



Ref No: APTUS/05-NOV/2022-23

November 08, 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 second quarter and half year ended September 30,2022**

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Investor Presentation of the Company on the Unaudited Financial Results for the second quarter and half year ended September 30, 2022.

This Investor Presentation is also available on the website of the Company at <https://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 | Q2 FY23**

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# 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

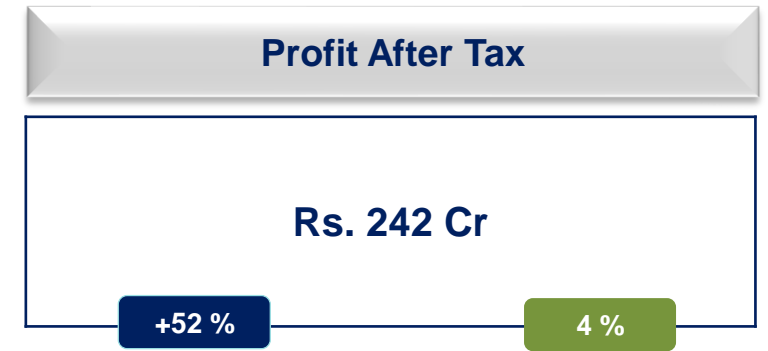
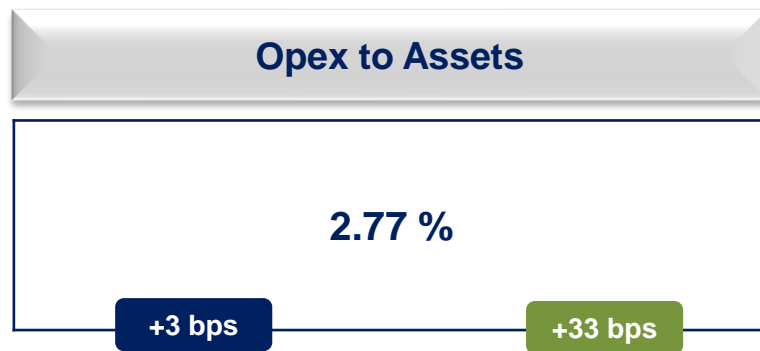
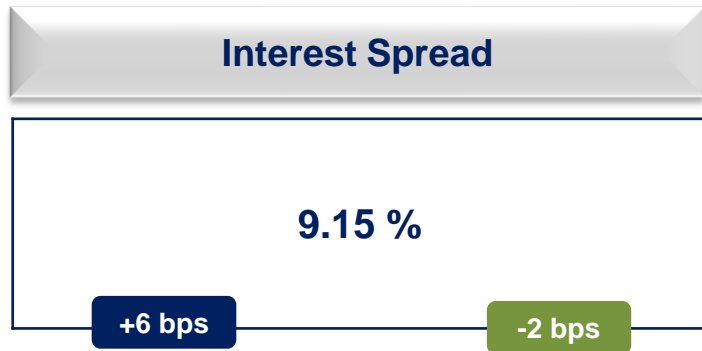
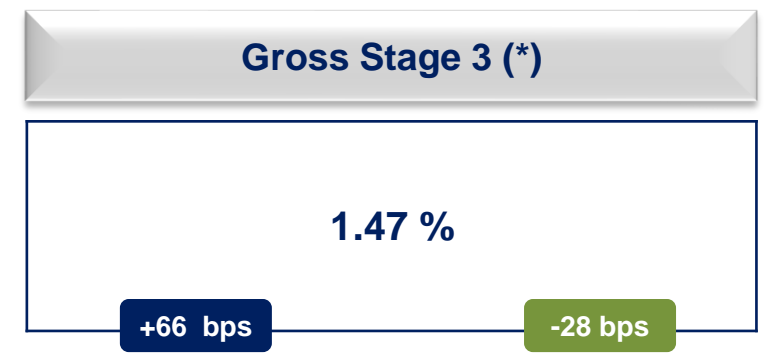
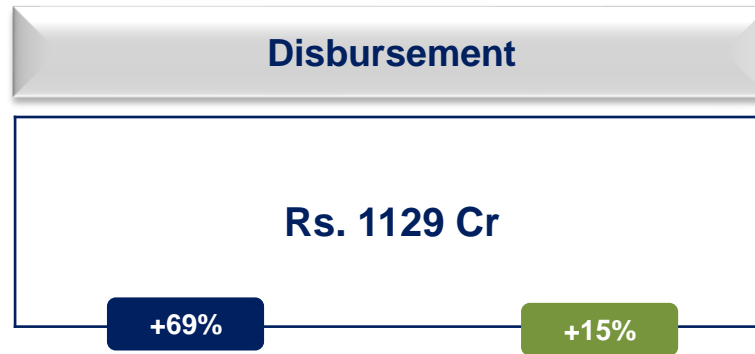
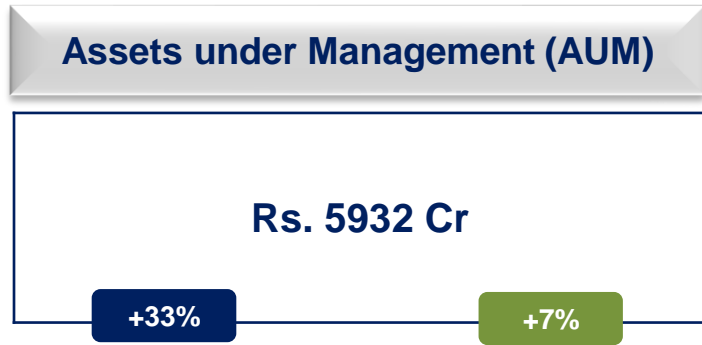


Presence in 213 locations

# Key Strengths



# Snapshot - September 2022

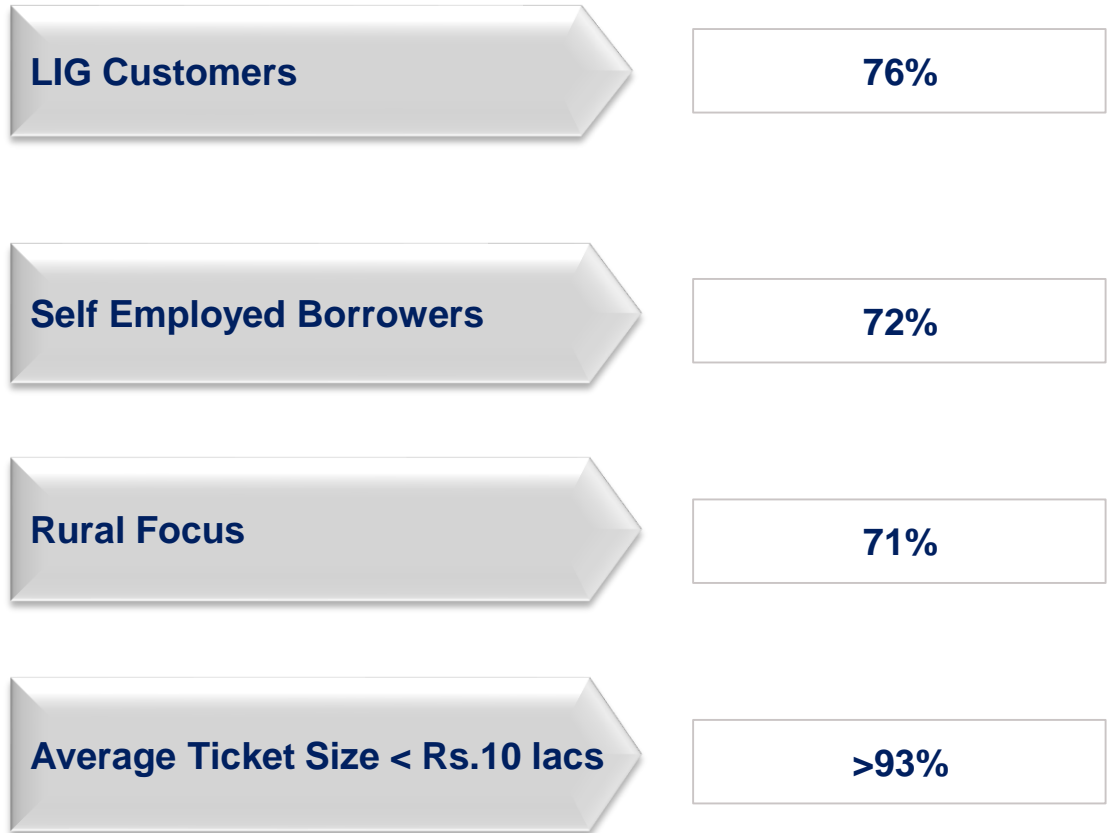
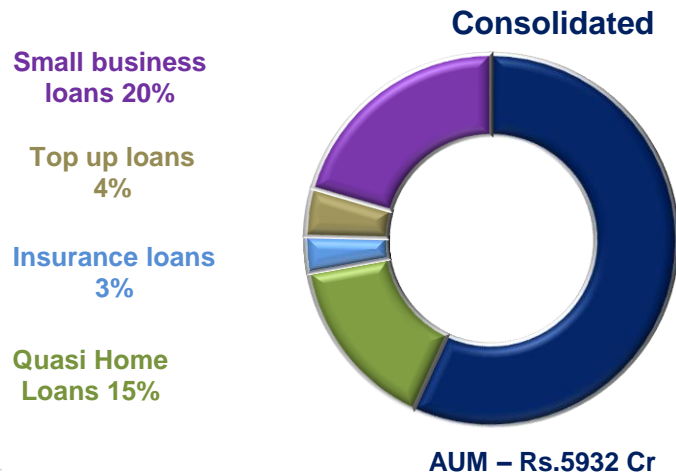
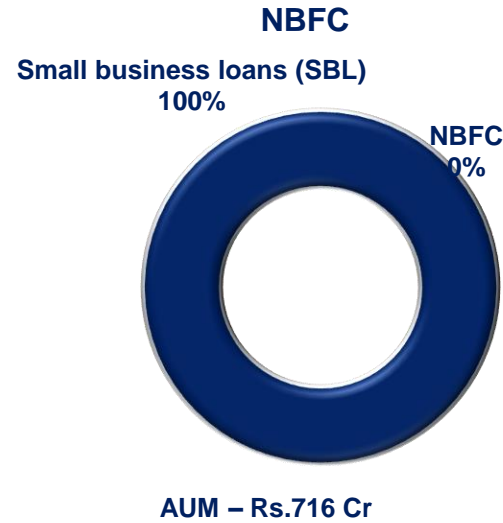
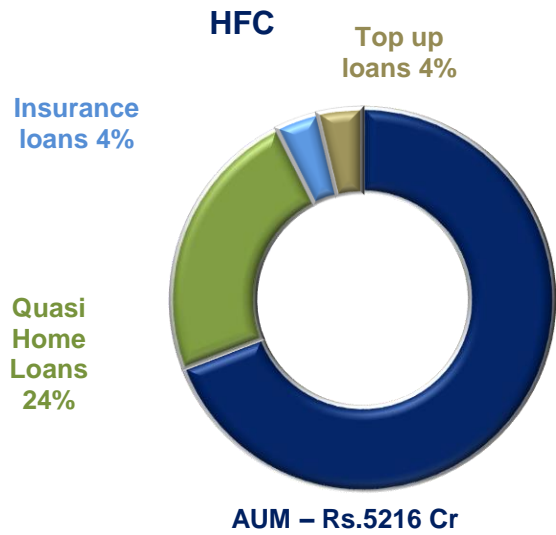


■ YoY  
■ QoQ

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

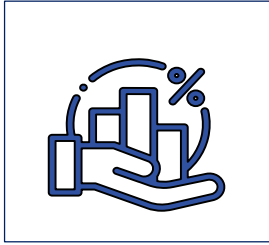
# Diversified Loan Portfolio With Niche Customer Focus

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



# 100% In-House Operations

## Fully In-House Team...



**1,373**

*Business origination*



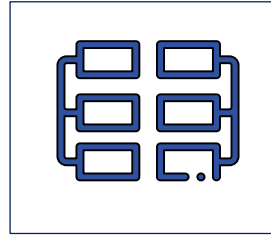
**243**

*Credit*



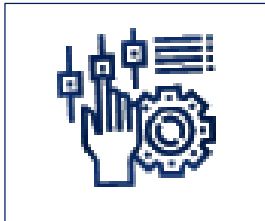
**215**

*Legal & technical*



**391**

*Collection*



**137**

*HO / Operations*

## ...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

- *Cust app, Ref app*
- *Social media*
- *213 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

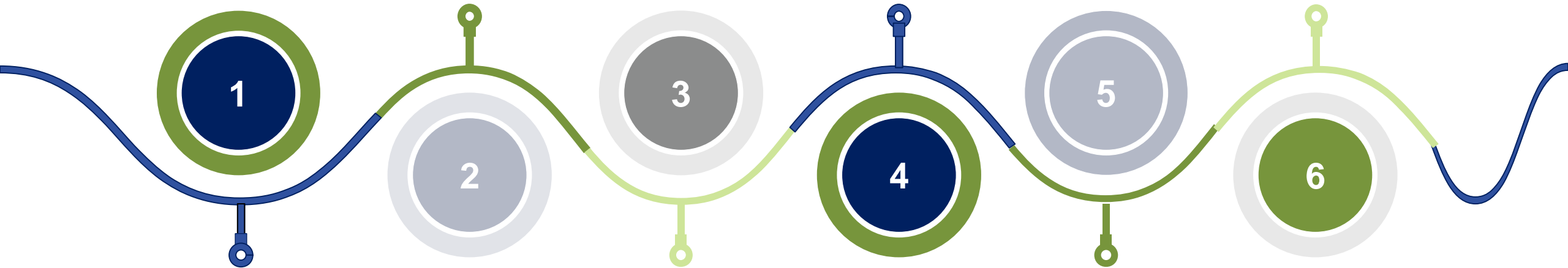
*End-to-end software solution*

## 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,

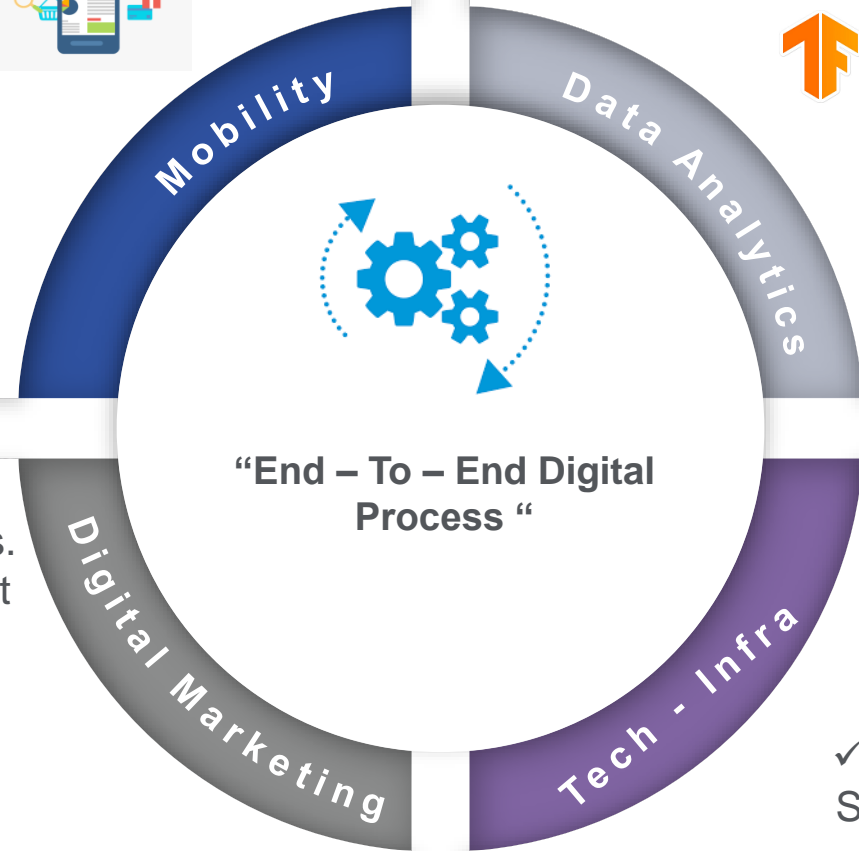
*Payments automation via Bharat Bill Pay, Google Pay, Paytm etc*

## 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
- ✓ Leegality - 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

- 25 + 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

- More than 100 data points captured for evaluation of every 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

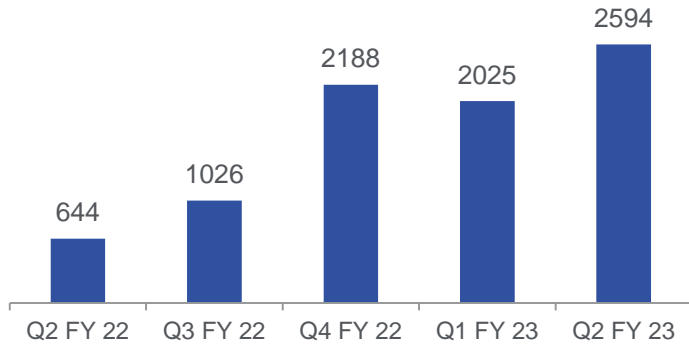
- Consistency in underwriting with expertise in state-wise analysis along with linguistic skills
- Effective training ,knowledge sharing and monitoring process
- Quick adoption to process change

Loans approved within 72 hrs

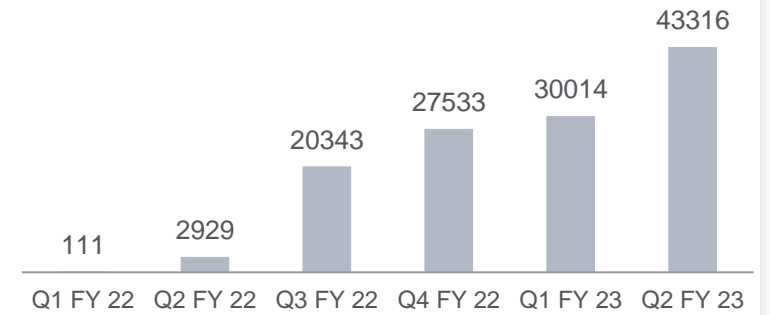
> 90 %

# Digital Adoption

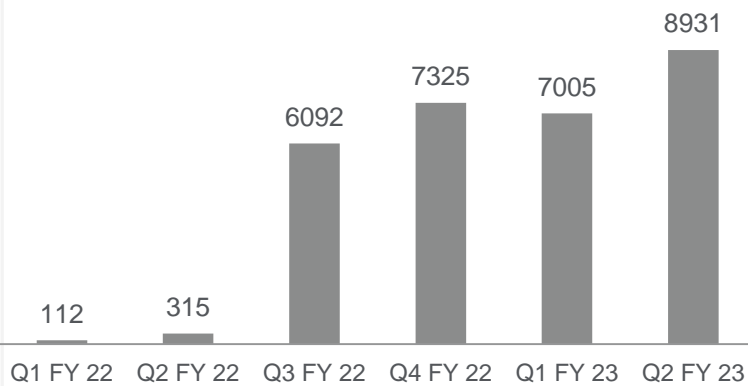
Service requests raised on app



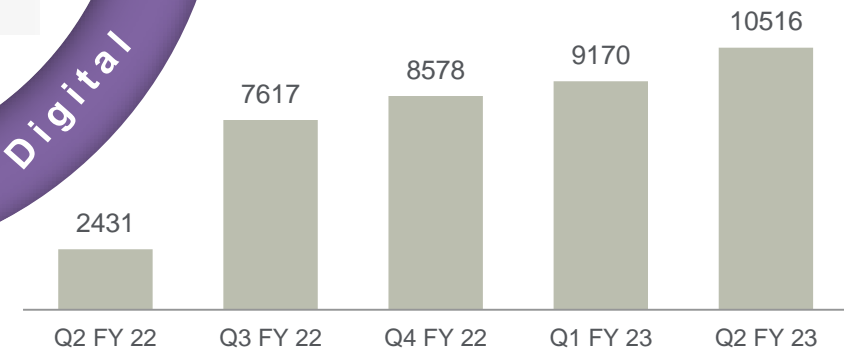
Customer EMI payments Via Apps



Number of Payments Via Collection App



App Logins



# 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%

## Branch Productivity as on Sep 30, 2022

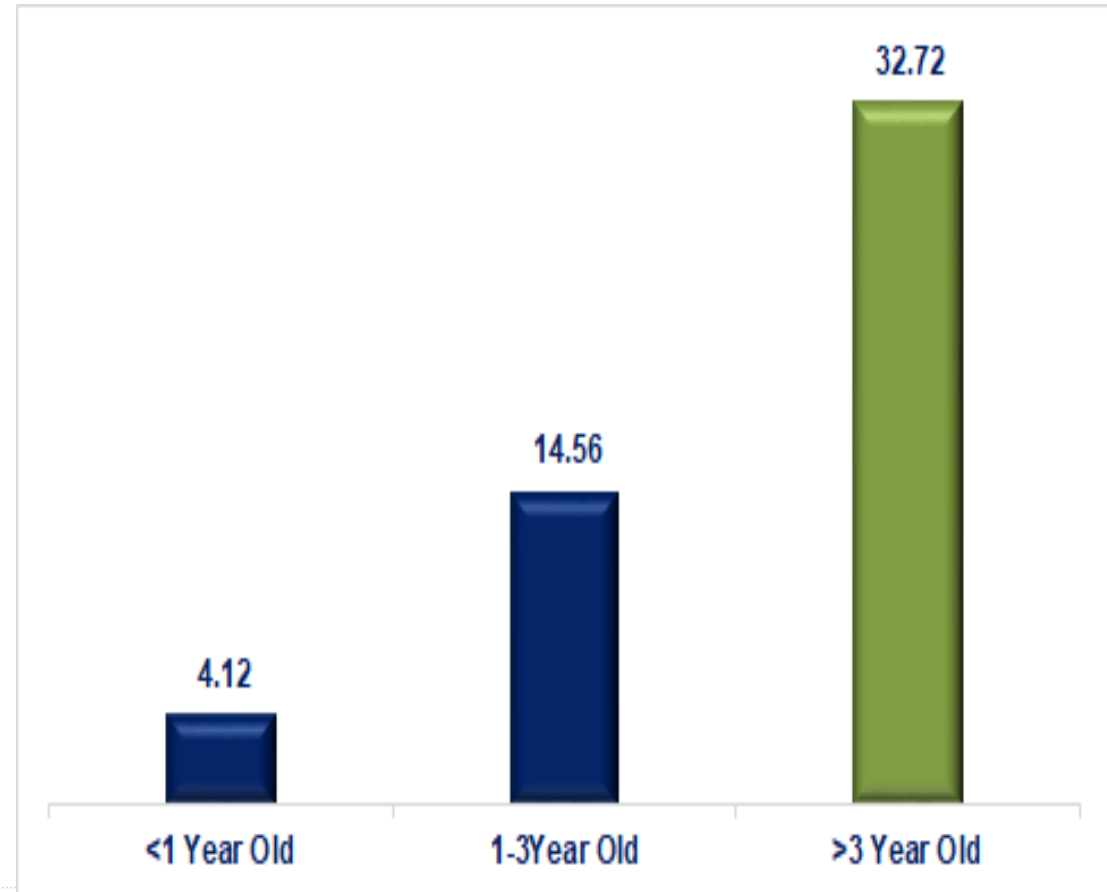
AUM per Branch (Rs. Cr)

# of Branches

16

32

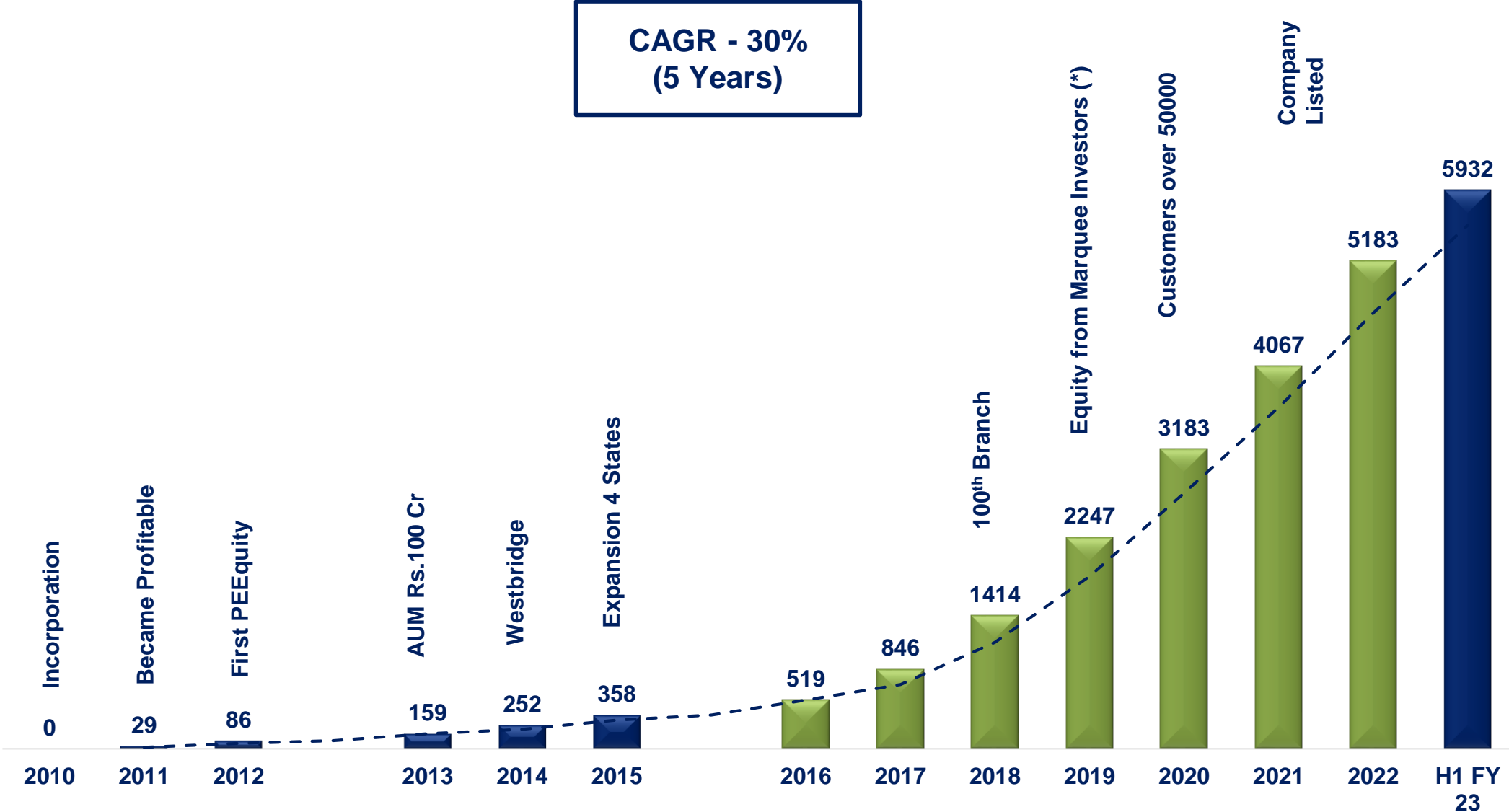
165



State	No of branches	% of AUM as on			
		H1 FY 23	FY 22	FY 21	FY 20
TamilNadu	83	46%	48%	52%	56%
AndhraPradesh	76	33%	31%	28%	24%
Telangana	32	13%	12%	10%	10%
Karnataka	21	8%	9%	10%	10%
Odisha	1	0%	0%	-	-
Total	213	100%	100%	100%	100%

# Scalable Operating Model

CAGR - 30%  
(5 Years)



(\*) – WestBridge, Malabar Sequoia, Steadview

AUM Rs. Crores

# Resilient Model Across Economic Cycles

	<b>GST Implementation FY 18</b>	<b>NBFC Liquidity Crisis FY 20</b>	<b>Covid-19 (first wave) FY 21</b>	<b>Covid-19 (Second wave) FY 22</b>	<b>Geo Political Issues H1 FY 23 (*)</b>
<b>AUM growth</b>	<b>66%</b>	<b>41%</b>	<b>28%</b>	<b>27%</b>	<b>29%</b>
<b>Yield</b>	<b>17%</b>	<b>18%</b>	<b>17%</b>	<b>17%</b>	<b>17%</b>
<b>GNPA</b>	<b>0.5%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>1.19%(#)</b>	<b>1.47%(#)</b>
<b>ROA</b>	<b>6.0%</b>	<b>7.8%</b>	<b>7.4%</b>	<b>8.00%</b>	<b>8.71%</b>

# – As per RBI circular dated 12 Nov 2021

\* – Annualised



# Strong ESG Focus



**Focus on financial inclusion**

**76%**  
LIG

**72%**  
Self-employed

**38%**  
New to Credit



**Improving Living Standards**

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

**Support**  
to borrowers

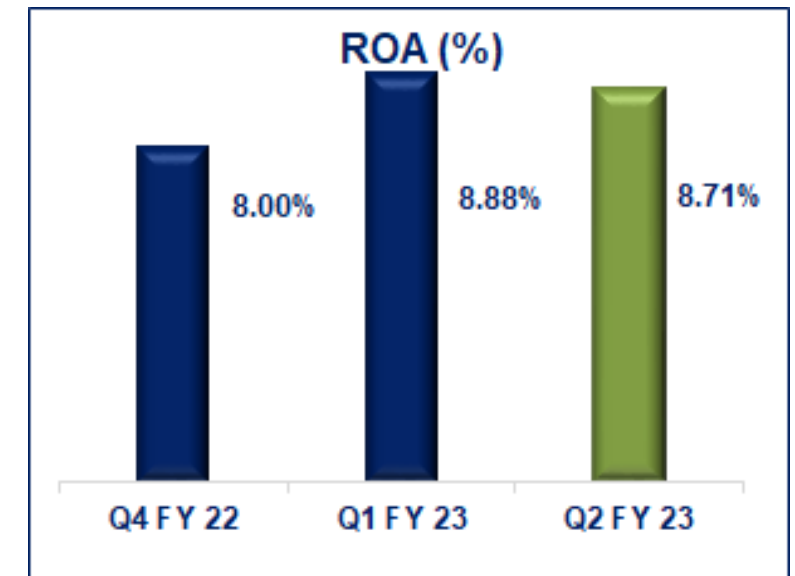
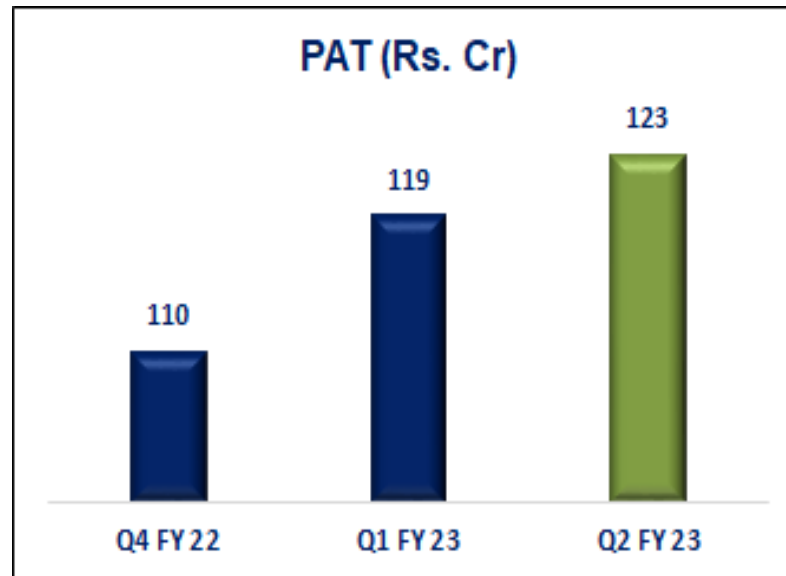
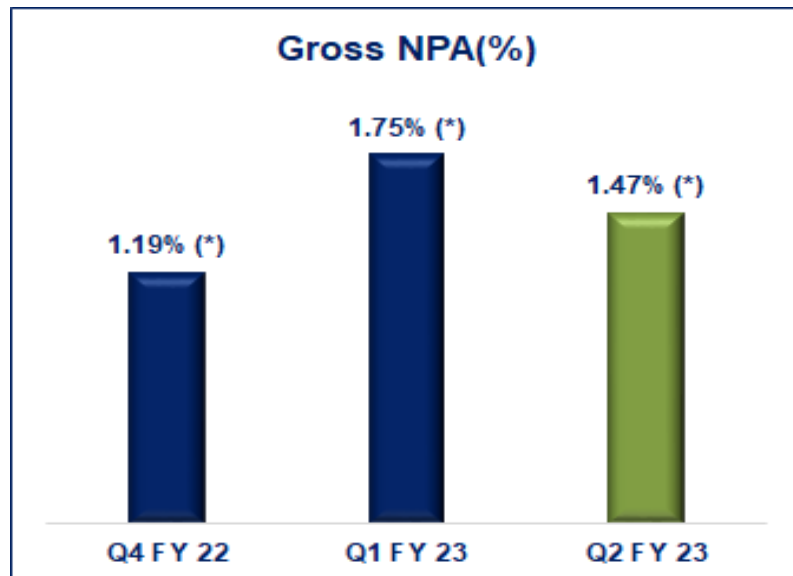
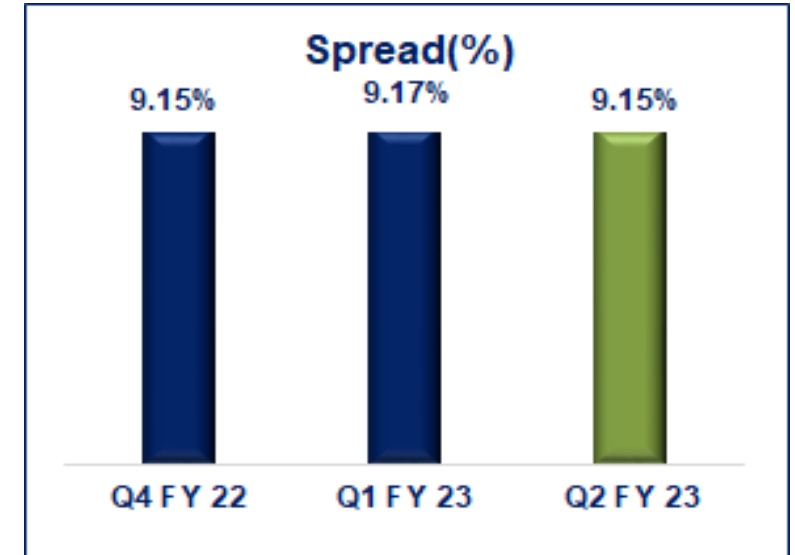
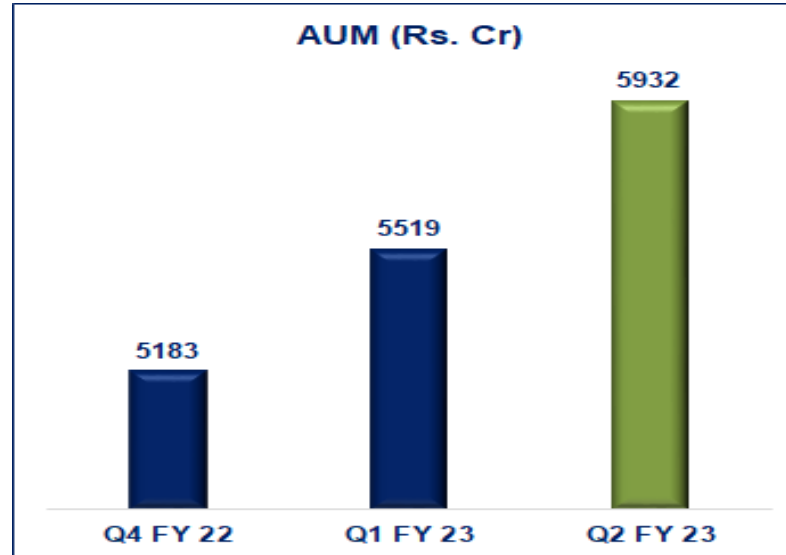
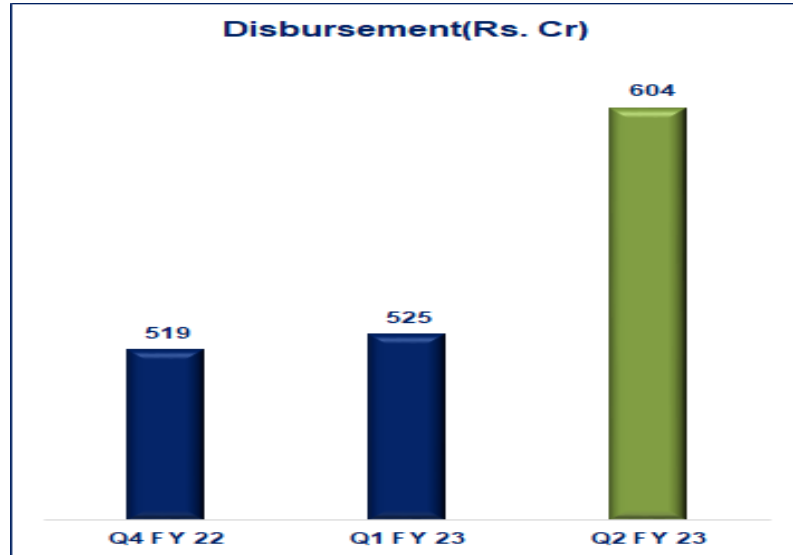


**Strong Corporate Governance**

**NIL**  
Material Civil litigation

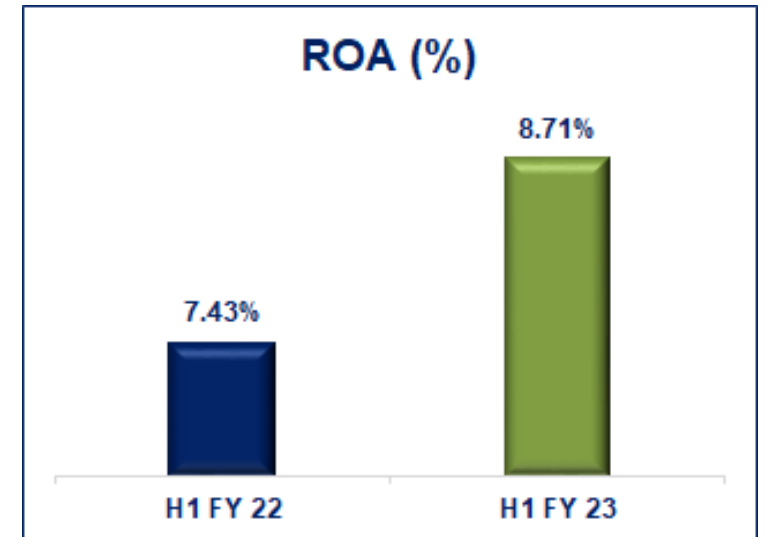
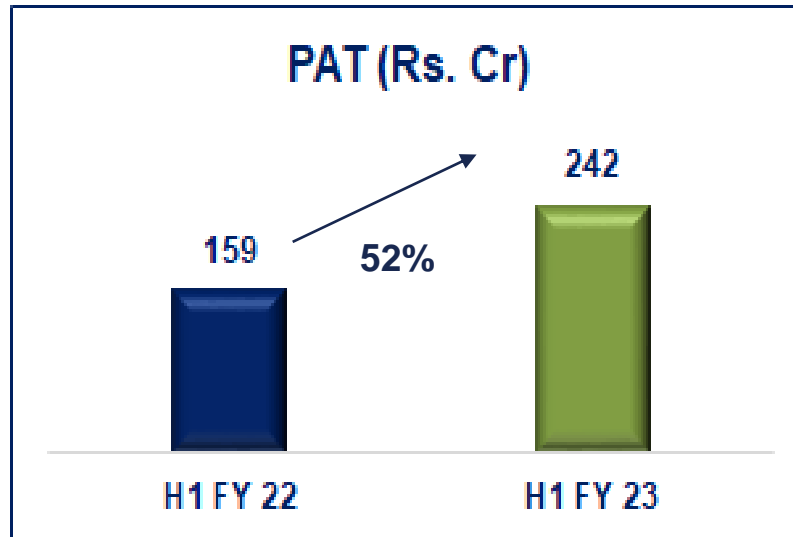
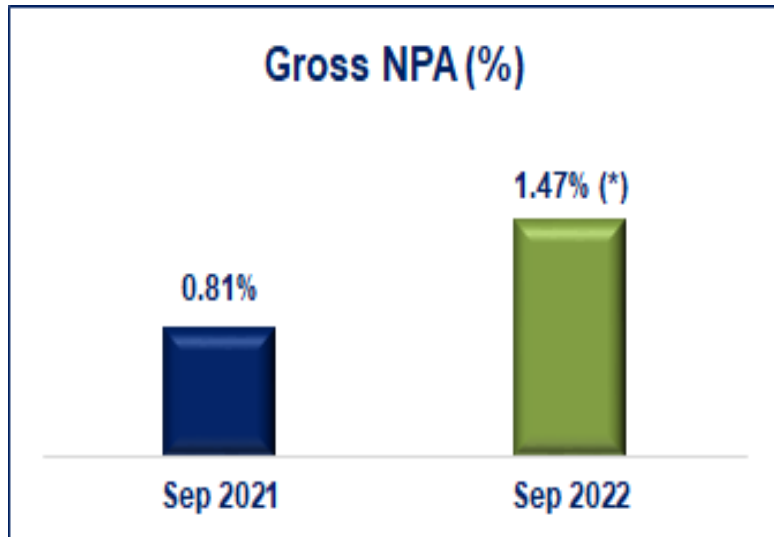
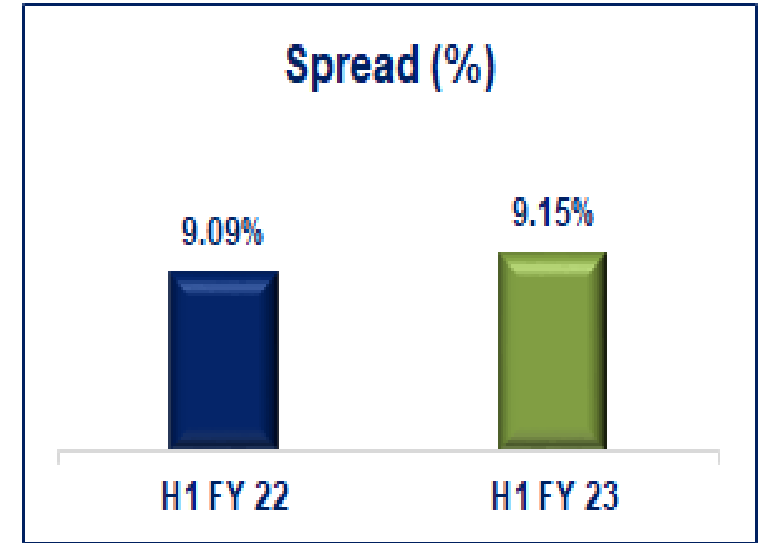
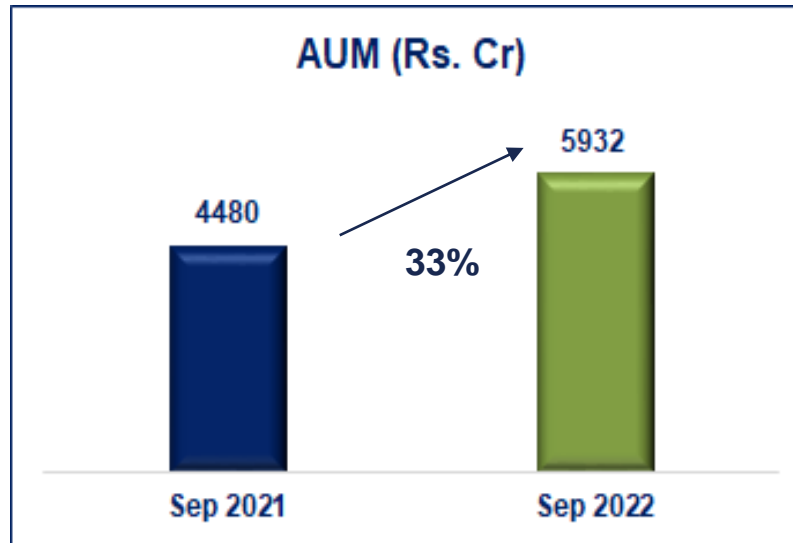
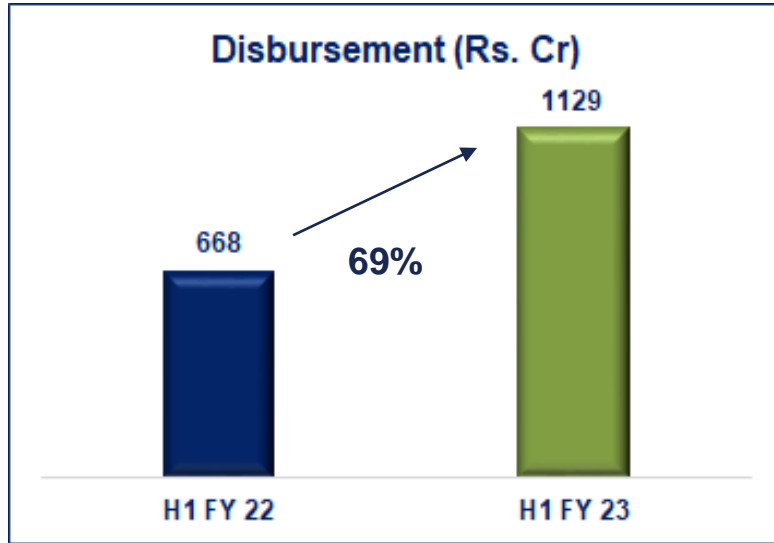
**Diversified Experience**  
of Board Members across academic and professional domains

# Performance Highlights (Quarterly)



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

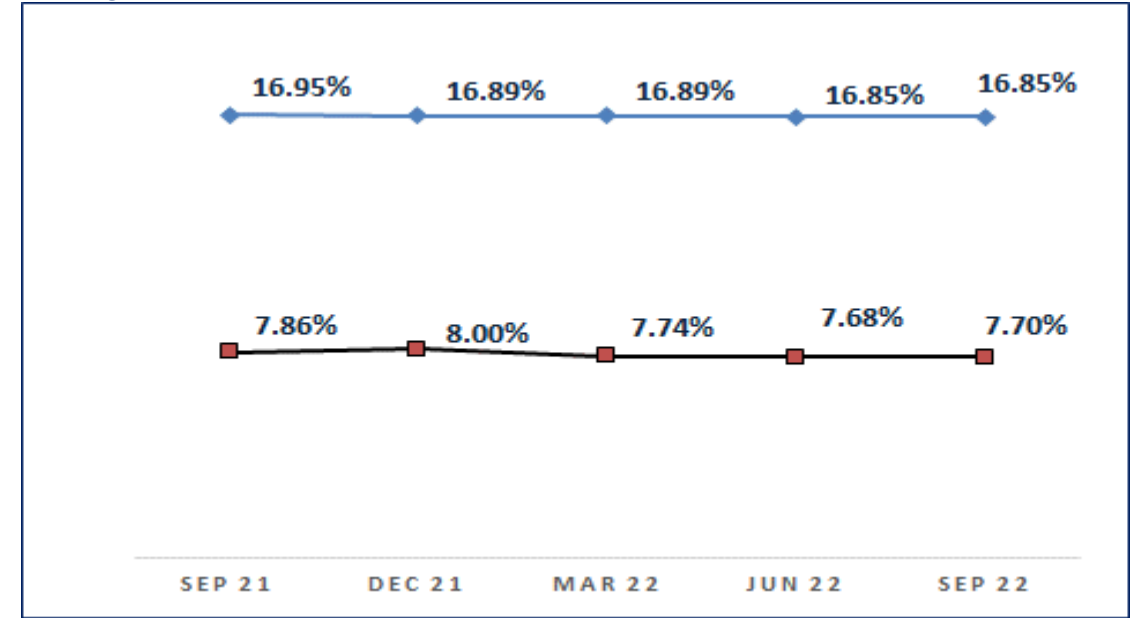
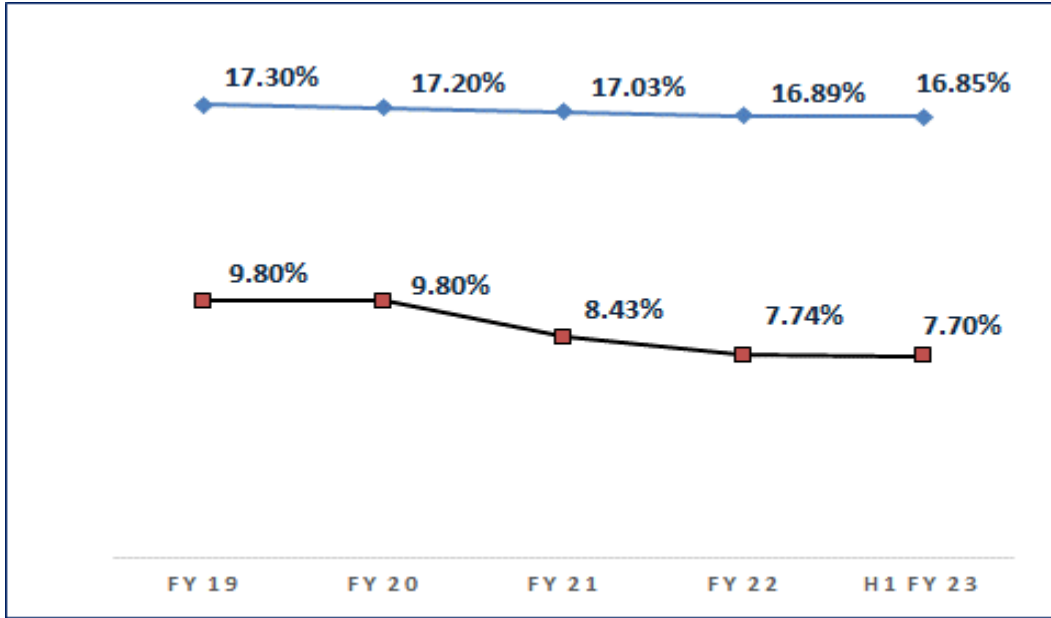
# Performance Highlights (Year on Year)



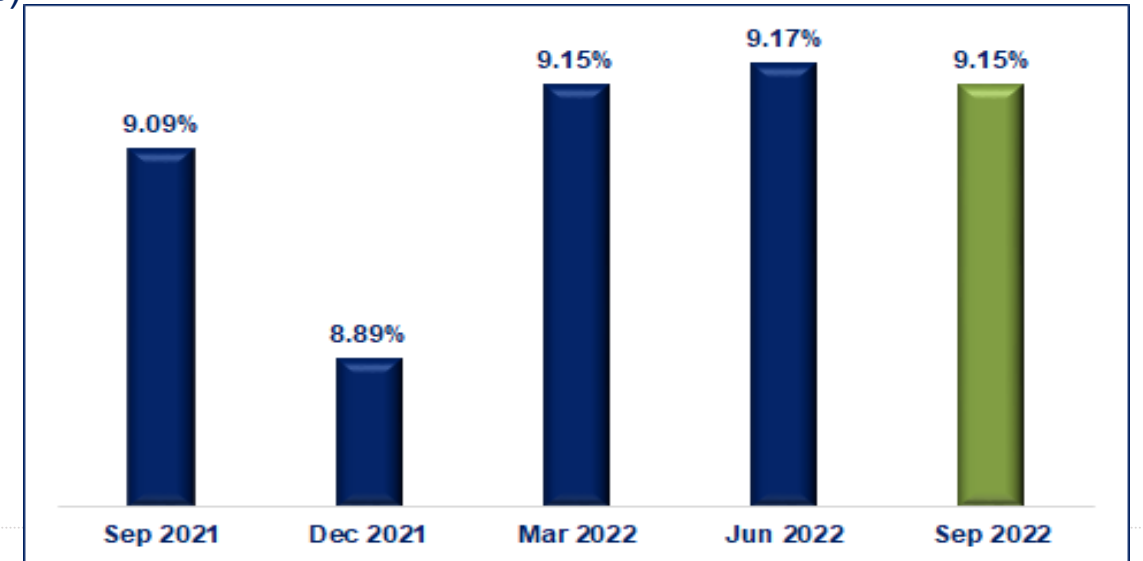
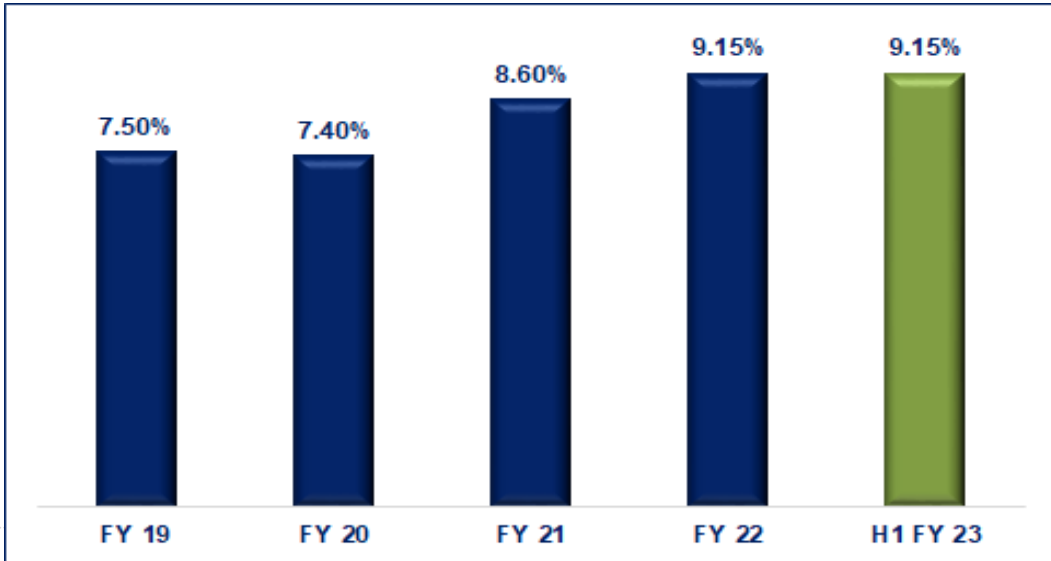
(\*) NPA as per RBI circular dated 12 Nov 2021

# Consistent Spreads

Yields/Cost of Borrowings (%)

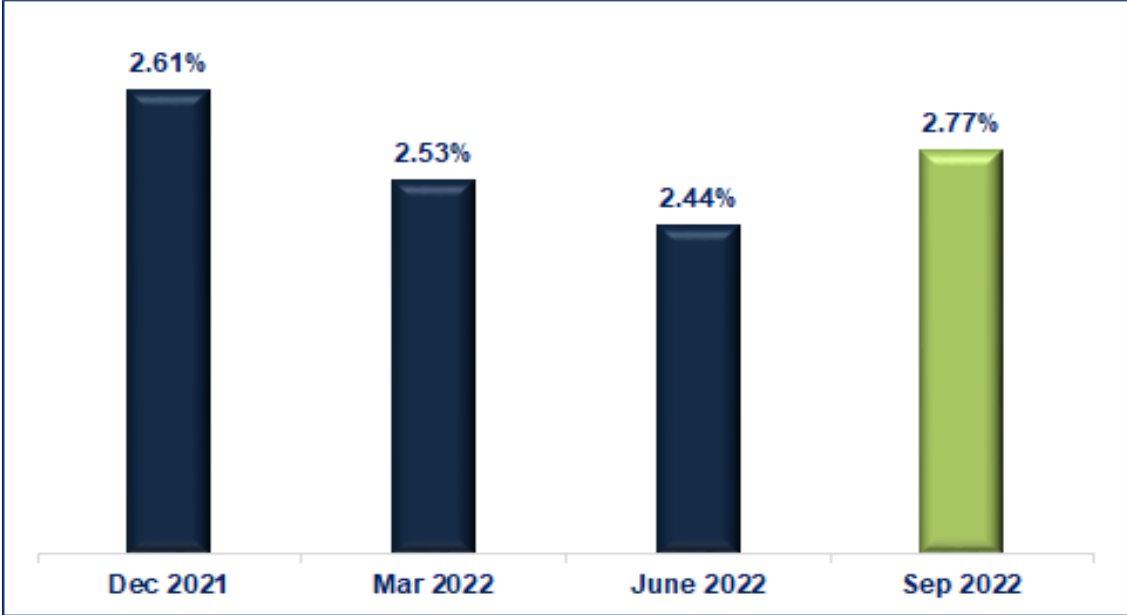
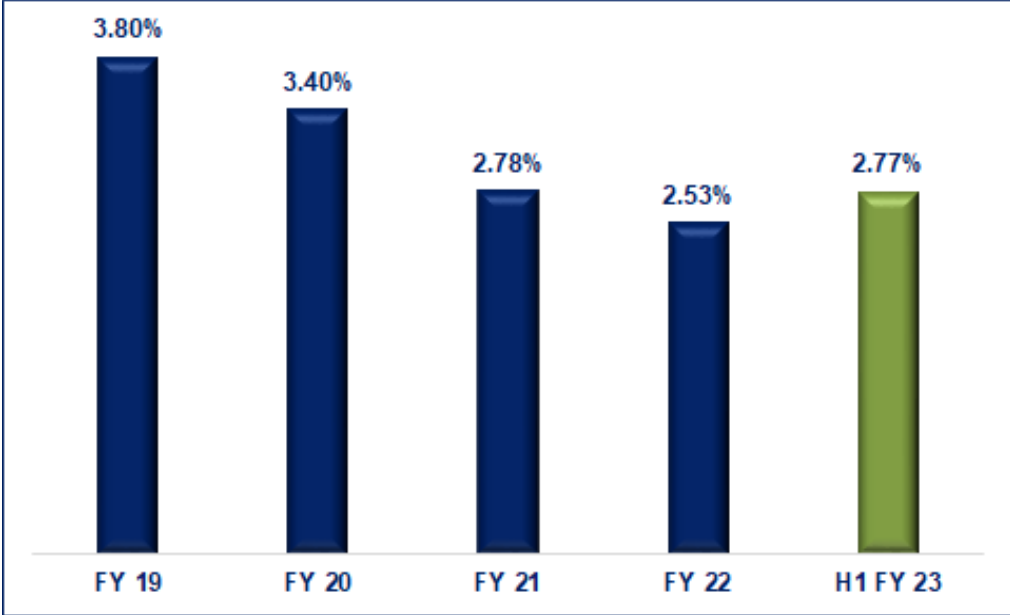


Spread (%)

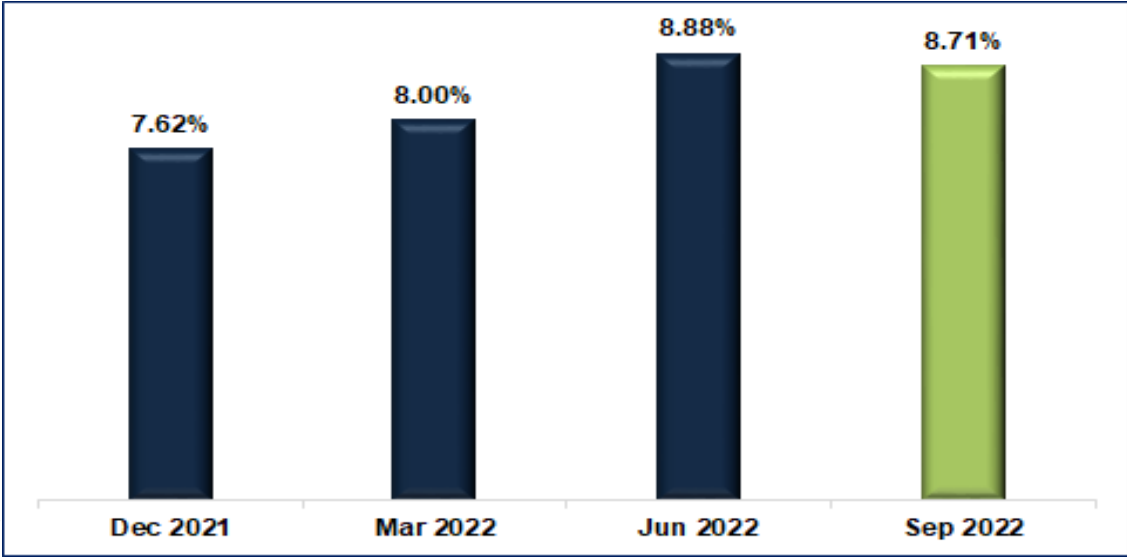
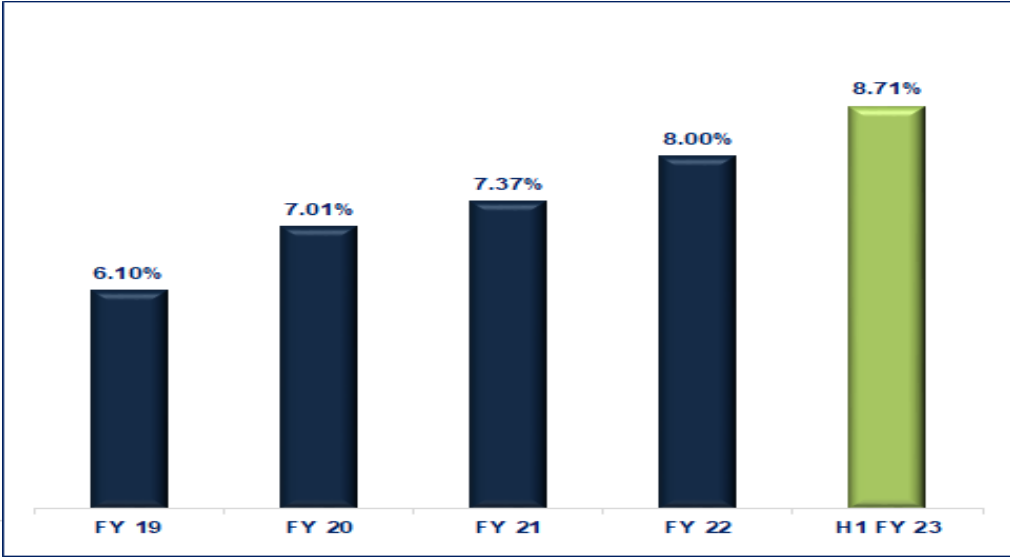


# Opex and ROA

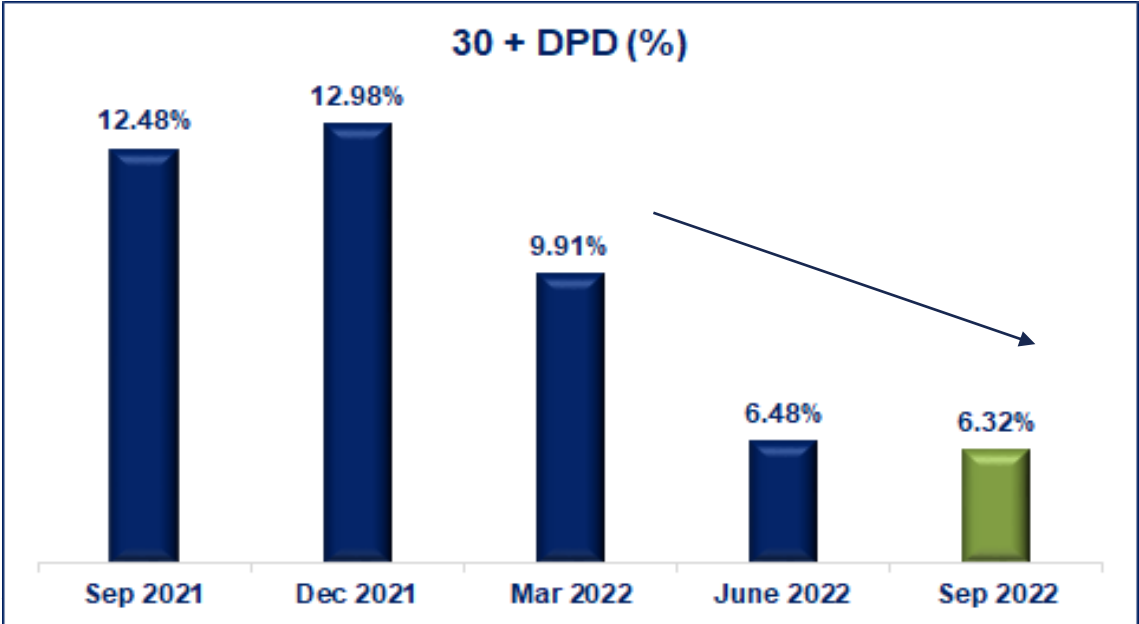
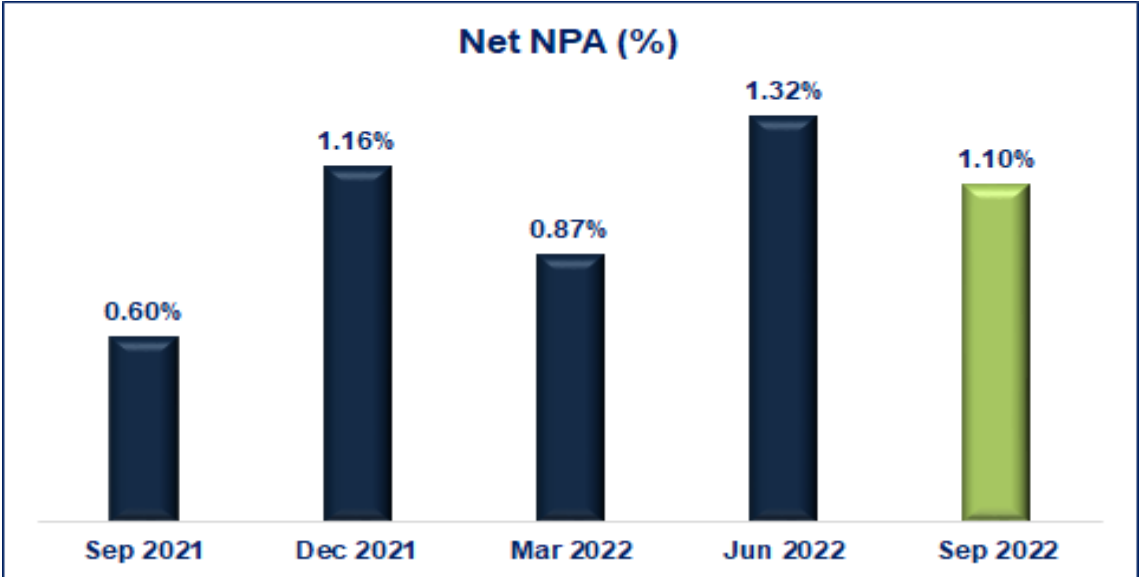
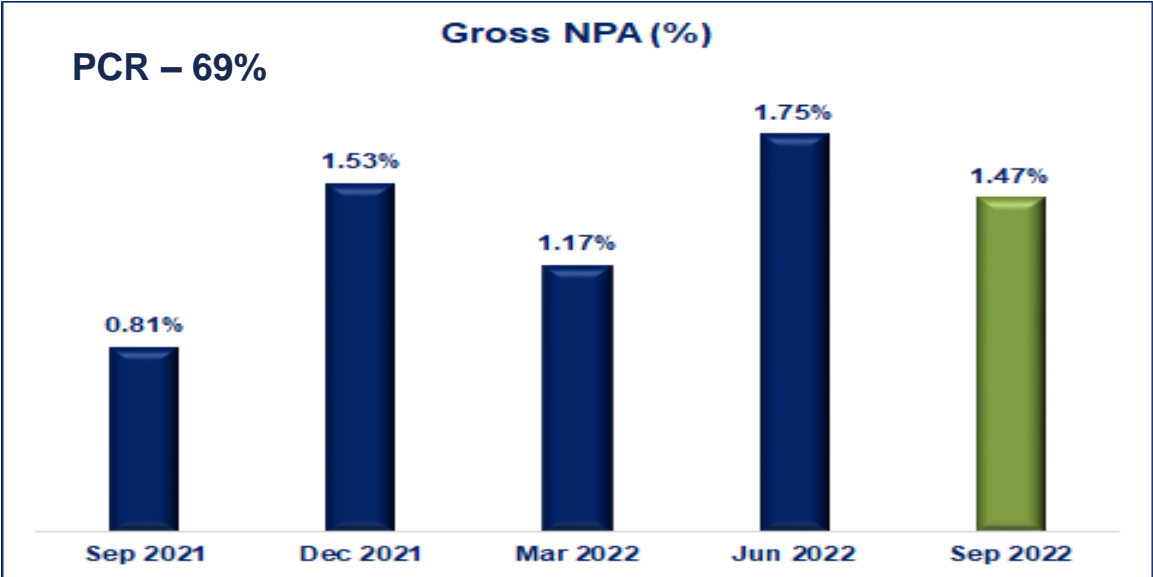
Opex (%)



ROA (%)



# Asset Quality

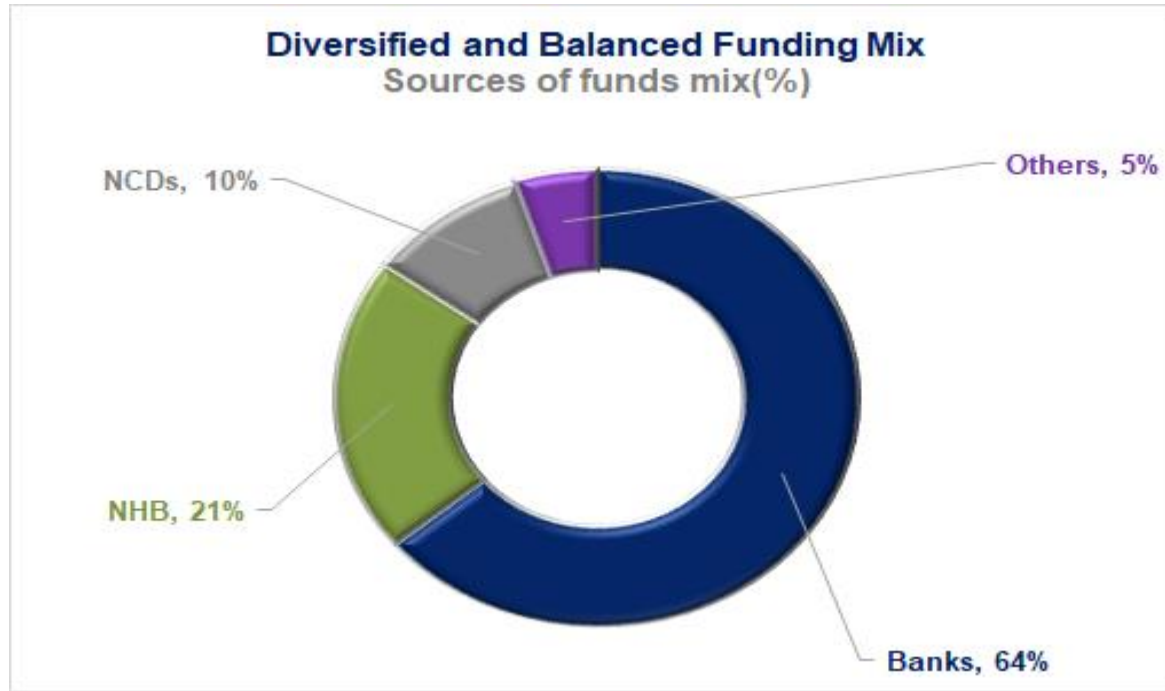


# Provision for Contingencies (ECL)

Rs. Lakhs

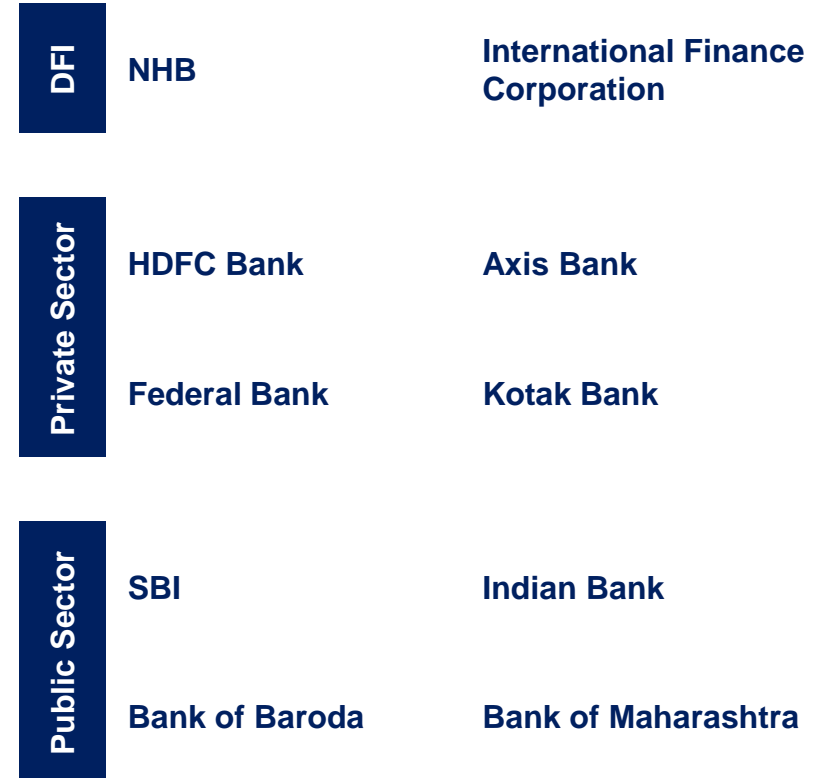
Particulars	Consolidated			
	30-Sep-22	30-Jun-22	31-Mar-22	31-Mar-21
Gross Stage 3	8,692.27	9654.17	6,183.67	2,717.11
% portfolio in Stage 3	1.47%	1.75%	1.19%	0.67%
ECL Provision Stage 3	2,173.07	2,413.54	1,545.92	1,178.23
Net Stage 3	6,519.20	7,240.63	4,637.74	1,538.88
<b>Provision coverage ratio (PCR)</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>	<b>43.36%</b>
Gross Stage 2	29,818.89	26,049.50	45,155.90	35,289.12
% portfolio in stage 2	5.03%	4.72%	8.72%	8.68%
ECL Provision Stage 2	1,915.17	902.49	1,020.68	176.45
Net Stage 2	27,903.72	25,147.01	44,135.22	35,112.67
<b>Provision coverage ratio (PCR)</b>	<b>6.42%</b>	<b>3.46%</b>	<b>2.26%</b>	<b>0.50%</b>
Gross Stage 1	5,54,715.88	5,16,195.10	4,66,620.41	3,68,769.06
% portfolio in stage 1	93.51%	93.53%	90.09%	90.66%
ECL Provision Stage 1	1,886.03	1,755.06	1,602.02	328.06
Net Stage 1	5,52,829.85	5,14,440.04	4,65,018.39	3,68,441.00
<b>Provision coverage ratio (PCR)</b>	<b>0.34%</b>	<b>0.34%</b>	<b>0.34%</b>	<b>0.09%</b>
<b>Total AUM (*)</b>	<b>5,93,227.04</b>	<b>5,51,898.77</b>	<b>5,17,959.98</b>	<b>4,06,775.29</b>
<b>ECL Provision</b>	<b>5,974.27</b>	<b>5,071.10</b>	<b>4,168.62</b>	<b>1,682.74</b>
<b>Provision coverage ratio (PCR)</b>	<b>1.01%</b>	<b>0.92%</b>	<b>0.80%</b>	<b>0.41%</b>

# Robust Funding Management and Credit Profile



No Exposure to Short term loan incl CPs

20+ Lender Relationships



Avg. tenure of borrowings (months)	Q1 FY 23	FY22	FY21
	84.8	84.7	83.3

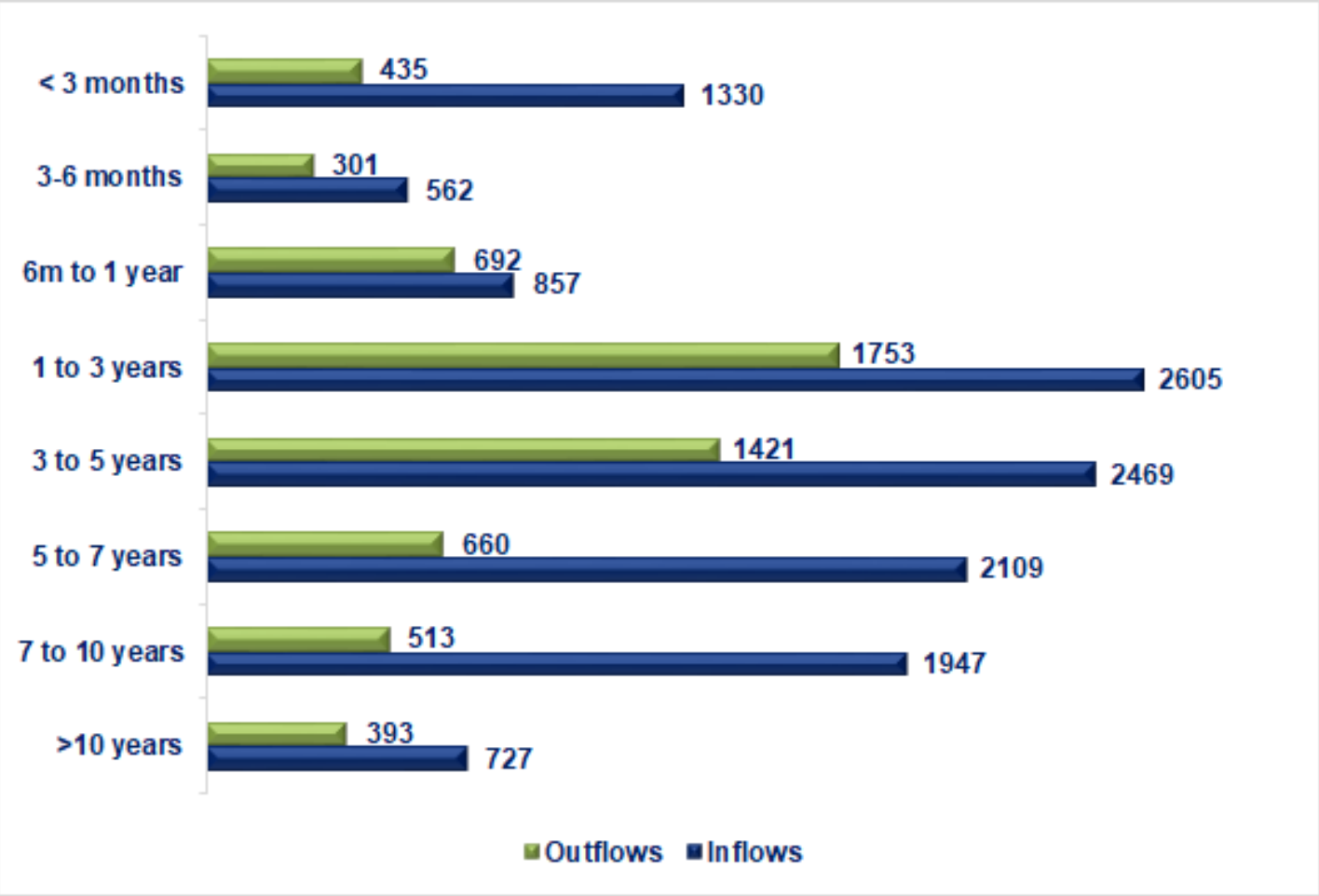
• Others represents Securitisation

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



# ALM Surplus

Position as on 30 Sep 2022 (Rs.Cr)

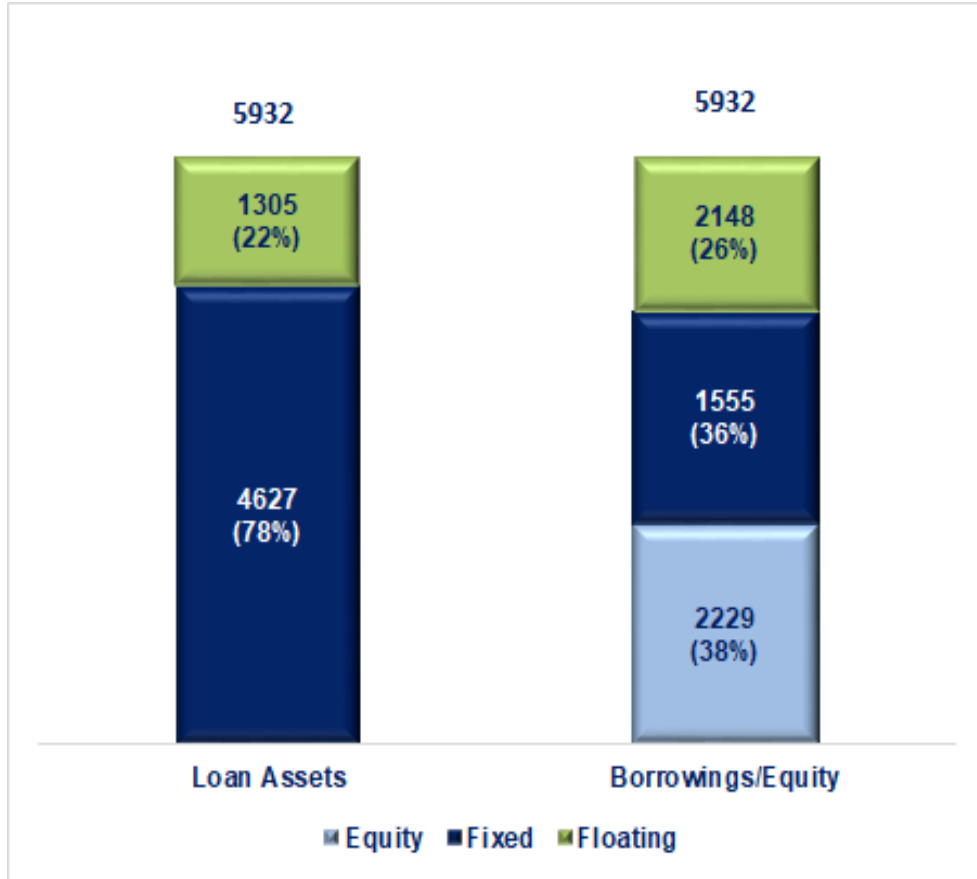


## Surplus

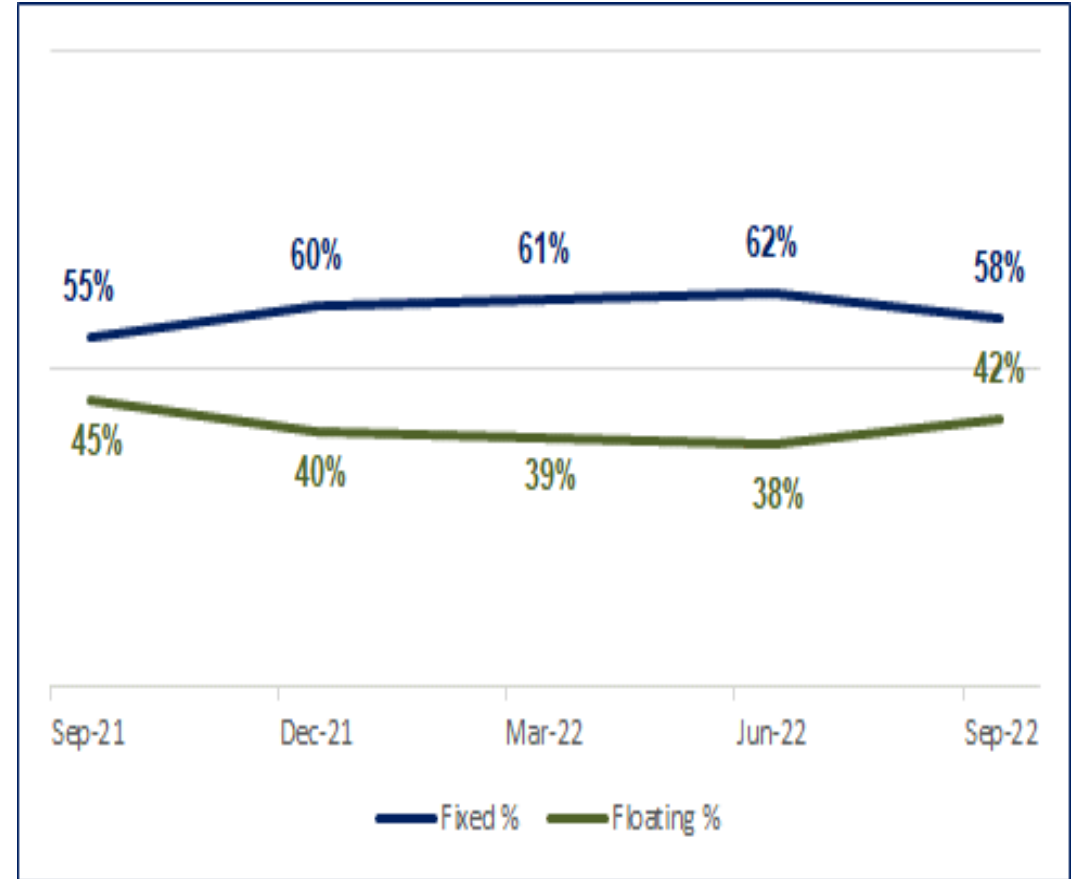
895
261
165
852
1048
1449
1434
334

# Fixed Vs Floating (Assets Vs. Liabilities)

Loan Assets & Borrowings (₹ Cr) As on Sep-22



Borrowings - Fixed Vs. Floating (\*)



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

# Comfortable liquidity position/Capital Adequacy

Rs. Crores

## A. Liquidity

Particulars	As on 30 Sep 2022	Q3 FY 23	Q4 FY 23
Cash and Cash Equivalents	1088		
Opening Liquidity		1088	1717
Add:Undrawn Sanctions		500	
Add: Principal repayments and surplus from operations		305	312
Less: Debt repayments		176	185
Closing Liquidity		1,717	1,845

- Rs.1800 crores available for business upto March 2023

## B. Capital Adequacy

Capital Adequacy as on 30 Sep 2022 - 80.26%

# 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



## Continued focus on productivity

- Focus on **Opex** including cost of funds
- 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 Kachwaha**

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



**V. Krishnaswami**

**Sr. Vice President - Information Technology**

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



**Ramesh K**

**Vice President - Credit**

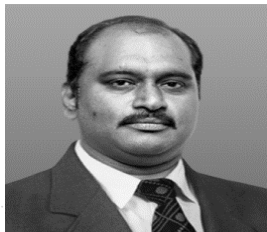
Rich experience in areas of Credit & Risk Management, Fraud Control and operations in retail finance.



**N. Srikanth**

**Vice President - HR**

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



**Sundara Kumar V**

**Vice President - Legal & Receivables**

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



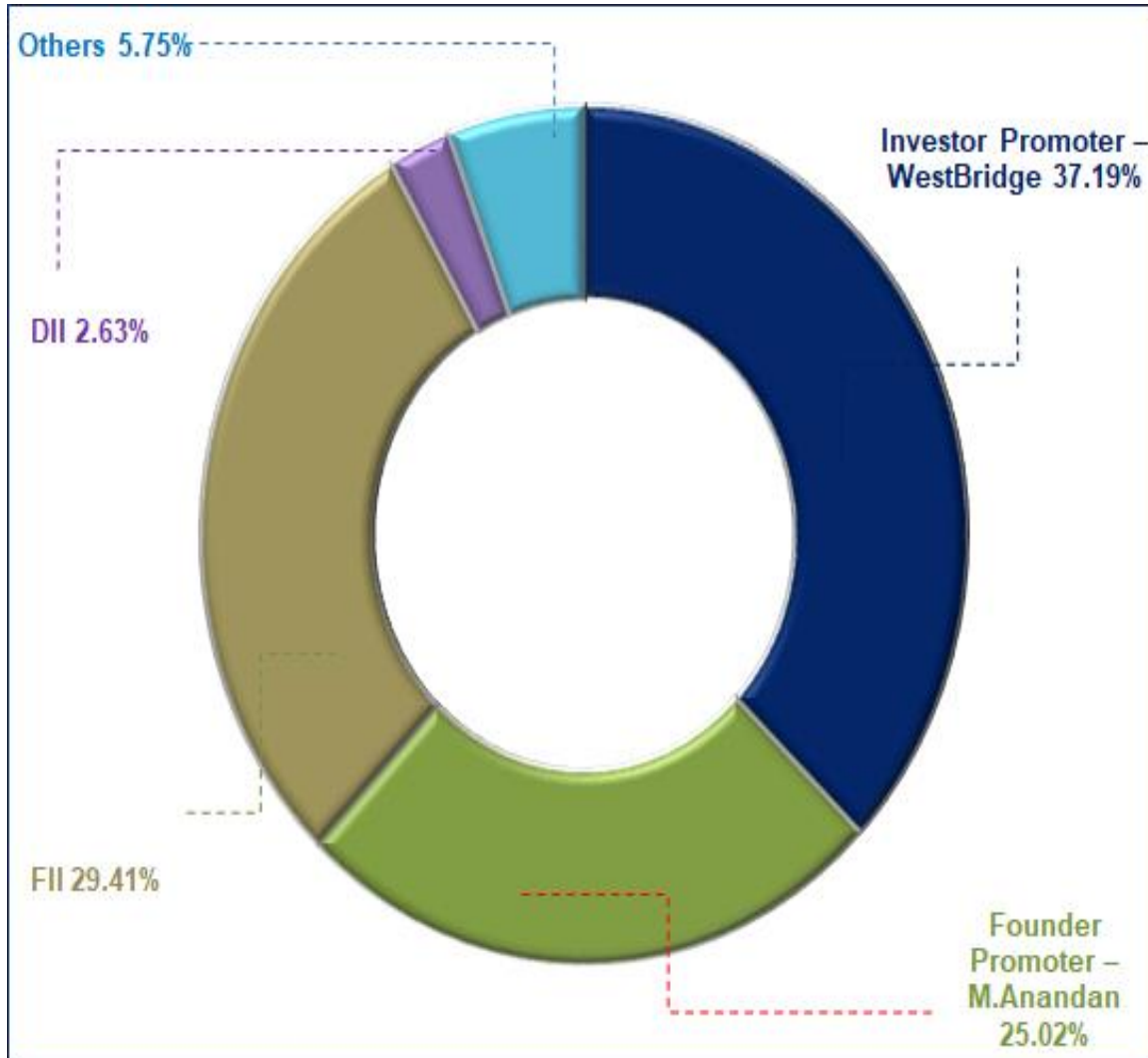
**John Vijayan**

**Chief Risk Officer**

Experience in Financial Services in the areas of Operations, Finance, Customer Servicing and Internal Audit.

# Diversified Shareholding

Shareholding Pattern as on 30 Sep 2022



Top Institutional Shareholders as on 30 Sep 2022

Investor Details	% of holding
<b>Key Investors</b>	
Malabar Group	8.41
Ward Ferry	3.50
Steadview Capital	3.24
Sequoia	3.23
Madison	2.77
Capital Research	2.23
Genesis	1.38
Aberdeen	1.35
Neuberger Berman	1.14
Vanguard	0.97

# Annexures



# Consolidated Statement of Profit and Loss(\*)

Rs. Crores

FY 22	Particulars	Q2 FY 23	Q1 FY 23	H1 FY 23	H1 FY 22	Growth
						H1 FY 23 over H1 FY 22
791.67	Interest income on loans	257.47	233.00	490.47	370.28	32%
48.55	Processing fees and other income	19.58	15.76	35.34	18.84	
208.59	Interest expense	66.83	54.26	121.09	110.75	
631.63	NIM	210.22	194.50	404.72	278.37	45%
117.14	Operating expenses	44.55	32.67	77.22	59.20	30%
34.47	Provisions - ECL/Write offs	9.07	9.52	18.59	14.63	
480.02	Profit before tax	156.60	152.31	308.91	204.54	51%
109.88	Provision for Taxation	33.28	33.46	66.75	45.74	
370.14	Profit After Tax	123.32	118.85	242.16	158.80	52%

(\*) – Based on Ind AS

# Consolidated Statement of Assets and Liabilities(\*)

Rs. Crores

Particulars	30-Sep-22	31-Mar-22
<b>Sources of Funds</b>		
Share capital	99.60	99.38
Reserves & Surplus	3075.21	2,816.78
<b>Total Networth</b>	<b>3,174.81</b>	<b>2,916.16</b>
<b>Borrowings</b>		
Other liabilities and provisions	49.39	47.25
<b>Total</b>	<b>6,957.01</b>	<b>5,684.04</b>
<b>Application of Funds</b>		
Loan Assets	5812.90	5,078.75
Fixed Assets	4.77	4.01
Liquid Assets - Bank FDs, MFs	1088.55	547.59
Other Assets	50.79	53.69
<b>Total</b>	<b>6,957.01</b>	<b>5,684.04</b>

(\*) – Based on Ind AS

# RoA Tree

<b>Particulars</b>	<b>H1 FY 23</b>	<b>FY 22</b>
<b>Revenue from operations/Avg Loan book</b>	<b>18.06%</b>	<b>17.51%</b>
<b>Other Income/Avg loan book</b>	<b>0.62%</b>	<b>0.67%</b>
<b>Total Revenue/Avg loan book</b>	<b>18.68%</b>	<b>18.17%</b>
<b>Finance cost/Avg loan book</b>	<b>4.36%</b>	<b>4.51%</b>
<b>NIM/Avg loan book</b>	<b>14.32%</b>	<b>13.66%</b>
<b>Operating expenses/Avg loan book</b>	<b>2.77%</b>	<b>2.53%</b>
<b>ECL Provision/Avg loan book</b>	<b>0.64%</b>	<b>0.75%</b>
<b>PBT/Avg loan book</b>	<b>10.91%</b>	<b>10.38%</b>
<b>PAT/Avg loan book</b>	<b>8.71%</b>	<b>8.00%</b>
<b>PAT/Networth</b>	<b>15.83%</b>	<b>14.45%</b>

# Thank You