



GRUH

GRUH Finance Limited

(A Subsidiary of HDFC Limited)

MARCH 2016



Profile

- Promoted by HDFC & AKFED on July 21, 1986
- Commenced operations in 1988 from Ahmedabad
- A subsidiary of HDFC - Since June 2000
- Regulated by National Housing Bank (NHB) – Wholly owned subsidiary of Reserve Bank of India (RBI)
- Recognized by NHB for Refinance facility



Profile

As on March 31, 2016

- Cumulative Housing Units Financed – 3,30,243
- Cumulative Disbursement of Rs. 19,072 Cr.
- Average Loan Per Unit on Cumulative Disbursement – Rs.7.39 Lac
- Cumulative Disbursement in Rural Areas^(*) – Rs.8692 Cr.
- Retail Network of 179 offices across 10 States.
- Consistent track record of Dividend Payout

^(*) Rural Areas are locations where populations is less than 50,000



Profile

As on March 31, 2016

- Outstanding Loan Assets of Rs. 11,115 Cr.
- Average Loan Outstanding Per Unit – Rs. 6.38 Lac
- Loan Disbursement during the year – Rs. 3,857 Cr.
- Average Loan Per Unit on Disbursement during the year – Rs. 8.86 Lac
- Loan Disbursement in Rural Areas during the year – Rs. 2,135 Cr. (55%)
- Gross NPAs Rs. 35.55 Cr – 0.32% of Outstanding Loan Assets of Rs. 11,115 Cr.
- Net NPAs Rs. 10.38 Cr (0.09%)



Ratings

- Public Deposits :
 - ‘FAAA’ by CRISIL and
 - ‘MAAA’ by ICRA
- Non-Convertible Debentures : ‘AAA (Stable)’ by ICRA
- Subordinated NCD: ‘AAA (Stable)’ by ICRA
- Commercial Paper : ‘A1+’ by ICRA

“These rating indicates high safety with regard to timely payment of interest and principal”

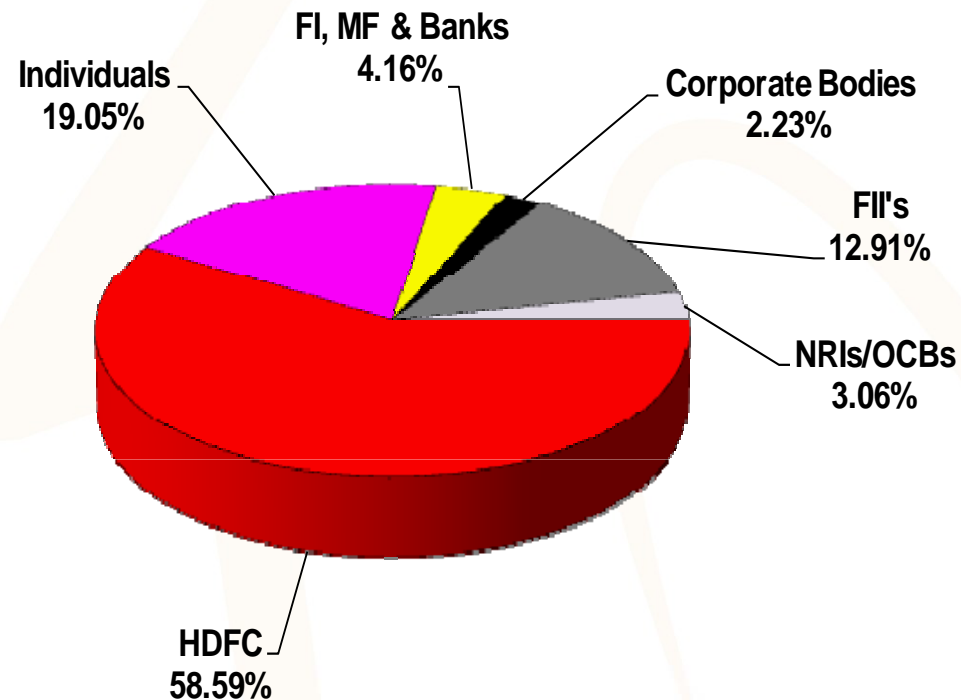
GRUH is a Trend-Setter

- First to commence Lending in Rural Areas – 1988
- First to introduce Tenure Based Pricing – 1997
- First to target Self-Employed Category in informal segment
- 2002
- First to introduce Negative Amortized Loan Product – 2002
- First to introduce Risk Based Pricing – 2005
 - Pricing linked to Credit Score



Share Holding Pattern

As on March 31, 2016

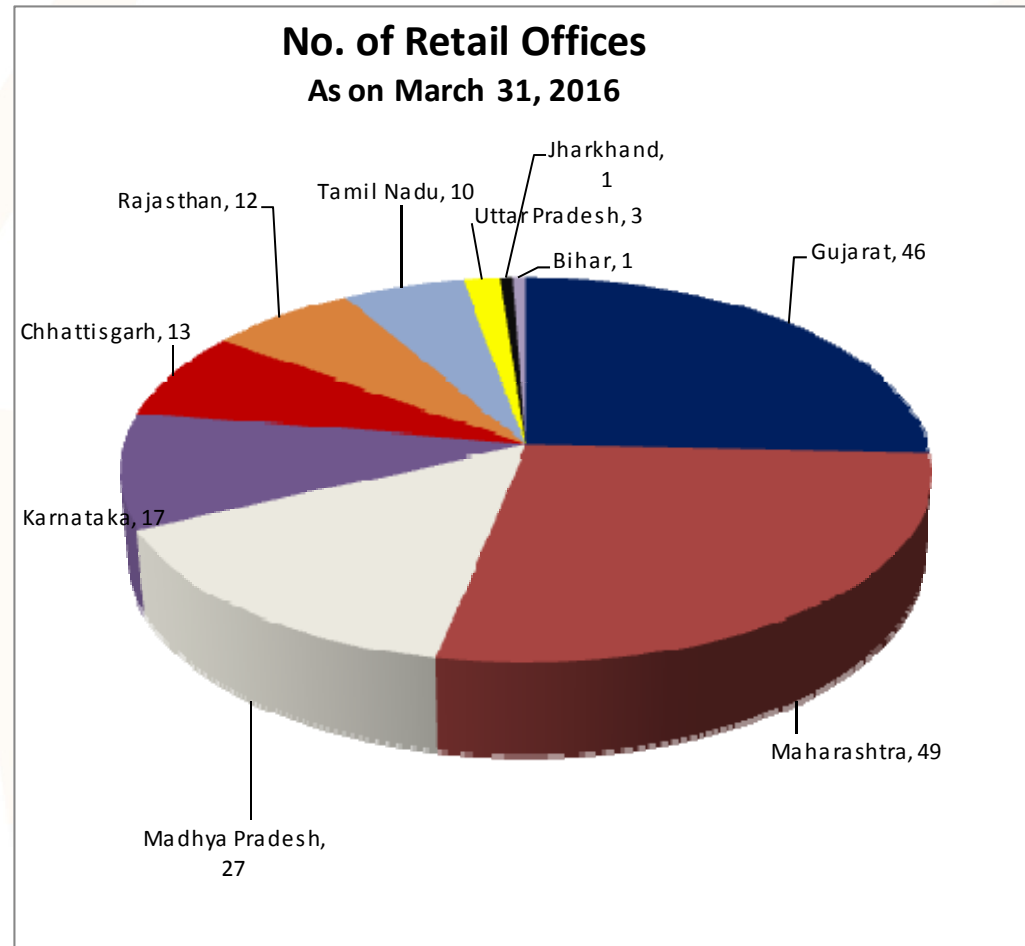


GRUH'S Presence

Retail Offices

<u>FY</u>	<u>Nos.</u>
2010	- 95
2013	- 134
2015	- 154
2016	- 179

Districts covered - 121
Taluka serviced - 1107

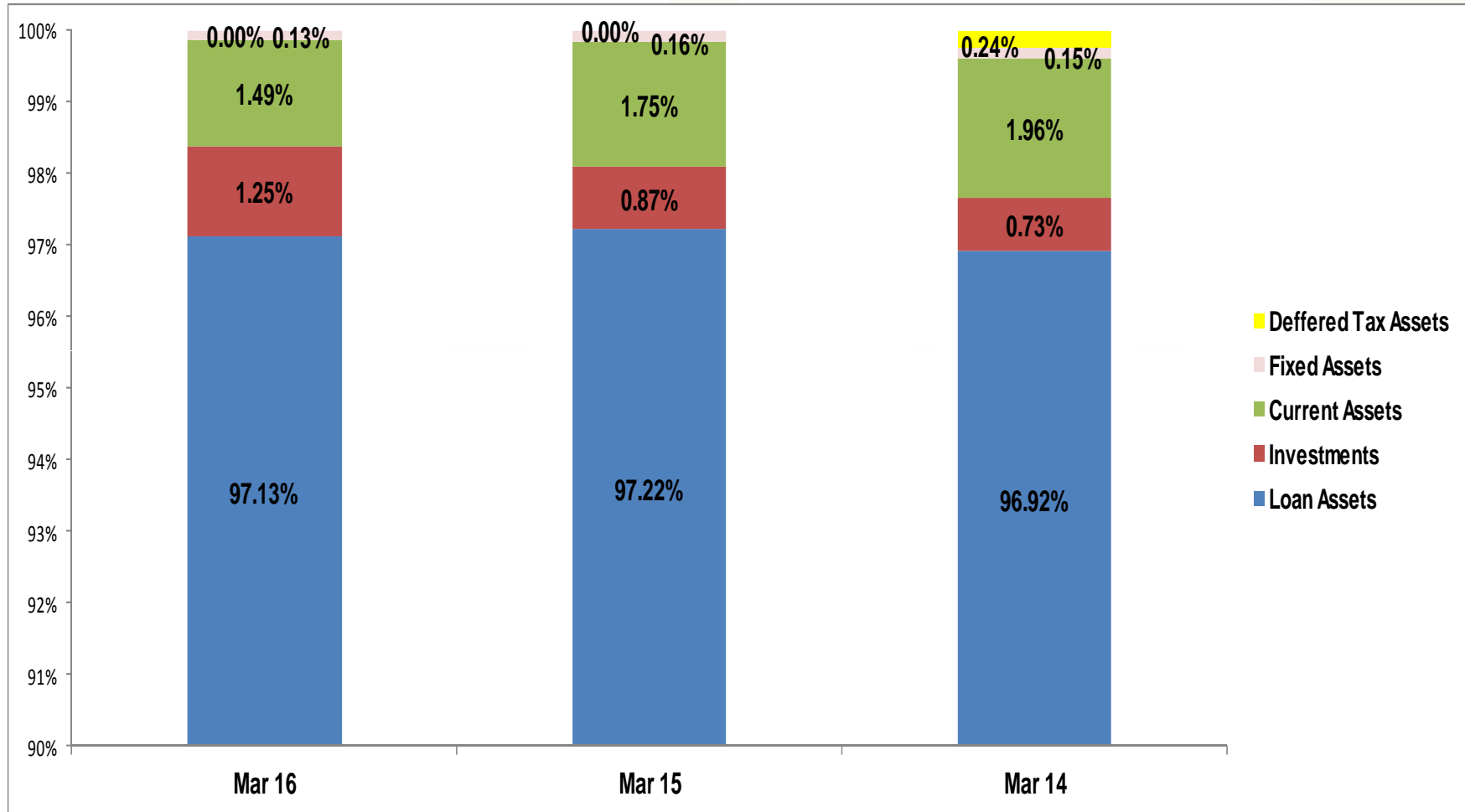


Compounded Average Growth Rate (CAGR) as at March 31, 2016

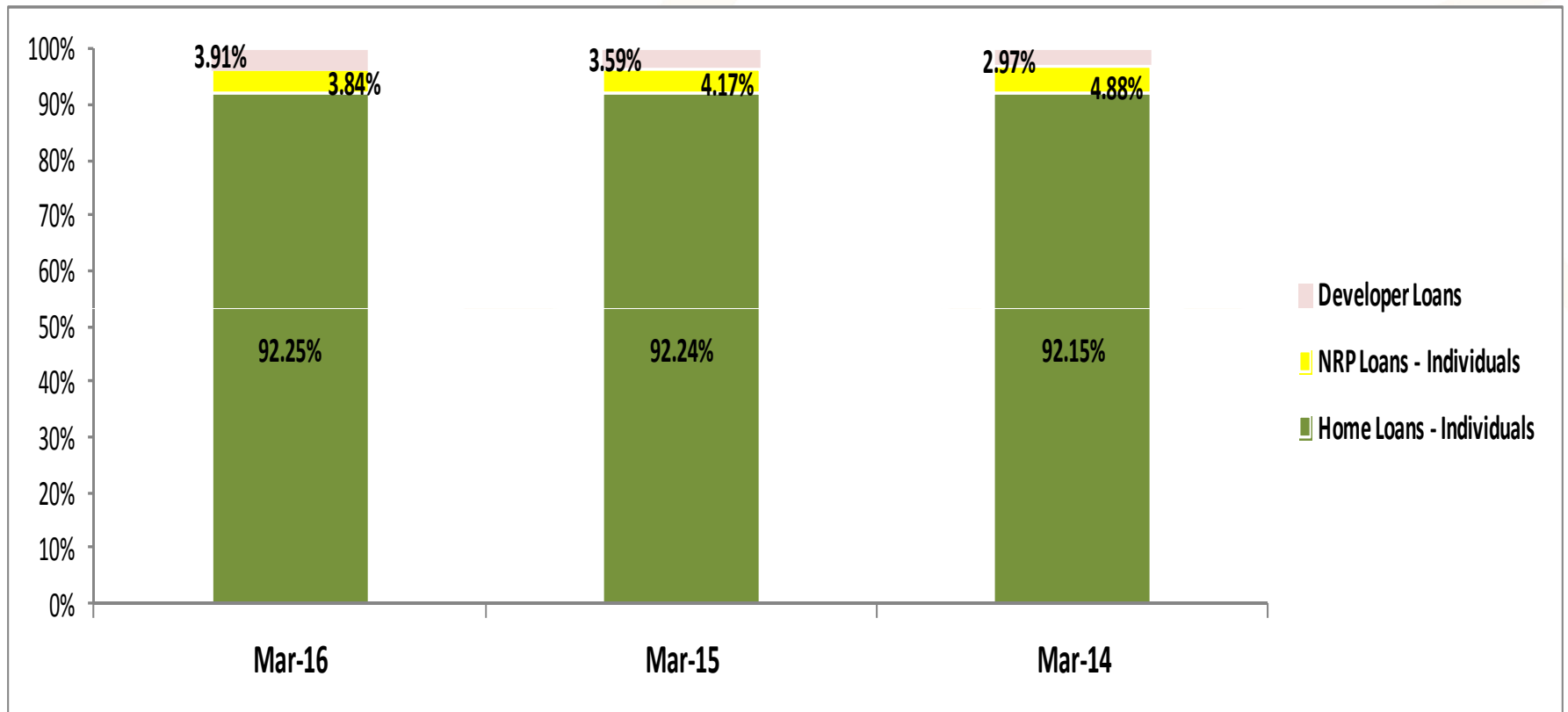
	3 Years (%)	5 Years (%)	7 Years (%)	10 Years (%)
Disbursements	21	26	29	27
Loan Assets	27	28	27	26
NIM	25	24	26	28
Profit After Tax	19	22	25	27



Assets Profile



Loan Assets Profile

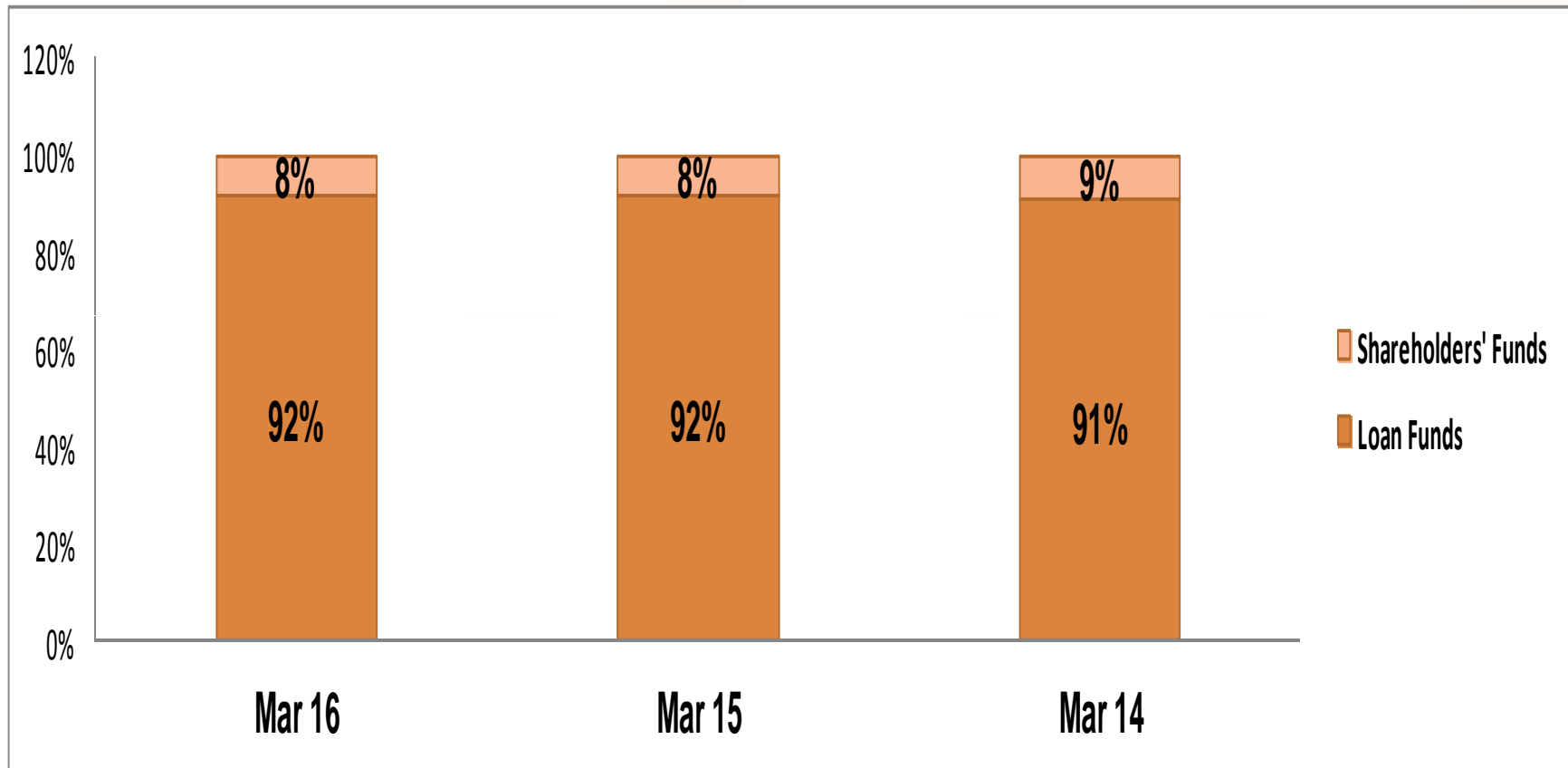


* 91.73% of Loans are on Variable Rates

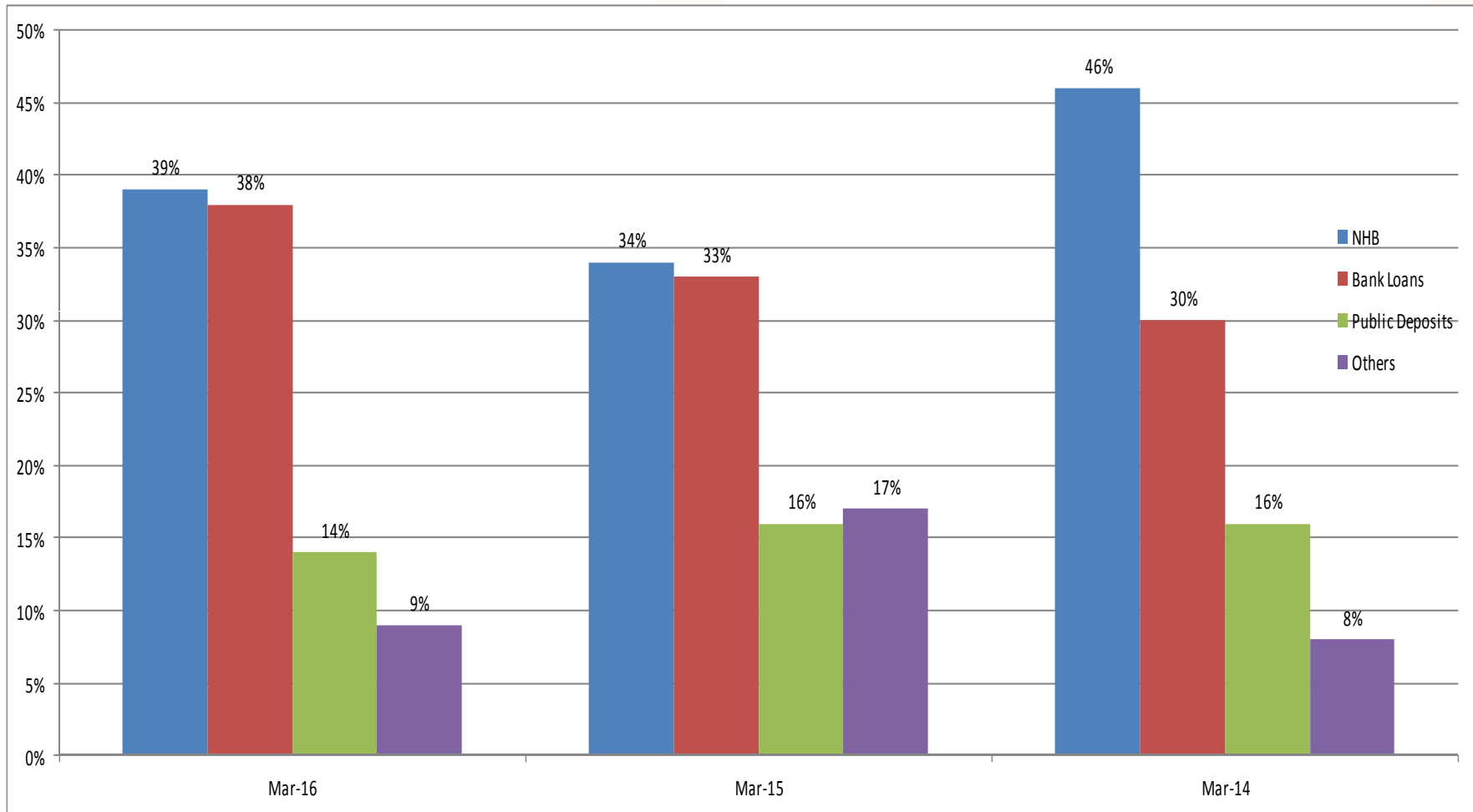
** Average duration of loan sanction is 198.88 months



Liability Profile



Sources of Borrowing

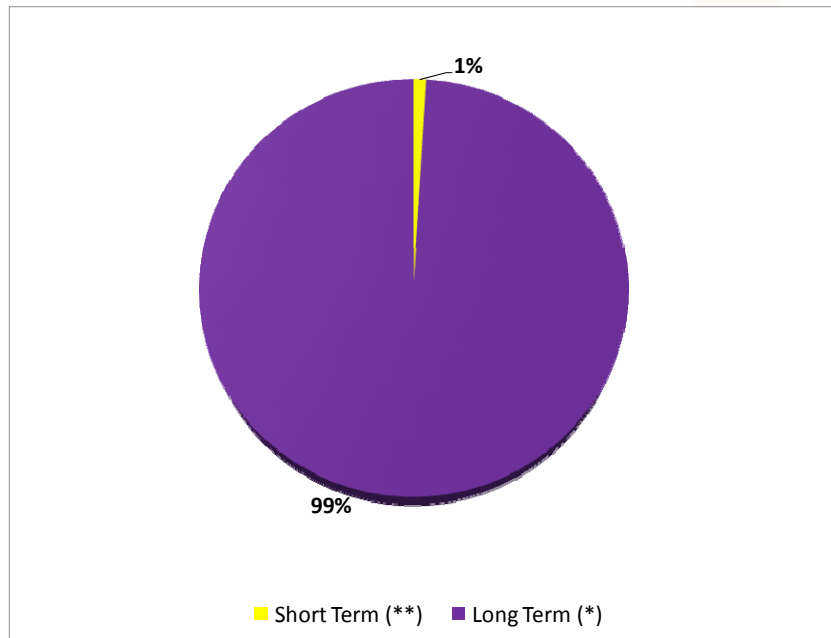


GRUH
sapne aapke khaas,
laaye aapke paas.

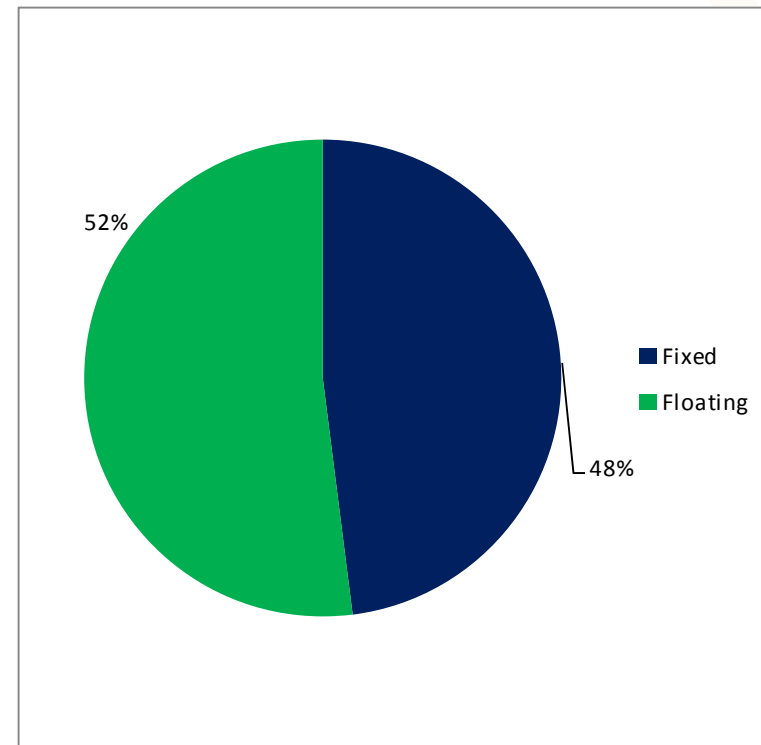
Borrowing Profile

As on March 31, 2016

Tenure Base



ROI Base



(*) Average tenure 8.79 years

(**) Average tenure less than one year



Quarterly Financial Results

As on March 31,

(Rs. In Crore)

	<u>Q4-CY</u>	<u>Q4-PY</u>	<u>Q3-CY</u>	<u>YOY CY</u>	<u>YOY PY</u>
1. Operating Income	366.91	304.99	323.55	1275.40	1060.32
2. Interest and Other Charges	215.09	182.74	203.40	807.41	677.73
3. Non-interest Expenses	20.14	14.09	19.76	81.33	62.74
4. Depreciation	0.80	0.96	0.73	3.03	1.29
5. Provisions, Contingencies & Write Offs	6.10	2.31	17.84	21.93	17.72
6. Total Expenditure	242.13	200.10	241.73	913.70	759.48
7. Profit Before Tax	124.78	104.89	81.82	361.70	300.84
8. Tax Expenses	36.96	30.83	28.08	118.12	97.04
9. Profit After Tax	87.82	74.06	53.74	243.58	203.80



Income Statement

As on March 31,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Interest income	1228.58	1021.39	20
Interest expenses	807.41	677.73	19
Net interest Margin	421.17	343.66	23
Non-Interest Income	46.81	38.92	20
Non-Interest Expenses	81.32	62.73	26
Depreciation	3.03	1.29	135
Provisions, Contingencies & Write Offs	21.93	17.72	24
Profit Before Tax	361.70	300.84	20
Provision for Taxation	118.12	97.04	22
Profit After Tax	243.58	203.80	20



Operating Income

As on March 31,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Interest on Loans	1207.52	1007.00	20
Interest on Fixed Deposits and SLR Investments etc.	20.32	14.05	44
Surplus from deployment in Cash Management Schemes/Dividends on Mutual Funds	0.74	0.34	18
Interest Income	1228.58	1021.39	20
Fees and Other Charges	41.05	33.10	24
Bad Debt Recovery	0.18	0.37	(51)
Other Operating Income	5.58	5.45	2
Non-Interest Income	46.81	38.92	20



Balance Sheet

As on March 31,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
<u>Sources of Funds</u>			
Share Capital	72.74	72.68	1
Reserves & Surplus	762.56	638.82	19
Borrowings	10244.40	8215.58	25
Current Liabilities & Provisions	304.37	234.90	30
Deferred Tax Liability (Net)	58.55	18.77	212
	11442.62	9180.75	25
<u>Application of Funds</u>			
Loan Assets	11114.56	8926.48	25
Investments	142.92	79.81	79
Current Assets	170.58	160.74	6
Fixed Assets	14.56	13.72	6
	11442.62	9180.75	25



Composition of Outstanding Loans

(Rs. in Crores)

	As At March 31, 2016	Compos- ition	As At March 31, 2015	Compos- ition	Growth
	Amount		Amount		%
Individuals					
Housing	10253.51	92.25	8233.76	92.24	24.53
NRP Loans	427.10	3.84	371.97	4.17	14.82
Developers					
Construction	433.95	3.91	320.75	3.59	35.30
Total	11114.56	100.00	8926.48	100.00	24.51



Risk Profile

Loan Assets & NPAs

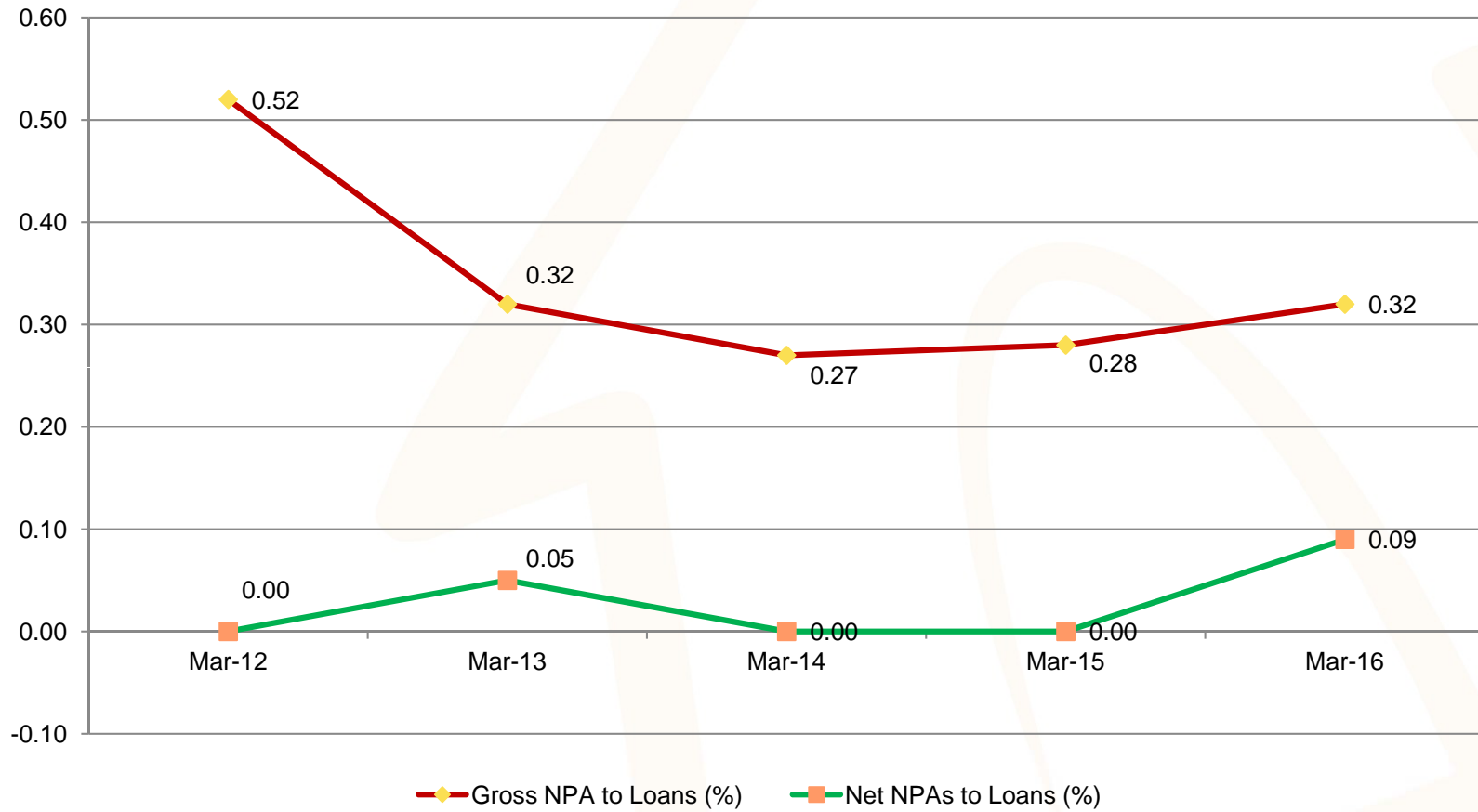
As on March 31,

(Rs. in Crores)

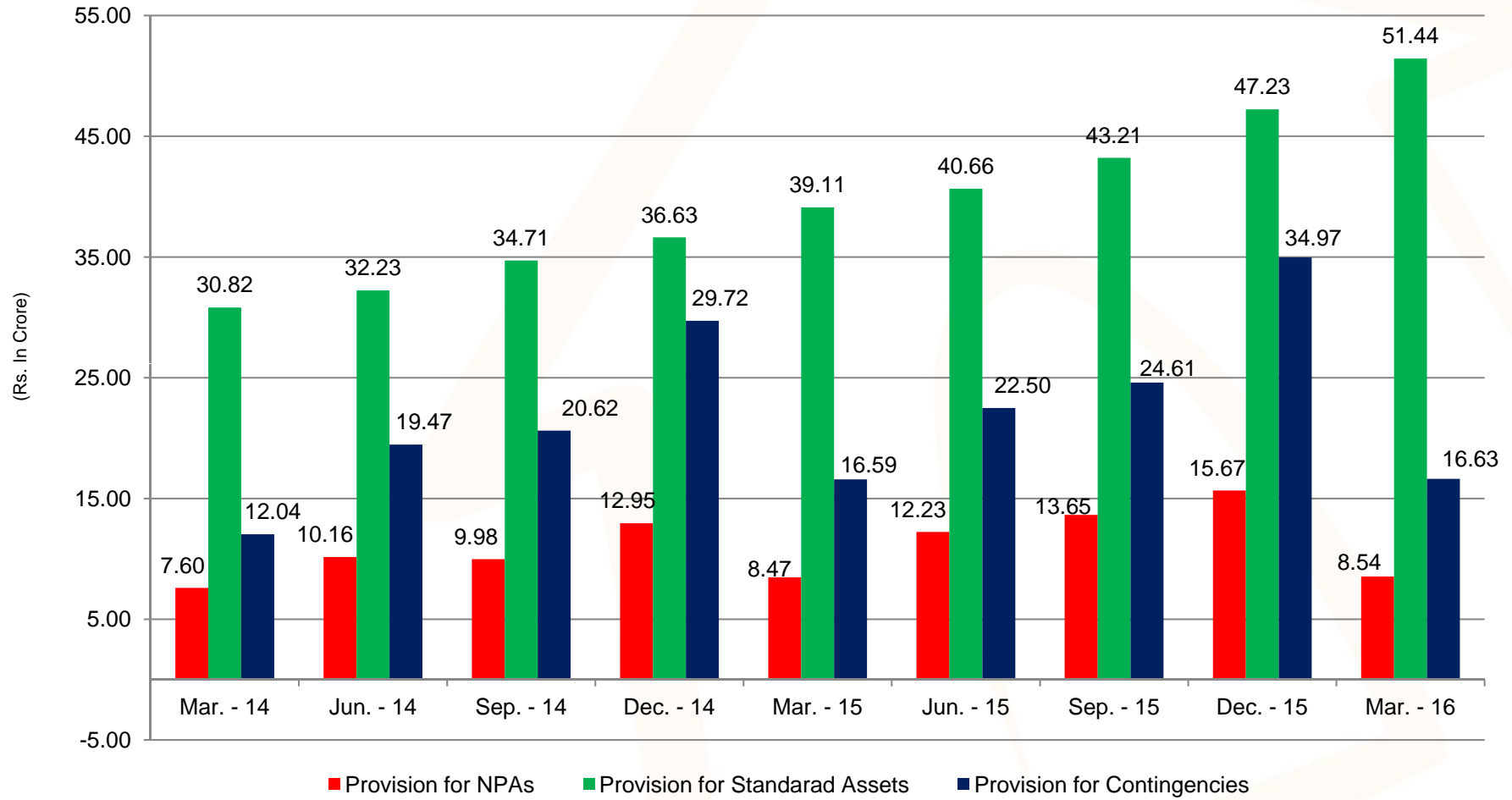
	<u>2016</u>	<u>2015</u>	<u>2014</u>
Loan Assets (Rs.)	11115	8926	7020
Provision for Standard Assets (Rs.)	51.44	39.11	30.82
Gross NPAs (Rs.)	35.55	25.05	18.87
Provision for NPAs (Rs.)	8.54	8.47	7.60
Provision for Contingencies	16.63	16.58	12.04
Net NPAs (Rs.)	10.38	0.00	0.00
<u>Ratios</u>			
Gross NPA as % to Loans	0.32	0.28	0.27
Net NPA as % to Loans	0.09	0.00	0.00



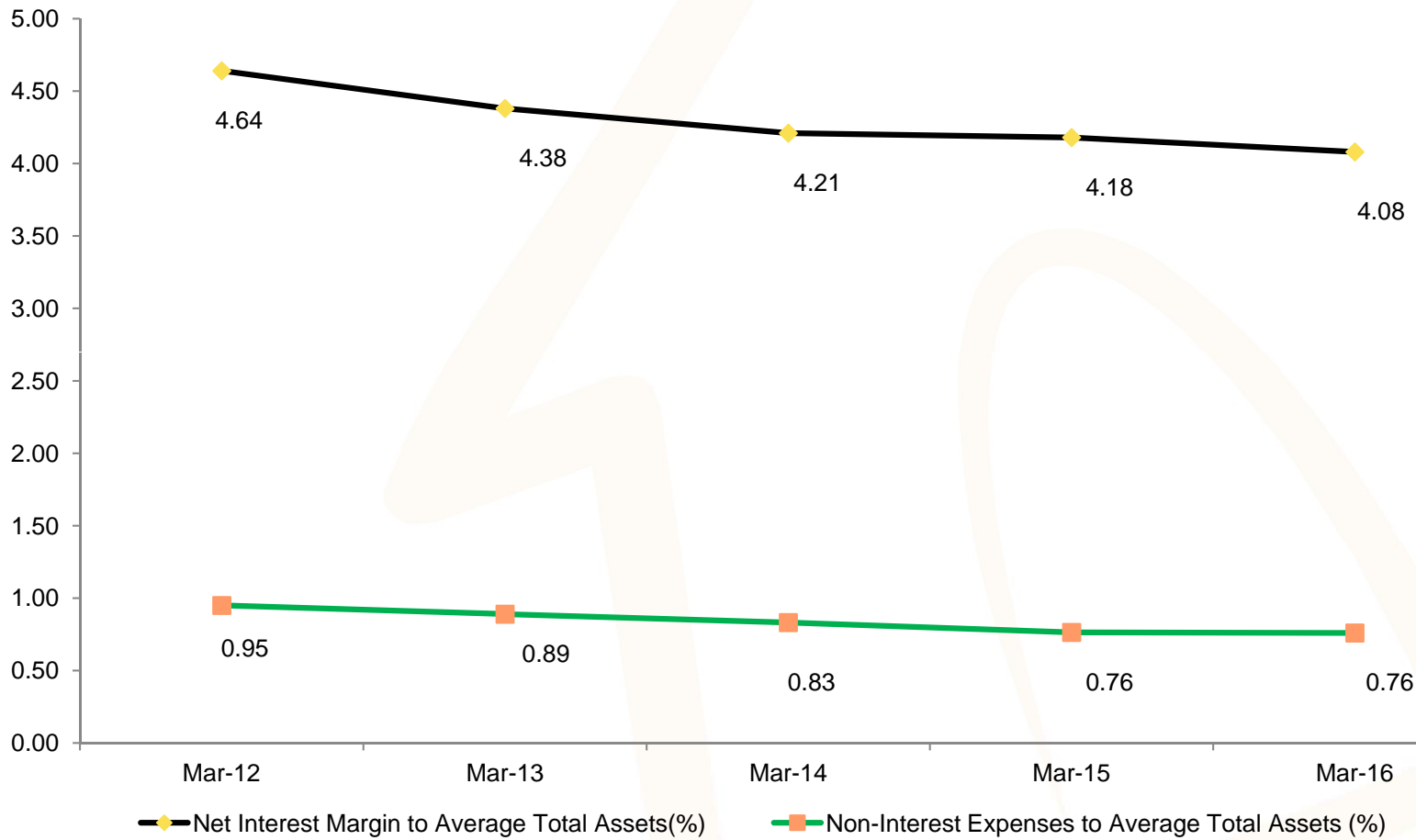
Gross NPAs & Net NPAs



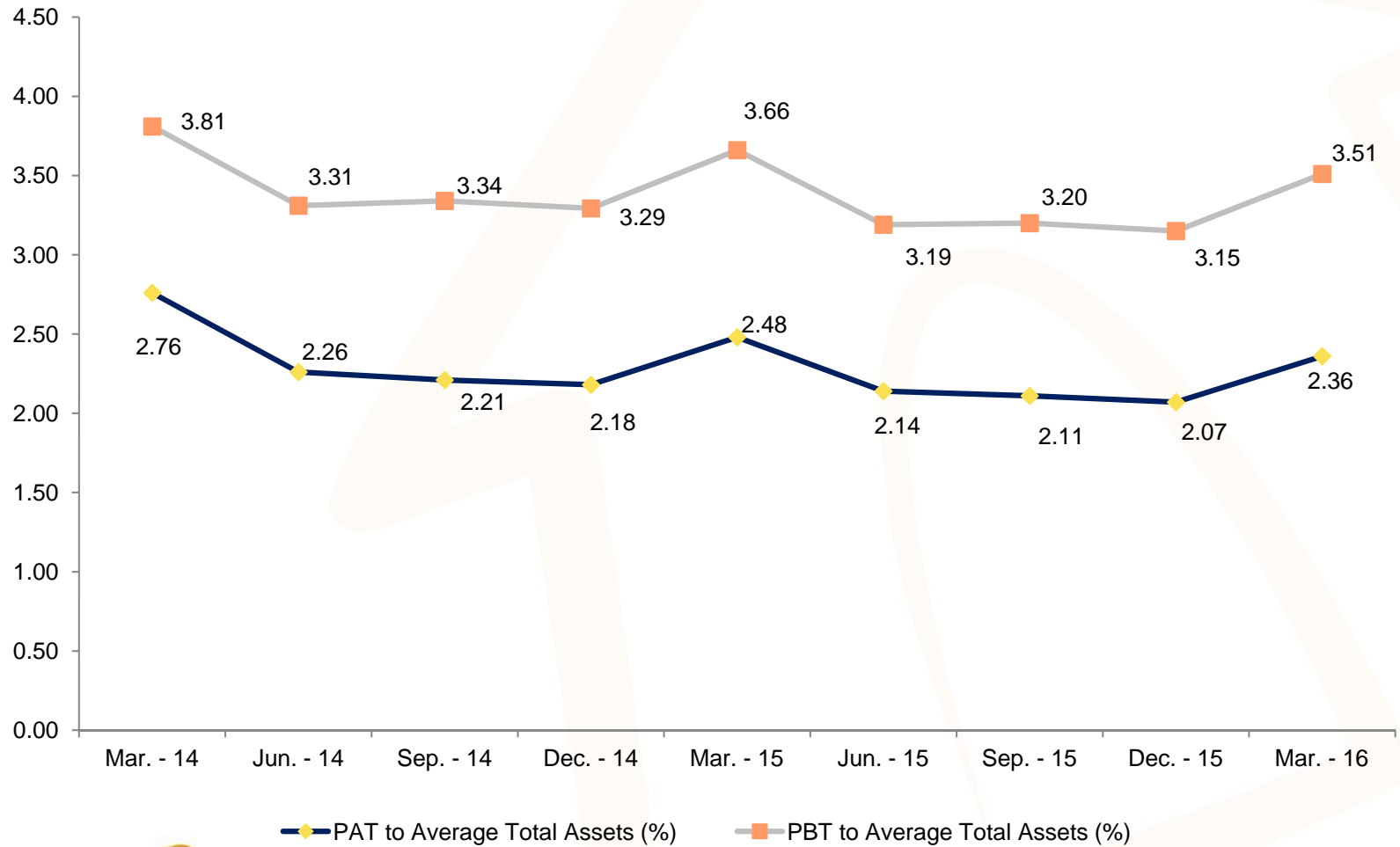
Provisions & Contingencies



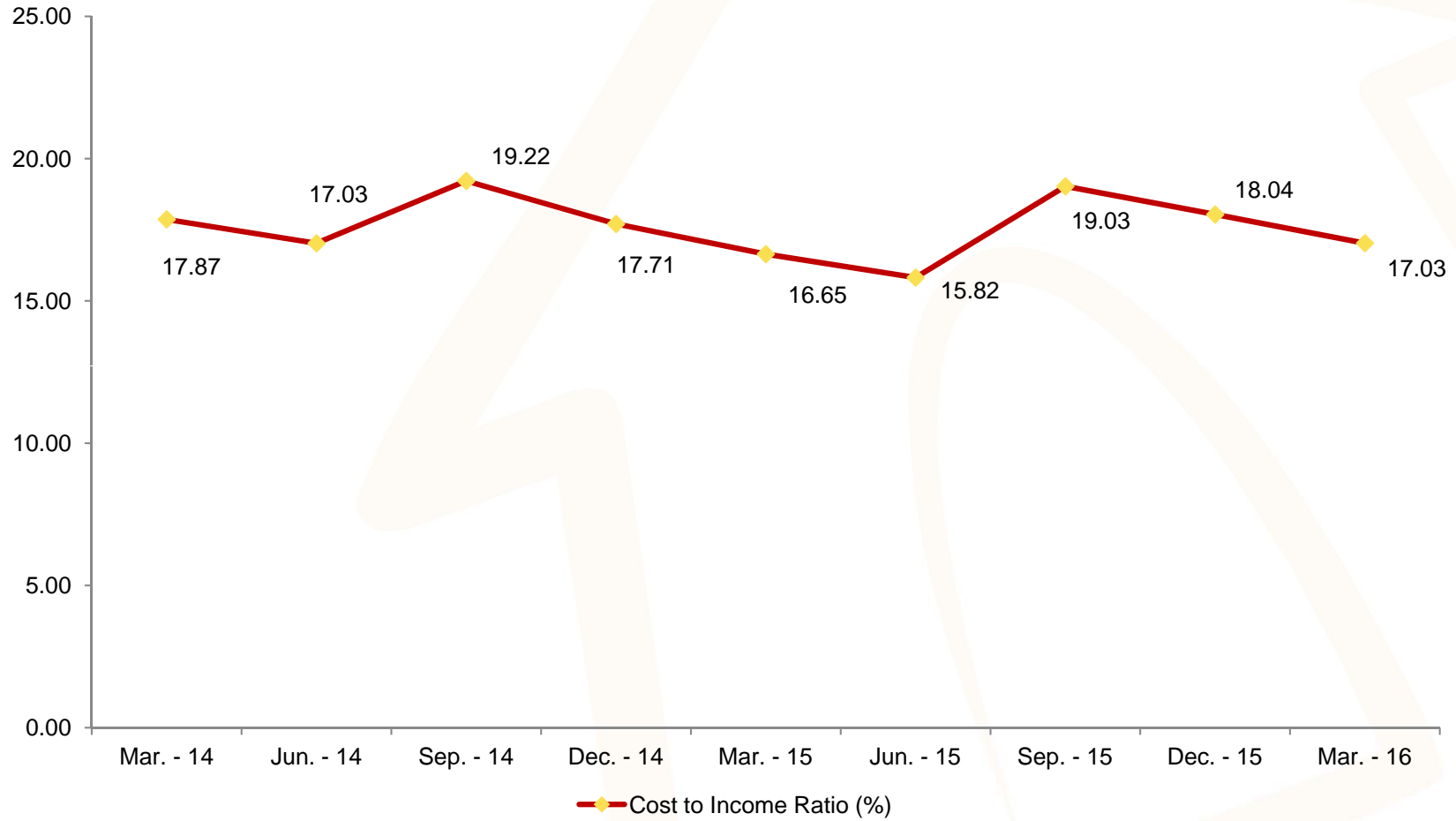
NIM & NIE to Average Total Assets



PBT & PAT to Average Total Assets



Cost to Income Ratio (%)



Key Financial Ratios

As on March 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Net Interest Margin / ATA (%)	4.08	4.18	4.21
Non Interest Expenses / ATA (%)	0.76	0.76	0.83
PBT/ATA (%)	3.51	3.66	3.81
PAT/ATA (%)	2.36	2.48	2.76
Cost to Income Ratio (%)	17.03	16.65	17.87

ATA = Average Total Assets



Key Financial Ratios

As on March 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Capital Adequacy Ratio (%)	17.82	15.36	16.36
Tier – I	16.13	13.89	14.70
Tier –II	1.69	1.47	1.66

Productivity Ratios

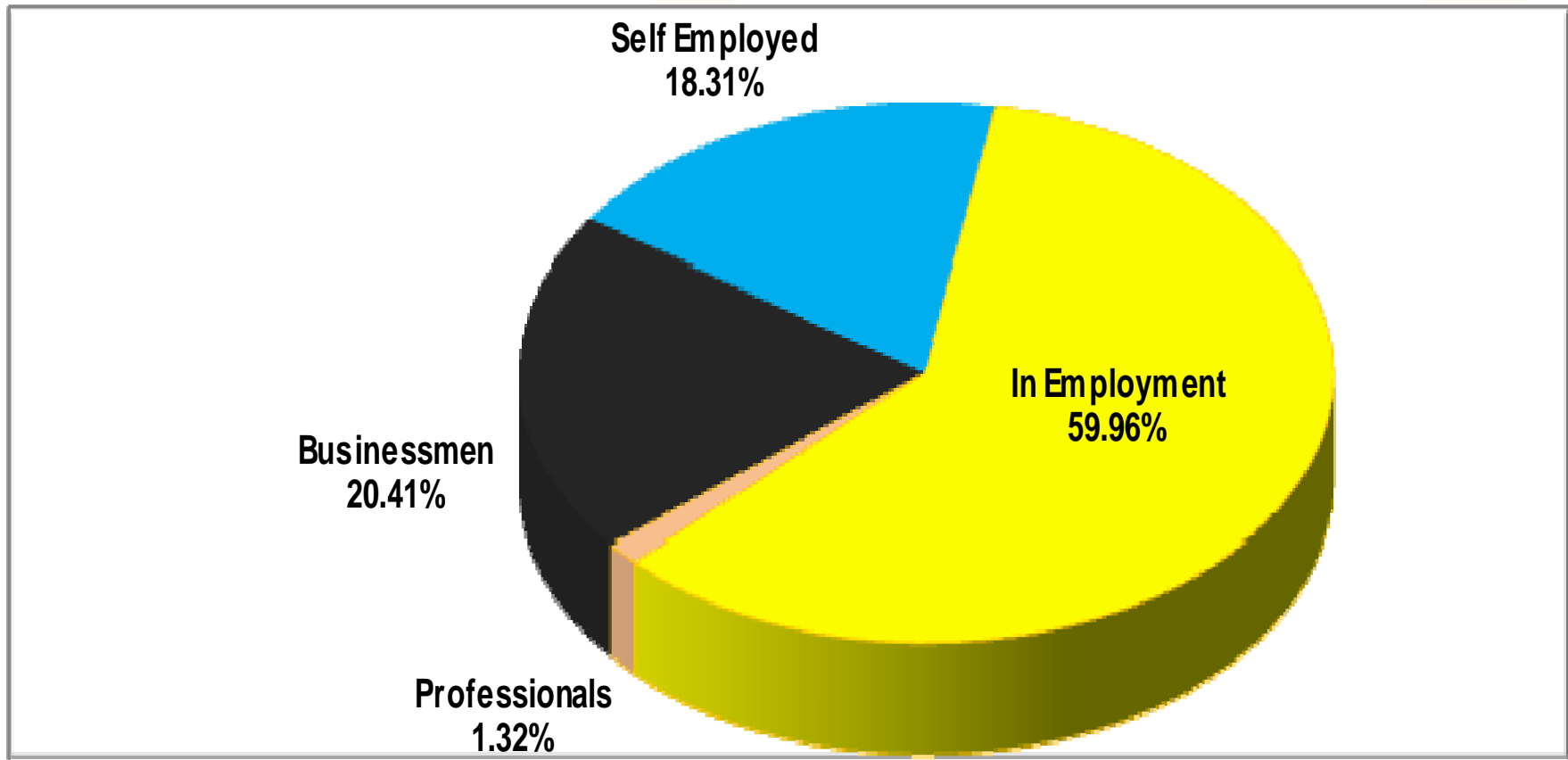
As on March 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Average No. of Employees	618	567	532
Average No. of Retail offices	167	148	138
Profit Before Tax Per Employee (Rs. in Lakhs)	59	53	46
Total Assets Per Employee (Rs. in Lakhs)	1852	1621	1363



Customer Segments

As on March 31, 2016



Profile of Customers

<u>As on March 31,</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
No. of Incremental Loans	40084	34608	31555
No. of Live Accounts	174115	151645	131211
Average Loan Disbursed per unit (Rs. In lac)	8.86	8.39	7.64
Average Cost per dwelling unit (Rs. In lac)	14.97	14.26	13.97
Loan amount wise break up (%)			
a) up to Rs. 5 Lakhs	12.71	13.55	17.22
b) more than 5 Lakhs up to 10 Lakhs	36.19	34.59	37.10
c) more than 10 Lakhs up to 30 Lakhs	40.56	34.64	32.02
d) more than 30 Lakhs	10.54	17.22	13.65



Profile of Customers

<u>As on March 31,</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
Loans extended in areas(%)			
a) Population is less than 50,000	56.94	54.90	47.91
b) Population is more than 50,000	43.06	45.10	52.09
Average Loan to Value Ratio	67	64	65
Average Income of the Borrower	43510	34635	39473
Average Installment to Income Ratio	30	30	33
Average Fixed Obligation Ratio	37	37	40

Types of Properties Financed

	Period Ending March 31, 2016		Period Ending March 31, 2015	
	Cases	%	Cases	%
Row House / Tenements / Bungalows	116732	67.09	102128	67.42
Flats	56013	32.19	48216	31.83
Others	1250	0.72	1133	0.75
Total	173995	100.00	151477	100



Rural Focus

(Rural location is a location where population is less than 50000.
A state is divided into districts and each District cover 10-15 Talukas and
each Taluka is a cluster of 80-100 villages)

- Cumulative Rural Disbursement of Rs.8,692 Cr.
- Disbursed 1,79,367 cases in rural segment
- Presence in 121 Districts of 10 States
- Servicing customers in 1,107 Taluka places in 10 States
- Disbursed Rs. 17,177 Cr. To 3,20,969 families under Golden Jubilee Rural Housing Finance Scheme of Government of India
- Cumulative disbursement of Rs.1,688 Cr. To 33,678 families under Rural Housing Fund



Thank You

