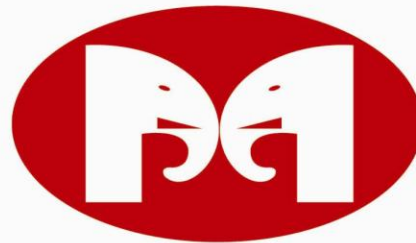




FINANCIAL RESULTS Q4 FY 2013



Muthoot Finance

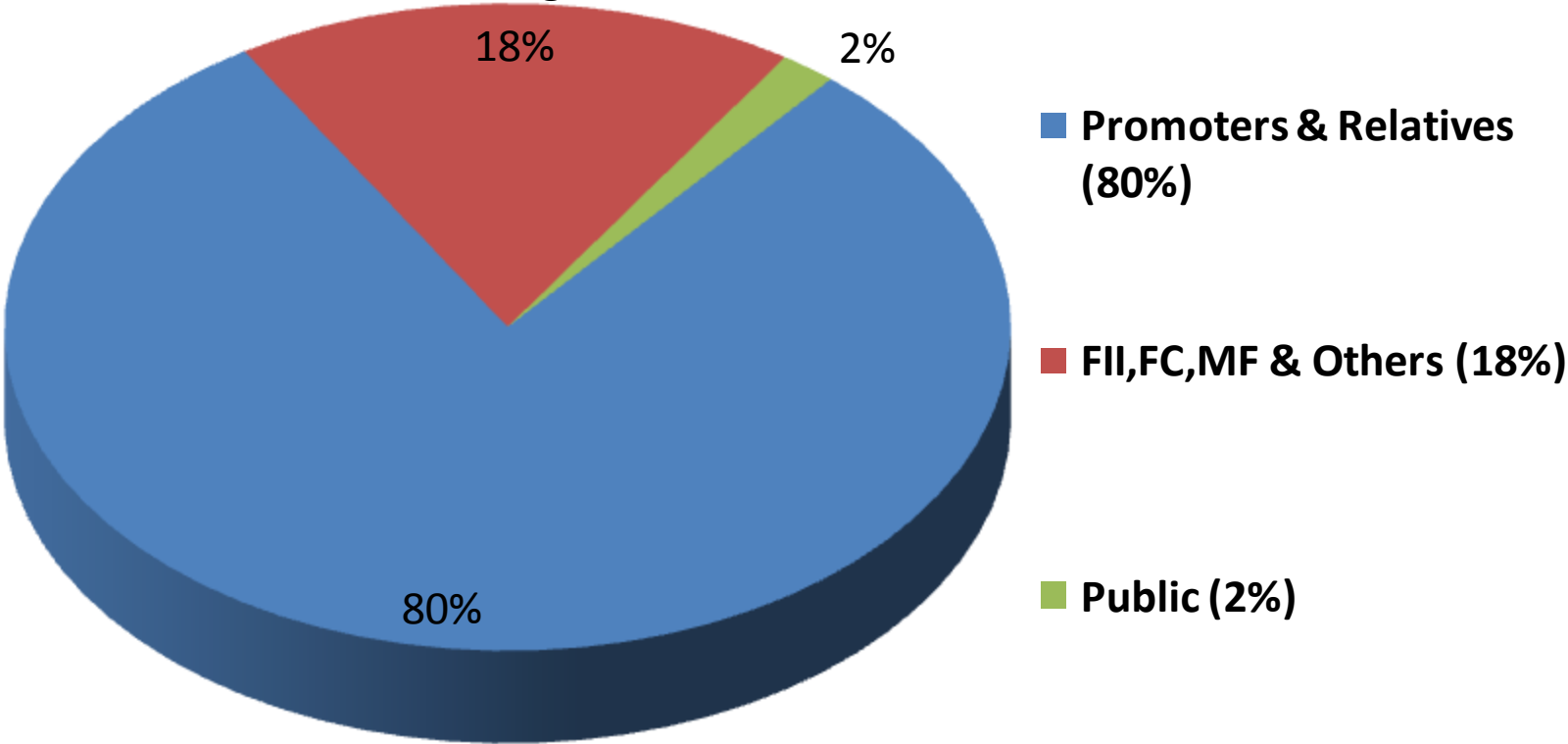
KEY FINANCIALS

(Rs. In Millions)

NETWORTH	Mar-13	Dec-12	Sep-12	Jun-12	Mar-12	Growth%	Growth%
	Rs.	Rs.	Rs.	Rs.	Rs.	YoY	QoQ
Share Capital	3717	3717	3717	3717	3717	0%	0%
Reserves & Surplus	33639	33382	30681	28001	25540	32%	1%
	37356	37099	34398	31718	29257	28%	1%



Shareholding Pattern as on 31.03.2013



(Rs. In Millions)

ASSETS	Mar-13	Dec-12	Sep -12	June - 12	Growth QoQ		March - 12	Growth YoY	
	Rs.	Rs.	Rs.	Rs.	Rs.	%	Rs.	Rs.	%
	Gross Retail Loan Assets Under Management	263868	257127	237436	233359	6741	3%	246736	17132
Break up of Gross Retail Loan Assets Under Management:									
Gold Loans under management	260004	253884	234396	230821	6120	2%	244173	15831	6%
Loans against NCDs	3790	3161	2943	2430	629	20%	2448	1342	55%
Other Loans	74	82	97	108	-8	-10%	115	-41	-36%



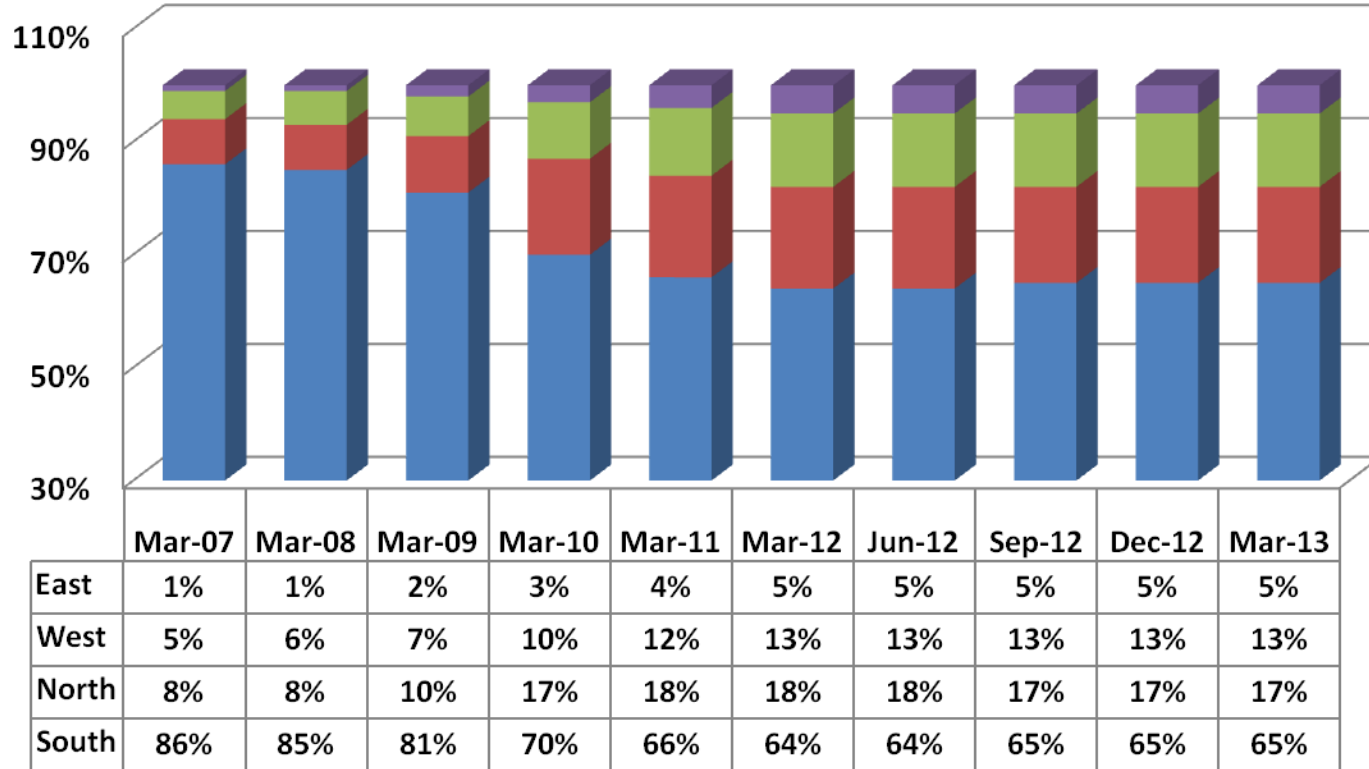
LIABILITIES	Mar-13	Dec-12	Sep-12	Jun-12	Mar-12	Growth%
	Rs.	Rs.	Rs.	Rs.	Rs.	YoY
Secured Non-Convertible Debentures (Muthoot Gold Bonds)	94596	87534	80517	71177	66102	43%
Secured Non-Convertible Debentures - Listed	17873	17873	15123	15124	12526	43%
Borrowings from Banks/FIs	101364	99955	91241	88228	92320	10%
Subordinated Debt	23001	20084	18350	16283	14801	55%
Subordinated Debt -Listed	100					
Commercial Paper	2164	2867	4655	5875	7694	-72%
Sell down of Receivables under Bilateral Assignments	0	3505	7102	17816	33352	
Other Loans	1791	1815	1585	460	389	360%
Total	240889	233633	218573	214963	227184	6%



REVENUE & PROFIT	FY 2013	FY 2012	YoY	Q4 FY 2013	Q3 FY 2013	Q2 FY 2013	Q1 FY 2013
	Rs.	Rs.	% Growth	Rs.	Rs.	Rs.	Rs.
INCOME							
Interest Income	53641	45280	18%	14064	13598	13084	12895
Other Income	230	210	10%	52	54	81	43
Total	53871	45490	18%	14116	13652	13165	12938
EXPENDITURE							
Interest Expense	28194	23699	19%	7424	7081	6726	6963
Personnel Expenses	5453	4145	32%	1470	1427	1349	1207
Administrative & Other expenses	3570	3395	5%	1121	824	884	741
Provisions & Write Offs	895	420	113%	464	136	61	235
Directors Remuneration	192	192	0%	48	48	48	48
Depreciation	452	327	38%	119	115	116	102
Total	38756	32178	20%	10646	9631	9184	9296
PROFIT							
Profit Before Tax	15114	13312	14%	3468	4022	3981	3642
Profit After Tax	10042	8920	13%	2200	2701	2680	2461



Geographical Spread of Branches

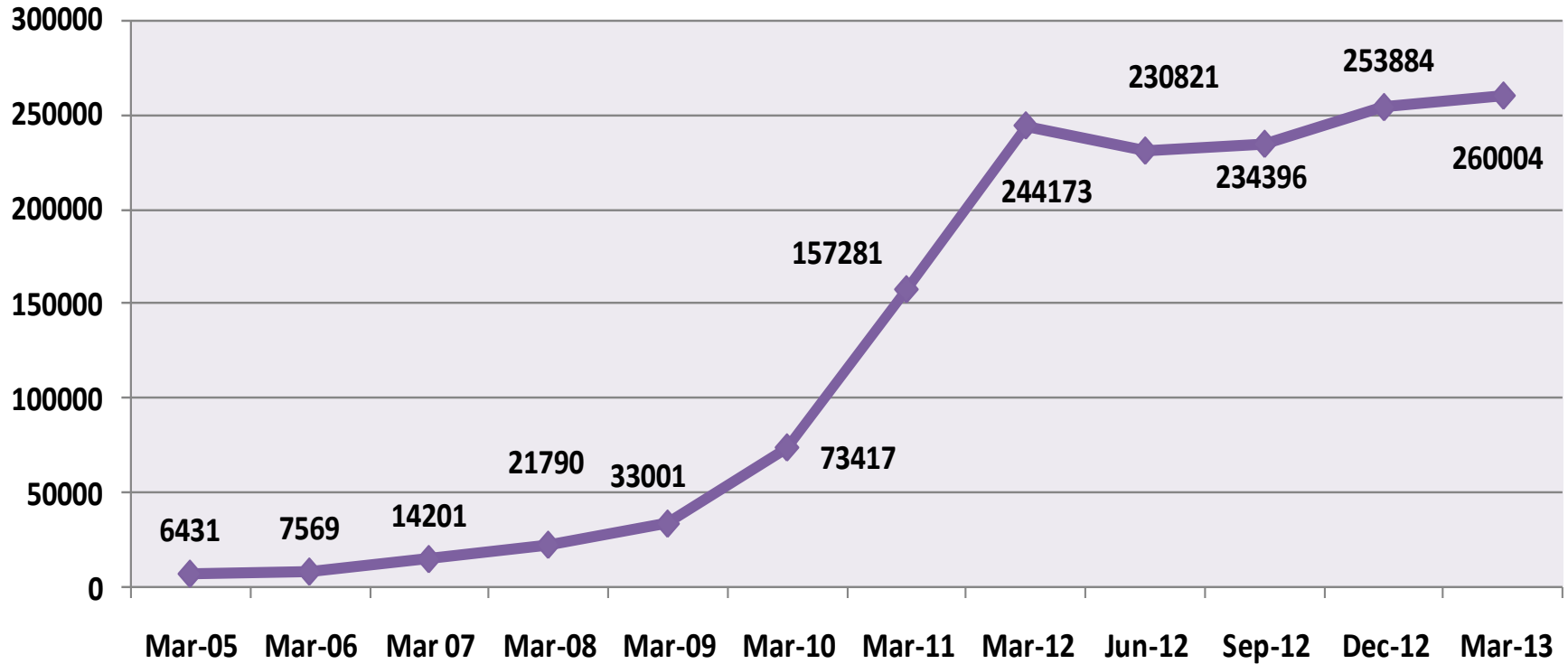


No: of branches	551	707	985	1605	2733	3678	3780	3853	3914	4082
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Gold Loan Portfolio

(Rs. In Millions)

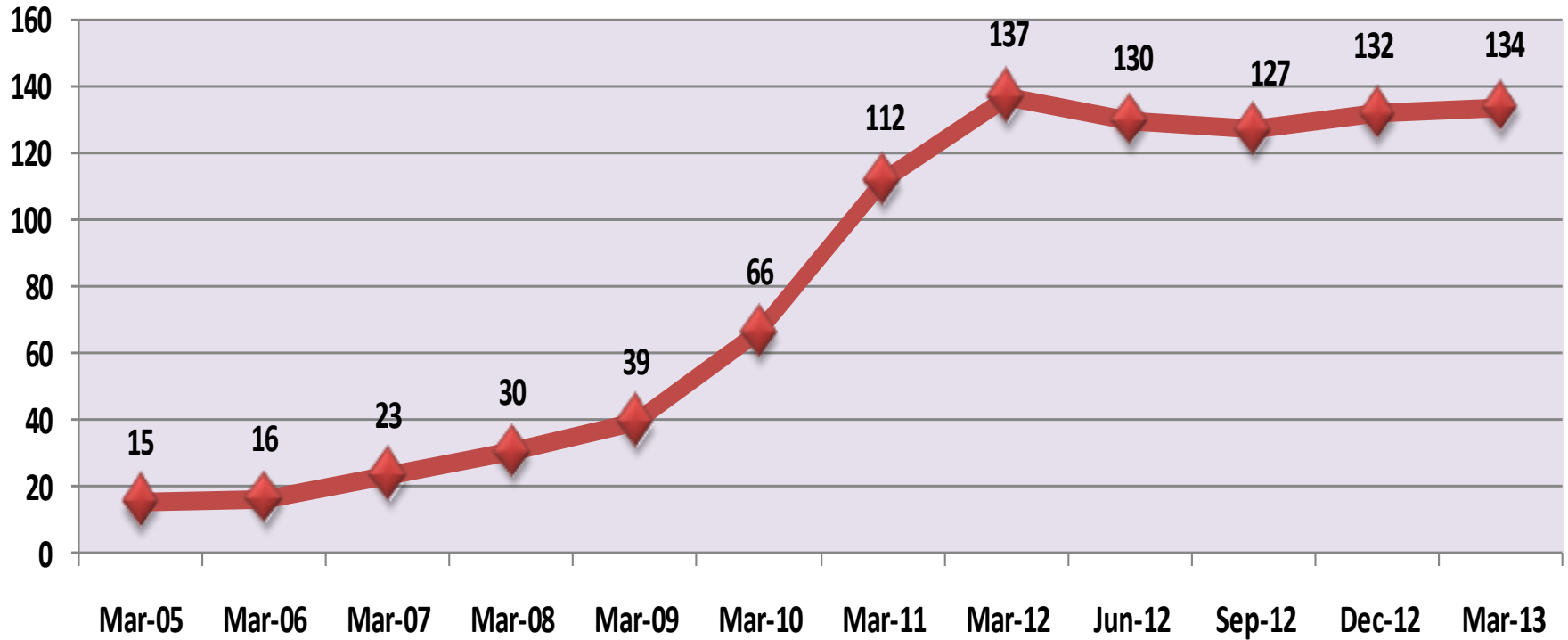


Gold Loan Assets Under Management



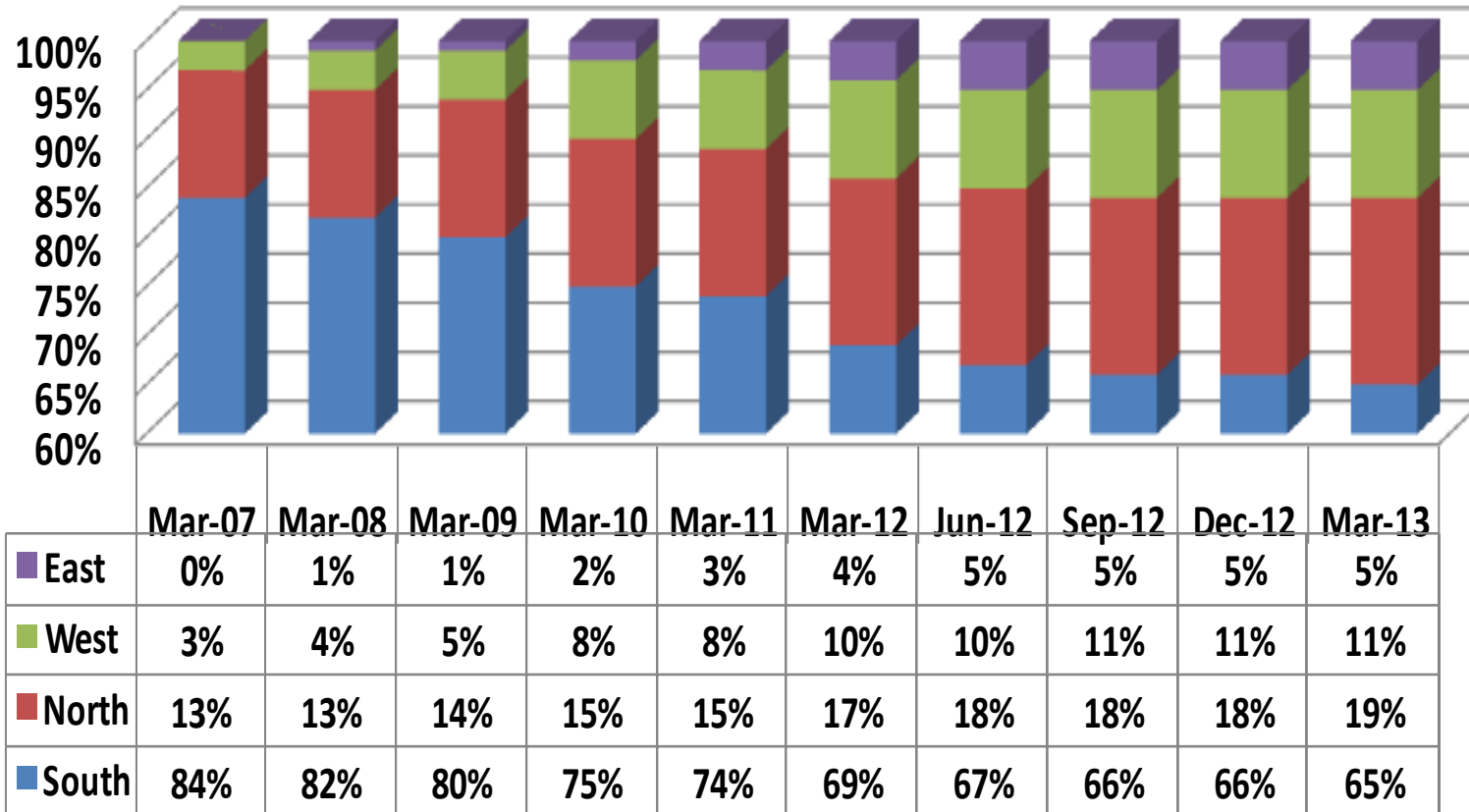
Gold Holding

(In tonnes)



Gold Jewellery kept as Security (tonnes)

Geographical Spread of Gold Loan Portfolio

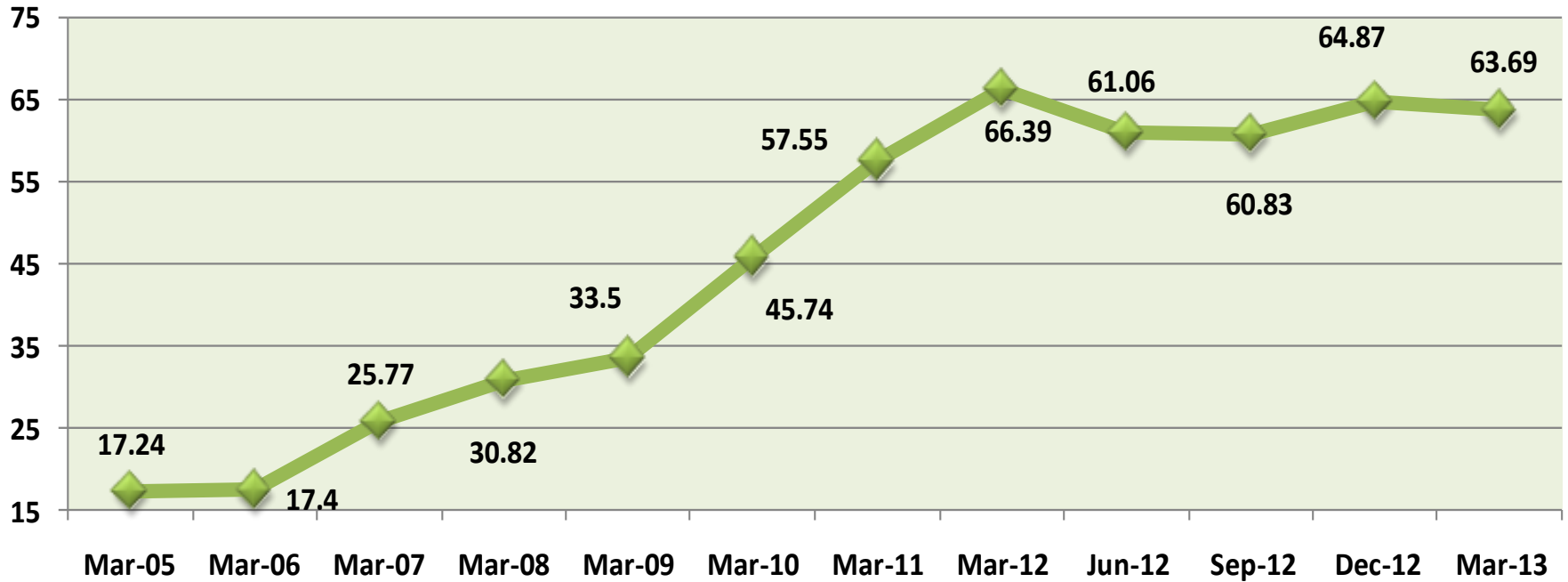


(Rs. In Millions)

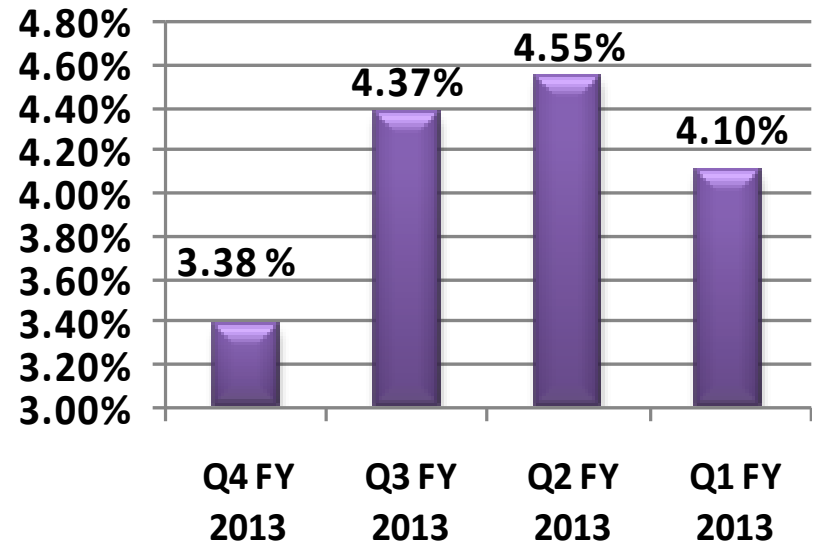
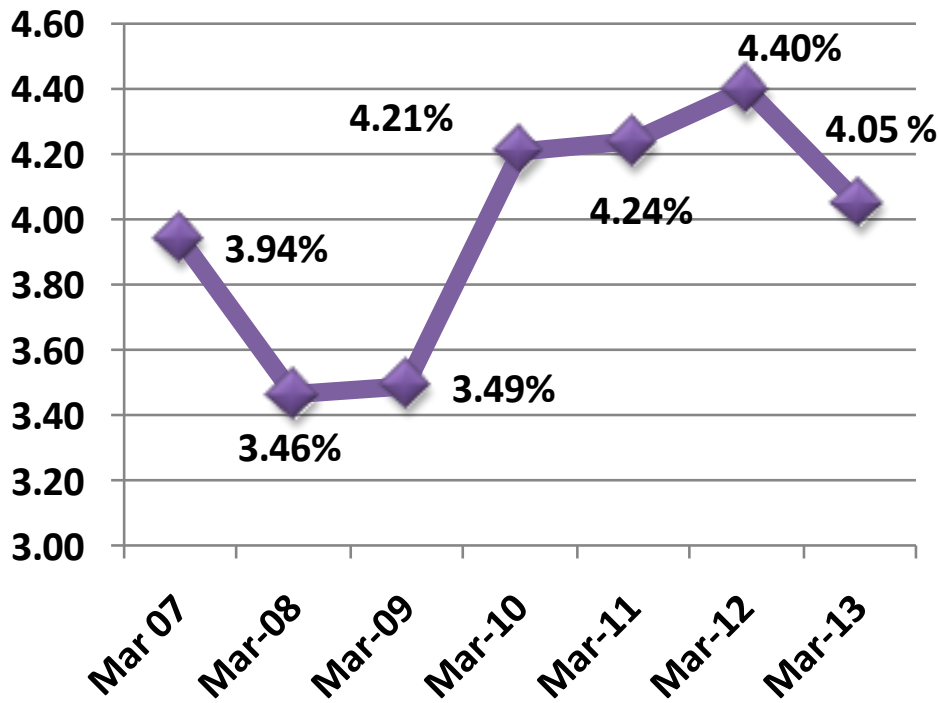
Gold Loans Assets Under Management	14201	21790	33001	73417	157281	244173	230821	234396	253884	260004

Average Gold Loan Outstanding Per Branch

(Rs. In Millions)



Return on Average Retail Loan Asset



Non-Performing Assets & Bad Debts written off

(Rs. In Millions)

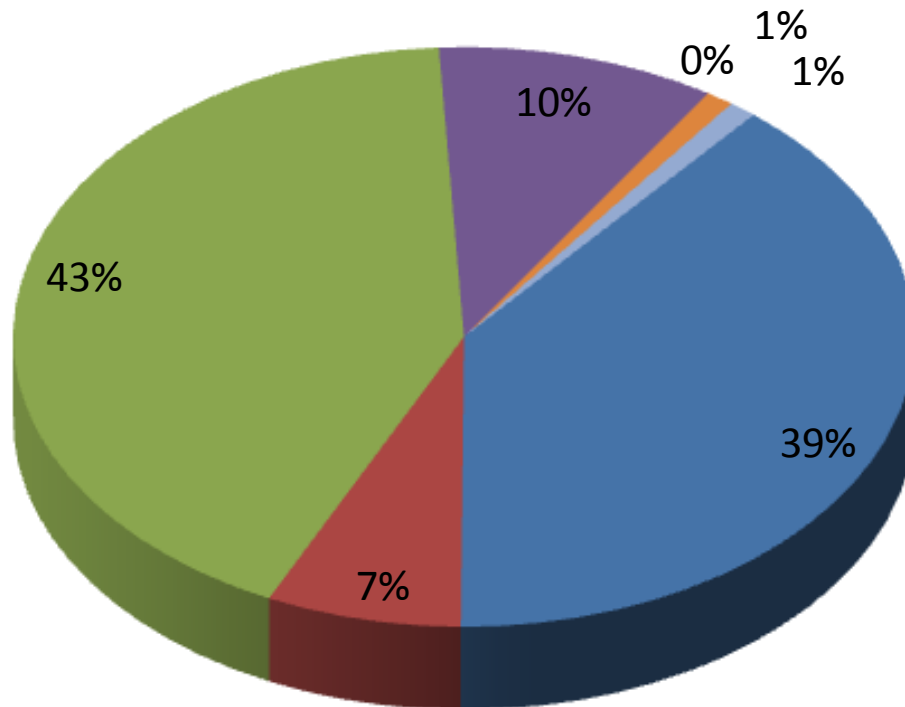
	Mar-13	Mar-12	Dec-12	Sep-12	June 12
	Rs.	RS.	Rs.	Rs.	Rs.
Gross Non-Performing Assets	5250	1389	3870	3261	2992
Provision For Non-Performing Assets	700	181	464	406	399
Net Non-Performing Assets	4550	1208	3406	2855	2593

% of Gross NPA on Gross Retail Loans	1.99%	0.56%	1.50%	1.37%	1.28%
% of Net NPA on Gross Retail Loans	1.72%	0.49%	1.32%	1.20%	1.11%

(Rs. In Millions)

	FY 2013	FY 2012	Q4 FY 2013	Q3 FY 2013	Q2 FY 2013	Q1 FY 2013
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
Bad Debts Written Off	130	69	75	22	17	16

LIABILITY MIX



- **Secured Non-Convertible Debentures (Muthoot Gold Bonds)- 94596 (39%)**
- **Secured Non-Convertible Debentures - Listed - 17873 (7%)**
- **Borrowings from Banks -101364 (42%)**
- **Subordinated Debt - 23001 (10%)**
- **Subordinated Debt - Listed -100 (0%)**
- **Commercial Paper - 2164 (1%)**
- **Other Loans-1791(1%)**

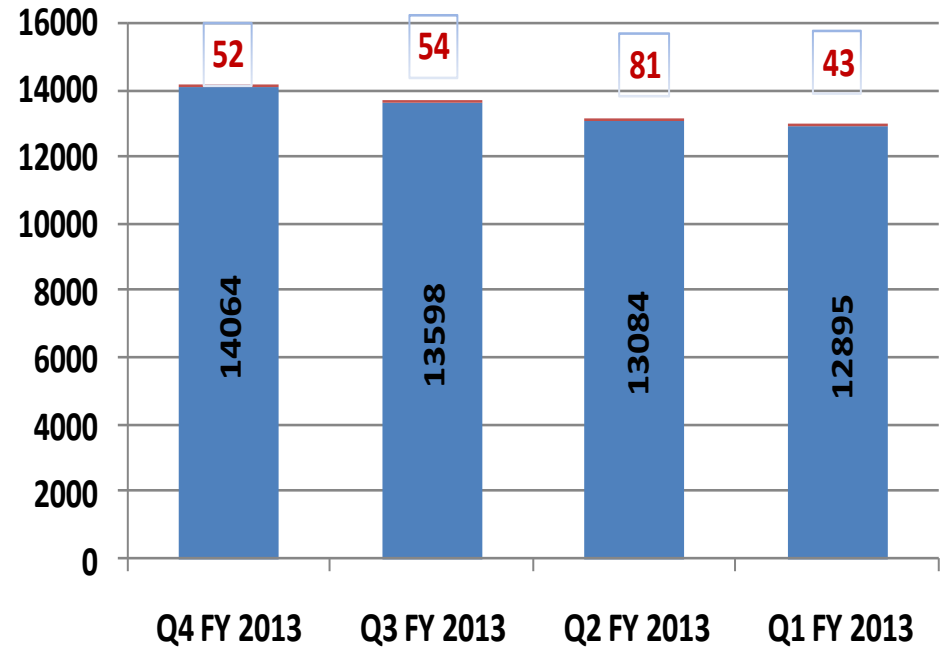
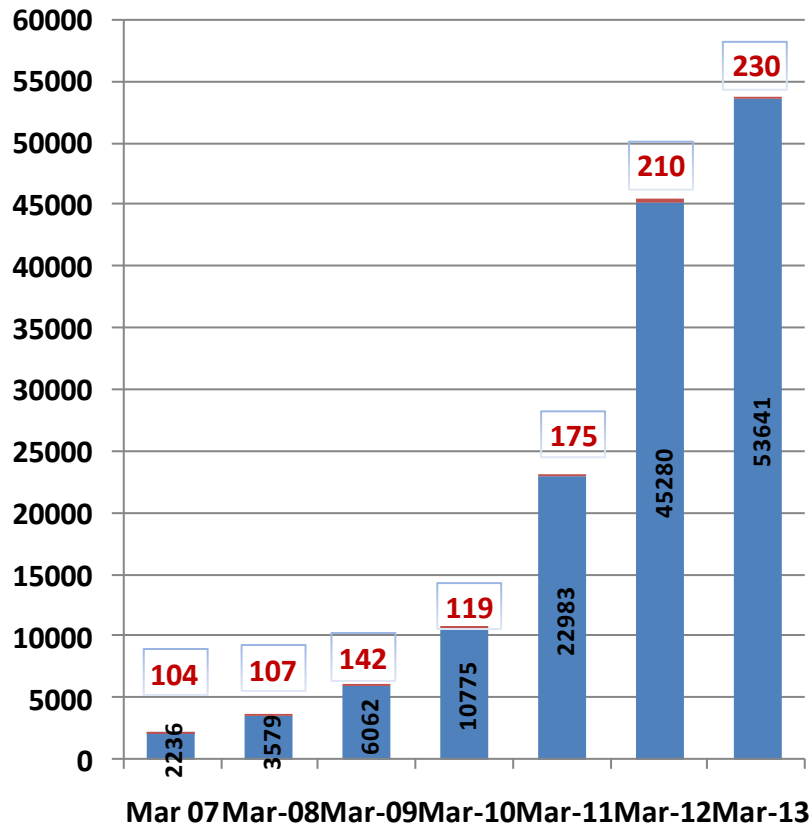
DEBT RATING

<u>SHORT TERM RATING</u>			
	AMT OF RATING	RATING	INDICATES
COMMERCIAL PAPER			
CRISIL	Rs.4000crs	CRISIL A1+	Degree of safety with regard to timely payment of interest & principal on the instrument is very strong
ICRA	Rs.200crs	ICRA A1+	Lowest credit risk & Stronger credit quality
BANK LOANS			
ICRA	Rs.4751crs	ICRA A1+	Lowest credit risk & Stronger credit quality

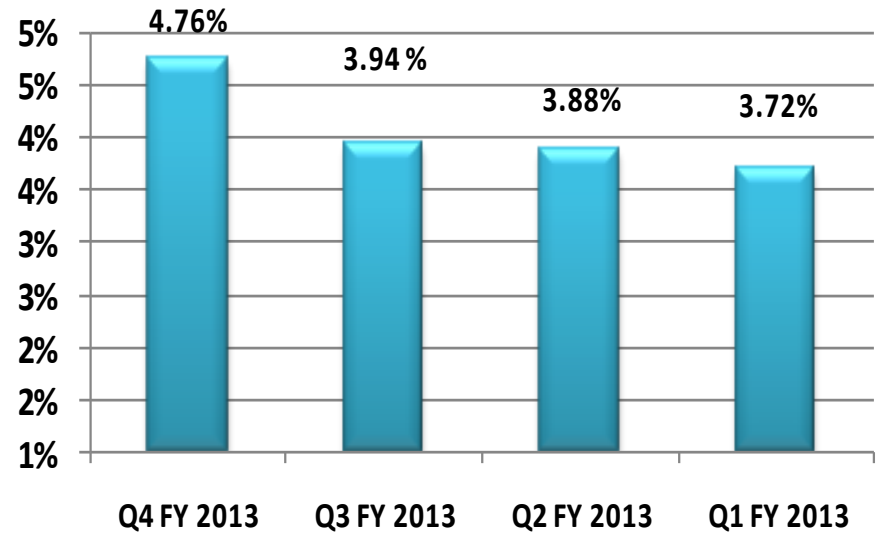
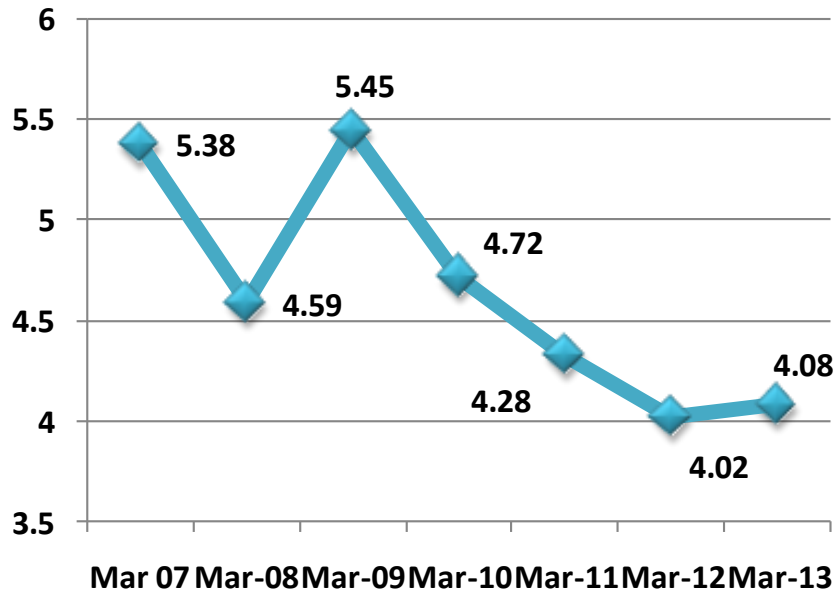
<u>LONG TERM RATING</u>			
SUBORDINATED DEBT			
CRISIL	Rs.100crs	CRISIL AA- (Negative)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk.
ICRA	Rs.100crs	ICRA AA- (Negative)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk.
NON CONVERTIBLE DEBENTURE			
CRISIL	Rs.500crs	CRISIL AA- (Negative)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk.
ICRA	Rs.200crs	ICRA AA- (Negative)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk.
BANK LOANS			
ICRA	Rs.6575crs	ICRA AA- (Negative)	High Degree of safety with regard to timely servicing of financial obligations and carry very low credit risk.

Break-Up of Gross Income

■ Interest Income ■ Other Income



Operating Expenses to Average Retail Loans

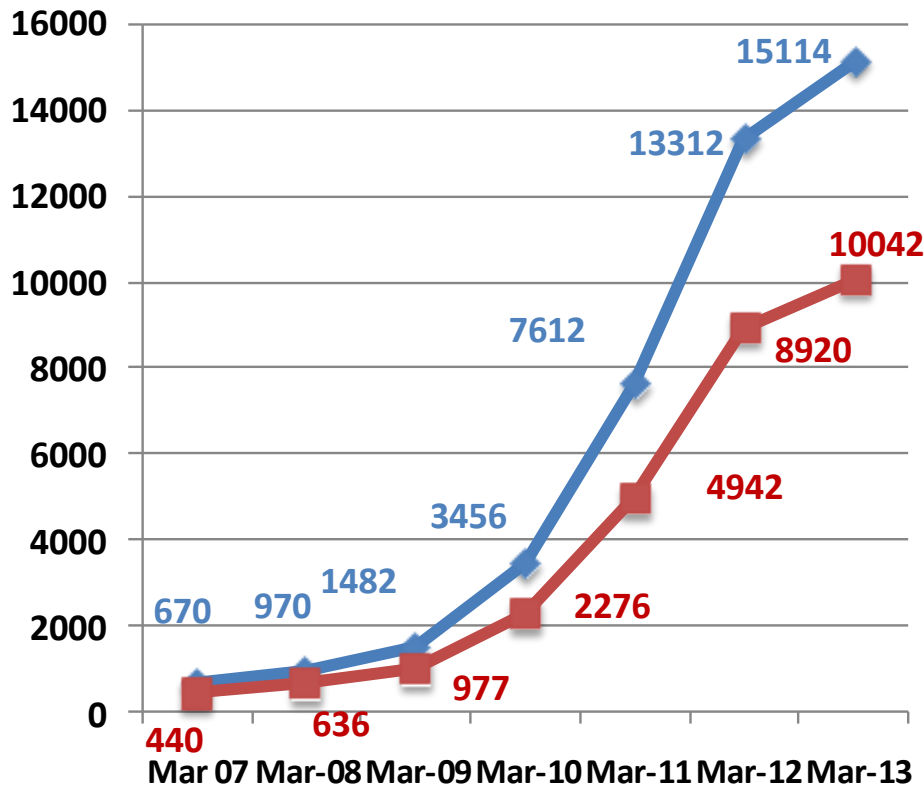


Break-Up of Operating Expenses

(Rs. in Millions)

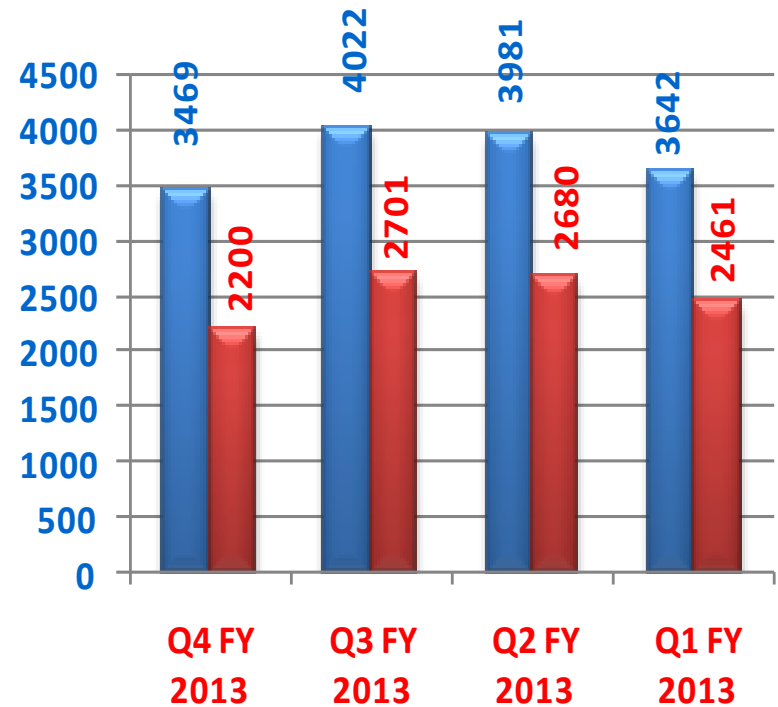
OPERATING EXPENSES	Mar-13	Mar-12	Mar-11	Mar-10	Mar-09	Mar-08	Mar-07	Q4 FY 2013	Q3 FY 2013	Q2 FY 2013	Q1 FY 2013
Personnel Expenses	5453	4145	2209	1169	677	405	266	1470	1427	1349	1207
Rent	1309	1042	603	290	131	82	47	355	329	322	303
Advertisement	579	866	647	331	208	67	36	243	122	152	62
Postage, Telegram and Telephone	243	184	115	72	27	18	28	68	59	57	58
Traveling and Conveyance	175	168	114	67	42	27	18	48	46	41	40
Printing and Stationary	168	155	111	69	44	32	19	61	34	38	34
Repairs and Maintenance	256	341	211	96	62	42	34	61	54	73	68
Legal and Professional Charges	86	60	114	34	16	11	10	30	15	13	29
Business Promotion Expense	332	267	119	45	25	18	15	160	64	65	43
Directors Remuneration	192	192	192	192	121	49	49	48	48	48	48
Depreciation	454	329	180	149	99	74	71	119	115	116	102
Others	550	380	229	165	165	88	76	170	122	141	119
Provision For Standard & NPA Assets	765	351	323	21	7	7	1	389	115	43	220
Total	10562	8480	5165	2701	1625	919	671	3222	2550	2458	2333

Profit Growth



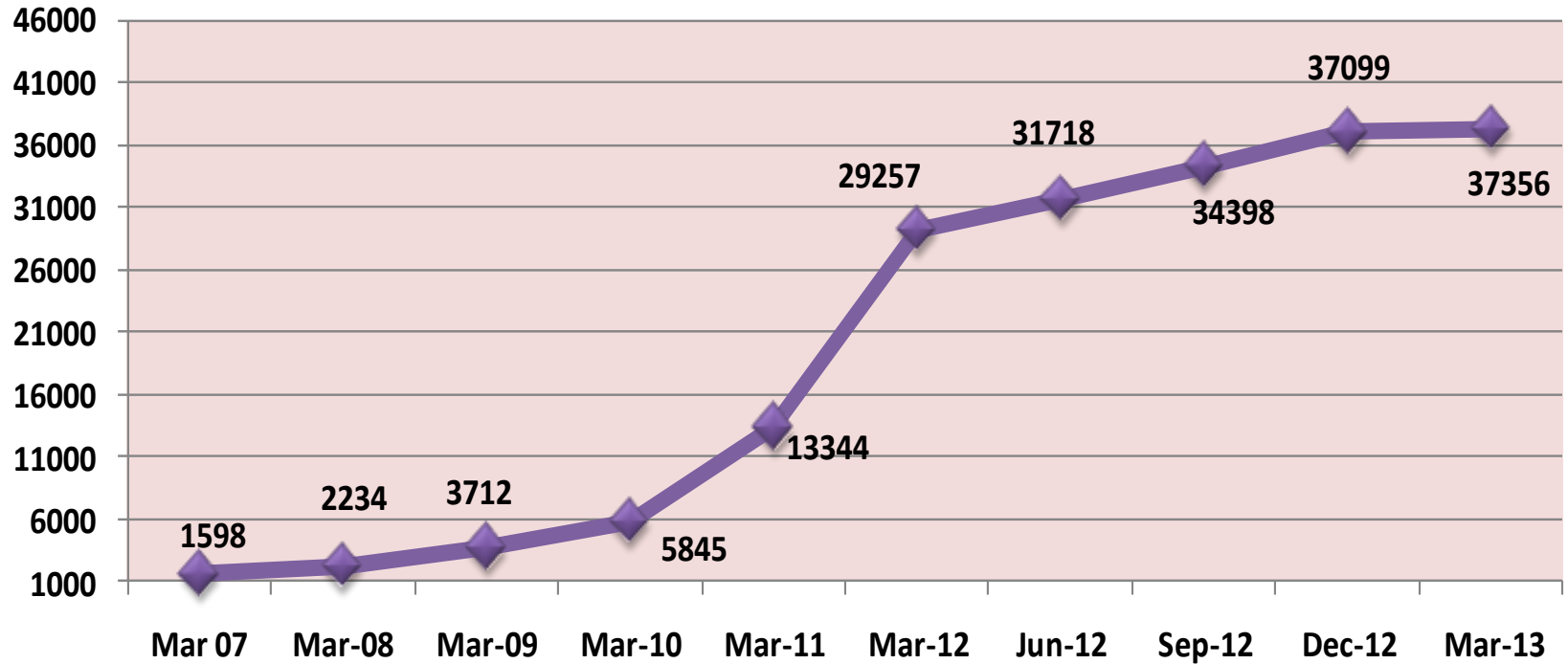
■ P B T

■ P A T



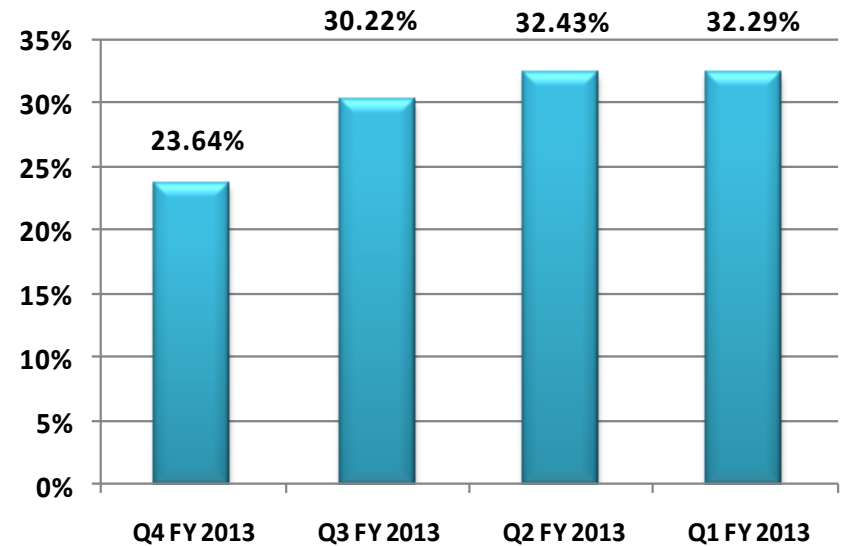
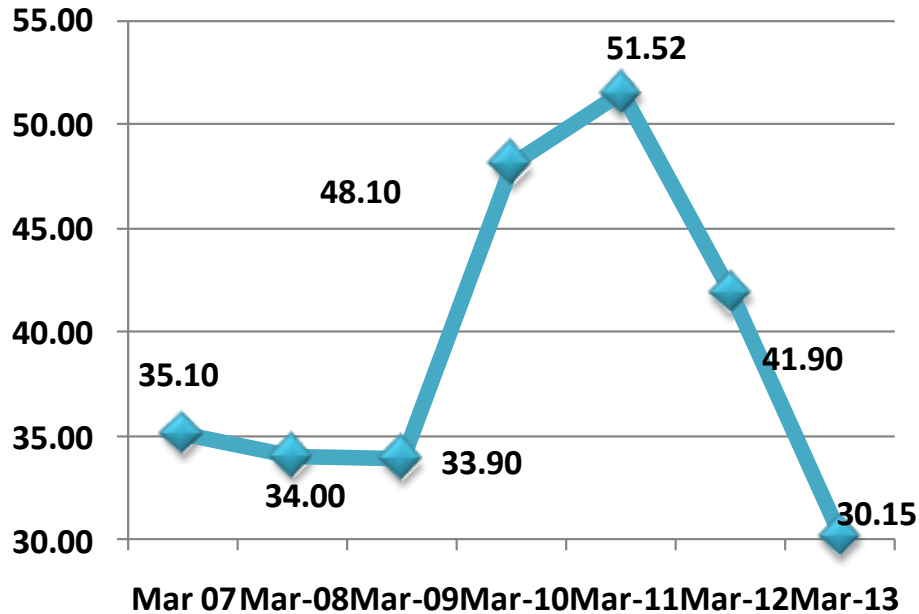
(Rs. In Millions)

Networth



(In Percentage)

Return on Average Equity

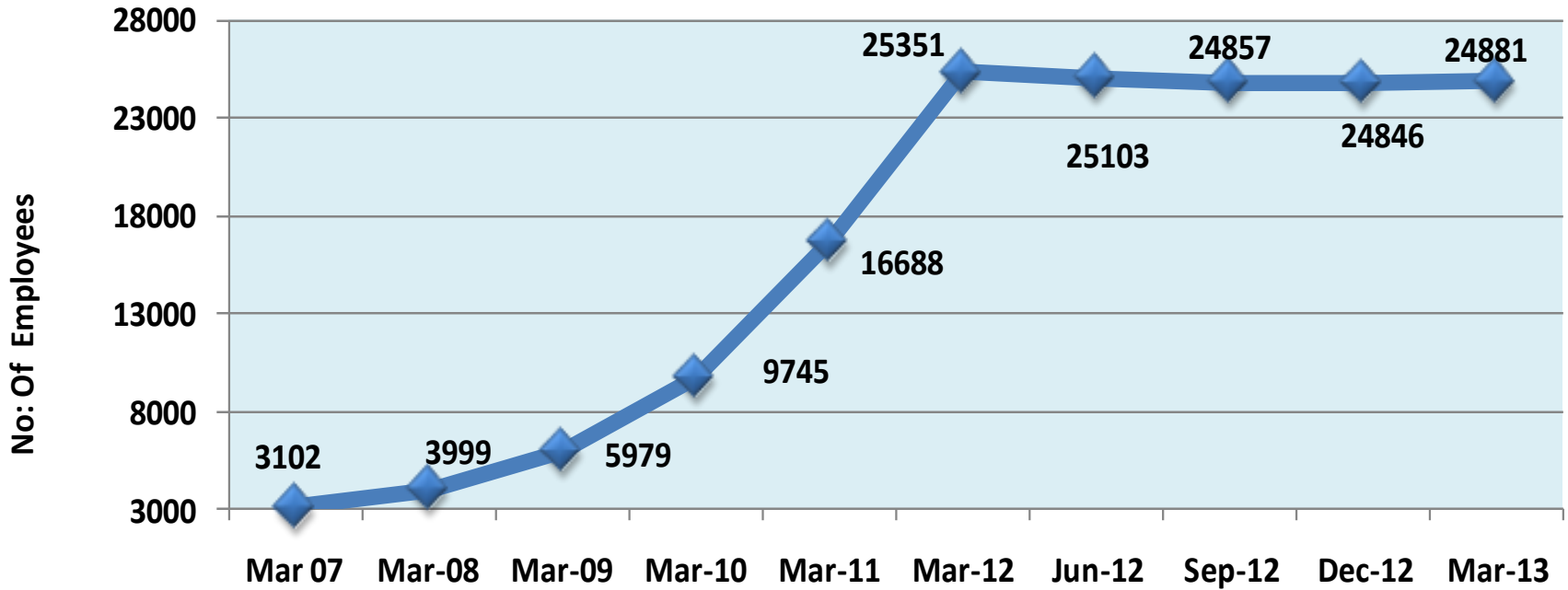


CAPITALISATION RATIOS	Mar 31,2013	Dec 31,2012	Sept 30,2012	June 30,2012	Mar 31,2012
Capital Adequacy Ratio	19.62%	19.50%	19.95%	19.42%	18.29%
Tier I	13.41%	13.80%	14.04%	13.67%	12.84%
Tier II	6.21%	5.70%	5.91%	5.75%	5.45%
Book Value Per Share(Rs.)	100.50	99.81	92.54	85.33	78.71
Earnings per Share (Rs.)	27.02	21.10	13.83	6.62	24.29

(Rs. In Millions)

CAPITALISATION RATIOS	Mar 31,2013	Dec 31,2012	Sept 30,2012	June 30,2012	March 31,2012
Gross Outside Liabilities (including assigned loans)	256806	246532	230034	227594	237817
Outside Liabilities (excluding assigned loans)	256806	243027	222932	209778	204465
Cash & Bank Balances	13420	10796	12253	11470	7950
Unencumbered Cash & Bank Balances	13416	9652	10727	9289	5331
Tangible Networth	37356	37099	34398	31718	29257
Capital Gearing(Gross)	6.52	6.35	6.33	6.81	7.86
Capital Gearing(Net)	6.52	6.29	6.17	6.32	6.81

Human Resources



Thank You

