



Ref No: APTUS/10-JAN/2024-25

January 31, 2025

To, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 543335	To, National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051 Scrip Symbol: APTUS
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Dear Sir/Madam,

**Sub: Investor Presentation on the Unaudited financial results for the third quarter ended December 31, 2024.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Investor Presentation of the Company on the Unaudited Financial Results for the third quarter ended December 31, 2024.

This Investor Presentation is also available on the website of the Company at <https://www.apтусindia.com/investors-presentation/>.

Please take this information on record.

Thanking you,

**For Aptus Value Housing Finance India Limited**

**Sanin Panicker**  
**Company Secretary & Compliance Officer**



**APTUS**<sup>®</sup>



## **Aptus Value Housing Finance India Limited**

Investor Presentation | Q3 FY25



# Safe Harbor

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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and action regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statement become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

# Background



**Commenced Operations in 2010  
In 15th year of operations**



**Regulated by RBI and  
supervised by NHB**

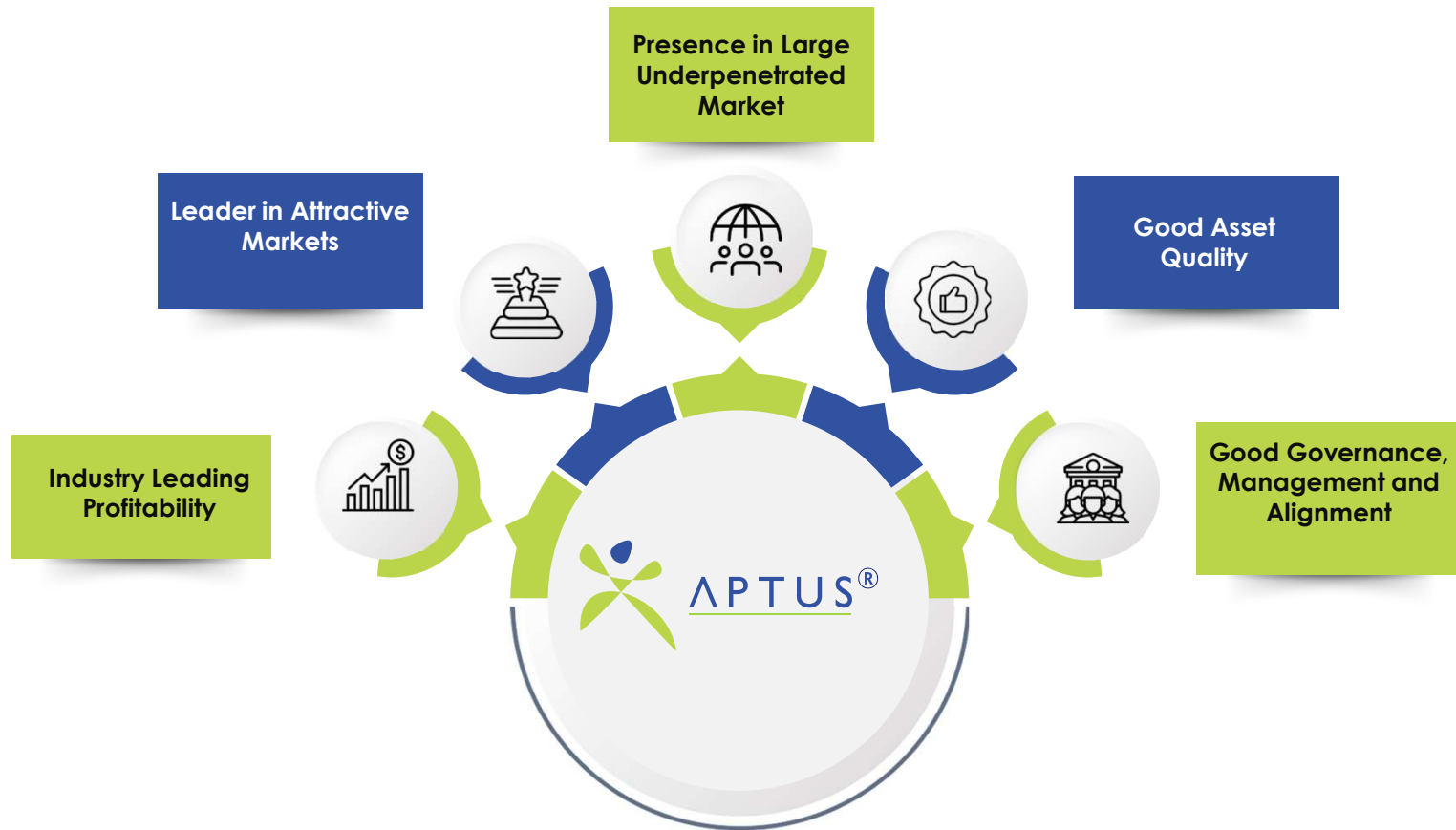


**Run by professional management  
team backed by strong Founder  
Promoter and marquee investors**

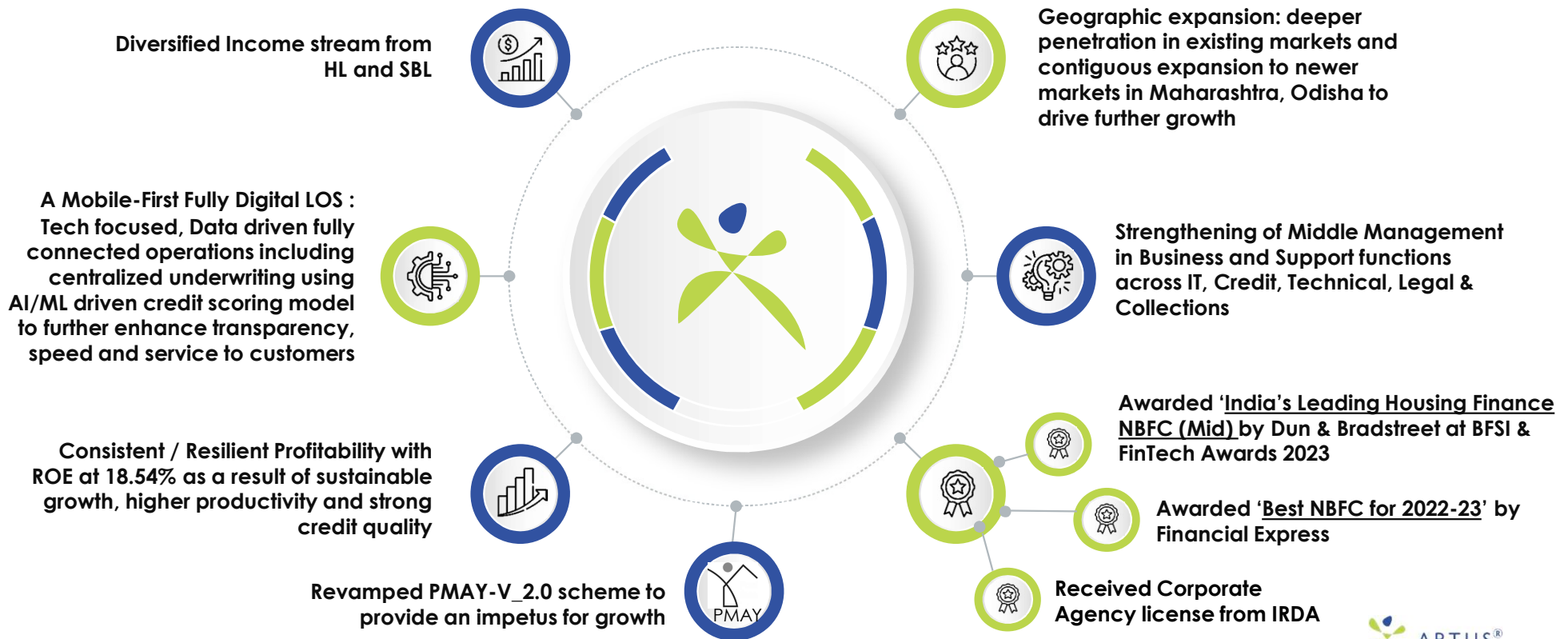


**Presence in 298 Branches across 6  
states and 1 union territory**

# Key Strengths



# Management Update

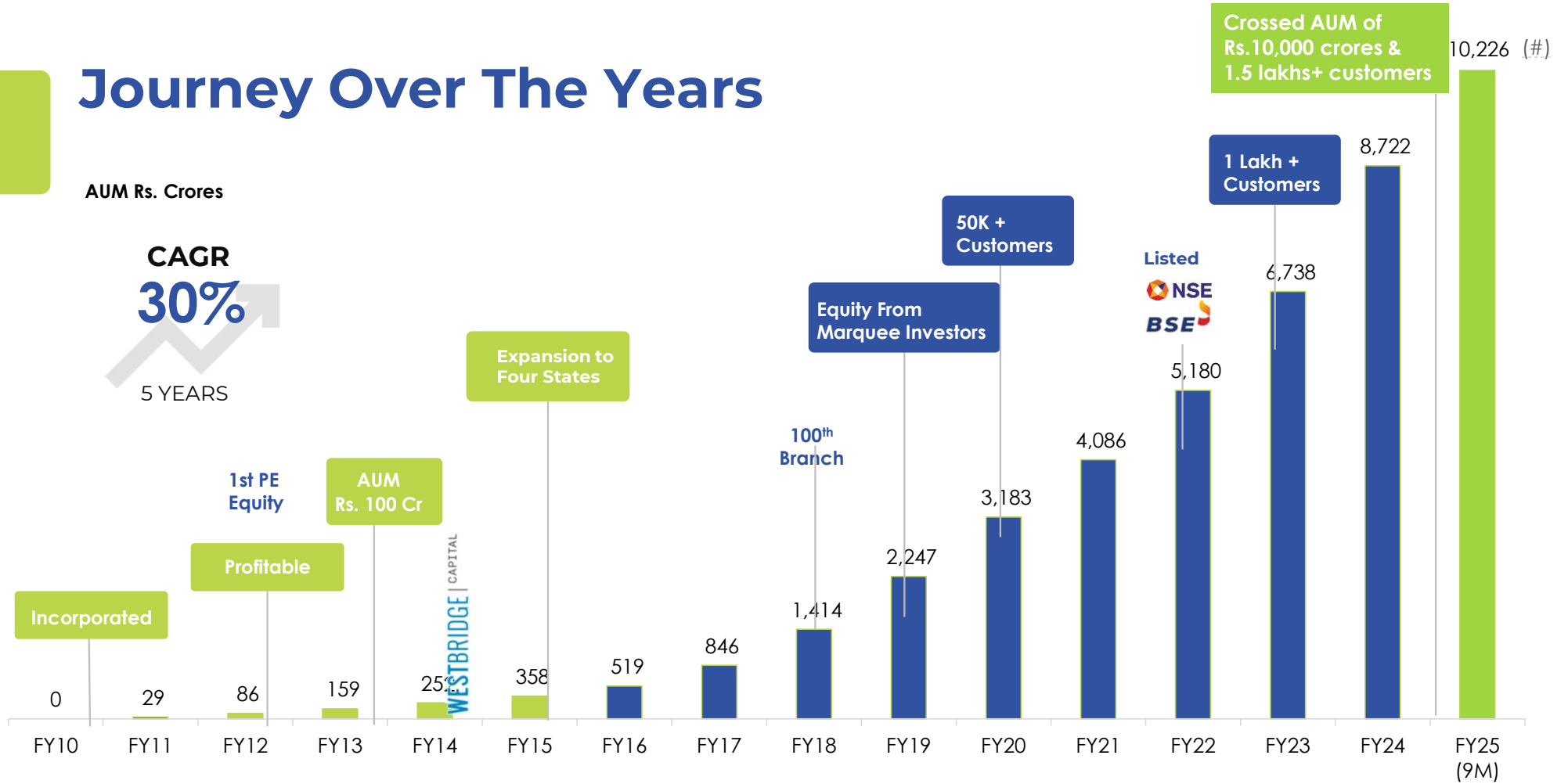


# Journey Over The Years

AUM Rs. Crores

CAGR  
30%

5 YEARS



(#) – Represents on book portfolio. No Direct Assignment transactions done

## Strong Growth Runway; ROE to remain best in class

Rs in Crores

	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25 (9M)	CAGR #
No. of Branches	175	190	208	231	262	298	
No. of Customers	43,987	58,069	83,565	1,07,146	1,33,499	1,52,952	
Disbursements	1,271	1,298	1,641	2,395	3,127	2,540	
Loan Book *	3,179	4,068	5,180	6,738	8,722	10,226	30%
Total Income	523	655	840	1,135	1,417	1,305	
Interest Expenses	(185)	(207)	(209)	(276)	(388)	(391)	
<b>NIM</b>	<b>339</b>	<b>449</b>	<b>632</b>	<b>859</b>	<b>1,029</b>	<b>914</b>	<b>32%</b>
Operating Expenses	(88)	(98)	(117)	(165)	(207)	(184)	24%
ECL Prov ./Write -Off's	(3)	(6)	(34)	(40)	(29)	(26)	
<b>Profit Before Tax</b>	<b>247</b>	<b>345</b>	<b>480</b>	<b>654</b>	<b>793</b>	<b>704</b>	
<b>Profit After Tax</b>	<b>211</b>	<b>267</b>	<b>370</b>	<b>503</b>	<b>612</b>	<b>544</b>	<b>30%</b>
<b>Ratios</b>							
<b>NIM to Assets (%)</b>	<b>12.48%</b>	<b>12.38%</b>	<b>13.66%</b>	<b>13.88%</b>	<b>13.45%</b>	<b>12.94%</b>	
Opex to Assets (%)	3.26%	2.70%	2.53%	2.75%	2.70%	2.61%	
ECL to Assets (%)	0.10%	0.16%	0.75%	0.68%	0.38%	0.37%	
<b>Return on Assets (PBT)(%)</b>	<b>9.12%</b>	<b>9.52%</b>	<b>10.38%</b>	<b>10.45%</b>	<b>10.36%</b>	<b>9.97%</b>	
<b>Return on Assets (PAT)(%)</b>	<b>7.78%</b>	<b>7.37%</b>	<b>8.01%</b>	<b>8.44%</b>	<b>8.00%</b>	<b>7.70%</b>	
GNPA (%)	0.70%	0.70%	1.19%	1.15%	1.07%	1.28%	
NNPA (%)	0.54%	0.49%	0.88%	0.86%	0.80%	0.96%	
<b>ROE (%)</b>	<b>17.53%</b>	<b>14.47%</b>	<b>14.45%</b>	<b>16.34%</b>	<b>17.25%</b>	<b>18.54%</b>	

\* Note 1: Represent 100% on book Loans. Direct assignment of loans - NIL  
# Note 2: CAGR: FY 24 Vs FY20

Note 3: GNPA for FY19, FY20 & FY21 as per old RBI norms  
Note 4: Asset Ratio based on Avg. Loan Book



# Snapshot: December 2024

■ YoY   ■ QoQ

Assets under Management (AUM)

INR 10,226 Cr

+27%

+6%

Disbursement \*

INR 2,540 Cr

+18%

Gross Stage 3

1.28%

+ 09 bps

+ 03 bps

NIM

12.94%

Healthy NIM maintained

Opex to Assets

2.61%

-06 bps

-10 bps

Profit After Tax

INR 544 Cr

+22 %

+5%

Return on Assets

7.70%

Consistently high

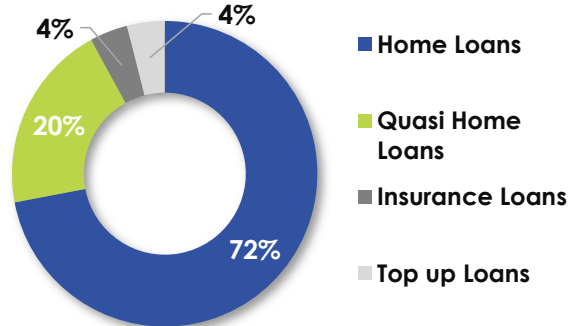
Return on Equity

18.54%

Attractive ROE

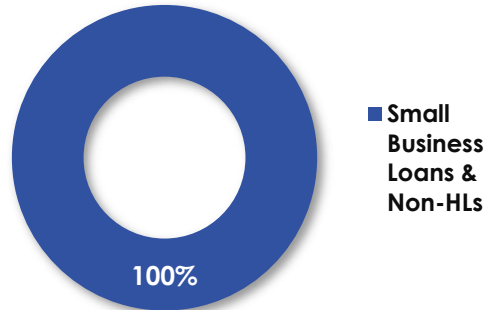
# Diversified Income Stream With Niche Customer Focus

## Secured Portfolio – Home Loans (HL) / Small Business Loans (SBL)



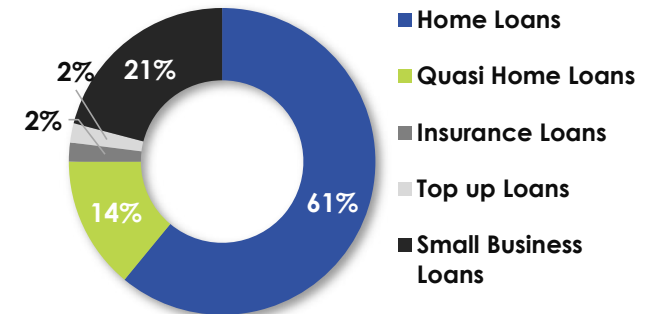
**HFC**

AUM – Rs 7537 Crs



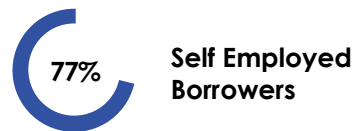
**NBFC**

AUM – Rs 2689 Crs



**Consolidated**

AUM – Rs 10226 Crs



# 100% In-House Operations

Fully In-House Team..



1,850

Business Origination



289

Credit



291

Legal & technical



553

Collection



209

HO / Operations

...Leading to Desired Business Outcomes

01

Pricing Power

02

Reduced TAT

03

Low Takeover

04

Reduced Operational Risk

# Omni Channel Lead Generation



## Customer App

- Existing customers can refer leads through customer service APP



7.54 %

Existing Customer Referrals



## Bandhu App

- Unifying construction ECO System
- Referral App to generate leads



9.96%

Construction ecosystem



## Lead Generation



## Digital Marketing

- Lead generation through Social Media Campaigns & Digital Marketing



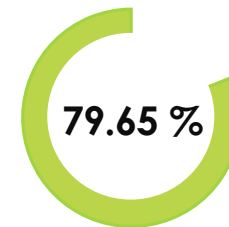
2.85 %

Social Media Leads



## Organic Sourcing – Digital LOS

- Our sales executives sourcing organic leads



79.65 %

In-house Sourcing

# Distribution; Growth Potential; Scalability

AUM Growth (Rs in Crs)

State	FY 21	FY 22	FY 23	FY 24	FY 24	FY 25	Growth % (YoY)
					(YTD)	(YTD)	
Andhra Pradesh	1,112	1,588	2,364	3,509	3,193	4,375	37%
Tamil Nadu	2,125	2,486	2,903	3,189	3,010	3,333	11%
Telangana	426	642	930	1,337	1,223	1,679	37%
Karnataka	404	464	535	671	634	802	27%
Orissa & Maharashtra	-	-	5	15	12	37	207%
<b>Grand Total</b>	<b>4,067</b>	<b>5,180</b>	<b>6,738</b>	<b>8,721</b>	<b>8,072</b>	<b>10,226</b>	<b>27%</b>

Diversification

% of AUM As on

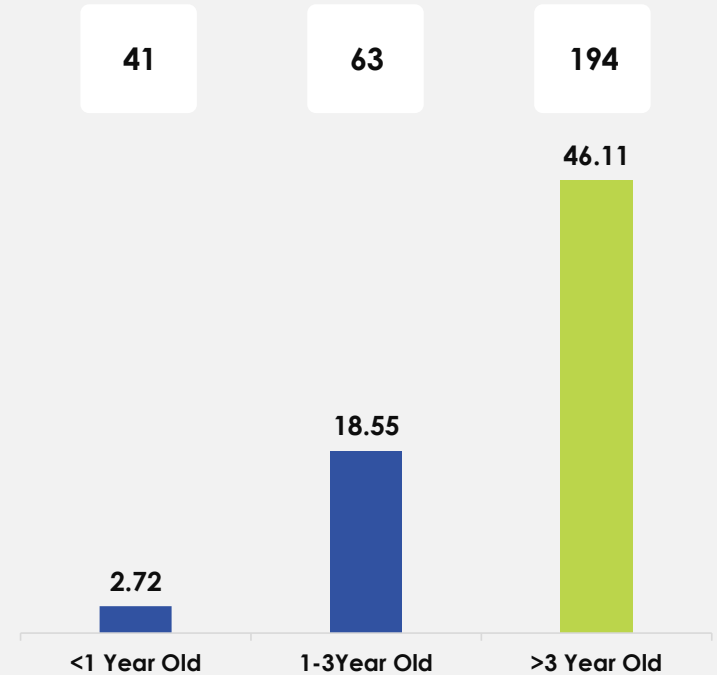
State	No. of Branches	% of AUM as on				
		FY 21	FY 22	FY 23	FY 24	FY 25 (YTD)
Andhra Pradesh	113	28%	31%	35%	41%	43%
Tamil Nadu	88	52%	48%	43%	35%	33%
Telangana	53	10%	12%	14%	16%	16%
Karnataka	34	10%	9%	8%	8%	8%
Orissa & Maharashtra	10	-	0%	0%	0%	0.40%
<b>Grand Total</b>	<b>298</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

- (1) 10 New Branches added in new states Maharashtra and Odisha
- (2) Additional 26 Branches in Tamil Nadu, Telangana, Karnataka & Andhra Pradesh
- (3) 36 new branches becomes operational in FY25

## Branch-wise AUM as on December 31, 2024

AUM per Branch (Rs. Cr)

# of Branches



# Robust Underwriting, Monitoring & Collections Process

## 100% In-House Sourcing

### Lead Generation through

- Cust app, Bandhu app
- Social media
- 298 Branches

0% - Sourcing from DSA / Builders

## Stringent Credit Underwriting

### Cash flow assessment

Pre & Post Disbursement

### Centralized Underwriting

## Leveraging Technology

### Digital Onboarding and KYC

(a) A mobile-first fully integrated digital LOS for customer on-boarding.

(b) Integration of Real-time APIs, OCR, and Account aggregator enable an improved response time and efficient processing.

(c) Ensuring minimal data entry at all stages and concurrent processing of credit, technical and legal.

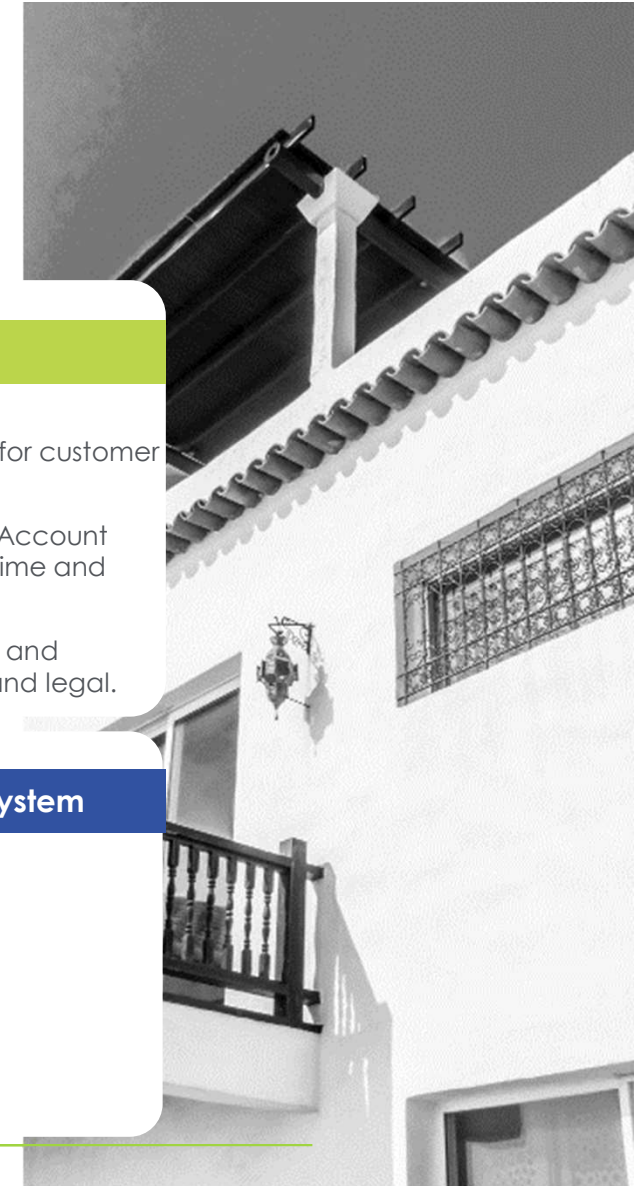
## Robust Collection Management System

### 15-24 months

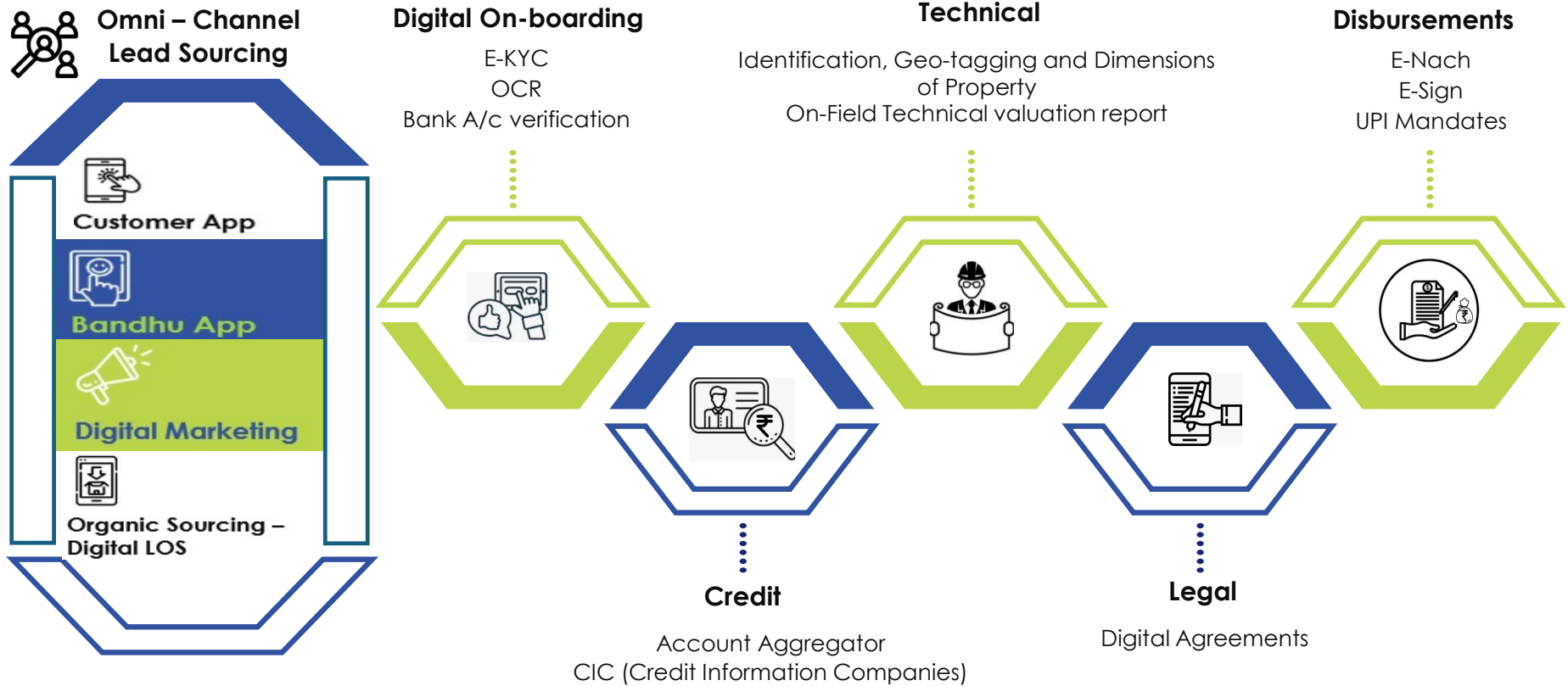
Monitoring early default signs

### 90 DPD

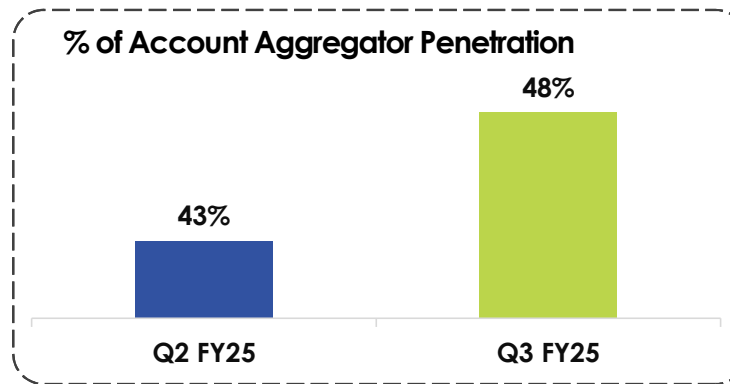
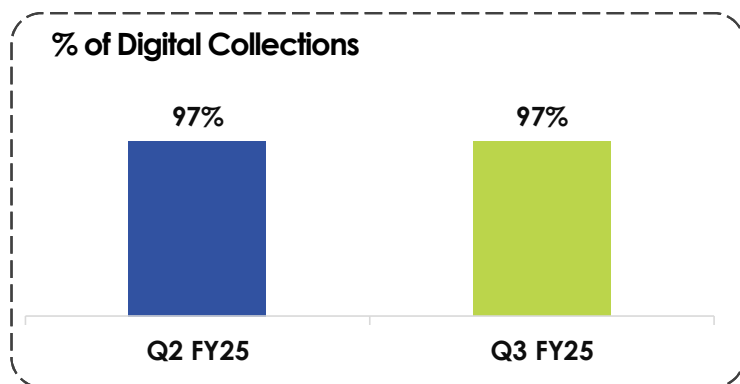
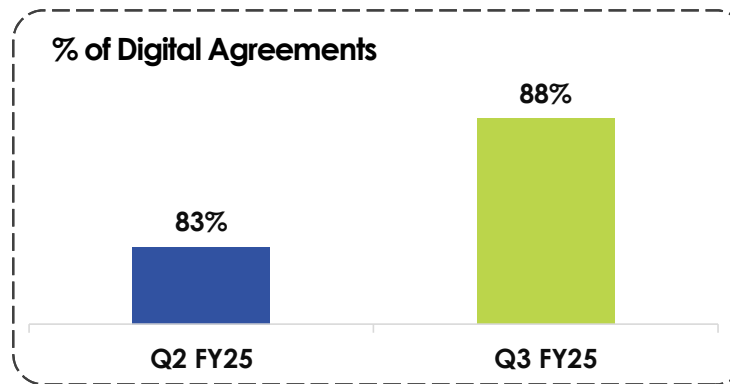
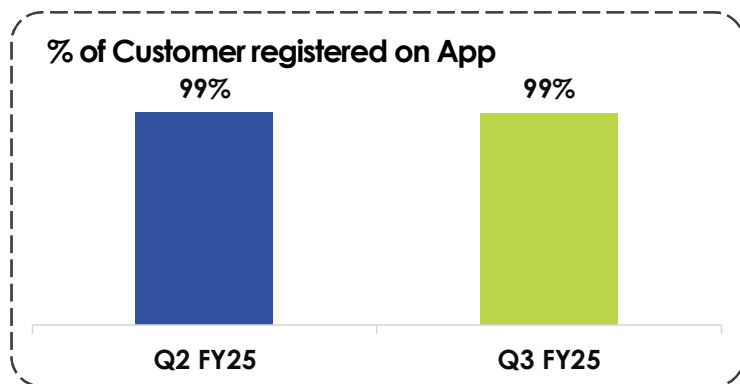
Legal action / SARFAESI



# A Mobile-First Fully Digital LOS



# Digital Adoption



E-Nach Mandate

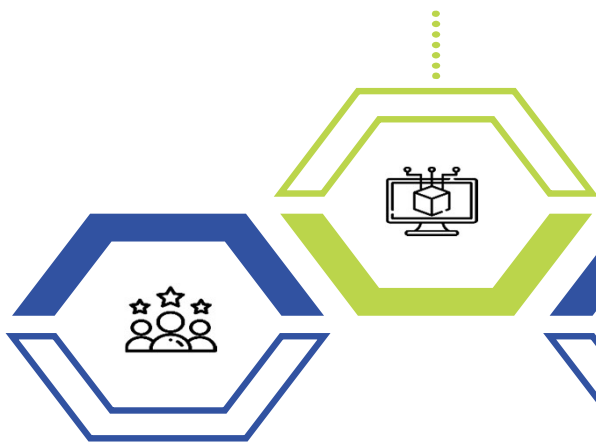




# Information & Technology: Key Enabler of Growth

## Lending Software

End-to-end software solution



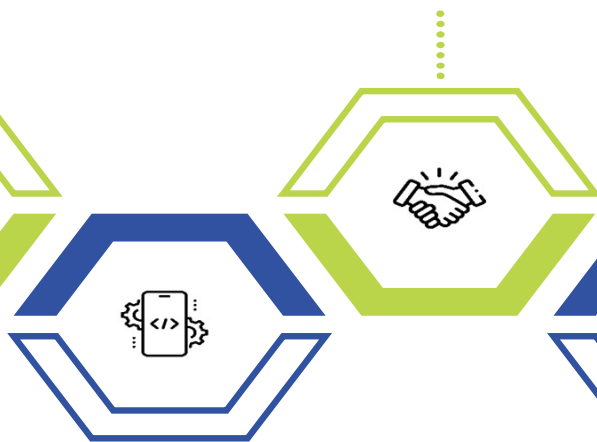
## Customer Onboarding

A mobile-first fully integrated digital LOS for customer on-boarding.

Lead Management / Sanctions / Disbursements

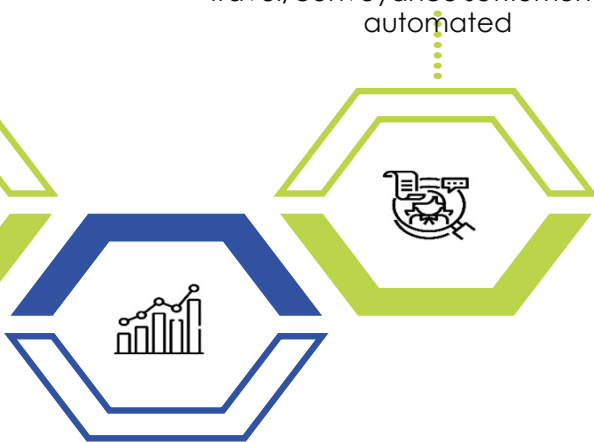
## Customer Relationship & Service

Automated CRM and customer service requests



## Collections App

Payments Automation via Bharat Bill Pay, Google Pay, Paytm etc.



## Business Intelligence & Analytics

"Power BI" Analytics Platform

## Human Resources

Human resources management system application - Employee travel/conveyance settlements fully automated



# Scalable and Robust Digital Landscape



## Mobility

- A Fully digital mobile-first LOS System
- Mobile App for customer on-boarding, Credit Verification, Technical Valuation, Collections & Customer Service
- Digital – KYC, Account Aggregator & E-nach mandate
- Easy, Quick & Transparent process right from the field
- Loan kit in WhatsApp & Customer App
- Leegality - eStamp & eSign Digital Agreement - Live



## Data Analytics

- Time Series Forecast Using **Statistical Model** and **Tensor Flow** for Bounce Prediction.
- Machine Learning Models for Analysis and Prediction
  - Customer Profile Analysis
  - Loan Foreclosure Prediction
  - Probability of Default model
- **“Power BI”** for Live Dashboards



“End – To – End  
Digital  
Process “



## Digital Marketing

- Lead generation through Campaigns.
- Lead Enrichment by Digital Marketing team
- Tie-up with marketing partners to get the leads
- Brand awareness
- Location awareness
- Product and service awareness



## Tech Infra

- End-to-End ERP solution
- Robotic Process Automation (RPA) to eliminate manual process
- Electronic Payments
- Backups / DR on cloud
- Payment automation via Bharat Bill Pay Services and Razorpay API integration in Collection App

# Risk & Data Science Backed Centralized Underwriting



## Risk Management

- 50 + key data points are collected for Customer Profile Analysis
- Stage-wise disbursement through technical visits
- Multiple touch points to ensure thorough verification in underwriting process



## Tech - Intervention

- Tech enabled evaluation of customers with 100+ data points
- Integration of credit score card with lending application for easier credit evaluation
- Analyzing profiles behavior for continuous improvement of parameters through machine learning for Better & Faster credit decisioning



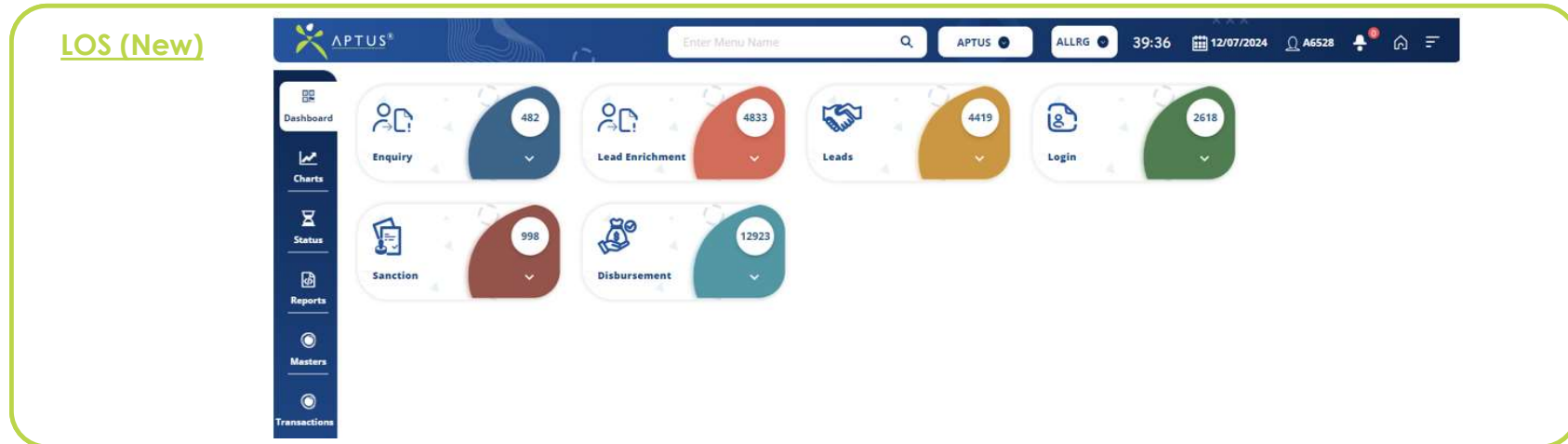
## Centralized Processing

- Consistency in underwriting with expertise in state-wise analysis along with linguistic skills
- Effective training, knowledge sharing and monitoring process
- Quick adoption to process change

Loans approved within 72 hrs

> 90 %

# New Technology Upgrade



## Key Features

- A Fully Digital LOS launched in April 2024 – A Mobile First System
- Complete visibility into the system – from Leads to Disbursements
- Complete lead life-cycle management
- Auto allocation of leads to appropriate Sales executive
- Digital Loan application form
- Integrated API's for Digital KYC, Bank verification, Account aggregator, E-Nach, UPI mandate, digital agreement.
- Document upload at various stages
- Analytical dashboards
- Lower Cheque bounce
- Better collection productivity
- Better regulatory compliance (RBI)

**Reduced TAT / Improved Process Discipline**

# Strong ESG /Governance

## Focus on financial inclusion



### Support

to borrowers in tier 2/3/4 locations leading to Financial Inclusion

## Corporate Social Responsibility

Focusing on improving Education, Skill development, Health and Livelihood

## Improving Living Standards

### Employment

in Rural / Semi-Urban areas, where local talents are identified, hired and trained

### Women Empowerment

Encourage Women in family to be Applicant / Co-Applicant

### Gender Diversity

Significant number of Women Employees in every function

### ESOP

Implemented ESOP Plan for Employee Retention

## Strong Corporate Governance

### Diversified Experience

of Board Members across academic and professional domains

### Dedicated CRO & CCO

**Chief Risk Officer:-** To identify, monitor and mitigate Risk

**Chief Compliance Officer:-** To track compliance periodically

### Varied Expertise

Senior Leadership Team across all domains, right from Business, Finance, IT, HR, Technical, Legal, Operations, Compliance, Secretarial etc.

### Clean Track Record

NO Defaults  
NO Audit Qualifications  
NO Restatement of Financials

## Paperless Initiative

### Digital Transformations

- KYC to e-KYC
- Physical Signature to e-Signature
- Stamping to e-Stamping
- NACH to e-NACH

### App Connect

- Customer App & Bandhu App for Customer Connect
- HRMS for Employee Connect

### Business Responsibility & Sustainability Report

published as part of Integrated Annual report for the FY24

## Risk Management

### Risk Assessment

Assessed all the Risks as per the regulatory framework within ICAAP

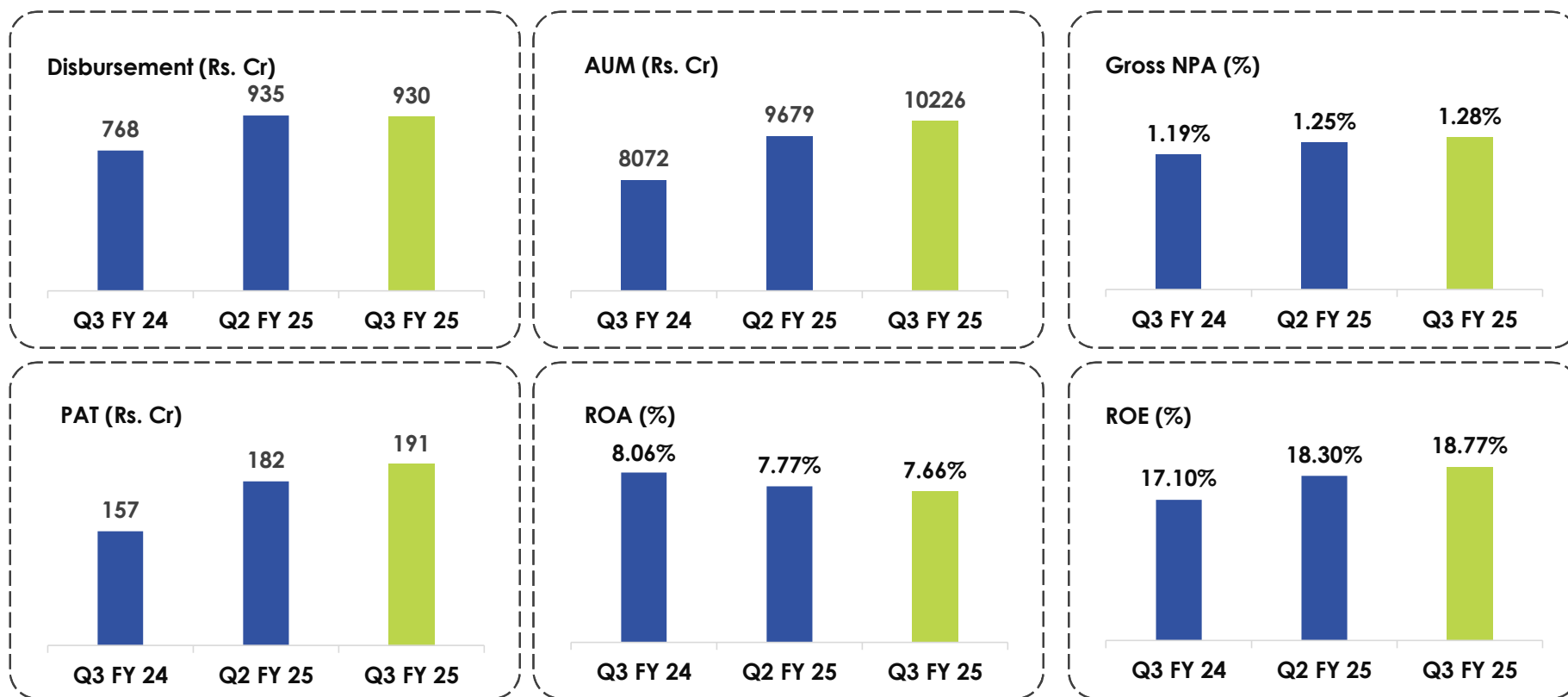
### Risk Control

Adequate Process and controls with proper approval Matrix

### Stress Test

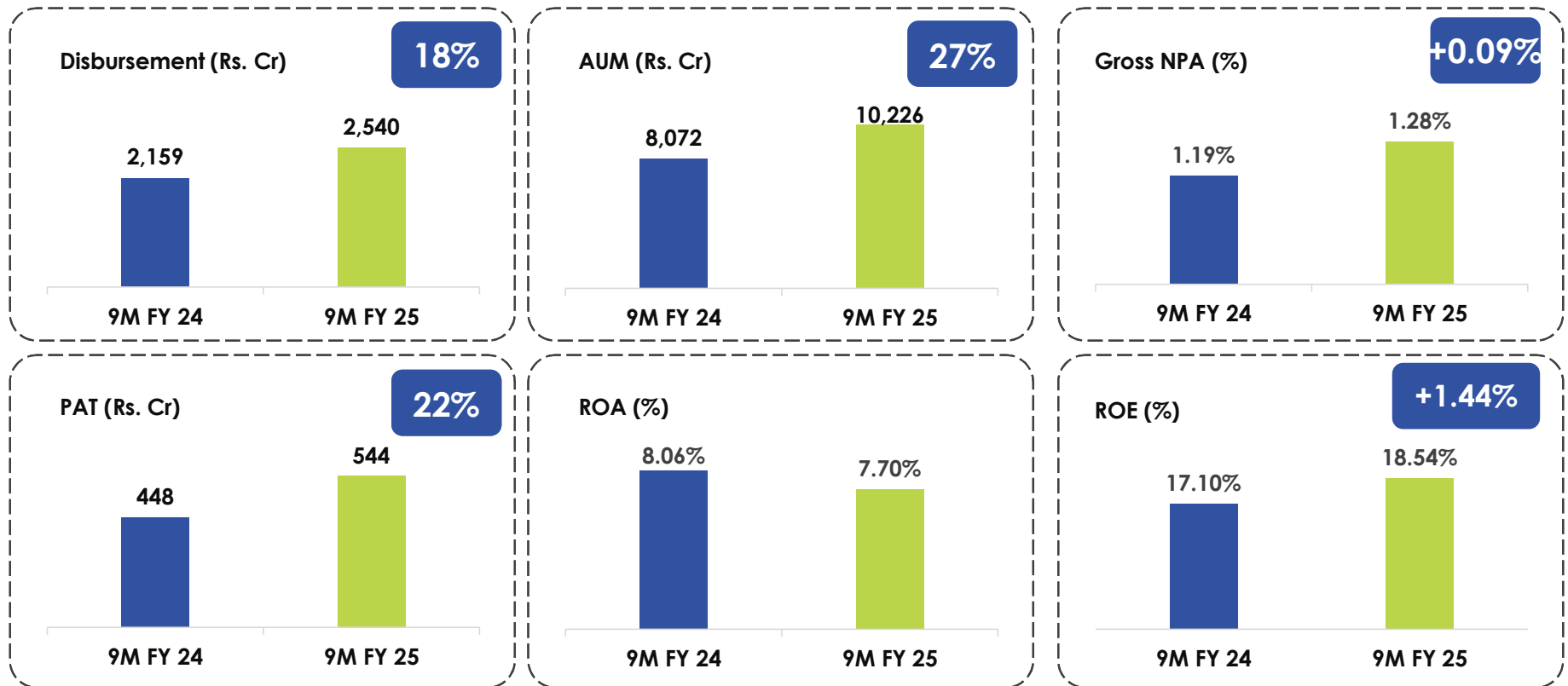
on a frequent basis for various identified Risks

# Performance Highlights (Quarterly)



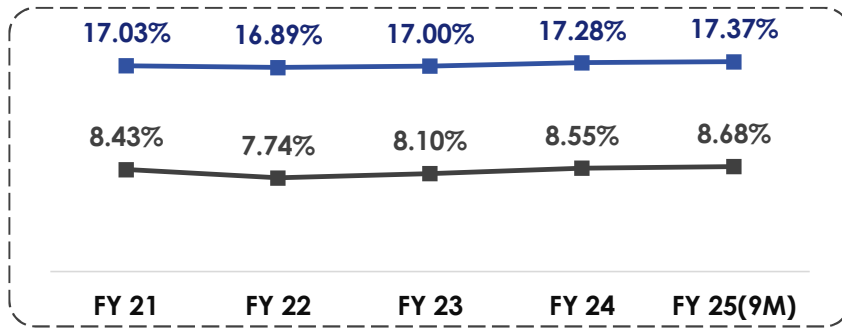
# Performance Highlights (Year on Year)

Growth YoY

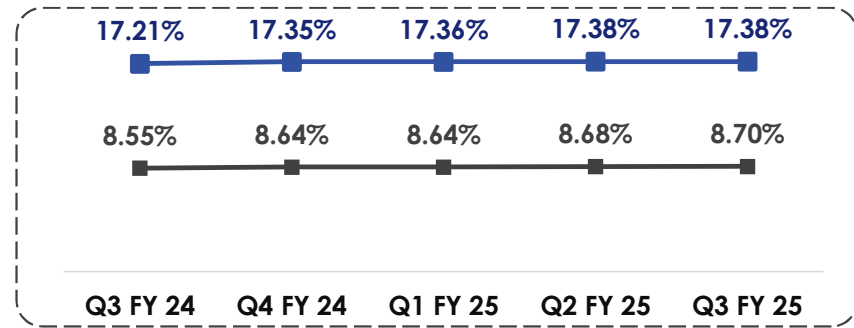


# Spreads

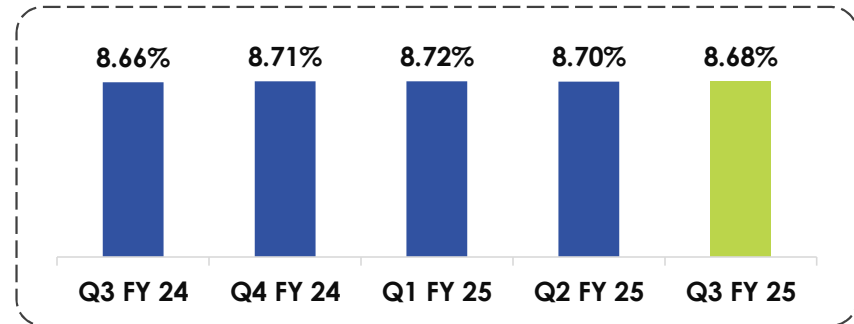
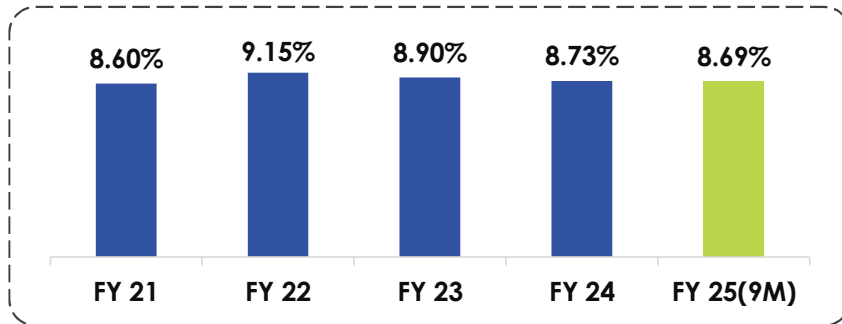
Yields / Cost of Borrowings (%)



Yield ■—■ Cost of Borrowings ■—■



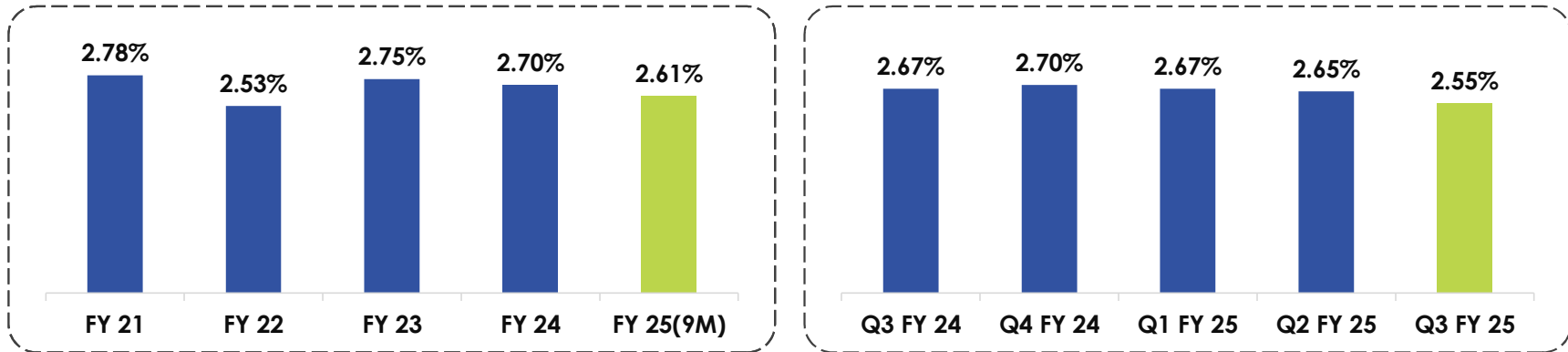
Spread (%)



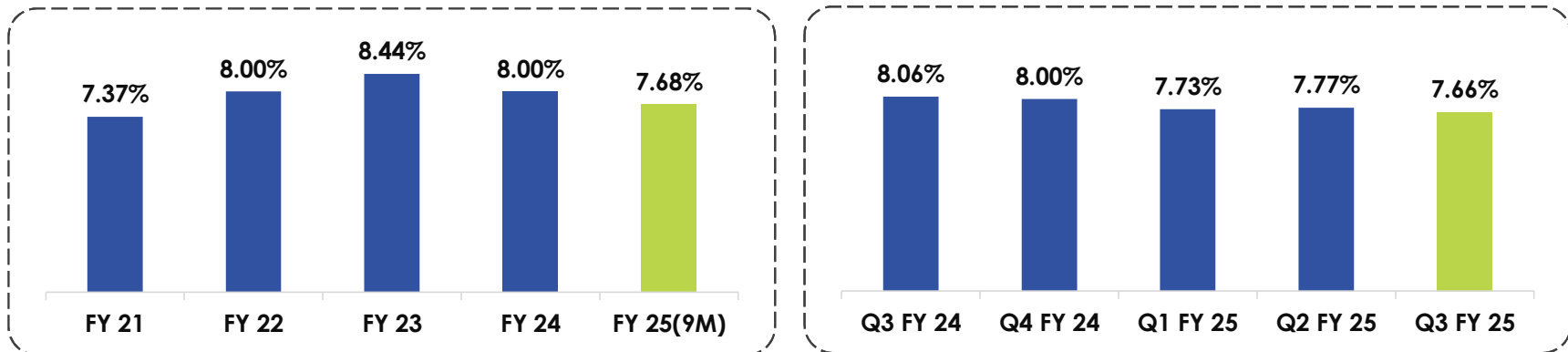


# Consistently lower Opex and attractive ROA

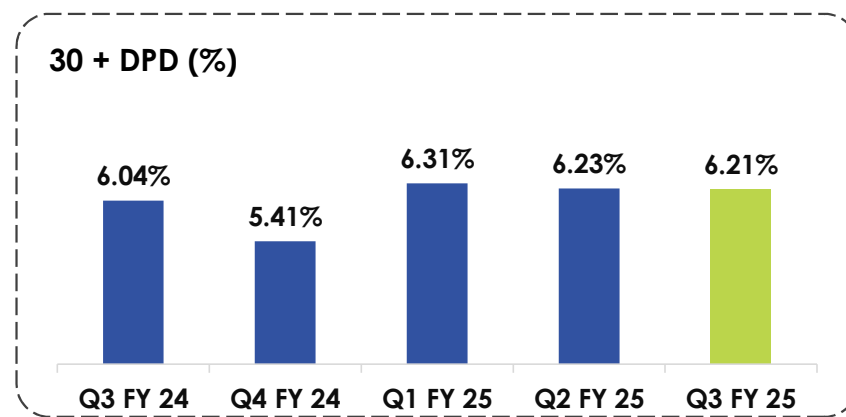
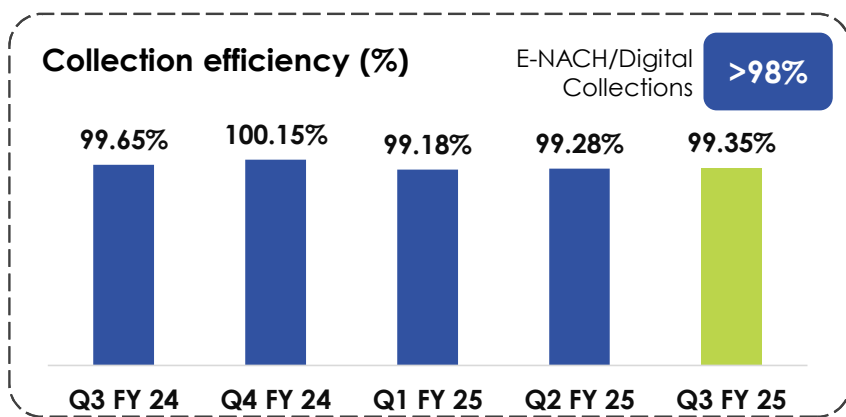
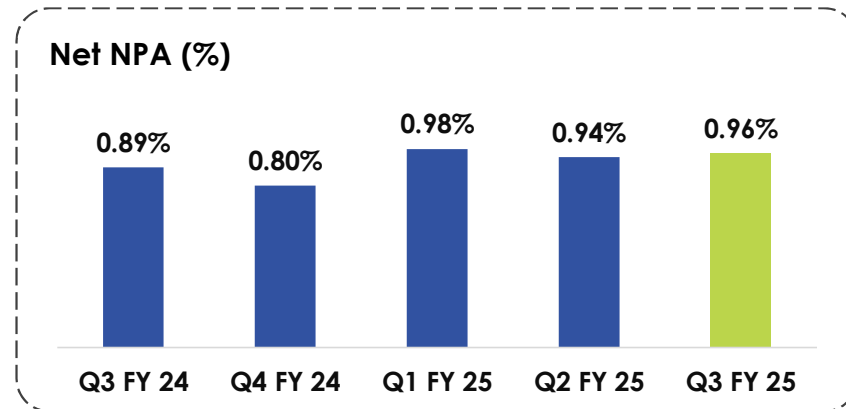
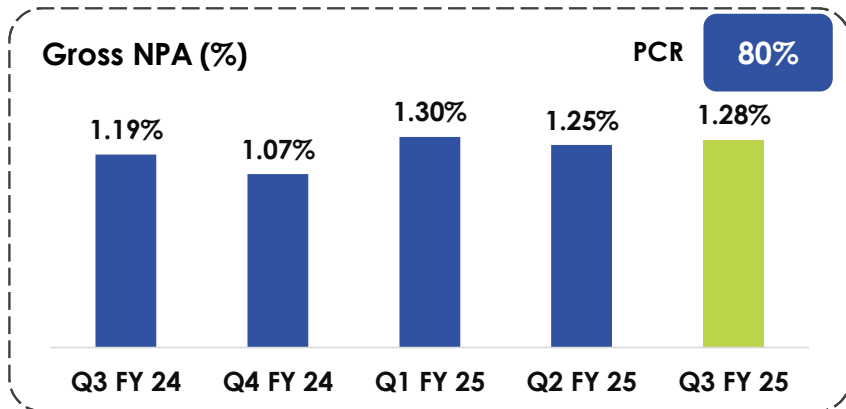
Opex (%)



ROA (%)



# Asset Quality



# Provision for Expected Credit Loss (ECL)

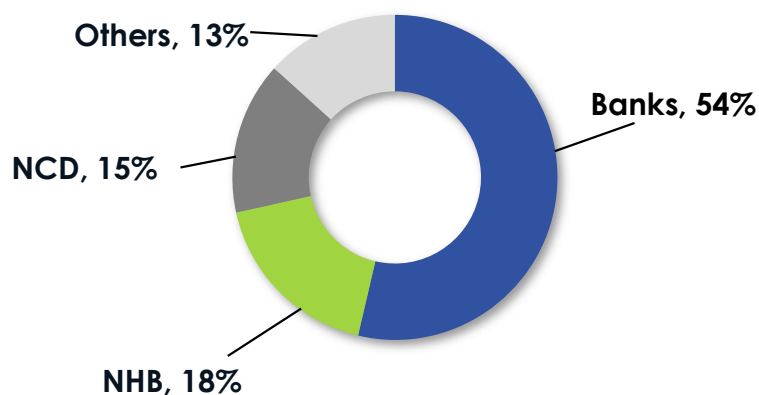
Rs in Lakhs

	Consolidated			
	31-Dec-24	30-Sep-24	31-Mar-24	31-Mar-23
Gross Stage 3	13,076	12,080	9,330	7,767
% portfolio in Stage 3	1.28%	1.25%	1.07%	1.15%
ECL Provision Stage 3	3,269	3,020	2,333	1,942
Net Stage 3	9,807	9,060	6,998	5,825
<b>Provision coverage ratio (PCR)</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>	<b>25.00%</b>
Gross Stage 2	50,368	48,216	37,841	31,998
% portfolio in stage 2	4.93%	4.98%	4.34%	4.75%
ECL Provision Stage 2	3,907	3,762	3,613	2,551
Net Stage 2	46,461	44,455	34,228	29,446
<b>Provision coverage ratio (PCR)</b>	<b>7.76%</b>	<b>7.80%</b>	<b>9.55%</b>	<b>7.97%</b>
Gross Stage 1	9,59,168	9,07,553	8,25,015	6,34,066
% portfolio in stage 1	93.80%	93.77%	94.59%	94.10%
ECL Provision Stage 1	3,357	3,176	3,300	2,625
Net Stage 1	9,55,810	9,04,376	8,21,715	6,31,441
<b>Provision coverage ratio (PCR)</b>	<b>0.35%</b>	<b>0.35%</b>	<b>0.40%</b>	<b>0.41%</b>
<b>Total AUM</b>	<b>10,22,612</b>	<b>9,67,850</b>	<b>8,72,186</b>	<b>6,73,831</b>
<b>ECL Provision</b>	<b>10,533</b>	<b>9,958</b>	<b>9,245</b>	<b>7,119</b>
<b>Provision coverage ratio (PCR)</b>	<b>1.03%</b>	<b>1.03%</b>	<b>1.06%</b>	<b>1.06%</b>

# Robust Funding Management and Credit Profile

## Diversified and Balanced Funding Mix

Sources of funds mix(%)



Avg. Tenure of Borrowings (months)	FY 25 (9M)	FY24	FY23
	80.23	80.1	86.9

- Credit Rating (ICRA) – AA (-) Stable
- Credit Rating(CARE) – AA (-) Positive

\* Others represents Securitisation

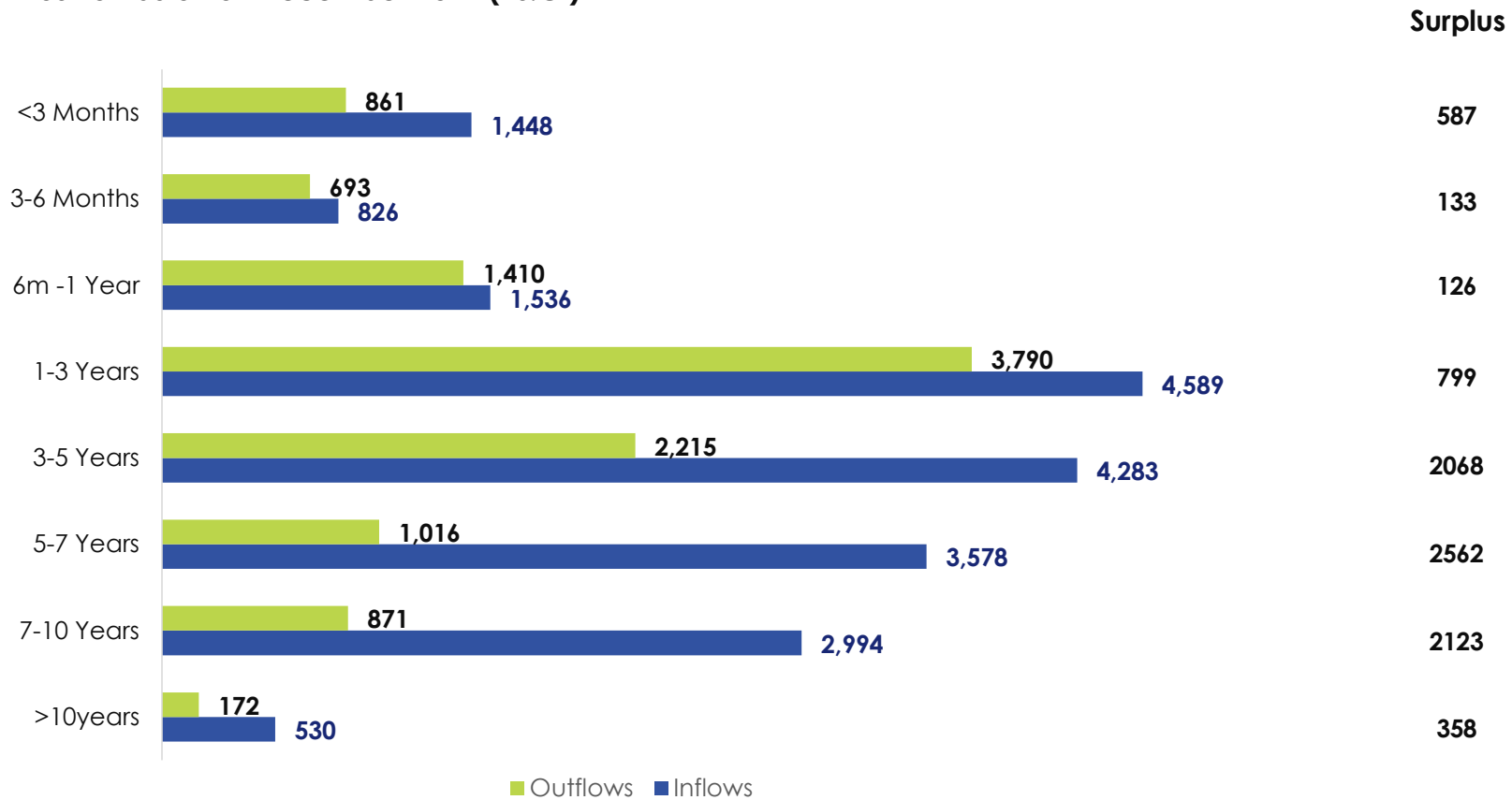
20+ Lender Relationships

No Exposure to Short term loan incl CPs

Refinance	 राष्ट्रीय आवास बैंक NATIONAL HOUSING BANK	 ICICI PRUDENTIAL MUTUAL FUND	
DFI	 International Finance Corporation WORLD BANK GROUP	 Nippon India Mutual Fund	 BAJAJ FINSERV
Private Sector	 HDFC BANK	 AXIS BANK	 ICICI Bank
	 FEDERAL BANK	 kotak Kotak Mahindra Bank	 KVB Kannur Vyasa Bank Smart way to bank
	 YES BANK	 SOUTH INDIAN Bank	 CSB Bank Trusted Heritage Smart Future
	 AU SMALL FINANCE BANK A SCHEDULED COMMERCIAL BANK	 IndusInd Bank	 DCB BANK
Public Sector	 SBI	 Indian Bank	 बैंक ऑफ इंडिया Bank of India
	 बैंक ऑफ बड़ोदा Bank of Baroda	 बैंक ऑफ महाराष्ट्र Bank of Maharashtra एक बैंक का जग	 Canara Bank A Government of India Undertaking Together We Can

# ALM Surplus

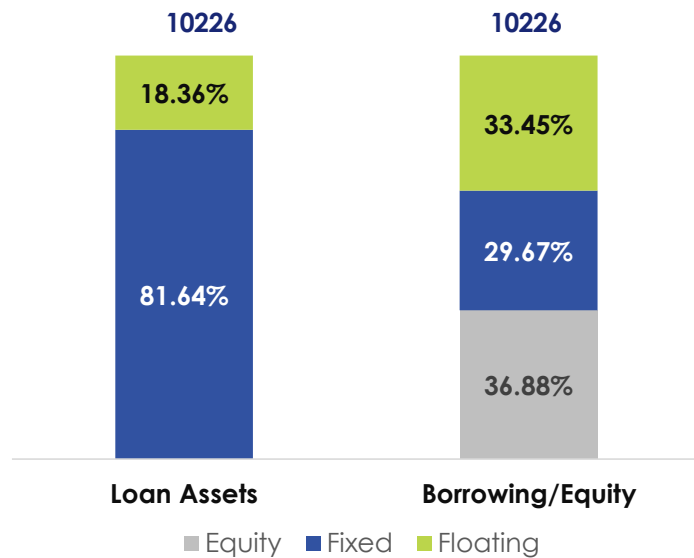
Position as on 31 December 2024 (Rs.Cr)



■ Outflows ■ Inflows

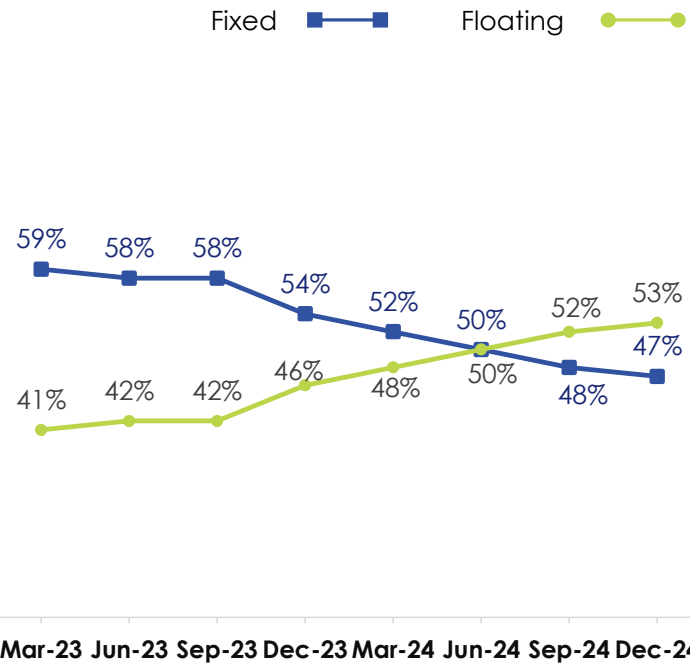
# Fixed Vs Floating (Assets Vs. Liabilities)

**Loan Assets & Borrowings (₹ Cr)**  
As on Dec-24



Gap between Loan Assets & Borrowings filled by a portion of Equity

**Borrowings – Fixed Vs. Floating**



# Comfortable Liquidity Position/ Capital Adequacy

## A. Liquidity

Rs in Crores

Particulars	31-Dec-24
Unencumbered Cash & Cash equivalents	422
Unavailed Sanctions from Banks	570
<b>Total</b>	<b>992</b>

Particulars	FY 25 Q4	FY 26 Q1
<b>Opening Liquidity</b>	<b>992</b>	<b>1,214</b>
<b>Add:</b> Loan repayment & Surplus from Operations	768	771
<b>Less:</b> Debt repayments	(546)	(526)
<b>Closing Liquidity</b>	<b>1,214</b>	<b>1,459</b>

Rs.1,459 Crores  
Surplus available  
for business up  
to June 2025

## B. Capital Adequacy

Capital Adequacy as on 31 December 2024 – 65%

# Key Growth Strategies

## 01

### Continued Focus on HL & Strengthen focus on SBL

- Large headroom in **retail segment**
- **Diversified Income Stream** from HL and SBL
- Ticket Size in **INR 0.5 – 1.5mn** range in HL and SME
- Different templates of **customer profiles** to increase business while managing risks

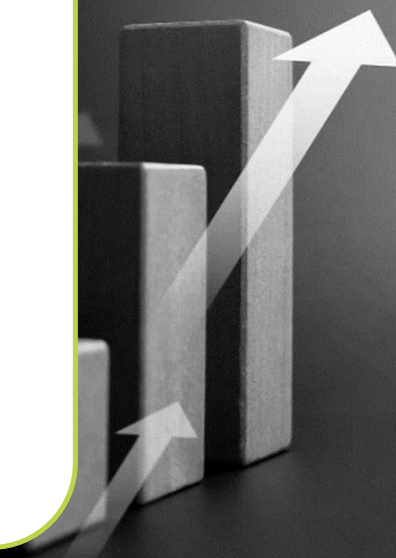
## 02

- **Increasing penetration** in existing markets
- **Expand in new Markets**
- **Contiguous expansion** in new markets – Maharashtra and Odisha

## 03

### Continued focus on productivity & Credit Cost

- **Focus on Productivity, Credit Cost and Opex**
- **Continue to improve Credit Ratings, Cost of funds and diversified source of funding.**





# Experienced and Well Diversified Board

Chairman



**M. Anandan**  
Executive  
Chairman

Non-Executive  
Nominee  
Directors



**Sumir  
Chadha**  
Nominee  
Director -  
WestBridge



**KP  
Balaraj**  
Nominee  
Director -  
WestBridge

Non-Executive  
Independent  
Directors



**S. Krishnamurthy**  
Former MD and  
CEO, SBI Life  
Insurance



**K. M.  
Mohandass**  
Partner, KM  
Mohandass &  
Co Chartered  
Accountants.



**Krishnamurthy  
Vijayan**  
Former MD,  
JPM Asset  
Mgmt.

Non-Executive  
Independent  
Directors



**Mona Kachhwaha**  
Director – Ujjivan  
Small Finance Bank



**VG Kannan**  
Former- MD,  
SBI

Managing  
Director



**P. Balaji**  
Managing Director

# Stable Management



**P. Balaji**  
**Managing Director**

Several years of experience in financial Services including HFC



**C.T. Manoharan**  
**ED & Chief Business Officer**

Rich experience in housing finance industry across sales, channel and distribution management



**V. Krishnaswami**  
**Chief Technology Officer**

Experience in strategizing and implementing digital technology solutions, IT designs and infrastructure



**N. Srikanth**  
**Sr. Vice President - HR**

Seasoned Professional with experience in HR planning, recruitment, training, induction, employee relations and engagement



**Krishna Kishore S**  
**Associate VP - Credit**

Rich experience in areas of Credit & underwriting, Portfolio and Risk management of Mortgage products



**Vijayaraghavan Kannan**  
**Chief Risk Officer**

Experience in Audit & Assurance, Tax, Regulatory compliances and Risk management



**John Vijayan**  
**Chief Financial Officer**

Experience in Financial Services in the areas of Operations, Finance, Risk Management and Internal Audit



**Sundara Kumar V**  
**Sr. Vice President – Legal, Technical & Receivables**

Legal experience in Mortgage finance, SARFAESI and arbitration procedures in management of collections



**Naveen Kumar R**  
**Vice President – Operations & Compliance**

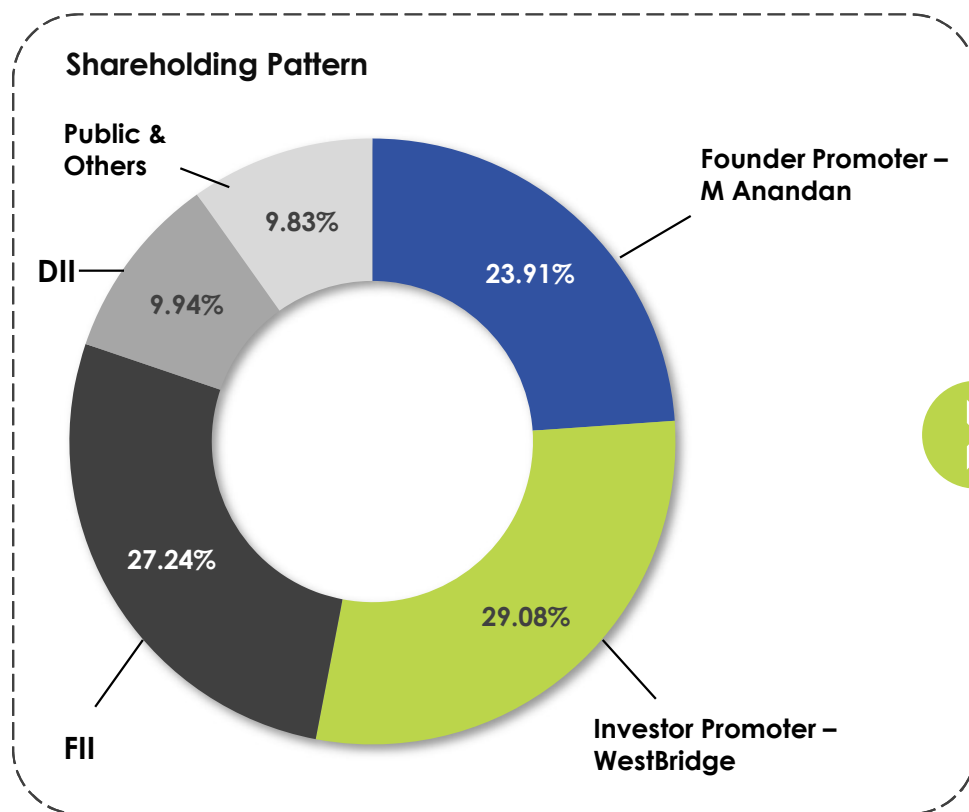
Experience in Housing Finance Industry specific to Operations, Customer Service, Portfolio analytics and LOS/LMS



**Srinivasan K**  
**Associate VP- Credit**

Rich experience in areas of Credit & Risk Management, Fraud Control and operations in retail finance

# Diversified Shareholding



## Top Institutional Shareholders - Key Investors

Investor Details	% of holding
SBI MF	9.02
Malabar	6.38
Capital Research	5.49
Ward Ferry	3.13
Aberdeen	2.94
Vanguard	1.50
East Bridge Capital	1.07
Axis MF	0.62
TATA MF	0.55

# Annexures



# Consolidated Statement of Profit and Loss(\*)

Rs in Crores

FY 24		FY 25	FY 25	FY 25	FY 24	9M FY 25
Full Year	Particulars	Q3	Q2	9M	9M	Over 9M FY 24
1,320	Interest Income	434	405	1,220	960	27%
89	Fee and Other Income	27	29	80	58	
8	Bad debts recovered	5	1	6	4	
(388)	Interest Expenses	(143)	(128)	(391)	(279)	
<b>1,029</b>	<b>NIM</b>	<b>322</b>	<b>308</b>	<b>914</b>	<b>743</b>	<b>23%</b>
(207)	Operating Expenses	(63)	(61)	(184)	(148)	24%
(29)	ECL Provisions / Write-Off's	(13)	(10)	(26)	(16)	
<b>793</b>	<b>Profit Before Tax</b>	<b>246</b>	<b>237</b>	<b>704</b>	<b>578</b>	<b>22%</b>
(181)	Prov. For Tax	(55)	(55)	(160)	(130)	
<b>612</b>	<b>Profit After Tax</b>	<b>191</b>	<b>182</b>	<b>544</b>	<b>448</b>	<b>22%</b>

(\*) – Based on Ind AS

# Consolidated Statement of Assets and Liabilities(\*)

Rs in Crores

Particulars	Dec-24	Dec-23
<b>Source of Funds</b>		
Share capital	100	100
Reserves & surplus	4,008	3,602
<b>Net worth</b>	<b>4,108</b>	<b>3,701</b>
Borrowings	6,455	4,619
Other Liabilities & Provisions	58	36
<b>Total Source of Funds</b>	<b>10,622</b>	<b>8,357</b>
<b>Application of Funds</b>		
Loan Assets	10,072	7,929
Fixed Assets	8	6
Liquid Assets -Bank FD's /MF's etc	422	351
Other Assets	120	71
<b>Total Application of Funds</b>	<b>10,622</b>	<b>8,357</b>

(\*) – Based on Ind AS

## RoA Tree (based on Avg Loan Book)

Particulars	FY 25 9M	FY 24 9M
Revenue from Operations	17.85%	17.78%
Other Income	0.62%	0.62%
<b>Total Revenue</b>	<b>18.47%</b>	<b>18.40%</b>
Interest Expenses	(5.53%)	(5.03%)
<b>NIM</b>	<b>12.94%</b>	<b>13.37%</b>
ECL Provisions / Write-Off's	(0.37%)	(0.29%)
Operating Expenses	(2.61%)	(2.67%)
<b>Profit Before Tax - RoA</b>	<b>9.96%</b>	<b>10.41%</b>
<b>Profit After Tax - RoA *</b>	<b>7.70%</b>	<b>8.06%</b>
<b>Profit After Tax – RoE #</b>	<b>18.54%</b>	<b>17.10%</b>

(\*) – Ratio on Avg. Loan Book;  
# Ratio on Avg. Networth



# THANK YOU



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