



Aptus Value Housing Finance India Limited
Investor Presentation | Q3 FY22

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Back ground



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 202 locations

Key Strengths



Snapshot - December 2021

Assets under Management (AUM)



Disbursement



Gross Stage 3(*)



GNPA before RBI circular at 1.11%

NIM



Opex to Assets



Profit After Tax



Return on Assets



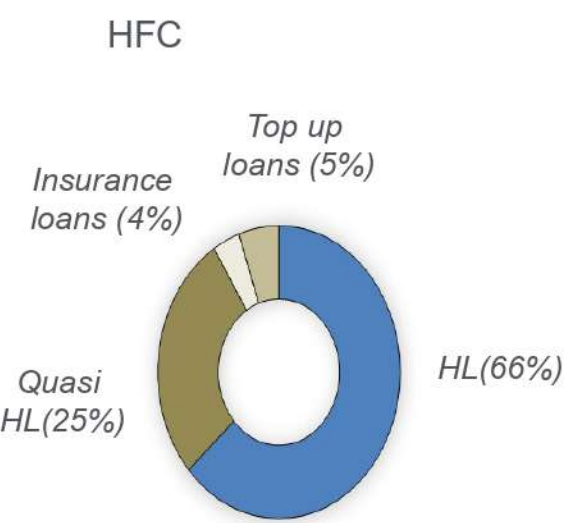
Return on Equity



YoY
QoQ

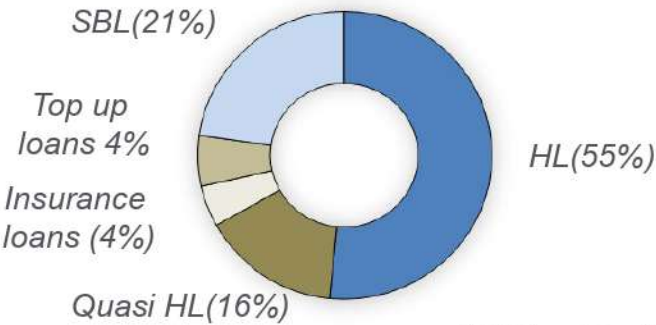
Diversified Loan Portfolio With Niche Customer Focus

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



AUM – Rs.4,138 Cr

Consolidated



AUM – Rs.4805 Cr



AUM – Rs.667 Cr

LIG Customers

73%
LIG

Self Employed Borrowers

72%
Self Employed

Rural Focus

66%
Rural

Average Ticket Size < Rs.10 lks

> 93%

100% In-House Operations

Fully In-House Team...



1,217+
Sales



212+
*Central
Credit*



211+
Legal & technical



361
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*
- *202 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

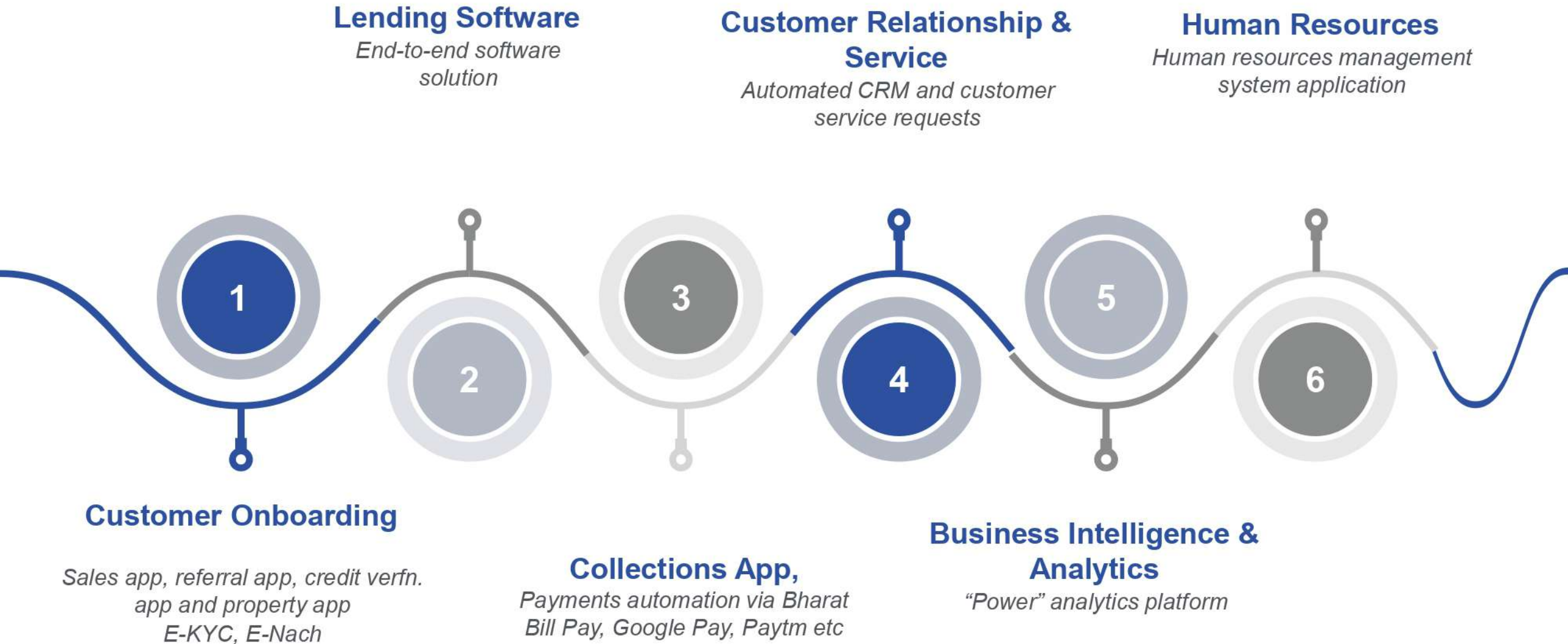
15-24 months

Monitoring early default signs

90 DPD

Legal action / SARFAESI

Information & Technology : Key Enabler of Growth



Scalability



Tamil Nadu



Andhra Pradesh



Telangana



Karnataka

Per Capita GDP

Compared to national average of INR 157k

1.8x

1.1x

1.5x

1.5x

GDP Growth

India average: 4%

13%

9%

8%

7%

State	No of branches	% of AUM as on				
		Q3 FY 22	Q2 FY 22	FY 21	FY 20	FY 19
TamilNadu	79	49%	50%	52%	56%	60%
AndhraPradesh	71	30%	29%	28%	25%	21%
Telangana	31	12%	11%	10%	10%	9%
Karnataka	21	9%	10%	10%	10%	11%
Total	202	100%	100%	100%	100%	100%

Branch Productivity as on Dec 31, 2021

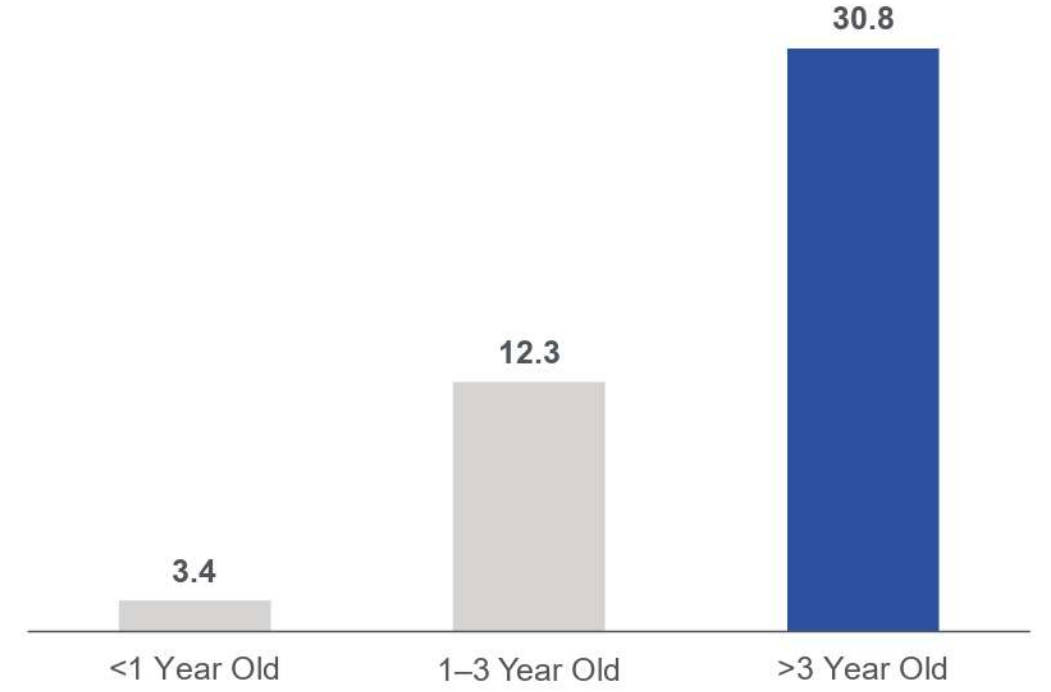
AUM per Branch (Rs. Cr)

of Branches

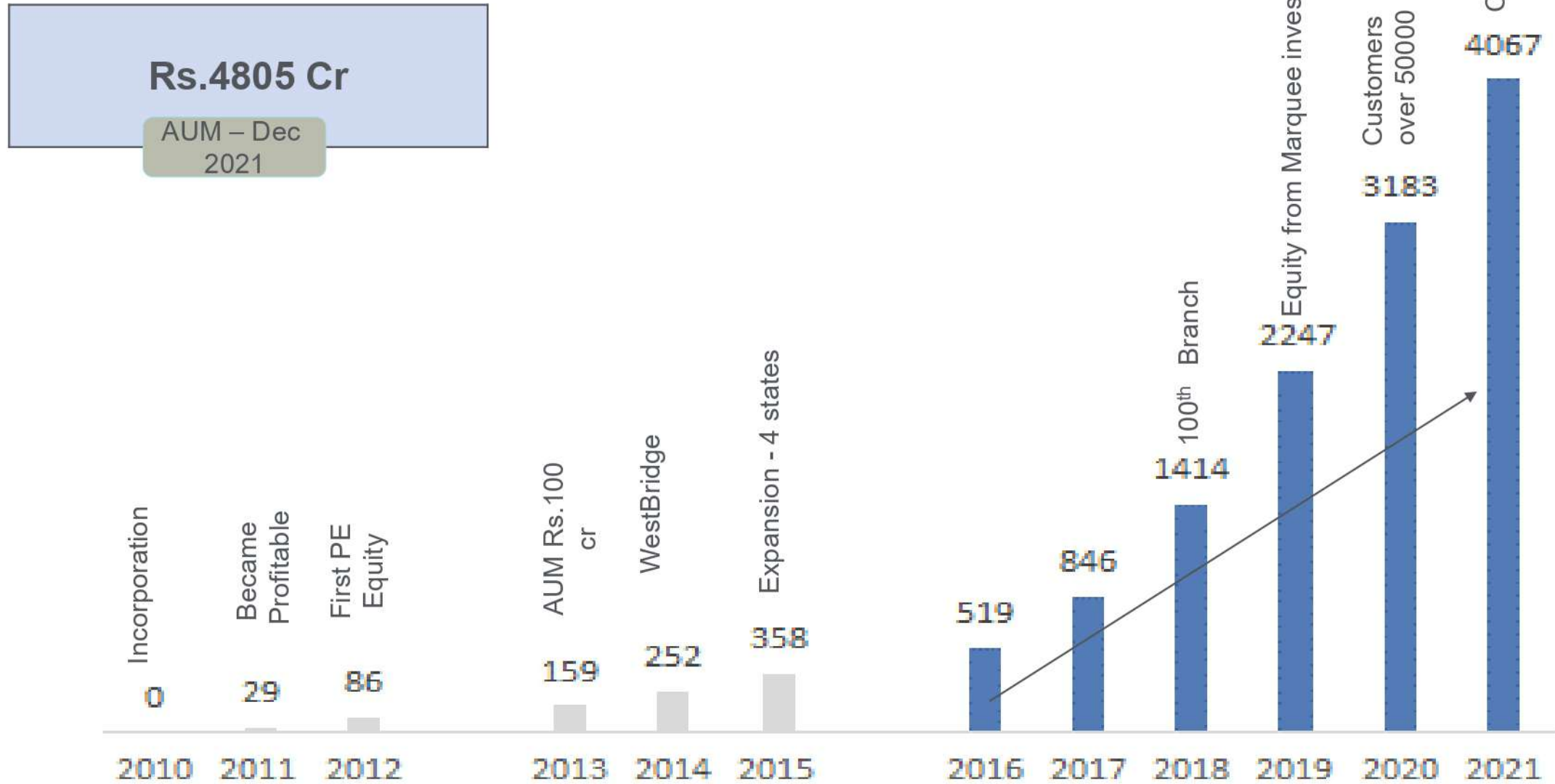
21

47

134



Scalable Operating Model



(*) – WestBridge, Malabar Sequoia, Steadview

Resilient Model Across Economic Cycles

	GST Implementation FY18	NBFC Liquidity Crisis FY20	Covid-19 (first wave) FY21	Covid-19 (Second wave) 9M FY22
AUM growth (YoY)	66%	41%	28%	24%(*)
Yield ⁽¹⁾	17%	18%	17%	17%
GNPA	0.5%	0.7%	0.7%	1.53%(#)
ROA	6.0%	7.8%	7.4%	7.8%(*)

(*) Annualised

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

Strong ESG Focus



Focus on financial inclusion

73%
LIG

72%
Self-employed

40%
New to Credit



Improving Living Standards

Employment
in rural / semi-urban areas

Support
to borrowers



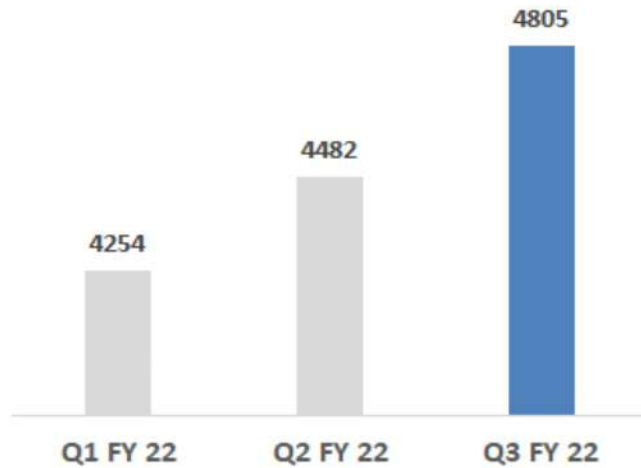
Strong Corporate Governance

NIL
Material Civil litigation

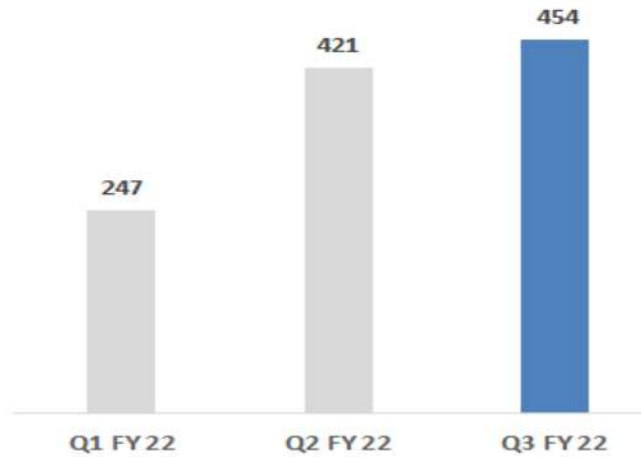
Diversified Experience
of Board Members across academic and professional domains

Performance Highlights (Quarterly)

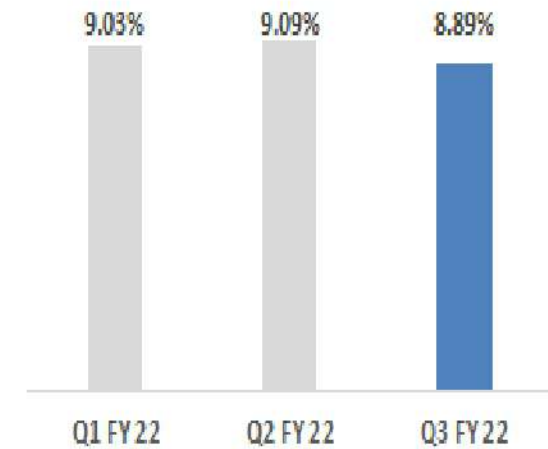
AUM(Rs. Cr)



Disbursement(Rs. Cr)



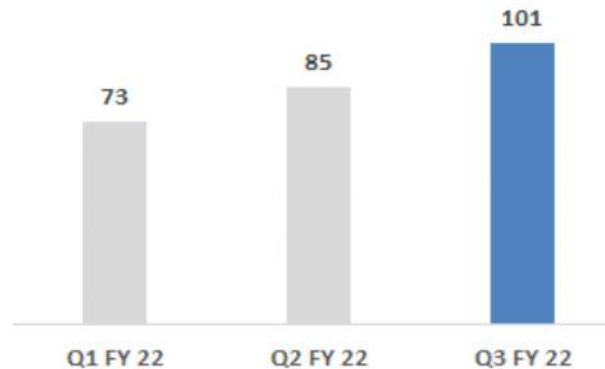
NIM(%)



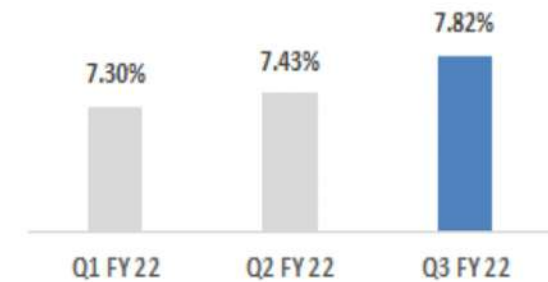
Gross NPA(%)^(*)



PAT(Rs. Cr)



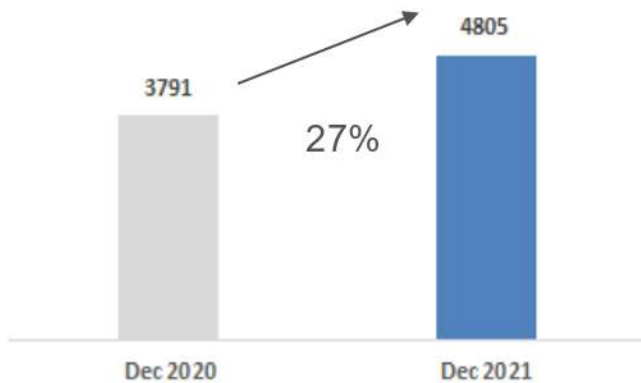
ROA(%)



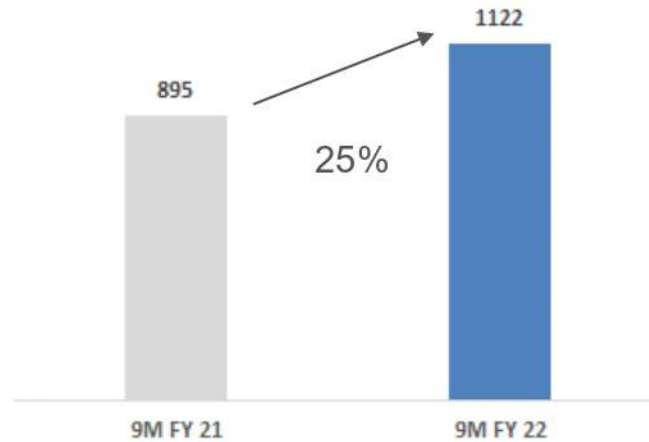
^(*) NPA as on Dec 21 before RBI circular at 1.11%

Performance Highlights (Year on Year)

AUM(Rs. Cr)



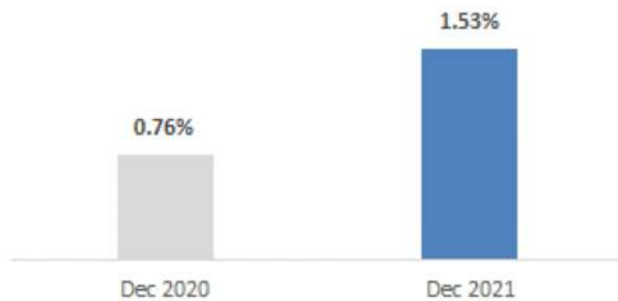
Disbursement(Rs. Cr)



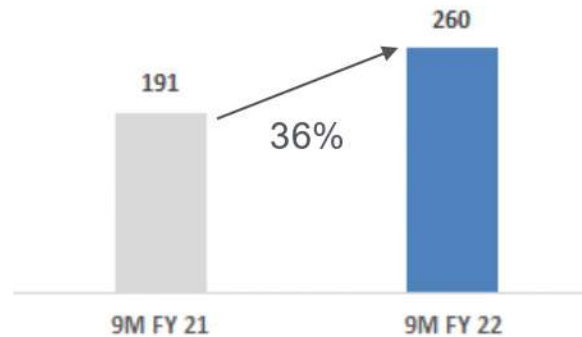
NIM(%)



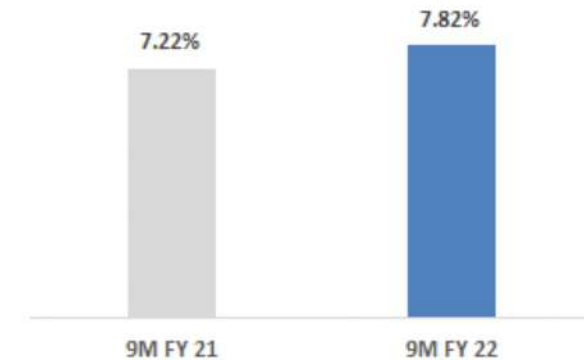
Gross NPA(%)(*)



PAT(Rs. Cr)



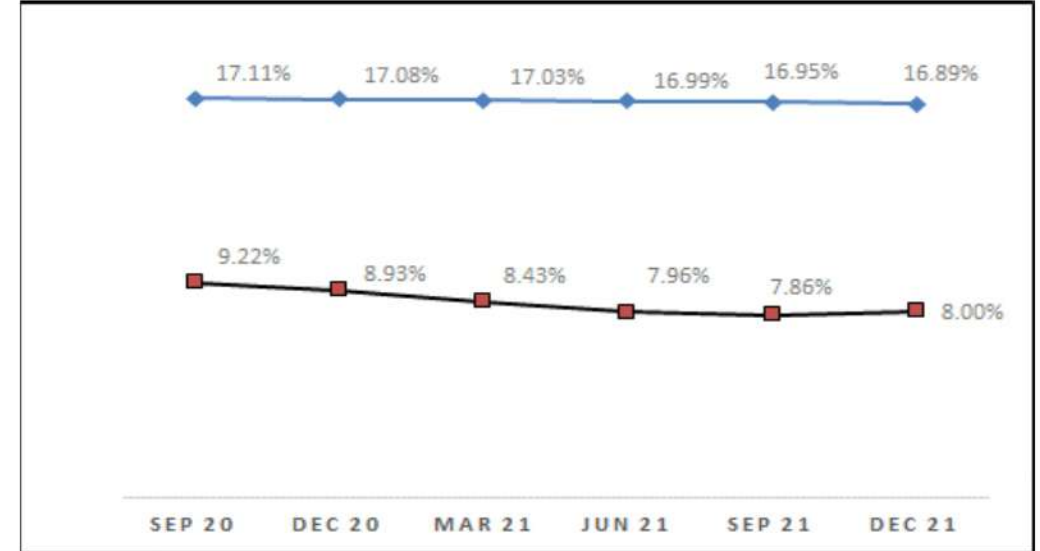
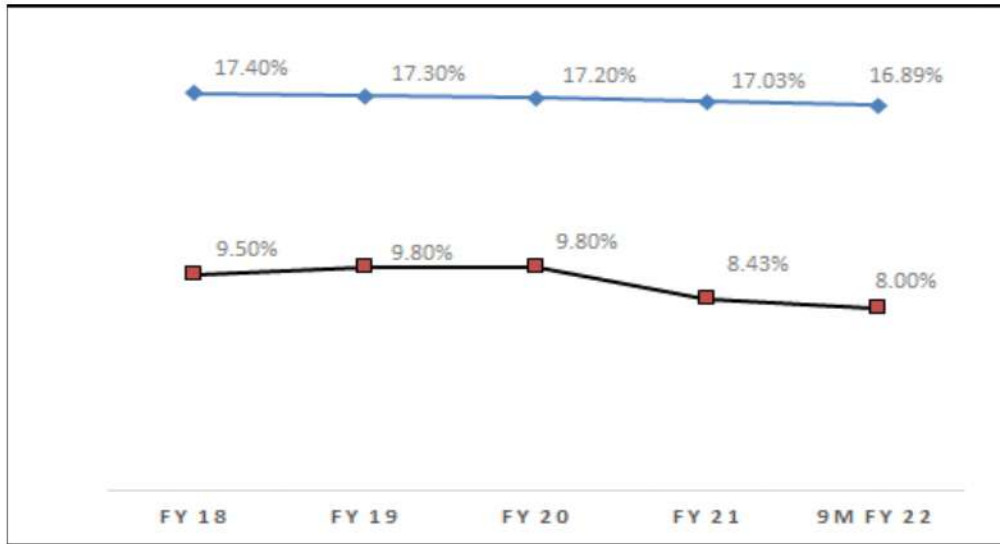
ROA(%)



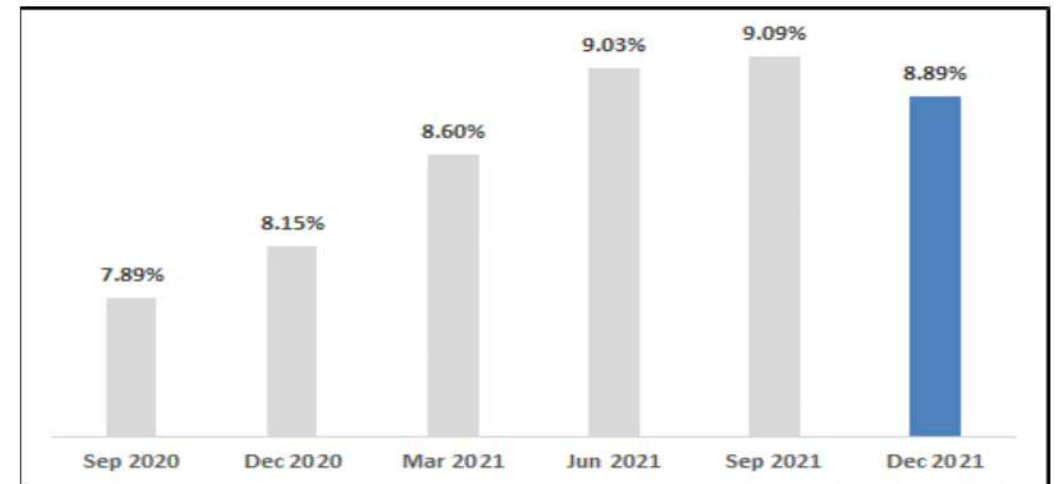
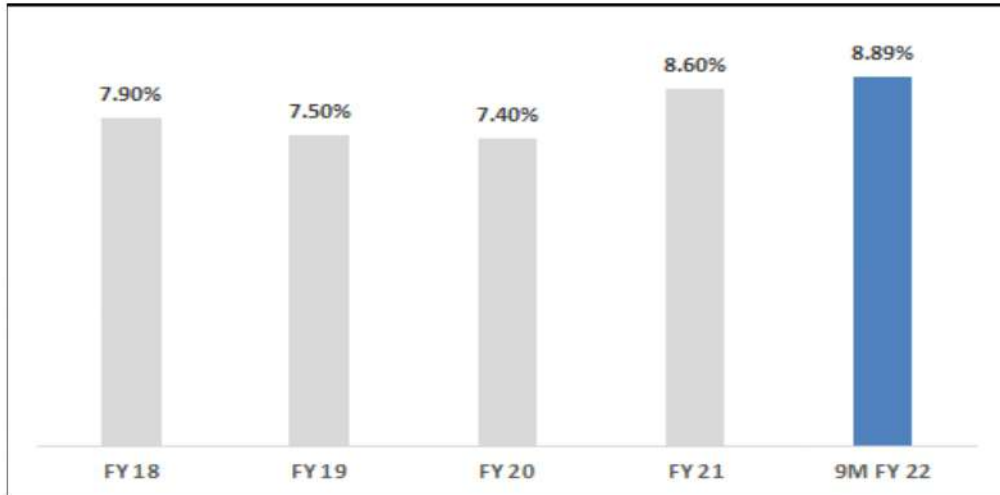
(*) NPA as on Dec 21 before RBI circular at 1.11%

Consistent NIMs

Yields/Cost of Borrowings (%)

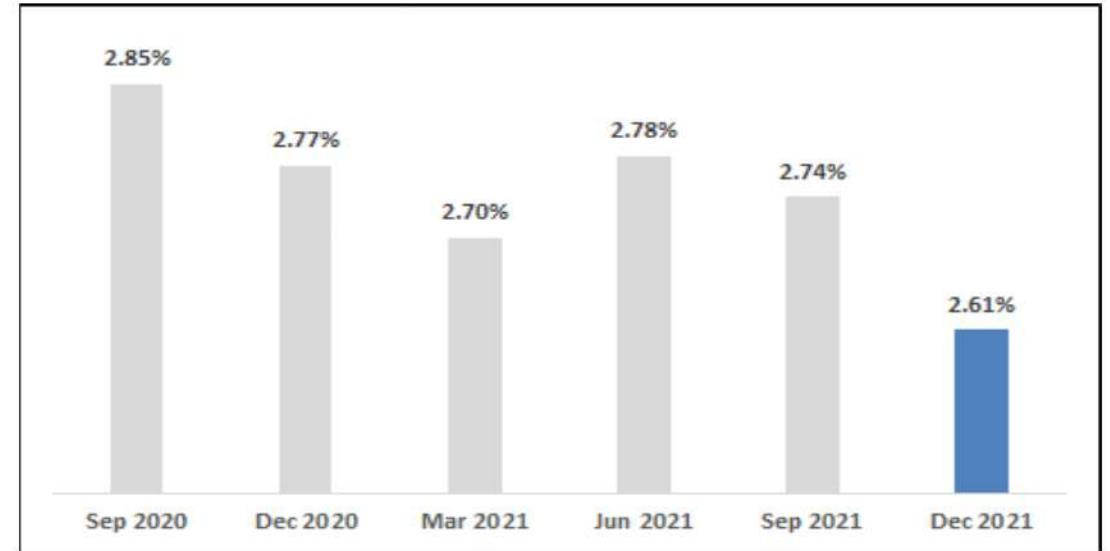
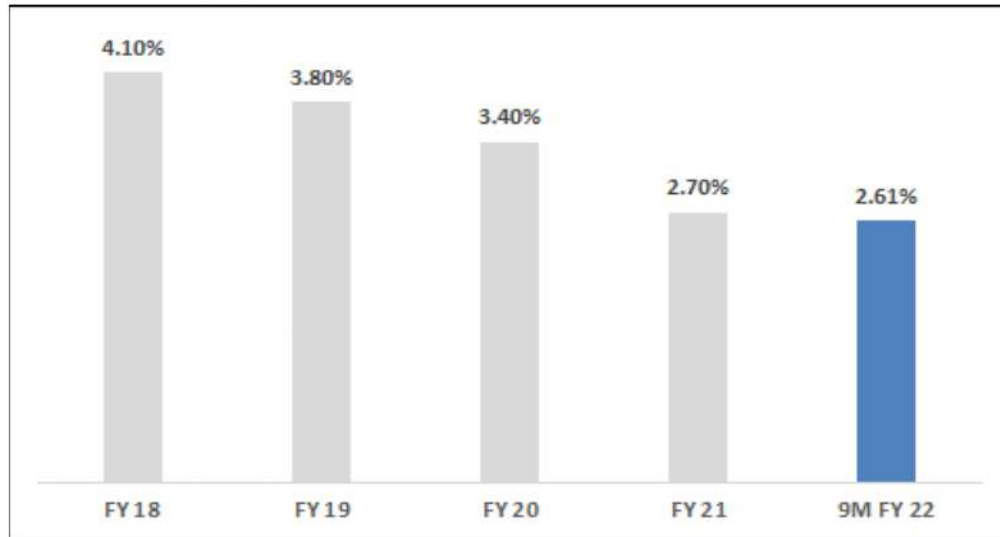


NIM (%)

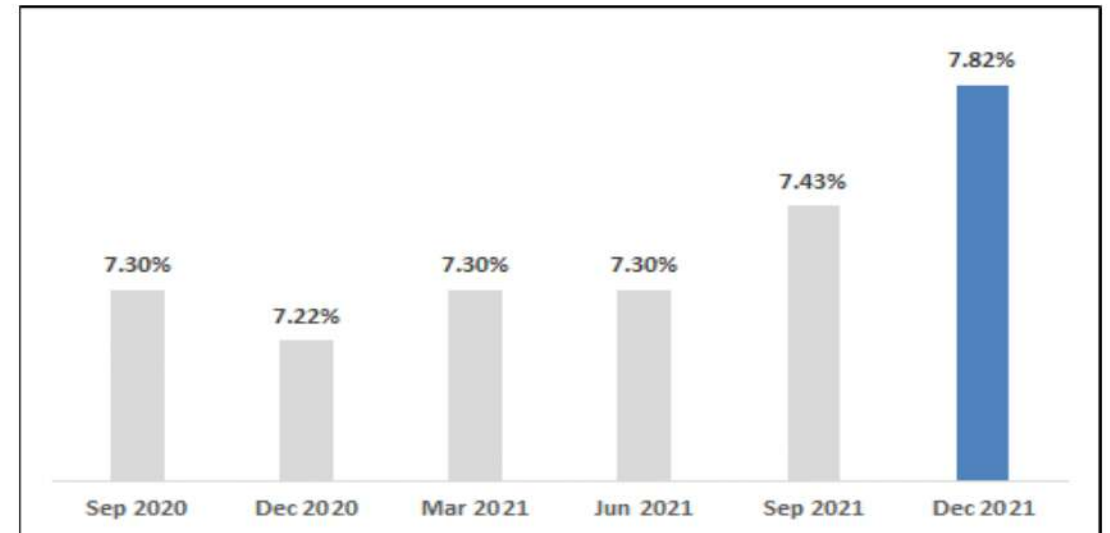
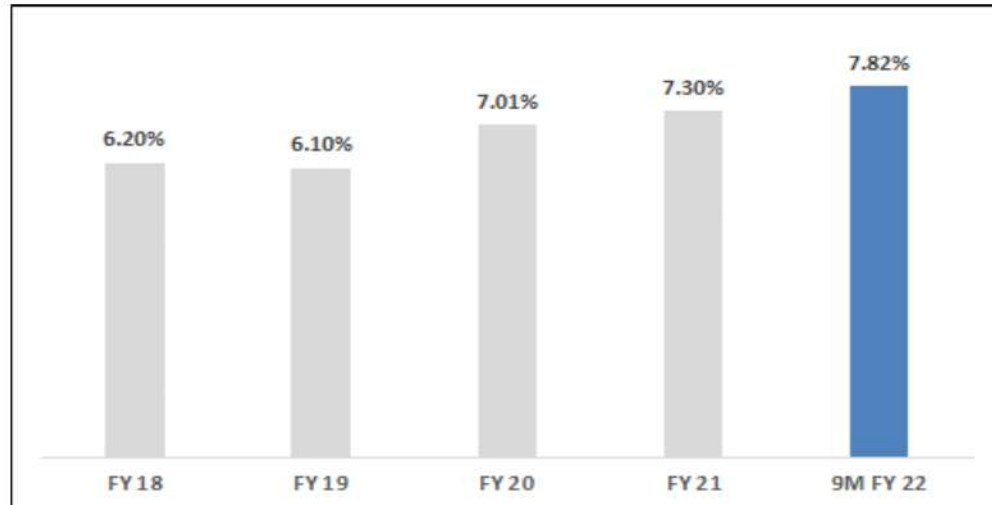


Opex and ROA

Opex (%)



ROA (%)

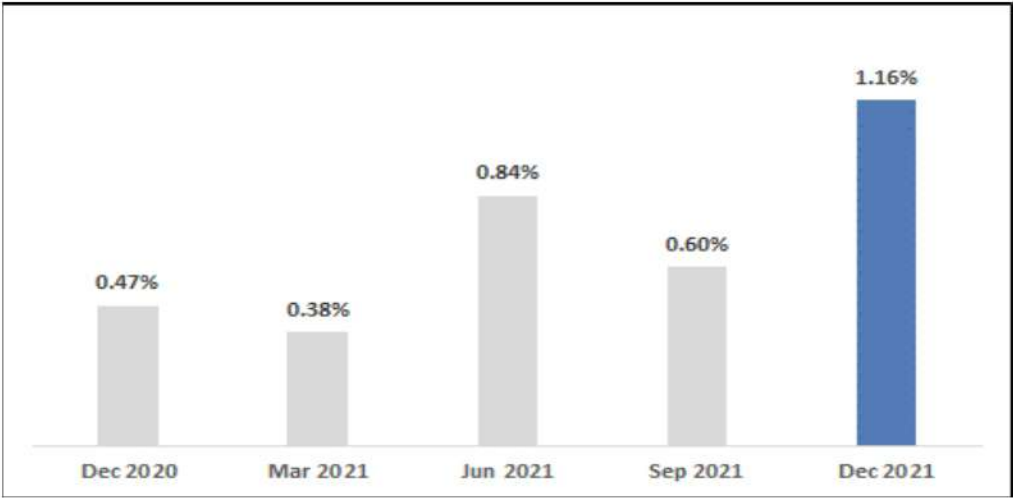


Asset Quality

Gross NPA (%)^(*)

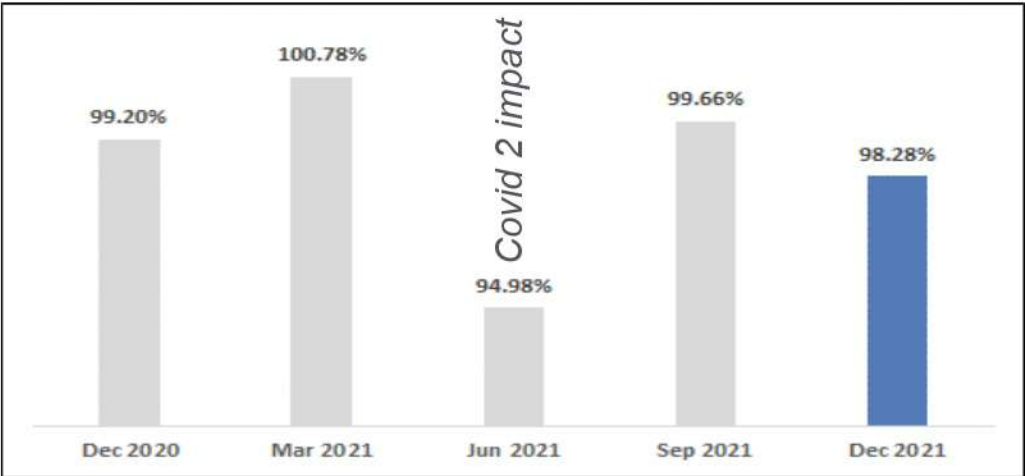


Net NPA (%)

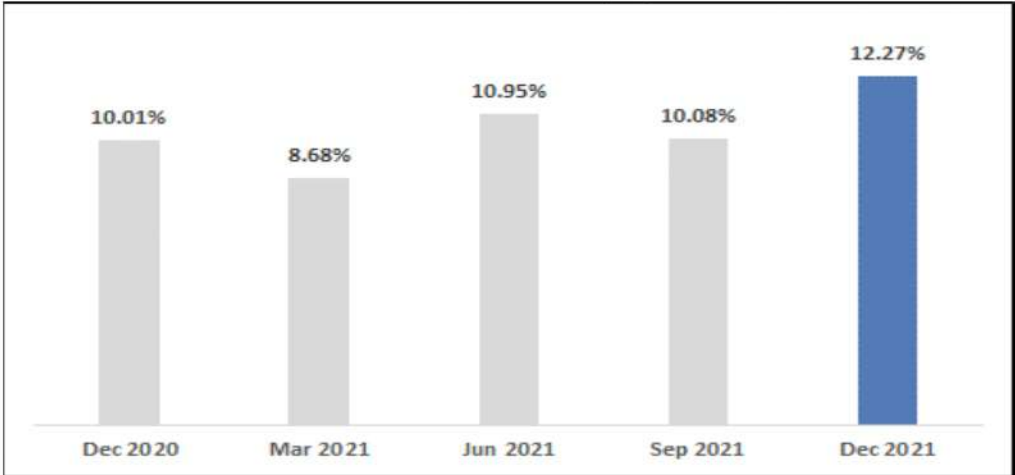


() NPA as on Dec 21 is as per the RBI circular dated 12 Nov 2021*

Collection efficiencies (%)



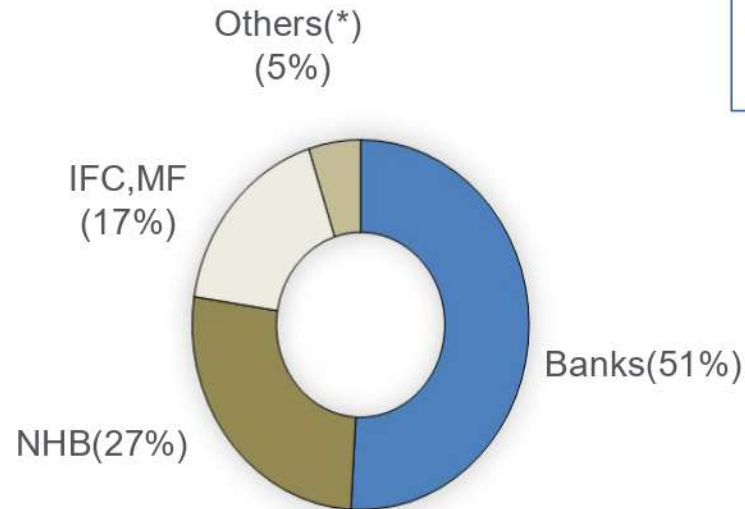
30 + DPD (%)



Robust Funding Management and Credit Profile

Diversified and Balanced Funding Mix

Sources of funds mix (%)



No Exposure
to Short term
loan incl CPs

20+ Lender Relationships

DFI

NHB

International Finance
Corporation

Private Sector

HDFC Bank

Axis Bank

Federal Bank

ICICI Bank

Public Sector

SBI

PNB

Bank of Baroda

Bank of India

Avg. tenure
of
borrowings

9MFY22

FY21

FY20

80.2

83.3

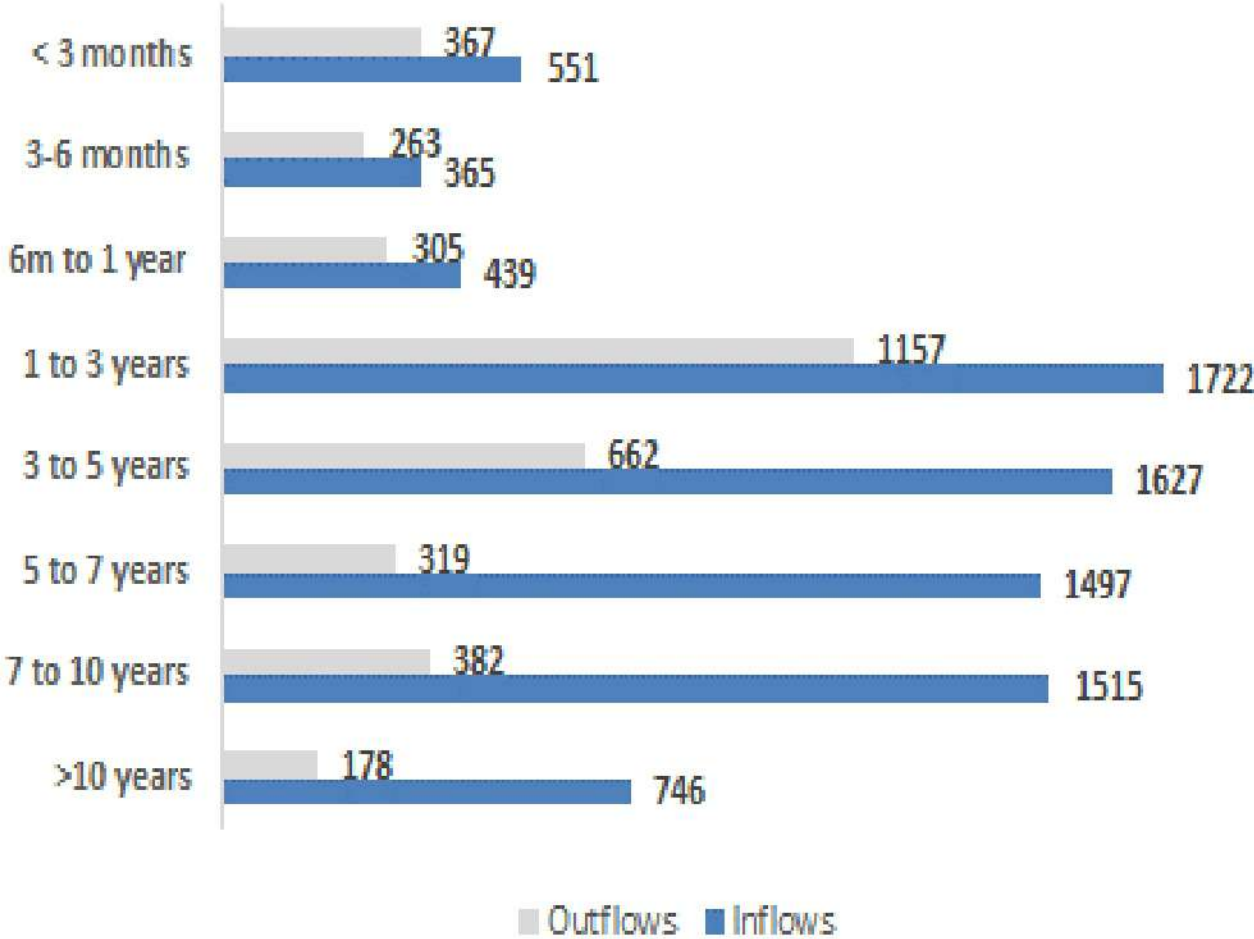
83.2

• Others represents Securitisation

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

ALM Surplus

Position as on 31 December 2021 (Rs.Cr)



Surplus

184
102
134
565
965
1178
1133
568

Comfortable liquidity position

Rs. Crores

Particulars	As on 31 Dec 2021	Q4 FY 22	Q1 FY 23	Q2 FY 23
Cash and Cash Equivalents	268			
Opening Liquidity		268	867	920
Add: Undrawn Sanctions		565		
Add: Principal repayments and surplus from operations		202	239	276
Less: Debt repayments		168	187	177
Closing Liquidity		867	920	1,020

- High cost loans being prepaid or renegotiated
- Rs.920 crores available for business upto June 2022
- Undrawn sanctions includes Rs.400 crores to be drawn from NHB and the balance from banks

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.



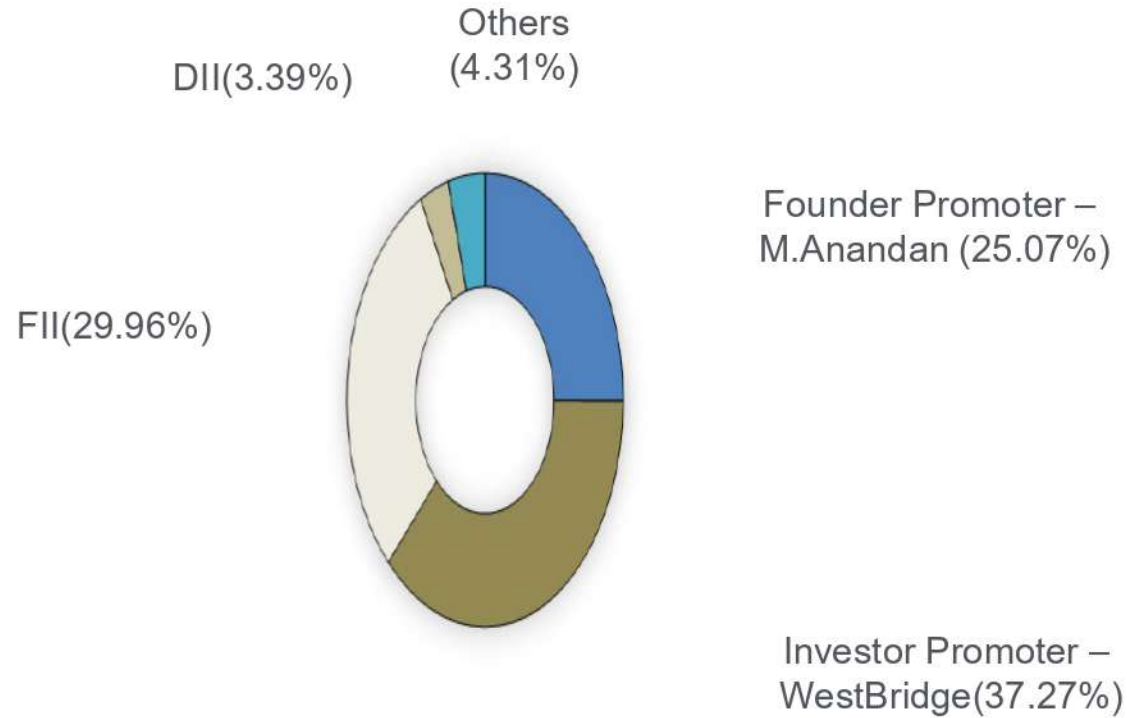
N. Srikanth

Vice President - Human Resource

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

Diversified Shareholding

Shareholding Pattern as on 31 Dec 2021



Top Institutional Shareholders as on 31 Dec 2021

Investor Details	% of holding
Key Investors	
Malabar Group	8.51
Steadview Capital	3.47
Sequoia	3.21
Ward Ferry	2.87
Madison	2.79
Genesis	1.44
Aberdeen	1.29
Capital Research	1.27
Neuberger Berman	1.22
DSP Mutual Fund	0.67

Annexures

Consolidated Statement of Profit and Loss(*)

Rs. Crores

Particulars	Q3 FY 22	Q2 FY 22	Q3 FY 21	9M FY 22	9M FY 21	Growth	
						Q3 FY 22 over Q2 FY 22	9M FY 22 over 9M FY 21
Interest income on loans	204.96	191.69	159.10	575.91	453.41		
Processing fees and other income	13.13	11.55	10.08	31.96	19.98		
Interest expense	48.52	55.25	53.34	159.27	154.04		
NIM	169.57	147.99	115.84	448.60	319.35	15%	40%
Operating expenses	27.65	31.18	25.78	86.91	69.44		
ECL Provision/NPA	10.80	7.46	0.31	26.10	2.77		
Profit before tax	131.12	109.35	89.75	335.59	247.14	20%	36%
Provision for Taxation	29.68	24.13	20.90	75.42	55.83		
Profit After Tax	101.44	85.22	68.85	260.17	191.31	19%	36%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs. Crores

Particulars	31-Dec-21	31-Mar-21
Sources of Funds		
Share capital	99.38	94.93
Reserves & Surplus	2706.84	1,884.52
Total Networth	2,806.22	1,979.45
Borrowings	2149.06	2,507.97
Other liabilities and provisions	37.22	32.73
Total	4,992.50	4,520.15
Application of Funds		
Loan Assets	4698.07	3989.80
Fixed Assets	3.99	2.75
Liquid Assets - Bank FDs, MFs	267.87	490.54
Other Assets	22.57	37.06
Total	4,992.50	4520.15

(*) – Based on Ind AS

Provision for Contingencies (ECL)

Rs. Lakhs

Particulars	Aptus			
	Consolidated			
	31-Dec-21	30-Sep-21	30-Jun-21	31-Mar-21
Gross Stage 3 GNPA	7,357.38	3,623.42	4,494.99	2,717.11
% portfolio in Stage 3 (GNPA%)	1.53%	0.81%	1.06%	0.67%
ECL Provision Stage 3	1,851.28	911.65	1,073.89	1,178.23
Net Stage 3	5,506.10	2,711.77	3,421.10	1,538.88
Provision coverage ratio (PCR)	25.16%	25.16%	23.89%	43.36%
Gross Stage 1 & 2	4,73,223.83	4,44,585.81	4,20,935.95	4,04,058.18
% portfolio in stage 1 & 2	98.47%	99.19%	98.94%	99.33%
ECL Provision Stage 1 & 2	2,441.53	2,301.00	1,387.38	504.51
Net Stage 1 & 2	4,70,782.29	4,42,284.81	4,19,548.57	4,03,553.67
Provision coverage ratio (PCR)	0.52%	0.52%	0.33%	0.12%
Total AUM	4,80,581.21	4,48,209.23	4,25,430.94	4,06,775.29
ECL Provision	4,292.81	3,212.65	2,461.27	1,682.74
Provision coverage ratio (PCR)	0.89%	0.72%	0.58%	0.41%

RoA Tree

Particulars	9M FY 22	FY 21
Revenue from operations/Avg Loan book	17.61%	17.60%
Other Income/Avg loan book	0.60%	0.50%
Total Revenue/Avg loan book	18.22%	18.10%
Finance cost/Avg loan book	4.79%	5.70%
Spread/Avg loan book	13.43%	12.40%
Operating expenses/Avg loan book	2.61%	2.70%
Credit cost/Avg loan book	0.78%	0.16%
PBT/Avg loan book	10.04%	9.54%
PAT/Avg loan book	7.82%	7.30%
PAT/Networth	14.12%	14.48%

Thank You