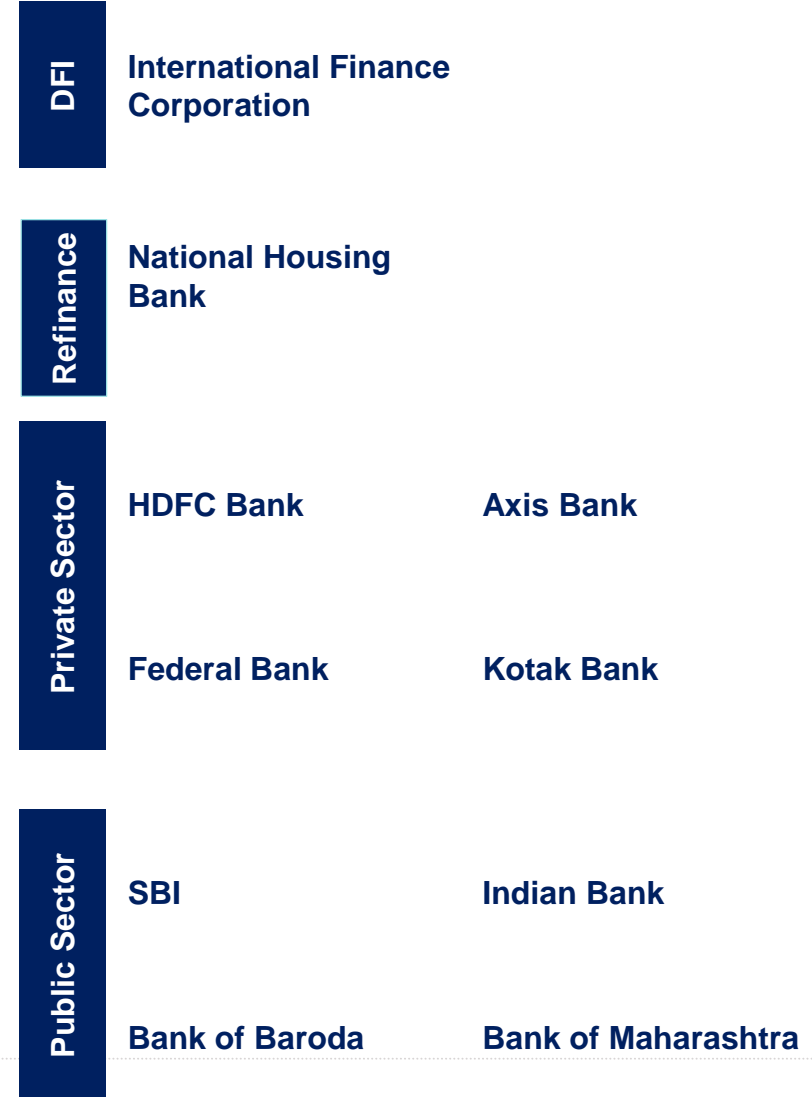
Particulars	Consolidated		
	31-Mar-23	30-Sep-22	31-Mar-22
Gross Stage 3	7,767	8,692	6,184
% portfolio in Stage 3	1.15%	1.47%	1.19%
ECL Provision Stage 3	1,942	2,173	1,546
Net Stage 3	5,825	6,519	4,638
Provision coverage ratio (PCR)	25.00%	25.00%	25.00%
Gross Stage 2	31,998	29,819	45,156
% portfolio in stage 2	4.75%	5.03%	8.72%
ECL Provision Stage 2	2,551	1,915	1,021
Net Stage 2	29,446	27,904	44,135
Provision coverage ratio (PCR)	7.97%	6.42%	2.26%
Gross Stage 1	6,34,066	5,54,716	4,66,620
% portfolio in stage 1	94.10%	93.51%	90.09%
ECL Provision Stage 1	2,625	1,886	1,602
Net Stage 1	6,31,441	5,52,830	4,65,018
Provision coverage ratio (PCR)	0.41%	0.34%	0.34%
Total AUM	6,73,831	5,93,227	5,17,960
ECL Provision	7,119	5,974	4,169
Provision coverage ratio (PCR)	1.06%	1.01%	0.80%

Robust Funding Management and Credit Profile



No Exposure to Short term loan incl CPs

20+ Lender Relationships



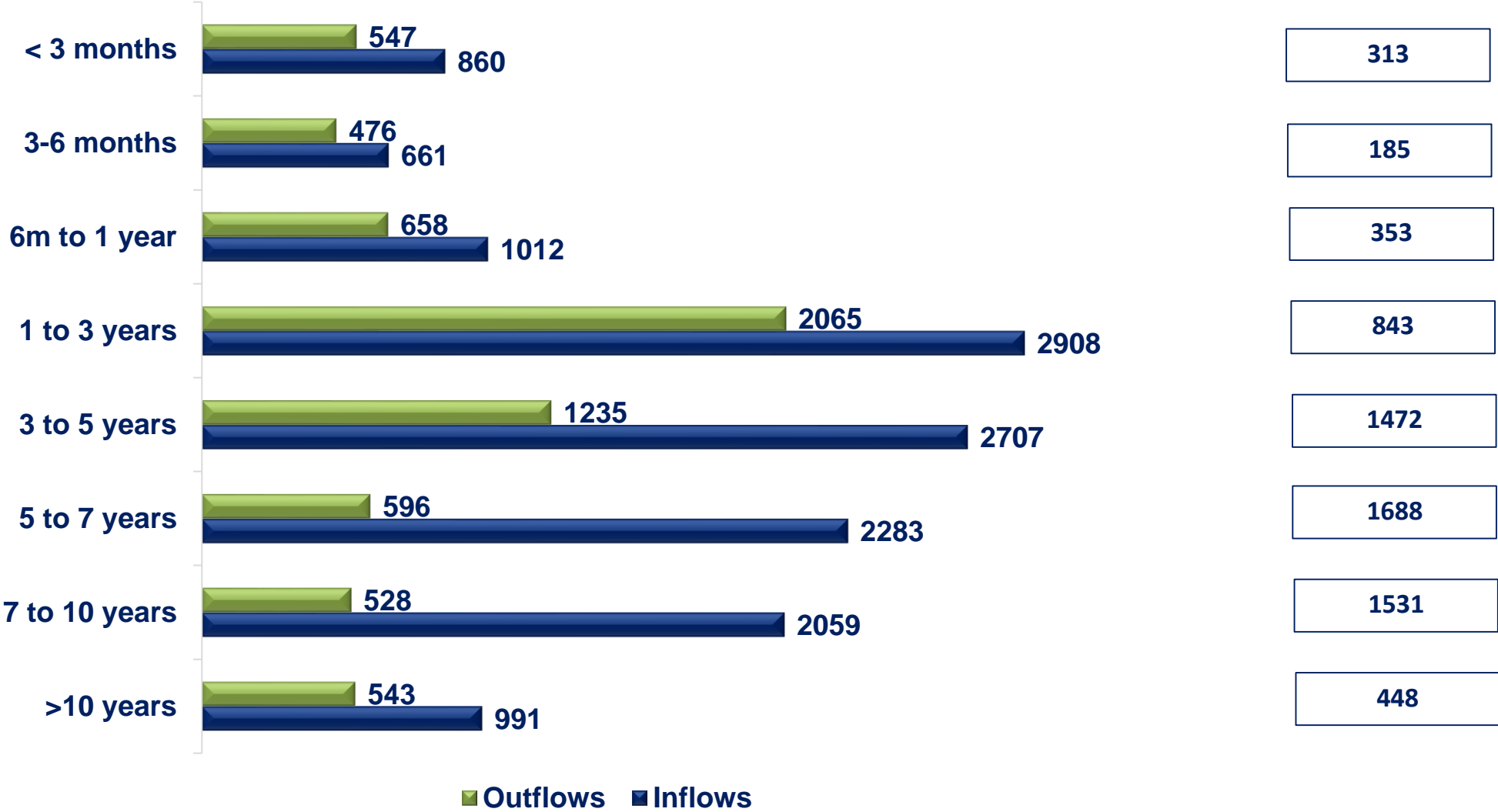
Avg. Tenure of Borrowings (months)	FY 23	FY22	FY21
	86.9	84.7	83.3

• Others represents Securitisation

- Credit Rating (ICRA)– Upgraded to AA-from A+
- Credit Rating(CARE) – Upgraded to AA-from A+

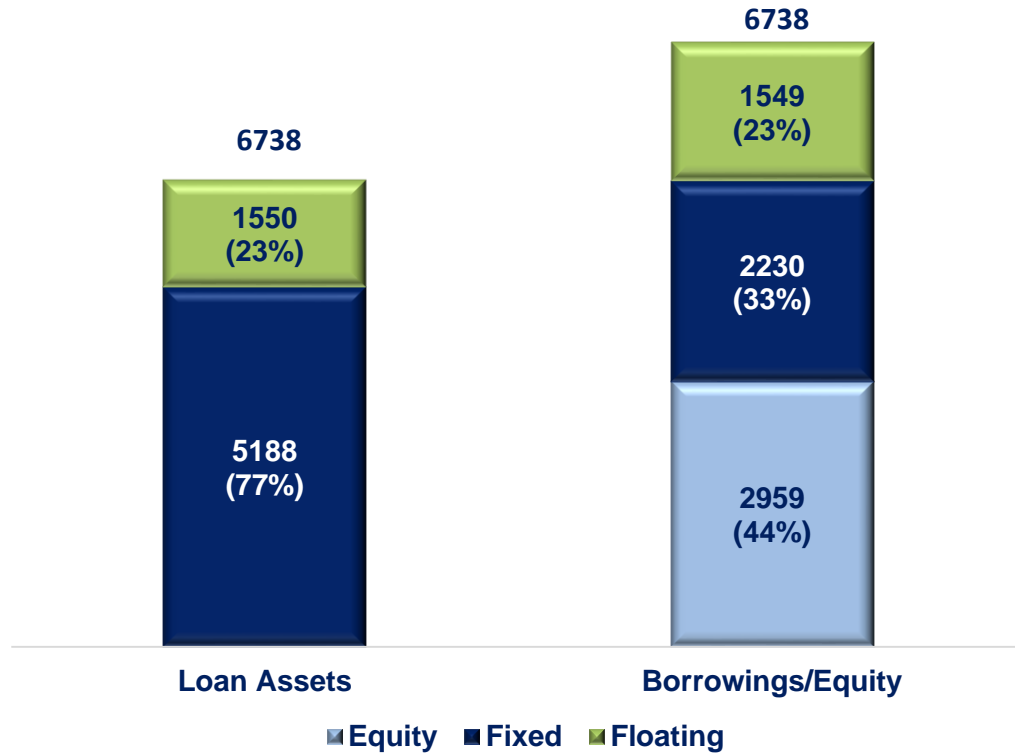
ALM Surplus

Position as on 31 Mar 2023 (Rs.Cr)

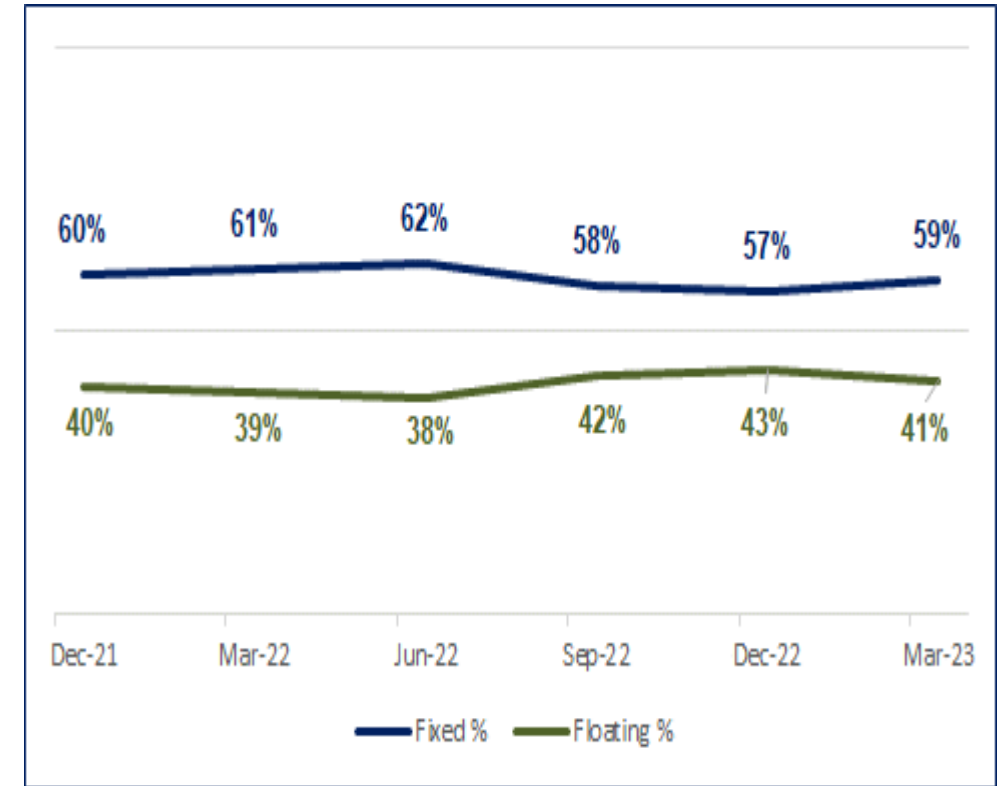


Fixed Vs Floating (Assets Vs. Liabilities)

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



Borrowings - Fixed Vs. Floating



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

Comfortable liquidity position/Capital Adequacy

A. Liquidity

Rs. Crores

Unencumbered Cash and Cash Equivalents	511
Un availed sanctions from NHB/Banks	625
Total	1,136

Particulars	Q1 FY 24	Q2 FY 24
Opening Liquidity	1,136	1,236
Add: Principal repayments and surplus from operations	325	342
Less: Debt repayments	225	235
Closing Liquidity	1,236	1,344

- Rs.1340 crores available for business upto Sep 2023

B. Capital Adequacy

Capital Adequacy as on 31 March 2023 - 80.79%

Key Growth Strategies



Continued
Focus on
Existing
Segment &
strengthen
focus on SME

- Ticket Size in INR 0.5 – 1.5mn range
- 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 &
Ccredit Cost

- Focus on productivity & Opex including cost of funds
- Continue to improve credit ratings

Experienced and Well Diversified Board

Chairman



M. Anandan
Executive Chairman

Managing Director



P. Balaji
Managing Director

Non-Executive Nominee Directors



Sumir Chadha
Nominee Director - WestBridge



KP Balaraj
Nominee Director - WestBridge

Non-Executive Director



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.



Krishnamurthy Vijayan
Former MD, JPM Asset Mgmt.

Non-Executive Independent Directors



Mona Kachhwaha
Director – Impact Investors Council



VG Kannan
Former- MD, SBI

Key Leadership Elevations



- **Mr. Balaji elevated to the role of Managing Director**
- Associated with Aptus for more than 12 years
- 25+ years experience in textiles, telecom and finance



- **Mr. Manoharan elevated to the role of Chief Business Officer**
- Associated with Aptus since 2010
- 18+ years experience in Housing Finance Industry



- **Mr. John elevated to the role of Chief Financial Officer**
- Joined Aptus in 2021
- 25+ years experience in Finance, Operations and Internal Audit

Stable Management



Balaji P
Managing Director

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



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, Customer Servicing and Internal Audit.



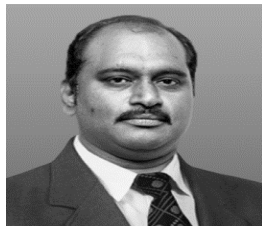
V. Krishnaswami
Sr. Vice President - Information Technology

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



Ramesh K
Vice President - Credit

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



Sundara Kumar V
Vice President - Legal & Receivables

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



N.Srikanth
Vice President - HR

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

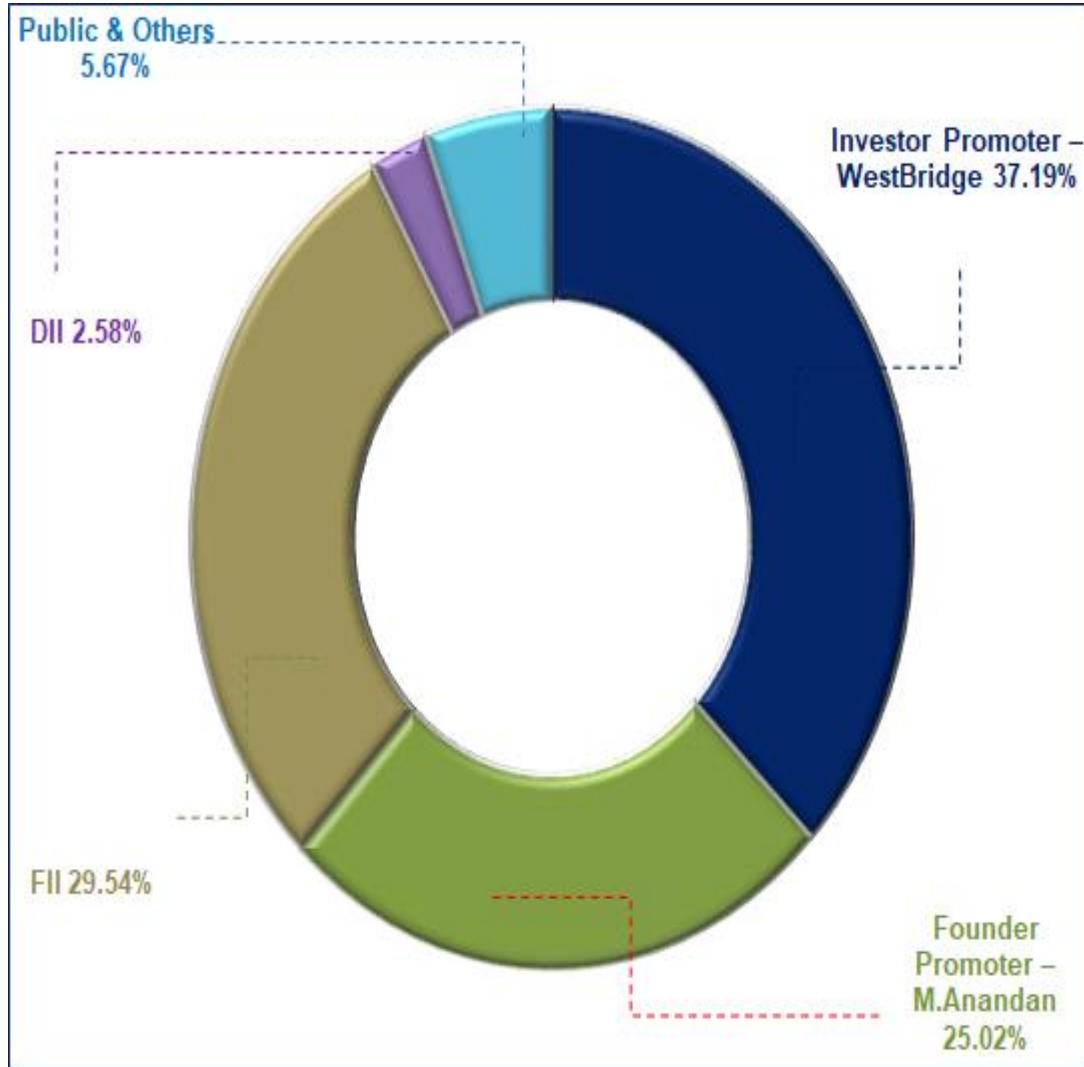


Naveen Kumar R
Associate VP – Operations & Compliance

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

Diversified Shareholding

Shareholding Pattern as on 31 Mar 2023



Top Institutional Shareholders as on 31 March 2023

Investor Details	% of holding
Key Investors	
Malabar Group	8.42
Ward Ferry	3.50
Capital Research	3.40
Steadview Capital	3.19
Sequoia	2.66
Madison	1.86
Aberdeen	1.75
Vanguard	1.42
Genesis	1.08
Neuberger Berman	0.96

Annexures

Consolidated Statement of Profit and Loss(*)

Rs. Crores

Particulars	Q4 FY 23	Q3 FY 23	FY 23	FY 22	Growth %
					FY 23 Vs FY 22
Interest income on loans	290.61	277.32	1,058.40	791.67	34%
Fees and other income	17.78	17.48	70.60	48.55	
Interest expense	77.66	77.16	275.91	208.59	
NIM	230.72	217.64	853.08	631.63	35%
Operating expenses	46.58	41.43	165.24	117.14	
Provisions - ECL/Write offs	7.75	7.78	34.12	34.47	
Profit before tax	176.38	168.43	653.71	480.02	36%
Provision for Taxation	41.08	42.87	150.70	109.88	
Profit After Tax	135.30	125.56	503.01	370.14	36%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs. Crores

Particulars	31-Mar-23	31-Mar-22
Sources of Funds		
Share capital	99.61	99.38
Reserves & Surplus	3,239.72	2,816.78
Total Networth	3,339.33	2,916.16
Borrowings	3,786.02	2,720.63
Other liabilities and provisions	50.70	47.25
Total Source of Funds	7,176.05	5,684.04
Application of Funds		
Loan Assets	6,592.14	5,078.75
Fixed Assets	4.55	4.01
Liquid Assets - Bank FDs, MFs	511.42	547.59
Other Assets	67.93	53.69
Total Application of Funds	7,176.05	5,684.04

(*) – Based on Ind AS

RoA Tree

Particulars	FY 23	FY 22
Revenue from operations/Avg Loan book	18.34%	17.51%
Other Income/Avg loan book	0.60%	0.67%
Total Revenue/Avg loan book	18.94%	18.17%
Finance cost/Avg loan book	4.63%	4.51%
Spread/Avg loan book	14.31%	13.66%
Operating expenses/Avg loan book	2.75%	2.53%
ECL Provision, write offs/Avg loan book	0.57%	0.75%
PBT/Avg loan book	10.97%	10.38%
PAT/Avg loan book	8.44%	8.00%
PAT/Networth	16.34%	14.45%

Thank You