



**Aptus Value Housing Finance India Limited**  
Investor Presentation | Q4 FY22

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# Background



Commenced Operations in 2010  
from Chennai, Tamilnadu



Regulated by RBI and supervised by NHB



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

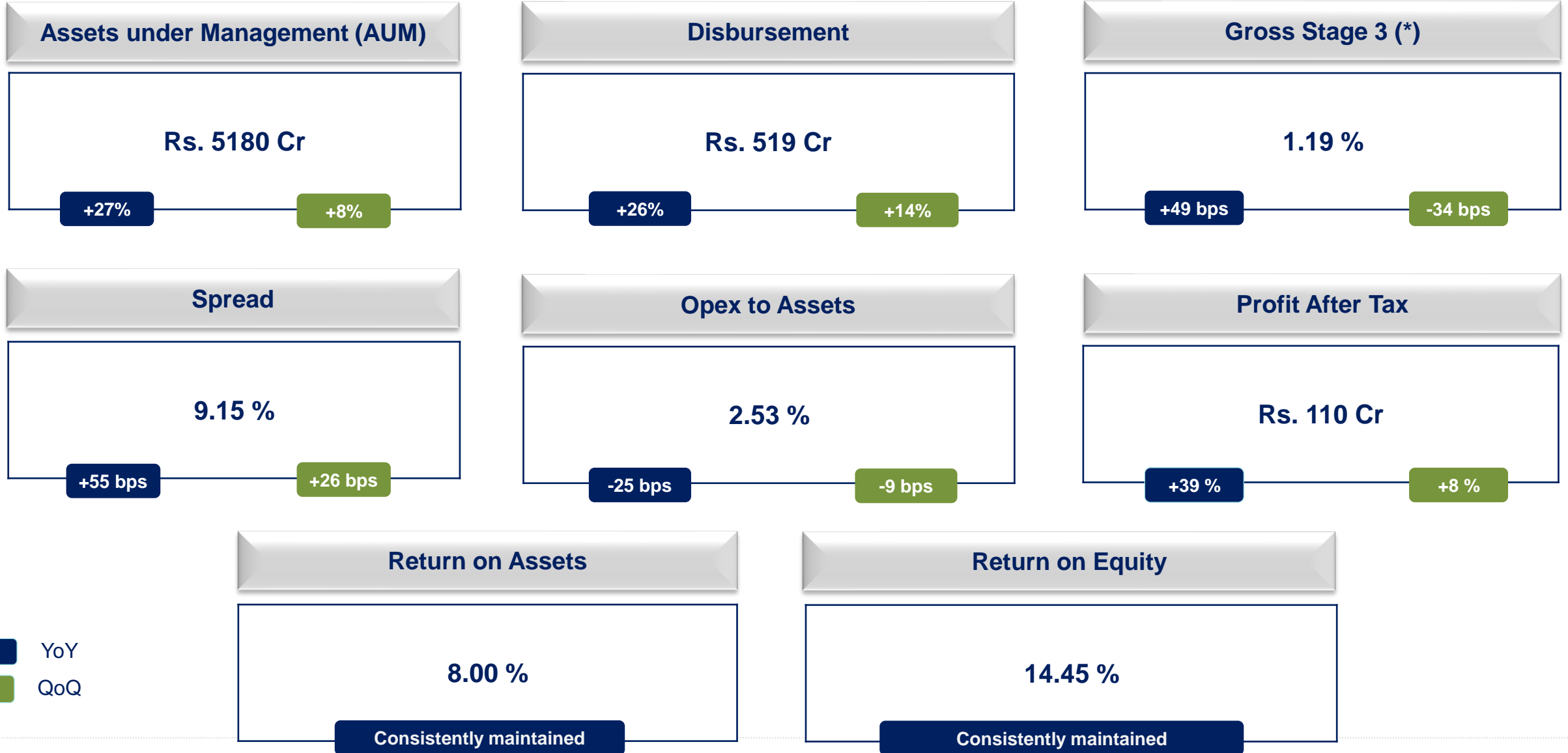


Presence in 208 locations

# Key Strengths



# Snapshot - March 2022

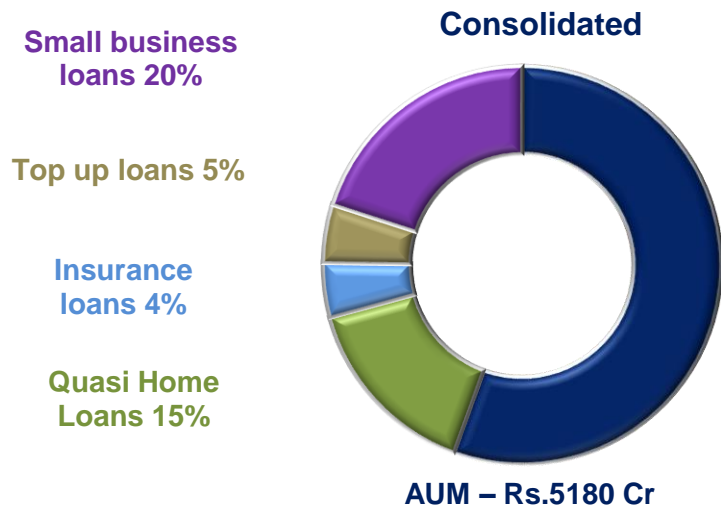
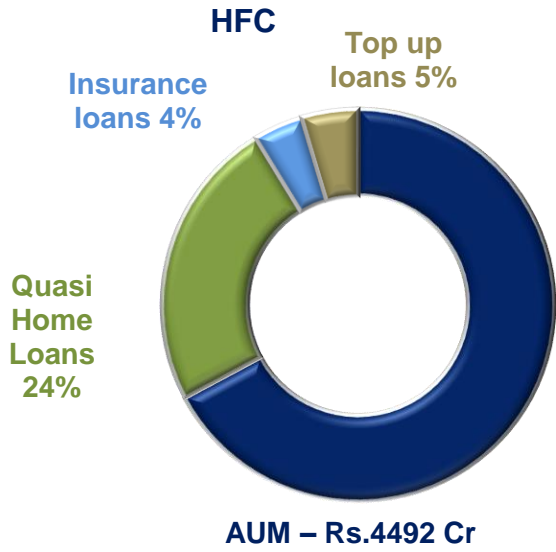


■ YoY  
■ QoQ

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

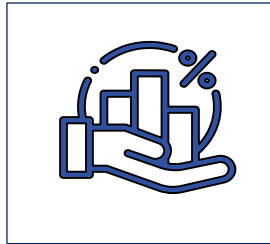
# Diversified Loan Portfolio With Niche Customer Focus

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



# 100% In-House Operations

## Fully In-House Team...



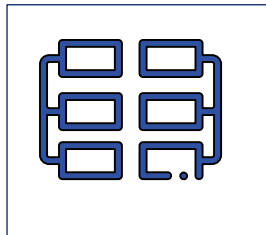
**1,307+**  
*Sales*



**232+**  
*Central  
Credit*



**210+**  
*Legal & technical*



**399**  
*Collection*

## ...Leading to Desired Business Outcomes

**Pricing Power**



**Reduced TAT**



**Low Takeover**



**Reduced Risk of Frauds**



# Robust Underwriting, Monitoring and Collections Process

## 100% In-House Sourcing

### Lead Generation through

- *Ref app, Cust app*
- *Social media*
- *208 Branches*

**0%**

*Sourcing from DSA / Builders*

## Leveraging Technology

### Digital Onboarding and KYC

### Credit verification app, property app and legal app –

*Optimal leverage of technology leading to efficient processing*

## Stringent Credit Underwriting

### Cash flow assessment

*Pre & Post Disbursement*

### Centralized Underwriting

## Robust Collection Management System

### 15-24 months

*Monitoring early default signs*

**90 DPD**

*Legal action / SARFAESI*



# Information & Technology : Key Enabler of Growth

## Lending Software

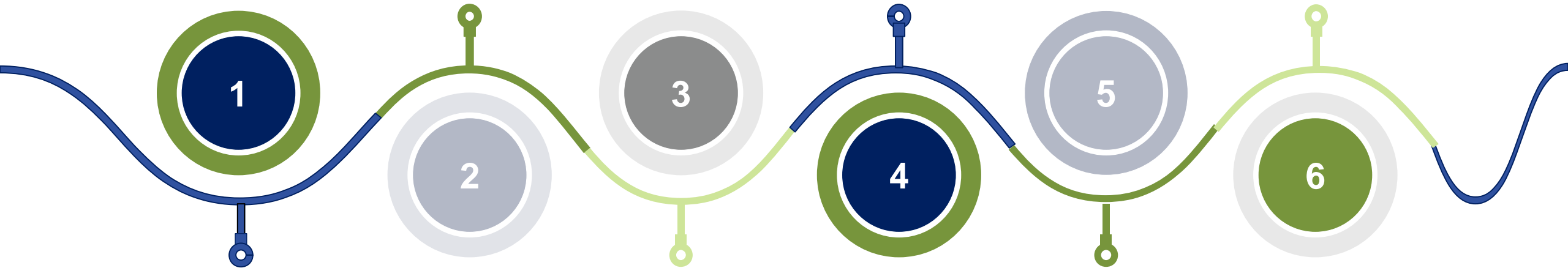
*End-to-end software solution*

## Customer Relationship & Service

*Automated CRM and customer service requests*

## Human Resources

*Human resources management system application*



## Customer Onboarding

*Sales app, referral app, credit verfn. app and property app  
E-KYC, E-Nach*

## Collections App,

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

## Business Intelligence & Analytics

*“Power” analytics platform*

# Scalability



Tamil Nadu

**1.8x**

**13%**



Andhra Pradesh

**1.1x**

**9%**



Telangana

**1.5x**

**8%**



Karnataka

**1.5x**

**7%**

## Per Capita GDP

Compared to national average of INR 157k

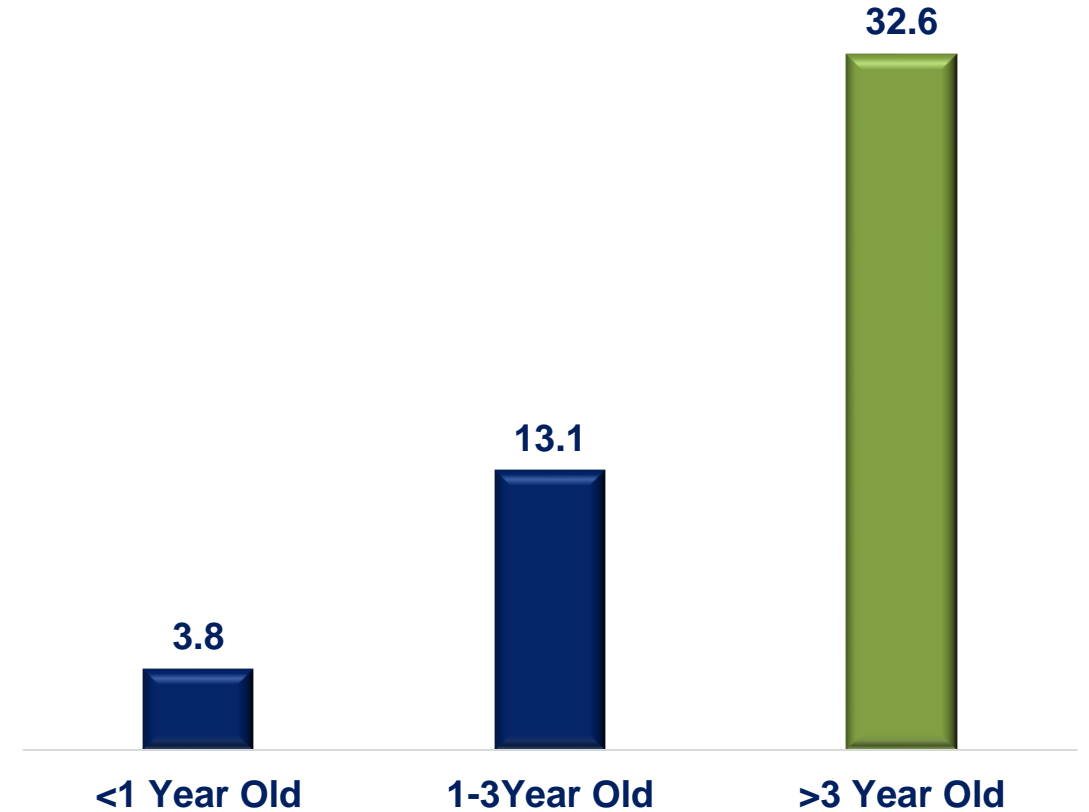
## GDP Growth

India average: 4%

## Branch Productivity as on March 31, 2022

AUM per Branch (Rs. Cr)

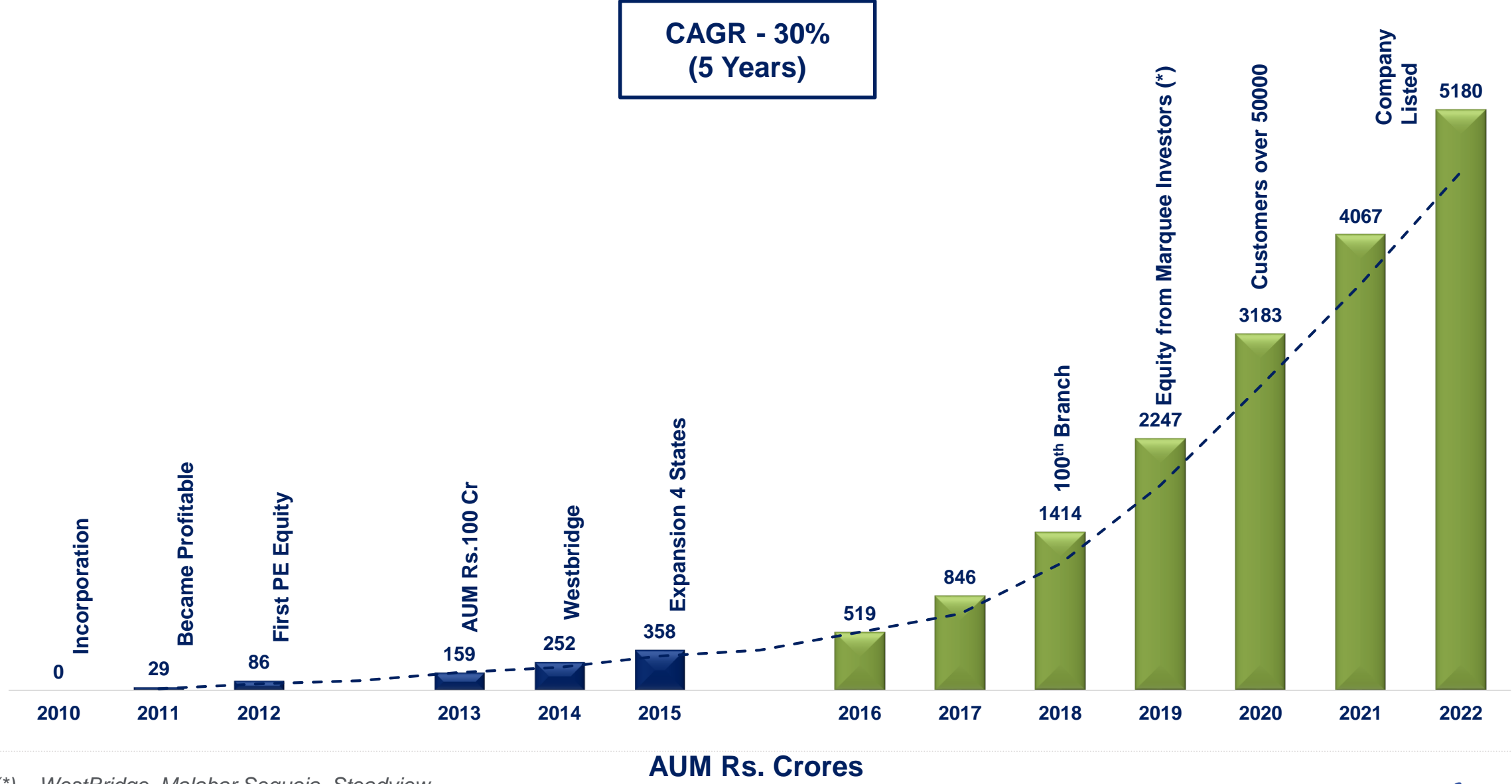
# of Branches



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

# Scalable Operating Model

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



**AUM Rs. Crores**

(\*) – WestBridge, Malabar Sequoia, Steadview



# 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>AUM growth</b>	<b>66%</b>	<b>41%</b>	<b>28%</b>	<b>27%</b>
<b>Yield</b>	<b>17%</b>	<b>18%</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>ROA</b>	<b>6.0%</b>	<b>7.8%</b>	<b>7.4%</b>	<b>8.00%</b>

# – As per RBI circular dated 12 Nov 2021

# Strong ESG Focus



**75%**  
LIG

**72%**  
Self-employed

**40%**  
New to Credit



**Employment**

in rural / semi-urban  
areas

**Support**

to borrowers



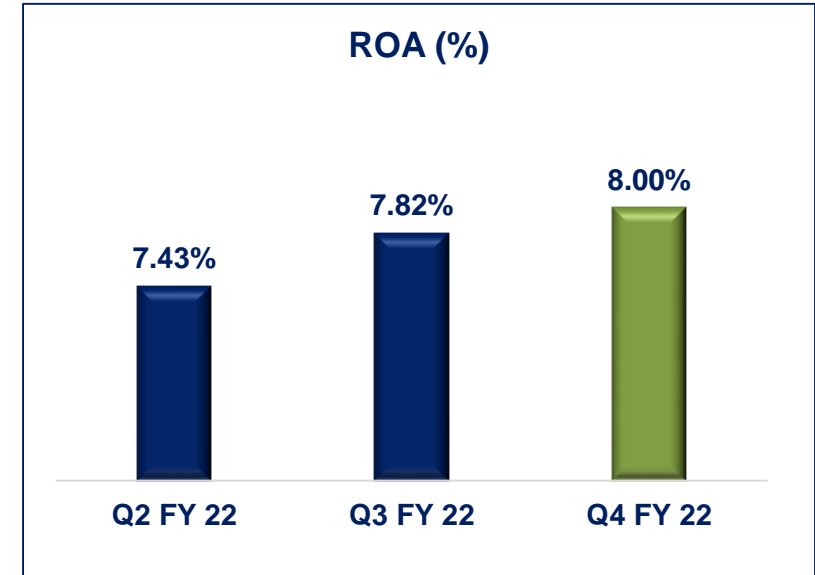
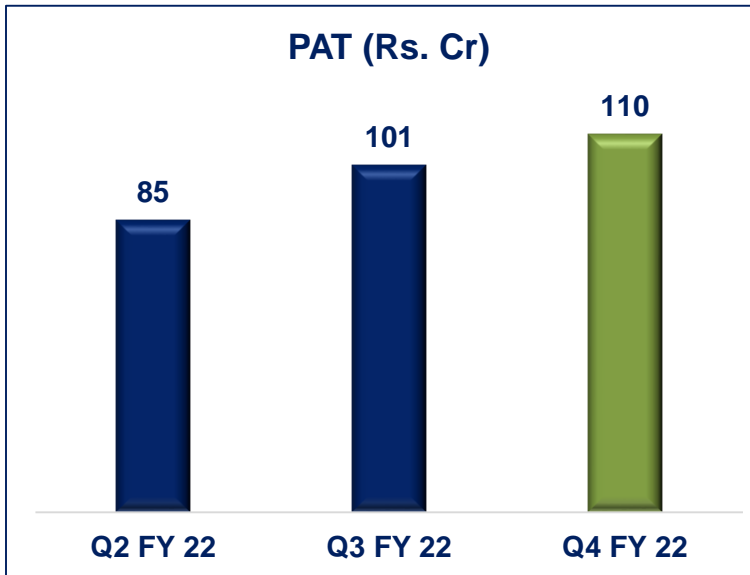
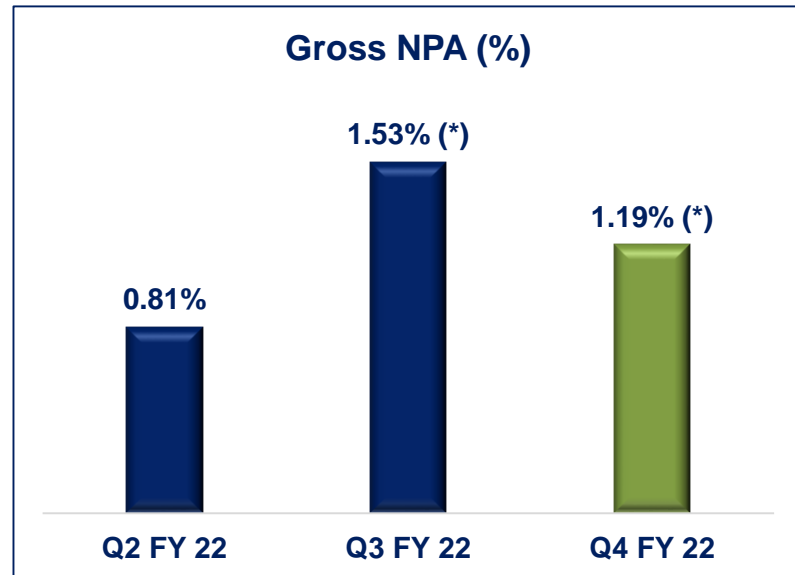
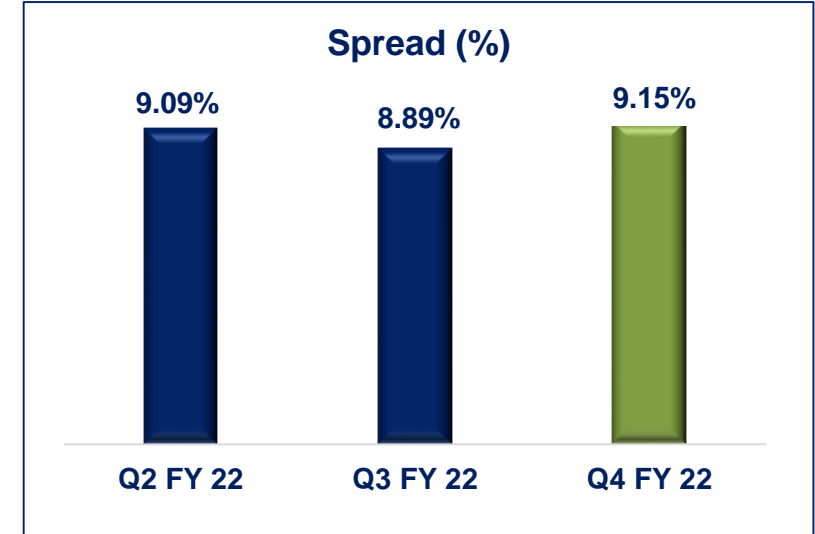
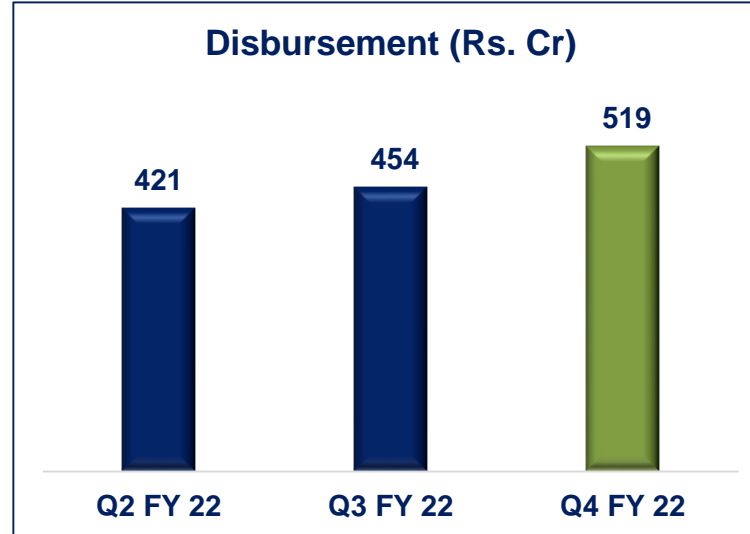
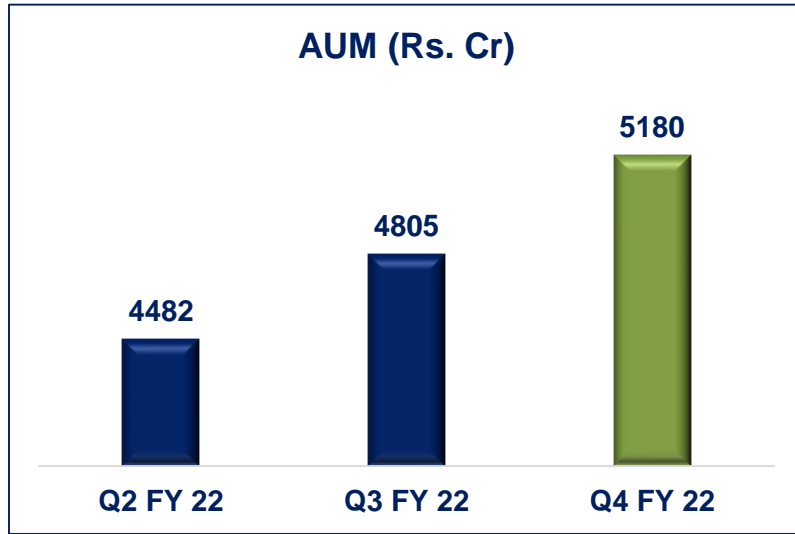
**NIL**

Material Civil litigation

**Diversified Experience**

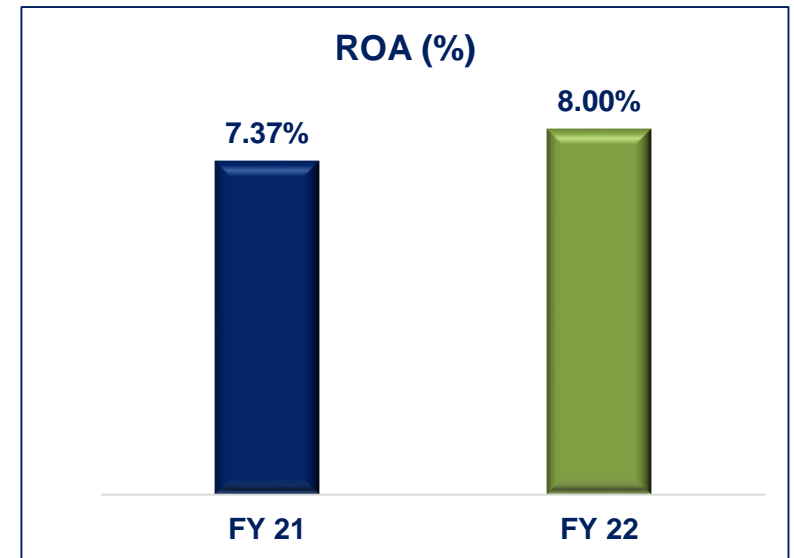
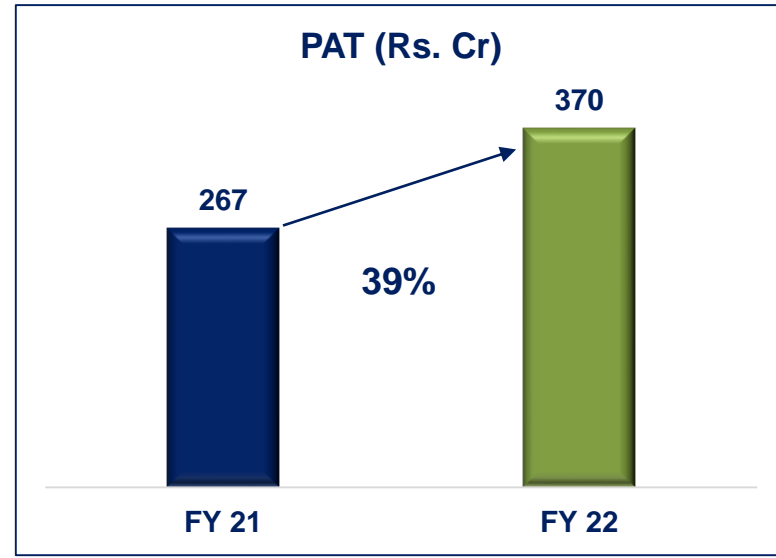
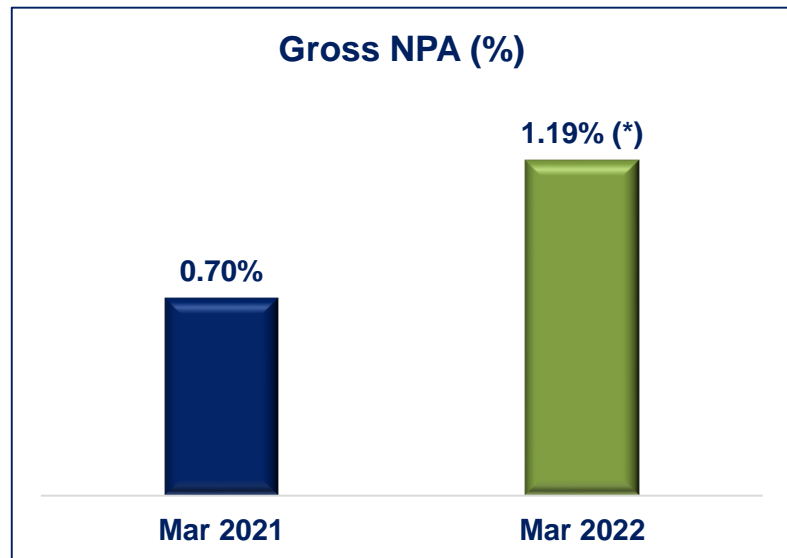
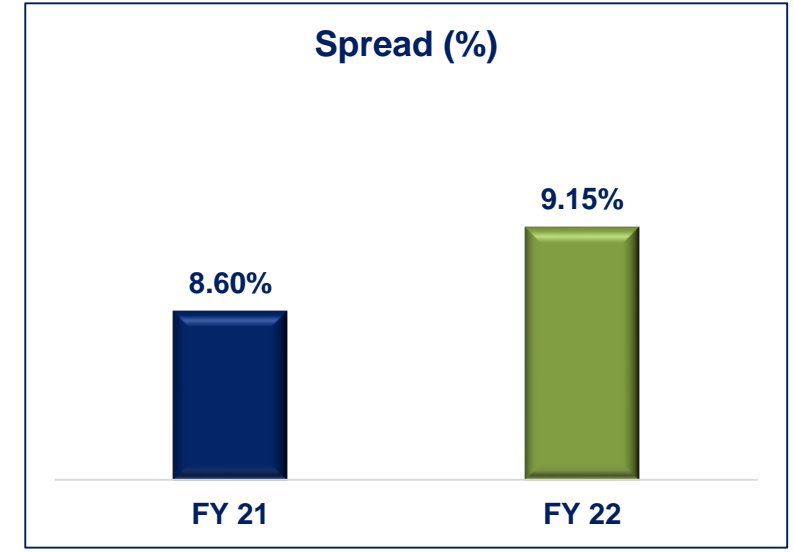
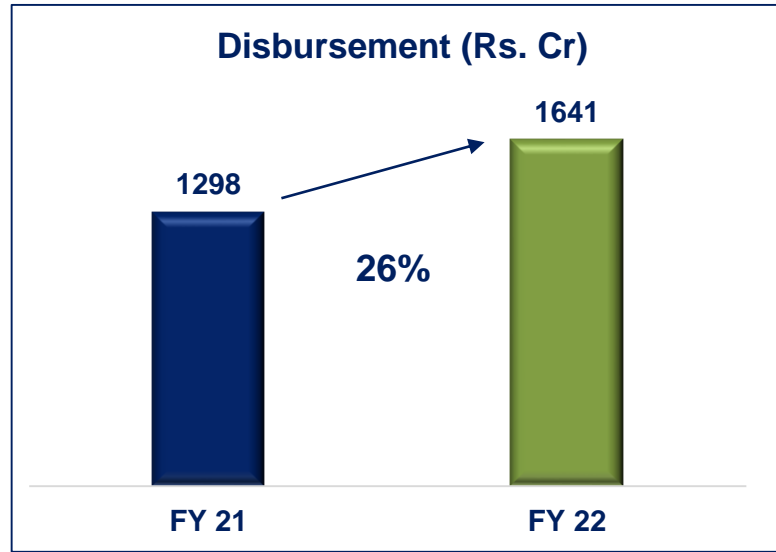
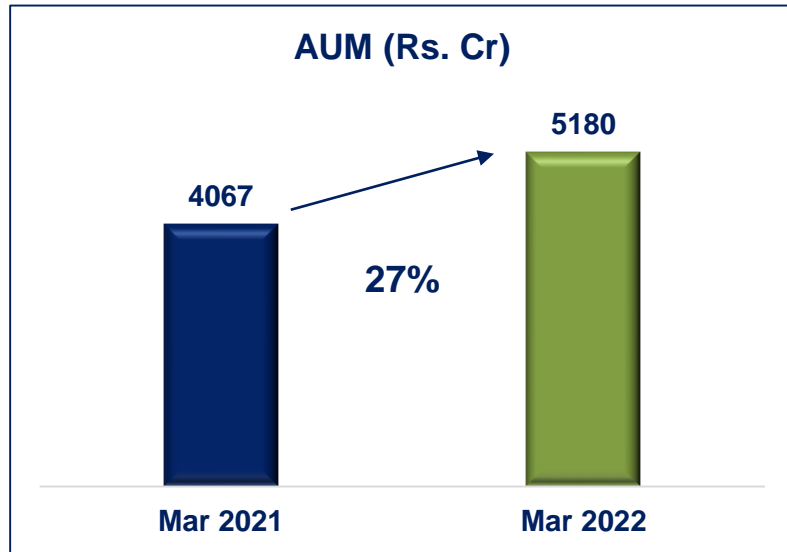
of Board Members across academic  
and professional domains

# Performance Highlights (Quarterly)



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

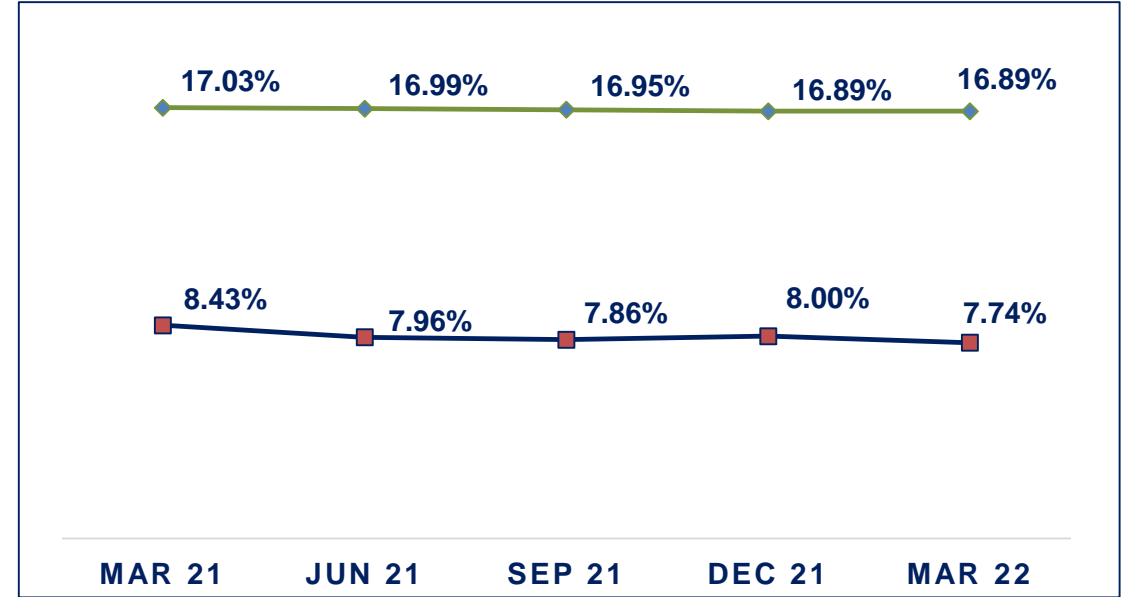
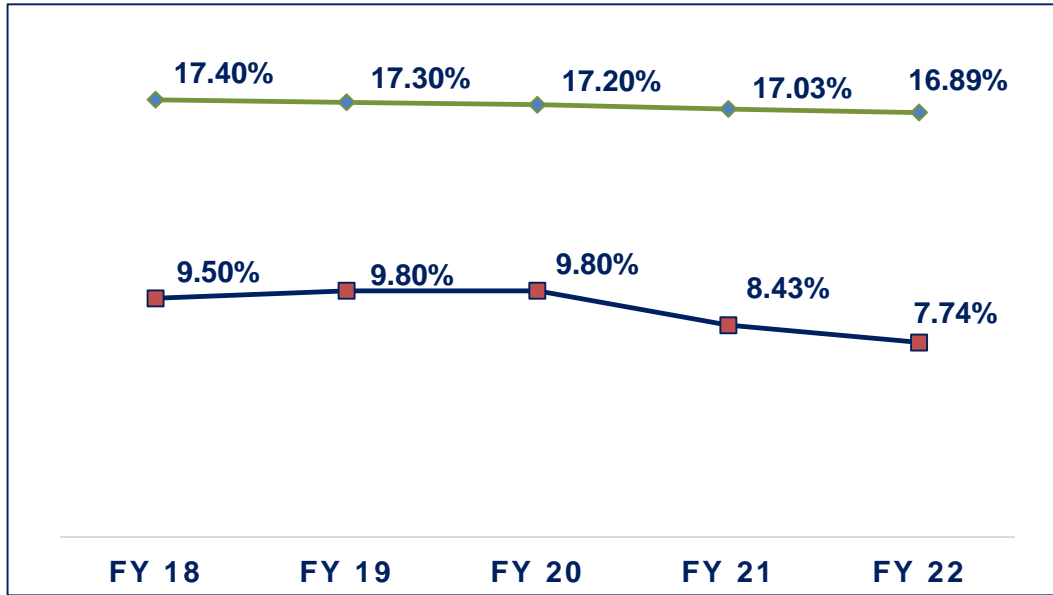
# Performance Highlights (Year on Year)



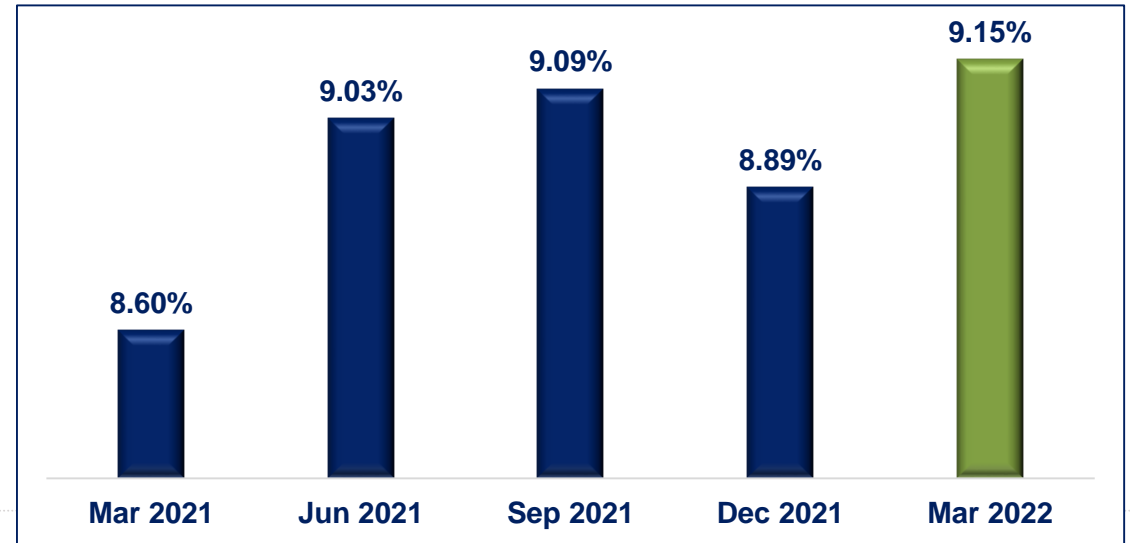
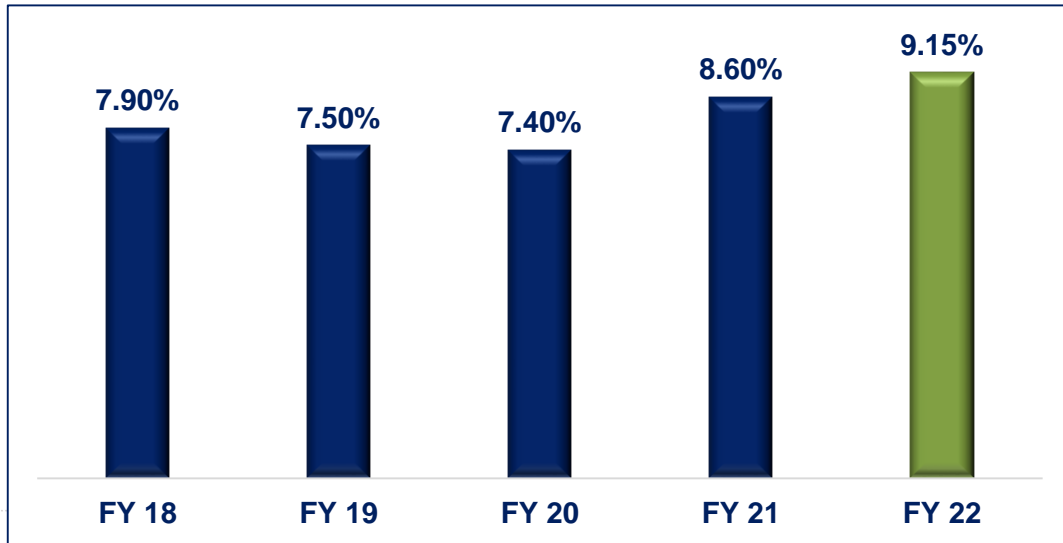
(\*) NPA as per RBI circular dated 12 Nov 2021

# Consistent NIMs

## Yields/Cost of Borrowings (%)



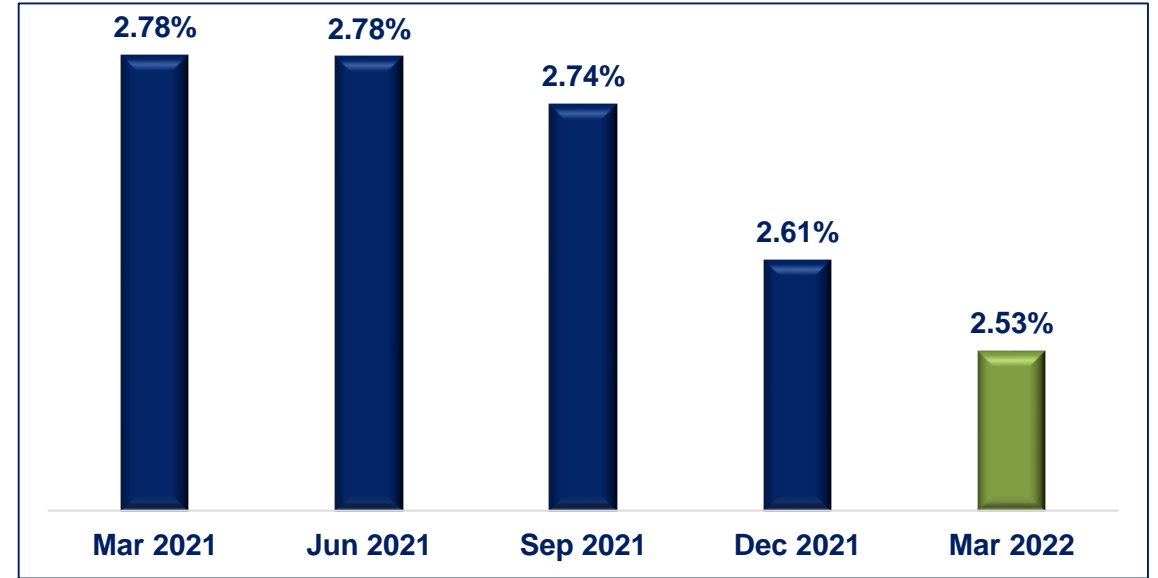
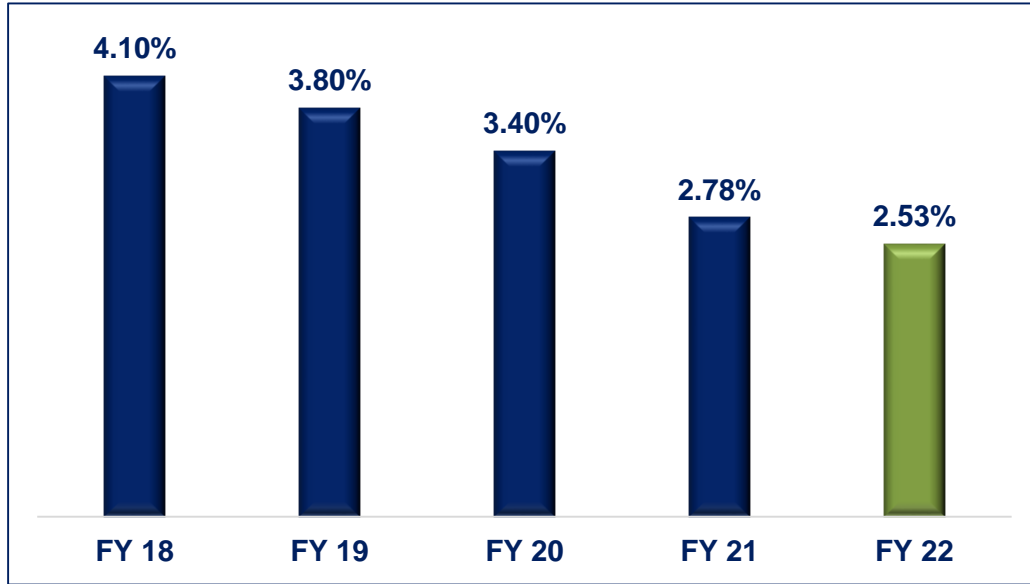
## Spread (%)



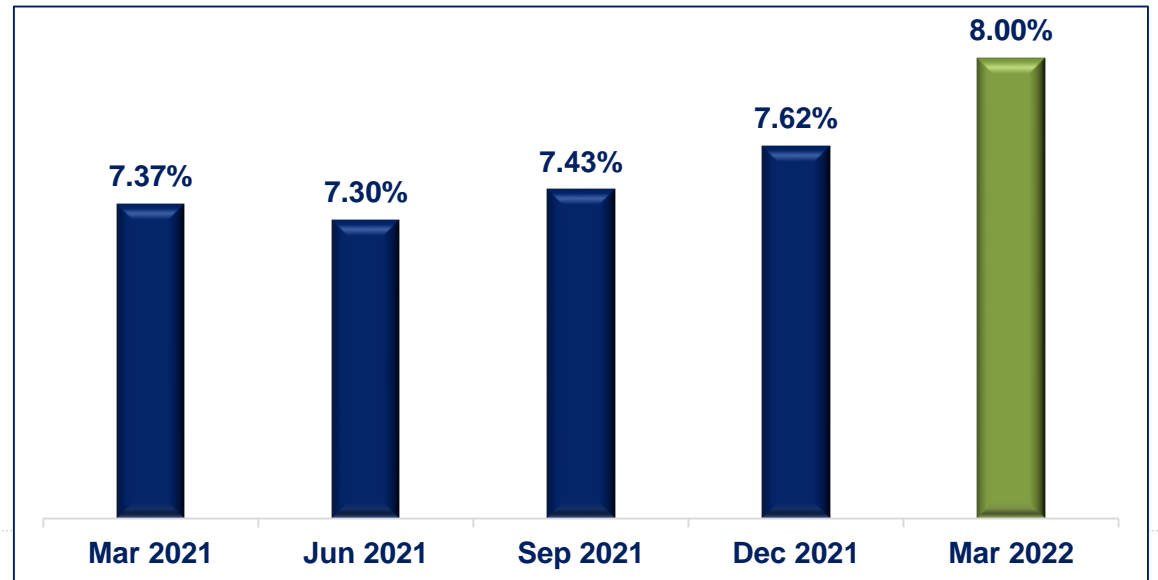
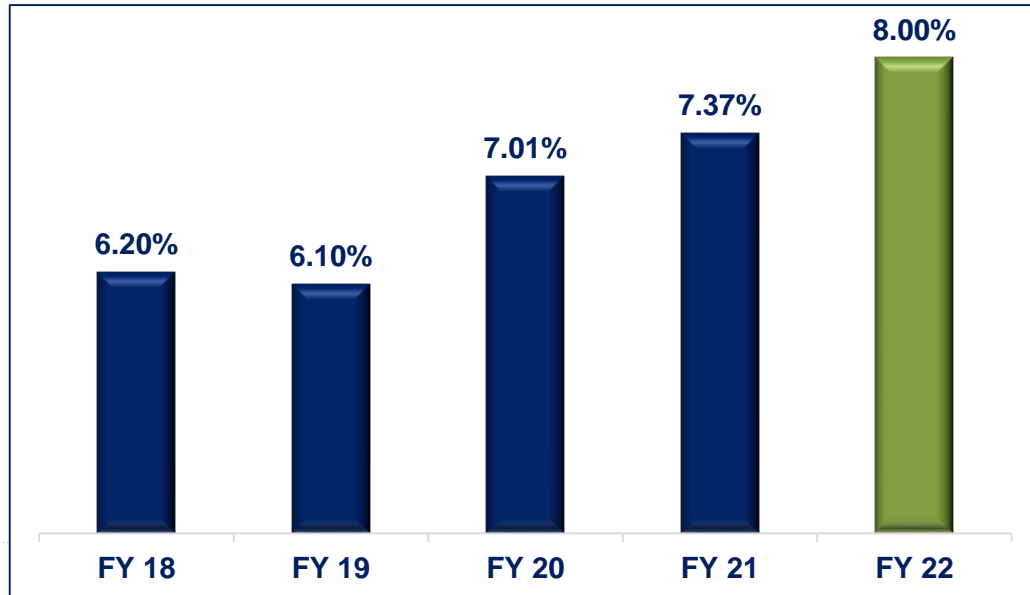


# Opex and ROA

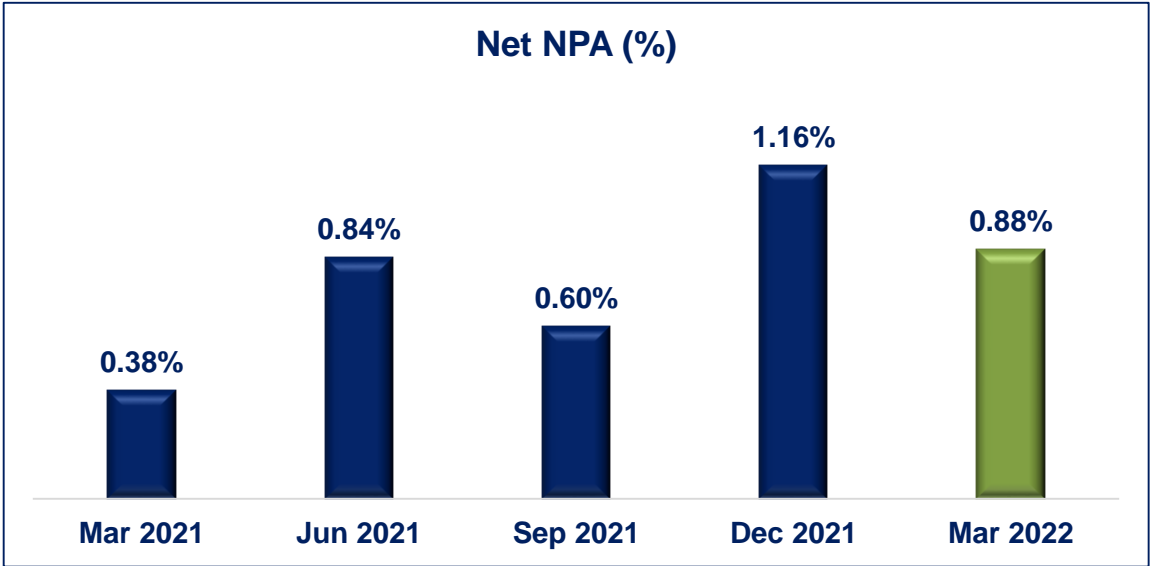
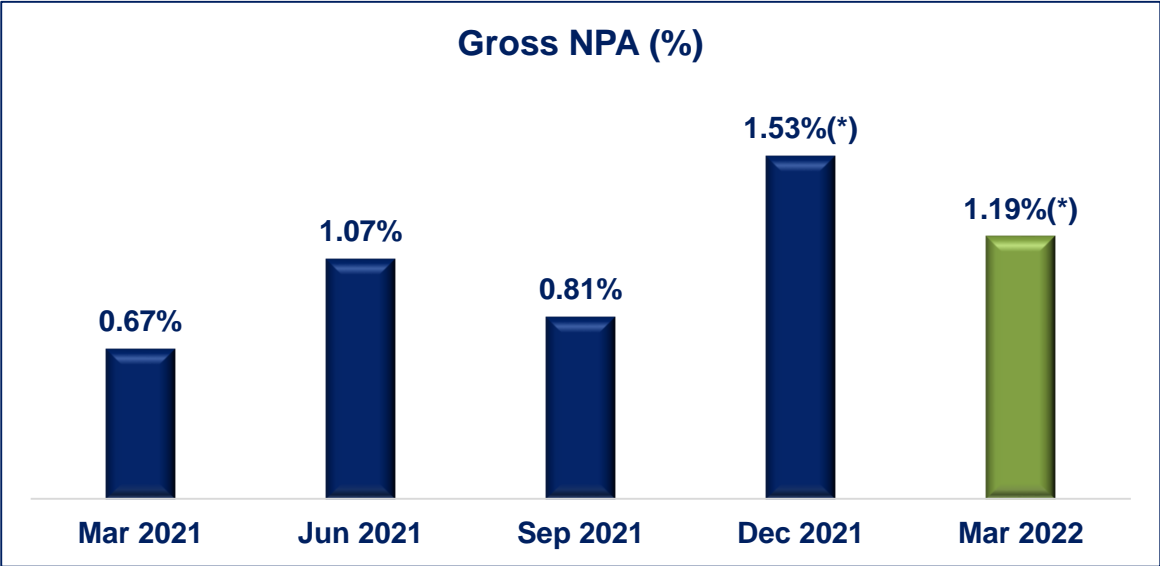
## Opex (%)



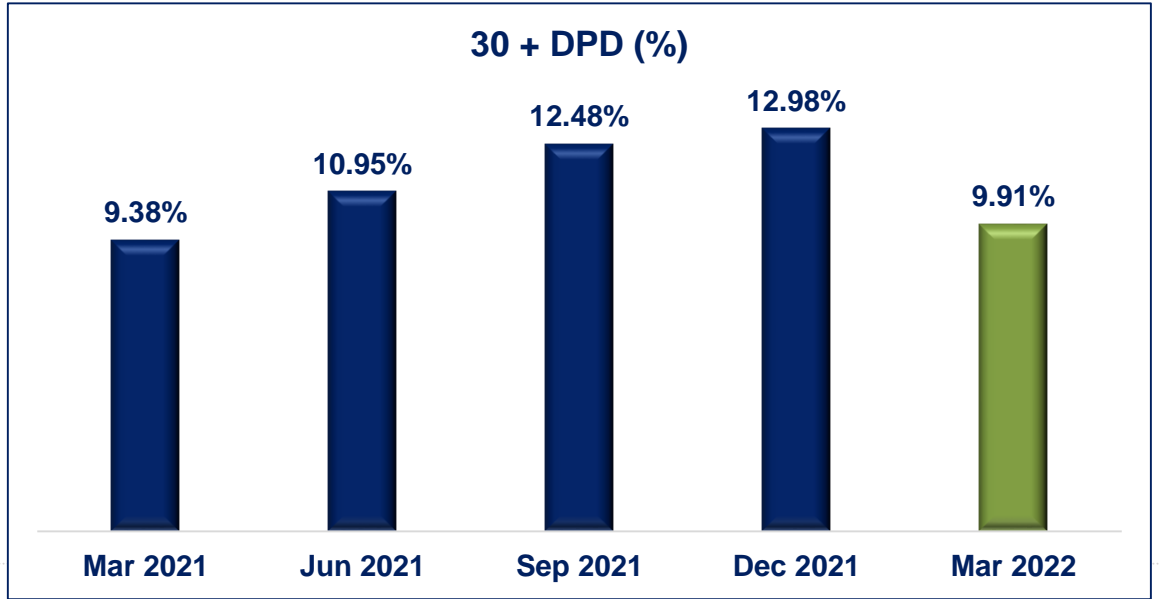
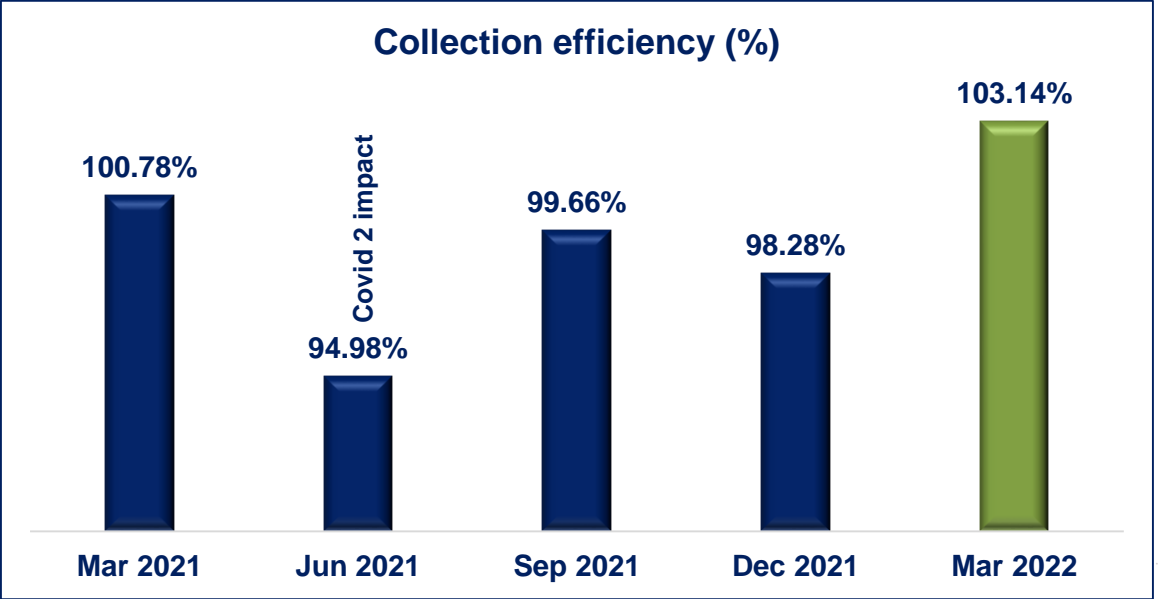
## ROA (%)



# Asset Quality

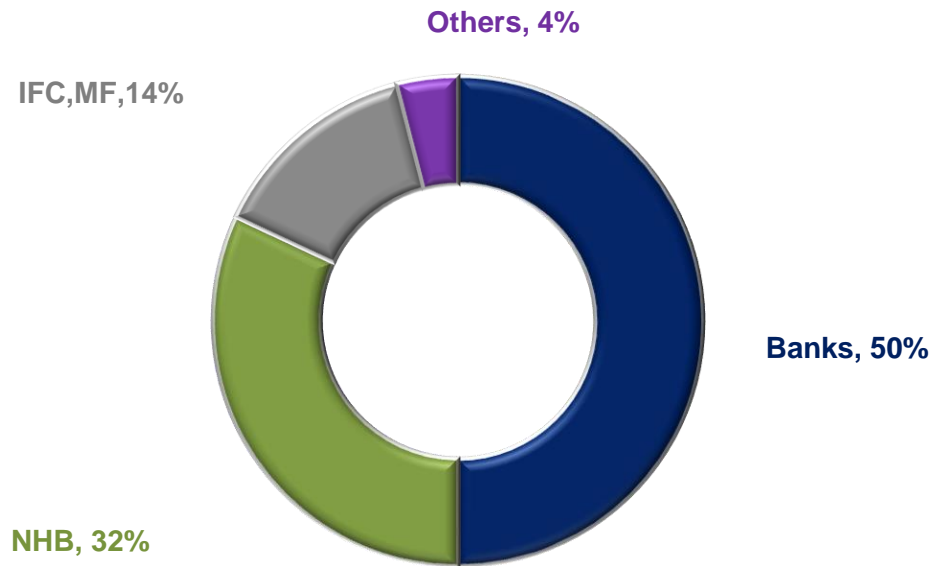


(\* ) NPA as per RBI circular dated 12 Nov 2021



# Robust Funding Management and Credit Profile

## Diversified and Balanced Funding Mix



No Exposure to Short term loan incl CPs

## 20+ Lender Relationships



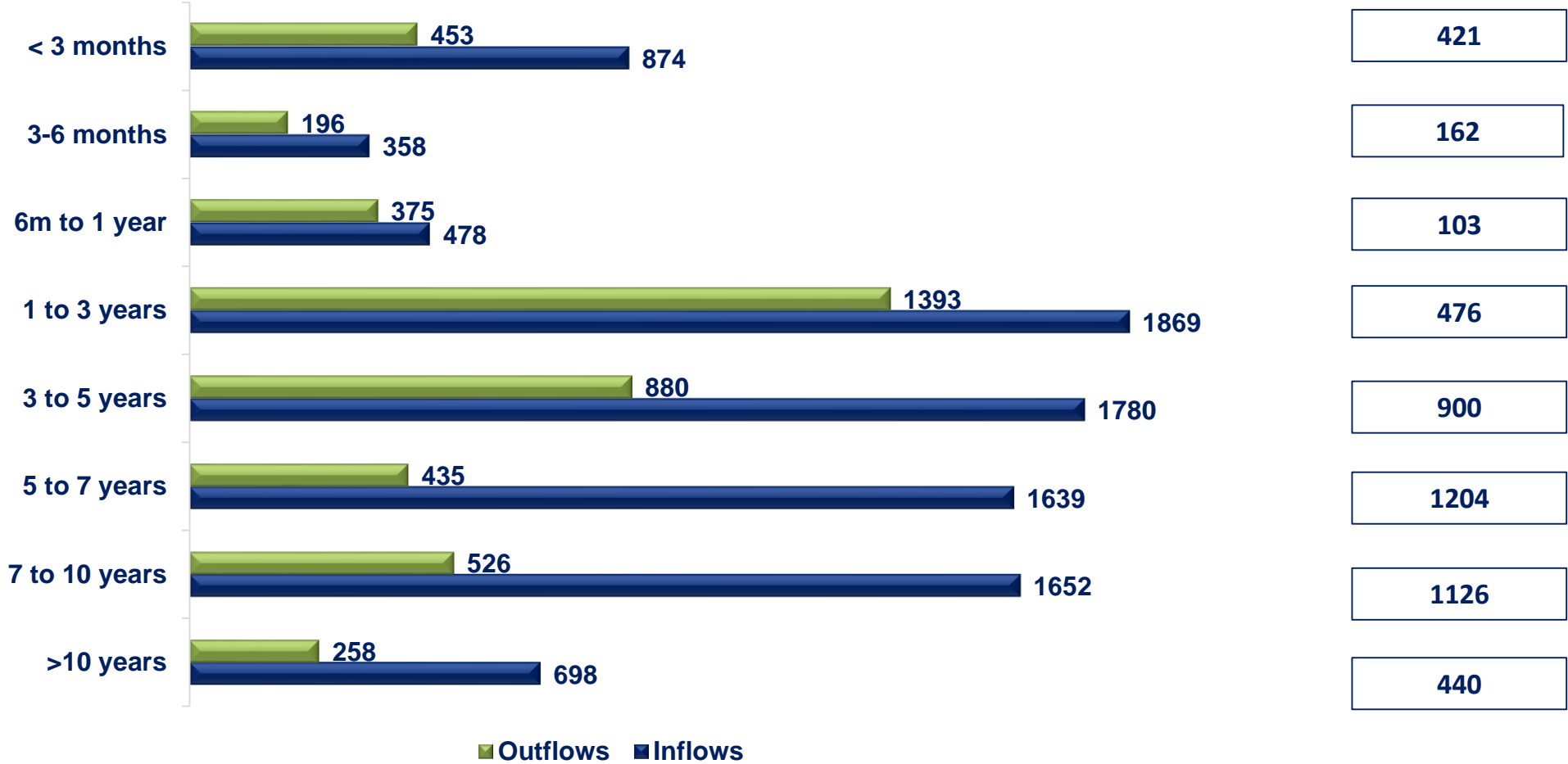
Avg. tenure of borrowings(months)	FY22	FY21	FY20
		84.7	83.3

• Others represents Securitisation

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

# ALM Surplus

Position as on 31 March 2022 (Rs.Cr)



# Comfortable liquidity position

Rs. Crores

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

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

# Key Growth Strategies



## Continued Focus on Existing Segment

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



## Deeper Penetration in Existing Markets

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



## Reduce Cost of Borrowings

- **Diversification** of borrowing profile
- **Continue to improve credit ratings**

# Experienced and Well Diversified Board

## CMD



**M. Anandan**

Chairman & Managing Director

## WestBridge Non-Executive Nominee Directors



**Sumir Chadha**

Nominee Director - WestBridge



**KP Balaraj**

Nominee Director - WestBridge

## Non-Executive Independent Directors



**S. Krishnamurthy**

Former MD and CEO, SBI Life Insurance



**K. M. Mohandass**

Partner, KM Mohandass & Co.



**Krishnamurthy Vijayan**

Former MD, JPM Asset Mgmt.



**Mona Kachhwaha**

Director – Impact Investors Council

## Non-Executive Independent Director



**VG Kannan**

Former- MD, SBI

## Non-Executive Directors



**Shailesh J. Mehta**

Partner, Granite Hill Capital Partners



**Suman Bolina**

Executive Managing Partner, Sri Santhi Corp.

# Stable Management Since Inception



**M. Anandan**

**Chairman & Managing Director**

4 decades of experience in Financial Services



**Balaji P**

**ED & CFO**

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



**Subramaniam G**

**ED - Chief of Business and Risk**

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



**C.T. Manoharan**

**Executive Vice President - Business Development**

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



**Sarath Chandran D**

**Executive Vice President - Collections and Technical**

Niche experience in collections and technical in housing finance industry



**V. Krishnaswami**

**Vice President - Information Technology**

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



**Ramesh K**

**Sr. Associate Vice President - Credit**

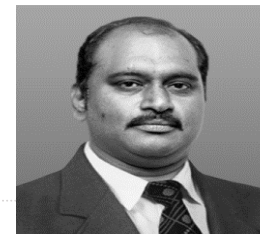
Rich experience in areas of Credit & Risk Management, Fraud Control and operations in retail finance.



**N. Srikanth**

**Vice President - Human Resource**

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



**Sundara Kumar V**

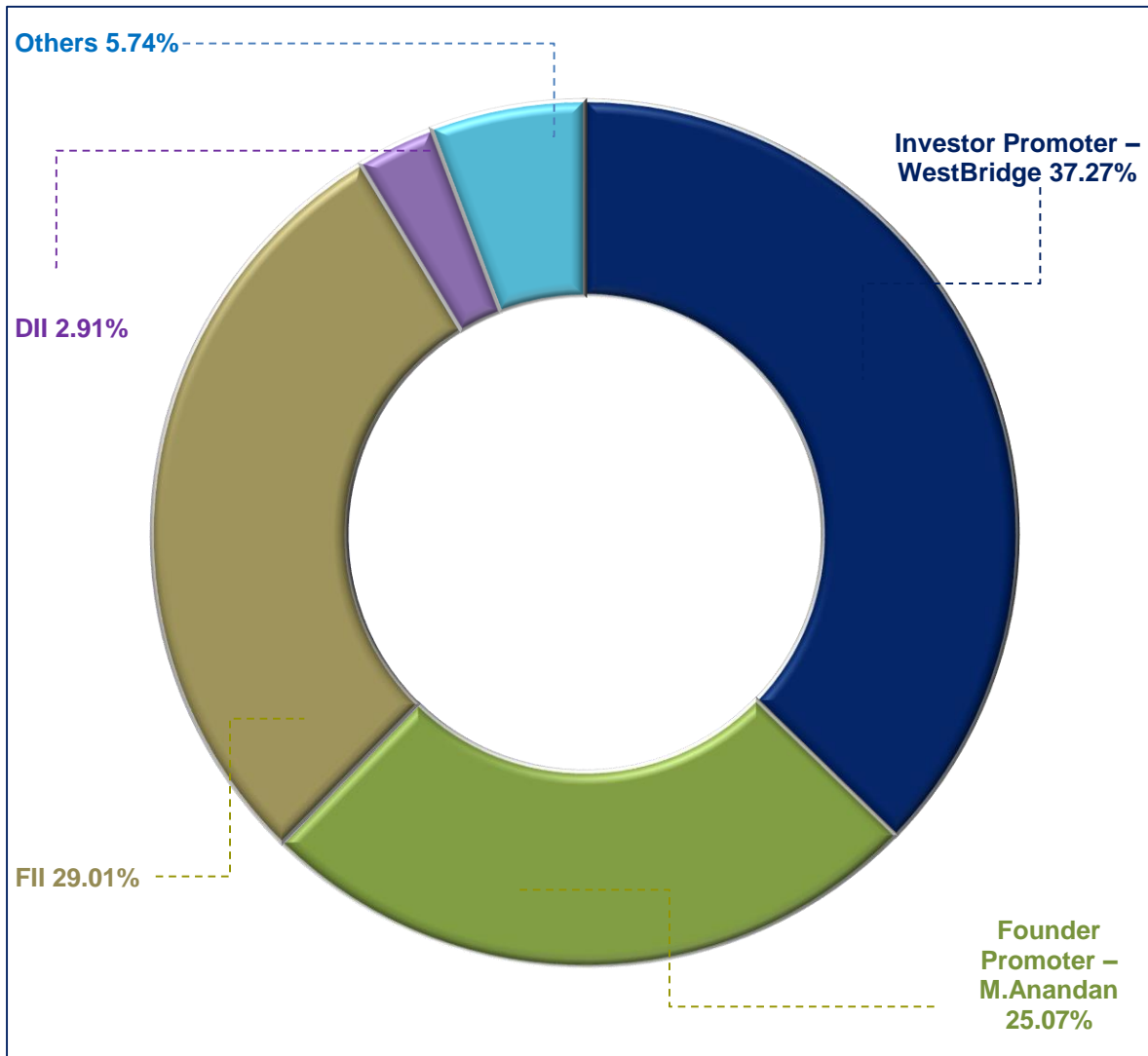
**Sr. Associate Vice President - Legal & Recovery**

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



# Diversified Shareholding

## Shareholding Pattern as on 31 Mar 2022



## Top Institutional Shareholders as on 31 Mar 2022

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

# Annexures

# Consolidated Statement of Profit and Loss(\*)

Rs. Crores

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

(\*) – Based on Ind AS

# Consolidated Statement of Assets and Liabilities(\*)

Rs. Crores

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

(\*) – Based on Ind AS

# Provision for Contingencies (ECL)

Rs. Lakhs

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

# RoA Tree

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

# Thank You