

Reaching New Heights in Retail Finance



*Magma Fincorp Limited
Q1 FY18 Results Update*

INVESTING IN THE SMALLEST DREAMS – FOR RURBAN INDIA

UNDERSERVED CUSTOMERS



CUSTOMISED FINANCING SOLUTIONS



PAN INDIA NETWORK



Business Overview, Competitive Strengths and Strategy

Financial Results – Q1 FY18

Leadership Team

Annexures

Business Overview:

Focus on underserved 'Rurban' India



**UNDERSERVED
'RURBAN'
CUSTOMERS**

**SEGMENT 1 :
FIRST TIME BUYERS**



- Farmers with small landholdings (<4 acres) (Tractor buyer)
- First time buyer with prior relevant experience (taxi/truck/machine driver/operators)

**SEGMENT 2 :
SELF EMPLOYED
NON PROFESSIONAL
(SENP)**



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

**SEGMENT 3 :
SMALL & MEDIUM
ENTREPRENEURS**



- Small factory owner/contractor, trader/shop owner with working capital needs (SME/LAP customer)
- Small fleet operator (taxi/truck/equipment buyer)

**SEGMENT 4 :
LIMITED BANKING /
CREDIT HISTORY**



- Customer with informal income sources and low eligibility for bank loans
- Customers with no established credit track record
- Customers with limited banking transactions

Rurban includes Rural and Semi-Urban locations/customers

Images used for representation purposes only

Business Overview:

Provide distinctive financing solutions to customers in 'Rurban' India



Strong Recognition and Trusted Brand in 'Rurban' India

Customer Focus

- Underserved 'Rurban' customers

Magma's Core Strengths

- Widespread coverage with presence across 1900 Talukas and 2900 Locations
- Technological innovation led faster customer acquisition, portfolio servicing and effective cross-sell
- Deep 'Rurban' Insight led underwriting and flexi payment options

Diverse Product Offerings

-  **Commercial Finance**
-  **Agri Finance**
-  **SME Finance**
-  **Mortgage Finance**
-  **General Insurance**

Commercial Finance includes New and Used Vehicles/Equipment; SME Finance includes Unsecured Loans to Business Enterprises; Mortgage Finance includes LAP and Home Loans; Agri Finance includes Tractors

Bringing Equality of Opportunity to the Economically Disenfranchised

Business Overview:

Higher cross-sell for lifetime customer engagement

CUSTOMER SEGMENTS					ILLUSTRATIVE ASSET PROFILE			
	First Time Buyers	Self Employed Non Professionals	Small & Medium Entrepreneurs	Limited banking / credit history	Ticket Size (Rs lakh)	Loan to Value Ratio	Tenure (months)	
FINANCING SOLUTIONS	Commercial Finance	•	•	•	•	4-5	70-75%	40-45
	Agri Finance	•	•		•	3-4	65-70%	40-45
	SME Finance		•	•	•	<20	N/A	30-35
	Mortgage Finance	•	•	•	•	10-14	LAP 35-45% HL 55-65%	120-150
	General Insurance	•	•	•	•			

Numbers indicative of disbursements done during Q1 FY18

Business Overview: Product extensions have complemented existing product suite and strengthened Magma's value proposition

• SYNERGIES WITH ASSET FINANCE BUSINESS

• MORTGAGE FINANCE

- Leverage existing 'rurban' branch network for reach, and superior service levels
- 26% of mortgage business is sourced directly including cross sell to existing Magma customers
- Leveraging common channels of ABF

• GROWTH STRATEGY

- Focus more on Home loans and increase HL share significantly
- Focus on more Direct sourcing
- Sourcing is targeted from Tier 3-6 towns based 'rurban' SENP customer at Rs.10-14 Lakh average ticket size

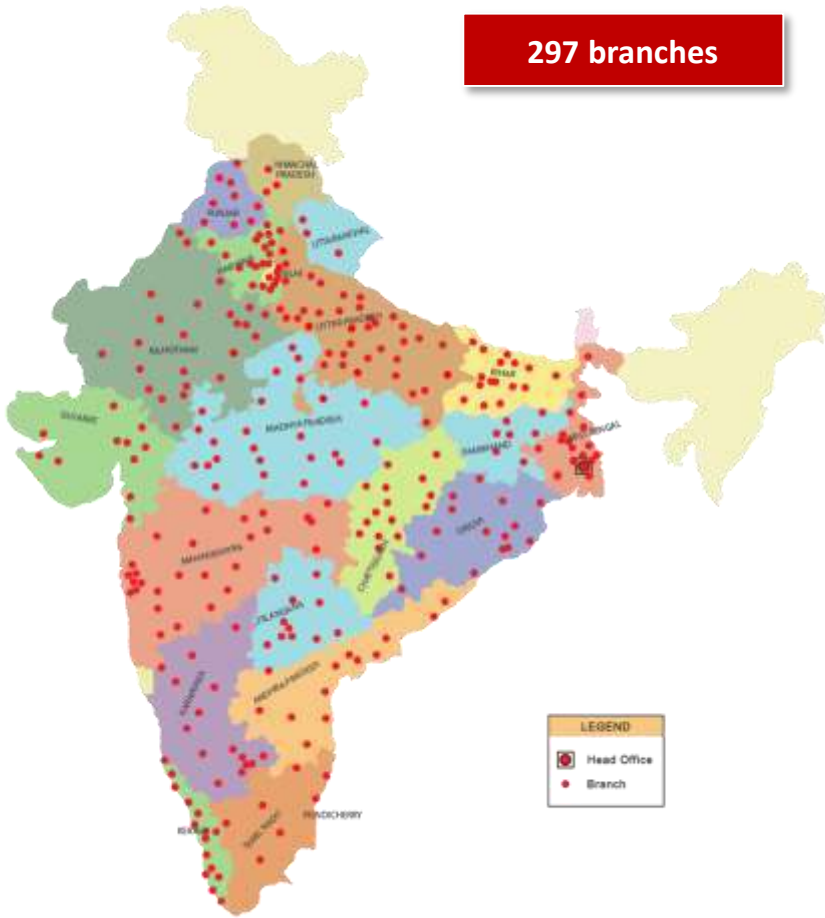
• GENERAL INSURANCE

- One third of general insurance business sourced from existing Magma customers
- Profitable business that is also protecting assets financed by Magma (securing loan portfolio)
- Operating leverage through 'rurban' branch network and OEM/channel acquisition at minimum incremental cost
- Superior underwriting of used assets through in-house valuer

- Focus on insuring underserved 'rurban' customers (core Magma customer-archetype)
- Use tech-enablers to prevent revenue leakage and minimize fraudulent claims
- Leverage tech-tools to quickly and simply underwrite and issue policies

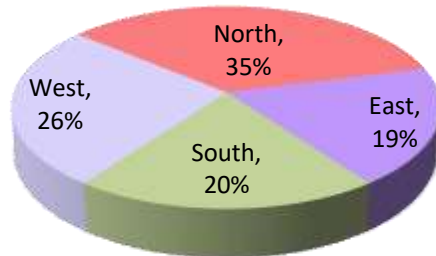
Competitive Strength: Widespread pan India coverage

Extensive Pan India Branch Network Across Rural and Semi-Urban India

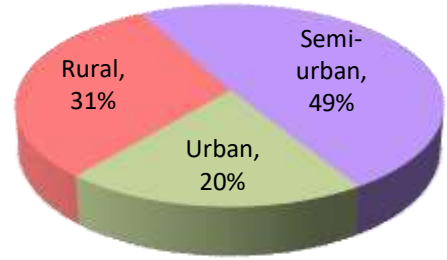


- Hub and spoke model with wide coverage led to presence in point of sales enabling sourcing from 1900 talukas and 2900 locations
- Tablet usage has led to superior sales productivity, better market coverage, improved channel and customer experience
- Focus on asset-light model: Field executives come to branch office once a week; technology solutions enable them to conduct business from channel/customer location
- Strong customer engagement through 6500+ field executives
- State of the art toll free Inbound/Outbound Customer Delivery Centre for servicing and cross sell

Region-wise Breakup



Rural-Urban Breakup



Branches as on 30th June 2017

Branch banking structure leading to superior customer connect



OBJECTIVES

- Better customer service
- Better and faster credit decision
- Improved productivity and cost efficiency.
- Better channel management
- Better local accountability and ownership
- More Direct Business and higher yields

PEOPLE

- Strong and deeper customer connect with 3300 field officers (FOS), each covering radius of <30 kms
- Branch managers (BM) are responsible for the P&L of branch
- KPIs of BMs and FOS aligned as per the branch and product grading
- KRAs of BM and FOS include direct business, fee income generation and cross sell.

TECHNOLOGY

- High level of technology adoption by field officers and supervisors, improving efficiency and productivity
- Daily Journey Plan and Visit Calendar enabled in tablets

PROCESS

- Dedicated channel relation team (CRMs) to source business.
- Simplified credit screens
- Immediate risk hind-sighting after disbursement
- L2D process simplified enabled in tablets

CUSTOMER

- CRMs / FOS tagged to 8000 channels for service and business
- Rigor of daily market activity implemented
- IRR grids, doc charges, payout structures & escalation matrices revised

Bringing Equality of Opportunity to the Economically Disenfranchised

Competitive Advantage: Technology initiatives to strengthen business processes



PRE-SALES & SALES CUSTOMER ACQUISITION PROCESS

- Tablet equipped field executives capable of operating from any location (virtual office)
- Electronic transfer of loan application with all documents from point of sale.
- Usage of Data Analytics for customized Cross sell and Up sell offering.

Outcome – Increased Penetration, Faster Turnaround time & Better lead conversion.



CHANNEL SERVICING & CUSTOMER ENGAGEMENT PROCESS

- Channel portal allows automatic tracking of files/process
- Call centre to provide real time support for complaints/enquiries
- Frontline Decision Support for better understanding of customer requirements

Outcome – Improved Customer experience, Better product design Inputs



COLLECTIONS & RISK MANAGEMENT PROCESS

- Online submission of Field Investigation reports
- Cash collection at customer location, on spot money receipts, instant reporting of collections to central database.
- External credit databases embedded in BI/sales interfaces

Outcome – Enhanced Customer service, Faster Credit Appraisal, Robust Cash management



Bringing Equality of Opportunity to the Economically Disenfranchised

Competitive Advantage:

Risk framework – Inter-woven with the business strategy



CALIBRATE PRODUCT- CUSTOMER - GEOGRPAHY MIX

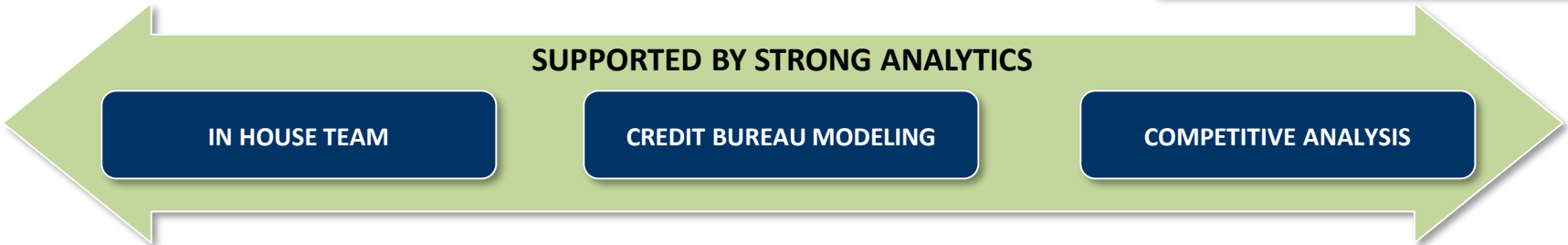
- OEM, End-Use and Resale demand driven product classification
- Informal segment with relevant experience
- Differentiated offering in various markets considering Net Adjusted Return

REFINE CREDIT SCREENS & PROCESSES

- Customised screens to consider informal income streams with relevant experience
- Branch, product and dealer grading
- Asset gradation as per customer profile
- Online Process Automation at sourcing / under-writing stages for fraud mitigation
- Comprehensive Risk Management Framework

EARLY WARNING INDICATORS (EWI)

- Past portfolio based terminal losses as key indicator for developing Early Warning Indicators (EWI)
- Credit hind sighting of early delinquent cases to resolve them and use them as feedback mechanism in credit screens
- Branch level tracking involving local business teams



Bringing Equality of Opportunity to the Economically Disenfranchised

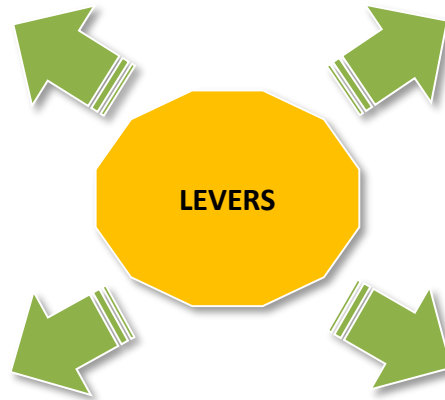
Business Strategy: Focus on sustained profitable growth

ROA ENHANCEMENT

- Focus on product profitability and branch profitability
- Increase share of higher risk-adjusted yield and high RoA products (Agri /Used Assets /SME /Mortgage Finance)

OPEX REDUCTION

- Enhance productivity through technology enablers, automation and process simplification
- Reduce customer acquisition cost by
 - Increasing direct sourcing
 - Improving cross-sell
 - Providing superior customer service



COF REDUCTION

- Employ judicious mix of NCD / CP / bank lines / securitisation to reduce COF and limit concentration / liquidity risk
- Diversify mix of debt market investors
- Increase share of priority sector lending (PSL)

ASSET QUALITY IMPROVEMENT

- Calibrate portfolio according to product-customer-geography mix
- Refine credit screen and processes to optimize portfolio performance
- Employ product wise early warning indicators and loss tracking mechanisms
- Grading of branches, products, dealers and FOS according to the portfolio quality

Health & Wellbeing



- ❑ Free medical Consultation to approx. 55,000 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. 1500+ patients have been treated in Q1FY18

Environment Sustainability



- ❑ **Magma Truckers Initiative** for Environment Sustainability. In association with PCRA, Govt. of India undertaking.
- ❑ Training Safer Driving Skills to Truck Drivers in approx 140 location. Approx 95,000 truckers benefitted till Q1 FY18.
- ❑ Better Mileage + Fuel Conservation = Saving about 50 Lac Lt. of Diesel per year
- ❑ Reduction in CO2 Emission approx 44 Lac kg.
- ❑ E-Toilets for Sanitation at Transport Nagars to benefit to approx 50,000 Truck drivers
- ❑ Planting 5000 saplings on World Environment Day by employees

Promotion of Education



- ❑ **M Scholar** – 99 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 ISKCON 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

*Bringing Equality of Opportunity
to the Economically Disenfranchised*

Rewards & Recognition



Asia Pacific HRM Congress Awards 2015 in the category of Best Corporate Social Responsibility Practices for M-Scholar and Annamrita CSR initiatives.



Highway Heroes awarded as the "CSR Project of the Year" at the NGOBOX CSR Impact Awards 2016.



Corporate Responsibility Award 2016 from the Investor Review, UK for our M-Scholar CSR Initiative.



"CSR Leadership Award" at National Awards for Excellence in CSR & Sustainability.



Awarded 2nd Best Project of the Year for Highway Heroes at NHRDN CSR Competition, 2016.



BFSI Tech Maestro Awards 2016. Award for the most effective Data centric Security Implementation



Frost & Sullivan presented the 2016 Customer Service Leadership Award in Vehicle Fleet Leasing to Magma Auto Lease in recognition of the company's exemplary customer service.



Magma's FY16 Annual Report was recognized at the 2016 VISION Awards competition of LACP (League of American Communications Professionals). The competition was tough with nearly 1200 entries from two dozen countries competing for the coveted recognition. Top 50 entries have been adjudged "World Class" and Magma Fincorp report is given a ranking of 31 in Top 50.



Platinum Award of Excellence from LACP Spotlight Awards 2016 for our Mission India communications campaign. The campaign was recognized as the most creative and was ranked 7th in the top 25 communications in 2015 worldwide.



Bringing Equality of Opportunity to the Economically Disenfranchised

Business Overview, Competitive Strengths and Strategy

Financial Results – Q1 FY18

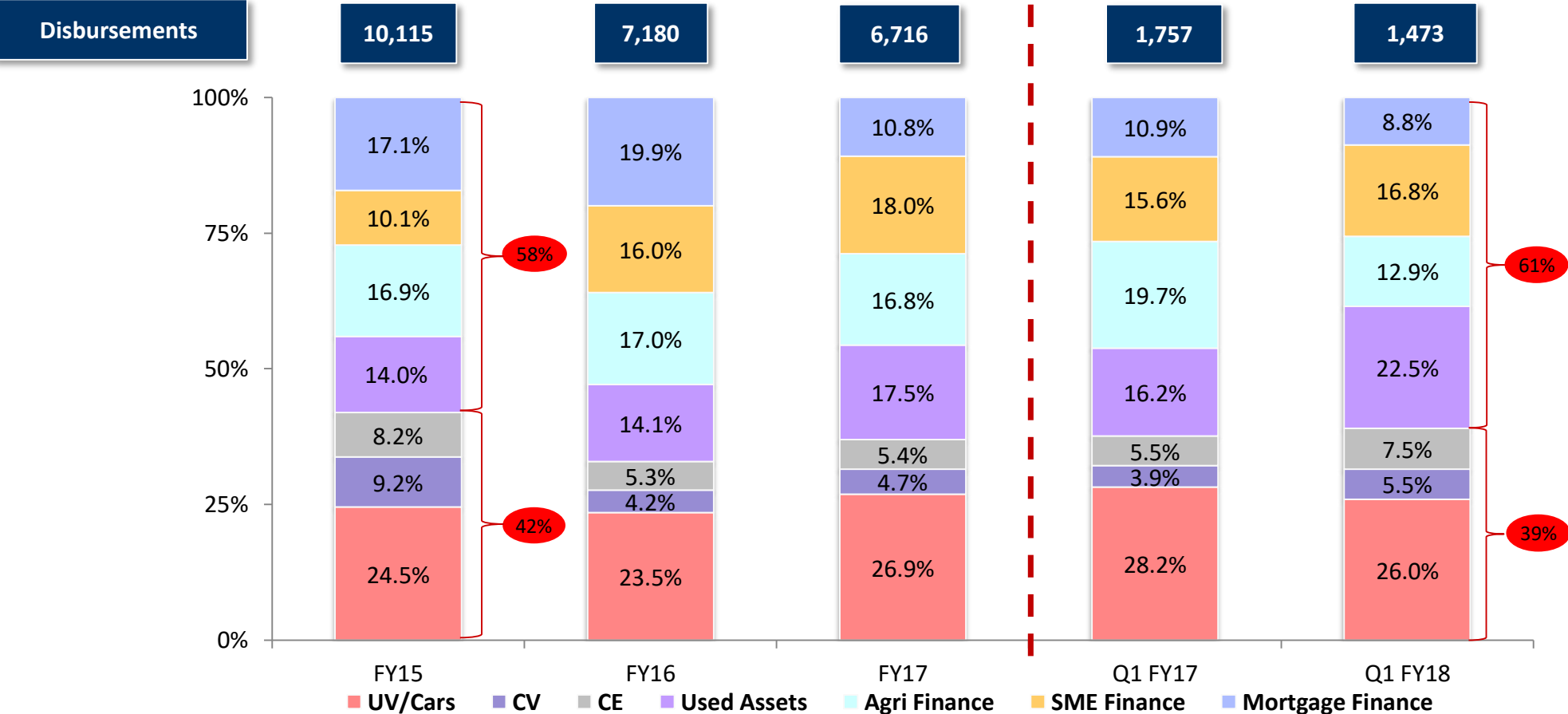
Leadership Team

Annexures

Financial Results – Q1 FY18 (Consolidated)

Q1 FY17		Q1 FY18
Loan Assets Rs 17,796 cr	<ul style="list-style-type: none"> • Lower disbursement with focus on quality, in line with plan led to decline in loan book 	Loan Assets Rs 15,483 cr
NIM 6.9%	<ul style="list-style-type: none"> • Decline in cost of funds & increase in share of earning book led to margin expansion 	NIM 8.3%
Opex/Loan Assets 3.5%	<ul style="list-style-type: none"> • Higher opex ratio due to significant investment in management bandwidth, and also due to lower AUM 	Opex/Loan Assets 4.3%
NNPA 6.9%	<ul style="list-style-type: none"> • Absolute NNPA lower compared to 4Q FY17 	NNPA 5.7%
PAT Rs 48 cr	<ul style="list-style-type: none"> • Accelerated provisioning to prepare for movement to 90dpd provisioning norms, led to lower PAT 	PAT Rs 45 cr
RoA 1.23 %	<ul style="list-style-type: none"> • Margin expansion led to improvement in ROA 	RoA 1.34 %

Significant changes in disbursement mix

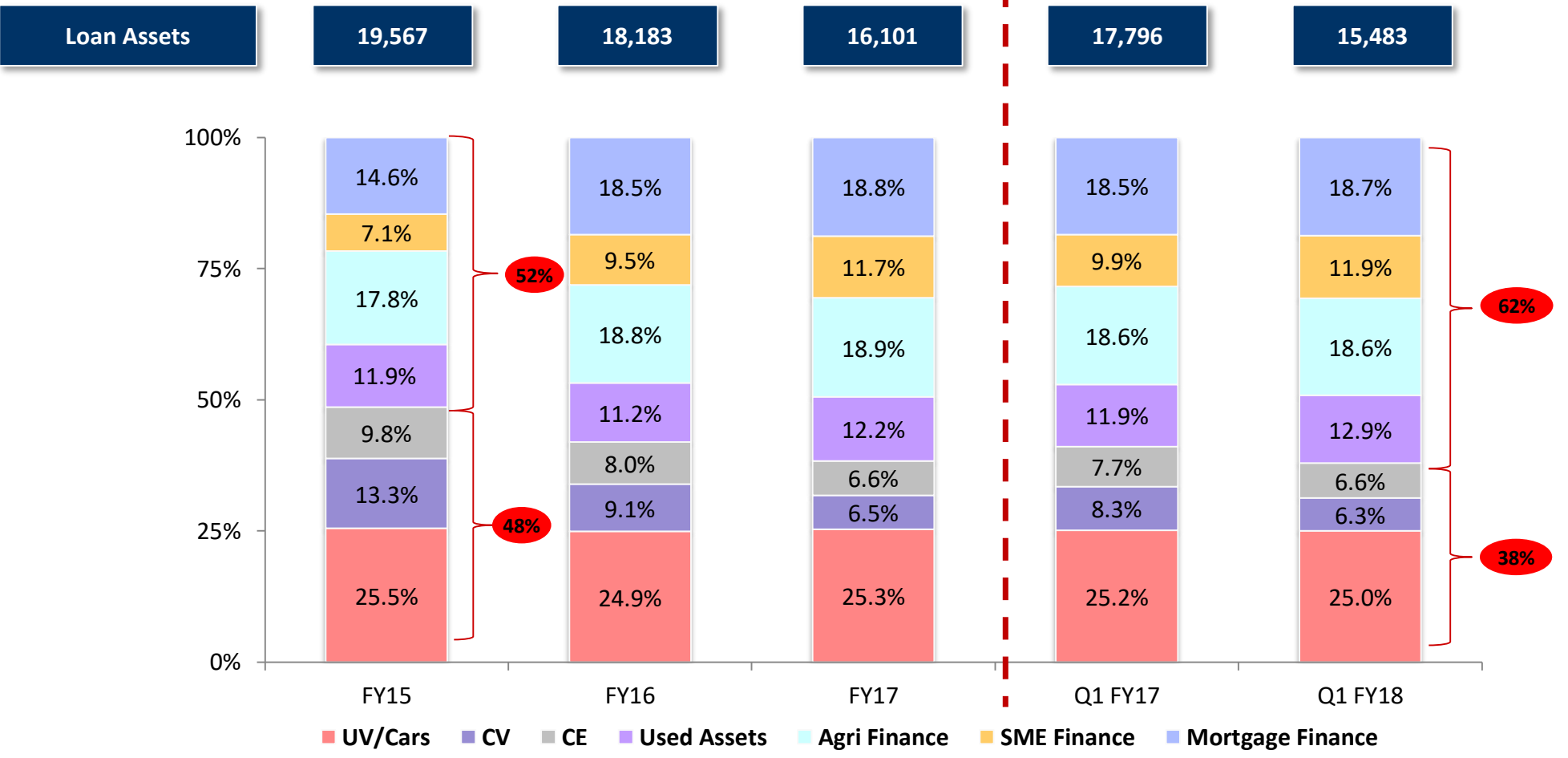


LCV/SCV – 0.61%(Q1'17), 1.56%(Q1'18)

Values in Rs crore

Bringing Equality of Opportunity to the Economically Disfranchised

Resulting in gradual shift in loan assets mix

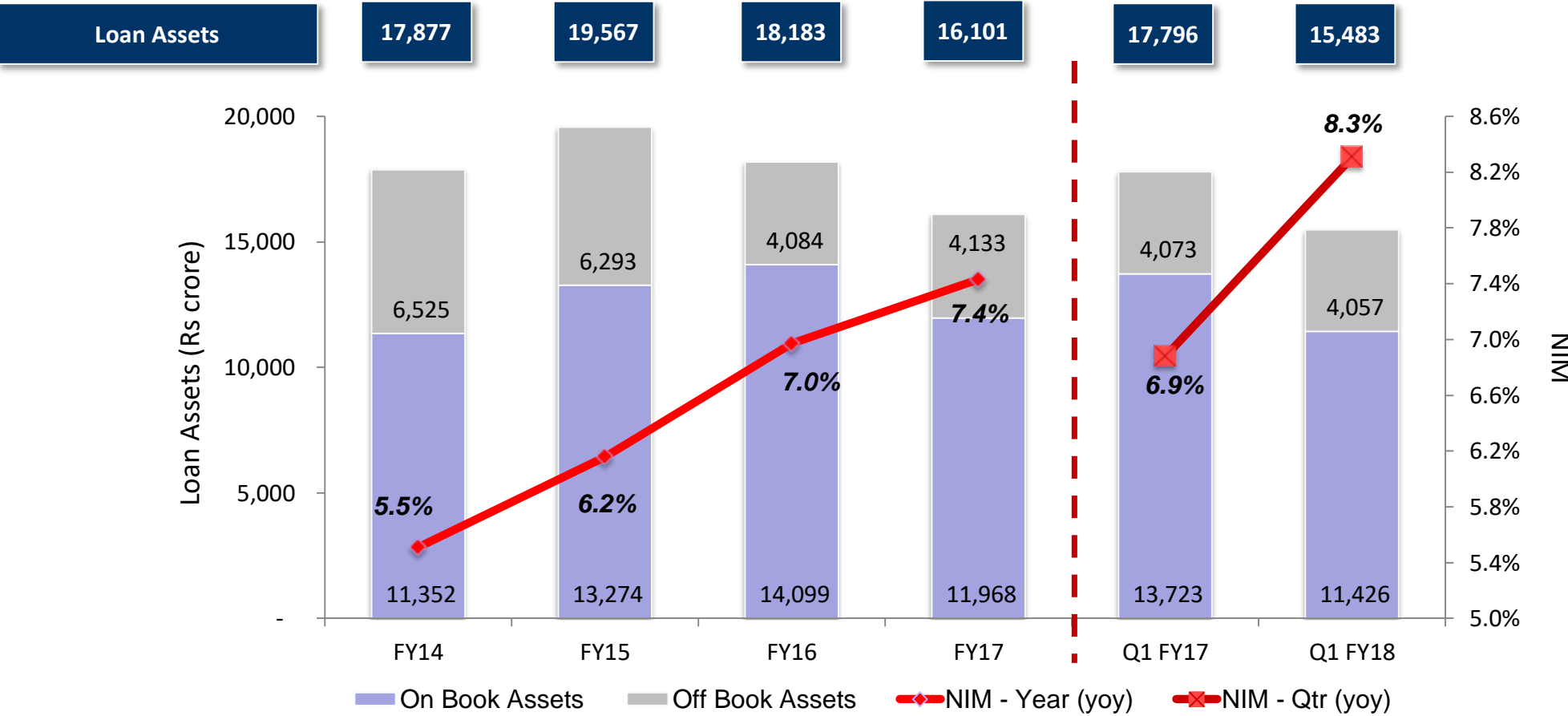


• High ROA products contribute 62% of total loan assets

Values in Rs crore

Bringing Equality of Opportunity to the Economically Disenfranchised

Loan assets and NIM expansion



- Decline in cost of funds & increase in share of earning book led to margin expansion

NIM: (Total Income – Interest Expenses)/Average Loan Assets; Values in Rs crore

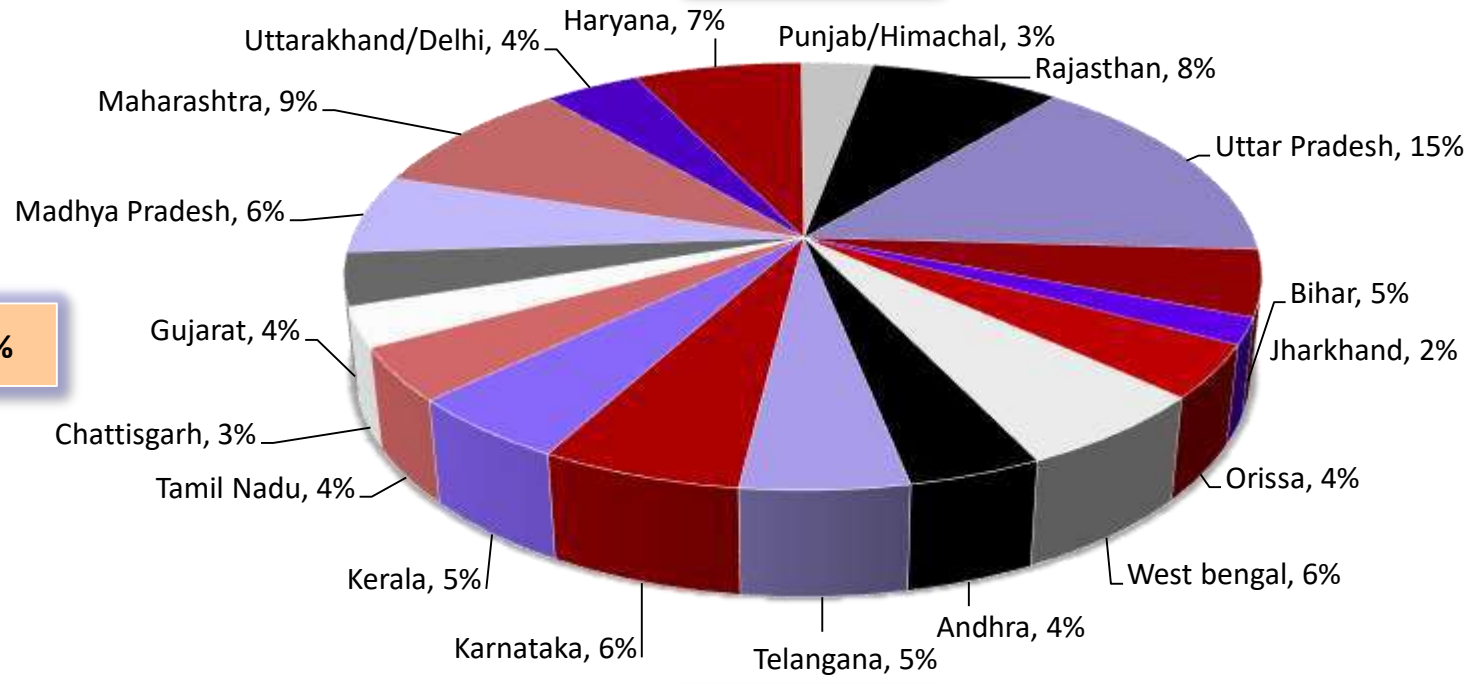
State-wise Loan Assets Breakup

Total Loan Assets: Rs. 15,483 crore

North: 37%

West: 22%

East: 17%

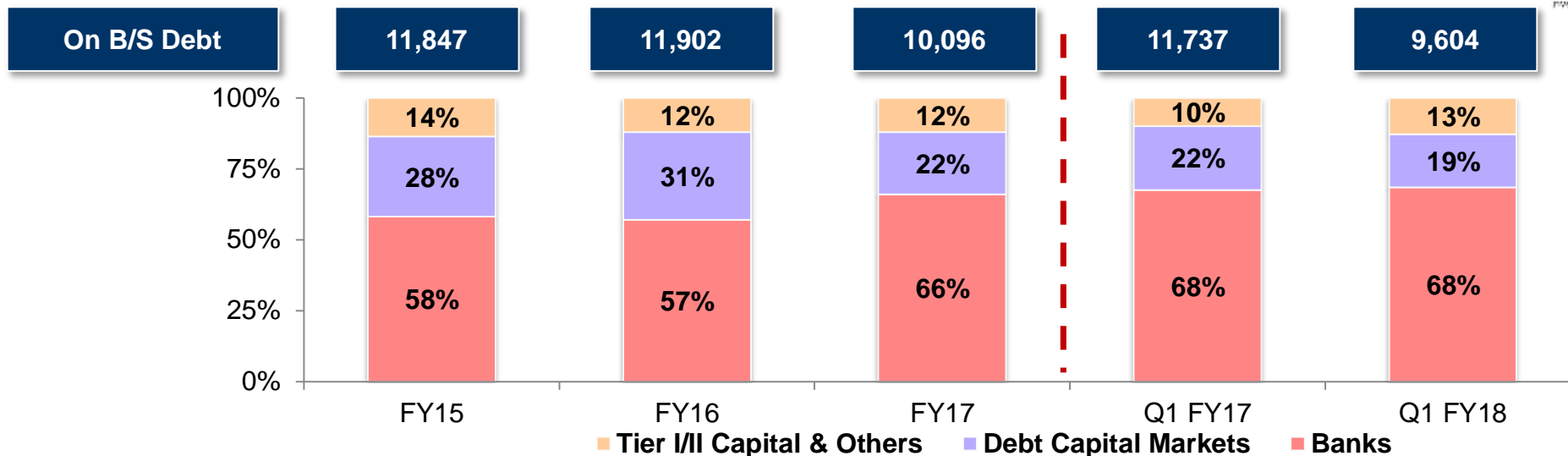


South: 24%

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

Value as on 30th June 2017; Includes Off B/S loan assets

Liability Profile



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

Instrument	CARE Rating
Short term Debt	A1+
Long term Debt	AA-
Tier I Instrument	A+

- Diversified liability sources limit concentration risk, allows stable flow of funds and stable rating, all leading to lower costs
- Rated by CARE, ICRA , CRISIL, India Ratings, SMERA & Brickwork
- 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 Perpetual debt, Sub debt and Preference capital
- The above chart is based on average utilization of Funds basis

NPA Recognition

Asset Quality	Q1 FY18	Q4 FY17*	Q1 FY17	% Change		FY17*	FY16
				Y-o-Y	Q-o-Q		
Gross NPA	1,087	1,080	1,550	-29.9%	0.7%	1,080	1,464
Net NPA	866	889	1,207	-28.3%	-2.6%	889	1,151
Gross NPA (%)	7.0%	6.7%	8.7%	-1.7%	0.3%	6.7%	8.1%
Net NPA (%)	5.7%	5.6%	6.9%	-1.2%	0.1%	5.6%	6.4%
Coverage ratio (%)	20.3%	17.7%	22.1%	-1.8%	2.6%	17.7%	21.4%

- Magma recognises NPA on 120 dpd basis and is compliant with RBI guidelines
- % are on the basis of total Loan book

* Sold gross NPAs worth Rs 678 cr in Q4 FY17

* Based on MFL Consolidated financials

P&L Statement (Consolidated)

	Q1 FY18	Q4 FY17*	Q1 FY17	% Change		FY17*	FY16
				Y-o-Y	Q-o-Q		
Income from Ops.	549.0	559.9	603.7	-9%	-2%	2,344.5	2,472.2
Interest Expenses	240.2	256.9	306.2	-22%	-6%	1,125.4	1,191.6
Net Operating Income	308.8	303.0	297.6	4%	2%	1,219.0	1,280.6
Other Income	19.2	13.9	11.7	65%	38%	55.0	34.1
Net Total Income	328.0	317.0	309.2	6%	3%	1,274.0	1,314.7
Operating Expenses	168.6	149.2	156.1	8%	13%	620.4	633.9
:Personnel Expenses	88.6	66.4	77.2	15%	33%	293.3	317.2
:Other Expenses	67.2	70.5	68.1	-1%	-5%	278.5	277.2
:Depreciation	12.9	12.3	10.8	19%	5%	48.5	39.5
Pre Prov Profit	159.4	167.7	153.1	4%	-5%	653.7	680.8
Prov./Write Offs	91.4	107.8	87.8	4%	-15%	395.4	375.0
Loss on sale of NPA	-	211.5	-	NA	NA	211.5	-
Profit Before Tax	67.9	-151.5	65.4	4%	NM	46.8	305.8
Taxes	22.9	-29.6	17.8	29%	NM	34.1	92.3
Profit After Tax	45.1	-121.9	47.6	-5%	NM	12.7	213.5

*Negative impact on PAT in Q4 FY17 and FY17 on account of NPA sale is Rs. 145 cr.

Values in Rs crore

Balance Sheet (Consolidated)

	Q1 FY18	Q4 FY17	Q1 FY17	% Change		FY17	FY16
				Y-o-Y	Q-o-Q		
LIABILITIES	13,248	13,595	15,451	-14%	-3%	13,595	15,523
Net Worth	2,218	2,172	2,199	1%	2%	2,172	2,151
Share Capital	47	47	47	0%	0%	47	47
Reserves and Surplus	2,170	2,125	2,151	1%	2%	2,125	2,104
Minority Interest	34	34	43	-20%	0%	34	42
Preference Capital	-	-	-			-	13
Borrowings	9,604	10,096	11,737	-18%	-5%	10,096	11,889
Other Liabilities	1,392	1,293	1,472	-5%	8%	1,293	1,428
ASSETS	13,248	13,595	15,451	-14%	-3%	13,595	15,523
Loan Assets	11,426	11,968	13,723	-17%	-5%	11,968	14,099
Fixed Assets	218	218	230	-5%	0%	218	234
Other Assets	1,025	961	789	30%	7%	961	762
Cash & Bank Balance	579	448	708	-18%	29%	448	429
TOTAL LOAN ASSETS	15,483	16,101	17,796	-13%	-4%	16,101	18,183

Values in Rs crore

Key Ratios (Consolidated)

	Q1 FY18	Q4 FY17*	Q1 FY17	Change (in Bps)		FY17*	FY16
				Y-o-Y	Q-o-Q		
Total Income/Assets	16.9%	16.2%	15.9%	104	71	16.5%	16.5%
Interest Exp/Assets	7.2%	7.3%	7.9%	-75	-10	7.7%	7.8%
Gross Spreads	9.8%	9.0%	8.0%	179	81	8.8%	8.6%
Prov & WO/Assets	2.7%	9.0%	2.3%	46	NM	4.2%	2.5%
Opex/Assets	5.0%	4.2%	4.0%	99	81	4.3%	4.2%
PBT/Assets	2.0%	-4.3%	1.7%	34	NM	0.3%	2.0%
RoA	1.3%	-3.4%	1.2%	11	NM	0.1%	1.4%
RoE	8.5%	-21.0%	8.9%	-41	NM	1.0%	11.1%
CRAR							
Tier 1	16.2%	15.4%	15.4%	77	78	15.4%	14.6%
Total	21.2%	20.4%	20.0%	113	80	20.4%	18.7%

*Prov & WO / Assets is higher in Q4FY17 and FY17 as it includes Loss on account of NPA sale.

CRAR based on MFL (Standalone) financials. Assets is average of opening and closing balance of On B/S Assets of MFL (Consolidated)

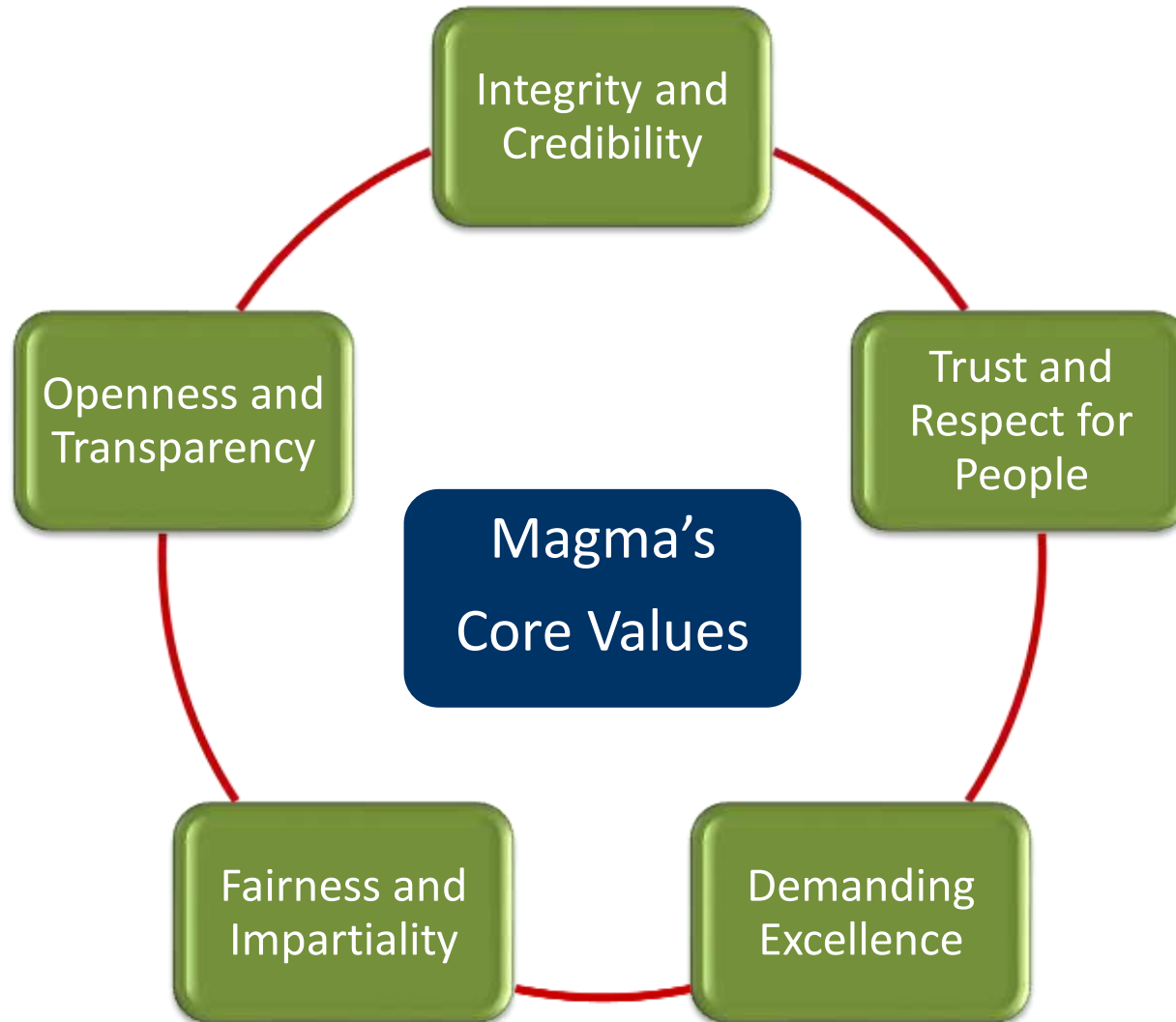
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Strong Corporate Governance



*Bringing Equality of Opportunity
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Promoter Directors

Mayank Poddar
Chairman Emeritus & Wholetime 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
Chairman

Entrepreneur consultant. Former Country Head - KPMG Consulting & Head of Business Consulting in Arthur Andersen

Nabankur Gupta

Founder - Nobby Brand Architects & Strategic Marketing Consultants. Pioneer of sub branding and multi branding in India. Also served as Group President in Raymond

Sanjay Nayar –
Non Executive Director (Nominee of KKR)

CEO and Country Head of KKR, India. Ex CEO of Citi India & South Asia operations

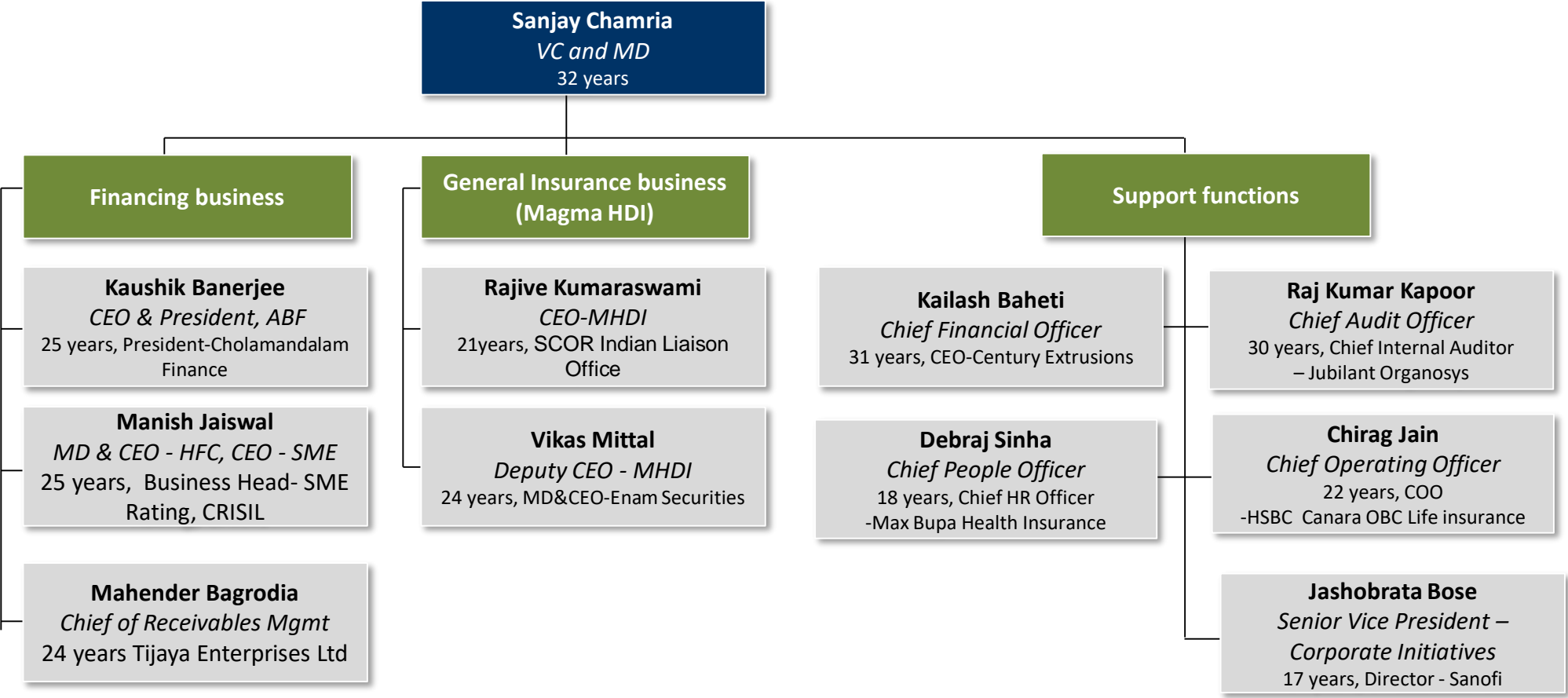
Satya Brata Ganguly

Chairman Emeritus of Exide Industries. Serves on the Boards of various reputed Indian corporate and public bodies as an Independent Director

VK Viswanathan

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.

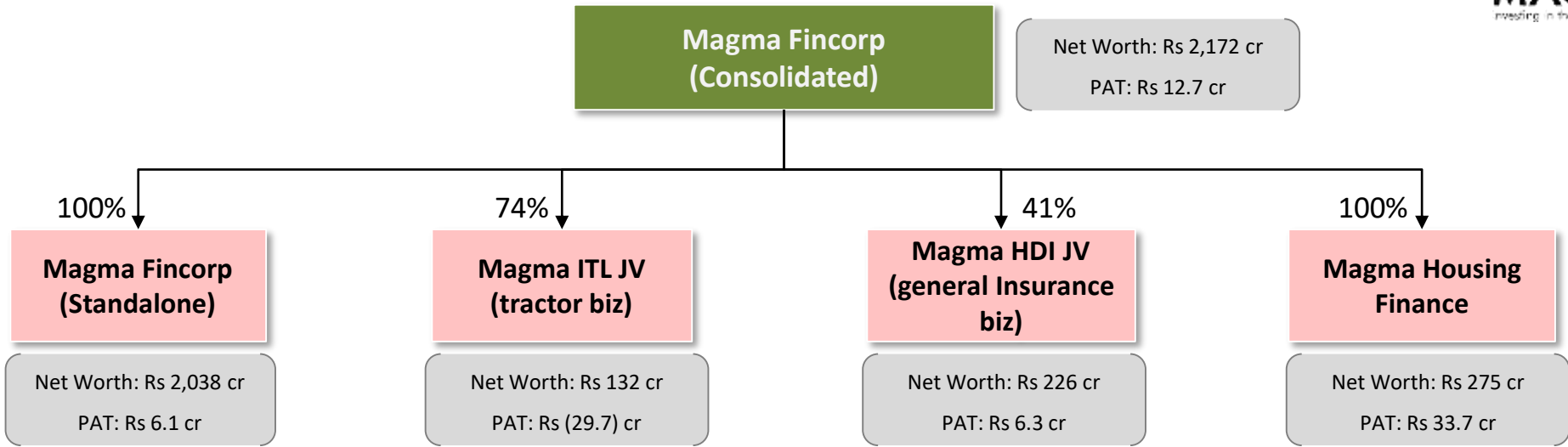
Management Team



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

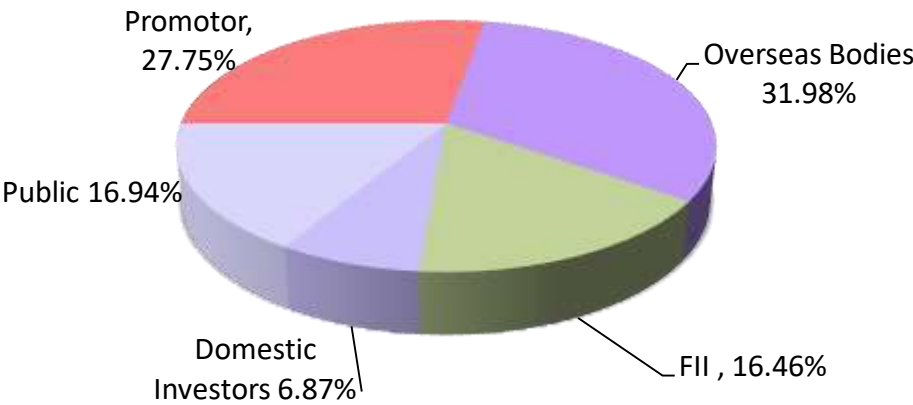
Name, Current responsibility, Experience in years, Previous organisation

Holding Structure, Shareholding Pattern and Top Shareholders



Shareholding of Magma Fincorp (30 June 2017)

Top Non Promoter Shareholders



- KKR
- TRUE NORTH
- INTERNATIONAL FINANCE CORPORATION
- CHYRS CAPITAL
- LEAPFROG INVESTMENTS

Values based on MFL Consolidated financials for FY17

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.

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Profit & Loss Statement (Standalone)

	Q1 FY18	Q4 FY17*	Q1 FY17	% Change		FY17*	FY16
				Y-o-Y	Q-o-Q		
Income from Ops.	470.0	471.8	508.5	-8%	0%	1,973.0	2,109.6
Interest Expenses	203.1	215.1	256.5	-21%	-6%	937.9	998.1
Net Operating Income	266.9	256.7	252.0	6%	4%	1,035.1	1,111.6
Other Income	18.7	13.3	10.1	84%	40%	49.1	29.5
Net Total Income	285.6	270.0	262.1	9%	6%	1,084.2	1,141.1
Operating Expenses	149.6	133.3	130.3	15%	12%	531.1	537.7
:Personnel Expenses	75.4	57.4	57.9	30%	31%	230.2	246.6
:Other Expenses	61.4	63.6	61.7	0%	-3%	252.6	251.8
:Depreciation	12.8	12.2	10.8	19%	4%	48.3	39.3
Pre Prov Profit	135.9	136.7	131.8	3%	-1%	553.0	603.3
Prov./Write Offs	77.4	93.7	76.6	1%	-17%	349.2	337.4
Loss on sale of NPA	-	193.1	-	NM	NM	193.1	-
Profit Before Tax	58.6	-150.1	55.2	6%	NM	10.7	266.0
Taxes	19.5	-47.6	15.1	29%	NM	4.6	78.8
Profit After Tax	39.1	-102.5	40.1	-3%	NM	6.1	187.1

*Negative impact on PAT in Q4 FY17 and FY17 on account of NPA sale is Rs. 126 cr.

Values in Rs crore

Balance Sheet (Standalone)

	Q1 FY18	Q4 FY17	Q1 FY17	% Change		FY17	FY16
				Y-o-Y	Q-o-Q		
LIABILITIES	11,151	11,392	12,823	-13%	-2%	11,392	12,909
Net Worth	2,077	2,038	2,072	0%	2%	2,038	2,031
Share Capital	47	47	47	0%	0%	47	47
Reserves and Surplus	2,030	1,991	2,025	0%	2%	1,991	1,984
Preference Capital	-	-	-	0%	0%	-	13
Borrowings	8,163	8,512	9,748	-16%	-4%	8,512	9,869
Other Liabilities	911	842	1,004	-9%	8%	842	996
ASSETS	11,151	11,392	12,823	-13%	-2%	11,392	12,909
Loan Assets	9,469	9,894	11,295	-16%	-4%	9,894	11,650
Fixed Assets	149	149	164	-9%	0%	149	169
Other Assets	1,035	991	718	44%	4%	991	723
Cash & Bank Balance	498	359	646	-23%	39%	359	368
TOTAL LOAN ASSETS	13,046	13,514	14,942	-13%	-3%	13,514	15,300

All values in Rs crore

Profit & Loss Statement: Magma Housing Finance Ltd. (MHFL)

	Q1 FY18	*Q4 FY17	Q1 FY17	% Change		*FY17	FY16
				Y-o-Y	Q-o-Q		
Total Income	55.8	58.3	64.2	-13%	-4%	251.0	242.4
Interest Expenses	29.3	32.6	37.6	-22%	-10%	142.8	142.0
Net Income	26.4	25.7	26.6	-1%	3%	108.2	100.5
Operating Expenses	14.3	10.8	14.0	2%	33%	48.6	53.8
Pre Prov Profit	12.2	15.0	12.5	-3%	-19%	59.7	46.7
Prov./Write Offs	2.8	1.1	3.2	-13%	NM	9.6	11.3
Loss on sale of NPA	-	-1.8	-	NM	NM	-1.8	-
Profit Before Tax	9.4	15.7	9.4	1%	-40%	52.0	35.3
Taxes	3.3	5.4	3.2	2%	-39%	18.2	12.5
Profit After Tax	6.1	10.2	6.1	0%	-40%	33.7	22.8

* Positive impact on PAT in Q4FY17 and FY17 on account of NPA sale is Rs. 1.8 cr.

All values in Rs crore

Profit & Loss Statement: Magma HDI General Insurance Company (MHD)



	Q1 FY18	Q4 FY17	Q1 FY17	% Change		FY17	FY16
				Y-o-Y	Q-o-Q		
Gross Written Premium	118.7	132.2	93.7	27%	-10%	422.9	427.4
Net Earned Premium	82.0	79.2	80.7	2%	4%	327.1	373.2
(-) Claims Incurred	66.6	65.2	67.8	-2%	2%	258.8	318.8
(-) Premium Deficiency Reserve	-0.0	-0.6	-0.4	NM	NM	-1.3	1.5
(-) Net Commission	-3.2	-4.1	2.7	NM	NM	3.8	11.5
(-) Management Expenses	39.3	42.6	33.2	18%	-8%	143.4	126.1
Underwriting Profit	-20.6	-23.9	-22.7	-10%	-14%	-77.5	-84.8
(+) Investment Income	21.2	25.5	19.5	9%	-17%	84.7	78.2
Profit Before Tax	0.6	1.5	-3.2	NM	-60%	7.2	-6.6
(-) Taxes	0.1	-0.2	-	NM	NM	0.9	5.3
Profit After Tax	0.5	1.7	-3.2	NM	-71%	6.3	-11.9

All values in Rs crore

*Bringing Equality of Opportunity
to the Economically Disenfranchised*

Profit & Loss Statement: Magma ITL (MITL)

	Q1 FY18	*Q4 FY17	Q1 FY17	% Change		*FY17	FY16
				Y-o-Y	Q-o-Q		
Income from Ops.	27.5	34.7	34.5	-20%	-21%	131.8	120.1
Interest Expenses	12.4	14.8	15.0	-18%	-17%	61.0	53.0
Net Operating Income	15.1	19.9	19.5	-22%	-24%	70.8	67.2
Other Income	0.6	0.2	2.1	-73%	236%	6.1	5.3
Net Total Income	15.7	20.0	21.6	-27%	-22%	76.8	72.5
Operating Expenses	4.7	4.6	11.4	-59%	1%	38.9	39.4
Pre Prov Profit	11.0	15.4	10.2	8%	-29%	38.0	33.1
Prov./Write Offs	11.3	13.0	8.0	41%	-13%	36.6	26.3
Loss on sale of NPA		20.2		NM	NM	20.2	-
Profit Before Tax	-0.3	-17.7	2.2	NM	NM	-18.8	6.8
Taxes	-	12.6	-0.5	NM	NM	10.8	-1.2
Profit After Tax	-0.3	-30.4	2.7	NM	NM	-29.7	8.1

* Negative impact on PAT in Q4FY17 and FY17 on account of NPA sale is Rs. 20 cr.

All values in Rs crore