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06 February 2021

Corporate Relationship Department  
**BSE Limited**  
25<sup>th</sup> Floor, P.J. Towers, Dalal Street, Fort,  
Mumbai – 400 001

**Company Code - 524000**

The Manager  
Listing Department,  
**National Stock Exchange of India Limited**  
“Exchange Plaza”  
Bandra-Kurla Complex, Bandra (E),  
Mumbai – 400 051

**Symbol - MAGMA**

**Sub: Investors/Analysts' Presentation**

**Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations)**

Dear Sir,

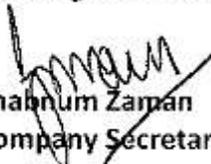
Pursuant to Regulation 30 of the Listing Regulations we are enclosing herewith the presentation to be made to the Investors/Analysts on the Unaudited Financial Results of the Company for the quarter ended 31 December 2020 .

The presentation is also being uploaded on the website of the Company at the URL <https://magma.co.in/about-us/investor-relations/financial-results/investor-presentation/> in accordance with Regulation 46 of the Listing Regulations.

Kindly take the same on record

Thanking you,

**Yours faithfully,  
For Magma Fincorp Limited**

  
Shabnum Zaman  
Company Secretary

**Encl:as above**

# TOWARDS A ROBUST, SUSTAINABLE AND PROFITABLE GROWTH

Magma Fincorp Limited

Investor Presentation – Q3 FY21



**MAGMA**

Investing in the smallest dream



- 1 Company Overview
- 2 Financial Performance – Q3 FY21
- 3 Business Strategy
- 4 Business enablers to drive sustainable growth
- 5 Leadership Team & Shareholding Structure
- 6 Annexures

Note: We have used various abbreviations, nomenclature, financial & non-financial ratios in this presentation. These may differ from the customary or industry practices and some of the products / geographical breakup are on best estimate basis. Please refer to the Glossary in this presentation for the definition or description of such abbreviations, nomenclature, financial & non-financial ratios.

# COMPANY OVERVIEW



# Quick Snapshot



Company into 33<sup>rd</sup> year of retail Financing business

Strong management team with extensive industry experience

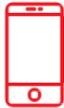


AUM<sup>1</sup> - ₹ 15,006 Crore  
Evenly spread across India

North 37%, East 19%  
West 18%, South 26%



**Diversified product portfolio**  
Asset-backed finance (Cars, CV, CE, Used Assets, Auto Lease, Agri Finance), SME Finance, Affordable Housing Finance and General Insurance



Strong technology platform systems & processes

Robust risk management framework



~ 5 million customers serviced since inception

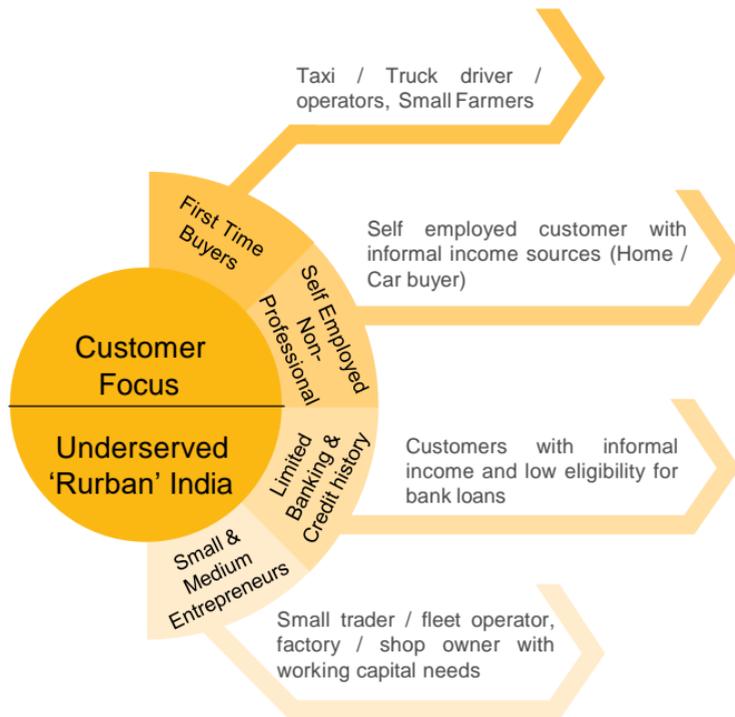
~ 2 million active customers



Pan India presence across 21 States

# Provide Financing Solutions to Underbanked Customers in 'Rurban' India

Recognised and  
Trusted Brand in  
'Rurban' India



Core strengths-  
Widespread  
presence, deep  
'Rurban' insight,  
robust technology for  
faster customer  
acquisition, loan  
servicing and  
effective cross-sell

Rurban includes Rural  
and Semi-Urban  
locations

# Focus on Higher Cross-Selling of Products for Deep Customer Engagement

	Customer Segments				Illustrative Asset Profile <sup>1</sup>		
	First Time Buyers	Self Employed Non Professionals	Small & Medium Entrepreneurs	Limited banking / credit history	Average Ticket Size (₹ lakh)	Average Loan to Value Ratio	Average Tenure (months)
<b>ABF: Commercial Finance<sup>2</sup></b>	●	●	●	●	3-6	75-80%	35-40
<b>ABF: Agri Finance<sup>3</sup></b>	●	●		●	3-4	65-80%	35-45
<b>SME Finance<sup>4</sup></b>		●	●	●	17-20	NA	30-35
<b>AHF: Affordable Housing Finance<sup>5</sup></b>	●	●	●	●	9-13	50-60%	150-180
<b>General Insurance</b>	●	●	●	●			

1. Numbers indicative of disbursements done in focus products during FY20

2. Commercial Finance includes Used Assets and Auto Lease

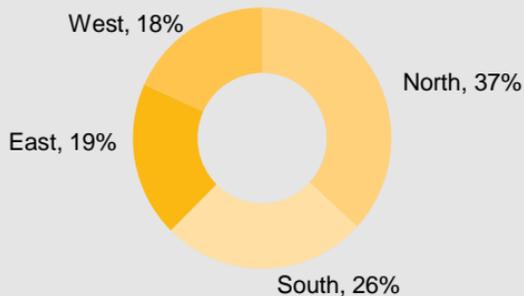
3. Agri Finance includes Tractors

4. SME Finance includes Unsecured Loans to Business Enterprises

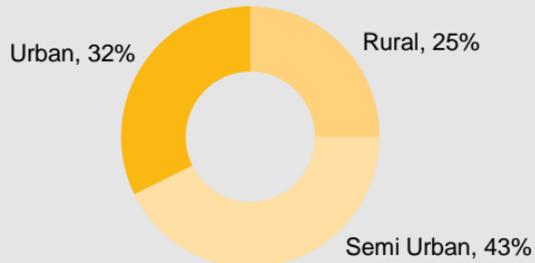
5. Affordable Housing Finance includes Home Loans and Loan against property

# Well diversified portfolio across segment & geography

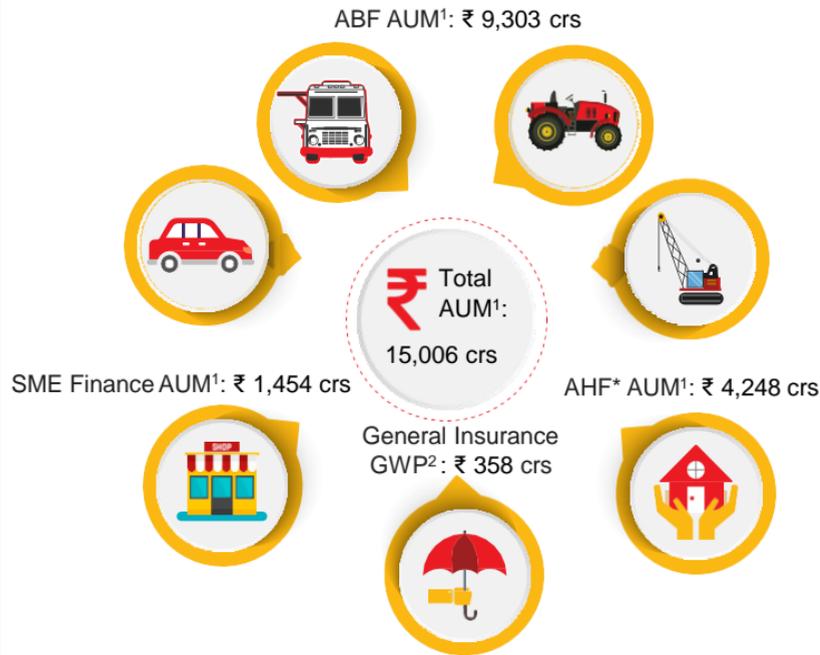
## Zone-wise Breakup



## Rural-Urban Breakup



## Diverse Product Offerings



1 - As of 31-Dec-20; 2- For Q3 FY21

\* Split between MFL (₹ 539 crs) and MHF (₹ 3,709 crs)

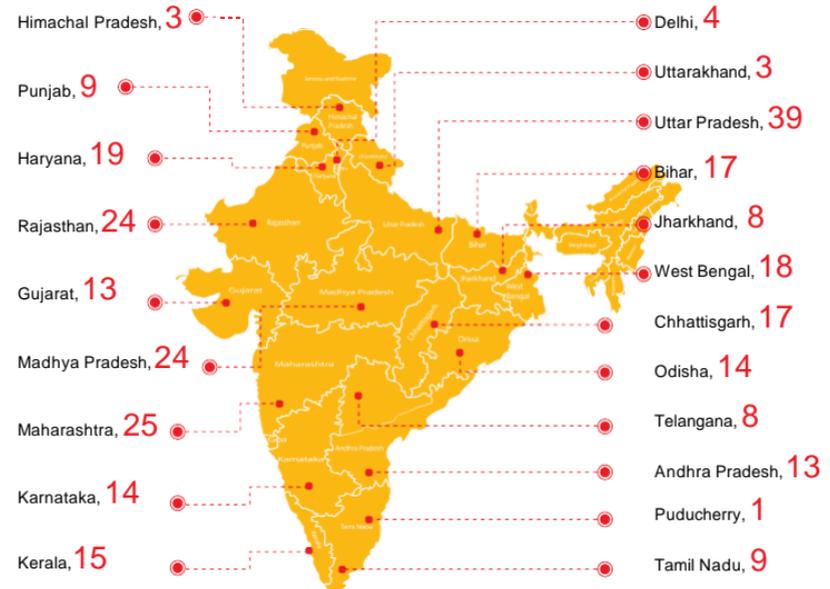
# Extensive Pan India Network

## Asset Light Branch Network

- ✓ Wide retail presence through hub and spoke model
- ✓ Digital footprint enables Field Executives to conduct business from channel/customer locations, leading to better sales productivity, deepens market coverage and improves channel and customer experience
- ✓ Strong customer engagement through large team of Field Executives
- ✓ Toll free Inbound/Outbound Customer Call Centre for servicing and cross sell

## 297 Branches as on 31-Dec-20

Wide retail presence through hub and spoke model



Rationalised number of branches by merging low volumes branches with nearby branches to achieve cost optimisation

# Magma Culture Code



## **INTEGRITY**

Do the right thing



## **COLLABORATION**

Invite ideas and inspiration  
from all



## **RESPECT**

Treat people  
equally

A close-up photograph of a person's hand placing a wooden block on top of a stack of four other blocks. To the right, there are three more stacks of blocks, each with a decreasing number of blocks (3, 2, and 1 respectively), creating a descending staircase effect. The background is a blurred indoor setting with a wooden table.

# Financial Performance - Q3 FY21

# Executive Summary – Progressing towards normalcy



## **Our Strategy**

- Continued focus on strengthening Balance Sheet through superior management of collections, control on operating expenses and maintaining strong provision buffers.
- Focus on high RoA products for fresh deployment of funds – Used Assets, Agri, Auto Lease, SME and Affordable Housing.
- 98% of receivables are either secured by collateral or have a sovereign guarantee cover.
- Leveraging FinTech solutions and relying on advanced data analytics to scale up sourcing and faster underwriting - leading to opex reduction and a differentiated experience to semi-urban/rural customer base.

## **Business**

- Gradual pick up in disbursements in Used Assets and Affordable Housing; Q3 FY21 disbursement grows 45% over Q2 FY21.
- 'Focus products' AUM has largely been retained at ₹ 11,124 crs (Dec-20) vs ₹ 11,285 crs (Mar-20). Release of capital from non focus products and redeployment in higher RoA Focus products to improve capital efficiency.

## **Liquidity Management**

- Q3 FY21 Cost of Funds declined by 56 bps over H2 FY20.
- Comfortable liquidity of ₹ 2,110 crs (comfortable till Jun-21) as on 31-Dec-20, receiving continued support from Banks by way of new facilities.

# Executive Summary – Progressing towards normalcy



## Portfolio behaviour

- Stage 1 and 2 coverage ratio at 3.0% in Q3 FY21 (3.0% in Q2 FY21)
- Collection efficiency, post moratorium at 84.5% in Sep-20, 90.0% in Oct-20, 90.3% in Nov-20, 94.0% in Dec-20 and 97.2% in Jan-21.
- COVID provision at ₹ 149 crs (1.0% on AUM) as at Dec-20 adequately covers residual risk.

## Opex Management

- Opex lower by ₹ 38 crore (23%) in Q3 FY21 YoY and 116 crs (23%) in YTD 9M FY21; Opex to AUM at 3.3% in Q3 FY21.
- YTD 9M FY21 Opex ratio reduced by ~70 bps YoY. Some increase from current levels expected post business normalcy.

## Profitability and Balance Sheet strength

- Consolidated PBT for YTD 9M FY21 increased YoY by 34% to ₹ 115 crore.
- Gross Stage 3 and Net Stage 3 at 6.9% and 4.5% in Q3 FY21 vs 6.7% and 4.5% in Q3 FY20 respectively.
- Strong Capital adequacy at 28.0% with Tier-1 capital at 25.2%.

# Strategic Initiative - Update

## Sharpen focus in MFL

*High RoE products (like Used assets, Agri, Auto Lease, SME)*

- Increase in ABF AUM share of focus products from 53% (Mar-20) to 58% (Dec-20)
- Surplus liquidity plus capital release from non-focus products to drive growth of focus products
- Change in mix to provide kicker to NIM, RoA and RoE

## Value unlocking in MHFL

*Reorganization & Capital raise*

- Continues to carve out a niche for itself in the specialized affordable housing finance space
- Capital raise process underway and has so far received healthy preliminary interest from potential investors. MHFL hopes to receive firm investor interest over next 2-3 months

## Value unlocking in Magma HDI

*Capital raise and/or partial stake sale*

- MHDI well poised for growth and tap strong market opportunity in general insurance
- Firm interest received from few investors in the capital raise process; hope to reach definitive alignment in the foreseeable future

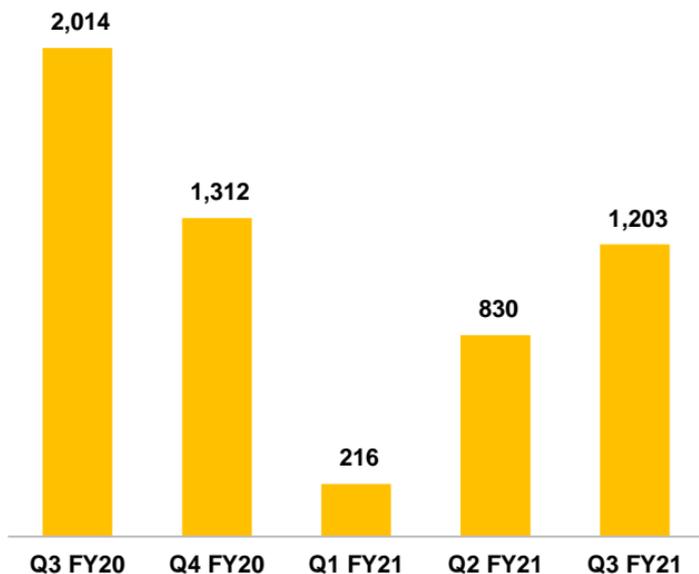
# Key Financial Metrics

Parameter	Q3 FY21	Q2 FY21	Q3 FY20	YTD 9M FY21	YTD 9M FY20
AUM	₹ 15,006 crs	₹ 15,571 crs	₹ 16,574 crs	₹ 15,006 crs	₹ 16,574 crs
NIM	8.5%	8.0%	7.7%	7.8%	7.6%
Opex Ratio <sup>#</sup>	3.3%	3.4%	4.0%	3.4%	4.1%
NCL <sup>#</sup>	4.8%	3.4%	3.1%	3.5%	2.9%
Profit Before Tax	₹ 17 crs	₹ 50 crs	₹ 30 crs	₹ 115 crs	₹ 86 crs
RoA	0.3%	1.0%	0.5%	0.8%	0.5%
Net Stage 3 %	4.5%	3.2%	4.5%	4.5%	4.5%
CRAR	28.0%	27.0%	26.9%	28.0%	26.9%

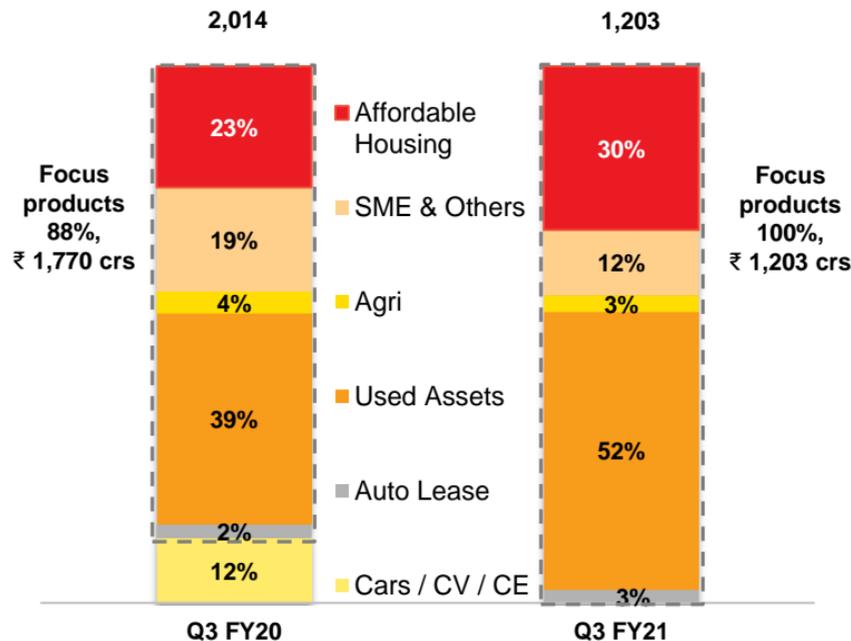
<sup>#</sup> Premium paid under Credit Guarantee scheme clubbed with NCL.

# Disbursals – Gradual uptick in demand

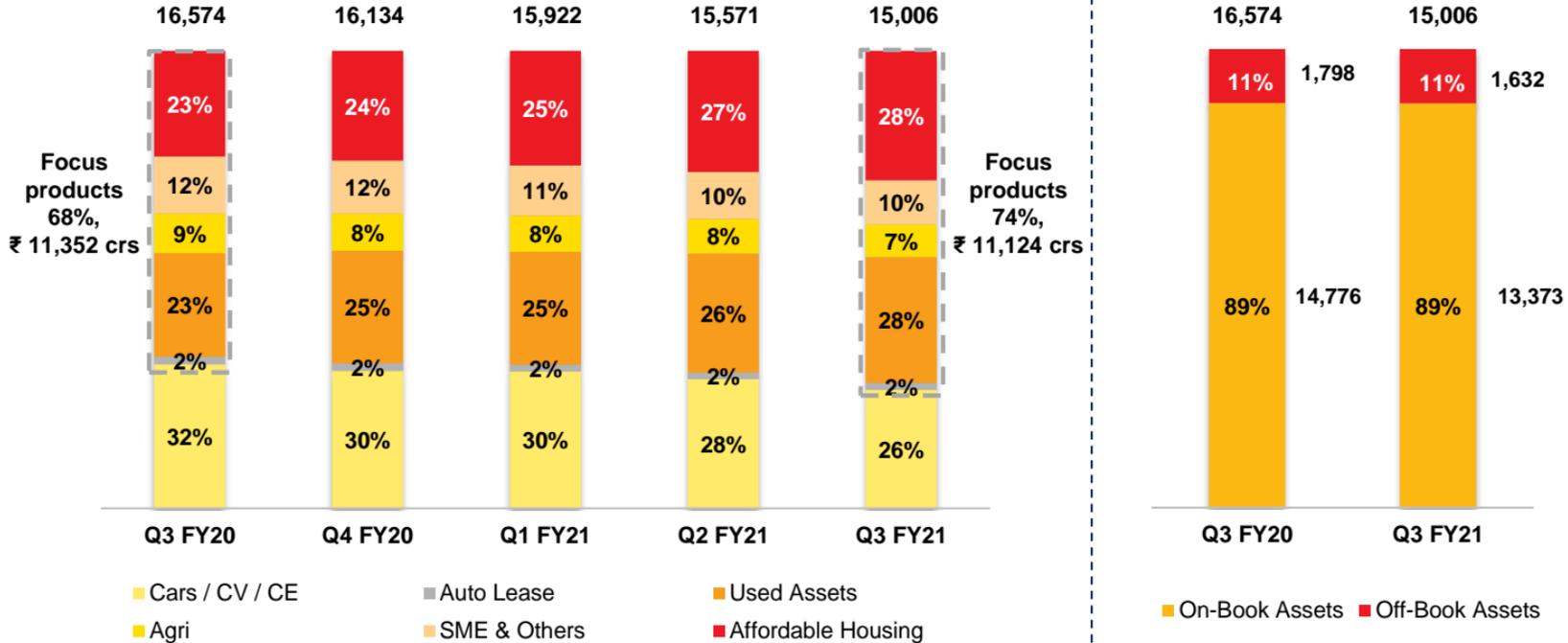
## QoQ Disbursement



## YoY Change in Disbursement Mix



# AUM - Product mix moving towards focus products



# Stage wise provision

Stage wise	31-Mar-20			30-Sep-20			31-Dec-20		
	On Book Assets	Provision	Provision as % of On Book Assets	On Book Assets	Provision	Provision as % of On Book Assets	On Book Assets	Provision	Provision as % of On Book Assets
Stage 1	11,968	132	1.1%	12,437	292	2.3%	10,864	146	1.3%
Stage 2	1,366	159	11.6%	756	110	14.5%	1,582	224	14.1%
<b>Stage 1 &amp; 2</b>	<b>13,333</b>	<b>291</b>	<b>2.2%</b>	<b>13,193</b>	<b>401</b>	<b>3.0%</b>	<b>12,446</b>	<b>370</b>	<b>3.0%</b>
Stage 3	914	334	36.5%	710	270	38.0%	927	341	36.8%
<b>Total</b>	<b>14,247</b>	<b>624</b>	<b>4.4%</b>	<b>13,903</b>	<b>671</b>	<b>4.8%</b>	<b>13,373</b>	<b>711</b>	<b>5.3%</b>

**Note:**

1. Collection efficiency, post moratorium at 84.5% in Sep-20, 90.0% in Oct-20, 90.3% in Nov-20, 94.0% in Dec-20 and 97.2% in Jan-21.
2. Additional COVID provision stands at ₹ 149 crs as on 31-Dec-20 (1.0% of AUM); (ABF: 1.3%, AHF: 0.4% and SME: 0.6%).
3. Moratorium portfolio where customers have not paid even 1 EMI till Dec-20 stands at ₹ 280 crs (1.9% of AUM).

# Restructured portfolio

Restructuring	Pre-restructuring (current outstanding considered for comparison)				Post-restructuring (as on 31-Dec-20)							
					Bucket status by DPD				Reported / ECL bucket			
	ABF	AHF	SME	Total	ABF	AHF	SME	Total	ABF	AHF	SME	Total
Stage 1	4	17	13	34	139	75	42	256	2	0	0	2
Stage 2	151	54	30	235	19	0	2	22	148	71	42	262
Stage 3	7	4	1	12	3	0	0	3	12	4	1	17
<b>Total</b>	<b>162</b>	<b>75</b>	<b>44</b>	<b>281</b>	<b>162</b>	<b>75</b>	<b>44</b>	<b>281</b>	<b>162</b>	<b>75</b>	<b>44</b>	<b>281</b>
<b>% of AUM</b>									<b>1.7%</b>	<b>1.8%</b>	<b>3.0%</b>	<b>1.9%</b>

## Note:

1. Total Restructured portfolio as on 31-Mar-21 estimated to be 4.5 to 5%.
2. Company classifies all restructured contracts as stage 2 (or in some cases as stage 3, if bucket at the time of restructuring is stage 3) for a period of 1 year from the date of restructuring.
3. The minimum provision rate for restructured portfolio is the rate applicable at pre-restructuring level. If any restructured contract moves to 0+ collection status bucket, Company makes bucket provision plus an additional provision of 10%. Provision on restructured portfolio stands at ₹ 43 crs (15%) as on 31-Dec-20.

# Credit Loss (NCL) Analysis

## Q3 FY21 NCL and Stage 3 Assets

- Repo, Release, Resolution and Settlement cases return to pre-COVID level, also reflected in loss on settlement/Repo.
- Stressed portfolio artificially retained in lower buckets until 2<sup>nd</sup> quarter due to Moratorium, moves back to pre COVID level.
- Movement of COVID stressed portfolio to higher buckets, including transition to Stage 3 results in higher credit loss for the quarter, expected to normalise from Q4 FY21.
- Case specific increase in provision to 100% in Stage 3 assets and technical write off results in higher loss in 100% provisioning bucket for the quarter.

Particulars	Q3 FY20	Q2 FY21	Q3 FY21
Net ECL Provision*	58	101	128
Credit Guarantee Cost	10	4	5
Loss on Settlement/ Repo	58	30	50
<b>NCL</b>	<b>126</b>	<b>134</b>	<b>182</b>
<i>*100% Provision Bucket (PL Impact)</i>	33	35	50

Particulars	Q3 FY20	Q2 FY21	Q3 FY21
Gross Stage 3 Assets	987	710	927
Provisions held	340	270	341
Net Stage 3 Assets	647	440	586
<b>Gross Stage 3 (%)</b>	<b>6.7%</b>	<b>5.1%</b>	<b>6.9%</b>
<b>Net Stage 3 (%)</b>	<b>4.5%</b>	<b>3.2%</b>	<b>4.5%</b>
Provision Coverage Ratio	34.4%	38.0%	36.8%
Stage 1 & 2 provision	277	401	370
Stage 1 & 2 Coverage Ratio	2.0%	3.0%	3.0%

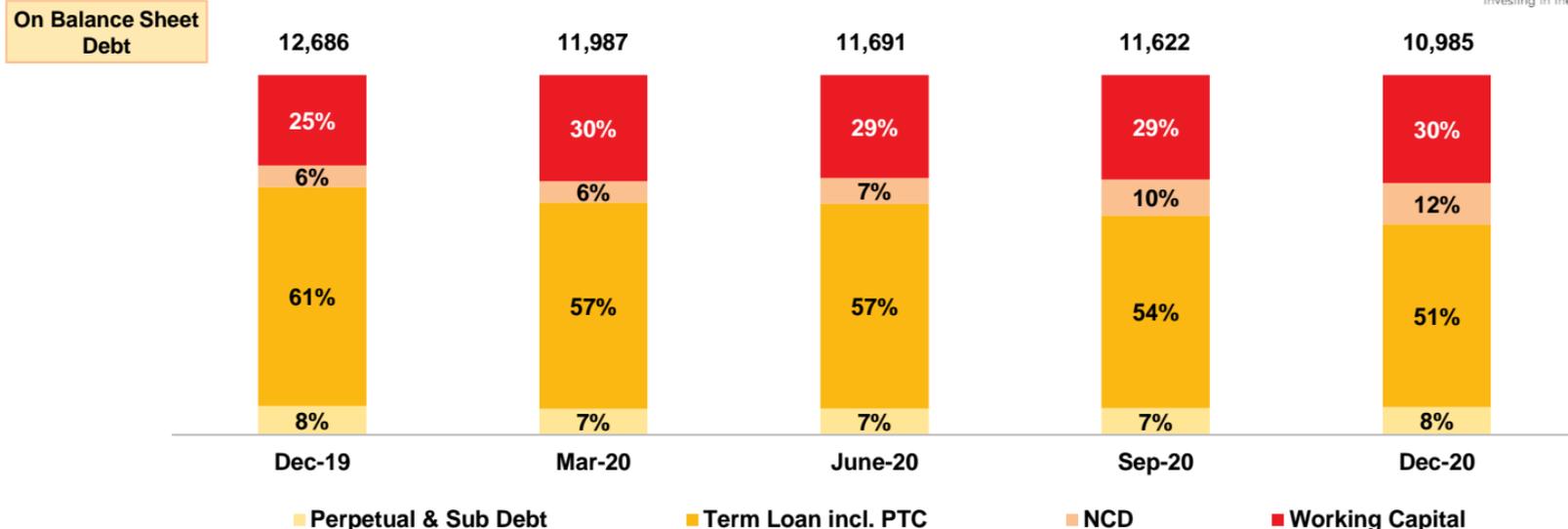
GNPA/NNPA numbers are lower than Stage 3 assets, at 3.7% & 2.4% respectively, following Hon'ble Supreme Court dispensation

# Asset Quality

Particulars	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21
Gross Stage 1 and Stage 2 Assets	13,790	13,333	13,284	13,193	12,446
<b>Stage 1 and Stage 2 Coverage Ratio (%)</b>	<b>2.0%</b>	<b>2.2%</b>	<b>2.5%</b>	<b>3.0%</b>	<b>3.0%</b>
<hr/>					
Gross Stage 3 Assets	987	914	811	710	927
Net Stage 3 Assets	647	580	517	440	586
<b>Gross Stage 3 Assets (%)</b>	<b>6.7%</b>	<b>6.4%</b>	<b>5.8%</b>	<b>5.1%</b>	<b>6.9%</b>
<b>Net Stage 3 Assets (%)</b>	<b>4.5%</b>	<b>4.2%</b>	<b>3.7%</b>	<b>3.2%</b>	<b>4.5%</b>
<b>Stage 3 Coverage Ratio (%)</b>	<b>34.4%</b>	<b>36.5%</b>	<b>36.3%</b>	<b>38.0%</b>	<b>36.8%</b>
<b>ECL Provision - Total Assets</b>	<b>4.2%</b>	<b>4.4%</b>	<b>4.5%</b>	<b>4.8%</b>	<b>5.3%</b>

- Assets quality ratios are calculated basis On Book AUM (i.e. Direct Assignment book is excluded)
- Figures for the previous periods have been restated/ regrouped to align with current quarter's presentation.
- GNPA/NNPA numbers are lower than Stage 3 assets, at 3.7% & 2.4% respectively, following Hon'ble Supreme Court dispensation

# Liability Profile - Structural Shift to Long Term Liquidity



Instrument	Rating
Short term Debt	A1+ (CARE & CRISIL)
Long term Debt	AA- (CARE, ICRA & India Ratings)

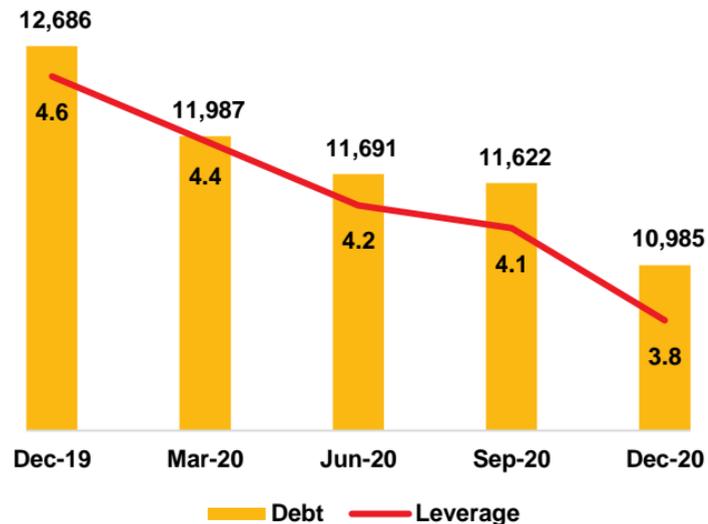
- Entire borrowings from Long Term Source of funds (Working Capital facilities are long term in nature, though shown as repayable in 6m-12m bucket for purpose of ALM).
- Source of liabilities as on 31-Dec-20 - Banks: 78%, Debt capital market: 22%.

# Liquidity and Leverage

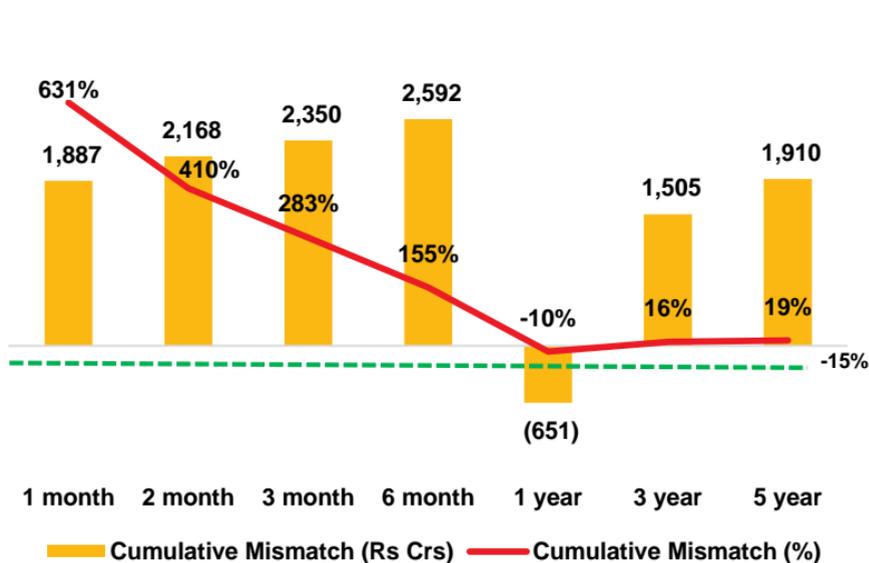
## Robust Liquidity

- ₹ 1,909 crs new drawdowns in YTD 9M FY21 (₹ 642 crs in Q3 FY21)
- Overall available liquidity of ₹ 2,110 crs (₹ 536 crs by way of Cash / Bank Balance & Fixed Deposits and ₹ 1,574 crs by way of undrawn Working Capital lines);
- ₹ 573 crs undrawn sanctions as on 31-Dec-20
- ₹ 550 crs sanctions in pipeline as on 31-Dec-20

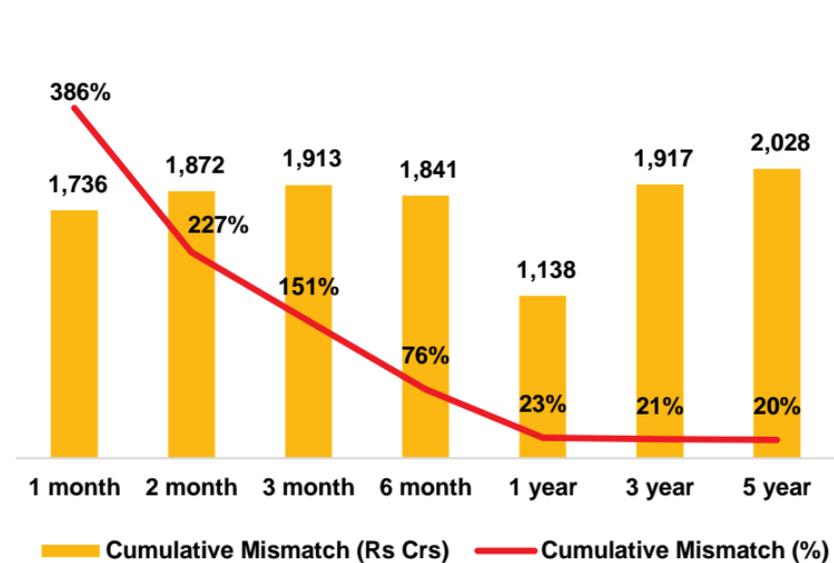
## Leverage Ratio



# Structural Liquidity for MFL as at Dec-20

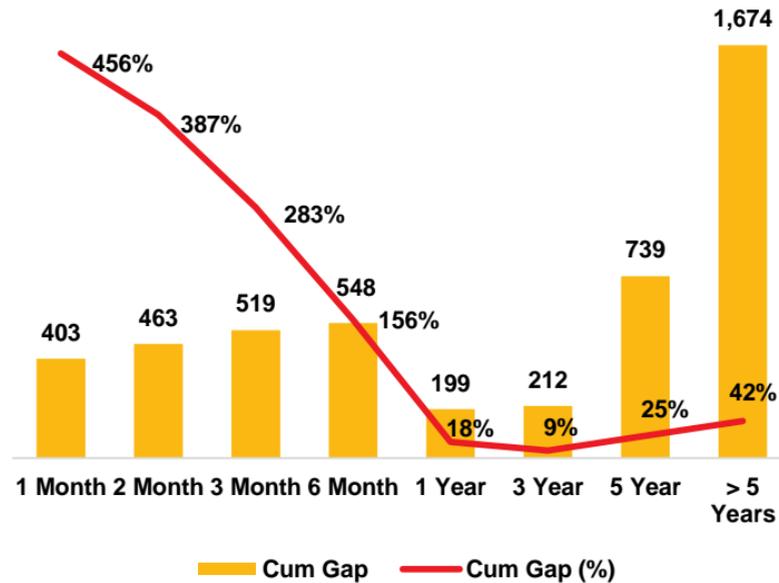
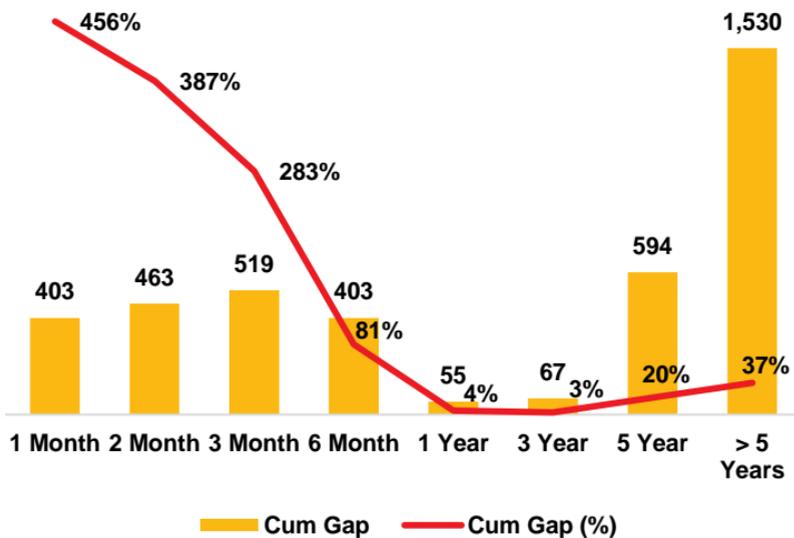


Working capital limits are considered as repayable in 6 - 12 months time bucket



In the scenario working capital limits are considered as matched to maturity, the mismatch turns to surplus of 23%

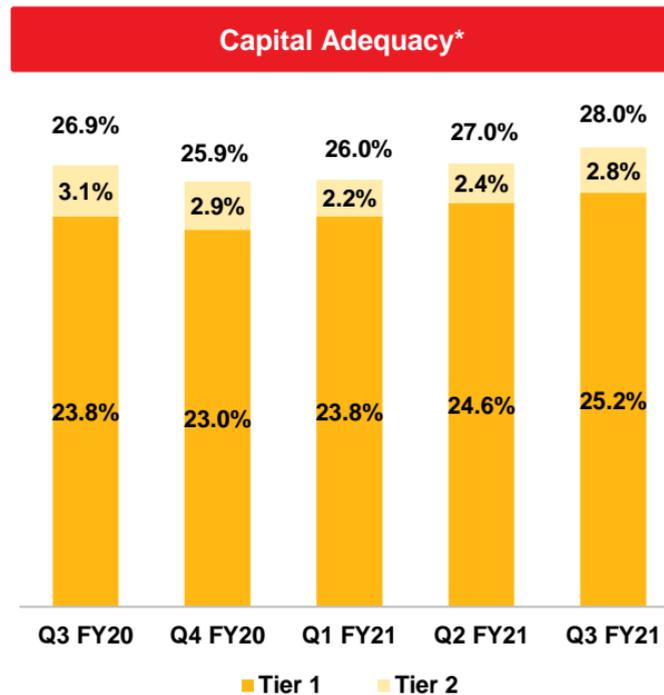
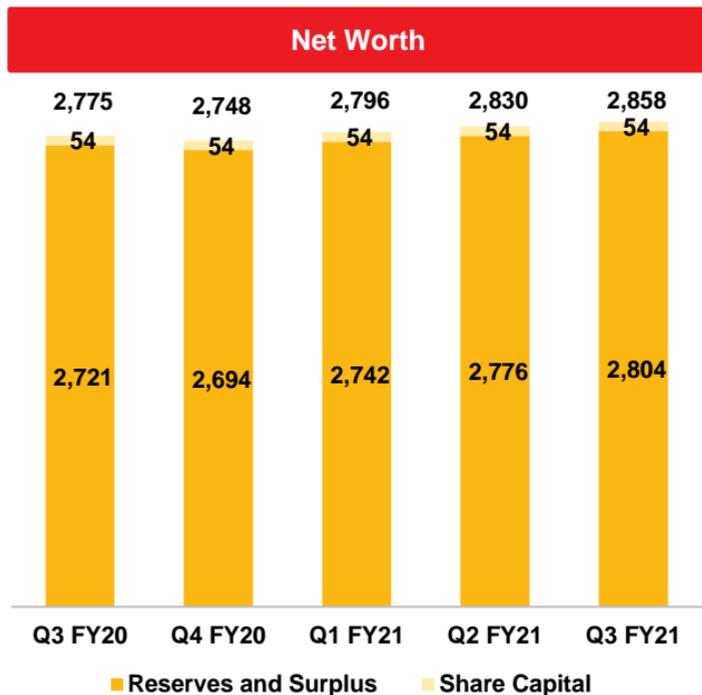
# Structural Liquidity for MHFL as at Dec-20



Working capital limits are considered as repayable in 6 - 12 months time bucket. All buckets **in surplus**

In the scenario working capital limits are considered as matched to maturity, the mismatch turns to **surplus of 18%**

# Adequately capitalized for growth



# Consolidated Profit & Loss Statement\*

Particulars	Q3 FY21	Q2 FY21	Q3 FY20	YTD FY21	YTD FY20	FY20
Net Revenue	326	315	318	915	964	1,264
Expenses <sup>#</sup>	126	134	164	397	513	676
<b>Operating Profit</b>	<b>199</b>	<b>181</b>	<b>154</b>	<b>519</b>	<b>451</b>	<b>588</b>
Net Credit Loss <sup>#</sup>	182	134	126	411	368	506
<b>Profit Before Tax (before profit from JV/Associate)</b>	<b>17</b>	<b>47</b>	<b>28</b>	<b>108</b>	<b>83</b>	<b>83</b>
Share of profit in Joint Ventures / Associates	0	4	2	7	3	(1)
<b>Profit Before Tax</b>	<b>17</b>	<b>50</b>	<b>30</b>	<b>115</b>	<b>86</b>	<b>82</b>
Tax (Normal)	4	12	7	26	23	19
Opening DTA impact due to change in tax rates	-	-	-	-	-	36
<b>Consolidated Profit After Tax</b>	<b>13</b>	<b>38</b>	<b>22</b>	<b>89</b>	<b>63</b>	<b>27</b>
RoA	0.3%	1.0%	0.5%	0.8%	0.5%	0.2%
RoE	1.8%	5.4%	3.3%	4.2%	3.0%	1.0%

\* Re-formatted for better analysis

# Premium paid under Credit Guarantee scheme clubbed with NCL

Values in Rs. crore

# Consolidated Balance Sheet

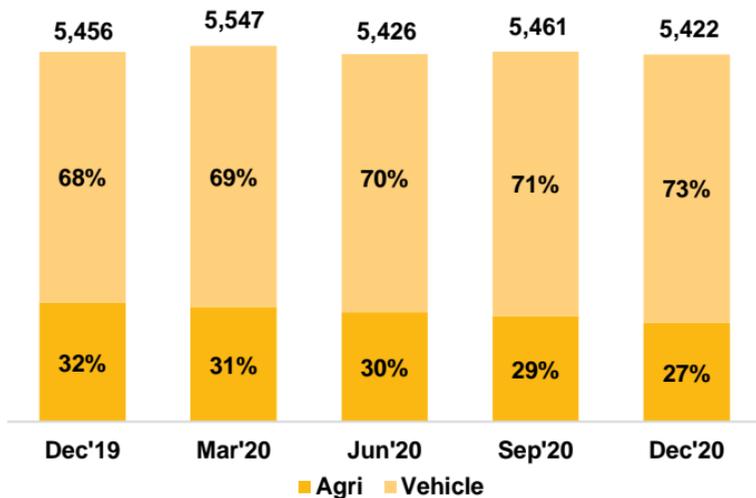
Particulars	31-Dec-20	31-Dec-19	31-Mar-20
Cash and Cash Equivalents	902	1,384	708
Loans and Advances	12,605	14,082	13,555
Other Assets	747	765	784
Fixed Assets	169	201	193
<b>Total Assets</b>	<b>14,423</b>	<b>16,432</b>	<b>15,240</b>
Borrowings	10,985	12,686	11,987
Other Liabilities	580	971	504
Share Capital	54	54	54
Reserves & Surplus	2,804	2,721	2,694
<b>Total Liabilities</b>	<b>14,423</b>	<b>16,432</b>	<b>15,240</b>

A close-up photograph of a person's hand holding a red dart with a silver tip, poised to throw it at a target. The target is a circular board with concentric yellow and black rings, resting on a desk. In the background, a laptop keyboard is visible, and the overall scene is dimly lit, focusing attention on the hand and the target. The text 'Business Strategy - Asset Backed Finance (ABF)' is overlaid on the right side of the image in a white, sans-serif font.

# Business Strategy - Asset Backed Finance (ABF)

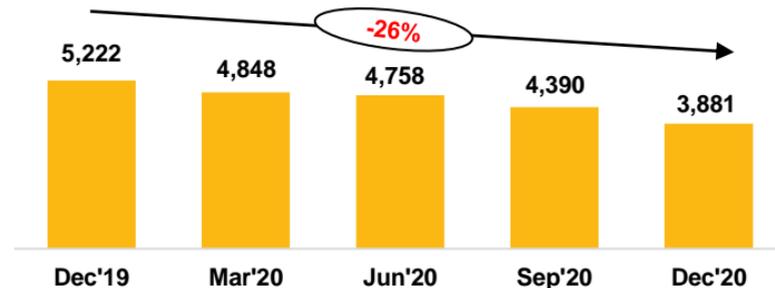
# ABF AUM

## Focus Products\* - AUM Mix

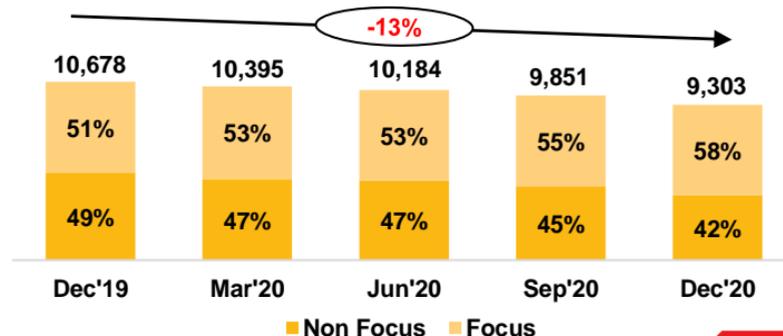


- **Focus products share** of AUM expected to cross 60% by Mar-21
- ~ ₹ 210 Cr of capital to be released in FY21 for deployment in growth products as a result of Non-focus book run-offs

## Non Focus Products\* - AUM



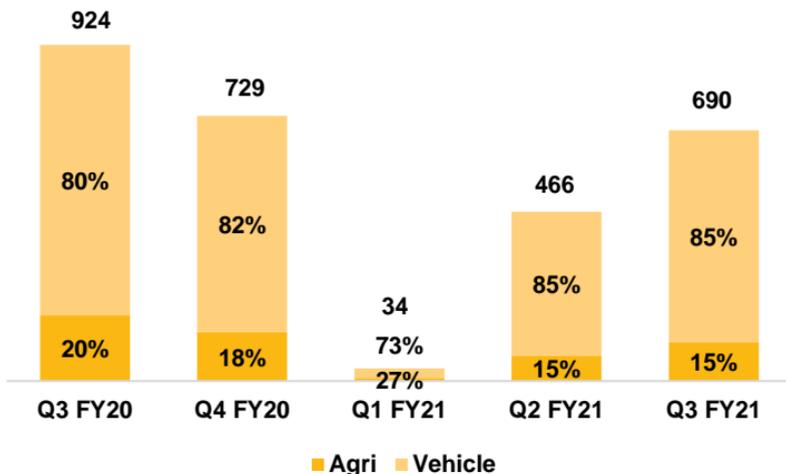
## All Products - AUM Mix



\* Focus products : Used Vehicles, Agri and Auto Lease, Non Focus products : New Cars / CV / CE  
Values in Rs. crore

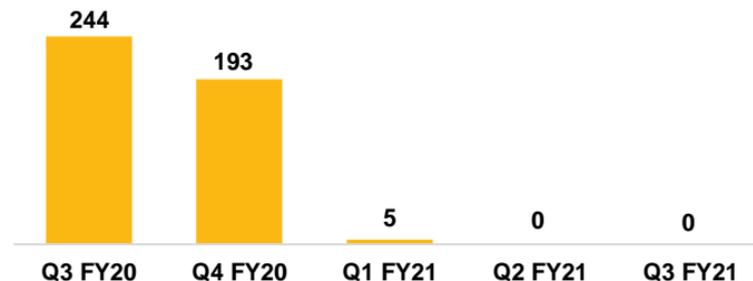
# ABF Business

## Focus Products\* - Disbursal Mix

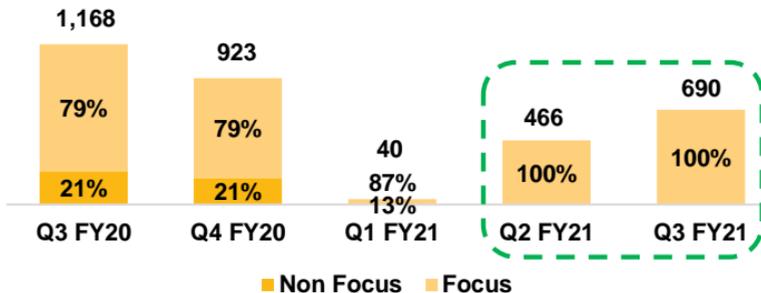


- 100% disbursal from focus products
- Q3 FY21 disbursals at 75-80% of pre-COVID levels for focus products

## Non Focus Products\* - Disbursal



## All Products - Disbursal Mix



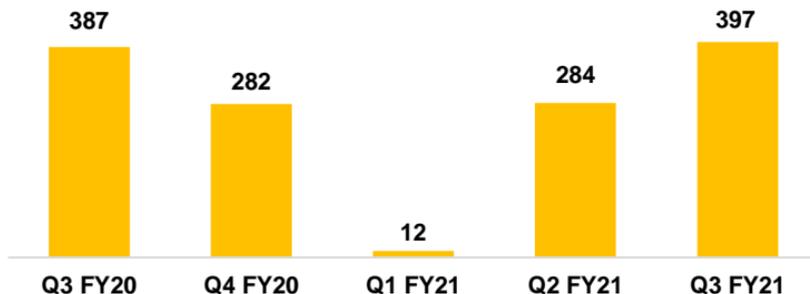
Q4 FY20, Q1 FY21 and Q2 FY21 disbursals impacted by lockdown since Mar-20 on account of COVID-19

\* Focus products : Used Vehicles, Agri and Auto Lease, Non Focus products : New Cars / CV / CE

Values in Rs. crore

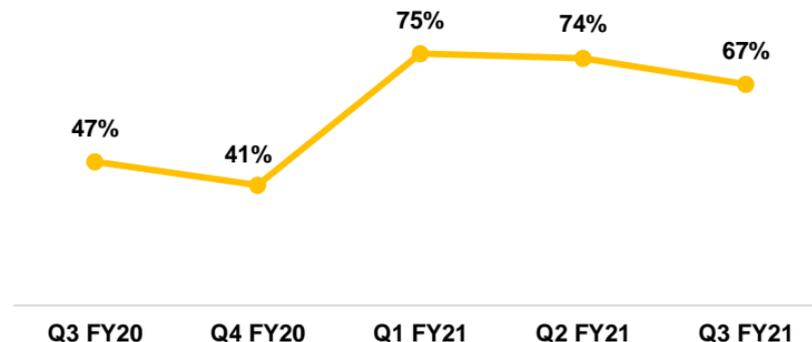
# Focus on Existing Customers and Direct Business

## Disbursal to Existing Customers<sup>^</sup> (₹ Crs)



FY	Volume (in cr)	% Increase
FY18	536	↑ 47%
FY19	704	↑ 31%
FY20	1,055	↑ 50%
9M FY21*	693	

## Direct Business % of total ABF Disbursal (Units)



- Q1 & Q2 FY21 direct% skewed on account of low volumes & disbursals under ECLGS scheme respectively.
- Direct% tapering off from Q3 FY21 with increased contribution from channel partners and expected to stabilise at 40% levels.

<sup>^</sup> Q4 FY20, Q1 FY21 and Q2 FY21 disbursals impacted by lockdown since Mar-20 on account of COVID-19

\* Disbursal to existing customers kick started only in mid Jun-20



# Business Strategy - SME and Others

# SME Business under transformation

## **Go-Direct**

3,200 MSMEs benefitted with over ₹ 110 Cr disbursement under Emergency Credit Line Guarantee Scheme (ECLGS)

## **Go-Secured**

MSME Secured Business Loan Phase 1 successfully launched in 3 regions  
Go-Secured to be the key driver for the franchise

## **Customer Connect**

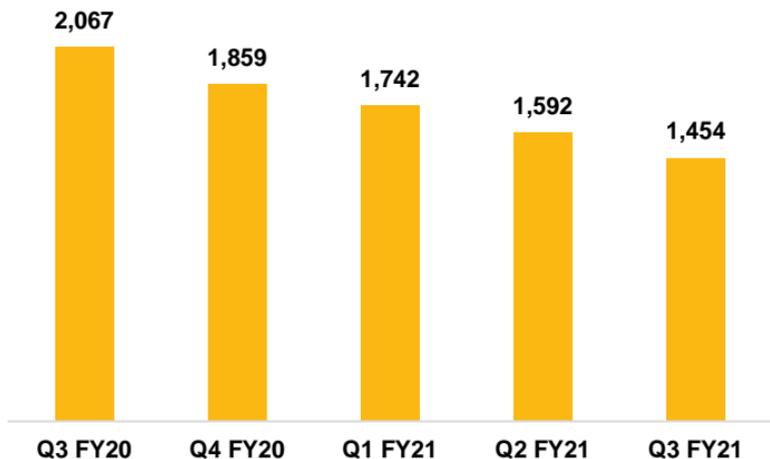
Magma & Wadhvani Sahayata Program – 32 MSME customers availed over 130 hours of pro-bono transformation engagement from 8 areas of development

## **Business Volumes & Channel Activation**

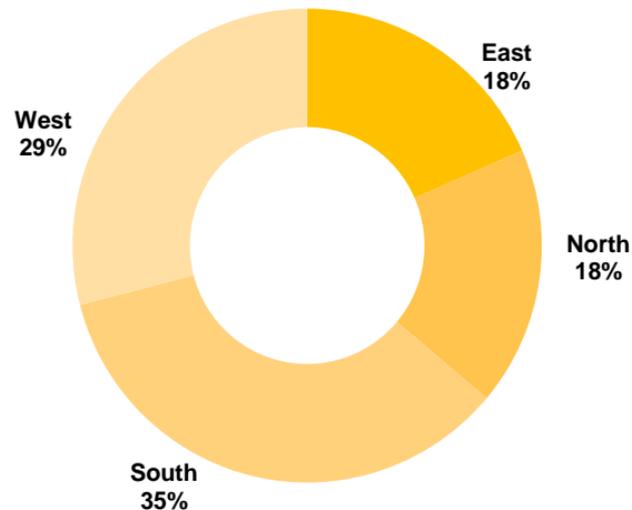
Disbursements @ 76% of pre-COVID level;  
Channel Activation @ 73% of pre-COVID level

# SME and Others

## AUM



## Geographical Diversification

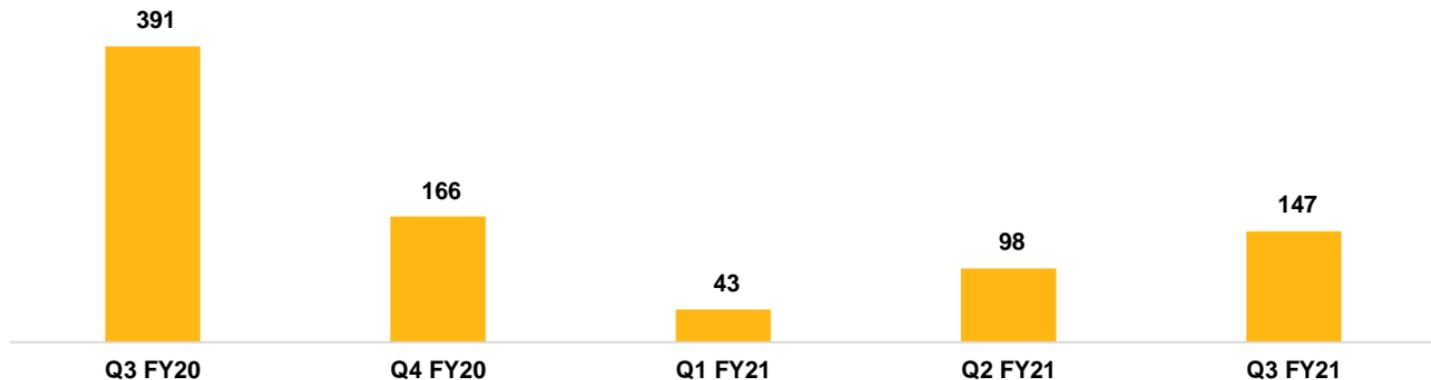


84% of Portfolio covered under CGTMSE / NCGTC

Geographically well diversified portfolio

# Disbursement with Caution

## Disbursement



SME unsecured lending in cautious gear till Q3 FY21, given economic stress. Outlook for Q4 FY21 will be cautiously optimistic.

# Business Strategy - Affordable Housing Finance



# Disbursal Momentum – AHF

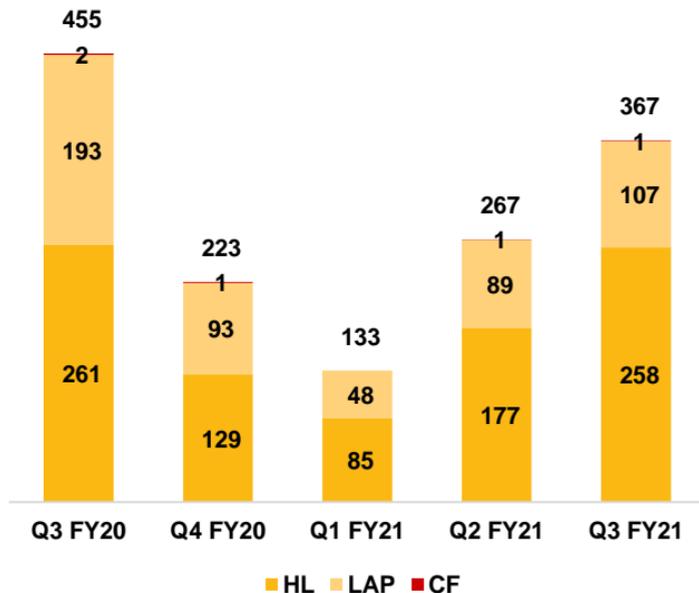
National Presence  
19 States and 103  
Branches

API enabled  
digital workflow;  
integrated rule  
engine

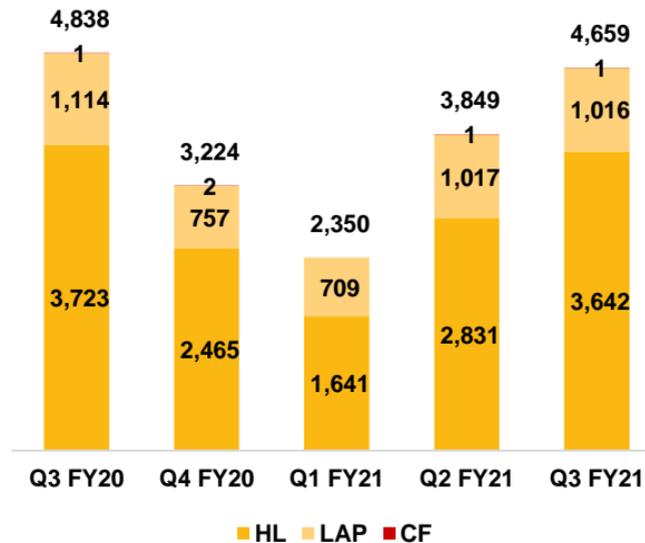
66% PMAY  
penetration in  
fresh Home Loan  
on-boarding

Disbursals  
towards normalcy  
~80% of Pre-  
COVID levels

## Disbursement

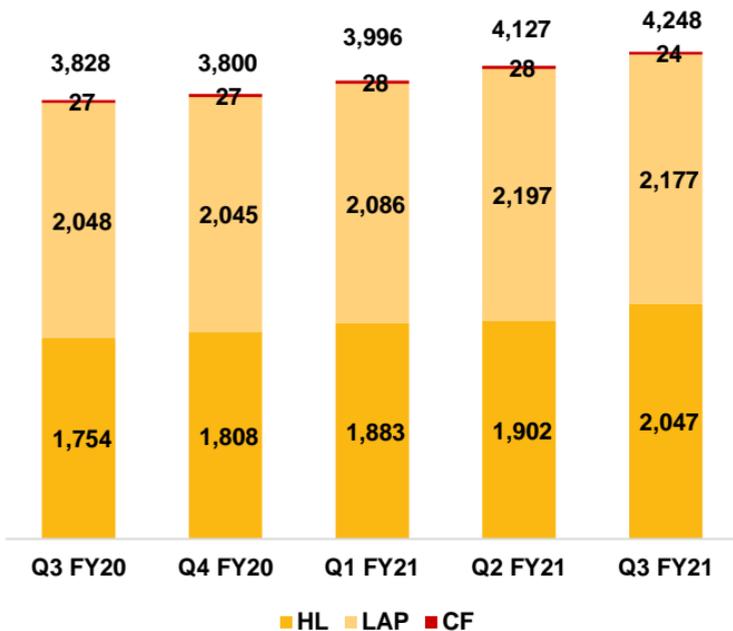


## Disbursement (# Nos. Accts)

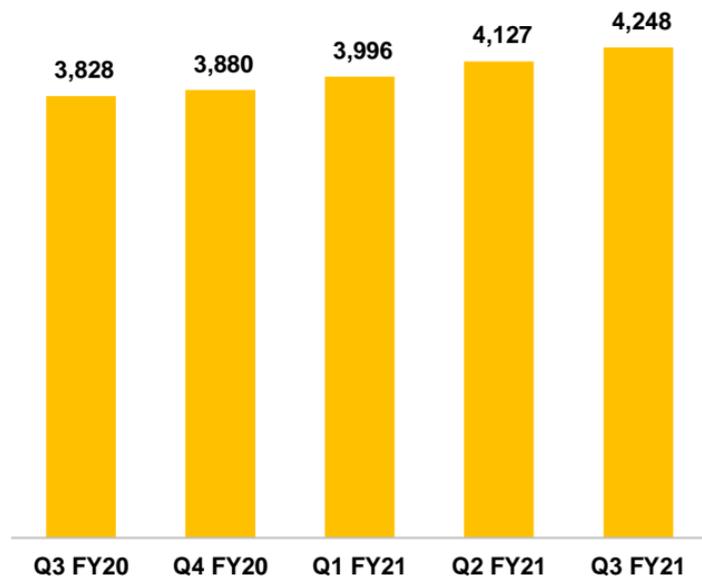


# AUM Momentum – AHF

**Product Mix**



**AUM**



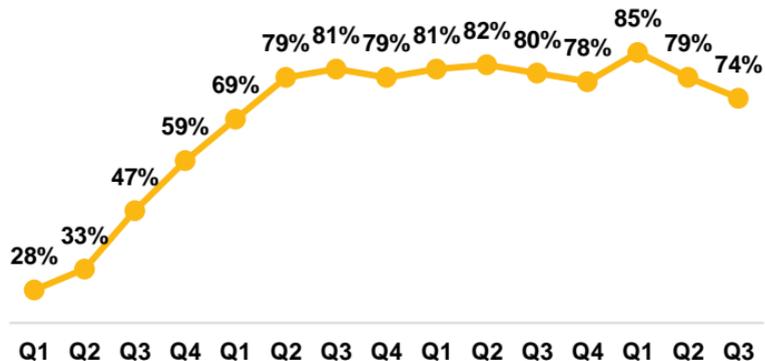
AHF includes HL, LAP and CF  
Values in Rs. crore

# Core Business Values Intact



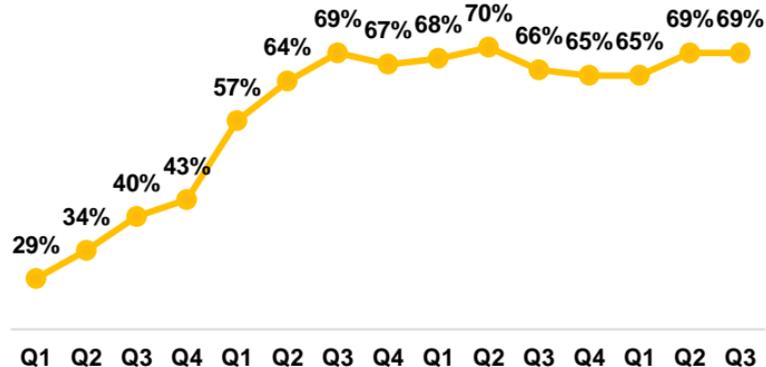
## Go Home Loan

Direct Ratio (Units)



## Go Direct

Home Loan Ratio (Units)



Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY18				FY19				FY20				FY21		

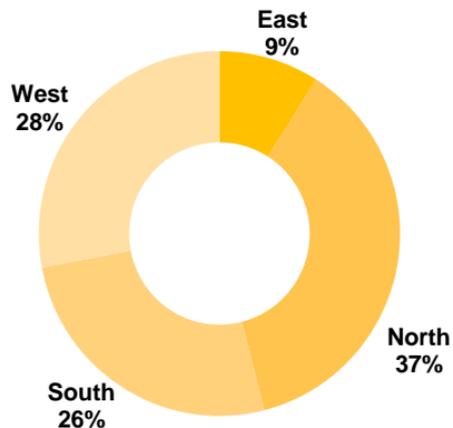
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
FY18				FY19				FY20				FY21		

## Key Takeaways

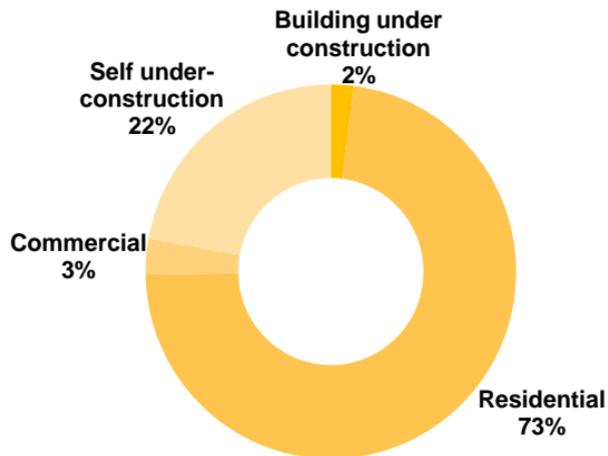
- Home Loan share is consistently around 65%
- Direct distribution capabilities set up in last 2 years
- 70%+ of sourcing is relationship based direct sourcing

# Q3 FY21 Business Origination

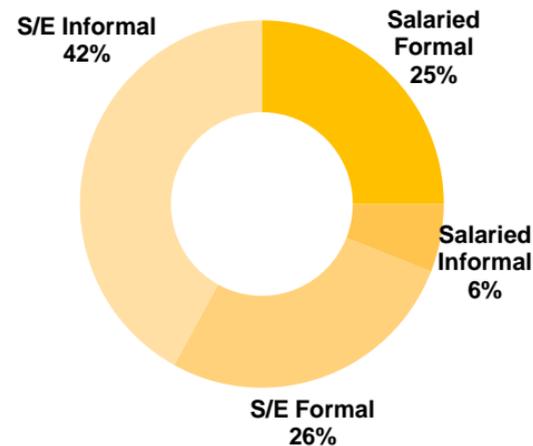
## Geographical Distribution



## Collateral Mix



## Customer Mix

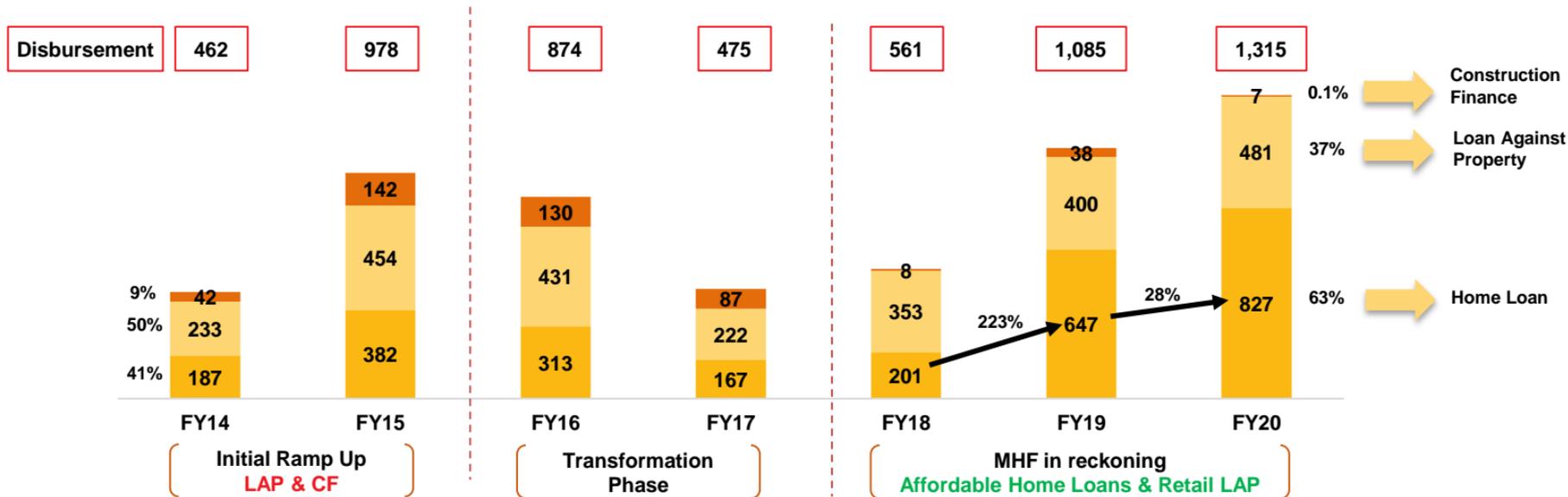


- Geo-risk optimized; diversified National presence
- Minimal construction risk, under-construction builder property only 2% of disbursement
- Balanced Mix of Salaried / Self employed and Formal Informal customers

# Magma Housing Finance (Subsidiary)

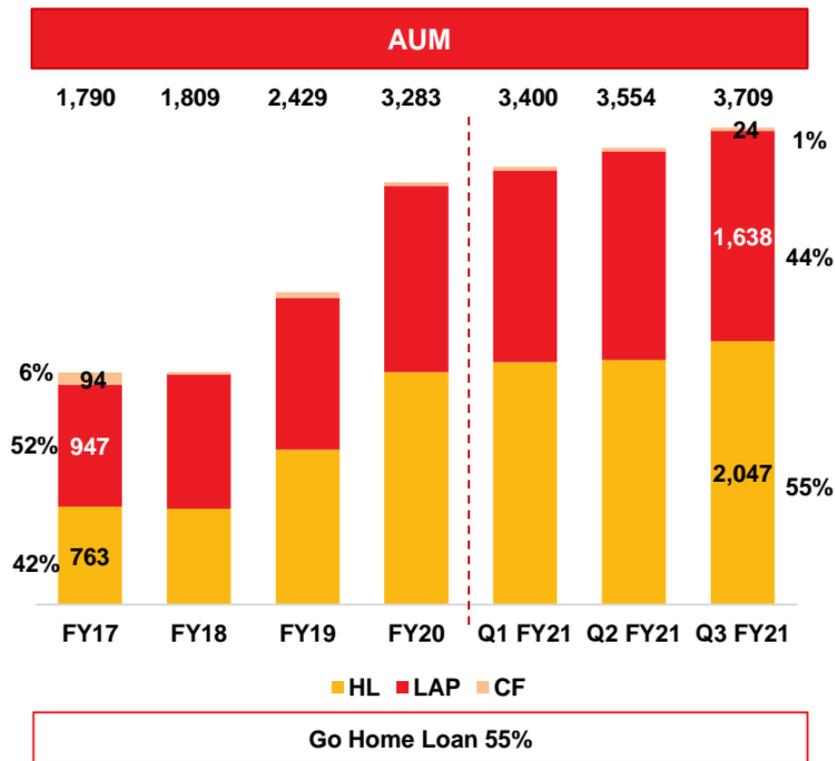
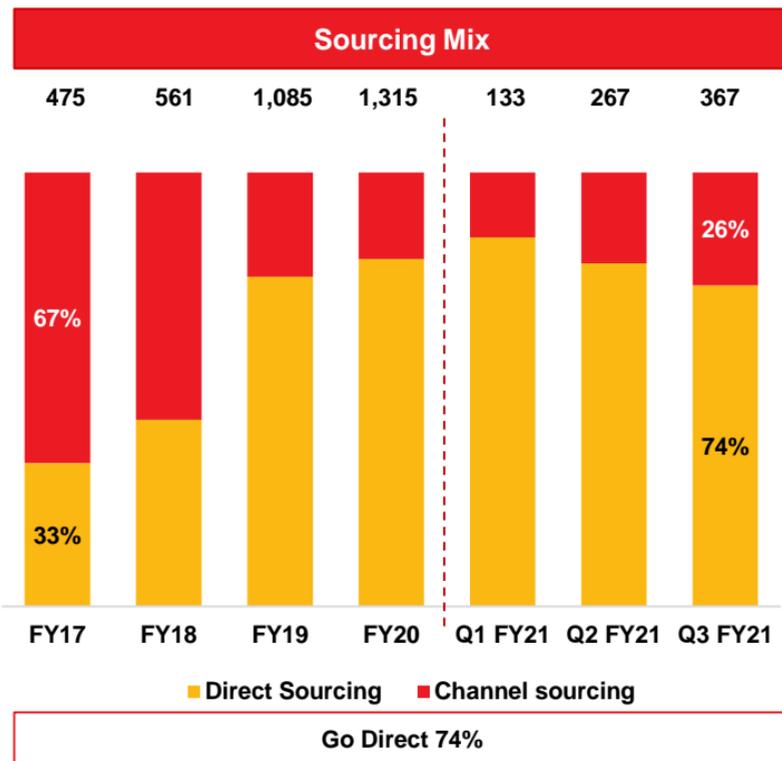


# MHF – Emerging as a strong Affordable Housing Finance Entity



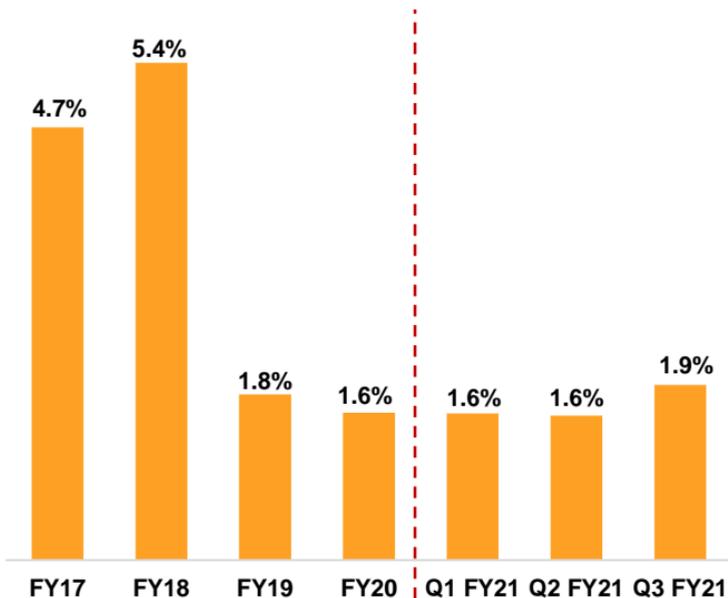
The company has consciously transformed towards building the granular long term affordable housing book

# Relationship based direct sourcing

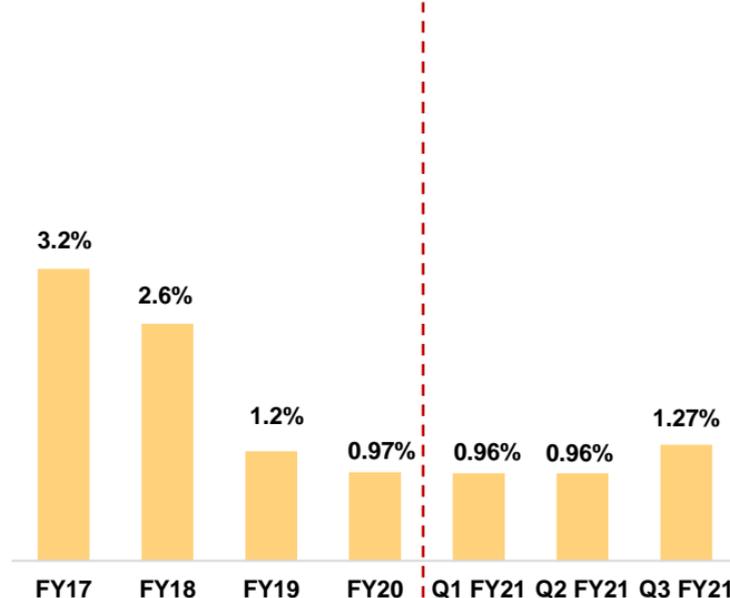


# MHF creating Long Term value

### Stage 3 Assets (Gross)



### Stage 3 Assets (Net)



Stable Asset quality over last 3 quarters

# Serving the under-served MIG and LIG customers

## Household Income

18 lakhs

Middle Income  
Group II

12 lakhs

Middle Income Group  
I

6 lakhs

Low income Group

3 lakhs

Economically Weaker Section

## Average Loan Ticket Size

> ₹ 30 lakhs

₹ 16 - 30 lakhs

₹ 6 - 15 lakhs

₹ 2 - 5 lakhs

### **MHF Customer segment**

- Primarily new to credit customers buying first home
- 70%+ of loans disbursed in Tier 2 and Tier 3 towns
- Income type: Self Employed, Salaried Informal, Self Employed-Professional, Salaried
- Lending towards affordable housing with Average Ticket Size of 9-13 lakhs



# MHF - Value in Consistent Performance

Parameter	FY17*	FY18*	FY19*	FY20*	Q1 FY21*	Q2 FY21*	Q3 FY21*
AUM	₹ 1,790 crs	₹ 1,809 crs	₹ 2,430 crs	₹ 3,283 crs	₹ 3,400 crs	₹ 3,554 crs	₹ 3,709 crs
Gross Stage 3	4.7%	5.4%	1.8%	1.6%	1.6%	1.6%	1.9%
Net Stage 3	3.2%	2.6%	1.2%	0.97%	0.96%	0.96%	1.27%
Disbursement IRR	14.0%	13.3%	13.1%	13.8%	13.8%	13.7%	13.7%
Opex Ratio	2.8%	3.1%	3.9%	3.6%	2.7%	2.7%	2.9%
PAT	₹ 34 crs	₹ 34 crs	₹ 34 crs	₹ 43 crs	₹ 7 crs	₹ 14 crs	₹ 10 crs
ROA	1.9%	1.9%	1.6%	1.5%	0.9%	1.6%	1.1%
ROE	13.1%	11.5%	10.4%	10.4%	6.0%	11.4%	8.1%

\*Note: Performance for FY17 as per I-GAAP; FY18 to FY21 performance as per Ind-AS

# Magma Housing Finance Ltd. (MHFL) Standalone Profit & Loss Statement\*

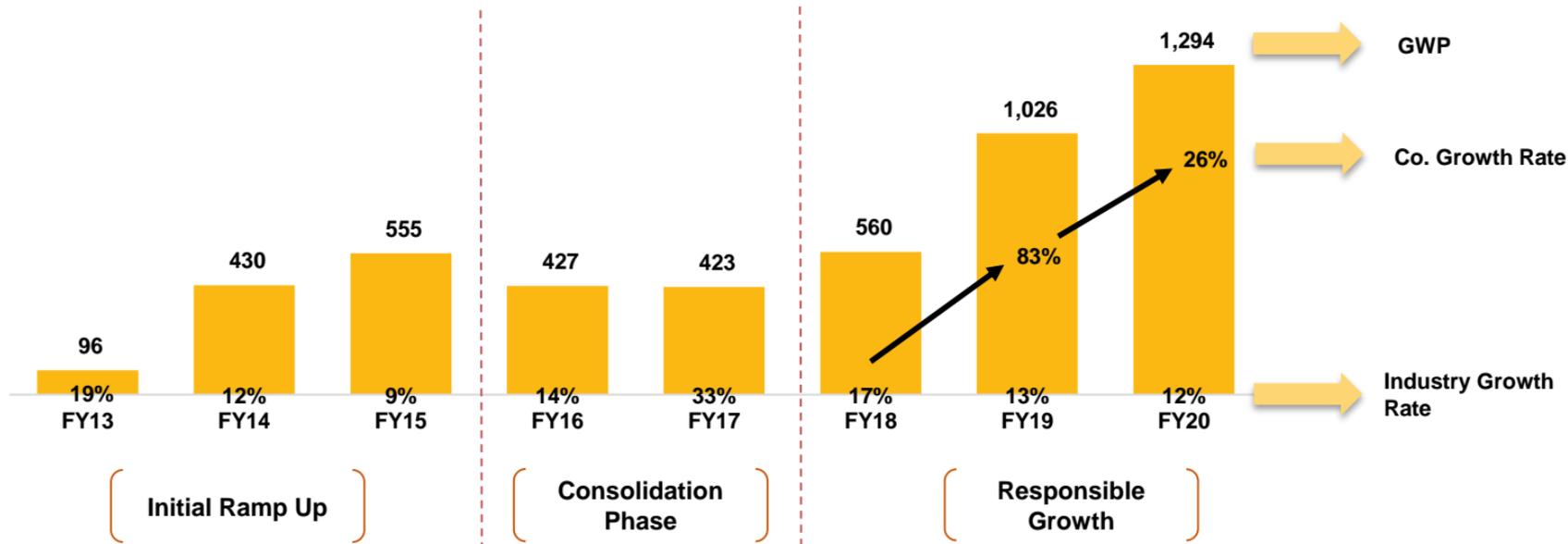
Particulars	Q3 FY21	Q2 FY21	Q3 FY20	YTD FY21	YTD FY20	FY20
Net Revenue	77	49	50	165	139	177
Expenses	26	23	26	72	78	101
<b>Operating Profit</b>	<b>51</b>	<b>25</b>	<b>24</b>	<b>93</b>	<b>61</b>	<b>76</b>
Net Credit Loss	37	7	3	52	6	22
<b>Profit Before Tax</b>	<b>14</b>	<b>19</b>	<b>21</b>	<b>42</b>	<b>55</b>	<b>54</b>
Tax (Normal)	3	5	6	10	15	13
Opening DTL impact due to change in tax rates	-	-	-	-	-	(1)
<b>Profit After Tax</b>	<b>10</b>	<b>14</b>	<b>15</b>	<b>31</b>	<b>39</b>	<b>43</b>

\* Re-formatted for better analysis  
Values in Rs. crore



# Business Strategy - MHDl

# Magma HDI General Insurance - Registering robust growth built on strong risk foundation



The company has registered growth rate higher than industry growth rate for 3 years in a row

# Magma HDI General: Profit & Loss Statement



Amongst Top 5 companies in terms of Motor OD Claims Settlement within 30 days at H1 FY21

One of the lowest Motor OD loss ratio in Industry 45.1% as at H1 FY21

Amongst Top 6 companies with least number of complaints intimated against 10,000 policies issued in H1 FY21

One of the lowest Capital burn ratio as at H1 FY21 amongst the 2<sup>nd</sup> wave private players

One of the highest Investment Leverage ratio of 6.1 as at H1 FY21 amongst the 2<sup>nd</sup> Wave private players

# Magma HDI General Insurance



## Q3 highlights:

Industry grew by 4.9%  
Magma HDI GDPI grew by 2.3%  
Maintained market share at 0.7%

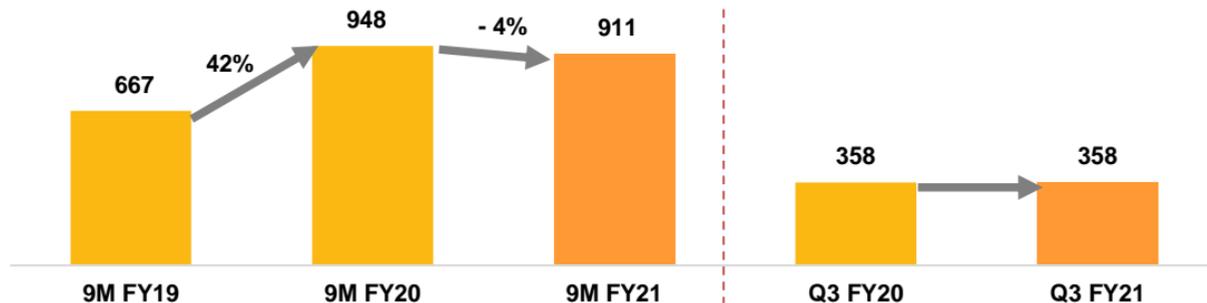
Industry growth at 2.5% for 9M FY21

Integration under progress for 2 more OEM's

Commenced business with leading NBFC

Continued focus to grow the retail health and SME group health portfolio;  
Increase in share of health business from 3.7% in Q3 FY20 to 4.9% in Q3 FY21 and from 3.9% in 9M FY20 to 6.3% in 9M FY21

## Gross Written Premium



- **Business de - growth** : ~3.9% GWPI over 9M FY20
- **OEM tie-ups** contributed 15.7% of GWP for 9M FY21 against 19.0% for 9M FY20 & 17.4% in Q3 FY21 against 21.0% in Q3 FY20.
- **Banca & other tie-ups** contributed 6.7% of GWP for 9M FY21 with growth @97% over 9M FY20
- **Health & PA** put together contributed ₹ 57.9 crs for 9M FY21 with growth @56.7% over 9M FY20, out of which Retail Health GWP registered growth of ~344% and Group Health ~163% in the nine-month period
- **E-sales** : digital channel contributed ₹ 26 crs GWP for 9M FY21 @ ~237% growth rate
- **Corporate Sales & Broking** including reinsurance inward contributed 12.6% against 10.4% with growth @ ~16.6% over 9M FY20

# Enhancing distribution through partnerships

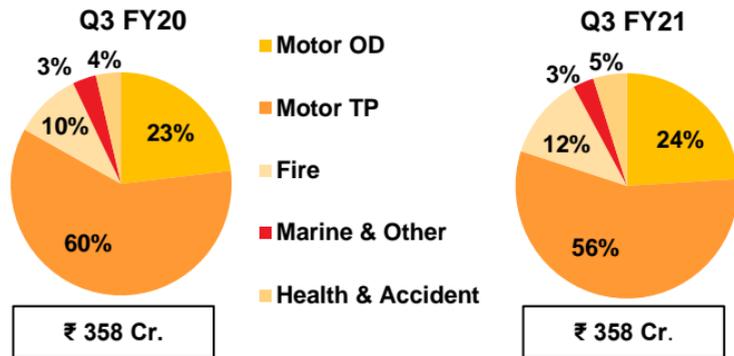
Offices & Channel Partners	FY18	FY19	FY20	9M FY21
Number of Branches	125	169	170	133
Agents + POS* + MISP#	2,790	5,028	6,558	6,894
Corporate Agents	5	7	13	11
OEM Tie-ups	1	1	6	14
<b>Number of Districts where policies are issued : 587</b>		<b>Number of Districts where claims are serviced : 566</b>		

\*POS – Point of Sale, #MISP – Motor Insurance Service Provider

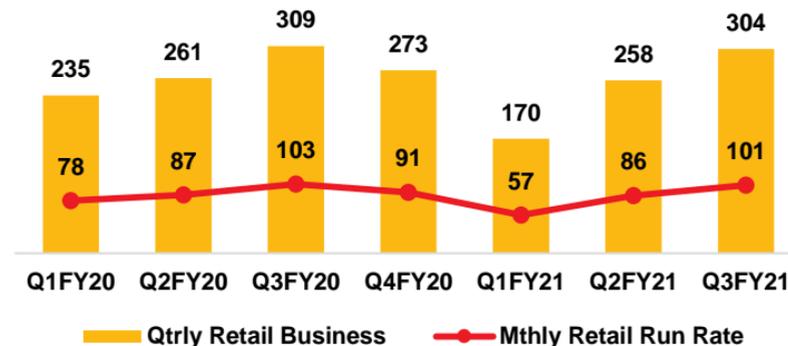
**Generating business from over 82% districts with the ability to service claims in more than 79% districts in India through strong use of technology**

# Magma HDI General Insurance: Portfolio

## Portfolio Construct



## Retail Run Rate

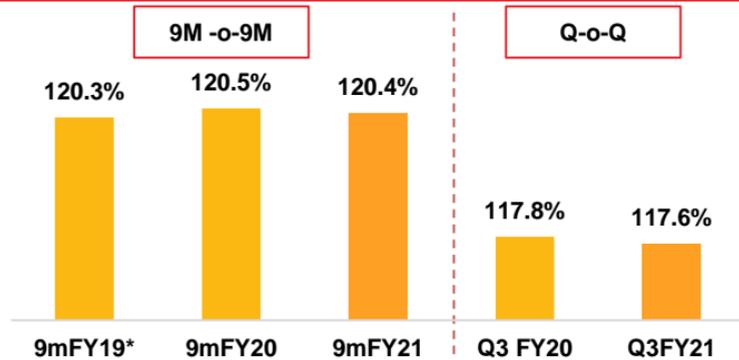


- **Portfolio mix** changed from 83%-13%-4% for Motor-Commercial-Health in Q3 FY20 to 80%-15%-5% in Q3 FY21
- **Motor Portfolio:** Within motor, diversified portfolio across vehicle categories with geographical diversification
- **Health & Accident Portfolio:** New initiatives like dedicated agency health channel & training to partner field executives resulted in 32% growth in Health & PA GWP for Q3 FY21 over Q3 FY20
- Contribution of retail in total business is 85% and 80% for Q3 FY21 & 9M FY21 respectively in line with the company strategy; there is growth of 18.1% in Q3 FY21 monthly run rate over Q2 FY21.
- **Commercial Portfolio :** Contributed 15.5% in Q3 FY21 against 13.2% in Q3 FY20 registering growth of 24.1% in the quarter

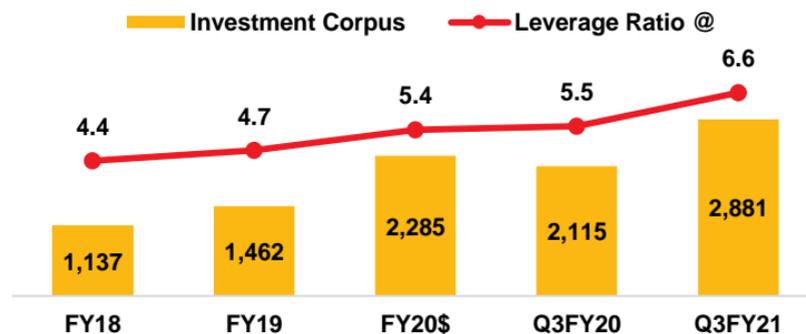
# Magma HDI General Insurance: Robust Growth



## Combined Ratio Movement



## Investment Book & Leverage ratio



- The COR for Q3 FY21 and 9M FY21 has improved by 0.3% and 0.1% respectively:
  - Improvement largely driven by decrease in Loss ratio 4.5% for Q3 FY21 over Q3 FY20 and for 9M FY21 over 9M FY20,
  - However, there has been a compensatory increase in the Net commission & expenses ratio by 4.2% for Q3 FY21 and 4.4% for 9M FY21
- With the prudent capital utilization strategy, the accumulated losses for the company stands at ₹ 9.8 crores as at 9M FY21 against ₹ 18.8 crores as at 9M FY20
- Investment carrying yield as at Q3 FY21 stands at 6.76% with the investment leverage continuing to improve
  - 91.9% of the Investment corpus is invested in AAA rated instruments.
- Solvency for the company stands at 1.81 times, higher than 1.50 times required by IRDAI

\* Normalised ; @ - Closing Investment corpus by closing capital, \$Partial allotment of share Application money considered in closing capital  
Values in Rs. crore

# Magma HDI General: Profit & Loss Statement

Ind AS						
Particulars	Q3 FY21	Q3 FY20	Q2 FY21	9M FY21	9M FY20	FY20
Gross Written Premium	358	358	313	911	949	1294
Net Written Premium	226	227	198	561	590	790
<b>Net Earned Premium</b>	<b>192</b>	<b>181</b>	<b>190</b>	<b>570</b>	<b>514</b>	<b>708</b>
Net Claims Incurred	149	157	151	457	435	598
Net Commission expense / (income)	(12)	(22)	(16)	(38)	(51)	(63)
Management Expenses	105	93	96	267	266	355
Impairment loss	1	0	10	25	8	19
<b>Underwriting Profit / (Loss)</b>	<b>(50)</b>	<b>(48)</b>	<b>(51)</b>	<b>(141)</b>	<b>(143)</b>	<b>(200)</b>
Investment & Other Income	52	52	65	167	153	206
<b>Profit Before Tax</b>	<b>2</b>	<b>5</b>	<b>14</b>	<b>26</b>	<b>10</b>	<b>6</b>
Taxes	1	0	4	7	1	9
(-) Current Taxes (including MAT Credit)	(0)	(0)	4	7	(0)	8
(-) Deferred Taxes	1	0	0	(0)	1	1
<b>Profit After Tax</b>	<b>1</b>	<b>5</b>	<b>10</b>	<b>19</b>	<b>9</b>	<b>(3)</b>

Business enablers  
to drive sustainable  
growth



# MAGMA V2.0: Digital Lender for Bharat



## Business Growth

**Improved Biz Team productivity:** End-to-End Digital Loan Processing, Automated workflows, Credit Rule Engine based decisions, eSign

**New Sales Platforms:** API Integration with Online ecosystem partners (aggregators / marketplaces) for Instant Approval and lead-generation



## Opex Reduction

**Improved Biz efficiency:** Straight-Through-Processing for Instant Loan Approvals

**Improved Ops efficiency:** Introduced Robotic Process Automation for repetitive activities, Centralized Digital Processing to bring economies of scale

**Bring-Your-Own-Device:** Empowered employees to use own smartphones and laptops to access corporate applications securely



## Actionable Data Intelligence

**Scorecard-lending:** Structured evolution of scorecards leveraging organic, multi-bureau and surrogate sources of data

**Credit Rule Engine:** 2/3rd of Credit Underwriting to be Straight-Through-Decisioned basis Scorecards

**Data Warehouse:** Data marts built for Risk Analytics, Cross Sell, and Financial Analytics



## Customer Service

**CRM:** Omni-channel 360 degree view of Customer across Branch, SMS, Email, Call Centre, WhatsApp, Facebook, LinkedIn and Twitter

**WhatsApp & website Chatbot:** launched for Customer-service and Channel-engagement

**Digital document delivery:** Achieved across 10 vernacular languages to customers

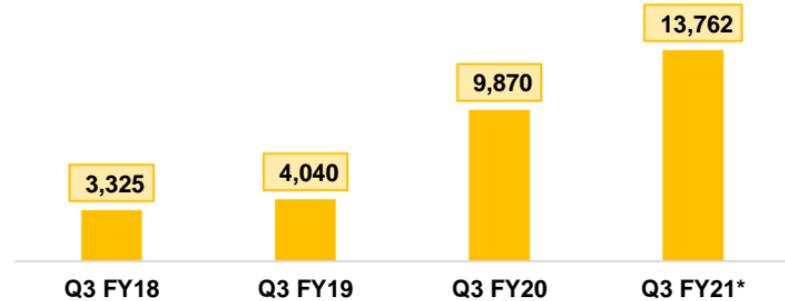


# Business enabler for sustained growth - Customer Service

## Key Achievements - YTD FY21:

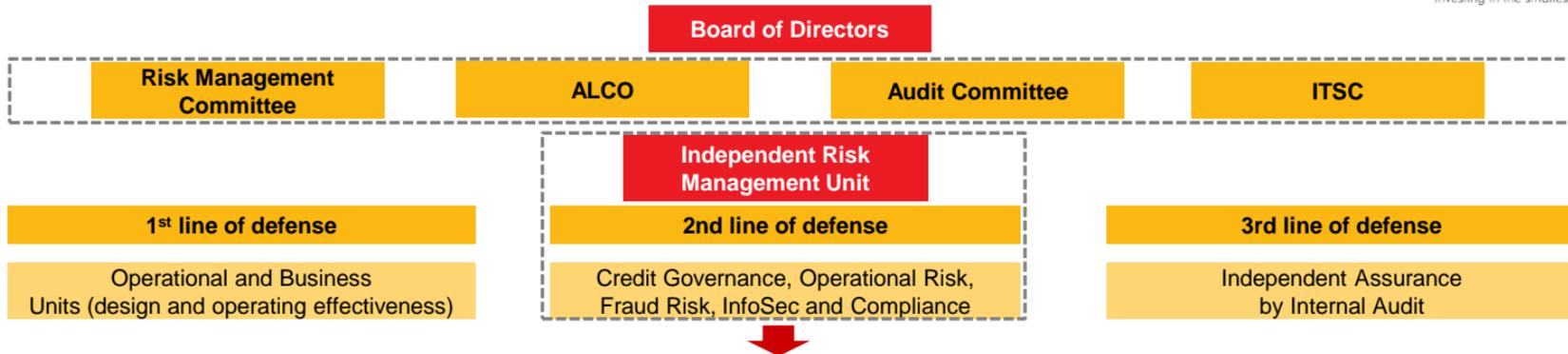
- Servicing avenues expanded. Launch of WhatsApp Channel.
- Launch of new automated workflow for faster refund processing.
- Customer feedback collection through IVR launched.
- Multiple customer awareness campaigns to reduce customer vulnerability to fraud.
- Know Your Customer Campaign, personal connect between senior management & customer launched.

## Cross Sell Units in Q3 YOY



- **FY21 – Select Cross sell campaigns kick started from Q2**
- Cross Sell biz has started showing good traction (27% growth from Q2).

# Enterprise wide, independent risk management framework, An integrated approach covering entity wide risks



Components of Risk Management	Overarching principles and execution
<b>Risk Governance</b>	<ul style="list-style-type: none"> <li>• Risk Appetite Statement and Strategic Risk Assessment set the guardrails</li> <li>• Quarterly Committee meetings to assess enterprise risk profile</li> <li>• Well defined risk policies and standards</li> </ul>
<b>Operating controls and compliance</b>	<ul style="list-style-type: none"> <li>• Comprehensive Risk library. Regular monitoring of Key Risk Indicators.</li> <li>• Internal Financial Controls (IFC) standards as mandated by Companies Act</li> </ul>
<b>Credit underwriting strategies</b>	<ul style="list-style-type: none"> <li>• Decisioning platforms based on segmental behavior and risk based pricing</li> <li>• Automated Credit Rule Engine with connectivity to bureau and fraud systems</li> </ul>
<b>Analytics driven portfolio management</b>	<ul style="list-style-type: none"> <li>• Statistically derived Early Warning Indicators (EWI) and Continuous Portfolio Monitoring Indicators (CPMI)</li> <li>• Robust PD and LGD models guide consistently accurate loss forecasting</li> </ul>
<b>Capital and Liquidity Management</b>	<ul style="list-style-type: none"> <li>• Proactive management of ALM mismatch in each time bucket</li> <li>• Prudent capital and liquidity buffers for stress resilience</li> </ul>

# Enterprise wide, independent risk management framework, Risk strategy to deal with COVID-19 situation

During the end of financial year, we have been faced with unprecedented health and economic crisis on account of COVID-19 which has led us to fine tune our existing risk strategy due to the uncertain conditions.

<b>Minimum disruption of activities</b>	<ul style="list-style-type: none"><li>• Being a geographically neutral team, which can work from a non-office location without much disruption, the Risk team has ensured minimum disruption of its planned activities during the crisis</li></ul>
<b>Key initiatives by the Risk team</b>	<ul style="list-style-type: none"><li>• All planned risk activities like risk reviews, IFC exercise, KRI monitoring, committee meetings have been carried out as per plan</li><li>• Developed an Event Risk register to monitor the new risks, and corresponding controls put in place to deal with the COVID-19 situation</li><li>• Participated in COVID-19 specific webinars to get valuable insights into risks due to the pandemic and undertaken discussions with the business units for mitigating the same</li><li>• Intensified surveillance activities by FRM happening on a regular basis. Team has also focused on the training of other support functions for better fraud prevention</li><li>• Credit pre-approved customers are being reassessed by the Credit team for loans in uncertain scenario</li><li>• Customer Survey done to understand how they have been affected by this crisis and obtained invaluable feedback to improve credit processes / re design lending and collection strategies</li></ul>
<b>Road ahead</b>	<ul style="list-style-type: none"><li>• Increased use of secured technology tools to conduct risk activities</li><li>• Identifying and eliminating redundant processes, identified during the crisis, across the organization</li><li>• More impetus on telephonic discussion for investigations and cross verifications</li></ul>

# Business enabler for sustained growth - People



➤ Fully functional **role based and** state of the art learning tools aimed at enhancing productivity and behavior

➤ **Micro learning** - Digital content that is byte sized, effective to capture the interest and drive product and process.



➤ **Structured On-boarding Program** across levels for smooth on-boarding and integration.



➤ **Ethical Work Culture, through awareness and Culture building.**

➤ **Leadership Talent evaluation** for VPs & SVPs with an objective of building leadership depth & succession



➤ **Talent management framework** with objective of building internal talent pipeline and strengthening retention

➤ Empowering business leaders with **real time HR dashboards** to help them make informed people related decisions



➤ Empowering business leaders with structured **Performance Review Program** to have a review rigor among teams

# Leadership Team and Shareholding Structure



# Board of Directors

## Promoter Directors

**Mayank Poddar**

**Chairman Emeritus & Non Executive Director**

- Supports policy formulation and guidance to the Management/Board.
- Over 30 years of experience in the financial sector.

**Sanjay Chamria**

**VC and MD**

- Anchors strategic policy formulation and execution.
- Drives new business initiatives and leads management team.

## Non Executive Independent Directors

**Vijayalakshmi R Iyer**

**Director**

Previously served as an Executive Director of Central Bank of India, Chairperson and Managing Director of Bank of India. She was also a Whole Time Member (Finance and Investment) in the IRDAI.

**VK Viswanathan**

**Director**

He served as the Chairman and Managing Director of Bosch Ltd. He currently serves on board of various reputed Indian corporates as an Independent Director.

**Sunil Chandiramani**

**Director**

He is a Management Consultant & CEO of NYKA Advisory Services. Earlier, he was associated with Ernst & Young LLP in various capacities for 25 years. He is on the board of various Indian corporates as an Independent Director.

**Bontha Prasad Rao**

**Director**

Mr Rao has served as the Chairman and Managing Director of Bharat Heavy Electricals Limited. He has also served as the Managing Director of Steag Energy Services India, subsidiary of Steag Energy Services Germany. He is on the Board of Havells India Limited

# Management Team



**Sanjay Chamria**  
VC and MD

## Business CEO / Functions

## Support Functions



**Manish Jaiswal**  
MD & CEO - HFC,  
CEO - SME

**Jun-2017**

Head, Risk  
Advisory,  
Research and  
SME Ratings,  
CRISIL



**Rajive Kumaraswami**  
MD & CEO - MHDl

**Jun-2016**

Chief  
Representative  
Officer - India  
Liaison office,  
SCOR Re, India



**Deepak Patkar**  
CEO - ABF

**Sep-2018**

Chief Risk Officer,  
Fullerton India  
Credit Company  
Limited.



**Harshvardhan Chamria**  
Chief Digital Officer

**Sep-2014**

Chief Strategy  
Officer- Housing  
and SME, Magma  
Fincorp Limited



**Rajneesh Mishra**  
Chief People Officer

**Jan-2019**

Vice president-  
HR,  
Bajaj Finserv  
Limited



**Kailash Baheti**  
Chief Financial Officer

**Oct-2011**

CEO,  
Century  
Extrusions Limited



**Girish Poddar**  
Chief Risk Officer

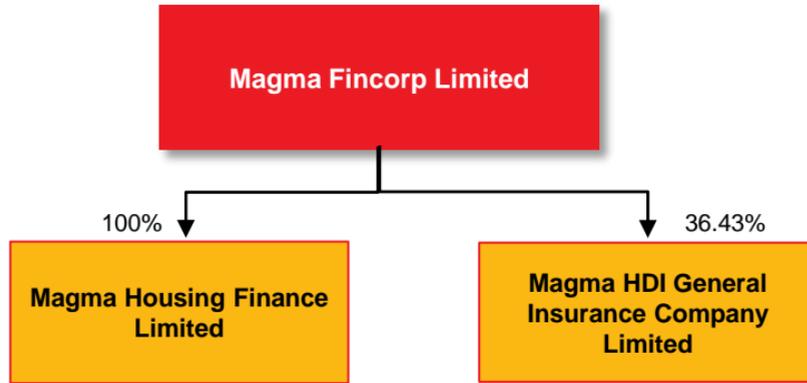
**Oct-2020**

Co founder &  
Director,  
Medbay India  
Private Limited

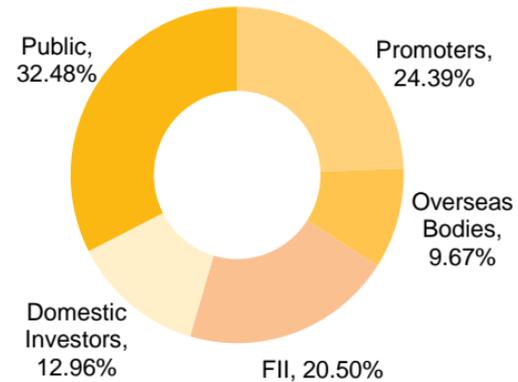
**Joined**

Title and Previous Company

# Holding Structure & Shareholding Pattern



## Shareholding (31-Dec-20)



# Glossary

ABF	Asset Backed Finance
AHF	Affordable Housing Finance
ATS	Average Ticket Size
AUM	Assets Under Management: On-Book & Off-Book Loan Assets
Average AUM (AAUM)	Average of opening and closing AUM
BVPS	Book Value per share: (Net worth-Goodwill) / No. of Equity shares outstanding
CV	Commercial Vehicle
CoF	Cost of Funds: Weighted average cost of borrowings including securitization
CE	Construction Equipment
CGTMSE	Credit Guarantee Fund Trust for Micro and Small Enterprises
DDSA	Dealer Direct Selling Agent
Direct Biz	Direct Biz means Business directly generated by Magma employees without help from DDSAs / NDSAs / Brokers, and includes Cross-sell
ECL	Estimated Credit Loss
GDPI	Gross Direct Premium Income
Gross Stage 3 Assets %	Gross Stage 3 Assets / Closing AUM (On-book)
GWP	Gross Written Premium
HL	Home Loan
LAP	Loan against property
MHDI	Magma HDI General Insurance Company Limited (Joint Venture)
MHF	Magma Housing Finance Limited (100% Subsidiary)
Mortgage Direct Biz	Business through connectors is included in Direct business
NCGTC	National Credit Guarantee Trustee Company Ltd
NCL	Prov. & Write-off/ Average AUM
NDSA	Non-dealer Direct Selling Agent
Net Stage 3 Assets %	(Gross Stage 3 Assets – ECL Provision – Stage 3) / (Closing AUM (On-book) – ECL Provision Stage 3)
Networth	Equity Share Capital + Reserves & Surplus
NIM	Net Interest Margin: [Total Income (incl. Other Income)– Interest Expenses]/Average AUM
ODPOS	Overdue + Principal Outstanding
Opex / AUM%	Opex / Average AUM
RoA	PAT (excluding OCI) / Average AUM
RoE	PAT (Excluding OCI) / (Net worth - Goodwill)
SME	Small & Medium Enterprises
Total Assets	On B/S Assets of MFL (Consolidated)
Yield	Weighted average yield on Loan Assets including Off-Book Loan assets
YTD	Year To Date

# Annexures



# Magma Fincorp Ltd. (MFL) Standalone Profit & Loss Statement\*



Particulars	Q3 FY21	Q2 FY21	Q3 FY20	YTD 9M FY21	YTD 9M FY20	FY20
Net Revenue	247	266	268	747	833	1,093
Expenses <sup>#</sup>	100	111	138	325	435	575
<b>Operating Profit</b>	<b>147</b>	<b>155</b>	<b>130</b>	<b>421</b>	<b>398</b>	<b>518</b>
Net Credit Loss <sup>#</sup>	146	128	123	359	362	484
<b>Profit Before Tax</b>	<b>2</b>	<b>27</b>	<b>7</b>	<b>63</b>	<b>35</b>	<b>34</b>
Tax (Normal)	1	7	1	15	10	7
Opening DTA impact due to change in tax rates	-	-	-	-	-	37
<b>Profit After Tax</b>	<b>1</b>	<b>20</b>	<b>5</b>	<b>48</b>	<b>25</b>	<b>(10)</b>

\* Re-formatted for better analysis

# Premium paid under Credit Guarantee scheme clubbed with NCL

Values in Rs. crore

# Magma Fincorp Ltd. (MFL) Standalone Balance Sheet



Particulars	31-Dec-20	31-Dec-19	31-Mar-20
Cash and Cash Equivalents	629	1,133	648
Loans and Advances	9,894	11,857	11,183
Other Assets	864	846	948
Fixed Assets	152	185	176
<b>Total Assets</b>	<b>11,538</b>	<b>14,021</b>	<b>12,955</b>
Borrowings	8,484	10,726	10,109
Other Liabilities	488	744	331
Share Capital	54	54	54
Reserves & Surplus	2,513	2,497	2,461
<b>Total Liabilities</b>	<b>11,538</b>	<b>14,021</b>	<b>12,955</b>

# Rewards & Recognition



## Corporate Social Responsibility

- Magma won 15 awards since 2015, the latest recognition was received in October at 9th ACEF Asian Leaders Awards'2020. "Social Impact Awards" – Gold for Best Education/Scholarship Program (**M-Scholar**)
- Magma's Highway Heroes entered LIMCA Book of Records as "**Indian's largest Road Safety Training Programme for Truckers**", March 2020

## Corporate Communication

- Magma won 11 awards for Corporate Communications at leading forums between 2010- 2020

## Information Technology

- 10 Awards for Excellence in Information Technology
- Excellence in Technological Innovation at BIG25 NBFC Excellence Awards'2019
- Thought Leaders of IT Award at the 8th BFSI IT Summit'2019

## Human Resources

- Magma won 3 awards at L&D Innovation Tech Awards held in Mumbai in 2020
- Best L&D Team of the Year
  - Most Innovative In-House L&D Technology Product
  - Best of Technology in Learning as well



# Community Commitment: CSR

## Swayam – COVID-19 Relief

- Contributed INR 5 Cr to PMCARES fund.
- Provided 2,000 PPE Kit and 11 UV based disinfection tunnels at strategic location for the safety of Kolkata police
- Provided Dry Ration/ Fresh meal to 28,000 underprivileged families and COVID Kit to around 23,000 migrant workers across the country.



## Magma Highway Heroes



- Road Safety Training to 1.9 Lac Truckers so far
- Significant reduction in CO2 Emission and Diesel consumption YOY basis
- Medical camps, E-Toilets and Training provided to around 2lac truck drivers at around 300 camps conducted across the country.



## Mid Day meal, M-Education, Swayam Programmes

- Infrastructure support to an old age home effected during Amphan cyclone
- **Mid-day Meal** offered to 6,500 kids in Govt. Schools in 7 states (West Bengal, NCR, Maharashtra, Jharkhand, Andhra, Haryana and Rajasthan); Happiness kit to 3,000 kids in West Bengal, Maharashtra and UP
- Infra support and Sponsorship to 50 Single Teacher Schools in Tamil Nadu, Orissa, West Bengal and CG. Support Anganwadis in Alwar, Rajasthan



## Magma M- Scholar



- **Magma M Scholar** offers Scholarship to meritorious students from poor families
- 100 new students have been selected to issue fresh scholarship under M-Scholar'20.
- So far Magma has supported academic aspiration of 400 students from humble background. The new addition takes the tally to 500



## Magma M-Care – Mobile health Camps

- Magma runs M Care health camps at Rural India. More than 1 Lac people benefitted so far.
- FY21 we have conducted health camps in Amphan affected Sundarban, West Bengal. 150 camps are planned or Q4



*Group level CSR activities  
are managed by Magma  
Foundation*



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