

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

Date: 06.06.2018

To,  
The GM (Listing)  
BSE Ltd.  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai- 400001

Respected Sir/Madam,

**Subject: Corporate Presentation- March, 2018**

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

Kindly take the same on record and acknowledge receipt.

Thanking You,

With Regards,

For SRG Housing Finance Limited

  
Vinod K. Jain  
(Managing Director)  
DIN: 00248843





SRG HOUSING FINANCE LTD

# Corporate Presentation

March, 2018

## Company Profile

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- SRG HFL's business model is the **brainchild of Mr. Vinod K. Jain, the company's Managing Director**. His vision is to provide housing finance to people in rural area which is generally underrated and left ignored by other financial institutions.

- **Bombay Stock Exchange Listed and National Housing Bank registered** Housing Finance Company.

- Recognized by National Housing Bank for refinance facility.





- 1** 1999 : Incorporated as Vitalise Finlease Private Limited.  
2000 : Changed the name of the company to SRG Housing Finance Private Limited.



- 2** 2002 : Got license from NHB being the 1st Company in Rajasthan to get NHB License.  
2004 : Converted into Public Company.



- 3** 2012 : Listed on BSE SME Platform being the 1st Company in Rajasthan to be listed on SME Platform.



- 4** 2015 : Migrated to BSE Main Board being India's 1st Company to get migrated.  
2015 : Notified by Ministry of Finance to be treated as "Financial Institution" under SARFAESI Act 2002.



- 9** 2017 : Appointed Deloitte Haskins & Sells LLP, Chartered Accountants, for the Management Audit (Specific Account Balance Testing) for SRG Housing Finance Limited for the financial year 2017-18.



- 8** 2017 : Awarded with Order of Merit by Koch Group in 47th Skoch Summit for qualifying among Top 100 SMEs in India.



- 7** 2017 : During the year 2016-17, Company successfully raised funds worth Rs. 15.19 Cr by way of Private Placement of equity shares from various leading investors of the country. This issue is the 1st Private Placement made by the Company post its IPO.



- 6** 2017 : Brickwork has assigned Ratings of BWR BBB-(BWR Triple B Minus).  
2017 : Credit Rating upgraded by CARE Ratings to CARE BBB- Stable (Triple B Minus Outlook: Stable)



- 5** 2016 : Got Sanctioned its First Ever Refinance From National Housing Bank, twice i.e. in the month of April, 2016 and also in the month of January, 2017.



- 10** 2017 : First ever Debenture Issue of the Company worth Rs. 25 Cr.



- 11** 2018 : Awarded as "The Fastest Growing Housing Finance Company of the Year" by ET Now BFSI Award.



- 12** 2018 : Adjudged amongst the "Top-100 SMEs in India by Skoch Group and Awarded with Skoch order of Merit on 51th Skoch Summit.



- 13** 2018 : Credit Rating upgraded from BWR BBB- (BWR Triple B Minus) Outlook: Stable to BWR BBB (BBR Triple B) Outlook: Stable by Brickwork Ratings.



- 14** 2018 : Felicitated with "The Excellence Award" at 3rd Mine India Microfinance & NBFC Conference.

## Board of Directors

### Mr. Vinod K. Jain

Managing Director (DIN: 00248843)

Mr. Vinod K. Jain is an experienced Managing Director (Promoter) with a vision to fuel SRGHFL to be the next big participant in writing the growth story of India. He has with his deep financial prowess and effective team management capabilities pioneered the growth of company with utmost honesty and integrity.

### Mrs. Seema Jain

(DIN: 00248706)

Mrs. Seema Jain is serving to the Board since the inception of the company. She has excellent leadership, Management and Organizational skills.

### Mr. Nishant Badala

(DIN:06611795)

Mr. Nishant Badala is an Independent Director of our Company. He has completed his Masters in Commerce from University of Udaipur. He is a Chartered Accountant and Company Secretary by profession, having expertise in the field of accounting legal and taxation.

### Mr. Vikas Gupta

(DIN:05280808)

Mr. Vikas Gupta is an Independent Director of the Company. He has done his Bachelors of Commerce from Mohan Lal Sukhadia University, Udaipur. He also holds a degree in Law (LLB). He is registered with Commissioner of Income tax, Udaipur as Income Tax Practitioner. He has diverse exposure in Tax consultancy and all related financial Services.

### Mr. Ashok Kabra

(DIN:00240618)

Mr. Ashok Kabra is an Independent Director of the company. He has done his Masters in Commerce. He has diverse exposure of more than 12 years in corporate finance, stock broking, Investments and financial services etc.

## Mr. Vinod K. Jain | Managing Director

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Mr. Vinod Jain is a firm believer of achieving excellence through a positive and proactive approach. He follows a dictum –

“ Success is simple.  
Do what's right,  
the right way,  
at the right time. ”

He is an experienced Managing Director (Promoter) with strong controlling, direction & effective team building capability. In the year 1999 he floated his own Company “SRG Housing Finance Limited” with a broad and clear vision in the field of finance. He pioneered Housing Finance in year 2002 in Rajasthan.

He has proved his capability in strategic management and is a successful performer in pursuit of profitable growth.

His relentless ambition established the brand SRG and fueled the company to the new heights of success. He has always proven SRG Housing Finance Ltd. as the best Company with respect to customer satisfaction and highly motivated employees.

# Management Team

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**Mr. Ashok Modi | CFO**

Mr. Modi has more than 25 years of experience in ensuring financial strengthening to the individuals and organizations via audit and strategic planning. His in-depth knowledge about the financial system and various derivatives is unparalleled. He is with the company since 2012.



**Mr. Lavang Murdia | CMO**

Mr. Murdia has 15 years of experience into Sales and Marketing and has build robust business models in sectors like finance, insurance, telecom etc. He has an expertise in channel management where he researches into identifying cum building new market opportunities. He has been working with the company since 2010.



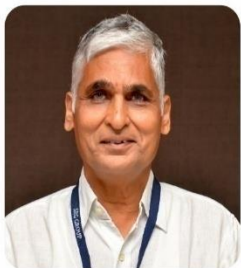
**Ms. Krati Jain | Vice President**

Ms. Jain has over 5 years of experience in Finance. She is Ph.D. in finance and is an associate member of ICSI along with MBA (PGDBA) from Symbiosis. She is a post graduate from Mohan Lal Sukhadia University, Rajasthan. She is having hand of experience in management and finance. She is effectively handling administration and management of the company. She works closely on strategic planning, decision making and new policy formulation which aids in development and achievement of goals. She has joined the company in 2017.



**Ms. Sunaina Nagar |  
Chief Investor Relation Officer**

Ms. Nagar is an associate member of Institute of Company Secretaries of India and also possesses LLB degree. She is handling Compliance, Equity & Debt Financing matters. Her deep insights and research mindset has helped company to find newer innovative ways to expand and flourish. She joined the company in the year 2015.



**Mr. Dilip Kumar Singhvi | GM- Operations**

Mr. Singhvi is retired as a Senior Manager-Bank of Baroda after serving for 36 years and also has been Incharge-cum- faculty in RTC(Regional Training Centre), Jaipur for 5 years. His qualifications includes B.SC, M.COM, MBA, CAIIB among others and he has also qualified various courses on Mutual Funds organised by NISM. He is equipped with various procedures and policies which makes financial transaction less cumbersome and meaningful. His tracking mechanism and rigorous follow up strategies has helped building up of customer network. Mr. Singhvi is working with company since 2015

# Business Locations

Registered Office: Udaipur (Rajasthan)  
 Corporate Office: Mumbai (Maharashtra)



## Madhya Pradesh 5

Mandsaur  
 Neemuch  
 Ratlam  
 Shamgarh  
 Ujjain

## Gujarat 4

Ahmedabad  
 Mehsana  
 Palanpur  
 Surat

## Rajasthan 19

Ajmer	Jodhpur
Aspur	Kota
Banswara	Phalodi
Bhilwara	Rajsamand
Bhinder	Sagwara
Bijainagar	Salumber
Chittorgarh	Sirohi
Dungarpur	Sumerpur
Fatehnagar	Udaipur
Jaipur	

## Maharashtra 1

Mumbai





Average Tenure- 6.75 Yrs



Average Ticket Size-  
Rs. 5.61 Lakhs



Repayment Mode-  
PDCs/ NACH are accepted.



Average Loan to Value (LTV)-  
43% of the property value



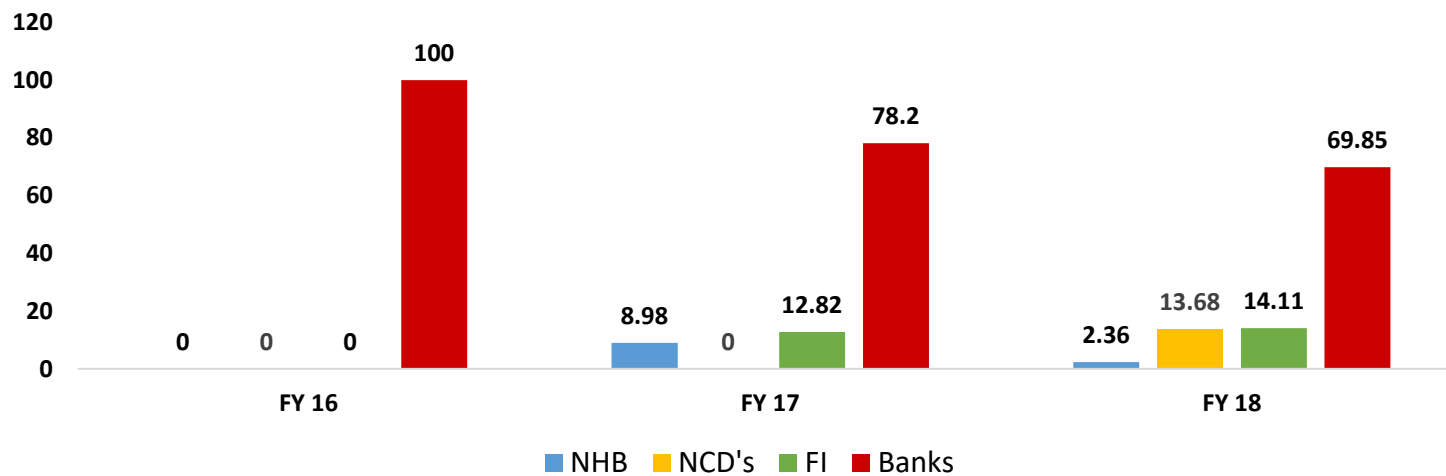
Catering also to LMI Segment

## Comparative Fact sheet for the Year Ended March 31, 2018

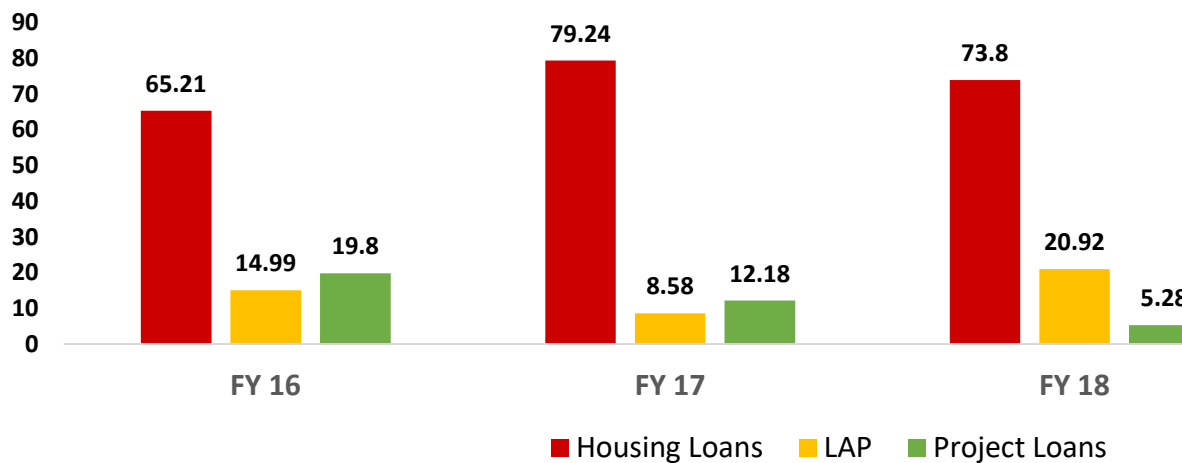
Amount In Crores

Highlights	Amount FY 18	Amount FY 17	Growth Y-o-Y (%)
Outstanding Loan Assets (AUM)	200.28	81.83	144.75
Disbursement	142.28	47.37	201.50
Revenue from Operations	34.26	14.55	134.47
Profit After Tax (PAT)	9.62	2.71	254.98
Shareholder's Fund	41.50	33.98	22.13
EPS (Rupees)	7.40	2.38	210.92
ROAE (%)	25.49	10.75	-
ROAA (%)	5.82	3.15	-
Gross NPA (%)	1.50	1.57	-
Net NPA (%)	0.50	1.21	-

### Borrowing Mix (%)



### Loan Portfolio Breakup(%)



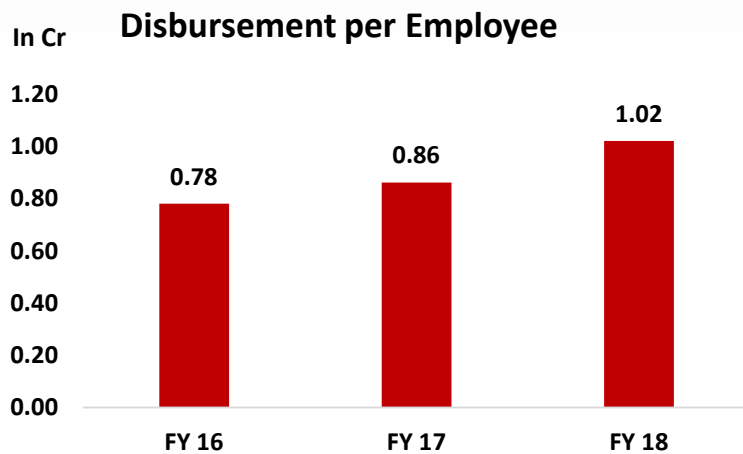
## Loan portfolio Analysis

Amount(in Cr.)	FY 18		FY 17		FY 16	
	Amount	%	Amount	%	Amount	%
Housing Loan	147.81	73.80	64.84	79.24	34.75	65.21
LAP	41.89	20.92	7.02	8.58	7.98	14.99
Project Loan	10.58	5.28	9.97	12.18	10.55	19.80
<b>Total</b>	<b>200.28</b>	<b>100.00</b>	<b>81.83</b>	<b>100.00</b>	<b>53.28</b>	<b>100.00</b>

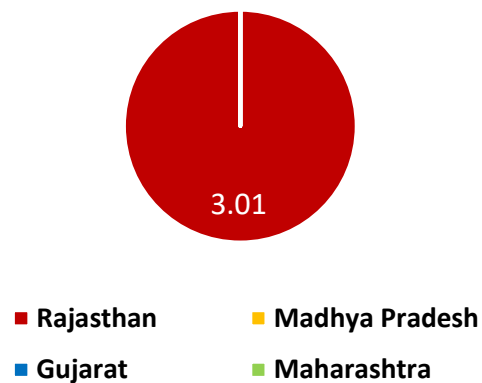
Amount (in lakhs)	2018	2017	2016
	<b>Avg. Loan size</b>		
Housing Loan	5.03	4.66	4.17
LAP	9.85	15.95	21.02
Project Loan	185.00	124.66	131.86

Amount (in Cr.)	FY18		FY17	
	Amount	%	Amount	%
Rural	175.76	87.75	73.84	90.23
Urban	24.52	12.25	7.99	9.77
<b>Total</b>	<b>200.28</b>	<b>100</b>	<b>81.83</b>	<b>100</b>

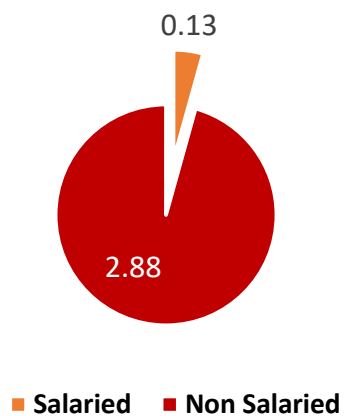
Amount (in Cr.)	FY18		FY17	
	Amount	%	Amount	%
Salaried	35.12	17.54	13.59	16.6
Self employed	165.16	82.46	68.24	83.4
<b>Total</b>	<b>200.28</b>	<b>100</b>	<b>81.83</b>	<b>100</b>



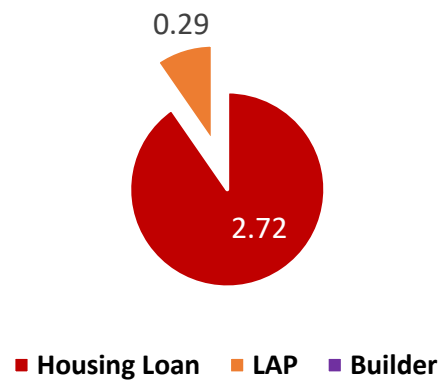
### FY18 NPA (In Cr)



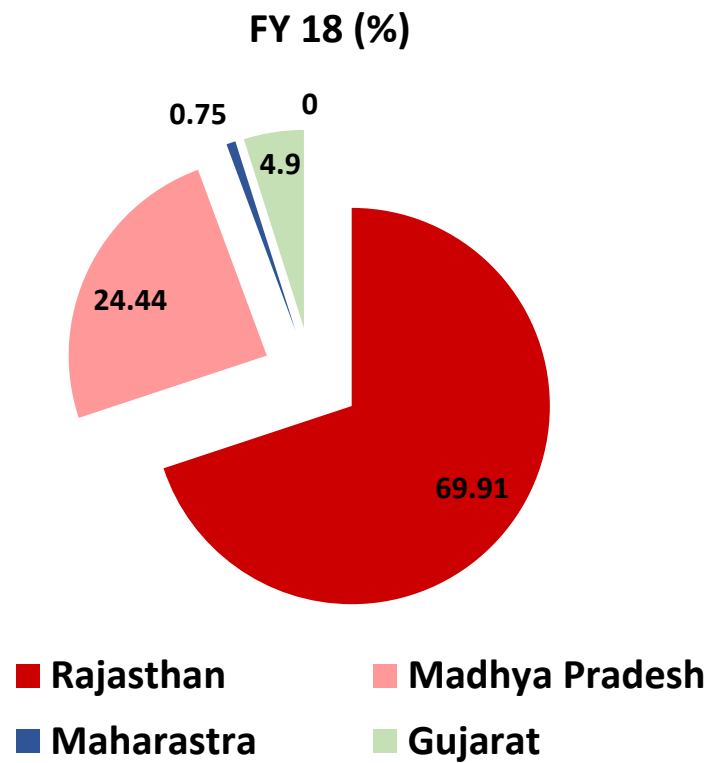
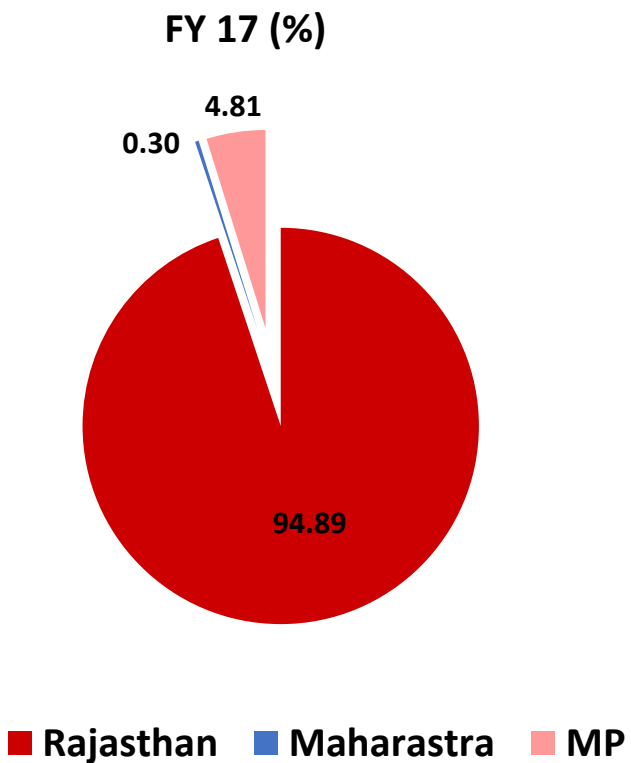
### FY 18 NPA (in cr)

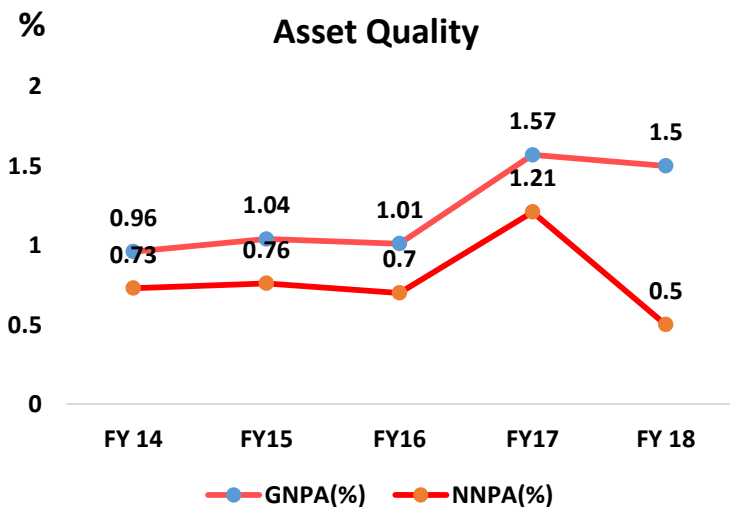
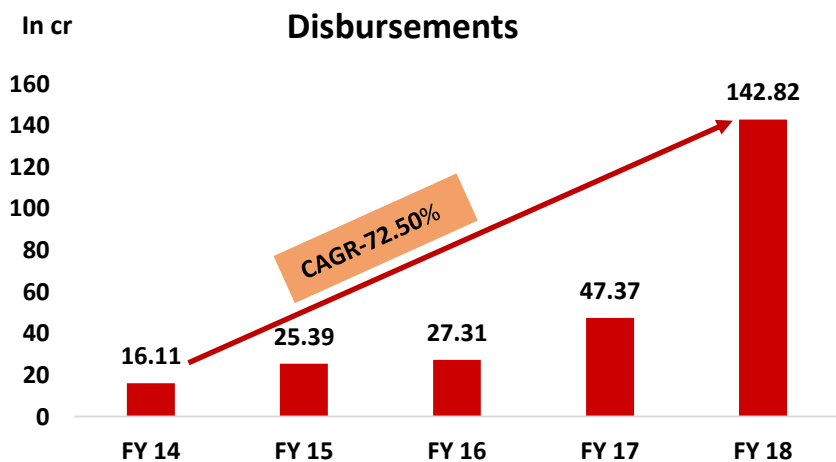
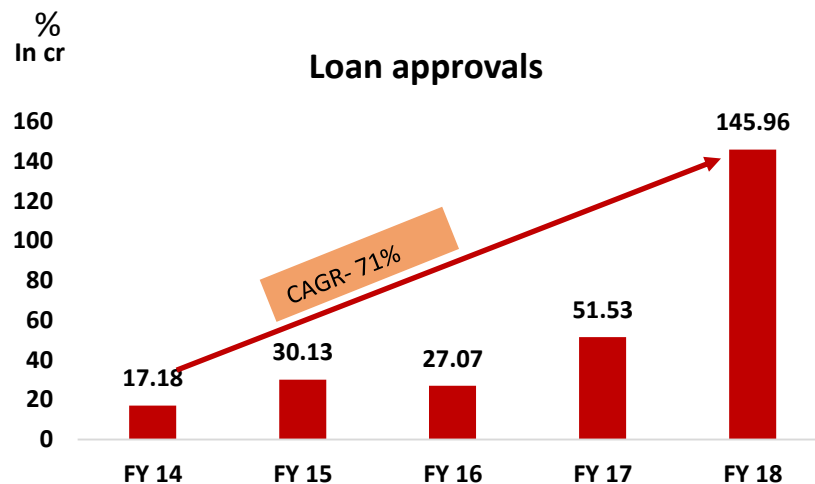
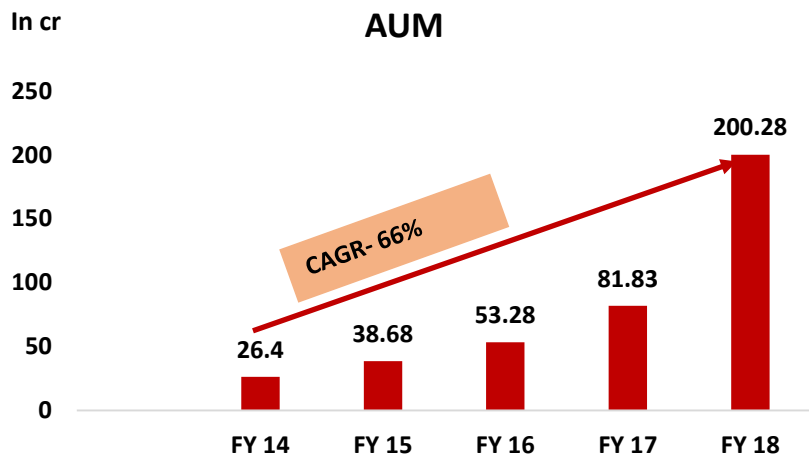


### FY 18 NPA (in cr)

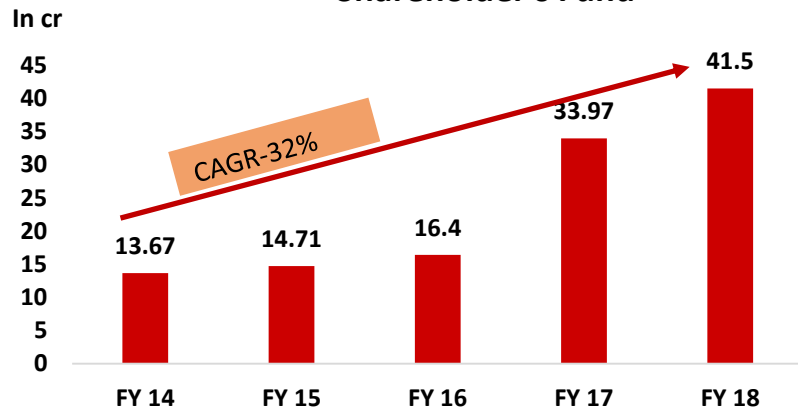


## Increasing Geographical Presence

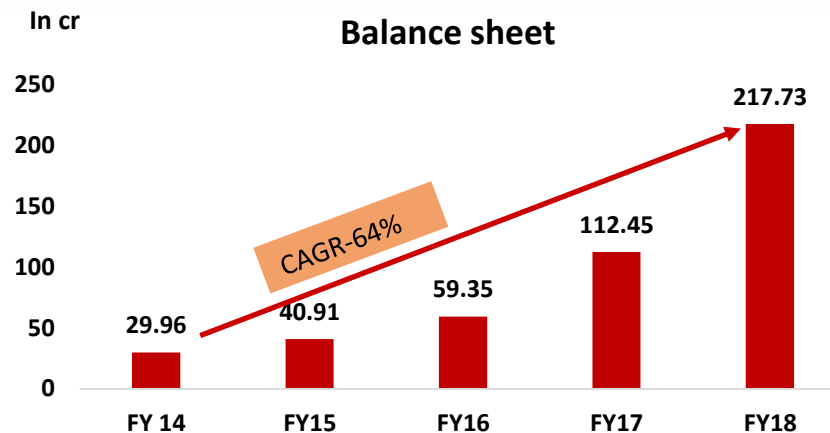




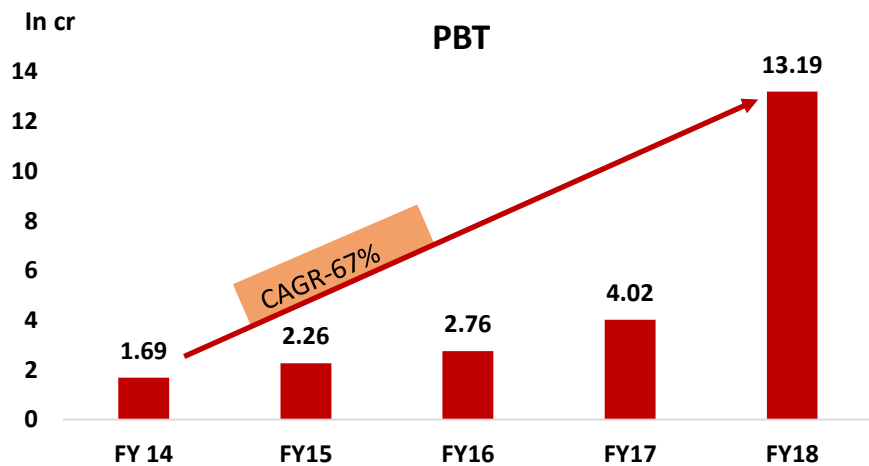
### Shareholder's Fund



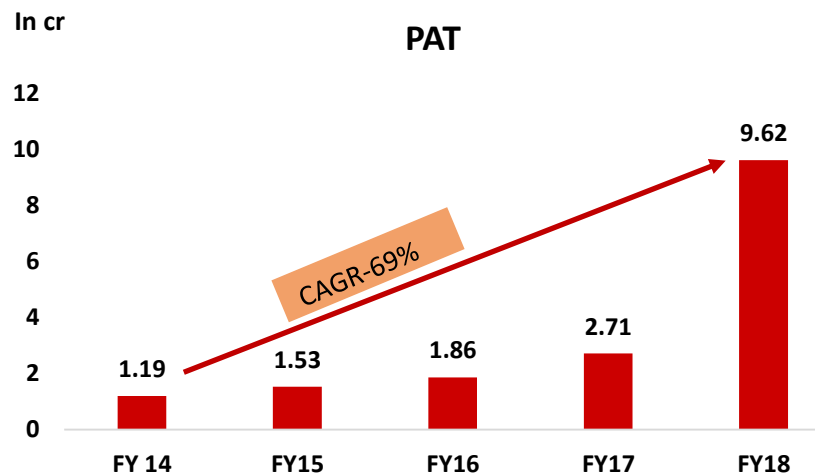
### Balance sheet



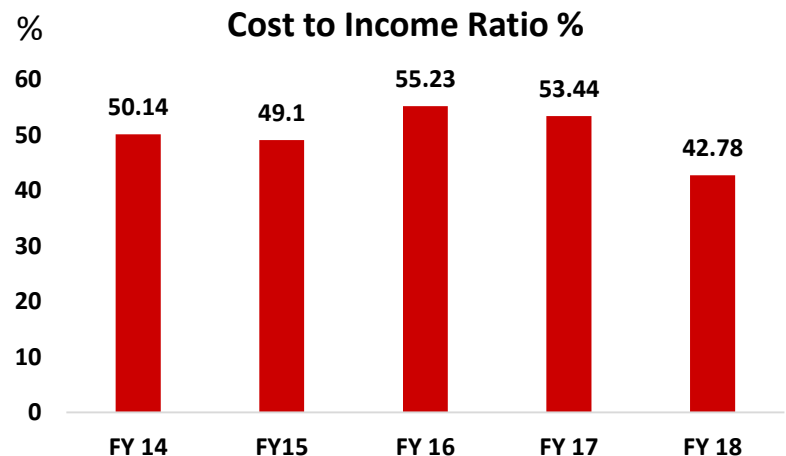
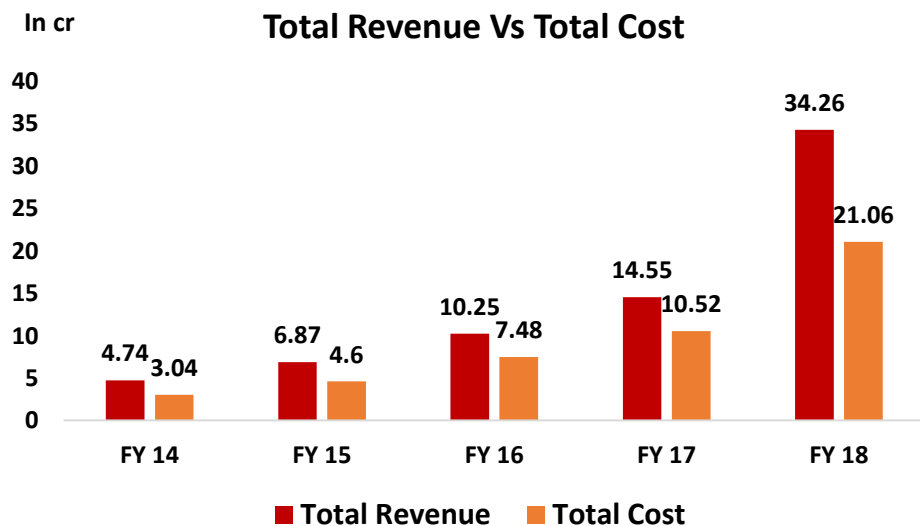
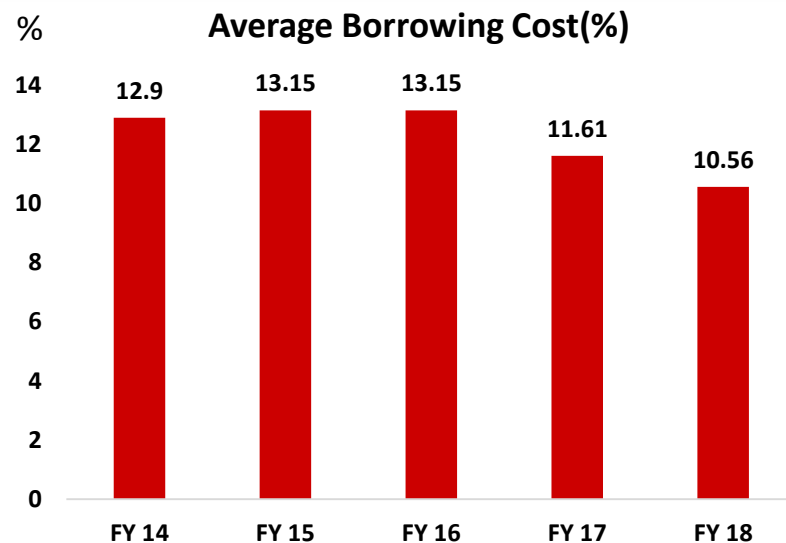
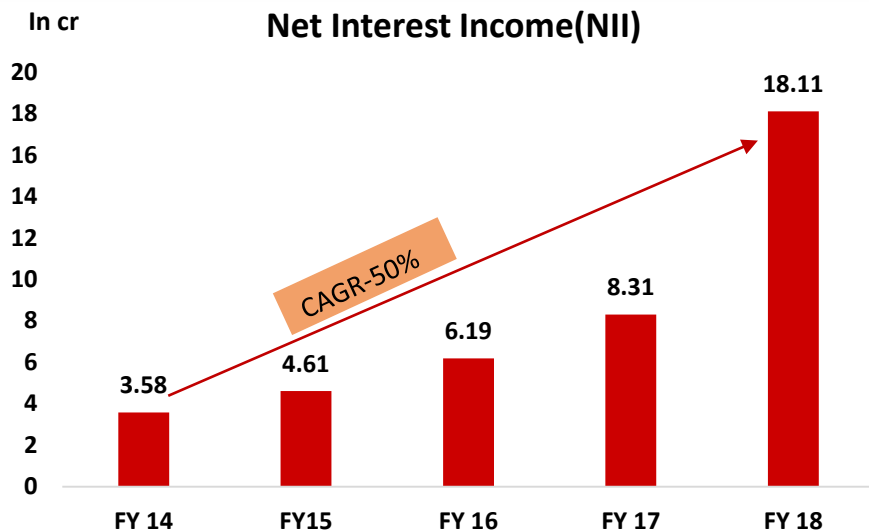
### PBT



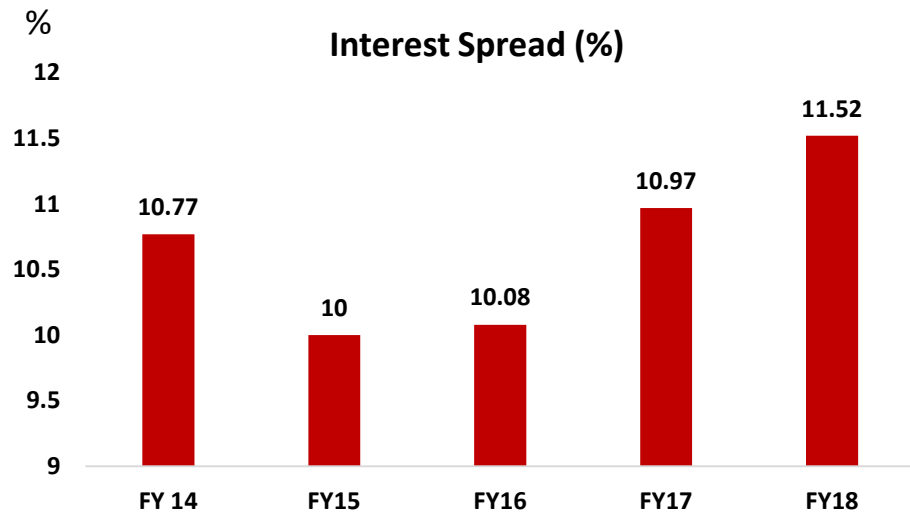
### PAT



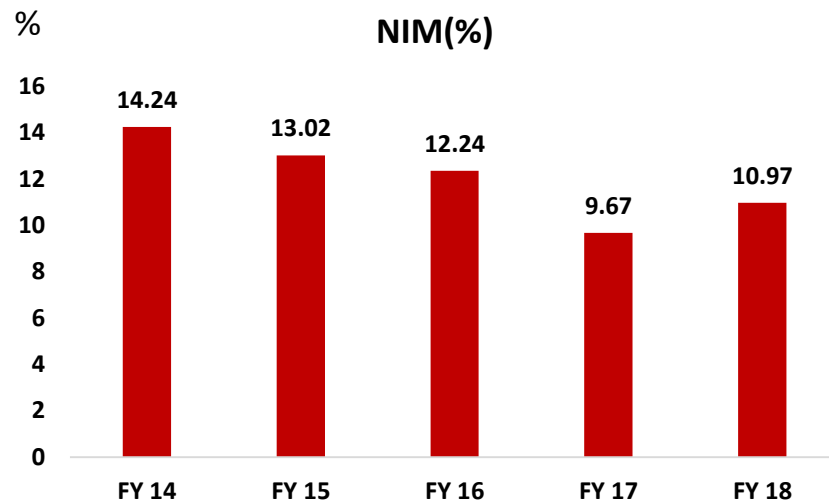




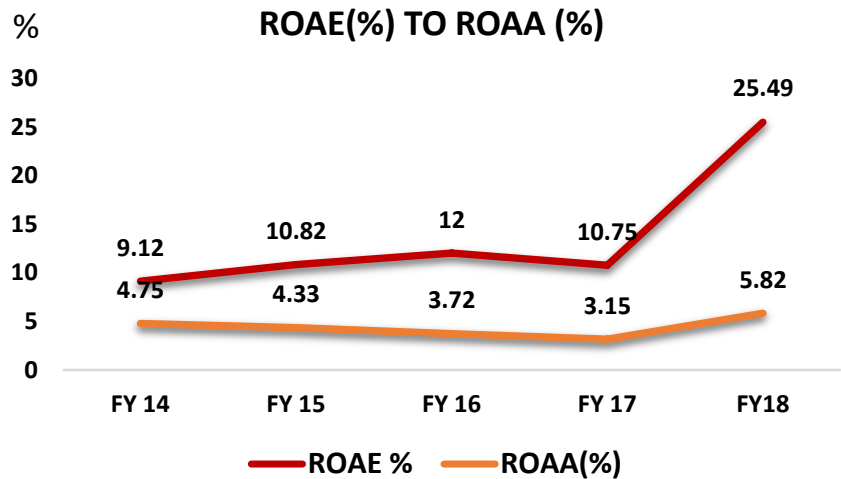
### Interest Spread (%)



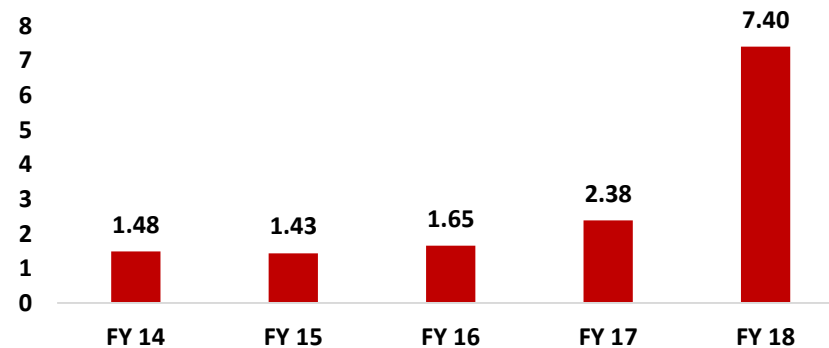
### NIM(%)



### ROAE(%) TO ROAA (%)



### EPS



## Performance Highlights

Amount (in Cr.)

Particulars	Mar'18 (3m)	Dec'17 (3m)	Mar'17 (3m)	Mar'18	Mar'17
New Approvals	52.94	38.34	29.17	145.96	51.53
Disbursements	52.14	36.16	25.71	142.82	47.37
Outstanding Loan Book	200.28	155.07	81.83	200.28	81.83
Interest Income	9.93	7.77	4.15	29.39	14.04
Fees & Other Income	1.57	1.65	0.54	4.87	0.51
<b>Total Income</b>	<b>11.50</b>	<b>9.42</b>	<b>4.64</b>	<b>34.26</b>	<b>14.55</b>
Financial cost	3.87	2.86	1.58	11.27	5.64
Employee Benefit Expense	1.24	1.17	0.52	4.04	1.77
Other Expenditure	1.33	2.13	1.11	5.31	2.72
Depreciation and amortization	0.12	0.13	0.14	0.44	0.38
<b>Total Expenditure</b>	<b>6.56</b>	<b>6.29</b>	<b>3.35</b>	<b>21.06</b>	<b>10.52</b>
<b>Profit Before Tax &amp; Provisions</b>	<b>4.94</b>	<b>3.13</b>	<b>1.29</b>	<b>13.20</b>	<b>4.03</b>
Net Interest Income	6.06	4.91	2.57	18.11	8.31
Cost to Income Ratio (%)	35.25	52.55	56.76	42.78	53.44

## Performance Highlights

Amount (in Cr)

Particulars	Mar'18 (3m)	Dec'17 (3m)	Mar'17 (3m)	Mar'18	Mar'17
PBT	4.94	3.13	1.29	13.20	4.03
Provision for Taxation & DT	1.30	0.60	0.43	3.58	1.32
Profit After Tax	3.65	2.53	0.86	9.62	2.71
EPS (In Rupees)	2.80	1.95	0.75	7.40	2.38
Gross NPA	3.00	1.96	1.28	3.00	1.28
Gross NPA Ratio(%)	1.50	1.27	1.57	1.50	1.57
Net NPA	0.99	0.98	0.98	0.99	0.98
Net NPA Ratio(%)	0.50	0.64	1.21	0.50	1.21

## Key Quarterly Data

Amount (in Cr)

Income Statement	Jun-16	Sep-16	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18
Net interest income	1.86	1.93	2.02	2.57	3.16	4.04	4.91	6.06
Other Income	0.04	0.02	0.02	0.54	0.62	1.03	1.66	1.57
Total Operating Expenses	0.87	0.91	1.34	1.81	1.48	2.25	3.45	2.68
Tax/ DTL	0.33	0.34	0.23	0.42	0.76	0.93	0.60	1.29
Net Profit	0.67	0.69	0.48	0.85	1.55	1.89	2.53	3.65
Balance Sheet	Jun-16	Sep-16	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18
Shareholders Funds	16.83	17.50	17.92	33.97	35.04	36.94	39.15	41.50
Borrowings	42.28	48.85	59.39	75.04	69.28	97.28	122.66	166.96
Loan book	51.97	58.13	66.13	81.83	100.04	125.04	155.07	200.28
Total assets	61.39	68.19	79.45	112.45	109.10	139.97	167.80	217.73
Key Ratios (Annualized)	Jun-16	Sep-16	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18
NIM (%) (Excl. Proc. Chg)*	13.67	12.99	11.98	9.67	13.72	13.94	12.69	10.57
CRAR/CAR (%)	49.10	49.30	44.20	72.71	65.64	48.97	44.88	33.38
Gross NPA (%)	1.24	1.01	1.10	1.57	1.32	1.27	1.27	1.50
Net NPA (%)	0.59	0.44	0.57	1.21	0.62	0.69	0.64	0.50

## Business Summary

Amount (in Cr.)

Particulars	FY 14	FY 15	FY 16	FY 17	FY 18
Loan Approvals	17.18	30.13	27.07	51.53	145.96
Loan Disbursements	16.11	25.39	27.31	47.37	142.82
Total Loan Outstanding	26.4	38.68	53.28	81.83	200.28
Housing Loan	17.27	30.02	45.30	74.81	158.39
Non-Housing Loan	9.13	8.66	7.98	7.02	41.89
Borrowings	15.52	24.89	41.29	75.04	166.96
Gross NPA	0.25	0.40	0.54	1.28	3.01
Gross NPA %	0.96	1.04	1.01	1.57	1.50
Net NPA %	0.73	0.76	0.70	1.21	0.50

## Business Summary

Amount (in Cr.)

Particulars	FY 14	FY 15	FY 16	FY 17	FY 18
Total Branches	9	9	15	19	29
Total Employees	19	18	35	55	140
Interest on housing & property loans	4.74	6.84	10.18	13.86	28.82
Investments	0	0	0.03	0.18	0.57
Total interest Income(A)	4.74	6.84	10.20	14.04	29.39
Processing Charges (B)	0	0.03	0.01	0.49	2.89
Other Income (C )	0	0	0.04	0.02	1.98
Total Income(A+B+C)	4.74	6.87	10.25	14.55	34.26

## Earnings Summary

Amount (in Cr.)

Particulars	FY 14	FY 15	FY 16	FY 17	FY 18
Net Interest Income (NII)	3.41	4.45	6.17	8.30	18.12
Financial costs	1.33	2.39	4.04	5.64	11.27
Employee Benefit Expense	0.58	0.75	1.42	1.77	4.04
Other Expense	1.08	1.38	1.93	2.72	5.31
Depreciation & Amortization	0.05	0.07	0.08	0.38	0.44
Total Cost	3.04	4.59	7.47	10.52	21.06



## Business Summary

Amount (in Cr.)

Particulars	FY 14	FY 15	FY 16	FY 17	FY 18
Provision & Taxes	0.50	0.73	0.90	1.32	3.58
Net Profit	1.19	1.54	1.87	2.71	9.62
Share Capital	8.08	11.30	11.30	13.00	13.00
Reserves	5.60	3.40	5.09	21.00	28.49
Shareholders Fund	13.70	14.70	16.40	34.00	41.49
Number of shares	0.81	1.13	1.13	1.30	1.30
Earnings Per Share (In Rupees)	1.48	1.43	1.65	2.38	7.40

## Financial Ratios

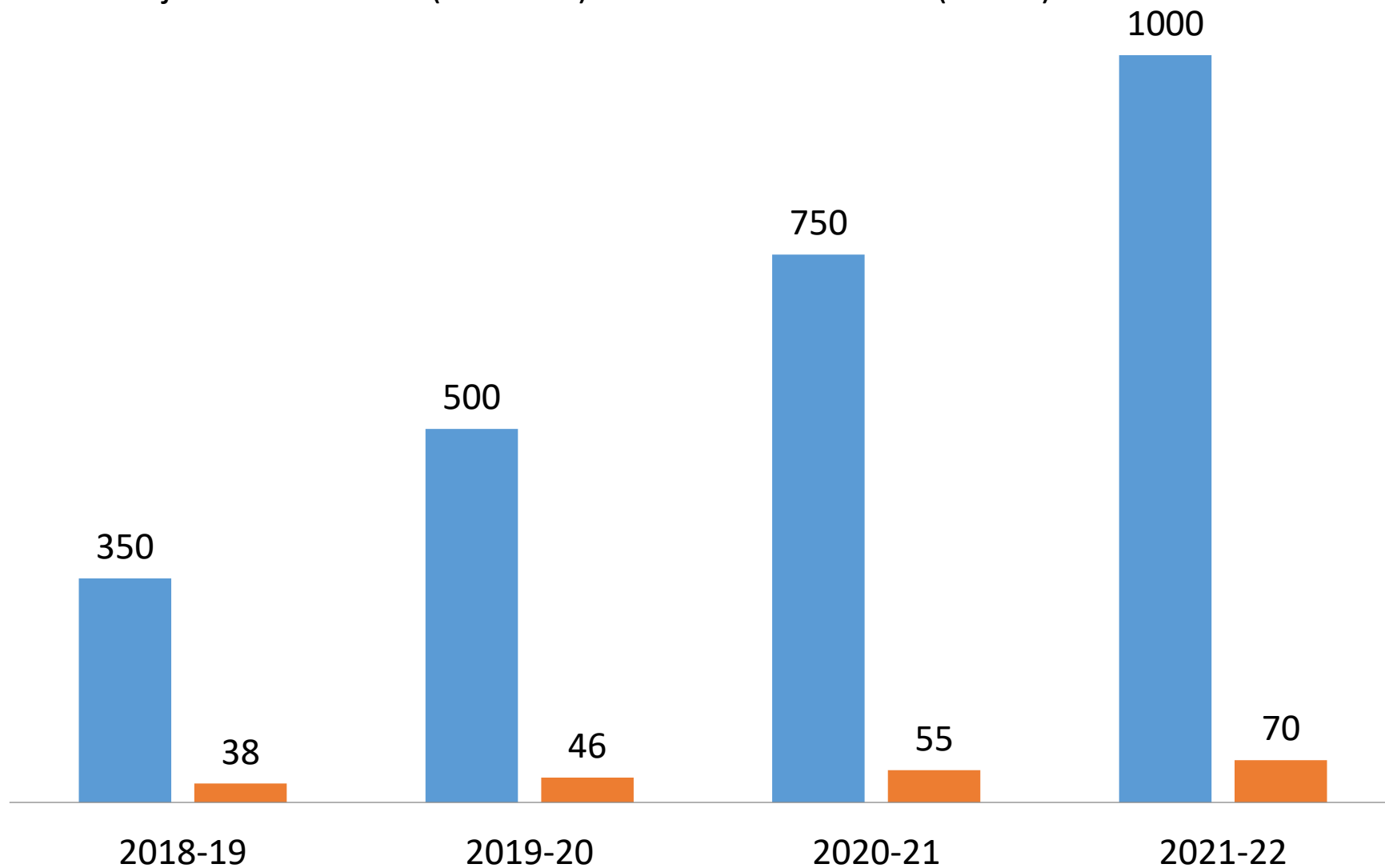
Particulars	FY 14	FY 15	FY 16	FY 17	FY 18
Avg. Business Per Employee(In cr)	1.55	2.42	1.67	1.60	1.43
Avg. Business Per Branch(In cr)	2.93	4.30	3.55	4.31	6.90
Capital Gearing Ratio(Share holder fund/Debt)	0.88	0.59	0.40	0.45	0.25
Interest Spread (%)	10.80	10.10	10.10	11.01	11.52
Net Interest Margin (NIM) %	14.20	13.00	12.40	9.67	10.97
Return on Average Equity (ROAE%)	9.12	10.80	12.00	10.80	25.49
Return on Average Assets (ROA) %	4.75	4.33	3.72	3.15	5.82
Average cost of Borrowings %	12.90	13.20	13.20	11.60	10.56
Cost to Income Ratio %	50.14	49.10	55.23	53.44	42.78

Cost to Income Ratio= Total cost-Financial cost/Total income- Financial cost\*100

NIM%= NII/Average Total Asset (NII= Int Income- Financial cost)

# VISION 2022

■ Projected Loan Book(Rs. In Cr.)    ■ Branch Network (In No.)





**Thank You!**