Reaching New Heights in Retail Finance

Magma Fincorp Limited
Q1 FY18 Results Update
Bringing Equality of Opportunity to the Economically Disenfranchised

INVESTING IN THE SMALLEST DREAMS – FOR RURBAN INDIA

UNDERSERVED CUSTOMERS

CUSTOMISED FINANCING SOLUTIONS

PAN INDIA NETWORK
Business Overview, Competitive Strengths and Strategy

Financial Results – Q1 FY18

Leadership Team

Annexures
Business Overview: Focus on underserved ‘Rurban’ India

SEGMENT 1: FIRST TIME BUYERS
- Farmers with small landholdings (<4 acres) (Tractor buyer)
- First time buyer with prior relevant experience (taxi/truck/machine driver/operators)

SEGMENT 2: SELF EMPLOYED NON PROFESSIONAL (SENP)
- Self employed customer with informal income sources (Home/Car buyer)

SEGMENT 3: SMALL & MEDIUM ENTREPRENEURS
- Small factory owner/contractor, trader/shop owner with working capital needs (SME/LAP customer)
- Small fleet operator (taxi/truck/equipment buyer)

SEGMENT 4: LIMITED BANKING / CREDIT HISTORY
- Customer with informal income sources and low eligibility for bank loans
- Customers with no established credit track record
- Customers with limited banking transactions

Rurban includes Rural and Semi-Urban locations/customers
Business Overview: Provide distinctive financing solutions to customers in ‘Rurban’ India

Strong Recognition and Trusted Brand in ‘Rurban’ India

Diverse Product Offerings

Magma’s Core Strengths

- Widespread coverage with presence across 1900 Talukas and 2900 Locations
- Technological innovation led faster customer acquisition, portfolio servicing and effective cross-sell
- Deep ‘Rurban’ Insight led underwriting and flexi payment options

Customer Focus

- Underserved ‘Rurban’ customers

Commercial Finance includes New and Used Vehicles/Equipment; SME Finance includes Unsecured Loans to Business Enterprises; Mortgage Finance includes LAP and Home Loans; Agri Finance includes Tractors
### Business Overview:
Higher cross-sell for lifetime customer engagement

<table>
<thead>
<tr>
<th>FINANCING SOLUTIONS</th>
<th>CUSTOMER SEGMENTS</th>
<th>ILLUSTRATIVE ASSET PROFILE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>First Time Buyers</td>
<td>Ticket Size (Rs lakh)</td>
</tr>
<tr>
<td></td>
<td>Self Employed</td>
<td>Loan to Value Ratio</td>
</tr>
<tr>
<td></td>
<td>Non Professionals</td>
<td>Tenure (months)</td>
</tr>
<tr>
<td></td>
<td>Small &amp; Medium</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Entrepreneurs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Limited banking/</td>
<td></td>
</tr>
<tr>
<td></td>
<td>credit history</td>
<td></td>
</tr>
</tbody>
</table>

- **Commercial Finance**
  - First Time Buyers: ●
  - Self Employed Non Professionals: ●
  - Small & Medium Entrepreneurs: ●
  - Limited banking/credit history: ●
  - Ticket Size (Rs lakh): 4-5
  - Loan to Value Ratio: 70-75%
  - Tenure (months): 40-45

- **Agri Finance**
  - First Time Buyers: ●
  - Self Employed Non Professionals: ●
  - Small & Medium Entrepreneurs: ●
  - Limited banking/credit history: ●
  - Ticket Size (Rs lakh): 3-4
  - Loan to Value Ratio: 65-70%
  - Tenure (months): 40-45

- **SME Finance**
  - First Time Buyers: ●
  - Self Employed Non Professionals: ●
  - Small & Medium Entrepreneurs: ●
  - Limited banking/credit history: ●
  - Ticket Size (Rs lakh): <20
  - Loan to Value Ratio: N/A
  - Tenure (months): 30-35

- **Mortgage Finance**
  - First Time Buyers: ●
  - Self Employed Non Professionals: ●
  - Small & Medium Entrepreneurs: ●
  - Limited banking/credit history: ●
  - Ticket Size (Rs lakh): 10-14
  - Loan to Value Ratio: LAP 35-45%
  - Tenure (months): 120-150

- **General Insurance**
  - First Time Buyers: ●
  - Self Employed Non Professionals: ●
  - Small & Medium Entrepreneurs: ●
  - Limited banking/credit history: ●
  - Ticket Size (Rs lakh):
  - Loan to Value Ratio:
  - Tenure (months):

**Numbers indicative of disbursements done during Q1 FY18**
## Business Overview: Product extensions have complemented existing product suite and strengthened Magma’s value proposition

<table>
<thead>
<tr>
<th>Synergies with Asset Finance Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Leverage existing ‘rurban’ branch network for reach, and superior service levels</td>
</tr>
<tr>
<td>- 26% of mortgage business is sourced directly including cross sell to existing Magma customers</td>
</tr>
<tr>
<td>- Leveraging common channels of ABF</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Growth Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Focus more on Home loans and increase HL share significantly</td>
</tr>
<tr>
<td>- Focus on more Direct sourcing</td>
</tr>
<tr>
<td>- Sourcing is targeted from Tier 3-6 towns based ‘rurban’ SENP customer at Rs.10-14 Lakh average ticket size</td>
</tr>
<tr>
<td>- Focus on insuring underserved ‘rurban’ customers (core Magma customer-archetype)</td>
</tr>
<tr>
<td>- Use tech-enablers to prevent revenue leakage and minimize fraudulent claims</td>
</tr>
<tr>
<td>- Leverage tech-tools to quickly and simply underwrite and issue policies</td>
</tr>
</tbody>
</table>

### Mortgage Finance

- One third of general insurance business sourced from existing Magma customers
- Profitable business that is also protecting assets financed by Magma (securing loan portfolio)
- Operating leverage through ‘rurban’ branch network and OEM/channel acquisition at minimum incremental cost
- Superior underwriting of used assets through in-house valuer

### General Insurance

- Focus more on Home loans and increase HL share significantly
- Focus on more Direct sourcing
- Sourcing is targeted from Tier 3-6 towns based ‘rurban’ SENP customer at Rs.10-14 Lakh average ticket size
- Focus on insuring underserved ‘rurban’ customers (core Magma customer-archetype)
- Use tech-enablers to prevent revenue leakage and minimize fraudulent claims
- Leverage tech-tools to quickly and simply underwrite and issue policies
Bringing Equality of Opportunity to the Economically Disenfranchised

**Competitive Strength: Widespread pan India coverage**

**Extensive Pan India Branch Network Across Rural and Semi-Urban India**

- Hub and spoke model with wide coverage led to presence in point of sales enabling sourcing from 1900 talukas and 2900 locations
- Tablet usage has led to superior sales productivity, better market coverage, improved channel and customer experience
- Focus on asset-light model: Field executives come to branch office once a week; technology solutions enable them to conduct business from channel/customer location
- Strong customer engagement through 6500+ field executives
- State of the art toll free Inbound/Outbound Customer Delivery Centre for servicing and cross sell

**Region-wise Breakup**

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>West</td>
<td>26%</td>
</tr>
<tr>
<td>North</td>
<td>35%</td>
</tr>
<tr>
<td>East</td>
<td>19%</td>
</tr>
<tr>
<td>South</td>
<td>20%</td>
</tr>
</tbody>
</table>

**Rural-Urban Breakup**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rural</td>
<td>31%</td>
</tr>
<tr>
<td>Urban</td>
<td>49%</td>
</tr>
<tr>
<td>Semi-urban</td>
<td>20%</td>
</tr>
</tbody>
</table>

Branches as on 30th June 2017
Bringing Equality of Opportunity to the Economically Disenfranchised

**OBJECTIVES**

- Better customer service
- Better and faster credit decision
- Improved productivity and cost efficiency.
- Better channel management
- Better local accountability and ownership
- More Direct Business and higher yields

**PEOPLE**

- Strong and deeper customer connect with 3300 field officers (FOS), each covering radius of <30 kms
- Branch managers (BM) are responsible for the P&L of branch
- KPIs of BMs and FOS aligned as per the branch and product grading
- KRAs of BM and FOS include direct business, fee income generation and cross sell.

**PROCESS**

- Dedicated channel relation team (CRMs) to source business.
- Simplified credit screens
- Immediate risk hind-sighting after disbursement
- L2D process simplified enabled in tablets

**CUSTOMER**

- CRMs / FOS tagged to 8000 channels for service and business
- Rigor of daily market activity implemented
- IRR grids, doc charges, payout structures & escalation matrices revised

**TECHNOLOGY**

- High level of technology adoption by field officers and supervisors, improving efficiency and productivity
- Daily Journey Plan and Visit Calendar enabled in tablets

Branch banking structure leading to superior customer connect
Competitive Advantage: Technology initiatives to strengthen business processes

### PRE-SALES & SALES
**CUSTOMER ACQUISITION PROCESS**
- Tablet equipped field executives capable of operating from any location (virtual office)
- Electronic transfer of loan application with all documents from point of sale.
- Usage of Data Analytics for customized Cross sell and Up sell offering.

**Outcome – Increased Penetration, Faster Turnaround time & Better lead conversion.**

![Tablet](image)

![Sales App Interface](image)

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### CHANNEL SERVICING & CUSTOMER ENGAGEMENT PROCESS
- Channel portal allows automatic tracking of files/process
- Call centre to provide real time support for complaints/enquiries
- Frontline Decision Support for better understanding of customer requirements

**Outcome – Improved Customer experience, Better product design Inputs**

![Channel Portal](image)

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### COLLECTIONS & RISK MANAGEMENT PROCESS
- Online submission of Field Investigation reports
- Cash collection at customer location, on spot money receipts, instant reporting of collections to central database.
- External credit databases embedded in BI/sales interfaces

**Outcome – Enhanced Customer service, Faster Credit Appraisal, Robust Cash management**

![Tablet](image)

![Bluetooth Receipt Printer](image)

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**Centralised Data Centre**

**Disaster Recovery Centre**

**BI & Data Analytics Support**

**Document Management**

**Portals for Channel Partners, Ins Agency**

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**Bringing Equality of Opportunity to the Economically Disenfranchised**
Competitive Advantage: Risk framework – Inter-woven with the business strategy

RISK MANAGEMENT FRAMEWORK

**CALIBRATE PRODUCT - CUSTOMER - GEOGRAPHY MIX**
- OEM, End-Use and Resale demand driven product classification
- Informal segment with relevant experience
- Differentiated offering in various markets considering Net Adjusted Return

**REFINE CREDIT SCREENS & PROCESSES**
- Customised screens to consider informal income streams with relevant experience
- Branch, product and dealer grading
- Asset gradation as per customer profile
- Online Process Automation at sourcing/under-writing stages for fraud mitigation
- Comprehensive Risk Management Framework

**EARLY WARNING INDICATORS (EWI)**
- Past portfolio based terminal losses as key indicator for developing Early Warning Indicators (EWI)
- Credit hind sighting of early delinquent cases to resolve them and use them as feedback mechanism in credit screens
- Branch level tracking involving local business teams

SUPPORTED BY STRONG ANALYTICS

- IN HOUSE TEAM
- CREDIT BUREAU MODELING
- COMPETITIVE ANALYSIS

Bringing Equality of Opportunity to the Economically Disenfranchised
Business Strategy: Focus on sustained profitable growth

**ROA ENHANCEMENT**
- Focus on product profitability and branch profitability
- Increase share of higher risk-adjusted yield and high RoA products (Agri /Used Assets /SME /Mortgage Finance)

**COF REDUCTION**
- Employ judicious mix of NCD / CP / bank lines / securitisation to reduce COF and limit concentration / liquidity risk
- Diversify mix of debt market investors
- Increase share of priority sector lending (PSL)

**OPEX REDUCTION**
- Enhance productivity through technology enablers, automation and process simplification
- Reduce customer acquisition cost by Increasing direct sourcing Improving cross-sell Providing superior customer service

**ASSET QUALITY IMPROVEMENT**
- Calibrate portfolio according to product-customer-geography mix
- Refine credit screen and processes to optimize portfolio performance
- Employ product wise early warning indicators and loss tracking mechanisms
- Grading of branches, products, dealers and FOS according to the portfolio quality

Bringing Equality of Opportunity to the Economically Disenfranchised
**Community Obsession: Corporate Social Responsibility**

**Health & Wellbeing**
- Free medical Consultation to approx. 55,000 truckers through health check up camps
- Contributed to Pausasingh village, Dhenkanal, Orissa become OD Free village by setting up toilets.
- M-Care: Weekly clinic in WB villages. 1500+ patients have been treated in Q1FY18

**Environment Sustainability**
- Magma Truckers Initiative for Environment Sustainability. In association with PCRA, Govt. of India undertaking.
- Training Safer Driving Skills to Truck Drivers in approx 140 location. Approx 95,000 truckers benefitted till Q1 FY18.
- Better Mileage + Fuel Conservation = Saving about 50 Lac Lt. of Diesel per year
- Reduction in CO2 Emission approx 44 Lac kg.
- E-Toilets for Sanitation at Transport Nagars to benefit to approx 50,000 Truck drivers
- Planting 5000 saplings on World Environment Day by employees

**Promotion of Education**
- M Scholar – 99 meritorious students from poor families offered Scholarships to further under-graduate education.
- Adoption of 16 Schools in Tribal areas in CG, Jharkhand in Tribal areas
- Mid-day Meal Programme: Offering mid-day meal to 5100 students in Govt. Schools in Kolkata (East), Delhi (North), Mumbai (West), Saraikela (East), Nellore (South), Faridabad (North), Jaipur (North) – through ISKCON Food Relief Foundation.

**Swayam - Corporate Volunteering**
- Every Child is Special: Providing toys and other pre school kits for the under privileged kids of Mewat area in Alwar Dist.
- Supporting Free Student Hostel for the tribal kids to have easy access to school, shelter, food, clothing and other life values

**Bringing Equality of Opportunity to the Economically Disenfranchised**
Rewards & Recognition

- Asia Pacific HRM Congress Awards 2015 in the category of Best Corporate Social Responsibility Practices for M-Scholar and Anamrita CSR initiatives.
- “CSR Leadership Award” at National Awards for Excellence in CSR & Sustainability.
- Frost & Sullivan presented the 2016 Customer Service Leadership Award in Vehicle Fleet Leasing to Magma Auto Lease in recognition of the company’s exemplary customer service.
- Magma’s FY16 Annual Report was recognized at the 2016 VISION Awards competition of LACP (League of American Communications Professionals). The competition was tough with nearly 1200 entries from two dozen countries competing for the coveted recognition. Top 50 entries have been adjudged “World Class” and Magma Fincorp report is given a ranking of 31 in Top 50.
- Platinum Award of Excellence from LACP Spotlight Awards 2016 for our Mission India communications campaign. The campaign was recognized as the most creative and was ranked 7th in the top 25 communications in 2015 worldwide.
- “CSR Project of the Year” at the NGOBOX CSR Impact Awards 2016.
- Awarded 2nd Best Project of the Year for Highway Heroes at NHRDN CSR Competition, 2016.
- BFSI Tech Maestro Awards 2016. Award for the most effective Data centric Security Implementation.
- Corporate Responsibility Award 2016 from the Investor Review, UK for our M-Scholar CSR Initiative.
- “CSR Leadership Award” at National Awards for Excellence in CSR & Sustainability.
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Business Overview, Competitive Strengths and Strategy

Financial Results – Q1 FY18

Leadership Team

Annexures
## Financial Results – Q1 FY18 (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY17</th>
<th>Q1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Loan Assets</strong></td>
<td>Rs 17,796 cr</td>
<td>Rs 15,483 cr</td>
</tr>
<tr>
<td><strong>NIM</strong></td>
<td>6.9%</td>
<td>8.3%</td>
</tr>
<tr>
<td><strong>Opex/Loan Assets</strong></td>
<td>3.5%</td>
<td>4.3%</td>
</tr>
<tr>
<td><strong>NNPA</strong></td>
<td>6.9%</td>
<td>5.7%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>Rs 48 cr</td>
<td>Rs 45 cr</td>
</tr>
<tr>
<td><strong>RoA</strong></td>
<td>1.23%</td>
<td>1.34%</td>
</tr>
</tbody>
</table>

- **Loan Assets**: Lower disbursement with focus on quality, in line with plan led to decline in loan book.
- **NIM**: Decline in cost of funds & increase in share of earning book led to margin expansion.
- **Opex/Loan Assets**: Higher opex ratio due to significant investment in management bandwidth, and also due to lower AUM.
- **NNPA**: Absolute NNPA lower compared to 4Q FY17.
- **PAT**: Accelerated provisioning to prepare for movement to 90dpd provisioning norms, led to lower PAT.
- **RoA**: Margin expansion led to improvement in ROA.
Significant changes in disbursement mix

<table>
<thead>
<tr>
<th>Disbursements</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>Q1 FY17</th>
<th>Q1 FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values in Rs crore</td>
<td>UV/Cars</td>
<td>CV</td>
<td>CE</td>
<td>Used Assets</td>
<td>Agri Finance</td>
</tr>
<tr>
<td>10,115</td>
<td>24.5%</td>
<td>10.1%</td>
<td>17.1%</td>
<td>58%</td>
<td>8.2%</td>
</tr>
<tr>
<td>7,180</td>
<td>23.5%</td>
<td>16.0%</td>
<td>19.9%</td>
<td>58%</td>
<td>14.1%</td>
</tr>
<tr>
<td>6,716</td>
<td>26.9%</td>
<td>16.8%</td>
<td>17.5%</td>
<td>58%</td>
<td>4.7%</td>
</tr>
<tr>
<td>1,757</td>
<td>28.2%</td>
<td>19.7%</td>
<td>16.2%</td>
<td>58%</td>
<td>5.5%</td>
</tr>
<tr>
<td>1,473</td>
<td>26.0%</td>
<td>16.8%</td>
<td>22.5%</td>
<td>58%</td>
<td>7.5%</td>
</tr>
</tbody>
</table>

LCV/SCV – 0.61%(Q1’17), 1.56%(Q1’18)
## Resulting in gradual shift in loan assets mix

<table>
<thead>
<tr>
<th>Year</th>
<th>UV/Cars</th>
<th>CV</th>
<th>CE</th>
<th>Used Assets</th>
<th>Agri Finance</th>
<th>SME Finance</th>
<th>Mortgage Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>25.5%</td>
<td>13.3%</td>
<td>9.8%</td>
<td>11.9%</td>
<td>18.5%</td>
<td>9.1%</td>
<td>11.2%</td>
</tr>
<tr>
<td>FY16</td>
<td>24.9%</td>
<td>17.8%</td>
<td>11.2%</td>
<td>18.8%</td>
<td>11.7%</td>
<td>9.5%</td>
<td>14.6%</td>
</tr>
<tr>
<td>FY17</td>
<td>25.3%</td>
<td>18.8%</td>
<td>18.9%</td>
<td>18.9%</td>
<td>52%</td>
<td>11.7%</td>
<td>7.1%</td>
</tr>
<tr>
<td>Q1 FY17</td>
<td>25.2%</td>
<td>18.5%</td>
<td>18.6%</td>
<td>18.6%</td>
<td>62%</td>
<td>11.9%</td>
<td>11.9%</td>
</tr>
<tr>
<td>Q1 FY18</td>
<td>25.0%</td>
<td>18.7%</td>
<td>18.6%</td>
<td>18.6%</td>
<td>38%</td>
<td>12.9%</td>
<td>12.9%</td>
</tr>
</tbody>
</table>

Values in Rs crore

- **High ROA products contribute 62% of total loan assets**
Decline in cost of funds & increase in share of earning book led to margin expansion

**NIM:** \(\frac{\text{Total Income} - \text{Interest Expenses}}{\text{Average Loan Assets}}\); Values in Rs crore
Bringing Equality of Opportunity to the Economically Disenfranchised

Total Loan Assets: Rs. 15,483 crore

- North: 37%
- Uttarakhand/Delhi: 4%
- Haryana: 7%
- Punjab/Himachal: 3%
- Rajasthan: 8%
- Uttar Pradesh: 15%
- Bihar: 5%
- Jharkhand: 2%
- East: 17%
- Odisha: 4%
- West Bengal: 6%
- Madhya Pradesh: 6%
- Gujarat: 4%
- Chattisgarh: 3%
- Tamil Nadu: 4%
- Kerala: 5%
- Karnataka: 6%
- Telangana: 5%
- Andhra: 4%
- West: 22%
- Uttarakhand/Delhi: 4%
- Maharashtra: 9%
- Madhya Pradesh: 6%
- Gujarat: 4%
- Chattisgarh: 3%
- Tamil Nadu: 4%
- Kerala: 5%
- Karnataka: 6%
- Telangana: 5%
- Andhra: 4%
- Value as on 30th June 2017; Includes Off B/S loan assets

• Diversification of loan book exposure minimizes impact of regional/local/single event risks
Bringing Equality of Opportunity to the Economically Disenfranchised

<table>
<thead>
<tr>
<th>Instrument</th>
<th>CARE Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short term Debt</td>
<td>A1+</td>
</tr>
<tr>
<td>Long term Debt</td>
<td>AA-</td>
</tr>
<tr>
<td>Tier I Instrument</td>
<td>A+</td>
</tr>
</tbody>
</table>

B/S Debt includes Preference Capital and based on MFL Consolidated financials; Values in Rs crore.

- Diversified liability sources limit concentration risk, allows stable flow of funds and stable rating, all leading to lower costs
- Rated by CARE, ICRA, CRISIL, India Ratings, SMERA & Brickwork
- Consortium of 20 public & private sector banks
- Capital market funding from wide spectrum of lenders including MFs, Insurance companies, Pension / Provident funds and Corporates among others
- Other unsecured debt includes Perpetual debt, Sub debt and Preference capital
- The above chart is based on average utilization of Funds basis
## NPA Recognition

<table>
<thead>
<tr>
<th>Asset Quality</th>
<th>Q1 FY18</th>
<th>Q4 FY17*</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>FY17*</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gross NPA</td>
<td>1,087</td>
<td>1,080</td>
<td>1,550</td>
<td>-29.9%</td>
<td>0.7%</td>
<td>1,080</td>
</tr>
<tr>
<td>Net NPA</td>
<td>866</td>
<td>889</td>
<td>1,207</td>
<td>-28.3%</td>
<td>-2.6%</td>
<td>889</td>
</tr>
<tr>
<td>Gross NPA (%)</td>
<td>7.0%</td>
<td>6.7%</td>
<td>8.7%</td>
<td>-1.7%</td>
<td>0.3%</td>
<td>6.7%</td>
</tr>
<tr>
<td>Net NPA (%)</td>
<td>5.7%</td>
<td>5.6%</td>
<td>6.9%</td>
<td>-1.2%</td>
<td>0.1%</td>
<td>5.6%</td>
</tr>
<tr>
<td>Coverage ratio (%)</td>
<td>20.3%</td>
<td>17.7%</td>
<td>22.1%</td>
<td>-1.8%</td>
<td>2.6%</td>
<td>17.7%</td>
</tr>
</tbody>
</table>

- Magma recognises NPA on 120 dpd basis and is compliant with RBI guidelines
- % are on the basis of total Loan book

* Sold gross NPAs worth Rs 678 cr in Q4 FY17
* Based on MFL Consolidated financials
# P&L Statement (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>Q4 FY17*</th>
<th>Q1 FY17</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY17*</td>
<td>FY16</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income from Ops.</td>
<td></td>
<td></td>
<td>549.0</td>
<td>559.9</td>
</tr>
<tr>
<td>Interest Expenses</td>
<td></td>
<td></td>
<td>240.2</td>
<td>256.9</td>
</tr>
<tr>
<td>Net Operating Income</td>
<td></td>
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<tr>
<td>Other Income</td>
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<td>Net Total Income</td>
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<td>317.0</td>
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<tr>
<td>Operating Expenses</td>
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</tr>
<tr>
<td>:Personnel Expenses</td>
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<td>66.4</td>
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<tr>
<td>:Other Expenses</td>
<td></td>
<td></td>
<td>67.2</td>
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<tr>
<td>:Depreciation</td>
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<td></td>
<td>12.9</td>
<td>12.3</td>
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<tr>
<td>Pre Prov Profit</td>
<td>159.4</td>
<td>167.7</td>
<td>153.1</td>
<td>4%</td>
</tr>
<tr>
<td>Prov./Write Offs</td>
<td>91.4</td>
<td>107.8</td>
<td>87.8</td>
<td>4%</td>
</tr>
<tr>
<td>Loss on sale of NPA</td>
<td>-</td>
<td>211.5</td>
<td>-</td>
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<td>Profit Before Tax</td>
<td>67.9</td>
<td>-151.5</td>
<td>65.4</td>
<td>4%</td>
</tr>
<tr>
<td>Taxes</td>
<td>22.9</td>
<td>-29.6</td>
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<td>Profit After Tax</td>
<td>45.1</td>
<td>-121.9</td>
<td>47.6</td>
<td>-5%</td>
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</table>

*Negative impact on PAT in Q4 FY17 and FY17 on account of NPA sale is Rs. 145 cr.

Values in Rs crore
## Balance Sheet (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>Q4 FY17</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>FY17</th>
<th>FY16</th>
</tr>
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<tbody>
<tr>
<td></td>
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<td>Y-o-Y</td>
<td>Q-o-Q</td>
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<tr>
<td><strong>LIABILITIES</strong></td>
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<tr>
<td>Net Worth</td>
<td>13,248</td>
<td>13,595</td>
<td>15,451</td>
<td>-14%</td>
<td>-3%</td>
<td>13,595</td>
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<tr>
<td>Share Capital</td>
<td>2,218</td>
<td>2,172</td>
<td>2,199</td>
<td>1%</td>
<td>2%</td>
<td>2,172</td>
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<td>Reserves and Surplus</td>
<td>47</td>
<td>47</td>
<td>47</td>
<td>0%</td>
<td>0%</td>
<td>47</td>
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<tr>
<td>Minority Interest</td>
<td>2,170</td>
<td>2,125</td>
<td>2,151</td>
<td>1%</td>
<td>2%</td>
<td>2,125</td>
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<tr>
<td>Preference Capital</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-20%</td>
<td>0%</td>
<td>-</td>
</tr>
<tr>
<td><strong>Borrowings</strong></td>
<td>9,604</td>
<td>10,096</td>
<td>11,737</td>
<td>-18%</td>
<td>-5%</td>
<td>10,096</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>1,392</td>
<td>1,293</td>
<td>1,472</td>
<td>-5%</td>
<td>8%</td>
<td>1,293</td>
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<td><strong>ASSETS</strong></td>
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</tr>
<tr>
<td>Loan Assets</td>
<td>13,248</td>
<td>13,595</td>
<td>15,451</td>
<td>-14%</td>
<td>-3%</td>
<td>13,595</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>11,426</td>
<td>11,968</td>
<td>13,723</td>
<td>-17%</td>
<td>-5%</td>
<td>11,968</td>
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<tr>
<td>Other Assets</td>
<td>218</td>
<td>218</td>
<td>230</td>
<td>-5%</td>
<td>0%</td>
<td>218</td>
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<tr>
<td>Cash &amp; Bank Balance</td>
<td>1,025</td>
<td>961</td>
<td>789</td>
<td>30%</td>
<td>7%</td>
<td>961</td>
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<tr>
<td><strong>TOTAL LOAN ASSETS</strong></td>
<td>15,483</td>
<td>16,101</td>
<td>17,796</td>
<td>-13%</td>
<td>-4%</td>
<td>16,101</td>
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</table>

Values in Rs crore
## Key Ratios (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>Q4 FY17*</th>
<th>Q1 FY17</th>
<th>Change (in Bps)</th>
<th>FY17*</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Y-o-Y</td>
<td>Q-o-Q</td>
<td></td>
</tr>
<tr>
<td><strong>Total Income/Assets</strong></td>
<td>16.9%</td>
<td>16.2%</td>
<td>15.9%</td>
<td>104</td>
<td>71</td>
<td>16.5%</td>
</tr>
<tr>
<td><strong>Interest Exp/Assets</strong></td>
<td>7.2%</td>
<td>7.3%</td>
<td>7.9%</td>
<td>-75</td>
<td>-10</td>
<td>7.7%</td>
</tr>
<tr>
<td><strong>Gross Spreads</strong></td>
<td>9.8%</td>
<td>9.0%</td>
<td>8.0%</td>
<td>179</td>
<td>81</td>
<td>8.8%</td>
</tr>
<tr>
<td><strong>Prov &amp; WO/Assets</strong></td>
<td>2.7%</td>
<td>9.0%</td>
<td>2.3%</td>
<td>46</td>
<td>NM</td>
<td>4.2%</td>
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<tr>
<td><strong>Opex/Assets</strong></td>
<td>5.0%</td>
<td>4.2%</td>
<td>4.0%</td>
<td>99</td>
<td>81</td>
<td>4.3%</td>
</tr>
<tr>
<td><strong>PBT/Assets</strong></td>
<td>2.0%</td>
<td>-4.3%</td>
<td>1.7%</td>
<td>34</td>
<td>NM</td>
<td>0.3%</td>
</tr>
<tr>
<td><strong>RoA</strong></td>
<td>1.3%</td>
<td>-3.4%</td>
<td>1.2%</td>
<td>11</td>
<td>NM</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>RoE</strong></td>
<td>8.5%</td>
<td>-21.0%</td>
<td>8.9%</td>
<td>-41</td>
<td>NM</td>
<td>1.0%</td>
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</table>

**CRAR**

<p>| | | | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1</td>
<td>16.2%</td>
<td>15.4%</td>
<td>15.4%</td>
<td>77</td>
<td>78</td>
<td>15.4%</td>
</tr>
<tr>
<td>Total</td>
<td>21.2%</td>
<td>20.4%</td>
<td>20.0%</td>
<td>113</td>
<td>80</td>
<td>20.4%</td>
</tr>
</tbody>
</table>

*Prov & WO / Assets is higher in Q4FY17 and FY17 as it includes Loss on account of NPA sale.

CRAR based on MFL (Standalone) financials. Assets is average of opening and closing balance of On B/S Assets of MFL (Consolidated)
Bringing Equality of Opportunity to the Economically Disenfranchised

Magma’s Core Values

- Integrity and Credibility
- Trust and Respect for People
- Fairness and Impartiality
- Openness and Transparency
- Demanding Excellence

Strong Corporate Governance
# Board of Directors

## Promoter Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Role and Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mayank Poddar</td>
<td>Chairman Emeritus &amp; Wholetime Director. Supports policy formulation and guidance to Management/Board. Over 30 years of experience in the financial sector.</td>
</tr>
<tr>
<td>Sanjay Chamria</td>
<td>VC and MD. Anchors strategic policy formulation and execution. Drives new business initiatives and leads management team.</td>
</tr>
</tbody>
</table>

## Non Promoter Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Role and Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nabankur Gupta</td>
<td>Founder - Nobby Brand Architects &amp; Strategic Marketing Consultants. Pioneer of sub branding and multi branding in India. Also served as Group President in Raymond.</td>
</tr>
<tr>
<td>Sanjay Nayar – Narayan</td>
<td>Non Executive Director (Nominee of KKR). CEO and Country Head of KKR, India. Ex CEO of Citi India &amp; South Asia operations.</td>
</tr>
<tr>
<td>Satya Brata Ganguly</td>
<td>Chairman Emeritus of Exide Industries. Serves on the Boards of various reputed Indian corporate and public bodies as an Independent Director.</td>
</tr>
<tr>
<td>VK Viswanathan</td>
<td>Chairman of Bosch Ltd. Previously he served as Managing Director of Bosch Ltd. He currently serves on board of various reputed Indian corporates as an Independent Director.</td>
</tr>
</tbody>
</table>
Management Team

Sanjay Chamria
VC and MD
32 years

Financing business

Kaushik Banerjee
CEO & President, ABF
25 years, President-Cholamandalam Finance

Manish Jaiswal
MD & CEO - HFC, CEO - SME
25 years, Business Head- SME Rating, CRISIL

Mahender Bagrodia
Chief of Receivables Mgmt
24 years Tijaya Enterprises Ltd

General Insurance business
(Magma HDI)

Rajive Kumaraswami
CEO-MHDI
21 years, SCOR Indian Liaison Office

Vikas Mittal
Deputy CEO - MHDI
24 years, MD&CEO-Enam Securities

Support functions

Kailash Baheti
Chief Financial Officer
31 years, CEO-Century Extrusions

Debraj Sinha
Chief People Officer
18 years, Chief HR Officer
Max Bupa Health Insurance

Raj Kumar Kapoor
Chief Audit Officer
30 years, Chief Internal Auditor
– Jubilant Organosys

Chirag Jain
Chief Operating Officer
22 years, COO
– HSBC Canara OBC Life insurance

Jashobrata Bose
Senior Vice President – Corporate Initiatives
17 years, Director - Sanofi

Name, Current responsibility, Experience in years, Previous organisation

• Senior management with extensive experience both within Magma and in the industry
Holding Structure, Shareholding Pattern and Top Shareholders

Magma Fincorp (Consolidated)
- Net Worth: Rs 2,172 cr
- PAT: Rs 12.7 cr

Magma Fincorp (Standalone)
- Net Worth: Rs 2,038 cr
- PAT: Rs 6.1 cr

Magma ITL JV (tractor biz)
- Net Worth: Rs 132 cr
- PAT: Rs (29.7) cr

Magma HDI JV (general Insurance biz)
- Net Worth: Rs 226 cr
- PAT: Rs 6.3 cr

Magma Housing Finance
- Net Worth: Rs 275 cr
- PAT: Rs 33.7 cr

Shareholding of Magma Fincorp (30 June 2017)
- Promoter, 27.75%
- Overseas Bodies 31.98%
- Public 16.94%
- FII, 16.46%
- Domestic Investors 6.87%

Top Non Promoter Shareholders
- KKR
- TRUE NORTH
- INTERNATIONAL FINANCE CORPORATION
- CHYRS CAPITAL
- LEAPFROG INVESTMENTS

Values based on MFL Consolidated financials for FY17

Bringing Equality of Opportunity to the Economically Disenfranchised
Forward Looking Statements

Certain statements in this document with words or phrases such as “will”, “should”, etc..., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company’s filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.
## Profit & Loss Statement (Standalone)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>Q4 FY17*</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>FY17*</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Y-o-Y</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income from Ops.</td>
<td>470.0</td>
<td>471.8</td>
<td>508.5</td>
<td>-8%</td>
<td>1,973.0</td>
<td>2,109.6</td>
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<tr>
<td>Interest Expenses</td>
<td>203.1</td>
<td>215.1</td>
<td>256.5</td>
<td>-21%</td>
<td>937.9</td>
<td>998.1</td>
</tr>
<tr>
<td><strong>Net Operating Income</strong></td>
<td><strong>266.9</strong></td>
<td><strong>256.7</strong></td>
<td><strong>252.0</strong></td>
<td>6%</td>
<td>4%</td>
<td><strong>1,035.1</strong></td>
</tr>
<tr>
<td>Other Income</td>
<td>18.7</td>
<td>13.3</td>
<td>10.1</td>
<td>84%</td>
<td>49.1</td>
<td>29.5</td>
</tr>
<tr>
<td><strong>Net Total Income</strong></td>
<td><strong>285.6</strong></td>
<td><strong>270.0</strong></td>
<td><strong>262.1</strong></td>
<td>9%</td>
<td>6%</td>
<td><strong>1,084.2</strong></td>
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<tr>
<td>Operating Expenses</td>
<td>149.6</td>
<td>133.3</td>
<td>130.3</td>
<td>15%</td>
<td>531.1</td>
<td>537.7</td>
</tr>
<tr>
<td>:Personnel Expenses</td>
<td>75.4</td>
<td>57.4</td>
<td>57.9</td>
<td>30%</td>
<td>230.2</td>
<td>246.6</td>
</tr>
<tr>
<td>:Other Expenses</td>
<td>61.4</td>
<td>63.6</td>
<td>61.7</td>
<td>0%</td>
<td>252.6</td>
<td>251.8</td>
</tr>
<tr>
<td>:Depreciation</td>
<td>12.8</td>
<td>12.2</td>
<td>10.8</td>
<td>19%</td>
<td>48.3</td>
<td>39.3</td>
</tr>
<tr>
<td><strong>Pre Prov Profit</strong></td>
<td><strong>135.9</strong></td>
<td><strong>136.7</strong></td>
<td><strong>131.8</strong></td>
<td>3%</td>
<td>-1%</td>
<td><strong>553.0</strong></td>
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<tr>
<td>Prov./Write Offs</td>
<td>77.4</td>
<td>93.7</td>
<td>76.6</td>
<td>1%</td>
<td>-17%</td>
<td>349.2</td>
</tr>
<tr>
<td>Loss on sale of NPA</td>
<td>-</td>
<td>193.1</td>
<td>-</td>
<td>NM</td>
<td>NM</td>
<td>193.1</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td><strong>58.6</strong></td>
<td><strong>-150.1</strong></td>
<td><strong>55.2</strong></td>
<td>6%</td>
<td>NM</td>
<td><strong>10.7</strong></td>
</tr>
<tr>
<td>Taxes</td>
<td>19.5</td>
<td>-47.6</td>
<td>15.1</td>
<td>29%</td>
<td>NM</td>
<td>4.6</td>
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<tr>
<td><strong>Profit After Tax</strong></td>
<td><strong>39.1</strong></td>
<td><strong>-102.5</strong></td>
<td><strong>40.1</strong></td>
<td>-3%</td>
<td>NM</td>
<td><strong>6.1</strong></td>
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</tbody>
</table>

*Negative impact on PAT in Q4 FY17 and FY17 on account of NPA sale is Rs. 126 cr.

Values in Rs crore
## Balance Sheet (Standalone)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>Q4 FY17</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>FY17</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Worth</td>
<td>2,077</td>
<td>2,038</td>
<td>2,072</td>
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<td>2%</td>
<td>2,038</td>
</tr>
<tr>
<td>Share Capital</td>
<td>47</td>
<td>47</td>
<td>47</td>
<td>0%</td>
<td>0%</td>
<td>47</td>
</tr>
<tr>
<td>Reserves and Surplus</td>
<td>2,030</td>
<td>1,991</td>
<td>2,025</td>
<td>0%</td>
<td>2%</td>
<td>1,991</td>
</tr>
<tr>
<td>Preference Capital</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0%</td>
<td>0%</td>
<td>-</td>
</tr>
<tr>
<td>Borrowings</td>
<td>8,163</td>
<td>8,512</td>
<td>9,748</td>
<td>-16%</td>
<td>-4%</td>
<td>8,512</td>
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<td>Other Liabilities</td>
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<td>842</td>
<td>1,004</td>
<td>-9%</td>
<td>8%</td>
<td>842</td>
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<td><strong>ASSETS</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Loan Assets</td>
<td>9,469</td>
<td>9,894</td>
<td>11,295</td>
<td>-16%</td>
<td>-4%</td>
<td>9,894</td>
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<tr>
<td>Fixed Assets</td>
<td>149</td>
<td>149</td>
<td>164</td>
<td>-9%</td>
<td>0%</td>
<td>149</td>
</tr>
<tr>
<td>Other Assets</td>
<td>1,035</td>
<td>991</td>
<td>718</td>
<td>44%</td>
<td>4%</td>
<td>991</td>
</tr>
<tr>
<td>Cash &amp; Bank Balance</td>
<td>498</td>
<td>359</td>
<td>646</td>
<td>-23%</td>
<td>39%</td>
<td>359</td>
</tr>
<tr>
<td><strong>TOTAL LOAN ASSETS</strong></td>
<td>13,046</td>
<td>13,514</td>
<td>14,942</td>
<td>-13%</td>
<td>-3%</td>
<td>13,514</td>
</tr>
</tbody>
</table>

All values in Rs crore
## Profit & Loss Statement: Magma Housing Finance Ltd. (MHFL)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>*Q4 FY17</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>*FY17</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Y-o-Y</td>
<td>Q-o-Q</td>
<td></td>
</tr>
<tr>
<td>Total Income</td>
<td>55.8</td>
<td>58.3</td>
<td>64.2</td>
<td>-13%</td>
<td>-4%</td>
<td>251.0</td>
</tr>
<tr>
<td>Interest Expenses</td>
<td>29.3</td>
<td>32.6</td>
<td>37.6</td>
<td>-22%</td>
<td>-10%</td>
<td>142.8</td>
</tr>
<tr>
<td>Net Income</td>
<td>26.4</td>
<td>25.7</td>
<td>26.6</td>
<td>-1%</td>
<td>3%</td>
<td>108.2</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>14.3</td>
<td>10.8</td>
<td>14.0</td>
<td>2%</td>
<td>33%</td>
<td>48.6</td>
</tr>
<tr>
<td>Pre Prov Profit</td>
<td>12.2</td>
<td>15.0</td>
<td>12.5</td>
<td>-3%</td>
<td>-19%</td>
<td>59.7</td>
</tr>
<tr>
<td>Prov./Write Offs</td>
<td>2.8</td>
<td>1.1</td>
<td>3.2</td>
<td>-13%</td>
<td>NM</td>
<td>9.6</td>
</tr>
<tr>
<td>Loss on sale of NPA</td>
<td>-</td>
<td>-1.8</td>
<td>-</td>
<td>NM</td>
<td>NM</td>
<td>-1.8</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>9.4</td>
<td>15.7</td>
<td>9.4</td>
<td>1%</td>
<td>-40%</td>
<td>52.0</td>
</tr>
<tr>
<td>Taxes</td>
<td>3.3</td>
<td>5.4</td>
<td>3.2</td>
<td>2%</td>
<td>-39%</td>
<td>18.2</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>6.1</td>
<td>10.2</td>
<td>6.1</td>
<td>0%</td>
<td>-40%</td>
<td>33.7</td>
</tr>
</tbody>
</table>

*Positive impact on PAT in Q4FY17 and FY17 on account of NPA sale is Rs. 1.8 cr.*

All values in Rs crore
## Profit & Loss Statement: Magma HDI General Insurance Company (MHDJ)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>Q4 FY17</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>FY17</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Gross Written Premium</strong></td>
<td>118.7</td>
<td>132.2</td>
<td>93.7</td>
<td>27%</td>
<td>-10%</td>
<td>422.9</td>
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<tr>
<td><strong>Net Earned Premium</strong></td>
<td>82.0</td>
<td>79.2</td>
<td>80.7</td>
<td>2%</td>
<td>4%</td>
<td>327.1</td>
</tr>
<tr>
<td>(-) Claims Incurred</td>
<td>66.6</td>
<td>65.2</td>
<td>67.8</td>
<td>-2%</td>
<td>2%</td>
<td>258.8</td>
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<tr>
<td>(-) Premium Deficiency Reserve</td>
<td>-0.0</td>
<td>-0.6</td>
<td>-0.4</td>
<td>NM</td>
<td>NM</td>
<td>-1.3</td>
</tr>
<tr>
<td>(-) Net Commission</td>
<td>-3.2</td>
<td>-4.1</td>
<td>2.7</td>
<td>NM</td>
<td>NM</td>
<td>3.8</td>
</tr>
<tr>
<td>(-) Management Expenses</td>
<td>39.3</td>
<td>42.6</td>
<td>33.2</td>
<td>18%</td>
<td>-8%</td>
<td>143.4</td>
</tr>
<tr>
<td><strong>Underwriting Profit</strong></td>
<td>-20.6</td>
<td>-23.9</td>
<td>-22.7</td>
<td>-10%</td>
<td>-14%</td>
<td>-77.5</td>
</tr>
<tr>
<td>(+) Investment Income</td>
<td>21.2</td>
<td>25.5</td>
<td>19.5</td>
<td>9%</td>
<td>-17%</td>
<td>84.7</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>0.6</td>
<td>1.5</td>
<td>-3.2</td>
<td>NM</td>
<td>-60%</td>
<td>7.2</td>
</tr>
<tr>
<td>(-) Taxes</td>
<td>0.1</td>
<td>-0.2</td>
<td>-</td>
<td>NM</td>
<td>NM</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td>0.5</td>
<td>1.7</td>
<td>-3.2</td>
<td>NM</td>
<td>-71%</td>
<td>6.3</td>
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</tbody>
</table>

All values in Rs crore
## Profit & Loss Statement: Magma ITL (MITL)

<table>
<thead>
<tr>
<th></th>
<th>Q1 FY18</th>
<th>*Q4 FY17</th>
<th>Q1 FY17</th>
<th>% Change</th>
<th>*FY17</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Y-o-Y</td>
<td>Q-o-Q</td>
<td></td>
</tr>
<tr>
<td>Income from Ops.</td>
<td>27.5</td>
<td>34.7</td>
<td>34.5</td>
<td>-20%</td>
<td>-21%</td>
<td>131.8</td>
</tr>
<tr>
<td>Interest Expenses</td>
<td>12.4</td>
<td>14.8</td>
<td>15.0</td>
<td>-18%</td>
<td>-17%</td>
<td>61.0</td>
</tr>
<tr>
<td><strong>Net Operating Income</strong></td>
<td><strong>15.1</strong></td>
<td><strong>19.9</strong></td>
<td><strong>19.5</strong></td>
<td>-22%</td>
<td>-24%</td>
<td>70.8</td>
</tr>
<tr>
<td>Other Income</td>
<td>0.6</td>
<td>0.2</td>
<td>2.1</td>
<td>-73%</td>
<td>236%</td>
<td>6.1</td>
</tr>
<tr>
<td><strong>Net Total Income</strong></td>
<td><strong>15.7</strong></td>
<td><strong>20.0</strong></td>
<td><strong>21.6</strong></td>
<td>-27%</td>
<td>-22%</td>
<td>76.8</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>4.7</td>
<td>4.6</td>
<td>11.4</td>
<td>-59%</td>
<td>1%</td>
<td>38.9</td>
</tr>
<tr>
<td><strong>Pre Prov Profit</strong></td>
<td><strong>11.0</strong></td>
<td><strong>15.4</strong></td>
<td><strong>10.2</strong></td>
<td>8%</td>
<td>-29%</td>
<td>38.0</td>
</tr>
<tr>
<td>Prov./Write Offs</td>
<td>11.3</td>
<td>13.0</td>
<td>8.0</td>
<td>41%</td>
<td>-13%</td>
<td>36.6</td>
</tr>
<tr>
<td>Loss on sale of NPA</td>
<td></td>
<td></td>
<td>20.2</td>
<td>NM</td>
<td>NM</td>
<td>20.2</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td><strong>-0.3</strong></td>
<td><strong>-17.7</strong></td>
<td><strong>2.2</strong></td>
<td>NM</td>
<td>NM</td>
<td><strong>-18.8</strong></td>
</tr>
<tr>
<td>Taxes</td>
<td>-</td>
<td>12.6</td>
<td>-0.5</td>
<td>NM</td>
<td>NM</td>
<td>10.8</td>
</tr>
<tr>
<td><strong>Profit After Tax</strong></td>
<td><strong>-0.3</strong></td>
<td><strong>-30.4</strong></td>
<td><strong>2.7</strong></td>
<td>NM</td>
<td>NM</td>
<td><strong>-29.7</strong></td>
</tr>
</tbody>
</table>

* Negative impact on PAT in Q4FY17 and FY17 on account of NPA sale is Rs. 20 cr.

All values in Rs crore