



# GRUH

## GRUH Finance Limited

(A Subsidiary of HDFC Limited)

Dec 2017



# 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, 2017

- Cumulative Housing Units Financed – 3,99,820
- Cumulative Disbursement of Rs. 26,945 Cr.
- Cumulative Disbursement in Rural Areas<sup>(\*)</sup> – Rs. 12,156 Cr.
- Retail Network of 192 offices across 11 States & one UT
- Consistent track record of Dividend Payout

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



## As on Dec. 31, 2017

- Loan Disbursement during the period – Rs. 3,748 Cr.
- Average Loan Per Unit on Disbursement during the Period—Rs. 9.33 Lac
- Outstanding Loan Assets of Rs. 14,803 Cr.
- Average Loan Outstanding Per Unit – Rs. 6.84 Lac
- Gross NPAs Rs. 108 Cr – 0.73% of Outstanding Loan Assets of Rs. 14,803 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”

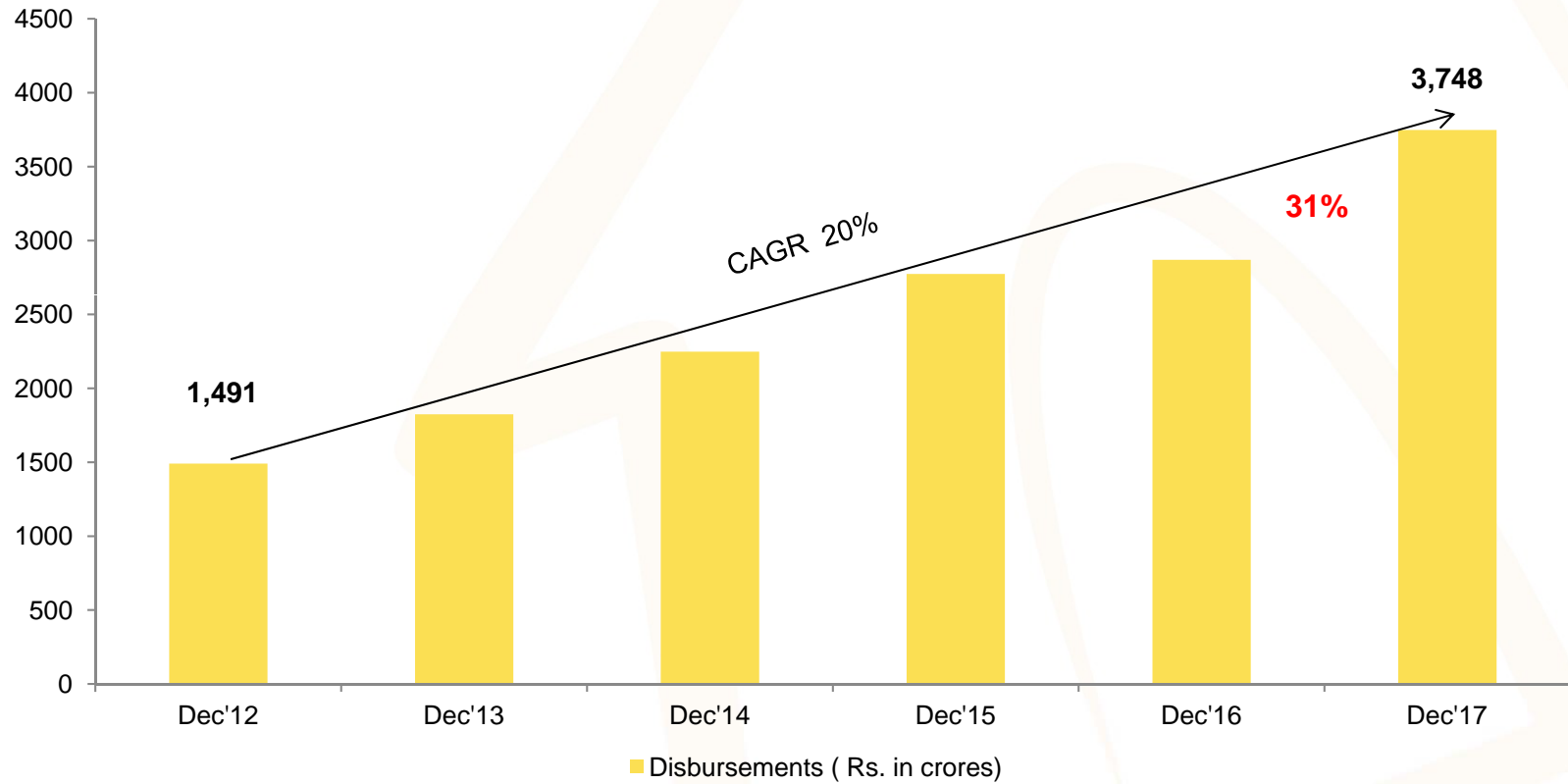


# GRUH PERFORMANCE



# Disbursements

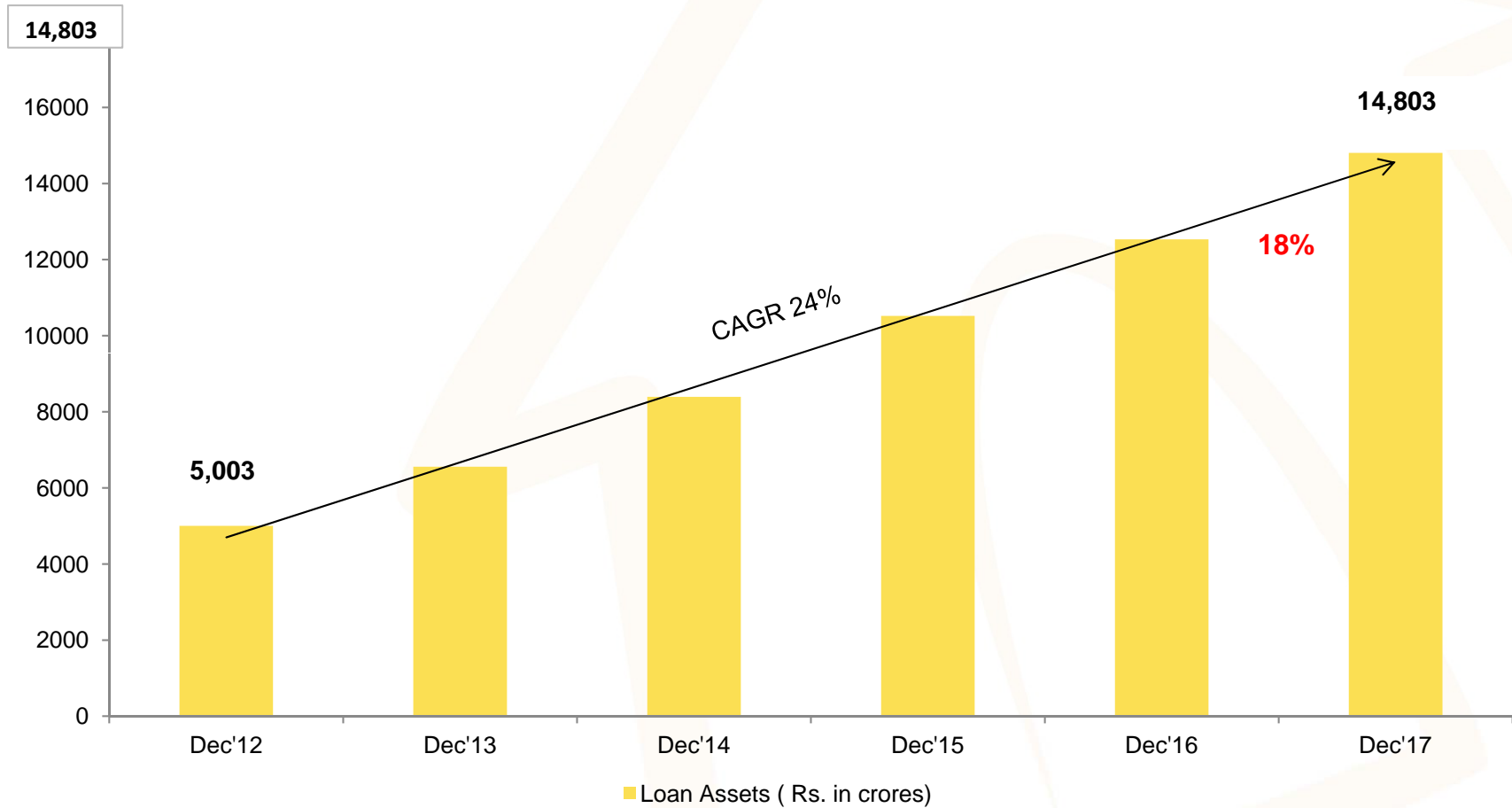
(Rs. in Crores)



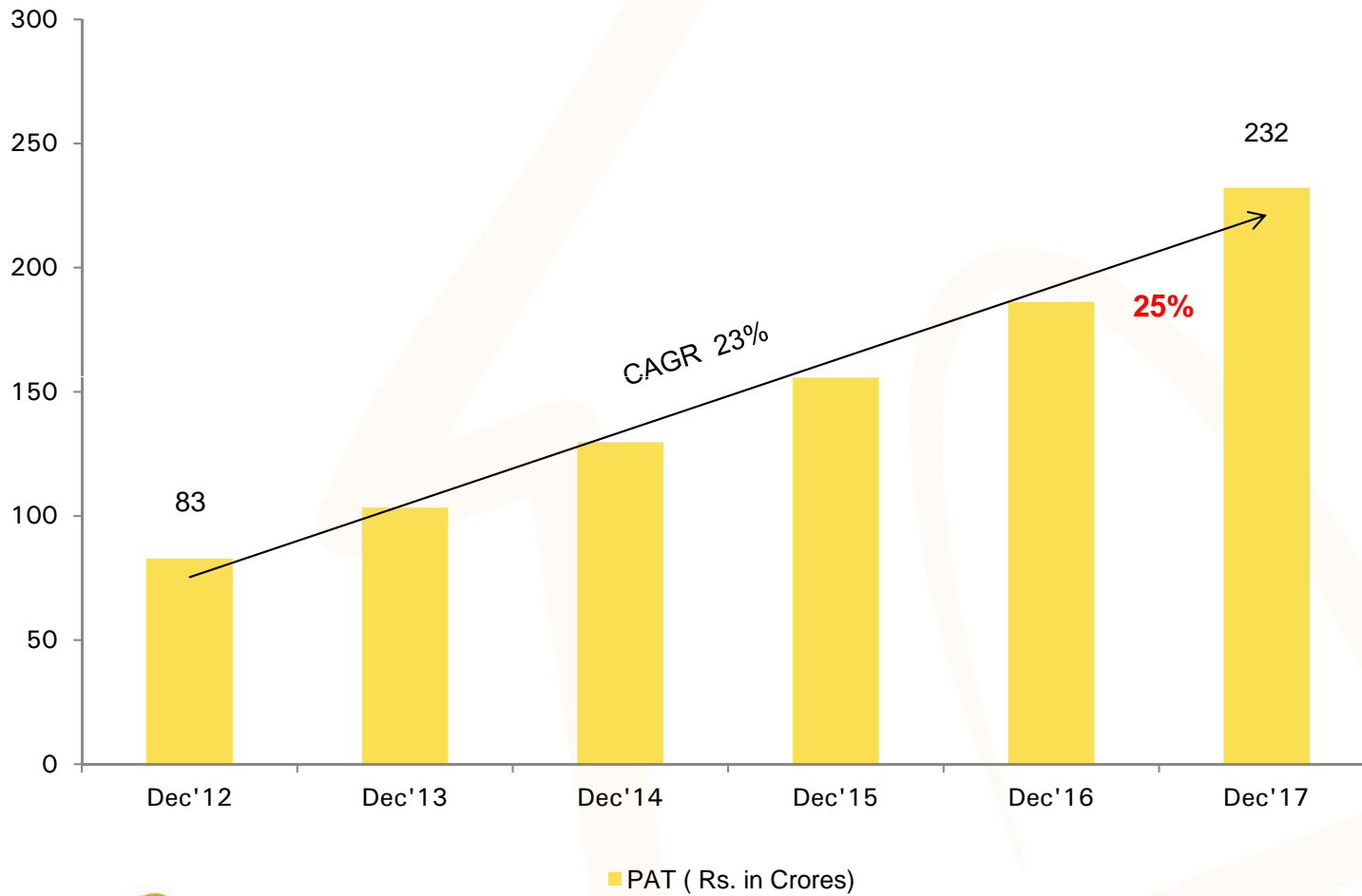


# Loan Assets

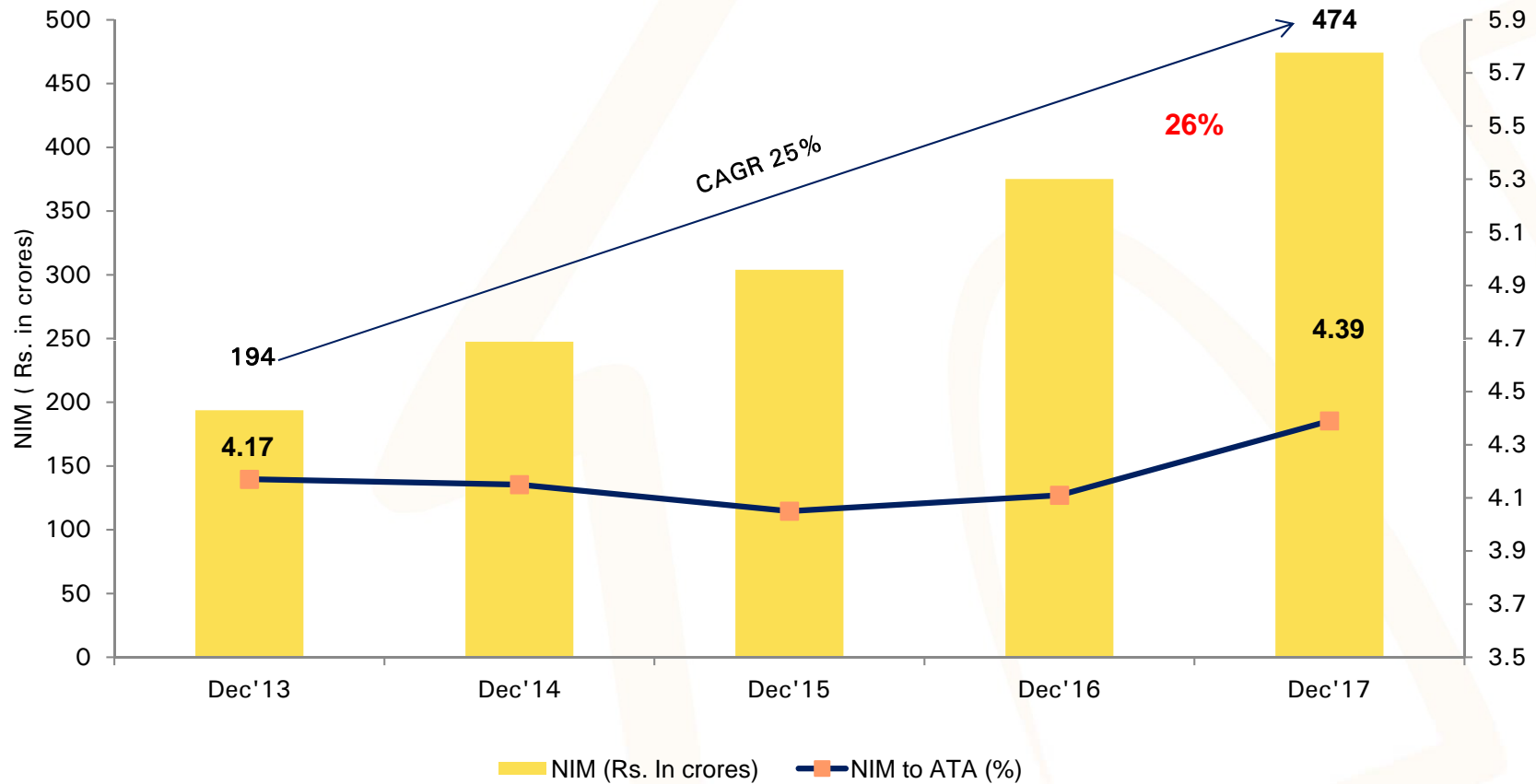
(Rs. in Crores)



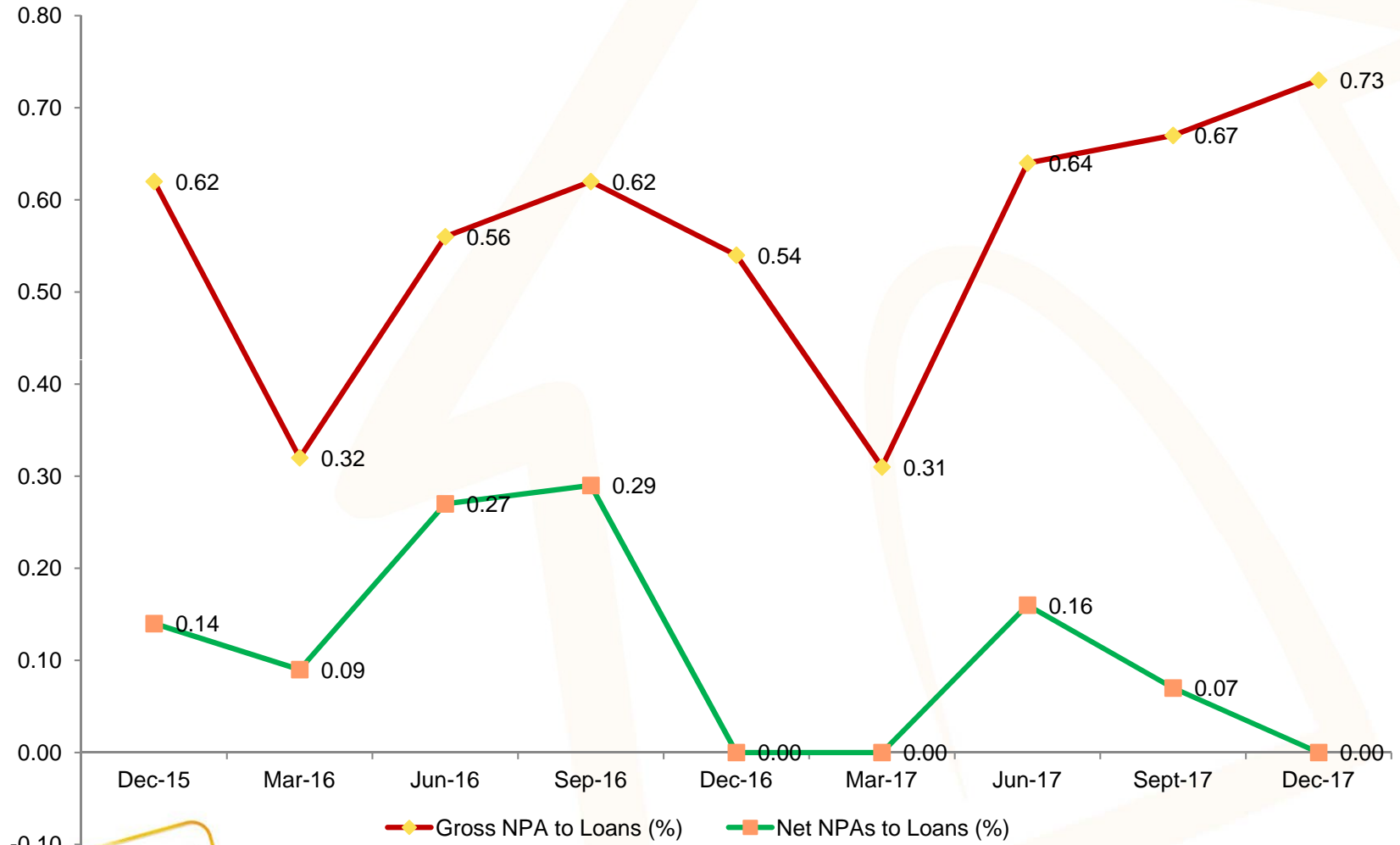
## Profit After Tax (Rs. in Crores)



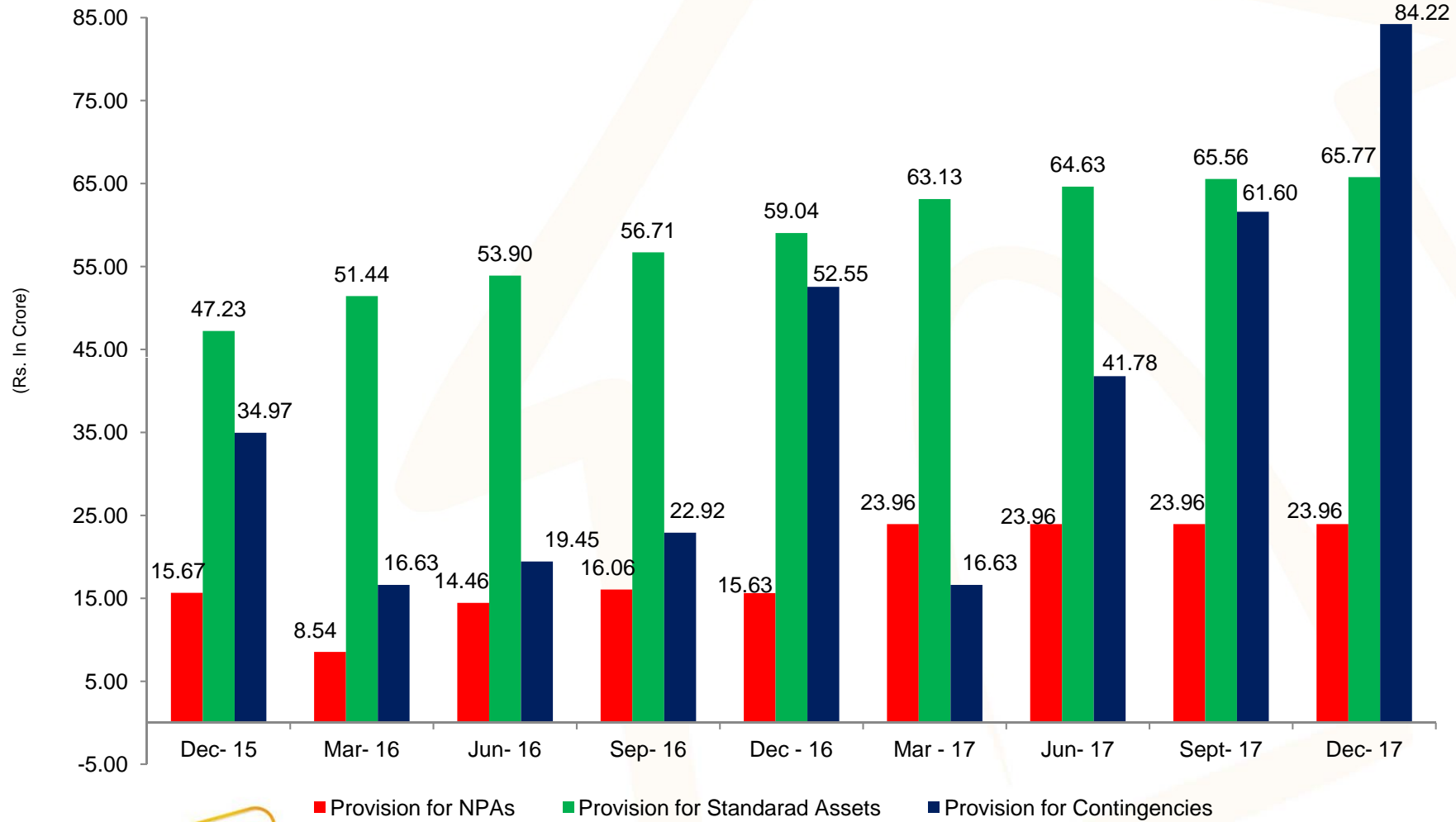
# NIM and NIM to ATA



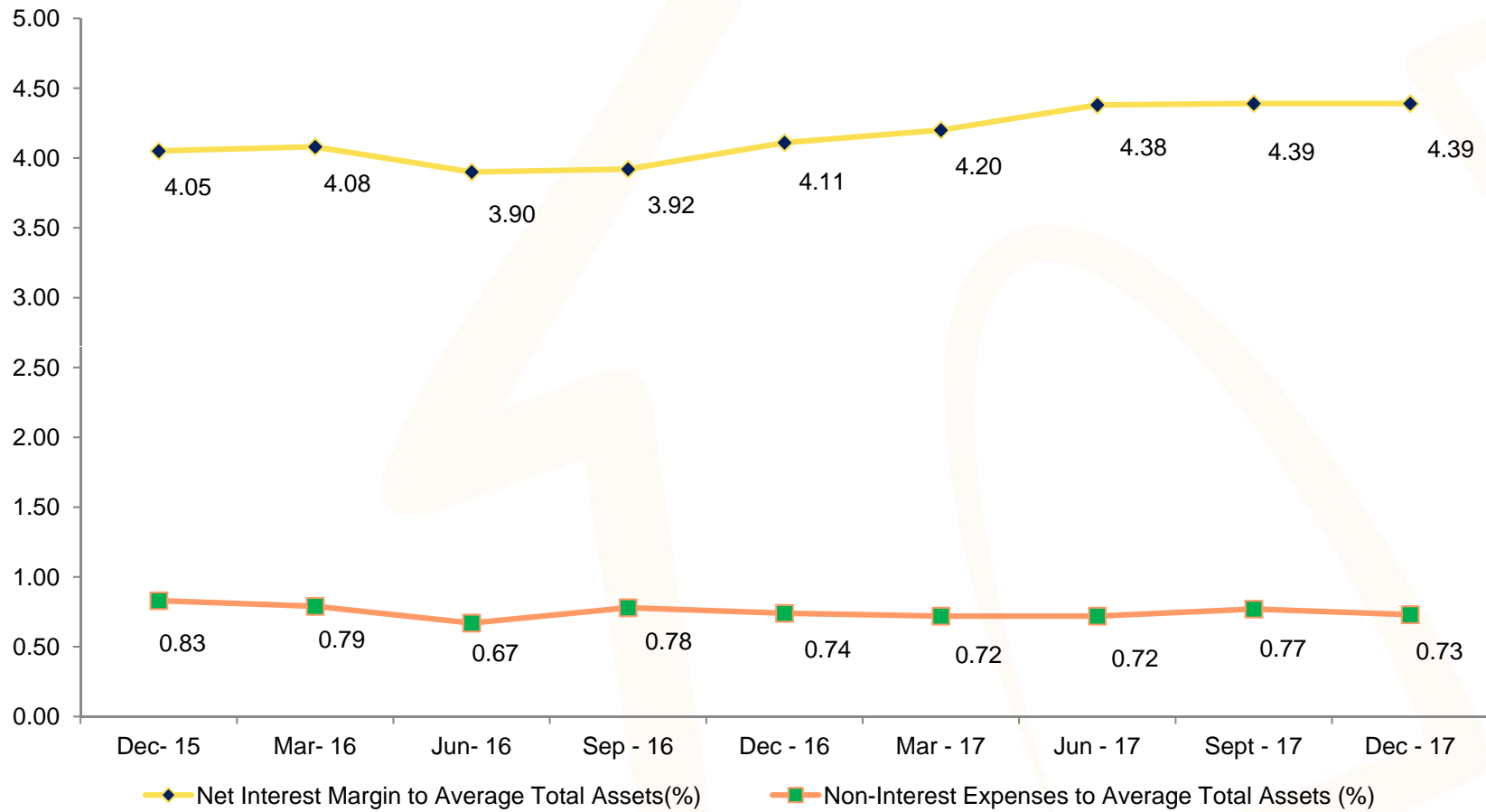
## Gross NPAs & Net NPAs



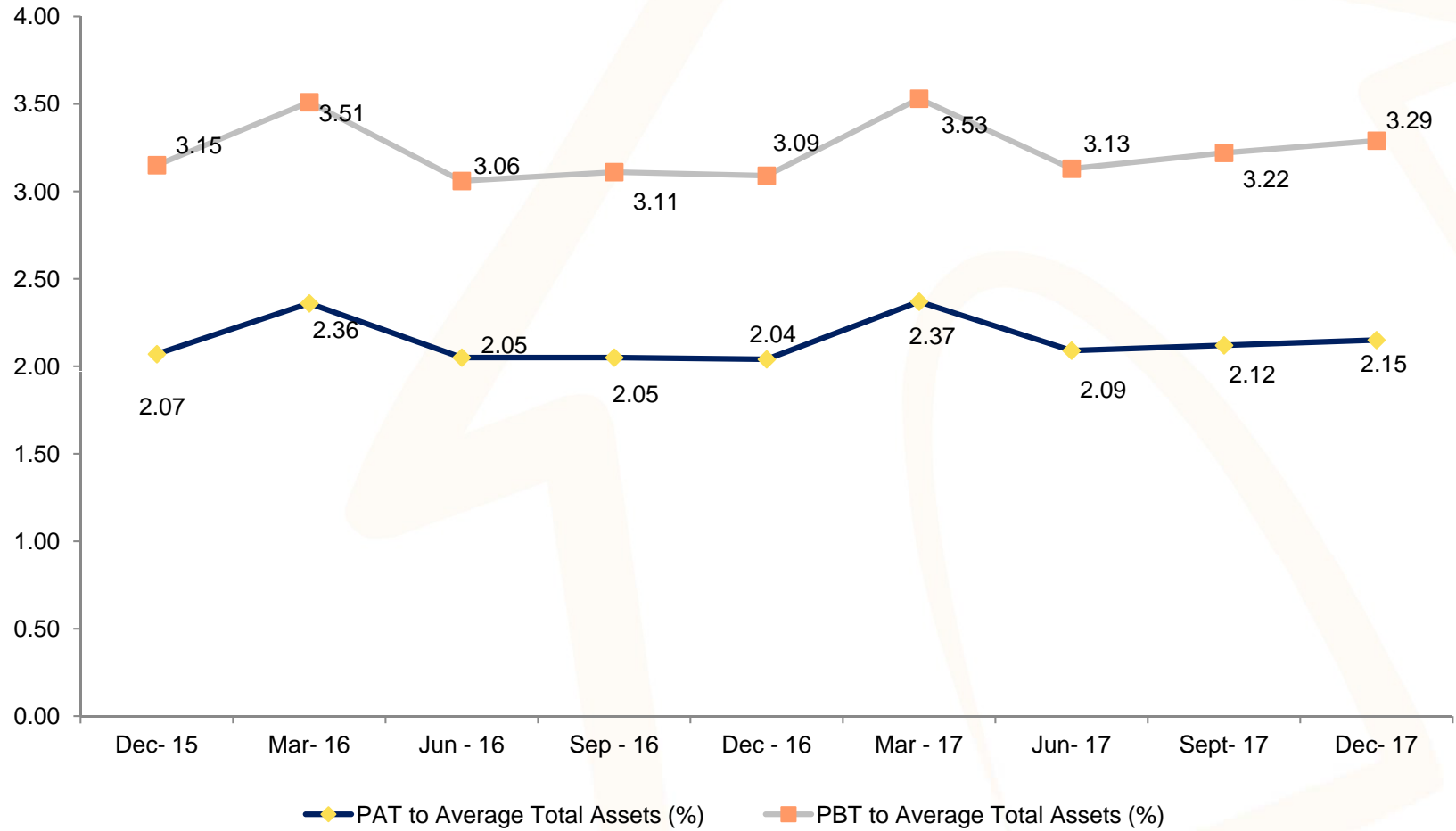
# Provisions & Contingencies



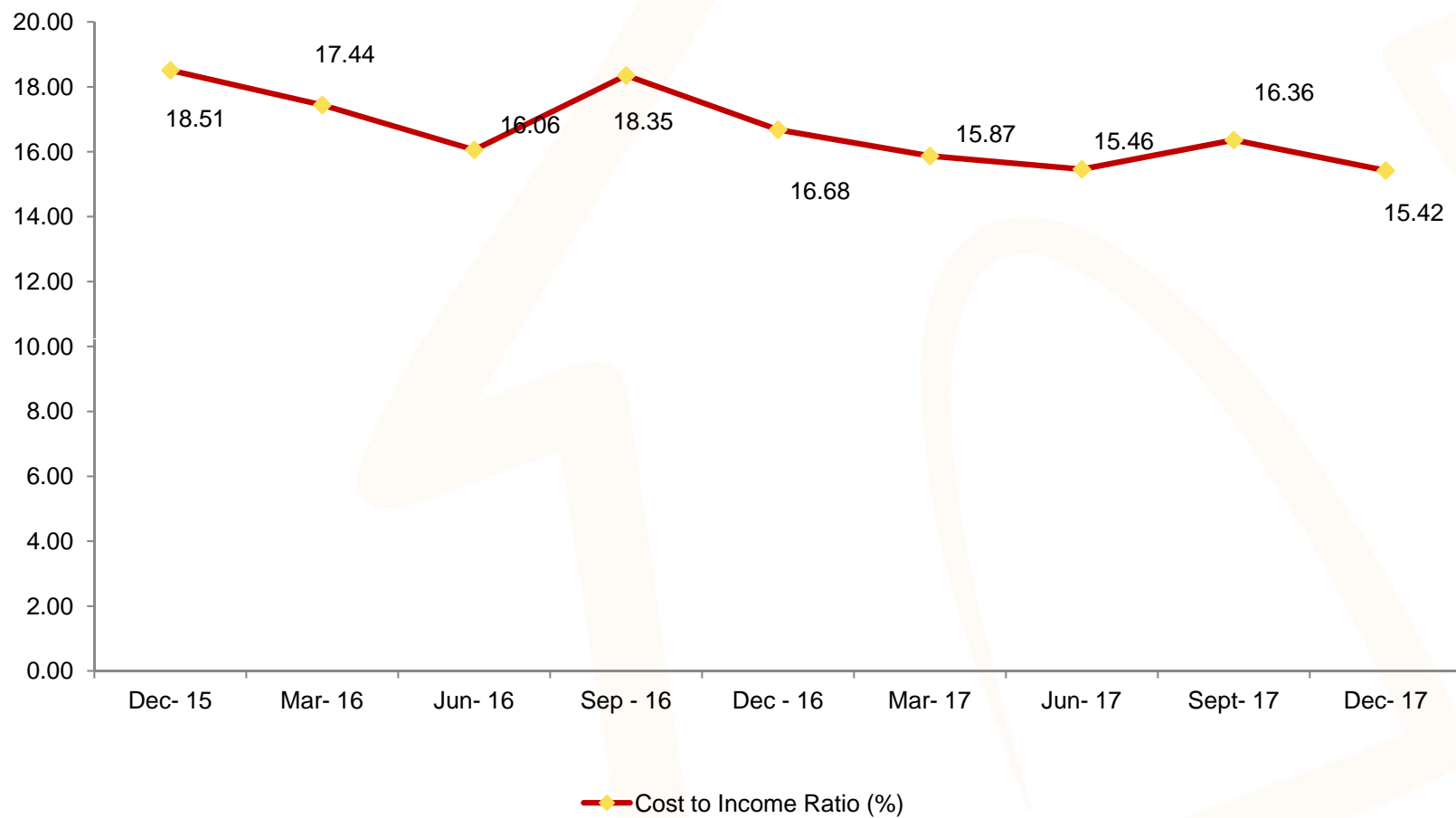
## NIM & NIE to Average Total Assets



## PBT & PAT to Average Total Assets



## Cost to Income Ratio (%)





# Loan Disbursements

(Rs. in Crores)

	As at Dec. 31, 2017	As at Dec. 31, 2016	Growth
	Amount	Amount	%
Home Loans *	2880	2208	30
Mortgage (LAP) Loans *	422	306	38
NRP Loans *	47	46	3
Developer Loans	399	310	29
Total	3748	2870	31

*(\*) Individual Loans*



# Outstanding Loans

(Rs. in Crores)

	As at Dec. 31, 2017		As at Dec. 31, 2016		Growth
	Amount	%	Amount	%	%
<b>Home Loans</b>	12198	<b>82</b>	10214	82	<b>19</b>
Mortgage (LAP) Loans	1621	11	1393	11	16
NRP Loans	393	3	416	3	(6)
Developer Loans	591	4	511	4	16
<b>Total</b>	14803	100	12534	100	<b>18</b>



# Loan Portfolio-wise NPL

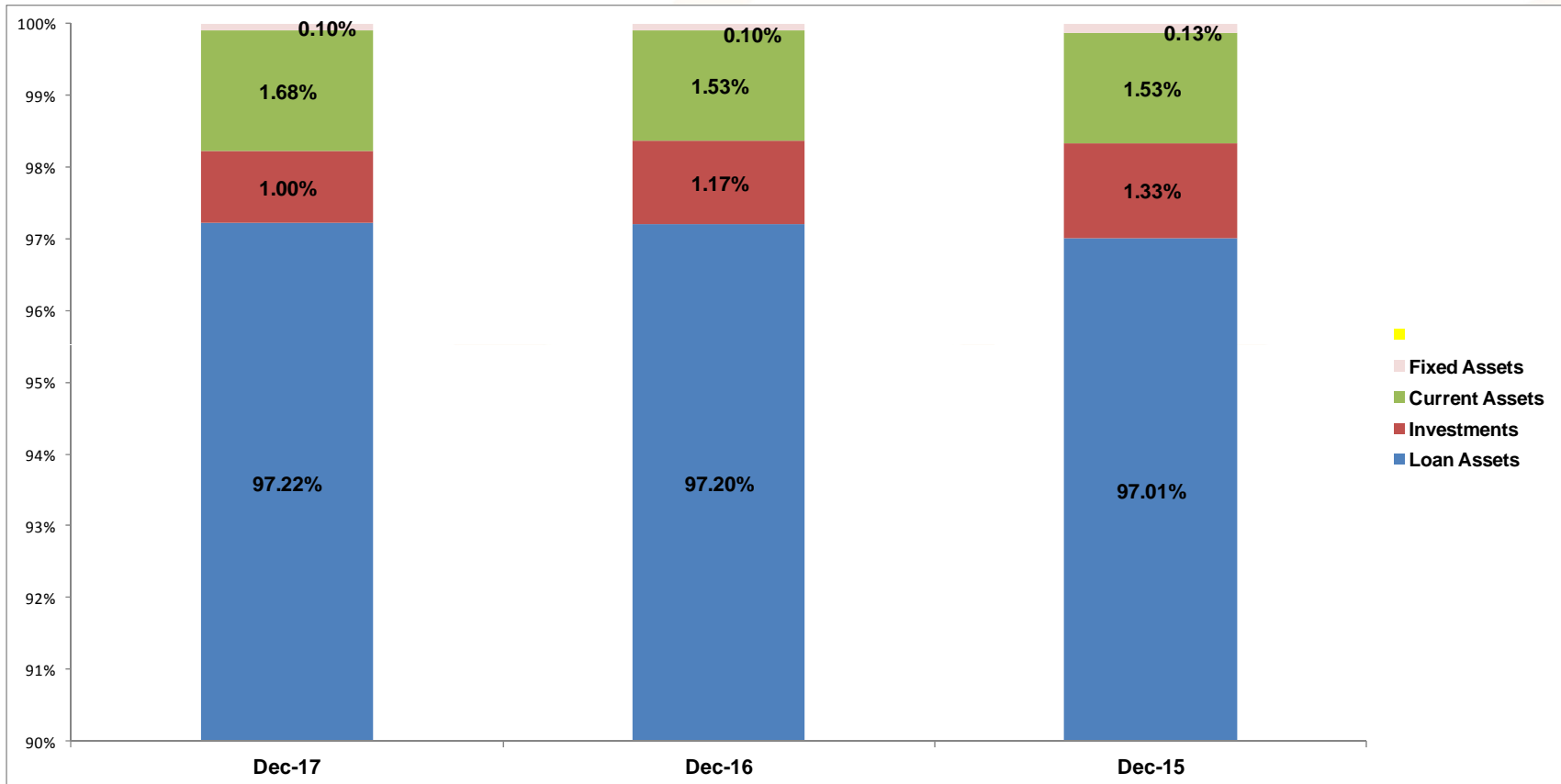
(Rs. in Crores)

	As at Dec. 31, 2017		As at Sept. 30, 2017	
	Amount	%	Amount	%
<b>Home Loans *</b>	85.41	<b>0.70</b>	69.27	<b>0.59</b>
Mortgage (LAP) Loans *	18.45	1.14	19.02	1.19
NRP Loans *	4.32	1.09	7.26	1.77
Developer Loans	0.00	0.00	0.00	0.00
<b>Total</b>	108.18	<b>0.73</b>	95.55	<b>0.67</b>

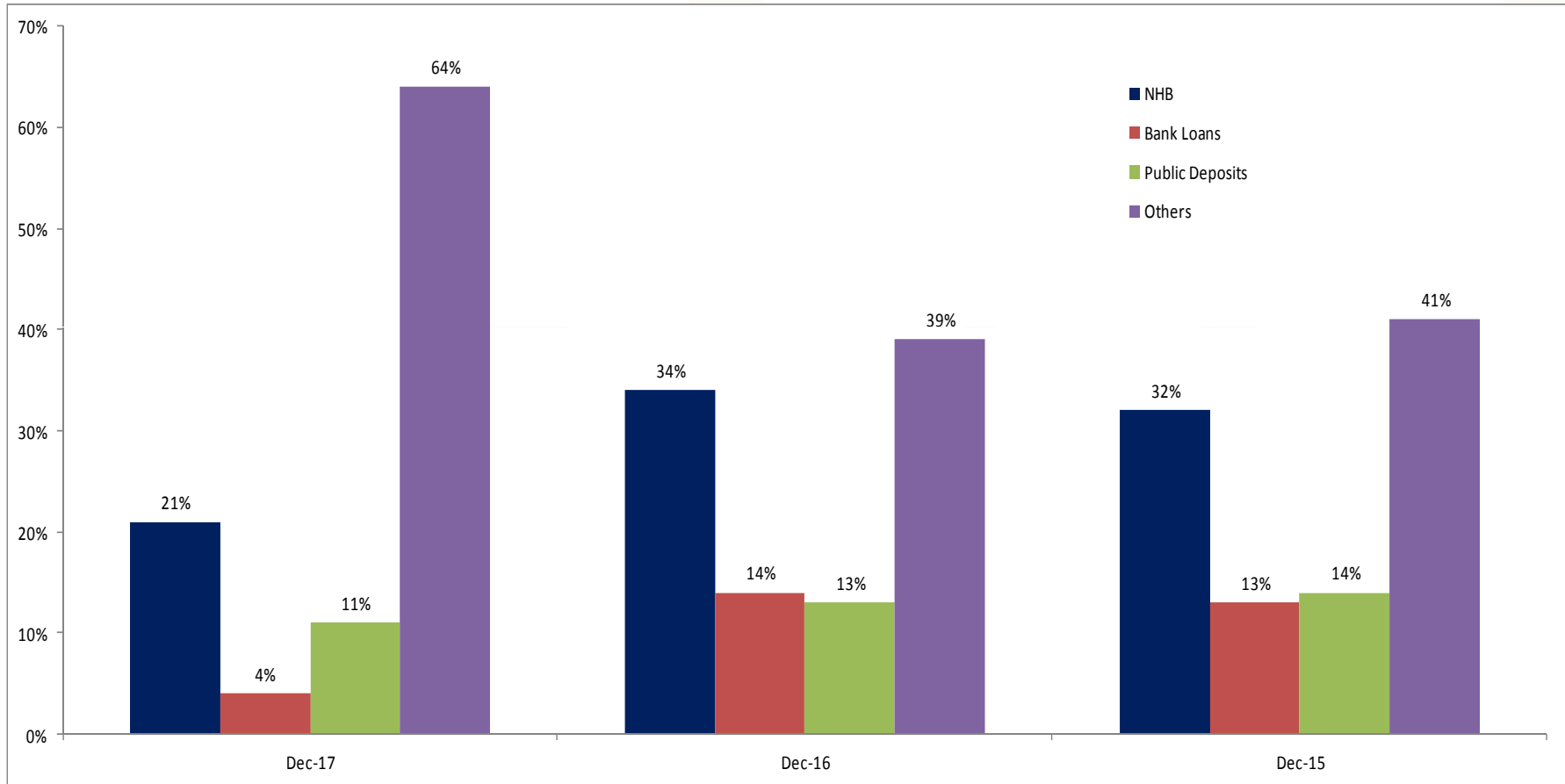
*(\*) Individual Loans*



# Assets Profile



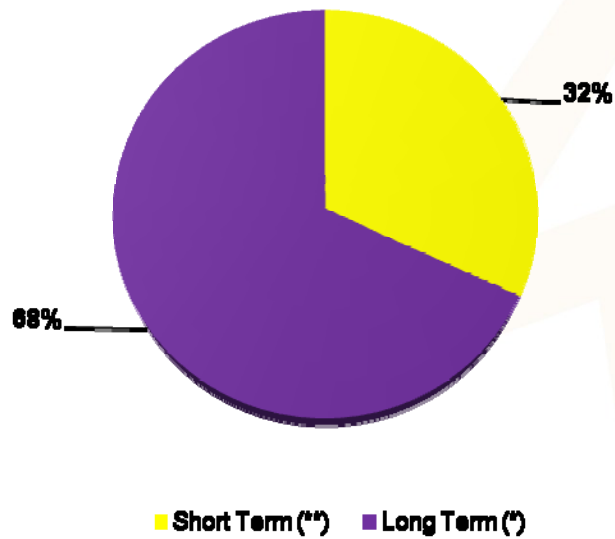
# Sources of Borrowing



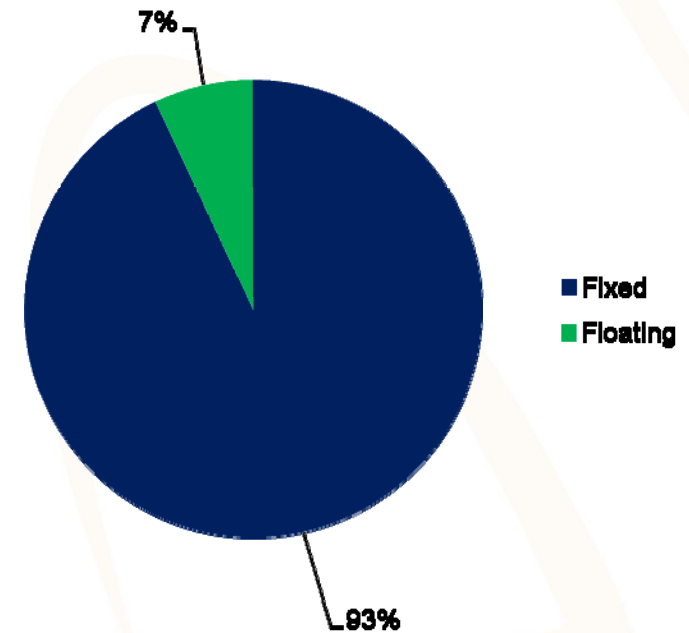
# Borrowing Profile

As on Dec. 31, 2017

## Tenure Base



## ROI Base



(\*) Average tenure 4.78 years

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

As on Dec. 31,

# Balance Sheet

(Rs. in Crores)

	<u>2017</u>	<u>2016</u>	<u>Growth (%)</u>
<b><u>Sources of Funds</u></b>			
Share Capital	73	73	-
Reserves & Surplus	1175	954	23
Borrowings	13283	11453	16
Current Liabilities & Provisions	570	355	61
Deferred Tax Liability (Net)	125	60	110
	15226	12895	18
<b><u>Application of Funds</u></b>			
Loan Assets	14803	12534	18
Investments	152	150	1
Current Assets	257	197	30
Fixed Assets	14	14	8
	15226	12895	18



# Income Statement

As on Dec. 31,

(Rs. in Crores)

	<u>2017</u>	<u>2016</u>	<u>Growth (%)</u>
Interest income	1203	1064	13
Interest expenses	729	689	6
<b>Net interest Margin</b>	<b>474</b>	<b>375</b>	<b>26</b>
Non-Interest Income	38	31	21
Non-Interest Expenses	79	68	16
Provisions, Contingencies and Write Offs	75	54	38
CSR Expenses	2	2	16
<b>Profit Before Tax</b>	<b>356</b>	<b>282</b>	<b>26</b>
Provision for Taxation	124	96	28
<b>Profit After Tax</b>	<b>232</b>	<b>186</b>	<b>25</b>





# Risk Profile

## Loan Assets & NPAs

(Rs. in Crores)

	<u>Dec 2017</u>	<u>Sept 2017</u>
Loan Assets (Rs.)	14803	14304
Provision for Standard Assets (Rs.)	66	66
Gross NPAs (Rs.)	108	96
Provision for NPAs (Rs.)	24	24
Provision for Contingencies	84	62
<b>Net NPAs (Rs.)</b>	<b>0</b>	<b>10</b>
<u>Ratios</u>		
Gross NPA as % to Loans	0.73	0.67
<b>Net NPA as % to Loans</b>	<b>0.00</b>	<b>0.07</b>
<b>Net NPA to Net worth</b>	<b>0.00</b>	<b>0.86</b>



# Quarterly Financial Results

(Rs. In Crores)

	<u>Q3-CY</u>	<u>Q3-PY</u>	<u>Change % Q3 over Q3</u>	<u>Q2-CY</u>	<u>Change % Q3 over Q2</u>
1. Operating Income	428	381	12	414	3
Less:					
2. Interest and Other Charges	251	230	9	241	4
3. Non-interest Expenses	24	21	14	30	(17)
4. Depreciation	1	1	-	1	-
5. Provisions, Contingencies & Write Offs	24	32	(26)	23	6
6. Total Expenditure	300	284	6	295	2
7. Profit Before Tax	128	97	32	119	7
8. Tax Expense	46	33	39	42	9
<b>9. Profit After Tax</b>	<b>82</b>	<b>64</b>	<b>28</b>	<b>78</b>	<b>6</b>



# Key Financial Ratios

As on Dec. 31,

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Net Interest Margin / ATA (%)	4.39	4.11	4.05
Non Interest Expenses / ATA (%)	0.73	0.74	0.83
PBT/ATA (%)	3.29	3.09	3.15
PAT/ATA (%)	2.15	2.04	2.07
Cost to Income Ratio (%)	15.42	16.68	18.51
Return on Equity (%)	26.22	26.66	26.30

*ATA = Average Total Assets*



# Key Financial Ratios

As on Dec. 31,

<b>Particulars</b>	<b><u>2017</u></b>	<b><u>2016</u></b>	<b><u>2015</u></b>
Book Value Per Share	34.18	28.23	23.88
Earnings Per Share	6.36	5.12	4.29
Market Capitalization (Rs. In Crore)	18402	11771	9952



# Key Financial Ratios

As on Dec. 31,

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Capital Adequacy Ratio (%)	18.09	17.81	19.70
Tier – I	16.73	16.29	17.97
Tier –II	1.36	1.51	1.73

# Productivity Ratios

As on Dec. 31,

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Average No. of Employees	682	657	601
Average No. of Retail offices	188	179	164
Profit After Tax Per Employee (Rs. in Lakhs)	45	38	35
Total Assets Per Employee ( Rs. in Lakhs)	2234	1964	1804



# Performance under CLSS of PMAY



## **Loans Disbursed under CLSS:**

- Amount disbursed during the Period - Rs. 1,080 Cr.
- Number of cases disbursed during the period – 11,381
- Cumulative Disbursement since June 2015 - Rs.2,419 Cr.
- Cumulative Cases Disbursed since June 2015 – 27,417

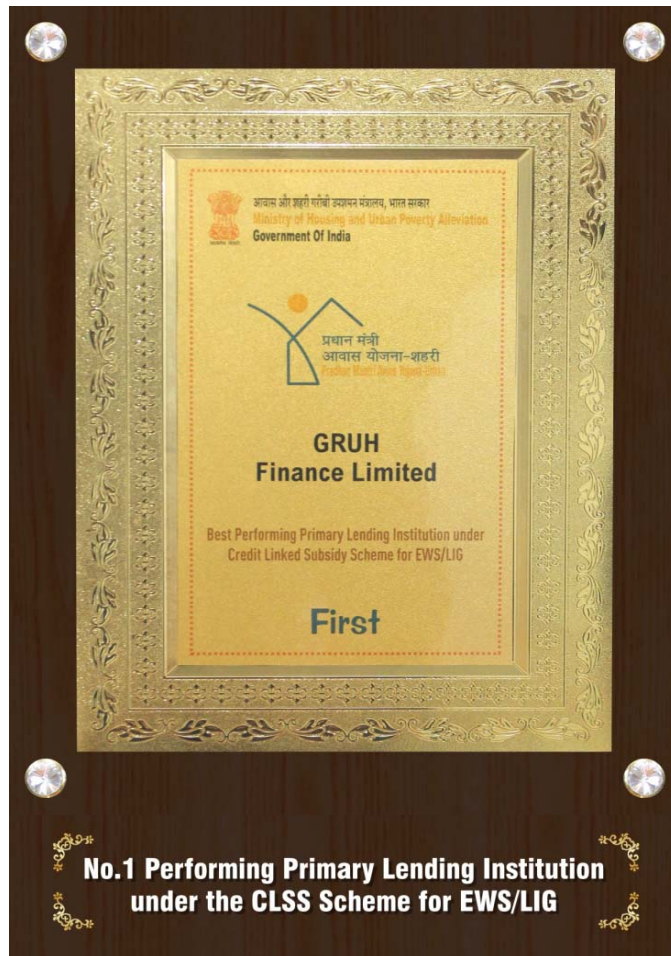
## **Application submitted and Subsidy Received:**

- Cumulative Disbursement – 1,016 Cr.
- Cumulative Cases Disbursed – 12,109





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



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

# 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.

# 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. 1,586.Cr.
- Cumulative Rural Disbursement of Rs.12,156 Cr.
- Disbursed 2,17,550 cases in rural segment
- Presence in 131 Districts of 11 States
- Servicing customers in 1,174 Taluka places in 11 States



# Thank You

