

Loan book of IndoStar Capital crosses INR 4260 cr in 5 years

- 38% CAGR in PAT for five years
- Annual revenue grows by 31%; Net profit up by 29%
- Net NPA at 0.2%

Mumbai, May 14: IndoStar Capital Finance Ltd, the first Indian NBFC promoted by global investors in 2011, has set new benchmarks for the industry in line with the vision of the promoters to create a leading independent credit institution.

The loan book of the company is at INR 4265 crore, registering a CAGR of 49% in the last five years while PAT registered at INR 192 crore, 38% increase during the same period, according to the unaudited results approved by the Board of Directors on May 13. The company distributed 343 loans in five years, while its net NPA was at 0.2%.

The Primary promoters include Everstone Capital and Goldman Sachs which are managing billion dollar investments globally.

Results FY16 (INR crore)

Particulars	FY 16	FY 15	Y-o-Y growth
Revenue	355	270	31%
Loan Assets	4265	3432	24%
Operating Profit	293	226	30%
Profit after tax	192	149	29%

Five Year Growth (INR crore)

Particulars (in crore)	31-Mar-12	31-Mar-13	31-Mar-14	31-Mar-15	31-Mar-16	CAGR
	Audited	Audited	Audited	Audited	Audited	2012-16
Revenue	90	166	205	270	355	41%
Net Worth	935	1,025	1,136	1,285	1,542	13%
Loan Assets	873	1,705	2,552	3,432	4,265	49%
Borrowings	99	1,104	1,899	2,574	3,031	135%
Operating Profit /	59	130	169	226	293	49%

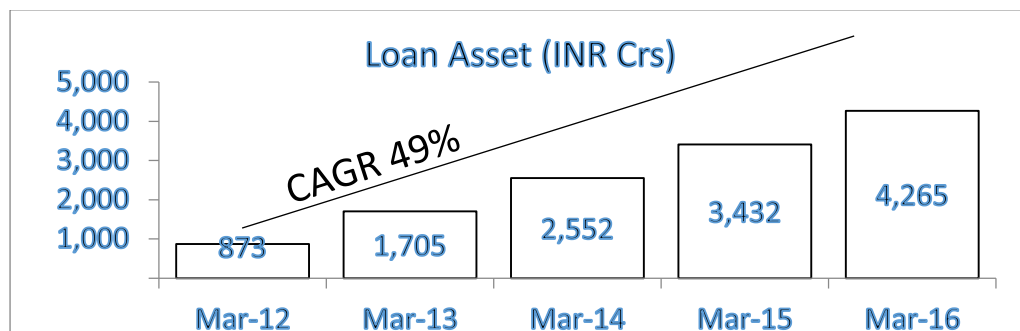
Profit After Tax	53	90	112	149	192	38%
C R A R	85.8%	50.2%	41.5%	32.6%	34.2%	
R O E	11%	9.2%	10.4%	12.3%	13.6%	
R O A	12%	7%	5.3%	5%	5%	

Commenting on the results, CEO and the Managing Director Vimal Bhandari said:

“Indian financial services sector is witnessing a complex churning, guided by digitalisation and innovative interventions. The regulators are also increasingly aware of the developments and initiated many positive steps. Some have to unlearn while some others need to relearn. But, there are positive take-aways for each one in the sector.

Our performance is catalysed by value-accretive mix of a diverse lending portfolio and we are governed by a conservative operating philosophy that makes us different from the rest and keeps up the momentum in the bottom line. We have sustained the growth at the robust level over the years because of our focus on quality, rather than quantity of loans.

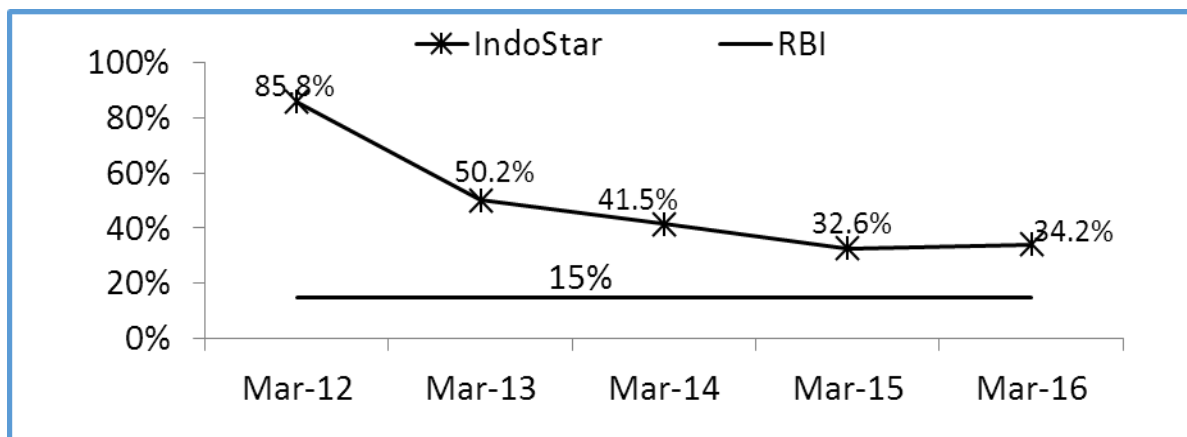
“With the macro-indices showing healthy trend and new opportunities emerging in untapped terrains, we look forward to step up the momentum,” he added.



Business Highlights

- Equity infusion of INR 62 crore by existing shareholders
- Registered office shifted from Kolkata to Mumbai
- SME book grown to INR 223 crore as on 31st March 16; 4 branches opened
- A1+ rating for Short term debt enhanced to cover INR 750 crore
- Current un-availed bank lines - INR 201 crore
- NPA as on 31st March 2016- INR 10 crore (Gross NPA 0.23% ; Net NPA 0.19%)
- Asset Management – IndoStar Credit Fund raised INR 203 crore; 96% committed
- 343 loans disbursed in 5 years; 134 fully repaid; Gross disbursement of more than INR 14,300 crore
- 99.8% of Loan Book is standard; 89% of Loan outstanding are adequately secured
- Focussed on Long term loans; average duration > 2.75 years; Portfolio diversified across sectors / industries
- Strongly Capitalised - Net worth of INR 1,542 crore
- Sufficiency of Capital, Relatively Low leverage, Improving Borrowing Mix
- Establish association with 25 banks & ~18 Mutual Fund houses

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Key Growth Areas

In 2015 April, we launched SME lending for businessmen, and professionals like lawyers, architects, doctors and CAs. The lending, with a ticket size of starting from INR 50 lakh to five crore and a tenure of 15 years, is secured by way of collateral and cash flows. This year we plan to ramp up the business and focus on geographical expansion. The key is direct business and digital strategy which will boost the business.

Strengths

ICF derives strengths from leading global financial institutions and from a highly-experienced management, good risk management processes, comfortable capital adequacy and liquidity position. ICF adheres to the highest ethical standards and demonstrate integrity and transparency in all our dealings. While prudent risk taking aligned with our strategic priorities is fundamental to our business, ICF maintains a conservative framework to manage liquidity and capital. ICF continues to maintain high quality of assets on our strong credit due diligence and collection processes.

About IndoStar Capital

IndoStar Capital Finance Limited is an NBFC registered with the RBI as a Systemically Important Non-Deposit Accepting Non-Banking Financial Company (NBFC-ND-SI). IndoStar has been established as a wholesale credit institution that offers a wide bouquet of debt products. It is a premier independent wholesale credit institution that leverages the experience of global best practices and local economic development to meet the growing credit requirements of Indian corporates.

With the present focus on providing innovative and structured solutions for debt-related requirements of Indian companies, IndoStar aims to widen its relationship within the Indian financial ecosystem and enter potential areas like infrastructure financing and long-term project financing. Our sponsors are reputed global financial institutions and private equity players.

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