

**SCRIP NAME: SRGHFL; SCRIP CODE: 534680; ISIN NO: INE559N01010**

November 15, 2022

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

Respected Sir/Madam,

**Subject: Investor Presentation- September 2022**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby provide the Investor Presentation (Performance Highlights) for the quarter and half year ended Sep 30, 2022.

The investor presentation is also made is also made available on Company's website [www.srghousing.com](http://www.srghousing.com).

Kindly take the same on record.

Thanking You,

With Regards,

Yours faithfully,  
For SRG Housing Finance Limited

Divya Kothari  
Company Secretary  
M No: A57307

***Encl:- as above.***

# SRG HOUSING FINANCE LIMITED

## Q2FY23 PERFORMANCE HIGHLIGHTS

For Quarter ended September 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 370 crore as on 30 September 2022  
Strong jump of Rs 21 cr in Q2FY23 over Q1FY23**

**Best in class NIMs (12.74%)**

**Focused on small ticket loans (ATL: Rs 6-8 lacs) and  
low LTV (40-41%)**

**Focus on branch expansion from 37 branches in Mar'22  
to 62 braches as on 30 Sep'22**

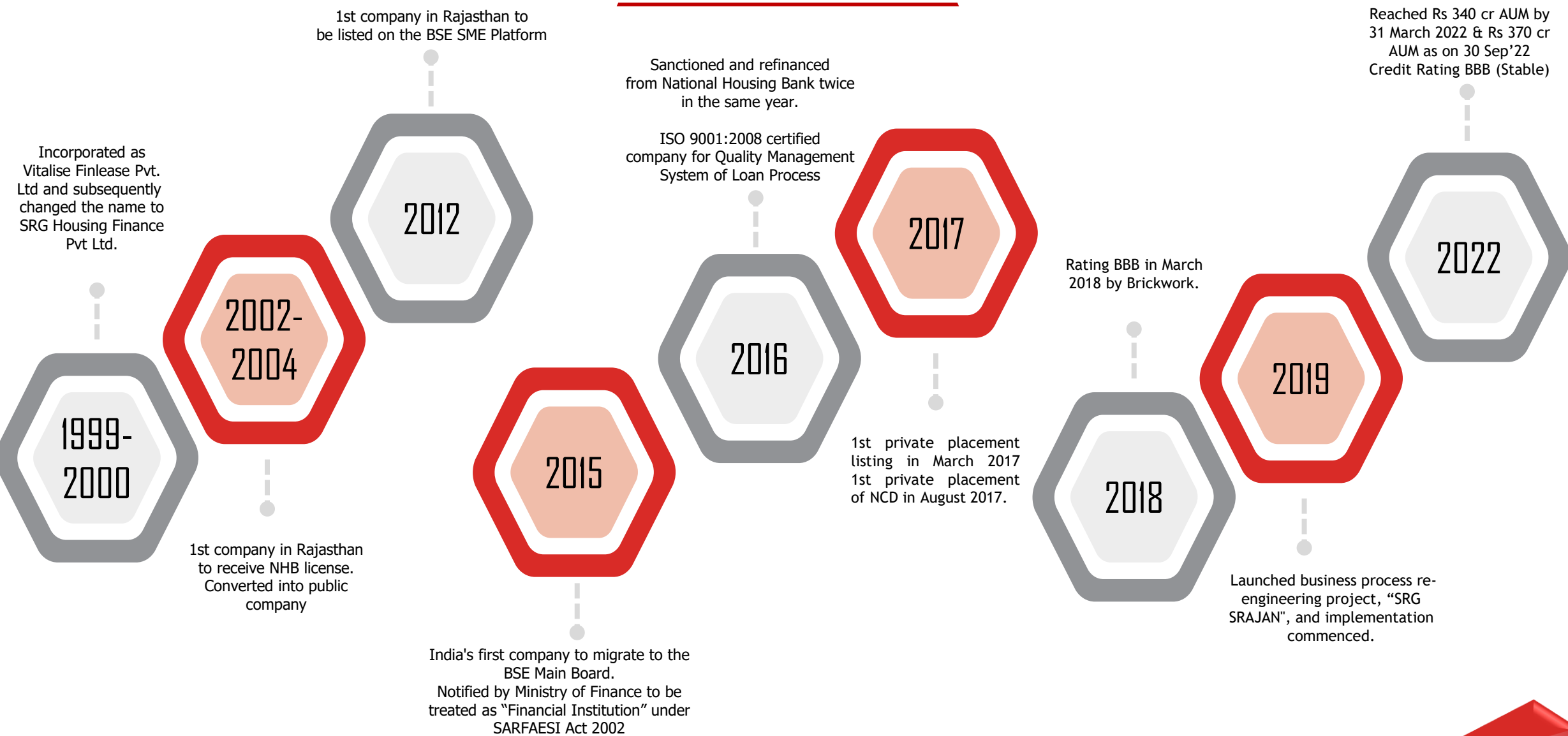
**Company is focused on achieving Rs 500 cr AUM over  
the next 12 month with sustainable business metrics**

## 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.370 crore as on 30 Septmeber 2022.

# OUR JOURNEY



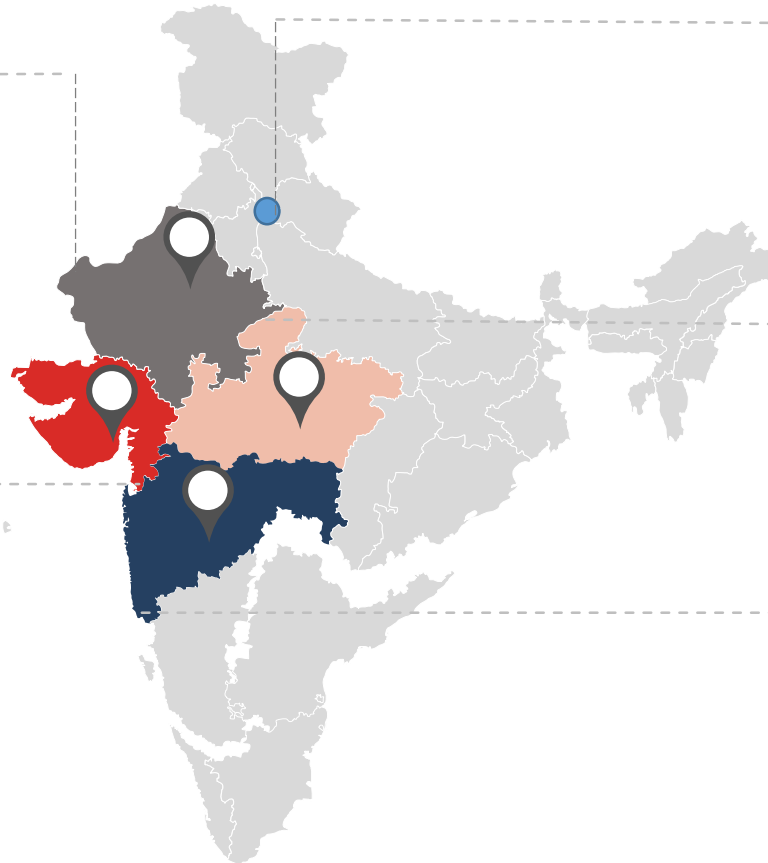
# OUR NETWORK

## 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 (18 branches)

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

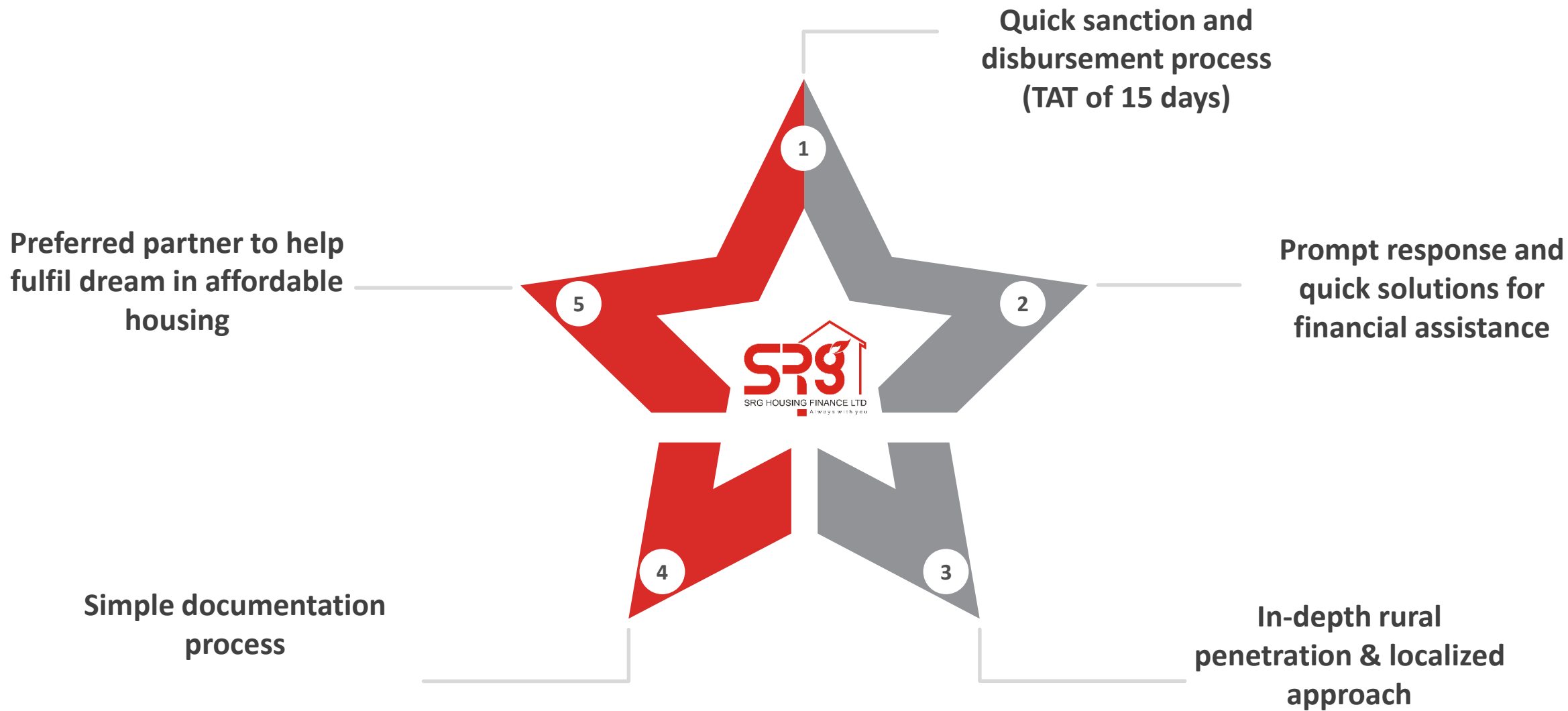
## Maharashtra (corporate office)

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

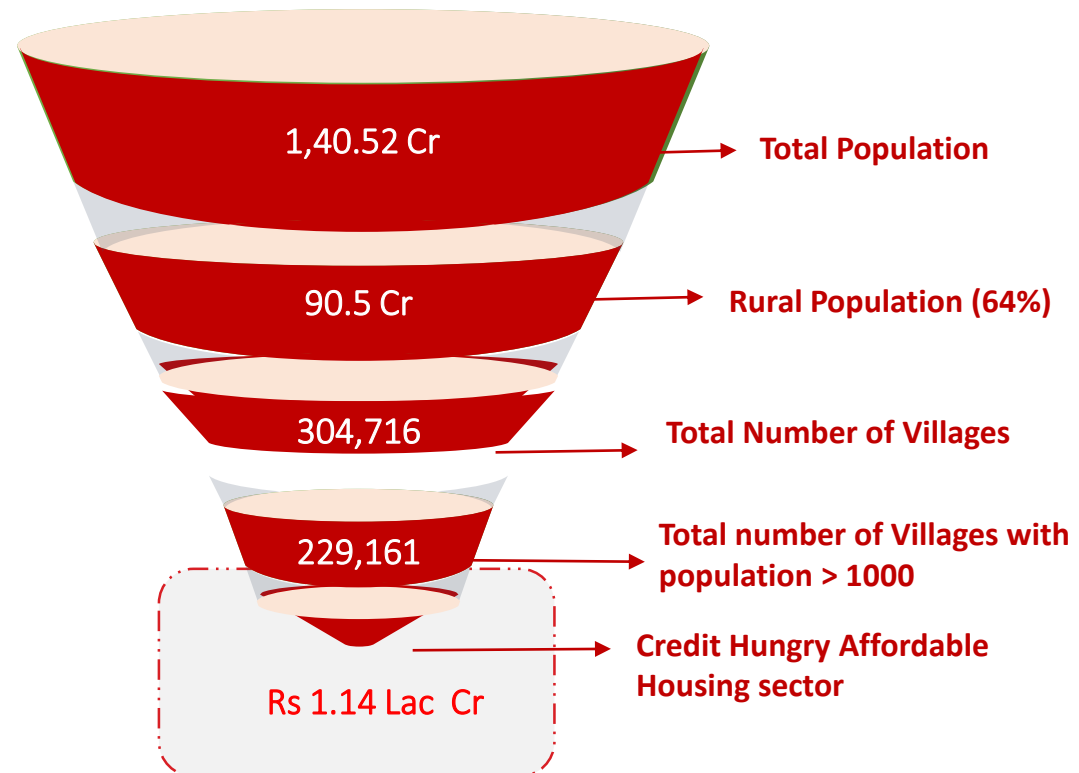
## The Solution – SRG Housing Finance

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

## The Target Segment

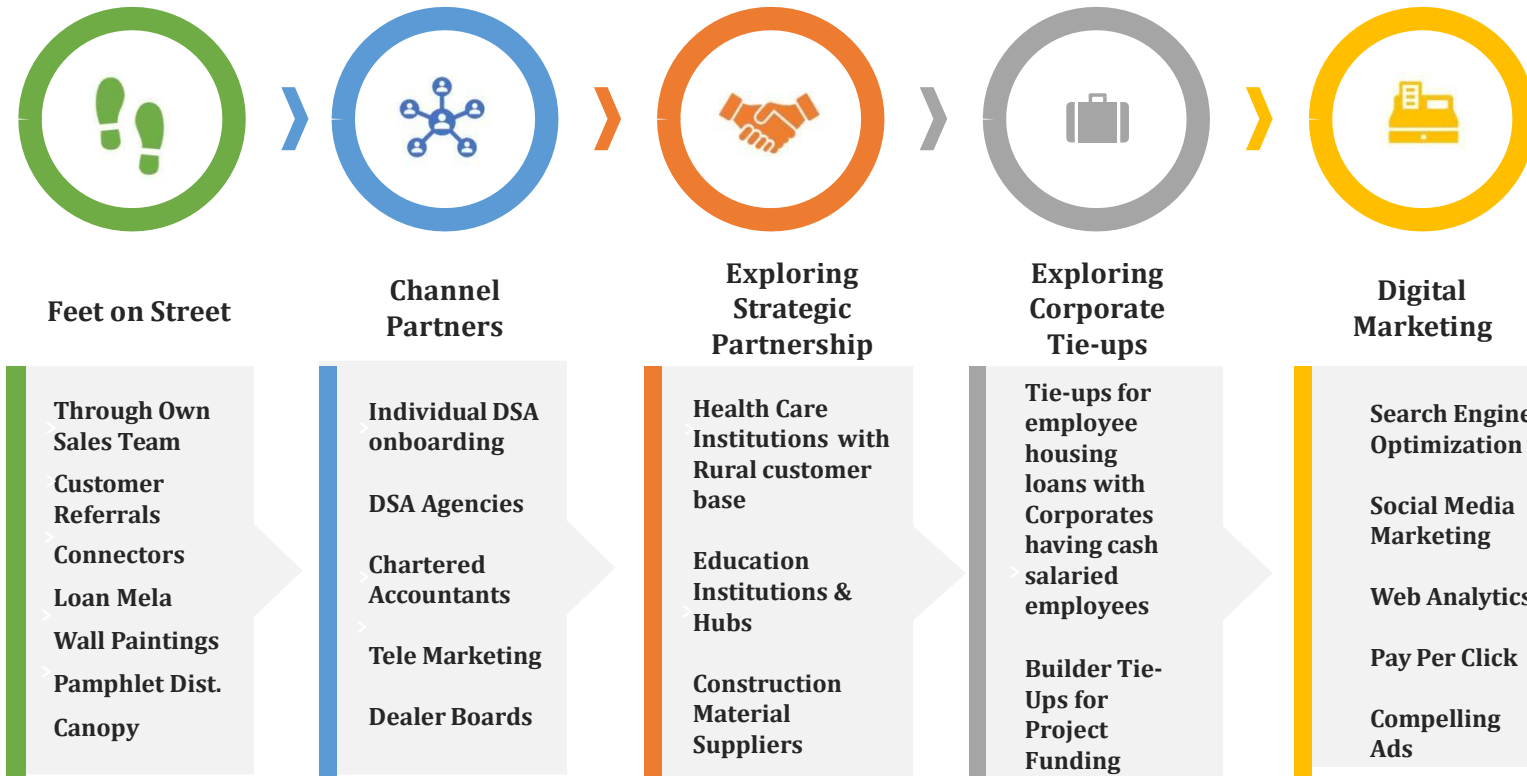
Population in Rural India who are credit hungry with the following characteristics:

- 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

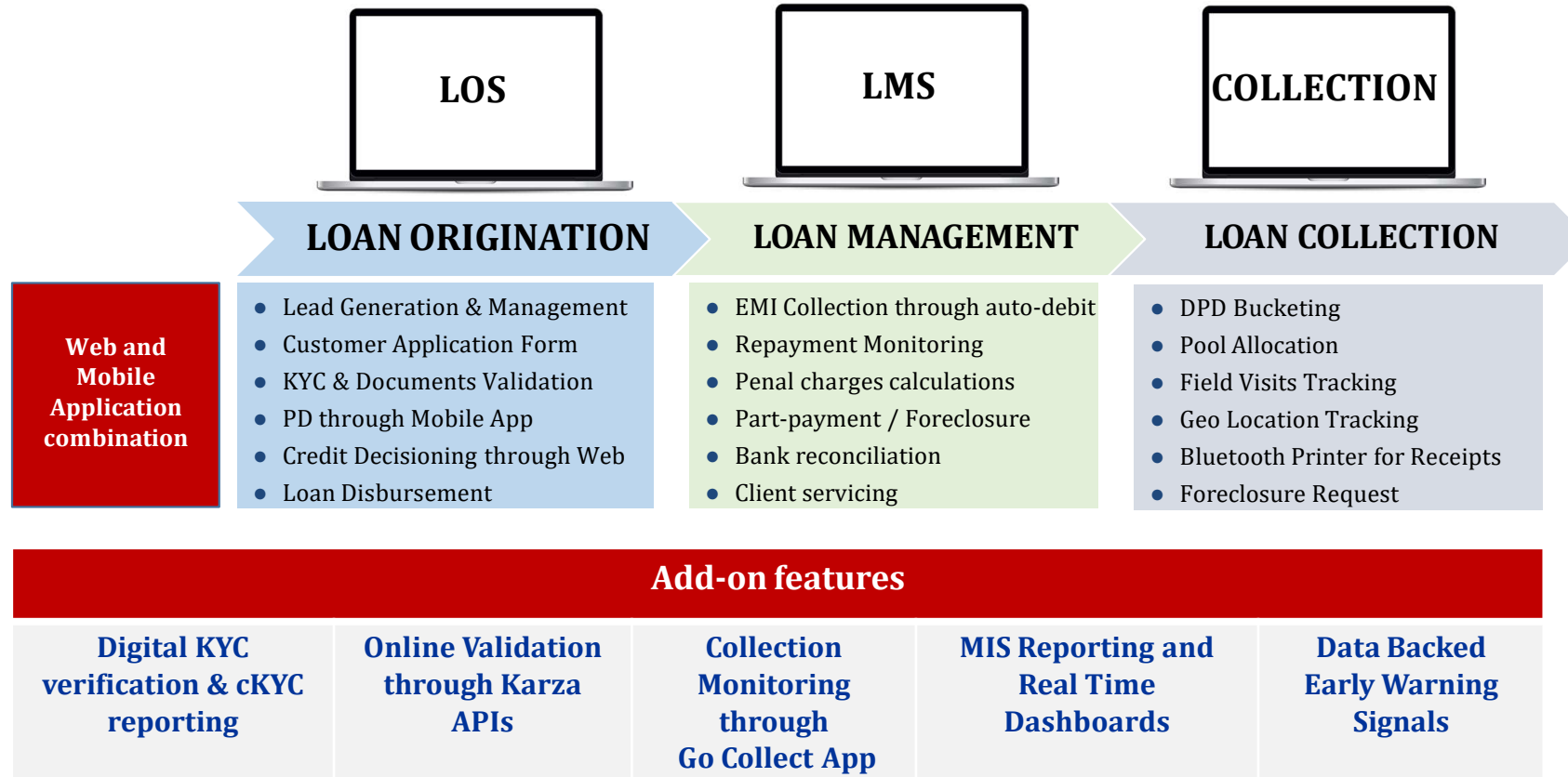




# GO TO MARKET STRATEGY



# DIGITAL ECOSYSTEM – SRG SRAJAN



# PERFORMANCE HIGHLIGHTS FOR Q2FY23

- Gross Loan Book reaches Rs 370.03 Cr (+12.97% YoY)
- Loan Disburse of Rs. 49.60 Cr (+119.19%) during Q2
- Net Interest Income (NII) is Rs 10.85 cr
- CRAR 38.25%
- NNPA stood at 0.45% and GNPA at 2.46%
- Average Lending rate 23.09% against borrowing cost of 10.92%
- Loan Spread continued to remain strong at ~12%
- Total Net Worth as on Sep 30, 2022 is Rs.123 Crore (+18.94% YoY)
- Return on Average Equity (ROAE) for the quarter is at 3.63%
- Debt Equity Ratio / Gearing Ratio is 2.72 times

**Credit Rating BBB (Stable)**

# KEY FINANCIAL HIGHLIGHTS

Rs in crore

Sr. No.	Particulars	Q2 FY23 (3M)	Q2 FY22 (3M)	H1FY22 (6M)	H1FY22 (6M)
1	New Approvals	51.47	26.24	78.05	28.92
2	Disbursements	49.69	22.67	75.61	29.51
3	Outstanding Loan Book	370.03	327.55	370.03	327.55
4	Interest Income	19.72	18.57	38.87	35.27
5	Fees & Other Income	3.17	1.90	5.15	2.78
6	<b>Total Income</b>	22.89	20.47	44.02	38.05
7	Interest Expenditure	8.87	7.55	16.92	14.9
8	Other Expenditure	8.05	5.83	15.07	10.67
9	<b>Total Expenditure</b>	16.92	13.38	31.99	25.57
10	<b>Profit Before Tax &amp; Provision</b>	5.97	7.09	12.03	12.48
11	Net Interest Income	10.85	11.02	21.95	20.37
12	Cost To Interest Income	0.86	0.72	0.82	0.72
13	Provision For SA & NPA	0.48	-0.14	0.61	0.21
14	<b>Profit Before Tax</b>	5.49	7.23	11.42	12.27

# KEY FINANCIAL HIGHLIGHTS

Rs in crore

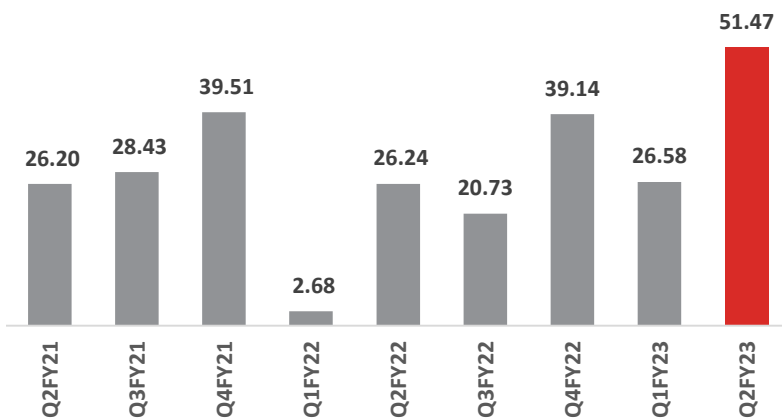
Sr. No.	Particulars	Q2 FY23 (3M)	Q2 FY22 (3M)	H1FY22 (6M)	H1FY22 (6M)
15	Provision For Taxation & DTL	1.10	1.52	2.12	2.48
16	<b>Profit After Tax</b>	4.39	5.71	9.30	9.79
17	Other Comprehensive Income(Net Of Tax)	0.00	0.00	-0.02	0.007
18	<b>Total Comprehensive Income</b>	4.39	5.71	9.28	9.80
19	Earning Per Share	3.37	4.39	7.15	7.53
20	Gross NPA	9.10	7.94	9.10	7.94
21	Gross NPA Ratio(%)	2.46	2.42	2.46	2.42
22	Net NPA	1.63	1.32	1.63	1.32
23	Net NPA Ratio(%)	0.45	0.41	0.45	0.41

# KEY FINANCIAL RATIOS

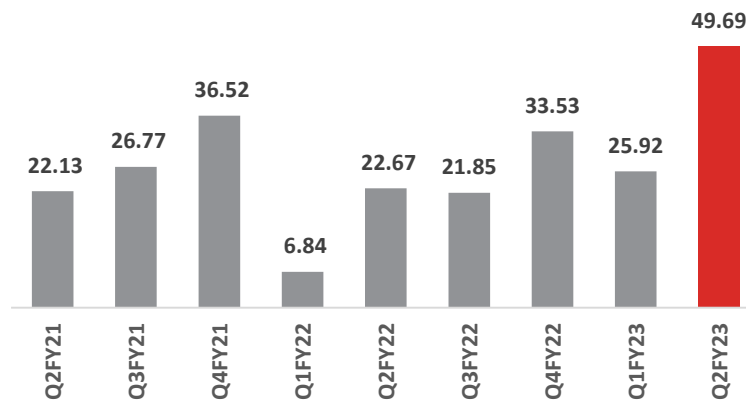
Sr. No.	Particulars	Sep'22	Sep'21	FY22 (12M)
1	Return on Average Assets	2.10	2.43	5.01
2	Return on Average Equity	7.86	9.94	19.6
3	Earning Per Share (Rs.)	7.15	7.53	15.63
4	Net Interest Margin (%)	6.18	6.24	12.74
5	Borrowing Cost (%)	10.79	10.52	10.56
6	Spread (%)	12.30	12.63	12.6
7	Cost Income Ratio (%)	55.61	46.09	48.13
8	Capital Adequacy Ratio (%)	38.25	35.18	38.3
	Tier-I	37.85	34.70	37.91
	Tier-II	0.40	0.48	0.39
9	Average Lending Rate (%)	23.09	23.15	23.16
10	GNPA%	2.46	2.42	2.47
11	NNPA%	0.45	0.41	0.42

# KEY PERFORMANCE INDICATORS (1/3)

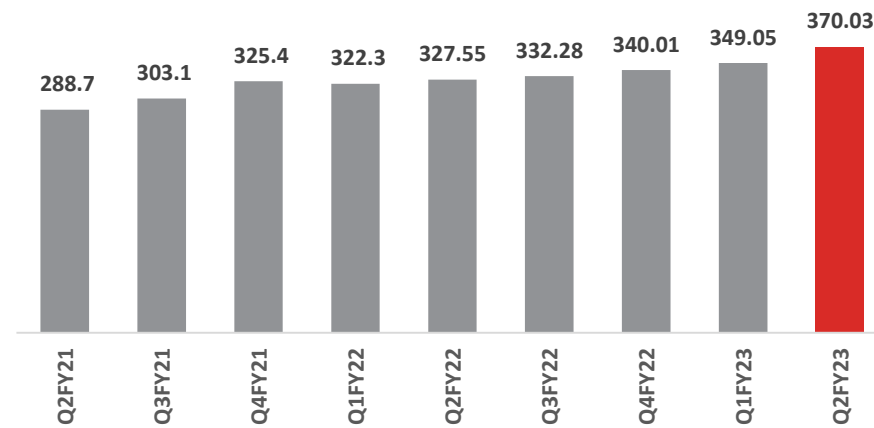
### New Approvals (Rs. Crore)



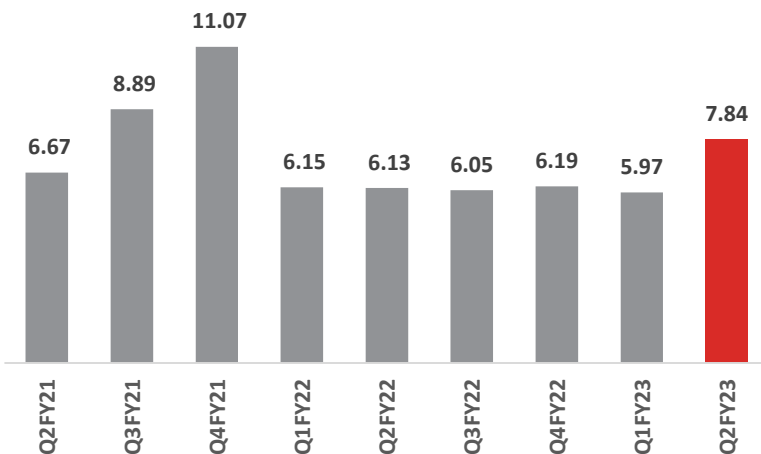
### Disbursements (Rs. Crore)



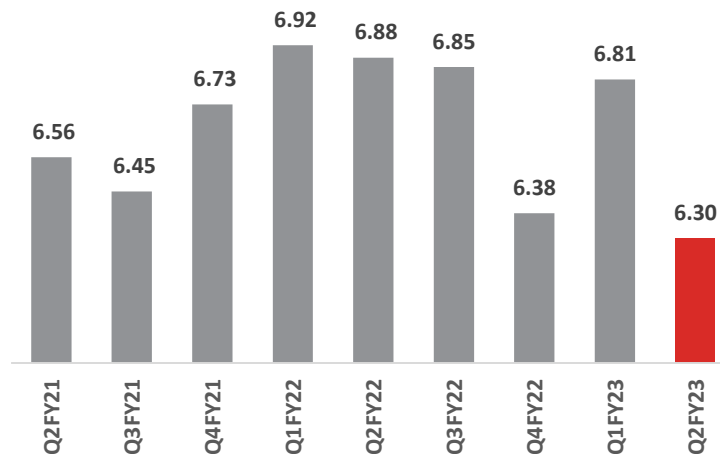
### AUM (Rs. Crore)



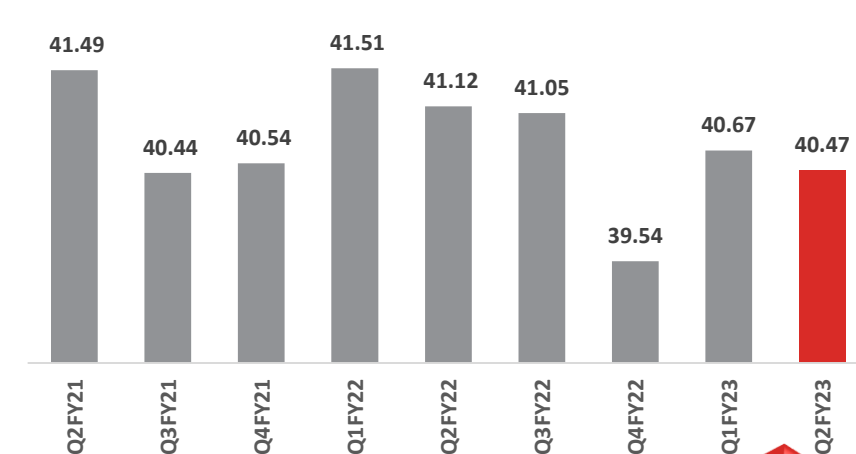
### Average Ticket Size (Rs. Lakhs)



### Average Tenure (Years)

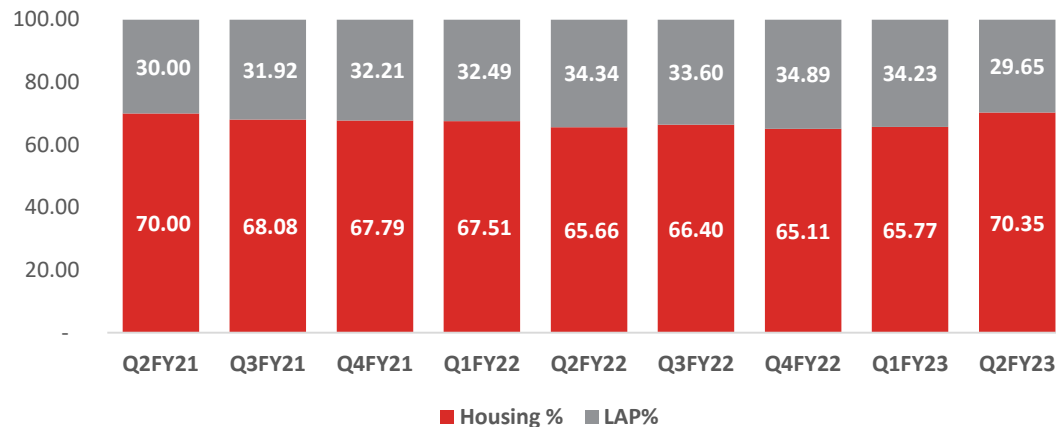


### Average LTV (%)

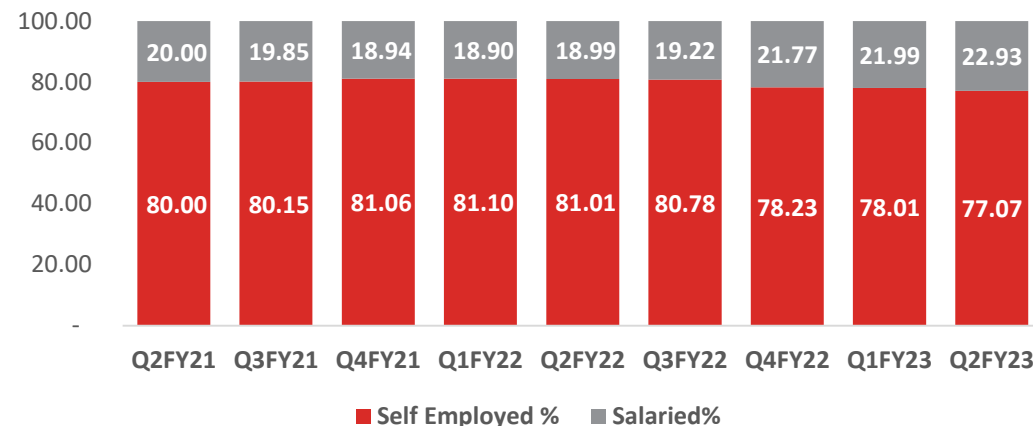


# KEY PERFORMANCE INDICATORS (2/3)

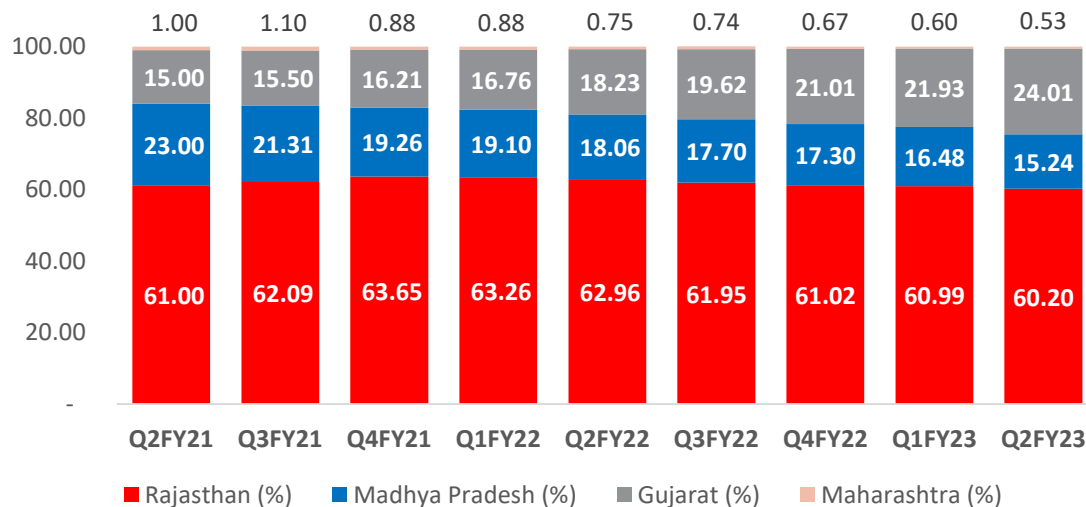
Loan book break up - Product Category (%)



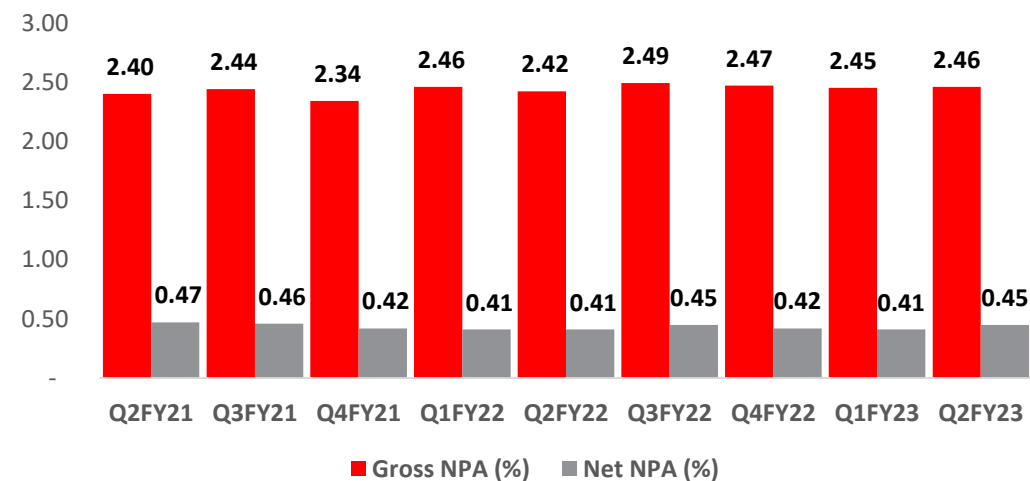
Loan book break up - Customer Profile (%)



State Wise Loan Book (%)



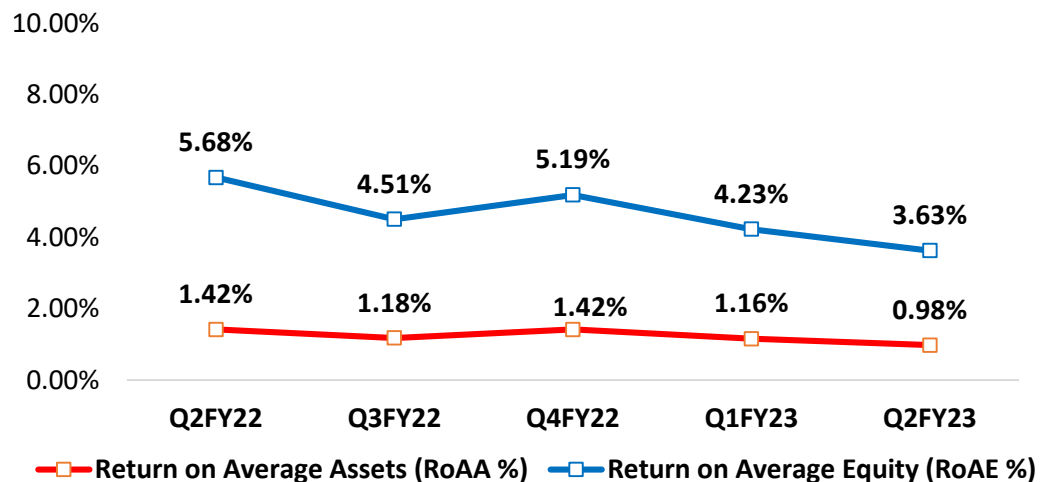
Gross NPA / Net NPA (%)



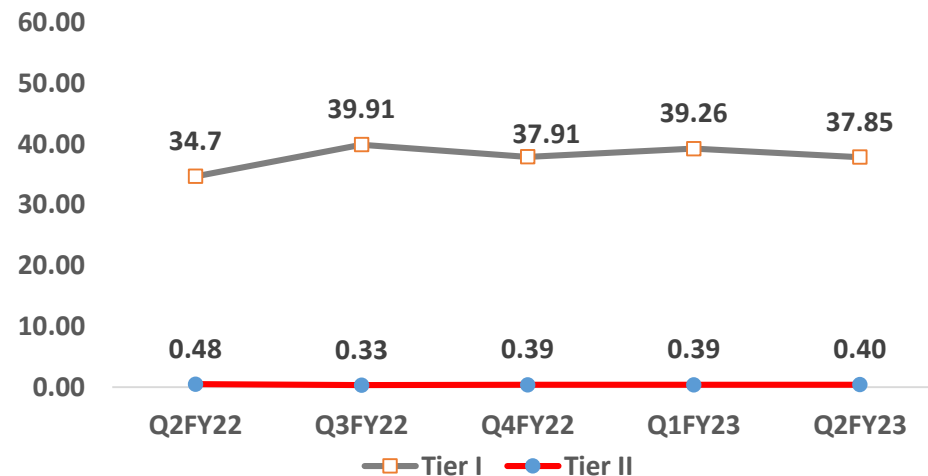


# KEY PERFORMANCE INDICATORS (3/3)

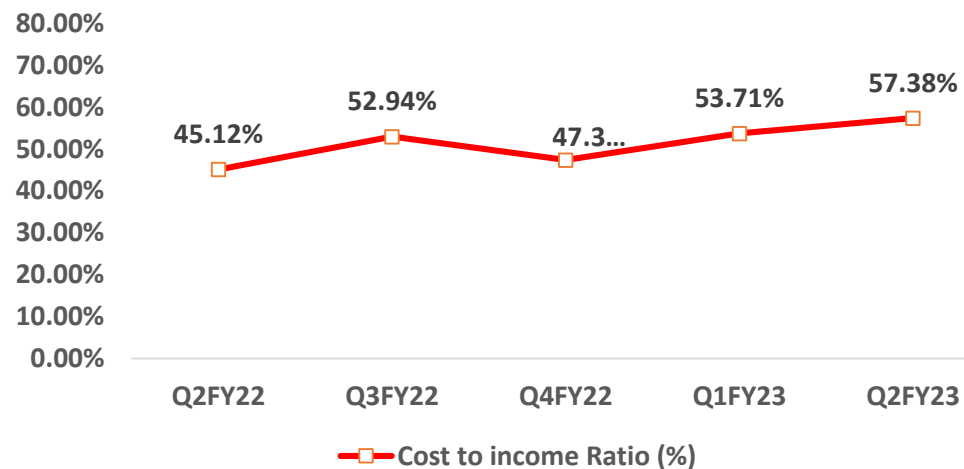
### Return Ratios (%)



### Capital Adequacy



### Cost to Income Ratio (%)



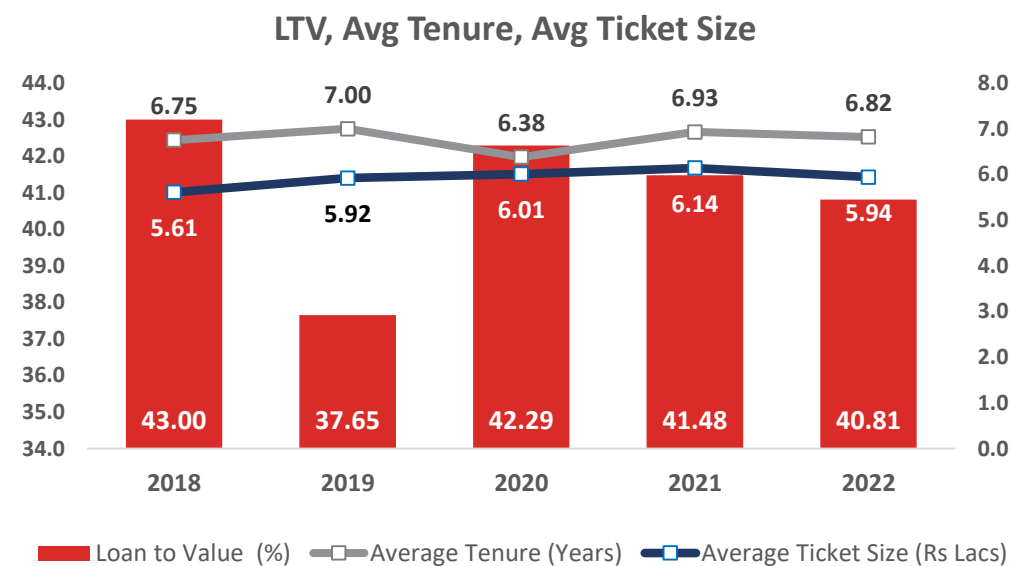
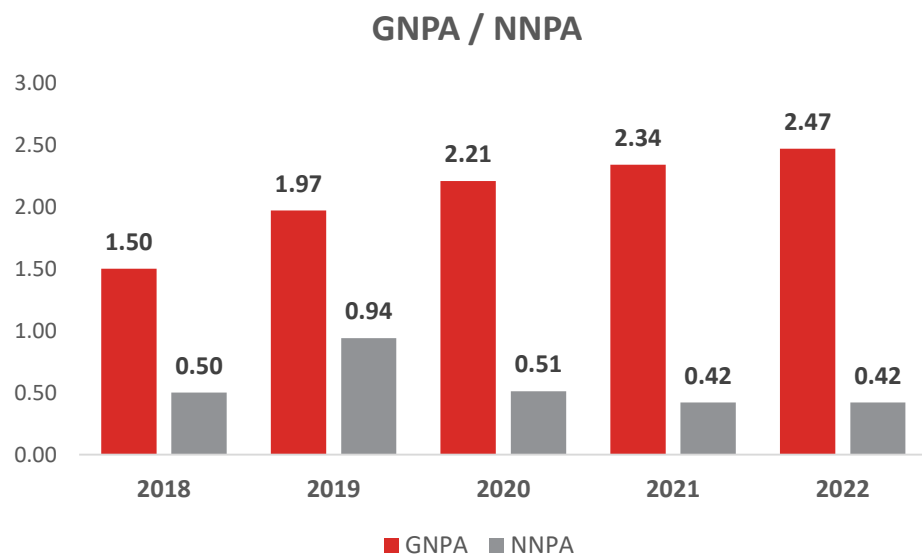
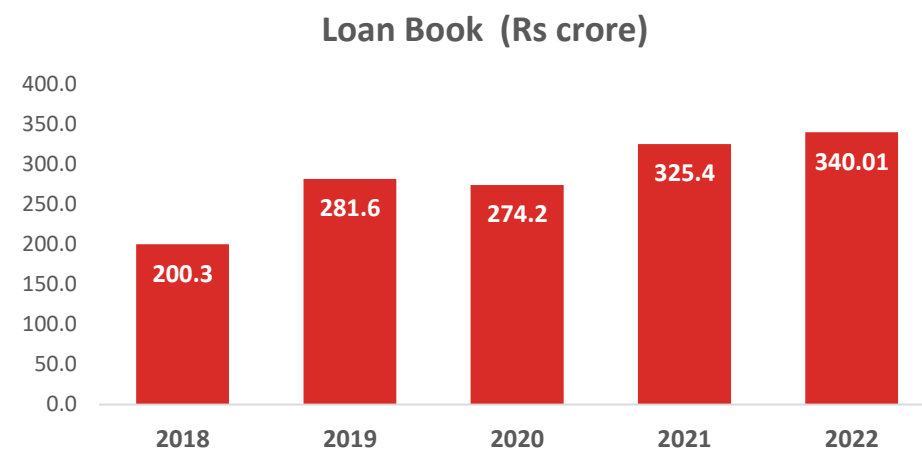
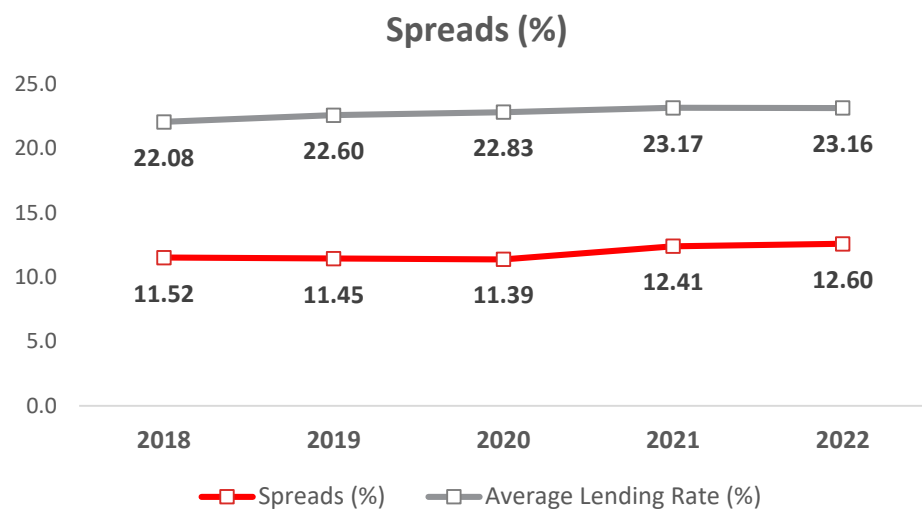
# LIQUIDITY & FUNDING PROFILE

## Extract of Liquidity Position (Rs cr)

Particulars	30 Sep'22*	31 Mar'22	31 Mar'21
Cash and Bank balance*	5.88	5.11	10.35
Investment in Bonds, Mutual Fund and shares	42.83	26.67	25.19
Unutilized CC limit	3.50	3.50	3.50
Undrawn sanction	15.00	74.40	4.00
<b>Total</b>	<b>67.21</b>	<b>109.68</b>	<b>79.04</b>

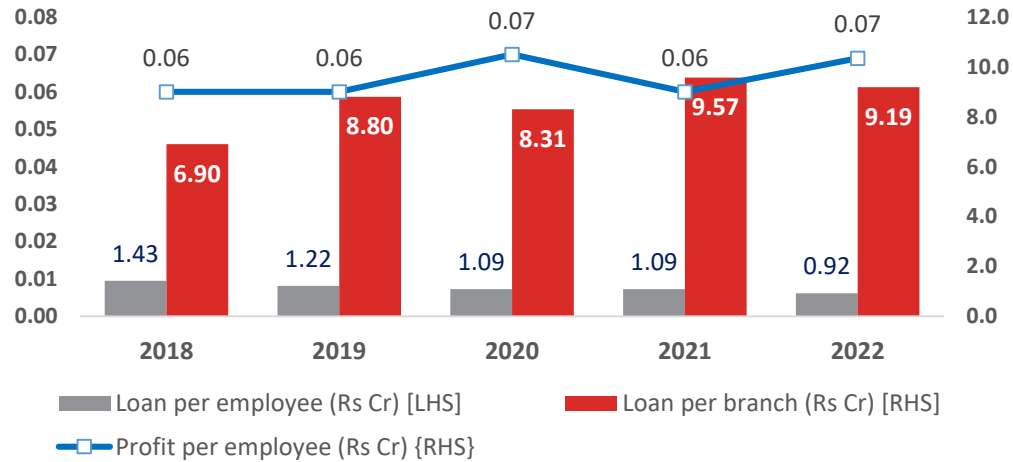
\*Note: Cash and Bank Balance does not includes FDR amounting to Rs. 21.61 pledged with Lenders.

# LONG TERM PERFORMANCE BAROMETER (1/2)

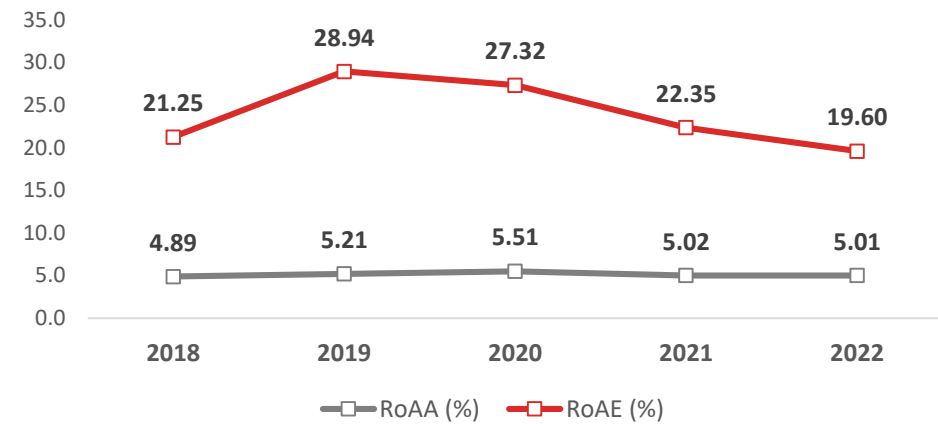


# LONG TERM PERFORMANCE BAROMETER (2/2)

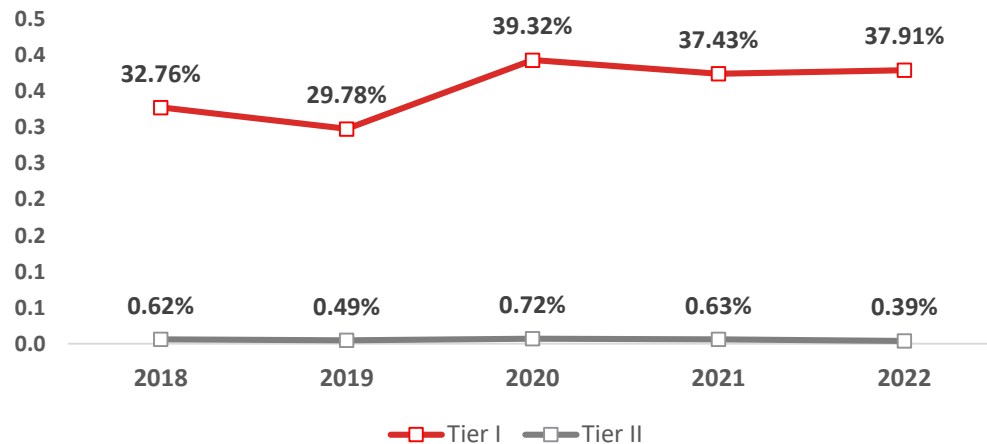
Per branch / Per employee metrics



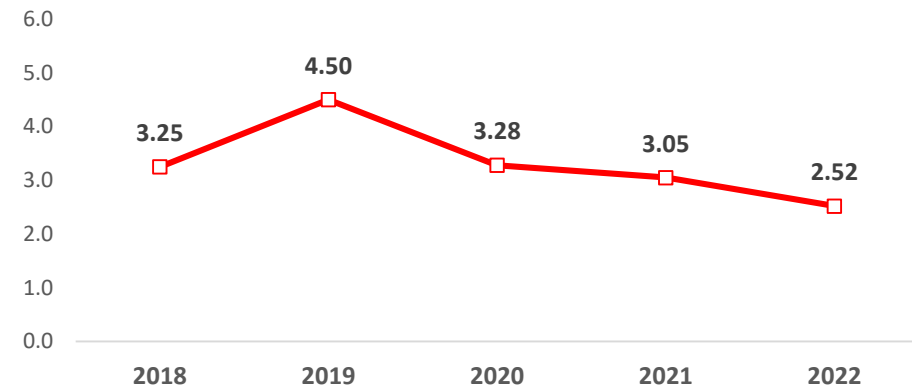
Return Ratios (%)



Capital Adequacy

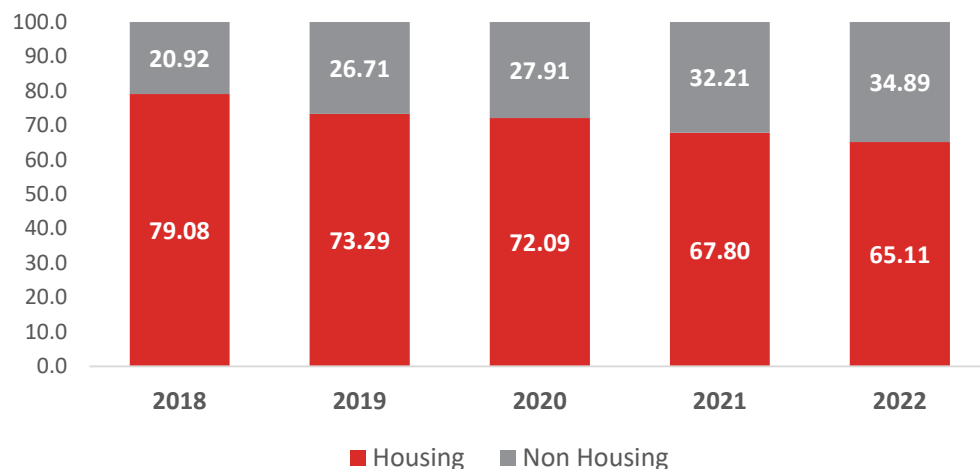


Leverage (x)

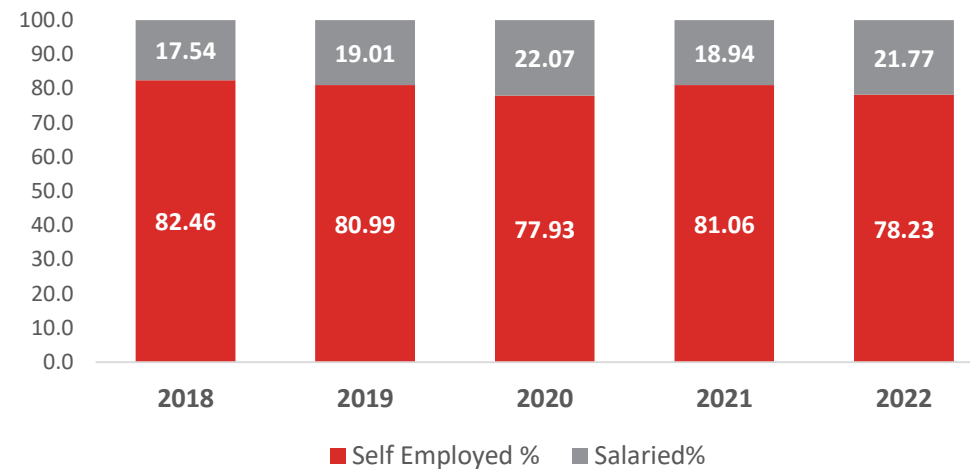


# LOAN BOOK MIX

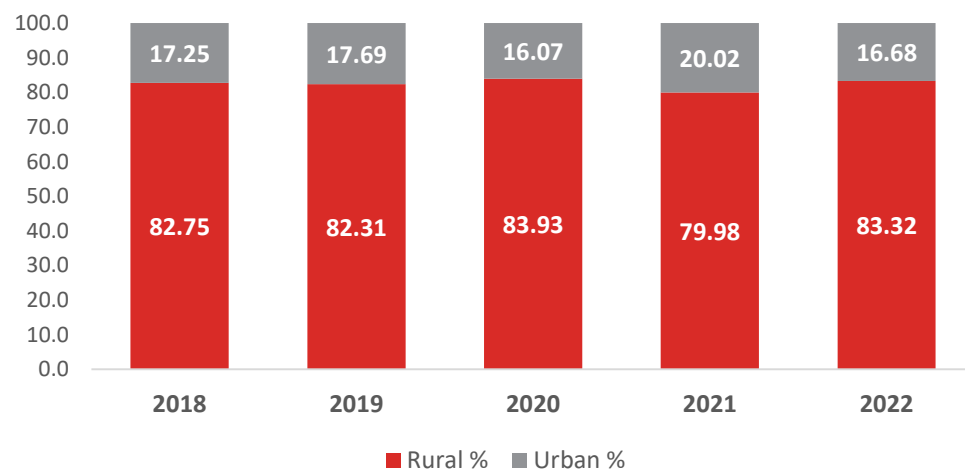
### Loan Book Mix (%)



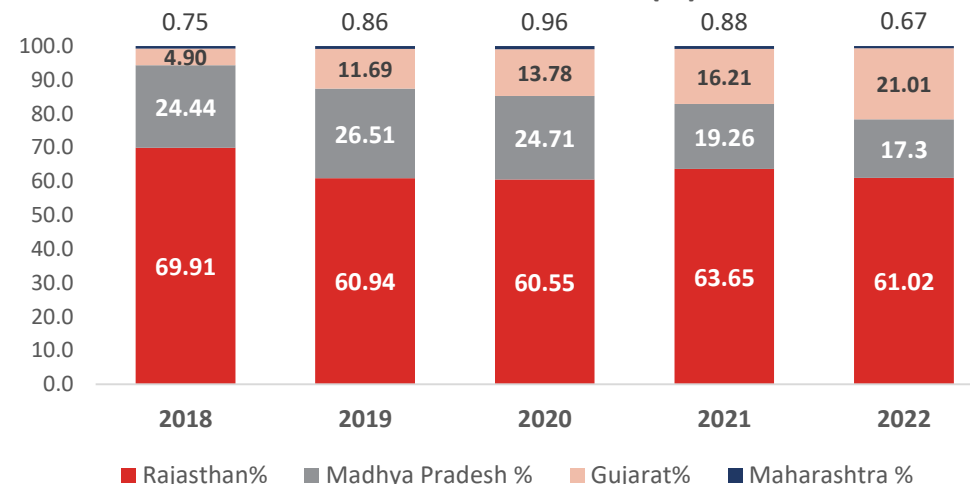
### Borrower Profile (%)



### Region Mix (%)



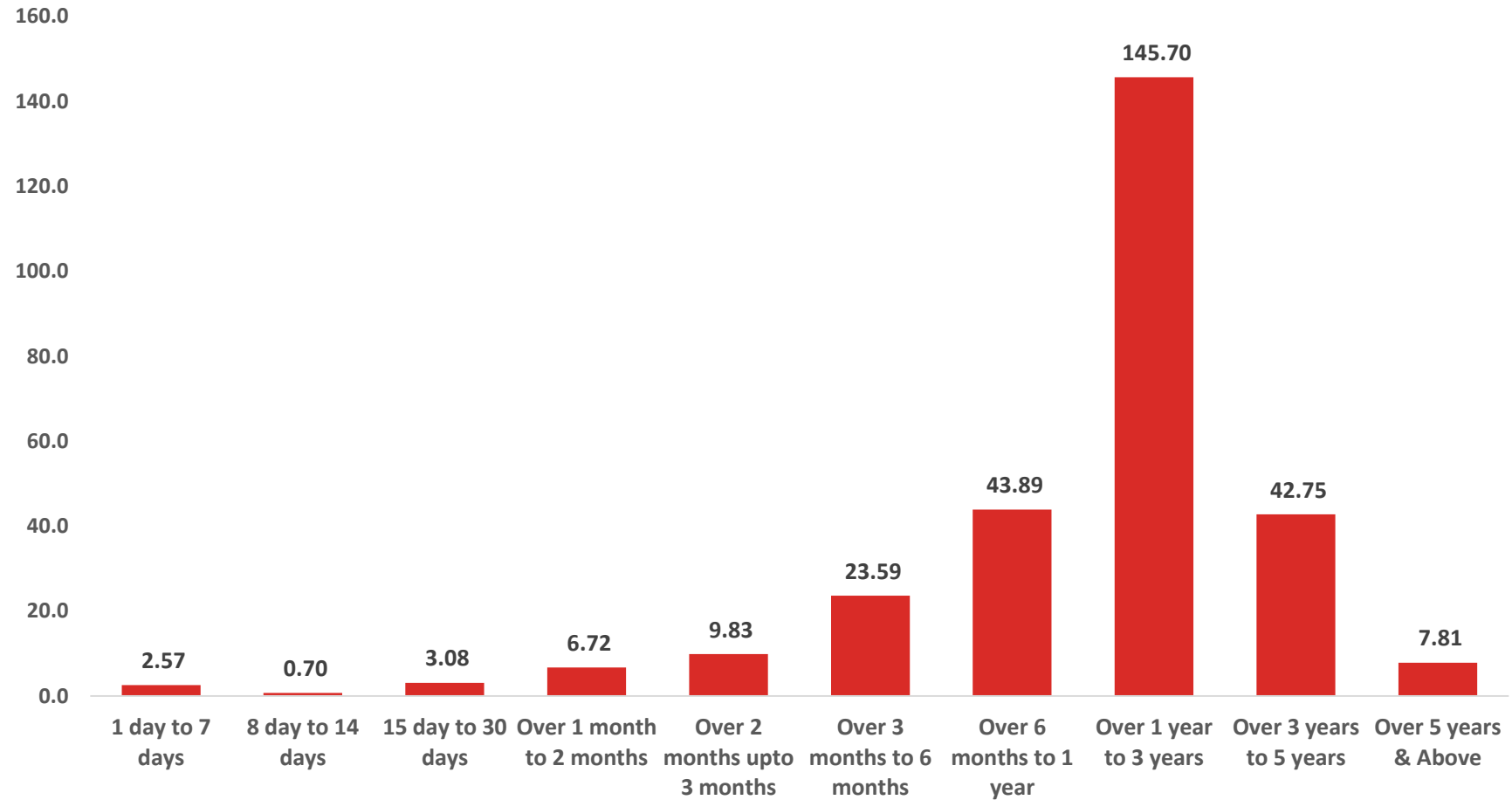
### State Wise Loan Mix (%)



# ALM PROFILE

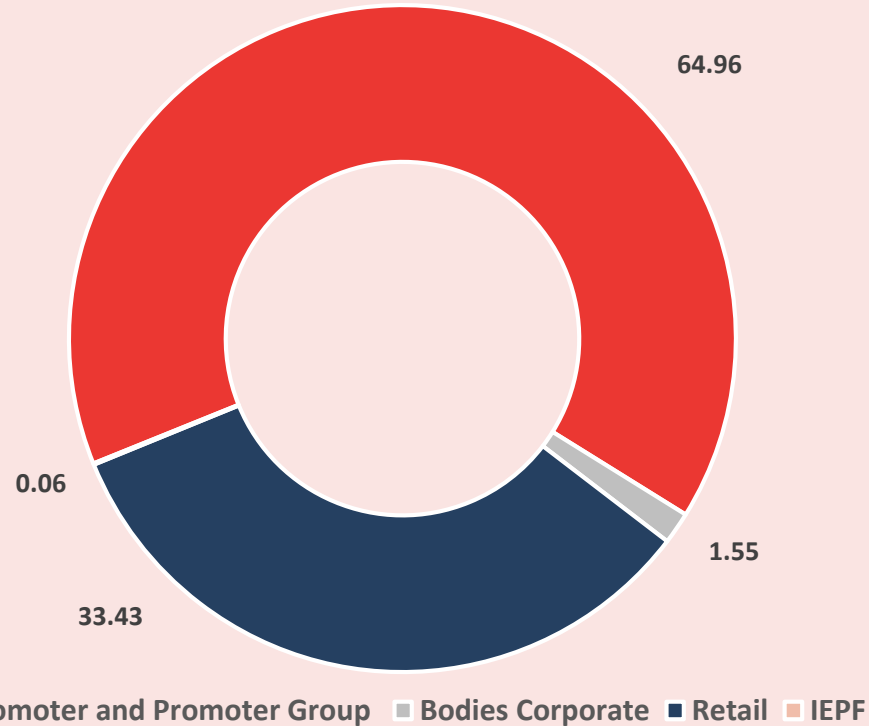
As on 31 March 2022

Bank Borrowings + Market Borrowings Maturity Profile (Rs crore)



# SHAREHOLDING

Shareholding Pattern as on 30<sup>th</sup> September 2022



**279 cr.**

Market Cap (INR)  
as on 30<sup>th</sup> September, 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  
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## **Head Office**

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