

HFFCIL/BSE/NSE/EQ/57/2023-24

Date:27-07-2023

To, BSE Limited, Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001. Scrip Code- 543259	To, The National Stock Exchange of India Limited, The Listing Department, Bandra Kurla Complex, Mumbai- 400 051. Scrip Symbol- HOMEFIRST
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Sub: Investor Presentation on the Reviewed Financial Results for the quarter ended June 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 ended June 30, 2023.

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

This is for your information and record.

For **Home First Finance Company India Limited**

Shreyans Bachhawat
Company Secretary and Compliance Officer
ACS NO: 26700



Home First **Investor** Presentation

Q1 FY24



Safe Harbour



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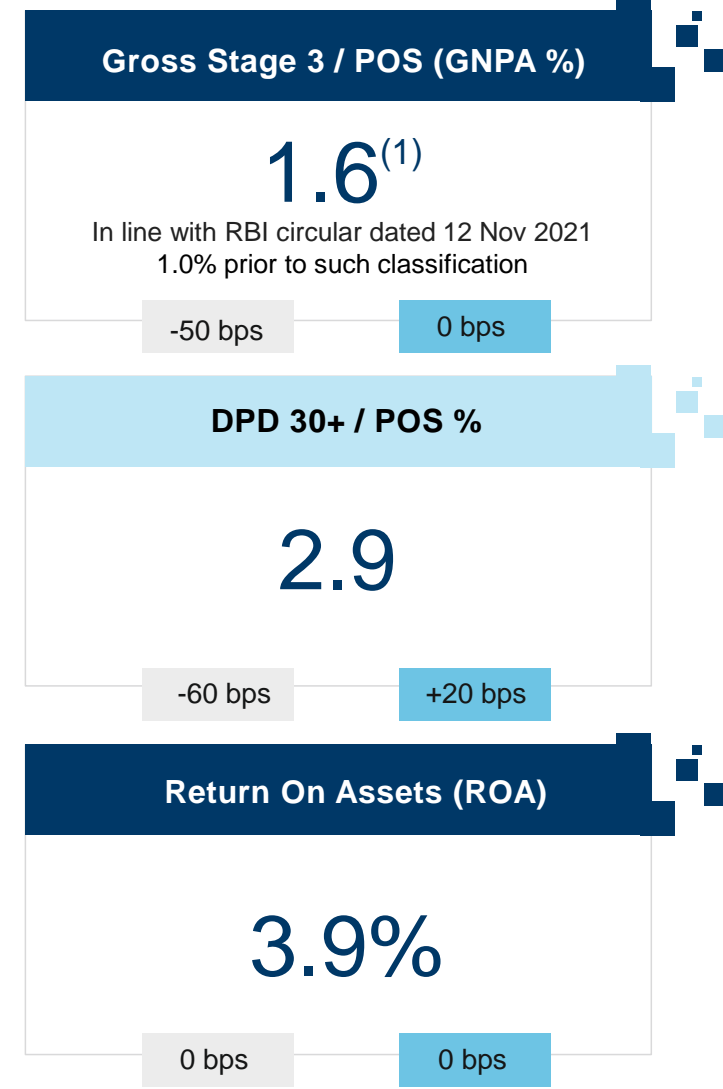
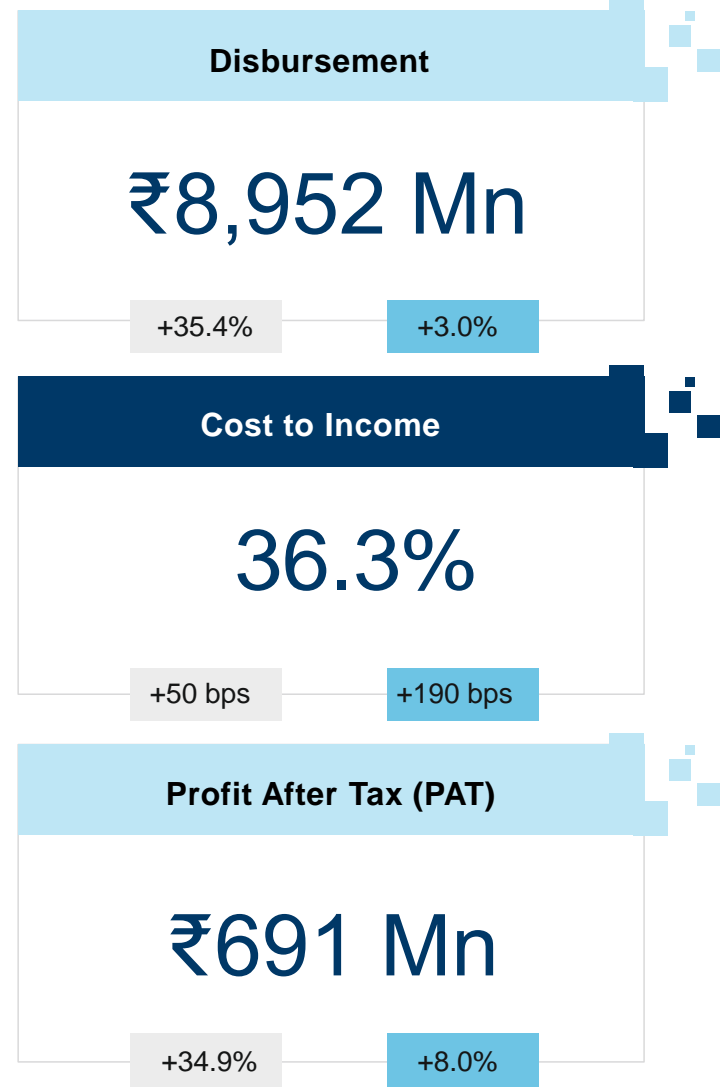
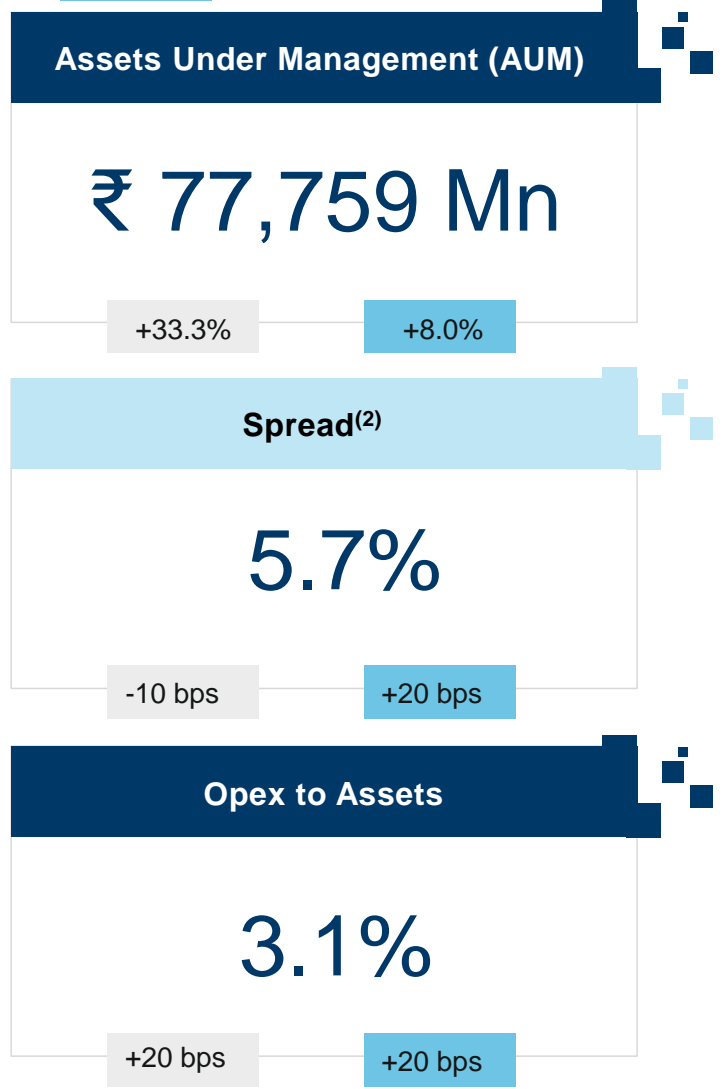
This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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, our ability to manage our international operations, 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 these 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.



Executive Summary | Q1FY24

y-o-y

q-o-q



(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 ₹ 399.55 millions as Gross Stage 3 (GNPA) as at Jun'23 in accordance with regulatory requirements. Gross Stage 3 prior to such classification for Jun'23 is 1.0%.

(2) As per IGAAP

MD & CEO Commentary on Q1 FY24 Performance



Manoj Viswanathan
Managing Director and CEO

“We stay focused on providing loans for affordable housing, led by distribution and use of technology, backed by diversified funding and strong risk management. We continue to expand our distribution in large affordable housing markets in States where we are already present, going deeper in a contiguous manner. We now do business across 282 touchpoints across Tier 1, Tier 2 and Tier 3 markets in 13 states/ UT. **Disbursement in Q1 at Rs 895 Cr was higher than Q4, with a growth of 35.4% on y-o-y basis and 3.0% on q-o-q basis**, leading to an AUM growth of 33.3% to Rs 7,776 Cr.

We witnessed pass through of rate hikes and elevated interest rate environment. Our strong liability profile and timely availability of low cost funding from NHB enabled us to contain the cost of borrowing. Competitive overall cost of borrowing coupled with PLR increase of 50bps in Apr'23 helped expand spreads on q-o-q basis and sustain NIM on q-o-q basis, despite increase in leverage. **Spreads at 5.7% remain ahead of our guided levels of 5.25%.**

Asset quality is at pre-covid levels and reflects marginal seasonality impact in Q1FY24.

- 1+ DPD increased from 4.0% in Q4 to 4.3% in Q1 but showed a yoy decrease of 70 bps.
- 30+ DPD increased from 2.7% in Q4 to 2.9% in Q1 but showed a yoy decrease of 60 bps.
- Gross Stage 3 (GNPA) is stable qoq at 1.6% but showing a yoy decline of 50 bps. Prior to RBI classification circular of Nov'21, it stands at 1.0% up 10 bps from Q4.
- Our credit cost is at 40bps for the quarter.

PAT at Rs. 69 Cr was up 34.9% y-o-y and 8% q-o-q. ROA holds steady at 3.9%. **Q1FY24 ROE at 15% (+220 bps y-o-y, +60 bps q-o-q) is a testimony of our strong and agile business model.**

Digital adoption continues to be strong and an key area of our focus as we grow. 93% of our customers are registered on our app as on Jun'23. Unique User Logins was 55% in Q1FY24. Service requests raised on app was stable at 91%.

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 ₹ 1.12Mn
- 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

1,105

No of employees (Jun'23)

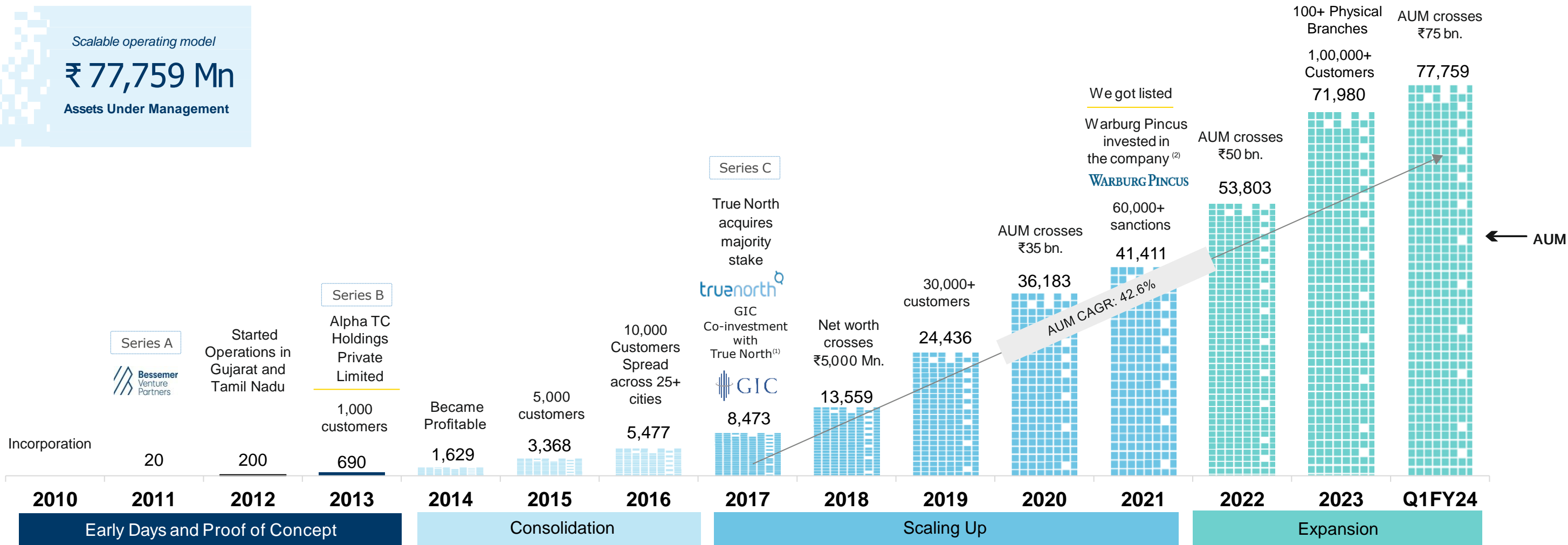
GPTW 3 years in a row




Our Journey



Scalable operating model
₹ 77,759 Mn
 Assets Under Management

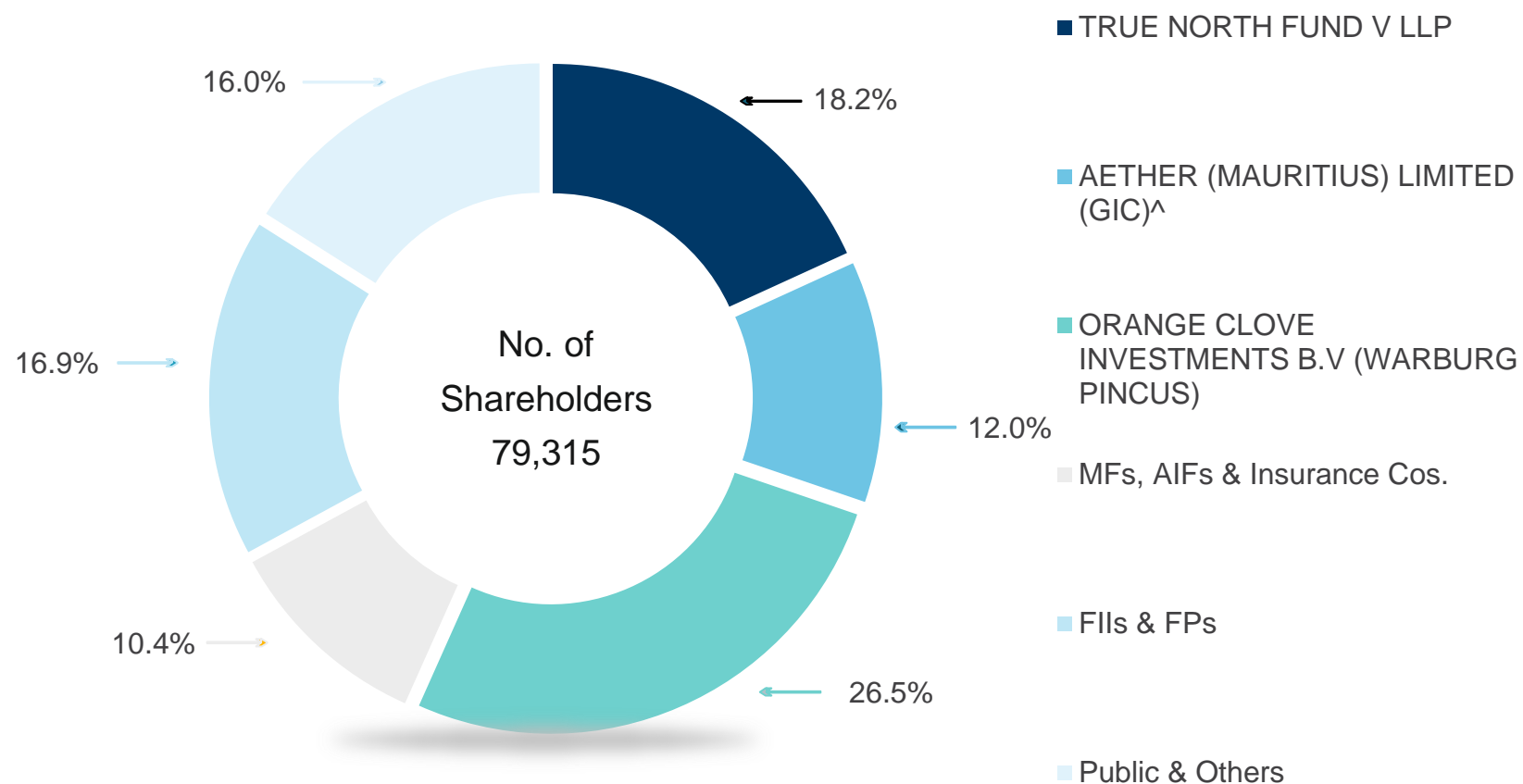


Note: AUM in INR Million

(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

Shareholding as on 21 Jul'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)		26.5
MFS & AIFS		% Holding*
INVESCO INDIA MF		3.1
ADITYA BIRLA SUNLIFE MF		1.8
SUNDARAM MF		1.2
UNION MUTUAL FUND		0.8
ALCHEMY IM		0.7
ICICI PRUDENTIAL AMC (AIF)		0.5
FIIS & FPIS		% Holding*
NORGES FUND		3.3
GOLDMAN SACHS INDIA EQUITY		2.5
FIDELITY INTERNATIONAL		2.3
KUWAIT INVESTMENT AUTHORITY FUND F239		1.3
AL MEHWAR COMMERCIAL INVESTMENTS		1.0
CRESTWOOD CAPITAL MASTER FUND		0.9
TAIYO GREATER INDIA FUND		0.9
TT ASIA		0.6
ENVISION FUND		0.5

* 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 1 EMI overdue.

Data for the period Q1FY24

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"> Salaried and self-employed individuals 75%+ Customers with annual household income level less than ₹0.6 mn comprising 67% of AUM First time home buyers 26% customers are new to credit contributing to 19% of AUM 	<ul style="list-style-type: none"> Home loan requirement primarily in the ₹0.5 -1.5 mn range ⁽¹⁾ Access to formal housing finance Minimal disruption to daily work routine 	<ul style="list-style-type: none"> Inability to meet documentation requirements of traditional lenders Time consuming loan sanction process Dealing with middle men



Our Value Proposition

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

Note: Data for the period Q1FY24 (1) ~59% loans with Average ticket size between INR 0.5-1.5mn as of Q1FY24

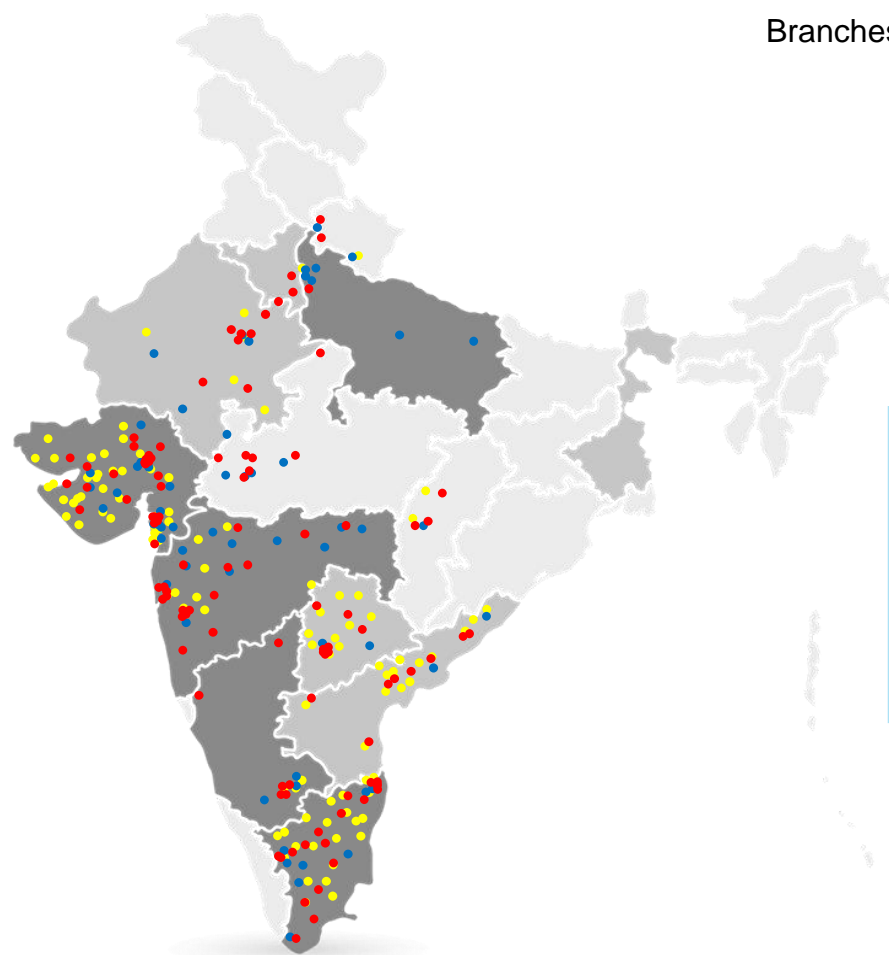
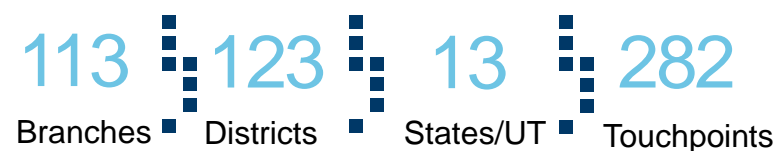
Distribution Strategy



Contribution to India's GDP FY'22 (%)

- Physical branches - 113
 - Proposed branches - 62
 - Digital branches - 107
- } 282 Touchpoints

Pan India Distribution driven by strategic market selection & contiguous expansion



Business commenced in
2 new physical branches

Increased presence in
4 new districts

Geographic Expansion

States/Territories	Number of		Percentage of gross loan assets as on			
	Branches	Districts	Jun'23	Jun'22	Mar'23	Mar'22
Gujarat	25	22	32.6%	35.0%	32.6%	36.0%
Maharashtra	19	18	14.0%	15.7%	14.4%	16.1%
Tamil Nadu	22	24	13.9%	12.6%	13.7%	12.2%
Telangana	8	12	8.9%	8.0%	8.9%	7.5%
Andhra Pradesh	9	9	4.6%	3.6%	4.5%	3.2%
Karnataka	6	6	7.1%	7.8%	7.5%	8.1%
Rajasthan	8	8	5.7%	5.8%	5.7%	5.7%
Madhya Pradesh	8	9	5.3%	5.0%	5.1%	4.9%
Uttar Pradesh & Uttarakhand	3	9	5.2%	4.1%	5.0%	3.9%
Chhattisgarh	3	4	1.9%	1.6%	1.8%	1.5%
Haryana & NCR	2	2	0.8%	0.8%	0.8%	0.9%
Total	113	123	100.0%	100.0%	100.0%	100.0%

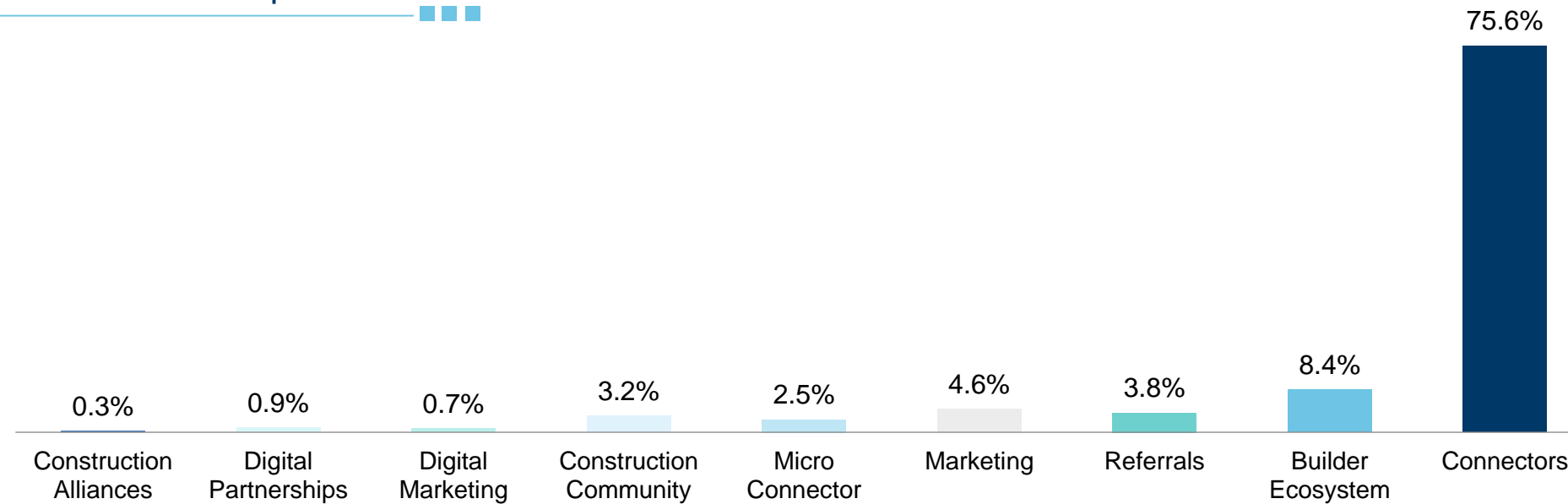
States/UT include states/UT from where we source loans irrespective of physical presence of a branch in those states/UT

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

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

Omni Channel Lead Generation Strategy

Diversified lead generation channels | Q1 FY24

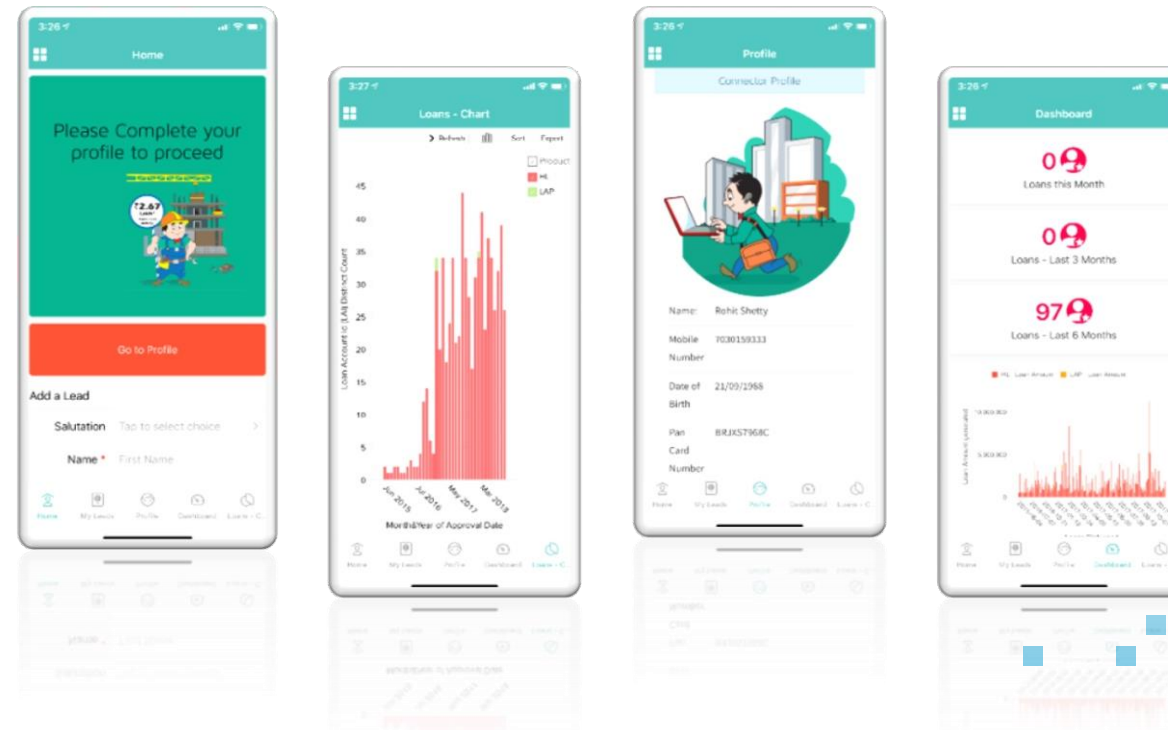


Diversified channels for generating leads such as connectors, builder ecosystem, digital, etc.

100% in-house conversion by HomeFirst RMs.

...effectively managed via connector app

Scan and Download



96.0% 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

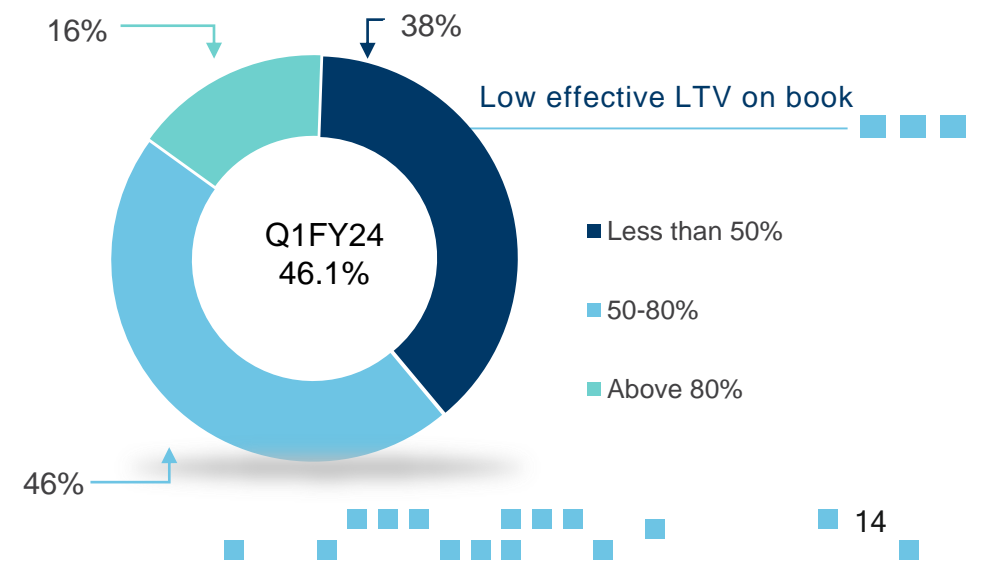
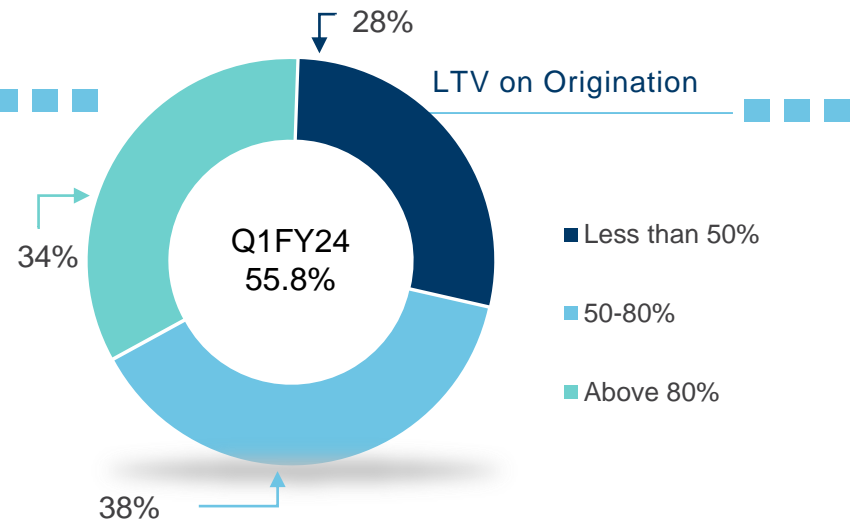
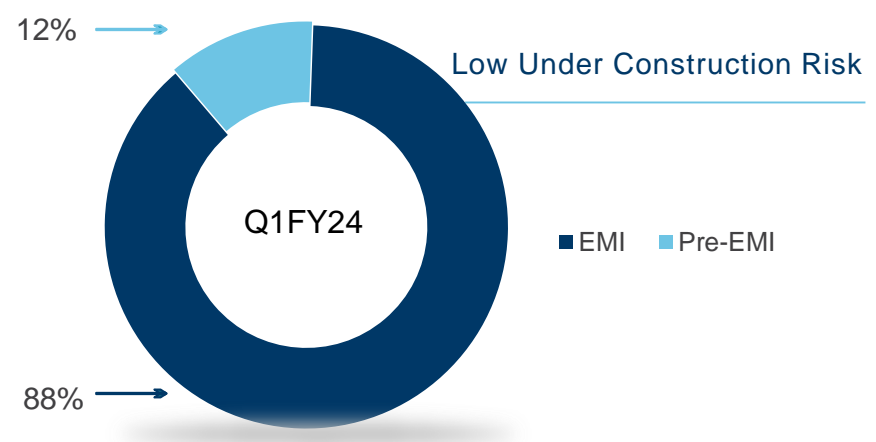
Centralised

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

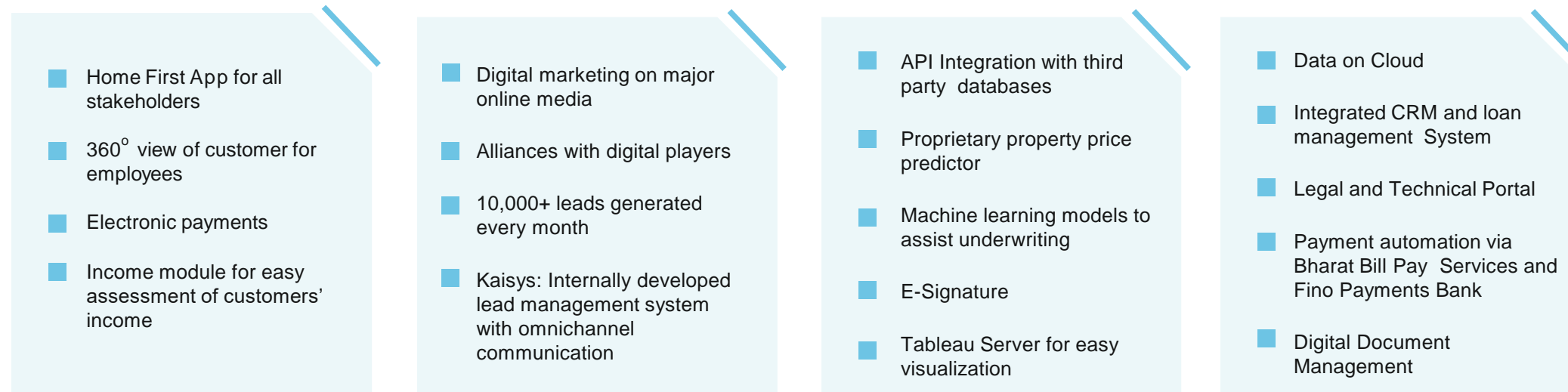
Loans Approved within 48hrs

83%

For Q1FY24



Scalable Operating Model built on Holistic Technology Usage

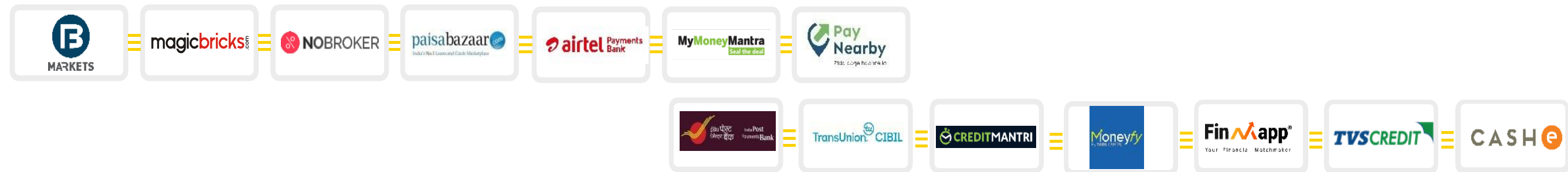


Recent Tech Interventions

- E-NACH
- E- Sign
- E- Vault
- E-Stamp paper
- Instant Soft Approval on App
- Biometric authentication on Customer App
- Kaisys: Internally developed lead management system with omnichannel communication and personalized sales journey, integrated with bureau and third party data sources

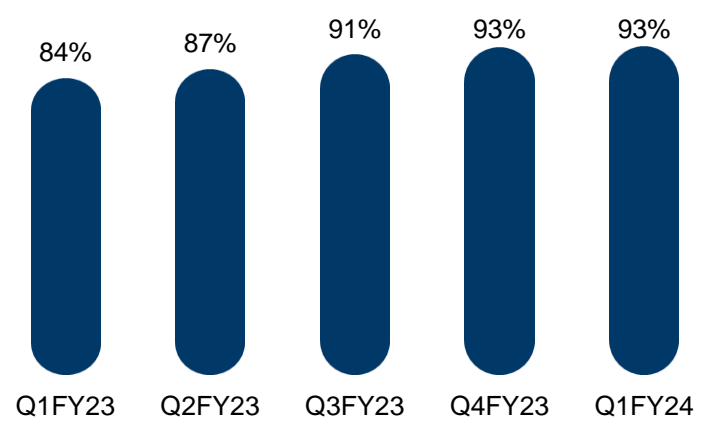
Mobility | Digital Marketing | Data Analytics | Tech - Infra

End - To - End Digital Process For Housing Loans

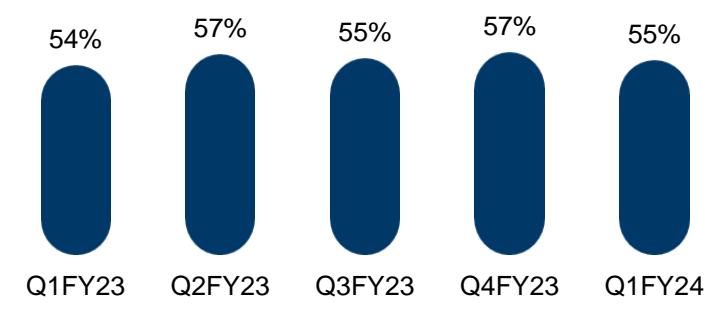


Digital Adoption

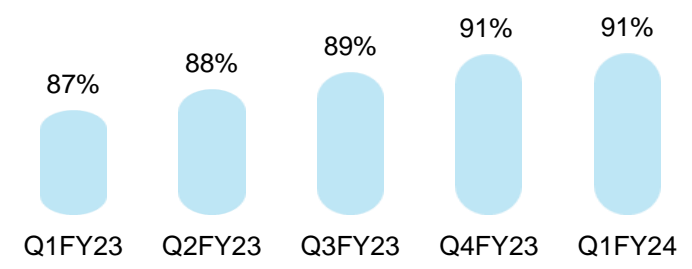
% Customers registered on App



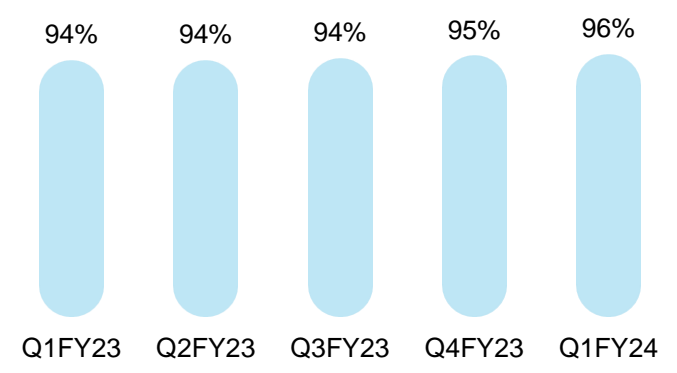
Unique user logins as % of active customers



% of Service Requests raised on App



% Non-cash collections



Customer Rating on Google Playstore

4.1



As of 24 Jul'23

Avg time spent by user on the app per session

1m 46 sec

For Q1FY24

Average payment per user on app

₹36,244

For Q1FY24

No of Payments via Customer App

17,353

For Q1FY24

Source: HomeFirst App Database

Note: Service requests raised are a count of unique requests made by the customers on the app.

ESG at HomeFirst

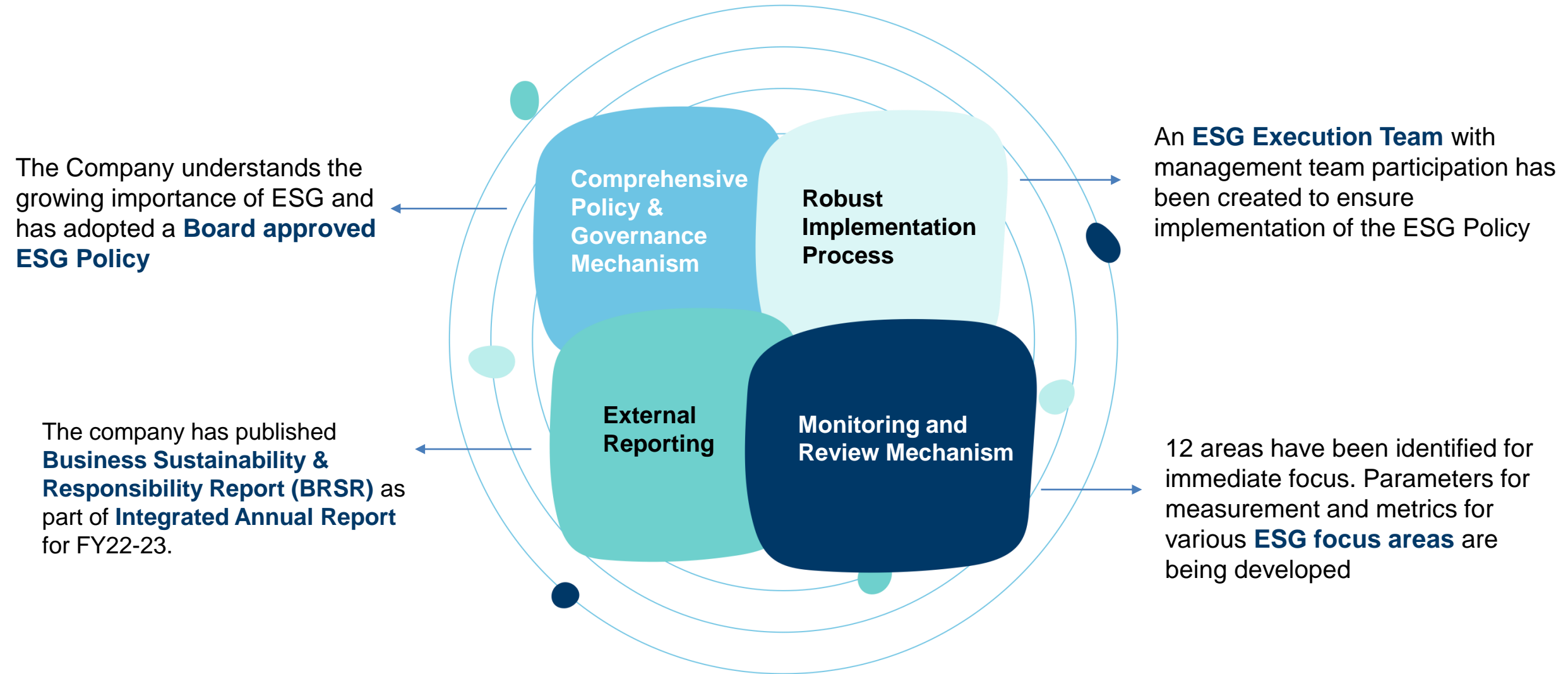
Putting sustainability at core of operations



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 (59% of total in Q1FY24)
- E-Stamping (64% of total in Q1FY24)
- E-NACH mandates (65% of total in Q1FY24)

This results in saving of paper, time and energy.

Mobile apps

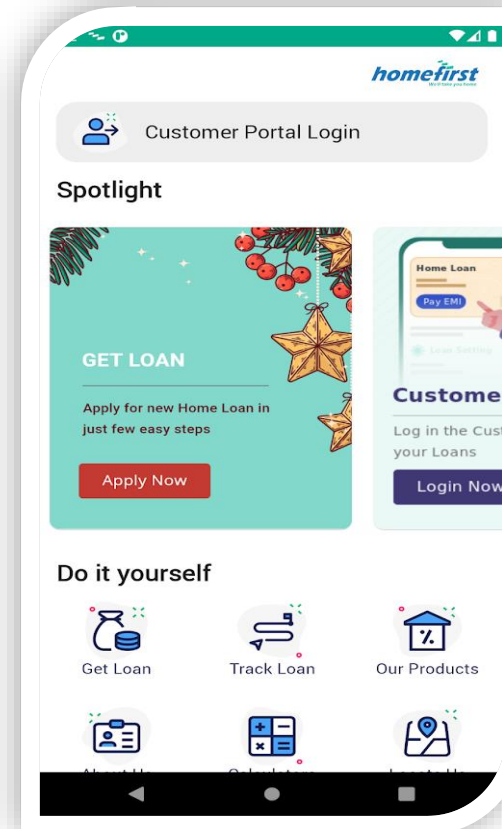
- Provided to customers, employees and connectors.
- This has helped cut down on branch visits, thereby saving time, fuel as well as energy.

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



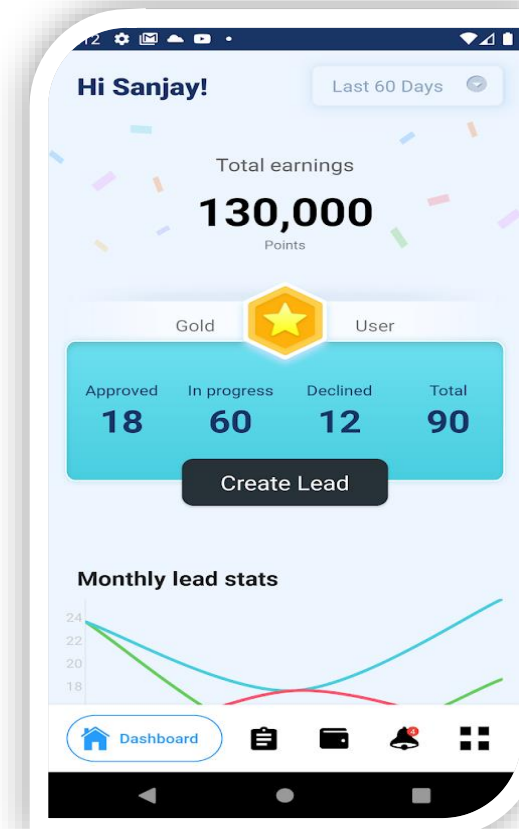
Google rating of Homefirst Customer App

4.1



As of 24 Jul'23

Connector App



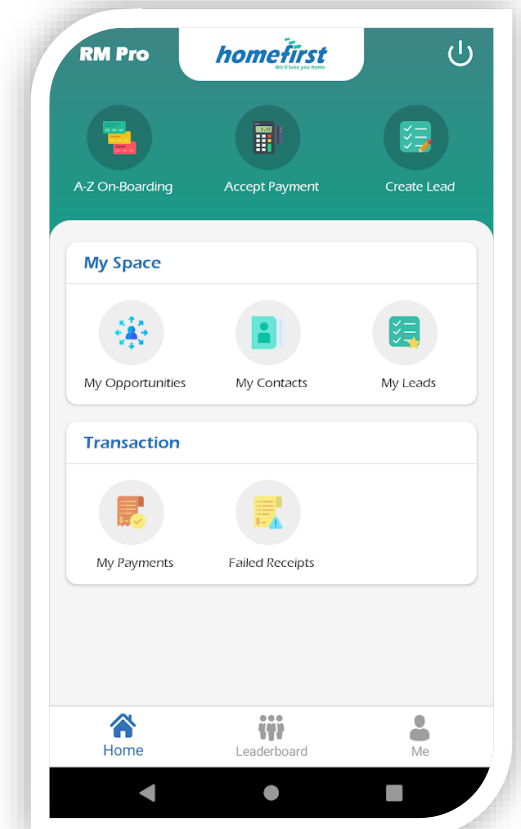
Google rating of Homefirst Connect App

4.7



As of 24 Jul'23

RM Pro App



Google rating of Homefirst RM Pro App

4.8



As of 24 Jul'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 was launched at Narol with a capacity of 1000+ beneficiaries annually for courses such as Tailoring, Beautician, Data Entry, GST with Tally and General Duty Assistant. 250+ beneficiaries have completed the 3-month skilling course from Sashakt Skilling Center; 220+ were awarded certificates by National Skill Development Corporation.

On the occasion of World Environment Day, a workshop on Seedballs was organized in 5 adopted schools in the Narol area. Students made **5000+ seed balls**. The seed ball bombing was done in Polo Forest near Ahmedabad.

Now we have total **2000+ families** enrolled under Sashakt Project

“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 **354 women** shramik card were facilitated across the centres.

06 health camps were organised at the MSSK centre with consultation given to 350 patients including children.

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 Q1FY24, **4675 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

- **26% women overall**
- **52% women at head office**
- **~22% women in senior management**

Employee Ownership

As of 30 Jun'23, **358 employees** are covered under ESOP programs – comprising of **32.4%** of employee base

Human Rights, Health & Safety

Employee Development and Wellbeing: We have conducted programs for Financial, Emotional and Physical wellness (12 sessions for Q1FY24) 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 ~67% of AUM.**
- **Feature rich** mobile apps to provide seamless service and to track **NPS score** as a feedback mechanism. Our NPS score for Q1FY24 is 80.
- **Prepayment facility** provided on the Customer App to “**nudge**” customers towards prudent finance management.
- **93%** of active customers are registered on HomeFirst Customer Portal App. Android Rating is **4.1 (24 Jul’23)**.
- Throughout the duration of PMAY programme, a total of **38,521** customers were assisted with the **PMAY subsidy benefit from NHB**, amounting to cumulative credit of **Rs. 966.7 Cr** to their 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/>

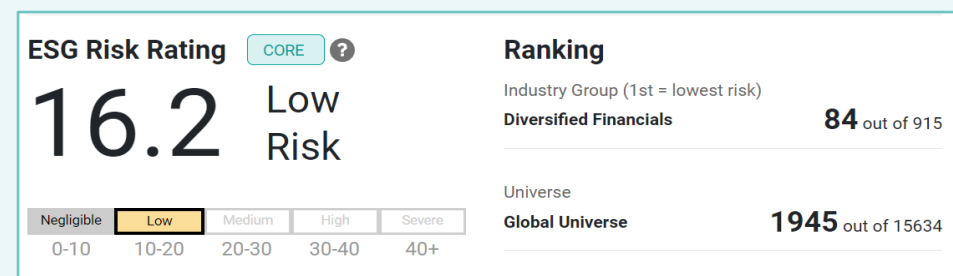
ESG Initiatives

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 67% 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

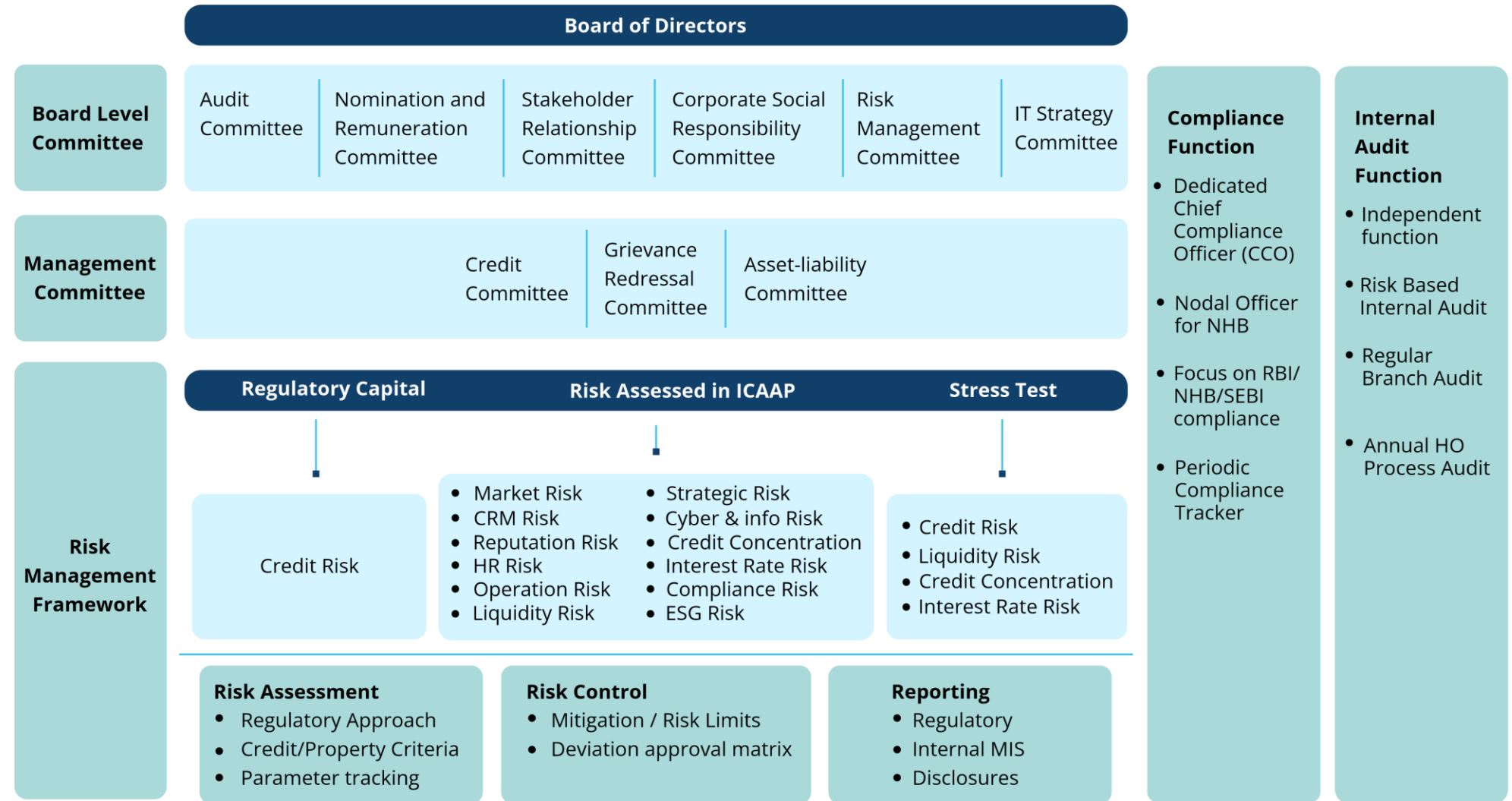
Top-tier Corporate Governance

- 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.**

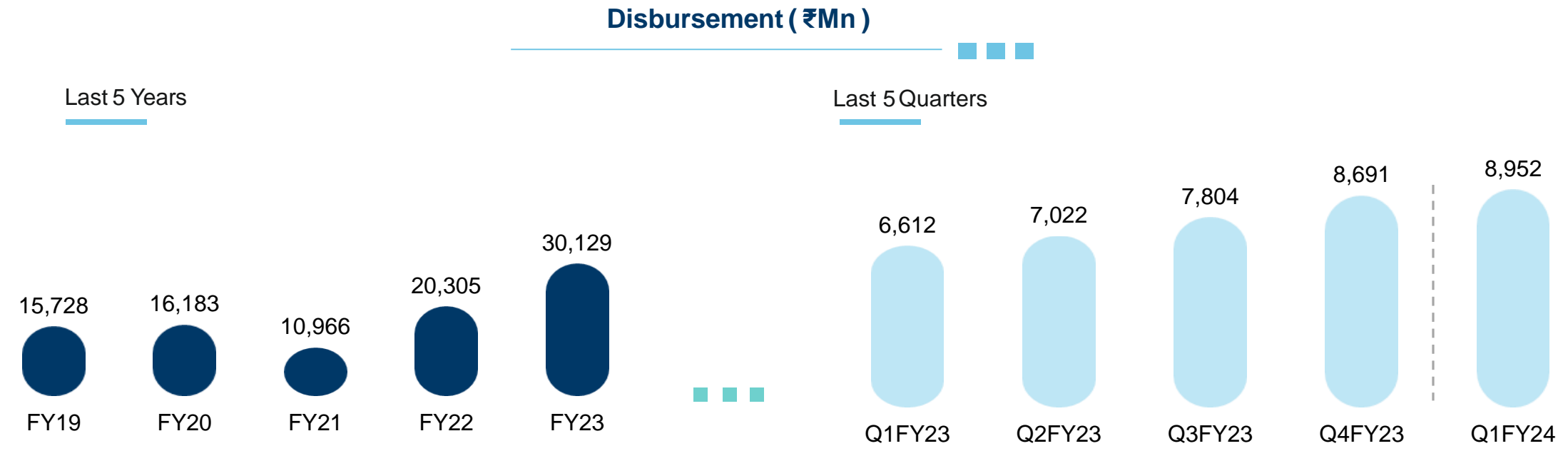
Corporate Governance Structure



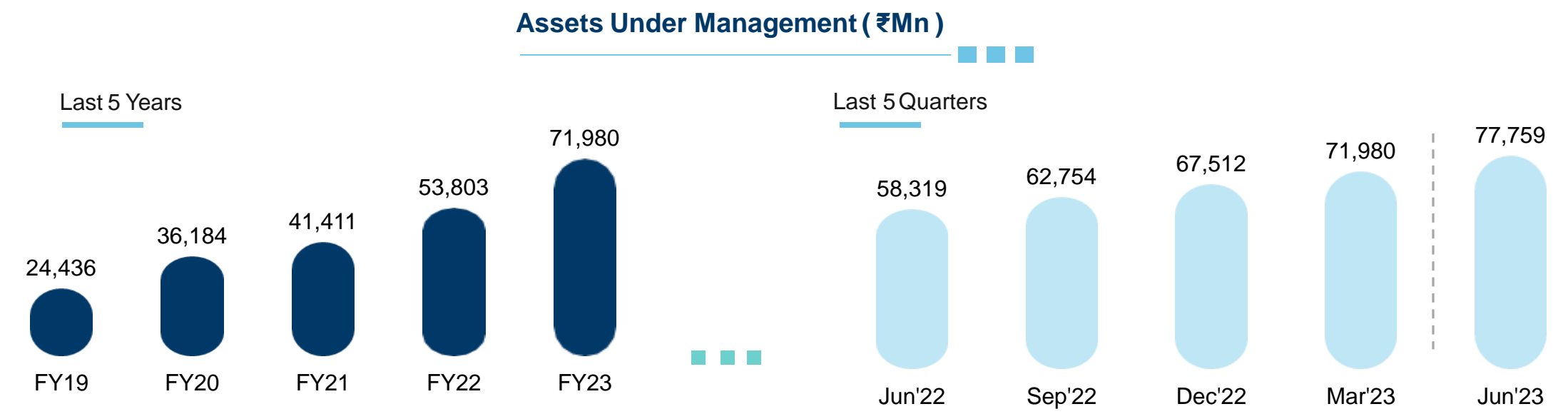
Business Updates



Healthy Growth in Loan Book and Disbursements

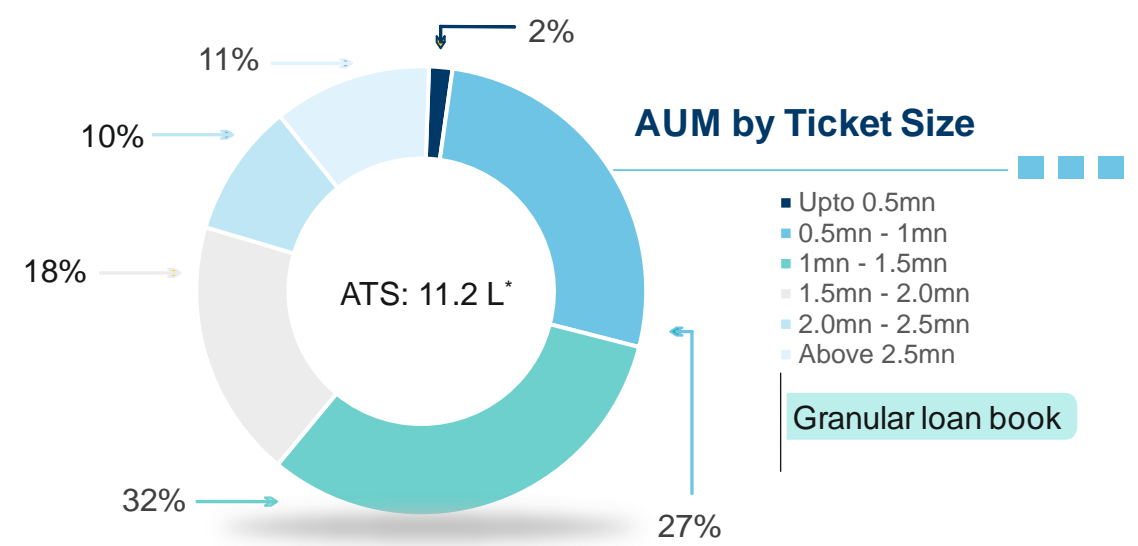
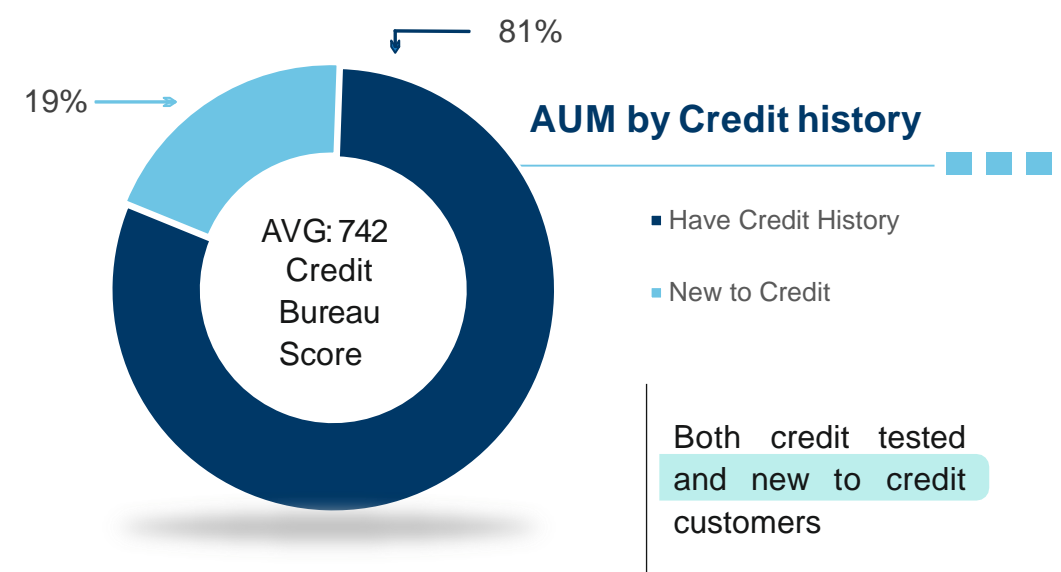
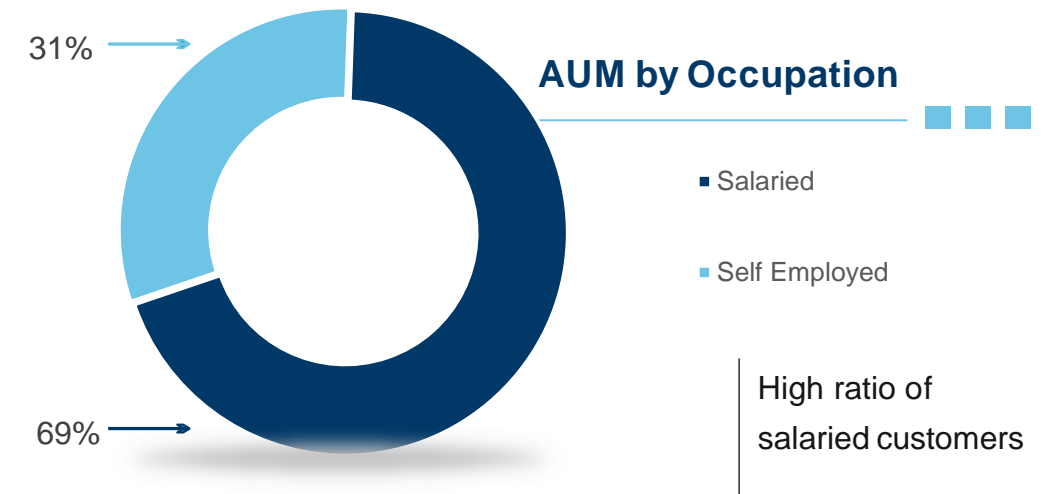
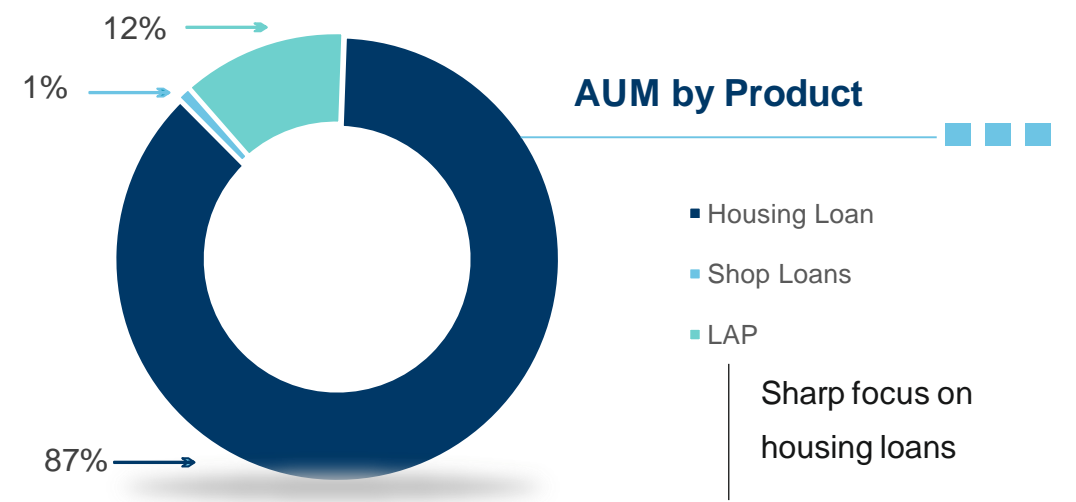


All time high disbursement in the quarter, q-o-q growth of 3.0%



- 33.3% growth y-o-y
- 8.0% growth q-o-q
- 31% CAGR (4 Years FY19-FY23)
- 6.5% BT Out rate for Q1FY24 (annualized)

Consistent Portfolio Matrix | Jun'23



All figures as of Jun'23

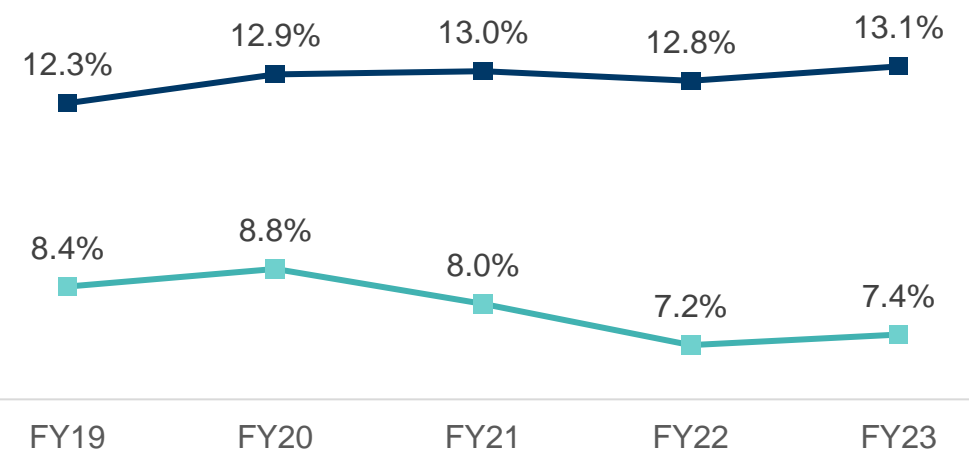
* Loans originated for Co-Lending are excluded while computing ATS

Competitive Spreads

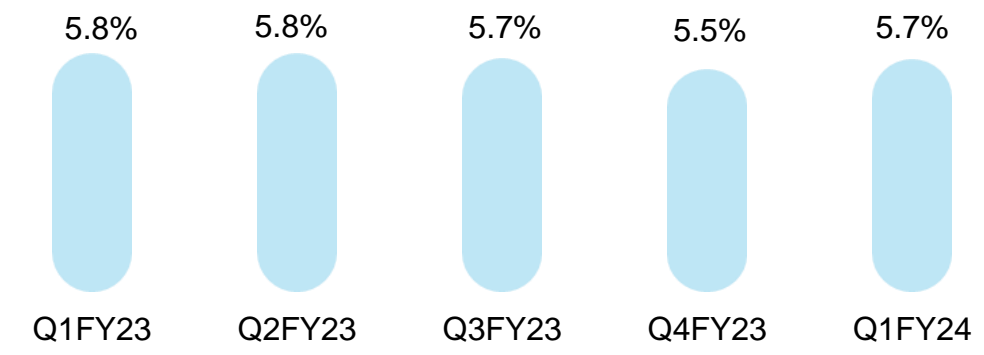
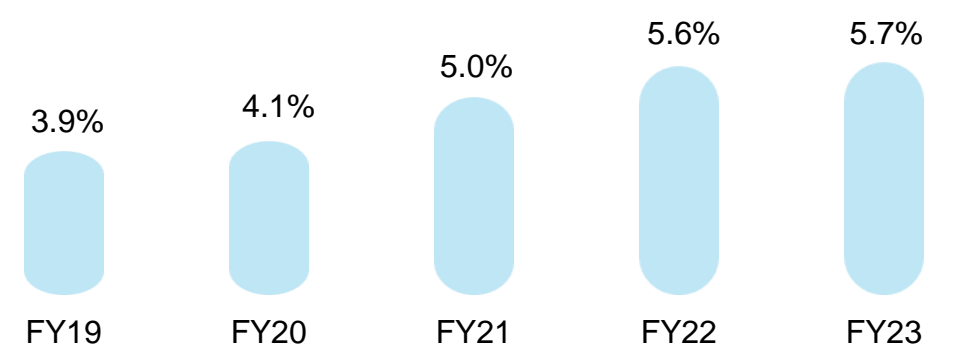
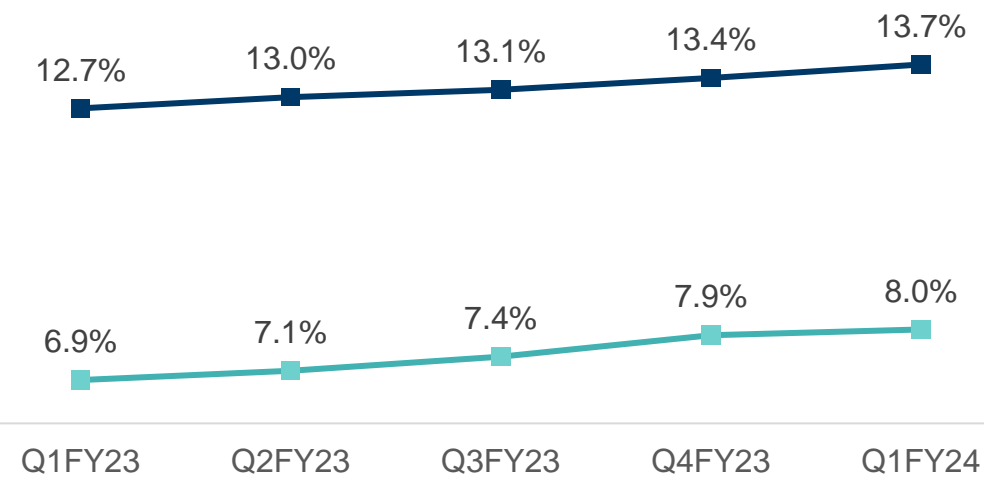
- Portfolio Yield
- COB
- Spread

Net Interest Spread Movement

Last 5 Years



Last 5 Quarters



Repricing schedule
 25bps w.e.f 1st Jul'22
 50bps w.e.f 1st Dec'22
 50bps w.e.f 1st Apr'23

Competitive Cost of Borrowing

Origination yield for Q1FY24 stood at 13.6%*
 Marginal COB for Q1FY24
 Overall : 7.6%
 Ex NHB : 8.8%

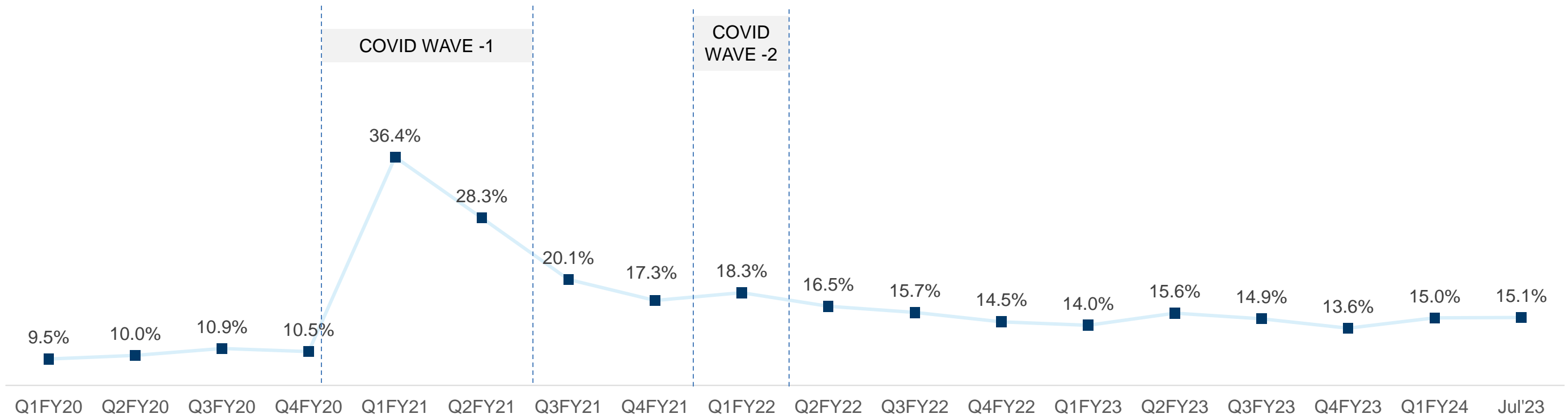
* Loans originated for Co-Lending are excluded while computing Incremental Yield for Q1FY24

Healthy Leading Indicators

Bounce rate : On the day of EMI presentation

■ Bounce rate

Bounce rates are range-bound

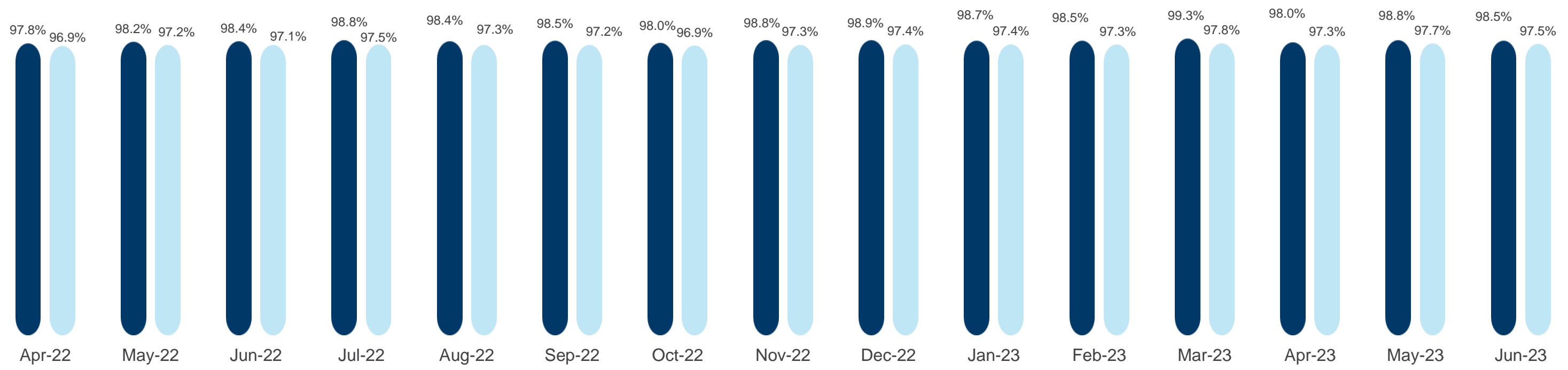


Healthy Leading Indicators

Collection Efficiency

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

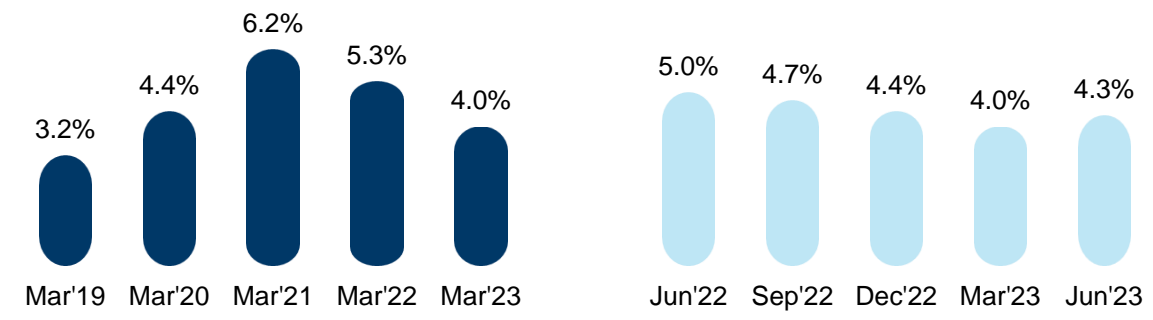
Collection efficiency at normal levels



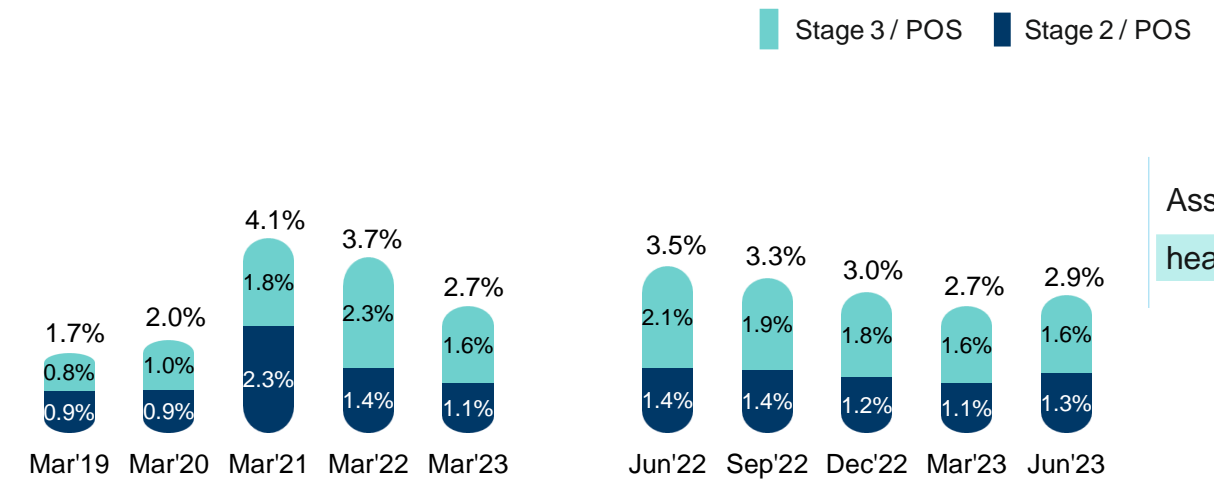
Note: (1) Collection Efficiency = Total # of EMIs received in the month (including arrears of previous months) / Total # of loan accounts whose EMIs are due in the month
 (2) Unique customers = # of customers who made at least one payment in the month / Total # of Customers whose EMIs are due in the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

Sound Credit Indicators

DPD 1+ / POS

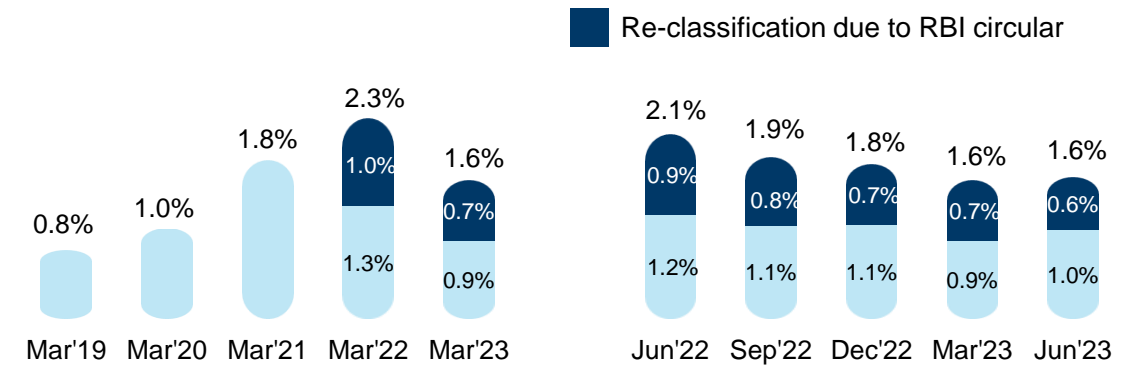


DPD 30+ / POS %

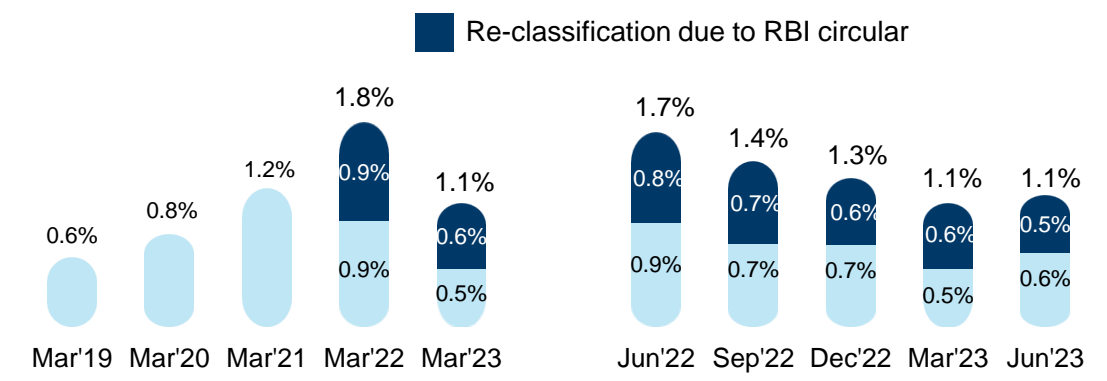


Asset quality at healthy levels

Gross Stage 3 / POS (GNPA) %



Net Stage 3 / Net POS (NNPA) %

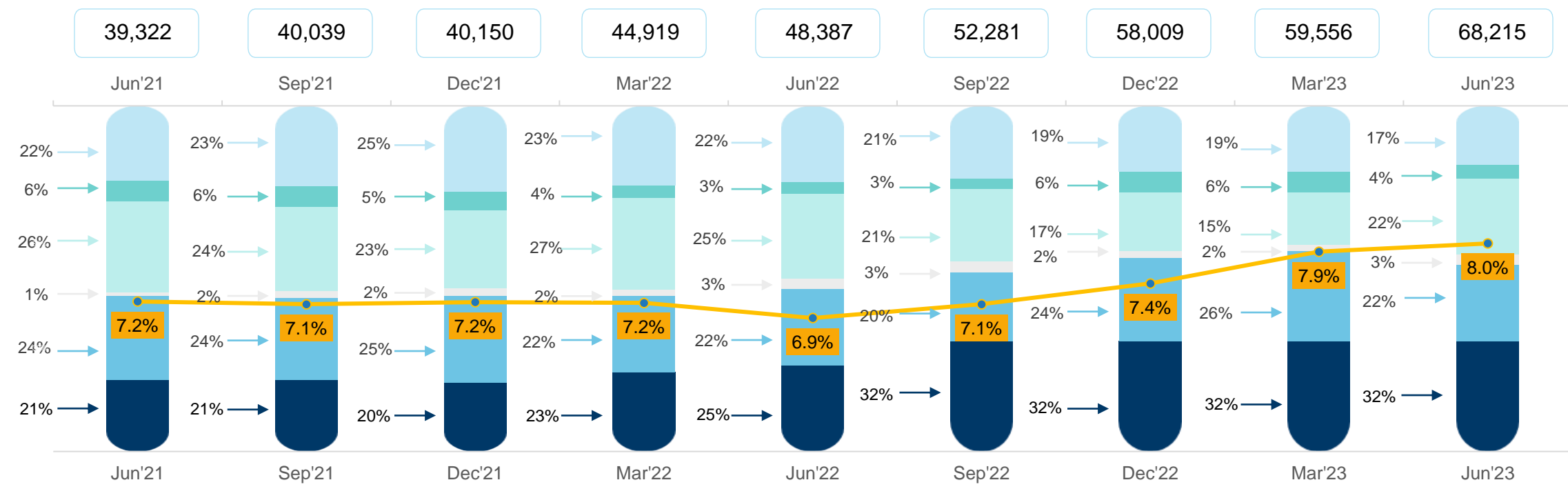


Pursuant to the RBI circular dated 12 Nov 2021 - "Prudential norms on Income Recognition, Asset Classification and Provisioning (IRACP) pertaining to Advances - Clarifications", the Company has aligned its definition of default and taken steps to comply with the norms/ changes for regulatory reporting, as applicable. Such alignment has resulted in classification of loans amounting to ₹399.55 millions as Gross Stage 3 (GNPA) as at Jun'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) ⁽¹⁾

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			

Validation by NHB - Single largest lender with ₹ 14,775.6 Mn outstanding 20+ lines
 ₹ 2,800 Mn NCD investment by IFC – a step towards sustainability and green financing

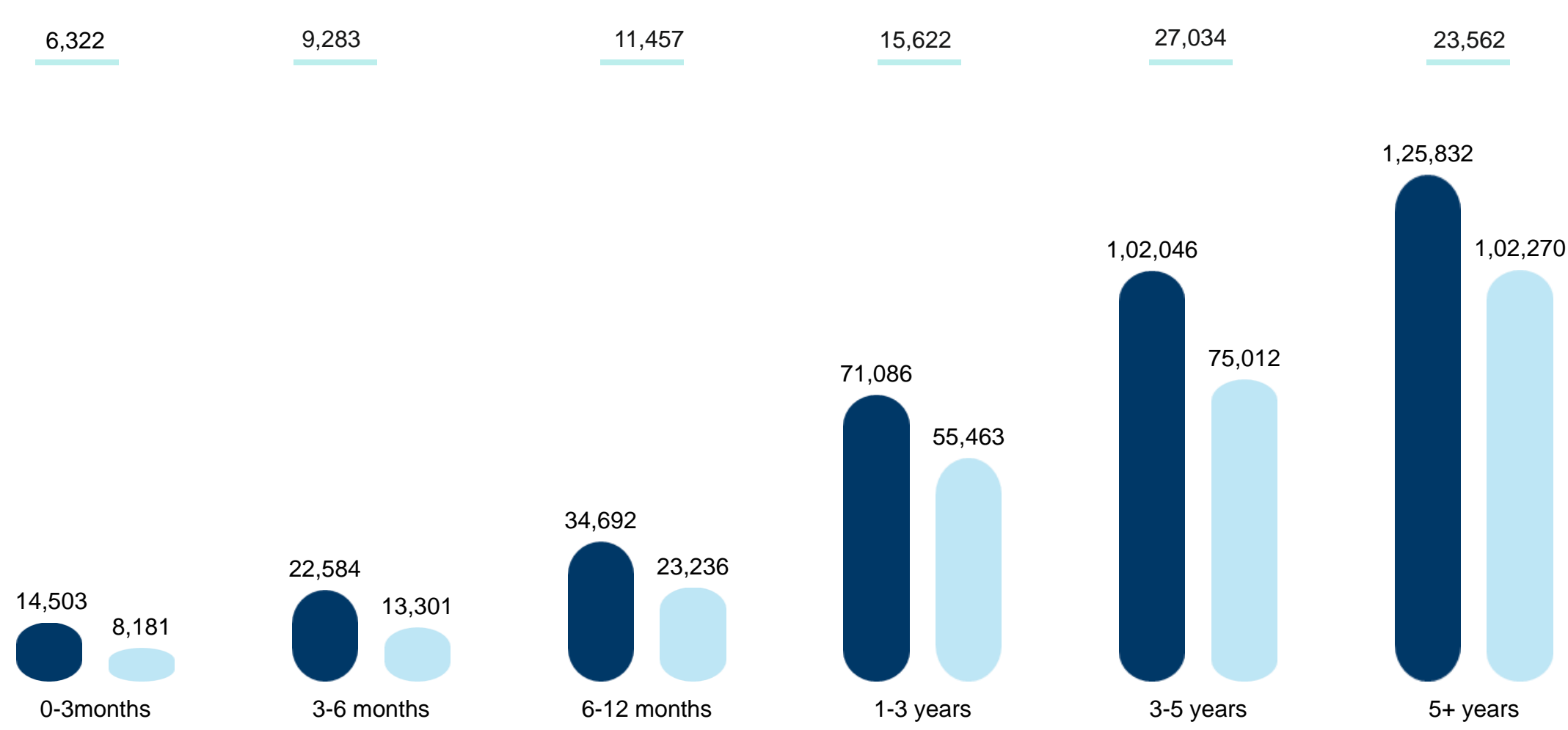
Diversified banking relationships with 26 lending partners

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

ALM Position as of Jun'23 - Cumulative

Inflow Outflow

Surplus (₹Mn)



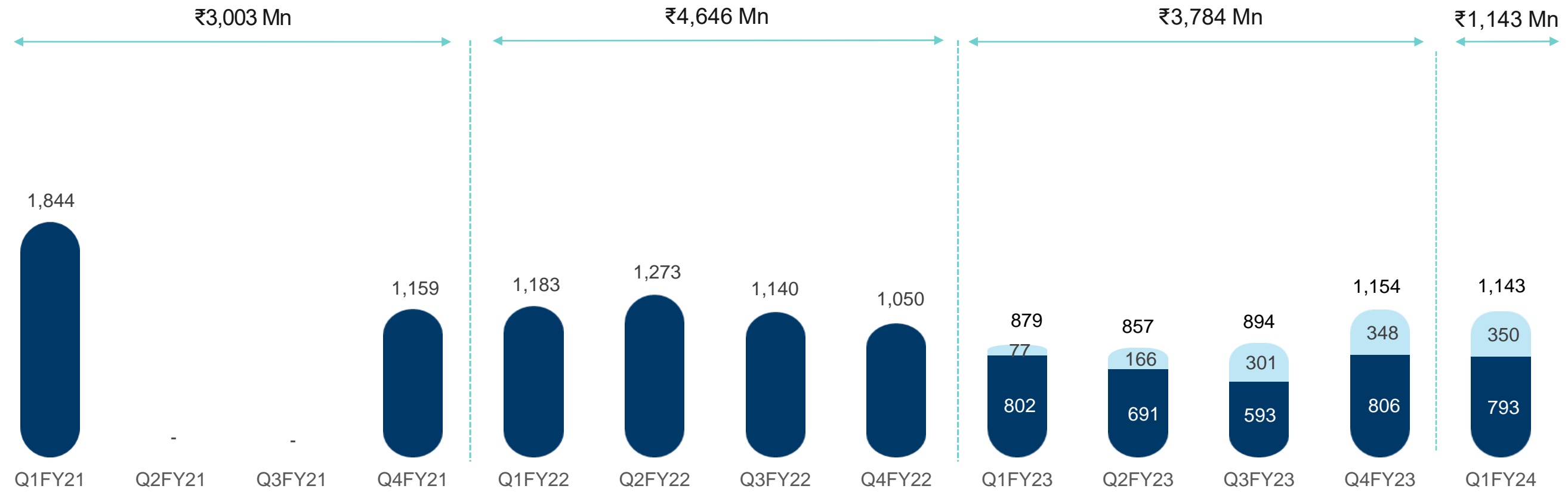
Robust ALM profile ensuring sufficient liquidity buffers

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

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

Added **State Bank of India** and **Bank of Baroda** as our DA partners

Strong Liquidity Position

Liquidity Buffer as on Jun'23 (in ₹Mn)

Unencumbered Cash and Cash equivalent	8,622
Un-availed Sanction from NHB	-
Un-availed Sanction from Banks	12,295
Total	20,917

Particulars (in ₹Mn)	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Opening Liquidity	20,917	21,708	22,312	22,635
Add: Principal Collections & Surplus Operations	4,799	4,782	4,718	4,640
Less: Debt Repayments	4,008	4,178	4,395	4,883
Closing Liquidity	21,708	22,312	22,635	22,392

Data as per IGAAP

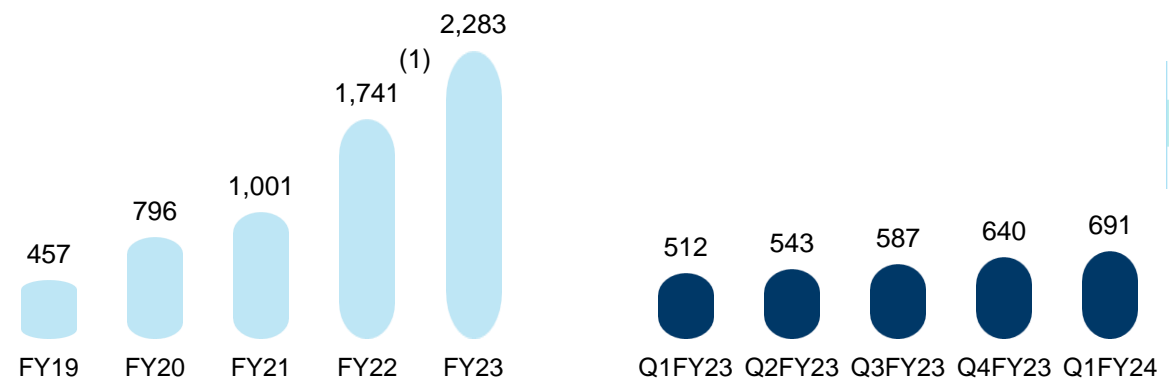
₹ 12,472 million

Liquidity raised during Q1FY24

Financial Updates

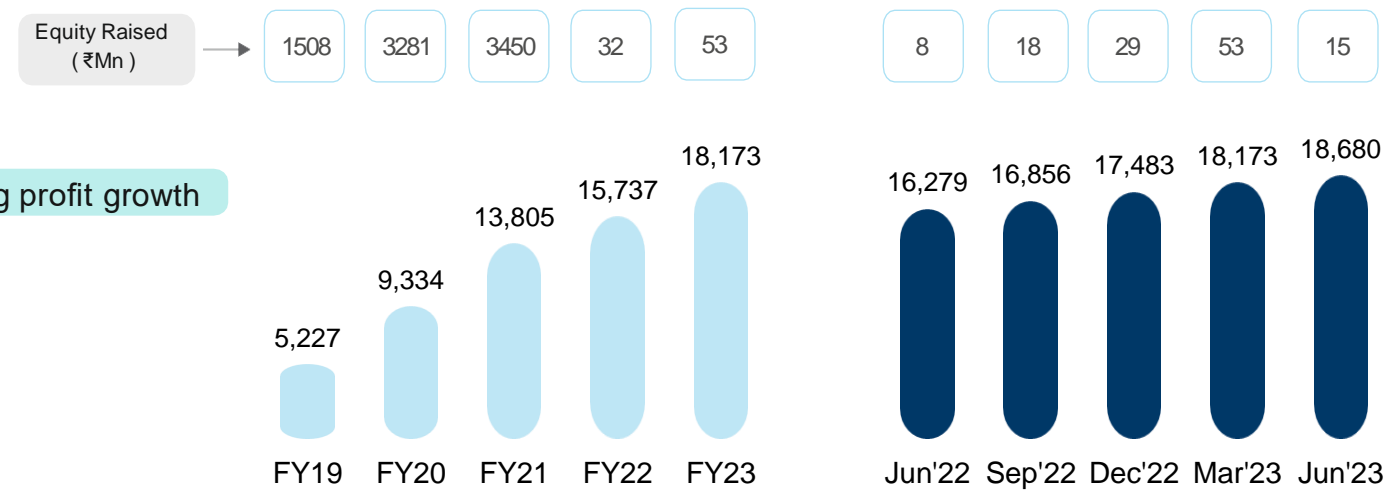
Financial Highlights

Profit After Tax (₹Mn)



Strong profit growth

Net worth (₹Mn)

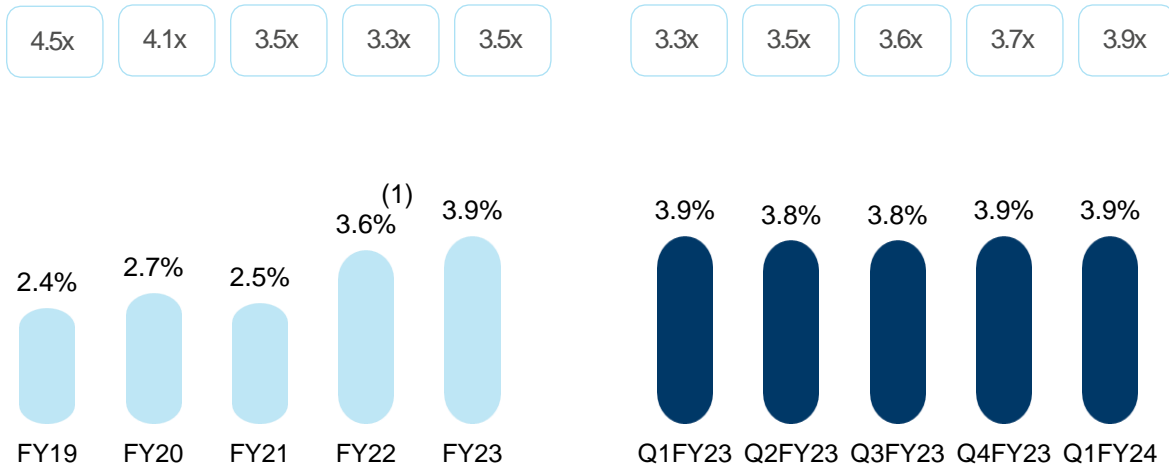


Robust NW to support growth

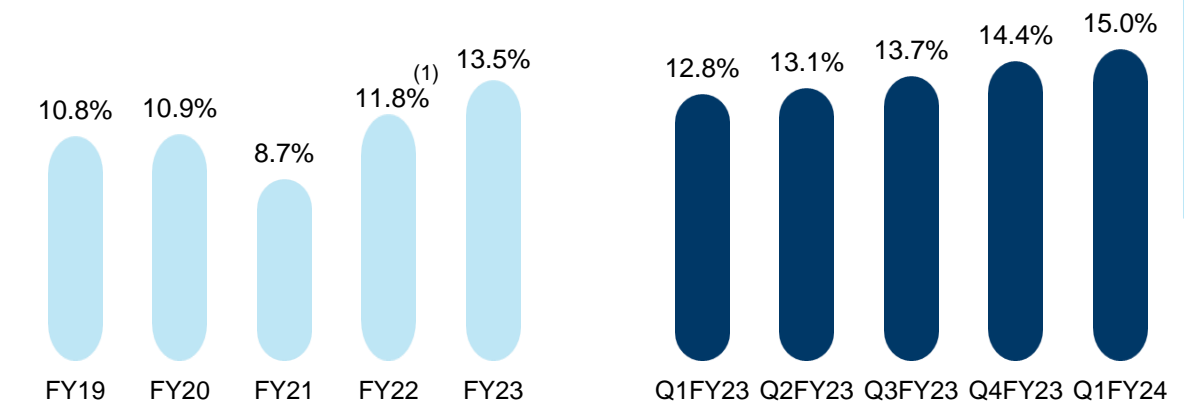
Equity Raised (₹Mn)



Return on Average Assets



Return on Average Equity



ROE touched milestone of 15.0% during Q1FY24

Note: Fiscal year ending 31st 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
For period ended Jun'23					
Loans – Principal Outstanding	63,875.0	841.7	1077.3		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%
For period ended Mar'23					
Loans – Principal Outstanding	58,890.8	656.5	973.9		60,521.2
ECL Provision	164.4	69.1	330.7	15.1	579.3
Net Loans – Principal Outstanding	58,726.4	587.4	643.2		59,941.9
ECL Provision %	0.3%	10.5%	34.0%		1.0%
For period ended Jun'22					
Loans – Principal Outstanding	46,000.9	656.8	1,020.0		47,677.7
ECL Provision	150.1	76.5	228.8	11.6	467.0
Net Loans – Principal Outstanding	45,850.8	580.3	791.2		47,210.7
ECL Provision %	0.3%	11.6%	22.4%		1.0%

Total Provision Coverage Ratio		
Jun'23	57.1%	(90.8% Pre-RBI circular)
Mar'23	59.5%	(104.8% Pre-RBI circular)
Jun'22	45.8%	(81.0% 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 ₹399.55 millions as non-performing assets (Stage 3) as at 30 Jun 2023 in accordance with regulatory requirements.

Annexures



Quarterly and Annual Profit and Loss Statement

Particulars (in ₹Mn)	Q1FY24	Q4FY23	Q1FY23	QoQ	YoY
Interest Income on term loans	2,166.2	1,937.2	1,449.0	11.8%	49.4%
Net gain on DA	125.7	112.0	99.0		
Income other than interest income on term loans ⁽¹⁾	306.2	263.8	144.5		
Total Income	2,598.1	2,313.0	1,693.4	12.3%	53.4%
Interest expense	1,064.9	925.9	604.6		
Net Interest Income	1,101.3	1,011.3	845.3	8.9%	30.3%
Net Total Income	1,533.1	1,387.1	1,088.8	10.5%	40.8%
Operating Expenses ⁽²⁾	556.0	477.5	389.7		
PPOP	977.2	909.6	699.1	7.4%	39.8%
Credit Cost	76.9	69.6	36.1		
Profit before tax	900.3	840.0	663.0	7.2%	35.8%
Tax expense	209.1	199.7	150.5		
One-time tax adjustment					
Profit after tax	691.2	640.3	512.5		
Adjusted PAT⁽³⁾	691.2	640.3	512.5	8.0%	34.9%
Basic EPS	7.8	7.3	5.8		
Diluted EPS	7.6	7.1	5.7		

FY23	FY22	YoY
6,825.0	4,770.5	43.1%
380.4	678.4	
750.6	508.2	
7,956.0	5,957.1	33.6%
3,032.6	2,148.2	41.2%
3,792.4	2,622.3	44.6%
4,923.4	3,808.9	29.3%
1,756.0	1,295.7	
3,167.4	2,513.2	26.0%
215.2	250.2	
2,952.2	2,263.0	30.5%
669.3	522.1	
	(120.1)	
2,282.9	1,861.0	
2,282.9	1,740.8	31.1%
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	Q1FY24	Q4FY23	Q1FY23	FY23	FY22
Interest Income on term loans / Average total assets	12.1%	11.7%	10.9%	11.5%	9.9%
Net Gain on DA / Average total Assets	0.7%	0.7%	0.8%	0.6%	1.4%
Income other than interest income on term loans/ Average total assets	1.7%	1.6%	1.1%	1.3%	1.1%
Total Income / Average total assets	14.5%	14.0%	12.8%	13.4%	12.4%
Interest on borrowings and debt securities / Average total assets	6.0%	5.6%	4.6%	5.1%	4.5%
Net Interest Margin	6.1%	6.1%	6.4%	6.4%	5.4%
Net Total Income / Average total assets	8.5%	8.4%	8.2%	8.3%	7.9%
Operating Expenses / Average total assets	3.1%	2.9%	2.9%	3.0%	2.7%
PPOP/ Average total assets	5.4%	5.5%	5.3%	5.3%	5.2%
Credit Cost / Average total assets	0.4%	0.4%	0.3%	0.3%	0.5%
Profit before tax / Average total assets	5.0%	5.1%	5.0%	5.0%	4.7%
Tax expense / Average total assets	1.1%	1.2%	1.1%	1.1%	1.1%
One-time tax adjustment/ Average total assets					(0.2%)
Profit after tax on average total assets	3.9%	3.9%	3.9%	3.9%	3.9%
Adjusted PAT on average total assets (ROA)⁽¹⁾	3.9%	3.9%	3.9%	3.9%	3.6%
Leverage (Average total assets / average Equity or average Net worth)	3.9	3.7	3.3	3.5	3.3
Profit after tax on average equity or average Net worth (ROE)⁽¹⁾	15.0%	14.4%	12.8%	13.5%	11.8%
Average interest earning assets as % of average total assets	88.1%	88.1%	85.9%	87.8%	80.2%
Average interest bearing liabilities as % of average total assets	72.8%	71.6%	68.3%	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	Q1FY24	Q4FY23	Q1FY23	FY23	FY22
Profit after tax on average total assets (ROA)	3.9%	3.9%	3.9%	3.9%	3.6% ⁽¹⁾
Leverage (Average total assets / average Equity or average Net worth)	3.9	3.7	3.3	3.5	3.3
Profit after tax on average equity or average Net worth (ROE)	15.0%	14.4%	12.8%	13.5%	11.8% ⁽¹⁾
Cost to Income Ratio (Operating Expenses / Net Total Income)	36.3%	34.4%	35.8%	35.7%	34.0%
Operating Expenses / Average total assets	3.1%	2.9%	2.9%	3.0%	2.7%
Debt to equity ratio	3.0	2.6	2.3	2.6	2.2
CRAR (%)	46.0%	49.4%	52.3%	49.4%	58.6%
CRAR - Tier I Capital	45.5%	48.9%	51.8%	48.9%	58.0%
CRAR - Tier II Capital	0.5%	0.5%	0.5%	0.5%	0.6%
Book Value Per Share	212.0	206.5	185.7	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)	Jun'23	FY23	FY22
ASSETS			
Cash & cash equivalents and Other bank balance	5,437.2	2,984.1	6,678.5
Loans	65,194.3	59,957.0	43,048.7
Investments	3,656.8	2,808.0	0.0
Other financial assets	1,325.2	1,241.0	1,164.8
Property, plant and Equipment*	257.0	253.5	200.0
Deferred Tax Assets (Net)	22.2	28.3	0.0
Non-financial assets other than PPE	165.5	98.4	76.7
TOTAL ASSETS	76,058.2	67,370.3	51,168.7
LIABILITIES & EQUITY			
Payables	114.3	149.1	62.0
Debt Securities	2,771.1	3,469.5	1,687.8
Borrowings	53,492.6	44,665.2	32,979.9
Other financial liabilities	778.1	754.5	569.1
Provisions	74.4	59.6	45.4
Deferred Tax Liabilities (Net)	0.0	0.0	17.4
Other non-financial liabilities	148.0	99.0	70.2
Equity	18,679.7	18,173.4	15,736.9
TOTAL LIABILITIES & EQUITY	76,058.2	67,370.3	51,168.7

* Including right to use assets.

Consistent Financial Performance over the years

Particulars (in ₹Mn)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	CAGR %
Operational Information								
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	
Financial Information								
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	
Net Interest Income	319	627	1,040	1,513	1,895	2,622	3,792	
Operating Expenses ⁽¹⁾	262	424	735	1,046	1,064	1,296	1,756	
Credit Cost	17	29	73	165	322	250	215	
Profit before tax	104	243	653	1,073	1,340	2,263	2,952	
Adjusted PAT⁽²⁾	67	160	457	796	1,001	1,741	2,283	80.2%
Net Worth	3,064	3,252	5,227	9,334	13,805	15,737	18,173	
Ratios								
Cost to Income	68.4%	61.0%	50.3%	45.8%	39.0%	34.0%	35.7%	
Return on Total Assets ⁽²⁾	0.8%	1.4%	2.4%	2.7%	2.5%	3.6%	3.9%	
Return on Equity ⁽²⁾	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

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

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