

Date: 08.05.2024

ISIN: INE526R01028
SCRIP CODE: 539017
SCRIP ID: STARHFL
PAN NO. AAGCA1988C

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400001

Sub: Investor Presentation

Dear Sir / Madam,

Pursuant to Regulation 30 & 46 (2) (o) of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find attached the investor presentation with respect to Audited Financial Results for the quarter and year ended March 31, 2024 & Company Update / Business overview. The same may also be accessed on the website of the company: www.starhfl.com

This is for your information and records.

Thanking You,

For M/s. Star Housing Finance Limited

Shreyas Mehta
Company Secretary and Compliance Officer
M.No. A38639

Encl: Investor Presentation

Star Housing Finance Ltd

CORPORATE DECK

Mar 2024



STAR
HOUSING FINANCE
Star hai toh bharosa hai

STAR HFL - COMPANY BRIEF

ABOUT US

- Listed on the BSE (BOM: 539017)
- Affordable housing finance company
- Registered and Head office in Mumbai
- Offices in 6 states with 35+ Points of Presence

KEY FIGURES

- AUM at 426.86 crs with 4300+ live accounts with Avg. Loans Size of Rs. 11 lakhs
- GNPA at 1.50% and NNPA at 1.02% as of Mar 31, 2024
- PAT of Rs. 8.88 crs for FY'2023-24
- Net worth of Rs. 130+ crs as of Mar 31, 2024
- Liability of Rs. 320.30 crs as of Mar 31, 2024

GOVERNANCE

- Professional Board with ex-NHB, ex-IDBI, ex-LIC, ex-CanFin Homes as Independent board members
- Led by housing finance professionals with combined experience of more than 200 years
- Operates with a business philosophy of enabling credit access to first time home borrowers in EWS / LIG segment towards owning an own home (affordable housing space)

BOARD OF DIRECTORS



Ashish Jain

Managing Director



C Ilango

Independent Director
Ex-MD CanFin Homes



Ajith Lakshmanan

Independent Director
Ex-ED LIC of India



P.K Das

Executive Director
Ex-ED IDBI Bank



A.P Saxena

Independent Director
Ex-GM NHB



Kavish Jain

Executive Director



Neelam Tater

Independent Director
CA & CS Professional

LEADERSHIP TEAM



Ashish Jain
Managing Director



Kalpesh Dave
CEO



Natesh Narayanan
CFO



Anoop Saxena
COO



B.S Kachhawaha
CRO



Shakir Sheikh
Head - Legal



Shreyas Mehta
CS & Compliance
Officer



Shikha Dharmawat
Head - Accounts &
Finance Controller



Sandeep Kadam
Chief Business
Officer



Nilesh Pande
Business Head
Vidarbha



Rajesh Gopinath
Business Head
Tamil Nadu



Mohan Tayade
Business Head
Surat



Varun Shah
Business Head
ROM



Indra Awasthi
Business Head
MP



Vijay Kumawat
Business Head
Rajasthan



Krishna Thorat
Business Head
Mumbai







Jai Tekwani
Business Head
NCR




BECOMING A PROFESSIONALLY RUN HFC

COMPANY TRANSITION	
Before Oct 2019	As of Now
 Akme Star HFC Akme Star Housing Finance Ltd. <small>We do not tender loans, We tender happiness</small>	 STAR HOUSING FINANCE Star hai tohi bharosa hai
 Old Name	 New Name
 Registered office at Udaipur	 Registered & Corporate office shifted to Mumbai
 Listed on BSE SME platform	 Migrated to BSE Main Board
 Ad-hoc growth characteristics with minimal processes	 Structured approach towards growth defined by policies, processes & guidelines with strong risk framework

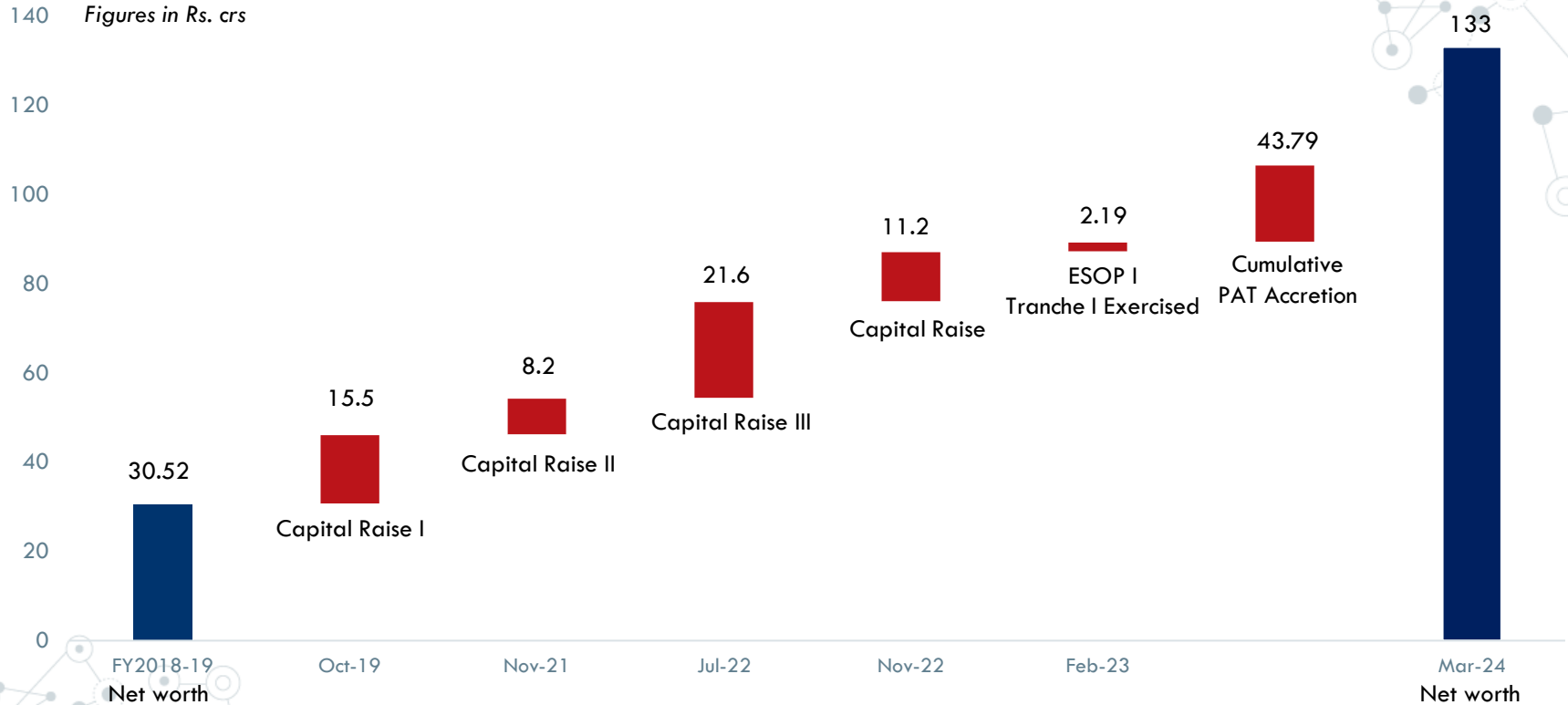
BUSINESS TRANSITION	
Before Oct 2019	As of Now
Franchise based Business Model	In-house business model
Geographic concentration	Multi-state presence
11 member team	250+ strong team
Sizeable portion of AUM comprised of big ticket / project loans	Dedicated focus on retail loans, project loans < 2%
AUM build up of Rs. 60 crs over a decade	AUM of Rs. 427 crs as of Mar-24
Lack of domain and vintage	Employees rich in HFC experience
Excel based working environment	Under migration from Jaguar LMS to Jaguar Plus Version
Onward lending rate of 22-24%	Lending rates rationalised

BECOMING A PROFESSIONALLY RUN HFC (contd.)

LIABILITY TRANSITION	
Before Oct 2019	As of Now
Borrowings predominantly from Financial Institutions	Diversified Borrowing Profile with focus on PSBs. Private Sector Banks, FIs and the NHB
	
Accounting on Indian GAAP standard	Accounting on INDAS Standard
	

BOARD TRANSITION	
Before Oct 2019	As of Now
 <p>Promoter driven board with family members</p>	 <p>Professional characteristics getting developed with induction of BFSI professionals</p>
 <p>Limited professional representation on the Board</p>	<ul style="list-style-type: none"> Mr. A P Saxena, ex-NHB official inducted on the board Mr. A K Lakshmanan, ex LIC official inducted on the board Mr. P K Das, ex IDBI Bank official inducted on the board Mr. C Ilango, ex-MD CanFin Homes inducted on the board

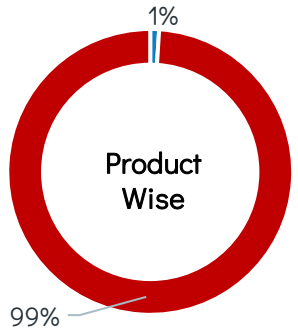
NET WORTH STRENGTHENED CONSISTENTLY



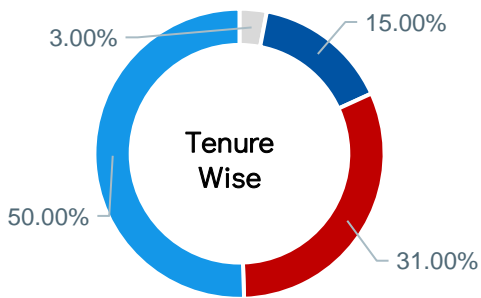
Net worth crossed Rs. 130+ crs: Augmented through consistent equity infusion and PAT accretion

KEY PORTFOLIO CUTS AS OF MAR 31, 2024

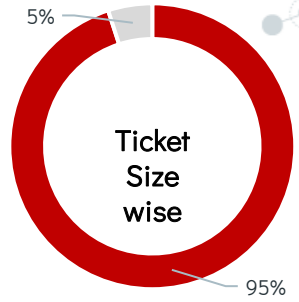
■ Wholesale ■ Retail



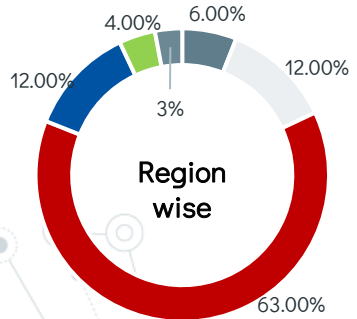
■ 0-60 month ■ 61-120 month



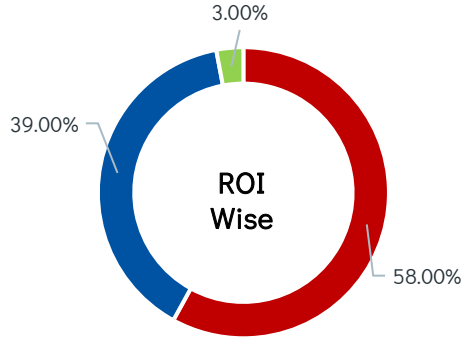
■ Up to 25 lakh ■ 25-50 lakhs



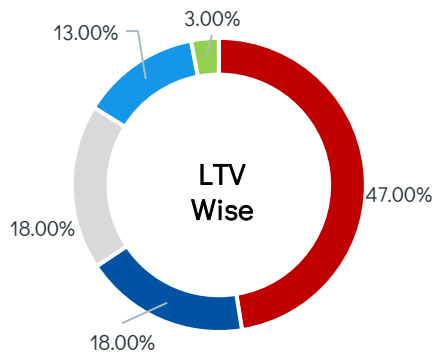
■ Gujarat ■ Madhya Pradesh
 ■ Maharashtra ■ Rajasthan
 ■ Tamil Nadu ■ NCR



■ Up to 16% ■ 16-22% ■ 22-28%



■ Up to 50% ■ 50-60% ■ 61-70% ■ 71-80% ■ >80%



Sanction Amt.	Rs. 90.00 crs	Rs. 84.75 crs*	Rs. 12.00 crs	Rs. 10.00 crs	Rs. 12.92 crs	Rs. 35.00 crs
Outstanding Amt.	Rs. 69.50 crs	Rs. 72.61 crs	Rs. 3.93 crs	Rs. 7.59 crs	Rs. 5.30 crs	Rs. 30.39 crs
No. of Credit Lines	9	3	1	1	2	2

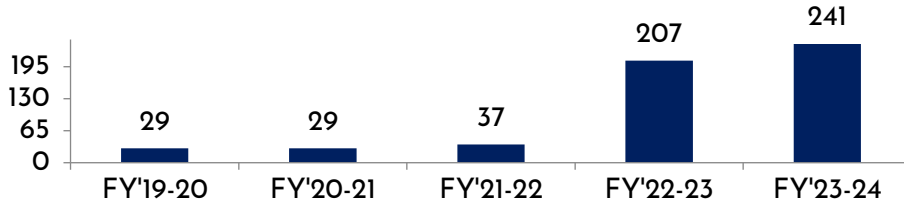
Sanction Amt.	Rs. 30.80 crs	Rs. 10.00 crs	Rs. 18.00 crs	Rs. 7.00 crs	Rs. 30.00 crs	Rs. 6.20 crs
Outstanding Amt.	Rs. 18.00 crs	Rs. 5.46 crs	Rs. 11.62 crs	Rs. 4.68 crs	Rs. 23.01 crs	Rs. 4.57 crs
No. of Credit Lines	4	2	2	2	11	2

* Includes highest ever sanction of Rs. 50 crs from a single lender

Sanction Amt.	Rs. 20.00 crs	Rs. 6.00 crs	Rs. 10.00 crs	Rs. 10 crs	Rs. 31 crs
Outstanding Amt.	Rs. 16.69 crs	Rs. 4.66 crs	Rs. 9.32 crs	Rs. 4.83 crs	Rs. 28.14 crs
No. of Credit Lines	4	1	1	1	2

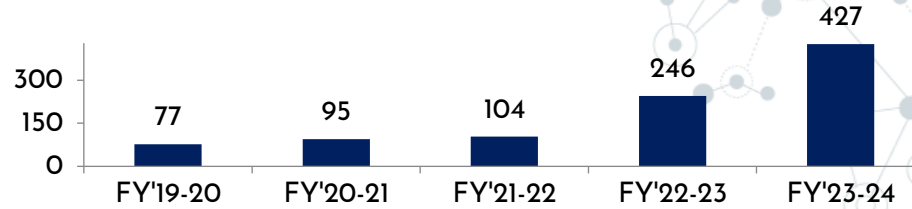
BUSINESS HISTORICALS

Disbursements (In Rs. Crs.)



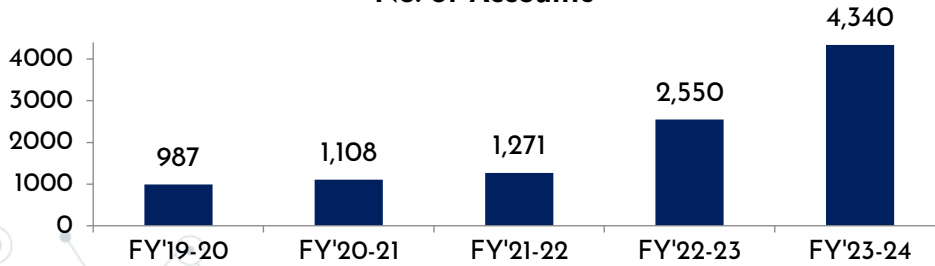
- FY'22-23 is the first growth year post capacity build up
- Average monthly disbursements of Rs.15-20 crs during the financial year

AUM (In Rs. Crs.)



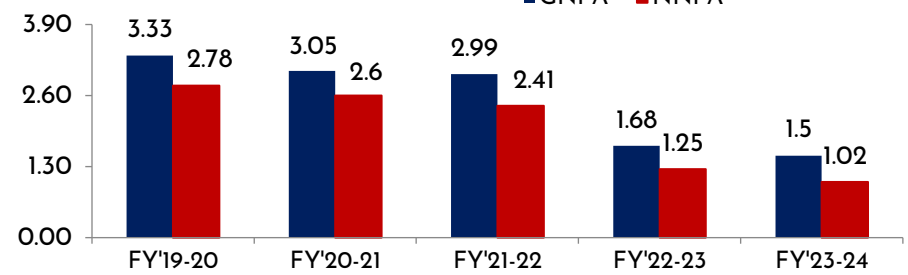
- 74%+ y-o-y growth registered in FY'23-24
- AUM scaled up through on book disbursements and co-lending

No. of Accounts



- 5500+ EWS/LIG customers served till date
- Incremental average loan size at Rs.12-13 lakhs for areas close to city centers and Rs.6-8 lakhs for rural areas

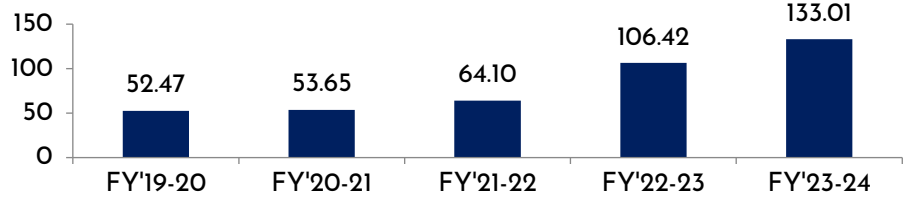
NPA (%)



- GNPA and NNPA %age has consistently come down since FY'19-20
- Provisions on NPA, standard assets, special provisions and write offs provide 100% coverage on the GNPA

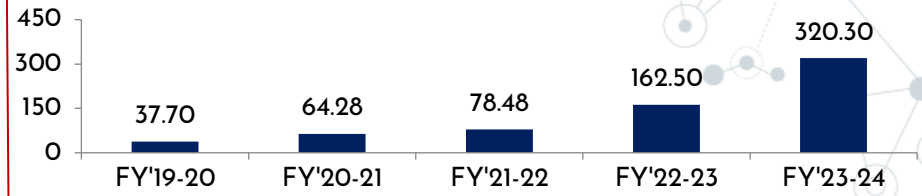
FINANCIAL HISTORICALS

Net Worth (In Rs. Crs.)



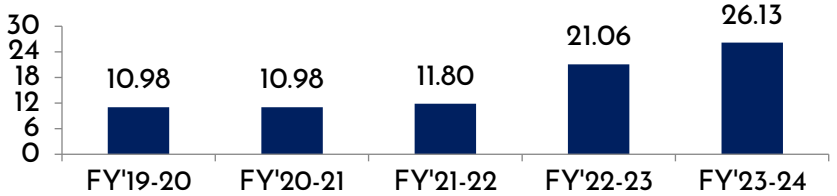
- Sequential increase in net worth through capital infusion and build up of reserves

Borrowings (In Rs. Crs.)

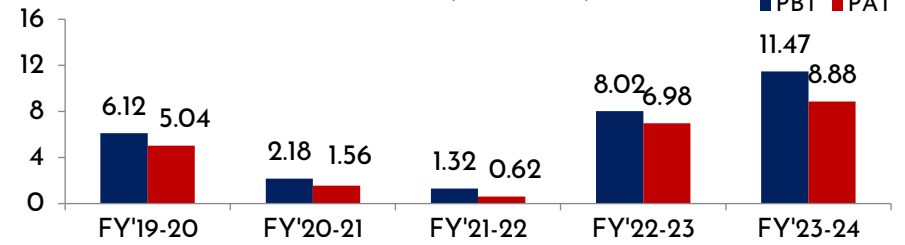


- Liability build up with focus on PSU Banks
- Established relationship with the NHB
- Strong funding pipeline to aid asset growth

Net Interest Income (In Rs. Crs.)



PBT-PAT (In Rs. Crs.)



- PAT accretion has helped build up of reserves and surplus
- Focus on build up of strong bottom line as AUM scales up

FY'23-24 BUSINESS AND FINANCIAL PERFORMANCE

Operating & Financial Performance (In Lakhs)	FY2023-24	FY2022-23	Y-o-Y Change
Assets Under Management	42686.17	24599.89	73.52%
GNPA (%)	1.50%	1.68%	
NNPA (%)	1.02%	1.25%	
PBT	1147.12	801.63	43.10%
Borrowing O/s	32029.93	16249.80	97.11%
Leverage (x)	2.41x	1.53x	

Business Numbers: AUM increased 73.52% y-o-y to Rs. 426.86 crs. The Company disbursed Rs. 240.86 crs in the financial year

Asset Quality Remains Intact: PAR (0+ days past due) stood at 3.22%, of which GNPA stands at 1.50% and NNPA as of Mar 31, 2024 stands at 1.02%

Income Growth: Interest income grew by 66.82% y-o-y and total income grew 65.52% y-o-y

Profitability: Profit After Tax registered 27.22% y-o-y growth

Strong Capital Levels: Net-worth as of Mar 31, 2024 stands at Rs. 133.01 crs. Leverage levels remain modest at 2.41x

Liability Scale up: During the year, Star HFL has raised incremental liability of Rs. 224.42 crs from 4 banks and 8 FIs including refinance lines from the NHB. Star HFL has strong relationships with Banks and FIs and has robust pipeline to aid the loan book growth. During the year, Star HFL has been able to diversify the liability program in terms of instruments and has issued NCDs subscribed by FIs.

FINANCIAL RESULTS: FY2023-24

Particulars	As at	
	31-03-2024	31-03-2023
Assets		
Cash & Cash Equivalents	60.94	28.10
Bank Balances Other than Cash & Cash equivalents	24.62	12.73
Loans	382.03	228.08
Investments	8.01	7.38
Other Financial Assets	7.01	3.21
Total Financial Assets	482.60	279.50
Deferred Tax Assets (Net)	0	0.76
Current Tax Assets (Net)	1.31	0.87
Property, Plant & Equipment	2.84	2.19
Intangible Assets	0.25	0.38
Rights to Use Assets	1.86	1.19
Other Non-Financial Assets	1.45	0.63
Total Non-Financial Assets	7.71	6.01
Total Assets	490.31	285.51
Liabilities		
Total Financial Liabilities	356.08	176.97
Total Non Financial Liabilities	1.22	2.12
Total Equity	133.01	106.42
Total Liabilities and Equity	490.31	285.51

Particulars	FTY ended Mar 31, 2024	FTY ended Mar 31, 2023
	Revenue from Operations	
Interest Income	53.95	32.35
Fee & Commission income	1.90	1.06
Other operating income / loss on derecognition of financial assets	1.16	1.47
Net Gain / Loss on Fair Value Changes	0.63	0.15
Gain/loss on derecognition of financial Assets	0.98	0.30
Other Income	3.01	1.91
Total Income	61.64	37.24
Expenses		
Finance Cost	27.83	11.29
Impairment of Financial Instruments	1.80	0.63
Employee Benefit Expenses	13.21	9.50
Depreciation and Amortisation Expenses	0.67	0.36
Other Expenses	6.66	7.45
Total Expenses	50.16	29.23
Profit Before Tax (PBT)	11.47	8.02
Tax Expenses	2.59	1.04
Profit After Tax (PAT)	8.88	6.98

DISCLAIMER

This presentation may contain statements about events and expectations that may be “forward-looking,” including those relating to general business plans and overall growth strategy of Star Housing Finance Limited (“Star HFL”), formerly known as Akme Star Housing Finance Limited, and its associated/subsidiaries/JVs, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of risks and uncertainties, including future changes or developments in Star HFL and its associates/subsidiaries/JVs, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in the Country. All financial data in this presentation is obtained from the Financial Statements for FY’2018-19, FY’2019-20, FY’ 2020-21, FY’ 2021-22, FY’ 2022-23 and FY’2023-24 on the basis of which key ratios are calculated.

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Thank You

For any questions, please connect
with

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www.starhfl.com

