



**GHAR BANEGA, TOH DESH BANEGA.**

Corporate Office: 8th Floor, Unit No. 802,  
Natraj by Rustomjee, Junction of Western Express  
Highway and M. V. Road Mumbai MH 400069 IN  
Tel: 022 - 4168 9900 / 6121 3400

Date: 25<sup>th</sup> July, 2025

To,  
The General Manager,  
BSE Ltd.  
P. J. Towers, Dalal Street,  
Mumbai- 400001  
Scrip Code: 544176

To  
Sr. General Manager  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G, Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051  
Symbol: AADHARHFC

Kind Attn.: Listing Corporate Relationship Department

**Sub:- Investor Presentation on the Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2025.**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of the Investor Presentation of the Company on the Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2025.

The Investor Presentation may also be accessed on the website of the Company at:  
<https://aadharhousing.com/investor-relations/investor-meet-presentation>

The details of conference call scheduled on Friday, 25<sup>th</sup> July, 2025 at 18:30 HRS (IST) have already been intimated vide our letter dated 10<sup>th</sup> July, 2025.

The above is for your information, records and dissemination please.

Thanking you.

**For Aadhar Housing Finance Limited**



**Harshada Pathak**  
**Company Secretary and Compliance Officer**

**Aadhar Housing Finance Ltd.**

CIN: L66010KA1990PLC011409

**Regd. Office:** 2nd Floor, No. 3, JVT Towers, 8th 'A' Main Road,  
S.R Nagar, Bengaluru – 560 027, Karnataka.

Toll Free No: 1800 3004 2020 [www.aadharhousing.com](http://www.aadharhousing.com)  
[customercare@aadharhousing.com](mailto:customercare@aadharhousing.com)



GHAR BANEGA, TOH DESH BANEGA.

# Aadhar Housing Finance Limited

Investor Presentation | Q1 FY26





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# PERFORMANCE SNAPSHOT

# Aadhar Housing Finance Q1 FY26 Key Highlights (YoY Change)



AUM

₹ 265,241 Mn +22%



Disbursements

₹ 19,786 Mn +32%



PAT

₹ 2,373 Mn +19%



ROA

4.0% -6bps



GNPA

1.34% +3bps



NIM

8.8% -10bps

# Aadhar Housing Finance Key Highlights

## Scale



**INR265bn**

June-25 AUM  
(100% Secured Retail Book)



**INR 2.4 bn** Q1 FY26 PAT  
**INR 66 bn** Net worth



**306k**  
Live accounts

## Asset quality



**1.34%**

GNPA (Jun-25)



**c.59%**

LTV<sup>1</sup> (Jun -25)



**c.56%**

AUM to salaried customers (Jun-25)

## Distribution



**INR 20 bn**

Q1 FY26 Disbursements



**591**

Branches<sup>2</sup> (Jun-25)



**22**

States & UTs (Jun-25)

## Liability profile



**Rating Upgrade**  
**AA+ / Stable**

CARE rating



**43 Borrowings Relationships**

Diversified



**Positive ALM**

Across all buckets (Jun-25)

HFC focused on low-income housing segment in India, with a seasoned business model and Digital Focus



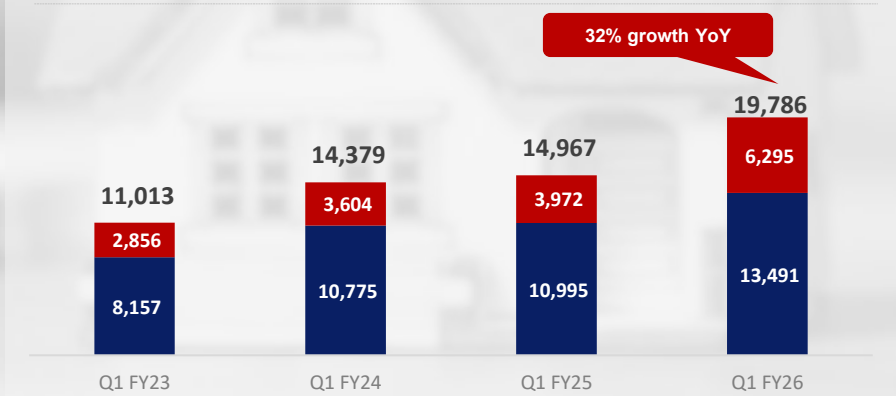
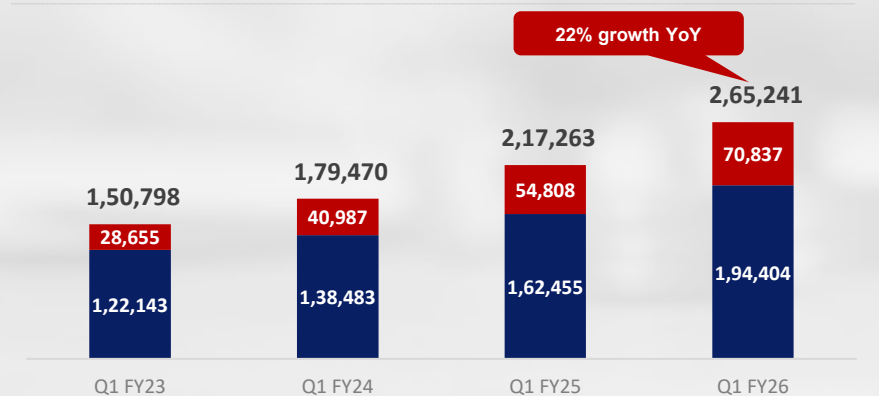
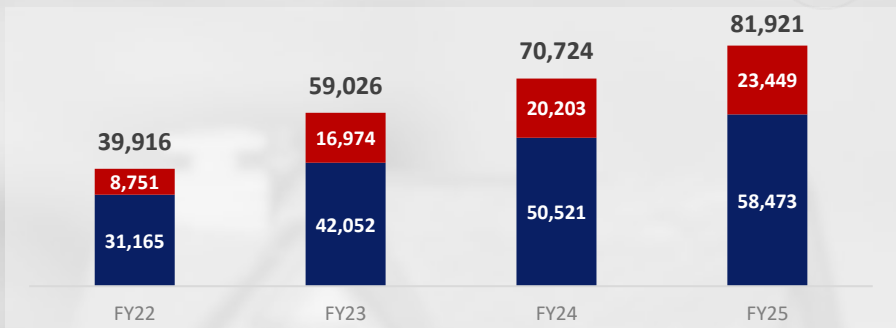
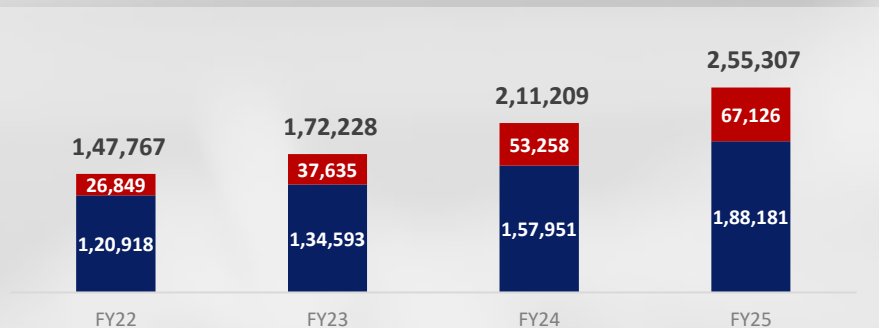
# FINANCIAL PERFORMANCE



# Strong Growth in AUM and Disbursements

AUM – By Product (INR Mn) : **Growth of 22% in Q1 FY26 on YoY**

Disbursement – By Product (INR Mn) : **Growth of 32% in Q1 FY26 on YoY**

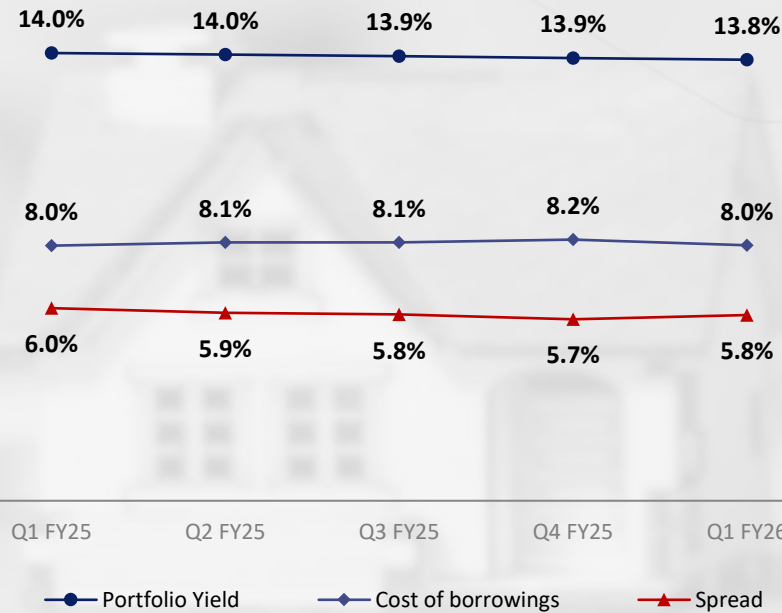
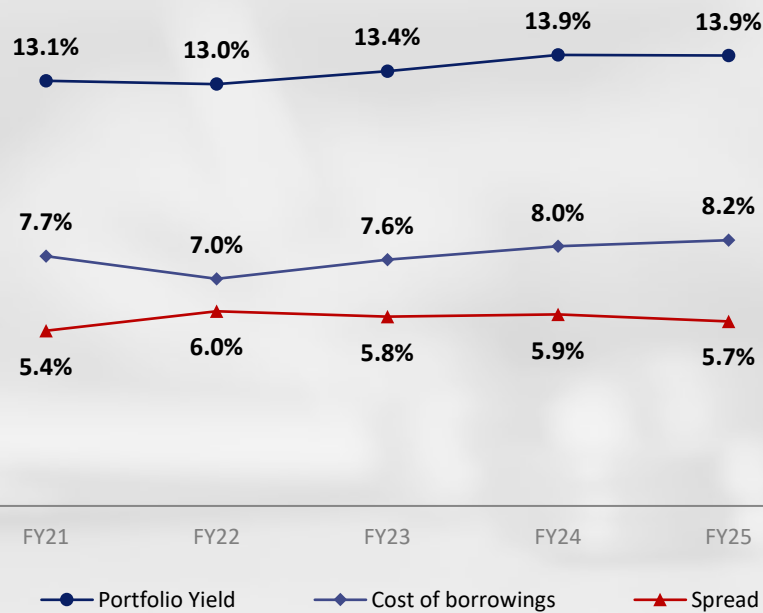






# Stable Yields and Spreads

Yields, Cost of Borrowings and Spreads (%)\*

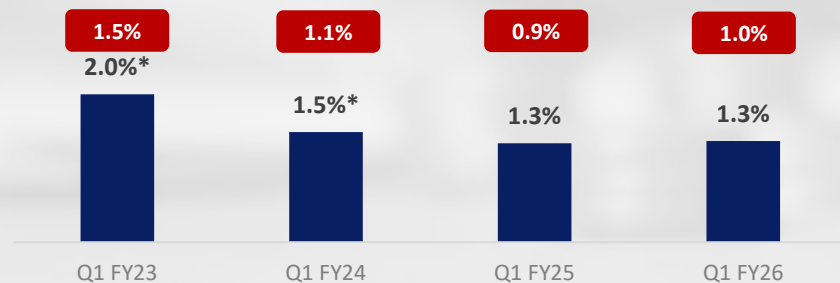
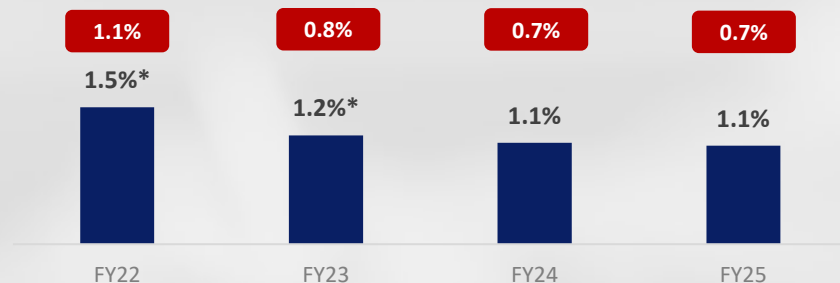


\* Portfolio Yield/Cost of borrowings as at period end.



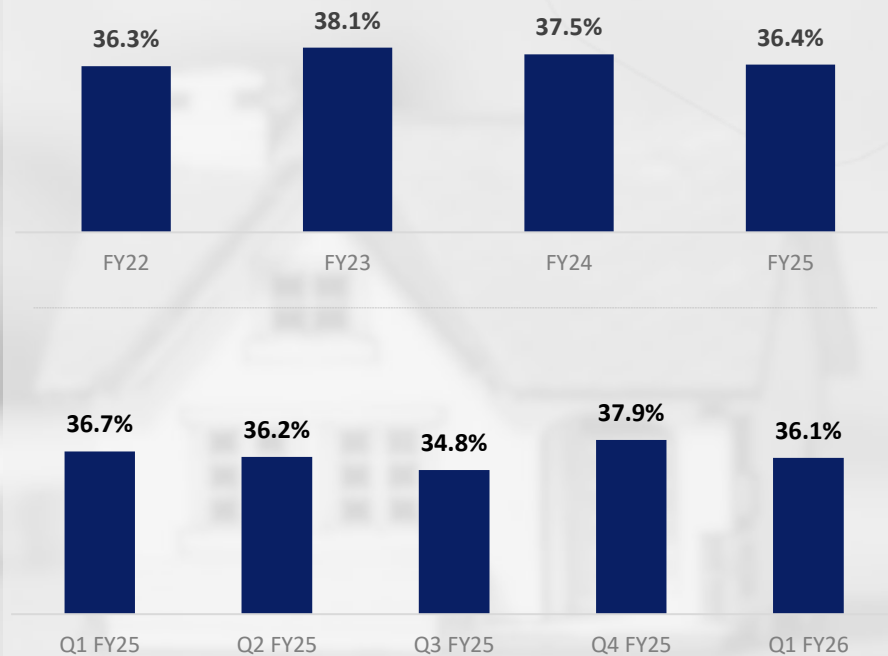
# Consistent Improvement in Asset Quality and Efficiency

## Asset Quality Metrics – **Stable GNPA**



■ GNPA to AUM ■ NNPA to AUM

## Cost to Income – **Improved by 64bps in Q1 FY26 on YoY basis**

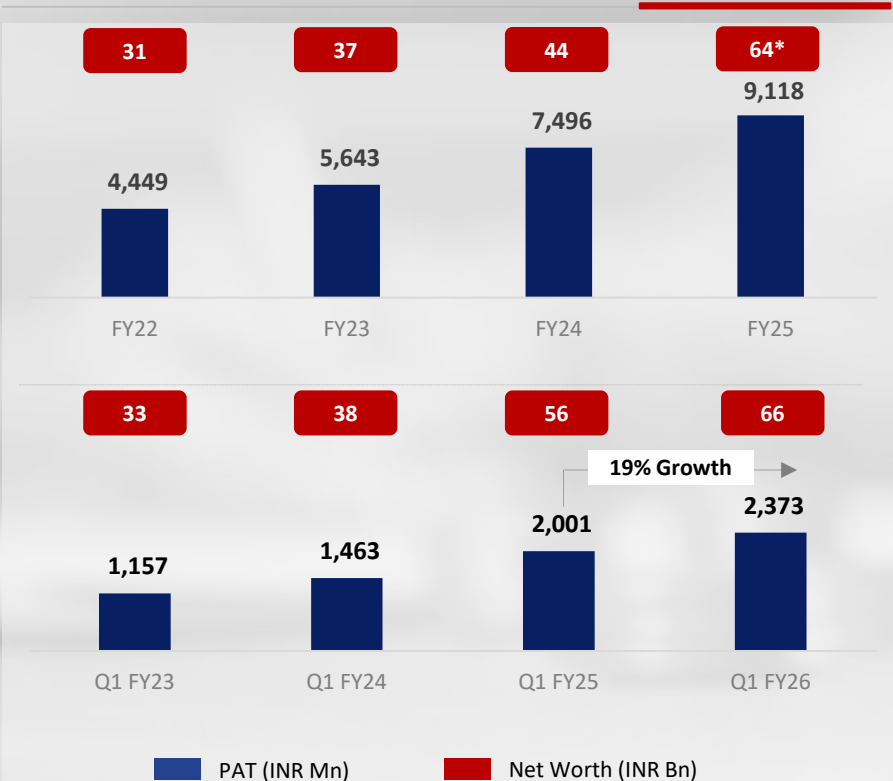


\*Includes 0.27% (Mar-22), 0.43% (June-22) and 0.04% (Mar-23 and June-23) NPA <= 90 DPD which have been classified as per the RBI circular dated 12th November 2021 respectively.

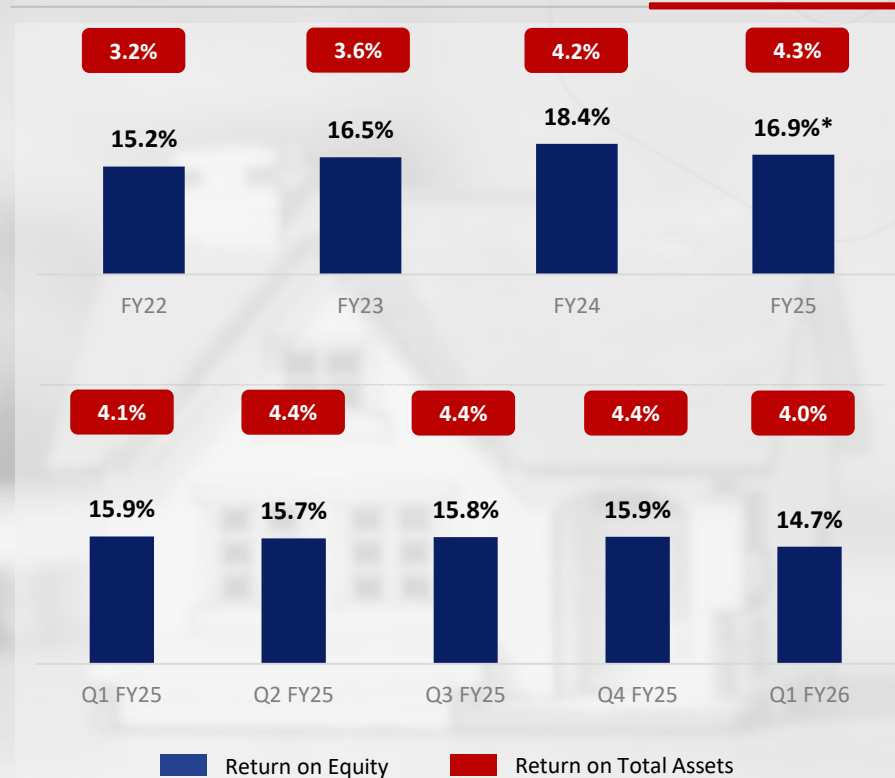


# Strong Profitability and Returns

Profit after Tax **Increased by 19%** in Q1 FY26 on YoY basis



Stable Return **Ratios**



\*Networth and ROE as on 30 June 2025 includes IPO primary portion of Rs 1000 Crs (Gross), ROE = Profit after tax / Average Assets (Opening assets + closings assets for the respective period / 2)  
Note: Before exceptional items for FY23.

# COMPANY OVERVIEW

# Introduction to Aadhar Housing Finance

**1** HFC focused on low-income housing segment with ticket size less than INR1.5mn, with an AUM of **INR265bn**

**2** **100% secured retail** loan book

**3** **Granular** portfolio skewed towards **Salaried** customers; Average ticket size of **INR1.0mn**

**4** **Pan-India presence** with **591** branches covering **547** districts across **22** states and union territories; serving **c.306k** live accounts

**5** **43** lender relationships with a diversified borrowing base

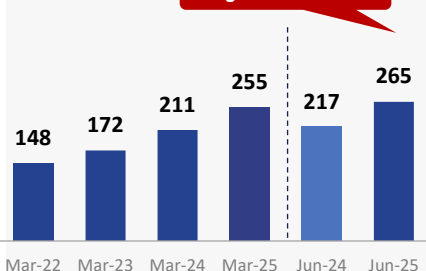
**6** **Technology enabled** business model across functions

**7** Highly profitable franchise delivering **c.28% PAT CAGR<sup>1</sup>** and **4.0% RoA**

**8** **Experienced, cycle-tested** and **professional** management team with **strong corporate governance**

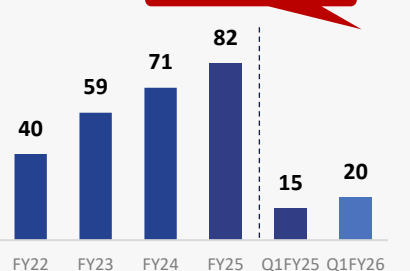
## Strong AUM Growth

**22% growth in Q1 FY26** INRbn



## Disbursements Trend

**32% growth in Q1 FY26** INRbn



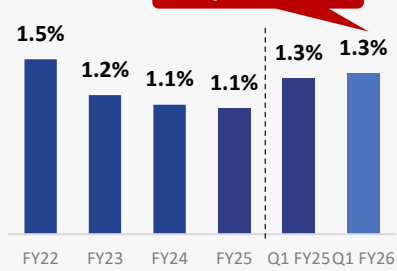
## Strong PAT

**19% growth in Q1 FY26** INRMn



## GNPA Trend

**+3bps in Q1 FY26** In %



Note: 1. CAGR of PAT before exceptional items from FY21 to FY25



# Aadhar Housing Finance – Value Proposition

Focused on **low-income housing** segment<sup>1</sup>

**Diversified** and granular portfolio

**Extensive branch and sales office network**  
with geographical penetration across India

Access to **diversified funding sources**, **positive ALM** position

**Robust, analytics driven**  
processes for **underwriting and collections**

**Scalable technology platform**  
and digital processes

**Social objectives** one of the  
**core components** of the  
business model

**Experienced, cycle-tested**  
management team with  
strong **corporate governance**

# Key Milestones

Seasoned business model showcasing strong resilience across business cycles

**FY11**

Year of Incorporation of Pre-merger AHFPL

Pre-merger AHFPL<sup>2</sup> opened its 1st branch

**FY17**

Pre-merger AHFPL opened 100th branch  
Customer base reached **49,000**

**FY20**

Customer base crossed **1,50,000**;  
Acquired by the **Blackstone Group<sup>1</sup>** in June 2019

AUM stood at **INR 114 Bn**

**FY24**

Branches **520+**  
AUM of **INR 211 Bn**

**FY25**

Branches **580**  
AUM of **INR 255 Bn**

**FY18**

Merger of **DHFL Vysya Housing Finance Limited** with Pre-merger AHFPL

AUM stood at **INR 80 Bn**

**FY15**

AUM of pre-merger AHFPL crossed **INR 10 bn**

**FY22**

Customer base crossed **2,00,000**  
AUM of **INR 148 Bn**

**H1 FY25**

Listed  
**NSE**  
**BSE**

Note: 1. Through BCP Topco VII Pte. Ltd., an affiliate of Blackstone; 2. Pre-merger AHFPL refers to the entity incorporated as 'Aadhar Housing Finance Private Limited' at Mumbai, Maharashtra as a private limited company under the Companies Act, 1956, pursuant to a certificate of incorporation dated May 3, 2010, issued by the Registrar of Companies, Maharashtra at Mumbai and which commenced its operations in February 2011. Aadhar Housing Finance Private Limited was later converted into a public company on September 3, 2013 and was merged into our Company in 2017 pursuant to a scheme of amalgamation approved by the National Company Law Tribunal, Bengaluru Bench at Bengaluru, vide its order dated October 27, 2017.



# Highly Experienced Board of Directors



**O.P. Bhatt,**

*Non-Executive Chairman & Independent Director*

Former Chairman of State Bank of India

Serves as a Director on the boards of HUL, Tata Motors, Greenko Energy Holdings Mauritius, etc.



**Sharmila A. Karve,**

*Independent Director*

Previously associated with Price Water House Coopers as a Partner

Serves on the boards of EPL, Syngene International, etc.



**Amit Dixit,**

*Non Executive (Nominee) Director*

Serves as Senior MD, Head of Asia, Blackstone Advisors India

Serves on the board of several Blackstone portfolio companies



**Prateek Roongta,**

*Non Executive (Nominee) Director*

Serves as MD, Blackstone Advisors India

Serves on the board of ASK Investment Managers, International Gemmological Institute, Fino Payments Bank, etc.



**Rishi Anand,**

*Managing Director and CEO*

27 years of work experience across a diverse spectrum of functions and businesses in the financial services space

Previously worked with Shelters, ICICI Bank, etc.



**Raj Vikash Verma,**

*Independent Director*

40 years of work experience across Banking, Finance, Mortgage and Real Estate Sector, including Regulatory bodies

Previously worked with RBI, NHB, CERSAI, PFRDA, etc.



**Dr. Punita Kumar Sinha,**

*Independent Director*

Founder of Pacific Paradigm Advisors

30 years of experience in Investment Management, Financial Markets, Governance and Board experience in India and North America.



**Mukesh Mehta,**

*Non Executive (Nominee) Director*

Serves as Senior MD, Blackstone Advisors India

Serves on the board of International Gemmological Institute, R Systems International, PGP Glass etc.



**Deo Shankar Tripathi,**

*WTD<sup>1</sup> and Executive Vice Chairman*

Previously acted as MD & CEO of the Company

Named in "101 Top Most Influential BFSI Leaders" by ET Now in 2020

Note: 1. Whole – Time Director

# Seasoned Management Team



**Rishi Anand,**

*Managing Director and CEO*

- 27 years of work experience across a diverse spectrum of functions and businesses in the financial services space
- Previously worked with Shelters, ICICI Bank, etc.



**Rajesh Viswanathan,**

*Chief Financial Officer*

- Several years of experience in accounting, finance, strategy, planning, taxation, treasury, and investor relations
- Previously worked with Bajaj Finance, Bajaj Allianz Life Insurance, KPMG, etc.



**Anmol Gupta,** *Chief Treasury Officer*

- Several years of experience in financial operations, preparing budgets, financial reports
- Previously worked with BHW Birla Home Finance and CIMMYT-India



**R. Anil Kumar Nair,** *Chief Business Officer - Business Development*

- Master's in Business Administration from Sikkim Manipal University
- Previously worked with Onida, ICICI Bank and Aspire Home Finance Corporation<sup>1</sup>



**Anil Jain,** *Chief Credit & Operations Officer*

- Nearly two decades of experience in the mortgage industry, specializing in both Prime lending and Affordable Housing sectors
- Previously worked with ICICI Bank (Housing Finance), Deutsche Postbank Home Finance Limited, IndiaHomes.com, and Muthoot Homefin India Limited



**Sreekanth V N,** *Chief Compliance Officer*

- Several years of experience in handling all secretarial functions of the Company
- Previously worked with ICICI Bank, Firestone International, etc.



**Vinod Nair,** *Chief Human Resources Officer*

- Associated with AHFL since 1st October 2024
- Seasoned HR leader with 25 plus years of experience, Prior to AHFL he was associated with Mahindra Finance, CMS Computers Limited and Datamatics Group



**Nirav Shah,** *Chief Risk Officer*

- Several years of experience in implementing risk management systems across business units & maintaining a strong integrated risk management
- Previously worked with Tata Capital Housing Finance, etc.



**Haryyaksha Ghosh,** *Chief Data Officer*

- Experienced in the sectors of data science and IT
- Previously worked with Infosys Technologies, Mindwave Solutions, Network 18 Media & Investments, etc.



**Madhur Bhatnagar,** *Chief Recovery & Collections Officer*

- Nearly 20 years of diverse experience in Sales, Credit, and Collection across various industries and products
- Previously worked with Magma Fincorp Ltd, Bajaj Auto Finance Ltd, Bharti Axa Life Insurance, Reliance Capital Ltd, and ICICI Bank Ltd.



**Harshada Pathak,** *Company Secretary & Compliance Officer*

- 18 years of experience working in compliance and secretarial departments
- Previously worked with Volkswagen Finance, Mahindra & Mahindra Financial Services and Essar Investments



**Sharad Jambukar,** *Chief Information Technology Officer*

- Seasoned IT leader with 21+ years of experience driving technology strategy and transformation in the BFSI sector
- Previously held leadership roles at SBI Capital Markets (VP & Group Head - IT), L&T General Insurance (Head of IT), and worked with L&T Finance, ICICI Bank, and others.

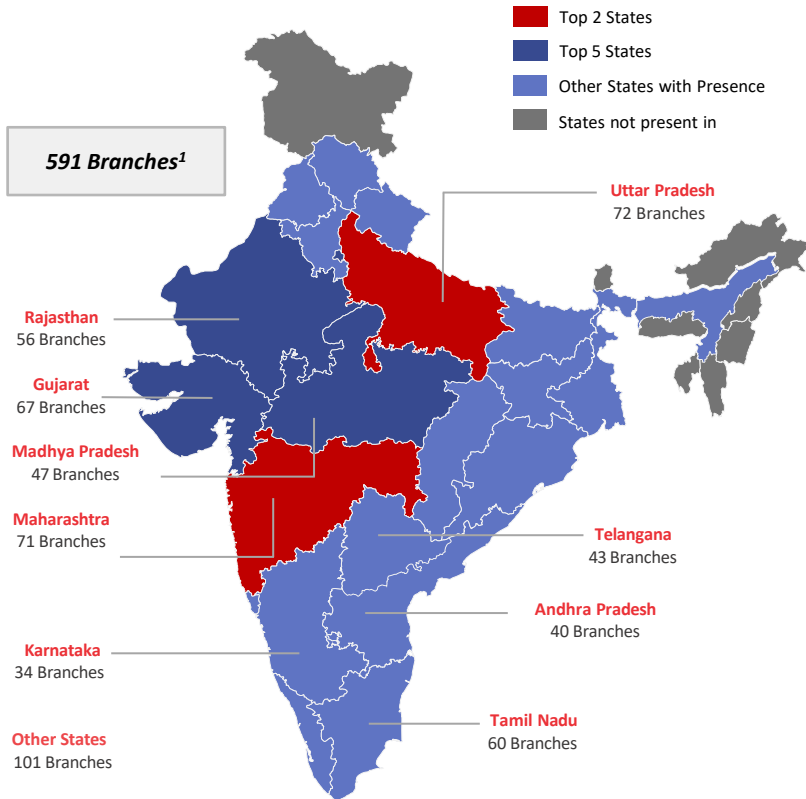
Note: 1. Now Motilal Oswal Home Finance Limited.

# BUSINESS OVERVIEW



# Pan-India Presence

## Distribution Network

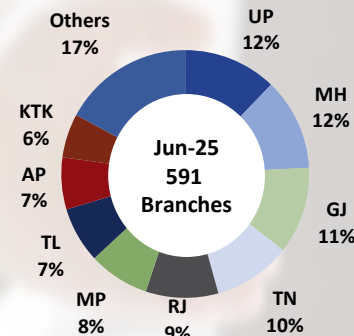


Note: UP = Uttar Pradesh, MP = Madhya Pradesh, MH = Maharashtra, TN = Tamil Nadu, GJ = Gujarat, RJ = Rajasthan, KTK = Karnataka, TL = Telangana, AP = Andhra Pradesh, PNJ = Punjab, HR = Haryana, HP = Himachal Pradesh.

1. Branches including offices are 602.

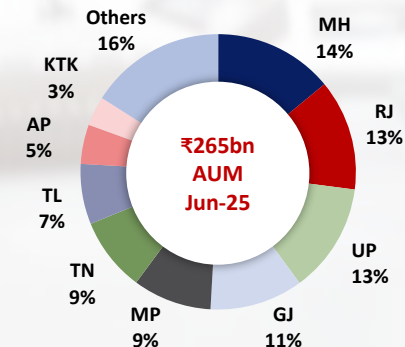
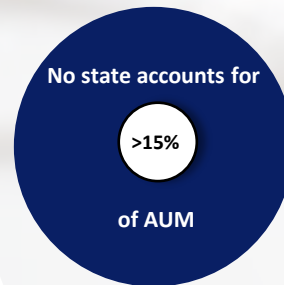
## Branch Distribution

By State (June 30, 2025)



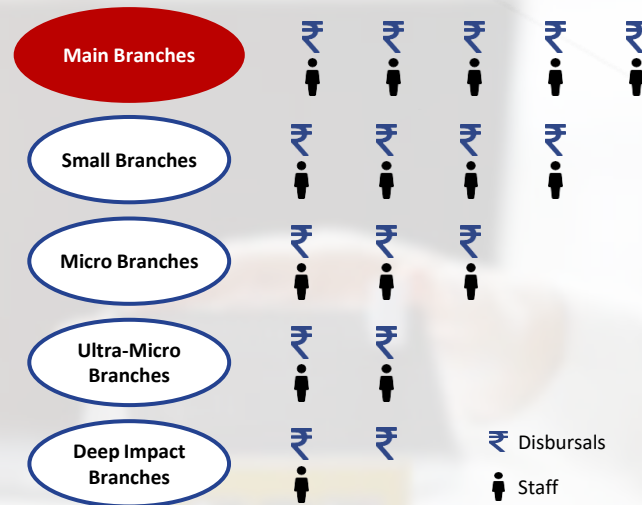
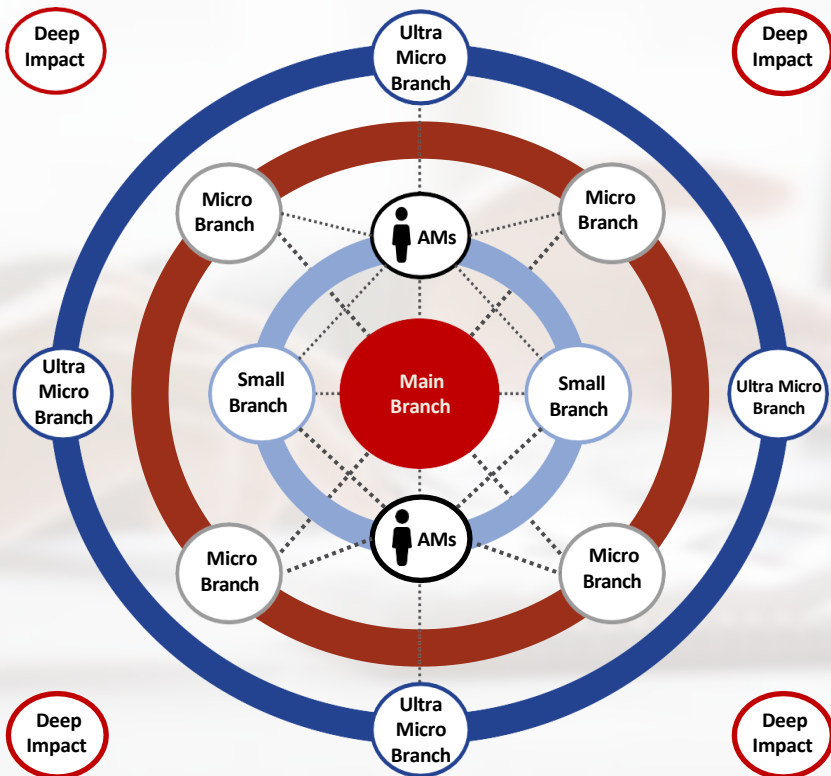
## State wise AUM

Diversified presence with a focus on cost control





Agile branch network with each location catered to by an appropriate branch size, helping keep Opex in control



Aadhar Mitra's in non-allied industries (Vegetable vendors, Cement dealers, Saloon's etc.)

**Deep Impact** branches are being opened in remote locations with an aim to cater to the housing needs of customers in tier 4 and tier 5 towns in India



# Distribution Strategy



GHAR BANEGA, TOH DESH BANEGA.



**Urban**

No of Branches: 132



**Emerging**

No of Branches: 459

No of Branches

**A - 48**

No of Branches

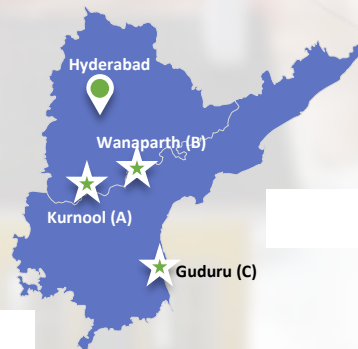
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No of Branches

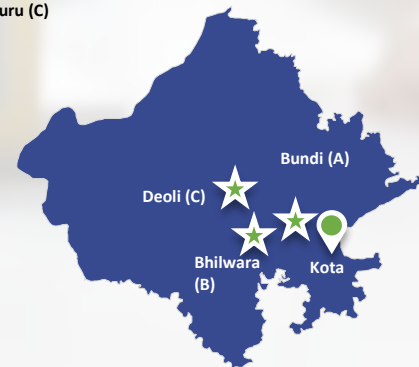
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## Branch Breakup: Examples

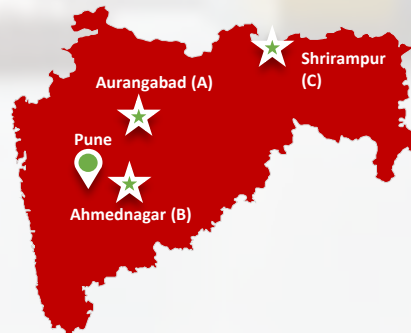
**APTL**  
(Andhra Pradesh / Telangana)



**Rajasthan**



**Rest of Maharashtra**







# Comprehensive Credit Assessment Process

## Centralized processing at regions –Salaried Customers

Regional processing units to process applications for salaried customers

Ensures standardisation, cost optimization and better turn-around time

## Decentralized processing – other customers

Branch led processing through credit managers

On-ground verification of business and income

Analysis of expected cash flow of customer's business

## Loan documentation, builder due diligence, title checks

Inhouse legal team and empaneled lawyers verify documents; ensure that the property is legally enforceable

Reports prepared by empanelled lawyers reviewed by in-house legal team

### Legal Due Diligence



**Skilled In-house technical team has assisted in creating this Robust Credit Assessment Framework**

### Risk Containment Unit



## File screening, field investigation, document verification

RCU screens every loan application and supporting document

Suspicious documents sampled and verified at source

## Activities

Site visits, technical evaluation of properties and the periodical review of construction projects

### Technical Due Diligence



## Assessment of property valuation

Done by in-house technical team of civil engineers

## Multiple opinions sought in specific cases

Technical assessments through in-house engineers  
For properties above a certain threshold, additional valuation from independent third parties



## Post-disbursement sampling

~5% of the properties mortgaged in each quarter are re-valued to review the variance in valuation

Cases of variance are examined for taking remedial actions



# Diversified Funding Sources

NHB



Banks



Mutual Funds

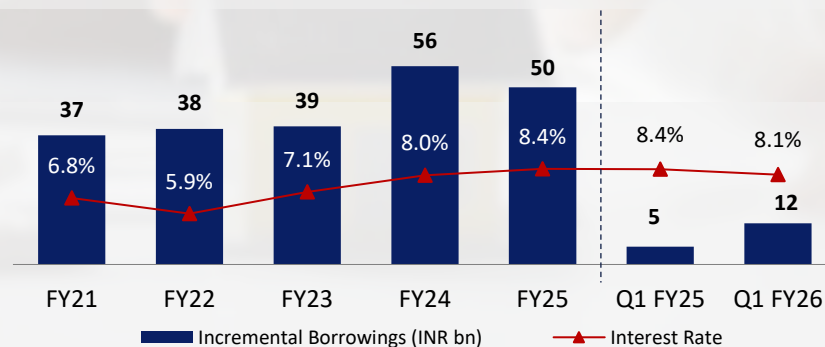
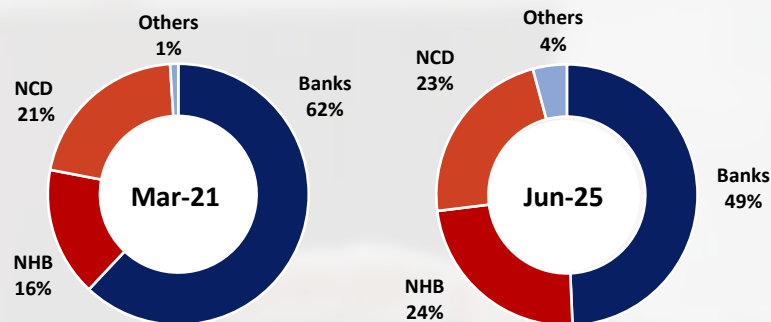


DFI



## Increasing focus on diversifying borrowings

Continue to increase share of NHB refinancing and rely on long term sources of borrowings



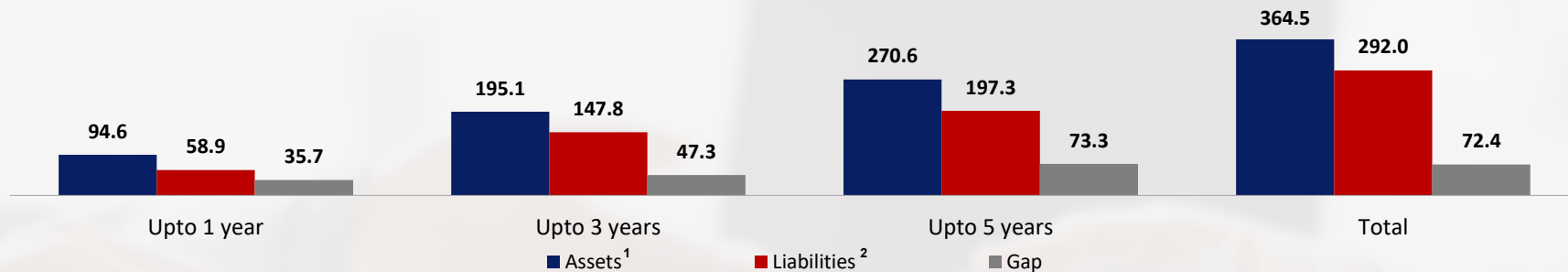
Note: 1. Interest rate for incremental borrowing. Represents weighted average rate of interest on fresh borrowings in the relevant year or period.



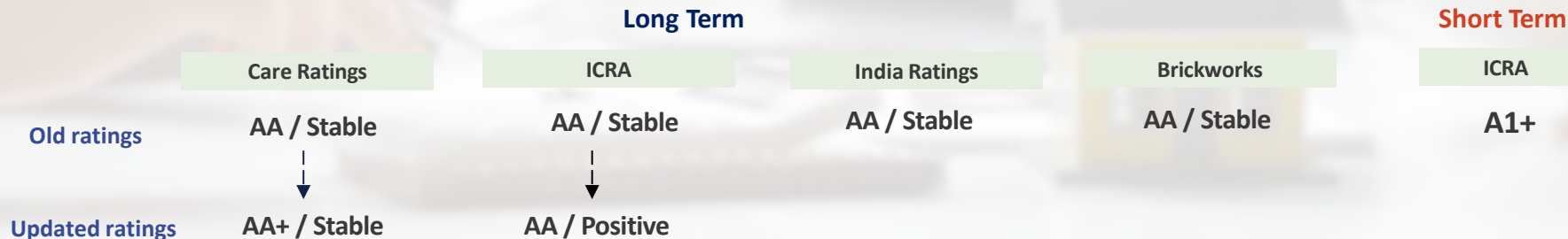
## Positive ALM Position Across Buckets

### Asset Liability Management – INR bn (as on Jun-25)

75% of Gross AUM and 75% of borrowings have floating interest rates



## High-level of Ratings Across Tenures from Leading Rating Agencies



Note: 1. Assets represents cash and cash equivalents, other bank balances, housing and other loans, investments, and receivables and other financial assets; 2. Liabilities represent trade payables, debt securities, borrowings (other than debt securities), deposits, subordinated liabilities and other financial liabilities. The above asset maturity profile is calculated based on historical customer behaviour on the loan assets.



# Social Objectives at the Core of the Business

E



Home  
Aspirations

66%

Gross AUM with  
EWS/LIG customers

Portfolio focused on EWS / LIG segments

AUM focused on EWS / LIG Customers

81%

FY21

80%

FY22

76%

FY23

71%

FY24

66%

FY25

S



Socially  
Inclusive

Aadhar Mitras /  
Mahila Aadhar Mitras

Overview of various CSR activities

Incentive based  
representative model

**Aadhar Kaushal** – Skill development for youth from the underserved segment  
**Aadhar Aangan** – Ensuring nutrition, early childhood education and care  
**Aayushman Aadhar** – Supporting healthcare infrastructure with health camps

**Blackstone, a leading investment firm, with total AUM of US\$1.2 trillion<sup>1</sup>, is the promoter<sup>2</sup>**

**Strong set of Independent Directors**

**Constantly strengthening corporate governance – 4 Independent Directors**

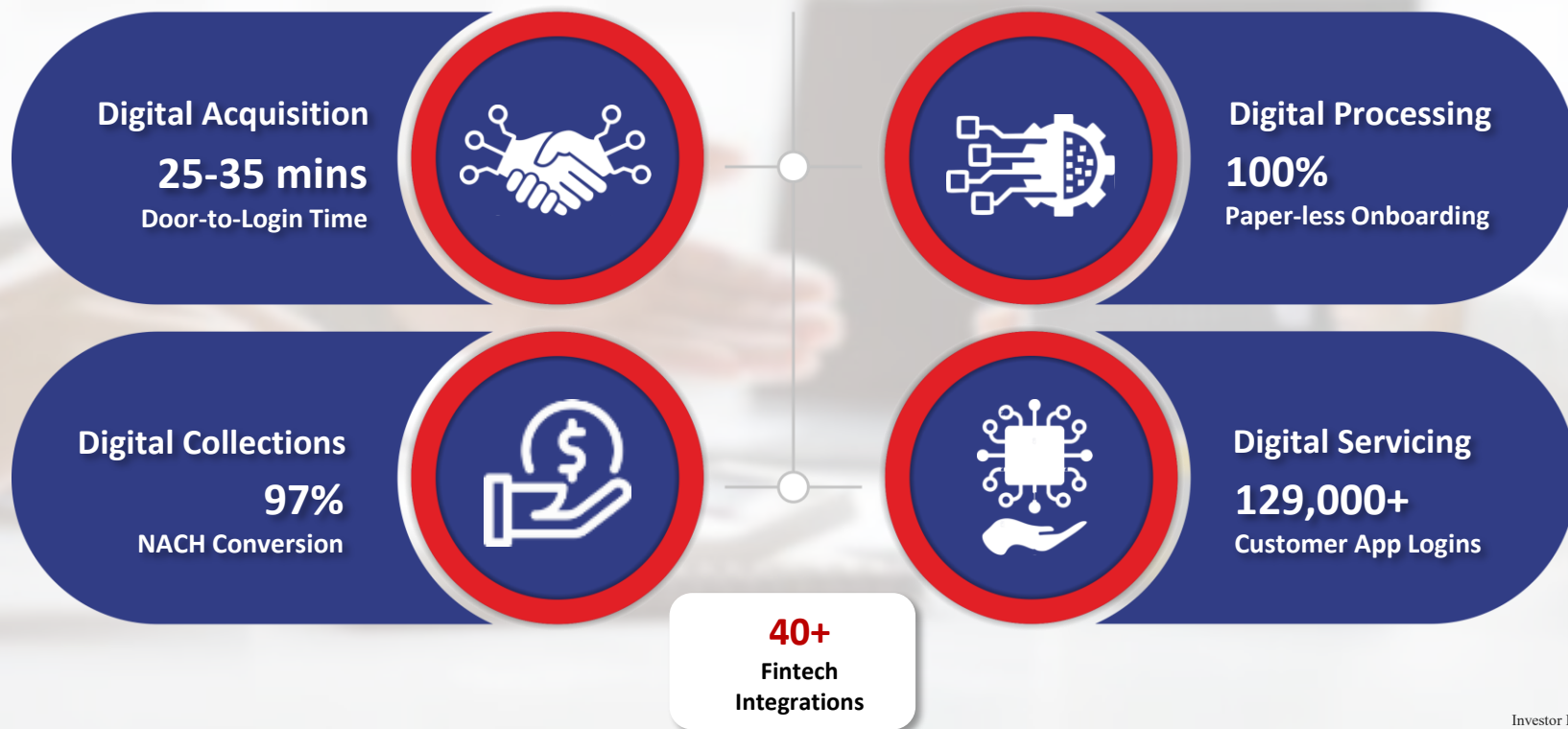


Governance

# TECH CAPBILITIES



## End-to-End TCS-Enabled Core System



## Scalable Technology Platform Developed by TCS enabling smooth and agile Digital Processes

### Lending and Securitization Platform

#### 1 Digital Onboarding

- Digitizing loan life cycle management
- Capturing leads from multiple sources
- Customer onboarding
- Loan application processing

#### 2 Loan Origination

- Enabling credit team to underwrite applications through rule-based deviations and workflows based on customer profile

#### 3 Loan Servicing

- Disbursal and repayment schedule management
- NPA tracking
- Interfacing with agencies such as CIBIL, CERSAI, PMAY etc.

#### 4 Collection Management

- Enabling real time solution to allocate accounts to agents
- Handles payments and collections from agents

#### 5 Mobility Solutions

- Enables collection agents on field to capture customer payments electronically
- Developing a sales mobility app to assist field sales team in submitting customer leads

#### 6 Customer Engagement

- Website and mobile application acting as convenient platforms for customers
- Offers loan account tracking, payments, service requests etc.
- Developing social media channels (like WhatsApp)

#### 7 Finance & Accounting

- Enabling an enterprise wise integrated accounting solution
- Enabling capturing and generation of GST data to be filed in various GST returns

#### 8 Analytics

- Monitoring of loan portfolios
- Servicing & performance management of pool investments on a continuous basis





# IT Platform augmented with Digital Capabilities

## Digital Servicing

- ✓ Customer Service Mobile App
- ✓ Customer Self Service Web Portal
- ✓ Digital Welcome Kit
- ✓ Cloud Telephony enabled Call Center
- ✓ Digital Payment Collections
- ✓ Auto Email & SMS to customers

3



1



2



## Digital Acquisitions

- ✓ Digitized Lead Generation – Various Aggregator Sources
- ✓ Digital Customer Onboarding via Sales Mobility App
- ✓ Digital Onboarding of Channel Partners
- ✓ Geo-Tagging for effective route planning

## Digital Processing

- ✓ Digital KYC Compliance
- ✓ Dedupe & Credit Bureau Integrations
- ✓ E-Validation of Income & Banking Docs
- ✓ Digital Property Search
- ✓ E-Signing & E-Stamping
- ✓ Payment Gateway for Online Fee Collection
- ✓ E-NACH Banking Processing
- ✓ Robotic Process Automations



# IT Platform augmented with Digital Capabilities

## DIGITAL ACQUISITION

### Lead Generation



CSC



IPPB



Gram Haat



JK Cement



udChalo

### Incentive Automation



Smart Winner

## DIGITAL PROCESSING



Karza

→ PAN, Aadhaar, EPFO Verifications



CRIF

→ Multi Bureau Verifications



iXsight

→ Dedupe Engine



Novel Pattern

→ Bank Aggregator & Analyzer



Teal

→ Digital Property Search



CERSAI

→ CKYC, Asset Search



SignDesk

→ e-Signing & e-Stamping



Paytm

→ Online Fee Payment Gateway



Razorpay

→ Online Fee Payment Gateway



Lotuspay

→ e-NACH & m-NACH



Automation Edge

→ RPA Automations

## DIGITAL SERVICING

### Digital Welcome Kit



Anur Cloud



### Cloud Telephony



Simple2Call

### Digital Collections



BBPS

### Communication



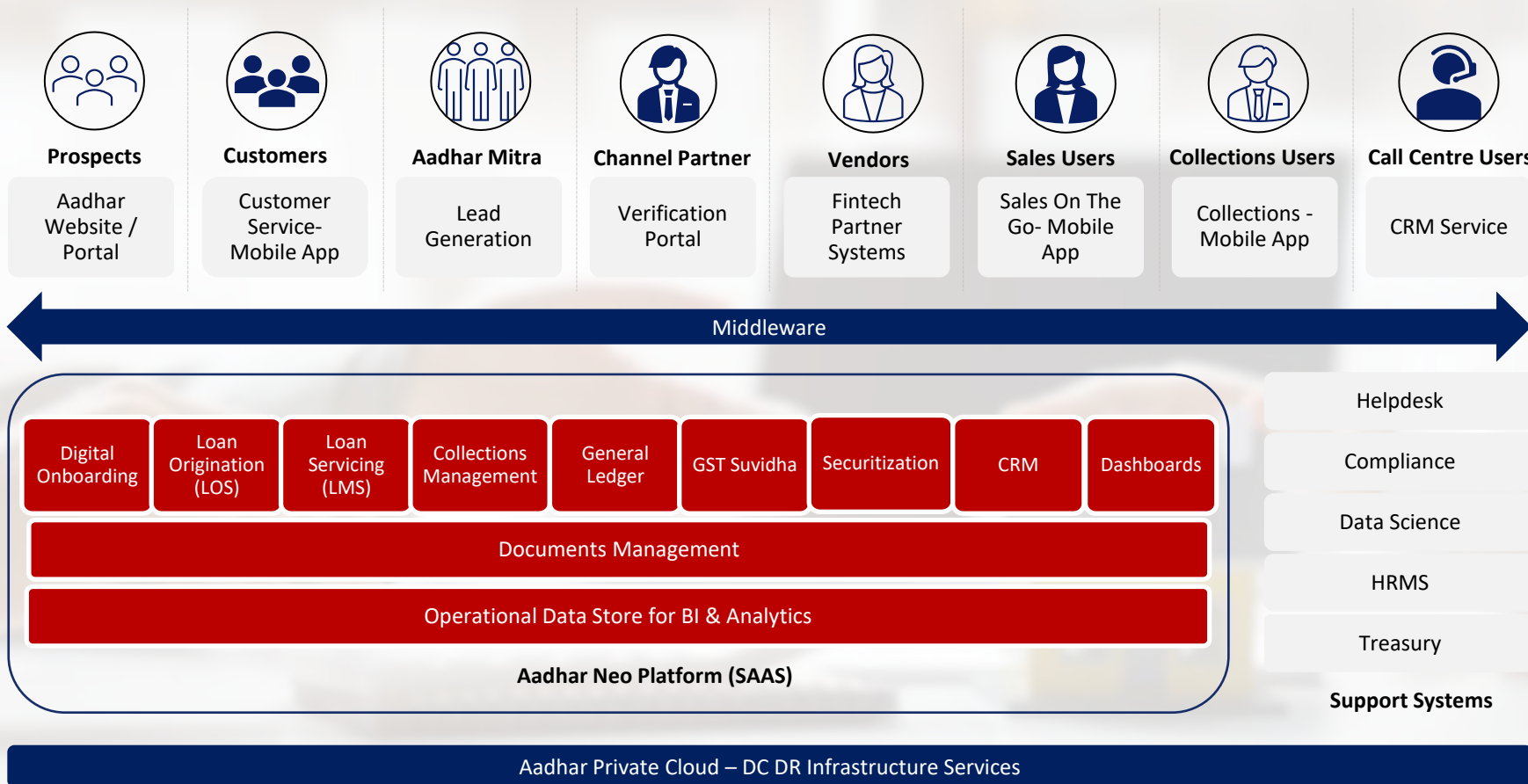
Gupshup



# Technology Architecture

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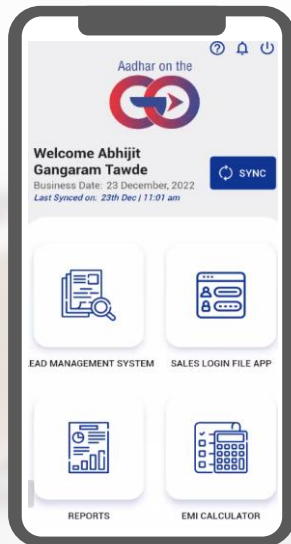
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# Extensive Suite of Applications

Robust customer engagement and partner empowerment through mobility apps; Focus on consistently improving employee experience through virtual office

## Sales Mobility App



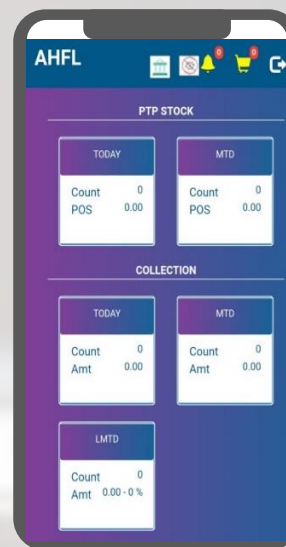
Faster onboarding of customers

## Customer Service



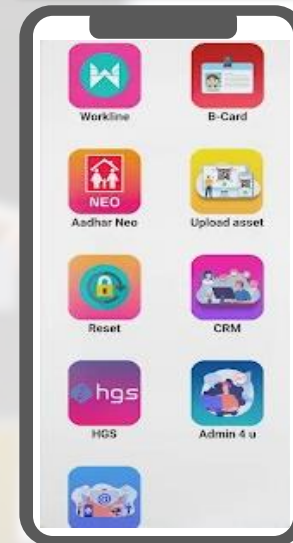
All-in-one customer app

## Collections App



Live tracking of collections

## Employee Super App



Integrated HR app for all employee services



# AHFL Customer Service App



1.38+ Lakhs Downloads



Online Payment & Service



English & Hindi Languages



~ 7500 MAU (Monthly Active Users)



Both Android & IOS



Online Customer Request



Customer Penetration

1,38,000+

Customer Rating

4.0



# Business Transformation through Data Science



## Asset Quality & Risk Management

Strengthening risk analytics with cutting-edge AI/ML to elevate credit underwriting precision, mitigate emerging risks and optimize collections efficiency



## Operational Efficiencies & Business Excellence

Increasing operational efficiencies by integrating business processes with data science like branch opening



## AUM Retention & Amplifying Yields

Automating risk-based pricing for higher approval rates, emphasizing on AUM retention and yield amplification by mitigating outward BT through data-driven strategies



## Credit Risk Underwriting

- Application scorecards for credit underwriting
- Automatic rejection of non-creditworthy loan applicants



## Collections Analysis

- Predictive analytics to identify high risk customers
- Segmentation into customer cohorts as Red-Amber-Green ("RAG") to improve collections efficiencies



## Branch Opening

- Transformational branch opening strategy driven by geo-spatial analytics
- GenAI integrations, RPA & BI Cockpits help in faster data processing, quicker decision making & shorter time to action



## Risk Based Pricing

- Integrate credit risk underwriting scorecards with risk-based pricing to "right-price" risk
- Automation to eliminate human bias, lower TATs, improve underwriting efficiencies & approval rates



## Customer Retention

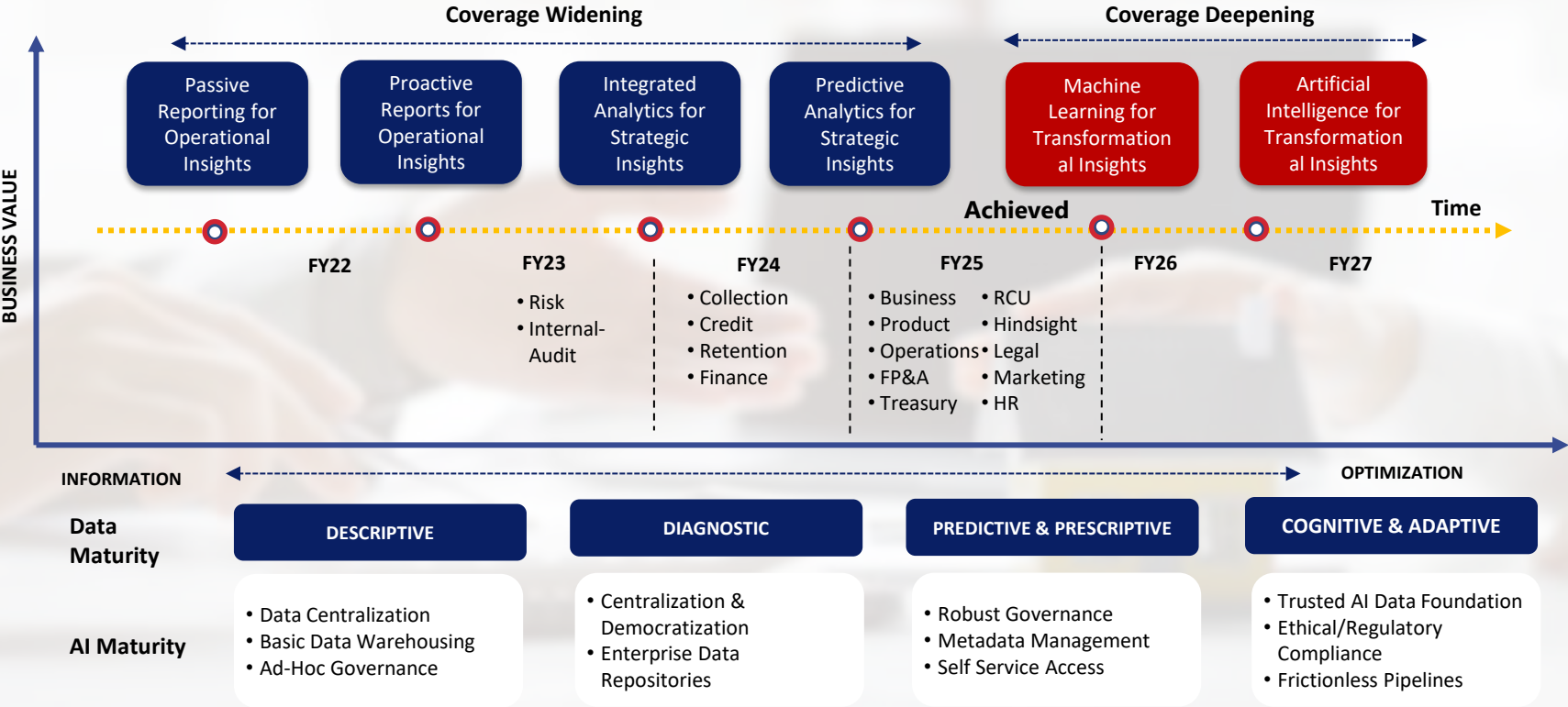
- Mitigate outward balance transfers while maintaining ROI premiums
- Integrate RAG segmentation to aid retention decisioning
- Identify refinancing opportunities to amplify yields





# Data & Analytics Maturity: In Sync with Organizational Growth

The first 4 years (FY22-FY25) the focus was to widen the coverage across verticals through descriptive and diagnostic analytics. Going forward, the strategy shifts to deepening this coverage and advancing data science maturity with a focus on AI/ML tools



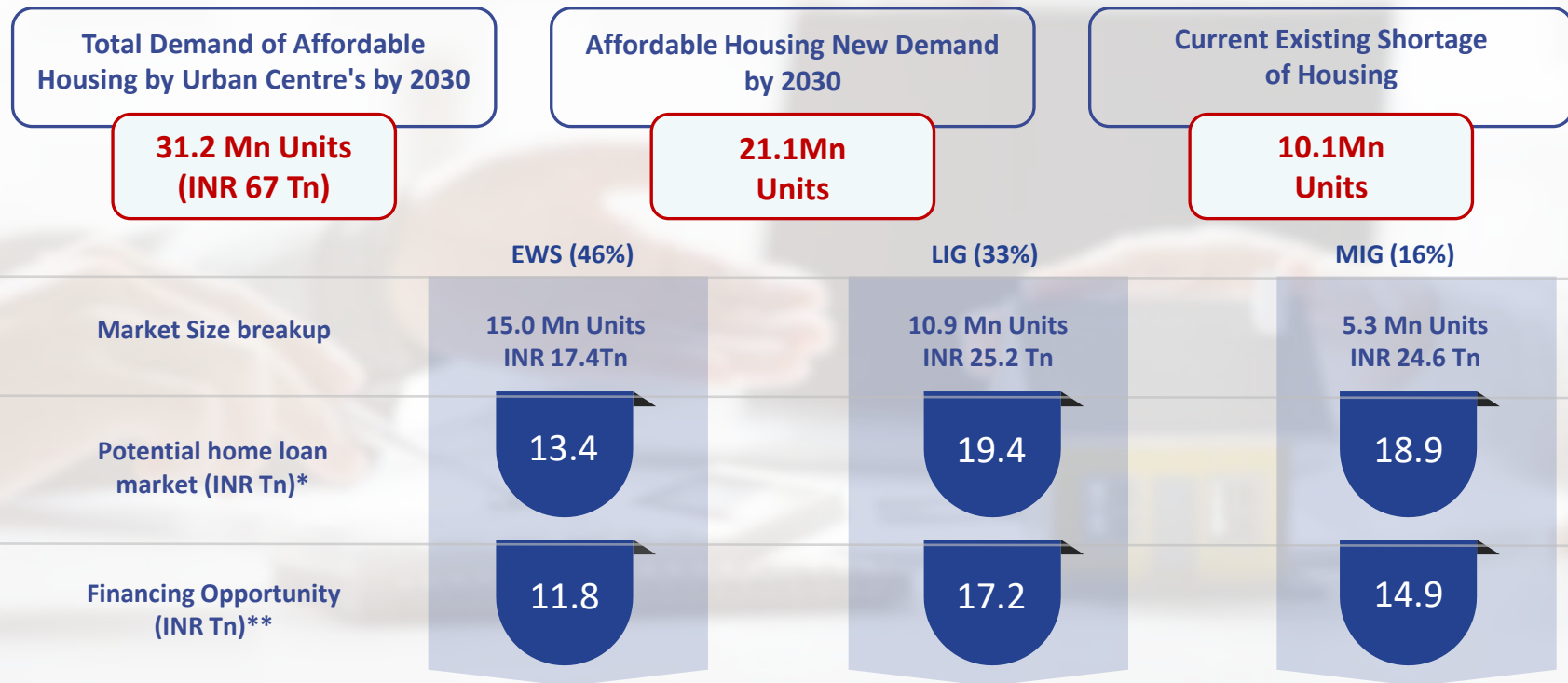
# INDUSTRY OVERVIEW





# Affordable Housing Finance Market in India: Opportunity Size

- Urban areas are projected to host 40% of India's population by 2030 from current 36% leading to a rise in Affordable housing in urban areas
- An expected shortage of affordable housing units is expected to be 32.3 Mn by 2030 which includes current shortage of 10.1Mn
- the potential financing opportunity for banks and Housing Finance Companies (HFCs) in the affordable housing segment is estimated to be INR 45tn, a 3.5x increase than the existing loan volume of INR 13Tn
- Housing Finance Companies (HFCs) constitute 53% and Scheduled Commercial Banks (SCBs) holding a share of 47% of the total loan market currently



Based on an assumption of a \*77% loan dependency and \*\*90% & 80% Loan-to-Value (LTV) ratios applied at various loan thresholds  
Source: Knight Frank Research Estimates

# Key Growth Enablers

## Government Initiatives' Impact on Housing Finance

- **Increased allotment for Housing Schemes:** The Union Budget for 2024–2025 provided INR 30,170 Cr for the Pradhan Mantri Awas Yojana-Urban (PMAY-U), a 20.19% increase over the preceding year's amount. PMAY 2.0 targets 30 million houses by 2029 (10 million urban, 20 million rural)
- **Interest Subsidies:** As per PMAY 1.0 subsidy was 2.50 lac to 2.67 lac, As per PMAY 2.0 its 1.50 lac
- **Tax Incentives:** Continued tax benefits for homebuyers and developers, encouraging housing investments

## Changing Dynamics

- **Urbanization:** Migration to cities drives demand for housing and tailored loan products. Moreover, development of 'Satellite cities' to decongest urban centers will increase demand for affordable housing units in these places
- **Rising Disposable Incomes** Higher disposable incomes boost affordability and demand for housing loans
- **Demographic Shifts** The rise of nuclear families increases the need for individual housing solutions

## Market Penetration Opportunities

- **Low Mortgage-to-GDP Ratio:** At 12.34% (as of March 24), India has significant growth potential compared to developed markets
- This under-penetration presents a substantial opportunity for affordable housing finance companies to expand their services, particularly in rural and semi-urban areas where demand is high but access to financing is limited

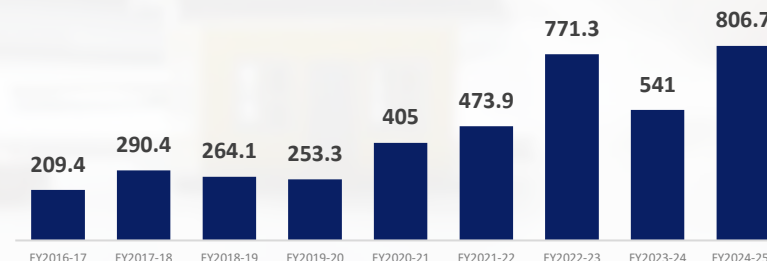
## Focus on Financial Inclusion

- There's a growing emphasis on reaching underserved populations with affordable financing options.
- Housing finance companies are increasingly targeting low-income segments, which are often overlooked by traditional lenders

### Population growth in Potential satellite cities supporting Urban Centers (Mn)

City	Population in 2024	Population by 2034 (E)
Ahmedabad	8.9	11.3
Mumbai	21.7	27.3
Pune	7.3	9.3
Bengaluru	14.2	18.1
Chennai	12.3	15.4
Hyderabad	11.1	14.2
Kolkata	15.6	19.6
NCR	33.8	43.3

### Central government budgetary allocation for PMAY ( INR bn)



# FINANCIAL INFORMATION

# Consolidated Profit and Loss Statement

Particulars (INR Mn)	Q1 FY26	Q1 FY25	YoY	Q4 FY25	QoQ
Interest on loans	7,314.2	5,979.4		6,943.0	
Other Interest and Investment Income	334.8	367.0		350.1	
Non-Interest Income	539.4	465.8		556.2	
Net gain on DA	325.0	319.3		489.1	
<b>Total Income</b>	<b>8,513.4</b>	<b>7,131.5</b>	<b>19%</b>	<b>8,338.4</b>	<b>2%</b>
Finance costs	3,319.4	2,770.1		3,147.1	
<b>Net interest margin</b>	<b>5,194.0</b>	<b>4,361.4</b>	<b>19%</b>	<b>5,191.3</b>	<b>0%</b>
Operating Expenses	1,875.3	1,602.2		1,968.3	
<b>Pre-Provision Operating Profit</b>	<b>3,318.7</b>	<b>2,759.2</b>	<b>20%</b>	<b>3,223.0</b>	<b>3%</b>
Credit Costs	267.2	186.8		63.9	
<b>Profit Before Tax</b>	<b>3,051.5</b>	<b>2,572.4</b>	<b>19%</b>	<b>3,159.1</b>	<b>-3%</b>
Tax Expenses	678.7	571.0		710.7	
<b>Profit After Tax</b>	<b>2,372.8</b>	<b>2,001.4</b>	<b>19%</b>	<b>2,448.4</b>	<b>-3%</b>
Total Comprehensive Income	2,344.4	2,001.4	17%	2,410.4	-3%
<b>Earnings per equity share (Diluted)</b>	<b>5.4</b>	<b>4.7</b>		<b>5.6</b>	

# Consolidated Balance Sheet

Particulars (INRmn)	June 30 <sup>th</sup> , 2025	March 31 <sup>st</sup> , 2025
<b>Sources of Funds</b>		
Share capital	4,321	4,314
Reserves and surplus	61,838	59,409
Borrowings	1,68,763	1,63,224
Trade payables & Other Liabilities	6,153	5,146
Derivative Financial Instruments	187	147
<b>Total</b>	<b>2,41,262</b>	<b>2,32,240</b>
<b>Application of Funds</b>		
Loan Assets	214,201	204,841
Investments and Cash & Cash Equivalent	21,905	22,366
Other Financial Assets and Trade Receivables	3,711	3,728
Other Assets	1,445	1,305
<b>Total</b>	<b>2,41,262</b>	<b>2,32,240</b>
<b>Capital Adequacy Ratio (%)</b>		
Tier I	44.1%	44.1%
Tier II	0.5%	0.5%

# ECL Provisions

Particulars (INR Mn)	June 30 <sup>th</sup> , 2025	March 31 <sup>st</sup> , 2025	June 30 <sup>th</sup> , 2024
Gross Stage 1	205,903	196,774	167,231
% portfolio in Stage 1	95.0%	94.9%	95.0%
ECL Provision Stage 1	623	594	543
<b>ECL Provision % Stage 1</b>	<b>0.3%</b>	<b>0.3%</b>	<b>0.3%</b>
Gross Stage 2	7,922	8,269	6,437
% portfolio in Stage 2	3.7%	4.0%	3.7%
ECL Provision Stage 2	1,033	1,068	785
<b>ECL Provision % Stage 2</b>	<b>13.0%</b>	<b>12.9%</b>	<b>12.2%</b>
Gross Stage 3 a (DPD <= 90)	22	16	55
% portfolio in Stage 3 a	0.0%	0.0%	0.0%
ECL Provision Stage 3 a	6	4	14
<b>Gross Stage 3 b (DPD &gt; 90)</b>	<b>2,985</b>	<b>2,213</b>	<b>2,317</b>
% portfolio in Stage 3 b	1.4%	1.1%	1.3%
<b>ECL Provision Stage 3 b</b>	<b>970</b>	<b>764</b>	<b>843</b>
<b>ECL Provision % Stage 3</b>	<b>32.5%</b>	<b>34.5%</b>	<b>36.1%</b>
Gross Stage 1, 2 & 3	216,832	207,272	176,040
ECL Provision Stage 1, 2 & 3	2,632	2,430	2,185
<b>Total ECL Provision %</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.2%</b>





# Glossary

Terminology	Definition
ALM	Asset Liability Management
AM	Aadhar Mitra
ATS	Average Ticket Size
AUM	Assets Under Company's Management
CAGR	Compounded Annual Growth Rate
CPU	Central Processing Unit
CRWAR	Capital to Risk Weighted Assets Ratio
DPD	Days Past Due
ESG	Environmental, Social and Governance
EWS	Economically Weaker Sections
RCU	Risk Containment Unit
GNPA	Gross Non Performing Assets
GST	Goods and Services Tax
HFC	Housing Finance Company
LAP	Loan Against Property
LIG	Low Income Group

Terminology	Definition
LIH	Low Income Housing
LTV	Loan to Value
NBFC	Non-Banking Financial Company
NCD	Non-Convertible Debenture
NHB	National Housing Bank
NNPA	Net Non Performing Assets
NPA	Non Performing Assets
PAT	Profit After Tax
PMAY	Pradhan Mantri Awas Yojana
PSL	Priority Sector Lending
QIB	Qualified Institutional Buyers
RERA	Real Estate (Regulation and Development) Act
RoA	Return on Asset
RoE	Return on Equity
TAT	Turnaround Time
TCS	Tata Consultancy Services Limited



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**CIN: L66010KA1990PLC011409**



**GHAR BANEGA, TOH DESH BANEGA.**

**THANK YOU**

