Home First Finance Company

Investor Presentation

Q1FY27

homefirst

Safe Harbour

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Executive Summary | Q1FY27

y-o-y | q-o-q

		y-o-y	q-o-q
Assets Under Management (AUM)	₹1,69,379 Mn	+25.7%	+6.7%
Disbursement	₹16,284 Mn	+31.0%	+3.6%
Gross Stage 3 / POS (GNPA)	1.8%	0 bps	0 bps
Spread[(1)]	5.3%	+20 bps	0 bps
Opex to Assets	2.8%	+10 bps	+10 bps
DPD 30+ / POS	3.2%	-30 bps	0 bps
Profit After Tax (PAT)	₹1,599 Mn	+34.5%	+7.0%
Return On Assets (ROA)	4.2%	+50 bps	+10 bps
Return On Equity (ROE)	14.5%	-40 bps	+50 bps

(1) As per IGAAP. Excludes Co-lending

MD & CEO Commentary on Q1 FY27

Manoj Viswanathan

Managing Director and CEO

"As we begin FY27, the Indian economy continues to exhibit strong underlying momentum. Stable domestic consumption, range bound inflation, steady policy rates and improving liquidity have created a supportive environment for credit growth. While geopolitical developments and global macro uncertainties continue to warrant close monitoring, the domestic operating environment for affordable housing finance remains favourable, supported by resilient customer demand.

With this as the backdrop, HomeFirst delivered a strong start to the year. Assets Under Management grew by 25.7% year-on-year to ₹16,938 crore, while disbursements reached a record ₹1,628 crore during the quarter. Growth was broad-based across geographies and distribution channels, reflecting the strength of our customer franchise, disciplined execution and continued demand within our target customer segment.

Profitability remained healthy during the quarter. Profit after tax stood at ₹160 crore, growing 34.5% year-on-year and 7.0% sequentially. Net Total income increased to ₹332 crore, up 29.9% year-on-year and 7.1% quarter-on-quarter, supported by healthy business growth, improving operating leverage and stable asset quality. Return on Assets remained healthy at 4.2%, while Return on Equity stood at 14.5%.

Our margins remained resilient during the quarter, supported by disciplined pricing and prudent liability management. Spreads ex co-lending remained stable, demonstrating the strength of our granular retail franchise and diversified funding profile.

We continued to invest in strengthening our distribution capabilities. During the quarter, we added 4 new branches, taking our network to 175 branches and 373 touchpoints across the country. We also added 133 net employees, primarily in customer-facing roles, taking our total employee strength to 1,988.

Asset quality remained stable despite continued strong growth. Collection efficiency remained healthy, with 1+ DPD at 4.7%, 30+ DPD at 3.2% and Gross Stage 3 at 1.8%, reflecting stable asset quality quarter-on-quarter. Credit cost remained well contained at 40 basis points during the quarter, reflecting the resilience of our underwriting framework, disciplined portfolio monitoring and strong collection capabilities.

We also continued to build on our Green Homes initiative by certifying an additional 100 homes during the quarter, taking the cumulative number of certified homes to 550 as of June 2026. While modest in scale, the initiative underscores our efforts to integrate sustainability within affordable housing.

Looking ahead, we remain optimistic about the opportunities in the affordable housing finance sector. Structural demand drivers remain firmly in place, supported by favourable demographics, increasing formalisation of incomes, urbanisation and continued policy support for housing. We are seeing healthy business momentum across our markets and remain confident of delivering ~25% AUM growth while maintaining our focus on profitability, portfolio quality and operating efficiency.

With a strong capital position, a diversified funding franchise and a scalable operating platform, we believe HomeFirst is well positioned to continue creating sustainable long-term value for all stakeholders."

HomeFirst – Who are We?

- Technology driven affordable housing finance company with pan India presence. Hub and spoke distribution covering 80% of the affordable housing market in the country.
- Home loans to first time home buyers with predominant focus on families with a monthly income of < Rs 50,000 p.m. 83% of AUM comprises housing loans with an average ticket size of Rs 1.21 Mn.
- Strong liquidity pipeline with positive ALM and zero exposure to commercial papers. AA rated entity with a diversified lender base of 32 banks and financial institutions.
- Data science backed centralized underwriting integrated with Account Aggregator. Proprietary customer scoring models supported by digital data sources.
- Strong culture of continuous learning, innovation and improvement in productivity. Young, empowered employees with a customer centric mindset. 1,988 employees with a median age of 26 years.

13
States / UT

145
Districts

373
Touchpoints

175
Branches

1,45,117
Customers

85%
Loans Approved within 48hrs

₹1,69,379 Mn
Assets Under Management (Jun'26)

32 Lenders
Diversified Funding Source

AA
Credit rating

₹22,724 Mn
Liquidity buffer as on Jun'26

#13.6
ESG Risk Score

(Categorizing under "Low Risk Strong Management')

46
S&P Global ESG Score

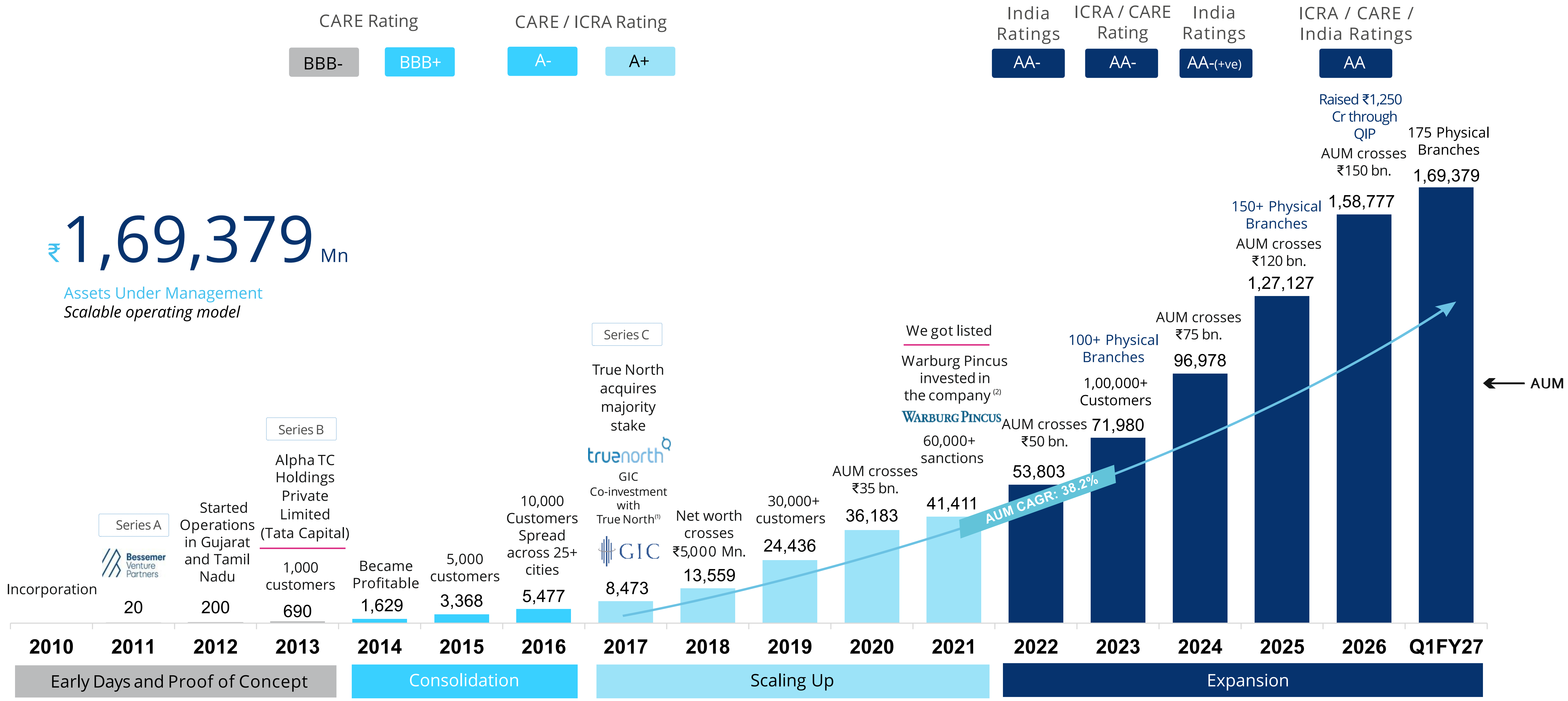
#Morningstar Sustainalytics

Our Journey

₹ 1,69,379 Mn

Assets Under Management

Scalable operating model

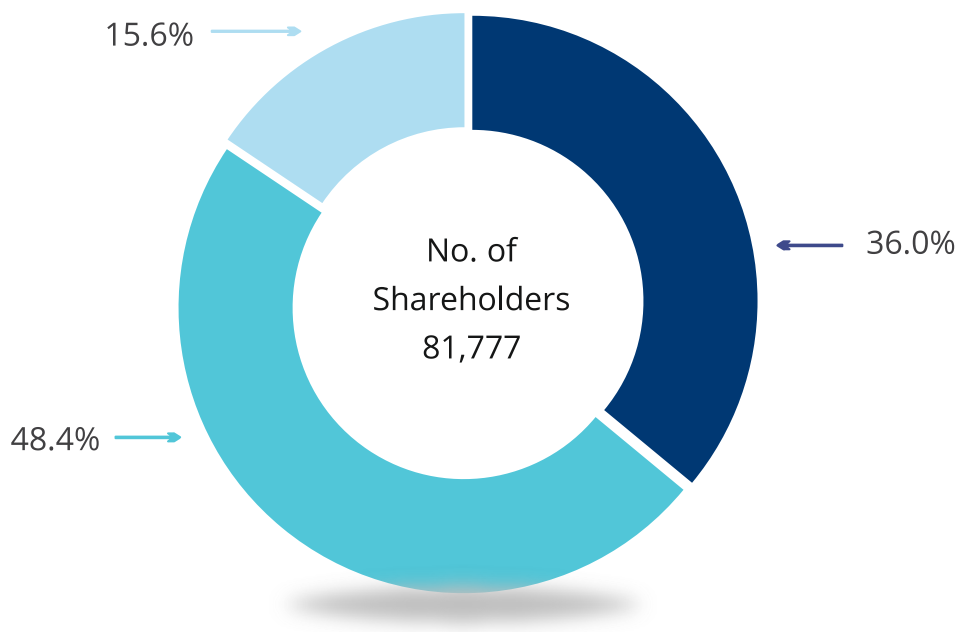


Note: AUM in INR Million

(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 17 Jul'26



DIIs	% Holding*
HDFC Mutual Fund	7.6
Kotak Mutual Fund	5.1
True North Fund V LLP	4.7
Aditya Birla Sunlife Mutual Fund	2.4
ValueQuest AIF	1.8
Tata AIA Life Insurance	1.3
Canara Robeco Mutual Fund	1.2
Invesco India Mutual Fund	1.1
Tata AIG General	1.1
Mirae Mutual Fund	1.0
ICICI Pru Life	1.0
Sundaram Mutual Fund	1.0
ICICI Lombard	0.9
HDFC Life	0.9
Edelweiss Mutual Fund	0.7

FIIs & FPIs	% Holding*
Fidelity International	9.6
Capital Group	7.1
Norges Bank Investment Management	5.3
Vanguard Group	3.6
International Finance Corporation	3.4
Goldman Sachs India Equity	3.1
Aether (Mauritius) Limited (GIC)^	2.3
BlackRock Global	1.7
Pictet Group	1.7
Lion Global Investors	1.4
Barings LLC	0.7
Kuwait Investment Authority	0.7
Envision India Fund	0.6
William Blair	0.5
Schroders Investment Management	0.5

^Waverly owns 100% of Aether Class B Shares. Waverly is a wholly-owned indirect subsidiary of GIC (Ventures) Pte. Ltd
Total ESOPs in force (as % of total paid-up capital) – Jun'26: 3.6% (Mar'26: 3.0%)
** Holding through various schemes and funds including advisory mandates*

Distinguished Board of Directors

Deepak Satwalekar

Chairman / Independent Non-Executive Director

Current: Independent Director at Wipro

Past: MD of HDFC Ltd. and MD & CEO of HDFC Life Insurance Company Ltd.

Geeta Dutta Goel

Independent / Non-Executive Director

Current: Independent Director at Equitas SFB, Niva Bupa, ELDECO Infrastructure and Properties, MUDRA. Promoter at Translation Endeavors Private Limited

Past: Head of growth initiatives at Dell Foundation, Director at Ujjivan Financial Services, Jana SFB and others

Anuj Srivastava

Independent / Non-Executive Director

Current: Co-Founder and Chairman of Livspace

Past: Google (Google Wallet, Google Adsense, Google Local, Google Adwords)

Sucharita Mukherjee

Independent / Non-Executive Director

Current: Founder and CEO of Kaleidofin

Past: Co-founded- Dvara group, Co-founded- Northern Arc Capital, Investment banker at Morgan Stanley & Deutsche Bank

Sriram Hariharan

Independent / Non-Executive Director

Current: Independent Director at The Supreme Industries Limited

Past: President and Chief Executive Officer of ICICI Bank Canada, ICICI Bank

Divya Sehgal *

Nominee / Non-Executive Director

Current: Partner at True North

Past: McKinsey & Company, ANZ Grindlays Bank, Co- founded E-Medlife.com

Manoj Viswanathan

Managing Director And CEO

Current: Founder & MD and CEO HomeFirst

Past: Asian Paints Limited, Citibank, CitiFinancial Consumer Finance India Limited

* Ceased to be director w.e.f. Jun 24, 2026

Experienced Management Team

16 | 28

Manoj Viswanathan

Managing Director & CEO

Education: B-Tech BITS, Pilani and PGDM XLRI
Experience: Asian Paints, Citibank, CitiFinancial Consumer Finance India Limited

14 | 26

Ajay Khetan

Dy. Chief Executive Officer & CBO

Education: MNNIT Allahabad and PGDM XIM-B
Experience: Citibank, Macquarie Finance (India), Hewlett Packard Financial Services (India)

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Gaurav Mohta

Chief Marketing Officer

Education: B-Tech Nagpur University and MBA ICFAI Business School
Experience: Kotak Mahindra Bank, Citibank

07 | 19

Nutan Gaba Patwari *

Chief Financial Officer

Education: B Com Goenka College, Chartered Accountant
Experience: True North, Hindustan Unilever Limited, ITC Limited, Philip Morris Asia Limited

07 | 20

Ramakrishna Vyamajala

Chief Human Resource Officer

Education: B-Tech and PGDM T.A. Pai Management Institute
Experience: IDFC Bank, Sterlite Technologies Limited

04 | 21

Ashishkumar Darji

Chief Risk Officer

Education: Chartered Accountant
Experience: KPMG, State Bank of India, Kotak Securities

02 | 19

Rupesh Mehta

Head of Information Technology

Education: B.E (Electronics) and MBA, Welingkar Institute of Management
Experience: Fidelity Investments, Bankbazaar

Years at HomeFirst | Total years of experience

* Nutan Gaba Patwari has resigned. We thank her for her valuable contribution to the organization.

Meet Our Customers

Who are they?

Formal Salaried

Customer 1
Age: 42 / Location: Tirupur, Tamil Nadu

Applicant is working as a tailor in a private textile manufacturing company with a combined family income of approximately ₹45,000 per month.

68%
Salaried

Informal Salaried

Customer 2
Age: 34 / Location: Navsari, Gujarat

Applicant is a machine operator with a combined family income of ₹31,000 per month.

32%
Self Employed

Self-Employed

Customer 3
Age: 42 / Location: Gorakhpur, Uttar Pradesh

Applicant is a medical store owner with a monthly income of around ₹33,882.

What is their story?

Customer 1

- The applicant and his wife, both tailors by profession, have been working in the textiles industry in Tirupur for over 25 years.
- With the aspiration of building a home, they began construction using personal savings before opting for loan to complete the project.
- Assessment based on formal salaried income and combined family income.
- Plot + Home Loan sanctioned: ₹16 lakh. The applicant's home is also an **Edge certified Green Home.**
- ROI of 13% and EMI of ₹18,745. First disbursal on 22nd March 2025.

Customer 2

- The applicant is a machine operator and earns cash salary of ₹28,000 per month.
- His wife is a co-applicant and undertakes stone stitching work from home earning ₹3,000 per month.
- Assessment based on cash salaried income and total family income.
- Home Loan sanctioned: ₹12.5 lakh. **The applicant is also a beneficiary of PMAY 2.0.**
- ROI of 13.90% and EMI of ₹15,454. First disbursal on 1st August 2025.

Customer 3

- The applicant has been running his medical shop for the past seven years and has established a stable livelihood for his family.
- Living with his wife and two children, he has built strong customer relationships and earned a reliable reputation in the local community.
- Assessment based on self-employed income and business cash flows.
- Plot + Home Loan sanctioned: ₹10 lakh.
- ROI of 13.65% and EMI of ₹12,182. First disbursal on 20th October 2023.

Our Unique Value Proposition to Our Customers

Who are our customers	What do our customers need	What challenges do they face
• Salaried and self-employed individuals • 70%+ Customers with annual household income level less than ₹0.6 mn comprising 58% of AUM • First time home buyers • 17% customers are new to credit contributing to 12% of AUM	• Home loan requirement primarily in the ₹0.5 -1.5 mn range (1) • Access to formal housing finance • Minimal disruption to daily work routine	• Inability to meet documentation requirements of traditional lenders • Time consuming loan sanction process • Dealing with middle men

NPS

79

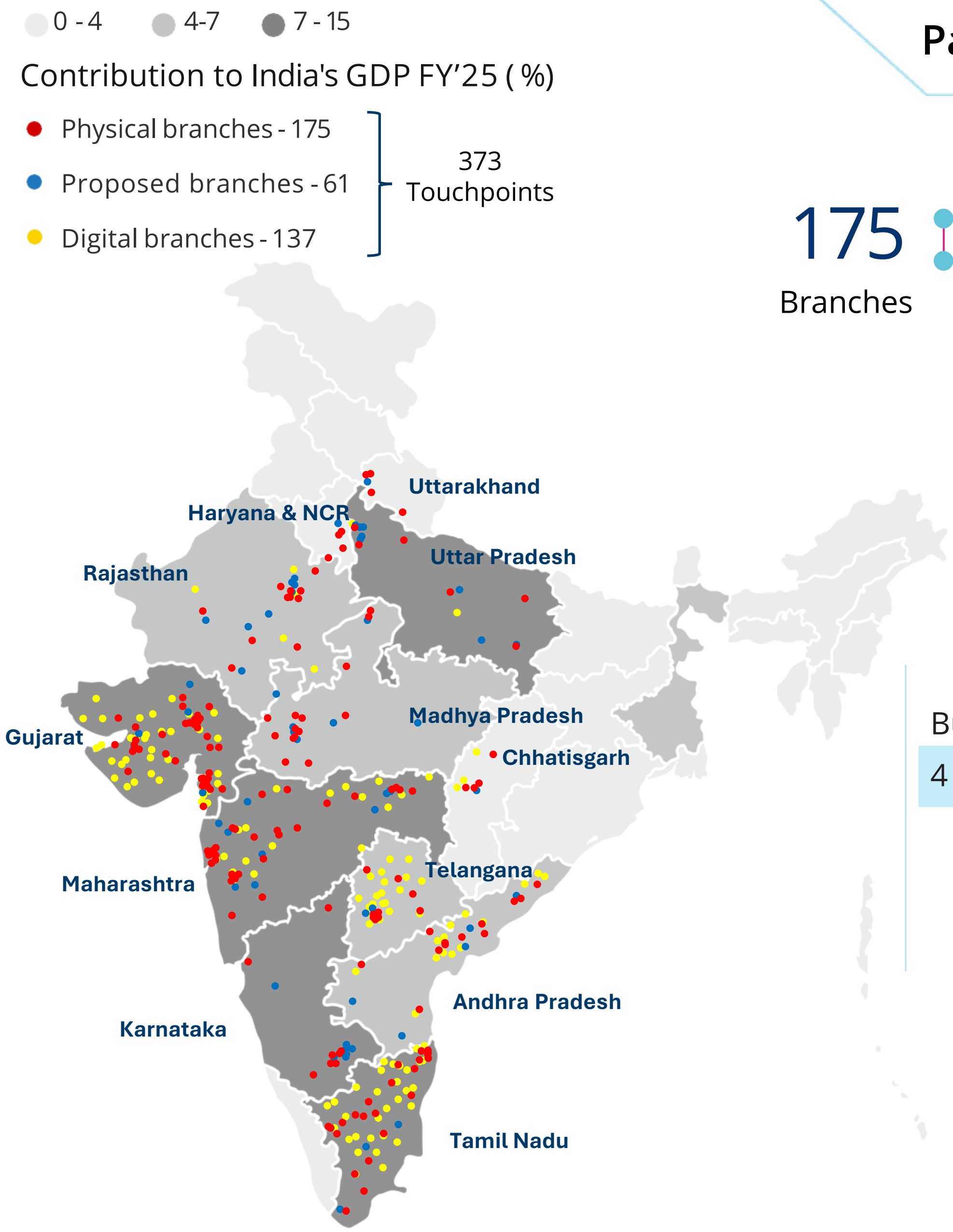
For Q1FY27

Our Value Proposition

Access	Speed	Transparency	Service
• 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	• 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	• 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	• 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 Q1FY27 (1) ~45% loans with Average ticket size between INR 0.5-1.5mn as of Jun'26

Distribution Strategy



Note: Source for Contribution of states to India's GDP: RBI

Pan India Distribution driven by strategic market selection & contiguous expansion

175 Branches | **145** Districts | **13** States/UT | **373** Touchpoints

Business commenced in 4 new physical branches

Geographic Expansion

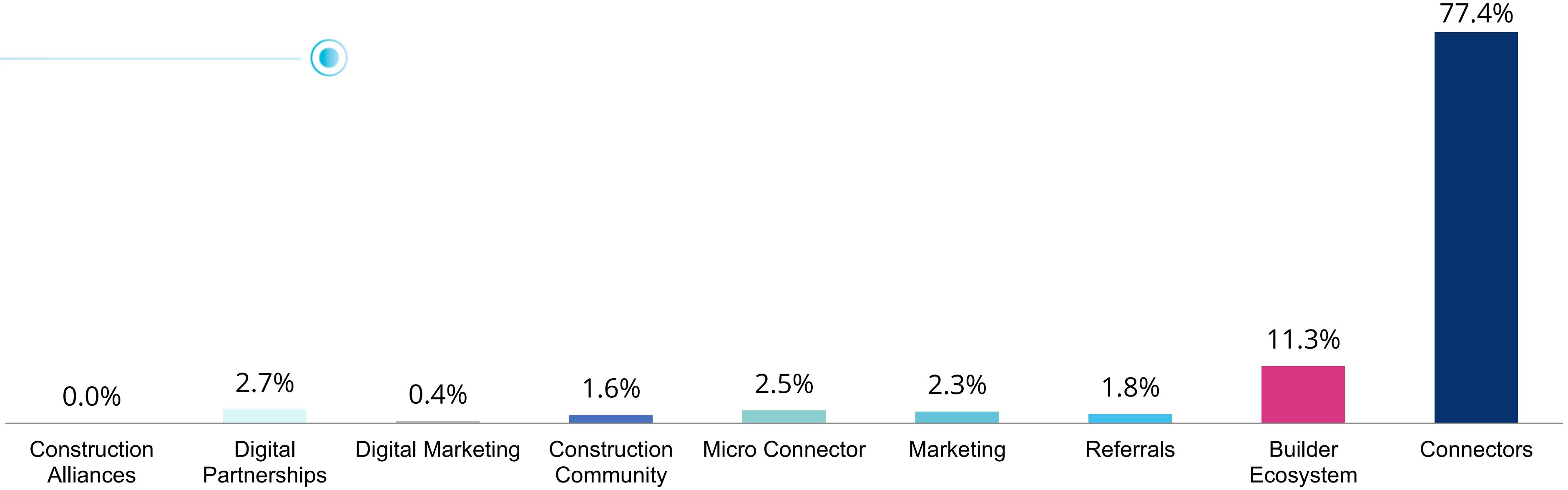
States/Territories	Number of		Percentage of gross loan assets as on			
	Branches	*Districts*	*Jun'26*	*Jun'25*	*Mar'26*	*Mar'25*
Gujarat	39	23	28.6%	28.7%	28.5%	28.9%
Maharashtra	30	20	15.2%	14.2%	15.0%	13.9%
Tamil Nadu	26	24	10.4%	12.6%	10.9%	13.0%
Madhya Pradesh	18	13	10.7%	8.6%	10.3%	8.2%
Telangana	10	14	7.9%	8.4%	8.0%	8.5%
Rajasthan	12	10	6.7%	6.3%	6.5%	6.2%
Uttar Pradesh & Uttarakhand	11	13	6.2%	6.4%	6.2%	6.5%
Karnataka	8	7	5.9%	6.1%	6.0%	6.3%
Andhra Pradesh	13	13	5.4%	5.6%	5.5%	5.5%
Chhattisgarh	4	5	2.1%	2.2%	2.2%	2.1%
Haryana & NCR	4	3	0.9%	0.9%	0.9%	0.9%
Total	**175**	**145**	**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

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 FY27

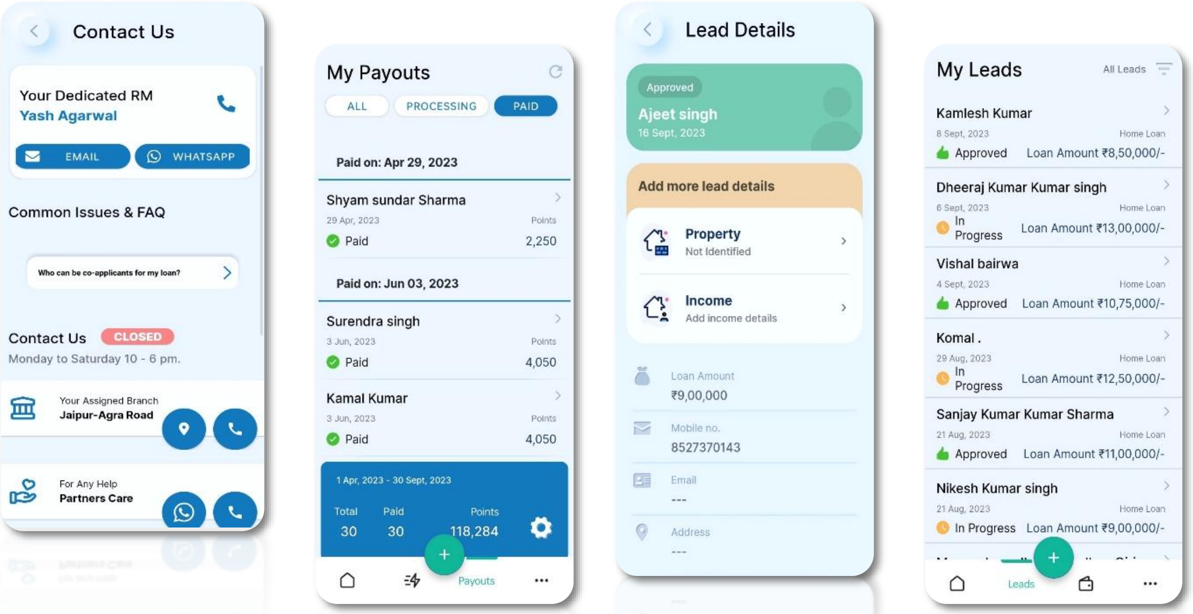


Diversified channels for generating leads such as connectors, builder ecosystem, digital, etc.

100% in-house conversion by HomeFirst RMs.

...effectively managed via connector app

Scan and Download



93.1% 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 related and internal communication, videos, photographs, documents available on a single cloud based system

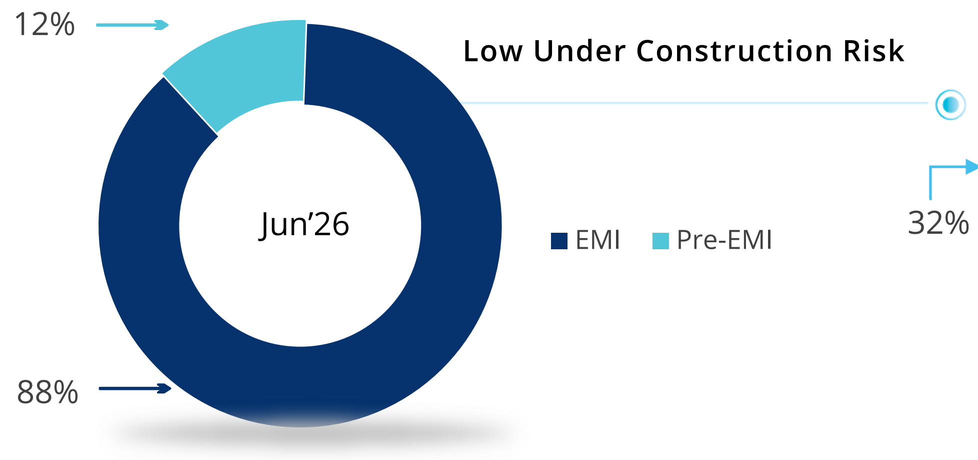
Centralised

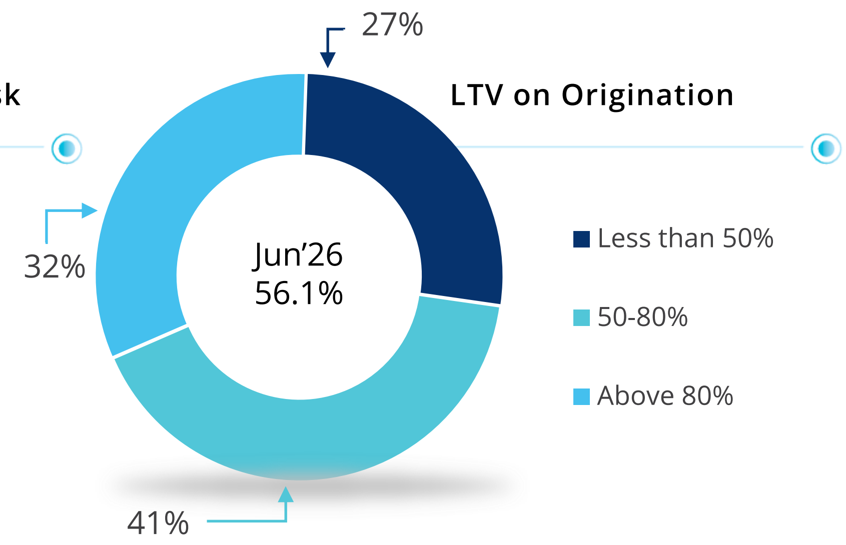
- Consistency in underwriting
- Integrated Customer Relationship Management and Loan Management System on cloud based platform
- Proprietary Machine learning & Customer scoring models used for credit decision

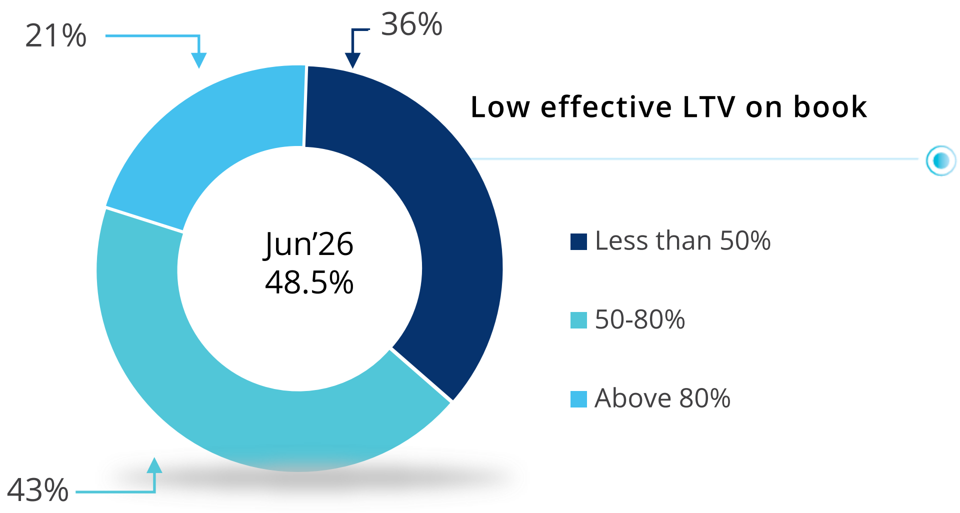
Loans Approved within 48hrs

85%

For Q1FY27







Scalable Operating Model built on Holistic Technology Usage

Tech Infra

- **100% Cloud-Based Architecture:** India-based cloud data centers ensuring scalability, reliability, and seamless business continuity
- **Unified Platform:** Seamless integration of CRM and Loan Management Systems for end-to-end efficiency
- **Intelligent Infrastructure Monitoring:** Proactive tracking and alerts ensuring smooth and stable system performance
- **Modern DevOps Pipeline:** CI/CD-enabled automated deployments for faster, secure and reliable releases

Integrated Services

- **Scalable Microservices Architecture:** Modular integration layer designed for agility, scalability, and rapid innovation
- **Seamless API Integrations:** Real-time connectivity with third-party service providers like Karza, Perfios, Digitap, Digilocker, etc.
- **Automated Digital Onboarding:** Integrated with Credit Bureaus, Account Aggregators, e-signing, and e-stamping
- **Multichannel Communication:** Integrated platform for automated calls, SMS, and real-time customer notifications

Data Analytics

- **CDC-enabled streaming architecture:** Near real-time replication of all data sources into Data Lake
- **Data Analytics:** Tableau BI & open-source visualization helps optimize data accessibility and reduce long-term infrastructure and licensing costs
- **Real-time dashboards:** Role- based dashboard visibility for quicker and smarter decisions at all levels
- **Strong data modeling pipeline:** Structured & scalable data workflows with Spark-powered ETL pipelines to handle large-scale transformations and modeling

ML/AI

- **Advanced Machine Learning & AI:** Empowers users with AI/ML outputs boosting productivity
- **Integrated Approach to Risk, Operations, and Service:** It facilitates deeper risk insights, better operational efficiency along with improved customer servicing
- **Modular architecture:** Enables rapid deployment of models across risk, operations, and customer lifecycle use cases
- **AutoML pipelines:** Rapid experimentation and deployment of new models with minimal manual intervention

Proprietary In-house Applications

Document Management System

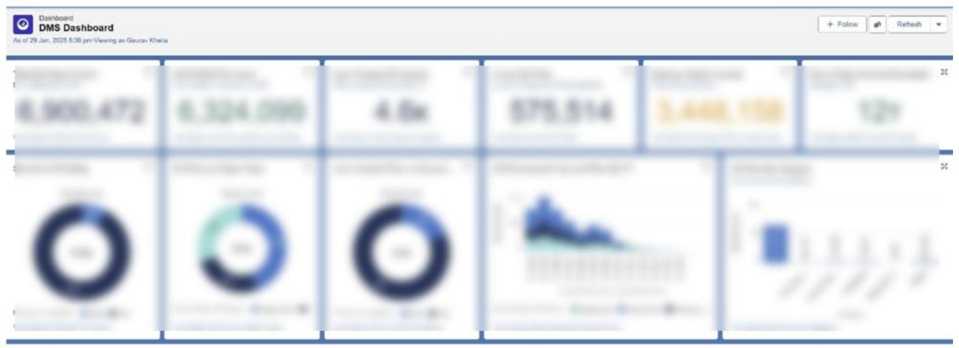
- To enhance operational efficiency and reduce costs, Home First has developed an **enterprise-grade Document Management System (DMS) that enables secure, structured, and scalable document management.**
- It features structured categorization with standardized naming conventions for easy retrieval with AWS-backed scalable, cost-effective storage.
- The system handles high volumes with robust security, tracking, and safe archival for optimal storage and performance.

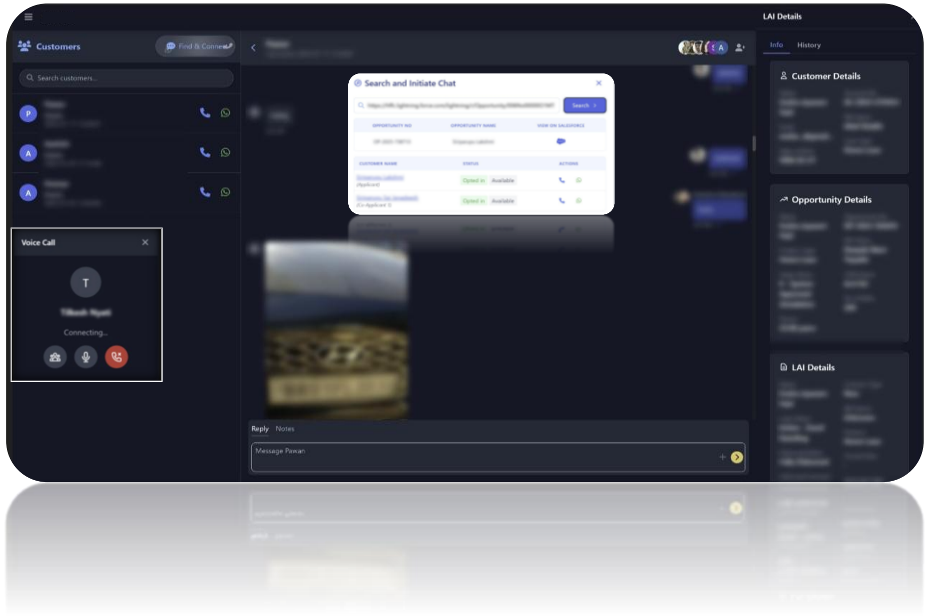
In-house AI Conversational Platform

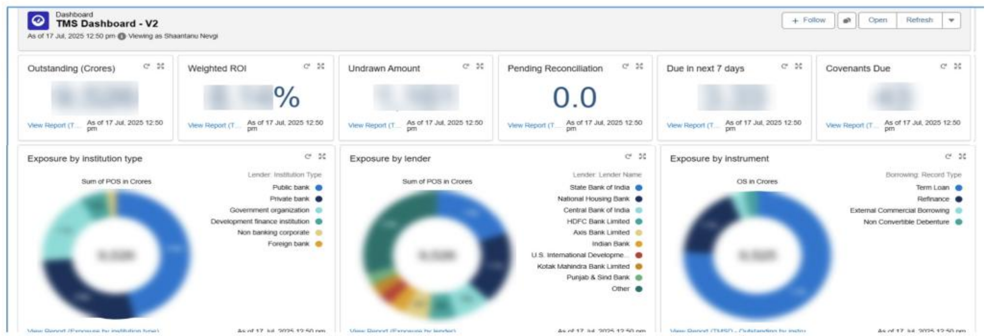
- **Omni-channel Conversational AI platform:** Enables customer conversations across Voice, Whatsapp, SMS, Email etc.
- **Generative AI integration & converses in 7 Indian Languages:** Customer conversation from Lead qualification to resolving queries.
- It seamlessly facilitates conversational business flows and actionable insights through advanced transcription and analytics.

Treasury Management System

- HomeFirst has developed an **In-house Treasury Management System** to improve liquidity risk management, automate manual processes, and enhance regulatory compliance
- The system serves as a centralized record-keeping platform with configurable workflows, approvals, and real-time visibility into asset and liability positions.
- The implementation of this system also enables advanced cash flow forecasting and scenario analysis to manage funding requirements, optimize returns, and minimize idle cash.

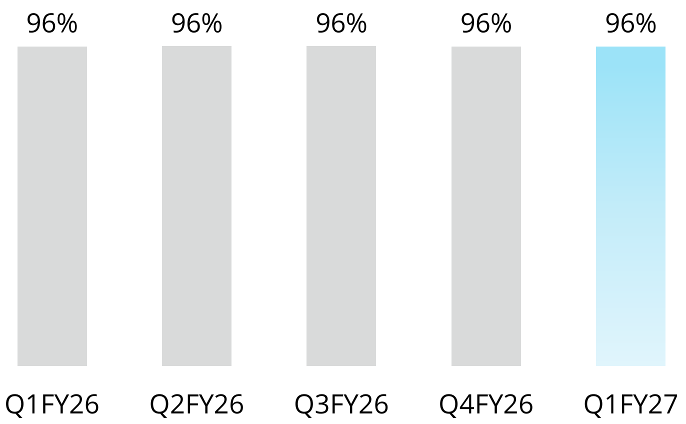




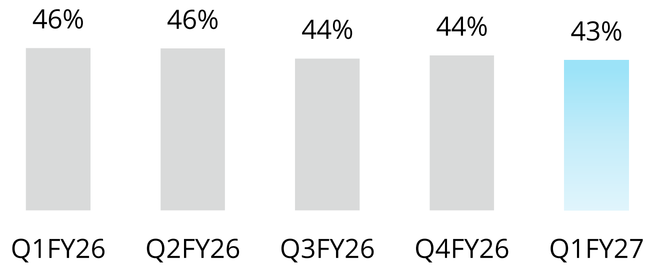


Digital Adoption

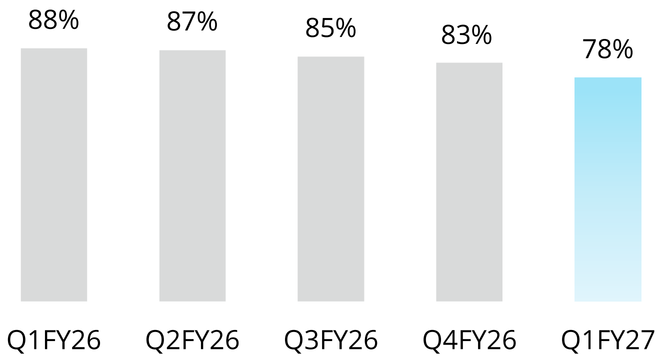
% Customers registered on App



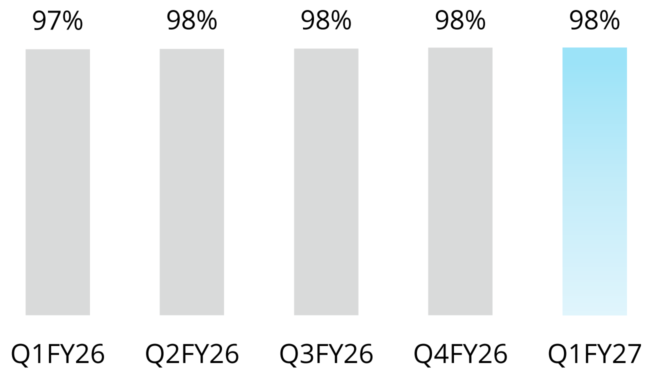
Unique user logins as % of active customers



% of Service Requests raised on App



% Non-cash collections



Customer Rating on Google Playstore

4.3

As of 13 Jul'26

Average payment per user on app

₹30,799

For Q1FY27

Avg time spent by user on the app per session

2m 01 sec

For Q1FY27

No of Payments via Customer App

21,934

For Q1FY27

Source: HomeFirst App Database

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

Building the Brand HomeFirst

How our brand is perceived

Our Brand Positioning

Speed: Industry-leading!
Our robust tech stack ensures 48-hour TAT, something we take pride in!

Home Loan Expertise: Unmatched!
Well-trained RMs have a strong understanding of local nuances, enabling us to customize at scale.

Transparency: 100% Trust
We explain every detail upfront. Our processes are very simple. Trust is great for word-of-mouth.

The Core Values

S T U

Swift **Transparent** **Unconventional**

Brand Recognition

Award Category

Grievance Redressal
(Asset Size : Above ₹10,000 Cr)

Context: At HomeFirst, we believe responsible lending goes beyond financial inclusion. It means offering products that are transparent, easy to understand, and designed around the customer's long-term ability to repay. Growth should never come at the cost of clarity, fairness, or dignity.

A robust grievance redressal framework is central to this philosophy. Every customer concern is an opportunity to listen, improve, and strengthen trust. By ensuring our grievance mechanisms are accessible and responsive, we reinforce our commitment to delivering a service experience as dependable as the homes we help finance.

This recognition from the National Housing Bank affirms that same principle.

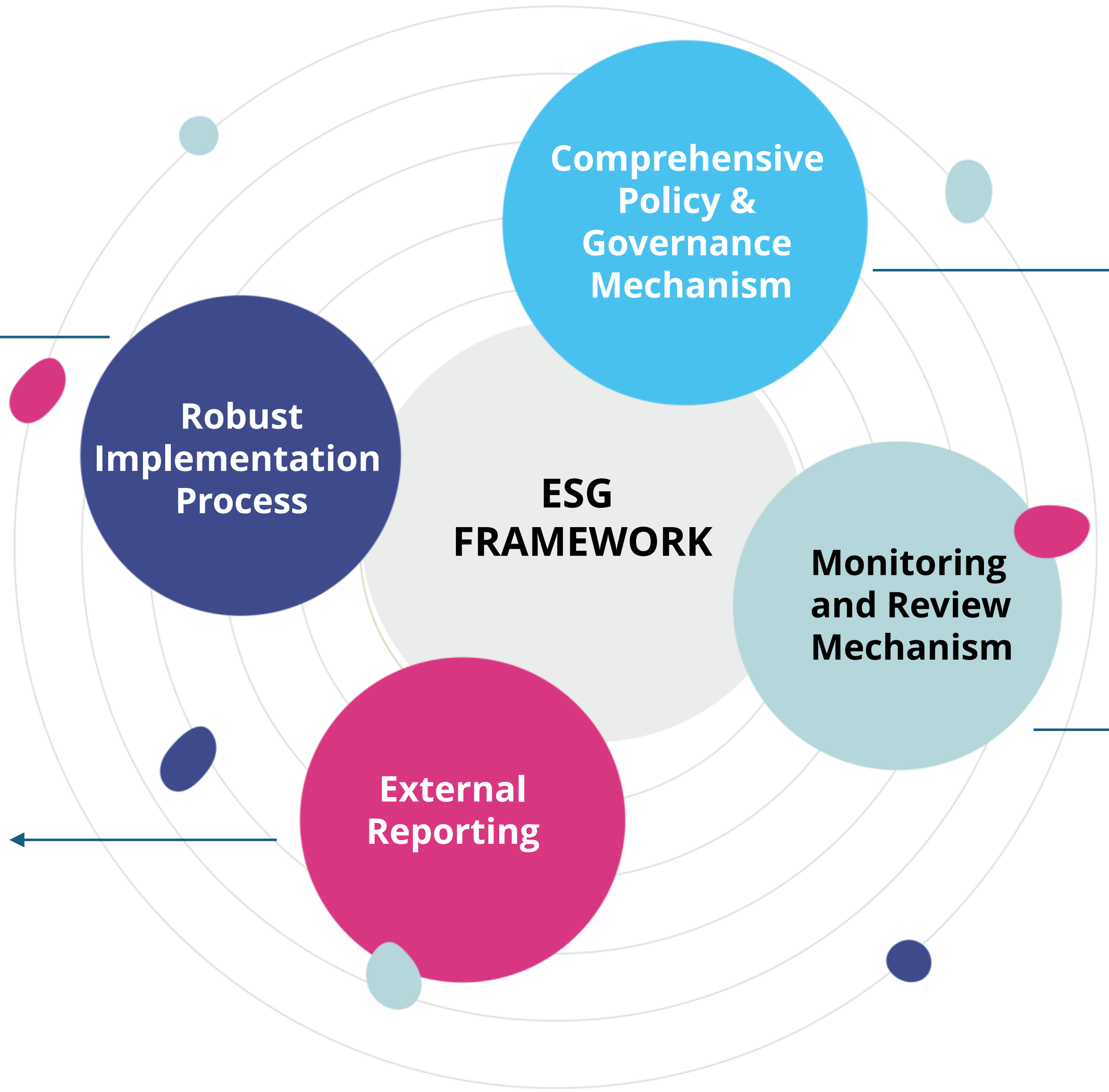
Brand attribute
Customer Centricity, Transparent

ESG at HomeFirst

Putting sustainability at core of operations

Commitment to ESG

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

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

The company has published **Business Sustainability & Responsibility Report (BRSR)** as part of **Integrated Annual Report** for FY25-26.

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 (90% of total in Q1FY27)
- E-Stamping (46% of total in Q1FY27)
- E-NACH mandates (82% of total in Q1FY27)

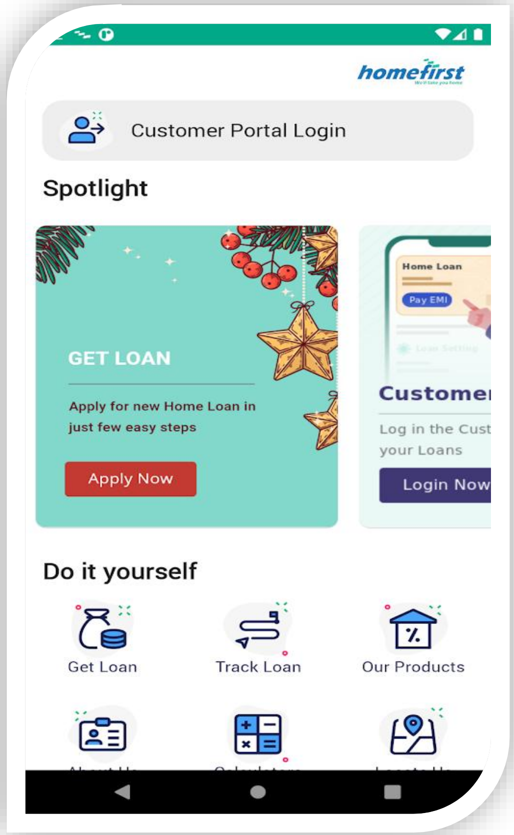
This results in saving of paper, time and energy.

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 15 to 17.

Customer App

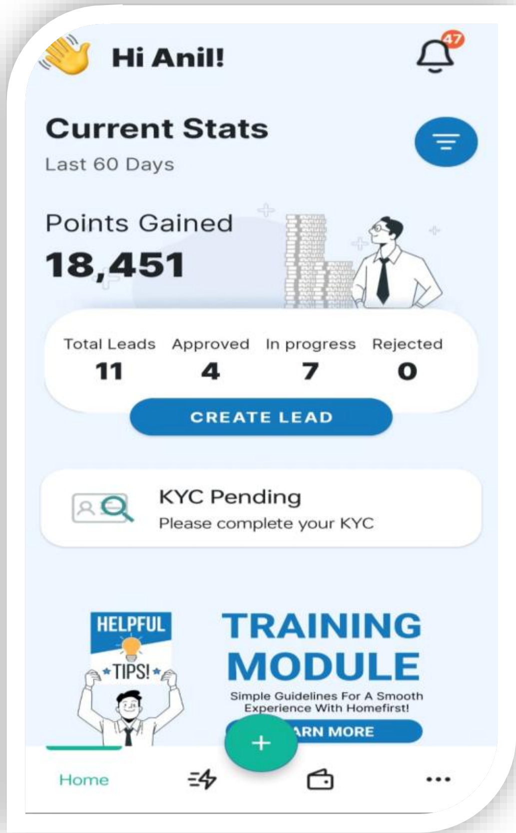


Google rating of Homefirst Customer App

4.3

As of 13 Jul'26

Connector App

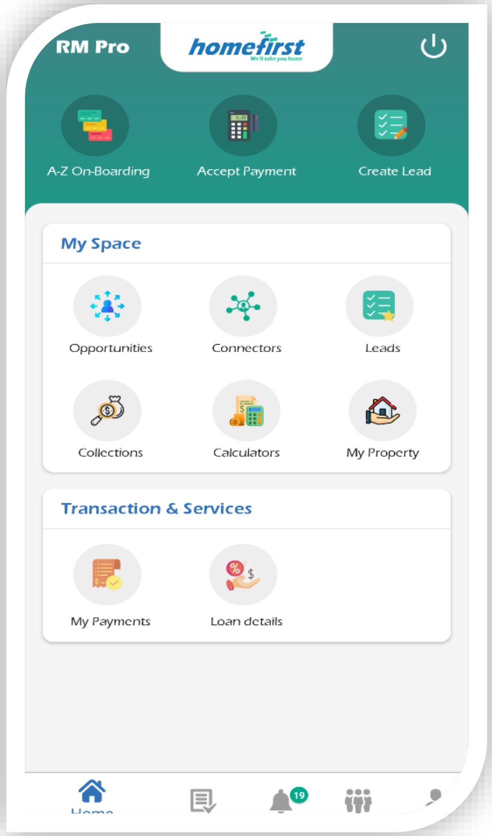


Google rating of Homefirst Connect App

4.5

As of 13 Jul'26

RM Pro App



Google rating of Homefirst RM Pro App

4.4

As of 13 Jul'26

Progress on Social Development

Responsibility towards community

Project Sashakt : 11,000+ families touched
Skilling & Employment | Education & Development | Health Initiatives | Financial Literacy

With the aim of empowering people to live better, we believe that the holistic development of the family is essential

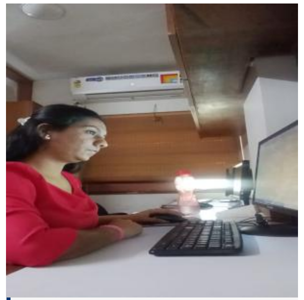
- **Skilling:** A total of **373 individuals** were certified in four trades through the **Sashakt Skilling Centres** at Narol and Naroda. 211 youths skilled through 2-Wheeler Lab and AutoCAD Labs.
- **Education: Bal Sashakt** was successfully conducted in schools across **Narol and Naroda**, engaging **300 students** through interactive learning and developmental activities. **167 students** participated in an educational visit to **Science City**, providing them with hands-on exposure to science and innovation. Additionally, a **Summer Camp** was organized, with **106 students** taking part in a range of educational, creative, and recreational activities aimed at fostering holistic development.
- **Health: 26 OPD camps** were organized across Narol and Naroda, providing healthcare services to **1704 individuals** through weekly consultations. 13 ration kits were distributed in LG Hospital.
- **Financial Literacy:** Financial literacy sessions were conducted, and **4,300+ beneficiaries** were covered through both awareness sessions and linkage to government welfare schemes

Sashakt Stories

Shushva
Sashakt Beneficiary
Tailoring

Shushva's journey with Diva Design Studio gave her regular work, improved skills, and confidence. In Apr, she earned ₹8,104, supporting her family. She is grateful for the opportunity to become self-reliant.

Yashami
Sashakt Beneficiary
Tally GST



Yashami completed the Tally GST course at Sashakt Skilling Centre and secured a Sales Executive role with a monthly salary of ₹14,000, becoming more confident and financially independent.

Mayuri
Sashakt Beneficiary
Diva Salon

Mayuri, an ITI student from Ghatlodiya, is building her career through training at Diva Salon. In April, she earned ₹13,576 while gaining advanced beauty skills, becoming more confident and financially independent.

Pooja
Sashakt Beneficiary
Tailoring

Pooja, a Diva Design Studio alumni, turned her skills into a steady source of income. In April, she earned ₹8,460, enabling her to contribute to her family's needs while growing in confidence and self-reliance.

Responsibility towards employees

Employee Training and Development

Formal talent pipeline development strategy.
During the period Q1FY27, **8,000+ manhours** of training was provided to employees though 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
- **27% women overall**
- **50% women at head office**
- **14% women in senior management**

Employee Ownership

As of 30 Jun'26, **300 employees** are covered under ESOP programs – comprising of **15.1%** of employee base

Human Rights, Health & Safety

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

Progress on Social Development

Responsibility towards customers

Customer Satisfaction

- **Customer focus:** Playing a key role in **Financial inclusion** by facilitating affordable home loans and empowering women borrowers.
- **EWS and LIG customers account for ~58% of AUM.**
- **Feature rich** mobile apps to provide seamless service and to track **NPS score** as a feedback mechanism. Our NPS score for Q1FY27 is 79.
- **Prepayment facility** provided on the Customer App to "***nudge***" customers towards prudent finance management.
- **96%** of active customers are registered on HomeFirst Customer Portal App. Android Rating is **4.3 (13 Jul'26**).
- Throughout the duration of PMAY programme, a total of **38,507** customers were assisted with the **PMAY subsidy benefit from NHB**, amounting to cumulative credit of **Rs. 966.4 Cr** to their account. This has helped **reduce ~26%** of Loan Amount for those customers. In continuation of our commitment towards the PMAY initiative, we are assisting our customers under **PMAY (U) 2.0** and **698 customers** have already benefitted.
- **Grievance Redressal Policy** is in place to receive and respond to customer complaints. Link: https://homefirstindia.com/policy/complaints-grievances/

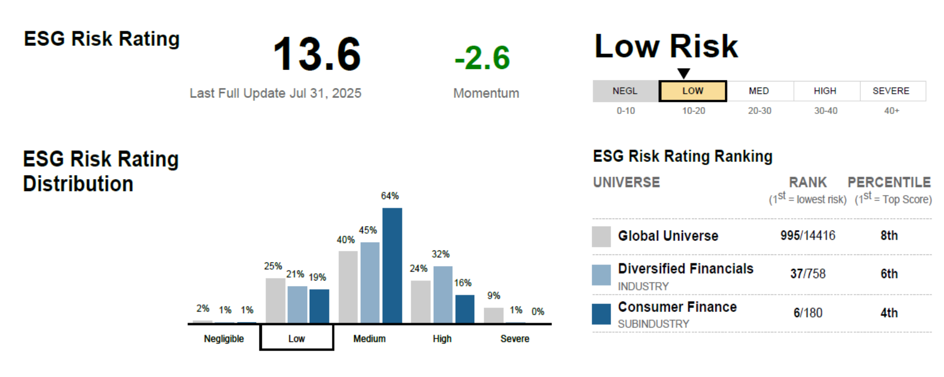
ESG Initiatives

Sustainable Finance

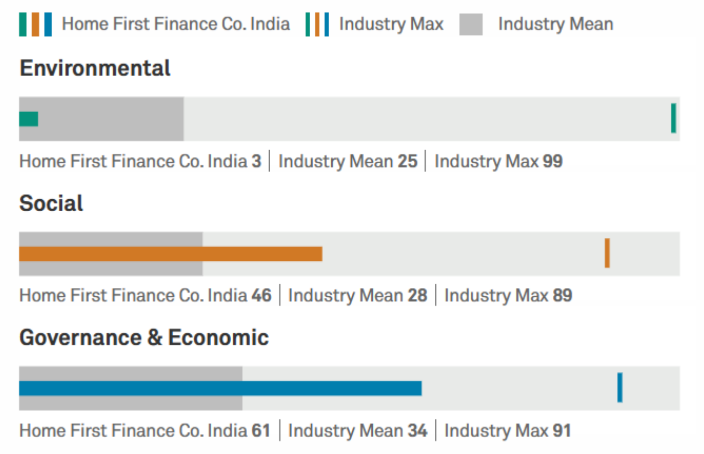
- **Funds approved from DFC to support women borrowers for financing affordable housing.** U.S. International Development Finance Corporation (DFC) Board of Directors approved a $75 million loan to HomeFirst to support affordable housing mortgage loans to women low-income borrowers. Link
- **Funds raised 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). Under this partnership, HomeFirst is promoting energy efficient Green Homes; **550 Green Homes have been certified** as of Jun'26.

ESG Risk Rating - Leading ESG score in the BFSI Industry in India.

MorningStar Sustainalytics **ESG Risk Rating of 13.6, Low Risk and Strong rating for ESG Risk Management.** Link



S&P Global ESG score of 46. Link



- The company published its **Sustainability Report** for the year FY25-26 as part of its **Integrated Annual Report**.
  Link: https://homefirstindia.com/files/Business Responsibility and Sustainability Report.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 58% of our book size.

Overall, ~90% loans have woman as borrower

- **Primary applicant in 13% of AUM**
- **Atleast 1 woman co-borrower in 81% 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

5 of 6
Directors are non-executive

5 of 6
Independent Directors

2 of 6
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 4 ESOP plans.**

Corporate Governance Structure

Board of Directors

Board Level Committee
- Audit Committee
- Nomination and Remuneration Committee
- Stakeholder Relationship Committee
- CSR & ESG Committee
- Risk Management Committee
- IT Strategy Committee

Management Committee
- Credit Committee
- Grievance Redressal Committee
- Asset-liability Committee
- Information Security Committee

Risk Management Framework
- Risk Management Policy & Framework
- Early Warning Signals (EWS) Framework
- Risk Appetite & Thresholds

Regulatory Capital | **Risk Assessed in ICAAP** | **Stress Test**

Credit Risk

Market Risk
CRM Risk
Reputation Risk
HR Risk
Operation Risk
Liquidity Risk

Strategic Risk
Cyber & info security
Credit Concentration
Interest Rate Risk
Compliance Risk
ESG Risk

Credit Risk
Liquidity Risk
Credit Concentration
Interest Rate Risk

Risk Assessment
Regulatory Approach
Credit/Property Criteria
Parameter tracking

Risk Control
Mitigation / Risk Limits
Deviation approval matrix

Reporting
Regulatory
Internal MIS
Disclosures

Compliance Function

Dedicated Chief Compliance Officer (CCO)

Nodal Officer for NHB

Focus on RBI/NHB/SEBI compliance

Compliance tools for compliance tracking

Internal Audit Function

Independent function

Risk Based Internal Audit

Regular Branch Audit

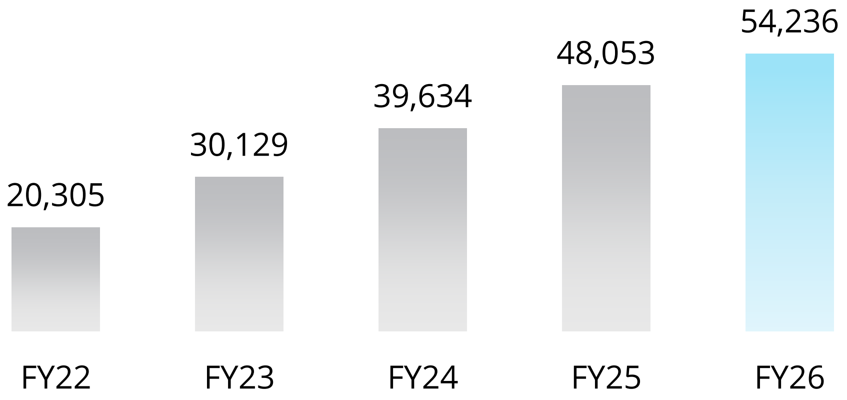
Annual HO Process Audit

Business Updates

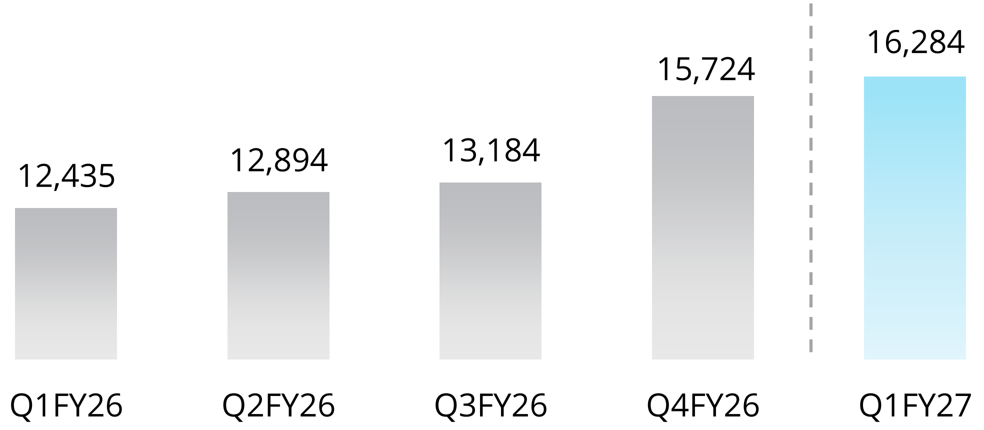
Healthy Growth in Loan Book and Disbursements

Disbursement (₹Mn)

Last 5 Years



Last 5 Quarters

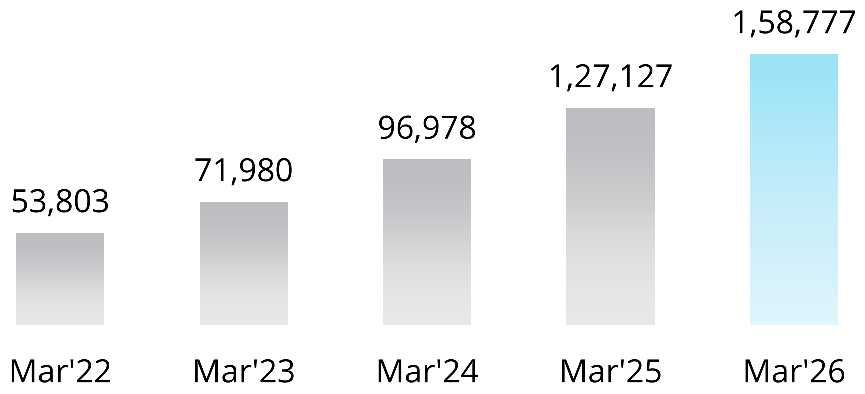


31.0% growth y-o-y

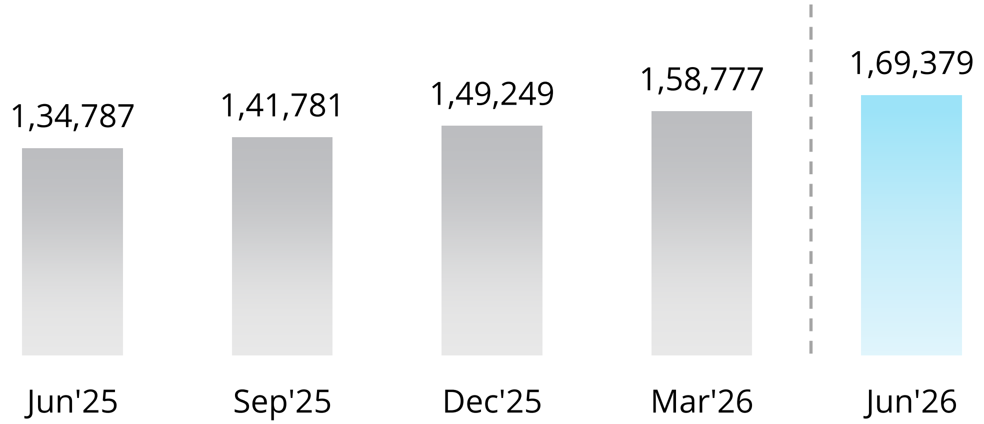
3.6% growth q-o-q

Assets Under Management (₹Mn)

Last 5 Years



Last 5 Quarters



25.7% growth y-o-y

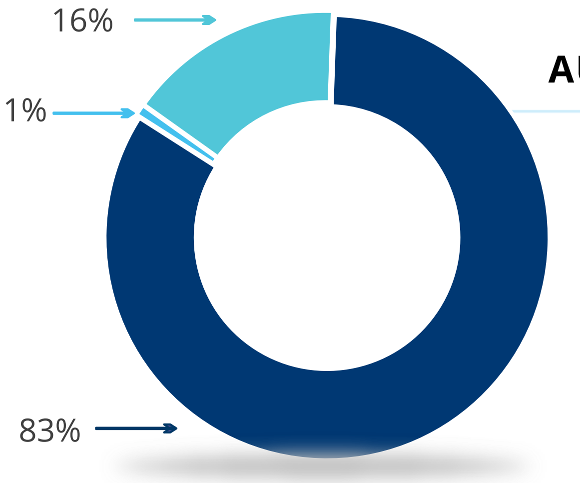
6.7% growth q-o-q

31% CAGR (4 Years FY22-FY26)

4.5% BT Out rate for Q1FY27 (annualized)

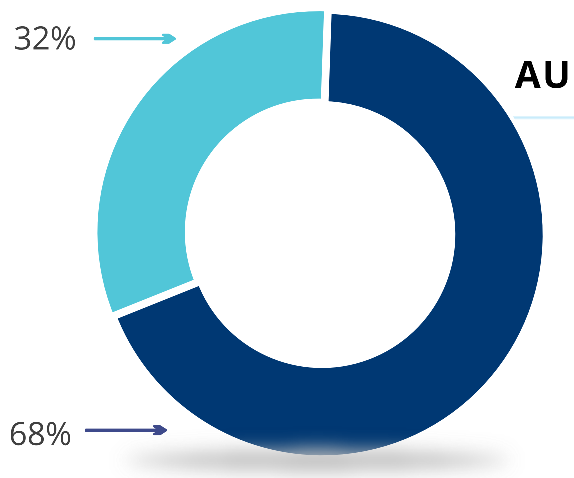
Consistent Portfolio Metrics | Jun’26

AUM by Product



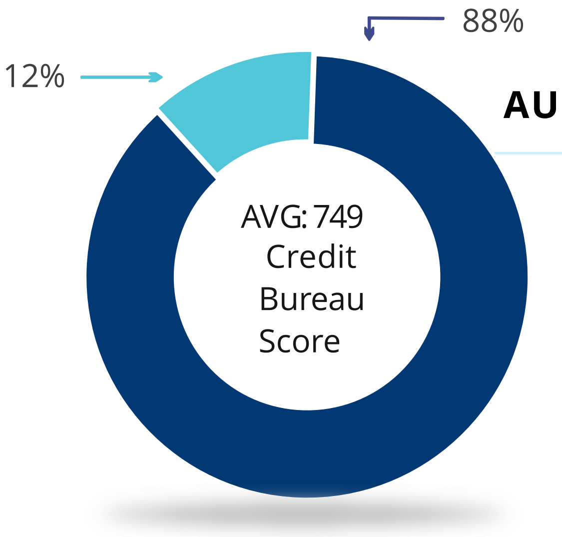
Sharp focus on housing loans

AUM by Occupation



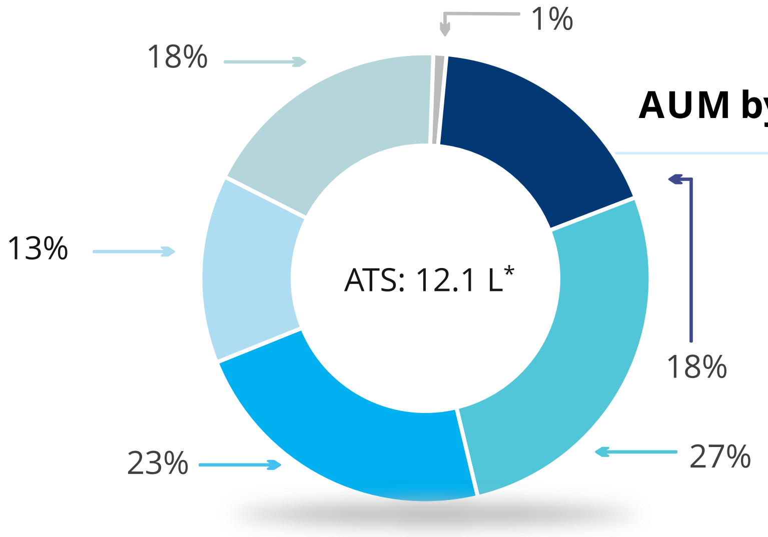
High ratio of salaried customers

AUM by Credit history



Both credit tested and new to credit customers

AUM by Ticket Size



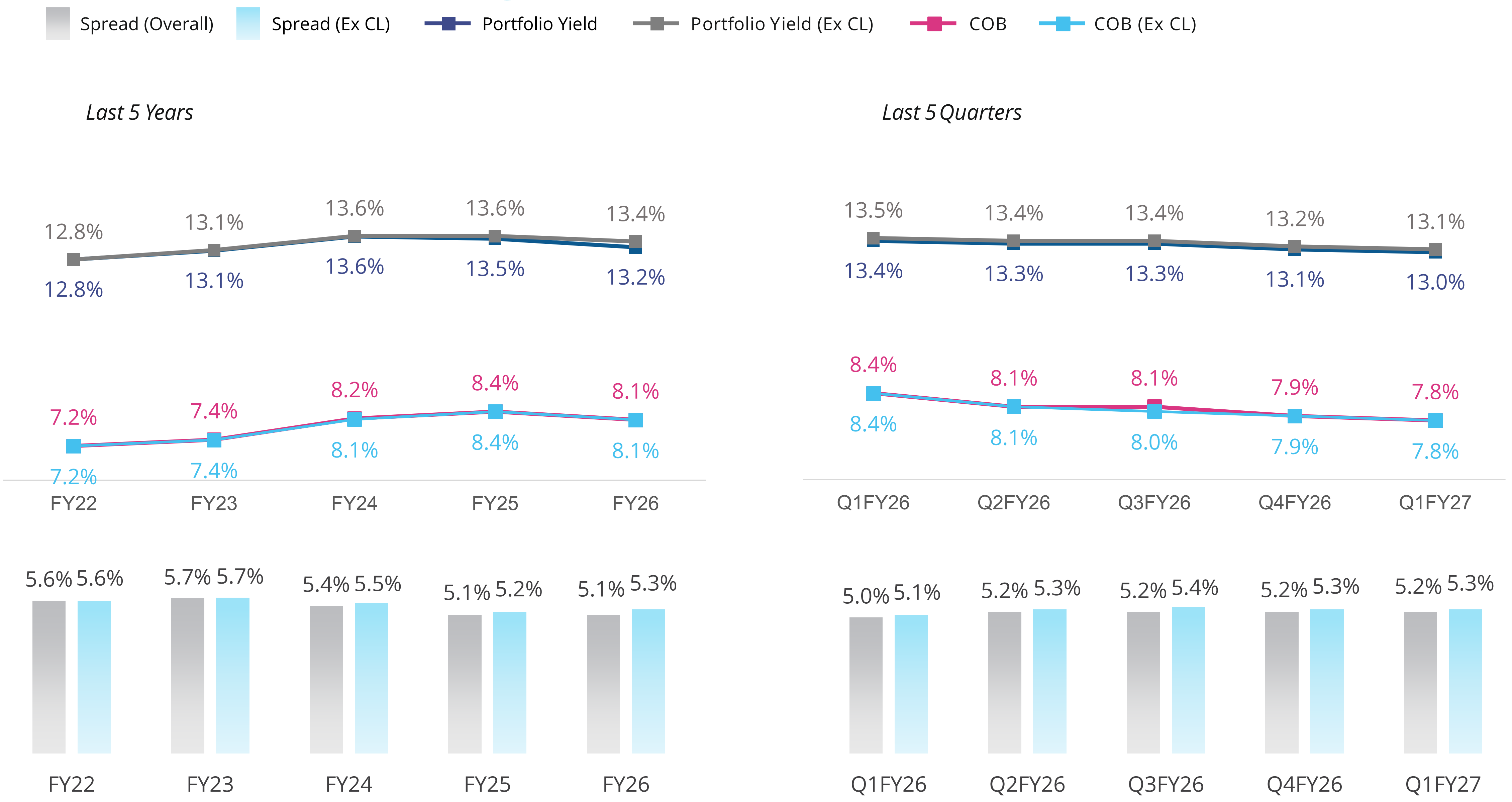
Granular loan book

All figures as of Jun’26

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

Competitive Spreads

Net Interest Spread Movement



PLR increase

25bps w.e.f 1st Jul'22

50bps w.e.f 1st Dec'22

50bps w.e.f 1st Apr'23

35bps w.e.f 1st Aug'24

PLR cut

10bps w.e.f 1st Jan'26

Competitive Cost of Borrowing

Origination yield for Q1FY27 stood at 13.0%*

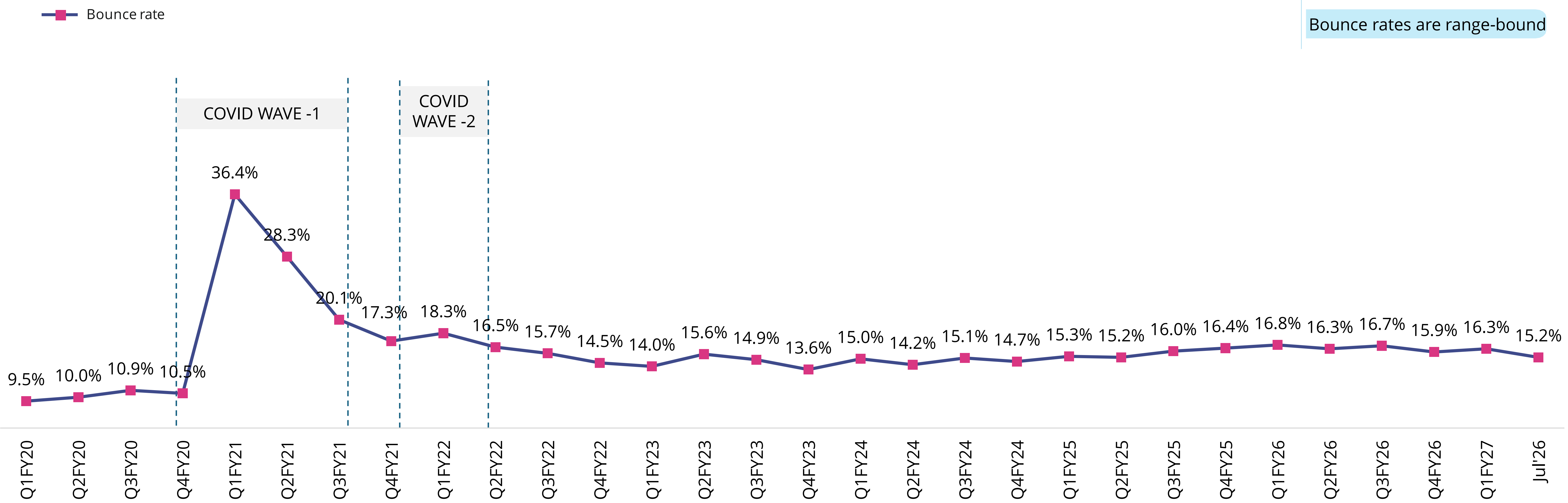
Marginal COB for Q1FY27 stood at 7.6%

* Loans originated for Co-Lending are excluded while computing origination yield for Q1FY27

Healthy Leading Indicators

Bounce rate : On the day of EMI presentation

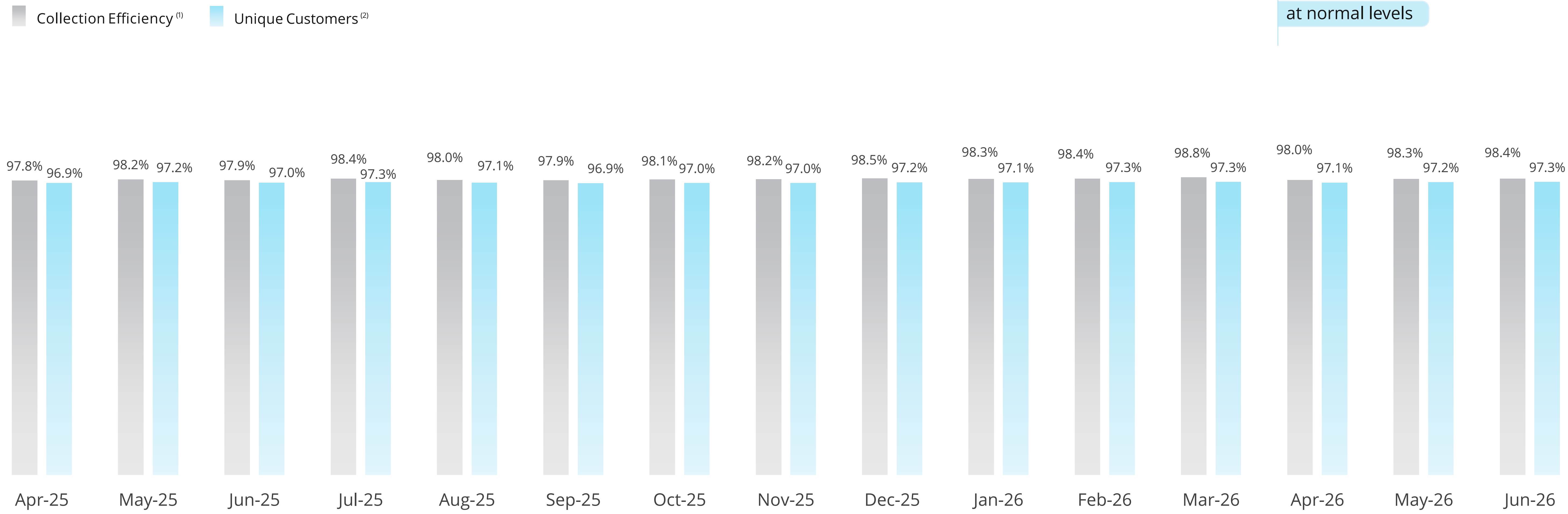
Bounce rates are range-bound



Healthy Leading Indicators

Collection Efficiency

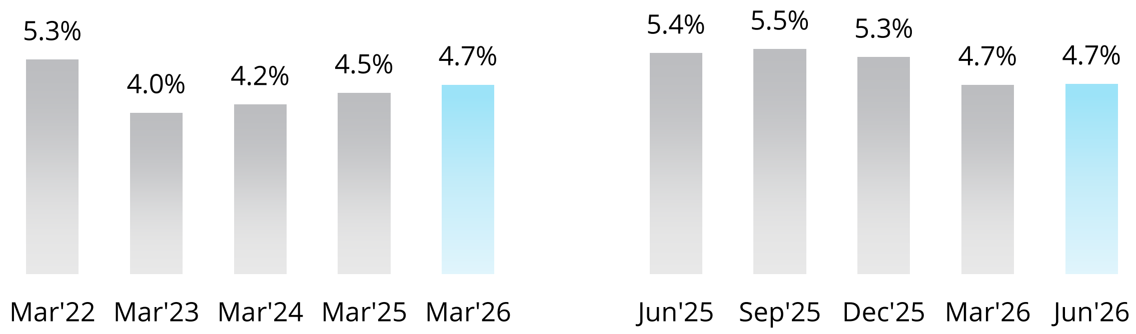
Collection efficiency at normal levels



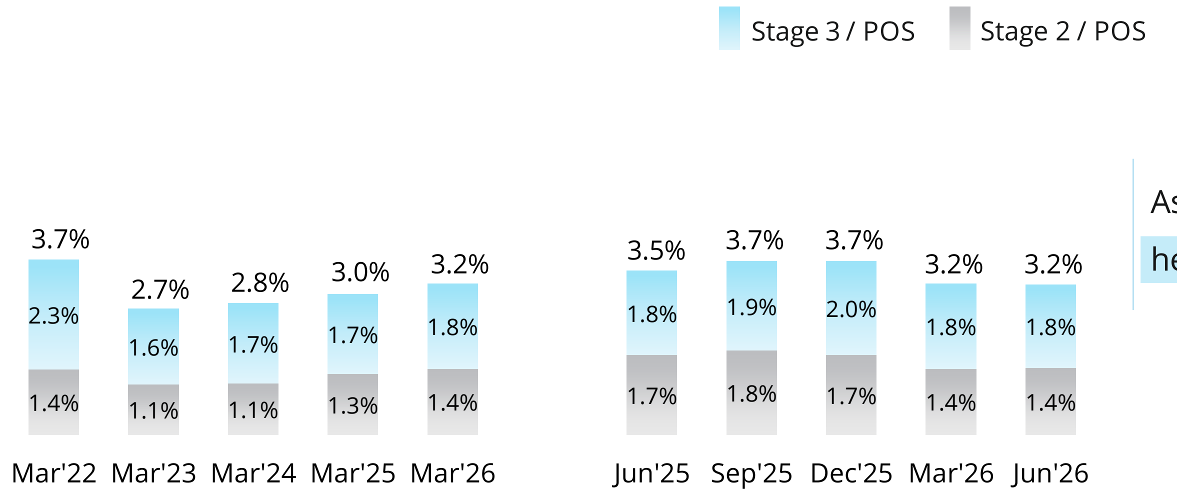
Note: (1) Collection Efficiency =Total # of EMIs received in the month (including arrears of previous months) / Total # of loan accounts whose EMIs are due in the month
(2) Unique customers =# of customers who made at least one payment in the month / Total # of Customers whose EMIs' are due in the month

Sound Credit Indicators

DPD 1+ / POS

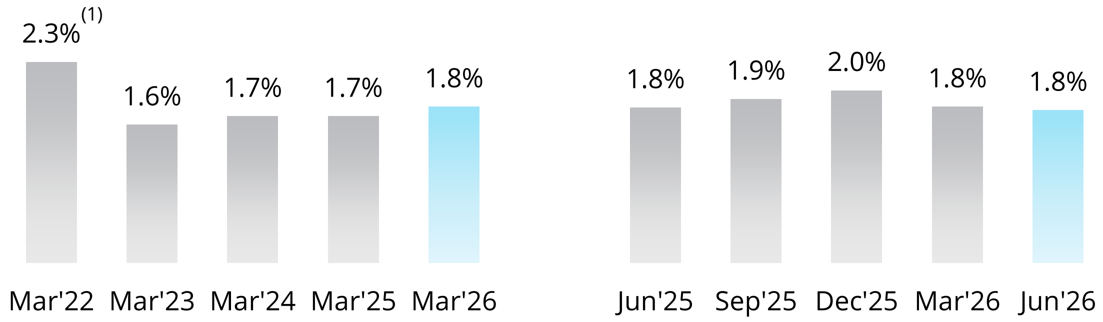


DPD 30+ / POS %

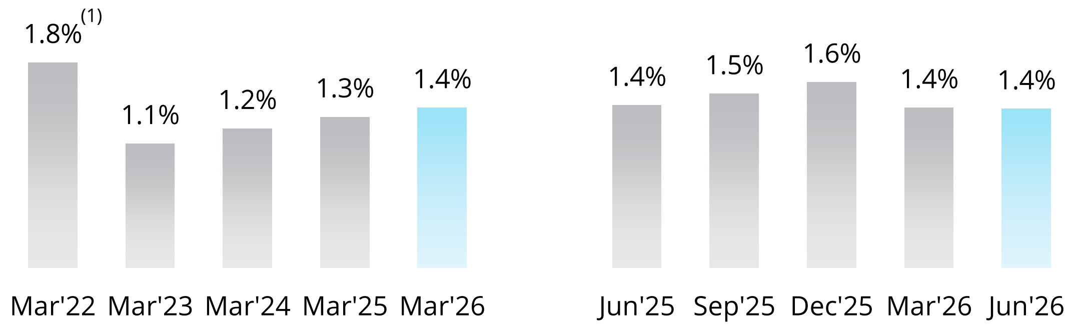


Asset quality at healthy levels

Gross Stage 3 / POS (GNPA) %



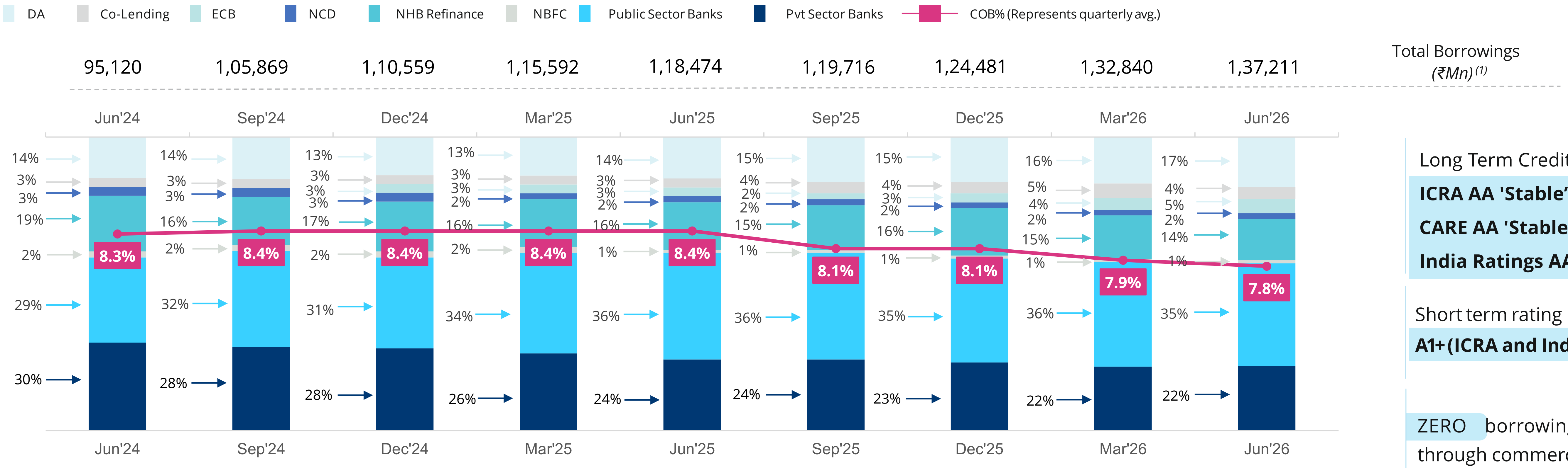
Net Stage 3 / Net POS (NNPA) %



(1) Pursuant to the RBI circular dated 12 Nov 2021, Dec'21 onwards, the Company has aligned its definition of default requiring repayment of entire arrears of interest and principal for loan accounts classified as NPAs to be upgraded as 'standard' asset.

Diversified funding profile at competitive Cost of Borrowing

Borrowings Mix and Cost of Borrowing trend



Our banking relationships

Public Sector Bank	State Bank of India	Central Bank of India	Punjab National Bank	Punjab & Sind Bank
	IDBI Bank	Bank of Baroda	Indian Bank	Canara Bank

Private Sector Bank	HDFC Bank	ICICI Bank	Axis Bank	South Indian Bank	Karnataka Bank	J & K Bank	Karur Vyas Bank	Bandhan Bank
	Federal Bank	Kotak Mahindra Bank	HSBC	Yes Bank	Shinhan Bank	IndusInd Bank	DCB Bank	

Others	Bajaj Finance	IFC
	DFC	

Validation by NHB - Single largest lender with ₹ 19,601.4 Mn outstanding 20+ lines

₹ 2,800 Mn NCD investment by IFC – a step towards sustainability and green financing

Long Term Credit Rating

ICRA AA 'Stable'

CARE AA 'Stable'

India Ratings AA 'Stable'

Short term rating

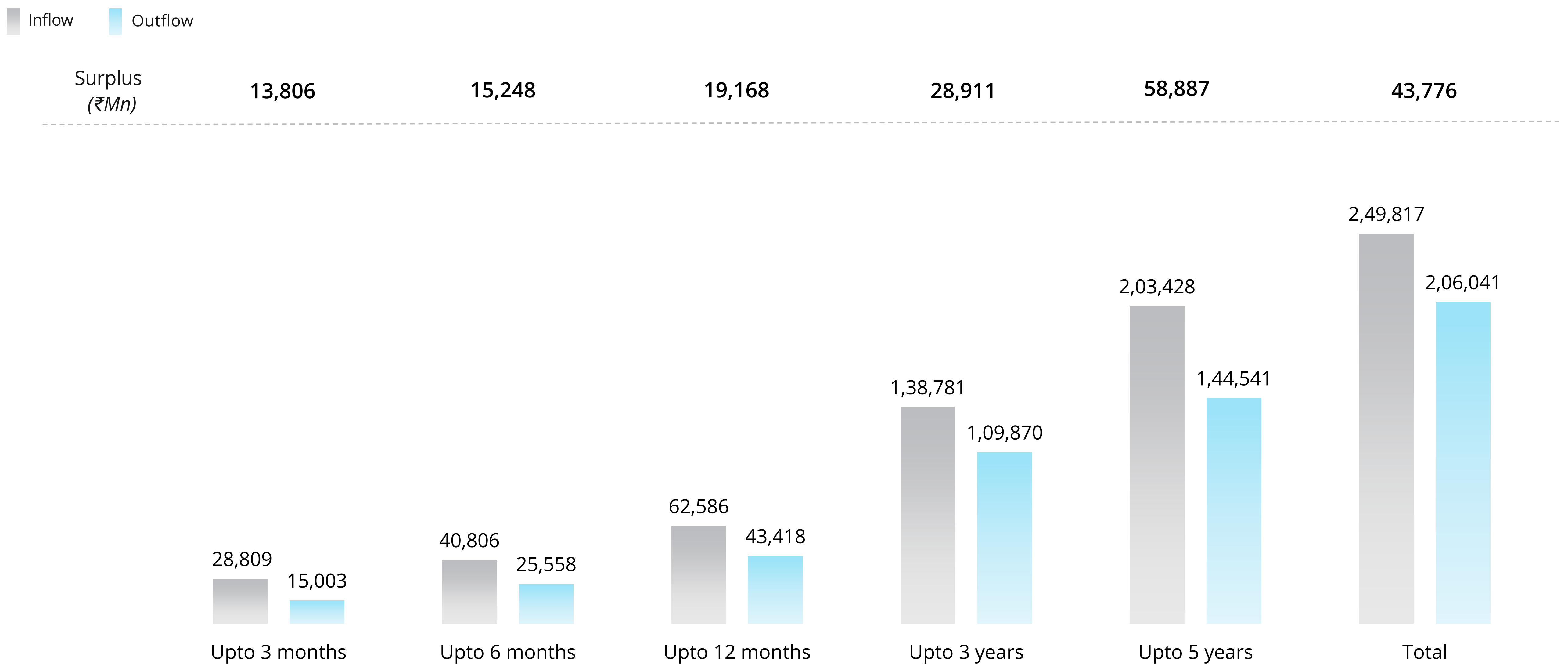
A1+ (ICRA and India Ratings)

ZERO borrowing through commercial papers

Diversified funding relationships with **32 lending** partners

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

ALM Position as of Jun'26 - Cumulative

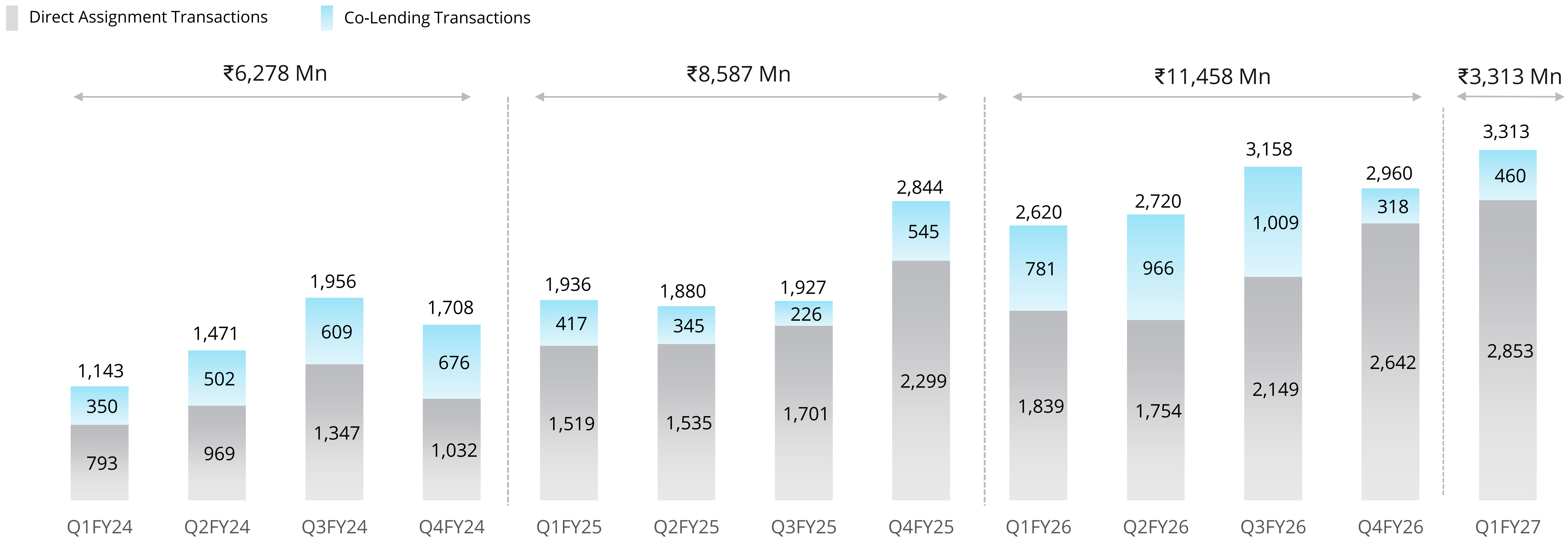


Robust ALM profile ensuring sufficient liquidity buffers

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 and Co-lending Transactions



Consistent demand for assignment of the company's portfolio

Our partners in Assignment and Co-Lending

Direct Assignment	Central Bank of India	HDFC Bank	State Bank of India	Bank of Baroda	South Indian Bank	Aditya Birla Housing	Punjab & Sind Bank	Tata Capital Housing	Co-Lending	Central Bank of India	Axis Bank
	Union Bank of India	Indian Bank	Yes Bank	Bajaj Housing Finance	Shinhan Bank	Axis Bank	ICICI Bank			Union Bank of India	

Strong Liquidity Position

Liquidity Buffer as on Jun’26 (in ₹Mn)	
Unencumbered Cash and Cash equivalent	11,434
Un-availed Sanction from NHB	3,540
Un-availed Sanction from Banks	7,750
Total	**22,724**

₹ 5,814 million

Liquidity raised during Q1FY27

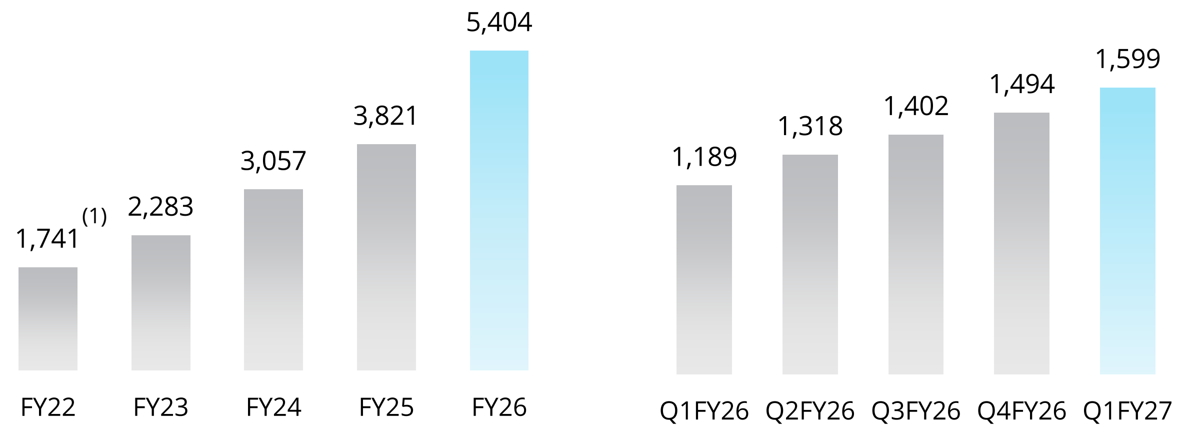
Particulars (in ₹Mn)	*Q2FY27*	*Q3FY27*	*Q4FY27*	*Q1FY28*
Opening Liquidity	22,724	25,338	26,220	27,624
Add: Principal Collections & Surplus Operations	10,183	9,997	9,834	9,663
Less: Debt Repayments	7,569	9,115	8,430	8,464
Closing Liquidity	25,338	26,220	27,624	28,823

Data as per IGAAP

Financial Updates

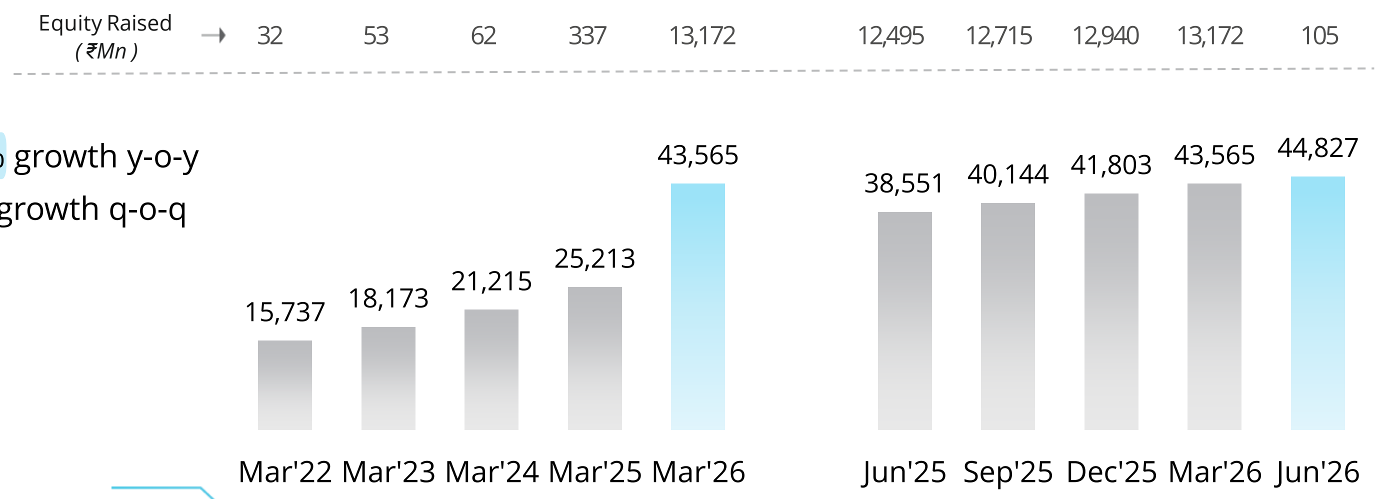
Financial Highlights

Profit After Tax (₹Mn)



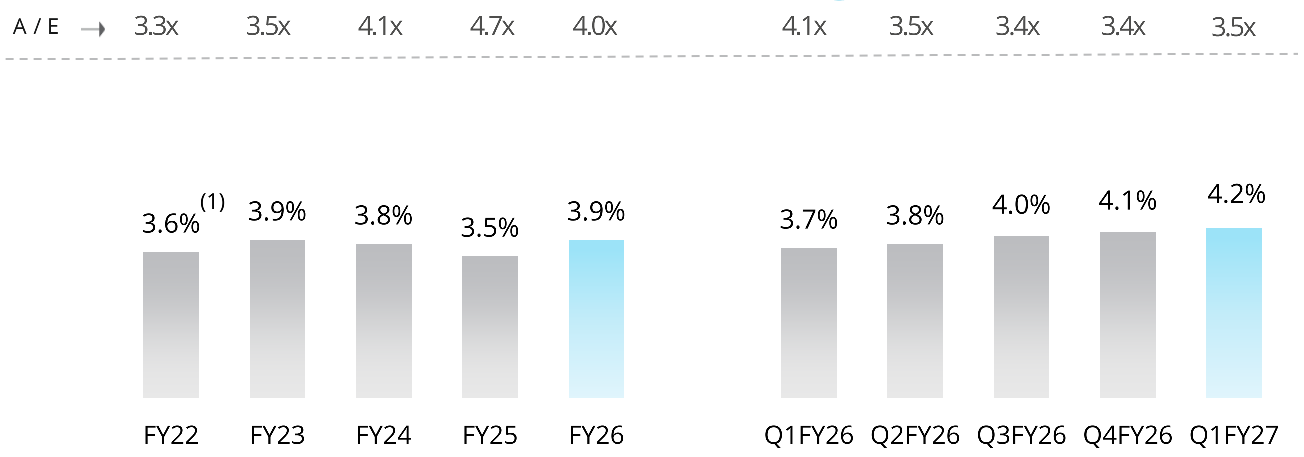
34.5% growth y-o-y
7.0% growth q-o-q

Net worth (₹Mn)

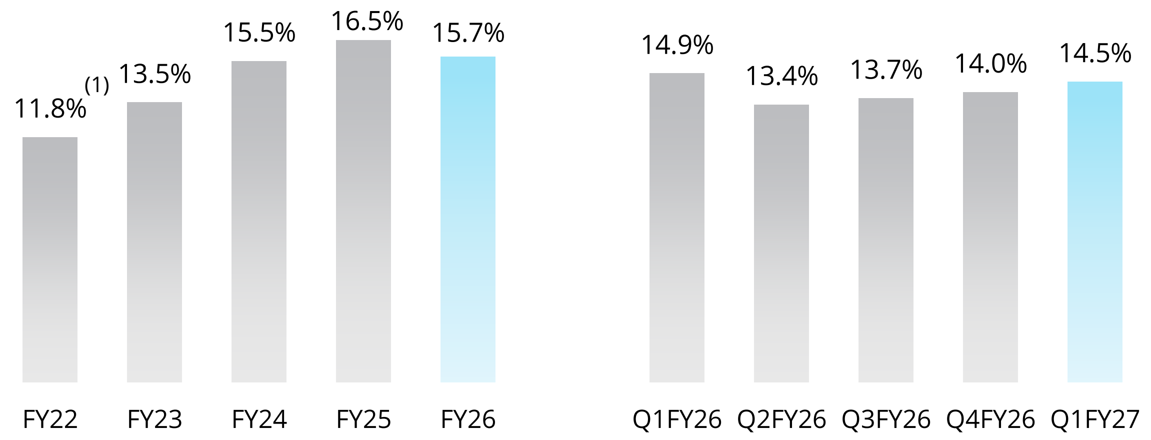


Robust NW to support growth

Return on Average Assets



Return on Average Equity



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'26					
Loans – Principal Outstanding	1,36,431.3	2,021.1	2,496.3		1,40,948.7
ECL Provision	295.3	212.2	585.2	37.4	1,130.1
Net Loans – Principal Outstanding	1,36,136.0	1,808.9	1,911.1		1,39,818.6
ECL Provision %	0.2%	10.5%	23.4%		0.8%
For period ended Mar'26					
Loans – Principal Outstanding	1,28,106.4	1,865.6	2,404.3		1,32,376.3
ECL Provision	279.3	195.6	575.3	30.3	1,080.5
Net Loans – Principal Outstanding	1,27,827.1	1,670.0	1,829.0		1,31,295.8
ECL Provision %	0.2%	10.5%	23.9%		0.8%
For period ended Jun'25					
Loans – Principal Outstanding	1,09,468.3	1,830.1	2,081.7		1,13,380.1
ECL Provision	247.2	168.8	458.9	22.8	897.7
Net Loans – Principal Outstanding	1,09,221.1	1,661.3	1,622.8		1,12,482.4
ECL Provision %	0.2%	9.2%	22.0%		0.8%

Total Provision Coverage Ratio

Jun'26	45.3%
Mar'26	44.9%
Jun'25	43.1%

Annexures

Quarterly and Annual Profit and Loss Statement

Particulars (in ₹Mn)	Q1FY27	Q4FY26	Q1FY26	QoQ	YoY	FY26	FY25	YoY
Interest Income on term loans	4,392.5	4,120.8	3,672.2	**6.6%**	**19.6%**	15,734.3	12,801.6	**22.9%**
Net gain on DA	364.8	358.2	247.1			1,121.6	912.2	
Income other than interest income on term loans[1]	641.1	568.3	633.4			2,371.3	1,678.2	
Total Income	**5,398.4**	**5,047.3**	**4,552.7**	**7.0%**	**18.6%**	**19,227.2**	**15,392.0**	**24.9%**
Interest expense	2,077.1	1,945.6	1,996.7			7,896.2	7,133.7	
Net Interest Income	**2,315.4**	**2,175.2**	**1,675.5**	**6.4%**	**38.2%**	**7,838.1**	**5,667.9**	**38.3%**
Net Total Income	**3,321.3**	**3,101.7**	**2,556.0**	**7.1%**	**29.9%**	**11,331.0**	**8,258.3**	**37.2%**
Operating Expenses[2]	1,086.0	991.9	874.2			3,684.7	2,954.7	
PPOP	**2,235.3**	**2,109.8**	**1,681.8**	**6.0%**	**32.9%**	**7,646.3**	**5,303.6**	**44.2%**
Credit Cost	159.0	157.9	116.8			568.8	287.7	
Profit before tax	**2,076.3**	**1,951.9**	**1,565.0**	**6.4%**	**32.7%**	**7,077.5**	**5,015.9**	**41.1%**
Tax expense	477.8	457.5	376.1			1,673.7	1,195.2	
Profit after tax	**1,598.5**	**1,494.4**	**1,188.9**	**7.0%**	**34.5%**	**5,403.8**	**3,820.7**	**41.4%**
Basic EPS	15.3	14.3	11.7			52.3	42.8	
Diluted EPS	15.2	14.2	11.5			51.6	42.1	

(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 and other expenses for the relevant year or period as per the financial statements.

Investors & Analyst can download the excel version of operational & financial numbers from our website link.

RoE Tree

Particulars	Q1FY27	Q4FY26	Q1FY26	FY26	FY25
Interest Income on term loans / Average total assets	11.4%	11.2%	11.4%	11.5%	11.8%
Net Gain on DA / Average total Assets	0.9%	1.0%	0.7%	0.8%	0.9%
Income other than interest income on term loans/ Average total assets	1.7%	1.5%	2.0%	1.7%	1.5%
Total Income / Average total assets	**14.0%**	**13.7%**	**14.1%**	**14.0%**	**14.2%**
Interest on borrowings and debt securities / Average total assets	5.4%	5.3%	6.2%	5.8%	6.6%
Net Interest Margin	**6.0%**	**5.9%**	**5.2%**	**5.7%**	**5.2%**
Net Total Income / Average total assets	**8.6%**	**8.4%**	**7.9%**	**8.2%**	**7.6%**
Operating Expenses / Average total assets	2.8%	2.7%	2.7%	2.7%	2.7%
PPOP/ Average total assets	**5.8%**	**5.7%**	**5.2%**	**5.5%**	**4.9%**
Credit Cost / Average total assets	0.4%	0.4%	0.4%	0.4%	0.3%
Profit before tax / Average total assets	**5.4%**	**5.3%**	**4.8%**	**5.1%**	**4.6%**
Tax expense / Average total assets	1.2%	1.2%	1.1%	1.2%	1.1%
Profit after tax on average total assets	**4.2%**	**4.1%**	**3.7%**	**3.9%**	**3.5%**
Leverage (Average total assets / average Equity or average Net worth)	3.5	3.4	4.1	4.0	4.7
Profit after tax on average equity or average Net worth (ROE)	**14.5%**	**14.0%**	**14.9%**	**15.7%**	**16.5%**
Average interest earning assets as % of average total assets	88.9%	87.3%	85.3%	87.5%	87.1%
Average interest bearing liabilities as % of average total assets	69.6%	69.7%	74.3%	73.6%	77.5%

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	*Q1FY27*	*Q4FY26*	*Q1FY26*	*FY26*	*FY25*
Profit after tax on average total assets (ROA)	4.2%	4.1%	3.7%	3.9%	3.5%
Leverage (Average total assets / average Equity or average Net worth)	3.5	3.4	4.1	4.0	4.7
Profit after tax on average equity or average Net worth (ROE)	14.5%	14.0%	14.9%	15.7%	16.5%
Cost to Income Ratio (Operating Expenses / Net Total Income)	32.7%	32.0%	34.2%	32.5%	35.8%
Operating Expenses / Average total assets	2.8%	2.7%	2.7%	2.7%	2.7%
Average Debt to equity ratio	2.4	2.4	3.0	2.9	3.6
CRAR (%)	42.6%	44.1%	49.6%	44.1%	32.8%
CRAR - Tier I Capital	42.2%	43.8%	49.2%	43.8%	32.4%
CRAR - Tier II Capital	0.4%	0.3%	0.4%	0.3%	0.4%
Book Value Per Share	428.9	417.6	373.4	417.6	280.0

Balance Sheet

Particulars (in ₹Mn)	Jun'26	FY26	FY25
ASSETS			
Cash & cash equivalents and Other bank balance	8,996.5	8,410.2	9,382.4
Loans	1,39,856.0	1,31,326.1	1,06,487.0
Investments	2,932.6	8,122.4	3,602.4
Other financial assets	3,222.5	3,033.8	1,881.8
Property, plant and Equipment*	536.9	541.3	447.0
Deferred Tax Assets (Net)	0.0	0.0	0.0
Non-financial assets other than PPE	220.6	231.6	316.1
TOTAL ASSETS	**1,55,765.1**	**1,51,665.4**	**1,22,116.7**
LIABILITIES & EQUITY			
Payables	227.4	164.0	160.9
Debt Securities	2,232.6	2,274.4	2,848.4
Borrowings	1,05,945.6	1,03,626.1	92,658.6
Other financial liabilities	1,527.3	1,340.9	871.1
Provisions	202.9	146.2	93.9
Deferred Tax Liabilities (Net)	30.0	31.8	23.7
Other non-financial liabilities	772.1	516.6	247.3
Equity	44,827.2	43,565.4	25,212.8
TOTAL LIABILITIES & EQUITY	**1,55,765.1**	**1,51,665.4**	**1,22,116.7**

* Including right to use assets.

Consistent Financial Performance over the years

Particulars (in ₹Mn)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	CAGR % (FY17-FY26)
Operational Information											
Number of Branches	36	42	60	68	72	80	111	133	155	171	
Loan disbursals	4,244	7,455	15,728	16,183	10,966	20,305	30,129	39,634	48,053	54,236	
AUM	8,473	13,559	24,436	36,184	41,411	53,803	71,980	96,978	1,27,127	1,58,777	38.5%
Number of Employees	200	382	675	696	687	851	993	1,249	1,634	1,855	
Financial Information											
Income from Operations	916	1,326	2,637	4,108	4,891	5,957	7,910	11,374	15,299	19,146	
Interest Expenses	533	647	1,249	1,912	2,166	2,148	3,033	4,987	7,134	7,896	
Net Interest Income	**319**	**627**	**1,040**	**1,513**	**1,895**	**2,622**	**3,792**	**4,710**	**5,668**	**7,838**	
Operating Expenses (1)	262	424	735	1,046	1,064	1,296	1,756	2,325	2,955	3,685	
Credit Cost	17	29	73	165	322	250	215	254	288	569	
Profit before tax	**104**	**243**	**653**	**1,073**	**1,340**	**2,263**	**2,952**	**4,000**	**5,016**	**7,078**	
Adjusted PAT(2)	**67**	**160**	**457**	**796**	**1,001**	**1,741**	**2,283**	**3,057**	**3,821**	**5,404**	**62.9%**
Net Worth	3,064	3,252	5,227	9,334	13,805	15,737	18,173	21,215	25,213	43,565	
Ratios											
Cost to Income	68.4%	61.0%	50.3%	45.8%	39.0%	34.0%	35.7%	35.3%	35.8%	32.5%	
Return on Total Assets (2)	0.8%	1.4%	2.4%	2.7%	2.5%	3.6%	3.9%	3.8%	3.5%	3.9%	
Return on Equity (2)	2.9%	5.1%	10.8%	10.9%	8.7%	11.8%	13.5%	15.5%	16.5%	15.7%	
Gross Stage 3 assets / Gross NPA (3)	0.7%	0.6%	0.8%	1.0%	1.8%	2.3%(3)	1.6%	1.7%	1.7%	1.8%	
Net Stage 3 assets / Net NPA (3)	0.6%	0.5%	0.6%	0.8%	1.2%	1.8%(3)	1.1%	1.2%	1.3%	1.4%	
Credit Cost	0.2%	0.2%	0.4%	0.6%	0.8%	0.5%	0.3%	0.3%	0.3%	0.4%	
CRAR	68.5%	43.0%	38.5%	49.0%	56.2%	58.6%	49.4%	39.5%	32.8%	44.1%	
Leverage	3.4	3.7	4.5	4.1	3.5	3.3	3.5	4.1	4.7	4.0	

(1) Operating Expenses is the sum of Employee Benefits Expenses, Depreciation and Amortization, Interest on lease liability 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.
(3) Pursuant to the RBI circular dated 12 Nov 2021, Dec'21 onwards, the Company has aligned its definition of default requiring repayment of entire arrears of interest and principal for loan accounts classified as NPAs to be upgraded as 'standard' asset.

Experienced and Diverse Board

Mr. Deepak Satwalekar
Chairman/ Independent/ Non-Executive Director
Mr. Deepak Satwalekar 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, Washington D.C. Previously, he was associated with Housing Development Finance Corporation Limited as a managing director and HDFC Standard Life Insurance Company Limited as the managing director and chief executive officer. Currently, he is associated with Wipro Limited as its independent director. He has also been recognised as a distinguished alumnus by the Indian Institute of Technology, Bombay.

Ms. Geeta Dutta Goel
Independent/ Non-Executive Director
Ms. Geeta Dutta Goel holds a bachelor's degree in commerce from University of Delhi and a post graduate diploma in management from the Indian Institute of Management, Ahmedabad. She was associated with Michael & Susan Dell Foundation India LLP ("Dell Foundation") since 2008, and served as its managing director from February 2018 to January 2025 and as head of growth till October 2025. She is currently an Independent Director on the Board of Niva Bupa Health Insurance Company Limited, Equitas Small Finance Bank, Eldeco Infrastructure and Properties Limited and Micro Units Development and Refinance Agency Limited; and Director of CIIE Co. and Finreach Solutions Private Limited. She is also a promoter of Translation Endeavors Private Limited

Mr. Anuj Srivastava
Independent/ Non-Executive Director
Mr. Anuj Srivastava holds a bachelor's of technology degree in material & metallurgical engineering from Indian Institute of Technology, Kanpur and has attended the MBA Programme at London Business School. Previously, he was associated with Encentuate Inc. He has also worked at Google's global headquarters in Mountain View, where he led product marketing and growth initiatives for the e-Commerce, Shopping, and Mobile Payments teams, as well as for Google Local/Maps and online advertising products like AdSense. Currently, he is associated with LivSpace Pte. Limited as its co-founder and director.

Ms. Sucharita Mukherjee
Independent/ Non-Executive Director
Ms. Sucharita Mukherjee holds a bachelor's degree in economics from University of Delhi and has and a post graduate diploma in management from the Indian Institute of Management, Ahmedabad. Previously, she was associated with DB Group Services (UK) Limited, Morgan Stanley UK Limited, Dvara Trust. She was also associated with Northern Arc Capital Limited (then known as IFMR Capital Finance Private Limited) as its chief executive officer, and IFMR Holdings as the chief executive officer. Currently, she is associated with Kaleidofin Private Limited as its co-founder, managing director and chief executive officer.

Mr. Sriram Hariharan
Independent/ Non-Executive Director
Mr. Sriram Hariharan holds a Bachelor of Engineering (Mechanical) from the National Institute of Technology, Allahabad, and a Post Graduate Diploma in Finance and Marketing from IIM Bangalore. Prior to joining our Company, he has worked with ICICI Bank since 1996 and has held key roles, including leading its International Banking Group, and spearheaded the Bank's Global Remittances and NRI business. He was a core member of the executive team that established ICICI Bank in Canada in 2003 and has served as its President and Chief Executive Officer from 2008 to 2019. He was also Board Chair of ICICI Bank UK PLC and ICICI Bank Canada. He has also been on the Boards of Toronto Global and the Conference Board of Canada and currently is a Director on the Board of the UOFT India Foundation and The Supreme Industries Limited.

Mr. Divya Sehgal *
Nominee/ Non-Executive Director
Mr. Divya Sehgal holds a bachelor's of technology degree in electrical engineering from Indian Institute of Technology, Delhi and a post graduate diploma in management from Indian Institute of Management, Bengaluru. Previously, he was associated with Mc Kinsey & Company as associate, ANZ Grindleys Bank, E Medlife.com Limited as director and Apollo Health Street Limited as chief operating officer. Currently, he is associated with True North Managers LLP as a partner. He is also on the Board of Protec General Insurance Limited.

Mr. Manoj Viswanathan
Managing Director and CEO
Mr. Manoj Viswanathan holds a bachelor's degree in electrical and electronics engineering from the Birla Institute of Technology and Science, Pilani and a post graduate diploma in business management from XLRI, Jamshedpur. Previously, he was associated with Computer Garage Private Limited, Asian Paints India Limited, Citibank and CitiFinancial Consumer Finance India Limited as vice president of personal loans. In his previous roles, he has gained extensive experience in consumer lending, encompassing sectors such as automobile loans, mortgages, and unsecured lending. At Citi Financial, he was heading the branch-based consumer lending business spanning 450 branches with a customer base of more than 1 Mn customers.

* Ceased to be director w.e.f. Jun 24, 2026

Thank You

For further information, please contact

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Investor Relations - HomeFirst
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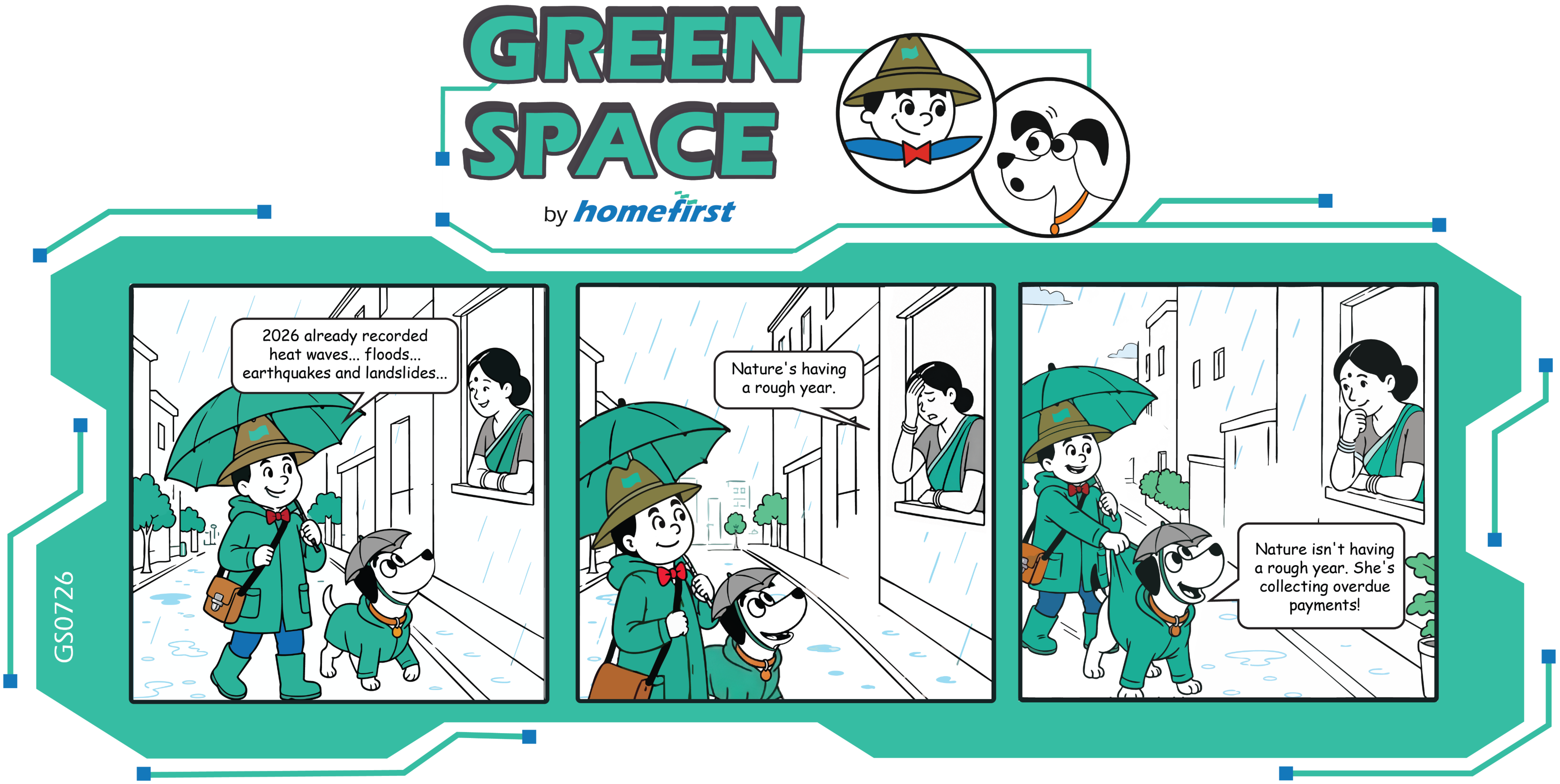
CIN: L65990MH2010PLC240703

Glossary

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, Interest on debt securities and other interest expense 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 loans where the asset has become more than 30 days past due on its contractual payments.
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


GREEN SPACE
by homefirst
GS0726
2026 already recorded heat waves... floods... earthquakes and landslides...
Nature's having a rough year.
Nature isn't having a rough year. She's collecting overdue payments!