



Date: March 18, 2024

To,

**BSE Limited**

Corporate Relationship Department,  
2nd Floor, New Trading Wing,  
Rotunda Building,  
P.J. Towers, Dalal Street, Mumbai 400001

**National Stock Exchange of India Limited**

Exchange Plaza, 5th Floor,  
Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (E),  
Mumbai 400 051

**Scrip Code: 544055**

**Scrip Code: MUTHOOTMF**

Dear Sir/Madam,

**Sub: Corporate Presentation – Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)**

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Listing Regulations, we hereby submit Corporate Presentation which will be used for the Investor Conferences attended by the Company.

Kindly take the same on records.

Thanking you,

Yours faithfully,  
For Muthoot Microfin Ltd

Neethu Ajay,  
Chief Compliance Officer and Company Secretary

Ernakulam

\*No Unpublished Price Sensitive Information will be shared during the presentation.

**Muthoot Microfin Limited**

Regd. Office: Door No: 40/8922 (New No 66/3628), Muthoot Towers, M G Road, Ernakulam, Kerala, India – 682 035

Tel: 0484 4161616 | [www.muthootmicrofin.com](http://www.muthootmicrofin.com) | [www.muthoot.com](http://www.muthoot.com)

CIN: L65190MH1992PLC066228



# Corporate Presentation

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# Presentation Roadmap

01

Group/Company Overview

02

Business Updates

03

Financial Performance

04

Investment Rationale



# Presentation Roadmap

01

**Group/Company Overview**

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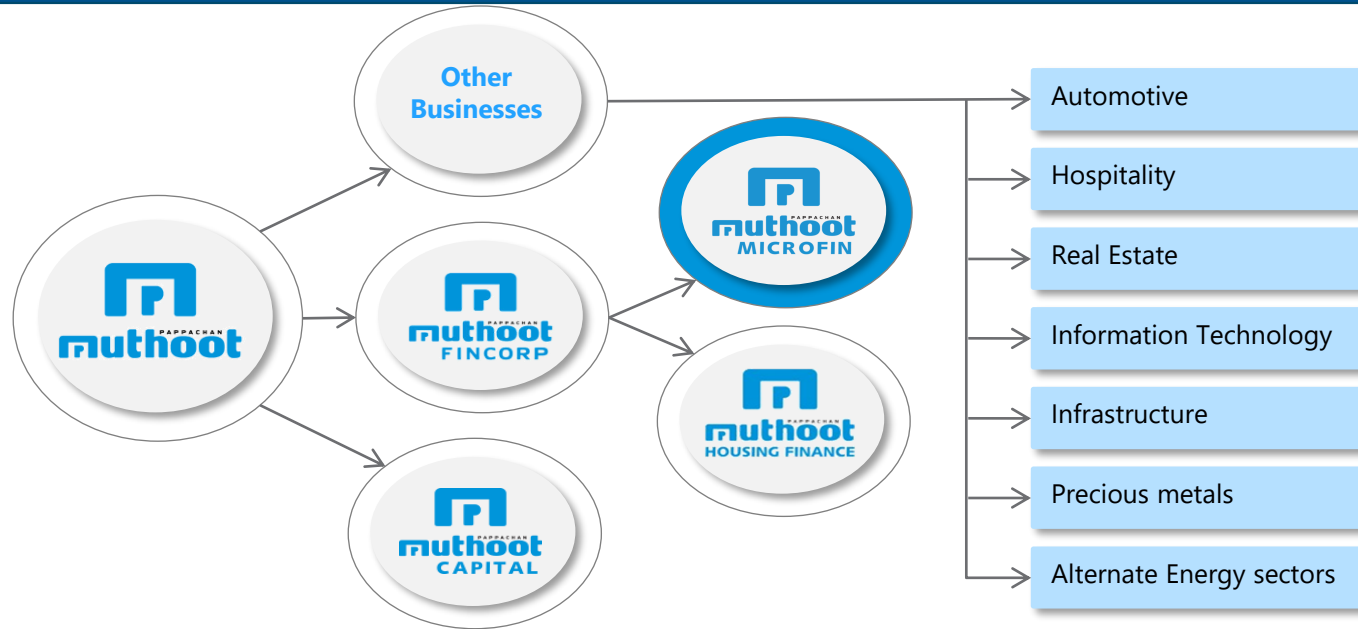
04

Investment Rationale



# MPG - History of over 137 years of history and 80 years of experience in Financial Services business

## Muthoot Pappachan Group (MPG) is a Well Diversified Business Conglomerate



## Our Promoters

**Thomas Muthoot**  
Managing Director, MML



**Thomas John Muthoot**  
Non-Executive Director, MML



**Thomas George Muthoot**  
Non-Executive Director, MML



## Present across microfinance, gold finance, two wheeler finance and housing finance

Muthoot Microfin Limited (MML) is the 2<sup>nd</sup> Largest company by AUM under the Muthoot Pappachan Group for FY23

Promoters have infused Rs 3,421 Mn in MML till date

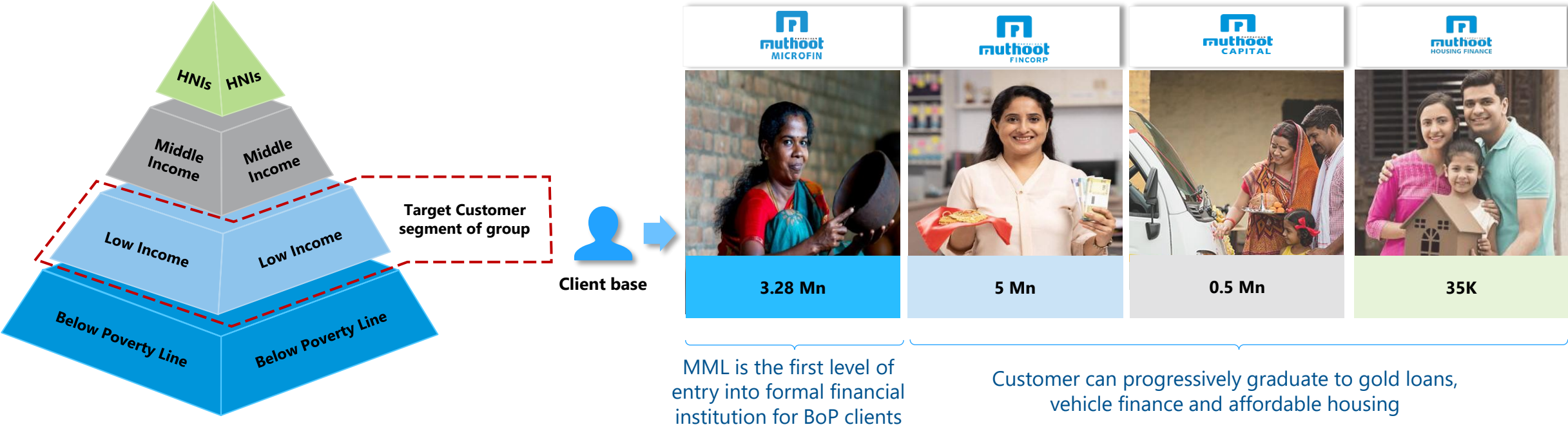
One of the few NBFC-MFIs where the original promoters have continued to retain ownership and control over the business<sup>2</sup>

**Note:**

1. Shareholding on a diluted basis including maximum convertible CCPS (as on March 31, 2023)
2. Among the top 10 NBFC-MFIs in India (Source : CRISIL Report)

# Brand Recall and Synergies with the Muthoot Pappachan Group

MPG's Stronghold is the bottom of the pyramid underserved customers



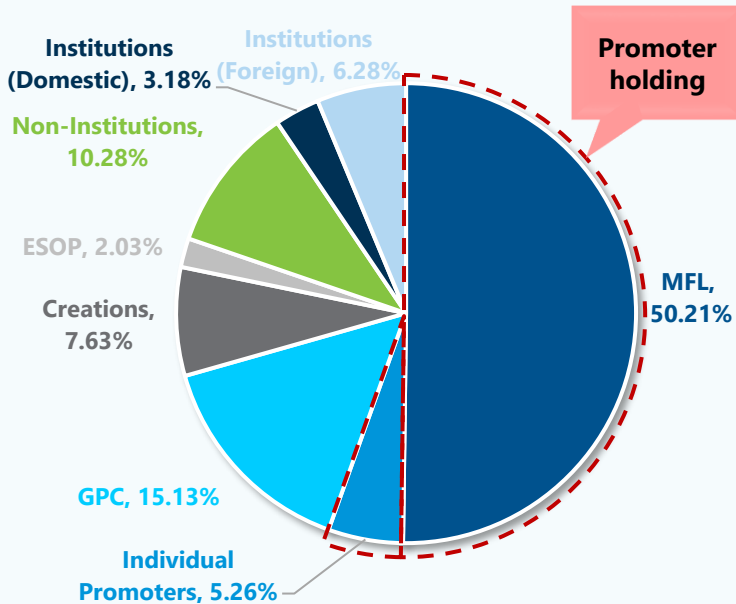
**Synergies with MPG**

- History of MPG in working with target customers helps understand the needs of women in rural households & design lending products as per their requirements
- Expansion of customer base and geographical footprint
- Leveraging MFL's branches and expertise in cash management, gold assessment and storage
- MPG is in process of developing a single platform to allow access to all the Group's loan offerings thus maximizing cross-sell opportunities

**MPG provides MML with Brand recall and significant marketing and operational benefits; MML leverages cross-selling opportunities to offer diverse products to meet multiple needs of target customers**

# Strong Corporate Governance and Support from Promoters & Investors

## Shareholding Post IPO



One of the few NBFC-MFIs where the original promoters have continued to retain ownership and control over the business <sup>1</sup>

Statutory Auditor

**SHARP & TANNAN**  
chartered accountants

## Board of Directors

Promoter Directors



**Thomas Muthoot**  
Managing Director

Exp: 37+ years  
Muthoot Pappachan Group,  
HDFC Bank



**Thomas John Muthoot**  
Promoter, Non Executive Director

Exp: 37+ years  
Muthoot Pappachan Group



**Thomas George Muthoot,**  
Promoter, Non Executive Director

Exp: 37+ years  
Muthoot Pappachan Group

Nominee Directors



**Akshaya Prasad**  
Non-Executive Director

Exp: 22+ years  
Greater Pacific Capital, Goldman Sachs



**John Tyler Day**  
Non-Executive Director

Exp: 12+ years  
Creation Investments

Independent Directors



**Thai Salas Vijayan**  
Non-Executive Independent Director  
LIC, IRDAI, Shriram Properties



**Bhama Krishnamurthy**  
Non-Executive Independent Director  
Exp: 40+ years  
SIDBI, Catholic Syrian Bank



**Pushpy Babu Muricken**  
Non-Executive Independent Director  
Exp: 16+ years  
Joyalukkas, NASSCOM



**Anand Raghavan**  
Non Executive Independent Director  
Exp: 30+ years  
EY, Sundaram Finance



**Alok Prasad**  
Independent Director  
Exp: 34+ years  
RBI, NHB, Citicorp



# Experienced and Professional Management

## Key Management Personnel & Senior Management Personnel



**Sadaf Sayeed, Chief Executive Officer**  
**Exp:** 22+ years, 12 years with MPG  
**Past Exp:** Muthoot Fincorp, HDFC Bank, Indiabulls Credit Services, GE Countrywide Consumer Financial Services, Satin, Spandana Sphoorty



**Praveen T, Chief Financial Officer**  
**Exp:** 12+ years, 10 years with MPG  
**Past Exp:** Muthoot Fincorp, Ark Power Controls



**Neethu Ajay, Company Secretary and Chief Compliance Officer**  
**Exp:** 9+ years, 9 years with MPG



**Udeesh Ullas, Chief Operating Officer**  
**Exp:** 19+ years, 15 years with MPG  
**Past Exp:** Muthoot Fincorp, Cochin Bridge Infra. Company, ICICI Bank and Fullerton India Credit Company



**Subhransu Pattnayak, Executive VP (HR)**  
**Exp:** 21+ years, 10 years with MPG  
**Past Exp:** Muthoot Fincorp, ICICI Bank

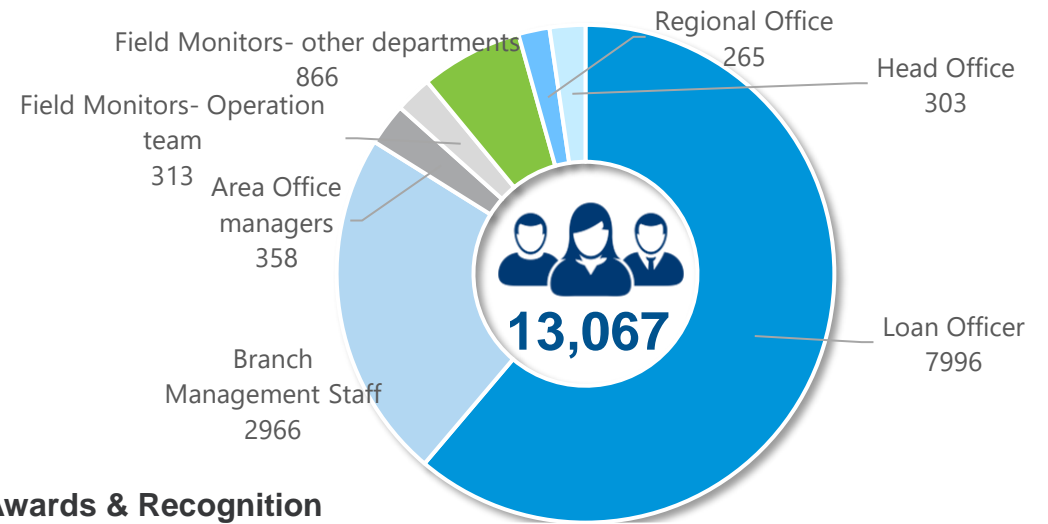


**Jinsu Joseph, Chief Risk Officer**  
**Exp:** 11+ years, 6 years with MPG  
**Past Exp:** Maben Nidhi, Tamilnad Mercantile Bank



**Linson Chelamattathil Paul, Chief Technology Officer**  
**Exp:** 20+ years  
**Past Exp:** V-Guard Industries, Joyalukkas India

## Employee Mix<sup>1</sup>



## Awards & Recognition

Awarded for the **Mobility category at the Technology Senate Awards South, 2022**

**'Best Digital Transformation Initiative - Financial Services'** – India DevOps Show 2022 by Quantic

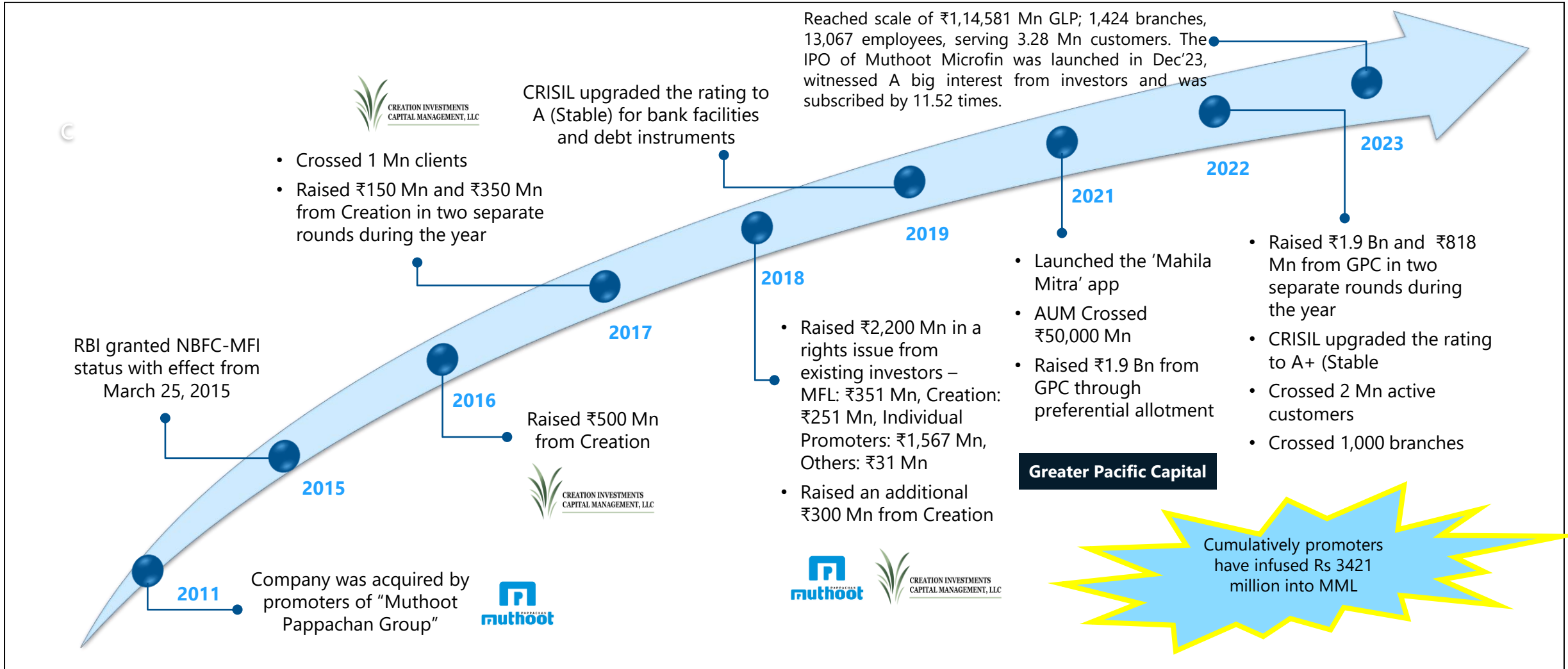
**'Best Use of Technology Award' for Financial Services'** –National Enterprises Tech Connect, 2021

**'Best Digital Transformation Initiative – Micro Finance'** in NBFC Category – BFSI Excellence Awards, 2021

Certified as a **'Great Place to Work'** by the Great Place to Work Institute, India; 2023, 2021, 2018



# Journey So Far



# Presentation Roadmap

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Investment Rationale





**AUM**  
**INR 114,581 Mn**  
 (+38.6% YoY,  
 82,646 Mn)

**Disbursements**  
**INR 25,921 Mn**  
 (+19.4% YoY,  
 21,705 Mn)

**Branches**  
**1,424**  
 (+30.9% YoY,  
 1,088)

**Active Clients**  
**3.28 Mn**  
 (+26.7% YoY,  
 2.59 Mn)

**Employees**  
**13,067**  
 (+34.5% YoY,  
 9,714)

**Collection Efficiency**  
**98.4%**  
 (+1.5% YoY,  
 97%)

**GNPA**  
**2.29%**  
 (-1.20% YoY,  
 3.49%)  
**NNPA**  
**0.33%**  
 (-0.64% YoY,  
 0.97%)

**Loan Count**  
**4.02 Mn**  
 (+24.9% YoY,  
 3.22 Mn)

# Performance highlights – Q3



**Income**  
**INR 5,848 Mn**  
 (+52.6% YoY,  
 3,832 Mn)

**PPOP**  
**INR 1,823 Mn**  
 (+72.0% YoY,  
 1,060 Mn)

**PAT**  
**INR 1,246 Mn**  
 (+119.1% YoY,  
 569 Mn)

**ROA**  
**4.5%**  
 (+1.56% YoY,  
 2.9%)  
**ROE\***  
**26.0%**  
 (+9.58% YoY,  
 16.4%)

**COF**  
**11.21%**  
 (+0.43% YoY,  
 10.78%)  
**Inc. COF**  
**10.41%**

**NIM**  
**12.6%**  
 (+0.86% YoY,  
 11.7%)

**Opex/GLP Ratio**  
**6.07%**  
 (-0.24% YoY,  
 6.31%)

**Equity**  
**INR 26,777 Mn**  
 (+76.0% YoY,  
 15,215 Mn)  
**CAR**  
**29.6%**  
 (+6.61% YoY,  
 23.0%)

# Performance highlights – Q3

\*Reporting Adjusted RoE (Capital Infusion\*Number of days after infusion in the year/number days in the year)

# Key Operational & Financial Highlights

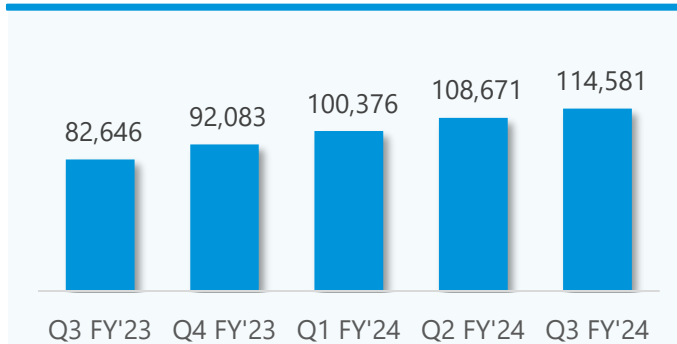
Operation & Financial Performance	Q3 FY24	YoY Growth	QoQ Growth
<b>Assets Under Management (in mns)</b>	<b>1,14,581.37</b>	<b>38.6%</b>	<b>5.4%</b>
Branches (Count)	1,424	30.88%	6.3%
Total number of staff (Count)	13,067	34.5%	6.3%
<b>No. of Active members (Count) (in mns)</b>	<b>3.28</b>	<b>26.7%</b>	<b>2.6%</b>
CRAR	29.6%	+661 bps	911 bps
GNPA Ratio	2.29%	-120 bps	-8 bps
NNPA Ratio	0.33%	-0.64 bps	-
<b>Q-o-Q Performance</b>	<b>Q3 FY24</b>	<b>YoY Growth</b>	<b>QoQ Growth</b>
Total income (in mns)	5,848.28	52.6%	3.1%
NIM (in mns)	3,430.74	53.1%	1.5%
PAT (in mns)	1,245.69	119.1%	13.7%
PAT/ROA (%)	4.47%	+156 bps	+27 bps
ROE	25.97%	+958 bps	+288 bps
<b>YTD Performance</b>	<b>9M FY 24</b>	<b>9M FY 23</b>	<b>YoY Growth</b>
Total income (in mns)	16,320.65	9,981.74	63.5%
NIM (in mns)	9,610.47	6,022.89	59.6%
PAT (in mns)	3,298.24	693.32	375.7%
PAT/ROA	4.25%	1.30%	+294 bps
ROE	24.33%	6.66%	+1766 bps

## Strong growth in the Company with use of Technology

- The company showcase strong growth with acquisition of more customers, expansion of network of the company. More emphasis on technology, use of Digital Collections.
- The CAR is improved due to primary infusion into the Company by way of IPO net of expense is INR 7,040 million. The balance sheet is strong with adequate liquidity and strong ALM.
- The NPA numbers are stable on the back of strong collections. The TN floods wont impact materially as the clients are enrolled in Natural Calamity insurance.
- Last 4 quarters, the company consistently reporting 4% above RoA. The Operating expense and Cost of Fund is expected to improve coming quarters. Last 6 months incremental Cost of Fund is 10.41%.
- The RoE will be diluted in the immediate future quarters on the back of Capital infusions.

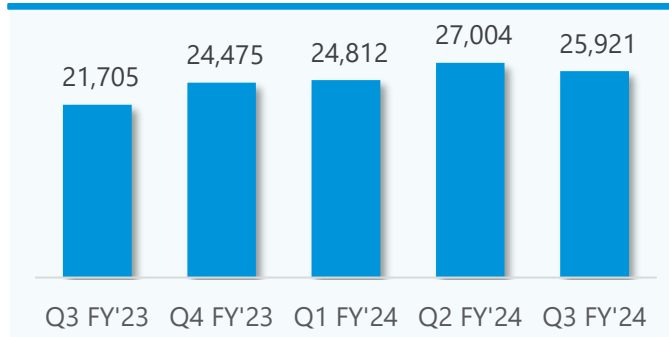
# Consistent Growth

## AUM (Mn)



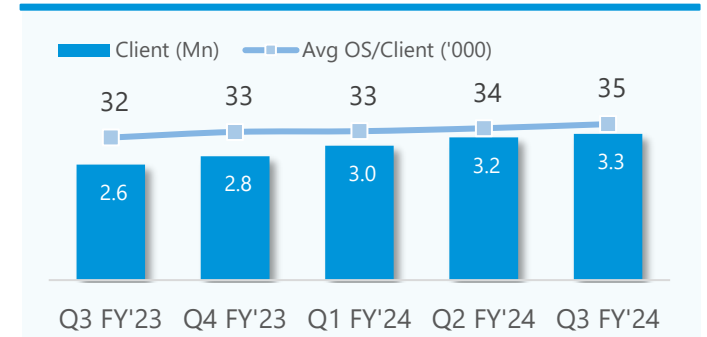
- One of the youngest NFBC-MFIs with a relatively Strong credit rating

## Disbursement (Mn)



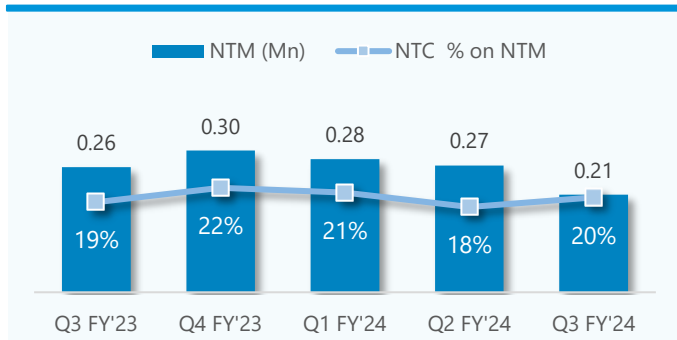
- One of the youngest NFBC-MFIs with a relatively Strong credit rating

## Client Count (Mn)



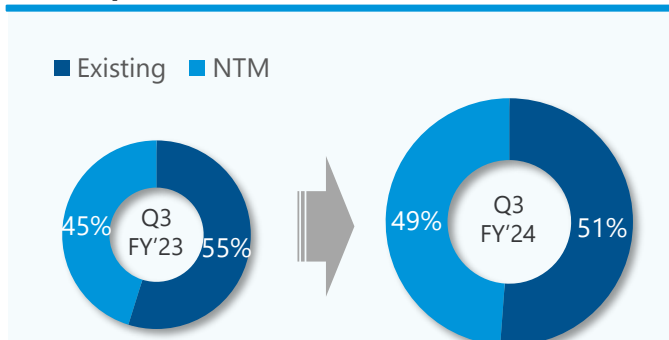
- One of the youngest NFBC-MFIs with a relatively Strong credit rating

## NTM & NTC Client Count (Mn)



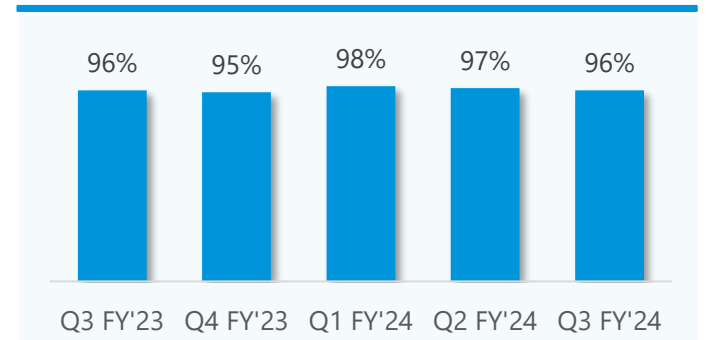
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## AUM Split AUM & NTM Clients (Crs)



- One of the youngest NFBC-MFIs with a relatively Strong credit rating

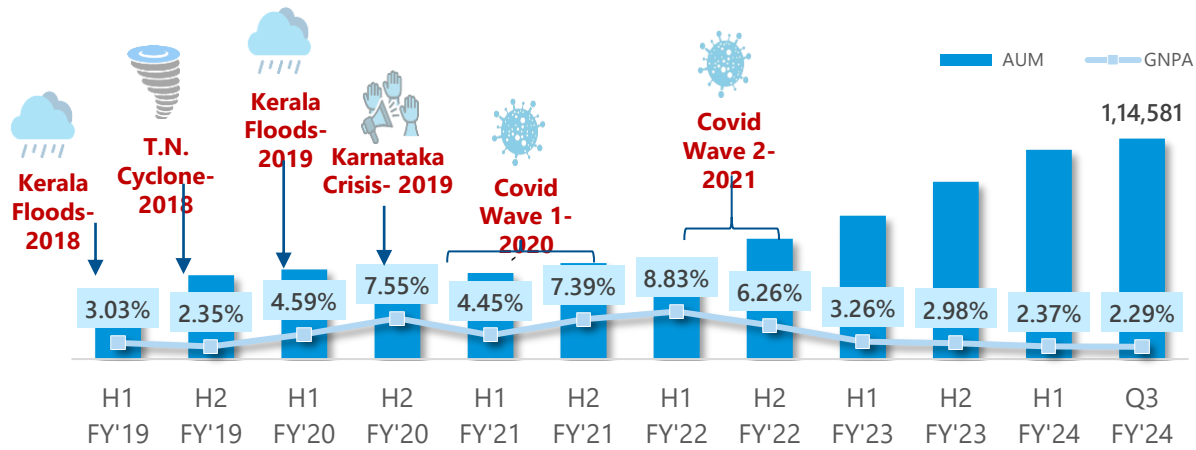
## Client Retention



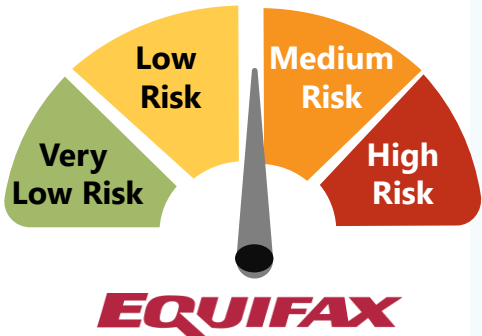
- One of the youngest NFBC-MFIs with a relatively Strong credit rating

# Resilient Business Model – Proven over time

## Rising Strong: Navigating Macro Disruptions, Ready for Post-COVID Recovery



## Score Card-based Disbursements \* – From Score card inception



	VERY LOW	LOW	MEDIUM	
No. of loans (Mns)	1,023	0,399	0,055	1,477
% of amount Disbursed	70.51%	26.39%	3.10%	100%
Disbursements (Mns)	48,994	18,338	2,153	

## Impact of TN Flood on portfolio

Districts	*Aff. POS (Mns)	*Aff. Loans	NATCAT Cover	NATCAT Cover %
Thoothukudi	496.1	12,464	10,938	87.8%
Chennai	301.0	6,241	5,961	95.5%
Tiruvallur	120.4	2,713	2,626	96.8%
Kanchipuram	72.1	2,101	1,820	86.6%
Tirunelveli	99.3	1,939	1,939	100.0%
Tiruvallur	15.9	291	291	100.0%
Chengalpattu	0.1	4	1	25.0%
<b>Grand Total</b>	<b>1105.0</b>	<b>25,753</b>	<b>23,576</b>	<b>91.5%</b>

- Faster recovery pattern proven historically
- Recent flood in TN impacted ~25K customers; however, recovery was faster on account of NATCAT insurance and proactive client reach.
- Customer selection has been one strong pillar behind faster recovery

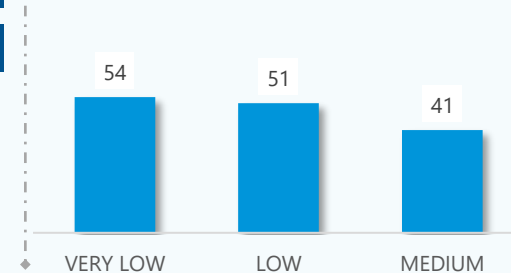
\*Aff. - Affected

FY24 (9M)	% of Stage II	% of Stage III	% of Stage I
Disb. post Jun 21	0.86%	1.20%	96.81%
<b>Total</b>	<b>0.87%</b>	<b>2.29%</b>	<b>96.84%</b>

## Score Card-based Disbursements \* - Q3 FY'24

	VERY LOW	LOW	MEDIUM	
No. of loans (Mns)	0,148	0,055	0,002	0,205
% of amount Disbursed	73.19%	25.90%	0.91%	100%
Disbursements (Mns)	7,946	2,812	99	

## ATS\* – Q3 FY'24 ('000)

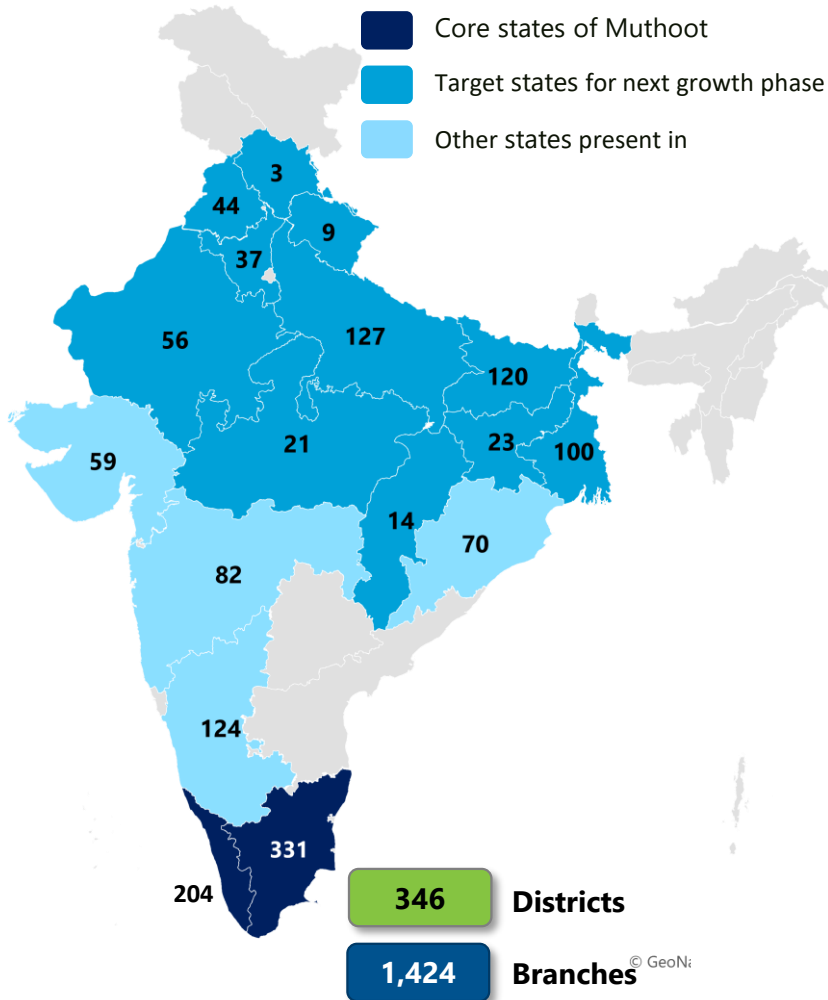


\*First cycle clients



# Systemic Diversification with focused business in Target States

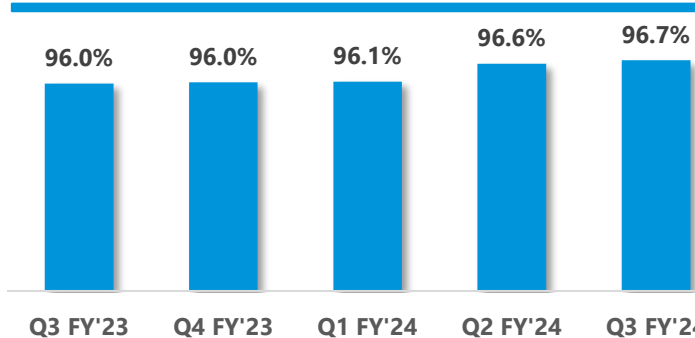
## Number of Branches per State



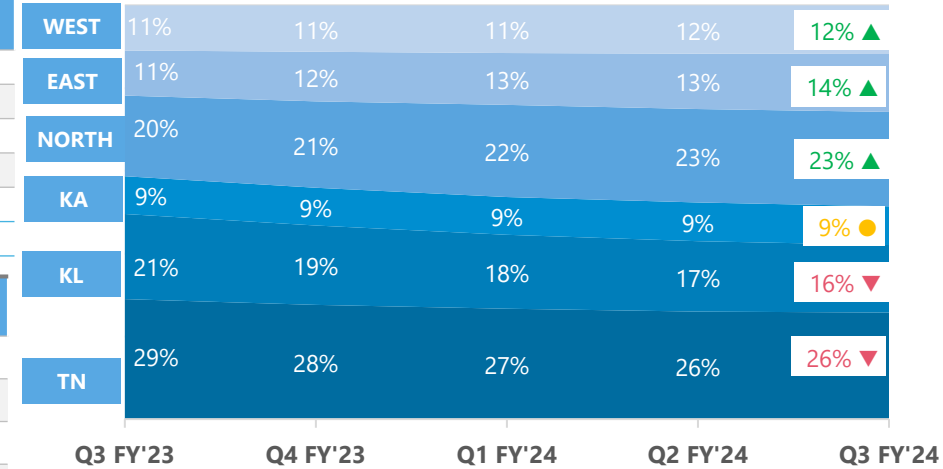
Exposure of Districts (% of GLP)	Q3 FY'24	
	No. of Districts	% of Total Districts
<0.5%	289	84%
0.5% - 1%	40	12%
1% - 2%	12	3%
2% - 3%	4	1%
>3%	1	0%
<b>Total</b>	<b>346</b>	<b>100.00%</b>

Q3 FY24 – Top Districts	% of Total GLP
Top 1	3%
Top 3	8%
Top 5	12%
Top 10	20%
Other	80%

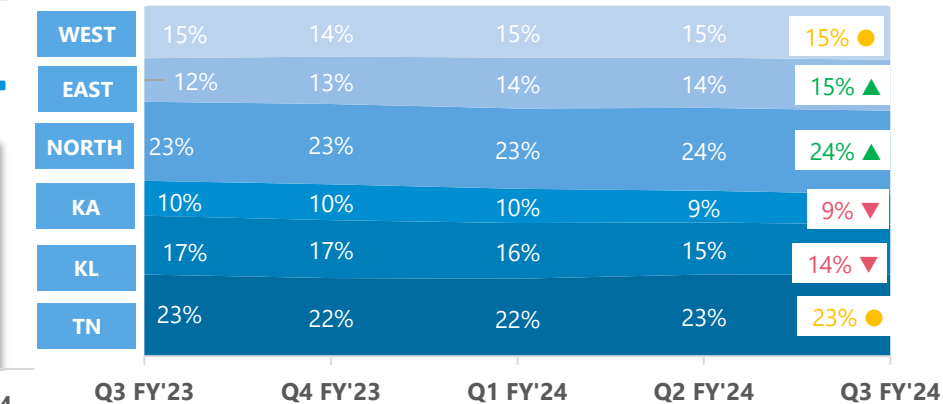
## Consistent Rural Penetration (AUM)



## Portfolio Diversification (Region-wise Trend)

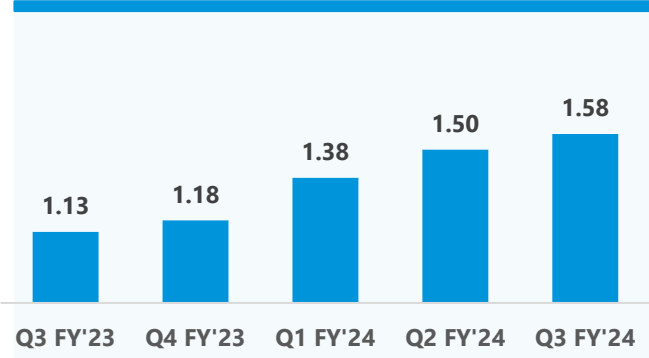


## Branch Expansion (Region-wise Trend)

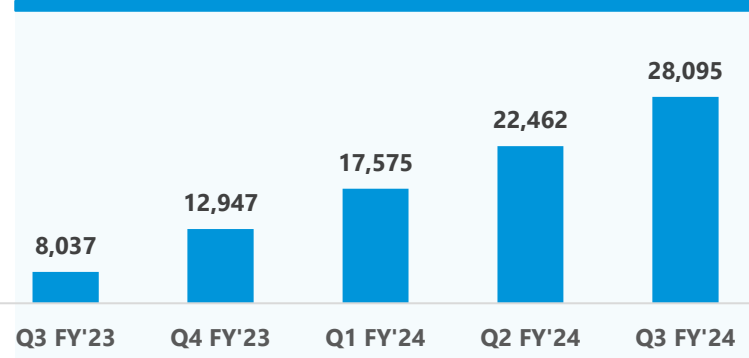


# Digitization driving Collections

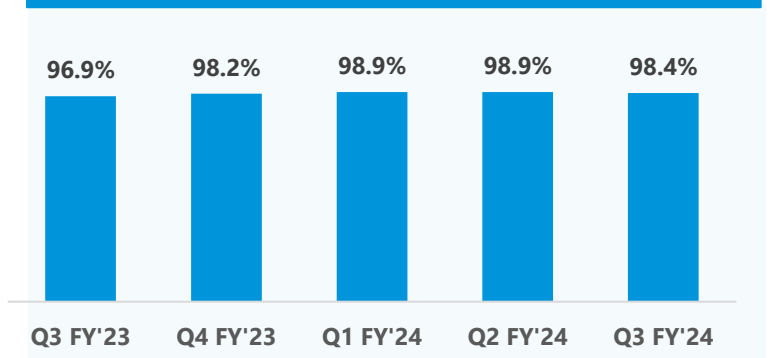
Customer App Installation (Cumulative in Mns)



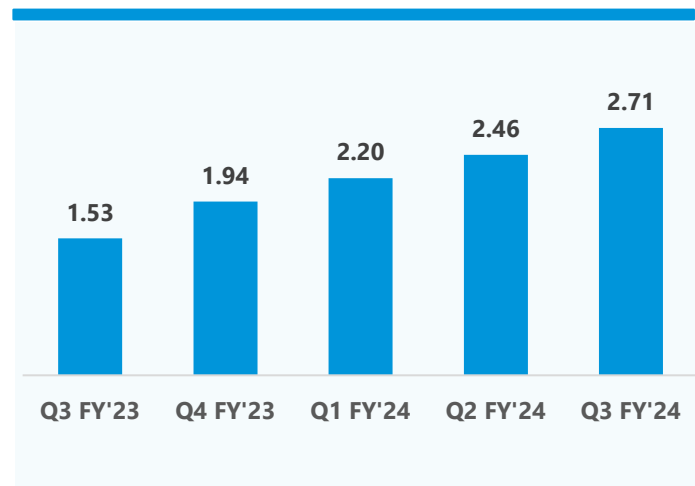
Digital Collection ( Cumulative in Rs. Mns)



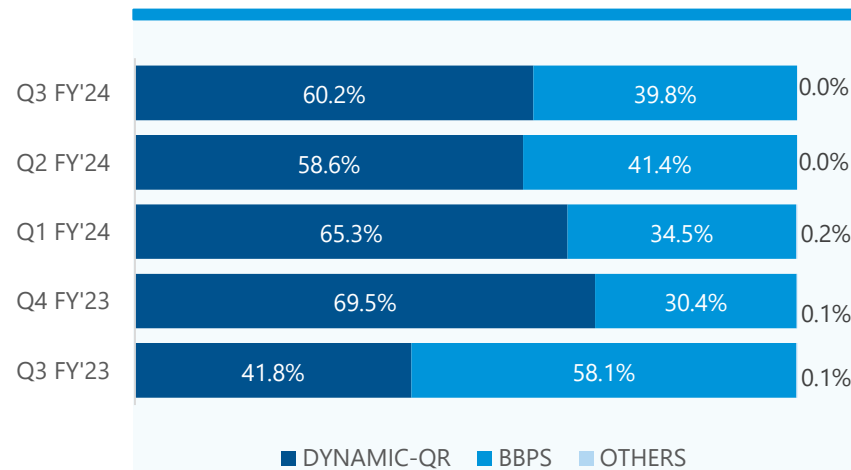
Overall CE %



Digital Client Acquisition (Cumulative in Mns)



Channel-wise digital collection share%



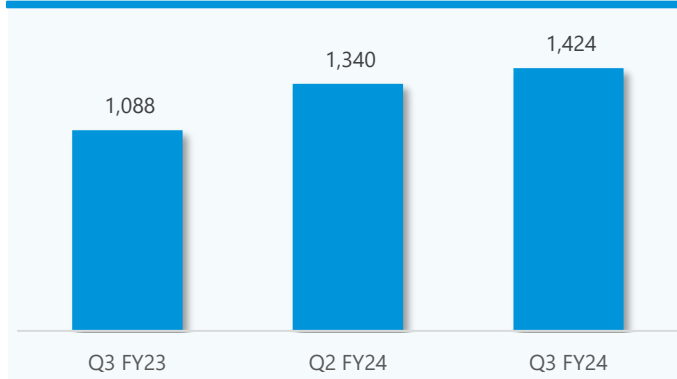
- Multiple channels and options to customers have really enabled digital collections
- Been one of the key support for customer connect during critical times like flood, COVID etc.
- One of the key reason behind consistent CE trend inspite of external disturbances
- Digital client acquisition has been on a steady rise.

Note:

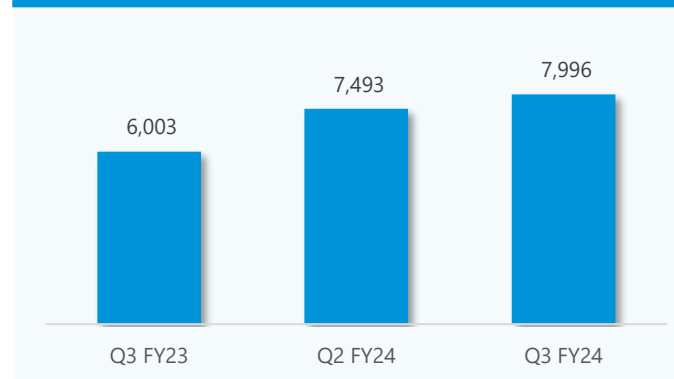
1. App downloads represents customers who have downloaded and registered "Mahila Mitra" app
2. Digital Collection share in overall collection for the financial year is the ratio of digital collection to overall collection for the relevant financial year

# Key Metrics

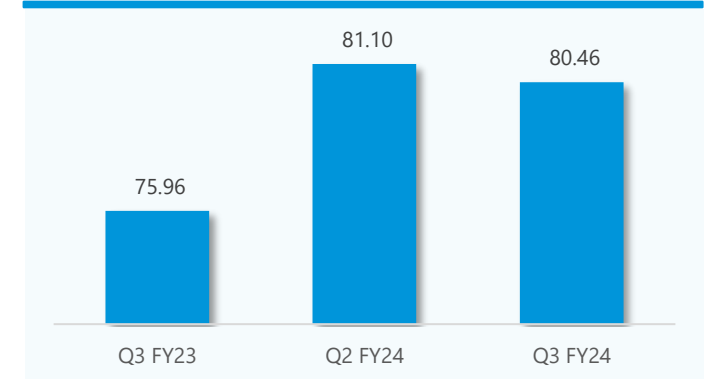
## Branch Count



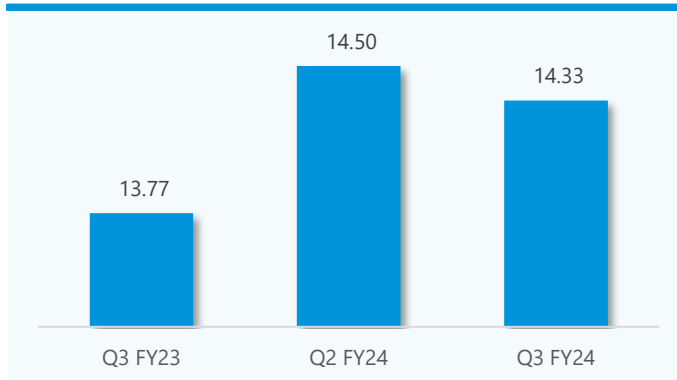
## RO Count



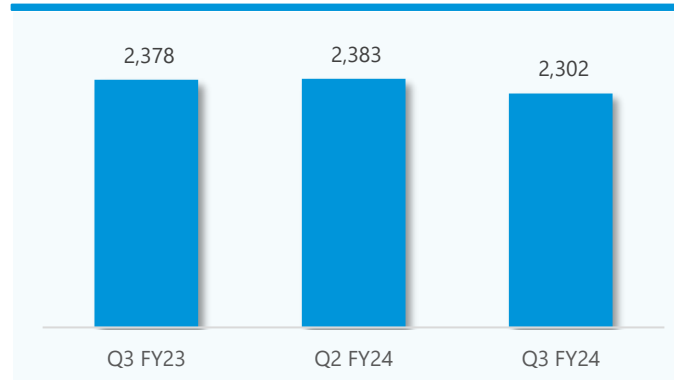
## AUM Per Branch (in Mns)



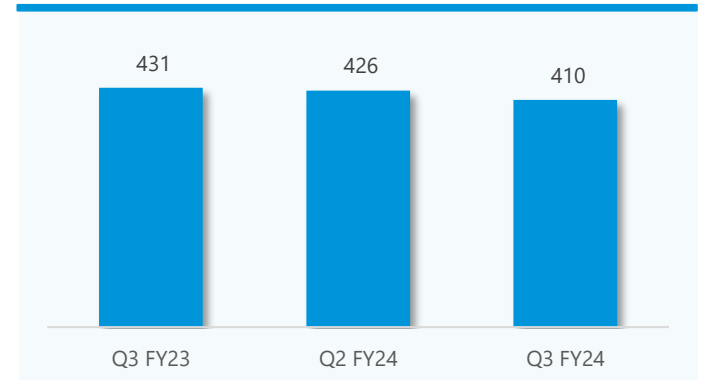
## AUM Per RO (in Mns)



## Client Per Branch

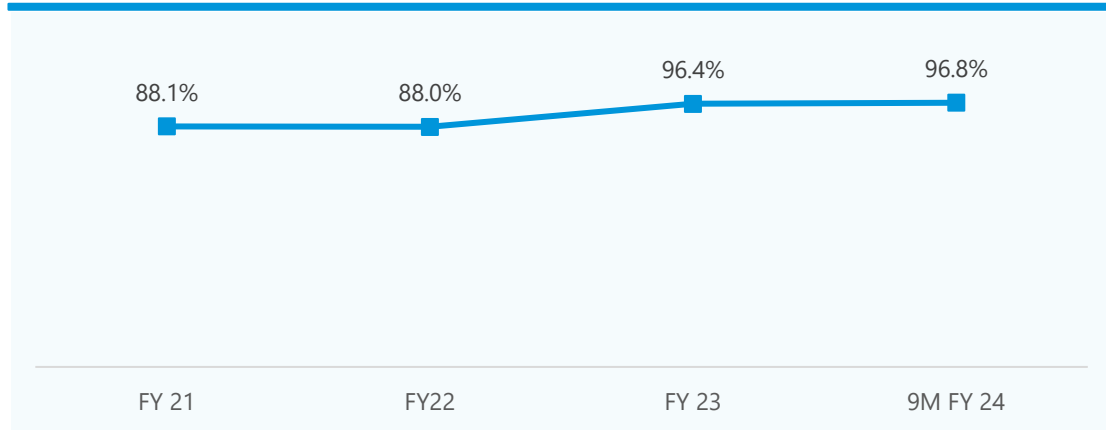


## Client Per RO

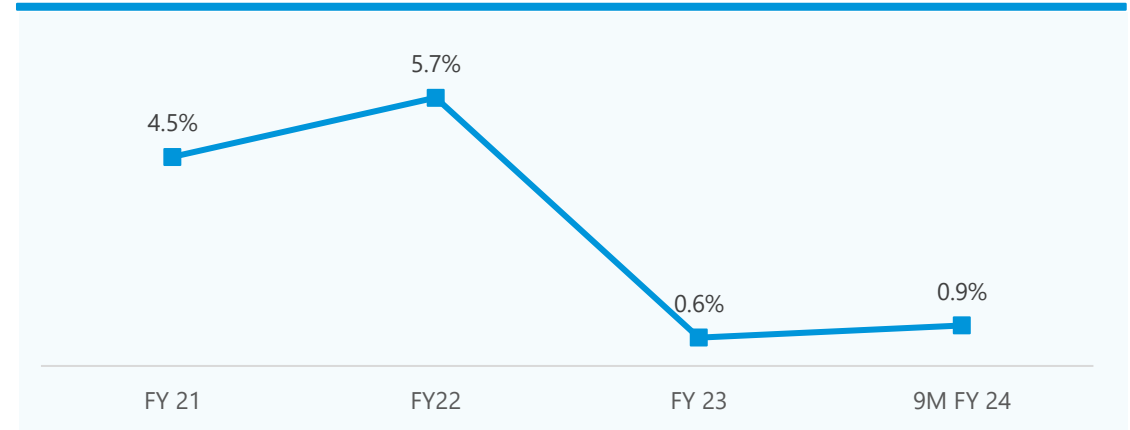


# Asset Quality Update (1/2)

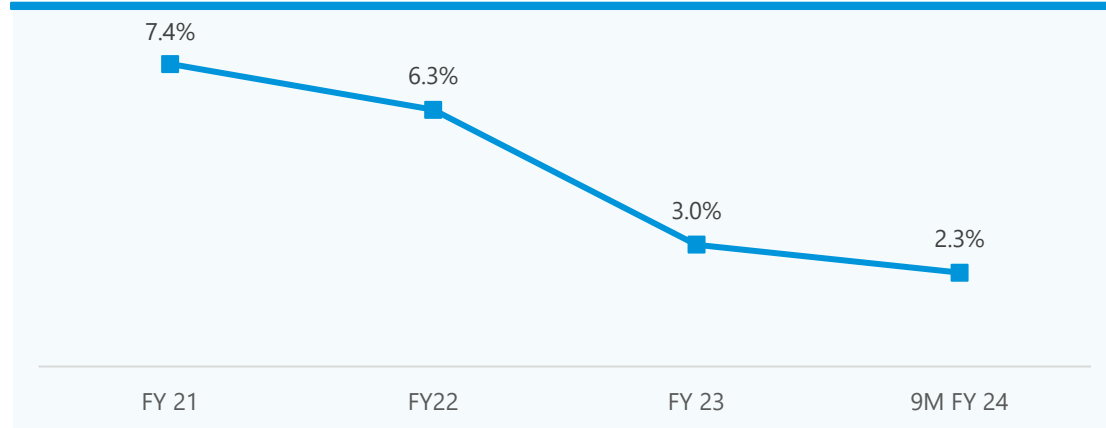
## Stage 1 (0-30)



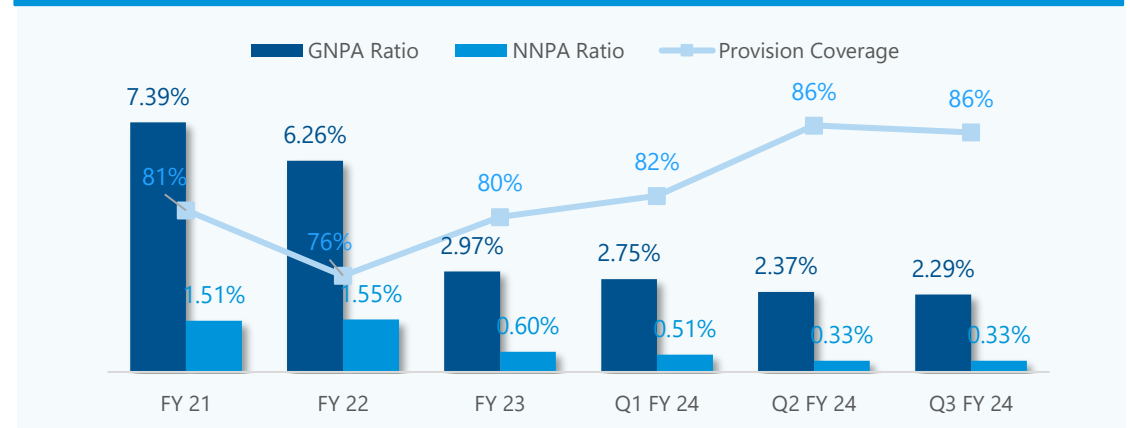
## Stage 2 (30-60)



## Stage 3 (90+)



## GNPA NPA & Provision Coverage



# Presentation Roadmap

01

Group/Company Overview

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**Financial Performance**

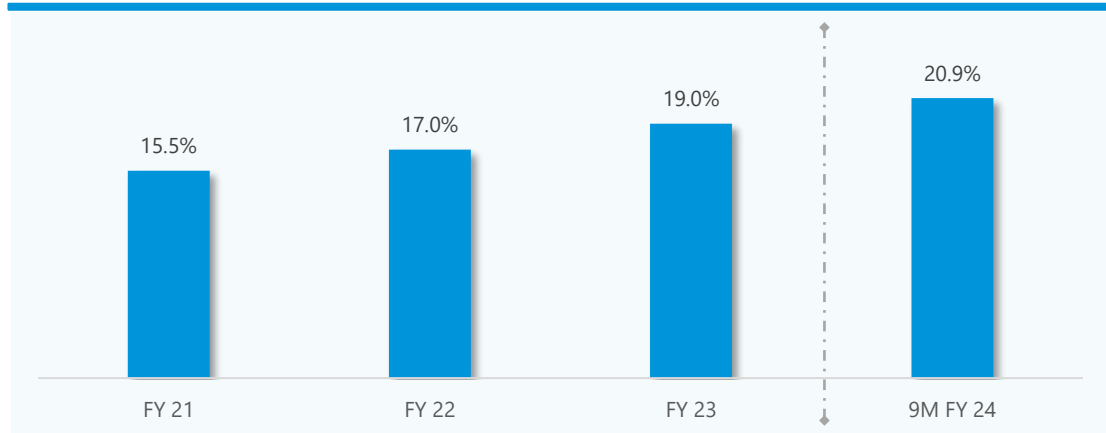
04

Investment Rationale

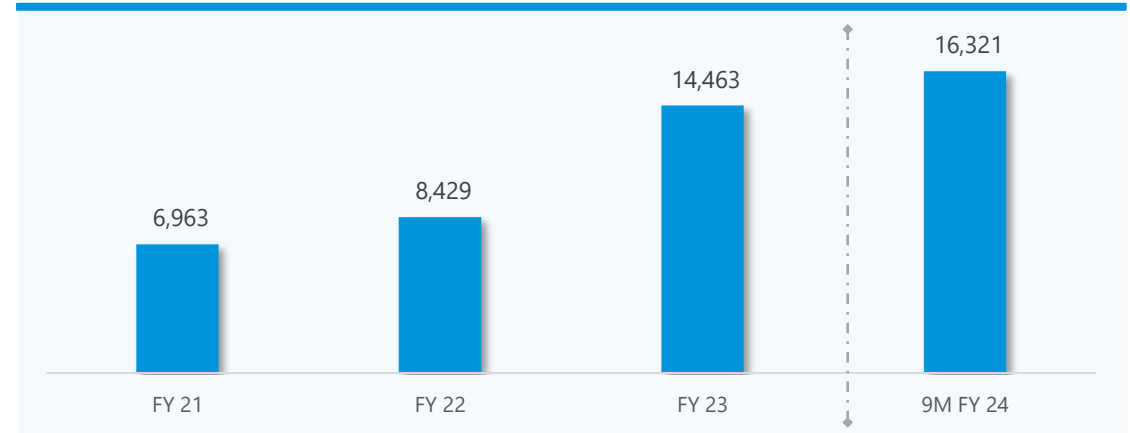


# Robust fiscal year performance in terms of Income/Profitability (1/2)

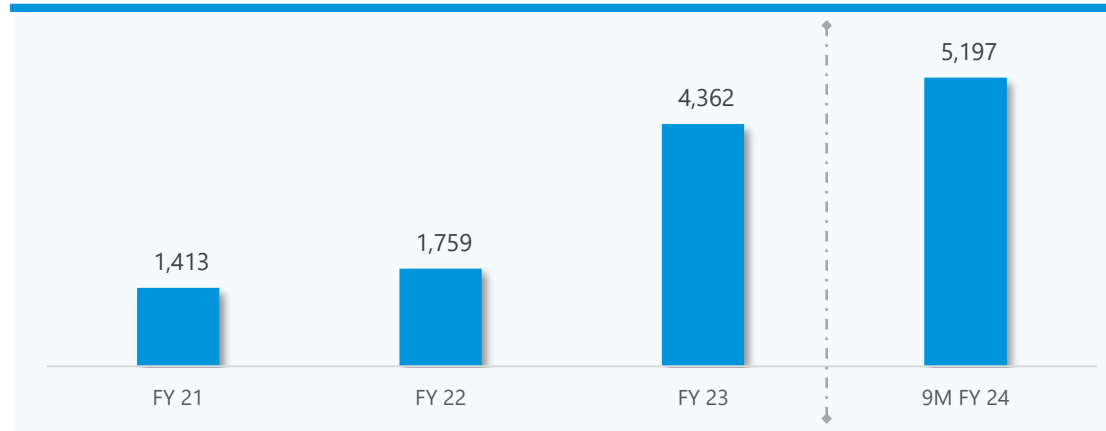
## Revenue from Operations



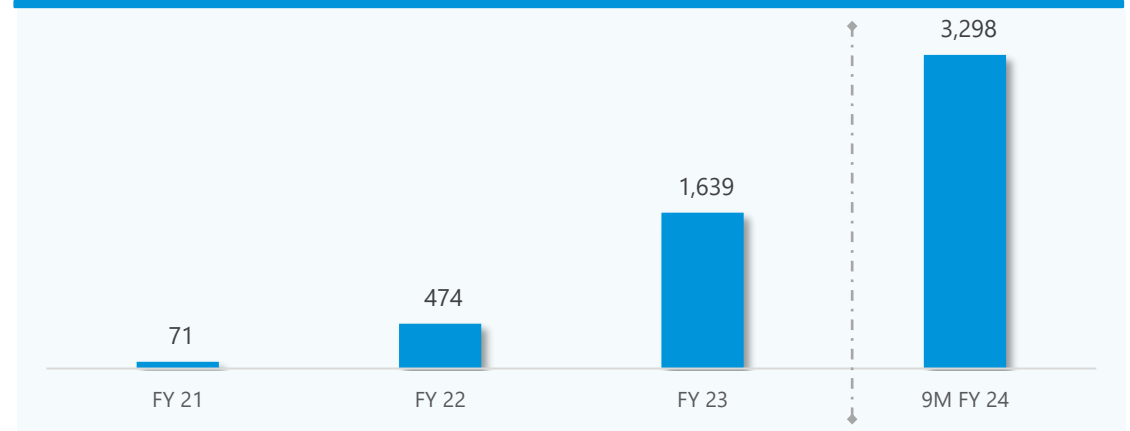
## Total income (in Mns)



## PPOP (in Mns)

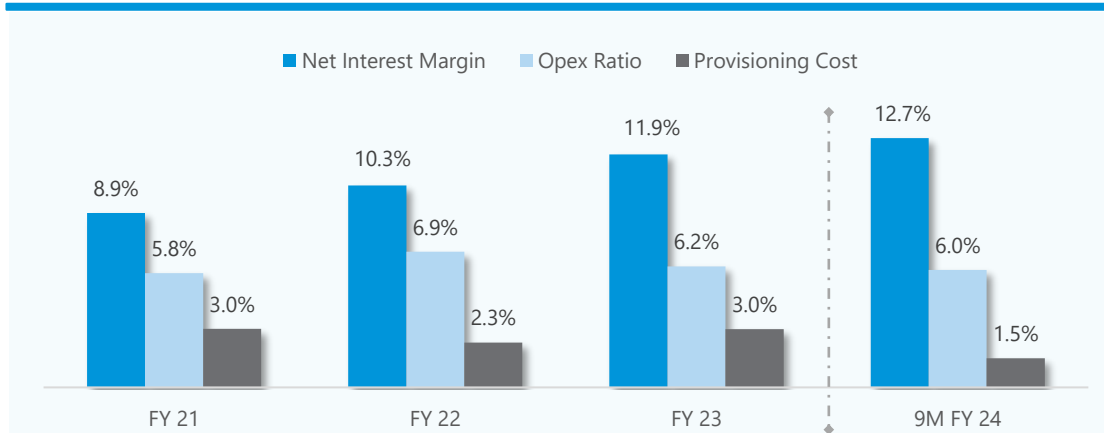


## PAT (in Mns)

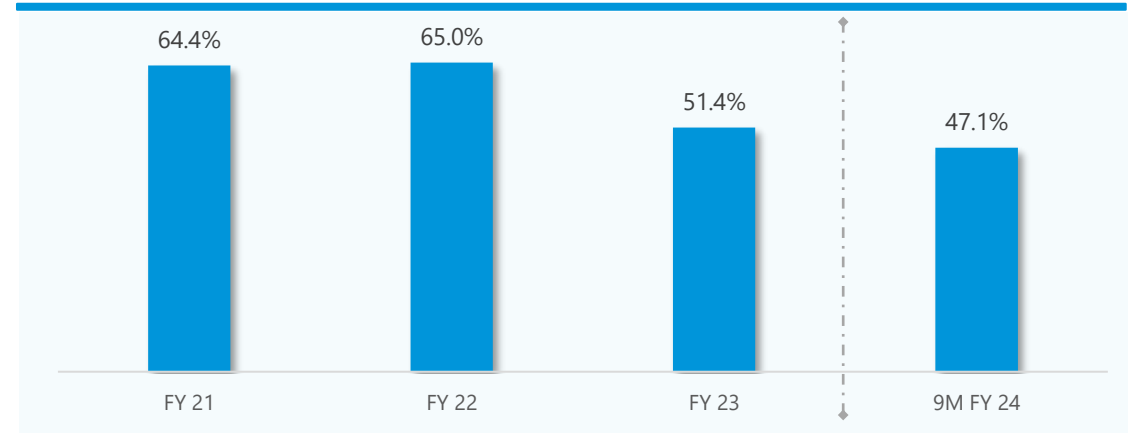


# Robust fiscal year performance in terms of Income/Profitability (2/2)

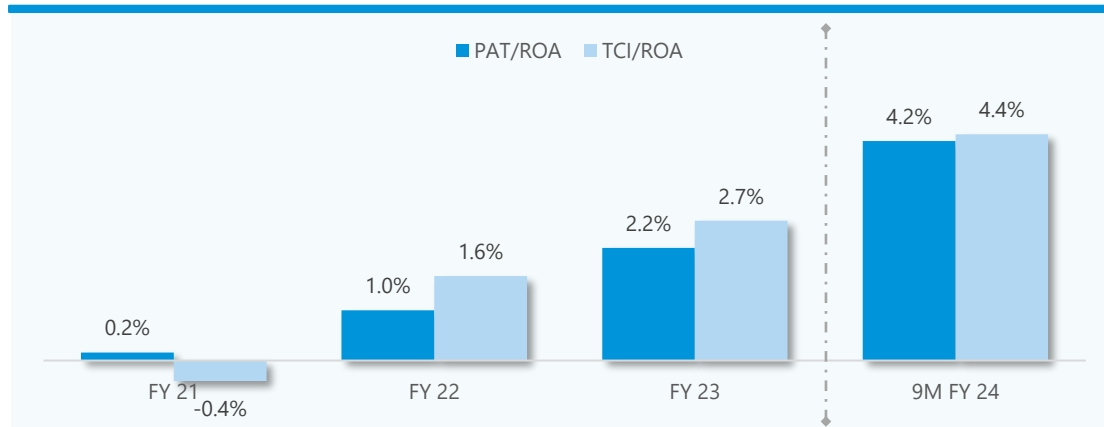
## Cost Ratio's



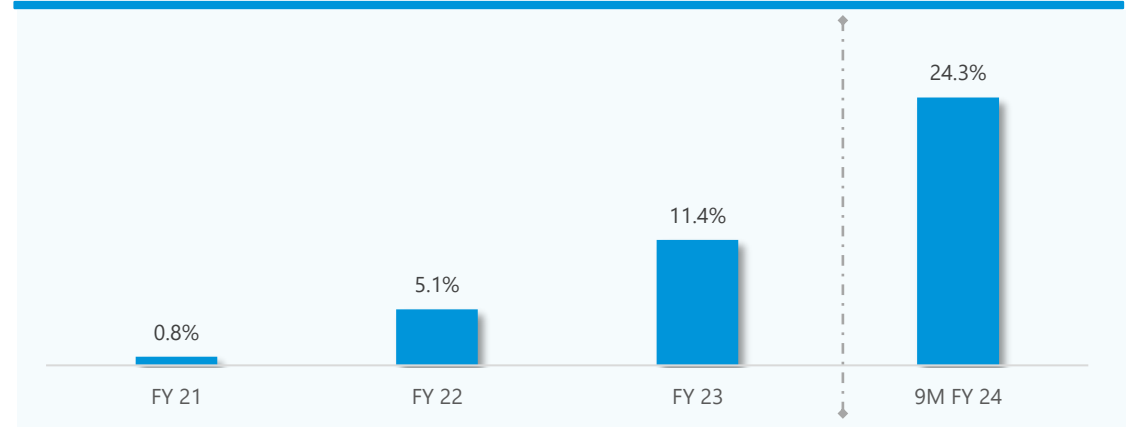
## Cost to Income



## Profitability Ratio's

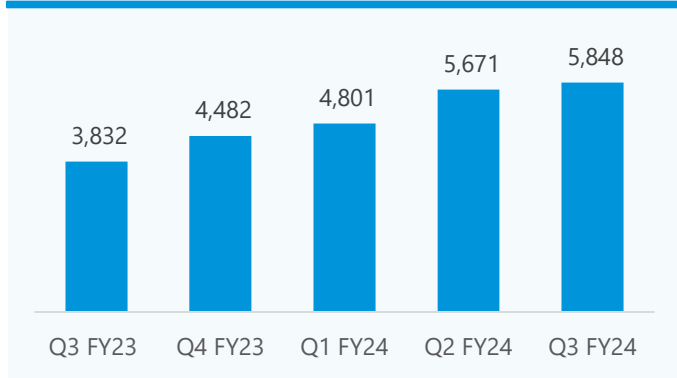


## ROE\*

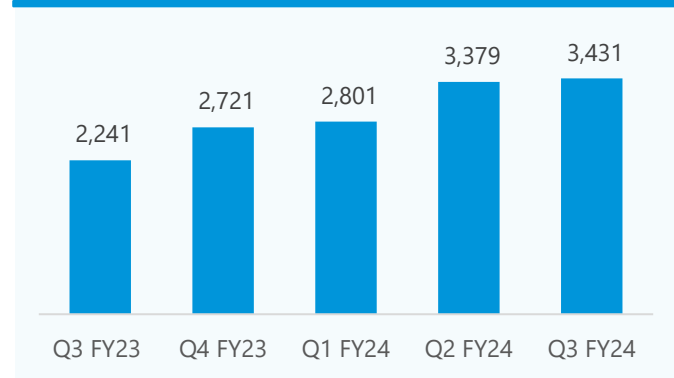


# Quarterly Performance

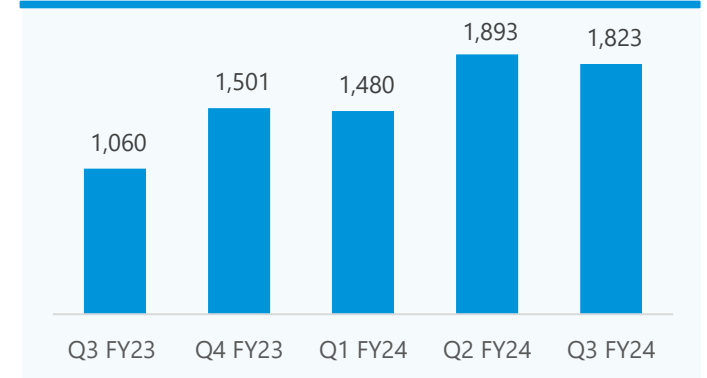
**Total Income (in Mns)**



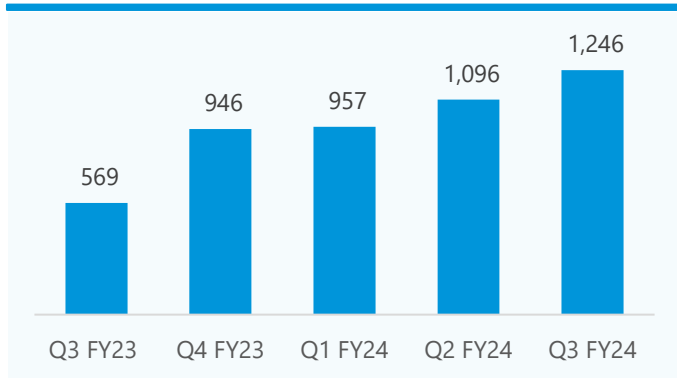
**NIM (in Mns)**



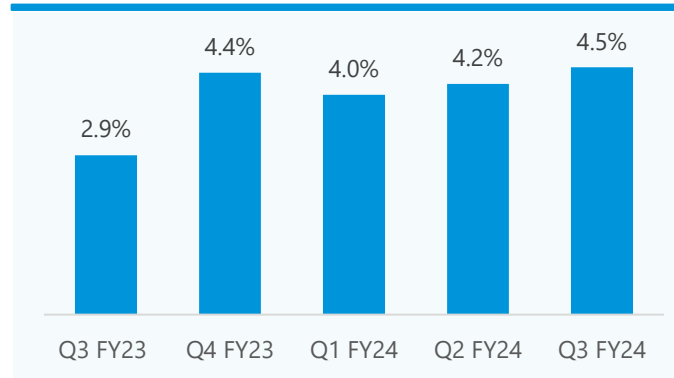
**PPOP (in Mns)**



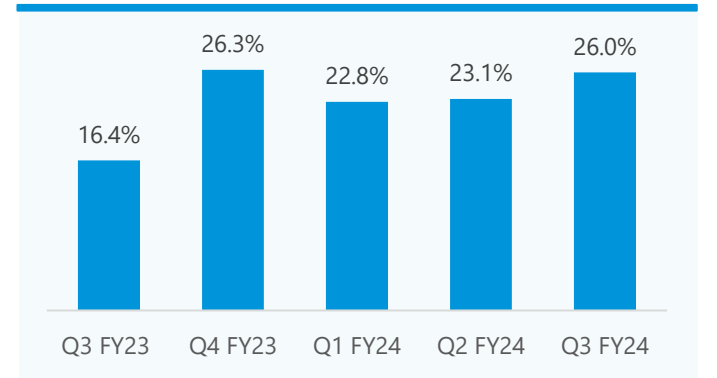
**PAT (in Mns)**



**PAT/ROA**



**ROE\***





# Q3 & 9M FY24: P&L Statement

(in Mns)

Financial Comparison	Q3 FY 24	Q3 FY 23	YoY (%)	Q2 FY 24	QoQ (%)	9M FY 24	9M FY 23	YoY (%)
<b>Income</b>								
Revenue from operations	5,810.47	3,801.82	52.83%	5,636.25	3.09%	16,233.72	9,849.24	64.82%
Other income	37.82	30.32	24.71%	34.68	9.04%	86.93	132.50	-34.39%
<b>Total income</b>	<b>5,848.28</b>	<b>3,832.14</b>	<b>52.61%</b>	<b>5,670.93</b>	<b>3.13%</b>	<b>16,320.65</b>	<b>9,981.74</b>	<b>63.51%</b>
<b>Expenses</b>								
Finance costs	2,341.18	1,547.14	51.32%	2,210.21	5.93%	6,494.43	3,807.91	70.55%
Employee benefit expenses	1,140.68	841.97	35.48%	1,110.89	2.68%	3,236.20	2,314.28	39.84%
Impairment on financial instruments	524.63	363.17	44.46%	427.33	22.77%	1,152.09	1,996.40	-42.29%
Depreciation and amortisation expense	92.22	69.82	32.09%	85.31	8.10%	256.80	191.92	33.80%
Other expenses	451.14	313.10	44.09%	371.33	21.49%	1,136.60	806.64	40.91%
<b>Profit before tax</b>	<b>1,298.44</b>	<b>696.94</b>	<b>86.31%</b>	<b>1,465.86</b>	<b>-11.42%</b>	<b>4,044.53</b>	<b>864.59</b>	<b>367.80%</b>
<b>Profit after tax</b>	<b>1,245.69</b>	<b>568.65</b>	<b>119.06%</b>	<b>1,095.74</b>	<b>13.68%</b>	<b>3,298.24</b>	<b>693.32</b>	<b>375.72%</b>
<b>Total comprehensive income</b>	<b>1,288.24</b>	<b>740.60</b>	<b>73.95%</b>	<b>1,111.23</b>	<b>15.93%</b>	<b>3,400.04</b>	<b>1,013.94</b>	<b>235.33%</b>

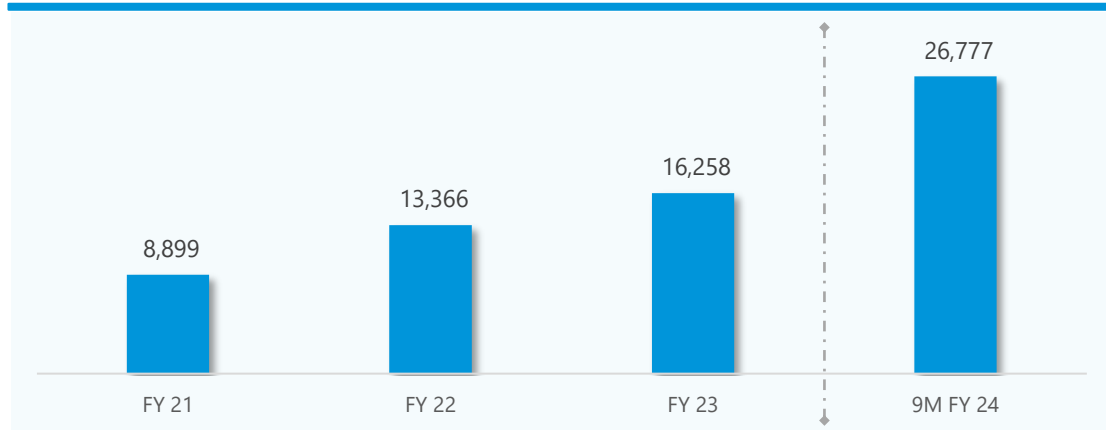
# Q3 & 9M FY24: Balance Sheet

(in Mns)

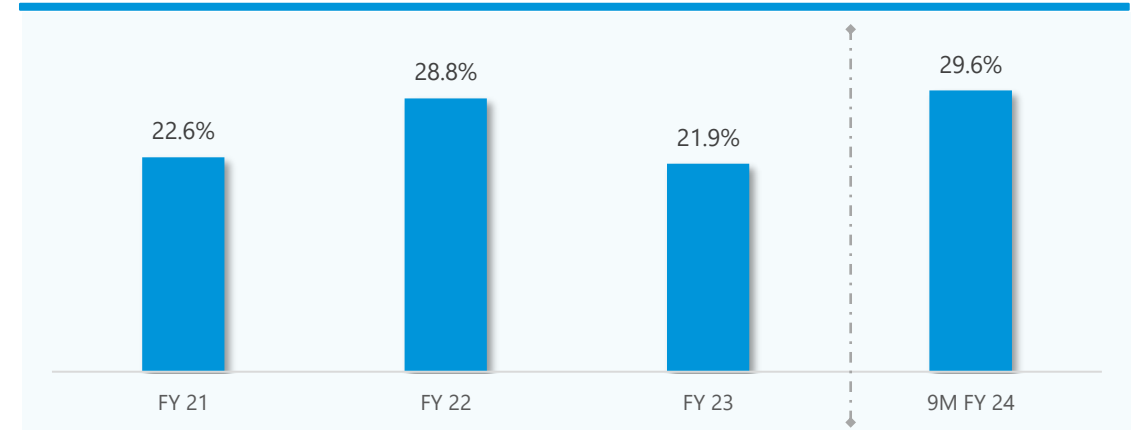
Financial Assets	9M FY 24	FY 23	Financial Liabilities	9M FY 24	FY 23
Cash and cash equivalents	11,791.9	7,594.6	Total outstanding dues of creditors	123.6	119.3
Bank balances other than cash	5,575.6	3,909.6	Debt securities	13,158.9	13,701.5
Other receivables	2,494.2	722.1	Borrowings (other than debt securities)	67,221.7	51,230.3
Loans	88,788.3	70,266.9	Lease liabilities	1,581.4	1,299.4
Investments	504.8	633.6	Other financial liabilities	3,005.7	2,582.7
Other financial assets	55.2	40.6		<b>85,091.3</b>	<b>68,933.1</b>
	<b>1,09,209.9</b>	<b>83,167.3</b>	<b>Non-financial liabilities</b>		
<b>Non-financial assets</b>			Current tax liabilities (net)	-	-
Current tax assets (net)	394.5	104.6	Provisions	92.8	36.1
Deferred tax asset (net)	88.7	57.8	Other non-financial liabilities	88.0	64.2
Property, plant and equipment	693.2	594.4		<b>180.7</b>	<b>100.4</b>
Right of use assets	1,361.6	1,121.7	Equity		
Other intangible assets	2.4	2.9	Equity share capital	1,704.9	1,402.0
Other non-financial assets	298.9	243.4	Other equity	25,072.2	14,856.5
	<b>2,839.3</b>	<b>2,124.7</b>		<b>26,777.1</b>	<b>16,258.5</b>
<b>Total assets</b>	<b>1,12,049.2</b>	<b>85,292.0</b>	<b>Total liabilities and equity</b>	<b>1,12,049.2</b>	<b>85,292.0</b>

# Balance Sheet Metric

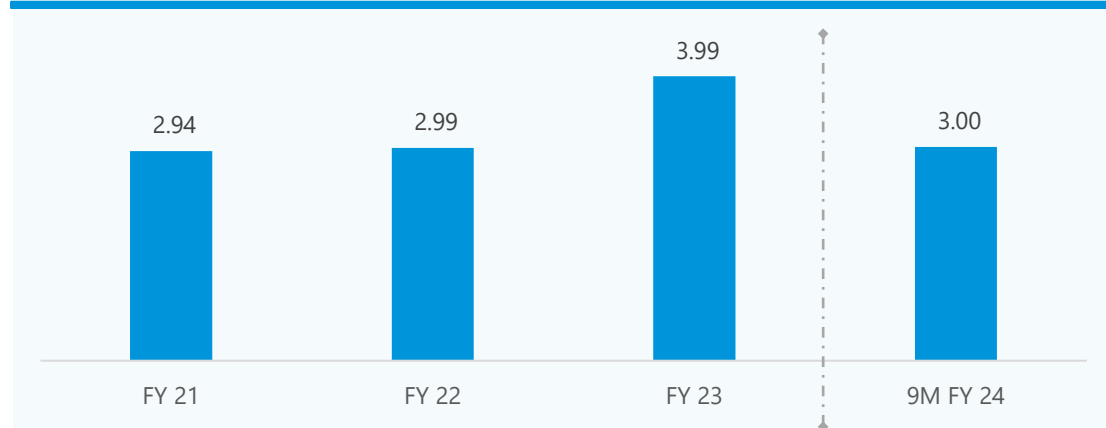
## Networth (Mns)



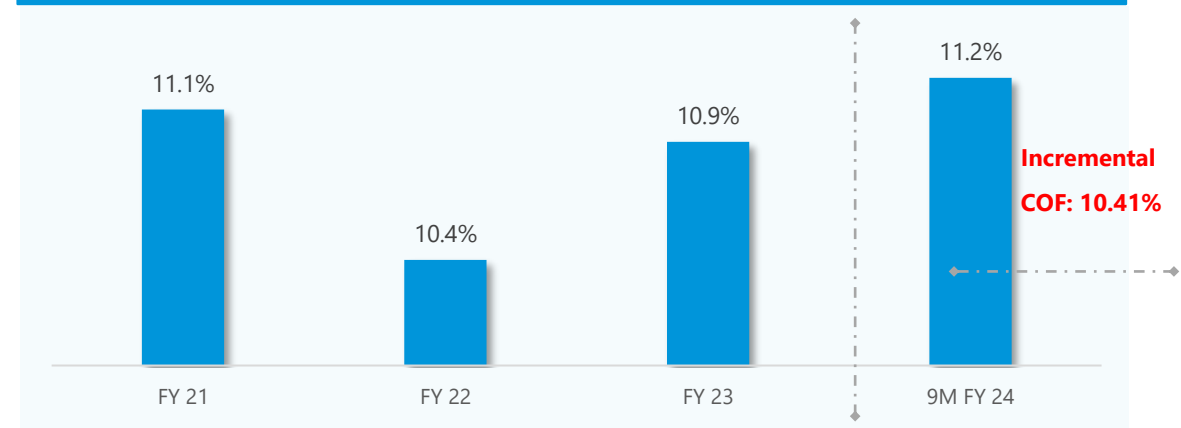
## CRAR



## Debt/Equity



## Cost of Borrowing



# Performance & Annual Guidance

Particulars	Actual		Guidance	Comments
	FY 23	9M FY 24	FY 24	
<b>AUM-Growth</b>	46.5%	<b>38.6%</b>	30%-33%	Nine-month better performance on lower base
<b>NIM</b>	11.9%	<b>12.7%</b>	12.7%-12.9%	NIM will improve with Capital infusion and improvement COF. Incremental COF is at 10.41%.
<b>Operating Cost</b>	6.2%	<b>6.0%</b>	5.8%-5.9%	Improvement in operating cost expected as the scale improve and more use of technology
<b>Credit Cost</b>	3.0%	<b>1.5%</b>	1.7%-1.9%	This includes Provisions and Write Off without adjusting the recovery on Written-off Portfolio
<b>RoA</b>	2.7%	<b>4.2%</b>	4.2%-4.3%	The Company reporting 4% or above for 4 consecutive quarters
<b>RoE</b>	11.4%	<b>24.3%</b>	18%-20%	Reporting Adjusted RoE (Capital Infusion*Number of days after infusion in the year/number days in the year). The RoE standalone Q4 will be impacted by Capital Infusion.

# Presentation Roadmap

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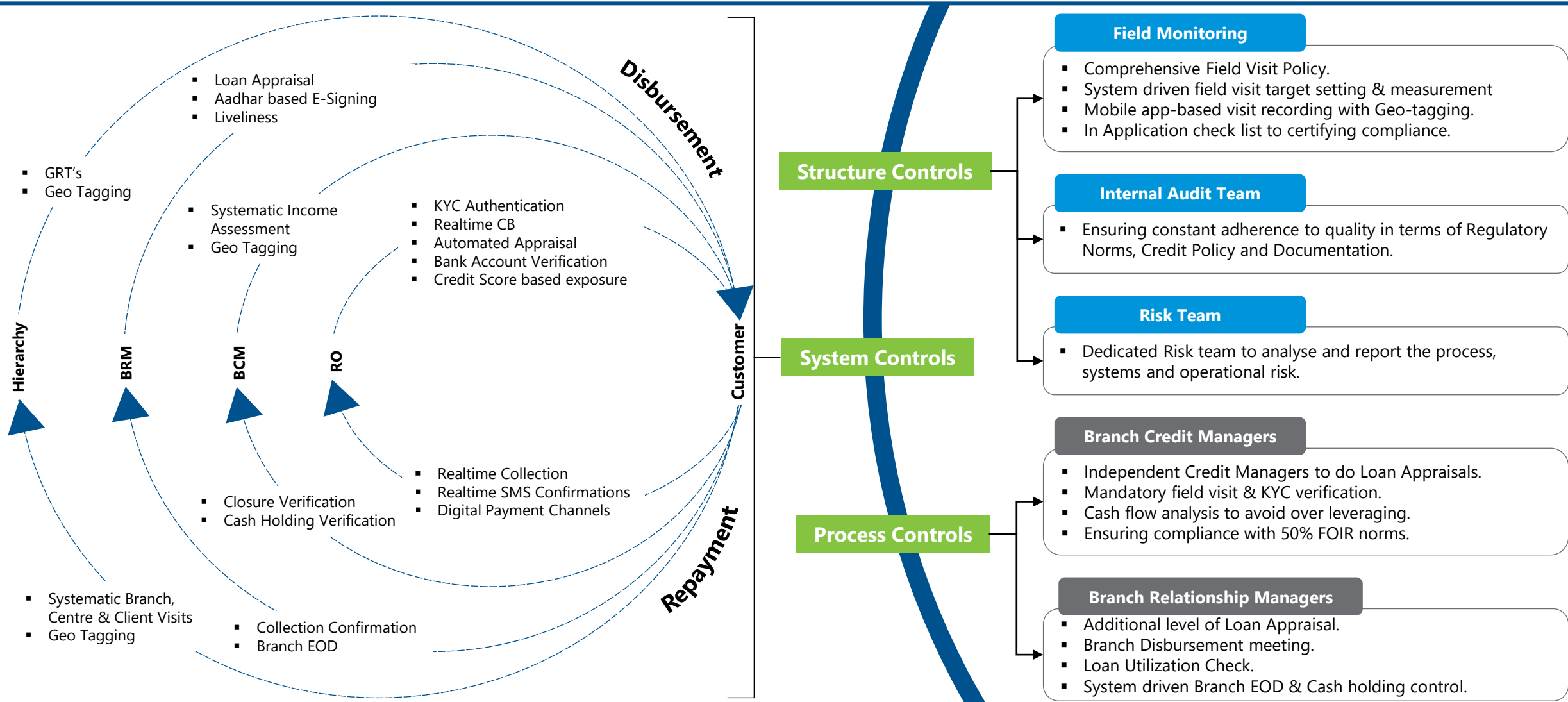
**Investment Rationale**



# Robust Risk Management via use of Technology

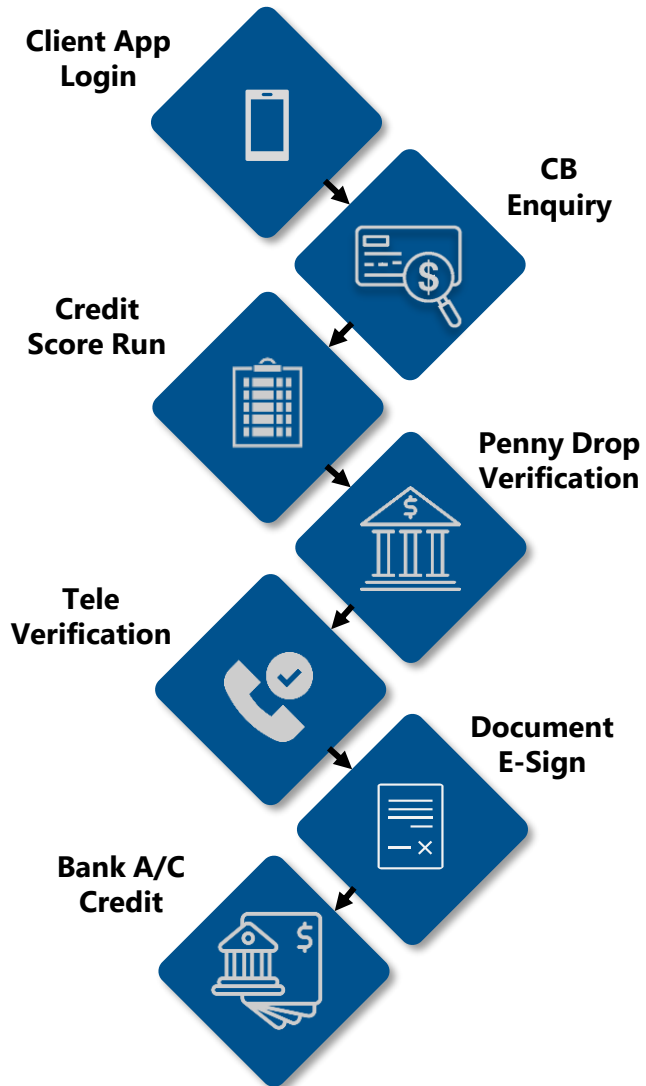


# Internal Controls



# Digital Eco-system

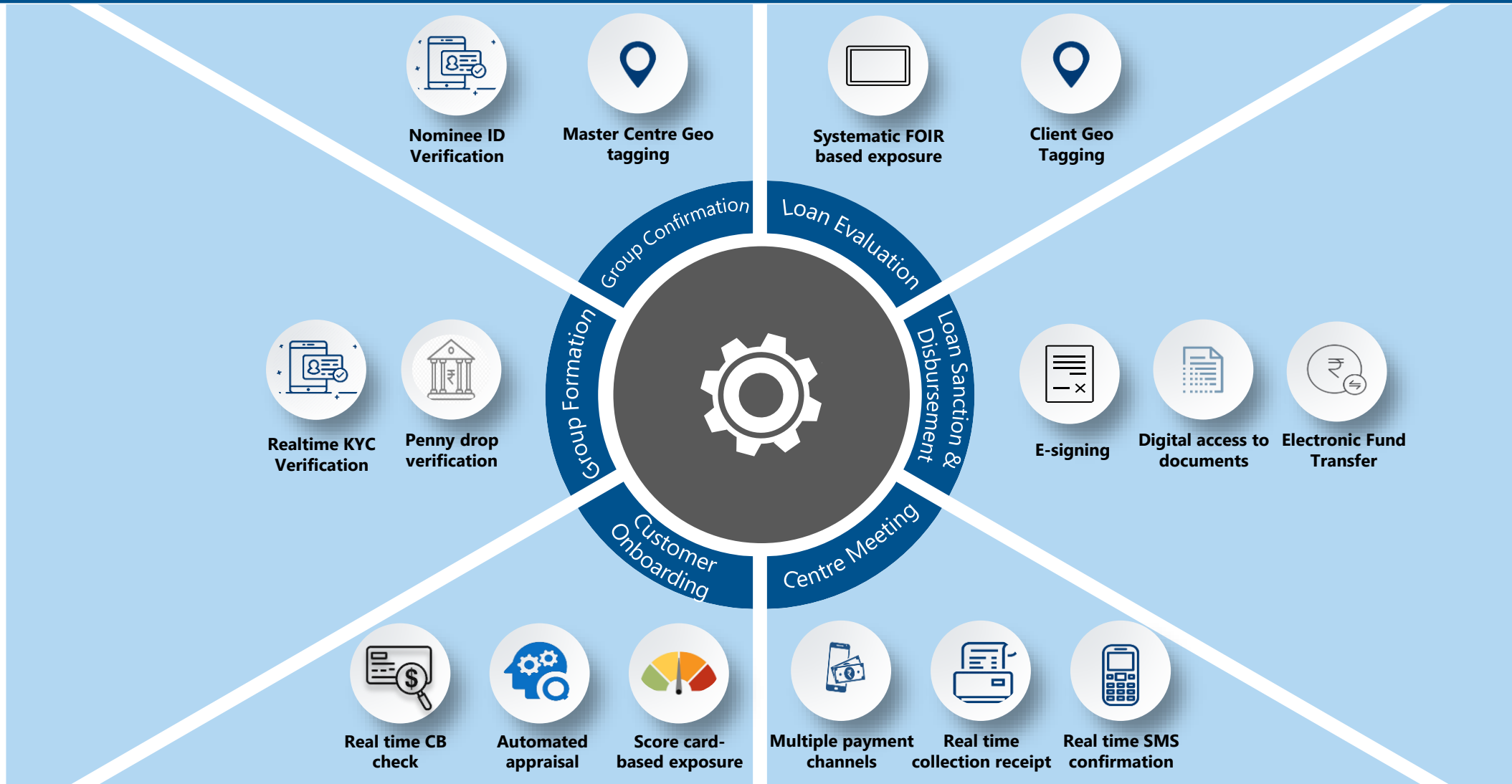
## Suvidha Loan



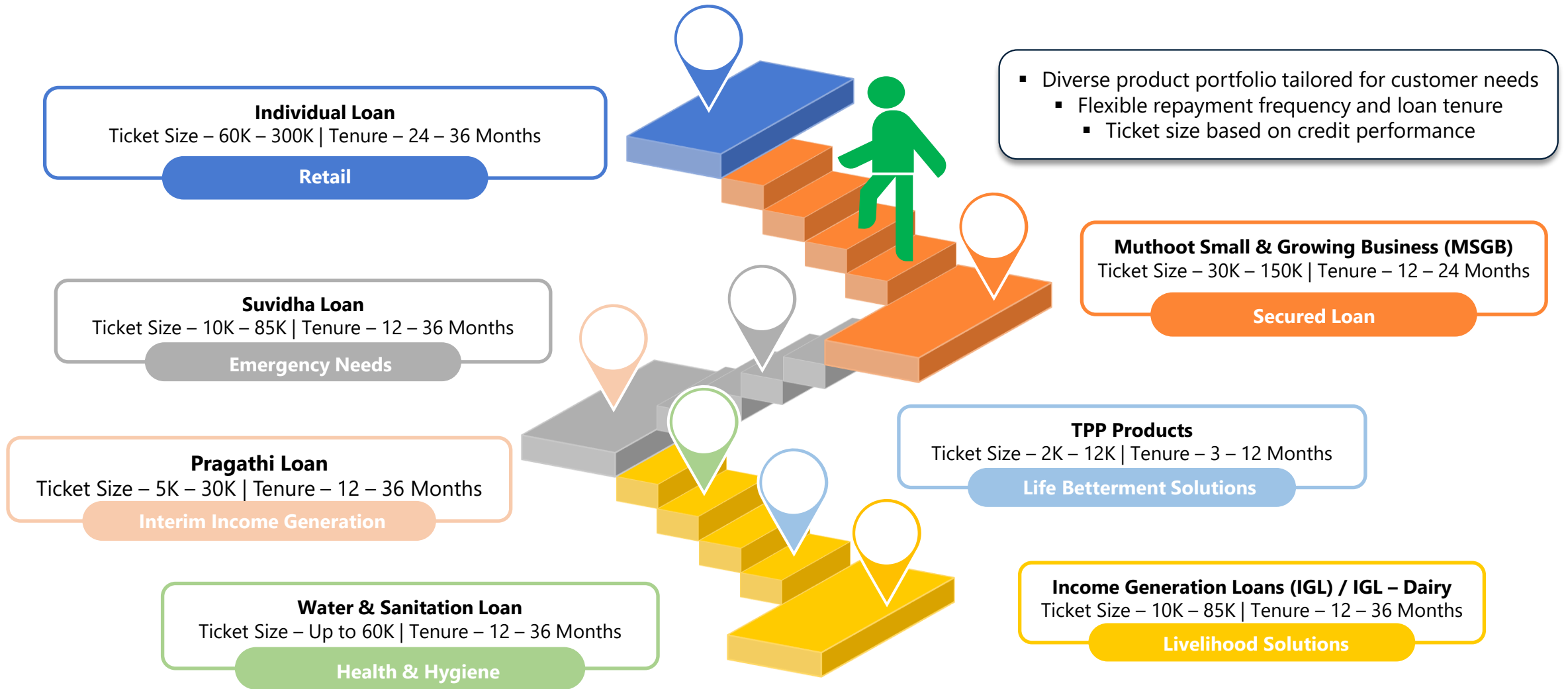
- Express loan processed through Customer application without Branch visit.
- As of December 2024, 1.14 Lakh loans disbursed PAN India.



# Technology Interventions



# Crafted and Curated for customer empowerment



# Our Community Connect Activities

## Muthoot Microfin holds mega medical camps in Punjab



## Muthoot Microfin holds mega medical camps in Punjab



Muthoot Microfin organised mega medical camps at Chawinda Devi, Tarn Taran, Moga, Zira, Phagwara, Barnala, Sangrur, Patran, Nabha and Rajpura villages of Punjab between July 22 to Aug 22, 2022. The primary objective of the initiative was to create awareness among the villagers on preventive healthcare.



More than 1,000 villagers benefitted from the program conducted across the regions. The program held with the support of renowned doctors urged people to take care of their health and implement necessary lifestyle changes in accordance to prevailing pandemic conditions.



The event created awareness on blood donation, conducted eye, dental and multispecialty health check-ups. The doctors created awareness on lifestyle diseases and shared health tips to live healthier lives.



Local authorities applauded Muthoot Microfin for organising the health camps and local media covered the event prominently. All the staff from the ten branches in the camp conducted regions coordinated efforts for the successful program.



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## Muthoot Microfin holds flood relief activity in Junagadh



Muthoot Microfin organised a flood relief activity at Junagadh, Gujarat on 8<sup>th</sup> August 2023. Our Junagadh staff volunteers served grocery kits containing essential commodities to flood-hit families in Khadiya Vistar, Kadiyavad, Dolatpura, & 66KV areas of Junagadh where the recent heavy rains affected the livelihood of several families. More than 100 households benefitted from this outreach program.



In the aftermath of the devastating rains, MIML's compassionate group sprang into action with necessary food and groceries to the affected area.



All the staff of Junagadh branch along with DCM- Naresh Chauhan, ZM-Prajapati Pradip, Sr.RM- Panchal Bhavesh, DM-Ketan Prajapati, AM- Oza Santosh, BRM- Piyush Makwana coordinated for the success of the event. The branch's efforts provided not just sustenance but also a sense of hope and support during a challenging time.



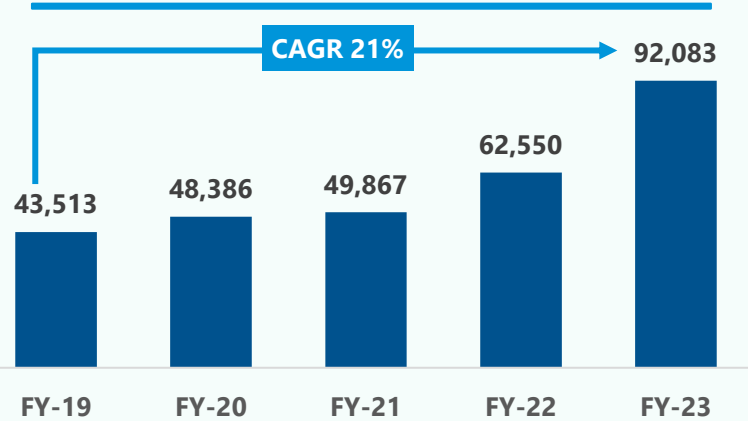
This initiative serves as a powerful reminder of the positive impact that our community outreach activities can play in supporting the communities in times of crisis thereby making a meaningful difference in their lives.



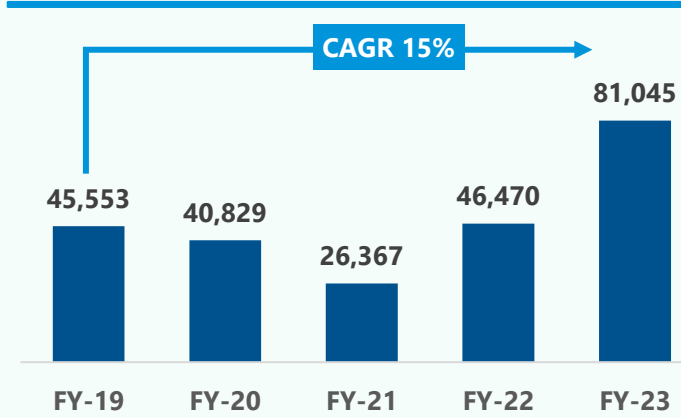
[www.muthootmicrofin.com](http://www.muthootmicrofin.com) /MuthootMicrofin

# Past Five Years Performance Track Record

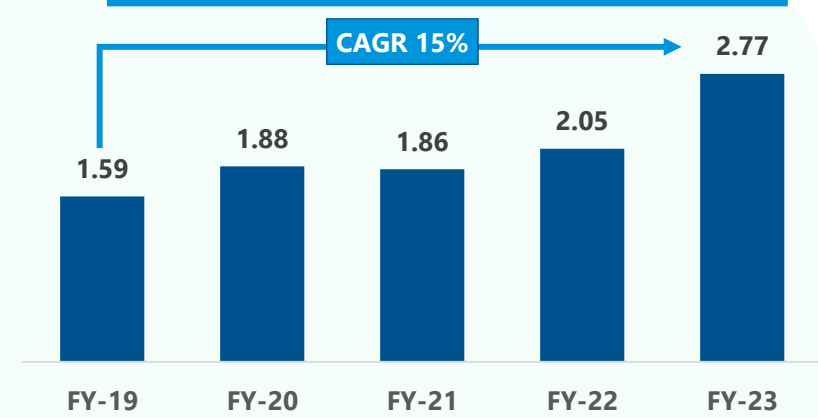
AUM (in Mns)



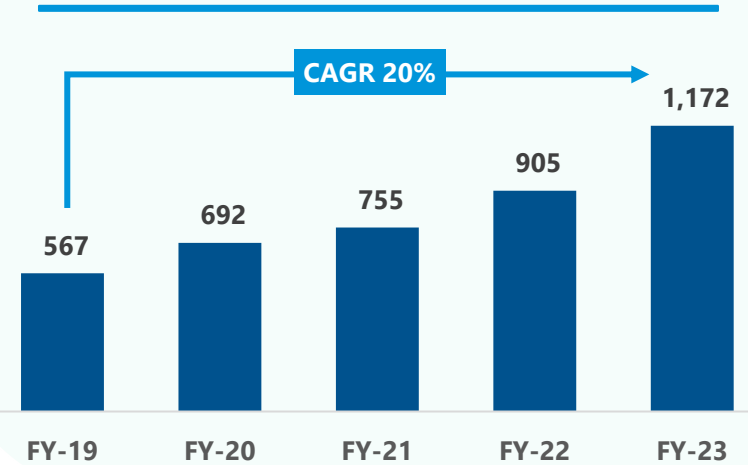
Disbursements (in Mns)



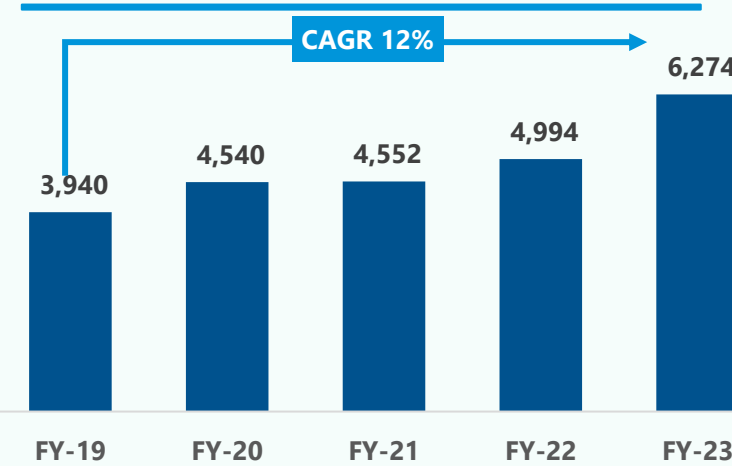
Borrowers (in Mns)



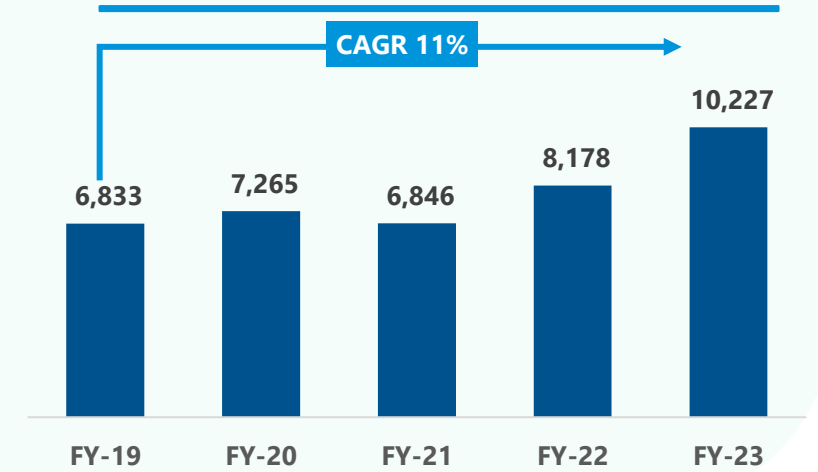
Branches



Loan Officers



Employees



# Glossary

Particulars	Definition
Cost of Borrowing(%)	Cost of borrowing represents annually weighted average interest cost on borrowings, weights being annual average borrowings. Borrowings include debt securities, subordinated liabilities, and borrowings (other than debt securities)
Cost to Income Ratio	Cost to Income ratio is the ratio of the aggregate of our fees and commission expenses, employee benefit expenses, operating expenses and depreciation and amortisation expense to total income net of finance cost for the relevant period.
Credit Cost Ratio	Credit cost represents impairment on financial instruments for the relevant period as a percentage of average monthly gross outstanding loan portfolio.
Debt to Equity (D/E)	Debt to equity represents the ratio of our Total Borrowings to our Net Worth.
Gross NPA ratio (GNPA)	Gross NPA ratio represents the ratio of our Stage III assets to total outstanding loan portfolio. Total outstanding loan portfolio represents the aggregate of future principal outstanding and overdue principal outstanding, if any, for all loan assets held by our Company as of the last day of the relevant year, gross of impairment allowance.
Net Interest Margins	Net Interest Margin is the ratio of our Net Interest Income to our average monthly gross loan portfolio. Our average monthly gross loan portfolio is the simple monthly average of our gross loan portfolio for the relevant period.
Net NNPA ratio (NNPA)	Net NPA ratio represents the ratio of our Net NPA to Net Outstanding Loan Portfolio as at the end of the relevant period. Net Outstanding Loan Portfolio represents total outstanding loan portfolio reduced by impairment allowance
Pre-provision operating profit before tax (PPOP)	Pre-provision operating profit before tax represents the sum of profit before tax for the relevant period and impairment on financial instruments for such period.
Provision Coverage Ratio	Provision Coverage Ratio (%) represents the ratio of total impairment allowance on term loans (gross) to Stage III Assets (Gross NPAs) for the relevant period.
Return Equity (ROE)	Adjusted RoE is determined by factoring Capital Infusion*Number of days after infusion in the year/number days in the year and adding the average of OCI to the opening Equity.
Return on average gross outstanding loan portfolio (ROA)	Return on average gross loan portfolio represents profit for the relevant period as a percentage of annual monthly average gross loan portfolio for such period.
CRAR	The capital to risk assets ratio (CRAR) is calculated as capital funds (Tier I capital plus Tier II capital) divided by risk-weighted assets (the weighted average of funded and non-funded items after applying the risk weights as assigned by the RBI).
Operating Expense	Operating Expense ratio represents the sum of operating expenses as a percentage of average monthly gross outstanding loan portfolio.

# Thank you

**For further information please contact:**

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