



Make Life Easy

**India's First Listed and Highest Credit Rated Gold Loan Company**

## **Investor Presentation**

**For the quarter ended September 30, 2011**

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# Major events during Q2 FY 2011-12

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- Opened 223 branches during the quarter thereby taking the total branch strength to 2,503.
- Gold loan outstanding crossed Rs 100 Billion during the quarter to reach Rs 105 Billion.
- Unutilised credit facilities (including CPs) over Rs. 30 Billion as on 30<sup>th</sup> September 2011.
- Raised Rs 4.42 Billion through public issue of NCDs.

- In the following part of the presentation Assigned Portfolio and Assignment expenditure has been added back to the financials for the purpose of performance and ratio analysis.
- Finance charges include Assignment expenditure of Rs 491.70 Mn. on portfolio assigned and the same amount has been added to Gross Service Income . Ratios have been worked out after factoring the same.
- Similarly, for calculating Gross and Net NPA , assigned loan assets have been added back in order to have a better understanding of Asset Quality.
- The following financial information in presentation is derived from management information systems and has not been audited or reviewed by our auditors. We cannot assure you that such financial information, if audited or reviewed, will not result in any variance.

<b>Particulars (Rs. In Million)</b>	<b>As per Financials</b>	<b>Assigned</b>	<b>Total</b>
<b>Gross Income</b>	<b>11,034</b>	<b>492</b>	<b>11,526</b>
<b>Finance Charges</b>	<b>4,271</b>	<b>492</b>	<b>4,763</b>
<b>Loans and Advances</b>	<b>91,762</b>	<b>14,054</b>	<b>105,816</b>

# Financial Highlights : Q-o-Q Comparison

Rs. In Million

SL No	Particulars	Q 2 2010-11	Q 2 2011-12	% of Change	Q 1 2011-12	% of Change
1	Operating Income	2,625	6,507	148	5,123	27
2	PAT	601	1,353	125	1,078	26
3	AUM	49,558	106,010	114	90,296	17
4	Customers	0.83	1.52	83	1.36	12
5	Cost of Borrowing	8.44%	12.28%	45	11.14%	10
6	Return on Assets	5.17%	4.80%	-7	4.56%	5
7	Return on Equity	33.10%	25.55%	-23	21.62%	18
8	Leverage	5.74	4.44	-23	3.81	17
9	Head Count (No)	11,503	19,845	73	17,885	11

# Financial Highlights : Q-o-Q Comparison

Rs. In Million

SL No	Particulars	Q 2 2010-11	Q 2 2011-12	% of Change	Q 1 2011-12	% of Change
10	Bad Debts & Provisions	47	78	66	131	-40
11	Opex /Net Interest Income	46.34%	44.72%	-3	45.08%	-1
12	Opex /Average Assets	7.97%	6.74%	-15	6.84%	-1
13	Opex/Income	32.44%	25.94%	-20	27.91%	-7
14	Net NPA (Gold Loan)	0.11%	0.25%	127	0.30%	-17
15	Bank & CP Credit Lines	58,110	111,532	92	96,360	16
16	Gold stock (MT)	37.20	65.20	75	60.10	8
17	Gold Loan Growth	15,627	15,134	-3	14,592	4
18	Customer Growth	0.09	0.15	67	0.17	-12
19	Gold Loan Disbursement	45,356	90,105	99	68,580	31

# Financial Highlights : Half year

Rs. In Million

SL No	Particulars	H.Y 2010-11	H.Y 2011-12	% of Change
1	Operating Income	4,607	11,682	154
2	PAT	1,063	2,431	129
3	AUM	49,558	106,010	114
4	Customers	0.8	1.5	88
5	Cost of Borrowing	8.41%	11.87%	41
6	Return on Assets	5.31%	4.68%	-12
7	Return on Equity	31.15%	23.58%	-24
8	Leverage	5.89	4.67	-21
9	Head Count (No)	11,503	19,845	73





# Financial Highlights : Half year

Rs. In Million

SL No	Particulars	H.Y 2010-11	H.Y 2011-12	% of Change
10	Bad Debts & Provisions	79	209	165
11	Opex /Net Interest Income	48.37%	44.96%	-7
12	Opex /Average Assets	8.93%	6.76%	-24
13	Opex/Income	33.78%	26.63%	-21
14	Net NPA (Gold Loan)	0.11%	0.25%	127
15	Bank & CP Credit Lines	68,110	111,532	64
16	Gold stock (MT)	37.20	65.20	75
17	Gold Loan Growth	23,159	29,812	29
18	Customer Growth	0.28	0.33	18

# Highlights

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Particulars	Qtr Ended Sept 10 (Rs. In Million)	Qtr Ended Sept 11 (Rs. In Million)	Increase %
Net Profit	601	1,353	 125
Income	2,625	6,507	 148
Total Assets	57,065	122,953	 115
Net Worth	8,283	21,671	 162

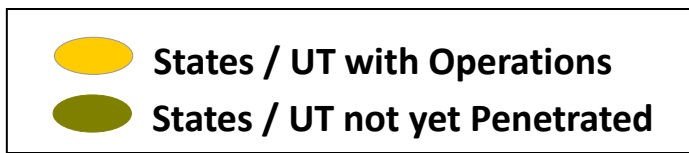
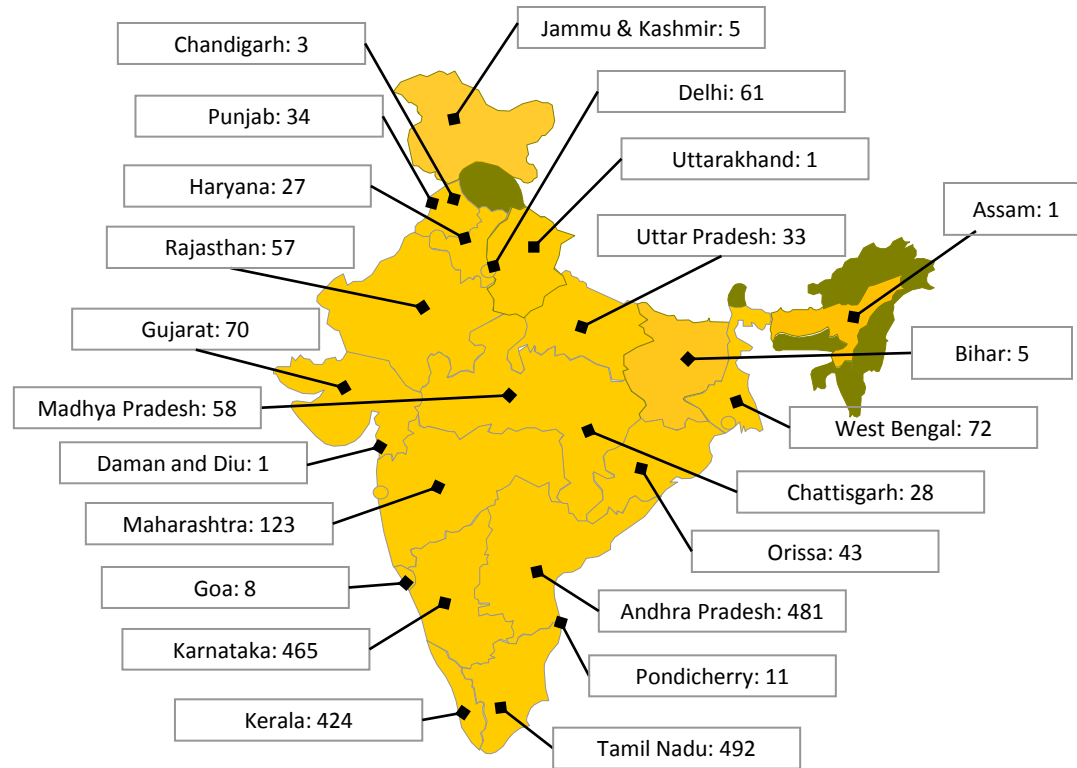


# Branch Network : Geographical distribution

No. of branches – 2,503

Company operates 2,503 branches spread across 23 States / Union Territory in India

Strong presence in South India ~ 75% of total branches.



Zone	No. of Branches	% of Share
South	1,873	75%
East	121	5%
West	259	10%
North	250	10%
<b>Total</b>	<b>2,503</b>	<b>100%</b>

# Balance Sheet : Q-o-Q Comparison : Growth Rate 18%

Rs. In Million

Particulars	30.06.2011	30.09.2011	% of Change
Cash and Bank Balances	5,351	7,472	40
Investments	400	400	0
Loans and Advances	90,296	106,010	17
Fixed Assets	1,692	1,893	12
Other Assets	6,386	7,178	12
<b>Total</b>	<b>104,125</b>	<b>122,953</b>	<b>18</b>
Capital	1,667	1,667	0
Reserves & Surplus	18,650	20,003	7
Assignment	10,711	14,054	31
Borrowings	70,645	85,007	20
Other Liabilities & Provisions	2,452	2,222	(9)
<b>Total</b>	<b>104,125</b>	<b>122,953</b>	<b>18</b>

# Balance Sheet : Y-o-Y Comparison : Growth Rate 115%

Rs. In Million

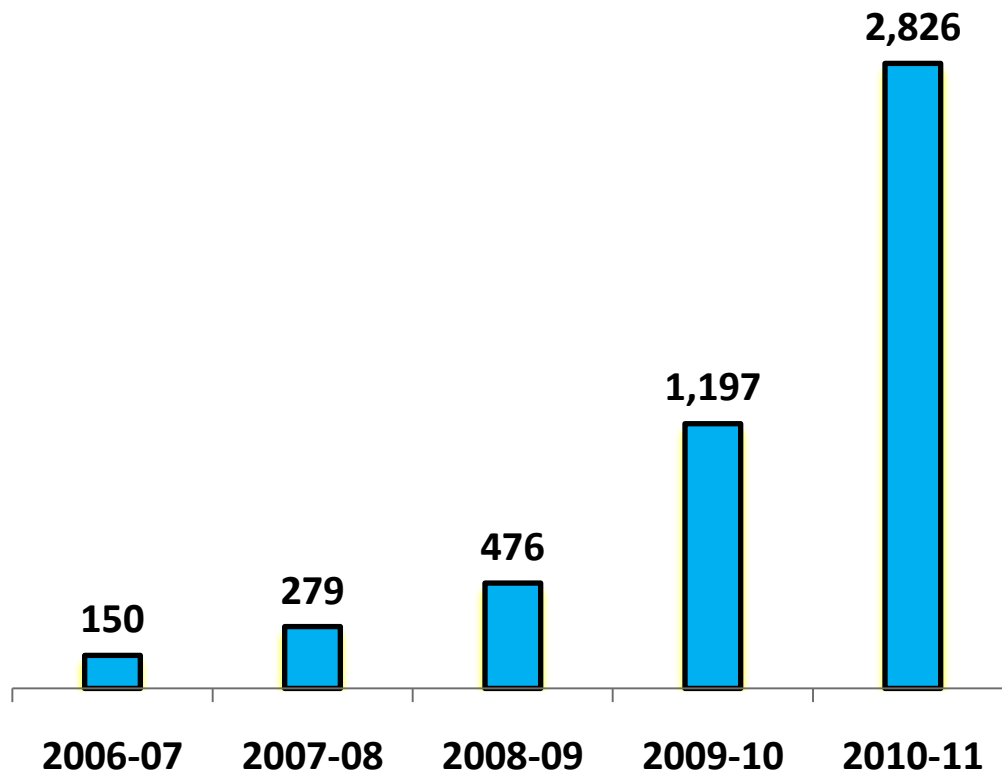
Particulars	30.09.2010	30.09.2011	% of Change
Balances with banks	1,924	7,472	288
Investments	6	400	6,567
Advances	49,558	106,010	114
Fixed Assets	876	1,893	116
Other Assets	4,701	7,178	53
<b>Total</b>	<b>57,065</b>	<b>122,953</b>	<b>115</b>
Capital	714	1,667	133
Reserves & Surplus	7,569	20,003	164
Assignment	11,879	14,054	18
Borrowings	35,741	85,007	138
Other Liabilities & Provisions	1,162	2,222	91
<b>Total</b>	<b>57,065</b>	<b>122,953</b>	<b>115</b>

# Profit After Tax

Rs. In Million

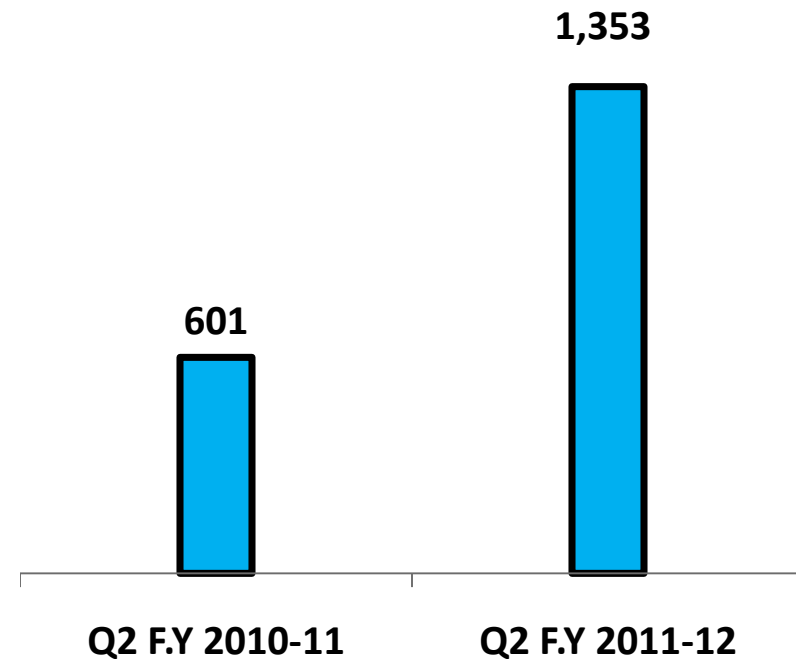
## Y-o-Y Comparison

Net Profit for the FY 2010-11 was Rs. 2,826 Million, Up 136%, as against Rs. 1,197 Million for the FY 2009-10.



## Q-o-Q Comparison

Net profit for the quarter ended Sept 30, 2011 was Rs. 1,353 Million, Up 125%, as against Rs. 601 Million for the quarter ended Sept 30, 2010.

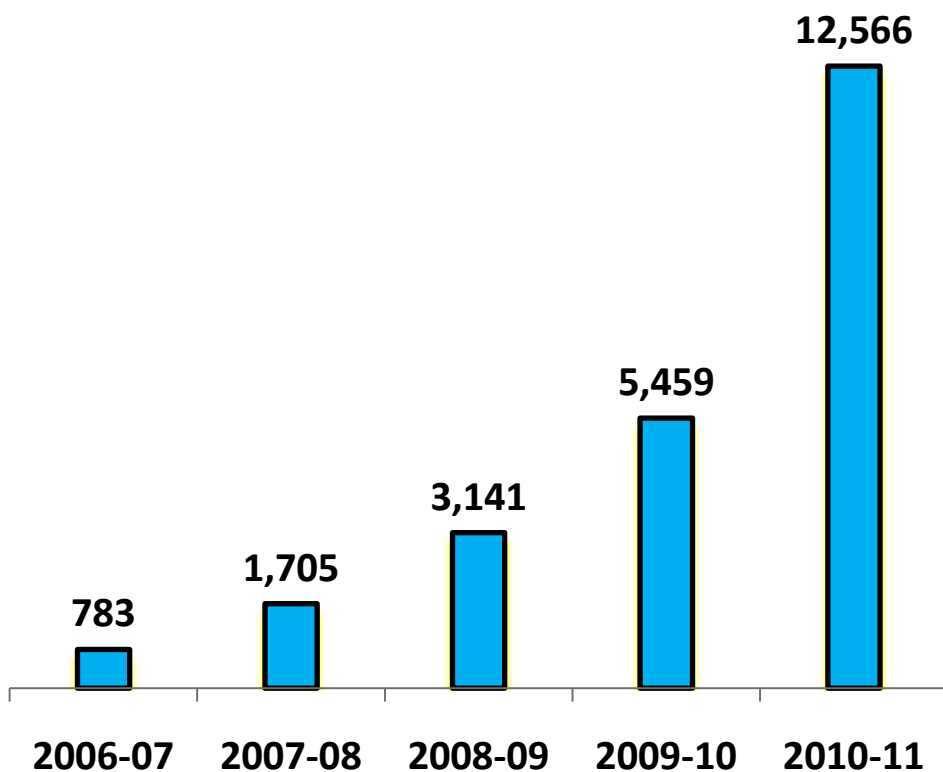


# Gross Income

Rs. In Million

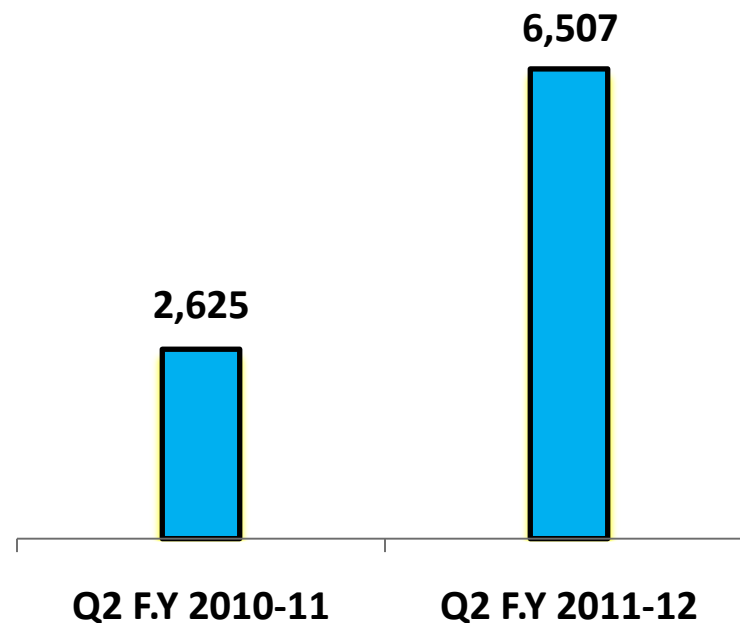
## Y-o-Y Comparison

Gross income for the FY 2010-11 was Rs. 12,566 Million, Up 130%, as against Rs. 5,459 for the FY 2009-10



## Q-o-Q Comparison

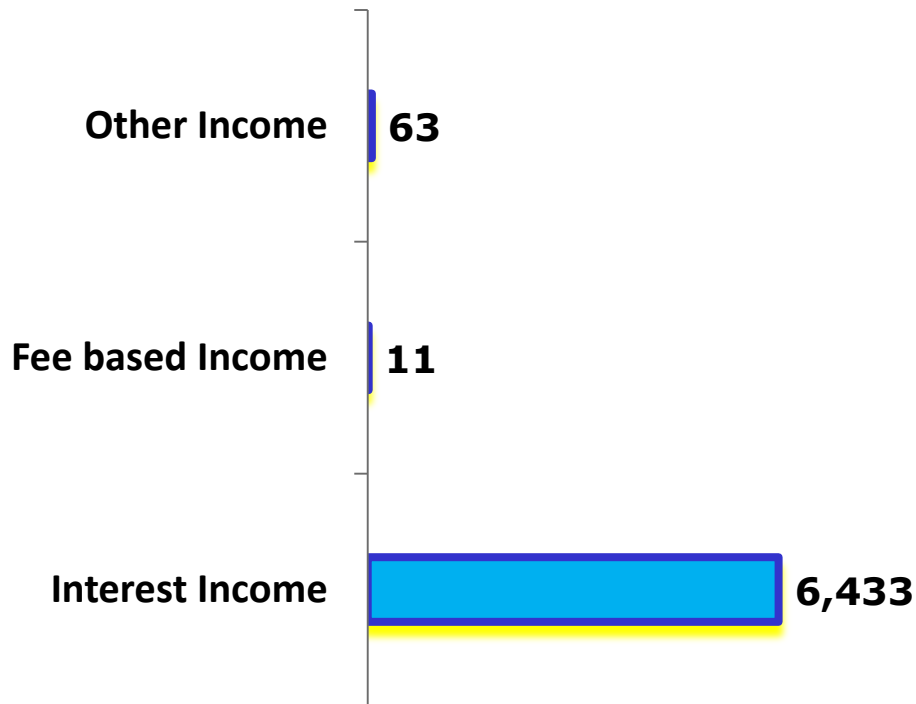
Gross income for the quarter ended Sept 30, 2011 was Rs. 6,507 Million, Up 148%, as against Rs. 2,625 Million for the quarter ended Sept 30, 2010.



# Income Spread

Rs. In Million

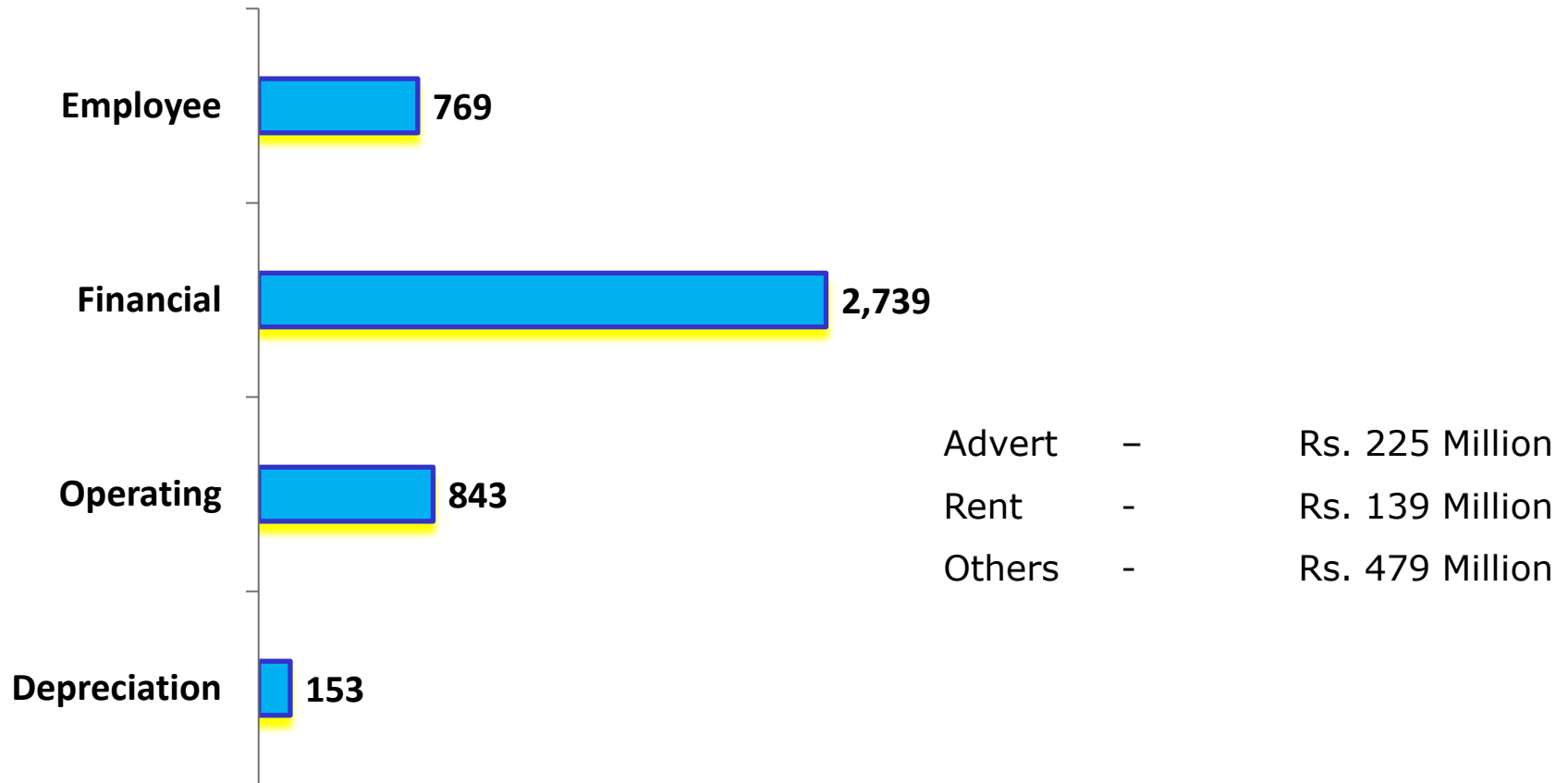
Gross income for the quarter ended Sept 30, 2011 was Rs. 6,507 Million. Gold Loan contributing 99% of total interest income.



# Expense Spread

Rs. In Million

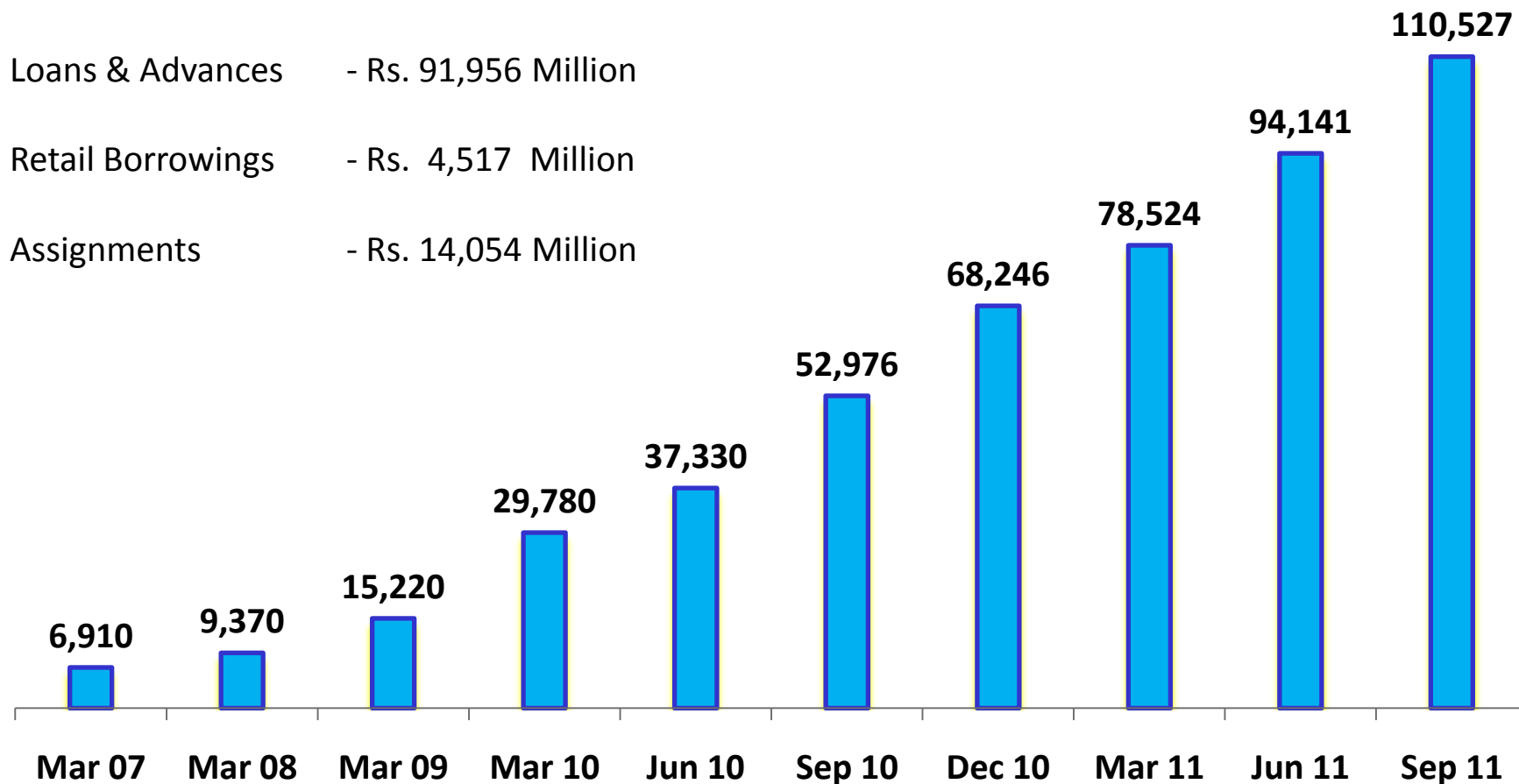
Total expense for the quarter ended Sept 30, 2011 was Rs. 4,504 Million. Operating expense contributing 22% of total expense.



# Business Mix

Rs. In Million

Total business as on the Sept 30, 2011 was Rs. 111 Billion registering a growth of Rs. 16.7 Billion at the rate of 18% during the quarter.



Loans & Advances - Rs. 91,956 Million

Retail Borrowings - Rs. 4,517 Million

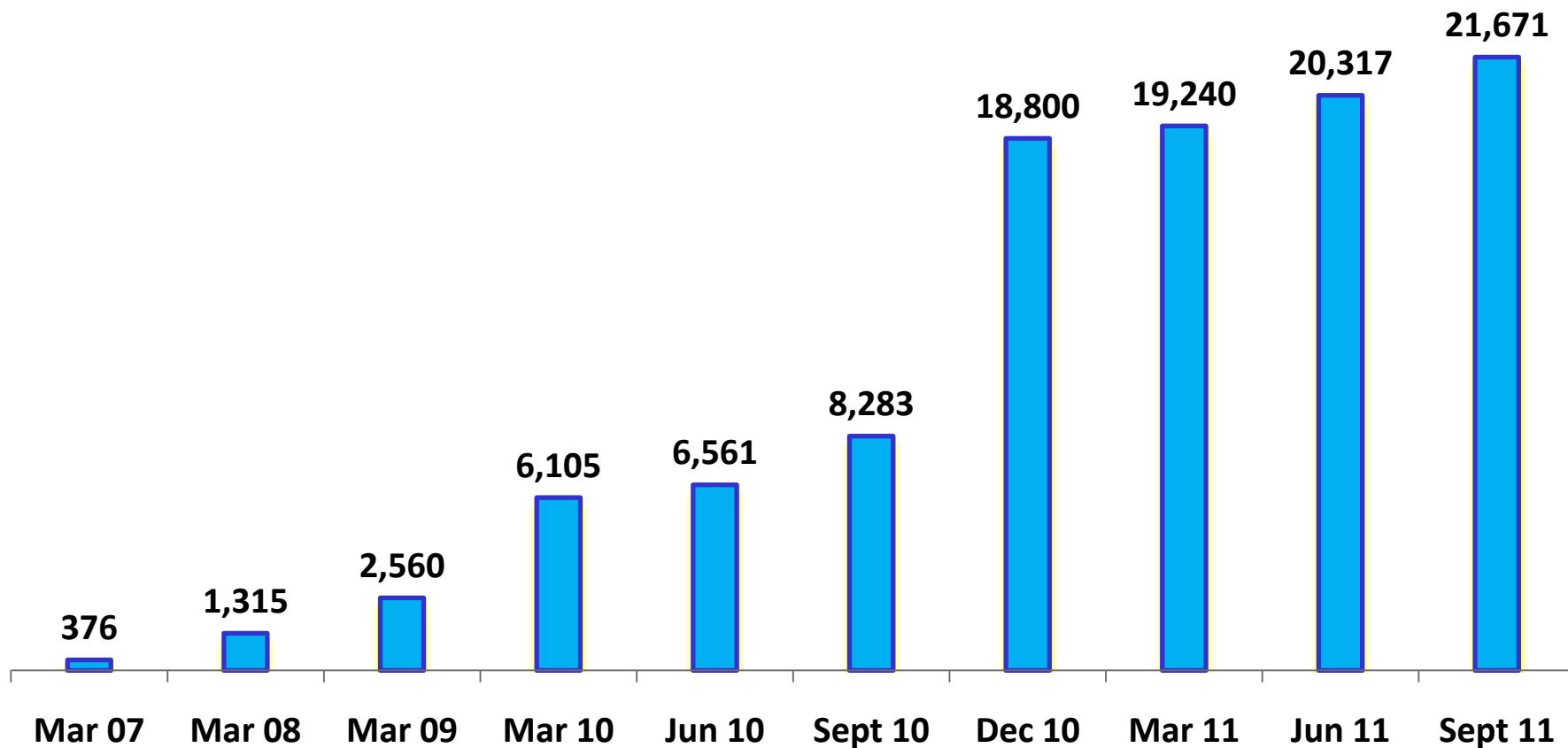
Assignments - Rs. 14,054 Million



# Net worth

Rs. In Million

Net worth as on Sept 30, 2011 was Rs. 21.67 Billion, Up 12.63%, as against Rs. 19.24 Billion as on March 31, 2011.



# Capital Adequacy Ratio

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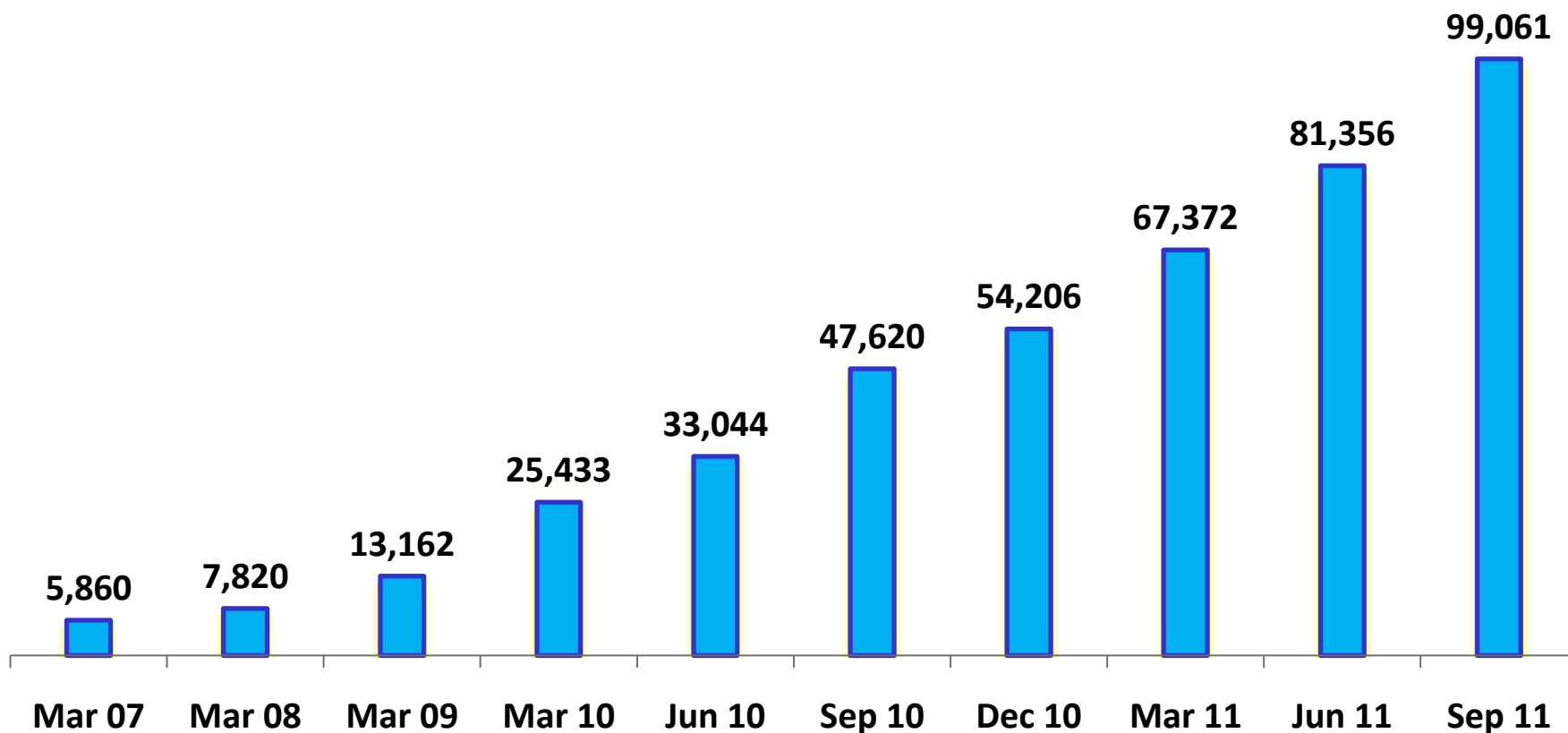
Capital Adequacy Ratio (CAR) as on September 30, 2011 was 23.12%

Particulars	30.09.2011	31.03.2011
Tier 1 Capital	20.92%	26.36%
Tier 2 Capital	2.20%	2.77%
Total	23.12%	29.13%

# Borrowings including Assignments

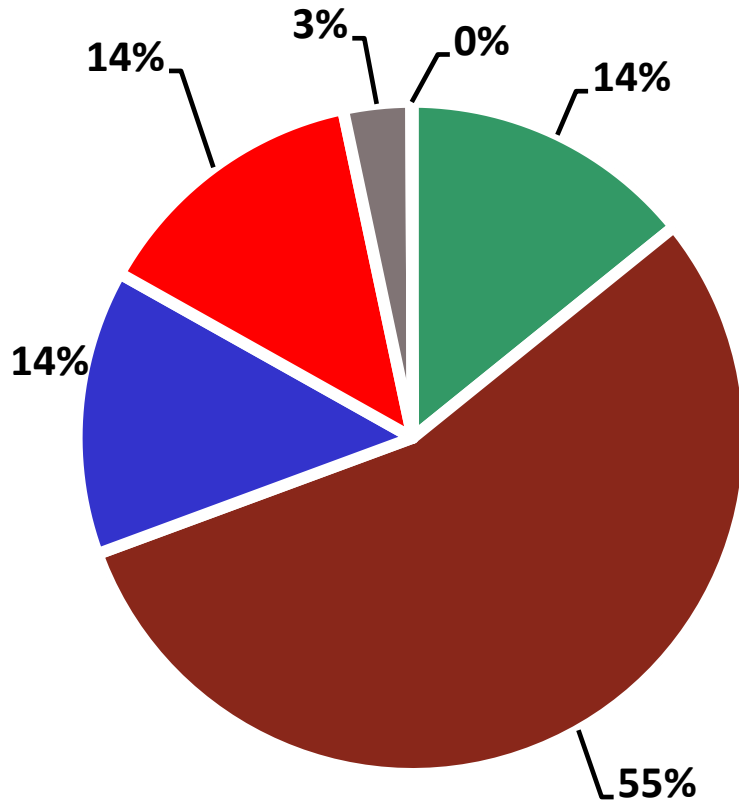
Rs. In Million

Borrowings & Assigned Portfolio as on Sept 30, 2011 was Rs. 85 Billion and Rs.14 Billion respectively, aggregating to Rs 99 Billion.



# Credit Lines

Borrowings & Assigned Portfolio as on Sept 30, 2011 was Rs. 85 Billion and Rs. 14 Billion respectively, aggregating to Rs 99 Billion.

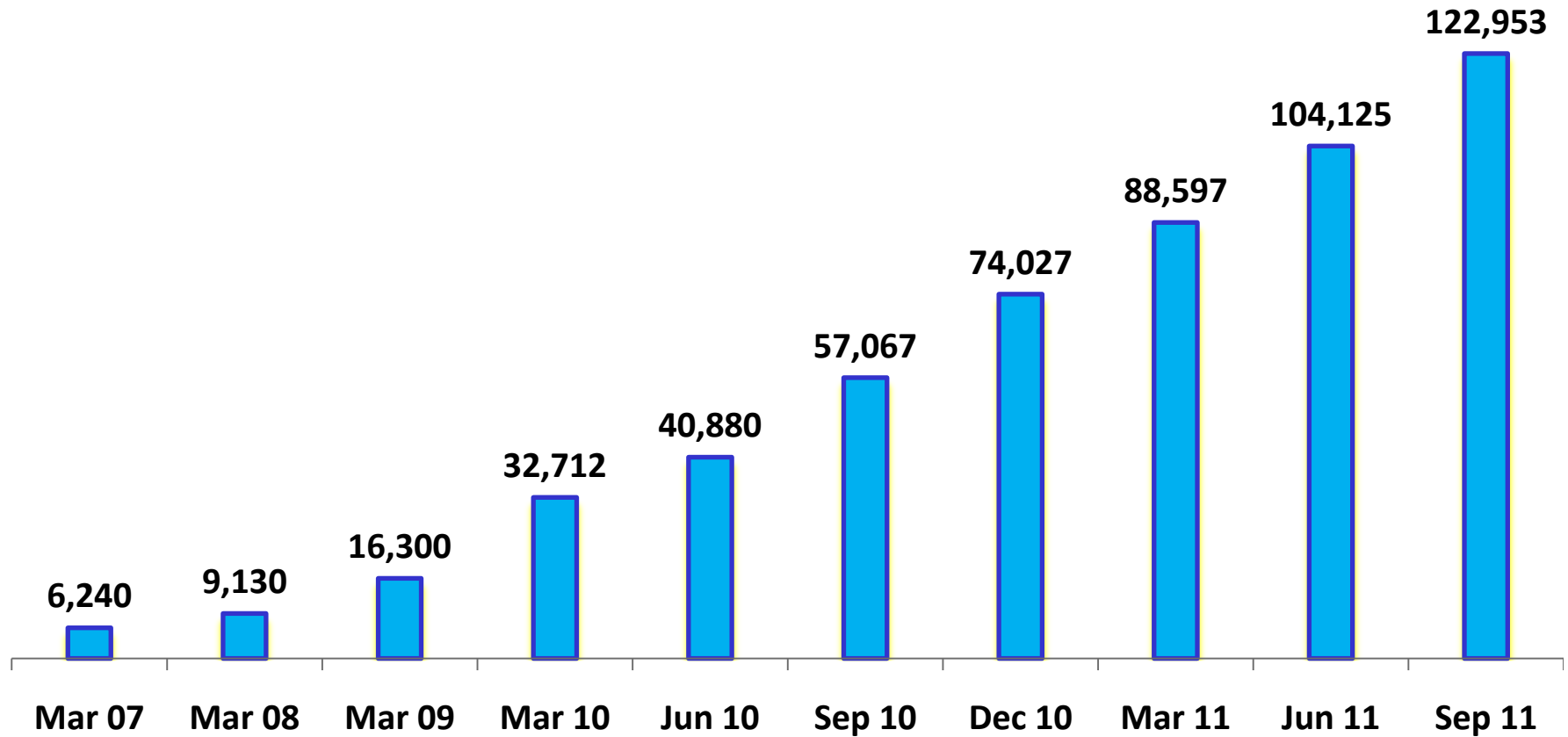


<u>Particulars</u>	<u>Rs. In Million</u>
Securitization/Assignment	14,054
OD,WCDL,STL	54,671
Commercial Paper	13,632
Debtentures	13,405
Subordinated Debt	3,226
Others	73
<b>Total</b>	<b>99,061</b>

# Total Assets

Rs. In Million

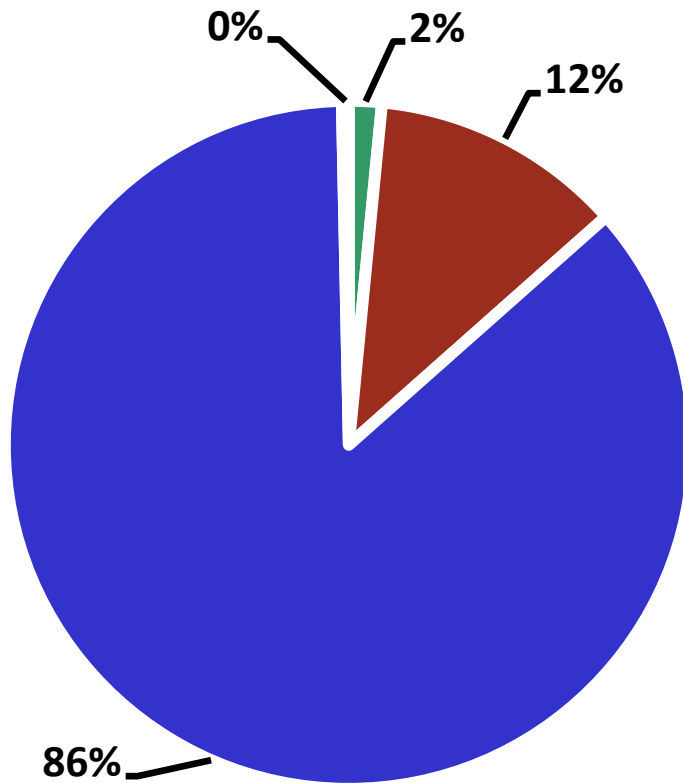
Total assets as on Sept 30, 2011 was Rs. 123 Billion, Up 38%, as against Rs. 89 Billion as on March 31, 2011.



# Asset Portfolio

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Total assets as on Sept 30, 2011 was Rs. 123 Billion, Up 38%, as against Rs. 89 Billion as on March 31, 2011.

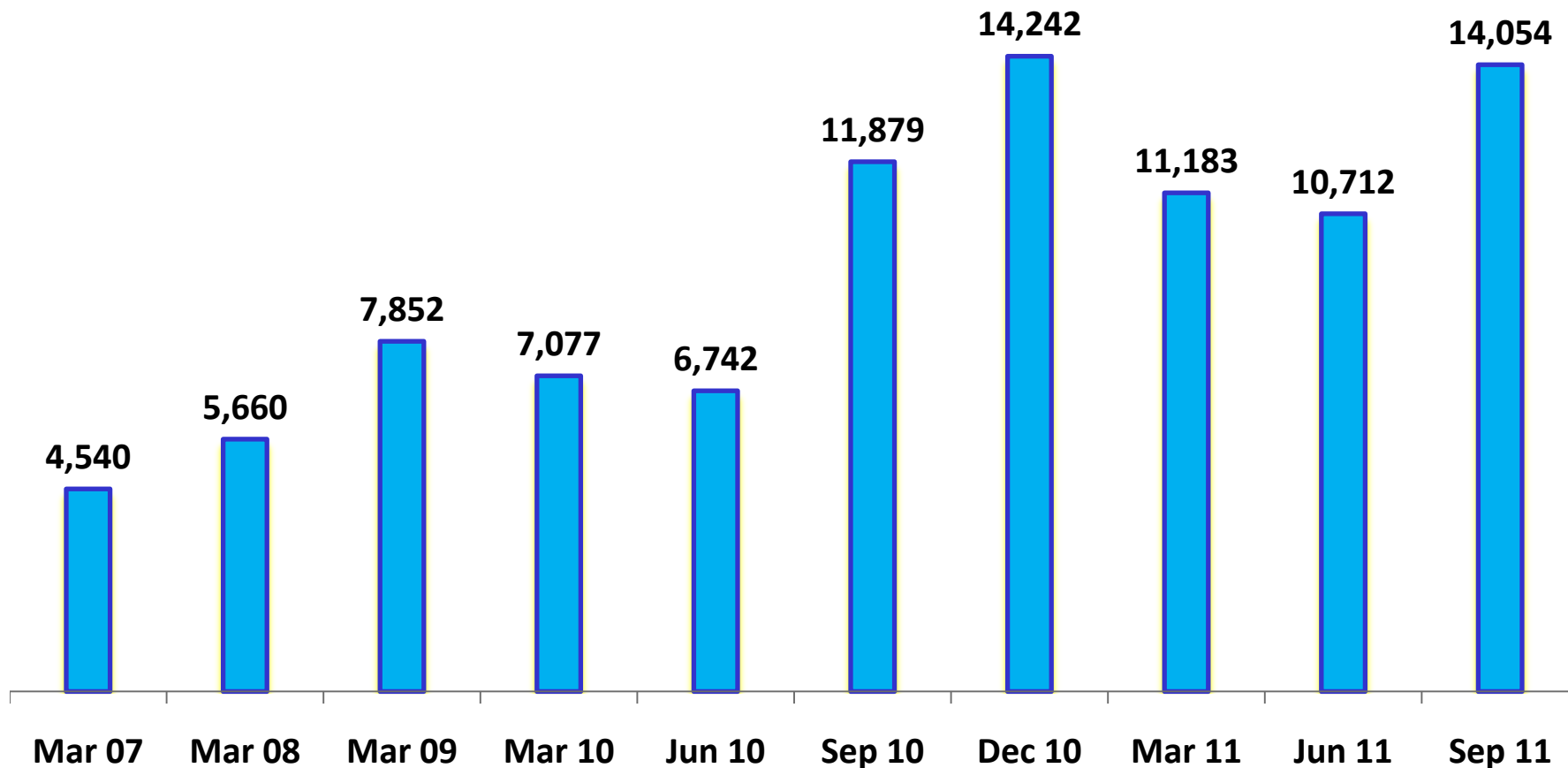


<u>Particulars</u>	<u>Rs. In Million</u>
Fixed Asset	1,893
Current Asset	14,651
Advances	106,010
Investment	400
<b>Total</b>	<b>122,953</b>

# Assignments

Rs. In Million

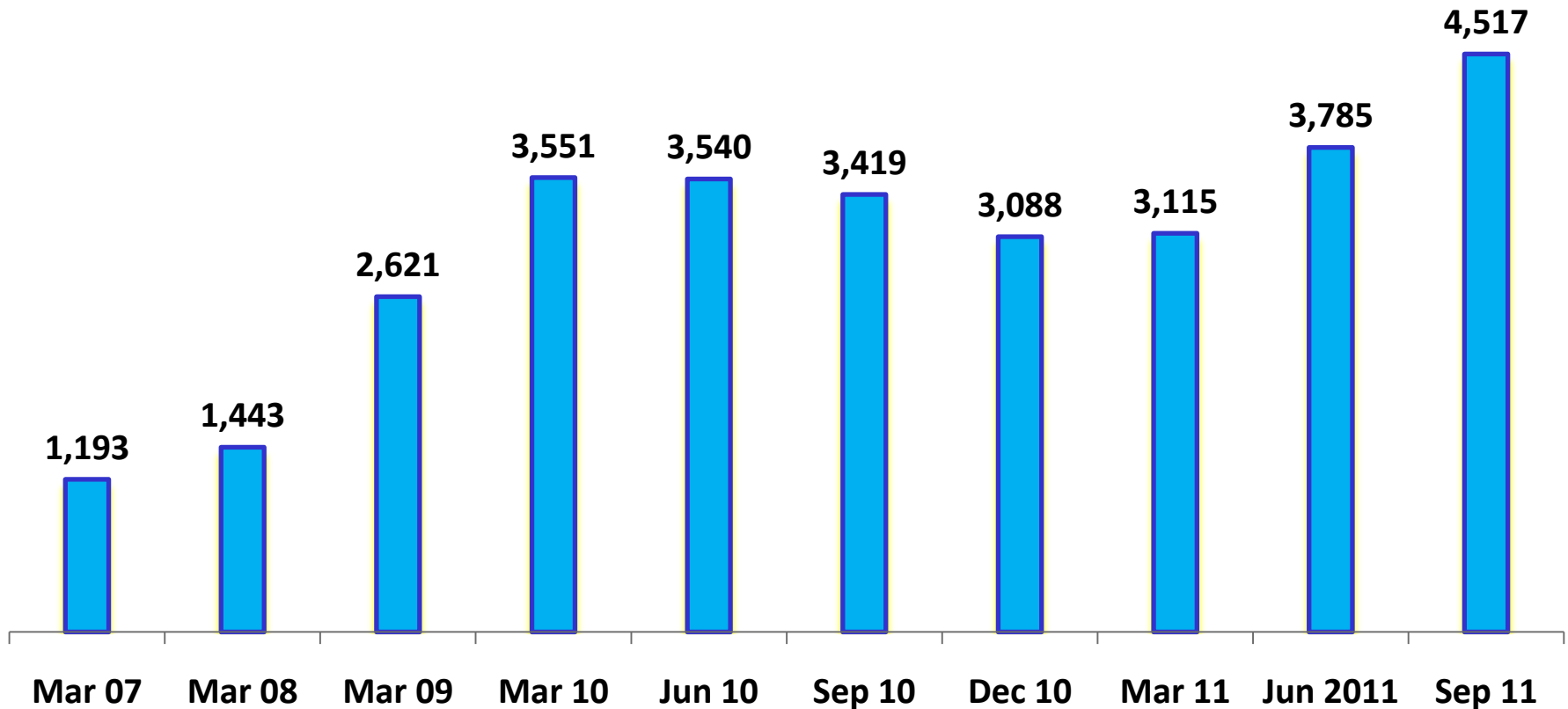
Assignments as on Sept 30, 2011 was Rs. 14 Billion, up 26%, as against Rs. 11 Billion as on March 31, 2011



# Retail Borrowings

Rs. In Million

Retail borrowings (Retail Bond & NCDs) as on Sept 30, 2011 was Rs. 4.5 Billion, Up 45%, as against Rs. 3.1 Billion as on Mar 31, 2011.

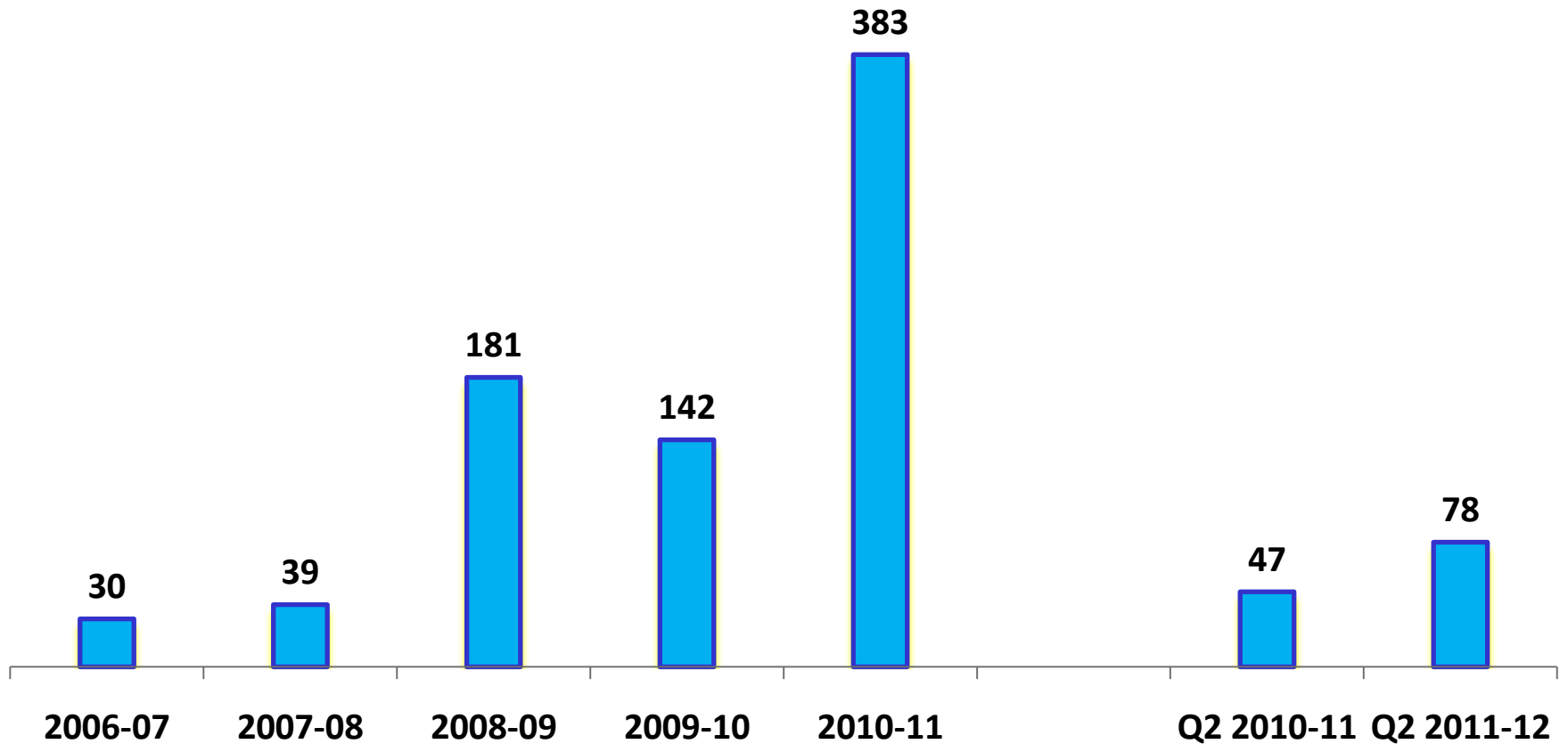




# Bad Debts & Provisions

Rs. In Million

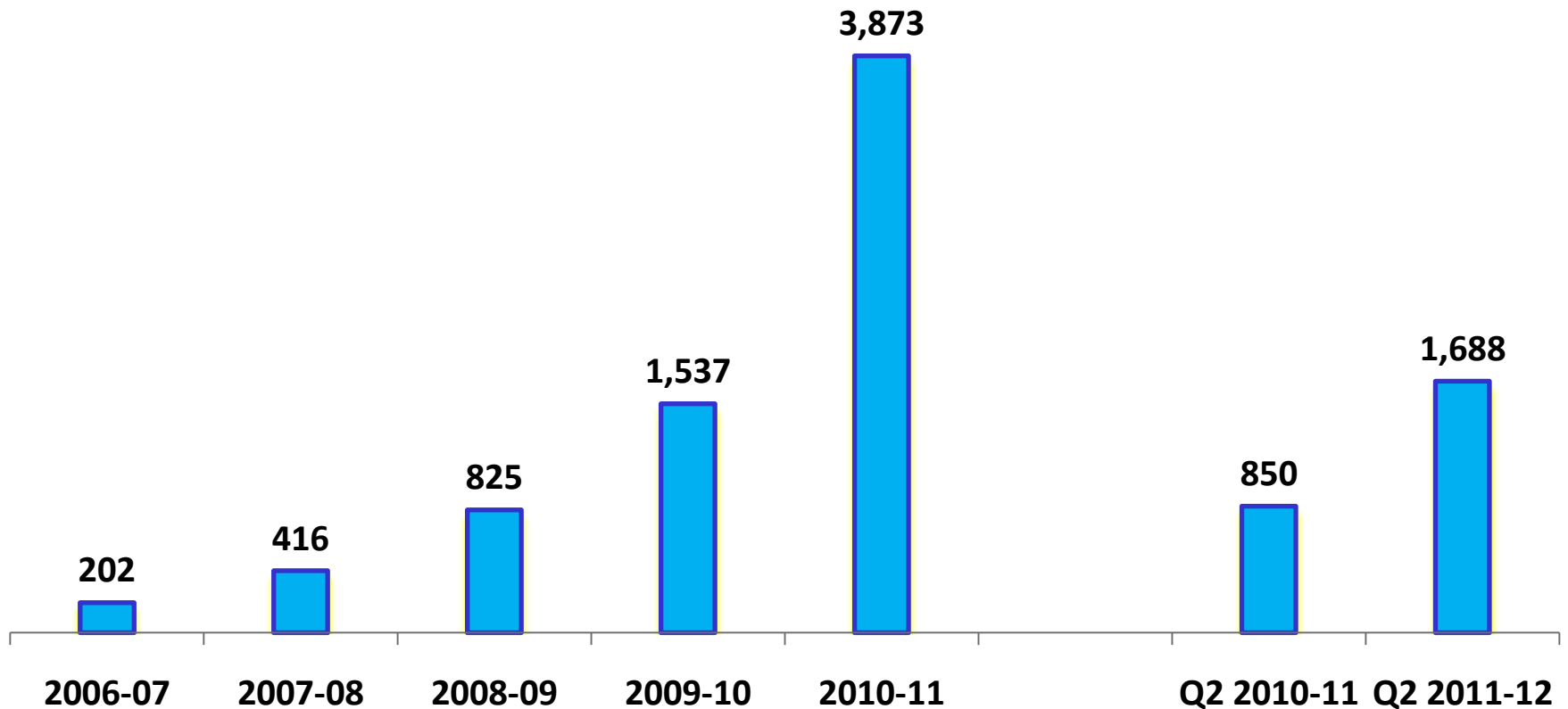
Bad debts & Provisions for the quarter ended Sept 30, 2011 was Rs. 78 Million, charged 0.25% provision on Standard Assets.



# Operating Expenditure

Rs. In Million

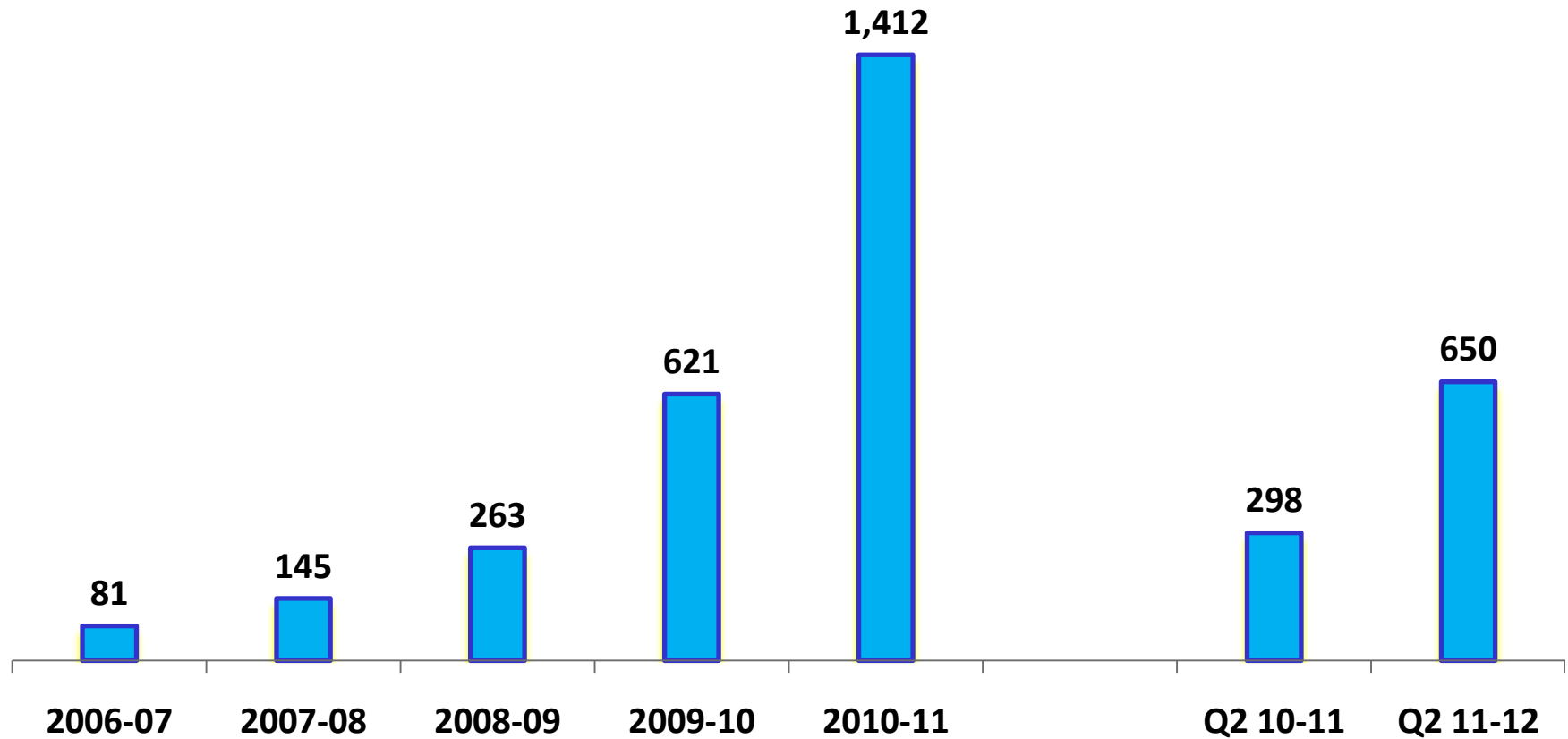
Operating Expenditure including salary cost for the quarter ended Sept 30, 2011 was Rs. 1.69 Billion, Up 98%, as against 0.85 Billion for the quarter ended Sept 30, 2010.



# Full Tax Paying Company

Rs. In Million

Income Tax for the quarter ended Sept 30, 2011 was Rs. 650 Million, Up 118%, as against 298 Million for the quarter ended Sept 30, 2010.



# Thank You

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