



Aptus Value Housing Finance India Limited
Investor Presentation | Q1 FY23

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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

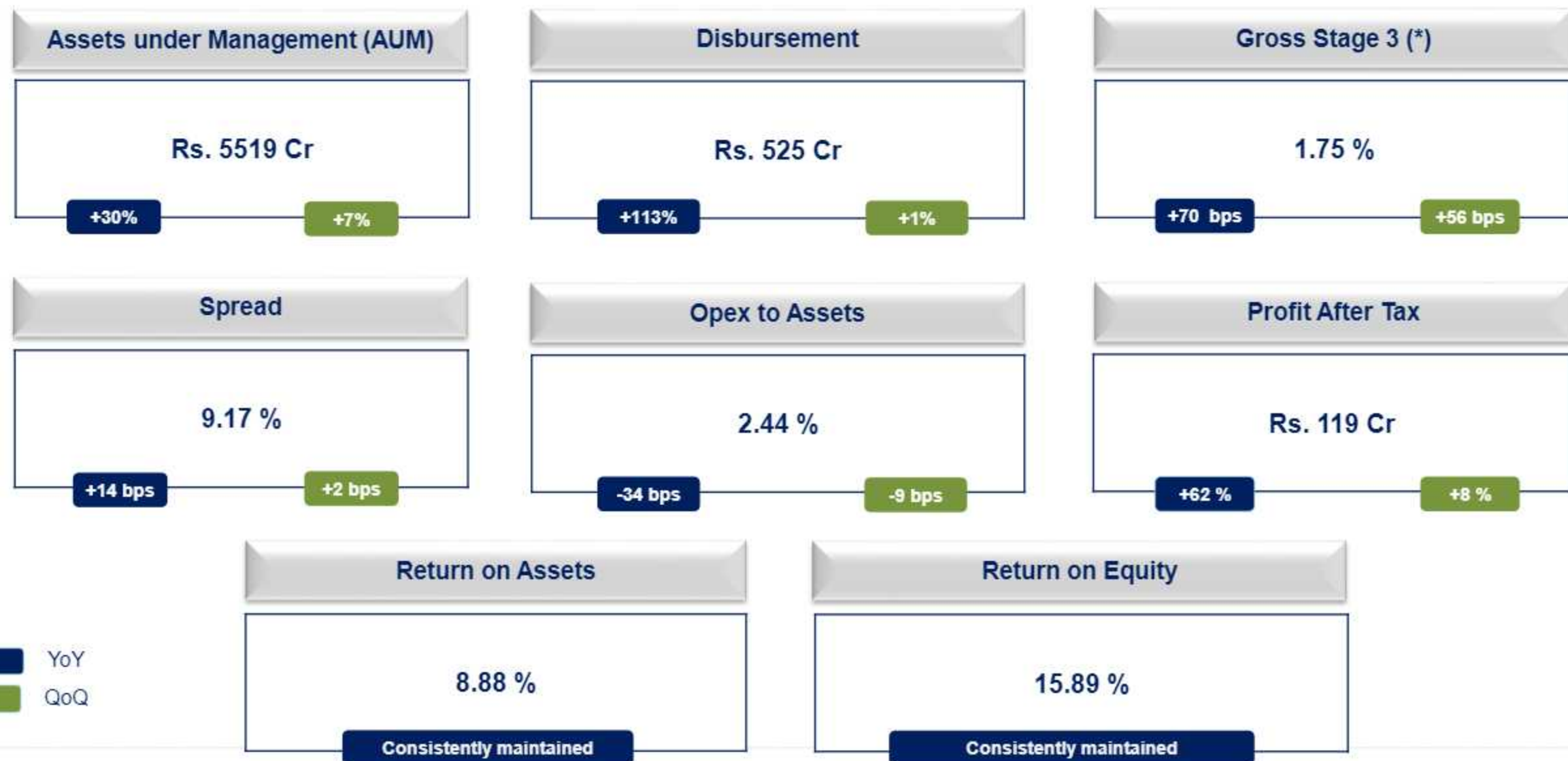


Presence in 211 locations

Key Strengths

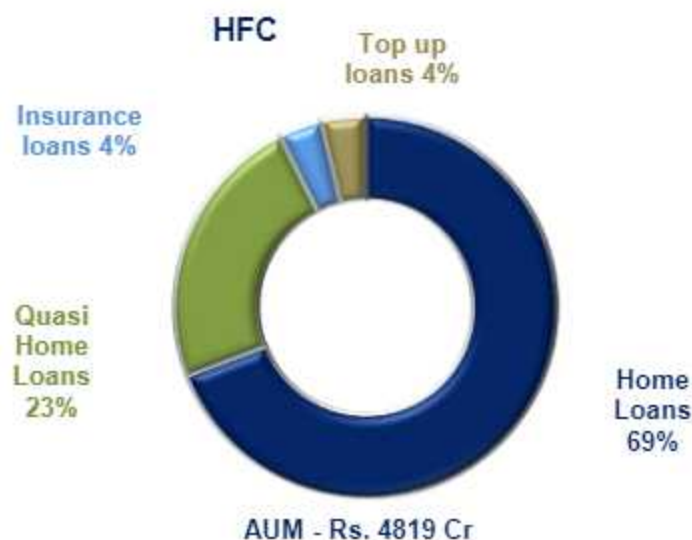


Snapshot - June 2022



Diversified Loan Portfolio With Niche Customer Focus

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



LIG Customers

76%

Self Employed Borrowers

71%

Rural Focus

69%

Average Ticket Size < Rs.10 lks

>93%

100% In-House Operations

Fully In-House Team...



1,422+
*Business
origination*



244+
*Central
Credit*



213+
Legal & technical



395+
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
- 211 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

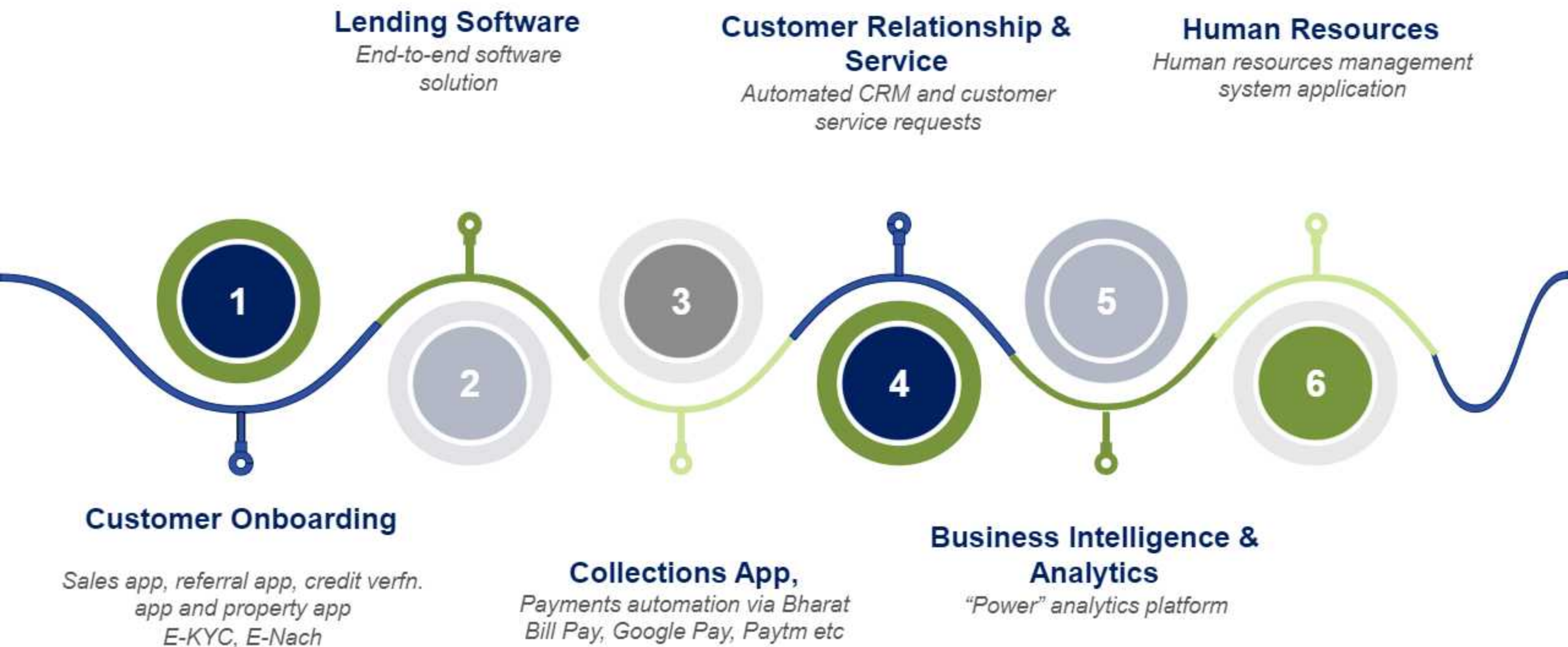
15-24 months

Monitoring early default signs

90 DPD

Legal action / SARFAESI

Information & Technology : Key Enabler of Growth



Scalable and Robust digital landscape



Risk & 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



Unique Users Making payments Via Apps



No of Payments Via Collection App



App logins



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%

State	No of branches	% of AUM as on			
		Q1 FY 23	FY 22	FY 21	FY 20
TamilNadu	83	47%	48%	52%	56%
AndhraPradesh	74	32%	31%	28%	25%
Telangana	32	13%	12%	10%	10%
Karnataka	21	9%	9%	10%	10%
Odisha	1	0%	0%	-	-
Total	211	100%	100%	100%	100%

Branch Productivity as on June 30, 2022

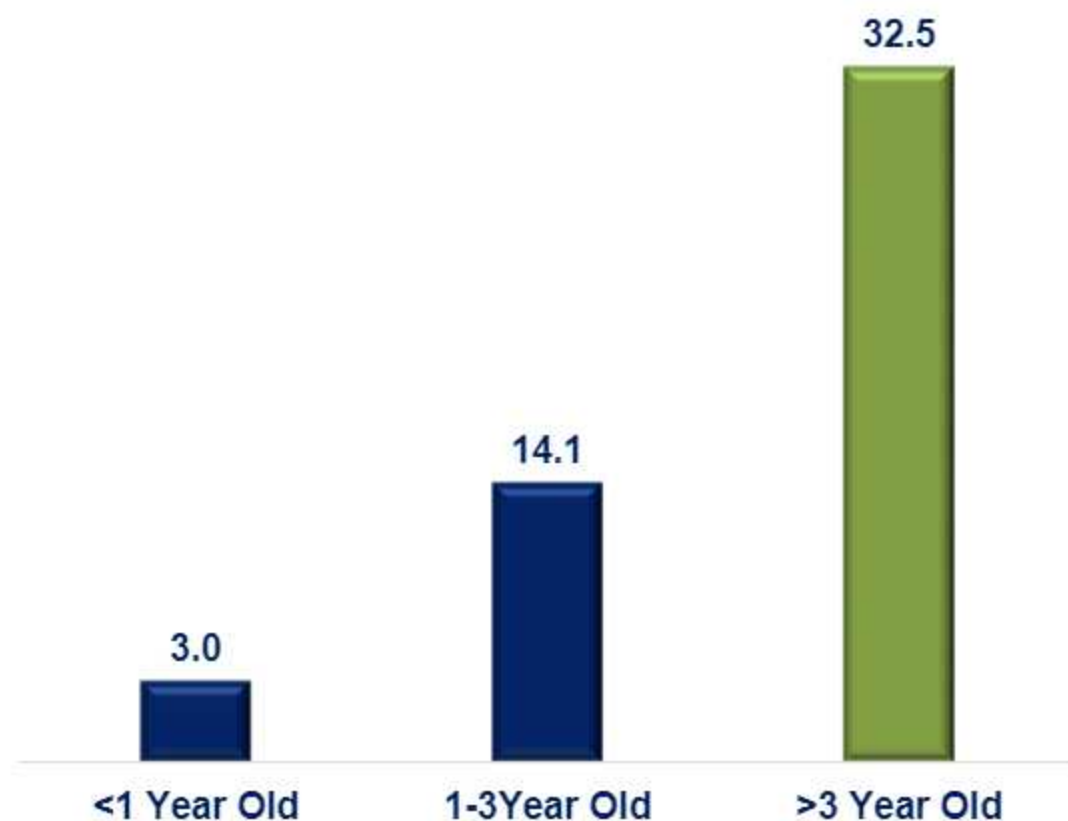
AUM per Branch (Rs. Cr)

of Branches

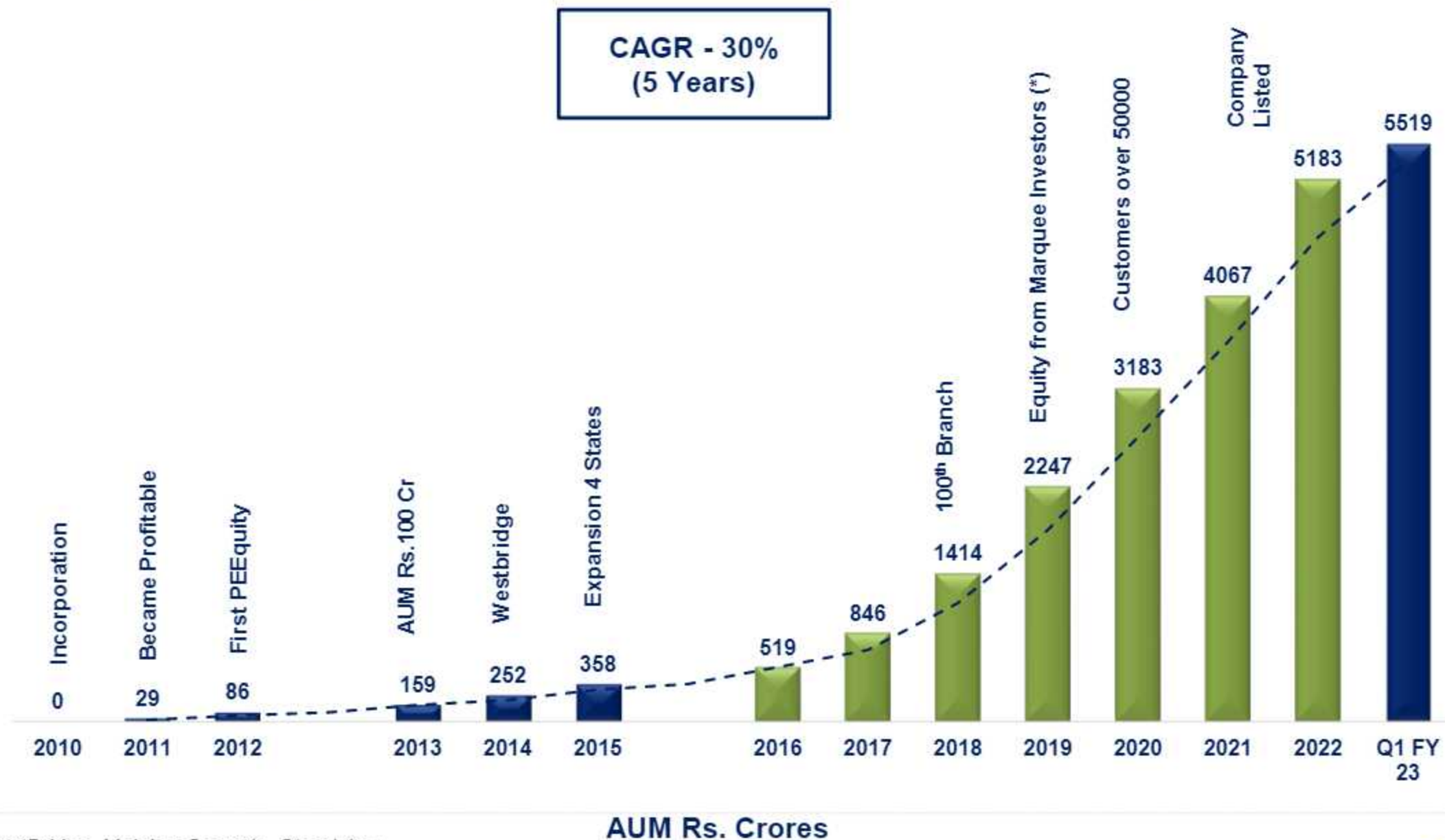
18

44

149



Scalable Operating Model



(*) – WestBridge, Malabar Sequoia, Steadview

Resilient Model Across Economic Cycles

	GST Implementation FY 18	NBFC Liquidity Crisis FY 20	Covid-19 (first wave) FY 21	Covid-19 (Second wave) FY 22	Geo Political Climate Q1 FY 23 (*)
AUM growth	66%	41%	28%	27%	24%
Yield	17%	18%	17%	17%	17%
GNPA	0.5%	0.7%	0.7%	1.19%(#)	1.75%(#)
ROA	6.0%	7.8%	7.4%	8.00%	8.88%

– As per RBI circular dated 12 Nov 2021

* – Annualised

Strong ESG Focus



Focus on financial inclusion

76%

LIG

71%

Self-employed

40%

New to Credit



Improving Living Standards

Employment

in rural / semi-urban areas

Support

to borrowers



Strong Corporate Governance

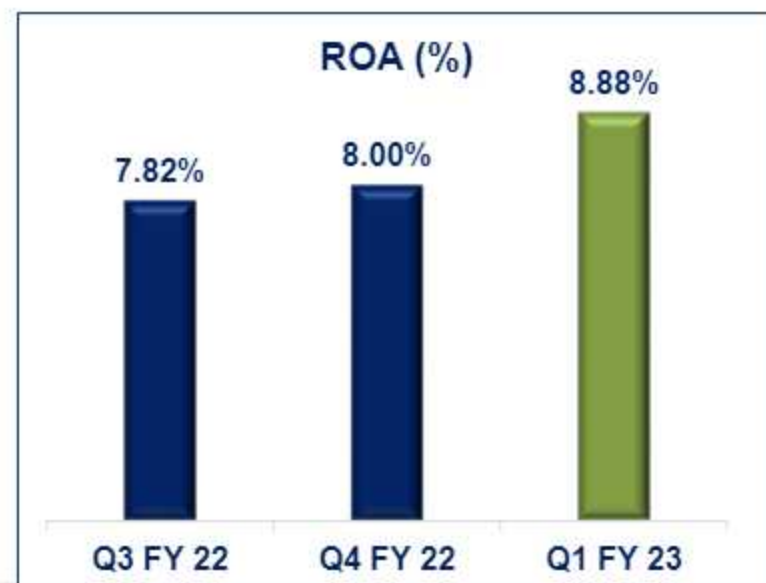
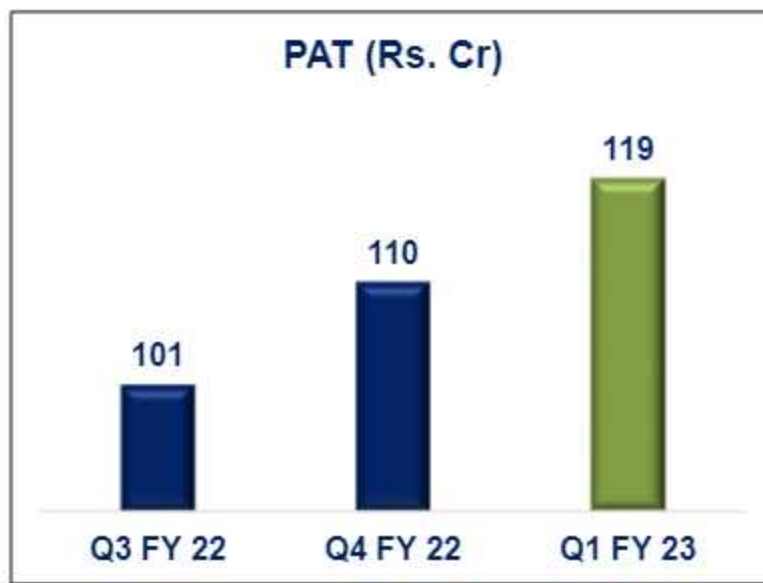
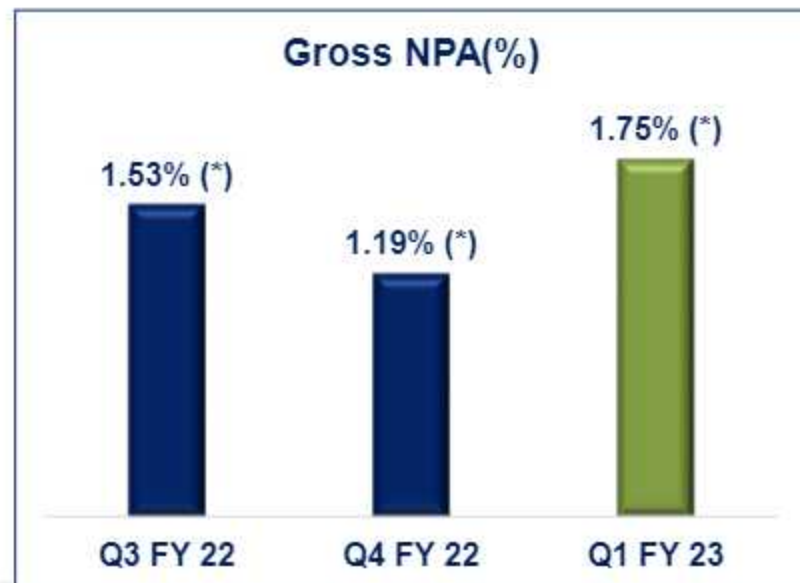
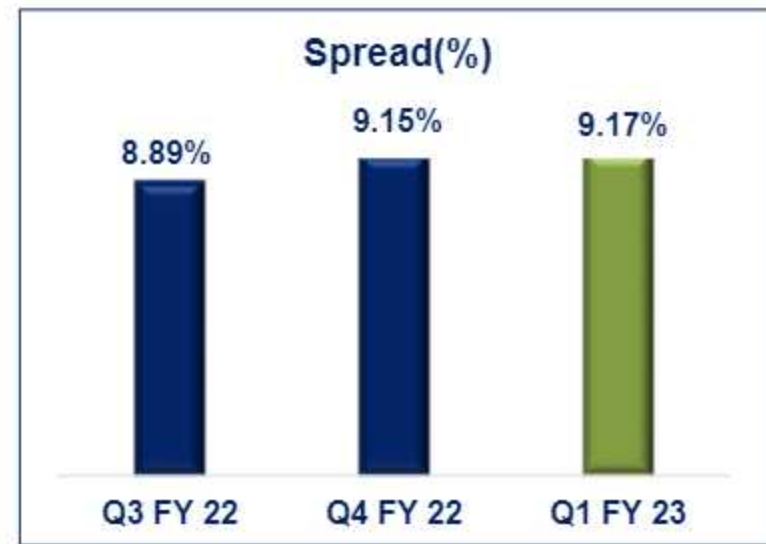
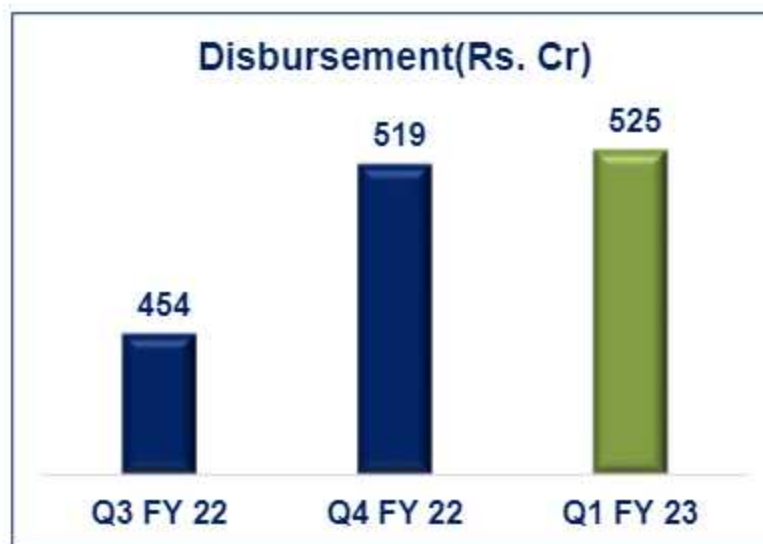
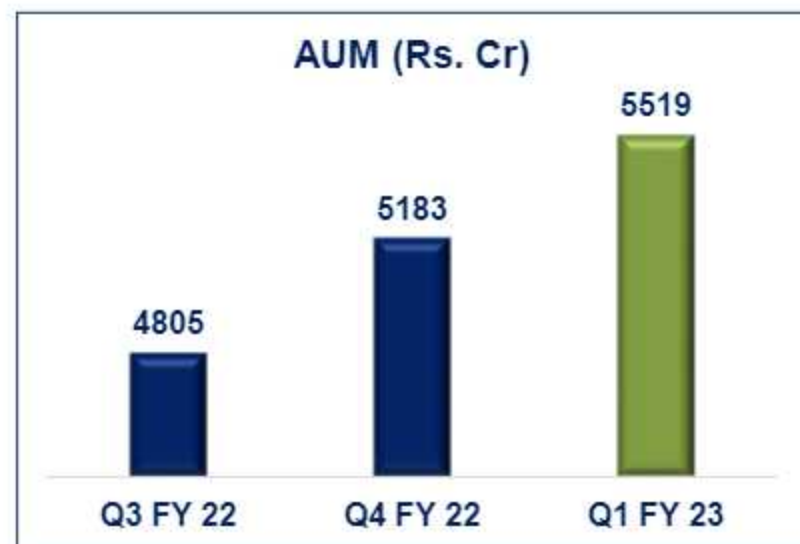
NIL

Material Civil litigation

Diversified Experience

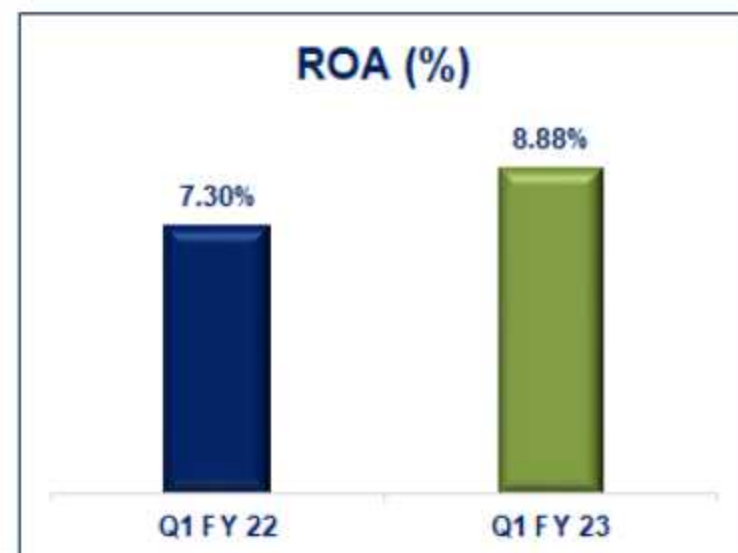
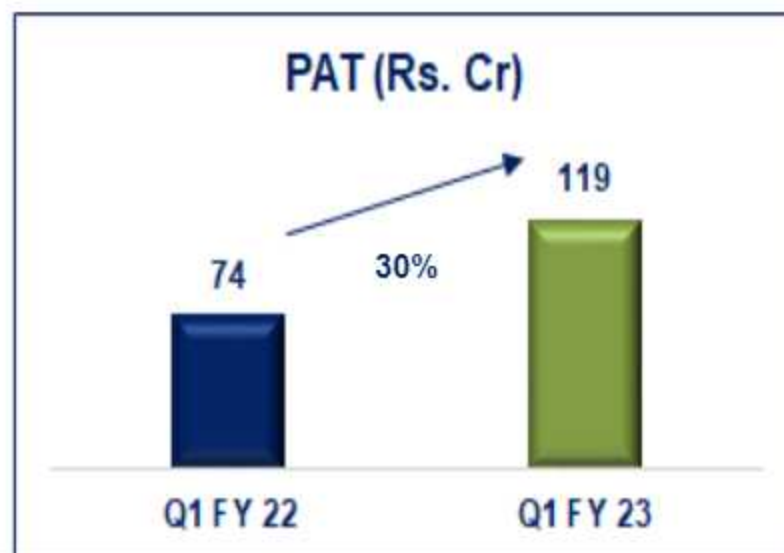
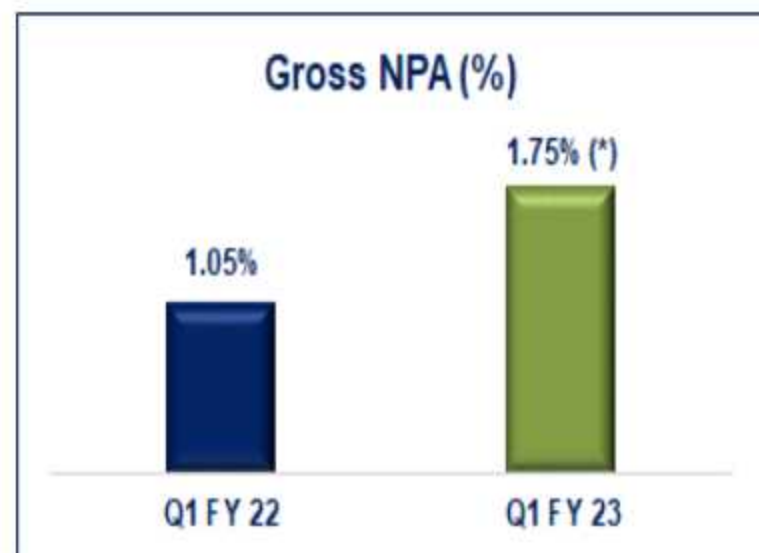
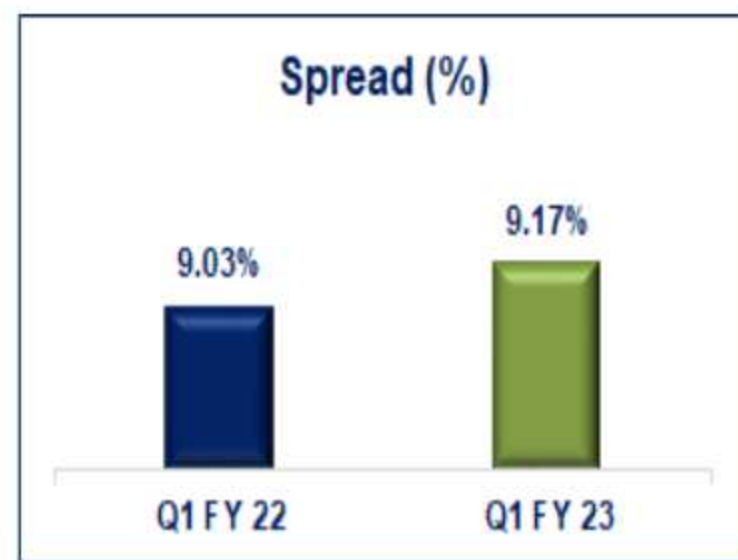
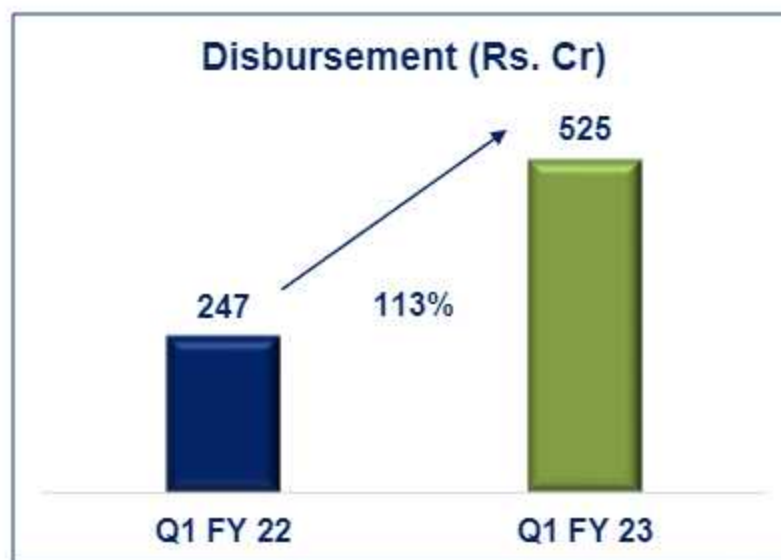
of Board Members across academic and professional domains

Performance Highlights (Quarterly)



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

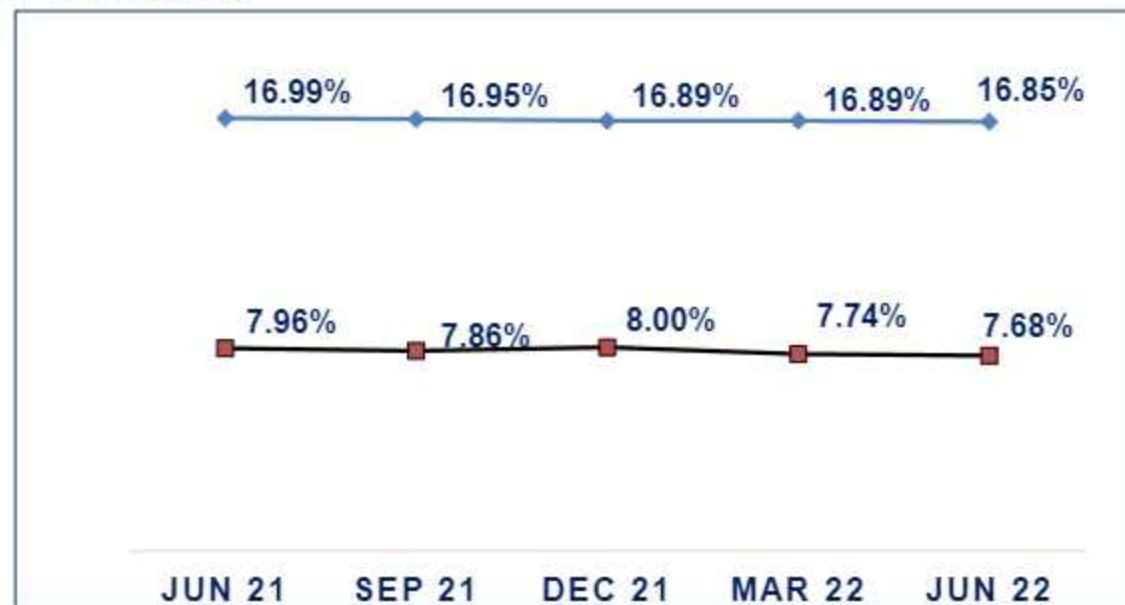
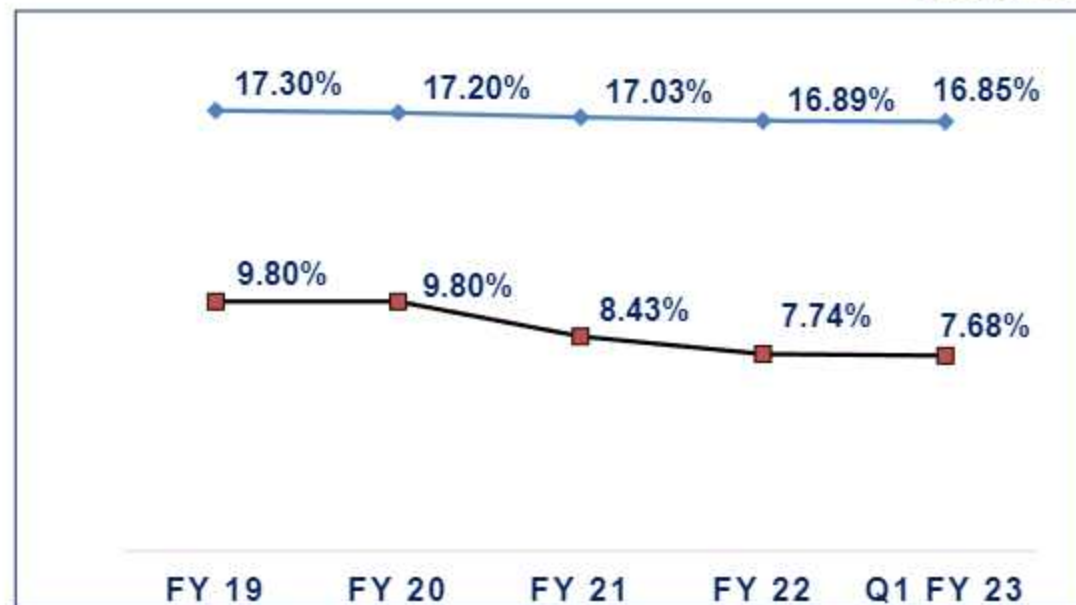
Performance Highlights (Year on Year)



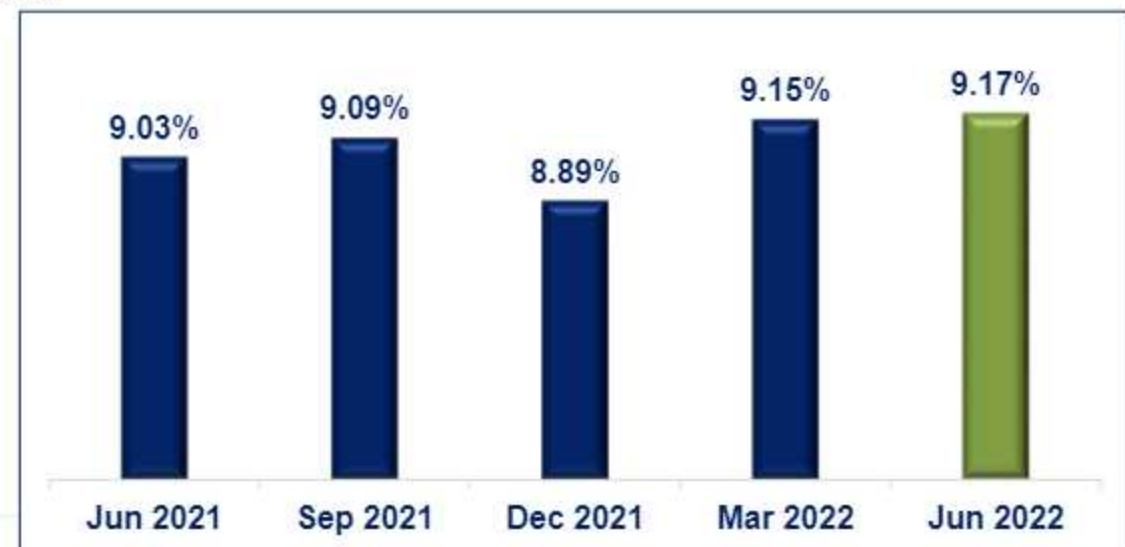
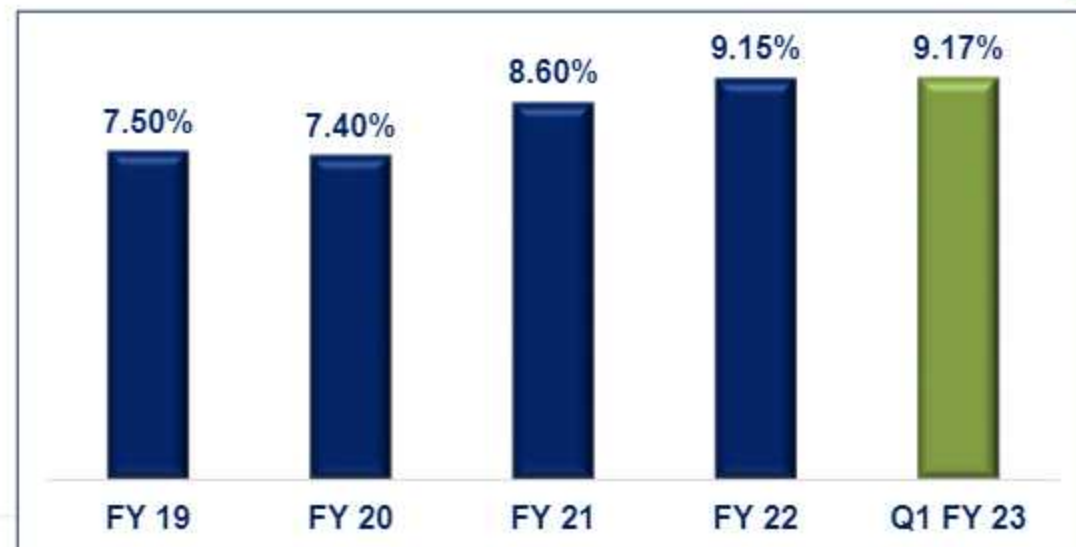
(*) NPA as per RBI circular dated 12 Nov 2021

Consistent NIMs

Yields/Cost of Borrowings (%)

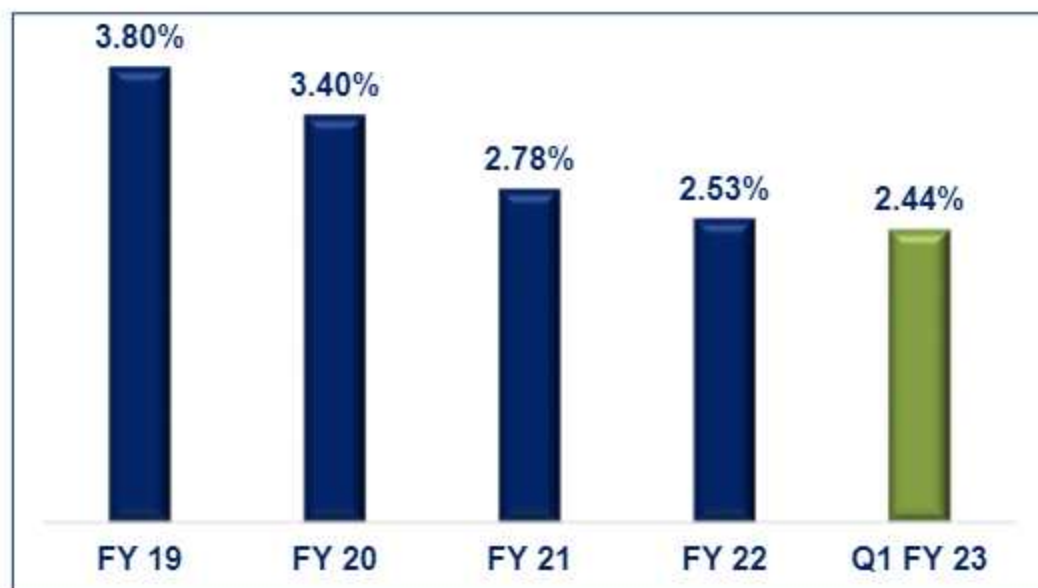


Spread (%)

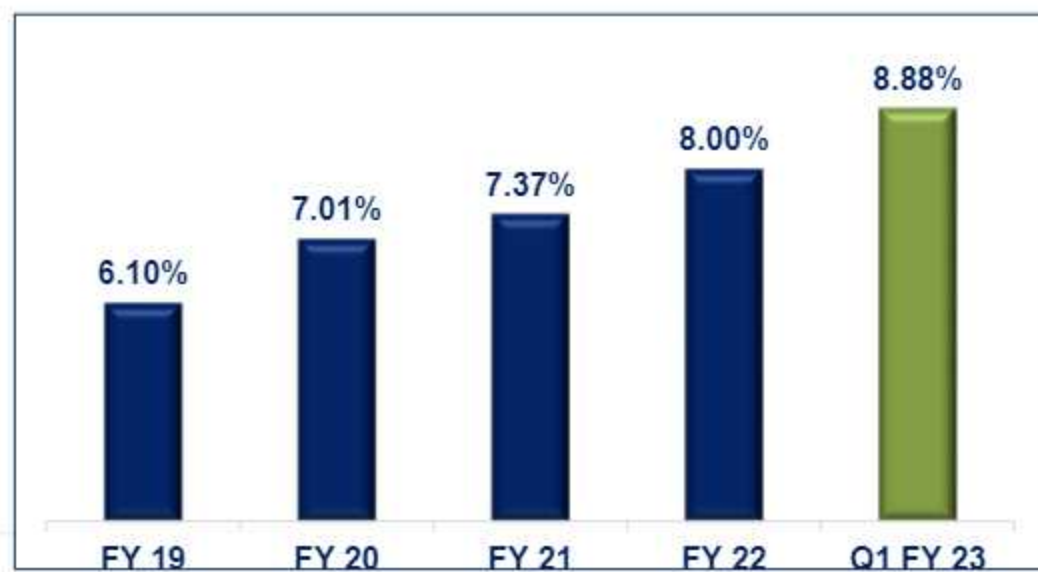


Opex and ROA

Opex (%)



ROA (%)



Asset Quality



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



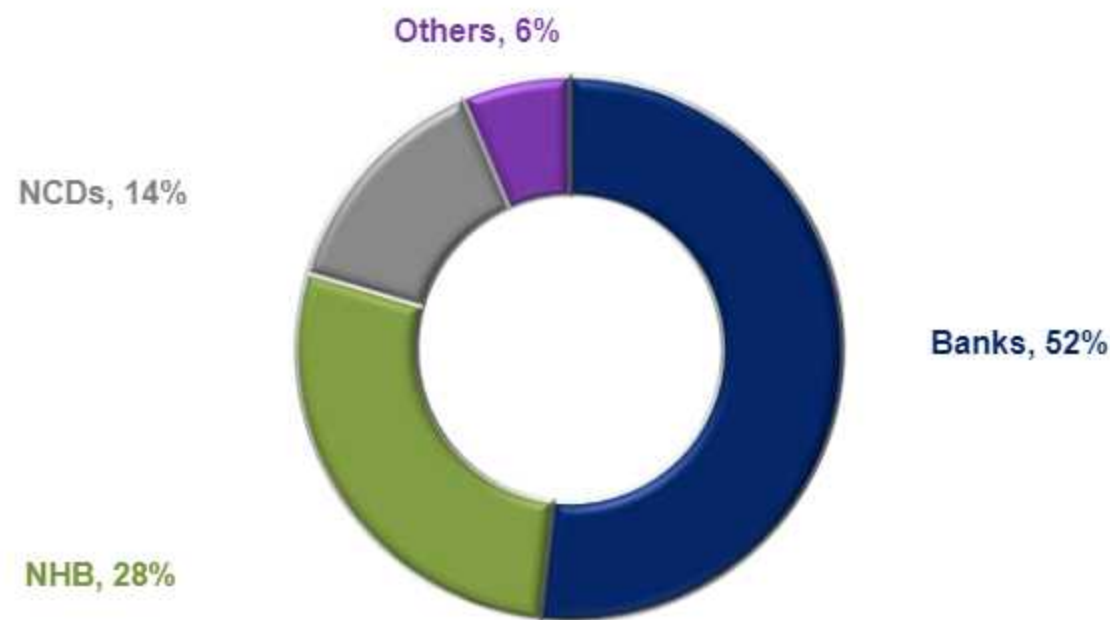
Provision for Contingencies (ECL)

Rs. Lakhs

Particulars	Aptus			
	Consolidated			
	30-Jun-22	31-Mar-22	30-Sep-21	31-Mar-21
Gross Stage 3	9654.17	6,183.67	3,623.42	2,717.11
% portfolio in Stage 3	1.75%	1.19%	0.81%	0.67%
ECL Provision Stage 3	2,413.54	1,545.92	911.65	1,178.23
Net Stage 3	7,240.63	4,637.74	2,711.77	1,538.88
Provision coverage ratio (PCR)	25.00%	25.00%	25.16%	43.36%
Gross Stage 2	26,049.50	45,155.90	52,325.22	35,289.12
% portfolio in stage 2	4.72%	8.72%	11.67%	8.68%
ECL Provision Stage 2	902.49	1,020.68	1,156.40	176.45
Net Stage 2	25,147.01	44,135.22	51,168.82	35,112.67
Provision coverage ratio (PCR)	3.46%	2.26%	2.21%	0.50%
Gross Stage 1	5,16,195.10	4,66,620.41	3,92,260.59	3,68,769.06
% portfolio in stage 1	93.53%	90.09%	87.52%	90.66%
ECL Provision Stage 1	1,755.06	1,602.02	1,144.60	328.06
Net Stage 1	5,14,440.04	4,65,018.39	3,91,115.99	3,68,441.00
Provision coverage ratio (PCR)	0.34%	0.34%	0.29%	0.09%
Total AUM (*)	5,51,898.77	5,17,959.98	4,48,209.23	4,06,775.29
ECL Provision	5,071.10	4,168.62	3,212.65	1,682.74
Provision coverage ratio (PCR)	0.92%	0.80%	0.72%	0.41%

Robust Funding Management and Credit Profile

Diversified and Balanced Funding Mix



No Exposure
to Short term
loan incl CPs

20+ Lender Relationships

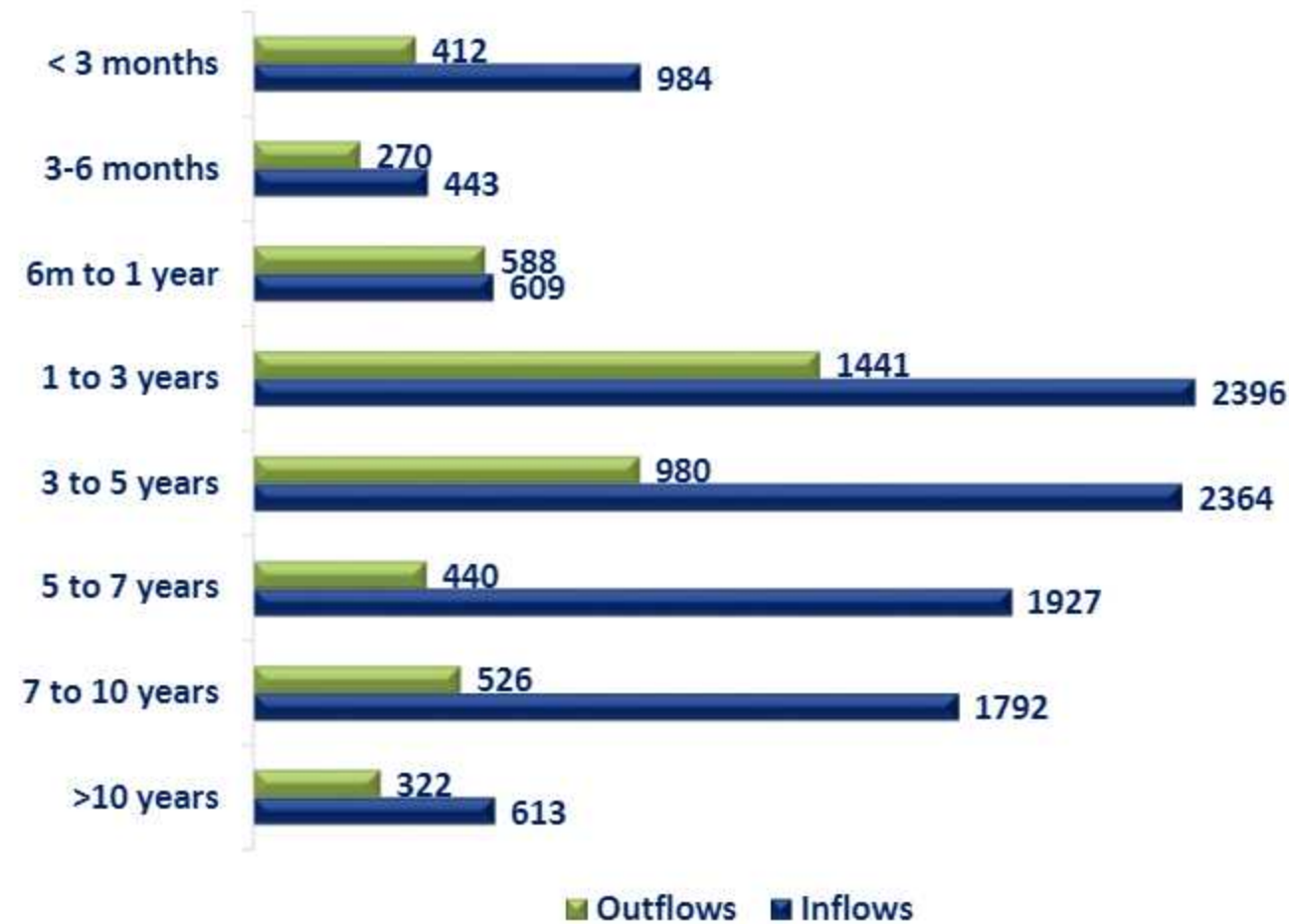
DFI	NHB	International Finance Corporation
Private Sector	HDFC Bank	Axis Bank
	Federal Bank	ICICI Bank
Public Sector	SBI	Indian Bank
	Bank of Baroda	Bank of India

Avg. tenure of borrowings (months)	Q1 FY 23	FY22	FY21
	85.5	84.7	83.3

• Others represents Securitisation

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

Position as on 30 June 2022 (Rs.Cr)

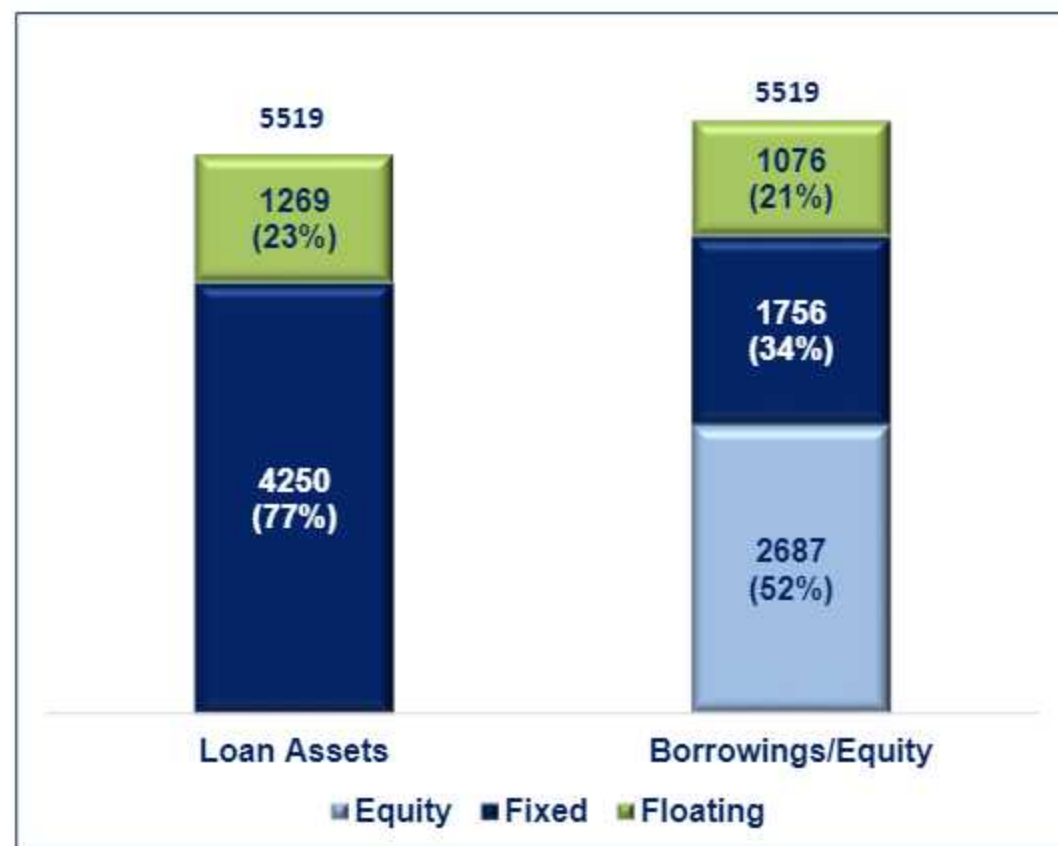


Surplus

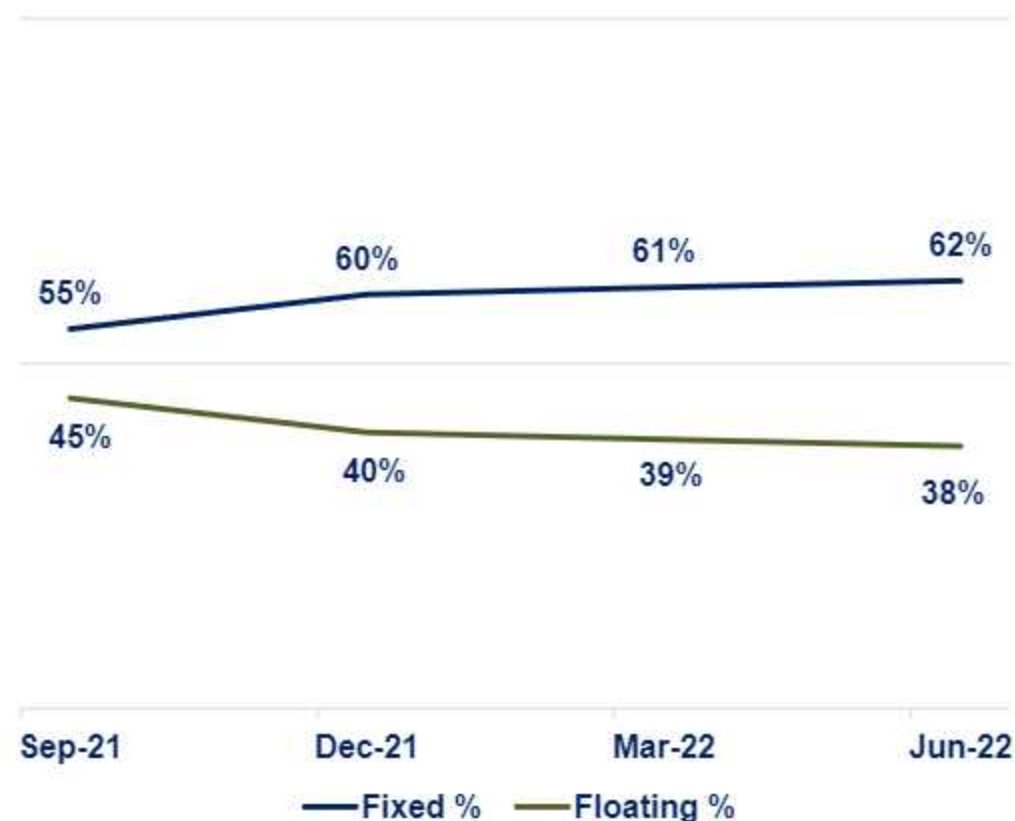
572
173
21
955
1384
1487
1266
291

Fixed Vs Floating (Assets Vs. Liabilities)

Loan Assets & Borrowings (₹ Cr) As on Jun-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 June 2022	Q2 FY 23	Q3 FY 23
Cash and Cash Equivalents	573		
Opening Liquidity		573	1230
Add: Undrawn Sanctions		575	
Add: Principal repayments and surplus from operations		258	262
Less: Debt repayments		176	185
Closing Liquidity		1,230	1,308

- Rs.1300 crores available for business upto Dec 2022

B. Capital Adequacy

Capital Adequacy as on 30 June 2022 - 83.26%

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



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



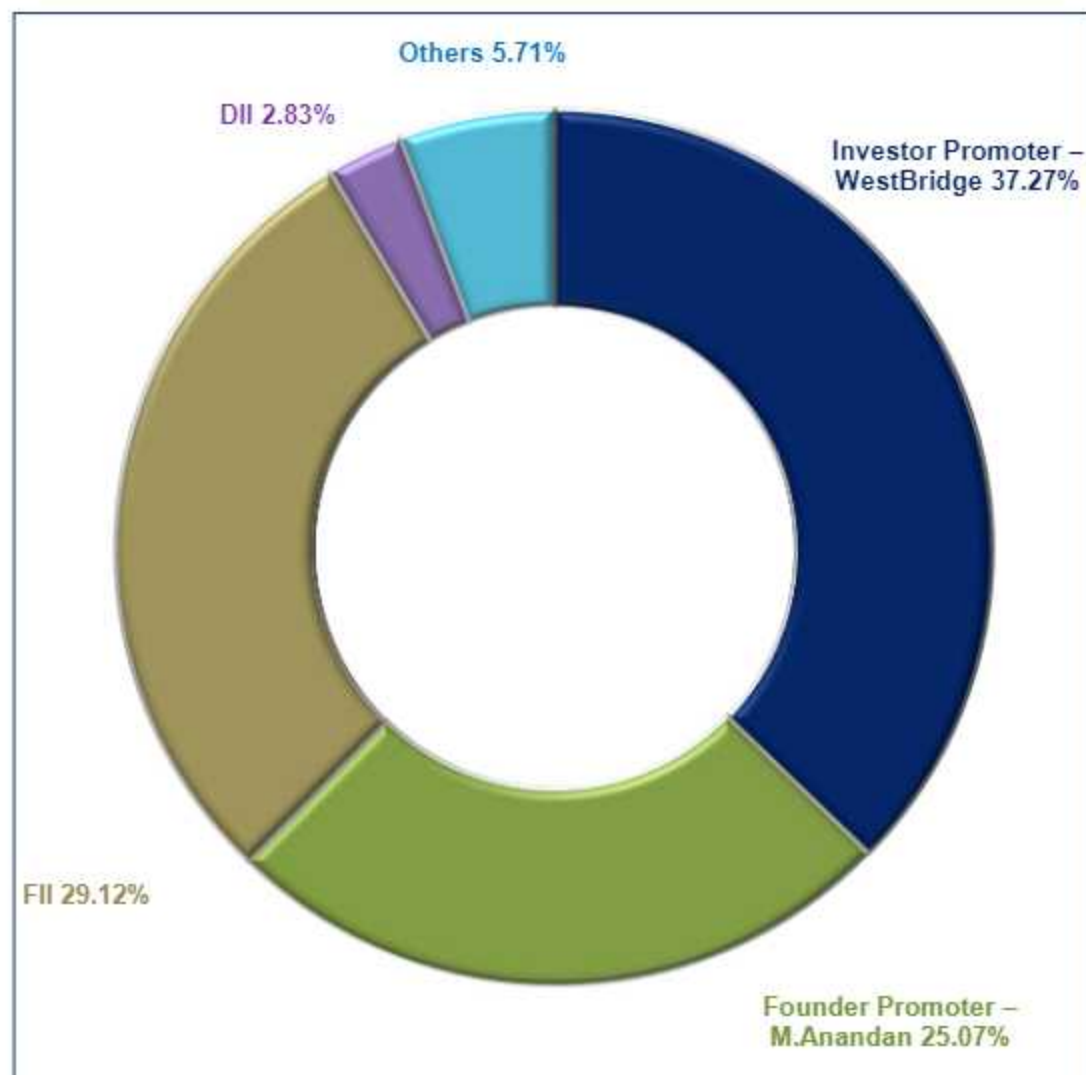
Sundara Kumar V

**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 30 Jun 2022



Top Institutional Shareholders as on 30 Jun 2022

Investor Details	% of holding
Key Investors	
Malabar Group	8.48
Steadview Capital	3.24
Sequoia	3.21
Ward Ferry	2.88
Madison	2.79
Capital Research	2.24
Genesis	1.64
Aberdeen	1.36
Neuberger Berman	1.21
DSP Mutual Fund	0.90

Annexures

Consolidated Statement of Profit and Loss(*)

Rs. Crores

Particulars	Q1 FY 23	Q4 FY 22	Q1 FY 22	FY 22	Growth	
					Q1 FY 23 over Q4 FY 22	Q1 FY 23 over Q1 FY 22
Interest income on loans	233.00	217.26	178.81	791.67	7%	30%
Processing fees and other income	15.76	17.09	7.29	48.55		
Interest expense	54.26	49.22	55.50	208.59		
NIM	194.50	185.13	130.60	631.63	5%	49%
Operating expenses	32.67	30.33	28.28	117.14	8%	16%
Provisions - ECL/Write offs	9.52	10.47	7.17	34.47		
Profit before tax	152.31	144.32	95.15	480.02	6%	60%
Provision for Taxation	33.46	34.46	21.61	109.88		
Profit After Tax	118.85	109.87	73.54	370.14	8%	62%

(*) – Based on Ind AS

Consolidated Statement of Assets and Liabilities(*)

Rs. Crores

Particulars	30-Jun-22	31-Mar-22
Sources of Funds		
Share capital	99.38	99.38
Reserves & Surplus	2,935.63	2,816.78
Total Networth	3,035.01	2,916.16
Borrowings	2938.96	2,720.63
Other liabilities and provisions	52.29	47.25
Total	6,026.26	5,684.04
Application of Funds		
Loan Assets	5402.72	5,078.75
Fixed Assets	4.85	4.01
Liquid Assets - Bank FDs, MFs	572.92	547.59
Other Assets	45.77	53.69
Total	6,026.26	5,684.04

(*) – Based on Ind AS

RoA Tree

Particulars	Q1 FY 23	FY 22
Revenue from operations/Avg Loan book	17.71%	17.51%
Other Income/Avg loan book	0.63%	0.67%
Total Revenue/Avg loan book	18.34%	18.17%
Finance cost/Avg loan book	4.06%	4.51%
NIM/Avg loan book	14.28%	13.66%
Operating expenses/Avg loan book	2.44%	2.53%
ECL Provision/Avg loan book	0.71%	0.75%
PBT/Avg loan book	11.13%	10.38%
PAT/Avg loan book	8.88%	8.00%
PAT/Networth	15.89%	14.45%

Thank You