

# Reaching New Heights in Retail Finance

# HELPING PEOPLE REACH OUT TO THEIR DREAMS



# Financial Results - FY14

**Business Overview and Strategy** 

**Leadership Team** 

**Annexures** 



### **Key Business Highlights – FY14**

#1

Loan book increased by 10% yoy to Rs 17,877 crore, aided by growth in tractor, SME and mortgage lending

#2

Product mix and customer mix optimization increased NIS by 89 bps to 5.80%

#3

Collection efficiency improvement in second half of year led to stabilisation of NPA levels

#4

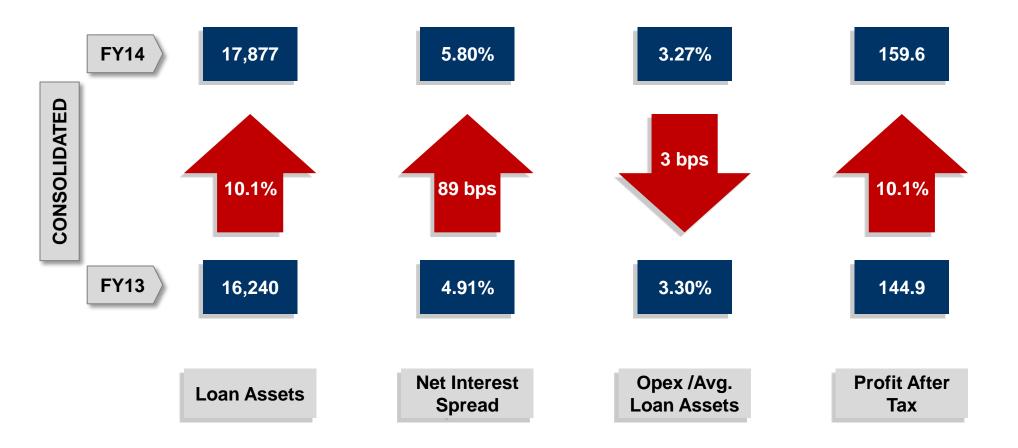
Mortgage business fully integrated and made disbursements of Rs 767 crore in FY14, its first full year of operations

#5

Magma HDI GWP collections of Rs 430 crore in FY14 and set to turn profitable in FY15

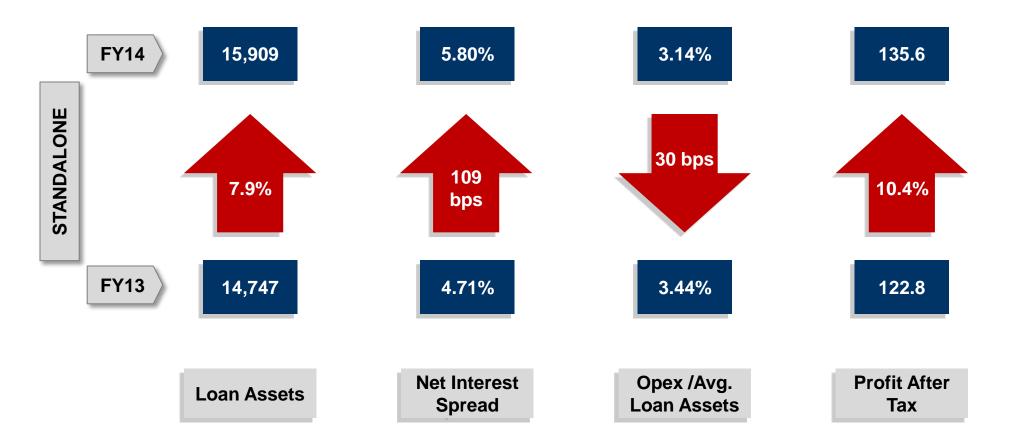


### **Financial Results – FY14**



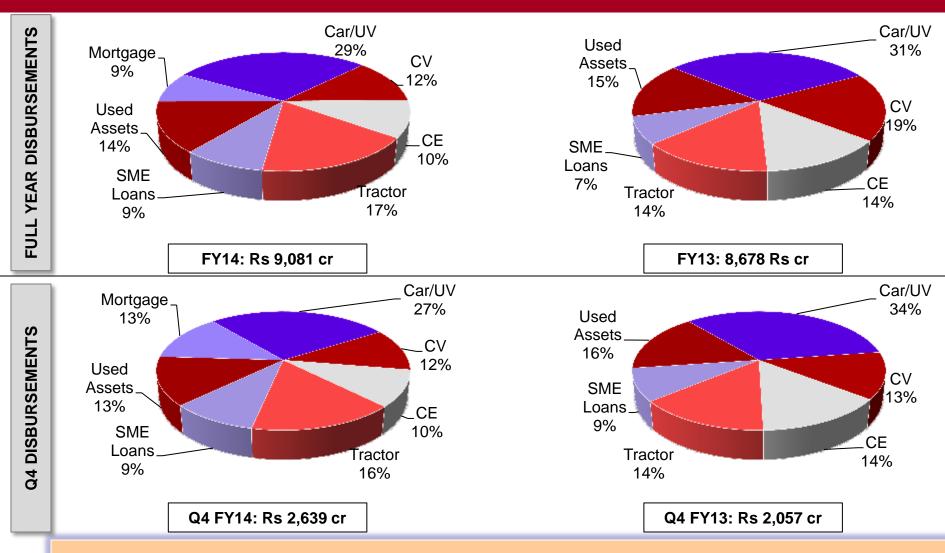


### **Financial Results – FY14**





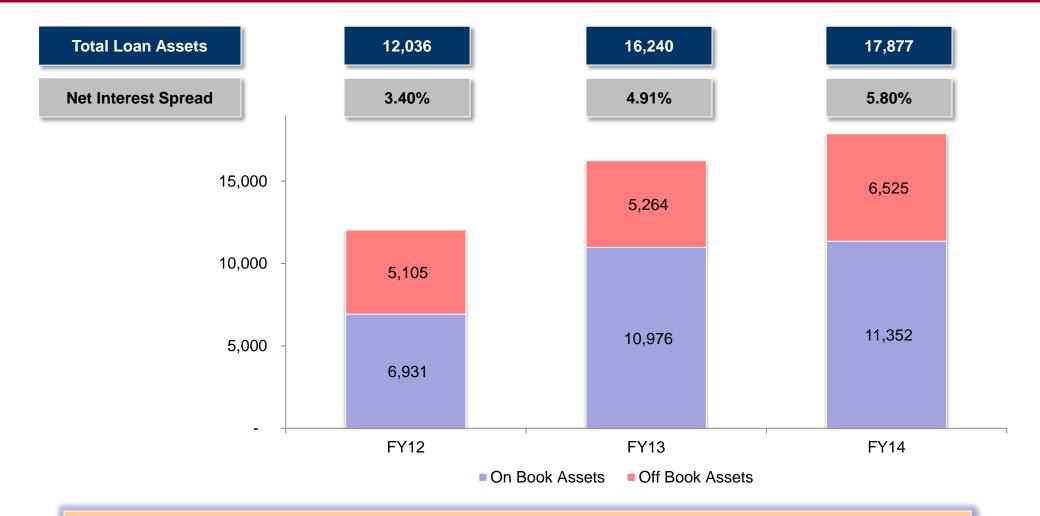
### **Disbursement Mix**



Change in product mix aligned to risk reward efficiencies supported by multi product portfolio strategy



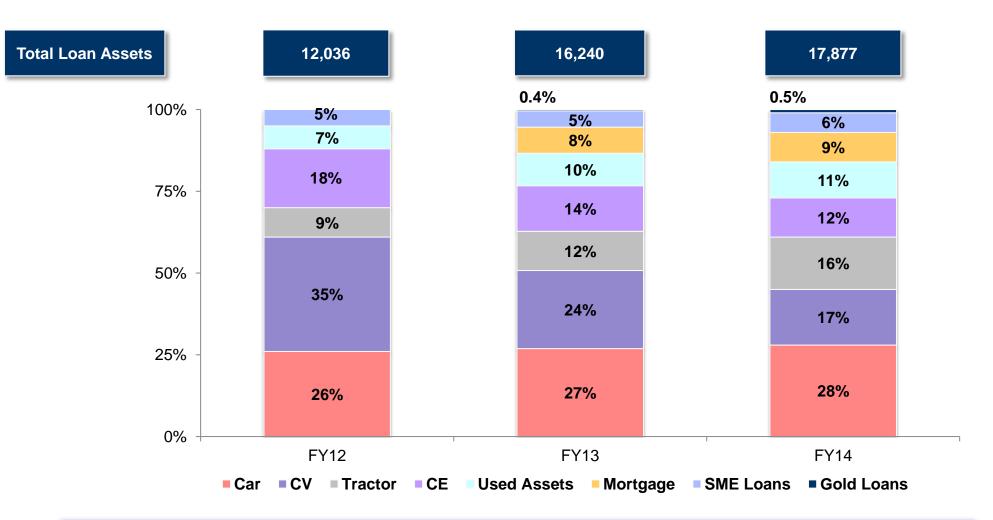
### **Loan Book Growth**



Healthy increase in spread driven by judicious product and customer mix



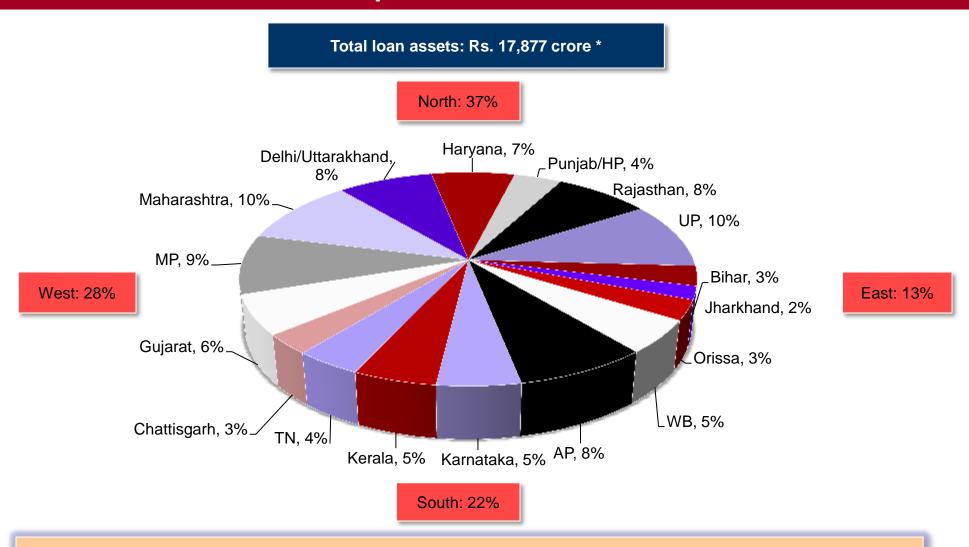
### **Product-wise Loan Assets Breakup**



Diversified portfolio of 8 products with the highest share of a single product less than 30% of total book

MAGMA Investing in the smallest dream

### **State-wise Loan Assets Breakup**

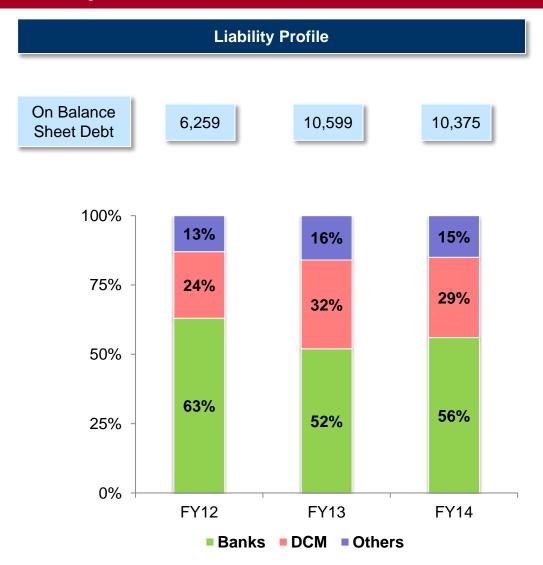


Diversification of loan book exposure minimizes impact of regional/local/single event risks



<sup>\*</sup> Total On+Off B/S Loan Assets in MFL (Consolidated)

## **Liability Profile**



### **Credit Ratings**

Instrument	31 Mar 14
Short term	A1+
Long term	AA+
Pref Cap	AA
Sub debt	AA
Perpetual debt	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 debt includes multiple instruments like PDI, Subdebt and Preference capital

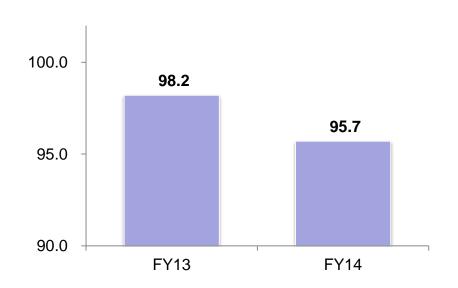


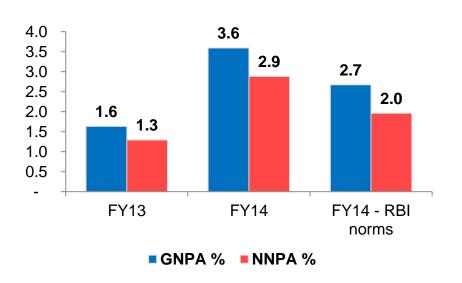
Values in Rs. Crore as on closing day of the period as per MFL (Consolidated)

### **Collections and Provisioning**

### **Collection Efficiency (%)**

#### **NPA Provisions (% of Loan Assets)**





Magma recognises NPA at 4 months default, and creates higher provision compared to RBI norms. It also recognises income on securitised assets on receipt basis. The cumulative impact of both these amounts to Rs. 165.09 crs

Increase in collection efficiency in H2 FY14 compared to H1 FY14 resulted in stabilisation of NPA levels



# **Summary Financials (Consolidated)**

BALANCE SHEET

	FY14	FY13	Q4 FY14	Q4 FY13
LIABILITIES	13,178	13,114	13,178	13,114
Net Worth	1,504	1,397	1,504	1,397
Borrowings	10,375	10,599	10,375	10,599
Other Liabilities	1,299	1,118	1,299	1,118
ASSETS	13,178	13,114	13,178	13,114
Loan Assets	11,352	10,976	11,352	10,976
Other Assets	1,826	2,138	1,826	2,138

PROFIT AND LOSS STATEMENT

	FY14	FY13	Q4 FY14	Q4 FY13
Income from Operations	2,081	1,652	553	491
Interest Expenses	1,177	926	298	266
Gross Margin	904	725	255	225
Other Income	36	50	8	15
Operating Expenses	743	563	212	175
Overheads	446	373	130	108
Sourcing Expenses	113	93	31	28
Prov./Write Offs	184	97	52	39
Profit Before Tax	198	212	51	65
Profit After Tax	160	145	46	46

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



# **RoA Analysis (Consolidated)**

Particulars	FY14	FY13	Q4 FY14	Q4 FY13
Total Income/Assets	16.11%	16.00%	16.57%	16.41%
Interest Expenses/Assets	8.95%	8.71%	8.80%	8.63%
Net Income	7.15%	7.29%	7.78%	7.78%
Operating Expenses/Assets	5.65%	5.29%	6.27%	5.66%
Overheads/Assets	3.39%	3.51%	3.84%	3.50%
Sourcing Expenses/Assets	0.86%	0.87%	0.90%	0.91%
Provision & WO/Assets	1.40%	0.91%	1.52%	1.25%
Profit Before Tax	1.50%	2.00%	1.51%	2.12%
Return on Assets (RoA)	1.21%	1.36%	1.35%	1.48%
Return on Equity (RoE)	9.55%	9.97%	10.46%	11.90%



# **Summary Financials (Standalone)**

BALANCE SHEET

	FY14	FY13	Q4 FY14	Q4 FY13
LIABILITIES	11,318	11,742	11,318	11,742
Net Worth	1,264	1,174	1,264	1,174
Borrowings	9,033	9,593	9,033	9,593
Other Liabilities	1,021	975	1,021	975
ASSETS	11,318	11,742	11,318	11,742
Loan Assets	9,740	9,703	9,740	9,703
Other Assets	1,578	2,038	1,578	2,039

PROFIT AND LOSS STATEMENT

	FY14	FY13	Q4 FY14	Q4 FY13
Income from Operations	1,847	1,568	484	457
Interest Expenses	1,055	887	264	247
Gross Margin	792	681	220	211
Other Income	29	38	6	8
Operating Expenses	642	540	184	157
Overheads	371	362	110	100
Sourcing Expenses	110	92	30	27
Prov./Write Offs	161	86	44	30
Profit Before Tax	178	179	43	62
Profit After Tax	136	123	31	43

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



# **RoA Analysis (Standalone)**

Particulars	FY14	FY13	Q4 FY14	Q4 FY13
Total Income/Assets	16.27%	16.31%	16.72%	16.35%
Interest Expenses/Assets	9.15%	9.01%	9.00%	8.67%
Net Income	7.12%	7.30%	7.73%	7.68%
Operating Expenses/Assets	5.57%	5.48%	6.26%	5.51%
Overheads/Assets	3.21%	3.67%	3.74%	3.51%
Sourcing Expenses/Assets	0.96%	0.93%	1.02%	0.95%
Provision & WO/Assets	1.40%	0.87%	1.51%	1.05%
Profit Before Tax	1.55%	1.82%	1.47%	2.17%
Return on Assets (RoA)	1.18%	1.25%	1.05%	1.52%
Return on Equity (RoE)	10.04%	9.68%	8.78%	13.25%
Tier 1 CRAR	11.5%	10.6%	11.5%	10.6%
Total CRAR	16.6%	16.8%	16.6%	16.8%

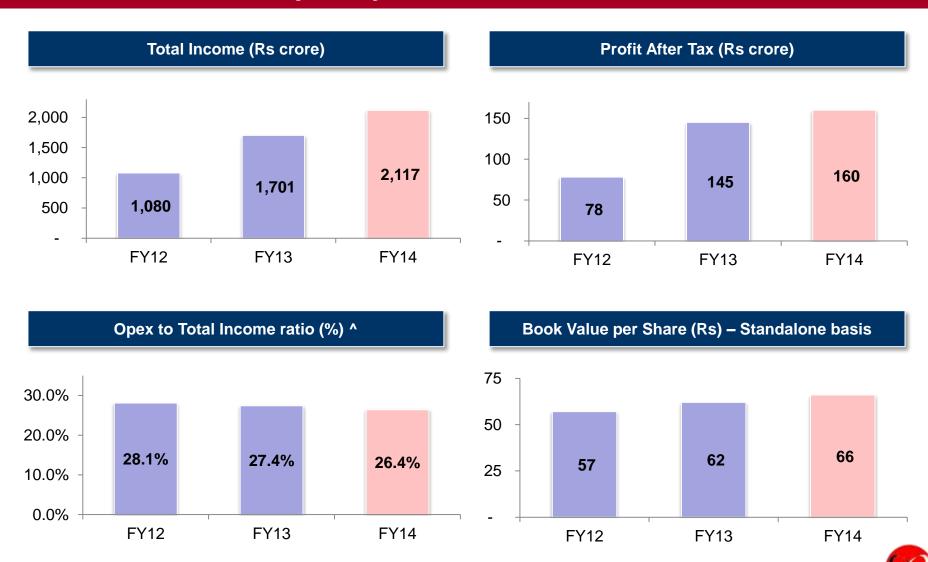


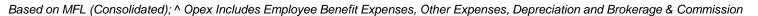
# **Segment wise Breakup - FY14**

	Asset finance business	Mortgage business	Insurance business ^^	Consolidated
Net Interest Spread % ^	6.06%	2.92%	N/A	5.80%
Total Loan Assets (Rs cr)	16,205	1,672	N/A	17,877
Total Income (Rs cr)	1947	182	-12	2,117
Total Expenses (Rs cr)	1752	168	0	1,920
Profit Before Tax (Rs cr)	196	14	-12	198



# **Financials on Growth Trajectory**

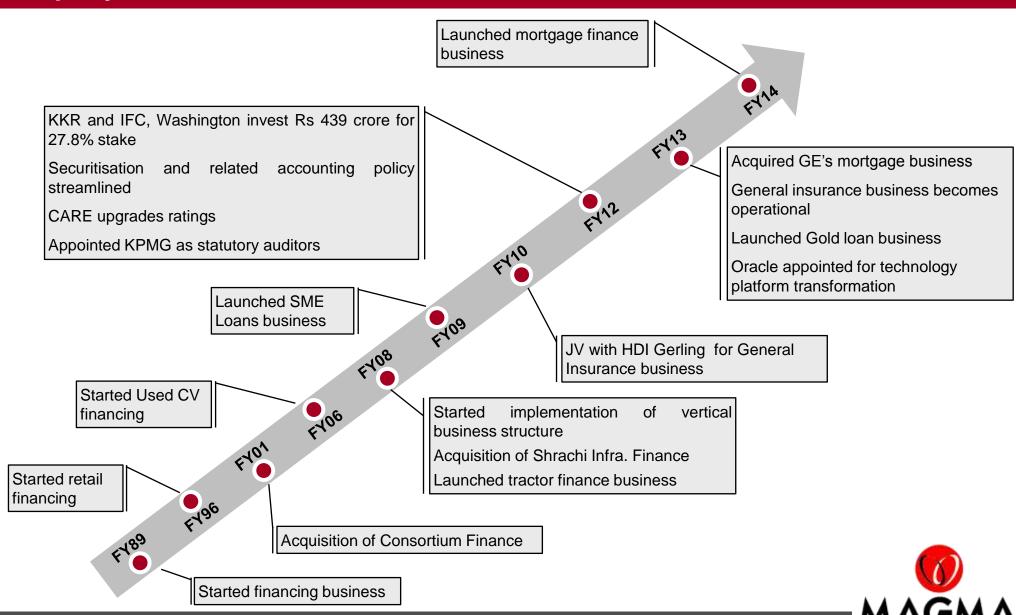




Financial Results – FY14 **Business Overview and Strategy Leadership Team Annexures** 



## **Company in Transformation**



## **Customer Centric Approach...with a bouquet of products**



**Commercial Vehicles** 



**Construction Equipment** 



Cars & UVs

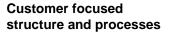


**Tractors** 



Customer

Diverse financial needs over life time



- □ Invest early into customers - 1st time / under banked customers
- □ Business structure aligned to specialize in customer's specific business needs
- ☐ Recovery systems based on customer behavior
- ☐ Feedback systems to improve service - Sales support
- □ Design and product development based on customer feedback



**Affordable Housing** 



**SME Loans** 



**General Insurance** 



# **Synergistic Approach to Growth**

Products	Key Customer Segments	Focus areas to Drive Growth	ATS (Rs '000)	LTV	Tenure (months)
Cars	<ul><li>□ Entry level vehicles and UV/MUV</li><li>□ Small Road Transport Operator (SRTO)</li></ul>	☐ Rural markets and UV/MUV segment☐ Tie up with car manufacturers	470	70%	45
Commercial Vehicles (CV)	<ul><li>□ 1-5 vehicle owners (esp .FTB segment)</li><li>□ SRTO</li></ul>	☐ LCV & SCV☐ Tie up with CV manufacturers	700	85%*	44
Tractors	☐ Land owning farmers☐ 25-75 HP tractors	<ul><li>□ Alliances with OEMs</li><li>□ New product introductions</li></ul>	340	62%	44
Used Assets	<ul><li>□ FTB, Small fleet drivers</li><li>□ M&amp;HCV, Refinance</li></ul>	☐ LCV☐ High vintage vehicles (7-8 years)	450	70%	35
Construction Equipment	☐ Small Scale Entrepreneurs	<ul><li>☐ Increase collaboration with OEMS</li><li>☐ Wider product range</li></ul>	2220	80%	41
SME Loans	<ul><li>☐ SME segment</li><li>☐ Working capital, business expansion</li></ul>	☐ MSME segment	2100	NA	33
Home Loans	☐ Affordable housing	☐ Tier 3 and 4 towns			,
General Insurance	☐ Captive customers☐ Rural agri based products	☐ Penetrate motor insurance market☐ Rural agri markets			

Leverage branch / collection presence and understanding of product, target customer behaviour and its requirements to grow new products

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



<sup>\*</sup> 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**

#### **SYNERGIES/ CAPABILITIES**

#### **CURRENT STATUS**

1 MORTGAGE

- Existing branch network in rural/ semi rural locations
- Target customer profile same as in existing ABF business

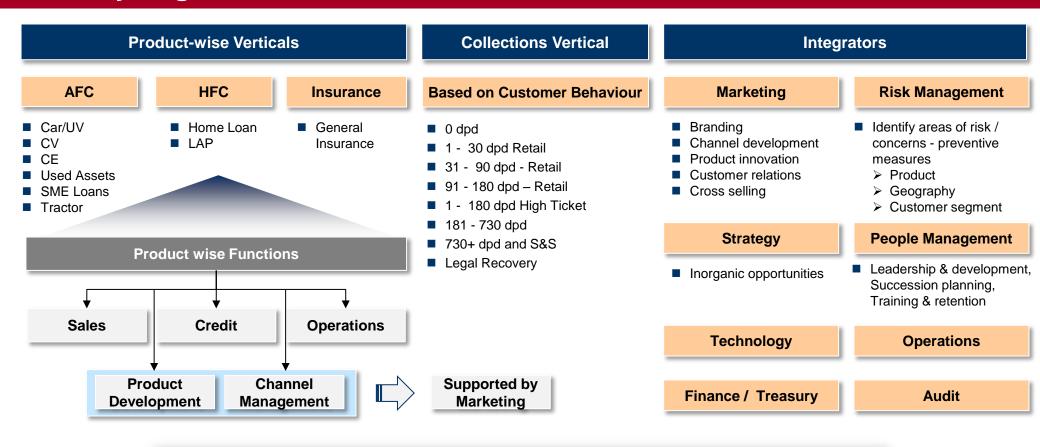
- Mortgage business present in 70 branches
- Disbursement of Rs 767 crore in first year of operations
- Strategy in place for scaling up to higher contribution in overall portfolio

- 2 GENERAL INSURANCE
- Over two decades of experience in financing cars and CV in rural markets
- Over a decade of experience in selling general insurance policies

- Gross Written Premium of Rs 430 crore in first full year of operations
- Increase reach and conversion ratio by leveraging Magma branch network

New businesses to increase the size of the market where we compete thus driving long term growth

### **Vertically Aligned Business Model**



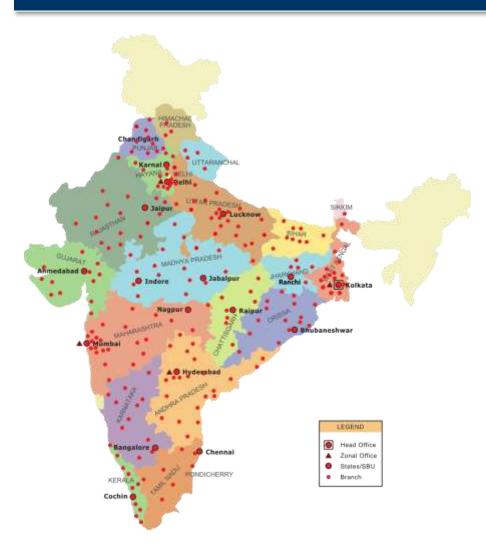
### **Key Benefits**

- Scalability
- ☐ Operating & cost efficiency including through automation / standardization
- Specialization
- ☐ Aligning responsibilities & remuneration

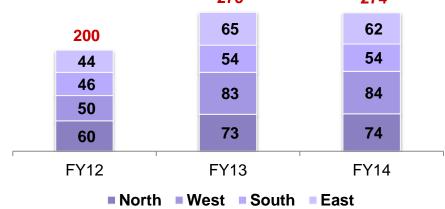


### **Branch Network**

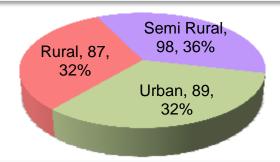
#### Pan - India Reach



#### **Region-wise Distribution of Branch Network** 275 274 65 62 200



### Rural Urban Breakup of Branch Network \*



- 274 branches across 21 states /union territories
- Coverage of over 75% of ~670 districts in India\*
- 9760 employees including ~8975 front line staff



<sup>\*</sup> As on 31 March 2014; Based on company's market surveys and estimates

Financial Results – FY14

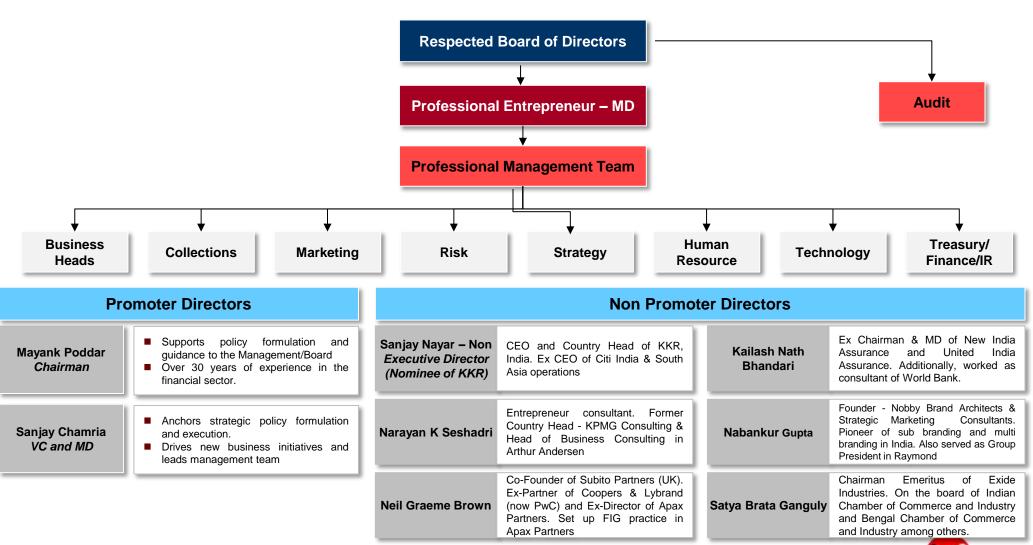
**Business Overview and Strategy** 

**Leadership Team** 

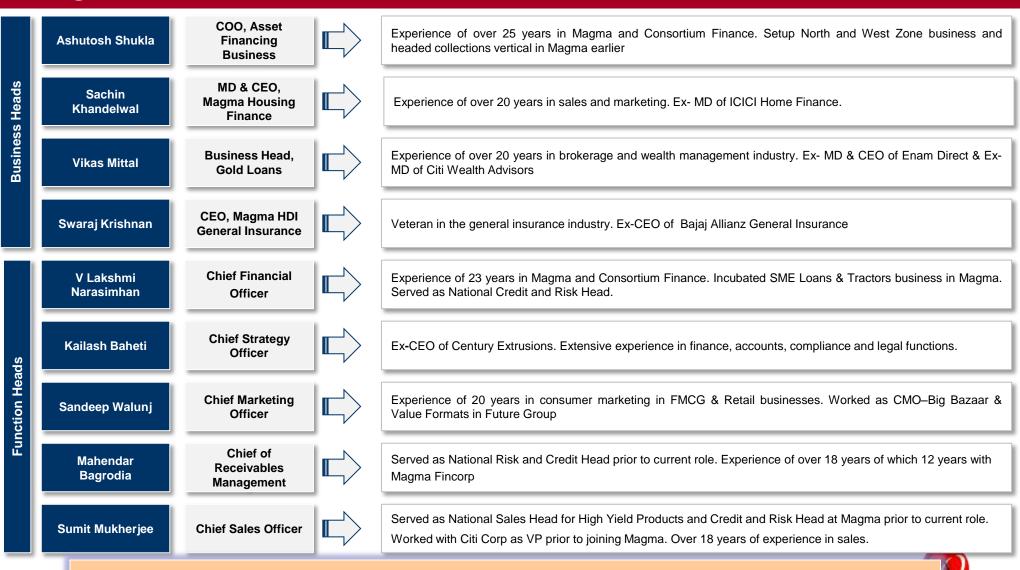
**Annexures** 



### **Respected Board of Directors**

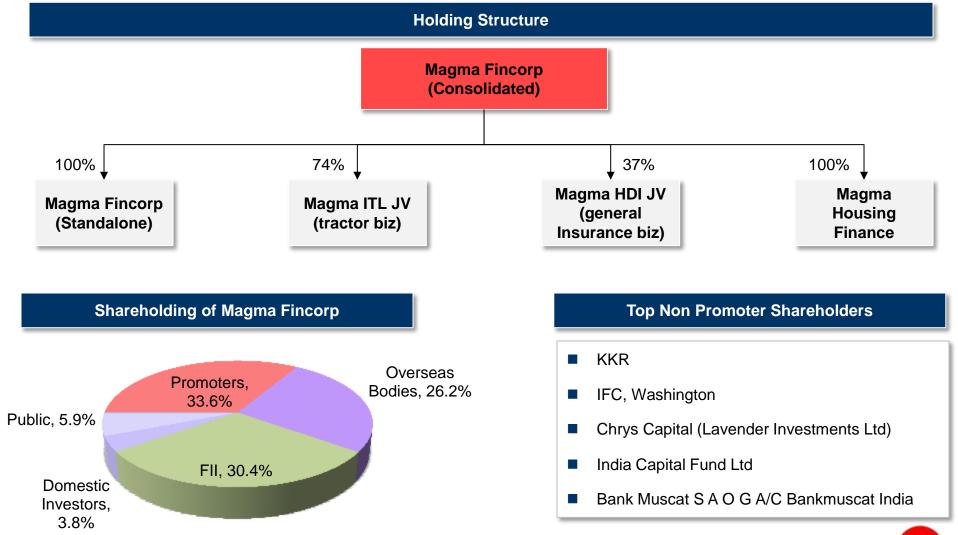


### **Management Team**



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

## **Shareholding**







# 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 – FY14

**Business Overview and Strategy** 

**Leadership Team** 

**Annexures** 



# **Profit & Loss Statement (Standalone)**

Particulars	FY14	FY13	YoY %	Q4 FY14	Q4 FY13	YoY %
Income						
- Income from Operations	1846.8	1568.3	18%	484.1	457.2	6%
- Other Income	28.9	37.9	-24%	6.4	8.0	-19%
Total Income	1875.7	1606.2	17%	490.6	465.1	5%
- Finance Costs	1055.2	887.4	19%	263.9	246.6	7%
- Employee Benefit Expenses	213.1	202.8	5%	60.8	60.8	0%
- Depreciation	33.1	36.7	-10%	7.9	8.5	-7%
- Brokerage & commission	110.3	91.5	20%	29.8	27.1	10%
- Provisions against Standard Assets	-0.9	12.0	-108%	-3.3	0.8	-513%
- Provision for NPA/ Writeoffs	162.3	74.1	119%	47.5	29.1	63%
- Other Expenses	124.2	122.5	1%	40.8	30.5	34%
Total Expenses	1697.3	1427.0	19%	447.5	403.5	11%
Profit Before Tax	178.4	179.2	0%	43.1	61.7	-30%
Tax (incl. Deferred Tax)	42.8	56.4	-24%	12.3	18.4	-33%
Profit After Tax	135.5	122.8	10%	30.8	43.3	-29%
Earnings per share (Rs.)	6.43	5.74	12%	1.46	2.03	-28%
Book Value per share (Rs.)	66.5	61.8	8%	66.5	61.8	8%

All values in Rs crore



<sup>\*</sup> Previous year figures have been regrouped / restated, wherever necessary

# **Balance Sheet (Standalone)**

Particulars	Mar-14	Mar-13
Shareholder Funds		
- Equity capital	38.0	38.0
- Preference Capital	114.2	161.4
- Reserves & Surplus	1226.0	1135.6
-Share application money pending allotment		
Net Worth	1264.0	1173.6
Non Current Liabilities	2942.6	3410.0
Current Liabilities	6997.1	6996.8
Total Liabilities	11318.0	11741.9
Non Current Assets		
- Fixed assets	182.1	174.4
- Non Current Investments	224.4	220.5
- Other Non Current Assets/ Long term Loans & Advances	6203.2	6322.4
Current Assets		
- Cash & Bank balances	695.4	1164.0
- Current Investments	96.4	64.9
- Other Current Assets/ Short term Loans & Advances etc.	3916.5	3795.6
Total Assets	11318.0	11741.9

All values in Rs crore



<sup>\*</sup> Previous year figures have been regrouped / restated, wherever necessary

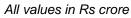
# **Profit & Loss Statement: Magma ITL (MITL)**

Particulars	FY14	FY13	YoY %	Q4 FY14	Q4 FY13	YoY %
- Income from Operations	136.8	101.0	35%	38.0	29.7	28%
- Other Income	0.4	0.0	NA	0.0	0.0	NA
Total Income	137.2	101.0	36%	38.0	29.7	28%
- Finance Costs & Other Costs	61.5	42.5	45%	18.3	13.6	34%
- Operating Expenses	41.1	21.5	91%	10.9	8.0	37%
- Provisions against Standard Assets	0.1	0.8	-82%	-0.4	0.0	NA
- Credit Loss	7.4	0.0	NA	4.0	0.9	353%
Total Expenses	110.1	64.8	70%	32.8	22.5	46%
Profit Before Tax	27.1	36.2	-25%	5.17	7.2	-28%
Profit After Tax	30.8	24.4	26%	15.0	4.7	217%



# **Profit & Loss Statement: Magma Housing Finance (MHF)**

Particulars	FY14	FY13*	Q4 FY14
- Total Income	121.6	85.31	36.4
Total Income	121.6	85.3	36.4
<ul><li>Finance Costs</li><li>Operating Expenses</li><li>Provision &amp; Writeoffs</li></ul>	76.0 34.5 6.7	44.1 20.2 1.8	21.5 9.7 2.1
Total Expenses	117.2	66.1	33.3
Profit Before Tax	4.5	19.2	3.2
Profit After Tax	2.6	12.6	1.7



<sup>\*</sup> Above figures are for full year; Consolidation with Magma is effective 11th Feb 2013



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

Particulars	FY14	FY13	Q4 FY14
Gross Written Premium	429.9	95.8	146.2
Net Earned Premium	228.2	14.3	82.9
Claims Incurred	193.6	12.5	64.6
Net Commission	14.8	3.2	3.1
Management Expenses	90.0	29.6	28.0
Underwriting Profit/Loss	-70.2	-31.1	-12.9
Investment Income	36.9	19.2	12.1
PBT	-33.3	-13.5	-0.8
PAT	-23.3	-9.4	-2.2



# **Profit & Loss Statement (Consolidated)**

	FY14	FY13	YoY %	Q4 FY14	Q4 FY13	YoY %
Income						
- Income from Operations	2,081.3	1,651.7	26%	553.0	490.6	13%
- Other Income	36.1	49.8	-28%	8.2	15.3	-46%
Total Income	2,117.4	1,701.5	24%	561.2	505.9	11%
- Finance Costs	1,177.1	926.2	27%	297.9	266.1	12%
- Employee Benefit Expenses	243.1	204.0	19%	72.4	60.7	19%
- Depreciation	33.2	37.6	-12%	7.9	8.9	-10%
- Brokerage & commission	112.9	92.9	22%	30.6	28.0	9%
- Provisions against Standard Assets	0.2	14.0	-98%	(3.2)	2.0	-254%
- Provision for NPA/ Writeoffs	183.9	82.6	123%	54.7	36.5	50%
- Other Expenses	169.4	131.6	29%	49.7	38.3	30%
Total Expenses	1,919.7	1,489.0	29%	510.1	440.6	16%
Profit Before Tax	197.7	212.5	-7%	51.2	65.4	-22%
Tax (incl. Deferred Tax)	38.1	67.5	-44%	5.3	19.7	-73%
Profit After Tax	159.6	144.9	10%	45.9	45.6	1%
Earnings per share (Rs.)	7.28	6.55	11%	2.06	2.08	-1%



All values in Rs crore

<sup>\*</sup> Previous year figures have been regrouped / restated, wherever necessary

# **Balance Sheet (Consolidated)**

Particulars	Mar-14	Mar-13
Shareholder Funds		
- Equity capital	38.0	38.0
- Preference Capital	149.8	197.0
- Reserves & Surplus	1465.8	1359.4
- Fair value change account	0.0	0.0
- Share application money pending allotment		
Net Worth	1503.8	1397.4
Minority Interest	33.2	25.5
Non Current Liabilities	3404.2	4006.7
Current Liabilities	8087.1	7487.2
Total Liabilities	13178.2	13113.8
Non Current Assets		
- Fixed assets	198.0	190.2
- Non Current Investments	292.0	199.6
- Other Non Current Assets/ Long term Loans & Advances	7588.6	7431.9
Current Assets		
- Cash & Bank balances	826.6	1217.8
- Current Investments	109.9	67.3
- Other Current Assets/ Short term Loans & Advances etc.	4163.0	4006.9
Total Assets	13178.2	13113.8

All values in Rs crore



<sup>\*</sup> Previous year figures have been regrouped / restated, wherever necessary