

HFFCIL/BSE/NSE/EQ/77/2021-22

Date: 25-10-2021

To, BSE Limited, Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001. Scrip Code- 543259	To, The National Stock Exchange of India Limited, The Listing Department, Bandra Kurla Complex, Mumbai- 400 051. Scrip Symbol- HOMEFIRST
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Sub: Investor Presentation on the Reviewed Financial Results for the quarter and half year ended September 30, 2021.

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of Investor Presentation of the Company on the Reviewed Financial Results for the quarter and half year ended September 30, 2021.

This Investor Presentation may also be accessed on the website of the Company at www.homefirstindia.com

This is for your information and record.

For **Home First Finance Company India Limited**

Shreyans Bachhawat
Company Secretary and Compliance Officer
ACS NO: 26700



Tech in Mind Service at Heart

Smart Loans for Affordable Homes!



Investor Presentation – Q2 FY22

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■ y-o-y ■ q-o-q

Executive Summary | Q2FY22

Assets Under Management (AUM)

₹46,170 Mn

+23.8%

+7.5%

Disbursement

₹5,152 Mn

+111.9%

+69.1%

Gross Stage 3 / POS

1.7%

+80 bps

-20 bps

Spread *

5.6%

+80 bps

+10 bps

Cost to Income

35.2%

-870 bps

+330 bps

Opex to Assets

2.8%

+30 bps

+30 bps

PPOP

₹596 Mn

+102.0%

-1.7%

Profit After Tax (PAT)

₹449[#] Mn

+213.0%

+27.8%

Return On Assets (ROA)

3.9%

+240 bps

+80 bps

No ECGLS | Q2 restructuring at 0.3% (Total 0.8% as at Sep'21) | Disbursement crosses Rs 500cr for the first time!

* As per IGAAP # This includes Rs 17.70 mn of Deferred Tax Liability adjustment of Q1FY22



HomeFirst – Who we are

- Technology driven affordable housing finance company with pan India presence
- Home loans to first time home buyers with predominant focus on salaried individuals having income < ₹50k p.m
- 92% of book comprise of housing loans with average ticket size of ₹1.0Mn
- Strong liquidity pipeline with positive ALM and zero commercial papers
- Data science backed centralized underwriting with in-depth understanding of local property markets



72 Branches	13 States/UT	81 Districts	161 Touchpoints	54,903 Active customer accounts	74% salaried Occupation Mix of AUM (Q2FY22)	₹14,004 Mn Liquidity Buffer as on Sep'21	806 Number of employees (Q2FY22)
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Our Journey

Scalable operating model

₹46,170 Mn

AUM (Sep'21)

CARE Rating

BBB-

BBB+

CARE / ICRA Rating

A-

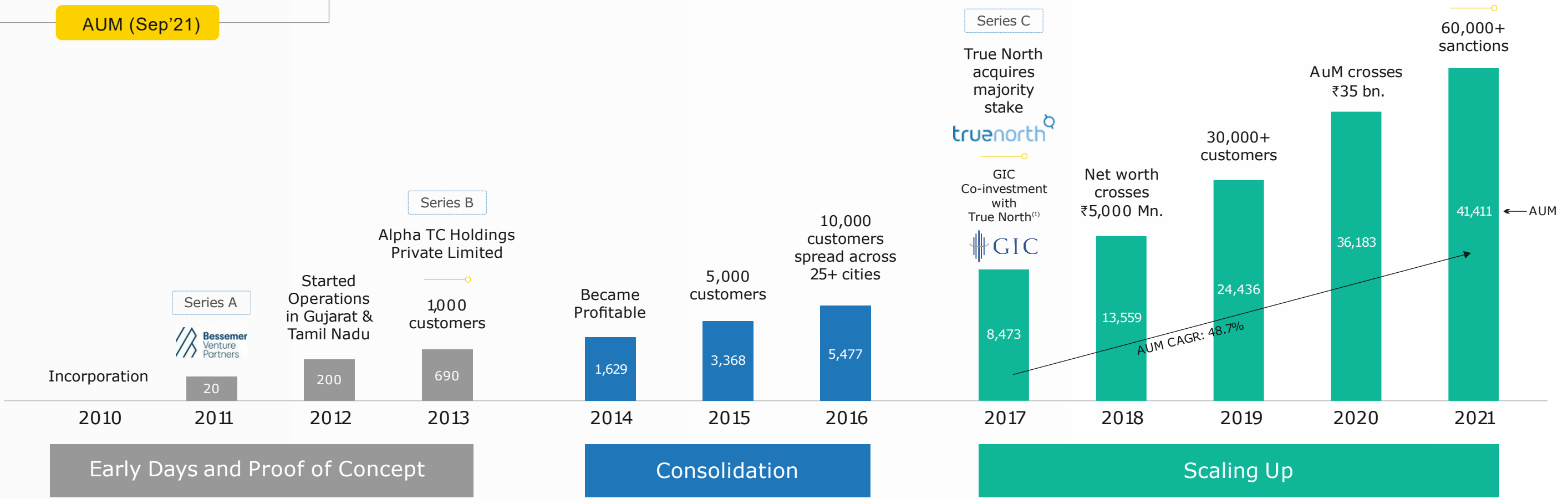
A+

We got listed

Warburg Pincus invested in the company ⁽²⁾

WARBURG PINCUS

60,000+ sanctions

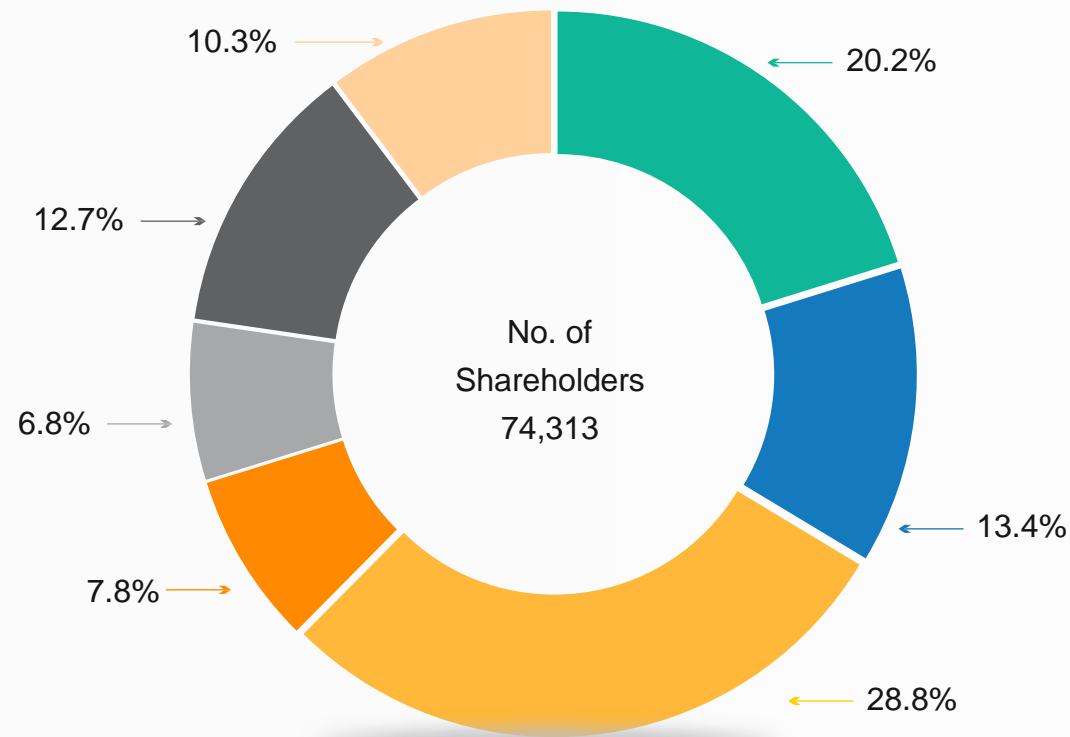


Note: AUM in INR Million

(1) Aether has co-invested with True North. Waverly owns 100% of Aether Class B Shares. Waverly is a wholly-owned indirect subsidiary of GIC (Ventures) Pte. Ltd

(2) Investment by Orange Clove Investments B.V (an affiliate of Warburg Pincus). Warburg Invested on 1st October 2020

Share Holding as on 15 Oct'21



- TRUE NORTH FUND V LLP
- AETHER (MAURITIUS) LIMITED (GIC)^
- ORANGE CLOVE INVESTMENTS B.V (WARBURG PINCUS)
- BESSEMER INDIA CAPITAL HOLDINGS II LTD
- MFs, AIFs & Insurance Cos.
- FII's & FPI's
- Public & Others

PROMOTER & PROMOTER GROUP		% Holding
TRUE NORTH FUND V LLP		20.2
AETHER (MAURITIUS) LIMITED (GIC)^		13.4
KEY INVESTORS		% Holding
ORANGE CLOVE INVESTMENTS B.V (WARBURG PINCUS)		28.8
BESSEMER INDIA CAPITAL HOLDINGS II LTD		7.8
MFs & AIFs		% Holding*
SUNDARAM MF		2.1
MOTILAL OSWAL AIF		1.5
ICICI Pru MF		1.0
ADITYA BIRLA SUNLIFE		0.6
FIIs & FPIs		% Holding*
KUWAIT INVESTMENT AUTHORITY FUND		2.0
BUENA VISTA		1.7
AL MEHWAR COMMERCIAL INVESTMENTS		1.4
GOLDMAN SACHS ASSET MGMT		1.3
MORGAN STANLEY		1.0
TT ASIA - PACIFIC EQUITY FUND		0.7
NOMURA AM		0.7
CRESTWOOD		0.7
FIDELITY INTERNATIONAL		0.6
GRANDEUR PEAK		0.6

^Waverly owns 100% of Aether Class B Shares. Waverly is a wholly-owned indirect subsidiary of GIC (Ventures) Pte. Ltd

* Holding through various schemes and funds

Distinguished Board of Directors

Chairman
&
Independent Director



Deepak Satwalekar
Ex MD, CEO - HDFC Life

Independent Directors



Geeta Goel
*Country Director -
Dell Foundation*

Michael and
Susan Dell
Foundation



Anuj Srivastava
CEO - Livspace



Divya Sehgal
Partner – True North



Maninder Singh Juneja
Partner – True North



Rajagopalan Santhanam
MD – True North



Nominee Directors



Narendra Ostawal
MD – Warburg Pincus



Vishal Gupta
MD – Bessemer India



Executive Director



Manoj Viswanathan
MD & CEO - HomeFirst



*Subject to shareholders approval

Experienced Management Team



Manoj Viswanathan

MD & CEO

24+ years in Consumer Lending. 11 years with Citigroup.



Ajay Khetan

Chief Business Officer

19+ years in Consumer Lending & Technology at Macquarie Group, HP Financial Services and Citigroup



Gaurav Mohta

Chief Marketing Officer

17+ years in Consumer Lending and Product Management with Kotak Bank, Citigroup & RPG-Foodworld



Vilasini Subramaniam

Head – Strategic Alliances

16+ years in Product Development, Analytics, & Business Strategy at Citigroup & Janalakshmi Financial Services



Nutan Gaba Patwari

Chief Financial Officer

14+ years in Business Finance, Operation Management at HUL, ITC and Philip Morris



Ramakrishna Vyamajala

Chief Human Resources Officer

15+ years in HR operations at IDFC Bank and Vedanta



Abhijeet Jamkhindikar

Business Head- Maharashtra

19+ Years in Project & Developer Financing at HDFC Ltd



Arunchandra Jupalli

Business Head - South

17+ Years in Consumer Lending and Mortgage at Citigroup and Karvy Financial Services



Dharmvir Singh

Chief Technology Officer

15+ years in digital transformation, defining & implementing technology solutions in TCS, Birlasoft, IBM & Wipro



Ashishkumar Darji

Chief Risk Officer

16+ years experience in financial risk management domain at KPMG, SBI & Kotak Securities

Meet our customers

Formal Salaried

Customer 1
Age:44 / Location: KR Puram (suburbs of Bangalore)



Teacher with several years of experience and monthly family income of ₹49,000

74%
Salaried

Informal Salaried

Customer 2
Age: 32 / Location: Sayan (suburbs of Surat)



Diamond polisher for 10+ years with monthly family income of ₹29,000

26%
Self employed

Self Employed

Customer 3
Age: 36 / Location: Avadi (suburbs of Chennai)



Owens an iron fabricating shop for 15years with monthly income of ₹40,000

Who are they?

What is their story?

COVID
Experience

- Salary credit in bank was ₹19,348 with additional income through private tuitions in cash
- Husband is a maintenance officer earning ₹13,000 p.m
- Assessment based on total income (salary + tuition income) unlike traditional financiers who will consider only salary income
- Home Loan sanctioned: ₹1.5mn at RoI of 13% and EMI of ₹17,600
- Resilient. Has not missed a single payment through COVID and is regular with her payments.

- Cash salary of ₹20,000 p.m. His wife earned a salary of ₹9,000 also in cash.
- Found it challenging to approach a bank for a housing loan due to cash income
- Workplace verification to confirm income sources along with discussions with owner / boss to assess expertise, craftsmanship and job stability
- Home Loan sanctioned: ₹0.8mn at RoI of 13.5% and EMI of ~ ₹9,700
- Resilient. Has not missed a single payment through COVID and is regular with his payments.

- Faced difficulty with lengthy documentation process at banks; taking time out of his workshop meant loss of a day's business
- Door step service and workplace verification to confirm scale of business, reference checks with neighboring shops and home verification
- Home Loan sanctioned: ₹0.93mn at RoI of 14.5% and EMI of ₹11,900 (loan sanction in 4 hours from submission of documents)
- He has been resilient through COVID wave1. However, he's been impacted by COVID wave 2 and lagging behind with 2 EMIs overdue.

Data for the period Q2FY22

Our unique value proposition to our customers

Who are our customers...

- Salaried and self-employed individuals
- 75%+ Customers with annual household income level less than ₹0.6 mn
- First time home buyers
- 35% customers are new to credit

What do our customers need

- Home loan requirement primarily in the ₹0.5 -1.5 mn range ⁽¹⁾
- Access to formal housing finance
- Minimal disruption to daily work routine

What challenges do they face

- Inability to meet documentation requirements of traditional lenders
- Time consuming loan sanction process
- Dealing with middle men

NPS

83

For Q2 FY22

Our Value Proposition

Access

- Understanding customer's needs via well educated & trained RMs
- Right-size the loan through a holistic evaluation of all formal/informal sources of income
- Alternative documents (Life insurance policies, property deeds etc.) used for evaluation

Speed

- 48 Hr Turn Around Time for Approval
- Centralised & consistent underwriting
- Mobility solutions for our customers, employees and sales channels for quick and efficient processes and service

Transparency

- Mandatory counselling sessions for customers on loan and insurance terms
- Digital access to loan documents for the customer
- No prepayment charges and easy prepayment options

Service

- Home visits coupled with paperless process to ensure minimal disruption to daily customer routine
- Dedicated Service Manager for every customer
- Customer app for easy access to loan statements, prepayments and raising service requests

Note: Data for the period Q2FY22 (1) 65%+ loans with Average ticket size between INR 0.5-1.5mn as of Q2FY22

● 0 - 4 ● 4-7 ● 7 - 15

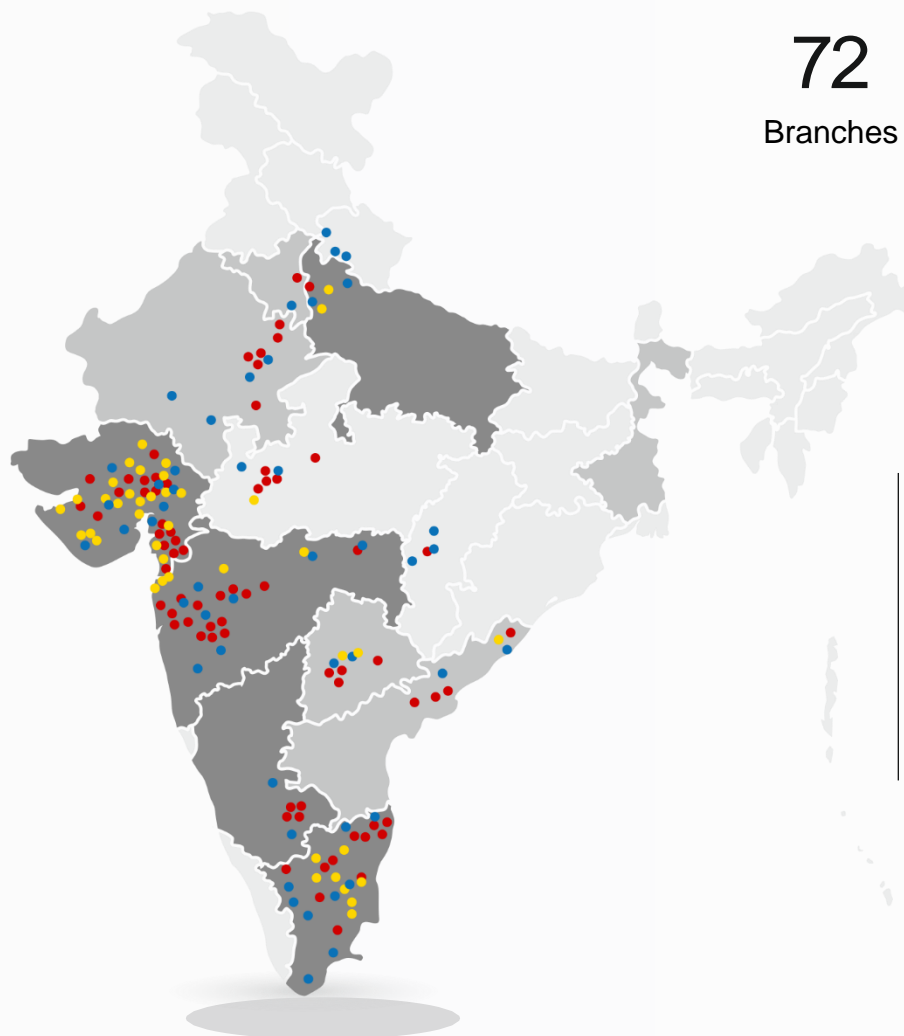
Contribution to India's GDP FY'21 (%)

- Existing branches - 72
- New branch locations - 47
- Digital branches - 42

Pan India Distribution driven by strategic market selection & contiguous expansion

72 Branches | **81** Districts | **13** States/UT | **161** Touchpoints

Geographic Expansion



Business commenced in **14** new branch locations. In addition, **10** new digital branches have been launched. Taking the total number of touchpoints to **161**

States/Territories	Number of		Percentage of gross loan assets as on			
	Branches	Districts	Q2FY22	FY21	FY20	FY19
Gujarat	20	20	37.5%	38.2%	39.7%	40.8%
Maharashtra	15	14	17.7%	19.2%	21.7%	28.4%
Tamil Nadu	11	14	11.8%	11.1%	9.9%	8.5%
Karnataka	4	3	8.7%	9.1%	9.0%	8.2%
Rajasthan	6	6	5.5%	5.5%	5.0%	3.8%
Telangana	4	4	6.3%	5.5%	4.9%	3.2%
Madhya Pradesh	5	6	4.6%	4.4%	3.9%	2.6%
Uttar Pradesh & Uttarakhand	1	6	3.3%	2.9%	2.6%	2.0%
Haryana & NCR	1	2	0.9%	1.0%	1.1%	1.3%
Chhattisgarh	1	2	1.2%	1.2%	0.9%	0.8%
Andhra Pradesh	4	4	2.5%	1.9%	1.3%	0.4%
Total	72	81	100.0%	100.0%	100.0%	100.0%

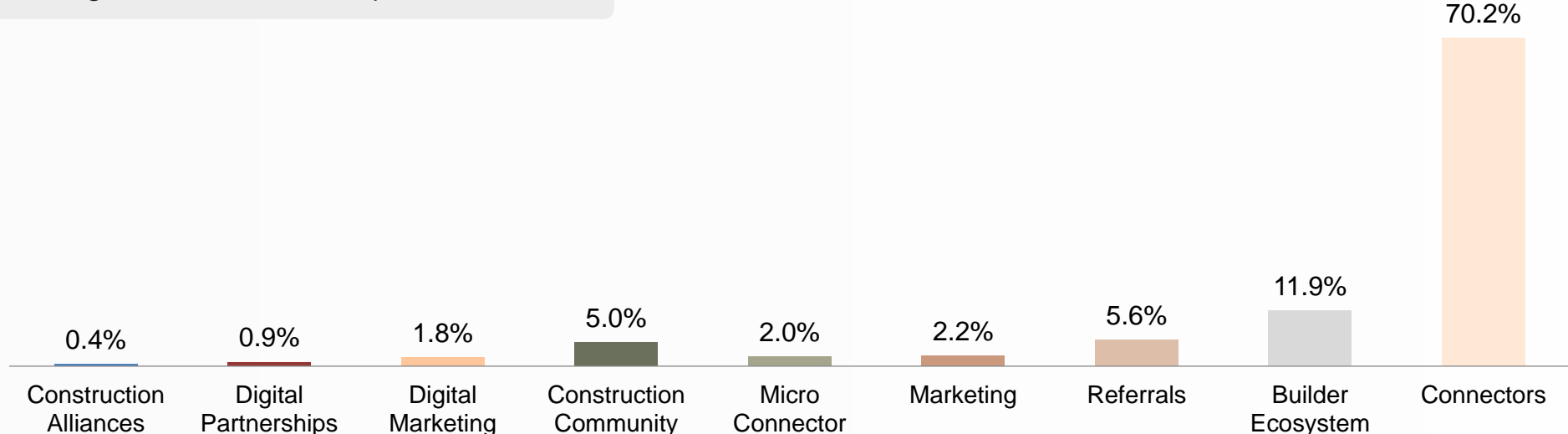
States/UT include states/UT from where we source loans irrespective of physical presence of a branch in those states/UT

Note: Source for Contribution of states to India's GDP: NSO, MOSPI

Disclaimer :Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Omni channel lead generation driving sourcing

Diversified lead generation channels | Q2 FY22

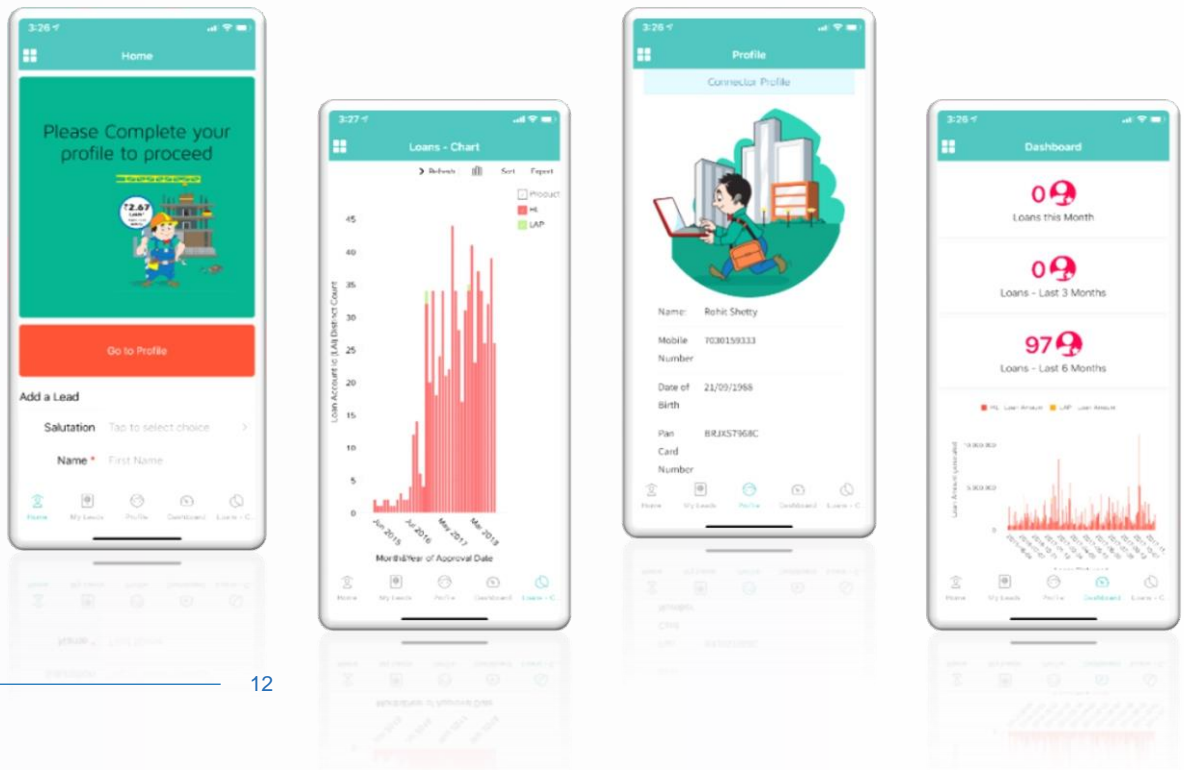


Diversified channels for generating leads such as connectors, builder ecosystem, digital, etc.

100% in-house conversion by HomeFirst RMs.

...effectively managed via connector app

Scan and Download



94.5% connectors registered on the Connector App



Data Science backed centralized underwriting



Risk Management Design

- Salaried customers
- Build detailed understanding of customer via field visits by RM
- In-depth understanding of operating geographies and property types
- Low under construction exposure and low LTV



Tech-Led

- 100+ data points & digitally captured data for all customers
- API integration with third party independent sources like Hunter, Perfios etc.
- All customer and internal communication, documents, photographs, videos available on a single cloud based system



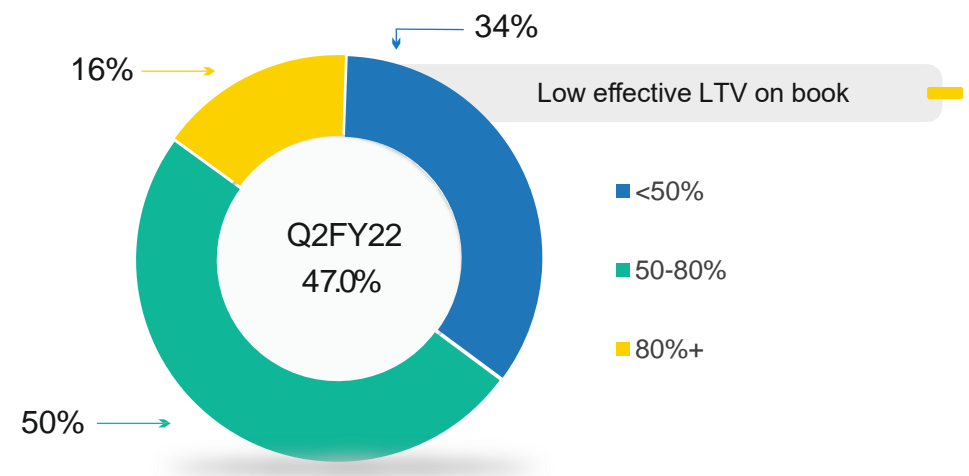
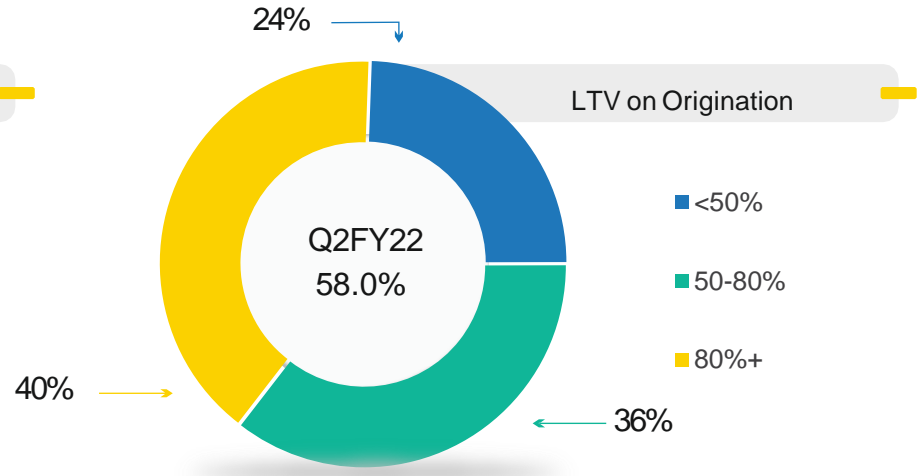
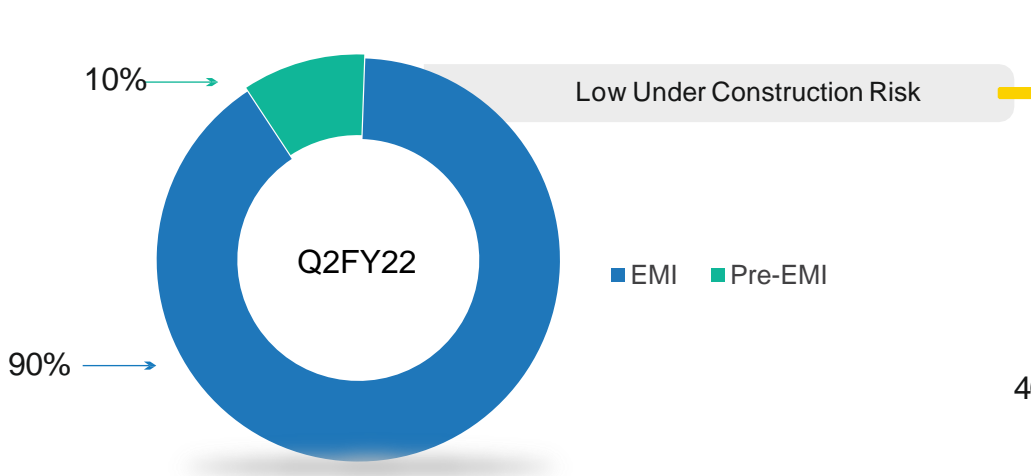
Centralised

- Consistency in underwriting
- Integrated CRM and Loan Management System on cloud based platform
- Proprietary Machine learning & Customer scoring models used for credit decision

Loans approved within 48 hrs

88%

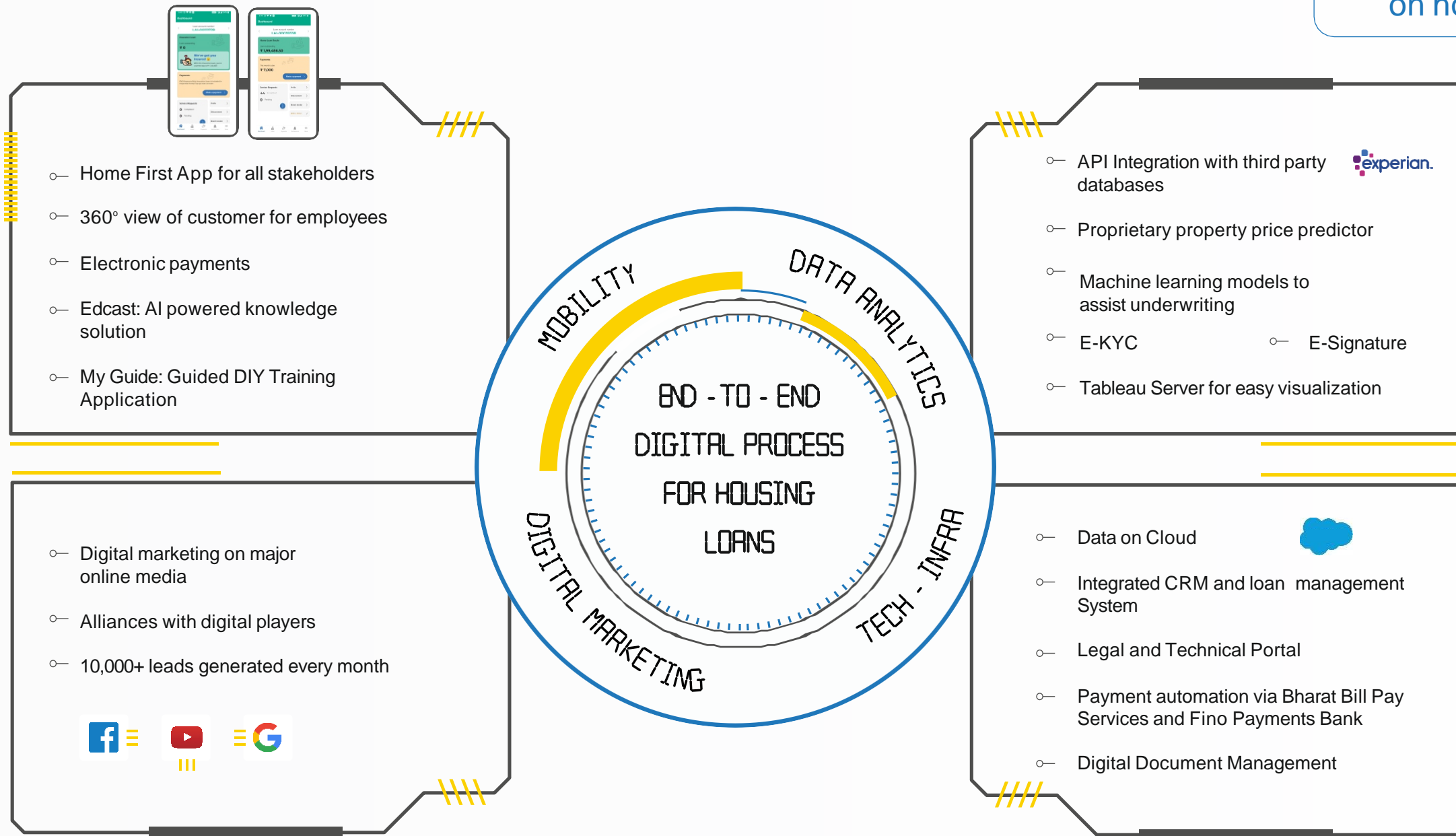
For Q2 FY22



Note: "EMI" are loans where the construction is completed hence loan is fully disbursed and EMI on loan is being collected. "Pre - EMI" are loans where property is under construction hence loans are partially disbursed accordingly only interest is being collected from the customer. EMI collection will start once full disbursements happen.



Scalable operating model built on holistic technology usage



Tech Interventions

- E-NACH
- E- Sign
- E- Vault
- E-Stamp paper
- Instant Soft Approval on App

Customers registered on app

72%

As of 30 Sep'21

Google rating of Homefirst Customer App

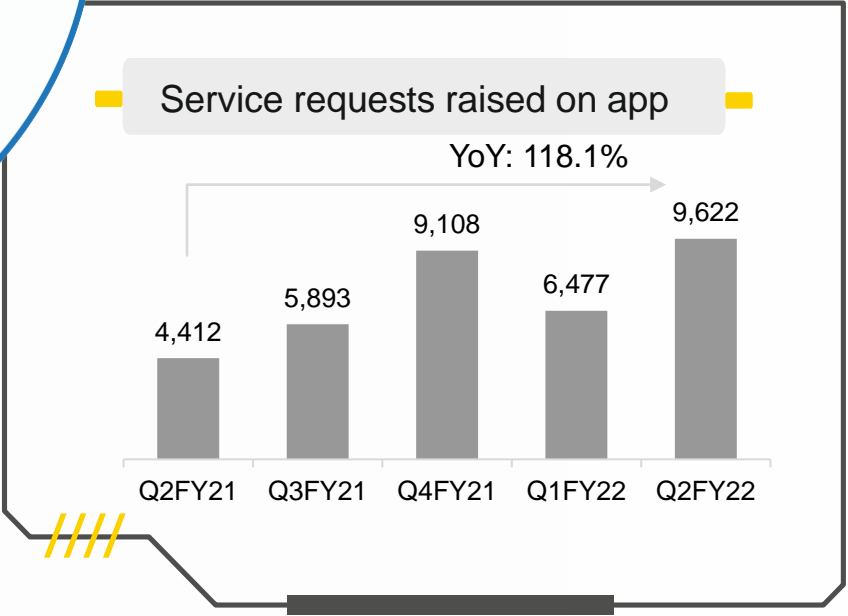
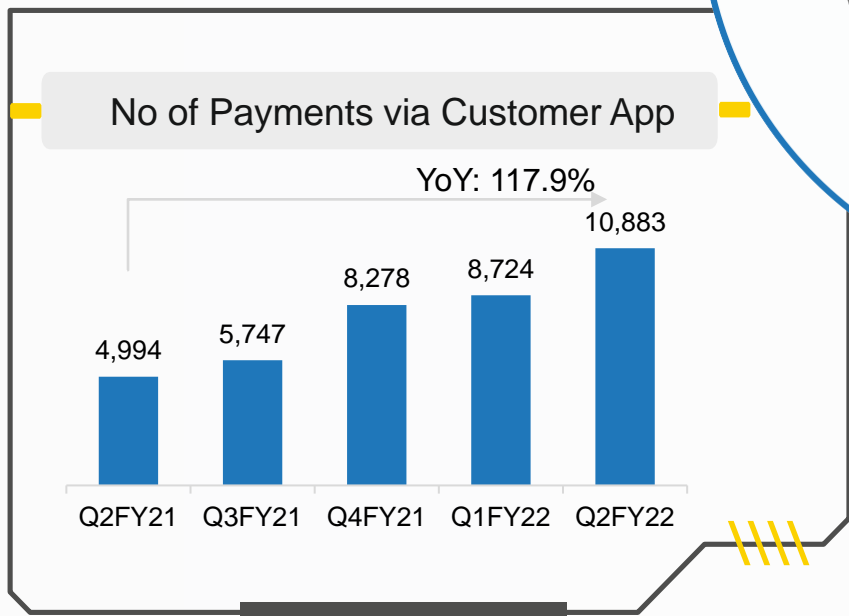
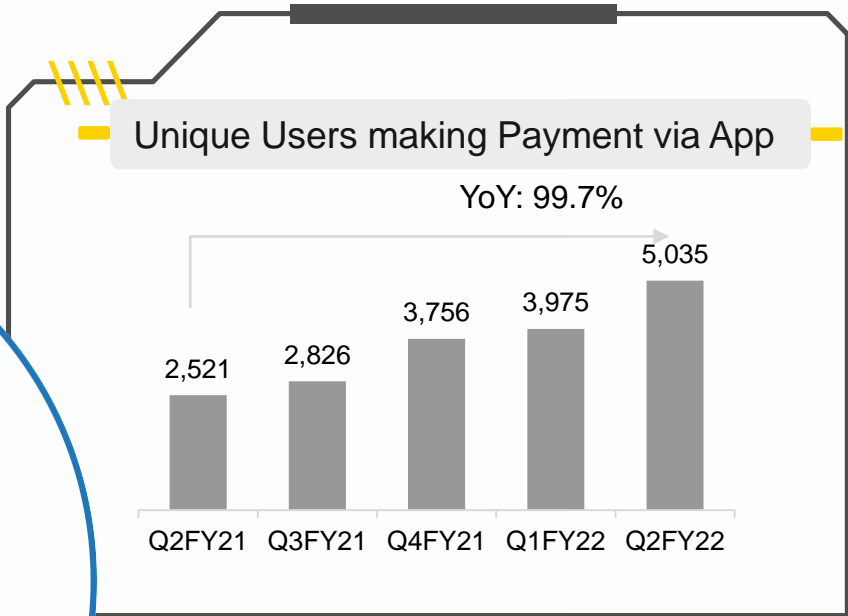
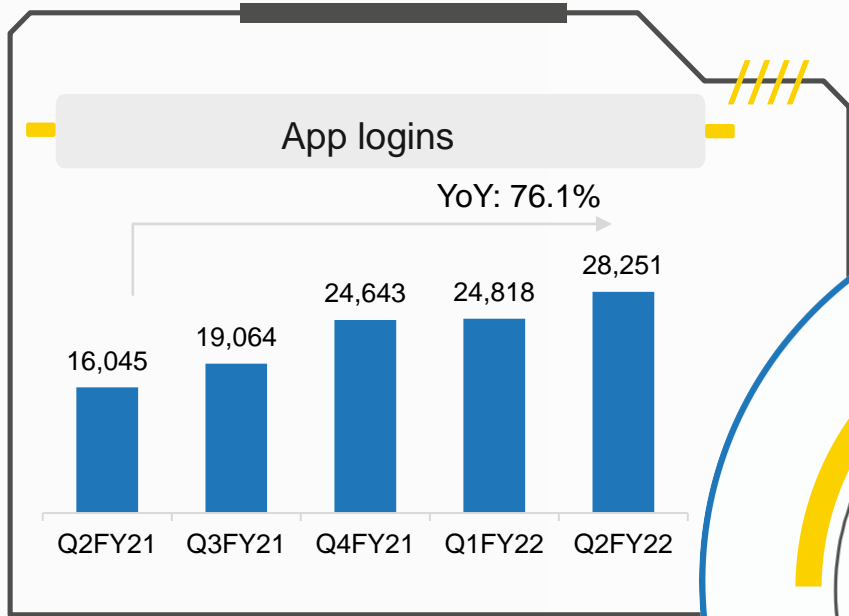
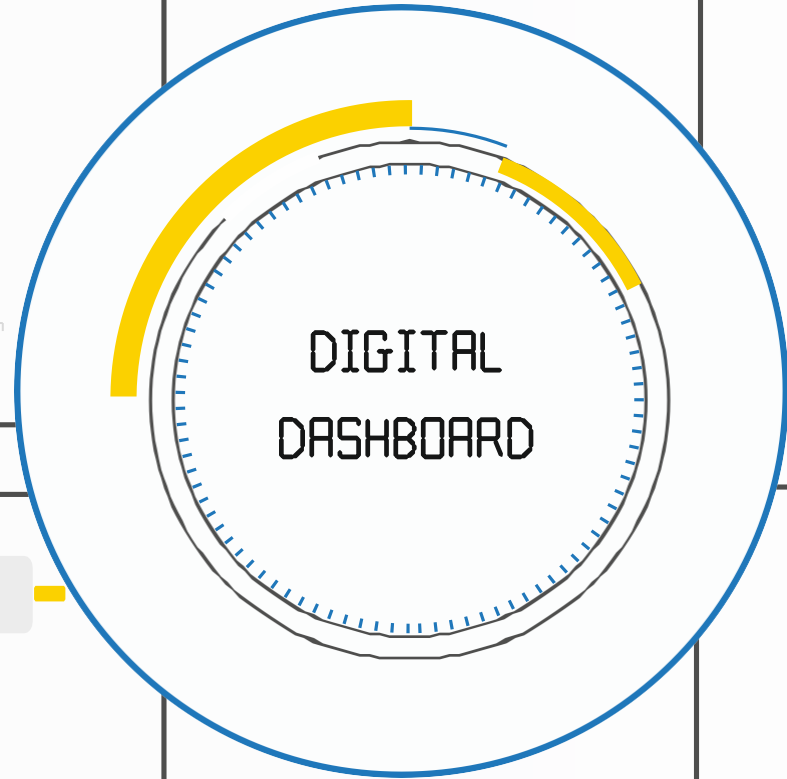
4.2



As of 11 Oct'21



Digital Adoption



Avg time spent by user on the app
2m 34 sec
For Q2 FY22

%of unique user logins of active customers
51.5%
For Q2 FY22

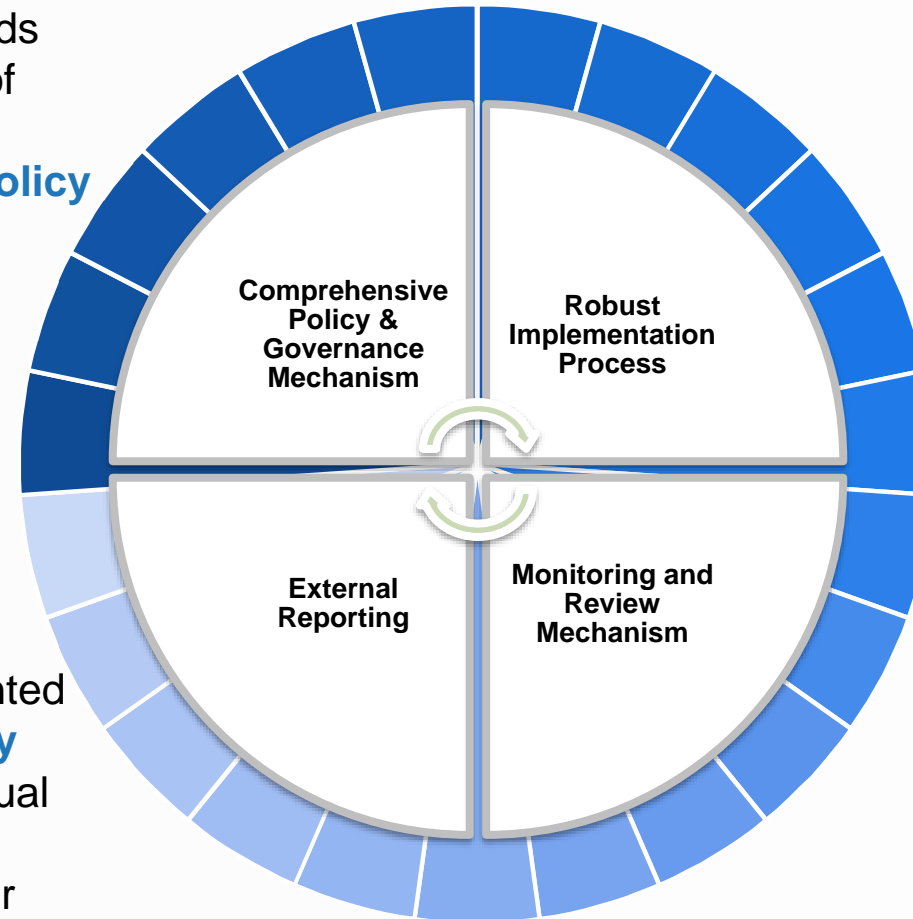
% of service requests raised on app
72.6%
For Q2 FY22

Average payment per user on app
₹29,104
For Q2 FY22

Source: HomeFirst App Database

ESG Framework

The Company understands the growing importance of ESG and has adopted a **Board approved ESG Policy**



An **ESG Execution Team** with management team participation has been created to ensure implementation of the ESG Policy

The company has presented **Business Responsibility Report** as part of its Annual Report in FY20-21. The company is gearing up for detailed ESG reporting in FY22

12 areas have been identified for immediate focus. Parameters for measurement and metrics for various **ESG focus areas** are being developed

Green Operations



- HomeFirst has a deeply ingrained Ideology of all processes being **paperless** across the product cycle.
- Electronic processes** have been implemented even for traditional activities such as signing of agreement, procuring KYC documents, NACH mandates, payment receipts etc. This results in saving of paper, time and energy.
- Mobile apps** have been provided to customers, employees as well as connectors. This has helped customers cut down on branch visits – thereby saving time, fuel as well as energy.
- Feature rich** mobile apps to provide seamless service and to track **NPS score** as a feedback mechanism. Our NPS score for Q2FY22 is 83.

Responsibility towards employees and community



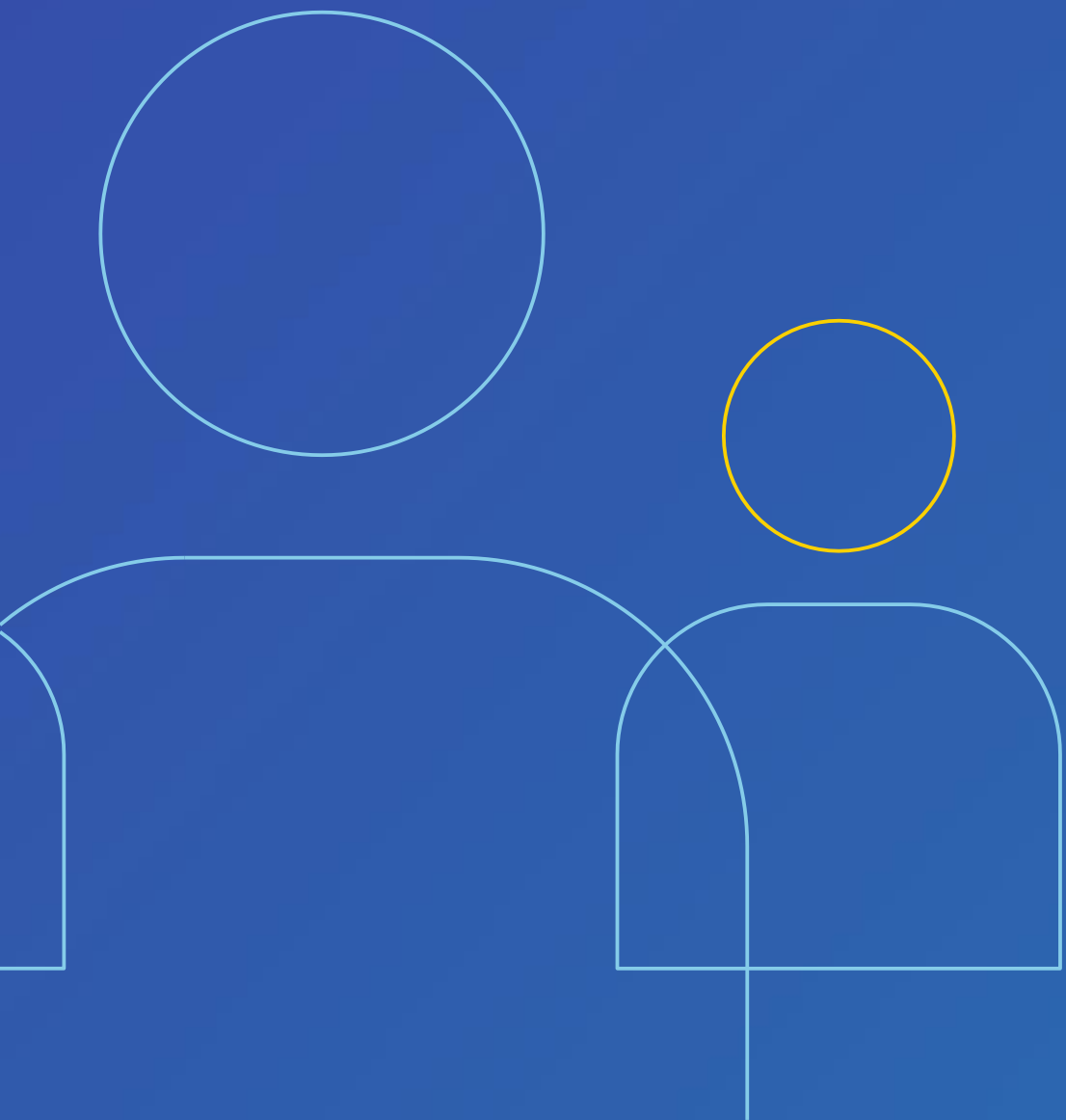
- Customer focus:** Playing a key role in **Financial inclusion** by facilitating affordable home loans and empowering women borrowers. EWS and LIG customers account for 77% of AUM.
- Prepayment facility** provided on the Customer App to “*nudge*” customers towards prudent management of their finances. In the 10 years of the company’s existence, 18,254 customers have made 75,994 instances of pre-payments resulting in reducing their loan burden by ₹ 597 Cr.
- Employee Development and Wellbeing:** We have conducted programs for Financial, Emotional and Physical wellness of our employees. Emotional 1 to 1 **counselling sessions are available** to employees.
- Continuous training and communication on Whistle Blower and POSH (Prevention of Sexual Harassment) The Company has adopted policies for creating a safe and conducive as well as inclusive work environment for its employees: **HR Policy | Equal Opportunity Policy | Parental Leave Policy**

This is reflected in the diverse employee base consisting of **~30% women overall and 20% women in senior management.**
- Commitment towards community:** 66 oxygen concentrator machines made available to help 173 covid affected patients. 960 foodkits distributed to covid impacted families across 5 cities of Surat, Ahmedabad, Rajkot, Ghaziabad and Mumbai. Donations to various hospitals in and around our area of operations.

Work Sustainably & Ethically



- Independent Directors** have been part of the Board **since inception**; core competencies of Independent Directors directly relevant to company’s operations.
- Diverse Board, Senior management and employee base:** Board members and CXOs with technology, impact investment, bottom of the pyramid, risk and finance experience. 2 of the 10 members of senior management are women.
- The Company has also adopted the following policies to ensure ethical, transparent and accountable conduct:
 - Customer Grievance Policy ([Link](#))
 - Code of Conduct for the Directors and Employees ([Link](#))
 - Fair Practice Code ([Link](#))
 - Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information ([Link](#))
 - Policy on Prevention of Sexual harassment Policy ([Link](#))
 - Vigil Mechanism and Whistle blower ([Link](#))
 - Know Your Customer (KYC) and Anti Money Laundering Measures Policy ([Link](#))
 - Internal Guidelines on Corporate Governance ([Link](#))



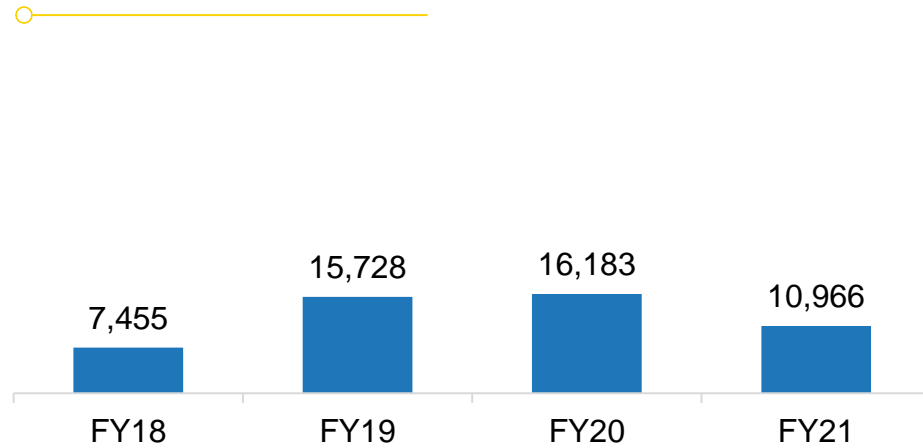
Business Updates



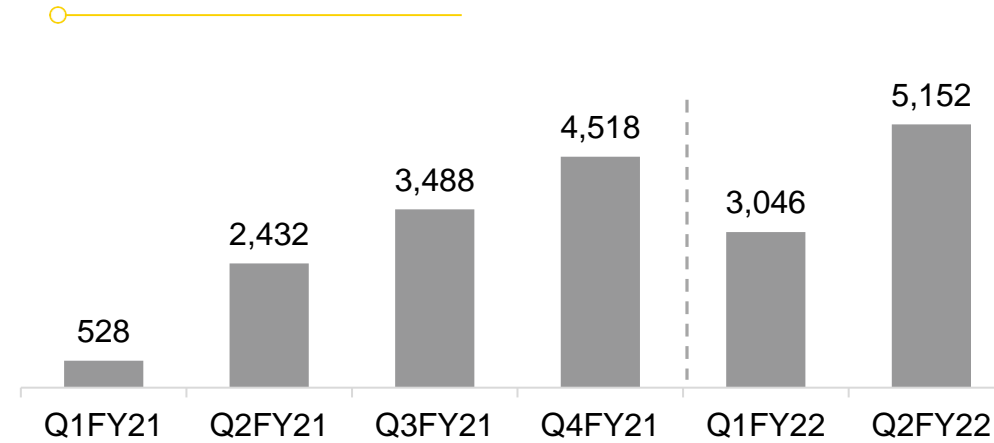
Healthy Growth in Loan Book and Disbursements

Disbursement (₹Mn)

Last 4 Years



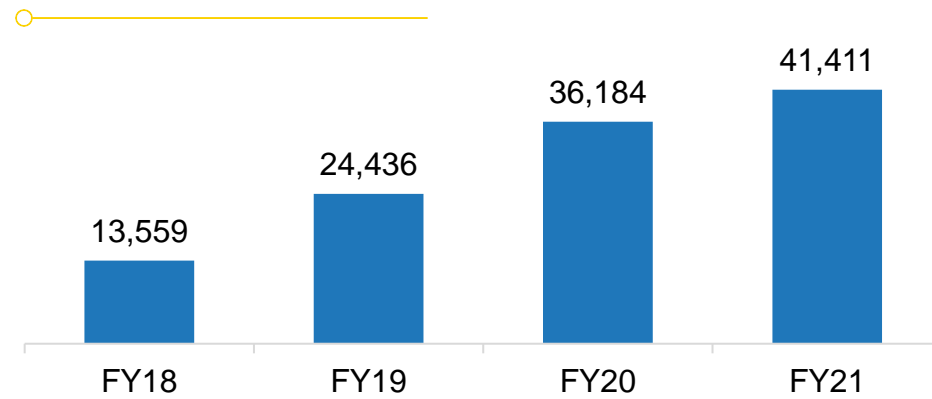
Last 6 Quarters



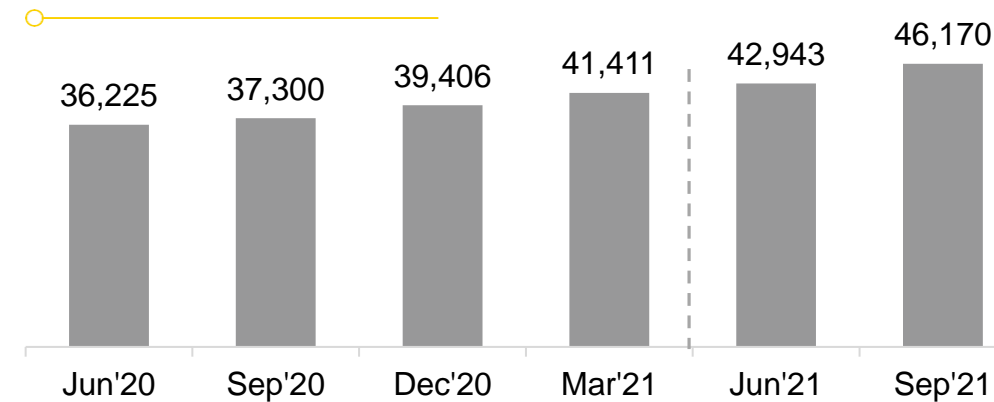
Disbursement crosses **Rs 500crs** for the first time!
Q2FY22 surpasses Q4FY21 by 14.0%

Assets Under Management (₹Mn)

Last 4 Years

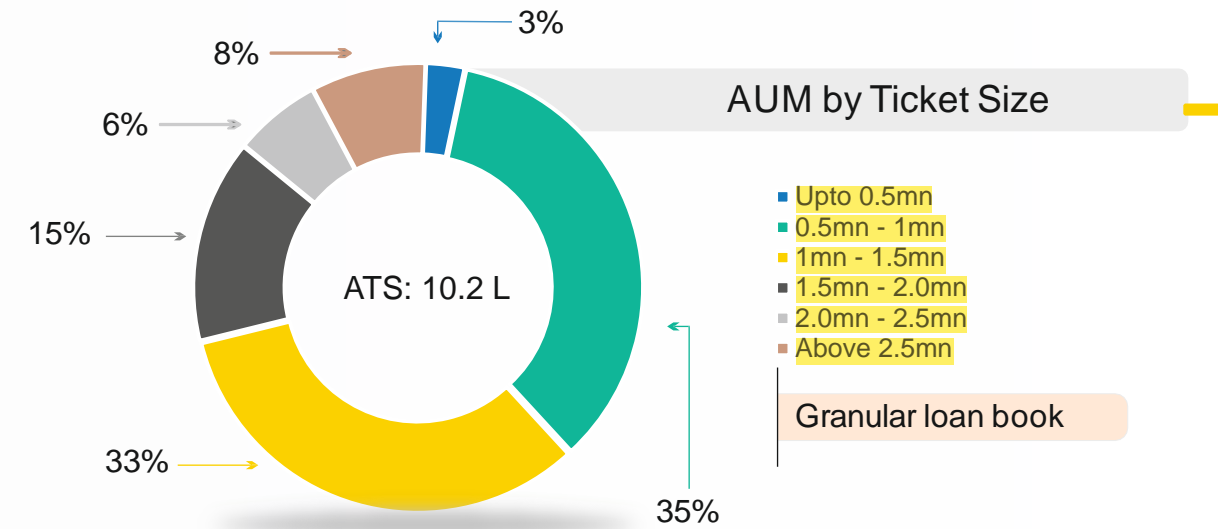
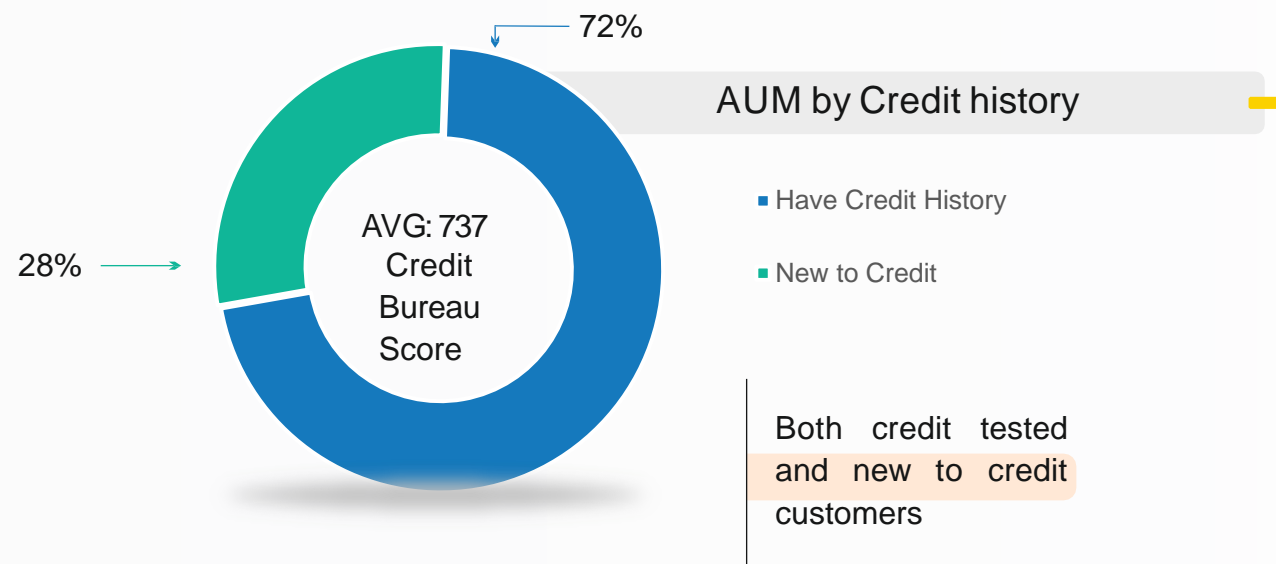
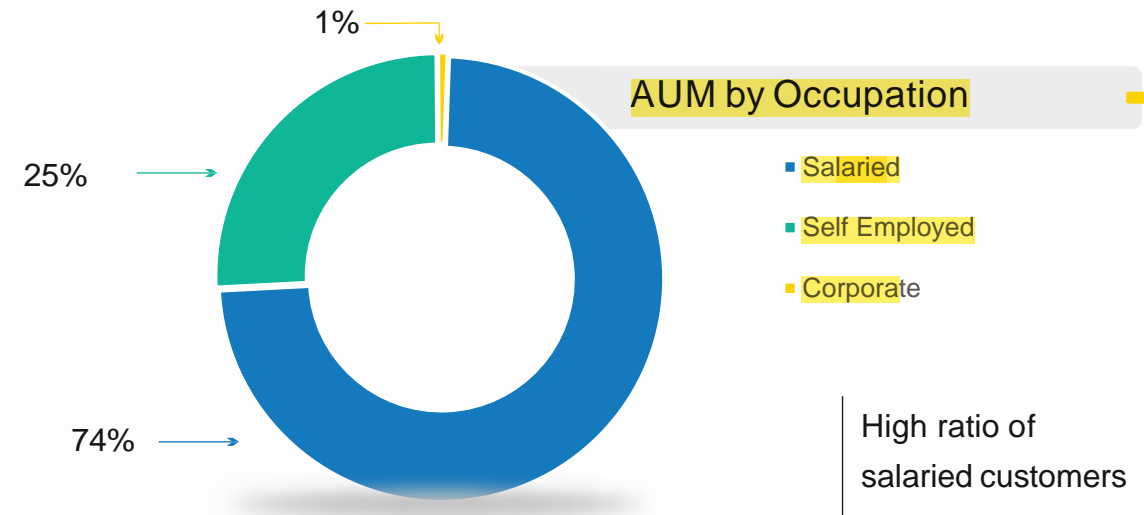
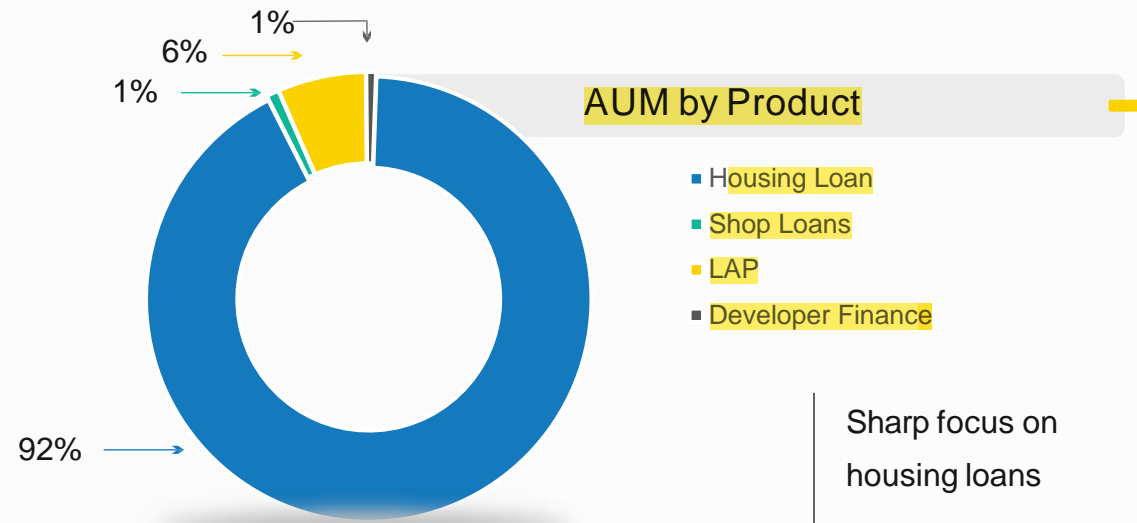


Last 6 Quarters



23.8% y-o-y AUM growth
7.5% growth q-o-q
45% CAGR (3 Years FY18-FY21)
4.5% BT Out rate for Q2FY22 (annualized)

Consistent Portfolio Metrics | Sep'21

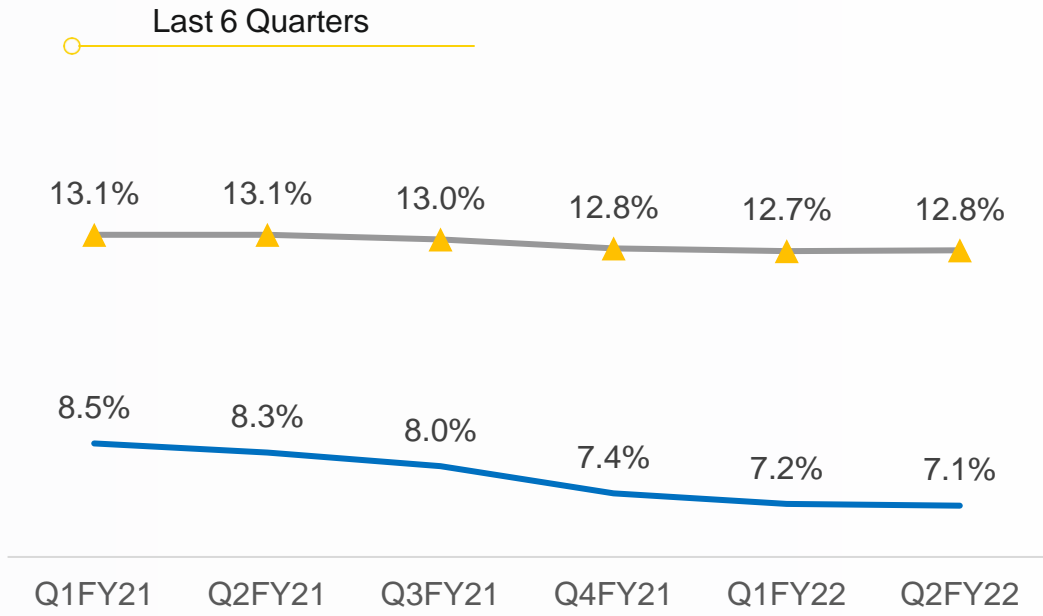
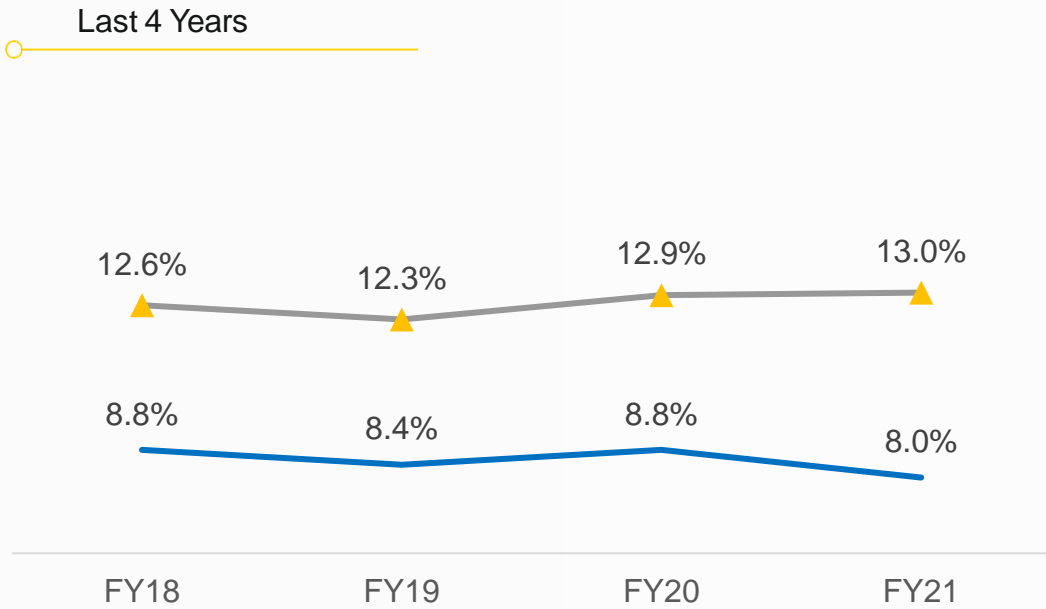


All figures as of Sep21

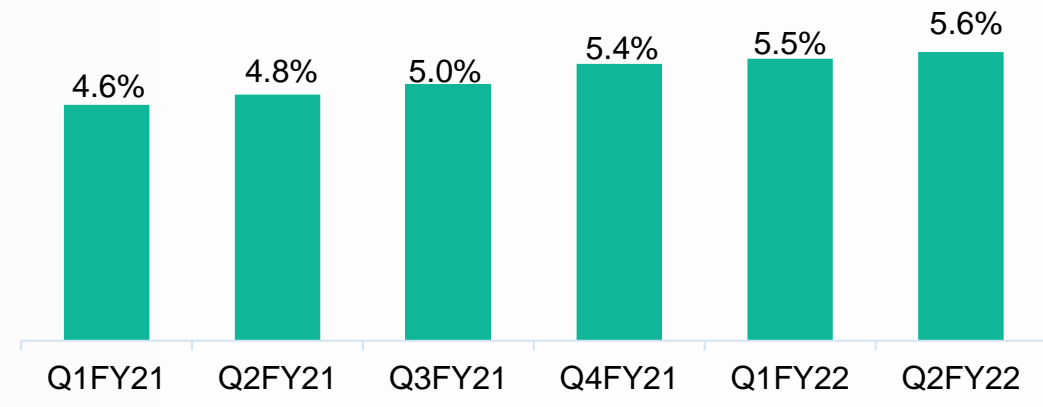
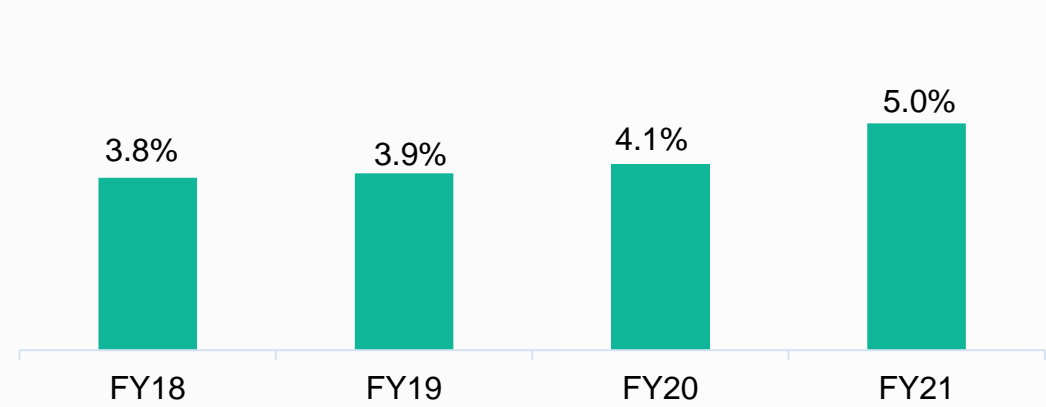
Expansion in Spreads

- ▲ Portfolio Yield
- COB
- Spread

Net Interest Spread Movement



Continued Improvement in Cost of Borrowing



Incremental yield for Q2FY22 stood at **13.2%**

Marginal COB for Q2FY22 stood at **7.9%**

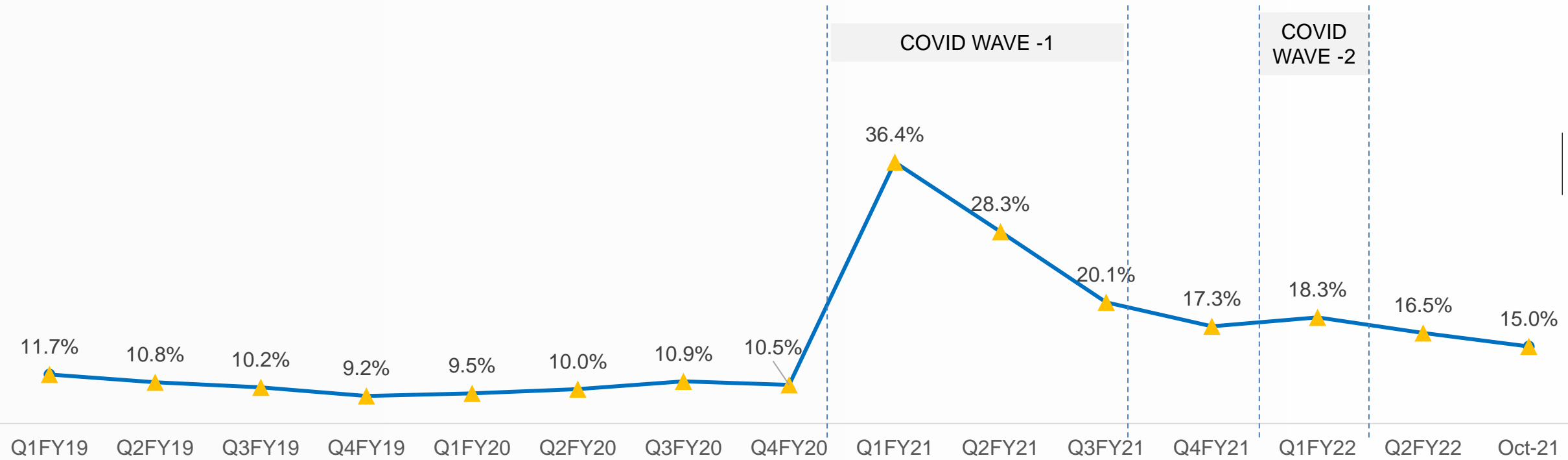
Data as per IGAAP



Bounce rate

Healthy Leading Indicators

Bounce rate :On the day of EMI presentation



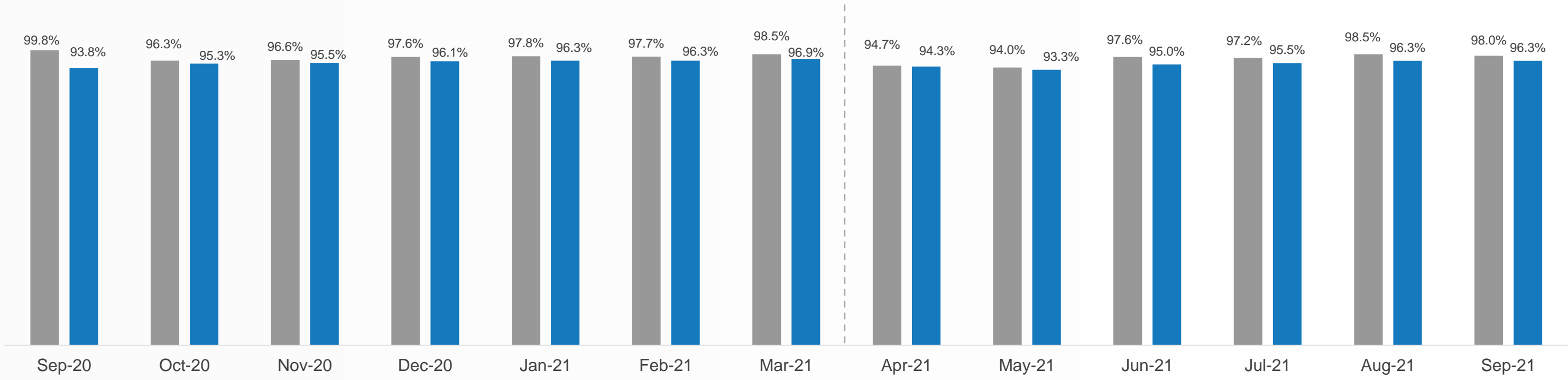
Bounce rates normalising

Healthy Leading Indicators

- Collection Efficiency ⁽¹⁾
- Unique Customers ⁽²⁾

Collection Efficiency

Collection efficiency trending back to normal levels

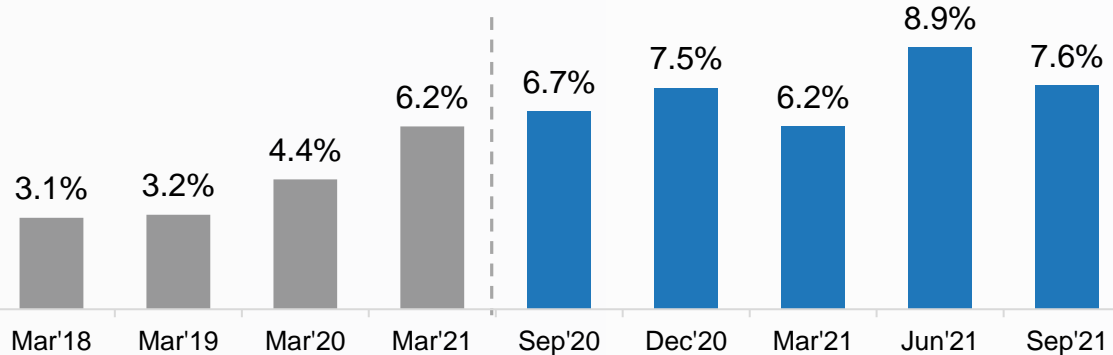


Note: (1) Collection Efficiency = Total # of EMI received in the month (including arrears of previous months) / Total # of loan accounts whose EMIs are due in the month
 (2) Unique customers = # of customers who made at least one payment in the month / Total # of Customers whose EMIs are due in the month

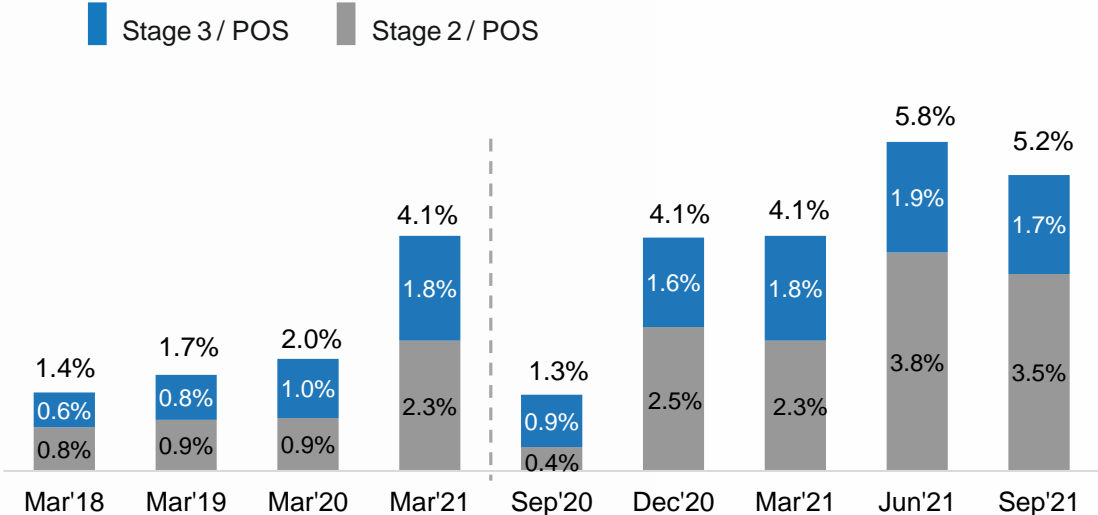


Sound Credit Indicators

DPD 1+ / POS



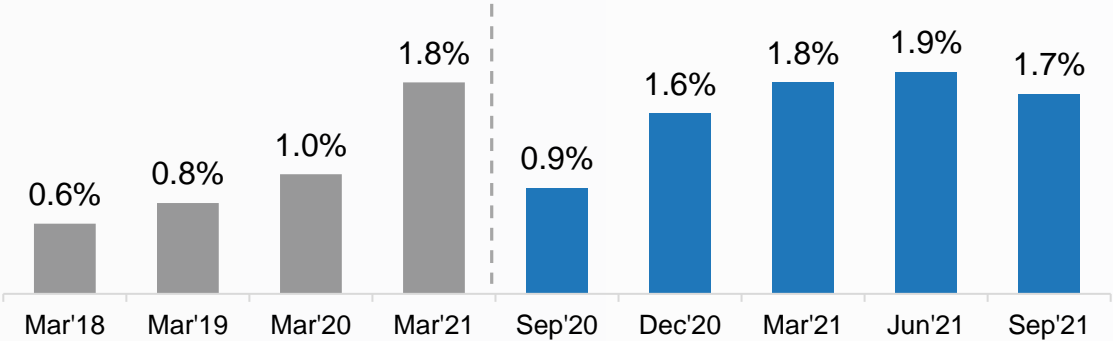
DPD 30+ / POS %



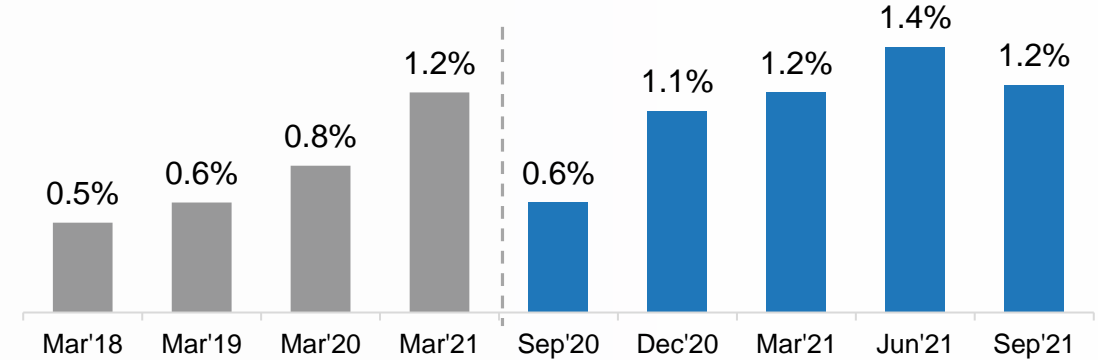
No ECGLS

Q2 restructuring at 0.3%
- 106 borrowers
(Total Restructuring 2.0 at 0.8% as at Sep'21)

Gross Stage 3 / POS %



Net Stage 3 / Net POS %



Improvement across all buckets
Recovery from SARFAESI continues

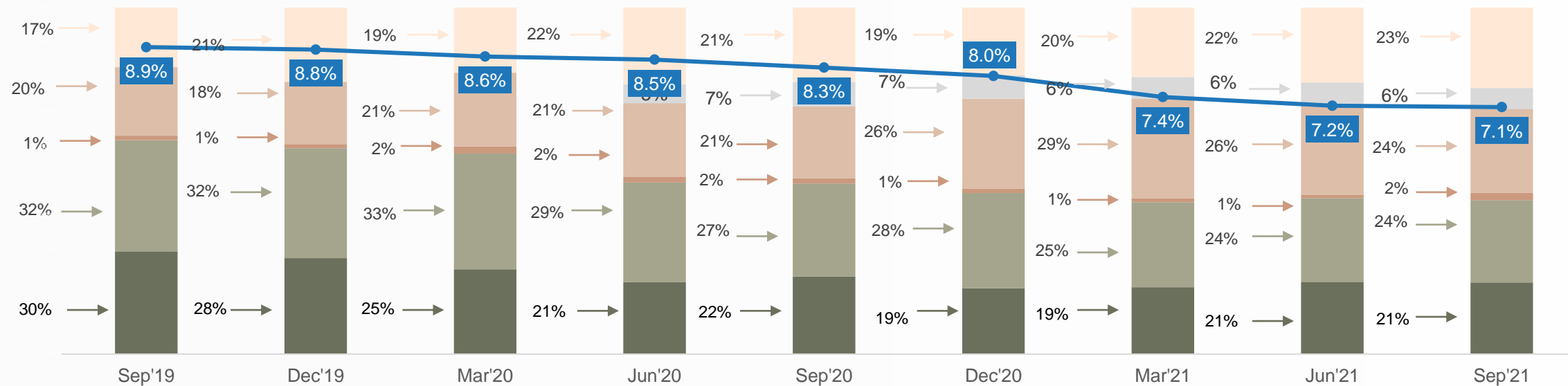
Loans having DPD 30-90 are classified as Stage 2 loans and Loans having DPD 90+ are classified as Stage 3 loans



Diversified Funding Profile at competitive cost of borrowing

- DA
- NCD
- NHB Refinance
- NBFC
- Public Sector Banks
- Pvt Sector Banks
- COB% (Represents quarterly avg.)

Borrowings Mix and Cost of Borrowing trend



Diversified mix of 19* marquee Lenders

ZERO borrowing through commercial papers

Cost of borrowing trending down

Short term rating of A1+ (ICRA and India Ratings)

Long term rating of A+ Stable (ICRA and CARE)

Some of our Strong and longstanding banking relationships

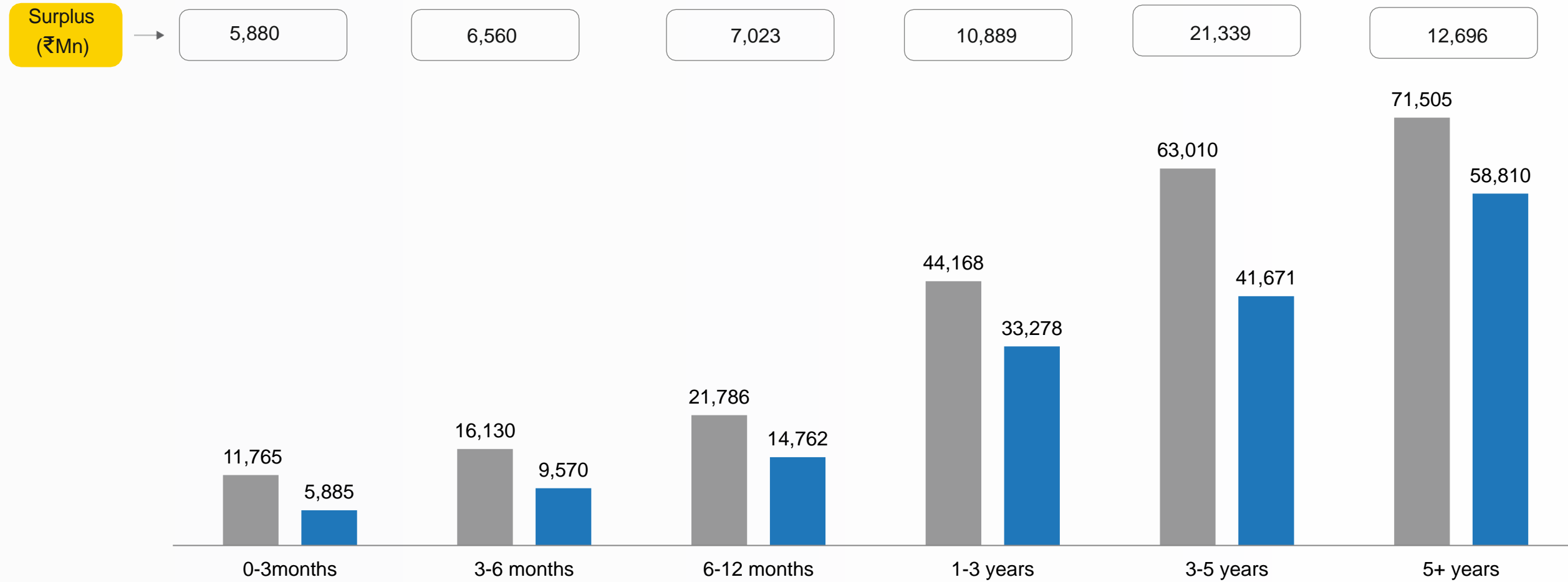
Public Sector Banks	State Bank of India	Central Bank of India	Union Bank	Private Sector Banks	HDFC Bank	ICICI Bank	Axis Bank	NBFC	Bajaj Finance
	IDBI Bank	Bank of India			Federal Bank	Kotak Mahindra Bank	HSBC		

Validation by NHB - Single largest lender with ₹ 9,718.6 Mn outstanding 20+ lines

*includes two banks to whom NCDs were issued. COB data is as per IGAAP

■ Inflow ■ Outflow

ALM Position as of Sep'21 Cumulative

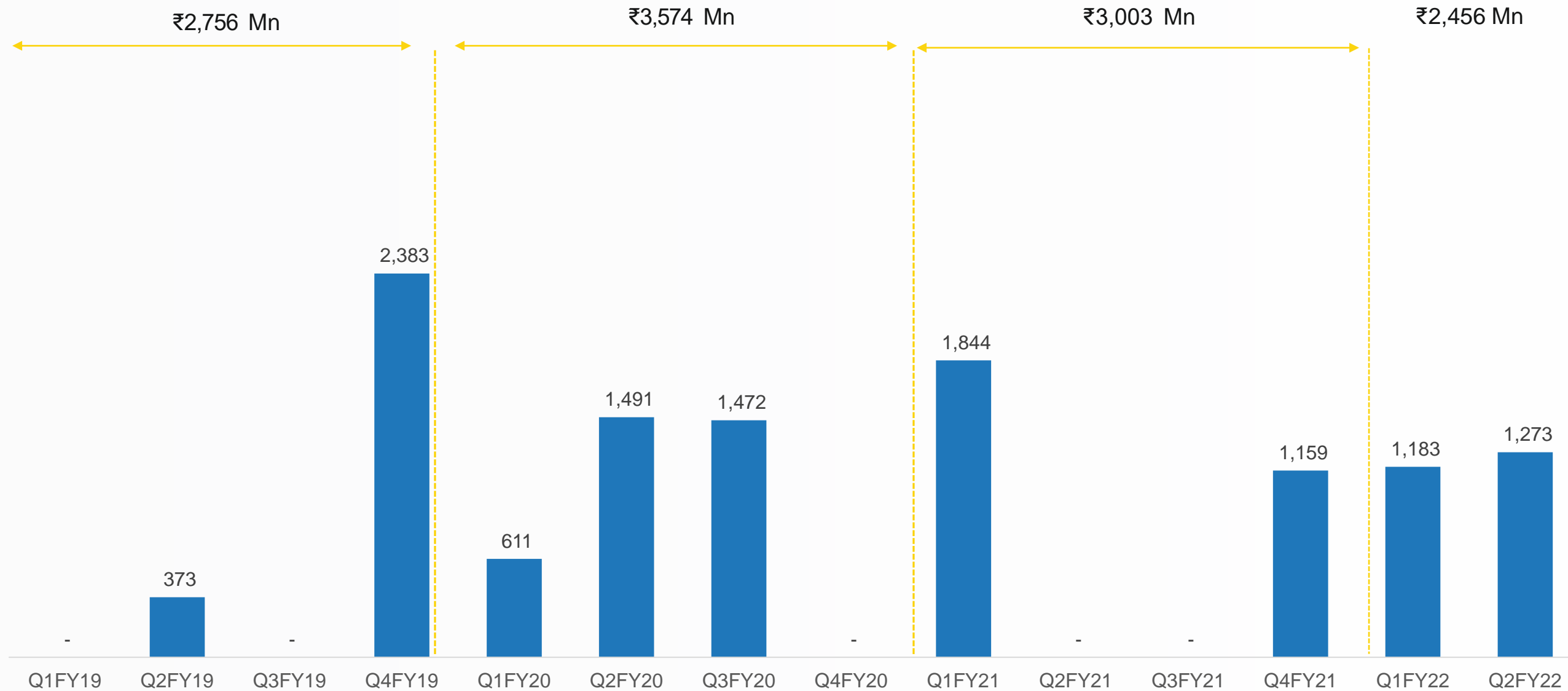


Robust ALM profile ensuring sufficient liquidity buffers

Cumulative Positive flows across all the time buckets

Classification of assets and liabilities under different maturity buckets is based on the same estimates and assumptions as used by the Company for compiling the detailed ALM return submitted to NHB.

Assignment Volume



Consistent demand for assignment of the company's portfolio

Strong Liquidity Position

Liquidity Buffer as on Sep'21 (in ₹Mn)

Unencumbered Cash and Cash equivalent	8,079
Un-availed Sanction from NHB	-
Un-availed Sanction from Banks	5925

Total- 14,004

Particulars (in ₹Mn)	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23
Opening Liquidity	14,004	13,703	13,653	14,188
<u>Add:</u> Principal Collections & Surplus from Operations	2,920	2,927	2,827	2,779
<u>Less:</u> Debt Repayments	3,221	2,976	2,292	2,374
Closing Liquidity	13,703	13,653	14,188	14,593

₹8,783 million

Liquidity raised during H1 FY22

Data as per IGAAP

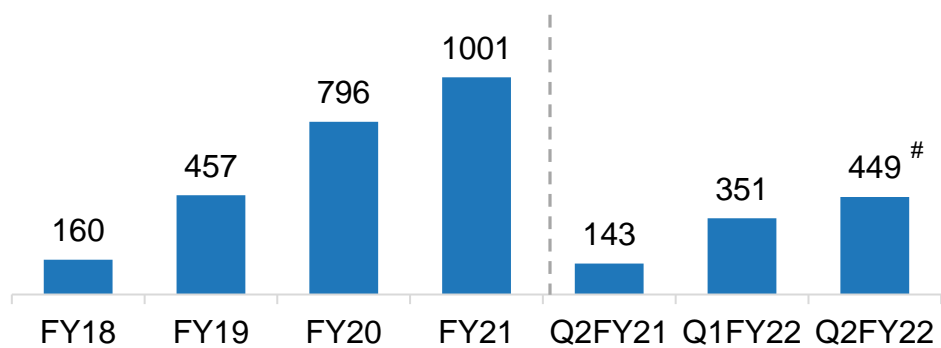


Financial Updates



Financial Highlights

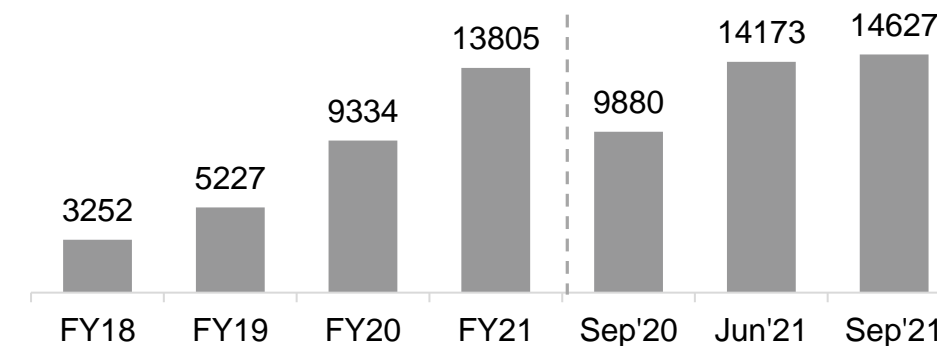
Profit After Tax (₹Mn)



[#] This includes Rs 17.70 mn of Deferred Tax Liability adjustment of Q1FY22

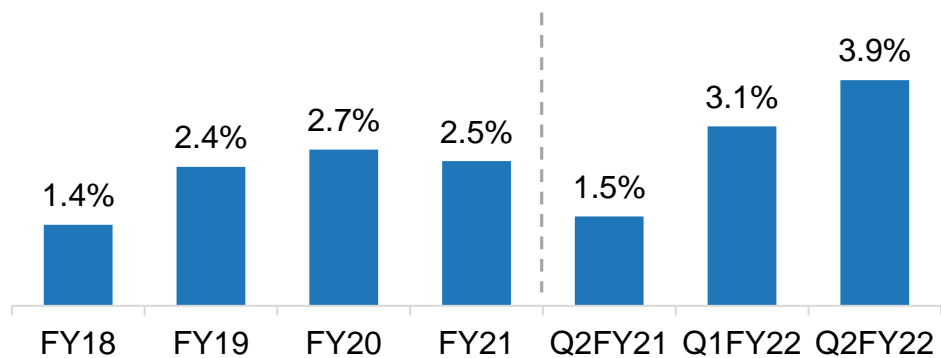
Strong profit growth despite maintaining high liquidity and conservative COVID provisioning

Net worth (₹Mn)⁽¹⁾



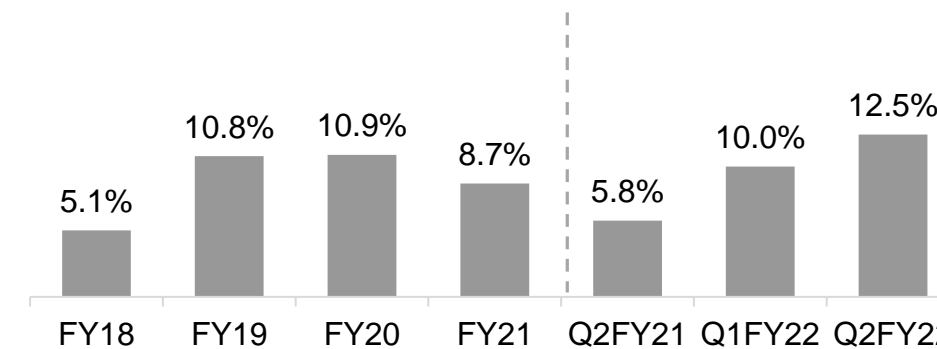
Robust NW to support growth

Return on Average Assets ⁽¹⁾



Note: Fiscal year ending Mar'31. A/E – Average Total Assets / Average Equity.
 (1) Data for FY18 is as per restated financial statements

Return on Average Equity ⁽¹⁾



ECL Provisions Summary

Particulars (in ₹Mn)	Stage 1	Stage 2	Stage 3	Loan Commitment	Total
For period ended Sep'21					
Loans – Principal Outstanding	34,941.7	1,276.8	640.4		36,858.9
ECL Provision	142.6	154.7	189.6	8.9	495.8
Net Loans – Principal Outstanding	34,799.2	1,122.0	450.8		36,363.1
ECL Provision %	0.4%	12.1%	29.6%		1.3%
For period ended Jun'21					
Loans – Principal Outstanding	32,424.8	1,320.7	665.5		34,411.0
ECL Provision	131.9	153.5	174.3	8.3	467.9
Net Loans – Principal Outstanding	32,292.9	1,167.2	491.2		33,943.1
ECL Provision %	0.4%	11.6%	26.2%		1.4%
For period ended Sep'20					
Loans – Principal Outstanding	29,717.9	126.9	275.8		30,120.6
ECL Provision	285.4	24.2	89.4	9.0	408.0
Net Loans – Principal Outstanding	29,432.5	102.7	186.4		29,721.6
ECL Provision %	1.0%	19.0%	32.4%		1.4%

Provision Coverage Ratio

77.4% Sep'21

70.3% Jun'21

147.9% Sep'20

Loans having DPD 30-90 are classified as Stage 2 loans and Loans having DPD 90+ are classified as Stage 3 loans

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Annexures



Quarterly and Annual Profit & Loss Statement

Particulars (in ₹Mn)	Q2FY22	Q1FY22	Q2FY21	QoQ	YoY	FY21	FY20	YoY
Interest Income on term loans	1142.5	1081.5	969.4	5.6%	17.9%	4,026.0	3,425.0	17.5%
Net gain on DA	170.7	193.7	-			439.4	371.2	
Income other than interest income on term loans ⁽¹⁾	148.2	142.5	118.7			421.2	400.6	
Total Income	1461.4	1417.7	1,088.1	3.1%	34.3%	4,886.5	4,196.8	16.6%
Interest expense	540.8	526.9	561.8			2,165.8	1,912.2	13.3%
Net Interest Income	601.7	554.6	407.6	8.5%	47.6%	1,860.2	1,512.8	23.0%
Net Total Income	920.6	890.8	526.3	3.3%	74.9%	2,720.7	2,284.6	19.3%
Operating Expenses ⁽²⁾	324.2	284.1	231.1			1,058.7	1,046.2	
PPOP	596.4	606.7	295.2	-1.7%	102.0%	1,662.0	1,238.4	34.2%
Credit Cost	33.3	130.4	119.5			321.5	165.0	
Profit before tax	563.1	476.3	175.7	18.2%	220.5%	1,340.4	1,073.3	24.9%
Tax expense	132.1	125.2	32.4			339.0	277.8	
One-time tax adjustment ⁽³⁾	(17.7)	-	-			-	-	
Profit after tax	448.7	351.1	143.3	27.8%	213.0%	1001.4	795.5	25.9%
Basic EPS	5.1	4.0	1.8			12.4	10.8	
Diluted EPS	5.0	3.9	1.8			12.2	10.6	

(1) Income other than interest income on term loans includes interest on bank deposits, other interest income, fees and commission income, other operating income and other income

(2) Operating Expenses is the sum of Employee Benefits Expenses, Depreciation and Amortization, Interest on lease liability, Bank charges and other Expenses for the relevant year or period as per the financial statements.

(3) In Q2FY22, the Company has reversed Rs 17.7 mn of DTL created on the amount transferred to special reserve for the quarter ended June 21.

RoE Tree

Particulars	Q2 FY22	Q1 FY22	Q2 FY21	FY21	FY20
Interest Income on term loans / Average total assets	9.9%	9.5%	10.4%	10.1%	11.5%
Net Gain on DA / Average total Assets	1.5%	1.7%	-	1.1%	1.2%
Income other than interest income on term loans/ Average total assets	1.3%	1.3%	1.3%	1.1%	1.4%
Total Income / Average total assets	12.7%	12.5%	11.7%	12.2%	14.1%
Interest on borrowings and debt securities / Average total assets	4.7%	4.6%	6.1%	5.4%	6.4%
Net Interest Margin	5.2%	4.9%	4.4%	4.7%	5.1%
Net Total Income / Average total assets	8.0%	7.8%	5.7%	6.8%	7.7%
Operating Expenses / Average total assets	2.8%	2.5%	2.5%	2.7%	3.5%
PPOP/ Average total assets	5.2%	5.3%	3.2%	4.2%	4.2%
Credit Cost / Average total assets	0.3%	1.1%	1.3%	0.8%	0.6%
Profit before tax / Average total assets	4.9%	4.2%	1.9%	3.4%	3.6%
Tax expense / Average total assets	1.1%	1.1%	0.3%	0.8%	0.9%
One-time tax adjustment/ Average total assets	(0.2%)	-	-	-	-
Profit after tax on average total assets (ROA)	3.9%	3.1%	1.5%	2.5%	2.7%
Leverage (Average total assets / average Equity or average Net worth)	3.2	3.2	3.8	3.5	4.1
Profit after tax on average equity or average Net worth (ROE)	12.5%	10.0%	5.8%	8.7%	10.9%
Average interest earning assets as % of average total assets	77.4%	75.0%	79.7%	80.3%	87.0%
Average interest bearing liabilities as % of average total assets	66.9%	67.5%	71.3%	69.4%	74.1%

Interest Earning Assets represents Loans – Principal outstanding (Gross) for the relevant year or period. Interest bearing liabilities represents borrowings (including debt securities) for the relevant year or period.

Key Financial Ratios

Particulars	Q2 FY22	Q1 FY22	Q2 FY21	FY21	FY20
Profit after tax on average total assets (ROA)	3.9%	3.1%	1.5%	2.5%	2.7%
Leverage (Average total assets / average Equity or average Net worth)	3.2	3.2	3.8	3.5	4.1
Profit after tax on average equity or average Net worth (ROE)	12.5%	10.0%	5.8%	8.7%	10.9%
Cost to Income Ratio (Operating Expenses / Net Total Income)	35.2%	31.9%	43.9%	38.9%	45.8%
Operating Expenses / Average total assets	2.8%	2.5%	2.5%	2.7%	3.5%
Debt to equity ratio	2.1	2.2	2.7	2.2	2.7
CRAR (%)	56.4%	56.4%	51.7%	56.2%	49.0%
CRAR - Tier I Capital	55.2%	55.2%	50.4%	55.2%	47.7%
CRAR - Tier II Capital	1.2%	1.1%	1.3%	0.9%	1.3%
Book Value Per Share	167.1	162.0	126.0	158.0	119.2

Balance Sheet

Particulars (in ₹Mn)	Sep'21	FY21	Sep'20
ASSETS			
Cash & cash equivalents and Other bank balance	4,895.1	6,798.7	4,208.6
Loans	36,371.9	33,265.0	29,721.6
Investments	3,690.8	3,750.2	2,192.1
Other financial assets	1,088.8	1,011.7	850.8
Property, plant and Equipment*	179.4	164.0	169.6
Non-financial assets other than PPE	98.5	112.1	81.1
TOTAL ASSETS	46,324.6	45,101.6	37,223.8
LIABILITIES & EQUITY			
Payables	2.5	4.1	0.1
Debt Securities	2,397.2	2,395.9	2,394.6
Borrowings	28,356.4	28,141.0	23,971.2
Other financial liabilities	650.0	534.8	754.7
Provisions	107.1	76.7	73.3
Deferred Tax Liabilities (Net)	120.1	79.6	67.5
Other non-financial liabilities	64.4	64.0	82.7
Equity	14,626.9	13,805.4	9,879.8
TOTAL LIABILITIES & EQUITY	46,324.6	45,101.6	37,223.8

Note: Balance sheet for period ended September 30, 2021 is reviewed.

* Including right to use assets.

Thank You

For further information, please contact

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Terms	Explanation
POS - Principal Outstanding	Loans – Principal outstanding represents gross principal outstanding of loans as of the last day of the relevant period or year as per the restated financial statements.
NII - Net Interest Income	Net Interest Income represents interest income on term loans minus Interest on borrowings and Interest on debt securities for the relevant year or period
NIMs - Net Interest Margin	Net Interest Income / Average total assets
DA - Direct Assignment / Assigned Assets	Assigned Assets represents the aggregate of current principal outstanding and overdue principal outstanding, if any, for all loan assets which have been transferred by the Company by way of assignment as of the last day of the relevant year or period. The Assigned Assets represent the direct assignments and not pass through certificate.
AUM - Assets Under Management	Assets Under Management/Gross Loan Assets represents the aggregate of current principal outstanding and overdue principal outstanding, if any, for all loan assets under management which includes loan assets held by the Company as of the last day of the relevant year or period as well as loan assets which have been transferred by the Company by way of assignment and are outstanding as of the last day of the relevant year or period.
DPD - Days Past Due	
Opex to Assets	Operating Expenses / Average Total Assets
Cost to Income	Operating Expenses / Net Total Income
Gross Stage 3 / POS %	% Stage 3 loan assets / Loans - Principal Outstanding
DPD 30+	DPD 30+ represents sum of Stage 2 loan assets and Stage 3 loan assets at the end of the relevant year or period as per financial statements as per ECL methodology under IndAS guidelines.