



# Financial Results for the half year ended September 30, 2023



Muthoot Family - 800 years of Business Legacy



## Performance highlights for half year ended September 30, 2023



**Increase in Consolidated Loan Portfolio:**  
**24% YoY at ₹ 79,493 Crores**



**Highest Ever Gross Gold Loan Advance in any 1<sup>st</sup> Half of a Year:**  
**₹ 84,742 Crores**



**Highest Ever Gold Loan Advance to New Customers in any 1<sup>st</sup> Half of a Year:**  
**₹ 8,109 Crores**



**Highest Ever Gold Loan Portfolio Growth in 1<sup>st</sup> Half of a Year:**  
**₹ 5,642 Crores**



**Increase in Gold Loan Portfolio:**  
**20% YoY at ₹ 11,016 Crores**



**Increase in Consolidated Profit After Tax:**  
**24% YoY at ₹ 2,140 Crores**



**Increase in Standalone Profit After Tax:**  
**18% YoY at ₹ 1,966 Crores**



**All Time High Interest Collection in any Half Year:**  
**₹ 5,447 Crores**



## Subsidiaries

### Belstar Microfinance Ltd



**Increase in Loan Portfolio:**  
**53% YoY at ₹ 7,874 Crores**



**Increase in Loan Disbursement:**  
**76% YoY at ₹ 4,294 Crores**



**Increase in Profit After Tax:**  
**284% YoY at ₹ 135 Crores**

### Muthoot Homefin (India) Ltd



**Increase in Loan Portfolio:**  
**14% YoY at ₹ 1,616 Crores**



**Increase in Loan Disbursement:**  
**164% YoY at ₹ 278 Crores**



**Increase in Profit After Tax:**  
**133% YoY at ₹ 9 Crores**



## Muthoot Insurance Brokers Pvt Ltd



**Increase in Total Revenue:  
85% YoY at ₹ 47 Crores**



**Increase in Profit After Tax:  
60% YoY at ₹ 25 Crores**

## Asia Asset Finance PLC, Sri Lanka



**Increase in Profit After Tax:  
31% QoQ at LKR 7.20 Crores**



**Increase in Branch Network:  
27% YoY at 80 Branches**



**Kochi, November 9, 2023:**

**Historic Highest Growth in Loan Assets of Rs. 11,771 crores in H1FY24, up by 21% YoY**  
**Historic Highest Growth in Gold Loan Assets of Rs. 11,016 crores in H1FY24, up by 20% YoY**

**Consolidated Loan Assets Under Management stood at Rs. 79,493 crore, up by 24% YoY**  
**Consolidated Profit after Tax stood at Rs. 2,140 crore for H1FY24, up by 24% YoY**

**Standalone Loan Assets Under Management stood at Rs. 69,002 crore, up by 21% YoY**  
**Standalone Profit after tax stood at Rs. 1,966 crore for H1 FY24, up by 18% YoY**

**Other Key Highlights:**

- **Opened 331 new branches by the Group in H1FY24**
- **Raised Rs. 700 crores through the 32<sup>nd</sup> Public Issue of Secured Redeemable Non-Convertible Debentures which was oversubscribed on the first day of the issue**

**Key Subsidiaries – ‘Growth revival continues’**

**Belstar Microfinance**

- Disbursements improved to ~ Rs. 4,294 crores in H1 FY24; growth of 76% YoY
- Increase in Profit After Tax in H1FY24 at Rs. 135 crores vs. Rs. 35 crores in H1 FY23; growth of 284% YoY which surpassed the entire profit of the previous year
- Increase in loan portfolio of 53% YoY at Rs.7,874 crores in H1 FY24 from Rs. 5,138 crores in H1 FY23
- Collection Efficiency remaining more than 99% for Regular accounts
- GNPA at 1.48 % in H1FY24 vs. 8.52% in H1 FY23; NNPA at 0.13% in H1FY24 vs. 2.41% in H1 FY23
- Opened 164 new branches during Q2 FY24

**Muthoot Homefin**

- Gross Loan AUM at Rs. 1,616 crores in H1 FY24 vs. Rs. 1,420 crores in H1 FY23; growth of ~14% YoY
- Disbursed Rs. 278 crores in H1 FY24 as compared to Rs. 105 crores in H1 FY23; a growth of 164% YoY
- Interest income increased at ~18% YoY to Rs. 78 crores in H1 FY24 vs. Rs. 66 crores in H1 FY23
- Profit After Tax stood at Rs. 9.09 crores in H1 FY24 vs. Rs. 3.90 crores in H1 FY23; ; growth of ~133% YoY
- Raised Rs. 150 Crore through private placement of NCD's at competitive rates

**Muthoot Insurance Brokers**

- Profit after tax has increased to Rs. 25 crores in H1 FY24 from Rs. 16 crores in H1 FY23; growth of 60% YoY
- Increase in total revenue at 85% YoY i.e., Rs. 47 crores in H1 FY24 vs. Rs. 25 crores in H1 FY23

**Muthoot Money**

- Continued decline in NPA through physical collections witnessed consistently throughout the year. GNPA decreased to 1.76% in H1 FY24 from 5.63% in H1 FY23
- Gross Loan Assets has increased to Rs. 630 crores in Q2 FY24 from Rs. 496 crores in Q1 FY24, up by 27% QoQ
- Branch network increased to 276 from 185



## Results

A meeting of the Board of Directors of Muthoot Finance Ltd. was held today to consider and approve the unaudited standalone and consolidated results for the quarter ended September 30, 2023.

### Consolidated Results of Muthoot Finance Ltd

Muthoot Finance Ltd Consolidated Loan Assets under management grew 24% YoY to Rs. **79,493** crores as at H1 FY24 as against Rs. **64,356** crores last year. During the quarter, Consolidated Loan Assets under management increased by Rs. **2,694** crores i.e. an increase of **4%** QoQ. Consolidated Profit after tax for H1 FY24 stood at Rs. **2,140** crores as against Rs. **1,727** crores last year, an increase of **24%** YoY. Consolidated Profit after tax for Q2 FY24 increased by **21%** YoY at Rs. **1,095** crores as against Rs. **901** crores in Q1 FY23.

(Rs. in crores)

Financial Performance	Q2FY24	Q1FY24	QoQ %	Q2FY23	YoY%	H1FY24	H1FY23	YoY %
Group Branch Network	6,169	5,897	5%	5,750	7%	6,169	5,750	7%
Consolidated Gross Loan Assets of the Group	79,493	76,799	4%	64,356	24%	79,493	64,356	24%
Consolidated Profit after tax of the Group	1,095	1,045	5%	902	21%	2,140	1,727	24%
Contribution in the Consolidated Gross Loan Assets of the Group								
Muthoot Finance Ltd	68,872	67,259	2%	57,130	21%	68,872	57,130	21%
Subsidiaries	10,621	9,540	11%	7,226	47%	10,621	7,226	47%
Contribution in the Consolidated Profit after tax of the Group								
Muthoot Finance Ltd	984	971	1%	865	14%	1,955	1,667	17%
Subsidiaries	111	74	50%	37	200%	185	60	208%

**Mr. George Jacob Muthoot, Chairman, The Muthoot Group** said "Muthoot Finance continues its growth journey delivering 24% YoY consolidated loan AUM growth reaching Rs.79,493 crores and 24% YoY growth in consolidated profit after tax of Rs.2,140 crores for first half of FY 2024. This was aided by strong growth in gold loan portfolio of Rs.11,016 crores and microfinance loan portfolio of Rs.2,736 crores. The increased profits came from gold loan, microfinance, housing finance as well as insurance broking businesses. We are focusing on maintaining strong leadership in gold loan business and a gradual calibrated growth in non-gold loan business comprising of microfinance, housing finance, vehicle loan, personal loans, business loans, small business loans, loan against property and corporate loans. Over the next five years, we are keen on increasing the proportion of non-gold business to 18% from present 13%. The Indian economy continues to be resilient amidst global challenges and growth is underpinned by strong demand conditions, investment in public infrastructure and a stable financial sector. As a result, we remain optimistic on strong growth momentum for our gold loans and non-gold loan business."

**Mr. George Alexander Muthoot, Managing Director** said, Our gold loan assets under management demonstrated strong growth, led by strong demand trends in both urban and semi-urban markets. Gold loan AUM grew 20% YoY and by 9% during the 1st half of FY 2024 reaching Rs. 67,517 crores. We also witnessed highest ever gold loan advance to new customers in any first half of a year of Rs. 8109 crores. We have continued our strategic emphasis on disbursements, operational efficiency, and margins, which has resulted in our profits growing 18% YoY at Rs.1,966 crores in the 1st half of FY2024. We strongly believe that the resilience of the Indian economy, its positive outlook coupled with optimistic consumer and business sentiments, will keep the gold loan demand strong, and we retain our



*guidance of growing our gold loan book by 10-15% in FY24. Further, our non-gold loan businesses in subsidiaries continue to do well, with disbursements during the first half of the year increasing by 76% to Rs.4,294 crores in microfinance business and by 164% at Rs.278crores in housing finance business. Total revenue on insurance broking business during the first half of the year increased by 85% at Rs.47crs. We retired USD denominated Senior Secured Notes amounting to USD550 Million, during 1st half of FY2024 which carried a high cost. We also opened 331 new branches in first half of the year including in subsidiaries and we will continue to expand our range of financial solutions, enhancing customer engagement, and addressing their diverse financial needs. Our investment in digital strategy is paying off well with nearly 39% of our customer transactions now happening via our various digital channels.”*

### **Standalone Results of Muthoot Finance Ltd and its subsidiaries**

**Muthoot Finance Ltd (MFIN)**, India’s largest gold financing company in terms of loan portfolio, registered profit after tax of Rs. **1,966** crores in H1 FY24 as against Rs. **1,669** crores in H1 FY23, an increase of **18%** YoY. The profit after tax for Q2FY24 stood at Rs.**991** crores in as against Rs. **867** crores in Q2 FY23, an increase of **14%** YoY. Loan assets stood at Rs. **69,002** crores in H1 FY24 as compared to Rs. **57,230** crores in H1 FY23 , registering a growth of **21%** YoY. During H1 FY24, Gold Loan assets increased by Rs. **5,642** crores registering a growth of **9%**. During the quarter, Gold Loan assets increased by Rs.**1,478** crores.

**Muthoot Homefin (India) Ltd (MHIL)**, the wholly owned subsidiary, loan AUM stood at Rs. **1,616** crores in H1 FY24 as against Rs. **1,420** crores in H1 FY23, an increase of 14% YoY. During the half year, Loan assets increased by Rs. **178** crores, an increase of **12%**. The loan disbursement for H1 FY24 stood at Rs.**278** crores as against Rs.**105** crores in H1 FY23, a YoY increase of **164%**. Total revenue for H1 FY24 increased to Rs. **93** crores as against Rs. **75** crores H1 FY23. Profit after tax stood at Rs. **9** crores in H1 FY24 as against Rs. **4** crores in H1 FY23, an increase of **133%** YoY.

**M/s. Belstar Microfinance Limited (BML)**, is an RBI registered micro finance NBFC, and a subsidiary company where Muthoot Finance holds **59.02%** stake. Loan portfolio for H1 FY24 increased to Rs. **7,874** crores as against Rs. **5,138** crores for H1 FY23, an increase of **53%** YoY. The loan disbursement for H1 FY24 stood at Rs.**4,294** crores as against Rs.**2,444** crores in H1 FY23 , a YoY increase of **76%**. During the half year, Loan assets increased by Rs. **1681** crores, an increase of **27%** .During the quarter, Loan AUM increased by Rs. **866** crores, an increase of **12%** QoQ. Profit after tax stood at Rs. **135** crores in H1 FY24, as against Rs. **35** crores in H1 FY23, up **284%** YoY. Stage III Asset stood at **1.48%** as of September 30, 2023 as compared to **8.52%** last year.

**Muthoot Insurance Brokers Pvt. Limited (MIBPL)**, an IRDA registered Direct Broker in insurance products and a wholly owned subsidiary company generated a total premium collection amounting to Rs. **310** crores in H1 FY24. Total revenue for H1 FY24 increased to Rs. **47** crores as against Rs. **25** crores in H1 FY23, an increase of **85%** YoY. It achieved a Profit after tax of Rs. **25** crores in H1 FY24 as against Rs.**16**crores last year, an increase of **60%** YoY.

**Asia Asset Finance PLC (AAF)** is a listed subsidiary based in Sri Lanka where Muthoot Finance holds **72.92%** stake. Loan portfolio grew to LKR **1,958** crores in H1FY24 as against LKR **1,930** crores in H1 FY23, an increase of **1.45%** YoY. Total revenue for H1 FY24 stood at LKR **346** crores. It achieved a Profit after tax of LKR **13** crores in H1 FY24.

**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 equipment. Loan portfolio for H1 FY24 stood at Rs. **630** crores, as against Rs. **234** crores as on H1 FY23. Total revenue for H1 FY24 stood at Rs. **47** crores.

**Other Highlights:****Financial Highlights (MFIN): Standalone results for Muthoot Finance Ltd.****(Rs. in Crores)**

Particulars	Q2FY24	Q1FY24	QoQ %	Q2FY23	YoY %	H1FY24	H1FY23	YoY %
Total Income	3,074	3,026	2%	2,504	23%	6,100	5,013	22%
Profit Before Tax	1,330	1,315	1%	1,161	15%	2,645	2,243	18%
Profit After Tax	991	975	2%	867	14%	1,966	1,669	18%
Earnings Per Share(Basic) Rs.	24.69	24.29	2%	21.61	14%	48.98	41.59	18%
Loan Assets	69,002	67,639	2%	57,230	21%	69,002	57,230	21%
Branches	4,745	4,742	-	4,641	2%	4,745	4,641	2%

Particulars	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
Return on Average Loan assets	5.80%	5.96%	6.09%	5.90%	5.82%
Return on Average Equity	18.29%	18.47%	18.47%	18.19%	17.77%
Book Value Per Share (Rs.)	552.41	527.42	478.96	552.41	478.96

Particulars	Q2FY24	Q1FY24	Q2FY23
Capital Adequacy Ratio	30.31	30.03	31.96
Share Capital & Reserves (Rs. in Cr)	22,181	21,177	19,230

**Business Highlights (MFIN):**

Particulars	H1FY24	H1FY23	Growth (YoY)
Branch Network	4,745	4,641	2%
Gold Loan Outstanding (Rs. in Cr)	67,517	56,501	20%
Credit Losses (Rs. in Cr)	11	9	22%
% of Credit Losses on Gross Loan Asset Under Management	0.02%	0.02%	2%
Average Gold Loan per Branch (Rs. in Cr)	14.23	12.17	17%
No. of Loan Accounts (in lakh)	85	82	4%
Total Weight of Gold Jewellery pledged (in tonnes)	183	177	3%
Average Loan Ticket Size	79,158	69,242	14%
No. of employees	28,097	27,204	3%

**Our Subsidiaries:****About Muthoot Insurance Brokers Pvt Limited:**

MIBPL is a wholly owned subsidiary of Muthoot Finance Ltd. It is an unlisted private limited company holding a license to act as a Direct Broker from IRDA since 2013. It is actively distributing both life and non-life insurance products of various insurance companies. During Q2FY24, it has insured more than **861,000** lives with a first year premium collection of Rs. **126** crores under traditional, term and health products. The same was more than **12,17,000** lives with a first year premium collection of Rs. **115** crores in Q2 FY23.




**Key Business Parameters**

Particulars	(Rs. in Crores)				
	H1 FY24	H1 FY23	Q2 FY24	Q1 FY24	FY23
Total Premium Collection	310	283	162	148	651
No. of Policies (in lakhs)	18	24	9	9	47
Total Revenue	47	25	31	16	68
Profit After Tax	25	16	15	10	46

**About Muthoot Homefin (India) Limited:**

MHIL is a Housing Finance Company registered with The National Housing Bank (NHB). It is a wholly owned subsidiary of Muthoot Finance Limited.

MHIL's prime goal is to contribute towards financial inclusion of LMI families by opening doors of formal housing finance to them. Its focus is on extending Affordable Housing Finance. MHIL would be concentrating primarily on retail housing loans in the initial stages. It operates on a 'Hub and Spoke' model, with the centralized processing based out of corporate office at Mumbai. MHIL has operations in 13 states and 3 Union territories - Maharashtra (including Mumbai), Gujarat, Rajasthan, Madhya Pradesh, Kerala, Karnataka, Telangana, Andhra Pradesh, Haryana, Chandigarh, Uttar Pradesh, Chattisgarh, Punjab, Tamil Nadu, Delhi and Pondicherry.

MHIL has short term debt rating of 'A1+' for its Commercial Paper programme which indicates, "Very strong degree of safety regarding timely payment of financial obligations and carry lowest credit risk" from ICRA Ltd.

MHIL has long term debt rating of CRISIL AA+/(stable) for its Bank Limits and Non-Convertible Debentures which indicates "High degree of safety with regard to timely servicing of financial obligations and carries very low credit risk".

**Key Financial Parameters**

Particulars	(Rs. in Crores)				
	H1 FY24	H1 FY23	Q2 FY24	Q1 FY24	FY23
No. of branches	122	108	122	111	108
No. of Sales Offices	122	108	122	111	108
No. of Employees	512	299	512	418	346
Gross Loan AUM	1616	1420	1616	1,501	1438
Gross Loan Asset	1293	1037	1293	1,164	1087
Capital Adequacy Ratio	50%	62%	50%	52%	66%
Total Revenue	93	75	49	44	155
Total Expense	80	70	43	37	141
Profit Before Tax	13	5	6	6	14
Profit After Tax	9	4	4	5	10
Shareholder's Funds	467	451	467	462	457
Total Outside Liabilities	1080	748	1080	931	754
Total Assets	1547	1199	1547	1,393	1211



Stage III Loan Assets	51	45	51	46	44
% Stage III asset on Gross Loan Asset	3.95%	4.33%	3.95%	3.97%	4.01%
Stage III ECL Provision	32	30	32	33	29
ECL Provision	37	37	37	40	36
ECL Provision as a % of Gross Loan Asset	2.87%	3.58%	2.87%	3.39%	3.29%
No. of Customers	22,255	21,027	22,255	21,608	21,223

#### About Belstar Microfinance Limited (BML):

BML was incorporated in 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. Muthoot Finance holds **59.02%** of equity share capital in BML. 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 0.2 million.

In the last fourteen 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 September 30, 2023, BML operations are spread over 17 states and 2 UT (Tamil Nadu, Andhra Pradesh, Karnataka, Madhya Pradesh, Maharashtra, Kerala, Odisha, Chattisgarh, Gujarat, Rajasthan, Bihar, Uttar Pradesh, Uttarakhand, West Bengal, Pondicherry, Haryana, Punjab, Tripura and Delhi). It has **946** branches, with **184** controlling regional offices and employing **9491** staff. Gross loan AUM has grown to Rs.**7874** crores as of September 30, 2023 as against **Rs.5138** crores during same quarter last year. Net Profit after tax for Q2FY24 increased to Rs.**83** crores as against Rs.**21** crores in Q2FY23, and Net worth stood at Rs.**1224** crores as of September 30, 2023.

CRISIL has assigned the long term debt rating of ‘CRISIL AA-/Positive’ for its Bank Limits and Debt Instruments which indicates, “high degree of safety regarding timely servicing of financial obligations and carry very low credit risk” and short term rating of CRISIL A1+ for its Bank Limit which indicates, “very strong degree of safety regarding timely payment of financial obligations and carry lowest credit risk”.

#### Key Financial Parameters

Particulars	H1 FY24	H1 FY23	Q2 FY24	Q1 FY24	FY23
No. of branches	946	715	946	782	768
No. of Employees	9491	7065	9491	8,421	8022
Gross Loan AUM	7874	5138	7874	7,008	6193
Gross Loan Assets	6465	4171	6465	5,591	4713
Capital Adequacy Ratio	21%	24%	21%	22%	22%
Total Revenue	791	455	431	360	1038
Total Expense	614	411	321	292	869
Profit Before Tax	177	44	110	68	169
Profit After Tax	135	35	83	52	130



Shareholder's Funds	1224	997	1224	1,145	1092
Total Outside Liabilities	5789	3729	5789	5,239	5135
Total Assets	7013	4726	7013	6,384	6227
Stage III Loan Assets	96	355	96	91	115
% Stage III asset on Gross Loan Asset	1.48%	8.52%	1.48%	1.62%	2.43%
Stage III ECL Provision	87	255	87	79	84
ECL Provision	144	270	144	110	96
ECL Provision as a % of Gross Loan Asset	2.22%	6.47%	2.22%	1.97%	2.03%

### About Asia Asset Finance PLC, Sri Lanka:

Asia Asset Finance PLC, (AAF) Colombo, Sri Lanka became a foreign subsidiary of Muthoot Finance Ltd on December 31, 2014. The company formerly known as Finance and Land Sales has been in operation for over 53 years, and has evolved to serve the growing needs of people of Sri Lanka.

As on September 30, 2023, total holding in AAF by Muthoot Finance stood at **9.06** crores equity shares representing **72.92%** of their total capital and Rs.**3.97** crores preference shares representing **95.87%** of their capital. 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 on 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 **80** branches across Sri Lanka. It has total staff strength of **523** currently. In 2015, it entered the space of Gold Loans with assistance of Muthoot Finance.

### Key Financial Parameters

(LKR in crores)

Particulars	H1 FY24	H1 FY23	Q2 FY24	Q1 FY24	FY23
LKR/INR	0.2562605	0.224767	0.2562605	0.26625	0.249700
No. of Branches	80	63	80	77	75
No. of Employees	523	413	523	595	590
Gross Loan AUM	1958	1930	1958	2010	2120
Capital Adequacy Ratio	25%	25%	25%	23%	26%
Total Revenue	346	263	174	172	601
Total Expenses	330	242	166	164	565
Profit Before Tax	16	21	8	8	36
Profit After Tax	13	15	7	6	30
Shareholder's Funds	314	288	314	307	301
Total Outside Liabilities	2229	1932	2229	2278	2200
Total Assets	2543	2220	2543	2585	2501


**About Muthoot Money Limited:**

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 equipment. The operations are now centered in Hyderabad. CRISIL Ltd assigned long term debt rating of AA/Stable for its bank limits. As on September 30, 2023, Muthoot Money Ltd. has a total loan portfolio of Rs. 630 crores as against Rs. 234 crores same quarter last year.

**Key Financial Parameters:**
**(Rs. in crores)**

Particulars	H1 FY24	H1 FY23	Q2 FY24	Q1 FY24	FY23
No. of branches	276	139	276	185	149
No. of employees	1040	712	1040	1154	920
Gross Loan AUM	630	234	630	496	387
Capital Adequacy Ratio (%)	74%	40%	74%	19%	24%
Total Revenue	47	24	27	21	56
Total Expense	48	23	27	21	56
Profit Before Tax	-0.31	0.30	-0.23	-0.08	0.34
Profit After Tax	-0.21	0.24	-0.15	-0.06	0.24
Stage III Loan Assets	11	13	11	12	14
% Stage III asset on Gross Loan AUM	1.76%	5.63%	1.76%	2.46%	3.72%
Stage III ECL Provision	4	6	4	5	6
ECL Provision	7	7	7	7	8
ECL Provision as a % of Gross Loan AUM	1.17%	3.12%	1.17%	1.49%	2.01%
Shareholders' Funds	504	104	504	104	104
Total Outside Liabilities	201	172	201	454	330
Total Assets	705	276	705	558	434

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