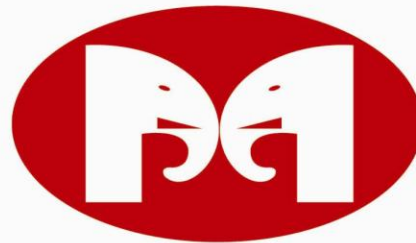




FINANCIAL RESULTS Q4 FY 2012



Muthoot Finance

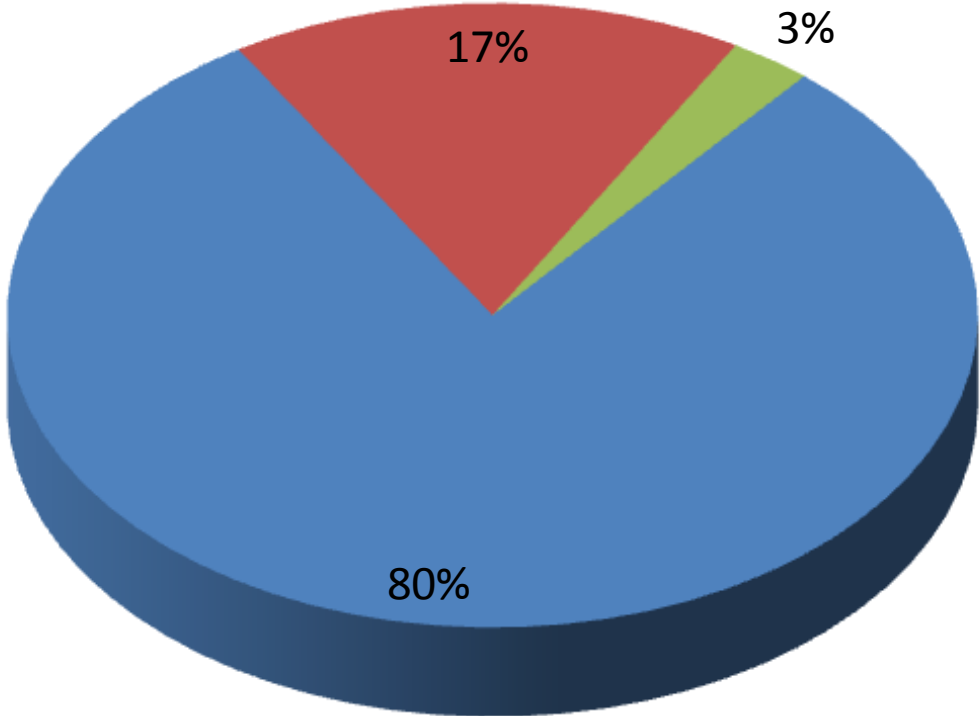
KEY FINANCIALS

(Rs. In Millions)

NETWORTH	Mar-12	Dec-11	Sep-11	Jun-11	Mar-11	Growth%
	Rs.	Rs.	Rs.	Rs.	Rs.	YoY
Share Capital	3717	3717	3717	3717	3202	16%
Reserves & Surplus	25518	24912	22403	20247	10139	152%
	29235	28629	26120	23964	13341	119%



Shareholding Pattern as on 31.03.2012



■ Promoters & Relatives (80%)

■ FIIL,FC,MF & Others (17%)

■ Public (3%)



(Rs. In Millions)

ASSETS	Mar-12	Dec-11	Sep-11	Jun-11	Mar-11	Growth
						YoY
	Rs.	Rs.	Rs.	Rs.	Rs.	%
Gross Retail Loan Assets Under Management	246736	228851	209405	179492	158685	55%
Break up of Gross Retail Loan Assets Under Management:						
Gold Loans under management	244173	226949	207666	178035	157281	55%
Loans against NCDs	2448	1786	1624	1345	1311	87%
Other Loans	115	115	115	112	93	24%



(Rs. In Millions)

LIABILITIES	Mar-12	Dec-11	Sep-11	Jun-11	Mar-11	Growth%
	Rs.	Rs.	Rs.	Rs.	Rs.	YoY
Secured Non-Convertible Debentures (Muthoot Gold Bonds)	66102	55465	50415	44108	39832	66%
Secured Non-Convertible Debentures - Listed	12526	8082	8082	2150	2150	
Unsecured Non-Convertible Debentures						
Unsecured Non-Convertible Debentures - Listed		2000	4500	4500	2000	
Borrowings from Banks	92320	87763	76351	72885	60528	53%
Subordinated Debt	14801	12331	10309	8376	7106	108%
Commercial Paper	7694	17809	21980	11715	6948	11%
Sell down of Receivables under Bilateral Assignments	33352	24615	25875	23991	41864	-20%
Other Loans	389	888	928	872	821	-53%
Total	227184	208953	198440	168597	161249	41%

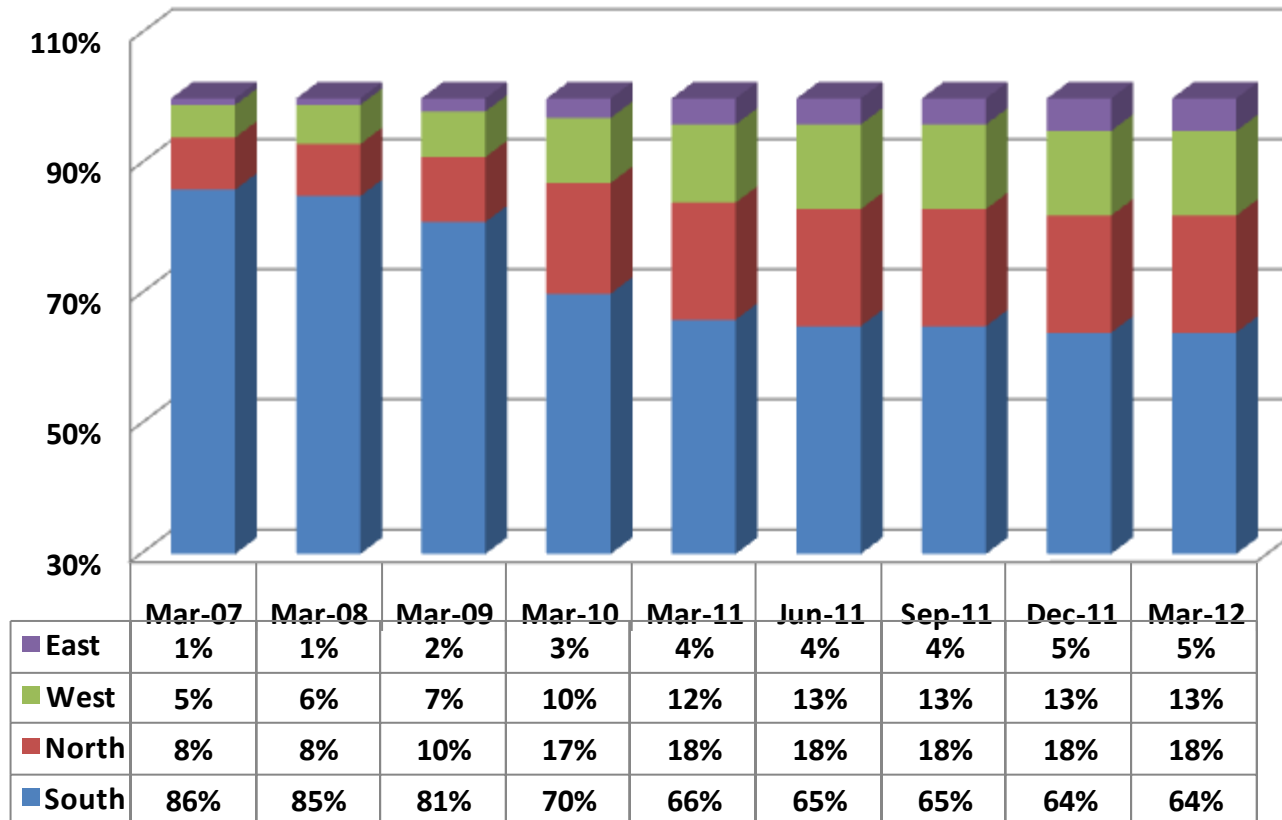


REVENUE & PROFIT	FY 2012	FY 2011	YoY	Q4 FY 2012	Q3 FY 2012	Q2 FY 2012	Q1 FY 2012
	Rs.	Rs.	% Growth	Rs.	Rs.	Rs.	Rs.
INCOME							
Interest Income	45280	22983	97%	12893	12261	10984	9142
Other Income	210	175	20%	44	46	65	55
Total	45490	23158	96%	12937	12307	11049	9197
EXPENDITURE							
Interest Expense	23699	10382	128%	7137	6703	5452	4407
Personnel Expenses	4145	2210	88%	1258	1135	937	815
Administrative & Other expenses	3813	2582	48%	900	591	1356	967
Directors Remuneration	192	192		48	48	48	48
Depreciation	329	181	82%	109	86	74	60
Total	32178	15547	107%	9452	8563	7867	6297
PROFIT							
Profit Before Tax	13312	7612	75%	3485	3744	3183	2900
Profit After Tax	8920	4942	80%	2352	2509	2156	1905

FY 12 ,FY 11 ,Q4 FY12 ,Q3 FY12 figures have been regrouped



Geographical Spread of Branches

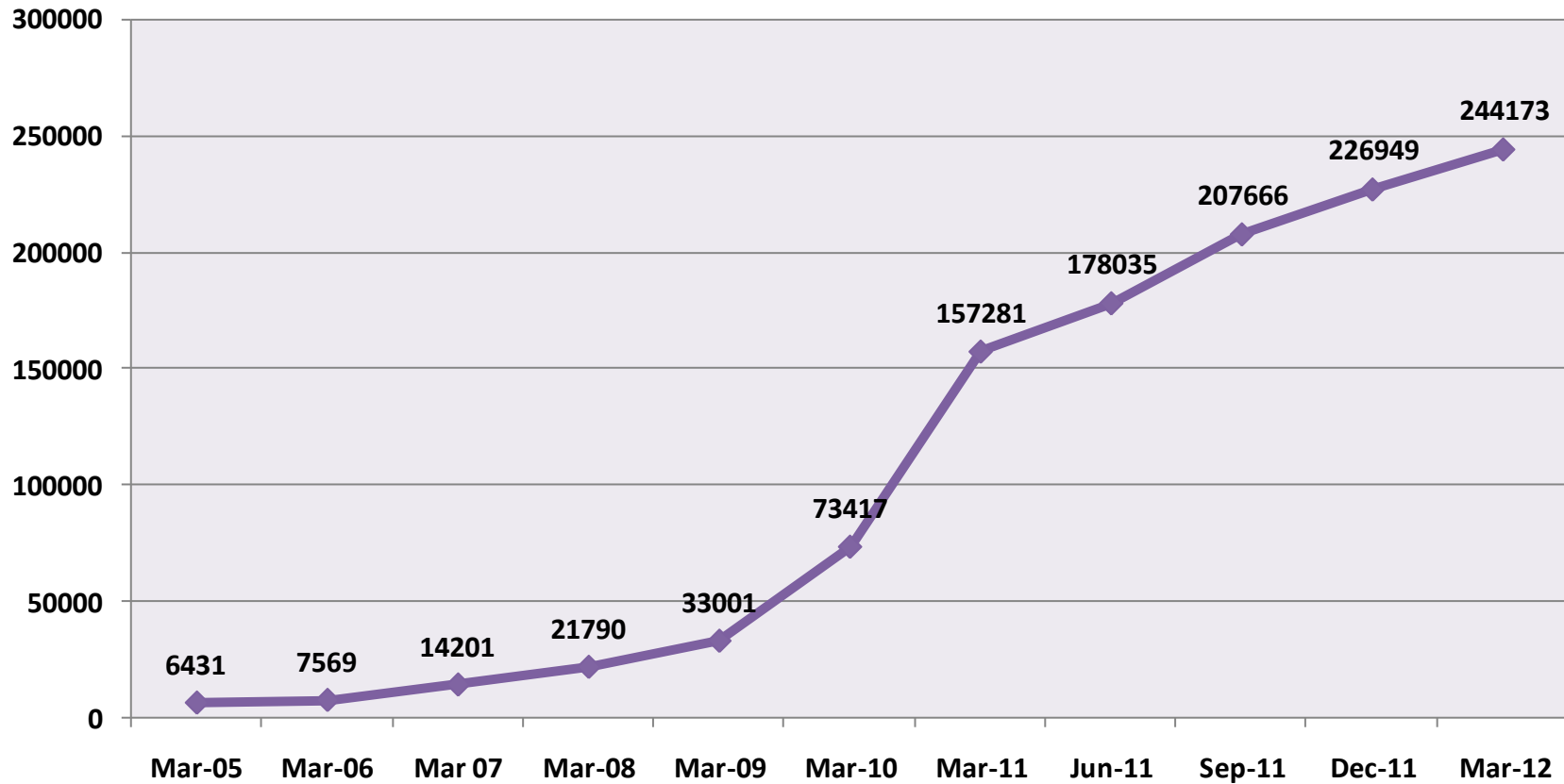


No: of branches	551	707	985	1605	2733	2997	3274	3480	3678
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Gold Loan Portfolio

(Rs. In Millions)

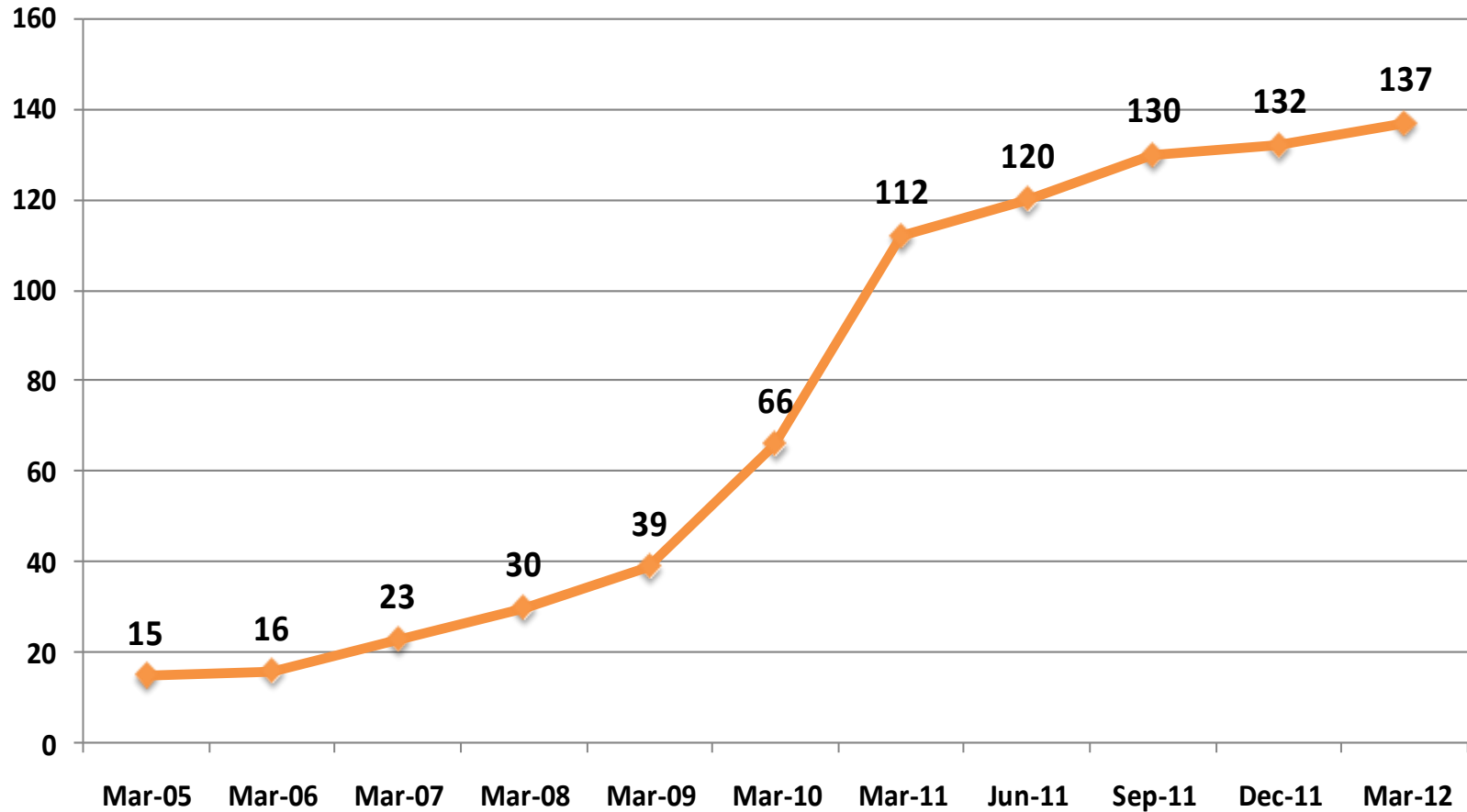


Gold Loan Assets Under Management



Gold Holding

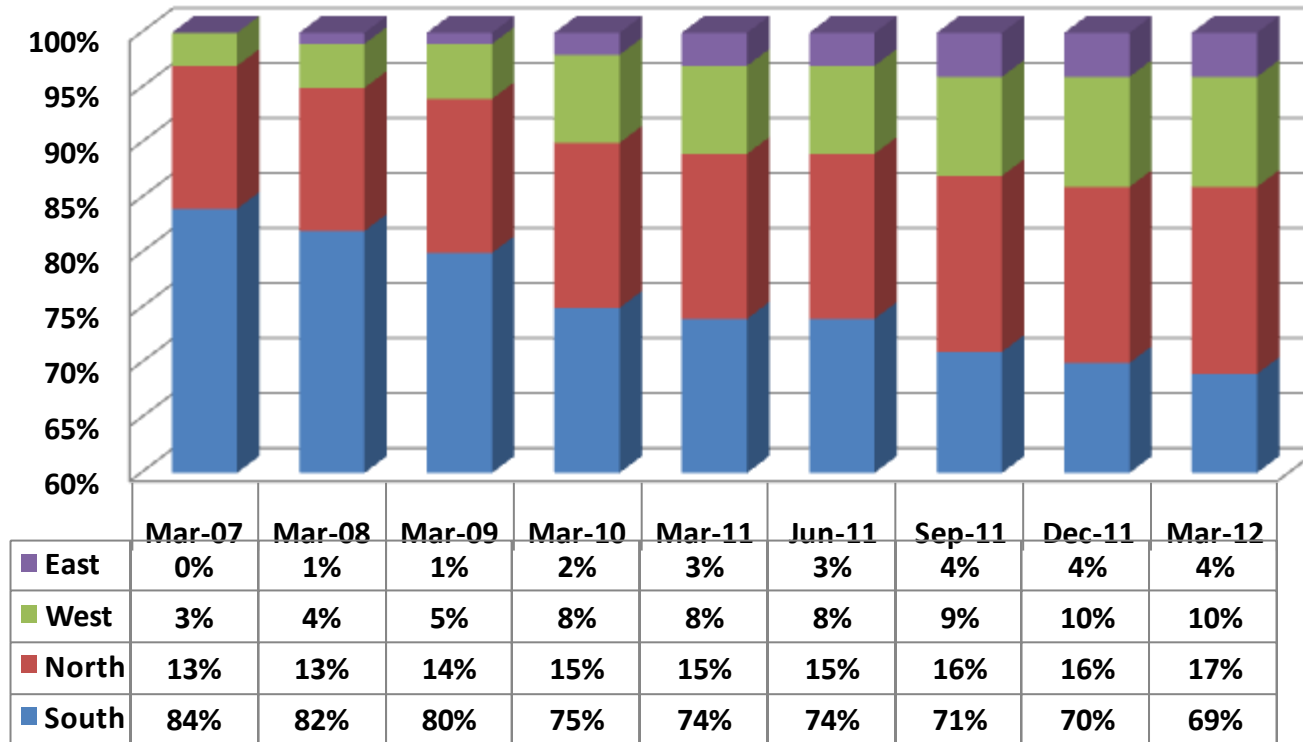
(In tonnes)



Gold Jewellery kept as Security (tonnes)



Geographical Spread of Gold Loan Portfolio



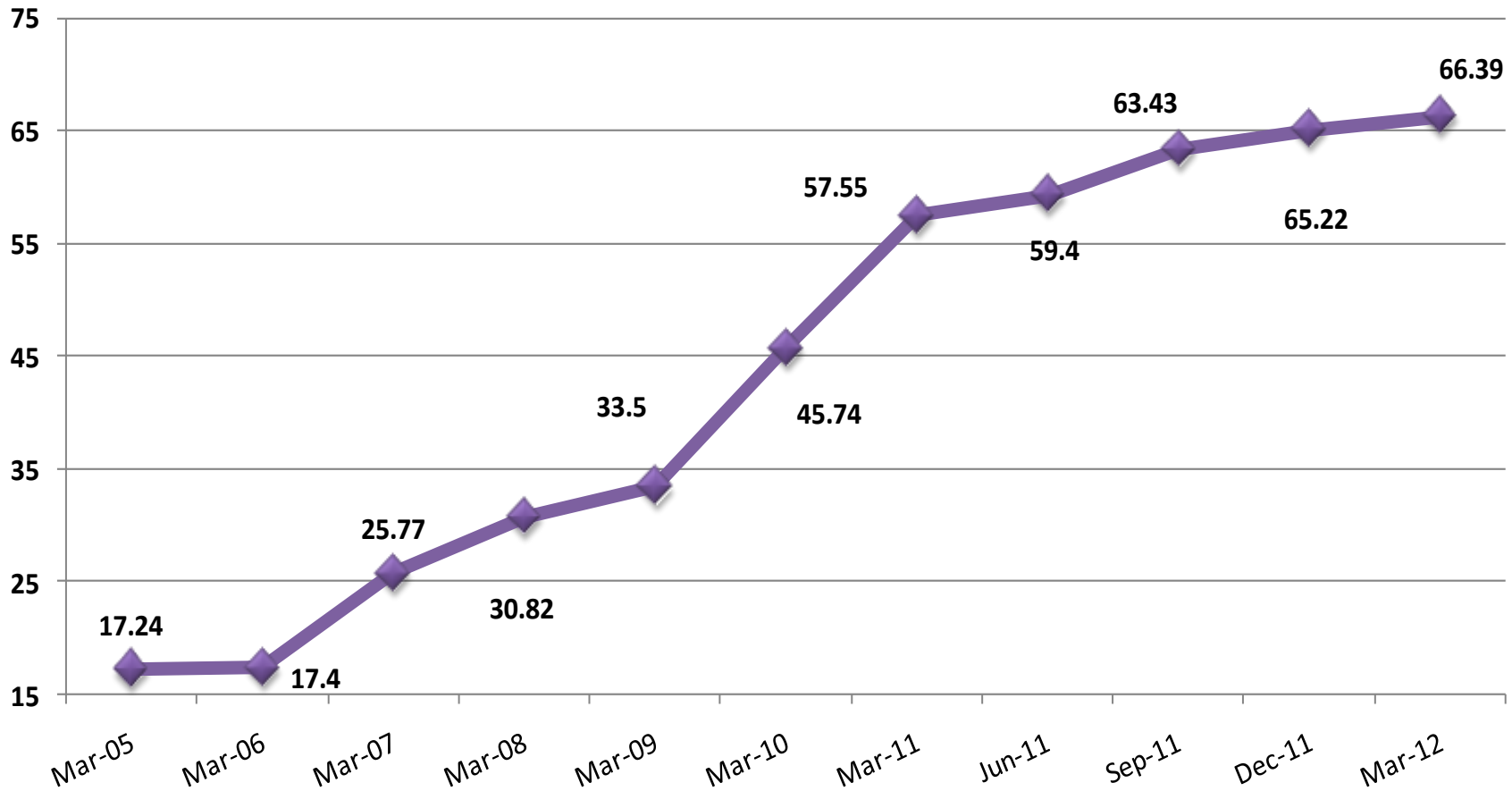
(Rs. In Millions)

Gold Loans Assets Under Management	14201	21790	33001	73417	157281	178035	207666	226949	244173

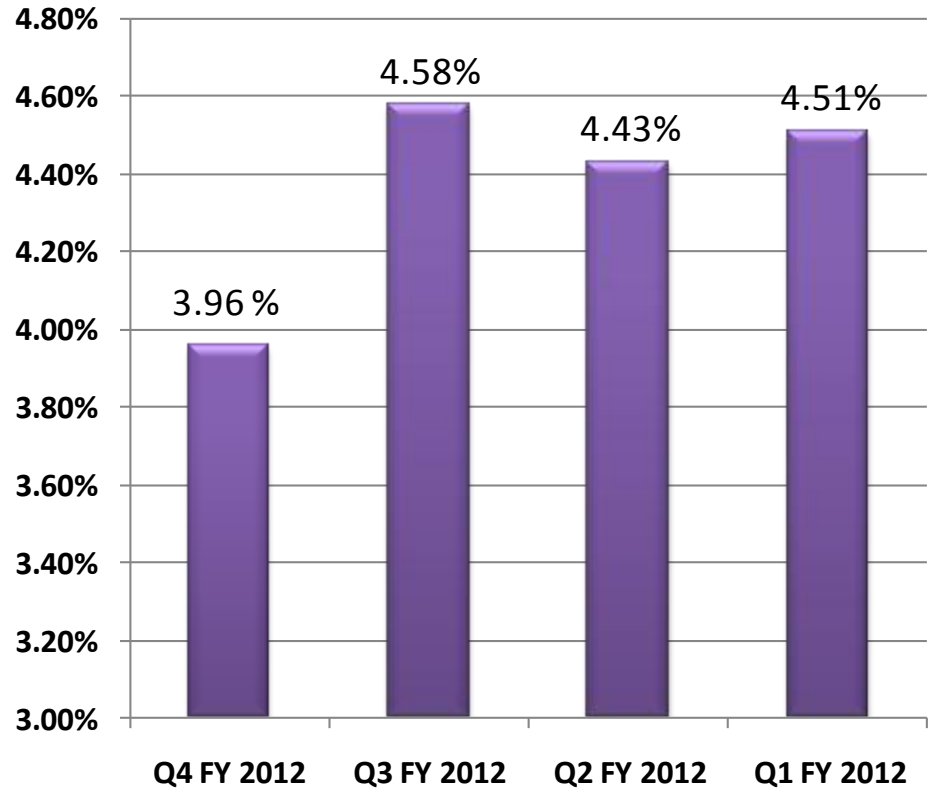
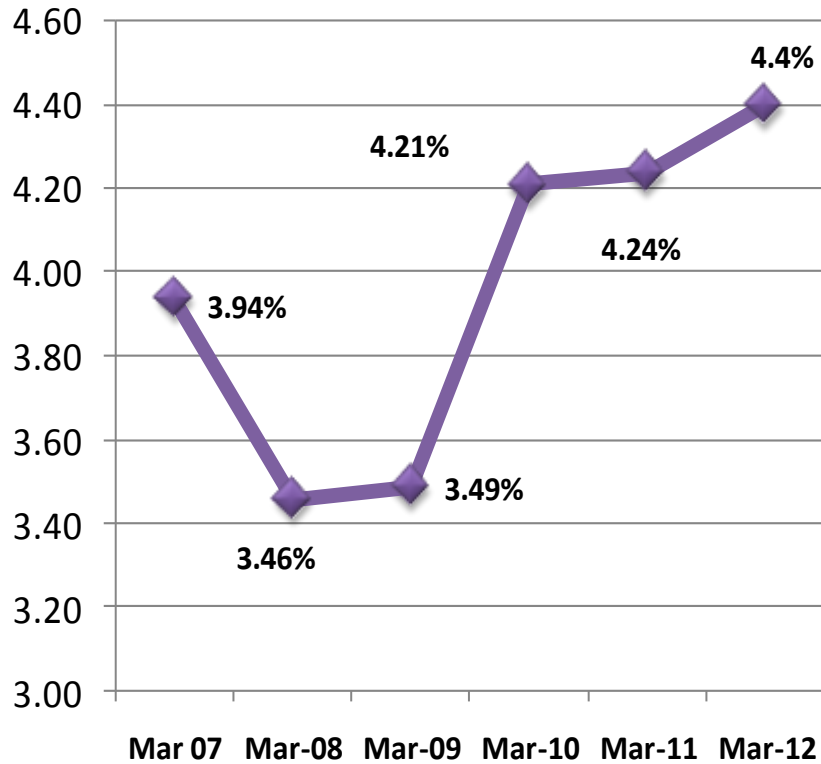


Average Gold Loan Outstanding Per Branch

(Rs. In Millions)



Return on Average Retail Loan Asset



Non-Performing Assets & Bad Debts written off

(Rs. In Millions)

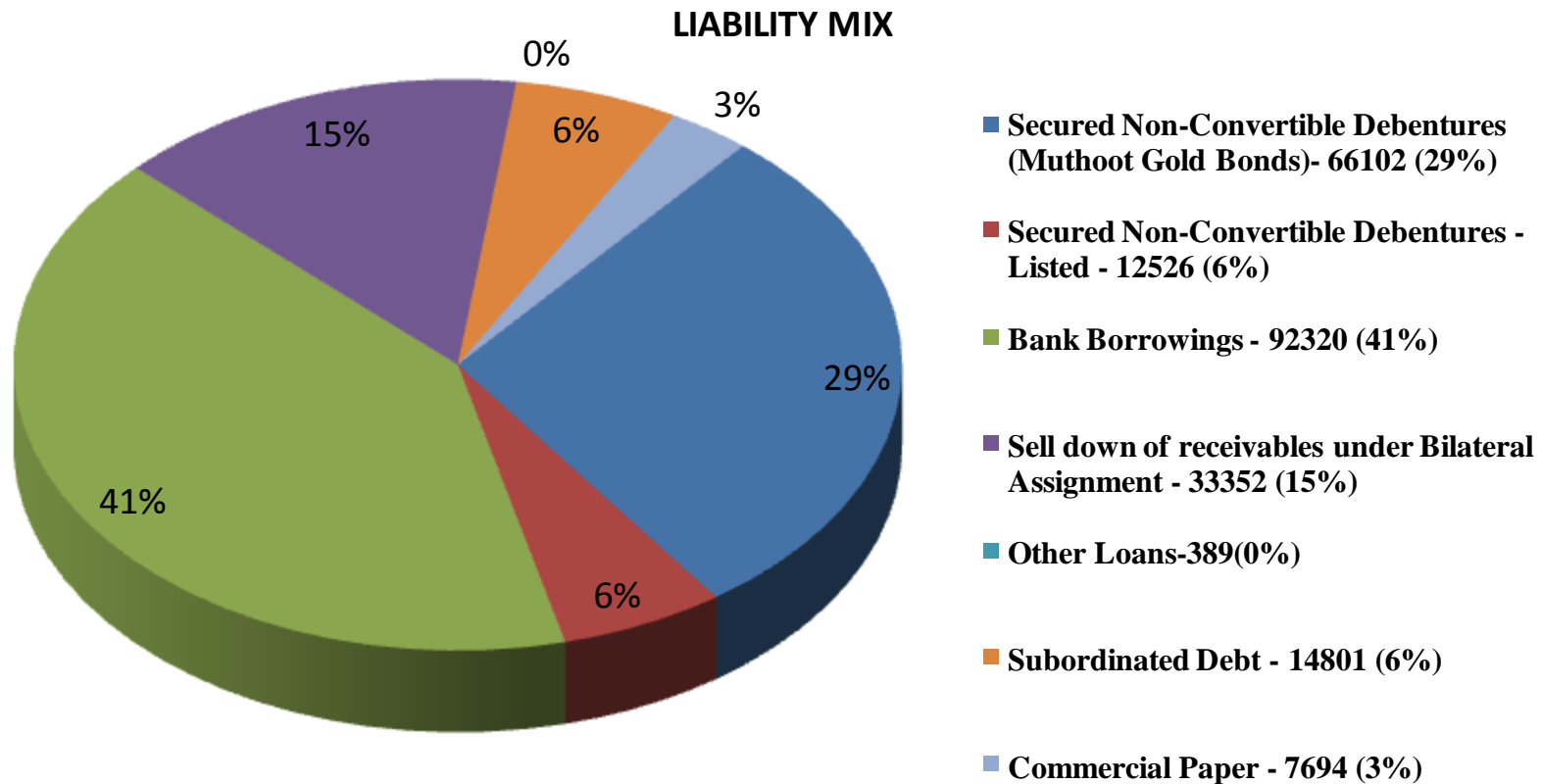
	Mar-12	Mar-11	Dec-11	Sep-11	June-11
	Rs.	Rs.	Rs.	Rs.	Rs.
Gross Non-Performing Assets	1389	460	1304	1233	548
Provision For Non-Performing Assets	181	70	181	174	77
Net Non-Performing Assets	1208	390	1123	1059	471

% of Gross NPA on Gross Retail Loans	0.56%	0.29%	0.57%	0.59%	0.31%
% of Net NPA on Gross Retail Loans	0.49%	0.25%	0.49%	0.51%	0.26%

(Rs. In Millions)

	FY 2012	FY 2011	Q4 FY 2012	Q3 FY 2012	Q2 FY 2012	Q1 FY 2012
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
Bad Debts Written Off	69	18	24	19	17	9

(Rs. In Millions)



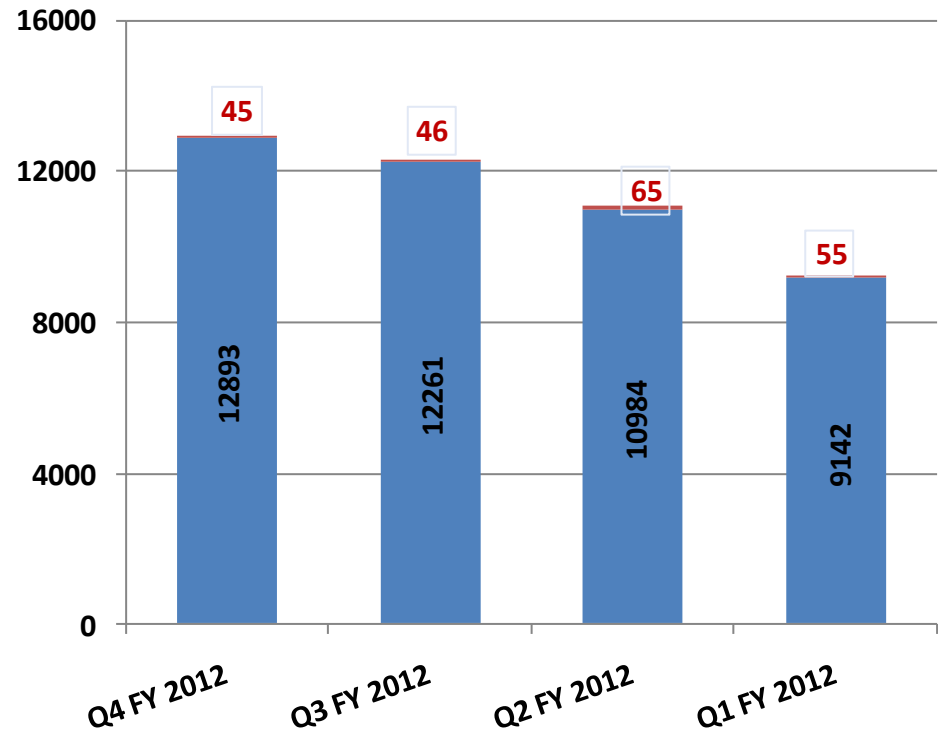
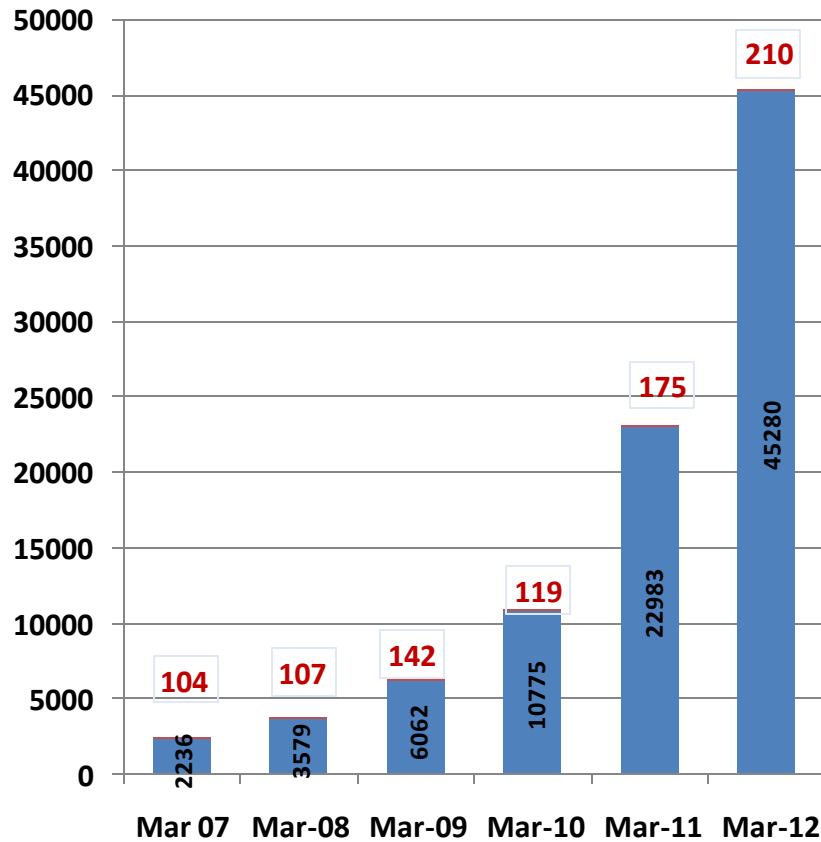
DEBT RATING

<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.4803crs	ICRA A1+	Lowest credit risk & Stronger credit quality

<u>LONG TERM RATING</u>			
SUBORDINATED DEBT			
CRISIL	Rs.100crs	CRISIL AA- (Stable)	High Degree of safety with regard to timely payment of interest & principal on the instrument
ICRA	Rs.100crs	ICRA AA- (Stable)	High quality credit rating & Lowest credit risk (with a stable outlook)
NON CONVERTIBLE DEBENTURE			
CRISIL	Rs.500crs	CRISIL AA- (Stable)	High Degree of safety with regard to timely payment of interest & principal on the instrument
ICRA	Rs.200crs	ICRA AA- (Stable)	High quality credit rating & Lowest credit risk (with a stable outlook)
BANK LOANS			
ICRA	Rs.5675crs	ICRA AA- (Stable)	High quality credit rating & Lowest credit risk

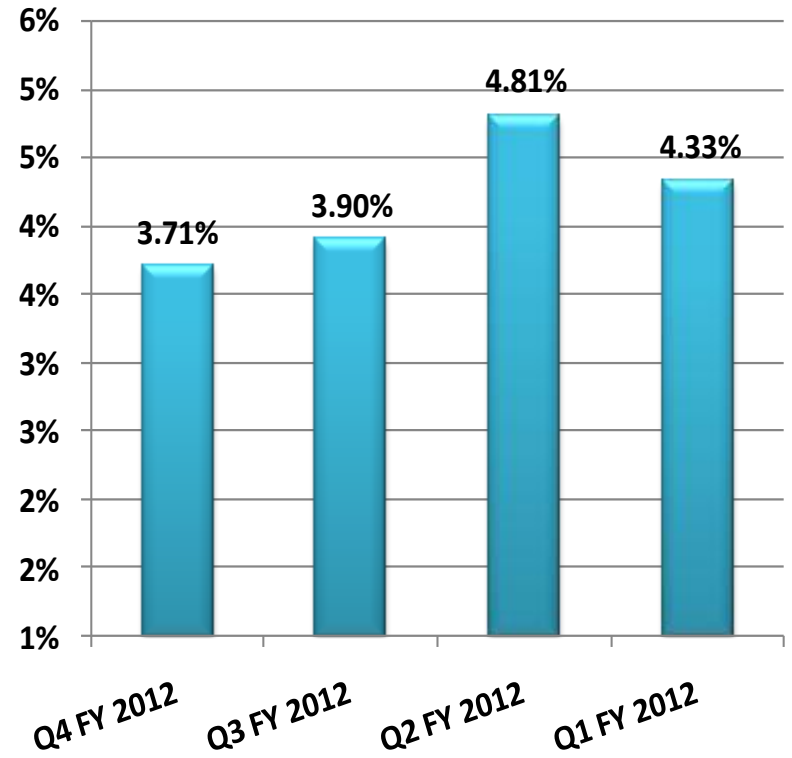
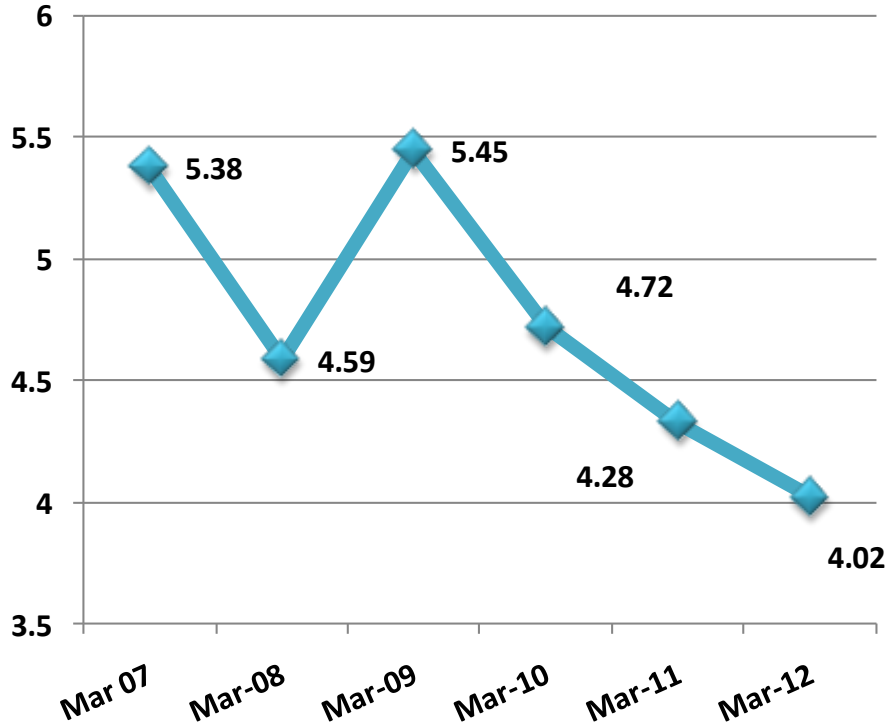
Break-Up of Gross Income

■ Interest Income ■ Other Income



FY 12 ,FY 11 ,Q4 FY12 ,Q3 FY12 figures have been regrouped

Operating Expenses to Average Retail Loans



FY 12 ,FY 11 ,Q4 FY12 ,Q3 FY12 figures have been regrouped

Break-Up of Operating Expenses

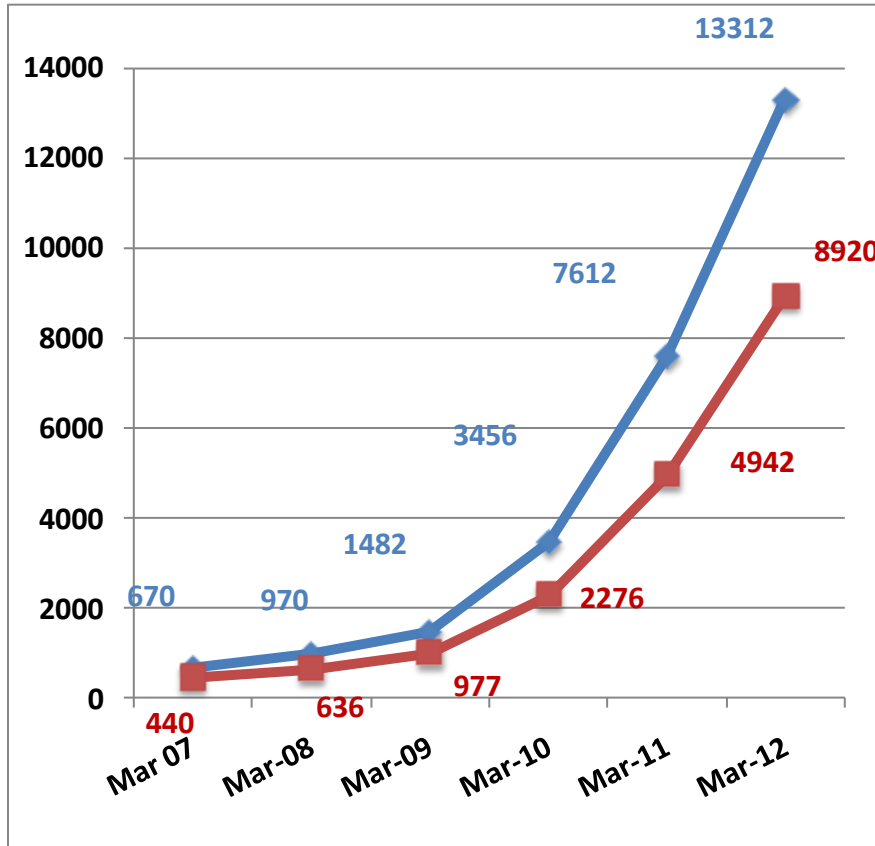
(Rs. in Millions)

OPERATING EXPENSES	Mar-12	Mar-11	Mar-10	Mar-09	Mar-08	Mar-07
Personnel Expenses	4145	2209	1169	677	405	266
Rent	1042	603	290	131	82	47
Advertisement	866	647	331	208	67	36
Postage, Telegram and Telephone	184	115	72	27	18	28
Traveling and Conveyance	168	114	67	42	27	18
Printing and Stationary	155	111	69	44	32	19
Repairs and Maintenance	341	211	96	62	42	34
Legal and Professional Charges	60	114	34	16	11	10
Business Promotion Expense	267	119	45	25	18	15
Directors Remuneration	192	192	192	121	49	49
Depreciation	329	180	149	99	74	71
Others	380	229	165	165	88	76
Provision For Standard & NPA Assets	351	323	21	7	7	1
Total	8480	5165	2701	1625	919	671

FY 12 & FY 11 Yearly figures have been regrouped

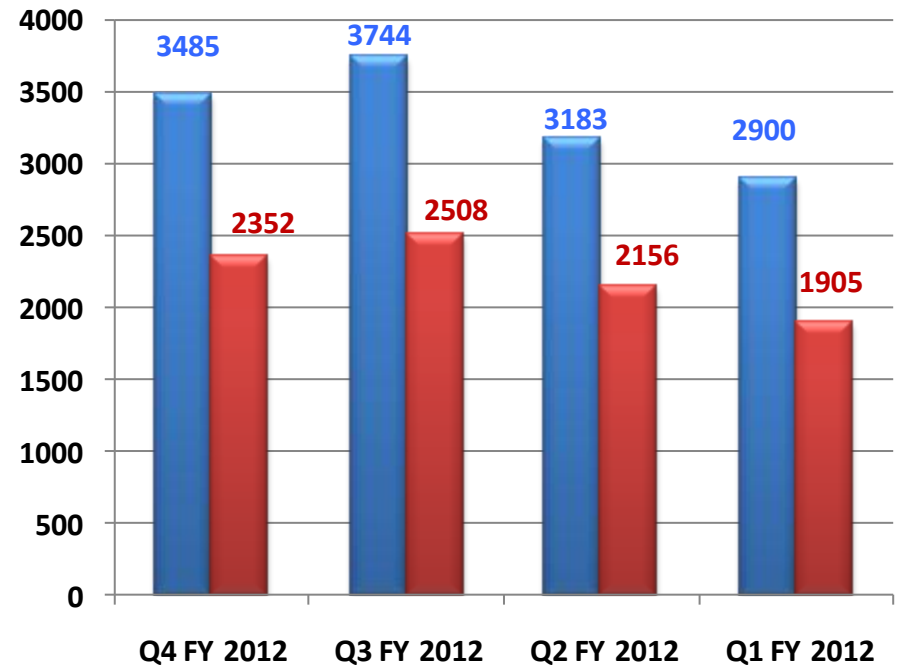


Profit Growth



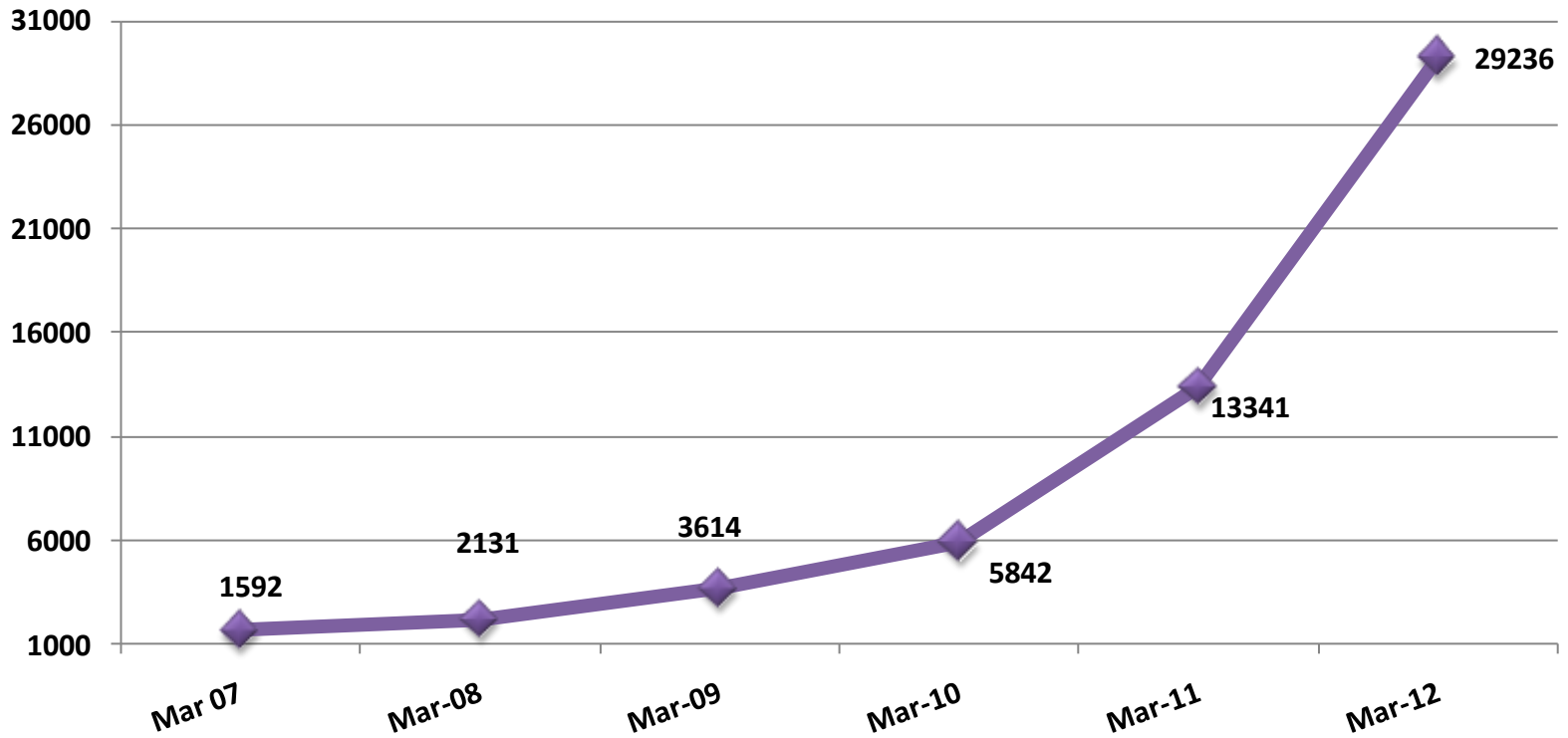
■ P B T

■ P A T



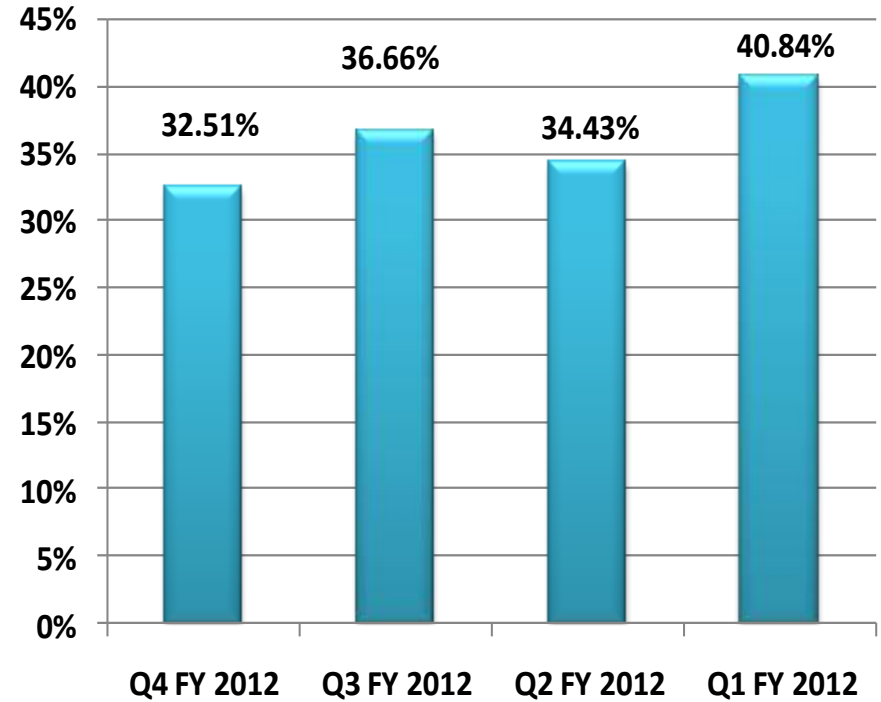
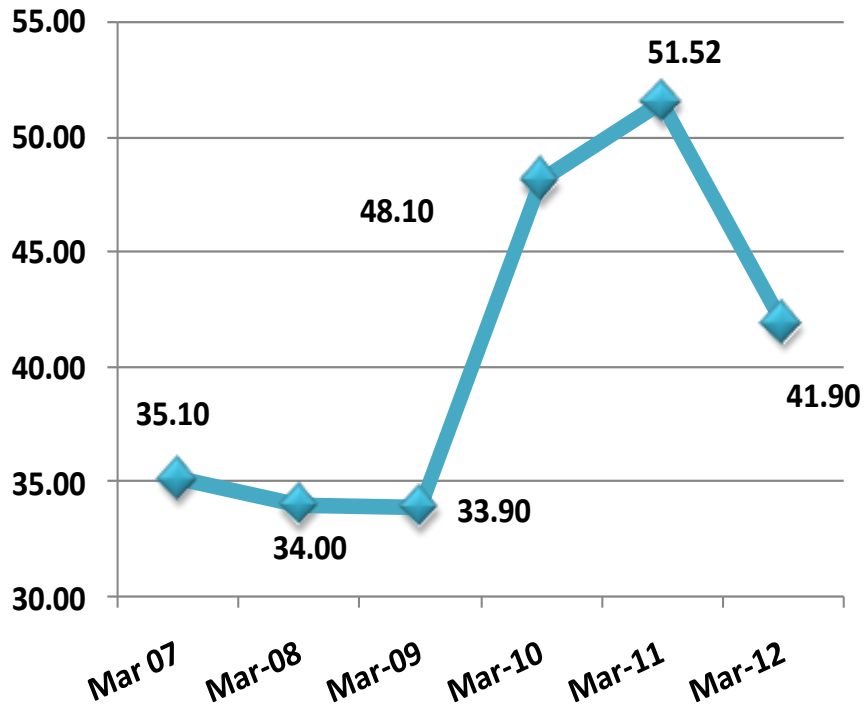
(Rs. In Millions)

Networth



(In Percentage)

Return on Average Equity

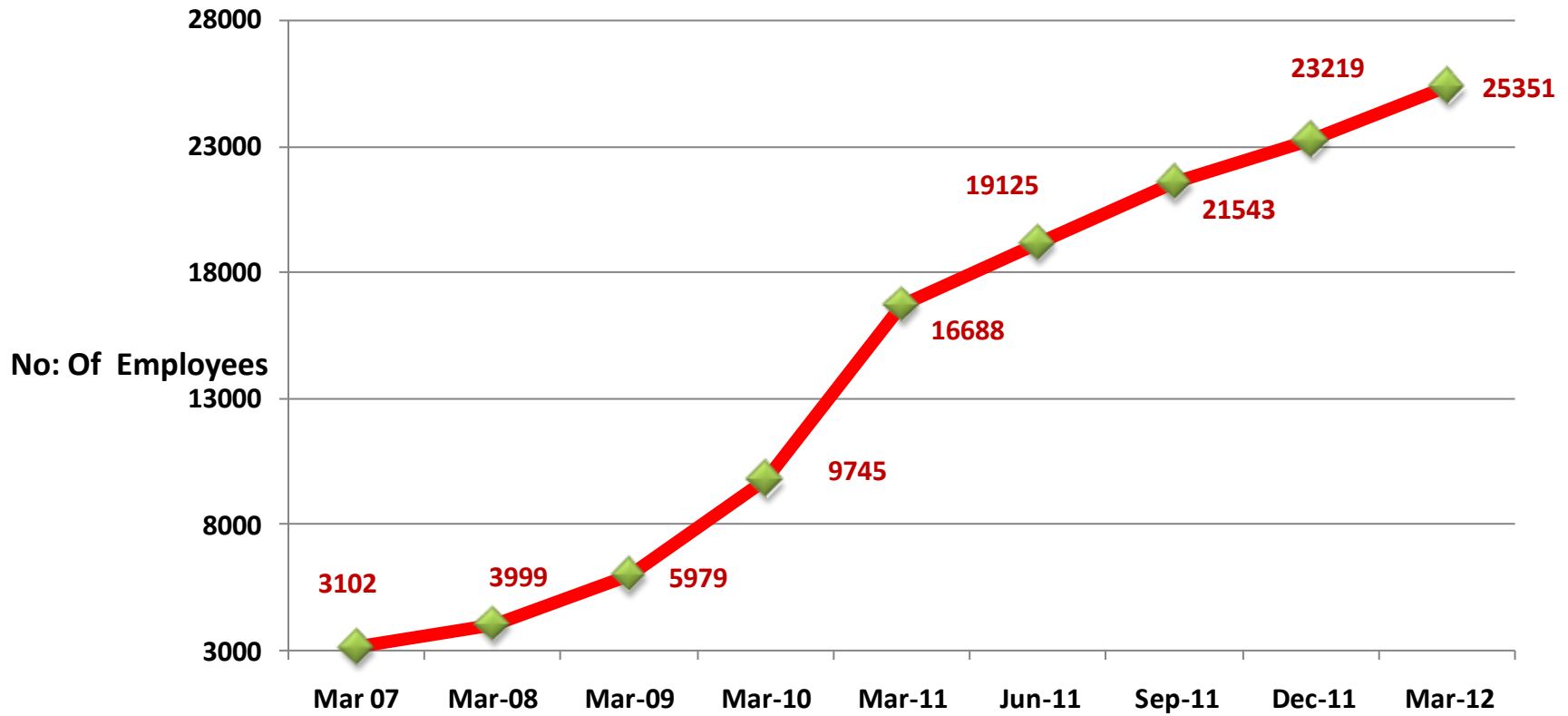


CAPITALISATION RATIOS	Mar 31,2012	Dec 31,2011	Sep 30,2011	June 30,2011	Mar 31,2011
Capital Adequacy Ratio	18.29%	18.33%	18.24%	19.19%	15.82%
Tier I	12.84%	13.37%	13.48%	14.51%	10.62%
Tier II	5.45%	4.96%	4.76%	4.68%	5.20%
Book Value Per Share(Rs.)	78.65	77.02	70.27	64.47	41.67
Earnings per Share (Rs.)	24.29	17.96	11.19	5.39	15.78

(Rs. In Millions)

CAPITALISATION RATIOS	March 31,2012	Dec 31,2011	Sep 30,2011	June 30,2011	March 31,2011
Gross Outside Liabilities (including assigned loans)	237813	219600	206968	175332	165730
Outside Liabilities (excluding assigned loans)	139361	194985	181093	151340	95915
Cash & Bank Balances	7950	7390	13322	11315	13755
Unencumbered Cash & Bank Balances	5331	5484	10854	9063	11009
Tangible Networkth	29235	28629	26120	23964	13342
Capital Gearing(Gross)	7.86	7.41	7.41	6.84	11.39
Capital Gearing(Net)	4.58	6.62	6.52	5.94	6.36

Human Resources





Thank You