



Make Life Easy



**Gold
Finance**



**Vehicle
Finance**



**Home
Finance**



**Micro
Finance**



**MSME
Finance**

**Investor Presentation
Q2 & 6M FY2023**



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**VISION AND
STRATEGY**



**FINANCIAL
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**CREATING A
DIFFERENCE**



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VISION: TO BECOME FINANCIAL PARTNER OF CHOICE FOR UNDER-BANKED CUSTOMERS ACROSS THEIR LIFECYCLE

MANAPPURAM TODAY

#2 lender in gold loans in India (core product), with a trusted brand and nation-wide reach

Pioneer in process innovation in gold loans (online gold loan product 'OGL' and cellular vaulting mechanism)

Acquired and scaled Asirvad to become **#3 MFI-NBFC** in India with the highest credit rating

Calibrated approach to growth in other loan products that are relevant to our customer base (small ticket home loans, used vehicles for self-employed customers) and MSME

Branch network of **5,000** branches with employee strength of **45,000+** on consol basis

COMPANY DNA

Operational rigor: Company has perfected the art of managing appraisal, custodial and valuation risks that are inherent in gold lending, with many firsts to its credit

Trusted brand: Safekeeping of c.**63 MT** of household gold jewellery on behalf of **2.4 mn** active customers

Appropriate use of technology: Increasing focus on technology for sourcing and underwriting credit, as well as managing risk

Conservative credit and risk management culture: Strict adherence to well defined processes, including timely auctions
Well capitalized (32% Tier 1 ratio), with strong ALM and access to diversified sources of funds

Board driven governance process

GROWTH STRATEGY

- Create market for gold loans as a mainstream, convenient and affordable product
- One stop shop for meeting customer's borrowing and protection needs (small ticket loans to underbanked customers)

FINANCIAL HIGHLIGHTS

Q2 - FY2023



KEY PERFORMANCE HIGHLIGHTS FOR Q2FY2023

Consol business performance: 45% QoQ increase in PAT

- Consolidated AUM for QE Sept'22 was INR 307 bn representing flat sequential and 7.9% YoY growth
- Consol PAT grew by 45% sequentially to INR 4095 mn (10.7% YoY), as effects of heightened competitive pressure in H2 FY22, COVID impact on Asirvad eased
- Company is currently holding excess liquidity of c. INR 20,000 mn in FDs, to meet redemptions of the 3y senior secured fixed rate notes issued in the global bond market, due in Jan 2023; negative carrying cost of excess liquidity has also had an impact on this quarter's profitability

Gold Loan Growth and Yields: AUM growth flat YoY, yield improvement continues

- Gold Loan AUM has de-grown by 6.3% sequentially and grown by 2.1% YoY. Drop in AUM has come from low-yielding (<12% yield) segment on the back of conscious rationalization of low-yielding schemes
- Net yields on Gold Loans improved from 19.4% in QE Jun'22 and 18.1% in QE Mar'22 to 21.9% in the current quarter. Yield improvement largely driven by rationalization of low-yielding schemes rolled out in H2 FY22
- While yields have significantly picked up over last 2 quarters (c.400 bps), steady state yields are likely to settle between 21%-22%, as the Company looks to take a balanced approach towards growth and profitability
- Gold Loan LTV is at 66% as on 30th Sept 2022 (vs. 65% in QE Jun'22)

Asirvad Performance: Steady improvement in asset quality, PAT up to INR 566 mn

- As we are coming to the end of COVID-related provisioning cycle in Asirvad, PAT for MFI business has increased to INR 566 mn in Q2 FY23 from a loss of INR 83 mn in Q1 FY23. Expect further reduction in credit costs and return to pre-COVID provisioning levels over coming quarters
- QE Sept'22 saw an equity infusion of c. INR 250 Cr by parent, Manappuram Finance through a rights issue; Asirvad's CRAR currently stands at 22.8%
- Collections have recovered and stabilized; collection efficiency for the quarter was at 103% vs. 102% and 99% Q1 FY23 and Q4 FY22 respectively
- Given the improved collections, NNPA is down by 20bps to 1.7% in QE Sept'22
- Given stability in asset quality, Asirvad has resumed growth trajectory. Asirvad's AUM has increased by 9.2% sequentially in Q2 FY23, on the back of strong disbursements of INR 19,186 mn

Well positioned on liquidity

- Consol cost of borrowing flat on a sequential basis during 2QFY23. Despite rate cycle uptick, we have been able to control the impact on our borrowing costs
- Strong ALM position maintained; proportion of CPs (standalone basis) is 2.4% of total liabilities, and provides buffer to mitigate the risk of rising rate cycle
- Company has raised \$100mn in funding from International Finance Corporation (IFC) in July'22
- Cash & Cash Equivalents on consol. basis at the end of QE Sept'22 stood at Rs 56,339 mn
- CRAR for Manappuram Finance stands at 31.92%. The company has maintained quarterly dividend payout at **75 paise** per share

CONSOLIDATED FINANCIAL OVERVIEW – Q2 FY2023

Particulars (Rs. Mn)	Q2 FY23	Q1 FY23	Q-o-Q %	Q2 FY22	Y-o-Y %	H1 FY23	H1 FY22	Y-o-Y %
CONSOLIDATED AUM (Rs. Bn)	307	308	-0.3%	284	7.9%	307	284	7.9%
NET INTEREST INCOME	11,679	9,974	17.1%	10,396	12.3%	21,653	21,098	2.6%
OPEX	5,525	4,890	13.0%	4,593	20.3%	10,415	8,313	25.3%
PPOP #	6,332	5,091	24.4%	6,028	5.1%	11,423	13,114	-12.9%
PAT (Rs. Mn) **	4,095	2,819	45.2%	3,699	10.7%	6,914	8,067	-14.3%
EPS *	19.3	13.4	43.6%	17.5	10.5%	16.3	19.1	-14.4%
ROA %	4.6	3.3	38.2%	4.7	-1.6%	3.9	4.9	-20.6%
ROE %	18.6	13.3	39.8%	18.9	-1.5%	15.9	21.1	-24.5%
BVPS (In Rs.)	105.8	101.3	4.5%	94.1	12.4%	105.8	94.1	12.4%
NETWORTH (Rs. Mn)	89,577	85,760	4.5%	79,679	12.4%	89,577	79,679	12.4%
COST OF FUNDS %	8.1	8.1	-0.6%	8.5	-5.6%	7.8	8.3	-4.9%

AUM: Assets Under Management | ** Net Profit: PAT (Before OCI and MI) | # PPOP : (PBT+Provision) |

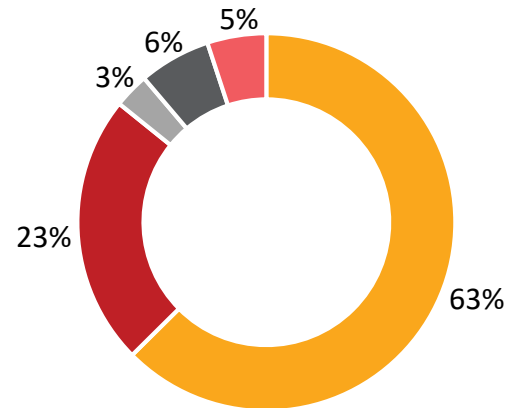
*Annualised EPS

CONSOLIDATED OPERATIONAL OVERVIEW – Q2FY2023

Particulars	Q2FY23	Q1FY23	Q-o-Q %	Q2 FY22	Y-o-Y %
GOLD AUM (Rs. Bn)	192	205	-6.3%	188	2.1%
GOLD TONNAGE	63	67	-6.7%	65	-3.5%
GOLD BRANCHES (Nos)	3,897	3,844	1.4%	3,640	7.1%
GOLD CUSTOMERS (in Mn)	2.4	2.5	-1.6%	2.5	-4.3%
NON-GOLD AUM (Rs Bn)	115	103	11.5%	96	19.3%
NON-GOLD BRANCHES (Nos)	1,245	1,243	0.2%	1,218	2.2%
MFI CUSTOMERS (in Mn)	2.7	2.5	5.1%	2.6	4.6%
VEF/SME CUSTOMERS (in Mn)	0.2	0.2	9.7%	0.1	43.9%

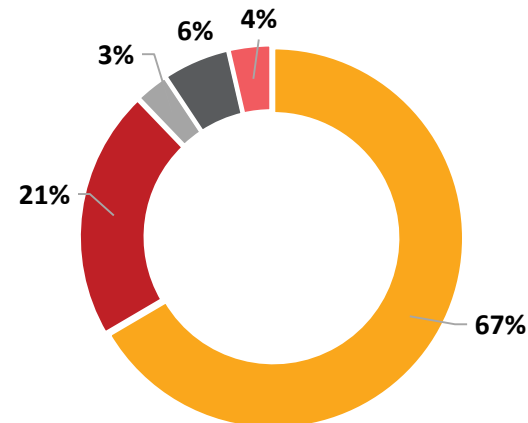
Note – In Asirvad Microfinance Ltd , we have opened 373 nos dedicated Gold Loan Branches as of now

Q2FY23



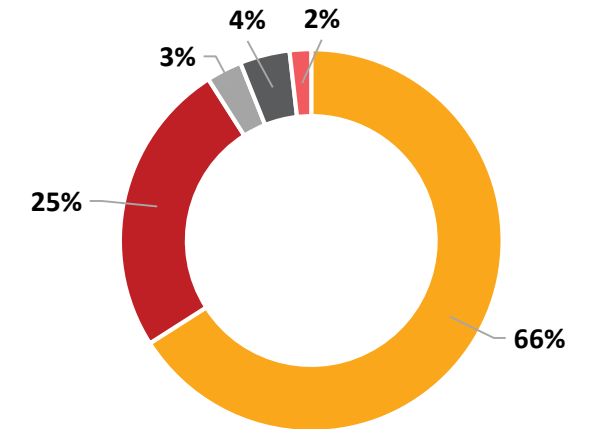
■ Gold ■ MFI ■ HFC ■ VEF ■ Others

Q1FY23



■ Gold ■ MFI ■ HFC ■ VEF ■ Others

Q2FY22



■ Gold ■ MFI ■ HFC ■ VEF ■ Others

Particulars (Rs. Mn)	Q2 FY23	Q1 FY23	Q-o-Q %	Q2 FY22	Y-o-Y %
Gold	1,91,903	2,04,708	-6.3%	1,88,037	2.1%
MFI	71,181	65,461	8.7%	70,299	1.3%
HFC	9,216	8,748	5.4%	7,322	25.9%
VEF	18,855	17,550	7.4%	12,671	48.8%
MSME and Others	15,494	11,128	39.2%	5,887	163.2%
Total	3,06,650	3,07,595	-0.3%	2,84,216	7.9%

CONSOLIDATED PROFIT & LOSS STATEMENT FOR Q2FY2023

Particulars (Rs. Mn)	Q2 FY23	Q1 FY23	Q-o-Q %	Q2 FY22	Y-o-Y %	H1 FY23	H1 FY22	YoY %
Closing AUM (Rs. Bn)	307	308	-0.3%	284	7.9%	307	284	7.9%
Income from Operations	16,963	15,020	12.9%	15,319	10.7%	31,982	30,952	3.3%
Finance expenses	5,284	5,046	4.7%	4,924	7.3%	10,330	9,855	4.8%
Net interest income	11,679	9,974	17.1%	10,396	12.3%	21,653	21,098	2.6%
Employee expenses	3,642	3,138	16.0%	2,878	26.5%	6,780	5,183	30.8%
Other operating expenses	1,883	1,752	7.5%	1,715	9.8%	3,635	3,130	16.1%
Pre provision profit	6,154	5,083	21.1%	5,803	6.0%	11,237	12,785	-12.1%
Provisions/Bad debts	805	1,283	-37.2%	1,078	-25.3%	2,088	2,300	-9.2%
Other Income	179	7	2297.3%	225	-20.6%	186	329	-43.5%
Profit before Tax	5,527	3,808	45.2%	4,950	11.7%	9,335	10,814	-13.7%
Tax	1,432	989	44.9%	1,251	14.5%	2,421	2,747	-11.9%
PAT before OCI	4,095	2,819	45.2%	3,699	10.7%	6,914	8,067	-14.3%

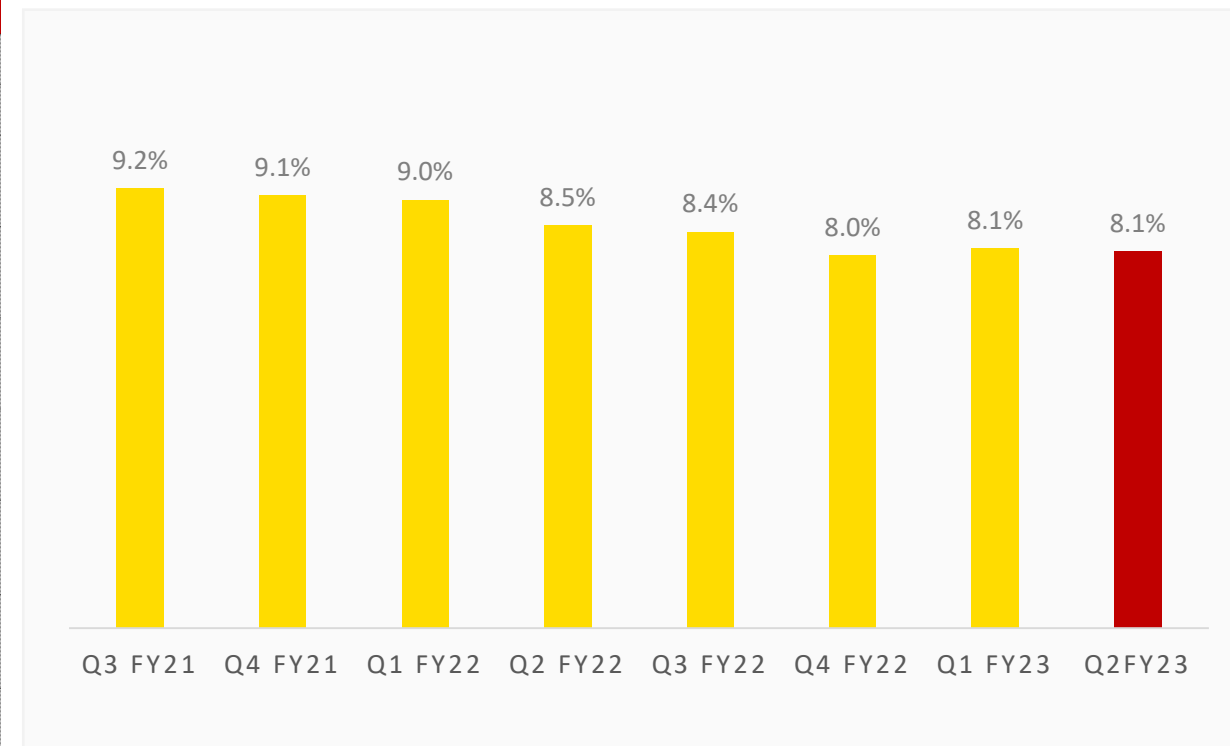
CONSOLIDATED BALANCE SHEET FOR Q2FY2023

Particulars (Rs. Mn)	Sep-22	Jun-22	Q-o-Q %	Sep-21	Y-o-Y %
Cash & Bank Balances	56,339	21,519	161.8%	45,784	23.1%
Investments	4,156	4,150	0.2%	3,220	29.1%
Loans & Advances	2,90,762	2,95,678	-1.7%	2,77,588	4.7%
Fixed Assets	3,815	3,662	4.2%	3,073	24.1%
Other Assets	14,959	13,619	9.8%	13,116	14.1%
Total Assets	3,70,032	3,38,628	9.3%	3,42,781	7.9%
Share Capital	1,693	1,693	0.0%	1,693	0.0%
Reserves & Surplus	87,884	84,067	4.5%	77,986	12.7%
Borrowings	2,67,567	2,39,708	11.6%	2,50,241	6.9%
Other Liabilities & Provisions	12,716	13,000	-2.2%	12,700	0.1%
Minority Interest	171	159	7.7%	161	6.4%
Total Liabilities	3,70,032	3,38,628	9.3%	3,42,781	7.9%

WELL CAPITALIZED, PRUDENT LIABILITIES STRATEGY WITH REDUCING COF

Cost of borrowing (Consolidated)

Access to diversified sources of funding (Consolidated, Rs Mn)						
Borrowing Mix	Q2 FY22		Q1 FY23		Q2 FY23	
	Amount	%	Amount	%	Amount	%
WCDL / CC	63,685	25.4%	75,012	31.1%	61,792	23.1%
Term Loan	60,620	24.2%	73,011	27.0%	1,03,140	38.5%
NCD & Bond	84,826	33.9%	60,967	27.6%	67,980	25.4%
ECB	27,171	10.9%	28,478	11.5%	27,919	10.4%
Commercial Paper	13,921	5.6%	2,224	2.9%	6,720	2.5%
Others	18	0.0%	16	0.0%	16	0.0%
Total	2,50,241	100.0%	2,39,708	100.0%	2,67,567	100.0%



Received rating upgrade from S&P to BB- from B+ in Oct 2021

Received rating upgrade from CRISIL to AA in Sep 2019

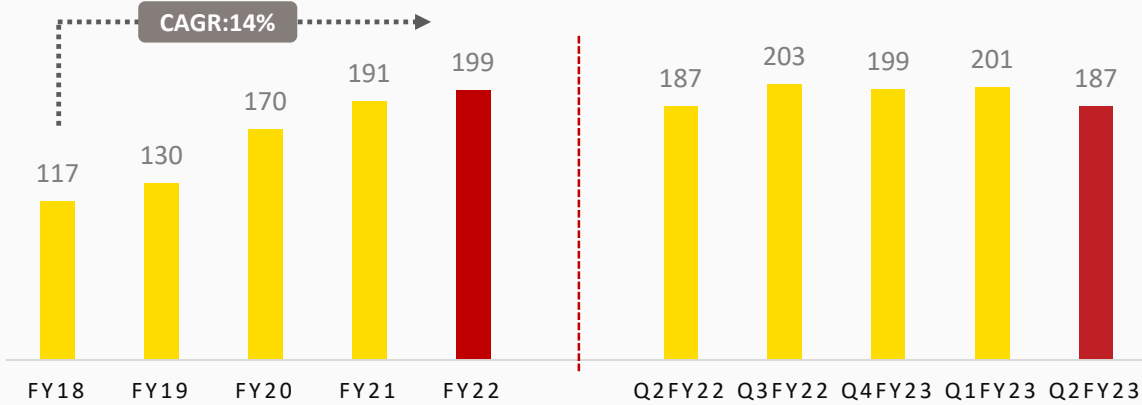
Raised \$300m of MTN by issuing a listed bond in Jan 2020

Rated BB- by S&P and Fitch

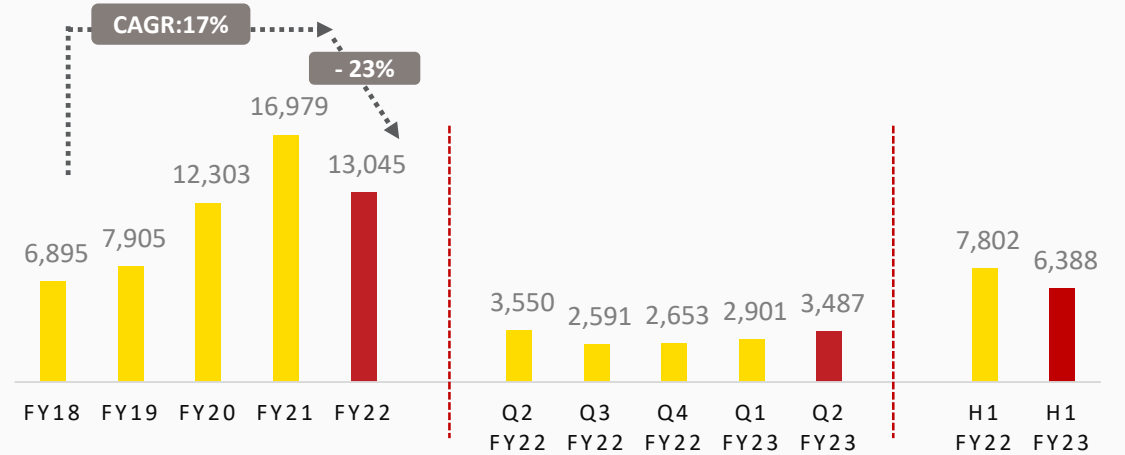
Subsidiary credit rating of CRISIL AA- for Asirvad and HFC

STANDALONE RESULT ANALYSIS Q2 & 6M FY2023

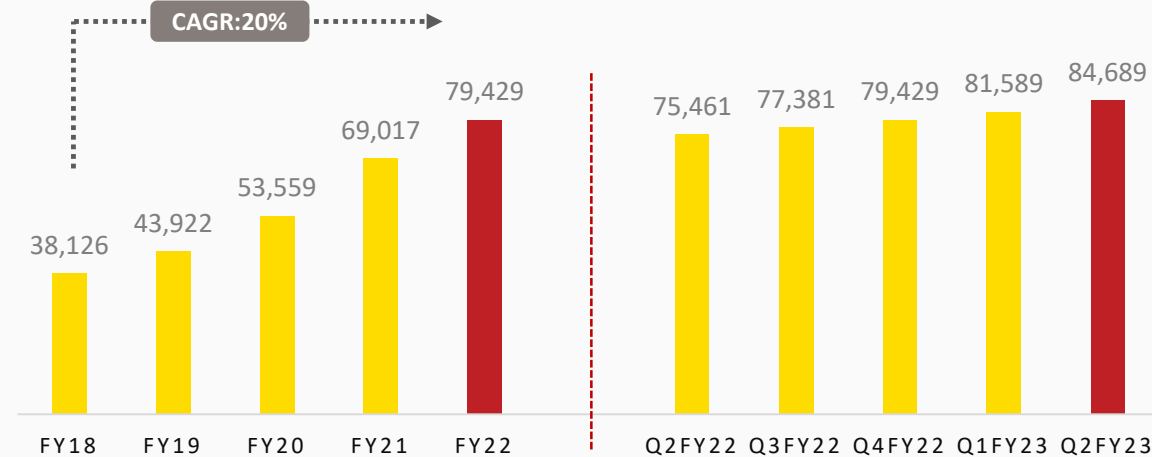
GOLD LOAN AUM (Rs. Bn)



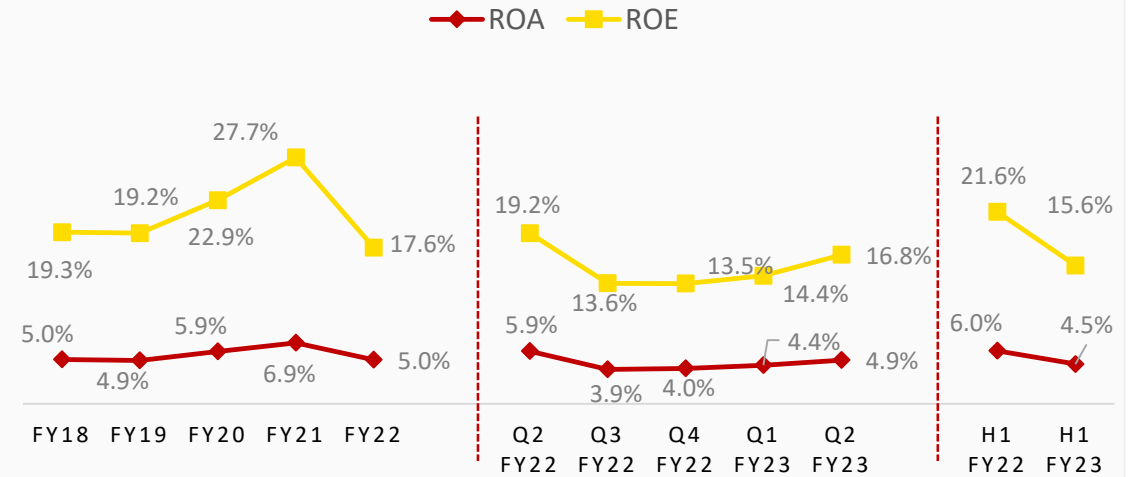
NET PROFIT (Rs. Mn)



NET WORTH (Rs. Mn)

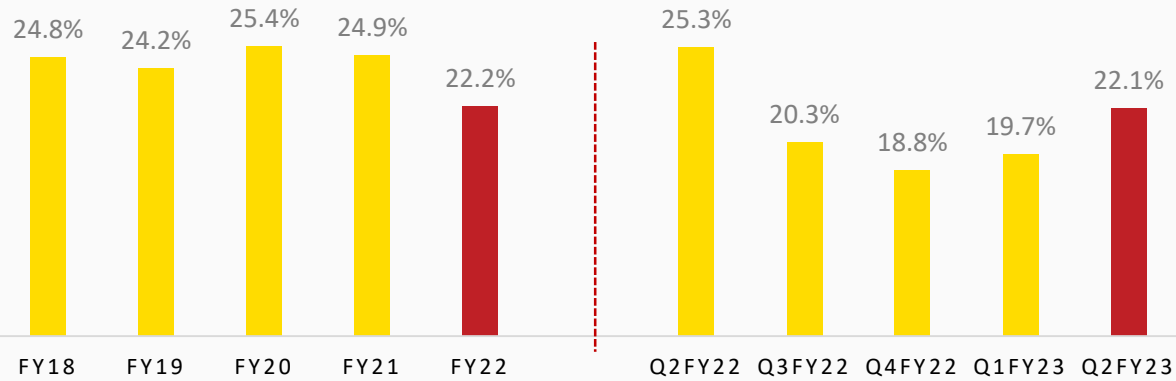


RETURN RATIOS %

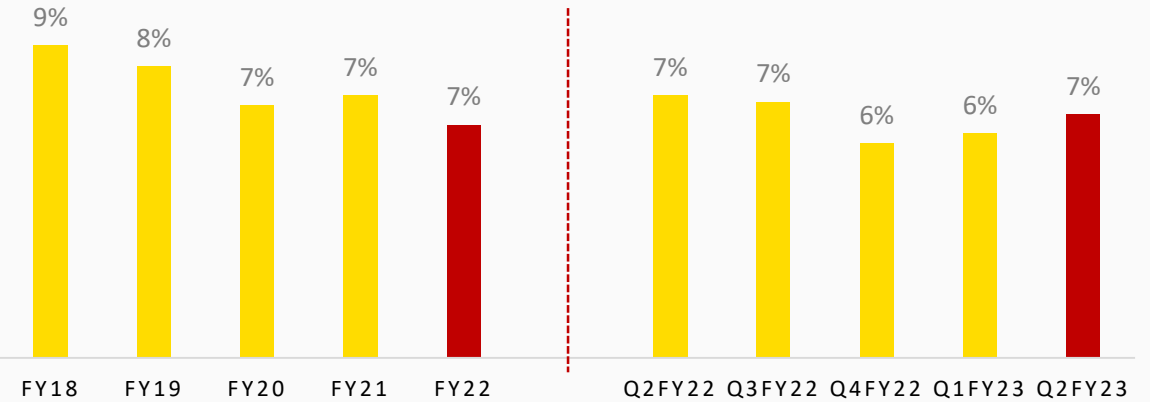


STANDALONE RESULT ANALYSIS Q2 FY2023

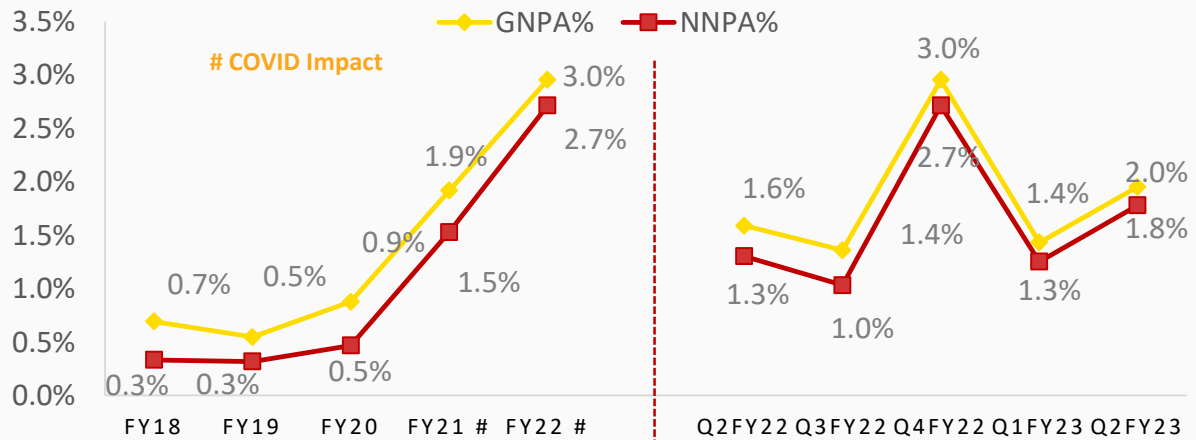
NET YIELD (%)



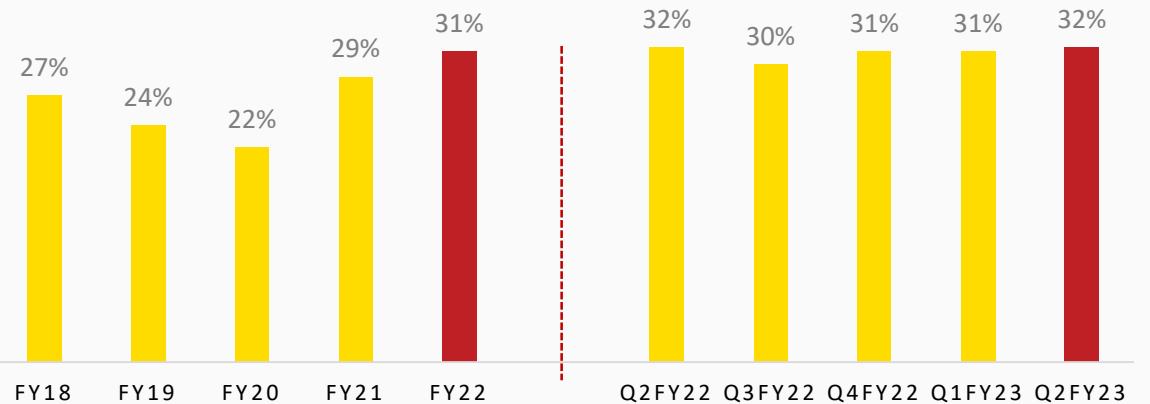
OPEX TO AUM %



NPA ANALYSIS %



CAPITAL ADEQUACY RATIO %



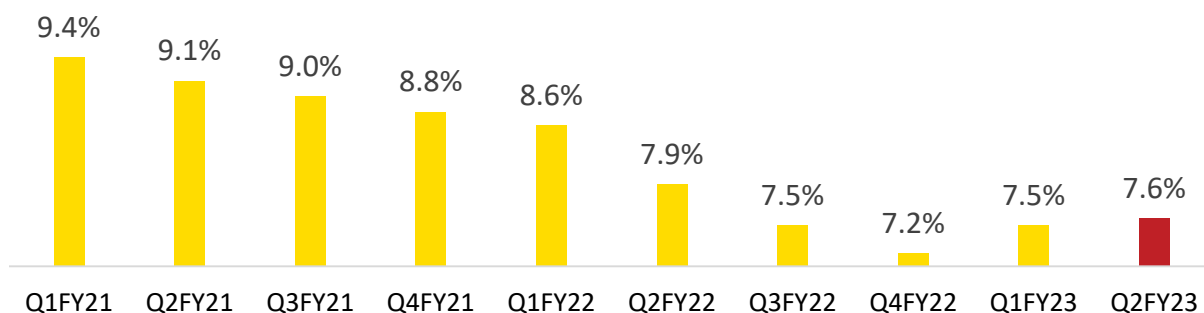
Note- -GNPA as per RBI Circular dated Nov 12,2021 on IRACP norms

STANDALONE BORROWING PROFILE FOR Q2FY2023

Access to diversified sources of funding (Standalone, Rs Mn)

Borrowing Mix	Q2FY22		Q1FY23		Q2FY23	
	Amount	%	Amount	%	Amount	%
WCDL/CC	63,586	35.4%	74,791	41.3%	61,497	29.9%
Term Loan	12,786	7.1%	33,522	18.5%	62,957	30.7%
NCD & Bonds	63,548	35.4%	45,700	25.2%	51,262	25.0%
ECB	25,874	14.4%	25,225	13.9%	24,666	12.0%
Commercial Paper	13,921	7.7%	1,974	1.1%	4,976	2.4%
Others	17	0%	15	0.0%	15	0.0%
Total	1,79,714	100.0%	1,81,227	100.0%	2,05,372	100.0%

COST OF BORROWING %



DOMESTIC RATING



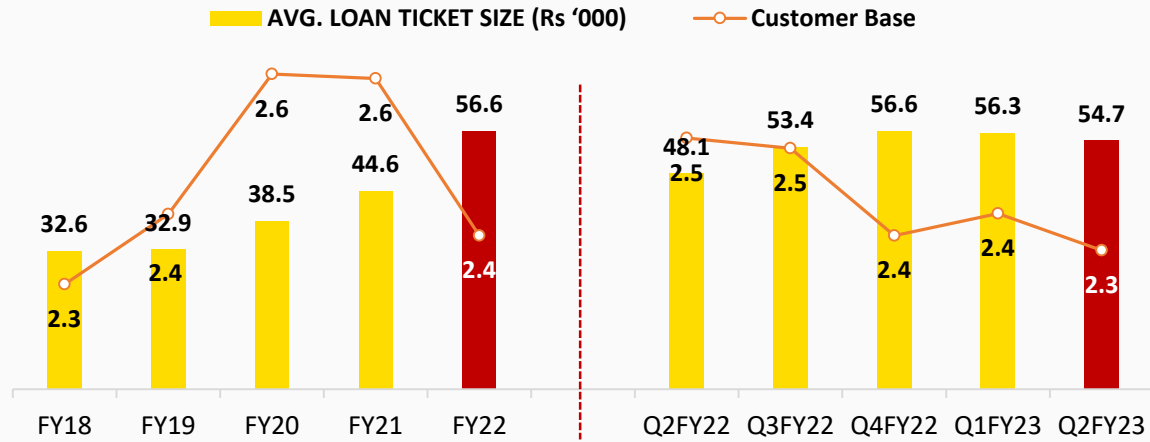
INTERNATIONAL RATING



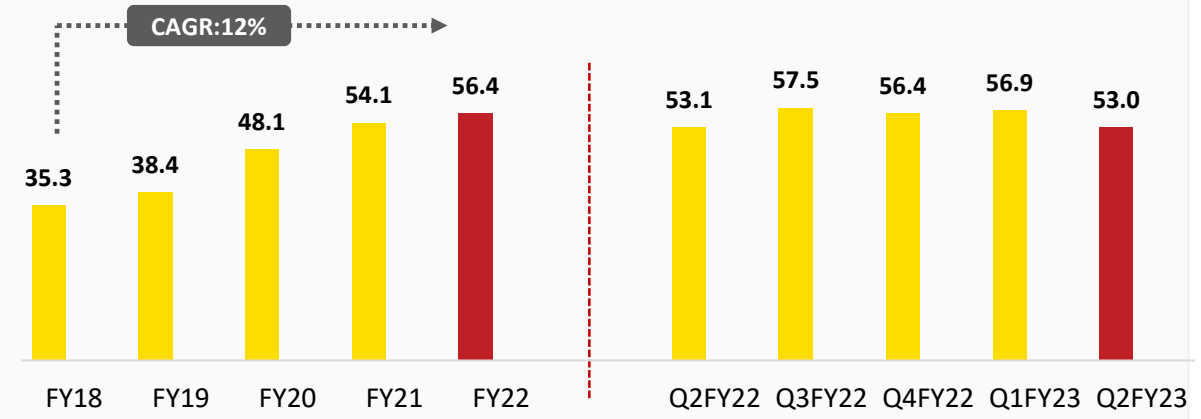
SEGMENTAL PERFORMANCE



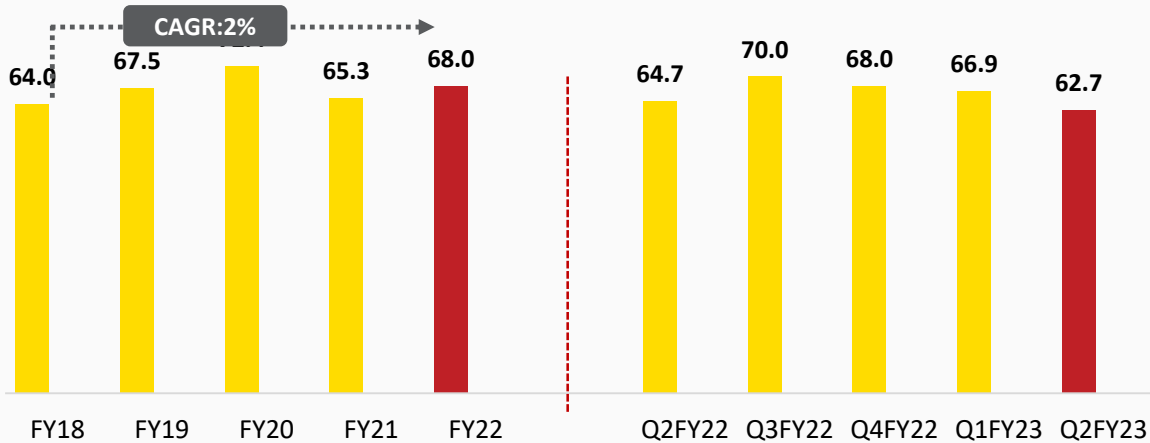
AVG. LOAN TICKET SIZE (Rs '000) CUSTOMER BASE (Mn)



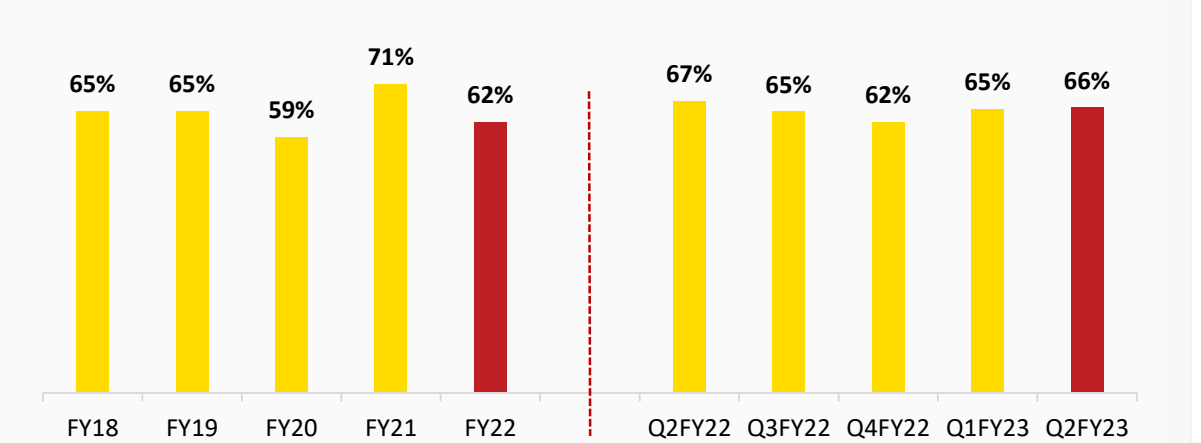
Gold AUM PER BRANCH (Rs Mn)



GOLD HOLDINGS (TONNAGE)



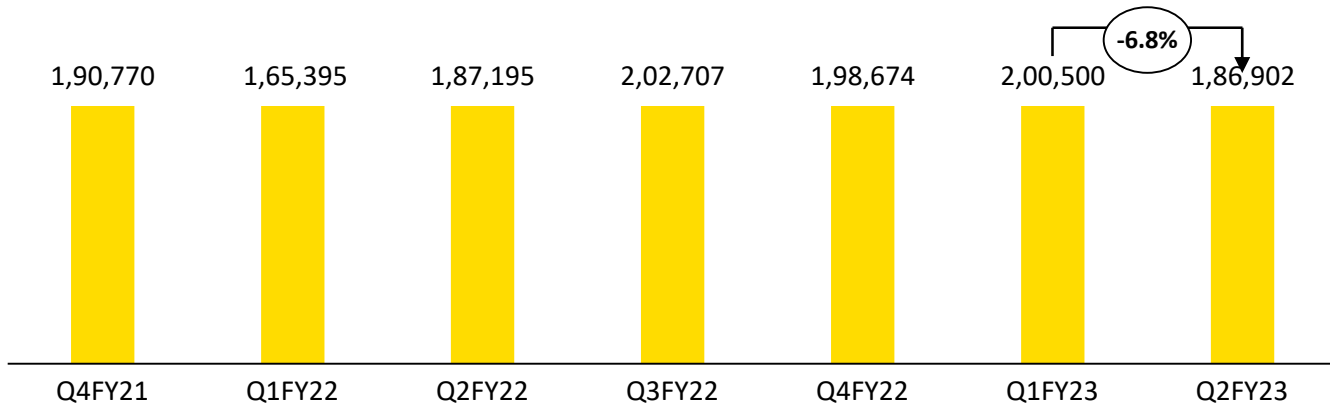
LTV (%)



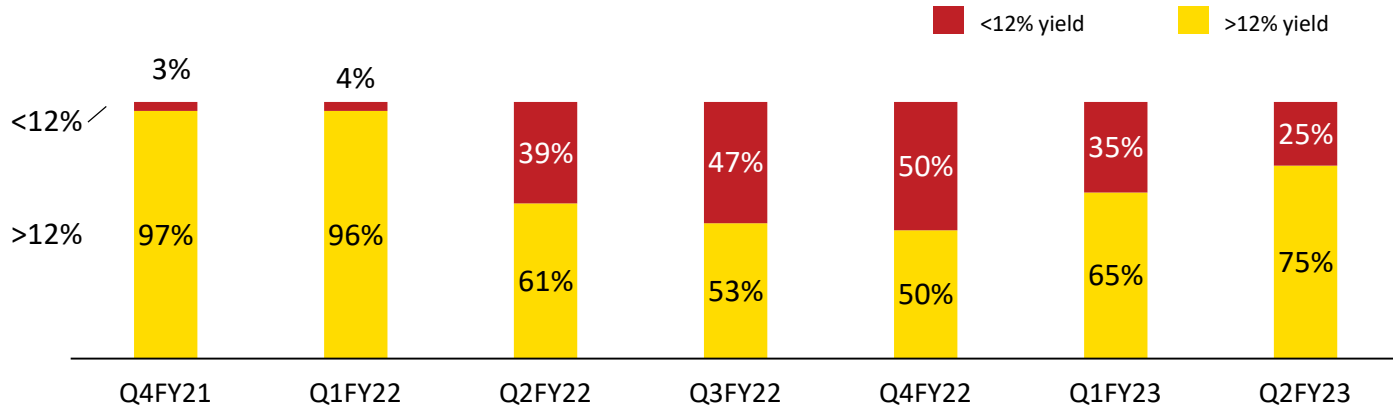
Quarterly LTV (%)

GOLD AUM: DROP IN AUM IN Q2 PREDOMINANTLY FROM <12% YIELD PORTFOLIO

Gold AUM, Quarterly (Rs Mn)



AUM split by Yield %



AUM change
(INR Mn), Q1-
Q2 FY23

-2434

+1074

- Company had launched <12% yielding schemes in the face of heightened competitive intensity from Banks and Fintechs in H2 FY22 (as called out previously)
- Conscious rationalization of low-yielding schemes from over last 2 quarters has resulted in loss of AUM in more competitive, low-yielding segments. Rest of portfolio has grown c.8% sequentially
- Company expects this trend to stabilize and correct over coming quarters, as it adopts a measured approach to growth and profitability



Online Gold Loan



Digital Marketing



Local Marketing Activities



Celebrity Endorsement



Business Associates / DSA Channel Business



Doorstep Gold Loan



Relocation & Revitalization of Non-performing branches

- Low interest rate sensitivity given small ticket size, short tenor and convenience of product



- Significant operating expense leverage as new branches mature
- Manappuram has undertaken various cost rationalization initiatives e.g. introduction of cellular vaults which has resulted in INR 521m average opex saving annually

GOLD LOAN PAN INDIA PRESENCE (Q2FY2023)

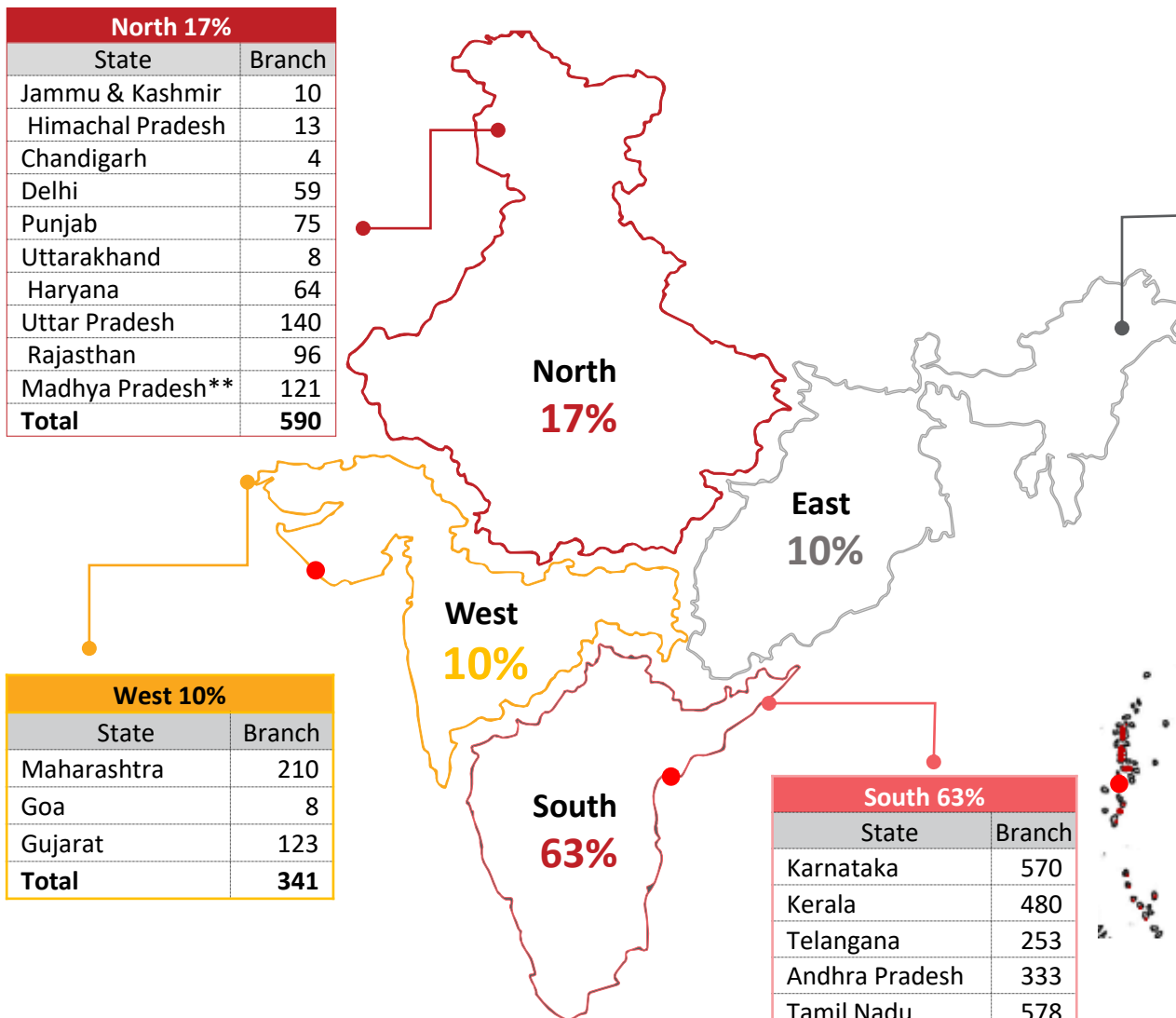
North 17%	
State	Branch
Jammu & Kashmir	10
Himachal Pradesh	13
Chandigarh	4
Delhi	59
Punjab	75
Uttarakhand	8
Haryana	64
Uttar Pradesh	140
Rajasthan	96
Madhya Pradesh**	121
Total	590

East 10%	
State	Branch
Assam	18
Bihar	24
Tripura	2
Jharkhand	12
West Bengal	105
Chhattisgarh	51
Odisha	150
Total	362

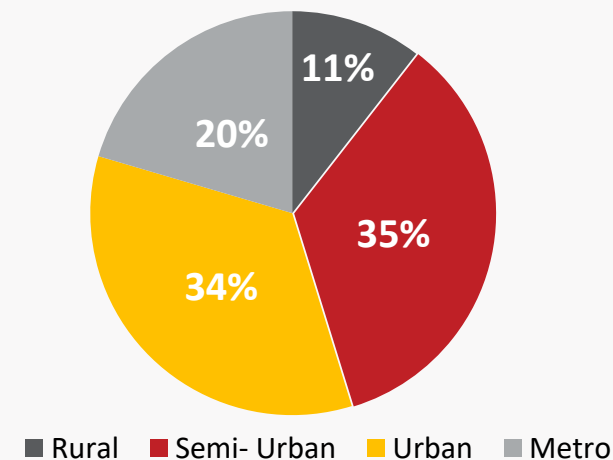
West 10%	
State	Branch
Maharashtra	210
Goa	8
Gujarat	123
Total	341

Union Territories	
State	Branch
Daman Diu	3
Andaman & Nicobar	5
Puducherry	9
Total	17

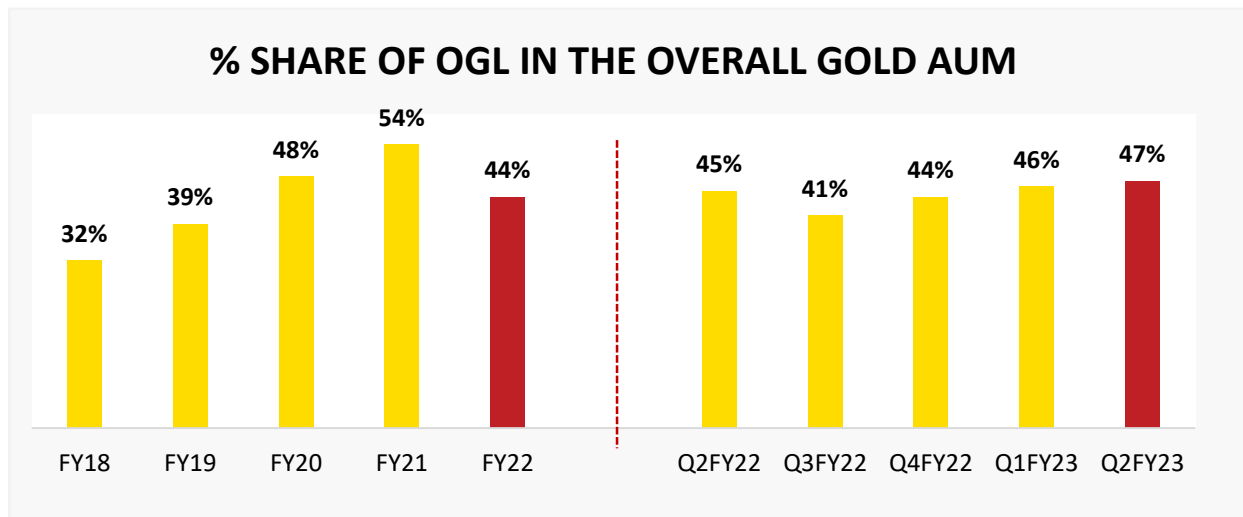
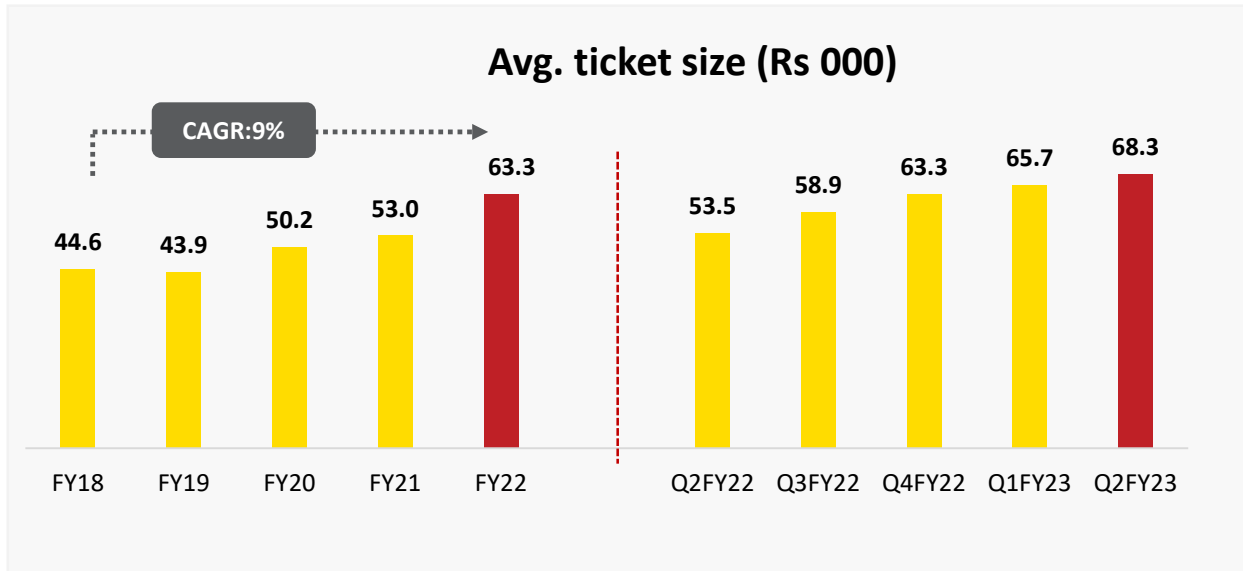
South 63%	
State	Branch
Karnataka	570
Kerala	480
Telangana	253
Andhra Pradesh	333
Tamil Nadu	578
Total	2,214



GOLD AUM Rural Urban Mix – Q2 FY23



** - Considering Madhya Pradesh in North Region



ONLINE GOLD LOANS SUPERIOR FOR CUSTOMERS

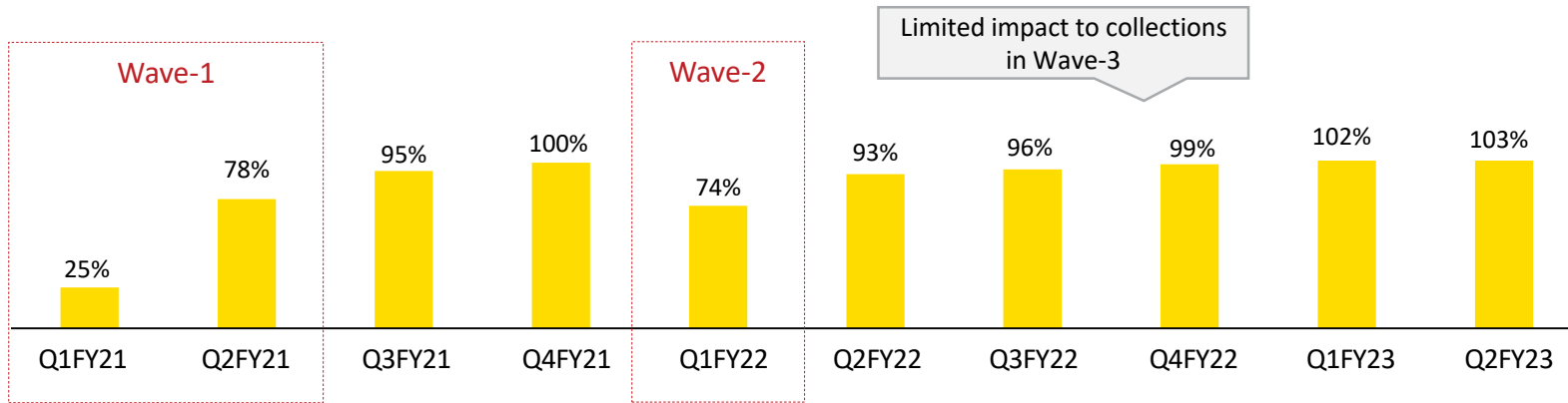
- 1 First NBFC to launch Online Gold Loan (OGL) in September 2015
- 2 Facility enables customers to avail a gold loan anytime, from anywhere in the world against gold stored in Manappuram branch
- 3 Instant fund transfer upto pre-approved limits
- 4 Online APP is available in different regional languages for ease of customers
- 5 Easy documentation, instant approval, convenient 24x7 online repayment
- 6 Hassle-free, paper-less transactions online

ASIRVAD MICROFINANCE RESULTS FOR Q2FY2023

Particulars (Rs in Mn)	Q2 FY23	Q1 FY23	Q-o-Q %	Q2 FY22	Y-o-Y %	H1 FY23	H1 FY22	Y-o-Y %
Closing AUM	76,606	70,125	9.2%	71,625	7.0%	76,606	71,625	7.0%
Income from Operations	4,055	3,606	12.4%	3,321	22.1%	7,662	6,290	21.8%
Finance expenses	1,462	1,394	4.9%	1,421	2.9%	2,856	2,613	9.3%
Net interest income	2,593	2,212	17.2%	1,900	36.5%	4,805	3,676	30.7%
Employee expenses	1,043	773	35.0%	652	60.1%	1,816	1,187	53.0%
Other operating expenses	349	370	-5.7%	344	1.3%	719	627	14.7%
Pre provision profit	1,201	1,069	12.3%	904	32.9%	2,270	1,863	21.9%
Provisions/Bad debts	575	1,187	-51.5%	962	-40.2%	1,762	1,867	-5.6%
Other Income	108	7	1378.0%	225	-52.0%	115	282	-59.0%
Profit before Tax	734	-110	n.m	167	339.9%	624	278	124.7%
Tax	168	-27	n.m	44	281.2%	140	78	79.5%
PAT before OCI	566	-83	n.m	123	360.9%	483	199	142.4%
Borrowings	56,171	51,994	8.0%	65,415	-14.1%	56,171	65,415	-14.1%
Net Worth	13,763	10,624	29.5%	10,724	28.3%	13,763	10,724	28.3%

ASIRVAD MICROFINANCE: COLLECTION EFFICIENCY AND ASSET QUALITY STEADILY IMPROVING

Quarterly Collection Efficiency¹ (%) for Asirvad



COVID related disruptions had impacted Asirvad profitability; recovery continues

- Collections took a hit with strict lockdowns in COVID Waves 1 & 2
- While GNPA is still optically high, it has been adequately provided for. NNPA is c.1.7%. Since Jun 22, flows across buckets have stabilized and the Company is of the view that the provisioning cycle is largely complete
- Provisioning likely to normalize to pre-COVID levels over coming quarters

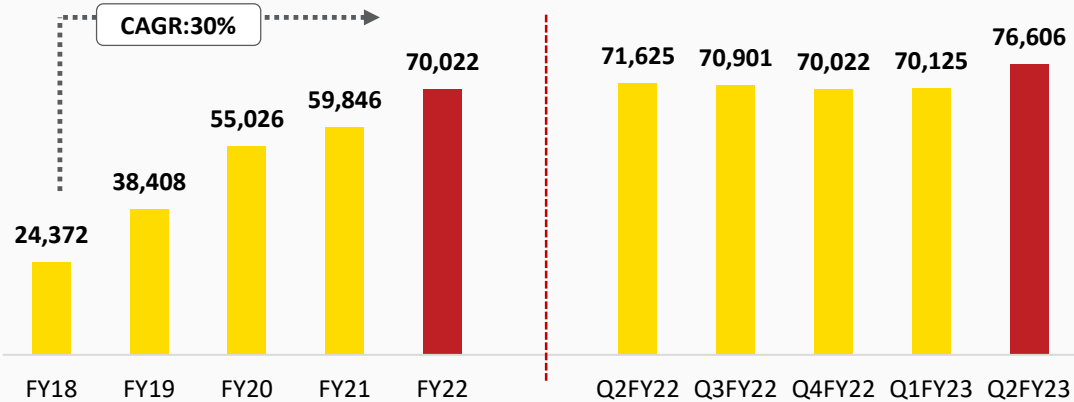
Evolution of Asset Quality

Particulars	Q1FY21	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23
Stage - I	97.2%	88.7%	93.2%	87.1%	86.8%	87.3%
Stage - II	0.7%	10.2%	5.6%	11.2%	5.4%	3.9%
Stage III	2.1%	1.1%	1.3%	1.7%	7.7%	8.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

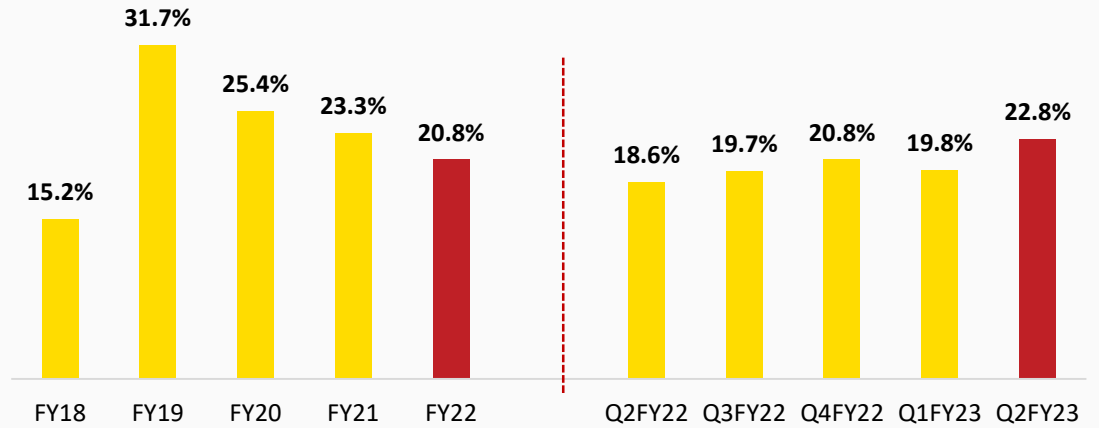
(1) Collection Efficiency including overdue collections

ASIRVAD MICROFINANCE RESULT ANALYSIS FOR Q2FY2023

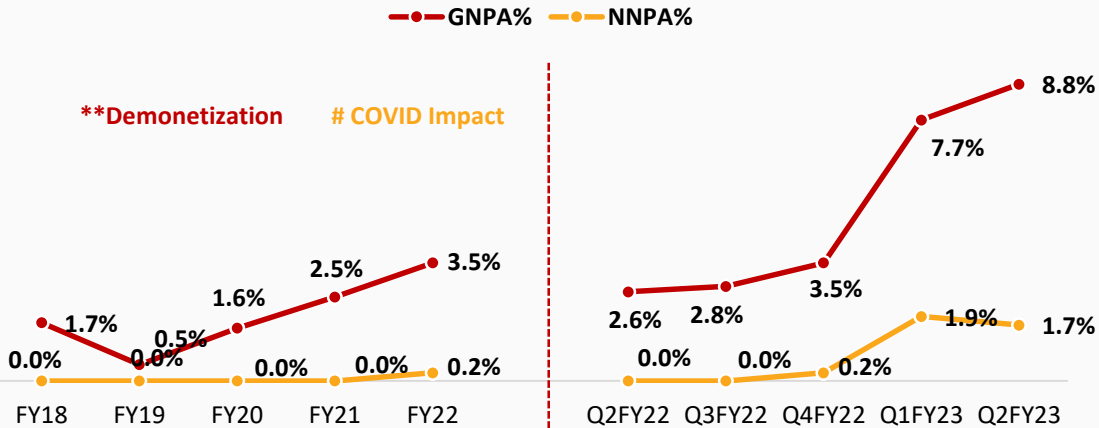
ASIRVAD AUM (Rs Mn)



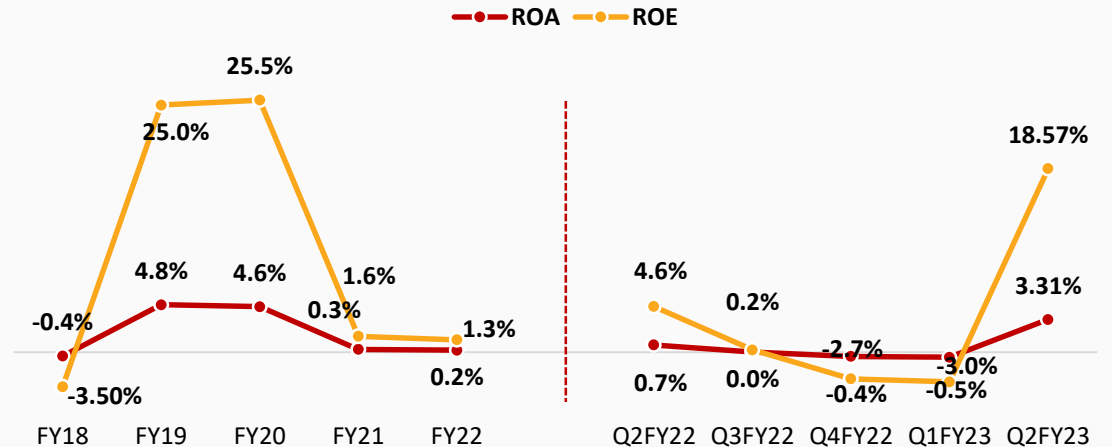
CAPITAL ADEQUACY RATIO %



NPA ANALYSIS % *



RETURN RATIOS %

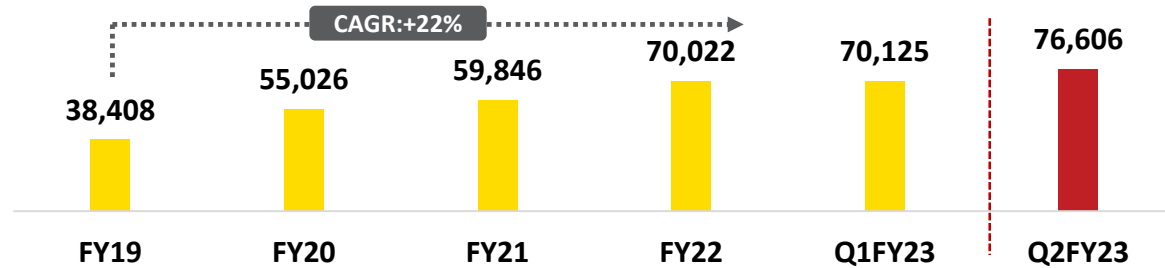


* NPA recognized at 90 Days

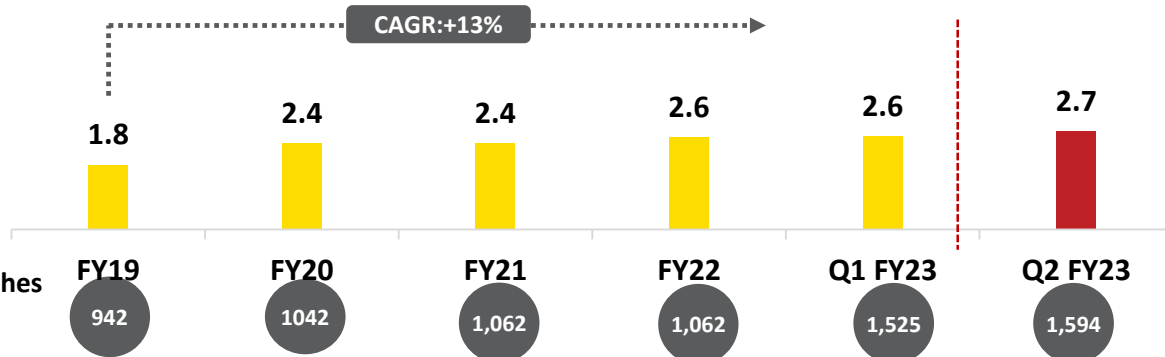
ASIRVAD MICROFINANCE BUSINESS AND PRODUCTIVITY METRICS

GROWTH

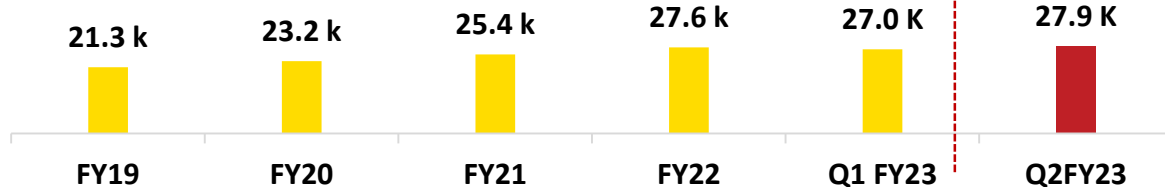
AUM (INR mn)



Number of borrowers (mn)

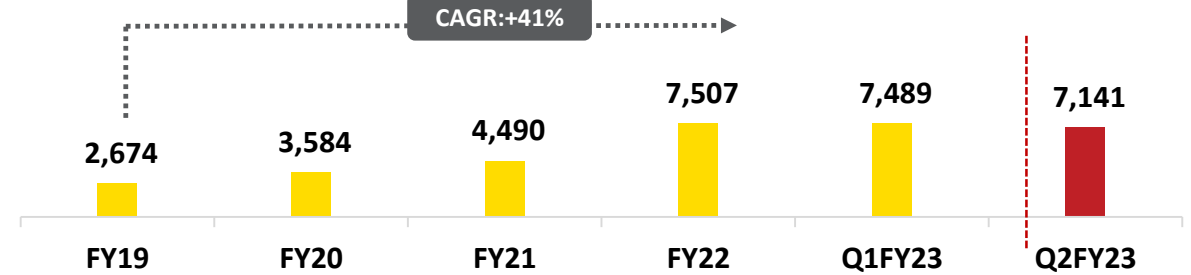


AUM / borrower (thousands)

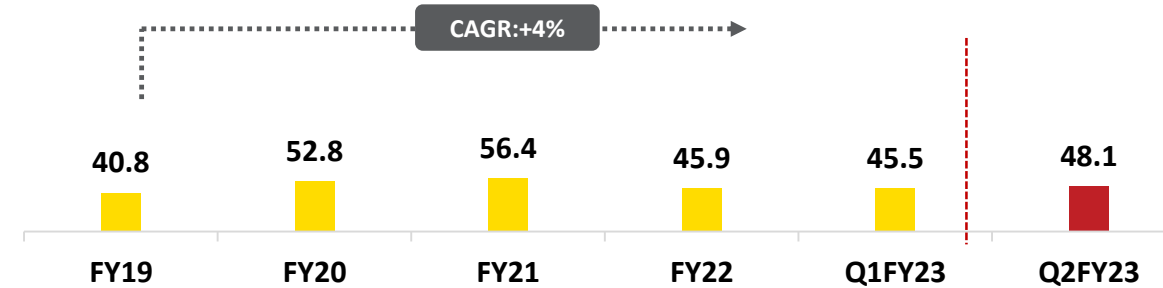


PRODUCTIVITY

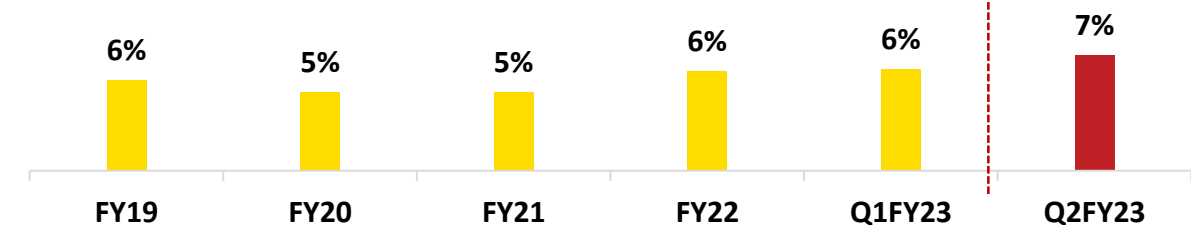
Number of loan officers



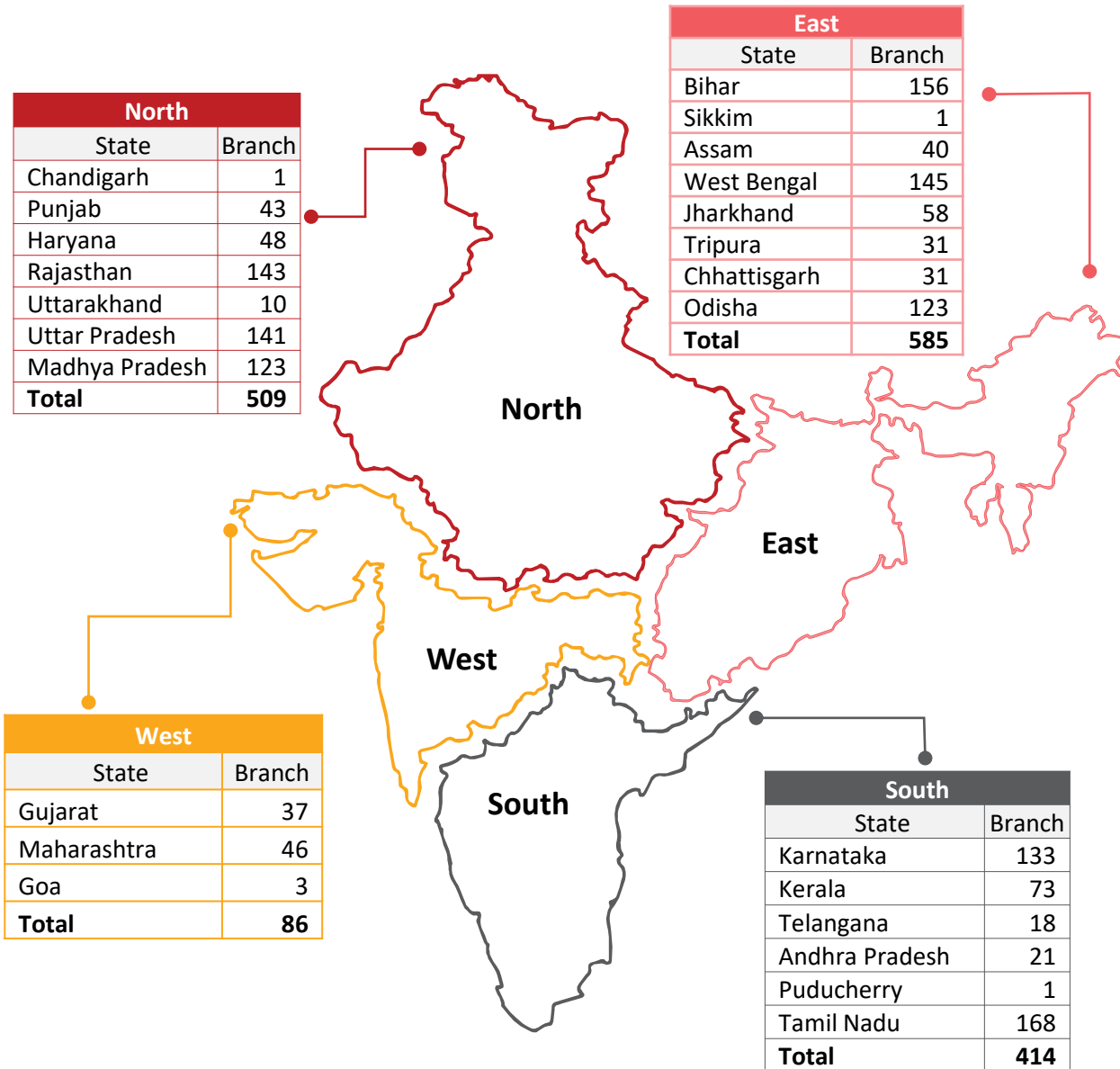
AUM / branch (INR mn)



Opex / AUM



ASIRVAD MICROFINANCE PAN INDIA PRESENCE (Q2FY2023)



MFI AUM - STATEWISE BREAKUP

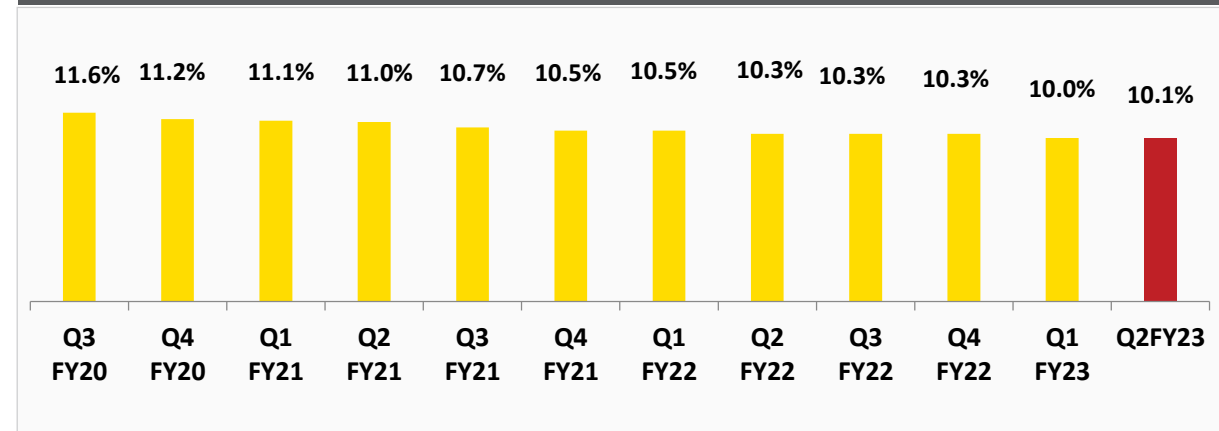
Tamil Nadu	15%
West Bengal	11%
Bihar	12%
Karnataka	9%
Uttar Pradesh	9%
Kerala	6%
Madhya Pradesh	6%
Jharkhand	5%
Rajasthan	6%
Odisha	6%
Maharashtra	3%
Others	13%

ASIRVAD MICROFINANCE LIABILITIES OVERVIEW FOR Q2FY2023

BORROWING MIX (Rs. Mn)

Borrowing Mix	Q2 FY22		Q1FY23		Q2FY23	
	Amount	%	Amount	%	Amount	%
Term Loan from Banks and FIs	39,997	61.1%	29,611	57.0%	31,717	56.5%
Refinance	5,442	8.3%	8,469	16.3%	7,593	13.5%
Debentures	17,791	27.2%	11,239	21.6%	13,189	23.5%
Tier II Sub Debt	2,185	3.3%	2,674	5.1%	2,177	3.9%
Commercial Paper	0	0	0	0.0%	1,495	2.7%
Securitisation - PTC	0	0	0	0.0%	0	0.0%
Total	65,415	100.0%	51,994	100.0%	56,171	100.0%

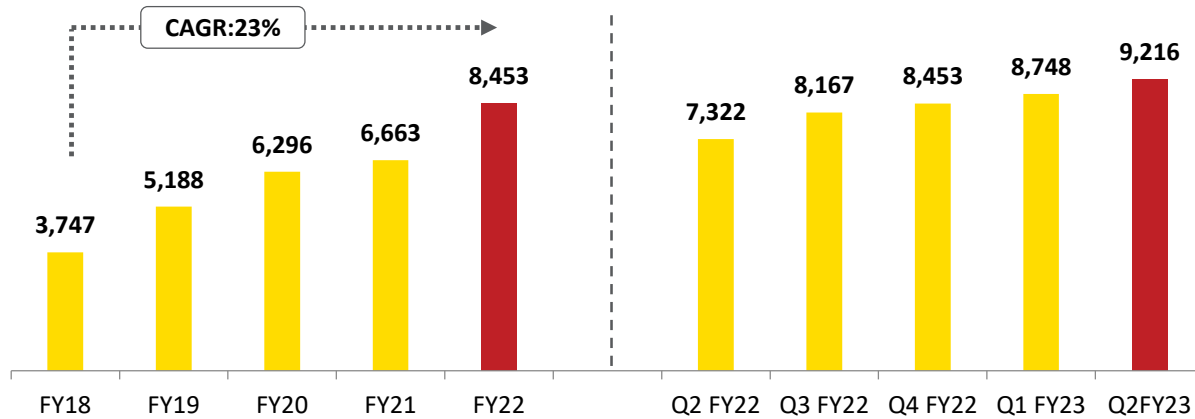
COST OF FUNDS



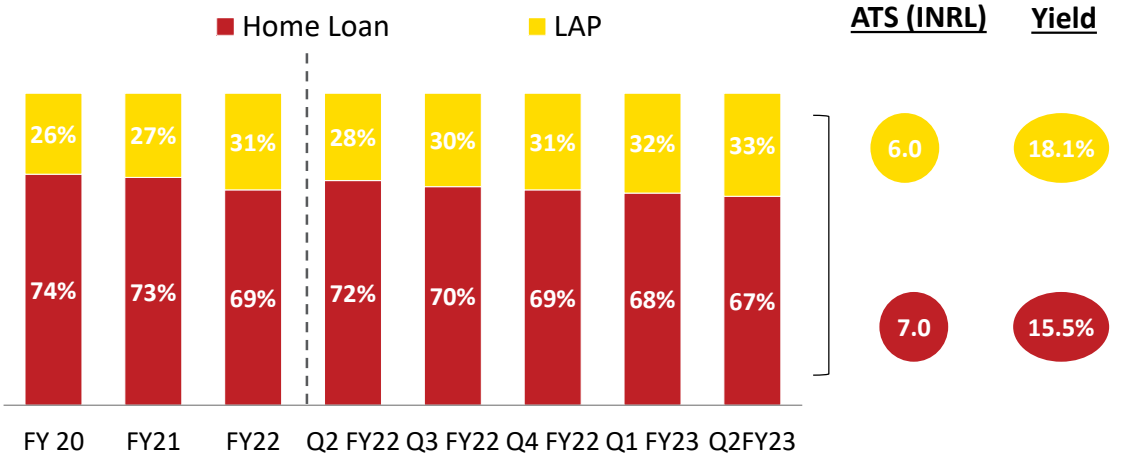
CREDIT RATING



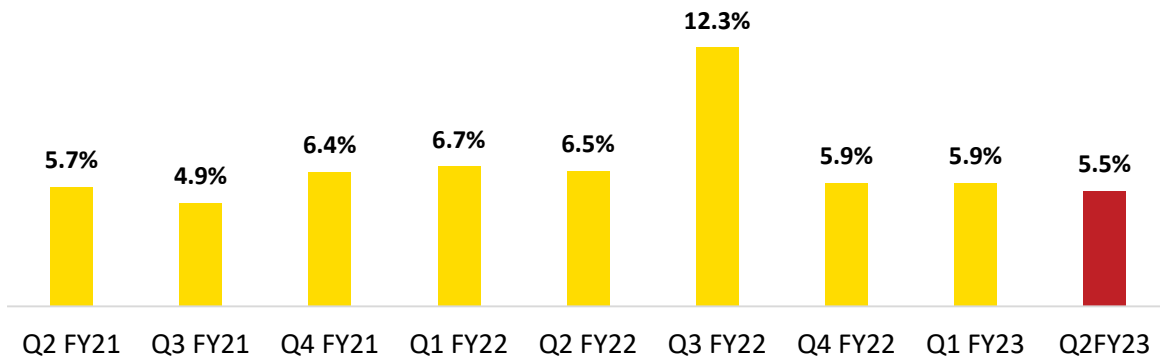
AUM EVOLUTION (Rs. Mn)



AUM MIX (%)



GNPA %



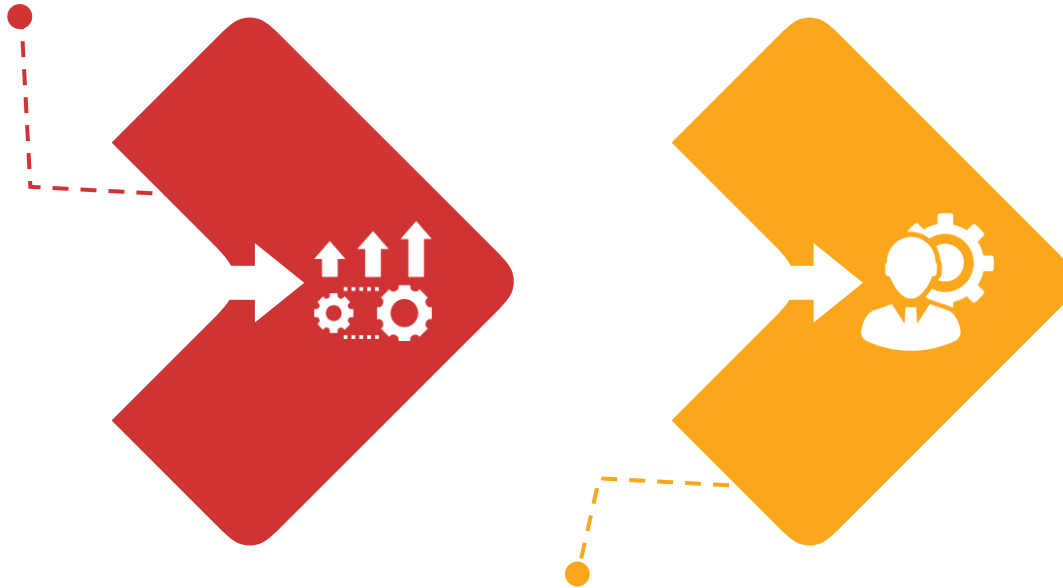
OPERATING OVERVIEW

- Started commercial operations in January 2015
- Focus on Affordable Housing for Mid to Low income self-employed customers (78% self-employed)
- Focus on South and West India, 74 branches; 85% self sourced business
- Rated AA - /Stable (Long Term) & A1+ (Short Term) by CRISIL
- Rated AA - /(Stable) (Long Term) by CARE
- Rated AA - /(Stable) (Long Term) by Brickwork

Note- Q3 FY22 onwards -GNPA as per RBI Circular dated Nov 12,2021 on IRACP norms

4: Growth drivers for future expansion

- Riding on the parent's brand equity and pan India presence for scaling up the business
- Low-cost operation model based on co-location with parent branches
- Investment in training and development of human resource through online mode

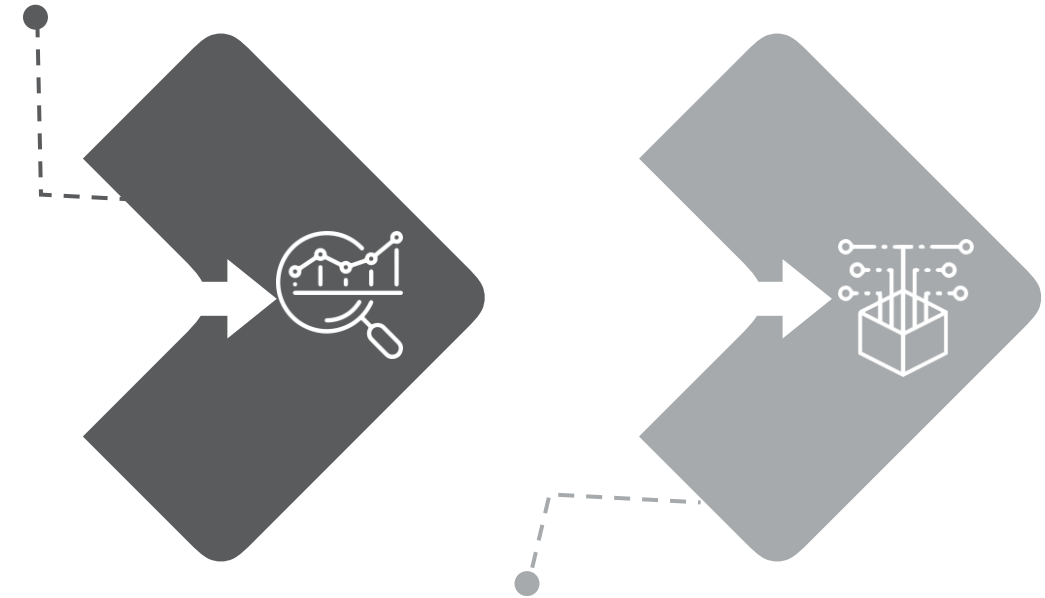


3: Customer Servicing and Collection management

- A Strong Customer Relationship Management Team
- Adopting digital payment platforms for managing EMI collections efficiently
- A dedicated in-house local collection team

2: Underwriting

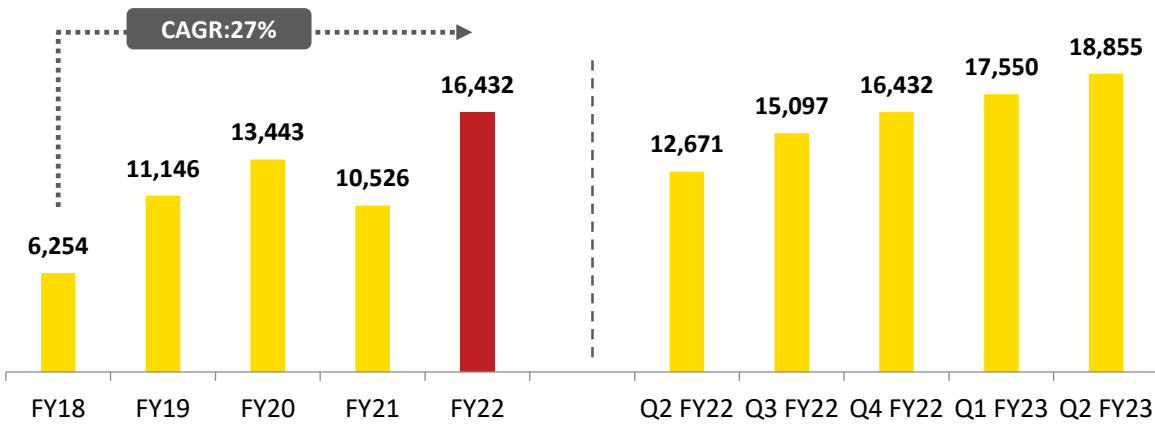
- Decentralized underwriting and disbursement for lower ticket size loans
- Compliance with policy parameters via ground-level Credit Audit and Centralized credit monitoring
- Focus on lower ticket size loans across all products



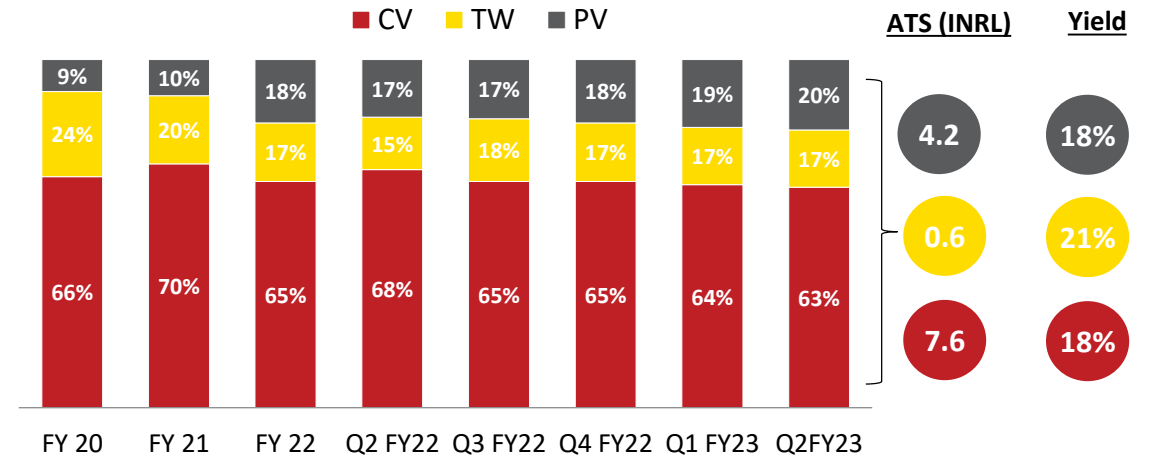
1: Origination and Sourcing

- Better penetration in 3-tier and 4-tier towns
- Increased emphasis on direct sourcing through ground-level marketing
- Prioritizing the marketing of PMAY scheme (Government Subsidy Scheme)
- Diverse product portfolio – Express loan and Mahila loan with significant benefits

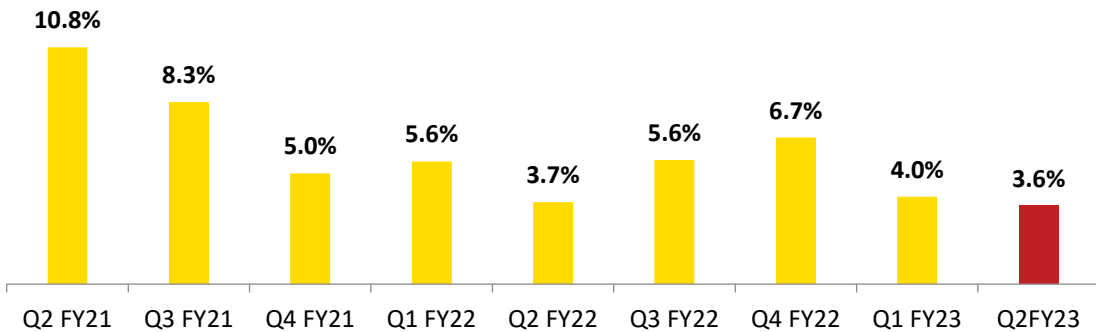
AUM EVOLUTION (Rs Mn)



AUM MIX (%)



GNPA %



OPERATING OVERVIEW

- Started commercial operations in January 2015.
- The operations are a part of Manappuram Finance Ltd and are carried out from existing gold loan branches (267 branches)
- Focus on used commercial vehicles in Semi urban and rural locations
- Moving customers into digital payment platforms for better operational efficiency

Note- Q3 FY22 onwards -GNPA as per RBI Circular dated Nov 12,2021 on IRACP norms



..... Increase penetration into Rural and Semi Urban locations



..... Covering 3000+ Co-located Gold loan branches for collection and marketing distribution



..... Digital Lending Platform and automated approval process in TW loans



..... Digital Loan Agreement Signing with E – Stamping to save the cost and making customer easy process



..... Brand Tie-ups – With Manufacturer for better reach



..... CRM tool integrated with loan management system to built relationship with customer from beginning

PROFIT OPTIMIZERS



Analytics

Use of Analytics for quicker decision making process leading to lesser sourcing cost



Mobility Solution

On the go solution with m-CAS/ m-Collect to reduce collection cost



Deep Penetration

Deeper penetration in existing location and Use of MAFIL (GL) branches as sourcing / collection point helping in cost optimization

SCALE & STABILITY



Balance Takeover

Dedicated Team managing External Balance Takeover cases



Top Up Loan

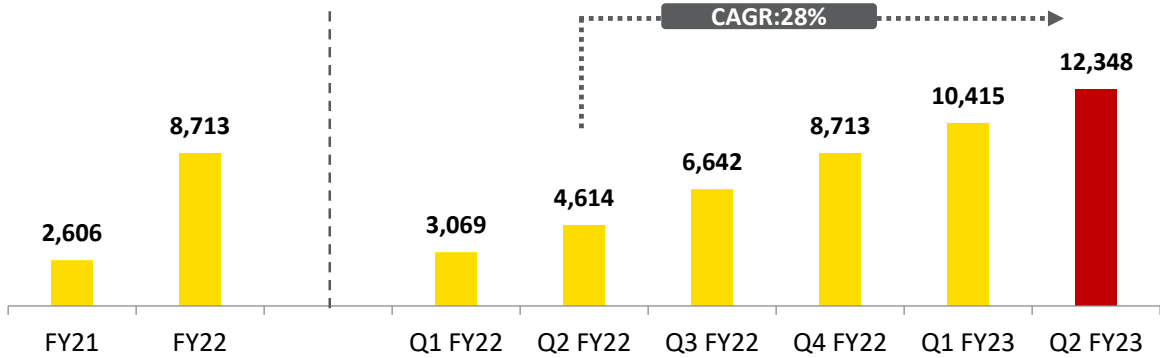
As a part of customer retention policy, focus on internal customers where MOB is higher than 18 months without overdue



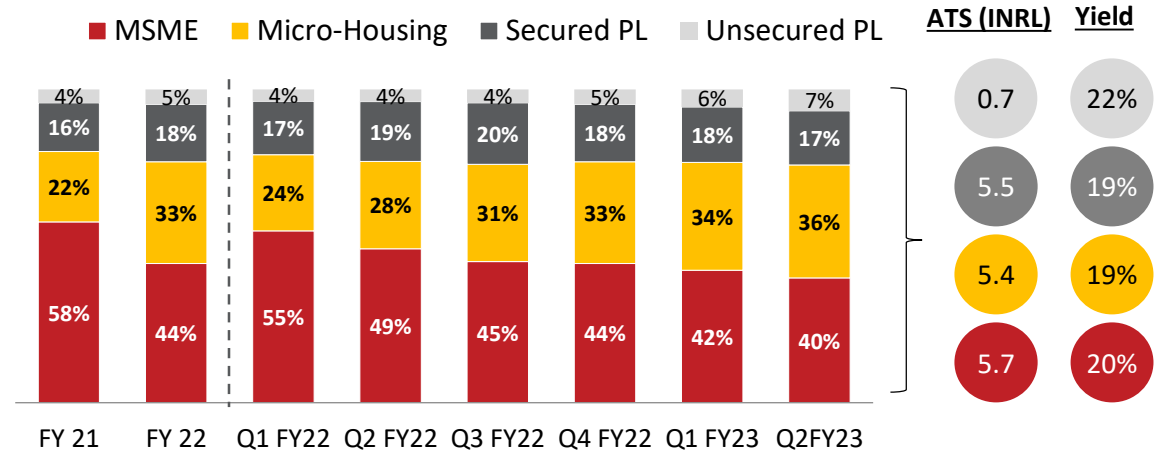
Used Business

Dedicated Team for Used Business with lower ticket size and higher yield

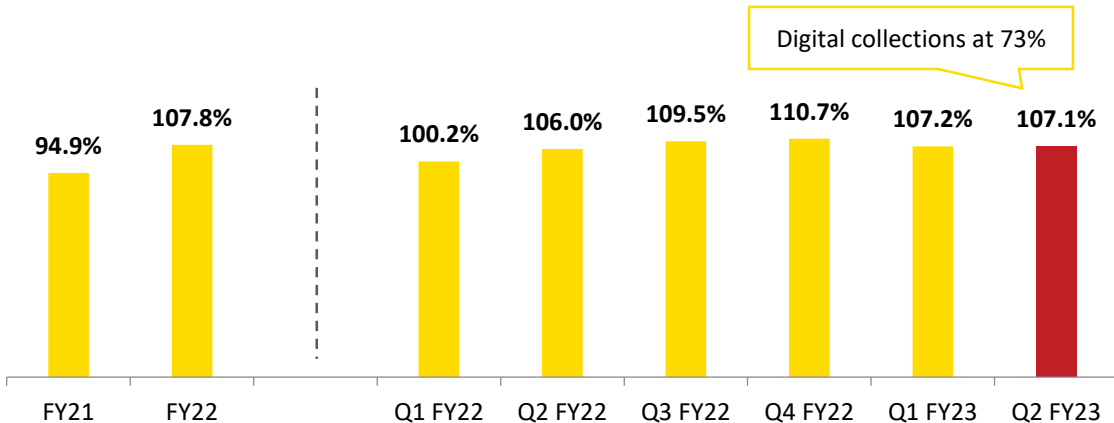
AUM EVOLUTION (Rs Mn)



AUM MIX (%)









COLLECTIONS EFFICIENCY %



OPERATING OVERVIEW

- Portfolio is an amalgamation of multiple products started over 2019-2020
- The operations are a part of Manappuram Finance Ltd and are carried out from existing gold loan branches (currently c.40+ branches for MSME, Housing Loans, Personal Loans; potential to scale further)
- Growing portfolio with stable asset quality (c.1.4% GNPA) and predominantly digital collections (70+% overall, 85+% for personal loans)
- Unsecured loan book includes “Digital Personal Loans”, disbursed through mobile app, leveraging proprietary gold loan data & available customer info

-  Stronger in Rural and Semi Urban locations (tier-3 / 4); scope to increase penetration across additional branches
-  Different products are disbursed in 40-45 branches across states at present; ramp-up across branches underway
-  Predominantly digital collections (73% overall) with 85% and 88% for secured and unsecured PL
-  Diverse product portfolio covering secured & unsecured loans for both salaried and self-employed customers (c.65% self-employed)
-  Huge cross-sell potential with existing gold loan customers; proprietary gold loan data used as input for underwriting
-  CRM tool integrated with loan management system to built relationship with customer from beginning



1: Origination and Sourcing

- Better penetration in 3-tier and 4-tier towns
- Direct sourcing through field-level marketing , digital marketing and cross selling (gold loan customers)

2: Underwriting

- Decentralized underwriting and disbursement for lower ticket size loans in branch level
- Compliance with policy parameters via ground - level Credit Audit & Centralized credit monitoring.

3: Customer Servicing, Collections

- Strong Customer Relationship Management Team
- Digital payment platforms for managing EMI collections efficiently
- A dedicated in -house local collection team

4: Growth drivers for future expansion

- Geo expansion to existing gold loan branches pan-India, along with introduction of new schemes
- Low-cost operation model based on co-location with parent branches
- Investment in training and development of human resource through online mode



Manappuram Snehabhavanam - Constructing **21 Houses** for underprivileged families in Valapad Grama Panchayath



14 Ventilators donated at different Hospitals across Kerala



1,237 Mobile Phones distributed to Students from BPL families for their online education, all over Kerala



SAYUJYAM - **48 Houses** for homeless families at various parts of Kerala-directly and in association with NGOs



4,000 notebooks were distributed to **1,000** poor students



High Facility (D Level ICU NICU) Ambulance services for the people in coastal area



Covid barrier **5,150** Grocery Kits Distributed during the Covid period



Chikilsa Sahaya Padhathi **52** patients from all over Kerala benefitted from this project



500+ poor patients benefitted free dialysis



Thank You

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