

Reaching New Heights in Retail Finance



Magma Fincorp Limited

Financial Results – Q2 FY14

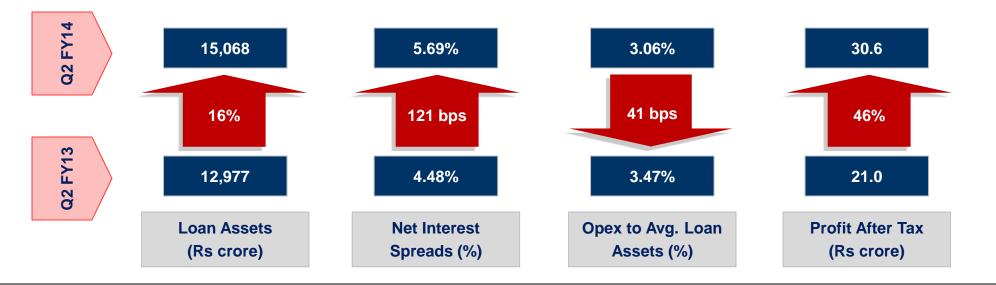
Business Overview and Strategy

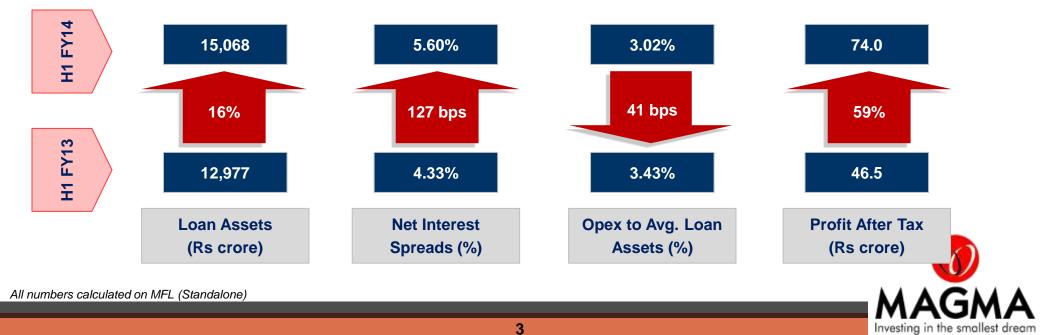
Leadership Team

Annexures



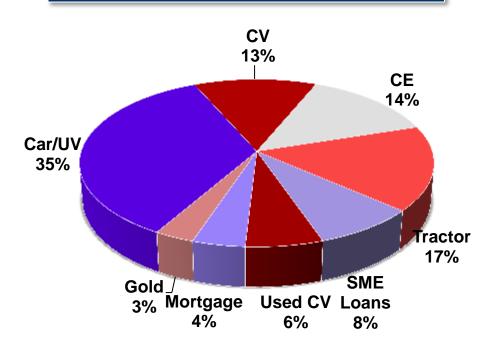
Financial Results – H1FY14 (Standalone)





	H1 FY14	H1 FY13
Asset Finance	3,826	4,318
Mortgage	175	-
Gold Loans	132	20
Total	4,134	4,338

Total disbursements in H1 FY14: Rs. 4,134 crore

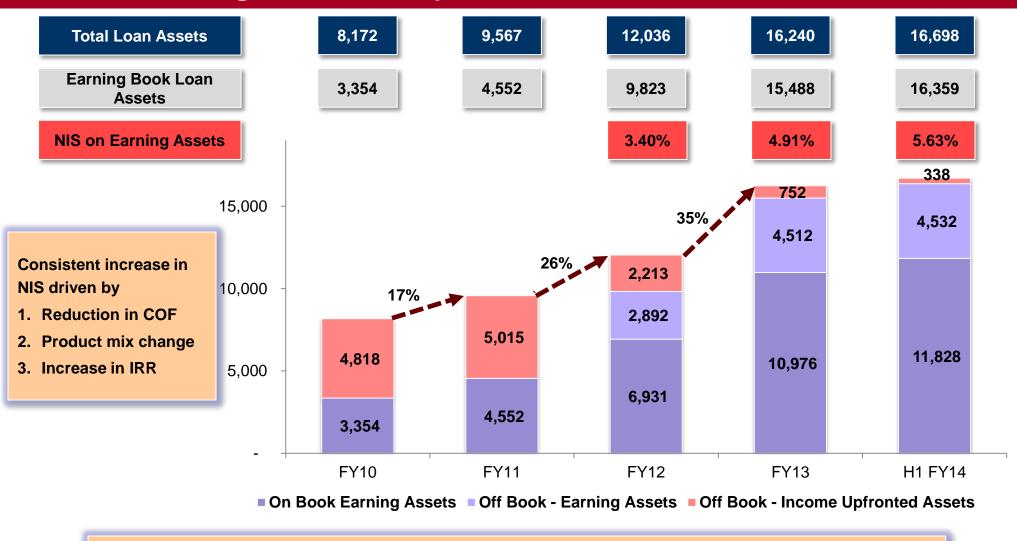


Conscious reduction of disbursements in CV and CE business in line with current economic scenario

Values in Rs. Crore and based on MFL (Consolidated)



Growth in Earning Assets and Spreads



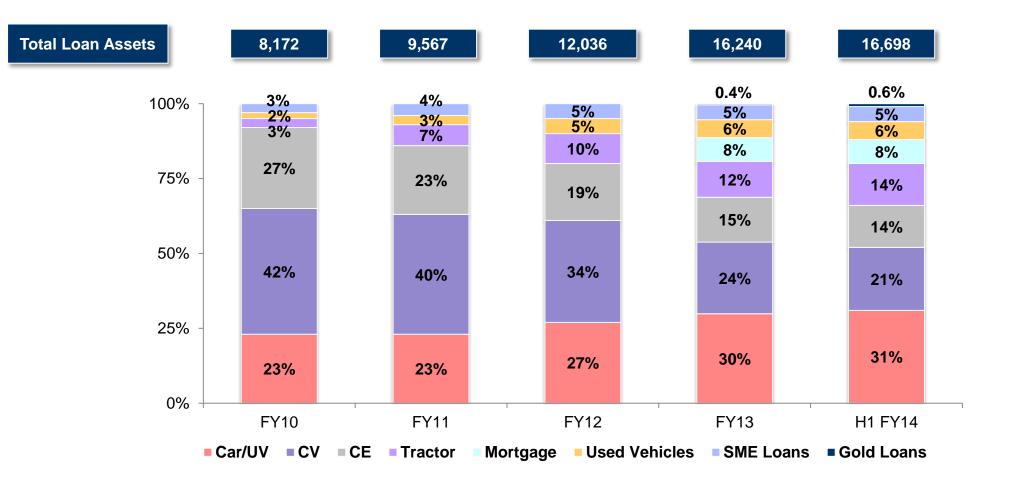
98% of the Loan Assets are income earning as on 30th September 2013

Focus on increasing spreads instead of growing disbursement considering current economic environment

Values in Rs. Crore and based on MFL (Consolidated)

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Diversified Loan Asset Portfolio

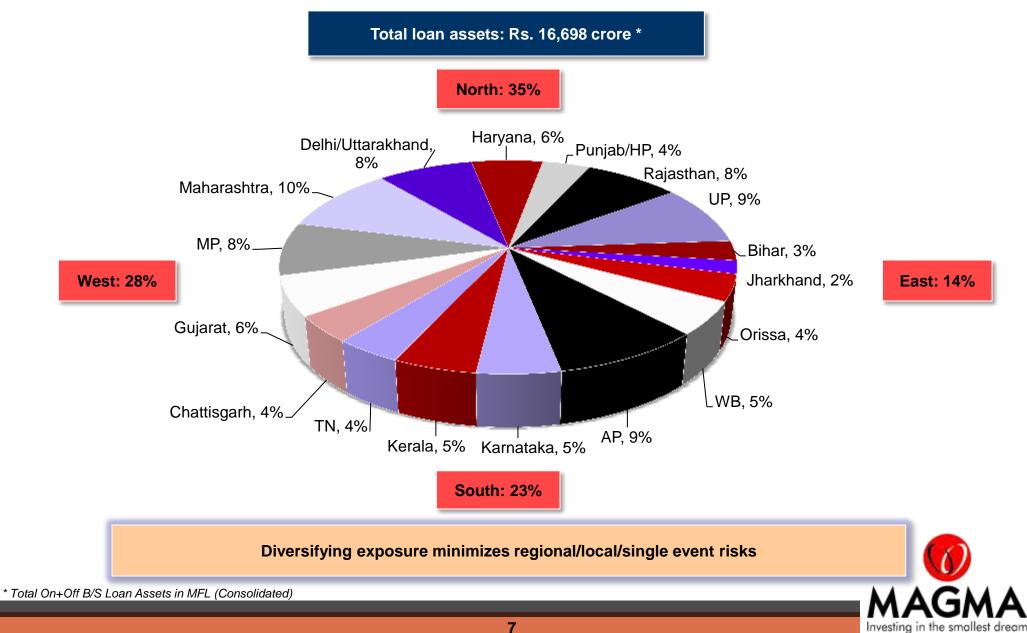


Well diversified portfolio of 8 products with the highest share of a single product at ~30%

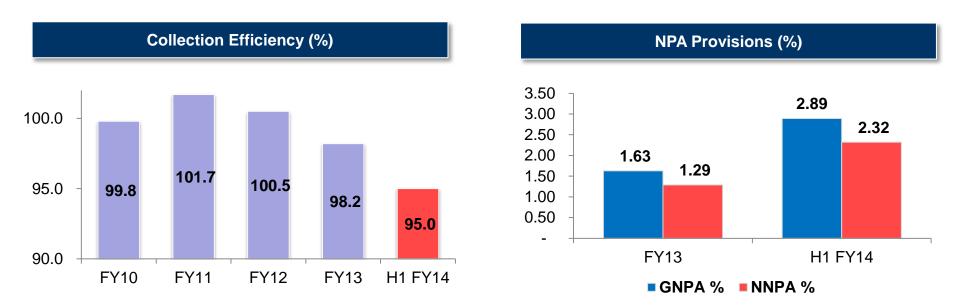
Values in Rs. Crore and based on MFL (Consolidated)

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Widespread Geographic Coverage



Collections and Provisioning



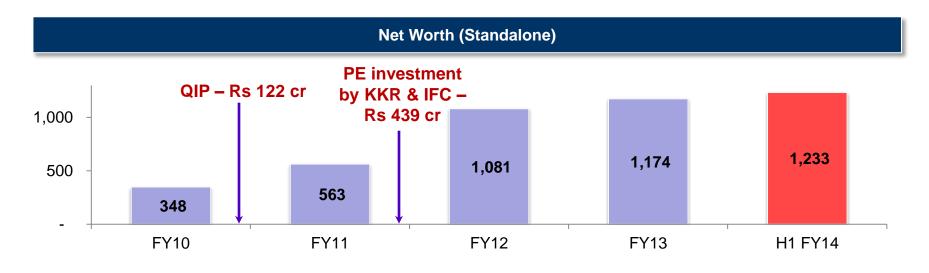
- Magma has an in house collections team of ~3,750 people and around 4.4 lakh active customers
- Magma recognizes NPAs at 120+ DPD for AFC business (against 180+ DPD as per RBI guidelines) and at 90+ DPD for HFC business
- Provisions for non performing assets of Rs 96 crore as on Q2 FY14 end

NPA Provisioning and Collection Efficiency under stress due to weak economic environment

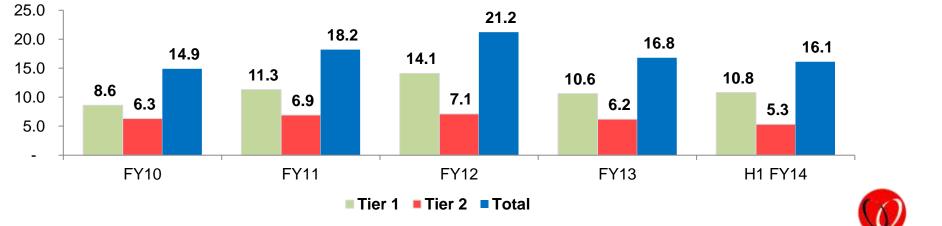


Collection Efficiency is defined as percentage of instalment collections made during the period out of total instalments billed during the period

Capital Adequacy



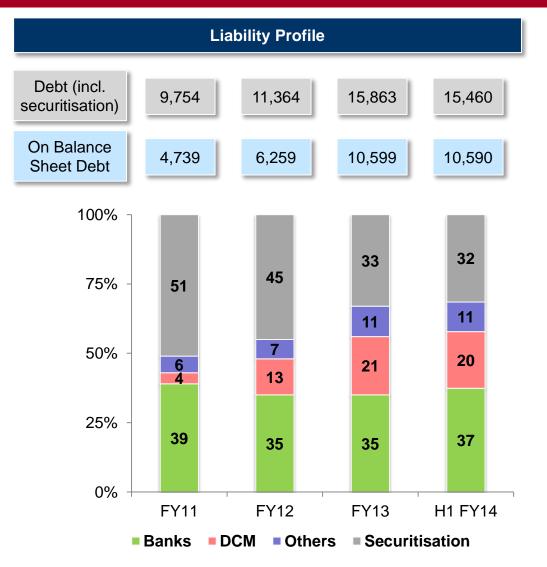
Capital Adequacy Ratio (%)



Net Worth values in Rs. Crore and based on MFL (Standalone); Net Worth for MFL (Consolidated) as on 30 September 2013 is Rs. 1,457 crores Capital Adequacy Ratio in % and calculated on MFL (Standalone)

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Liability Profile



Rating Upgrades

Instrument	FY12	FY13	H1 FY14
Short term	A1+	A1+	A1+
Long term	AA+	AA+	AA+
Pref Cap	AA	AA	AA
Sub debt	AA	AA	AA
Perpetual debt	AA-	AA-	AA-

- Diversified liability sources limit concentration risk, allows stable flow of funds and improved rating, all leading to lower costs
- Consortium of 20 public & private sector banks
- Capital market funding from wide spectrum of lenders including MFs, Insurance companies, Pension / Provident funds and Corporates among others
- Other unsecured debt includes multiple instruments like PDI, Sub-debt and Preference capital



Summary Financials (Standalone)

	Q2 FY1	4 Q2	FY13	H1 FY14	H1 FY13	FY13
LIABILITIES	11	,713	10,501	11,713	10,501	11,742
Net Worth	1	,233	1,128	1,233	1,128	1,174
On B/S Debt	ç	,489	8,503	9,489	8,503	9,593
Other Liabilities	3	991	870	991	870	975
ASSETS	11	,713	10,501	11,713	10,501	11,742
Loan Assets	10	,392	9,387	10,392	9,387	9,703
Other Assets	1	,321	1,113	1,321	1,113	2,038

	Q2 FY14	Q2 FY13	H1 FY14	H1 FY13	FY13
Income from Ops.	434.8	361.1	871.4	665.9	1,511.0
Interest Expenses	261.8	216.3	516.4	396.6	887.4
Gross Margin	173.0	144.9	355.0	269.3	623.5
Other Income	19.6	16.4	40.1	46.1	95.2
Operating Expenses	154.5	129.9	298.1	246.6	539.6
Overheads	87.7	86.8	172.6	170.2	362.0
Sourcing Expenses	26.4	22.5	52.6	40.4	91.5
Prov./Write Offs	40.3	20.5	72.9	36.1	86.1
Profit Before Tax	38.2	31.5	97.1	68.7	179.2
Profit After Tax	30.6	21.0	74.0	46.5	122.8



Values in Rs. Crore and based on MFL (Standalone)

BALANCE SHEET

PROFIT AND LOSS STATEMENT

	Q2 FY14	Q2 FY13	H1 FY14	H1 FY13	FY13
Total Income/Assets	15.5%	15.4%	15.5%	15.4%	16.3%
Interest Expenses/Assets	8.9%	8.8%	8.8%	8.6%	9.0%
Gross Spread	6.6%	6.6%	6.7%	6.8%	7.3%
Operating Expenses/Assets	5.3%	5.3%	5.1%	5.3%	5.5%
Overheads/Assets	3.0%	3.5%	2.9%	3.7%	3.7%
Sourcing Expenses/Assets	0.9%	0.9%	0.9%	0.9%	0.9%
Provision & WO/Assets	1.4%	0.8%	1.2%	0.8%	0.9%
Net Spread (Pre Tax)	1.3%	1.3%	1.7%	1.5%	1.8%
Return on Assets (RoA)	1.0%	0.9%	1.3%	1.0%	1.2%
Return on Equity (RoE)	8.9%	6.6%	11.1%	7.4%	9.7%



Values in %; Assets imply average of opening and closing balance of On B/S Assets in MFL (Standalone);

Summary Financials (Consolidated)

	Q2 FY14	Q2 FY13	H1 FY14	H1 FY13	FY13
LIABILITIES	13,255	10,927	13,255	10,927	13,114
Net Worth	1,457	1,223	1,457	1,223	1,397
On B/S Debt	10,590	8,768	10,590	8,768	10,599
Other Liabilities	1,207	935	1,207	935	1,118
ASSETS	13,255	10,927	13,255	10,927	13,114
Loan Assets	11,828	9,805	11,828	9,805	10,976
Other Assets	1,427	1,122	1,427	1,122	2,138

	Q2 FY14	Q2 FY13	H1 FY14	H1 FY13	FY13
Income from Ops.	486.8	381.9	972.0	707.1	1,606.9
Interest Expenses	290.9	222.6	572.9	407.9	926.2
Gross Margin	195.9	159.3	399.1	299.2	680.6
Other Income	24.2	16.3	48.7	42.9	94.6
Operating Expenses	178.4	133.2	343.3	251.4	562.7
Overheads	105.4	90.0	206.2	174.7	373.2
Sourcing Expenses	27.0	22.7	53.8	40.7	92.9
Prov./Write Offs	46.0	20.5	83.3	36.0	96.6
Profit Before Tax	41.6	42.3	104.4	90.8	212.5
Profit After Tax	32.2	28.2	77.6	61.3	144.9



Values in Rs. Crore and based on MFL (Consolidated)

BALANCE SHEET

PROFIT AND LOSS STATEMENT

Segment wise Breakup – H1 FY14

	AFC	Mortgage	Insurance ^^	Total
Net Interest Spreads (%) ^	5.85%	3.04%	N/A	5.63%
Total Loan Assets (Rs cr)	15,404	1,294	170 *	16,698
Total Income (Rs cr)	947.3	81.6	-8.3	1,020.6
Total Expenses (Rs cr)	837.4	78.8	-	916.2
Profit Before Tax (Rs cr)	109.9	2.8	-8.3	104.4

- Mortgage business set to grow at a rapid pace
- Insurance business expected to contribute to profits during the ensuing years
- Presence in Gold Loan business being re-evaluated

^ P&L related nos for Insurance business represent 37% of total

^ Calculated on Earning Assets; * Gross Written Premium (GWP) in H1 FY14



Financial Results – Q2 FY14

Business Overview and Strategy

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Annexures



HELPING PEOPLE REACH OUT TO THEIR DREAMS



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Magma caters to diverse financial needs of small entrepreneurs in rural* and semi rural* markets of India ...where large banks and institutions fail to reach and serve.





Magma's growth is a reflection of India's new emerging entrepreneurs, spurred by economic growth across states and sectors

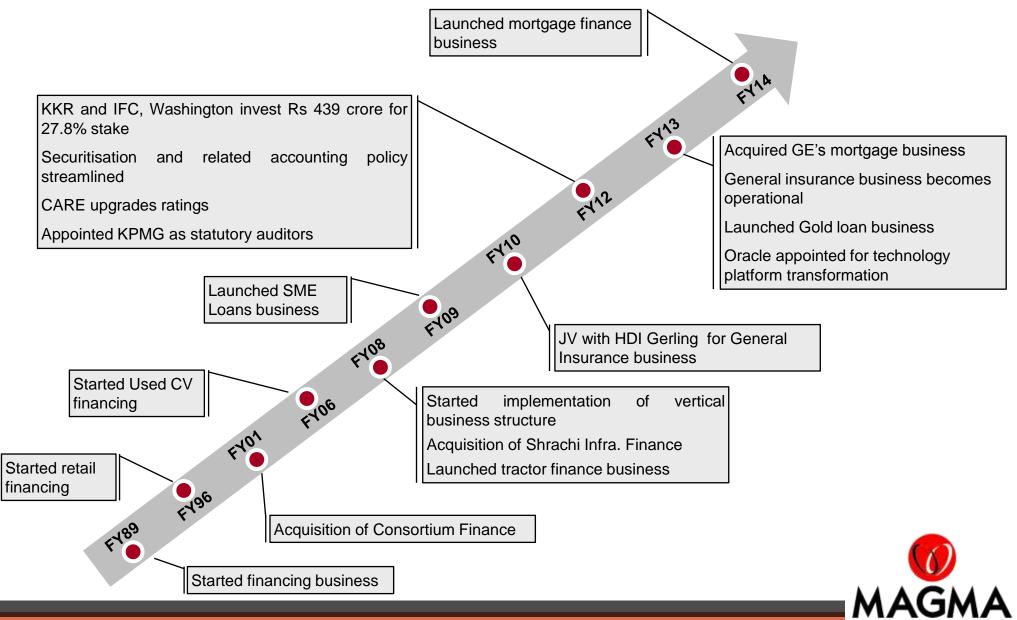






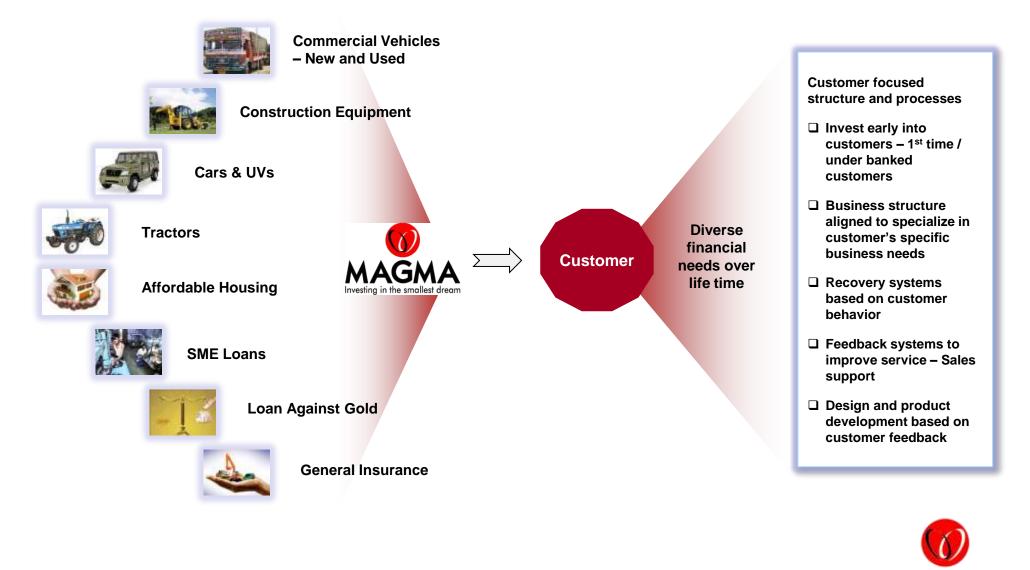


Company in Transformation



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Customer Centric Approach...with a bouquet of products



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Synergistic Approach to Growth

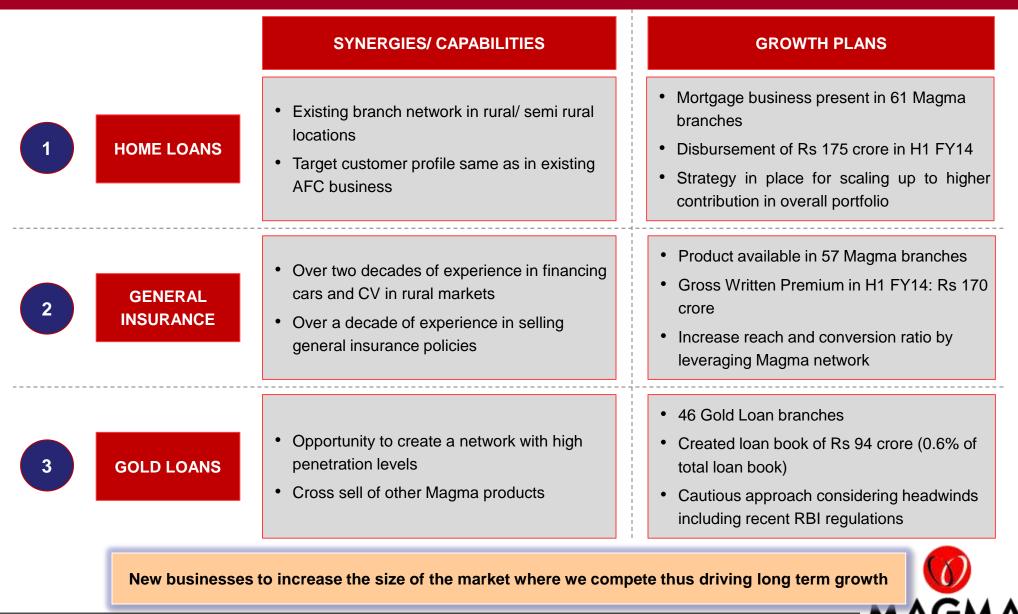
Products	Key Customer Segments	Focus areas to Drive Growth	ATS (Rs '000)	LTV	Tenure (months)
Cars	 Entry level vehicles and UV/MUV Small Road Transport Operator (SRTO) 	 Rural markets and UV/MUV segment Tie up with car manufacturers 	450	71%	45
Commercial Vehicles (CV)	 1-5 vehicle owners (esp FTB segment) SRTO 	 LCV & SCV Tie up with CV manufacturers 	750	85%*	45
Tractors	 Land owning farmers 25-75 HP tractors 	 Alliances with OEMs New product introductions 	340	62%	44
Used CV	 FTB, Small fleet drivers M&HCV, Refinance 	 LCV High vintage vehicles (7-8 years) 	530	70%	35
Construction Equipment	Small Scale Entrepreneurs	 Increase collaboration with OEMS Wider product range 	1780	79%	39
SME Loans	 SME segment Working capital, business expansion 	MSME segment	2230	NA	32
Gold Loans	Primary borrowers	Target underpenetrated urban markets in North, West and East India	52	51%	12
Home Loans	Affordable housing	Tier 3 and 4 towns	Leverage branch / collection presence and understanding product, target customer behaviour and its requirements grow new products		tanding of
General Insurance	 Captive customers Rural agri based products 	 Penetrate motor insurance market Rural agri markets 			irements to

ATS: Average Ticket Size; FTB: First Time Buyers; Numbers represent average for disbursements done in Q2 FY14

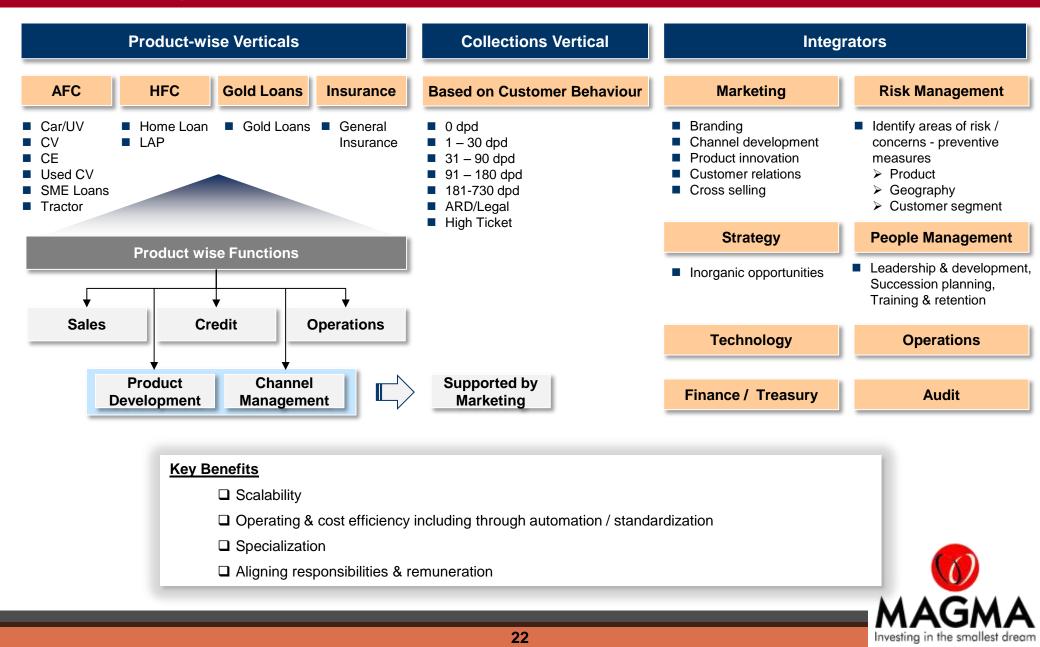
* LTV has been calculated without considering cost of truck body, which is not funded. Inclusive of body in the cost of asset, LTV would be approx. 73%



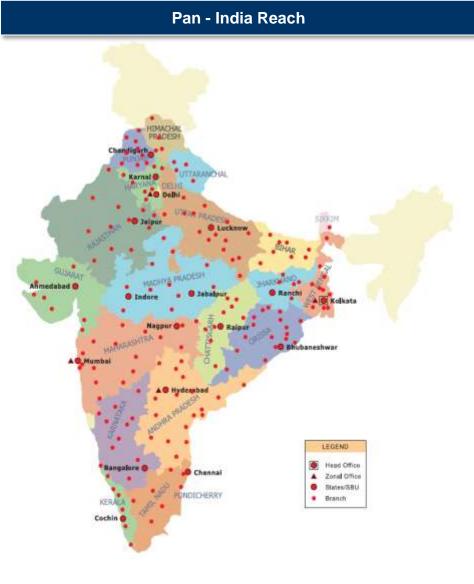
New businesses



Vertically Aligned Business Model

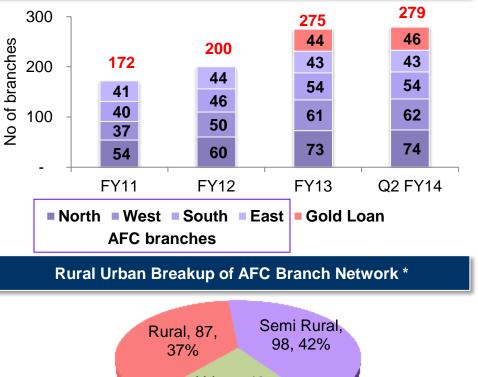


Branch Network



* As on 30 September 2013; Based on company's market surveys and estimates

Branch Network Growth (AFC & Gold Loan Branches)

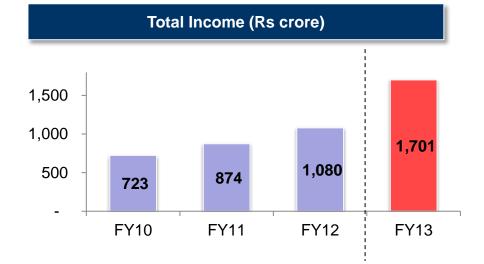


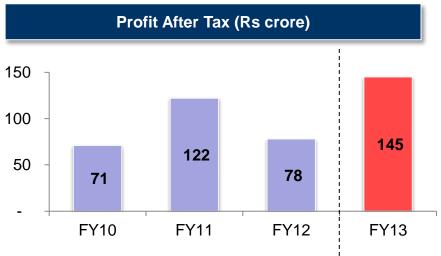
Urban, 48, 21%

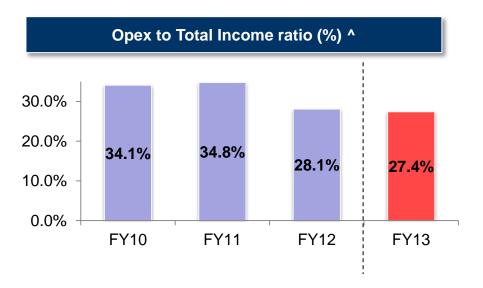
- 279 branches across 21 states /union territories
- Coverage of over 75% of ~670 districts in India*
- Around 8300 employees including over 7550 front line staff

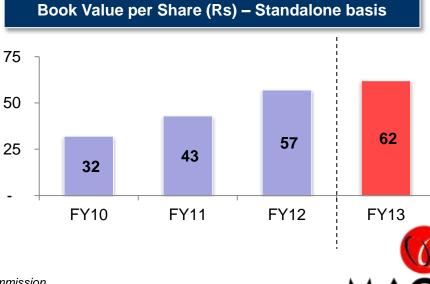


Financials on Growth Trajectory









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^ Opex Includes Employee Benefit Expenses, Other Expenses, Depreciation and Brokerage & Commission

Financial Results – Q2 FY14

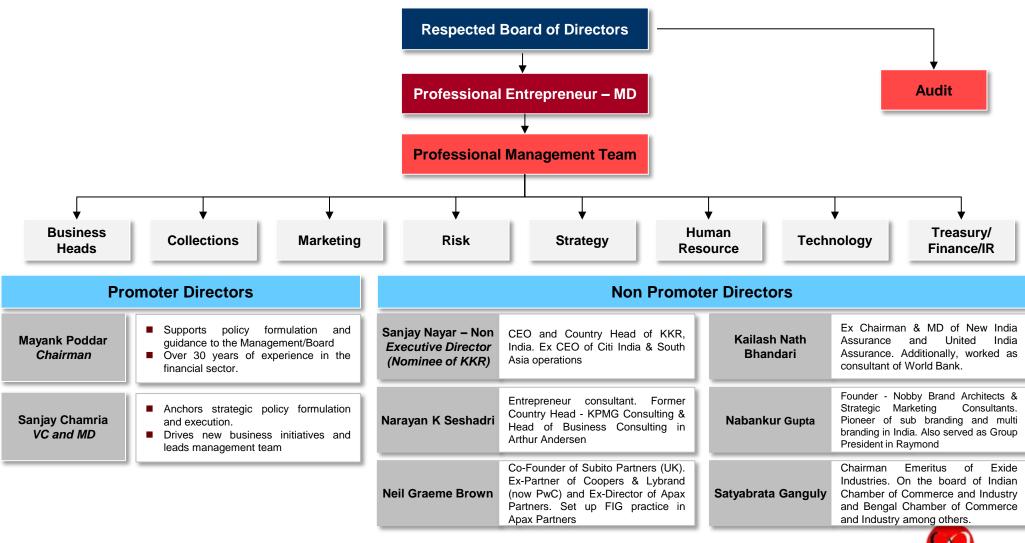
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Respected Board of Directors





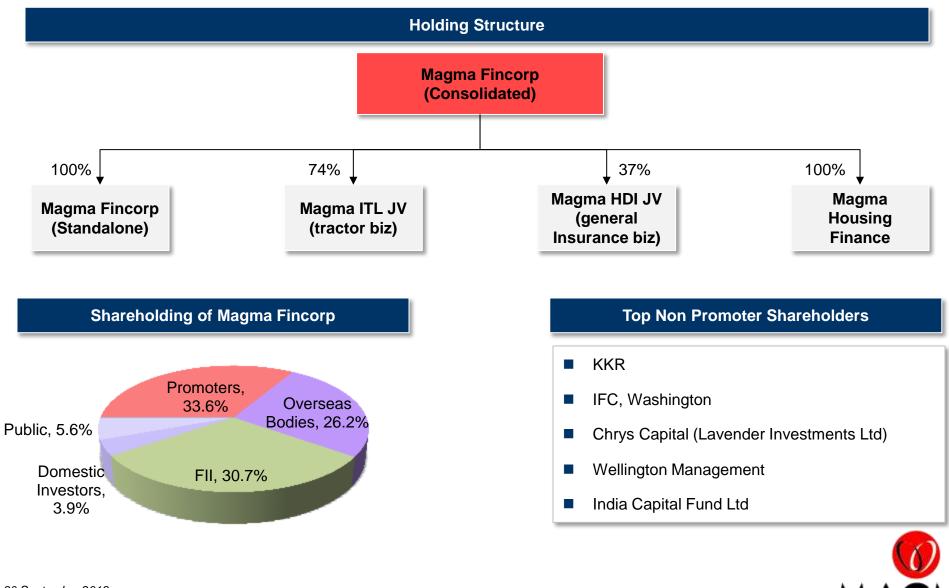
Experienced Professional Management



Senior management with extensive experience both within Magma and in the industry

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Shareholding



As on 30 September 2013

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Thank You

Forward Looking Statements

Certain statements in this document with words or phrases such as "will", "should", etc.., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

Financial Results – Q2 FY14

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Profit & Loss Statement (Standalone)

Amounts in Rs crore

Particulars	Q2 FY14	Q2 FY13	YoY %	H1 FY14	H1 FY13	FY13
Income						
- Income from Operations	434.8	361.1	20%	871.4	665.9	1511.0
- Other Income	19.6	16.4	19%	40.1	46.1	95.2
Total Income	454.5	377.6	20%	911.6	712.0	1606.2
- Finance Costs	261.8	216.3	21%	516.4	396.6	887.4
- Employee Benefit Expenses	49.3	45.2	9%	98.6	92.1	202.8
- Depreciation	8.9	7.4	20%	17.5	19.5	36.7
- Brokerage & commission	26.4	22.5	17%	52.6	40.4	91.5
- Provisions against Standard Assets	0.2	3.3	-94%	1.4	6.9	12.0
- Provision for NPA/ Writeoffs	40.1	17.2	133%	71.5	29.2	74.1
- Other Expenses	29.5	34.2	-14%	56.5	58.6	122.5
Total Expenses	416.2	346.1	20%	814.5	643.3	1427.0
Profit Before Tax	38.2	31.5	22%	97.1	68.7	179.2
Tax (incl. Deferred Tax)	7.6	10.4	-27%	23.1	22.2	56.4
Profit After Tax	30.6	21.0	46%	74.0	46.5	122.8
Earnings per share (Rs.)	1.43	0.96	49%	3.51	2.16	5.74
Book Value per share (Rs.)	64.5	59.1	9%	64.5	59.1	61.8

All values in Rs crore

* Previous year figures have been regrouped / restated, wherever necessary



Balance Sheet (Standalone)

Particulars	Sep-13	Sep-12	Mar-13
Shareholder Funds			
- Equity capital	38.0	38.0	38.0
- Preference Capital	118.4	129.7	161.4
- Reserves & Surplus	1194.9	1090.2	1135.6
-Share application money pending allotment	-	17.50	-
Net Worth	1233.0	1128.2	1173.6
Non Current Liabilities	3411.1	2643.2	3410.0
Current Liabilities	6950.8	6582.2	6996.8
Total Liabilities	11713.3	10500.7	11741.9
Non Current Assets			
- Fixed assets	166.3	169.2	174.4
- Non Current Investments	223.7	69.3	220.5
- Other Non Current Assets/ Long term Loans & Advances	6510.1	5862.6	6322.4
Current Assets			
- Cash & Bank balances	461.5	512.1	1164.0
- Current Investments	83.9	0.0	64.9
- Other Current Assets/ Short term Loans & Advances etc.	4267.9	3887.5	3795.6
Total Assets	11713.3	10500.7	11741.9

All values in Rs crore

* Previous year figures have been regrouped / restated, wherever necessary



Particulars	Q2 FY14	Q2 FY13	YoY %	H1FY14	H1FY13	FY13
- Total Income	32.3	23.2	40%	62.9	45.4	101.0
Total Income	32.3	23.2	40%	62.9	45.4	101.0
- Finance Costs	14.3	9.4	51%	26.7	16.5	42.5
- Operating Expenses	9.0	4.5	98%	17.8	8.5	21.5
- Provisions against Standard Assets	0.2	0.2	-5%	0.4	0.4	0.8
- Provision for NPA/ Writeoffs	2.1	-0.2	-1197%	2.9	-0.4	0.0
Total Expenses	25.5	14.0	82%	47.8	25.0	64.8
Profit Before Tax	6.8	9.2	-26%	15.1	20.4	36.2
Profit After Tax	5.2	6.1	-14%	11.2	13.7	24.4



All values in Rs crore

Profit & Loss Statement: Magma Housing Finance (MHF)

Particulars	Q2 FY14	H1 FY14	FY13*
- Total Income	28.30	54.05	85.3
Total Income	28.30	54.05	85.3
- Finance Costs	17.9	35.5	44.1
- Operating Expenses	8.5	15.4	20.2
- Provisions against Standard Assets	0.3	0.1	0.9
- Provision for NPA/ Writeoffs	1.1	3.5	1.0
Total Expenses	27.7	54.5	66.1
Profit Before Tax	0.6	-0.4	19.2
Profit After Tax	0.4	-0.3	12.6

All values in Rs crore * Above figures are for full year; Consolidation with Magma is effective 11th Feb 2013



Particulars	Q2 FY14	H1 FY14	FY13
Gross Written Premium	98.4	169.5	95.8
Net Earned Premium	48.9	75.7	14.3
Claims Incurred	43.8	67.5	12.5
Net Commission	4.3	7.3	3.2
Management Expenses	21.2	38.3	29.6
Underwriting Profit/Loss	-20.4	-37.4	-31.1
Investment Income	8.3	15.0	19.2
PBT	-12.1	-22.4	-13.5
PAT	-12.1	-22.4	-9.4



All values in Rs crore

Profit & Loss Statement (Consolidated)

Particulars	Q2 FY14	Q2 FY13	YoY %	H1 FY14	H1 FY13	FY13
Income						
 Income from Operations 	486.8	381.9	27%	972.0	707.1	1606.9
- Other Income	24.2	16.3	48%	48.7	42.9	94.6
Total Income	510.9	398.2	28%	1020.6	750.0	1701.5
- Finance Costs	290.9	222.6	31%	572.9	407.9	926.2
- Employee Benefit Expenses	55.3	46.6	19%	110.0	94.2	204.0
- Depreciation	8.9	7.6	18%	17.5	19.8	37.6
- Brokerage & commission	27.0	22.7	19%	53.8	40.7	92.9
- Provisions against Standard Assets	0.7	3.5	-80%	1.9	7.2	14.0
- Provision for NPA/ Writeoffs	45.3	17.0	166%	81.4	28.7	82.6
- Other Expenses	41.3	35.8	15%	78.7	60.7	131.6
Total Expenses	469.4	355.8	32%	916.2	659.3	1489.0
Profit Before Tax	41.6	42.3	-2%	104.4	90.8	212.5
Tax (incl. Deferred Tax)	9.4	14.1	-33%	26.9	29.5	67.5
Profit After Tax	32.2	28.2	14%	77.6	61.3	144.9
Earnings per share (Rs.)	1.43	1.26	13%	3.54	2.74	6.55
Book Value per share (Rs.)	76.3	64.1	19%	76.3	64.1	73.6

All values in Rs crore

* Previous year figures have been regrouped / restated, wherever necessary



Balance Sheet (Consolidated)

Particulars	Sep-13	Sep-12	Mar-13
Shareholder Funds			
- Equity capital	38.0	38.0	38.0
- Preference Capital	154.0	129.7	197.0
- Reserves & Surplus	1419.2	1185.3	1359.4
- Fair value change account	0.0	0.0	0.0
- Share application money pending allotment	0.0	17.5	0.0
Net Worth	1457.2	1223.2	1397.4
Minority Interest	28.7	22.4	25.5
Non Current Liabilities	3957.5	2679.9	4006.7
Current Liabilities	7657.3	6853.9	7487.2
Total Liabilities	13254.8	10926.7	13113.8
Non Current Assets			
- Fixed assets	182.4	170.1	190.2
- Non Current Investments	236.3	16.5	199.6
- Other Non Current Assets/ Long term Loans & Advances	7739.8	6105.5	7431.9
Current Assets			
- Cash & Bank balances	500.2	613.3	1217.8
- Current Investments	89.9	0.0	67.3
- Other Current Assets/ Short term Loans & Advances etc.	4506.1	4021.1	4006.9
Total Assets	13254.8	10926.7	13113.8



