



Muthoot Finance Limited

Registered Office :
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August 13, 2024

Ref: SEC/MFL/SE/2024/5824

National Stock Exchange of India Ltd.
Exchange Plaza
Plot No. C/1, G Block, Bandra - Kurla
Complex, Bandra (E), Mumbai - 400 051
Symbol: MUTHOOTFIN

**Department of Corporate Services
BSE Limited**
P.J. Tower, Dalal Street
Mumbai - 400 001
Scrip Code: 533398

NSE IFSC Limited (NSE IX)
Unit 1201, Brigade, International
Financial Center, 12th Floor, Building No.
14-A, GIFT SEZ Gandhinagar,
Gujarat 382 355

Dear Sir/Madam,

Re: Investor Presentation: Quarter ended June 30, 2024

We herewith enclose a copy of the investor presentation for the quarter ended June 30, 2024

Thank You,

For **Muthoot Finance Limited**

Rajesh A
Company Secretary
ICSI Membership No. FCS 7106



Muthoot Finance



Financial Results Q1 FY 2025
June 2024

SAFE HARBOUR STATEMENT

This presentation may include statements, which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The company cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

The company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise. While every effort is made to ensure that this presentation conforms with all applicable legal requirements, the company does not warrant that it is complete, comprehensive or accurate, or commit to its being updated. No part of the information provided herein is to be construed as a solicitation to make any financial investment and is provided for information only.

Any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. In no event shall the company be liable for any damages whatsoever, whether direct, incidental, indirect, consequential or special damages of any kind or including, without limitation, those resulting from loss of profit, loss of contracts, goodwill, data, information, income, expected savings or business relationships arising out of or in connection with the use of this presentation.

Diversified business of the Group

	Primary Business	Shareholding of holding company (%)
Muthoot Finance Limited	Gold Loans	Holding Company
Muthoot Homefin (India) Limited	Affordable Housing Finance	100.00
Belstar Microfinance Limited	Microfinance	66.13
Muthoot Money Limited	Vehicle Finance	100.00
Asia Asset Finance PLC	Listed Diversified NBFC in Sri Lanka	72.92
Muthoot Insurance Brokers Private Limited	Insurance Broking	100.00
Muthoot Asset Management Private Limited	-	100.00
Muthoot Trustee Private Limited	-	100.00



Muthoot Finance

2024 HAS STARTED ON A 'REWARDING NOTE'



**Times Business
Award 2024**



Muthoot Finance

PERFORMANCE HIGHLIGHTS Q1 FY25



Highest Ever Consolidated Loan AUM:
28% YoY increase at ₹ 98,048 Crores



Highest Ever Standalone Loan AUM:
25% YoY increase at ₹ 84,324 Crores



Highest Ever Consolidated Profit After Tax in any Quarter:
14% YoY increase at ₹ 1,196 Crores



Highest Ever Standalone Profit After Tax in any Quarter:
11% YoY increase at ₹ 1,079 Crores



Highest Ever Gold Loan Disbursement in any Quarter: ₹ 73,648 Crores



Highest Ever Gold Loan Disbursement to New Customers in any Quarter:
₹ 5,651 Crores



Highest Ever increase in Gold Loan AUM:
23% YoY increase of ₹ 14,883 Crores





Muthoot Finance

CONSOLIDATED LOAN AUM



HIGHEST EVER CONSOLIDATED LOAN AUM
28% YoY INCREASE AT

₹ 98,048 Crores





Muthoot Finance

STANDALONE LOAN AUM



AS ON JUNE 30,
2024
₹ 84,324 Crores

**HIGHEST EVER STANDALONE LOAN AUM
25% YoY INCREASE AT**

₹ 84,324 Crores



AS ON JUNE 30,
2023
₹ 67,639 Crores





Muthoot Finance

CONSOLIDATED PROFIT AFTER TAX



**HIGHEST EVER CONSOLIDATED PROFIT
AFTER TAX IN ANY QUARTER**

14% YoY INCREASE AT

₹ 1,196 Crores





Muthoot Finance

STANDALONE PROFIT AFTER TAX



HIGHEST EVER STANDALONE PROFIT
AFTER TAX IN ANY QUARTER
11% YoY INCREASE AT

₹ 1,079 Crores





Muthoot Finance

GROSS GOLD LOAN ADVANCE



IN Q1 FY25
₹ 73,648 Crore

**HIGHEST EVER GOLD LOAN
DISBURSEMENT IN ANY QUARTER**

₹ 73,648 Crores





Muthoot Finance

GOLD LOAN ADVANCE TO NEW CUSTOMERS



IN Q1 FY25
₹ 5,651 Crore

**HIGHEST EVER GOLD LOAN DISBURSEMENT TO
NEW CUSTOMERS IN ANY QUARTER**

₹ 5,651 Crores





Muthoot Finance

GOLD LOAN AUM

HIGHEST EVER INCREASE IN GOLD LOAN AUM

23% YOY INCREASE OF

₹ 14,883 Crores

**AS ON JUNE 30,
2024
₹ 80,922 Crores**



**AS ON JUNE 30,
2023
₹ 66,039 Crores**



Snapshot of performance

	Q1 FY 2025	Q1 FY 2024	FY 2024	YoY (%)
Group Branch Network (Nos)	6,759	5,897	6,541	15
Consolidated Loan Assets Under Management* of the Group (₹ in million)	980,478	767,987	890,786	28
Consolidated Profit after tax of the Group (₹ in million)	11,957	10,447	44,676	14
Contribution in the Consolidated Loan Assets Under Management* of the Group				
Muthoot Finance (%)	85	88	85	
Subsidiaries (%)	15	12	15	
Contribution in the Consolidated Profit after tax of the Group				
Muthoot Finance (%)	90	93	90	
Subsidiaries (%)	10	7	10	

*Principal amount of Loan assets

Loan Assets Under Management* of the Group

(₹ in millions)

	Jun-24	Mar-24	Jun-23	YoY (%)
Muthoot Finance Limited	843,238	758,270	676,385	25
Muthoot Homefin (India) Limited	21,986	20,353	15,007	47
Belstar Microfinance Limited	99,519	100,232	70,082	42
Muthoot Money Limited	16,574	11,227	4,961	234
Asia Asset Finance PLC	6,362	5,705	5,352	19
Less: Intra-Group Loan Assets	7,200	5,000	3,800	89
Total	980,478	890,786	767,987	28

*Principal amount of Loan assets

Standalone Profit of Group Companies

(₹ in millions)

	Q1 FY 2025	Q1 FY 2024	YoY (%)	FY 2024
Muthoot Finance Limited	10,787	9,751	11	40,497
Muthoot Homefin (India) Limited	77	47	64	185
Muthoot Insurance Brokers Private Limited	157	102	54	418
Belstar Microfinance Limited	898	517	74	3,399
Muthoot Money Limited	(12)	(0.57)	-	46
Asia Asset Finance PLC	32	15	113	90
Muthoot Asset Management Private Limited	18	15	20	65
Muthoot Trustee Private Limited	0.13	0.13	-	0.54

**Consolidated Statement of Assets and Liabilities**

(₹ in millions)

Particulars	Jun-24	Mar-24	Jun-23
ASSETS			
Financial assets			
Cash and cash equivalents	53,549	60,373	42,930
Bank Balance other than above	1,993	2,347	4,432
Derivative Financial Instruments	-	-	-
Trade Receivables	175	178	85
Loans	969,013	881,872	758,097
Investments	6,145	7,125	6,008
Other Financial Assets	4,302	4,147	3,616
Non-Financial Assets			
Current Tax Assets(Net)	497	725	388
Deferred Tax Assets(Net)	1,452	976	701
Investment Property	89	91	87
Property ,Plant and Equipment	4,291	4,255	3,323
Right to use Asset	101	111	147
Capitla Work- In- Progress	963	883	758
Goodwill	300	300	300
Other Intangible Assets	56	58	61
Intangible assets under development	-	4	-
Other Non Financial Assets	1,575	1,254	999
Total- Assets	1,044,502	964,699	821,932

**Consolidated Statement of Assets and Liabilities**

(₹ in millions)

Particulars	Jun-24	Mar-24	Jun-23
LIABILITIES			
Financial Liabilities			
Derivative Financial Instruments	765	139	1,749
Trade Payables	1,552	1,380	1,165
Other Payables	1,080	1,281	795
Debt Securities	194,336	174,762	135,621
Borrowings(other than Debt securities)	555,788	500,520	433,233
Deposits	4,751	4,018	3,775
Subordinated Liabilities	3,312	3,310	3,540
Lease Liability	116	126	161
Other Financial Liabilities	15,207	16,028	11,496
Non-Financial Liabilities			
Current Tax Liabilities(net)	2,759	552	2,343
Provisions	3,823	3,733	3,858
Deferred Tax Liabilities(net)	175	168	138
Other Non-Financial Liabilities	1,864	1,142	628
EQUITY			
Equity attributable to equity owners of the company	252,590	251,072	218,318
Non-Controlling Interest	6,384	6,468	5,112
Total Liabilities and Equity	1,044,502	964,699	821,932



Consolidated Financial Results

(₹ in millions)

Particulars	Q1 FY 2025	Q1 FY 2024	YoY (%)	FY 2024
Income				
Interest Income	43,483	33,784	29	145,457
Service Charges	759	348	118	2,659
Sale of Services	20	25	(20)	89
Other Income	186	370	(50)	1,011
Income other than above	476	560	(15)	2,411
Total Income	44,924	35,087	28	151,627
Expenses				
Finance Cost	15,945	12,359	29	54,301
Impairment of Financial Instruments	3,746	1,586	136	5,538
Employee Benefit Expenses	5,176	4,273	21	18,282
Depreciation, Amortisation and Impairment	258	192	35	921
Other Expenses	3,342	2,609	28	12,620
Total Expenses	28,467	21,019	35	91,662
Profit before tax	16,457	14,068	17	59,965
Tax expense	4,500	3,621	24	15,289
Profit after Tax	11,957	10,447	14	44,676
Earnings per share –Basic (₹)	28.99	25.46	14	107.72
Earnings per share –Diluted (₹)	28.99	25.46	14	107.71



MUTHOOT FINANCE: DRIVING INCLUSIVE GROWTH

- India's largest gold financing company (by loan portfolio)
- Trusted pan-India brand in the gold loans sector; revolutionised India's gold banking
- Our intervention has empowered millions of people across the social pyramid

Multiple service offerings

CORE SERVICE



Gold Loans

OTHER SERVICES



Money Transfer Services



Collection Services



Business loans



Personal Loans



Corporate Loans



Small Business Loans

29

States/Union territory presence

194 tonnes

Gold jewellery kept as security

4,800+

Pan-India branches

100,000+

Retail investor base across debenture and subordinated debt portfolio

27,000+

Team members

200,000+

Customers served every day

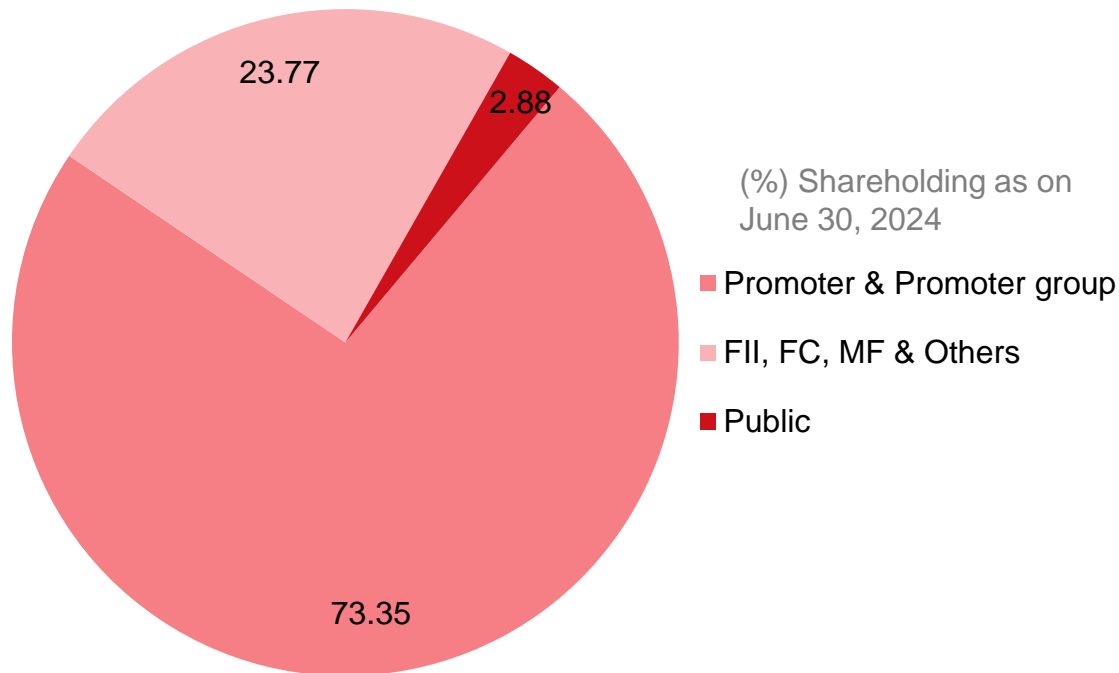
₹ 843,238 mn

Loan Assets Under Management

(As of June 30, 2024)

SHAREHOLDING PATTERN

Strong promoter interest in business with 73% stake



NSE Ticker

MUTHOOTFIN

BSE Ticker

533398

Market Capitalisation

(as on June 30, 2024)

₹ 720,969 million

BOARD OF DIRECTORS – PROMOTER GROUP

(1/2)



George Jacob Muthoot
Chairman



George Alexander Muthoot
Managing Director



George Thomas Muthoot
Wholetime Director



Alexander George
Wholetime Director



George M George
Wholetime Director



George M Jacob
Wholetime Director



George Alexander
Wholetime Director



BOARD OF DIRECTORS – INDEPENDENT DIRECTORS

(2/2)



Joseph Korah
Independent Director



Jose Mathew
Independent Director



Ravindra Pisharody
Independent Director



V. A. George
Independent Director



Usha Sunny
Independent Director



Abraham Chacko
Independent Director



C A Mohan
Independent Director

DIVIDEND PAYOUT

Delivering consistent returns to stakeholders

(%)

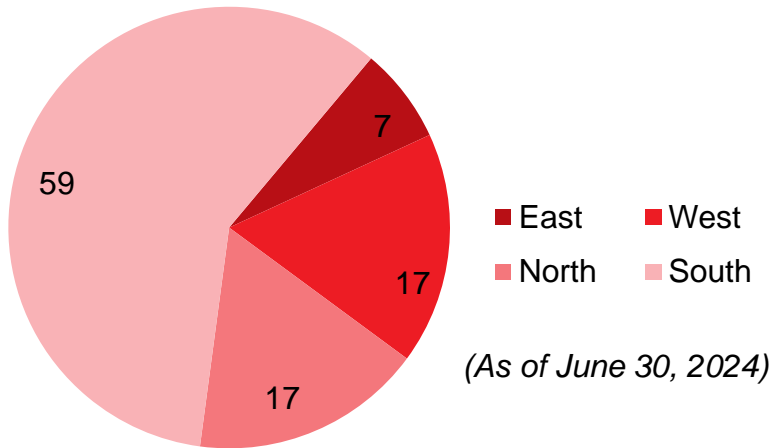
	FY 2024	FY 2023	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016
Dividend (%)*	240	220	200	200	150	120	100	60	60
Dividend payout (₹ in millions)	9,635	8,832	8,027	8,024	7,249	5,796	4,813	2,885	2,877
Dividend Payout Ratio (%)	24	25	20	21	19	24	22	20	29

* On face value of ₹ 10 per equity share

GEOGRAPHICAL PRESENCE

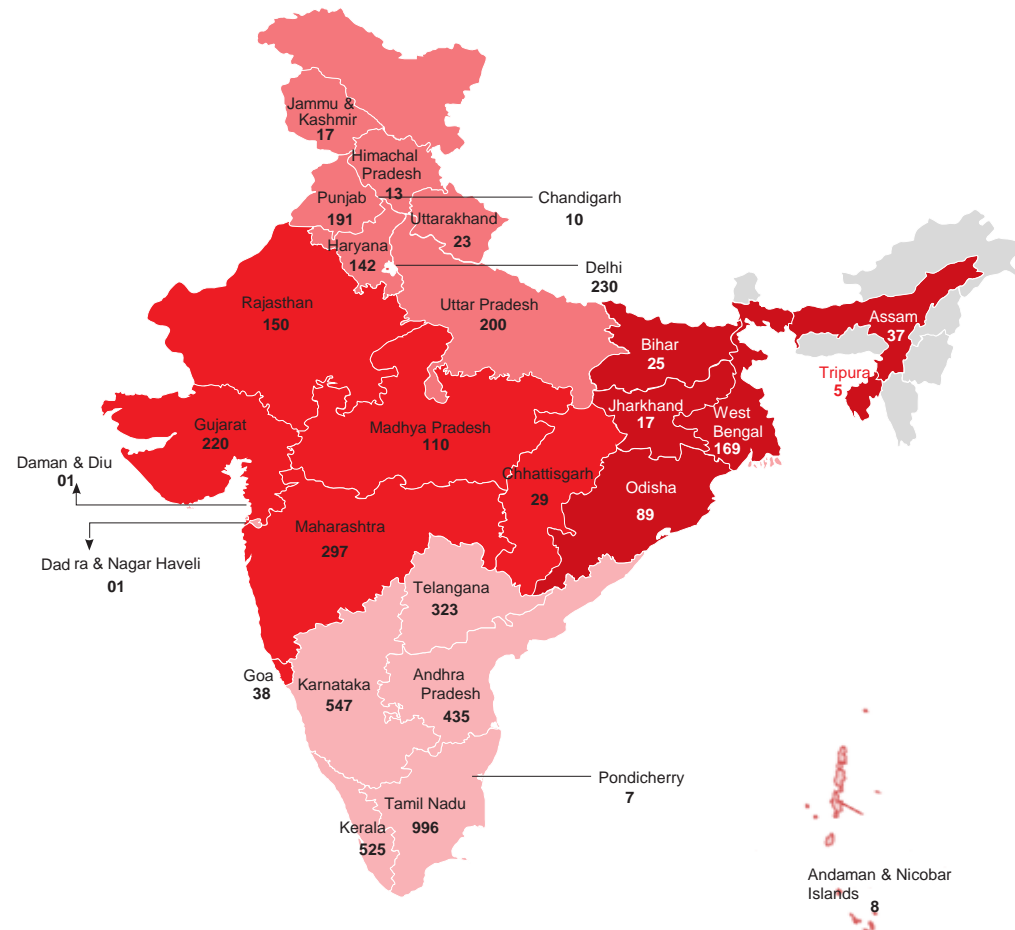
A strong presence of 4855 branches across India

(%) Branches region wise



- Rural India accounts for about 65% of total gold stock in the country
- Large portion of the rural population has limited credit access
- Catering to under-served rural and semi-urban markets through strong presence

State wise Branch Network





DIGITAL INITIATIVES

Digital convenience for new gen & Millennium Customer acquisition

Direct Credit Facility



- Loan proceeds credited to bank account
- NEFT/RTGS/IMPS/UPI mode of bank transfer
- Instant credit to customer bank account using UPI
- Less cash handling at branch



PoS Terminals

- Enables swiping of Debit cards issued by banks
- Swiping charges for Interest payments waived off

New Initiatives

Loan repayment option through

- UPI Powered by NPCI
- BBPS- Bharat Bill Payment System
- Google Pay
- Phone Pay
- eCollection-Virtual A/C Remittance
- UPI AutoPay and eMandate for EMI collections



- Integrating various banks' statement APIs with CFSS simplifies the process of reconciling branches' BRS.
- Customers have the option to easily top up loans using simplified DIY processes.
- A new icon has been introduced for the Instant Top Up feature, "INSTA TOPUP" within the iMuthoot App.
- Muthoot EEZY EMI product in iMuthoot App.
- Enabled "MY NPS" option in iMuthoot App.
- Launched AI based Chat bot with transactional capabilities.
- WhatsApp banking facility launched with online-top up facility.
- RPA enabled Penny Drop verification for Bank Account online linking.
- Video KYC and Digital KYC are enabled for Customers Digital on-boarding through CRM.
- BBPS enabled Payment link generation through SMS or WhatsApp.
- New Payment Gateway Razorpay added in iMuthoot Mobile App
- BBPS Utility Payment through iMuthoot Mobile App
- RPA enabled UPI VPA mapping using customers verified Mobile No.'s
- Instant SMS/WhatsApp based UPI TopUps for Non-Bank mapped Gold Loan customer

Online Gold Loan (OGL)

- Consequent to RBI instructions, all loans above Rs.20,000/- are disbursed through direct credit

Muthoot Online



- Our online services has now been re-branded to Muthoot Online, from WebPay earlier.
- Customers can now make payment of interest and principal re-payments using Debit Card/Net Banking/UPI.
- Withdraw available loan amount and renew eligible loans through our Online Gold Loan (OGL) facility.
- To facilitate this service, we have partnered with leading Banks and online payment gateway service providers.
- e-Sign facility has been launched in September'17.
- Bank account online linking feature introduced.
- Insurance products- Hospicash renewal launched
- Introduced Whats App opt-in facility for customers
- Muthoot personal loan and homefin loan repayment facility introduced.
- Refer & Earn Milli Gram Gold rewards for customers
- Buy NCD Online option
- Enabled Techprocess Gateway in Empay.

iMuthoot App



Mobile App



- Launched in Nov'16 has about 10.3m downloads, New User acquisition 7.65m and 3.32m registered Users.
- Online Gold Loan (OGL) facility available to withdraw loan amount and renewal, apart from payments.
- 35.19m transactions (Including Empay & iMuthoot).
- Updated scheme details available with loan calculator.
- Google maps integrated for easy location of nearest branch and fix appointment.
- UPI facility has been introduced in Feb'19.
- Paytm Payment gateway has been introduced in June'19.
- e-Sign facility has been introduced in Jan'18.
- Along with gold loans, lead creation for PL, HL, AL also introduced.
- Bank account online linking feature introduced.
- Insurance products (Hospicash, MSOP, MHP) also launched)
- WhatsApp Gold Op-in Launched
- "ZIP Consumer loans" launched in iMuthoot. Customers can now purchase consumer durable products online from their eligible top-up amount and can be paid in installments.
- Refer & Earn Milli Gram Gold rewards for customers
- Buy NCD Online option

Loan at Home

Loan at Home App



Mobile App

- Launched in July'20 has about 1.5 L downloads.
- The loan at home is an app-based digital service, with which a customer can apply for a gold loan through the 'Loan@Home' mobile app and web portal
- After which an appointment is made for the visit by Muthoot Finance executives, to visit the customer's home. Now the customer can avail of a gold loan from the comfort of their home without having to visit the branch at any stage of the procedure.
- Loan top-up and repayment facilities are also available in this application
- Facility to place loan release request online
- Option to update Bank account and PAN card online
- Loan closure and Door-step delivery through LAH customer App.

**Standalone Statement of Assets and Liabilities**

(₹ in millions)

Particulars	Jun-24	Mar-24	Jun-23
ASSETS			
Financial assets			
Cash and cash equivalents	44,741	50,365	34,871
Bank Balance other than above	230	93	2,296
Derivative Financial Instruments	-	-	-
Trade Receivables	25	10	33
Loans	850,451	770,014	686,034
Investments	22,375	22,683	13,161
Other Financial Assets	2,256	1,858	1,559
Non-Financial Assets			
Deferred Tax Assets(Net)	482	329	394
Property ,Plant and Equipment	3,455	3,461	2,724
Captial Work- In- Progress	963	883	758
Other Intangible Assets	36	40	39
Other Non Financial Assets	579	547	610
Total- Assets	925,593	850,284	742,479

**Standalone Statement of Assets and Liabilities**

(₹ in millions)

Particulars	Jun-24	Mar-24	Jun-23
LIABILITIES			
Financial Liabilities			
Derivative Financial Instruments	765	139	1,734
Trade Payables	1,338	1,002	1,794
Other Payables	970	1,037	-
Debt Securities	184,149	163,715	127,288
Borrowings(other than Debt securities)	474,253	423,613	384,232
Subordinated Liabilities	503	503	737
Other Financial Liabilities	12,103	12,563	8,459
Non-Financial Liabilities			
Current Tax Liabilities(net)	2,744	539	2,312
Provisions	3,482	3,476	3,730
Other Non-Financial Liabilities	1,478	795	422
EQUITY			
Equity Share Capital	4,015	4,015	4,014
Other Equity	239,793	238,888	207,756
Total Liabilities	925,593	850,284	742,479



REVENUE & PROFIT

Standalone Financial Results

(₹ in millions)

	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	YoY Growth (%)	FY 2024
INCOME					
Interest Income	36,560	33,575	29,577	24	124,476
Other than Interest Income	541	609	686	(21)	2,465
Total	37,101	34,184	30,263	23	126,940
EXPENSES					
Finance Cost	13,511	12,228	10,638	27	46,548
Employee benefit Expense	3,699	3,411	3,226	15	12,816
Administrative & Other expenses	2,422	2,571	2,137	13	9,402
Impairment on Financial Instruments	2,236	860	860	160	1,978
Directors Remuneration	134	685	123	9	1,053
Depreciation & Amortisation	182	194	133	37	656
Total	22,184	19,948	17,118	30	72,453
PROFIT					
Profit Before Tax	14,917	14,236	13,145	13	54,488
Profit After Tax	10,787	10,563	9,751	11	40,497

Strong Capital Base

Networth

(₹ in millions)

	Jun-24	Mar-24	Jun-23
Equity Share Capital	4,015	4,015	4,014
Other Equity	239,793	238,888	207,756
Total	243,808	242,903	211,771

Core focus continues to be gold loan

Loan Assets under management*

	Jun-24	Mar-24	Jun-23	Growth	Growth
	(₹ in million)	(₹ in million)	(₹ in million)	YoY (%)	QoQ (%)
Loan assets under management	843,238	758,270	676,385	25	11
Break-up of Loan Assets under management					
Gold Loans under management	809,219	728,785	660,388	23	11
Other loans	34,019	29,485	15,997	113	15

*Principal amount of Loan assets

LIABILITIES

Stable sources of funding*

	Jun-24	Mar-24	Jun-23	Growth	Growth
	(₹ in million)	(₹ in million)	(₹ in million)	YoY (%)	QoQ (%)
Secured Non-Convertible Debentures (Muthoot Gold Bonds)	-	-	357	(100)	-
Secured Non-Convertible Debentures- Listed	184,306	163,890	127,067	45	12
Borrowings from Banks/FIs	362,628	370,578	306,275	18	(2)
External Commercial Borrowings- Senior secured Notes	54,202	-	26,664	103	-
Subordinated Debt -Listed	505	505	741	(32)	-
Commercial Paper	47,386	46,173	39,246	21	3
Other Loans	10,361	6,995	12,161	(15)	48
Total	659,388	588,141	512,511	29	12

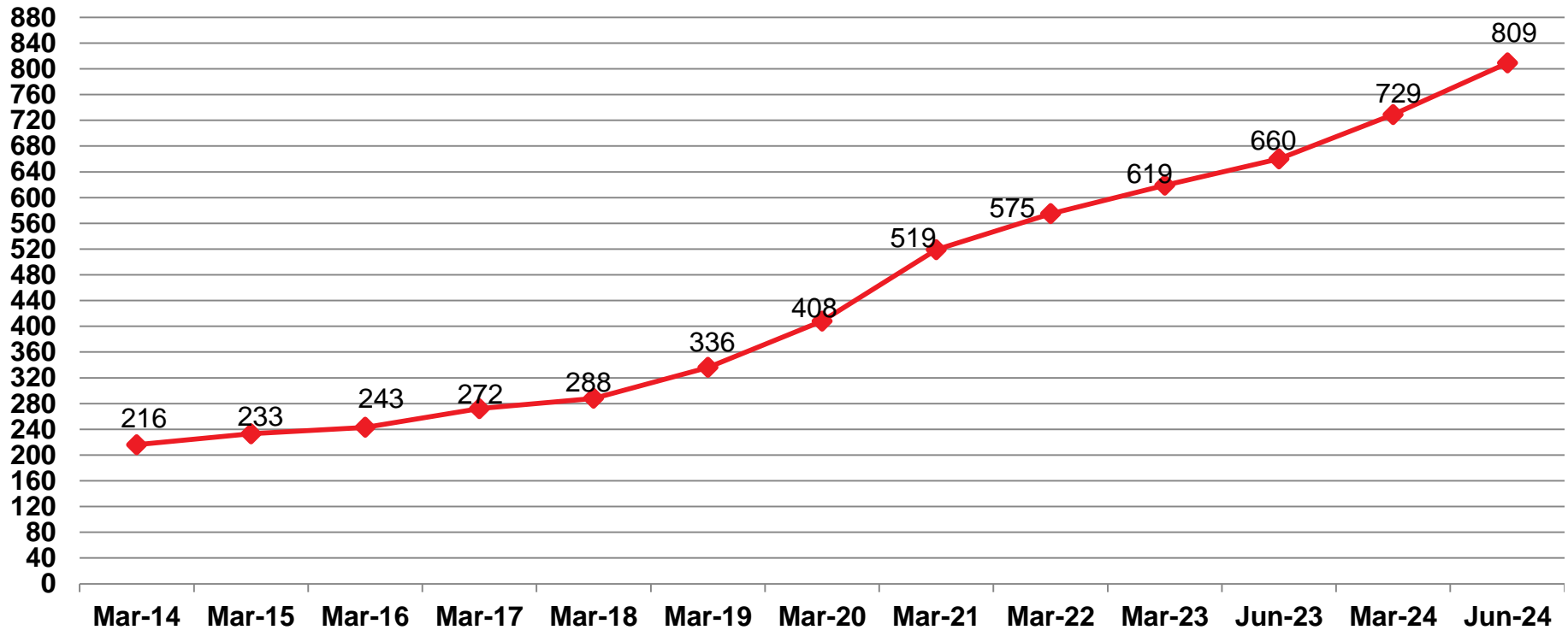
*Principal amount of Borrowings

GOLD LOAN PORTFOLIO

Gaining scale over the years

Gold Loan Assets Under Management*

(₹ in billions)

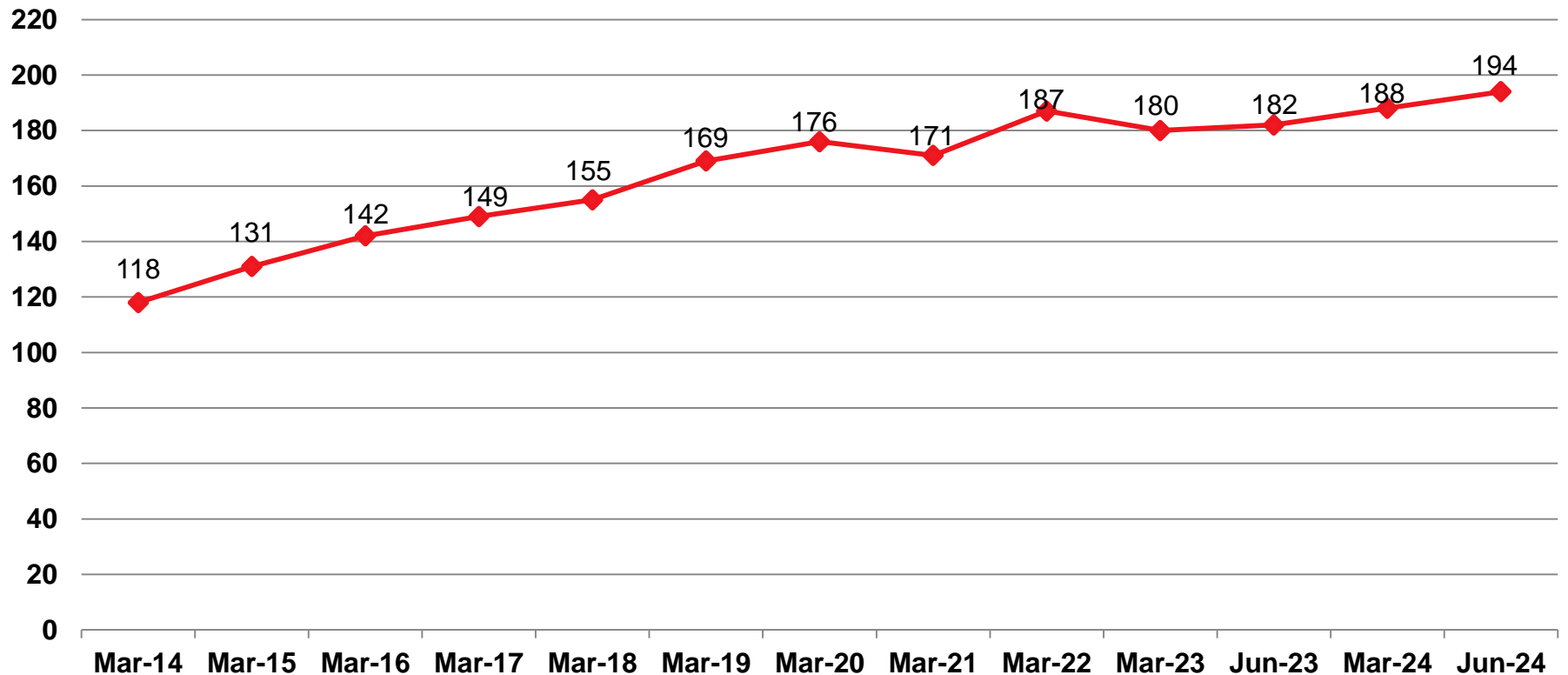


*Principal amount of gold Loan assets

Carrying the trust of millions of our customers

Gold jewellery kept as security

(In tonnes)

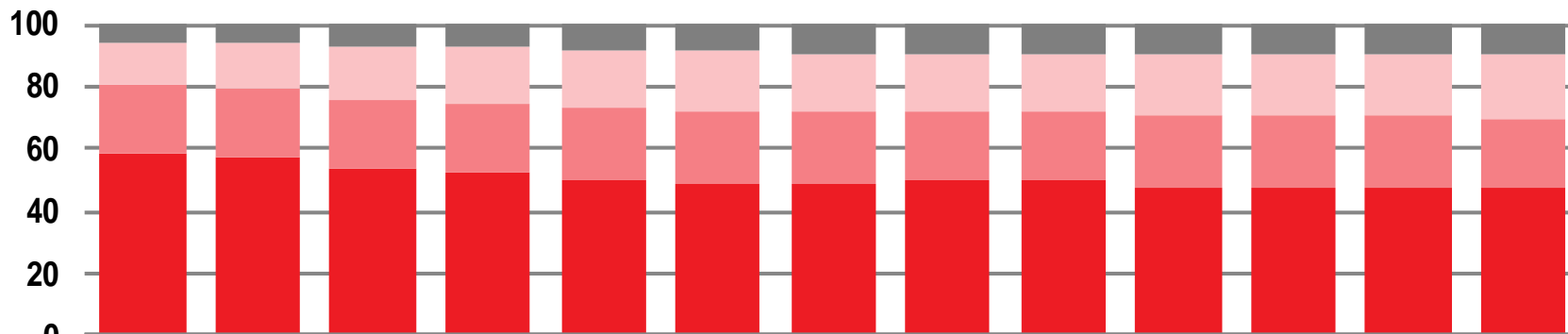




GEOGRAPHICAL SPREAD OF GOLD LOAN PORTFOLIO *Muthoot Finance*

Diversified gold loan portfolio across India

(%)



	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Jun-23	Mar-24	Jun-24
East	6	6	7	7	8	8	9	9	9	10	10	10	10
West	13	15	17	18	19	20	19	19	19	19	19	19	20
North	22	22	22	23	23	23	23	22	22	23	23	24	23
South	59	57	54	52	50	49	49	50	50	48	48	47	47

Gold Loan Assets Under Management *

(₹ in billions)

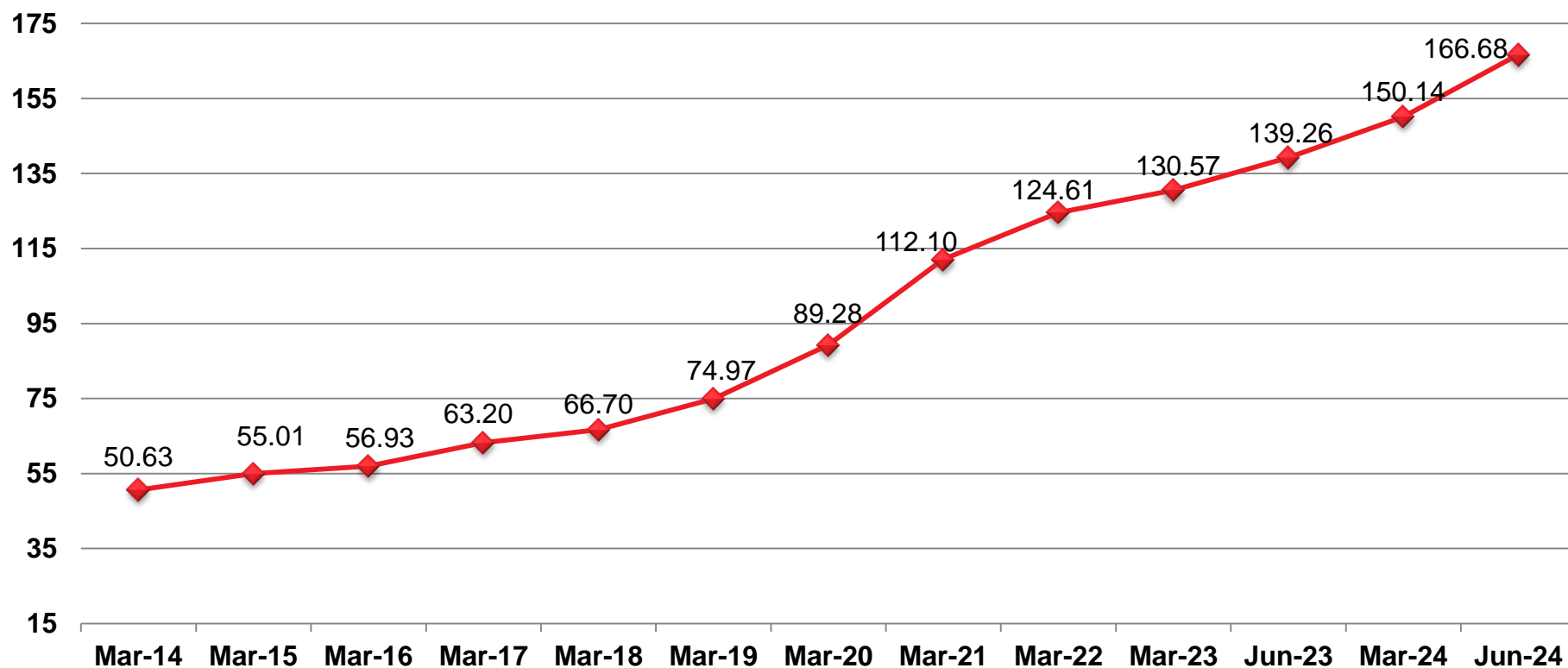
Mar-13	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Jun-23	Mar-24	Jun-24
260	216	233	243	272	288	336	408	519	575	619	660	729	809

*Principal amount of Gold Loan Assets

Widening presence with increasing gold loan business per branch

Average Gold Loan Per Branch *

(₹ in millions)



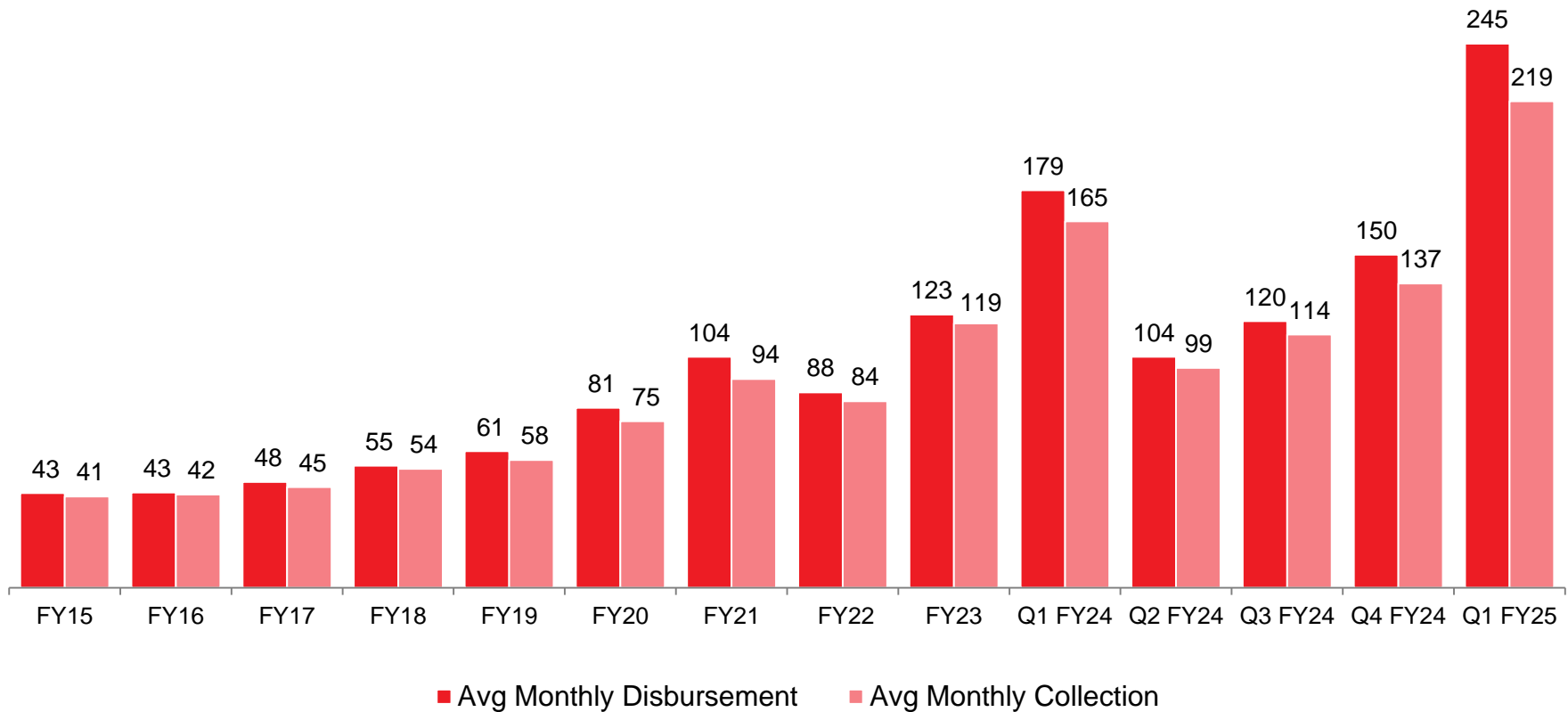
*Principal amount of Gold Loan Assets



HIGHLY LIQUID PORTFOLIO (1/2)

Disbursements and Collections

(₹ in billions)

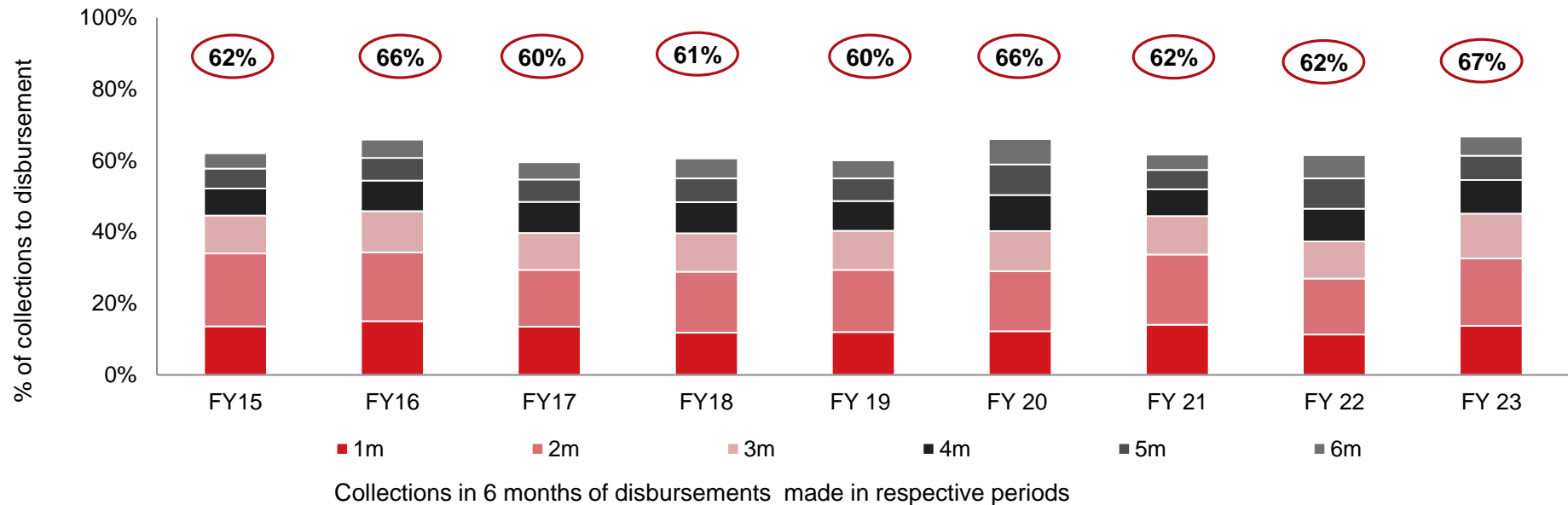


- Strong level of disbursements and collections



HIGHLY LIQUID PORTFOLIO (2/2)

Efficient Collection



- A high proportion of gold loan is repaid within first 6 months



SAFETY OF OUR GOLD LOAN PORTFOLIO

Lender's Perspective & Borrower's Perspective

	Jun-24	Mar-24	Jun-23	Mar-23	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17	Mar-16
Gold Loan assets (₹ in Billions)	809	729	660	619	575	519	407	336	288	272	243
Quantity of Gold content in Ornaments held as Security (Tonnes)	194	188	182	180	187	171	176	169	155	149	142
Gold Price/gm (₹)	6,580	6,160	5,318	5,473	4,716	4,048	3,955	2,910	2,824	2,725	2,670
Lender's Perspective											
Market Price of Gold Content in Ornaments (₹ in Billions)	1,277	1,158	967	985	882	692	696	492	438	406	379
Margin of safety on loans	37%	37%	32%	37%	35%	25%	42%	32%	34%	33%	36%
Borrower's Perspective											
Market Value of Gold Ornaments (₹ in Billions) with 20% additional value towards making charges etc	1,532	1,390	1,160	1,182	1,058	830	835	590	526	487	455
Equity of Borrower in the Gold Ornaments net of loans availed	47%	48%	43%	48%	46%	37%	51%	43%	45%	44%	47%

* Above calculations are made on overall portfolio and excludes interest accrued on loans



CUSTOMER BASE

Dynamic and growing customer base (1/2)

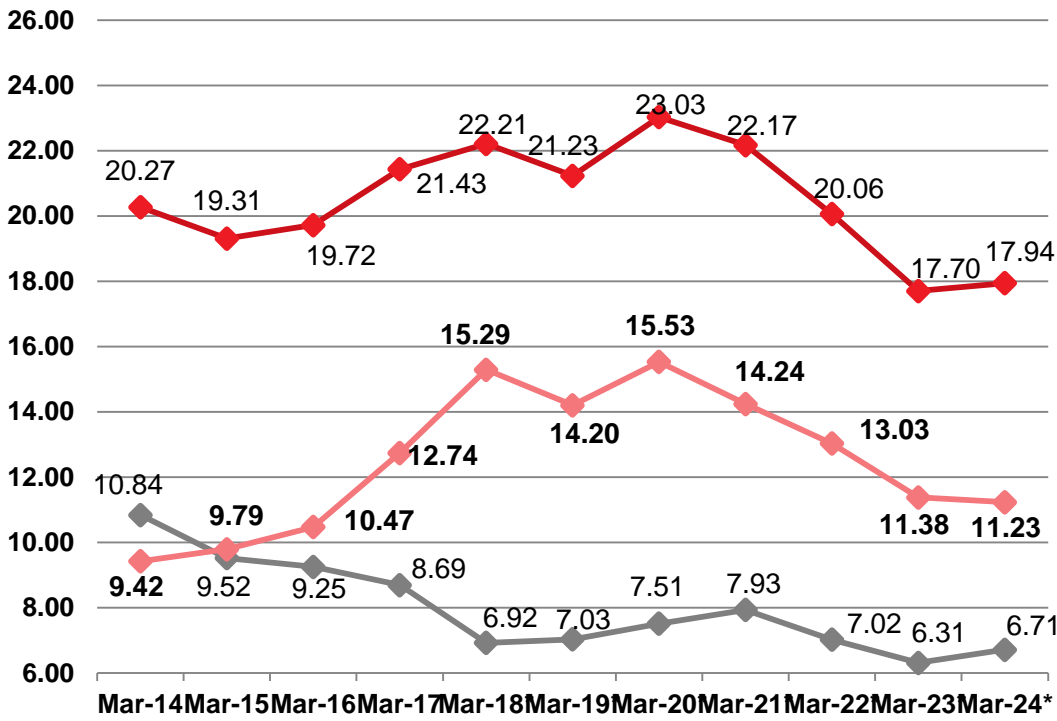
	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23	Mar-23	Dec-22	Sep-22	Jun-22
Gold Loan AUM (₹ in Millions)	809,219	728,785	692,214	675,171	660,388	618,753	568,244	565,014	561,766
QoQ % change in Gold Loan AUM	11	5	3	2	7	9	1	1	(2)
No. of Loan Accounts	91,83,579	87,35,375	85,91,556	85,29,398	83,36,521	81,47,884	81,05,770	81,59,960	80,90,132
QoQ % change in no. of loan accounts	5	2	1	2	2	1	(1)	1	(3)
No. of Active customers	59,10,268	56,77,274	55,53,823	55,02,779	54,12,660	53,23,362	52,33,973	52,16,519	51,73,166
QoQ % change in no. of customers	4	2	1	2	2	2	-	1	(3)

Dynamic and growing customer base (2/2)

	Jun-24	Mar-24	Dec-23	Sep-23	Jun-23	Mar-23	Dec-22	Sep-22	Jun-22
Above Gold Loan AUM and No. of customers includes:									
Fresh loans to inactive customers during the quarter in Gold Loan AUM									
No. of customers	463,390	438,350	408,758	428,114	412,206	401,638	381,683	402,622	393,018
% of customers	8	8	7	8	8	8	7	8	8
O/s Loan Amount (₹ in Millions)	46,238	43,236	36,617	35,511	35,383	35,814	28,643	29,020	27,646
Fresh loans to New Customers during the quarter in Gold Loan AUM									
No. of customers	457,097	373,073	334,868	360,620	355,760	333,907	308,438	322,521	314,152
% of customers	8	7	6	7	7	6	6	6	6
O/s Loan Amount (₹ in Millions)	51,589	40,362	33,868	34,969	36,699	34,506	26,502	26,029	26,162
Fresh loans with new collateral to existing active customers during the quarter in Gold Loan AUM									
No. of customers	729,663	707,256	693,915	739,138	744,800	660,475	647,334	683,573	736,855
% of customers	12	12	12	13	14	12	12	13	14
O/s Loan Amount (₹ in Millions)	67,258	65,229	57,036	60,972	66,668	56,499	45,549	49,057	61,505

YIELD ON LOAN ASSETS AND NIM

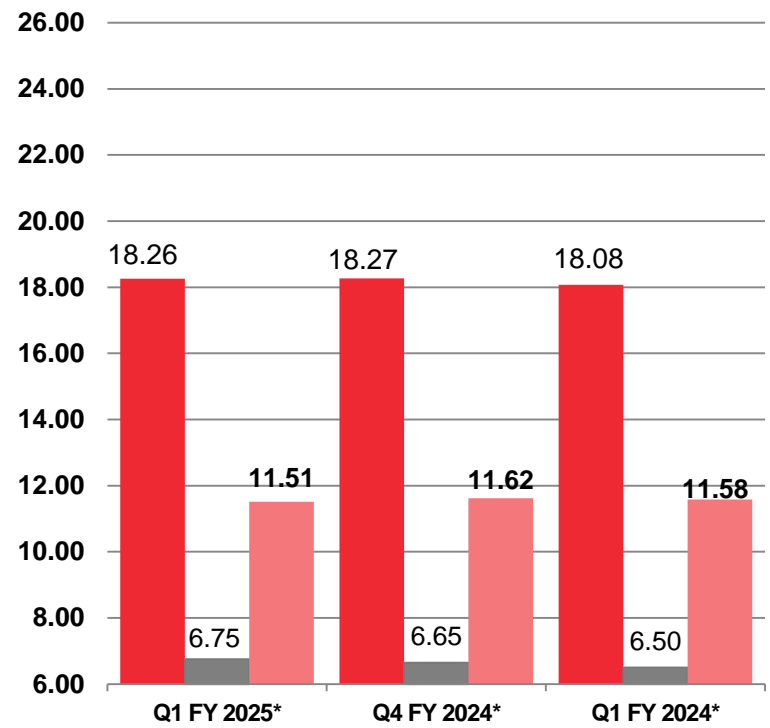
Yearly (%)



*Under IND -AS

- Interest Income on Average Loan Assets
- Interest Expense on Average Loan Assets
- Net Interest Margin

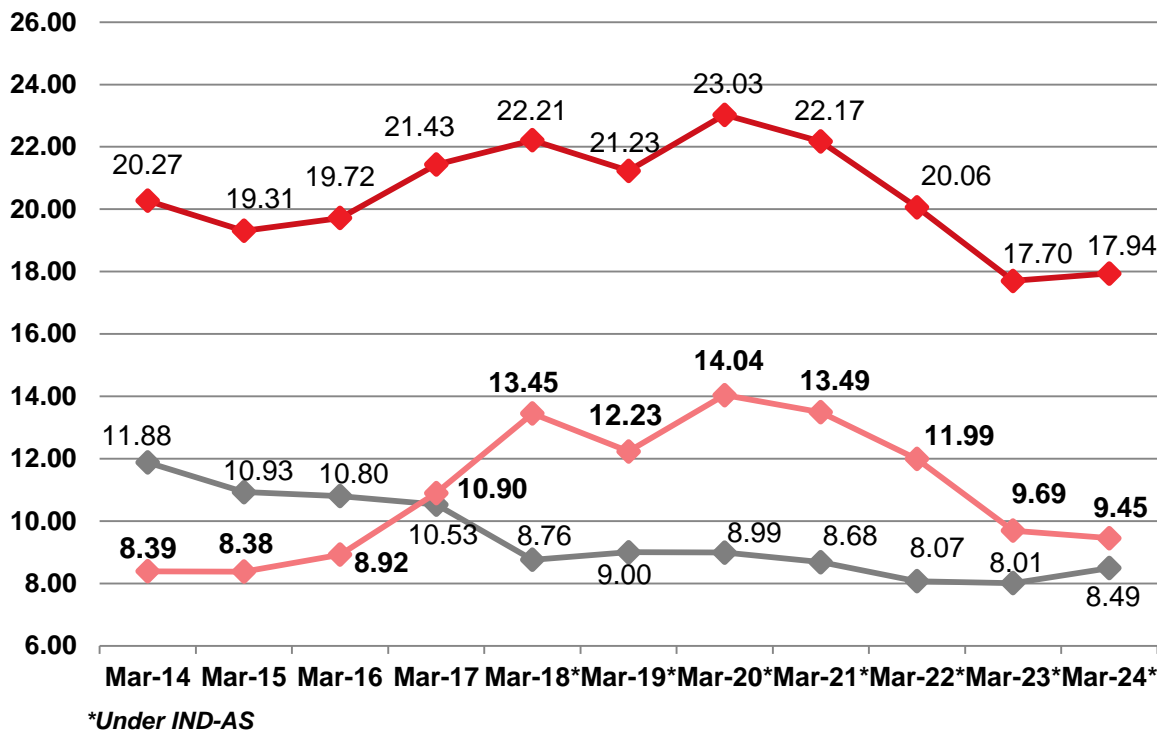
Quarterly (%)



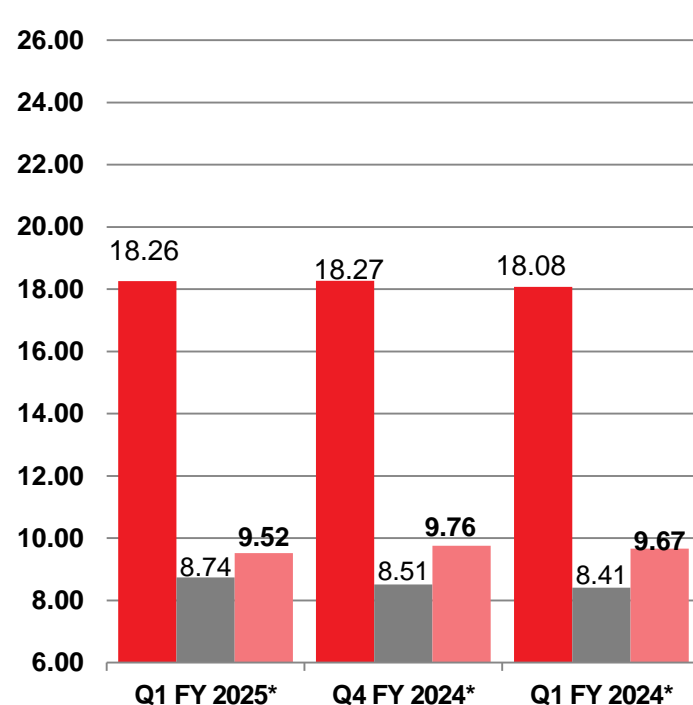


INTEREST SPREAD

Yearly (%)



Quarterly (%)



- Interest Income on Average Loan Assets
- Interest Expenses on Average Borrowings
- Interest Spread



RETURN ON AVERAGE LOAN ASSETS

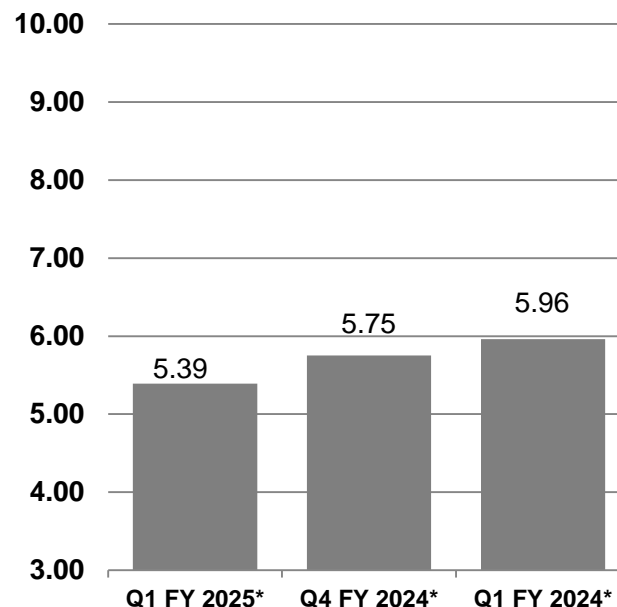
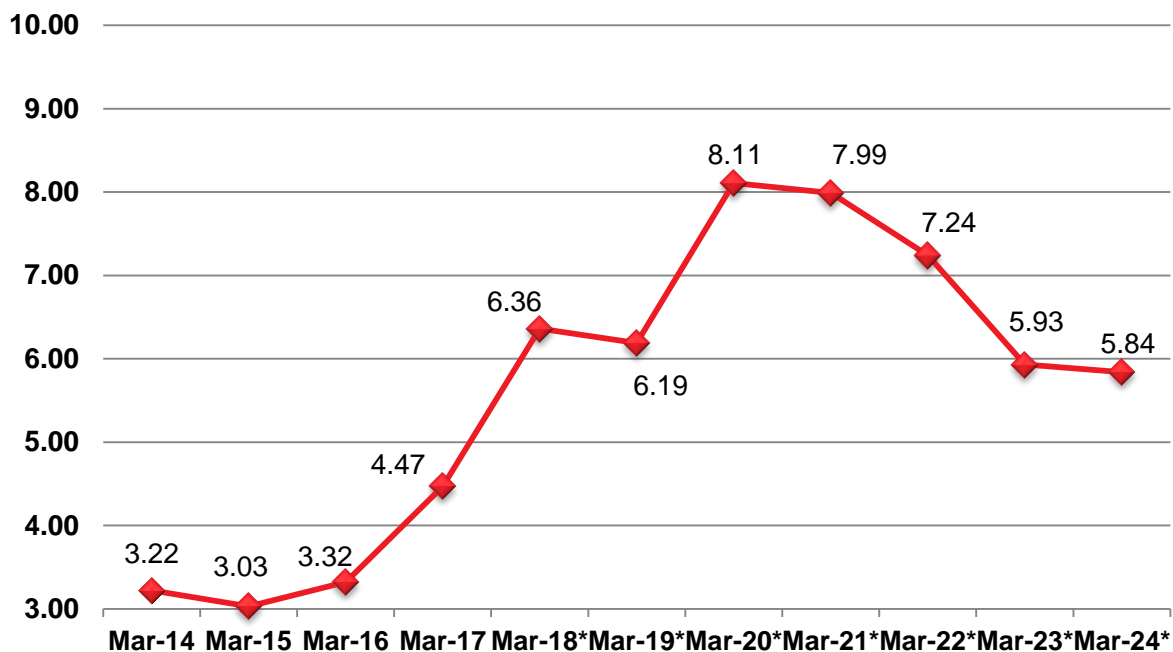
Attractive returns over the years

Yearly

(%)

Quarterly

(%)



*Under IND-AS



IMPAIRMENT OF LOAN ASSETS

Stage III Loans Assets and ECL Provision

(₹ in millions)

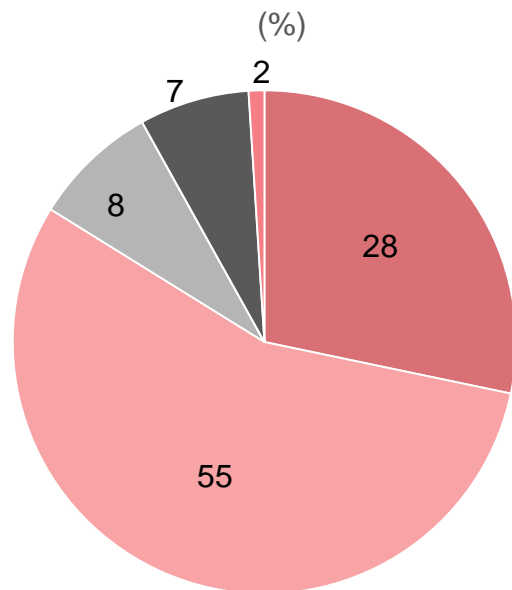
	Jun-24	Mar-24	Jun-23
Stage I Loan Assets	783,009	719,867	633,637
Stage II Loan Assets	26,697	13,557	13,958
Stage III Loan Assets	33,532	24,845	28,789
% Stage III Assets on Loan Assets	3.98	3.28	4.26
ECL Provision on Loan Assets	11,459	9,350	8,468
ECL Provision as % of Loan Assets	1.36	1.23	1.25
Excess Provision outstanding in books	2,954	2,954	2,954

Bad Debts

(₹ in millions)

	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Bad Debts Written Off	128	87	47	265
% of Bad Debts written off to Loan Assets	0.02	0.01	0.01	0.03

Maintaining a diversified funding profile*



- Secured Non-Convertible Debentures – Listed – ₹ 184,306 mn (28%)
- Borrowings from Banks/FIs - ₹ 362,628 mn (55%)
- External Commercial Borrowings- Senior secured Notes – ₹ 54,202 mn (8%)
- Subordinated Debt – Listed - ₹ 505 mn (0%)
- Commercial Paper – ₹47,386 mn (7%)
- Other Loans – ₹ 10,361 mn (2%)

**Principal amount of Borrowings*

(As of June 30, 2024)



DOMESTIC CREDIT RATINGS

Highest Rating among gold loan companies

Short-term Rating

	Rating	Indicates
COMMERCIAL PAPER		
CRISIL RATINGS	CRISIL A1+	Very strong degree of safety with regard to timely payment of financial obligation and carry lowest credit risk
ICRA LIMITED	ICRA A1+	Very strong degree of safety with regard to timely payment of financial obligation and carry lowest credit risk
BANK LOANS		
ICRA LIMITED	ICRA A1+	Very strong degree of safety with regard to timely payment of financial obligation and carry lowest credit risk

Long-term Rating

	Rating	Indicates
SUBORDINATED DEBT		
CRISIL RATINGS	CRISIL AA+/Stable	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
ICRA LIMITED	ICRA AA+(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
NON CONVERTIBLE DEBENTURE		
CRISIL RATINGS	CRISIL AA+/Stable	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
ICRA LIMITED	ICRA AA+(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk
BANK LOANS		
ICRA LIMITED	ICRA AA+(Stable)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk

INTERNATIONAL CREDIT RATINGS

Long-term Rating

Rating Agencies	Rating	Indicates
FITCH RATINGS	BB(Stable)	An elevated vulnerability to default risk, particularly in the event of adverse change in business or economic condition over time, however, business or financial flexibility exists that supports the servicing of financial commitments.
S&P GLOBAL RATINGS	BB(Stable)	Less vulnerable in the near-term but faces major ongoing uncertainties to adverse business, financial and economic conditions.
MOODY'S INVESTORS SERVICE	Ba2 (Stable)	Obiligations are judged to be speculative and are subject to substantial credit risk. The modifier 2 indicates a midrange ranking

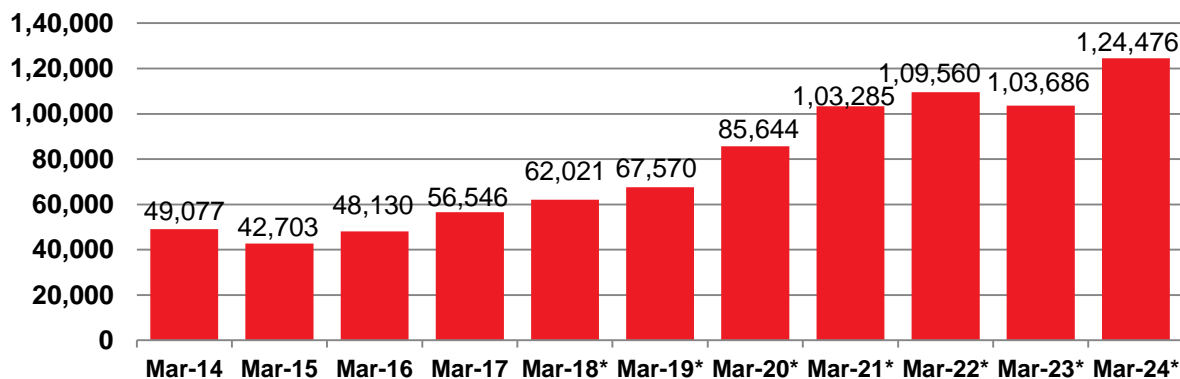


BREAK-UP OF TOTAL INCOME

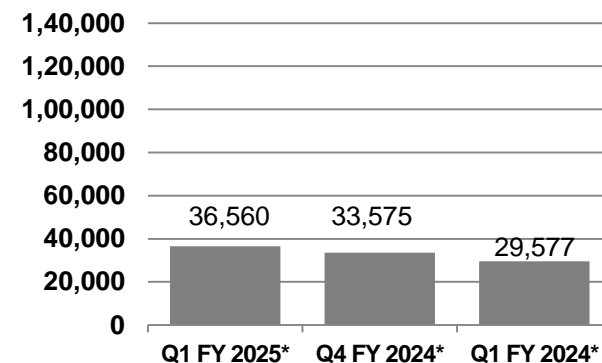
Interest Income

(₹ in millions)

Yearly



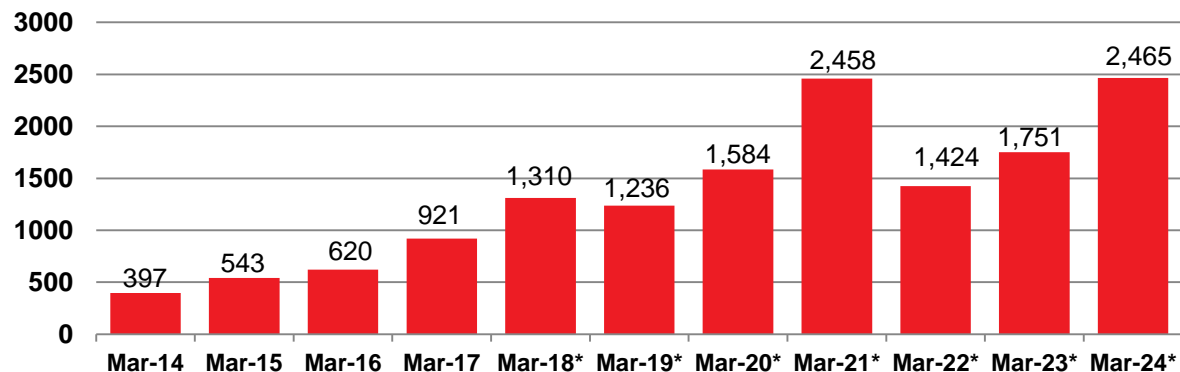
Quarterly



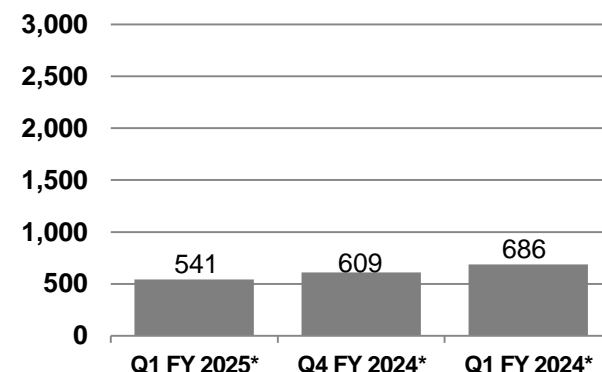
Other Than Interest Income

(₹ in millions)

Yearly



Quarterly



*Under IND-AS

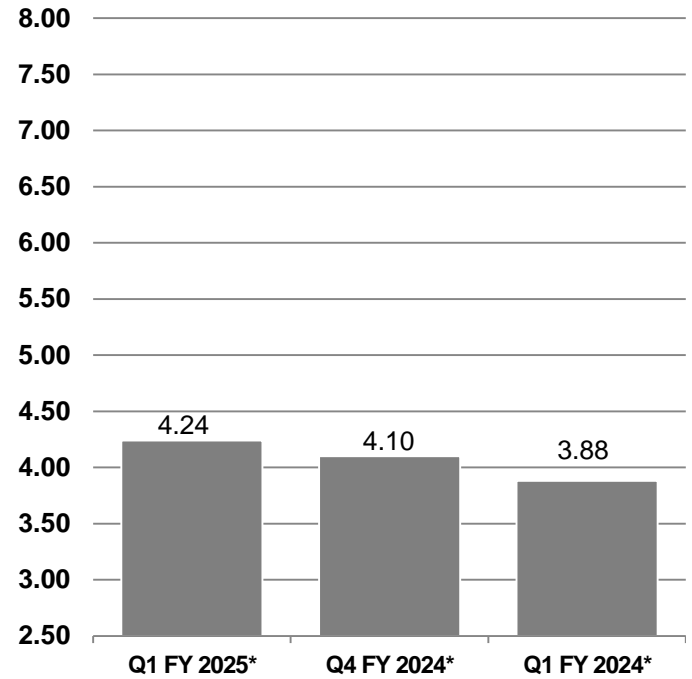
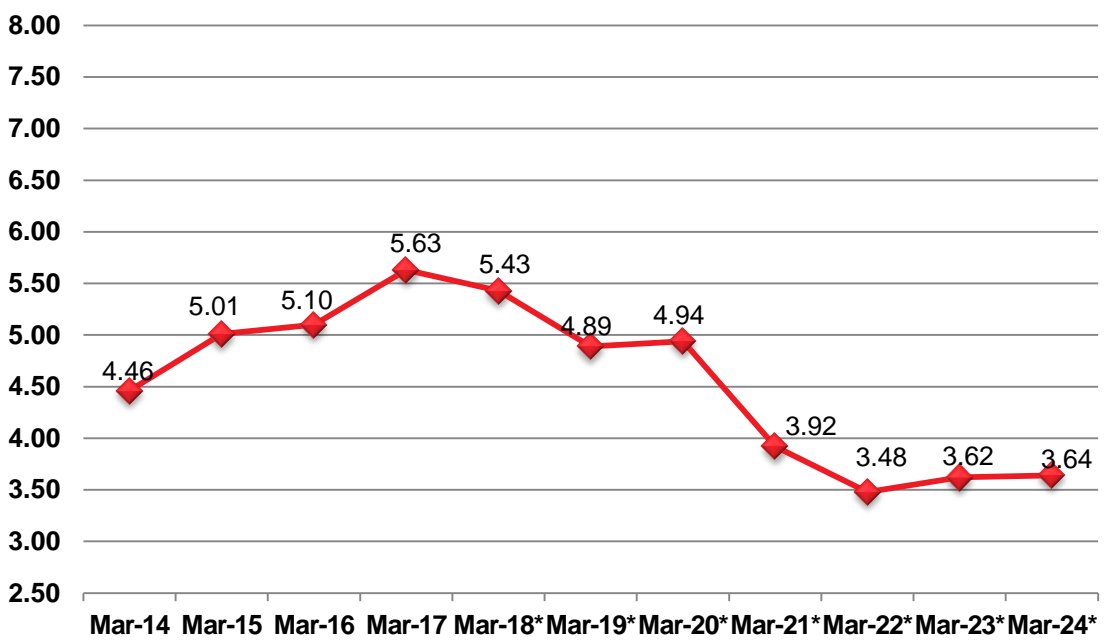


OPERATING EXPENSES TO AVERAGE LOAN ASSETS

Operational efficiency over the years

Yearly (%)

Quarterly (%)



*Under IND AS



BREAK-UP OF OPERATING EXPENSES

Yearly

(₹ in million)

Quarterly (₹ in millions)

	Mar-24*	Mar-23*	Mar-22*	Mar-21*	Mar-20*	Mar-19*	Mar-18*	Mar-17	Q1 FY 2025*	Q4 FY 2024*	Q1 FY 2024*
Employee Benefit Expenses	12,816	11,044	9,487	9,270	9,657	8,415	7,393	7,280	3,699	3,412	3,226
Rent	2,696	2,487	2,350	2,189	2,158	1,974	1,913	1,808	718	695	659
Advertisement & Publicity	1,412	1,581	1,197	1,190	1,163	1,056	720	531	283	428	311
Communication Costs	443	422	498	387	355	368	404	372	94	107	93
Traveling and Conveyance	437	365	271	210	273	240	182	186	105	115	96
Printing and Stationery	167	192	150	151	177	153	136	129	44	41	42
Repairs and Maintenance	616	505	568	276	283	280	304	362	113	182	140
Legal and Professional Charges	784	402	283	387	260	203	154	124	267	258	140
Business Promotion Expenses	365	206	7	369	720	481	209	201	109	142	68
Directors Remuneration	1,053	950	815	793	633	561	431	362	134	685	123
Depreciation and Amortisation Expenses	656	583	539	507	431	421	439	482	182	194	133
Others	2,482	2,440	2,098	2,075	1,677	1,260	2,970	835	691	602	589
Provision For Standard & NPA Assets	-	-	-	-	-	-	-	2,647	-	-	-
Impairment on Financial instruments	1,978	605	1,270	950	957	259	316	-	2,236	860	860
Total	25,905	21,782	19,533	18,754	18,744	15,670	15,571	15,319	8,673	7,721	6,480



BREAK-UP OF OPERATING EXPENSES

Yearly

(%)

Quarterly

(%)

	Mar-24*	Mar-23*	Mar-22*	Mar-21*	Mar-20*	Mar-19*	Mar-18*	Mar-17	Q1 FY 2025*	Q4 FY 2024*	Q1 FY 2024*
Employee Benefit Expenses	49	51	49	49	52	54	47	48	43	44	50
Rent	10	11	12	12	12	13	12	12	8	9	10
Advertisement & Publicity	5	7	6	6	6	7	5	3	3	6	5
Communication Costs	2	2	2	2	2	2	3	2	1	1	1
Traveling and Conveyance	2	2	1	1	1	2	1	1	1	1	1
Printing and Stationery	1	1	1	1	1	1	1	1	1	1	1
Repairs and Maintenance	2	2	3	1	2	2	2	2	1	2	2
Legal and Professional Charges	3	2	1	2	1	1	1	1	3	3	2
Business Promotion Expenses	1	1	-	2	4	3	1	1	1	2	1
Directors Remuneration	4	4	4	4	3	4	3	2	2	9	2
Depreciation and Amortisation Expenses	3	3	3	3	2	3	3	3	2	3	2
Others	10	11	11	12	9	8	19	5	8	8	9
Provision For Standard & NPA Assets	-	-	-	-	-	-	-	17	-	-	-
Impairment on Financial instruments	8	3	7	5	5	2	2	-	26	11	14
Total	100	100	100	100	100	100	100	100	100	100	100

*Under IND-AS



PROFITABILITY RATIOS

Yearly	Yearly (%)									Quarterly (%)		
	(Based on Income)	Mar-24*	Mar-23*	Mar-22*	Mar-21*	Mar-20*	Mar-19*	Mar-18*	Mar-17*	Q1 FY 2025*	Q4 FY 2024*	Q1 FY 2024*
Interest expense to Gross Income	36.67	35.08	34.56	34.92	32.00	32.51	30.50	39.92	36.42	35.77	35.15	
Selling, general and administrative expenses to Net Income	28.95	30.09	24.40	25.13	29.26	32.24	28.93	34.88	26.51	30.36	27.96	
Provisions & Write Offs to Net Income	2.46	0.88	1.75	1.38	1.61	0.59	5.44	8.16	9.48	3.91	4.38	
Operational expenses to Net Income	31.41	30.97	26.15	26.51	30.87	32.84	34.38	43.03	35.99	34.28	32.34	
OPBDT / Net Income	68.59	69.03	73.85	73.49	69.13	67.16	65.62	56.97	64.01	65.72	67.66	
Depreciation to Net Income	0.82	0.85	0.74	0.74	0.73	0.90	1.00	1.33	0.77	0.89	0.68	
OPBT / Net Income	67.78	68.18	73.11	72.75	68.40	66.26	64.63	55.63	63.24	64.84	66.98	
PBT / Net Income	67.78	68.18	73.11	72.75	68.40	66.26	64.63	55.63	63.24	64.84	66.98	
PAT / Net Income	50.37	50.75	54.45	54.09	50.88	42.47	40.38	34.17	45.73	48.11	49.69	

*Under IND-AS



PROFITABILITY RATIOS

Yearly (Based on Average Loan Assets)	Yearly (%)								Quarterly (%)		
	Mar-24*	Mar-23*	Mar-22*	Mar-21*	Mar-20*	Mar-19*	Mar-18*	Mar-17	Q1 FY 2025*	Q4 FY 2024*	Q1 FY 2024*
Interest income to avg. loan assets	17.94	17.70	20.06	22.17	23.03	21.63	22.21	21.43	18.26	18.27	18.08
Interest expense to avg. loan assets	6.71	6.31	7.02	7.93	7.51	7.16	6.92	8.69	6.75	6.65	6.50
Net Interest Margin	11.23	11.38	13.03	14.24	15.53	14.47	15.29	12.74	11.51	11.62	11.58
Other income to avg. loan assets	0.36	0.30	0.26	0.53	0.43	0.40	0.47	0.35	0.27	0.33	0.42
Net Income Including Other Income	11.59	11.68	13.30	14.77	15.95	14.87	15.76	13.08	11.78	11.95	12.00
Selling, general and administrative expenses to avg. loan assets	3.35	3.52	3.25	3.72	4.68	4.80	5.32	4.56	3.12	3.63	3.35
Provisions and write offs to avg. loan assets	0.29	0.10	0.23	0.20	0.26	0.09	0.11	1.07	1.12	0.47	0.53
PBDT to avg. loan assets	7.95	8.06	9.81	10.85	11.02	9.98	10.33	7.45	7.54	7.85	8.12
Depreciation to avg. loan assets	0.09	0.10	0.09	0.10	0.11	0.12	0.15	0.17	0.09	0.11	0.08
PBT to avg. loan assets	7.85	7.97	9.72	10.75	10.91	9.85	10.19	7.28	7.45	7.75	8.04
Tax to avg. loan assets	2.02	2.04	2.48	2.76	2.79	3.54	3.82	2.81	2.06	2.00	2.08
PAT to avg. loan assets	5.84	5.93	7.24	7.99	8.12	6.31	6.36	4.47	5.39	5.75	5.96
Cash Profit to avg. loan assets	5.93	6.03	7.33	8.09	8.23	6.44	6.51	4.65	5.48	5.85	6.04

*Under IND-AS

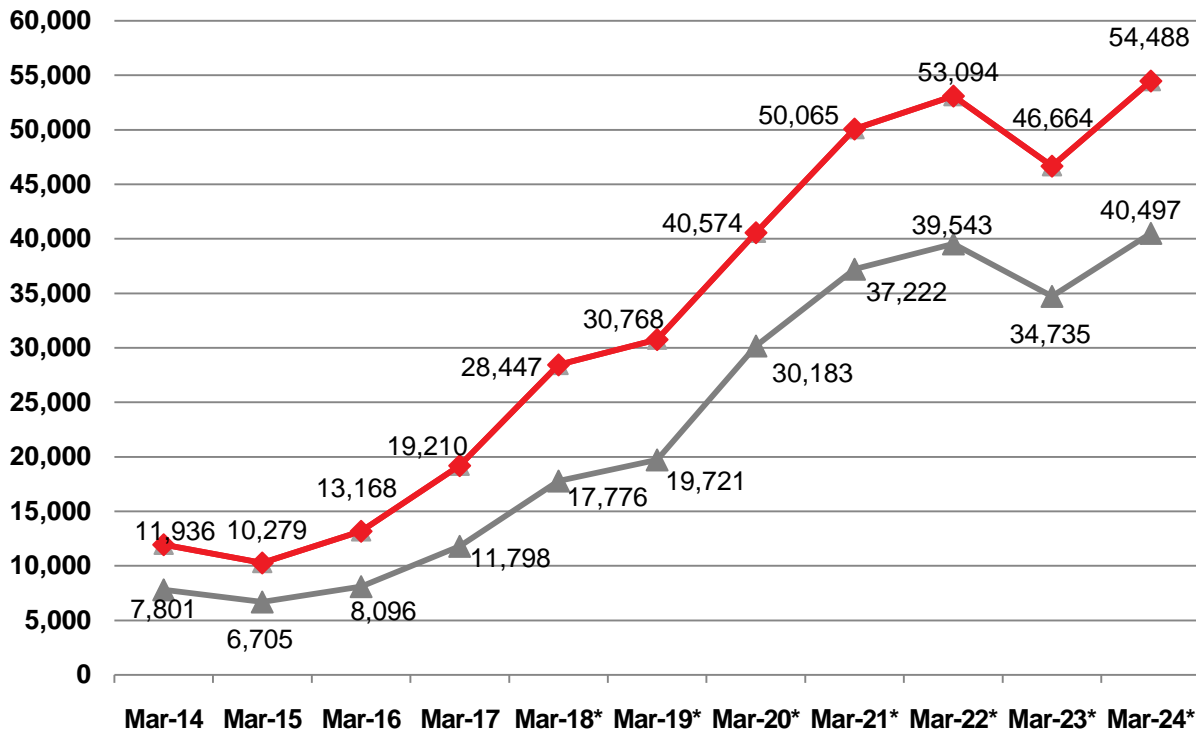
Efforts getting rewarded

Profitability at a glance

(₹ in millions)

Yearly

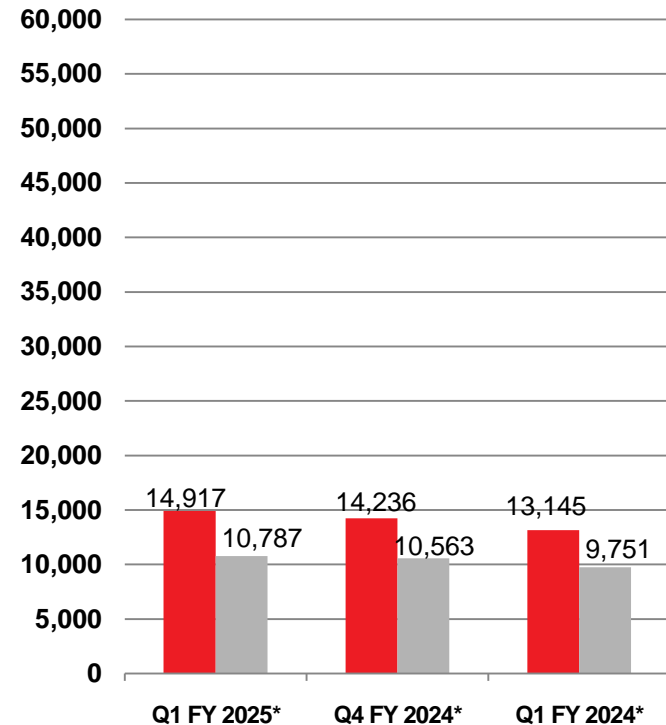
◆ PBT ▲ PAT



*Under IND-AS

Quarterly

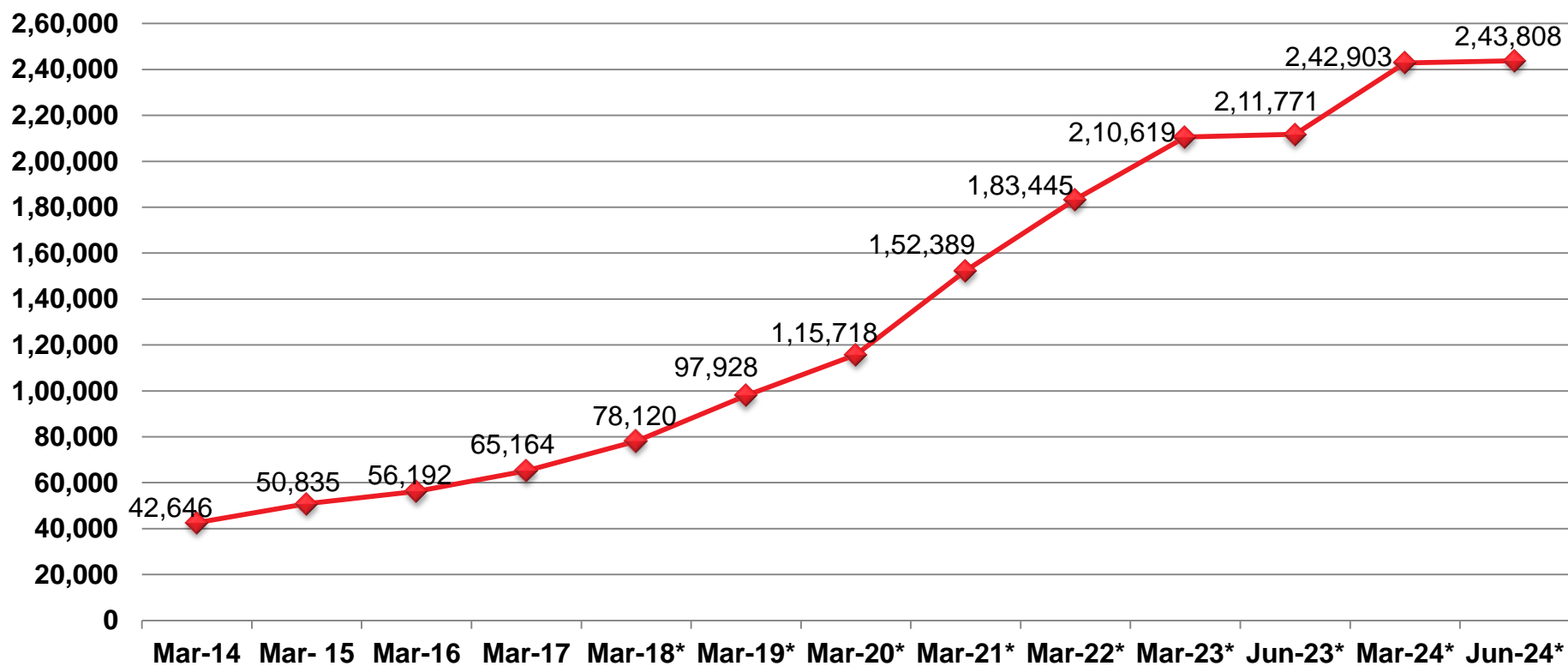
■ PBT ■ PAT



Steady capital position

Share Capital and Reserves & Surplus

(₹ in millions)



*Under IND-AS

RETURN ON EQUITY

Stable shareholder value creation

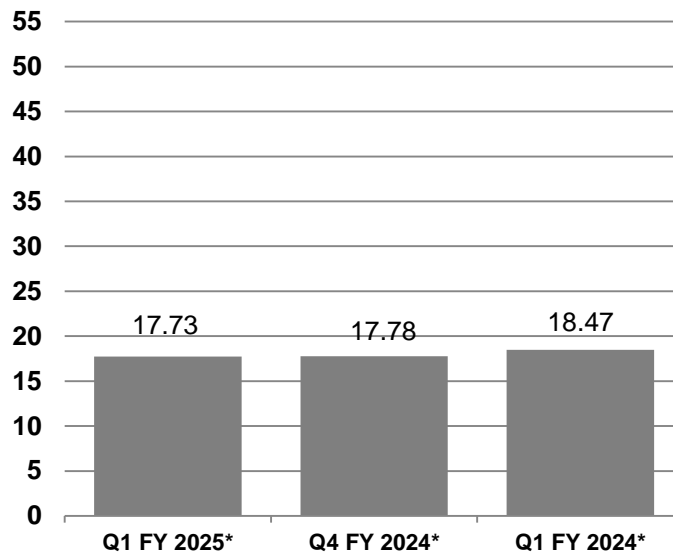
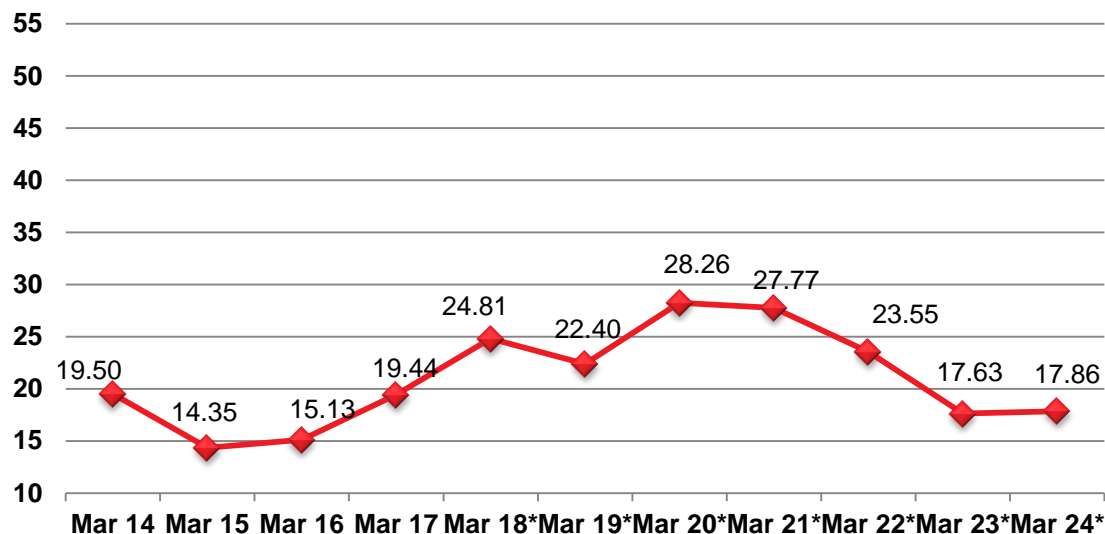
Return on Average Equity

Yearly

(%)

Quarterly

(%)



*Under IND-AS

CAPITAL RATIO

Maintaining capital well above the statutory requirement of 15%

Capital Adequacy Ratio

(%)

	Jun-24	Mar-24	Jun-23
Capital Adequacy Ratio	27.47	30.37	30.03
Tier-I	26.73	29.61	29.27
Tier-II	0.74	0.76	0.76



MARKET VALUE RATIO

Equity market valuation ratios indicate potential for upside

	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Earnings per share (₹)				
- Basic	26.87	26.32	24.29	100.88
- Diluted	26.87	26.31	24.29	100.87

	Jun-24	Mar-24	Jun-23
Book Value per share (₹)	607.21	604.95	527.42
Market price per share (₹)**	1,795.85	1,480.45	1,239.65
Price to Earnings ratio***	17.36	14.68	13.65
Price to Book Value ratio	2.96	2.45	2.35

**Source: www.nseindia.com

***Based on trailing 12 months EPS

CAPITALISATION RATIOS

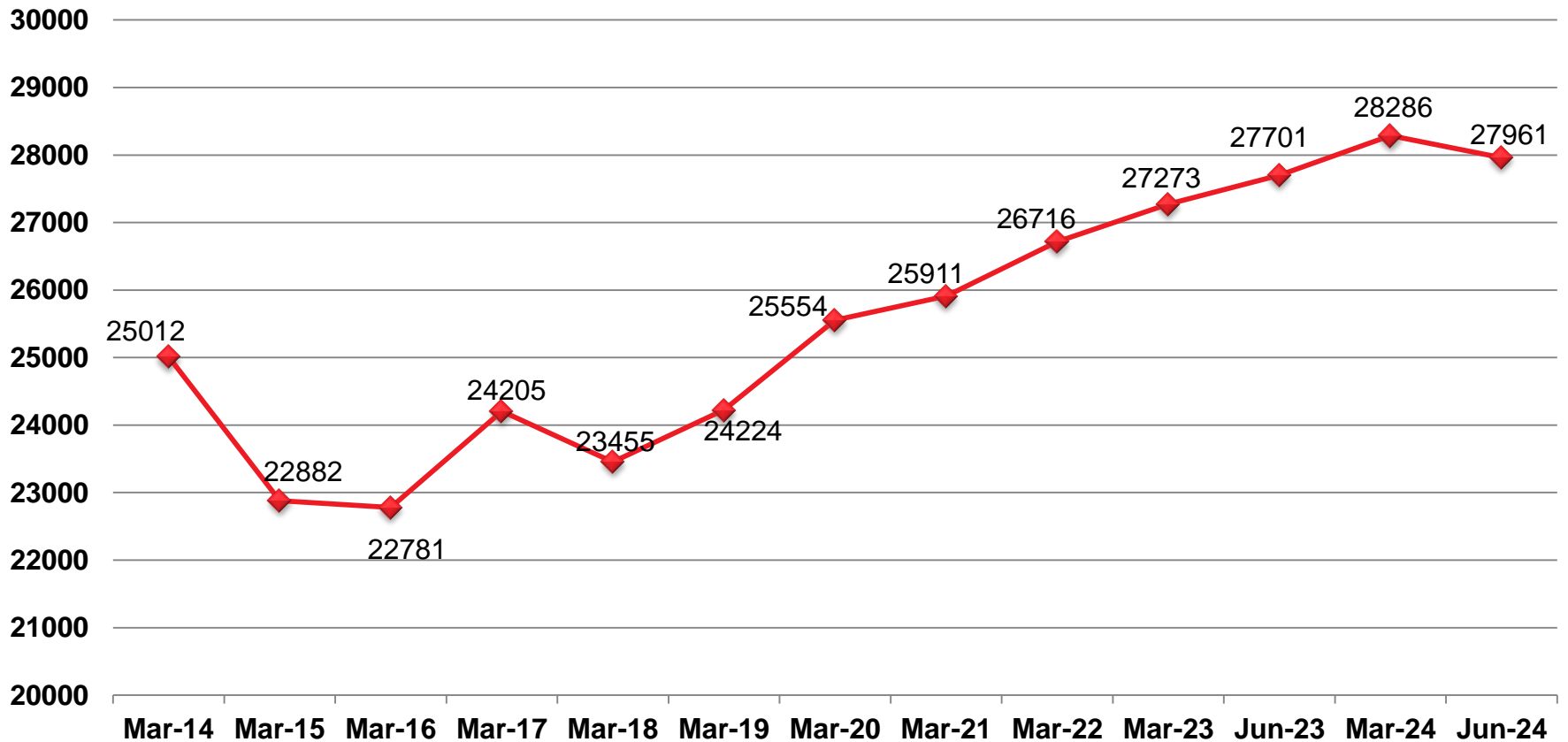
Headroom for further leveraging

	Jun-24	Mar-24	Jun-23
Outside Liabilities	681,785	607,381	530,708
Cash and Cash Equivalents & Bank Balances	44,866	50,365	35,136
Tangible Networth	243,772	242,863	211,732
Capital Gearing	2.61	2.29	2.34

(₹ In millions)

Groomed human capital over the years to meet growing business requirements

(No. of Employees)





BELSTAR MICROFINANCE LIMITED

A Subsidiary of Muthoot Finance Limited

BELSTAR MICROFINANCE LIMITED – AN OVERVIEW



Muthoot Finance



As of June 2024 , Muthoot Finance holds 66.13% in BML. BML was incorporated on January 1988 at Bangalore and the Company was registered with the RBI in March 2001 as a Non- Banking Finance Company. The Company was reclassified as “NBFC-MFI” by RBI effective from 11th December 2013.

BML was acquired by the ‘Hand in Hand’ group in September 2008 to provide scalable microfinance services to entrepreneurs nurtured by ‘Hand in Hand’s’ Self Help Group (SHG) program. The Company commenced its first lending operations at Haveri District of Karnataka in March 2009 to 3 SHGs, 22 members for INR 0.20 mn.

In the last fifteen years of its operations, BML primarily relied on taking over the existing groups formed by Hand in Hand India . BML predominantly follows the SHG model of lending. Effective January 2015, BML started working in JLG model of lending in Pune district, Maharashtra.

As of June 30, 2024, BML operations are spread over 17 states and 2 UT (Tamil Nadu, Andhra Pradesh, Karnataka, Madhya Pradesh, Maharashtra, Kerala, Odisha , Pondicherry , Chattisgarh, Gujarat, Rajasthan, Bihar, Uttar Pradesh, Uttarakhand , West Bengal, Haryana, Punjab, Tripura and Delhi. It has 1,020 branches, with 202 controlling regional offices and employs 11,202 staffs. Its Loan AUM has grown from INR 0.20 mn in March 2009 to INR 99,519 mn in June 2024



LOAN AUM



**INCREASE IN LOAN AUM
42% YoY AT**

₹ 9,952 CRORES





TOTAL REVENUE



AS ON JUNE 30,
2024
₹ 573 Crores

**INCREASE IN TOTAL REVENUE
59% YoY AT**

₹ 573 CRORES



AS ON JUNE 30,
2023
₹ 360 Crores





PROFIT AFTER TAX



INCREASE IN PROFIT AFTER TAX
74% YoY AT

₹ 90 CRORES



**Key Financial Parameters**

(₹ in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Number of Branches	1,020	1,014	782	1,014
Number of Employees	11,202	10,559	8,421	10,559
Loan AUM (₹)	99,519	100,232	70,082	100,232
Loan Assets (₹)	87,734	85,614	55,914	85,614
Capital Adequacy Ratio (%)	21	21	22	21
Total Revenue (₹)	5,731	5,562	3,603	18,514
Total Expense (₹)	4,549	4,217	2,925	14,095
Profit Before Tax (₹)	1,182	1,345	678	4,419
Profit After Tax (₹)	898	1,047	517	3,399
Stage III Loan Assets	2,086	1,574	906	1,574
% Stage III assets on Gross Loan Assets	2.36	1.82	1.62	1.82
Stage III ECL Provision	1,863	1,415	789	1,415
ECL Provision	3,126	2,336	1,104	2,336
ECL Provision as a % of Gross Loan Assets	3.56	2.73	1.97	2.73
Shareholders Funds (₹)	18,183	17,288	11,445	17,288
Total Outside Liabilities (₹)	75,681	76,303	52,389	76,303
Total Assets (₹)	93,864	93,591	63,834	93,591



Muthoot Homefin



Muthoot Homefin (India) Limited is a Housing Finance Company registered with The National Housing Bank (NHB). It became a wholly owned subsidiary of Muthoot Finance Ltd in Aug'17.

MHIL focuses on extending affordable housing finance and targets customers in Economically Weaker Sections (EWS) and Lower Income Groups (LIG) in Tier II & Tier III locations.

It operates on a 'Hub and Spoke' model, with the centralised processing at Corporate Office at Mumbai. MHIL has operations in Kerala, Maharashtra, Gujarat, Rajasthan, Madhya Pradesh, Chandigarh, Andhra Pradesh, Telangana, Karnataka, Uttar Pradesh, Haryana, Punjab, Delhi, Tamil Nadu, Chattisgarh and Pondicherry.

As on June 30, 2024, it has a loan AUM of Rs.21,986 million.

ICRA and CARE assigned Short Term Debt Rating of ICRA A1+ and CARE A1+ respectively for its Commercial Paper.

CRISIL assigned Long Term Debt Rating of CRISIL AA+/Stable for its bank limits and Non Convertible debentures and CARE assigned Long Term Debt Rating of CARE AA+/Stable for its Non Convertible debentures.



Muthoot Homefin

LOAN AUM



AS ON JUNE 30,
2024
₹ 2,199 Crores



AS ON JUNE 30,
2023
₹ 1,501 Crores

**INCREASE IN LOAN AUM
47% YoY AT**

₹ 2,199 CRORES





Muthoot Homefin

LOAN DISBURSEMENT



**INCREASE IN LOAN DISBURSEMENT
102% YoY AT**

₹ 221 CRORES





Muthoot Homefin

PROFIT AFTER TAX



INCREASE IN PROFIT AFTER TAX
63% YoY AT

₹ 8 CRORES



**Muthoot Homefin****Muthoot Finance**

Business Performance

(₹ in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Number of branches	125	118	111	118
Number of Sales Offices	125	118	111	118
Number of Employees	702	601	418	601
Loan AUM (₹)	21,986	20,353	15,007	20,353
Loan Assets (₹)	18,629	17,073	11,641	17,073
Capital Adequacy Ratio (%)	34	38	52	38
Total Revenue (₹)	727	719	435	2,188
Total Expense (₹)	622	648	371	1,932
Profit Before Tax (₹)	105	71	64	256
Profit After Tax (₹)	77	51	47	185
Shareholders Funds (₹)	4,836	4,759	4,622	4,759
Total Outside Liabilities (₹)	15,359	15,462	9,312	15,462
Total Assets (₹)	20,195	20,221	13,934	20,221

**Muthoot Homefin****Muthoot Finance**

Business Performance

(₹ in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Disbursement (₹)	2,213	3,214	1,094	8,146
Borrowings (₹)	13,738	13,147	8,191	13,147
Debt Equity Ratio (%)	2.84	2.76	1.77	2.76
Yield on Advances (%)	13.35	13.87	13.34	13.50
Interest Spread (%)	4.49	5.00	4.63	4.69
NIM (%)	6.40	7.55	7.65	7.35
Cost to Income Ratio (%)	44.53	55.82	49.13	51.61
Return on Assets (ROA) (%)	1.80	1.31	1.71	1.42
Return on Equity (ROE) (%)	6.45	4.33	4.12	3.97
Stage III Loan Assets	325	321	462	321
% Stage III assets on Gross Loan Assets	1.75	1.88	3.97	1.88
Stage III ECL Provision	230	225	325	225
ECL Provision	303	292	395	292
ECL Provision as a % of Gross Loan Assets	1.63	1.71	3.39	1.71
Number of Customers	25,729	24,700	21,608	24,700



Financial Highlights

- Disbursements of INR 2,213 mm in Q1 FY 2025: AUM INR 21986 mm as on June 30, 2024: Loan Book INR 18629 mm as on June 30, 2024:
- Average Ticket Size as on June 30, 2024: INR 1.07 mm
- Business Presence: Maharashtra, Gujarat, Rajasthan, Madhya Pradesh, Kerala, Andhra Pradesh, Telangana, Karnataka, Uttar Pradesh, Haryana, Chandigarh, Delhi, Punjab, Tamil Nadu, Chattisgarh and Pondicherry Presence in 125 locations
- ROA 1.80% for Q1 FY 2025; ROE 6.45% for Q1 FY 2025:
- Average cost of borrowings 8.86% for Q1 FY 2025. Capital Adequacy Ratio: 34.13%, Debt Equity Ratio: 2.84
- Average Yield 13.57%, Interest Spread: 4.49%
- Received PMAY subsidy of INR NIL mm in Q1 FY 2025.

Growth Drivers

- Increasing the leverage from 2.84 times—currently will help to improve the ROE
- Higher credit rating will help in raising funds at competitive rates.
- Strong liquidity in Group's balance sheet, along with its free cash flows to fund the capital requirements
- Established corporate brand name among borrower segment, superior customer servicing capabilities and effective loan recovery mechanisms
- Tier II / III cities focused distribution network with a in-house sales team along with cross-sale to the existing gold loans customers of the group

Profitability

- Long Term Rating from CRISIL AA+/Stable which indicates low risk will help in lower cost of funds. Short Term Rating : ICRA A1+ / CARE A1+
- Debt/Equity ratio at 2.84 times as on June 30, 2024, indicates ample scope for financial leverage to increase ROE
- Infrastructure sharing with the parent (Muthoot Finance) helps reduce overall Opex

Opportunities

- Huge shortfall for housing units in EWS / LIG segment in India
- Attraction of builders to the construction of affordable housing due to Infrastructure status given in Union Budget
- Increase in affordability driven by sustained GDP growth rate and stable property prices.
- Decrease in average members per household and emergence of nuclear families
- Increase in workforce to be driven by expected bulge in working age population
- Increasing urbanization led by rural-urban migration and reclassification of rural towns



Muthoot Money

MUTHOOT MONEY– AN OVERVIEW



Muthoot Money Ltd (MML), became a wholly owned subsidiary of Muthoot Finance Ltd in October 2018. MML is a RBI registered Non- Banking Finance Company engaged mainly in extending gold loans and loans for commercial vehicles and equipments.

The operations are now centered in Hyderabad.

As on 30th June, 2024 it has a total loan portfolio of Rs.16,574 million.

CRISIL assigned Long Term Debt Rating of CRISIL AA/Stable for its bank limits.



Muthoot Money LOAN AUM



INCREASE IN LOAN AUM
234% YoY AT
₹ 1,657 CRORES





Muthoot Money

TOTAL REVENUE



INCREASE IN TOTAL REVENUE
193% YoY AT
₹ 60 CRORES



Key Financial Parameters

(₹ in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Number of branches	674	470	185	470
Number of Employees	2,840	2,130	1,154	2,130
Loan AUM (₹)	16,574	11,227	4,961	11,227
Capital Adequacy Ratio(%)	29	42	19	42
Total Revenue (₹)	601	445	205	1,261
Total Expense (₹)	620	422	206	1,199
Profit Before Tax (₹)	(18)	22	(1)	62
Profit After Tax (₹)	(12)	17	(1)	46
Stage III Loan Assets	276	167	122	167
% Stage III assets on Gross Loan Asset	1.67	1.48	2.46	1.48
Stage III ECL Provision	67	50	46	50
ECL Provision	143	103	74	103
ECL Provision as a % of Gross Loan Asset	0.86	0.91	1.49	0.91
Shareholders Funds (₹)	5,072	5,084	1,037	5,084
Total Outside Liabilities (₹)	13,845	7,435	4,537	7,435
Total Assets (₹)	18,917	12,519	5,575	12,519



***Muthoot
Insurance Brokers***



MUTHOOT INSURANCE – AN OVERVIEW



MIBPL became a wholly owned subsidiary of Muthoot Finance Ltd in Sep 2016. MIBPL is an unlisted private limited company holding a licence to act as Direct Broker from IRDA since 2013.

It is actively distributing both life and non-life insurance products of various insurance companies.

During Q1 FY25, it has insured more than 784,800 lives with a First year premium collection of Rs.1,141 million under Traditional, Term and Health products.

During Q1 FY24, it has insured more than 904,700 lives with a First year premium collection of Rs.1,144 million under Traditional, Term and Health products.

**Key Business Parameters**

(₹ in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Premium Collection (₹)	1,481	1,904	1,477	6,560
Number of Policies	794,942	10,05,019	916,295	37,65,644

Key Financial Parameters

(₹ in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Total Revenue (₹)	440	570	159	1,528
Total Expense (₹)	230	441	21	950
Profit Before Tax (₹)	210	129	138	578
Profit After Tax (₹)	157	96	102	418
Shareholders Funds (₹)	2,161	2,004	1,690	2,004
Earnings per share (₹)	210	128	136	557



ASIA ASSET FINANCE PLC

A finance company with a golden heart

ASIA ASSET FINANCE PLC – AN OVERVIEW



Asia Asset Finance PLC, (AAF) Colombo, Sri Lanka became a foreign subsidiary of Muthoot Finance on December 31, 2014. As on June 30, 2024, total holding in AAF stood at 91 million equity shares representing 72.92% of their total capital. The loan portfolio stands at LKR 23,352 million as on June 30, 2024

AAF is a Registered Financial Company based in Sri Lanka a fully licensed, deposit-taking institution registered with the Central Bank of Sri Lanka and listed in the Colombo Stock Exchange

AAF is in lending business since 1970. At present the company is involved in Retail Finance, Hire Purchase & Business Loans and has 85 branches across Sri Lanka.

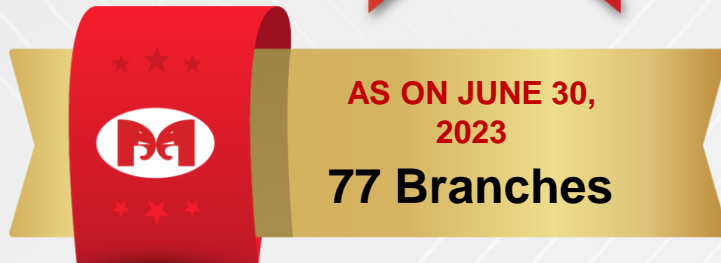
The company formerly known as Finance and Land Sales has been in operation for over 54 years, evolving to serve the growing needs of people of Sri Lanka.

BRANCH NETWORK



**INCREASE IN BRANCH NETWORK
10% YoY AT**

85 BRANCHES



PROFIT AFTER TAX



**INCREASE IN PROFIT AFTER TAX
110% YoY AT
LKR 12 CRORES**



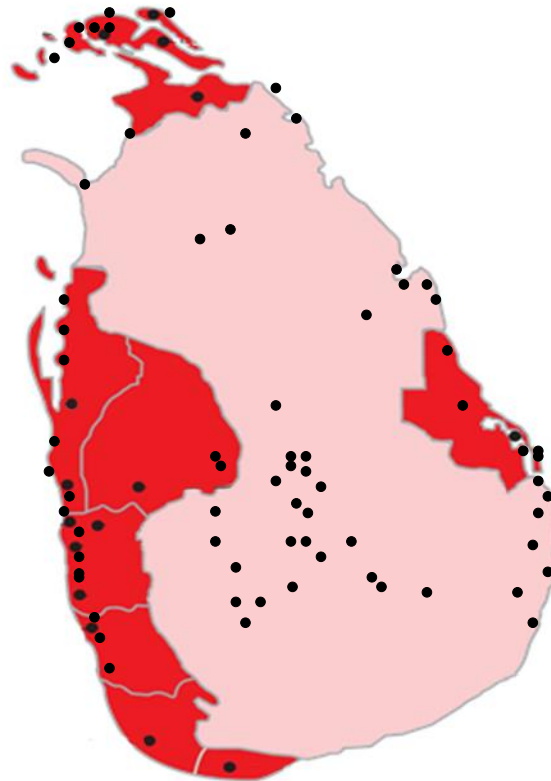
PRODUCTS



- Fixed Deposits
- Leasing
- Business Loan
- Personal Loan
- Group Personal Loan
- Corporate Loans
- Mortgage Loans
- Factoring
- Short Term Loans
- Micro Finance
- Loan against Gold Jewellery

BRANCH NETWORK

AAF has operations in various parts of Sri Lanka providing the best services and easy access to clients



Key Financial Parameters

(LKR in millions)

Particulars	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
LKR/INR	0.272452	0.277406	0.26625	0.277406
Number of branches	85	85	77	85
Number of Employees	636	564	595	564
Loan AUM (LKR)	23,352	20,564	20,102	20,564
Capital Adequacy Ratio (%)	22	21	23	21
Total Revenue (LKR)	1,523	1,551	1,723	6,603
Total Expense (LKR)	1,390	1,452	1,642	6,230
Profit Before Tax (LKR)	132	99	81	373
Profit After Tax (LKR)	116	124	55	344
Shareholders Funds (LKR)	3,481	3,365	3,066	3,365
Total Outside Liabilities (LKR)	26,791	22,507	22,782	22,507
Total Assets (LKR)	30,272	25,872	25,848	25,872



OTHER SUBSIDIARIES

MUTHOOT ASSET MANAGEMENT PRIVATE LIMITED

(₹ In millions)

	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Networth	1,224	1,207	1,157	1,207

MUTHOOT TRUSTEE PRIVATE LIMITED

(₹ In millions)

	Q1 FY 2025	Q4 FY 2024	Q1 FY 2024	FY 2024
Networth	11	11	10	11



Thank You