

#PurposeMuthootBlue

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



Investors Presentation

for the year ended 31st March 2023



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Operational Highlights

Performance Analysis

Sales & Collection Analysis

Asset Analysis

Liability Analysis



AUM

FY 23: ₹ 2102 Cr
FY 22: ₹ 2088 Cr



Disbursement –

FY 23: ₹ 1318 Cr
FY 22: ₹ 1147 Cr



Balance sheet Size

FY 23: ₹ 2435 Cr
FY 22: ₹ 2098 Cr



Total borrowings as on

FY 23: ₹ 1891 Cr
FY 22: ₹ 1625 Cr

PAT

FY 23: ₹ 77.92 Crs
FY 22: ₹ -161.82 Crs

Share holders Fund

FY 23: ₹ 489 Crs
FY 22: ₹ 411 Crs

No: Of States -20

Total Income

FY 23: ₹ 444.62 Crs
FY 22: ₹ 411.30 Crs

New customer

FY 23 : 156,235
FY 22 : 145 100

No: Of live customers

4 89 416

Total Expense

FY 23: ₹ 335.82 Crs
FY 22: ₹ 627.01 Crs

Net Interest Income

FY 23: ₹ 296.5 Crs
FY 22: ₹ 261.4 Crs

Borrowing Cost

FY 23: 9.10 %
Q3 FY 23: 9.18 %

NNPA - 2.58%

PCR - 89.78 %

Stage 3 - 20.87%

Stage 3
(Net) -2.63%

Overall Prov - 19.78 %

Operational
Highlights

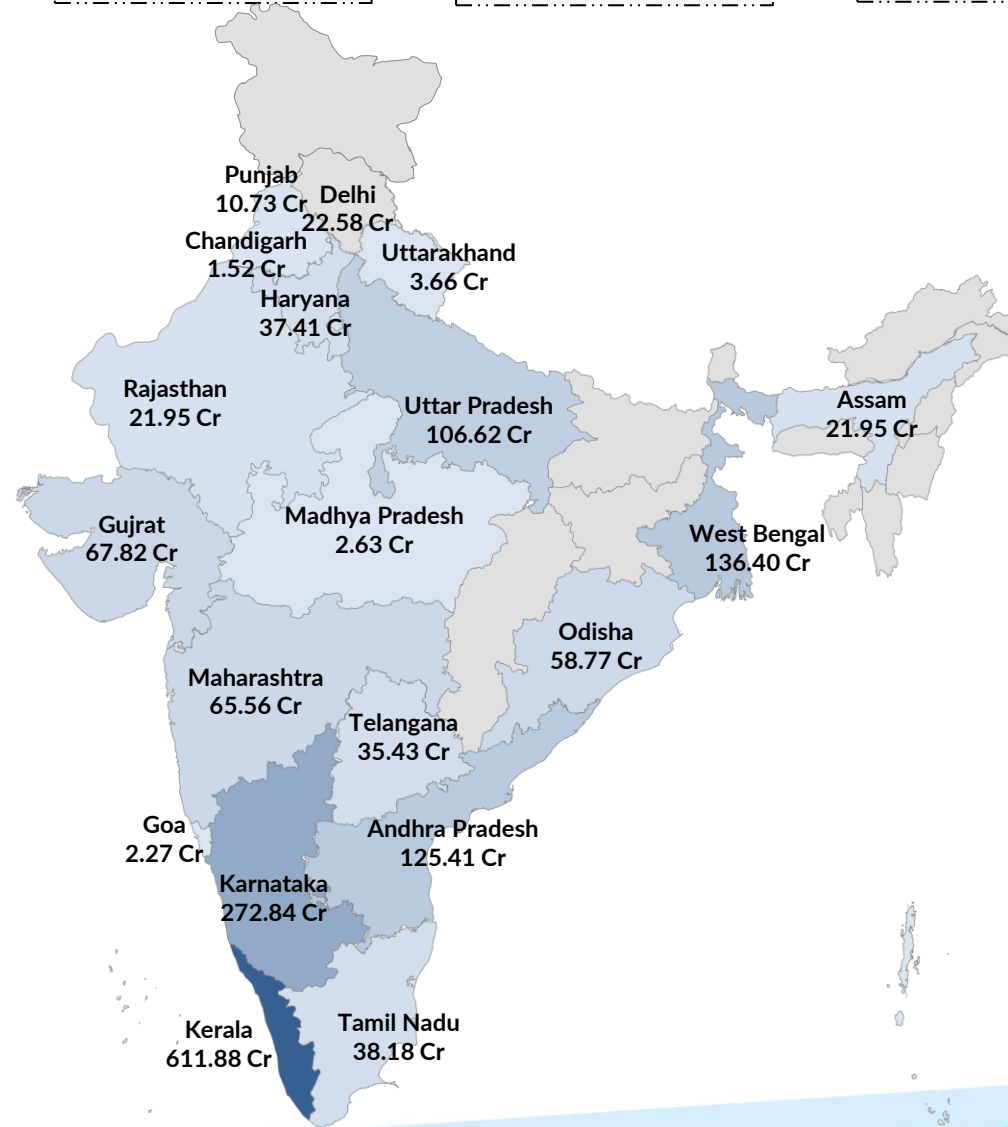
Performance
Analysis

Sales & Collection
Analysis

Asset
Analysis

Liability
Analysis

OUR
GEOGRAPHICAL
REACH IS SPREAD
ACROSS
20
STATES



HAWK-EYE VIEW OF OPERATIONS



Debt-Equity Ratio
3.87 times



CRAR 27.89%



Attrition Rate
3.63%



EPS 47.84



Average LTV
78.35%



ROA 3.7%



ROE 17.96%



Cost of Borrowing
9.10%

Upgraded
to A+
Stable by
CRISIL

Operational Highlights


Performance Analysis


Sales & Collection Analysis

Asset Analysis

Liability Analysis


CRAR

Q3 FY 23 : ₹ 23.89% Cr  16.74%
Q4 FY 23 : ₹ 27.89 % Cr


Q4 FY 22: ₹ 19.5 % Cr  43.03%
Q4 FY 23 : ₹ 27.89 % Cr


GNPA

Q3 FY 23: 21.86.0%  -4.53%
Q4 FY 23: 20.55%

Q4 FY 22: 25.93%  -19.51%
Q4 FY 23: 20.55%

Revenue

Q3 FY 23: ₹ 112.8 Cr  2.49%
Q4 FY 23: ₹ 115.6 Cr


Q4 FY 22: ₹ 108.8 Cr  7.24%
Q4 FY 23: ₹ 115.6 Cr


NNPA

Q3 FY 23 : 3.63%  -29.48%
Q4 FY 23 : 2.58%

Q4 FY 22 : 5.82 %  -56.01%
Q4 FY 23 : 2.58%


Stage 3-Own book

Q3 FY 23 : ₹ 467.0 Cr  7.67%
Q4 FY 23 : ₹ 431.2 Cr


Q4 FY 22 : ₹ 531.4 Cr  18.86%
Q4 FY 23 : ₹ 431.2 Cr


Loan Losses & Provision

Q3 FY 23 : ₹ 1.6 Cr  562.50%
Q4 FY 23 : ₹ - 7.4 Cr

Q4 FY 22 : ₹ 235.9 Cr  103.14%
Q4 FY 23 : ₹ - 7.4 Cr


PAT

Q3 FY 23 : ₹ 19.7 Cr  29.95%
Q4 FY 23 : ₹ 25.6 Cr

Q4 FY 22 : ₹ - 153.5 Cr  116.68%
Q4 FY 23 : ₹ 25.6 Cr

ROA

Q3 FY 23 : 3.7%  31.89%
Q4 FY 23 : 4.88%

Q4 FY 22 : - 29.2%  116.16%
Q4 FY 23 : 4.88%

ROE

Q3 FY 23 : 18.3 %  20.66%
Q4 FY 23 : 22.08 %

Q4 FY 22 : - 132.4 %  116.68%
Q4 FY 23 : 22.08 %

FINANCIAL PERFORMANCE - QUARTERLY & YEARLY

₹. In Crores

Financial Statement Metrics	Q-o-Q Vs				FY23	FY22	Y-o-Y
	Q4FY23	Q4FY22	Q4FY 22	Q3FY23			
Disbursement :							
Retail Loans	206.29	321.00	-36%	361.90	1152.73	1099.20	5%
Other Loans	73.48	47.20	56%	50.49	165.54	47.90	246%
Total Disbursements	279.77	368.20	-24%	412.39	1318.27	1147.10	15%
AUM at the end of the period *	2097.97	2081.08	1%	2136.20	2097.97	2081.08	-1%
Average AUM	2103.20	2035.60	3%	2130.84	2154.60	2035.60	6%
Total Interest and Fee Income	115.61	108.87	7%	112.82	444.63	411.30	8%
Finance Expenses	42.64	34.12	25%	37.71	148.15	149.92	-1%
Net Interest Income(NII)	72.97	74.75	-1%	75.11	296.48	261.38	13%
Operating Expenses	43.29	42.28	2%	45.98	175.18	152.73	15%
Loan Losses & Provisions	-7.40	235.92	103%	1.59	12.49	324.36	96%
Profit Before Tax	37.08	-203.45	118%	27.54	108.81	-215.71	150%
Profit After Tax	25.66	-152.11	117%	19.66	77.93	-161.83	148%

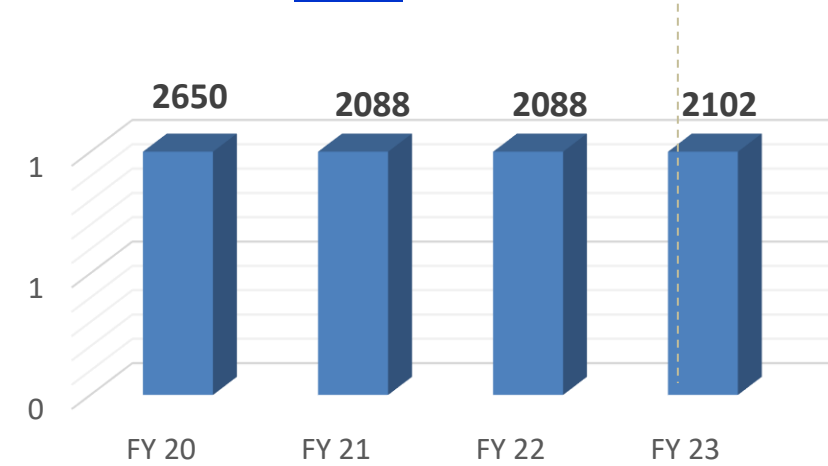
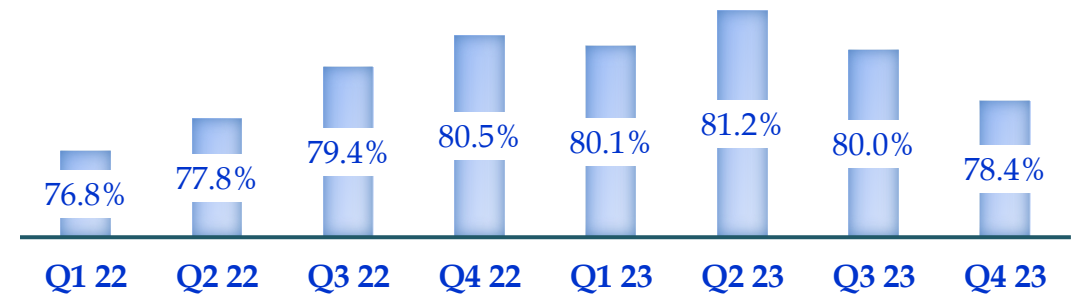
	Q4 FY 23	Q4 FY 22	Q3 FY 23	FY 23	FY 22
Total Opex to NII	59.3%	56.6%	61.2%	59.1%	58.4%
Return on Avg. AUM	4.9%	-29.9%	3.7%	3.6%	-7.9%
Earnings per Share	15.78	-93.32	12.03	47.84	-98.46

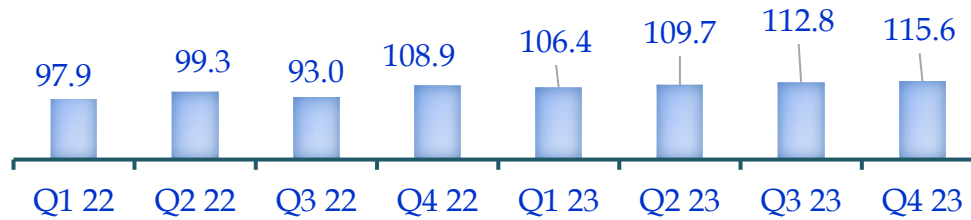
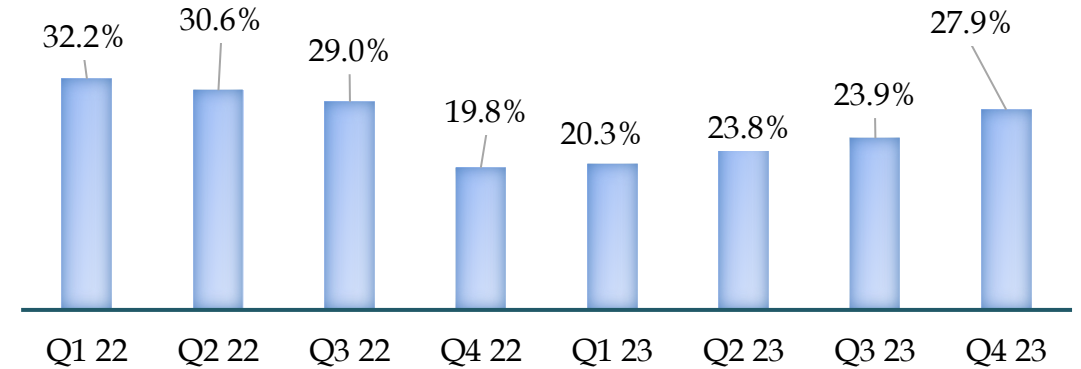
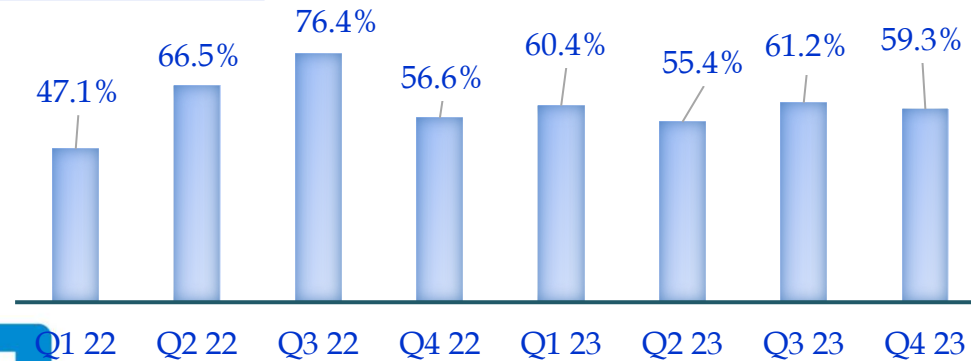
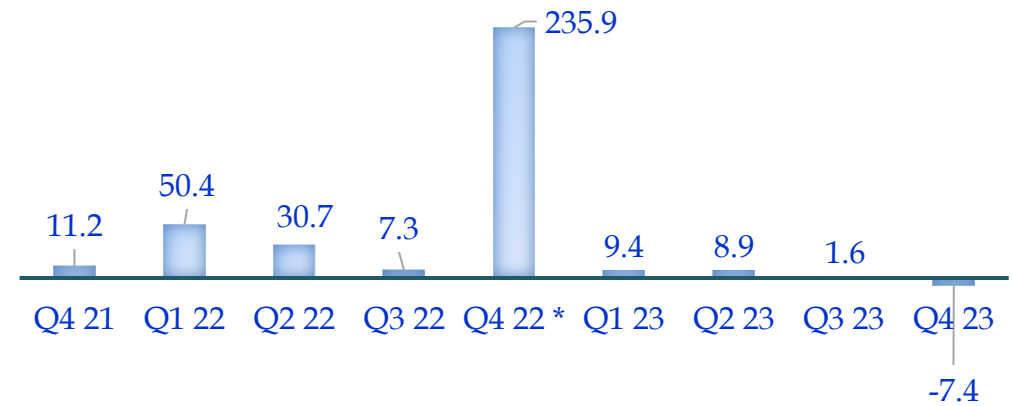
* Total AUM including off book as on 31st Mar 23 is ₹ 2102 crs (Q-o-Q- 5% down) (Y-o-Y- 6% up)

STATEMENT OF SOURCES AND APPLICATION OF FUNDS

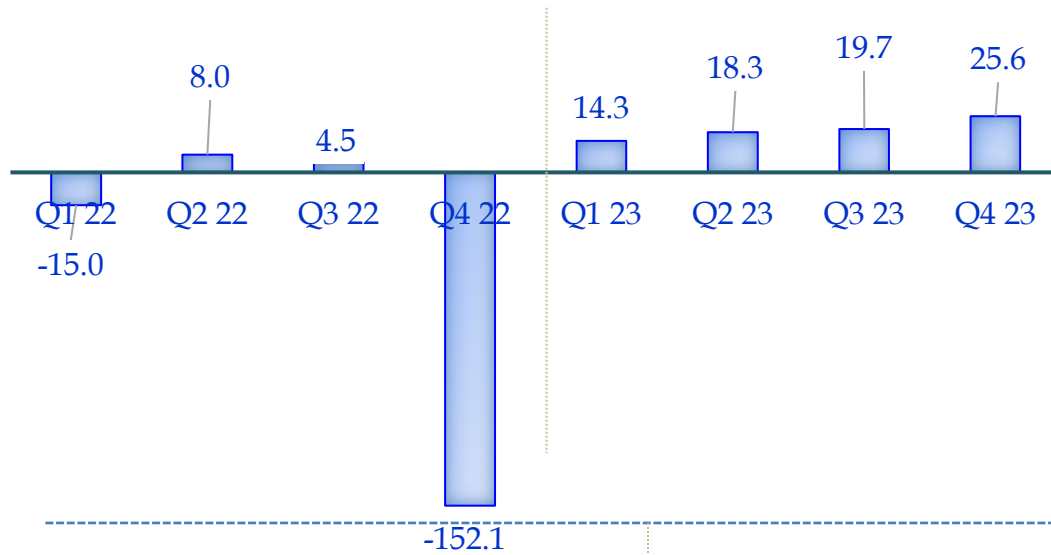
₹. In Crores

Sources	31-Mar-23	31-Mar-22	Application	31-Mar-23	31-Mar-22
Share Capital	16.4	16.4	Fixed Assets	2.1	2.0
Reserve & Surplus	472.8	394.9	Investments	118.0	69.4
Shareholders Funds	489.3	411.3	Deferred Tax Assets	92.4	99.8
Bank Debts	1092.2	1105.0			
Securitized Pool	476.8	263.2	Hypothecation Loan	1463.0	1452.3
Sub debt/Debentures/MLD/NCD	273.9	187.0	Loan Buyout(Retail loans)	55.8	24.0
Public Deposit/ICD/CP	37.8	61.5	Term Loans	103.8	62.4
Loan From Directors	6.8	5.1	Other Loans	4.3	4.8
Interest Accrued on Loans	3.9	2.8	Interest Accrued on Loans	53.9	53.5
Total Borrowings	1891.3	1624.6	Total Loans *	1680.7	1597.0
Trade Payable	31.0	28.5	Cash & Cash Equivalents	501.9	293.2
Provisions	3.7	3.6	Other Financial Assets	8.6	11.4
Other Financial Liabilities	18.3	27.3	Other Non-Financial Assets	31.6	25.6
Other Non-Financial Liabilities	1.8	3.1	Derivative Financial Instruments	0.0	0.1
Total	2435.3	2098.5	Total	2435.3	2098.5

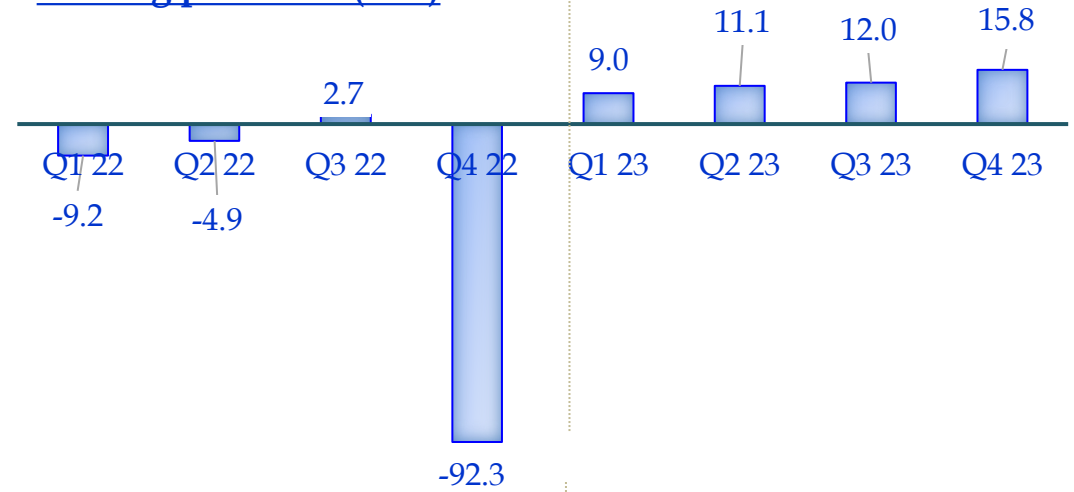
DISBURSEMENTS**AUM****Average LTV**

Revenue (in ₹ crores)Capital Adequacy Ratio (%)OPEX as a % of NIILoan Loss Provisions and Write offs (in Crores)

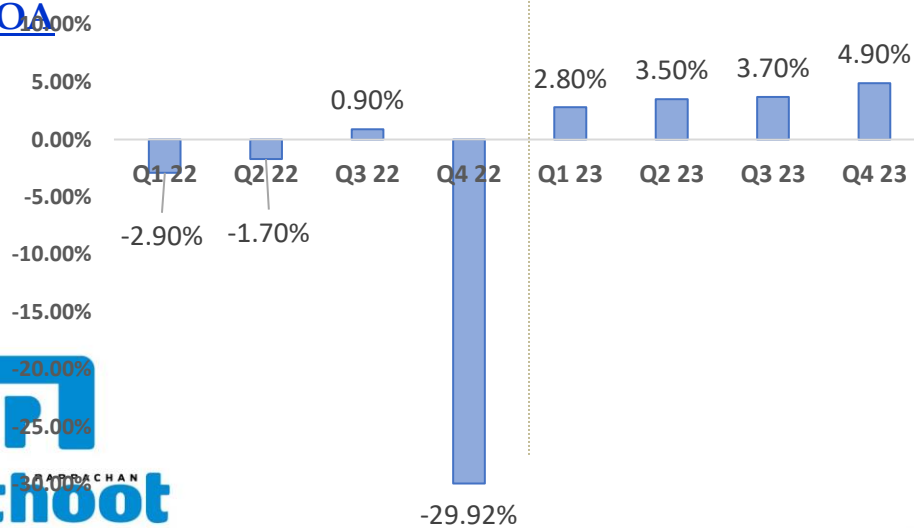
Profit after tax (in Crores)



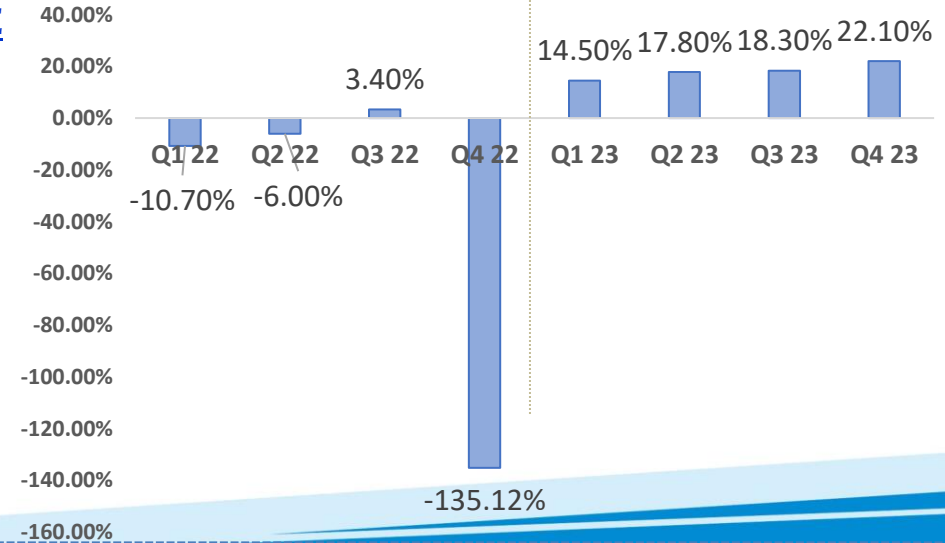
Earning per Share (in ₹)

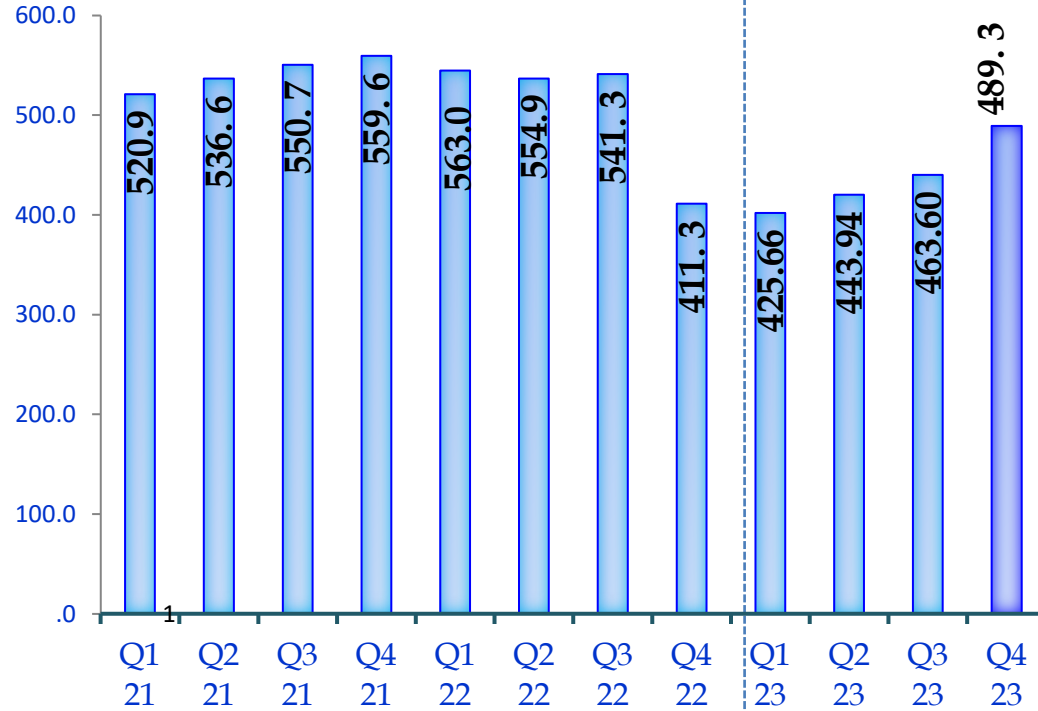
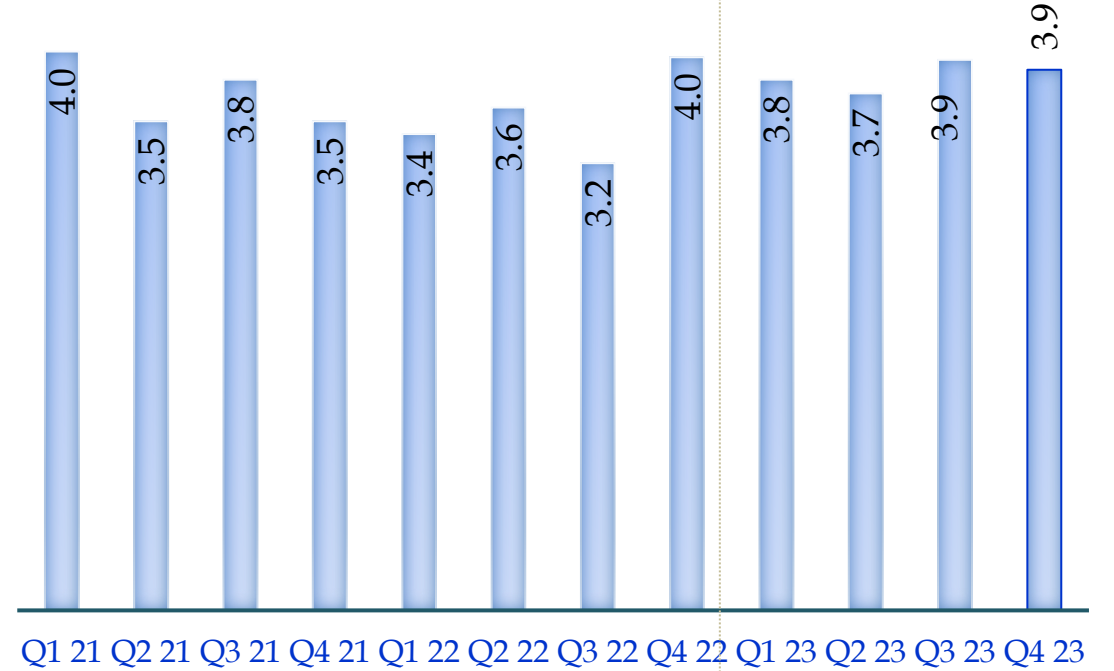


ROA

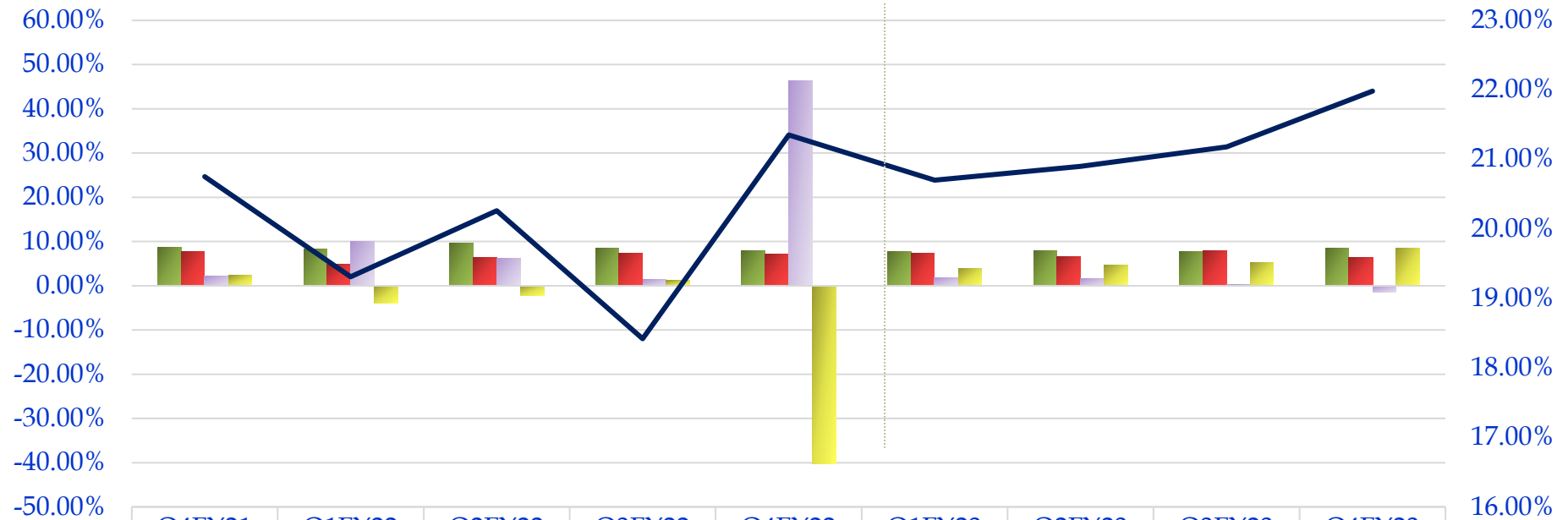


ROE

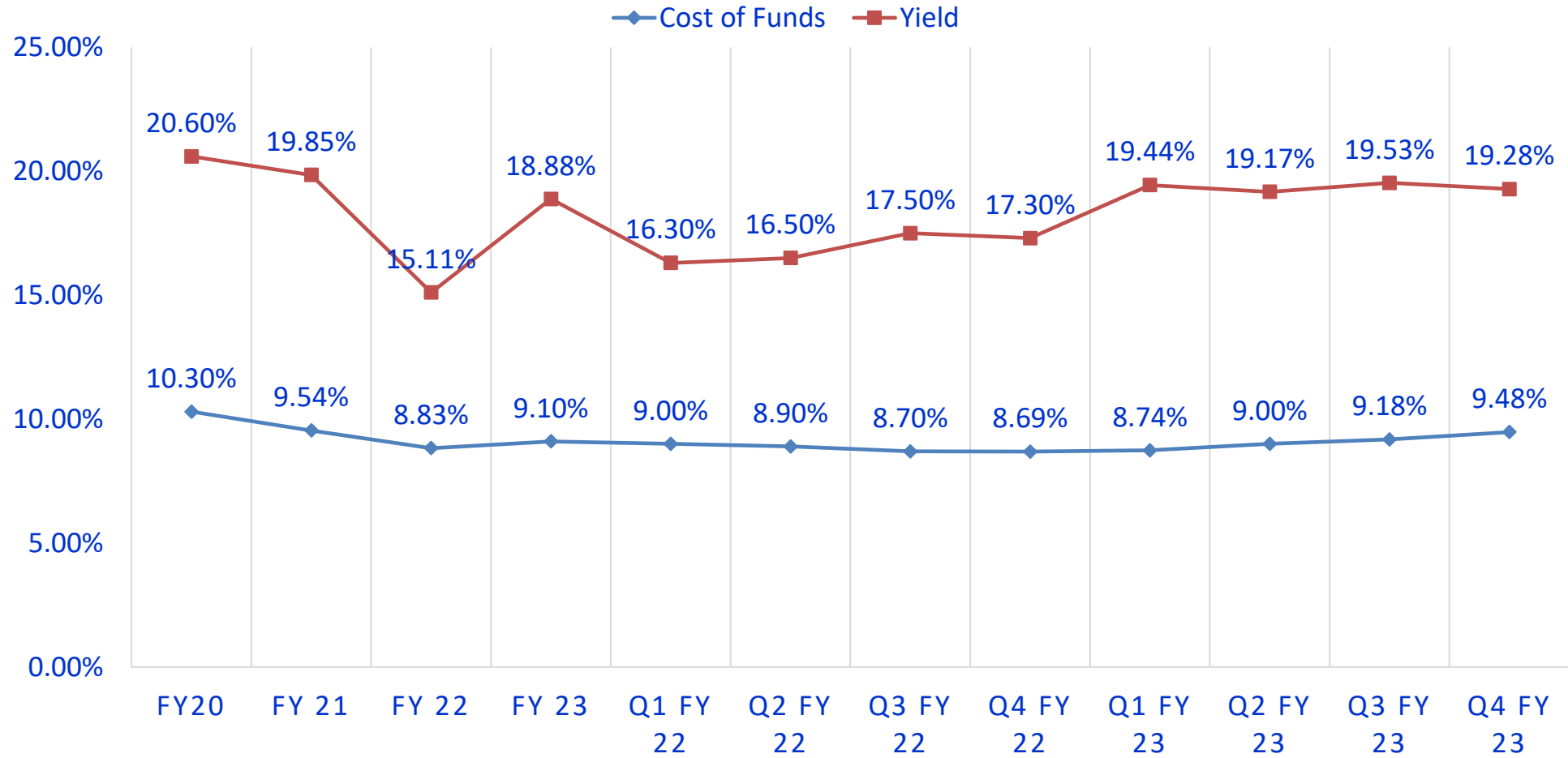


Net worth (in Crores)Debt Equity Ratio

Quarter	Q1 FY 22	Q2 FY 22	Q3 FY 22	Q4 FY 22	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23
BV (₹)	341.21	336.3	328.06	249.27	257.98	269.05	280.97	296.55

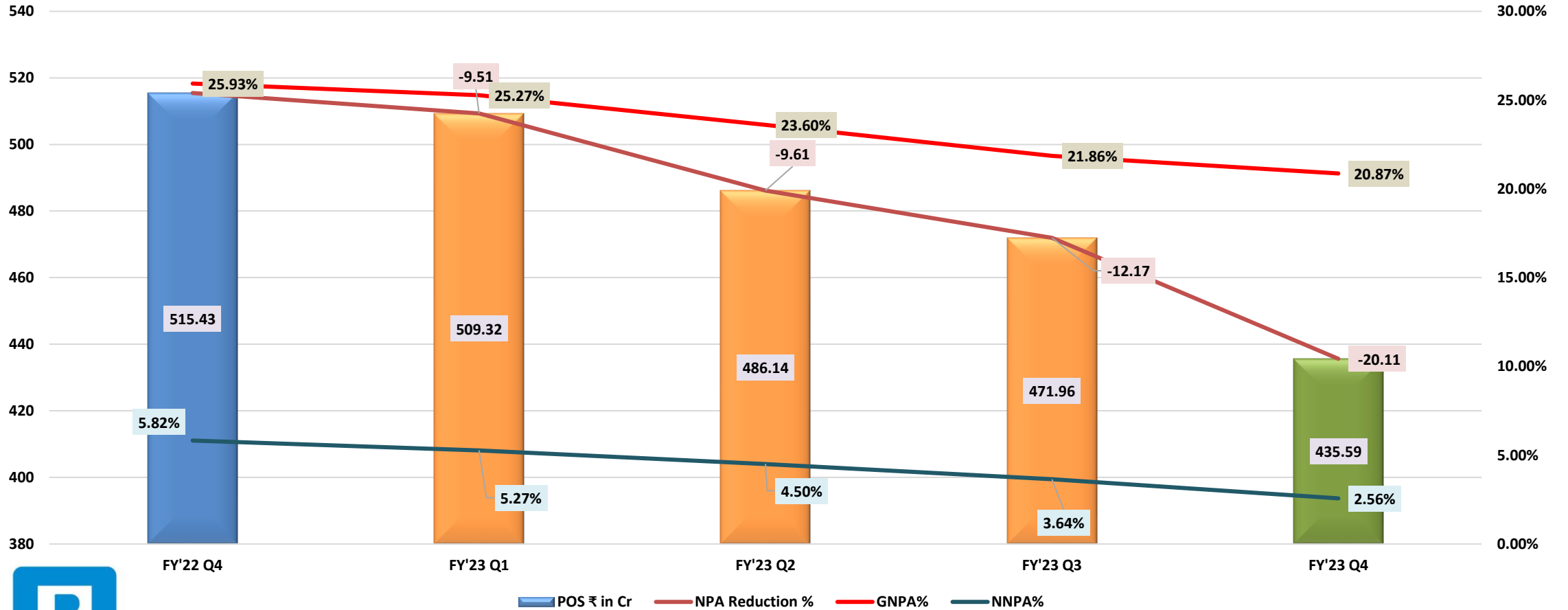
SPREAD ANALYSIS

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

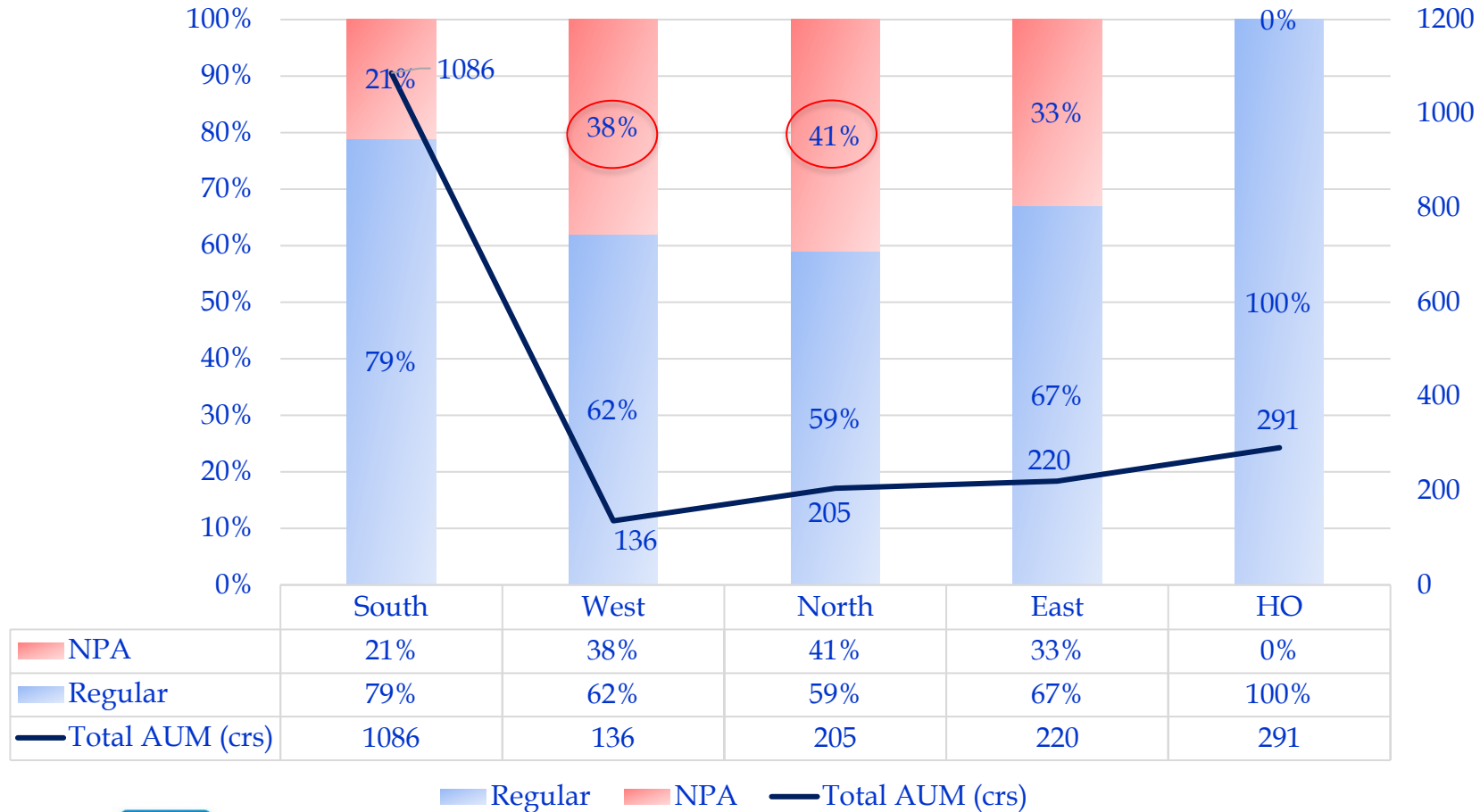
ANALYSIS OF COST & YIELD

Collections

60+ - NPA Trend (POS) | Quarterly



MCSL GEOGRAPHIC OVERVIEW - RETAIL LOANS INCLUDING LOAN BUYOUTS

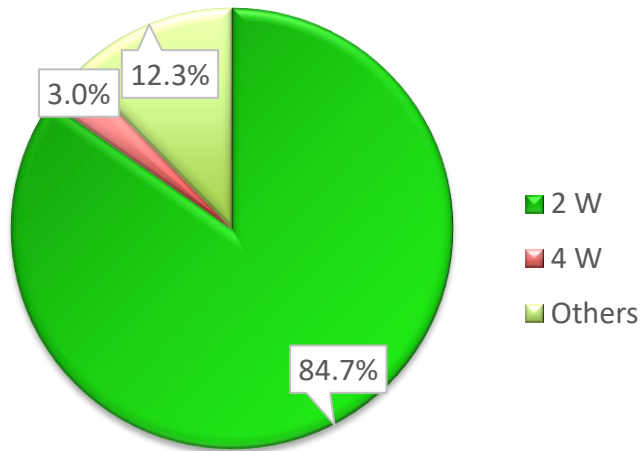


Zone	Active Clients	Total AUM (crs)	Zone wise AUM %	Zone wise NPA %
South India	2,67,649	1,086.31	56%	52%
Western India	35,718	136.33	7%	12%
North India	58,533	205.16	11%	19%
East India	62,866	220.26	11%	17%
HO	61,650	291.13	15%	0%
Overall	4,86,416	1939.20	100%	100%

Retail Portfolio Split as on 31st March 2023

Segment	No: of loans	Amount
2W	4,31,503	1,643.42
4W	7,907	57.78
Others	47,006	238.00
Overall	4,86,416	1,939.20

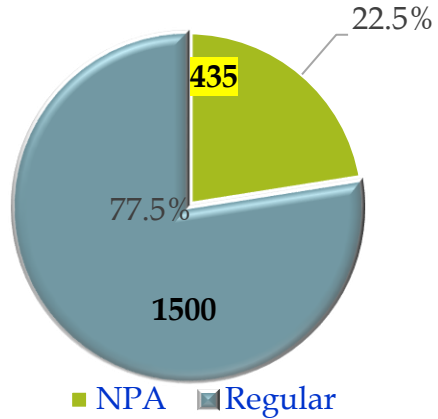
Transaction Type	No of Transactions	Amount
Securitized (part of own book)	9	518.27
Direct Assignment	9	4.91
Own Portfolio excl securitized		1,416.03
		AUM
Off Book		4.91
On Book		1,934.30
Total Portfolio		1,939.20



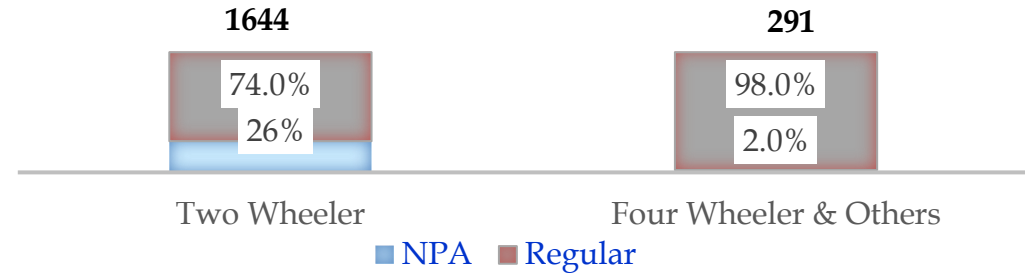
PORTFOLIO ANALYSIS - RETAIL LOANS INCLUDING LOAN BUYOUTS

₹. In Crores

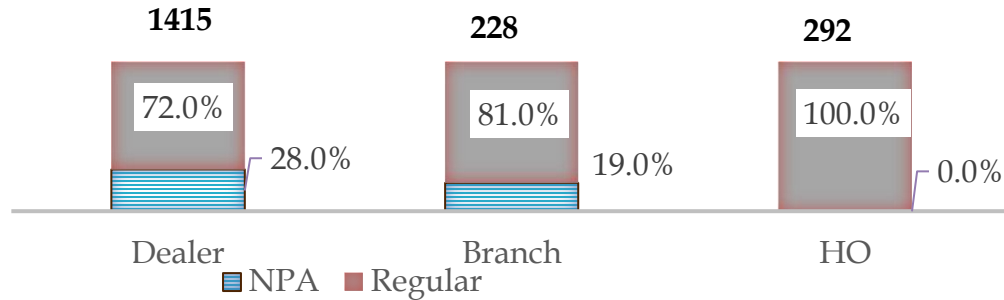
Portfolio Analysis



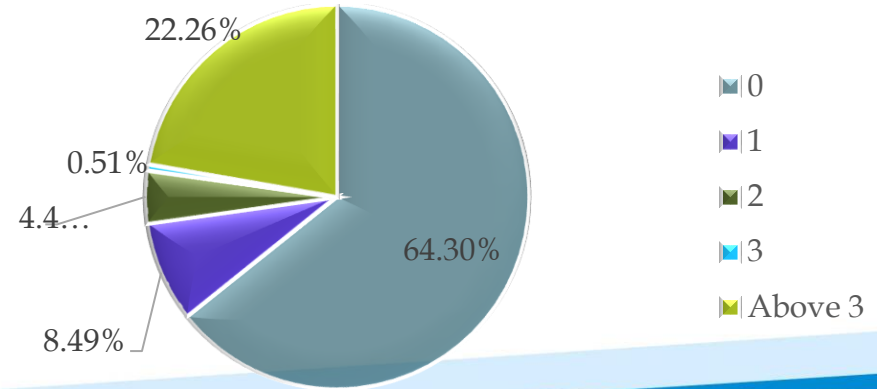
Segment - wise Analysis



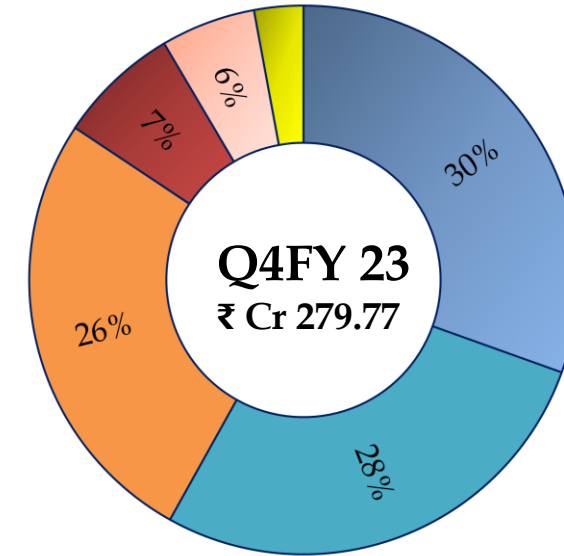
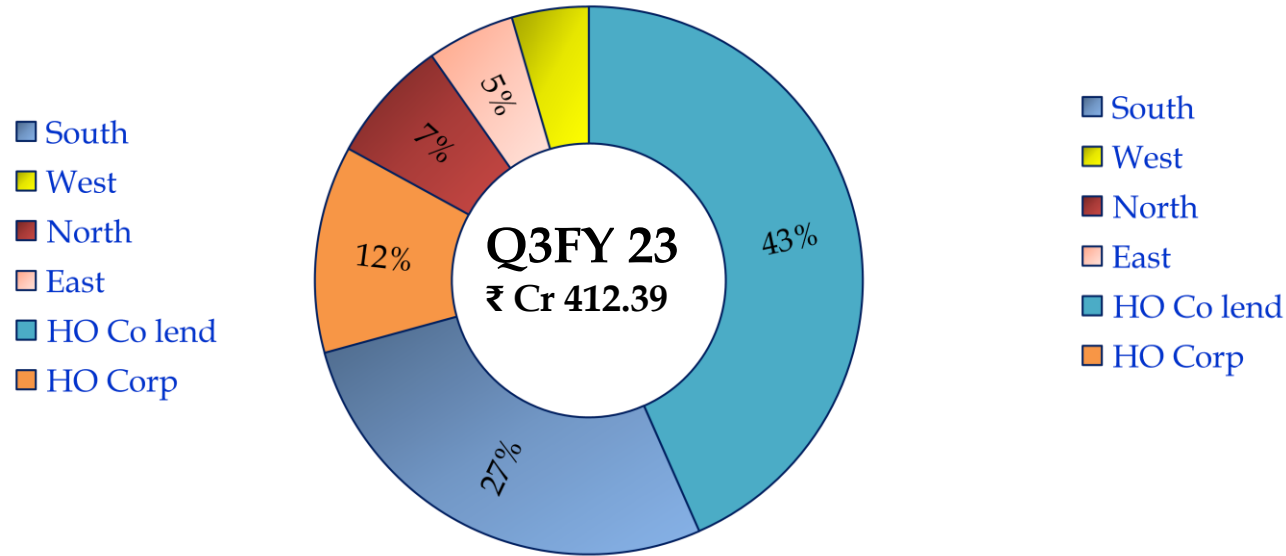
Source - wise Analysis



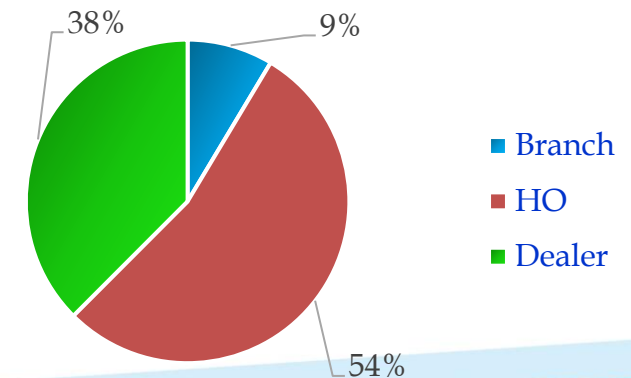
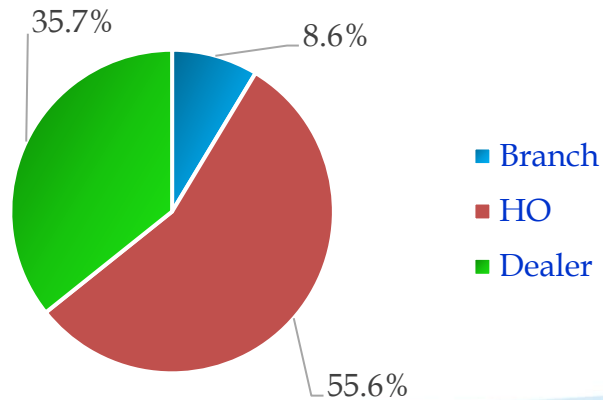
Bucket - wise Analysis



ZONEWISE DISBURSEMENT (RETAIL LOANS INCLUDES CO LENDING)



Share of Branch and Dealer of zone-wise disbursement



COLLECTION PERFORMANCE MONITORING**CORPORATE LOAN**

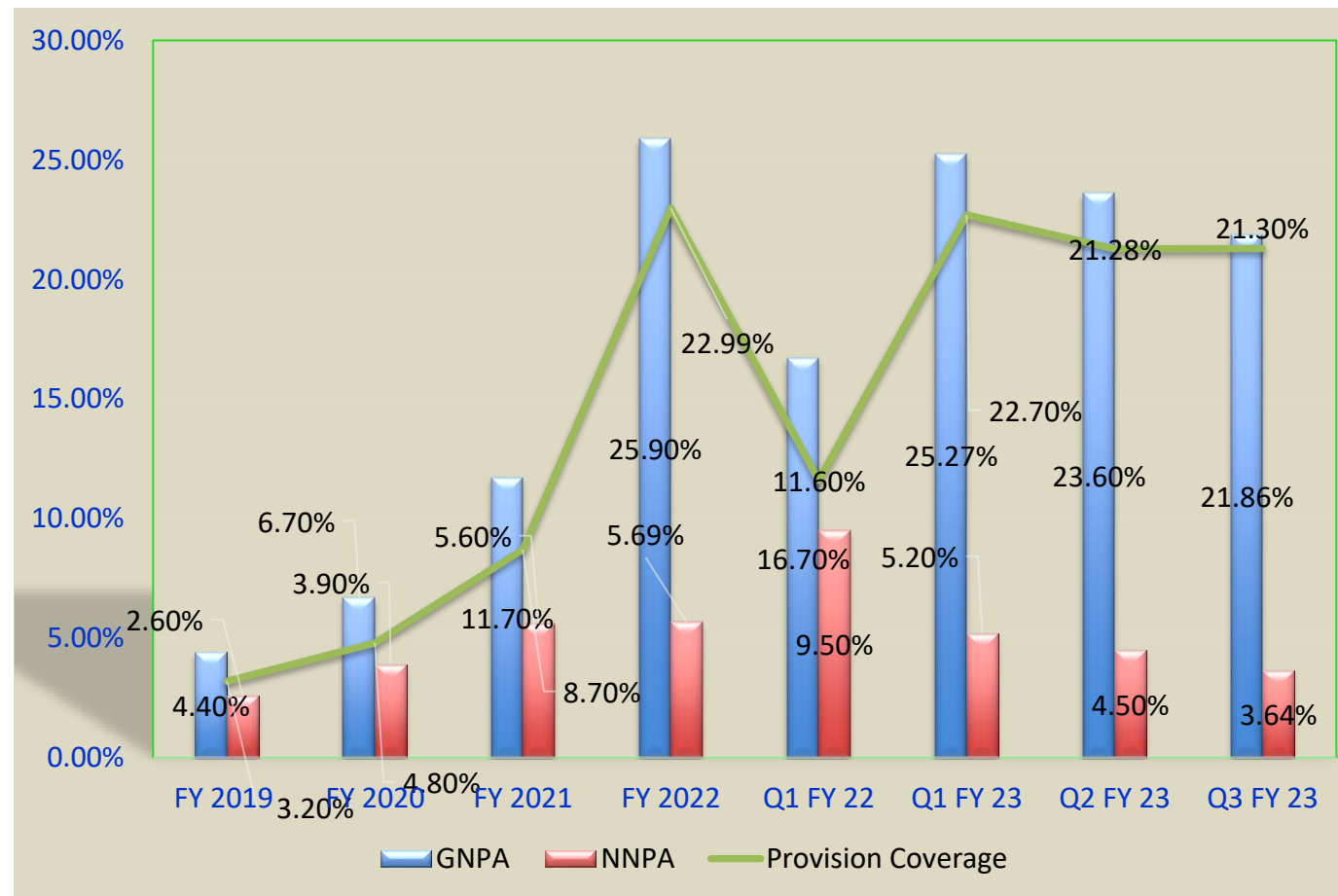
₹. In Crores

Month	Monthly Collections	Monthly Billing	% of collection
Apr-22	6.34	6.87	92.3%
May-22	6.55	7.08	92.6%
Jun-22	6.44	6.89	93.5%
Jul-22	8.91	10.03	88.9%
Aug-22	8.31	8.52	97.5%
Sep-22	7.62	7.81	97.6%
Oct-22	7.04	7.03	100.0%
Nov-22	7.26	7.26	100.0%
Dec-22	9.44	9.43	100.1%
Jan-23	11.74	11.74	100.0%
Feb-23	16.04	16.03	100.1%
Mar-23	10.69	10.68	100.1%

ASSET QUALITY AND PROVISION COVERAGE

₹. In Crores

<u>As Per IND AS</u>	As on 31.03.2023	As on 31.03.2022	As on 31.12.2022
Own Book Portfolio	2097.98	2081.09	2,136.20
Own book NPA	20.87%	25.90%	21.86%
Total NPA	20.87%	25.90%	21.86%
Own book NPA (Net)*	2.56%	5.81%	3.63%
Total NPA (Net)	2.63%	5.81%	3.63%
PCR	89.78%	471.25%	86.55%
Prov as % of Loan Book	18.74%	22.90%	18.92%



LIQUIDITY POSITION

₹. In Crores

Particulars	Apr-23	May-23	Jun-23	Q1 FY 2024
Opening Balance	513.41	484.74	503.55	513.41
Inflows				
New Funding / Borrowings	0.26	21.50	2.00	23.76
New funding through PTC / DA /CP / MLD	30.00	75.00	30.00	135.00
WCDL/CC Rollover	190.00	225.00	171.00	586.00
EMI Repayments incl. sold portfolio	125.75	134.30	137.71	397.76
Other receipts	5.59	3.20	2.82	11.61
	351.60	458.99	343.53	1154.13
Opening Balance+ Inflow	865.01	943.73	847.08	1667.54
Outflows				
Repayment of Term Loans (Principal)/FD's& Sub debt/CP/NCD/ICD/MLD	63.14	15.67	51.02	129.83
Repayment of WCDL/DP Reduction	190.00	255.00	101.00	546.00
Securitization /DA collection payable	50.98	45.39	39.98	136.35
Interest on Bank borrowings	8.69	6.36	6.62	21.67
Operational expenses	12.49	15.00	15.00	42.49
Statutory dues payable	4.23	2.30	7.30	13.83
Monthly Disbursement	50.74	100.47	112.65	263.86
	380.27	440.19	333.56	1154.02
Cumulative closing balance	484.74	503.55	513.52	513.52

*Considered bank balance /undrawn sanctions & worked the cash position at end of Q4 FY23; added the budgeted expenses and expected disbursements and collections.

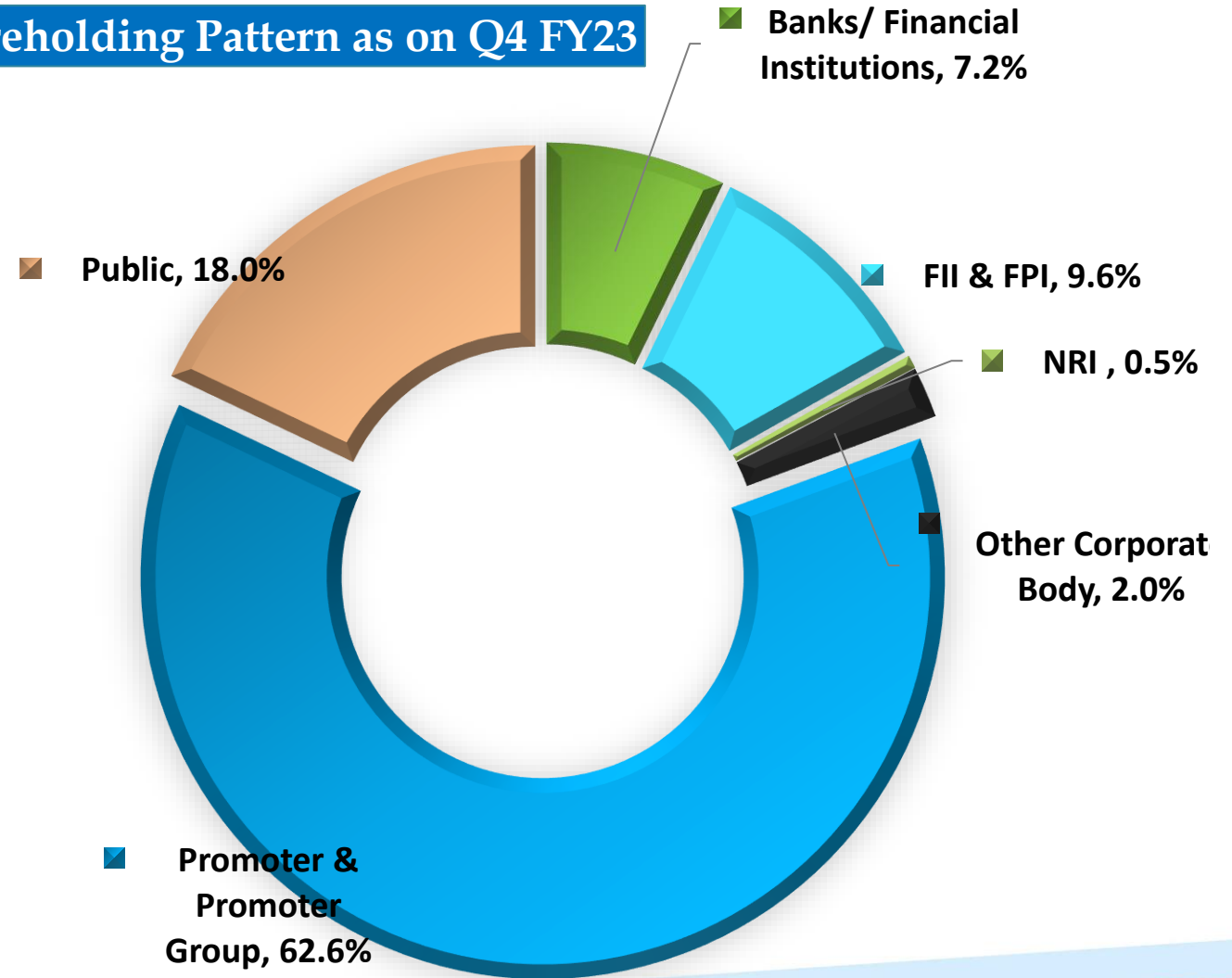
ALM AS ON 31.03.2023

₹. In Crores

Particulars	One Month	Over one month and	Over two months and	Over 3 months and	Over 6 months and	Over 1 year and upto 3	Over 3 years and upto 5	Over 5 years	Total
A. OUTFLOWS									
Capital and Reserves & Surplus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	489.26	489.26
Deposits	2.92	1.01	2.51	8.13	4.00	9.44	9.15	0.00	37.16
Bank Borrowings and Debentures	285.07	245.59	119.59	276.90	128.87	258.94	0.00	0.00	1,314.96
Borrowings from Others and Subdebts	50.52	41.66	40.95	116.40	176.62	109.30	0.93	0.53	536.91
Current Liabilities & Other Outflows	49.22	2.63	2.45	4.51	13.40	895.06	175.36	212.50	1,355.13
A. TOTAL OUTFLOWS (A)	387.73	290.89	165.50	405.94	322.89	1,272.74	185.44	702.29	3,733.42
B. INFLOWS									
Cash and Balances With Banks	480.66	6.01	0.00	15.17	26.31	45.77	0.00	0.00	573.92
Investments	0.00	0.00	0.00	4.81	8.57	25.15	0.50	6.29	45.32
Advances (Performing)	106.56	81.88	78.33	231.37	406.93	671.16	13.06	0.00	1,589.29
Gross Non-Performing Loans (GNPA)	0.00	0.00	0.00	0.00	0.00	0.00	194.59	236.60	431.19
Fixed Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.13	2.13
Other Assets and Inflows	292.12	237.29	106.76	255.56	65.52	38.26	1.77	94.29	1,091.57
B. TOTAL INFLOWS (B)	879.34	325.18	185.09	506.91	507.33	780.34	209.92	339.31	3,733.42
C. Mismatch (B - A)	491.61	34.29	19.59	100.97	184.44	-492.40	24.48	-362.98	0.00
D. Cumulative Mismatch	491.61	525.90	545.49	646.46	830.90	338.50	362.98	0.00	0.00
E. Mismatch as % of Total Outflows	126.79%	11.79%	11.84%	24.87%	57.12%	-38.69%	13.20%	-51.69%	0.00%
F. Cumulative Mismatch as % of Total Outflows	126.79%	180.79%	329.60%	159.25%	257.33%	26.60%	195.74%	0.00%	0.00%

Shareholding Pattern as on Q4 FY23

There has not been any change in Share Holding Pattern.



Operational
Highlights

Performance
Analysis

Sales & Collection
Analysis

Asset
Analysis

Liability
Analysis

SOURCES OF BORROWING

₹ 312 Cr

Additional Facilities
received during the quarter

In Q4FY23 Public Deposits collected ₹ 1.02 Cr. (FY23- ₹ 14.64 Cr) of which ₹ 0.57 Cr. (FY23- ₹ 7.38 Cr) is renewal

Bank funding - 79% of total borrowing as
on 31st Mar 2023

₹ 1.02Cr

Collections of Public
Deposit/Sub debts

9.48%

Cost of borrowing for
Q4 FY 23

₹ 460 Cr

WCDL roll over

Additional Facilities sanction in
Mar-23

₹ 10 Crs from IDFC,
₹ 87 Crs PTC from HDFC MF ,
₹ 45 Crs Oxyzo Fin Serv &
₹ 75 Crs MLD, ₹ 35 Crs NCD

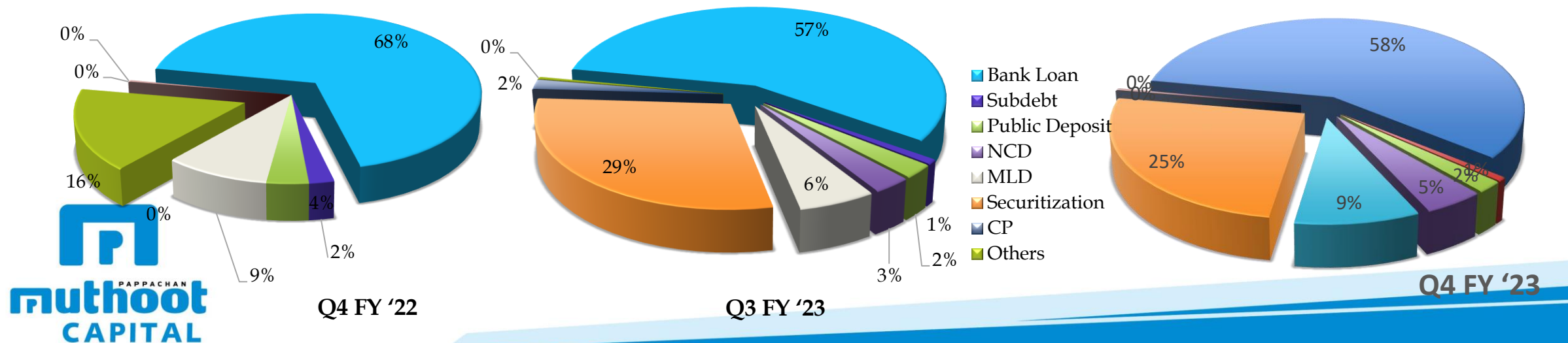
PTC fund- ₹ 87 Cr
(FY23- ₹ 602 Cr)
Commercial Paper - ₹ 60 Cr
(9MFY23- ₹ 185Cr)

Q-o-Q increase in cost of
borrowing from 9.18% for
Q3FY23 to 9.48%~ 9.4%

In Q4FY23, ₹ 460 Cr rolled over
from 10 facilities
In FY23, ₹ 2312 Cr rolled over
from 51 facilities

BORROWING PROFILE - BY INSTRUMENT

Particulars	Q4 FY '22		Q3 FY '23		Q4 FY '23	
	Amount	Cost*	Amount	Cost*	Amount	Cost*
Bank Loan	1108.2	8.51%	986.8	9.24%	1094.7	9.56%
Sub debt	35.7	12.05%	14.7	9.96%	13.3	9.91%
Public Deposit	59.5	7.51%	42.0	7.07%	37.8	6.94%
NCD	150.0	9.47%	50.0	10.07%	85.4	10.05%
MLD	0.0	0.00%	100.0	10.20%	175.2	10.19%
Securitization	265.6	7.94%	507.4	8.90%	478.18	9.10%
Commercial Paper			29.3	9.55%		9.21%
Others	5.1	11.00%	6.7	11.00%	6.78	11.03%
Total	1624.07	8.55%	1737.0	9.18%	1891.3	9.48%



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

Don't just Soch, Karo Blue Soch!

THANK YOU

