

**GRUH
FINANCE
LIMITED**

We help you build homes

SEC:2016
July 19, 2016

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

National Stock Exchange of India Ltd.
"Exchange Plaza",
Bandra-Kurla Complex,
Bandra (E), Mumbai 400 051

BSE Code No: 11288

Symbol : GRUH

Dear Sirs,

Sub: Presentation on Financial results- June 30, 2016:

Please find enclosed a copy of the Presentation on Financial results for the quarter/ 3 months ended June 30, 2016.

Kindly find the same in order and acknowledge receipt.

Thanking you,

Yours sincerely,
For **GRUH FINANCE LIMITED**

MARCUS LOBO
Company Secretary

A subsidiary of HDFC Ltd

Registered Office: "GRUH", Netaji Marg, Near Mithakhali Six Roads, Ellisbridge, Ahmedabad-380 006.

Tel. : (91) (79) 3290 1222/23, 2642 1671-74 Fax: (91) (79) 2656 0649

CIN : L65923GJ1986PLC008809 - Website : www.gruh.com



GRUH

GRUH Finance Limited

(A Subsidiary of HDFC Limited)

JUNE 2016



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



Profile

As on June 30, 2016

- Cumulative Housing Units Financed – 3,39,845
- Cumulative Disbursement of Rs.20,012 Cr.
- Average Loan Per Unit on Cumulative Disbursement – Rs.7.12 Lac
- Cumulative Disbursement in Rural Areas^(*) – Rs.9,156 Cr.
- Retail Network of 179 offices across 10 States.
- Consistent track record of Dividend Payout

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



Profile

As on June 30, 2016

- Outstanding Loan Assets of Rs. 11,544 Cr.
- Average Loan Outstanding Per Unit – Rs. 6.18 Lac
- Loan Disbursement during the period – Rs. 940 Cr.
- Average Loan Per Unit on Disbursement during the Period–Rs. 9.25Lac
- Loan Disbursement in Rural Areas during the period – Rs.457 Cr. (48.61%)
- Gross NPAs Rs. 64.70 Cr – 0.56% of Outstanding Loan Assets of Rs. 11,544 Cr.
- Net NPAs Rs.31 Cr (0.27%)



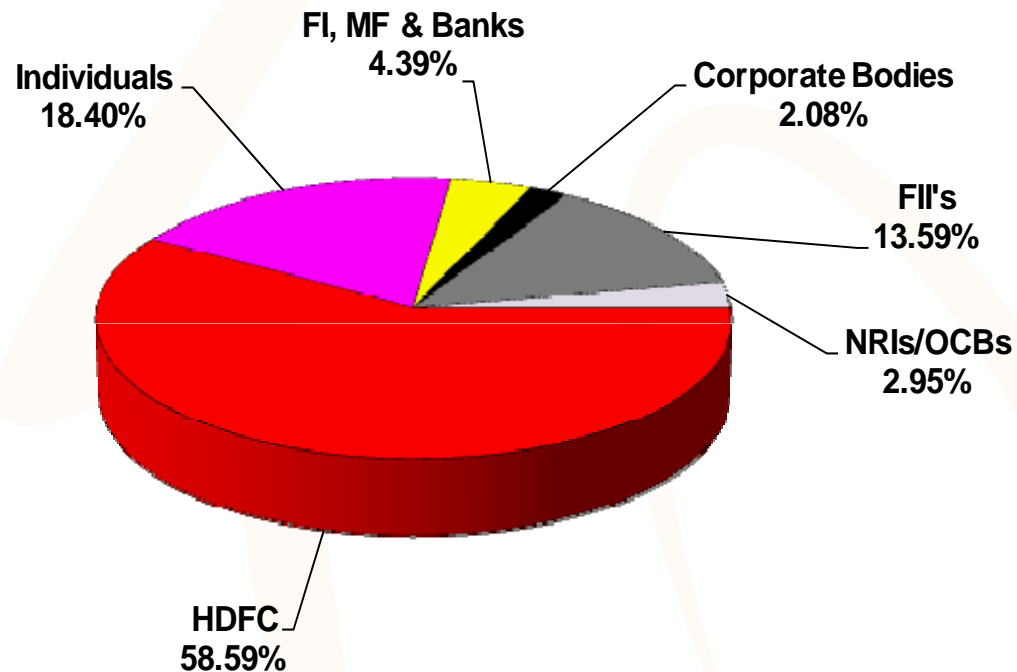
Ratings

- Public Deposits :
 - ‘FAAA’ by CRISIL and
 - ‘MAAA’ by ICRA
- Non-Convertible Debentures : ‘AAA (Stable)’ by ICRA
- Subordinated NCD: ‘AAA (Stable)’ by ICRA
- Commercial Paper : ‘A1+’ by ICRA

“These rating indicates high safety with regard to timely payment of interest and principal”

Share Holding Pattern

As on June 30, 2016

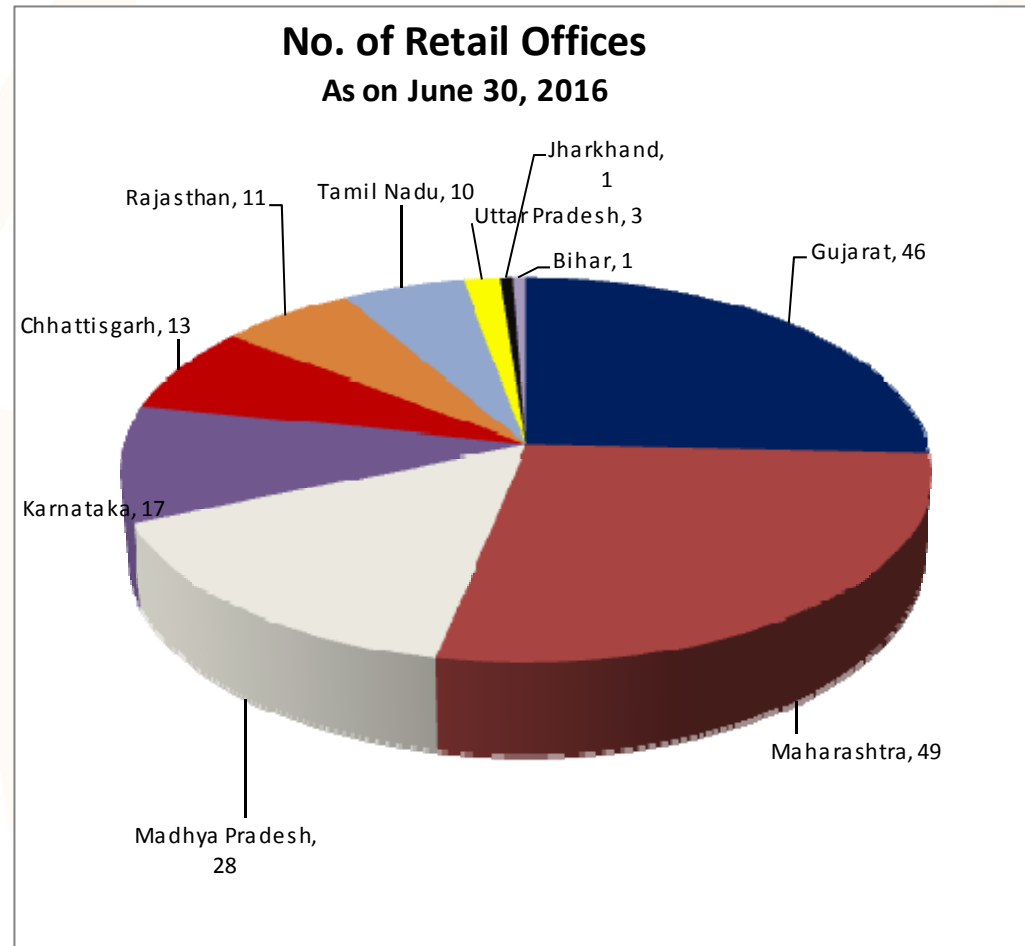


GRUH'S Presence

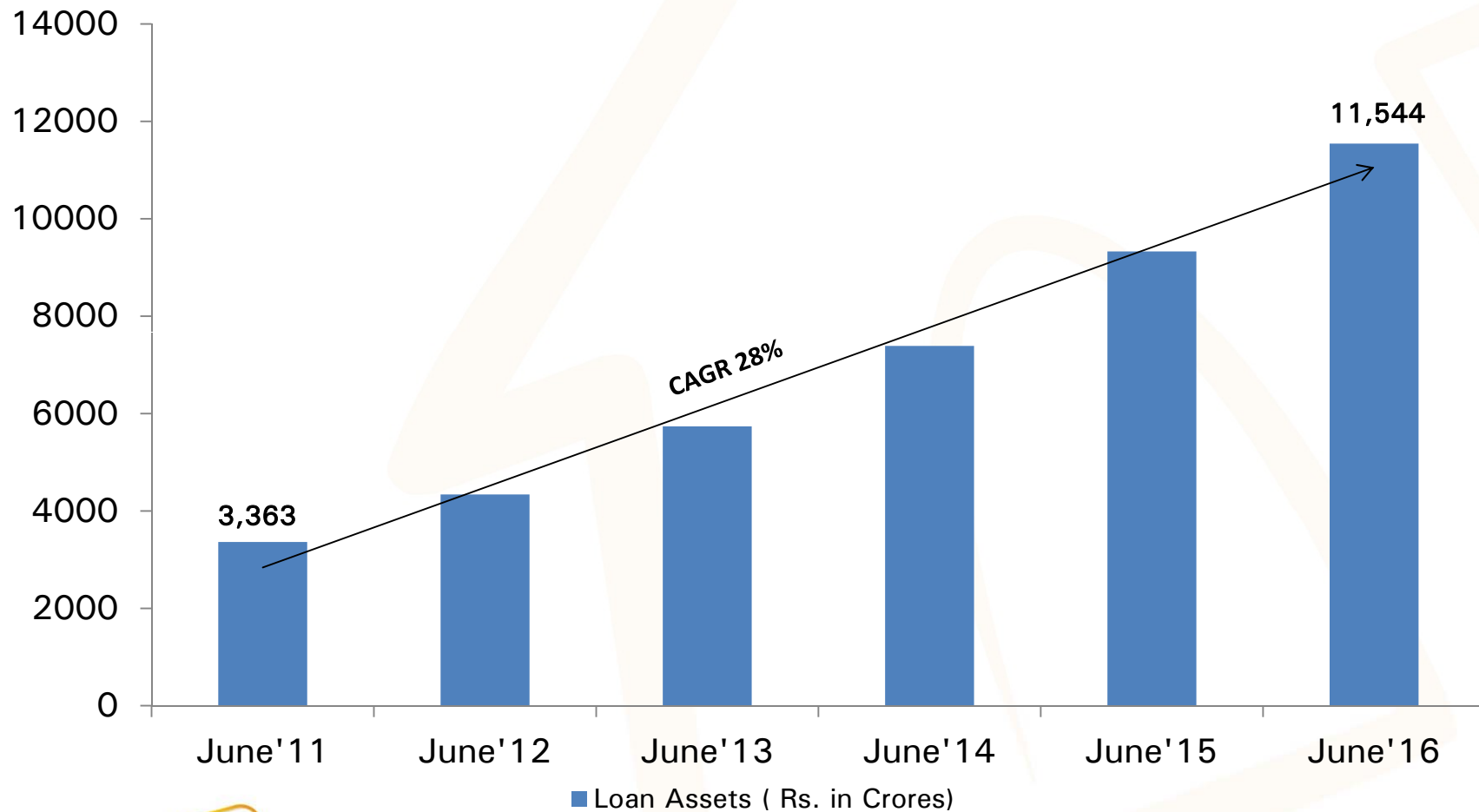
Retail Offices

<u>FY</u>	<u>Nos.</u>
2000	- 28
2006	- 65
2010	- 95
2011	- 115
2012	- 120
2013	- 134
2014	- 142
2015	- 154
2016	- 179

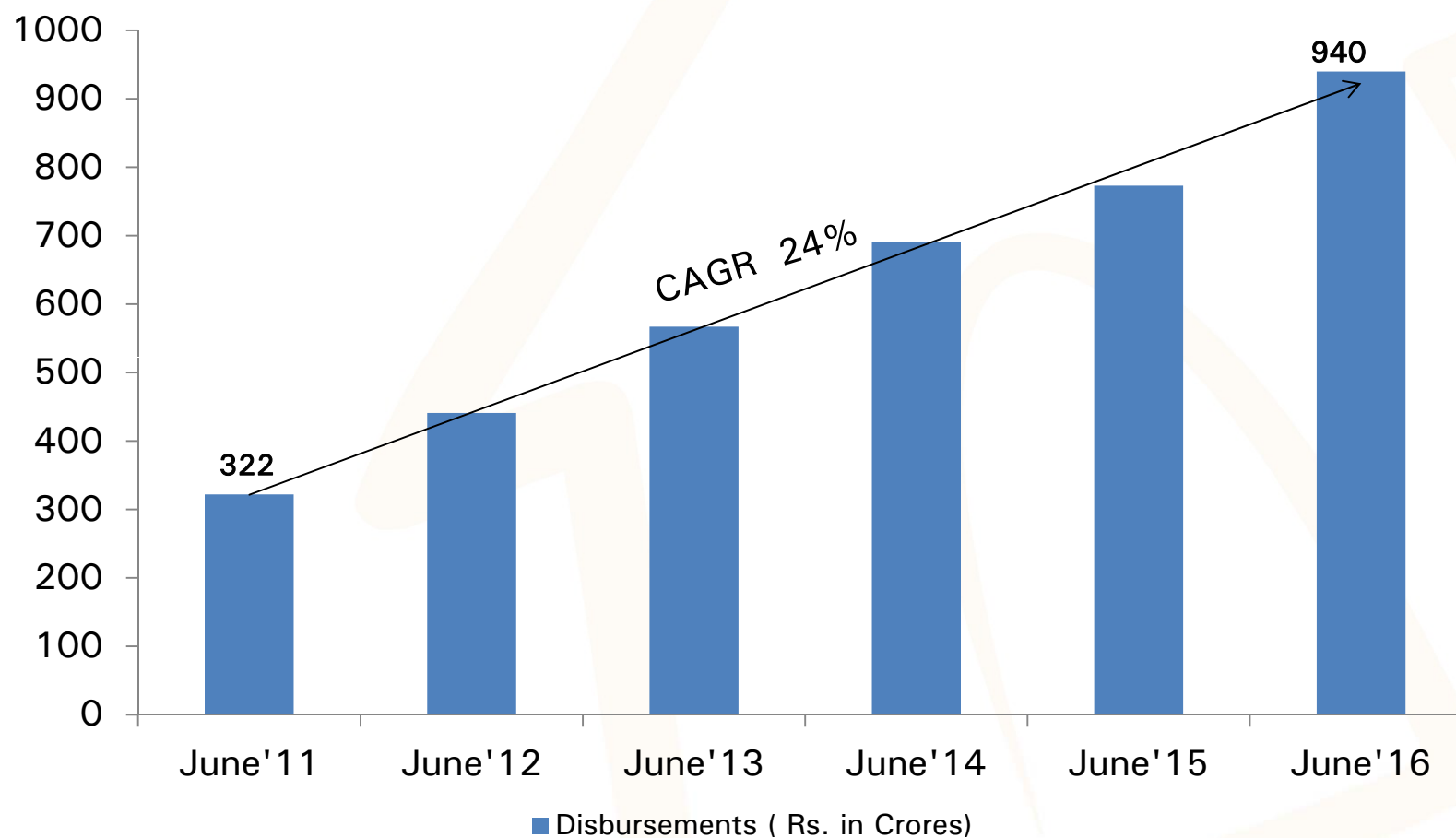
Districts covered - 121
Taluka serviced - 1077



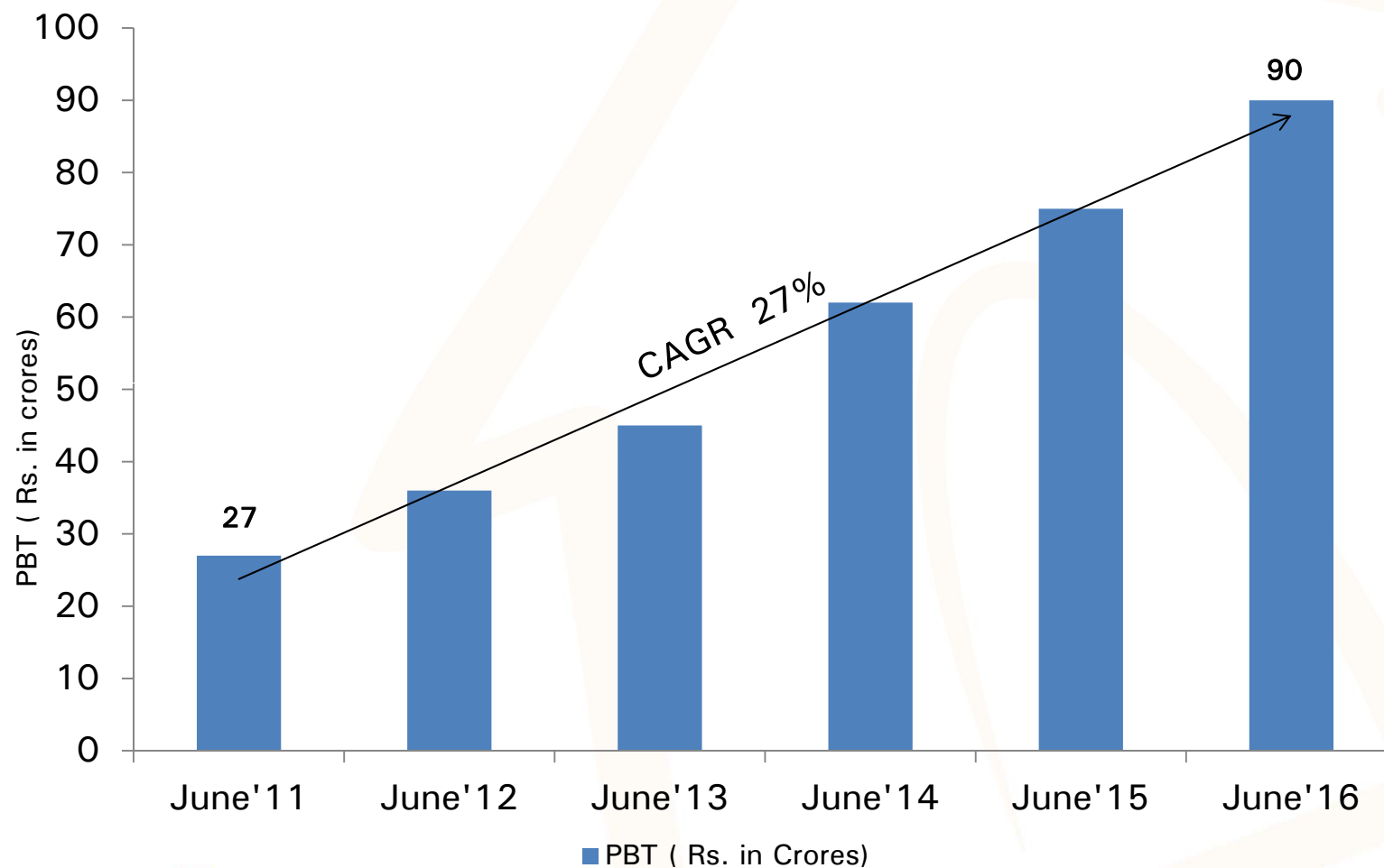
Loan Assets



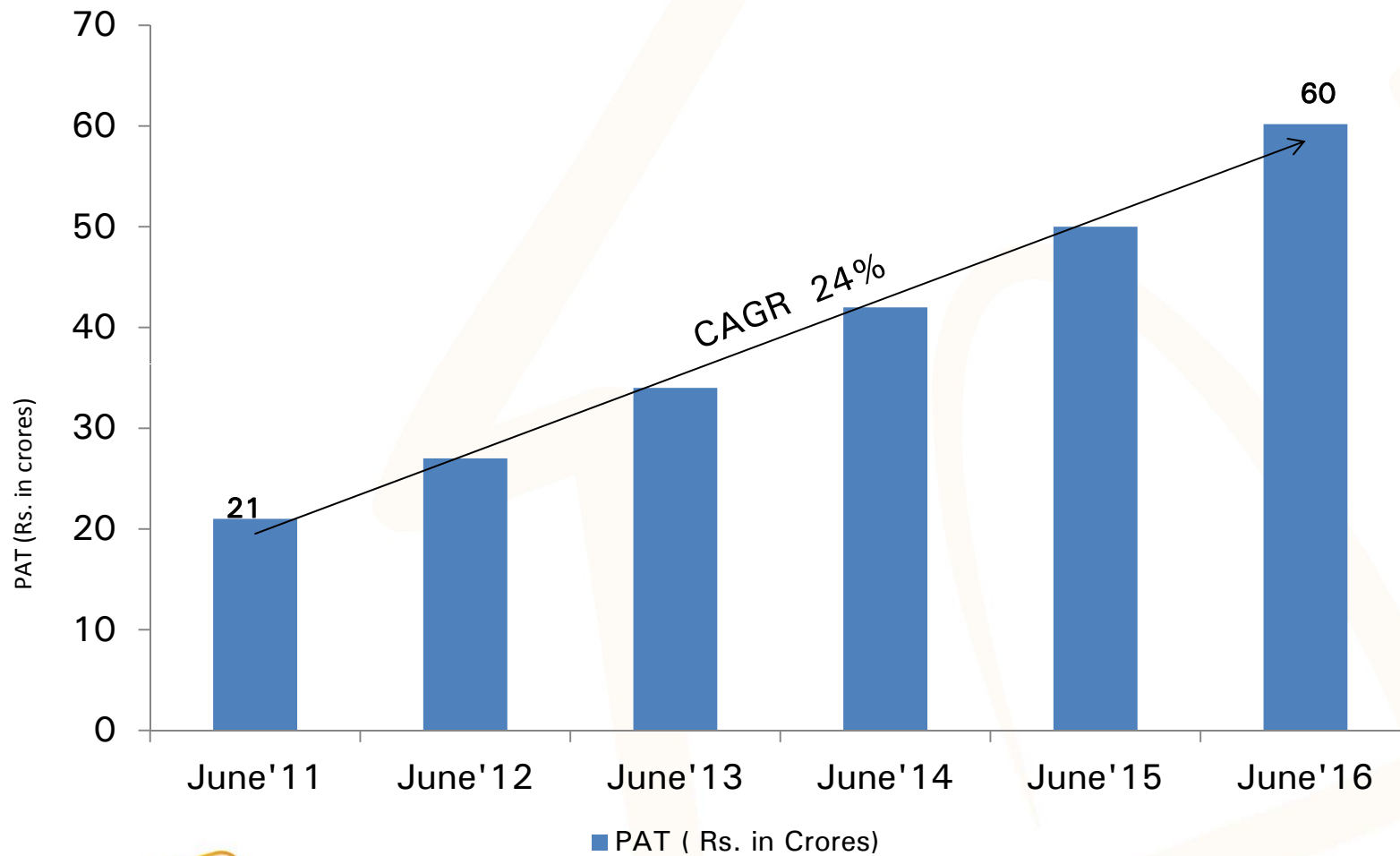
Disbursements



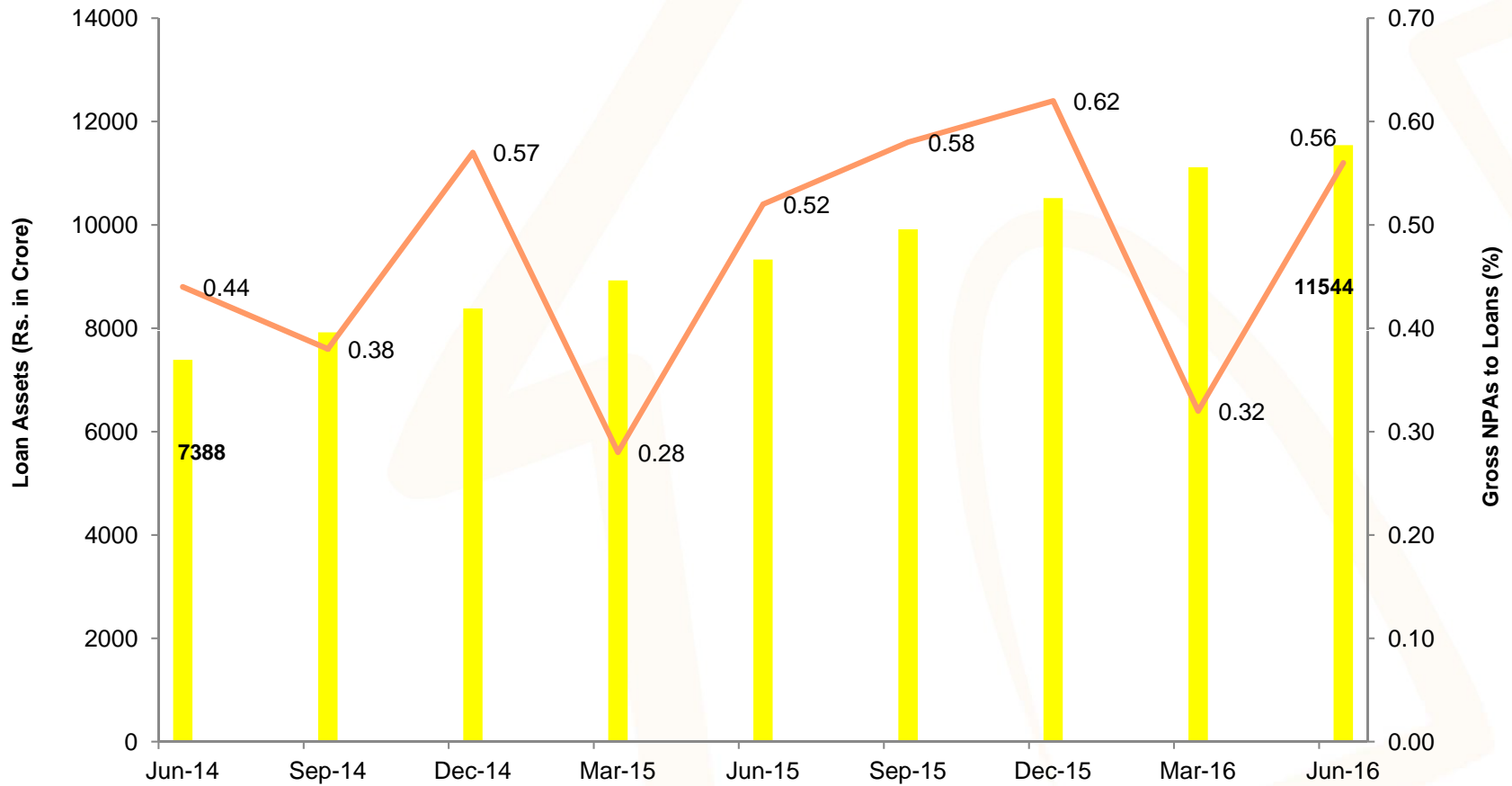
Profit Before Tax



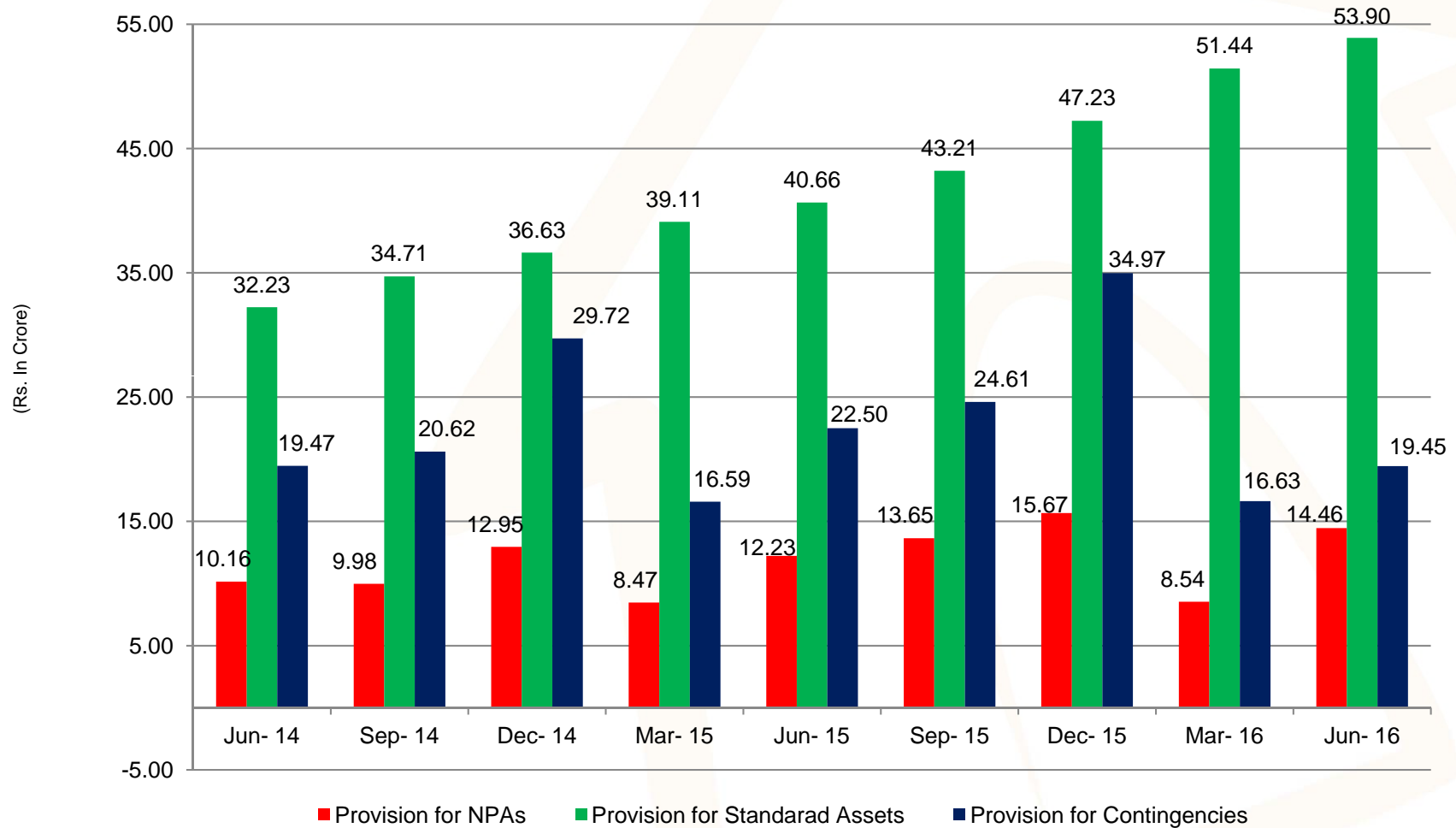
Profit After Tax



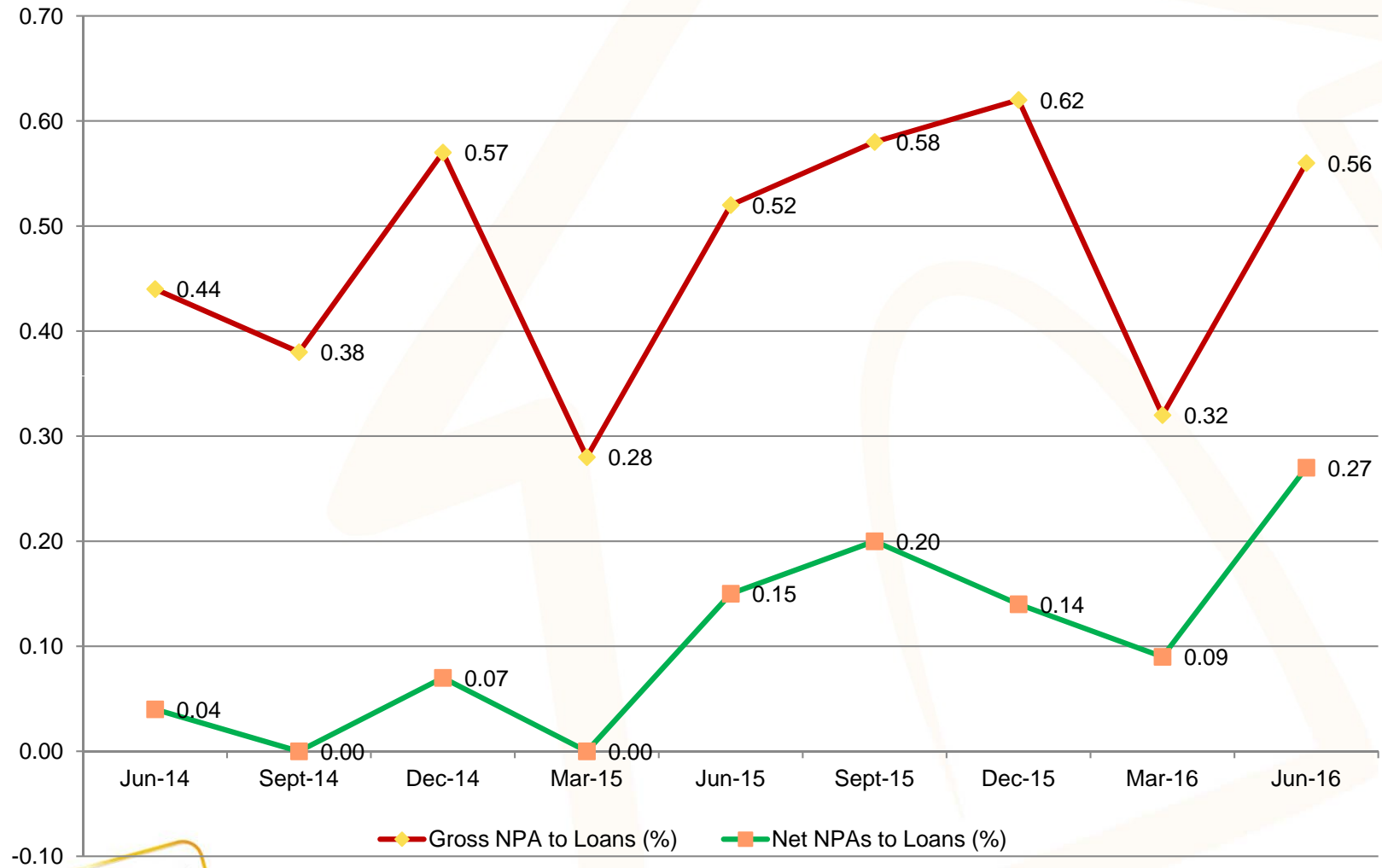
Loan Assets and Gross NPAs to Loans



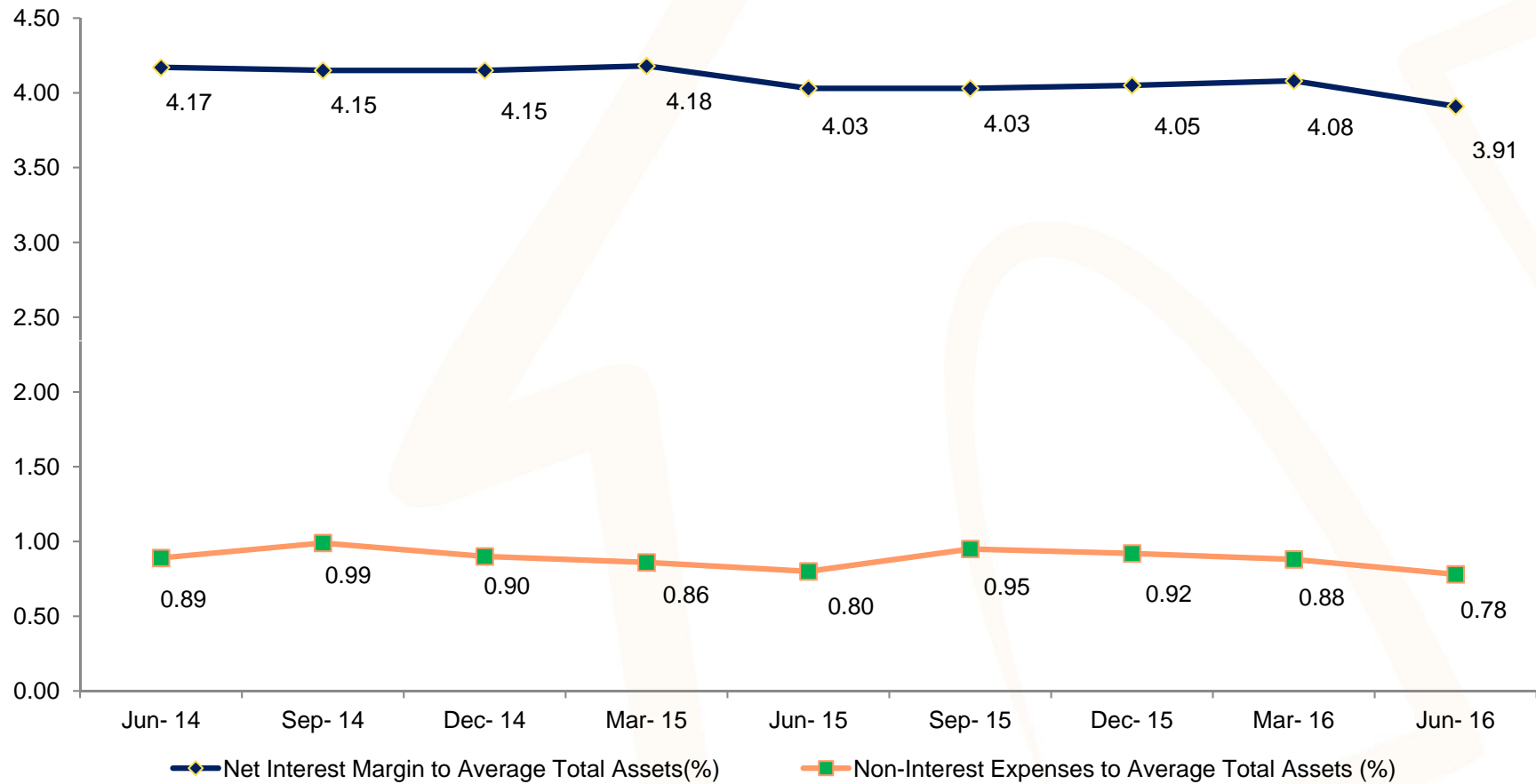
Provisions & Contingencies



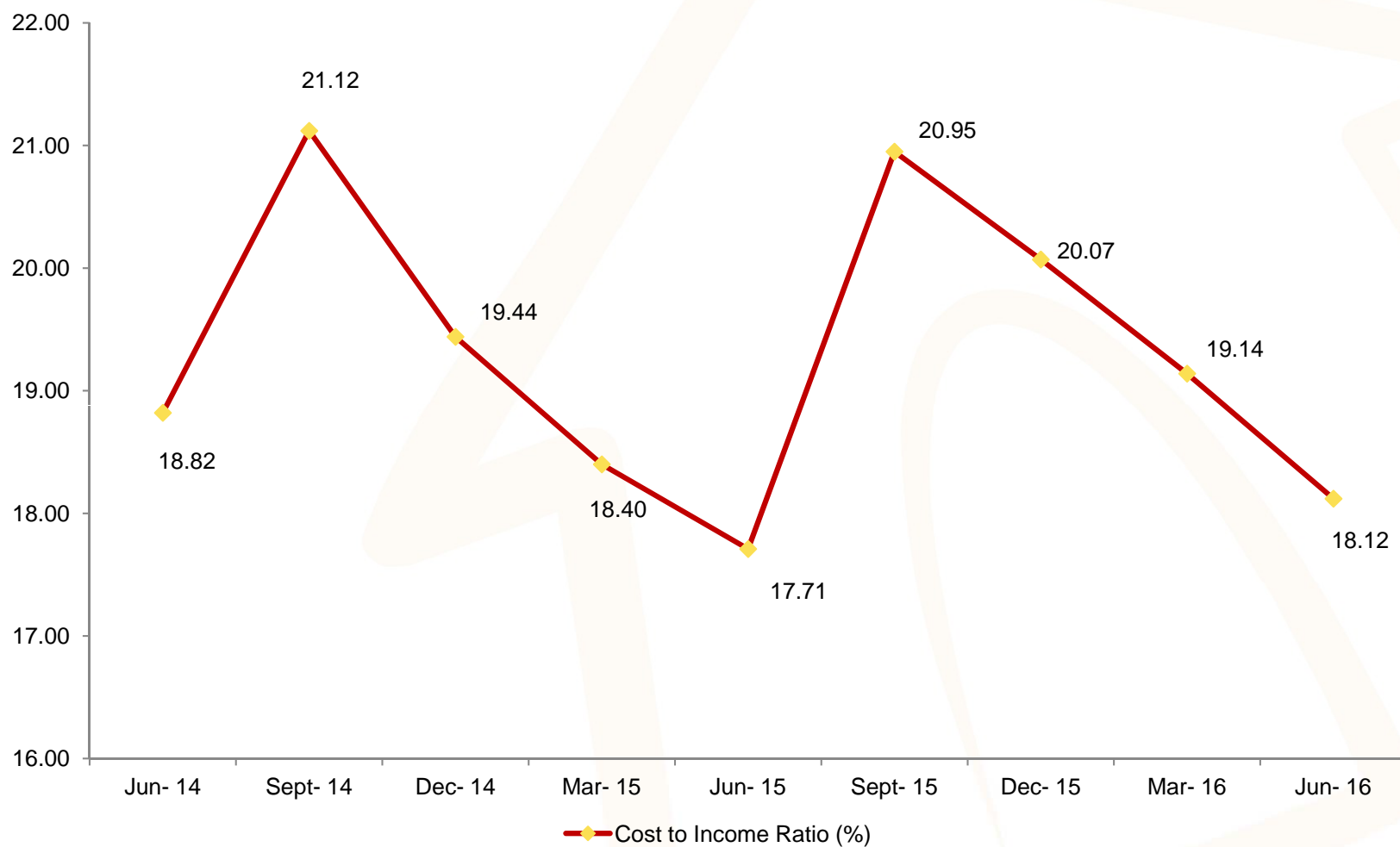
Gross NPAs & Net NPAs



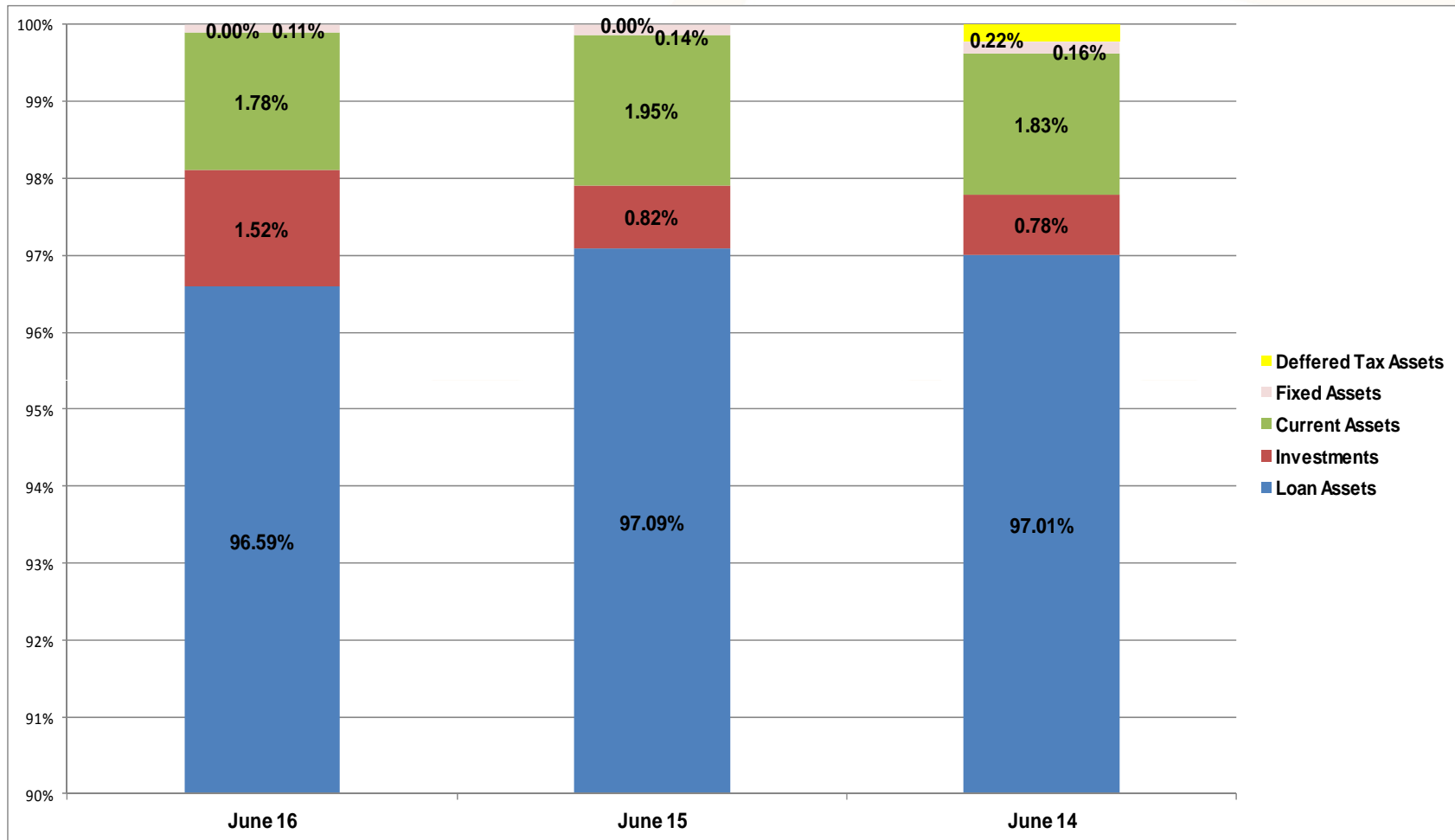
NIM & NIE to Average Total Assets



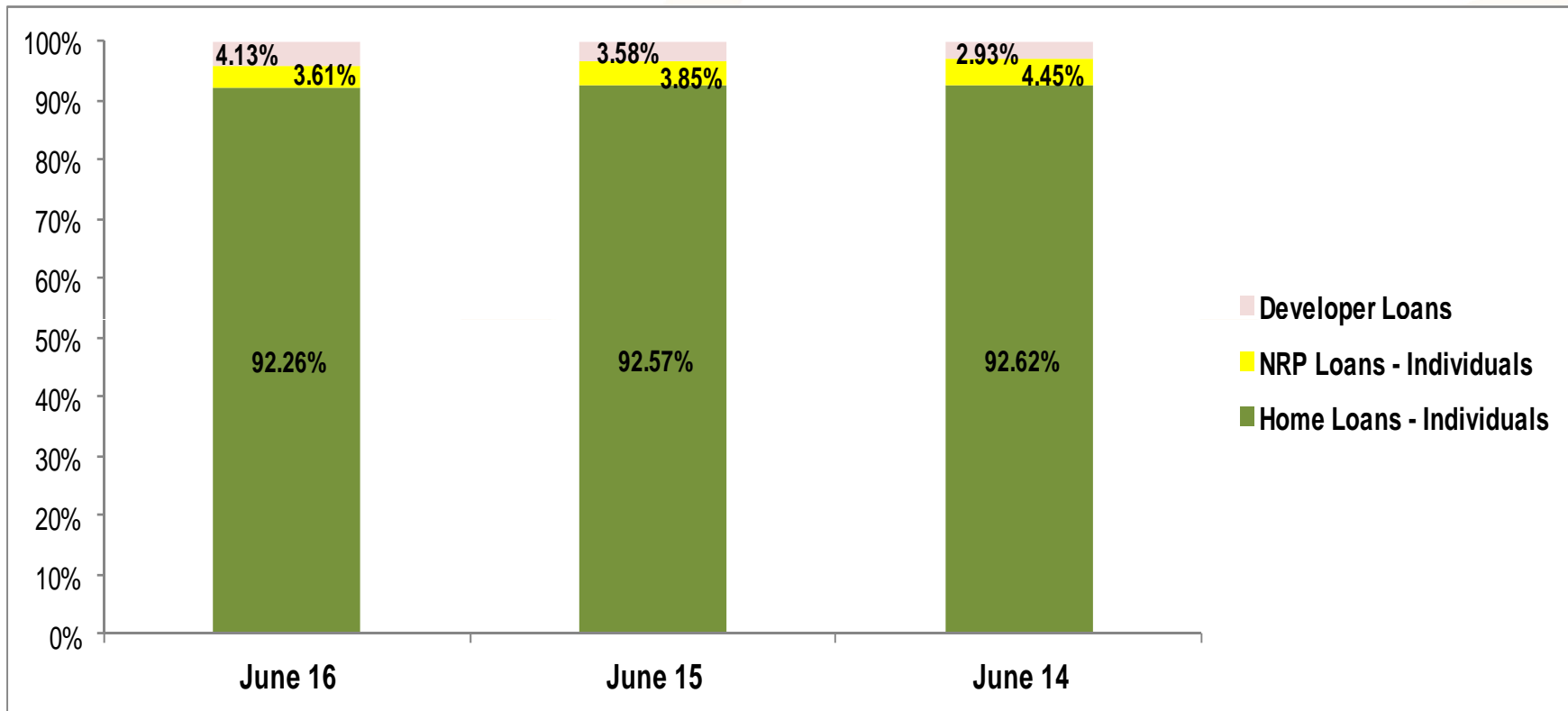
Cost to Income Ratio (%)



Assets Profile



Loan Assets Profile

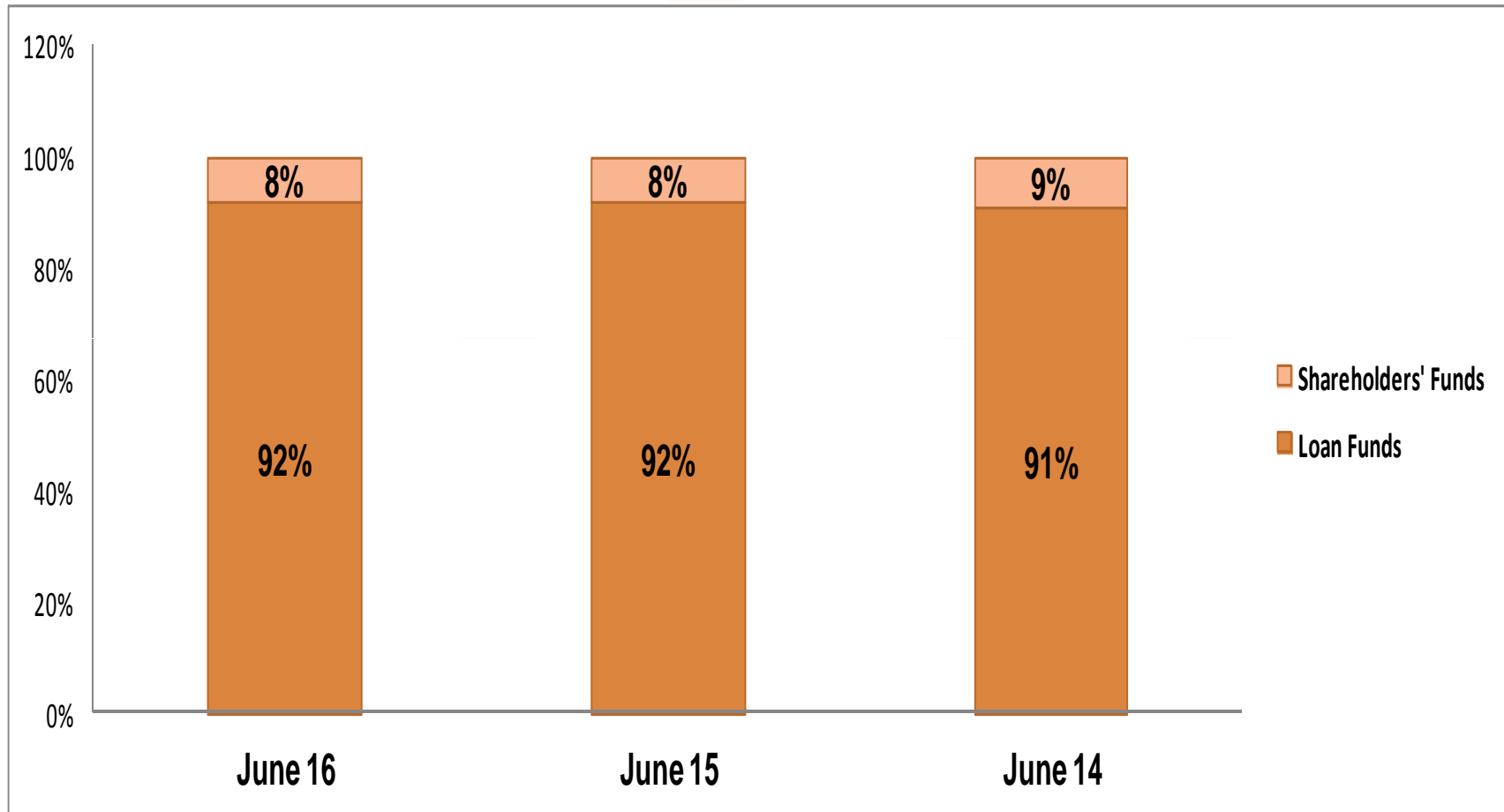


* 91.78% of Loans are on Variable Rates

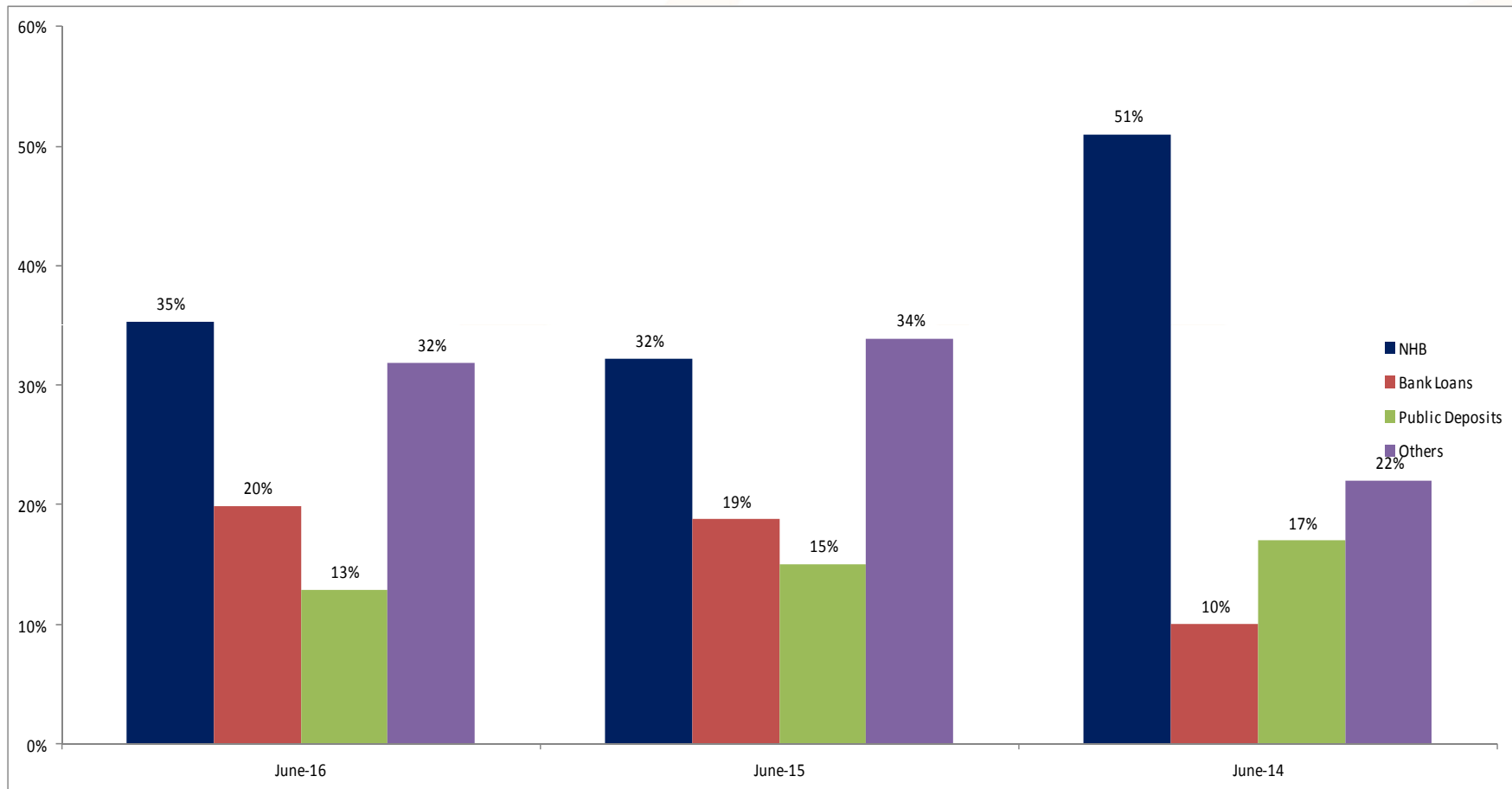
** Average duration of loan sanction is 213 months



Liability Profile



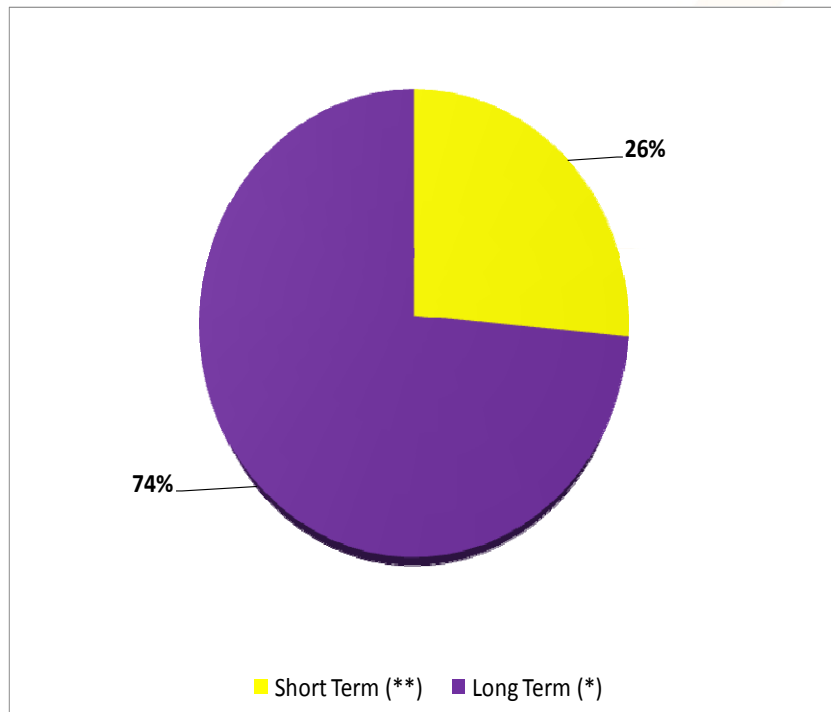
Sources of Borrowing



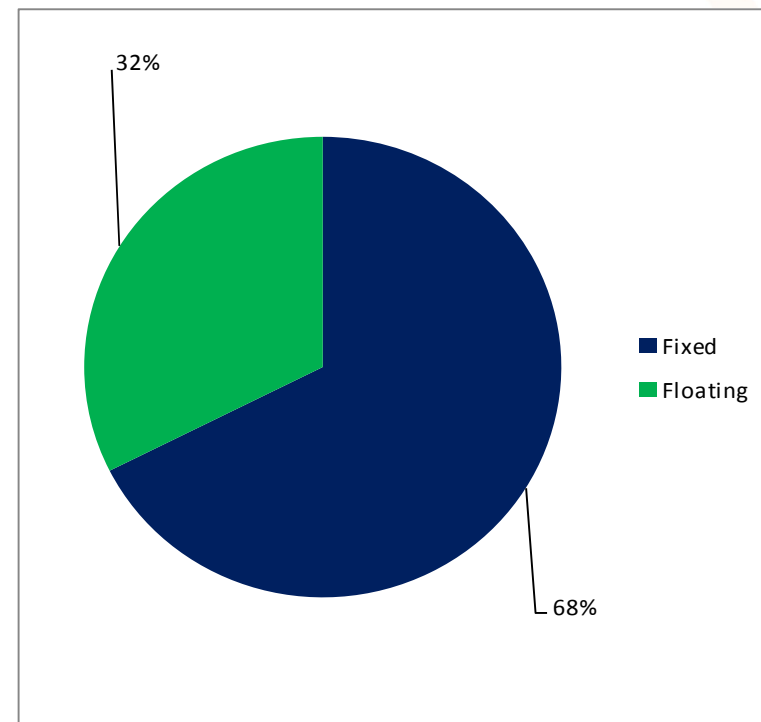
Borrowing Profile

As on June 30, 2016

Tenure Base



ROI Base



(*) Average tenure 9.07 years

(**) Average tenure less than one year

As on June 30,

Balance Sheet

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
<u>Sources of Funds</u>			
Share Capital	72.74	72.70	-
Reserves & Surplus	822.79	689.44	19
Borrowings	10798.16	8610.67	25
Current Liabilities & Provisions	264.91	215.69	23
Deferred Tax Liability (Net)	61.18	20.32	201
	12019.78	9608.82	25
<u>Application of Funds</u>			
Loan Assets	11543.53	9329.23	24
Investments	181.25	78.61	131
Current Assets	280.72	187.35	50
Fixed Assets	14.28	13.63	5
	12019.78	9608.82	25



Income Statement

As on June 30,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>	<u>Growth (%)</u>
Interest income	338.30	284.93	19
Interest expenses	224.09	190.18	18
Net interest Margin	114.21	94.75	21
Non-Interest Income	11.82	11.81	-
Non-Interest Expenses	22.66	18.68	21
Depreciation	0.74	0.78	(5)
Provisions, Contingencies and Write Offs	12.54	12.08	4
CSR Expenses	0.53	0.17	212
Profit Before Tax	89.56	74.85	20
Provision for Taxation	29.38	24.54	20
Profit After Tax	60.18	50.31	20



Risk Profile

Loan Assets & NPAs

As on June 30,

(Rs. in Crores)

	<u>2016</u>	<u>2015</u>
Loan Assets (Rs.)	11543.53	9329.23
Provision for Standard Assets (Rs.)	53.90	40.66
Gross NPAs (Rs.)	64.70	48.34
Provision for NPAs (Rs.)	14.46	12.23
Provision for Contingencies	19.45	22.50
Net NPAs (Rs.)	30.80	13.60
<u>Ratios</u>		
Gross NPA as % to Loans	0.56	0.52
Net NPA as % to Loans	0.27	0.15



Quarterly Financial Results

As on June 30,

(Rs. In Crore)

	<u>Q1-CY</u>	<u>Q1-PY</u>	<u>Growth</u>
1. Operating Income	350.12	296.74	18
2. Total Income	350.12	296.74	18
3. Interest and Other Charges	224.10	190.18	18
4. Non-interest Expenses	23.18	18.85	23
5. Depreciation	0.74	0.78	(5)
6. Provisions, Contingencies & Write Offs	12.54	12.08	4
7. Total Expenditure	260.56	221.89	17
8. Profit Before Tax	89.56	74.85	20
9. Tax Expenses	29.38	24.54	20
10. Profit After Tax	60.18	50.31	20



Key Financial Ratios

As on June 30,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Net Interest Margin / ATA (%)	3.91	4.03	4.17
Non Interest Expenses / ATA (%)	0.78	0.80	0.89
PBT/ATA (%)	3.07	3.19	3.31
PAT/ATA (%)	2.06	2.14	2.26
Cost to Income Ratio (%)	18.12	17.71	18.82

ATA = Average Total Assets



Key Financial Ratios

As on June 31,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Capital Adequacy Ratio (%)	16.73	15.55	16.77
Tier – I	15.10	14.12	15.20
Tier –II	1.63	1.43	1.57

Productivity Ratios

As on June 30,

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Average No. of Employees	625	576	535
Average No. of Retail offices	171	154	141
Profit After Tax Per Employee (Rs. In Lakhs)	39	35	31
Total Assets Per Employee (Rs. in Lakhs)	1923	1668	1424



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)

- Cumulative Rural Disbursement of Rs. 9,156 Cr.
- Disbursed 1,84,983 cases in rural segment
- Presence in 113 Districts of 10 States
- Servicing customers in 1,077 Taluka places in 10 States
- Disbursed Rs.7,381 Cr. To 1,51,508 families under Golden Jubilee Rural Housing Finance Scheme of Government of India
- Cumulative disbursement of Rs. 1,717 Cr. To 34,011 families under Rural Housing Fund



Thank You

