

February 08, 2023

To,  
BSE Ltd.  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001

Dear Sir/Madam,

**Subject: Investor Presentation – December 2022**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached Investor Presentation (Performance Highlights) with respect to Unaudited Financial Results for the quarter and nine months ended December 31, 2022.

The Investor Presentation may also be accessed on the website of the Company at [www.srghousing.com](http://www.srghousing.com).

Please take note of the same.

Thanking You,

With Regards

For SRG Housing Finance Limited

Divya Kothari  
Company Secretary  
M No:- A57307

*Enclosed – a/a*

# SRG HOUSING FINANCE LIMITED

## Q3FY23 PERFORMANCE HIGHLIGHTS

For Quarter ended December 2022

अपने घर में,  
अपनों के साथ ।



# DISCLAIMER

The information contained in this presentation is only current as of its date. Please note that the past performance of the company is not and should not be considered as, indicative of future results.

This presentation may contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects and future developments in our sector and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words ‘may’, ‘will’, ‘should’, ‘expects’, ‘plans’, ‘intends’, ‘anticipates’, ‘believes’, ‘estimates’, ‘predicts’, ‘potential’ or ‘continue’ and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, amongst others, future changes or developments in (i) the Company’s business, (ii) the Company’s competitive environment, and (iii) political, economic, legal and social conditions in India.

The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments, information or events or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates.

The information contained herein is subject to change without notice and past performance is not indicative of future results. Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.

**Touched AUM of Rs 390 crore as on 31 December 2022  
Strong jump of Rs 20 cr QoQ**

**Best in class NIMs (12.74% for FY22 and 2.68% for Q3FY23)**

**Focused on small ticket loans (ATL: less than Rs 8 lacs)  
and low LTV (less than 50%)**

**Focus on branch expansion from 37 branches in Mar'22 to  
62 braches as on 31 Dec'22)**

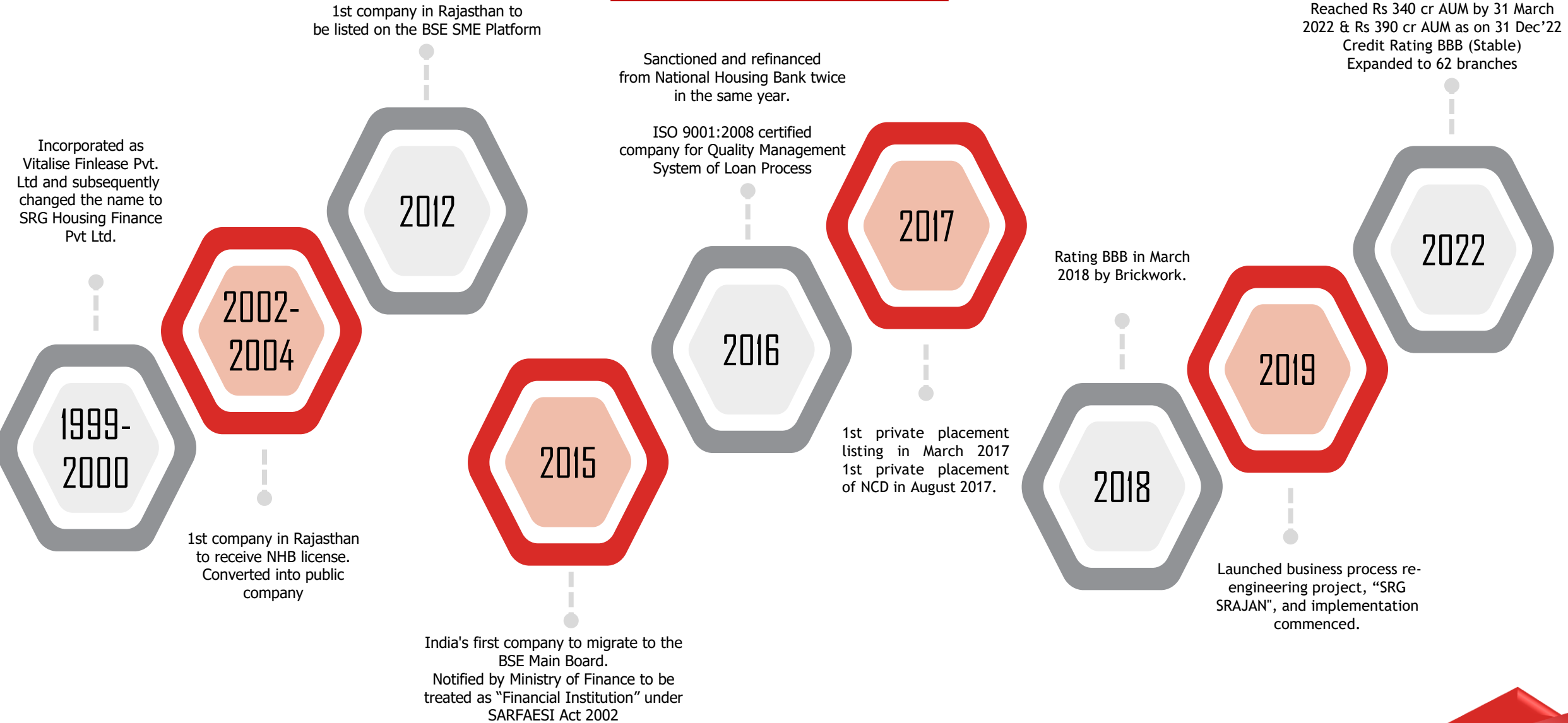
**Company is focused on achieving Rs 500 cr AUM over  
the next 9-12 month with sustainable business metrics**

## ABOUT US

Established in 1999, we are a strong retail affordable housing finance company with rich expertise and experience. We primarily cater to the underserved rural and semi urban populace in central and western India. We are engaged in providing Individual Housing Loans and Loan Against Property and are the first company in Rajasthan to get registered with National Housing Bank (NHB).

Today SRG Housing Finance is present across 5 states namely Rajasthan, Madhya Pradesh, Gujarat, Delhi and Maharashtra with 62 branches across the five states. Our AUM as of 31 March 2022 stood at Rs 340 crore which now stands at Rs.390 crore as on 31 December 2022.

# OUR JOURNEY



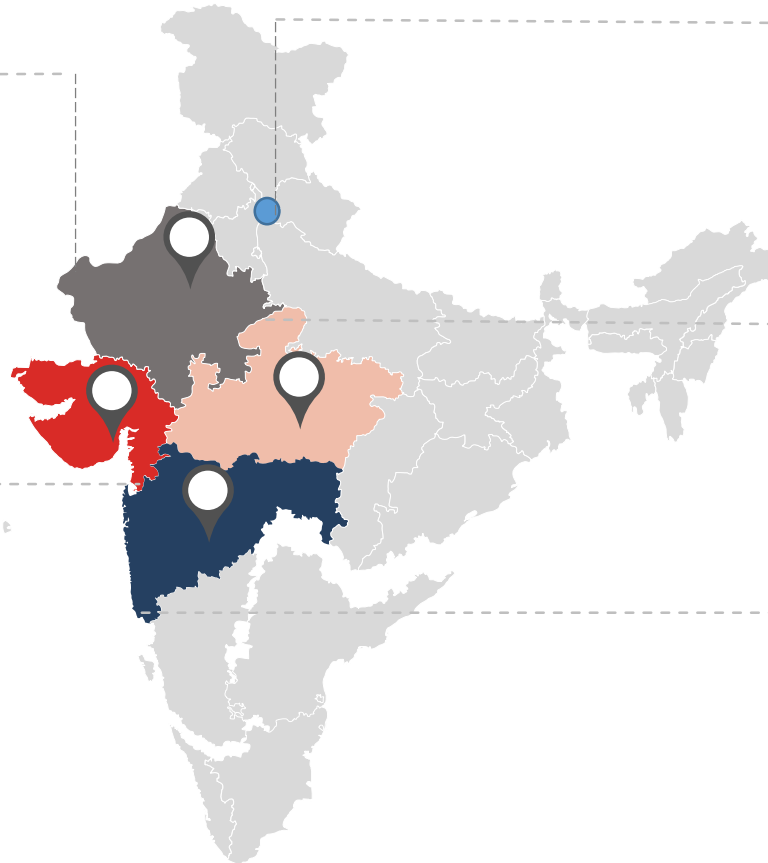
# OUR NETWORK

## Rajasthan (28 branches)

Banswara, Sagwara, Salumber, Jodhpur, Chittorgarh, Sumerpur, Bijainagar, Udaipur, Jaipur, Sirohi, Rajsamand, Pali, Kishangarh, Kota, Bhilwara, Beawar, Shahpura (Bhilwara), Shahpura (Jaipur), Begun, Jaitaran, Kekri, Gangapur (Bhilwara), Partapur, Sojat, Dhairyawad, Fatehnagar, Nimbhaera, Sabla

## Gujarat (15 branches)

Ahmedabad, Surat, Mehsana, Palanpur, Nadiad, Vadodara, Valsad, Bharuch, Himmatnagar, Bhavnagar, Anand, Rajkot, Jamnagar, Navsari, Junagarh



## New Delhi (1 branch)

## Madhya Pradesh (17 branches)

Mandsaur, Ratlam, Manasa, Neemuch, Shamgarh, Ujjain, Ashta, Indore, Dewas, Burhanpur, Badnawar, Alot, Khargone, Khandwa, Sehore, Nagda, Sanawad

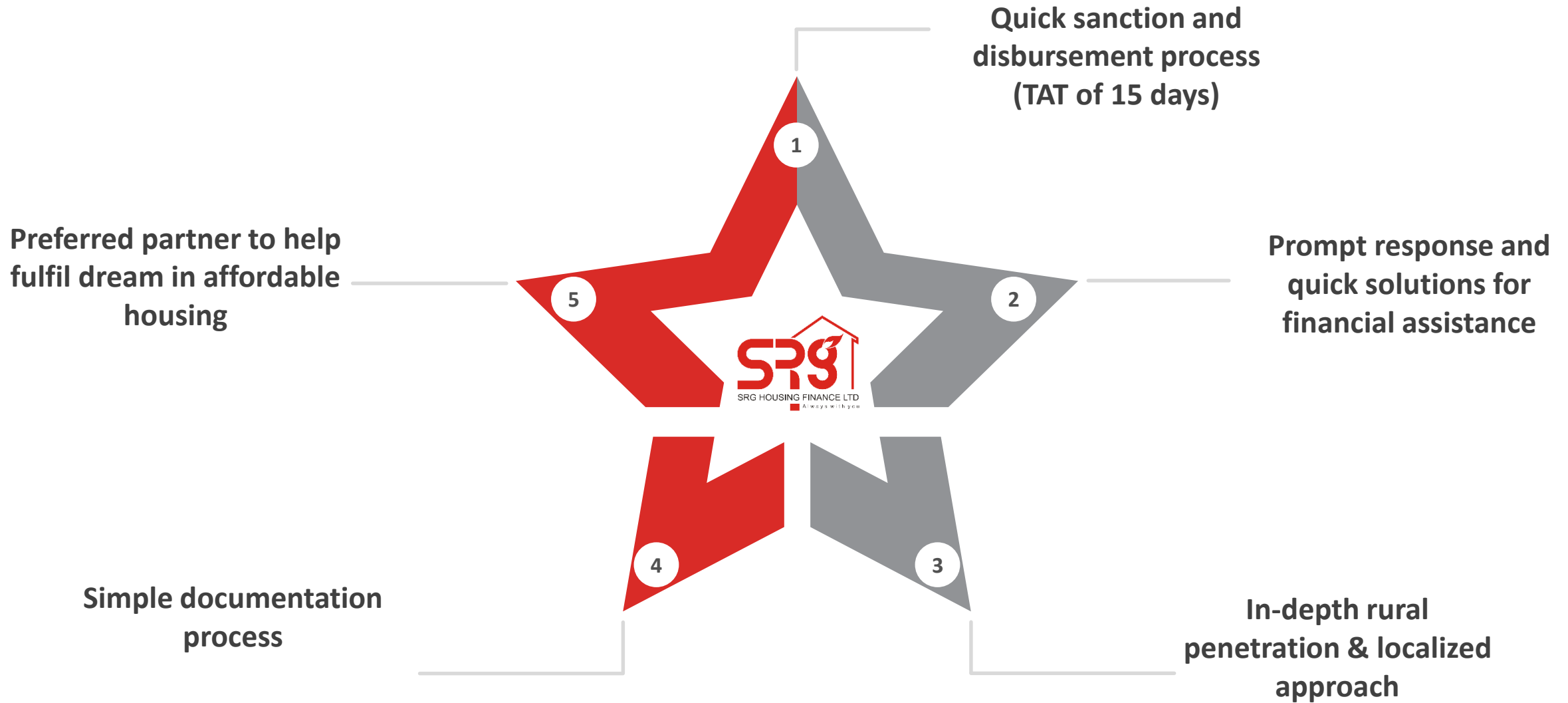
## Maharashtra (corporate office)

Mumbai

# 62

Branches across 5 states

# WHY BORROWERS PREFER SRG



# ADDRESSABLE TARGET MARKET

## The Problem Definition & Need Gap

Unorganized sector, No Income Proof, Imperfect Collateral, Underserved Population, NRI Segment

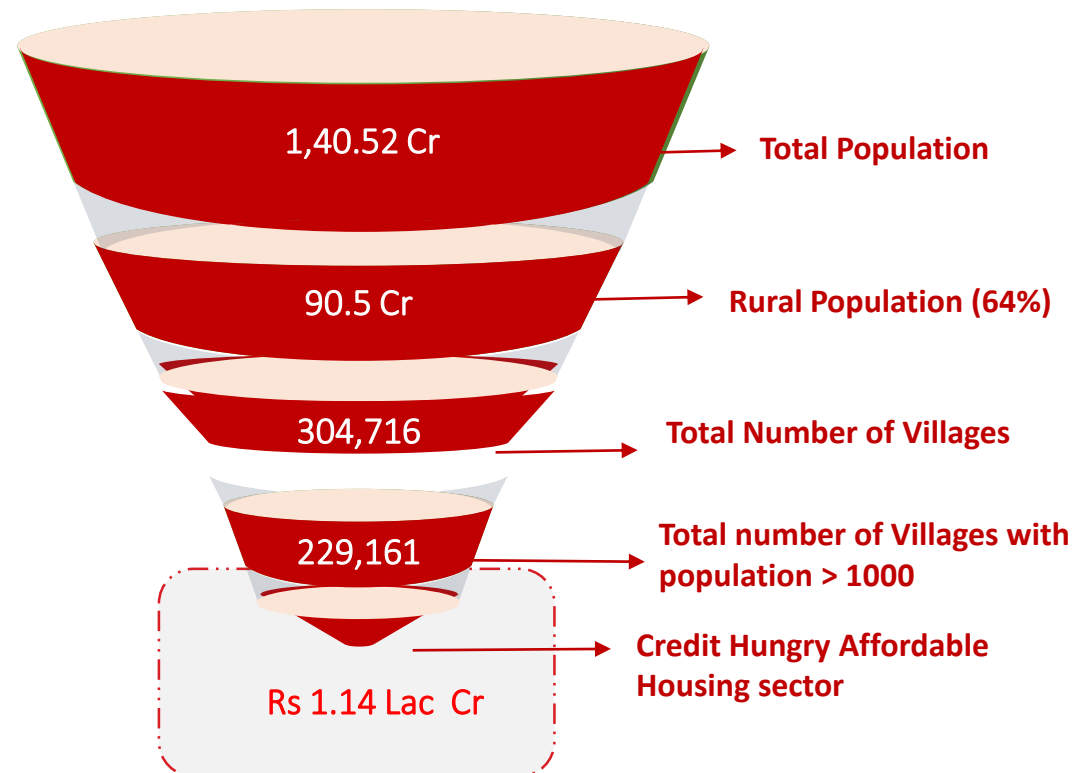
## The Solution – SRG Housing Finance

Quick Loans, Minimal Documentation, Fast Processing, Assessed Income Evaluation, Geographically Different Credit and Collateral Policy

## The Target Segment

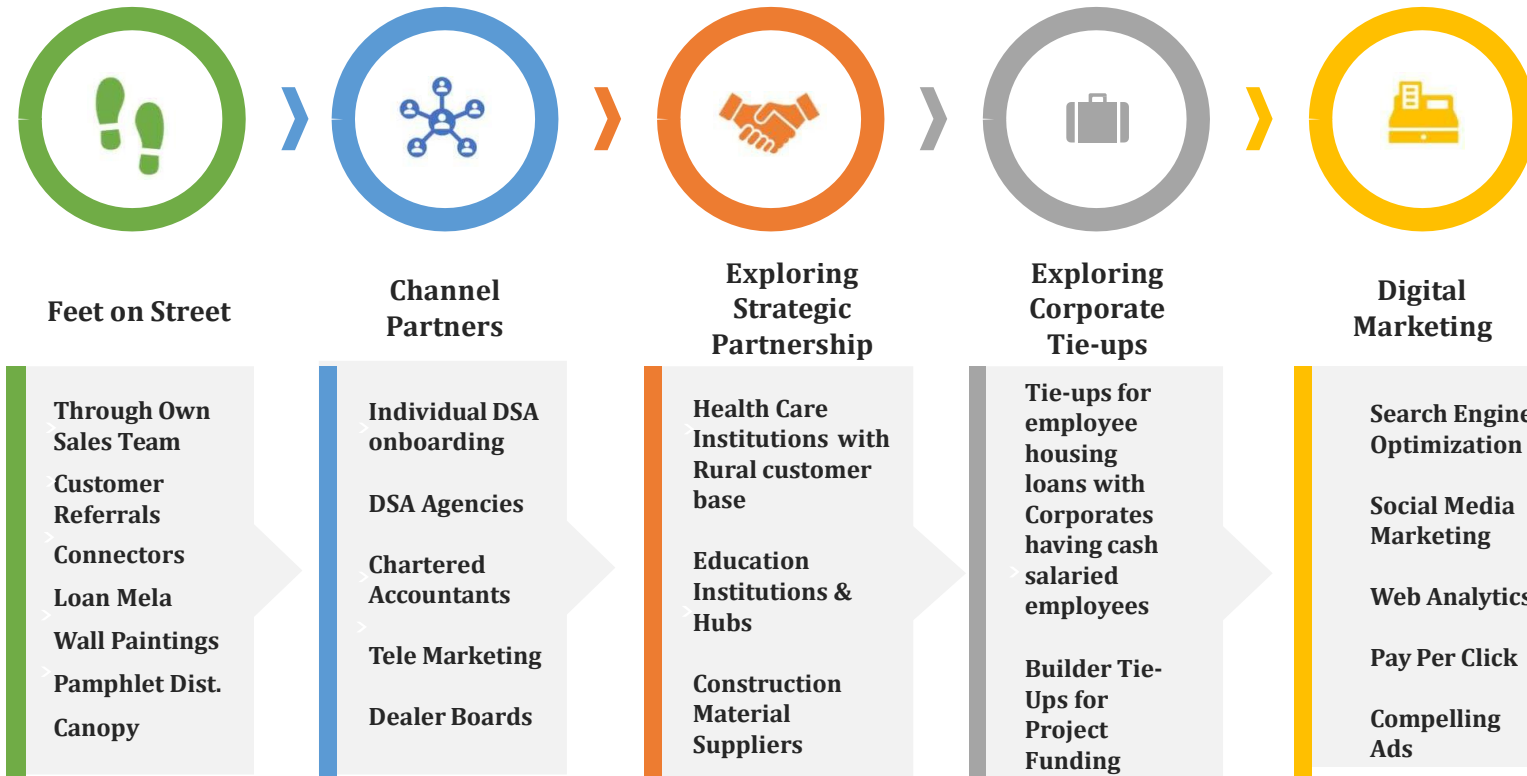
Population in Rural India who are credit hungry with the following characteristics:

- EWS, LIG & MIG Class of Groups
- Age group of 21 – 45 years
- Monthly Net Income of Rs 15,000 +
- New to Credit / Justified Credit Bureau Calls
- Lack of Income Documentation

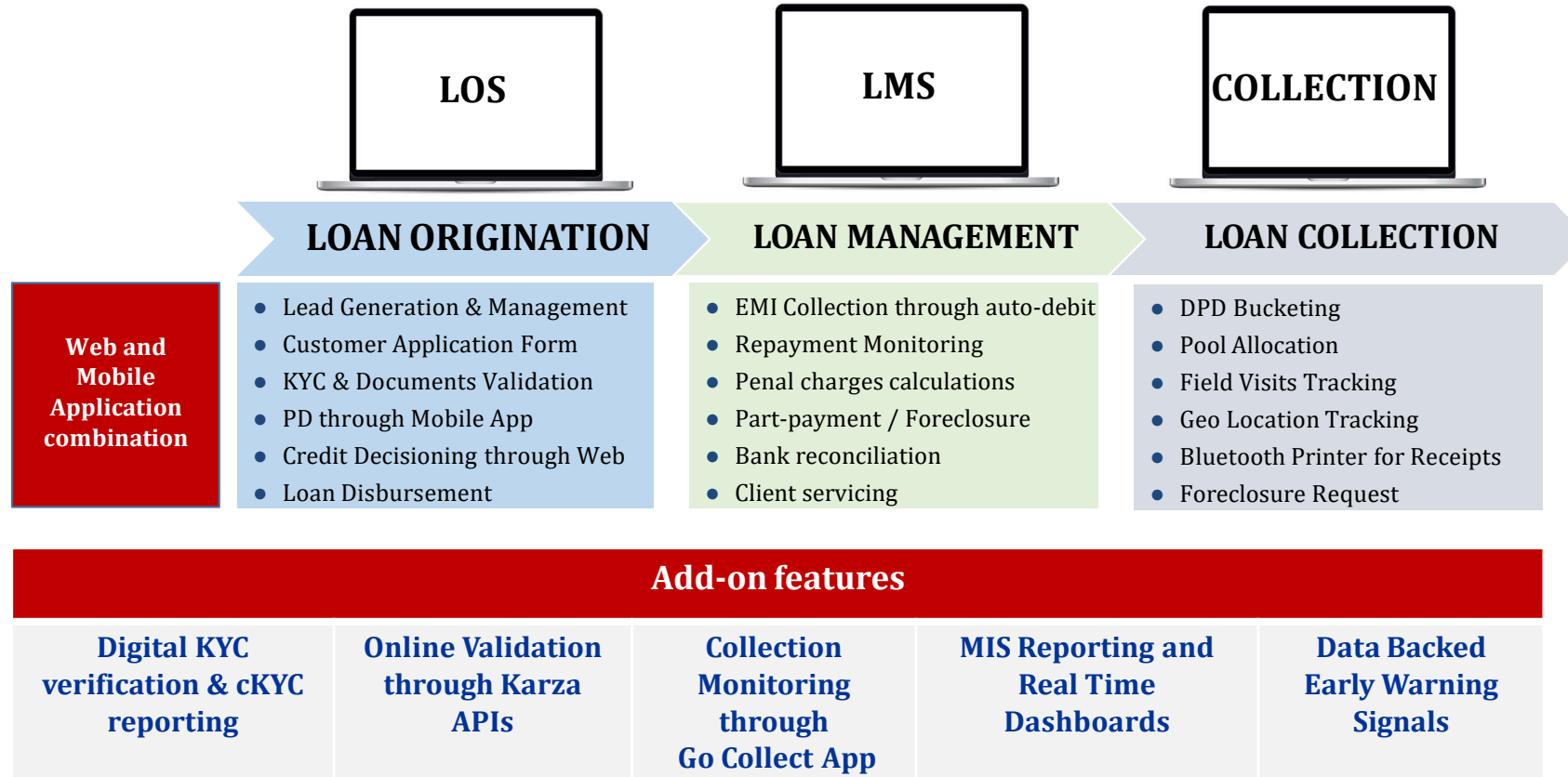




# GO TO MARKET STRATEGY



# DIGITAL ECOSYSTEM – SRG SRAJAN



# PERFORMANCE HIGHLIGHTS FOR Q3FY23

- Gross Loan Book reaches Rs 389.5 Cr (+17.2% YoY)
- Loan Disbursal of Rs. 35.97 Cr (+64.6%) during Q3
- Net Interest Income (NII) is Rs 10.16 cr
- CRAR 37.98%
- NNPA stood at 0.51% and GNPA at 2.56%
- Average Lending rate 22.84% against borrowing cost of 11.06%
- Loan Spread continued to remain strong at ~12%
- Total Net Worth as on Dec 31, 2022 is Rs.129 Crore (+19.5% YoY)
- Return on Average Equity (ROAE) for the period is 10.61%
- Debt Equity Ratio / Gearing Ratio is 2.58 times

**Credit Rating BBB (Stable)**

# KEY FINANCIAL HIGHLIGHTS

Rs in crore

Sr. No.	Particulars	Q3 FY23 (3M)	Q3 FY22 (3M)	YTDFY23 (9M)	YTDFY22 (9M)
1	New Approvals	38.97	20.73	117.02	49.65
2	Disbursements	35.97	21.85	111.58	51.36
3	Outstanding Loan Book	389.56	332.28	389.56	332.28
4	Interest Income	20.22	18.13	59.09	53.4
5	Fees & Other Income	3.29	1.85	8.44	4.56
6	<b>Total Income</b>	23.51	19.98	67.53	57.96
7	Interest Expenditure	10.06	7.82	26.98	22.72
8	Other Expenditure	8.58	6.47	23.65	17.07
9	<b>Total Expenditure</b>	18.64	14.29	50.63	39.79
10	<b>Profit Before Tax &amp; Provision</b>	4.87	5.69	16.90	18.17
11	Net Interest Income	10.16	10.31	32.11	30.68
12	Cost To Interest Income	63.79%	41.64%	58.32%	40.25%
13	Provision For SA & NPA	0.62	-0.32	1.23	-0.11
14	<b>Profit Before Tax</b>	4.25	6.01	15.67	18.28

# KEY FINANCIAL HIGHLIGHTS

Rs in crore

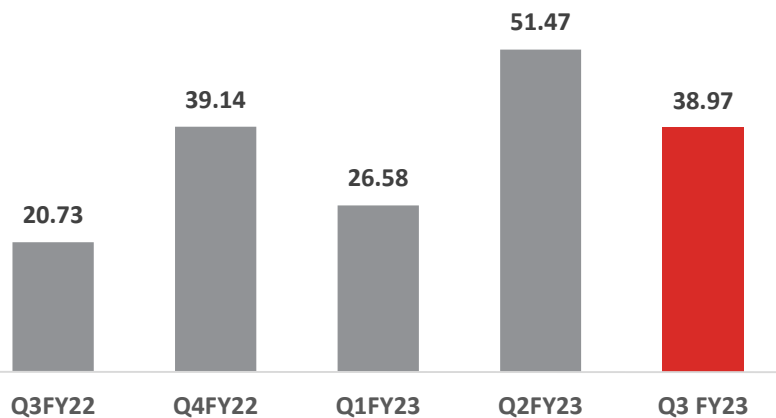
Sr. No.	Particulars	Q3 FY23 (3M)	Q3 FY22 (3M)	YTD FY23 (9M)	YTD FY22 (9M)
15	Provision For Taxation & DTL	0.67	1.24	2.79	3.72
16	<b>Profit After Tax</b>	3.58	4.77	12.88	14.56
17	Other Comprehensive Income(Net Of Tax)	0.03	-0.15	-0.01	-0.15
18	<b>Total Comprehensive Income</b>	3.61	4.62	12.87	14.41
19	Earning Per Share (Rs)	2.76	3.67	9.91	11.20
20	Gross NPA	9.97	8.28	9.97	8.28
21	Gross NPA Ratio(%)	2.56	2.49	2.56	2.49
22	Net NPA	1.96	1.47	1.96	1.47
23	Net NPA Ratio(%)	0.51	0.45	0.51	0.45

# KEY FINANCIAL RATIOS

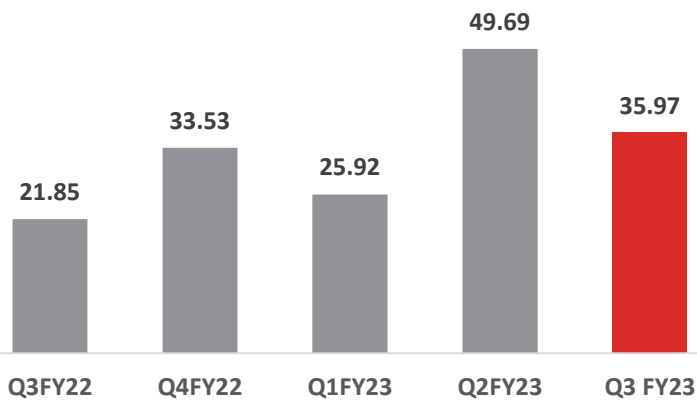
Sr. No.	Particulars	Dec'22	Dec'21	Mar'22
1	Return on Average Assets	2.86	3.69	5.01
2	Return on Average Equity	10.61	14.44	19.6
3	Earning Per Share (Rs.)	9.91	11.20	15.63
4	Net Interest Margin (%)	8.8	9.33	12.74
5	Borrowing Cost (%)	10.85	10.56	10.56
6	Spread (%)	12.22	12.60	12.60
7	Cost Income Ratio (%)	58.32	48.44	48.13
8	Capital Adequacy Ratio (%)	37.98	40.23	38.30
	Tier-I	37.56	39.91	37.91
	Tier-II	0.42	0.33	0.39
9	Average Lending Rate (%)	23.07	23.16	23.16
10	GNPA%	2.56	2.49	2.47
11	NNPA%	0.51	0.45	0.42

# KEY PERFORMANCE INDICATORS (1/3)

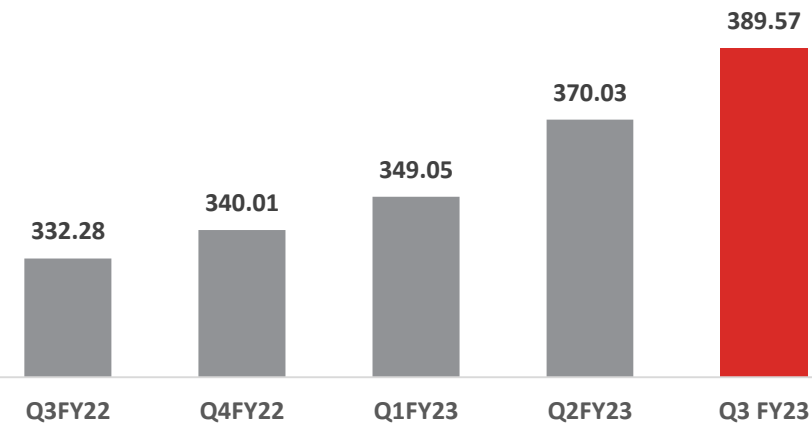
New Approvals (Rs. Crore)



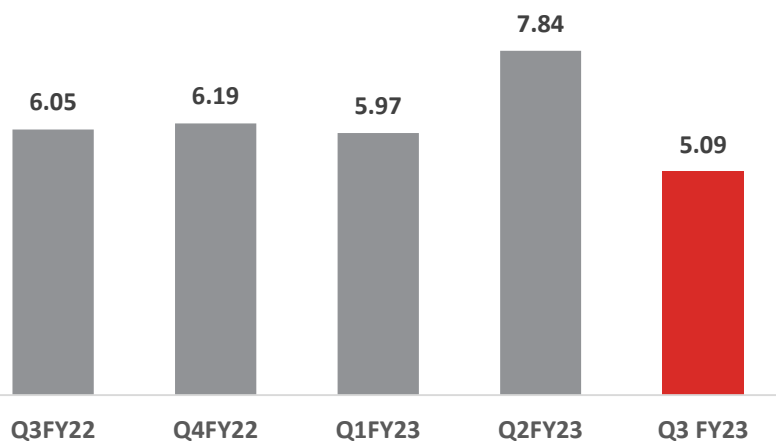
Disbursements (Rs. Crore)



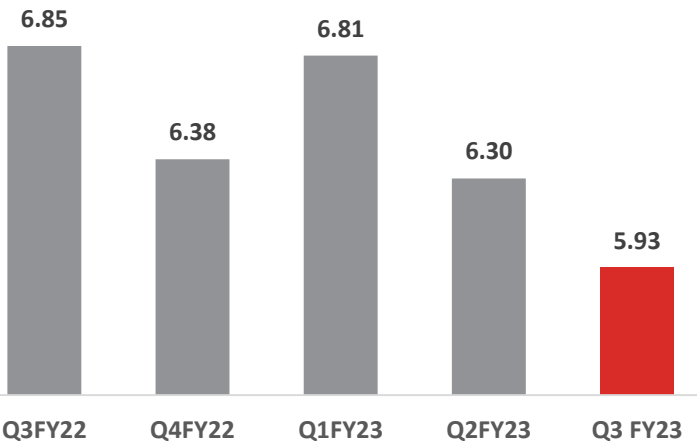
AUM (Rs. Crore)



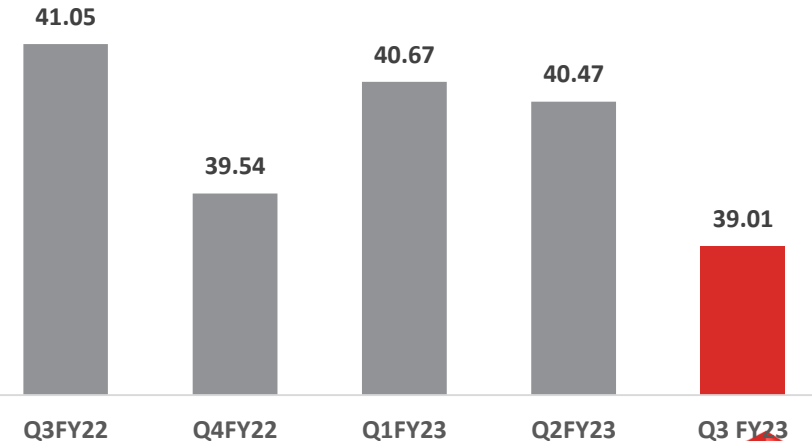
Average Ticket Size (Rs. Lakhs)



Average Tenure (Years)

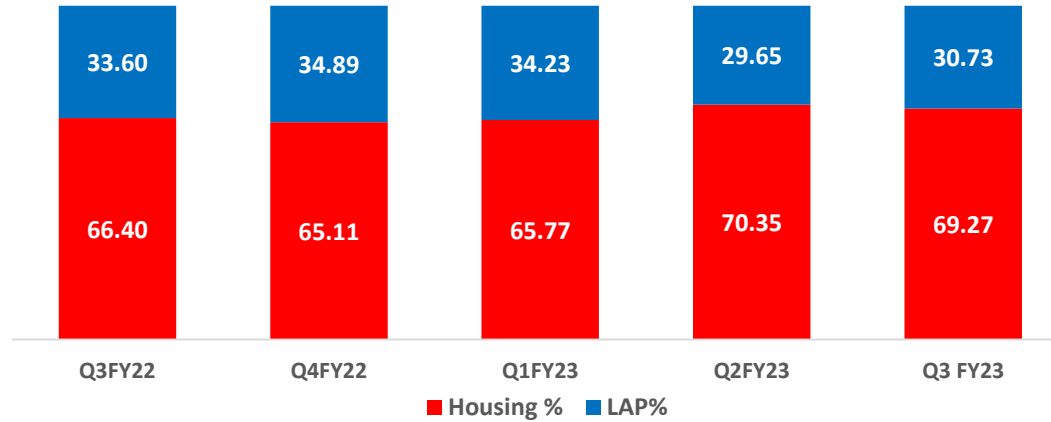


Average LTV (%)

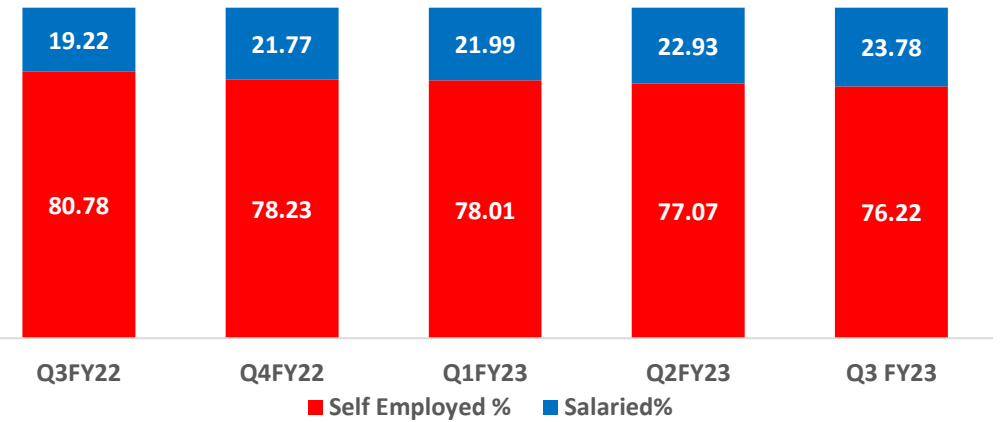


# KEY PERFORMANCE INDICATORS (2/3)

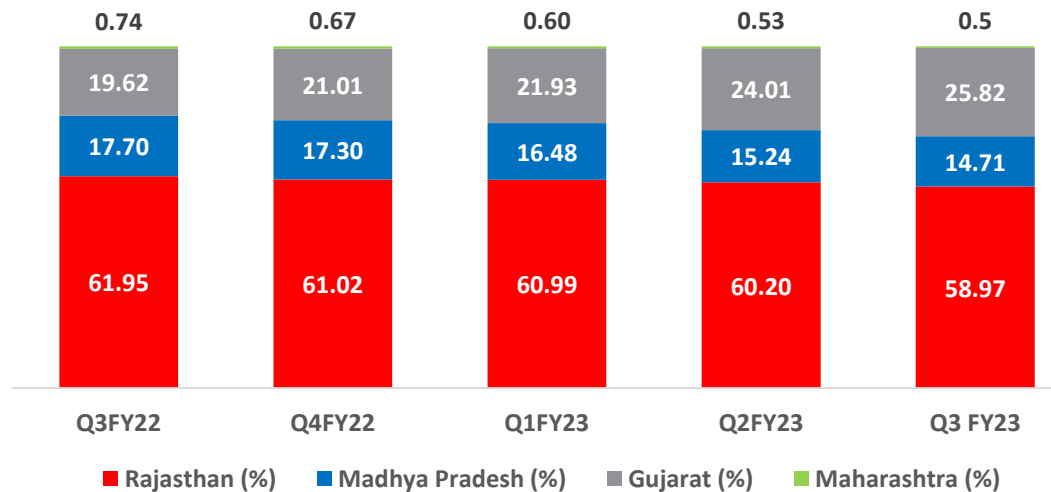
Loan book break up - Product Category (%)



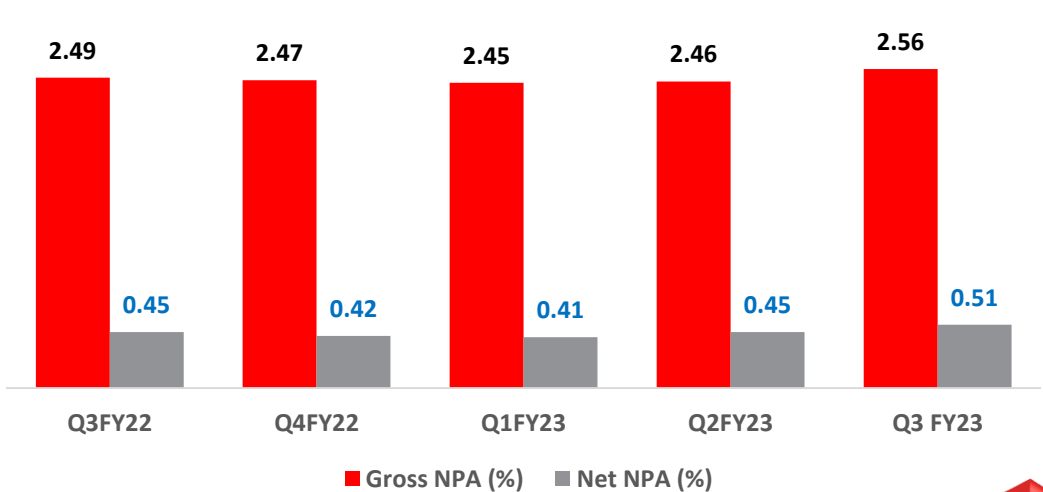
Loan book break up - Customer Profile (%)



State Wise Loan Book (%)



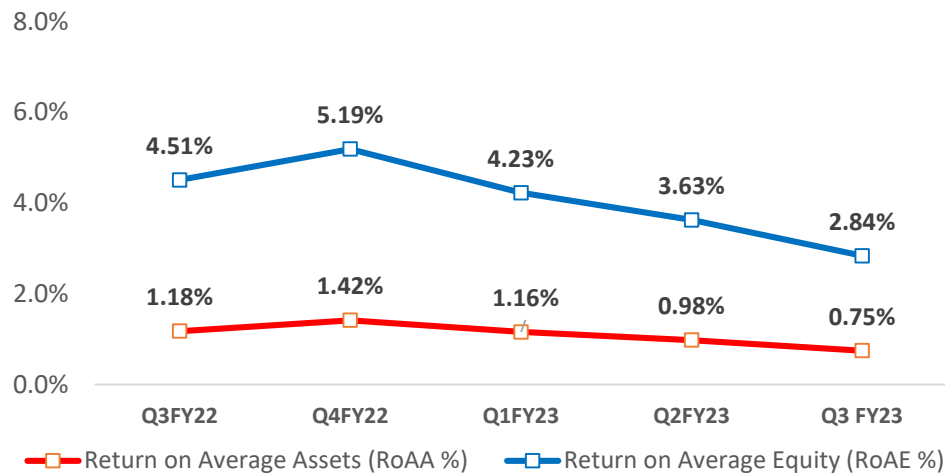
Gross NPA / Net NPA (%)



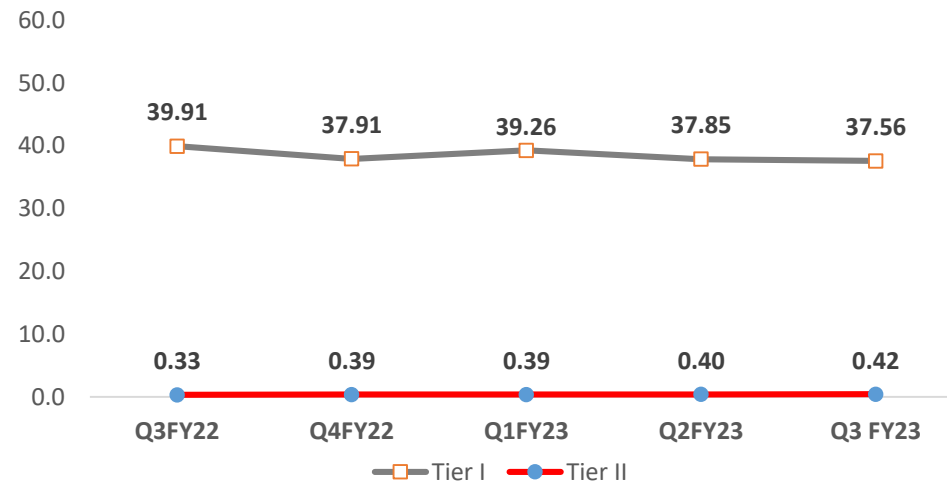


# KEY PERFORMANCE INDICATORS (3/3)

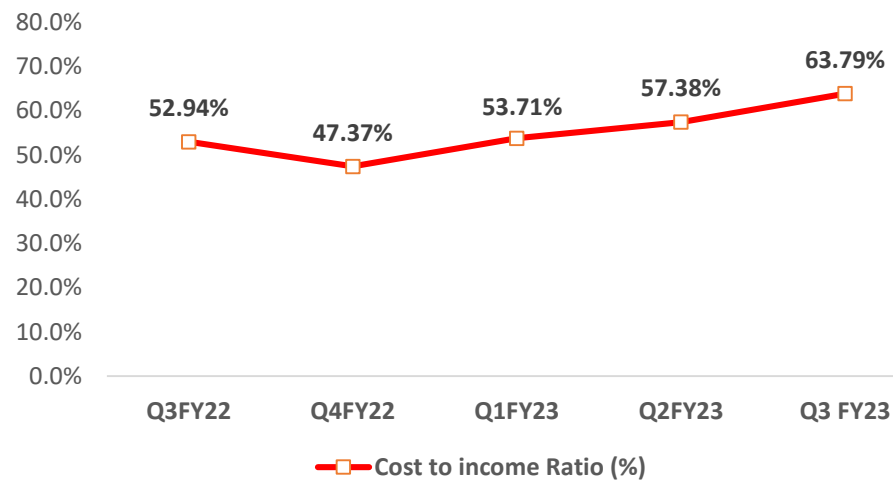
### Return Ratios (%)



### Capital Adequacy



### Cost to Income Ratio (%)



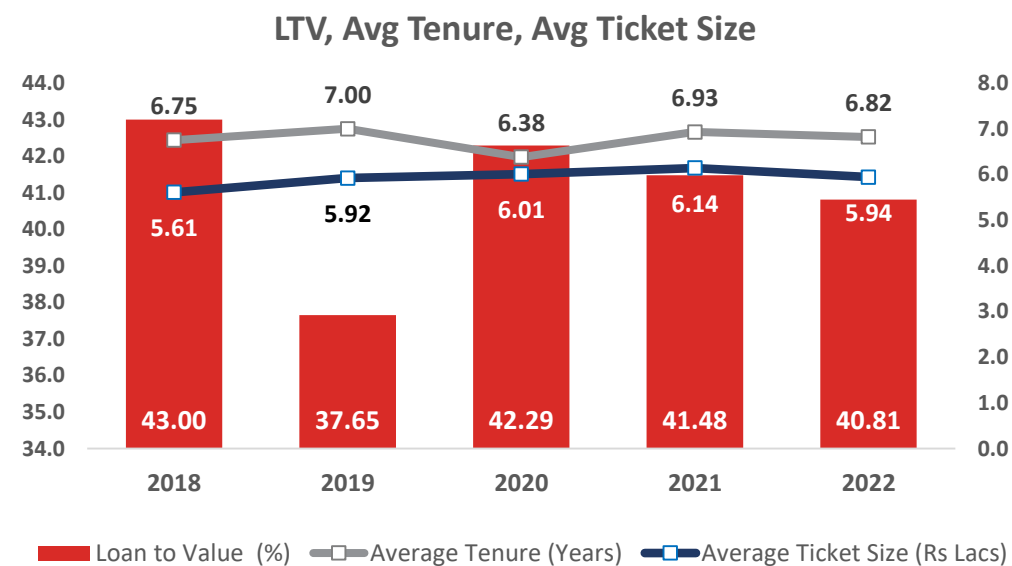
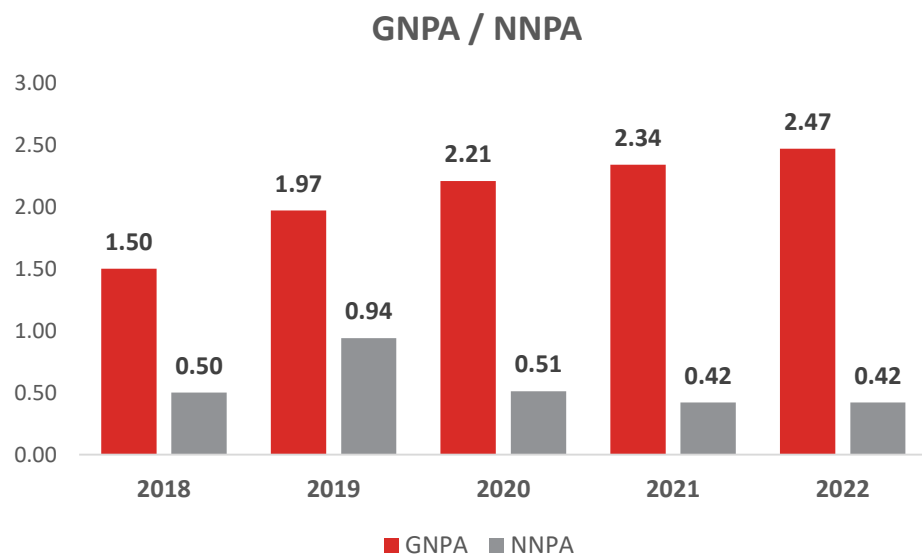
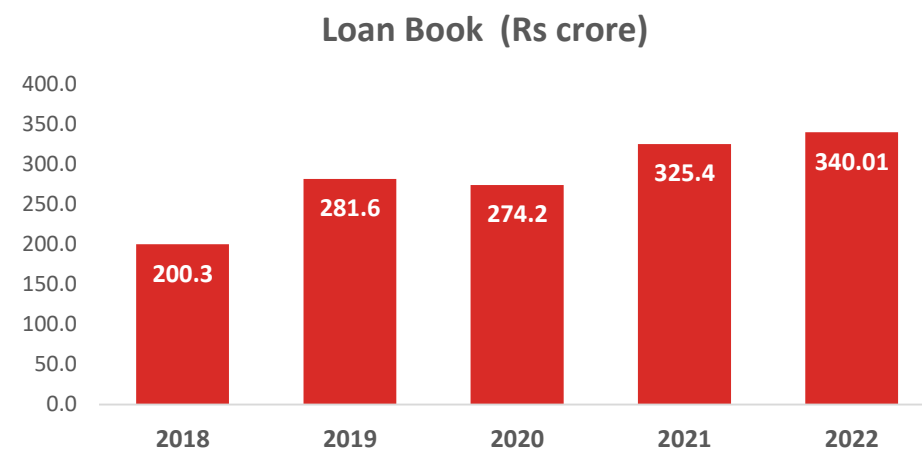
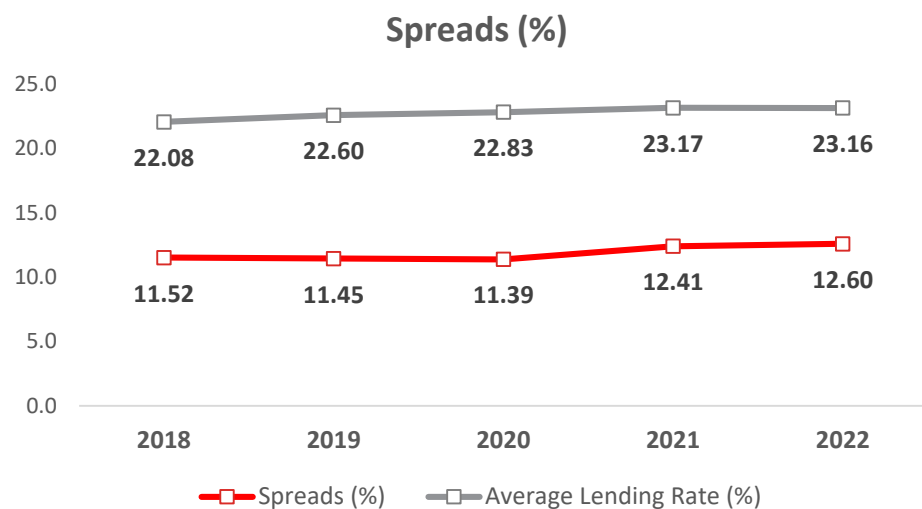
# LIQUIDITY & FUNDING PROFILE

## Extract of Liquidity Position (Rs cr)

Particulars	31 Dec 2022*	31 Mar'22	31 Dec'21
Cash and Bank balance*	6.81	5.11	11.11
Investment in Bonds, Mutual Fund and shares	25.01	26.67	37.47
Unutilized CC limit	3.50	3.50	3.50
Undrawn sanction	115.00	74.40	0.00
<b>Total</b>	<b>150.32</b>	<b>109.68</b>	<b>52.08</b>

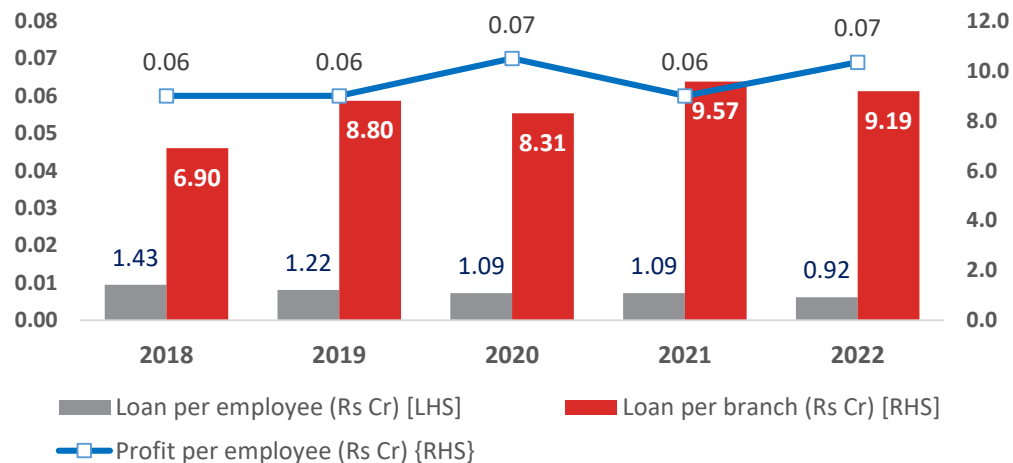
\*Note: Cash and Bank Balance does not includes FDR amounting to Rs. 21.81 cr pledged with Lenders.

# ANNUAL PERFORMANCE BAROMETER (1/2)

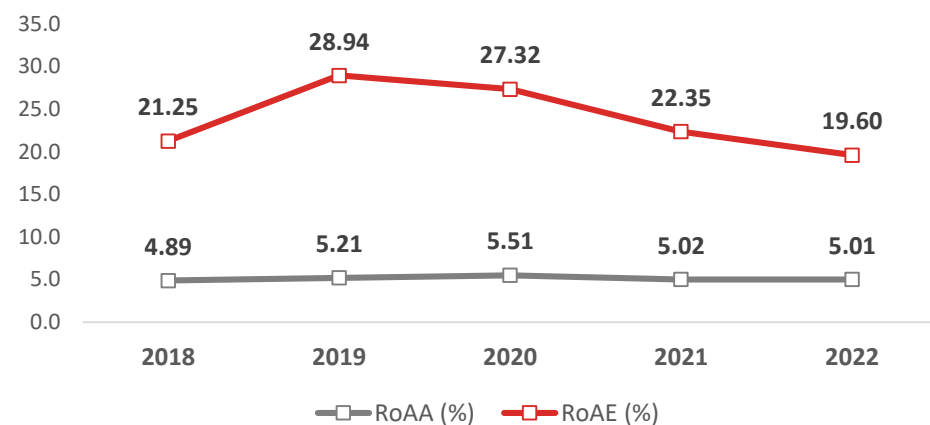


# ANNUAL PERFORMANCE BAROMETER (2/2)

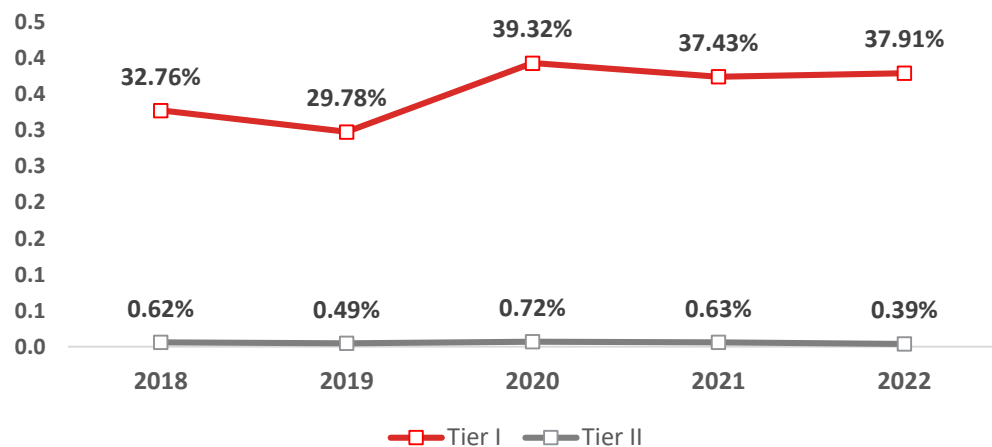
### Per branch / Per employee metrics



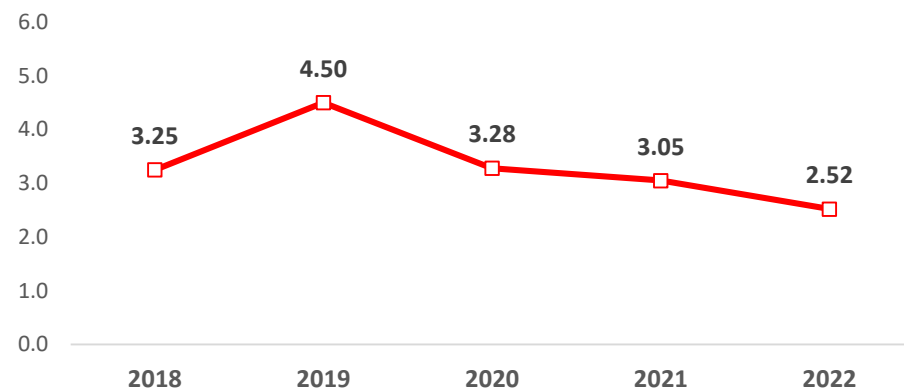
### Return Ratios (%)



### Capital Adequacy

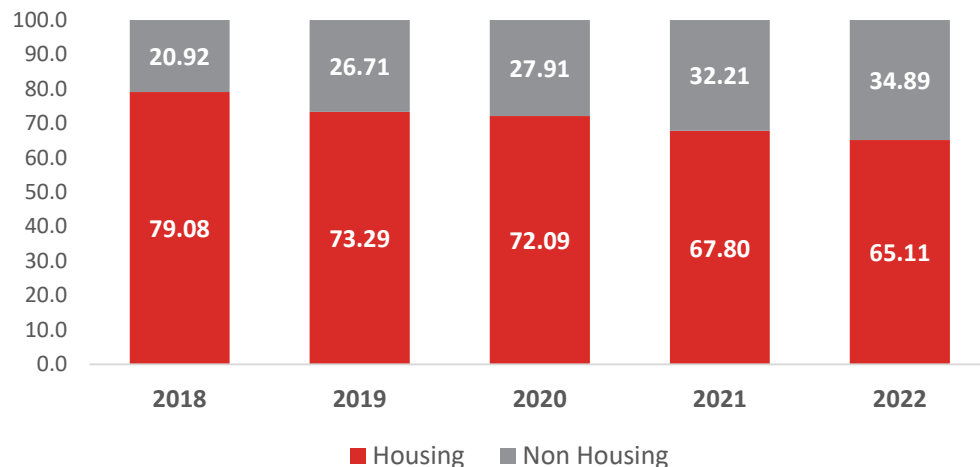


### Leverage (x)

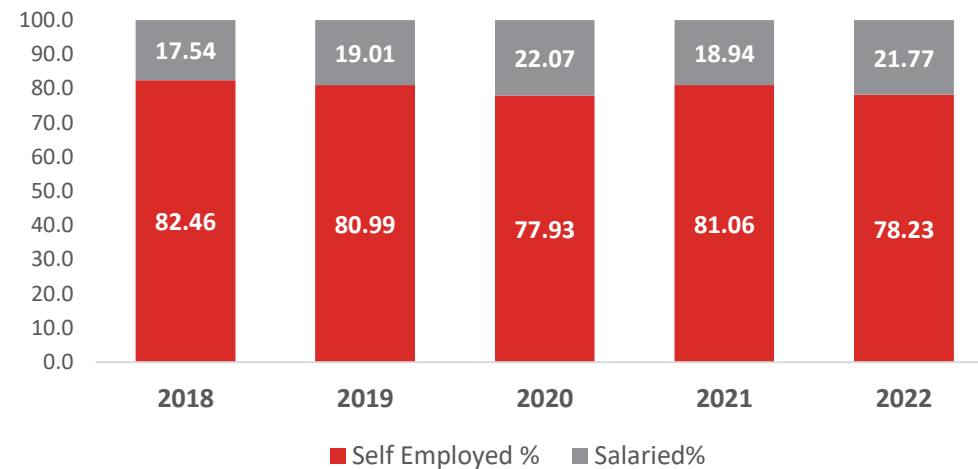


# LOAN BOOK MIX

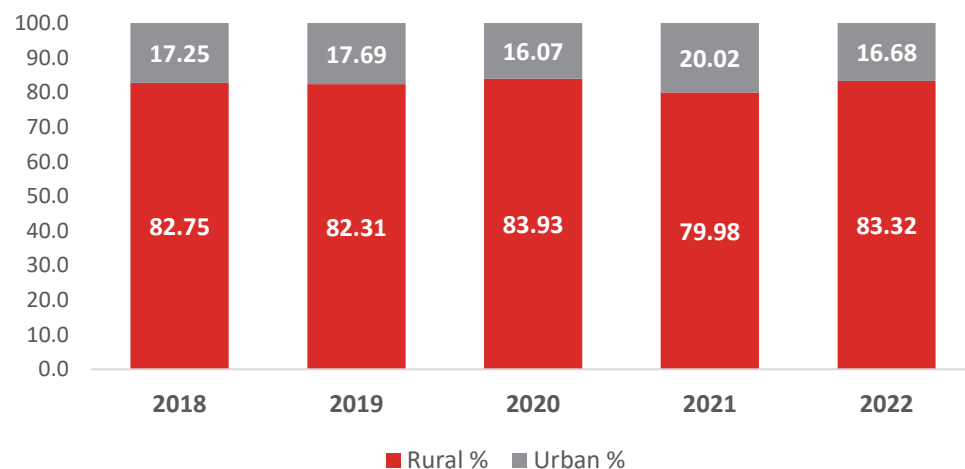
### Loan Book Mix (%)



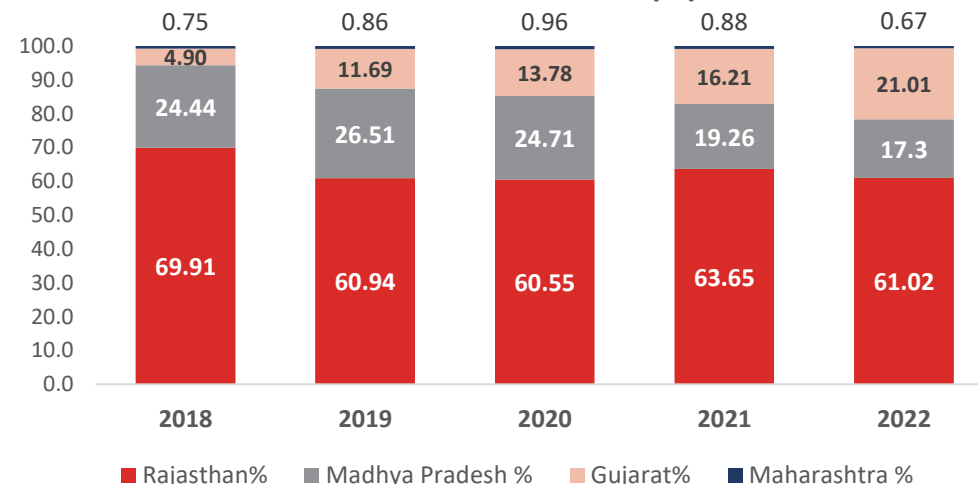
### Borrower Profile (%)



### Region Mix (%)



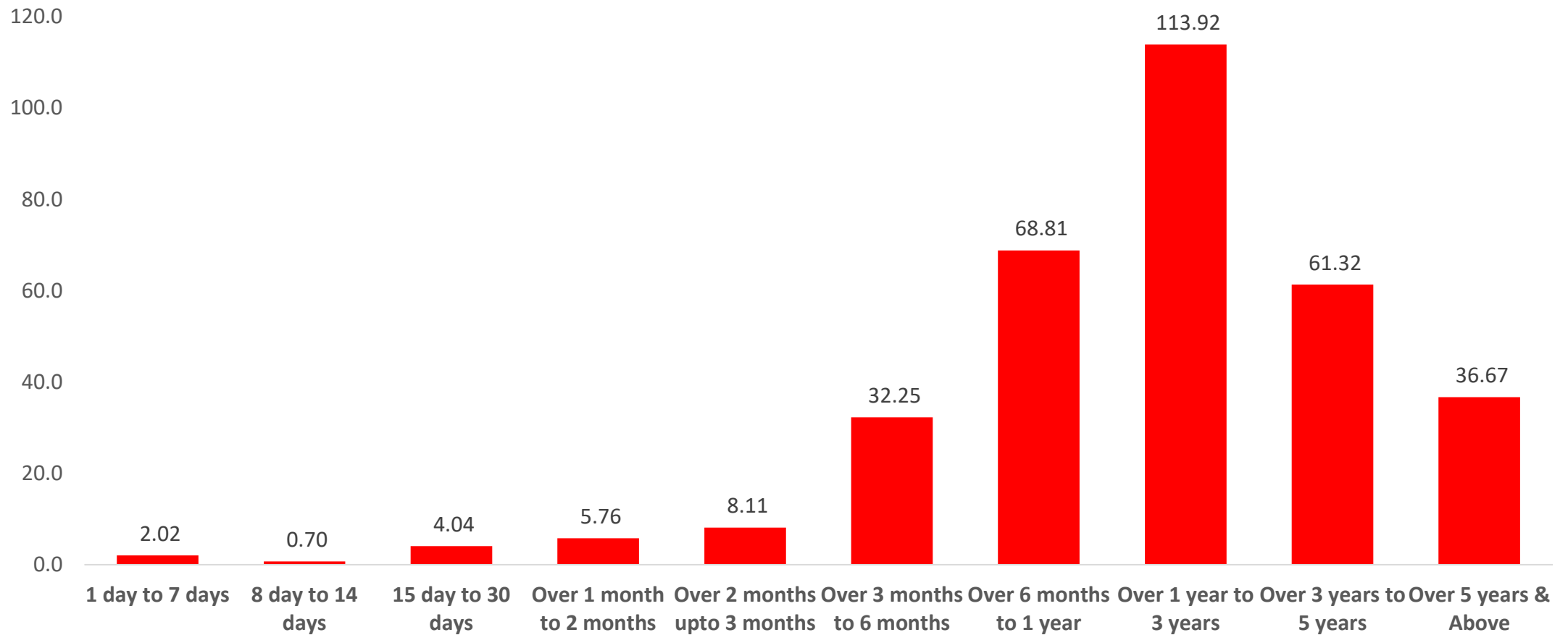
### State Wise Loan Mix (%)



# ALM PROFILE

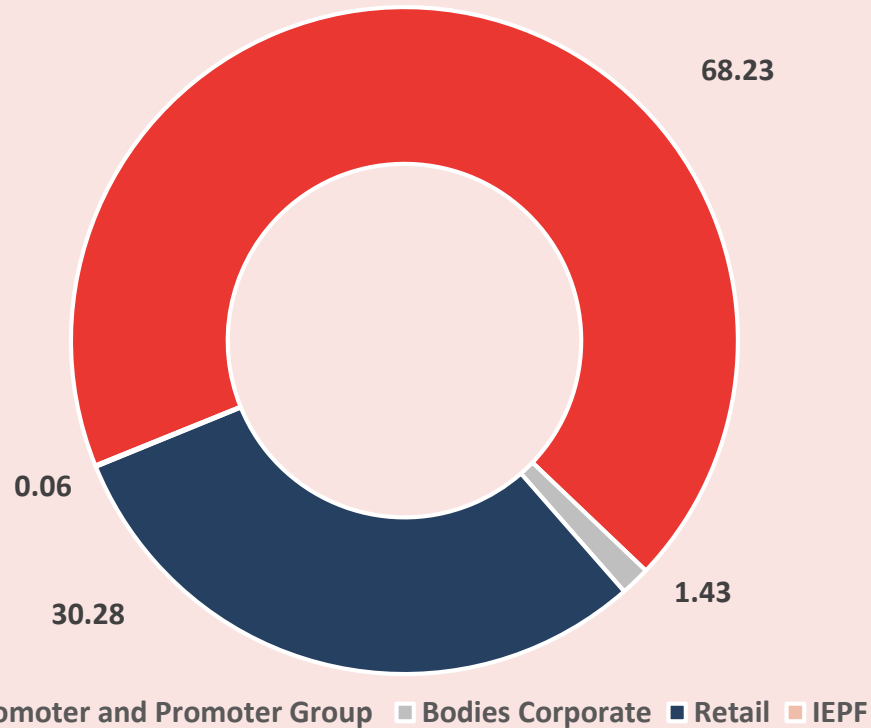
As on 31 December 2022

**Bank Borrowings + Market Borrowings Maturity Profile (Rs crore)**



# SHAREHOLDING

Shareholding Pattern as on 31<sup>st</sup> December 2022



**267 cr.**

Market Cap (INR)  
as on 31<sup>st</sup> December, 2022

**13.0 mn**

Shares Outstanding

**534680**

BSE Code

**SRHO:IN**

Bloomberg code



# THANK YOU

## **Investor Relations Contact**

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Investors Relations Consulting  
[info@kaptify.in](mailto:info@kaptify.in)  
+91-845 288 6099

## **Corporate Office**

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N.S. Phadke Marg, Near East West  
Flyover, Andheri (E), Mumbai,  
Maharashtra - 400069.

## **Head Office**

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Udaipur, Rajasthan 313001, India  
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