



MCSL/SEC/23-24/208

October 27, 2023

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001

Scrip Code – 511766

**Scrip Code (Debenture and CP) – 974648,
974915, 974292, 974550, 974551,
974552 and 725660**

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

Trading Symbol - MUTHOOTCAP

Sub: Investor Presentation for Quarter and Half-year ended September 30, 2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made to investors w.r.t. quarter and half year ended 30th September 2023.

Kindly take the same on your records.

Thanking You,

Yours Faithfully,

For Muthoot Capital Services Limited

Deepa G

Company Secretary and Compliance Officer

Membership Number: A68790

Encl: As above

#PurposeMuthootBlue

To transform the life of the common man
by improving their financial well-being



Investor Presentation

30th September 2023



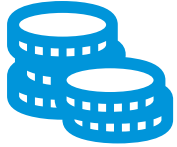
Contents

<input type="checkbox"/> Operational Highlights	03-08
<input type="checkbox"/> Performance Analysis	09-17
<input type="checkbox"/> Sales and Collection Analysis	18-22
<input type="checkbox"/> Asset Analysis	23-32
<input type="checkbox"/> Liability Analysis	33-38

Operational Highlights

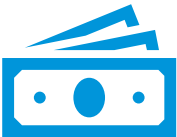


Operational Highlights



AUM

Q2 FY 24: ₹ 1771 Cr



Disbursement

Q2 FY 24: ₹ 328 Cr



Balance sheet Size

Q2 FY 24: ₹ 2244 Cr



Total Borrowings as on

Q2 FY 24: ₹ 1586 Cr

PAT

Q2 : ₹ 83.14 Crs

New customer

Q2 : 39,093

Borrowing Cost

Q2 : 9.80 %

Shareholders Fund

Q2 : ₹ 590 Crs

No: Of live customers

3,92,747

No: Of States

20

A+

CRISIL Rating
Rated "A+" Stable

NNPA - 3.88%

PCR - 75 %

Stage 3 - 11.67%

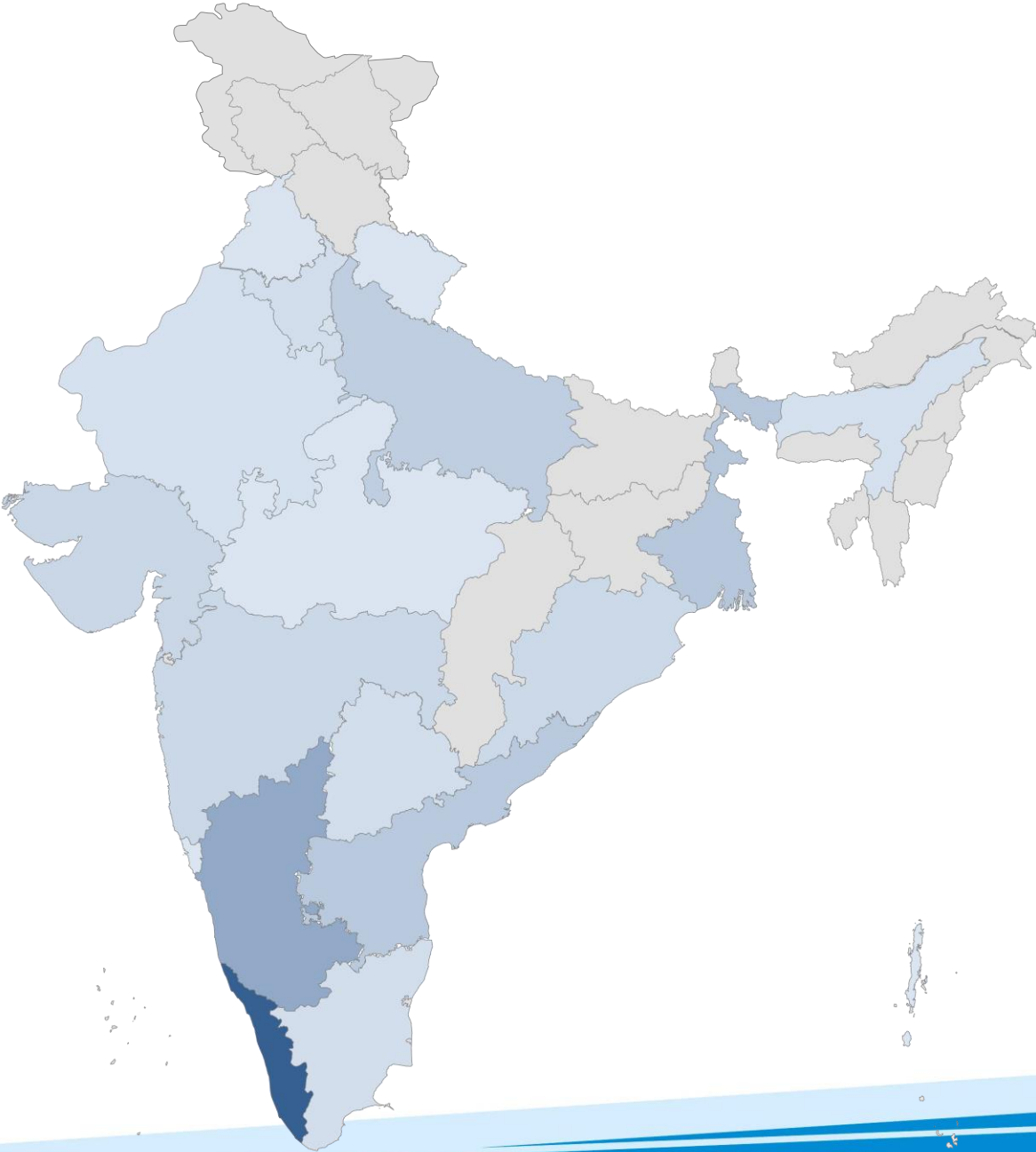
Stage 3 (Net) -3.88%

Overall Prov - 9.30 %

Geographically spread across

20


States



Highest Ever Profitability


PAT

₹ 101 Cr

210% YoY 

ROA

17.17%

391% YoY 




Improved Asset Quality



GNPA

11.67 %

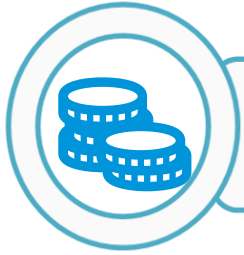
-51% YoY 

NNPA

3.88 %

-14% YoY 

Hawk Eye View



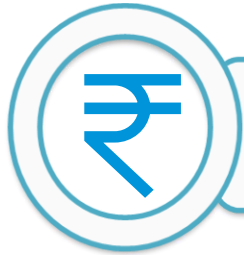
Debt Equity Ratio
2.69 Times



CRAR
35.41%



Average LTV
80.56%



EPS
50.59



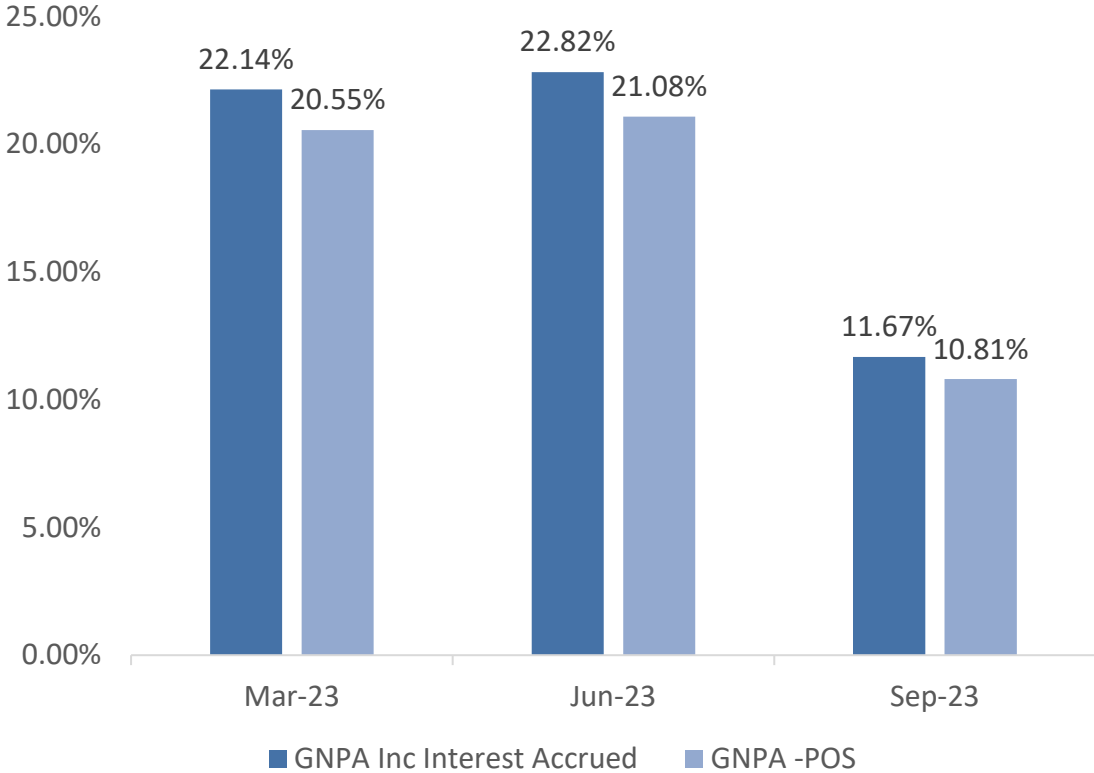
ROE
60.59%



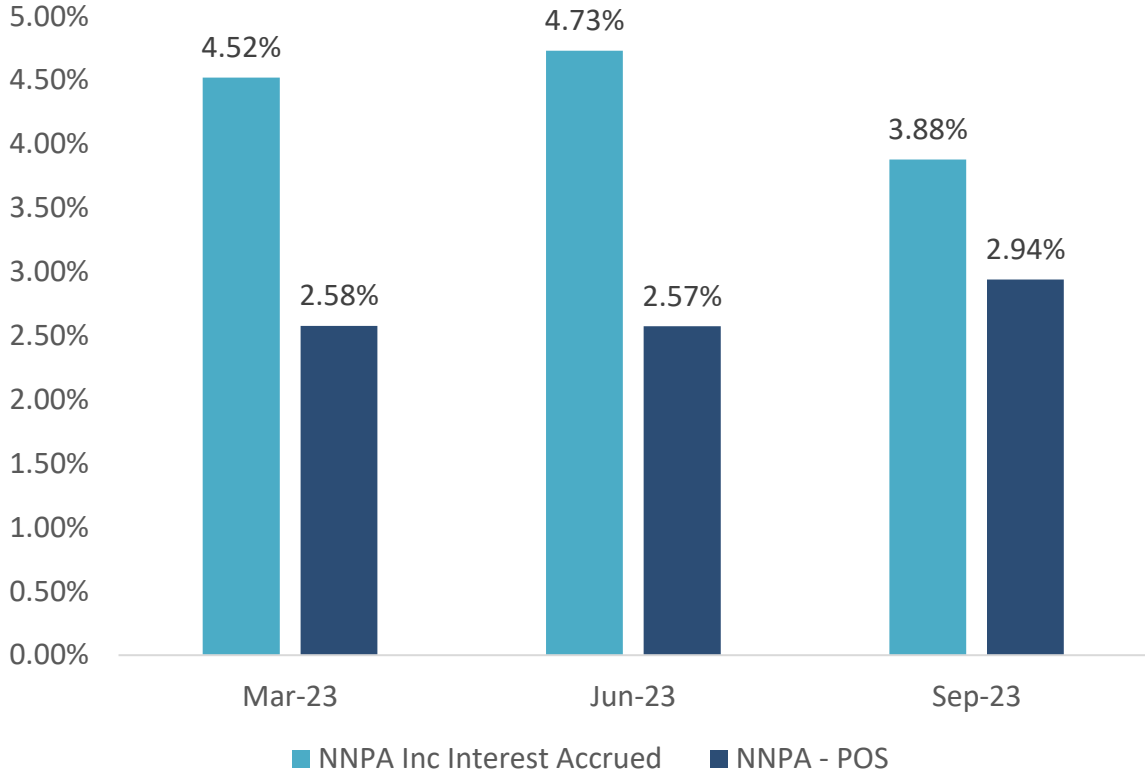
ROA
17.17 %

GNPA and NNPA

GNPA



NNPA



Performance Analysis



FINANCIAL PERFORMANCE – QUARTERLY & HALF YEARLY

₹. In Crores

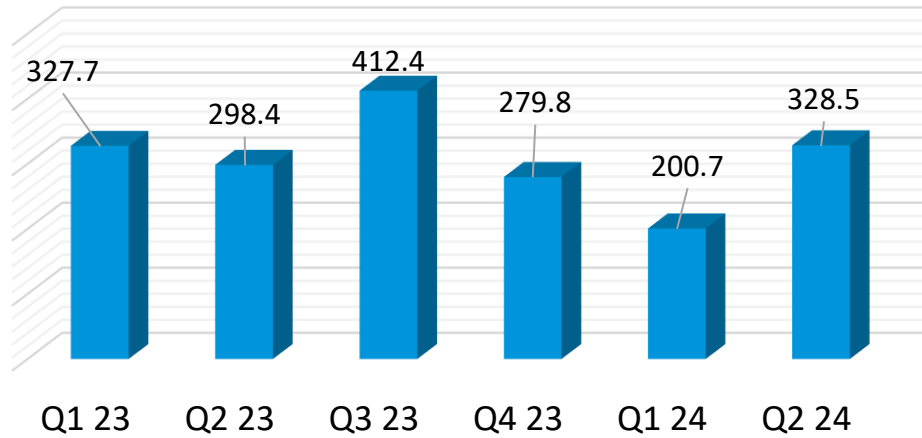
Parameters	Q2 FY 24	Q2 FY 23	QoQ	H1 FY24	H1 FY23	HoH
Disbursement	328.00	298.40	10%	529.20	626.10	-15%
Asset Under Management - AUM	1,771.00	2,073.22	-15%	1,771.00	2,073.22	-15%
Net Interest Income - NII	58.84	74.65	-21%	119.60	148.29	-19%
Operating Expense - OPEX	40.06	41.37	-3%	79.67	85.90	-7%
Loan Losses and Provisions	2.69	8.93	-70%	1.54	18.31	-92%
Profit Before Tax- PBT	111.99	24.37	360%	136.26	44.18	208%
Profit After Tax- PAT	83.14	18.24	356%	101.17	32.61	210%
Return On Asset - ROA	17.17%	3.50%	391%	17.17%	3.50%	391%
Return On Equity - ROE	60.59%	17.80%	240%	60.59%	17.80%	240%
Capital Adequacy Ratio - CRAR	35.41%	23.80%	49%	35.41%	23.80%	49%
Gross NPA - GNPA	11.67%	23.60%	-51%	11.67%	23.60%	-51%
Net NPA - NNPA	3.88%	4.50%	-14%	3.88%	4.50%	-14%

STATEMENT OF SOURCES AND APPLICATION OF FUNDS

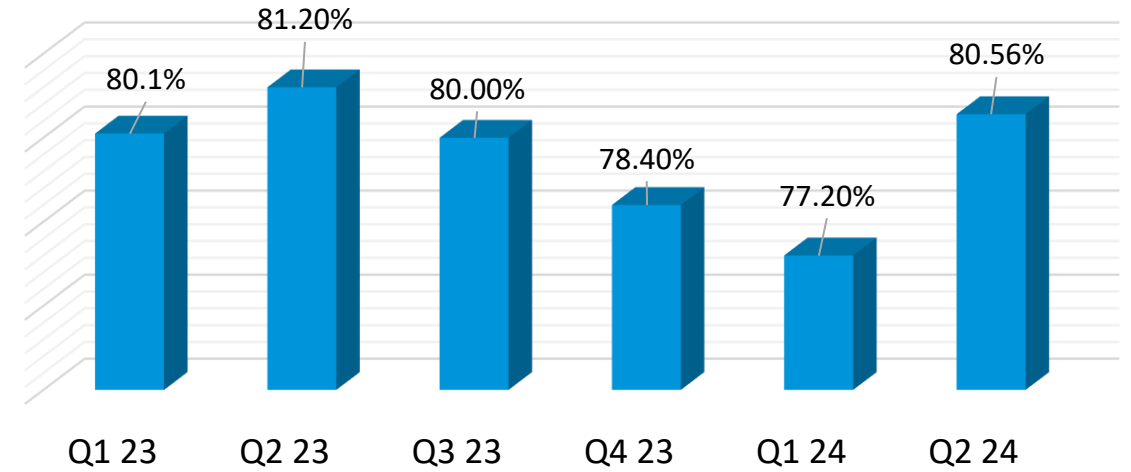
₹. In Crores

Sources	30-Sep-23	30-Jun-23	30-Sep-22	Application	30-Sep-23	30-Jun-23	30-Sep-22
Share Capital	16.4	16.4	16.4	Fixed Assets	2.1	2.0	1.7
Reserve & Surplus	574.0	490.8	427.5	Investments	221.3	118.9	103.3
Shareholders' Funds	590.4	507.3	443.9	Deferred Tax Assets	36.7	90.7	94.9
Bank Debts	961.5	998.2	967.3	Hypothecation Loan	1395.0	1378.4	1482.4
Securitized Pool	263.4	365.8	479.4	Loan Buyout(Retail loans)	58.4	43.5	40.9
Sub debt/Debentures/MLD/NCD	280.5	275.3	69.8	Term Loans	113.6	114.9	49.1
Public Deposit/ICD/CP	70.7	34.1	42.7	Other Loans	1.3	1.5	6.3
Loan From Directors	6.8	6.8	5.1	Interest Accrued on Loans	29.3	46.2	43.8
Total Borrowings	1582.9	1680.2	1564.2	Total Loans *	1597.7	1584.6	1622.6
Trade Payable	20.3	27.7	38.4	Cash & Cash Equivalents	304.5	396.1	201.4
Provisions	2.0	3.6	3.9	Other Financial Assets	11.5	9.4	16.5
Other Financial Liabilities	47.0	18.5	22.7	Other Non-Financial Assets	70.8	34.6	35.5
Other Non-Financial Liabilities	1.9	-0.8	2.8	Derivative Financial Instruments	0.0	0.0	0.0
Total	2244.5	2236.4	2075.9	Total	2244.5	2236.4	2075.9

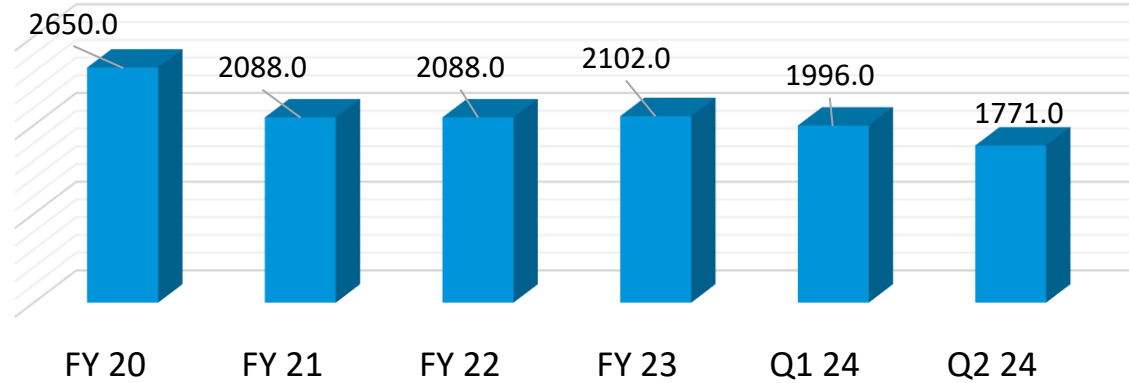
Disbursements (in ₹ crores)



Average LTV

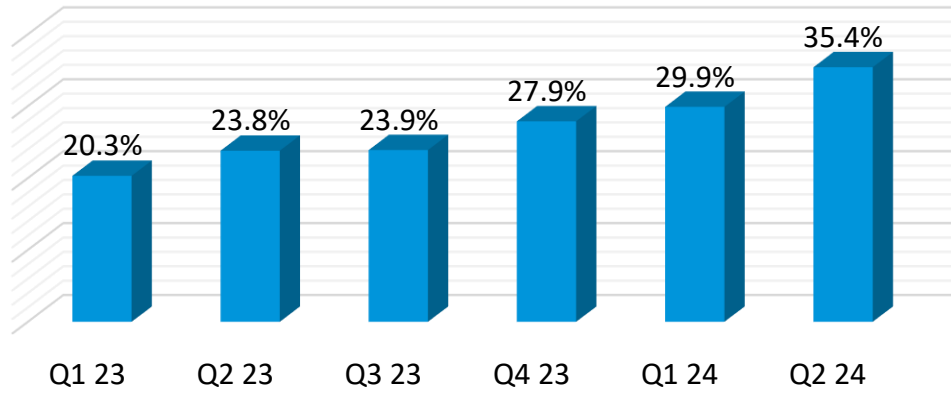


AUM

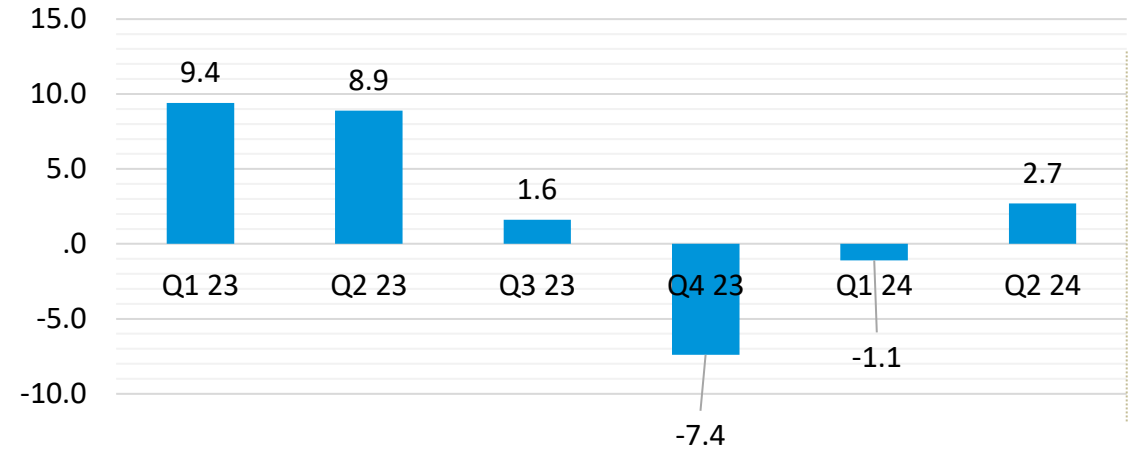


In Q2 Company has done ARC of ₹ 235 Crs. The portfolio has been derecognized from the books in Q2 itself.

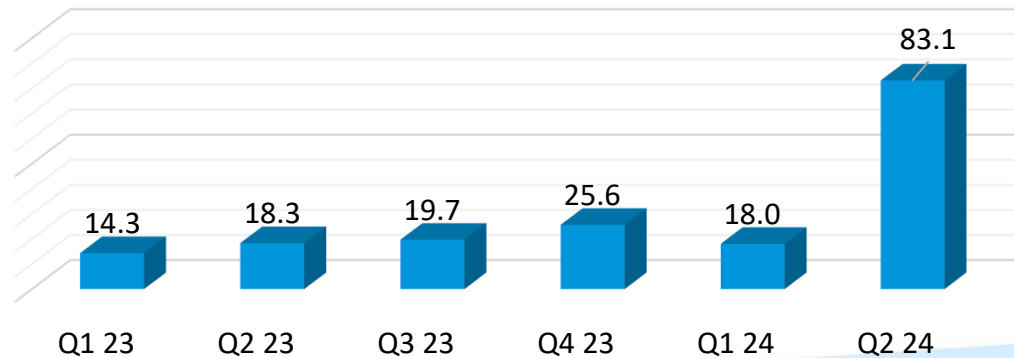
Capital Adequacy Ratio (%)



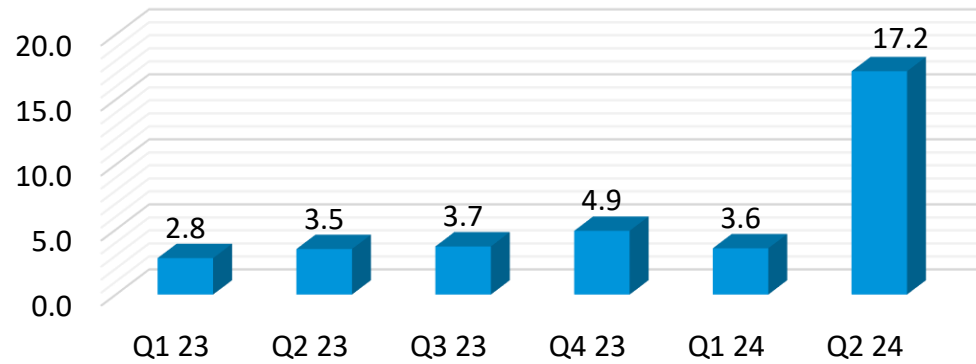
Loan Loss Provision & Write-Offs (in ₹ crores)



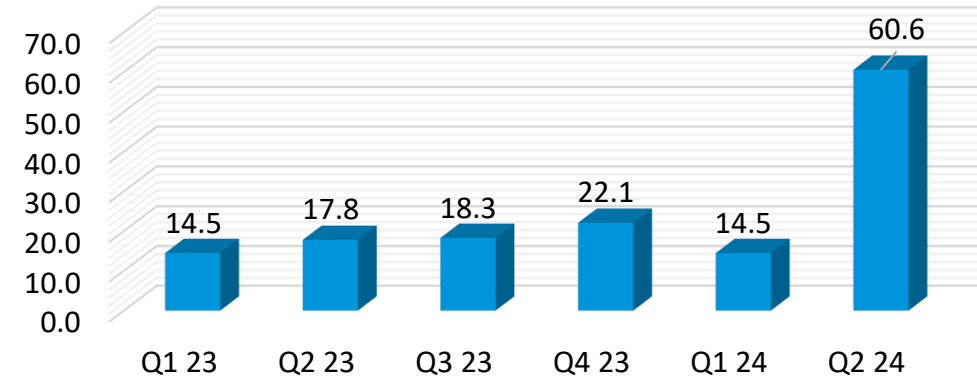
Profit after Tax (in ₹ crores)



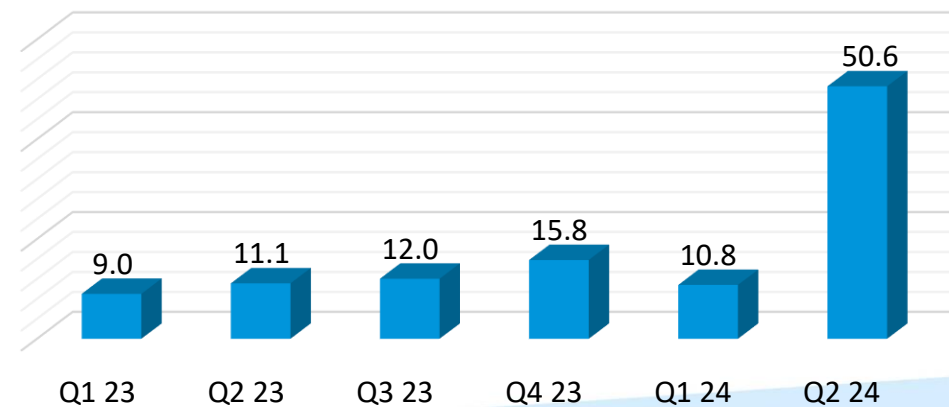
ROA (%)



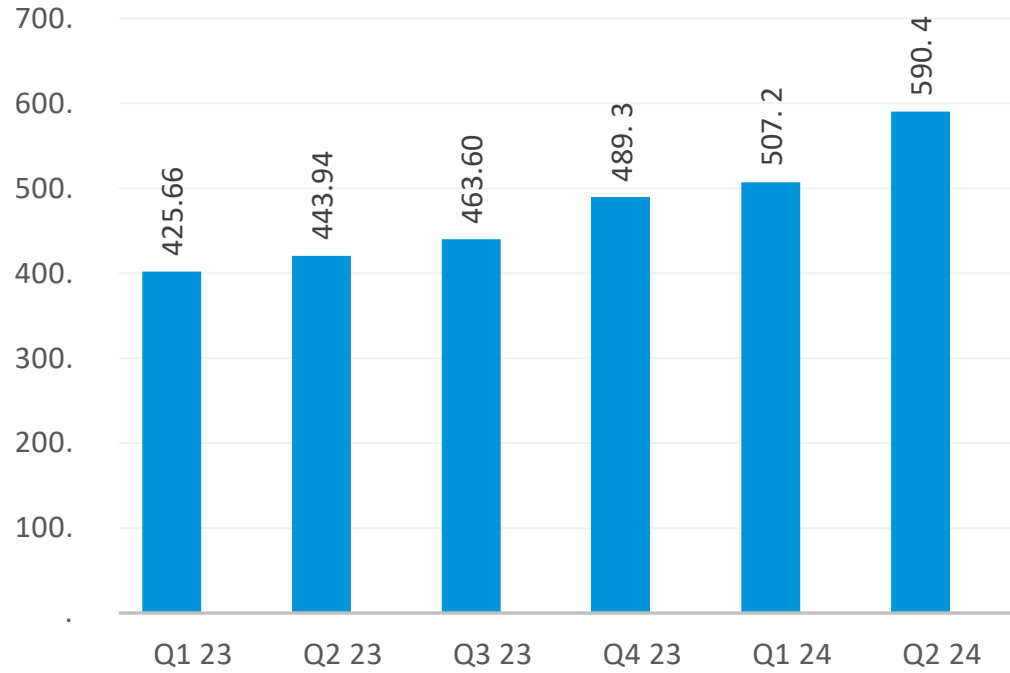
ROE (%)



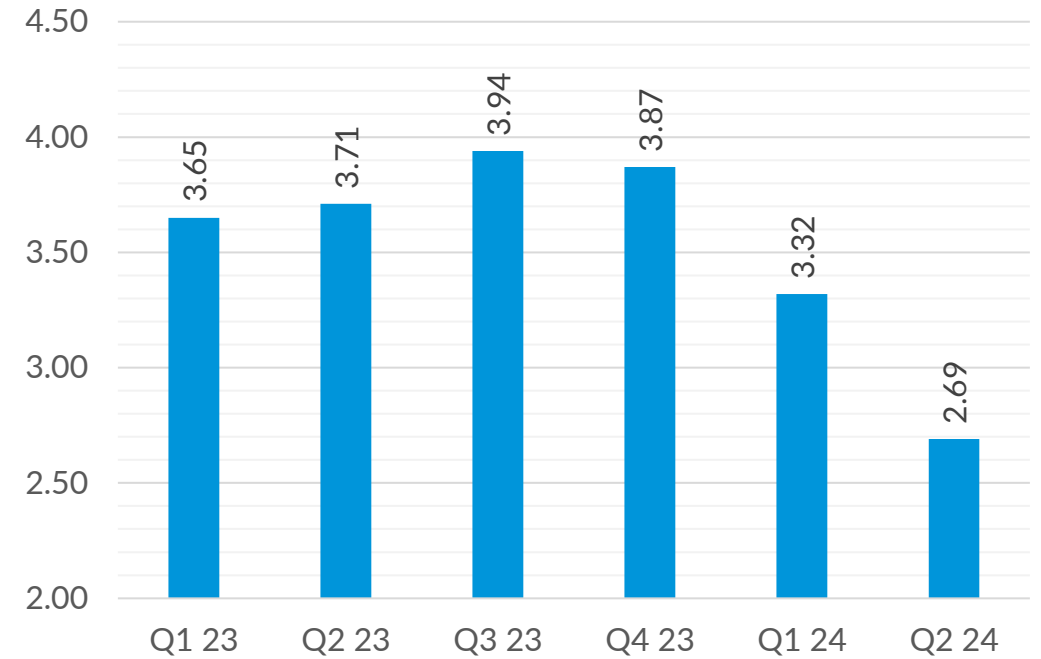
Earnings per Share (in ₹)



Net Worth (in ₹ Crores)

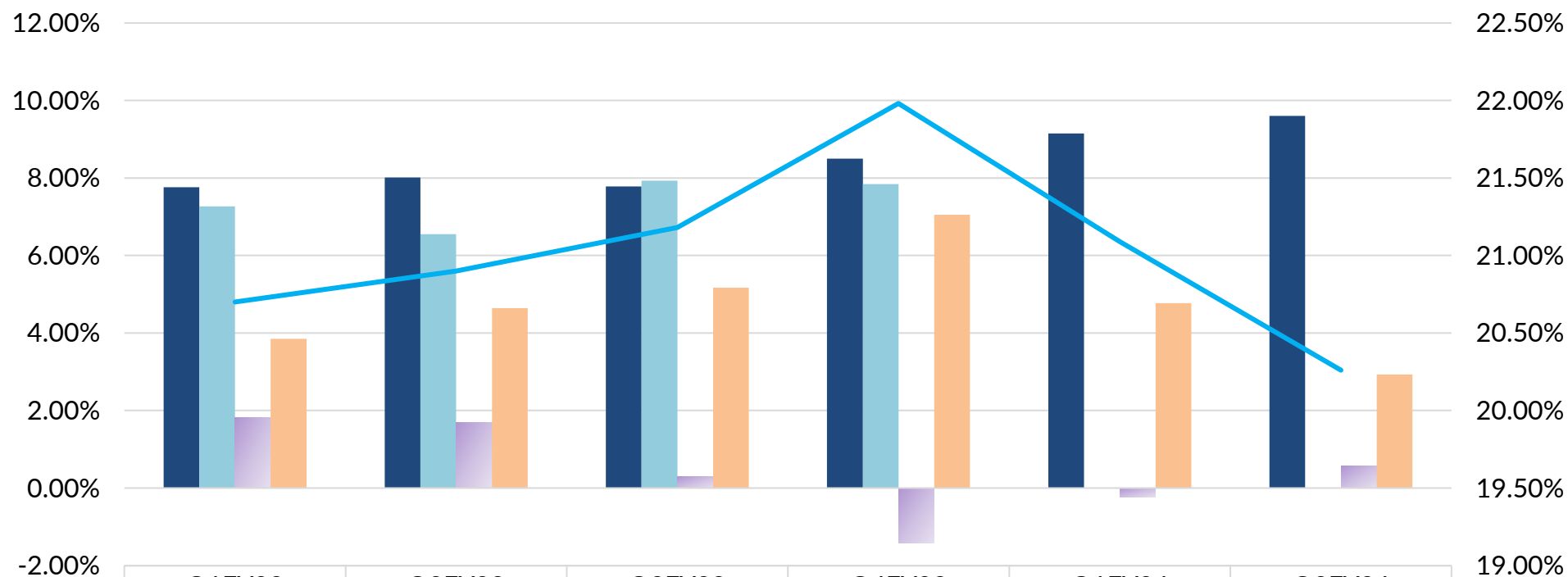


Debt Equity Ratio



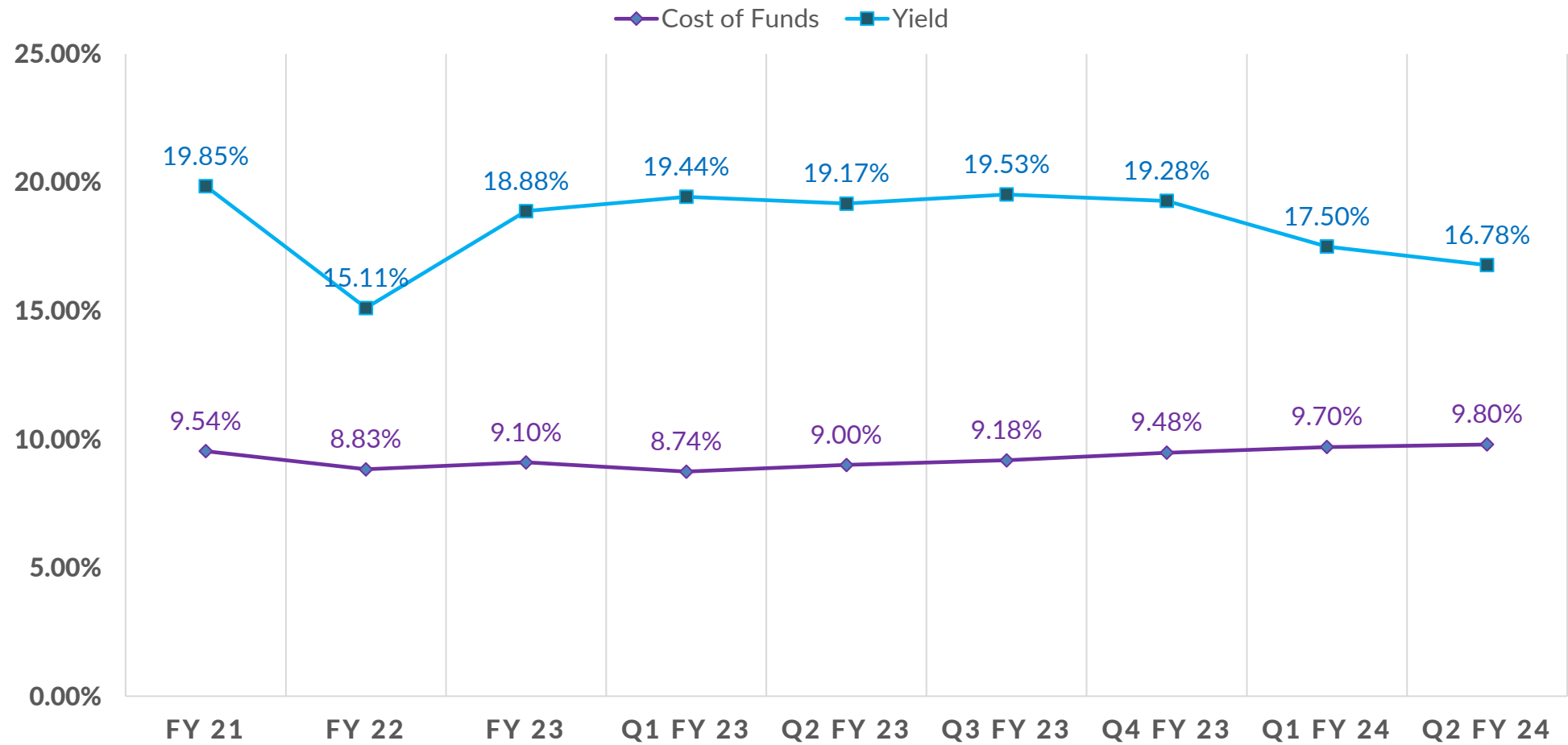
Quarter	Q1 FY 23	Q2 FY 23	Q3 FY 23	Q4 FY 23	Q1 FY 24	Q2 FY 24
BV (₹)	258.8	269.9	281.8	297.4	308.4	359

Spread Analysis



	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
Direct exp	7.76%	8.01%	7.78%	8.50%	9.15%	9.60%
Other opex	7.27%	6.55%	7.93%	7.84%	7.40%	7.05%
Loan, Loss Provisions	1.82%	1.70%	0.30%	-1.41%	-0.23%	0.56%
Net spread	3.85%	4.64%	5.17%	7.05%	4.77%	2.93%
Total Revenue	20.70%	20.90%	21.18%	21.98%	21.09%	20.26%

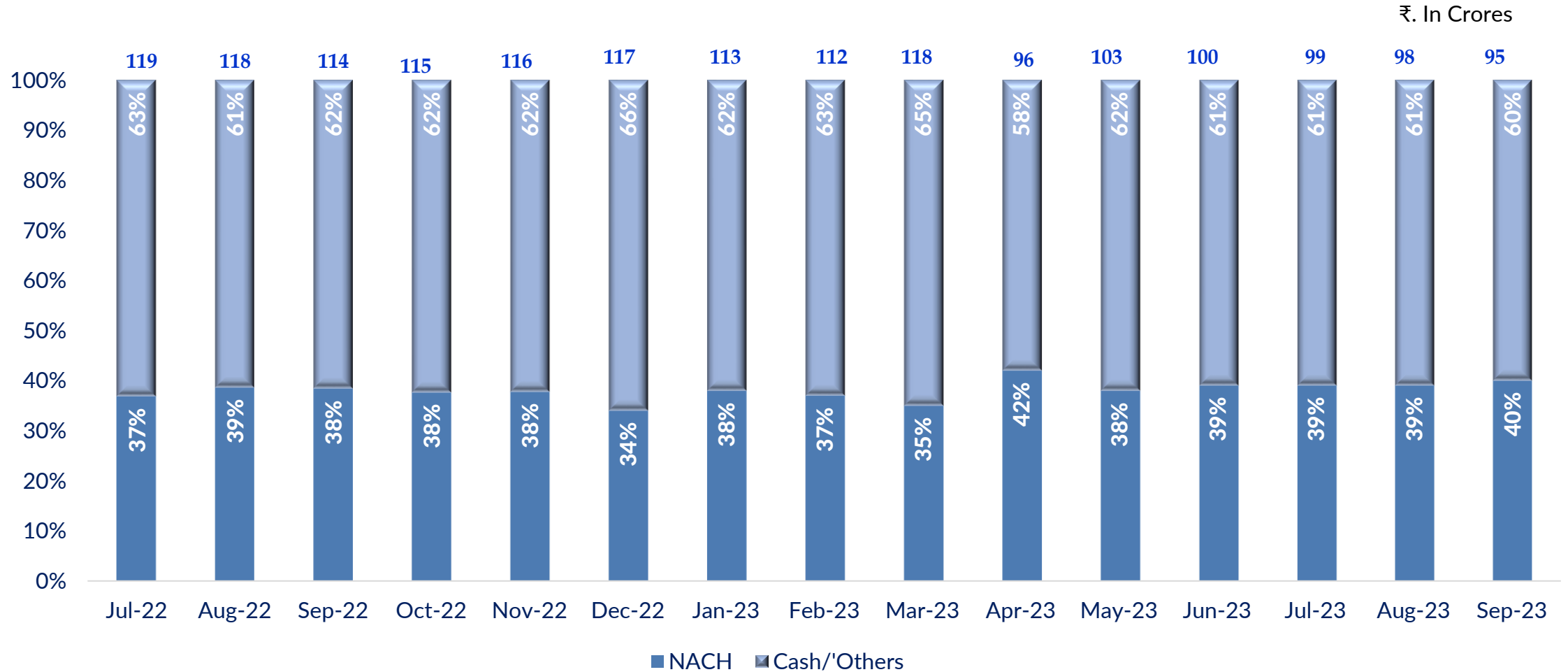
Analysis of Cost & Yield



Sales & Collection Analysis



MODE WISE COLLECTION OVER LAST 15 MONTHS (HYP)



* Directly at MFL branches/Collection by Company executives / outsourced agencies

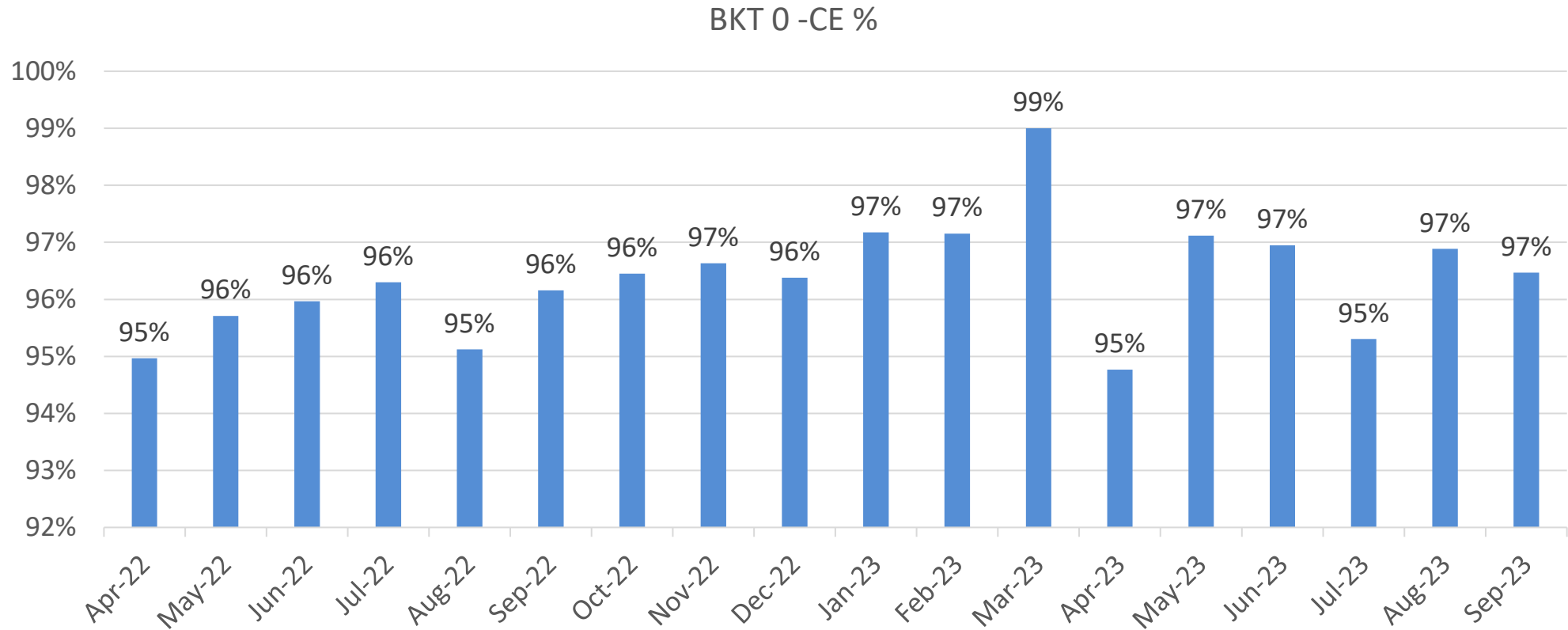
Collection Performance Monitoring

CORPORATE LOAN

₹. In Crores

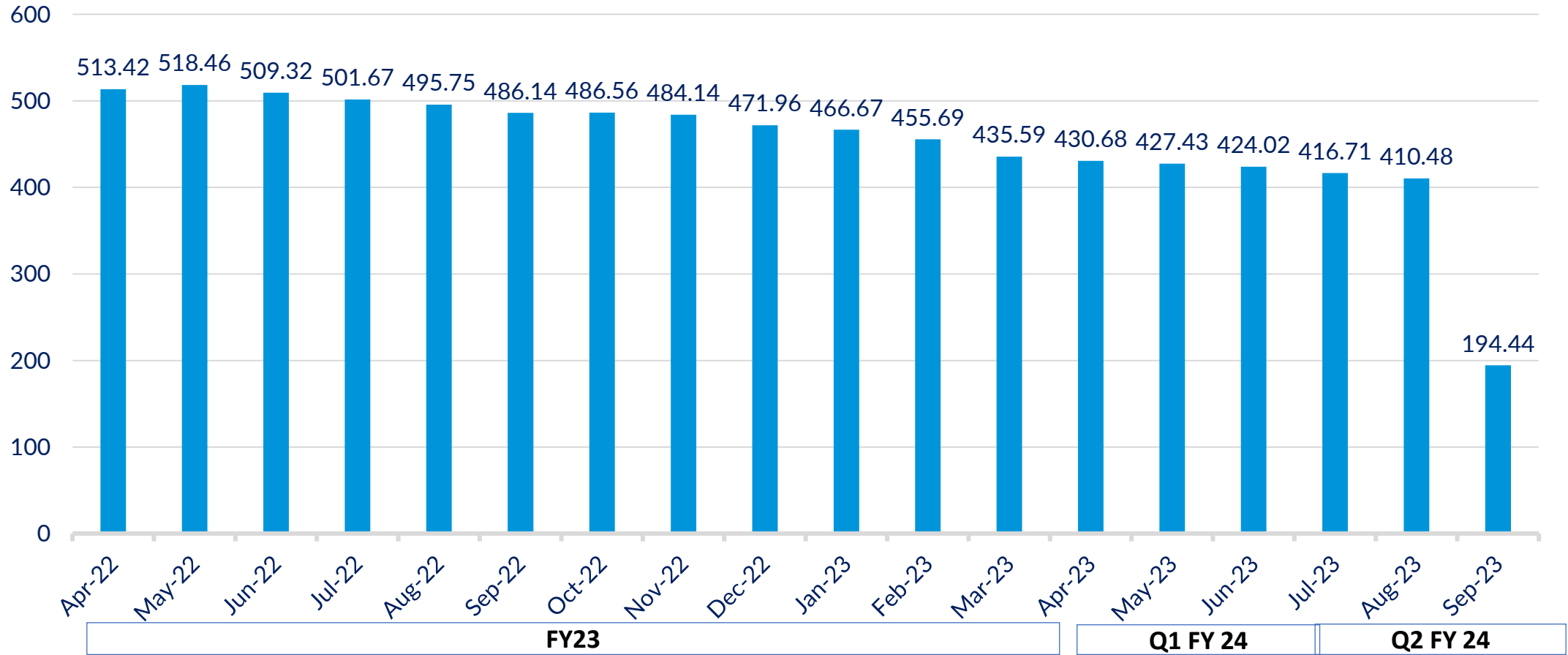
Month	Monthly Collections	Monthly Billing	% of collection
Oct-22	7.04	7.03	100%
Nov-22	7.26	7.26	100%
Dec-22	9.44	9.43	100%
Jan-23	11.74	11.74	100%
Feb-23	16.04	16.03	100%
Mar-23	10.69	10.68	100%
Apr-23	12.94	12.94	100%
May-23	11.59	11.58	100%
Jun-23	10.83	10.82	100%
Jul-23	11.21	11.20	100%
Aug-23	11.57	11.55	100%
Sep-23	15.89	15.88	100%

BUCKET 0 – COLLECTIONS EFFICIENCY% TREND



90+ - NPA-(POS) TREND

POS in ₹ Cr



In Q2 Company has done ARC of ₹ 235 Crs. The portfolio has been derecognized from the books in Q2 itself.

Asset Analysis

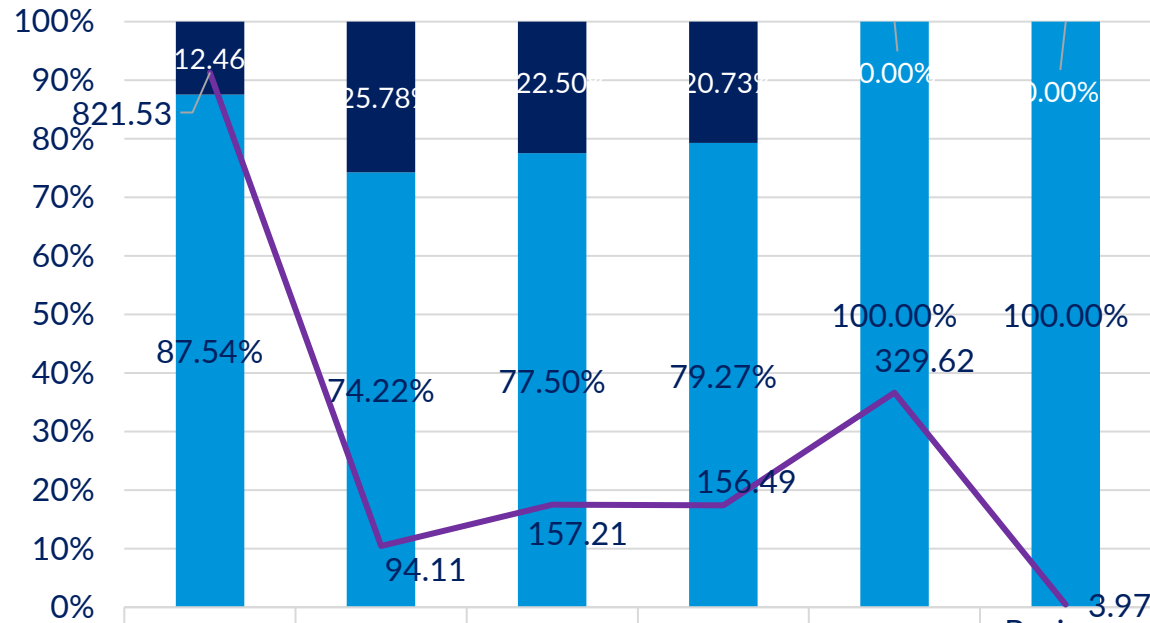


Liquidity Projections

₹. In Crores

Particulars	Oct-23	Nov-23	Dec-23	Q3 FY 2024
Opening Balance	295.78	210.65	313.37	295.78
Inflows				
New Funding / Bank Borrowings	-	100.00	50.00	150.00
New funding through PTC / NCD	-	120.00	-	120.00
WCDL/CC Rollover	175.00	170.00	240.00	585.00
EMI Repayments incl. sold portfolio	135.00	140.00	150.00	425.00
Other receipts	4.75	3.75	3.65	12.15
Public Deposits	1.00	1.00	1.00	3.00
	315.75	534.75	444.65	1,295.15
Outflows				
Repayment of Term Loans (Principal)/FD's& Sub debt/CP/NCD/ICD/MLD	10.71	15.73	21.67	48.11
Repayment of WCDL/DP Reduction	175.00	170.00	240.00	585.00
Repayment of Commercial Paper	-	45.00	-	45.00
Securitization /DA collection payable	40.17	30.05	29.05	99.27
Interest on Bank borrowings	7.00	8.00	8.00	23.00
Operational expenses	40.50	25.75	25.50	91.75
Statutory dues payable	2.50	2.50	5.70	10.70
Monthly Disbursement	125.00	135.00	150.00	410.00
	400.88	432.03	479.92	1,312.83
Cumulative closing balance	210.65	313.37	278.10	278.10

MCSL GEOGRAPHIC OVERVIEW – RETAIL LOANS



■ NPA	12.46%	25.78%	22.50%	20.73%	0.00%	0.00%
■ Regular	87.54%	74.22%	77.50%	79.27%	100.00%	100.00%
— Total AUM (crs)	821.53	94.11	157.21	156.49	329.62	3.97

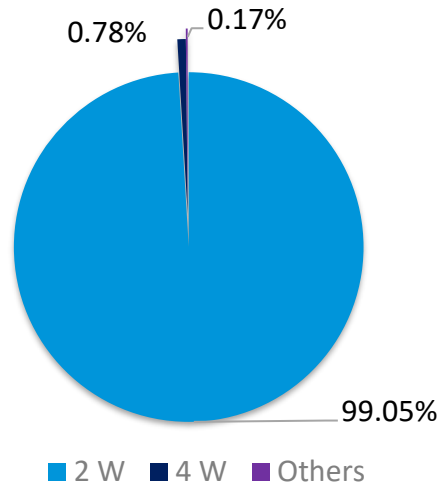
■ Regular ■ NPA — Total AUM (crs)

Zone	Active Clients	Total AUM (crs)	Zone wise AUM %	Zone wise NPA %
South	1,95,117	821.53	52.56%	52.65%
West	25,051	94.11	6.02%	12.48%
North	41,933	157.21	10.06%	18.19%
East India	44,388	156.49	10.01%	16.69%
CO Lending	68,970	329.62	21.09%	0.00%
Business	611	3.97	0.25%	0.00%
Overall	3,76,070	1,562.93	100%	100%

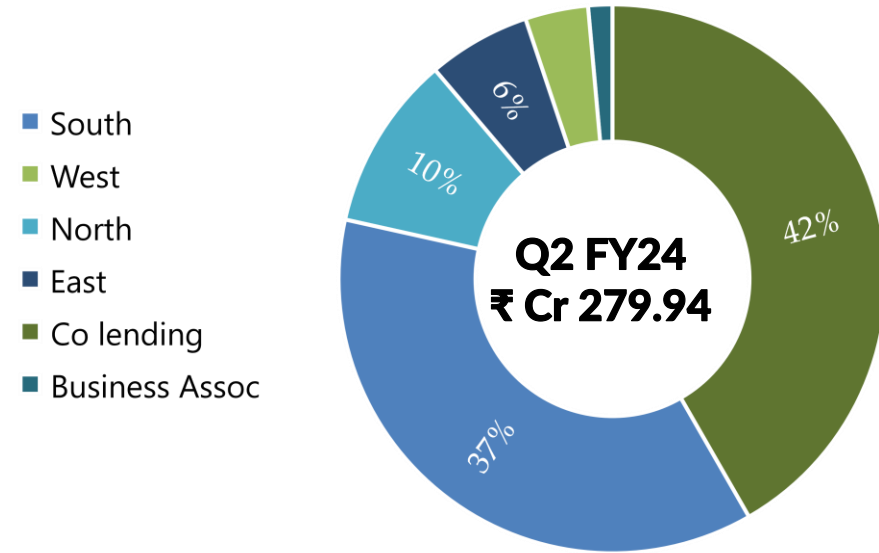
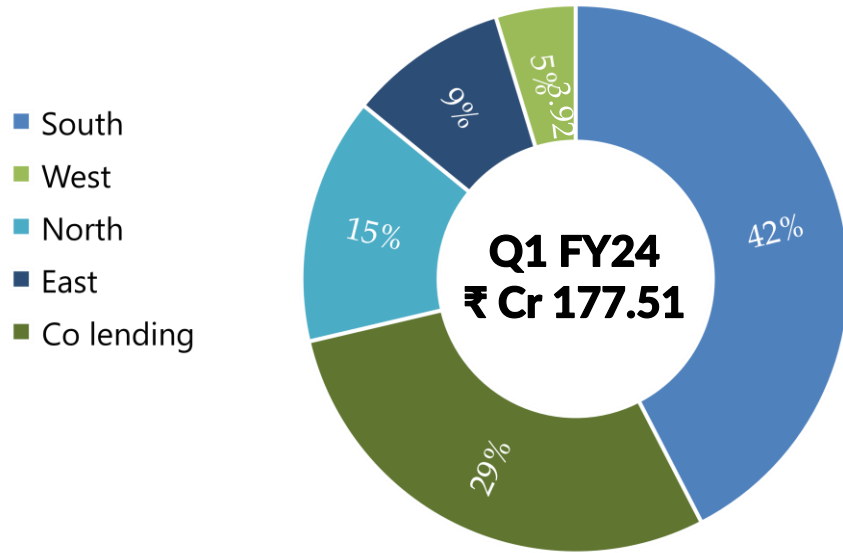
Retail Portfolio Split as on 30th Sep 2023

Segment	No: of loans	AUM
2W	3,74,154	1,548.05
4W	862	12.22
Others	1,054	2.66
Overall	3,76,070	1,562.93

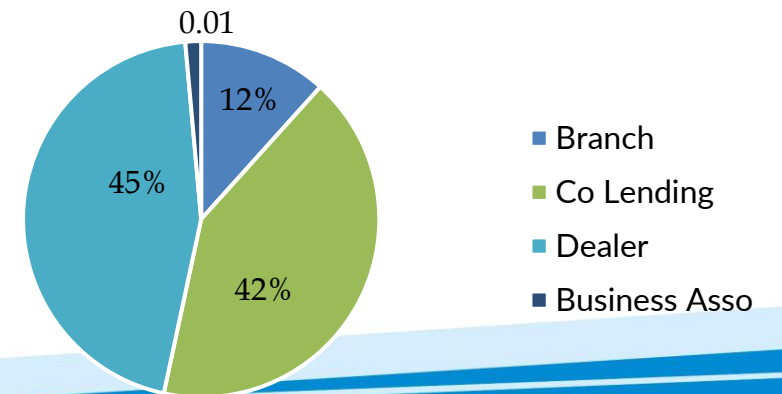
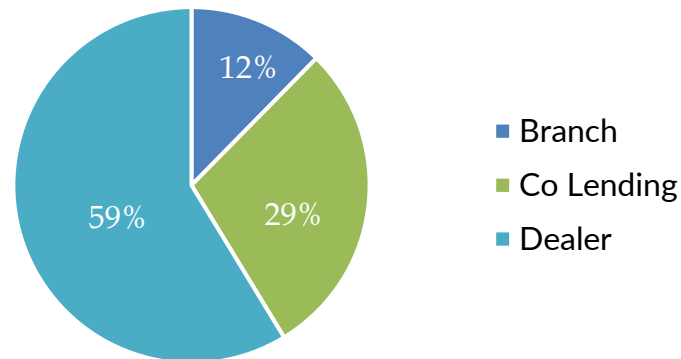
Transaction Type	No of Transactions	AUM
Securitized (part of own book)	9	314.46
Direct Assignment	7	3.89
Own Portfolio excl securitized		1,244.58
AUM		1,562.93
Off Book		3.48
On Book		1,559.45
Total Portfolio		1,562.93



ZONEWISE DISBURSEMENT

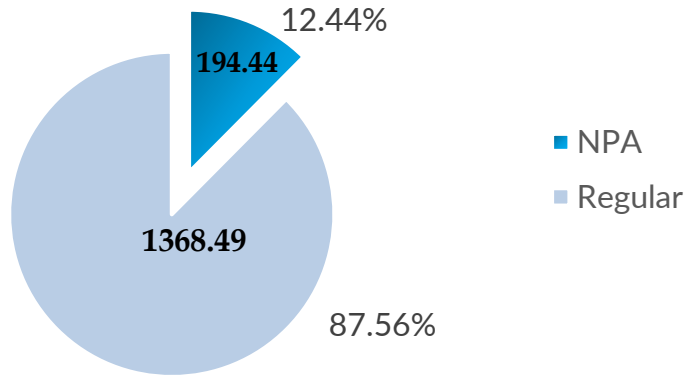


Share of Branch and Dealer of zone-wise disbursement

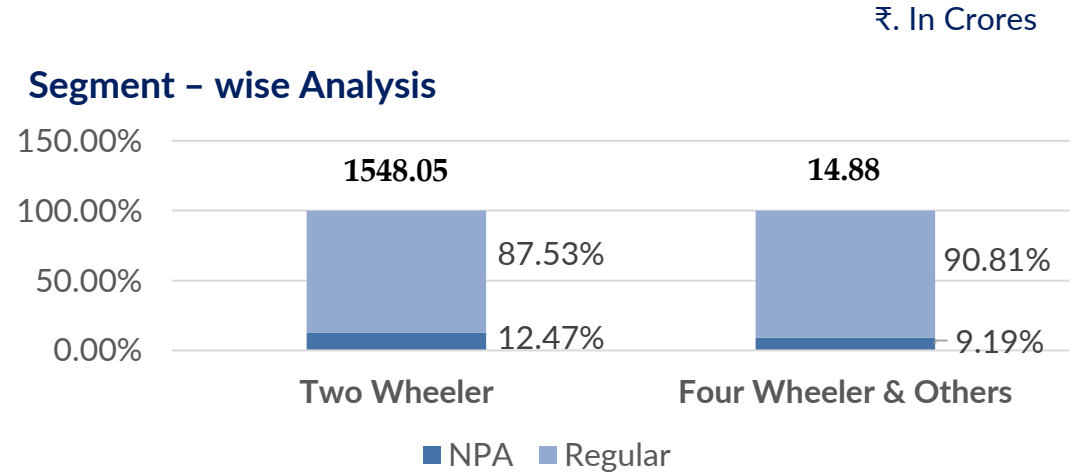


PORTFOLIO ANALYSIS –(POS) RETAIL LOANS

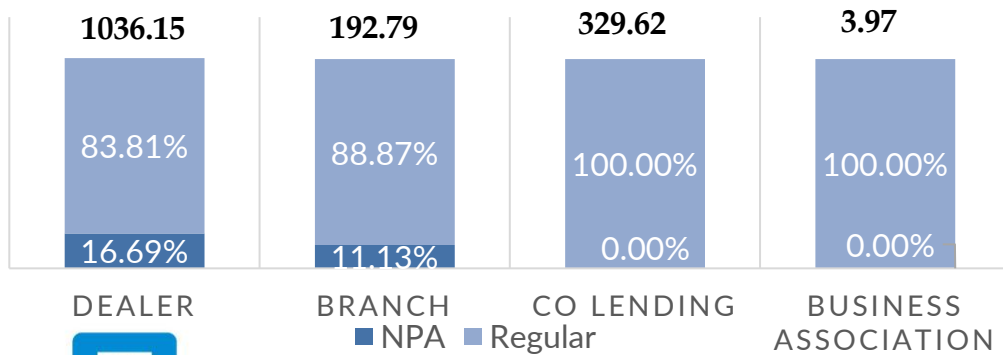
Portfolio Analysis



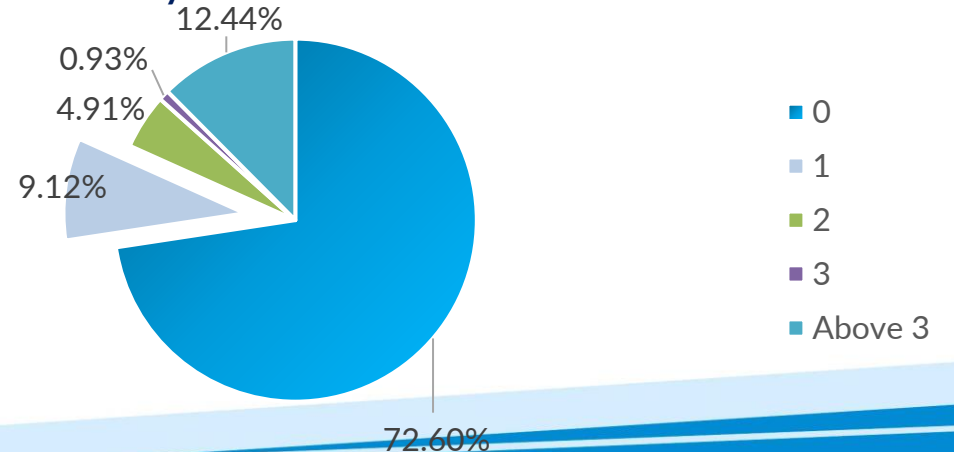
Segment - wise Analysis



Source - wise Analysis



Bucket - wise Analysis



Partnerships

₹. In Crores

Partners	Category	0	1 to 30	31 to 60	61 to 90	Grand Total
Wheels EMI	Co Lending	166.20	41.70	10.26	-	218.16
UP Money	Co Lending	28.31	-	-	-	28.31
Credit Wise Capital	Co Lending	76.42	0.01	-	-	76.43
Manba Finance	Co Lending	6.72	-	-	-	6.72
Deccan Finance	Business Association	3.97	-	-	-	3.97
Grand Total		281.62	41.70	10.26	-	333.58

NPA Movement (Excluding DA) Sep -23

₹. In Crores

Particulars	POS
Opening Balance	419.88
Add: New slippage during the Quarter	32.58
Less: Normalised and closed during the Quarter	12.25
Less: Repossessed vehicles sold during the Quarter	6.65
Less: Reduction due to ARC	235.09
Less: Amount collected during the Quarter	7.5
Closing Balance	190.97

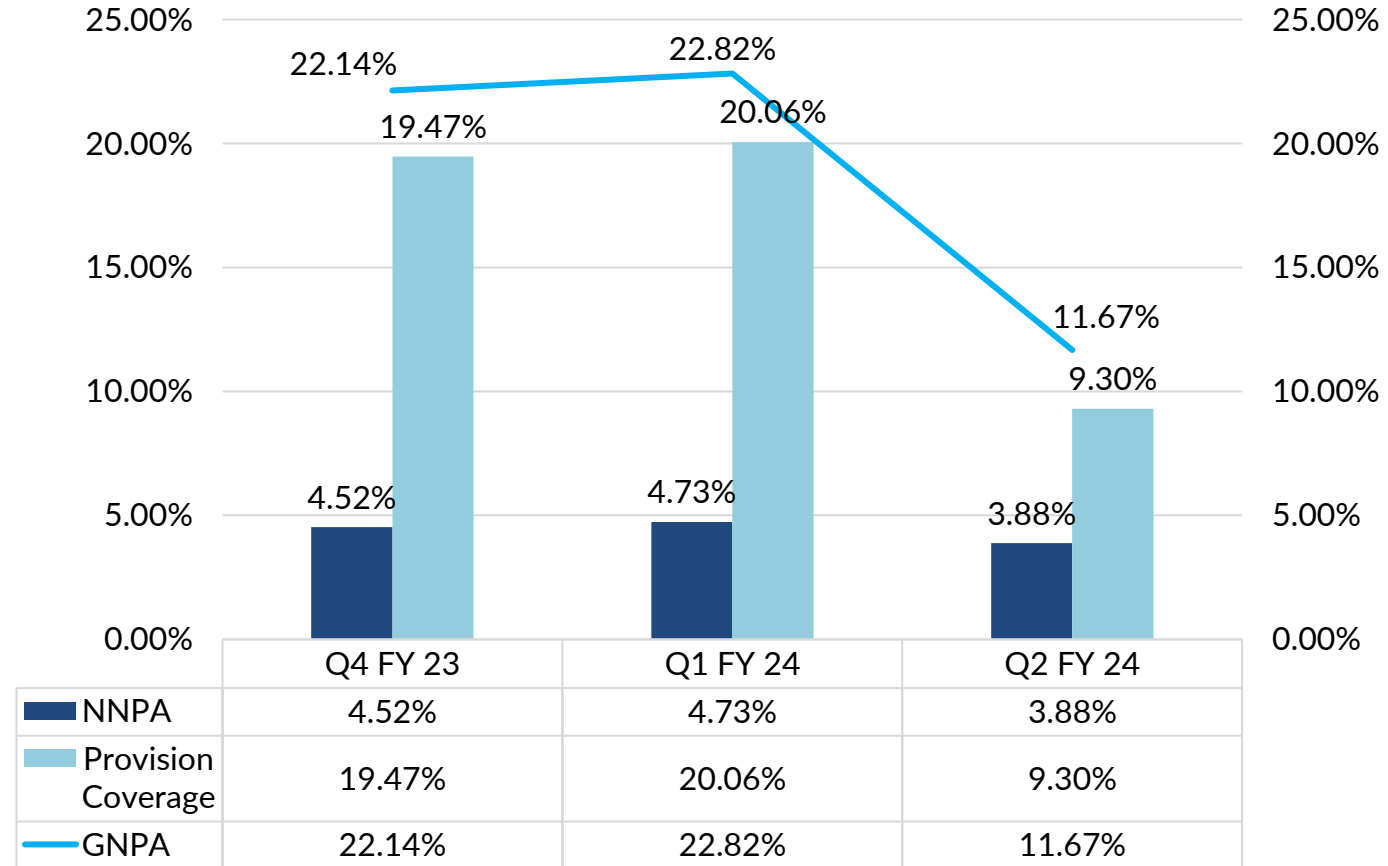
₹. In Crores

	Mar-23	Jun-23	Sep-23
GNPA	464.49	454.72	206.22
ECL Provision	387.12	378.34	143.23
NNPA	77.37	76.38	62.99
GNPA %	22.14%	22.82%	11.67%
NNPA %	4.52%	4.73%	3.88%
PCR	89.78	90.11	75.00%

Asset Quality and Provision Coverage

₹. In Crores

As Per IND AS	As on 30.09.2023	As on 30.06.2023	As on 30.03.2022
Own Book Portfolio	1,767.16	1992.29	2,097.98
Own book NPA	11.67%	22.82%	22.14%
Total NPA	11.67%	22.82%	22.14%
Own book NPA (Net)*	3.88%	4.73%	4.52%
Total NPA (Net)	3.88%	4.73%	4.52%
PCR	75.00%	90.11%	84.80%
Prov as % of Loan Book	9.30%	20.06%	21.28%

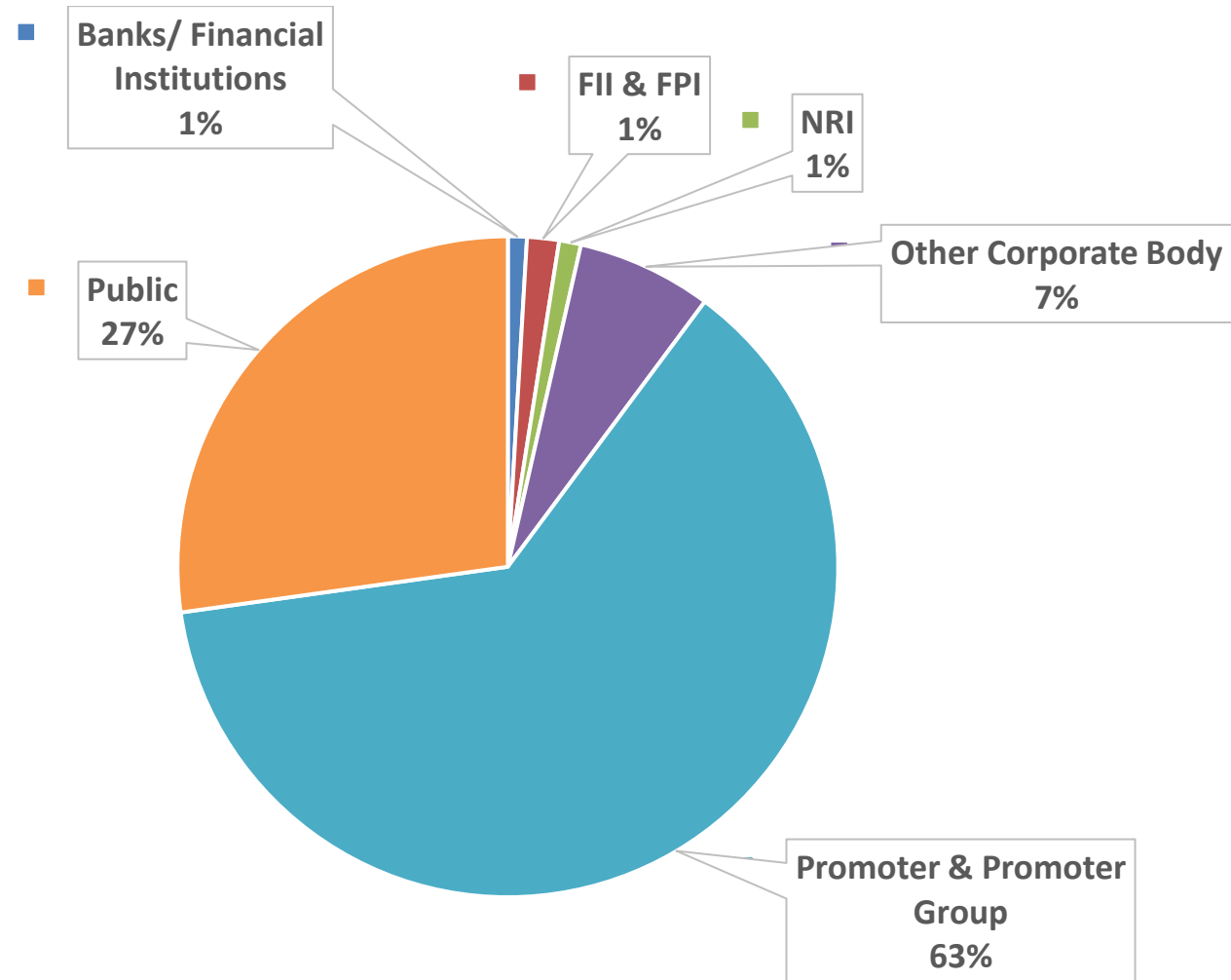


ALM SEPTEMBER 2023									
Particulars	1M	2M	3M	4M to 6M	7M to 12M	1 to 3 Yrs	3 to 5 Yrs	Above 5 Yrs	Total
A. OUTFLOWS									
Capital, Reserves & Surplus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	591.18	591.18
Deposits	0.92	1.18	0.56	1.85	3.48	11.57	6.01	0.00	25.59
Bank Borrowings	179.73	209.26	235.67	145.12	125.68	46.32	0.00	0.00	941.79
Non - Convertible Debentures (NCDs)	43.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	43.57
Commercial Papers (CPs)	2.99	0.00	0.00	0.00	55.00	204.00	0.00	0.00	261.99
Loans from Related Parties	0.00	0.00	0.00	6.79	0.00	0.00	0.00	0.00	6.79
Borrowings from Others	34.05	31.74	30.97	82.86	81.43	24.26	0.00	0.00	285.32
Subordinate Debt	0.01	0.00	0.00	0.35	3.44	1.78	0.62	0.53	6.73
Current Liabilities & Provisions	49.17	1.63	3.83	3.97	11.91	26.44	77.94	65.94	240.82
Statutory Dues	1.91	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.91
Other Outflows	12.46	0.01	0.19	0.30	0.46	801.82	0.00	0.00	815.22
A. TOTAL OUTFLOWS (A)	324.80	243.82	271.22	241.24	281.40	1,116.19	84.57	657.64	3,220.88
B. INFLOWS									
Cash	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Balances With Banks	322.37	0.00	0.00	5.55	33.30	18.92	0.00	0.00	380.14
Investments	8.22	5.93	5.65	9.19	31.30	39.70	37.81	6.29	144.10
Advances (Performing)	109.98	84.45	82.86	237.71	408.81	588.59	11.63	0.00	1,524.03
Gross Non-Performing Loans (GNPA)	0.00	0.00	0.00	0.00	0.00	0.00	103.20	87.77	190.96
Fixed Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.06	2.06
Other Assets	209.67	202.02	221.83	175.76	97.31	25.20	1.73	46.08	979.60
B. TOTAL INFLOWS (B)	650.24	292.41	310.34	428.21	570.72	672.41	154.36	142.20	3,220.88
C. Mismatch (B - A)	325.44	48.58	39.11	186.97	289.32	-443.78	69.79	-515.44	0.00
D. Cumulative Mismatch	325.44	374.02	413.13	600.11	889.43	445.65	515.44	0.00	0.00
E. Mismatch as % of Total Outflows	100.20%	19.93%	14.42%	77.51%	102.81%	-39.76%	82.52%	-78.38%	0.00%
F. Cumulative Mismatch as % of Total Outflows	100.20%	153.40%	152.32%	248.76%	316.07%	39.93%	609.48%	0.00%	0.00%

Liability Analysis



Shareholding Pattern as on 30/9/23



■ Banks/ Financial Institutions ■ FII & FPI ■ NRI ■ Other Corporate Body ■ Promoter & Promoter Group ■ Public

Sources of Borrowing

₹ 45 Crs

Additional Facilities received during the quarter

In Q2 FY24 Public Deposits collected ₹ 1.40 Crs of which ₹ 0.57 Crs. is renewal

Bank funding - 61% of total borrowing as on 30th Sep 2023

₹ 1.40 Crs

Collections of Public Deposit/Sub debts

9.80%

Cost of borrowing for Q2 FY 24

₹ 520 Crs

WCDL roll over

Additional Facilities sanctioned in Sep-23

Commercial Paper - ₹ 45 Crs

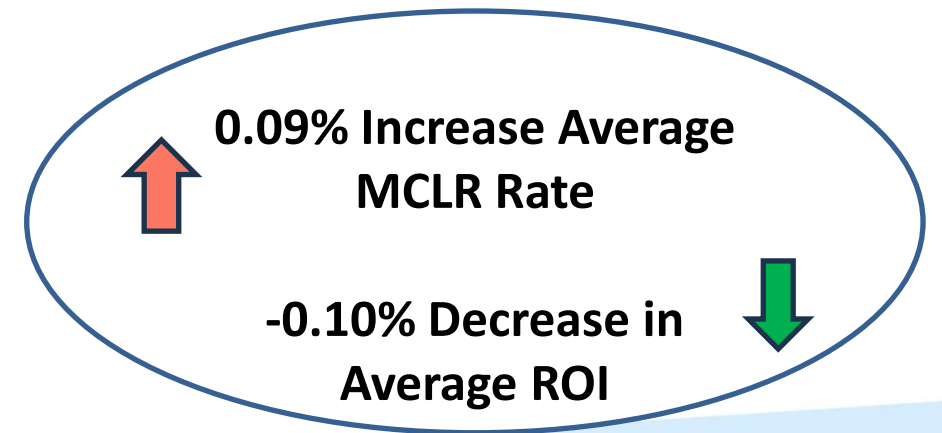
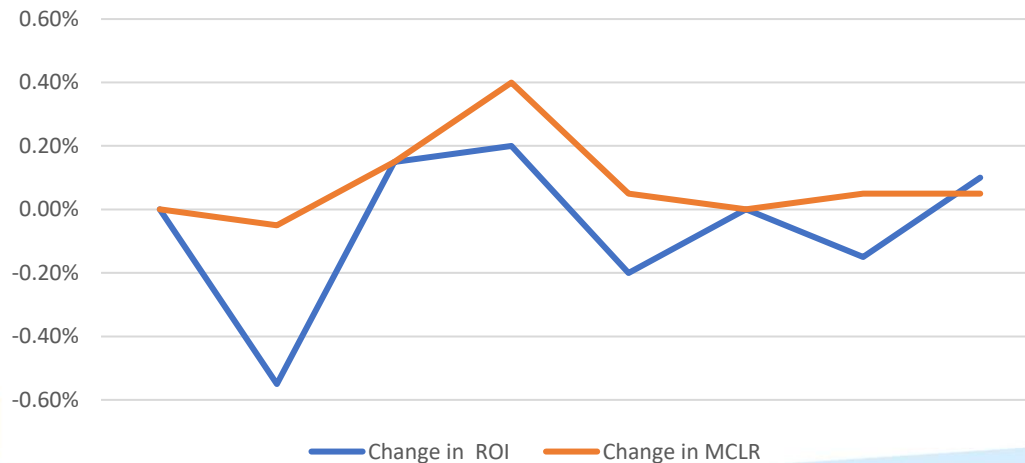
Q-o-Q increase in cost of borrowing from 9.70% for Q1FY24 to 9.80%

In Q2FY24, ₹ 520 Crs rolled over from 13 facilities
In Q1FY24, ₹ 495 Cr rolled over from 14 facilities

INCREMENTAL BORROWINGS IN Q2 – INTEREST RATE CHANGES

Bank Name	Amount	Previous ROI	Present ROI	Previous MCLR	Present MCLR
City Union Bank	6.00	9.35%	9.35%	8.15%	8.15%
Tamilnad Mercantile Bank Limited	35.00	10.50%	9.95%	8.50%	8.45%
IDBI Bank	20.00	9.30%	9.45%	8.20%	8.35%
Dhanalakshmi Bank	60.00	9.00%	9.20%	8.80%	9.20%
Union Bank of India	180.00	10.45%	10.25%	8.25%	8.30%
DCB Bank	30.00	8.95%	8.95%	8.95%	8.95%
INDIAN Bank	50.00	10.25%	10.10%	8.50%	8.55%
Punjab National Bank	40.00	10.50%	10.60%	8.50%	8.55%

CHANGE IN MCLR V/S INTEREST RATE

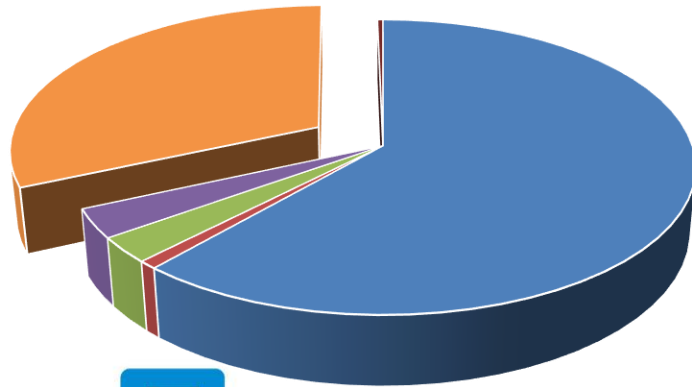


Borrowing Profile - by instrument

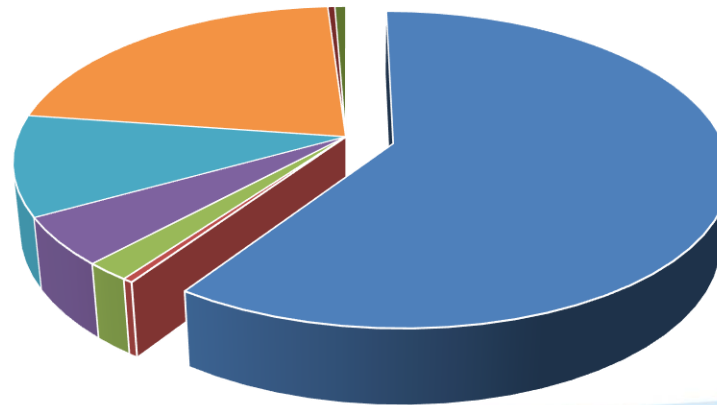
₹. In Crores

Particulars	Q2 FY '23		Q1 FY '24		Q2 FY '24	
	Amount	Cost*	Amount	Cost*	Amount	Cost*
Bank Loan	961.84	8.51%	1000.05	9.98%	962.56	10.10%
Sub debt	13.61	12.05%	7.21	9.96%	6.73	9.96%
Public Deposit	43.84	7.51%	32.02	6.78%	25.59	6.73%
NCD	50.00	9.47%	84.00	10.07%	84.00	10.35%
MLD	0.00	0.00%	175.00	10.48%	175.00	10.62%
Securitization	492.24	7.94%	364.63	8.89%	264.96	8.70%
Commercial Paper	0.00	0.00%	0.00	9.43%	45.00	7.88%
LFD	5.08	11.00%	6.78	10.37%	6.78	10.85%
Others	0.02	0.11%	10.45	10.37%	0.01	11.00%
Total	1531.6	8.55%	1680.14	9.70%	1,570.63	9.80%

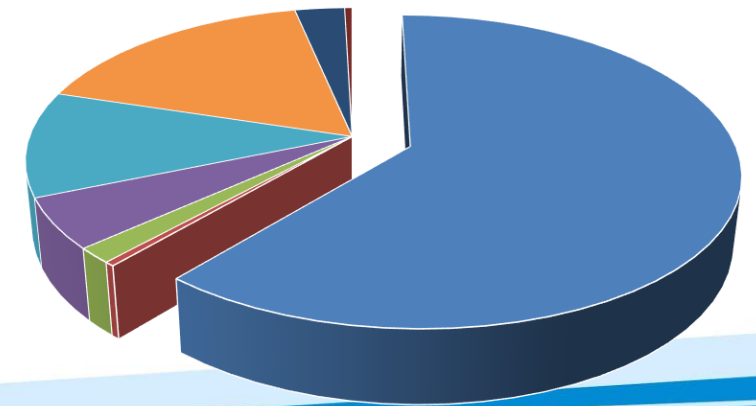
Q2 FY '23 Amount



Q1 FY '24 Amount



Q2 FY '24 Amount



■ Bank Loan ■ Sub debt ■ Public Deposit ■ NCD ■ MLD ■ Securitization ■ Commercial Paper ■ LFD ■ Others

* Cost is interest cost only and doesnot include processing fee, brokerage etc.

Expected Credit Loss (ECL)

₹. In Crores

Particulars	AUM	ECL Provision	IRACP Provision	Excess / (Deficit)	ECL%	IRACP %
Performing Assets						
S1 and S2 Hypothecation Loans	1,387.17	20.34	5.55	14.79	1.47%	0.40%
S1 and S2 other loans	173.77	0.83	0.70	0.14	0.48%	0.40%
Non-Performing Assets						
S3 Hypothecation loans	190.97	80.63	70.45	10.18	42.22%	36.89%
S3 other loans	-	-	-	-	-	-
Subtotal (A)	1,751.91	101.81	76.69	25.11	5.81%	4.38%
Other provisions						
Additional Management overlay	NA	61.50	NA	NA	NA	NA
Provision for fraud by dealer	NA	1.10	NA	NA	NA	NA
Subtotal (B)		62.60				
Total	1,751.91	164.41	76.69	25.11	9.38%	4.38%

**Don't just Soch
Karo Blue Soch!**



Thank You !