

**HFFCIL/BSE/NSE/EQ/79/2023-24**

**Date: 26-10-2023**

To, <b>BSE Limited,</b> Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001. Scrip Code- <b>543259</b>	To, <b>The National Stock Exchange of India Limited,</b> The Listing Department, Bandra Kurla Complex, Mumbai- 400 051. Scrip Symbol- <b>HOMEFIRST</b>
--	---

**Sub: Investor Presentation on the Reviewed Financial Results for the quarter and half year ended September 30, 2023.**

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, 2023.

This Investor Presentation may also be accessed on the website of the Company at [www.homefirstindia.com](http://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**



# Home First **Investor** Presentation

Q2 FY24



# Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Home First Finance Company India Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation includes a number of forward looking statements regarding the Company's future business prospects and profitability, which are subject to a number of risks and uncertainties, and the actual results may significantly differ from those in the forward looking statements. Risks and uncertainties related to these statements include fluctuations in earnings, our capacity to manage growth, competition, economic growth in India and abroad, ability to attract and retain highly skilled professionals, government policies and actions. The Company does not commit to making any announcement or update any forward looking statements made by or on behalf of the Company at any time.



# Executive Summary | Q2FY24

y-o-y

q-o-q

## Assets Under Management (AUM)

₹ 83,654 Mn

+33.3%

+7.6%

## Spread<sup>(2)</sup>

5.5%

-30 bps

-20 bps

## Profit After Tax (PAT)

₹743 Mn

+36.9%

+7.5%

## Disbursement

₹9,591 Mn

+36.6%

+7.1%

## Opex to Assets

2.9%

-20 bps

-20 bps

## Return On Assets (ROA)

3.8%

0 bps

-10 bps

## Gross Stage 3 / POS (GNPA)

1.7%<sup>(1)</sup>

In line with RBI circular dated 12 Nov 2021  
1.1% prior to such classification

-20 bps

+10 bps

## DPD 30+ / POS

2.9%

-40 bps

0 bps

## Return On Equity (ROE)

15.6%

+250 bps

+60 bps

(1) Pursuant to the RBI circular dated 12 Nov 2021 - "Prudential norms on Income Recognition, Asset Classification and Provisioning (IRACP) pertaining to Advances - Clarifications", the Company has aligned its definition of default and taken steps to comply with the norms/ changes for regulatory reporting, as applicable. Such alignment has resulted in classification of loans amounting to ₹ 470.41 millions as Gross Stage 3 (GNPA) as at Sep'23 in accordance with regulatory requirements. Gross Stage 3 prior to such classification for Sep'23 is 1.1%.

(2) As per IGAAP

# MD & CEO Commentary on Q2 FY24 Performance



**Manoj Viswanathan**  
Managing Director and CEO

“Q2FY24 performance has been strong across all operating and financial parameters. We have delivered an ROE of 15.6% in an inflationary and peak interest rate environment. This level of consistent and superior returns is a testimony to our strong risk management, use of right technology and scalability of our model. We continue to build distribution by simultaneously entering new markets and deepening our presence in existing markets. We added 7 branches in Q2 and now have 120 physical branches. Including potential & digital branches, we now do business across 295 touchpoints across Tier 1 to Tier 3 markets in 13 states / UT.

**Disbursement in Q2 at Rs 959 Cr was higher than Q1, with a growth of 36.6% on y-o-y basis and 7.1% on q-o-q basis, leading to an AUM growth of 33.3% on y-o-y basis to Rs 8,365 Cr. Spreads at 5.5% remain ahead of our guided levels of 5.25%. PAT at Rs. 74 Cr was up 36.9% y-o-y and 7.5% q-o-q. ROA is range bound at 3.8%.**

## **Our asset quality continue to be strong with a focus on early delinquencies**

- 1+ DPD is at 4.5% (Q1FY24 - 4.3%, Q2FY23 - 4.7%).
- 30+ DPD is flat at 2.9% in Q2; decline of 40 bps on y-o-y basis.
- Gross Stage 3 (GNPA) is at 1.7% (Q1FY24 - 1.6%, Q2FY23 - 1.9%). Prior to RBI classification circular of Nov'21, it stands at 1.1% up 10 bps from Q1FY24.
- Our credit cost is at 40bps for the quarter.

**Digital adoption continues to be strong and a key area of our focus as we grow.** 94% of our customers are registered on our app as on Sep'23. Unique User Logins was 54% in Q2FY24. Service requests raised on app was stable at 90%.

We continue to stay focused on providing loans for affordable housing, led by distribution and use of technology, backed by diversified funding and strong risk management. We believe that given the tailwinds of the housing sector supported by overall economic growth momentum and strong execution mindset of the company we will continue to deliver excellent results while staying true to our mission of being the **“Fastest Provider of Home Finance for the Aspiring Middle Class, delivered with Ease and Transparency.”**

# HomeFirst – Who are We?

- 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
- 87% of book comprise of housing loans with average ticket size of ₹ 1.13Mn
- Strong liquidity pipeline with positive ALM and zero commercial papers
- Data science backed centralized underwriting with in-depth understanding of local property markets

**ESG Risk Rating by MorningStar Sustainalytics**  
 'Amongst Leading Ratings in BFSI Sector'

**16.2**  
**Low Risk**  
 Strong Risk Management

**1,242**  
 No of employees (Sep'23)  
**GPTW 3 years in a row**




# Our Journey

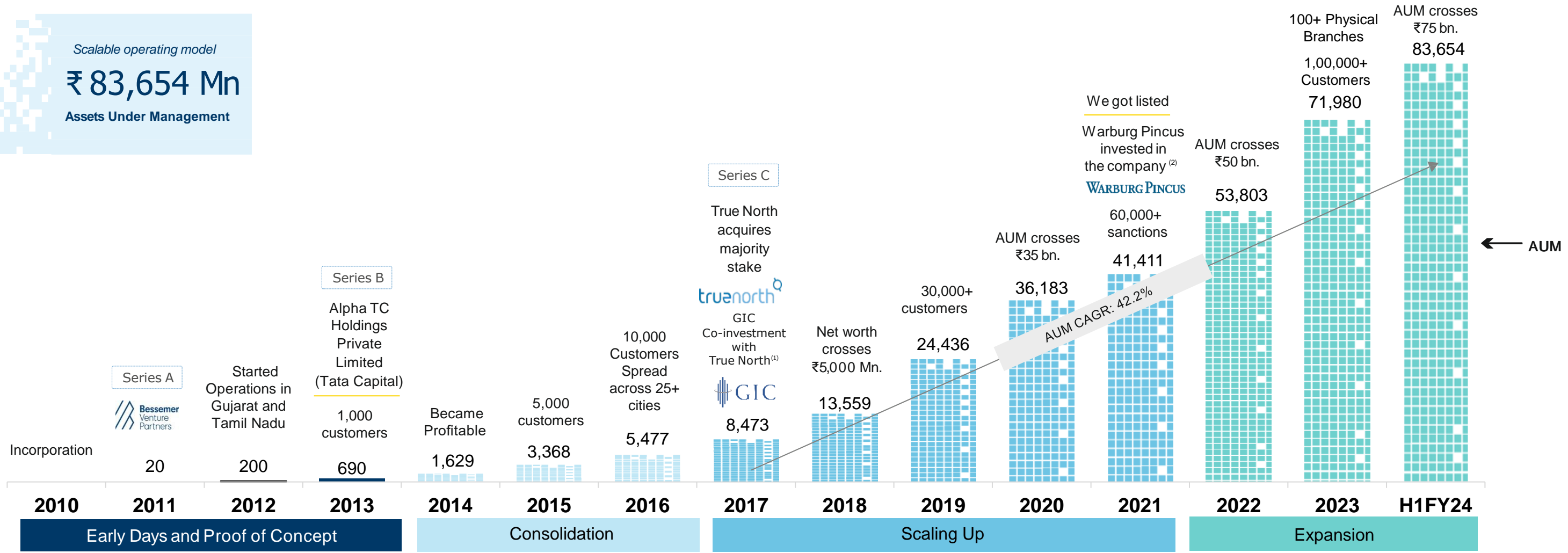


Scalable operating model  
**₹ 83,654 Mn**  
 Assets Under Management

CARE Rating  
**BBB-** **BBB+**

CARE / ICRA Rating  
**A-** **A+**

India Ratings  
**AA-** ICRA / CARE Rating  
**AA-**



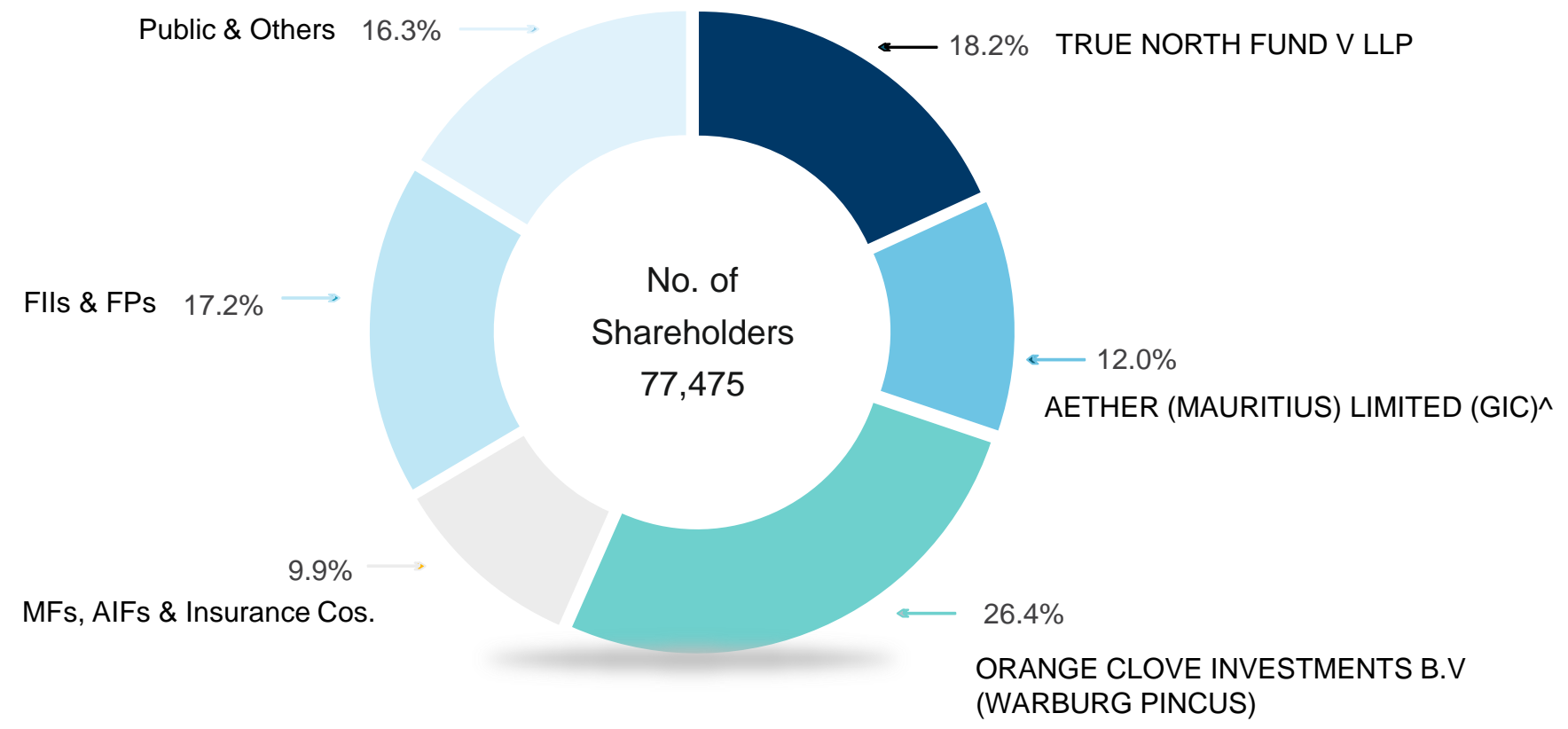
Note: AUM in INR Million

(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

← AUM

# Shareholding as on 20 Oct'23



PROMOTER & PROMOTER GROUP	% Holding
TRUE NORTH FUND V LLP	18.2
AETHER (MAURITIUS) LIMITED (GIC)^	12.0
KEY INVESTORS	% Holding
ORANGE CLOVE INVESTMENTS B.V (WARBURG PINCUS)	26.4
MFS & AIFS	% Holding*
INVESCO INDIA MF	3.2
ADITYA BIRLA SUNLIFE MF	1.5
TATA MUTUAL FUND	0.9
ALCHEMY IM	0.6
SUNDARAM MF	0.6
ICICI PRUDENTIAL AMC (AIF)	0.4
UNION MUTUAL FUND	0.4
FIIS & FPIS	% Holding*
NORGES FUND	3.3
GOLDMAN SACHS INDIA EQUITY	2.7
FIDELITY INTERNATIONAL	2.7
KUWAIT INVESTMENT AUTHORITY FUND F239	1.3
TAIYO GREATER INDIA FUND	1.0
CRESTWOOD CAPITAL MASTER FUND	0.9
PRINCIPAL AM	0.7
ENVISION FUND	0.6
WILLIAM BLAIR	0.5
AL MEHWAR COMMERCIAL INVESTMENTS	0.3

\* Holding through various schemes and funds including advisory mandates

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



# Distinguished Board of Directors



**Deepak Satwalekar**

*Chairman / Independent /  
Non-Executive Director*



**Geeta Dutta Goel**

*Independent /  
Non-Executive Director*



**Anuj Srivastava**

*Independent /  
Non-Executive Director*



**Sucharita Mukherjee**

*Independent /  
Non-Executive Director*



**Divya Sehgal**

*Nominee /  
Non-Executive Director*



**Maninder Singh Juneja**

*Nominee /  
Non-Executive Director*



**Narendra Ostawal**

*Nominee /  
Non-Executive Director*



**Manoj Viswanathan**

*Managing Director and CEO*


# Experienced Management Team



**Manoj Viswanathan**  
Managing Director and CEO



**Ajay Khetan**  
Chief Business Officer



**Vilasini Subramaniam**  
Head - Strategic Alliances



**Gaurav Mohta**  
Chief Marketing Officer



**Nutan Gaba Patwari**  
Chief Financial Officer



**Ashishkumar Darji**  
Chief Risk Officer



**Abhijeet Jamkhindikar**  
Business Head - Maharashtra



**Ramakrishna Vyamajala**  
Chief Human Resource Officer



**Arunchandra Jupalli**  
Business Head - South

# Meet Our Customers

Who are they?

What is their story?

COVID Experience

## Formal Salaried

**Customer 1**  
Age:44 / Location: KRPuram  
(suburbs of Bangalore)



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

- 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.

Salaried  
69%

## Informal Salaried

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



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

- 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 was regular with his payments. In Nov'22 prepaid the entire loan (after 5years since origination) through own funds.

Self Employed  
31%

## Self Employed

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



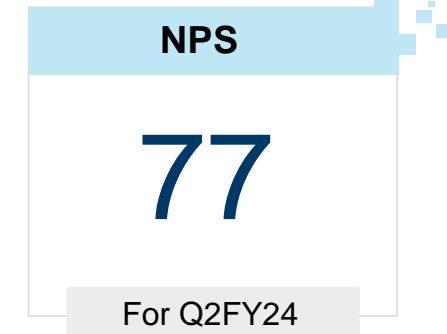
Owens an iron fabricating shop for 15 years with monthly income of ₹40,000

- 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 EMI overdue.

Data for the period Q2FY24

# Our Unique Value Proposition to Our Customers

Who are our customers	What do our customers need	What challenges do they face
<ul style="list-style-type: none"> <li>Salaried and self-employed individuals</li> <li>75%+ Customers with annual household income level less than ₹0.6 mn comprising 66% of AUM</li> <li>First time home buyers</li> <li>25% customers are new to credit contributing to 18% of AUM</li> </ul>	<ul style="list-style-type: none"> <li>Home loan requirement primarily in the ₹0.5 -1.5 mn range <sup>(1)</sup></li> <li>Access to formal housing finance</li> <li>Minimal disruption to daily work routine</li> </ul>	<ul style="list-style-type: none"> <li>Inability to meet documentation requirements of traditional lenders</li> <li>Time consuming loan sanction process</li> <li>Dealing with middle men</li> </ul>

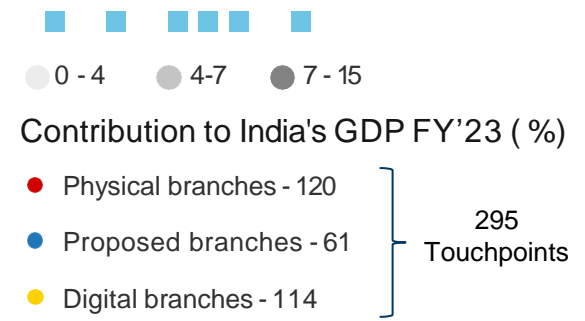


## Our Value Proposition

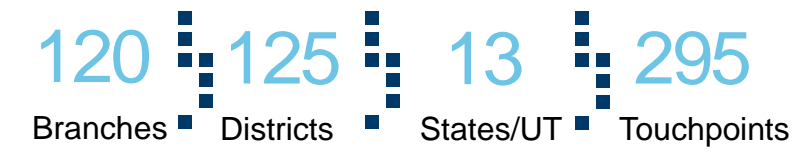
Access	Speed	Transparency	Service
<ul style="list-style-type: none"> <li>Understanding customer's needs via well educated &amp; trained RMs</li> <li>Right-size the loan through a holistic evaluation of all formal/informal sources of income</li> <li>Alternative documents (Life insurance policies, property deeds etc.) used for evaluation</li> </ul>	<ul style="list-style-type: none"> <li>48 Hr Turn Around Time for Approval</li> <li>Centralised &amp; consistent underwriting</li> <li>Mobility solutions for our customers, employees and sales channels for quick and efficient processes and service</li> </ul>	<ul style="list-style-type: none"> <li>Mandatory counselling sessions for customers on loan and insurance terms</li> <li>Digital access to loan documents for the customer</li> <li>No prepayment charges and easy prepayment options</li> </ul>	<ul style="list-style-type: none"> <li>Home visits coupled with paperless process to ensure minimal disruption to daily customer routine</li> <li>Dedicated Service Manager for every customer</li> <li>Customer app for easy access to loan statements, prepayments and raising service requests</li> </ul>

Note: Data for the period Q2FY24 (1) ~58% loans with Average ticket size between INR 0.5-1.5mn as of Q2FY24

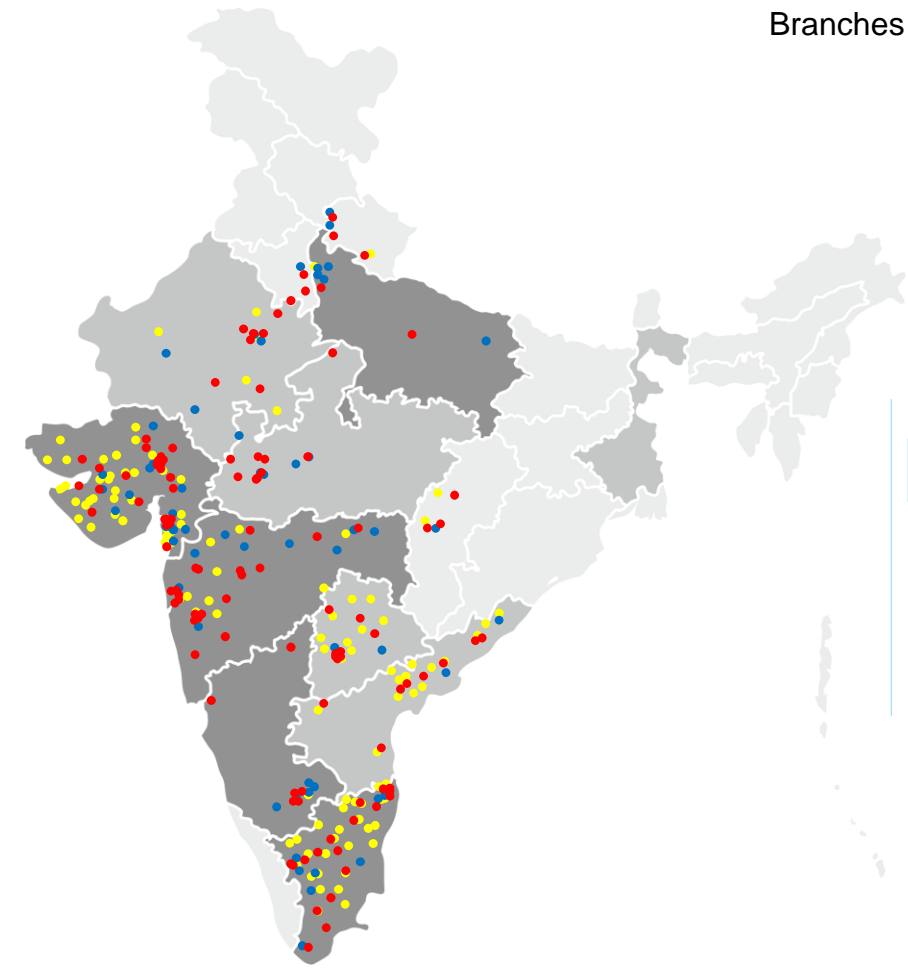
# Distribution Strategy



## Pan India Distribution driven by strategic market selection & contiguous expansion



### Geographic Expansion



States/Territories	Number of		Percentage of gross loan assets as on			
	Branches	Districts	Sep'23	Sep'22	Mar'23	Mar'22
Gujarat	26	22	32.3%	34.0%	32.6%	36.0%
Maharashtra	21	18	13.6%	15.2%	14.4%	16.1%
Tamil Nadu	22	25	14.0%	13.1%	13.7%	12.2%
Telangana	8	12	9.0%	8.3%	8.9%	7.5%
Andhra Pradesh	9	9	4.7%	3.9%	4.5%	3.2%
Karnataka	6	6	7.0%	7.7%	7.5%	8.1%
Rajasthan	8	8	5.8%	5.9%	5.7%	5.7%
Madhya Pradesh	10	9	5.5%	5.0%	5.1%	4.9%
Uttar Pradesh & Uttarakhand	5	9	5.4%	4.4%	5.0%	3.9%
Chhattisgarh	3	4	1.9%	1.7%	1.8%	1.5%
Haryana & NCR	2	3	0.8%	0.8%	0.8%	0.9%
<b>Total</b>	<b>120</b>	<b>125</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

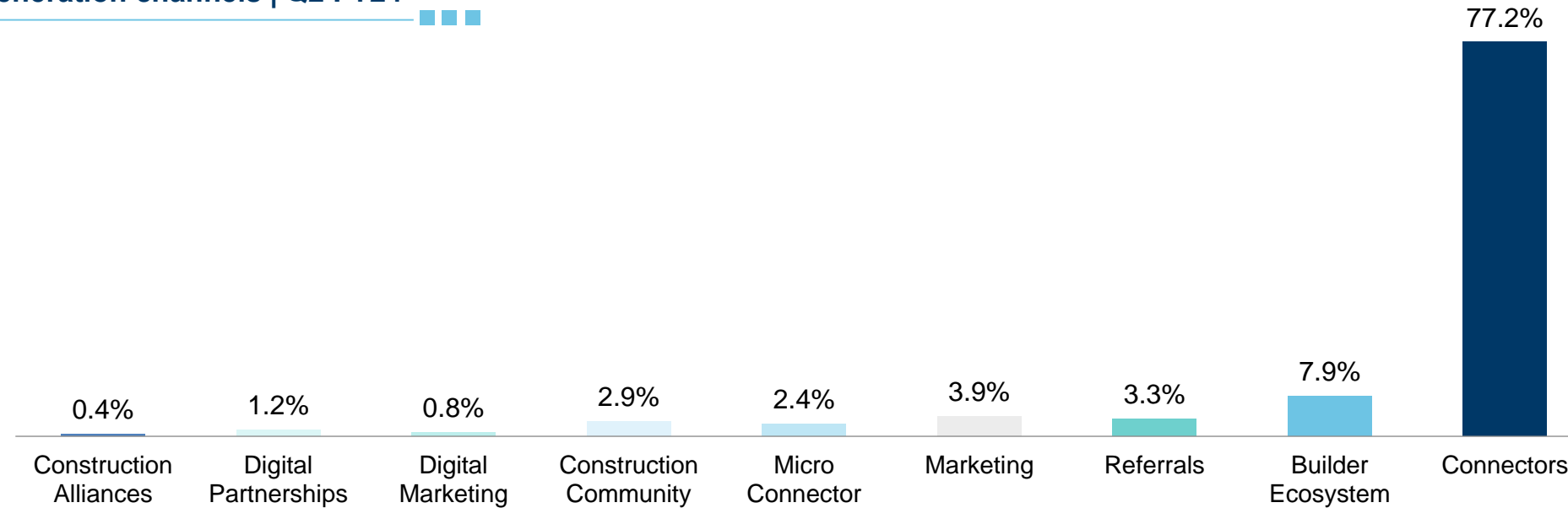
States/UT include states/UT from where we source loans irrespective of physical presence of a branch in those states/UT

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 Strategy

Diversified lead generation channels | Q2 FY24

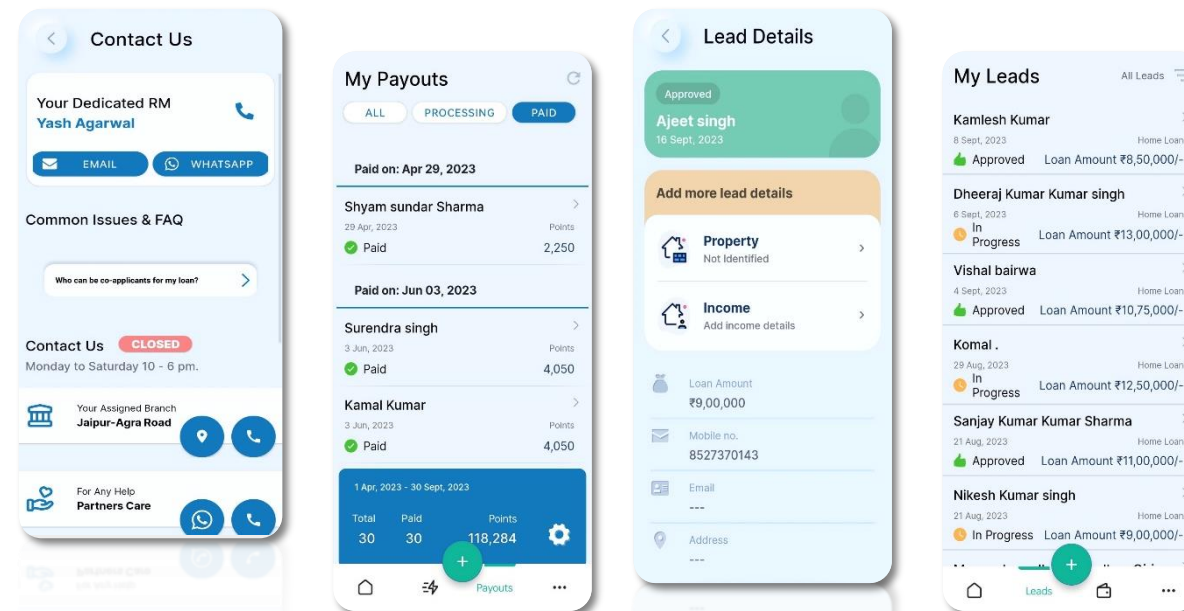


Diversified channels for generating leads such as connectors, builder ecosystem, digital, etc.

100% in-house conversion by HomeFirst RMs.

...effectively managed via connector app

Scan and Download



96.3% connectors registered on the Connector App

# Data Science Backed Centralised 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

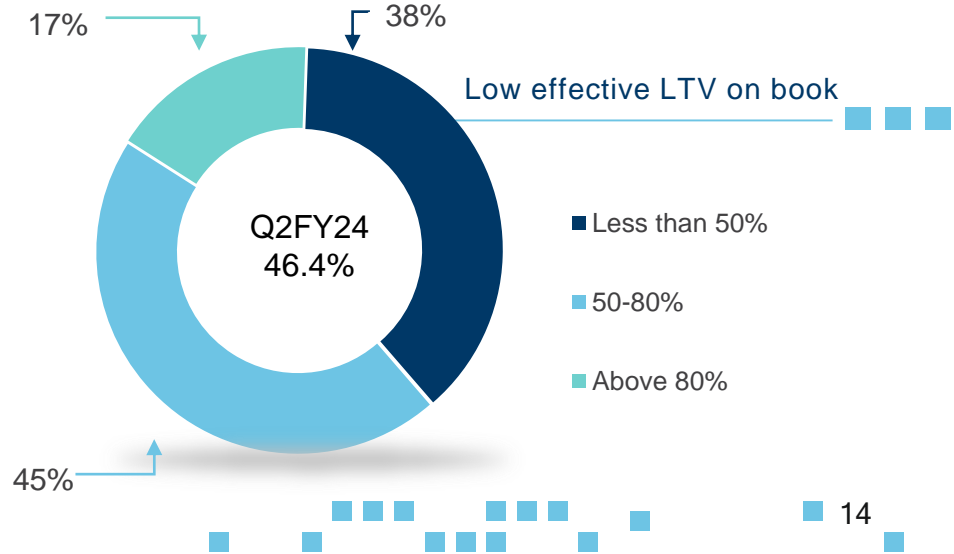
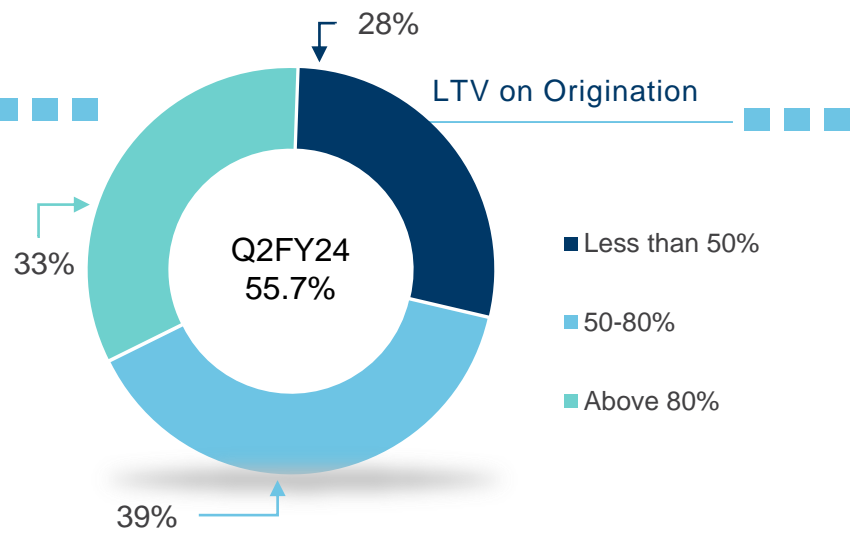
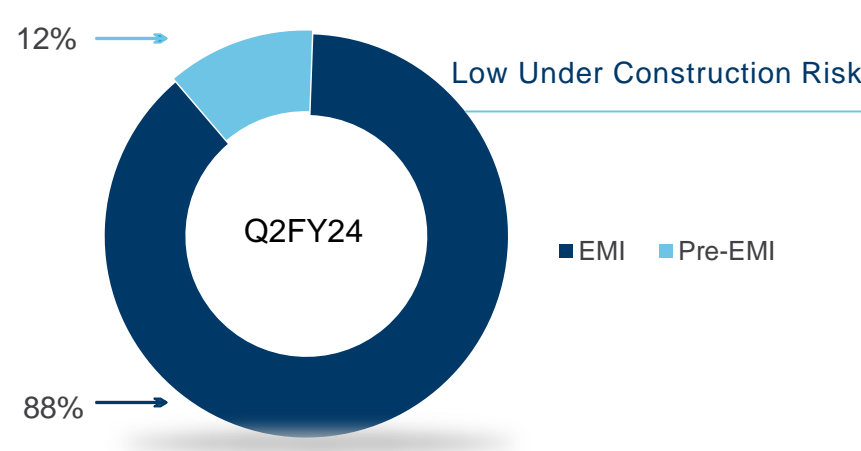
### Centralised

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

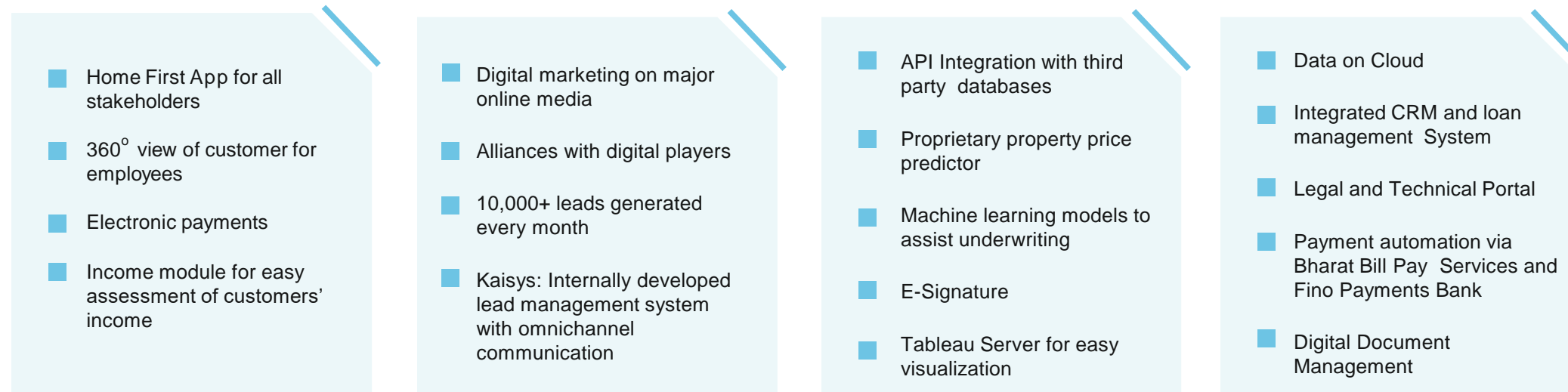
### Loans Approved within 48hrs

**88%**

For Q2FY24



# Scalable Operating Model built on Holistic Technology Usage



## Recent Tech Interventions

- Account Aggregator
- KRA module integration with LOS
- Tableau visualization within Salesforce
- Property Insight 2.0



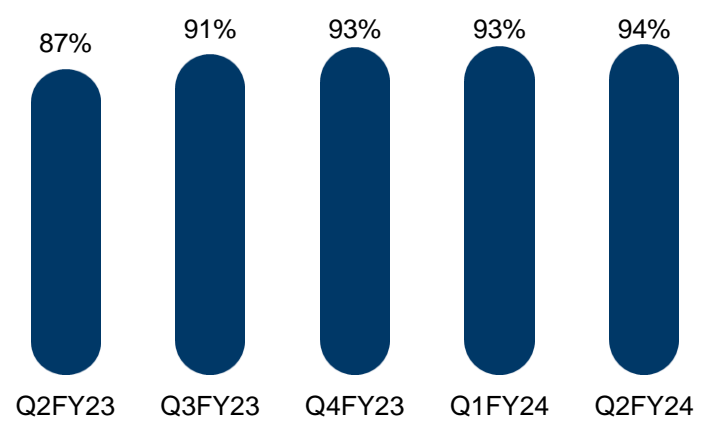
### End - To - End Digital Process For Housing Loans



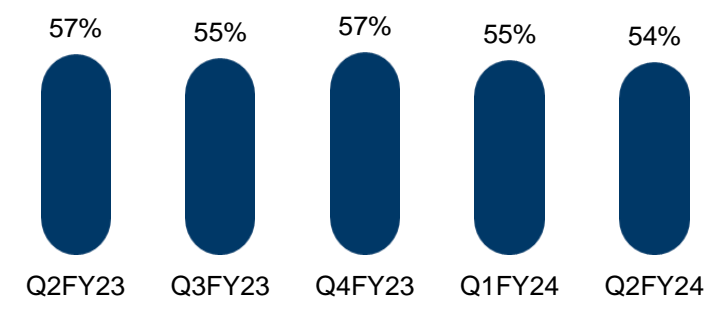


# Digital Adoption

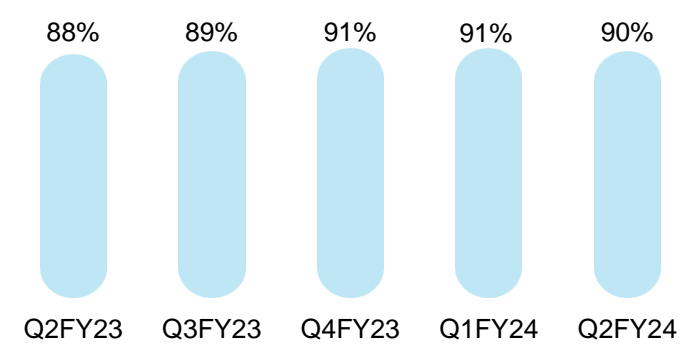
% Customers registered on App



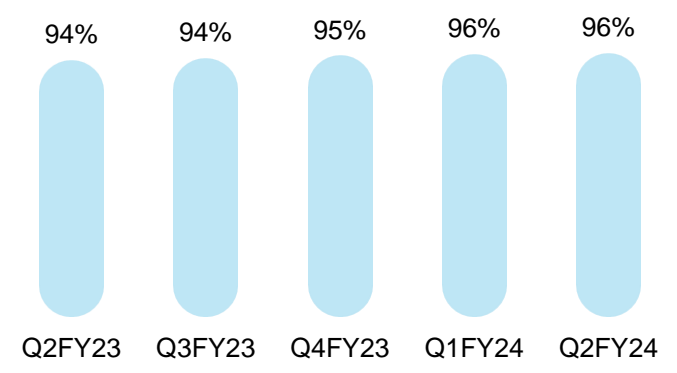
Unique user logins as % of active customers



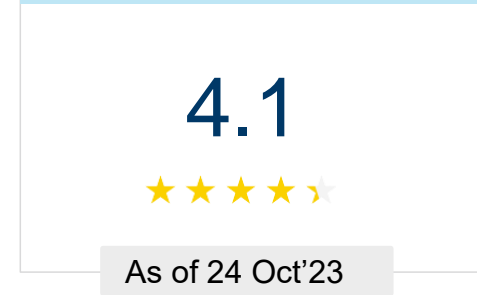
% of Service Requests raised on App



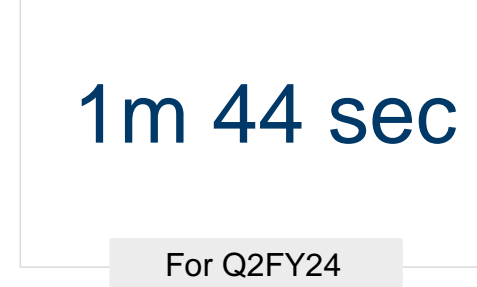
% Non-cash collections



Customer Rating on Google Playstore



Avg time spent by user on the app per session



Average payment per user on app



No of Payments via Customer App



Source: HomeFirst App Database | Note: Service requests raised are a count of unique requests made by the customers on the app.

# ESG at HomeFirst

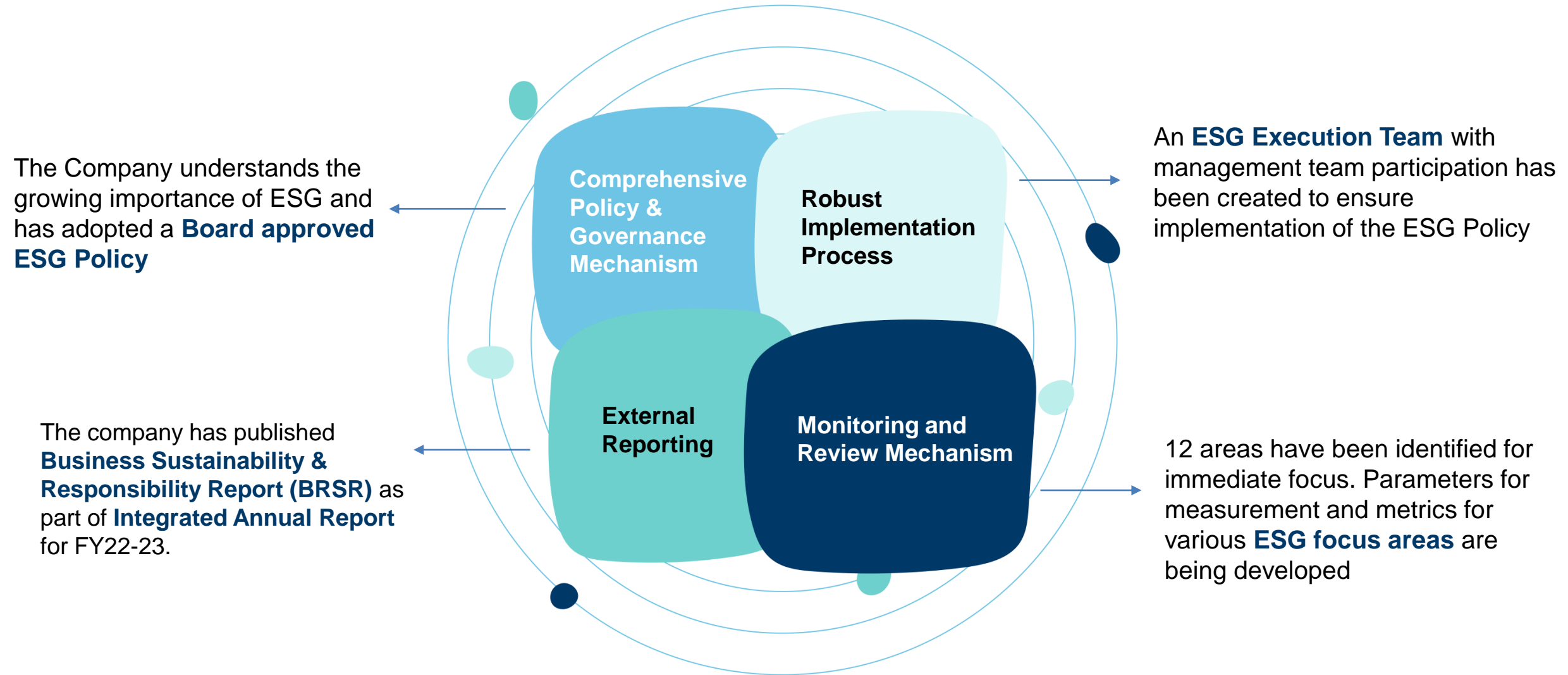
Putting sustainability at core of operations



# Commitment to ESG



## ESG Framework



# Digital Processes from start to finish to reduce Carbon Footprint

## Green Operations

### Operational Eco-efficiency & Climate Resilience

HomeFirst has a deeply ingrained Ideology of all processes being **paperless** across the product cycle.

#### Implemented Electronic processes even for traditional activities such as

- Capturing KYC documents
- Agreements signed digitally (64% of total in Q2FY24)
- E-Stamping (63% of total in Q2FY24)
- E-NACH mandates (62% of total in Q2FY24)

This results in saving of paper, time and energy.

#### Mobile apps

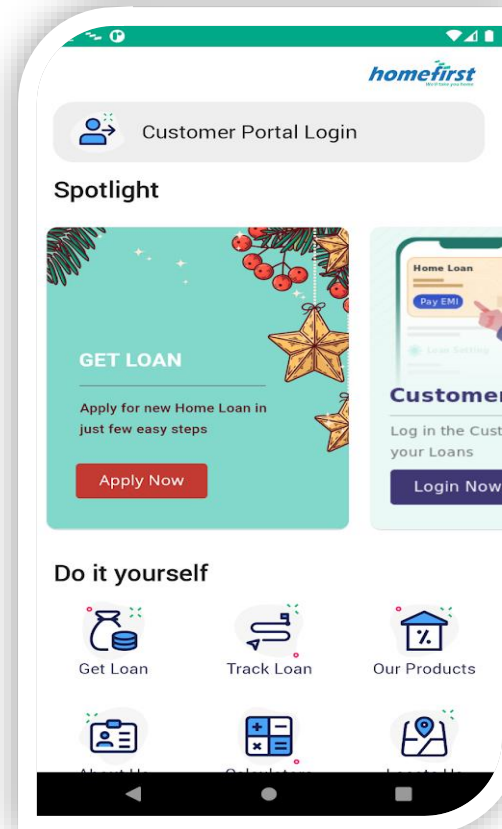
- Provided to customers, employees and connectors.
- This has helped cut down on branch visits, thereby saving time, fuel as well as energy.

#### Other initiatives helped reduce use of electricity

- Cloud based loan management system and CRM.
- Open office structure in Head Office & Branches.

More information on our tech stack from slides 14 to 16.

### Customer App



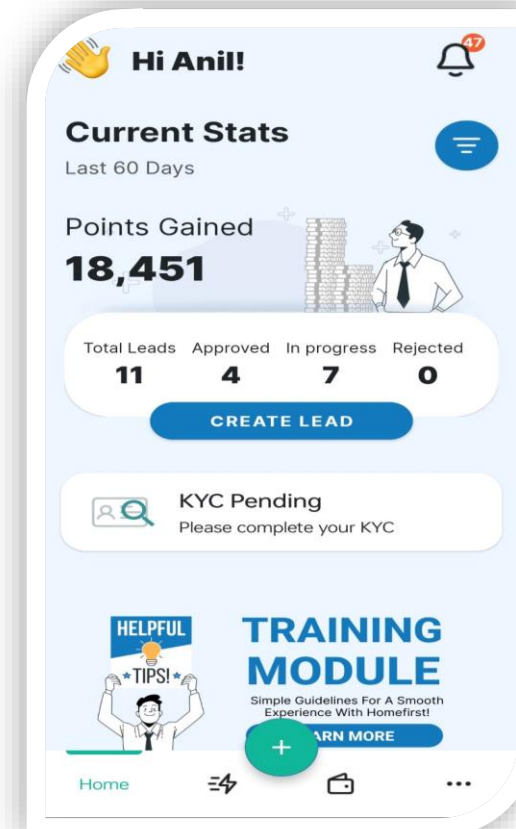
#### Google rating of Homefirst Customer App

4.1



As of 24 Oct'23

### Connector App



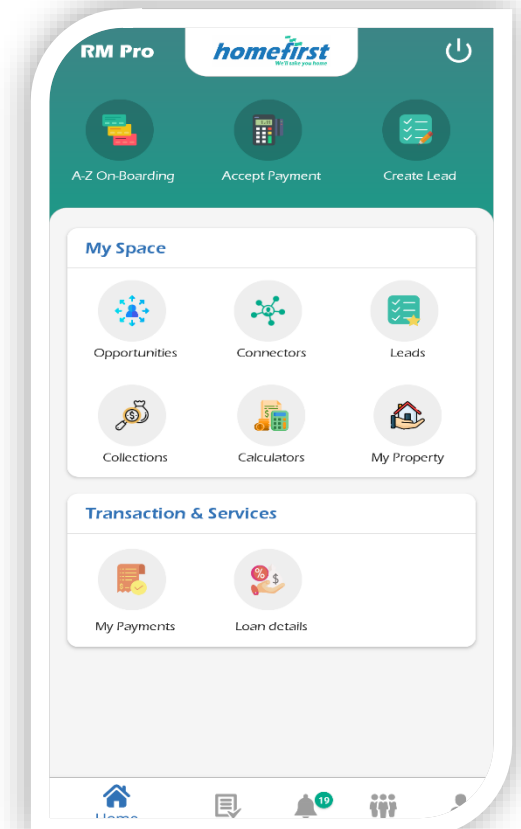
#### Google rating of Homefirst Connect App

4.6



As of 24 Oct'23

### RM Pro App



#### Google rating of Homefirst RM Pro App

4.8



As of 24 Oct'23

# Progress on Social Development

## Responsibility towards community

**Project “Sashakt”**, an initiative by HomeFirst to bring an all-around improvement in the social, health and economic status of migrant factory workers living in Narol (Ahmedabad).

**Sashakt Skilling centre** hosted its **fourth batch** which offers three courses : Self-Employed Tailor, Beauty & Wellness and Domestic Data Entry Operator with **168 beneficiaries**.

A **Rakhi workshop** was organized where 32 enthusiasts participated. The workshop was followed by an **exhibition** allowing the attendees to appreciate the skill and craftsmanship of the creators.

**“Mahila Shram Shakti Kendra”**, an initiative by HomeFirst in Ahmedabad & Surat to empower the women migrant workers facing extreme vulnerabilities.

With the objective to have baseline information around the conditions of women workers **314 women** shramik card were facilitated across the centres.

**05 health camps** were organised at the MSSK centre with consultation given to 325 patients including children.

In this quarter, close to **20 legal meetings** and **2 workshops** were conducted with migrant workers at the MSSK office, in different nakas and living spaces. Through such meetings/workshops, we have managed to reach close to **312 migrant workers**.

## Responsibility towards employees



**Certified as “Great Place To Work” by GPTW Institute for 3 successive years**

### Employee Training and Development

Formal talent pipeline development strategy. During the period Q2FY24, **3817 manhours** of training was provided to employees through various courses

### Employment & Labour Practices

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

- **28% women overall**
- **52% women at head office**
- **~22% women in senior management**

### Employee Ownership

As of 30 Sep’23, **335 employees** are covered under ESOP programs – comprising of **27.0%** of employee base

### Human Rights, Health & Safety

**Employee Development and Wellbeing:** We have conducted programs for Financial, Emotional and Physical wellness for our employees.



# Progress on Social Development

## Responsibility towards customers

### Customer Satisfaction

- **Customer focus:** Playing a key role in **Financial inclusion** by facilitating affordable home loans and empowering women borrowers.
- **EWS and LIG customers account for ~66% of AUM.**
- **Feature rich** mobile apps to provide seamless service and to track **NPS score** as a feedback mechanism. Our NPS score for Q2FY24 is 77.
- **Prepayment facility** provided on the Customer App to “**nudge**” customers towards prudent finance management.
- **94%** of active customers are registered on HomeFirst Customer Portal App. Android Rating is **4.1 (24 Oct’23)**.
- Helped **38,507** customers to claim **PMAY subsidy**. Received **Rs 966.4 Cr** till 30<sup>th</sup> Sep’23 as PMAY subsidy which was credited to customers account. This has helped **reduce ~26%** of Loan Amount for those customers.
- **Grievance Redressal Policy** is in place to receive and respond to customer complaints. Link: <https://homefirstindia.com/policy/complaints-grievances/>

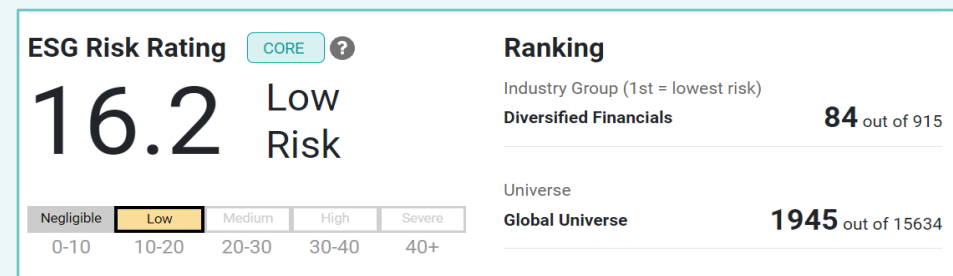
## ESG Initiatives

### Sustainable Finance

- **Funds raised from IFC to finance affordable housing and green housing.** HomeFirst raised Rs 280 crores from International Finance Corp (IFC) through up to 7-year debt. [Link](#)
- **Funds approved from DFC to support women borrowers for financing affordable housing.** U.S. International Development Finance Corporation (DFC) Board of Directors approved a \$75 million loan to HomeFirst to support affordable housing mortgage loans to women low-income borrowers. [Link](#)

### ESG Risk Rating - Amongst best in the BFSI Industry in India

- MorningStar Sustainalytics rated HomeFirst an **ESG Risk Rating of 16.2 with Low Risk and Strong rating for ESG Risk Management.** [Link](#)



- The company published its **Sustainability Report** for the year FY22-23 as part of its **Integrated Annual Report**. Link: <https://homefirstindia.com/files/Sustainability%20Report.pdf>.
- The Company received a **Certificate of Merit in PMAY Empowering India Awards 2022**
- Enhanced training measures by implementing training sessions for Prevention of Sexual Harassment (POSH) and Human Safety

# Strong Governance Structure

## Work Sustainably & Ethically

### Sustainable Finance

**We promote Financial Inclusion.**

We have customers belonging to EWS and LIG categories which account for 66% of our book size.

**Overall, ~90% loans have woman as borrower**

- **Primary applicant in 15% of AUM**
- +
  - **At least 1 woman co-borrower in 75% of AUM**

### Code of Conduct and Business ethics

- Company has **Code of Conduct for its employees** which has operational guidelines. [Link](#)
- We have a **code of conduct for our connectors** [Link](#)
- Continuous training and communication on **Whistle Blower and POSH (Prevention of Sexual Harassment)**

## Governance at core

### Corporate Governance

- **Core competencies of Independent Directors directly relevant to company's operations.**
- **Diverse Board, Senior management and employee base.**

**The Company has also adopted the following policies to ensure ethical, transparent and accountable conduct:**

- Customer Grievance Policy [\(Link\)](#)
- Code of Conduct for the Board of Directors and Senior Management Personnel [\(Link\)](#)
- Fair Practice Code [\(Link\)](#)
- Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information [\(Link\)](#)
- Policy on Prevention of Sexual harassment [\(Link\)](#)
- Vigil Mechanism and Whistle blower [\(Link\)](#)
- Know Your Customer (KYC) and Anti Money Laundering Measures Policy [\(Link\)](#)
- Internal Guidelines on Corporate Governance [\(Link\)](#)

Separate Chairman & Managing Director position

Experienced Board & Management with diversified expertise across Technology, Financial Inclusion & Risk Management

**7 of 8**  
Directors are non-executive

**4 of 8**  
Independent Directors

**2 of 8**  
Woman Directors

# Strong Governance Practice

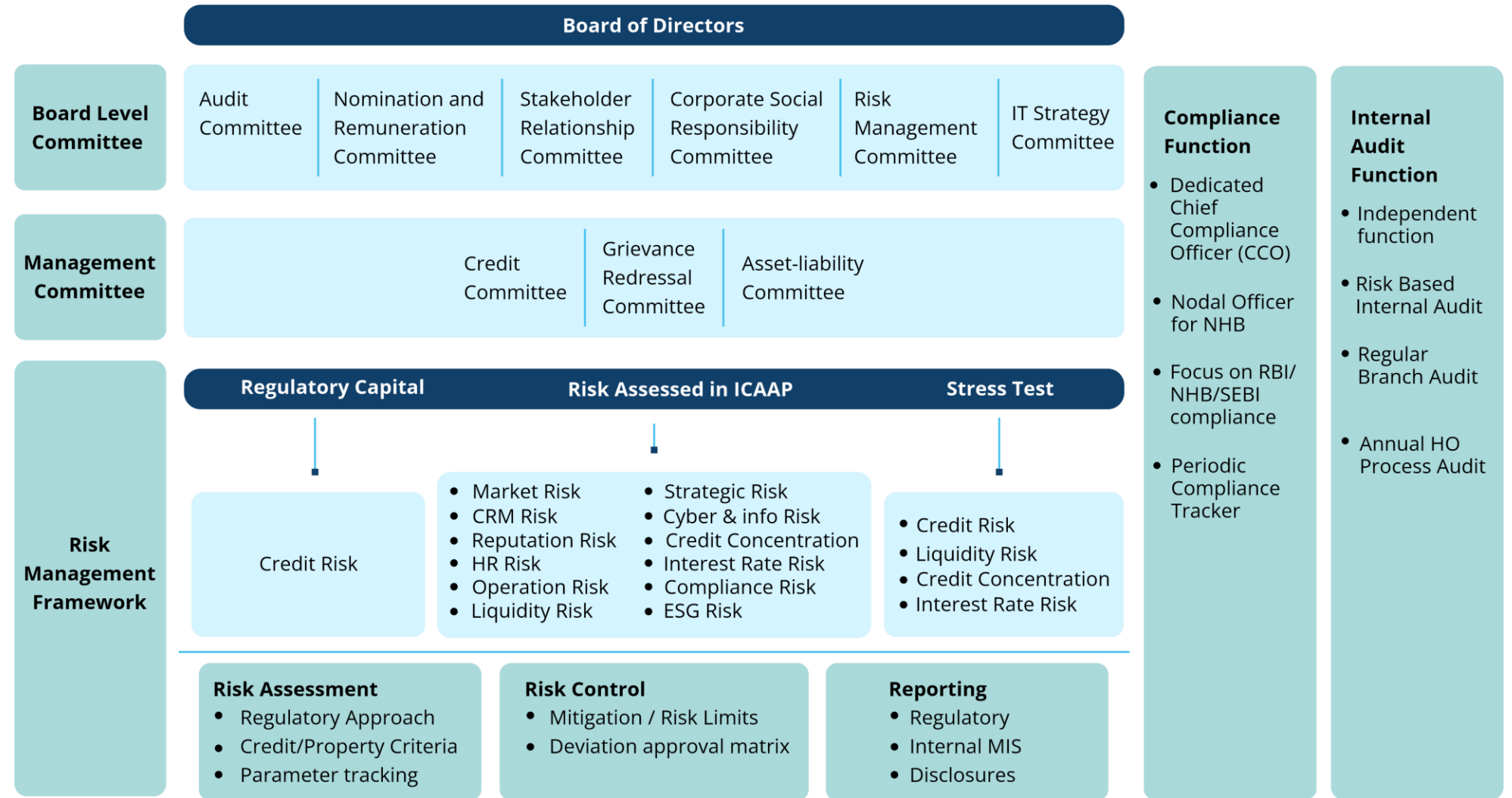
## Top-tier Corporate Governance

- High Independent Directors representation in all Board Committees
- Highly experience Board & Management Team on Risk Management committee.
- Company's risk management framework is driven by its Board and its subcommittees including the Audit Committee, the Asset Liability Management Committee and the Risk Management Committee.
- “Risk Management Committee” meetings on matters including Operational, Risk oversight, fraud prevention and control.

## Clean Track Record

- **NO** Defaults.
- **NO** Auditor qualification.
- **NO** Re-statements of financials.
- **NO** Allegations of financial imprudence.
- **Implemented 3 ESOP plans.**

## Corporate Governance Structure



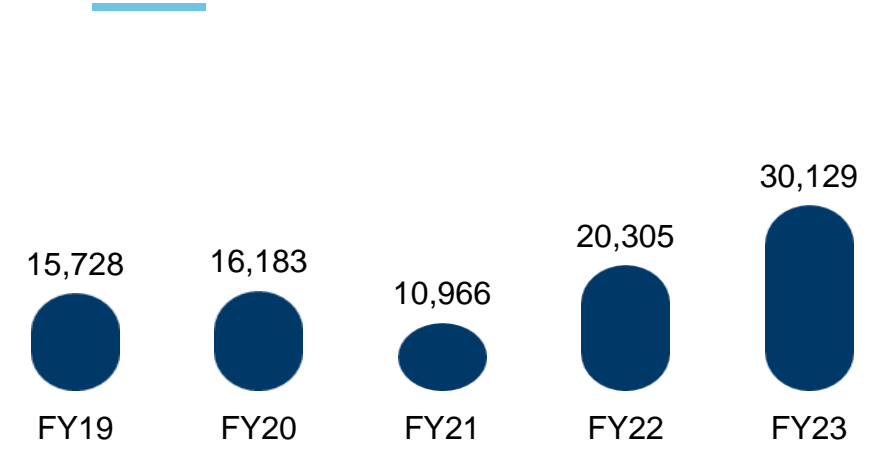


# Business Updates

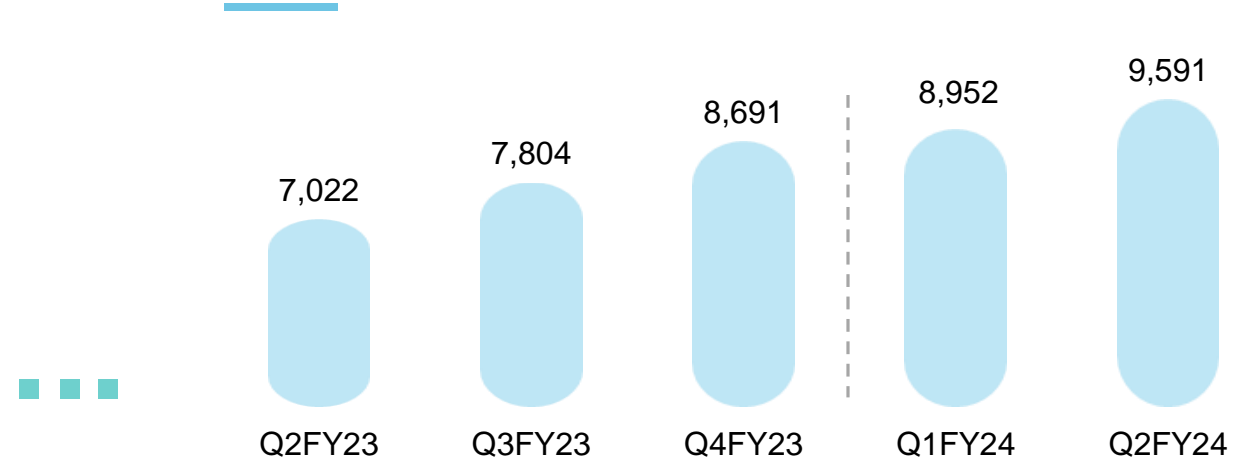
# Healthy Growth in Loan Book and Disbursements

## Disbursement (₹Mn)

Last 5 Years



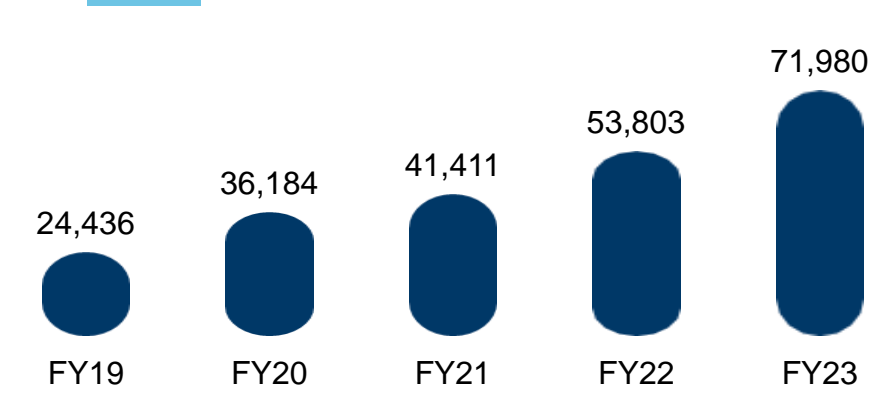
Last 5 Quarters



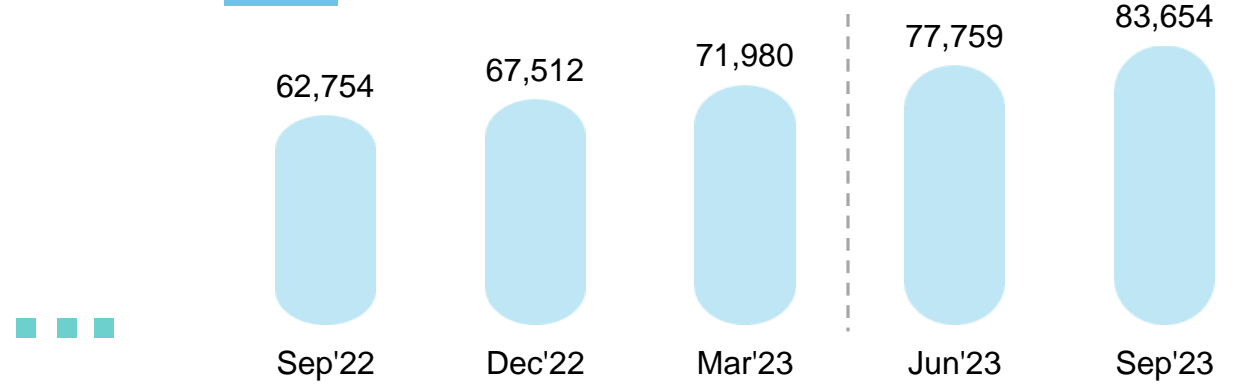
All time high disbursement in the quarter, q-o-q growth of 7.1% and y-o-y growth of 36.6%

## Assets Under Management (₹Mn)

Last 5 Years

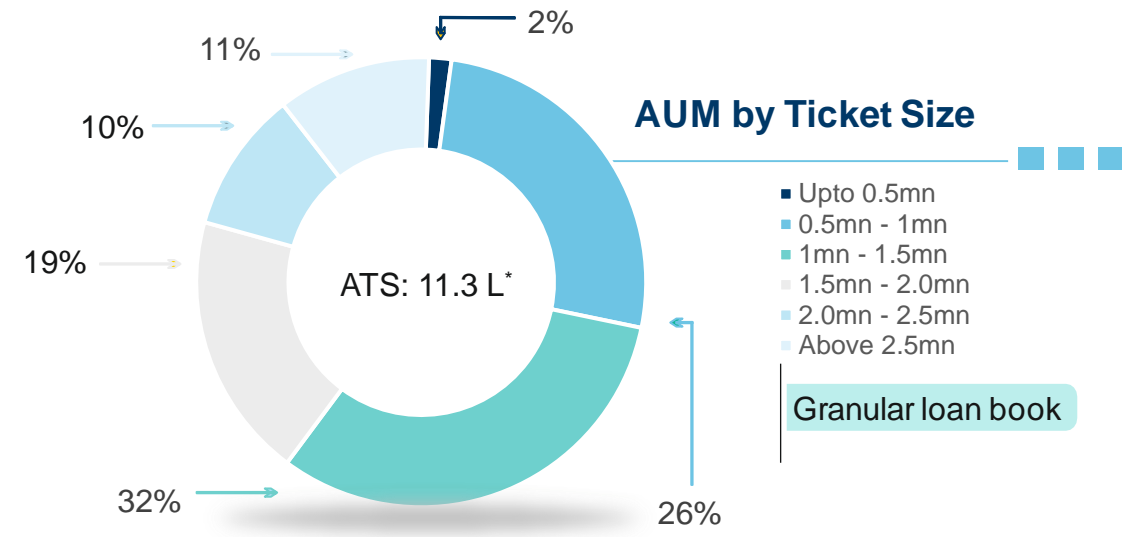
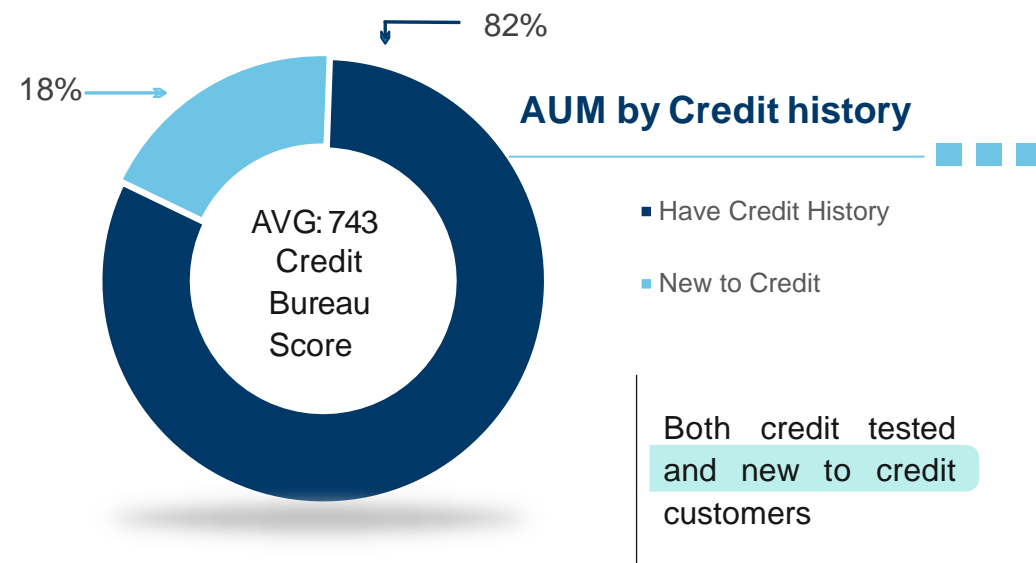
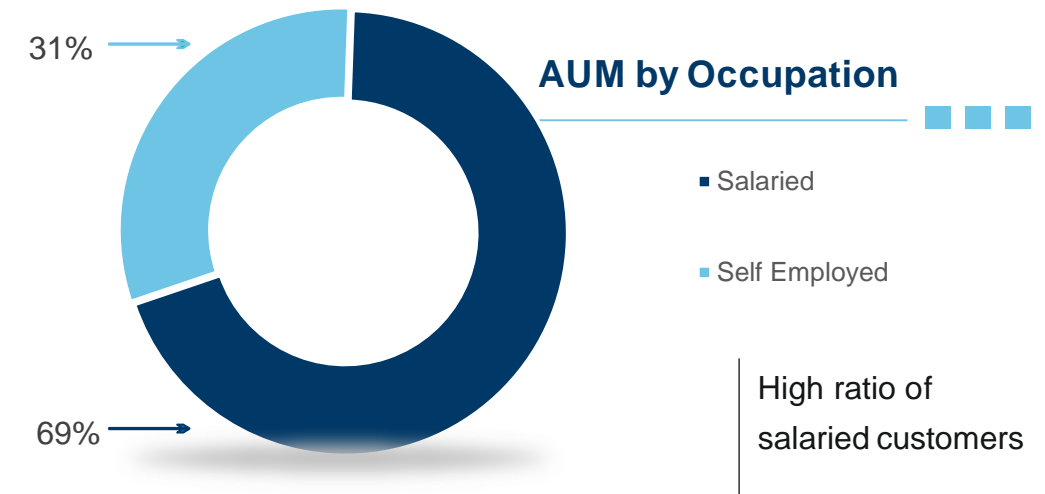
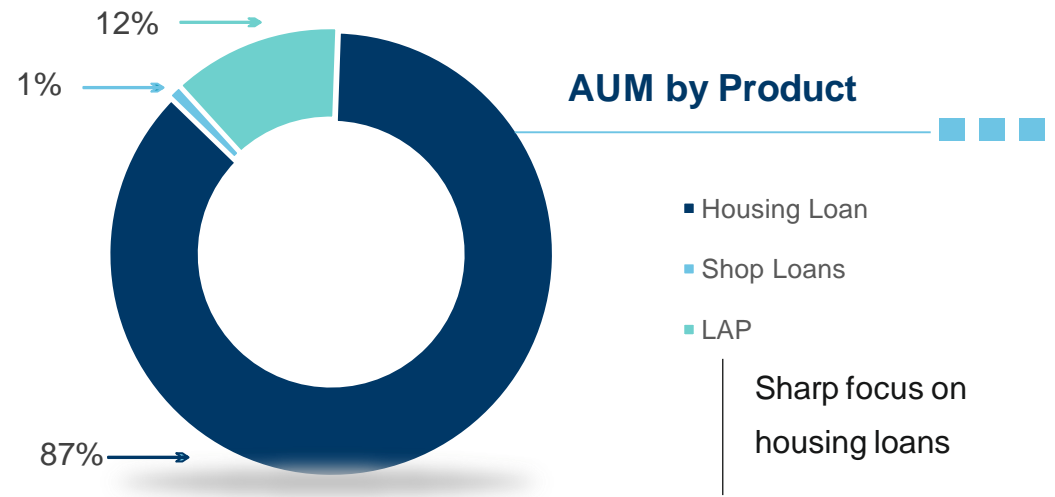


Last 5 Quarters



- 33.3% growth y-o-y
- 7.6% growth q-o-q
- 31% CAGR (4 Years FY19-FY23)
- 8.6% BT Out rate for Q2FY24 (annualized)

# Consistent Portfolio Matrix | Sep'23



All figures as of Sep'23

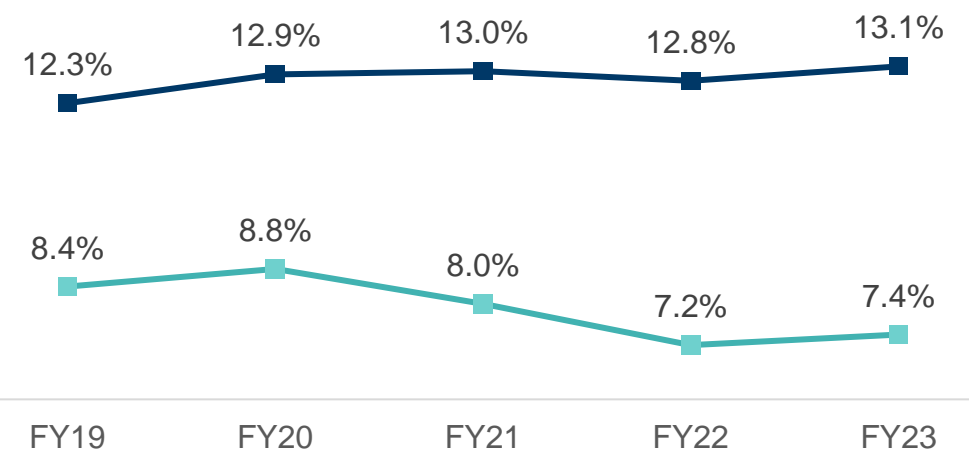
\* Loans originated for Co-Lending are excluded while computing ATS

# Competitive Spreads

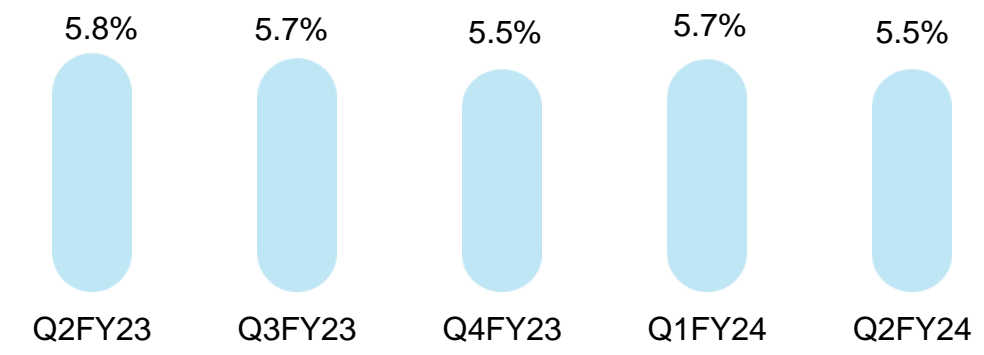
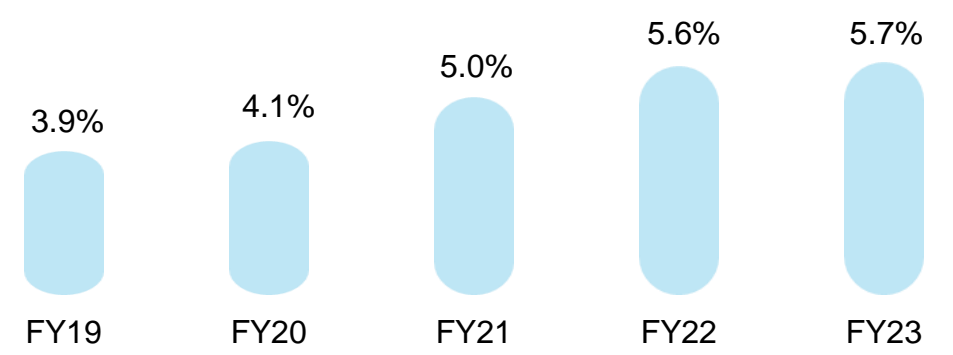
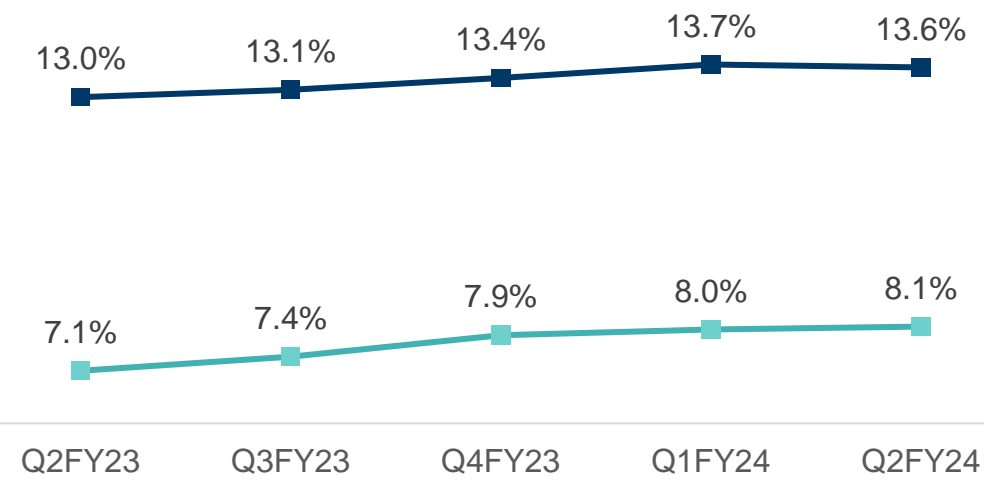
- Portfolio Yield
- COB
- Spread

## Net Interest Spread Movement

Last 5 Years



Last 5 Quarters



- Repricing schedule
- 25bps w.e.f 1<sup>st</sup> Jul'22
  - 50bps w.e.f 1<sup>st</sup> Dec'22
  - 50bps w.e.f 1<sup>st</sup> Apr'23

### Competitive Cost of Borrowing

Origination yield for Q2FY24 stood at **13.6%**\*

Marginal COB for Q2FY24  
 Overall : **8.1%**  
 Ex NHB : **8.7%**

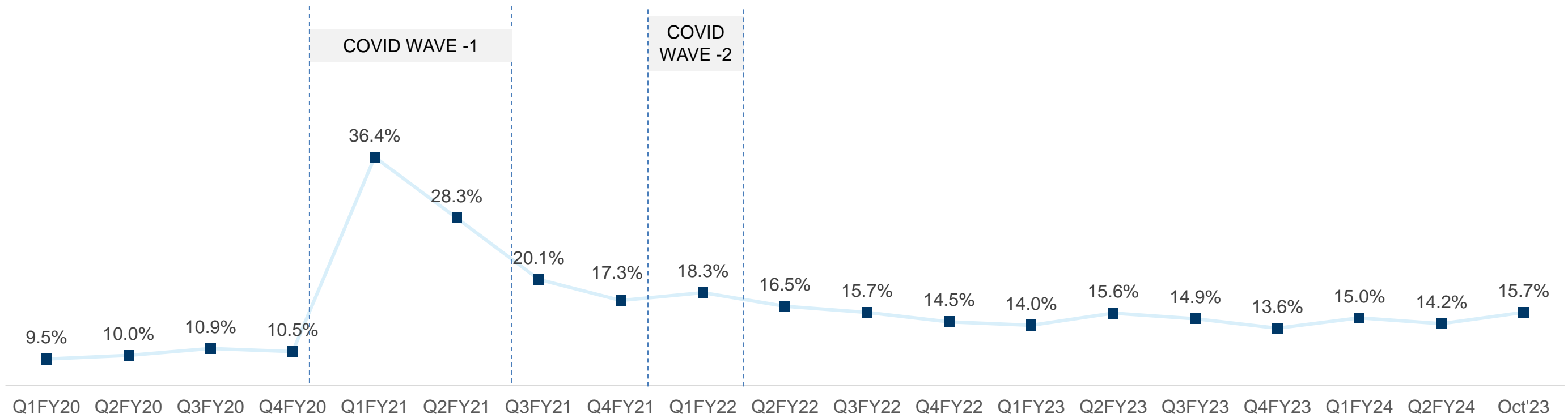
\* Loans originated for Co-Lending are excluded while computing Incremental Yield for Q2FY24

# Healthy Leading Indicators

Bounce rate : On the day of EMI presentation

■ Bounce rate

Bounce rates are range-bound

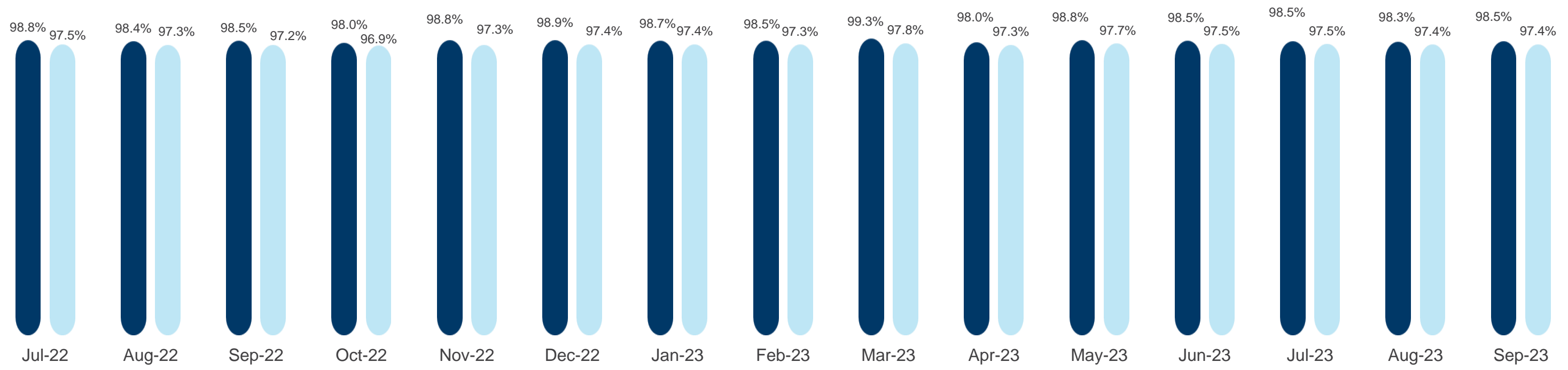


# Healthy Leading Indicators

## Collection Efficiency

- Collection Efficiency <sup>(1)</sup>
- Unique Customers <sup>(2)</sup>

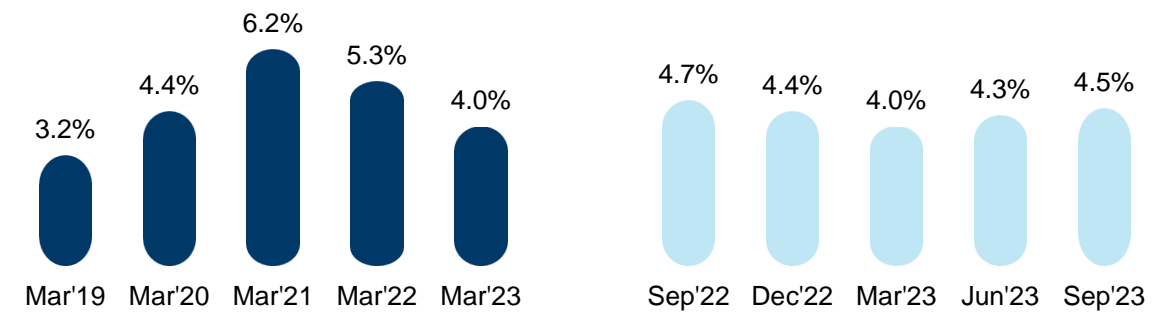
Collection efficiency at normal levels



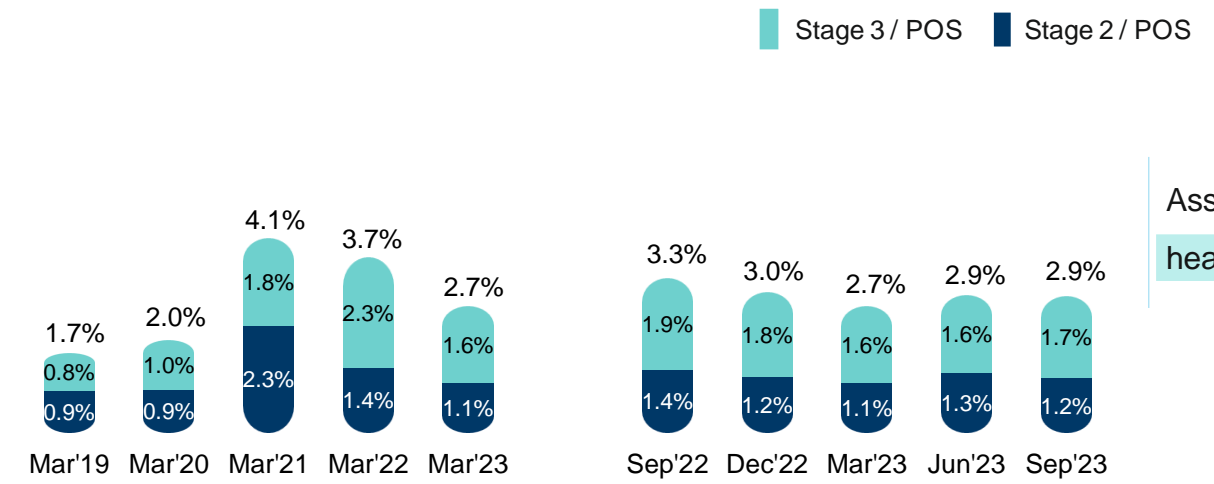
Note: (1) Collection Efficiency = Total # of EMIs received in the month (including arrears of previous months) / Total # of loan accounts whose EMIs are due in the month  
 (2) Unique customers = # of customers who made at least one payment in the month / Total # of Customers whose EMIs are due in the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

# Sound Credit Indicators

DPD 1+ / POS

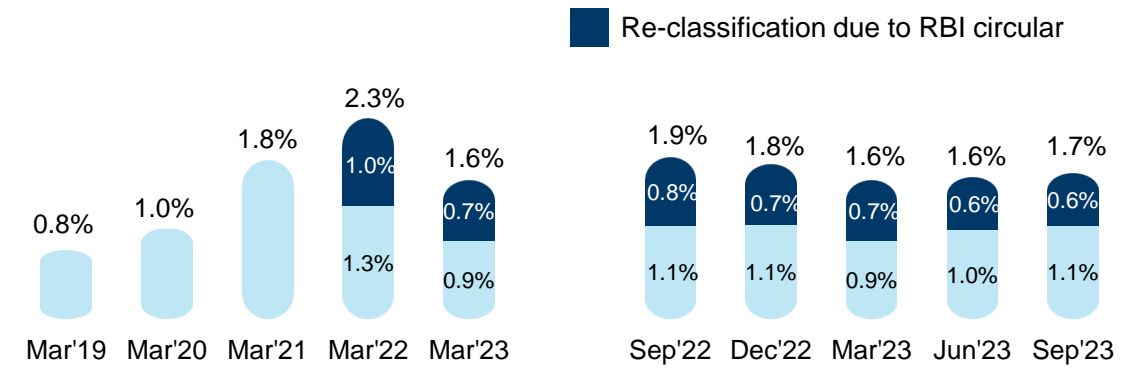


DPD 30+ / POS %

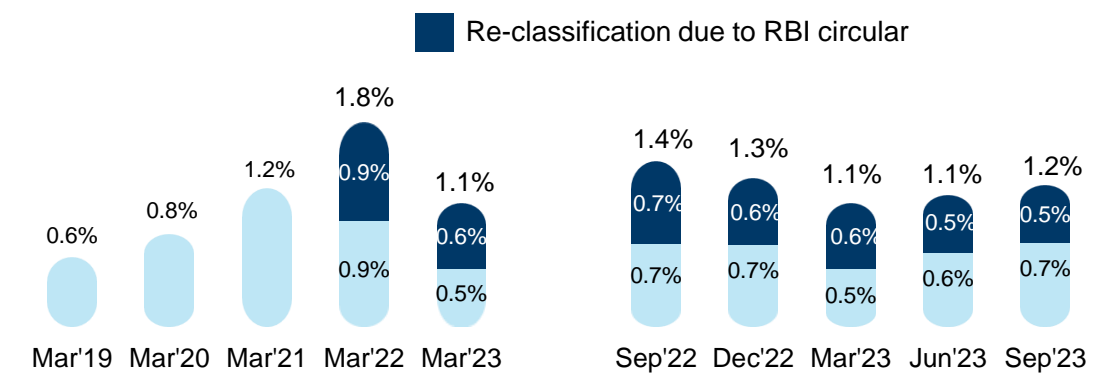


Asset quality at healthy levels

Gross Stage 3 / POS (GNPA) %



Net Stage 3 / Net POS (NNPA) %

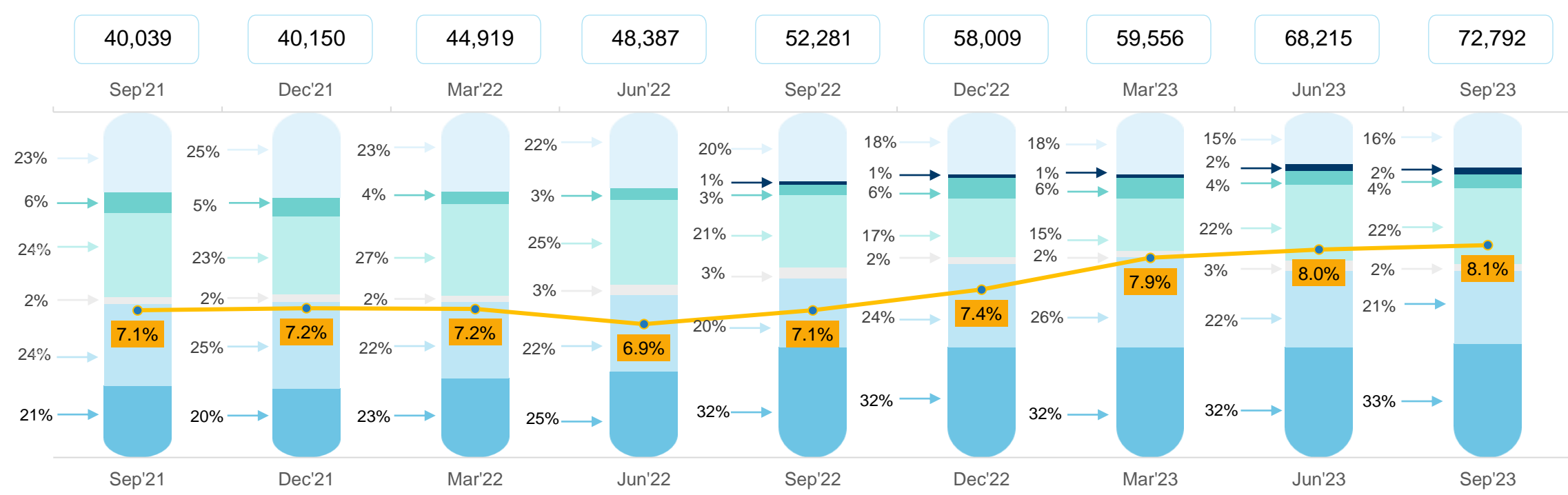


Pursuant to the RBI circular dated 12 Nov 2021 - "Prudential norms on Income Recognition, Asset Classification and Provisioning (IRACP) pertaining to Advances - Clarifications", the Company has aligned its definition of default and taken steps to comply with the norms/ changes for regulatory reporting, as applicable. Such alignment has resulted in classification of loans amounting to ₹470.41 millions as Gross Stage 3 (GNPA) as at Sep'23 in accordance with regulatory requirements.

# Diversified funding profile at competitive Cost of Borrowing

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

**Borrowings Mix and Cost of Borrowing trend**



**Total Borrowings (₹Mn) <sup>(1)</sup>**

**Long Term Credit Rating**  
**ICRA AA- 'Stable'**  
**CARE AA- 'Stable'**  
**India Ratings AA- 'Stable'**

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

**ZERO** borrowing through commercial papers

## Our banking relationships

Public Sector Bank	State Bank of India	Central Bank of India	Union Bank	Private Sector Bank	HDFC Bank	ICICI Bank	Axis Bank	South Indian Bank	Karnataka Bank	J & K Bank	Karur Vyas Bank	DCB Bank	NBFC	Bajaj Finance
	IDBI Bank	Bank of India	Indian Bank		Federal Bank	Kotak Mahindra Bank	HSBC	Qatar National Bank	Yes Bank	Shinhan Bank	CSB Bank	IndusInd Bank		

Validation by NHB - Single largest lender with ₹ 15,811.3 Mn outstanding 20+ lines  
 ₹ 2,800 Mn NCD investment by IFC – a step towards sustainability and green financing

**Diversified banking relationships with 27 lending partners**

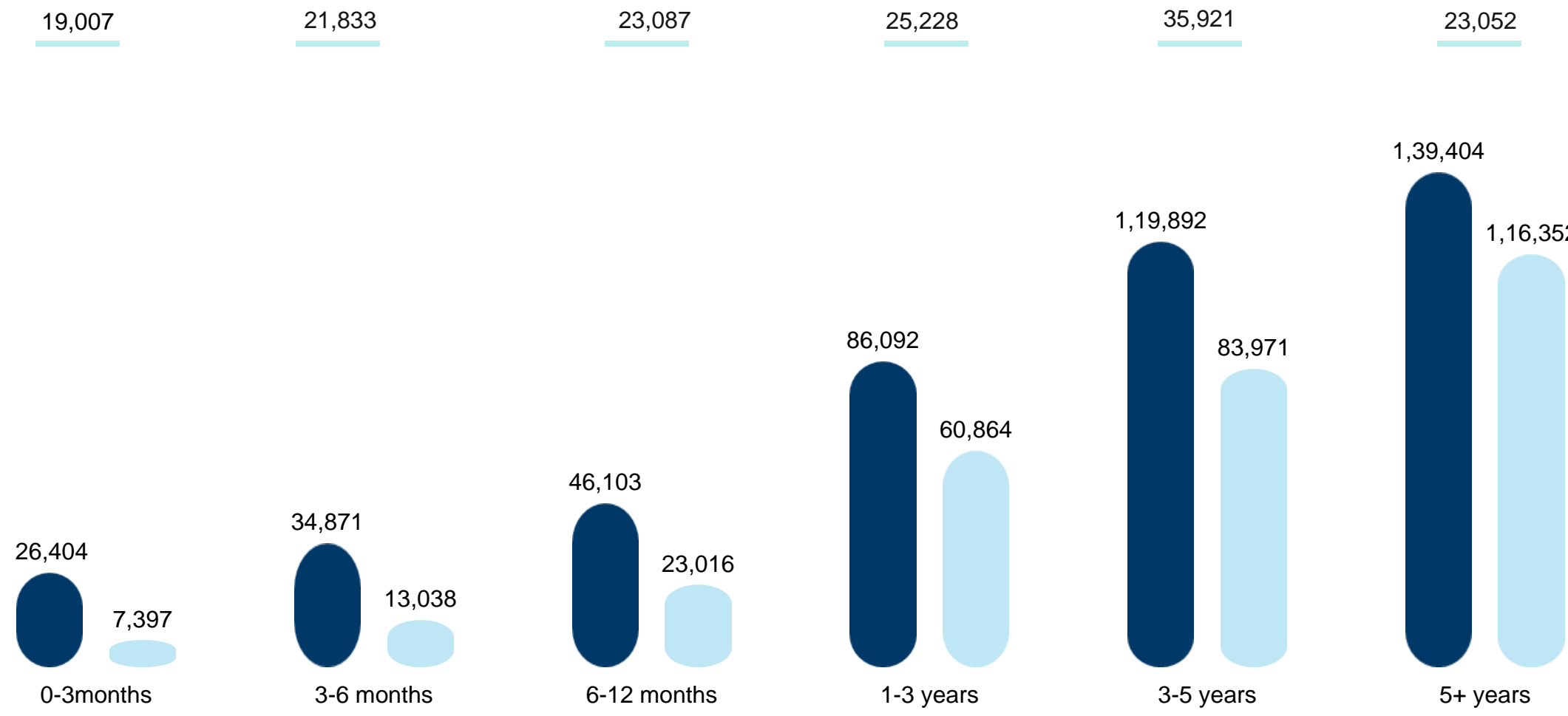
(1) Total Borrowings includes Off book Direct Assignment and Co-Lending



# ALM Position as of Sep'23 - Cumulative

Inflow Outflow

Surplus (₹Mn)



Robust ALM profile ensuring sufficient liquidity buffers

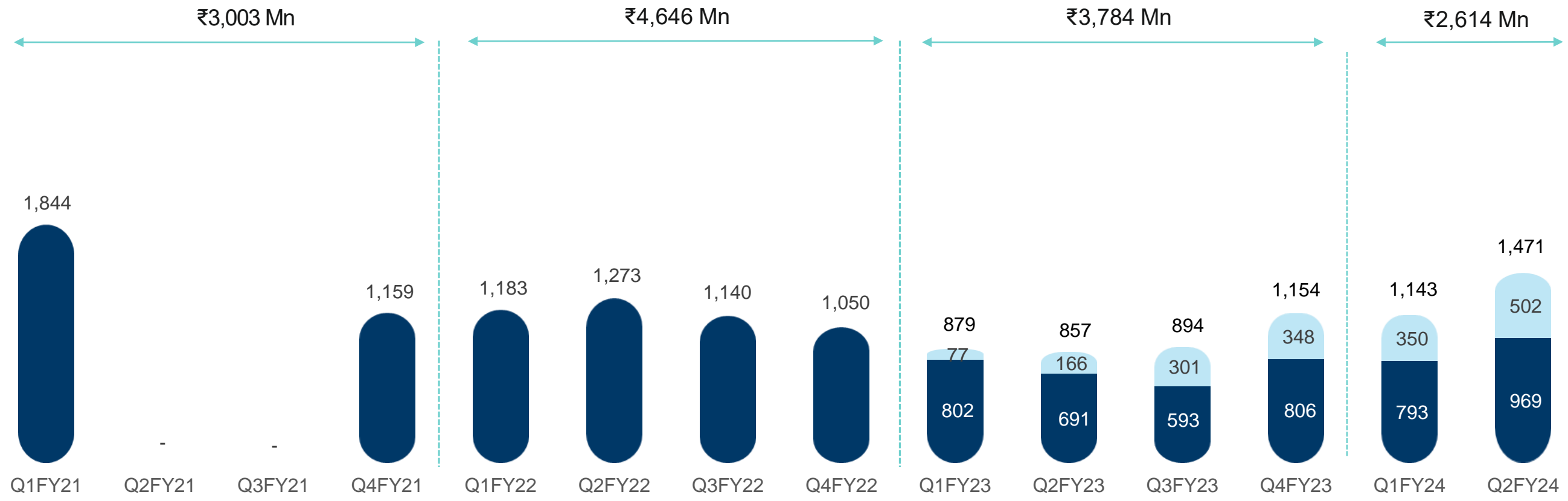
Cumulative Positive flows across all the time buckets

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 and Co-lending Transactions

Direct Assignment Transactions

Co-Lending Transaction



Consistent demand for assignment of the company's portfolio

Generated business from co-lending transactions

## Our partners in Assignment and Co-Lending

Category	Partners
Direct Assignment	Central Bank of India
	HDFC Bank
	State Bank of India
	Bank of Baroda
Co-Lending	Central Bank of India
	Union Bank of India
	Indian Bank

# Strong Liquidity Position

## Liquidity Buffer as on Sep'23 (in ₹Mn)

Unencumbered Cash and Cash equivalent	8,023
Un-availed Sanction from NHB	4,500
Un-availed Sanction from Banks	13,645
<b>Total</b>	<b>26,168</b>

Particulars (in ₹Mn)	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Opening Liquidity	26,168	28,211	28,776	29,290
Add: Principal Collections & Surplus Operations	5,366	5,317	5,236	5,196
Less: Debt Repayments	3,323	4,752	4,722	4,695
Closing Liquidity	28,211	28,776	29,290	29,790

**₹ 18,284 million**

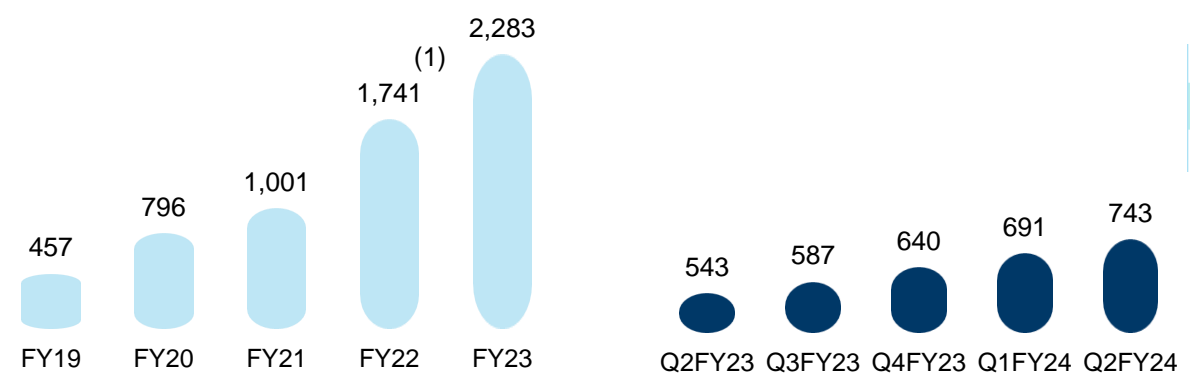
Liquidity raised during Q2FY24

Data as per IGAAP

# Financial Updates

# Financial Highlights

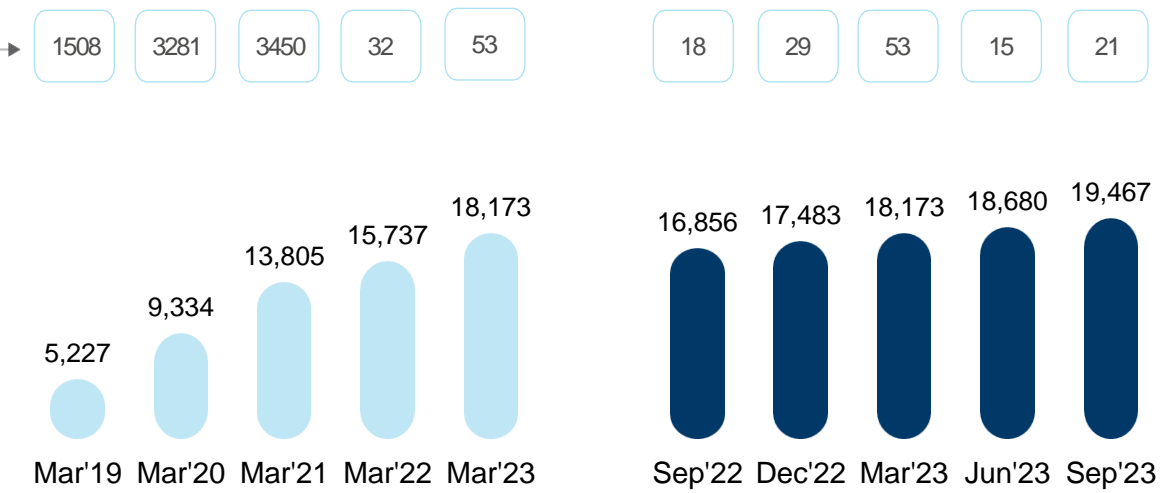
## Profit After Tax ( ₹Mn )



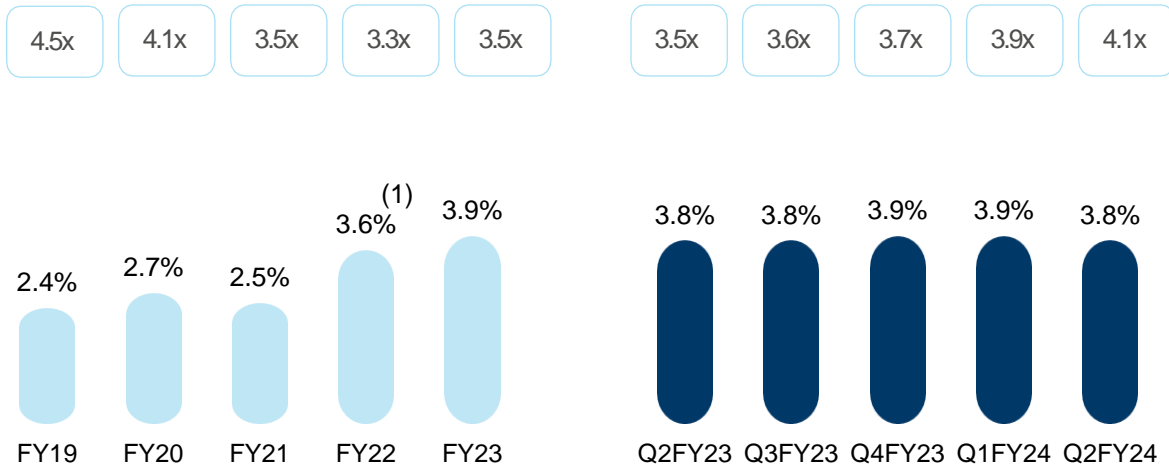
Equity Raised (₹Mn)



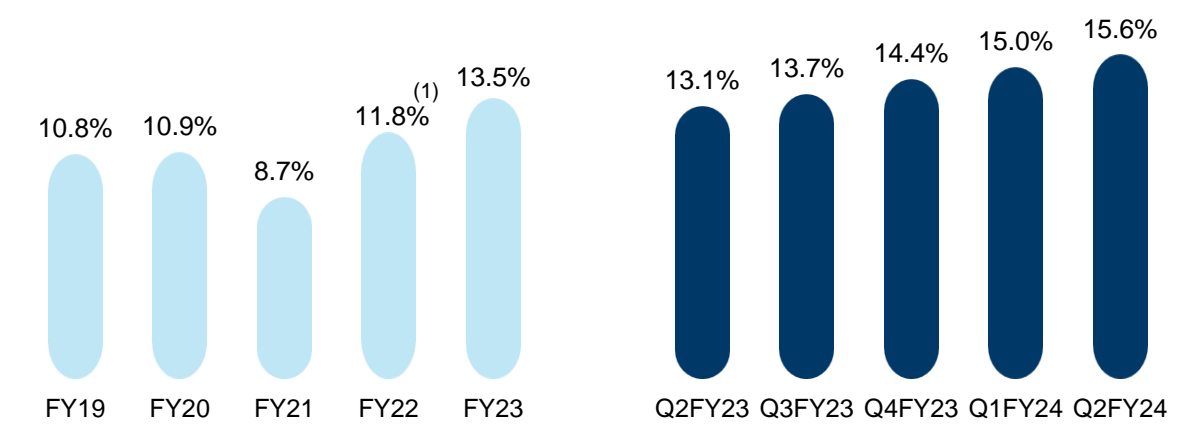
## Net worth ( ₹Mn )



## Return on Average Assets



## Return on Average Equity



Note: Fiscal year ending 31<sup>st</sup> March. A/E – Average Total Assets / Average Equity.  
 (1) Adjusted PAT, Adjusted RoA and Adjusted RoE FY22 is computed considering Adjusted PAT without the impact of one-time deferred tax liability adjustment

# ECL Provisions Summary

Particulars (in ₹Mn)	Stage 1	Stage 2	Stage 3	Loan Commitment	Total
<b>For period ended Sep'23</b>					
Loans – Principal Outstanding	68,819.7	831.9	1,233.4		70,885.0
ECL Provision	186.3	71.2	374.2	13.8	645.5
Net Loans – Principal Outstanding	68,633.4	760.7	859.2		70,239.5
ECL Provision %	0.3%	8.6%	30.3%		0.9%
<b>For period ended Jun'23</b>					
Loans – Principal Outstanding	63,875.0	841.7	1,077.3		65,794.0
ECL Provision	179.3	86.1	334.3	15.8	615.5
Net Loans – Principal Outstanding	63,695.7	755.6	743.0		65,178.5
ECL Provision %	0.3%	10.2%	31.0%		0.9%
<b>For period ended Sep'22</b>					
Loans – Principal Outstanding	50,259.4	690.4	1,001.1		51,950.9
ECL Provision	153.9	78.1	264.5	12.1	508.5
Net Loans – Principal Outstanding	50,105.5	612.3	736.6		51,442.4
ECL Provision %	0.3%	11.3%	26.4%		1.0%

Total Provision Coverage Ratio		
Sep'23	52.3%	(84.6% Pre-RBI circular)
Jun'23	57.1%	(90.8% Pre-RBI circular)
Sep'22	50.8%	(91.0% Pre-RBI circular)

Pursuant to the RBI circular dated 12 Nov 2021 - "Prudential norms on Income Recognition, Asset Classification and Provisioning (IRACP) pertaining to Advances - Clarifications", the Company has aligned its definition of default and taken steps to comply with the norms/ changes for regulatory reporting, as applicable. Such alignment has resulted in classification of loans amounting to ₹470.41 millions as non-performing assets (Stage 3) as at 30 Sep 2023 in accordance with regulatory requirements.

# Annexures



# Quarterly and Annual Profit and Loss Statement

Particulars (in ₹Mn)	Q2FY24	Q1FY24	Q2FY23	QoQ	YoY
Interest Income on term loans	2,347.8	2,166.2	1,637.2	8.4%	43.4%
Net gain on DA	151.4	125.7	93.3		
Income other than interest income on term loans <sup>(1)</sup>	280.7	306.2	163.6		
<b>Total Income</b>	<b>2,779.9</b>	<b>2,598.1</b>	<b>1,894.1</b>	<b>7.0%</b>	<b>46.8%</b>
Interest expense	1,167.4	1,064.9	709.0		
<b>Net Interest Income</b>	<b>1,180.4</b>	<b>1,101.3</b>	<b>928.2</b>	<b>7.2%</b>	<b>27.2%</b>
<b>Net Total Income</b>	<b>1,612.5</b>	<b>1,533.1</b>	<b>1,185.1</b>	<b>5.2%</b>	<b>36.1%</b>
Operating Expenses <sup>(2)</sup>	568.1	556.0	443.7		
<b>PPOP</b>	<b>1,044.4</b>	<b>977.2</b>	<b>741.4</b>	<b>6.9%</b>	<b>40.9%</b>
Credit Cost	80.0	76.9	49.7		
<b>Profit before tax</b>	<b>964.4</b>	<b>900.3</b>	<b>691.7</b>	<b>7.1%</b>	<b>39.4%</b>
Tax expense	221.3	209.1	149.0		
One-time tax adjustment					
<b>Profit after tax</b>	<b>743.1</b>	<b>691.2</b>	<b>542.7</b>		
<b>Adjusted PAT<sup>(3)</sup></b>	<b>743.1</b>	<b>691.2</b>	<b>542.7</b>	<b>7.5%</b>	<b>36.9%</b>
Basic EPS	8.4	7.8	6.2		
Diluted EPS	8.2	7.6	6.0		

FY23	FY22	YoY
6,825.0	4,770.5	43.1%
380.4	678.4	
750.6	508.2	
<b>7,956.0</b>	<b>5,957.1</b>	<b>33.6%</b>
3,032.6	2,148.2	41.2%
<b>3,792.4</b>	<b>2,622.3</b>	<b>44.6%</b>
<b>4,923.4</b>	<b>3,808.9</b>	<b>29.3%</b>
1,756.0	1,295.7	
<b>3,167.4</b>	<b>2,513.2</b>	<b>26.0%</b>
215.2	250.2	
<b>2,952.2</b>	<b>2,263.0</b>	<b>30.5%</b>
669.3	522.1	
	(120.1)	
<b>2,282.9</b>	<b>1,861.0</b>	
<b>2,282.9</b>	<b>1,740.8</b>	<b>31.1%</b>
26.0	21.3	
25.2	20.5	

(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) YoY growth in PAT computed considering Adjusted PAT for FY22 without the impact of one-time deferred tax liability adjustment

Investors & Analyst can download the excel version of operational & financial numbers from our website [link](#).



# RoE Tree

Particulars	Q2FY24	Q1FY24	Q2FY23	FY23	FY22
Interest Income on term loans / Average total assets	12.0%	12.1%	11.4%	11.5%	9.9%
Net Gain on DA / Average total Assets	0.8%	0.7%	0.7%	0.6%	1.4%
Income other than interest income on term loans/ Average total assets	1.4%	1.7%	1.1%	1.3%	1.1%
<b>Total Income / Average total assets</b>	<b>14.2%</b>	<b>14.5%</b>	<b>13.2%</b>	<b>13.4%</b>	<b>12.4%</b>
Interest on borrowings and debt securities / Average total assets	6.0%	6.0%	5.0%	5.1%	4.5%
<b>Net Interest Margin</b>	<b>6.0%</b>	<b>6.1%</b>	<b>6.5%</b>	<b>6.4%</b>	<b>5.4%</b>
<b>Net Total Income / Average total assets</b>	<b>8.2%</b>	<b>8.5%</b>	<b>8.3%</b>	<b>8.3%</b>	<b>7.9%</b>
Operating Expenses / Average total assets	2.9%	3.1%	3.1%	3.0%	2.7%
<b>PPOP/ Average total assets</b>	<b>5.3%</b>	<b>5.4%</b>	<b>5.2%</b>	<b>5.3%</b>	<b>5.2%</b>
Credit Cost / Average total assets	0.4%	0.4%	0.3%	0.3%	0.5%
Profit before tax / Average total assets	4.9%	5.0%	4.8%	5.0%	4.7%
Tax expense / Average total assets	1.1%	1.1%	1.0%	1.1%	1.1%
One-time tax adjustment/ Average total assets					(0.2%)
<b>Profit after tax on average total assets</b>	<b>3.8%</b>	<b>3.9%</b>	<b>3.8%</b>	<b>3.9%</b>	<b>3.9%</b>
<b>Adjusted PAT on average total assets (ROA)<sup>(1)</sup></b>	<b>3.8%</b>	<b>3.9%</b>	<b>3.8%</b>	<b>3.9%</b>	<b>3.6%</b>
Leverage (Average total assets / average Equity or average Net worth)	4.1	3.9	3.5	3.5	3.3
<b>Profit after tax on average equity or average Net worth (ROE)<sup>(1)</sup></b>	<b>15.6%</b>	<b>15.0%</b>	<b>13.1%</b>	<b>13.5%</b>	<b>11.8%</b>
Average interest earning assets as % of average total assets	87.3%	88.1%	87.0%	87.8%	80.2%
Average interest bearing liabilities as % of average total assets	74.3%	72.8%	69.3%	69.8%	67.7%

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.

(1) Adjusted RoA and Adjusted RoE for FY22 is computed considering Adjusted PAT FY22 without the impact of one-time deferred tax liability adjustment

# Key Financial Ratios

Particulars	Q2FY24	Q1FY24	Q2FY23	FY23	FY22
Profit after tax on average total assets (ROA)	3.8%	3.9%	3.8%	3.9%	3.6% <sup>(1)</sup>
Leverage (Average total assets / average Equity or average Net worth)	4.1	3.9	3.5	3.5	3.3
Profit after tax on average equity or average Net worth (ROE)	15.6%	15.0%	13.1%	13.5%	11.8% <sup>(1)</sup>
Cost to Income Ratio (Operating Expenses / Net Total Income)	35.2%	36.3%	37.4%	35.7%	34.0%
Operating Expenses / Average total assets	2.9%	3.1%	3.1%	3.0%	2.7%
Debt to equity ratio	3.1	3.0	2.5	2.6	2.2
CRAR (%)	45.5%	46.0%	50.7%	49.4%	58.6%
CRAR - Tier I Capital	45.0%	45.5%	50.2%	48.9%	58.0%
CRAR - Tier II Capital	0.5%	0.5%	0.5%	0.5%	0.6%
Book Value Per Share	220.8	212.0	192.1	206.5	179.6

(1) Adjusted RoA and Adjusted RoE for FY22 is computed considering Adjusted PAT without the impact of one-time deferred tax liability adjustment

# Balance Sheet

Particulars (in ₹Mn)	Sep'23	FY23	FY22
<b>ASSETS</b>			
Cash & cash equivalents and Other bank balance	4,885.0	2,984.1	6,678.5
Loans	70,253.3	59,957.0	43,048.7
Investments	3,556.9	2,808.0	0.0
Other financial assets	1,294.2	1,241.0	1,164.8
Property, plant and Equipment*	256.2	253.5	200.0
Deferred Tax Assets (Net)	34.5	28.3	0.0
Non-financial assets other than PPE	154.2	117.7	86.2
<b>TOTAL ASSETS</b>	<b>80,434.3</b>	<b>67,389.6</b>	<b>51,178.2</b>
<b>LIABILITIES &amp; EQUITY</b>			
Payables	114.0	149.1	62.0
Debt Securities	2,772.5	3,469.5	1,687.8
Borrowings	57,245.1	44,665.2	32,979.9
Other financial liabilities	643.9	754.5	569.1
Provisions	80.3	59.6	45.4
Deferred Tax Liabilities (Net)	0.0	0.0	17.4
Other non-financial liabilities	111.2	118.3	79.7
Equity	19,467.3	18,173.4	15,736.9
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>80,434.3</b>	<b>67,389.6</b>	<b>51,178.2</b>

\* Including right to use assets.

# Consistent Financial Performance over the years

Particulars (in ₹Mn)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	CAGR %
<b>Operational Information</b>								
Number of Branches	36	42	60	68	72	80	111	
Loan disburseals	4,244	7,455	15,728	16,183	10,966	20,305	30,129	
AUM	8,473	13,559	24,436	36,184	41,411	53,803	71,980	42.8%
Number of Employees	200	382	675	696	687	851	993	
<b>Financial Information</b>								
Income from Operations	916	1,326	2,637	4,108	4,891	5,957	7,910	
Interest Expenses	533	647	1,249	1,912	2,166	2,148	3,033	
<b>Net Interest Income</b>	<b>319</b>	<b>627</b>	<b>1,040</b>	<b>1,513</b>	<b>1,895</b>	<b>2,622</b>	<b>3,792</b>	
Operating Expenses <sup>(1)</sup>	262	424	735	1,046	1,064	1,296	1,756	
Credit Cost	17	29	73	165	322	250	215	
<b>Profit before tax</b>	<b>104</b>	<b>243</b>	<b>653</b>	<b>1,073</b>	<b>1,340</b>	<b>2,263</b>	<b>2,952</b>	
<b>Adjusted PAT<sup>(2)</sup></b>	<b>67</b>	<b>160</b>	<b>457</b>	<b>796</b>	<b>1,001</b>	<b>1,741</b>	<b>2,283</b>	<b>80.2%</b>
Net Worth	3,064	3,252	5,227	9,334	13,805	15,737	18,173	
<b>Ratios</b>								
Cost to Income	68.4%	61.0%	50.3%	45.8%	39.0%	34.0%	35.7%	
Return on Total Assets <sup>(2)</sup>	0.8%	1.4%	2.4%	2.7%	2.5%	3.6%	3.9%	
Return on Equity <sup>(2)</sup>	2.9%	5.1%	10.8%	10.9%	8.7%	11.8%	13.5%	
Gross Stage 3 assets / Gross NPA	0.7%	0.6%	0.8%	1.0%	1.8%	2.3%	1.6%	
Net Stage 3 assets / Net NPA	0.6%	0.5%	0.6%	0.8%	1.2%	1.8%	1.1%	
CRAR	68.5%	43.0%	38.5%	49.0%	56.2%	58.6%	49.4%	
Leverage	3.4	3.7	4.5	4.1	3.5	3.3	3.5	

(1) 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.

(2) In FY22, company had reversed DTL created on amount transferred to special reserve. Adjusted PAT, ROA and ROE computed excluding the impact of one time deferred tax liability adjustment.

# Experienced and Diverse Board

## Mr. Deepak Satwalekar

*Chairman/ Independent/ Non-Executive Director*

Mr. Deepak Satwalekar was associated with HDFC Limited as a Director and HDFC Standard Life Insurance Company Limited as the MD & CEO. Currently he is associated with Asian Paints Limited and Wipro Limited as an Independent Director. He has also been recognized as a distinguished alumnus by the Indian Institute of Technology, Bombay. He holds a bachelor's degree in mechanical engineering from Indian Institute of Technology, Bombay and a master's degree in business administration from the American University. Appointed as an Independent Director w.e.f. October 23, 2019

## Ms. Geeta Dutta Goel

*Independent/ Non-Executive Director*

Ms. Geeta Dutta Goel is Country Director for Michael and Susan Dell Foundation in India. She manages the strategy and implementation of the foundation's work in India in two key areas of Education and Family Economic Stability. Geeta has served as the Chairperson of India's Impact Investors Council from 2017-2019, and has been on several taskforces on Responsible Finance with the World Bank's Consultative Group to Alleviate Poverty. Geeta holds a bachelor's degree in economics from Lady Shri Ram College for Women, University of Delhi and a post graduate diploma in management from the IIM, Ahmedabad.

## Mr. Anuj Srivastava

*Independent/ Non-Executive Director*

Mr. Anuj Srivastava is the co-founder and Chief Executive Officer of Livspace - a home interiors and renovation platform. Before setting up Livspace, Anuj was heading product marketing and growth at Google where he was responsible for building, launching and scaling products such as Google Wallet, Google AdSense, Google Local and Google Adwords. Anuj was also a lead on the integration team for Google's acquisition of DoubleClick. Anuj has completed his BTech at the IIT Kanpur and holds an MBA degree from London Business School.

## Ms. Sucharita Mukherjee

*Independent/ Non-Executive Director*

Ms. Sucharita Mukherjee is co-founder of Kaleidofin, a neo-bank that provides financial solutions to underbanked customers in India. Prior to Kaleidofin, she co-founded IFMR Group and most recently was the group CEO of IFMR Holdings. She founded Northern Arc Capital, building capital markets access for financial inclusion and Northern Arc Investments, an alternatives fund management platform focused on informal sector finance. She is an alumnus of IIM Ahmedabad and holds an undergraduate degree in economics from Lady Shri Ram College, Delhi University. She has also worked with Deutsche Bank and Morgan Stanley in London.

## Mr. Divya Sehgal

*Nominee/ Non-Executive Director*

Mr. Divya Sehgal is a Partner at True North and leads their investments in the Financial Services industry. Divya holds a Bachelor's degree in Electrical Engineering from IIT, Delhi and holds a Post Graduate Diploma in Management from IIM, Bengaluru. Prior to joining True North, he was Founder and COO of Apollo Health Street, a leading healthcare outsourcing firm and one of the top five in its space globally. Before that he worked as a consultant with McKinsey, with the corporate finance team at ANZ and as an entrepreneur at Emedlife which eventually merged with the Apollo Group.

## Mr. Maninder Singh Juneja

*Nominee/ Non-Executive Director*

Mr. Maninder Singh Juneja is an MBA from IIM Lucknow, Maninder has over 27 years experience across industries. Prior to True North, Maninder was the Group Head for ICICI Bank's Retail Banking group, covering Strategy, Products, Small Business Loans, Branch Banking and distribution channels. He was also leading the bank's various efforts in the area of payments and service innovations, many of which are industry firsts. He started his career with Godrej and has worked with Godrej GE Appliances and GE Transportation financial services.

## Mr. Narendra Ostawal

*Nominee/ Non-Executive Director*

Mr. Narendra Ostawal joined Warburg Pincus in 2007 and is currently designated as Managing Director for healthcare and financial services. Prior to joining Warburg Pincus, Mr. Ostawal has worked with 3i India and McKinsey & Company. He is a Director of Avanse Financial Services Limited, Carmel Point Investments India Private Limited, Computer Age Management Services Limited, Fusion Micro Finance Private Limited and IndiaFirst Life Insurance Company Limited. Mr. Ostawal is a Chartered Accountant and an MBA from IIM, Bangalore.

## Mr. Manoj Viswanathan

*Managing Director and CEO*

Mr. Manoj Viswanathan holds a Bachelor's degree in Electrical & Electronics Engineering from BITS, Pilani and an MBA from XLRI Jamshedpur. He possesses experience of more than 25 years in consumer lending, encompassing sectors such as automobile loans, mortgages, and unsecured lending. He is considered to have played an important role in building the branch-based consumer-lending model for Citigroup in India. He is the Managing Director and CEO of Home First Finance Company.

# Thank You

For further information, please contact

Company

---

CIN: L65990MH2010PLC240703

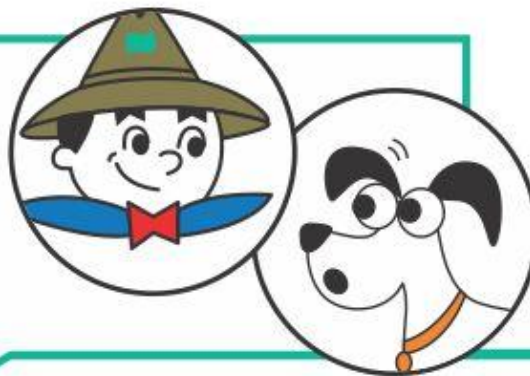
✉ Mr. Manish Kayal, Head - Investor Relations  
manish.kayal@homefirstindia.com

✉ Investor Relations - HomeFirst  
investor.relations@homefirstindia.com

Terms	Explanation
<b>AUM - Assets Under Management</b>	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.
<b>POS - Principal Outstanding</b>	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.
<b>NII - Net Interest Income</b>	Net Interest Income represents interest income on term loans minus Interest on borrowings and Interest on debt securities for the relevant year or period
<b>NIMs - Net Interest Margin</b>	Net Interest Income / Average total assets
<b>DA - Direct Assignment / Assigned Assets</b>	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.
<b>DPD - Days Past Due</b>	
<b>DPD 30+</b>	DPD 30+ represents sum of Stage 2 loan assets and Stage 3 loan assets at the end of the relevant year or period
<b>Gross Stage 3 / POS %</b>	% Stage 3 loan assets / Loans - Principal Outstanding
<b>Opex to Assets</b>	Operating Expenses / Average Total Assets
<b>Cost to Income</b>	Operating Expenses / Net Total Income

# GREEN SPACE

by *homefirst*



GS009