The Muthoot Group

Muthoot Finance Limited
Registered Office :
2nd floor, Muthoot Chambers,
Opp. Saritha Theatre Complex,
Banerji Road, Ernakulam - 682 018
Kerala, India.
CIN : L65910KL1997PLC 011300

Phone : +91 484 2396478, 2394712
Fax : +91 484 2396506, 2397399
mails@muthootgroup.com
www.muthootgroup.com

Scrip Code: 533398
Symbol: MUTHOOTFIN

Ref: SEC/MFL/SE/2017/2391

February 13, 2017

National Stock Exchange of India Ltd.
Exchange Plaza,
Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051

BSE Limited
Department of Corporate Services
P. J. Tower, Dalal Street,
Mumbai 400 001

Dear Sir/Madam,

Re: **Investor Presentation : Quarter ended December 31, 2016**

We herewith enclose a copy of the investor presentation for the Quarter ended December 31, 2016.

This is for your kind information and record thereon.

Thanking You,

For **Muthoot Finance Limited**

MUTHOOT FINANCE LIMITED KOCHI-18

Maxin James
Company Secretary

Muthoot Finance

Financial Results Q3 FY 2017

December 2016

MUTHOOT FINANCE LIMITED

SAFE HARBOUR STATEMENT

This presentation may include statements, which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The company cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

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. While every effort is made to ensure that this presentation conforms with all applicable legal requirements, the company does not warrant that it is complete, comprehensive or accurate, or commit to its being updated. No part of the information provided herein is to be construed as a solicitation to make any financial investment and is provided for information only.

Any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. In no event shall the company be liable for any damages whatsoever, whether direct, incidental, indirect, consequential or special damages of any kind or including, without limitation, those resulting from loss of profit, loss of contracts, goodwill, data, information, income, expected savings or business relationships arising out of or in connection with the use of this presentation.

MUTHOOT FINANCE: DRIVING INCLUSIVE GROWTH

- India's largest gold financing company (by loan portfolio)
- Trusted pan-India brand in the gold loans sector; revolutionised India's gold banking
- Our intervention has empowered millions of people across the social pyramid

Multiple service offerings

CORE SERVICE

- Gold Loans

OTHER SERVICES

- Money Transfer Services
- Collection Services
- White Label ATM
- Wind Mill Power Generation
- National Pension Scheme

MFIN - A GLIMPSE

Muthoot Finance

29

States/Union territory presence

147 tonnes

Gold jewellery kept as security

4,300+

Pan-India branches

350,000+

Retail investor base across debenture and subordinated debt portfolio

24,000+

Team members

130,000+

Customers served every day

₹ 269,625 mn

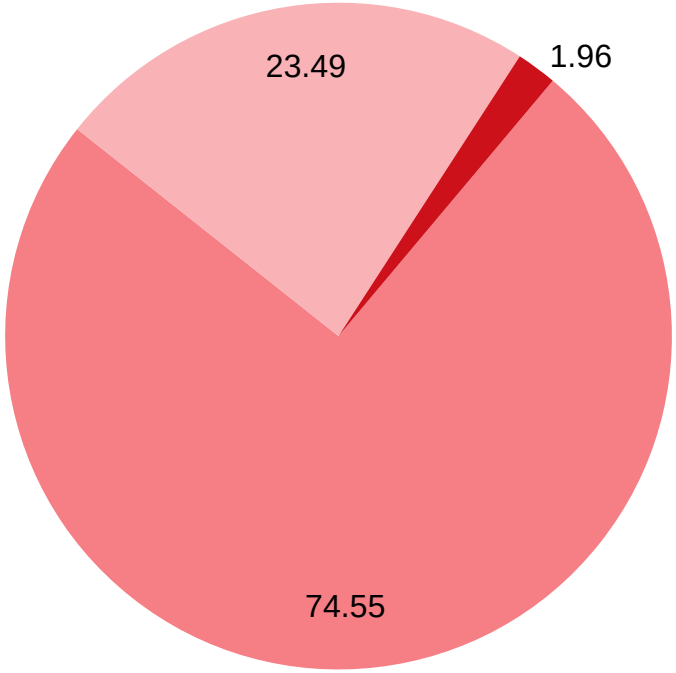
Retail Loan Assets Under Management

(As of December 31, 2016)

SHAREHOLDING PATTERN

Muthoot Finance

Strong promoter interest in business with 75% stake



(%) Shareholding as on December 31, 2016

- Promoters & Relatives
- FII, FC, MF & Others
- Public

NSE Ticker

MUTHOOTFIN

BSE Ticker

533398

Market Capitalisation
(as on December 31, 2016)

₹ 112,926 million

DIVIDEND PAYOUT

Muthoot Finance

Delivering consistent returns to stakeholders

(%)

	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
Dividend (%)*	60	60	60	45	40
First Interim Dividend (%)	40	40	30	-	-
Second Interim Dividend (%)	20	-	20	-	-
Final Dividend (%)	-	20	10	45	40
Dividend Payout Ratio (%)	29.50	35.36	28.59	16.65	16.47

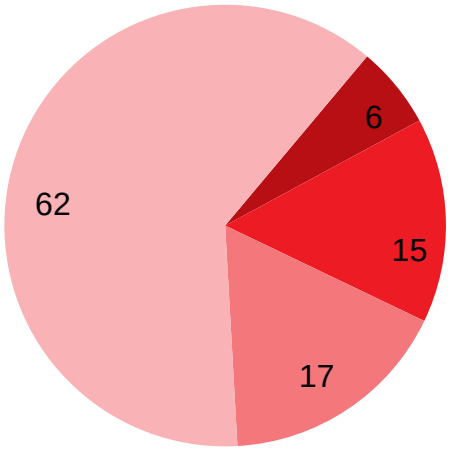
* On face value of ₹ 10 per equity share

GEOGRAPHICAL PRESENCE

Muthoot Finance

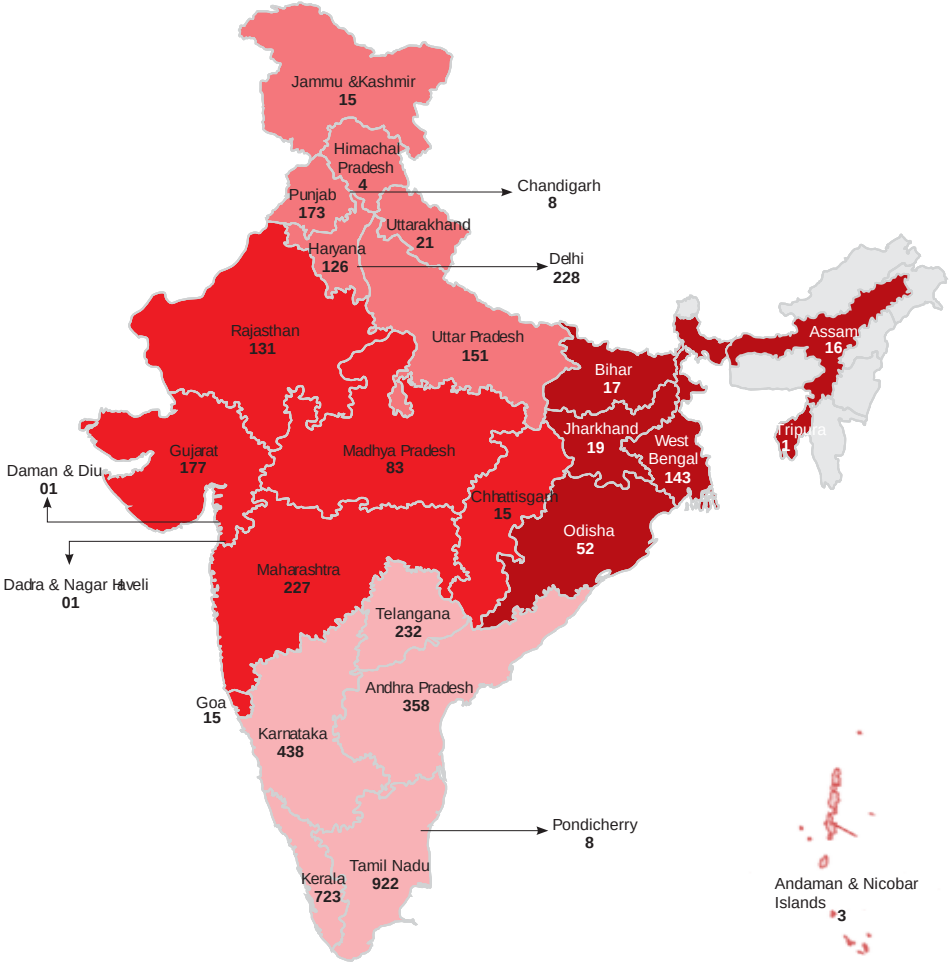
A strong presence of 4308 branches across India

(%) Branches region wise



(As of December 31, 2016)

State wise Branch Network



- Rural India accounts for about 65% of total gold stock in the country
- Large portion of the rural population has limited credit access
- Catering to under-served rural and semi-urban markets through strong presence

DIGITAL INITIATIVES

Muthoot Finance

Digital convenience for new gen & Millennium Customer acquisition

Aadhaar based Electronic KYC

- Biometric KYC verification - Convenience
- No further KYC documents –Paperless
- Aadhar
- 1,000 branches covered now & rest by Mar'17
- 50% of New KYCs through e-KYC
- e-Sign to be introduced by March'17

Direct Credit Facility

- Loan proceeds credited to bank account
- NEFT/RTGS/IMPS mode of bank transfer
- Less cash handling at branch
- Instant credit to customer bank account

Gold Cash Card (GCC) - DCB VISA

- Gold Loan amount loaded in card
- Use in ATMs & Shopping (online & offline)
- Accepted at all VISA enabled PoS
- Bank account not required for issuance
- Only Gold Loan NBFC to provide this service

PoS Terminals

- Enables swiping of Debit cards issued by banks
- Swiping charges for Interest payments waived off
- 36% of our branches covered now and planning 100% coverage by Dec'17

DIGITAL INITIATIVES

Muthoot Finance

Online Gold Loan (OGL)

- 8% of our active Gold loan Customers are transacting Online

Muthoot Online

WebPay

- Fully digital channel to facilitate customers in repayment of Loan and Interest from anywhere on a 24 by 7 basis.
- Multiple payment options such as Debit Card, Direct debit thru online banking, Prepaid cards, Mobile Wallets, UPI etc.
- Customer can use multiple devices like Desktop, Laptops, Mobile phones or Tablets.
- Already more than **1 Million** transactions successfully done thru Webpay shows its acceptability by customers.

iMuthoot App

iMuthoot

Mobile App

- New Mobile Application for Android & iOS
- Multiple language selection
- Pay Interest and avail Gold loans online
- Live Chat with Support Desk & Helpline available
- Google Maps to Locate nearest branch & Book Appointment with branch

SHAREHOLDER'S FUNDS

Muthoot Finance

Strong Capital Base

Networth

	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15	Growth	Growth
	(₹ in million)	(₹ in million)	(₹ in million)	(₹ in million)	(₹ in million)	YoY (%)	QoQ (%)
Share Capital	3,995	3,991	3,991	3,990	3,980	0	0
Reserves & Surplus	60,830	57,901	54,924	52,202	50,477	21	5
Total	**64,825**	**61,892**	**58,915**	**56,192**	**54,457**	**19**	**5**

Muthoot Finance

Core focus continues to be gold loan

Gross retail loan assets under management

	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15	Growth	Growth
	(₹ in million)	(₹ in million)	(₹ in million)	(₹ in million)	(₹ in million)	YoY (%)	QoQ (%)
Gross retail loan assets under management	269,625	274,564	258,606	243,789	249,907	8	(2)
Break-up of Gross Retail Loan Assets under management							
Gold Loans under management	269,025	273,980	258,226	243,355	249,409	8	(2)
Other loans	600	584	380	434	498	20	3

LIABILITIES

Muthoot Finance

Stable sources of funding

	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15	Growth	Growth
	(₹ in million)	(₹ in million)	(₹ in million)	(₹ in million)	(₹ in million)	YoY (%)	QoQ (%)
Secured Non-Convertible Debentures (Muthoot Gold Bonds)	29,738	32,692	36,355	40,909	45,980	(35)	(9)
Secured Non-Convertible Debentures- Listed	29,474	32,693	40,044	36,403	34,339	(14)	(10)
Borrowings from Banks/FIs	95,235	89,504	81,051	76,876	87,879	8	6
Subordinated Debt	17,969	20,298	21,859	22,348	22,889	(21)	(11)
Subordinated Debt -Listed	3,344	3,344	3,344	3,108	2,878	16	0
Commercial Paper	26,790	29,709	8,819	0	2,405	1014	(10)
Other Loans	6,552	6,643	6,705	6,765	6,168	6	(1)
Total	**209,102**	**214,883**	**198,177**	**186,409**	**202,538**	**3**	**(3)**

REVENUE & PROFIT

Muthoot Finance

Profit & Loss Statement

(₹ in million)

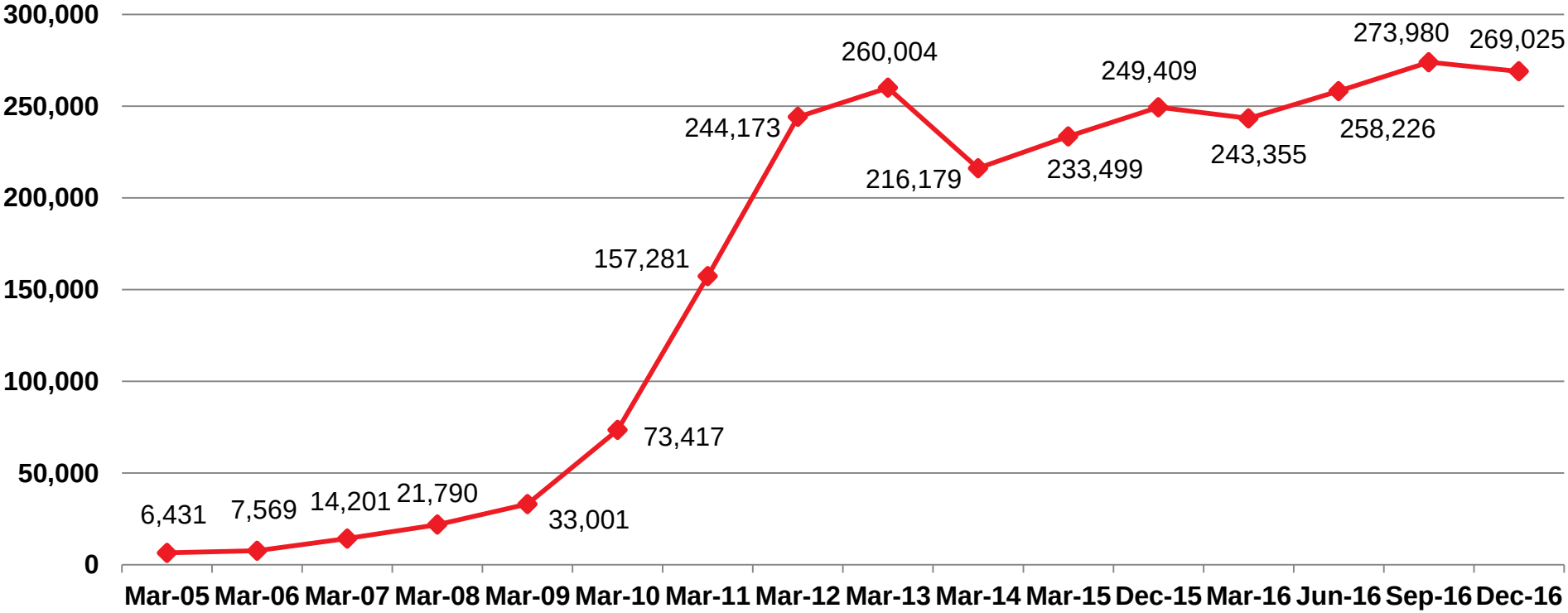
	9M FY 2017	9M FY 2016	YoY Growth (%)	Q3 FY 2017	Q3 FY 2016	YoY Growth (%)	Q2 FY 2017	Q1 FY 2017	QoQ Growth (%)	FY 2016
INCOME										
Interest Income	39,558	33,782	17	13,280	11,248	18	13,526	12,752	(2)	48,130
Other Income	777	455	71	184	164	12	336	256	(45)	620
Total	**40,335**	**34,237**	**18**	**13,464**	**11,412**	**18**	**13,862**	**13,008**	**(3)**	**48,750**
EXPENDITURE										
Interest Expense	17,478	16,938	3	5,970	5,616	6	5,937	5,571	1	22,577
Personnel Expenses	5,479	4,812	14	1,734	1,582	10	1,896	1,849	(9)	6,419
Administrative & Other expenses	3,192	3,182	0	1,100	1,050	5	1,079	1,013	2	4,209
Provisions & Write Offs	386	325	19	39	74	(47)	171	176	(77)	1,624
Directors Remuneration	148	146	2	50	49	2	49	50	2	196
Depreciation	335	417	(20)	116	142	(18)	106	112	9	558
Total	**27,018**	**25,820**	**5**	**9,009**	**8,513**	**6**	**9,238**	**8,771**	**(2)**	**35,583**
PROFIT										
Profit Before Tax	13,317	8,417	58	4,456	2,898	54	4,624	4,237	(4)	13,168
Profit After Tax	8,581	5,443	**58**	2,911	1,866	**56**	2,967	2,703	**(2)**	8,096

GOLD LOAN PORTFOLIO

Muthoot Finance

Gaining scale over the years

Gold Loan Assets Under Management (₹ in million)

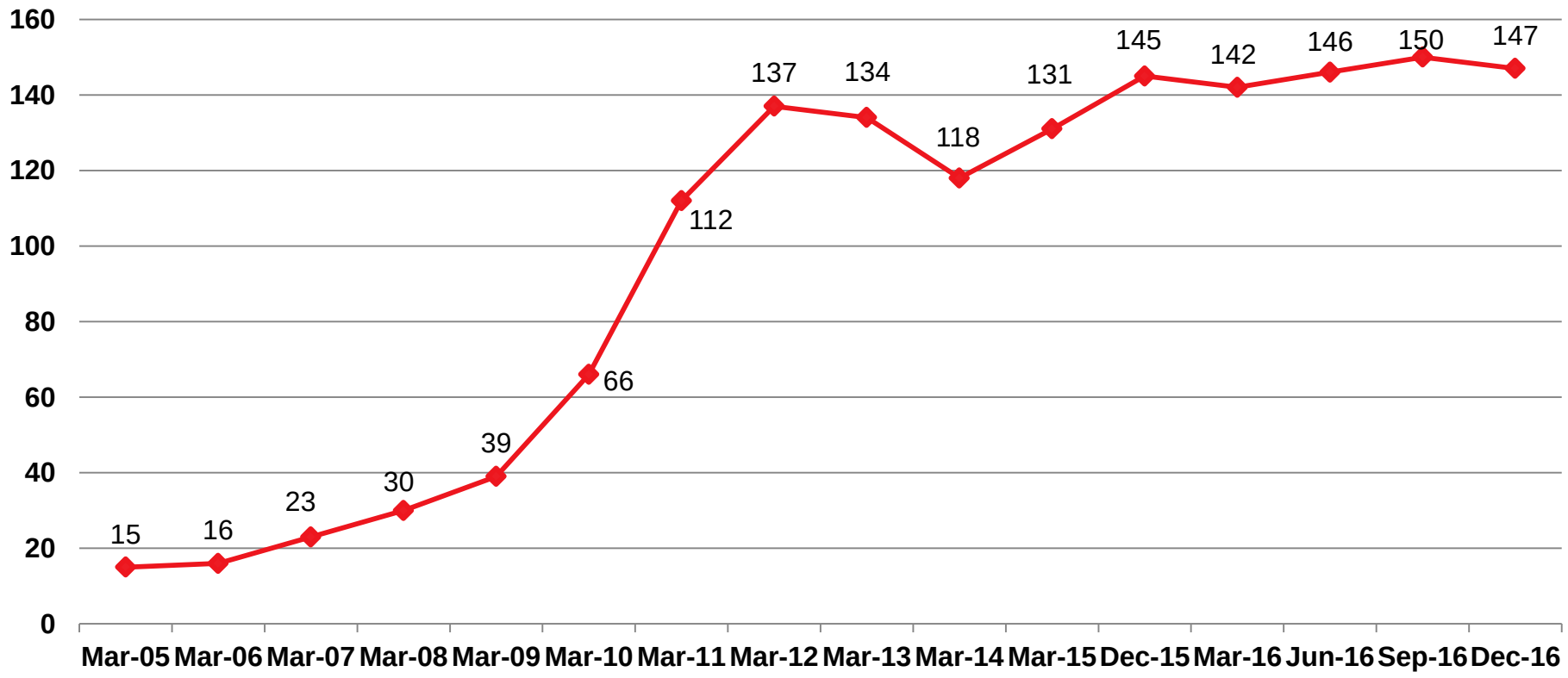


GOLD HOLDING

Muthoot Finance

Carrying the trust of millions of our customers

Gold jewellery kept as security (In tonnes)

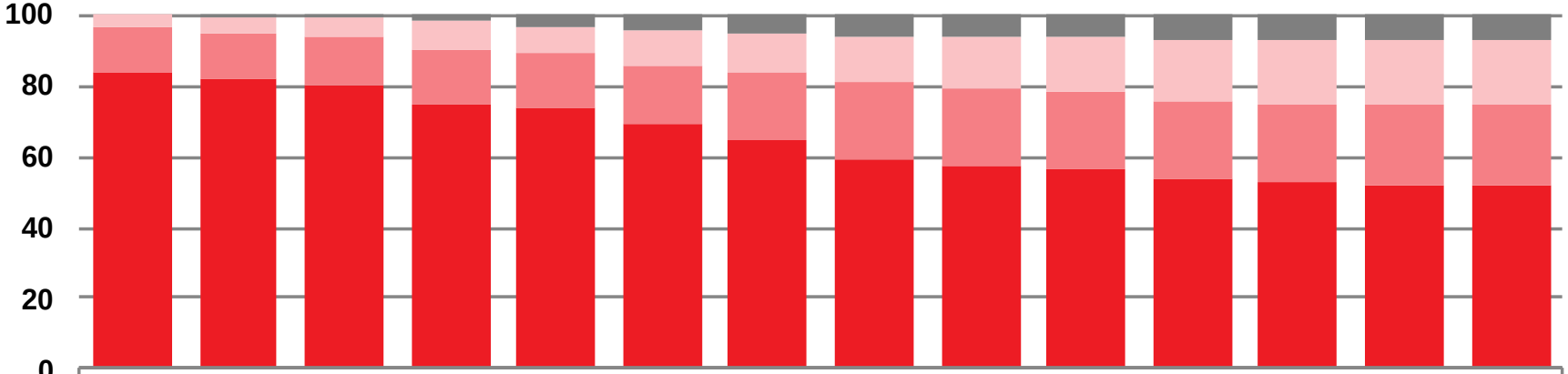


GEOGRAPHICAL SPREAD OF GOLD LOAN PORTFOLIO

Muthoot Finance

Diversified gold loan portfolio across India

(%)



	Mar-07	Mar-08	Mar-09	Mar-10	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15	Dec-15	Mar-16	Jun-16	Sep-16	Dec-16
East	0	1	1	2	3	4	5	6	6	6	7	7	7	7
West	3	4	5	8	8	10	11	13	15	16	17	18	18	18
North	13	13	14	15	15	17	19	22	22	22	22	22	23	23
South	84	82	80	75	74	69	65	59	57	56	54	53	52	52

Gold Loan Assets Under Management (₹ in million)

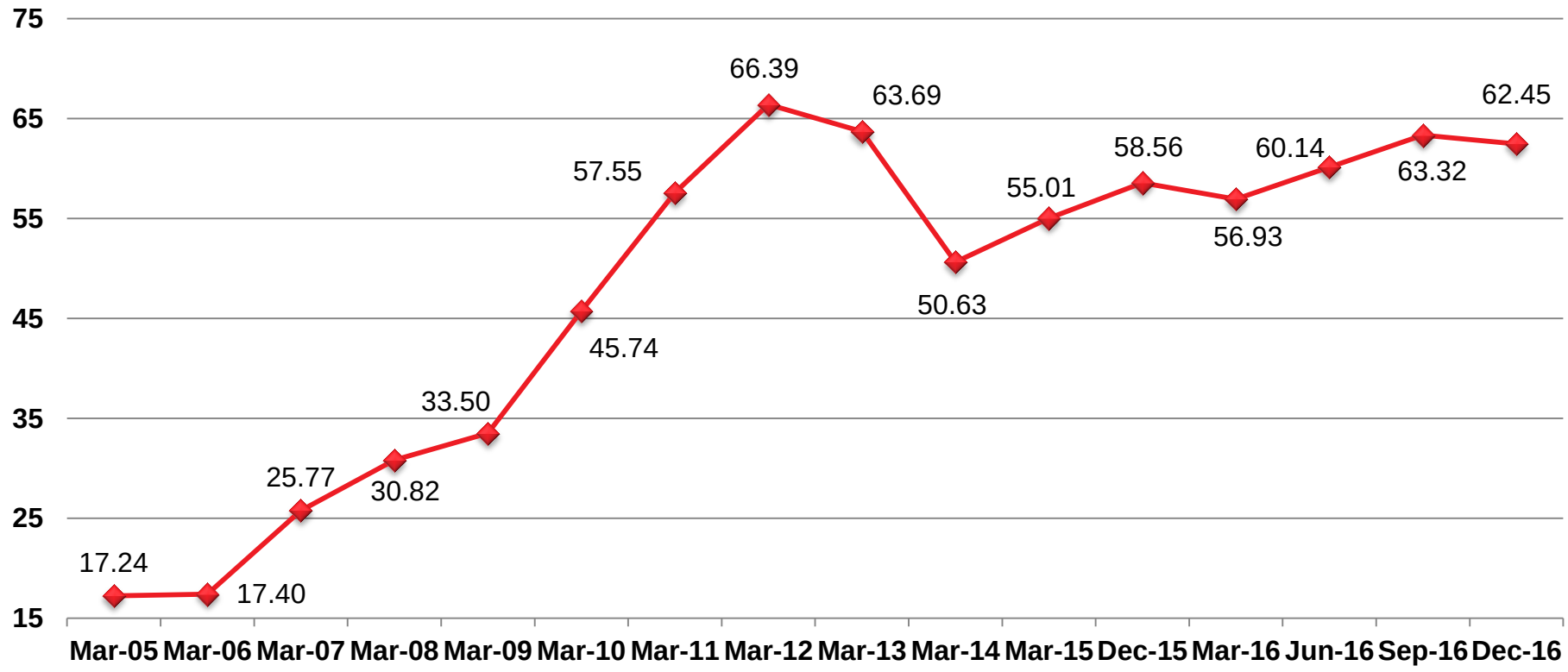
Mar-07	Mar-08	Mar-09	Mar-10	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15	Dec-15	Mar-16	Jun-16	Sep-16	Dec-16
14,201	21,790	33,001	73,417	157,281	244,173	260,004	216,179	233,499	249,409	243,355	258,226	273,980	269,025

PRODUCTIVITY

Muthoot Finance

Widening presence with increasing gold loan business per branch

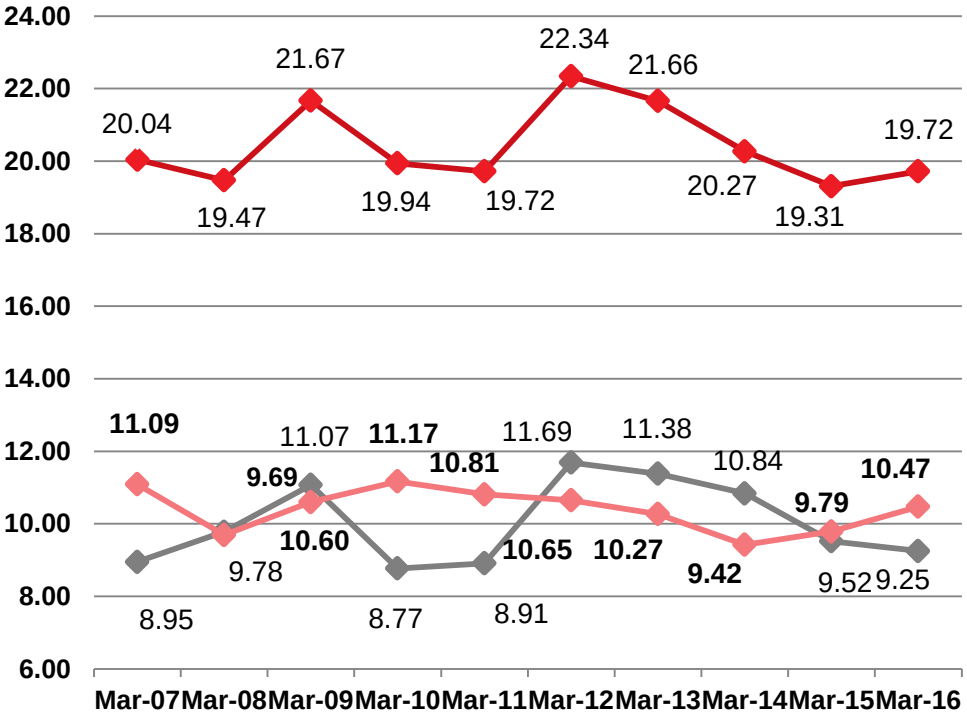
Average Gold Loan Per Branch (₹ in million)



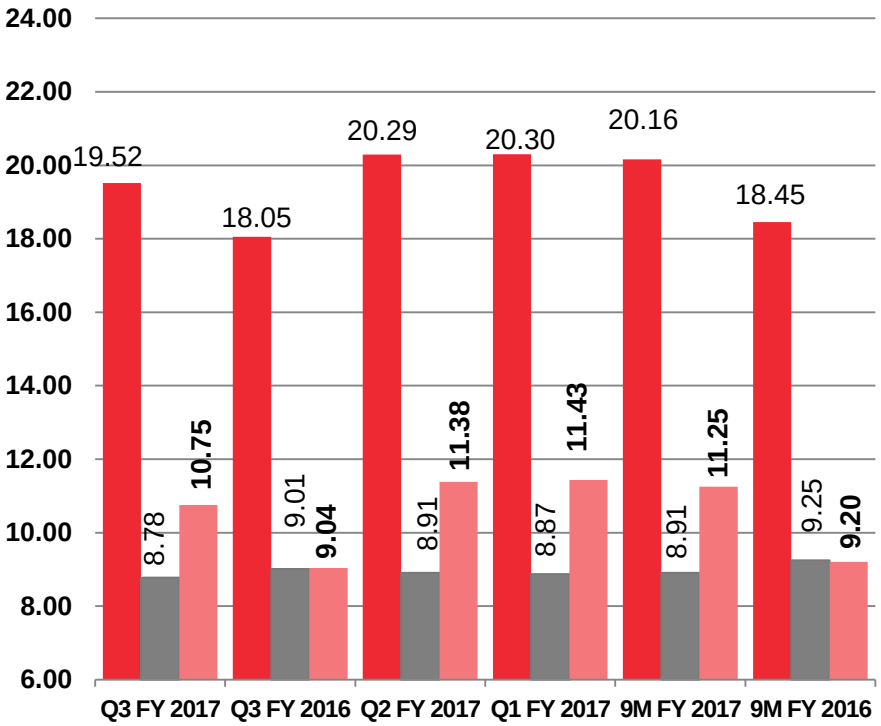
YIELD ON RETAIL LOAN AND NIM

Muthoot Finance

Yearly (%)



Quarterly (%)

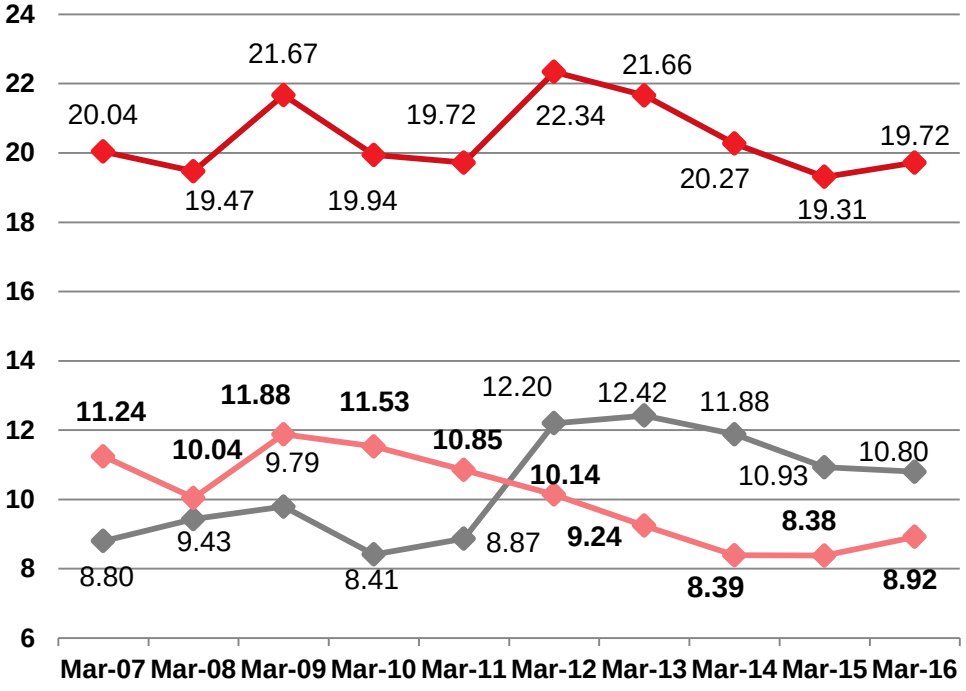


- **Interest Income on Average Retail Loan**
- **Interest Expense on Average Retail Loan**
- **Net Interest Margin**

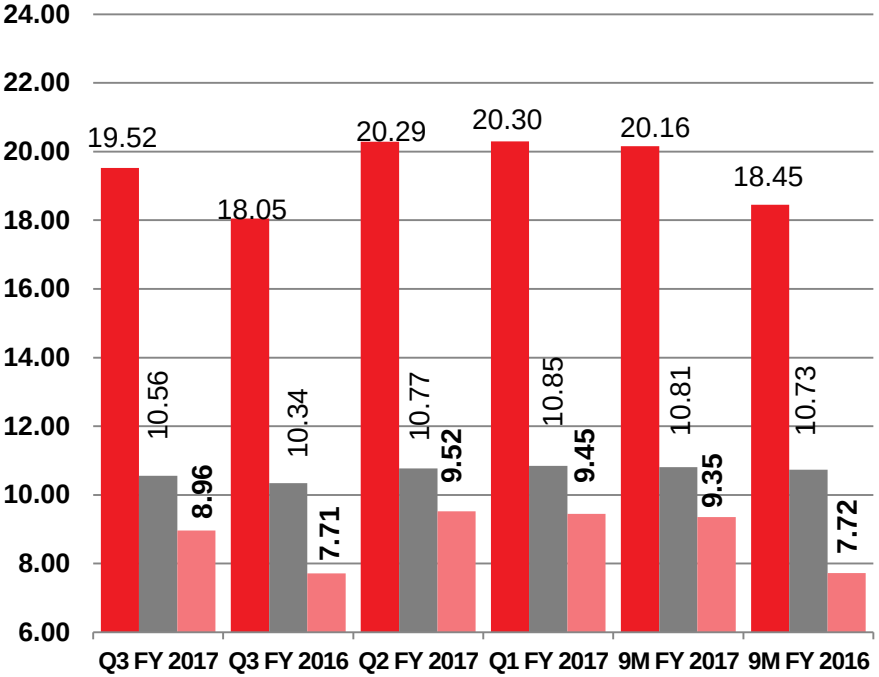
INTEREST SPREAD

Muthoot Finance

Yearly (%)



Quarterly (%)



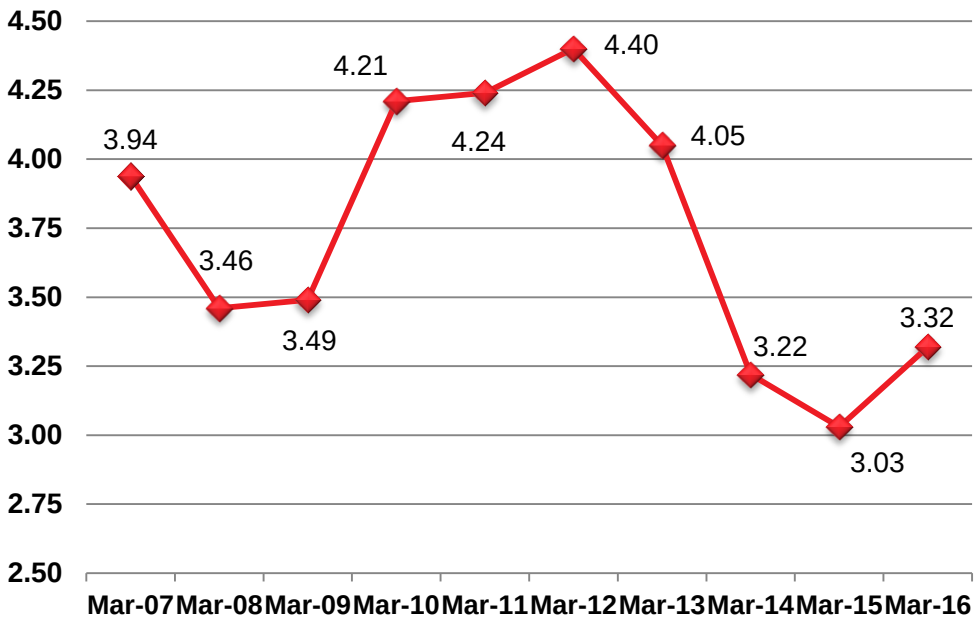
- **Interest Income on Average Retail Loan**
- **Interest Expenses on Average Outside Liabilities**
- **Interest Spread**

RETURN ON AVERAGE RETAIL LOAN ASSET

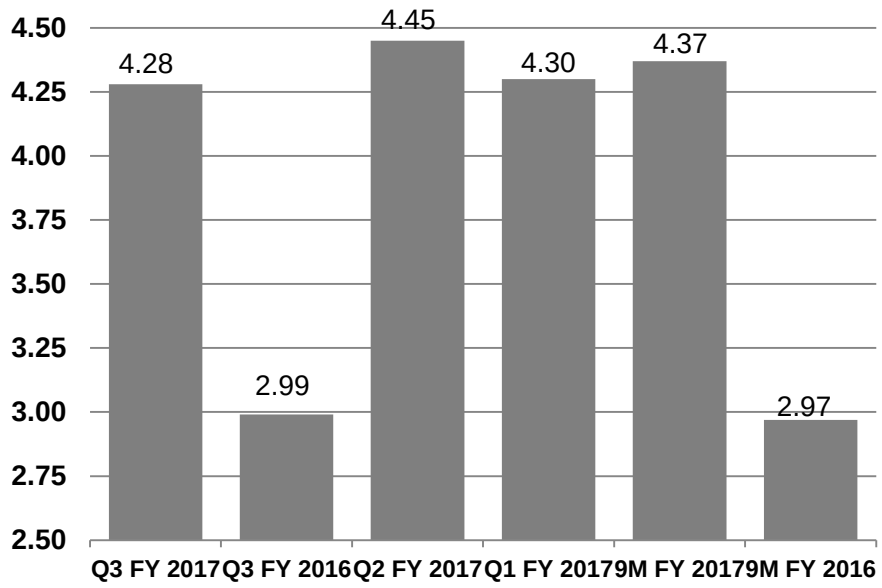
Muthoot Finance

Attractive returns over the years

Yearly (%)



Quarterly (%)



NON-PERFORMING ASSETS & BAD DEBTS

Muthoot Finance

Non-Performing Assets

(₹ in million)

	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15
Gross Non-Performing Assets	7,863	6,016	5,618	7,025	6,391
Provision For Non-Performing Assets	1,019	1,019	1,019	1,019	857
Net Non-Performing Assets	6,844	4,997	4,599	6,006	5,462
% of Gross NPA on Gross Retail Loans	2.92	2.19	2.17	2.88	2.53
% of Net NPA on Gross Retail Loans	2.54	1.82	1.78	2.46	2.19

Generally NPA will not result into bad debts as collateral can be auctioned

Bad Debts

(₹ in million)

	Q3 FY 2017	Q3 FY 2016	Q2 FY 2017	Q1 FY 2017	9M FY 2017	9M FY 2016	FY 2016
Bad Debts Written Off	36	19	13	13	62	71	**107**

Standard Asset Provision

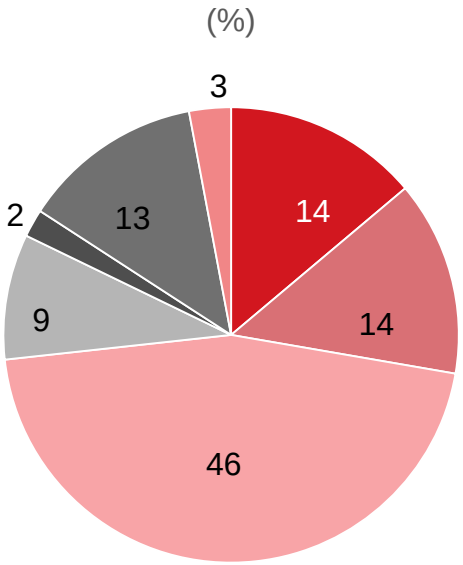
	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15
Provision (₹ in million)	2,685	2,685	2,530	2,368	1,267
% of Provision to Standard Assets	1.03	1.00	1.00	1.00	0.52

Maintaining a higher standard asset provision of 1% as against the regulatory requirement of 0.30%

LIABILITY MIX

Muthoot Finance

Maintaining a diversified funding profile



- Secured Non-Convertible Debentures (Muthoot Gold Bonds) – ₹ 29,738 mn (14%)
- Secured Non-Convertible Debentures – Listed – ₹ 29,474 mn (14%)
- Borrowings from Banks/Fis - ₹ 95,235 mn (46%)
- Subordinated Debt – ₹ 17,969 mn (9%)
- Subordinated Debt – Listed - ₹ 3,344 mn (2%)
- Commercial Paper – ₹ 26,790 mn (13%)
- Other Loans – ₹ 6,552 mn (3%)

(As of December 31, 2016)

CREDIT RATINGS

Muthoot Finance

Highest Rating among gold loan companies

Short-term Rating

	Amt of rating (₹ in million)	Rating	Indicates
COMMERCIAL PAPER			
CRISIL	40,000	CRISIL A1+	Very strong degree of safety with regard to timely payment of financial obligation and carry lowest credit risk
ICRA	2,000	ICRA A1+	Very strong degree of safety and lowest credit risk
BANK LOANS			
ICRA*	103,180	ICRA A1+	Very strong degree of safety and lowest credit risk

Long-term Rating

	Amt of rating (₹ in million)	Rating	Indicates
SUBORDINATED DEBT			
CRISIL	1,000	CRISIL AA/(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
ICRA	1,000	ICRA AA(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
NON CONVERTIBLE DEBENTURE			
CRISIL	5,000	CRISIL AA/(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
ICRA	2,000	ICRA AA(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
BANK LOANS			
ICRA*	87,120	ICRA AA(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk

**Within the overall rating of ₹120,600 millions*

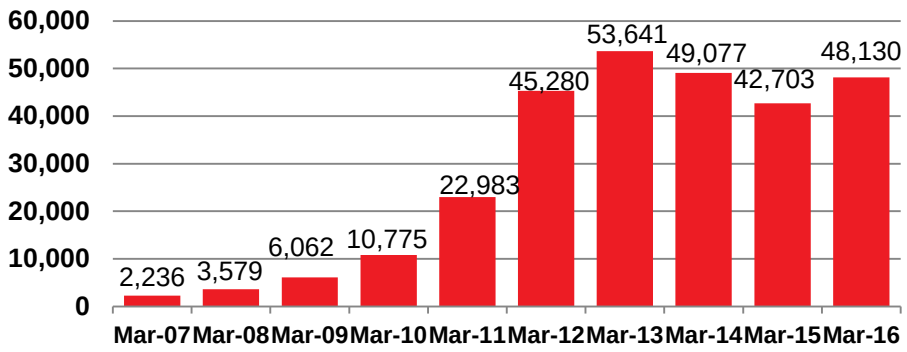
BREAK-UP OF GROSS INCOME

Muthoot Finance

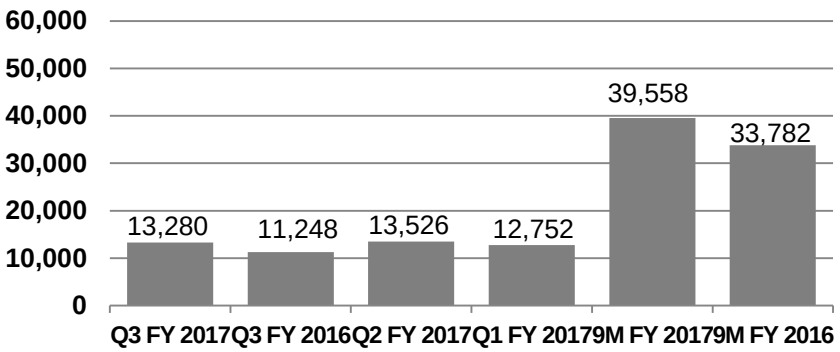
Interest Income

(₹ in million)

Yearly



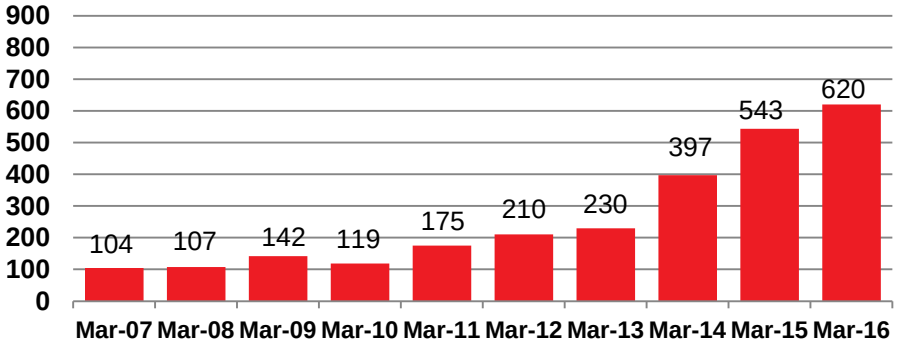
Quarterly



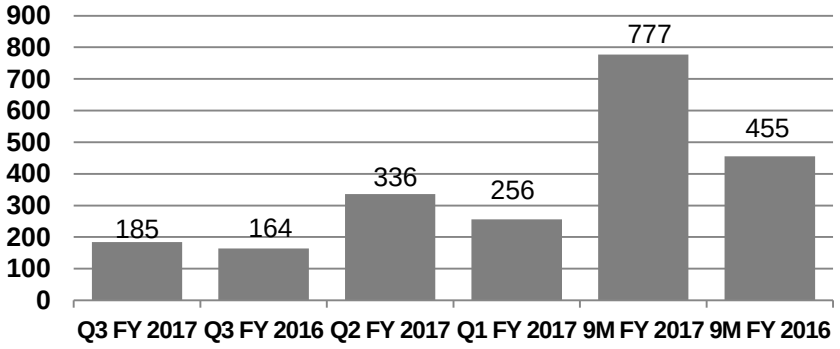
Other Income

(₹ in million)

Yearly



Quarterly

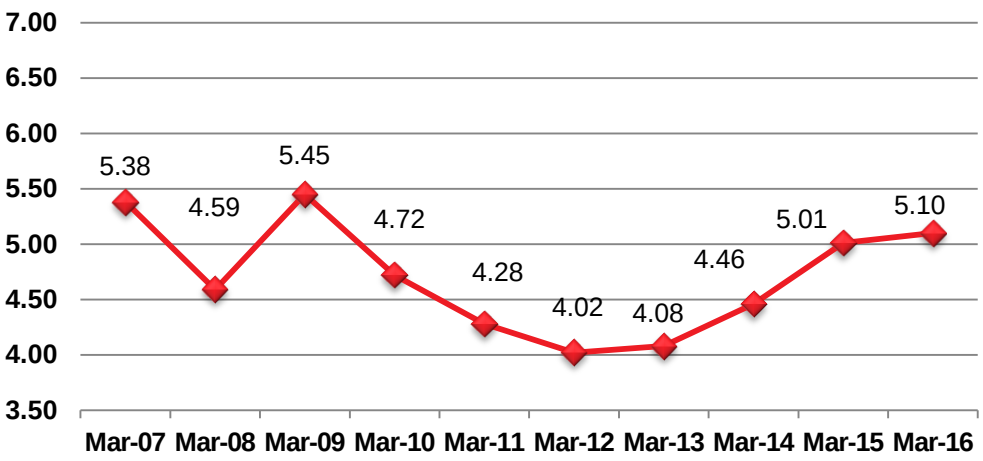


OPERATING EXPENSES TO AVERAGE RETAIL LOANS

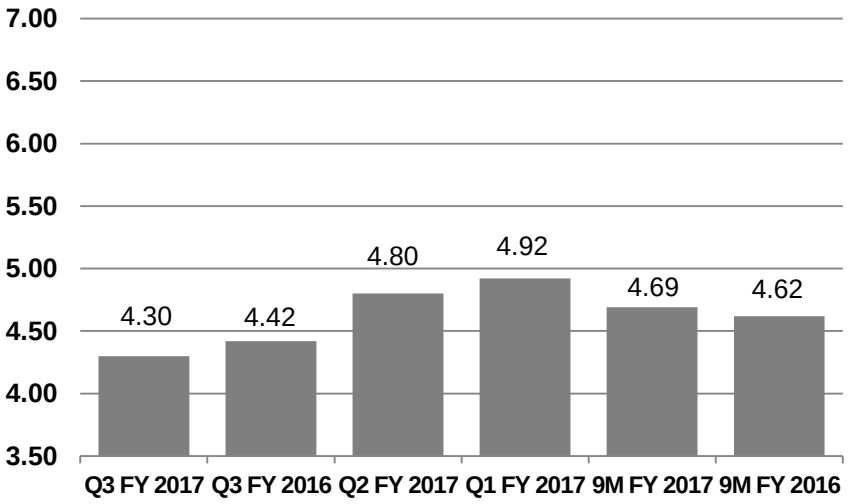
Muthoot Finance

Operational efficiency over the years

Yearly (%)



Quarterly (%)



BREAK-UP OF OPERATING EXPENSES

Muthoot Finance

	Yearly (₹ in Millions)								Quarterly (₹ in Million)					
	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12	Mar-11	Mar-10	Mar-09	Q3 FY 2017	Q3 FY 2016	Q2 FY 2017	Q1 FY 2017	9M FY 2017	9M FY 2016
Personnel Expenses	6,418	6,304	5,917	5,453	4,145	2,209	1,169	677	1,734	1,582	1,896	1,849	5,479	4,812
Rent	1,713	1,650	1,542	1,309	1,042	603	290	131	458	429	452	434	1,344	1,276
Advertisement	626	651	702	579	866	647	331	208	115	129	134	118	367	477
Postage, Telegram and Telephone	378	371	364	243	184	115	72	27	101	87	116	80	297	282
Traveling and Conveyance	187	212	190	175	168	114	67	42	46	46	46	47	139	142
Printing and Stationery	144	160	185	168	155	111	69	44	33	32	31	33	97	106
Repairs and Maintenance	290	281	272	256	341	211	96	62	101	64	93	91	285	223
Legal and Professional Charges	93	189	216	86	60	114	34	16	51	20	25	28	104	79
Business Promotion Expense	149	140	279	332	267	119	45	25	45	39	29	35	109	102
Directors Remuneration	196	192	192	192	192	192	192	121	50	49	49	50	149	146
Depreciation and Amortisation Expenses	575	841	475	454	329	180	149	99	121	146	111	117	349	429
Others	1,014	733	731	550	380	229	165	165	184	219	164	156	504	554
Provision For Standard & NPA Assets	1,223	180	214	765	351	323	21	7	0	55	155	162	317	254
Total	**13,006**	**11,904**	**11,279**	**10,562**	**8,480**	**5,165**	**2,701**	**1,625**	**3,039**	**2,897**	**3,301**	**3,200**	**9,540**	**8,882**

BREAK-UP OF OPERATING EXPENSES

Muthoot Finance

	Yearly (%)								Quarterly (%)					
	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12	Mar-11	Mar-10	Mar-09	Q3 FY 2017	Q3 FY 2016	Q2 FY 2017	Q1 FY 2017	9M FY 2017	9M FY 2016
Personnel Expenses	49	53	52	52	49	43	43	42	57	55	57	58	57	54
Rent	13	14	14	12	12	12	11	8	15	15	14	13	14	14
Advertisement	5	5	6	5	10	13	12	13	4	4	4	4	4	5
Postage, Telegram and Telephone	3	3	3	2	2	2	3	2	3	3	4	2	3	3
Traveling and Conveyance	1	2	2	2	2	2	2	3	2	2	1	1	1	2
Printing and Stationery	1	1	2	2	2	2	3	3	1	1	1	1	1	1
Repairs and Maintenance	2	2	2	2	4	4	4	4	3	2	3	3	3	3
Legal and Professional Charges	1	2	2	1	1	2	1	1	2	1	1	1	1	1
Business Promotion Expense	1	1	2	3	3	2	2	2	1	1	1	1	1	1
Directors Remuneration	2	2	2	2	2	4	7	7	2	2	1	2	2	2
Depreciation and Amortisation Expenses	4	7	4	4	4	3	6	6	4	5	3	4	4	5
Others	8	6	6	5	4	4	6	10	6	8	5	5	5	6
Provision For Standard & NPA Assets	9	2	2	7	4	6	1	0	0	2	5	5	3	3
Total	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**	**100**

PROFITABILITY RATIOS

Muthoot Finance

(Based on Income)	Yearly (%)								Quarterly (%)					
	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12	Mar-11	Mar-10	Mar-09	Q3 FY 2017	Q3 FY 2016	Q2 FY 2017	Q1 FY 2017	9M FY 2017	9M FY 2016
Interest expense to Gross Income	46.31	48.71	53.08	52.34	52.10	44.83	43.49	49.94	44.34	49.21	42.83	42.83	43.33	49.47
Selling, general and administrative expenses to Net Income	41.36	48.26	44.66	35.89	35.48	36.32	41.00	48.91	38.48	46.26	38.16	39.16	38.59	47.05
Provisions & Write Offs to Net Income	6.20	1.67	1.89	3.49	1.93	2.68	0.44	0.23	0.52	1.28	2.16	2.37	1.69	1.88
Operational expenses to Net Income	47.56	49.93	46.55	39.37	37.41	38.99	41.44	49.13	39.00	47.53	40.32	41.52	40.28	48.93
OPBDT / Net Income (%)	52.44	50.06	53.45	60.62	62.59	61.00	58.56	50.87	61.01	52.45	59.68	58.48	59.72	51.07
Depreciation to Net Income	2.13	3.72	2.03	1.76	1.50	1.42	2.42	3.16	1.55	2.45	1.34	1.51	1.46	2.41
OPBT / Net Income (%)	50.31	46.34	51.42	58.86	61.09	59.58	56.14	47.71	59.46	50.00	58.35	56.97	58.26	48.66
PBT / Net Income(%)	50.31	46.34	51.42	58.86	61.09	59.58	56.14	47.71	59.46	50.00	58.35	56.97	58.26	48.66
PAT / Net Income(%)	30.93	30.23	33.60	39.11	40.93	38.68	36.97	31.46	38.84	32.19	37.44	36.35	37.54	31.46

PROFITABILITY RATIOS

Muthoot Finance

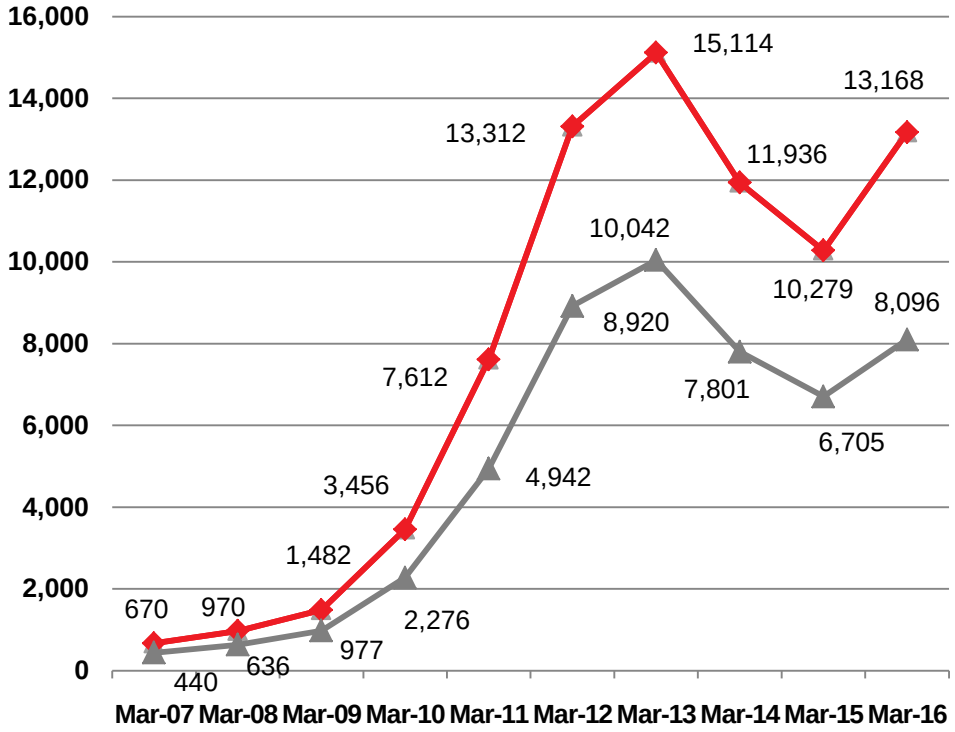
(Based on Average Retail Loans)	Yearly (%)								Quarterly (%)					
	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12	Mar-11	Mar-10	Mar-09	Q3 FY 2017	Q3 FY 2016	Q2 FY 2017	Q1 FY 2017	9M FY 2017	9M FY 2016
Interest income to avg. retail loans	19.72	19.30	20.27	21.66	22.34	19.72	19.94	21.67	19.52	18.05	20.29	20.30	20.16	18.45
Interest expense to avg. retail loans	9.25	9.52	10.84	11.38	11.69	8.91	8.77	11.07	8.78	9.01	8.91	8.87	8.91	9.25
Net Interest Margin	10.47	9.78	9.42	10.27	10.65	10.81	11.17	10.60	10.75	9.04	11.38	11.43	11.25	9.20
Other income to avg. retail loans	0.25	0.25	0.16	0.09	0.10	0.15	0.22	0.51	0.27	0.26	0.51	0.41	0.40	0.25
Net Income Including Other Income	10.72	10.03	9.59	10.37	10.75	10.96	11.39	11.10	11.02	9.30	11.89	11.84	11.65	9.45
Selling, general and administrative expenses to avg. retail loans	4.43	4.84	4.28	3.72	3.81	3.98	4.66	5.43	4.24	4.30	4.54	4.64	4.49	4.44
Provisions and write offs to average retail loans	0.67	0.17	0.18	0.36	0.21	0.29	0.05	0.02	0.06	0.12	0.26	0.28	0.20	0.18
PBDT to avg. retail loans	5.62	5.02	5.12	6.28	6.73	6.69	6.67	5.65	6.72	4.88	7.10	6.93	6.96	4.82
Depreciation to avg. retail loans	0.23	0.37	0.20	0.18	0.16	0.16	0.28	0.35	0.17	0.23	0.16	0.18	0.17	0.23
PBT to avg. retail loans	5.39	4.65	4.93	6.10	6.57	6.53	6.39	5.30	6.55	4.65	6.94	6.75	6.79	4.60
Tax to avg. retail loans	2.08	1.62	1.71	2.05	2.17	2.29	2.18	1.80	2.27	1.66	2.49	2.44	2.41	1.62
PAT to avg. retail loans	3.32	3.03	3.22	4.05	4.40	4.24	4.21	3.49	4.28	2.99	4.45	4.30	4.37	2.97
Cash Profit to avg. retail loans	3.54	3.40	3.42	4.24	4.56	4.40	4.49	3.85	4.45	3.22	4.61	4.48	4.54	3.60

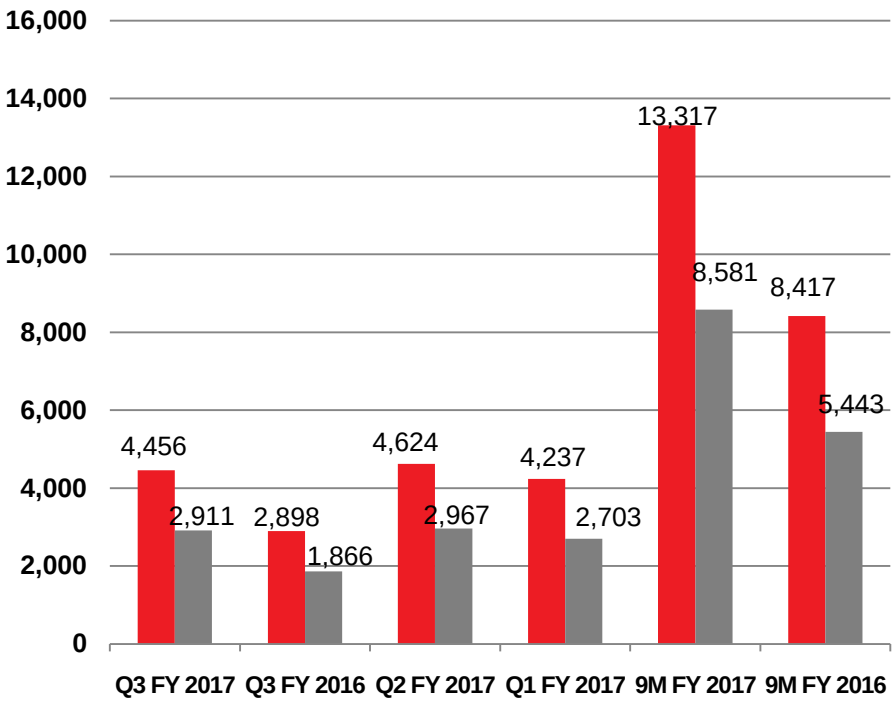
Muthoot Finance

Efforts getting rewarded

Profitability at a glance

(₹ in million)



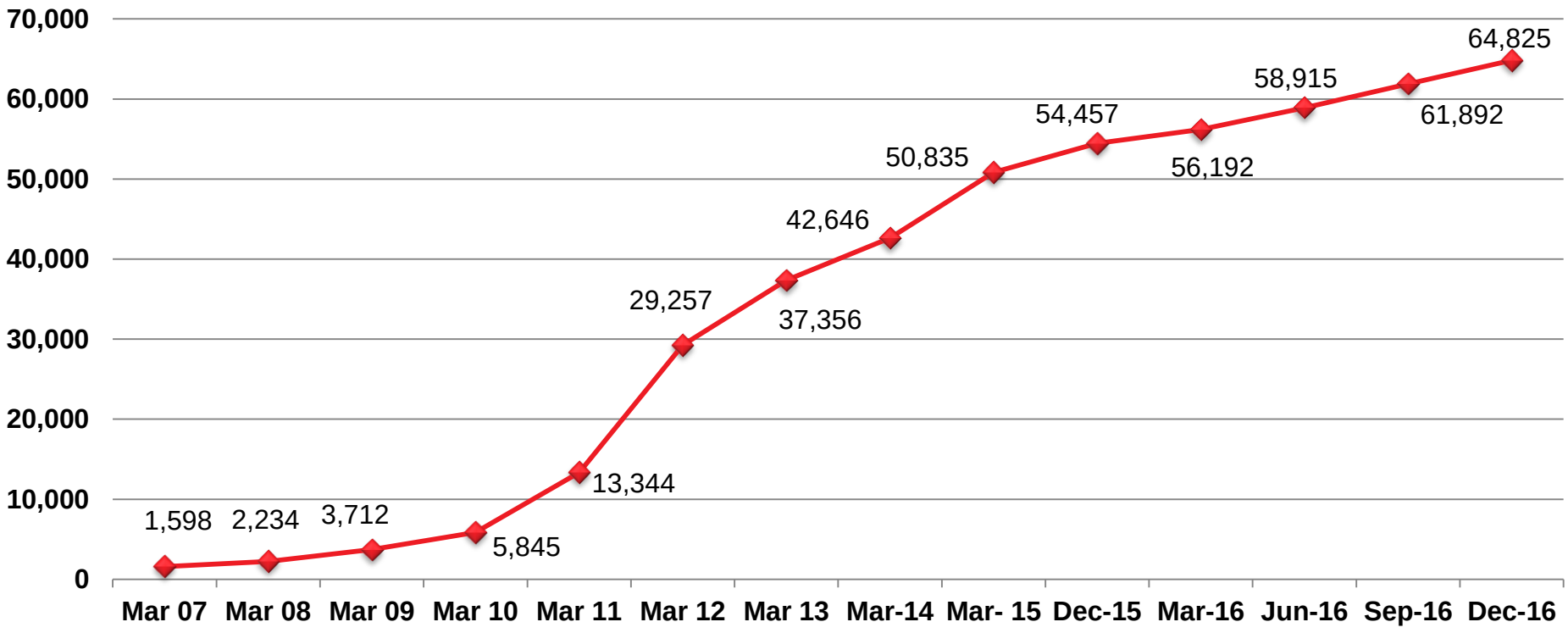


NET WORTH

Muthoot Finance

Steady capital position

Share Capital and Reserves & Surplus (₹ in million)



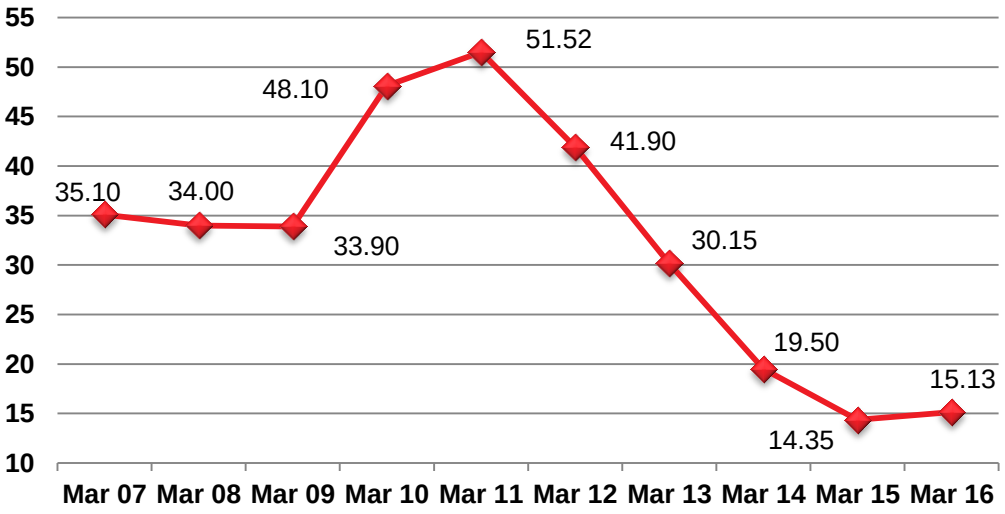
RETURN ON EQUITY

Muthoot Finance

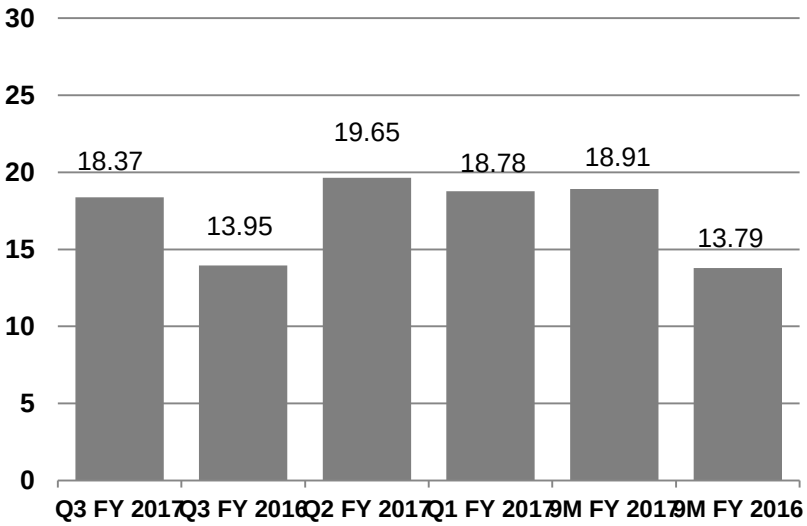
Stable shareholder value creation

Return on Average Equity

Yearly (%)



Quarterly (%)



CAPITAL RATIO

Muthoot Finance

Maintaining capital well above the statutory requirement

Capital Adequacy Ratio

(%)

	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15
Capital Adequacy Ratio	24.66	23.67	24.27	24.48	23.37
Tier-I	22.17	20.95	21.03	20.92	19.94
Tier-II	2.49	2.72	3.24	3.56	3.43

MARKET VALUE RATIO

Muthoot Finance

Equity market valuation ratios indicate potential for upside

	Q3 FY 2017	Q2 FY 2017	Q1 FY 2017	Q3 FY 2016	9M FY 2017	9M FY 2016	FY 2016
Earnings per share (₹)							
- Basic	7.29	7.44	6.77	4.69	21.50	13.68	20.34
- Diluted	7.23	7.38	6.71	4.65	21.32	13.55	20.10

	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15
Book Value per share (₹)	162.15	154.97	147.51	140.72	136.70
Market price per share (₹)*	282.70	348.80	293.05	178.75	179.65
Price to Earnings ratio**	10.04	13.64	13.01	8.79	10.07
Price to Book Value ratio	1.74	2.25	1.99	1.27	1.31

Source: www.nseindia.com
***Based on trailing 12 months EPS*

CAPITALISATION RATIOS

Muthoot Finance

Headroom for further leveraging

(₹ In million)

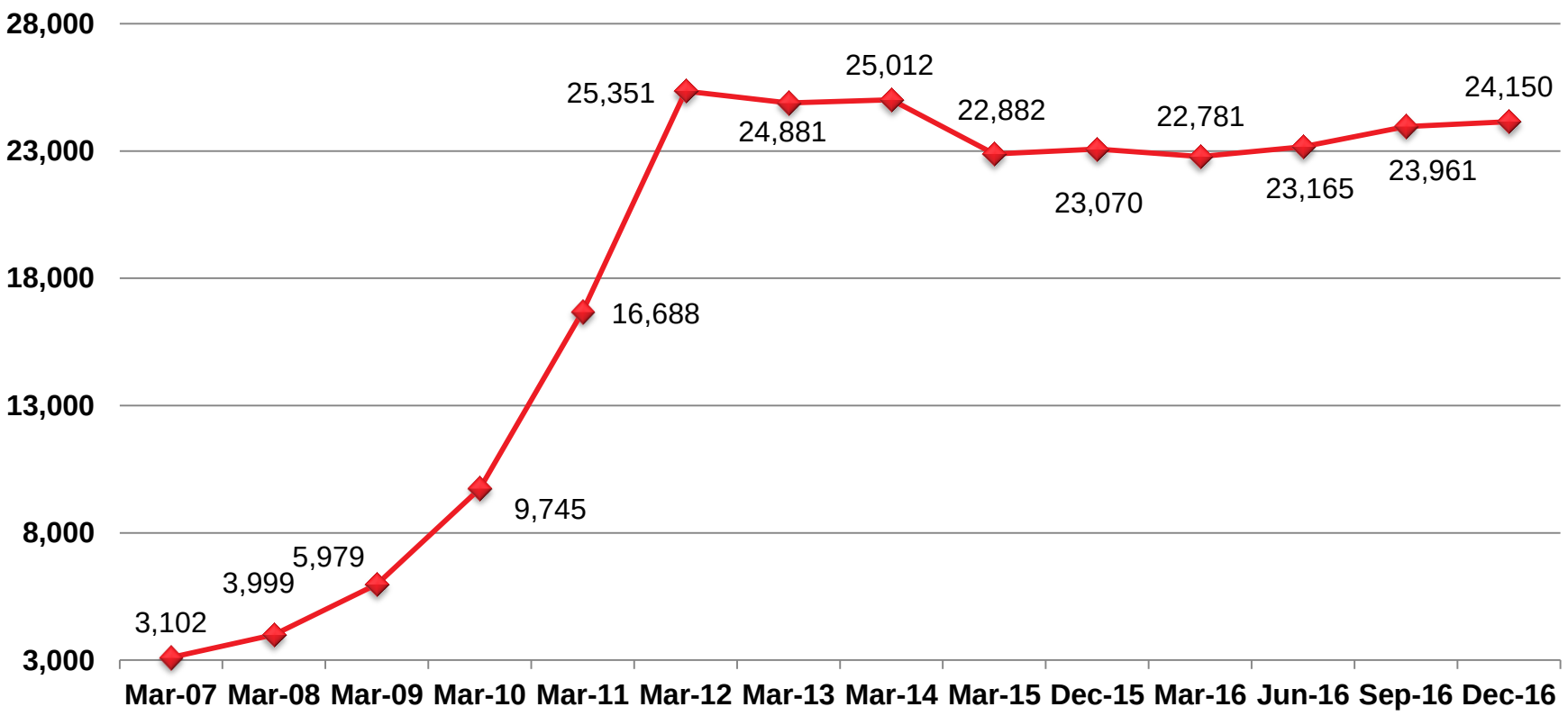
	Dec-16	Sep-16	Jun-16	Mar-16	Dec-15
Outside Liabilities	235,598	243,582	226,641	214,295	226,938
Cash & Bank Balances	13,377	16,181	12,481	6,791	13,027
Tangible Networth	64,773	61,839	58,862	56,146	54,412
Capital Gearing	3.43	3.68	3.64	3.70	3.93

TEAM STRENGTH

Muthoot Finance

Groomed human capital over the years to meet growing business requirements

(No. of Employees)



OUR SUBSIDIARY

Muthoot Finance

ASIA ASSET
FINANCE PLC

The unconventional finance company

ASIA ASSET FINANCE PLC – AN OVERVIEW

Asia Asset Finance PLC, (AAF) Colombo, Sri Lanka became a foreign subsidiary of Muthoot Finance on December 31, 2014 . As on December 31, 2016, total holding in AAF stood at 503 million equity shares representing 60% of their total capital. The loan portfolio stands at LKR 8.56 bn as on December 31,2016

AAF is a Registered Financial Company based in Sri Lanka a fully licensed, deposit-taking institution registered with the Central Bank of Sri Lanka and listed in the Colombo Stock Exchange

AAF is in lending business since 1970. At present the company is involved in Retail Finance, Hire Purchase & Business Loans and has 15 branches across Sri Lanka.

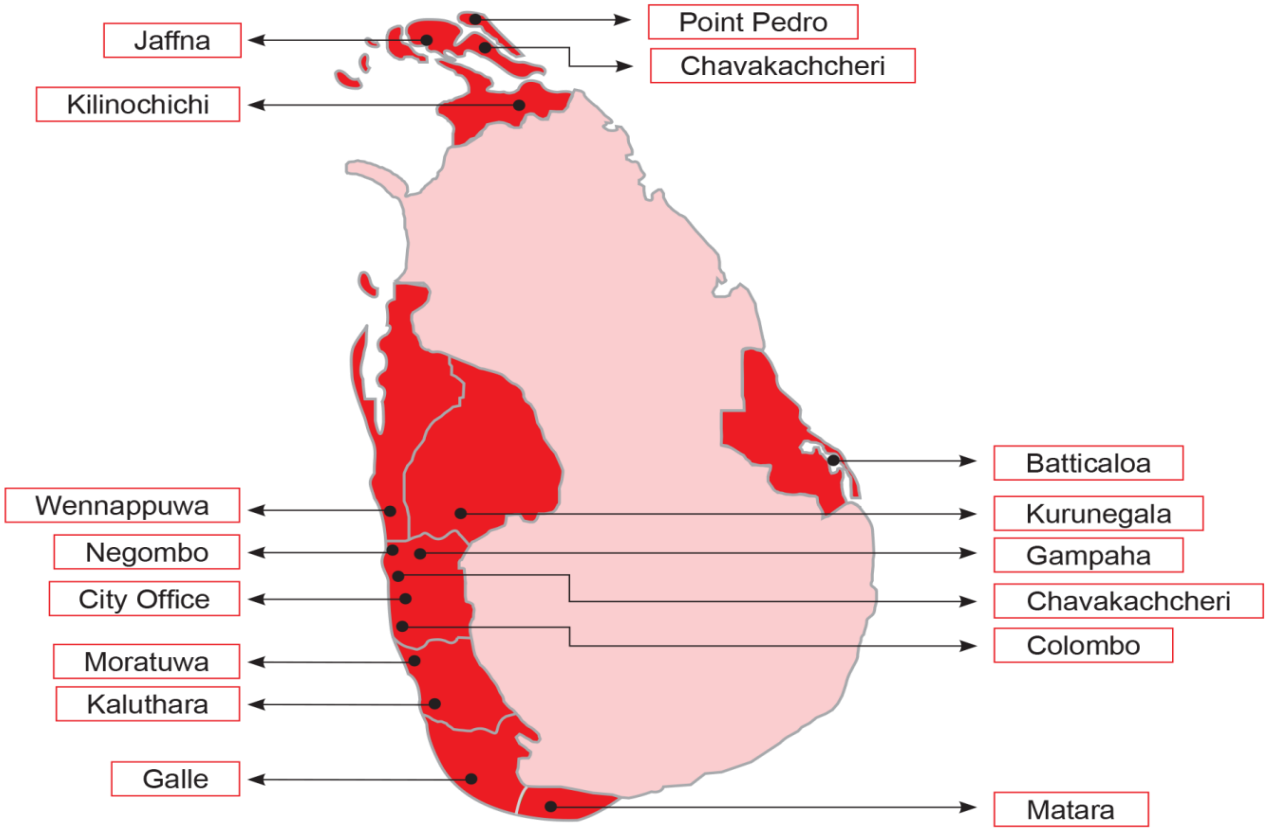
The company formerly known as Finance and Land Sales has been in operation for over 45 years, evolving to serve the growing needs of people of Sri Lanka.

PRODUCTS

- Fixed Deposits
- Leasing
- Business Loan
- Personal Loan
- Group Personal Loan
- Corporate Loans
- Mortgage Loans
- Factoring
- Short Term Loans
- Micro Finance
- Loan against Gold Jewellery

BRANCH NETWORK

AAF has operations in various parts of Sri Lanka providing the best services and easy access to clients



Key Financial Parameters

(LKR in millions)

Particulars	Q3 FY 2017	Q2 FY 2017	Q1 FY 2017	9M FY 2017	FY 2016
LKR / INR	0.44929	0.44498	0.44908	0.44929	0.47124
Number of branches	15	15	15	15	15
Number of Employees	433	410	393	433	358
Loan Portfolio	8,560	8,053	7,421	8,560	6,854
Capital Adequacy Ratio (%)	19	20	21	19	22
Total Revenue	572	519	454	1,545	1,392
Total Expense	482	452	387	1,322	1,183
Profit Before Tax	90	67	67	224	209
Profit After Tax	79	57	56	192	175
Share Holders Funds	1,654	1,575	1,518	1,654	1,462
Total Liabilities	8,205	8,147	7,477	8,205	6,653
Total Assets	9,859	9,722	8,995	9,859	8,115

OUR SUBSIDIARY

Muthoot Finance

Muthoot Homefin

MUTHOOT HOMEFIN – AN OVERVIEW

Muthoot Homefin (India) Limited is a Housing Finance Company registered with The National Housing Bank (NHB). It is a subsidiary of Muthoot Finance Limited . As on December 31, 2016, Muthoot Finance holds 86% of equity capital of MHIL.

MHIL focuses on extending affordable housing finance and targets customers in Economically Weaker Sections (EWS) and Lower Income Groups (LIG) in Tier II & Tier III locations.

It operates on a 'Hub and Spoke' model, with the centralised processing at Corporate Office at Mumbai. MHIL has operations in Kerala, Maharashtra,Gujarat,Rajastan and Madhya Pradesh.

As on December 31, 2016, it has a loan portfolio of Rs.2.04 bn.

Recently ICRA assigned Long Term Debt Rating of ICRA AA-(Stable) for its Bank limits.

Muthoot Homefin

Muthoot Finance

Key Financial Parameters

(₹ in millions)

Particulars	Q3 FY 2017	Q2 FY 2017	Q1 FY 2017	9M FY 2017	FY 2016
Number of branches	8	8	2	8	2
Number of Sales Offices	110	39	39	110	0
Number of Employees	105	77	49	105	30
Loan Portfolio	2,040	946	441	2,040	315
Capital Adequacy Ratio (%)	64	115	177	64	226
Total Revenue	61	31	14	107	19
Total Expense	46	28	18	93	19
Profit Before Tax	15	3	(4)	14	-
Profit After Tax	9	3	(4)	7	-
Share Holders Funds	860	851	564	860	569
Total Liabilities	1,232	341	3	1,232	3
Total Assets	2,092	1,193	568	2,092	572

OUR SUBSIDIARY

Muthoot Finance

Muthoot Insurance Brokers

MUTHOOT INSURANCE – AN OVERVIEW

Muthoot Insurance Brokers

Muthoot Finance

MIBPL became a wholly owned subsidiary of Muthoot Finance Ltd in June 2016. MIBPL is an unlisted private limited company holding a licence to act as Direct Broker from IRDA since 2013.

It is actively distributing both life and non-life insurance products of various insurance companies.

During FY15,It has insured more than 2,92,000 lives with a premium collection of Rs. 348 mn under Traditional, Term and Health products. The same has increased to 4,59,000 lives with a premium collection of Rs. 482 mn in FY16. In Q1 FY 17 , Q2 FY17 & Q3 FY 17 premium collections stood at Rs 102 mn , 189 mn and 148 mn respectively.

Muthoot Insurance Brokers

Muthoot Finance

Key Business Parameters

Particulars	Q3 FY 2017	Q2 FY 2017	Q1 FY 2017	9M FY 2017	FY 2016
Premium Collection (₹ in millions)	148	188	101	437	482
Number of Policies	114,133	130,008	136,212	389,353	458,652

OUR SUBSIDIARY

Muthoot Finance

BELSTAR INVESTMENT AND FINANCE PRIVATE LIMITED

A Subsidiary of Muthoot Finance Limited

BELSTAR INVESTMENT AND FINANCE – AN OVERVIEW

Muthoot Finance

As Of December 2016 , Muthoot Finance holds 64.60% in BIFPL . BIFPL was incorporated on January 1988 at Bangalore and the Company was registered with the RBI in March 2001 as a Non- Banking Finance Company. The Company was reclassified as "NBFC-MFI" by RBI effective from 11th December 2013.

BIFPL was acquired by the 'Hand in Hand' group in September 2008 to provide scalable microfinance services to entrepreneurs nurtured by 'Hand in Hand's' Self Help Group (SHG) program. The Company commenced its first lending operations at Haveri District of Karnataka in March 2009 to 3 SHGs, 22 members for INR 2 mn.

In the last seven years of its operations, BIFPL primarily relied on taking over the existing groups formed by Hand in Hand India . BIFPL predominantly follows the SHG model of lending. Effective January 2015, BIFPL started working in JLG model of lending in Pune district, Maharashtra.

As of December 31, 2016, BIFPL operations are spread over five states and 1 UT (Tamil Nadu, Karnataka, Madhya Pradesh, Maharashtra ,Kerala and Pondicherry). It has 148 branches, with 13 controlling regional offices and employs 1008 staff. Its loan portfolio has grown from INR 2 mn in March 2009 to INR 2.64 bn in March 2016.

Muthoot Finance

Key Financial Parameters

(₹ in millions)

Particulars	Q3 FY 2017	Q2 FY 2017	Q1 FY 2017	9M FY 2017	FY 2016
Number of branches	148	103	94	148	76
Number of Employees	1,008	828	705	1,008	561
Loan Portfolio	4,537	3,986	2,872	4,537	2,643
Capital Adequacy Ratio (%)	21	21	16	21	17
Total Revenue	295	230	179	704	581
Total Expense	259	196	146	601	489
Profit Before Tax	36	34	33	103	92
Profit After Tax	23	22	22	67	61
Shareholders Funds	866	843	421	866	399
Total Outside Liabilities	4,520	3,836	3,120	4,520	2,881
Total Assets	5,386	4,679	3,541	5,386	3,280

Muthoot Finance

REGISTERED OFFICE
2nd Floor, Muthoot Chambers
Opposite Saritha Theatre Complex
Banerji Road, Kochi
Kerala – 682 018. India

Tel: (91484) 2394712
Fax: (91484) 2396506

CIN: L65910KL1997PLC011300
RBI Reg No: N.16.00167

EMAIL

(Individual & Corporate Investors)
investors@muthootfinance.com

(Institutional Investors)
investorrelations@muthootfinance.com

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www.muthootfinance.com