



Make Life Easy

Manappuram Finance Limited


BSE Scrip Code - 531213

Investor Presentation
for the quarter ended June 30, 2012

Major events during Q1 FY 2012-13



PAT for the quarter increased 46% to 1,578 million



Gold loan outstanding (AUM) at end of the quarter increased to Rs 107,388 million from Rs 89,512 in Q1 2011-12. However Gold loan outstanding has reduced by Rs 7,902 million during Q1 FY 13



Added 63 branches during the quarter thereby taking the total branch strength to 2,971



Rating Watch removed by CRISIL, ICRA and Brickwork



Tier I Capital increased to 22.47% against statutory requirement of 10% (12% w.e.f 01-04-2014)

In the following part of the presentation Assigned Portfolio and Assignment expenditure has been added back to the financials for the purpose of performance and ratio analysis

Finance charges includes Assignment expenditure of Rs 486 Million incurred on portfolio assigned and the same amount has been added to Gross Income . Ratios have been worked out after factoring the same.

Similarly, for calculating Gross and Net NPA , assigned loan assets have been added back in order to have a better understanding of Asset Quality.

Particulars (Rs. In Million)	As per Financials	Assigned	Total
Gross Income	7,254.82	486.20	7,741.02
Finance Charges	2,943.02	486.20	3,429.22
Loans and Advances	95,694.81	12,820.15	108,514.96

Financial Highlights

SL No	Particulars	Q 1 2011-12	Q1 2012-13	Growth Rate (Y-o-Y)	Q4 2011-12	Growth Rate (Q-o-Q)
1	Operating Income	5,123	7,741	51.10	8,389	(7.72)
2	PAT	1,078	1,578	46.36	1,860	(15.18)
3	AUM	90,296	108,515	20.18	116,308	(6.70)
4	Customers	1.36	1.62	19.11	1.64	(1.21)
5	Cost of Borrowing	11.14%	13.41%	20.33	13.73%	(2.37)
6	Return on Assets	4.56%	4.68%	2.63	5.16%	(9.30)
7	Return on Equity	21.62%	25.65%	18.64	30.84%	(16.82)
8	Leverage	3.81	4.12	8.13	4.95	(16.76)
9	Head Count (No)	17,885	19,046	6.49	21,924	(13.13)

Financial Highlights

SL No	Particulars	Q 1 2011-12	Q 1 2012-13	Growth Rate (Y-o-Y)	Q4 2011-12	Growth Rate (Q-o-Q)
10	Bad Debts & Provisions	131	105	(19.84)	(17)	719.00
11	Opex /Average Assets	6.84%	5.48%	(19.88)	5.39%	1.67
12	Opex/Income	27.91%	43.38%	55.43	37.23%	16.52
13	Net NPA (Gold Loan)	0.30%	0.71%	136.67	0.30%	136.67
14	Bank & CP Credit Lines	96,360	91,759	(4.77)	101,336	(9.45)
15	Gold stock (MT)	60.10	60.59	0.82	65.57	(7.59)
16	Gold Loan (AUM)	89,512	107,388	19.97	115,289	(6.85)
17	Gold Loan Disbursement	68,580	39,669	(42.16)	54,579	(27.32)

Statement of Assets and Liabilities : Y-o-Y 25% : Q-o-Q -7%

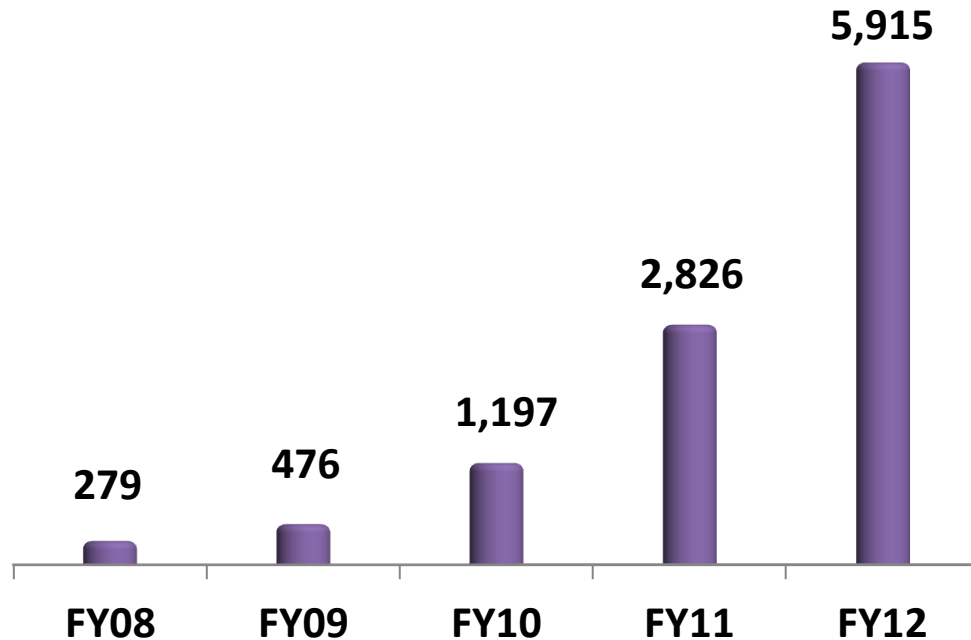
Particulars	30.06.11	31.03.12	30.06.12	Growth Rate Y-o-Y	Growth Rate Q-o-Q
Cash and Bank Balances	5,351	8,458	6,641	24	(21)
Investments	400	2,183	575	44	(74)
Loans and Advances	90,296	116,308	108,515	20	(7)
Fixed Assets	1,692	2,384	2,407	42	1
Other Assets	6,386	10,452	11,738	84	12
Total	104,125	139,785	129,876	25	(7)
Capital	1,667	1,682	1,682	1	-
Reserves & Surplus	18,650	22,119	23,706	27	7
Assignment	10,711	19,164	12,820	20	(33)
Borrowings	70,645	93,204	87,250	24	(6)
Other Liabilities & Provisions	2,452	3,616	4,418	80	22
Total	104,125	139,785	129,876	25	(7)

Profit After Tax

Rs. In Million

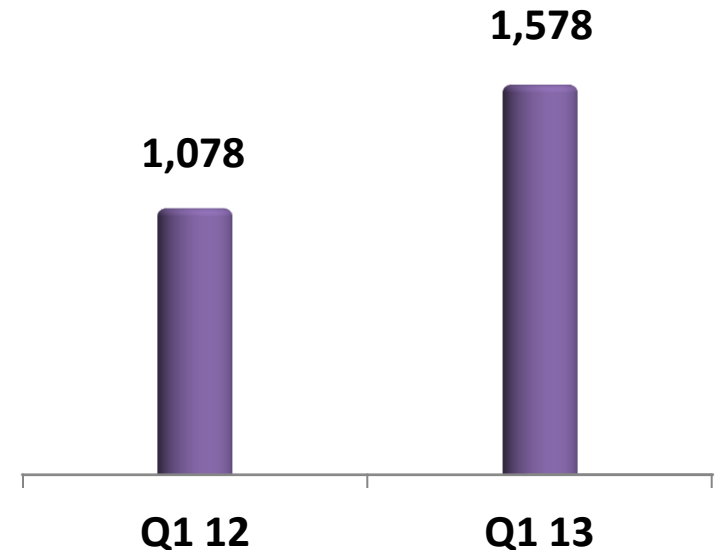
Y-o-Y Comparison

Net Profit for the FY 2011-12 was Rs. 5,915 Million, Up 109%, as against Rs. 2,826 Million for the FY 2010-11.



Q-o-Q Comparison

Net Profit for the Q1 2012-13 was Rs. 1,578 Million, Up 46%, as against Rs. 1,078 Million for the Q1 2011-12.

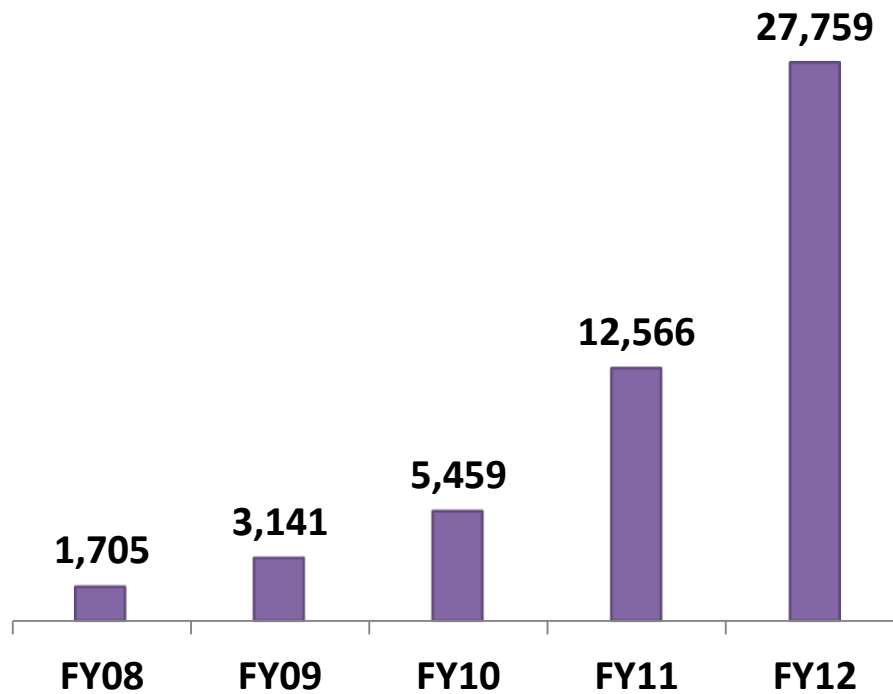


Gross Income

Rs. In Million

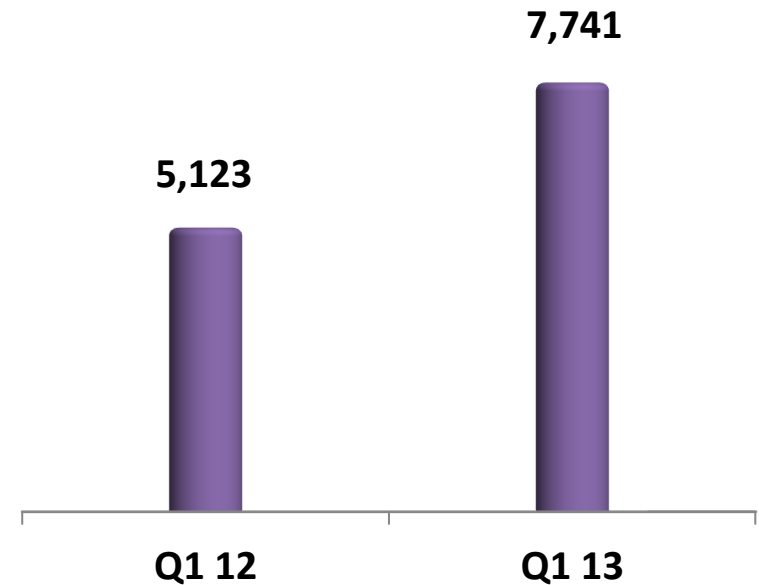
Y-o-Y Comparison

Gross income for the FY 2011-12 was Rs. 27,759 Million, Up 120%, as against Rs. 12,566 for the FY 2010-11



Q-o-Q Comparison

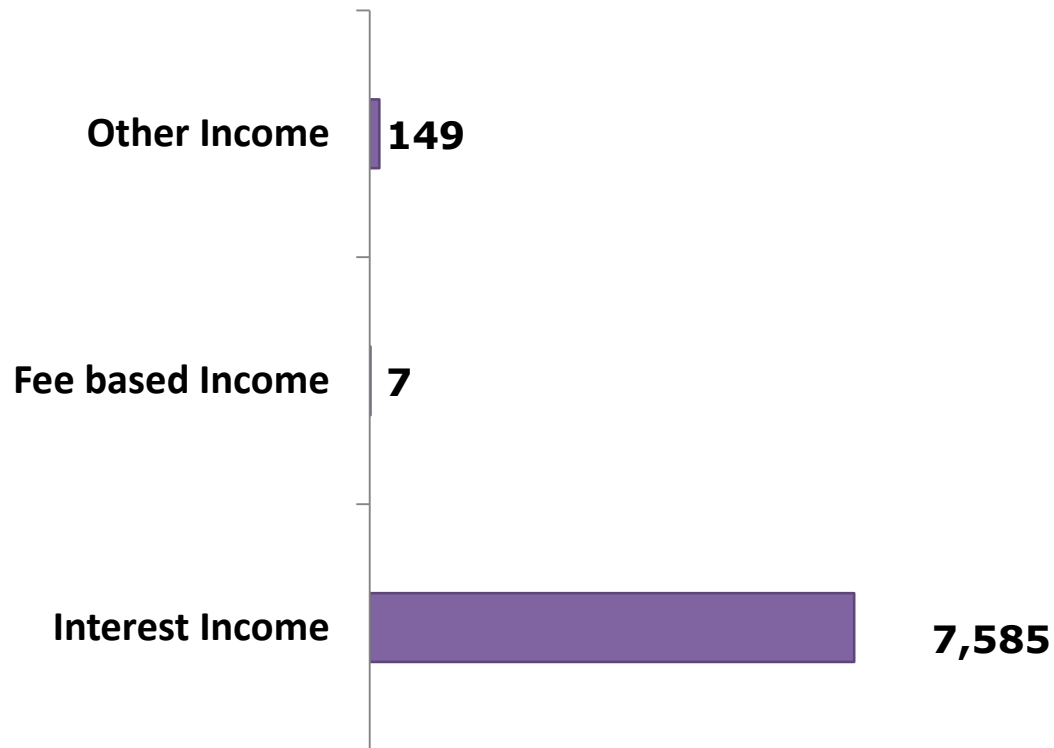
Gross income for the Q1 13 was Rs. 7,741 Million, Up 51%, as against Rs. 5,123 for the Q1 12



Income Spread

Rs. In Million

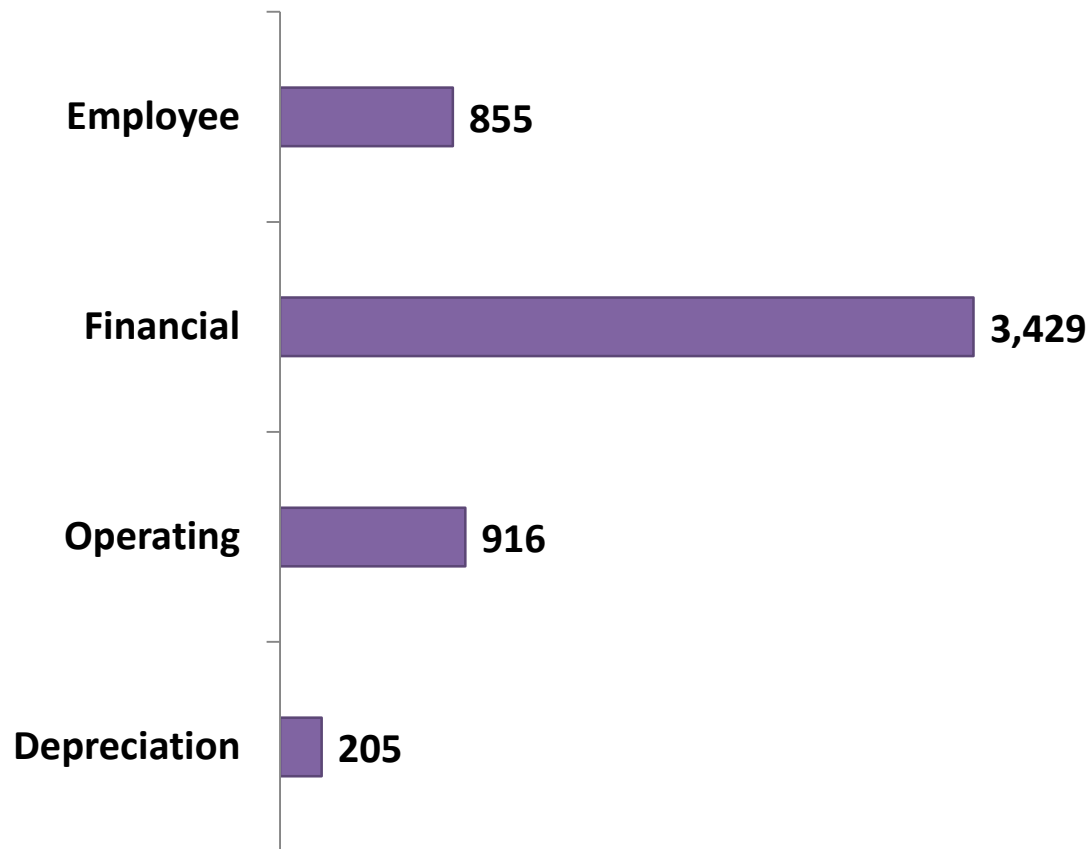
Gross income for the quarter ended June 30, 2012 was Rs. 7,741 Million. Gold Loan contributing 98% of total income.



Expense Spread

Rs. In Million

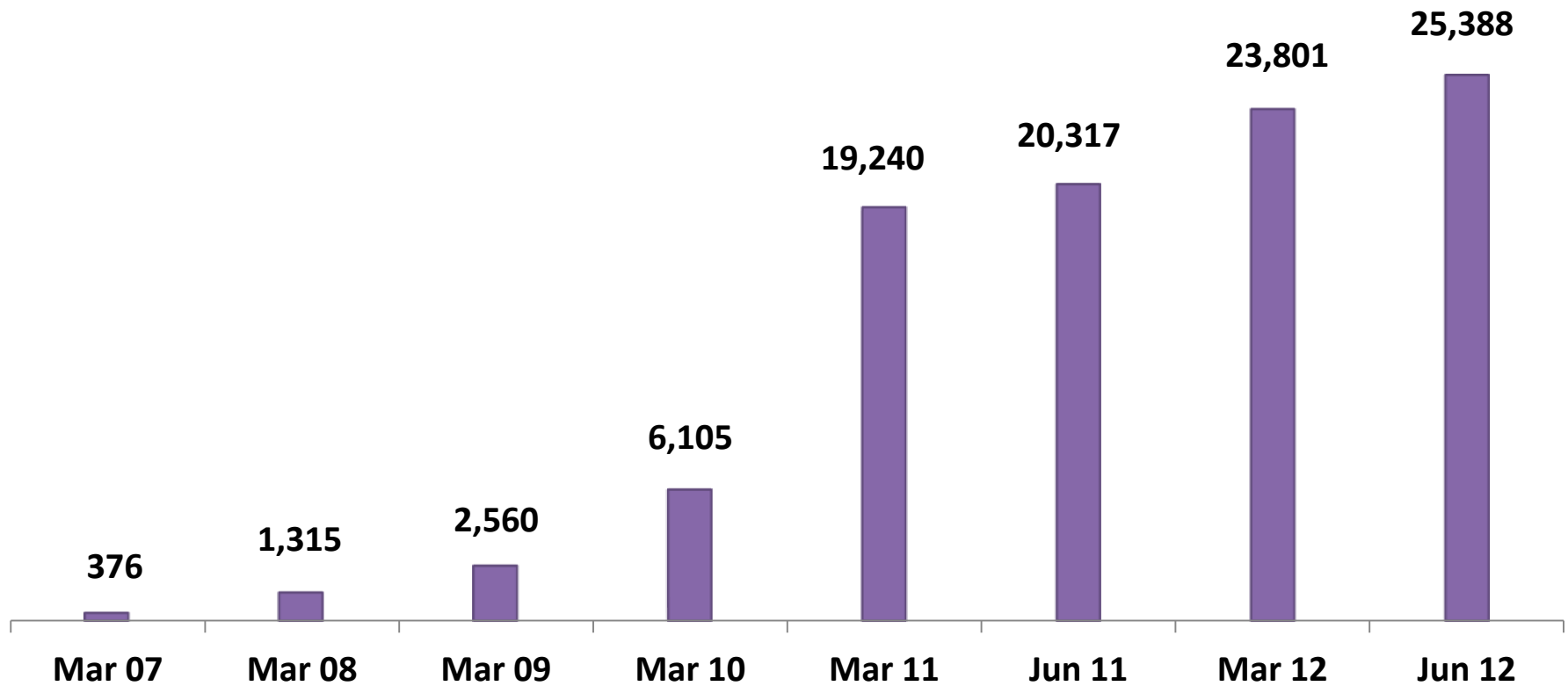
Total expense for the quarter ended June 30, 2012 was Rs. 5,405 Million. Operating expense contributing 17 % of total expense.



Net worth

Rs. In Million

Net worth as on June 30, 2012 was Rs. 25.38 billion, Up 25%, as against Rs. 20.31 billion as on June 30, 2011.



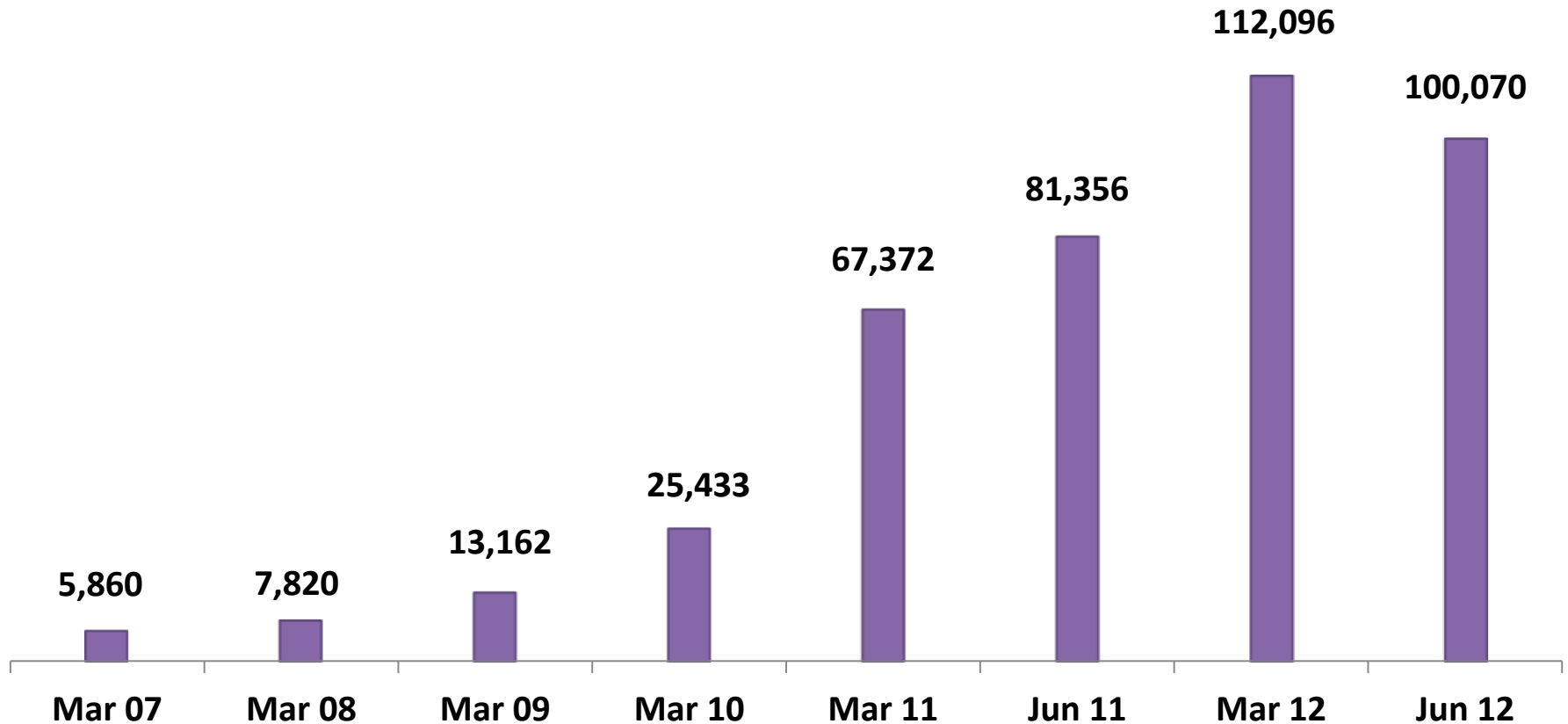
Capital Adequacy Ratio

Particulars	30.06.11	31.03.12	30.06.12
Tier 1 Capital	22.47	20.64	22.47
Tier 2 Capital	2.34	2.74	2.53
Total	24.81	23.39	25.01

Borrowings including Assignments

Rs. In Million

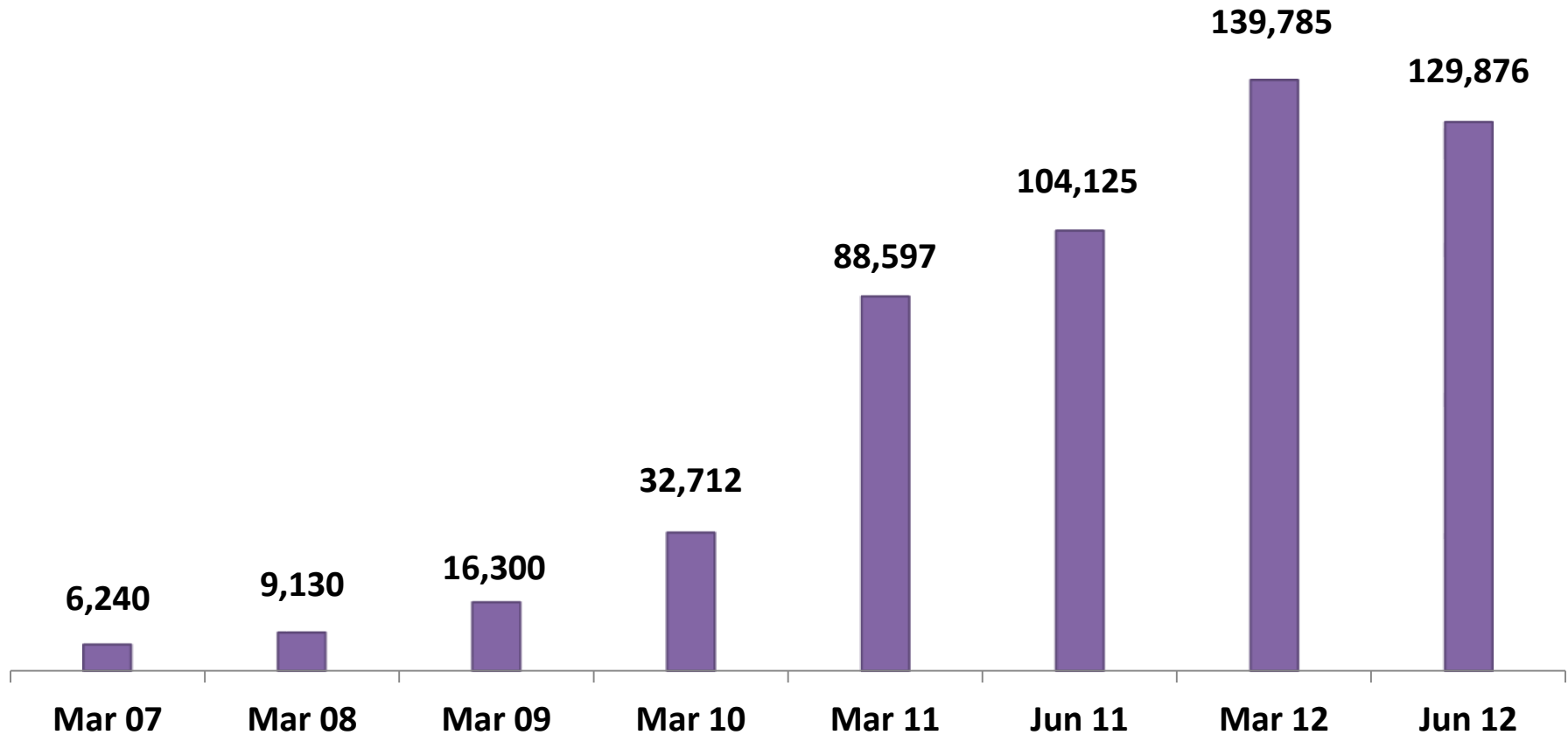
Borrowings & Assigned Portfolio as on June 30, 2012 was Rs. 87 billion and Rs.13 billion respectively, aggregating to Rs 100 billion.



Total Assets

Rs. In Million

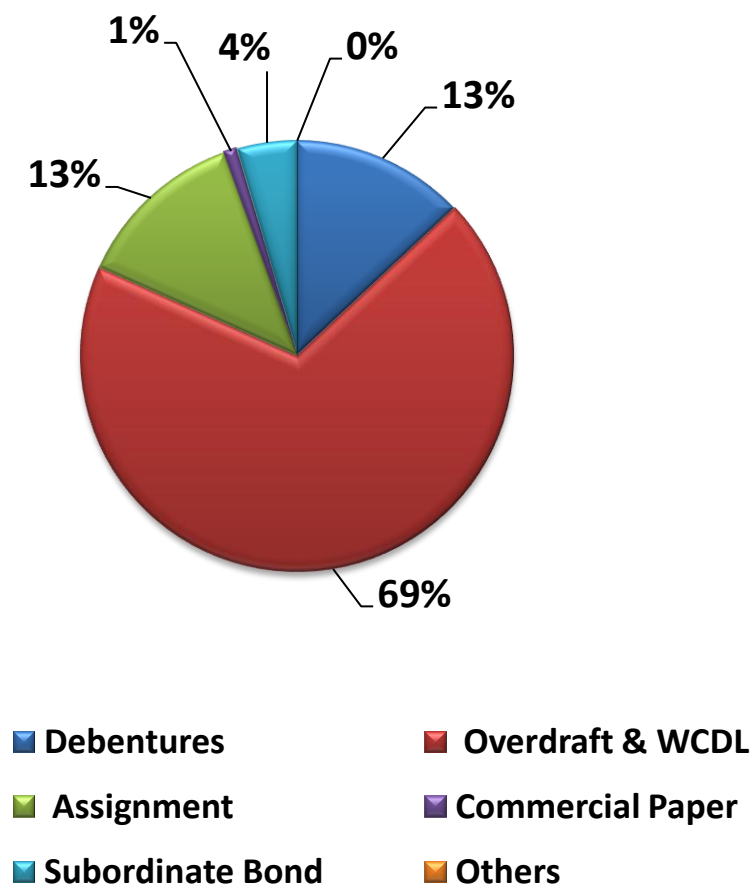
Total assets as on June 30, 2012 was Rs. 129 billion, Up 24%, as against Rs. 104 billion as on June 30, 2011.



Source of Fund

Rs. In Million

Borrowings & Assigned Portfolio as on June 30, 2012 was Rs. 87 billion and Rs.13 billion respectively, aggregating to Rs 100 billion.

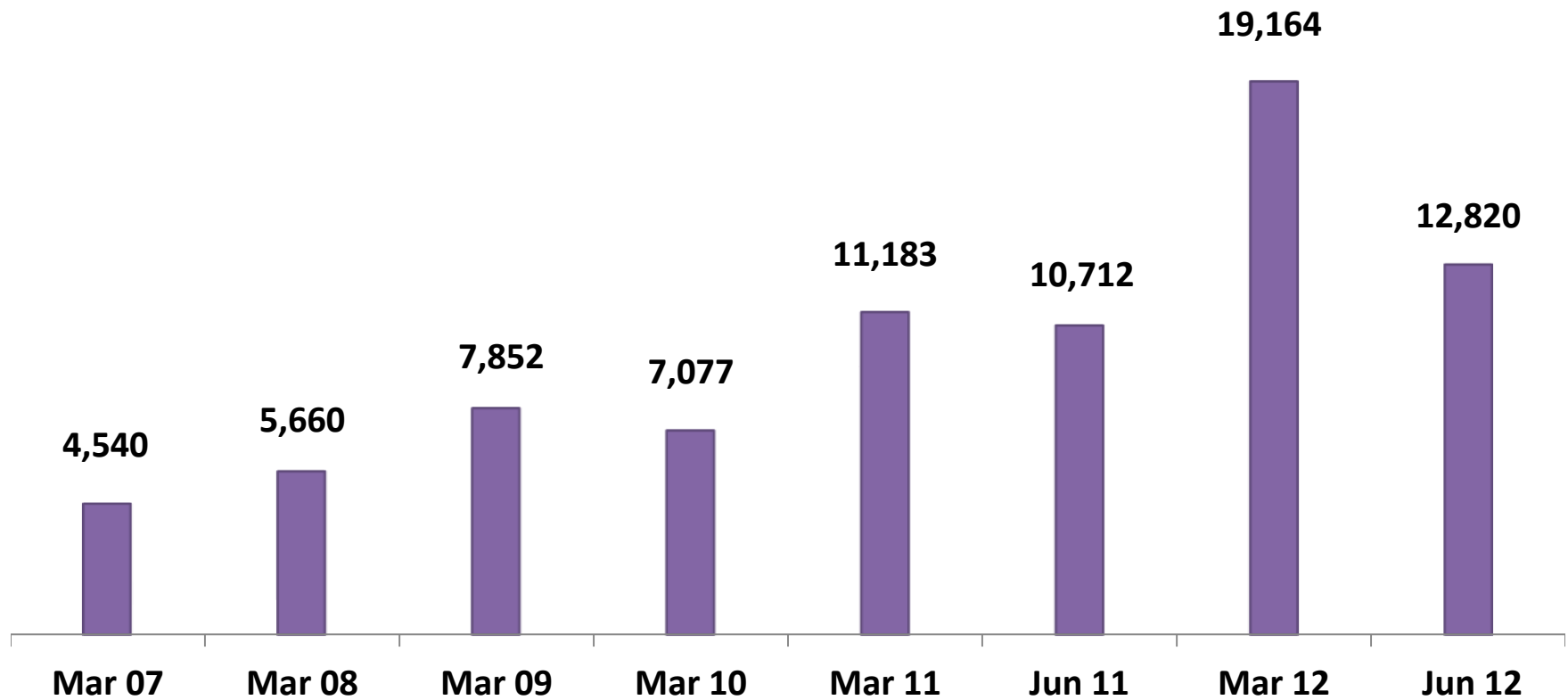


Particulars	Amount
Debentures	12,987
Overdraft & WCDL	68,790
Assignment	12,820
Commercial Paper	991
Subordinate Bond	4,471
Others	11
TOTAL	100,070

Assignments

Rs. In Million

Assignments as on June 30, 2012 was Rs. 12 billion, up 19%, as against Rs. 11 billion as on June 30, 2011



Bad Debts & Provisions

Rs. In Million

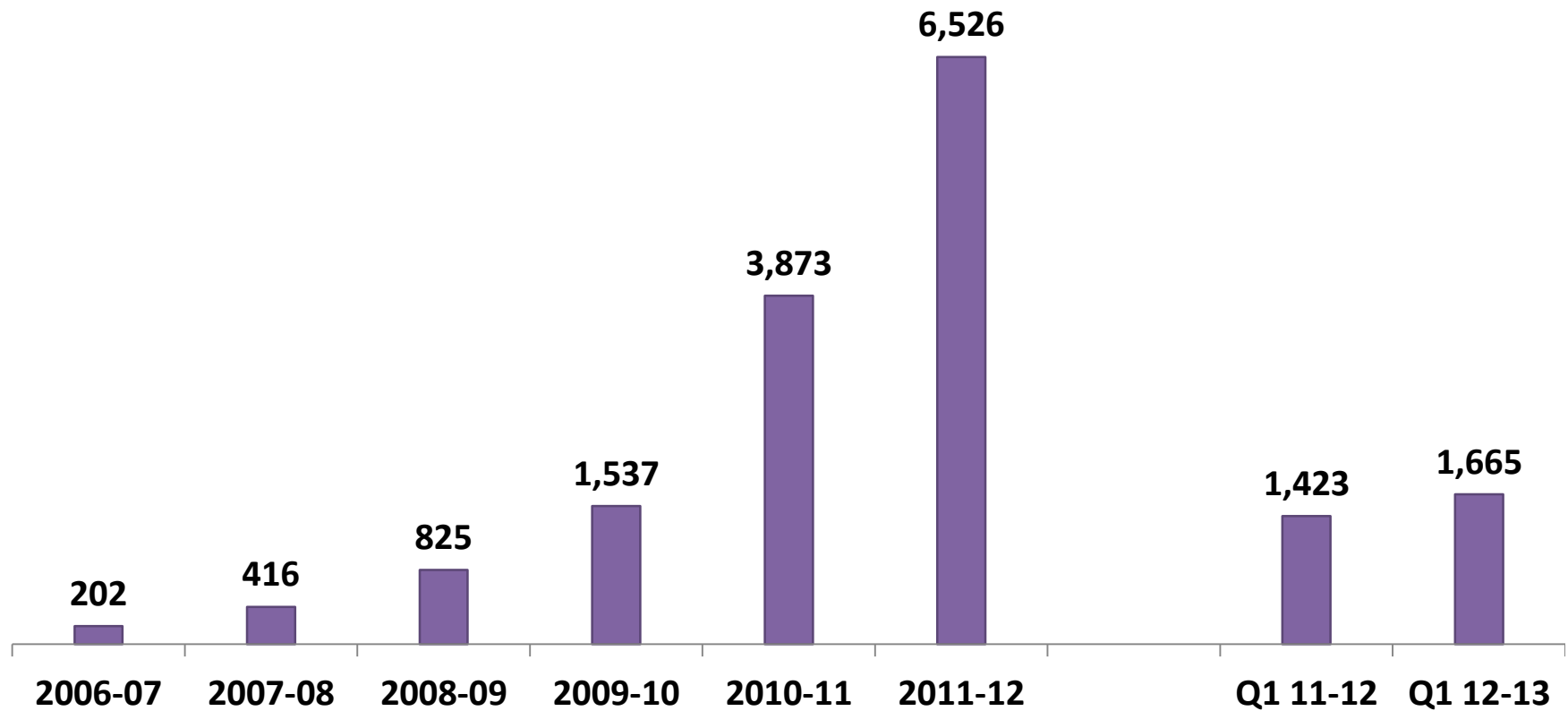
Bad debts & Provisions for the quarter ended June 30, 2012 was Rs. 105 Million, including 0.25% provision on Standard Assets.



Operating Expenditure

Rs. In Million

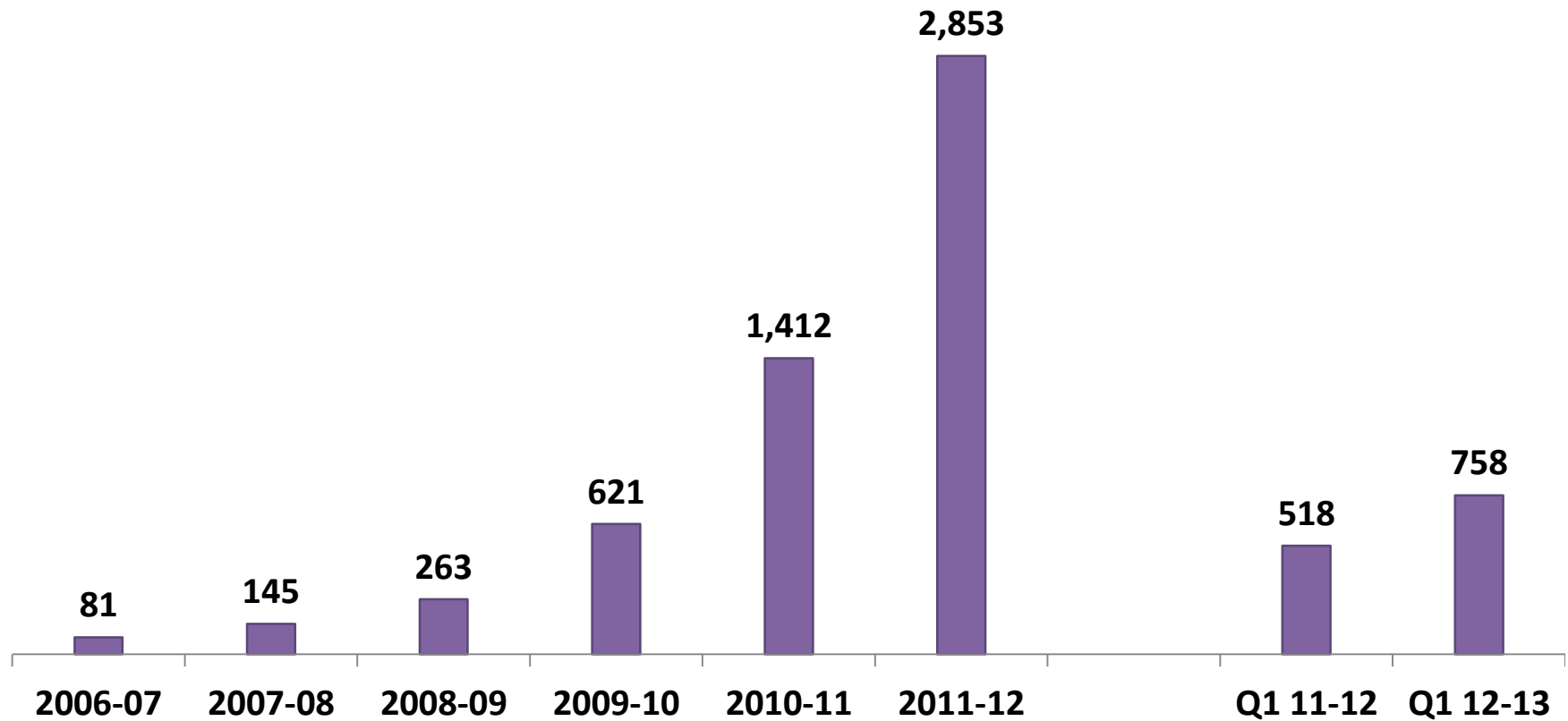
Operating Expenditure including salary cost for the quarter ended June 30, 2012 was Rs. 1.65 billion, Up 17%, as against 1.42 Billion for the quarter ended June 30, 2011.



Full Tax Paying Company

Rs. In Million

Income Tax for the quarter ended June 30, 2012 was Rs. 758 Million, Up 46%, as against 518 Million for the quarter ended June 30, 2011.





Thank You

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