



**GRUH
FINANCE
LIMITED**

We help you build homes

SEC: 2017
January 13, 2017

The BSE Ltd.
Phiroze Jeejeebhoy Towers,
26th Floor, Dalal Street
Mumbai – 400 001

BSE Code No: 11288

Kind Attn: General Manager - DSC

National Stock Exchange of India Ltd.
"Exchange Plaza",
Bandra-Kurla Complex,
Bandra (E), Mumbai 400 051

Symbol : GRUH

Kind Attn: Head - Listing

Dear Sirs,

Sub: Presentation on Financial Results – December 31, 2016

Please find enclosed a copy of Investor Presentation for the quarter / nine months ended December 31, 2016.

Kindly find the same in order and acknowledge receipt.

Thanking you,

Yours sincerely,
For **GRUH FINANCE LIMITED**

MARCUS LOBO
Company Secretary

Encl: a/a

A subsidiary of HDFC Ltd

Registered Office: "GRUH", Netaji Marg, Near Mithakhali Six Roads, Ellisbridge, Ahmedabad-380 006.

Tel. : (91) (79) 3290 1222/23, 2642 1671-74 Fax: (91) (79) 2656 0649

CIN : L65923GJ1986PLC008809 - Website : www.gruh.com



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^(*) – 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. 8.70Lac
- 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”

RESILIENCE OF GRUH



Post Lehman Brothers' Collapse in October 2008



Financial Year	Disbursements Q-to-Q Growth(%)				
	Q1	Q2	Q3	Q4	Annual
2006-2007	16	19	22	61	32
2007-2008	24	37	36	35	33
2008-2009	65	66	(46)	(33)	4
2009-2010	(43)	(22)	164	82	19
2010-2011	108	71	51	28	55



Financial Year	Loan Assets Q-to-Q Growth(%)				
	Q1	Q2	Q3	Q4	Annual
2006-2007	30	29	25	29	29
2007-2008	28	28	28	29	29
2008-2009	31	33	25	18	18
2009-2010	13	9	14	17	17
2010-2011	20	25	28	29	29



Financial Year	PAT Q-to-Q Growth(%)				
	Q1	Q2	Q3	Q4	Annual
2006-2007	33	38	25	41	37
2007-2008	58	120	94	13	43
2008-2009	54	23	16	10	19
2009-2010	29	29	32	46	37
2010-2011	59	55	13	27	33



Post Earthquake of January 2001 and Gujarat Riots of February 2002



Financial Year	Disbursements Q-to-Q Growth(%)				
	Q1	Q2	Q3	Q4	Annual
1999-2000	59	3	13	57	30
2000-2001 (Earthquake)	15	38	8	(13)	10
2001-2002 (Gujarat Riots)	(9)	2	8	11	3
2002-2003	3	(16)	1	41	7
2003-2004	34	24	(4)	(12)	8
2004-2005	38	7	42	54	54



Financial Year	Loan Assets Q-to-Q Growth(%)				
	Q1	Q2	Q3	Q4	Annual
1999-2000	32	29	28	25	25
2000-2001 (Earthquake)	21	19	12	8	8
2001-2002 (Gujarat Riots)	2	3	8	6	6
2002-2003	10	13	10	16	16
2003-2004	21	19	21	5	5
2004-2005	40	4	13	15	40



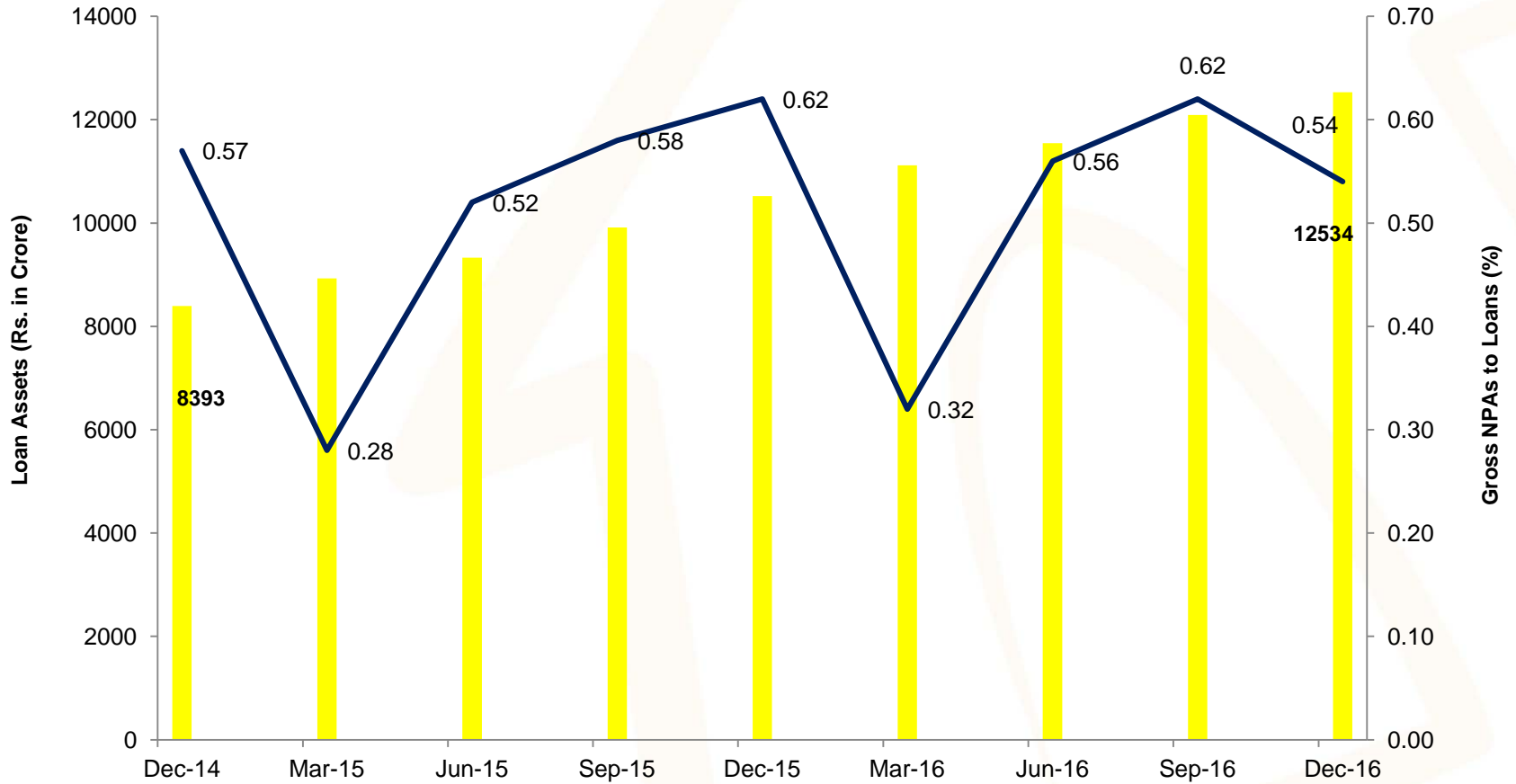
GRUH PERFORMANCE

Q-III – 2016-17

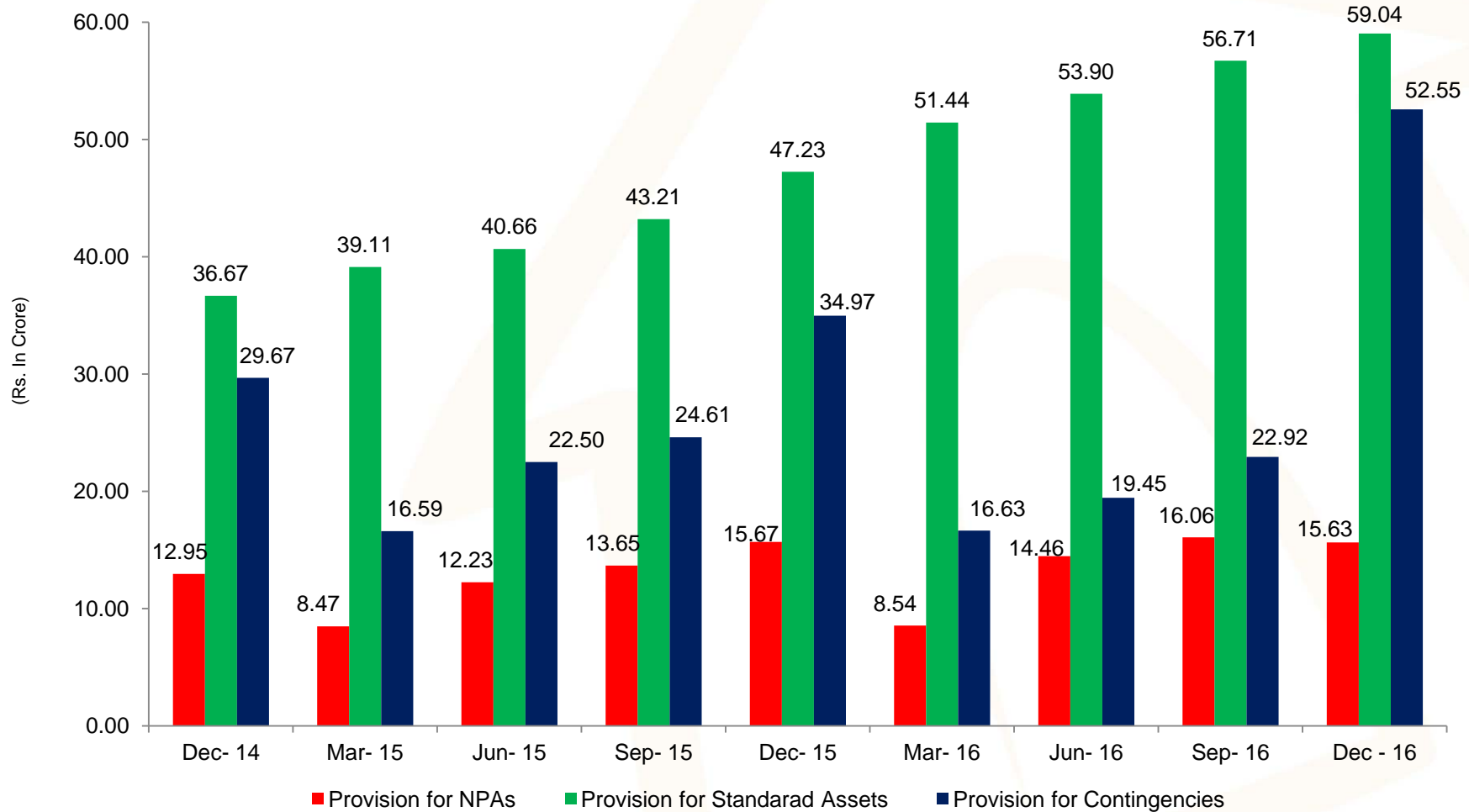
Demonetisation Quarter



Loan Assets and Gross NPAs to Loans



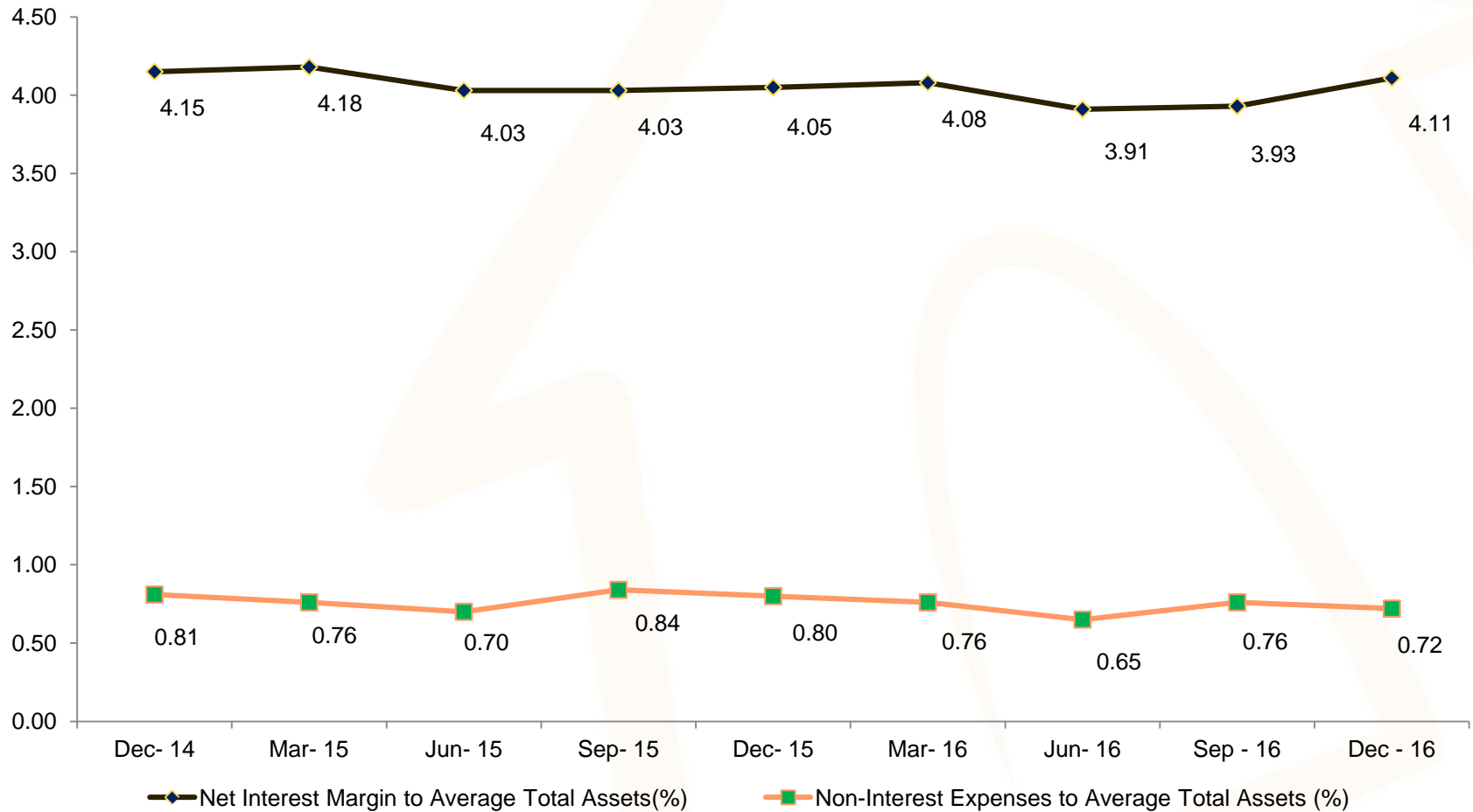
Provisions & Contingencies



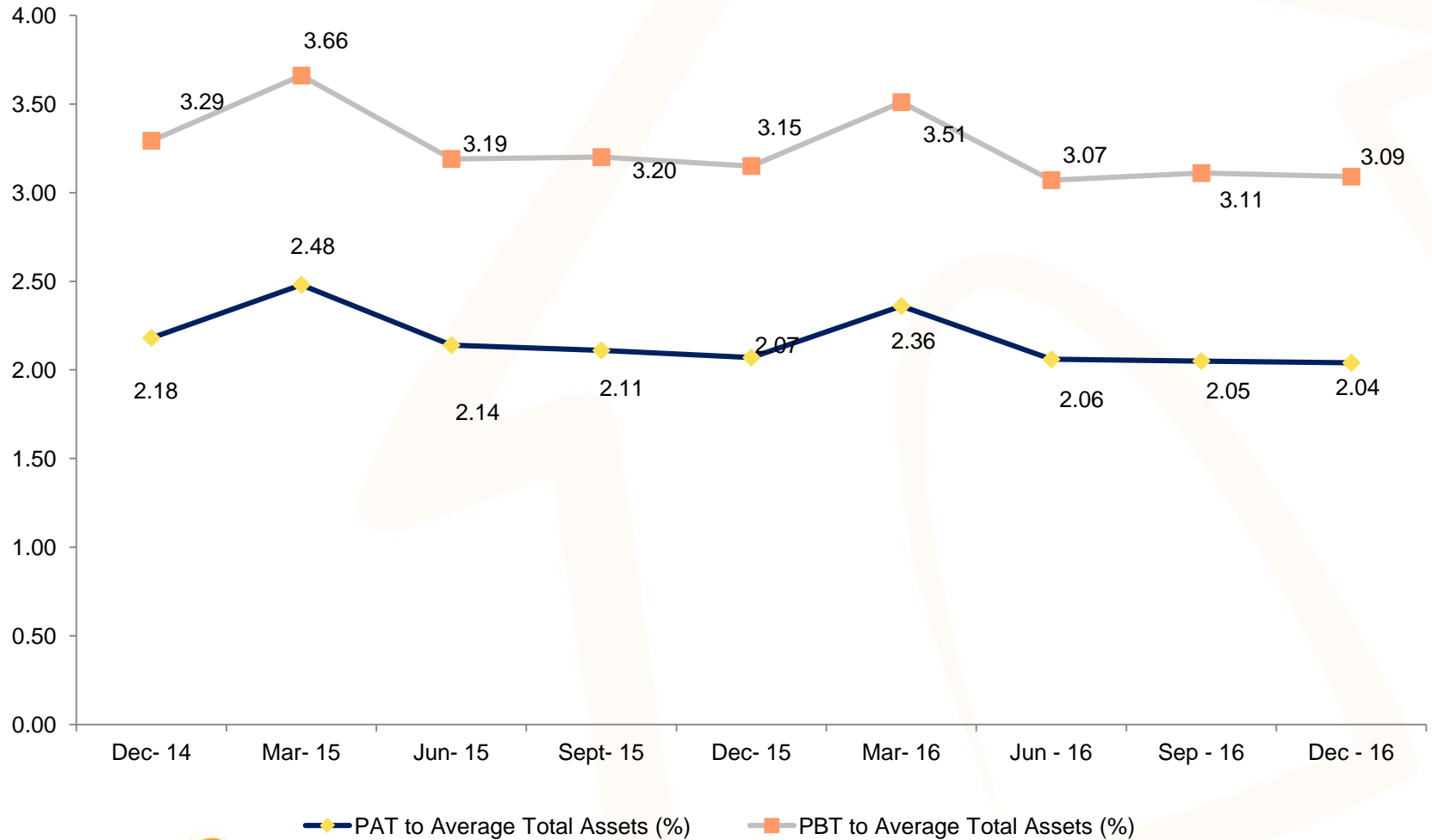
Gross NPAs & Net NPAs



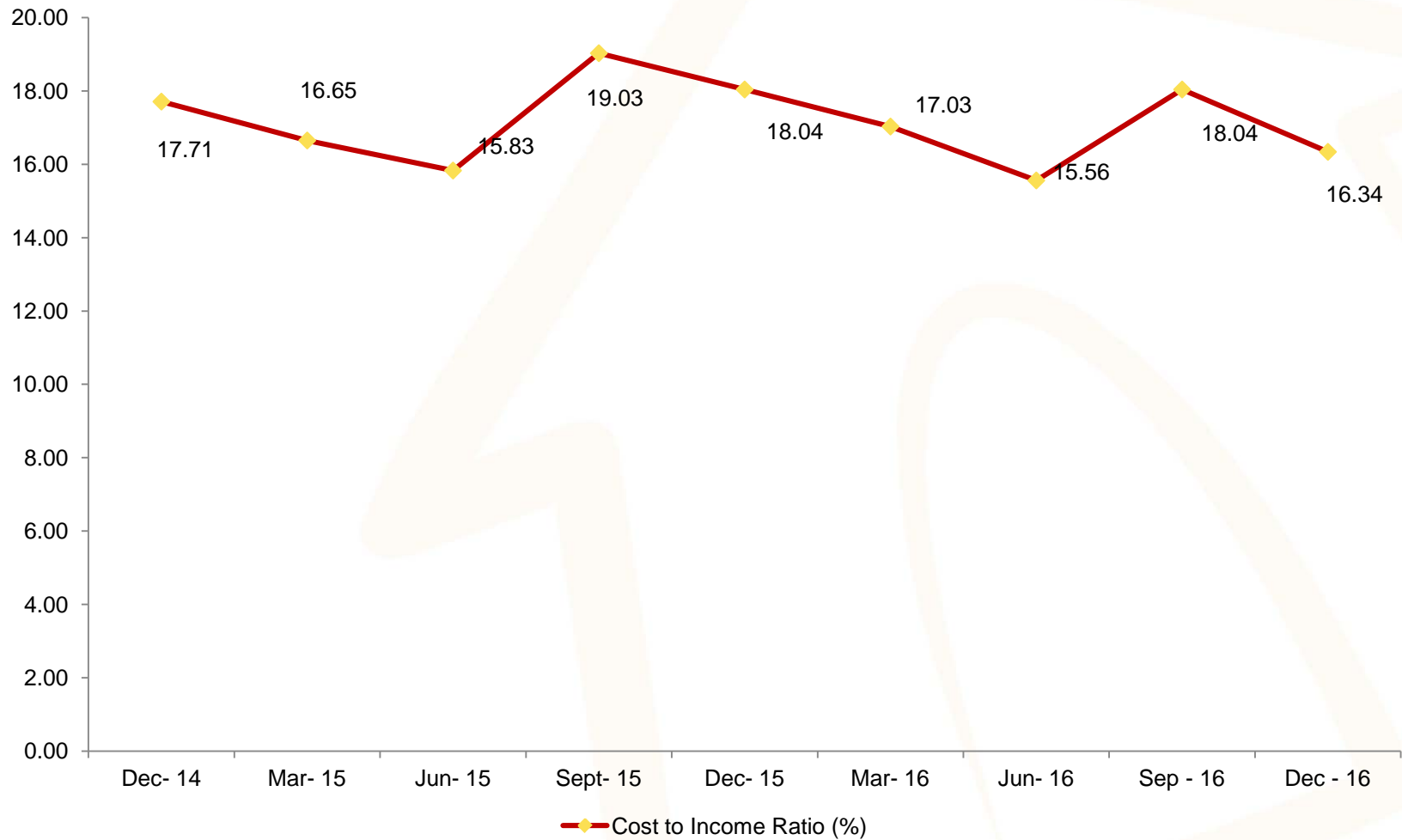
NIM & NIE to Average Total Assets



PBT & PAT to Average Total Assets



Cost to Income Ratio (%)



Loan Disbursements

(Rs. in Crores)

	April – Dec. 2016	April – Dec. 2015	Growth
	Amount	Amount	%
Home Loans *	2208.40	1812.12	21.87
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)
Total	2870.09	2773.95	3.47

(* 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
Total Home Loans *	10213.64	81.49	8698.56	82.70
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
Total	12534.01	100.00	10519.36	100.00

(*) Individual Loans



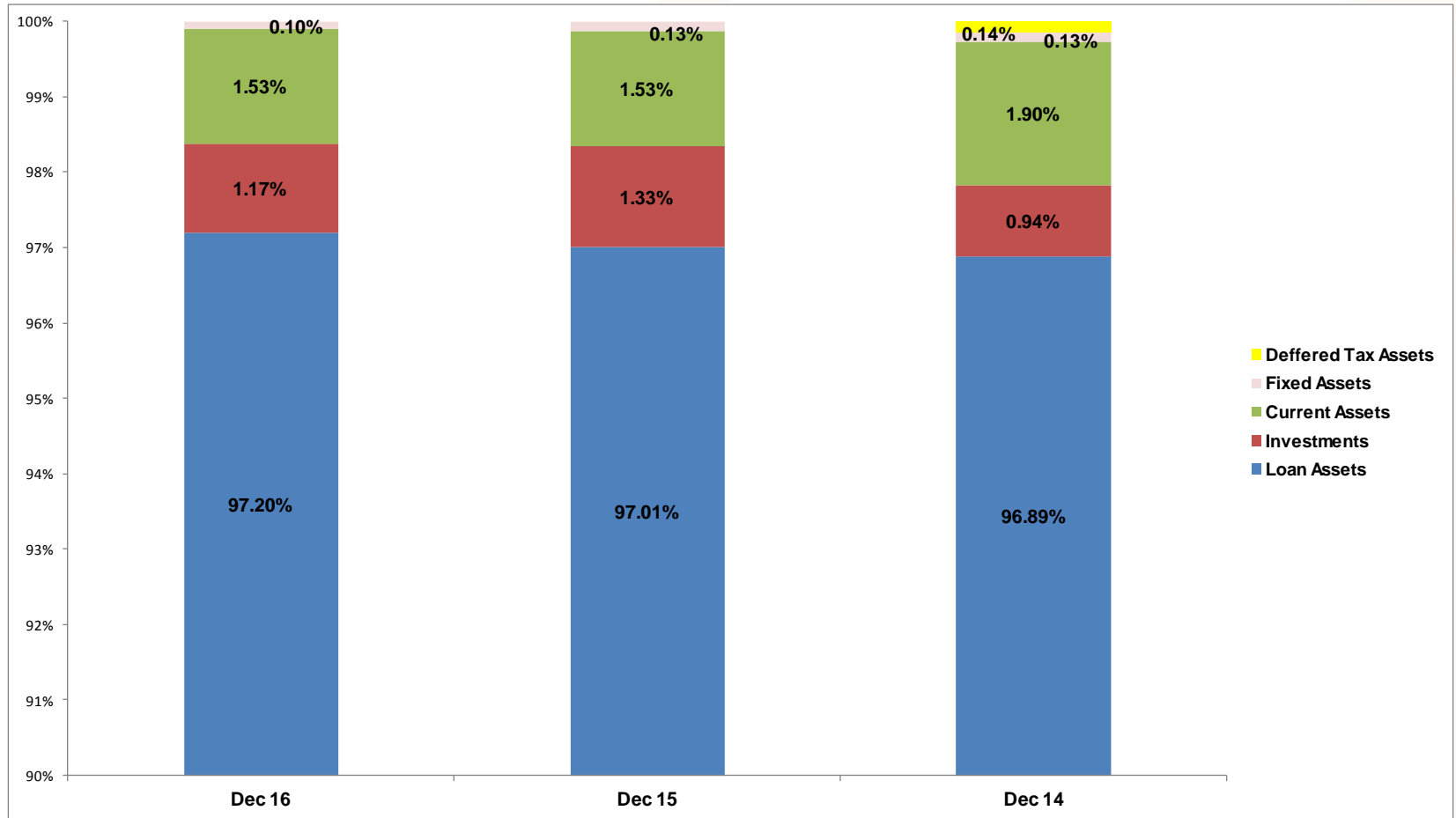
Loan Portfolio-wise NPL

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

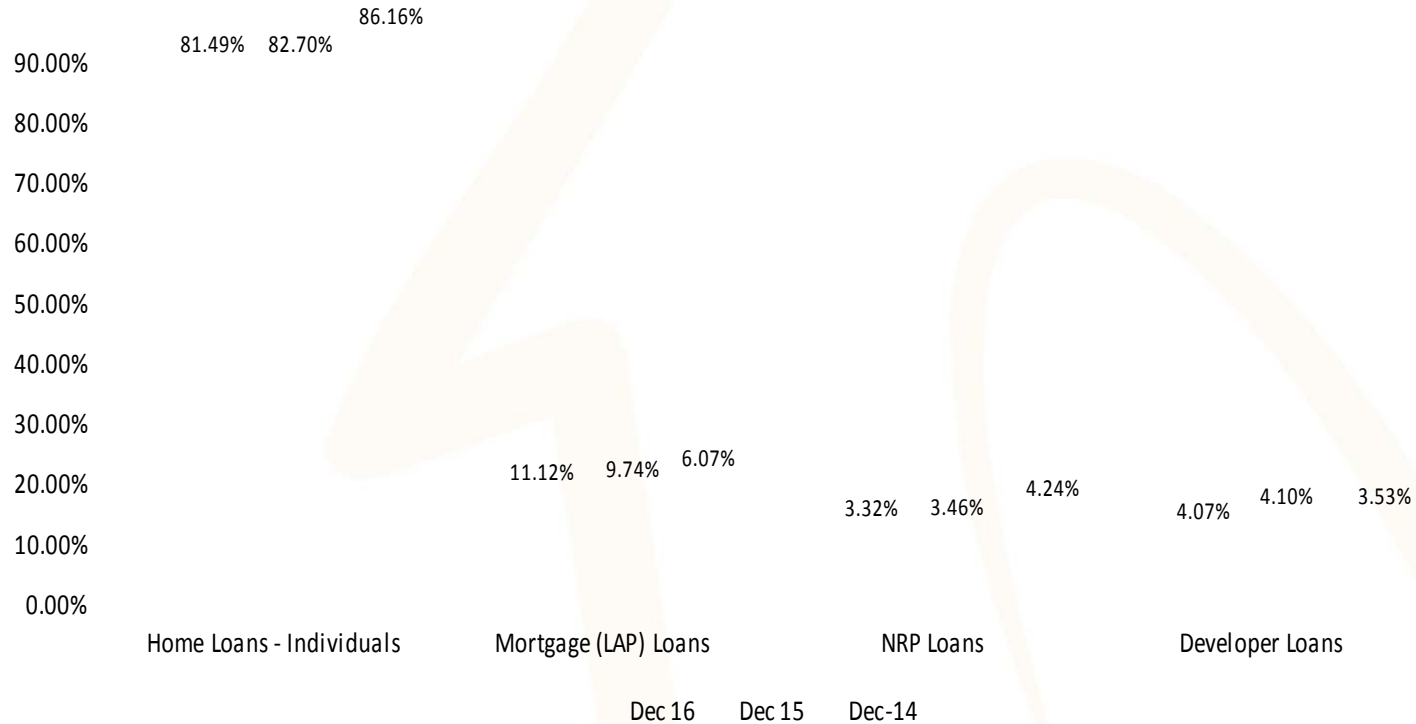
() Individual Loans*



Assets Profile



Loan Assets Profile

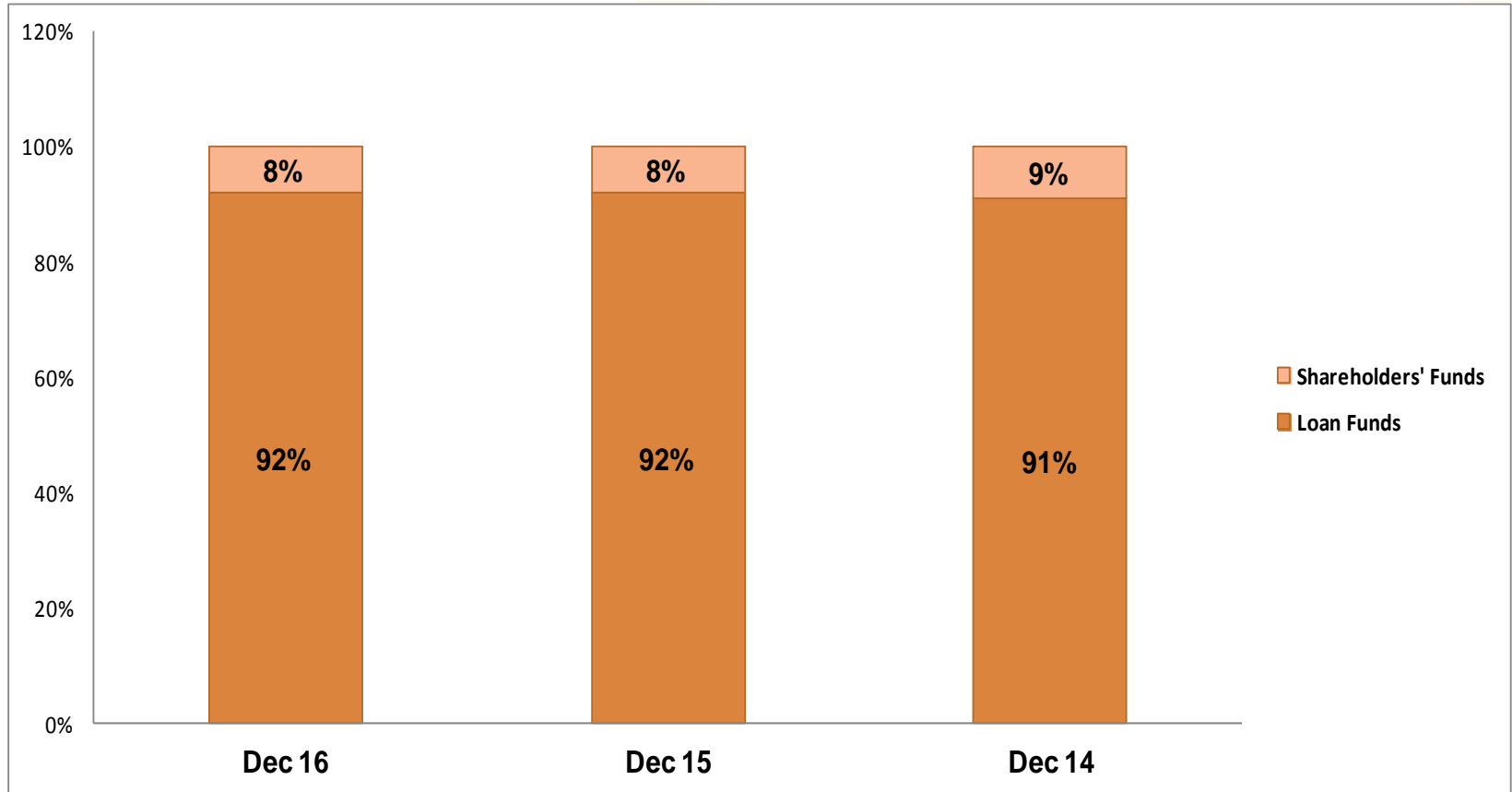


* 89.90% of Loans are on Variable Rates

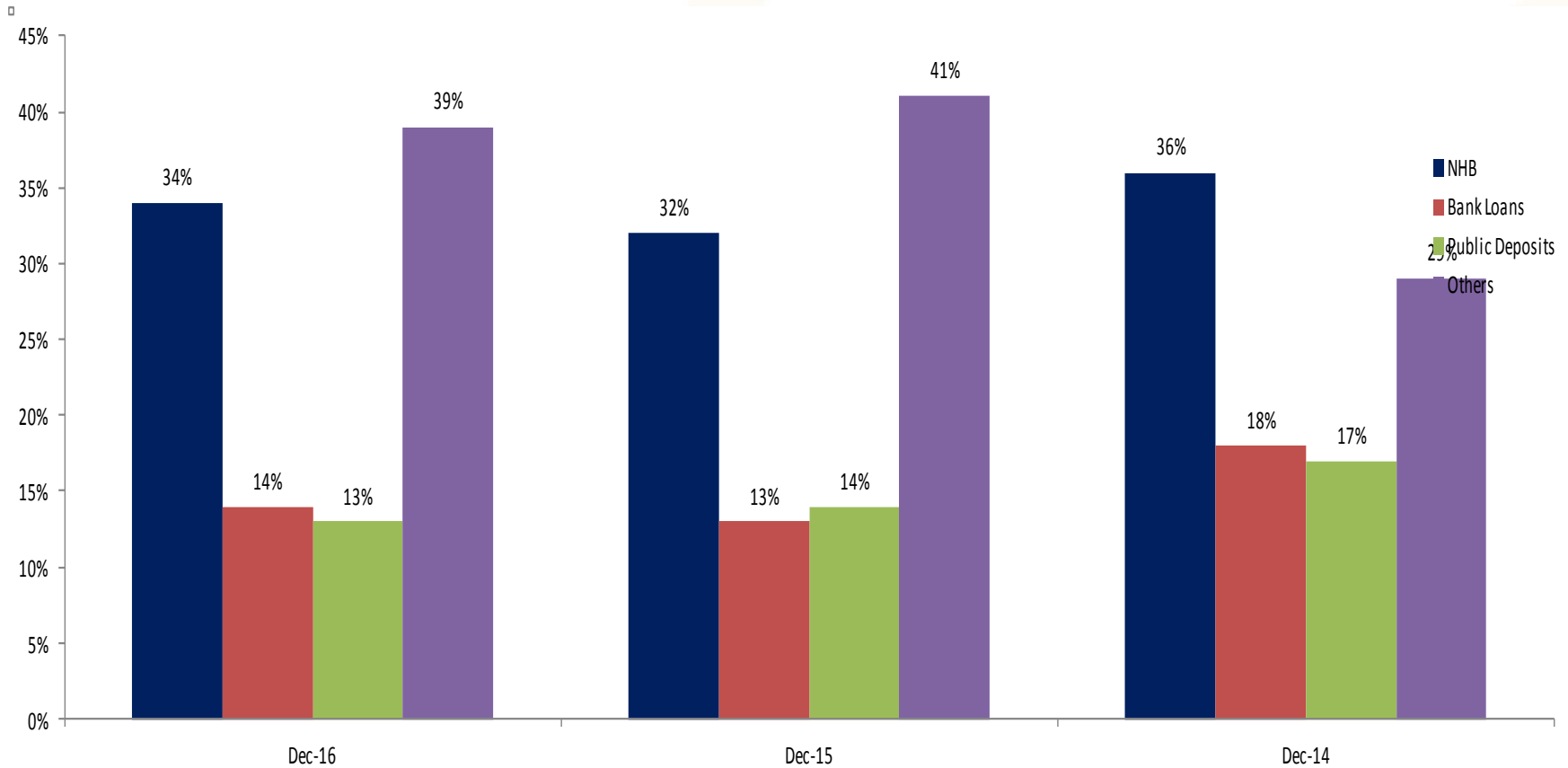
** Average duration of loan sanction is 208 months



Liability Profile



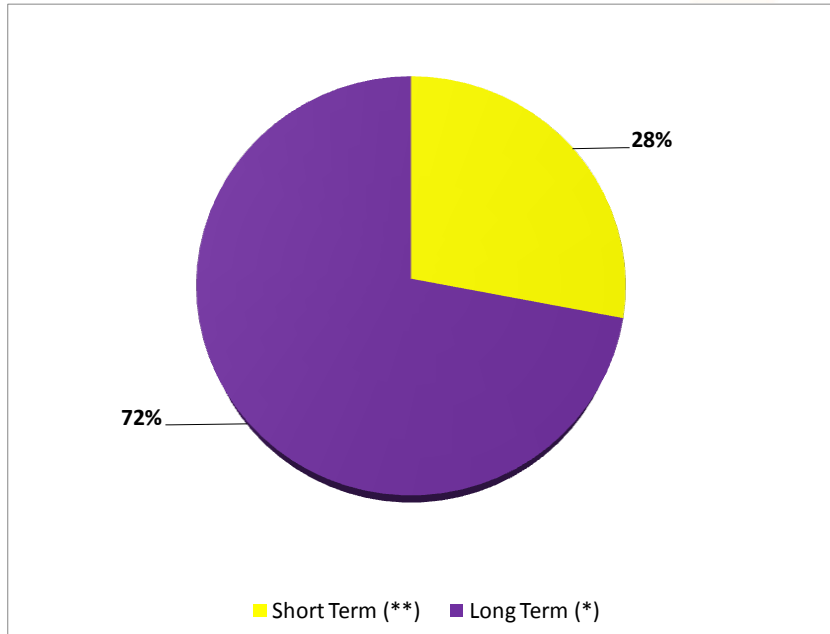
Sources of Borrowing



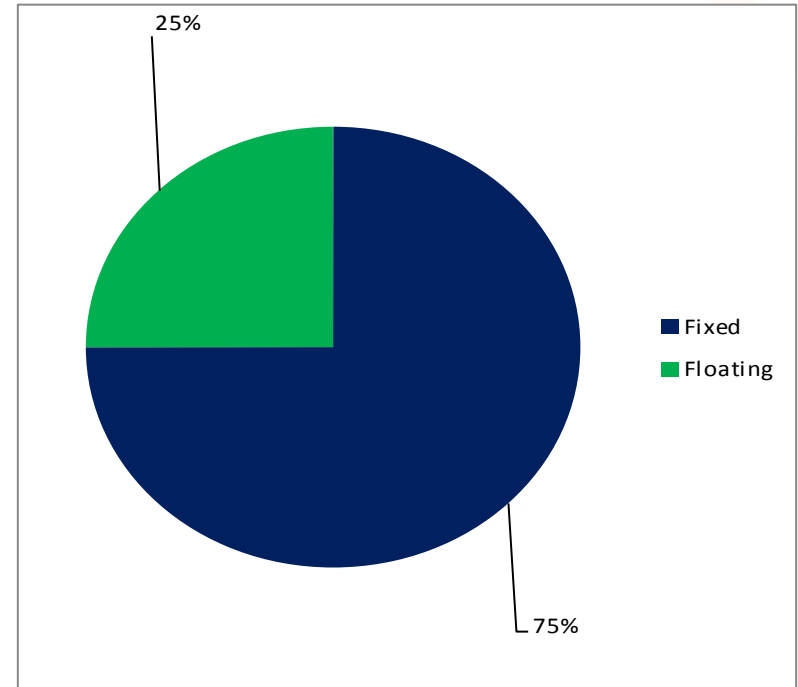
Borrowing Profile

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>
<u>Sources of Funds</u>			
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
	12894.59	10843.76	18.91
<u>Application of Funds</u>			
Loan Assets	12534.01	10519.36	19.15
Investments	150.27	144.18	4.22
Current Assets	196.96	166.05	18.61
Fixed Assets	13.35	14.17	(5.79)
	12894.59	10843.76	18.91



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
Net interest Margin	375.14	303.90	23.44
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
Profit Before Tax	282.04	236.92	19.04
Provision for Taxation	95.84	81.16	18.09
Profit After Tax	186.20	155.76	19.54



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
2. Total Income	381.02	323.55	367.43	1461.70	1234.74
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
7. Total Expenditure	284.37	241.73	271.60	1054.88	892.93
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
10. Profit After Tax	64.04	53.74	61.98	274.02	229.82



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

