



**GRUH
FINANCE
LIMITED**

We help you build homes

SEC: 2017
July 18, 2017

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

BSE Code No: 511288

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: Investor Presentation

Please find enclosed a copy of Investor Presentation for the quarter / three months ended June 30, 2017.

Kindly find the same in order and acknowledge receipt.

Thanking you,

Yours sincerely,
For **GRUH FINANCE LIMITED**

 **MARCUS LÓBO**
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) 2642 1671-75, 2656 0649

CIN : L65923GJ1986PLC008809 - Website : www.gruh.com



GRUH

GRUH Finance Limited

(A Subsidiary of HDFC Limited)

June 2017



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 June 30, 2017

- Cumulative Housing Units Financed – 3,75,086
- Cumulative Disbursement of Rs. 24,397 Cr.
- Cumulative Disbursement in Rural Areas^(*) – Rs.11,212 Cr.
- Retail Network of 186 offices across 11 States.
- Consistent track record of Dividend Payout

^(*) Rural Areas are locations where populations is less than 50,000



As on June 30, 2017

- Loan Disbursement during the period – Rs. 1,200 Cr.
- Average Loan Per Unit on Disbursement during the Period—Rs. 9.46Lac
- Outstanding Loan Assets of Rs. 13,695 Cr.
- Average Loan Outstanding Per Unit – Rs. 6.73 Lac
- Gross NPAs Rs. 87.25 Cr – 0.64% of Outstanding Loan Assets of Rs. 13,695 Cr.
- Net NPAs – 0.16% (PY – 0.27%)



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”

Affordable Housing

PERFORMANCE UNDER CREDIT LINKED SUBSIDY SCHEME (CLSS)

Period	No. of Customers for whom Subsidy Claimed	Subsidy Amount Credited (Rs.in Crore)
2015-2016	371	6.99
2016-2017	5788	115.60
2017-2018 (Q1)	3348	75.47



RECOGNITION BY MoHUPA, GOVERNMENT OF INDIA

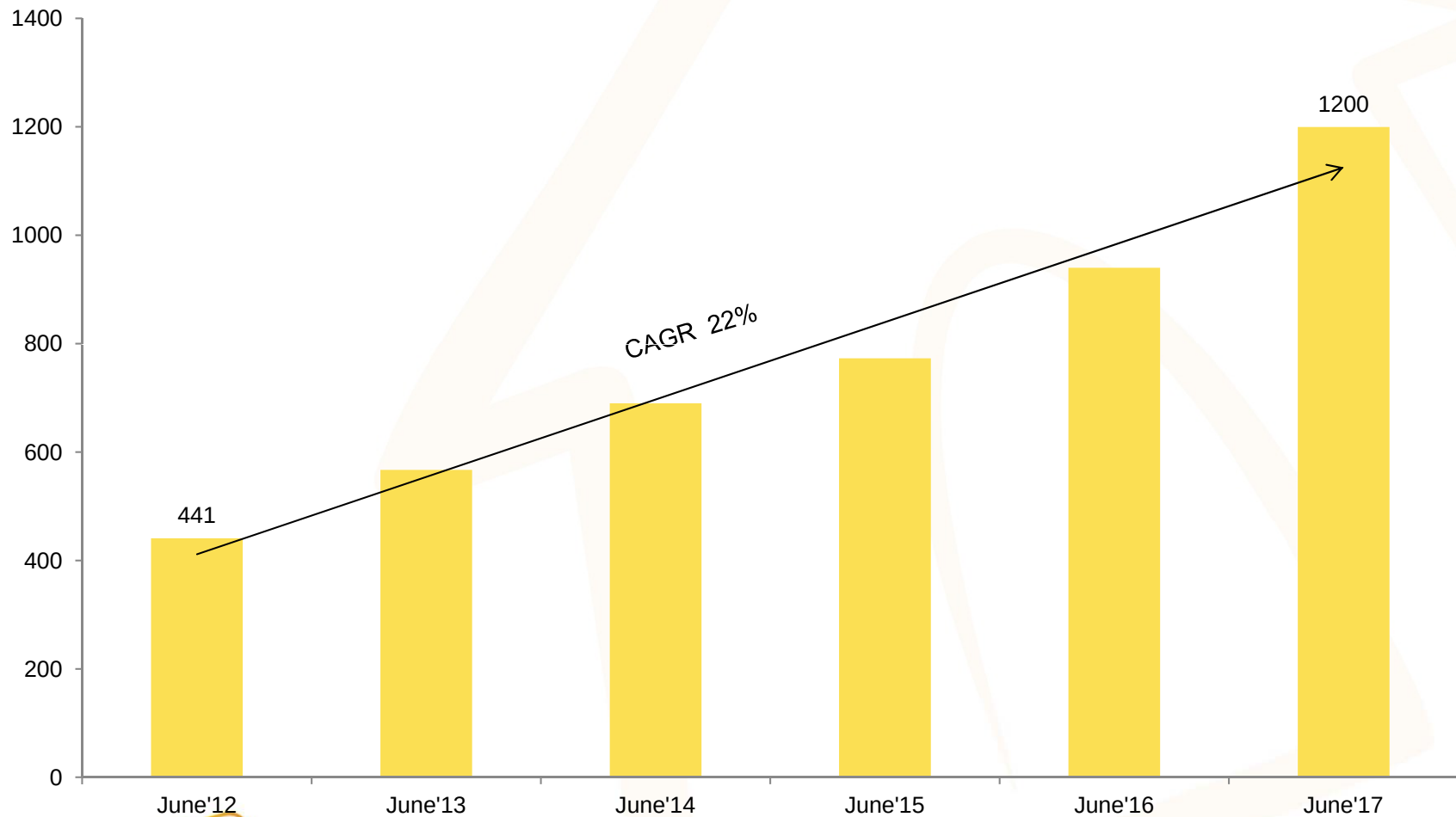


GRUH PERFORMANCE



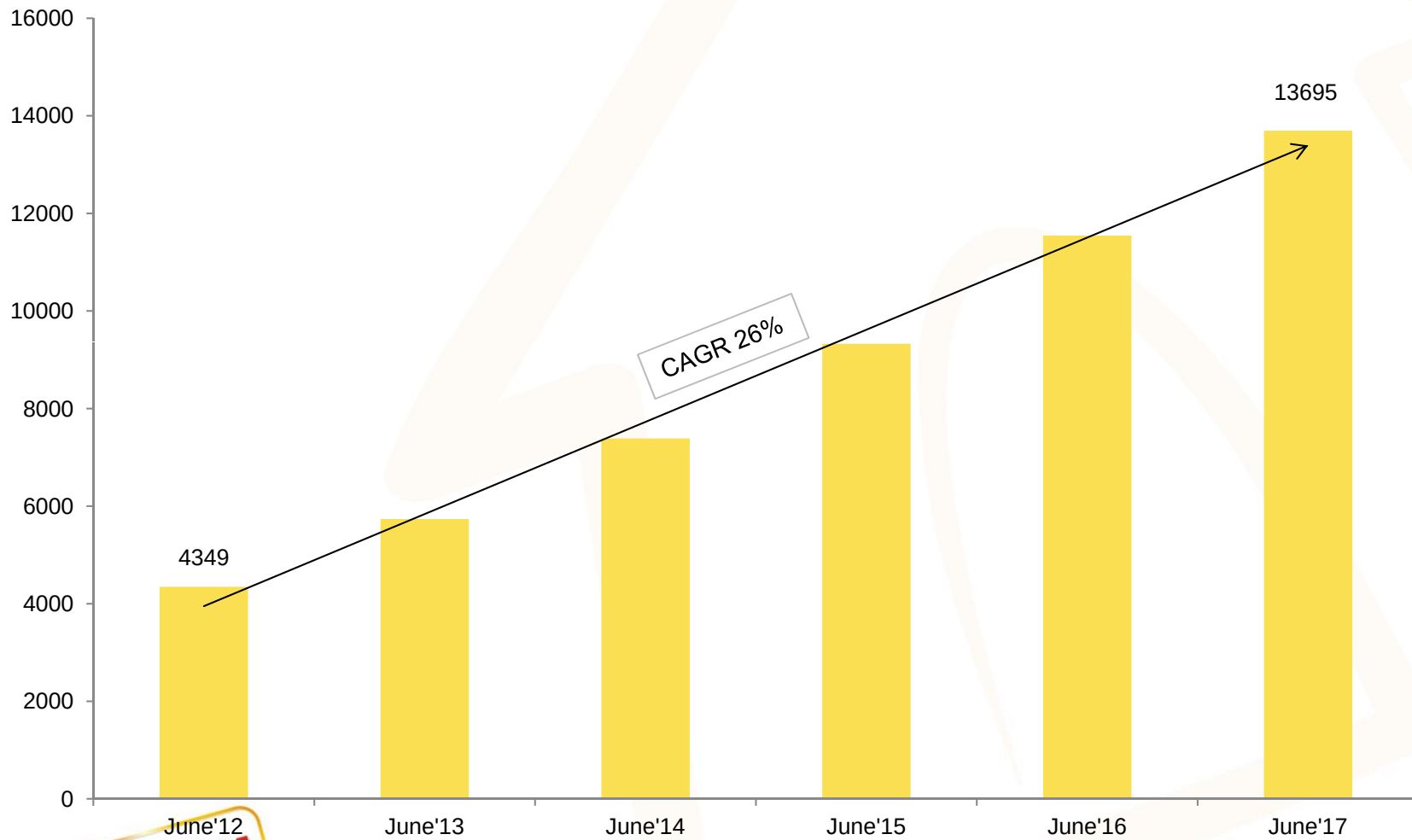
Disbursements

(Rs. in Crores)

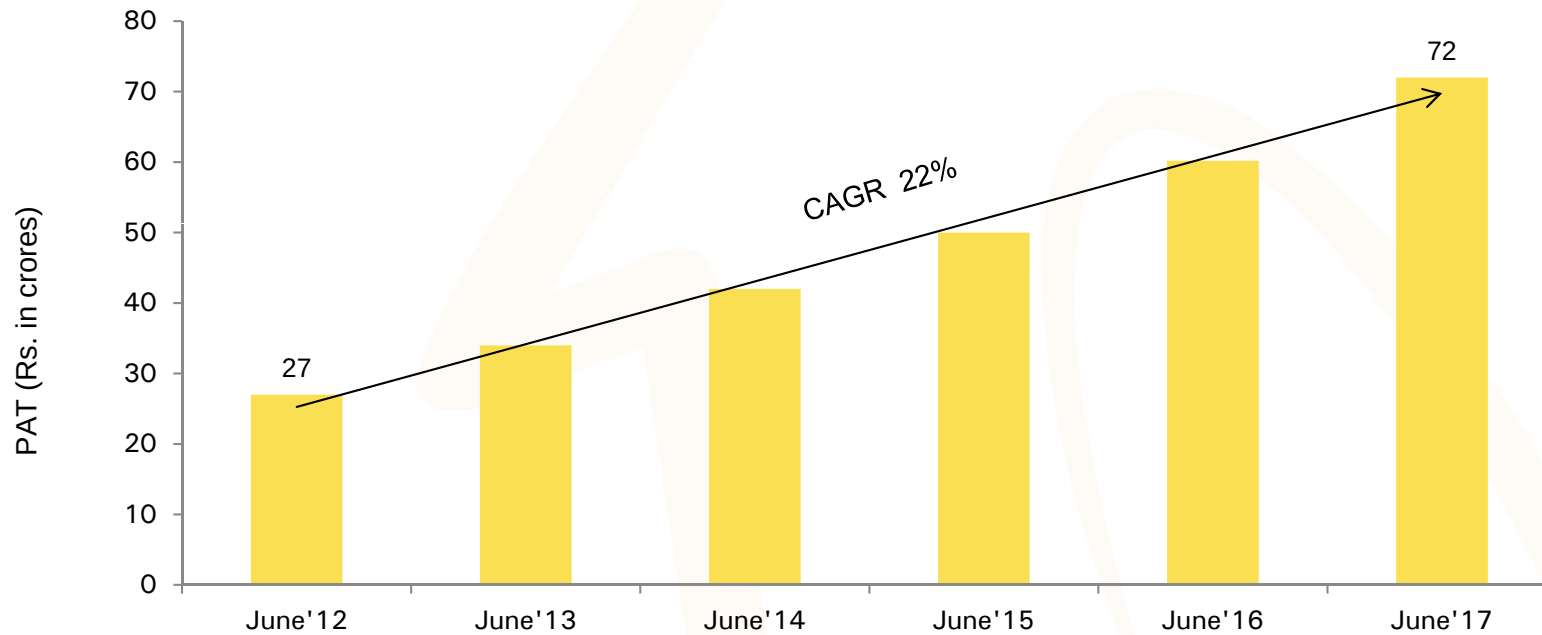


Loan Assets

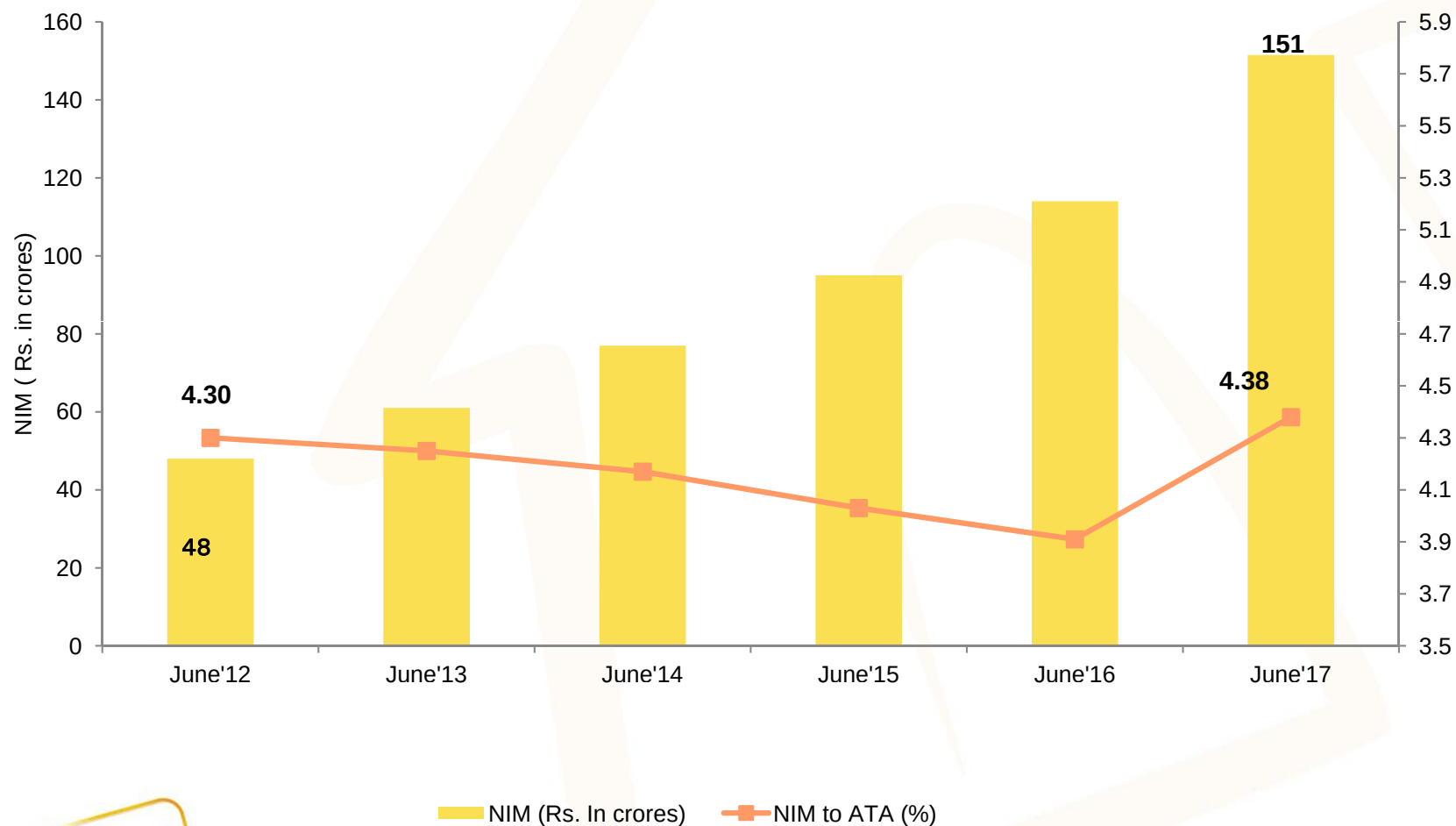
(Rs. in Crores)



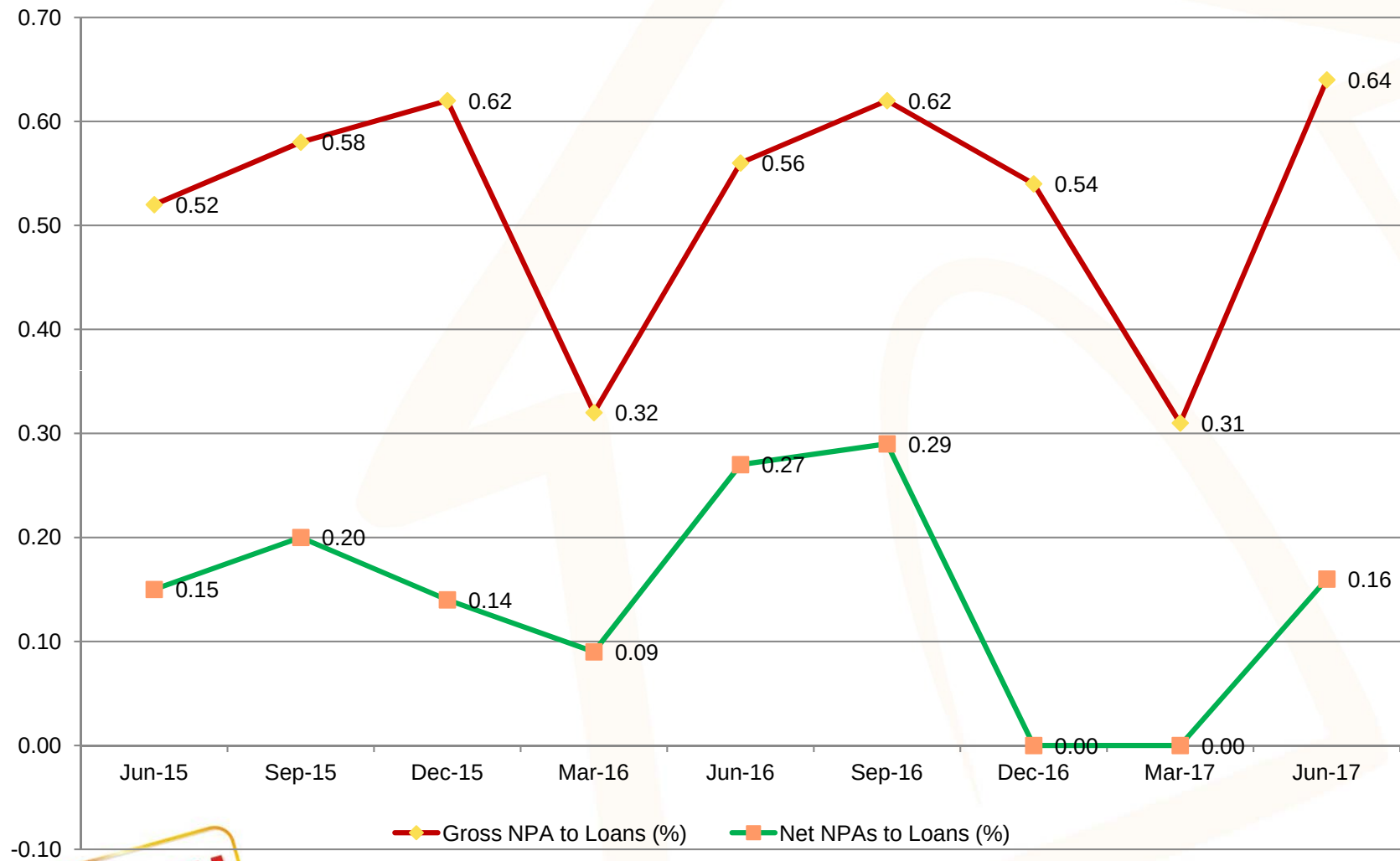
Profit After Tax (Rs. in Crores)



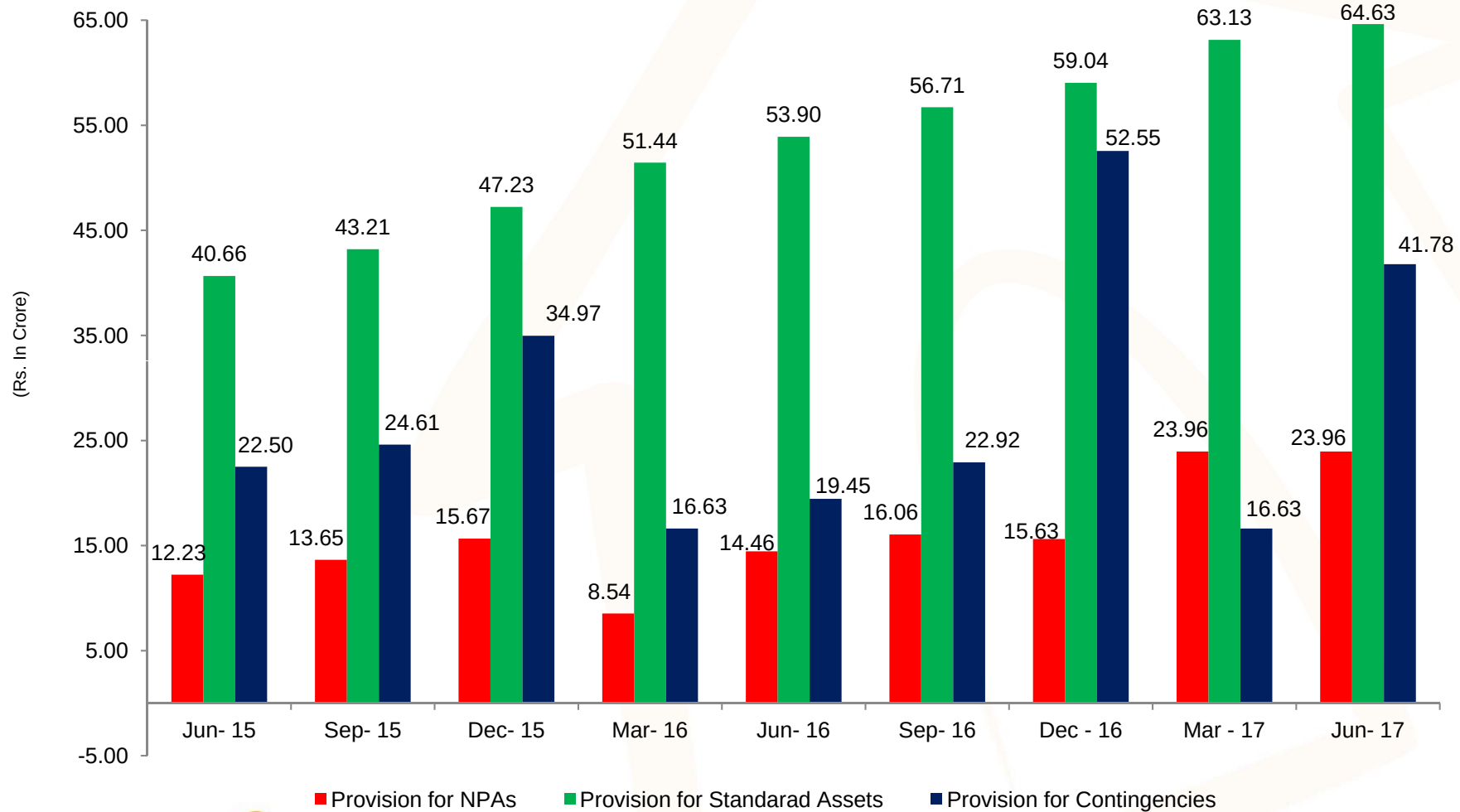
NIM and NIM to ATA



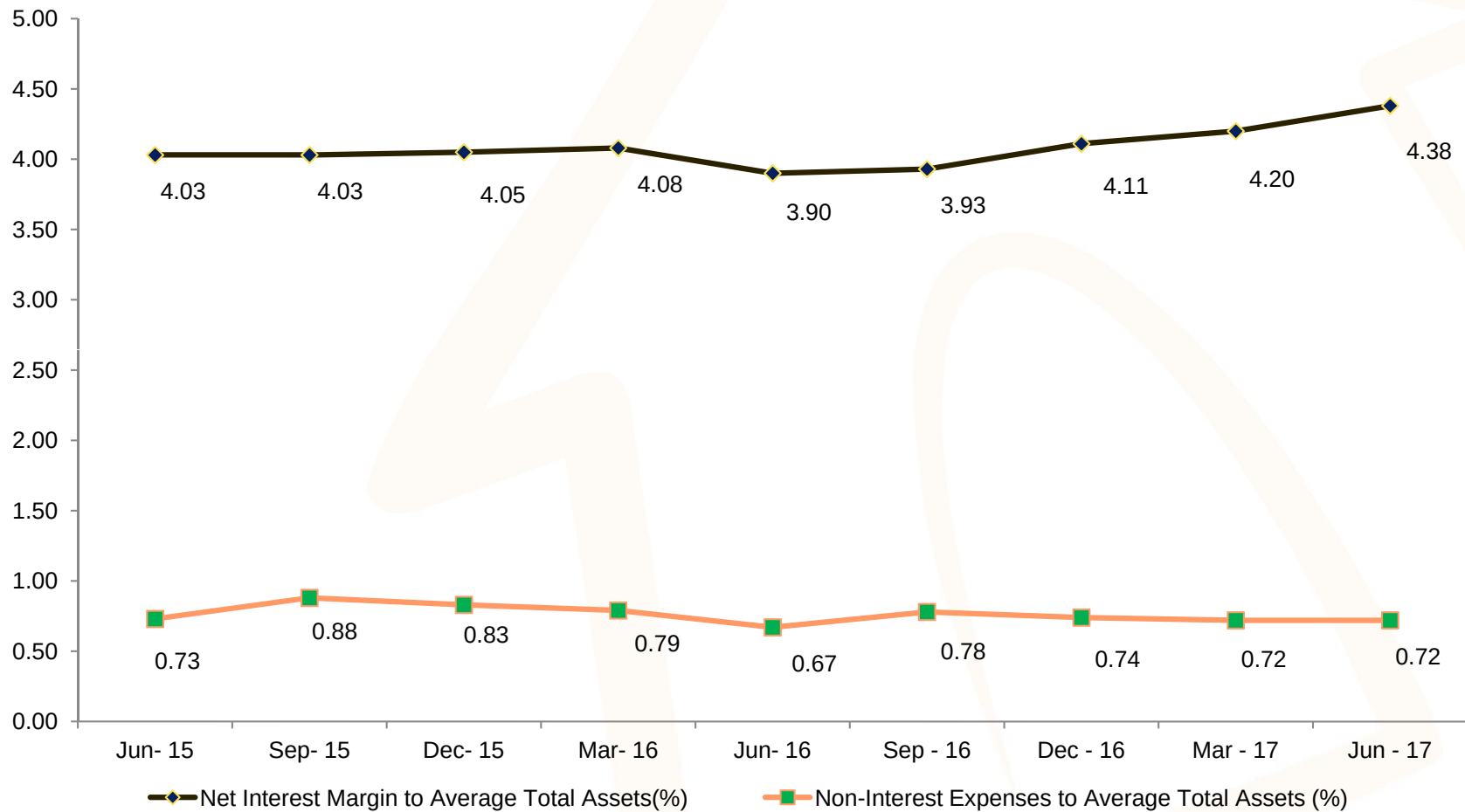
Gross NPAs & Net NPAs



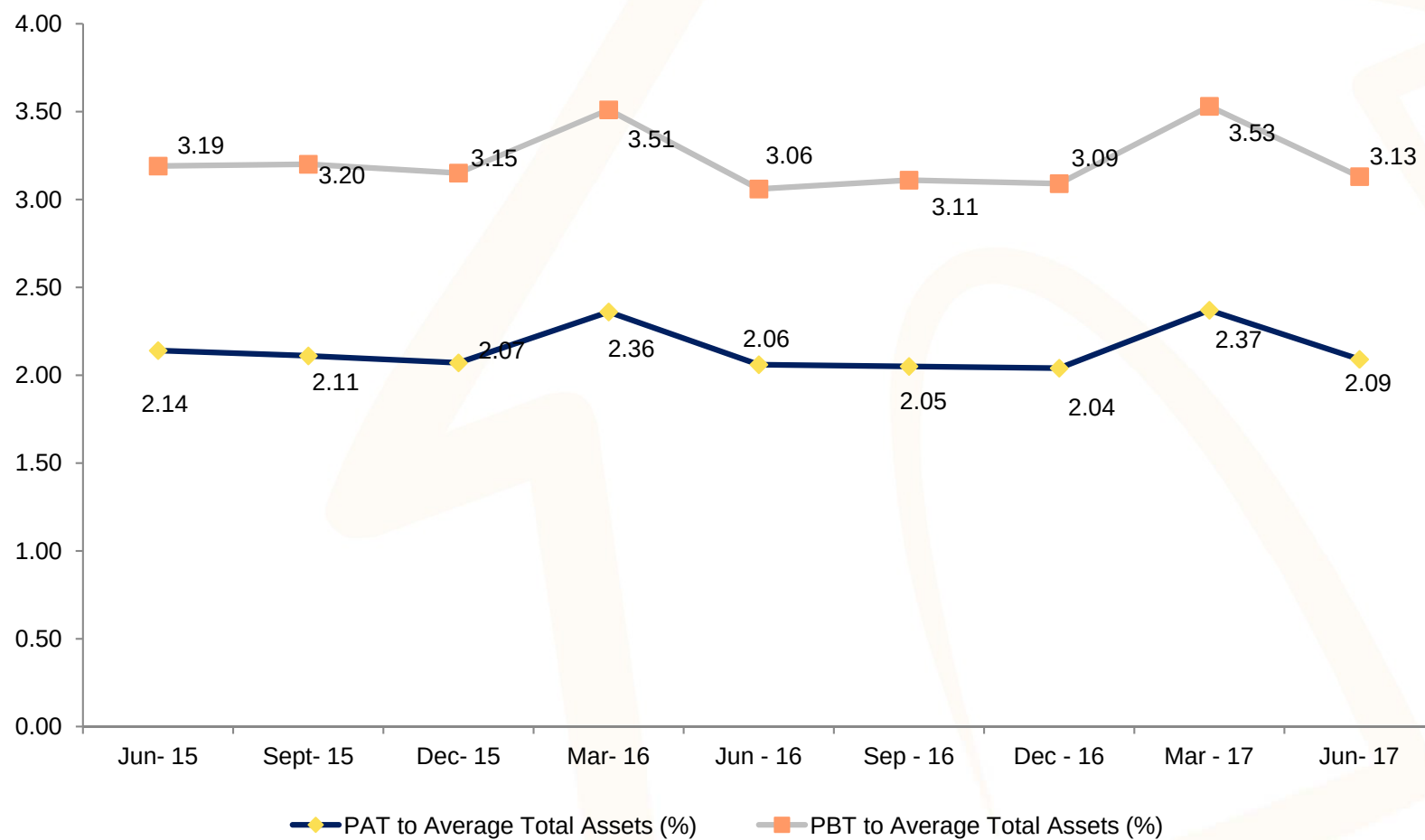
Provisions & Contingencies



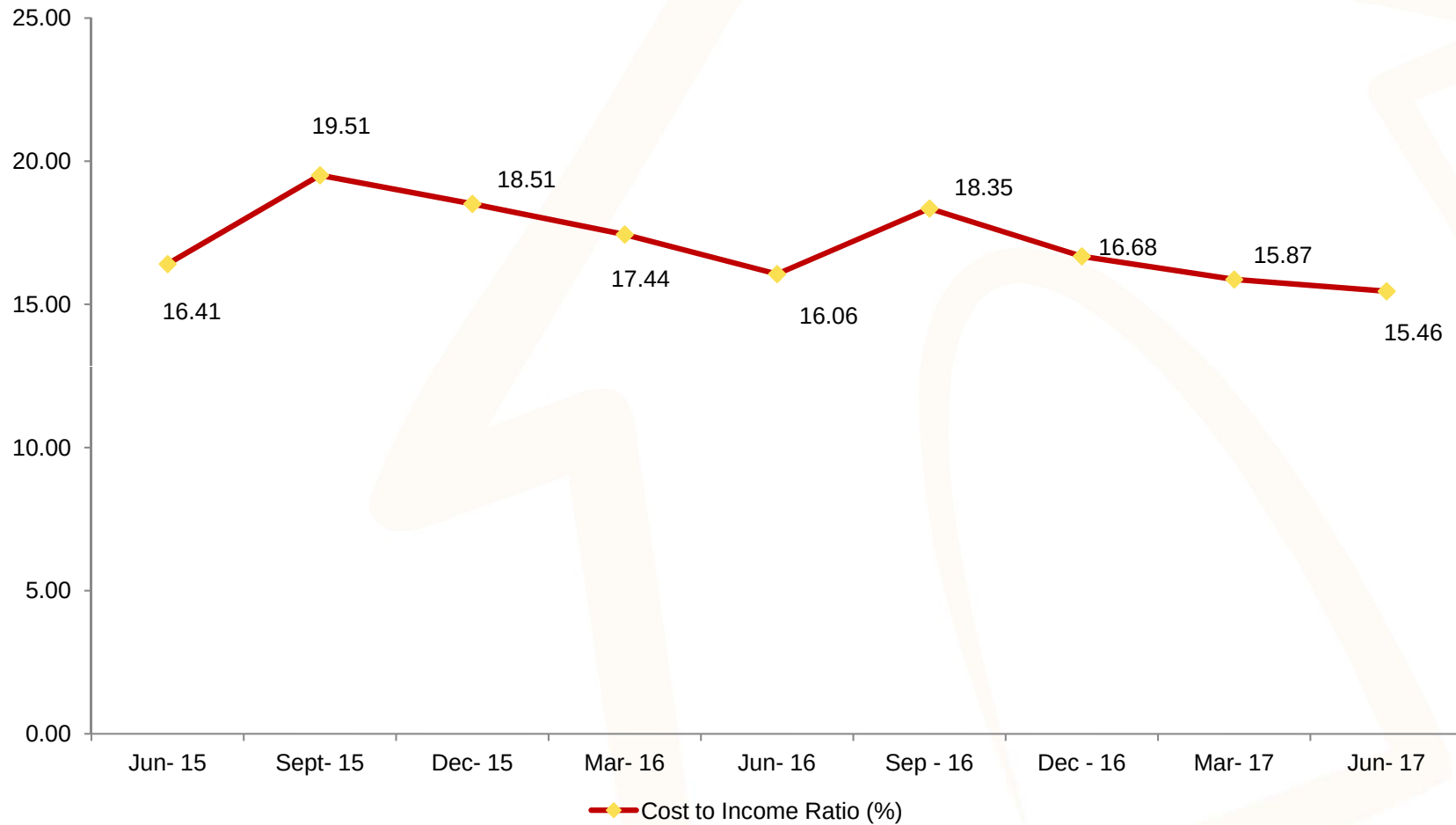
NIM & NIE to Average Total Assets



PBT & PAT to Average Total Assets



Cost to Income Ratio (%)



Loan Disbursements

(Rs. in Crores)

	As at June 30, 2017	As at June 30, 2016	Growth
	Amount	Amount	%
Home Loans *	921.62	664.77	38.64
Mortgage (LAP) Loans *	128.95	135.40	(4.76)
NRP Loans *	18.37	17.53	4.79
Developer Loans	130.67	121.99	7.07
Total	1199.61	939.71	27.66

() Individual Loans*



Outstanding Loans

(Rs. in Crores)

	As at June 30, 2017		As at June 30, 2016	
	Amount	%	Amount	%
<i>Suraksha Home Loans</i>	7097.77	51.82	6070.51	52.60
<i>Suvidha Home Loans</i>	4036.64	29.48	3237.05	28.04
<i>Sajavat Repair Loans</i>	97.67	0.72	49.99	0.43
Total Home Loans *	11232.08	82.02	9357.55	81.07
Mortgage (LAP) Loans *	1516.41	11.07	1328.83	11.51
NRP Loans *	401.04	2.93	380.36	3.29
Developer Loans	545.55	3.98	476.79	4.13
Total	13695.08	100.00	11543.53	100.00

Loan Asset Growth of 19%

(*) *Individual Loans*



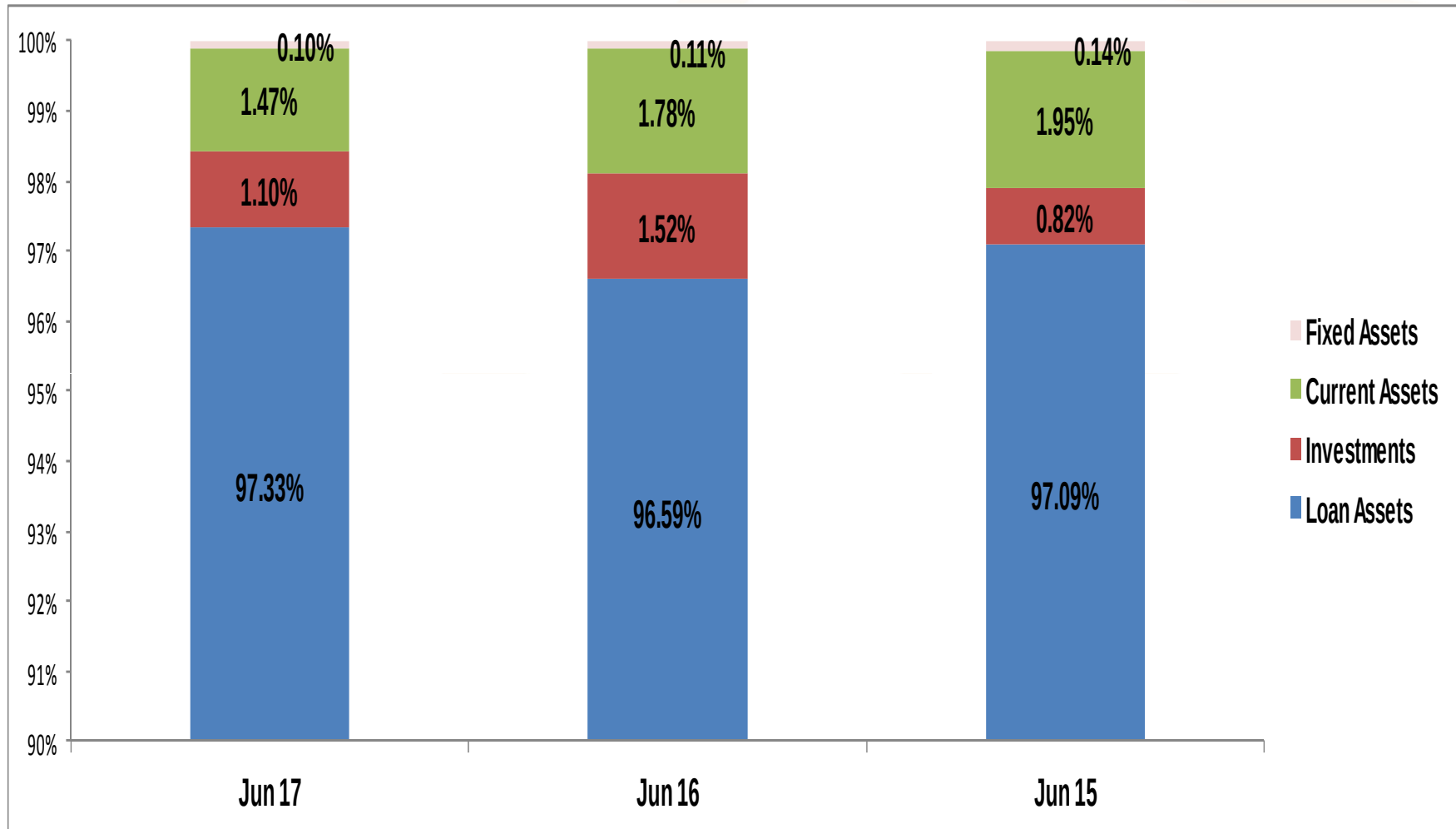
Loan Portfolio-wise NPL

	As at June 30, 2017		As at June 30, 2016	
	Amount	%	Amount	%
Home Loans *	66.10	0.59	45.02	0.48
Mortgage (LAP) Loans *	18.08	1.19	11.92	0.90
NRP Loans *	3.07	0.77	7.77	2.04
Developer Loans	0.00	0.00	0.00	0.00
Total	87.25	0.64	64.70	0.56

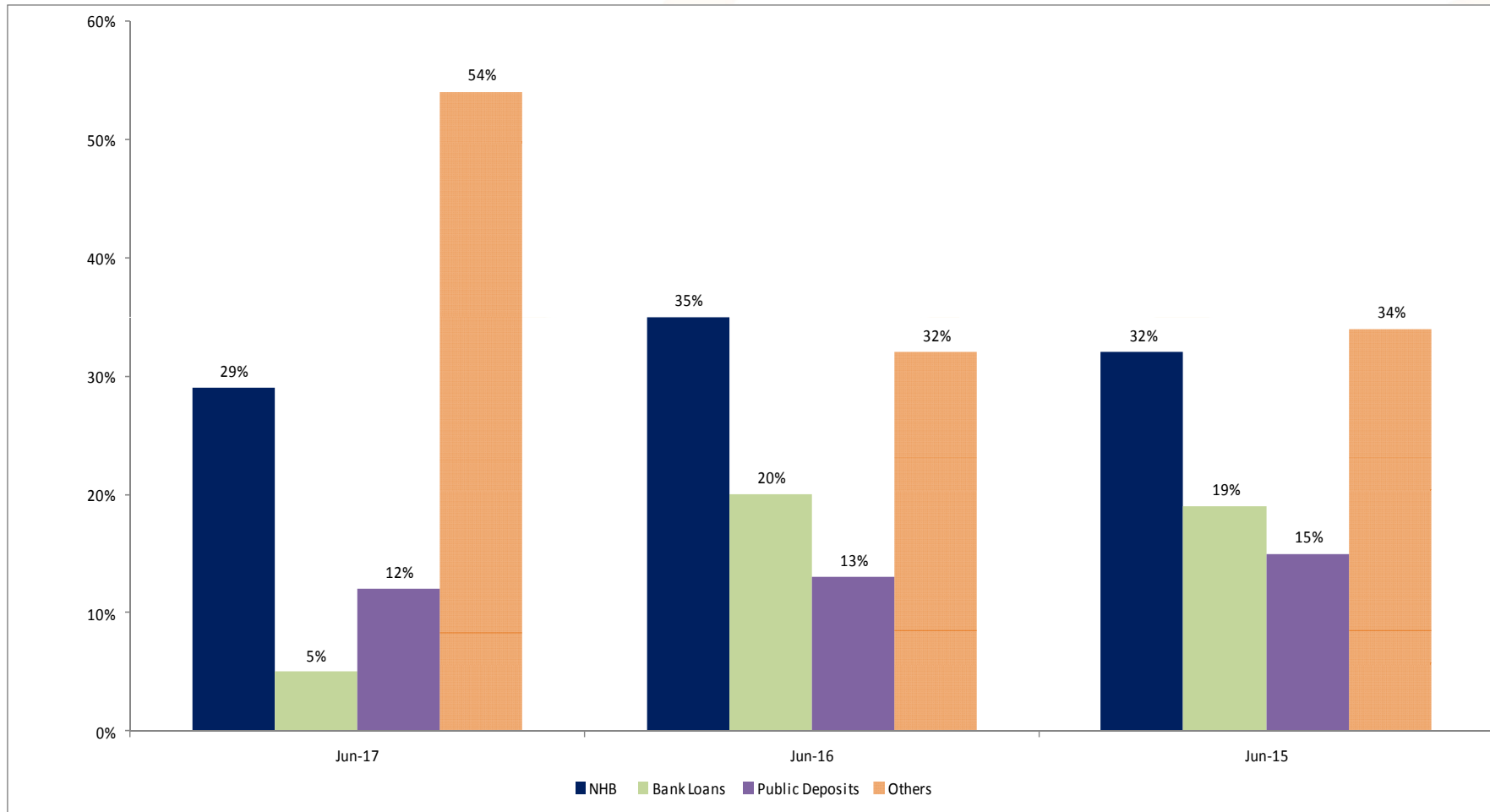
() Individual Loans*



Assets Profile



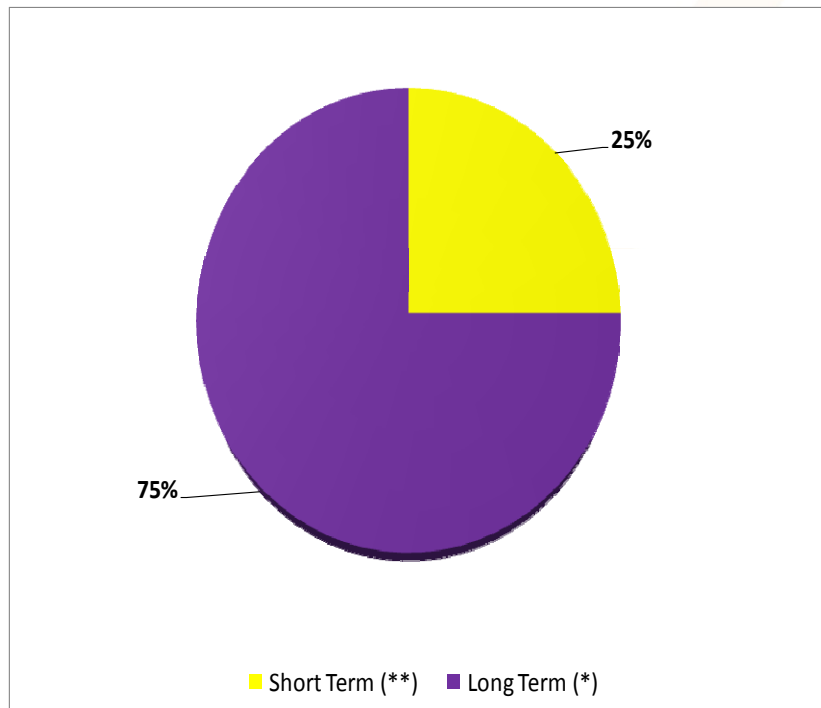
Sources of Borrowing



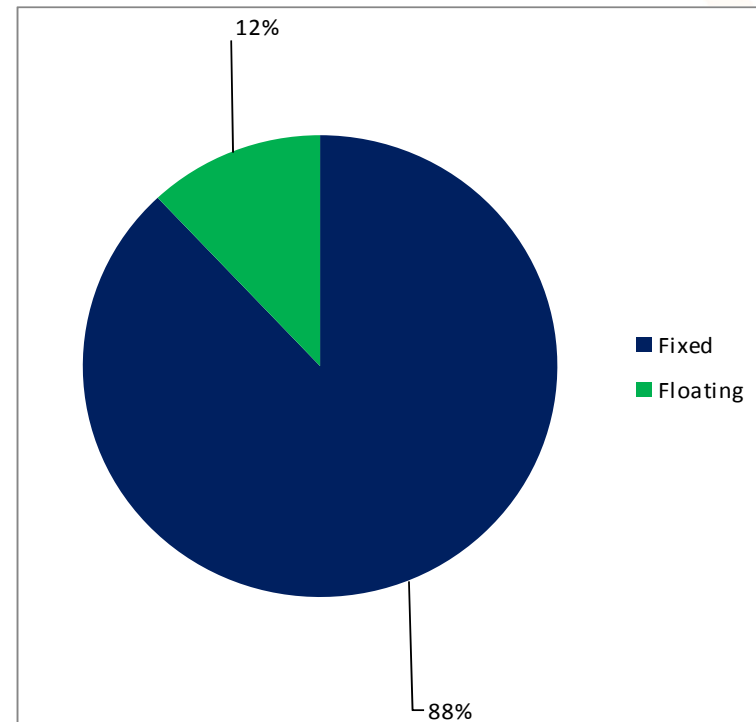
Borrowing Profile

As on June 30, 2017

Tenure Base



ROI Base



(*) Average tenure 7.33 years

(**) Average tenure less than one year

As on June 30,

Balance Sheet

(Rs. in Crores)

	<u>2017</u>	<u>2016</u>	<u>Growth (%)</u>
<u>Sources of Funds</u>			
Share Capital	73.02	72.74	-
Reserves & Surplus	1002.37	822.79	22
Borrowings	12474.07	10798.16	16
Current Liabilities & Provisions	399.90	264.91	51
Deferred Tax Liability (Net)	122.17	61.18	100
	14071.53	12019.78	17
<u>Application of Funds</u>			
Loan Assets	13695.08	11543.53	19
Investments	154.85	181.25	(15)
Current Assets	207.24	280.72	(26)
Fixed Assets	14.36	14.28	1
	14071.53	12019.78	17



Income Statement

As on June 30,

(Rs. in Crores)

	<u>2017</u>	<u>2016</u>	<u>Growth (%)</u>
Interest income	387.93	338.31	15
Interest expenses	236.45	224.10	6
Net interest Margin	151.48	114.21	33
Non-Interest Income	10.18	8.04	27
Non-Interest Expenses	24.96	19.62	27
Provisions, Contingencies and Write Offs	27.92	12.54	123
CSR Expenses	0.46	0.53	(13)
Profit Before Tax	108.32	89.56	21
Provision for Taxation	36.08	29.38	22
Profit After Tax	72.24	60.18	20



Risk Profile

Loan Assets & NPAs

As on June 30,

(Rs. in Crores)

	<u>2017</u>	<u>2016</u>
Loan Assets (Rs.)	13695.08	11543.53
Provision for Standard Assets (Rs.)	64.63	53.90
Gross NPAs (Rs.)	87.25	64.70
Provision for NPAs (Rs.)	23.96	14.46
Provision for Contingencies	41.78	19.45
Net NPAs (Rs.)	21.51	30.80
<u>Ratios</u>		
Gross NPA as % to Loans	0.64	0.56
Net NPA as % to Loans	0.16	0.27

Quarterly Financial Results

(Rs. In Crore)

As on June 30,

	<u>Q1-CY</u>	<u>Q1-PY</u>	<u>Q4-PY</u>
1. Operating Income	398.12	346.34	416.11
2. Total Income	398.12	346.34	416.11
3. Finance Cost	236.45	224.10	230.68
4. Non-interest Expenses	24.77	19.40	23.44
5. Depreciation	0.66	0.74	0.68
6. Provisions, Contingencies & Write Offs	27.92	12.54	1.35
7. Total Expenditure	289.80	256.78	256.15
8. Profit Before Tax	108.32	89.56	159.96
9. Tax Expenses	36.08	29.38	49.51
10. Profit After Tax	72.24	60.18	110.45



Key Financial Ratios

As on June 30,

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Net Interest Margin / ATA (%)	4.38	3.90	4.03
Non Interest Expenses / ATA (%)	0.72	0.67	0.73
PBT/ATA (%)	3.13	3.06	3.19
PAT/ATA (%)	2.09	2.05	2.14
Cost to Income Ratio (%)	15.46	16.06	16.41
Return on Equity (%)	26.40	27.82	27.31

ATA = Average Total Assets

Key Financial Ratios

Particulars	June 30, 2017	June 30, 2016
Book Value Per Share	29	25
Earnings Per Share	1.98	1.66
Market Capitalization (Rs. In Crore)	16255	10416

Key Financial Ratios

As on June 30,

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Capital Adequacy Ratio (%)	17.02	16.73	15.55
Tier – I	15.57	15.10	14.12
Tier –II	1.45	1.63	1.43

Productivity Ratios

As on June 30,

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Average No. of Employees	663	625	576
Average No. of Retail offices	183	171	154
Profit After Tax Per Employee (Rs. in Lakhs)	44	39	35
Total Assets Per Employee (Rs. in Lakhs)	2124	1923	1668



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)

- Loan Disbursement in Rural Areas during the Period – Rs. 537.06 Cr.
- Cumulative Rural Disbursement of Rs.11,212 Cr.
- Disbursed 2,08,316 cases in rural segment
- Presence in 126 Districts of 11 States
- Servicing customers in 1,147 Taluka places in 11 States



Thank You

