



# GRUH

## GRUH Finance Limited

(A Subsidiary of HDFC Limited)

March 2018



# 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 March 31, 2018

- Cumulative Units Financed – 4,13,631
- Cumulative Disbursement of Rs. 28,235 Cr.
- Cumulative Disbursement in Rural Areas<sup>(\*)</sup> – Rs. 11,892 Cr.
- Retail Network of 194 offices across 11 States & one UT
- Consistent track record of Dividend Payout

<sup>(\*)</sup> Rural Areas are locations where populations is less than 50,000



## As on March 31, 2018

- Loan Disbursement during the year – Rs. 5,259 Cr.
- Average Loan Per Unit on Disbursement during the year–Rs. 9.40 Lac
- Outstanding Loan Assets of Rs. 15,568 Cr.
- Average Loan Outstanding Per Unit – Rs. 7.83 Lac
- Gross NPAs Rs. 70.09 Cr– 0.45% of Outstanding Loan Assets of Rs. 15,568 Cr.
- Net NPAs – NIL (P.Y. – NIL)



# 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

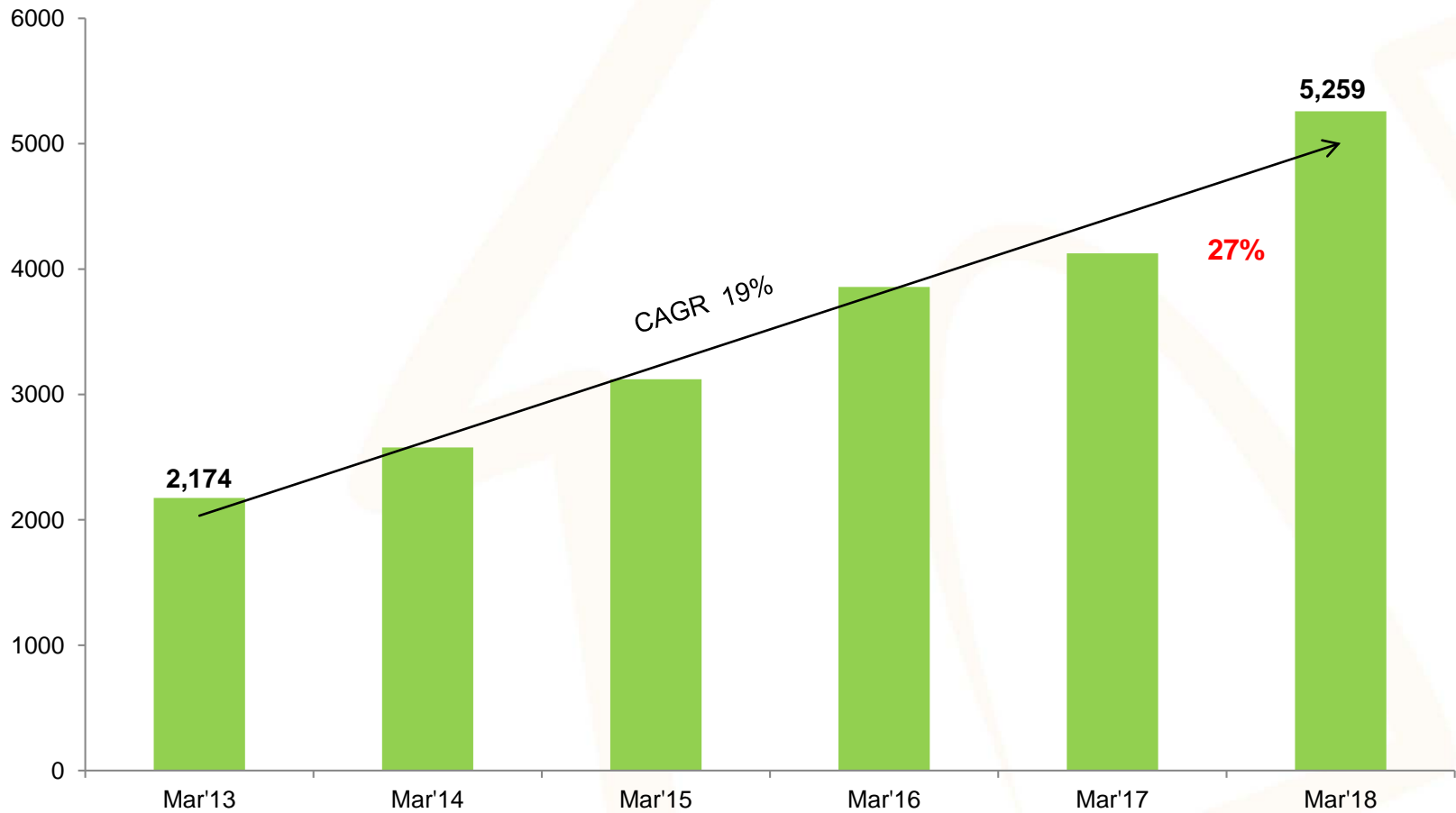
“These rating indicates high safety with regard to timely payment of interest and principal”

# GRUH PERFORMANCE



# Disbursements

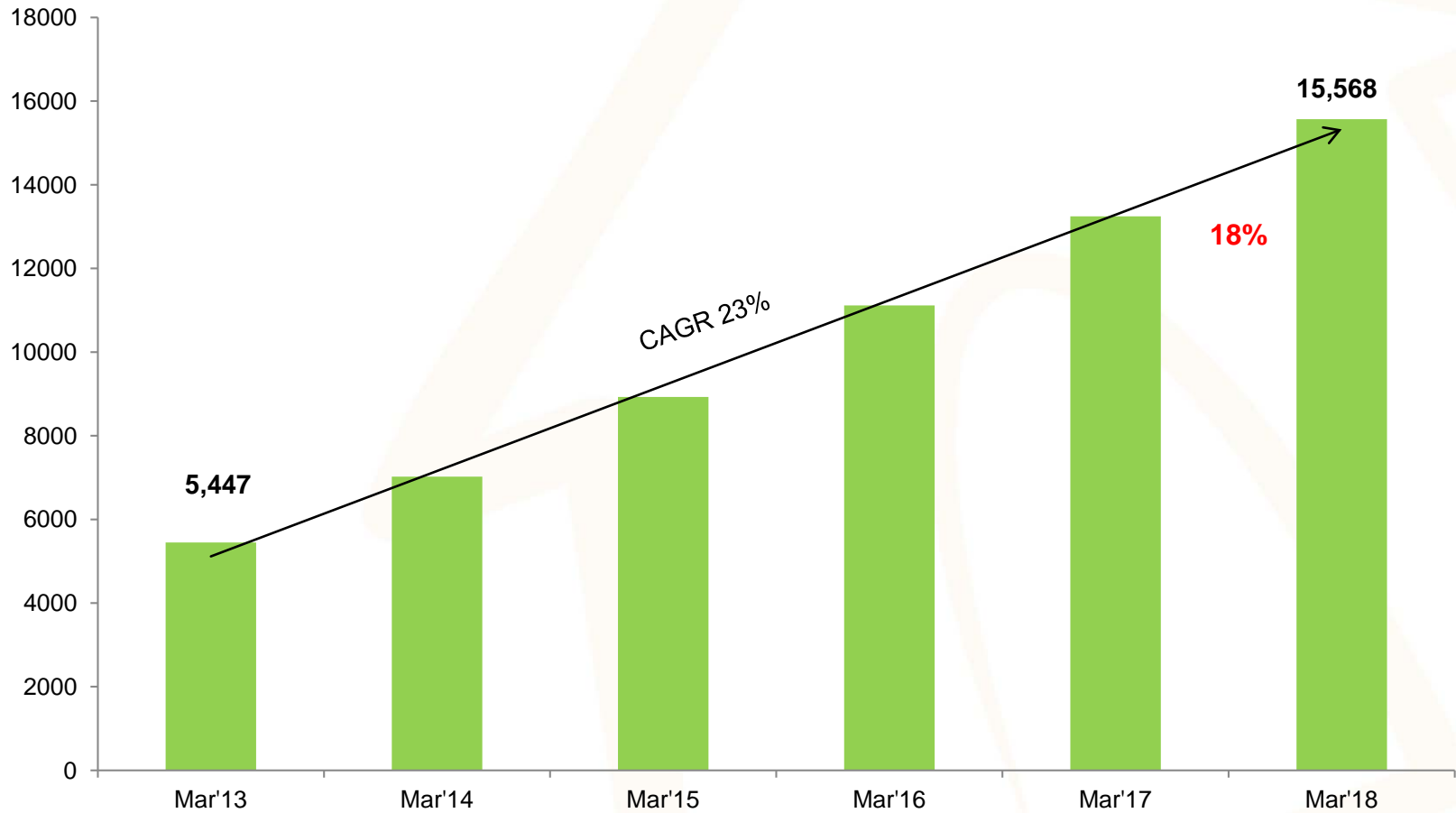
(Rs. in Crores)



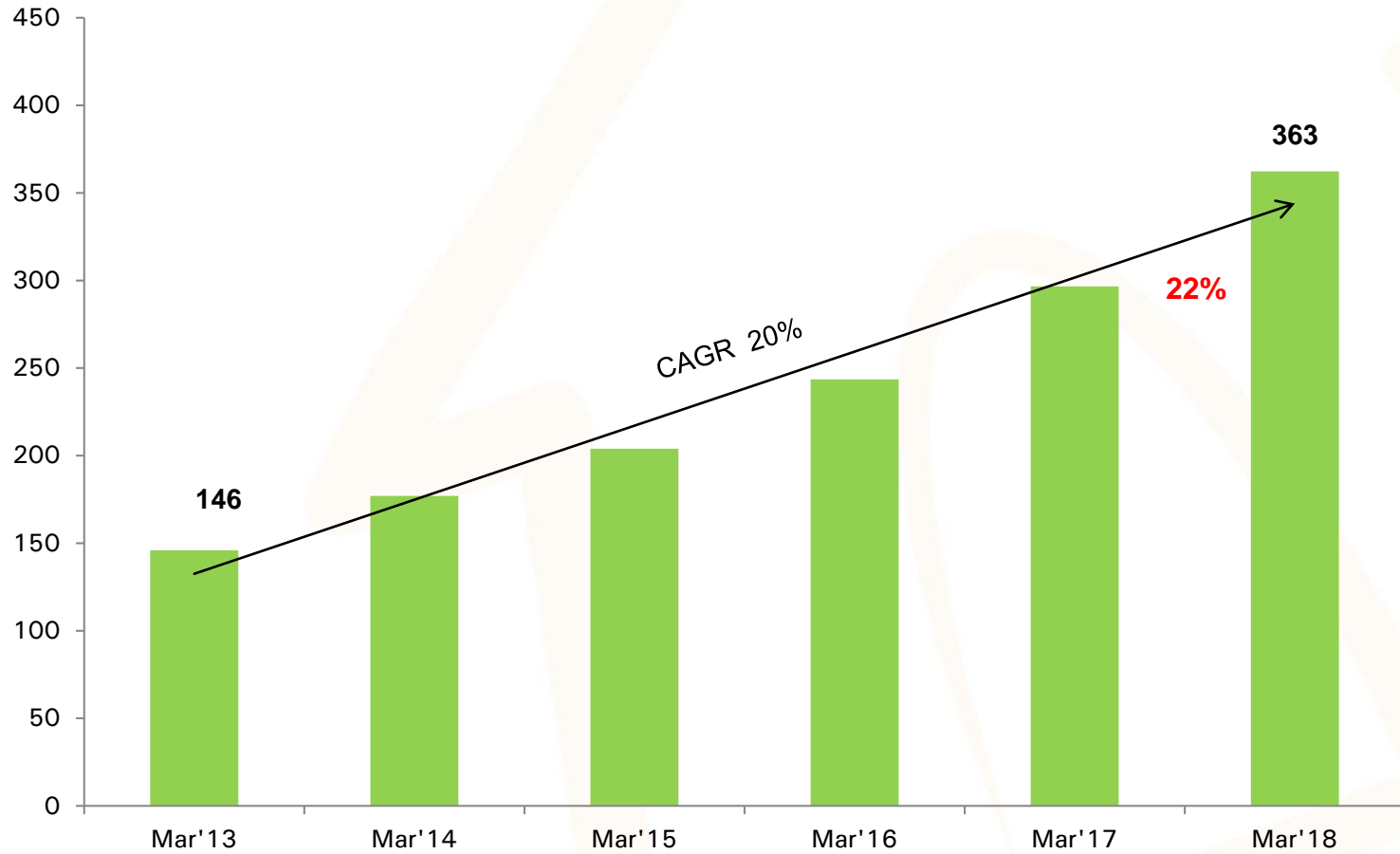


# Loan Assets

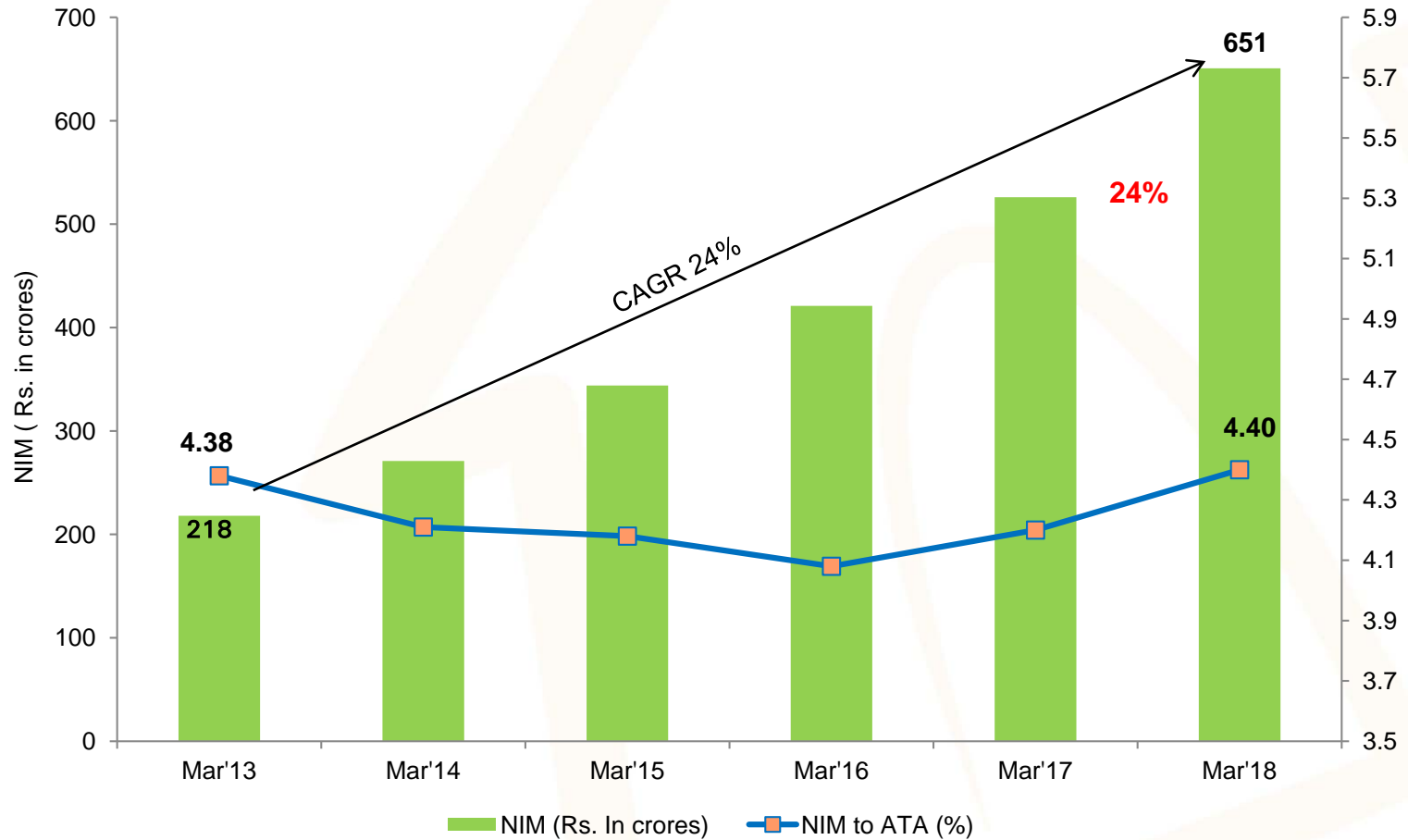
(Rs. in Crores)



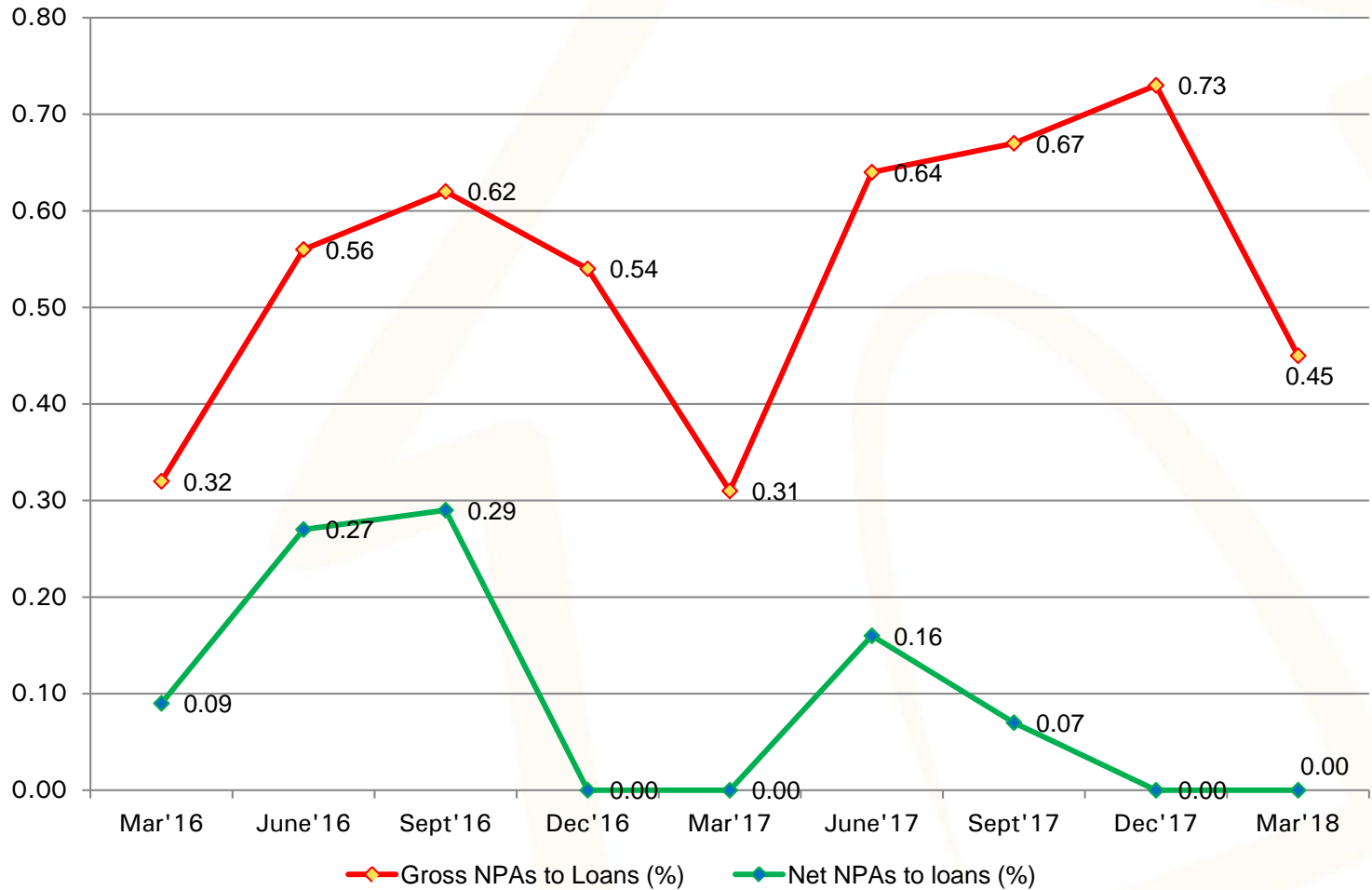
# Profit After Tax (Rs. in Crores)



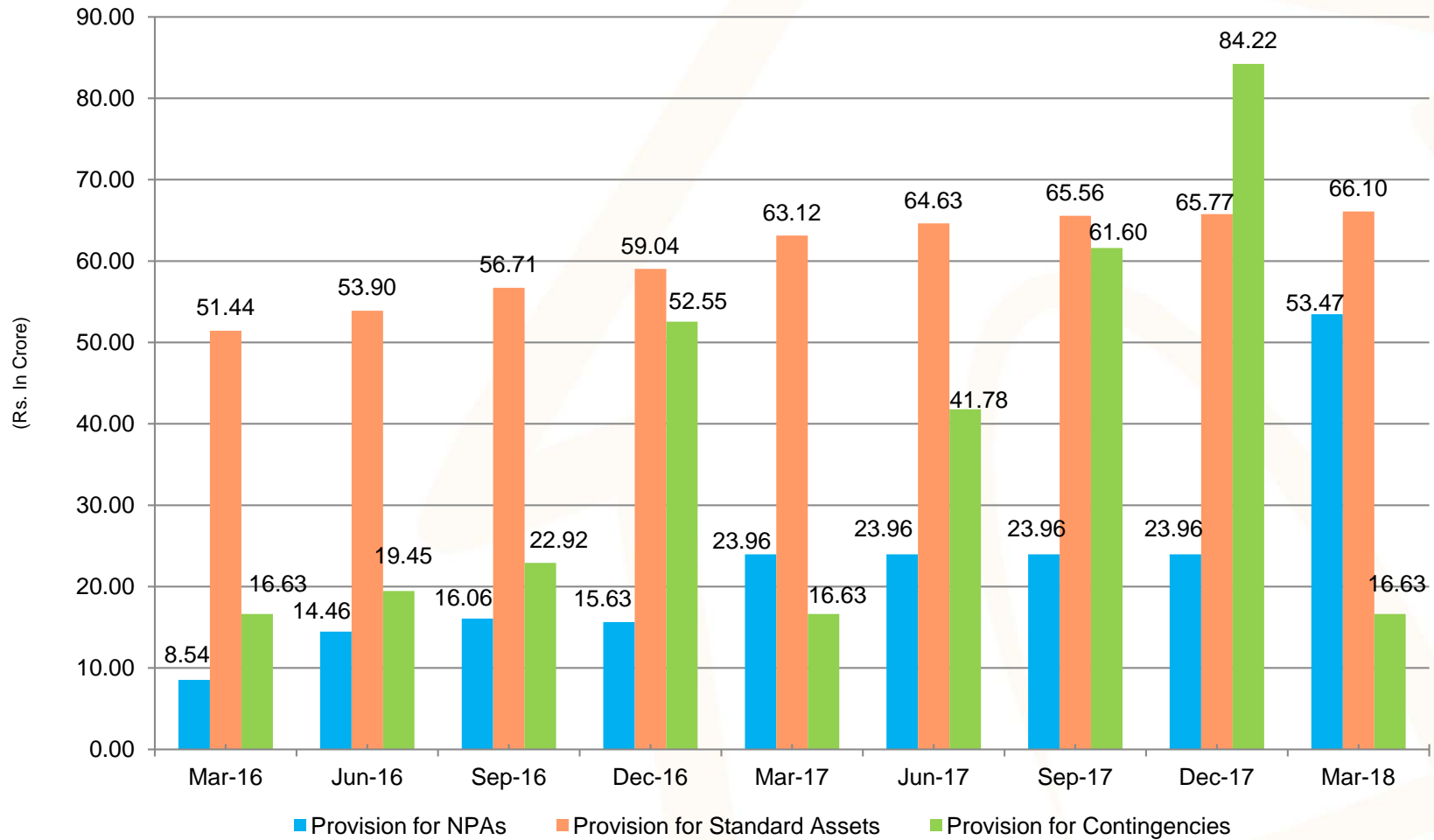
# NIM and NIM to ATA



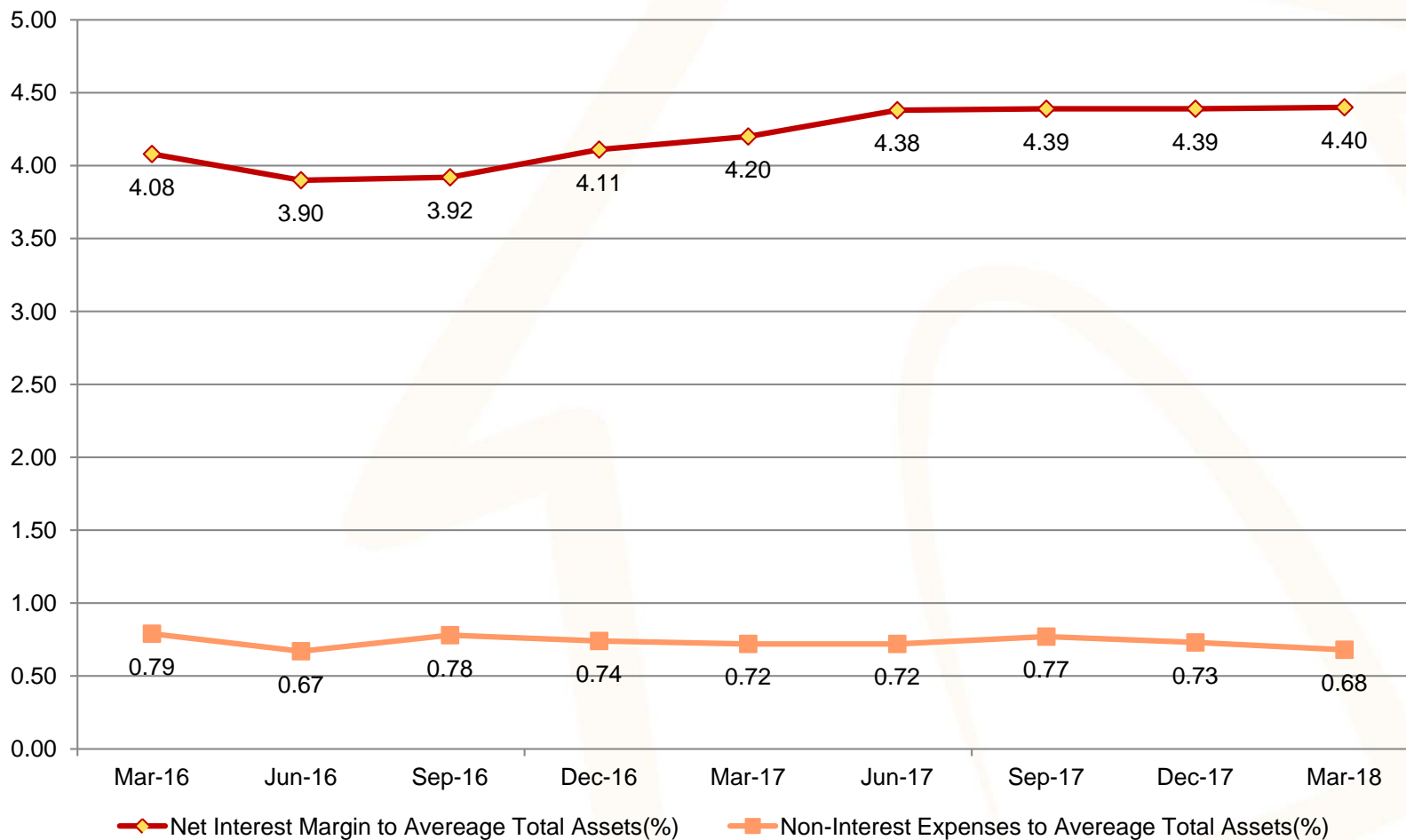
# Gross NPAs & Net NPAs



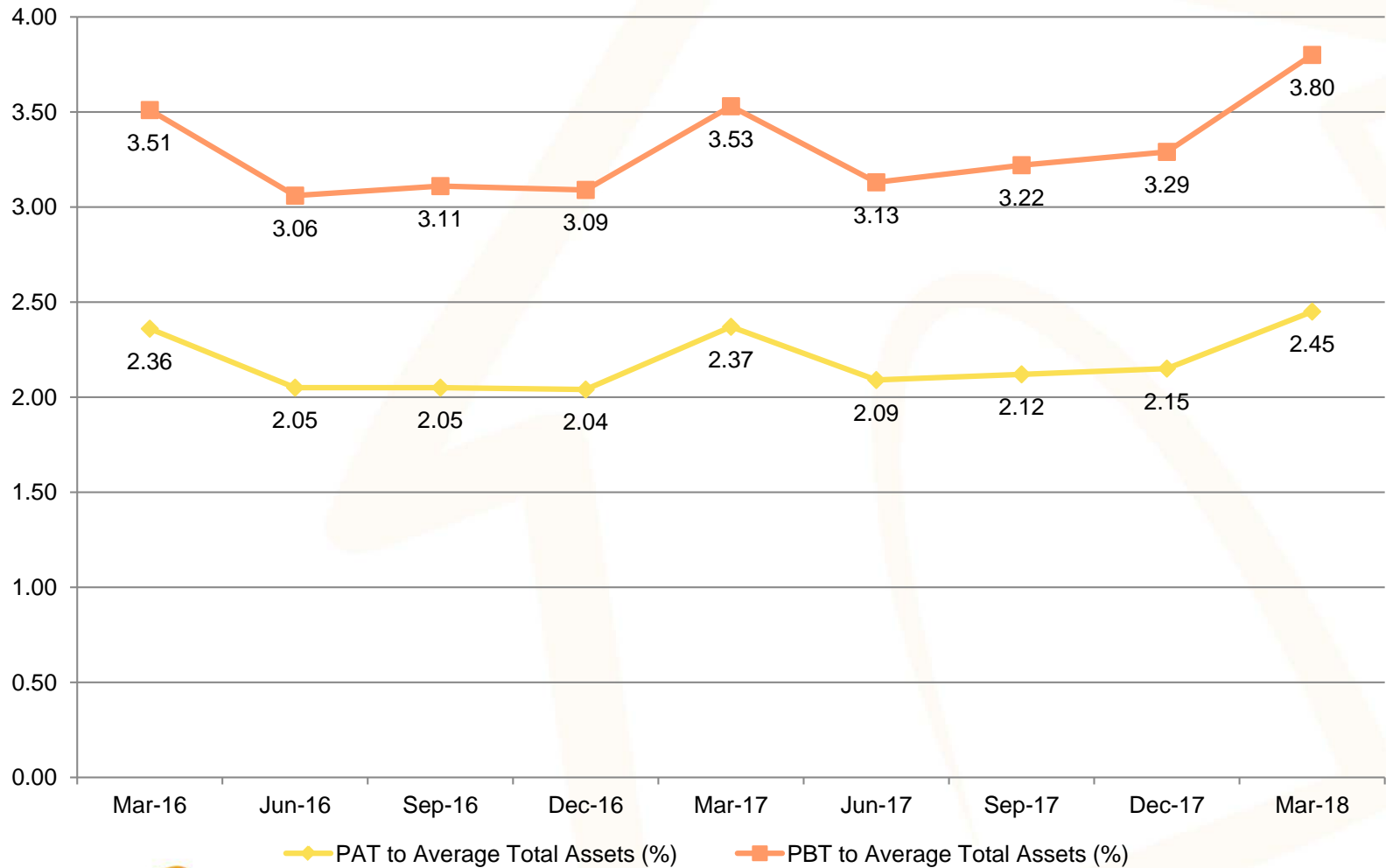
# Provisions & Contingencies



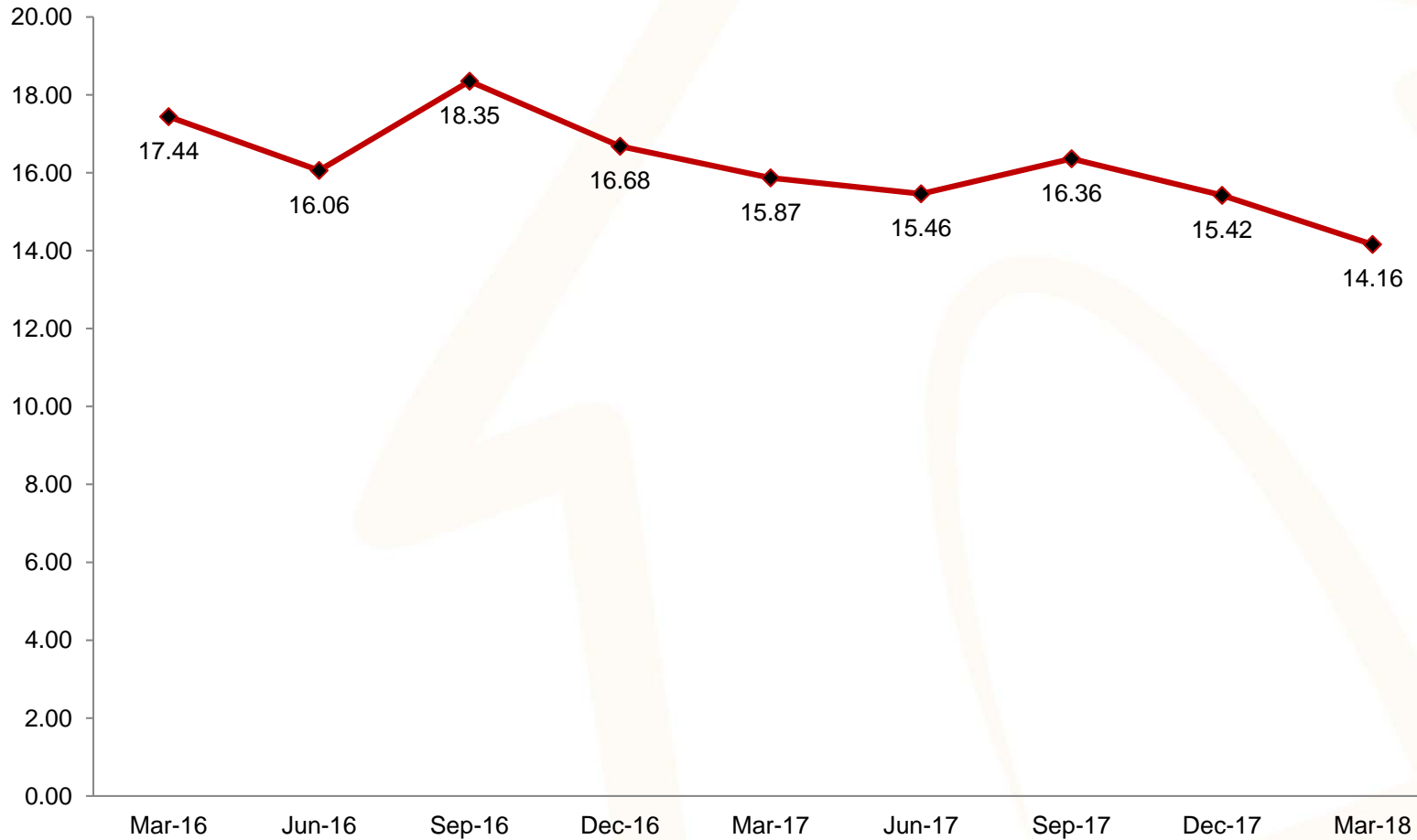
## NIM & NIE to Average Total Assets



## PBT & PAT to Average Total Assets



## Cost to Income Ratio (%)





# Loan Disbursements

(Rs. in Crores)

	As at Mar 31, 2018	As at Mar 31, 2017	Growth
	Amount	Amount	%
Home Loans *	4,016	3,121	29
Mortgage (LAP) Loans *	569	462	23
NRP Loans *	60	71	(15)
Developer Loans	614	471	30
Total	5,259	4,125	27

*(\*) Individual Loans*



# Outstanding Loans

(Rs. in Crores)

	As at Mar 31, 2018		As at Mar 31, 2017		Growth
	Amount	%	Amount	%	%
<b>Home Loans</b>	12,854	<b>83</b>	10,757	81	<b>19</b>
Mortgage (LAP) Loans	1,678	11	1,486	11	13
NRP Loans	368	2	405	3	(9)
Developer Loans	668	4	596	5	12
<b>Total</b>	15,568	100	13,244	100	<b>18</b>



# Loan Portfolio-wise NPL

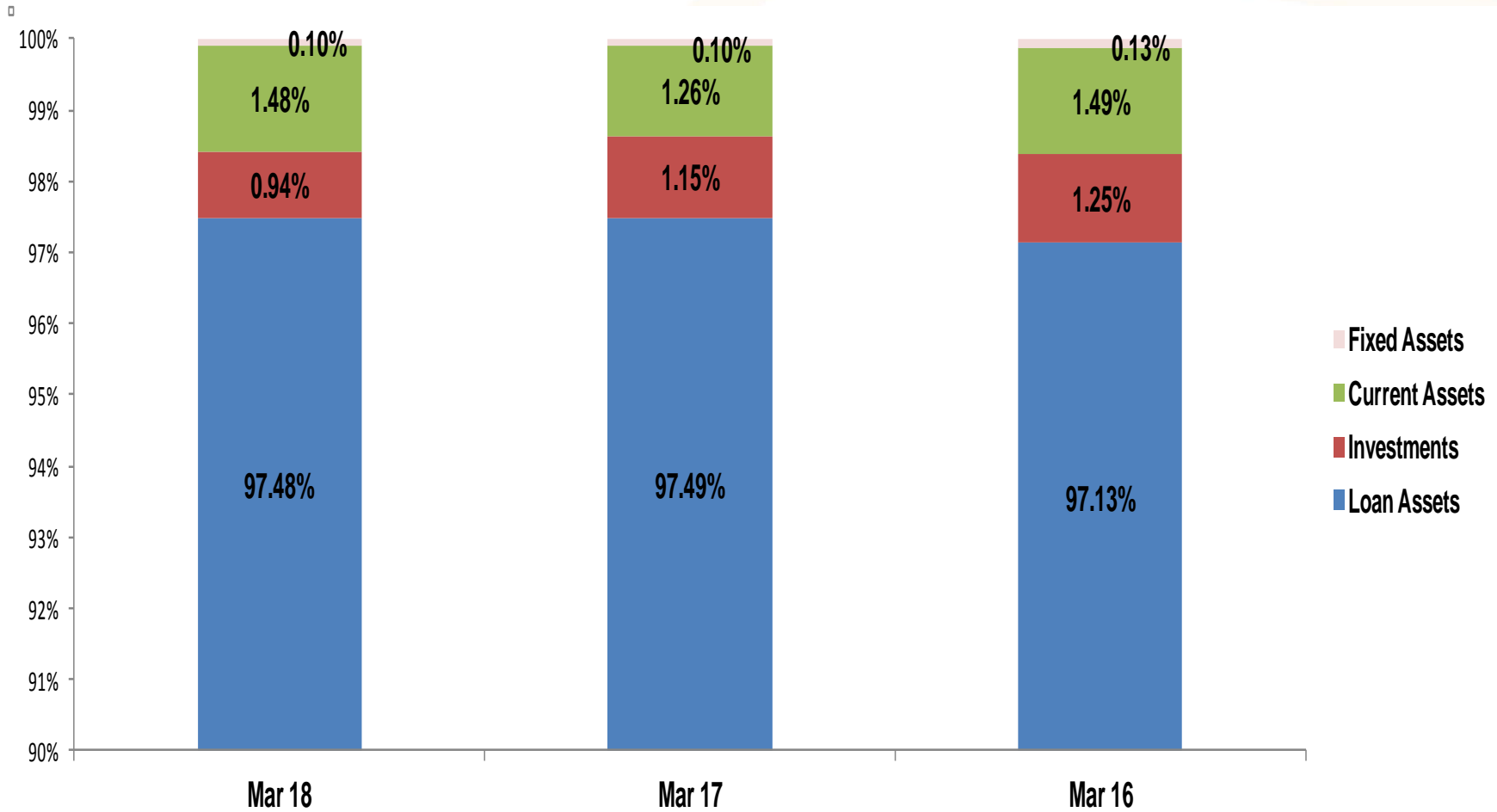
(Rs. in Crores)

	As at Mar 31, 2018		As at Mar 31, 2017	
	Amount	%	Amount	%
Home Loans *	54.11	<b>0.42</b>	32.64	<b>0.30</b>
Mortgage (LAP) Loans *	12.41	0.74	6.09	0.41
NRP Loans *	3.57	0.98	1.85	0.46
Developer Loans	0.00	0.00	0.00	0.00
<b>Total</b>	<b>70.09</b>	<b>0.45</b>	<b>40.58</b>	<b>0.31</b>

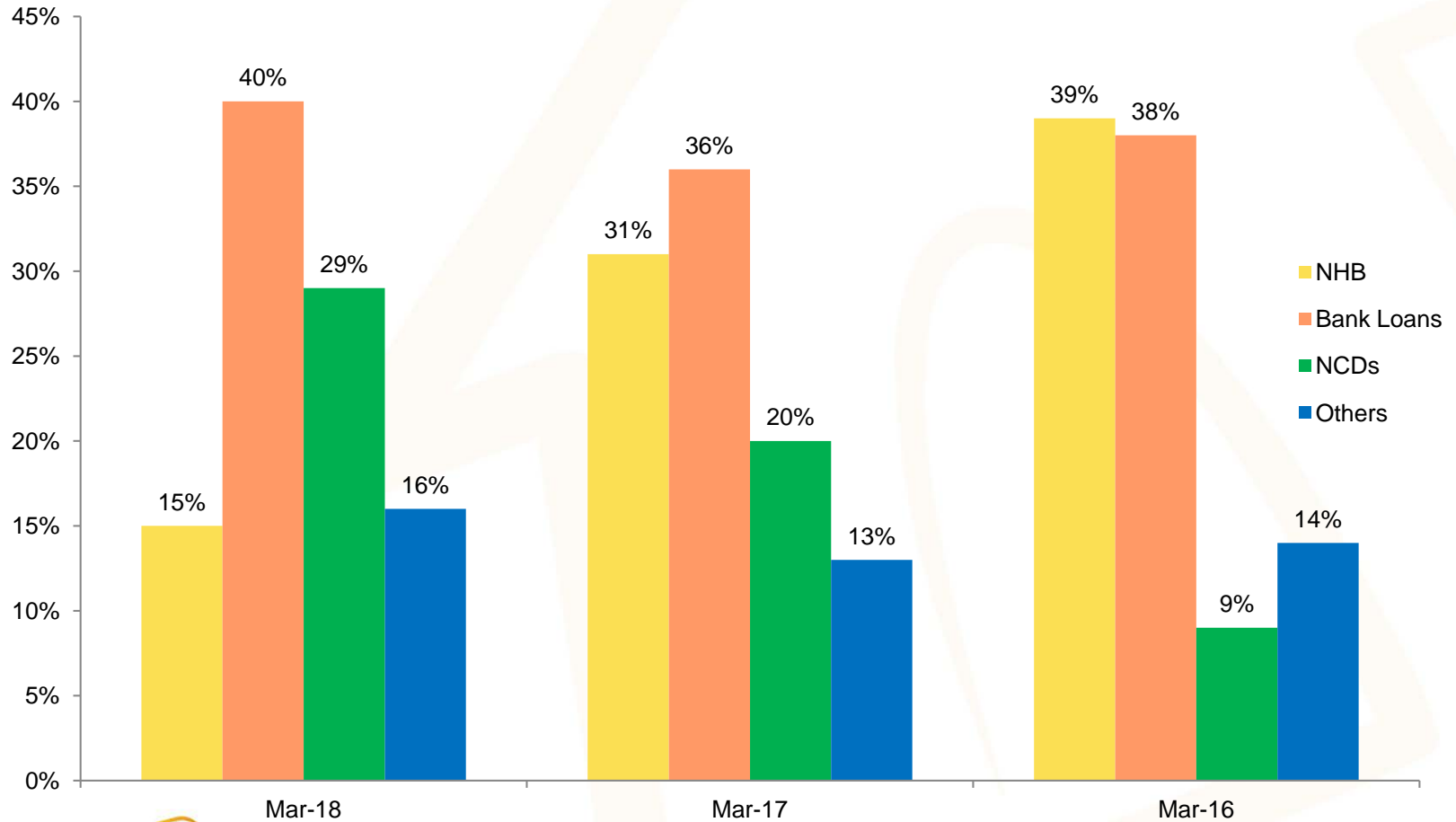
*(\*) Individual Loans*



# Assets Profile



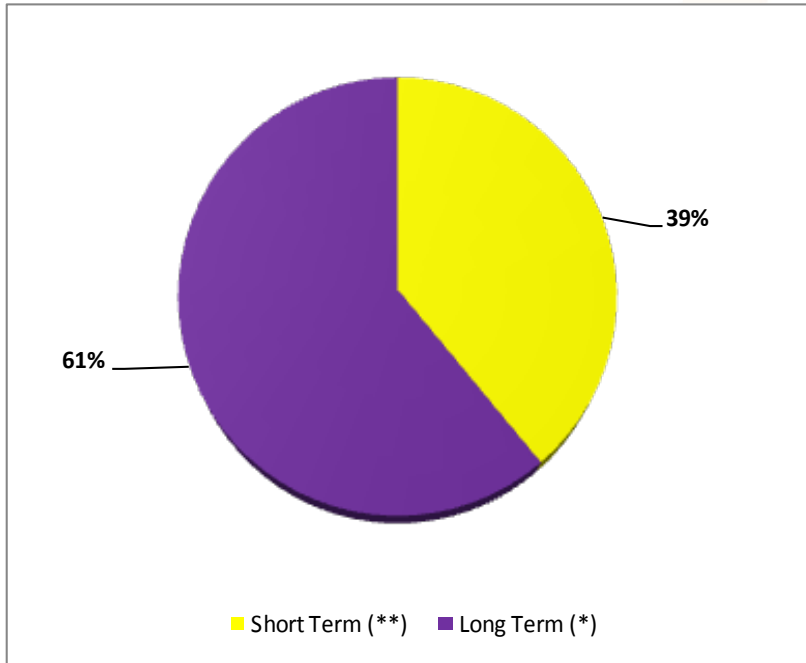
# Sources of Borrowing



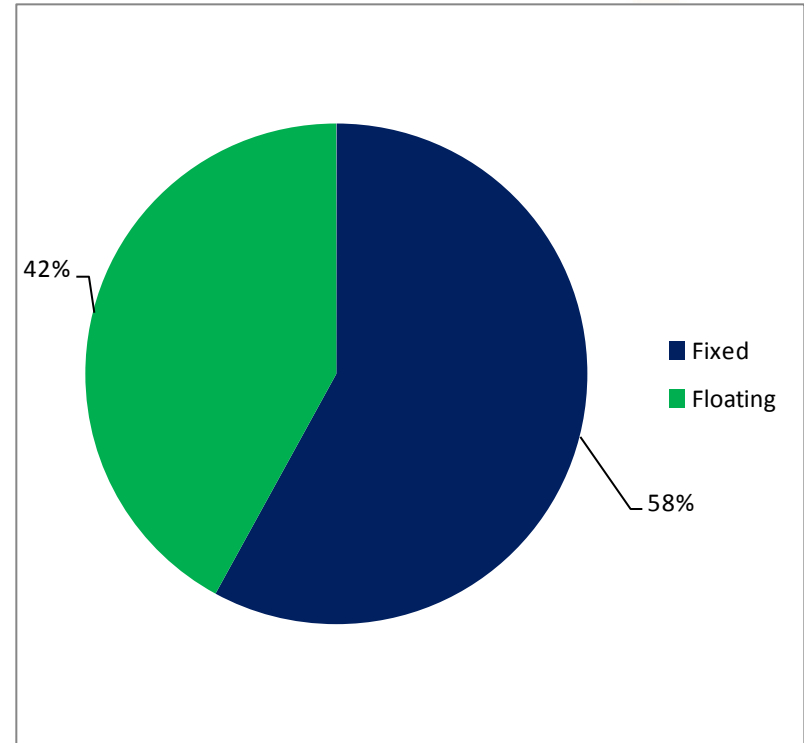
# Borrowing Profile

As on Mar 31, 2018

## Tenure Base



## ROI Base



(\*) Average tenure 4.16 years

(\*\*) Average tenure less than one year

As on March 31,

# Balance Sheet

(Rs. in Crores)

	<u>2018</u>	<u>2017</u>	<u>Growth (%)</u>
<b><u>Sources of Funds</u></b>			
Share Capital	73	73	-
Reserves & Surplus	1,308	1,040	26
Borrowings	14,046	12,018	17
Current Liabilities & Provisions	388	332	17
Deferred Tax Liability (Net)	156	123	27
	15,971	13,586	18
<b><u>Application of Funds</u></b>			
Loan Assets	15,568	13,244	18
Investments	151	156	(3)
Current Assets	236	172	37
Fixed Assets	16	14	13
	15,971	13,586	18



# Income Statement

As on March 31,

(Rs. in Crores)

	<u>2018</u>	<u>2017</u>	<u>Growth (%)</u>
Interest income	1,633	1,446	13
Interest expenses	982	920	7
<b>Net interest Margin</b>	<b>651</b>	<b>526</b>	<b>24</b>
Non-Interest Income	54	42	29
Non-Interest Expenses	100	90	11
Provisions, Contingencies and Write Offs	39	33	20
CSR Expenses	4	3	30
<b>Profit Before Tax</b>	<b>562</b>	<b>442</b>	<b>27</b>
Provision for Taxation	199	145	36
<b>Profit After Tax</b>	<b>363</b>	<b>297</b>	<b>22</b>





# Risk Profile

## Loan Assets & NPAs

(Rs. in Crores)

	<u>Mar 2018</u>	<u>Mar 2017</u>
Loan Assets (Rs.)	15,568	13,244
Provision for Standard Assets (Rs.)	66	63
Gross NPAs (Rs.)	70	41
Provision for NPAs (Rs.)	53	24
Provision for Contingencies	17	17
<b>Net NPAs (Rs.)</b>	<b>0</b>	<b>0</b>
<u>Ratios</u>		
Gross NPAs as % to Loans	0.45	0.31
<b>Net NPAs as % to Loans</b>	<b>0.00</b>	<b>0.00</b>
<b>Net NPAs to Net worth</b>	<b>0.00</b>	<b>0.00</b>



# Quarterly Financial Results

(Rs. In Crores)

	<u>Q4-CY</u>	<u>Q4-PY</u>	<u>Q3-CY</u>	<u>YOY CY</u>	<u>YOY PY</u>
1. Operating Income	484	416	428	1,687	1,487
Less:					
2. Interest and Other Charges	253	231	251	982	920
3. Non-interest Expenses	23	23	24	101	90
4. Depreciation	1	1	1	3	3
5. Provisions, Contingencies & Write Offs	1	1	24	39	32
6. Total Expenditure	278	256	300	1,125	1,045
7. Profit Before Tax	206	160	128	562	442
8. Tax Expense	75	50	46	199	145
<b>9. Profit After Tax</b>	<b>131</b>	<b>110</b>	<b>82</b>	<b>363</b>	<b>297</b>



# Key Financial Ratios

As on March 31,

	<u>*2018</u>	<u>2017</u>	<u>2016</u>
Net Interest Margin / ATA (%)	4.40	4.20	4.08
Non-Interest Expenses / ATA (%)	0.68	0.72	0.79
PAT/ATA (%)	2.45	2.37	2.36
Cost to Income Ratio (%)	14	16	17
Return on Equity (%)	29	30	31
Proposed Dividend (%)	165	140	115

*ATA = Average Total Assets*

\* The Board of Directors has proposed Bonus Shares in the ratio of 1:1



# Key Financial Ratios

As on March 31,

<b>Particulars</b>	<b><u>2018</u></b>	<b><u>2017</u></b>	<b><u>2016</u></b>
Book Value Per Share	37.80	30.59	22.97
Earnings Per Share	9.93	8.15	6.70
Market Capitalization (in crore)	21,038	14,433	8,701



# Key Financial Ratios

As on March 31,

	<u>2018</u>	<u>2017</u>	<u>2016</u>
Capital Adequacy Ratio (%)	18.90	18.32	17.82
Tier – I	17.68	16.82	16.13
Tier –II	1.22	1.50	1.69

# Productivity Ratios

As on March 31,

	<u>2018</u>	<u>2017</u>	<u>2016</u>
Average No. of Employees	669	653	610
Average No. of Retail offices	190	182	167
Profit After Tax Per Employee (Rs. in Lakhs)	54	45	40
Total Assets Per Employee ( Rs. in Lakhs)	2387	2082	1876



# Performance under CLSS of PMAY



## Loans Disbursed under CLSS:

- Amount disbursed during the Period - Rs. 1,632 Cr.
- Number of cases disbursed during the period – 18,556
- Cumulative Disbursement since June 2015 - Rs. 3,485 Cr.
- Cumulative Cases Disbursed since June 2015 – 38,274



# RECOGNITION BY MoHUPA, GOVERNMENT OF INDIA FOR PERFORMANCE UNDER CLSS - 2016



# RECOGNITION BY NATIONAL HOUSING BANK (NHB) FOR PERFORMANCE UNDER CLSS - 2017



Category:

Best Performing Primary Lending Institution under CLSS for EWS/LIG

**GRUH**  
sapne aapke khaas,  
laaye aapke paas.

# GRUH received the award in Affordable Housing Finance category at the “Outlook Money Awards 2017”



# 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)

- Loan Disbursement in Rural Areas during the Period - Rs. 1,994. Cr.
- Cumulative Rural Disbursement of Rs.11,892 Cr.
- Disbursed 2,11,375 cases in rural segment
- Presence in 133 Districts of 11 States
- Servicing customers in 1,220 Taluka places in 11 States



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