



# Tech in Mind Service at Heart

*Smart Loans for Affordable Homes!*



Investor Presentation – Q2 FY22

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■ y-o-y ■ q-o-q

## Executive Summary | Q2FY22

### Assets Under Management (AUM)

₹46,170 Mn

+23.8%

+7.5%

### Disbursement

₹5,152 Mn

+111.9%

+69.1%

### Gross Stage 3 / POS

1.7%

+80 bps

-20 bps

### Spread \*

5.6%

+80 bps

+10 bps

### Cost to Income

35.2%

-870 bps

+330 bps

### Opex to Assets

2.8%

+30 bps

+30 bps

### PPOP

₹596 Mn

+102.0%

-1.7%

### Profit After Tax (PAT)

₹449<sup>#</sup> Mn

+213.0%

+27.8%

### Return On Assets (ROA)

3.9%

+240 bps

+80 bps

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

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



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

## HomeFirst – Who we are



72  
Branches

13  
States/UT

81  
Districts

161  
Touchpoints

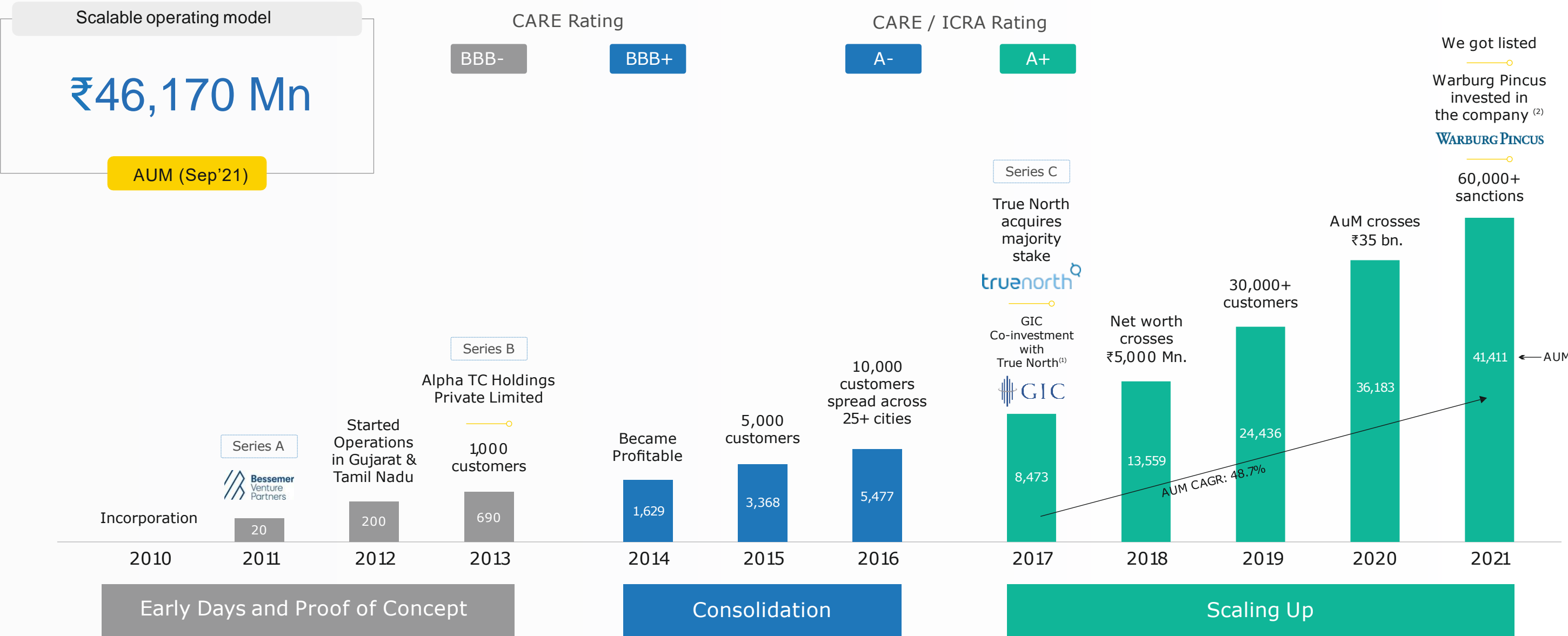
54,903  
Active customer  
accounts

74% salaried  
Occupation Mix of  
AUM (Q2FY22)

₹14,004 Mn  
Liquidity Buffer as on Sep'21

806  
Number of  
employees  
(Q2FY22)

Our Journey



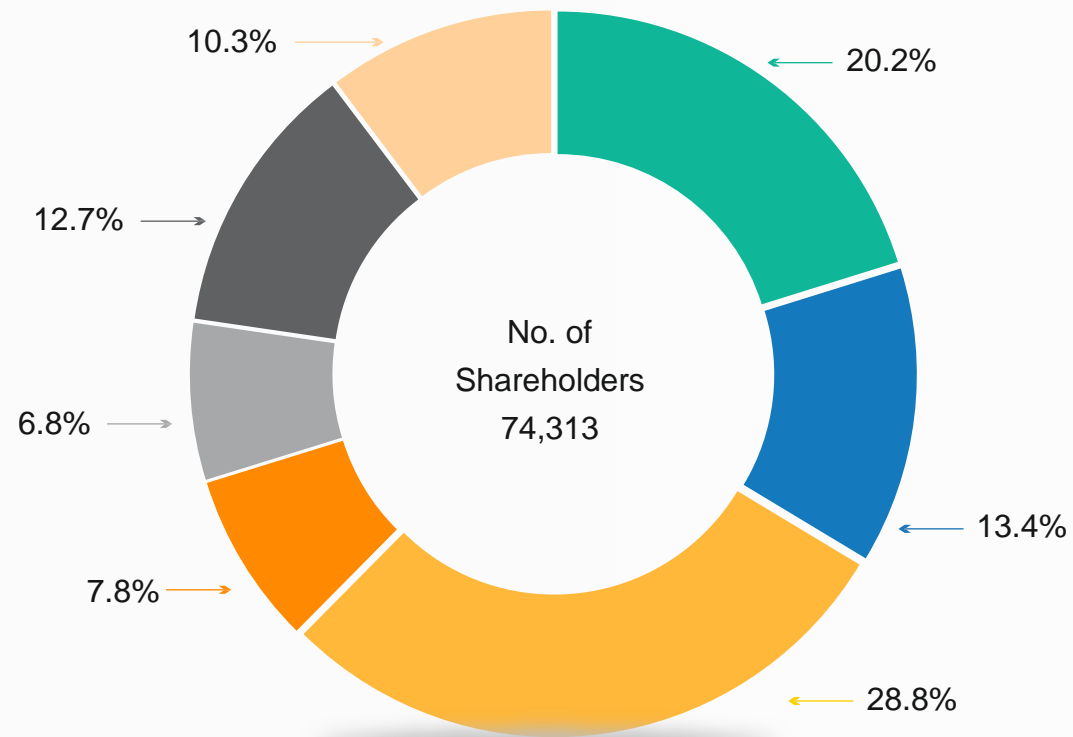
Note: AUM in INR Million

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

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



## Share Holding as on 15 Oct'21



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

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

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

\* Holding through various schemes and funds

## Distinguished Board of Directors

Chairman  
&  
Independent Director



**Deepak Satwalekar**  
*Ex MD, CEO - HDFC Life*

Independent Directors



**Geeta Goel**  
*Country Director -  
Dell Foundation*

Michael and  
Susan Dell  
Foundation



**Anuj Srivastava**  
*CEO - Livspace*



**Divya Sehgal**  
*Partner – True North*



**Maninder Singh Juneja**  
*Partner – True North*



**Rajagopalan Santhanam**  
*MD – True North*



Nominee Directors



**Narendra Ostawal**  
*MD – Warburg Pincus*



**Vishal Gupta**  
*MD – Bessemer India*



Executive Director



**Manoj Viswanathan**  
*MD & CEO - HomeFirst*



\*Subject to shareholders approval



## Experienced Management Team



**Manoj Viswanathan**

*MD & CEO*

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



**Ajay Khetan**

*Chief Business Officer*

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



**Gaurav Mohta**

*Chief Marketing Officer*

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



**Vilasini Subramaniam**

*Head – Strategic Alliances*

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



**Nutan Gaba Patwari**

*Chief Financial Officer*

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



**Ramakrishna Vyamajala**

*Chief Human Resources Officer*

15+ years in HR operations at IDFC Bank and Vedanta



**Abhijeet Jamkhindikar**

*Business Head- Maharashtra*

19+ Years in Project & Developer Financing at HDFC Ltd



**Arunchandra Jupalli**

*Business Head - South*

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



**Dharmvir Singh**

*Chief Technology Officer*

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



**Ashishkumar Darji**

*Chief Risk Officer*

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



## Meet our customers

### Formal Salaried

Customer 1

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



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

74%  
Salaried

### Informal Salaried

Customer 2

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



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

26%  
Self employed

### Self Employed

Customer 3

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



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

- 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.

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

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

Data for the period Q2FY22

## Our unique value proposition to our customers

### Who are our customers...

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

### What do our customers need

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

### What challenges do they face

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

NPS

83

For Q2 FY22

### Our Value Proposition

#### Access

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

#### Speed

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

#### Transparency

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

#### Service

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

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

● 0 - 4   ● 4-7   ● 7 - 15

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

● Existing branches - 72

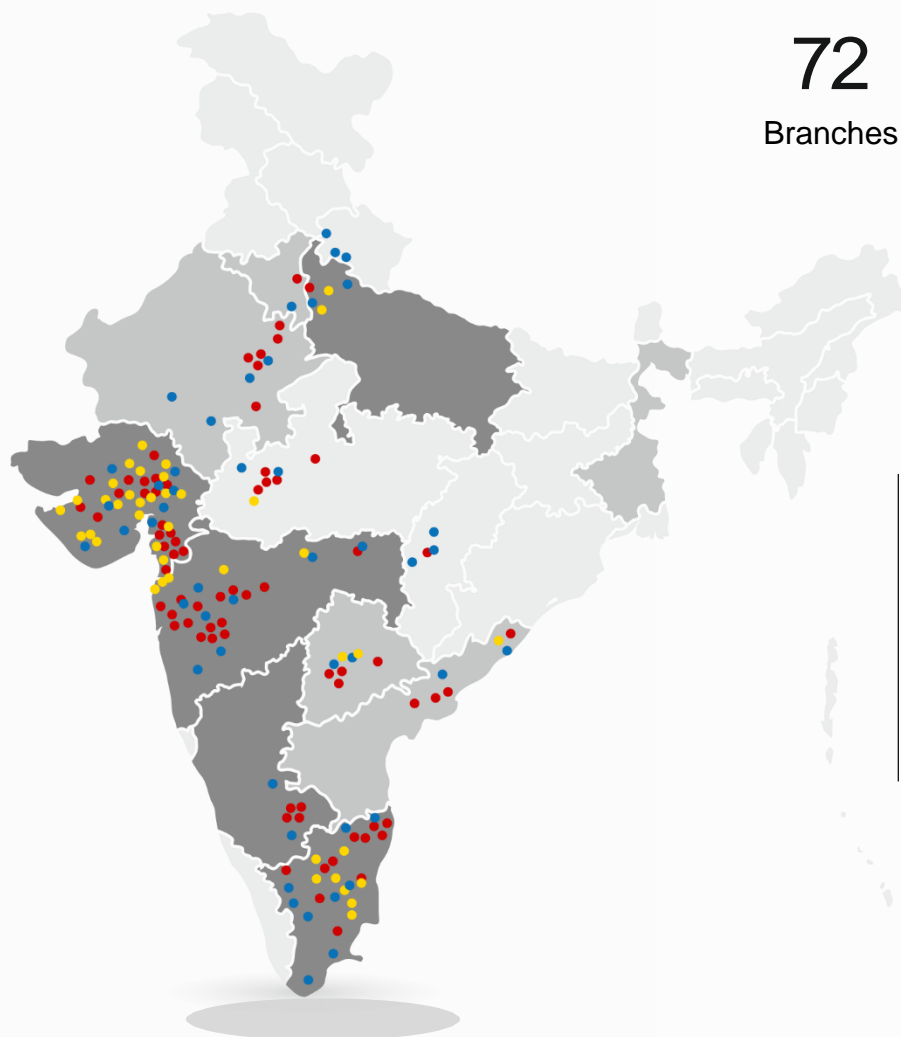
● New branch locations - 47

● Digital branches - 42

Pan India Distribution driven by strategic market selection & contiguous expansion

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

Geographic Expansion



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

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

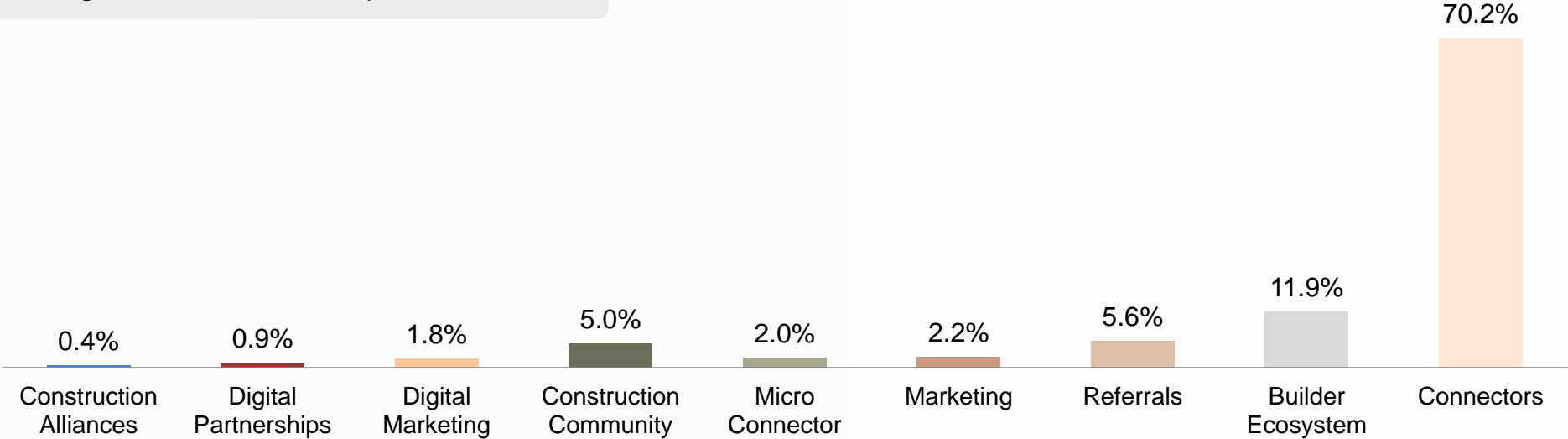
Note: Source for Contribution of states to India's GDP: NSO, MOSPI

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

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

Omni channel lead generation driving sourcing

Diversified lead generation channels | Q2 FY22

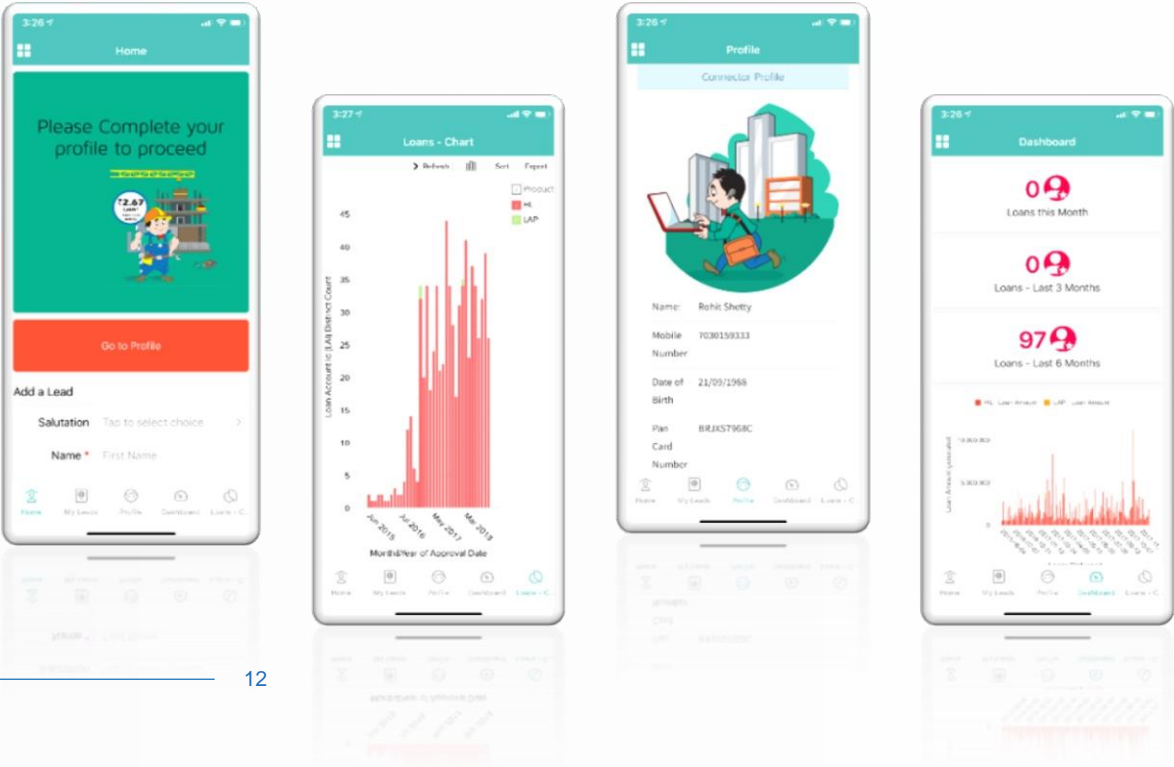


Diversified channels for generating leads such as connectors, builder ecosystem, digital, etc.

100% in-house conversion by HomeFirst RMs.

...effectively managed via connector app

Scan and Download



94.5% connectors registered on the Connector App



Risk Management Design

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



Tech-Led

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



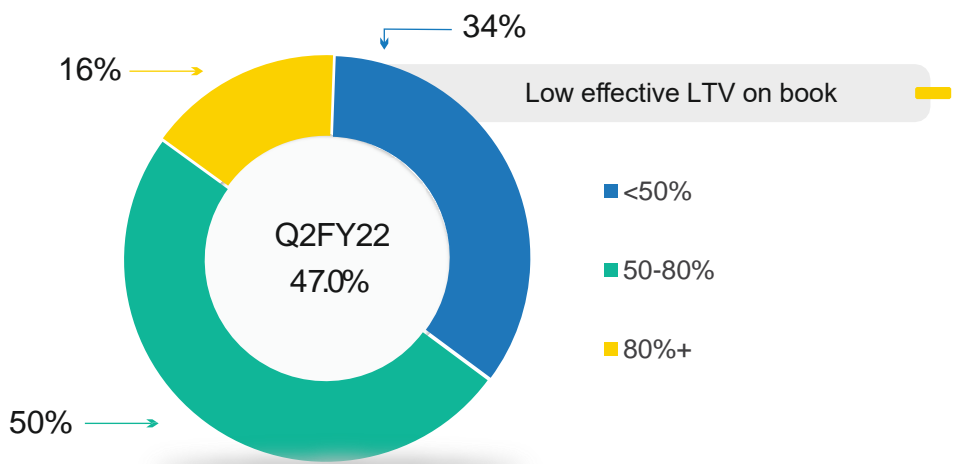
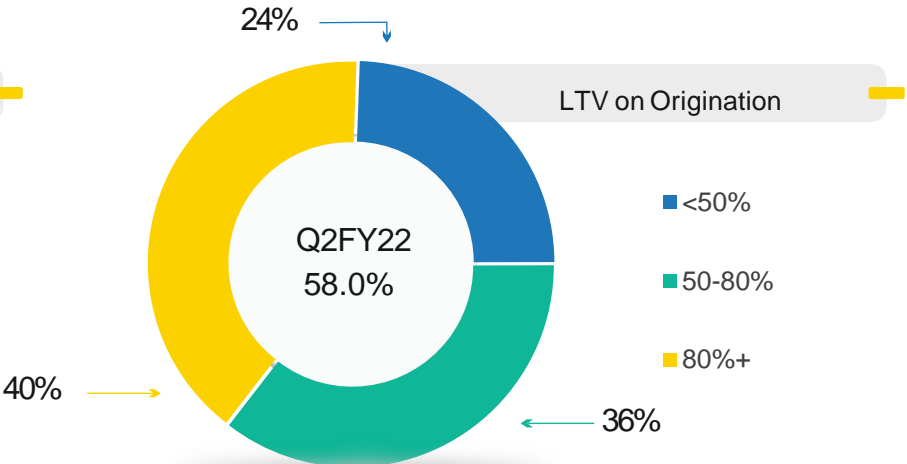
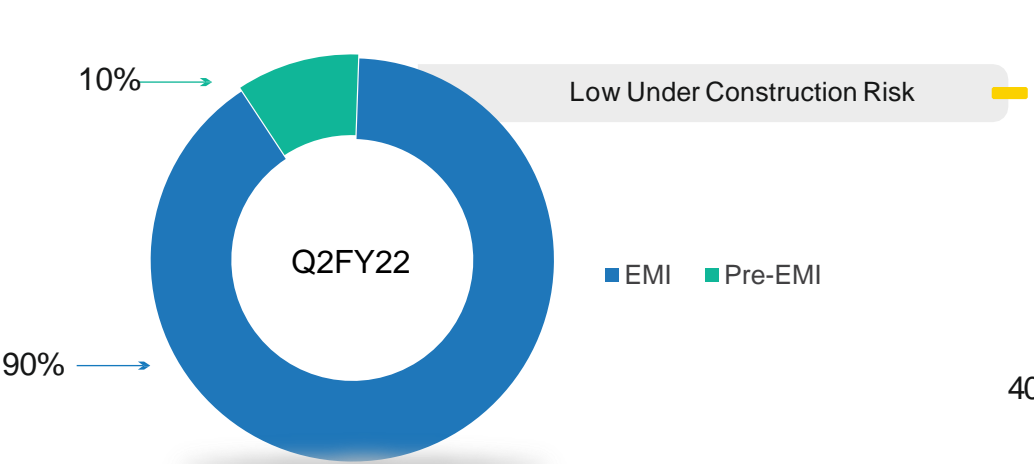
Centralised

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

Loans approved  
within 48 hrs

88%

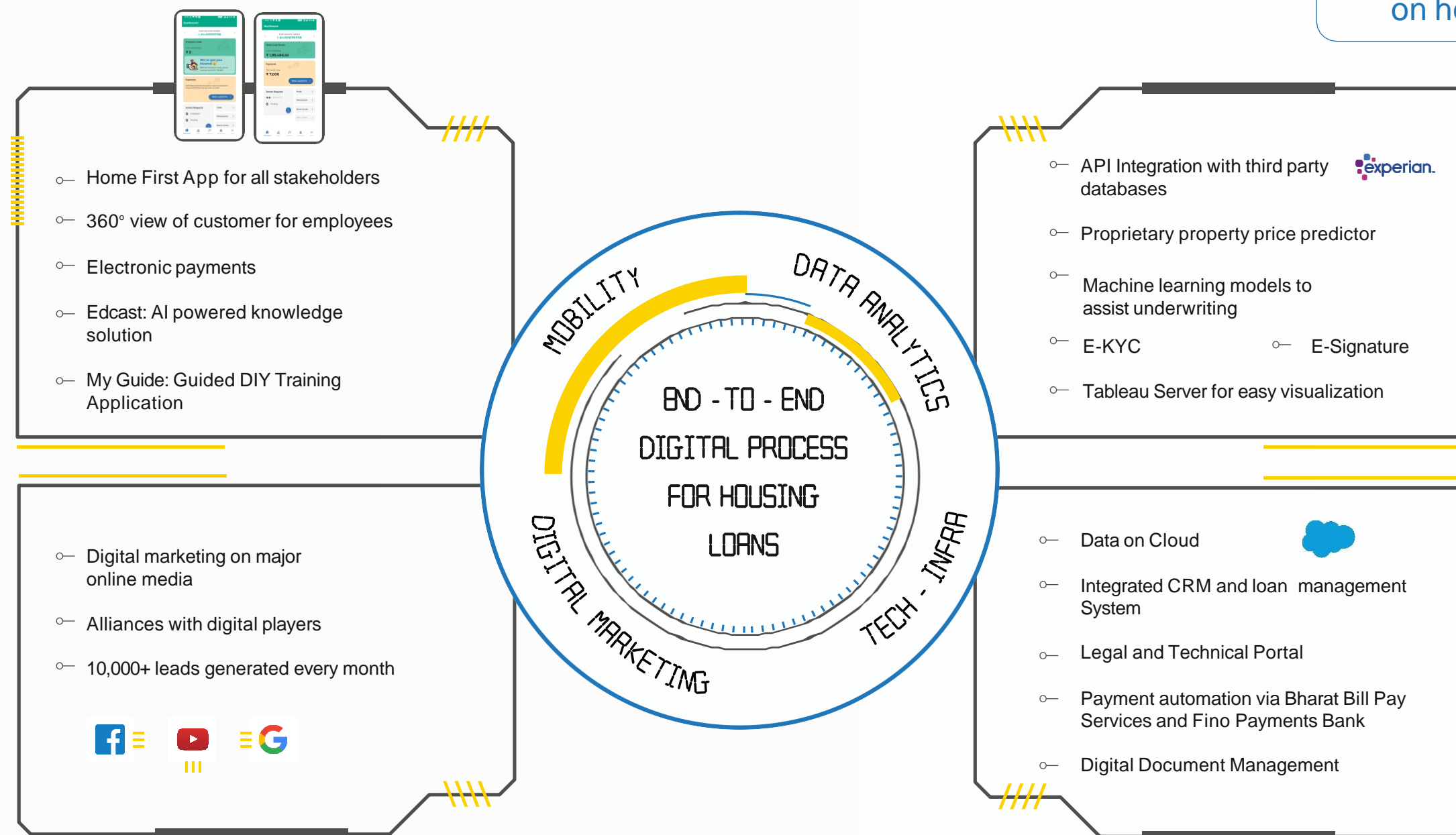
For Q2 FY22



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



## Scalable operating model built on holistic technology usage



### Tech Interventions

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

Customers registered on app

72%

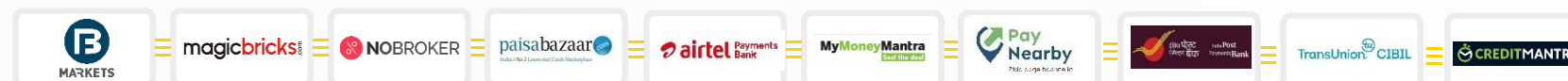
As of 30 Sep'21

Google rating of Homefirst Customer App

4.2



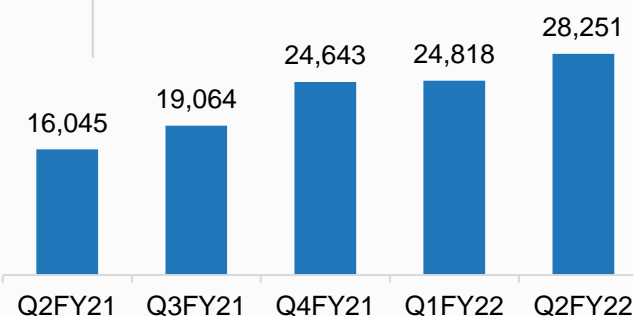
As of 11 Oct'21



## Digital Adoption

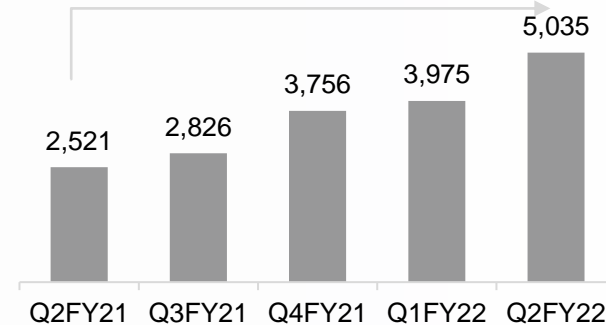
### App logins

YoY: 76.1%



### Unique Users making Payment via App

YoY: 99.7%



Avg time spent by user on the app

**2m 34 sec**

For Q2 FY22

%of unique user logins of active customers

**51.5%**

For Q2 FY22

% of service requests raised on app

**72.6%**

For Q2 FY22

Average payment per user on app

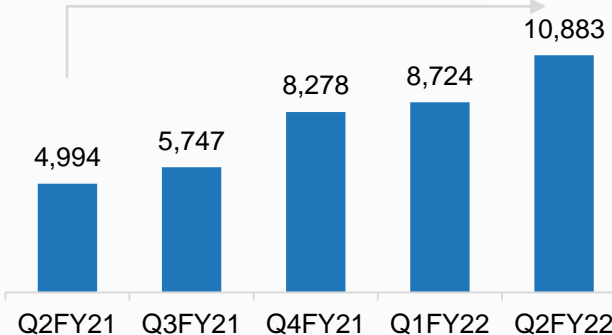
**₹29,104**

For Q2 FY22

**DIGITAL DASHBOARD**

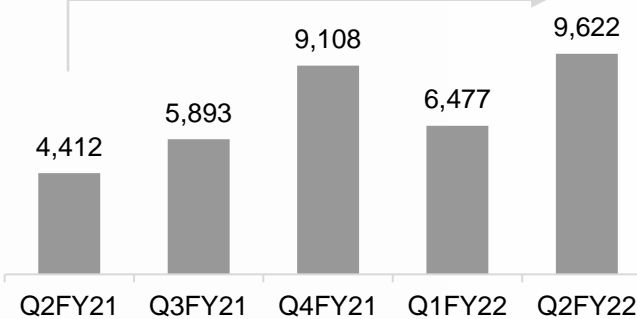
### No of Payments via Customer App

YoY: 117.9%



### Service requests raised on app

YoY: 118.1%



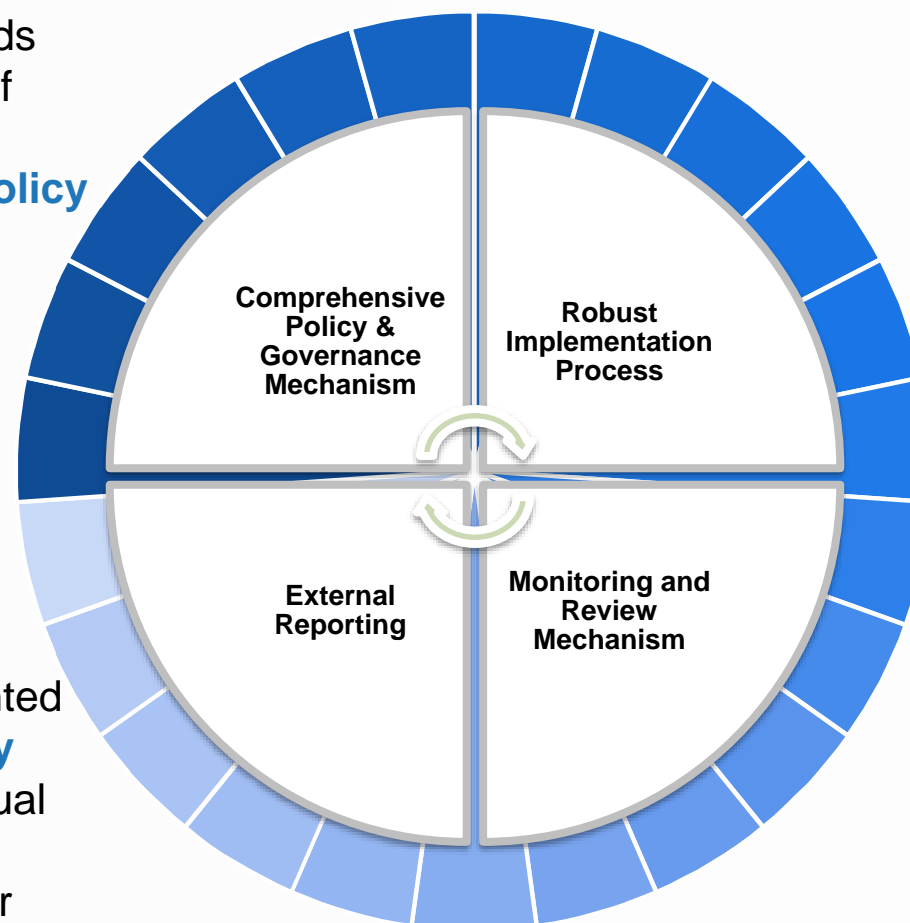
Source: HomeFirst App Database



## ESG Framework

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

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



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

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

## Progress on ESG Focus Areas

### Green Operations



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

### Responsibility towards employees and community



- Customer focus:** Playing a key role in **Financial inclusion** by facilitating affordable home loans and empowering women borrowers. EWS and LIG customers account for 77% of AUM.
  - Prepayment facility** provided on the Customer App to “**nudge**” customers towards prudent management of their finances. In the 10 years of the company’s existence, 18,254 customers have made 75,994 instances of pre-payments resulting in reducing their loan burden by ₹ 597 Cr.
  - Employee Development and Wellbeing:** We have conducted programs for Financial, Emotional and Physical wellness of our employees. Emotional 1 to 1 **counselling sessions are available** to employees.
  - Continuous training and communication on Whistle Blower and POSH (Prevention of Sexual Harassment) The Company has adopted policies for creating a safe and conducive as well as inclusive work environment for its employees: **HR Policy | Equal Opportunity Policy | Parental Leave Policy**
- This is reflected in the diverse employee base consisting of **~30% women overall and 20% women in senior management.**
- Commitment towards community:** 66 oxygen concentrator machines made available to help 173 covid affected patients. 960 foodkits distributed to covid impacted families across 5 cities of Surat, Ahmedabad, Rajkot, Ghaziabad and Mumbai. Donations to various hospitals in and around our area of operations.

### Work Sustainably & Ethically



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



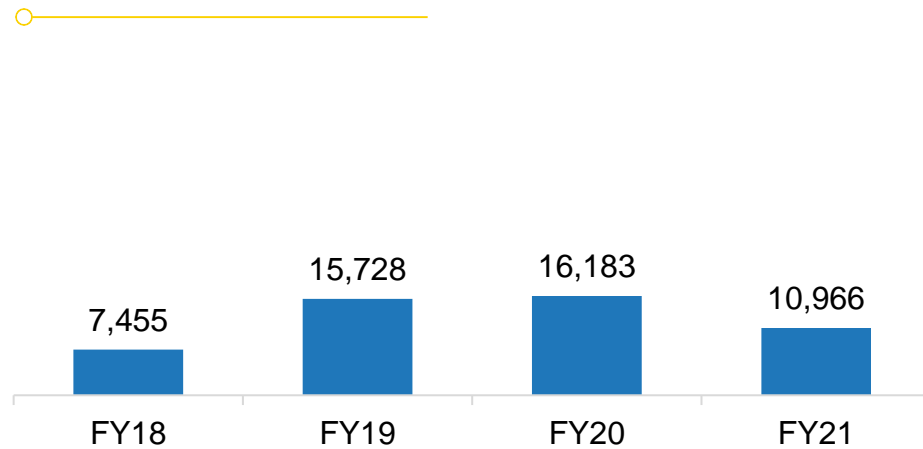
## Business Updates



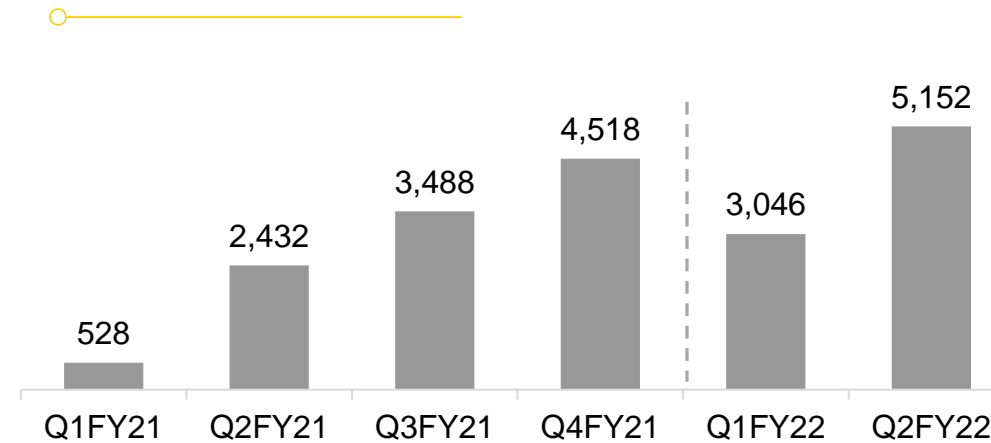
## Healthy Growth in Loan Book and Disbursements

### Disbursement ( ₹Mn )

Last 4 Years



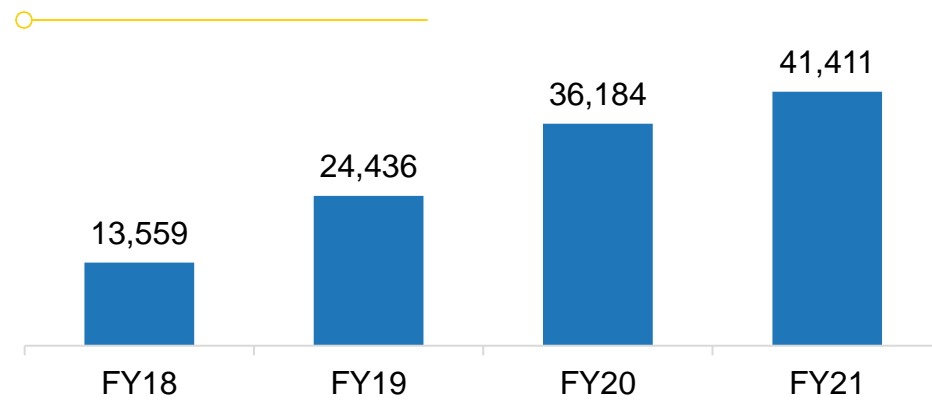
Last 6 Quarters



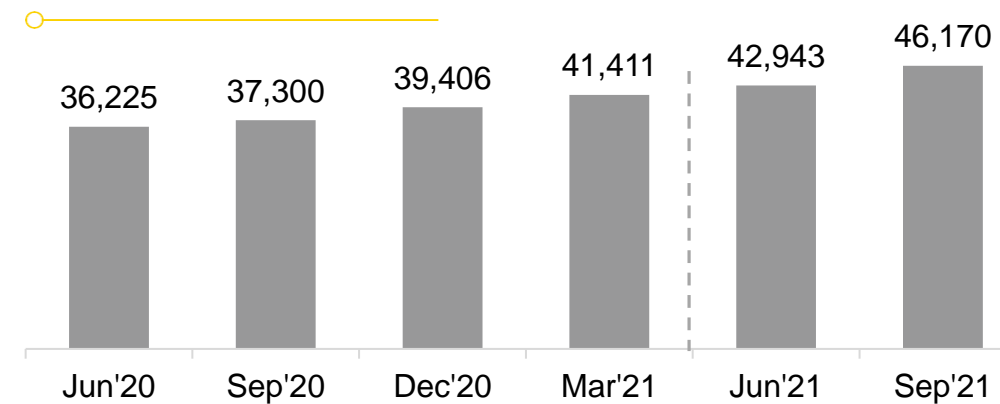
Disbursement crosses **Rs 500crs** for the first time!  
Q2FY22 surpasses Q4FY21 by 14.0%

### Assets Under Management ( ₹Mn )

Last 4 Years

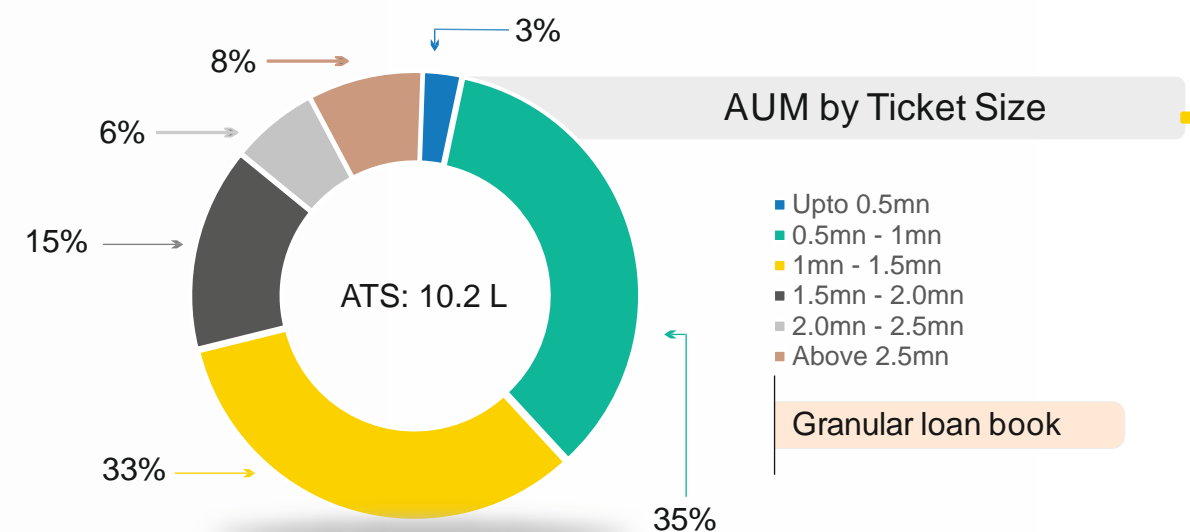
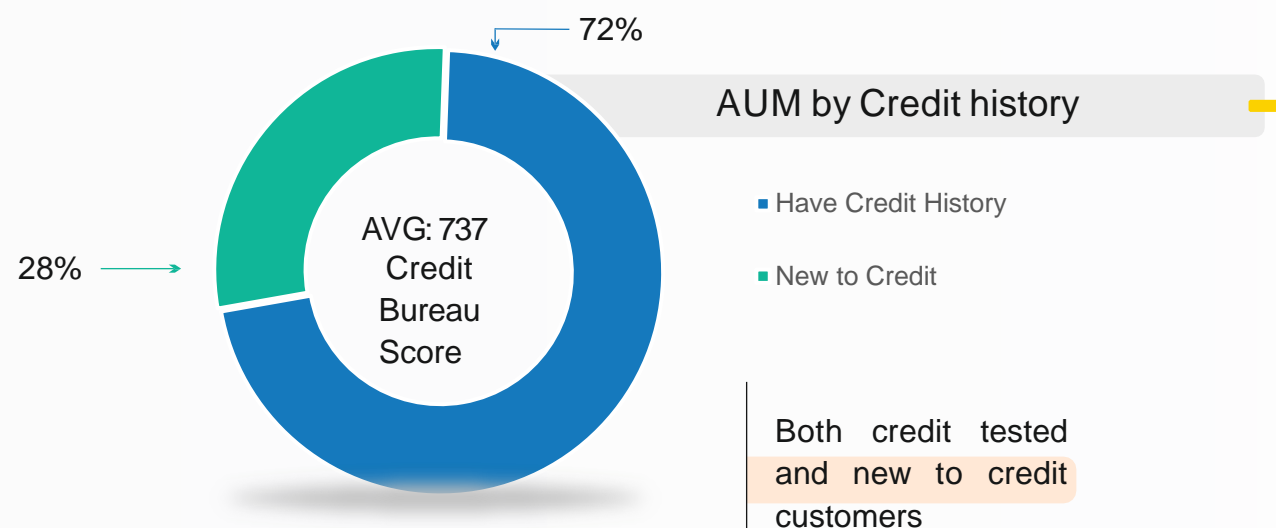
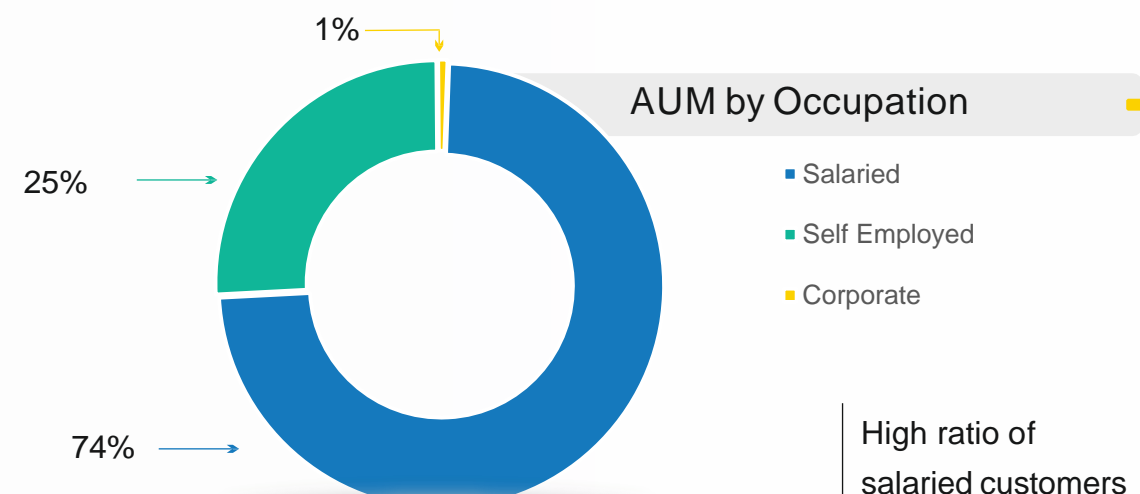
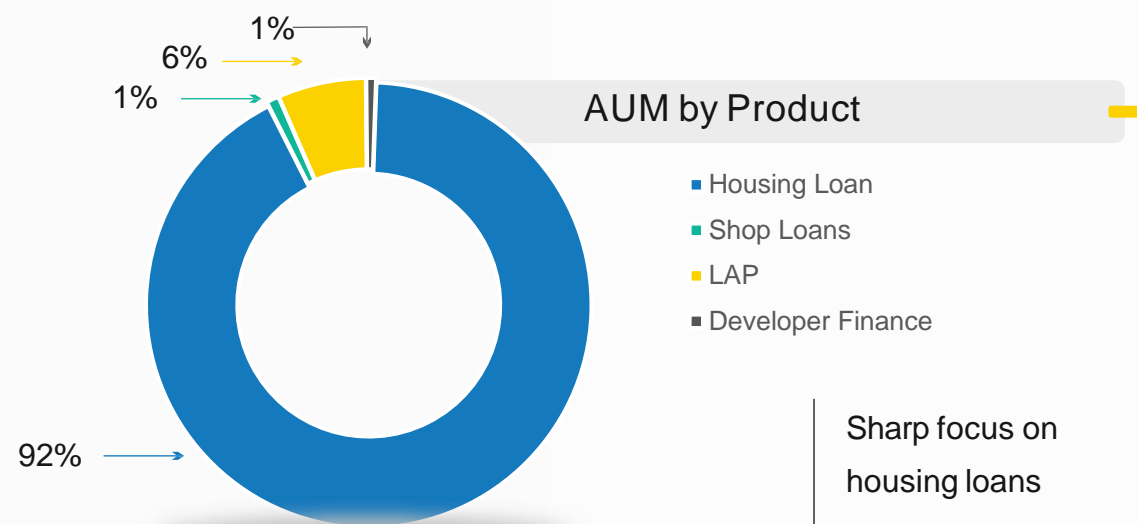


Last 6 Quarters



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

## Consistent Portfolio Metrics | Sep'21



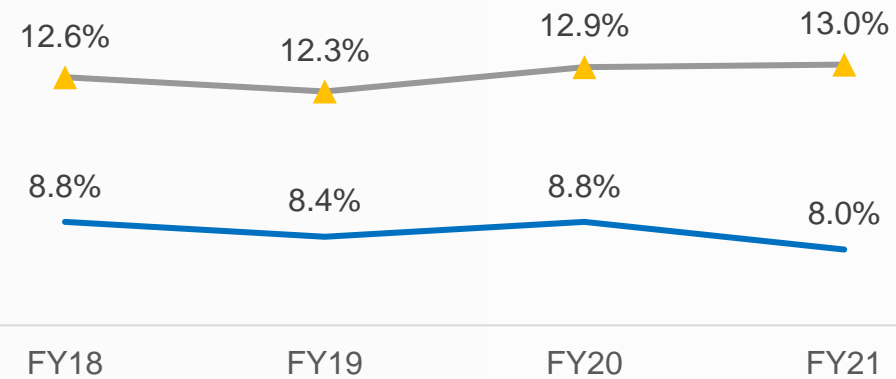
All figures as of Sep'21

▲ Portfolio Yield  
 — COB  
 ■ Spread

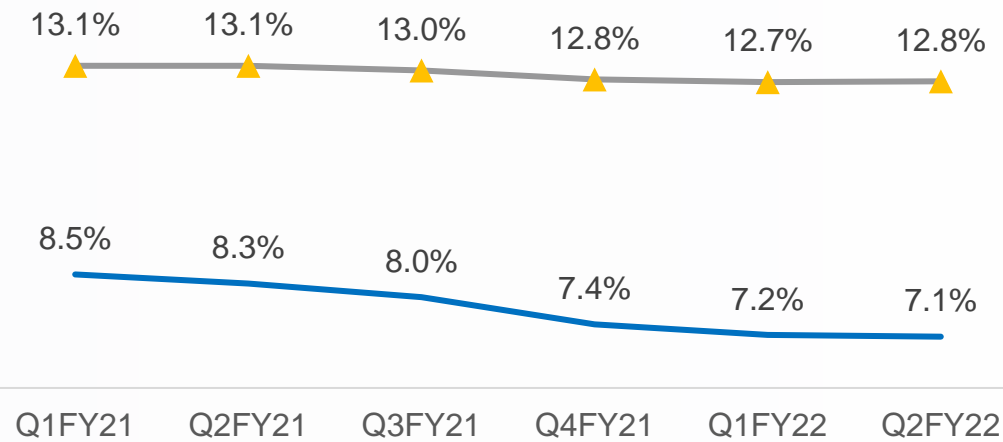
## Expansion in Spreads

### Net Interest Spread Movement

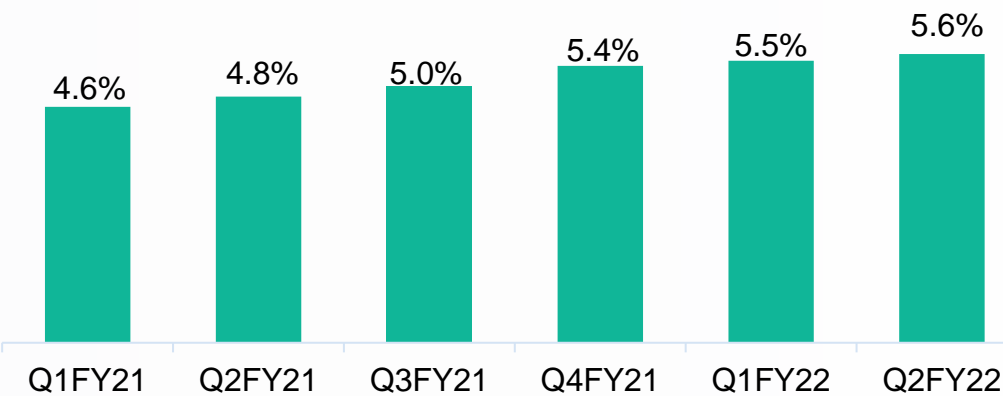
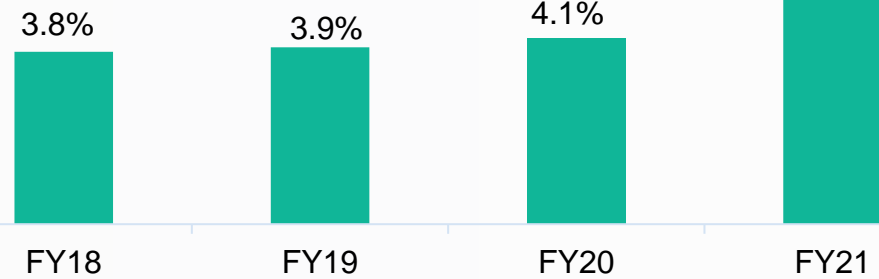
Last 4 Years



Last 6 Quarters



Continued Improvement  
in Cost of Borrowing

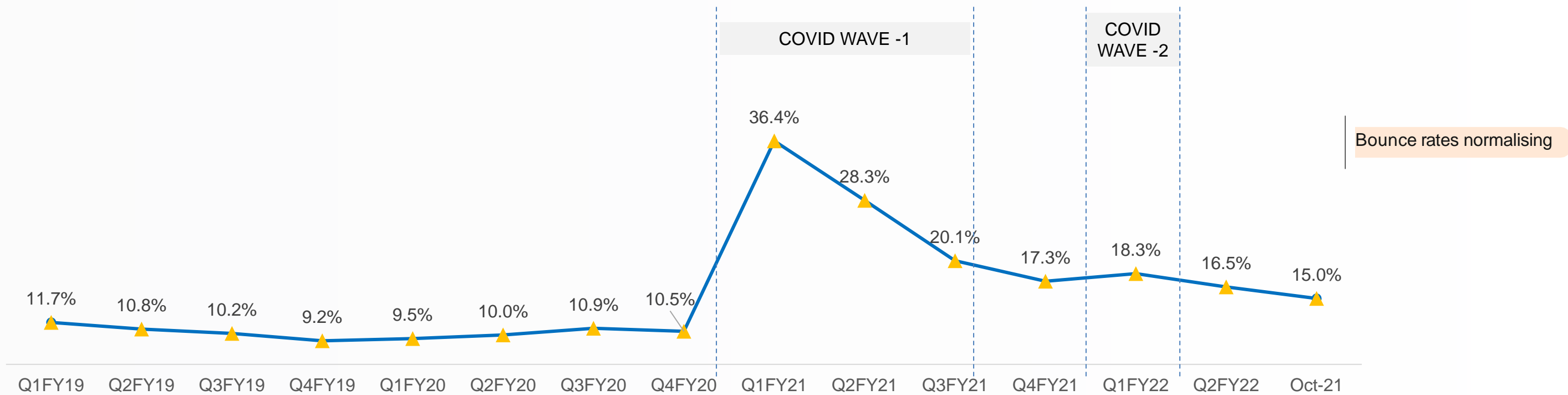


Incremental yield for  
Q2FY22 stood at 13.2%

Marginal COB for  
Q2FY22 stood at 7.9%

Data as per IGAAP

Bounce rate :On the day of EMI presentation



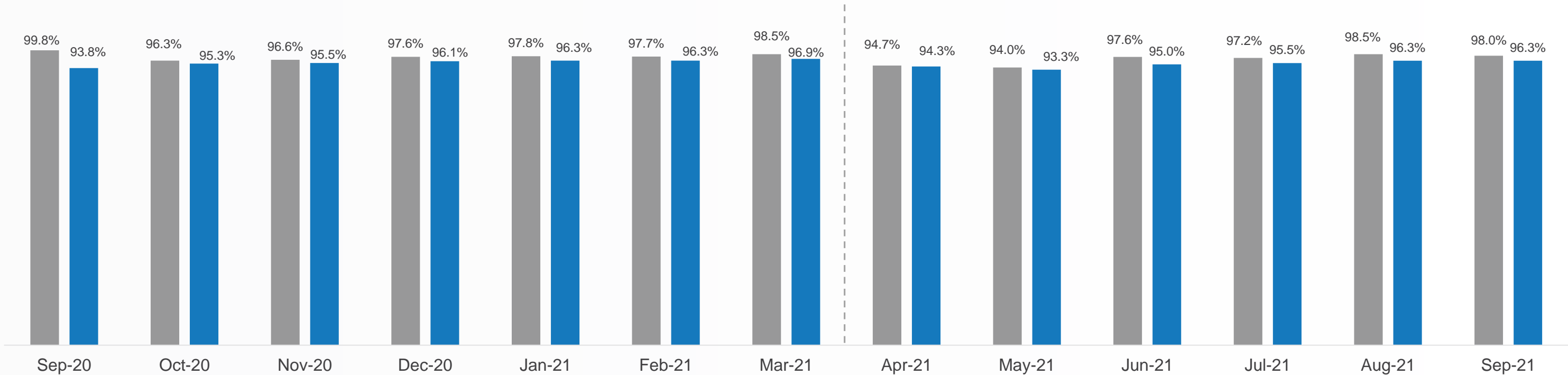


■ Collection Efficiency <sup>(1)</sup>  
■ Unique Customers <sup>(2)</sup>

Healthy Leading Indicators

Collection Efficiency

Collection efficiency  
trending back to  
normal levels

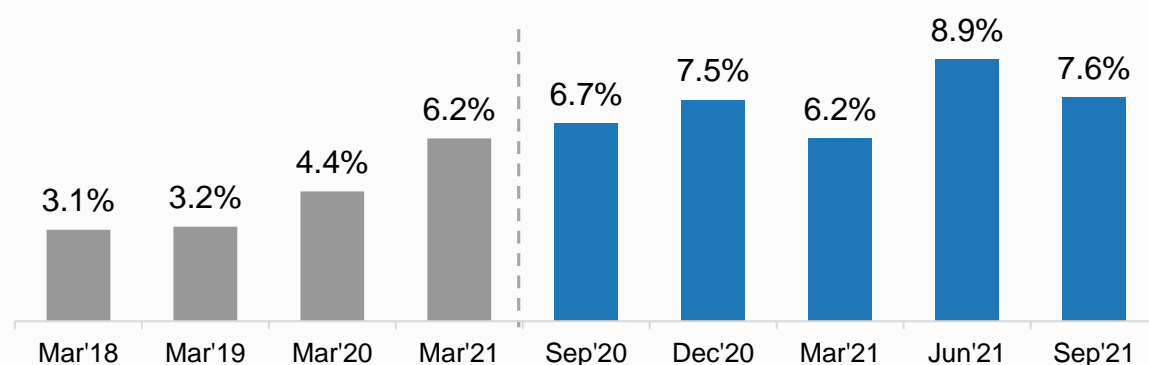


Note: (1) Collection Efficiency = Total # of EMI's received in the month (including arrears of previous months) / Total # of loan accounts whose EMI's are due in the month  
(2) Unique customers = # of customers who made at least one payment in the month / Total # of Customers whose EMI's are due in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



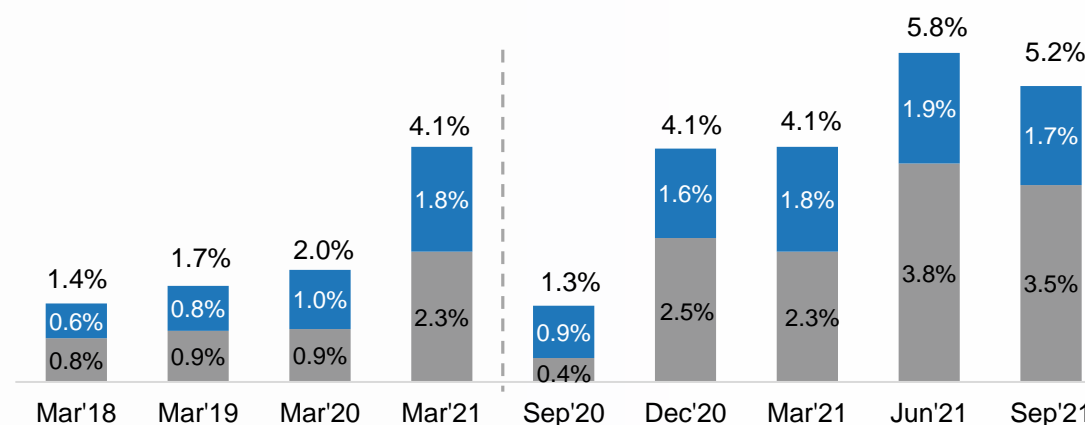
## Sound Credit Indicators

### DPD 1+ / POS



### DPD 30+ / POS %

Stage 3 / POS    Stage 2 / POS



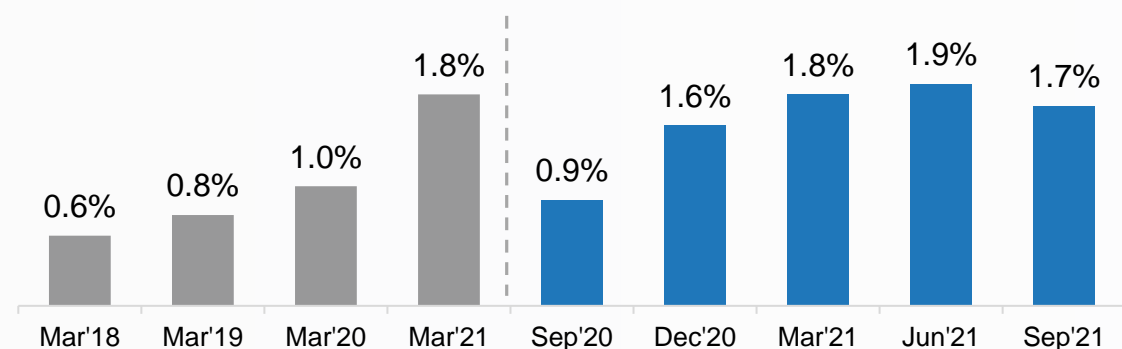
No ECGLS

Q2 restructuring at 0.3%

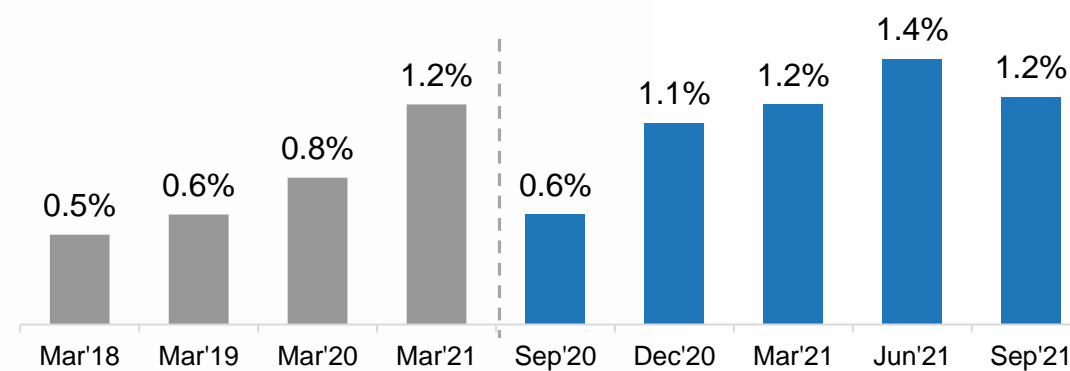
- 106 borrowers

(Total Restructuring 2.0 at 0.8% as at Sep'21)

### Gross Stage 3 / POS %



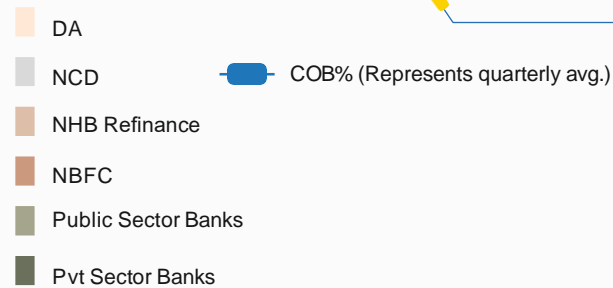
### Net Stage 3 / Net POS %



Improvement across all buckets

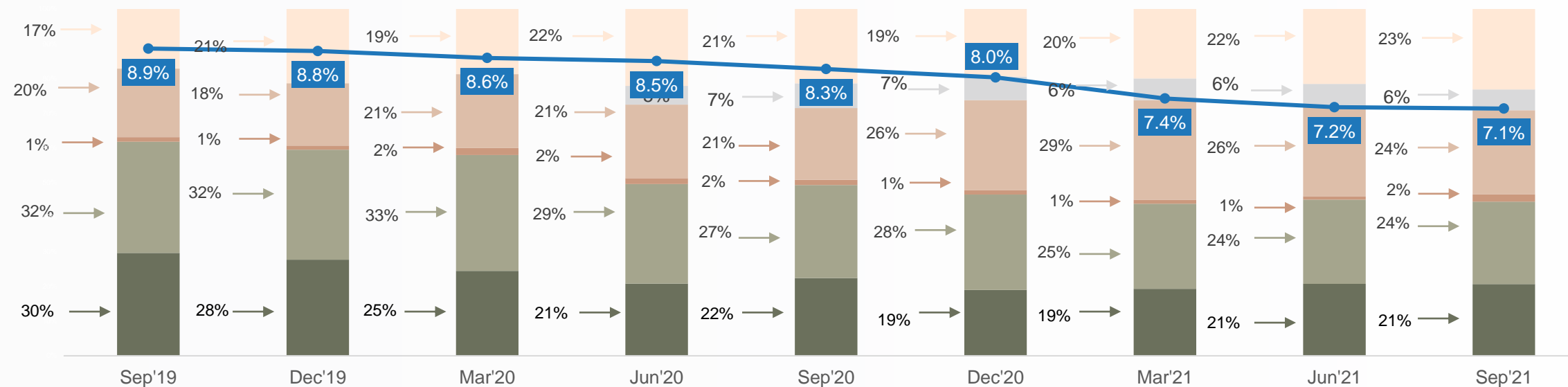
Recovery from SARFAESI continues

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



## Diversified Funding Profile at competitive cost of borrowing

### Borrowings Mix and Cost of Borrowing trend



Diversified mix of 19\* marquee Lenders

**ZERO** borrowing through commercial papers

Cost of borrowing trending down

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

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

### Some of our Strong and longstanding banking relationships

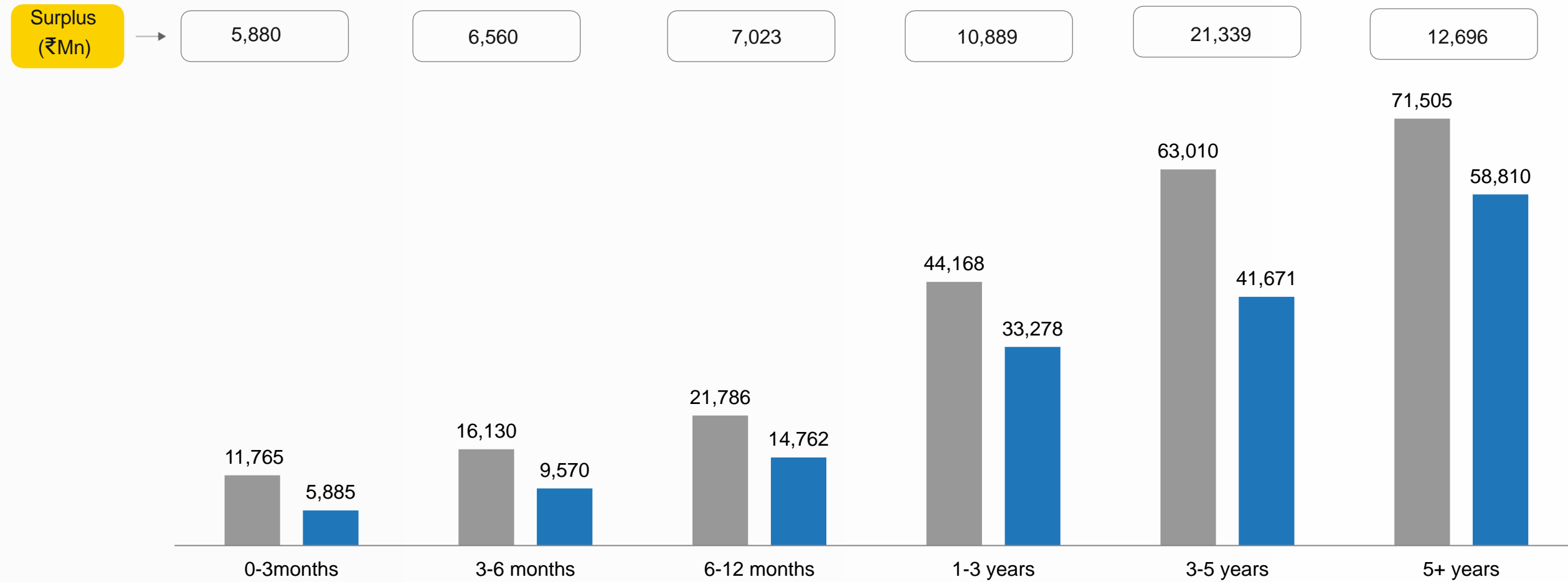
Public Sector Banks	State Bank of India	Central Bank of India	Union Bank
	IDBI Bank	Bank of India	
Private Sector Banks	HDFC Bank	ICICI Bank	Axis Bank
	Federal Bank	Kotak Mahindra Bank	HSBC
NBFC			Bajaj Finance

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

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

■ Inflow  
■ Outflow

## ALM Position as of Sep'21 Cumulative

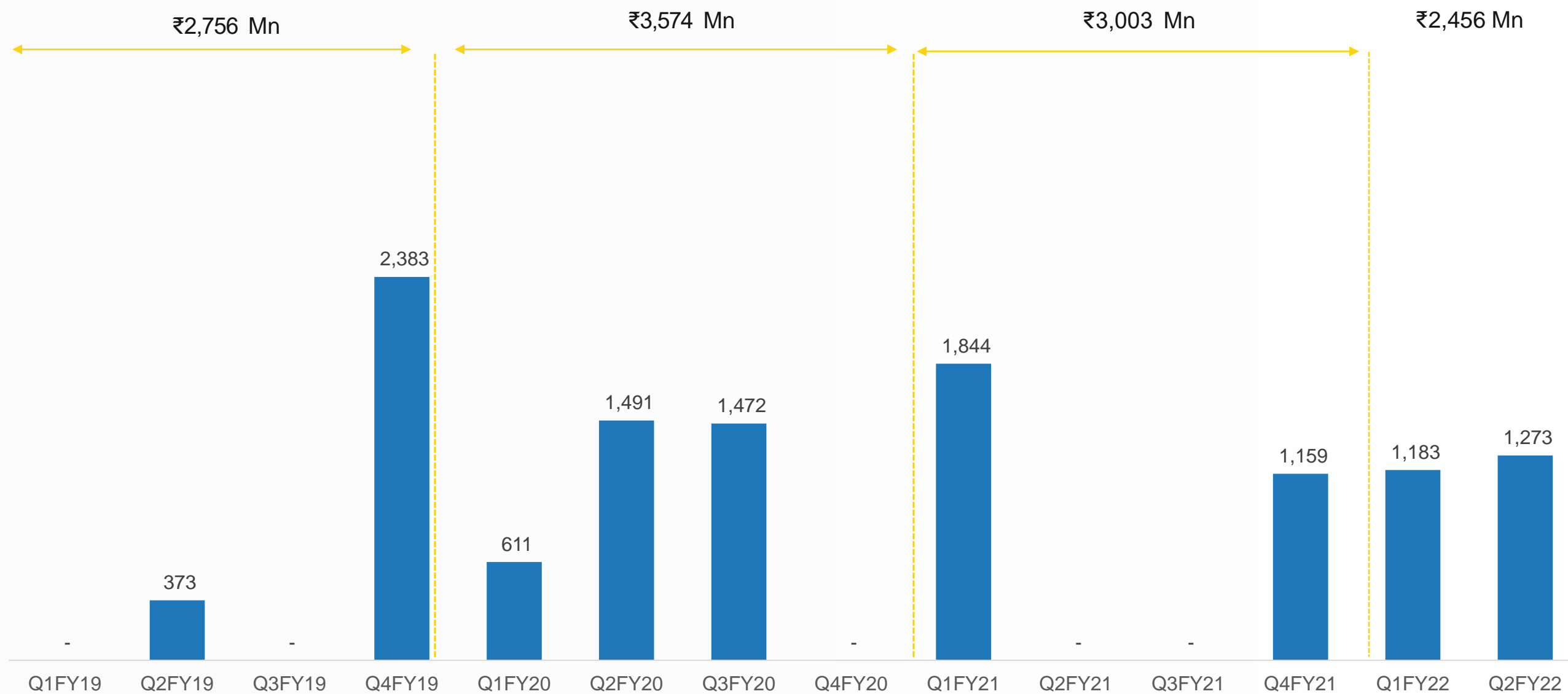


Robust ALM  
profile ensuring  
sufficient liquidity  
buffers

Cumulative  
Positive flows  
across all the  
time buckets

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

## Assignment Volume



Consistent demand for assignment of the company's portfolio

## Strong Liquidity Position

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

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

**Total- 14,004**

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

# ₹8,783 million

Liquidity raised during H1 FY22

Data as per IGAAP



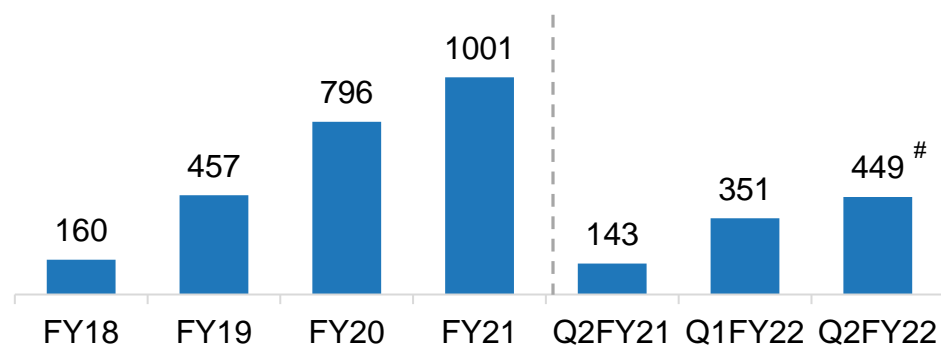
## Financial Updates





## Financial Highlights

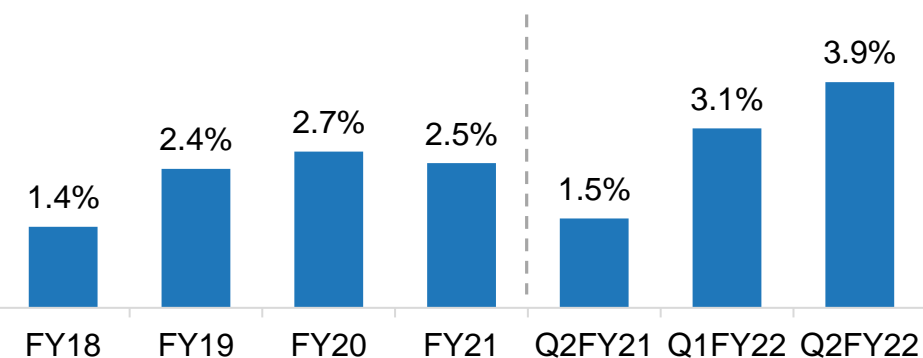
### Profit After Tax ( ₹Mn )



<sup>#</sup> This includes Rs 17.70 mn of Deferred Tax Liability adjustment of Q1FY22

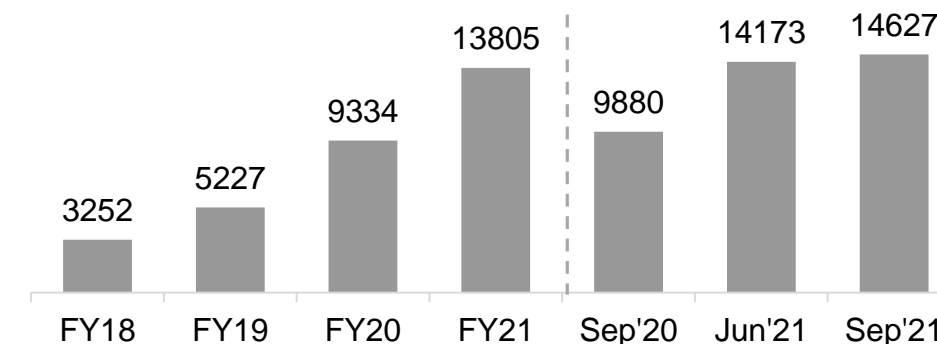
Strong profit growth despite maintaining high liquidity and conservative COVID provisioning

### Return on Average Assets <sup>(1)</sup>



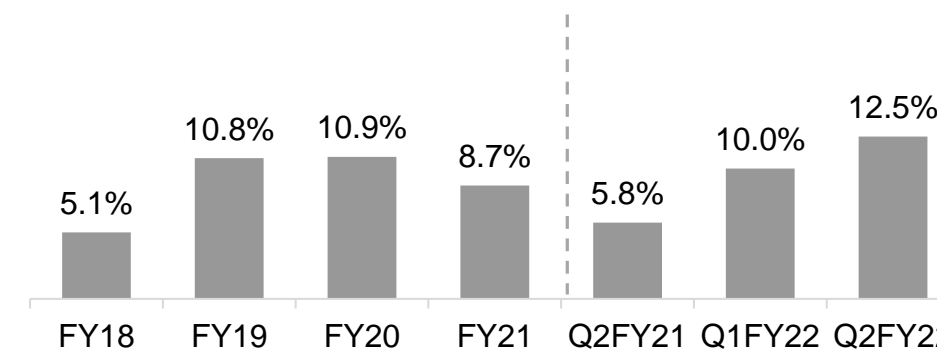
Note: Fiscal year ending Mar'31. A/E – Average Total Assets / Average Equity.  
(1) Data for FY18 is as per restated financial statements

### Net worth ( ₹Mn ) <sup>(1)</sup>



Robust NW to support growth

### Return on Average Equity <sup>(1)</sup>



## ECL Provisions Summary

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

Provision Coverage Ratio

77.4% Sep'21

70.3% Jun'21

147.9% Sep'20

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

+	-
×	=

# Annexures



## Quarterly and Annual Profit & Loss Statement

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

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

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

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

## RoE Tree

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

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

## Key Financial Ratios

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

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

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

\* Including right to use assets.



# Thank You

For further information, please contact

## Company

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## Investor Relations Advisors

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Ms. Neha Shroff: +91 7738073466

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