



#PurposeMuthootBlue

To transform the life of the common man
by improving their financial well-being



Investors Presentation

for the Quarter ended 31st December 2022



CONTENTS



1. Operational Highlights	03 – 06
2. Performance Analysis	07 – 14
3. Sales and Collection Analysis	15 – 19
4. Asset Analysis	20 – 27
5. Liability Analysis	28 – 30

Operational Highlights

Performance Analysis

Sales & Collection Analysis

Asset Analysis

Liability Analysis



AUM

Q3 FY 23: ₹ 2141 Cr
Q2 FY 23: ₹ 2042 Cr



Disbursement –

Q3 FY 23: ₹ 412.39Cr
9M FY 23: ₹ 1029.85Cr



Balance sheet Size

Q3 FY 23: ₹ 2231 Cr
Q2 FY 23: ₹ 2052 Cr



Total borrowings as on

Q3 FY 23: ₹ 1737 Cr
Q2 FY 23: ₹ 1566 Cr

PAT

Q3 FY 23: ₹ 19.66 Crs
9M FY 23: ₹ 52.27 Crs

Share holders Fund

Q3 FY 23: ₹ 440 Crs
Q2 FY 23: ₹ 420 Crs

No: Of States -20

Total Income

Q3 FY 23: ₹ 112.82 Crs
9M FY 23: ₹ 329.01 Crs

New customer

Q3 FY 23 : 53 540
9M FY 23 : 134 468

No: Of live customers

5 06 293

Total Expense

Q3 FY 23: ₹ 85.28 Crs
9M FY 23: ₹ 257.29 Crs

Net Interest Income

Q3 FY 23: ₹ 75.1 Crs
Q2 FY 23: ₹ 74.7 Crs

NNPA - 3.63%

PCR - 86.55 %

Stage 3 - 21.86%

Stage 3
(Net) -3.64%

Overall Prov - 20 %

Operational
Highlights

Performance
Analysis

Sales & Collection
Analysis

Asset
Analysis

Liability
Analysis

OUR GEOGRAPHICAL PRESENCE
IS SPREAD ACROSS 20 STATES



Operational
Highlights

Performance
Analysis

Sales & Collection
Analysis

Asset
Analysis

Liability
Analysis

HAWK-EYE VIEW OF OPERATIONS



Debt-Equity Ratio
3.94 times



CRAR 23.89%



Attrition Rate Q3 4%



EPS 32.05



Average LTV 80%



ROA-3.70%



ROE 18.3%



Cost of Borrowing Q3
9.18%

Upgraded
to A+
Stable by
CRISIL

Operational Highlights

Performance Analysis

Sales & Collection Analysis

Asset Analysis

Liability Analysis

Disbursement

Q2 FY 23 : ₹ 298.4 Cr
Q3 FY 23 : ₹ 412.3 Cr  38.2%

Q3 FY 22 : ₹ 325.5 Cr
Q3 FY 23 : ₹ 412.3 Cr  26.7%

Gross AUM

Q2 FY 23: ₹ 2041.7 Cr
Q3 FY 23: ₹ 2141.0 Cr  4.9%


Q3 FY 22: ₹ 2019.7 Cr
Q3 FY 23: ₹ 2141.0 Cr  6.0%


Revenue

Q2 FY 23: ₹ 109.7 Cr
Q3 FY 23: ₹ 112.8 Cr  2.8%

Q3 FY 22: ₹ 93.01 Cr
Q3 FY 23: ₹ 112.8 Cr  21.3%

Borrowing Cost

Q2 FY 23 : 9.00 %
Q3 FY 23 : 9.18% 

Q3 FY 22 : 8.72 %
Q3 FY 23 : 9.18 % 

Stage 3-Own book

Q2 FY 23 : ₹ 480.5 Cr
Q3 FY 23 : ₹ 467.0 Cr  2.81%

Q3 FY 22 : ₹ 559.0 Cr
Q3 FY 23 : ₹ 467.0 Cr  16.46%

Loan Losses & Provision

Q2 FY 23 : ₹ 8.90 Cr
Q3 FY 23 : ₹ 1.6 Cr  82.02%


Q3 FY 22 : ₹ 7.30 Cr
Q3 FY 23 : ₹ 1.6 Cr  78.1%


PAT

Q2 FY 23 : ₹ 18.3 Cr
Q3 FY 23 : ₹ 19.7 Cr  8.2%


Q3 FY 22 : ₹ 4.52 Cr
Q3 FY 23 : ₹ 19.7 Cr  338.1%


ROA

Q2 FY 23 : 3.5%
Q3 FY 23 : 3.7%  5.7%

Q3 FY 22 : 0.9%
Q3 FY 23 : 3.7 %  311.1%

ROE

Q2 FY 23 : 17.8 %
Q3 FY 23 : 18.3 %  2.8%

Q3 FY 22 : 3.4 %
Q3 FY 23 : 18.3%  438.2%

FINANCIAL PERFORMANCE - QUARTERLY & YEARLY

₹. In Crores

Quarterly Trend**Yearly Trend**

Financial Statement Metrics	Q3 FY 23	Q3 FY 22	Y-o-Y	Q2 FY 23	9M FY23	9M FY22	Y-o-Y
Disbursement :							
Retail Loans	361.90	325.47	11%	291.35	970.70	771.3	27%
Other Loans	50.49	6.98	623%	7.00	59.15	7.7	665%
Total Disbursements	412.39	325.47	27%	298.35	1029.85	779.0	33%
On book AUM at the end of the period *	2136.20	2011.30	6%	2036.30	2136.20	2011.3	6%
	2130.84	2019.27	6%	2099.10	2130.84	2019.3	6%
Average AUM	112.82	93.01	21%	109.70	328.92	290.2	13%
Total Interest and Fee Income	37.71	36.32	4%	35.00	105.45	115.8	-9%
Finance Expenses	75.11	56.69	32%	74.75	223.47	174.4	28%
Net Interest Income(NII)	45.98	43.32	6%	41.40	131.88	110.4	19%
Operating Expenses	1.59	7.30	-78%	8.92	19.86	88.4	-78%
Loan Losses & Provisions	27.54	6.07	354%	24.43	71.75	-24.5	-393%
Profit Before Tax	19.66	3.23	509%	18.28	52.27	-19.6	-367%
Profit After Tax							
Total Opex to NII	61.2%	76.4%	55.4%		59.0%		63.3%
Return on Avg. AUM	3.7%	0.6%	3.5%		3.3%		-1.9%
Earnings per Share	14.29	1.90	11.06		34.31		-11.37

* Total AUM including off book as on 31st Dec 22 is ₹ 2141 crs (Q-o-Q- 5% down) (Y-o-Y- 6% up)

STATEMENT OF SOURCES AND APPLICATION OF FUNDS

₹. In Crores

Sources	31-Dec-22	30-Sep-22	31-Dec-21	Application	31-Dec-22	30-Sep-22	31-Dec-21
Share Capital	16.4	16.4	16.4	Fixed Assets	1.7	1.7	2.2
Reserve & Surplus	423.6	403.9	524.8	Investments	120.6	103.2	64.9
Shareholders Funds	440.0	420.3	541.2	Deferred Tax Assets	98.9	102.8	56.2
Bank Debts	983.4	959.4	1212.1				
Securitized Pool	503.6	483.7	98.5	Hypothecation Loan	1548.5	1474.0	1658.2
Sub debt/Debentures	164.2	70.0	324.2	Loan Buyout(Retail loans)	48.8	40.4	17.0
Public Deposit/ICD/CP	71.3	45.7	61.4	Term Loans	71.4	48.3	31.4
Loan From Directors	5.1	5.1	7.6	Other Loans	5.2	6.3	6.7
Interest Accrued on Loans	4.2	3.6	2.8	Interest Accrued on Loans	23.4	22.1	21.9
Total Borrowings	1731.8	1567.5	1706.5	Total Loans *	1697.3	1591.1	1735.2
Trade Payable	30.9	38.4	30.9	Cash & Cash Equivalents	267.1	201.6	419.7
Provisions	4.0	3.9	3.8	Other Financial Assets	9.1	16.5	10.2
Other Financial Liabilities	23.7	19.5	24.6	Other Non-Financial Assets	36.5	35.4	21.1
Other Non-Financial Liabilities	0.9	2.7	2.5	Derivative Financial Instruments	0.0	0.0	0.0
Total	2231.2	2052.3	2309.4	Total	2231.2	2052.3	2309.4

DISBURSEMENTS

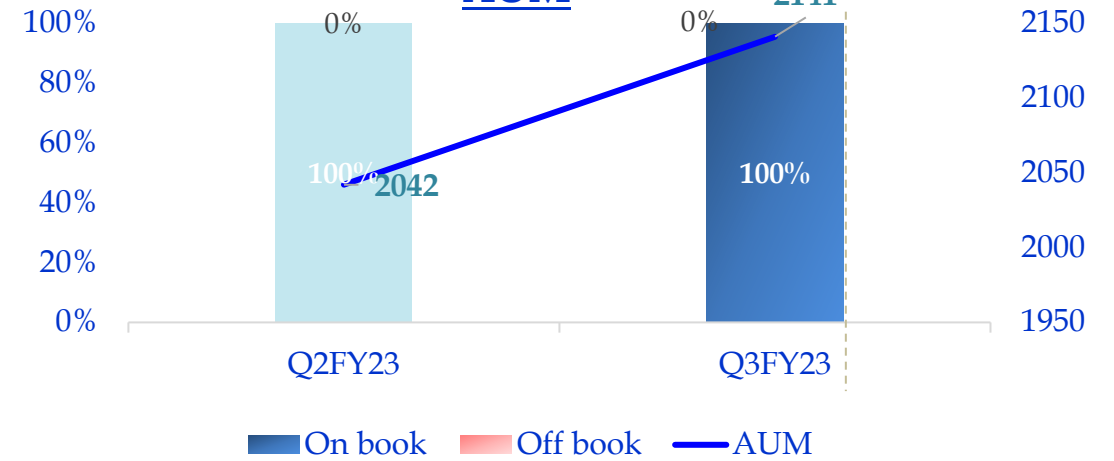


Growth %

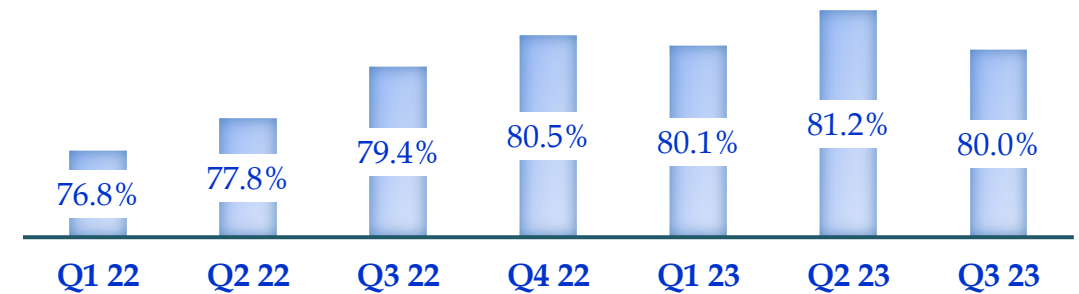
-10%

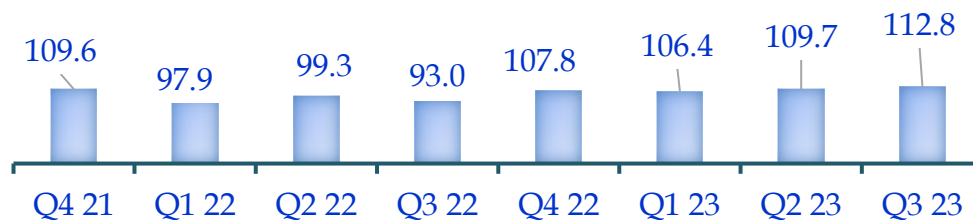
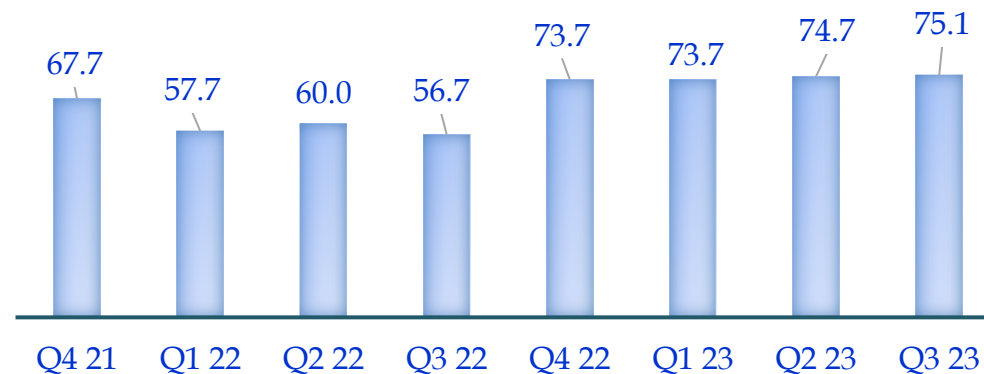
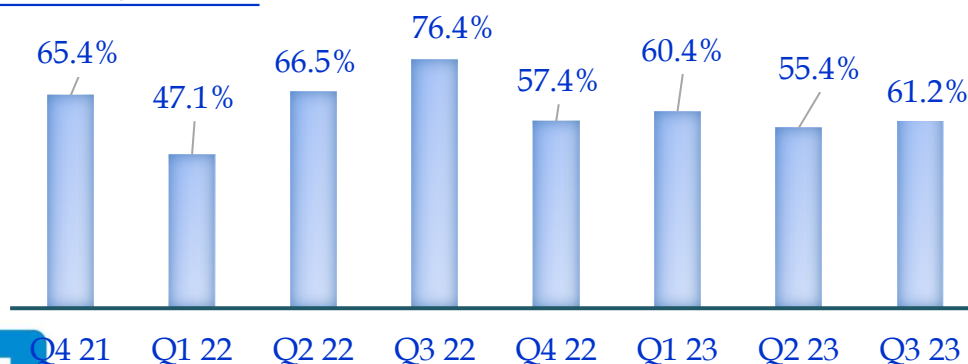
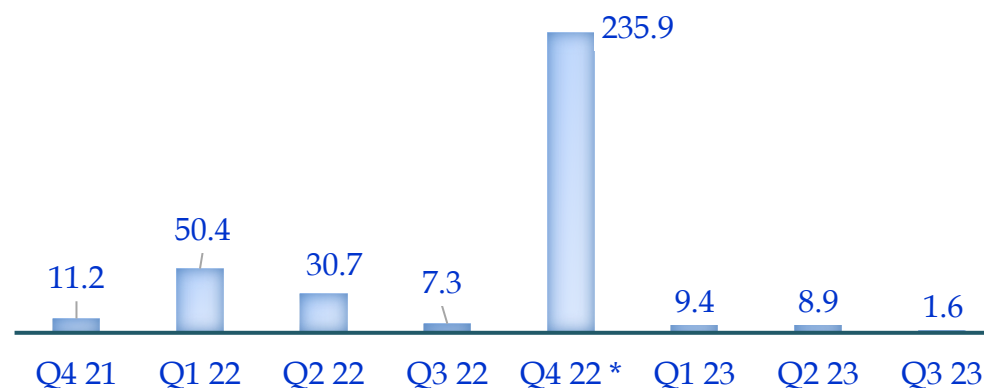
41%

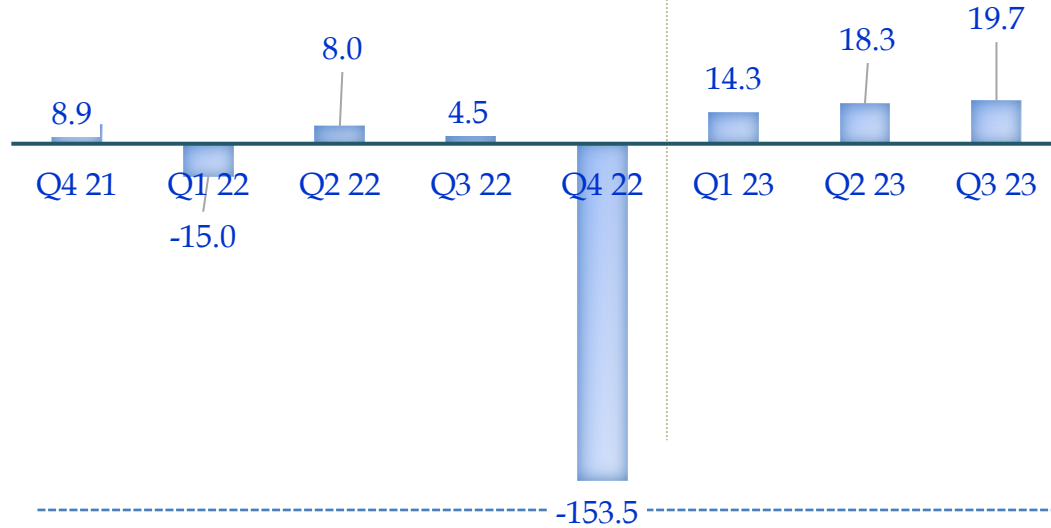
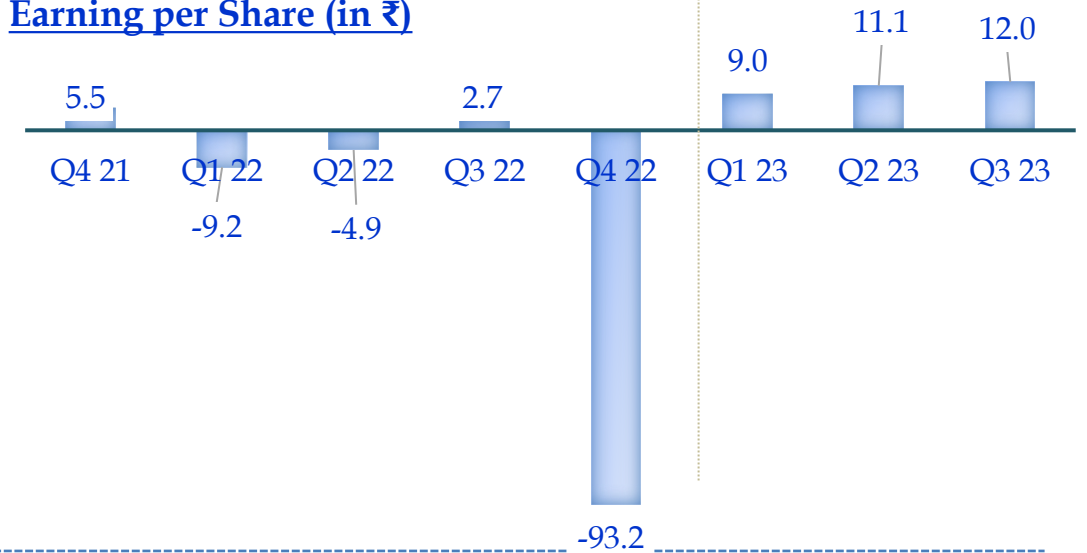
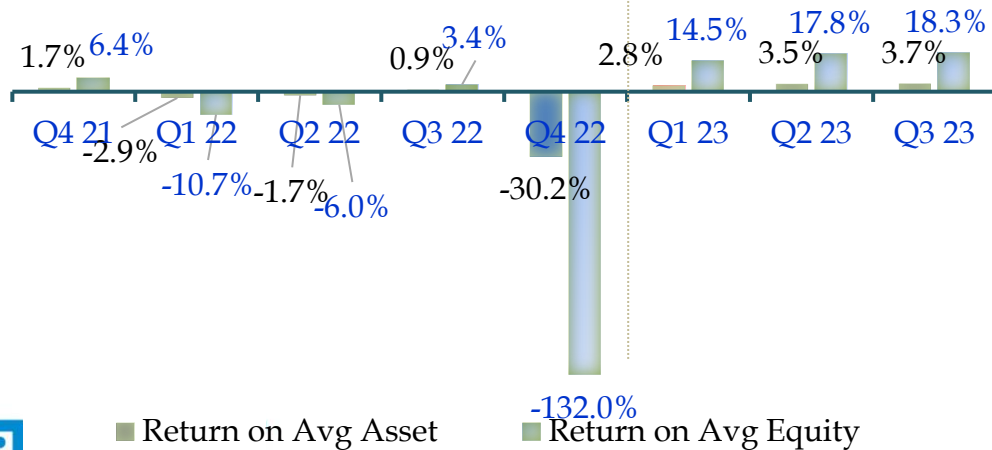
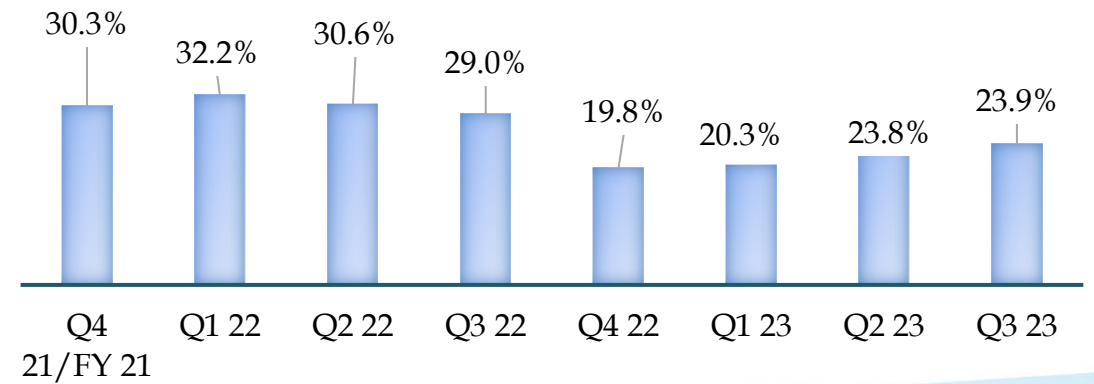
AUM



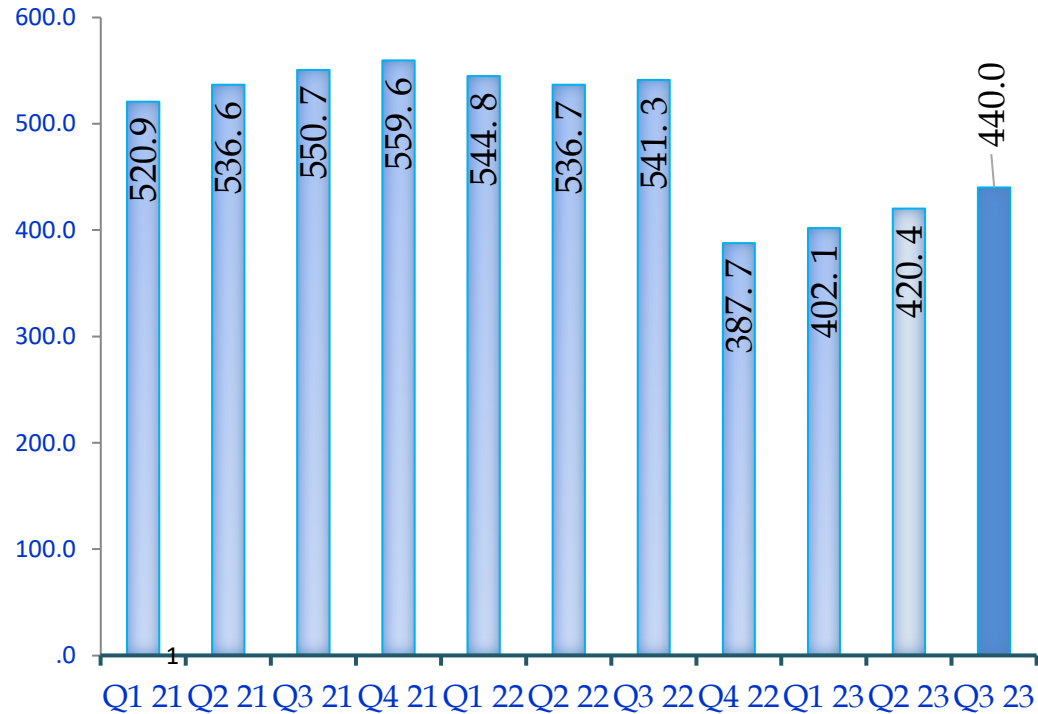
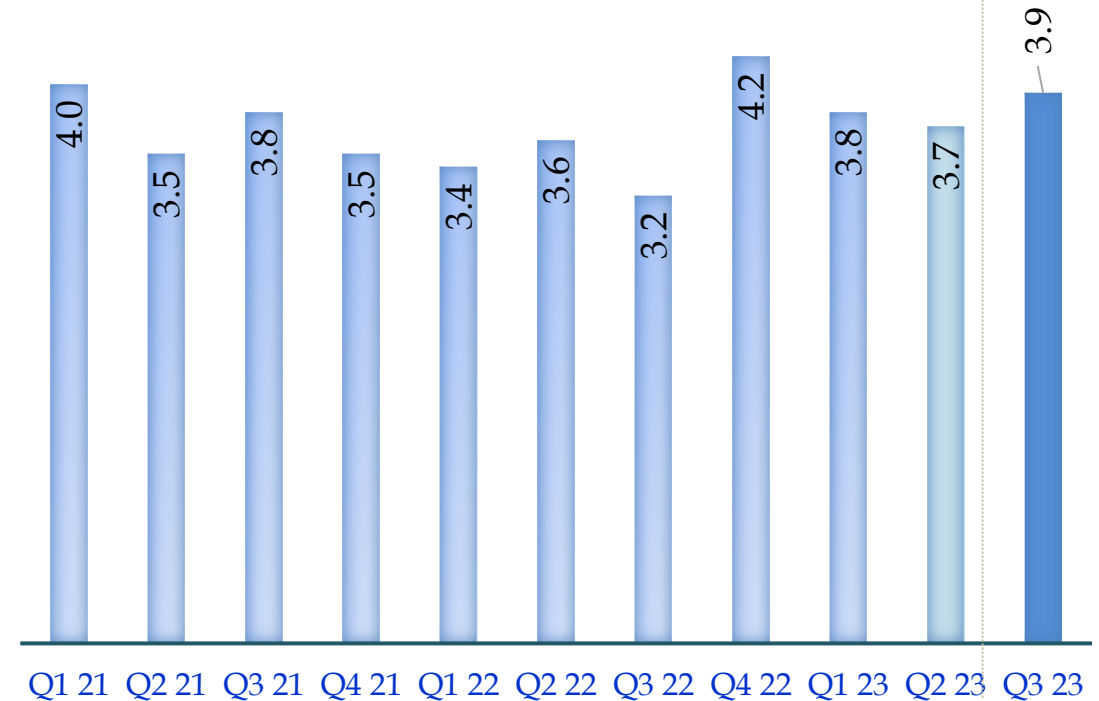
Average LTV



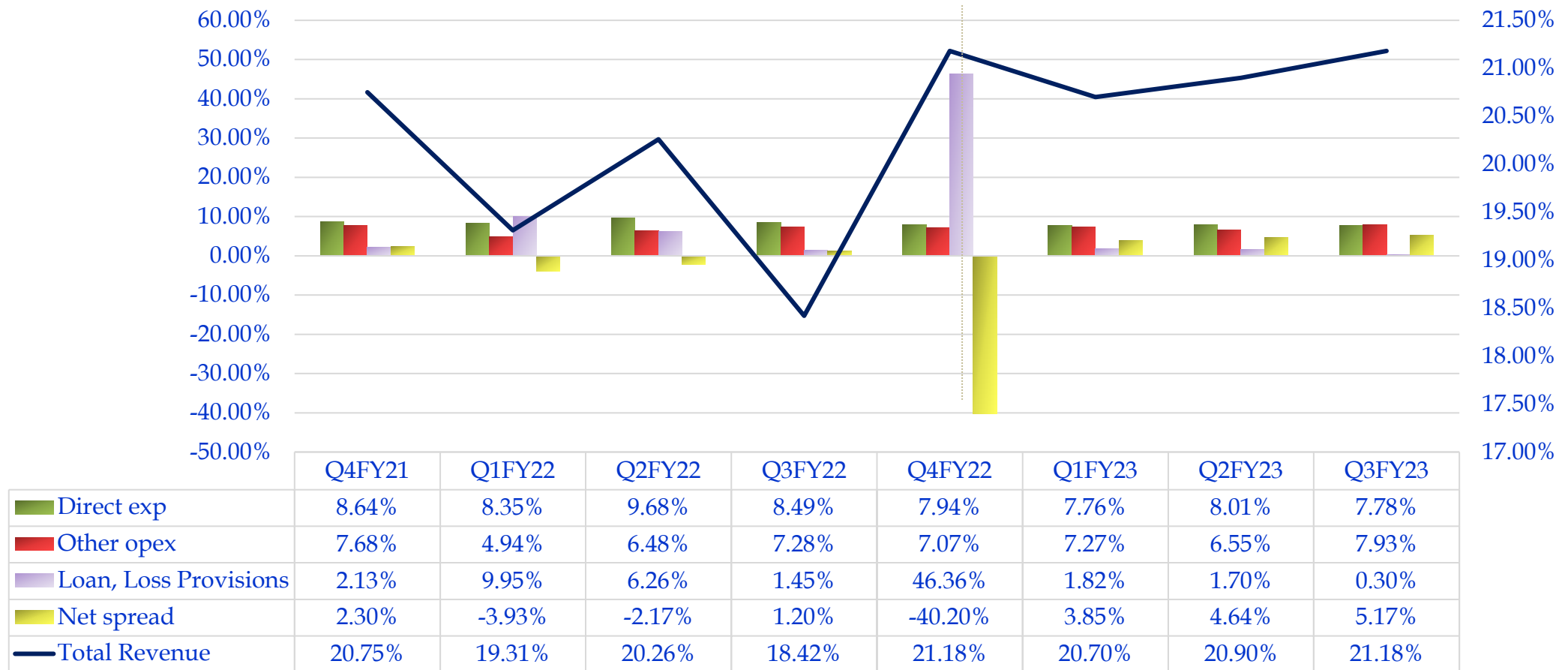
Revenue (in ₹ crores)Net interest income (in Crores)OPEX as a % of NIILoan Loss Provisions and Write offs (in Crores)

Profit after tax (in Crores)Earning per Share (in ₹)ROA and ROECapital Adequacy Ratio (%)

CAPITAL

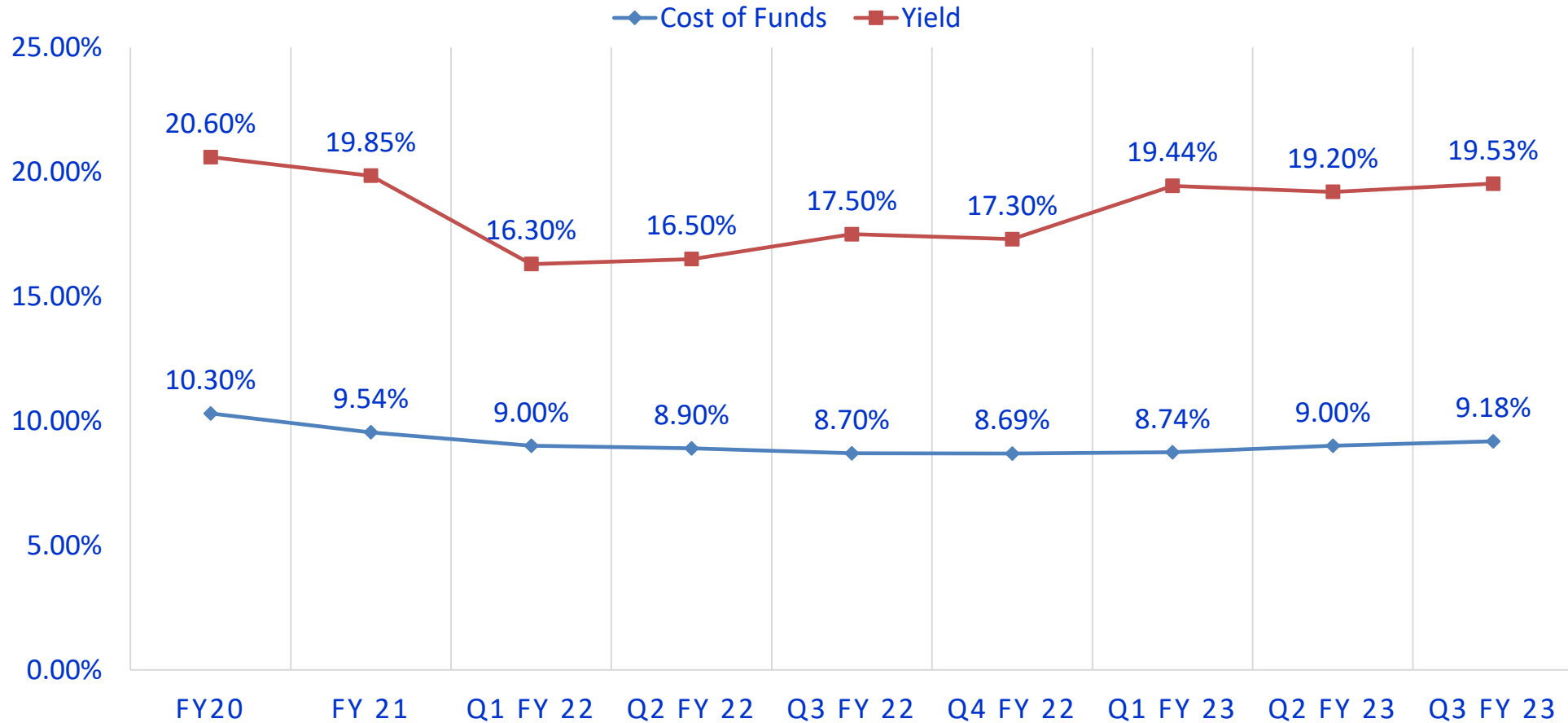
Net worth (in Crores)Debt Equity Ratio

Quarter	Q1 FY 22	Q2 FY 22	Q3 FY 22	Q4 FY 22	Q1 FY 23	Q2 FY 23	Q3 FY 23
BV (₹)	331.25	326.33	329.1	235.7	244.5	255.57	267.52

SPREAD ANALYSIS

* From Q4FY22 onwards the loan, loss provisions includes provisioning on Soft NPA as per the RBI circular dated 12th Nov 2021

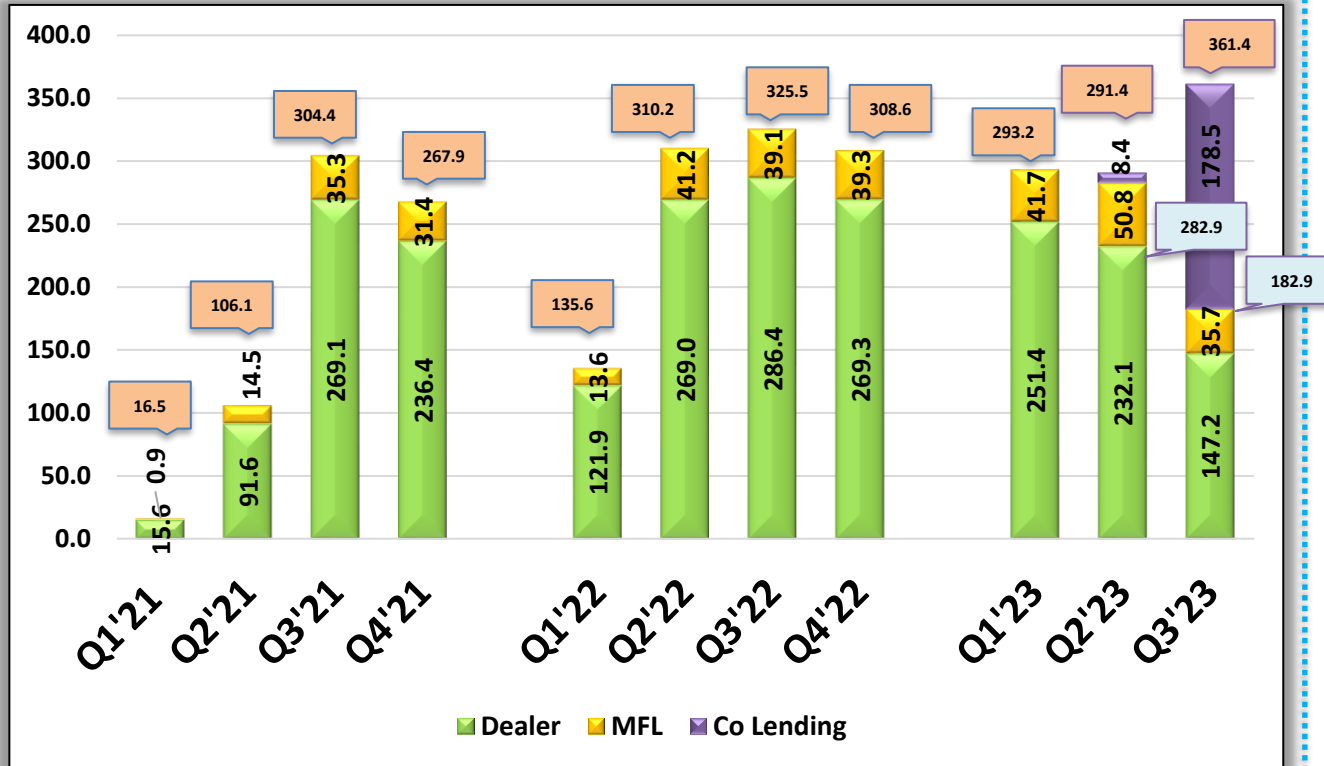
ANALYSIS OF COST & YIELD



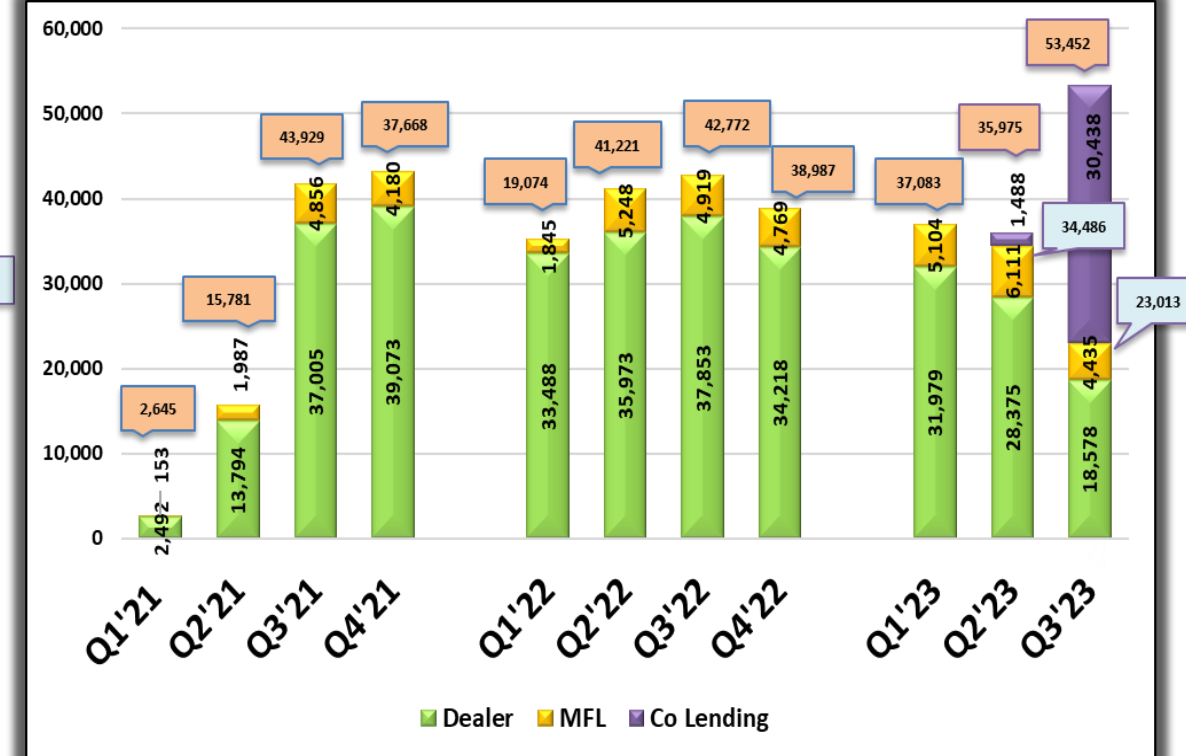
Business Update

Quarterly Disbursement Trend | Overall Business (Value in ₹ Cr)

Overall Business (Value in ₹ Cr)

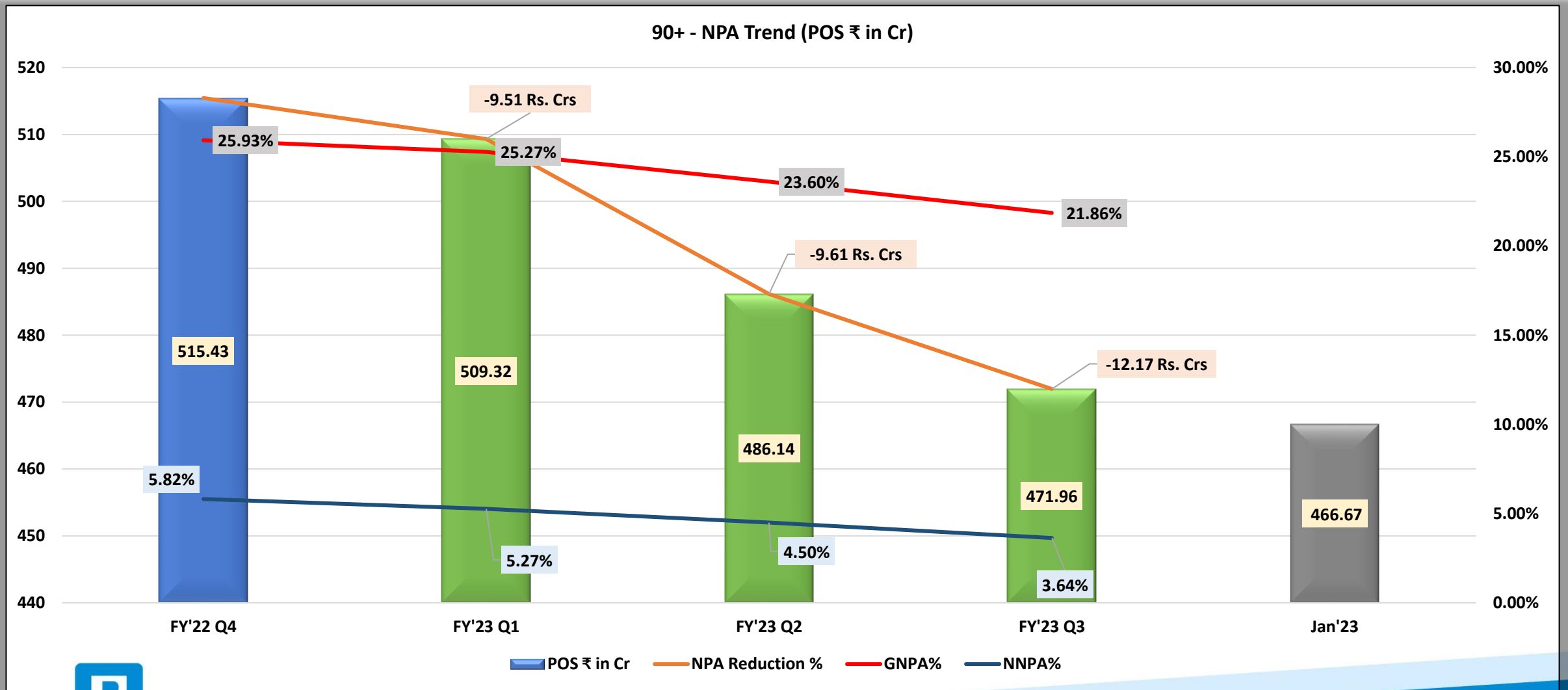


Overall Business (units)

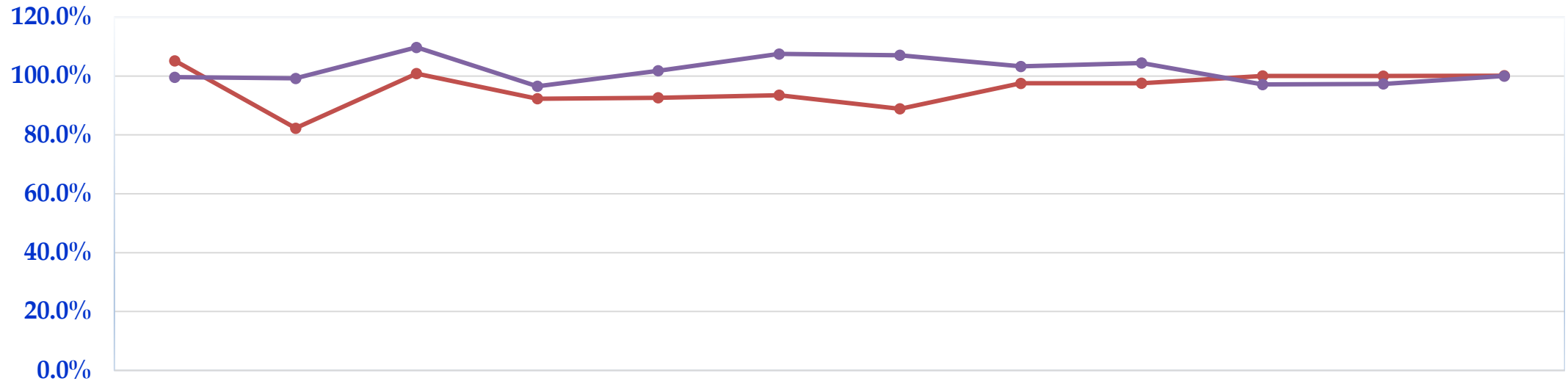


Collections

90+ - NPA Trend (POS) | Quarterly



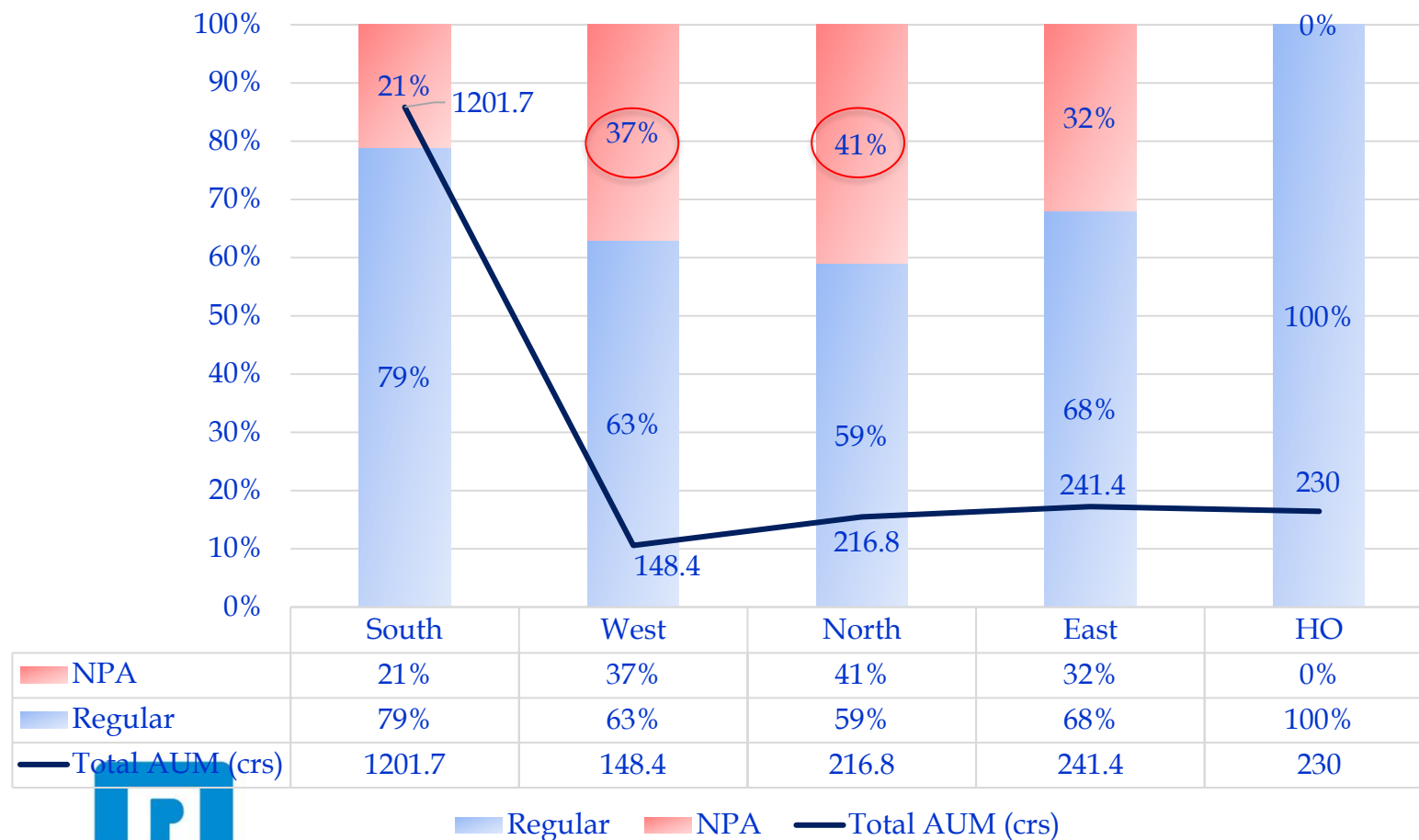
COLLECTION PERFORMANCE MONITORING- TOTAL MONTHLY COLLECTION AGAINST MONTHLY BILLING



	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
Corporate Collections	105.2%	82.3%	100.8%	92.3%	92.6%	93.5%	88.9%	97.5%	97.6%	100.0%	100.0%	100.1%
HYP Collection	99.6%	99.2%	109.7%	96.5%	101.8%	107.5%	107.0%	103.3%	104.4%	97.1%	97.3%	100.0%

Corporate Collections HYP Collection

MCSL GEOGRAPHIC OVERVIEW – RETAIL LOANS INCLUDING LOAN BUYOUTS

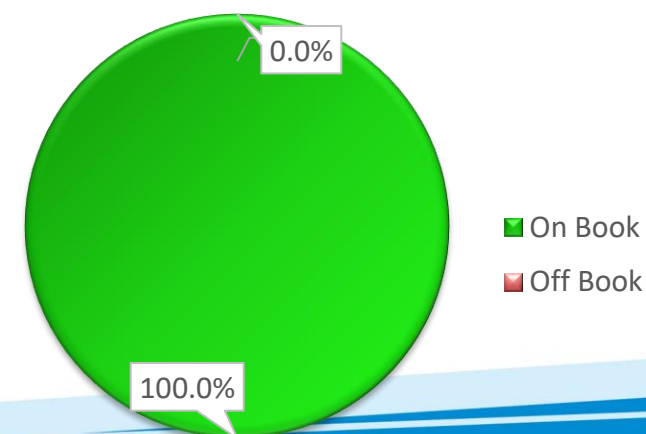
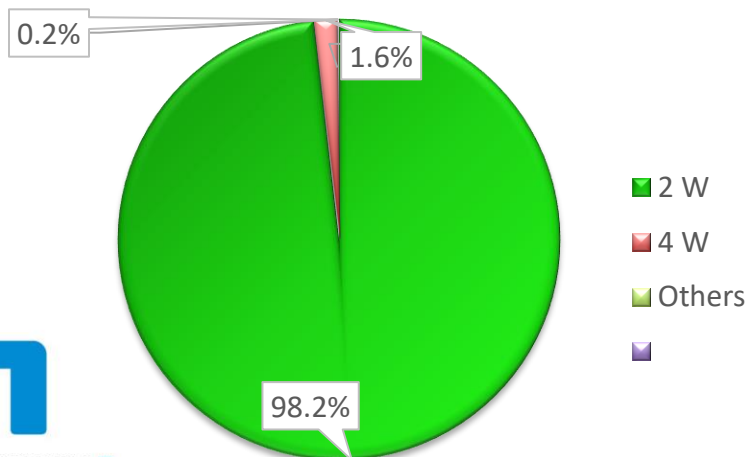


Zone	Active Clients	Total AUM (Cr)	Zone wise AUM %	Zone wise NPA %
South India	2,91,994	1,201.73	59%	53%
Western India	37,997	148.14	7%	11%
North India	61,988	216.88	11%	19%
East India	67,381	241.45	12%	16%
HO	46,933	230.07	11%	0%
Overall	5,06,293	2038.27	100%	100%

RETAIL PORTFOLIO SPLIT AS ON 31st DECEMBER 2022

Segment wise	No . of loans	Amount
2 W	4,69,155.00	2,001.85
4 W	2,335.00	32.91
Others	34,803.00	3.50
Total	5,06,293.00	2,038.27

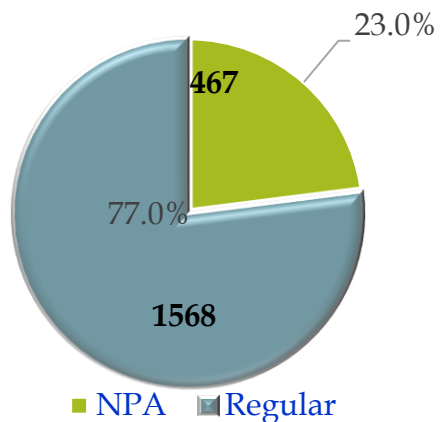
Transaction Type	No of Transactions	Amount
Securitized (part of own book)	9	549.77
Direct Assignment	9	5.49
Own Portfolio excluding securitized		1,483.01
		Ind AS
Off Book		5.49
On Book		2,032.78
Total Portfolio		2,038.27



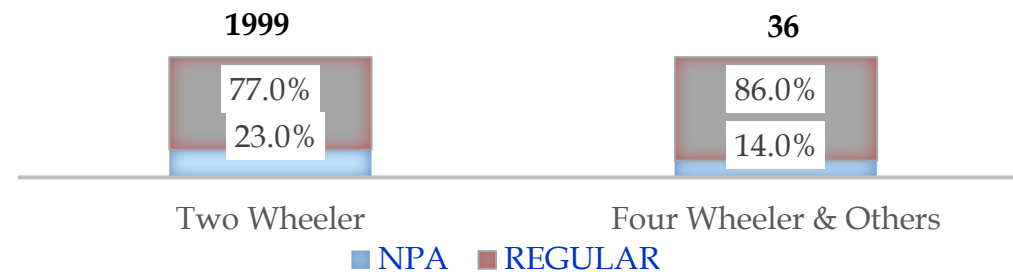
PORTFOLIO ANALYSIS - RETAIL LOANS INCLUDING LOAN BUYOUTS

₹. In Crores

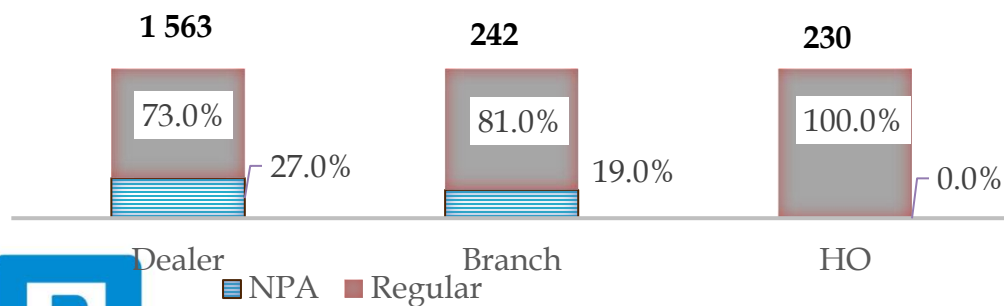
Portfolio Analysis



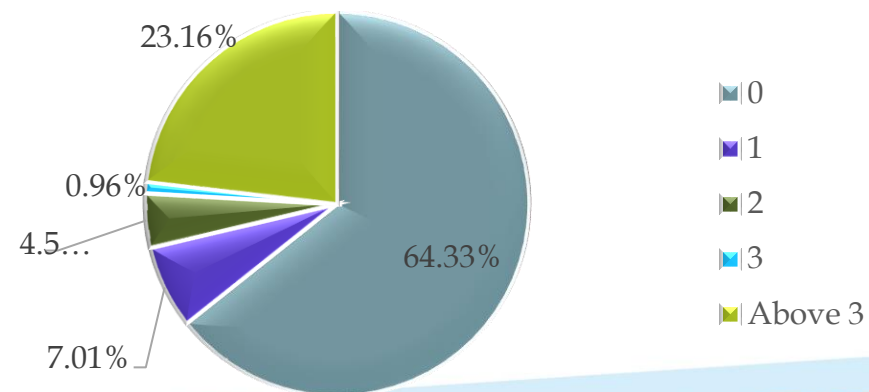
Segment - wise Analysis

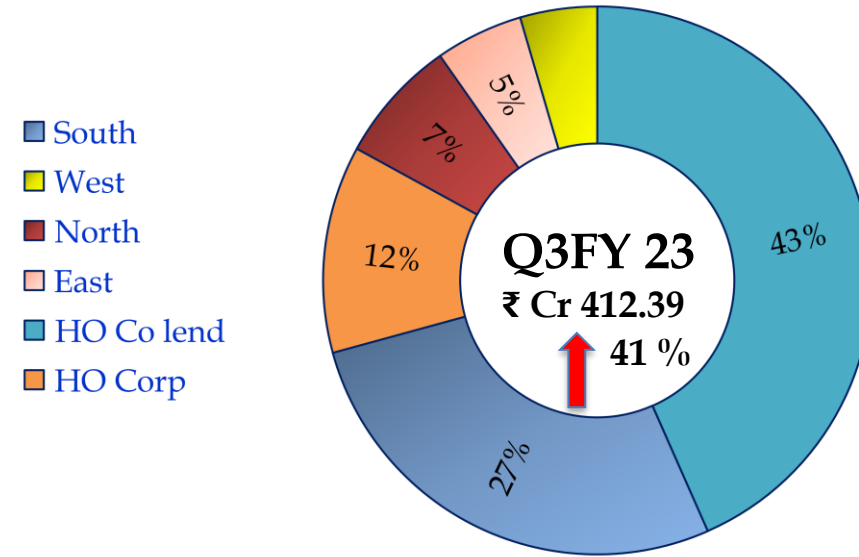
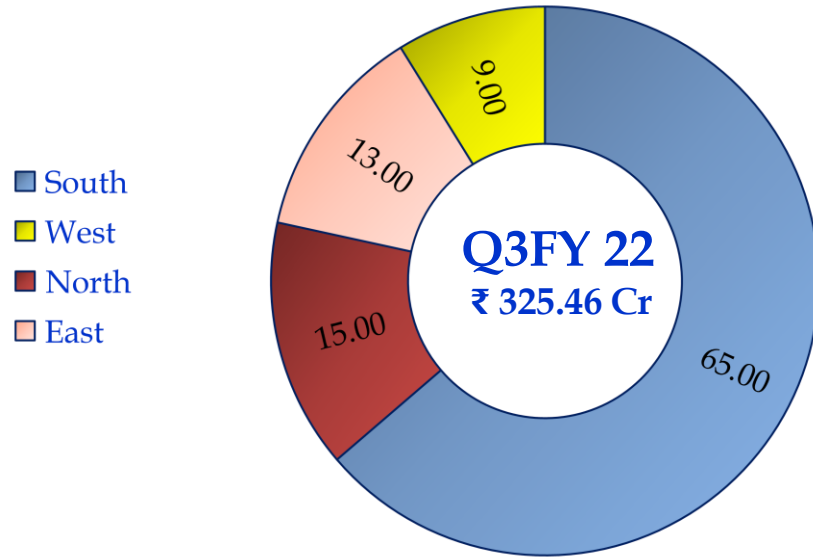
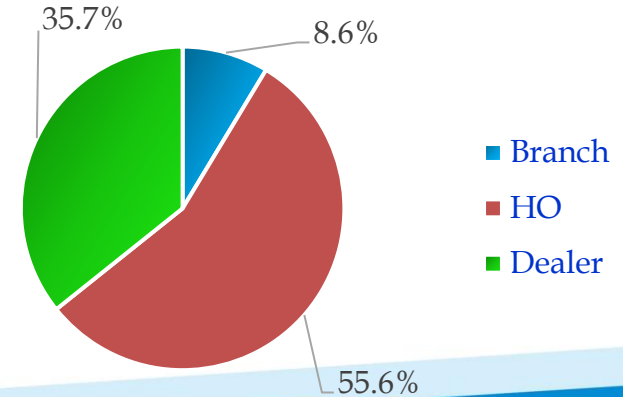
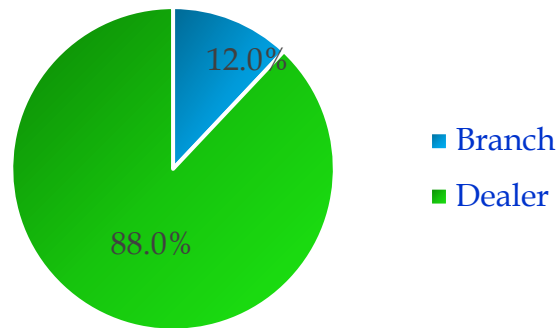


Source - wise Analysis



Bucket - wise Analysis



ZONEWISE DISBURSEMENT (RETAIL LOANS INCLUDES CO LENDING)**Share of Branch and Dealer of zone-wise disbursement**

CORPORATE LOAN MOVEMENT - Q3FY23

₹. In Crores

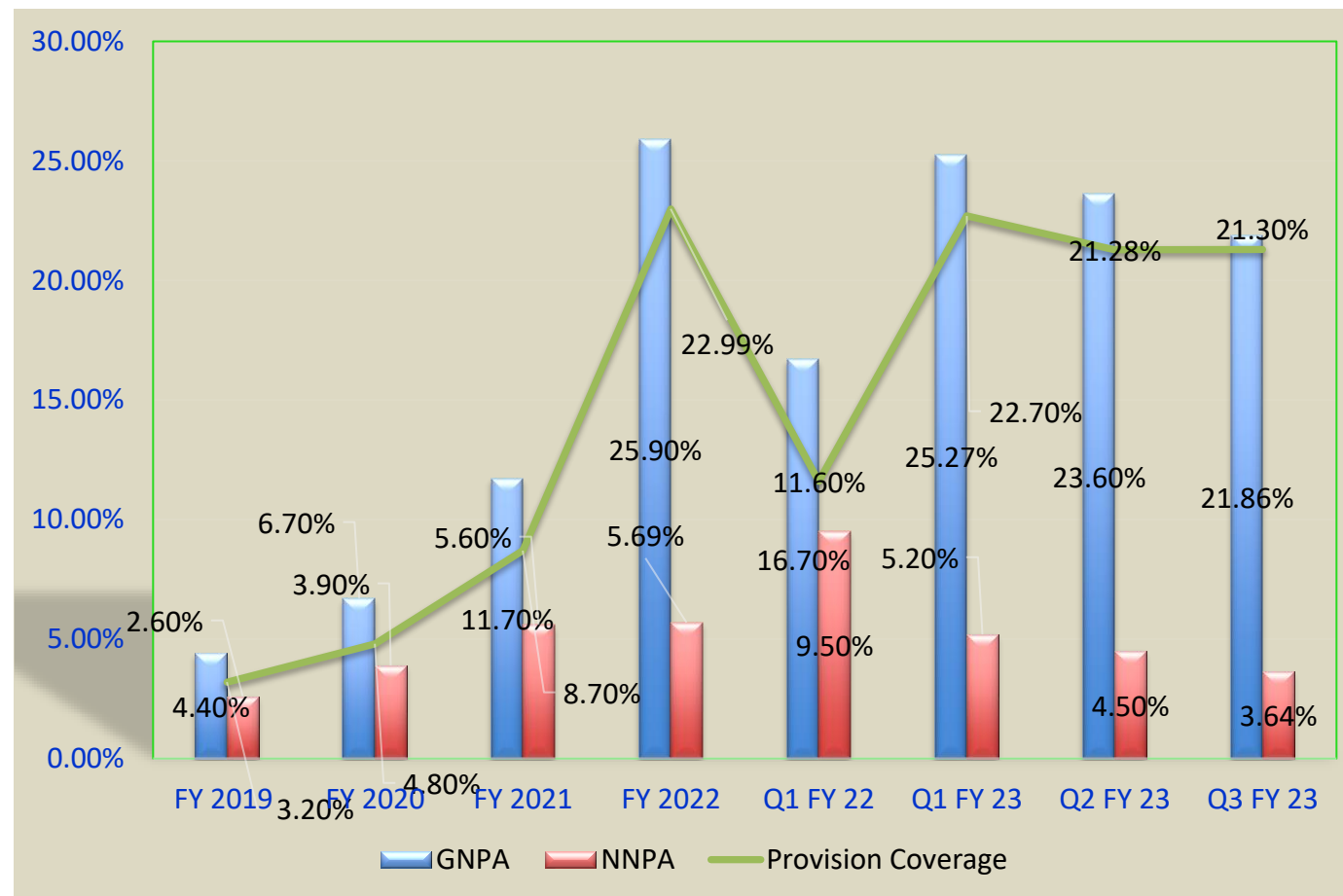
Particulars	Corp loan Nos	Balance
Balance as on 30.09.2022	27	96.53
Add: Addition during Q3FY23	4	50.5
	31	147.03
Less: Loans closed during Q3FY 23	3	1.38
Less: Amount collected during Q3FY 23		18.29
Less: Written off during Q3Y23	0	0
Balance as on 31.12.2022	28	127.36

ECL Provision - Corporate Loan as on 31.12 2022	Corp loan Nos	Provision
Corporate loan provision on Standard Accounts	26	0.76
Corporate loan provision on Stressed Accounts	2	0.15
Total	28	0.91

ASSET QUALITY AND PROVISION COVERAGE

₹. In Crores

<u>As Per IND AS</u>	<u>As on 31.12.2022</u>	<u>As on 31.12.2021</u>	<u>As on 30.09.2022</u>
Own Book Portfolio	2,136.20	2011.31	2036.3
Own book NPA	21.86%	27.78%	23.60%
Total NPA	21.86%	27.78%	23.60%
Own book NPA (Net)*	3.63%	18.63%	4.50%
Total NPA (Net)	3.63%	18.63%	4.50%
PCR	86.55%	38.90%	84.75%
Prov as % of Loan Book	18.92%	11.24%	21.30%



LIQUIDITY POSITION

₹. In Crores

Particulars	Jan-23	Feb-23	Mar-23	Q4 FY 2023
Opening Balance	258 82	303 97	284 22	258 82
Inflows				
New Funding / Borrowings	50 40	40	40	51 20
New funding through PTC / DA /CP / MLD	101 23	140 00	100 00	341 23
WCDL/CC Rollover	60 00	60 00	255 00	375 00
EMI Repayments incl. sold portfolio	115 97	115 08	118 95	350 01
Other receipts	2 42	2 61	6 19	11 23
	330 03	318 09	480 54	1128 66
Opening Balance+ Inflow	588 85	622 07	764 76	1387 49
Outflows				
Repayment of Term Loans (Principal)/FD's& Sub debt/CP/NCD/ICD/MLD	38 14	12 50	50 88	101 52
Repayment of WCDL/DP Reduction	90 00	100 00	175 00	365 00
Securitization /DA collection payable	34 62	32 93	29 77	97 32
Interest on borrowings	13 36	12 17	11 67	37 20
Operational expenses	18 50	17 50	18 00	54 00
Statutory dues payable	2 75	2 75	6 75	12 25
Monthly Disbursement	85 50	160 00	175 00	422 50
	284 87	337 85	467 07	1089 80
Cumulative closing balance	303 97	284 22	297 68	297 68

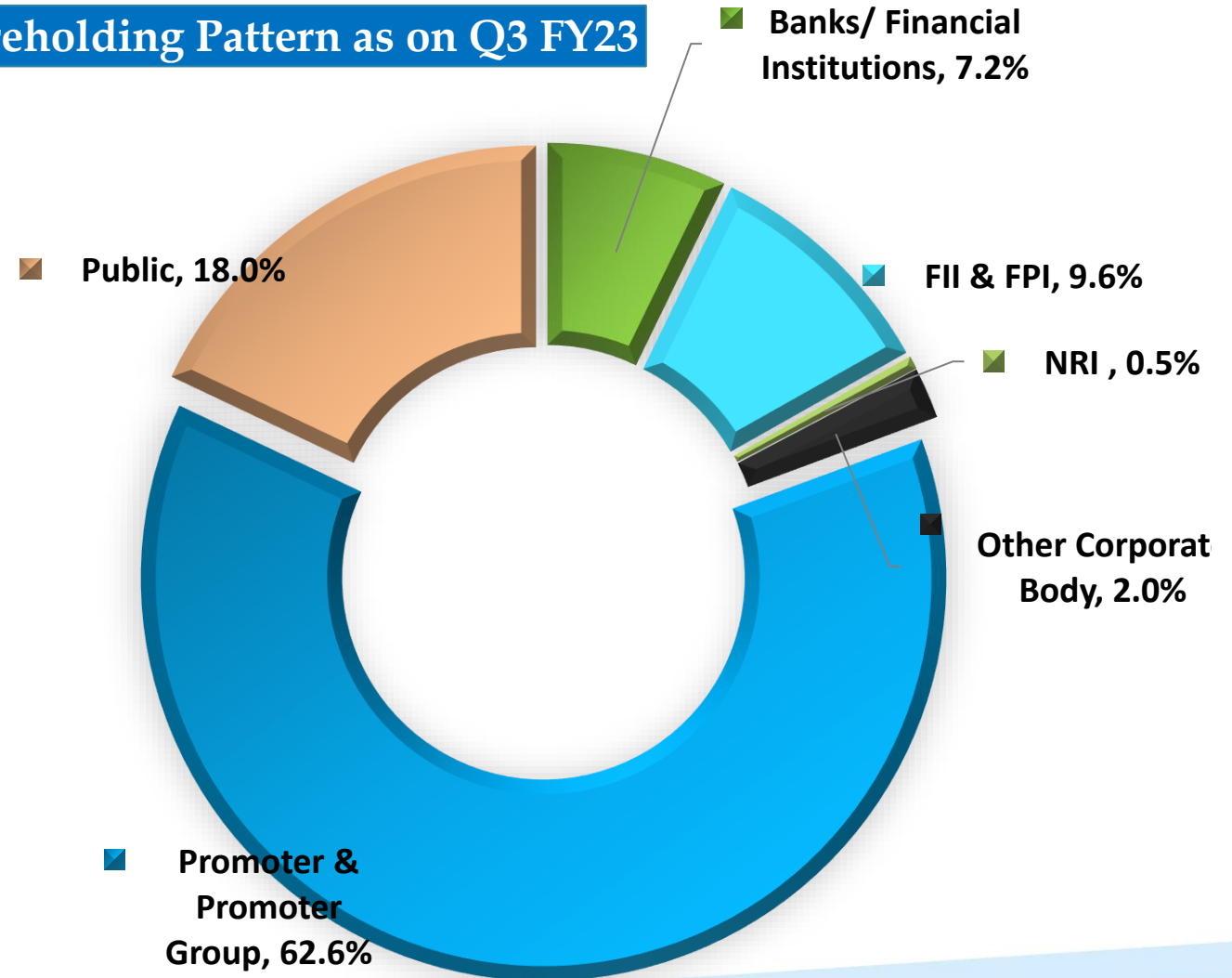
ALM AS ON 31.12.2022

₹. In Crores

Particulars	1M	2M	3M	4M to 6M	7M to 12M	1 to 3 Years	3 to 5 Years	Over 5 years	Total
A. OUTFLOWS									
Capital Reserves & Surplus		-	-	-	-	-	-	446.67	446.67
Deposits	3.20	2.54	1.92	6.11	11.35	14.86	10.29	0.53	50.80
Bank Borrowings And Debentures	96.18	192.38	196.90	227.45	229.79	195.13	-	-	1,137.83
Commercial Papers (CPs)	-	-	29.32	-	-	-	-	-	29.32
Borrowings from Others	39.00	40.49	37.68	108.40	165.79	120.58	-	-	511.94
Current Liabilities and Other Outflows	53.22	2.13	3.57	4.58	13.39	787.71	199.09	201.82	1,265.51
A. TOTAL OUTFLOWS (A)	191.60	237.54	269.39	346.54	420.32	1,118.28	209.38	649.02	3,442.07
B. INFLOWS									
Cash and Balances with Banks	266.48	0.52	8.66	-	14.70	48.77	-	-	339.13
Investments	0.04	3.06	1.08	4.08	10.07	21.37	1.00	6.29	46.99
Advances (Performing)	108.94	79.44	79.01	223.87	402.56	707.06	17.39	-	1,618.27
Gross Non-Performing Loans (GNPA)	-	-	-	-	-	-	231.57	235.48	467.05
Fixed Assets	-	-	-	-	-	-	-	1.66	1.66
Other Assets and Inflows	125.06	184.65	96.26	227.02	189.15	38.79	2.99	105.05	968.97
B. TOTAL INFLOWS (B)	500.52	267.67	185.01	454.97	616.48	815.99	252.95	348.48	3,442.07
C. Mismatch (B - A)	308.92	30.13	-84.38	108.43	196.16	-302.29	43.57	-300.54	0.00
D. Cumulative Mismatch	308.92	339.05	254.67	363.10	559.26	256.97	300.54	0.00	0.00
E. Mismatch as % of Total Outflows	161.23%	12.68%	-31.32%	31.29%	46.67%	-27.03%	20.81%	-46.31%	0.00%
F. Cumulative Mismatch as % of Cumulative Total Outflows	161.23%	142.73%	94.54%	104.78%	133.06%	22.98%	143.54%	0.00%	0.00%

There has not been any change in Share Holding Pattern.

Shareholding Pattern as on Q3 FY23



SOURCES OF BORROWING**₹ 377Cr****Additional Facilities
received during the quarter**

In Q3FY23 Public Deposits collected ₹ 2.62 Cr.(9M FY23- ₹ 13.62 Cr) of which ₹ 1.17 Cr. (H1FY23-₹ 6.82 Cr) is renewal

**Bank funding - 88% of total borrowing as
on 31st Dec 2022**

₹ 2.62Cr**Collections of Public
Deposit/Sub debts****9.18%****Cost of borrowing for
Q3 FY 23****₹ 642 Cr****WCDL roll over**

**Additional Facilities sanction -
₹ 147 Crs PTC from DCB and
HDFC in Dec '22
IDFC First Bank Sanctioned 70Crs**

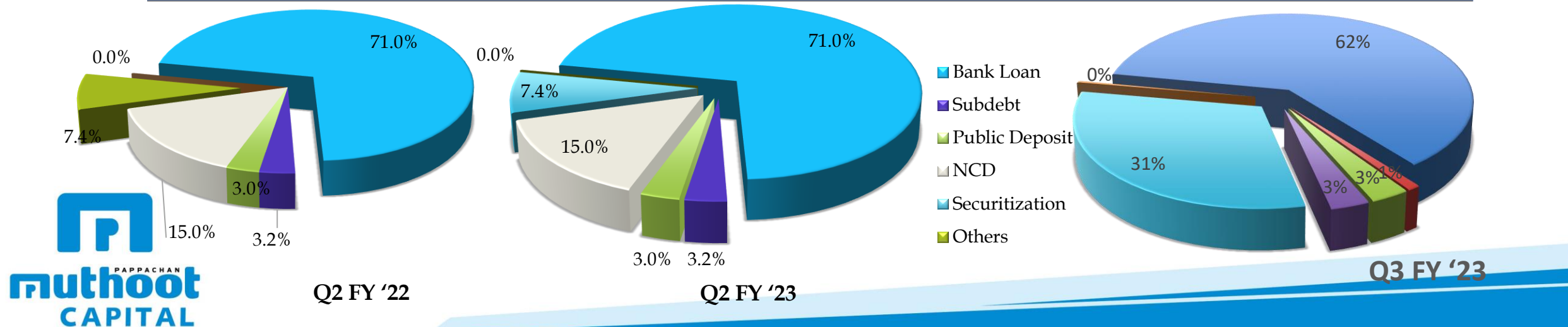
PTC fund-₹ 147 Cr
(9M FY23- ₹ 515 Cr)
Commercial Paper - ₹ 30 Cr
(9MFY23- ₹ 125Cr)

Q-o-Q increase in cost of
borrowing from 8.97% for
Q2FY23 to 9.18%~ 9.2%

In Q3FY23, ₹ 642 Cr rolled over
from 13 facilities
In 9M FY23, ₹ 1852 Cr rolled
over from 41 facilities

BORROWING PROFILE - BY INSTRUMENT

Particulars	Q3 FY '22		Q2 FY '23		Q3 FY '23	
	Amount	Cost*	Amount	Cost*	Amount	Cost*
Bank Loan	1490.3	8.52%	961.4	9.00%	986.8	9.24%
Sub debt	43.9	11.13%	13.6	11.00%	14.7	9.96%
Public Deposit	61.4	7.70%	43.8	6.90%	42.0	7.07%
NCD	0.0	9.45%	50	10.10%	50.0	10.07%
MLD					100.0	10.20%
Securitization	99.5	7.90%	492.3	8.80%	507.43	8.90%
Commercial Paper	0.0	-	-	9.20%	29.32	9.55%
Others	7.6	11.00%	5.1	11.00%	6.74	11.00%
Total	1702.6	8.73%	1566.2	9.00%	1737.0	9.18%



* Cost is interest cost only and doesnot include processing fee, brokerage etc.

Don't just Soch, Karo Blue Soch!

THANK YOU

