



**INVESTOR PRESENTATION
MAY 2016**



**GOLD LOAN
(LOAN AGAINST
GOLD)**



MICROFINANCE



**MORTGAGE &
HOUSING
FINANCE**



**MANAPPURAM FINANCE LIMITED
INVESTOR PRESENTATION
MAY 2016**



**MANAPPURAM
FINANCE LIMITED**

DISCUSSION SUMMARY

- **ABOUT US – COMPANY OVERVIEW**
- **UNDERSTANDING OUR EVOLUTION**
- **BUSINESS STRATEGY INITIATIVES**
- **INDUSTRY OVERVIEW**
- **QUARTERLY UPDATE**
- **ANNEXURE**

DISCUSSION SUMMARY

- **ABOUT US – COMPANY OVERVIEW**
- UNDERSTANDING OUR EVOLUTION
- BUSINESS STRATEGY INITIATIVES
- INDUSTRY OVERVIEW
- QUARTERLY UPDATE
- ANNEXURE

COMPANY OVERVIEW: BRIEF OVERVIEW

STRONG PEDIGREE

- Incorporated in 1992, the company has been one of India's leading gold loans NBFCs.
- Promoted by Mr. V.P. Nandakumar (current MD & CEO) whose family has been involved in gold loans since 1949.

BUSINESS OVERVIEW

- One of the largest listed players in the gold loan business with an AUM of Rs 1,00,806 mn as of Mar 2016.
- Established pan-India presence, with a strong distribution network of 3,293 branches spread across 23 states and 4 union territories, with a live customer base of ~1.93 million.
- Plans to utilise surplus capital to build or acquire new lending products relevant to the existing retail customer base.
- Addition of new synergistic product segments – Microfinance, Commercial vehicles, Mortgage & Housing Finance.

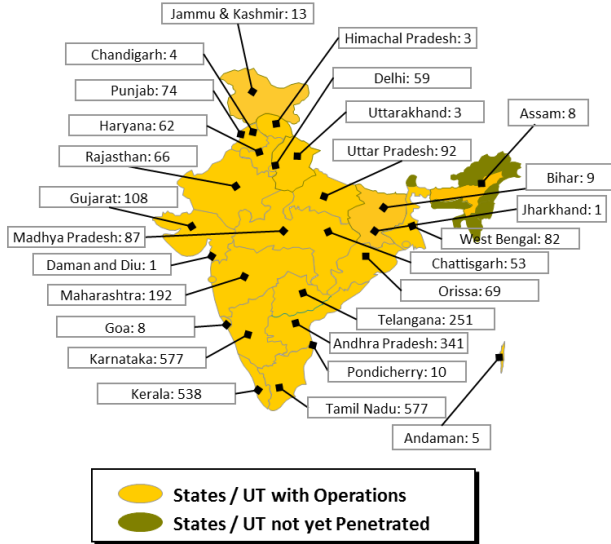
FINANCIAL PERFORMANCE

- Total AUM has grown from Rs 75,491 mn in FY11 to Rs 114,330 mn in FY16.
- Disbursements have grown from Rs 1,80,569 mn in FY11 to Rs 375,863 mn in FY16.
- Capital Adequacy Ratio in FY16 stood at 24 %.
- Asset Quality: Gross NPA's – 1 % & Net NPA's – 0.7% in FY16.
- Total Income from Operations, Net Interest Income and PAT in FY16 were Rs 23,602 mn, Rs 14,128 mn & Rs 3,534 mn respectively. Return ratios: ROA – 3% in FY16, ROE – 12.8% in FY16.

HIGH CORPORATE GOVERNANCE STANDARDS

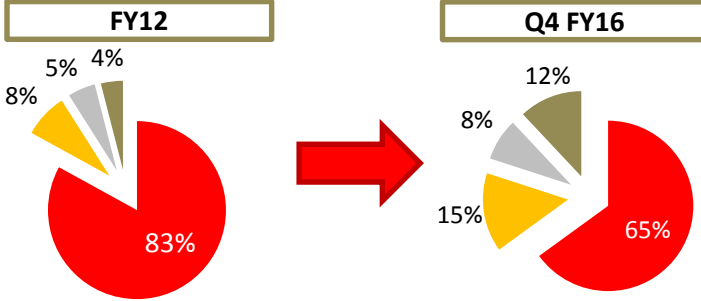
- Consistent dividends to shareholders – Paid dividend of Rs 1,514 mn in FY16, dividend payout of 44.9% of PAT.
- Reputed auditors such as KPMG as internal auditors and SR Batliboi & Associates as statutory auditors to ensure accurate financial reporting & transparency.
- Strong external professional representation on the Board with 6 of the 10 directors being independent. Board is chaired by Mr. Jagdish Capoor – Ex-Deputy Governor of RBI, Ex-Chairman of HDFC Bank, BSE & UTI.

COMPANY OVERVIEW: PAN INDIA PRESENCE & DISTRIBUTION NETWORK



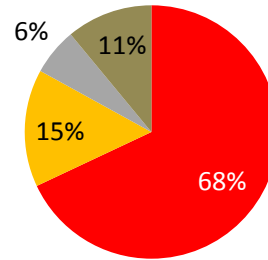
- Extensive Pan India presence through 3,293 branches spread across 23 States and 4 Union territories in India.
- Strong Presence in Rural & Semi Urban markets as more than 60% of the Gold is held in Rural India.
- Focus on diversified presence across India, South Region now constitutes 68% of the branch network as compared 76% in FY11.
- Widespread branch network has enabled AUM diversification with South now contributing 65% of the total AUM as compared to 87% in FY11.

AUM Break-up Evolving Into A More Pan India Player



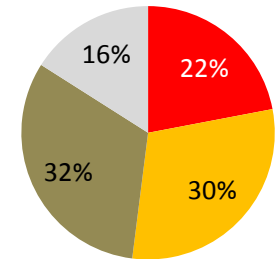
■ South ■ West ■ North ■ East ■ South ■ West ■ East ■ North

Region Wise Branch Network



■ South ■ North ■ East ■ West

Rural Urban Mix



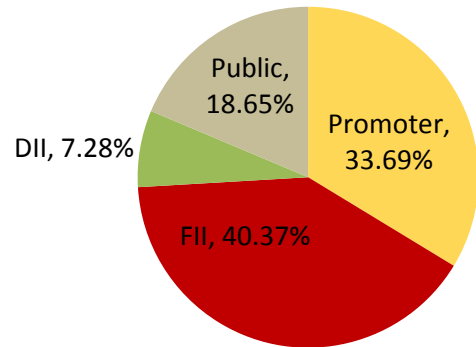
■ Rural ■ Urban ■ Semi Urban ■ Metro

COMPANY OVERVIEW: SHAREHOLDING SUMMARY

Share Price Performance



% Shareholding – Mar 2016



Source – Company

Market Data

As on 08.05.2016

Market Capitalization (Rs mn)	33,101.5
Price (Rs)	39.35
No. of Shares Outstanding (mn)	841.2
Face Value (Rs)	2.0
Avg. Trading Volume (Rs mn)	70.0
Avg. Trading Volume (mn shares)	2.3
52 Week High-Low (Rs)	41.0-19.8

Source – BSE

Key Institutional Investors at Mar 16

% Holding

Baring India Private Equity Fund	12.57%
Hudson Equity Holdings	2.69%
WF Asian Reconnaissance Fund Ltd	4.53%
Ashish Dhawan	2.91%
DSP Blackrock Microcap Fund	2.60%
Morgan Stanley Asia (Singapore)	1.74%
Meryll Lynch Capital Markets	1.15%
BRIC II Mauritius Trading	1.54%
Mousseghanesh Limited	1.20%

Source – BSE, Bloomberg

COMPANY OVERVIEW: EXPERIENCED MANAGEMENT TEAM

Mr. V. P. Nandakumar
Managing Director & CEO



- Chief Promoter of Manappuram Group
- Certified Associate of Indian Institute of Bankers

Mr. B.N. Raveendra Babu
Executive Director



- Director since July 1992
- Worked in a senior role with Blue Marine International in U.A.E

Mr. Kapil Krishan
Group Chief Financial Officer



- 24 years experience with organizations such as CRISIL, HSBC, Standard Chartered, Hewitt Associates, India Infoline

Mr. Alope Ghosal
CEO – Housing Finance



- Over 23 years experience with organizations such as Muthoot Housing Fin, IDBI Home Fin, Tata Home Fin etc.

Mr. Mohan Vizhakat
Group Chief Technology officer



- Associated with the Indian Government and leading companies of India and Middle East in Information Technology

Mr. Romin Farooq
CEO – Insurance



- Over 20 years experience in Business Administration, Business Development, Claims and Key Management

Mr. Raja Vaidhyanathan
Managing Director – MFI



- Erstwhile Promoter of Asirvad Microfinance
- IIT IIM Alumni with over 33 years of experience across industries

Mr. K Senthil Kumar
Head – Commercial Vehicle



- Over 19 years experience with organizations such as Fullerton India Credit, ABF Business, Indiabulls Financial Services etc.

Mr. M.A. Marshal Suresh
SVP – HR



- Over 30 years experience in HR and Operations. He has worked in VGN Group, Good Ocean Maritime, DP World, Polaris Software etc

COMPANY OVERVIEW:

CORPORATE GOVERNANCE – STRONG BOARD OF DIRECTORS

<p>Mr Jagdish Capoor CHAIRMAN, INDEPENDENT & NON-EXECUTIVE DIRECTOR</p>	<ul style="list-style-type: none">▪ Former Chairman of HDFC Bank, former Deputy Governor of Reserve Bank of India, former Chairman of UTI and BSE Ltd▪ Currently, he is on the Board of Indian Hotels Company Limited, Assets Care Enterprise Limited, Indian Institute of Management, LIC Pension Fund Limited and is the Chairman of Quantum Trustee Company Private Limited.
<p>Mr. Shailesh J Mehta INDEPENDENT & NON-EXECUTIVE DIRECTOR</p>	<ul style="list-style-type: none">▪ Bachelor of Technology in mechanical engineering from IIT Mumbai, MSc in Operations Research from Case Western Reserve University and PhD degree in Operation Research and Human Letters from California State University and in Computer Science and Operations Research from Case Western Reserve University.▪ Over 38 years of experience, was President of Granite Hill Capital Ventures, Chairman and CEO of Providian Financial Corporation, operating general partner of West Bridge Capital, President and COO of Capital Holding and Executive Vice President of Key Corp
<p>Mr. E. A. Kshirsagar NOMINEE DIRECTOR</p>	<ul style="list-style-type: none">▪ He is a Fellow of the Institute of Chartered Accountants in England & Wales▪ He was associated with the Management Consultancy division of A F Ferguson for over three decades and retired in 2004 as the Senior Partner
<p>Mr Pradeep Saxena NOMINEE DIRECTOR</p>	<ul style="list-style-type: none">▪ He is a Fellow of the Institute of Financial Services, London and Masters in Management Sciences, from University of Bombay.▪ He has worked in Senior Management Positions of various International Banks.▪ At present he is engaged in the areas of Financial Services, Heavy Industry , Information Technology and Education

COMPANY OVERVIEW: CORPORATE GOVERNANCE – STRONG BOARD OF DIRECTORS

Mr P. Manomohanan
INDEPENDENT &
NON-EXECUTIVE DIRECTOR

- Bachelor of Commerce from Kerala University, Diploma in Industrial finance from Indian Institute of Bankers and also a Certified Associate of the Indian Institute of Bankers
- Has over 38 years of work experience in the RBI and in the regulatory aspects of NBFCs

Mr. Rajiven V. R.
INDEPENDENT &
NON-EXECUTIVE DIRECTOR

- He holds a Bachelor of Science degree and has completed his LLB from Govt. Law College, Trivandrum
- Shri Rajiven brings to the Board a wealth of experience in areas like Leadership and Staff management, Strategic Management, Financial Control / Budgeting, Team Development etc.

Dr. Amla Samanta
INDEPENDENT &
NON-EXECUTIVE DIRECTOR

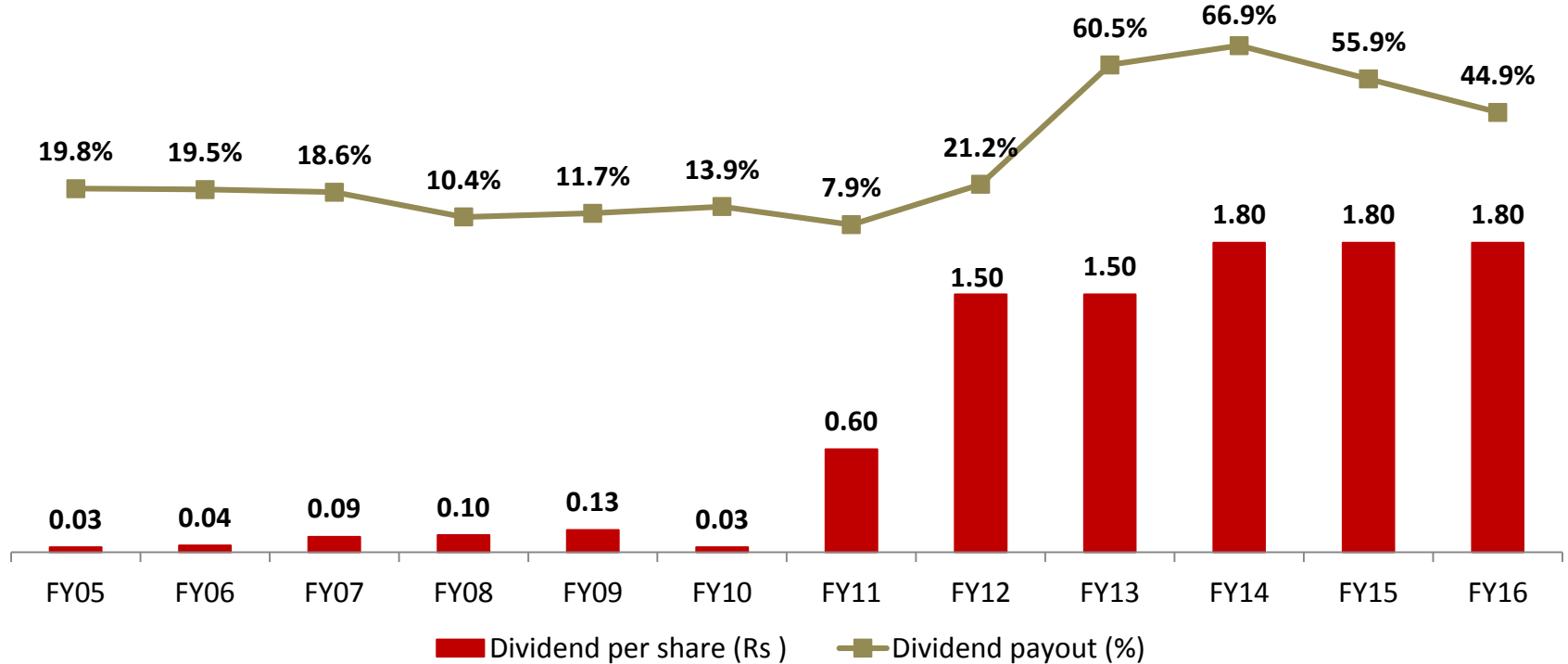
- Bachelor of Science from Mumbai University, Masters in Biochemistry from GS Medical College, Mumbai.
- She is Managing Director of Samanta Organics Pvt Ltd, Tarapur & Ashish Rang Udyog Pvt Ltd.
- She has served on the boards of HDFC Bank & HDFC Securities. Prior to this she was consultant bio-chemist at Lilavati Hospital

Mr V. R. Ramchandran
INDEPENDENT &
NON-EXECUTIVE DIRECTOR

- He holds a Bachelor of Science from the Calicut University and a Bachelor degree in law from the Kerala University.
- He has over 32 years of work experience and is a civil lawyer enrolled with the Thrissur Bar Association.

COMPANY OVERVIEW: DIVIDEND HISTORY – CONSISTENT DIVIDEND PAYOUT

Dividend Per Share & Dividend Pay Out as % of PAT over the last decade



Consistent Dividend Paying Record

COMPANY OVERVIEW: STRONG BRAND RECALL

- Strong Brand Equity built over the years. Have gained mileage from our celebrity endorsements in terms of enhanced visibility and growing business.
- Brand Manappuram is endorsed by well recognized film industry icons from all major regions of India.
- **Our brand ambassadors** - Venkatesh, Mohan Lal, Puneeth Rajkumar, Vikram, Akshay Kumar, Mithun Chakraborty, Sachin Khedekar And Uttam Mohanty.



COMPANY OVERVIEW: STRONG SYSTEMS AND INTERNAL PROCESSES

In-house IT Infrastructure

- Availability of accurate and real-time information aids in faster decision making and reduced turnaround time resulting in improved loan disbursement facility
- Significant automation at front end reducing human intervention
- Centralized technology for offsite surveillance of all branches (efficient monitoring and controlling)
- Scalability enables rapid branch roll-out
- State of art Disaster Recovery Centre

Strong Internal Controls / Audit

- Stringent collateral approval process
- Pledges frequently checked by an internal audit team at 45 day to confirm quality and quantity of gold, KYC and other documents

Prevention of Fraud

- Strict KYC compliance
- Employee profiling, Employee tracking and regular rotation of staff across departments and branches



Asset Evaluation & Appraisal Risk

- Decades of experience provide a competitive advantage in terms of ability to evaluate the gold
- Only household used jewellery encouraged as security (emotional factor is key)
- Employees are regularly trained in gold appraisal methods
- Several tests for checking spurious gold including touchstone test, nitric acid test, sound test and checking for hallmark
- Three level appraisal of gold

Gold Security & Custodial Risk

- Post verification gold transferred to highly secured Vaults which have RCC structures or Burglary proof safes of reputed brands
- Gold stored under joint custody (Dual Custody)
- Premises located above ground floor, with 24x7 CCTV camera and burglar alarm system
- Insurance of gold against burglary

Company has set up the Manappuram Centre of Excellence and Innovation (MaCE Inn) at Bengaluru. Recently felicitated as the winner of KMA NASSCOM IT Innovations award for 2014-15.

Network enabled eLocker systems



- Developed a network-enabled keyless eLocker system for the storage of gold.
- These can be operated remotely in an automated mode by centrally managed software applications.
- The automated operation will include opening, closing, auditing and remote monitoring of such lockers and gold assets.
- **Key Impact –**
 - **Enhanced Security**
 - Reduces the size of existing branches to small gold loan kiosks with built-in eLockers and manned by just two employees. **Significant reduction in operating expenses.**

Technology enabled new offerings such as gold depository & on-line gold loan services

ON-LINE GOLD LOAN SERVICES

- Customers who have availed the gold depository services will automatically become eligible for gold loan, up to the LTV limits.
- **Customers can apply for the Loan from anywhere online. Loan within permissible limits of LTV can be disbursed to a customer's bank account or eWallet card online, almost instantly, 24/7.**
- **Substantial reduction in Transactional and Operational cost.**

GOLD DEPOSITORY SERVICES

- The depository centres will allow the customers to handover the custody of their gold assets primarily for safekeeping.
- The highly secured gold depository centres will be built around an array of keyless eLockers within a strong room.
- **Customers can view their assets online through remote IR cameras, placed inside eLockers.**

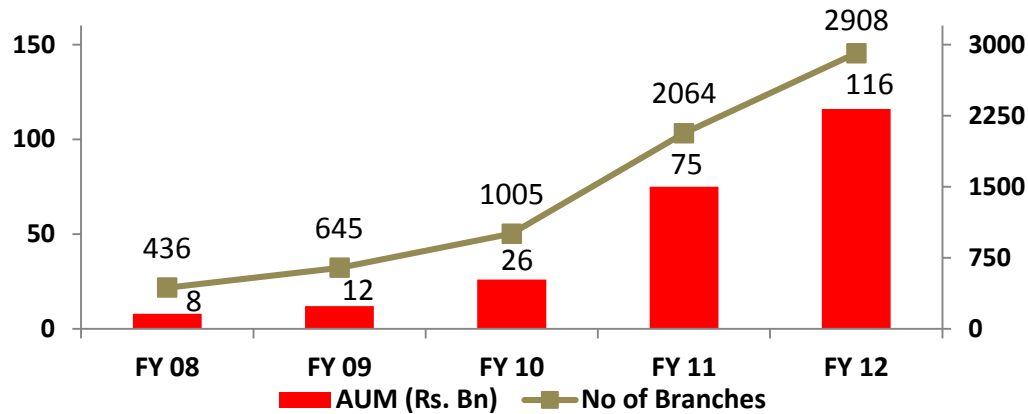
DISCUSSION SUMMARY

- ABOUT US – COMPANY OVERVIEW
- **UNDERSTANDING OUR EVOLUTION**
- BUSINESS STRATEGY INITIATIVES
- INDUSTRY OVERVIEW
- QUARTERLY UPDATE
- ANNEXURE

UNDERSTANDING OUR EVOLUTION

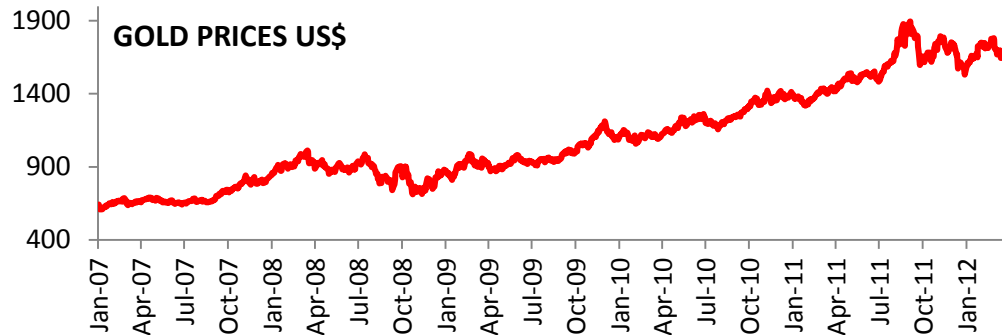
PHASE 1 – FY08- FY12

Strong Growth Witnessed....



- Higher Loan To Value (LTV) up to 85%
- Lower Cost of Funds due to Eligibility under Priority Sector Lending
- Supported by Buoyant Economic Growth
- Long Tenure Products supported by Rising Gold Prices
- **Strong Competitive Positioning** - Better LTV, Lower interest rate compared to Moneylenders, Prompt Disbursement, Convenience of Place/time

Supported by Rising Gold Prices....

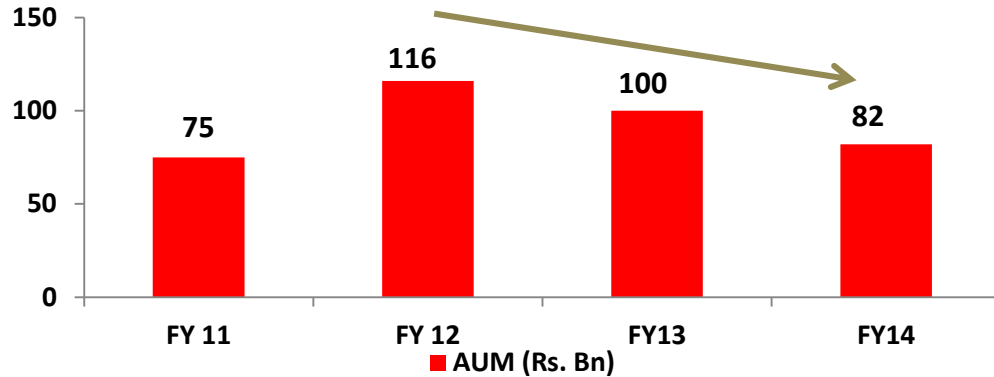


Company witnessed a CAGR of ~95% in AUM over FY08-12.
Branch Network grew by 7x over FY08-12.

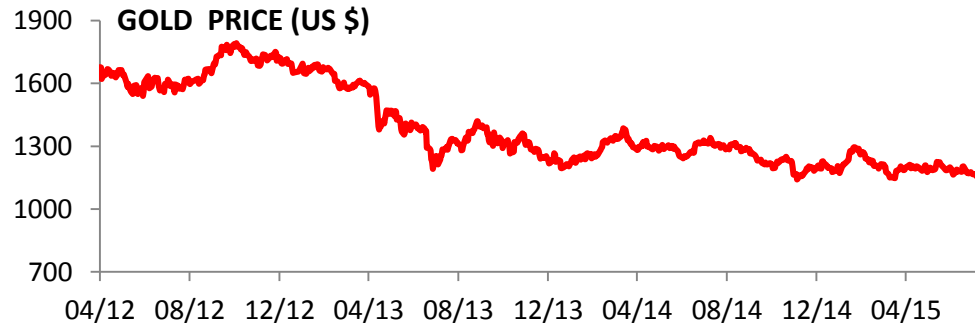
Strong Execution Capabilities and well defined Systems and processes.

Source - Bloomberg

Regulatory Overhang Impact....



Along with Falling Gold Prices....



Source - Bloomberg

Regulatory Changes by RBI-

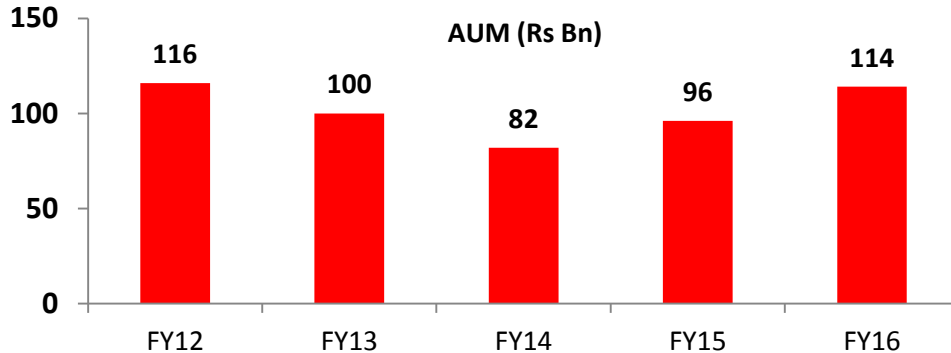
- **Mar - 2012 : Removal of Priority Sector Lending Status** – led to Higher Borrowing Cost.
 - **Mar - 2012 : Cap on LTV to not exceed more than 60%** -
 - Weakened the Competitive positioning vis-à-vis Banks and Moneylenders.
 - Higher LTV Focused customers moved to Moneylenders whereas Interest Rate sensitive customers moved to Banks.
 - Cap on Maximum Borrowing upto Rs. 2.5 mn.
- Fall in Gold Prices –**
- Peak LTV was 85% for FY12 and Long Tenure portfolio.

Negative Operating Leverage resulted into fall in Return Ratios and Profitability.

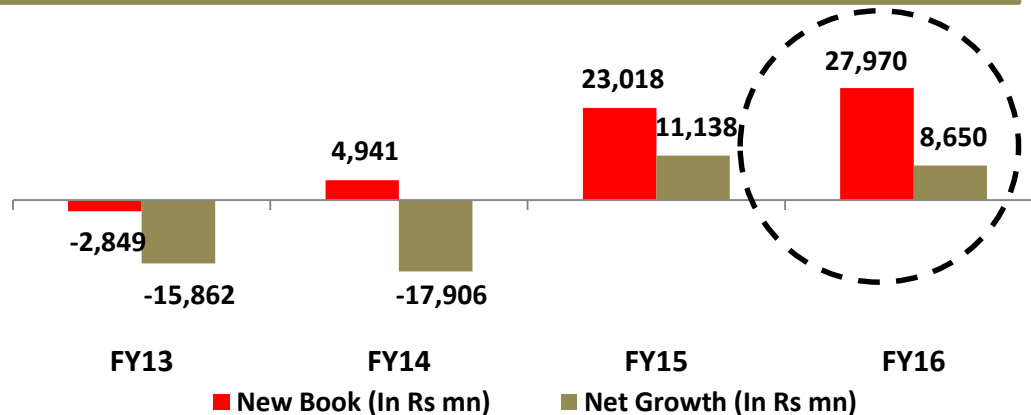
UNDERSTANDING OUR EVOLUTION

PHASE 3 – FY15 ONWARDS

On a Revival Path.....



Witnessing the Growth Back...



Note - * Net Growth = New Book - Auction

Sept – 2013 : Regulatory Changes by RBI-

- Increased the loan-to-value (LTV) ratio for gold loans to 75 per cent -
 - Resulting into Level Playing Field for NBFCs vis-a-vis the commercial banks .

Jan-2014 : Reaching out to the Customers

- Through enhanced Marketing and Branch Activation Initiatives

June – 2014 : De-Linking to Gold Prices –

- Shift from Long Tenure products to short Tenure products (3 to 9 Months)
- Recalibrated loan to value (LTV) ratio to link it to the tenure of the loan.
 - Maximum permissible LTV of 75% to be available on loans of shorter tenure rather than one year.

Positive Operating Leverage to kick in which would result into better Return Ratios and Profitability.

DISCUSSION SUMMARY

- ABOUT US – COMPANY OVERVIEW
- UNDERSTANDING OUR EVOLUTION
- **BUSINESS STRATEGY INITIATIVES**
- INDUSTRY OVERVIEW
- QUARTERLY UPDATE
- ANNEXURE

CURRENT BUSINESS STRATEGY

**STRENGTHEN THE CORE
BUSINESS –
GOLD LOAN BUSINESS**

**ADDITION OF SYNERGISTIC NEW
BUSINESS
SEGMENTS**

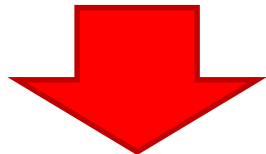


- De-Linking the Gold Business from Gold Prices
- Focus on Branch Activations through increased Incentives & Performance Scorecard
- Enhanced Marketing Initiatives

- Leveraging the Strong Brand Equity & Existing Retail Customer Base
- Addition of new synergistic Product segments – Microfinance, Mortgage & Housing Finance, CV Lending

BUSINESS STRATEGY: GOLD LOAN BUSINESS – DE-LINKED FROM GOLD PRICES

Earlier Scenario - 12 month Long Tenure Product		12 months – Single Product Offering	Additional 2 month for Auction
Gold value	100		If the Customer does not pay or close the Loan, then there is likely loss of interest for 2 months during Auction
LTV	75%		
Gold Loan	75		
Interest Rate	24%		
Interest Cost*	21		
Total Principal + Interest*	96		



- Recalibrated the product structure to de-Link from gold price fluctuation.
- Loan to value (LTV) ratio is now linked to the tenure of the loan. Therefore, the maximum permissible LTV of 75% would be available on loans of shorter tenure rather than one year as was the standard practice earlier.

Current Revised Scenario - 3 to 6 month Short Tenure Products	3 months	6 months	9 months	12 months	Additional 2 month for Auction
	3 Month Scenario	6 Month Scenario	9 Month Scenario	12 Month Scenario	
Gold value	100	100	100	100	If the Customer does not pay or close the Loan, there is a ample margin of safety to recover Principal as well as Interest. Also, Linkage to Gold prices is Negligible.
LTV	75%	70%	65%	60%	
Gold Loan	75	70	65	60	
Interest Rate	24%	24%	24%	24%	
Interest cost*	7.5	11.2	14.3	16.8	
Total Principal + Interest*	82.5	81.2	79.3	76.8	

* Includes interest outgo during 2 months of auctioning period

BUSINESS STRATEGY: GOLD LOAN BUSINESS – REACHING OUT TO THE CUSTOMER

Strategic initiatives to drive business performance -

- Increased marketing initiatives across branches and key markets.
- Significantly enhanced our marketing spend with growing BTL and ATL activities.
- Increased incentives and branch activations.
- Initiative to track branch level performance scorecard.



BUSINESS STRATEGY: INTRODUCING NEW SYNERGISTIC PRODUCT SEGMENTS



RATIONALE FOR STRATEGY TO DIVERSIFY INTO SYNERGISTIC PRODUCT SEGMENTS -

- **Strategy to Utilise surplus capital to build or acquire new lending products relevant to the existing retail customer base.**
- **To leverage the strong retail customer base, retail branch network and the strong Manappuram Brand Equity build over the years.**
- **To Leverage our operational capability to process large volume, small ticket lending transactions with semi-urban and rural customers.**
- **Focus to enhance the revenue mix and improve structural return on equity (RoE).**

BUSINESS STRATEGY: DIVERSIFY INTO SYNERGISTIC PRODUCT SEGMENTS

EACH NEW BUSINESS HAS A DEDICATED BUSINESS HEAD AND A SEPARATE OPERATING TEAM WITH
EXTENSIVE AND RELEVANT INDUSTRY EXPERIENCE.

NEW BUSINESSES EXPECTED TO CONTRIBUTE UPTO 20 - 25% OF TOTAL AUM IN THREE YEARS.

MICROFINANCE SEGMENT

- Acquired a majority stake (85%) in Asirvad Microfinance Private Limited, one of the leading microfinance institutions in Tamil Nadu in February 2015.
- Eight-year old NBFC – MFI with operations in Tamil Nadu, Kerala and Karnataka.
- Current Loan Portfolio stood at Rs 9,988 mn as on Mar 31, 2016.
- Credit Rating Improved from BBB- to A-.
- Focus on Low Income Borrower.
- To expand into other states leveraging Manappuram's Network.

HOUSING SEGMENT

- Started commercial operations in January 2015.
- Current loan portfolio stood at Rs 1,286 mn as on Mar 31, 2016
- Focus on Affordable Housing for Mid to Low income Group.
- To open more branches in urban and semi-urban locations in South and West of India.

COMMERCIAL VEHICLES SEGMENT

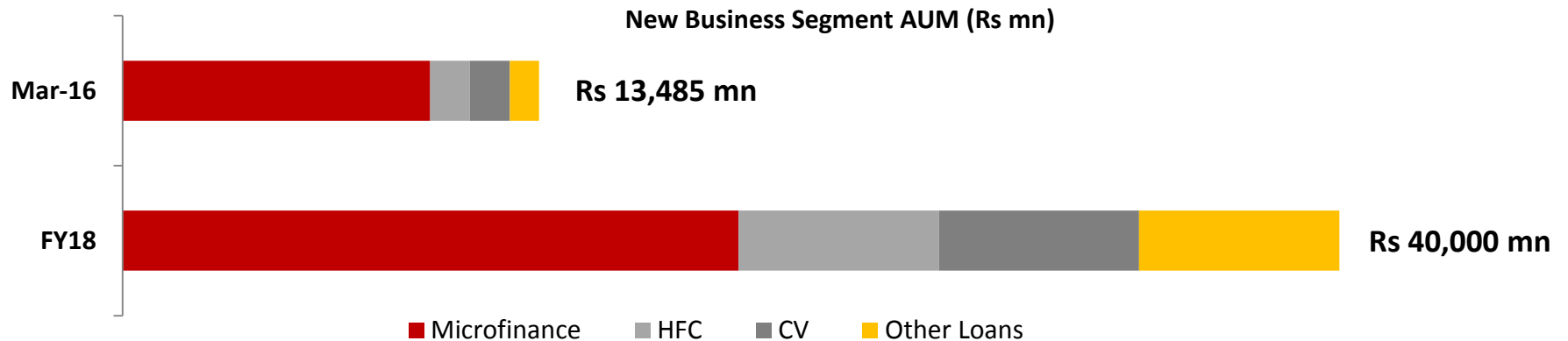
- Launched loans for commercial vehicles, selectively in Southern and Western India.
- Current loan portfolio stood at Rs 1298 mn as on Mar 31, 2016.
- Focus on Underserved Category of Customers who do not have access to Formal Banking system.
- To open more branches in Rural and semi-urban locations.

BUSINESS STRATEGY: NEW PRODUCT SEGEMENT PROFILE

Particulars (As of Mar 2016)	Microfinance	Housing Finance	CV
AUM (Rs mn)	9,988	1,286	1,298
Branch Network	346	24	36 *
Number of States/UT	13	4	8
Average Ticket Size (Rs lacs)	0.2	14.8	6.2
Average Yield (%)	24.0%	14.0%	18.0%

* CV Branches are co-located with the Gold Loan Branches

Share of New Business in Consolidated AUM expected to increase from 12% to 20-25% over the next 2-3 years



AMONGST INDIA'S TOP 15 MFI'S

***AUM RISES TO Rs 9,988 MILLION
FROM Rs 3,220 MILLION IN MAR 2015***

***299% GROWTH
SINCE BEING ACQUIRED BY MANAPPURAM***

***"RANKED 14TH" IN MFIN RANKINGS
AS OF DEC 2015
(RANKED 22ND, AS OF MAR,2015)***

INCREASING REACH & PENETRATION

***NOW IN 13 STATES/UT
(UP FROM 4 IN FEB 15)***

***NEW STATES CONTRIBUTE
21.54 % OF AUM***

***346 BRANCHES,
6.18 lakh CUSTOMERS***

HEALTHY RETURN ON ASSETS & INFUSION OF GROWTH CAPITAL

***MANAPPURAM HAS INFUSED RS 1,000 MILLION
FURTHER EQUITY IN FY16***

ROA OF 3.9%

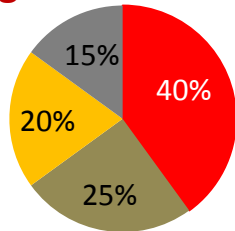
DISCUSSION SUMMARY

- ABOUT US – COMPANY OVERVIEW
- UNDERSTANDING OUR EVOLUTION
- BUSINESS STRATEGY INITIATIVES
- **INDUSTRY OVERVIEW**
- QUARTERLY UPDATE
- ANNEXURE

**India possesses over ~20,000 tonnes of gold worth more than US\$ 800 bn.
Organized gold loan sector penetration is Just 3% !**

- India is the largest consumer of gold jewellery in the world - Together with China, it makes up over half the global consumer demand for gold.

Region wise Share



■ South ■ West ■ East ■ North

- Southern India has been the largest market accounting for approximately 40% of the gold demand, followed by the western region at approximately 25% of India's annual gold demand.

- Further, Rural India is estimated to hold around 65% of total gold stock. For Rural India gold is the virtually the bank account of the people - As historically gold has been an good hedge against inflation & since it is fairly liquid, a lot of savings are in the form of gold.

INDUSTRY OVERVIEW: KEY DRIVERS FOR GOLD LOAN MARKET

Advantage Consumer

- Idle gold can be monetized for productive purposes.
- Prompt Disbursement - Faster turnaround time.
- Minimal Documentation - No major documentation requirement.
- Flexible repayment options available.

Advantage Lender

- Collateral / Security is with the lender – No requirement to reposes.
- No Liquidity Issues – Gold is one of the most liquid asset class.
- No Asset Liability Mismatch – Loan assets are for 3 to 6 months whereas liabilities are for 1 year and above.
- One of the lowest NPA segment

LEADING TO A WIN-WIN SITUATION FOR ALL THE STAKEHOLDERS

INDUSTRY OVERVIEW: COMPETITIVE ADVANTAGE - GOLD LOAN NBFC'S

Parameter	Gold loan NBFC's	Banks	Moneylenders
LTV	Up to 75%	Lower LTV than NBFC's	Higher than 75%
Processing Fees	No / Minimal Processing Fees	Processing charges are much higher compared to NBFC's	No Processing Fees
Interest Charges	~18% to 24% p.a	~12% to 15% p.a	Usually in the range of 36% to 60% p.a.
Penetration	Highly Penetrated	Not highly penetrated. Selective Branches	Highly Penetrated
Mode of Disbursal	Cash/Cheque (Disbursals More than Rs. 0.1 mn in Cheque)	Cheque	Cash
Working Hours	Open Beyond Banking Hours	Typical Banking Hours	Open Beyond Banking Hours
Regulated	Regulated by RBI	Regulated by RBI	Not Regulated
Fixed Office place for conducting transactions	Proper Branch with dedicated staff for gold loans	Proper Branch	No fixed place for conducting business
Customer Service	High – Gold Loan is a Core Focus	Non Core	Core Focus
Documentation Requirement	Minimal Documentation, ID Proof	Entire KYC Compliance	Minimal Documentation
Repayment Structure / Flexibility	Flexible Re-Payment Options. Borrowers can pay both the Interest and Principal at the closure. No Pre-Payment Charges.	EMI compulsorily consists of interest and principal. Pre-Payment Penalty is Charged.	-
Turnaround Time	10 minutes	1-2 hours	10 minutes

NBFC's RETAIN NICHE POSITIONING

DISCUSSION SUMMARY

- ABOUT US – COMPANY OVERVIEW
- UNDERSTANDING OUR EVOLUTION
- BUSINESS STRATEGY INITIATIVES
- INDUSTRY OVERVIEW
- **QUARTERLY UPDATE**
- ANNEXURE

QUARTERLY UPDATE: Q4 FY16 - KEY RESULT HIGHLIGHTS

Closing AUM at Rs 114.3 bn up 8.1% q-q

Total operating income at Rs 6,525.0 mn

Net profit up by 30.3 % q-q at Rs 1,307 mn

ROA at 4.2% and Spread at 15.50%

EPS of Rs 6.22 per share, NAV per share Rs 32.8

High capital adequacy of 24% (Tier 1 – 23.49%)

FINANCIAL DETAILS: CONSOLIDATED PROFIT & LOSS STATEMENT

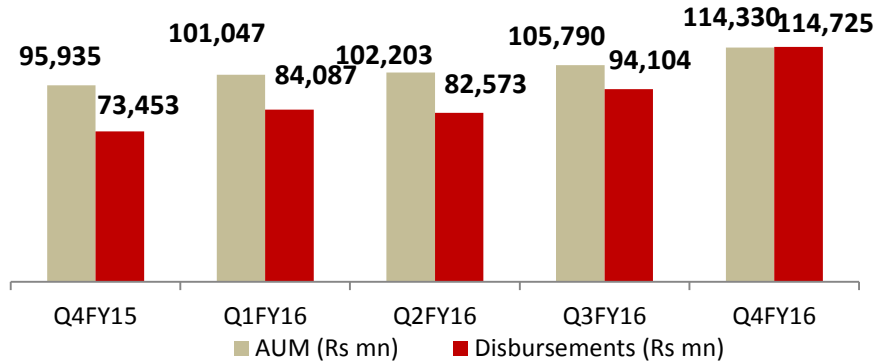
Particulars (In Rs Mn)	FY16	FY15	YOY%	Q4FY16	Q4FY15	YOY %	Q3FY16	QOQ %
Closing AUM (Rs in bn)	114	96	19.2%	114	96	19.2%	106	8.1%
Interest income	23,490	19,682	19.3%	6,503.2	5,036.8	29.1%	6,130.0	6.1%
Other Operating Income	112.7	181.8	-38.0%	21.5	71.6	-69.9%	32.0	-32.7%
Income from Operations	23,602.3	19,864.2	18.8%	6,524.7	5,108.4	27.7%	6,162.0	5.9%
Finance expenses	9,473.9	8,772.3	8.0%	2,357.8	2,236.6	5.4%	2,340.6	0.7%
Net interest income	14,128.4	11,091.9	27.4%	4,166.9	2,871.7	45.1%	3,821.4	9.0%
Employee expenses	4,326.8	3,145.4	37.6%	1,115.0	829.1	34.5%	1,138.2	-2.0%
Other operating expenses	4,030.4	3,598.6	12.0%	965.4	905.9	6.6%	1,057.5	-8.7%
Pre provision profit	5,771.2	4,347.9	32.7%	2,086.5	1,136.8	83.5%	1,625.7	28.3%
Provisions/Bad debts	423.4	281.2	50.5%	127.5	83.8	52.2%	96.6	32.0%
Other Income	135.9	70.1	94.0%	30.8	24.1	27.5%	45.1	-31.9%
Profit before Tax	5,483.8	4,136.7	32.6%	1,989.7	1,077.1	84.7%	1,574.2	26.4%
Tax	1,932.3	1,422.0	35.9%	684.0	375.1	82.3%	563.7	21.3%
PAT before Minority Interest	3,551.5	2,714.8	30.8%	1,305.8	702.0	86.0%	1,010.5	29.2%
Minority Interest	17.9	1.6	1018.8%	(1.2)	1.6	-173.8%	7.1	-116.6%
PAT	3,533.6	2,713.2	30.2%	1,307.0	700.4	86.6%	1,003.41	30.3%

FINANCIAL DETAILS: CONSOLIDATED BALANCE SHEET

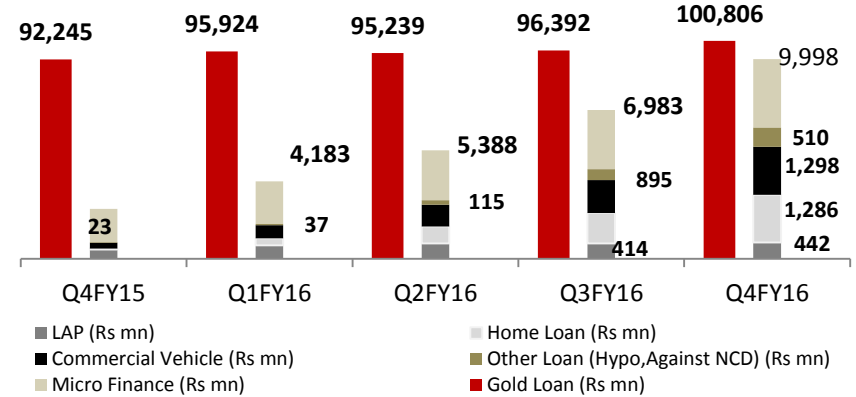
Particulars (In Rs Mn)	Q4FY16	Q4FY15	YOY %	Q3FY16	QOQ %
Cash & Bank Balances	6,044.8	7,926.3	-23.7%	6,847.6	-11.7%
Investments	490.6	2,168.7	-77.4%	66.0	643.0%
Loans & Advances	113,853.0	96,221.4	18.3%	106,053.1	7.4%
Fixed Assets	1,947.7	1,736.5	12.2%	1,916.7	1.6%
Other Assets	6,055.5	8,109.8	-25.3%	5,900.2	2.6%
Total Assets	128,391.5	116,162.8	10.5%	120,783.6	6.3%
Share Capital	1,682.4	1,682.4	0.0%	1,682.4	0.0%
Reserves & Surplus	25,898.0	24,645.6	5.1%	25,503.0	1.5%
Borrowings	96,379.3	86,319.7	11.7%	89,394.4	7.8%
Other Liabilities & Provisions	4,219.9	3,311.3	27.4%	3,984.4	5.9%
Minority Interest	212.0	153.9	37.8%	169.5	25.1%
Preference Share Capital of Minority Interest	0.0	50.0	-100.0%	50.0	-100.0%
Total Liabilities	128,391.5	116,162.8	10.5%	120,783.6	6.3%

RESULT ANALYSIS: AUM UPDATE

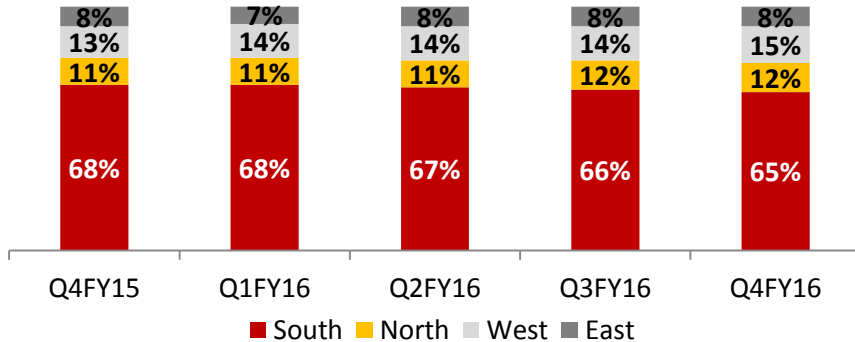
Consolidated AUM



AUM Break-up Product Wise



GL AUM Break-up Asset Region Wise



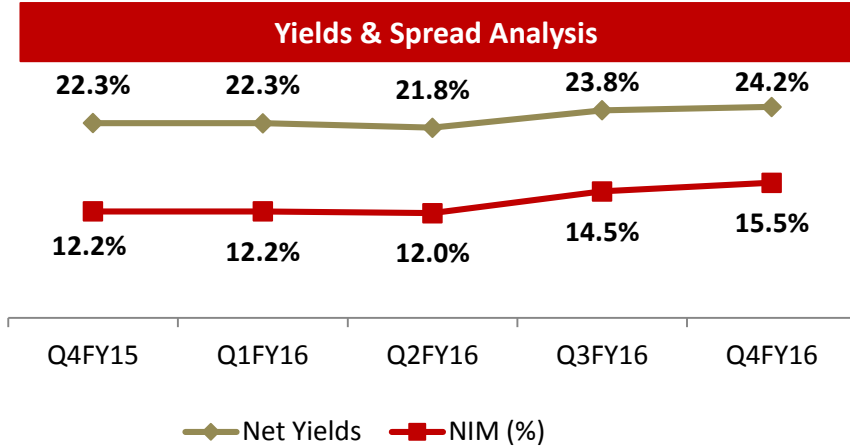
AUM Break-up Asset Region Wise

Key Highlights :

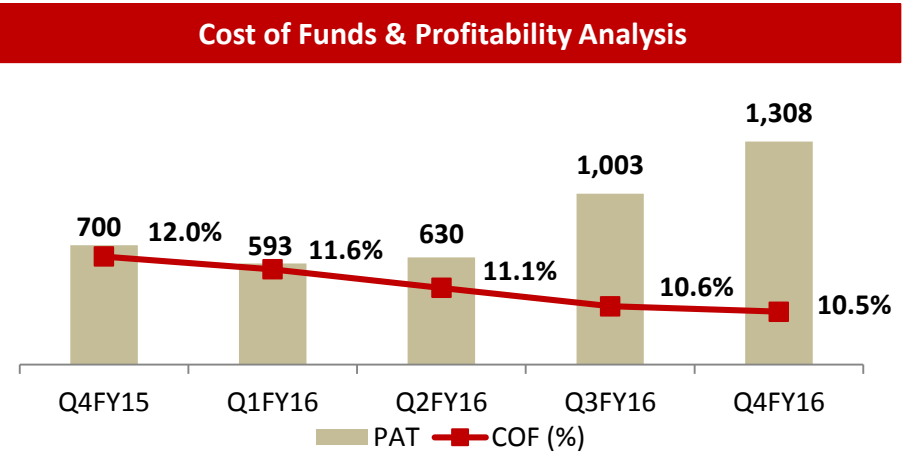
- Our Total AUM is at Rs 114,330 mn, increase of 8.1% QoQ.
- Share of new business increased to 12% of consolidated AUM.

RESULT ANALYSIS: PROFITABILITY ANALYSIS

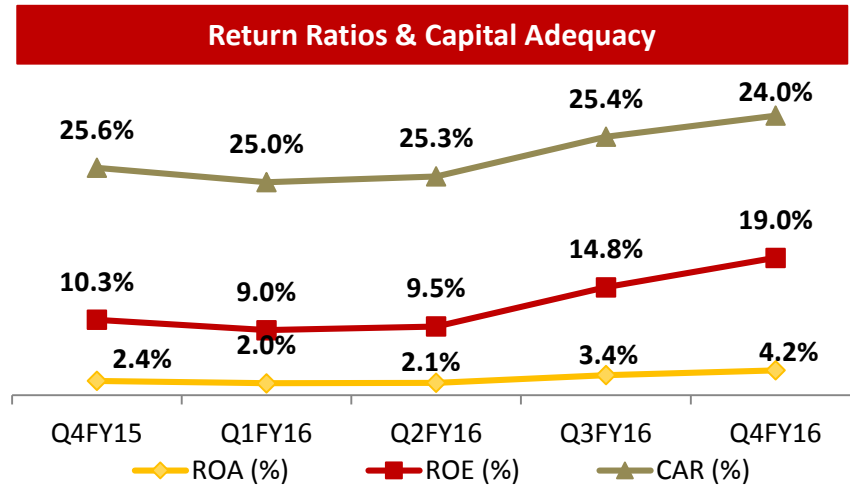
Yields & Spread Analysis



Cost of Funds & Profitability Analysis



Return Ratios & Capital Adequacy

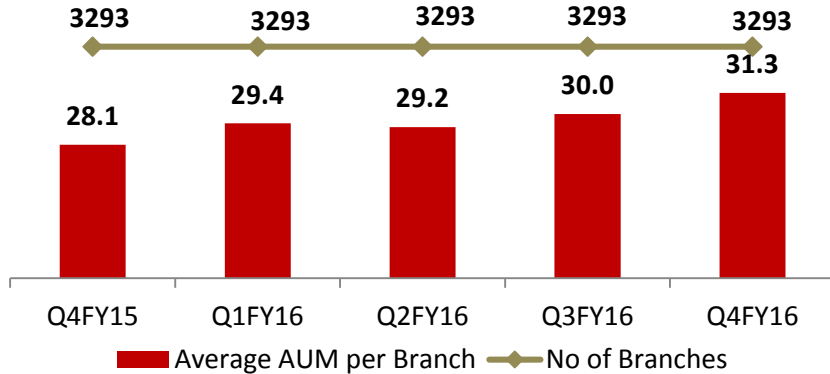


Highlights For the Quarter

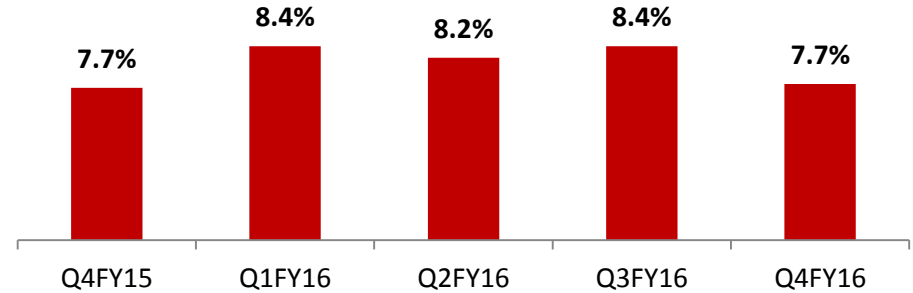
- Key Highlights :**
- Cost of funds declined further 50 bps q-q to 10.5% due to raising of lower cost funds from banks and mutual funds.
 - Capital Adequacy is healthy at 24% (Tier 1 - 23.49%) compared to the minimum 15.0% stipulated by RBI.

RESULT ANALYSIS: OPERATIONAL ANALYSIS

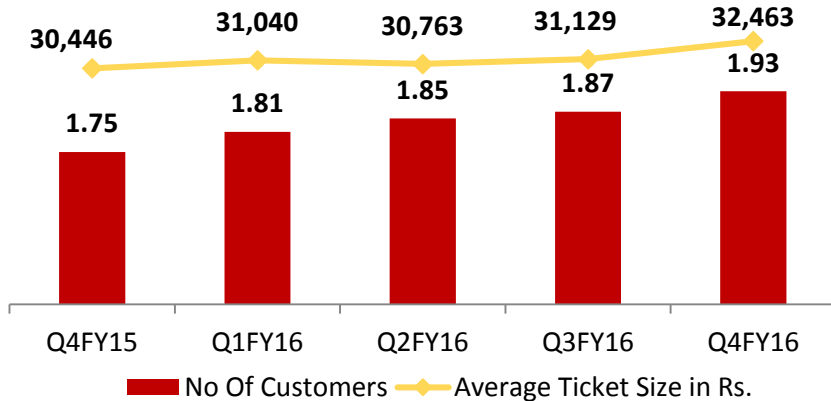
GL Productivity (Rs mn)



Opex to AUM (%)



Customer Base (mn) & Avg. Ticket Size



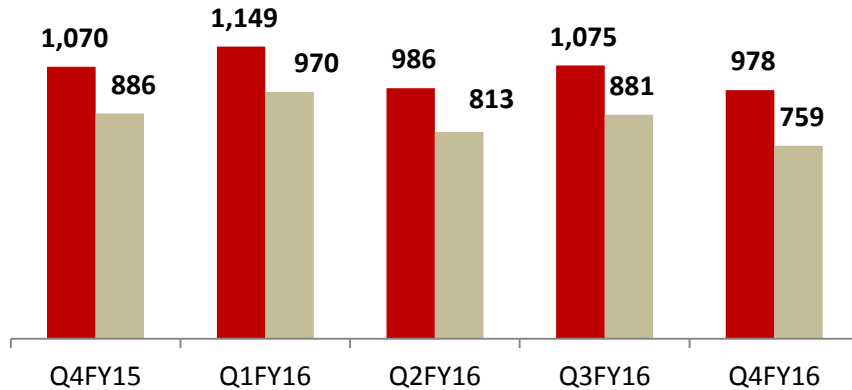
Highlights For the Quarter

Key Highlights :

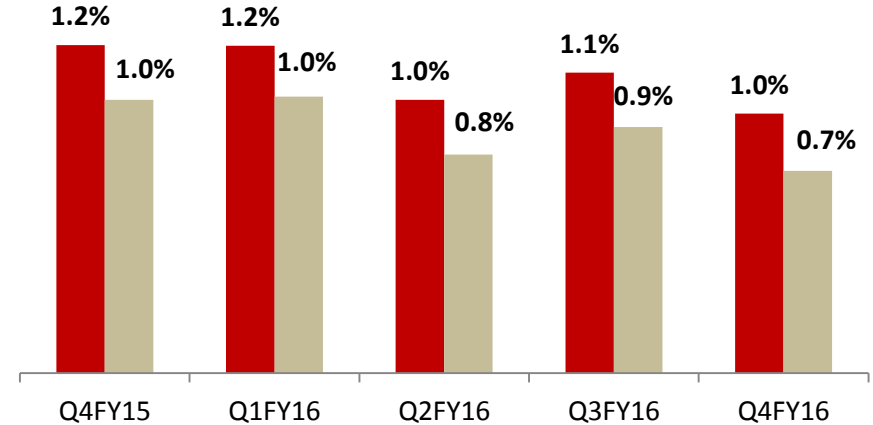
- Number of live gold loan customers is 1.93 million – up by 3.1% q-q
- Total number of gold loan branches stable at 3,293
- Average AUM/branch flat at Rs 31.3 mn.

RESULT ANALYSIS: ASSET QUALITY UPDATE

Gross NPA & Net NPA – Gold Loan (Rs mn)



Gross & Net NPA %



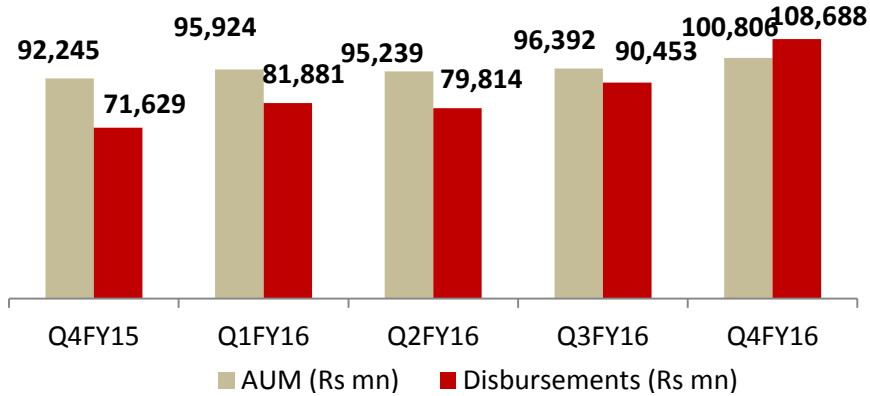
Highlights For the Quarter

Key Highlights :

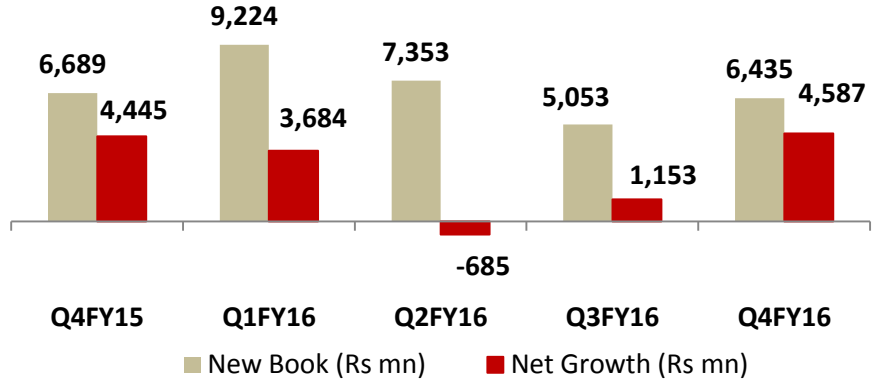
- Gross NPAs continued at 1 % of AUM in Q4 FY16 despite shift to recognition at 120 days .
- Most of Gross NPA are from regular customers who have serviced over half of interest due.
- NPAs on account of theft, spurious collateral etc. are only 0.12% of AUM.

SEGMENT WISE UPDATE: GOLD BUSINESS - AUM GROWTH ANALYSIS

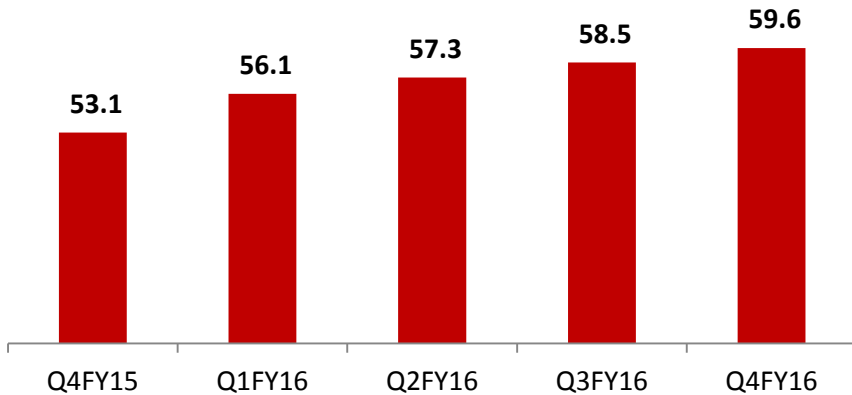
Gold Business - AUM & Disbursements



Net Growth



Gold Holding (tonnes)



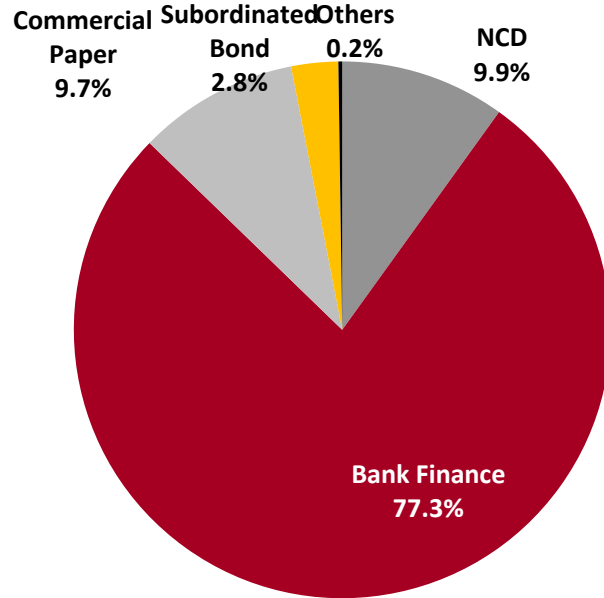
Highlights For the Quarter

Key Highlights :

- Disbursements in Q4 FY16 is Rs 108,688 mn
- Gold Loan AUM of Rs 100,806 mn
- Gold holdings at 59.6 tonnes – an increase of 1.9% q-o-q and 12.2% y-y indicating that growth is driven by volume increase

QUARTERLY UPDATE: LIABILITY MIX

Borrowings as on Mar 31, 2016



Sources of Funds	Amount (Rs Mn)
NCD	9,576
Bank Finance	74,517
Commercial Paper	9,339
Subordinated Bond	2,725
Others	222
Total	96,379

Credit Rating

Credit rating history of 20 years (has investment grade rating since 1995)

Long-term Debt Programme

CARE

AA- (Stable)

Short-term Debt Raising Programme

CRISIL, ICRA

A1+

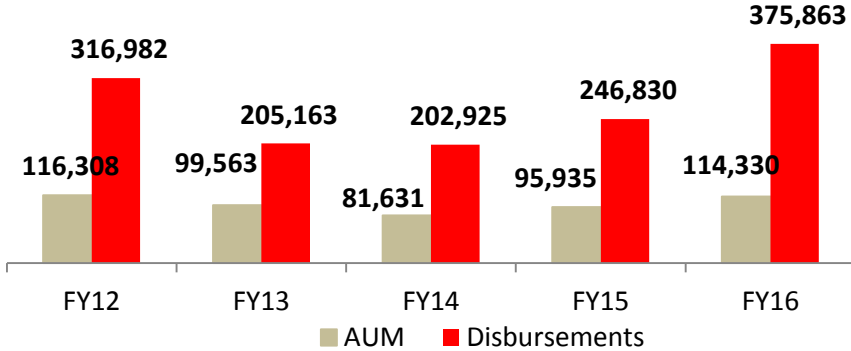
DISCUSSION SUMMARY

- **ABOUT US – COMPANY OVERVIEW**
- **UNDERSTANDING OUR EVOLUTION**
- **BUSINESS STRATEGY INITIATIVES**
- **INDUSTRY OVERVIEW**
- **QUARTERLY UPDATE**
- **ANNEXURE**

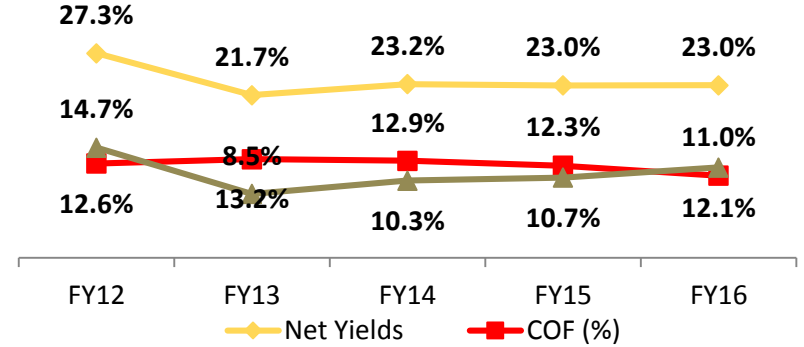
COMPANY OVERVIEW: FINANCIAL SUMMARY

AUM & Disbursements

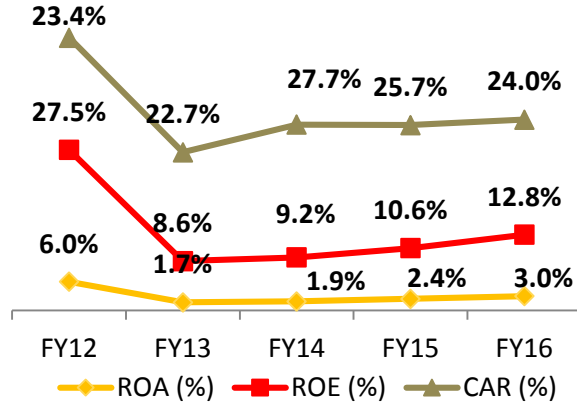
CAGR: Disbursements – 4.4%



Yields, Cost of Funds & Spread Analysis (Standalone)

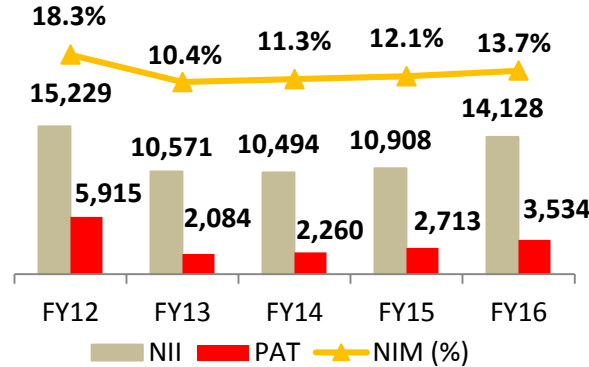


Return Ratios & Capital Adequacy

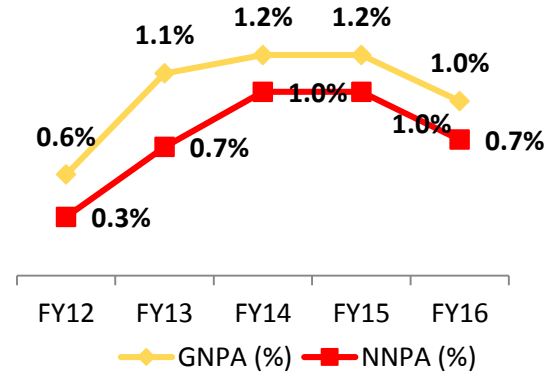


NII & Profitability Analysis

CAGR: NII – 6.9%



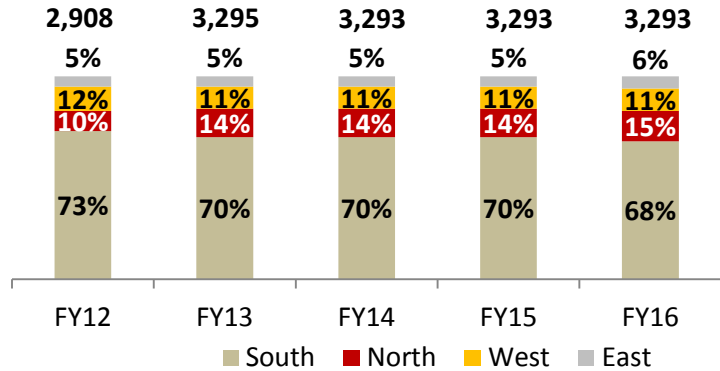
Asset Quality



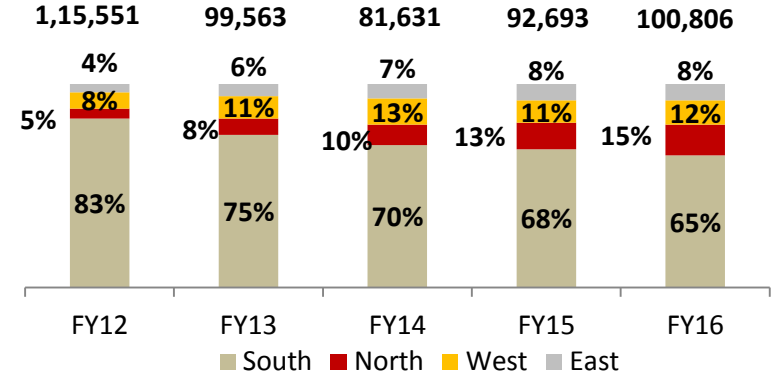
COMPANY OVERVIEW: OPERATIONAL SUMMARY

GL Branch Distribution

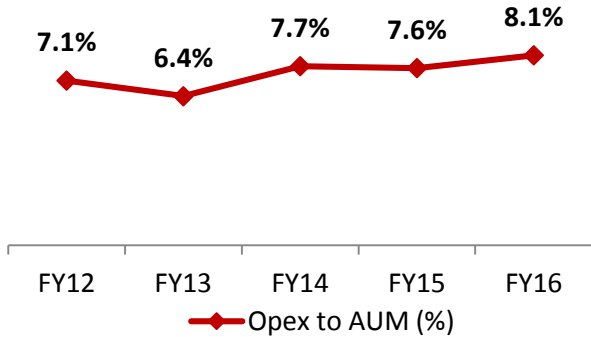
CAGR: Branch Addition – 3.2%



GL AUM Break-up (Region Wise)

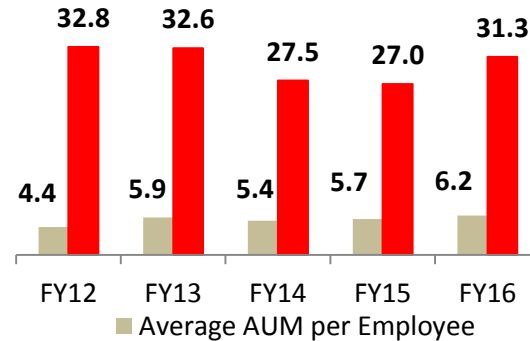


Operational Efficiency



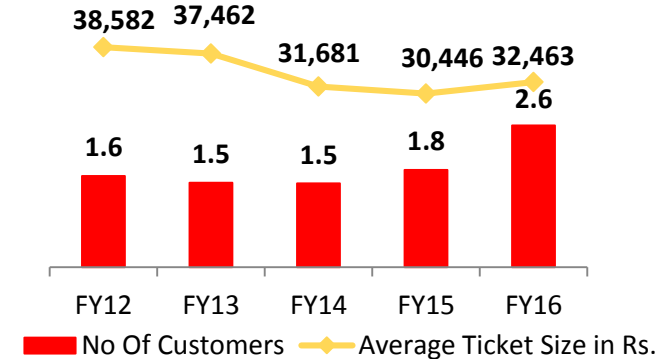
GL Productivity (Rs mn)

CAGR: AUM/employee - 9.2%



Customer Base (mn) & Avg. Ticket Size

CAGR: Customer Addition – 11.7%





Mr. Kapil Krishan

Group Chief Financial Officer

Contact No : +912226674311

Email – kapilk@manappuram.com

DICKENSON SEAGULL IR

Mandar Kapse / Nilesh Dalvi

Dickenson Seagull IR

Contact No : +91 9867550004 / + 91 9819289131

Email – mandar.kapse@dickensonir.com
nilesh.dalvi@dickensonir.com

DISCLAIMER :

This presentation and the contents therein are for information purposes only and does not and should not construed to be any investment or legal advice. Any action taken or transaction pursued based on the basis of the information contained herein is at your sole risk and responsibility and Manappuram Finance or its employees or directors, associates will not be liable in any manner for the consequences of any such reliance placed on the contents of this presentation. We have exercised reasonable care in checking the correctness and authenticity of the information contained herein, but do not represent that it is true, accurate or complete. Manappuram Finance or associates or employees shall not be in anyway responsible for any loss or damage that may arise to any person from any inadvertent error or omission in the information contained in this presentation. The recipients of this presentation should make their own verifications and investigations to check the authenticity of the said information if they wish. Manappuram Finance and/or directors, employees or associates may be deemed to have interests, financial or otherwise in the equity shares of Manappuram Finance.