



GRUH

GRUH Finance Limited

(A Subsidiary of HDFC Limited)

SEPT 2016



GRUH 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



As on Sept. 30, 2016

- Cumulative Housing Units Financed – 3,50,722
- Cumulative Disbursement of Rs. 20,795 Cr.
- Average Loan Per Unit on Cumulative Disbursement – Rs.7.24 Lac
- Cumulative Disbursement in Rural Areas^(*) – Rs.9,640 Cr.
- Retail Network of 180 offices across 10 States.
- Consistent track record of Dividend Payout

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



As on Sept. 30, 2016

- Outstanding Loan Assets of Rs. 12,089 Cr.
- Average Loan Outstanding Per Unit – Rs. 6.53 Lac
- Loan Disbursement during the period – Rs. 1,945 Cr.
- Average Loan Per Unit on Disbursement during the Period—Rs. 8.76 Lac
- Loan Disbursement in Rural Areas during the Period – Rs. 935 Cr. (48%)
- Gross NPAs Rs. 74.57 Cr – 0.62% of Outstanding Loan Assets of Rs. 12,089 Cr.
- Net NPAs Rs.35.59 Cr (0.29%)



Ratings

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

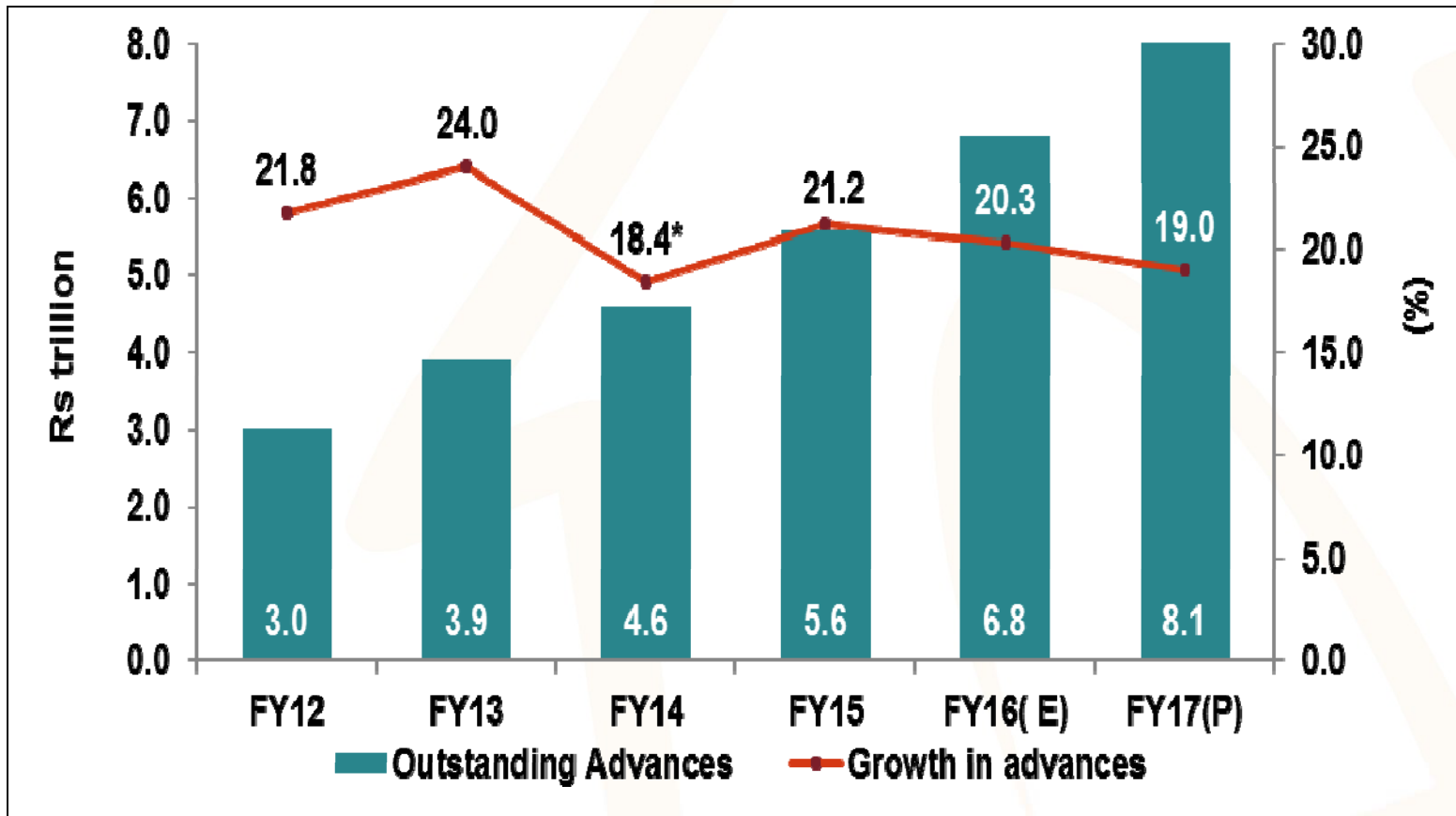
“These rating indicates high safety with regard to timely payment of interest and principal”



HOUSING FINANCE INDUSTRY SCENARIO



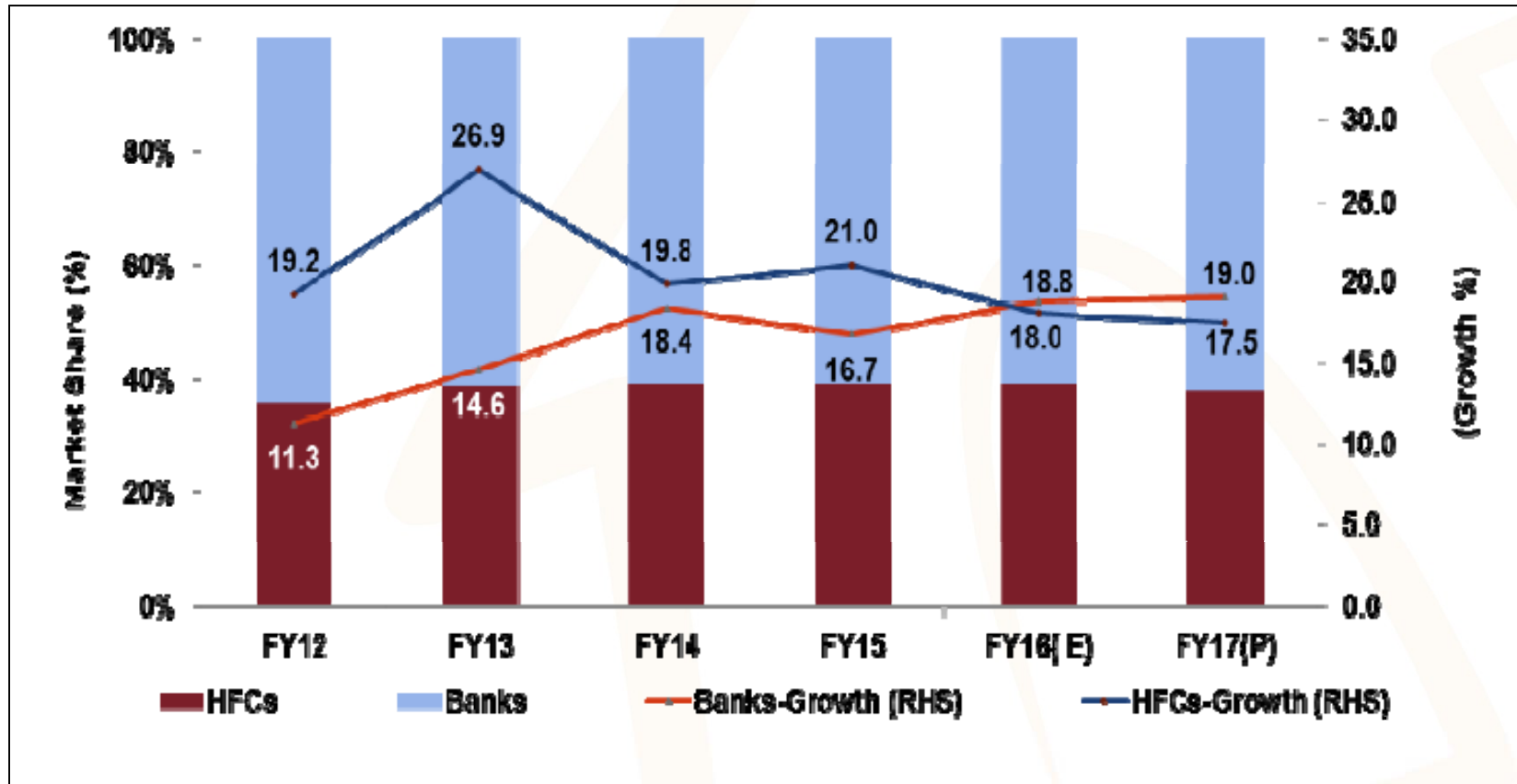
Overall Advances Growth Slows Down For HFCs



Courtesy: CRISIL Credit Rating Report



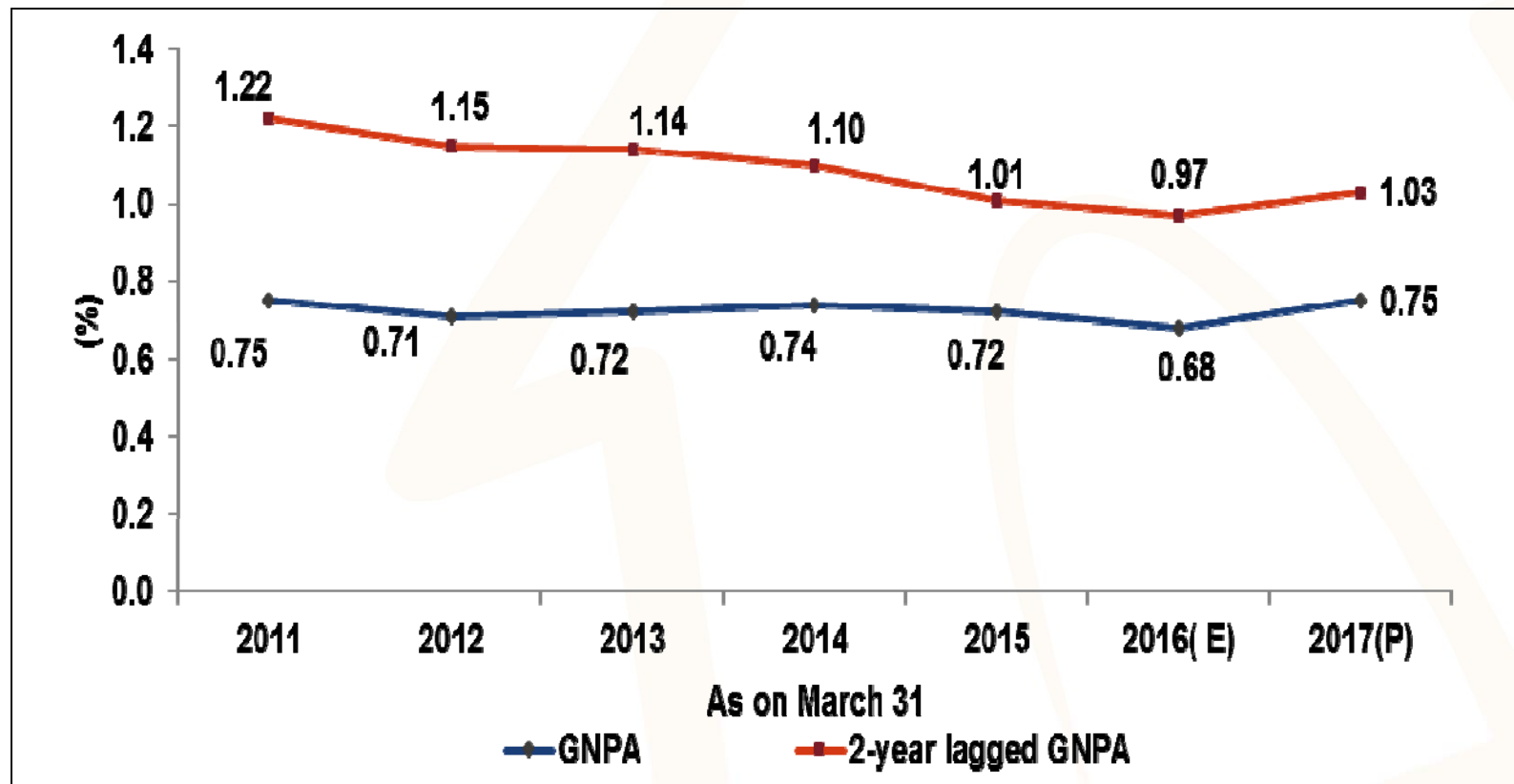
Banks Outpace HFCs On Growth In Home Loans



Courtesy: CRISIL Credit Rating Report



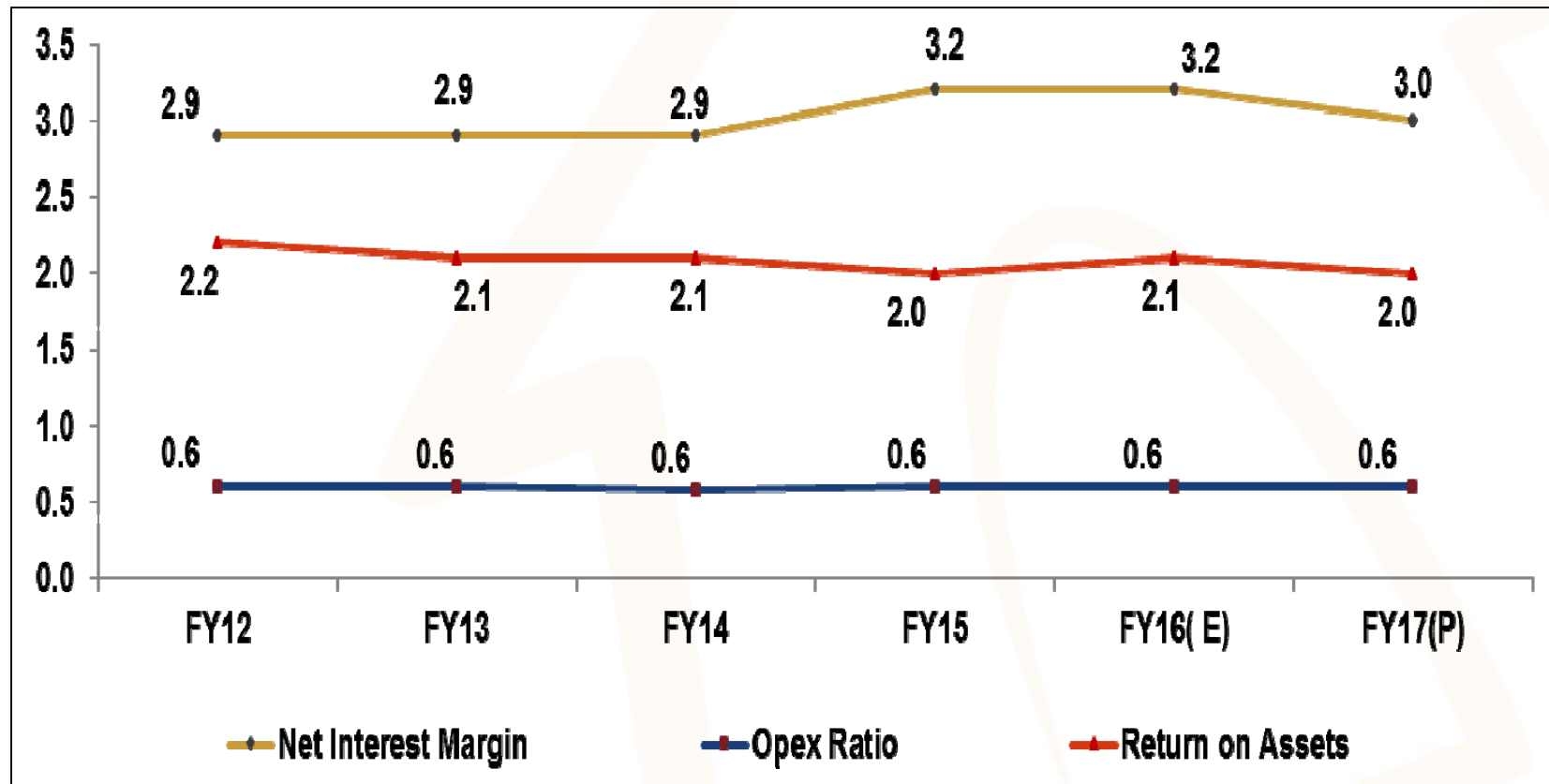
Asset Quality To Remain Comfortable For HFCs



Courtesy: CRISIL Credit Rating Report



Profitability To Remain Adequate



Courtesy: CRISIL Credit Rating Report



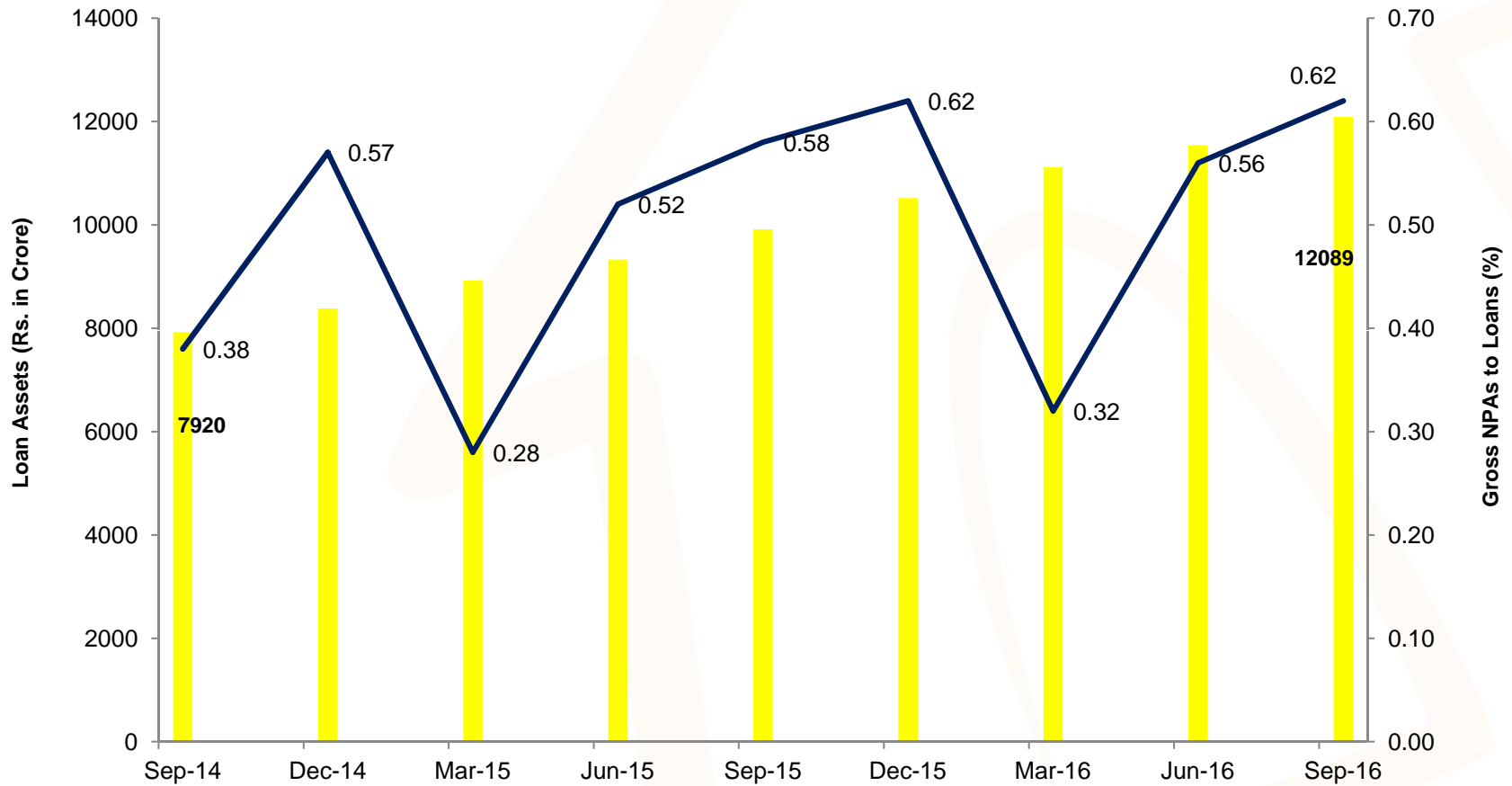
GRUH PERFORMANCE



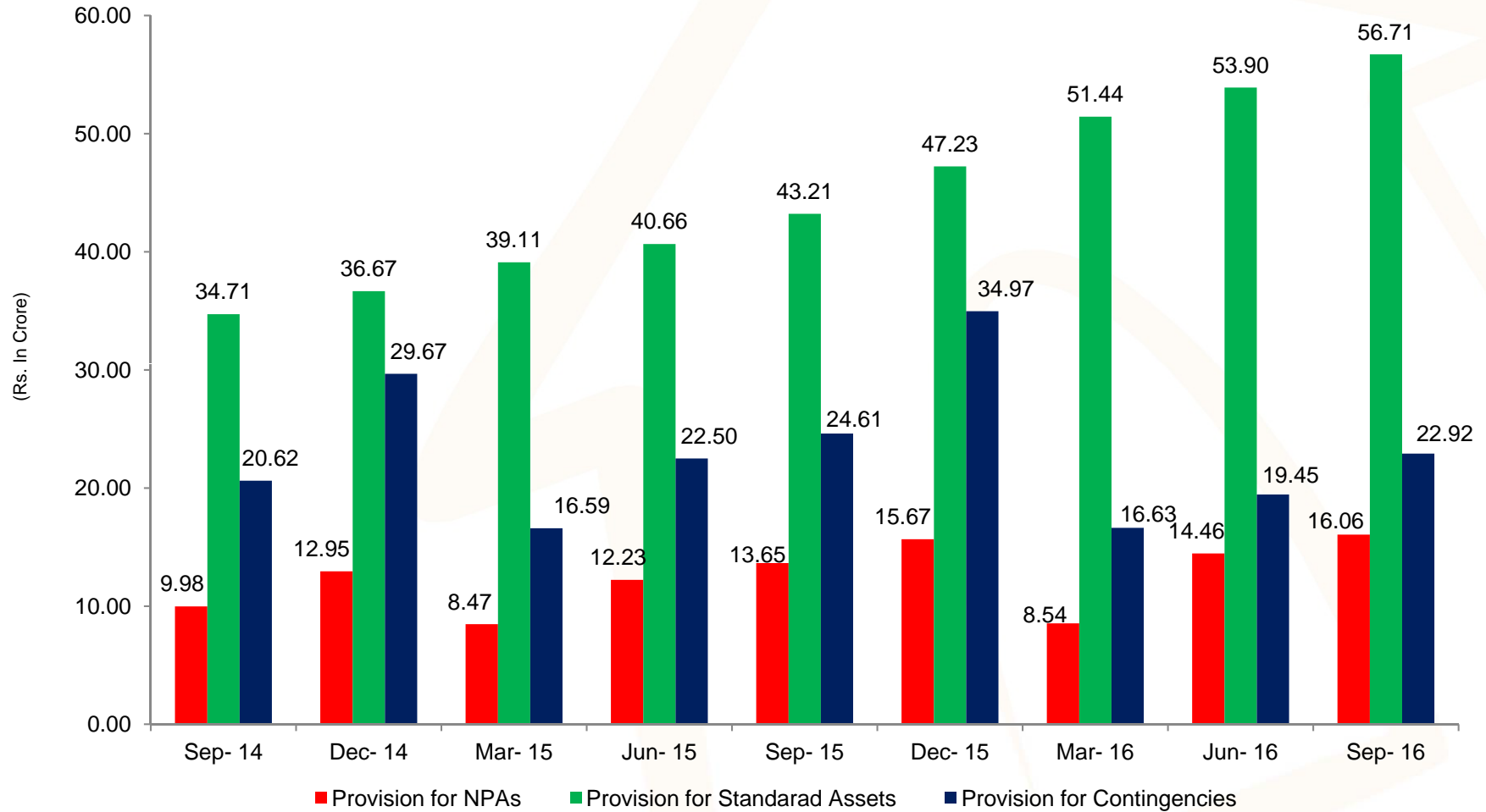
Compounded Average Growth Rate (CAGR) as at September 30, 2016

	3 Years (%)	5 Years (%)	7 Years (%)
Disbursements	18	25	32
Loan Assets	25	28	28
NIM	23	23	26
Profit After Tax	21	24	29

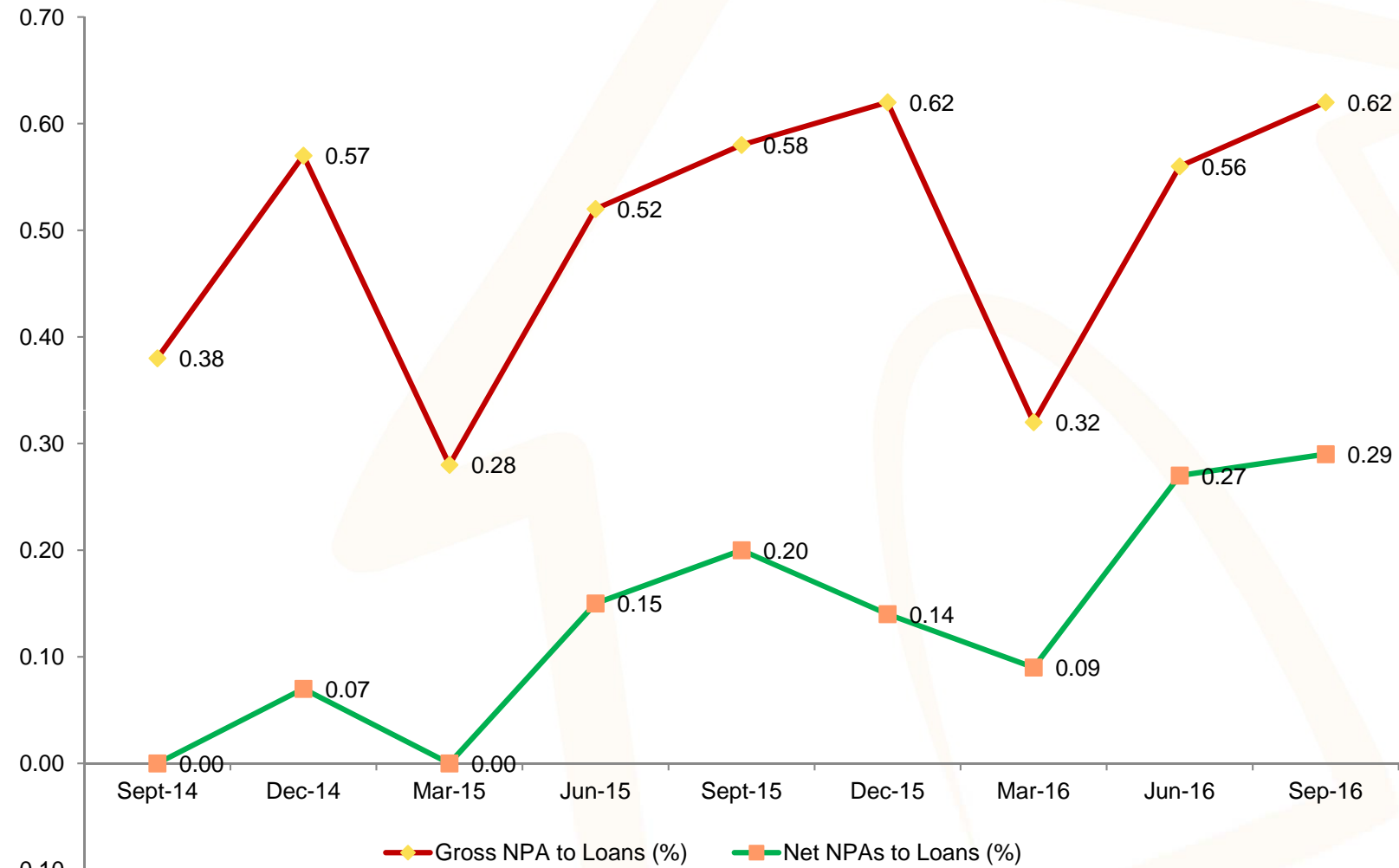
Loan Assets and Gross NPAs to Loans



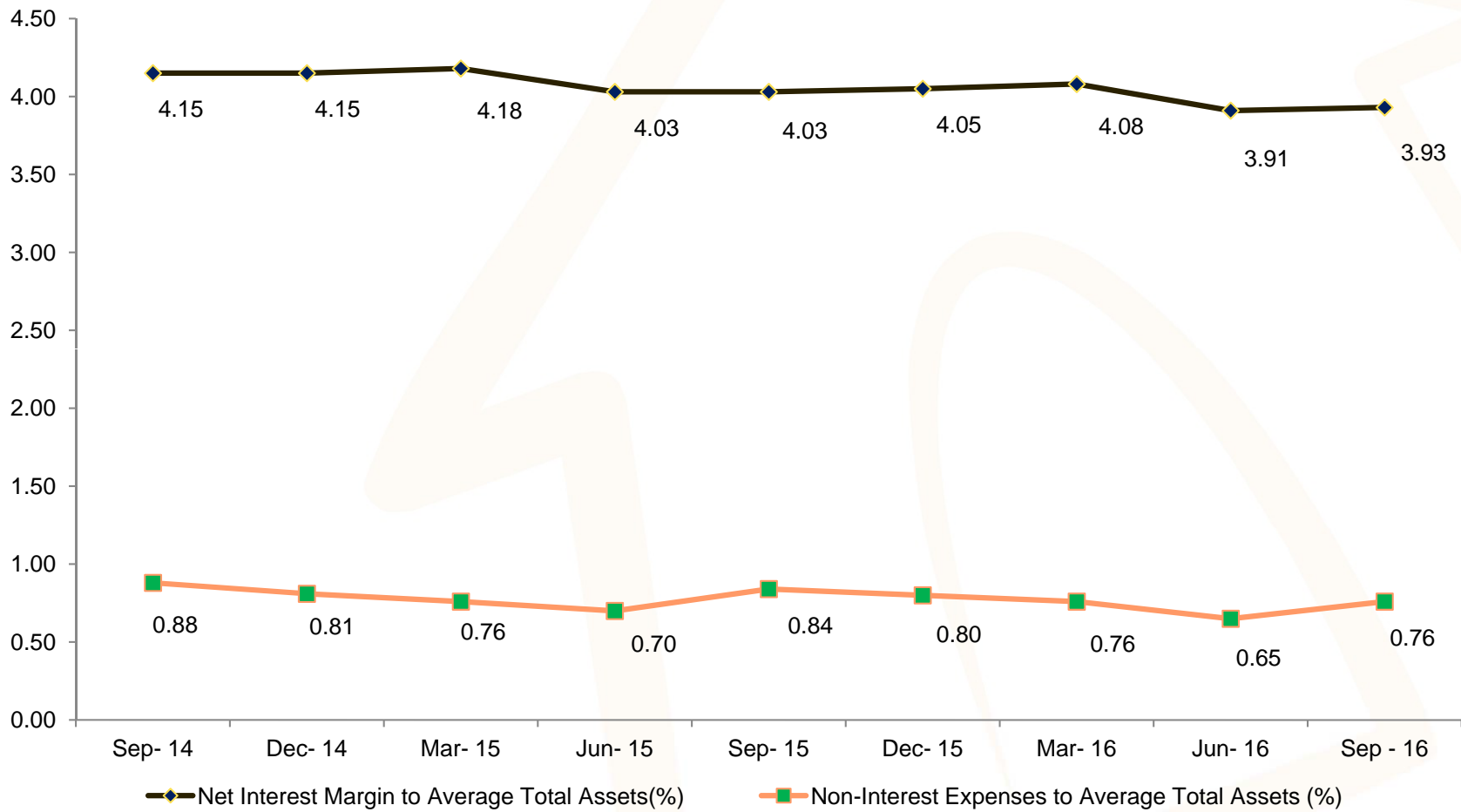
Provisions & Contingencies



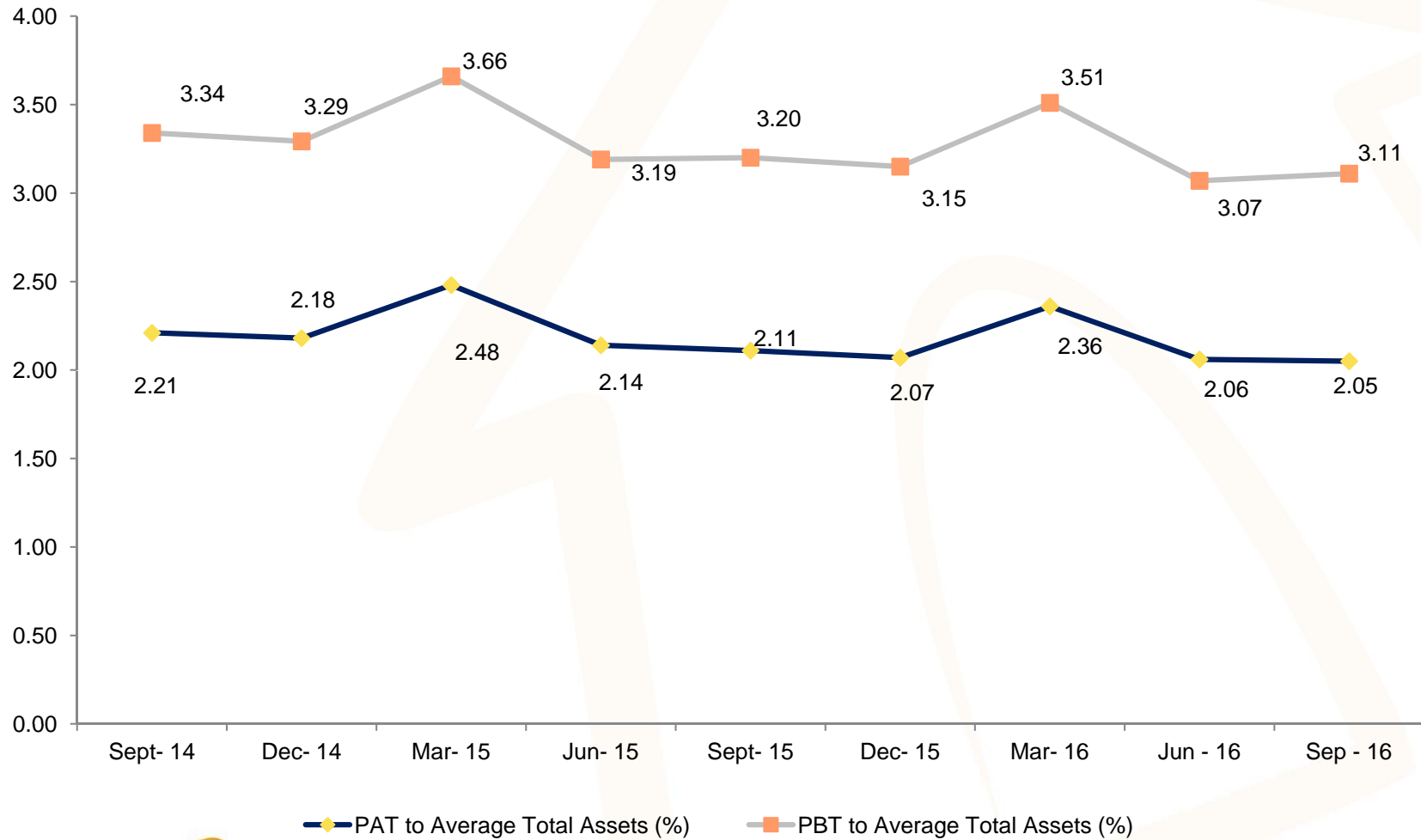
Gross NPAs & Net NPAs



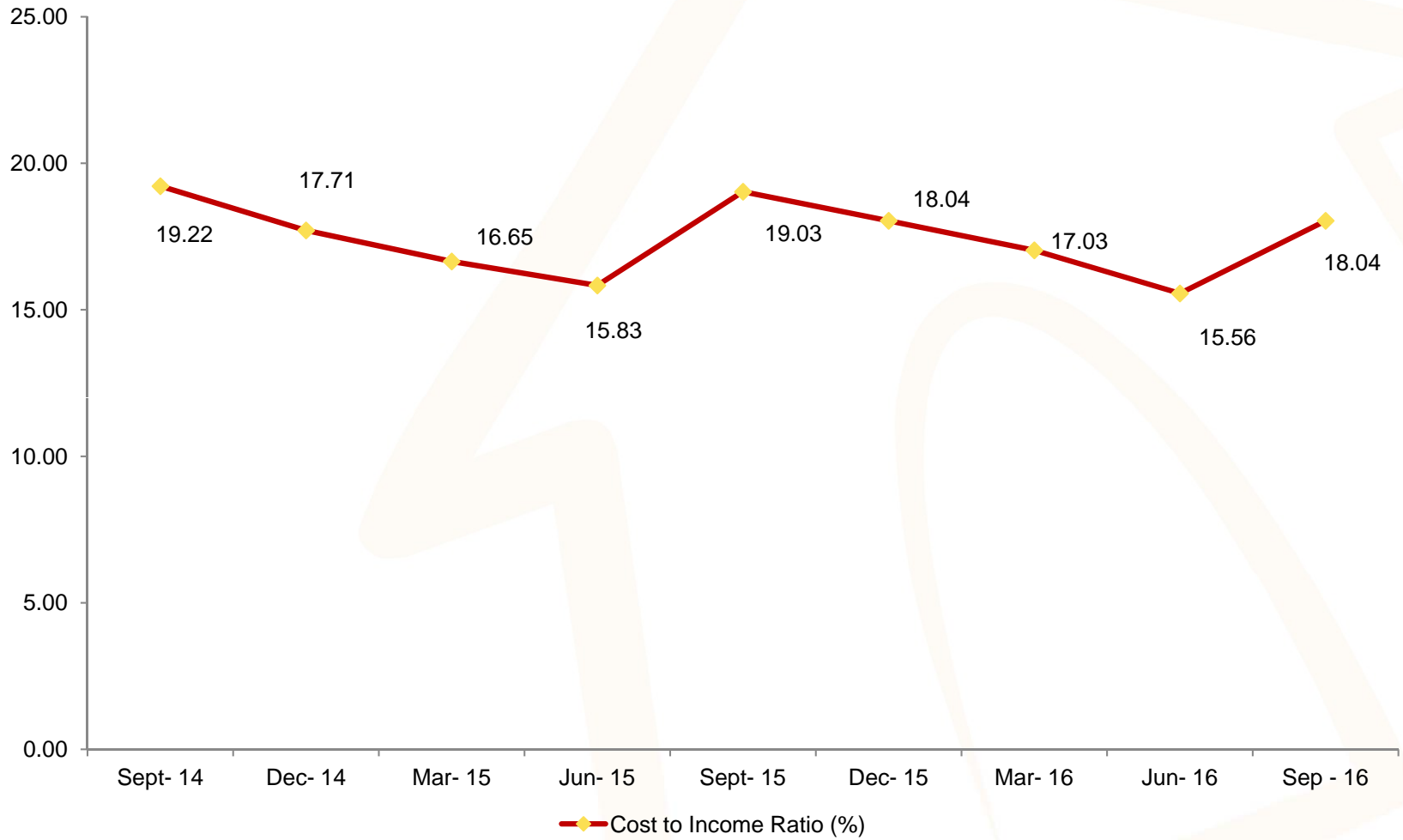
NIM & NIE to Average Total Assets



PBT & PAT to Average Total Assets



Cost to Income Ratio (%)



Loan Disbursements

(Rs. in Crores)

	April – Sept. 2016	April – Sept. 2015	Growth
	Amount	Amount	%
Housing	1474	1201	23
Mortgage Loans	219	339	(35)
NRP Loans	30	36	(16)
Construction	222	175	27
Total	1945	1751	11



Outstanding Loans

(Rs. in Crores)

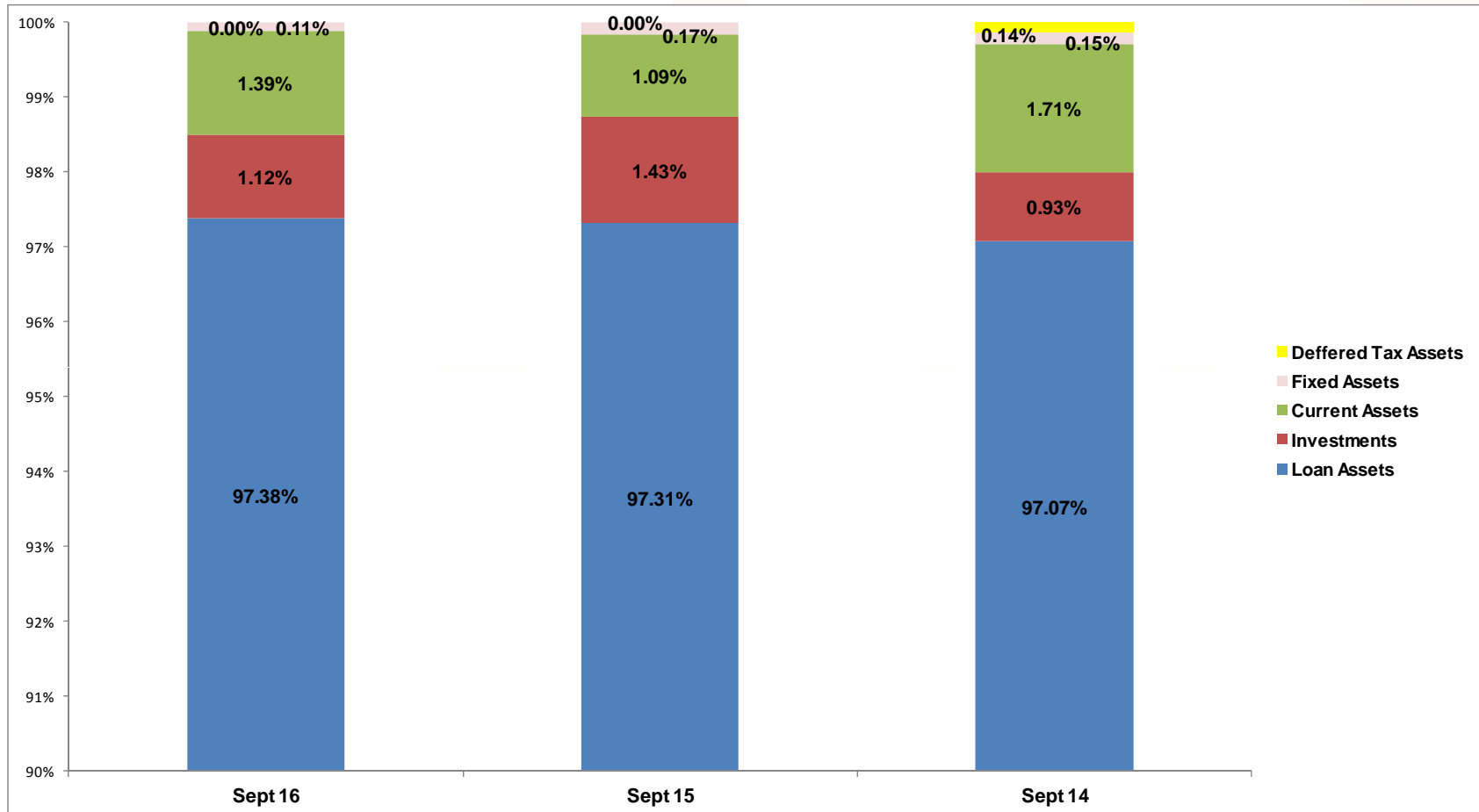
	As at Sept 30, 2016		As at March 31, 2016		As at Sept 30, 2015	
	Amount	%	Amount	%	Amount	%
Individual Housing						
Suraksha	6332.64	52.38	5866.96	52.79	5390.6	54.45
Suvidha	3430.49	28.38	3126.54	28.13	2927	29.57
Sajavat	57.66	0.48	45.33	0.41	42.13	0.43
Total Home Loans	9820.79	81.24	9038.83	81.32	8359.7	84.44
Mortgage	1385.18	11.46	1247.30	11.22	818.5	8.27
NRP Loans	382.00	3.16	394.48	3.55	360.05	3.64
Other Individual Loans	1767.18	14.62	1641.78	14.77	1178.6	11.90
Construction	501.16	4.15	433.95	3.90	361.9	3.66
Total	12089.13	100.00	11114.56	100.00	9900.18	100.00



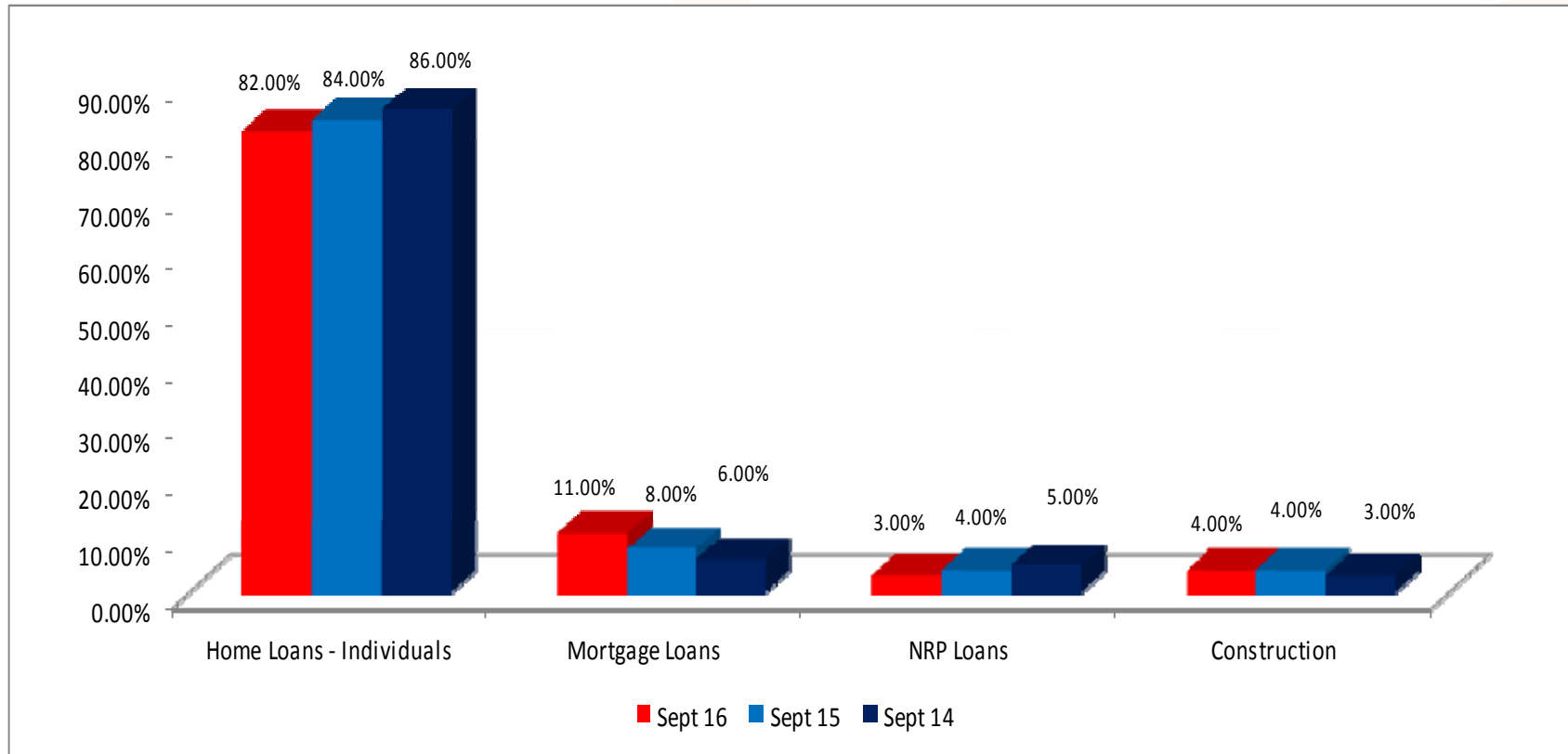
Loan Portfolio-wise NPL

	As at Sept 30, 2016		As at March 31, 2016		As at Sept 30, 2015	
	Amount	%	Amount	%	Amount	%
Individual Housing	49.46	0.51	23.18	0.26	41.75	0.50
Mortgage	15.43	1.11	9.74	0.78	12.15	1.48
Others	9.68	2.19	2.63	0.59	3.97	0.98
Total	74.57	0.62	35.55	0.32	57.87	0.58

Assets Profile



Loan Assets Profile

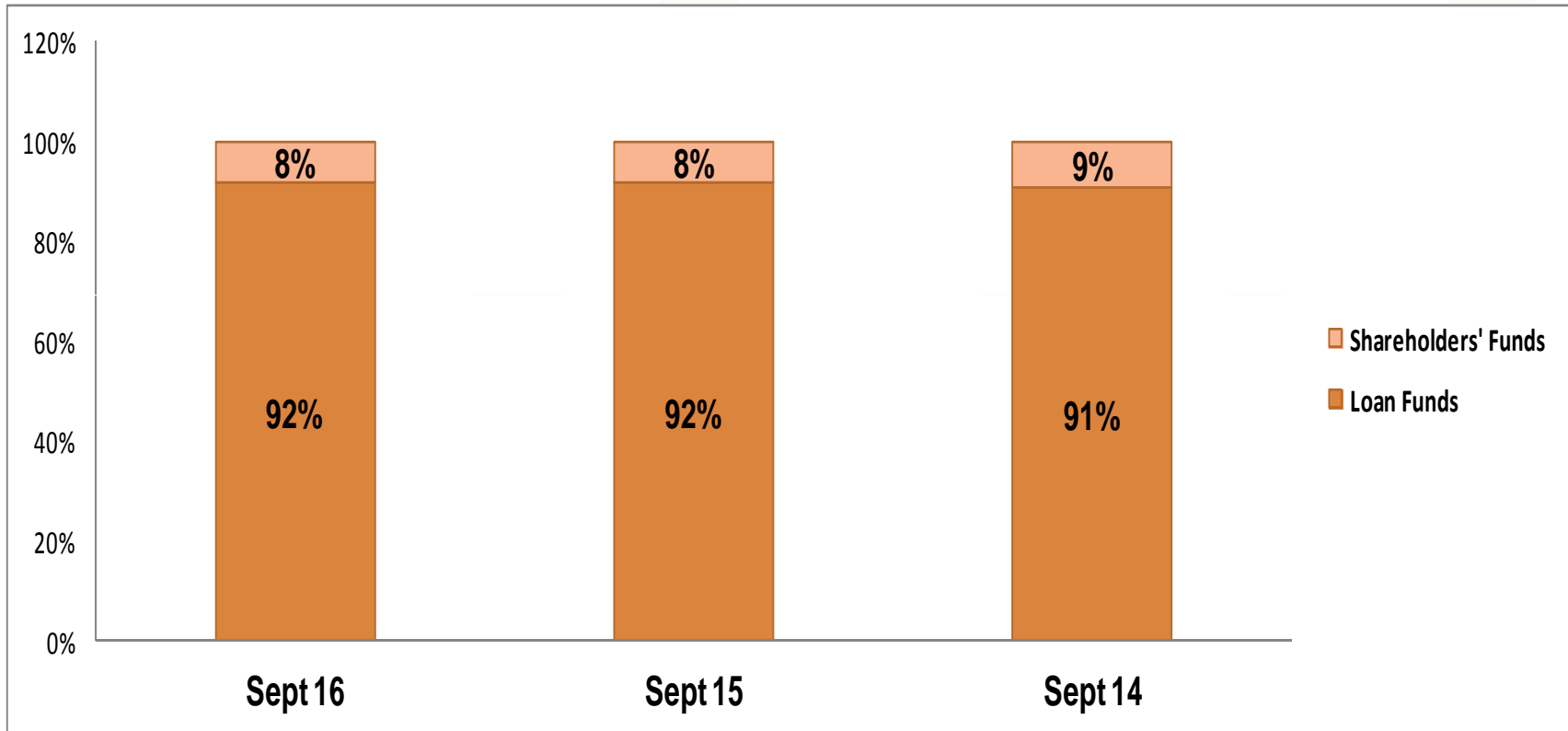


* 95.73% of Loans are on Variable Rates

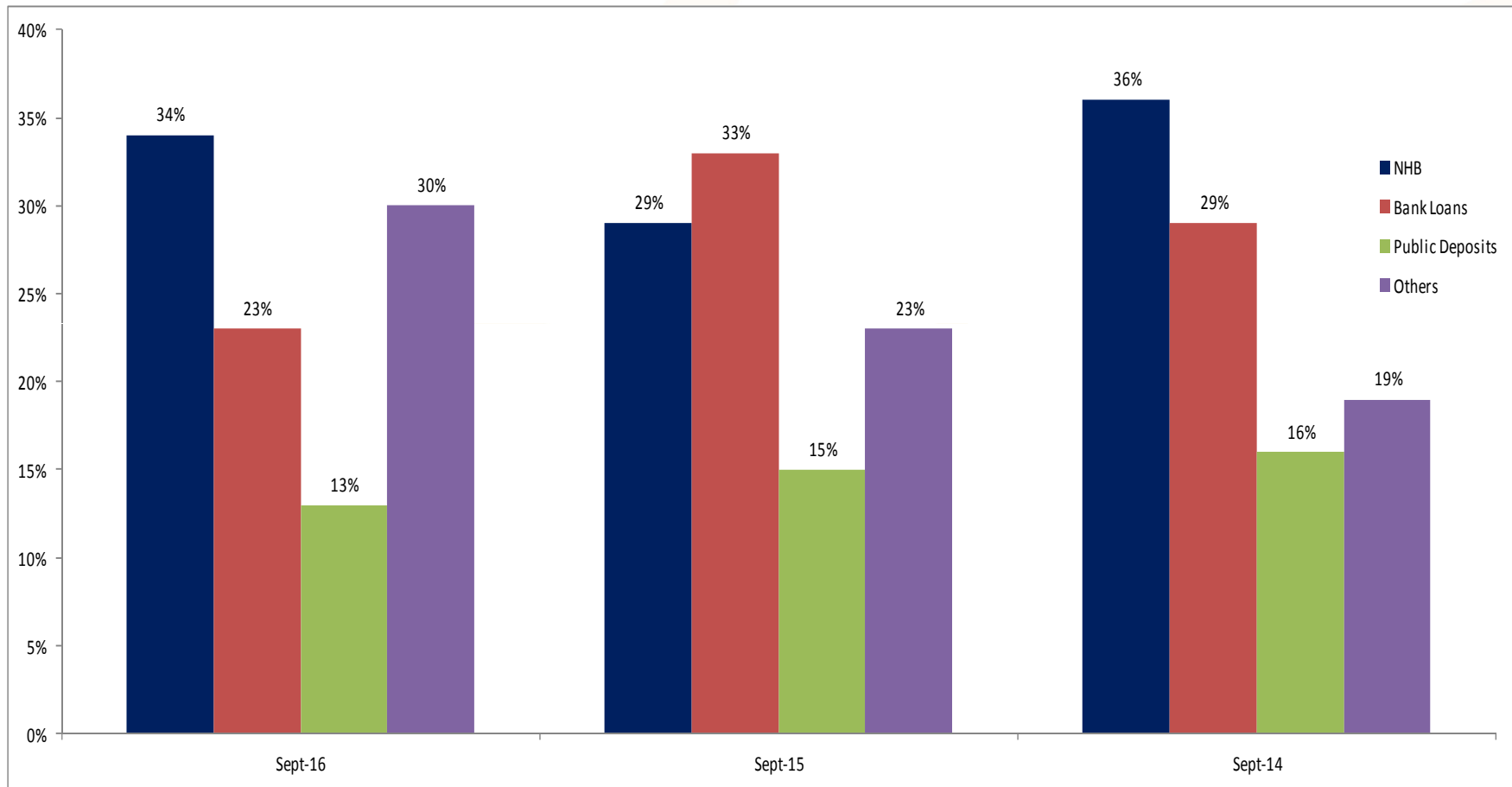
** Average duration of loan sanction is 208 months



Liability Profile



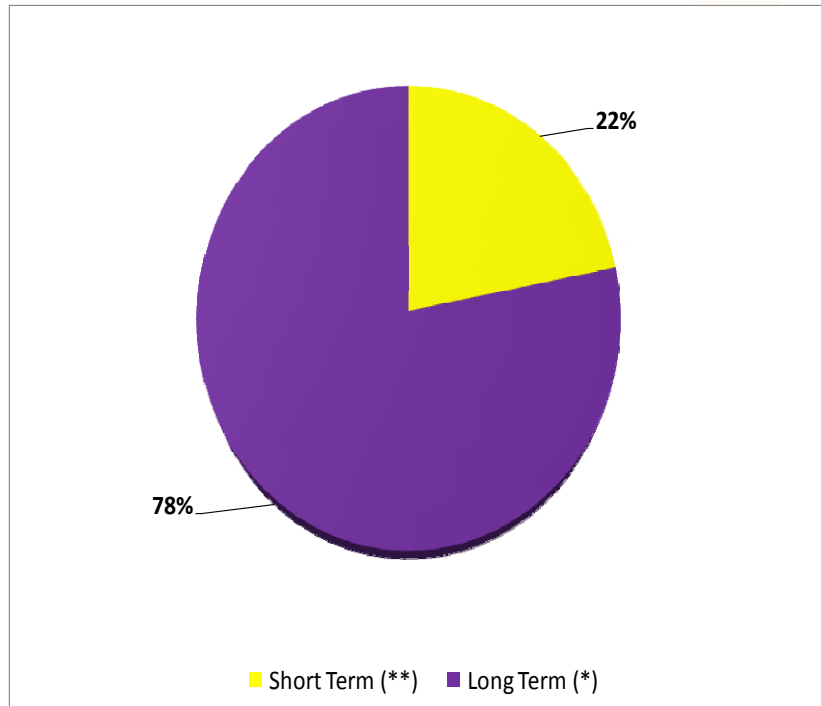
Sources of Borrowing



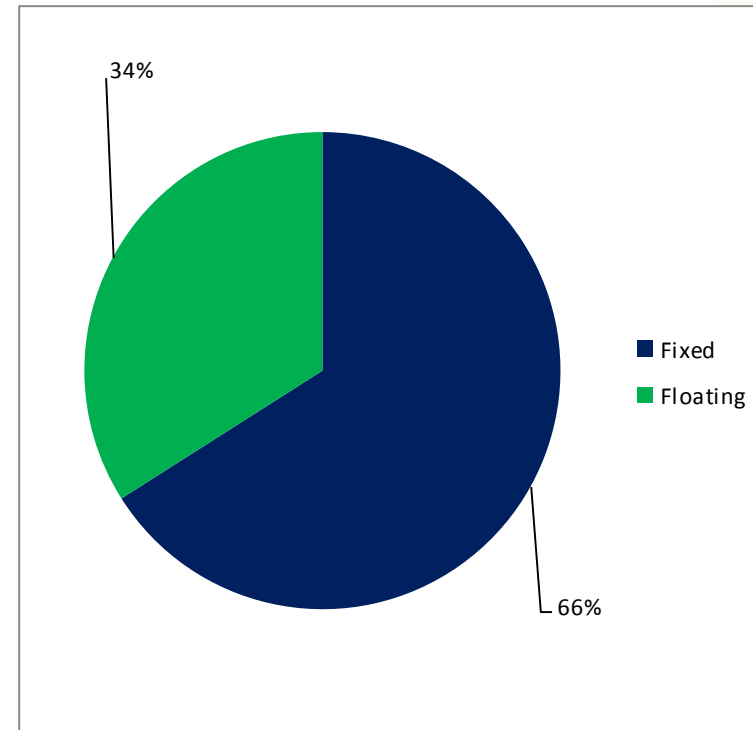
Borrowing Profile

As on Sept. 30, 2016

Tenure Base



ROI Base



(*) Average tenure 8.87 years

(**) Average tenure less than one year



As on Sept. 30,

Balance Sheet

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
<u>Sources of Funds</u>			
Share Capital	72.78	72.73	0.07
Reserves & Surplus	889.56	741.57	19.96
Borrowings	11092.03	9103.35	21.85
Current Liabilities & Provisions	313.29	242.52	29.18
Deferred Tax Liability (Net)	65.29	23.86	173.64
	12432.95	10184.03	22.08
<u>Application of Funds</u>			
Loan Assets	12089.13	9912.99	21.95
Investments	138.94	145.44	(4.47)
Current Assets	190.84	111.24	71.56
Fixed Assets	14.04	14.36	(2.23)
	12432.95	10184.03	22.08



Income Statement

As on Sept. 30,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Interest income	693.33	583.84	18.75
Interest expenses	459.24	388.92	18.08
Net interest Margin	234.09	194.92	20.10
Non-Interest Income	20.44	22.34	(8.50)
Non-Interest Expenses	45.27	40.88	10.73
Depreciation	1.48	1.50	(1.33)
Provisions, Contingencies and Write Offs	21.67	19.25	12.57
CSR Expenses	0.72	0.53	35.85
Profit Before Tax	185.39	155.10	19.53
Provision for Taxation	63.23	53.08	19.12
Profit After Tax	122.16	102.02	19.74



Risk Profile

Loan Assets & NPAs

As on Sept. 30,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Loan Assets (Rs.)	12089.13	9912.99	21.95
Provision for Standard Assets (Rs.)	56.71	43.21	31.24
Gross NPAs (Rs.)	74.57	57.87	28.86
Provision for NPAs (Rs.)	16.06	13.65	17.66
Provision for Contingencies	22.92	24.61	(6.85)
Net NPAs (Rs.)	35.59	19.62	81.43
<u>Ratios</u>			
Gross NPA as % to Loans	0.62	0.58	5.66
Net NPA as % to Loans	0.29	0.20	48.77



Quarterly Financial Results

As on Sept 30,

(Rs. In Crore)

	<u>Q2-CY</u>	<u>Q2-PY</u>	<u>Q1-CY</u>	<u>YOY CY</u>	<u>YOY PY</u>
1. Operating Income	367.43	311.81	346.34	1382.97	1167.17
2. Total Income	367.43	311.81	346.34	1382.97	1167.17
3. Interest and Other Charges	235.14	198.74	224.10	877.73	745.28
4. Non-interest Expenses	26.56	24.93	19.40	85.89	70.39
5. Depreciation	0.74	0.72	0.74	3.01	3.25
6. Provisions, Contingencies & Write Offs	9.13	7.17	12.54	24.35	21.02
7. Total Expenditure	271.60	231.56	256.78	990.98	839.94
8. Profit Before Tax	95.83	80.25	89.56	391.99	327.23
9. Tax Expenses	33.85	28.54	29.38	128.27	106.41
10. Profit After Tax	61.98	51.71	60.18	263.72	220.82



Key Financial Ratios

As on Sept. 30,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Net Interest Margin / ATA (%)	3.93	4.03	4.15
Non Interest Expenses / ATA (%)	0.76	0.84	0.88
PBT/ATA (%)	3.11	3.20	3.34
PAT/ATA (%)	2.05	2.11	2.21
Cost to Income Ratio (%)	18.04	19.03	19.22

ATA = Average Total Assets



Key Financial Ratios

As on Sept. 30,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Capital Adequacy Ratio (%)	18.26	15.73	16.71
Tier – I	16.65	14.33	15.16
Tier –II	1.61	1.40	1.55

Productivity Ratios

As on Sept. 30,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Average No. of Employees	637	593	545
Average No. of Retail offices	176	160	142
Profit After Tax Per Employee (Rs. In Lakhs)	38	34	31
Total Assets Per Employee (Rs. in Lakhs)	1952	1718	1497



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. 9,640 Cr.
- Disbursed 1,90,788 cases in rural segment
- Presence in 122 Districts of 10 States
- Servicing customers in 1,102 Taluka places in 10 States
- Disbursed Rs.7,772 Cr. To 1,56,855 families under Golden Jubilee Rural Housing Finance Scheme of Government of India
- Cumulative disbursement of Rs. 1,895 Cr. To 35,955 families under Rural Housing Fund



Thank You

