

February 06, 2025

To, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 544044	To, National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400051 NSE Symbol: INDIASHLTR
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Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Statements for the quarter and nine months ended December 31, 2024.

The above information shall also be made available on the Company's website at <https://www.indiashelter.in/investor-relations>

Request you to take the above information on records.

Thanking you,
Yours faithfully,

For India Shelter Finance Corporation Limited

Mukti Chaplot
Company Secretary and Compliance Officer
Mem. No. 38326

India Shelter Finance Corporation Limited

Registered office – 6th Floor, Plot No 15, Institutional Area, Sector 44, Gurgaon, Haryana-122002

CIN: L65922HR1998PLC042782, Phone No +91-124-4131800

E-mail: customer.care@indiashelter.in, Website: www.indiashelter.in



Investor Presentation

Q3 & 9MFY25

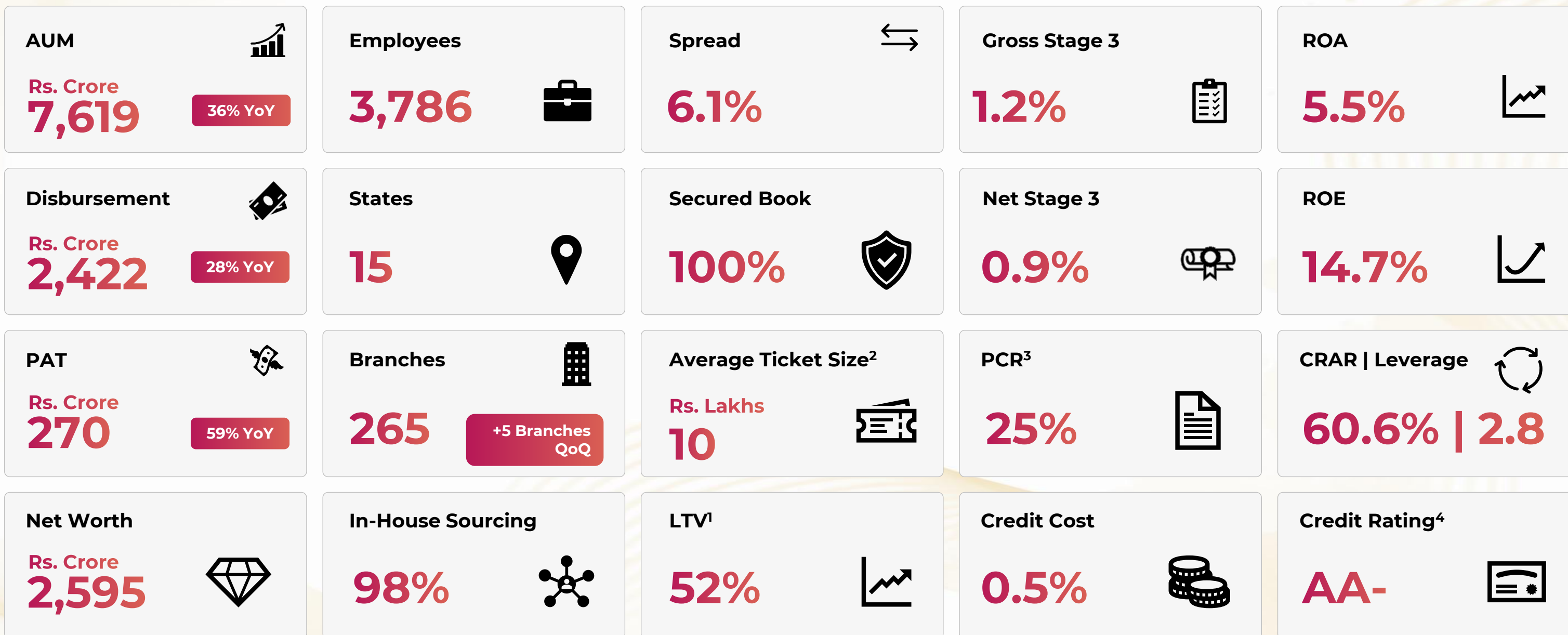


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Forward looking statements concerning the Company's future business prospects and business profitability are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of the forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

9MFY25 Snapshot



Investors and Analysts can download the excel factsheet from our [website](#)

Key Highlights & Executive Summary – Q3FY25

AUM



Rs. Crore  8% QoQ
7,619  36% YoY

ROA



5.5%

Disbursement



Rs. Crore  6% QoQ
879  29% YoY

ROE



15.1%

PAT



Rs. Crore  7% QoQ
96  54% YoY

Gross Stage 3



1.2%

Business Metrics & Expansion

- Delivered AUM growth of **36% YoY** to **Rs. 7,619 Cr**
- Portfolio LTV maintained at **52%**, ATS continues to be at **Rs. 10 Lacs**
- The company continues to deepen its presence by adding **5** new branches in Q3FY25
- Geographic presence stood at **265** locations as of 31st December'24

Operations & Technology

- Continues to maintain strong focus on leveraging tech to improve operations, onboarding and customer experience
- Continues to focus on digital operations, company now processes **96%** digital collections, **98%** e-signing of applications

Liquidity & Cost of Borrowing

- Cost of Funds (COF) maintained at **8.8%** as of December'24
- Comfortable liquidity position, liquidity buffer stood at **Rs. 1,752 Crs** as of 31st Dec'2024

Operating Efficiencies

- Net Income grew by **47% YoY** to **Rs. 213 Crs** in Q3FY25 as against **Rs. 145 Crs** in Q3FY24
- In Q3FY25, Opex to AUM improved to **4.3%** from **4.4%** in Q3FY24
- In Q3FY25, Cost to Income improved to **37.4%** from **41.1%** in Q3FY24

Asset Quality

- Gross Stage 3 and Net Stage 3 at **1.2%** and **0.9%** as of 31st December'24 & 23
- 30+ DPD at **3.7%** as of 31st December'24
- Credit Cost for the quarter at **0.5%**

Profitability

- Profit after tax grew by **54% YoY** to **Rs. 96 Crs** in Q3FY25 as against **Rs. 62 Crs** in Q3FY24
- In Q3, the company delivered annualized RoA of **5.5%** as against **4.7%** in Q3FY24

About the Company

Business Update

Tech, Credit & Risk

Financials

ESG

Who we are

What we do

India Shelter provides affordable home loans and loan against property in Tier 2 and 3 geographies in India for last 15 years

Focus Segment

Provides home loans to customers from low-and middle-income segments who are building or buying their first homes.

Granular Portfolio with Pan India presence

India Shelter has strong distribution moat with its Pan-India network in 15 states via 265 branches and maintains a granular portfolio with ATS of ~ Rs. 10 Lacs

Rs. **7,619** Crs
AUM

1,01,377
No of Customers

Deep Vintage

Founded in 2010, India Shelter has a 15-year vintage that results in deep understanding of the segment

Corporate Governance

Strong focus on Corporate Governance, led by diverse Board with extensive experience in various facets of Banking and Finance

Experienced Team

Company is being run by experienced professional management team backed by marquee investors

Tech enabled Underwriting & Risk

Tech backed and tested underwriting and risk management which has remained robust through business cycles with most of the business process digitized end to end

Focus on Underserved Customer Base



AUM Split by Borrower Type (Q3FY25)

70%

First Time Mortgage Borrowers

91%

Tier II & Tier III

76%

LIG + MIG

99%

Women Applicant

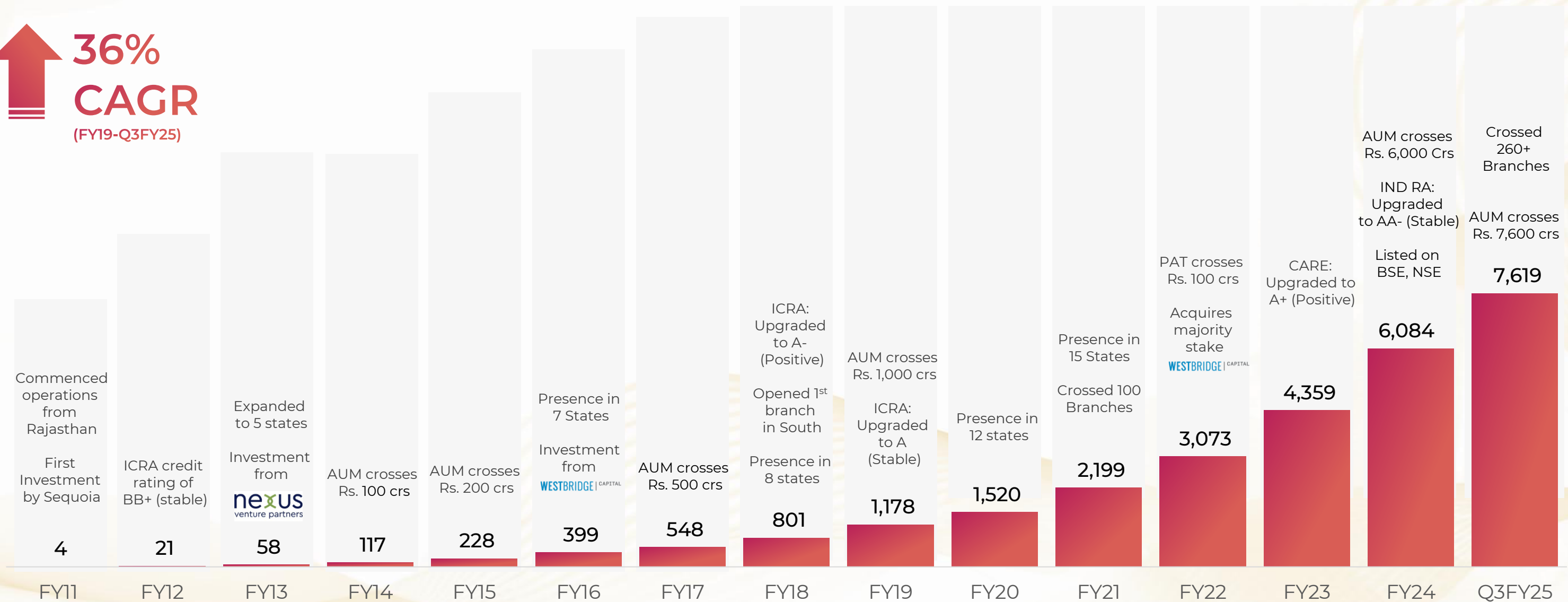
74%

Self-Employed

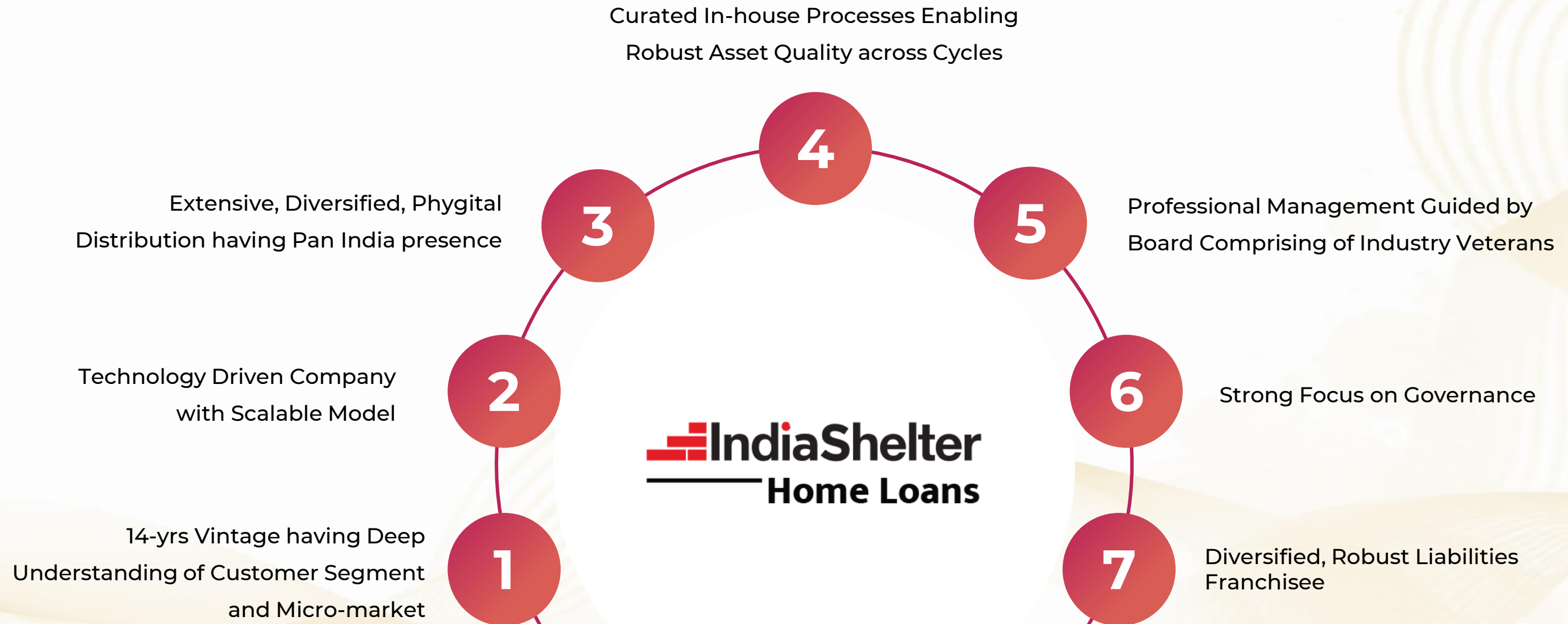
Growth Journey

AUM (Rs. Crores)

36% CAGR
(FY19-Q3FY25)



Key Success Factors



Experienced Board with Industry Veterans

Chairman



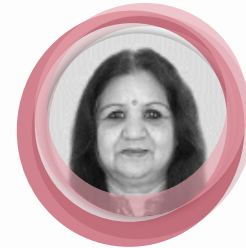
Sudhin Choksey

Ex-MD Gruh Finance
35+ yrs of BFSI experience
Nominee Director

Independent Directors



Parveen Gupta
Ex-MD SBI



Rachna Dikshit
Ex-Regional
Director RBI



Savita Mahajan
Ex-Dean ISB



Thomson Thomas
Ex-CIO HDFC Life

Nominee Directors



Sumir Chadha
Co-Founder WestBridge



Shailesh Mehta
Ex-Chairman Providian

Management



Rupinder Singh
MD & CEO

Professionally Managed Company

Experienced Management Team with Strong Alignment of Interest with 9% ESOP Pool



Rupinder Singh
MD & CEO
21+ yrs of experience
Ex-Cholamandalam



Ashish Gupta
CFO
19+ yrs of experience
Ex-Satin Micro Finance



Sharad Pareek
CRO
23+ yrs of experience
Ex-Poonawalla Fincorp



Nilay
CHRO
23+ yrs of experience
Ex-Standard Chartered



Aman Saini
National Business Head
21+ yrs of experience
Ex-Cholamandalam



Nitin Goel
Head Credit Policy
19+ yrs of experience
Ex-Cholamandalam



Ravinder Dhillon
Head - Collections
21+ yrs of experience
Ex-Cholamandalam



Rohit Gaur
Head Product & Strategy
21+ yrs of experience
Ex-Cholamandalam



Abhinav Arya
CIO
18+ yrs of experience
Ex-Shubham Housing



Mukti Chaplot
CS & Compliance
11+ yrs of experience
India Shelter

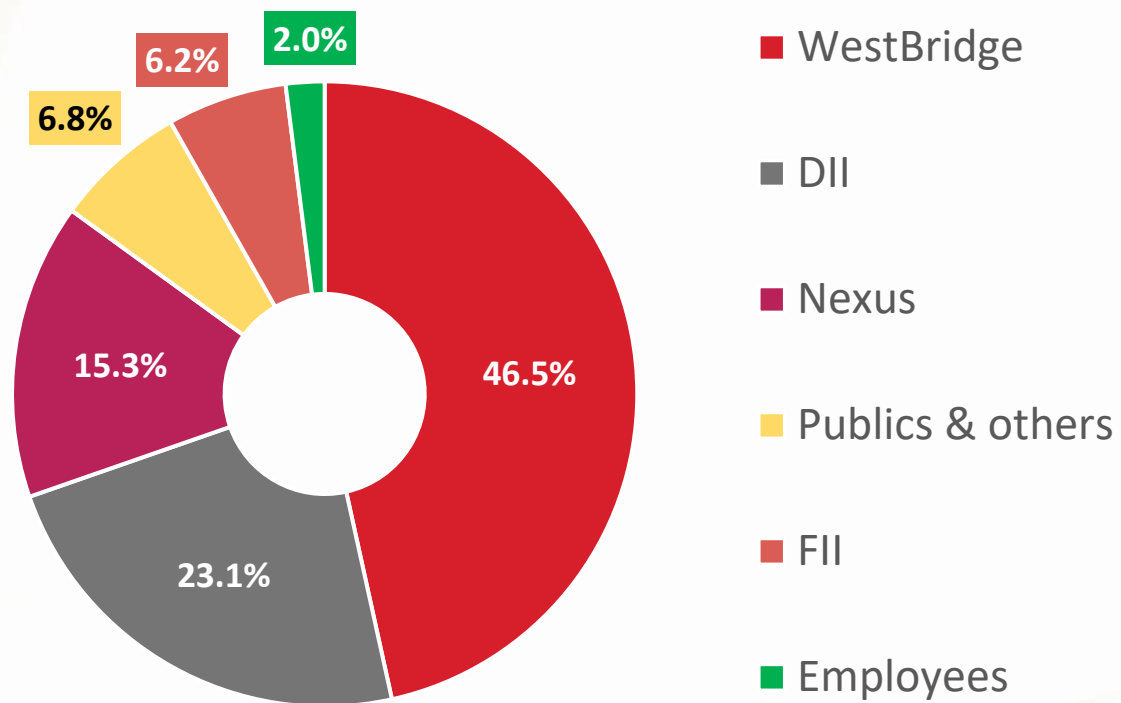


Iqbal Singh
Head Internal Audit
23 yrs of experience
Ex- Grihum Housing



Aakash Jain
Chief Compliance Officer
16+ yrs of experience
Ex- Clix Capital

Shareholding Pattern



329 employees are covered under ESOP program, comprising:
~25% of the employees excluding frontline staff

Key Institutional Investors

Investor	% Holding
WestBridge Capital^	46.6%
Nexus Venture Partners^	15.3%
SBI Life	4.2%
Axis Mutual Fund*	2.5%
Madison^	2.5%
Quant Mutual Fund*	2.2%
Goldman Sachs India Equity#	2.0%
Nippon Mutual Fund*	1.9%
ICICI Prudential Life	1.8%
Franklin Templeton Mutual Fund*	1.6%
UTI Mutual Fund*	1.5%
Tata Mutual Fund	1.3%
Mirae Mutual Fund*	1.1%
Steinberg	0.8%
Massachusetts Institute of Technology^	0.8%
Edelweiss Mutual Fund*	0.7%
Axis AIF	0.5%
Think India Opportunities Fund	0.5%



About the Company

| Business Update

Tech, Credit & Risk

Financials

ESG



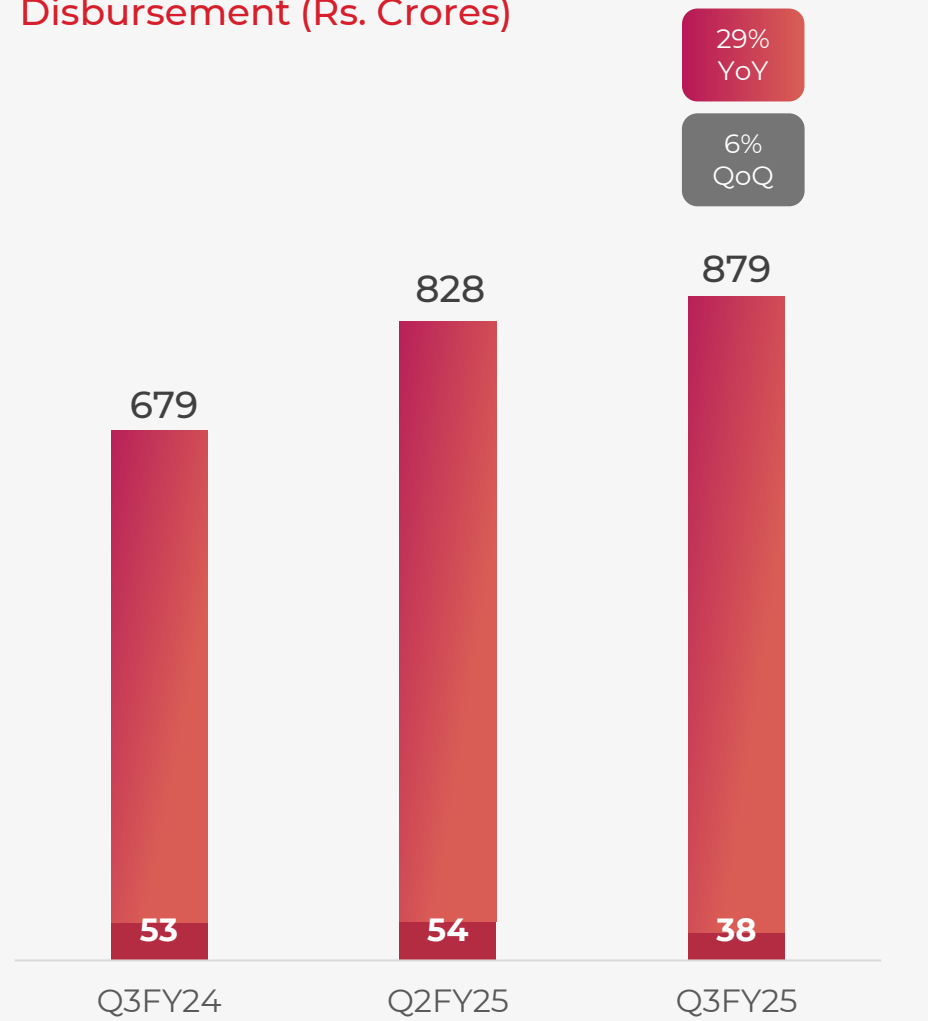
Industry Dynamics

Segment	Income Profile (Rs. Lakh)	Housing Shortage (mn units)	Avg. Ticket Size (Rs. mn)	Value of Units (Rs. tn)	LTV (%)	Credit Penetration (%)	Aggregate Loan Demand (Rs. tn)
EWS	Up to 3	45	0.75	34	40%	40%	5
LIG	3 to 6	50	2.0	100	50%	80%	40
MIG & Above	6 and above	5	8.0	40	65%	85%	22
Total		100		174			68

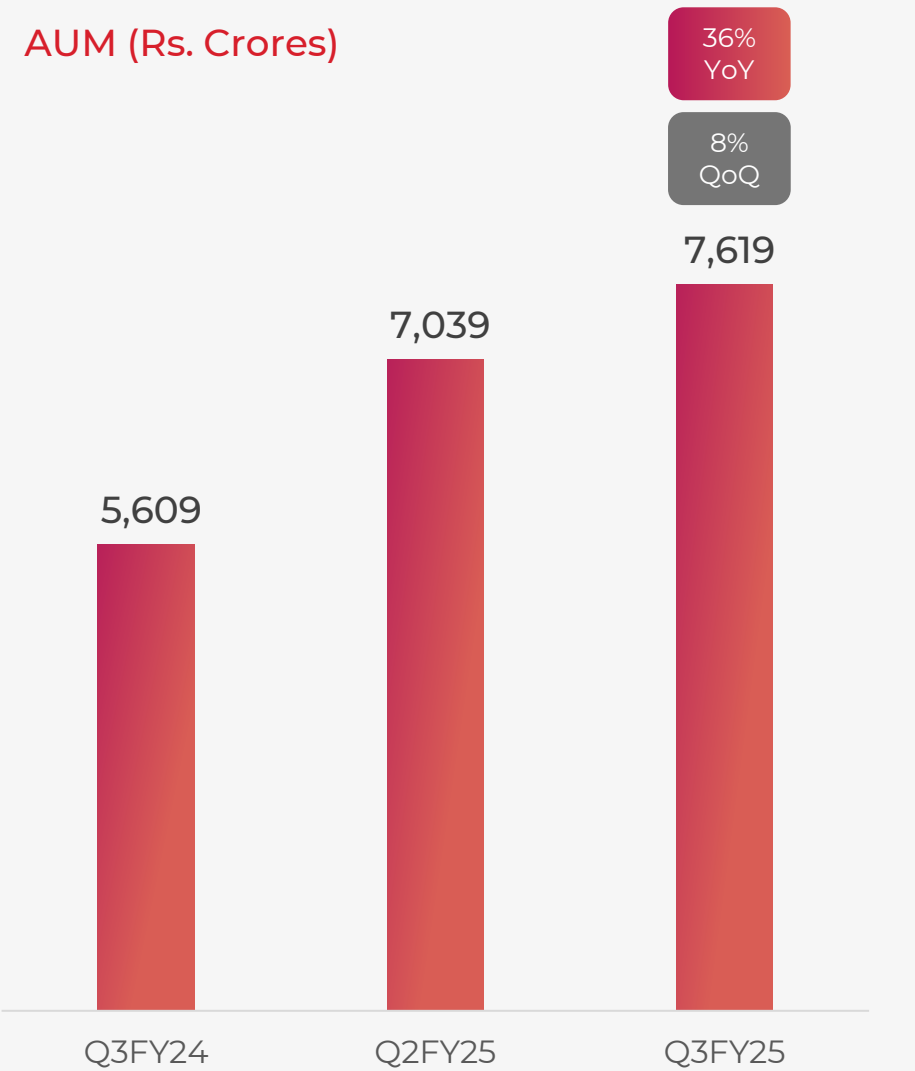
- Potential demand for housing by 2022 was pegged at 100m units as per the Reserve Bank of India's Report¹
- LIG and EWS account for 95% of the shortage while MIG and above account for the remaining 5%
- Total demand to fulfil the entire shortage in value terms is estimated ~Rs. 174 tn
- Considering avg. credit penetration across segments, aggregate loan demand is estimated ~Rs. 68 tn
- Aggregate loan demand from EWS & LIG segment is estimated at Rs. 45 tn
- Loans outstanding from Affordable Housing is pegged at Rs. 11.5 tn as of FY23, which is expected to grow by 57% and reach Rs. 18 tn by FY26
- Mortgage to GDP ratio improved to 12.3% in FY23 from 6.7% in FY10, but it is still lower than that in several other emerging and developed economies

Robust Growth With Profitability

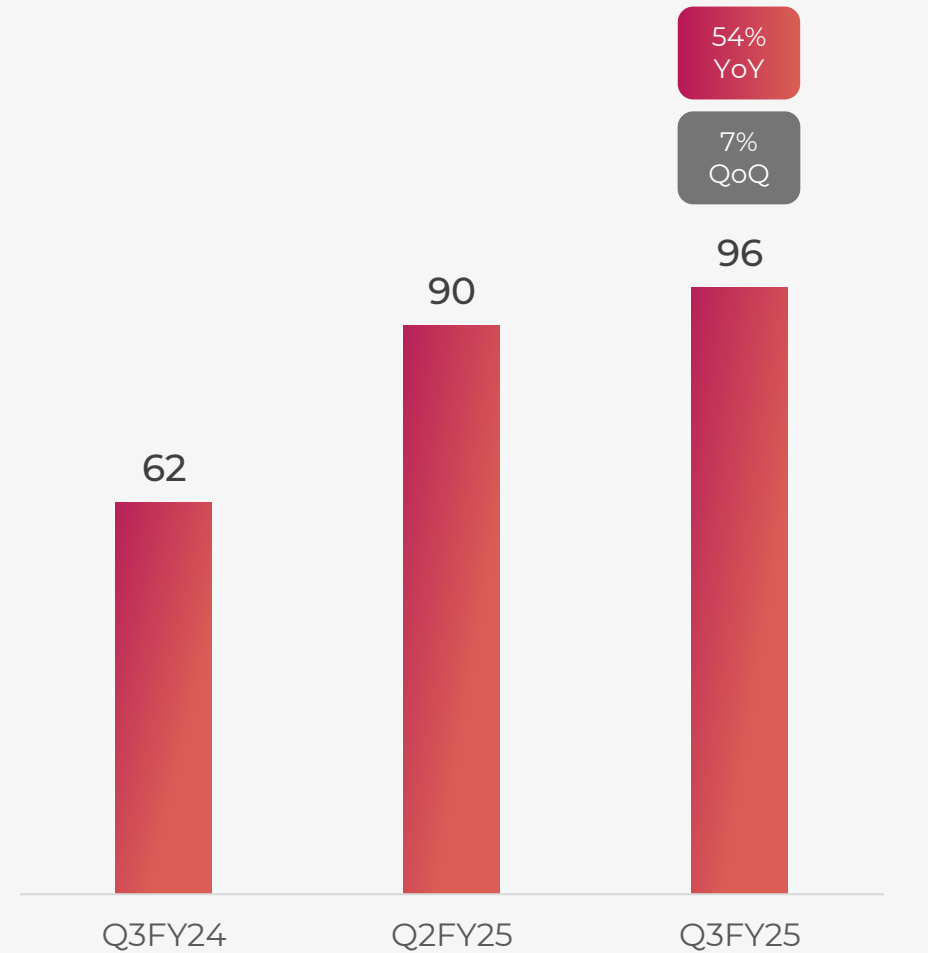
Disbursement (Rs. Crores)



AUM (Rs. Crores)



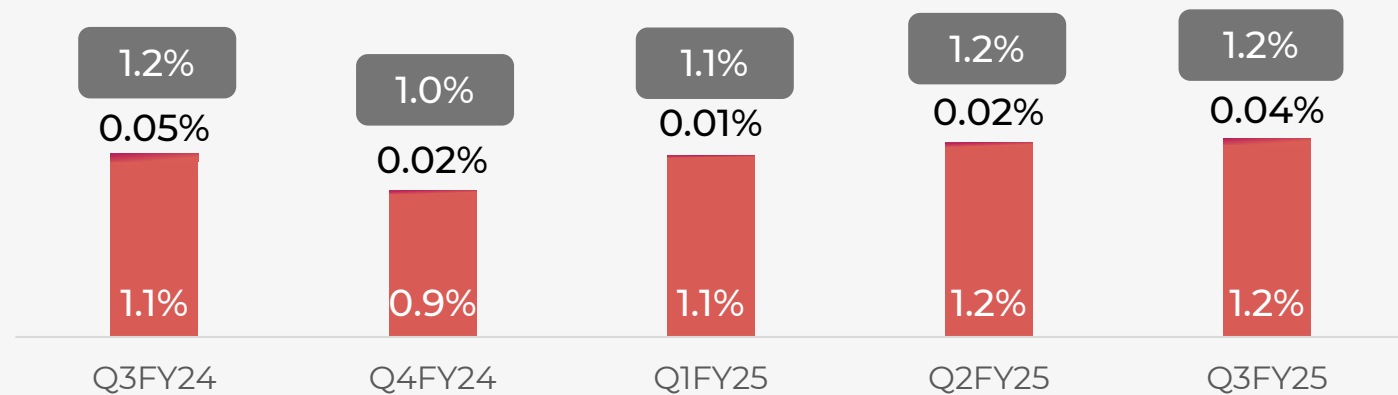
PAT (Rs. Crores)



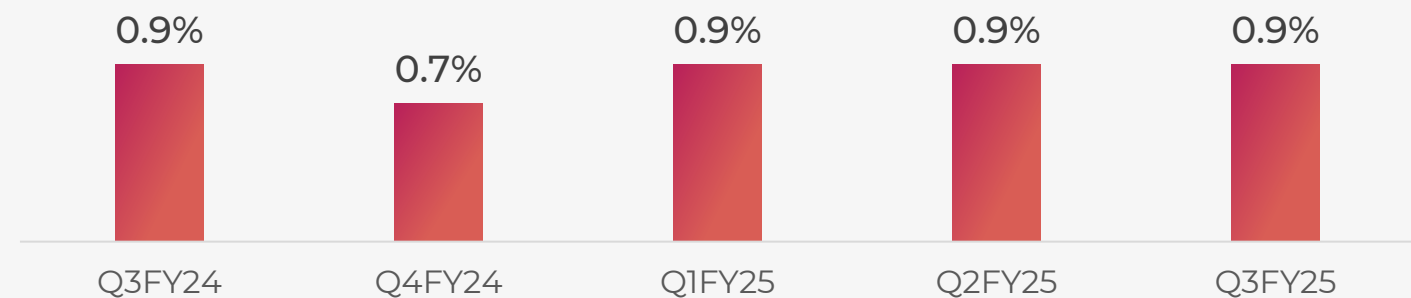
Asset Quality Metrics

Stage 3/ GNPA (%)

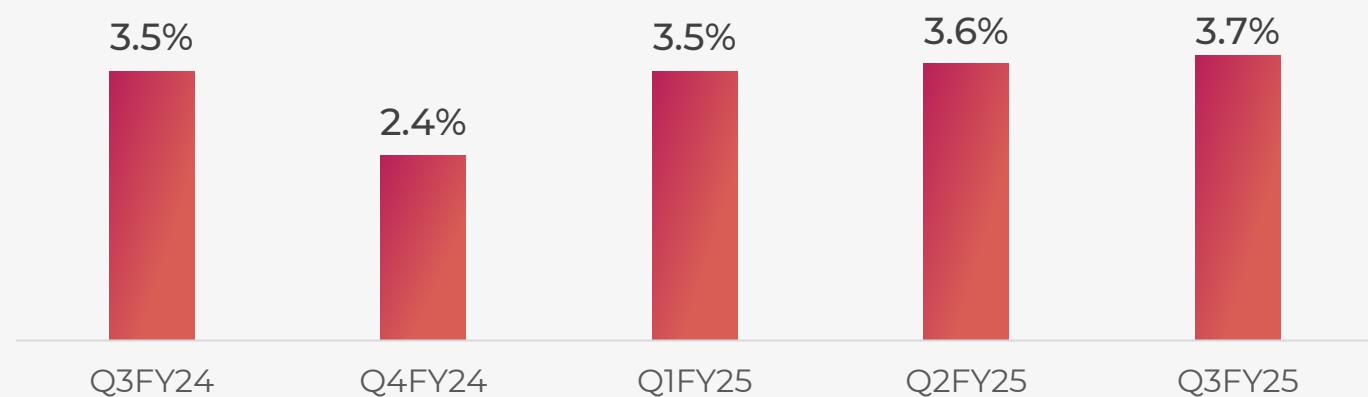
■ DPD above 90 ■ DPD upto 90



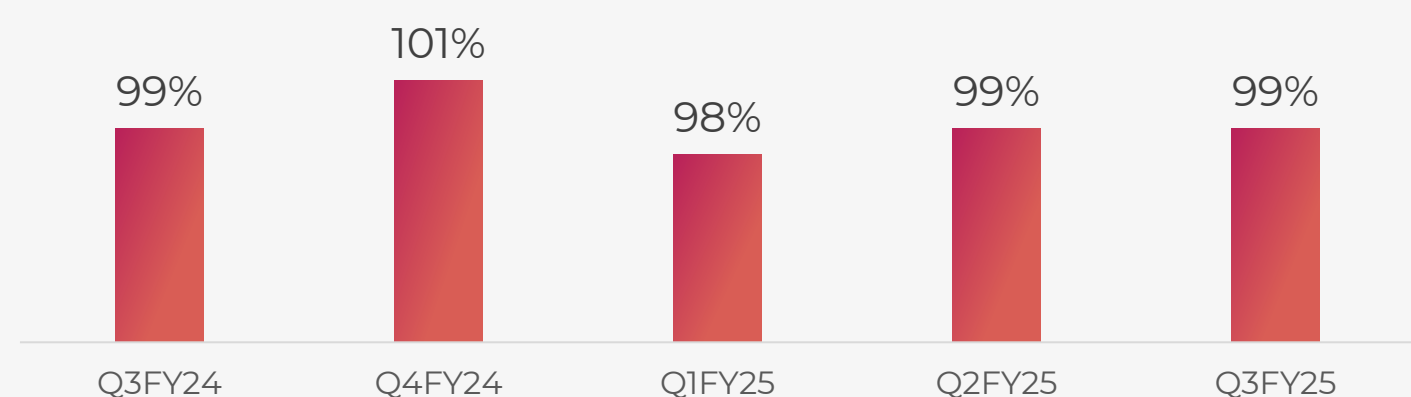
Net Stage 3/ NNPA (%)



30+ DPD (%)

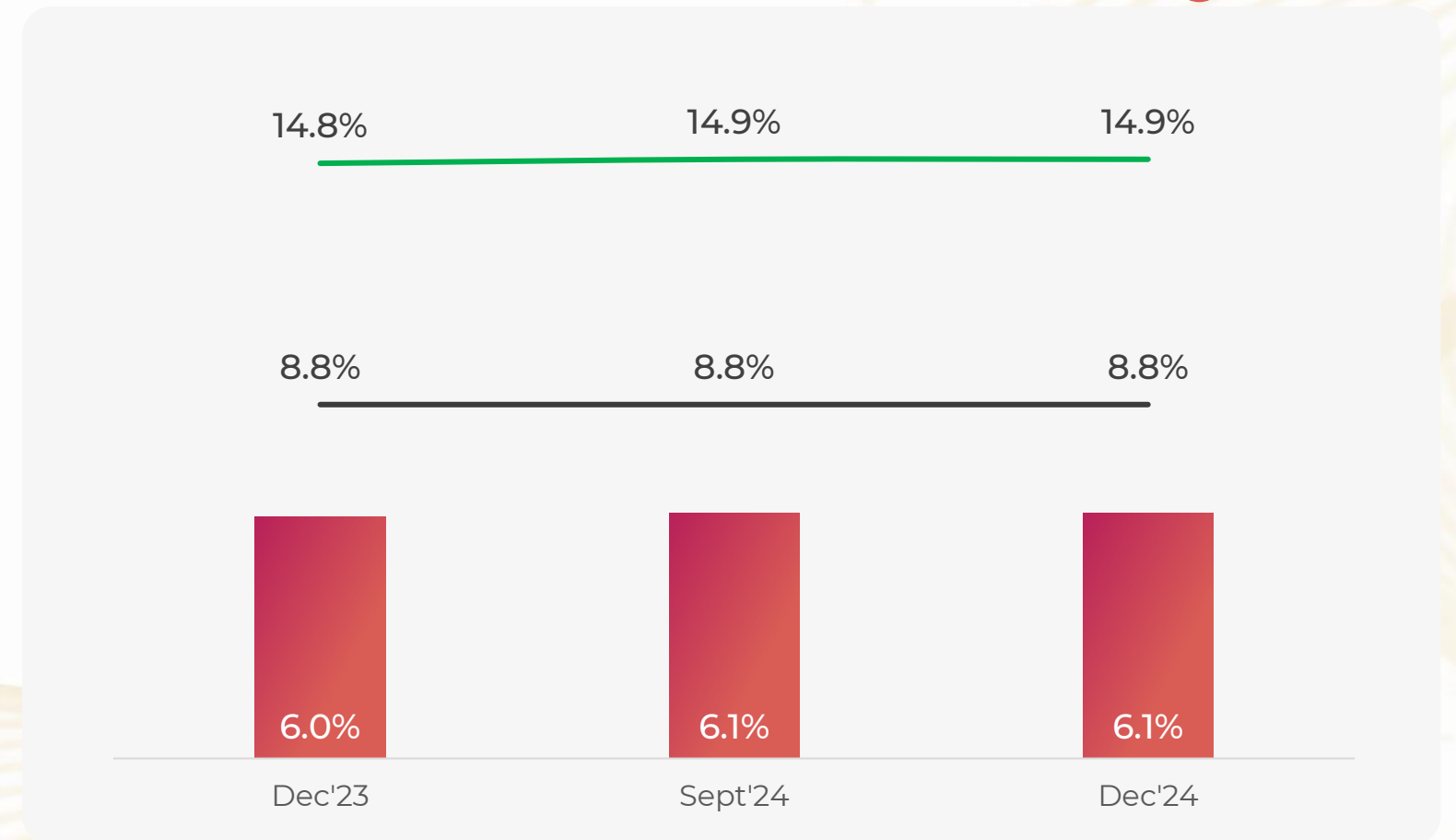


Collection Efficiency (%)



Maintaining Spreads

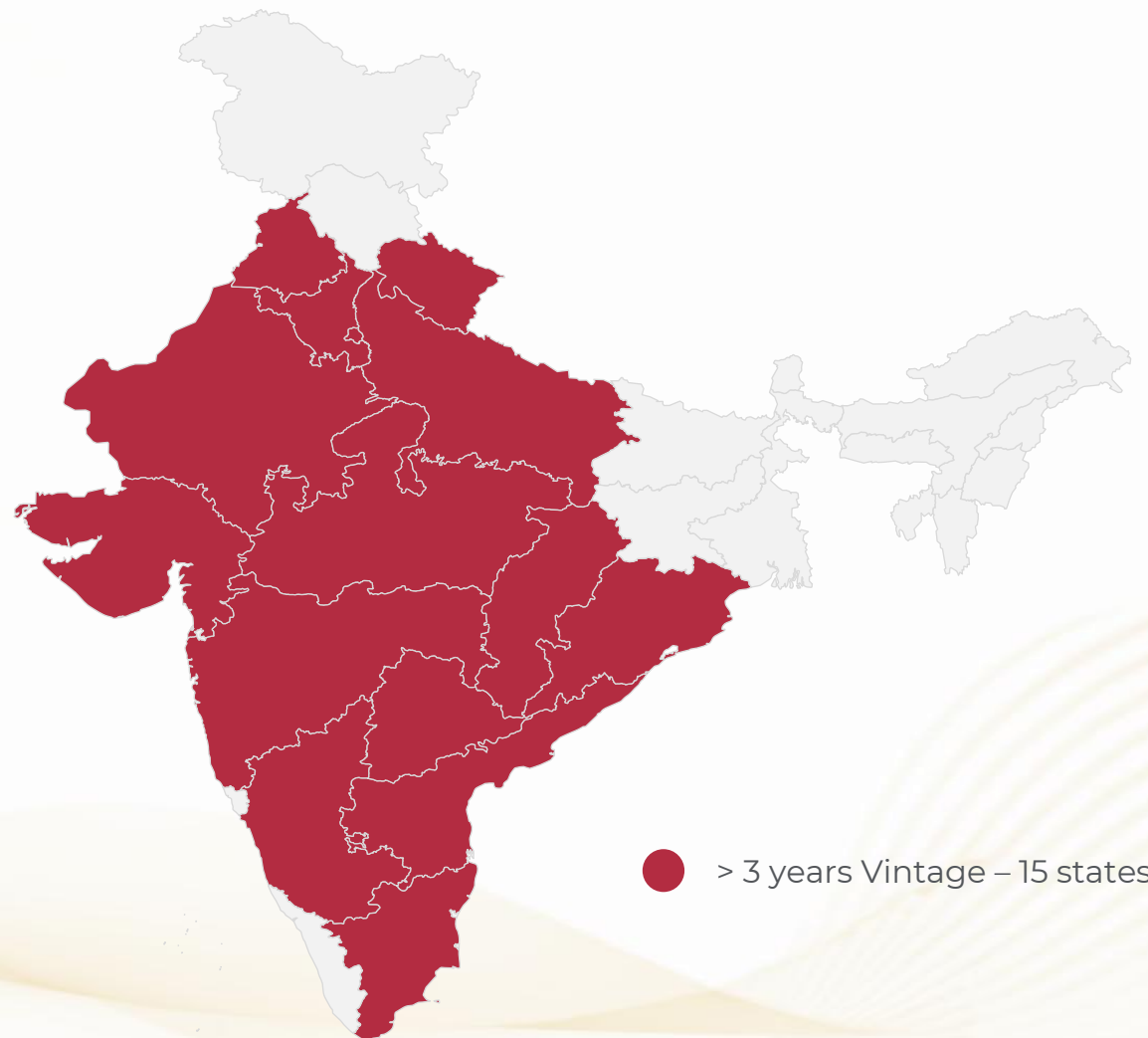
Yield COF Spread



- Cost of Funds (COF) maintained at 8.8% as of December'24
- Marginal Cost of Funds for 9MFY25 is at 8.9%

Extensive Pan-India Distribution Network

Geographically Diversified with Contiguous Expansion



Scope for Operating Leverage (Vintage-wise AUM/ branch, December-24)

Branch Vintage	No of Branches	AUM (Rs. Crs)	AUM /Branch Q3FY25	AUM /Branch FY21
Up to 1 year	52	324	6	1
1 to 3 years	86	1,803	21	14
More than 3 years	127	5,492	43	30
Total	265	7,619	29	19

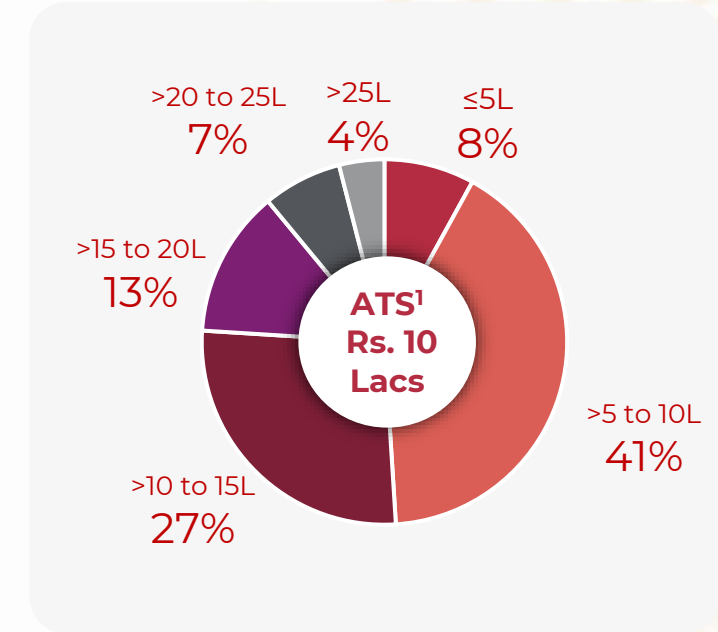
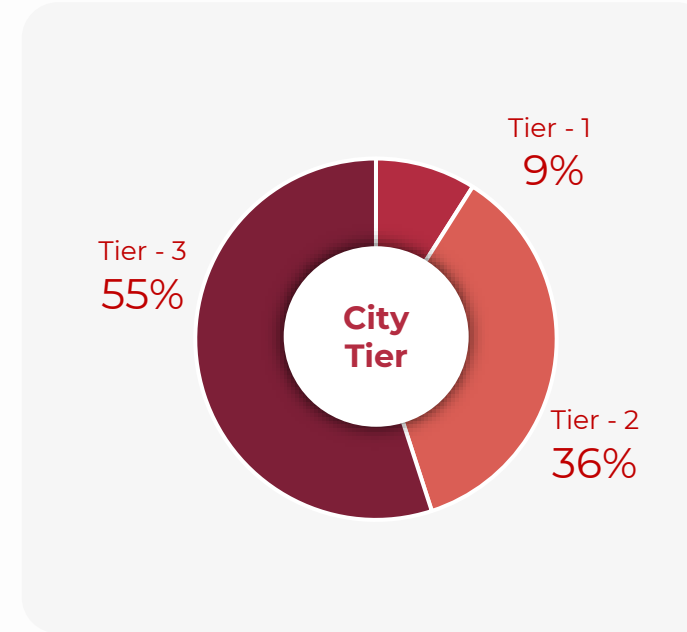
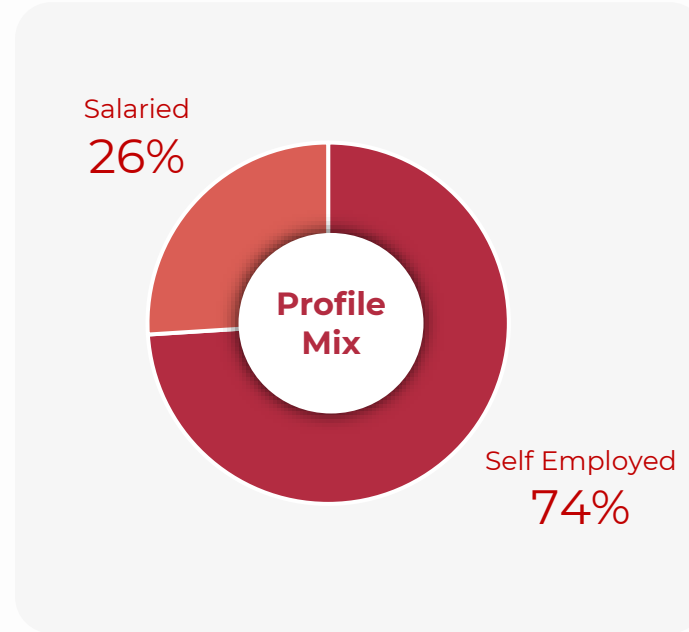
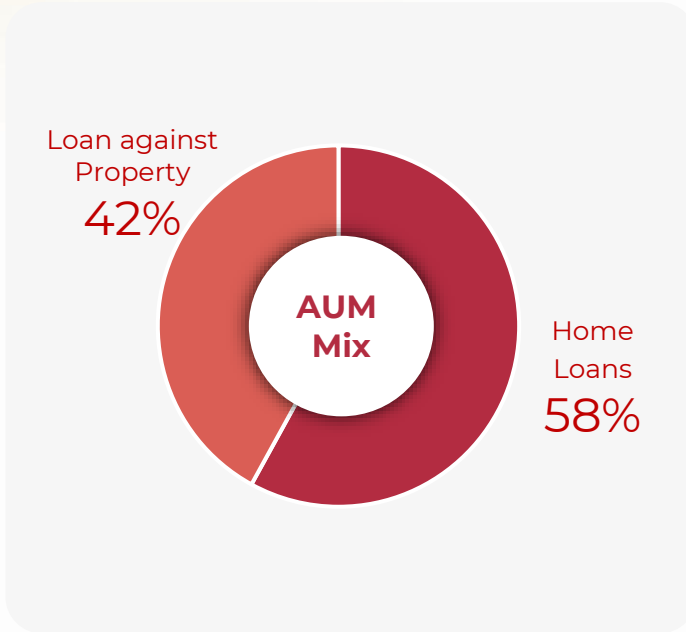
Low AUM concentration

(State - wise Portfolio Break-up, AUM %)

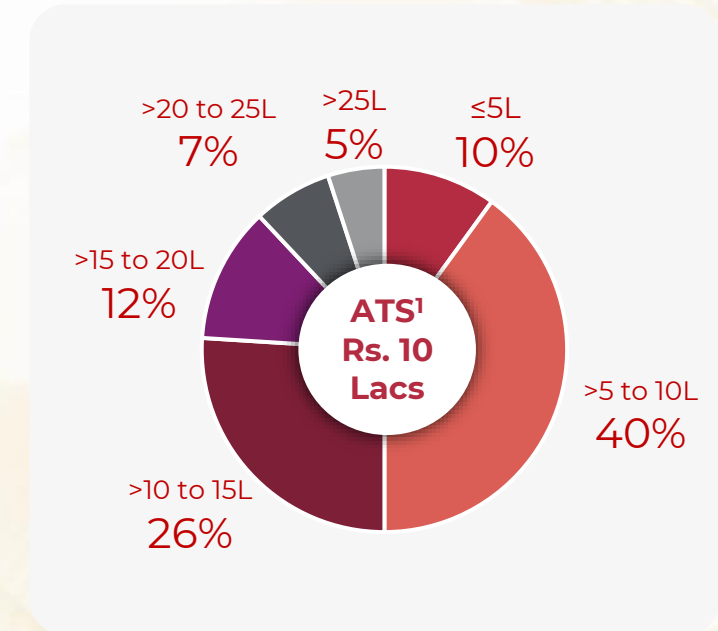
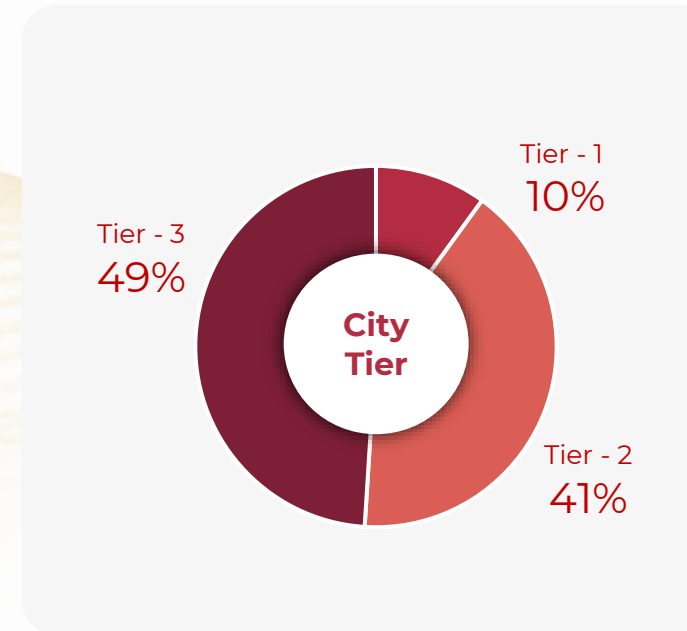
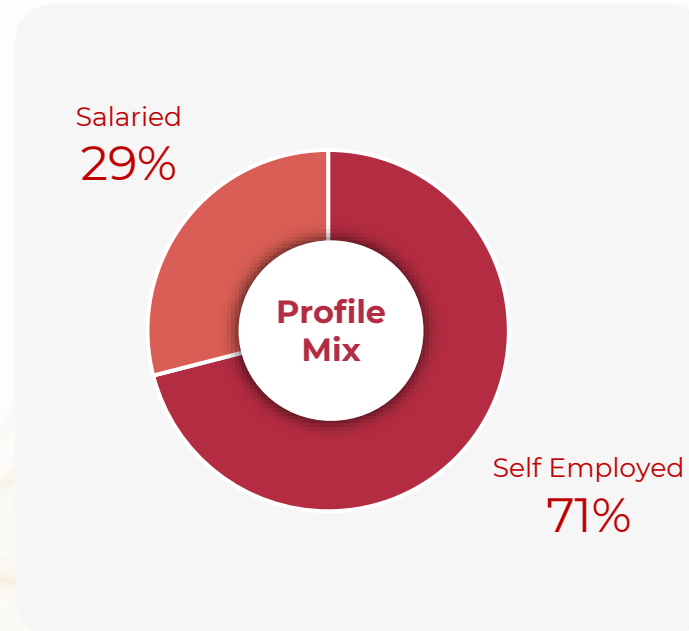
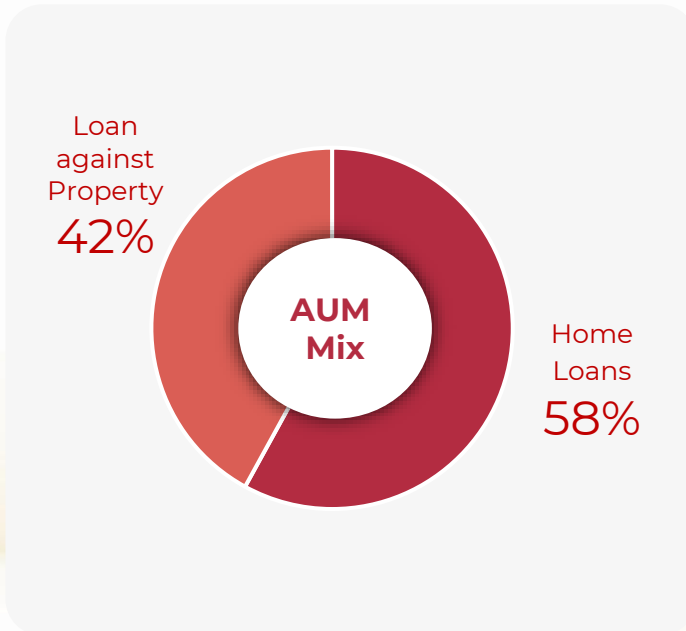
Particulars	Branches	Dec'24 (%)	Mar'18 (%)
Rajasthan	71	31%	41%
Maharashtra	38	17%	20%
Madhya Pradesh	28	11%	25%
Uttar Pradesh	22	7%	2%
Karnataka	16	7%	-
Gujarat	20	6%	8%
Tamil Nadu	20	5%	-
Others (8 states)	50	16%	4%
Total	265	100%	100%

Customer & Portfolio Demographics

December 2024



December 2023



1 - ATS on sanction amount of disbursed cases

About the Company

Business Update

| Tech, Credit & Risk

Financials

ESG



Robust Underwriting and Risk Management

In-house BRE for analyzing 100+ fields for customer and collateral evaluation

Customer Assessment

- ✓ Background and Business Vintage
- ✓ Neighbor & Reference Check
- ✓ Credit Bureau
- ✓ Lifestyle Indicators

Cash Flow Assessment

- ✓ Business Discussion at Customer Premise
- ✓ Household visits for triangulation of income, expenses and savings
- ✓ Bank Statement Analysis
- ✓ Discussion on End-Use

Collateral Evaluation

Collateral Valuation

- ✓ Identification and Occupancy
- ✓ Geo-tagging / Radial Variances
- ✓ Local bylaws
- ✓ Marketability

Legal Evaluation

- ✓ Title check – Legal Opinion
- ✓ Encumbrance – Title Search
- ✓ Docs. authenticity – Legal Vetting

Controls in Place

Risk Management Process

- ✓ In-house Business Rule Engine
- ✓ Centralized Risk Containment Unit
- ✓ Centralized Credit and Hindsight Control Unit
- ✓ Maker Checker at Critical Processes
- ✓ Every applicant/ co-applicant must visit branch
- ✓ Face liveness detection



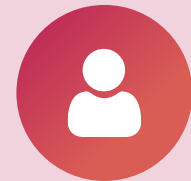
52%
LTV¹



48%
FOIR



98%
SORP

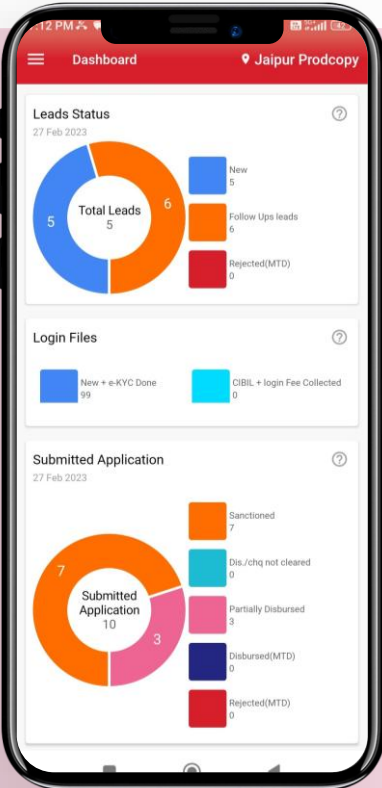


~Rs.10
Lakhs
ATS²

End to End Digital Process for Home Loans

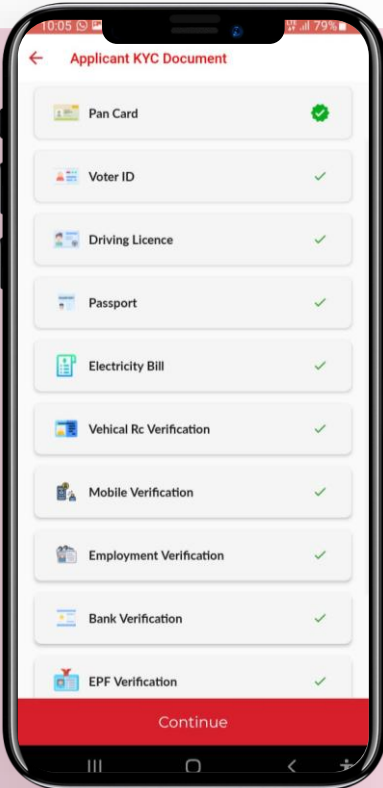
Minimizing our carbon footprint through digitization

IndiaShelter
iSales



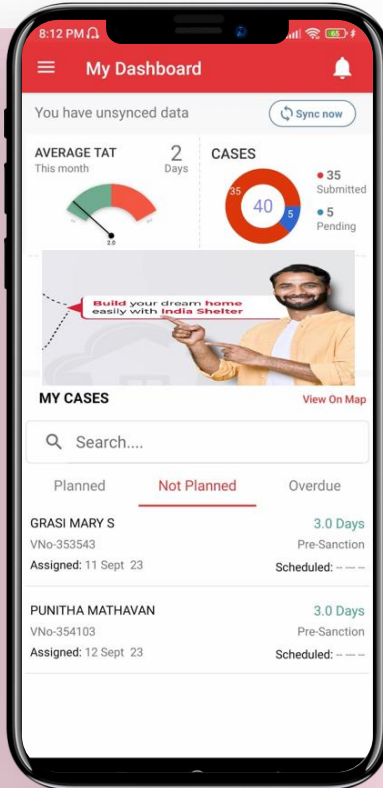
Customer
Acquisition

IndiaShelter
iCredit



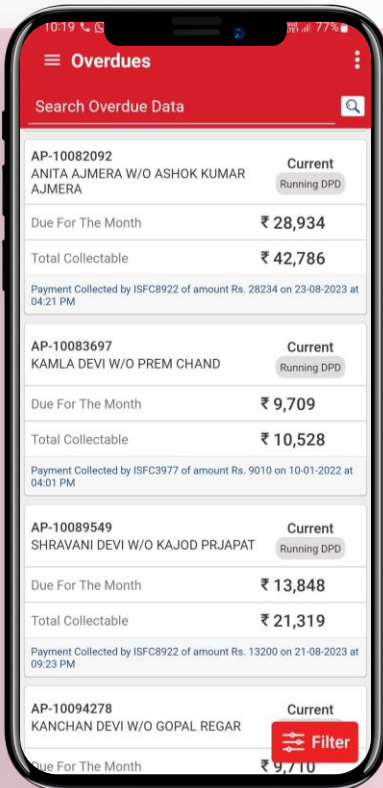
Credit
Underwriting

IndiaShelter
iTech



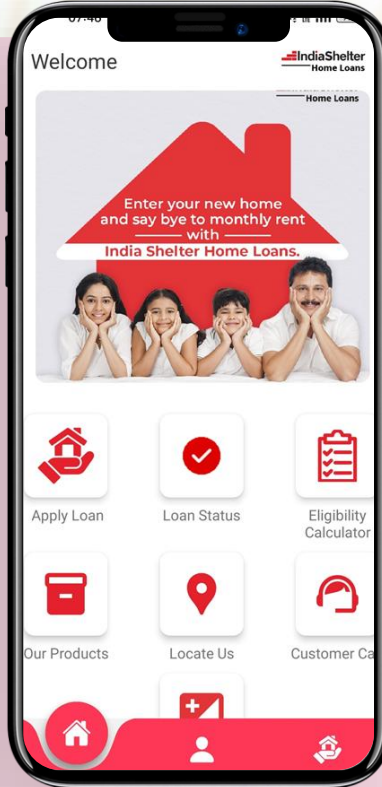
Collateral
Evaluation

IndiaShelter
iCollect



Collections
Management

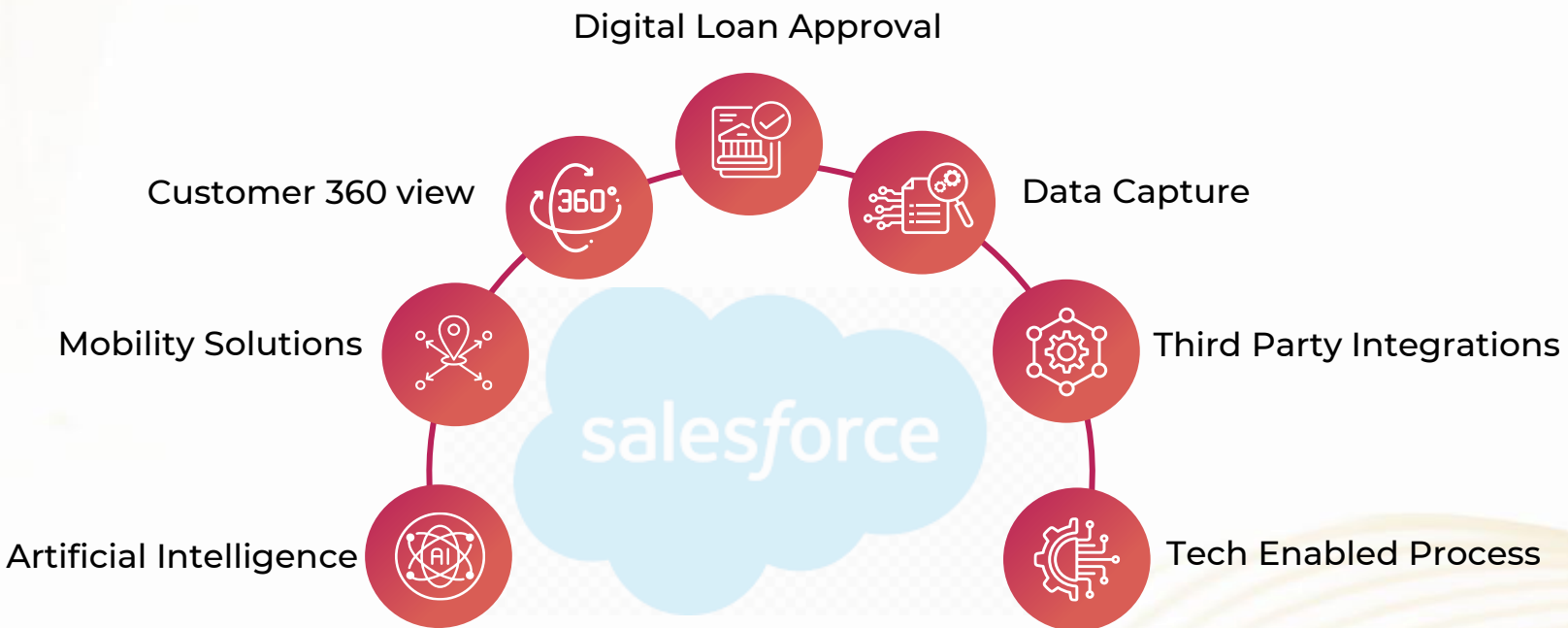
IndiaShelter
iServe



Customer
Service

Technology Driven with Scalable Operating Model

Strong Tech Architecture across Processes



Multiple Digital Assets

Cloud Based Platform and Paperless Approach

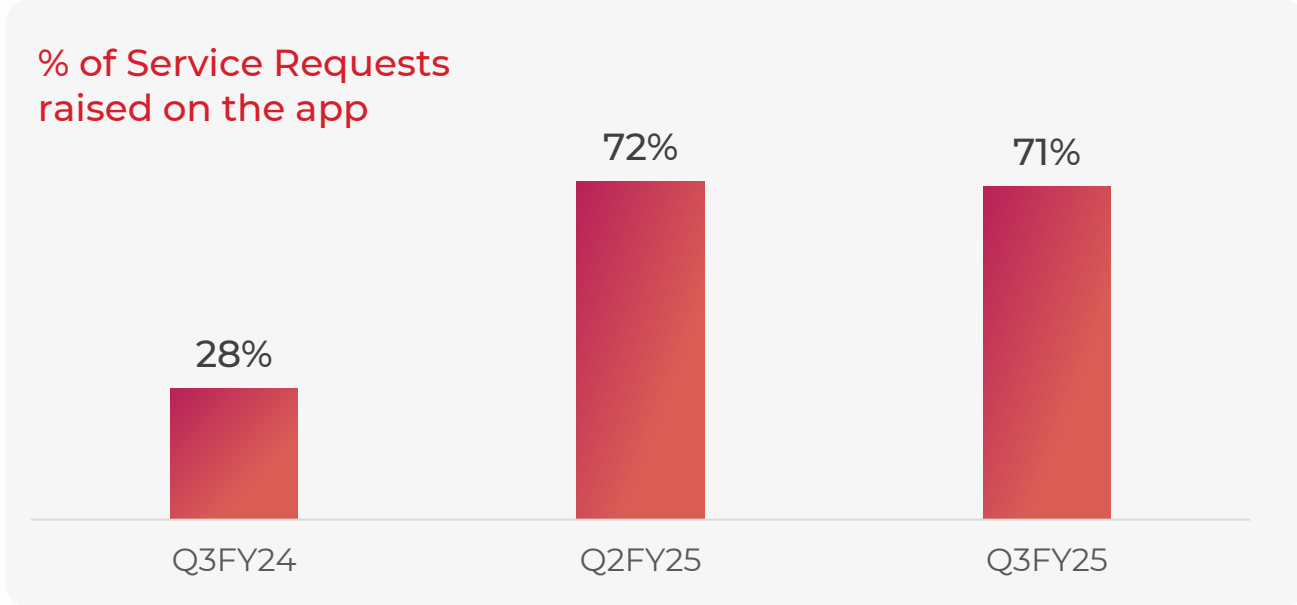
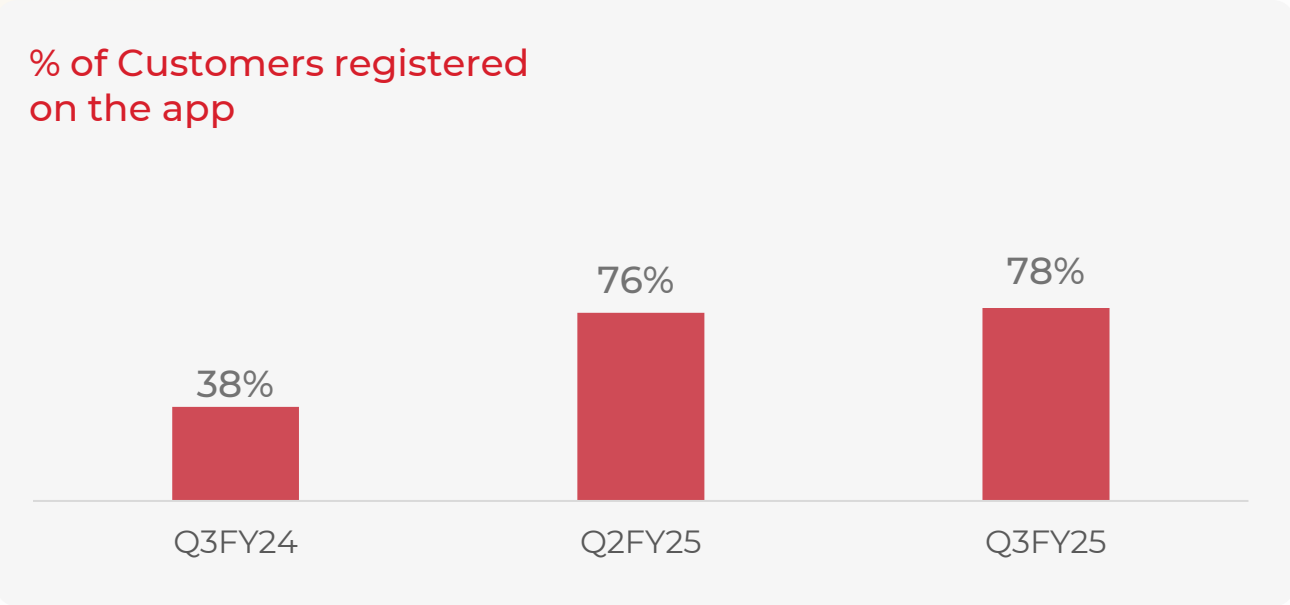
Extensive database with 100+ data points on customer and collateral profiles to enable robust analytics

Geo-tagging of all properties during technical evaluation

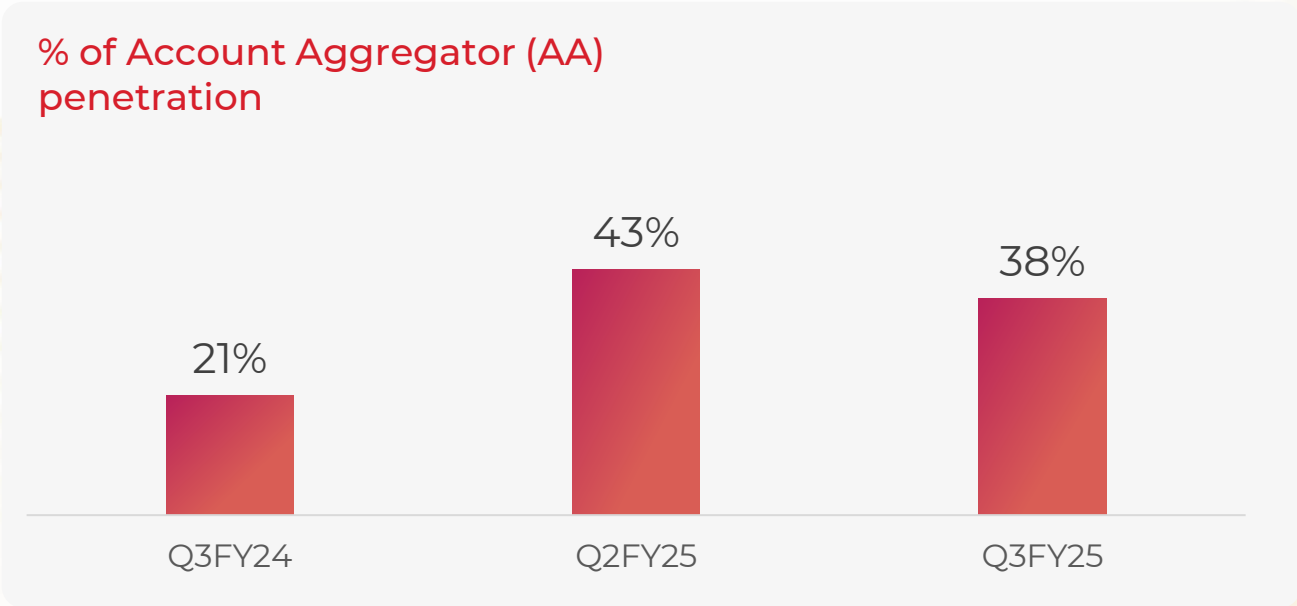
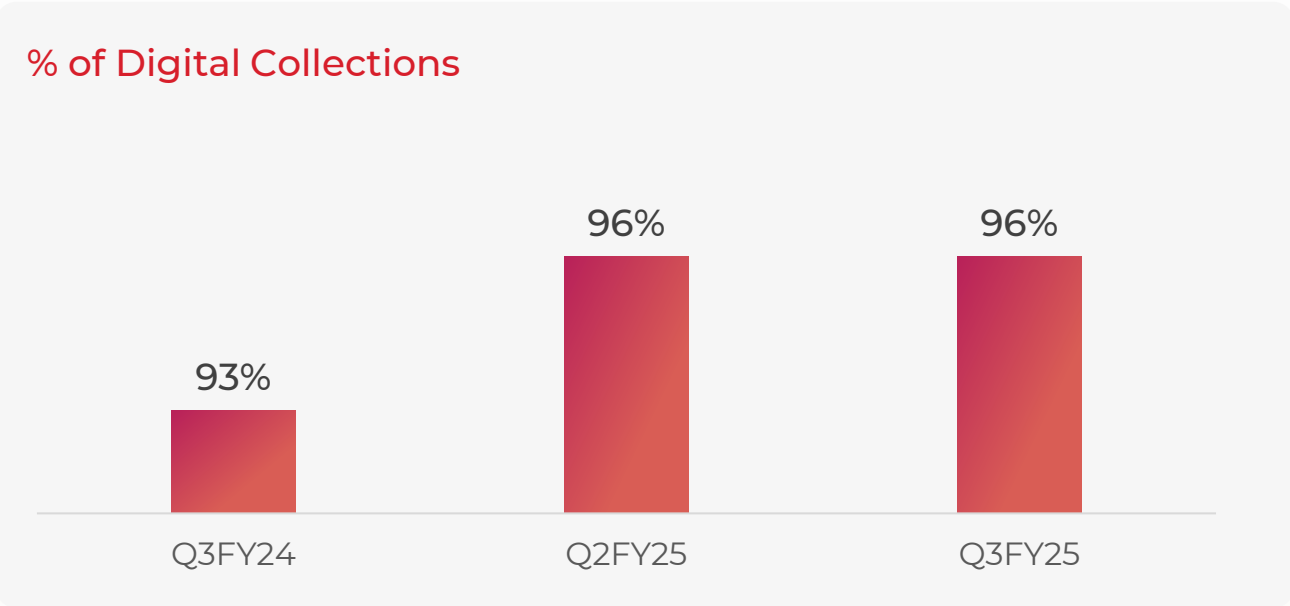
In-house Business Rule Engine enables real-time compliance with credit policy and prompt loan approvals

Salesforce integrated with downstream / upstream applications including mobile applications

Digital Adoption Progress



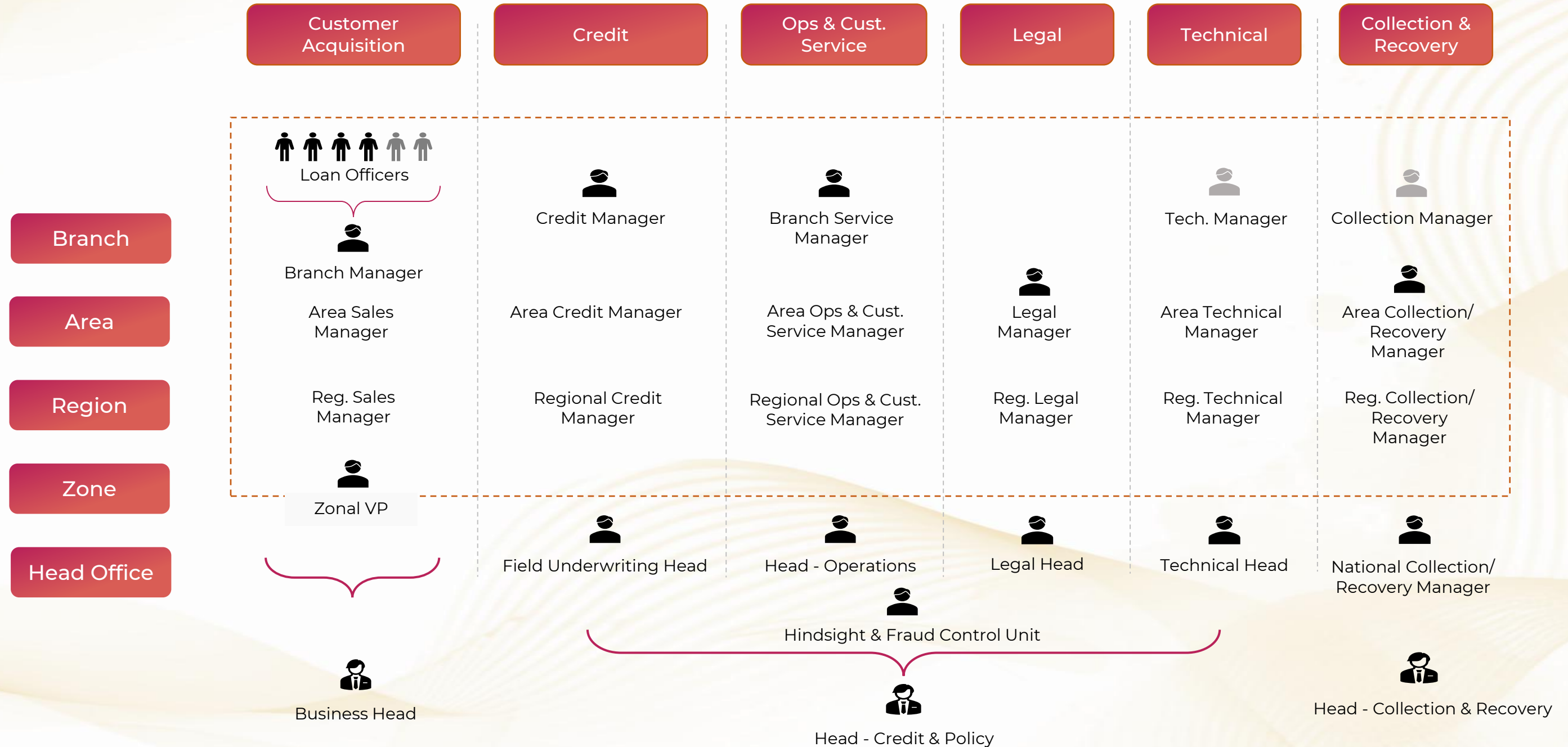
97%
E-Nach Mandates



98%
E-Signing

Separate Hierarchy Of Key Functions

Sales, Underwriting & Collections Independent of each function





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| **Financials**

ESG

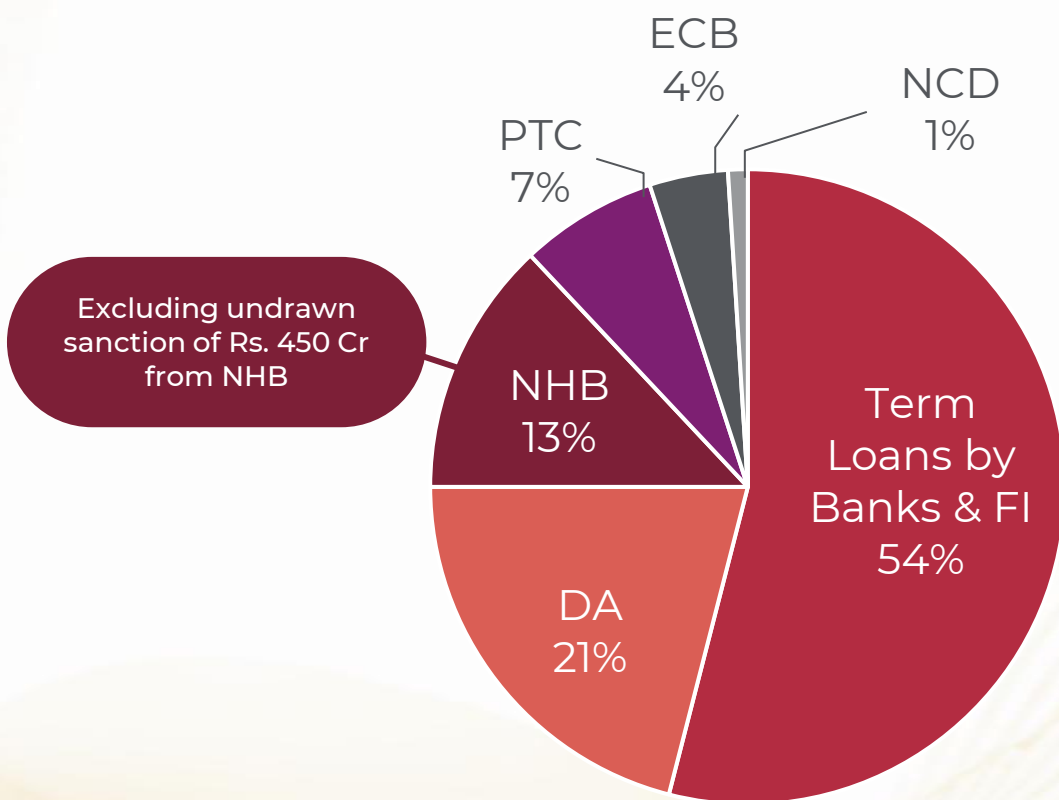


Strong Liability Franchise

Diversified Funding Profile and Lender Base

Borrowing Mix (Q3FY25), %

7 years
Avg. Tenure of Borrowings



Strong Lending Relationships

33

Lender Relationships

Key Lenders

Category	Key Lenders
MF, NBFC, FI & Others	राष्ट्रीय आवास बैंक U.S. International Development Finance Corporation BAJAJ FINANCE LIMITED
Private Banks	HDFC BANK ICICI Bank Kotak Mahindra Bank AXIS BANK IndusInd Bank FEDERAL BANK RBL BANK DBS YES BANK Bandhan Bank
Public Banks	State Bank of India BOI Bank of India केनरा बैंक Canara Bank IDBI BANK बैंक ऑफ महाराष्ट्र Bank of Maharashtra

Strong Balance Sheet

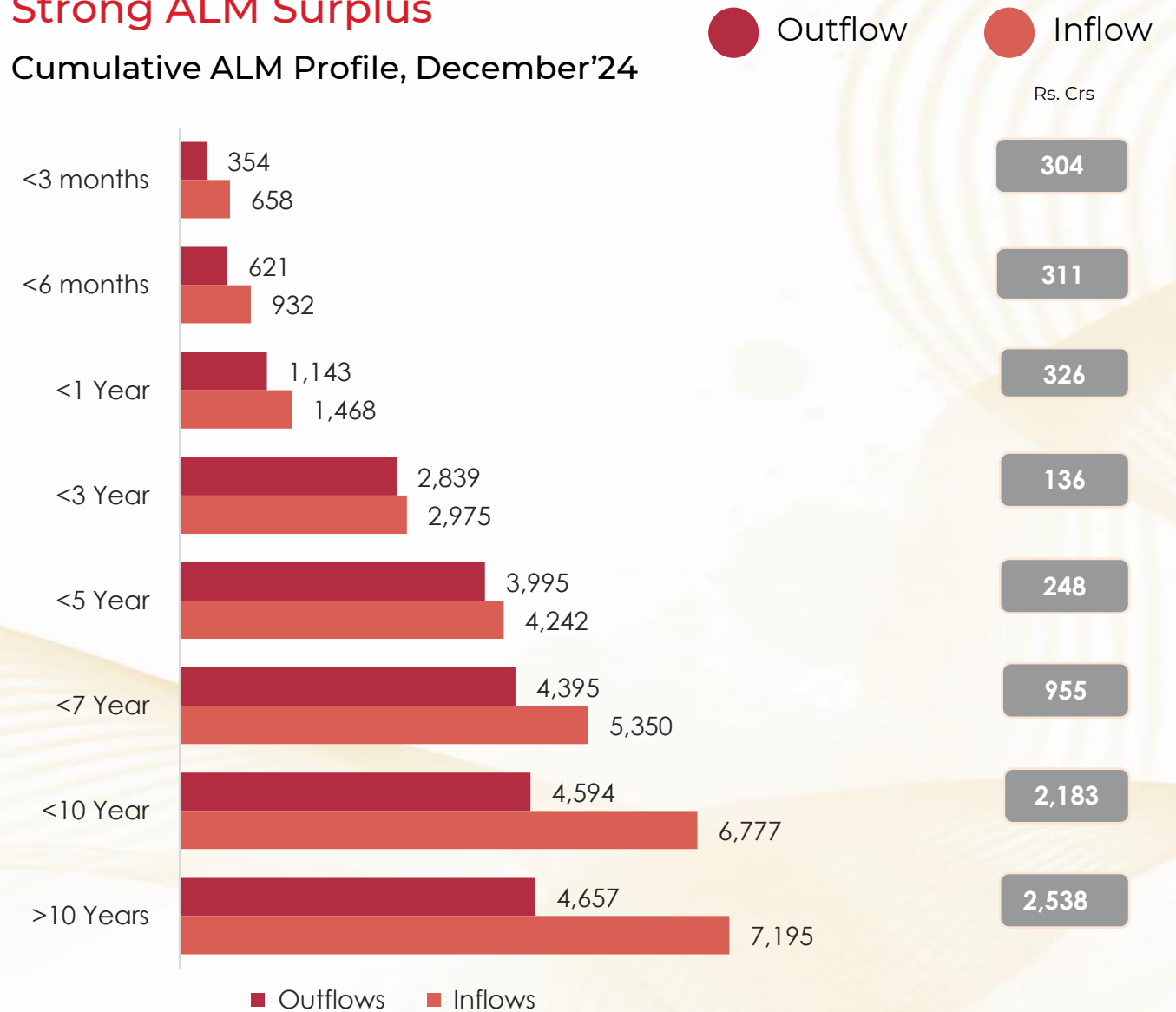
Consistent Rating Upgrades

2024	AA- (Stable)
2023	A+ (Positive)
2022	A+ (Stable)
2019	A (Stable)
2018	A- (Positive)
2016	A- (Stable)
2015	BBB+ (Stable)
2013	BBB- (Stable)
2012	BB+ (Stable)

CARE Rating (AA- Stable), ICRA (AA- Stable), IND RA (AA- Stable)

Strong ALM Surplus

Cumulative ALM Profile, December'24



Comfortable Liquidity Position

Particulars (₹ Cr)	As on Dec-24
Cash & Cash Equivalents ¹	599 ¹
Un-availed Sanctions from Banks/FI	1,153
Total Liquidity Position	1,752

Total Available Liquidity of **INR 1,752 Cr**

Particulars (Rs. Cr.)	Q3FY25	Q1FY26	Q2FY26	Q3FY26
Opening Liquidity	1,752	1,784	1,815	1,807
Add: Principal Collections & Surplus from Operations	379	367	355	343
Less: Debt Repayments	347	336	363	309
Closing Liquidity	1,784	1,815	1,807	1,840

₹ 1,840 Cr of Surplus Funds² available for business

¹Excluding lien marked balance of Rs. 79 Crs | ²Without including any fresh disbursement and borrowing

Profit & Loss Statement - Quarterly

Particulars (Rs. Cr.)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ
Interest Income on loans	233.9	169.3	38%	216.0	8%
Net Gain on Direct Assignments	27.2	19.9	-	27.1	-
Other Income	43.3	29.2	-	40.3	-
Total Income	304.4	218.4	39%	283.4	7%
Finance Cost	91.7	73.6	24%	84.2	9%
Net Total Income	212.7	144.7	47%	199.2	7%
Operating Expenses	79.5	59.5	34%	74.2	7%
Pre-Provisioning Operating Profit	133.2	85.3	56%	125.0	7%
Credit Cost	8.9	4.1	-	7.8	-
Profit before Tax	124.4	81.2	53%	117.2	6%
Tax Expense	28.2	18.8	50%	27.1	4%
Profit after Tax	96.1	62.3	54%	90.1	7%
Basic EPS	8.9	6.8		8.4	
Diluted EPS	8.6	6.4		8.1	

Profit & Loss Statement – Nine Months

Particulars (Rs. Cr.)	9MFY25	9MFY24	YoY
Interest Income on loans	650.5	470.3	38%
Net Gain on Direct Assignments	79.3	62.2	-
Other Income	118.7	84.5	-
Total Income	848.5	617.0	38%
Finance Cost	252.2	212.7	19%
Net Total Income	596.3	404.2	48%
Operating Expenses	223.3	171.2	31%
Pre-Provisioning Operating Profit	372.9	233.0	60%
Credit Cost	23.3	13.5	-
Profit before Tax	349.6	219.5	59%
Tax Expense	79.8	49.8	60%
Profit after Tax	269.7	169.7	59%
Basic EPS	25.1	18.9	
Diluted EPS	24.3	17.7	

Profit & Loss Statement – Annual

Particulars (Rs. Cr.)	FY24	FY23	FY22	FY21	FY20
Interest Income on loans	660.6	476.7	353.2	257.7	202.6
Net Gain on Direct Assignments	79.1	43.9	49.7	29.2	-
Other Income	121.7	85.7	56.9	35.9	27.3
Total Income	861.4	606.2	459.8	322.8	229.9
Finance Cost	287.0	208.7	147.4	104.6	74.1
Net Total Income	574.4	397.6	312.4	218.2	155.8
Operating Expenses	236.0	181.5	133.5	85.4	80.3
Pre-Provisioning Operating Profit	338.4	216.0	178.9	132.8	75.6
Credit Cost	19.2	14.1	12.0	19.9	11.7
Profit before Tax	319.2	202.0	166.9	113.0	63.8
Tax Expense	71.6	46.6	38.5	25.6	16.9
Profit after Tax	247.6	155.3	128.4	87.4	46.9
Basic EPS	26.3	17.7	14.8	10.2	11.0
Diluted EPS	25.2	17.4	14.6	9.9	10.8

Balance Sheet

Particulars (Rs. Cr.)	Dec-24	Dec-23	March-24
Sources of Funds			
Share Capital	53.9	53.5	53.5
Reserves & Surplus	2,540.8	2,155.3	2,245.1
Borrowings	4,549.8	3,512.7	3,415.1
Other liabilities & provisions	122.8	86.7	80.4
Total	7,267.3	5,808.3	5,794.2
Application of Funds			
Loan Assets	6,350.3	4,622.0	5,062.4
Investments	361.7	207.0	157.8
Fixed Assets	30.3	28.9	29.8
Cash & Bank Balance	315.8	777.9	377.7
Other Assets	209.2	172.5	166.5
Total	7,267.3	5,808.3	5,794.2

ECL Provisions Summary

Particulars	Dec-24	Sept-24	March-24	Dec-23
Gross Stage 3	81.1	74.7	50.1	57.0
% Portfolio in Stage 3	1.2%	1.2%	1.0%	1.2%
ECL Provision Stage 3	20.2	18.5	12.5	14.9
Net Stage 3	60.9	56.2	37.7	42.1
% Portfolio in Stage 3	0.8%	0.8%	0.6%	0.8%
Provision Coverage Ratio (PCR) – Stage 3	24.9%	24.8%	25.0%	26.1%
Gross Stage 2	182.3	167.1	114.0	124.0
% Portfolio in Stage 2	2.8%	2.8%	2.2%	2.6%
ECL Provision Stage 2	6.8	6.3	4.5	6.5
Net Stage 2	175.6	160.8	109.4	117.5
Provision Coverage Ratio (PCR) – Stage 2	3.7%	3.8%	4.0%	5.3%
Gross Stage 1	6,248.2	5,762.4	5,022.7	4,562.7
% Portfolio in Stage 1	96.0%	96.0%	96.8%	96.2%
ECL Provision Stage 1	33.8	31.1	27.1	24.2
Net Stage 1	6,214.4	5,731.2	4,995.6	4,538.4
Provision Coverage Ratio (PCR) – Stage 1	0.5%	0.5%	0.5%	0.5%
Gross Stage 1, 2 & 3	6,511.6	6,004.1	5,186.7	4,743.7
ECL Provision	60.8	55.9	44.1	45.7
Total ECL Provision (%)	0.9%	0.9%	0.9%	1.0%

ROE Tree & Key Ratios

Particulars (Rs. Crs)	Q3FY25	Q3FY24	Q2FY25	9MFY25	9MFY24	FY24
Total Revenue to Average Total Assets	17.6%	16.5%	17.8%	17.3%	16.3%	17.1%
Finance cost to Average Total Assets	5.3%	5.6%	5.3%	5.1%	5.6%	5.7%
Net Income to Average Total Assets	12.3%	11.0%	12.5%	12.2%	10.7%	11.4%
Operating Expenses to Average Total Assets	4.6%	4.5%	4.6%	4.6%	4.5%	4.7%
Credit cost to Average Total Assets	0.5%	0.3%	0.5%	0.5%	0.4%	0.4%
PBT to Average Total Assets	7.2%	6.1%	7.3%	7.1%	5.8%	6.3%
ROA (PAT to Average Total Assets)	5.5%	4.7%	5.6%	5.5%	4.5%	4.9%
Leverage (Average Total Assets to Average Net Worth)	2.7	2.9	2.6	2.7	2.9	2.9
ROE (PAT to Average Net Worth)	15.1%	13.9%	14.8%	14.7%	13.1%	14.0%

Particulars	Q3FY25	Q3FY24	Q2FY25	9MFY25	9MFY24	FY24
Leverage	2.8	2.6	2.7	2.8	2.6	2.5
Cost to Income	37.4%	41.1%	37.3%	37.5%	42.3%	41.1%
Operating expenses / AUM	4.3%	4.4%	4.4%	4.3%	4.6%	4.5%
CRAR (%)	60.6%	72.3%	65.9%	60.6%	72.3%	70.9%
Book Value Per Share	240.9	206.3	231.7	240.9	206.3	214.7

Financial Snapshot – 10 years

Particulars	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Operational											
Branches	31	33	47	61	64	81	86	115	130	183	223
States	4	5	7	8	8	12	12	15	15	15	15
Active Live Accounts	5,304	8,552	12,823	15,730	20,117	24,354	27,602	33,607	43,328	58,552	80,791
Employees	255	254	420	523	740	1,126	1,219	1,576	2,200	2,709	3,223
Disbursements	77	146	225	236	404	566	551	895	1,295	1,964	2,646
AUM	117	228	399	548	801	1,178	1,520	2,199	3,073	4,359	6,084
Financial											
Net Total Income	14	19	45	71	91	122	156	218	312	398	574
Operating Expenses	12	16	33	37	57	77	80	85	133	182	236
Credit Cost	0	1	1	2	3	3	12	20	12	14	19
Profit before Tax	1	2	11	32	32	41	64	113	167	202	319
Profit after Tax	1	3	8	21	22	30	47	87	128	155	248
Networth	62	65	263	351	568	800	848	937	1,076	1,241	2,299
Ratios											
Cost to Income	88.6%	84.6%	72.9%	52.4%	62.3%	63.5%	51.5%	39.1%	42.7%	45.7%	41.1%
GNPA	0.2%	0.2%	0.3%	0.7%	1.3%	1.4%	1.3%	1.9%	2.1%	1.1%	1.0%
RoA	1.3%	1.7%	2.6%	4.0%	2.9%	2.7%	3.0%	4.1%	4.5%	4.1%	4.9%
Leverage ¹	1.7	2.9	2.0	1.7	1.7	1.7	1.9	2.4	2.8	3.2	2.9
RoE	2.3%	5.0%	5.2%	6.7%	4.9%	4.4%	5.7%	9.8%	12.8%	13.4%	14.0%
CRAR	83.2%	44.0%	122.2%	109.0%	100.6%	91.2%	81.1%	71.5%	55.9%	52.7%	70.9%

¹ Leverage - Average Total Assets to Average Net Worth



Grow and Diversify Distribution Network

Deepening branch penetration in adjacent markets

Improve branch productivity



Diversify Borrowings and Optimize Borrowing Costs

Enhance credit rating

Prioritize long-term borrowings

Scale co-lending opportunities



Leverage Technology for Scalability and Productivity

Enhance lead sourcing

Enhance customer fulfilment

Internal data models to identify default risk



Enhance Brand Equity and Foster Sustainability

Increase concentration in Tier II & Tier III cities

Enhance brand visibility

Focus on positive work culture



About the Company

Business Update

Tech, Credit & Risk

Financials

| **ESG**

Focus on Social Capital

Social

India Shelter Nakshatra: Our Educational Initiative

Akshaya Patra Foundation (to ensure a nutritious meal for the underprivileged students)

Samarthanam Trust for the Disabled (To enhance Government schools in for underprivileged students)

India Shelter Nav Jeevan: Our Healthcare Initiative

Impact Guru Foundation (to uplift the underprivileged with better healthcare facilities and livelihood opportunities)

Bansi Vidya Memorial Trust (to treat leukemia affected children) our healthcare initiative

India Shelter Nayi Umeed: Our Women Empowerment Initiative

Mahesh Foundation (for the construction of the new skill centre for girls & women)

SDGs achieved



Customers

Serving the underserved & unserved segment leading to financial inclusion:

73%

EWS & LIG

91%

Tier II & III

74%

Self Employed

99%

Women Borrowers

SDGs achieved



ESG Score



ESG SCORE (ADJUSTED)		
2023	2024	YOY Change
NA	69.9	-

ESG	FOOTPRINT GRADE SCORE RISK	HIGH		MEDIUM		LOW		
		A+	A	B+	B	C	D	E
		90-100	80-90	70-80	60-70	50-60	40-50	0-40
		LOW		MEDIUM		HIGH		

Focus on Human Capital

Employees

Employee Development & Well Being We prioritize the development & well-being of our employees, ensuring a healthy and balanced work environment. Here are some initiatives we have implemented:

- Prarambh - A Leadership Journey
- India Shelter Child Scholarship Program
- Health check-up
- Weekly Yoga classes
- Fitness Community

Employee Reward & Recognition: We foster a work culture that inspires and motivates our employees to deliver their best each day. We firmly believe in recognizing and celebrating excellence, creating an environment that promotes healthy competition and rewards outstanding achievements. To achieve this, we have established a robust Reward & Recognition programme that highlights the exceptional contributions of our employees. Here are some key elements of our programme:

- Long Service Award
- ICON Award
- Performance Award
- ISFC Got Talent Award
- On the Spot Award-Employee Performance Appreciation Program

SDGs
achieved



Employee training & development:

5,605 manhours of training provided in Q3FY25

Employment & labor practice: Multiple policies to create a safe & conducive work environment

Employee ownership: 329 employees are covered under ESOP programs –comprising of 25% of employee base excluding frontline staff.

Employment generated in tier II, III & IV cities

Gender diversity:

Diverse employee base consisting of 20% women representation at Board
19% women at HO

Strong Governance Structure

Strong corporate governance framework in place for effective risk management



Awards & Accolades



INDIA'S BEST WORKPLACES IN NBFC BY GPTW INDIA



BEST CUSTOMER EXPERIENCE SOLUTION OF THE YEAR AT THE BW FINTECH AWARDS 2024



JAN GRIHA CERTIFICATION ON GREEN HOME INITIATIVES



TOP 50 INDIA'S BEST WORKPLACES™ IN BFSI 2024



GREAT PLACE TO WORK CERTIFIED



AFFORDABLE HOUSING FINANCE COMPANY



RISING STAR- HOUSING FINANCE COMPANY OF THE YEAR



BEST CSR PROJECT OF THE YEAR



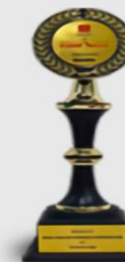
RUNNER UP UNDER THE CLASS OF MID LAYER NBFCs AND CATEGORY OF BEST RISK AND CYBER SECURITY INITIATIVES



EXCELLENCY IN TECHNOLOGY IMPLEMENTATION



BEST BRAND BUILDING CAMPAIGN



FINNOVITI AWARD



TOP 50 INDIA'S BEST WORKPLACES™ IN BFSI 2023



BEST CUSTOMER CENTRIC IT IMPLEMENTATION OF THE YEAR

Terms	Explanation
AUM	AUM represents the aggregate of future principal outstanding and overdue principal outstanding, if any, for all loan assets under management which includes (i) loan assets held by us as of the last day of the relevant period/year (ii) loan assets which have been transferred by us by way of securitization or direct assignments and are outstanding as of the last day of the relevant period/year, and excludes the partner's share of loan assets originated and assigned under co-lending arrangements with the partner banks as of the last day of the relevant period/year.
Disbursements	Disbursements represents the aggregate of all loan amounts extended to our customers including partner's share of loan assets originated and assigned under co-lending arrangement in the relevant period/year
Average Total Asset	Average Total Asset represents simple average of total assets outstanding at the beginning and end of the relevant period/year
Average Networth	Average Networth represents simple average of Networth at the beginning and end of the relevant period/year
Gross Stage 3	Stage 3 Assets (Gross) represents gross carrying amount pertaining to loans which are non-performing assets (NPA) as per the Income Recognition, Asset Classification and Provisioning Norms issued and modified by RBI
Net Stage 3	Stage 3 Assets (Net) represents Stage 3 Assets (Gross) less impairment loss allowance for Stage 3 Assets as of the last day of the relevant period/year.
Net Stage 3 (%)	Net Stage 3 (%) represents Net Stage 3 assets divided by aggregate of Stage 1, 2, 3 assets net off total ECL provision.
Opex/AUM	Operating Expenses to Average AUM represents operating expenses for the relevant period/year upon the simple average of AUM as of the last day of the relevant period/year and AUM as of the last day of the previous year, represented as a percentage
Cost to Income (%)	Cost to Income represents Operating Expenses divided by Net Total Income
Operating Expenses	Operating Expenses represents the aggregate of employee benefits expense, depreciation and amortization expense, interest expense on lease liability for the relevant period/year
Finance Cost	Finance Cost represents the aggregate finance cost for relevant period/year excluding interest expense on lease liability
DPD 30+	DPD 30+ represents AUM outstanding for more than 30 days after the due date for the relevant year or period as a percentage of AUM as of the last day of the relevant year
Collection Efficiency	Total amount of EMIs received in the month (including arrears of previous months)/ Total amount of EMIs due for the month
Leverage	Leverage represents the ratio of Average Total Assets to Average Net Worth for the relevant period

Abbreviation	Expansion	Abbreviation	Expansion
ALM	Asset liability management	HL	Home loan
ATS	Average Ticket Size	IPO	Initial Public Offer
AUM	Assets under management	LAP	Loan against property
BPS	Basis Points	LCR	Liquidity Coverage Ratio
BRE	Business rule engine	LIG	Low-income group
CAGR	Compound annual growth rate	LTV	Loan to Value
COF	Cost of funds	MF	Mutual funds
CRAR	Capital adequacy ratio or Capital to risk assets ratio	MIG	Middle-income group
CX	Customer experience	MSME	Micro , Small & Medium Enterprises
DPD	Days Past Due	NNPA	Net non-performing assets
ECB	External commercial borrowing	NPA	Non-performing assets
ECL	Expected credit loss	Opex	Operating Expenses
EMI	Equated monthly instalments	PAT	Profit after tax
e-NACH	Electronic National Automated Clearing House	PBT	Profit before tax
EPS	Earnings Per Share	PCR	Provision coverage ratio
EWS	Economically weaker section	ROA	Return on assets
FII	Foreign institutional investor	ROE	Return on equity
FOIR	Fixed Obligation to Income Ratio	SME	Small & Medium Enterprise
FPC	Fair Practice Code	SORP	Self -Occupied Residential Property
FPI	Foreign Portfolio Investor	TAT	Turnaround Time
GNPA	Gross non-performing assets	UX	User Experience

Thank You

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IndiaShelter
Home Loans