

***Towards a Robust,
Sustainable and
Profitable Growth***



Magma Fincorp Limited
Investor Presentation – Q1 FY20

1 **Company Overview**

2 **Financial Performance – Q1 FY20**

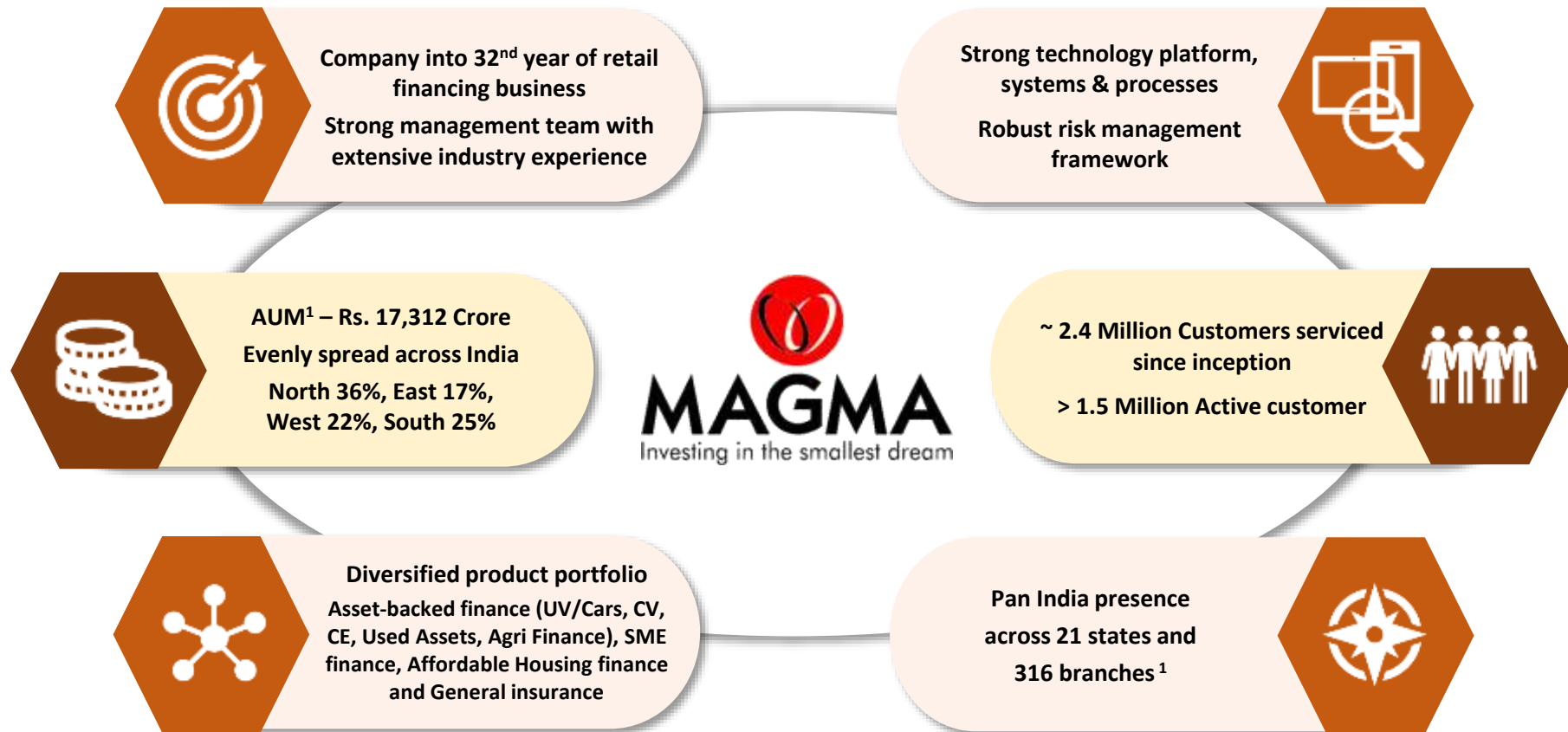
3 **Business Strategy**

4 **Business enablers to drive sustainable growth**

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

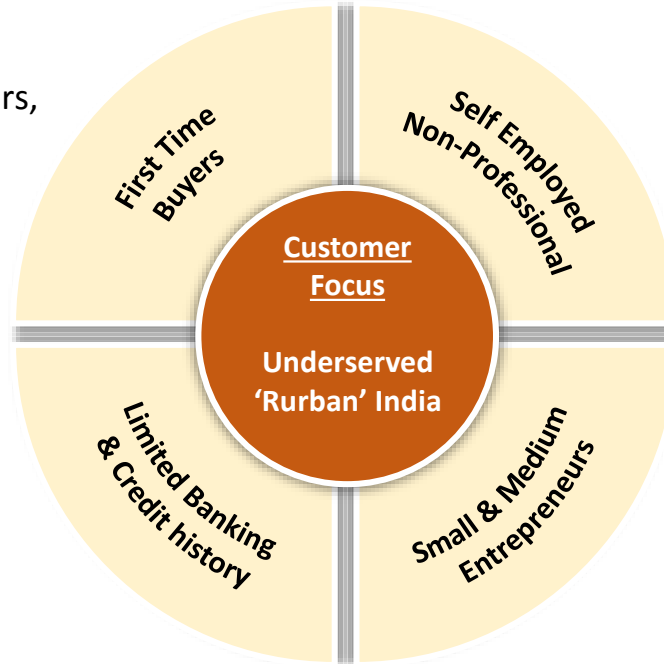
1 – AS on 30th June 2019

Provide Financing Solutions to Underbanked Customers in 'Rurban' India

Recognised and Trusted Brand in 'Rurban' India

- Taxi / Truck driver / operators, Small Farmers

- Customers with informal income and low eligibility for bank loans



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

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

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

Focus on Higher Cross-Selling of Products for Deep 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)
Financing & General Insurance Solutions	ABF: Commercial Finance	●	●	●	●	4-6	75-80%	40-45
	ABF: Agri Finance	●	●		●	3-4	65-70%	45-50
	SME Finance		●	●	●	19-21	N/A	30-35
	AHF: Affordable Housing Finance	●	●	●	●	9-12	60-70%	150-180
	General Insurance	●	●	●	●			

Numbers indicative of disbursements done during Q1 FY20

Commercial Finance includes trucks, construction equipment, UVs & Cars

SME Finance includes Unsecured Loans to Business Enterprises;

Agri Finance includes Tractors

Affordable Housing Finance includes Home Loans and Loan against property

A well diversified portfolio across segment and geography

Diverse Product Offerings

Asset Backed Finance (ABF)

AUM¹: Rs. 11,655 crs



Total AUM¹ :

Rs. 17,312 crs

SME Finance
AUM¹: Rs. 2,264 crs



Affordable Housing Finance (AHF)*

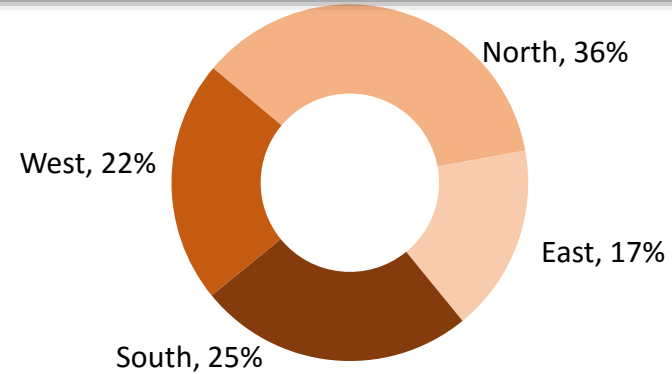
AUM¹: Rs. 3,393 crs



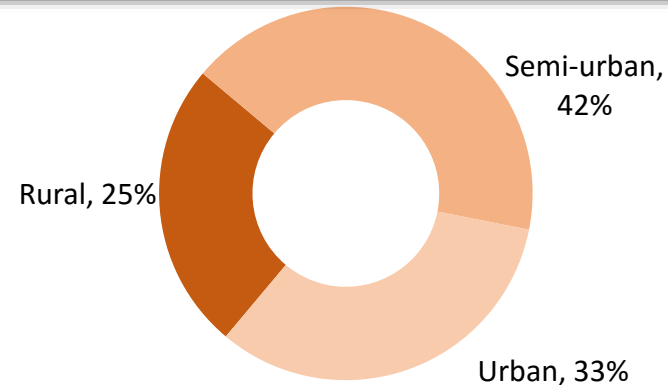
General Insurance
GWP²: Rs. 290 crs



Zone-wise Breakup



Rural-Urban Breakup



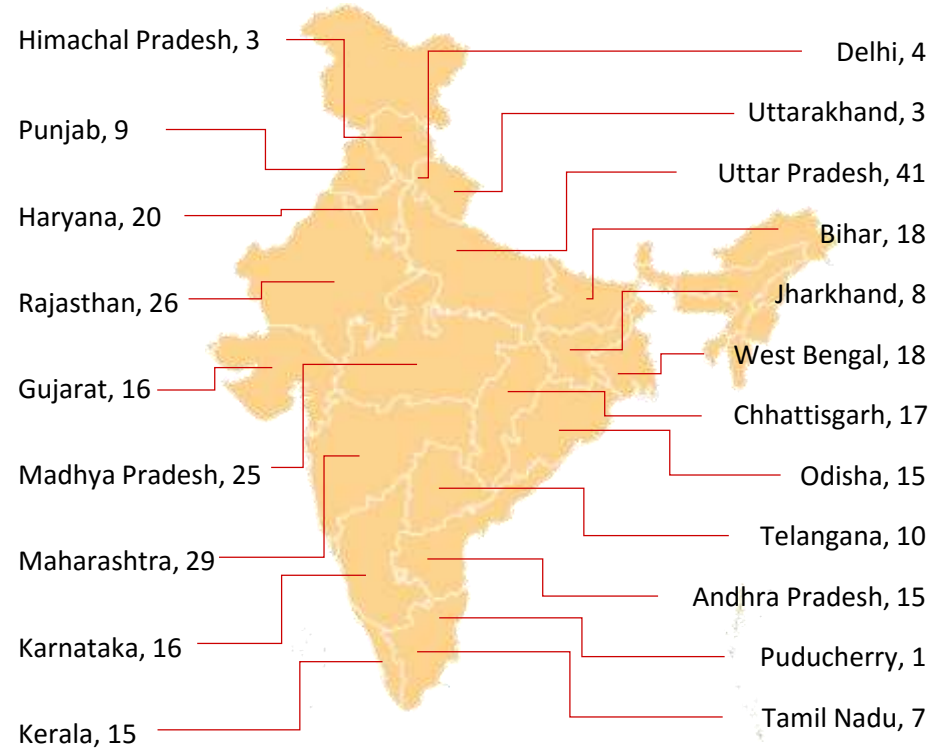
1 - As of 30th June 2019; 2 - Q1 FY20

* Split between MFL (Rs. 682 crs) and MHF (Rs. 2,711 crs)

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 Field Executives
- **Toll free Inbound/Outbound Customer Call Centre** for servicing and cross sell

316 Branches as on 30th June 2019





Integrity

Do the right thing (end), the right way (means) all the time



Collaboration

Invite ideas and inspiration for all



Respect

Treat people equally

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Key Highlights Q1 FY20

Parameter	Q1 FY19	Q1 FY20	YoY
Disbursement	Rs. 1,839 crs	Rs. 2,066 crs	12.3%
Disbursement IRR	15.7%	15.9%	0.2%
AUM	Rs. 15,873 crs	Rs. 17,312 crs	9.1%
Gross NPA	8.8%	5.1%	3.7%
Net NPA	4.4%	3.3%	1.1%
NIM	8.6%	7.5%	-1.1%
NCL	2.1%	3.0%	0.9%
Opex Ratio	4.2%	4.1%	0.1%

➤ Liquidity scenario:

- Continued Business as usual, in one of the longest period of continued liquidity crisis
- Positive cumulative liquidity position across all buckets, assuming Working Capital limits as matched to maturity

➤ Consistent improvement in operational parameters:

- Disbursal & AUM growth, GNPA & NNPA reduction, IRR increase, Opex reduction
- Early warning indicators below threshold parameters, indicating robust quality of portfolio being underwritten.

➤ Elevated CoF and higher seasonal credit cost impacting Q1 FY20 profits

- PAT Rs. 11 crs against Rs. 68 crs in Q1 FY19
- Budget estimates based on historical trends predict significantly **lower credit cost** in quarters to come

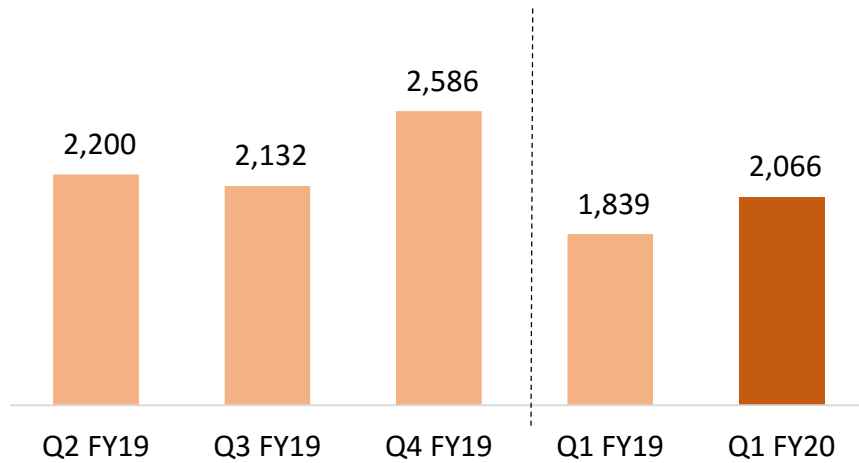
Particulars	Q4 FY19 to Q1 FY20	Q1 FY19 to Q1 FY20
Disbursement Yield delta	+20 bps	+23 bps
Book Yield delta	-5 bps	-24 bps
NIM Compression	-59 bps	-108 bps

Addressing NIM expansion through following two key strategies:

- **Increasing ABF portfolio mix towards higher risk-adjusted-return assets**: Used assets at 47% of Q1FY20 disbursals vs 32% of Q1FY19 disbursals; increase in Yield within each product lower to ensure quality customer on-boarding
- **Increasing Fee Income (net of acquisition cost) through increase Cross-sale business**: approximately doubled cross sell disbursals YoY to ~90cr per month; plan to leverage bureau & rule-engine data-analytics to grow this further

- Seasonality, macro factors and conservative provision & write off policy led to optically higher NCLs, **estimated to settle at substantially lower levels** during the year
- **Collection Efficiency lower by 1.6%** in Q1FY20 (96.1% Vs 97.7%); however marked improvement visible in June.
- **Lower opportunity to write back** due to significant resolution of NPA pool done last year (43% smaller opening pool)
 - Roll Forward in Q1FY20 superior- 39% better performance
 - Roll Back is largely flat- 5.5% lower performance
- Asset Quality Indicators healthy: **June'19 EWI & CPMI best in 5 years**- poised for significant reduction in life time Credit Loss. Recent vintage delinquencies trending at multi-year lows: 1/3rd to 1/7th of last 4 year peak levels

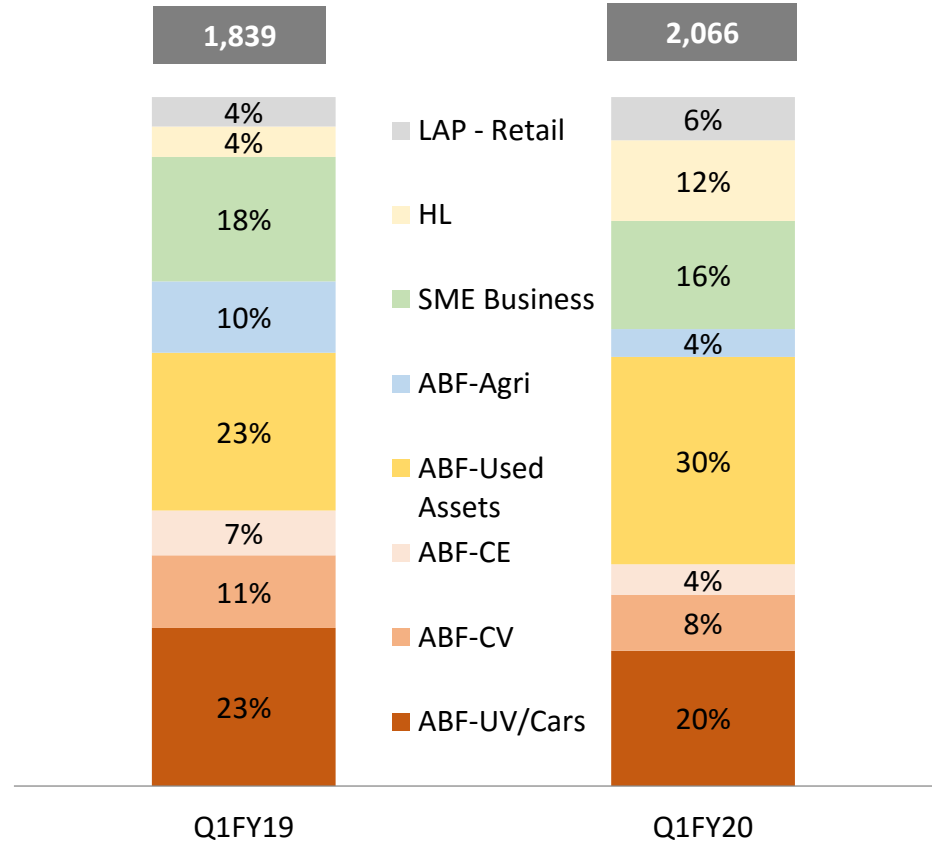
QoQ growth in Disbursement



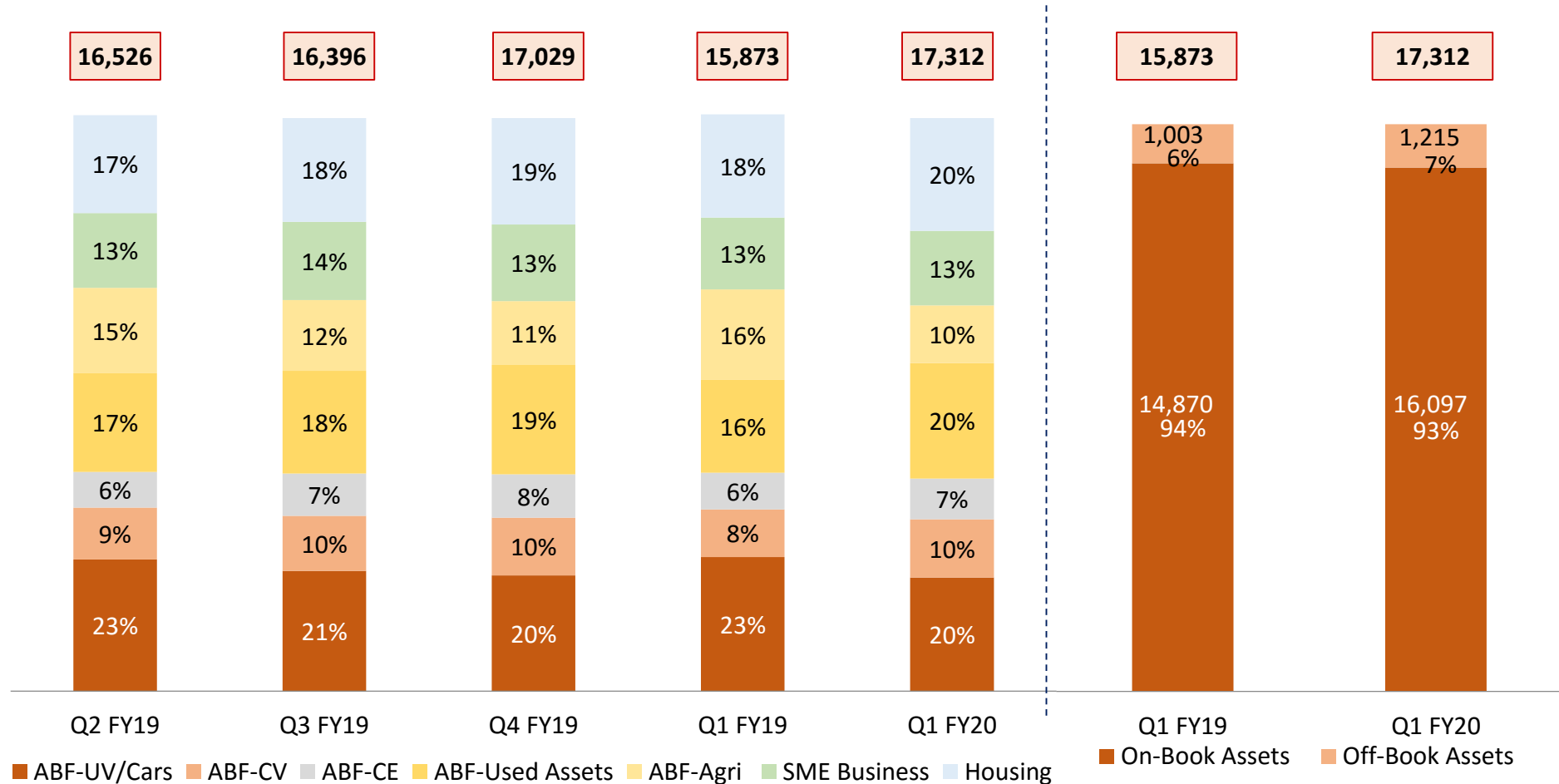
Increase in contribution of core products, i.e., Used assets, Mortgage and SME finance from 49% to 64%

Values in Rs crore

YoY Change in Disbursement Mix



Assets Under Management (AUM)



Values in Rs crore

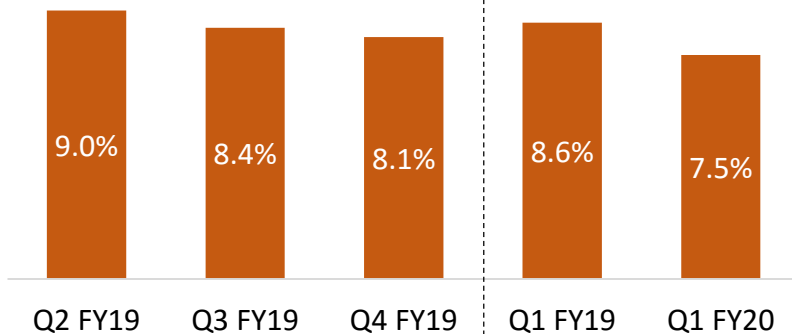
Particulars	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY19	Q1 FY20
Gross Stage 1 and Stage 2 Assets	13,895	13,913	14,898	13,569	15282
ECL Provision – Stage 1 and 2	348	333	293	359	300
Stage 1 and Stage 2 Coverage Ratio (%)	2.5%	2.4%	2.0%	2.6%	2.0%
Gross Stage 3 Assets	1,326	910	747	1,302	814
Net Stage 3 Assets	631	586	472	626	523
Gross Stage 3 Assets (%) (~ GNPA)	8.7%	6.1%	4.8%	8.8%	5.1%
Net Stage 3 Assets (%) (~NNPA)	4.3%	4.0%	3.1%	4.4%	3.3%
Stage 3 Coverage Ratio (%)	52.4%	35.6%	36.8%	51.9%	35.8%

Improved credit quality resulting in lower Stage 1 & 2 provisioning and much lower NPA

Note: Assets quality ratios are calculated basis On Book AUM (i.e. Direct Assignment book is excluded)
 Figures for the previous periods have been restated/ regrouped to align with current quarter's presentation.

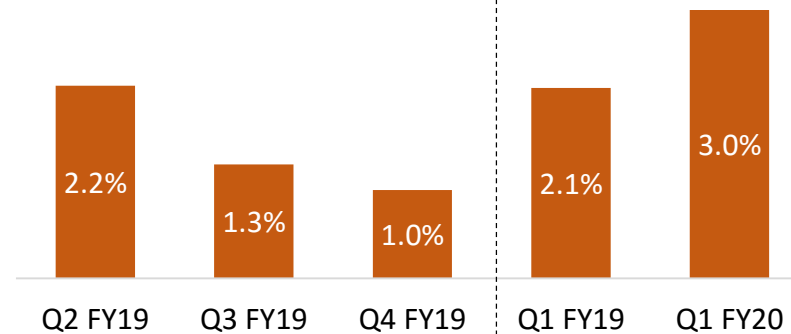
Key Ratios

NIM Analysis (% of AUM)



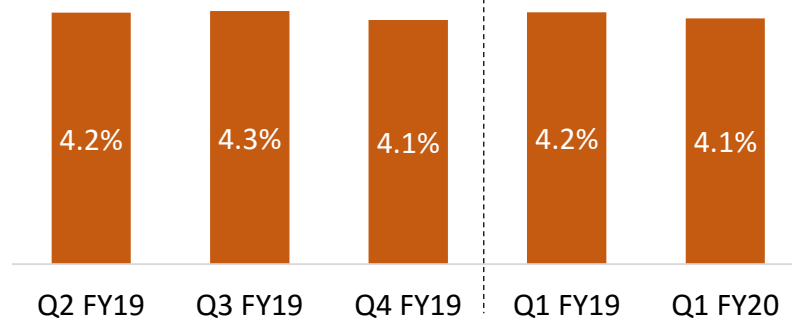
NIM: (Total Income (incl. Other Income) – Interest Expenses) / Average AUM

NCL (% of AUM)



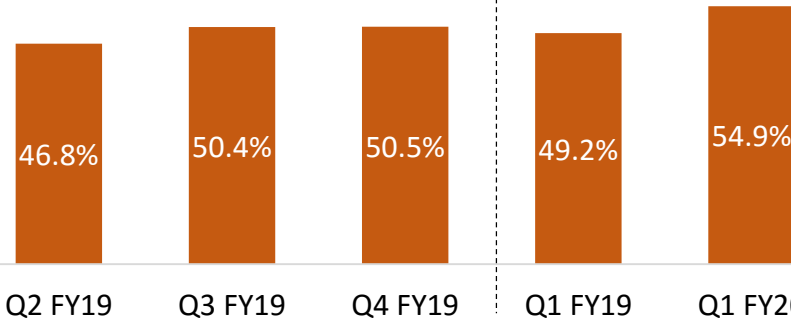
NCL: Net Credit Loss / Average AUM

Opex Ratio



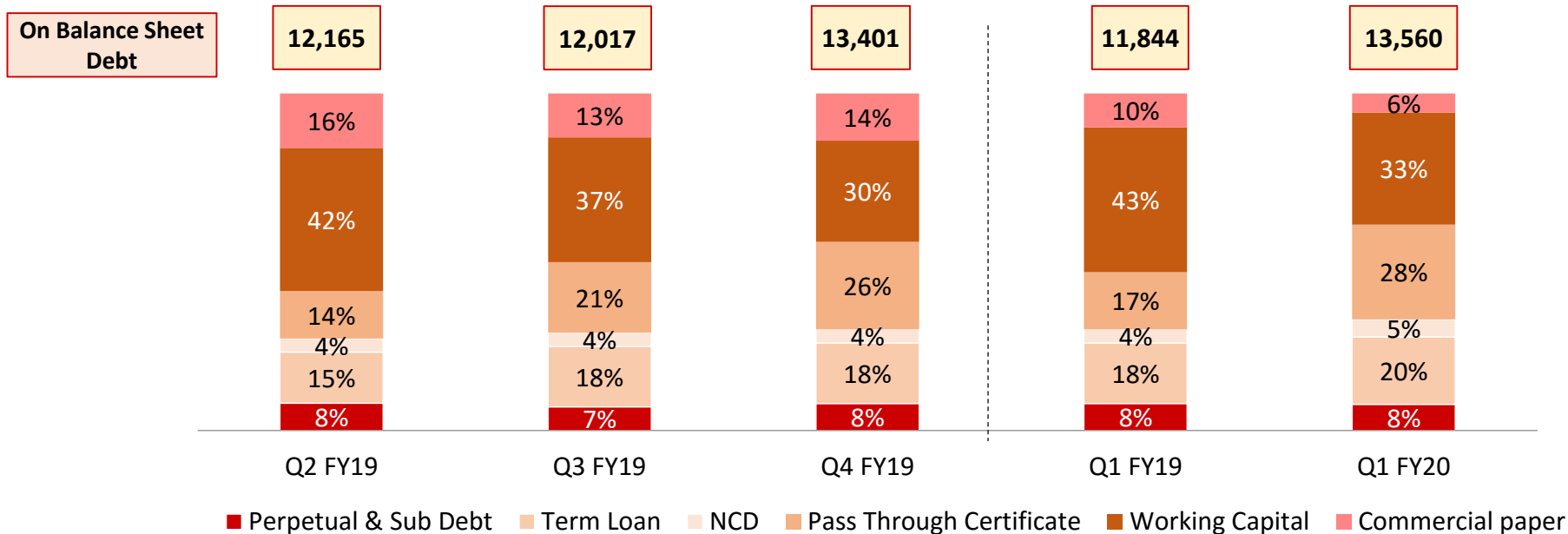
Opex: Total operating cost / Average AUM

Cost / Net Income (%)



Cost / Net Income% : Total operating cost / (Total Income (incl. Other Income) – Interest Expenses)

Liability Profile – Stable credit rating and Stable sources of funds

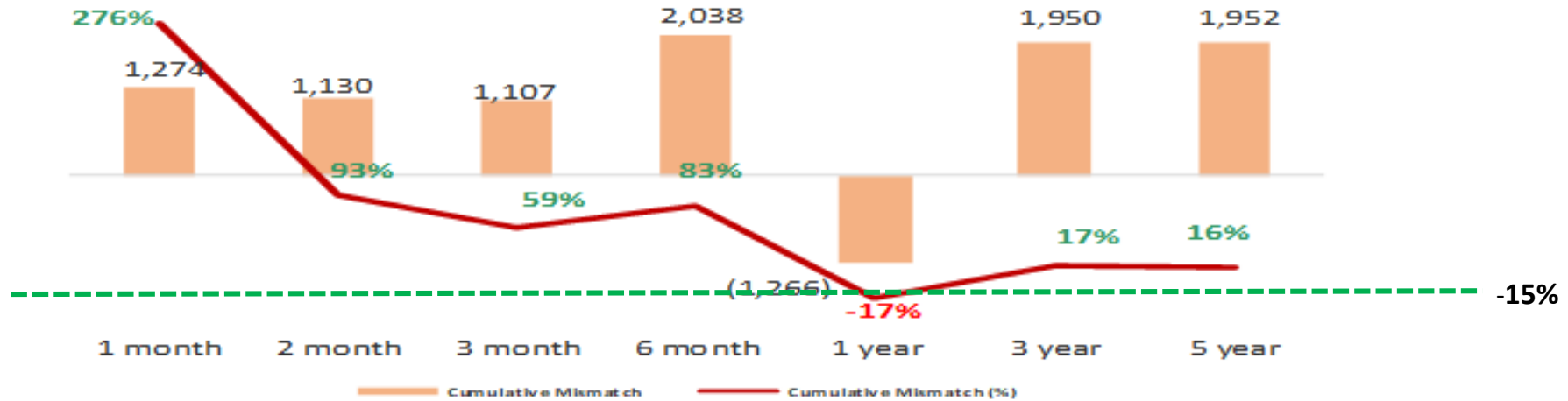


Instrument	Rating
Short term Debt	A1+ (By CARE & CRISIL)
Long term Debt	AA- (By CARE, ICRA & India Ratings)

- Diversified liability sources limit concentration risk and allows stable flow of funds.
- Source of liabilities - Banks 68%, Debt capital market 32%.

Balance Sheet Debt based on MFL Consolidated financials; Values in Rs crore.

Structural Liquidity



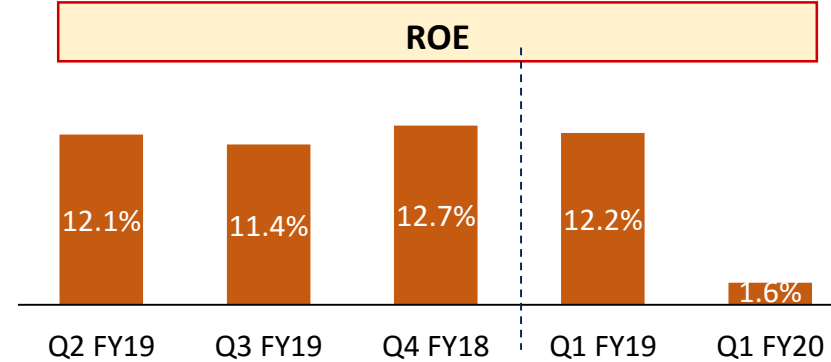
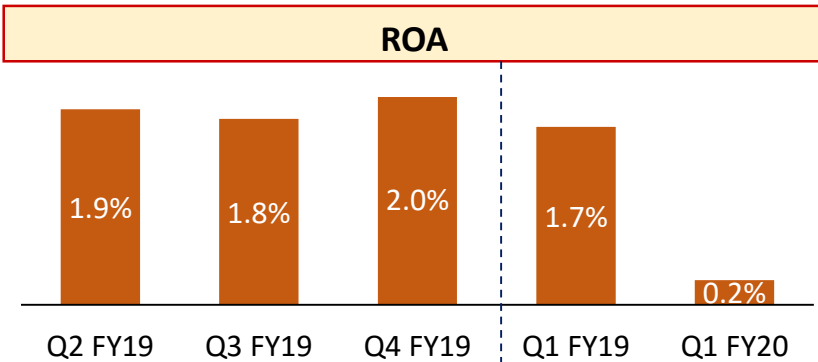
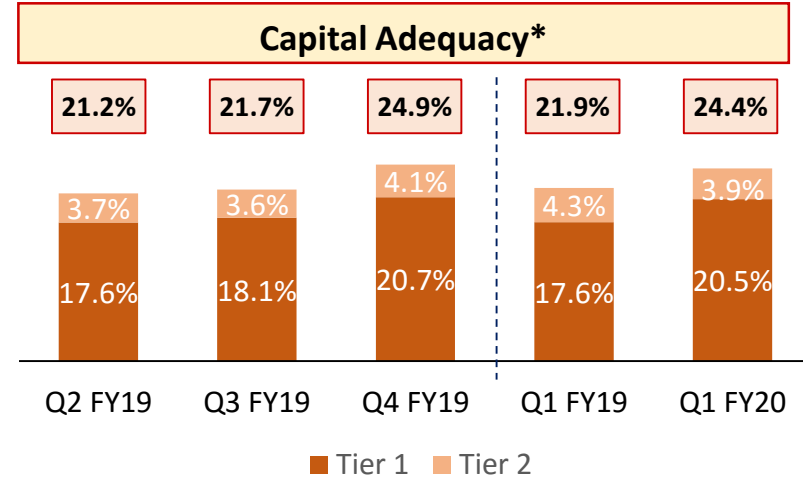
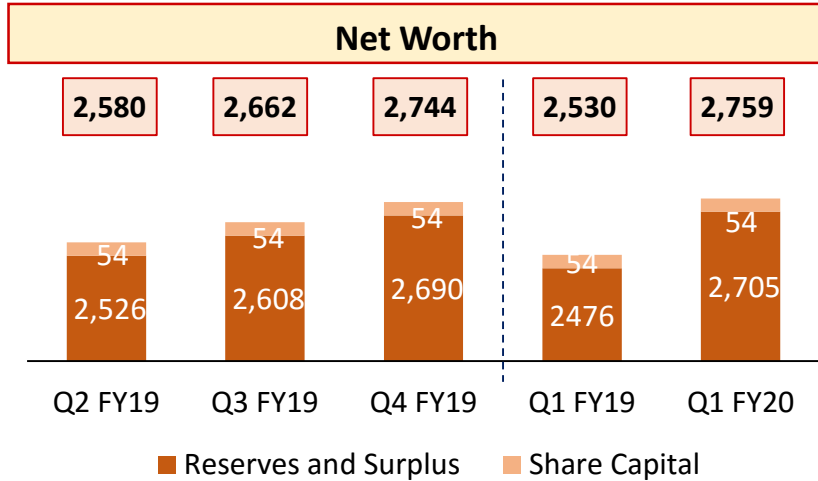
- Working capital limits are considered as repayable in 6 - 12 months time bucket against earlier treatment of considering matched to maturity of underlying assets.
- Behaviorally, Working Capital limits are renewed by banks every year and are thus revolving in nature. **Assuming 'working capital' limits as matched to maturity, the mismatch in 6 – 12 months time bucket turns to surplus of 18%.**
- The Company shall strive to raise additional long term funds to ensure the mismatch in all time buckets falls below 15% latest by 30th September 2019.

ALM Policy & Governance

- Strong ALM policy to ensure adequate Liquidity at all times.
- Maintain adequate liquidity buffers to meet repayment obligations and to continue business uninterrupted for a period of **at least 1 calendar month**, assuming no fresh funding lines are available
- Perform regular Stress test – to ensure enough funding lines available at all times to meet repayment obligations for a period of **2 clear calendar months**, assuming no fresh disbursement and no fresh funding shall be available.

Diversified Sources of Funds

- Strong and Long standing relationship with over 25 Banks since 1985
- Strong presence in Securitization market with Public and Private Sector Banks, Foreign Banks and Mutual Funds regularly subscribing to Company's Pass Through Certificates (PTCs).
- Proven track record in selling portfolios on Direct Assignment route with Public and Private Sector Banks.
- Have done over 235 securitization deals (both PTC & DA) for underlying Loan Principal of over Rs.42,400 crs over the past 13 years. Total securitization in Q1 FY20 is Rs. 942 crs.



ROA- PAT (excluding OCI) / Average AUM

ROE- PAT (excluding OCI) / Average Net Worth

Values in Rs crore

* Subject to RBI guidelines

Consolidated Profit & Loss Statement

Particulars	Q1 FY20	Q4 FY19	Q1 FY19	FY19
Net Revenue	323	339	341	1,391
Expenses	177	171	167	684
Operating Profit	146	168	173	707
Net Credit Loss	129	41	84	265
Profit Before Tax	17	127	89	442
Tax	5	40	29	138
Profit After Tax	12	87	60	303
Share of profit in Joint Ventures / Associates	-1	-2	8	1
Consolidated Profit After Tax	11	85	68	304
RoA	0.2%	2.0%	1.7%	1.9%
RoE	1.6%	12.7%	12.2%	13.0%

Values in Rs crore

Consolidated Balance Sheet

Particulars	30-Jun-19	30-Jun-18	31-Mar-19
Cash and Cash Equivalents	540	456	957
Loans and Advances	15,492	13,782	15,007
Other Assets	669	673	637
Fixed Assets	190	190	189
Total Assets	16,892	15,100	16,789
Borrowings	13,560	11,844	13,401
Other Liabilities	574	726	644
Share Capital	54	54	54
Reserves & Surplus	2,705	2,476	2,690
Total Liabilities	16,892	15,100	16,789

Values in Rs crore

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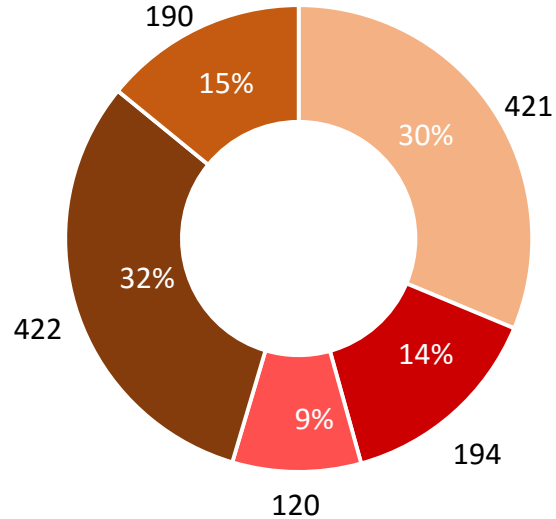
Branch & product Grading based on asset quality performance

Portfolio re-shaping by increasing contribution of focus products & customer segments

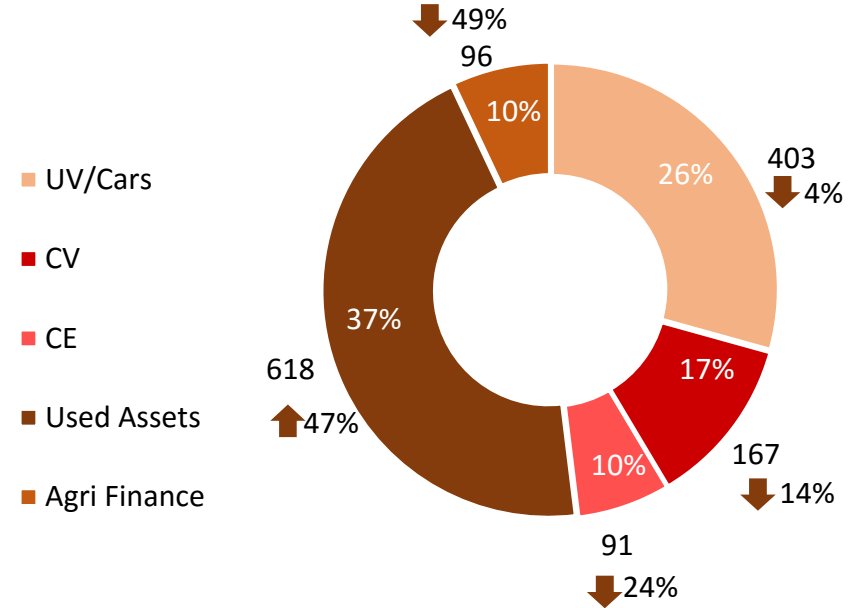
Credit Underwriting automated through a rule engine

Focus on customer retention through enhanced pre-approved offerings & processes

Q1 FY19 ABF Disbursement

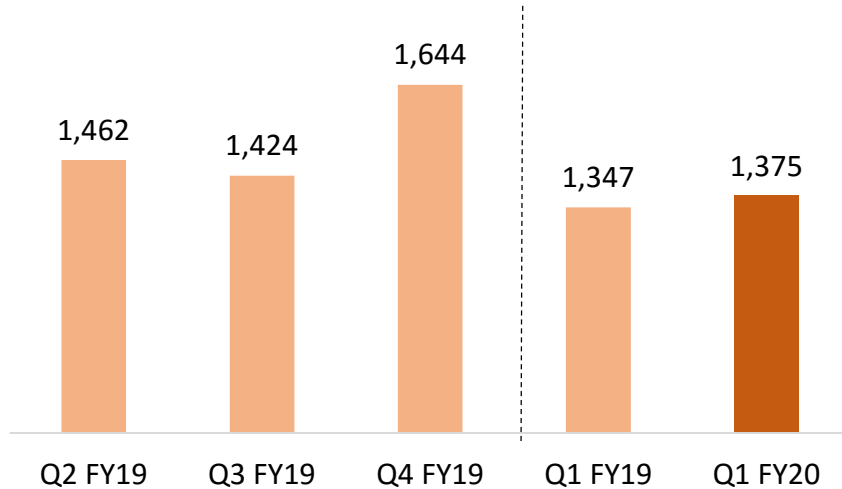


Q1 FY20 ABF Disbursement

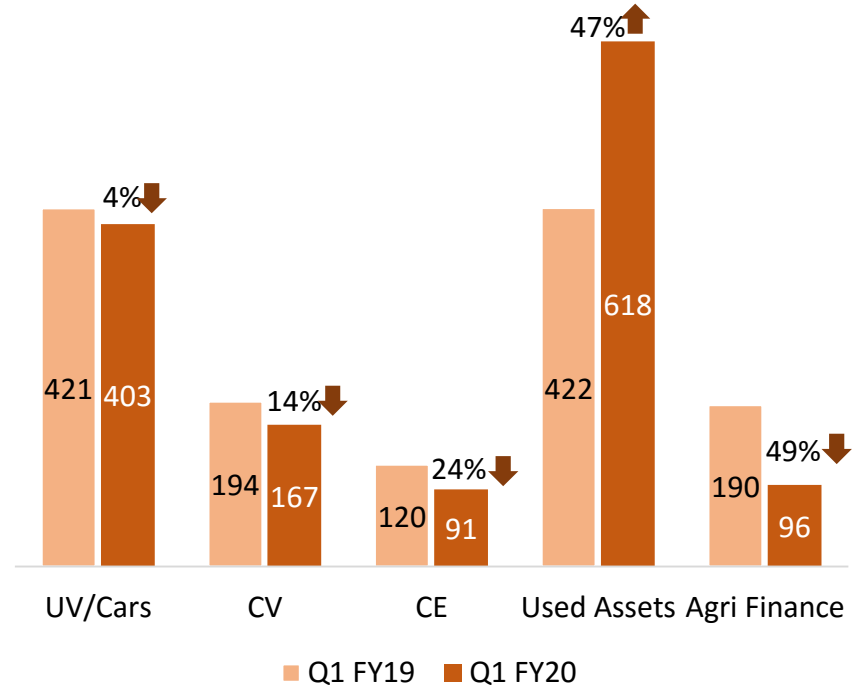


- While ABF Business disbursement had a marginal growth of ~2%, increasing from Rs. 1,347 crs in Q1FY19 to Rs. 1,375 crs in Q1FY20, Used Assets disbursement recorded a sharp 47% growth YoY

Disbursement

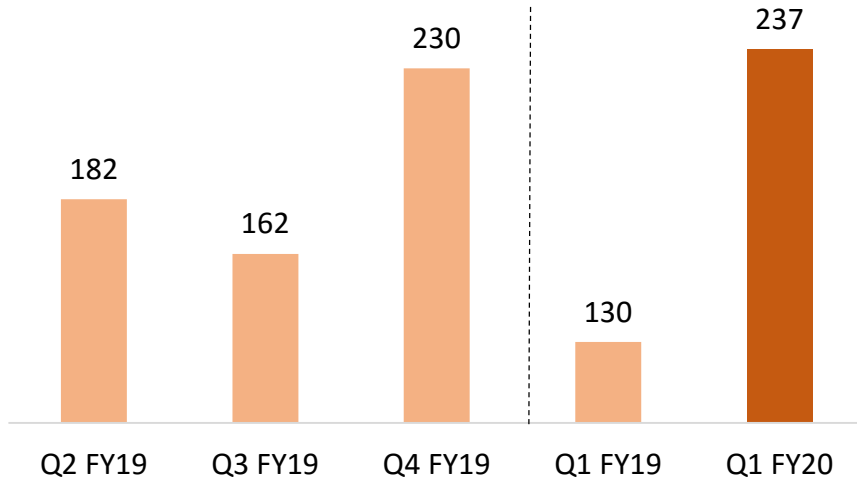


Disbursement Mix



Significant growth in Used Assets

Cross sell Disbursement

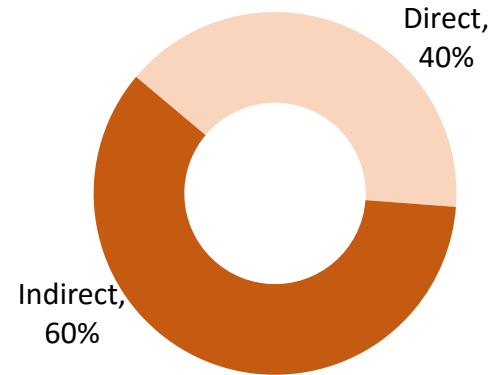


- Significant growth by 82% in cross sell business

Values in Rs crore

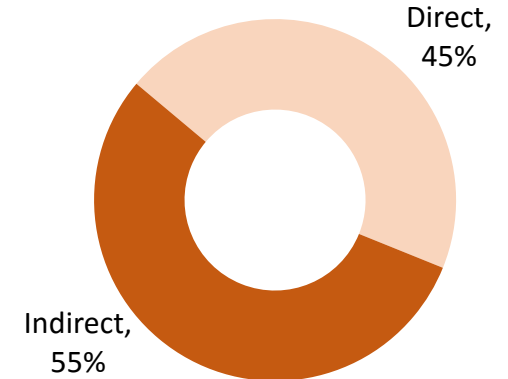
Direct Business % of total ABF Disbursal

Q1 FY19 ABF Disbursement



Rs. 1,347 crs

Q1 FY20 ABF Disbursement

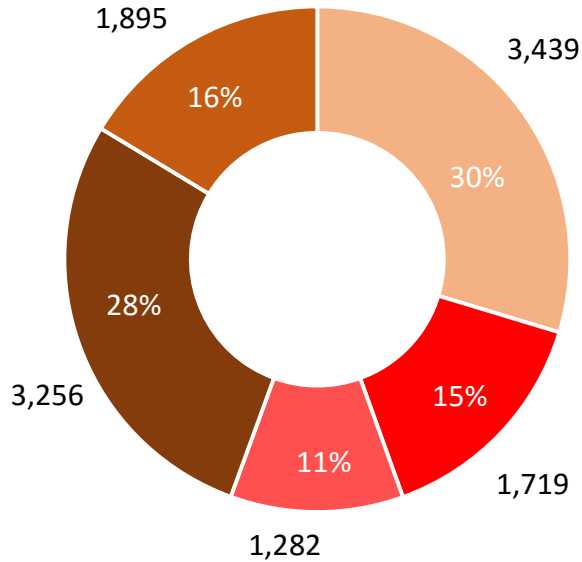


Rs. 1,375 crs

- Significant growth in direct business from 40% in Q1 FY19 to 45 % in Q1 FY20

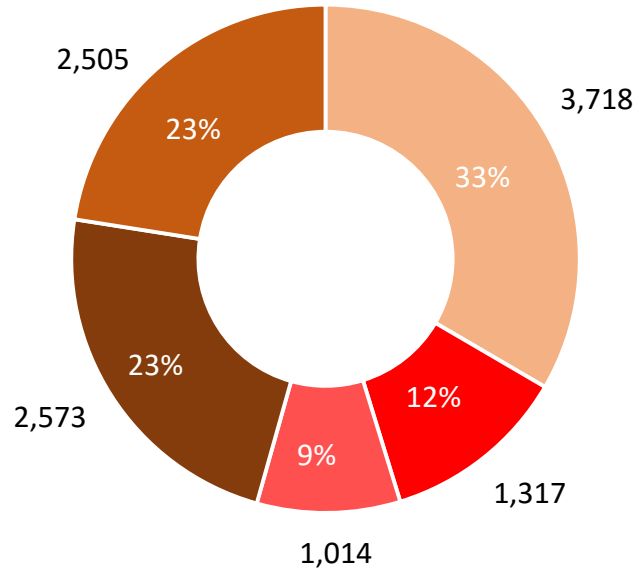
Product-wise AUM Contribution

March'19



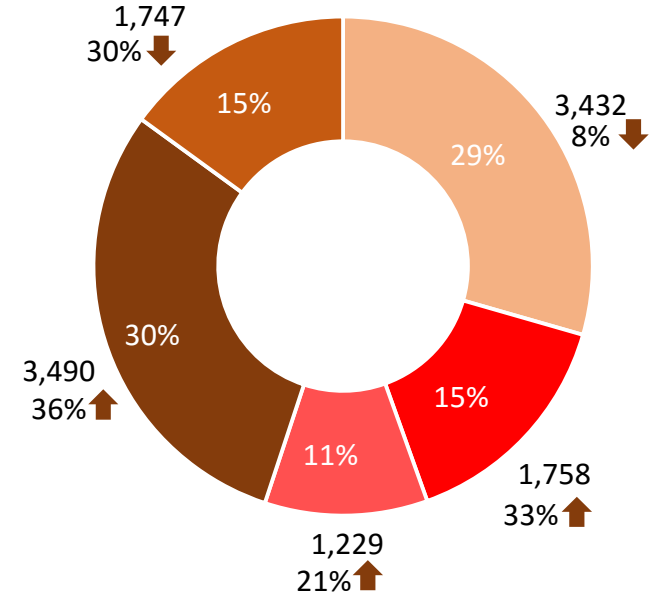
Rs. 11,591 crs

June'18



Rs. 11,127 crs

June'19

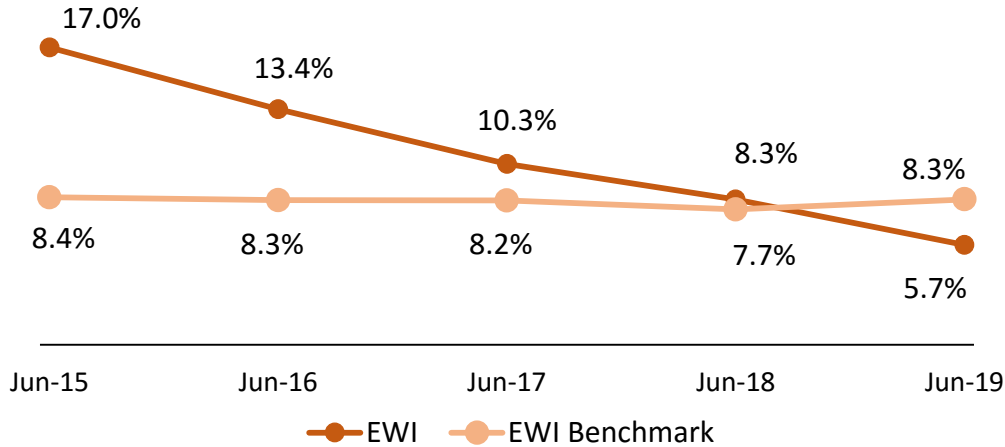


Rs. 11,655 crs

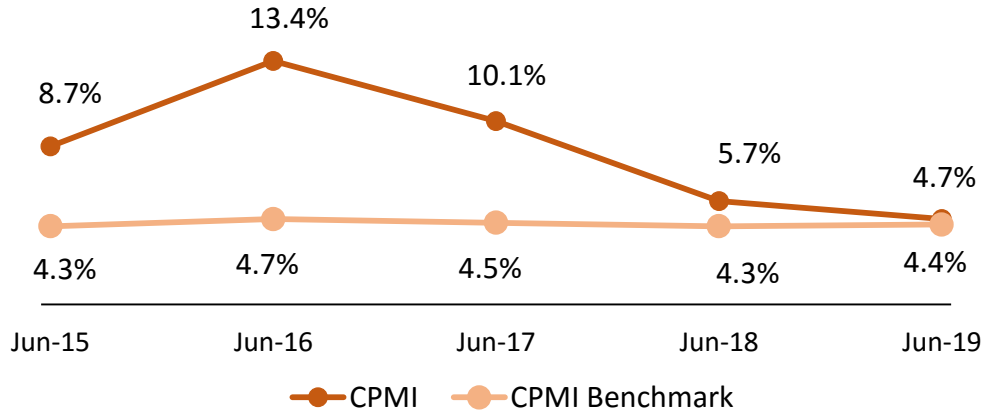
■ UV/Cars ■ CV ■ CE ■ Used Assets ■ Agri Finance

ABF - Early Indicators: EWI & CPMI Trend

EWI Trend for ABF



CPMI Trend for ABF



	Jun-15	Jun-16	Jun-17	Jun-18	Jun-19	Benchmark
EWI	17.0%	13.4%	10.3%	8.3%	5.7%	8.3%
Composite CPMI	8.7%	13.4%	10.1%	5.7%	4.7%	4.4%

- Both portfolio quality parameters show a significant improvement in the trend
- June 19 was one of the lowest in terms of both EWI and Composite CPMI in last 5 years

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: Continuous Portfolio Monitoring Indicator is a composite index of 4 indices monitoring the 60+% movement of quarterly portfolio at different time lag

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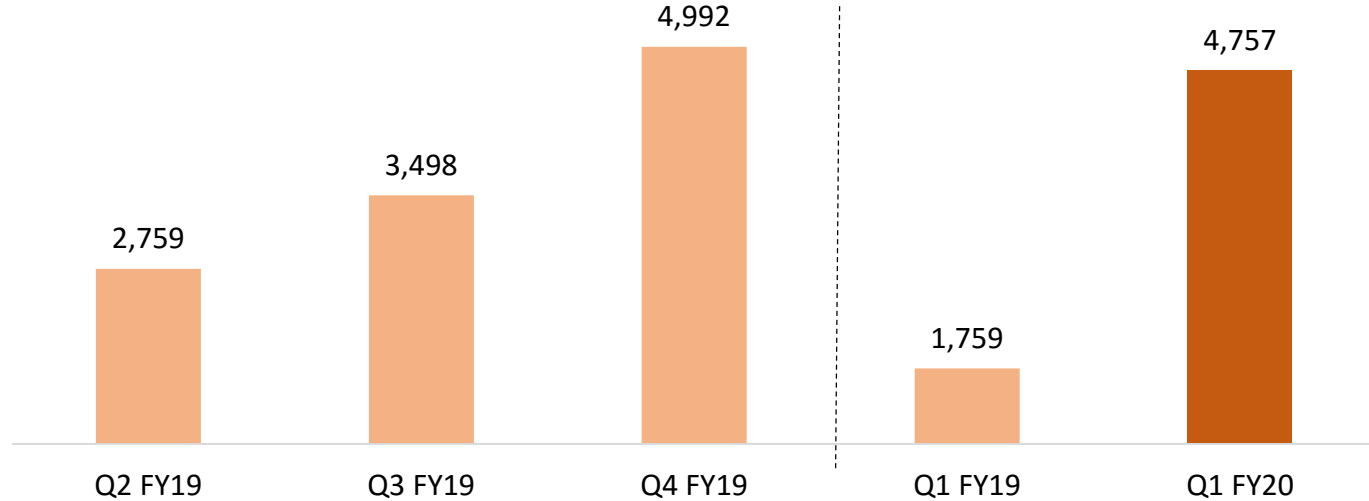
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Affordable Housing Franchise continues to scale up

Sales process streamlined emphasizing direct origination

Innovation & Strategy unit in place for digital transformation

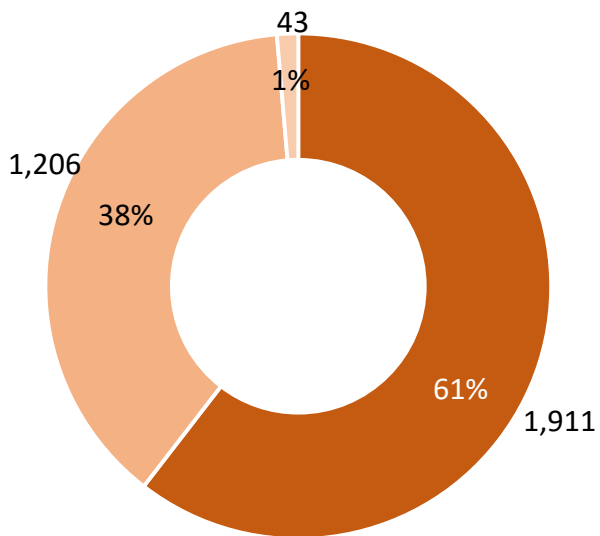
Total AHF Disbursement (Units)



- Q1 FY20 Disbursements units have increased by 170% Y-o-Y basis

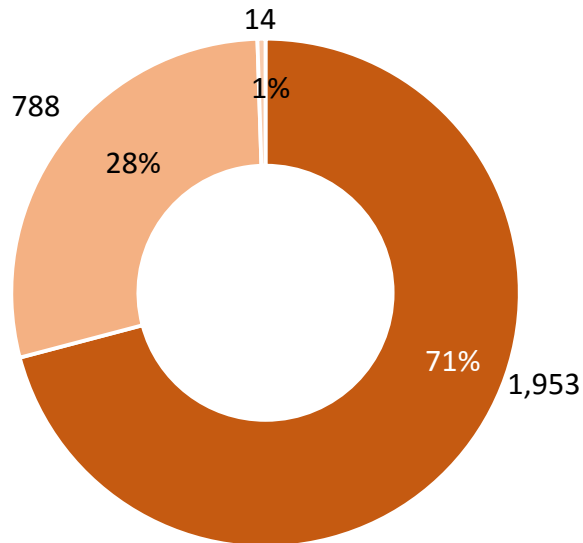
Product-wise AUM Contribution

March '19



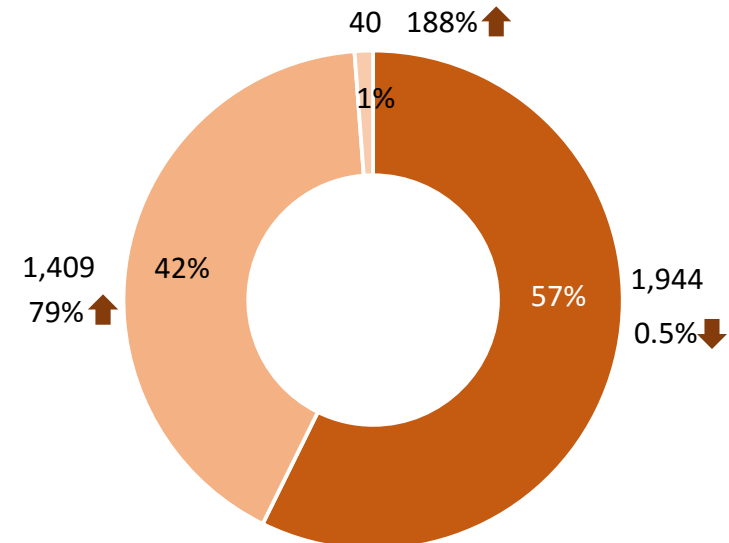
Rs. 3,160 crs

June '18



Rs. 2,755 crs

June '19



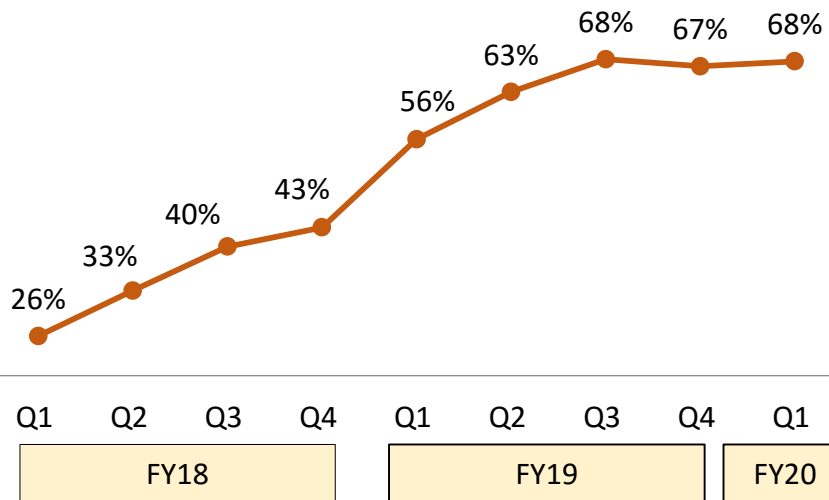
Rs. 3,393 crs

■ LAP ■ HL ■ CF

Values in Rs crore

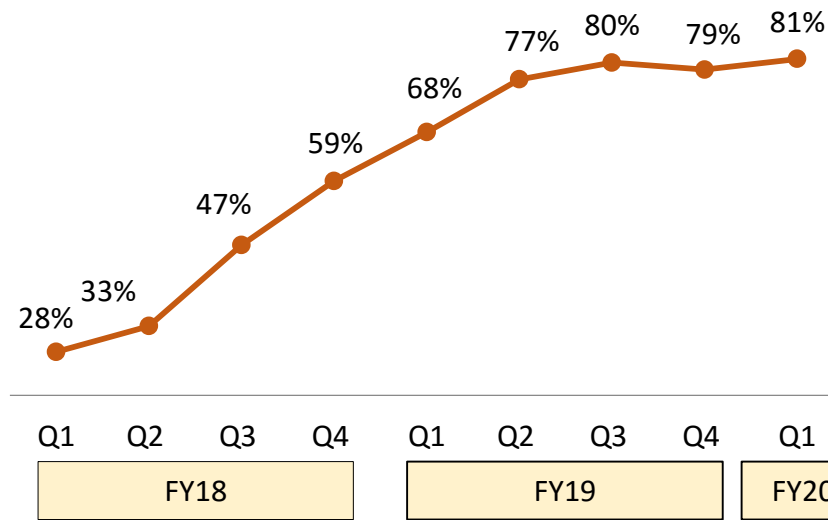
Go Home Loan

HL Ratio (Units)



Go Direct

Direct Ratio (Units)

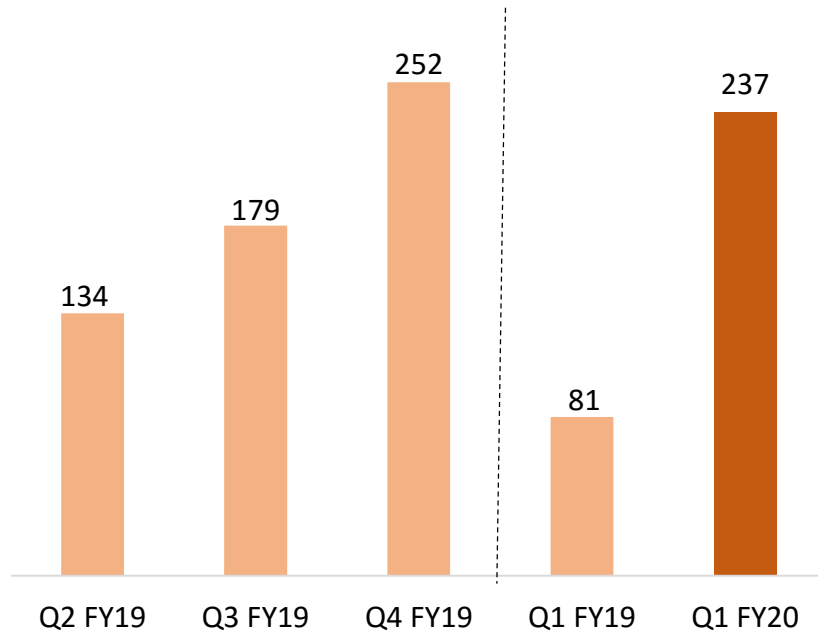


Key Takeaways

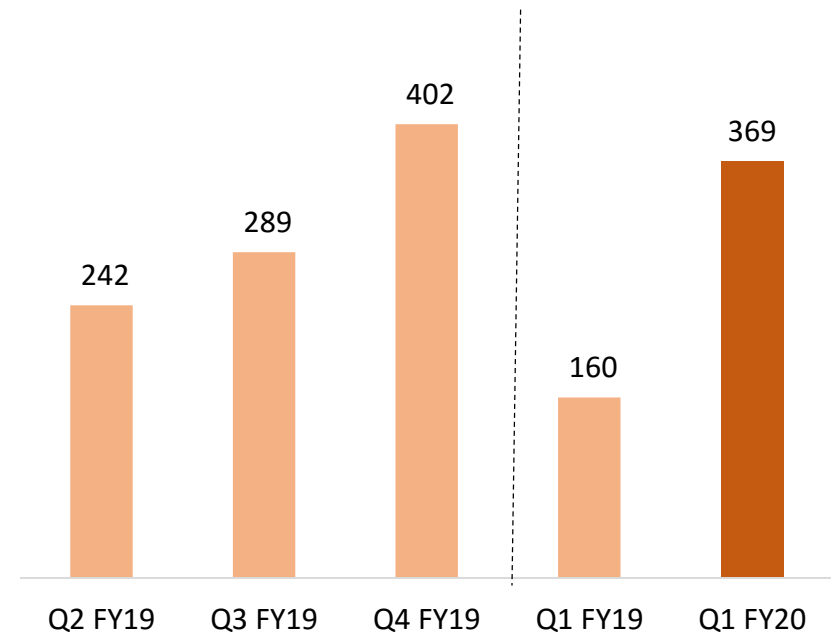
- HL Ratio has improved from 56% in Q1 FY19 to 68% in Q1 FY20
- Direct distribution capabilities being built-up; direct sourcing has improved from 68% in Q1 FY19 to 81% in Q1 FY20
- Focus on Go-to market strategy for further improvement in HL and Direct Sourcing – pre-approved affordable projects, increased cross sell penetration, localized market activities

HL does not include Construction Finance. Direct Biz means Business directly generated by Magma employees without help from DDSAs / NDSAs / Brokers, and includes Cross-sell

Home Loan Disbursement



Total AHF* Disbursement

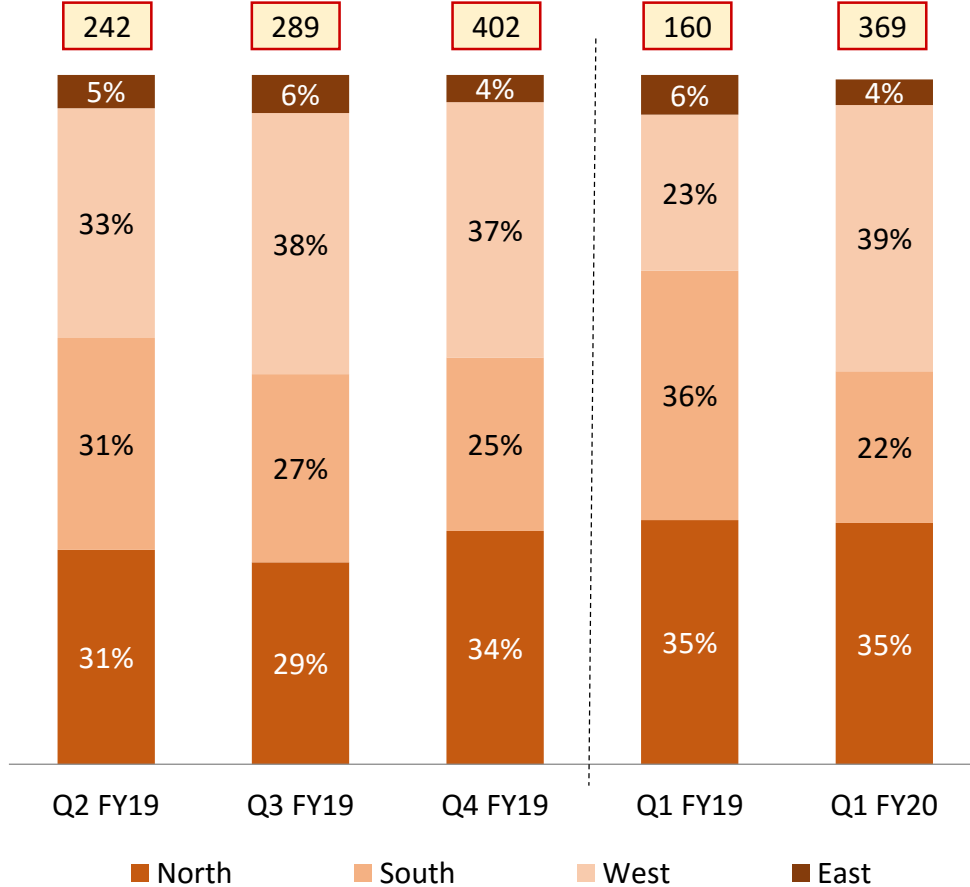


- 192% Y-o-Y improvement in HL disbursements in Q1 FY20 and 131% Y-o-Y improvement in overall Affordable Housing Finance disbursements in Q1 FY20

Values in Rs Crore; HL does not include Construction Finance

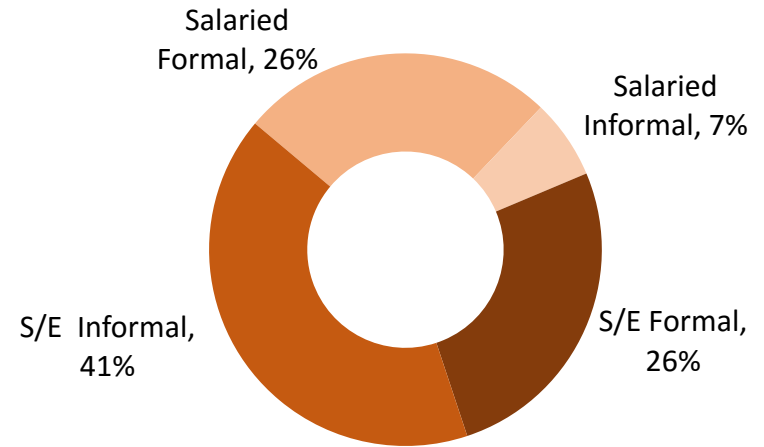
* AHF includes HL, LAP and CF

Geography

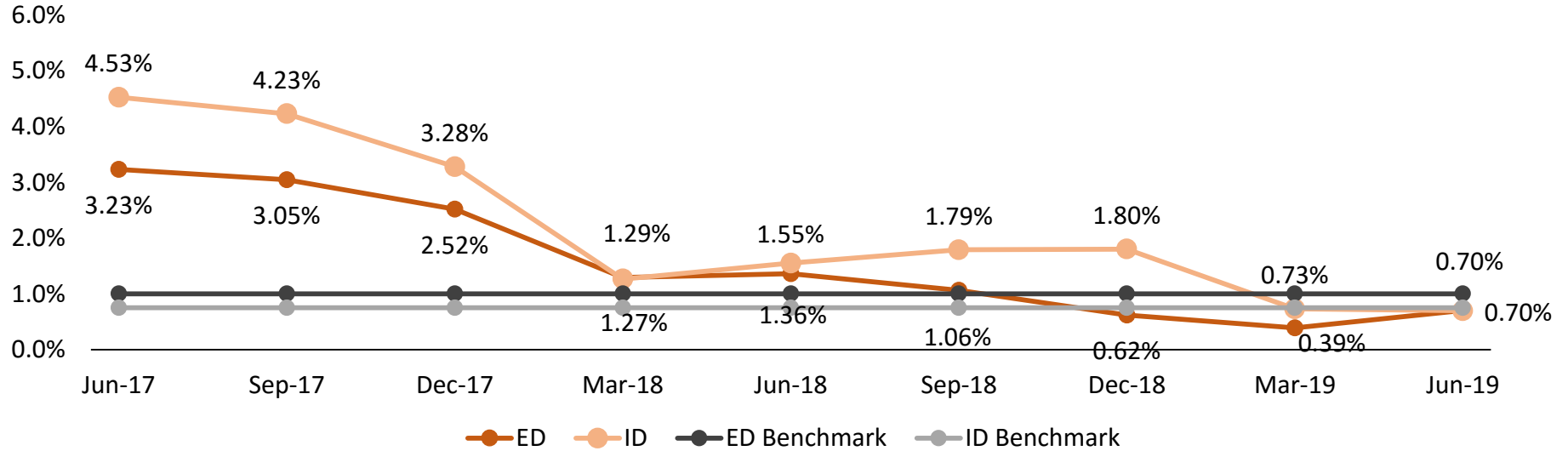


- **Focused deep market penetration** in 102 locations across 18 states using unit model implementation
- Significant reduction in the concentration risk
- Poised towards being a unique affordable finance company having national presence

Customer Mix (Q1 FY20)



ID & ED Trend for AHF



Y-o-Y improvement in ED and ID for Affordable Housing Finance

ID = 0+ bkt % for cases sourced in last 6 months on 1 months lag basis including current month .
 ED = 30+ bkt % for cases sourced in last 12 months on 2 month lag basis including current month.

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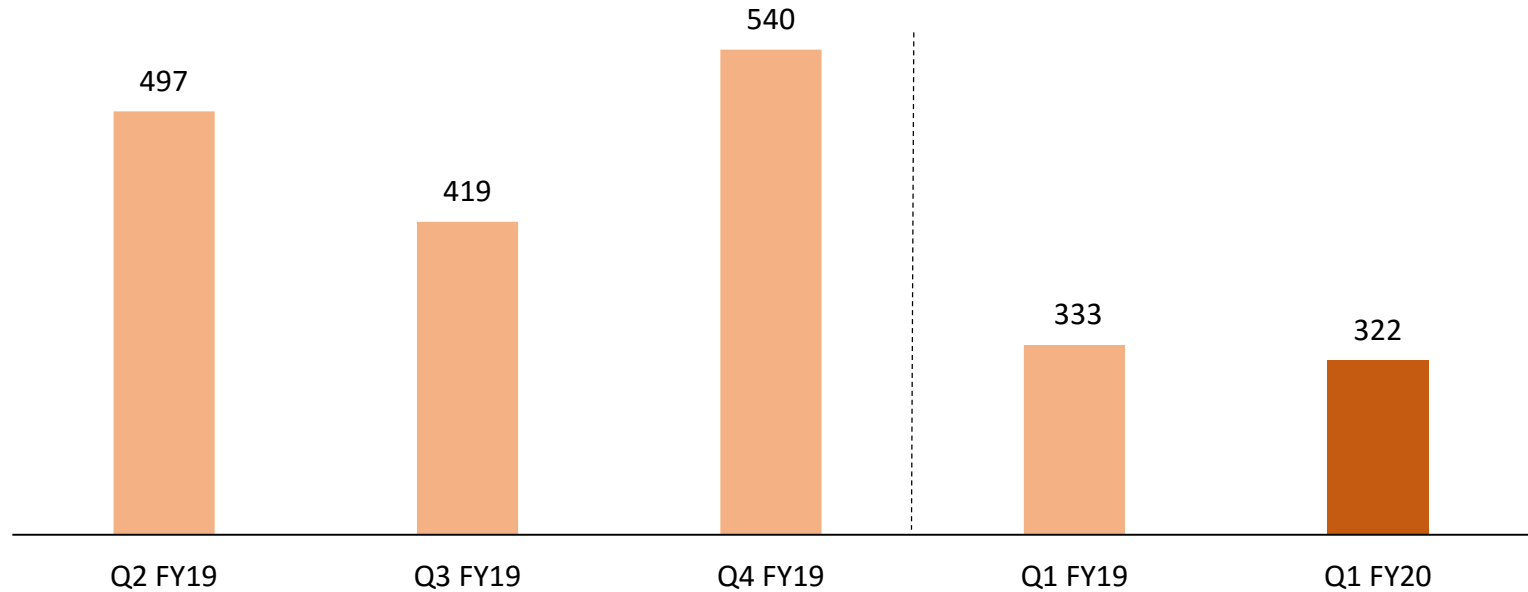
“Mscore” SME Credit Scorecard launched pan India across 80+ branches.

60% of logins following Straight-Through-Processing

SME Product bouquet enhanced with GST Product launch

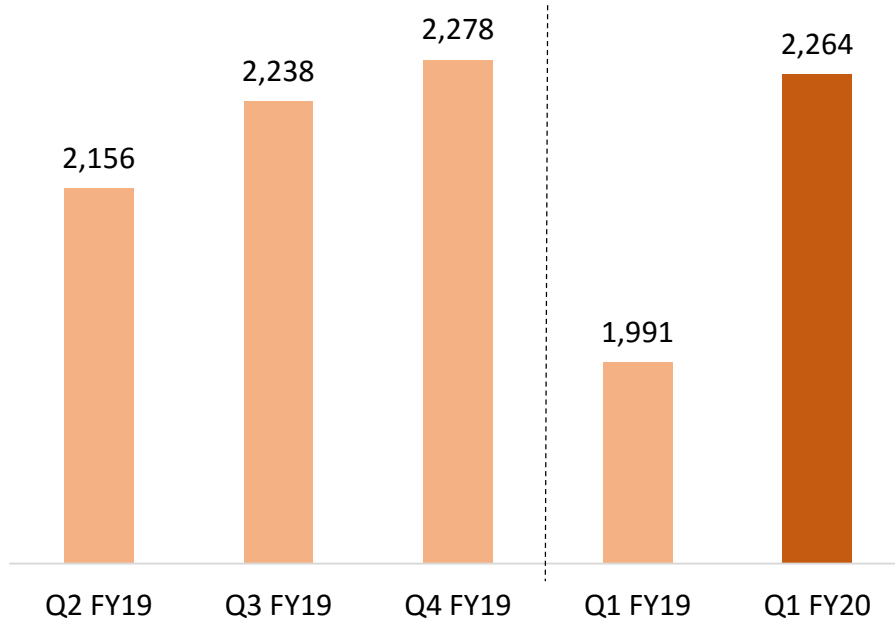
Continued Distribution focus in Upcountry markets. Clocked +18% growth in upcountry cities

Disbursement momentum continues



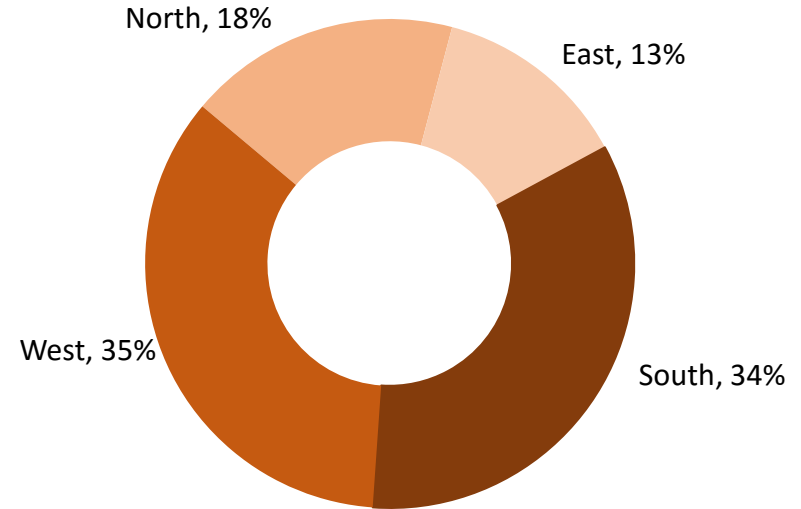
- AUM of SME Finance business grew by ~14% from Rs. 1,991 crs in Q1 FY19 to Rs. 2,264 crs in Q1 FY20

AUM Growth



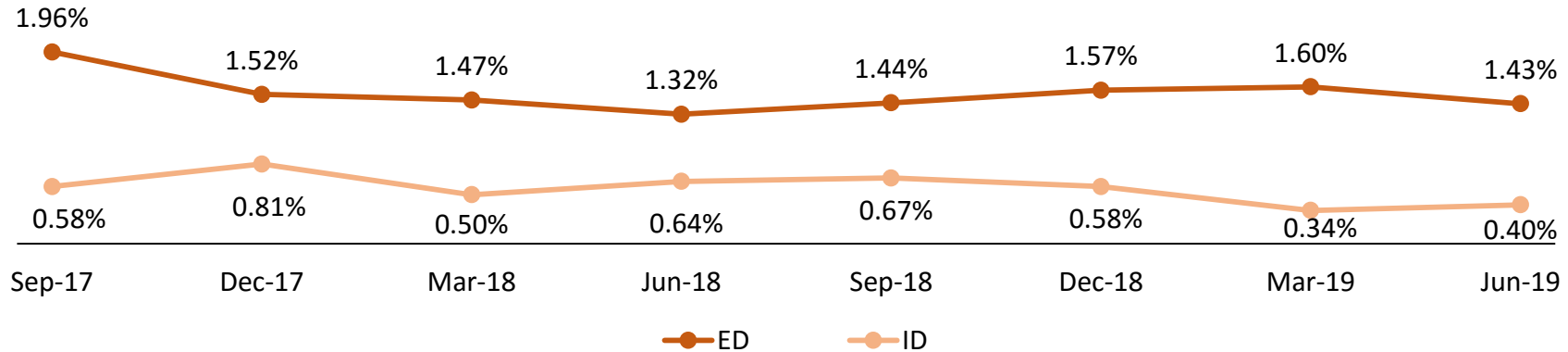
SME Finance business AUM grew by ~14% Y-o- Y

Geographical Diversification



Geographically well diversified portfolio as on June'19

ID & ED Trend for SME Finance



Secular reduction in ID, consistent trend in ED

EWI & CPI parameters for SME Finance under development

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.

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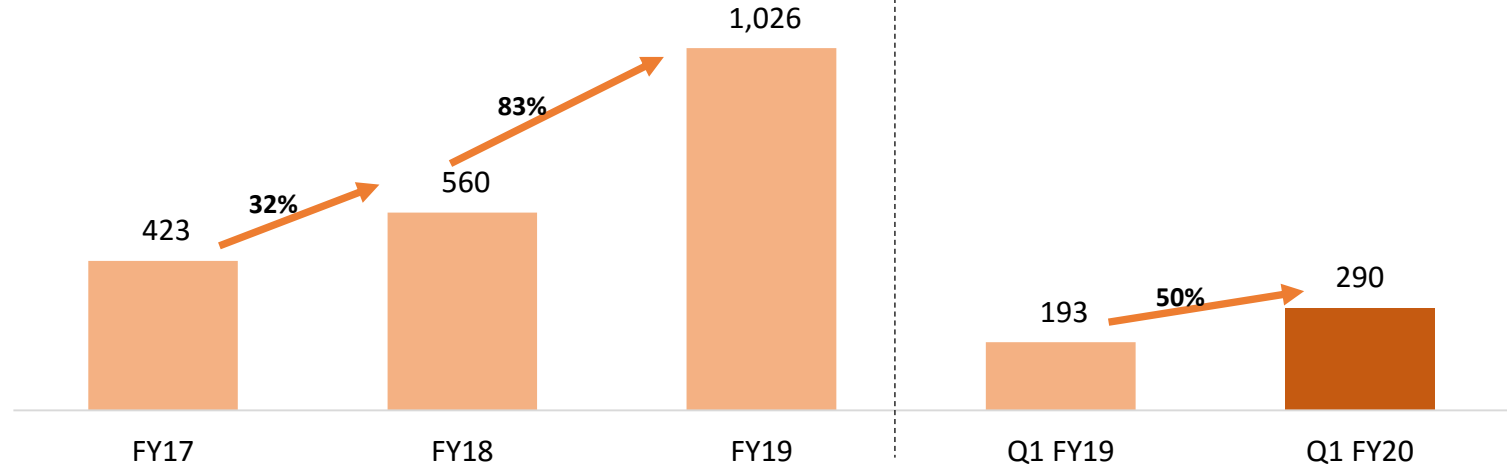
54.7% growth in GDPI for Q1FY20 vs industry growth of 10%

Ramp up in the OEM business with current partners. Continue to pitch to other OEMs

Entered into new relationships with medium sized NBFCs. Creating pipeline for 2nd quarter

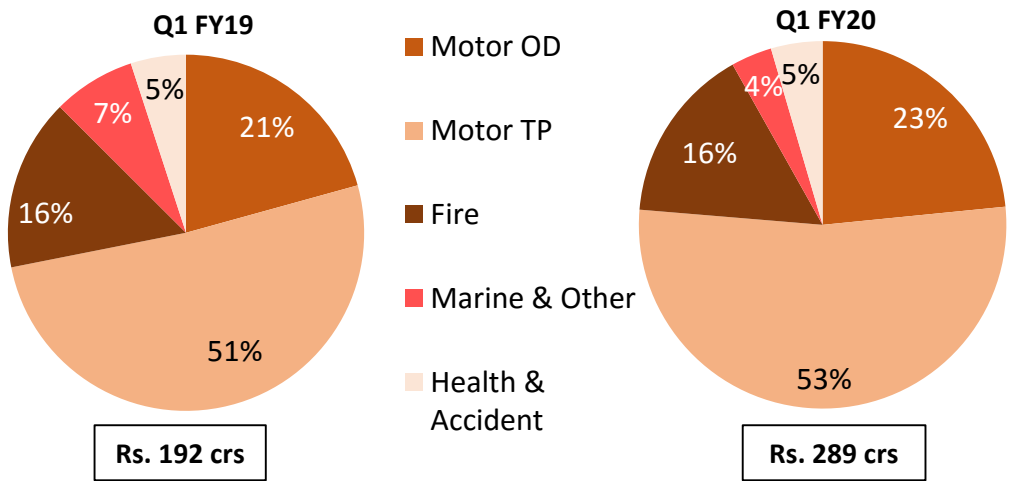
Building blocks being put in place for new initiatives on Health strategy

Gross Written Premium

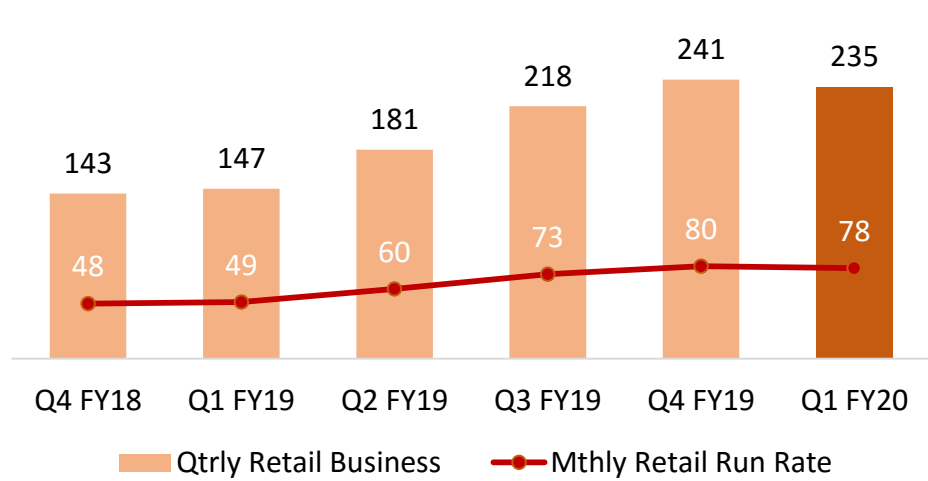


- **Business growth** – 50.5% GWPI growth Q-o-Q
- **OEM** tie-ups contributed 15.4% of GWP for Q1FY20
- **Branch expansion** – branch strength of 169 as at Q1 FY20 against 125 as at Q1 FY19
- Innovation & cost rationalisation continues: Real time claims processing, adoption of RPAs

Portfolio Construct



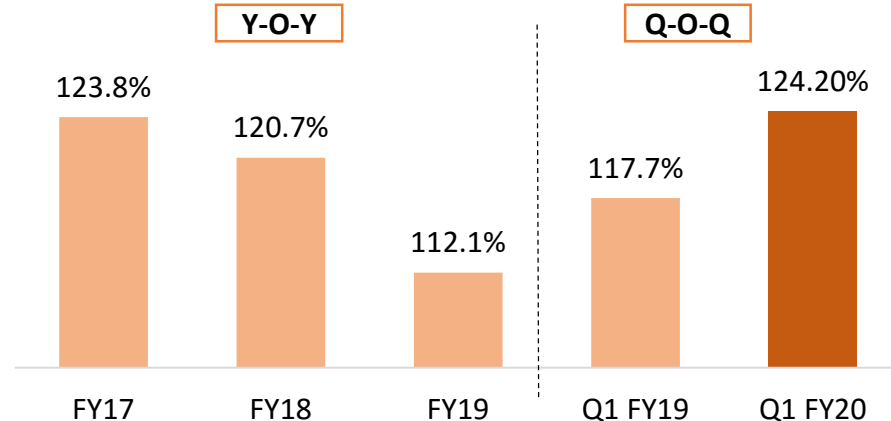
Retail Run Rate



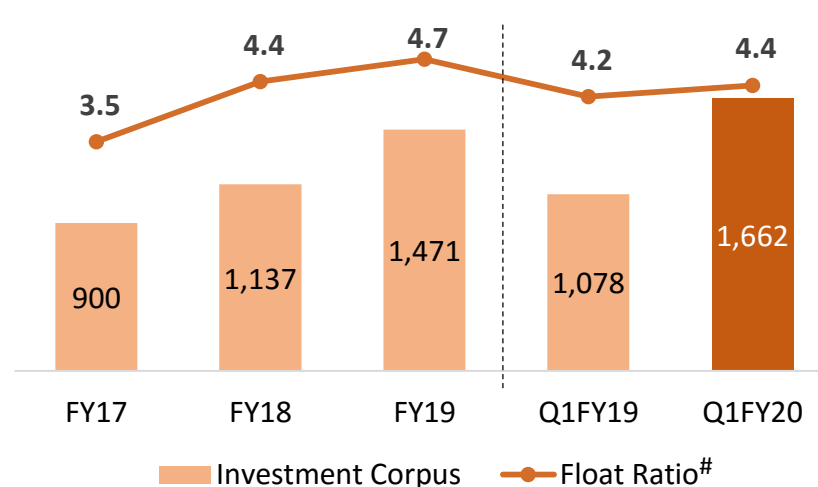
- **Motor Portfolio:** Continue to enjoy one of the lowest Own Damage loss ratio in the industry*. Within motor, diversified portfolio across vehicle categories with geographical diversification.
- **Health & Accident Portfolio:** Continue efforts to build the health portfolio with new initiatives like branch cross sell to walk-in customers, telesales to existing customer database, attachment on all underlying credit portfolios.
- 60% increase in monthly run rate from Q1FY19 to Q1FY20; 81% of the portfolio is retail in line with the objective to grow the retail franchise.
- 25% increase in the commercial portfolio from Rs.44.5 crores in Q1 FY19 to Rs.55.5 crores in Q1 FY20 driven by expansion in client base as well as primary rate increases.

*As per IRDAI Q4 FY19 quarterly public disclosures

Combined Ratio Movement



Investment Book & Float ratio



- Increase in combined ratio due to increased reinsurance cessions
- Loss ratio for Q1FY20 (82%) is largely in line with Q1FY19 (81.5%)
- Investment carrying yield as at Q1FY20 stands at 8.44%
- Solvency for the company stands at 1.76 times as against 1.50 times required by IRDAI

[#] Closing Investment corpus / Closing capital

Magma HDI General Insurance Company (MHDI) Profit & Loss Statement

Particulars	Q1 FY20	Q4 FY19	Q1 FY19	FY19
Gross Written Premium	290	359	193	1,026
Net Written Premium	167	224	-18	517
Net Earned Premium	164	188	-52	385
Net Claims Incurred	135	166	-95	271
Net Commission	-11	-15	2	-29
Management Expenses	82	76	46	248
Impairment loss (including reversals)	0	8	0	10
Underwriting Profit	-42	-47	-5	-116
Investment & Other Income	38	33	24	107
Profit Before Tax	-3	-14	19	-8
Taxes	1	-10	0	-10
Profit After Tax	-4	-4	19	1

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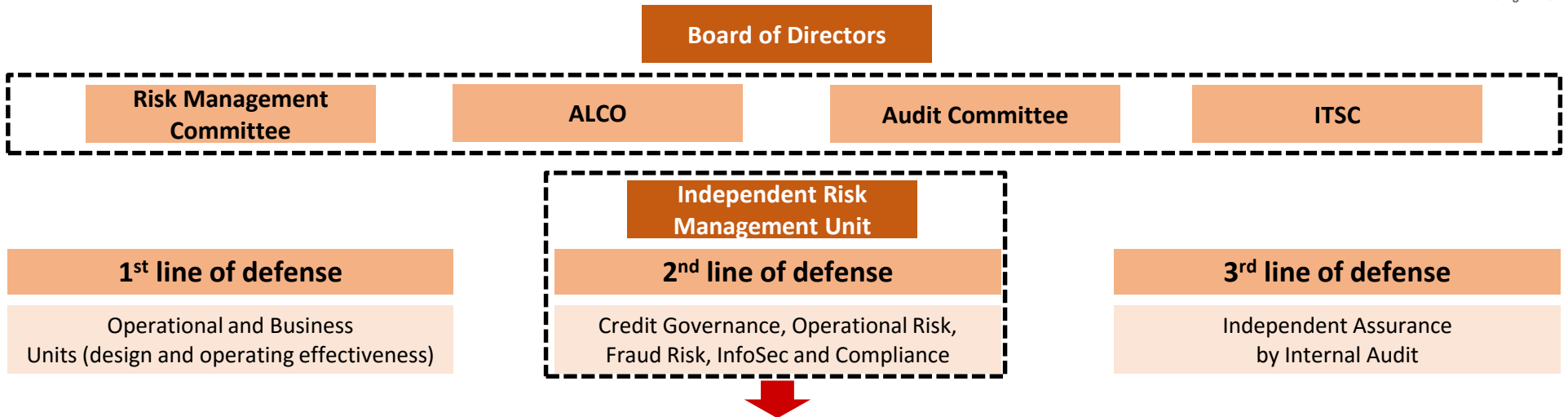
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Enterprise wide, independent risk management framework

An integrated approach covering entity wide risks



Components of Risk Management	Overarching principles and execution
Risk Governance	<ul style="list-style-type: none"> • Risk Appetite Statement and Strategic Risk Assessment set the guardrails • Quarterly Committee meetings to assess enterprise risk profile • Well defined risk policies and standards
Operating controls and compliance	<ul style="list-style-type: none"> • Comprehensive Risk library. Regular monitoring of Key Risk Indicators. • Internal Financial Controls (IFC) standards as mandated by Companies Act
Credit underwriting strategies	<ul style="list-style-type: none"> • Decisioning platforms based on segmental behavior and risk based pricing • Automated Credit Rule Engine with connectivity to bureau and fraud systems
Analytics driven portfolio management	<ul style="list-style-type: none"> • Statistically derived Early Warning Indicators (EWI) and Continuous Portfolio Monitoring Indicators (CPMI) • Robust PD and LGD models guide consistently accurate loss forecasting
Capital and Liquidity Management	<ul style="list-style-type: none"> • Proactive management of ALM mismatch in each time bucket • Prudent capital and liquidity buffers for stress resilience

- Enterprise Transformation '**Project Navoday**' launched in order to **modernize entire Technology stack**: Loan Origination System, Loan Management System, Data Warehouse, ERP, Mobility solutions etc.
- Proposed features will be **Automation of Workflow** vs. Email approvals, **Digital vs. physical document flow**, **Credit Engine**, Integration into **API economy**, **Field-force gamification** of incentive plan, and **Data analytics led decision making**. Expected outcome is significant **productivity enhancement and Turn Around Time (TAT) reduction**
- **Analytics powered Credit Engine** for Car, CV and Tractor loans implemented in FY19 leading to improvement in TAT and uniformity in credit decision. Credit engine for SME successfully launched April 2019.
- Defense in-depth protection approach, with controls and process implementation at every layer of IT landscape to **secure against internal and external cyber threats**.
- The field force is being empowered with **BYOD** for corporate applications both securely and with the convenience of using personal devices. This has resulted in **cost savings** on company provided mobile devices.

- Fully functional **role based and** state of the art learning tools aimed at enhancing productivity and behavior
- **Structured Onboarding Program** across levels for smooth onboarding and integration.
- **Development interventions through International program** for Senior leadership, including 360 degree feedback
- **Leadership Talent evaluation** for VPs & SVPs with an objective of building leadership depth & succession
- **Talent management framework** with objective of building internal talent pipeline and strengthening retention
- Empowering business leaders with **real time HR dashboards** to help them make informed people related decisions

- **360° customer view** across Lines of Business (LoB). CRM search basis several ID's including customer phone number
- **Unique Customer ID** across finance business
- Moving from paper to **digital communication** via both email and SMS
- Communication in **12 vernacular languages** for all key messages
- Increased **adoption of Mobile payments**
- **Structured customer engagement program** - Welcome calling to customers, Proactive connect to prevent complaints etc.
- **Transparent communication of all charges**
- Deep credit-bureau tie-ups to provide relevant products for cross-sell and increase **lifetime value of customer**
- **93% increase** in units and 81% in value for cross sell disbursements in Q1 FY20 vs Q1 FY19
- Customer Relations Management (CRM) application implementation leads to substantial improvement in cross sell to existing customers through **improved collaboration between customer service, branch operations and sales teams.**
- **6% reduction** in overall customer complaints in Q1 FY20 vs Q1 FY19

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Promoter Directors

<p>Mayank Poddar <i>Chairman Emeritus and Whole time Director</i></p>	<ul style="list-style-type: none"> Supports policy formulation and guidance to the Management/Board Over 30 years of experience in the financial sector.
--	--

<p>Sanjay Chamria <i>VC and MD</i></p>	<ul style="list-style-type: none"> Anchors strategic policy formulation and execution. Drives new business initiatives and leads management team
---	--

Non Promoter Directors

<p>Narayan K Seshadri <i>Non-executive Independent Chairman</i></p>	<p>He is on the Board of companies including Clearing Corporation of India Limited, PI Industries Limited and TVS Electronics Limited</p>
--	---

<p>VK Viswanathan <i>Independent Director</i></p>	<p>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.</p>
--	---

<p>Satya Brata Ganguly <i>Independent Director</i></p>	<p>Serves on the Boards of various reputed Indian companies including West Bengal Industrial Development Corporation Limited and Emami Limited</p>
---	--

<p>Vijayalakshmi R Iyer <i>Non-Executive Independent Director</i></p>	<p>Previously served as an Executive Director of Central Bank of India, Chairperson and Managing Director of Bank of India. She was also a Whole Time Member (Finance and Investment) in the IRDAI.</p>
--	---

Management Team



Sanjay Chamria
VC and MD

Business CEO / Functions

Support Functions



Manish Jaiswal
MD & CEO - HFC,
CEO - SME



Rajive Kumaraswami
MD & CEO -MHD



Mahender Bagrodia
CCO - ABF



Harshvardhan Chamria
Chief Digital Officer



Rajneesh Mishra
Chief People Officer



Deepak Patkar
Chief Risk Officer



Kailash Baheti
Chief Financial Officer

Jun-2017

Head, Risk Advisory,
Research and SME
Ratings, CRISIL

Jun-2016

Chief
Representative
Officer - India
Liaison office,
SCOR Re, India

Oct-2000

General Manager,
Tijaya Enterprises
Ltd.

Sept-2014

Chief Strategy
Officer- Housing and
SME, Magma
Fincorp Limited

Jan-2019

Vice president-HR,
Bajaj Finserv Limited

Sept-2018

Chief Risk Officer,
Fullerton India
Credit Company
Limited.

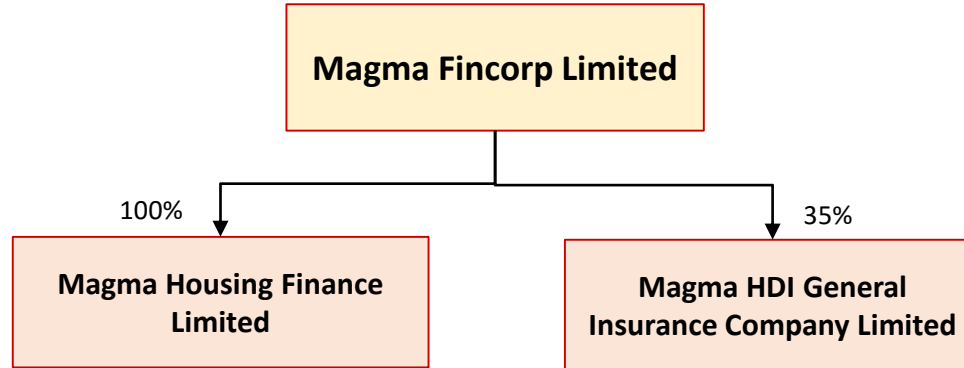
Oct-2011

CEO,
Century Extrusions
Limited

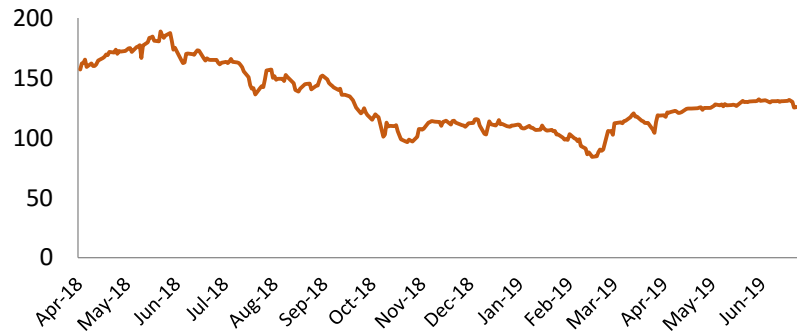
Kaushik Banerjee has stepped down from CEO – ABF Business, and continues as Advisor – ABF business

Joined

Title and Previous Company

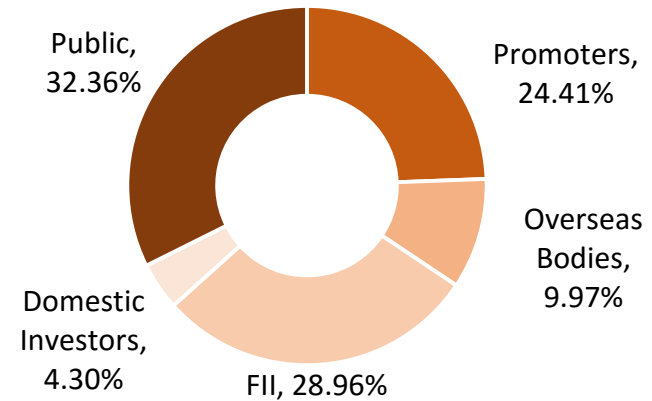


Share Price Performance



Average share price data from NSE

Shareholding (30-June-2019)



THANK YOU



Glossary

AUM	Assets Under Management: On-Book & Off-Book Loan Assets
Average AUM (AAUM)	Average of opening and closing AUM
FOS / Field Officer	Feet on Street
ABF	Asset Backed Finance
AHF	Affordable Housing 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 / Brokers, and includes Cross-sell
Mortgage Direct Biz	Business through connectors is included in Direct business
ATS	Average Ticket Size
Mortgage ATS	Disbursals during the month / Number of first time disbursals
ODPOS	Overdue + Principal Outstanding
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 securitization
Opex / AUM%	Opex / Average AUM
Total Assets	On B/S Assets of MFL (Consolidated)
NCL	Prov. & Write-off/ Average AUM
Gross Stage 3 Assets %	Gross Stage 3 Assets / Closing AUM (On-book)
Net Stage 3 Assets %	(Gross Stage 3 Assets – ECL Provision – Stage 3) / (Closing AUM (On-book) – ECL Provision Stage 3)
ECL	Estimated Credit Loss
RoA	PAT (excluding OCI) / Average AUM
RoE	PAT (Excluding OCI) / (Net worth - Goodwill)
Networth	Equity Share Capital + Reserves & Surplus
BVPS	Book Value per share: (Net worth-Goodwill) / No. of Equity shares outstanding
EPS	Earnings Per Share (Diluted)
MITL	Magma ITL Finance Limited (Merged with MFL)
MHF	Magma Housing Finance Limited (100% Subsidiary)
MHDI	Magma HDI General Insurance Company Limited (Joint Venture)
SENP	Self-employed Non Professional
SEP	Self-employed Professional
NIP	No income Proof

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Magma Fincorp Ltd. (MFL) Standalone Profit & Loss Statement

Particulars	Q1 FY20	Q4 FY19	Q1 FY19	FY19
Net Revenue	285	313	312	1,267
Expenses	150	145	150	602
Operating Profit	135	168	162	665
Net Credit Loss	124	42	84	262
Profit Before Tax	11	125	78	403
Tax	3	39	26	128
Profit After Tax	8	87	51	275

Magma Fincorp Ltd. (MFL) Standalone Balance Sheet

Particulars	30-Jun-19	30-Jun-18	31-Mar-19
Cash and Cash Equivalents	519	454	933
Loans and Advances	13,534	12,321	13,138
Other Assets	766	763	733
Fixed Assets	189	188	187
Total Assets	15,008	13,726	14,991
Borrowings	11,912	10,675	11,828
Other Liabilities	536	694	607
Share Capital	54	54	54
Reserves & Surplus	2,507	2,303	2,502
Total Liabilities	15,008	13,726	14,991

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

Particulars	Q1 FY20	Q4 FY19	Q1 FY19	FY19
Net Revenue	45	35	29	133
Expenses	27	27	17	83
Operating Profit	18	8	12	50
Net Credit Loss	5	-1	1	3
Profit Before Tax	14	9	11	47
Tax	4	3	2	13
Profit After Tax	10	6	9	34



Corporate Social Responsibility

Magma has received nearly a dozen awards in the last few years for its CSR activities including the following awards received in FY19:

- Asian Customer Engagement Forum & Awards - Best CSR Event, 2018 (**M Care**)
- Indian Chamber **SOCIAL IMPACT AWARDS** – Special Jury Award for environment Sustainability, 2018 (**Highway Heroes**)
- **Best CSR Impact Award** from Corporate Social Responsibility Summit & Awards, 2019 (by UBS Forum)

Corporate Communication

Magma has received about 10 awards for Corporate Communications from leading forums. The recent ones are:

- League of American Communications Professionals (LACP) Spotlight Awards, 2017 for Annual Report Design
- EPC Awards 2017, Best PR Campaign of the Year

Information Technology

- CIO Crown Award for Innovation, 2017



Magma Highway Heroes



- A programme for Truck Drivers to train them on Road Safety and vehicle maintenance. The lone formal Training camp run by PCRA, Govt of India, with a Truck Financing NBFC in India.
- Training provided to over 1.75 Lac Truck Drivers at 250 camps across the country.
- Reduction in CO2 Emission estimated 790 Lac kg and Diesel consumption reduced by 2 crore Litres per year.
- E-Toilets for Sanitation at Transport Nagars benefit approx. 50,000 Truck drivers per year

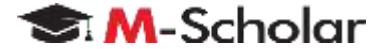
Ekal Vidyalaya & Mid Day meal Programmes

- **Mid-day Meal** offered to 6500 kids in Govt. Schools in 7 states (West Bengal, NCR, Maharashtra, Jharkhand, Andhra, Haryana and Rajasthan)



- Adopted 16 Ekal Vidyalaya Schools in Tribal areas of CG, Jharkhand

Magma M Scholar



- Magma M Scholar offers Scholarship to meritorious students from poor families
- Over past 4 years, M Scholar has offered 300 scholarships. 2015 batch students now work for ISRO, Grant Thornton, Qualcomm, Amdots etc.

Magma M Care – Mobile health Camps

- Magma runs M Care health camps at Rural India. Till date, nearly 1 Lac people benefitted.
- Magma's M Care camps in Post Flood Kerala, Sept – Nov 2018 was highly appreciated.



Group level CSR activities are managed by Magma Foundation



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