

Piramal Enterprises Limited

Financial Services Day

30th August 2018



Piramal Enterprises Limited

Treasury



Key highlights

Rating upgrade

- Long term rating of **AA+ (Stable)** assigned by CARE Ratings in June 2018 for PCHFL

ALM update

- As of June 30, 2018, cash & cash equivalent of ~ **INR 2,500 Cr** and unutilised bank Lines of ~ **INR 3,900 Cr** maintained as liquidity back-up
- **Matching** of Assets and Liabilities to mitigate liquidity and interest rate risk
- Arranged Bank Lines of ~**INR 19,200 Crores** from 30 Banks

New Initiatives

- Setting up of **Syndication Vertical**
- Expanding treasury presence globally : **London Office**
- **Innovative products** for resource mobilisation : Rating Upgrade linked TIER II Bonds

Rating Upgrade and HFC Status: Impact...

Capital raise strengthened the Balance Sheet, resulting in comfortable gearing levels



Foray into retail housing finance and small ticket corporate finance has added to the diversification and granularisation of the loan book



Strong risk management and robust asset monitoring practices have maintained high asset quality with GNPA's of 0.3%



Continued operational and management support from PEL and brand lineage



Qualified management team with relevant experience in their respective fields



Long term rating of **AA+ (Stable)** assigned by CARE
Ratings in June 2018 for
PCHFL

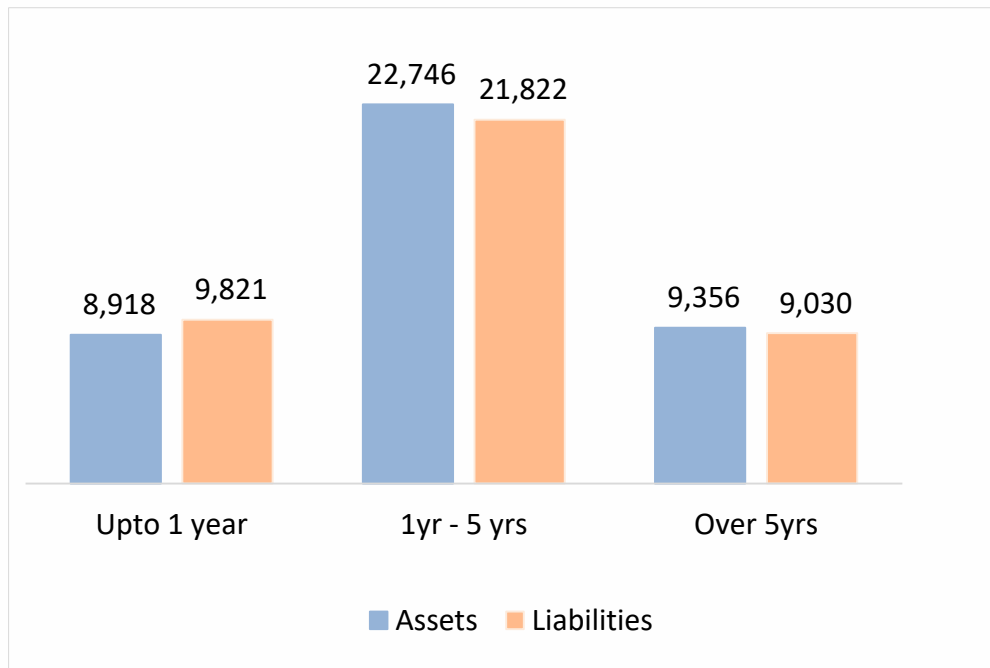


- **Diversification of investor base:** Adds new set of investors: Pension Funds, Insurance Companies, Charitable Trusts
- **Diversifies product offerings:** Opens up new borrowing sources: ECBs, Masala Bonds
- **Cost reduction:** On account of lower risk weightage for HFCs, banks are increasing their exposure at lower spreads. Savings of 35-50 bps in medium term

Asset Liability : Matched Profile

(in INR crores)

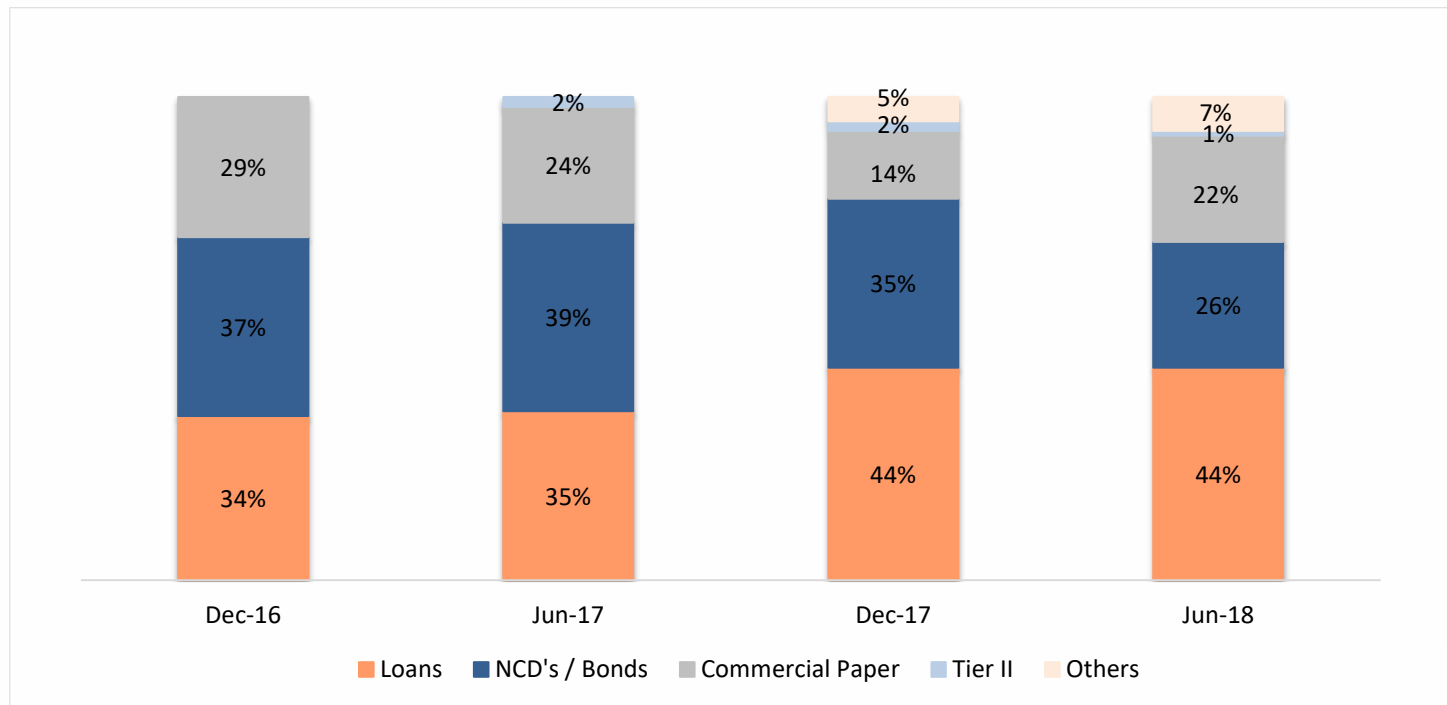
As on June 30, 2018



Our ALM complies with the regulatory requirement in respect to prudential gap limits

Debt Profile

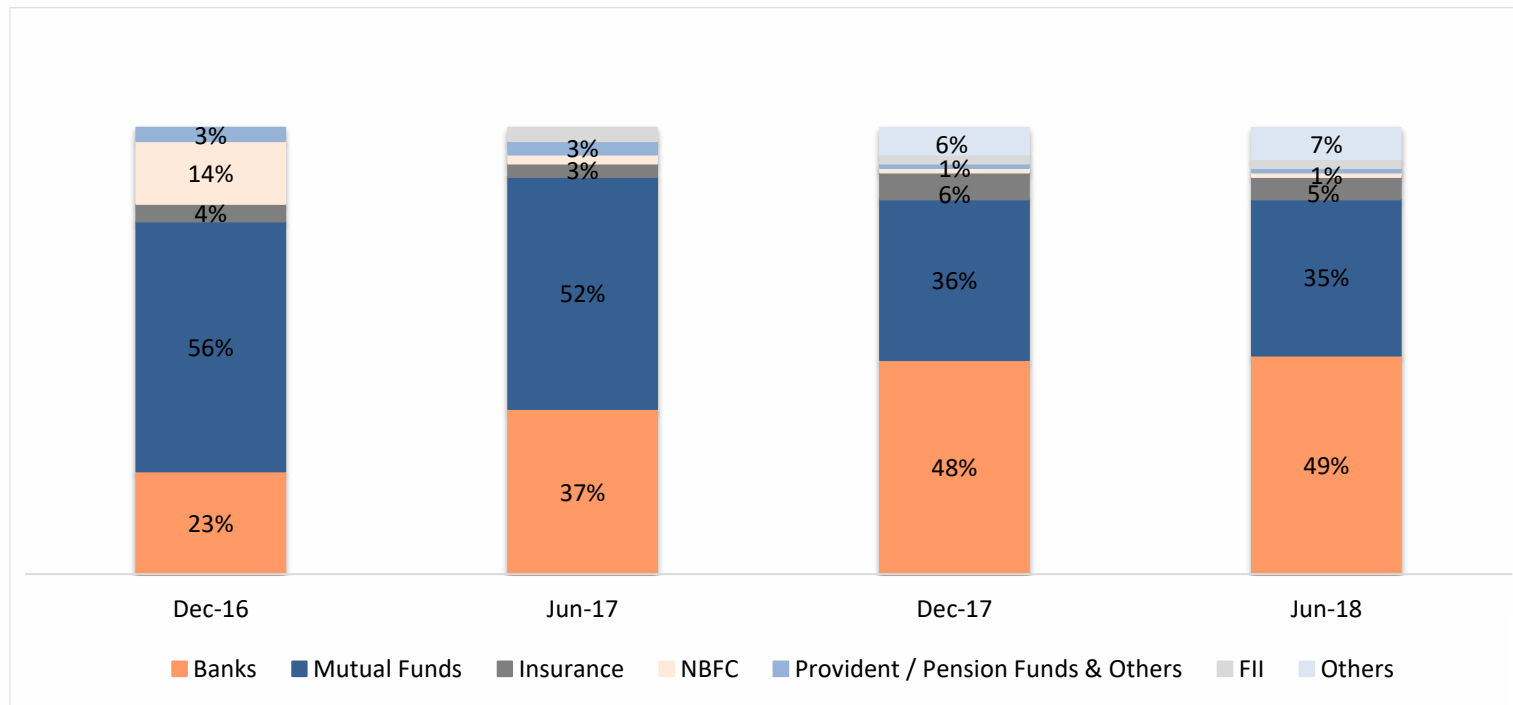
As on June 30, 2018



Total Outstanding debt as of 30th June 2018 of INR 38,400 Cr
Significant increase in share of bank borrowings to overall borrowing mix

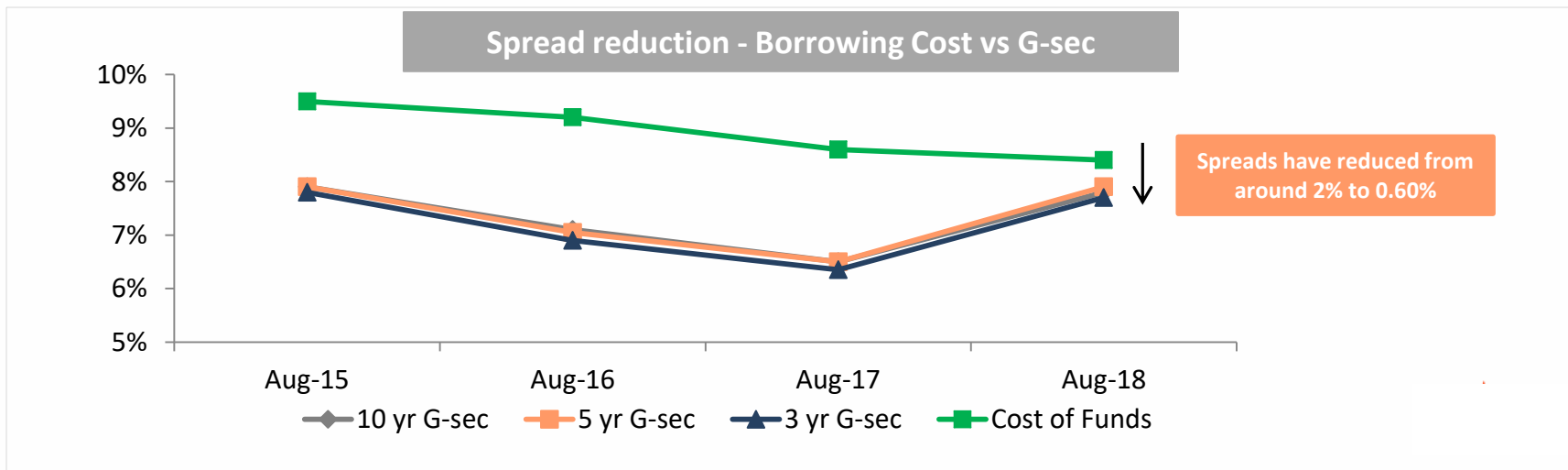
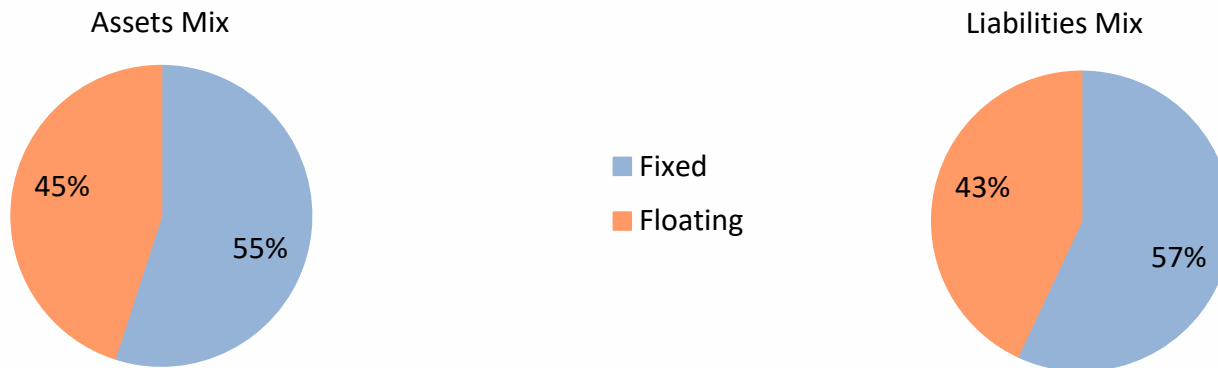
Investor Mix

As on June 30, 2018



Over 100 investors including Banks, Mutual Funds, FPIs, Insurance Companies, Charitable Trusts, Provident Funds

Asset–Liability Mix and Credit Spread Reduction



Piramal Enterprises Limited

Thank you

