



# GRUH

## GRUH Finance Limited

(A Subsidiary of HDFC Limited)

DEC 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 Dec 31, 2016

- Cumulative Housing Units Financed – 3,60,628
- Cumulative Disbursement of Rs. 21,942 Cr.
- Average Loan Per Unit on Cumulative Disbursement – Rs.7.33 Lac
- Cumulative Disbursement in Rural Areas<sup>(\*)</sup> – Rs.10,074 Cr.
- Retail Network of 183 offices across 10 States.
- Consistent track record of Dividend Payout

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



## As on Dec 31, 2016

- Outstanding Loan Assets of Rs. 12,534 Cr.
- Average Loan Outstanding Per Unit – Rs. 6.30 Lac
- Loan Disbursement during the period – Rs. 2,870 Cr.
- Average Loan Per Unit on Disbursement during the Period – Rs. 8.70 Lac
- Loan Disbursement in Rural Areas during the Period – Rs. 1,370 Cr. (48%)
- Gross NPAs Rs. 68.17 Cr – 0.54% of Outstanding Loan Assets of Rs. 12,534 Cr.
- Net NPAs – 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

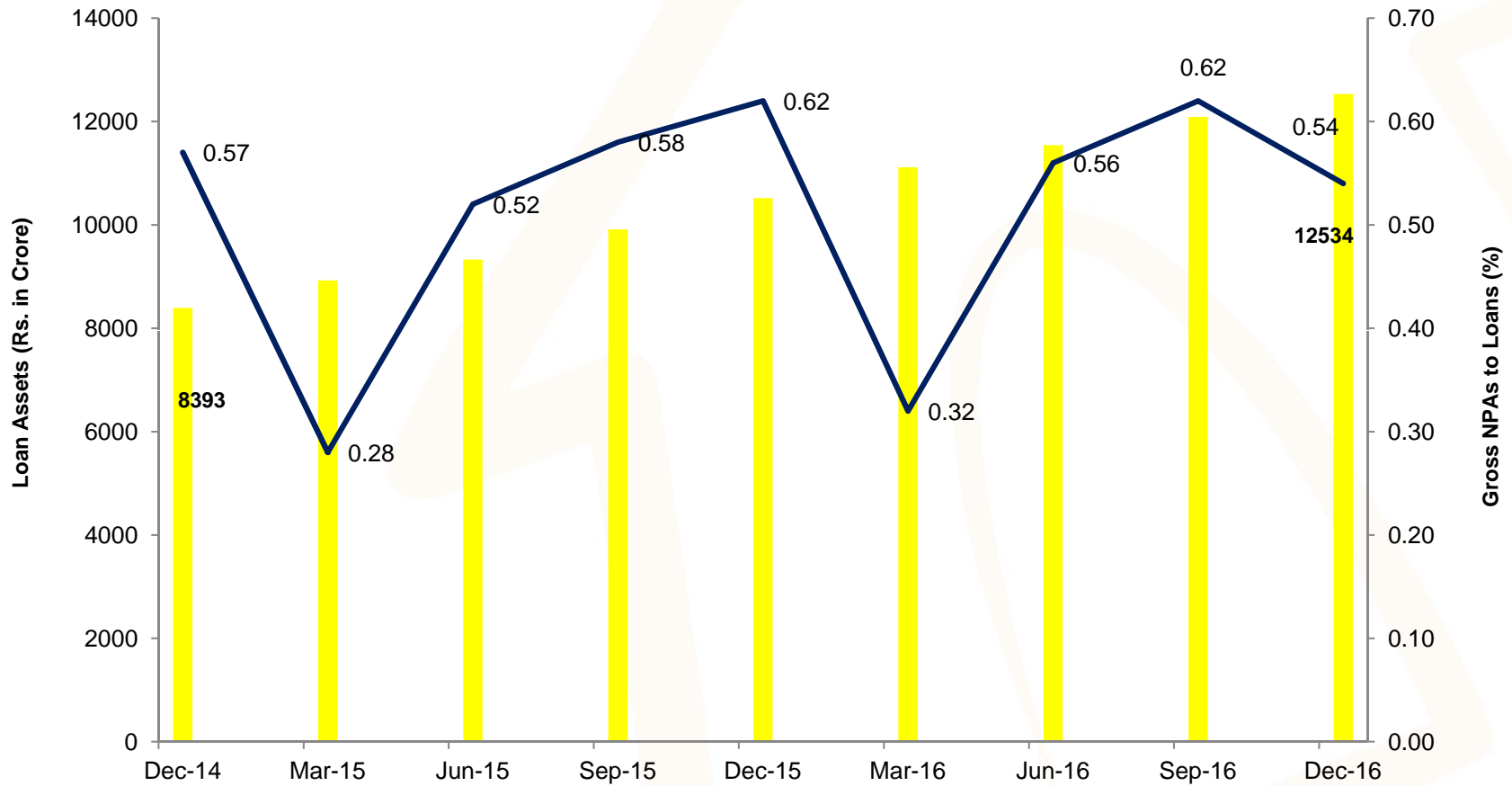
“These rating indicates high safety with regard to timely payment of interest and principal”



# GRUH PERFORMANCE

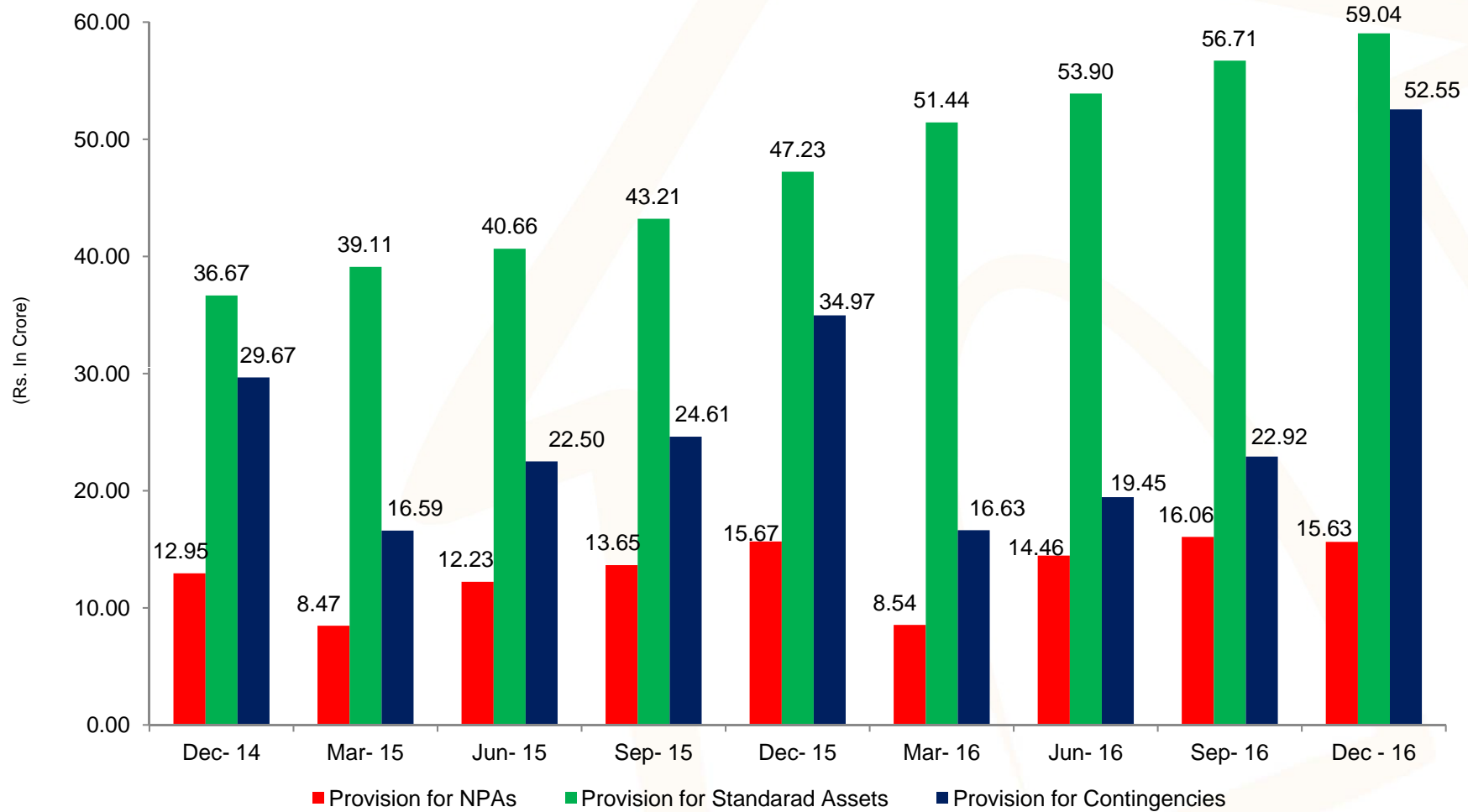


## Loan Assets and Gross NPAs to Loans

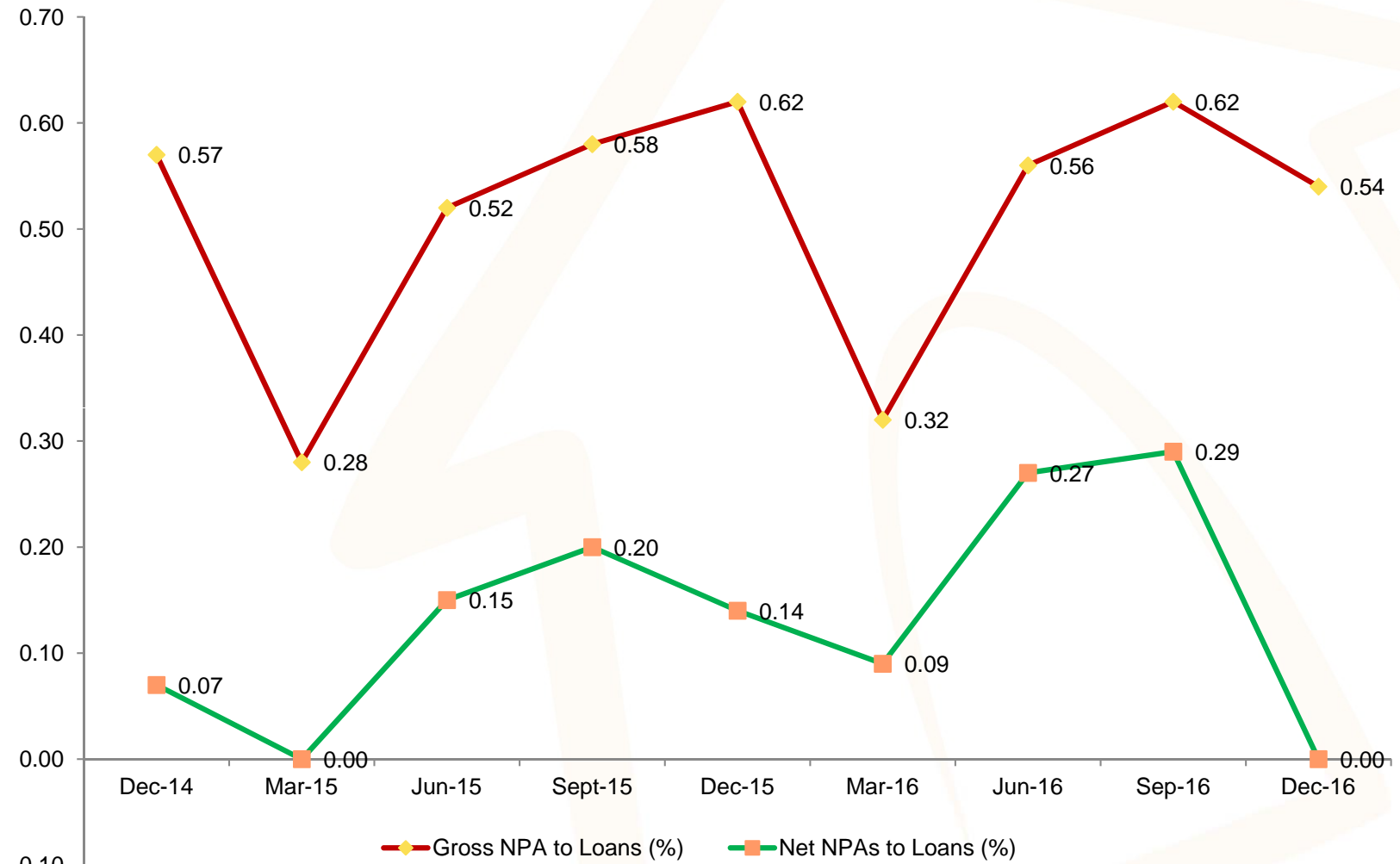




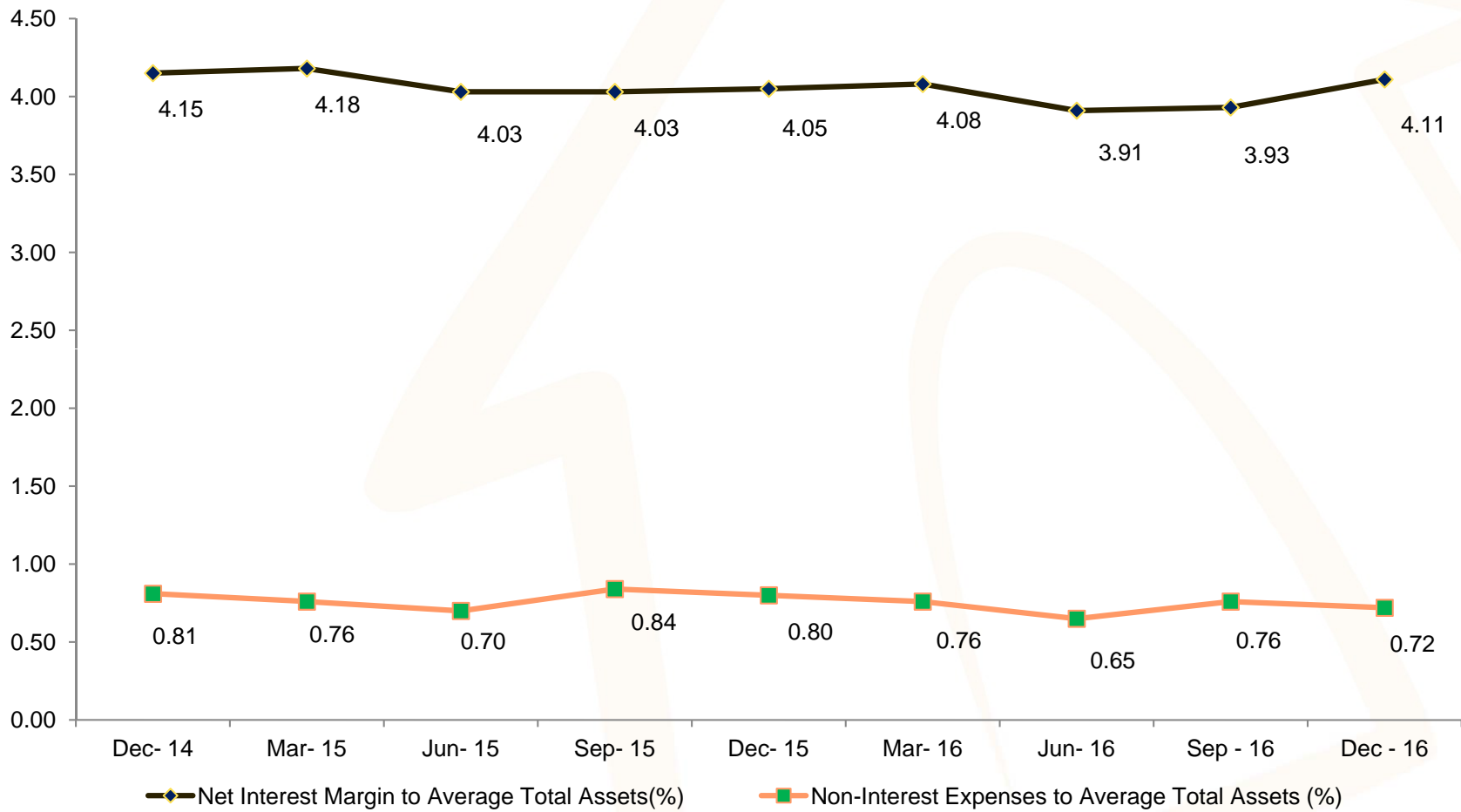
# Provisions & Contingencies



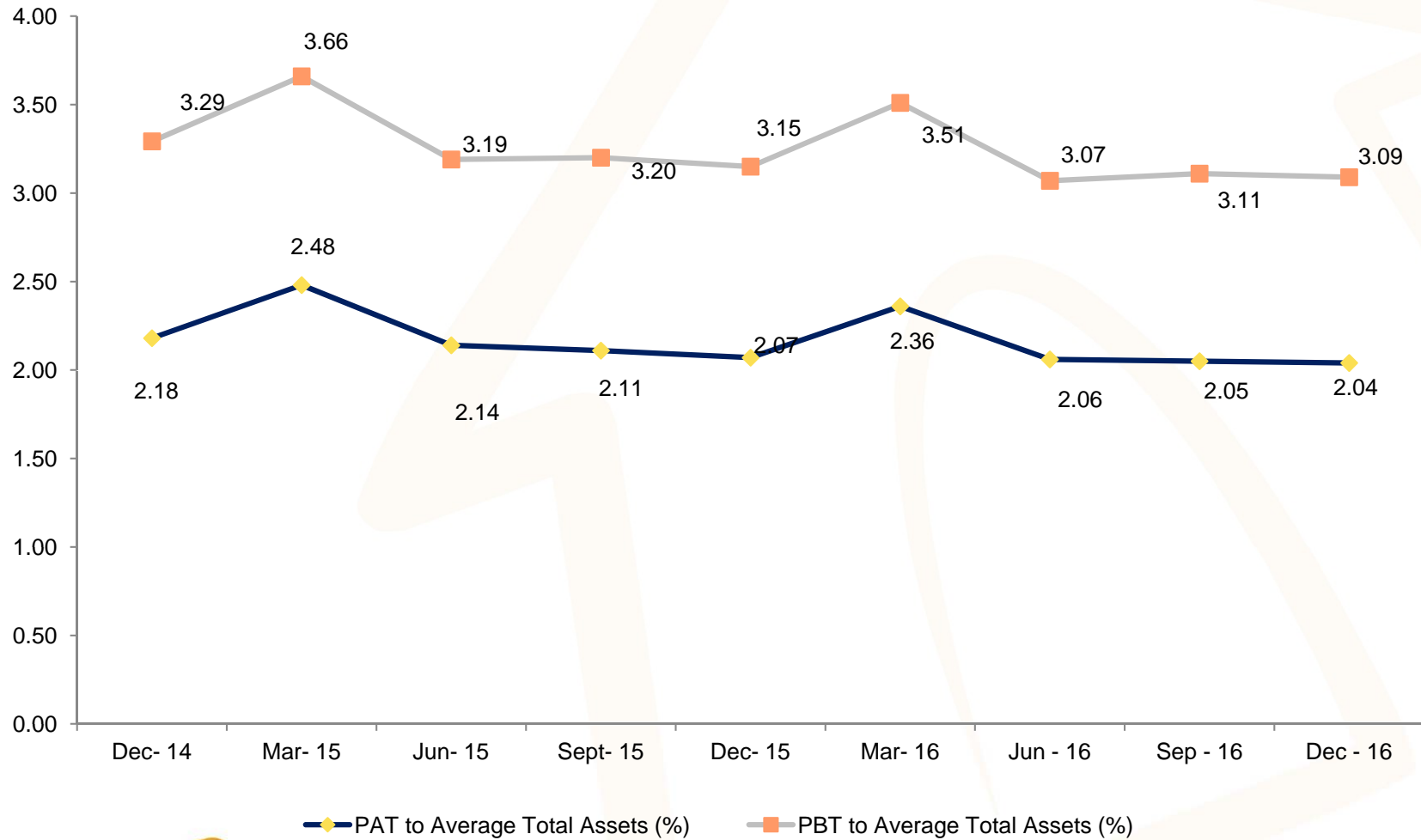
## Gross NPAs & Net NPAs



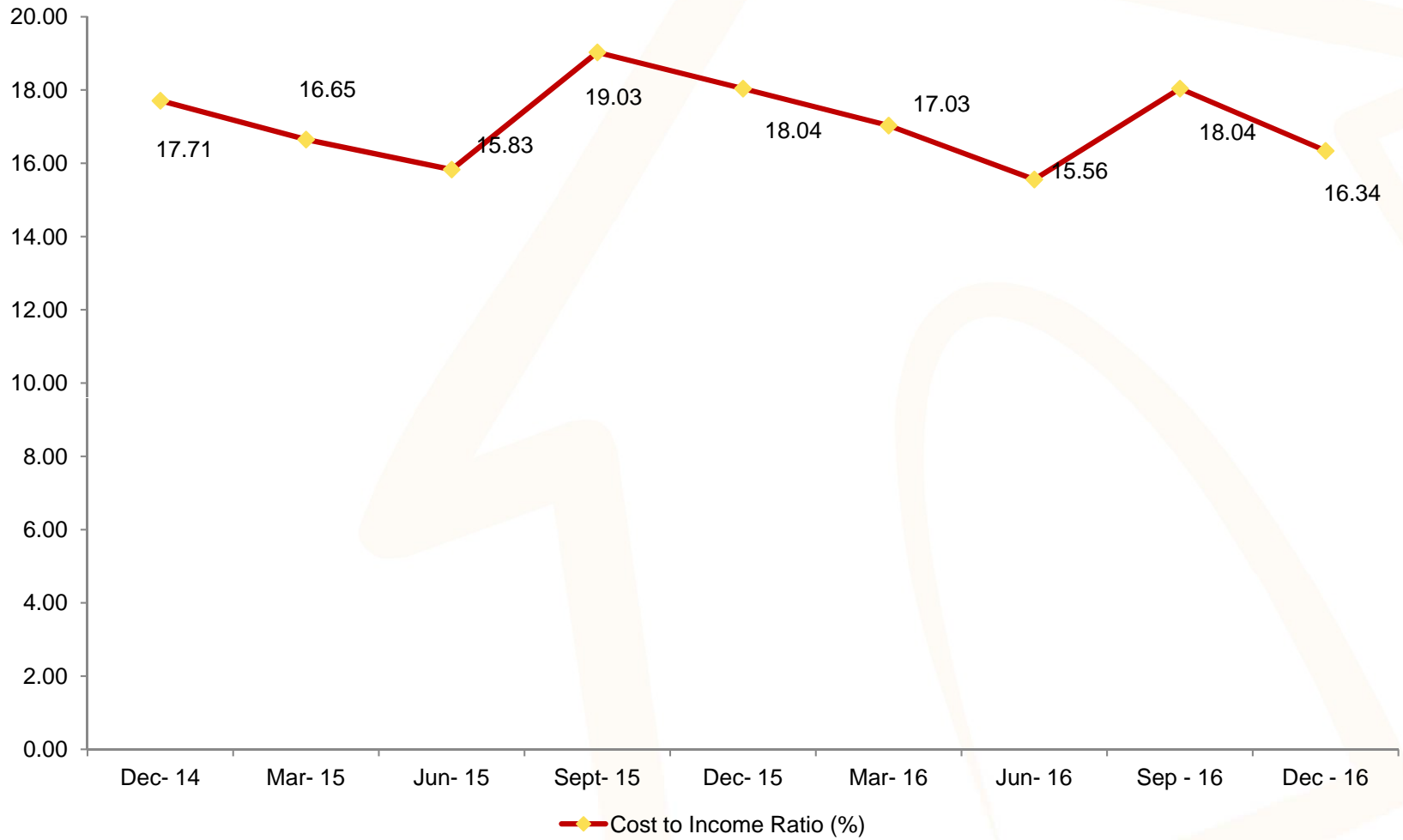
## NIM & NIE to Average Total Assets



## PBT & PAT to Average Total Assets



## Cost to Income Ratio (%)



# Loan Disbursements

(Rs. in Crores)

	April – Dec. 2016	April – Dec. 2015	Growth
	Amount	Amount	%
<b>Home Loans *</b>	2208.40	1812.12	<b>21.87</b>
Mortgage (LAP) Loans *	306.30	554.26	(44.74)
NRP Loans *	45.84	85.75	(46.54)
Developer Loans	309.55	321.82	(3.81)
<b>Total</b>	<b>2870.09</b>	<b>2773.95</b>	<b>3.47</b>

(\* Individual Loans)



# Outstanding Loans

(Rs. in Crores)

	As at Dec 31, 2016		As at Dec 31, 2015	
	Amount	%	Amount	%
Suraksha Home Loans	6564.15	52.37	5628.25	53.52
Suvidha Home Loans	3584.40	28.60	3026.69	28.77
Sajavat Repair Loans	65.09	0.52	43.62	0.41
<b>Total Home Loans *</b>	<b>10213.64</b>	<b>81.49</b>	<b>8698.56</b>	<b>82.70</b>
Mortgage (LAP) Loans *	1393.57	11.12	1024.52	9.74
NRP Loans *	416.19	3.32	364.65	3.46
Developer Loans	510.61	4.07	431.63	4.10
<b>Total</b>	<b>12534.01</b>	<b>100.00</b>	<b>10519.36</b>	<b>100.00</b>

(\* Individual Loans)



# Loan Portfolio-wise NPL

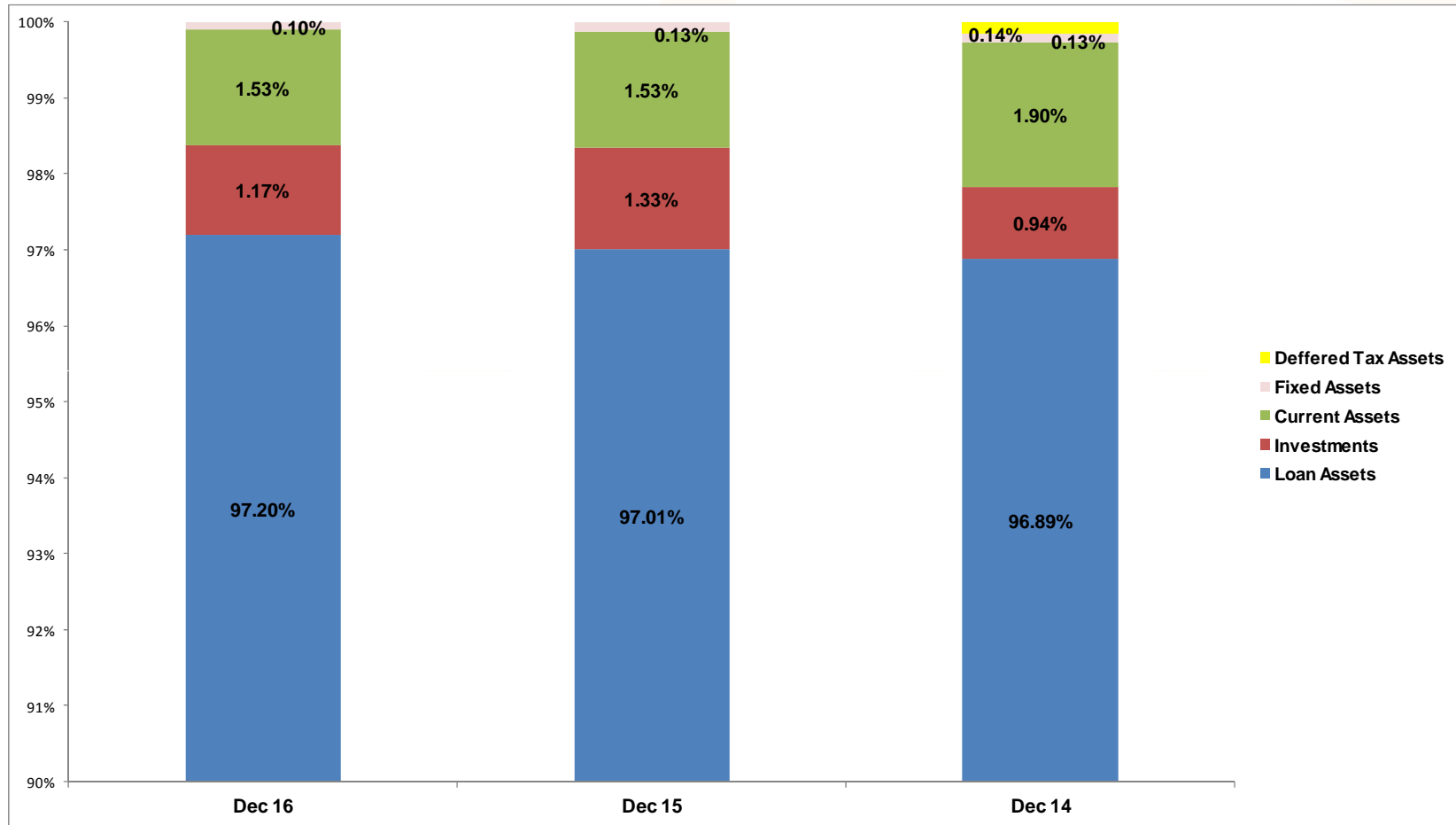
	As at Dec 31, 2016		As at Dec 31, 2015	
	Amount	%	Amount	%
<b>Home Loans *</b>	52.58	<b>0.52</b>	47.71	<b>0.55</b>
Mortgage (LAP) Loans *	12.46	<b>0.89</b>	13.05	<b>1.27</b>
NRP Loans *	3.13	<b>0.75</b>	4.66	<b>1.28</b>
Developer Loans	0.00	<b>0.00</b>	0.00	<b>0.00</b>
<b>Total</b>	68.17	<b>0.54</b>	65.42	<b>0.65</b>

*(\*) Individual Loans*

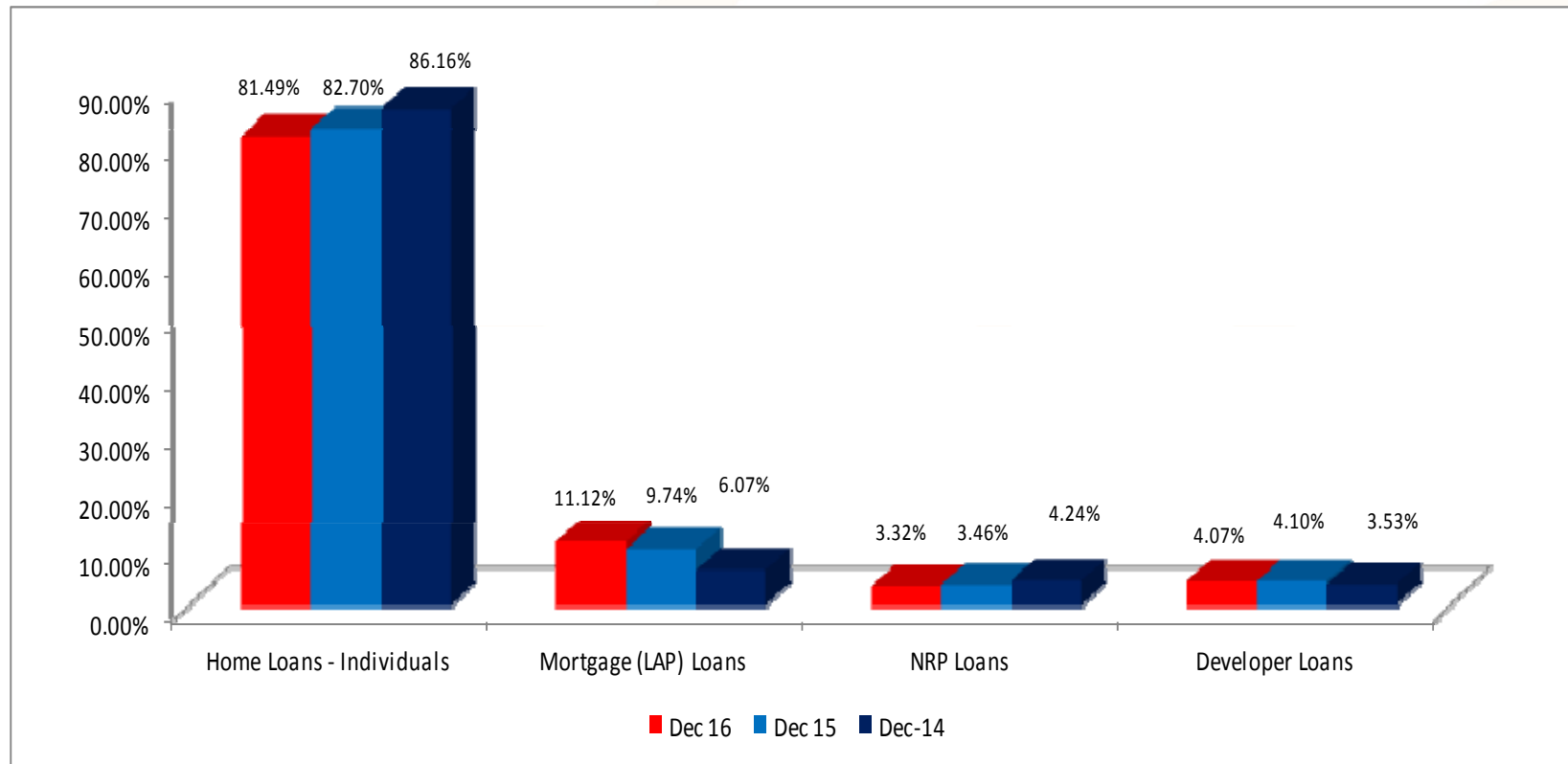




# Assets Profile



# Loan Assets Profile

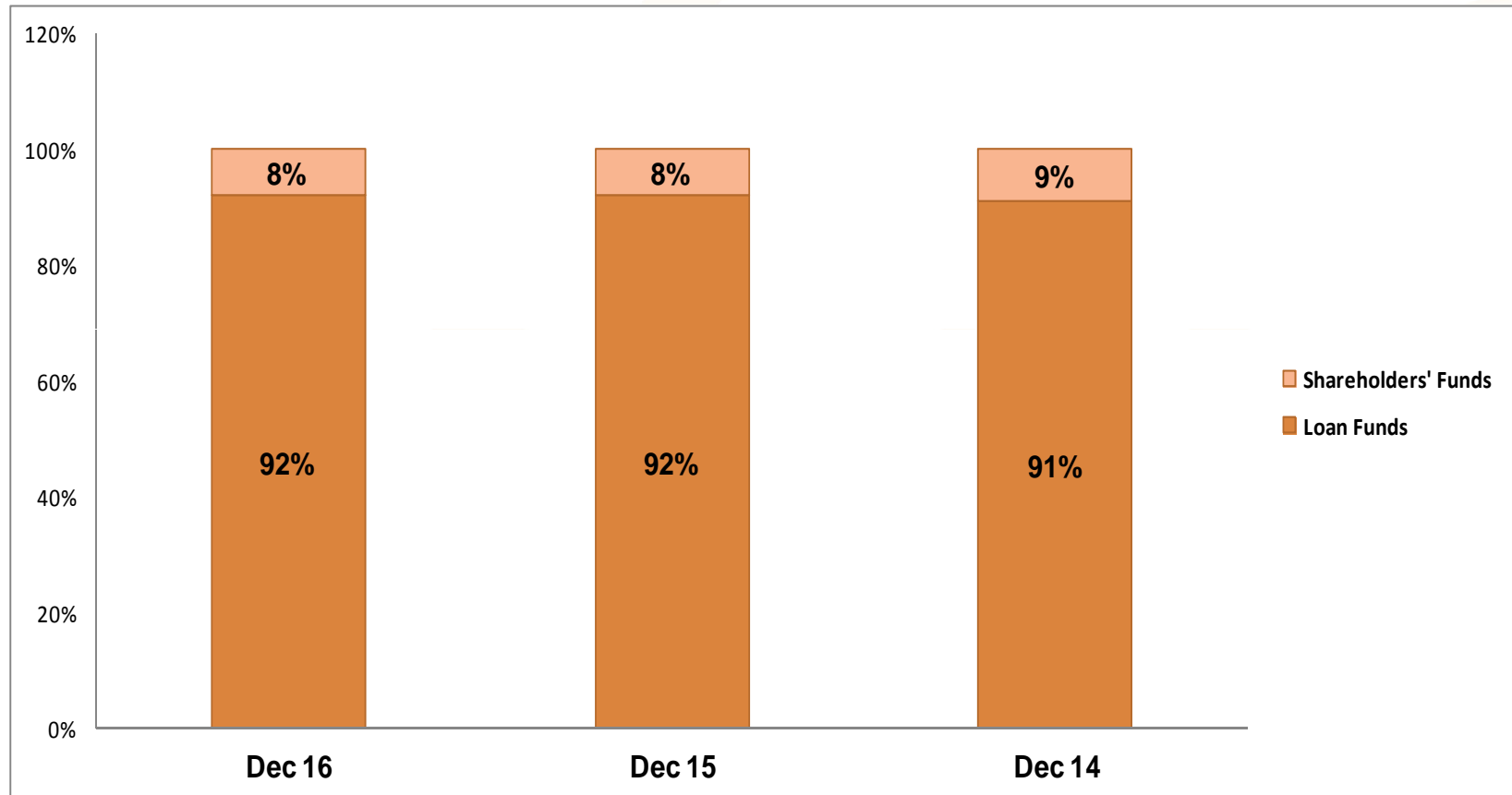


\* 89.90% of Loans are on Variable Rates

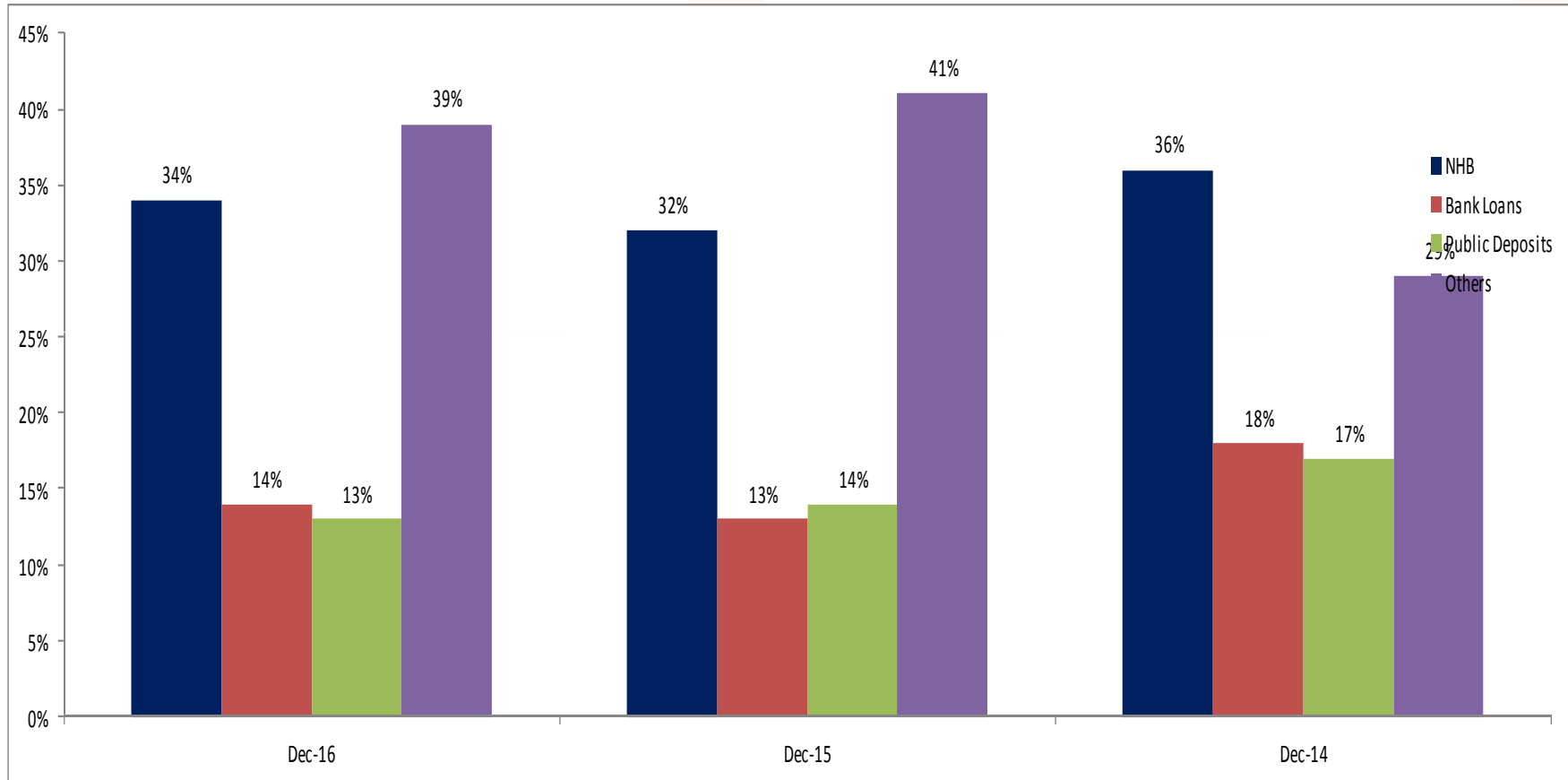
\*\* Average duration of loan sanction is 208 months



# Liability Profile



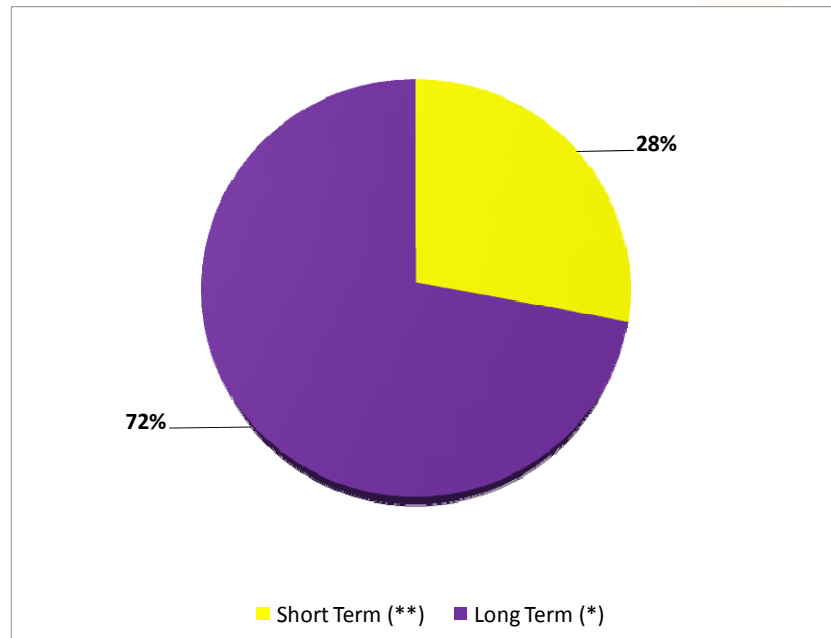
# Sources of Borrowing



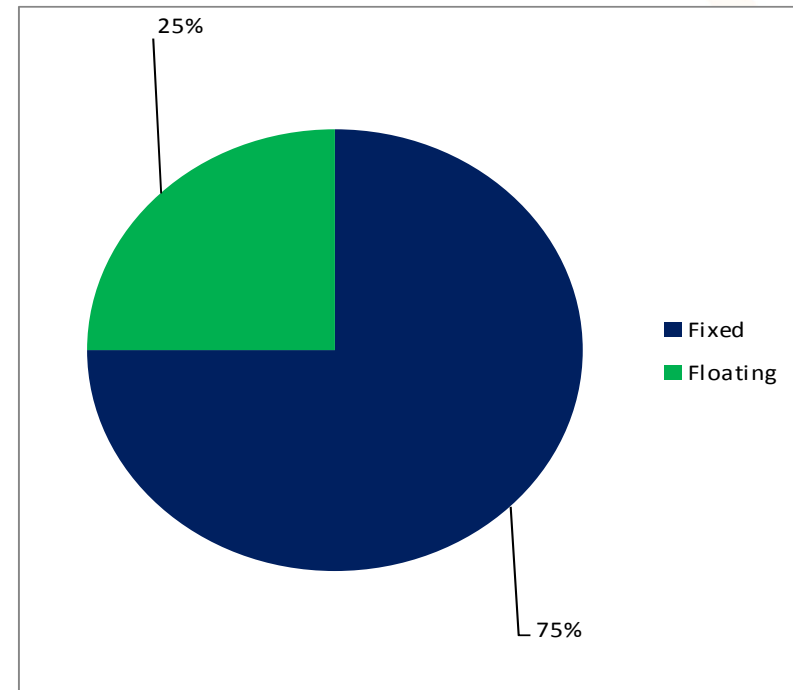
# Borrowing Profile

As on Dec. 31, 2016

## Tenure Base



## ROI Base



(\*) Average tenure 9.10 years

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



As on Dec. 31,

# Balance Sheet

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
<b><u>Sources of Funds</u></b>			
Share Capital	72.79	72.73	0.08
Reserves & Surplus	954.08	795.25	19.97
Borrowings	11453.03	9659.93	18.56
Current Liabilities & Provisions	355.03	291.24	21.90
Deferred Tax Liability (Net)	59.66	24.61	142.42
	<b>12894.59</b>	<b>10843.76</b>	<b>18.91</b>
<b><u>Application of Funds</u></b>			
<b>Loan Assets</b>	<b>12534.01</b>	<b>10519.36</b>	<b>19.15</b>
Investments	150.27	144.18	4.22
Current Assets	196.96	166.05	18.61
Fixed Assets	13.35	14.17	(5.79)
	<b>12894.59</b>	<b>10843.76</b>	<b>18.91</b>



# Income Statement

As on Dec. 31,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Interest income	1064.08	896.22	18.73
Interest expenses	688.94	592.32	16.31
<b>Net interest Margin</b>	<b>375.14</b>	<b>303.90</b>	<b>23.44</b>
Non-Interest Income	30.71	33.53	(8.41)
Non-Interest Expenses	65.50	60.24	8.73
Depreciation	2.18	2.23	(2.24)
Provisions, Contingencies and Write Offs	54.40	37.09	46.67
CSR Expenses	1.73	0.95	82.11
<b>Profit Before Tax</b>	<b>282.04</b>	<b>236.92</b>	<b>19.04</b>
Provision for Taxation	95.84	81.16	18.09
<b>Profit After Tax</b>	<b>186.20</b>	<b>155.76</b>	<b>19.54</b>



# Risk Profile

## Loan Assets & NPAs

As on Dec. 31,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Loan Assets (Rs.)	12534.01	10519.36	19.15
Provision for Standard Assets (Rs.)	59.04	47.23	25.02
Gross NPAs (Rs.)	68.17	65.42	4.21
Provision for NPAs (Rs.)	15.63	15.67	(0.25)
Provision for Contingencies	52.55	34.97	50.28
Net NPAs (Rs.)	0.00	14.78	(100.00)
<u>Ratios</u>			
Gross NPA as % to Loans	0.54	0.62	(12.54)
Net NPA as % to Loans	0.00	0.14	(100.00)





# Quarterly Financial Results

As on Dec 31,

(Rs. In Crore)

	<u>Q3-CY</u>	<u>Q3-PY</u>	<u>Q2-CY</u>	<u>YOY CY</u>	<u>YOY PY</u>
1. Operating Income	381.02	323.55	367.43	1461.70	1234.74
<b>2. Total Income</b>	<b>381.02</b>	<b>323.55</b>	<b>367.43</b>	<b>1461.70</b>	<b>1234.74</b>
3. Interest and Other Charges	229.70	203.40	235.14	904.03	775.06
4. Non-interest Expenses	21.24	19.76	26.59	87.37	75.28
5. Depreciation	0.70	0.73	0.74	2.98	3.19
6. Provisions, Contingencies & Write Offs	32.73	17.84	9.13	60.50	39.40
<b>7. Total Expenditure</b>	<b>284.37</b>	<b>241.73</b>	<b>271.60</b>	<b>1054.88</b>	<b>892.93</b>
8. Profit Before Tax	96.65	81.82	95.83	406.82	341.81
9. Tax Expenses	32.61	28.08	33.85	132.80	111.99
<b>10. Profit After Tax</b>	<b>64.04</b>	<b>53.74</b>	<b>61.98</b>	<b>274.02</b>	<b>229.82</b>



# Key Financial Ratios

As on Dec. 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Net Interest Margin / ATA (%)	4.11	4.05	4.15
Non Interest Expenses / ATA (%)	0.72	0.80	0.81
PBT/ATA (%)	3.09	3.15	3.29
PAT/ATA (%)	2.04	2.07	2.18
Cost to Income Ratio (%)	16.34	18.04	17.71

*ATA = Average Total Assets*



# Key Financial Ratios

As on Dec 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Capital Adequacy Ratio (%)	17.81	19.70	16.81
Tier – I	16.29	17.97	15.30
Tier –II	1.51	1.73	1.51

# Productivity Ratios

As on Dec. 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Average No. of Employees	657	601	549
Average No. of Retail offices	179	164	146
Profit After Tax Per Employee (Rs. in Lakhs)	37.82	34.56	31.59
Total Assets Per Employee ( Rs. in Lakhs)	1964	1804	1579



# 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. 10,074 Cr.
- Disbursed 1,95,916 cases in rural segment
- Presence in 123 Districts of 10 States
- Servicing customers in 1156 Taluka places in 10 States
- Disbursed Rs.8,132 Cr. To 1,61,727 families under Golden Jubilee Rural Housing Finance Scheme of Government of India
- Cumulative disbursement of Rs. 2,203 Cr. To 37,642 families under Rural Housing Fund



# Thank You

