



The Power of Distribution

MAS FINANCIAL SERVICES LIMITED

MFSL/SEC/EQ/2020/46

12th August, 2020

To,
The Manager,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400001

To,
General Manager
National Stock Exchange of India Limited
Exchange Plaza
Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400051

Scrip Code: **540749, 947381**

Trading Symbol: **MASFIN**

Dear Sir,

Sub.: Investor Presentation for the quarter ended on June 30, 2020

Please find enclosed herewith Investor Presentation for the quarter ended on June 30, 2020.

Thanking you,

Yours faithfully,

FOR, **MAS FINANCIAL SERVICES LIMITED**

RIDDHI BHAYANI
(COMPANY SECRETARY & COMPLIANCE OFFICER)
MEMBERSHIP NO.: A41206



Regd. Office :

6, Ground Floor, Narayan Chambers,

B/h Patang Hotel, Ashram Road, Ahmedabad-380 009.

CIN : L65910GJ1995PLC026064

+ 91(O) 079 4110 6500 / 079 3001 6500

+ 91(O) 079 4110 6597, + 91 (O) 079 4110 6561

www.mas.co.in

mfsl@mas.co.in



The Power of Distribution

INVESTOR PRESENTATION – Q1 FY21



1995-96

2019-20

**EVERY TIME WE REACH
A MILESTONE,
WE BELIEVE
WE HAVE
JUST BEGUN...**

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25 Years of Endeavours

56,577 Mn.
AUM

6
States and NCR
of Delhi

105
Branches

3,455
Customer locations

7,00,000+
Active loan accounts

Diversified Product Portfolio



Micro-Enterprise Loans
(MEL)



SME Loans

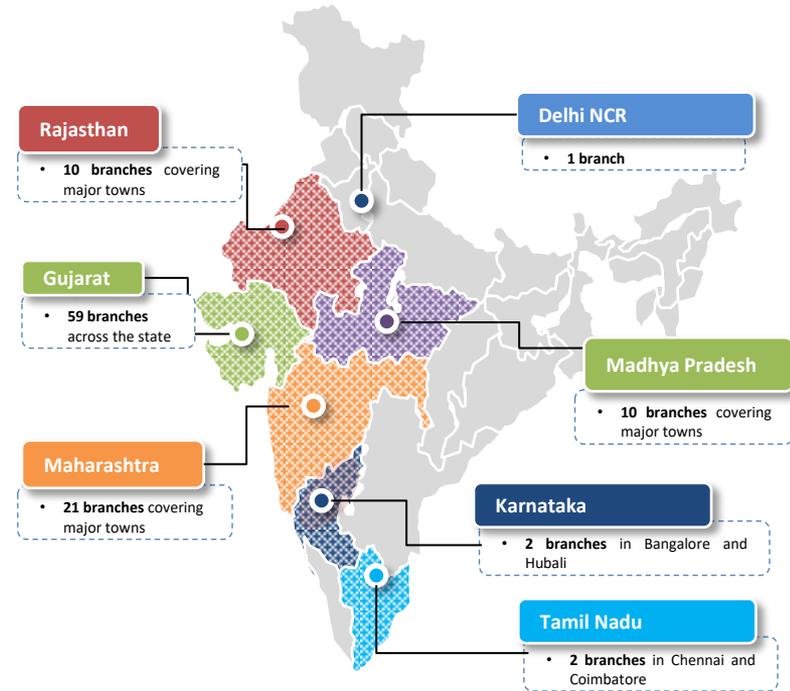


2-Wheeler Loans



Commercial Vehicle Loans

Strong Retail Presence & Distribution Network



Sourcing Intermediaries:



297



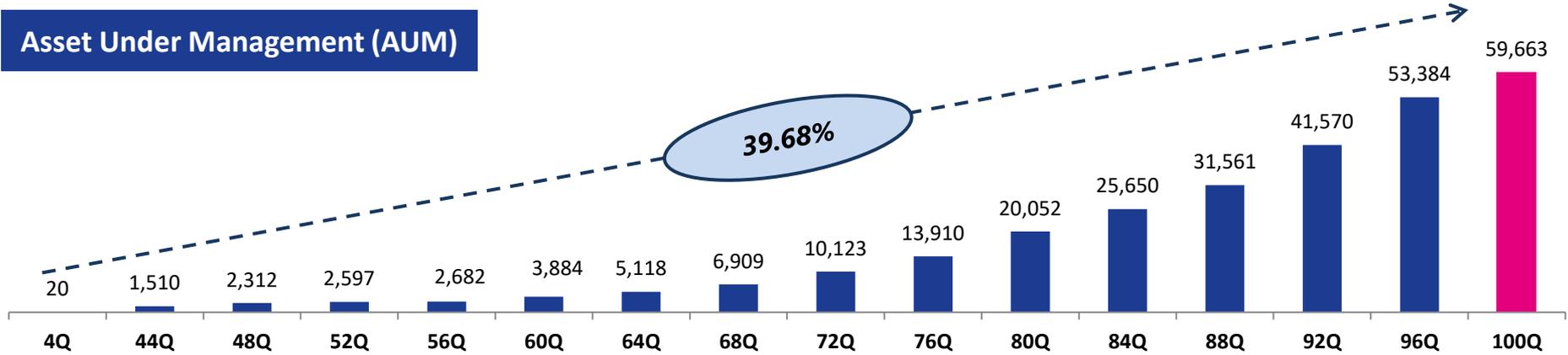
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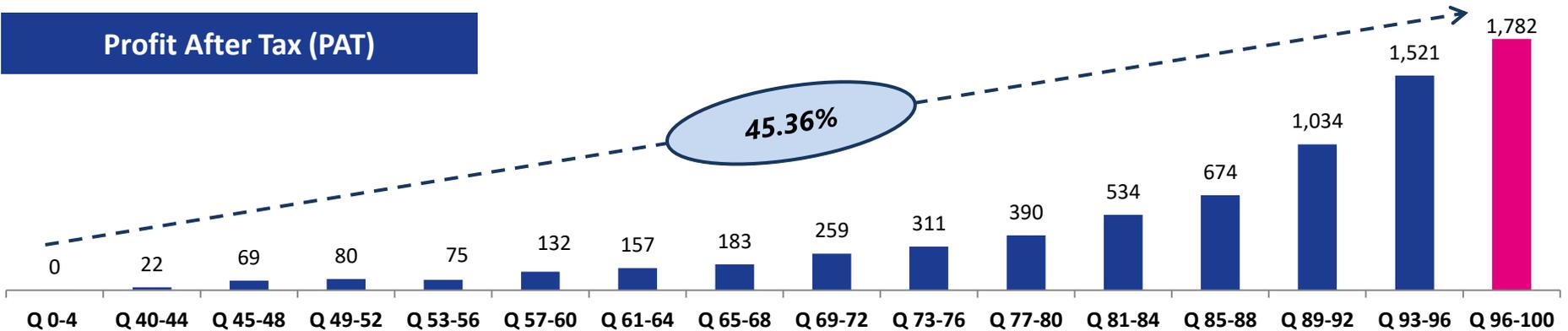
127 NBFCs

Journey of 100 Quarters

Asset Under Management (AUM)



Profit After Tax (PAT)



(In INR Mn.)

Figures up to March 17 is as per I-GAAP and from thereon it is IND-AS

Enablers for Navigating through current unprecedented challenges

SUCCESSFUL TRACK RECORD

- Successfully withstood multiple headwinds over the years.
- Proven track record of 25 years with AUM CAGR of 39.68% and PAT CAGR of 45.36%.

HIGHLY CAPITALISED

- Adequately capitalised for future growth. Sufficient capital to continue the growth momentum without raising equity capital in the near and medium term.
- Capital Adequacy of 34.93% ,Tier I Capital Adequacy of 32.20% & Tier II Capital Adequacy of 2.73%

STRONG PROVISION BUFFER & PORTFOLIO QUALITY

- Consistent track record of high-quality portfolio with NNPA of 1.14% as on 30th June 2020.
- High Covid-19 related provisioning buffer of INR 508.76 Mn. which is 1.62% of the on book Assets.

ROBUST LIQUIDITY POSITION

- Cash and cash equivalent of INR 13,000 Mn. as on 31st July 2020.
- Sufficient liquidity to cover opex and debt liabilities for atleast next 12 months.
- Positive across all ALM buckets.

Note: Capital Adequacy Ratio has been calculated in anticipation of RBI Guidelines, whereby accumulated upfront gain on direct assignment transaction of INR 568.55 Mn. has been netted off from the Owned Fund.

ASSETS AND PORTFOLIO QUALITY

- The AUM stood at INR 56,577 Mn. a growth of 1.43% over the corresponding period. However, the two quarters are not comparable due to the pandemic impact. The Gross Stage 3 Assets is 1.41% and Net Stage 3 Assets is 1.14% of AUM as on 30th June 2020.
- The Company is in process of constantly assessing the present evolving situation, in order to make necessary amendments in the credit policy. In line of our dictum of extending credit where it is due and adopting a cautious approach the disbursement were INR 1080 Mn. and INR 878 Mn. in the month of June and July respectively.
- The moratorium is granted on the payment of installments falling due between March 1, 2020 and August 31, 2020 to all eligible borrowers and in their best interest the company continued with its endeavours of educating them to pay their EMIs, provided they have sufficient liquidity; which will help them to save on interest cost.
- **The amount received against the demand for the month of June and July is 74% and 87% respectively despite of having granted the moratorium. This effectively translates into 26% and 13% of the customers having availed moratorium by value in the month of June and July respectively.**
- **The Company has further strengthened the special contingent provision by INR 305.44 Mn., thus the total special COVID provision as on 30th June 2020 stands at INR 508.76 Mn. which is 1.62% of the on book assets of INR 31,348 Mn.**
- Having served the sector for more than two decades, we firmly believe that the policy of the company of granting moratorium should enable the borrowers to effectively manage their liquidity in this unprecedented time. Availing such forbearance by them does not signify a weak credit prognosis. It very clearly manifests company's resolve of not only extending credit but also all the facilities where it is due, within its capabilities.

CAPITAL AND LIQUIDITY MANAGEMENT

- Company's Capital adequacy remained strong at 34.93% with Tier I Capital of 32.20% and Tier II Capital of 2.73%. The Company has adequate capital and financial resources to fuel its future growth.
- As on 31st July 2020, the company had liquidity buffer of around INR 13,000 Mn. and unutilised Cash Credit facility of INR 7,000 Mn. In addition the company has sanction on hand to the tune of INR 11,250 Mn. in the form of Term loan, NCD and Direct assignment.
- Company also assessed its structural liquidity for the period ended June 30, 2020 after taking in to account the moratorium extended to its borrower under the relief given by RBI. Based on this assessment no negative impact on liquidity has been observed and the cash flow in all the cumulative buckets remains positive.
- Company has also stress tested its liquidity model and is comfortably placed to meet its repayment obligations for the entire year.
- Company has not opted for moratorium benefits on the loan o/s from any of its lenders.
- Company has applied for fresh sanctions from its existing lenders as well as under the various schemes launched by Reserve Bank of India and Government of India.

OPERATIONAL MANAGEMENT

- Currently , all our 105 branches are operational with adequate staffing to be scaled up gradually depending upon the situation.
- Company uses banking platform for 100% of its disbursement and collections. The use of banking platform ensured seamless Collection operations during the lockdown.
- On cost monitoring, the company is taking various initiatives to enhance the efficiency of the employees, cutting on advertisement, travelling and other related expenses. The company is also taking steps to move more towards variable based cost structure.

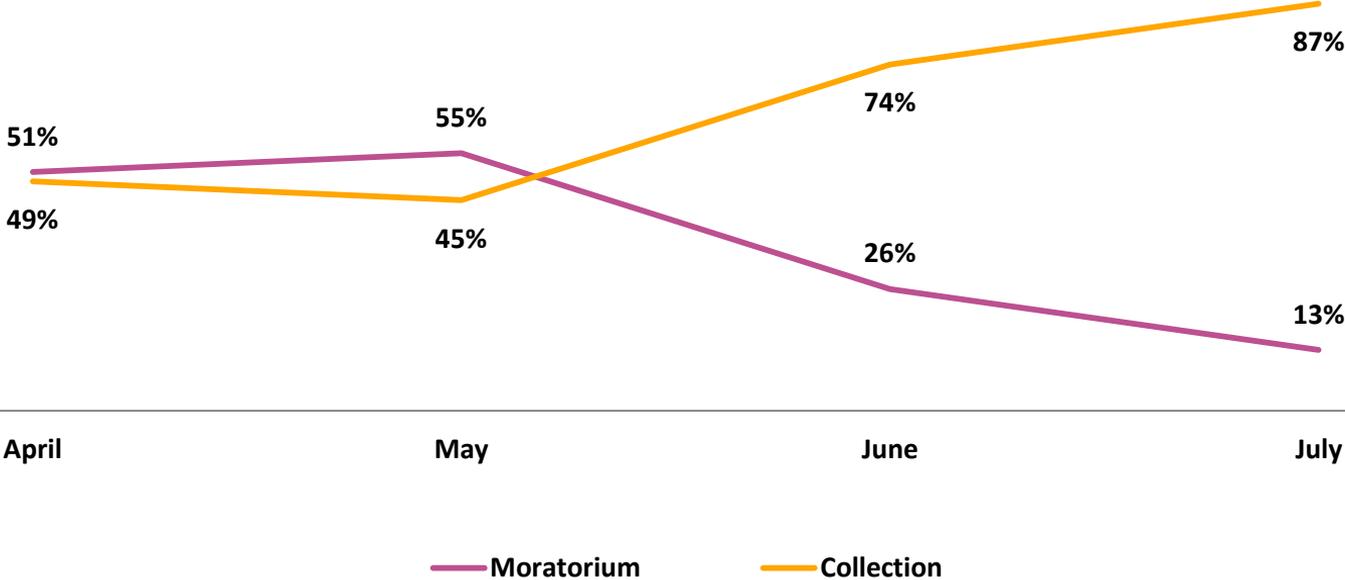
EMPLOYEES

- Reskilling and training of Employees.
- Daily basis Health advisory as well as regular monitoring of temperatures of employees.
- Regular sanitizing of office premises, as well compulsory sanitizing of all individuals entering the office premises.
- Availability of Doctor on call.

Moratorium & Collection Trend

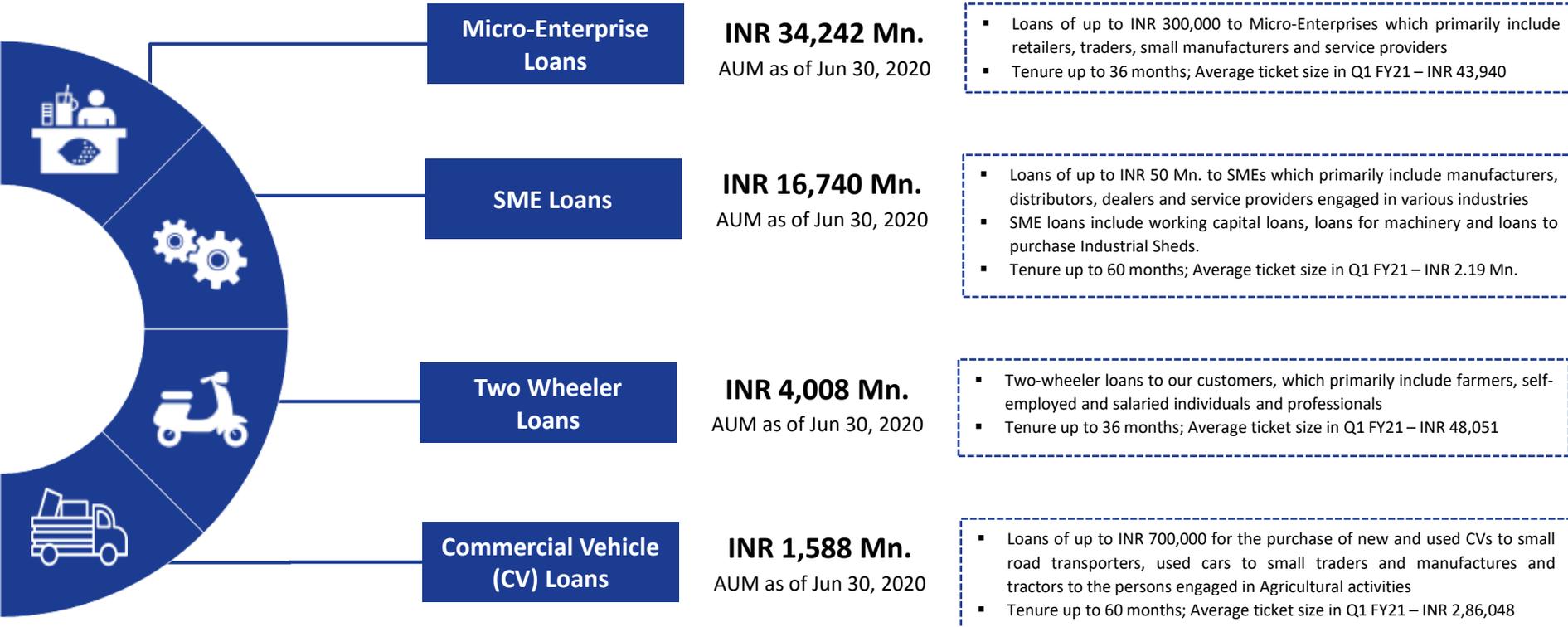


% CUSTOMERS BY VALUE



Diversified product offerings presenting significant growth opportunities

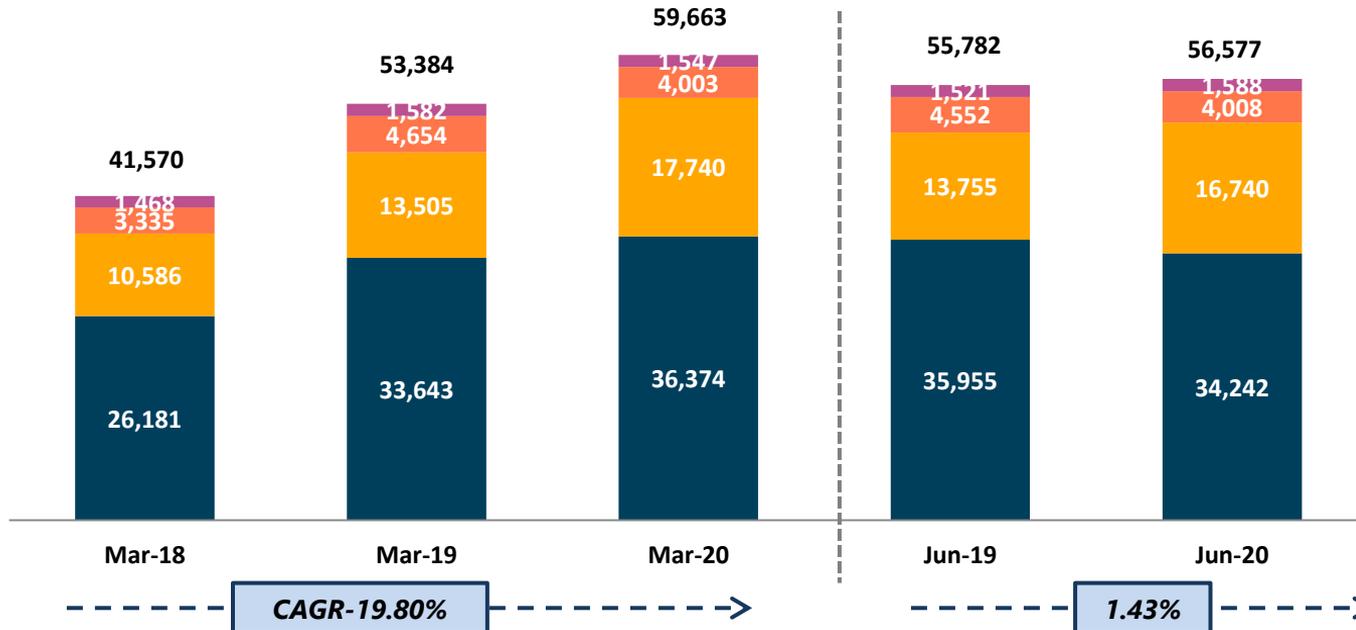
HSBC focuses on serving the underserved credit needs of mid and low income group segments



AUM by Product Category

AUM by Product Category (INR Mn.)

■ Micro-Enterprise loans(MEL) ■ SME loans ■ 2-Wheeler loans ■ Commercial Vehicle loans



Segment Performance Q1 FY21 vs Q1 FY20

▼ 4.76%

Micro-Enterprise loans (MEL)

▲ 21.70%

SME loans

▼ 11.95%

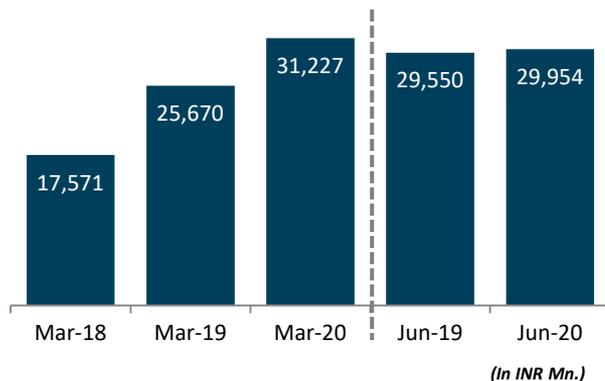
2-Wheeler loans

▲ 4.40%

Commercial Vehicle loans

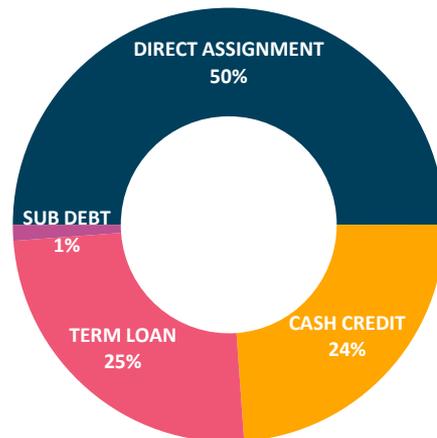
Liability Management

BORROWING*

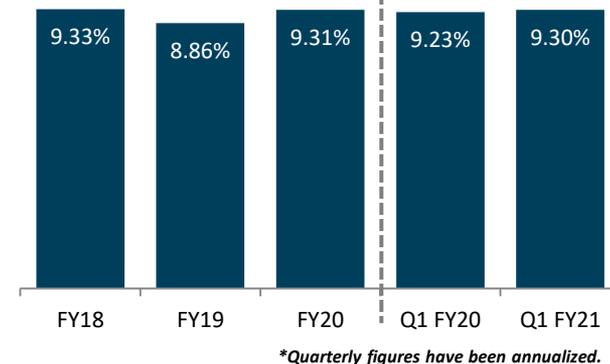


SOURCES OF FUND

as on 30th June 2020



COST OF BORROWING (COB)*



- The composition of our liability mix ensures healthy ALM and well diverse resource mix.
- The Company withstood the litmus test very successfully during this which was one of the most challenging year – **A testimony to its very efficient liability management.**
- **Capital adequacy ratio**, as on 30th June 2020 is **34.93%** against regulatory norms of 15%. **Tier I capital** is **32.20%** as against requirement of 10%. **Tier II capital** is just **2.73%** which will increase from time to time depending on the requirement and also as a source of structural liquidity to strengthen ALM.
- **Around 75% of the portfolio is MSME loans** which qualifies as Priority Sector Lending. Over the years we have maintained **around 35% to 40% of AUM as off book through Direct assignment transactions**. It is with door to door maturity and without recourse to the company. This further strengthens the liability management. The Direct Assignment sanction on hand is around INR 10,000 Mn.
- The **total Cash credit limit** available to the company is **INR 17.95 Bn.** spread across 18 banks. The **utilization level** is maintained at **65% - 70%** of the total Cash Credit Facility, ensuring sufficient liquidity on hand.
- **Leverage Ratio** on balance sheet works out to be **2.71 times** and going forward plan is to maintain the leverage at optimum level.

ASSET CREATION

- ✓ To anchor to our belief that, growth along with quality is the key to enhance the shareholders' value.
- ✓ Anticipated growth for the next five years to be in the range of 20% - 30% with an understanding of recalibrating it depending on the macro situation, prioritising asset quality and profitability, thereby maintaining healthy ROA and ROCE.
- ✓ We will continue serving the informal LIG and MIG class of customers spread over rural, semi urban and urban areas leveraging on our more than two decades of experience and striving to add value to our clients.
- ✓ SME and Housing finance offers huge potential and company will maintain adequate focus as it is anticipated as one of the key growth drivers.
- ✓ The distribution network of the current states in operation will be strengthened and endeavors will be to provide one of the most efficient financial services which we term as the Power of Distribution. The company will also explore the potentiality of entering into new geographies.

LIABILITY MANAGEMENT

- ✓ Ideal debt resource mix, ensuring continuous flow of funds while maintaining optimum utilization of capital.
- ✓ The assets created by the company is expected to generate good securitization/assignment demand thereby enabling the company to de-risk and maintain the off book portfolio.

OPERATIONAL EXCELLENCE

- ✓ Learning and Unlearning is a constant endeavor at MAS and will strive to improve the efficiency in all the areas of operation.

FINANCIAL REVIEW

Key Highlights – Q1 FY21

ASSET UNDER MANAGEMENT (AUM)

INR **56,577** Mn.

 **1.43%**
(Jun - 19: INR 55,782 Mn.)

PROFIT AFTER TAX (PAT)

INR **356** Mn.  **12.50%**

(Q1 FY20: INR 407 Mn.)

PAT without effect of special COVID provisioning

INR **585** Mn.  **43.59%**

NET INTEREST INCOME (NII)

INR **898** Mn.  **5.76%**

(Q1 FY20: INR 953 Mn.)

NII without effect of carrying cost

INR **996** Mn.  **4.57%**

COST OF BORROWING (COB)

9.30%  **0.07bps**

(Q1 FY20: 9.23%)

OPERATING EXPENSE RATIO (OER)

0.84%  **41.39%**

(Q1 FY20: 1.44%)

CAPITALIZATION*



TOTAL CRAR: 34.93%

TIER I CRAR : 32.20%

TIER II CRAR : 2.73%



(Jun -19: CRAR -
27.97%)

ASSIGNED TO BANKS/FIS



44.59%
of AUM

ACTUAL

WITHOUT EFFECT
OF SPECIAL COVID
PROVISIONING

RETURN ON AVG. NET WORTH*

13.29%

21.81%

RETURN ON AVG. BALANCE SHEET
ASSETS*

3.15%

5.17%

RETURN ON AVG. AUM*

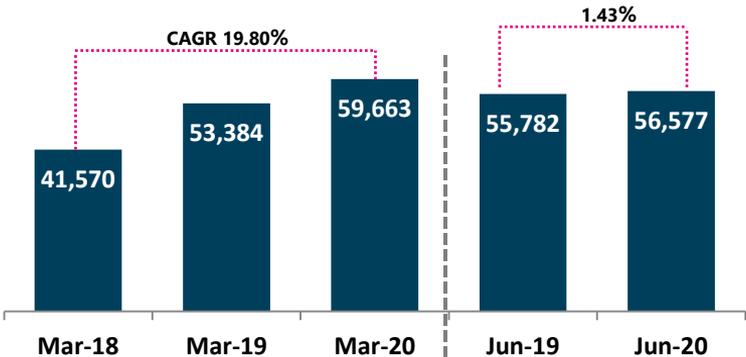
2.45%

4.02%

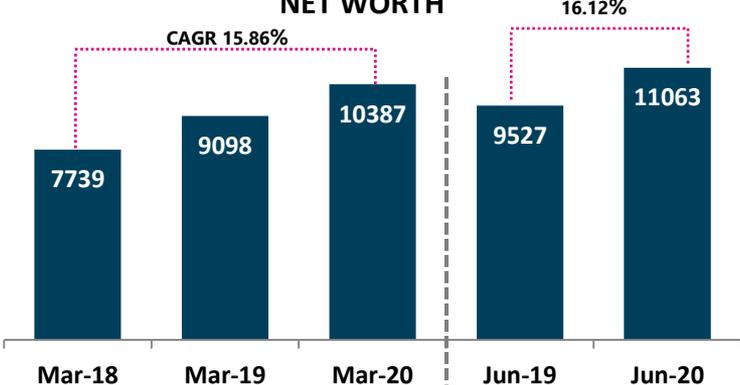
Financial Performance – Q1 FY21



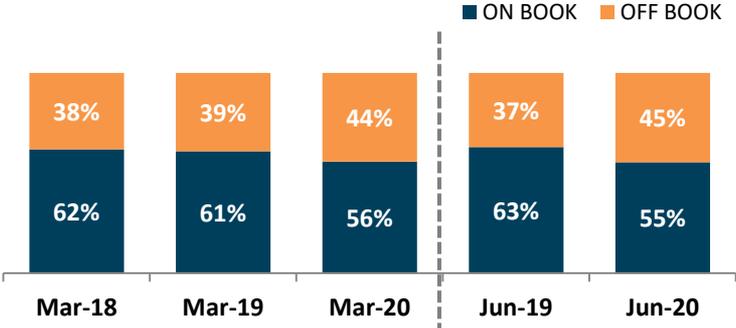
ASSETS UNDER MANAGEMENT (AUM)



NET WORTH



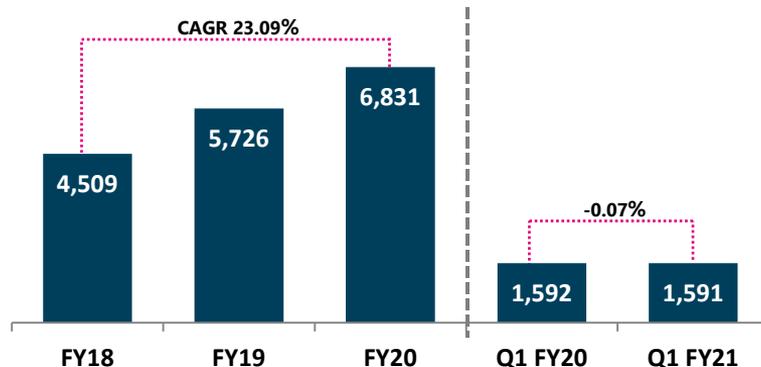
ON & OFF BOOK AUM



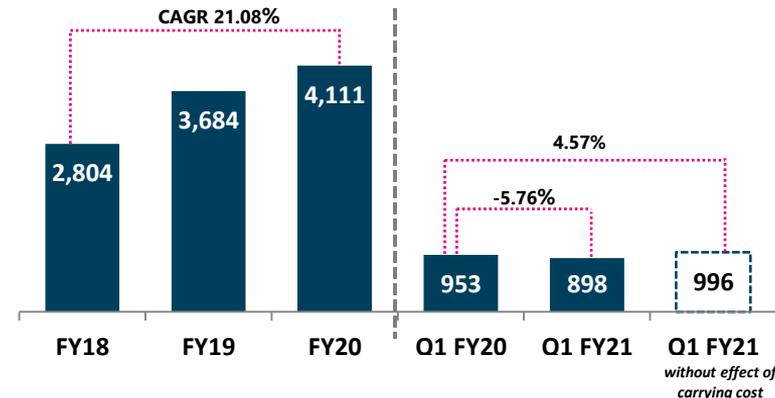
(In INR Mn.)

Financial Performance – Q1 FY21

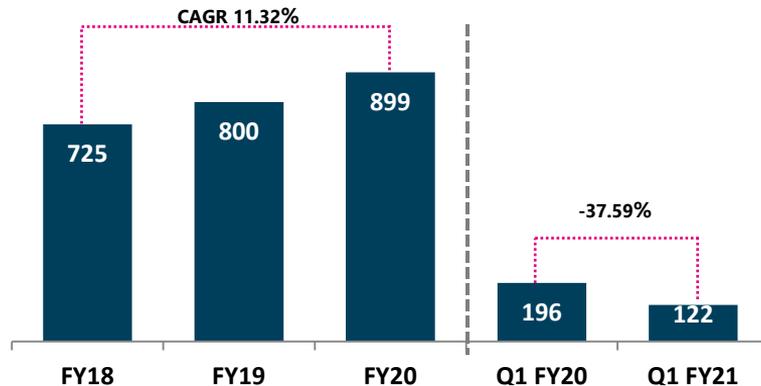
REVENUE



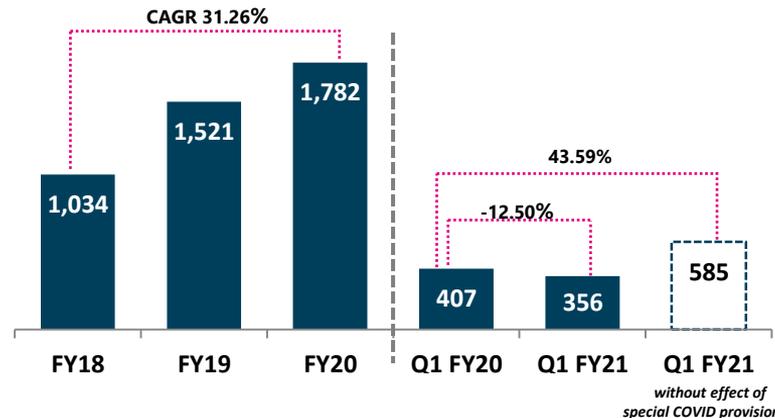
NET INTEREST INCOME (NII)



OPERATING EXPENSE

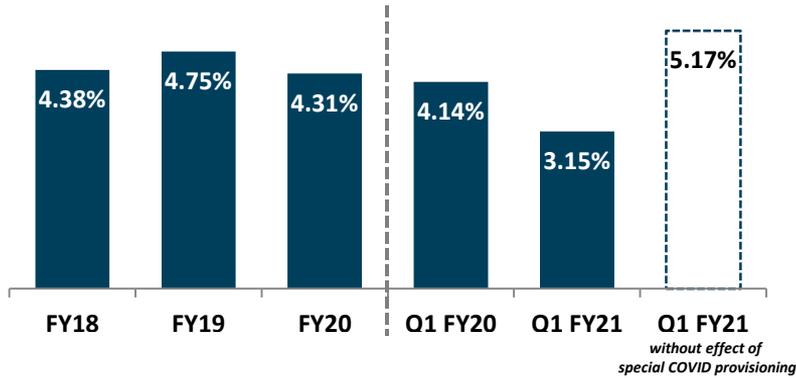


PROFIT AFTER TAX (PAT)

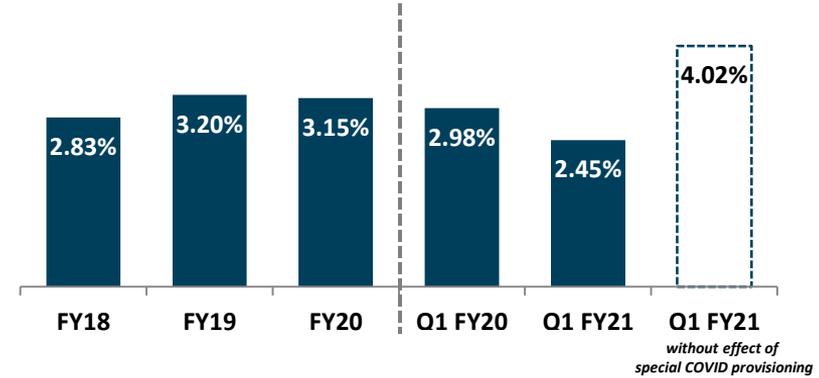


Financial Performance – Q1 FY21

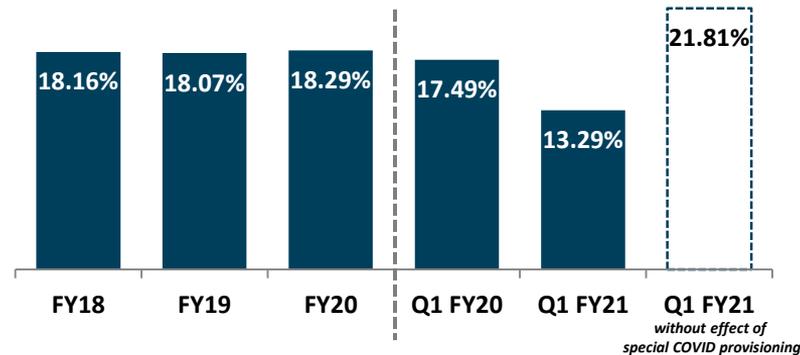
RETURN ON AVG. BALANCE SHEET ASSETS (ROTA)*



RETURN ON AVG. AUM (ROAUM)*



RETURN ON AVG. NET WORTH (RONW)*

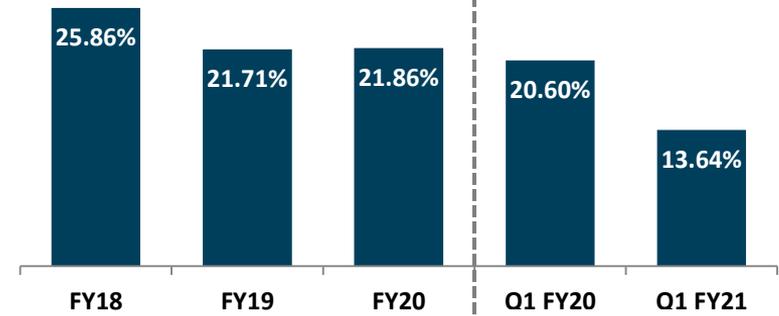
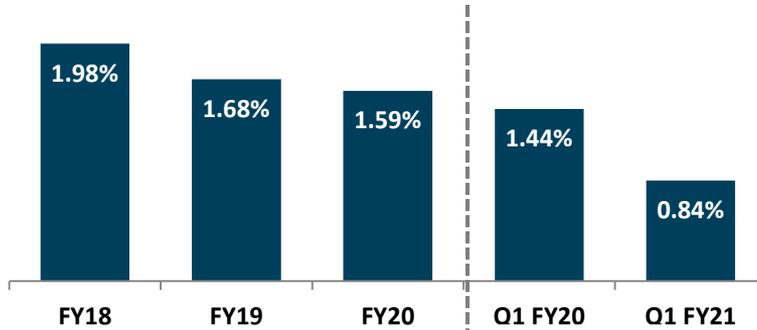


Financial Performance – Q1 FY21

Optimized cost structure

OPERATING EXPENSE RATIO (OE RATIO)*

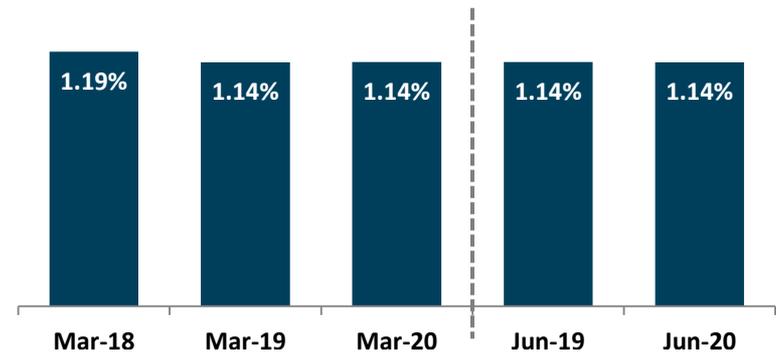
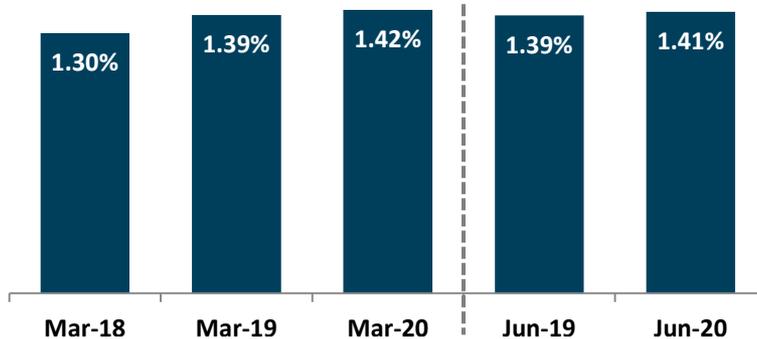
OPERATING EXPENSE AS % OF NII*



Efficiently maintaining the quality of assets

GROSS STAGE 3 ASSETS

NET STAGE 3 ASSETS

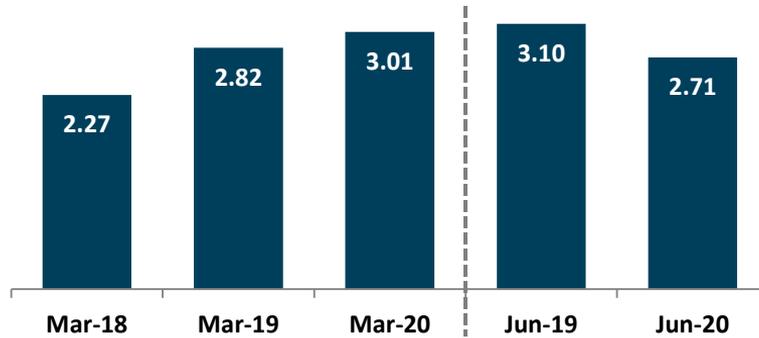


*Quarterly figures have been annualized.

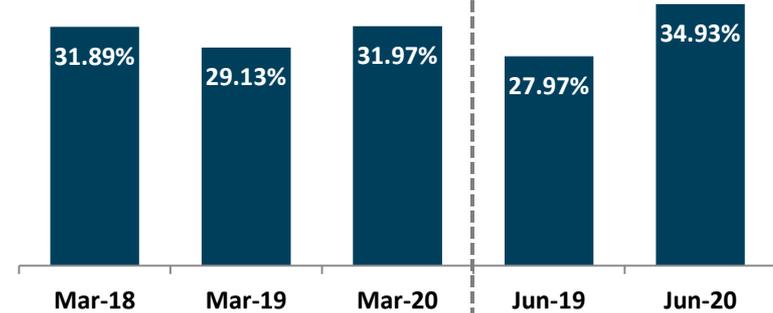
Financial Performance – Q1 FY21

Strongly Capitalized

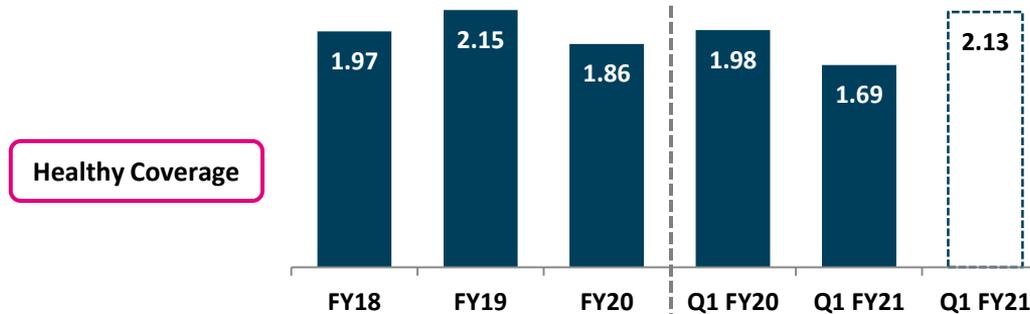
DEBT – EQUITY RATIO (DER)



CAPITAL ADEQUACY RATIO (CAR)*



INTEREST COVERAGE RATIO (ICR)



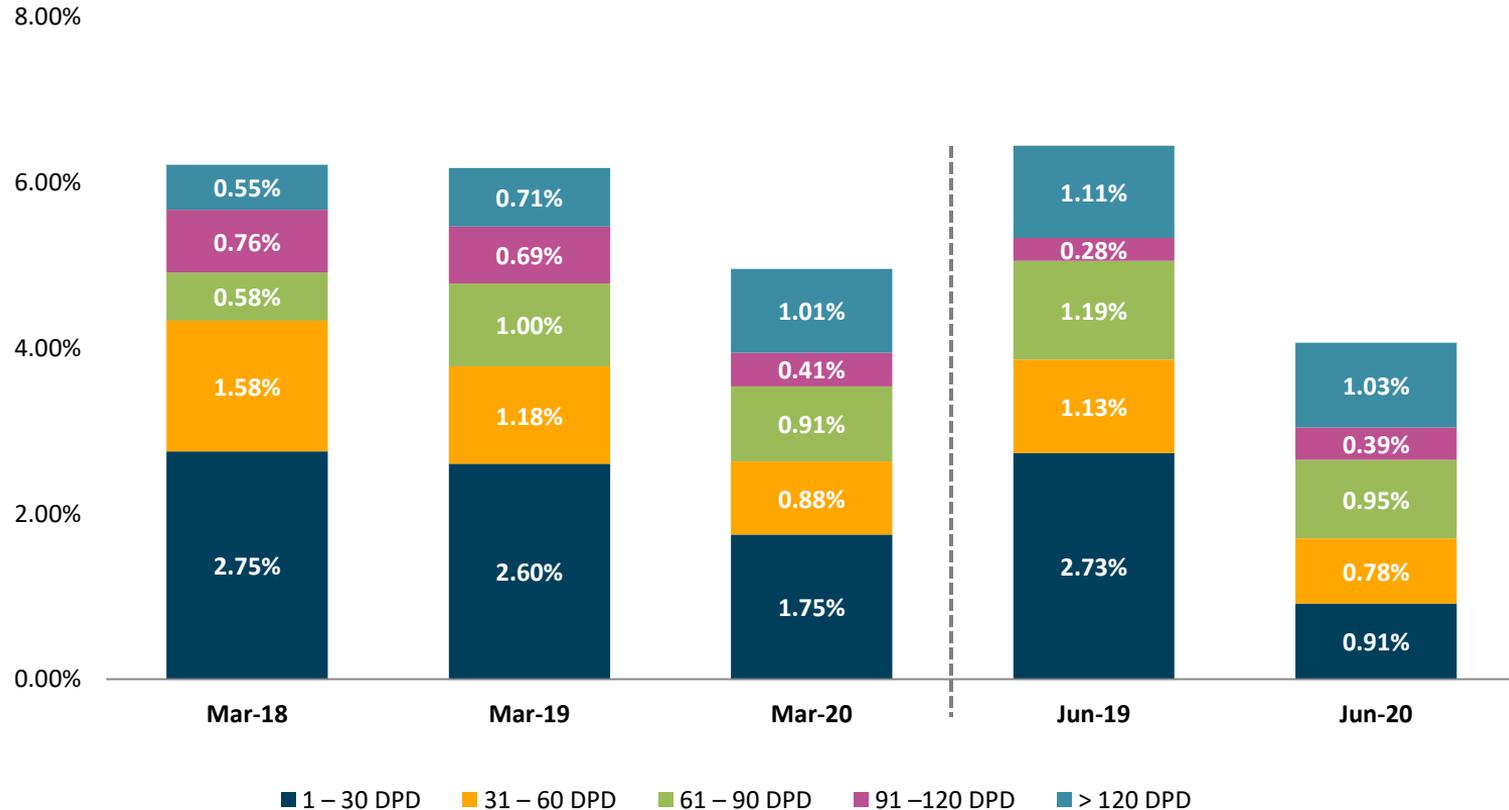
Healthy Coverage

*Note: Capital Adequacy Ratio has been calculated in anticipation of RBI Guidelines, whereby accumulated upfront gain on direct assignment transaction of INR 568.55 Mn. has been netted off from the Owned Fund.

without effect of special COVID provisioning

Asset Under Management - Credit Quality

ASSET UNDER MANAGEMENT- DPD



(In INR Mn.)

Particulars	Q1 FY21		Q1 FY20		FY20	
	AUM	Provision	AUM	Provision	AUM	Provision
Stage 1	29918.30	93.58	33283.24	115.06	31762.21	106.04
Stage 2	832.45	95.50	1164.51	132.62	863.52	111.56
Stage 3	596.77	155.73	667.65	139.18	629.19	164.73
TOTAL ON BOOK	31347.52	344.80	35115.41	386.85	33254.91	382.33
Assigned Portfolio	25229.73	N/A	20666.73	N/A	26407.92	N/A
TOTAL AUM	56577.25		55782.14		59662.82	

Particulars	Q1 FY21	Q1 FY20	FY20
Gross Stage 1 And Stage 2 Assets As % Of On Book Assets	98.10%	98.10%	98.11%
Stage 1 & Stage 2 Assets (Standard Assets) Provisioning	0.61%	0.72%	0.67%
Gross Stage 3 Assets As % Of On Book Assets	1.90%	1.90%	1.89%
Stage 3 Assets Provisioning	26.09%	20.85%	26.18%
Net Stage 3 Assets As % Of On Book Assets	1.41%	1.50%	1.40%
Gross Stage 3 As % Of AUM	1.41%	1.39%	1.42%
Net Stage 3 As % Of AUM	1.14%	1.14%	1.14%

Note: **(1)** Stage 3 (>90 DPD Assets) on Assigned portfolio is INR 203.53 Mn. on 30th June 2020 and INR 108.76 Mn. on 30th June 2019 which has been taken into consideration while calculating Stage 3 As % Of AUM.

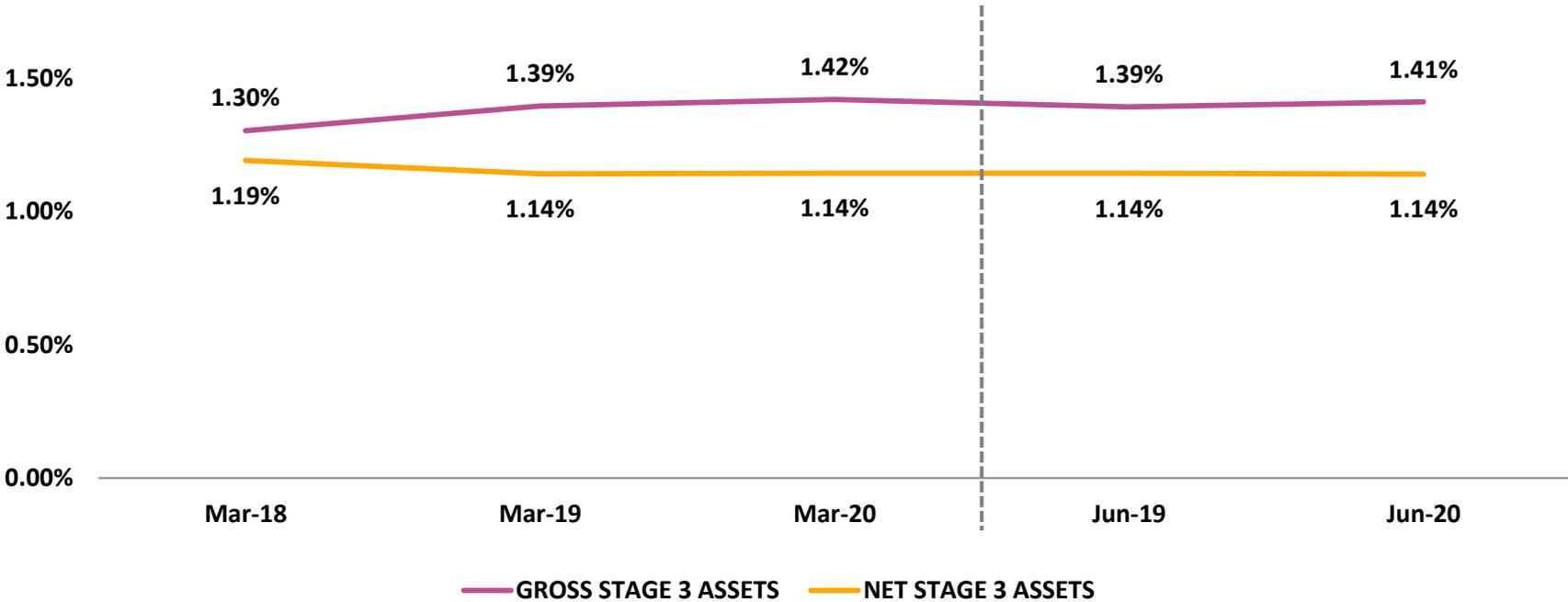
(2) The company special COVID provisioning as on 30th June 2020 is INR 508.76 Mn. (Not netted off with gross assets in various stages) with which total provision amounts to around INR 853.56 Mn. The Special COVID provision done during the quarter is INR 305.44 Mn.

Constantly maintaining quality portfolio



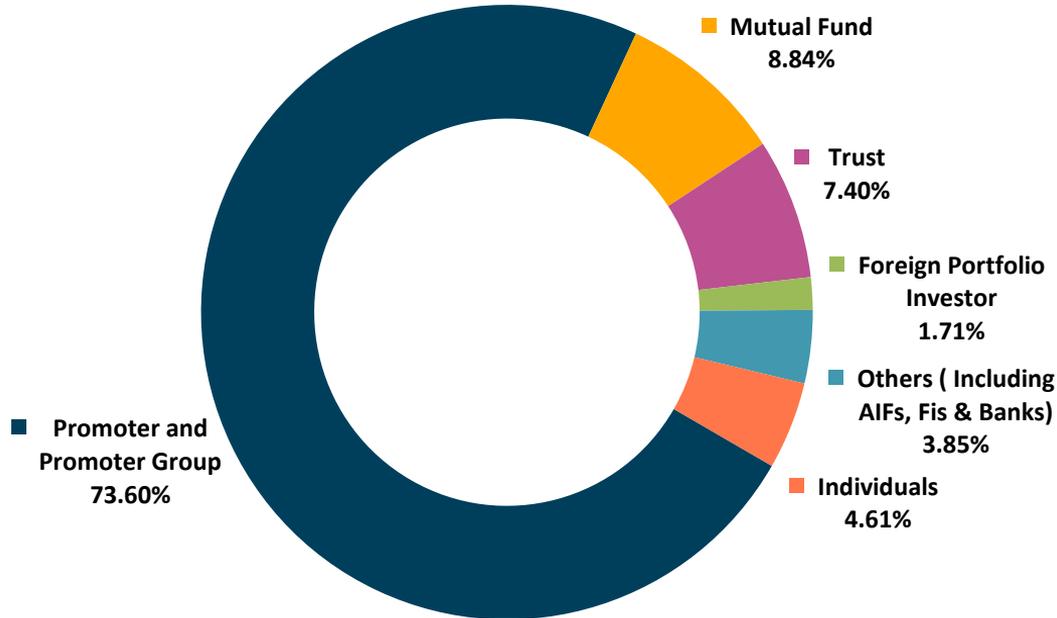
Catalyst in growth of Entrepreneurs, not creating just borrowers

STAGE 3 ASSETS



Reputed Marquee FIIs and DIIs shareholders base

Shareholding as on 30th June 2020



Marquee Non Promoter Shareholders

MOTILAL PRIVATE EQUITY
AXIS MUTUAL FUND
IDFC MUTUAL FUND
TATA AIA LIFE INSURANCE
RELIANCE ALTERNATIVE INVESTMENT FUND
MOTILAL OSWAL MUTUAL FUND
ASK INVESTMENT MANAGERS PRIVATE LIMITED
SCHRODER INTERNATIONAL SELECTION FUND INDIAN OPPORTUNITIES
INDIA EMERGING OPPORTUNITIES FUND LIMITED
MIRAE ASSET INDIA
UNISUPER LIMITED AS TRUSTEE FOR UNISUPER

Financial Statement: FY18 – Q1 FY21



PROFIT & LOSS STATEMENT					
INR Mn.	FY 2018	FY 2019	FY 2020	Q1 FY20	Q1 FY21
Total Revenue	4509	5726	6831	1592	1591
Expenses	2857	3387	4486	966	1115
Finance Costs	1705	2041	2720	640	694
Operating Expense	725	800	899	196	122
Provisions and Loan Losses	428	545	868	130	299
Profit Before Tax	1652	2339	2345	627	476
Profit After Tax	1034	1521	1782	407	356
Other comprehensive income	161	-66	47	-5	51
Total comprehensive income	1195	1455	1829	403	408
BALANCE SHEET STATEMENT					
INR Mn.	Mar-18	Mar-19	Mar-20	Jun-19	Jun-20
ASSETS					
Financial assets	26371	36435	44906	40978	44263
Loans	25463	32185	33378	34836	31075
other financial assets	908	4249	11529	6142	13188
Non-financial assets	606	601	662	649	678
Total assets	26977	37036	45568	41627	44941
LIABILITIES					
Financial liabilities	18903	27494	34946	31617	33640
Debt securities	597	598	599	598	599
Borrowings (other than debt securities)	12252	19598	25202	23351	24638
Other Financial Liabilities	6054	7297	9145	7668	8403
Non-financial liabilities	335	444	235	483	238
Total liabilities	19238	27937	35181	32100	33878
EQUITY					
Equity share capital	547	547	547	547	547
Other equity	7192	8552	9841	8980	10516
Total equity	7739	9098	10387	9527	11063
Total liabilities and equity	26977	37036	45568	41627	44941

Assignment Income Reconciliation

Sr. No.	Particulars	Q1 FY21	Q1 FY20	FY20
1	Upfront spread booked on present value basis on portfolio assigned during the year (based on IND-AS)	144.40	200.33	1074.88
2	Income booked on asset created out of spread receivable (based on IND-AS)	19.18	15.42	63.85
3	Spread that would have been booked on assigned portfolio on amortization basis	176.35	258.53	1075.57
4	Net Impact on income due to upfront booking of spread on the assigned portfolio (based on IND-AS) (1+2-3)	-12.77	-42.77	63.16

(In INR Mn.)

The company is actively pursuing with the Competent Authority to get the permission to amortise the realised gain on assignment instead of booking it upfront.



**AA\$ Rural Housing & Mortgage Finance
Limited (MRHMFL)**

Subsidiary

■ is targeting affordable housing finance segment through its subsidiary

- ■ Rural Housing & Mortgage Finance Limited (“■ Housing” or MRHMFL) is a non-deposit taking , NHB registered, housing finance institution. It was incorporated in 2008 and headquartered in Ahmedabad, Gujarat
- MRHMFL provides loans for purchase of new and old houses, construction of houses on owned plots, home improvement loans and loans for purchase and construction of commercial property. It also extend loans to developers for construction of affordable housing projects
- MRHMFL provides housing loans in rural and semi-urban areas of Gujarat, Maharashtra, Rajasthan and Madhya Pradesh
- With its continued focus on the rural and semi-urban segments, the company has 69 branches and have sourcing arrangements with 55 intermediaries – typically project developers and property agents

Housing Loans



- Loans of up to INR 5 Mn. for residential and INR 10 Mn. for commercial
- Provides housing loans to customers, who are primarily salaried and self-employed individuals and loans to developers for construction of affordable housing project
- Tenure up to 300 months for residential and 144 months for commercial
- Average Ticket size in Q1 FY21– INR 8,21,622
- **AUM as of June 30, 2020– INR 2,842Mn.**

ASSETS AND PORTFOLIO QUALITY

- The AUM stood at INR 2,842 Mn. a growth of 4.61% over the corresponding period. However, the two quarters are not comparable due to the pandemic impact. The Gross Stage 3 Assets is 0.36% and Net Stage 3 Assets is 0.26% of AUM as on 30th June 2020.
- The Company is in process of constantly assessing the present evolving situation, in order to make necessary amendments in the credit policy. In line of our dictum of extending credit where it is due and adopting a cautious approach the disbursement were INR 35 Mn. and INR 16 Mn. in the month of June and July respectively.
- The moratorium is granted on the payment of installments falling due between March 1, 2020 and August 31, 2020 to all eligible borrowers and in their best interest the company continued with its endeavours of educating them to pay their EMIs, provided they have sufficient liquidity; which will help them to save on interest cost.
- **The company is engaged predominantly in to affordable and rural housing financing. Moratorium was granted to all such borrowers. The collection in this segment for the month of June-20 and July-20 is 80% and 83% respectively by value.**
- **The Company total special COVID provision as on 30th June 2020 stands at INR 21.05 Mn. which is 0.81% of the on book assets of INR 2,587.30 Mn.**
- Having served the sector for more than two decades, we firmly believe that the policy of the company of granting moratorium should enable the borrowers to effectively manage their liquidity in this unprecedented time. Availing such forbearance by them does not signify a weak credit prognosis. It very clearly manifests company's resolve of not only extending credit but also all the facilities where it is due, within its capabilities.

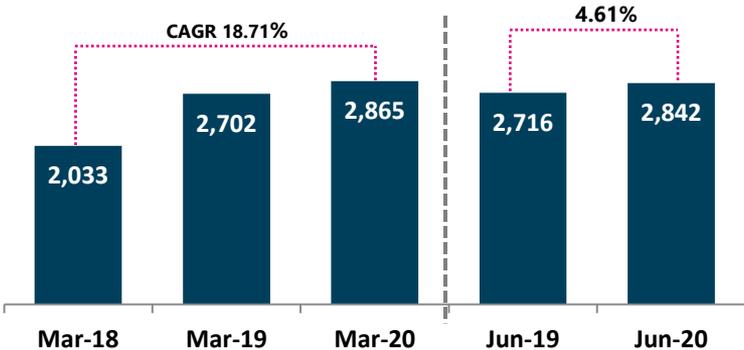
CAPITAL AND LIQUIDITY MANAGEMENT

- Company's Capital adequacy remained strong at 42.07% with Tier I Capital of 33.26% and Tier II Capital of 8.81%. The Company has adequate capital and financial resources to run its business operations.
- As on 31st July 2020, the company had liquidity buffer of around INR 375 Mn. and unutilised Cash Credit facility of INR 170 Mn. In addition the company has sanction on hand to the tune of INR 220 Mn. in the form of Term loan and NHB Refinance.
- Company also assessed its structural liquidity for the period ended June 30, 2020 after taking in to account the moratorium extended to its borrower under the RBI relief. Based on this assessment no negative impact on liquidity has been observed and the cash flow in all the cumulative buckets remains positive.
- Company has also stress tested its liquidity model and is comfortably placed to meet its repayment obligations for the entire year.
- Company has applied for fresh sanctions from its existing lenders as well as under the various schemes launched by Reserve Bank of India and Government of India.

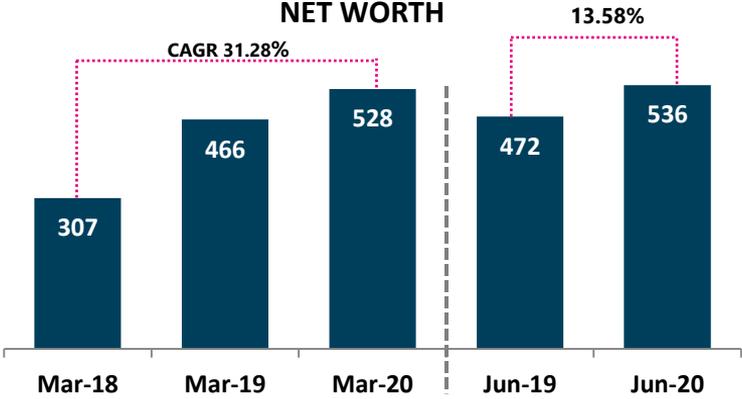
Financial Performance – Q1 FY21



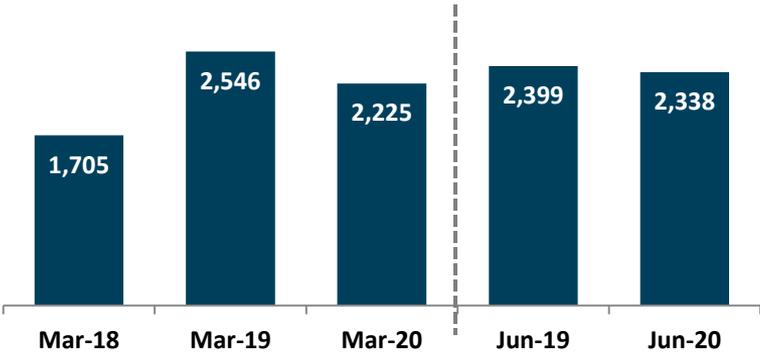
ASSETS UNDER MANAGEMENT (AUM)



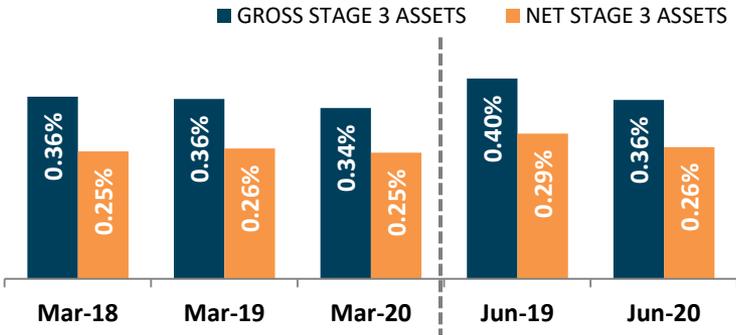
NET WORTH



BORROWING



GROSS STAGE 3 ASSETS & NET STAGE 3 ASSETS

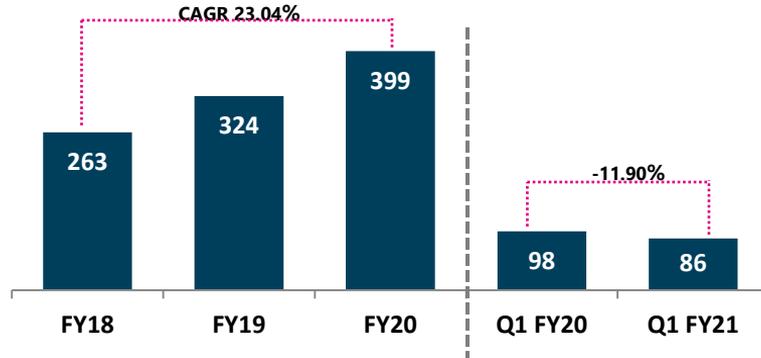


(In INR Mn.)

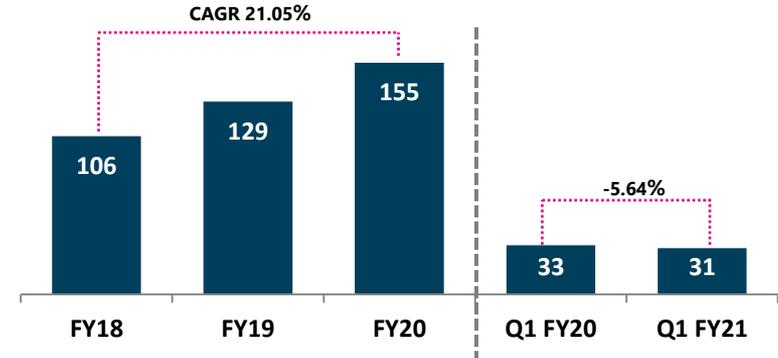
Financial Performance – Q1 FY21



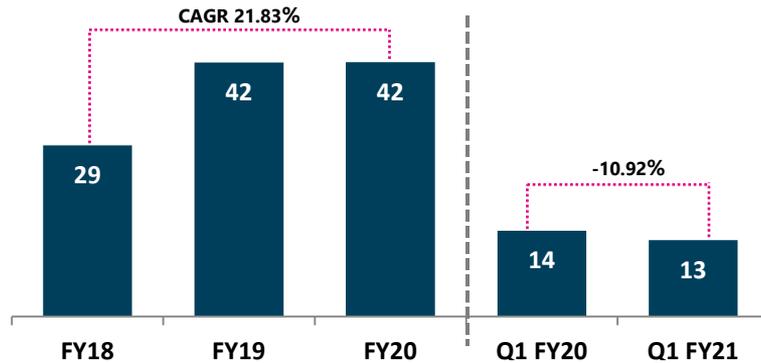
REVENUE



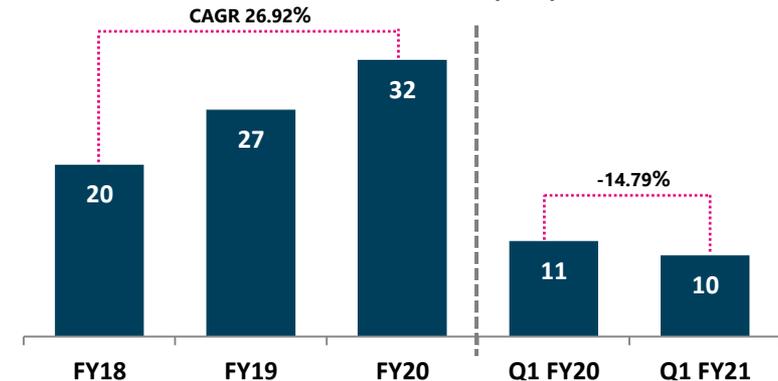
NET INTEREST INCOME (NII)



PROFIT BEFORE TAX (PBT)



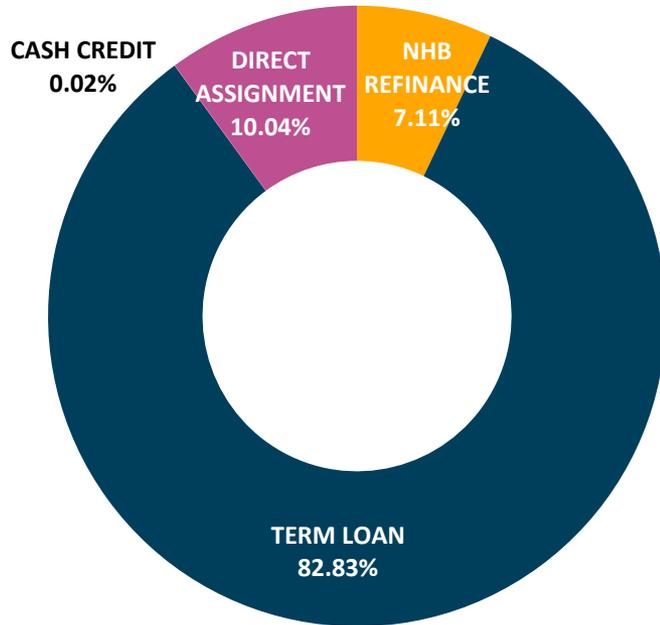
PROFIT AFTER TAX (PAT)



(In INR Mn.)

Sources of Fund

as on 30th June 2020



- The composition of our liability mix ensures healthy ALM and well diverse resource mix.
- The Liability management was tested last quarter and the company could successfully demonstrate its capability of efficient liability management
- **Capital adequacy ratio**, as on 30th June 2020 is **42.07%** against regulatory norms of 12%. **Tier I** capital is **33.26%**. **Tier II** capital is just **8.81%** which will increase from time to time depending on the requirement and also as a source of structural liquidity to strengthen ALM.
- **Around 65% of the on book housing loan portfolio qualifies as priority sector lending for banks as on lending to HFCs.** We keep on raising term loans from banks both priority sector and Non priority sector lending with a average maturity of 5 -7 years.
- We keep on availing **refinance from NHB which is currently 7.11% of our total borrowing mix.** This help us to raise matching tenure loans at very competitive rates. The company is working very hard to enhance NHB refinance share in our total liability management.
- The **total Cash credit limit** available to the company is **INR 170 Mn.** The **utilization level** is maintained at **50% - 60% of the total Cash Credit Facility**, ensuring sufficient liquidity on hand.
- **Around 100% of the housing loan portfolio qualifies as priority sector lending for banks if the same is assigned to banks.** Increase in direct assignment of portfolio over a period of time will enable efficient ALM and will bring about capital efficiency.

Credit Quality



(In INR Mn.)

Particulars	Q1 FY21		Q1 FY20		FY20	
	AUM	Provision	AUM	Provision	AUM	Provision
Stage 1	2,492.29	3.47	2,603.61	4.63	2,487.95	3.48
Stage 2	85.31	4.62	80.11	4.51	101.37	5.44
Stage 3	9.70	2.67	10.42	2.85	9.27	2.56
TOTAL ON BOOK	2,587.30	10.76	2,694.14	12.00	2,598.59	11.48
Assigned Portfolio	254.25	N/A	22.19	N/A	266.85	N/A
TOTAL AUM	2,841.55		2,716.33		2,865.45	

Particulars	Q1 FY21	Q1 FY20	FY20
Stage 1 And Stage 2 Assets As % Of On Book Assets	99.63%	99.61%	99.64%
Stage 1 And Stage 2 Assets (Standard Assets) Provisioning	0.31%	0.34%	0.34%
Stage 3 As % Of On Book Assets	0.37%	0.39%	0.36%
Stage 3 Assets Provisioning	27.56%	27.37%	27.56%
Net Stage 3 As % Of On Book Assets	0.27%	0.28%	0.26%
Stage 3 As % Of AUM	0.36%	0.40%	0.34%
Net Stage 3 As % Of AUM	0.26%	0.29%	0.25%

Note: **(1)** Stage 3 (>90 DPD Assets) on Assigned portfolio is INR 0.45 Mn. on 30th June 2020 and 0.44 Mn. on 30th June 2019 which has been taken into consideration while calculating Stage 3 As % Of AUM.

(2) The company special COVID provisioning as on 30th June 2020 is INR 21.05 Mn. (Not netted off with gross assets in various stages) with which total provision amounts to around INR 31.81Mn. The Special COVID provision done during the quarter is INR 0.83 Mn.

UNDERSTANDING MAS



VISION

To be one of the most efficient distributors of financial services and create value on a very large scale.



MISSION

To constantly endeavor, to attain excellence and create a very wide Financial distribution network and to be catalyst; in providing the most efficient financial services which we term as financial inclusion.



BELIEF

“We have miles to go & Promises to keep.....”
“Together we can and we will”

LIABILITY MANAGEMENT

- ✓ Self Propelling Business Model – Capital requirement met predominantly from internal accruals
- ✓ Healthy ALM
- ✓ Right mix of resources
- ✓ Planning and maintaining Cost Efficiency

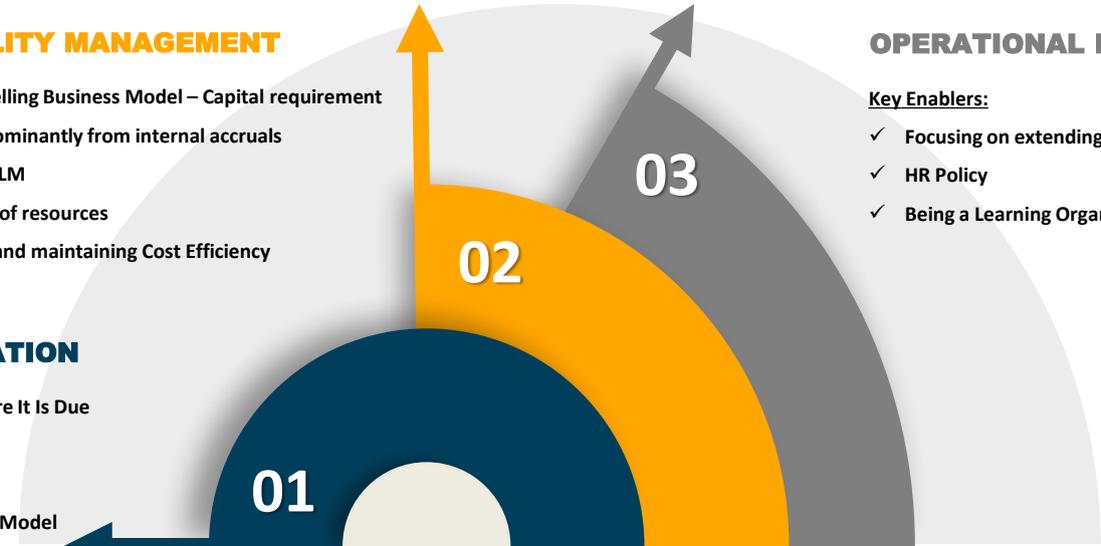
ASSET CREATION

- ✓ Dictum: Credit Where It Is Due
- ✓ Product Mix
- ✓ Adding Value
- ✓ Unique Distribution Model

OPERATIONAL EXCELLENCE

Key Enablers:

- ✓ Focusing on extending credit where it is due
- ✓ HR Policy
- ✓ Being a Learning Organization



Unique and Robust Distribution Network Through NBFC Partners (1/2)



AIM & OUR UNDERSTANDING

Efficient last mile delivery of credit across its product range namely MEL, SME, 2 Wheeler and Commercial Vehicle Loans

Value chain approach has proven to be the most potent one to solve informality because of proximity to the end borrowers

Better quality of intermediation with advantage of adequate capital base along with better understanding of the operations and demography

Revenue sharing model ensures scalability of the relationships where the operational cost and credit cost to be borne by the partner NBFCs is considered. The partnership is with full recourse to the partner

KEY CRITERIA FOR STARTING RELATIONSHIP

Promoters Evaluation

Product Alignment

Operational Excellence

Growth Strategy

Capital Base

Financial Performance

CREDIT ASSESSMENT

Pre-Engagement Due Diligence

- Promoters' Domain Expertise
- Strategic alignment
- Range of Products
- On site system and Operational Setup

Transaction Level Due Diligence

- Alignment of Credit screen for various products
- Creation of portfolio
- On site audit of the portfolio Hypothecated

Periodical Deep Diving

- Continuous engagement in order to improve their Systems & Operations to ensure the quality of portfolio and compliance

Unique and Robust Distribution Network Through NBFC Partners (2/2)

IMPACT

HAS

- Widens its network while maintaining a relatively lower risk profile
- Establishes knowledge partnerships and increase its local market knowledge

NBFCs

- Value addition in improving their systems and operations which helps in scalability and Sustainability of business
- Gets vital liability support due to our understanding of the retail products

Borrowers

- Creates an all-round enabling situation of extending credit where it is due by extending credit with deep penetration and understanding

Eco-System

- Catalyst in Efficient last mile delivery of credit

TRACK RECORD

Started with 1 NBFC in 2008, currently having relationship with more than 100 such NBFCs having virtual presence Pan India.

Have grown at a CAGR of around 30% in last five years across our product range with immaculate track record.

GOING FORWARD

Huge potential to grow along with these NBFCs partners across our product range for efficient last mile delivery of credit

360° view for scalability and sustainability of relationship in the form of :

- a) Providing Liability Solution
- b) Product Development & Strengthening their system and Operations
- c) Capital Advisory

Robust and Comprehensive Credit Assessment & Risk Management Framework

MAS aims to give credit where it is due with the dictum of adherence and adaptability

Robust credit assessment



Credit assessment process overview by Product

Micro-Enterprise Loans

- Analysis of business potential and end use, cash flows and model (business to have cash profit for the previous 3 years)
- Requires a guarantor or co-applicant according to the assessment of the applicant's profile

SME Loans

- Business operating history is required from minimum 1 year to 5 years depending on loan size
- 50-70% of turnover to be reflected in current account
- Eligibility criteria is based on turnover, debt/equity ratio and net worth on a case-to-case basis

Two-wheeler Loans

- At least one property (residential or business) should be owned by the applicant or jointly residing family members
- For a student applicant, a co-applicant is compulsory

Commercial Vehicle Loans

- Requires vehicle hypothecation and insurance cover
- Analysis of income, experience, and business stability requirements depending on whether the applicant is a first time user, first time owner, fleet operator or a captive user

EXPERIENCED PROMOTERS



Mr. Kamlesh Chimanlal Gandhi
Chairman & MD

- **Mr. Kamlesh Chimanlal Gandhi**, aged 54 years, is the Founder, Chairman and Managing Director of MAS since inception.
- He visualized the opportunities in the retail financial services very early and has been leading the strategic initiatives and the execution team at MAS.
- He has close to 30 years of experience in the financial services sector.
- Under his leadership the company grew very consistently at CAGR of more than 40% over all these years.



Mr. Mukesh Chimanlal Gandhi
Director - Finance

- **Mr. Mukesh Chimanlal Gandhi**, aged 62 years, is a Co-founder, whole-time Director - Finance MAS Financial Services Limited. He has been associated with the Company since May 25, 1995
- He was designated as the Director (Finance) and Chief Financial Officer of the Company on March 20, 2015. He holds bachelor's and Master's degrees in commerce from Gujarat University
- He has over 30 years of experience in the financial services sector, with the Company
- He is also the chairman of the Gujarat Finance Company Association and a director of the Finance Industry Development Council

EMINENT DIRECTORS



Mrs. Darshana Saumil Pandya
Executive Director & CEO

- **Darshana Saumil Pandya**, aged 47 years, is an executive Director and Chief Executive Officer of *MAS* Financial. She has been associated with the Company since June 1, 1996, and as an executive Director since December 23, 2016
- She holds a bachelor's degree in commerce from Gujarat University
- She has over 20 years of experience in the financial service sector



Mr. Bala Bhaskaran
Independent Director

- He has been associated with the Company as a Director since November 1995 and as an independent Director since April 2014
- He is a management graduate with two decades of experience in the consultancy and financial sector.
- He has a number of management consultancy inputs from his rich experience
- He has done his engineering from IIT-Madras, MBA from IIM-Bangalore and CFA from ICFAI



Mr. Chetan Ramniklal Shah
Independent Director

- He has been associated with the Company since June 2008 and as an independent Director since April 2014
- He holds bachelor's degrees in commerce and law (general) from Gujarat University
- He is also a qualified chartered accountant registered with the Institute of Chartered Accountants of India
- He has over 33 years of experience in the financial services sector and has in the past worked with the Natpur Co-operative Bank as the Manager – Finance



Mr. Umesh Rajanikant Shah
Independent Director

- He has been associated with the Company as an independent Director since December 2016
- He is a Chartered Accountant
- He has more than 35 years of experience in the diverse fields connected with Finance, Accounting, Auditing and Taxation
- He also has 5 years hands-on experience of working in an NBFC



Mrs. Daksha Niranjani Shah
Independent Director

- She is a business graduate from Indian Institute of Management (IIM), Ahmedabad, specializing in Finance and Marketing and also a student of Economics and Statistics.
- She worked as a Programme Director of Vikas Centre for Development and Friends of Women's World Banking by serving and building capacity of more than 80 Microfinance Organizations all over India.
- She worked as Managing Director of Pahal Financial Services Pvt. Ltd from 2011 to 2014. At present she is the Managing Director of Altura Financial Services Ltd since 2014.

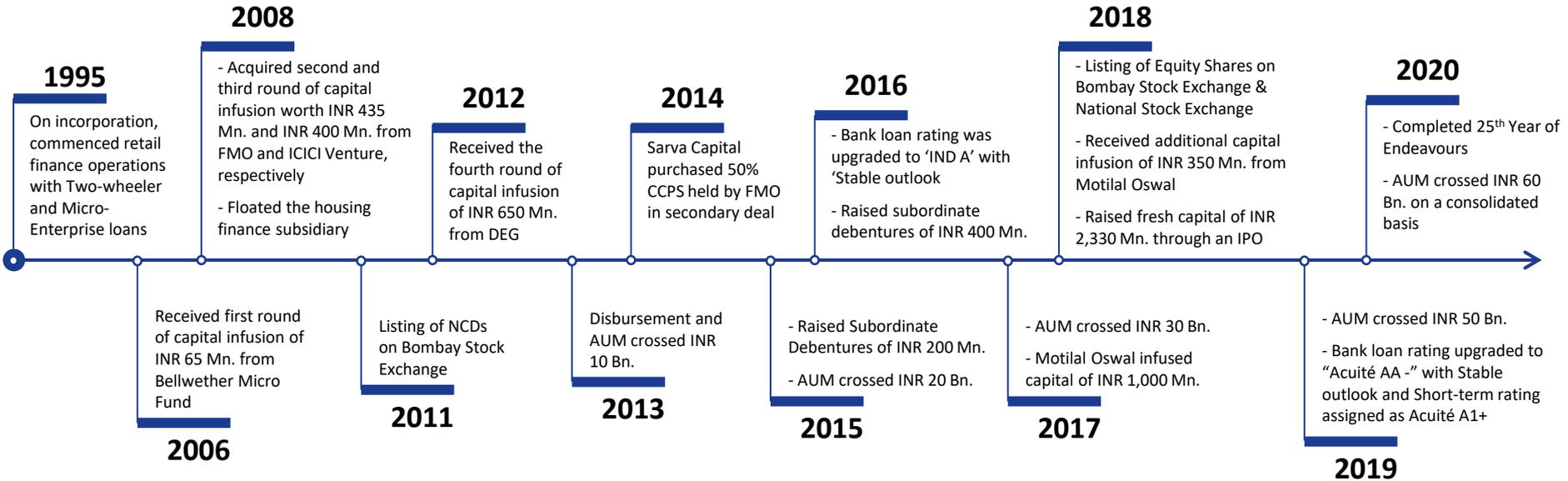
CORE TEAM

Consisting of **more than 35 employees** being with *MAS* since inception and inclusion of lateral talents who have proven their capability, dedication and loyalty.

EXECUTION TEAM

Consisting of **more than 1500 employees** who works along with the core team towards accomplishing the company's Mission and Vision.

Major events and milestones





The Power of Distribution

REGISTERED OFFICE

MAS Financial Services Limited
6, Ground Floor, Narayan Chambers,
Ashram Road, Ahmedabad-380009

www.mas.co.in

INVESTOR CONTACT

Mr. Ankit Jain
Chief Financial Officer
079-41106682
ankit_jain@mas.co.in

Mr. Nishant Vyas
Investor Relations Manager
079-41106730
nishant_vyas@mas.co.in