

MCSL/SEC/24-25/402

February 04, 2025

#### **BSE Limited**

Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 **Scrip Code - 511766** Scrip Code (Debenture and CP) - 974915, 974550, 974552, 975282, 975513, 975662, 975739, 975982, 976006, 976146, 976157, 976183, 976213, 976233, 976363, 727790, 728001, 728024, 728115, 728509 and 728543

#### National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 **Trading Symbol - MUTHOOTCAP** 

#### Sub: Investor Presentation for Quarter ended December 31, 2024

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made to investors for the quarter ended December 31, 2024.

Kindly take the same on your information and records.

Thanking You,

Yours Faithfully,

#### **For Muthoot Capital Services Limited**

Srikanth G Menon Company Secretary and Compliance Officer Membership Number: FCS11743

Encl: As above





Q3 FY 25
FINANCE PRESENTATION
04 February 2025



# **Muthoot Capital Services Limited**







**Muthoot Capital** 

Services Ltd.,
promoted by the
Muthoot Pappachan
Group, is a NonBanking Finance
Company (NBFC)
registered with the
Reserve Bank

of India.

Its equity shares are listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange of India (NSE).



Established in 1994, it is recognized as one of India's most progressive automobile finance companies.







#### **Our Mission**

To provide timely small credit to millions of ordinary people, and also provide them with simple options to save their hard earnings.



#### **Our Vision**

To be the most trusted financial service provider, at the doorstep of the common man, satisfying him immediately with easy and simple products.

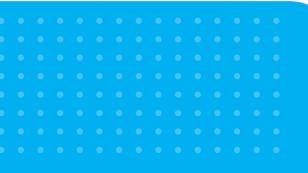


#### **Our Values**

We will do everything to gain and maintain the Trust of all the stakeholders and will not do anything to lose their trust.

# **MCSL Products**





#### Retail Loans



Two-Wheeler loans



**CV** loans



**Used Car loans** 



**Loyalty loans** 

#### **Other products**



**Fixed Deposit** 

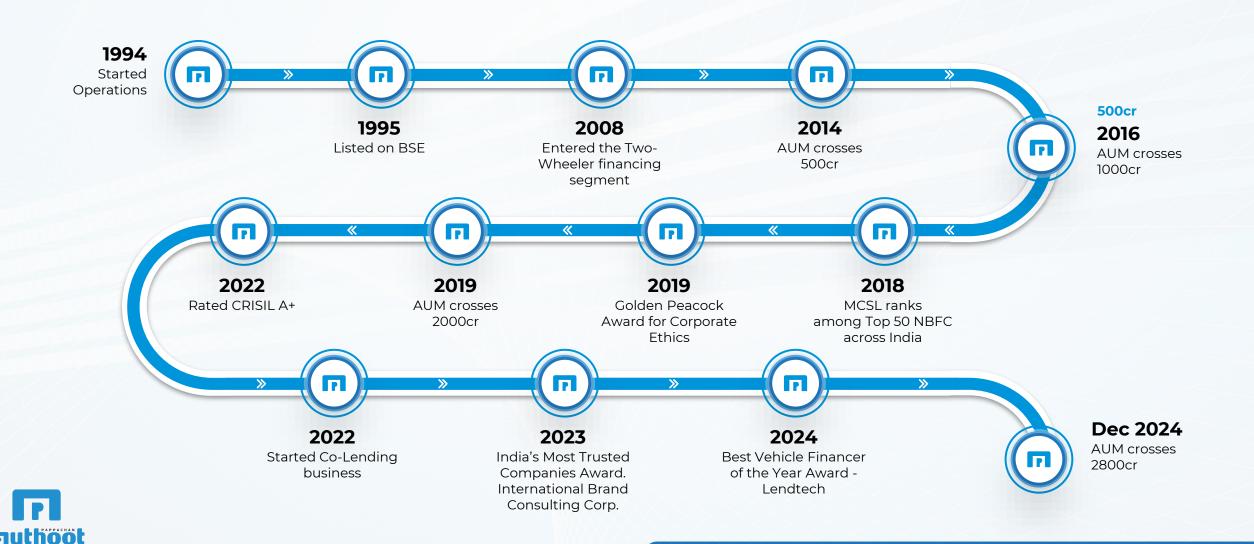


**Corporate loans** 

# **30 Year Journey**

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# **BLUE WHEEL**

**FINANCIAL RESULTS Q3 FY 25** 



AUM 2833 Cr Y-o-Y 46%



DEBT EQUITY RATIO
3.94 x



GNPA 4.73% Y-o-Y 56%



Disbursement 846 Cr Y-o-Y 77%



**CRAR 23.17**%



NNPA 2.22% (PCR 60%)



PBT 17.29 Cr



# **Operational Highlights**





**AUM** 

9M FY 25: ₹ 2833 Cr



**Balance sheet Size** 

9M FY 25: ₹ 3,282 Cr



**Total Borrowings as on** 

9M FY 25: ₹ 2566 Cr



**Disbursement** 

Q3 FY 25: ₹ 846 Cr

PBT **Q3 : 17.29 Cr** 

Borrowing Cost 9.94%

EPS **Q3: ₹7.63** 

Shareholders Fund **652.12 Cr** 

No of Live Customers 5,06,441 Yield **20.62%** 

New Customers **Q3:1,00,198** 

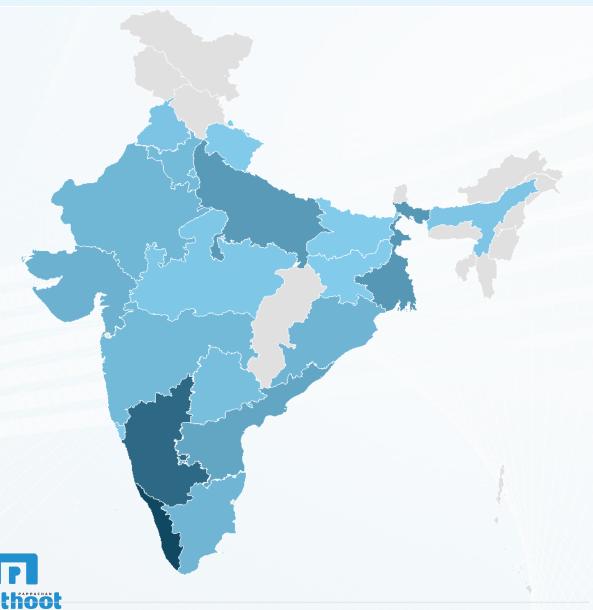


CRISIL Rating
Rated "A+" Stable

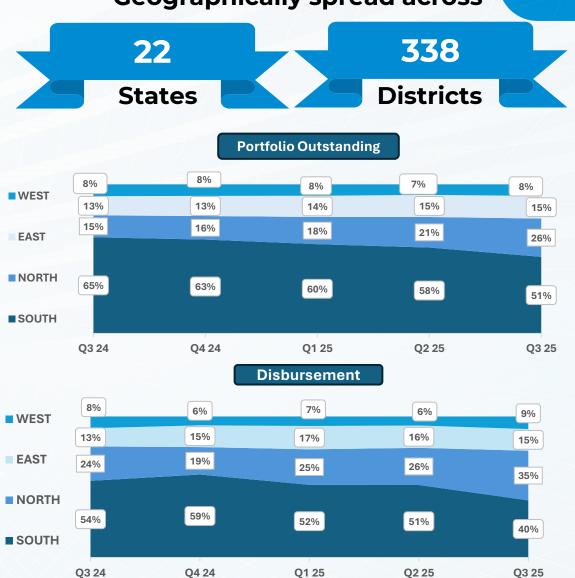


# **Strong Geographical Presence**





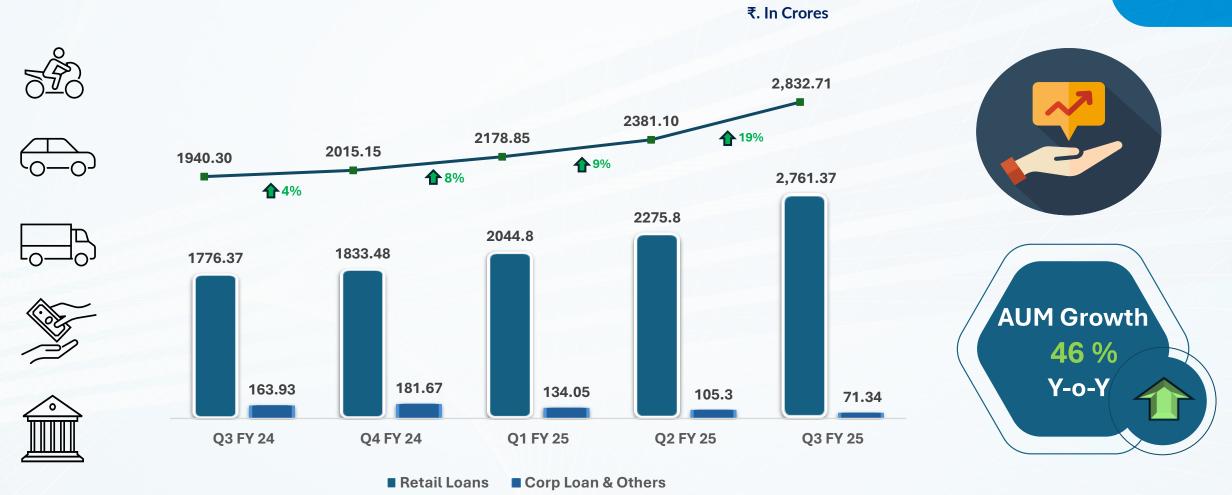
#### Geographically spread across



Blue is Belief

#### **AUM Growth - Retail and Other Loans**







### **Product wise Portfolio**









Product	Q-o-Q	Y-o-Y
TW	20%▲	49% ▲
Corp Loan & Others	32%▼	56%▼
4W	45% ▲	313%▲
3W	15%▼	100% ▲
LL& PL	69% ▲	316% ▲
cv	272% 🛕	100% ▲



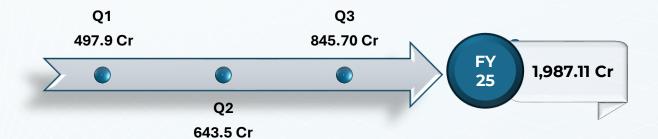
### **Product wise Disbursements**







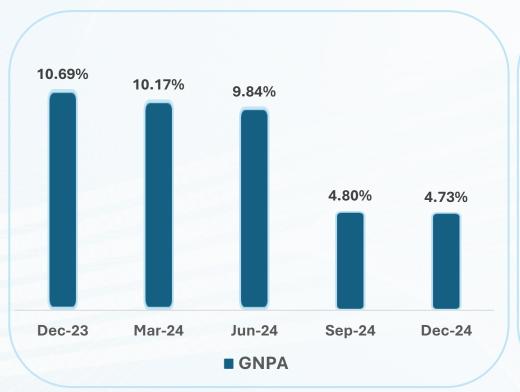




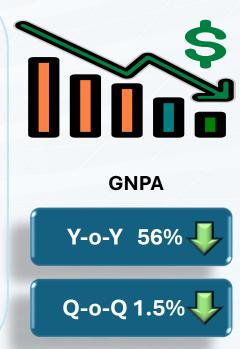


#### **GNPA & NNPA**











# **Credit Ratings**



**Bank Lines** 

CRISIL Rating
A+/ Stable

**Non-Convertible Debentures** 



**Fixed Deposits** 



Principal Protected Market Linked Debenture



**Commercial Paper** 





# **Financial Performance – FY 24-25**



Parameters	Q3 FY 25	Q2 FY 25	Q-o-Q
Disbursement	845.70	643.50	31%
Asset Under Management - AUM	2,832.71	2,381.10	19%
Interest Income	125.68	108.65	16%
Net Interest Income - NII	64.17	57.93	11%
Operating Expense - OPEX	45.74	41.10	11%
Loan Losses and Provisions	1.60	(3.64)	144%
Profit Before Tax- PBT	17.29	21.62	-20%
Profit After Tax- PAT	12.69	16.27	-22%
Return On Asset - ROA	1.97%	2.91%	-33%
Return On Equity - ROE	7.86%	10.31%	-24%
Capital Adequacy Ratio - CRAR	23.17%	26.90%	
Gross NPA - GNPA	4.73%	4.80%	
Net NPA - NNPA	2.22%	1.62%	







Mar-24	Particulars	Dec-23	Dec-24
	Sources of Funds		
16.45	Share Capital	16.45	16.45
595.30	Reserves & Surplus	584.24	635.67
1,681.73	Borrowings	1,754.86	2,566.17
20.68	Other Liabilities and Provision	44.17	63.84
2,314.16	Total	2,399.72	3,282.13
	Application of Funds		
1,855.04	Loan Assets	1,774.30	2,764.88
107.35	Investments	118.94	112.33
6.02	Fixed Assets	4.90	6.39
247.60	Cash & Bank Balance	396.42	291.84
98.15	Other Assets	105.16	106.69
2,314.16	Total	2,399.72	3,282.13



# **Profit & Loss Statement**

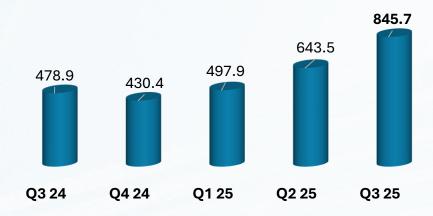


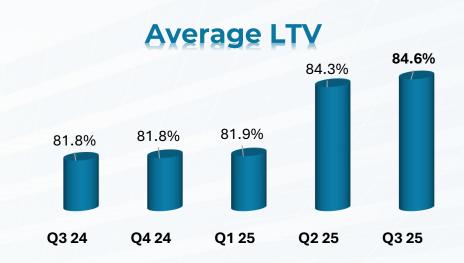
FY 24	Doutioulous	Quarter	Ended	Period	Ended
F1 24	Particulars Particulars	Sep 24	Dec 24	Dec 23	Dec 24
	Revenue From Operations				
368.82	Interest Income	102.33	119.83	278.98	316.40
0.03	Dividend Income	<u>-</u>	-	0.03	0.04
27.25	Fees and Charges Income	6.08	5.68	19.98	17.26
1.59	Other Operating Income	0.24	0.17	1.43	0.64
0.71	Net gain on Fair Value Changes	<u> </u>	-	0.65	-
398.40	Total Revenue From Operations	108.65	125.68	301.07	334.34
3.01	Other Income	1.14	0.46	2.81	1.78
401.41	Total Income	109.79	126.14	303.88	336.12
	Expenses				
167.56	Finance Cost	50.72	61.51	125.14	155.94
157.83	Operational Expenses	41.09	45.74	117.88	123.94
7.52	Impairment	-3.64	1.60	7.05	2.81
332.91	Total Expenses	88.17	108.85	250.07	282.69
68.50	РВТ	21.62	17.29	53.81	53.43
95.85	Exceptional Items		-	95.85	-
122.49	PAT	15.97	12.69	110.97	40.37





### **Disbursements (in ₹ Cr)**





### AUM (in ₹ Cr)



### Net Worth (in ₹ Cr)



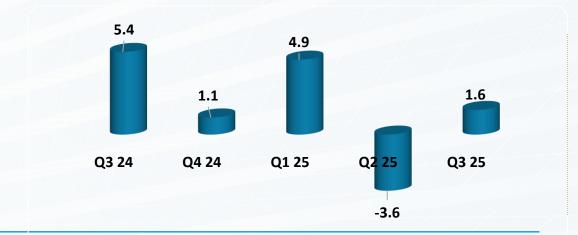




### **Capital Adequacy Ratio (%)**



### Loan Loss Provision & Write-Offs (in ₹ Cr)



### Profit after Tax (in ₹ Cr)

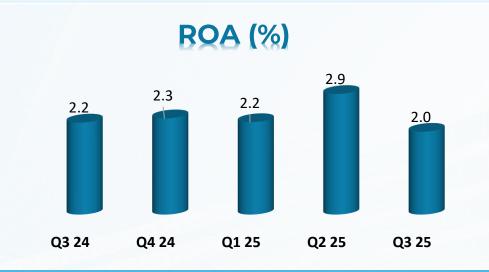


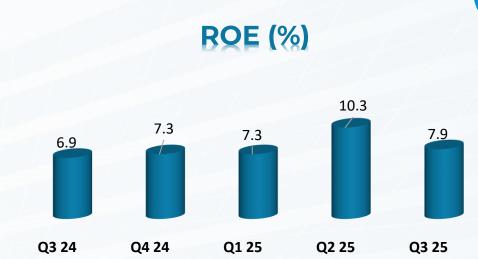
# **Debt Equity Ratio**



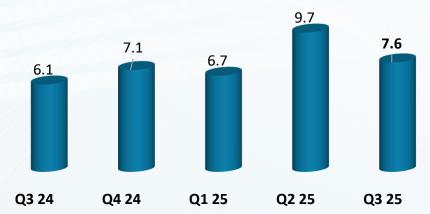




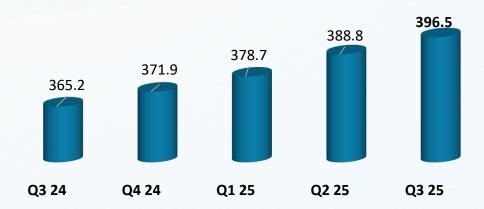




# **Earnings per Share (in ₹)**



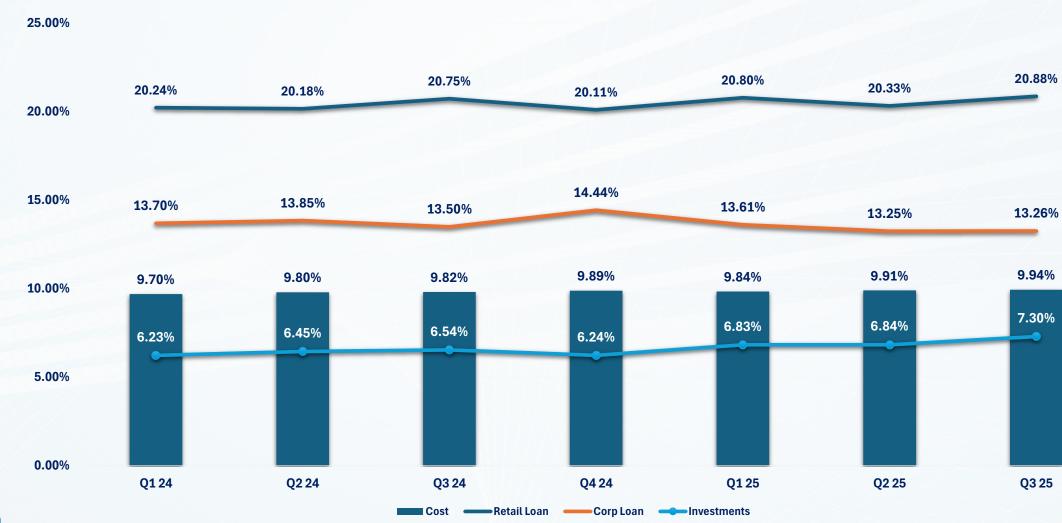
### **Book Value Per Share (in ₹)**





# **Analysis of Cost & Yield**





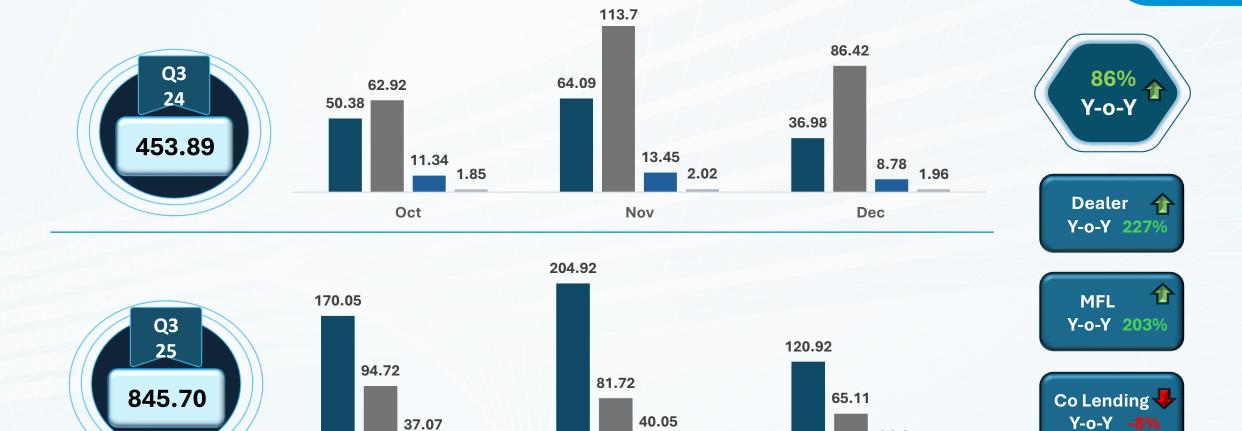


# Disbursement Retail Loans Q3 FY 24 & Q3 FY 25

1.03

Oct





2.12

Nov

■ Co Lending
■ MFL Branch

24.6

Dec

Others

3.38



# Disbursement Retail Loans Q2 FY 25 & Q3 FY 25















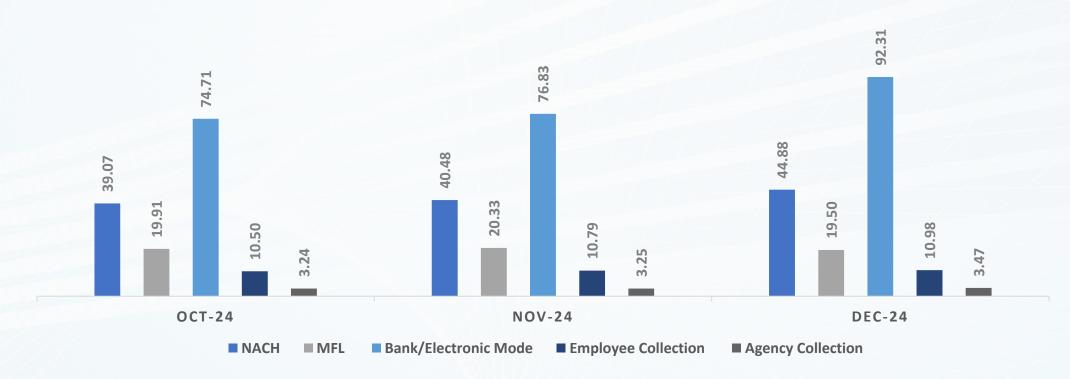


# Collections - Q3 FY25





### **Sources of Collections**

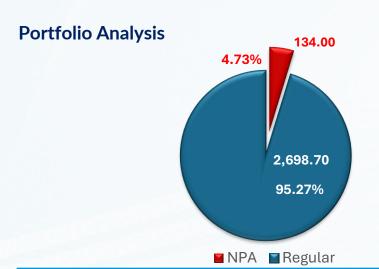


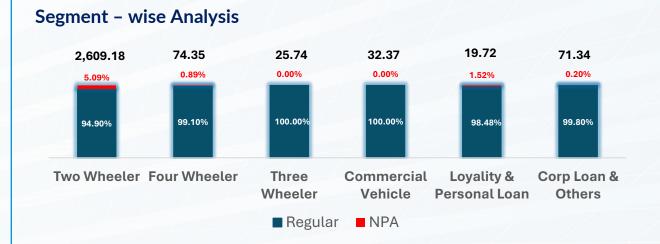


# **Portfolio Analysis**



₹. In Crores

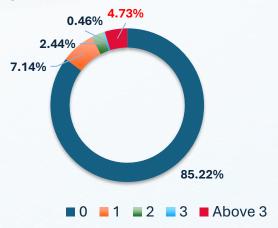




#### **Source - wise Analysis**



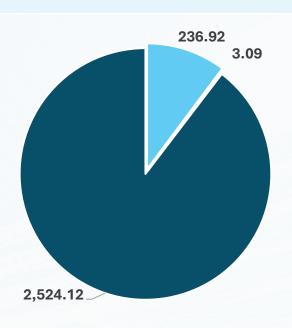
#### **Bucket - wise Analysis**





# **Securitization Details as on 31st Dec 24**





■ Securitized (part of own book) ■ Direct Assignment ■ Own Portfolio

Transaction Type	No of Transactions	AUM
Securitized PTC (part of own book)	7	236.92
Direct Assignment	7	3.09
Own Portfolio excl securitized		2,524.12
Total Portfolio		2,764.13



Transaction Type	AUM
Off Book	2.77
On Book	2,761.36
Total Portfolio	2,764.13



# **Partnerships**





wheels emi 356.97 Cr (39%)







**ev.fin**BY GREAVES
143.12Cr
(16%)



#### **Business Correspondents**









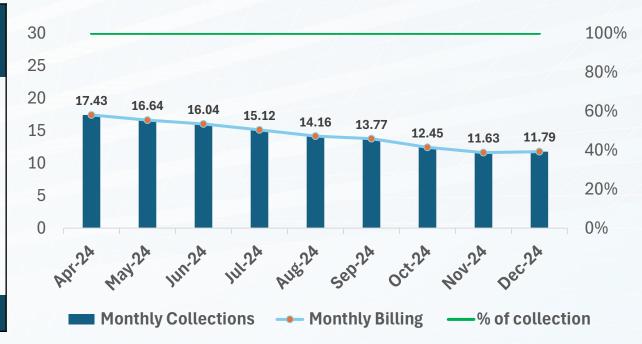
# **Corporate Loans**



#### CORPORATE LOAN MOVEMENT

Particulars	Nos	Balance
Balance as on 30.09.2024	34	105.26
Add: Addition during Q3	0	0.00
	34	105.26
Less: Loans closed	5	1.12
Less: Amount collected		32.84
Less: Written off	0	0
Balance as on 31.12.2024	29	71.30

# Monthly Collection Performance Monitoring - Corp Loan





### **Stage Wise AUM and ECL Summary**



₹. In Crores

Stage		AUM	Interest Accrual	Closing Asset	Provision	Net Asset
Stage 1A	Α	2,582.71	33.78	2,616.50	17.52	2,598.96
Stage 1B	В	0.69	0.01	0.71	0.42	0.29
Total Stage 1	С	2,583.40	33.79	2,617.20	17.94	2,599.26
Stage 2A	D	81.26	0.96	82.21	6.56	75.65
Stage 2B	Е	13.98	0.59	14.57	8.39	6.18
Total Stage 2	F	95.24	1.54	96.78	14.95	81.83
Total Stage 3	G	106.12	12.61	118.73	63.86	54.87
Total	C+F+G	2,784.76	47.94	2,832.71	96.75	2,735.95
NPA as per RBI	B+E+G	120.79	13.21	134.00	72.66	61.34

Addition of Stage 1B, Stage 2B and Stage 3 will be the GNPA% and NNPA % as per RBI norms with INDAS values.

#### Asset Classification:

STAGE\_1A: Assets (i) which had never touched NPA and (ii) which had been an NPA in the past but had been normalized and currently in the 0-30 days - Hence no more an NPA as per RBI norms

STAGE\_1B: Assets which had been an NPA in the past but yet to be fully normalized though it has moved to stage 1 currently - Hence an NPA as per current RBI norms

STAGE\_2A: Assets (i) which had never touched NPA and (ii) which had been an NPA in the past but had been normalized post that and now in 31-90 days DPD - Hence no more an NPA as per RBI norms

STAGE\_2B: Assets which had been an NPA in the past but yet to be fully normalized though it has moved to stage 2 currently - Hence an NPA as per current RBI norms

STAGE\_3: Assets which continues to be a NPA as on the closing date - Hence an NPA as per current RBI norms



# **Stage 3 Assets - Product wise**



	Closing Asset	Stage 3 POS	Stage 3 Accrued Interest	Gross Stage 3 Asset	Stage 3 Asset %	ECL Provision	Provision Coverage	Net Stage 3
Dec-24	2,832.71	120.80	13.20	134.00	4.73%	72.66	60%	61.34
Two Wheeler	2,609.18	119.75	13.15	132.90	5.09%	71.98	60%	60.92
Used Four Wheeler	74.35	0.62	0.04	0.66	0.89%	0.37	60%	0.29
Loyalty and Personal Loan	19.73	0.29	0.01	0.30	1.52%	0.17	60%	0.13
Corp Loan and Others	71.34	0.14	-	0.14	0.20%	0.14	100%	-
Three Wheeler	25.74	-	-		<del>-</del>	<del>/ -</del>	<u> </u>	-/
Commercial Vehicle	32.37	_	-	<del>-1 / /</del>	_/_/	-		-
Sep-24	2,381.10	102.71	11.76	114.47	4.80%	77.07	<b>75</b> %	37.39
Two Wheeler	2,173.86	102.11	11.73	113.84	5.24%	76.58	75%	37.25
Used Four Wheeler	51.29	0.26	0.02	0.28	0.55%	0.20	75%	0.08
Loyalty and Personal Loan	11.68	0.20	0.01	0.21	1.80%	0.15	75%	0.06
Corp Loan and Others	105.30	0.14	-	0.14	0.13%	0.14	100%	~ <u>-</u>
Three Wheeler	30.27	- 1	-	7775 <del>-</del>	/-/-	/-/	<del>-</del>	
Commercial Vehicle	8.70	-			<u> </u>	_	<u> </u>	



# **Asset Quality Updates**

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Parameters	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
Gross NPAs - Opening POS	190.97	191.39	188.47	193.16	102.58
Add: Additions	25.69	20.38	21.84	19.47	28.75
Less: Reductions			1	1	7
Normalized and Closed during the Quarter	11.70	10.33	6.43	6.23	3.67
Repossessed vehicles sold during the Quarter	5.95	5.39	4.22	4.58	3.03
Amount collected during the Quarter	7.62	7.58	6.50	3.64	3.98
Transfer of Loans to ARC	-	1 + -	7 / -/	95.60	-
Gross NPAs - Closing POS	191.39	188.47	193.16	102.58	120.65
Accrued Interest in NPAs	15.97	16.57	21.16	11.76	13.21
Gross NPAs - Closing	207.36	205.04	214.32	114.34	133.86
GNPA %	10.69%	10.17%	9.84%	4.80%	4.73%
Net NPA	63.78	63.67	69.45	37.39	61.34
Net NPA %	3.55%	3.40%	3.41%	1.62%	2.22%
Provision Coverage Ratio S3	75%	75%	75%	75%	60%



# **Expected Credit Loss (ECL) Vs IRACP**



Particulars	AUM	ECL Provision	IRACP Provision	Excess /(Deficit)	ECL%	IRACP %
Performing Assets						
S1 and S2 Hypothecation Loans	2,627.78	23.75	10.51	13.24	0.90%	0.40%
S1 and S2 other loans	70.93	0.34	0.28	0.06	0.48%	0.40%
Non-Performing Assets						
S3 loans	120.79	72.66	44.51	28.15	60.2%	36.85%
Accrued Interest on NPA Accounts	13.21	-		<del>-/-</del> /-	/ -/	
Total	2,832.71	96.75	55.30	41.45	3.42%	1.95%



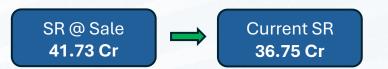
#### **ARC & Investment in SRs**

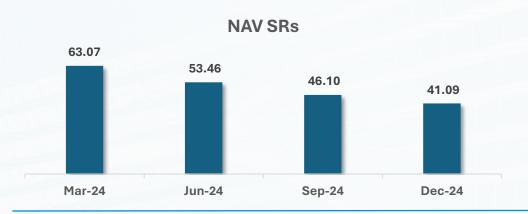


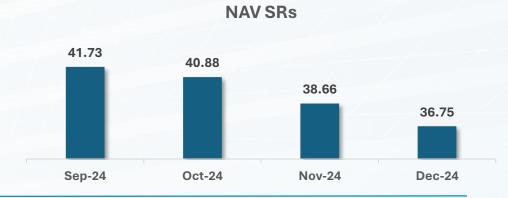




#### PARAS ARC (Sep 2024)











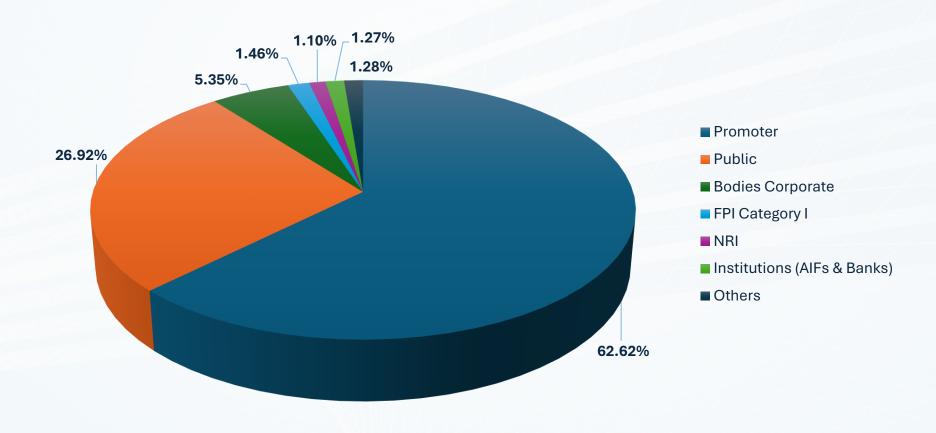
**Monthly Collections** 





# **Shareholding Pattern (As on Q3 FY25)**







# **Banking Partners**





SBM bank



















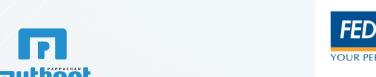












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# **NBFCs & Marquee Partners**





Morgan Stanley India



Sundaram Finance



Noel Tata & Neville Tata



**Ambit Capital** 





**LEX** Indian Energy Exchange



Vivriti Capital



NORTHERN Northern Arc



Oxyzo Financial Services



🍀 equirus Equirus Capital



Tipsons



Finova Capital



**IKF Finance Limited** 



P POONAWALLA Poonawalla Fincorp Ltd



Guarantco



Arman Financial Services



() IDBI Capital Markets



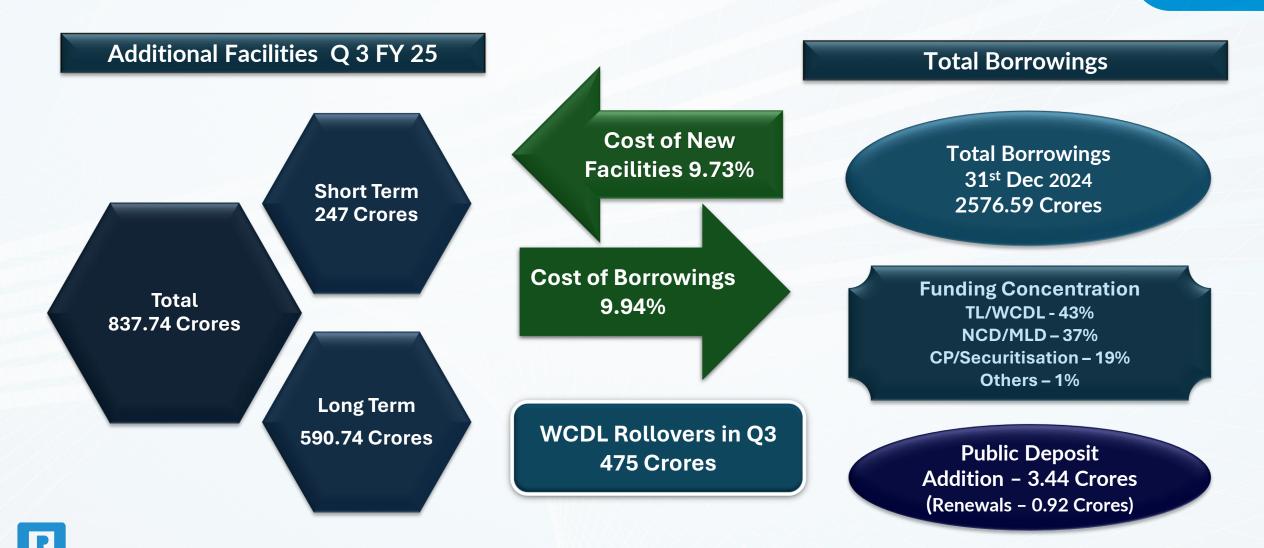
SHRIBAM Shriram Finance



# **Sources of Borrowing**

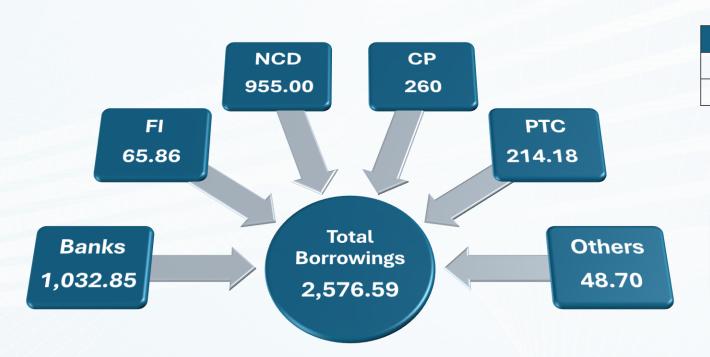
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# **Borrowing Profile**





#### **New Banking Partners added in Q3 25**

Bank	Туре	Amount
Utkarsh Small Finance Bank	WCTL	40.00
State Bank of Mauritius	WCTL	25.00

#### **Financing Partners**

Banks - 19

**Financial Institutions - 9** 

Others - 2



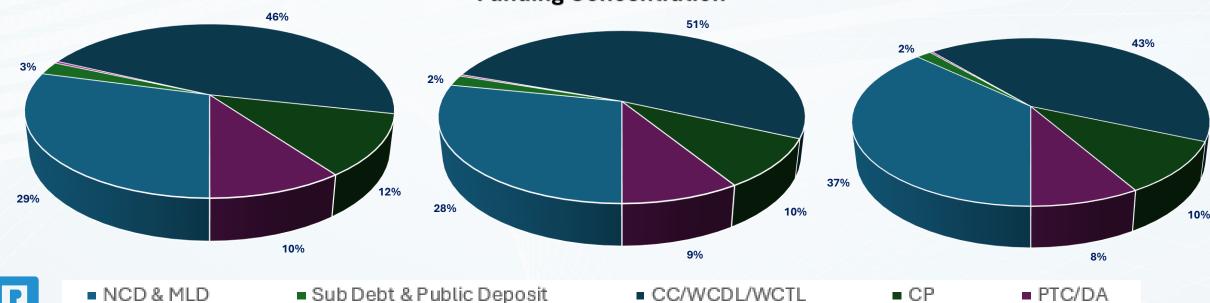
# **Borrowing Profile**



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•	In (	ro	res
<b>\.</b>		$c_{0}$	103

Borrowings	Mar-24		Sep-24		Dec -24	
	O/S	Rate	O/S	Rate	O/S	Rate
NCD & MLD	504.00	10.15%	604.00	9.95%	955.00	9.94%
PUBLIC DEPOSIT	41.97	8.43%	42.37	8.21%	41.91	8.21%
LFD	6.90	10.85%	6.78	10.85%	6.78	10.85%
CC/WCDL/WCTL	799.98	10.05%	1,098.03	10.18%	1,098.71	10.20%
СР	198.50	9.03%	200.00	9.37%	260.00	9.75%
PTC/DA	172.52	9.02%	189.45	9.17%	214.18	9.17%
Total	1,723.87	9.84%	2,140.63	9.91%	2,576.59	9.94%

#### **Funding Concentration**





■ Sub Debt & Public Deposit

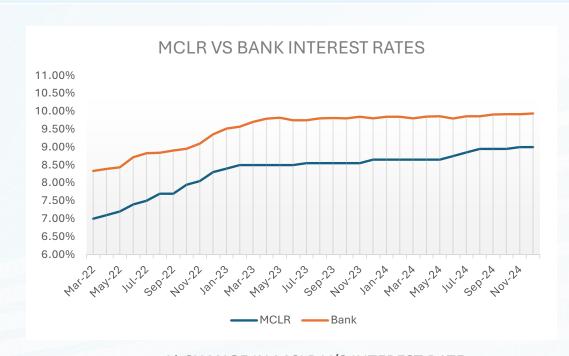
CC/WCDL/WCTL

CP

■ PTC/DA

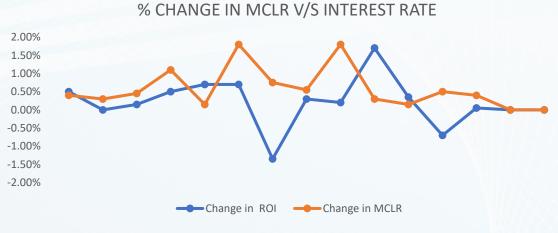
# Impact of MCLR Changes in WCDL Interest Rates



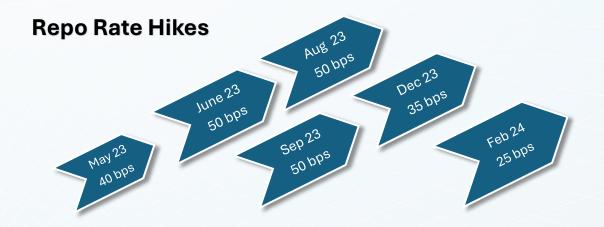




Average	Mar-24	Dec- 24		
Average Interest Rate	9.80%	9.94%		
Average MCLR Rate	8.65%	9.00%		



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#### **PUBLIC DEPOSITS**

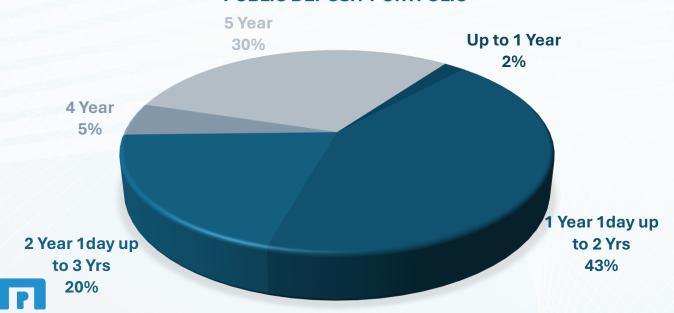
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#### **PUBLIC DEPOSITS BALANCE OUTSTANDING**

Tenure	Balance as on 31.12.2024
Up to 1 Year	72,67,000.00
1 Year 1day up to 2 Yrs	16,96,77,000.00
2 Year 1day up to 3 Yrs	8,07,87,000.00
4 Year	2,07,78,000.00
5 Year	12,04,04,000.00
Total	39,89,13,000.00

#### **PUBLIC DEPOSIT PORTFOLIO**



Q3 New Deposits 3.44 Crs

Q3
Deposits Renewed
9.23 Crs

Q3
Deposits Collection
4.37 Crs

# Structural Liquidity as on 31/12/2024





	1-7 days	8-14 days	15 days-1 month	1-2 months	2-3 months	3-6 months	6-12 months
Cumulative Mismatch	238.84	271.26	301.16	339.30	301.46	496.00	859.97
Cumulative Mismatch as % of Total Cumulative Outflows	374.84%	132.29%	84.39%	63.71%	36.92%	43.14%	52.71%

- A detailed ALM and Structural Liquidity statement as required by RBI prepared and submitted to RBI.
- Loans in the form on CC/WCDL get renewed and hence considered as 'inflow' and 'outflow' in the same period; As of 31.12.2024 there was "Bank Balance" of ₹ 232.35 Cr to meet any requirement.
- While the overall conditions prevailing has not been conducive for raising funds, there is a steady flow of funds through different modes.



# **Liquidity Position For Q4 25**



Particulars	Jan-25	Feb-25	Mar-25	Q4 FY 2025
Opening Balance	204.77	190.45	232.54	204.77
Inflows				
New Borrowings	180.29	250.00	350.00	780.29
WCDL/CC Rollover	60.00	100.00	65.00	225.00
EMI Repayments incl. sold portfolio	182.11	180.57	180.77	543.45
Other receipts	12.34	5.00	5.00	22.34
Total Inflows	434.74	535.57	600.77	1571.08
Opening Balance+ Inflow	639.51	726.02	833.31	1775.85
Outflows				
Repayment of Term Loans (Principal)/FD's& Sub debt/CP/NCD/ICD/MLD	90.73	77.44	177.54	345.71
Repayment of WCDL/DP Reduction	60.00	100.00	65.00	225.00
Securitization /DA collection payable	23.53	23.63	23.64	70.80
Interest on borrowings	15.44	13.21	13.71	42.36
Operational expenses	25.53	24.00	24.30	73.83
Statutory dues payable	2.24	2.70	5.70	10.64
Monthly Disbursement	231.59	252.50	302.50	786.59
Total Outflows	449.06	493.48	612.39	1554.93
Cumulative closing balance	190.45	232.54	220.92	220.92



#### **Great Place to work**





We have received Great Place to Work certification in October 2024.







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