

*Poised for Robust,
Sustainable and
Profitable Growth*



Magma Fincorp Limited

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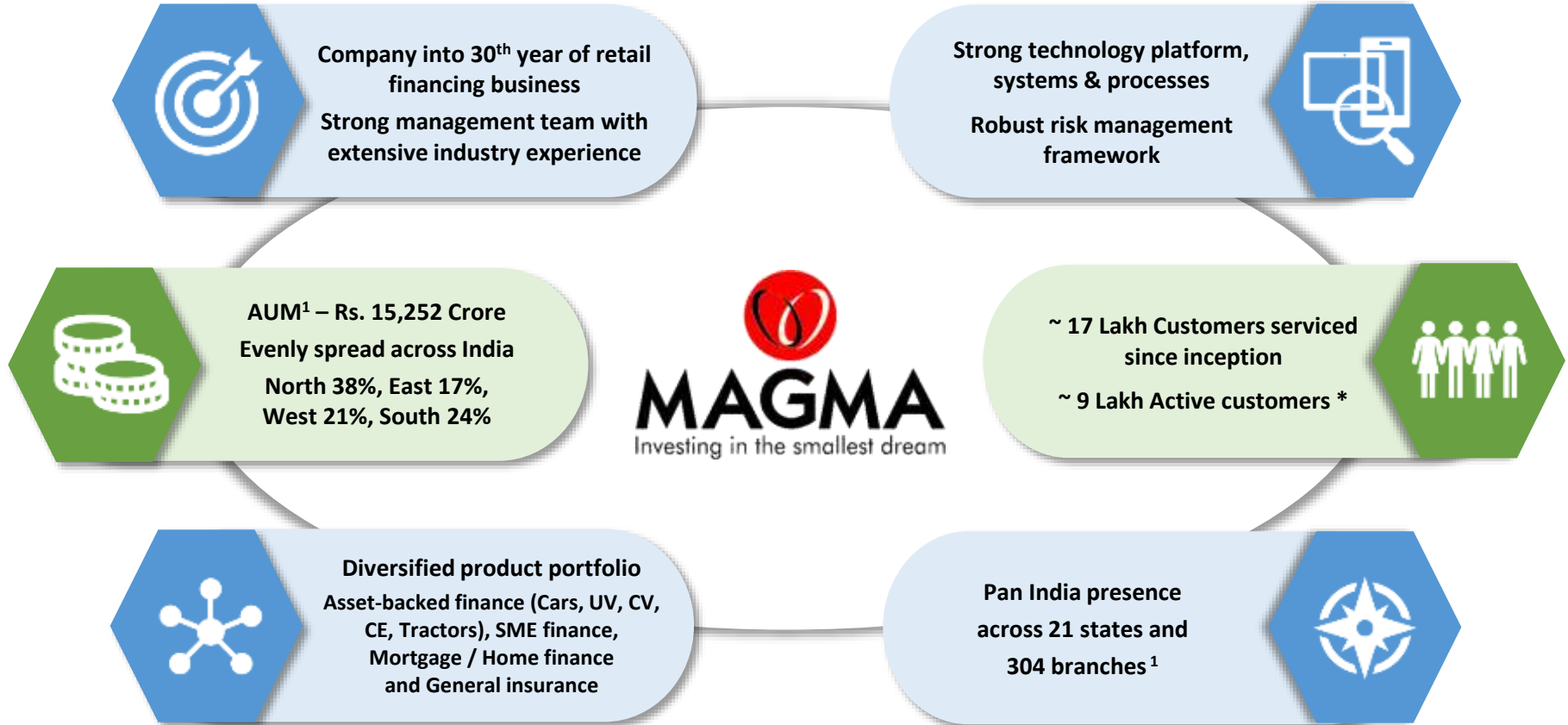
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- 1 **Business Overview**
- 2 **Business Transformation**
- 3 **Growth Strategy**
- 4 **Financial Performance - Q3 FY18**
- 5 **Leadership Team & Shareholding Structure**
- 6 **Annexures**

Note: We have used various abbreviations, nomenclature, financial & non-financial ratios in this presentation. These may differ from the customary or industry practices and some of the products / geographical breakup are on best estimate basis. Please refer to the Glossary in this presentation for the definition or description of such abbreviations, nomenclature, financial & non-financial ratios.



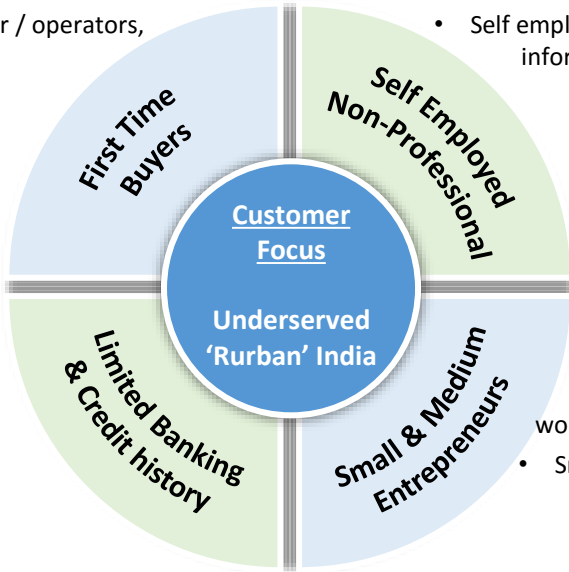
UV – Utility Vehicles, CV – Commercial Vehicles, CE – Construction Equipment

* ~5 Lakh customers in Finance Business and ~4 Lakh customers in General Insurance Business as on 31st Dec-17

1 - As of 31st Dec 2017

Recognised and Trusted Brand in 'Rurban' India

- Taxi / Truck driver / operators, Small Farmers



- Self employed customer with informal income sources (Home / Car buyer)

- Customers with informal income and low eligibility for bank loans

- Small trader, factory owner, shop owner with working capital needs
- Small fleet operator

Asset Backed Finance (ABF) AUM¹: Rs. 10,642 Cr



SME Finance AUM¹: Rs. 1,826 Cr.



Mortgage/Home Finance AUM¹: Rs. 2,784 Cr.



General Insurance GWP²: Rs. 365 Cr.



Core strengths - Widespread presence, deep 'Rurban' insight, robust technology for faster customer acquisition, loan servicing and effective cross-sell

Rurban includes Rural and Semi-Urban locations

1 - As of 31st Dec 2017; 2 - Upto 31st Dec 2017

Focus on Higher Cross-Selling of Products for Lifetime Customer Engagement



	Customer Segments				Illustrative Asset Profile		
	First Time Buyers	Self Employed Non Professionals	Small & Medium Entrepreneurs	Limited banking / credit history	Average Ticket Size (Rs lakh)	Average Loan to Value Ratio	Average Tenure (months)
ABF: Commercial Finance	●	●	●	●	4-6	75-80%	40-45
ABF: Agri Finance	●	●		●	3-4	65-70%	45-50
SME Finance		●	●	●	18-20	N/A	30-35
Mortgage / Home Finance	●	●	●	●	12-14	LAP 35-45% HL 55-65%	120-160
General Insurance	●	●	●	●			

Financing Solutions

Numbers indicative of disbursements done during Q3 FY18

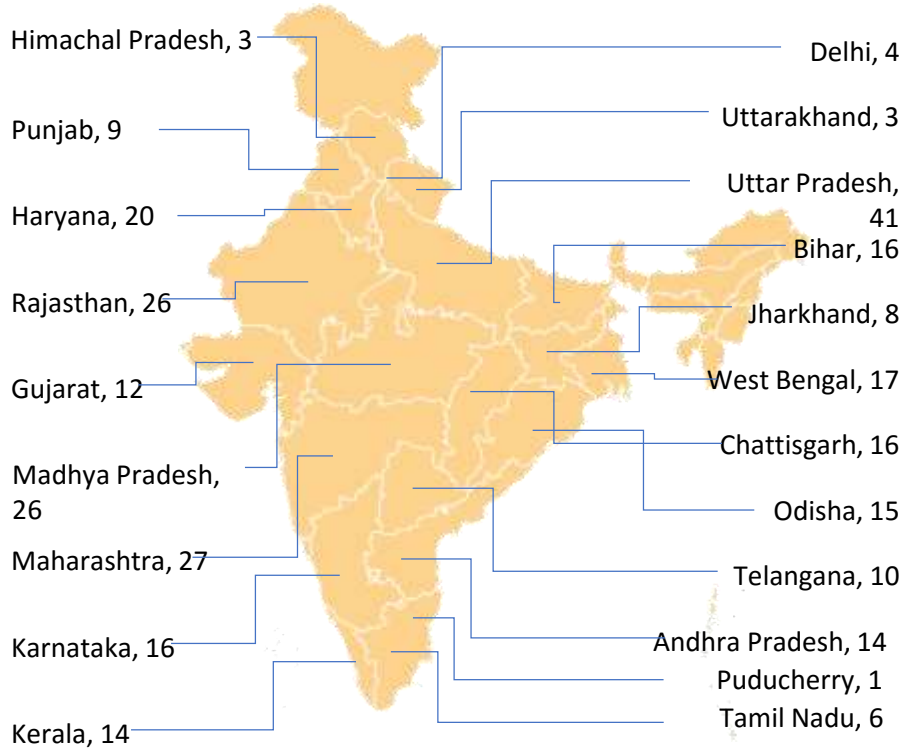
Commercial Finance includes Cars, UVs & CE;

SME Finance includes Unsecured Loans to Business Enterprises;

Agri Finance includes Tractors

Mortgage Finance / Home Finance includes LAP and Home Loans

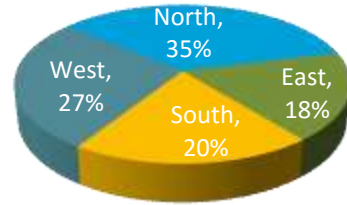
304 Branches as on 31st December 2017



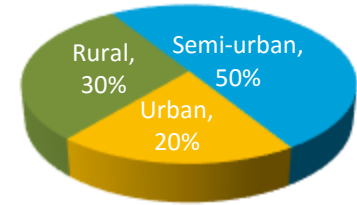
Asset Light Branch Network

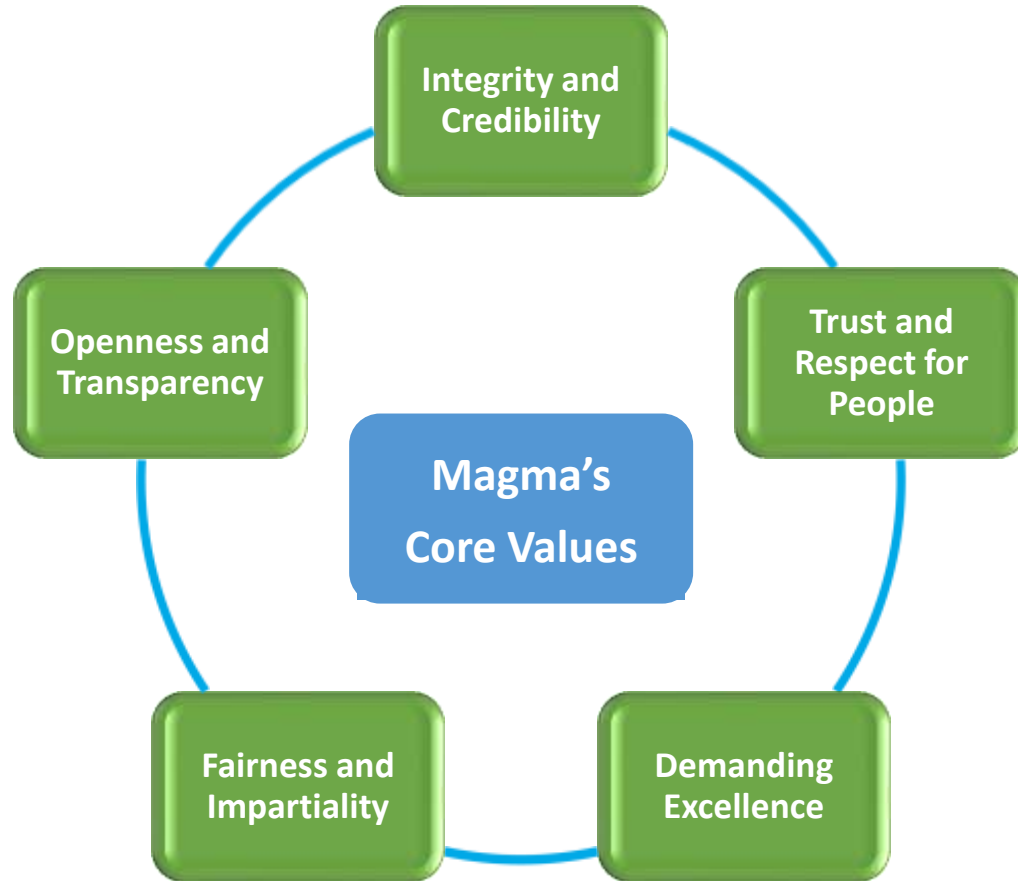
- **Wide retail presence through hub and spoke model**
- **Technology solutions** enable FOS to conduct business from channel/customer location leading to better sales productivity, better market coverage, improved channel and customer experience
- **Strong customer engagement** through large team of FOS
- **Toll free Inbound/Outbound Customer Call Centre** for servicing and cross sell

Zone-wise Breakup



Rural-Urban Breakup





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Transformation Providing Robust Platform for Efficient Execution

A

New Management Structure to enhance Performance and Execution

B

Business process re-engineering for Growth with Improved Portfolio Quality

C

Improved Collection Process leading to visible improvement in Asset Quality

D

Robust Risk Framework Interwoven with the Business Strategy

E

Technology, Customer Service and People Initiatives To Strengthen Business Processes & Efficiency

A. New Management Structure to enhance Performance and Execution

Business CEOs

- New business-wise CEO structure with complete P&L responsibility of their respective business
- The new management structure adds significant bandwidth at top management level
- Business CEOs have complete ownership & control to execute strategy and drive business
- Individual wealth creation linked to stakeholder wealth creation for respective businesses

Asset backed Finance Business



Mr. Kaushik Banerjee
CEO & President – ABF

Previous Company:
President, Strategy & Corporate Affairs,
Cholamandalam Finance

Mortgage / Home Finance Business SME Finance Business



Mr. Manish Jaiswal
MD & CEO – HFC, CEO – SME

Previous Company:
Head, Risk Advisory, Research and SME
Ratings, CRISIL

General Insurance Business (Magma HDI)



Mr. Rajive Kumaraswami
CEO – MHD

Previous Company:
Chief Representative Officer - India Liaison
office, SCOR Re, India

Branch Business Model

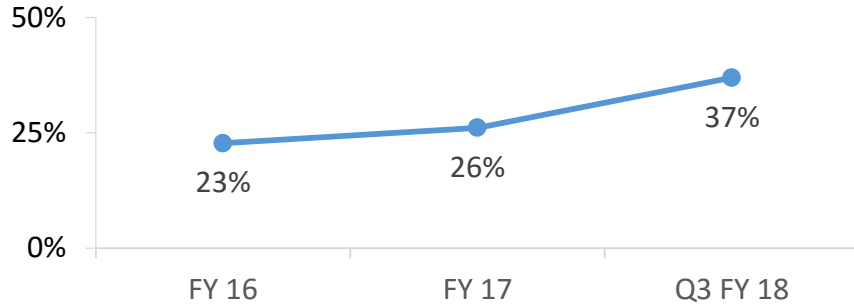
- Introduced **Branch Manager Concept** for better accountability, and quicker decision making
- **Front-end Sales team** also accountable for delinquency in 0-90 bucket
- Stronger, faster and deeper **customer reach** by individual FOS covering radius of <30 km
- The **sales with collection responsibility mindset** has comfortably set in over the last 2 years
- Better local accountability & responsibility, Improved productivity & cost efficiency on the back of cutting edge technology to help achieve **significant growth with better asset quality**

ABF Strategic Business Initiatives

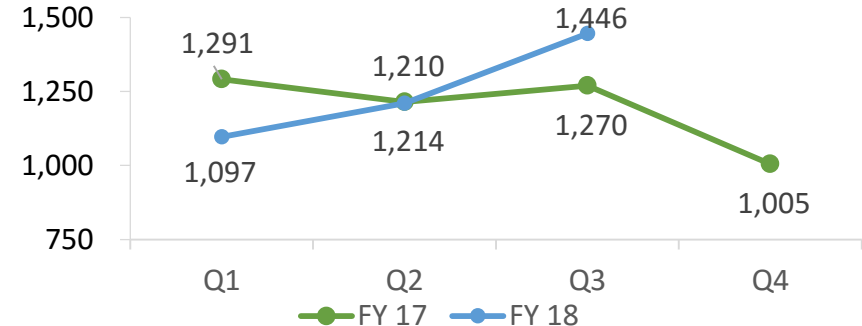
Disbursement	Portfolio	Technology	People
<ul style="list-style-type: none"> • Product Mix: <ul style="list-style-type: none"> • Realigned product mix to focus on high RoA Used Asset product • Increased Cross Sell for Insurance products • Significant improvement in Direct Sourcing • Channel Sales Managers sourcing through Hunter & Harvester Model: <ul style="list-style-type: none"> • Increased presence at Dealer Counters 	<ul style="list-style-type: none"> • Branch & Product Grading: Categorization as per asset quality performance • Credit Underwriting separated from Business, Credit Structure in place • Dedicated Tractor Collections team in tractor dominant markets - UP, Haryana, Bihar, Jharkhand and MP 	<ul style="list-style-type: none"> • Tablets: Feet on Street equipped with Tablets and Bluetooth printers • Decision Support System (DSS) in all tablets for immediate confirmation of customer's eligibility basis few simple questions • Multiple daily Review Dashboards: Robust Review by supervisors 	<ul style="list-style-type: none"> • Learning & Development: Monthly training programs for First and Second lines; Quarterly programs for the Territory and Regional Heads • Reward & Recognition: Fast-track Promotion / Increment Scheme for performing FOS

B. ABF Disbursal Strategy: Change is evident

Direct Business % of total ABF Disbursal

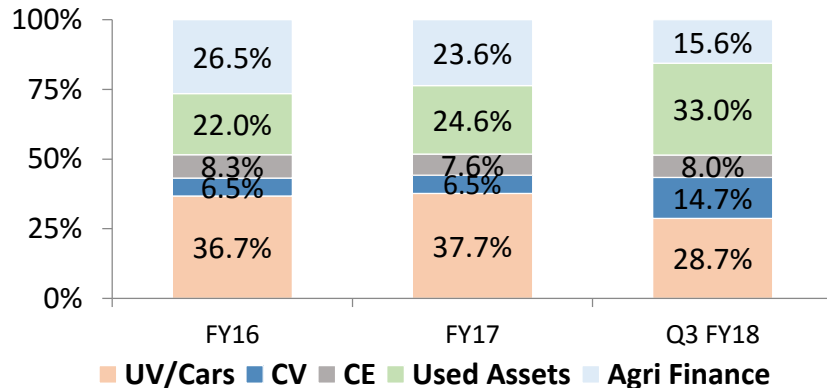


Disbursement (Rs. Cr.)



Q4 FY 17 disbursals were impacted due to demonetisation

Product-wise Disbursal Contribution



Key Takeaways

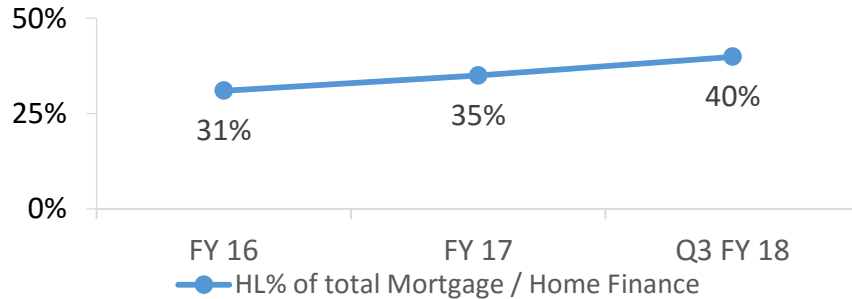
- Disbursement growth at average 13% Q-o-Q over last 3 Quarters
- Higher Focus on Used Assets to improve profitability
- Disbursement concentration reduced in Cars/UVs and Tractors

Values in Rs crore; Direct Biz means Business directly generated by Magma employees without help from DDSAs / NDSAs / Connectors / Brokers, and includes Cross-sell

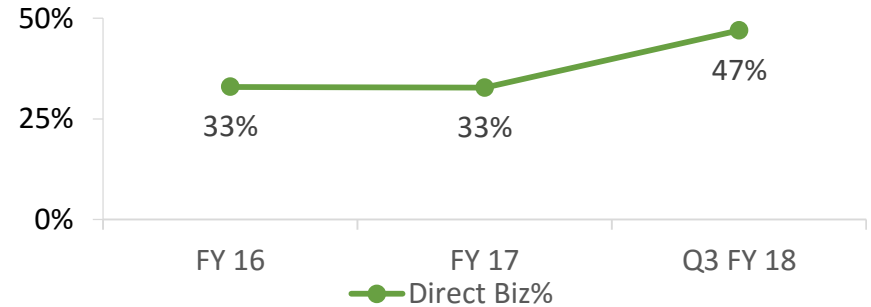
B. Mortgage / Home Finance: Business Initiatives

Mortgage / Home Finance Business Initiatives

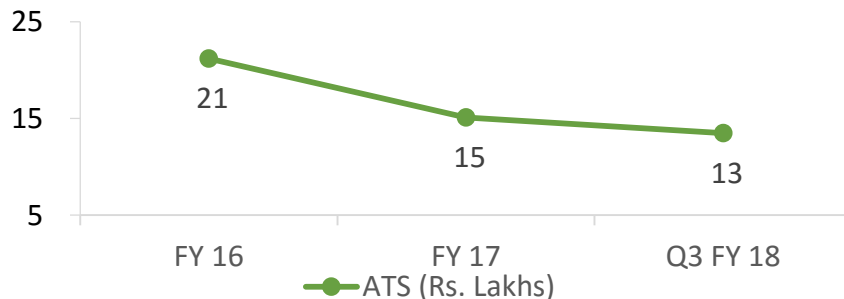
Go Home Loan



Go Direct



Going Affordable



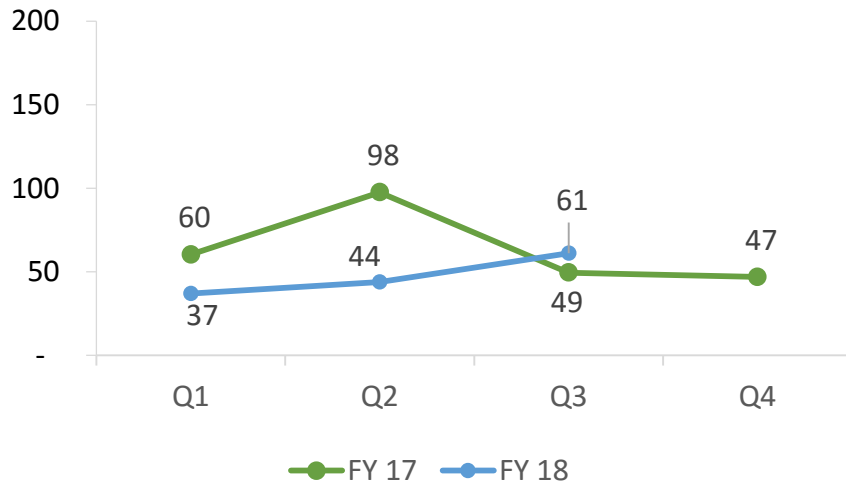
Strategic Initiatives

- Focus on Informal Income Customers in - SENP, SEP, NIP and Cash salaried customers
- Eco-System data Mining of ABF Customers and employees of SME Customers
- Risk Management Leadership team in place

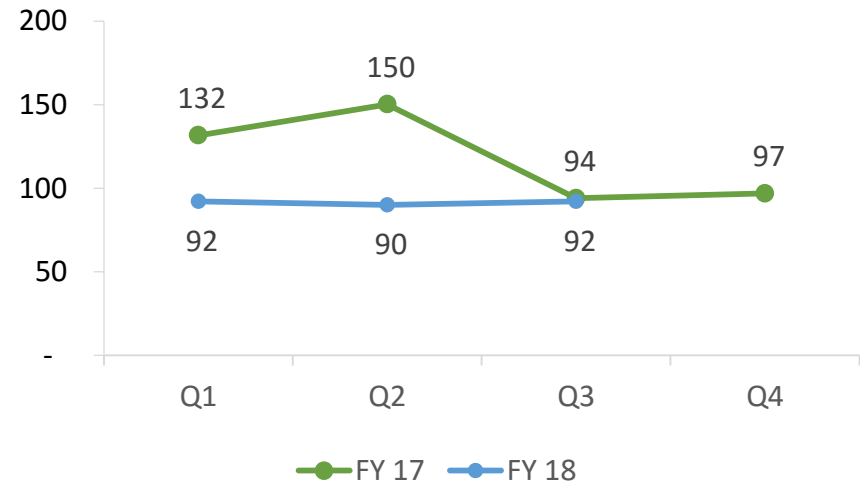
HL above includes Construction Finance Direct Biz means Business directly generated by Magma employees without help from DDSAs / NDSAs / Connectors / Brokers, and includes Cross-sell

B. Mortgage / Home Finance Disbursal Strategy: Change is evident

Home Loan Disbursement (Rs. Cr.)



LAP Disbursement (Rs. Cr.)

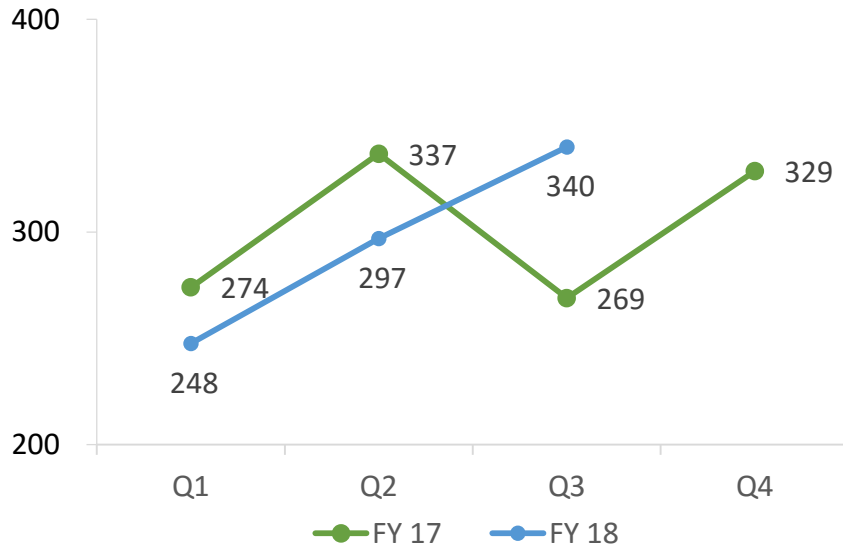


- 14% Q-o-Q improvement and 7% Y-o-Y improvement in overall Mortgage / Home Finance Disbursals in Q3 FY 18
- HL contribution in Mortgage/Home Finance disbursement rises from 34% in Q3FY17 to 40% in Q3FY18

HL above includes Construction Finance

SME Finance Business Initiatives

Disbursement picking up momentum



- 15% Q-o-Q improvement and 26% Y-o-Y improvement in SME Disbursals in Q3 FY18

Values in Rs crore

Product & Geo expansion

- Geo-Expansion to untapped markets: leveraging on the existing Magma Branch Infrastructure (Currently present in 57 out of 304 branches)
- Product-suite expansion for increasing target market, to cater to semi-formal economy customer segments
- Intending to launch FinTech enabled solutions for short-term capital needs of MSME's

Digital transformation

- SME digital scoring model improved conversion efficiency from 47% in Q3 FY 17 to 55% in Q3 FY 18
- Building digital cross-sell capabilities across existing customer loan life-cycle
- Building Credit Rule Engine for Underwriting

B. General Insurance (MHDI): Business Initiatives

General Insurance Business Initiatives

Growth

- Biz growth in line with industry: 19.6% growth on direct biz and 25.7% including RI inward in 9M FY18 over 9M FY17
- Focus on Bancassurance & Alliances channel : Contribution of 5.6% to overall GWP in Q3 FY 18 vs. 1.9% in Q3 FY 17.
- Leveraging on in-house ABF network

Profitability

- Introduction of new products and overall growth to gradually reduce loss and combined ratios

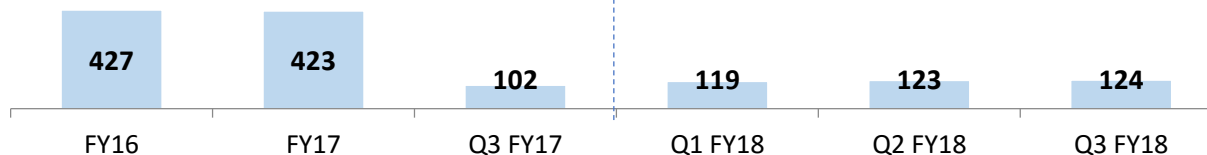
Product

- Recalibrating product mix to increase exposure to non-motor
- Contribution of motor as a product line reduced from to 80% in Q3 FY18 from 87% in Q3 FY17
- Health product added to the suite of products

Others

- Foundation laid in FY 17 has helped change gears in FY 18
- People, underwriting guidelines, processes & capacity largely in place
- Ongoing investment in technology for claims system and customer portal

GWP



22% Y-o-Y improvement in GWP in Q3 FY18

B. Cross-sell Initiatives to leverage in-house synergy

- Sourcing of Mortgage & General Insurance Business from existing ABF customers through cross-sell
- Generating leads from existing customers with good track record for ABF
- Operating leverage from existing 'rurban' branch network & common channels for Mortgage & Insurance products

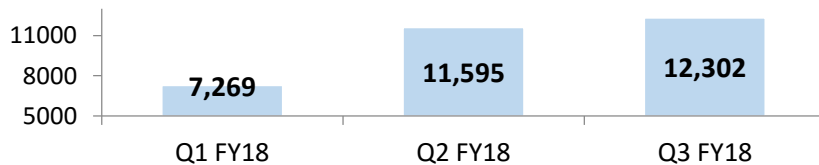
Initiatives Taken

- Strengthened skill sets through regular training & monitoring
- Zonal disbursement SPOCs to improve conversions
- Strong review rhythm through monthly cross-functional reviews with sales leadership
- Technological enhancement for automatic lead qualification & flow of information

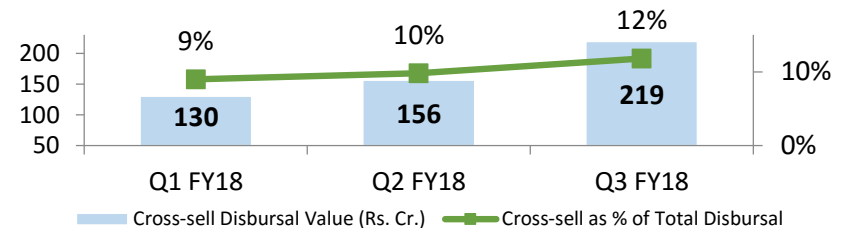
Way Forward

- Deployment of analytics for improved cross-sell
- Improvement of Lead management system for better productivity and efficiency

No. of Cross-sell Leads Generated - FY 18



Cross-sell Disbursement - FY 18



C. Realignment of Collection Processes to Focus on Superior Asset Quality



0-90 days bucket collection with the sales team

- Area of coverage for the FOS reduced from 75 km to 30 km increasing customer connectivity
- Sales personnel can better track the customers, ensures better quality of sourcing



Lower Cases per FOS for Better Focus

- A leaner collection team with 969 FOS as of Dec-17 against 1,133 in Mar-17
- The cases allotted per FOS dropped from ~53 cases to ~42 cases resulting in better collections in the harder buckets



Reorganisation of Recovery Team

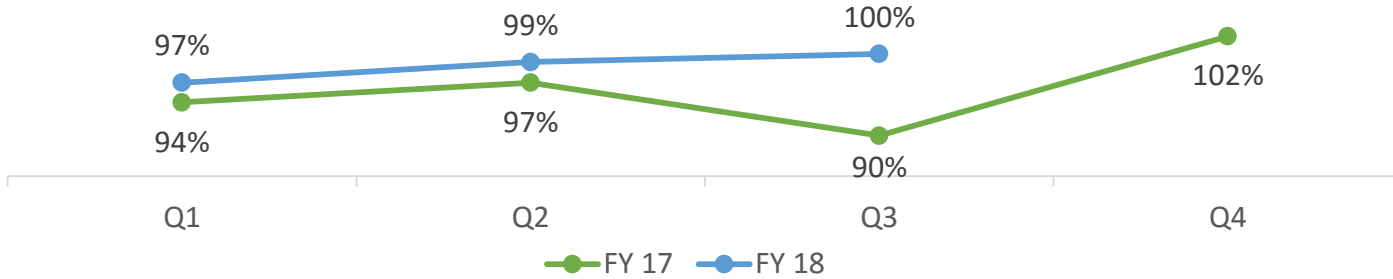
- SME/ Housing team segregated as the nature of security and procedure for settlement are different
- Since Sep 2016, 540+ dpd collections outsourced, with in house 19 member team exclusively supervising the collection efforts
- Encouraged with results in 540+ dpd from the change, moved 450+ dpd from May 2017 to the exclusive team

- The gross 90+ dpd has reduced by Rs. 250 Cr. in 9MFY18 compared to an increase of Rs 360 Cr. in corresponding period last year
- Marginal NPAs in deep buckets - 730+ for ABF, 450+ for SME and 180+ for Housing at the beginning of the year, also a factor for lower Provision Coverage Ratio
- Substantially higher release of repo vehicles resulting in further improvement in portfolio quality

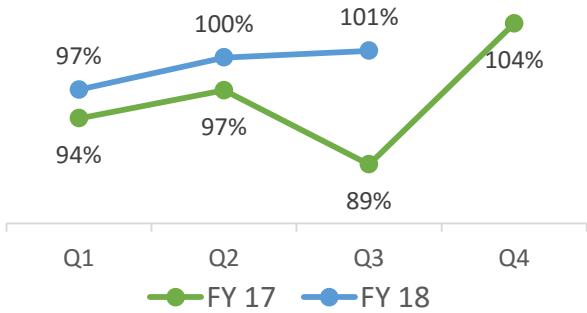
C. Improving Overall Collection Efficiency



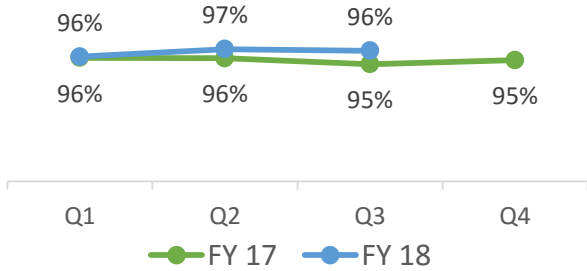
All Products



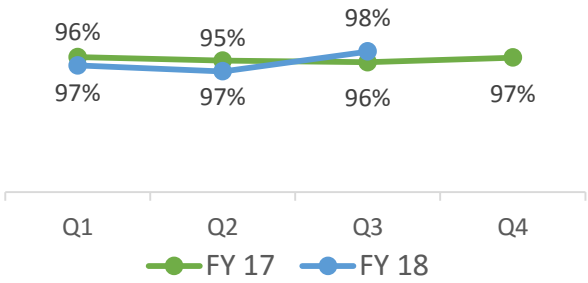
ABF



Housing



SME



Collection Efficiency of All Buckets

Comprehensive Risk Framework developed in association with a leading Credit Rating Agency

Calibrated Product-Customer-Geography Mix

- OEM, End-Use and Resale demand driven product classification
- Differentiated offering in various markets considering Net Adjusted Return

Refined Credit Screens & Processes

- Customised screens to consider informal income streams with relevant experience
- Work on to enable quicker & consistent credit decision by implementing 'credit scoring platform' with targeted 70% automated decision; to also result in better portfolio quality

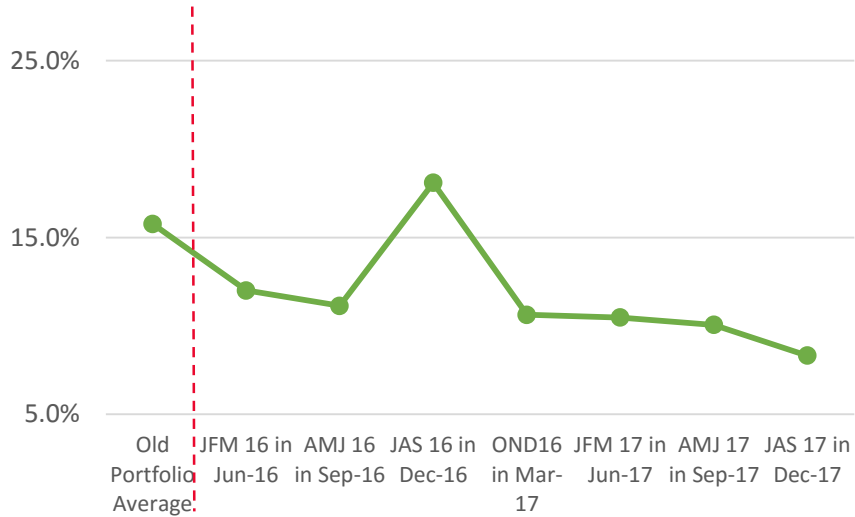
Early Warning Indicators

- Early Warning Indicators (EWI) and Continuous Portfolio Monitoring Indicators (CPMI) implemented for ABF with benchmarks basis targeted loss
- Branch, product, dealer and asset grading established linked to CPMI & asset quality for continuous monitoring and improvement of asset quality
- Credit hind sighting of early delinquent cases to resolve and use as feedback mechanism in credit screens

Strong analytics through in-house team, credit bureau modelling & competitive analysis, better process & technology has led to significant improvement of asset quality in the newly generated portfolio

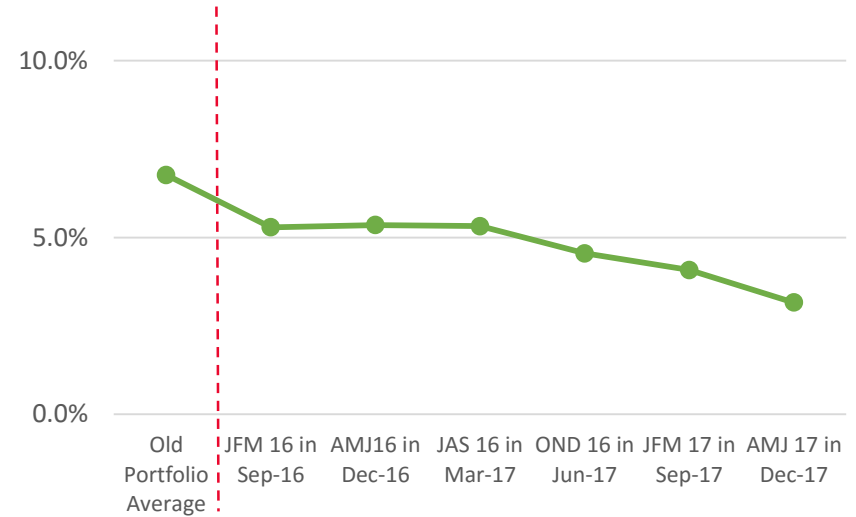
D. Early Indicators: EWI & CPMI Trend

EWI Trend for ABF



The average EWI of newly generated portfolio is lower by 27% compared to the old portfolio average

CPMI-1 Trend for ABF



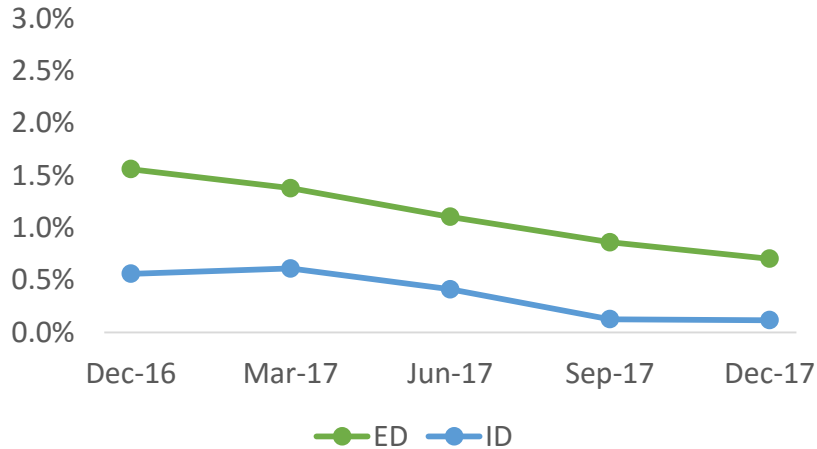
The average CPMI-1 of newly generated portfolio is lower by 31% compared to the old portfolio average

*EWI: Early Warning Indicators are the 0+% of each quarterly portfolio with 1 Quarter Lag (Tractor Non-Monthly structure is with 2 Quarter Lag)
 CPMI -1: Continuous Portfolio Monitoring Indicator -1 is the 60+% of each quarterly portfolio with 2 Quarter Lag (Tractor Non-Monthly structure is with 3 Quarter Lag);
 Old portfolio average indicates the portfolio generated before January-16*

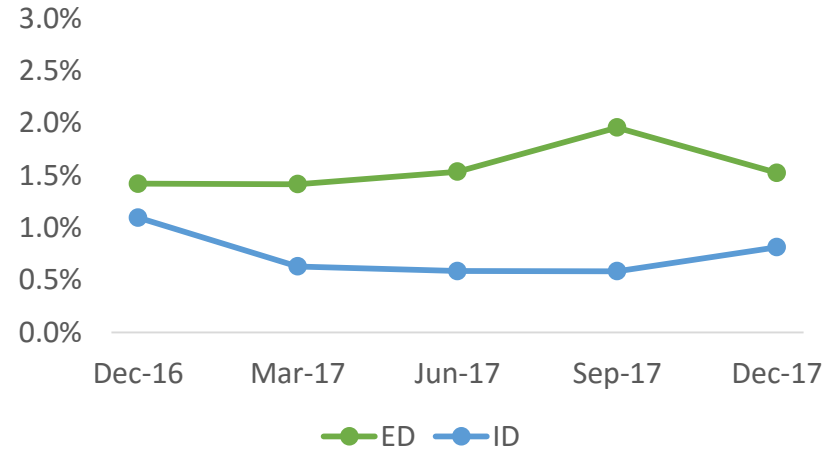
D. Early Indicators: ID & ED Trends



ID-ED Trend for Home Loan / Mortgage



ID-ED Trend for SME



Y-o-Y improvement seen in ED & ID for Home Loan / Mortgage Finance


Consistent trend visible in SME Finance

EWI & CPII parameters for Home Loan / Mortgage and SME Finance are under development

ID = 30+ bkt % for cases sourced in last 6 months on 2 months lag basis including current month .
 ED = 60+ bkt % for cases sourced in last 12 months on 3 month lag basis including current month.

ID = 0+ bkt % for cases sourced in last 6 months on 1 month lag basis including current month .
 ED = 60+ bkt % for cases sourced in last 12 months on 3 month lag basis including current month.


E. Technology Initiatives To Strengthen Business Processes & Efficiency



Field Officer Enablement


- Complete adoption of Mobility across businesses, Decision Support System implemented in ABF leading to faster TAT and better service
- Automated reports for field officers and supervisors

- Decision Support System to be implemented in Housing & SME as well for faster service




Single Version of Truth

- Automated Dashboards: Single repository of data with no manual intervention
- Daily & Monthly dashboards for top management / supervisory levels for review & quick decision making



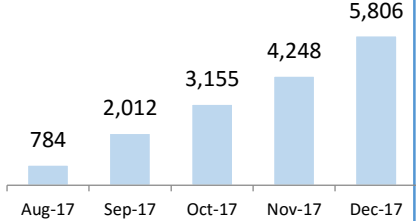
Enterprise Efficiency

- Chatbots implemented for Helpdesk automation to improve productivity
- Employee onboarding process digitized to give a great first-experience to new employees



Riding the Digital Wave

- Online Payment facility rolled out in August; Adoption reaching 5800+ transactions in Dec-17



Month	Transactions
Aug-17	784
Sep-17	2,012
Oct-17	3,155
Nov-17	4,248
Dec-17	5,806

- More focus on digital communication and payment channels to improve servicing speed & reliability

Looking to increase digital footprint to optimise costs, improve efficiency and servicing

Key endeavour: To meet and exceed customer expectations fast and proactively

Initiatives under way

- Conversion of paper based communication to instant delivery - electronic communication
- Process simplification for over the counter fulfillment
- Strengthen vernacular servicing - communication with customers in 10 languages
- Front line empowerment for immediate customer resolution

51% reduction in ABF Finance,
34% reduction in Housing
Finance and 80% reduction in
SME Finance complaints
9M FY 18 vs. 9M FY 17

To further implement Customer Relationship Management at Group Level and consolidate servicing activities

People Initiatives

- **Maitree** - Signature new hire on-boarding program including functional, product and process skilling
- **On going customised functional Training:** Programs to provide sharp and focussed functional inputs
- **24X7 Online learning platform:** Mandatory certifications on compliance, info sec and related areas
- **Leadership Development:**
 - Customised programs for senior leaders
 - Focus on building leadership attributes in first line leaders and middle management
- All businesses have management team in place to provide undivided attention to Business
- Fully functional Human Resource Management System – enabling automation of key HR workflows

Complete revamp of HR processes underway leveraging technology to create a fantastic experience for employees

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Transformation journey is still on..

Magma Currently..

Growth

- Achieved Q-o-Q increase in disbursements of 18% in Q3FY18 after achieving desired product mix



..Future Magma

- Further ramp up in disbursements in ensuing quarters with higher focus on direct sourcing and cross-sell
- Targeting double digit Disbursement & Loan Book growth

Asset Quality

- Focus on 90+ movement: Achieved reduction of 250 Cr. in 9M FY 18 vs. increase of 360 Cr. in 9M FY 17



- Branch business model, Credit Scoring roll out, tighter Risk management to ensure consistently good asset quality in future
- Target to move to 90dpd recognition by Mar-18 with similar to present NPA levels
- Focused to progressively reduce NPA% to achieve industry benchmarks

Credit Rating

- Steady credit rating for last two years



- All-round improvement to aid in achieving credit rating improvement; to result in diversified Borrowings and lower Cost of Funds

Profitability

- Business-wise CEOs with complete ownership of PL & growth
- Product-wise PL with desired ROAs being monitored
- Consistent improvement in RoA: 9MFY18 RoA at 1.6% from 1.2% in 9MFY17



- Strategically diversified product portfolio with higher focus on Used Assets in ABF, Home Loan in Mortgage, geo & product expansion in SME and Health in General Insurance to improve risk adjusted return
- AUM growth, Higher direct sourcing, Increasing Cross Sale to improve productivity and reduce customer acquisition cost
- Business transformation initiatives with execution rigour to help further improve RoA to industry benchmark.

- 1 **Business Overview**
- 2 **Business Transformation**
- 3 **Growth Strategy**
- 4 **Financial Performance - Q3 FY18**
- 5 **Leadership Team & Shareholding Structure**
- 6 **Annexures**

Q3 FY18: Consolidated Result Highlights

Disbursements

Q3 FY18 - Rs 1,939 Cr

Q3 FY17 - Rs 1,682 Cr

AUM

Q3 FY18 - Rs 15,252 Cr

Q3 FY17 - Rs. 17,345 Cr

NIM

Q3 FY18 – 9.7 %

Q3 FY17 - 7.4 %

Opex / AUM

Q3 FY18 - 4.6 %

Q3 FY17 - 3.7 %

NNPA

Q3 FY18 - 5.3 %

Q3 FY17 - 7.5 %

PAT

Q3 FY18 – Rs 65 Cr

Q3 FY17 - Rs 37 Cr

ROA

Q3 FY18 - 2.0 %

Q3 FY17 - 1.0 %

ROE

Q3 FY18 – 11.7 %

Q3 FY17 - 6.7 %

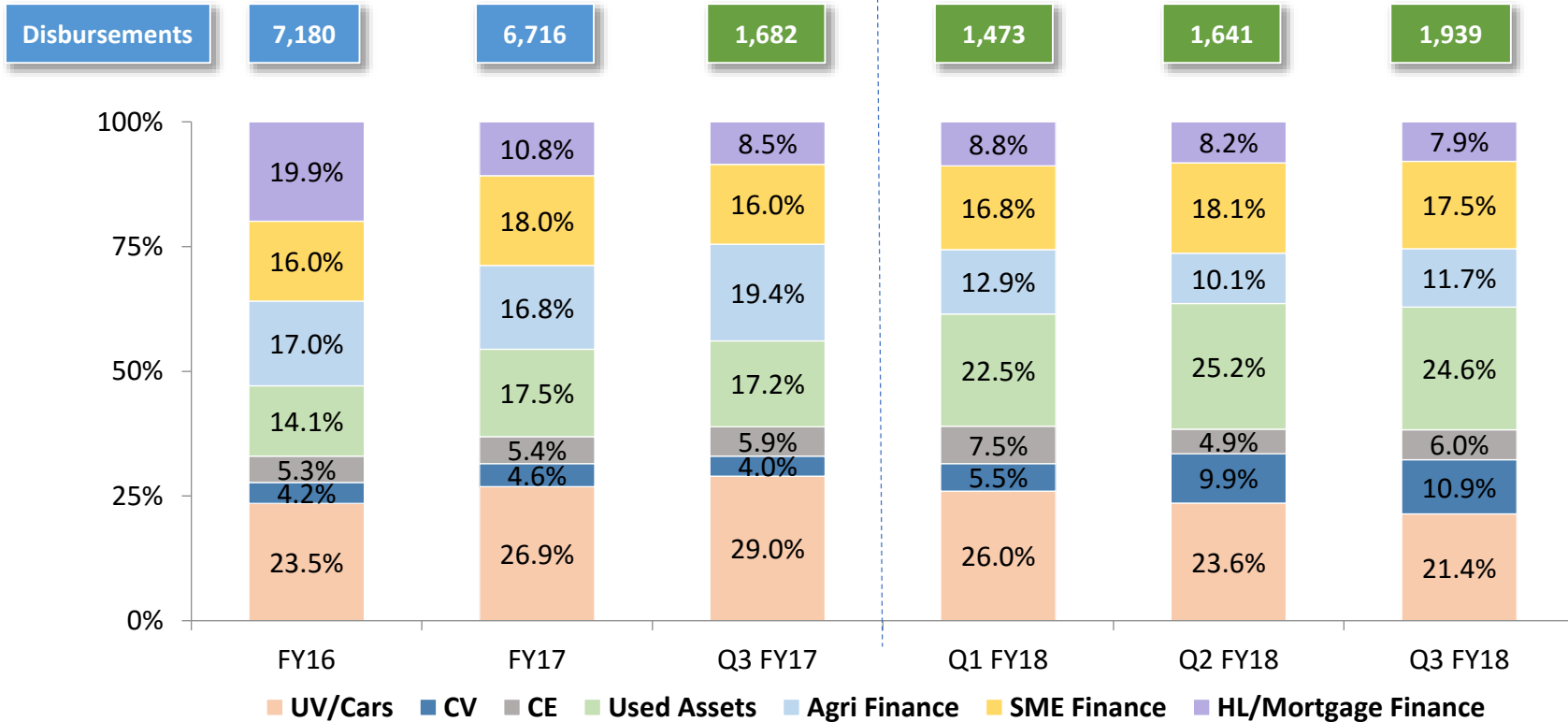
Q3 FY 18

Network - Rs 2,262 Cr

BVPS - Rs 94.8, EPS - Rs 2.7

Capital Adequacy – 20.3%

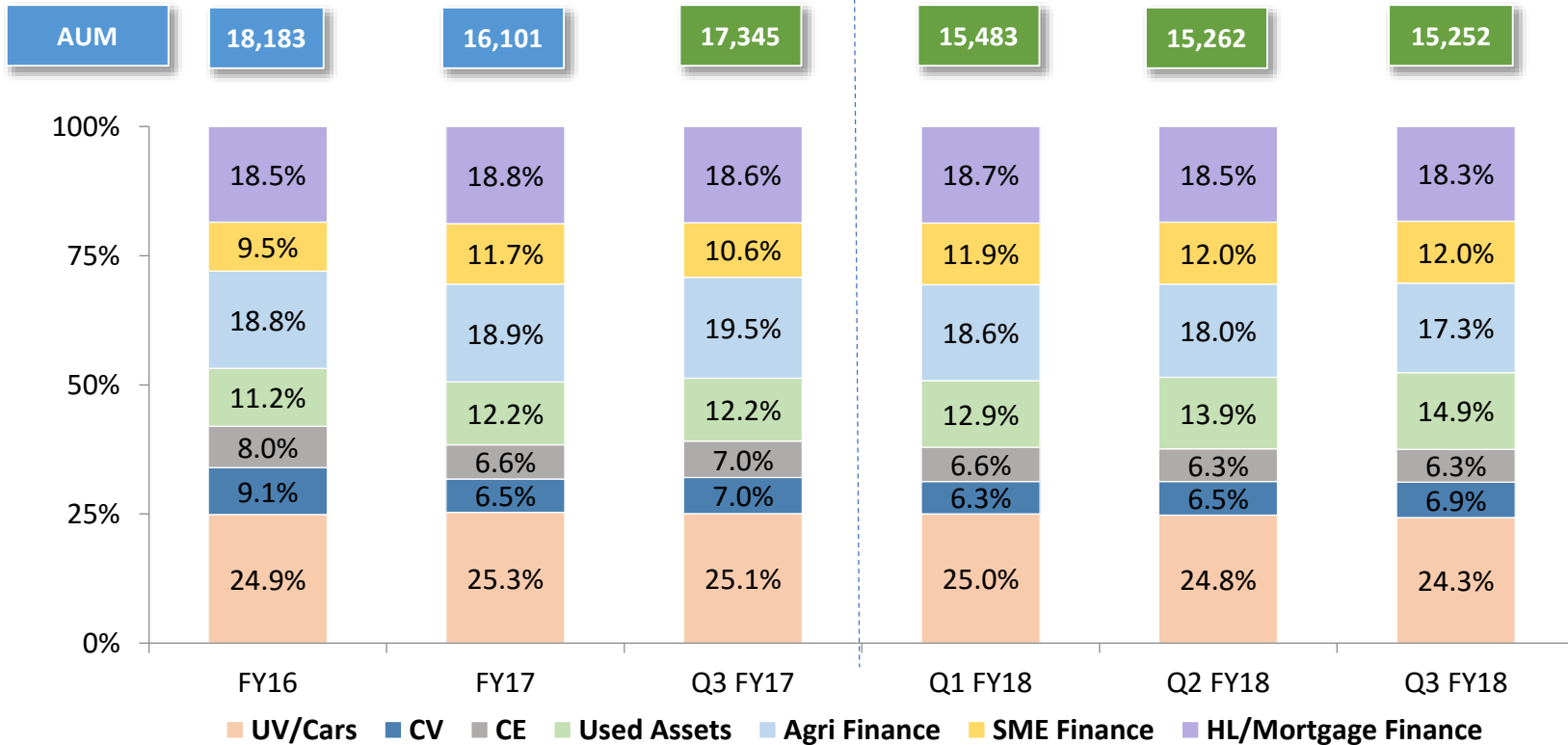
- Reduction in CoF, Increase in NIM, Reduction in NNPA and Increase in RoA and RoE
- Growth to take off in ensuing quarters → Improved Financial Performance in Future



• Disbursals gaining momentum with Q-o-Q improvement of 18%

Values in Rs crore

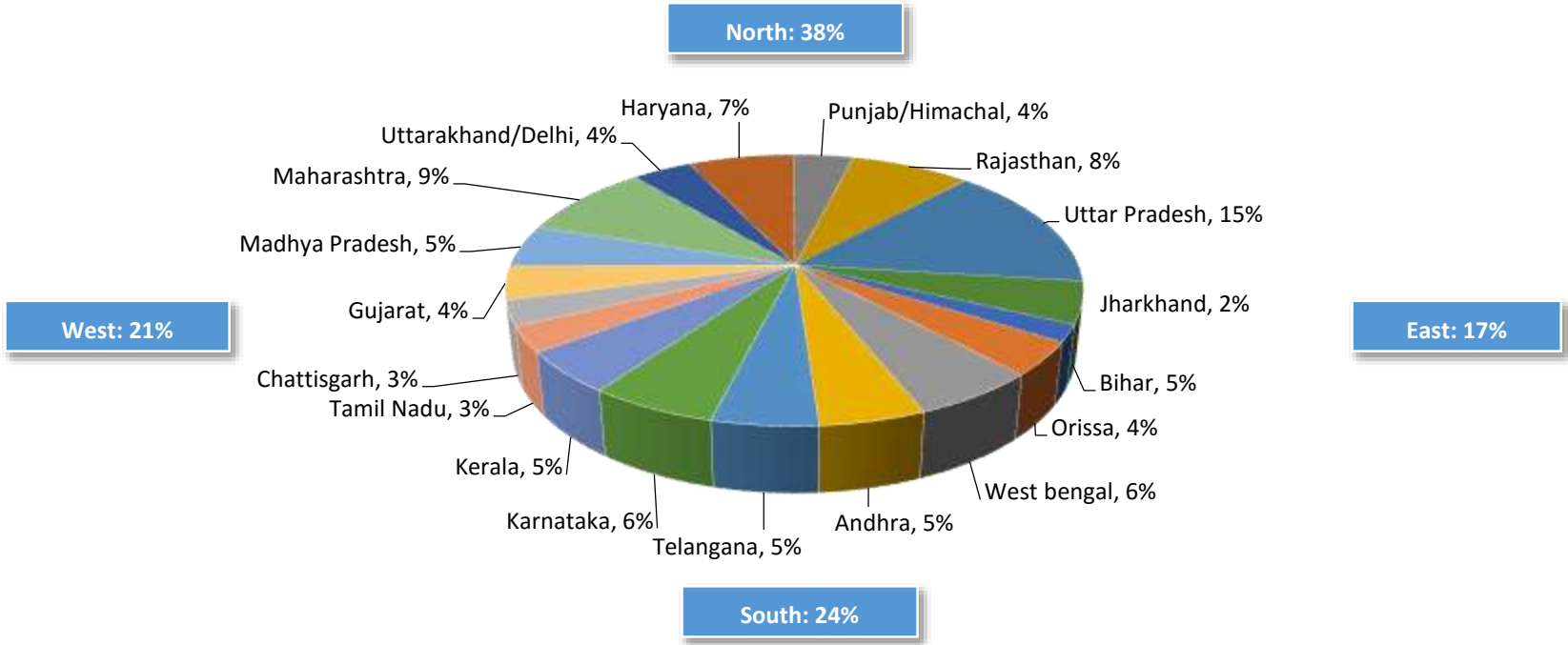
Assets Under Management (AUM)



- AUM growth expected in ensuing quarters with the ramp up in disbursements

Values in Rs crore

AUM – Rs 15,252 Cr as on 31-Dec-17: State-wise Breakup

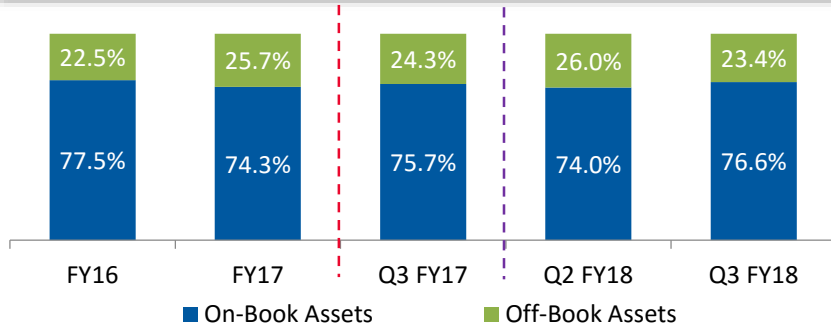


Diversification of loan book exposure minimizes impact of regional / local / single event risks

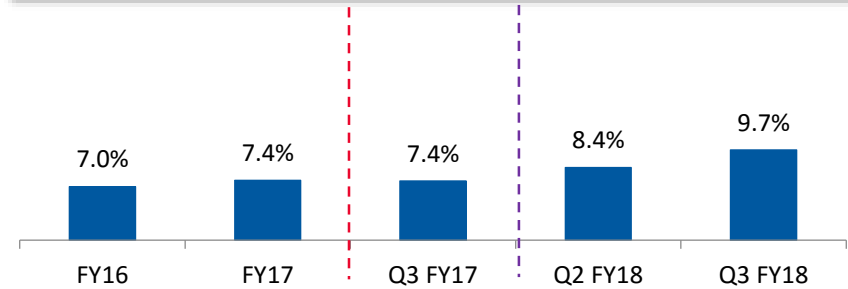
Q3 FY18: Consolidated Result Highlights



AUM = On-Book + Off-Book Loan Assets

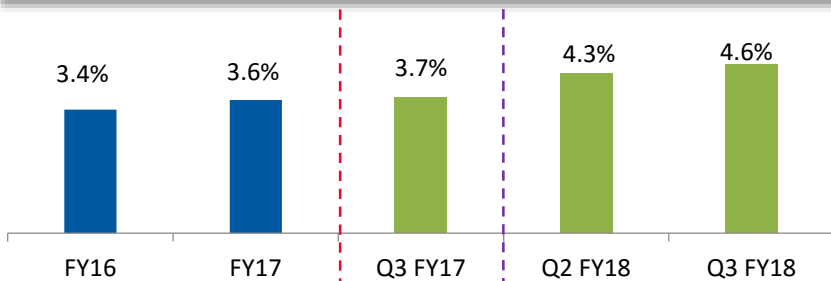


NIM Analysis (% of AUM)



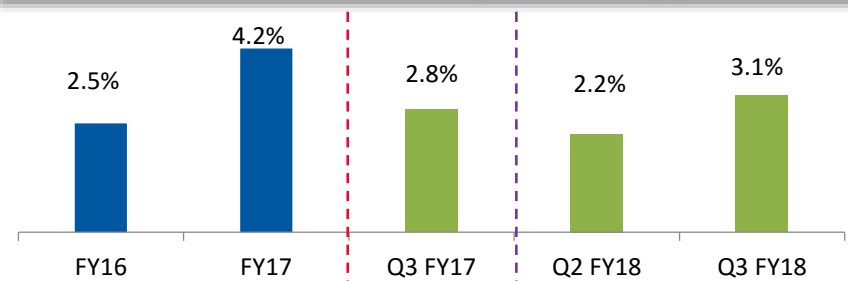
NIM: (Total Income (incl. Other Income) – Interest Expenses)/Average AUM

Opex / AUM (%)



AUM includes both On-book and Off-Book Loan Assets and is average of opening and closing Loan Assets

Provisions & Write-Offs / Total Assets (%)

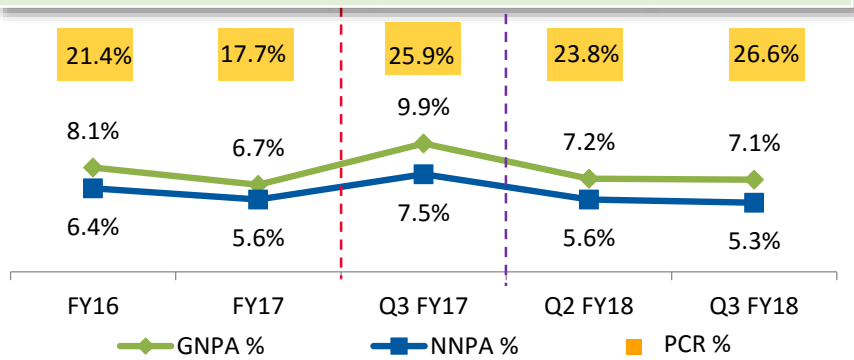


Provisions & WO / Total Assets is higher in FY17 as it includes Loss on account of NPA sale. Total Assets is average of opening and closing balance of On B/S Assets of MFL (Consolidated)

- Reduction in CoF and increase in share of earning book has led to NIM Expansion
- Investment in management bandwidth has led to increase in opex ratio; expected to reduce with better productivity and loan book growth in ensuing quarters

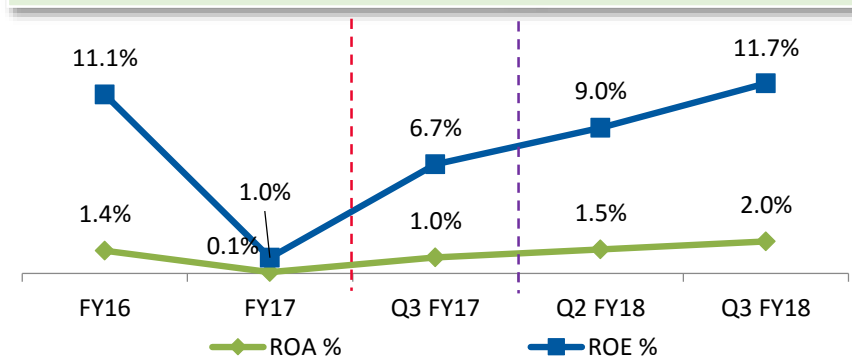
Q3 FY18: Consolidated Result Highlights

NPA Analysis (% of total Loan Assets)



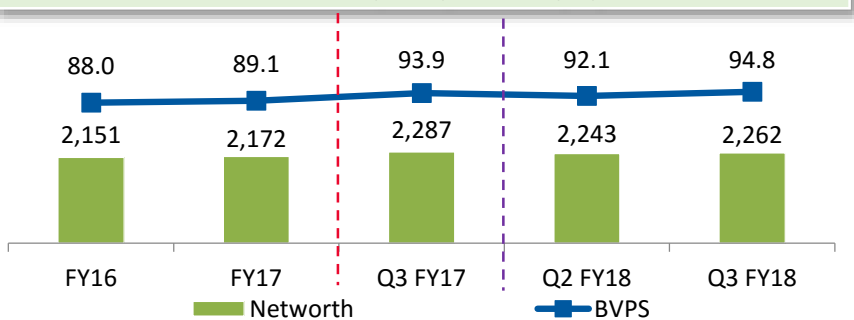
NPA is recognised on 120 dpd basis and is compliant with RBI guidelines

Return Ratios (%)

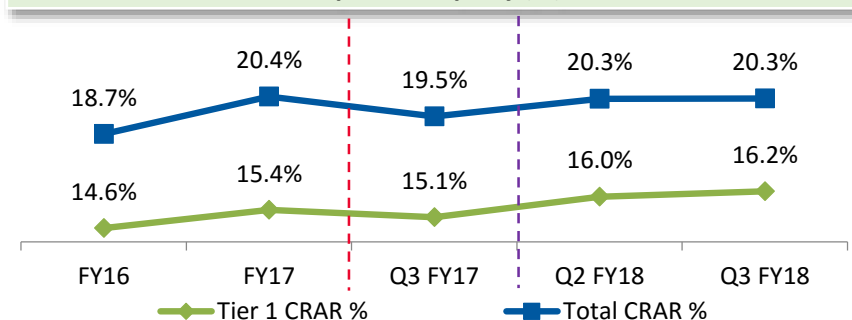


Negative impact on PAT in FY17 on account of NPA sale is Rs. 145 cr.

Networth (Rs Cr) & BVPS (Rs)



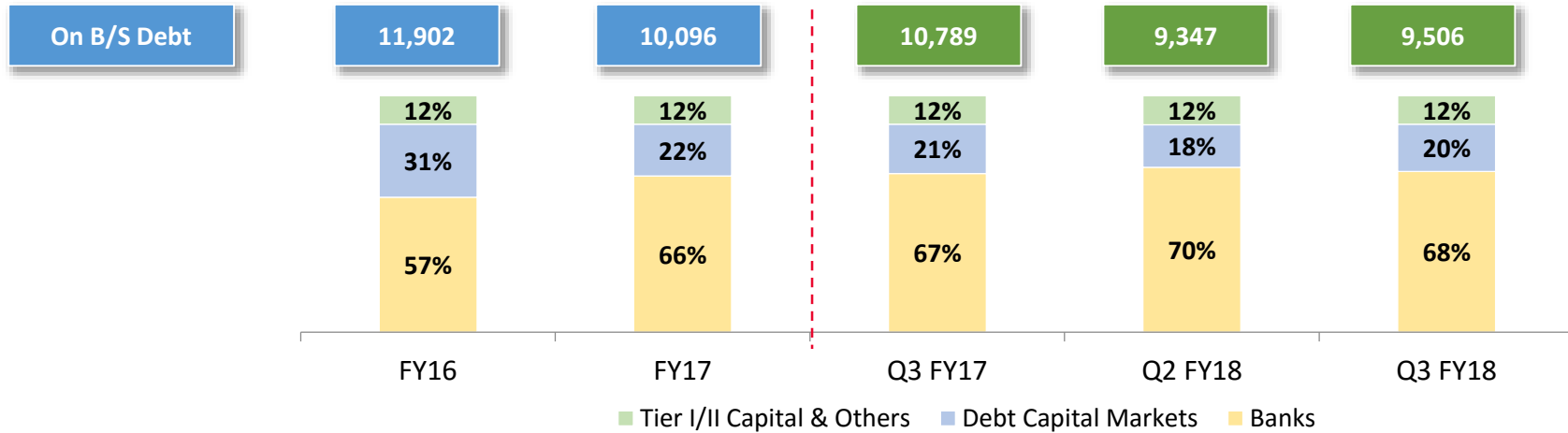
Capital Adequacy (%)



CRAR based on MFL (Standalone) financials.

- GNPA & NNPA ratios trending lower Q-o-Q
- Consistent up-trend in Return Ratios Q-o-Q

Q3 FY18: Liability Profile



Instrument	Rating
Short term Debt	A1+ (By CARE & CRISIL)
Long term Debt	AA- (By CARE, ICRA & India Ratings)

- Diversified liability sources limit concentration risk, allows stable flow of funds and stable rating, all leading to lower costs
- Consortium of 18 public & private sector banks
- Debt Capital market funding from wide spectrum of lenders including MFs, Insurance companies, Pension / Provident funds and Corporates among others
- Other unsecured debt includes Perpetual debt, Sub debt and Preference capital
- The above chart is based on average utilization of Funds basis

B/S Debt includes Preference Capital and based on MFL Consolidated financials; Values in Rs crore.

Consolidated Profit & Loss Statement

Particulars (In Rs Crore)	Q3 FY18	Q2 FY18	Q3 FY17	9M FY18	9M FY17	*FY17
1 Revenue						
a Revenue from operations	579.9	531.3	580.3	1,660.5	1,784.9	2,345.6
b Operating result from general insurance business	0.6	0.3	0.3	0.7	-0.4	-1.1
c Other income	9.9	18.2	13.5	47.3	41.0	55.0
Total Revenue	590.4	549.7	594.1	1,708.4	1,825.6	2,399.5
2 Expenses						
a Employee benefits expense	94.8	89.0	76.9	272.5	226.9	293.3
b Finance costs	220.7	228.1	272.2	688.9	868.5	1,125.4
c Depreciation and amortisation expense	11.9	11.7	13.7	36.4	36.2	48.5
d Provision and bad debts written-off	101.8	74.9	104.7	268.1	287.6	606.9
e Brokerage and commission	24.7	24.2	26.9	71.7	82.8	111.8
f Other expenses	44.2	42.2	43.4	130.7	125.3	166.8
Total Expenses	498.0	470.0	537.7	1,468.4	1,627.2	2,352.7
3 Profit from ordinary activities before tax(1-2)	92.4	79.7	56.4	240.0	198.3	46.8
4 Tax expense						
a Current Tax	20.3	29.5	41.7	73.3	92.5	15.0
b Deferred Tax	7.1	1.3	-21.8	7.7	-28.9	19.1
4 Tax expense (includes deferred tax)	27.4	30.8	19.9	81.1	63.7	34.1
5 Net Profit from ordinary activities after tax (3-4)	65.0	48.9	36.5	158.9	134.6	12.7

*Negative impact on PAT in FY17 on account of NPA sale is Rs. 145 cr.

- Consolidated Financial Results include results of two subsidiaries (MHFL & MITL – Unreviewed) and one joint ventures (JASL – Unreviewed) comprising total revenue of Rs 83.55 Crs and Rs 241.36 Crs for the quarter and nine months ended 31 December 2017 respectively and total profit after tax of Rs 16.87 Crs and Rs 33.80 Crs for the quarter and nine months ended 31 December 2017 respectively
- Above results include reviewed results of Joint venture - MHDI which recorded total revenue of Rs 3.08 Crs and Rs 6.39 Crs respectively for the quarter and nine months ended 31 December 2017 and total profit after tax of Rs 1.87 Crs and Rs 4.45 Crs for the quarter and nine months ended 31 December 2017. Our share in total revenue and profit after tax is 41.11%

Consolidated Balance Sheet (Condensed)

Particulars (In Rs Crore)	30th Sep 2017	31st Mar 2017
LIABILITIES:		
Share Capital	47	47
Reserves and Surplus	2,196	2,125
Minority Interest *	-	34
Net Worth	2,243	2,172
Borrowings	9,347	10,096
Other Liabilities	1,422	1,293
TOTAL LIABILITIES	13,012	13,595
ASSETS:		
Loan Assets	11,292	11,968
Fixed Assets	214	218
Other Assets	1,030	961
Cash & Bank Balance	476	448
TOTAL ASSETS	13,012	13,595

*MITL became 100% subsidiary on acquisition of 26% stake from ITL in the current financial year

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Promoter Directors

Mayank Poddar
Chairman Emeritus and Whole time Director

- Supports policy formulation and guidance to the Management/Board
- Over 30 years of experience in the financial sector.

Sanjay Chamria
VC and MD

- Anchors strategic policy formulation and execution.
- Drives new business initiatives and leads management team

Non Promoter Directors

Narayan K Seshadri
Non- executive Independent Chairman

He is on the Board of companies including Clearing Corporation of India Limited, PI Industries Limited and TVS Electronics Limited

Nabankur Gupta
Independent Director

He is on the Board of companies including Raymond Limited, VIP Industries Limited and Quantum Advisors Limited. Served as Group President in Raymond

VK Viswanathan
Independent Director

Chairman of Bosch Ltd. Previously he served as Managing Director of Bosch Ltd. He currently serves on board of various reputed Indian corporates as an Independent Director.

Satya Brata Ganguly
Independent Director

Serves on the Boards of various reputed Indian companies including West Bengal Industrial Corporation Limited and Rupa and Company Limited

Sanjay Nayar
(Nominee of KKR)

CEO of KKR, India. He is on the Board of Grameem Capital Private Limited, Apollo Hospitals Enterprise Limited and Dalmia Cement (Bharat) Limited

Madhumita Dutta-Sen
(Nominee of IFC)

Ms. Madhumita Dutta-Sen has worked for IFC. She has a Master's degree in Science from the American University, Washington D.C.

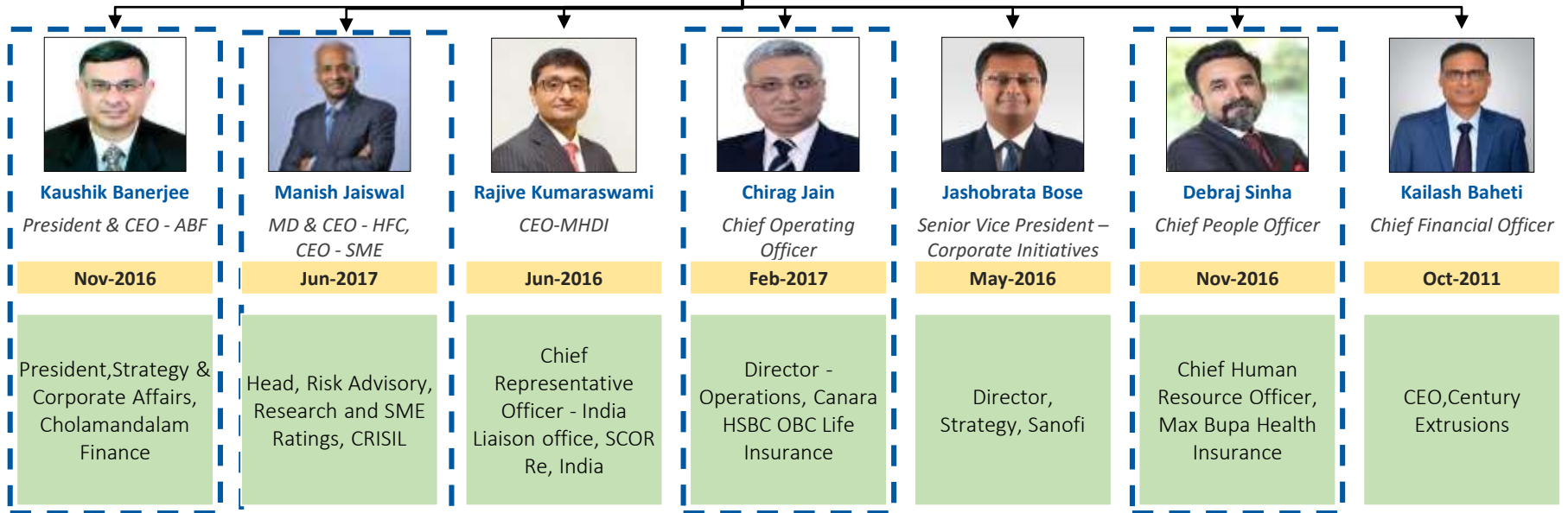
Key Management Team



Sanjay Chamria
VC and MD

Business CEO

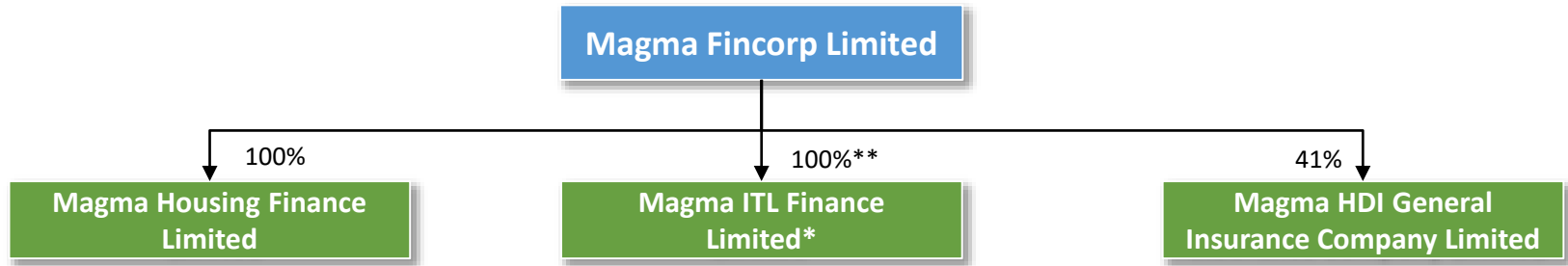
Support Functions



Joined

Title and Previous Company

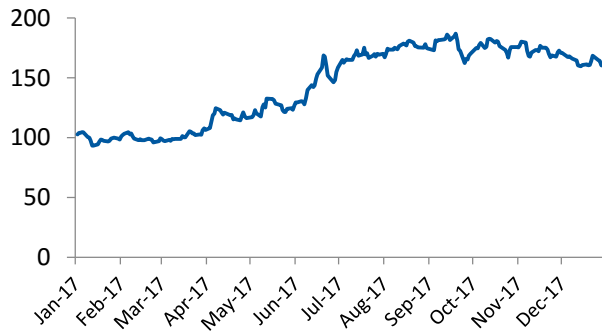
New Joiners



*The Board approved merger of Magma ITL into Magma Fincorp at its meeting held on 9-Nov-17

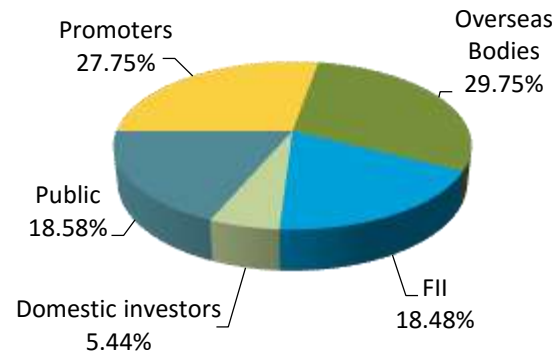
**Magma Fincorp increased stake in Magma ITL from 74% to 100% on 23-Aug-17

Share Price Performance



Average share price data from NSE

Shareholding (31-Dec-17)



Top Non Promoter Shareholders

- Zend Mauritius VC Investments Ltd
- India Value Fund V LLP
- International Finance Corporation
- Lavender Investments Limited
- Leapfrog Financial Inclusion India Holdings Limited

THANK YOU



AUM	Assets Under Management: On-Book & Off-Book Loan Assets
FOS / Field Officer	Feet on Street
ABF	Asset Backed Finance
HL	Home Loan
LAP	Loan against property
SME	Small & Medium Enterprises
NDSA	Non-dealer Direct Selling Agent
DDSA	Dealer Direct Selling Agent
Direct Biz	Direct Biz means Business directly generated by Magma employees without help from DDSAs / NDSAs / Connectors / Brokers; And includes Cross-sell
ATS	Average Ticket Size
NIM	Net Interest Margin: [Total Income (incl. Other Income)– Interest Expenses]/Average AUM
Yield	Weighted average yield on Loan Assets including Off-Book Loan assets
CoF	Cost of Funds: Weighted average cost of borrowings including cost of securitised assets
Opex / AUM%	Opex / [Average of opening & closing AUM]
Total Assets	On B/S Assets of MFL (Consolidated)
Prov. & Write-off / Total Assets %	Prov. & Write-off/ Average of opening and closing Total Assets
GNPA %	Gross Non-Performing Assets / Closing AUM
NNPA %	Net Non-Performing Assets / (Closing AUM - Provision)
PCR%	Provision / Closing GNPA
RoA	PAT / Average Total Assets
RoE	PAT / (Networth - Goodwill)
Networth	Equity Share Capital +Reserves & Surplus
BVPS	Book Value per share: (Networth-Goodwill) / No. of Equity shares outstanding
EPS	Earnings Per Share (Diluted)
MITL	Magma ITL Finance Limited (100% Subsidiary)
MHF	Magma Housing Finance Limited (100% Subsidiary)
MHDI	Magma HDI General Insurance Company Limited (Joint Venture)
JASL	Jaguar Advisory Services Private Limited (Joint Venture)
SENP	Self-employed Non Professional
SEP	Self-employed Professional
NIP	No income Proof

Standalone Profit & Loss Statement

Particulars (In Rs Crore)	Q3 FY18	Q2 FY18	Q3 FY17	9M FY18	9M FY17	*FY17
1 Revenue						
a Revenue from operations	498.3	460.7	487.9	1,429.1	1,501.1	1,973.0
b Other income	10.6	18.3	11.8	47.5	35.8	49.1
Total Revenue	508.9	479.0	499.6	1,476.6	1,536.9	2,022.0
2 Expenses						
a Employee benefits expense	83.0	78.0	59.2	236.3	172.8	230.2
b Finance costs	188.8	194.0	225.8	586.0	722.8	937.9
c Depreciation and amortisation expense	11.8	11.6	13.6	36.2	36.0	48.3
d Provision and bad debts written-off	90.5	78.1	91.1	246.0	255.5	542.3
e Brokerage and commission	23.7	23.2	25.5	68.5	78.4	106.1
f Other expenses	39.7	38.5	38.6	118.0	110.5	146.6
Total Expenses	437.5	423.4	453.9	1,291.0	1,376.1	2,011.3
3 Profit from ordinary activities before tax(1-2)	71.4	55.6	45.8	185.6	160.8	10.7
4 Tax expense						
a Current Tax	16.4	17.1	38.4	53.9	81.1	-3.3
b Deferred Tax	7.7	1.7	-22.0	8.4	-28.9	7.9
4 Tax expense (includes deferred tax)	24.0	18.8	16.3	62.3	52.2	4.6
5 Net Profit from ordinary activities after tax (3-4)	47.4	36.9	29.4	123.3	108.6	6.1

*Negative impact on PAT in FY17 on account of NPA sale is Rs. 126 cr.

Standalone Balance Sheet (Condensed)

Particulars (In Rs Crore)	30th Sep 2017	31st Mar 2017
LIABILITIES:		
Share Capital	47	47
Reserves and Surplus	2,044	1,991
Net Worth	2,091	2,038
Borrowings	7,990	8,512
Other Liabilities	919	842
LIABILITIES	11,000	11,392
ASSETS:		
Loan Assets	9,416	9,894
Fixed Assets	145	149
Other Assets	1,044	991
Cash & Bank Balance	395	359
ASSETS	11,000	11,392



Corporate Social Responsibility

- CSR Leadership Award, National Awards for Excellence in CSR & Sustainability, 2016 **(M Scholar)**
- Corporate Responsibility Award -by Investor Review, UK, 2016 **(M Scholar)**
- NGOBOX CSR Impact Awards- CSR Project of the Year, 2016 **(Highway Heroes)**
- 2nd Best Project of the Year- NHRDN CSR Competition, 2016 **(Highway Heroes)**
- BT CSR Excellence Awards - Innovation in CSR Practices, 2017 **(Highway Heroes)**
- Asian Customer Engagement Forum & Awards - Best CSR Event, 2017 **(Highway Heroes)**
- CSR Journal Excellence Award - Health and Sanitation, 2017 **(M Care)**

Human Resources

- CII National HR Excellence Award – Confluence, 2016
- Highest JOB Creator – ET BENGAL Corporate Awards 2016

Information Technology

- BFSI Awards 2016 – Best use of Mobile Technology in Financial Services
- FINNOVITI Award 2016 for Digital Banking
- CIO Crown Award for Innovation, October 2017

Corporate Communication

- League of American Communications Professionals (LACP) Spotlight Awards, 2010, 2011, 2012, 2013, 2014, 2016, 2017 for Annual Report Design
- LACP Vision Awards for Communications Materials, 2016 for Internal Brand Campaign for Project SMART
- EPC Awards 2017, Best PR Campaign of the Year

Customer Service

- Customer Service Leadership Award, by Frost & Sullivan , 2016



Health & Wellbeing



- Free medical Consultation to approx. 65,000 truckers through health check up camps
- Contributed to Pausasingh village, Dhenkanal, Orissa become OD Free village by setting up toilets.
- M-Care: Weekly clinic in WB villages. 4500+ patients have been treated till date

Environment Sustainability



- **Magma Truckers Initiative** for Environment Sustainability. In association with PCRA, Govt. of India undertaking
- Training Safer Driving Skills to Truck Drivers in 190 location. Estimated 130,000 truckers benefitted
- Better Mileage + Fuel Conservation = Saving about 290 Lac Lt. of Diesel per year
- Reduction in CO2 Emission estimated 790 Lac kg.
- E-Toilets for Sanitation at Transport Nagars to benefit to approx. 60,000 Truck drivers

Promotion of Education



- **M Scholar** – 200 meritorious students from poor families offered Scholarships to further under-graduate education.
- Adoption of 16 Schools in Tribal areas in CG, Jharkhand in Tribal areas
- **Mid-day Meal Programme:** Offering mid-day meal to 5100 students in Govt. Schools in Kolkata (East), Delhi (North), Mumbai (West), Saraikela (East), Nellore (South), Faridabad (North), Jaipur (North) – through Food Relief Foundation

Swayam - Corporate Volunteering



- **Every Child is Special:** Providing toys and other pre school kits for the under privileged kids of Mewat area in Alwar Dist.
- Supporting Free Student Hostel for the tribal kids to have easy access to school, shelter, food , clothing and other life values