

REF: SCRIP ID- SRGHFL, SCRIP CODE-534680, ISIN NO - INE559N01010

Date: 13.02.2019

To,
Department of Corporate Services
BSE Limited
Mumbai- 400 001

Respected Sir/Ma'am,

Subject: Corporate Presentation - December, 2018

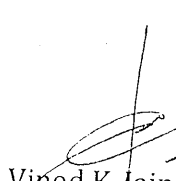
With reference to above, we hereby provide the Corporate Presentation of the Company for the Quarter ended December, 2018.

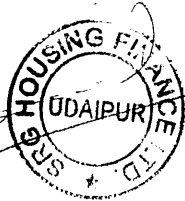
Please take the same on record and acknowledge the receipt.

Thanking You,

With Regards,

For SRG Housing Finance Limited


Vinod K. Jain
Managing Director
DIN: 00248843



SRG HOUSING FINANCE LIMITED

Q3FY19 PERFORMANCE HIGHLIGHTS

February 2019

सबके पास
अपना आवास



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.

Index

Result Highlights

4

Outlook

21

Annexure

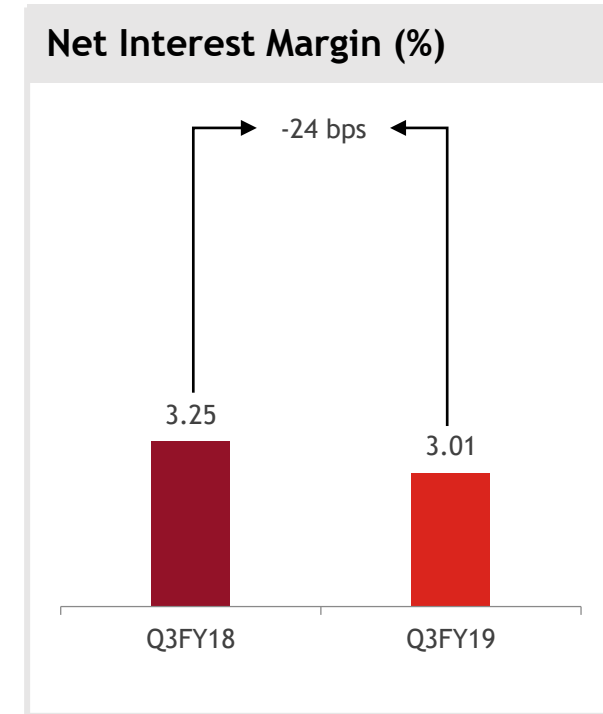
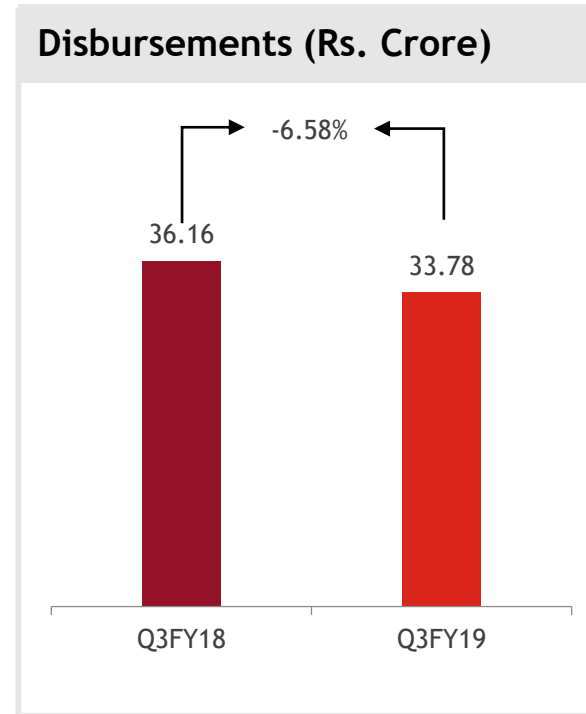
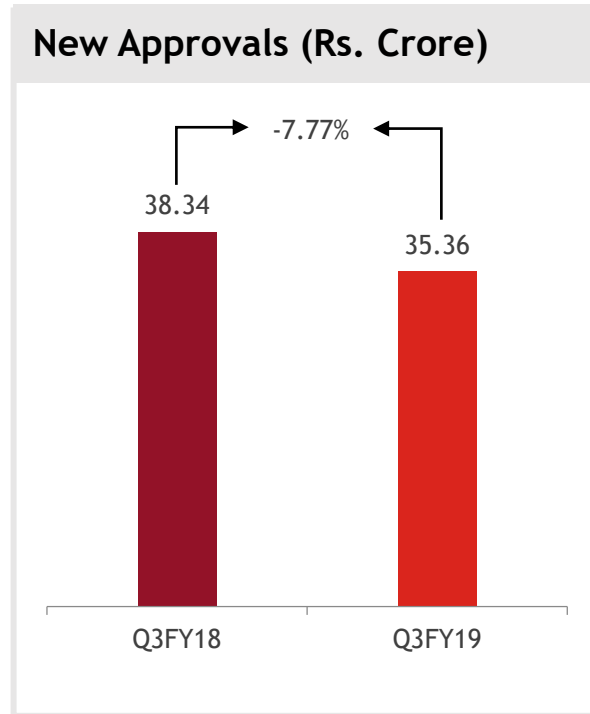
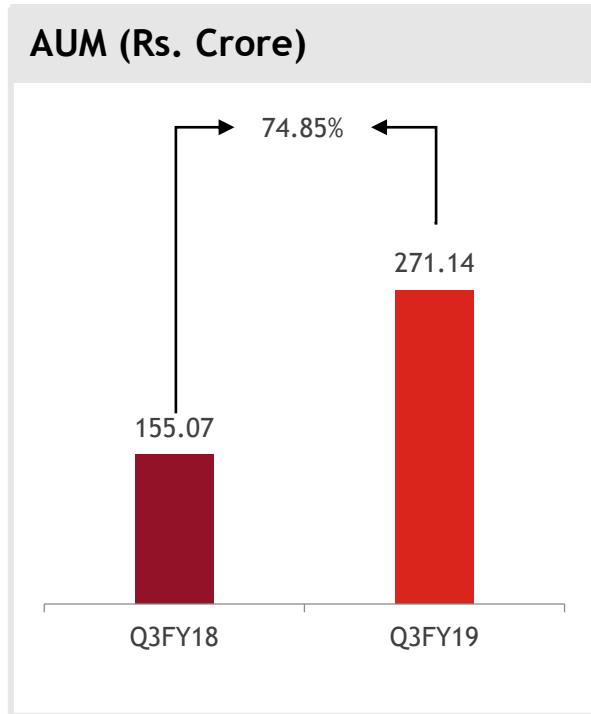
24



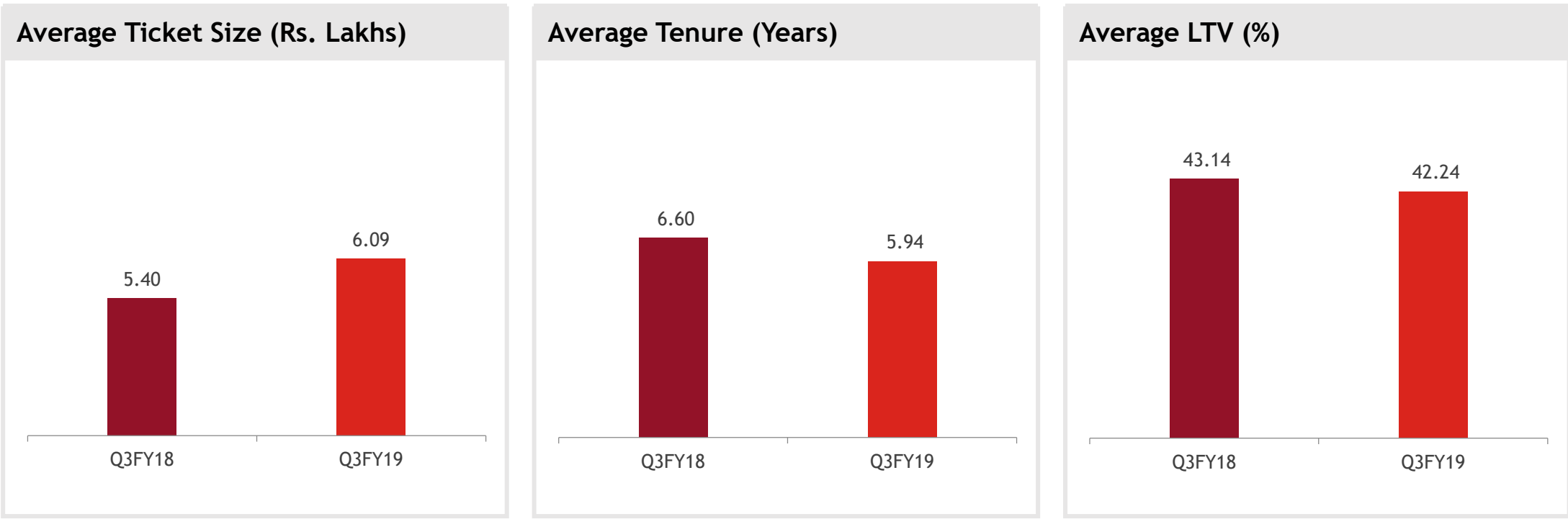
Result Highlights



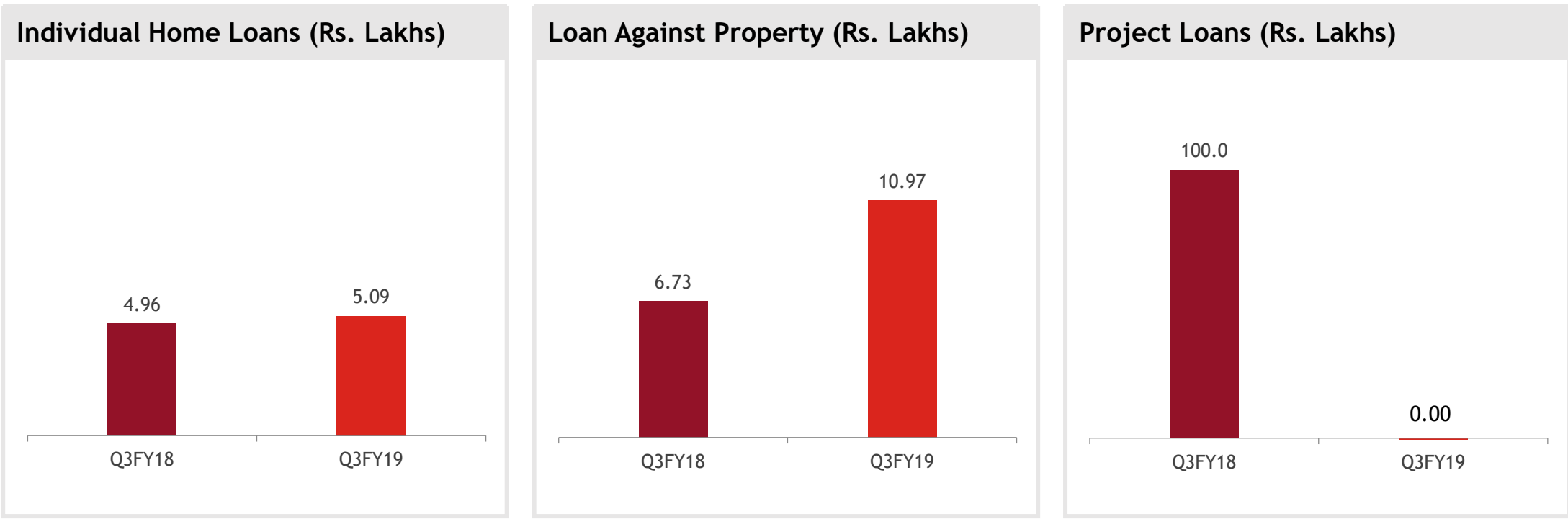
Q3FY19 Financial Highlights



Q3FY19 Financial Highlights

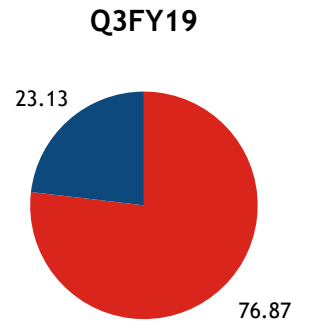
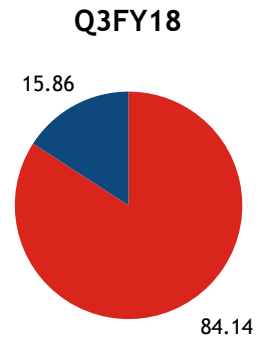


Average Ticket Size Mix



* For Q3FY19 The company has not disbursed any Project loans

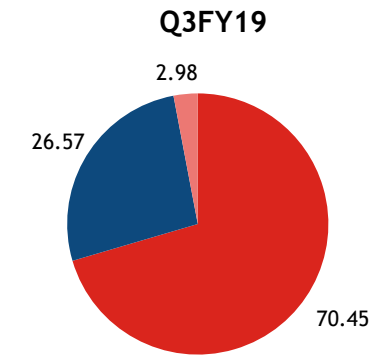
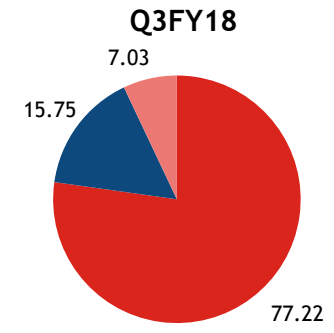
Business Profile & Mix



■ Self Employed (%) ■ Salaried (%)

■ Self Employed (%) ■ Salaried (%)

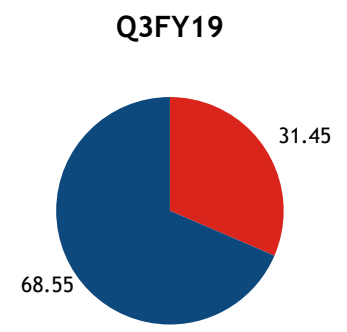
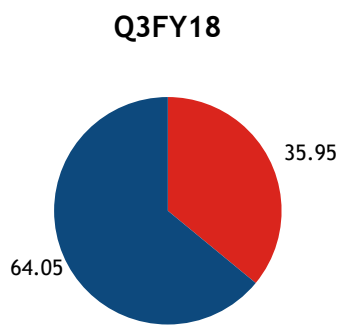
Customer Profile - Loan Book



■ Individual Home Loans (%) ■ LAP (%) ■ Project Loans (%)

■ Individual Home Loans (%) ■ LAP (%) ■ Project Loans (%)

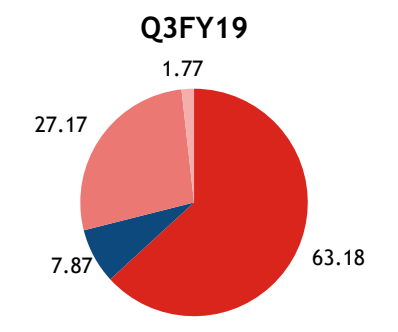
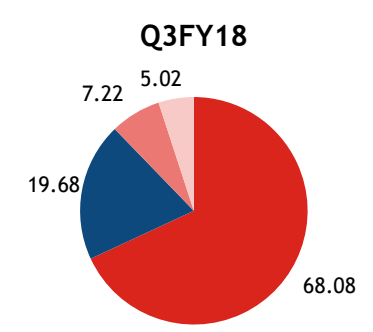
Loan Book



■ Direct Sales Agents (DSA) (%) ■ Employees (%)

■ Direct Sales Agents (DSA) (%) ■ Employees (%)

Business Origination

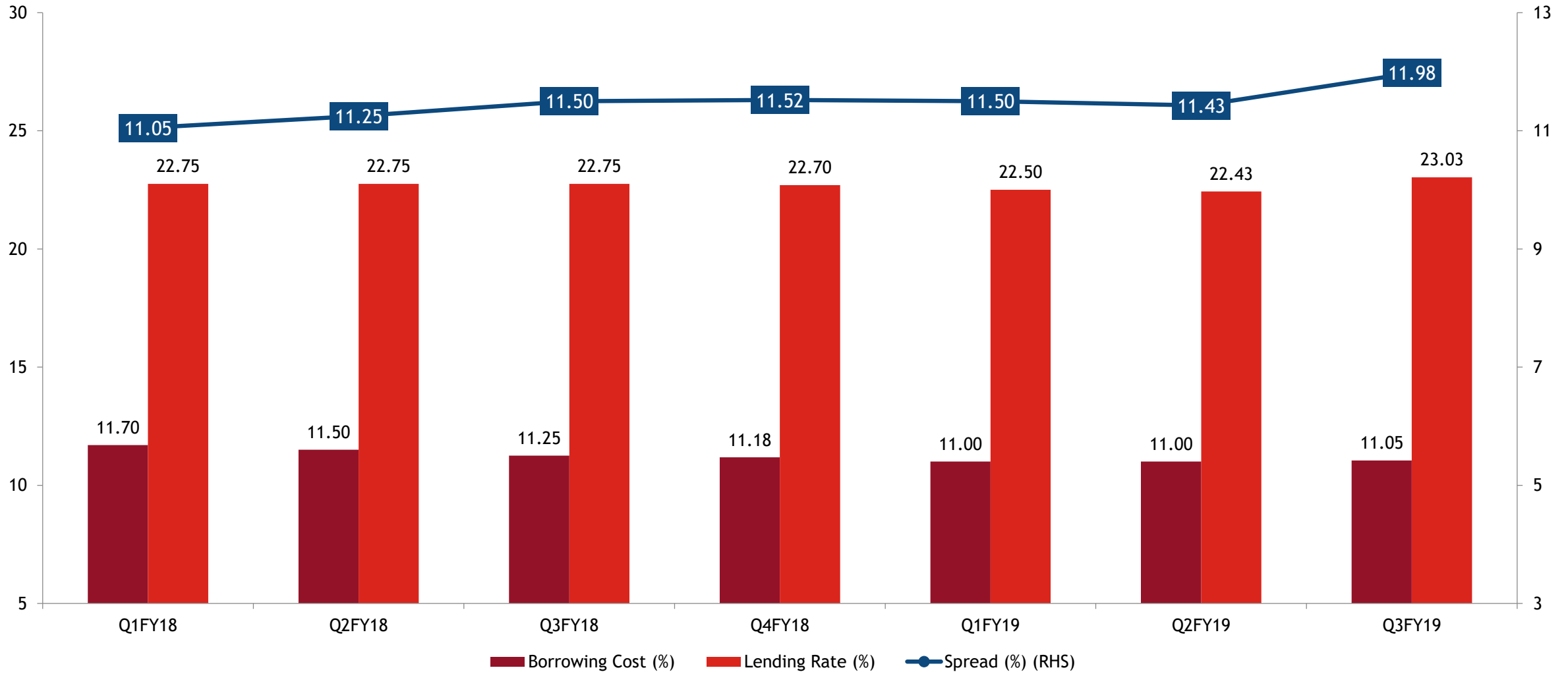


■ Banks (%) ■ NCD (%) ■ FI (%) ■ NHB (%)

■ Banks (%) ■ NCD (%) ■ FI (%) ■ NHB (%)

Borrowing Mix

Loan Spreads - Steady Over Last 8 Quarters



Financial Table



Rs. Crore	Q3FY19	Q3FY18	Change (%)	9MFY19	9MFY18	Change (%)
Interest Income	14.76	7.87	87.49	39.05	19.60	99.26
Financial Cost	6.10	2.86	113.34	16.23	7.40	119.37
Non Interest Income	1.37	1.55	-11.74	4.07	3.15	29.22
Operating Expenses	3.72	3.62	2.80	10.42	7.58	37.49
Depreciation	0.14	0.13	6.66	0.39	0.32	23.33
Profit Before Tax (PBT)	6.16	2.81	119.28	16.08	7.45	115.77
Taxes	1.37	0.51	169.07	4.22	2.07	103.86
Profit After Tax (PAT)	4.79	2.30	108.24	11.86	5.38	120.36
Earnings Per Share (EPS Rs.)	3.68	1.77	108.24	9.12	4.14	120.36

The Provisions for contingencies against Standard Assets and NPA has been routed through P&L statement and accordingly revised figures are reported.

Provision for contingencies routed through P&L



Rs. Crore	Q3FY19	Q3FY18	9MFY19	9MFY18
1. Amount before routing provision for contingencies through P&L				
Profit Before Tax (PBT)	6.56	3.13	17.58	8.25
Profit After Tax (PAT)	5.08	2.53	12.96	5.98
Earnings Per Share (EPS Rs.)	3.91	1.95	9.97	4.60
2. Amount after routing provision for contingencies through P&L				
Profit Before Tax (PBT)	6.16	2.81	16.08	7.46
Profit After Tax (PAT)	4.79	2.30	11.85	5.38
Earnings Per Share (EPS Rs.)	3.68	1.77	9.12	4.14
3. Net Impact				
Profit Before Tax (PBT)	-0.39	-0.32	-1.50	-0.79
Profit After Tax (PAT)	-0.29	-0.23	-1.11	-0.60
Earnings Per Share (EPS Rs.)	-0.23	-0.18	-0.85	-0.46

Profit & Loss Statement - Quarterly

Rs. Crore	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19	Q3FY19
Interest Income	5.35	6.38	7.87	9.92	11.57	12.73	14.76
Financial Cost	2.20	2.34	2.86	3.87	4.91	5.22	6.10
Non Interest Income	0.62	1.04	1.55	1.57	1.26	1.44	1.37
Operating Expenses	1.82	2.14	3.62	3.86	3.51	2.30	3.72
Depreciation	0.08	0.11	0.13	0.11	0.11	0.15	0.14
Profit Before Tax (PBT)	1.87	2.83	2.81	3.65	4.30	6.50	6.16
Taxes	0.63	0.93	0.51	0.96	1.19	1.87	1.37
Profit After Tax (PAT)	1.24	1.90	2.30	2.69	3.11	4.64	4.79

Key Metrics							
Net Interest Income (NII Rs. Crore)	3.15	4.04	5.01	6.05	6.66	7.51	8.65
Net Interest Margin (%)	2.84	3.24	3.25	3.14	2.87	2.92	3.01
Gross NPA (% AUM)	1.32	1.27	1.27	1.50	1.76	1.72	1.72
Net NPA (% AUM)	0.62	0.69	0.64	0.50	0.50	0.47	0.46
Return on Average Assets (RoAA %)	1.12	1.53	1.49	1.40	1.34	1.80	1.67
Return on Average Equity (RoAE %)	3.59	5.28	6.04	6.64	7.20	10.01	9.49
Earnings per share (EPS Rs.)	0.95	1.46	1.77	2.07	2.39	3.57	3.68
Cost to income Ratio (%)	50.40	44.29	57.16	52.10	45.71	27.34	38.52

The Provisions for contingencies against Standard Assets and NPA has been routed through P&L statement and accordingly revised figures are reported.

Extract of Liquidity Position till March 2019

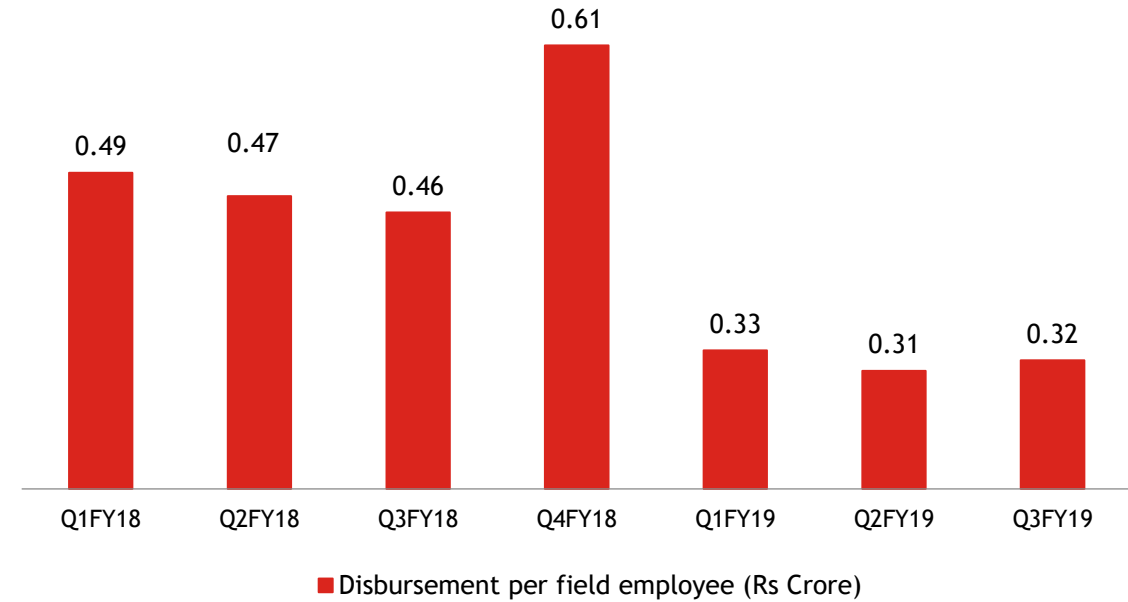
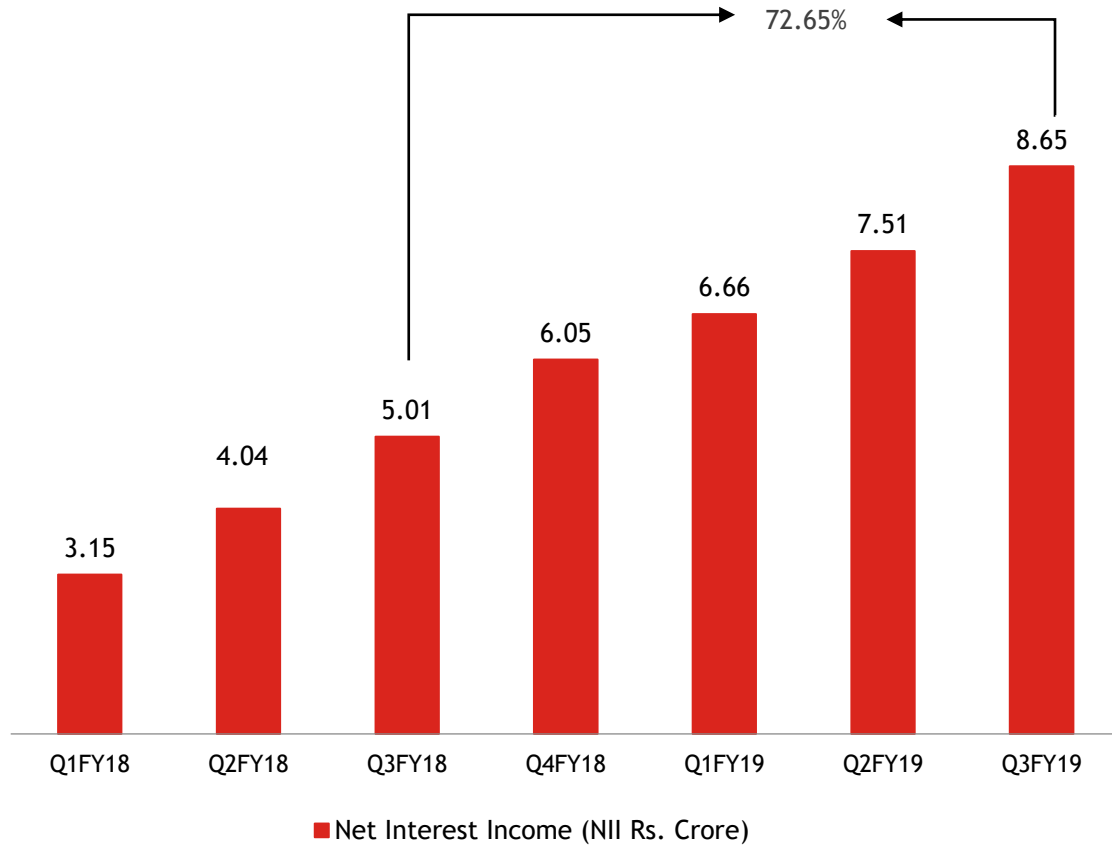


Particulars	Jan-19	Feb-19	Mar-19
Cash and Cash equivalents*	5.54	8.16	11.14
Current Investments	1.42	1.42	1.42
Inflows			
EMI / PEMI (excluding prepayments)	6.92	7.24	7.32
Total Inflows	13.88	16.82	19.88
Outflows			
Bank / FI Loans (Interest + Principal)	5.11	5.08	5.05
NCD (Interest + Principal)	0.61	0.60	0.58
Commercial Papers	0.00	0.00	0.00
Total Outflows	5.72	5.68	5.63
Surplus	8.16	11.14	14.25

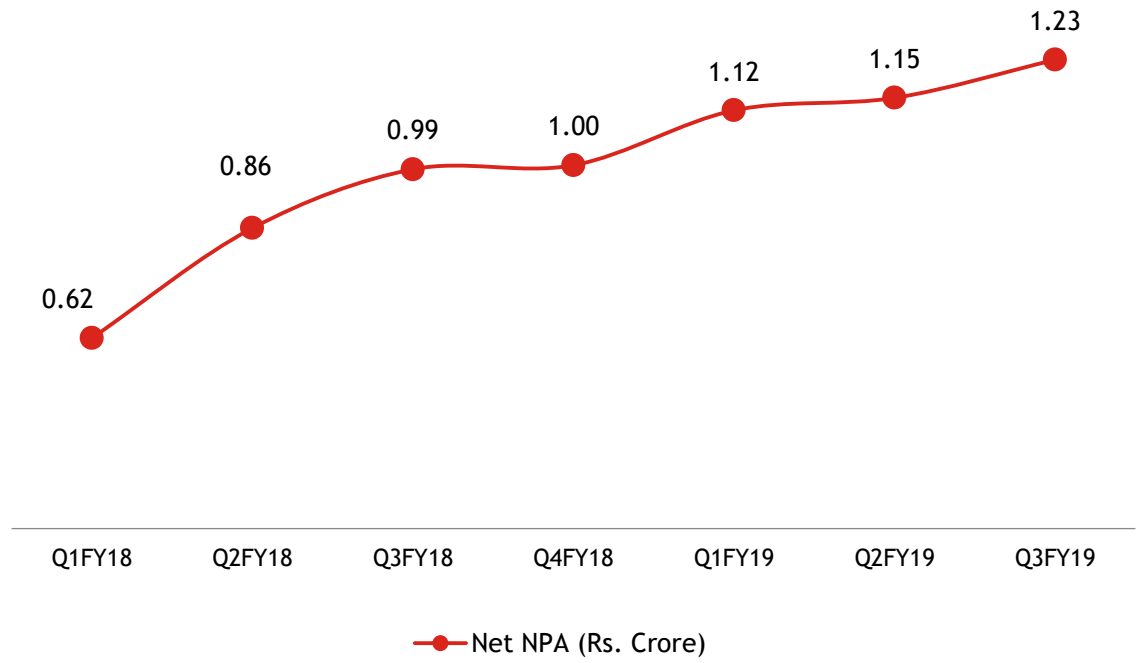
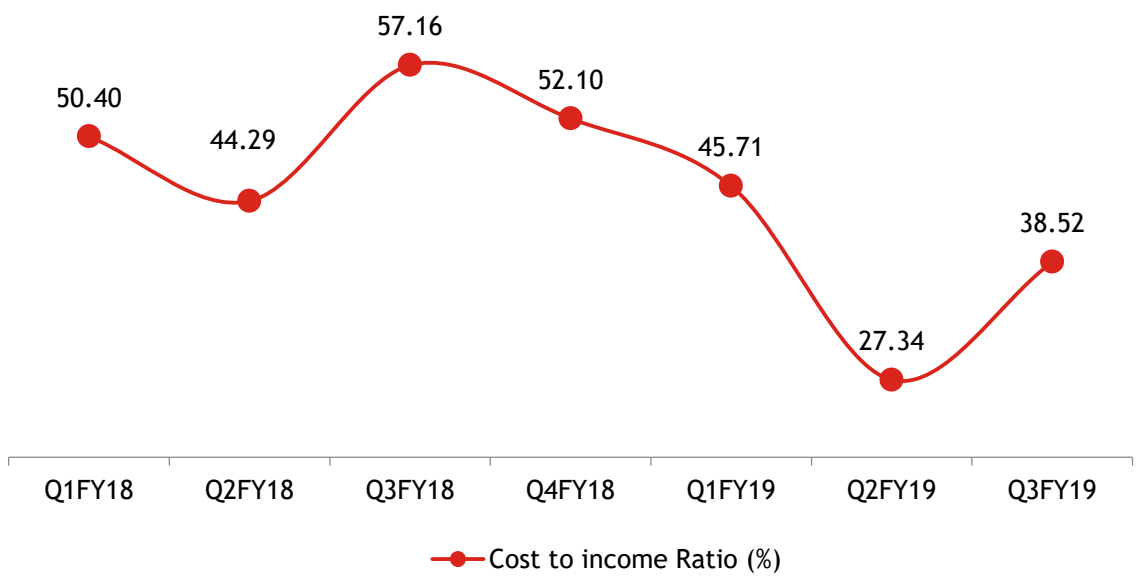
- Cash and cash equivalents does not includes FDR's amounting to Rs. 10.83 Cr. Pledged with Lenders.
- ^Undrawn bank loans amounting to Rs. 9.50 Crores

Liquidity to remain in surplus even without considering any resource mobilization

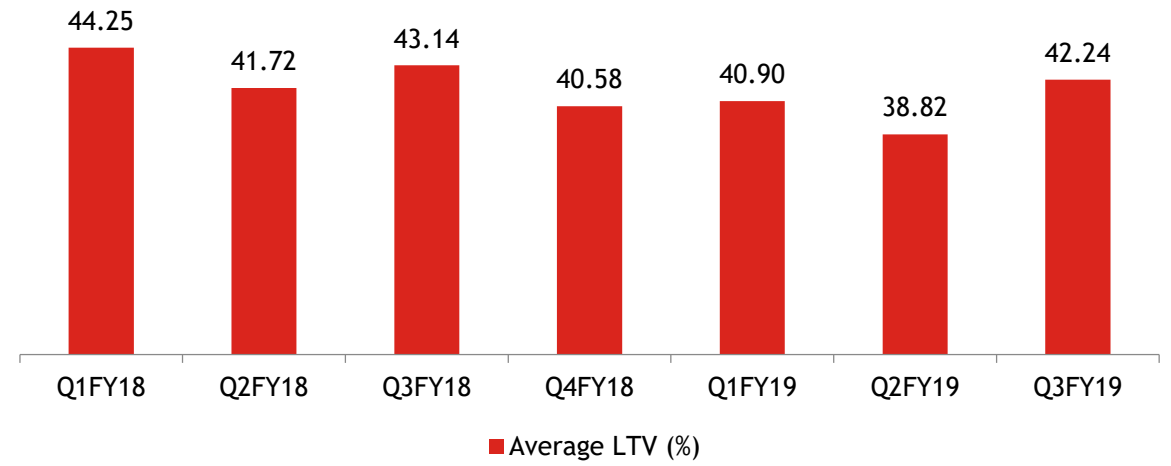
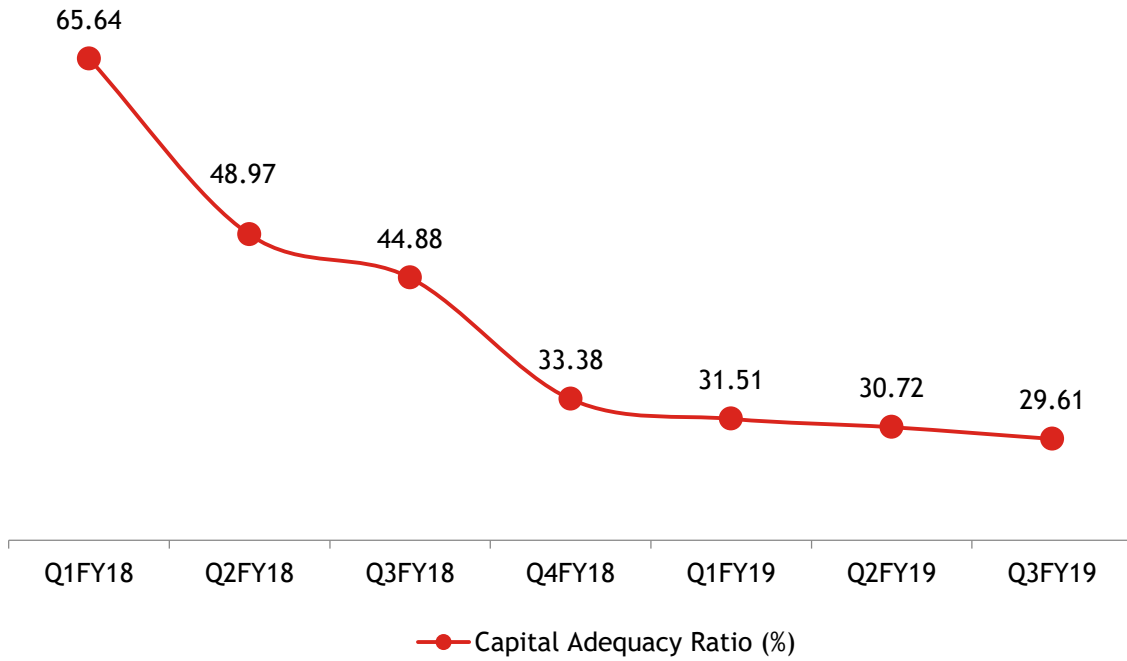
Net Interest Income On A Rise



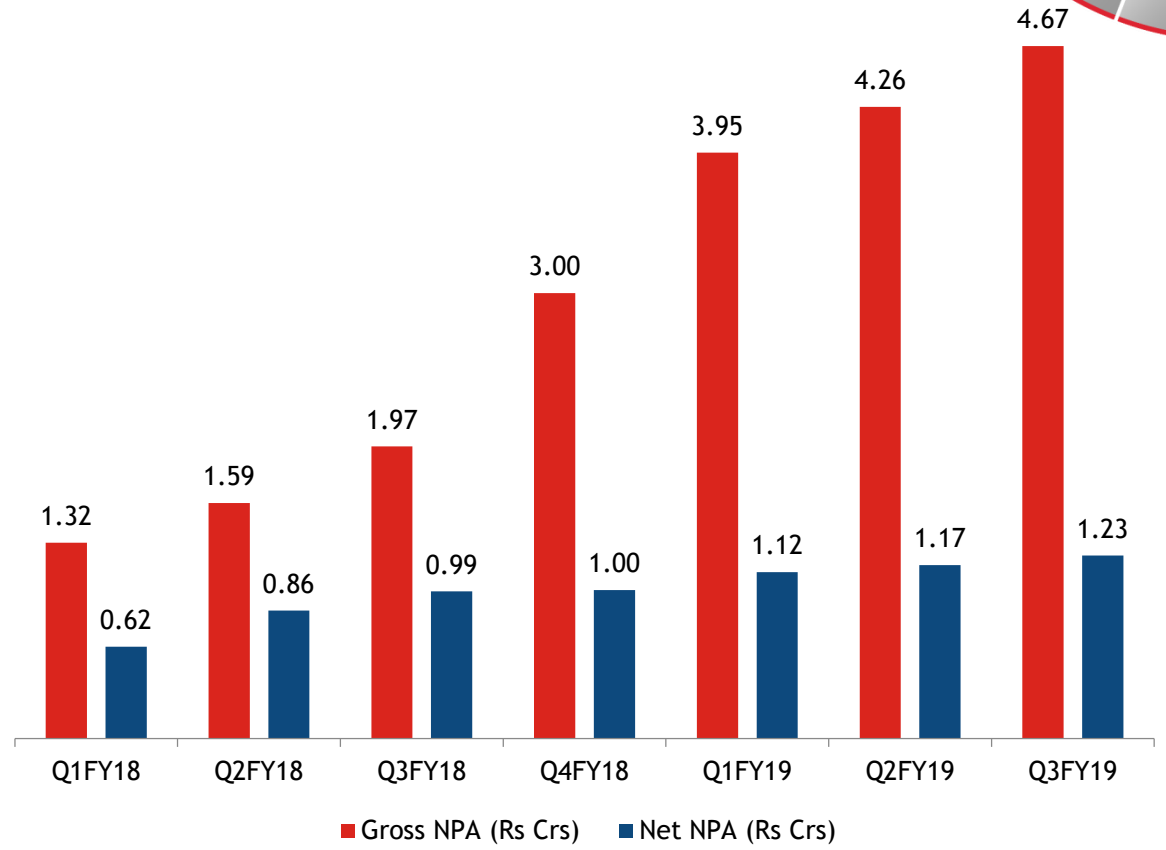
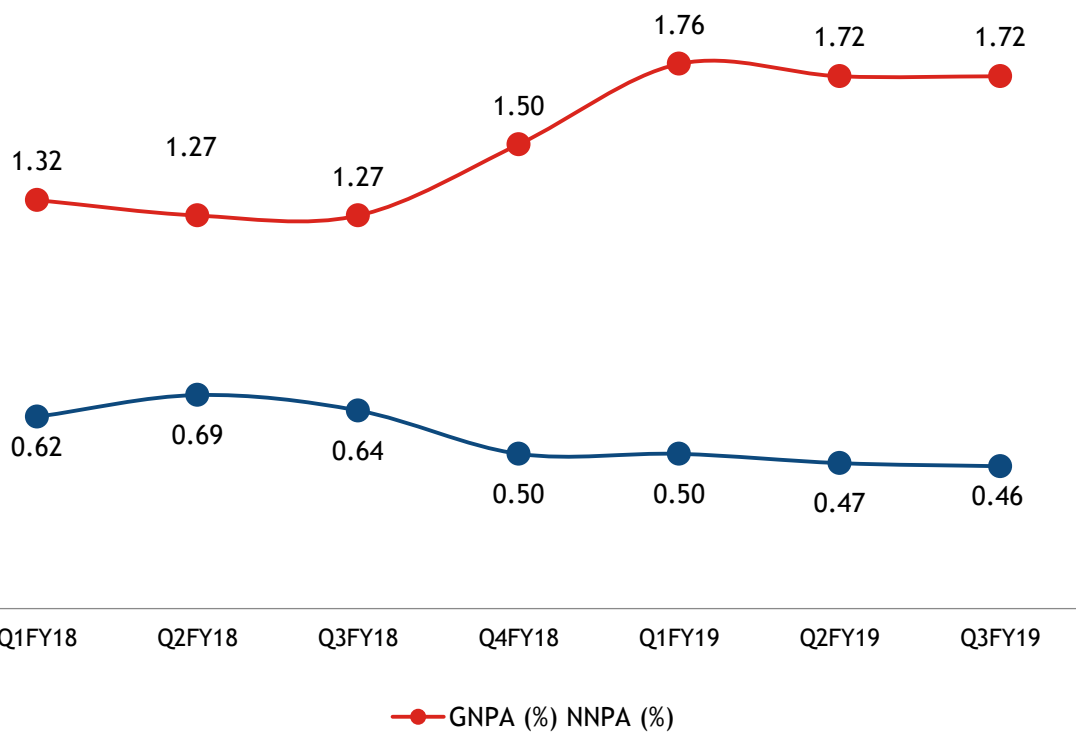
Cost Efficiencies & Net NPA's



Capital Adequacy Ratio & Average Loan To Value (LTV)



Net NPA is tapering



Our Business Presence



RAJASTHAN (16)

Banswara	Bhilwara	Jaipur
Sagwara	Aspur	Chittogarh
Salumber	Kota	Sumerpur
Rajsamand	Sirohi	Bijainagar
Udaipur	Jodhpur	Phalodi
Udaipur (H.O)		

MADHYA PRADESH (9)

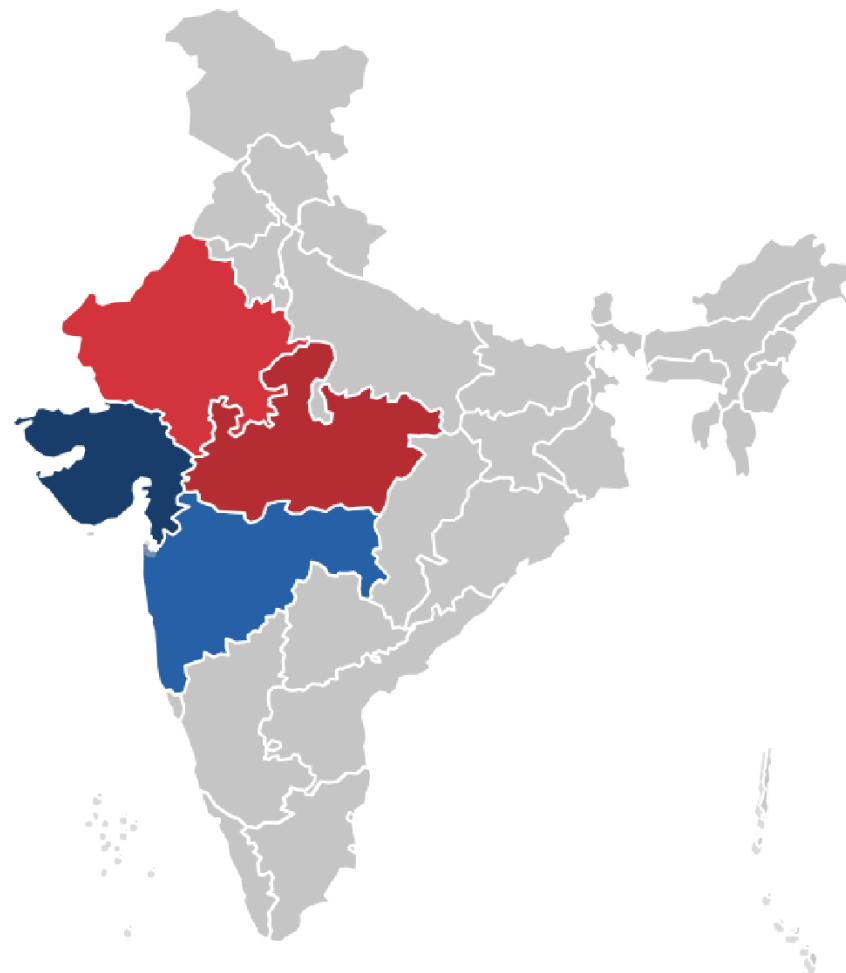
Mandsaur	Ratlam	Manasa
Neemuch	Shamgarh	Ujjain
Dhar	Ashta	Indore

GUJARAT (6)

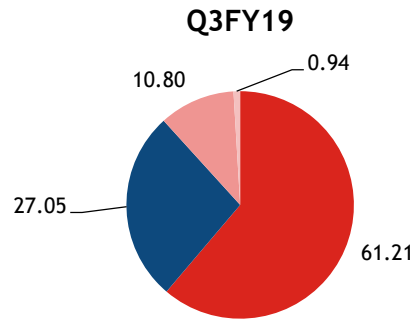
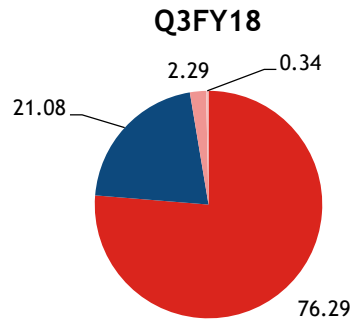
Ahemdabad	Surat	Vadodara
Palanpur	Mehsana	Nadiad

MAHARASHTRA (1)

Mumbai

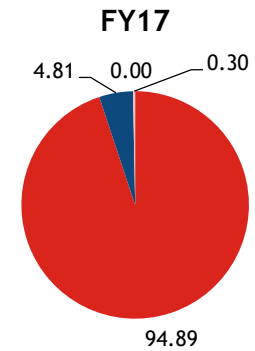


State-Wise Branches & Loan Portfolio

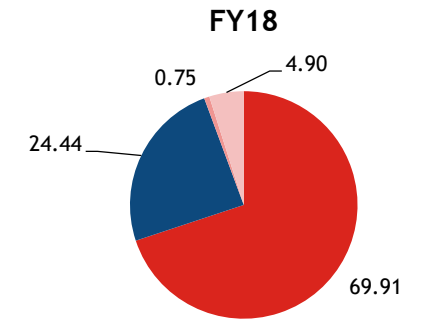


■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra

■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra



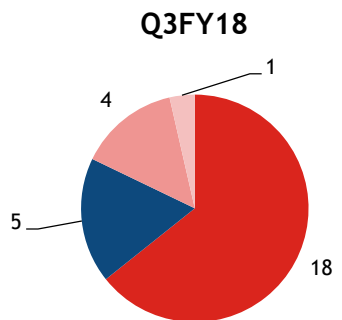
■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra



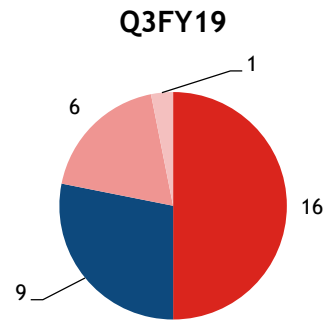
■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra

State-Wise Loan Book (%) - Quarterly

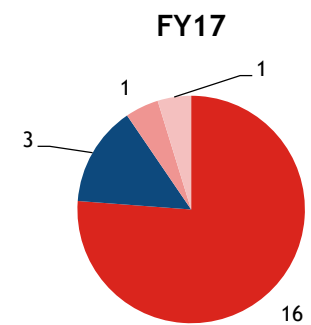
State-Wise Loan Book (%) - Annual



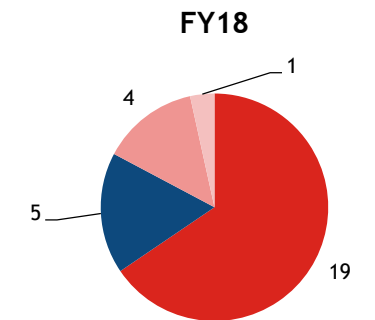
■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra



■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra



■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra

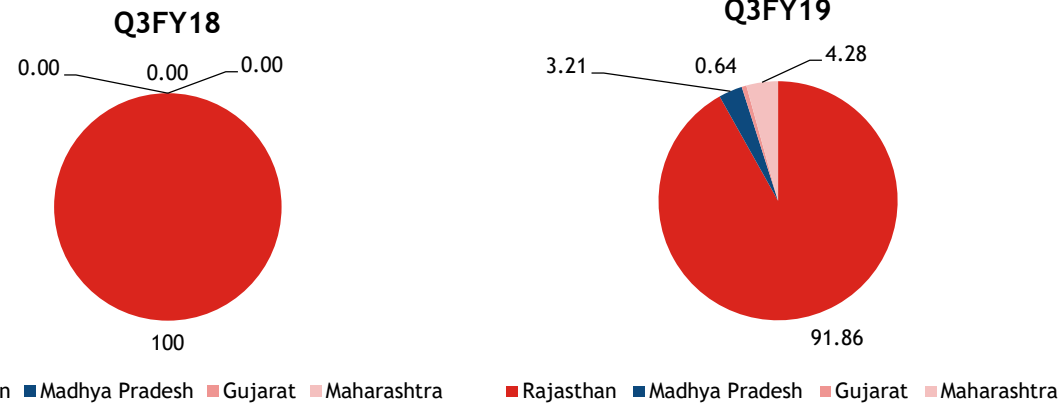


■ Rajasthan ■ Madhya Pradesh ■ Gujarat ■ Maharashtra

State-Wise Branches - Quarterly

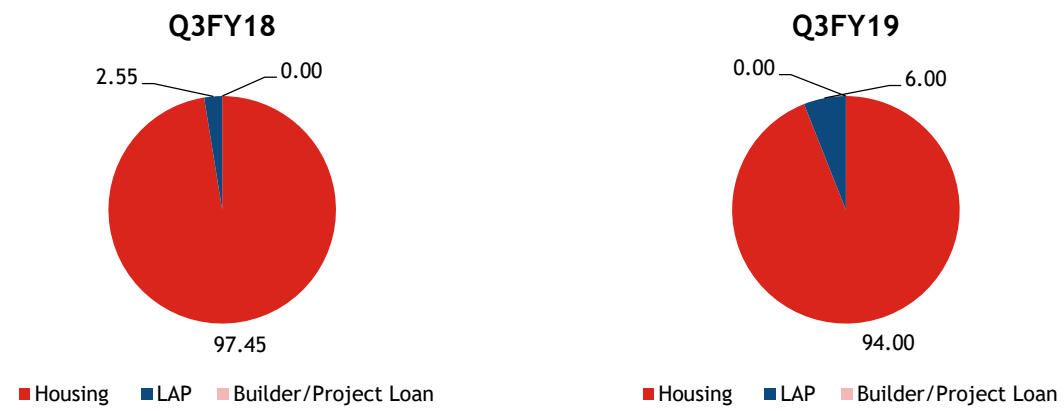
State-Wise Branches - Annual

State, Segment & Product-Wise NPA



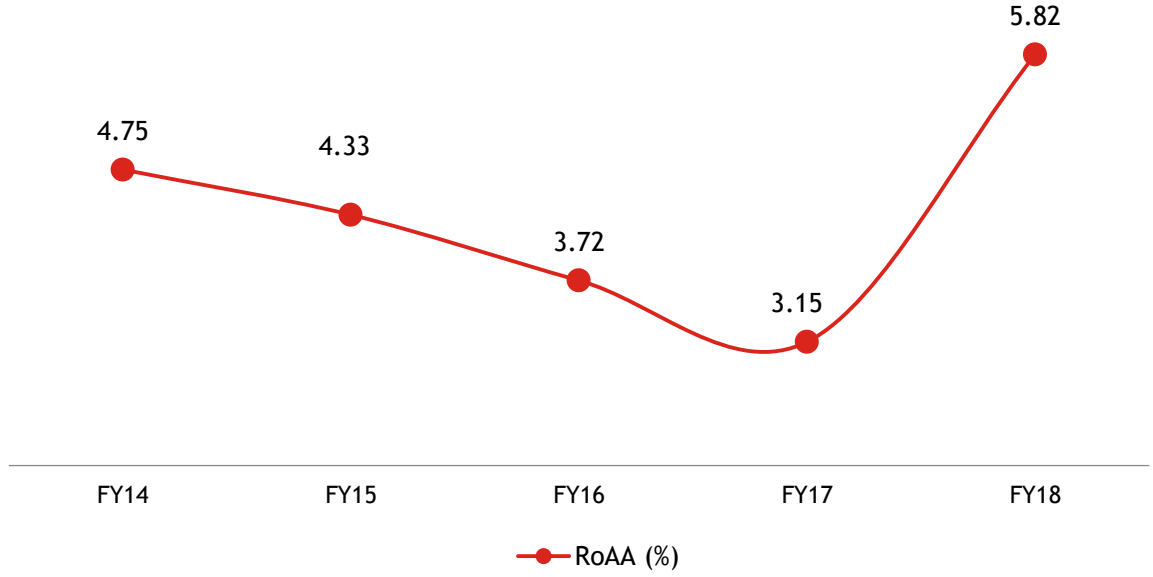
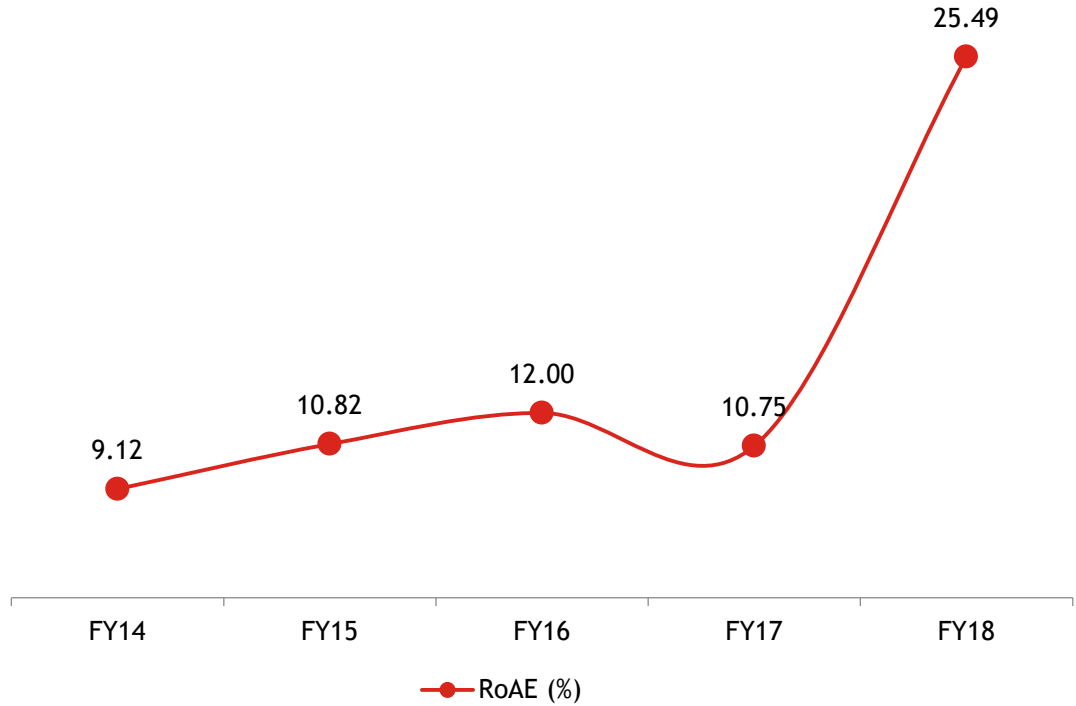
State-Wise NPA (%) - Quarterly

Segment-Wise NPA (%)



Product-Wise NPA (%) - Quarterly

Strong improvement return profile



Profit & Loss Statement - Audited



Rs. Crore	FY14	FY15	FY16	FY17	FY18
Interest Income	4.74	6.84	10.2	14.04	29.39
Financial Cost	1.33	2.39	4.04	5.74	11.27
Non Interest Income	0.00	0.03	0.05	0.51	4.87
Operating Expenses	1.66	2.13	3.35	4.47	9.35
Depreciation	0.05	0.07	0.08	0.31	0.44
Profit Before Tax (PBT)	1.69	2.26	2.76	4.02	13.19
Taxes	0.50	0.73	0.90	1.32	3.58
Profit After Tax (PAT)	1.19	1.53	1.86	2.71	9.62

Key Financial Ratios					
Net Interest Income (NII Rs. Crore)	3.41	4.45	6.17	8.30	18.12
Net Interest Margin (%)	13.58	12.55	12.30	9.67	10.97
AUM (Rs. Crore)	26.40	38.68	53.28	81.83	200.28
New Approvals (Rs. Crore)	17.18	30.13	27.07	51.53	145.96
Disbursements (Rs. Crore)	16.11	25.39	27.31	47.37	142.82
Borrowing Cost (%)	12.90	13.15	13.15	11.61	10.56
Lending Rate (%)	23.67	23.15	23.23	22.58	22.08
Spread (%)	10.77	10.00	10.08	10.97	11.52
Cost/Income Ratio (%)	50.14	49.33	55.23	53.44	42.78
Gross NPA (% AUM)	0.96	1.04	1.01	1.57	1.50
NNPA (% AUM)	0.73	0.76	0.70	1.21	0.50
Return on Average Assets (RoAA %)	4.75	4.33	3.72	3.15	5.82
Return on Average Equity (RoAE %)	9.12	10.80	12.00	10.75	25.49
Earnings per share (EPS Rs.)	1.48	1.43	1.65	2.38	7.40

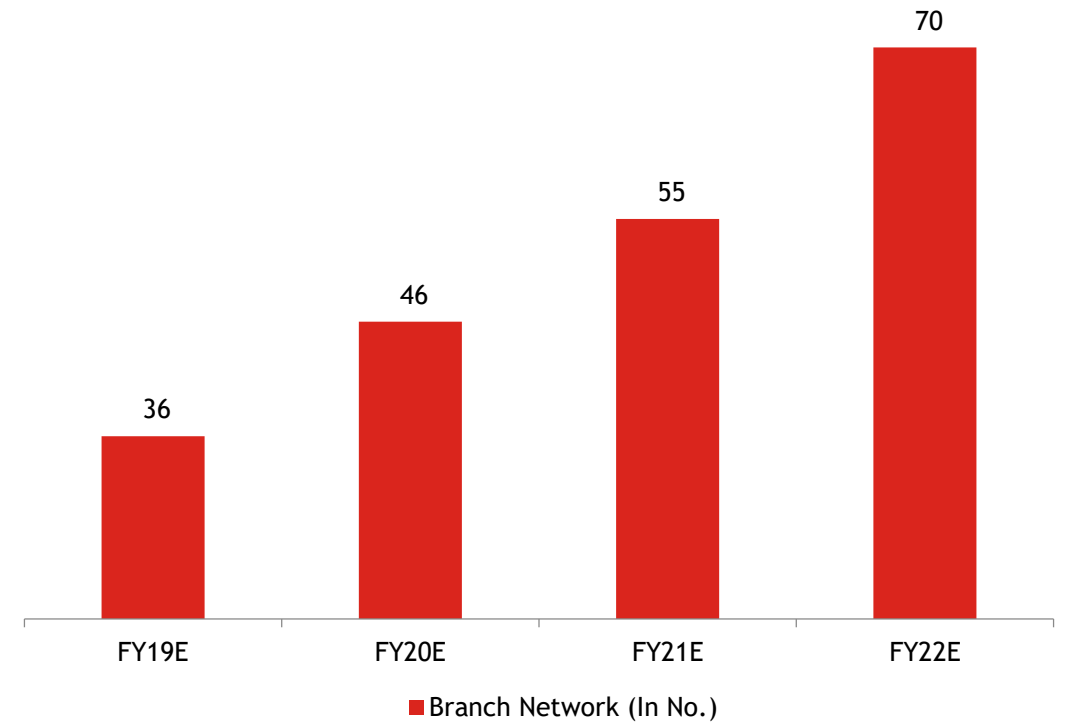
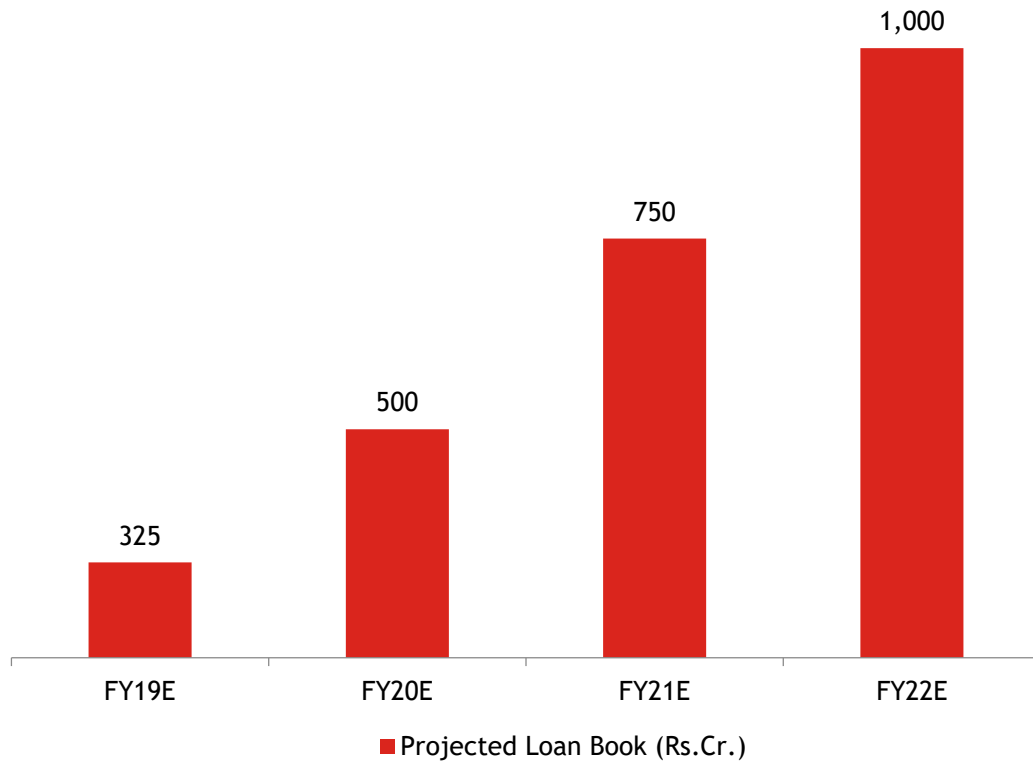
Balance Sheet - Audited



Rs. Crore	FY14	FY15	FY16	FY17	FY18
Assets					
Loans	26.40	38.68	53.28	81.83	200.28
Total Investments	0.00	0.00	0.84	0.32	0.42
Other Assets	3.56	2.23	5.23	30.30	17.04
Total Assets	29.96	40.91	59.35	112.45	217.74
Equity & Liabilities					
Shareholders' Funds	13.68	14.71	16.40	33.97	41.50
Borrowings	15.52	24.89	41.29	75.04	166.96
Liabilities & Provisions	0.76	1.31	1.66	3.44	9.28
Total Equity & Liabilities	29.96	40.91	59.35	112.45	217.74
Productivity Ratios					
Number of Employees	19	18	35	55	140
Nos of Branches	9	9	15	19	29
Profit Per Employee (Rs. Crore)	0.06	0.09	0.05	0.05	0.07
Asset Per Employee (Rs. Crore)	1.39	2.15	1.52	1.49	1.43
Financial Metrics					
Pre-Tax ROAA (%)	6.76	6.40	5.52	4.69	7.99
Post-Tax ROAA (%)	4.75	4.33	3.72	3.15	5.82
Return on Average Equity (ROAE %)	9.12	10.80	12.00	10.75	25.49
Capital Adequacy Ratio (%)	61.30	50.34	49.91	72.71	33.38



Outlook



Targeting 5x AUM growth and 2x branch network growth



Strong levers in place

- The geographical expansion is on track, targeting to 36 branches by FY19E vs. 29 branches in FY18
- One of the very few housing finance companies to maintain positive ALM on yearly, quarterly and monthly repayments
- The recent occurrence of unforeseen events among HFC's has dented the investors confidence towards management's credibility and the liquidity issues. Your company wishes to address to each one of our investors that liquidity practices continues to remain robust and prudent and the business strategies laid out are on track to achieve a strong and sustainable growth in the near term.
- Fund raise plan postponed till elections given the current market and industry conditions
- The demand for houses in rural exceeds the supply, widening the shortage as housing constructions targets are unmet
- Leveraging technology like ERP to enhance operations thus reducing turnaround time from loan origination to documentation, disbursement, etc.
- Initiated project SRG SRAJAN for revamping systems and processes

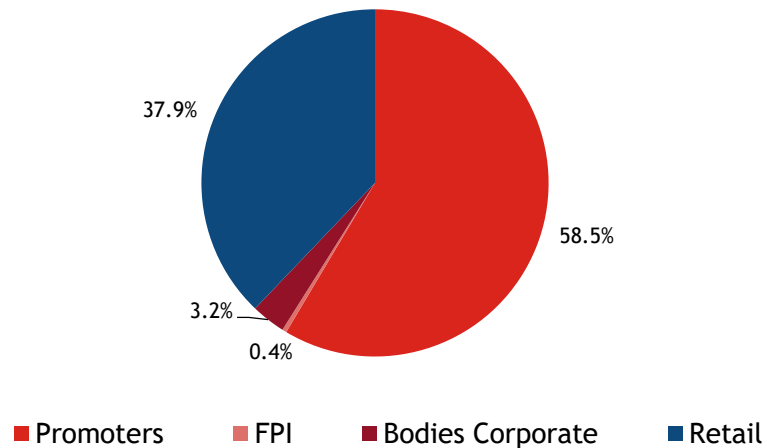


Annexure

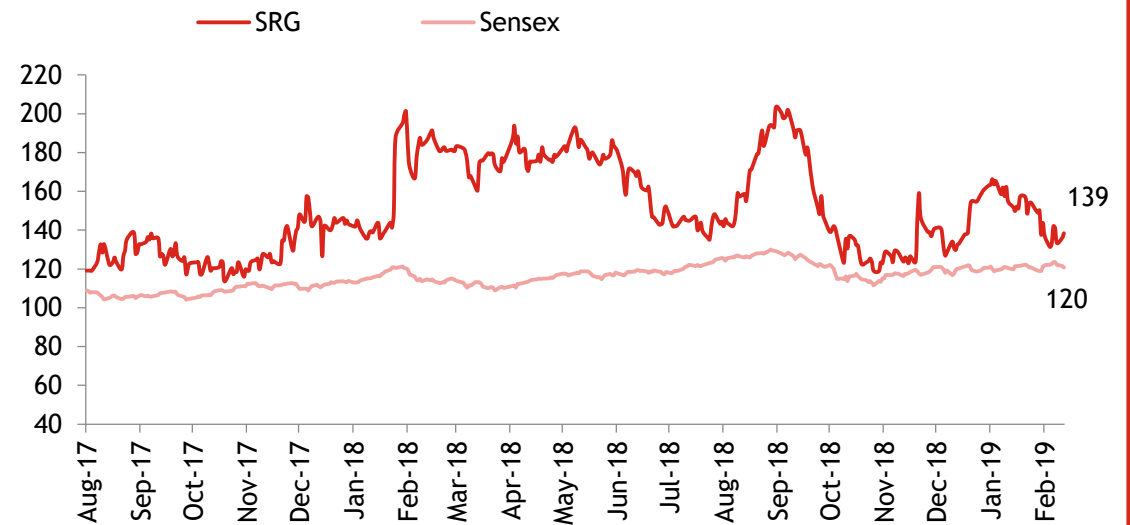
Stock information

- Market cap (INR) - 292.6 Crore (As on 13th Feb 19)
- Shares outstanding - 13.0 mn (As on 31st Dec 2018)
- BSE code: 534680
- Bloomberg code: 0596730D:IN

Shareholding Pattern as on 31st Dec 2018



Relative Stock Price Vs Sensex



As on 13th February 2019

Contact Us



Investor Relations Contact

Ms. Sunaina Nagar (Chief Investor Relations Officer)
sunaina@srggroup.net
+91-22-62215307

Corporate Office

1046, 10th Floor, Hubtown Solaris, N.S. Phadke
Marg, Near East West Flyover, Andheri (E),
Mumbai, Maharashtra - 400 069.

Registered Office

321, S.M. Lodha Complex, Near Shastri Circle,
Udaipur, Rajasthan, 313001.
CIN No: L65922RJ1999PLC015440
www.srghousing.com
info@srghousing.com
+91-0294-2561882 / 2412609