



Unaudited Financial Results : Q1 FY 2018-19
July 23, 2018

Safe Harbour Statement

This document contains certain forward-looking statements based on current expectations of Indiabulls Ventures Ltd.'s (CIN: L74999DL1995PLC069631) management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Indiabulls Ventures Ltd.; the general state of the Indian economy; and the management's ability to implement the company's strategy. Indiabulls Ventures Ltd. doesn't undertake any obligation to update these forward-looking statements.

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Business Update: Indiabulls Ventures Limited

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Year-on-Year (YoY) Comparison (as per previous GAAP) : Q1 FY18-19 vs Q1 FY17-18

	Q1 FY18-19	Q1 FY17-18	Y-o-Y Growth (%)
Revenue (₹ Mn)	3,895.1	1,722.2	126.2%
PBT (₹ Mn)	1,477.6	640.3	130.8%
PAT (₹ Mn)	1,071.9	502.8	113.2%

Total Loan Assets of IVL Finance as of 30th June 2018 is ₹ 64,822.4 Mn

Business Update: Indiabulls Ventures Limited



Year-on-Year (YoY) Comparison (as per IND AS) : Q1 FY18-19 vs Q1 FY17-18

	Q1 FY18-19	Q1 FY17-18	Y-o-Y Growth (%)
Revenue (₹ Mn)	3,518.9	1,619.9	117.2%
PBT (₹ Mn)	1,216.0	559.6	117.3%
PAT (₹ Mn)	877.3	449.9	95.0%

Total Loan Assets of IVL Finance as of 30th June 2018 is ₹ 64,822.4 Mn

The Company has adopted Indian Accounting Standards (Ind AS) with effect from April 1, 2018, with previous year figures being restated from previous GAAP to IND AS to make them comparable.

Reconciliation of consolidated profit with previous GAAP : Indiabulls Ventures Limited

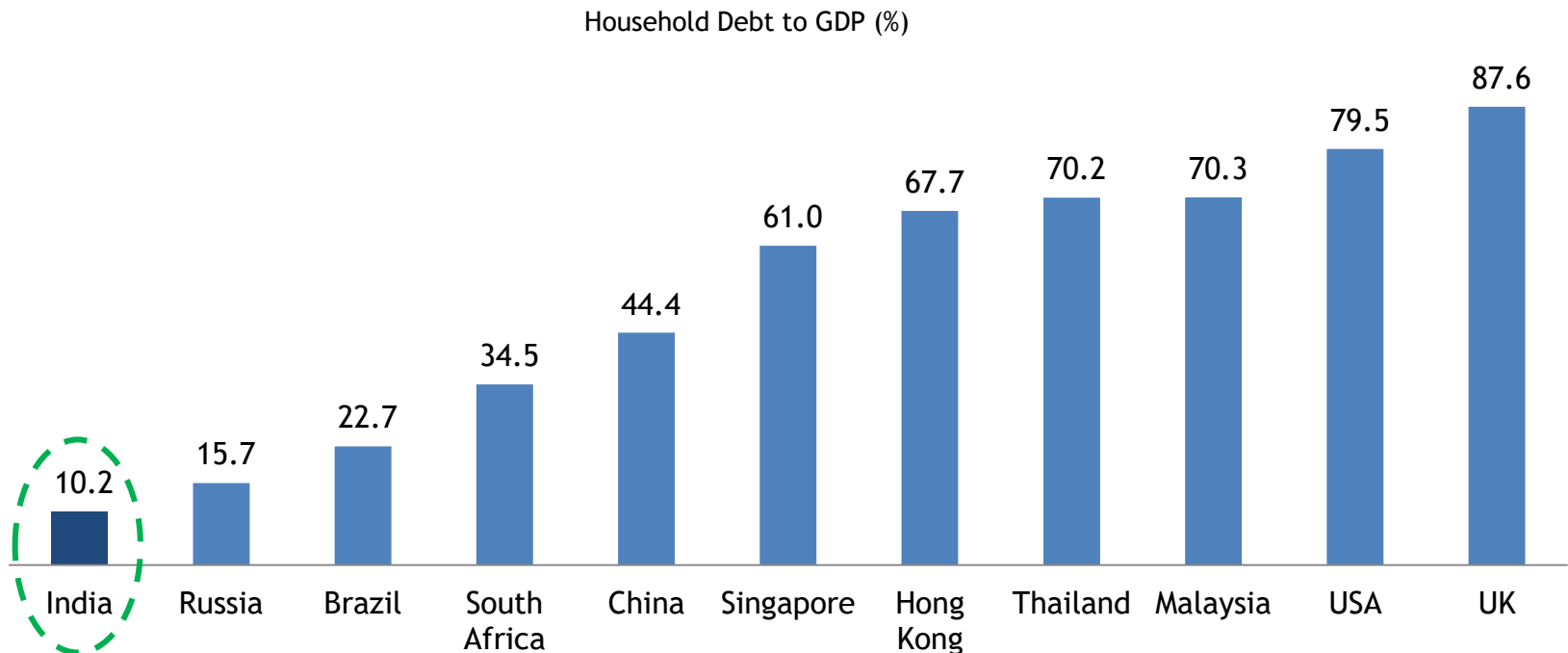
Figures in ₹ Mn

Particulars	Q1 FY19	Q1 FY 18
Profit before tax as per previous GAAP	1,477.6	640.3
<u>IND AS adjustments increasing/(decreasing) profit:</u>		
Adoption of Effective Interest Rate method for financial assets recognized at amortised cost	(69.1)	(64.7)
Adoption of Effective Interest Rate method for financial liabilities recognized at amortised cost	1.3	-
Expected Credit Loss	(39.6)	(10.6)
Fair value of stock options as per IND AS 102	(149.4)	(3.7)
Others	(4.8)	(1.7)
Net profit before tax as per IND AS	1,216.0	559.6

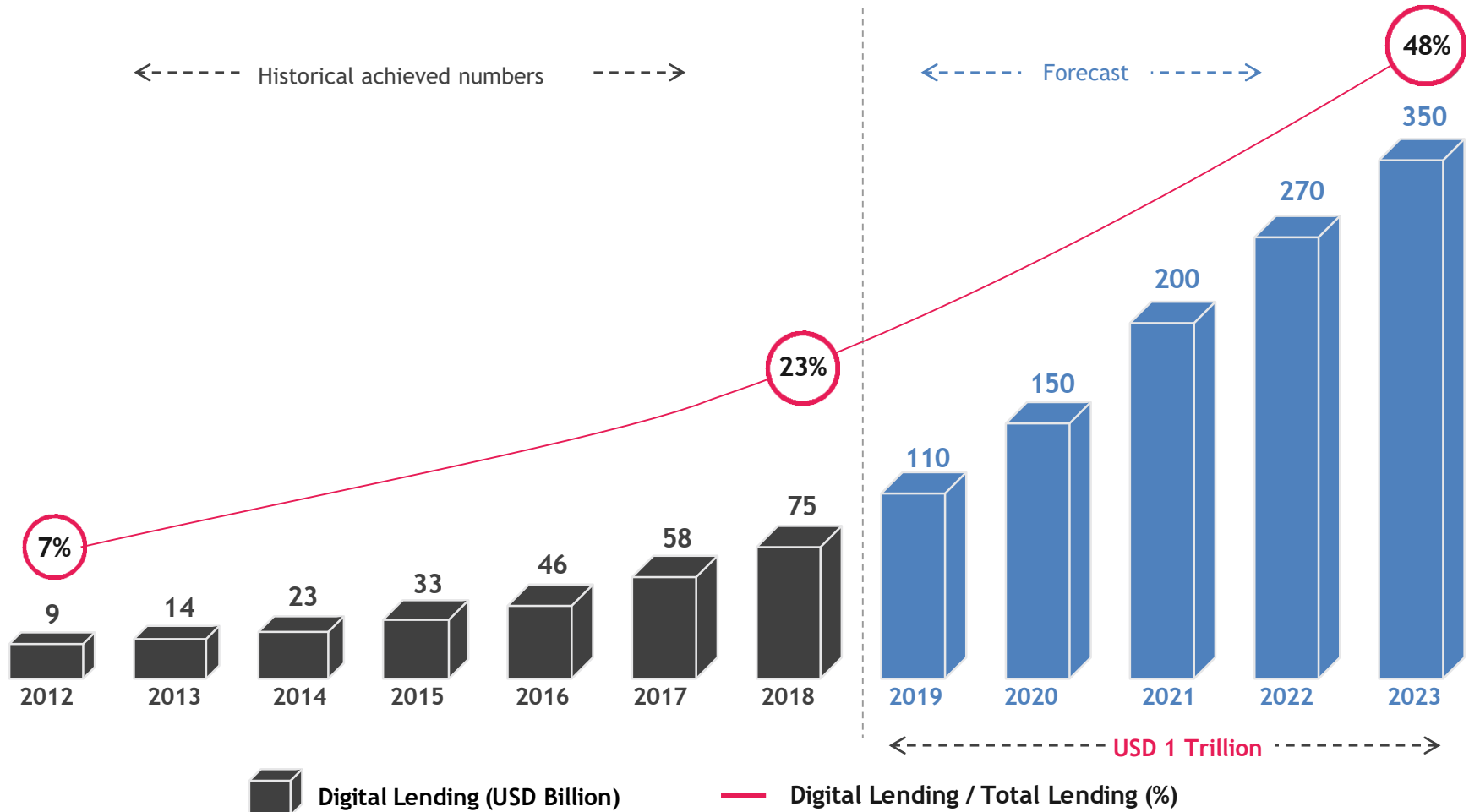
Market Landscape

Huge Market Opportunity

India's Household Debt to GDP stood at 10.2%^ - the lowest among all the G20 nations and less than 1/4th of China's 44.4%



USD 1 Tn of Digital Lending in India in next 5 years



India vs China

Figures in USD

	India	China	China/India Gap
GDP ¹	2.85 Tn	14.09 Tn	5x
Personal Loans ²	49 Bn	2.2 Tn	45x
SME Loans ³	30 Bn	5 Tn	167x

Source:

1. www.IMF.org

2. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company; Household debt report, Fed (Feb 2018); Forbes article - China household debt (Feb 2018)

3. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company ; China MSME finance report (2017)

Huge Headroom for Growth in the Indian Market

Current Population ¹	→	1.32 Bn
Total Aadhaar issued in India ²	→	1.21 Bn
Aadhaar Enrolment %	→	92%
Credit Bureau Population ³	→	250 Mn
Total Working Class ¹	→	646 Mn
Population under the age of 30 years ¹	→	732 Mn

Source:

1. <https://www.livepopulation.com/country/india.html>

2. https://uidai.gov.in/aadhaar_dashboard/index.php

3. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company

Indian Personal Loans Market

- ▲ Working Population in India is **646 Mn**
- ▲ Current Personal Loans penetration in the working population of India is **4.5%**
- ▲ With a CAGR of 27%¹, the personal loan market by number of individuals is expected to rise **10x** in the next 10 years

Game Changer Initiative :

Effective January 2015, RBI makes it mandatory for all lenders to upload their data with all Credit Bureaus on monthly basis

Indian SME/BIL Lending Market

- ▲ Indian MSME sector is a network of **51 Mn** enterprises contributing to **USD 1 Tn** i.e. 37.5% of the country's GDP

Game Changer Initiative :

As per the Goods & Service Act 2017, all SMEs with a turnover over USD 30,000 to mandatorily file their GST returns. This is expected to be a catalyst for growth of the SME lending market.

Source : MSME Pulse March 2018, Transunion

SME: Small and Medium Enterprises

BIL: Business Installment Loans

MSME: Micro, Small and Medium Enterprises

Lending Business



IVL Finance Performance

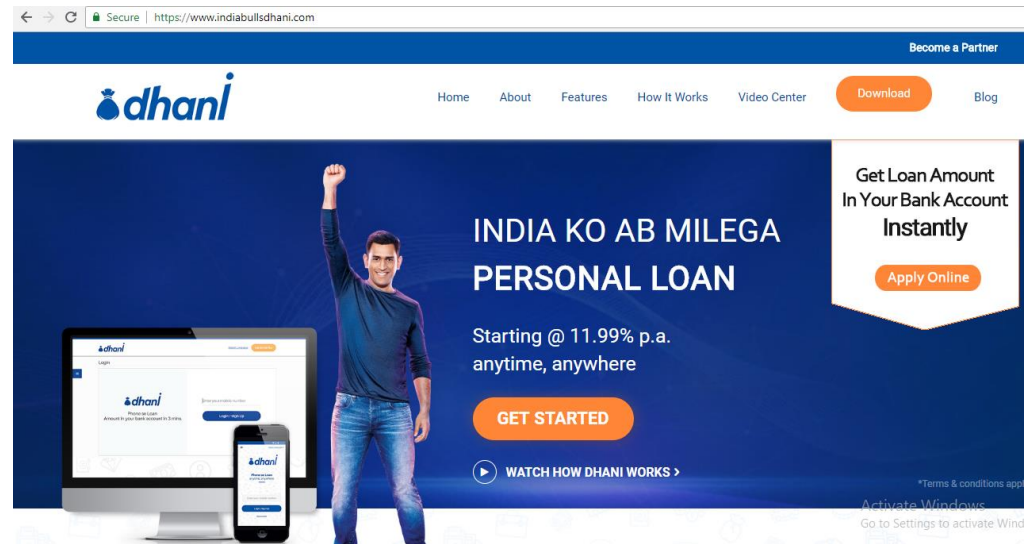


- ▲ **7.6 Mn** downloads since its launch on 15th November'17 till 30th June'18
- ▲ Over **3 Mn** customers validated for credit on 'Dhani Credit Engine' after eKYC Aadhaar authentication
- ▲ **4.2%** - Disbursal percentage on total customers validated for credit

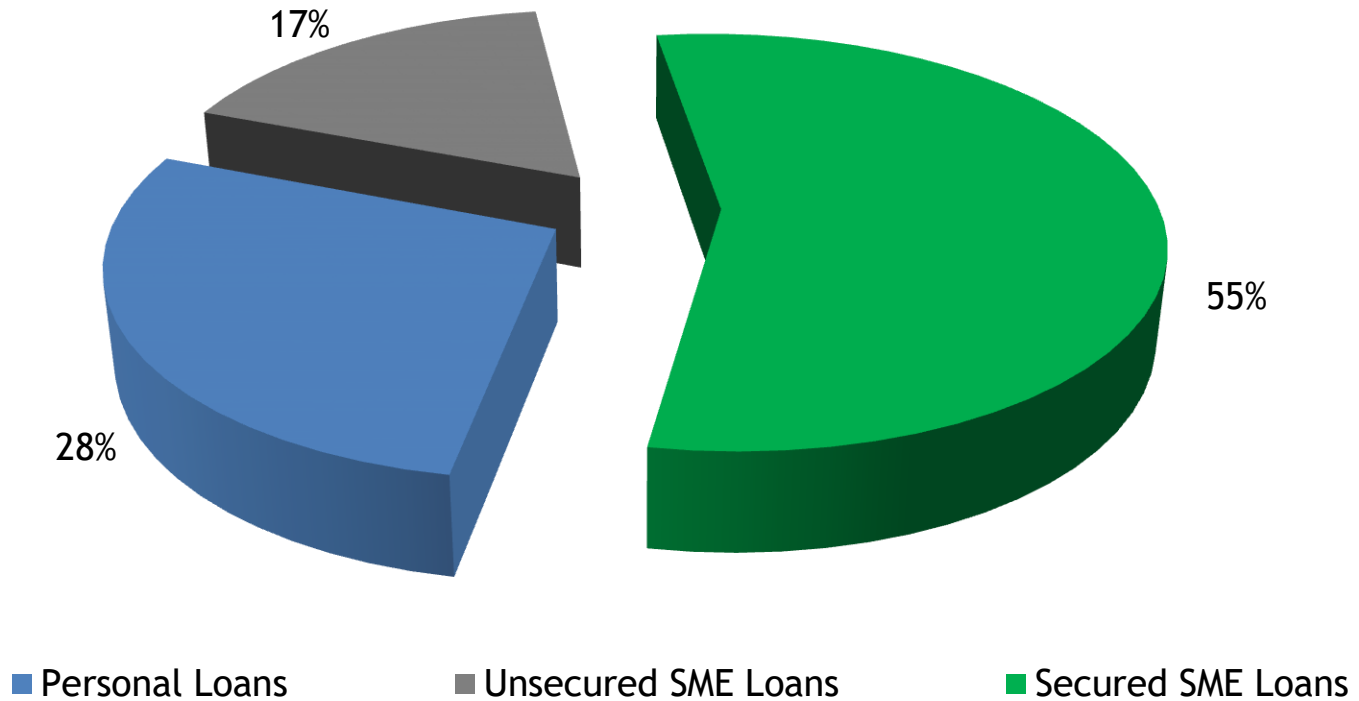
Multiple App and Web based Products/Sourcing Channels



5 Web based platform



Loan Assets Composition



Total Loan Assets : ₹ 64,822.4 Mn as of June 30, 2018

Secured Loan Assets : ₹ 35,851.6 Mn as of June 30, 2018

Unsecured Loan Assets : ₹ 28,970.8 Mn as of June 30, 2018

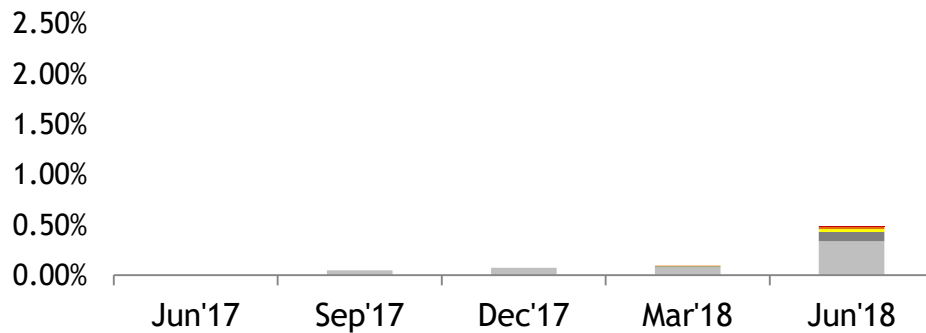
Key Product Stats

Product lines	Loan Assets as of 30 th June, 2018 (₹ Mn)	Q1 Disbursements (₹ Mn)	IRR	Average Range (₹ Mn)	Average Tenure (in months)
Personal Loans	17,885	6,190	17.77%	0.08 - 0.35	20
Unsecured SME Loans	11,085	3,600	20.28%	2.0 - 2.5	18
Secured SME Loans	35,852	19,212	13.78%	15 - 50	34

Asset Quality

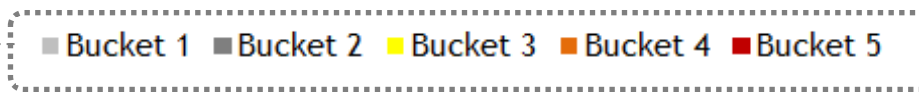
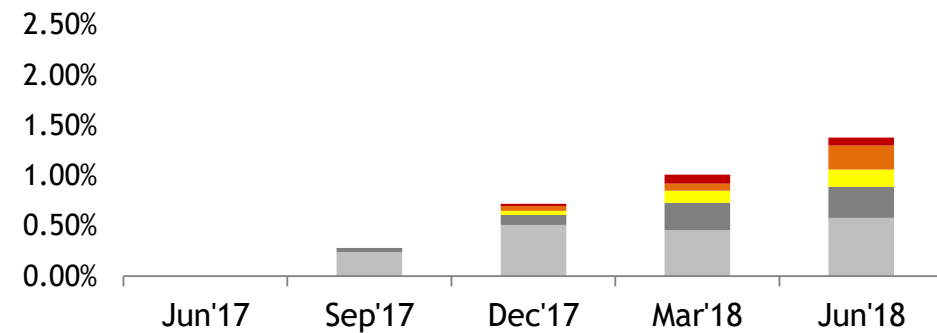
Personal Loans

Bkt 0	100%	99.95%	99.93%	99.91%	99.51%
30+	0%	0%	0%	0.02%	0.15%



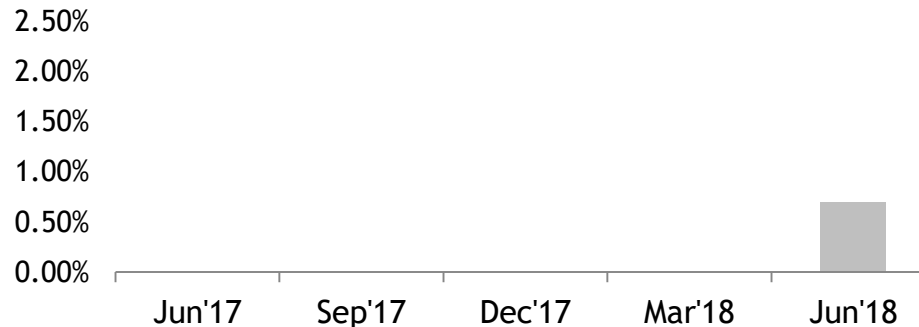
Unsecured SME Loans

Bkt 0	100%	99.72%	99.28%	98.98%	98.62%
30+	0%	0.04%	0.21%	0.56%	0.80%



Secured SME

Bkt 0	100%	100%	100%	100%	99.31%
30+	0%	0%	0%	0%	0%



Credit Quality - Provisioning Coverage - Ind AS

Figures in ₹ Mn

Business Segment	AUM	GNPA*	ECL Provision [^]	NNPA	PCR % [#]	GNPA %	NNPA%
Personal Loans	17,885	6.1	4.9	1.2	80%	0.03%	0.01%
Unsecured SME Loans	11,085	58.5	47.0	11.5	80%	0.53%	0.10%
Secured SME Loans	35,852	-	-	-	-	-	-
Total	64,822	64.6	51.9	12.7	80%	0.10%	0.02%

* 90 days past due

[^] Stage 3 Provisions only (Stage 1 and Stage 2 Provisions are not included)

[#] PCR % is Stage 3 ECL Provisions divided by GNPA

NPA Movement

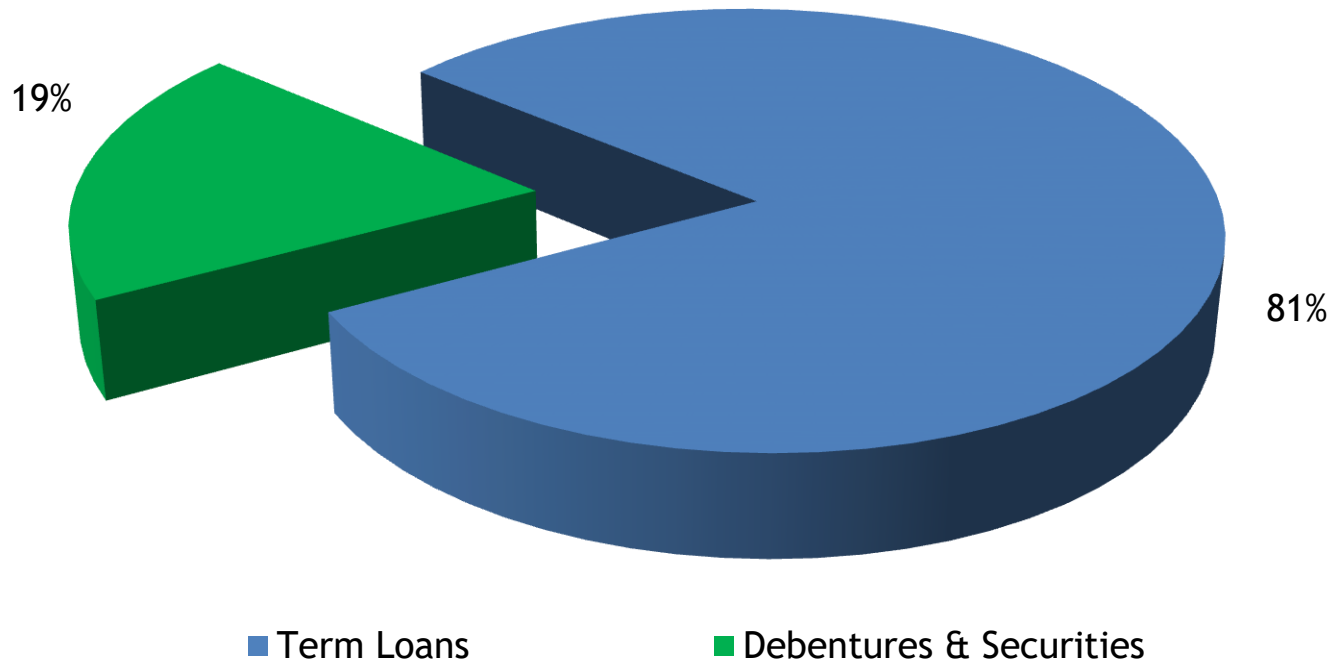
Figures in ₹ Mn

Particulars	Mar' 18	Jun' 18
Assets under Management	40,018	64,822
Opening GNPA	5.4	20.8
Roll Forward into NPA	15.4	43.8
Write Offs	-	-
Total Recoveries and Write Offs	-	-
Net Addition to Gross NPA	15.4	43.8
Gross NPA	20.8	64.6
GNPA %	0.05%	0.10%
NNPA %	0.01%	0.02%
PCR %*	80%	80%

* As per IND AS

Borrowings Mix, Ratings & Shareholding

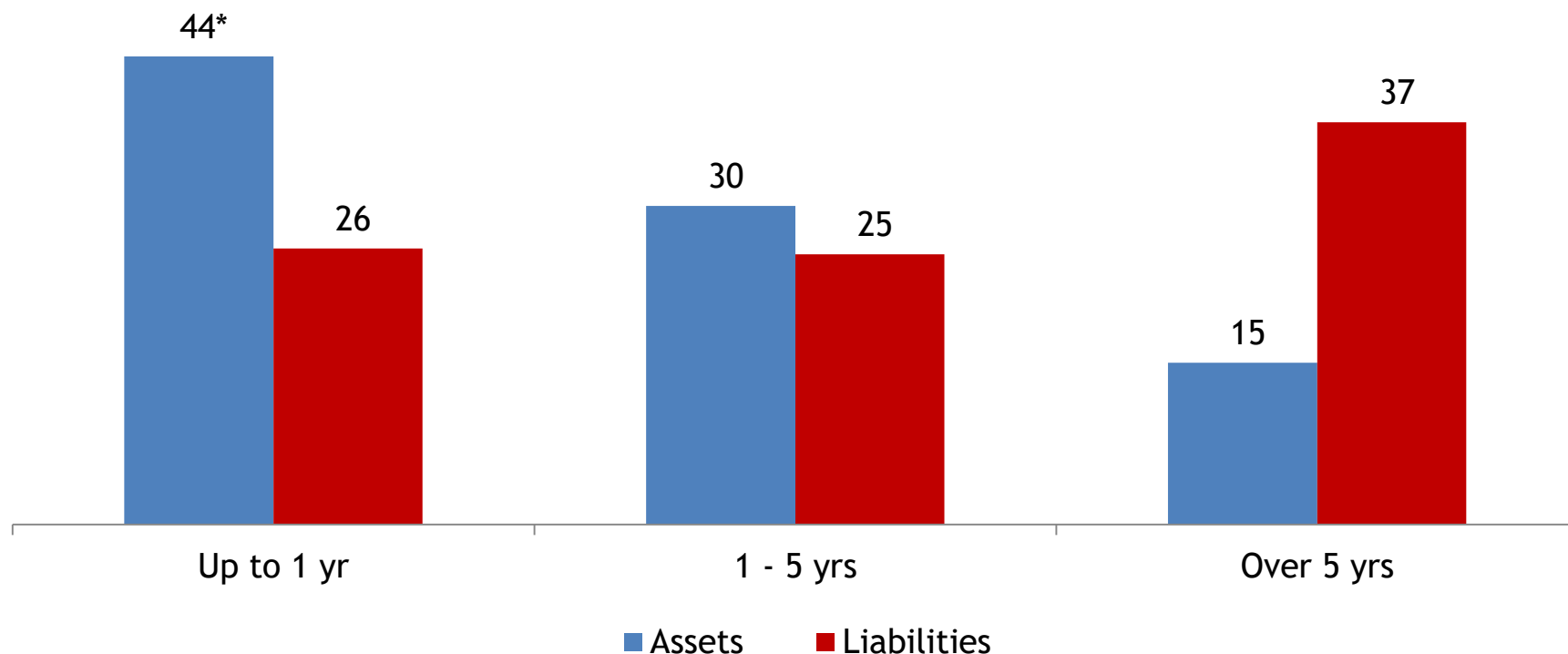
Borrowings Mix



Total Borrowings : ₹ 49,921.6 Mn as of June 30, 2018

Maturity Profile [As of June 30, 2018]

Figures in ₹ Bn



Average tenor of liabilities is longer than average tenor of assets, allowing the company more financial leverage for future borrowings

**Assets in the 'Up to 1 Yr' bucket includes ₹ 20.8 Bn of Cash, Cash equivalents and investments in liquid debt instruments*

Credit Ratings : IVL Finance Limited

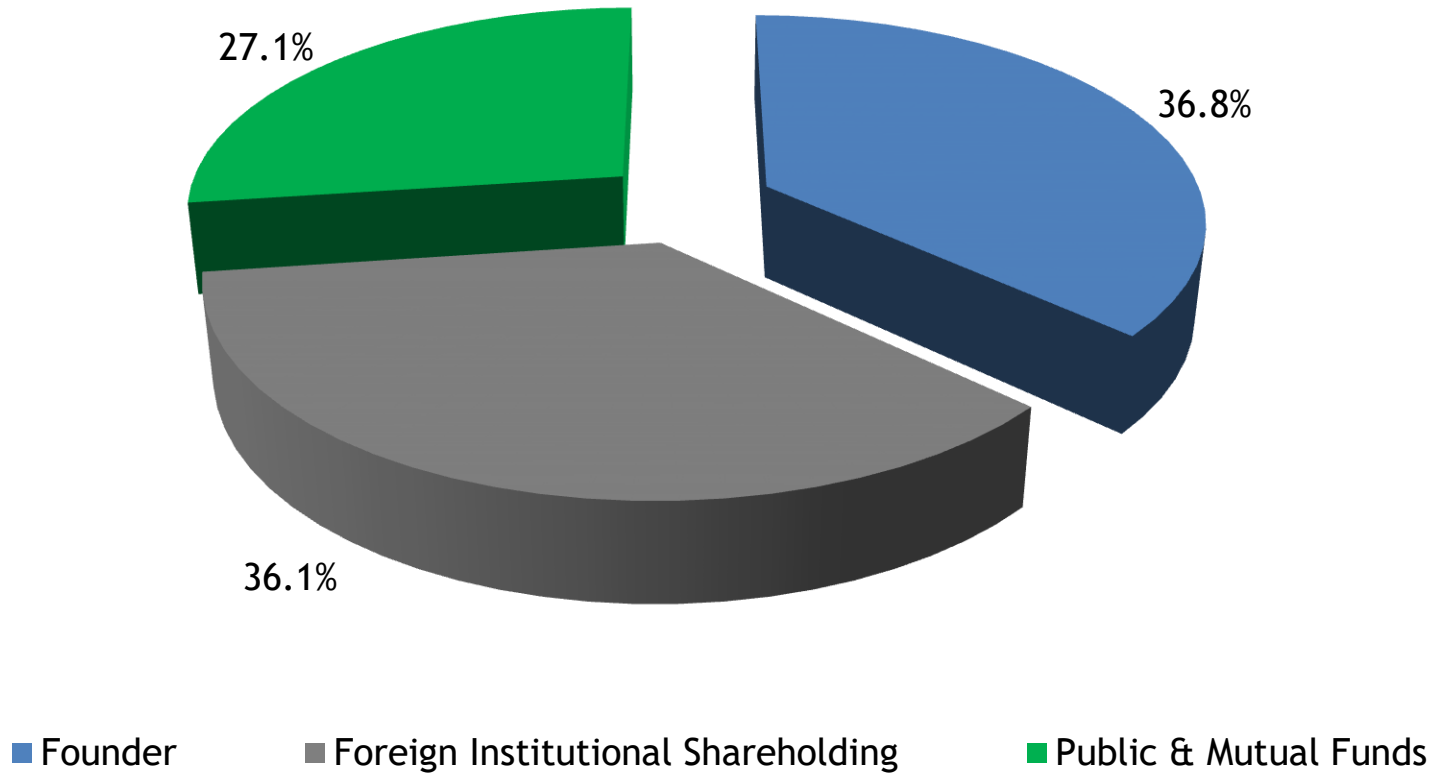
	Long Term Credit Rating
CARE Ratings [^]	AA

[^] the first time that a lending entity in India has been initiated at such a high rating level

	Short Term Credit Rating
CRISIL [a Standard & Poor's Company]	A1+
ICRA [a Moody's Investor Service Company]	A1+
CARE Ratings	A1+

'A1+' is the highest possible credit rating on the short term rating scale

Shareholding Pattern



Detailed Financials

Consolidated Income Statement

Indiabulls Ventures Limited Group
Consolidated Statement of Profit and Loss for the period ended June 30, 2018

(₹ in Millions)

	For the period ended June 30, 2018	For the period ended June 30, 2017
Revenue		
Revenue from operations	3,446.0	1,574.4
Other income	72.9	45.5
Total Revenue	3,518.9	1,619.9
Expenses		
Employee benefits expense	740.6	244.8
Finance costs	931.8	226.1
Depreciation and amortisation	51.8	14.9
Impairment losses on financial assets	216.1	142.8
Other expenses	362.6	431.8
Total Expenses	2,303.0	1,060.3
Profit Before Tax	1,216.0	559.6
Tax expense:		
(1) Current tax including earlier years	435.0	241.7
(2) Deferred tax	(96.3)	(132.0)
	338.7	109.7
Profit for the period / year	877.3	449.9