

PRESS RELEASE

Spandana's AUM grows 52% YoY to ₹10,404 Crore. PAT grows 79% to ₹127 Cr, Income up by 75%

Hyderabad, Jan 22nd, 2024: Spandana Sphoorty Financial Limited (NSE: SPANDANA, BSE: 542759) ("Spandana") announced its unaudited financial results for the quarter ended Dec 31, 2023 today.

Highlights for Q3 FY24:

- AUM - ₹10,404 Cr; +52% over Q3FY23 (₹6,852 Cr)
- New Customer Acquisition - 3.4 Lacs vs Q3 FY23 - 2.2 L, YoY growth 56%;
- Disbursement - ₹2,543 Cr; +8% over Q3FY23 (₹2,361 Cr)
- GNPA & NNPA - 1.61% & 0.48%
- Income - ₹657 Cr; +75% over Q3FY23 (₹375 Cr)
- PAT - ₹127 Cr; +79% over Q3FY23 (₹71 Cr)

Mr. Shalabh Saxena, CEO and Managing Director, while announcing the results stated, "Q3FY24 was a quarter where Spandana crossed a milestone by reaching ₹10,404 Cr AUM. Besides the PAT for 9 months ended December 2023 was an all-time high of ₹372 Crore in the history of Spandana surpassing the full year profits of previous years.

End of the quarter we reached a borrower base of ~3 million while still maintaining good portfolio quality with GNPA at 1.61% & NNPA at 0.48%. We continue to execute on our strategy of customer acquisition led growth as reflected in the healthy addition of about 3.4 L borrowers during the quarter thus taking the customer acquisition for this year to 9.5 Lac customers. Income was up 75% YOY to ₹657 Cr while PAT at ₹127 Cr for the quarter has seen an increase of 79% YoY.

Micro finance business presents a good opportunity for pan India players and as an established player we are cautiously optimistic about our progress in the current year. Both our Distribution & Liability franchisee is shaping well and we are taking the right steps to strengthen the organization for robust growth in the coming quarters."

Highlights for the Quarter 3, FY2024 are:

1. AUM – ₹10,404 Cr a 52% growth over Q3FY23 (₹6,852 Cr) and 6% growth over Q2FY24 (₹9,784 Cr).
2. Disbursement & New Customer Acquisition –
 - a. New customer addition during the quarter was 3.4 Lacs (Q3 FY23 – 2.2 L) a YoY growth of 56%
 - b. The borrower count at the end of quarter was about 29.6 L a growth of 32% over Q3FY23 (~22.4 L)
 - c. Disbursement was ₹2,543 Cr (Q3 FY23 – ₹2,361 Cr), YoY growth 8%.
3. Borrowings-
 - a. ₹2,279 Cr was mobilized in Q3 FY24 v/s ₹2,104 Cr in Q3FY23, a growth of 8%
 - b. Outlook of Spandana's Credit Rating with ICRA was changed to Positive with the rating now A (Positive) from A (Stable) earlier.
 - c. Spandana's subsidiary, Criss Financials Ltd's rating was upgraded to A- (Positive) by ICRA from A (Stable) earlier.
 - d. Cash and bank balances amounted to ₹1,669 Cr at the end of Q3FY24
4. Asset Quality –
 - a. GNPA – 1.61% (5.31% as on Q3 FY23)
 - b. NNPA – 0.48% (2.52% as on Q3 FY23)
 - c. Provision Coverage Ratio is 70.45%
5. Collection Efficiency-
 - a. Net collection efficiency was at 97.2% & Gross Collection Efficiency at 99.9%
6. Financial Performance YoY-
 - a. Income: ₹657 Cr (₹375 Cr in Q3FY23) – growth of 75% YoY
 - b. Net income: ₹407 Cr (₹254 Cr in Q3FY23) – growth of 60% YoY
 - c. Pre-Provision Operating Profit (PPOP): ₹240 Cr (₹141 Cr in Q3FY23) – growth of 71%
 - d. Profit after tax: ₹127 Cr (₹71 Cr – Q3FY23) – growth of 79%
 - e. CRAR at the end of December 2023 was 35% indicating a healthy capital position.

about Spandana Sphoorty:

Spandana Sphoorty Financial Ltd. is a rural-focused non-banking financial company and a microfinance lender (NBFC-MFI) with a geographically diversified presence in India. The company offers income generating loans under the joint liability group (JLG) model, predominantly to women from low-income households in rural areas. Spandana was started as an NGO in 1998 in Guntur, which later converted to an NBFC in 2004. In 2015, it became an NBFC-MFI, licensed by the Reserve Bank of India.

Disclaimer

This press release is prepared for general information purposes only. The information contained herein is based on management information and estimates. It is only current as of its date, has not been independently verified and may be subject to change without notice. Spandana makes no representation or warranty, express or implied, as to, and do not accept any responsibility or liability with respect to, the fairness and completeness of the content hereof. Each recipient will be solely responsible for its own investigation, assessment and analysis of the market and the market position of Spandana. Spandana does not provide any guarantee or assurance with respect to any distribution or the trading price of its Shares.

This press release contains forward-looking statements based on the currently held beliefs, opinions and assumptions of the Management. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of Spandana or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, including the impact of COVID-19 on us, our borrowers and the Indian economy, recipients of this press release are cautioned not to place undue reliance on these forward-looking statements. Spandana disclaims any obligation to update these forward-looking statements to reflect future events or developments or the impact of events which cannot currently be ascertained, such as COVID-19. In addition to statements which are forward looking by reason of context, the words 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' or 'continue' and similar expressions identify forward-looking statements.

Investor Contact:

Strategic Growth Advisors Pvt. Ltd
Abhishek Shah
Contact: +91 99306 51660

Media Contact:

Bhuvnesh Talwar
AVP – Corporate Communications
+91 9871291211
bhuvnesh.talwar@spandanasphoorty.com