

HFFCIL/BSE/NSE/EQ/50/2026-27

Date: 27-07-2026

To, BSE Limited, Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001. Scrip Code- 543259	To, The National Stock Exchange of India Limited, The Listing Department, Bandra Kurla Complex, Mumbai- 400 051. Scrip Symbol- HOMEFIRST
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Sub: Investor Presentation on the Reviewed Financial Results for the quarter ended June 30, 2026.

Dear Sir/Madam,

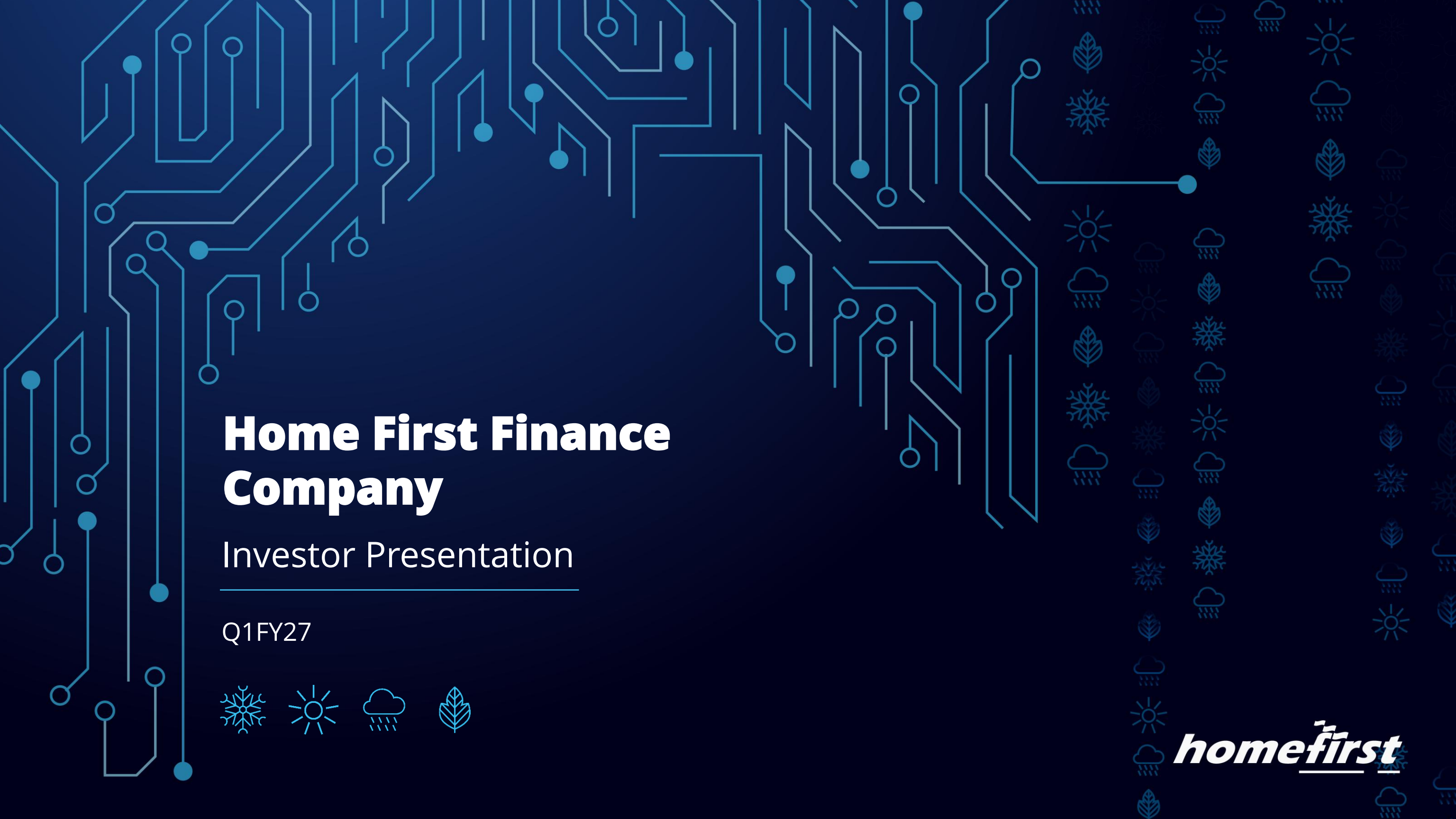
In pursuance of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Reviewed Financial Results for the quarter ended June 30, 2026.

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

This is for your information and records.

For **Home First Finance Company India Limited**

Shreyans Bachhawat
Company Secretary, Compliance Officer and Head – Legal
ACS NO: 26700

The background features a dark blue field with a complex network of light blue circuit-like lines. On the right side, there are vertical columns of small, light blue weather icons, including suns, clouds, raindrops, and leaves. The main title is positioned on the left side of the slide.

Home First Finance Company

Investor Presentation

Q1FY27



homefirst



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This presentation includes a number of forward-looking statements regarding the Company's future business prospects and profitability, which are subject to a number of risks and uncertainties, and the actual results may significantly differ from those in the forward-looking statements. Risks and uncertainties related to these statements include fluctuations in earnings, our capacity to manage growth, competition, economic growth in India and abroad, ability to attract and retain highly skilled professionals, government policies and actions. The Company does not commit to making any announcement or update any forward-looking statements made by or on behalf of the Company at any time.



Executive Summary | Q1FY27



y-o-y

q-o-q

Assets Under Management (AUM)

₹1,69,379 Mn

+25.7%

+6.7%

Spread⁽¹⁾

5.3%

+20 bps

0 bps

Profit After Tax (PAT)

₹1,599 Mn

+34.5%

+7.0%

Disbursement

₹16,284 Mn

+31.0%

+3.6%

Opex to Assets

2.8%

+10 bps

+10 bps

Return On Assets (ROA)

4.2%

+50 bps

+10 bps

Gross Stage 3 / POS (GNPA)

1.8%

0 bps

0 bps

DPD 30+ / POS

3.2%

-30 bps

0 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 85%

Customers

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



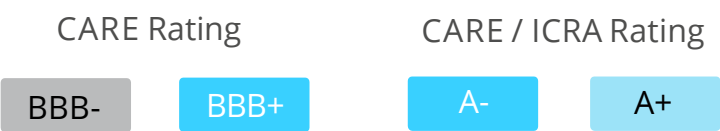
(Categorizing under "Low Risk Strong Management")

#Morningstar Sustainability

46

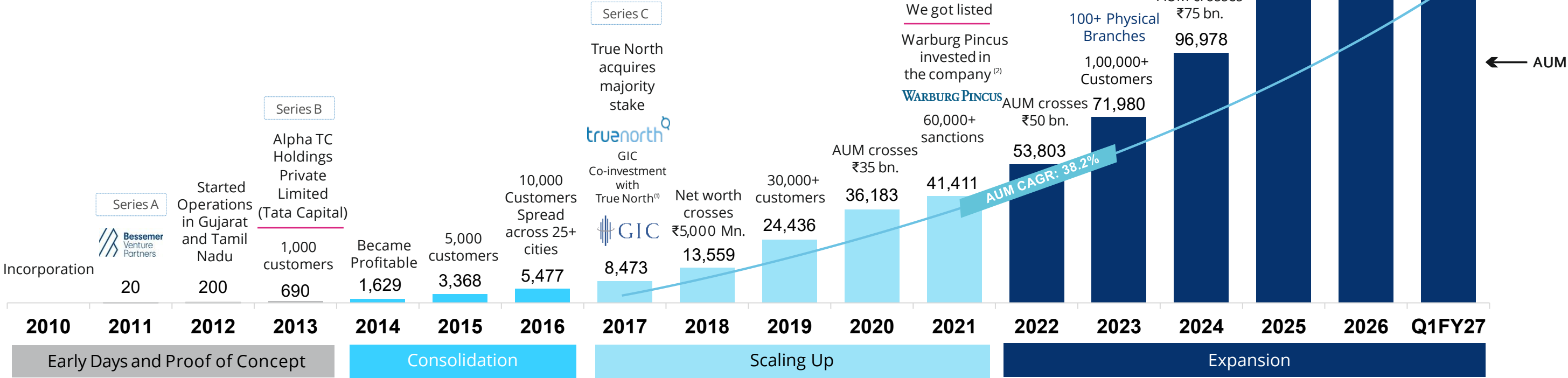
S&P Global ESG Score

Our Journey



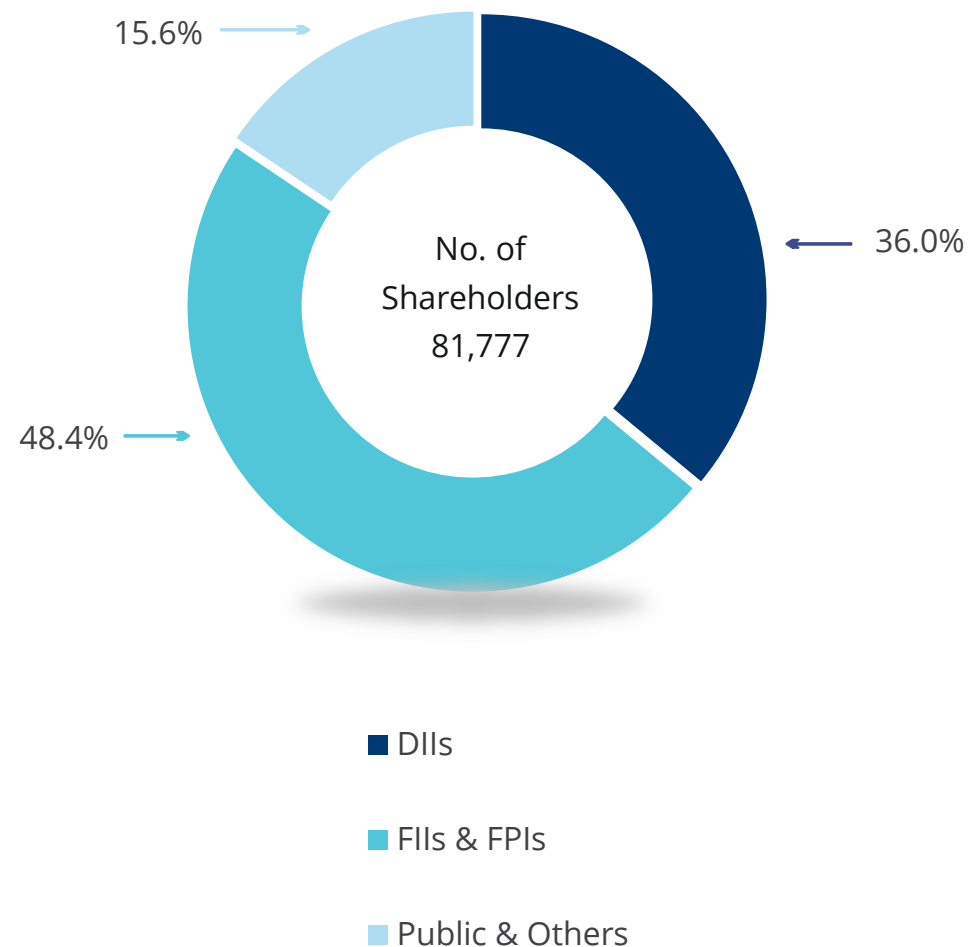
₹1,69,379 Mn

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



DII	% 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

FII & FPI	% 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)



15 | 23
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?

What is their story?

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

- 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.

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

- 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.

Self-Employed

Customer 3

Age: 42 / Location: Gorakhpur, Uttar Pradesh



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

- 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



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



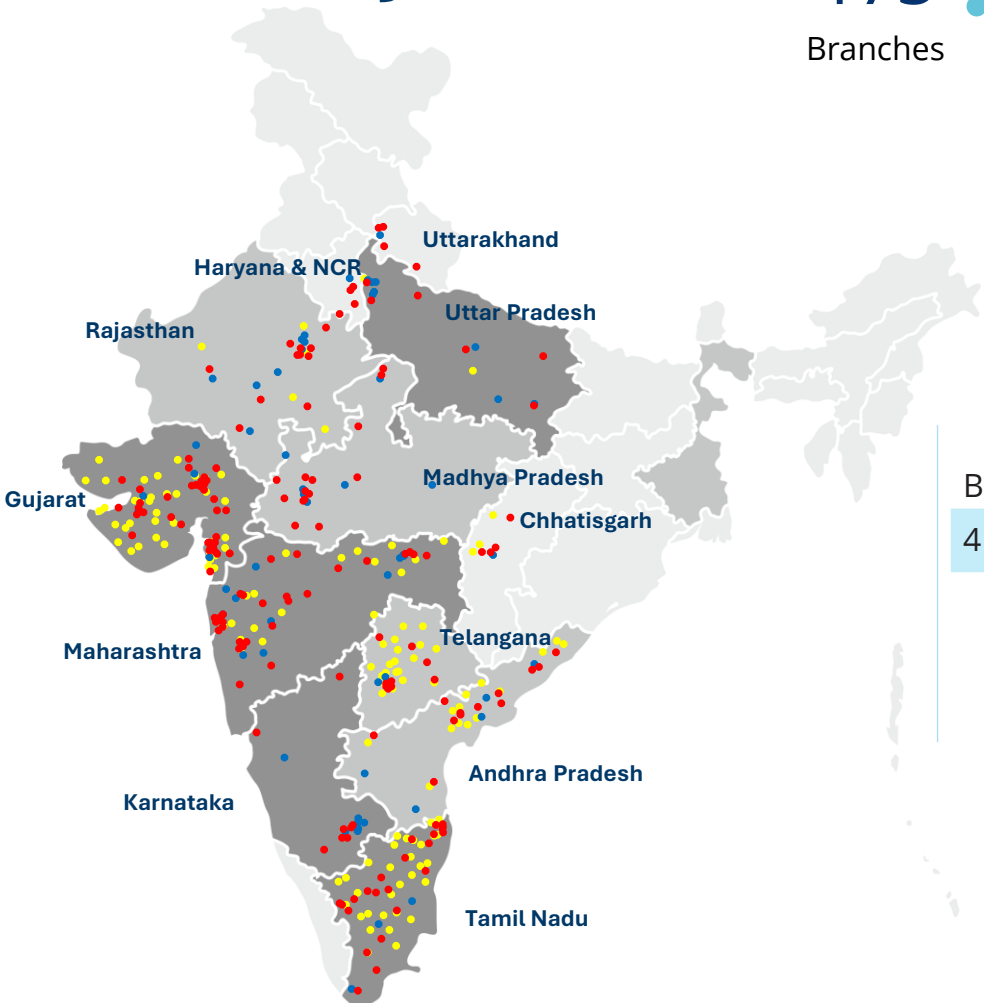
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Contribution to India's GDP FY'25 (%)

- Physical branches - 175

● Proposed branches - 61

● Digital branches - 137
- 373
Touchpoints



Pan India Distribution driven by strategic market selection & contiguous expansion

175

145

13

373

Branches

Districts

States/UT

Touchpoints

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

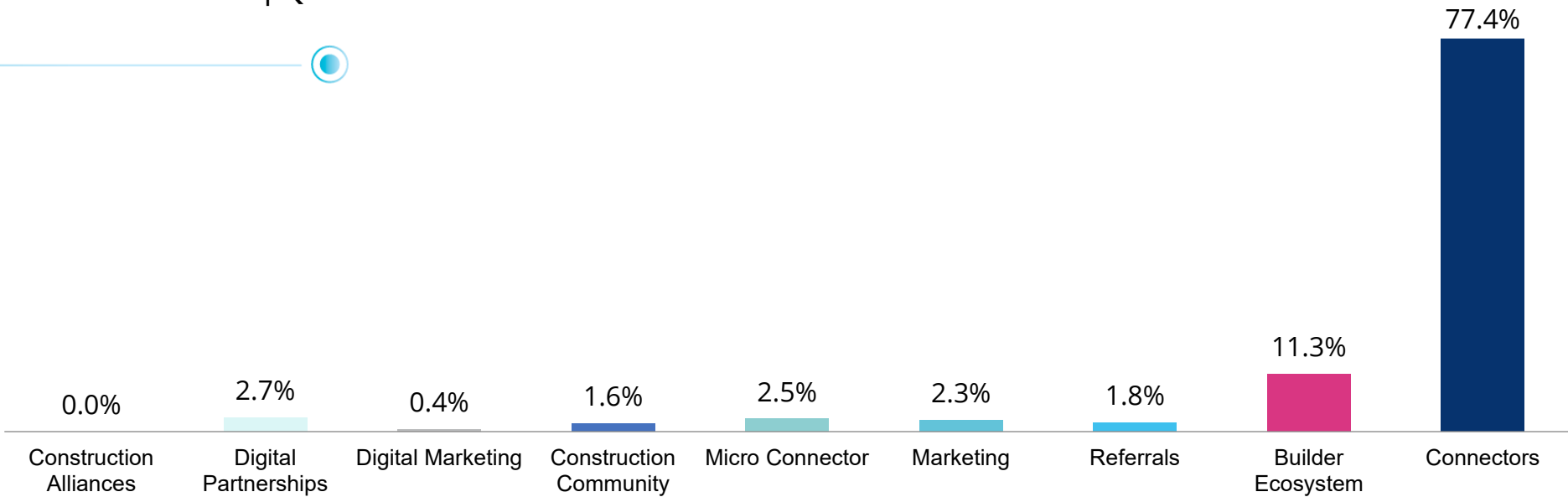
Note: Source for Contribution of states to India's GDP: RBI

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

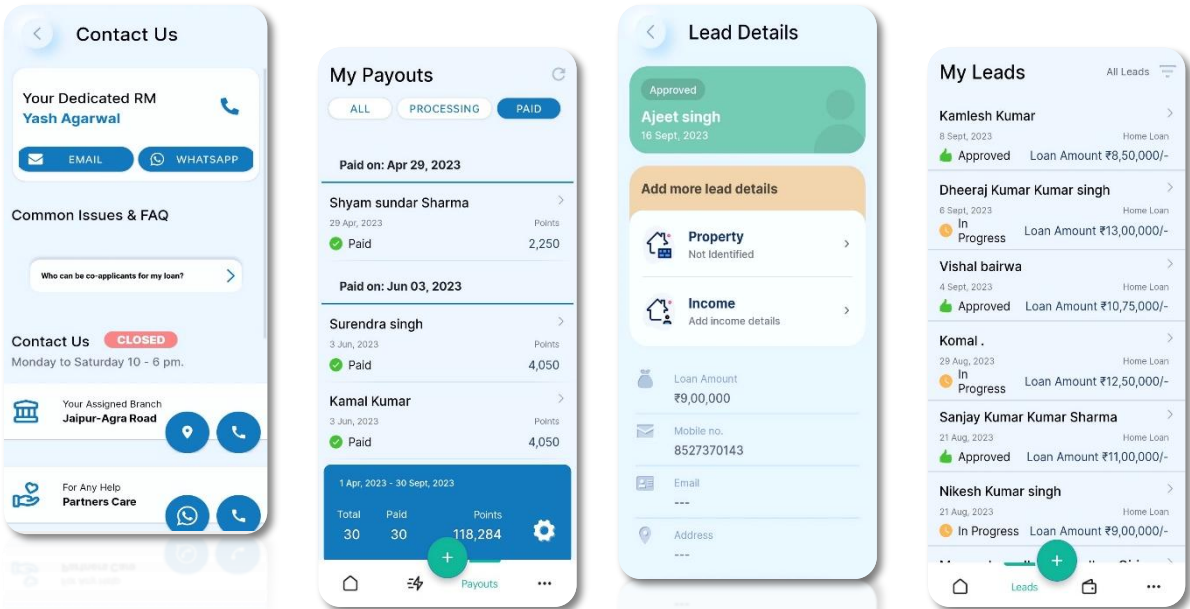


Diversified channels for generating leads such as connectors, builder ecosystem, digital, etc.

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

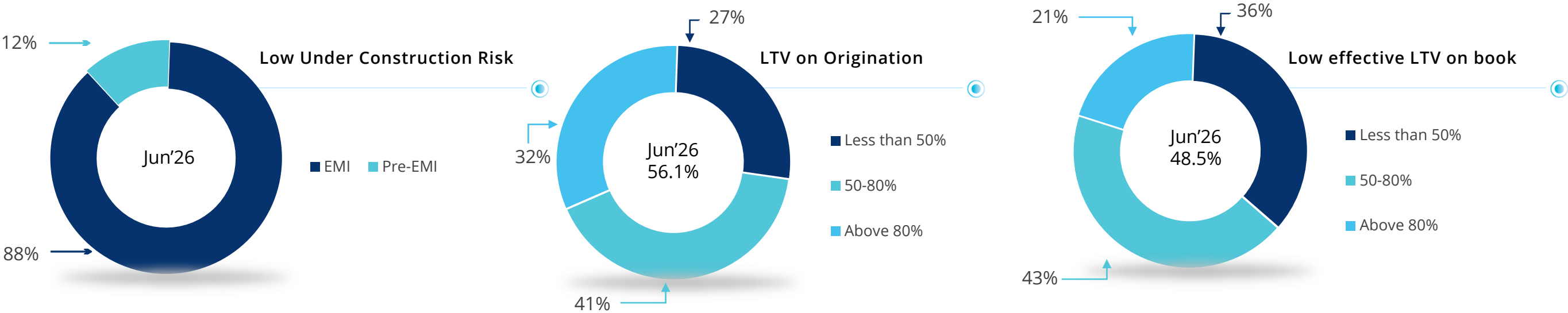
Centralised

- 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

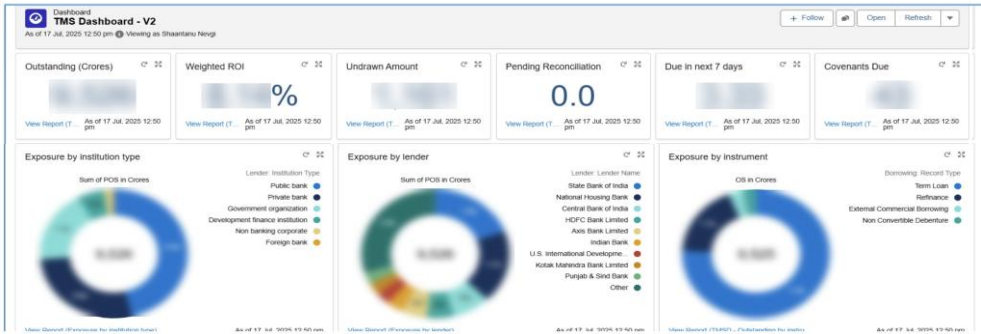
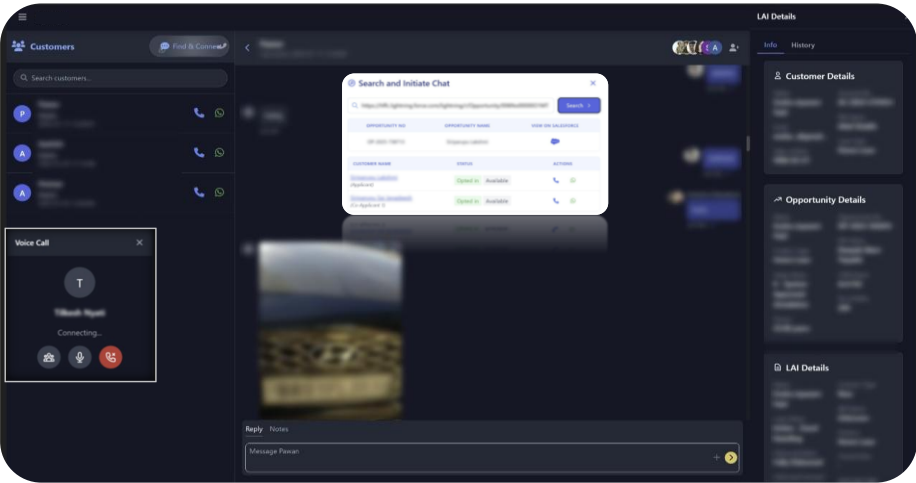
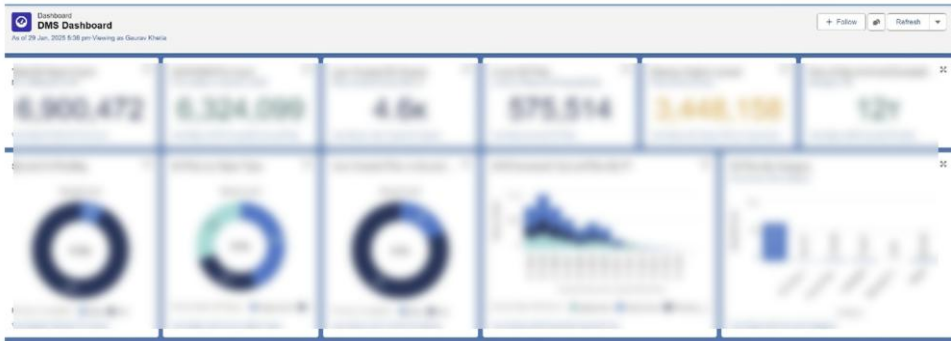
- To enhance operational efficiency and reduce costs, Home First has developed an **enterprise-grade Document Management System (DMS)** that **enables secure, structured, and scalable document management**.
- It features structured categorization with standardized naming conventions for easy retrieval 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

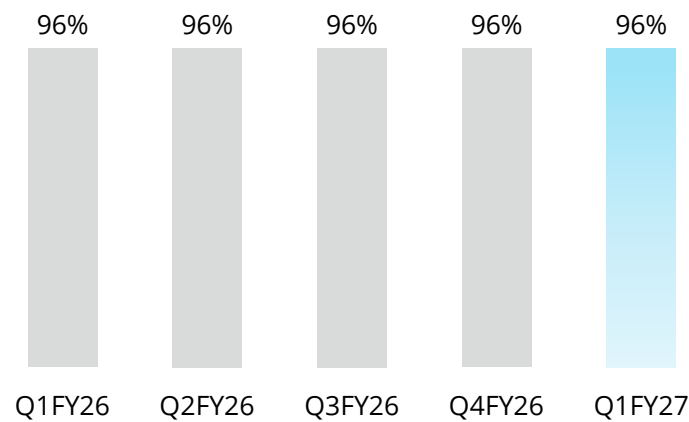
- HomeFirst has developed an **In-house Treasury Management System** to improve liquidity risk management, automate manual processes, and enhance regulatory compliance
- The system serves as a centralized record-keeping platform with configurable workflows, approvals, and real-time visibility into asset 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.



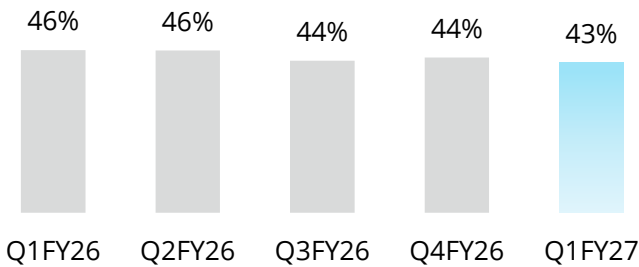
Digital Adoption



% Customers registered on App



Unique user logins as % of active customers



Customer Rating on Google Playstore

4.3



As of 13 Jul'26

Avg time spent by user on the app per session

2m 01 sec

For Q1FY27

Average payment per user on app

₹30,799

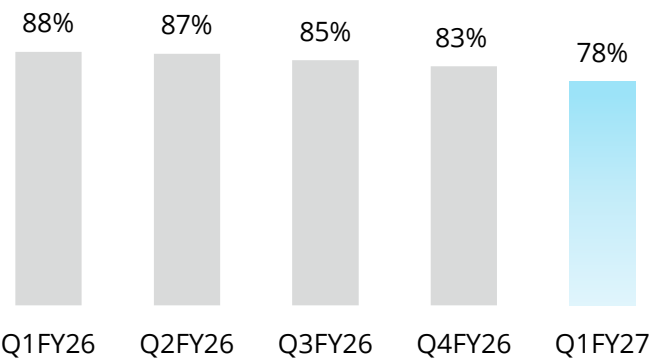
For Q1FY27

No of Payments via Customer App

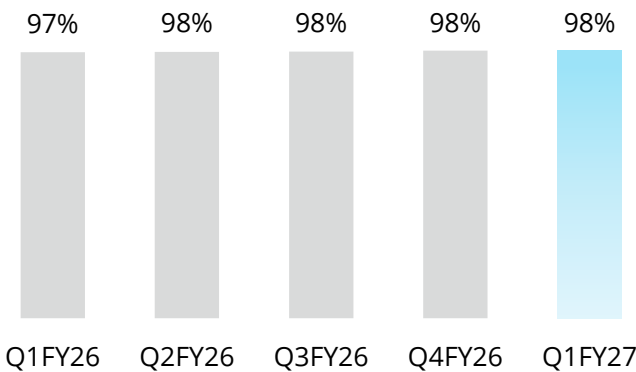
21,934

For Q1FY27

% of Service Requests raised on App



% Non-cash collections

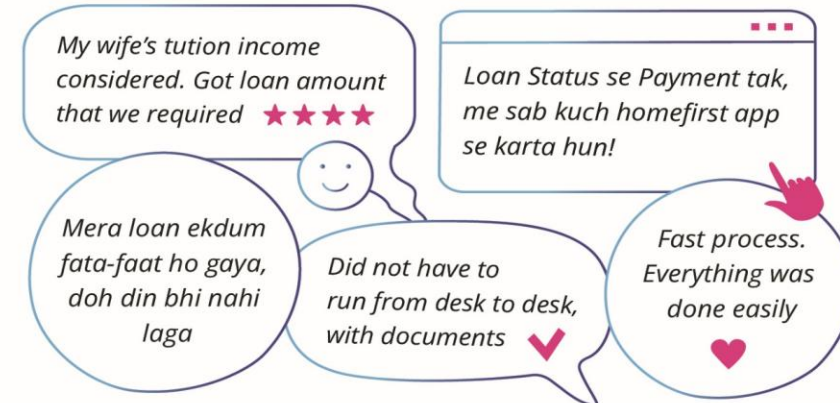


Source: HomeFirst App Database Note: Service requests raised are a count of unique requests made by the customers on the app.

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



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.

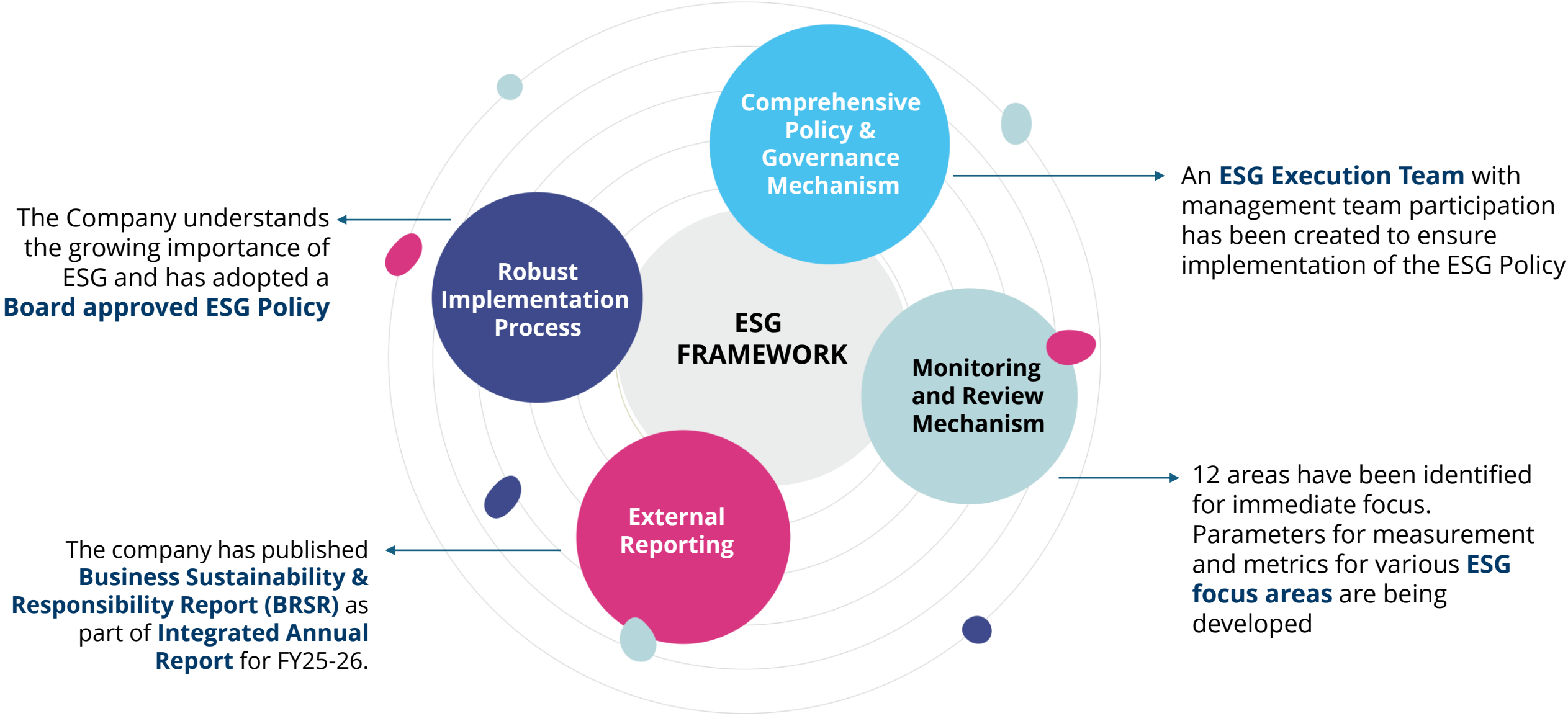
Brand attribute

Customer Centricity, Transparent

ESG at HomeFirst

Putting sustainability at core of operations





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

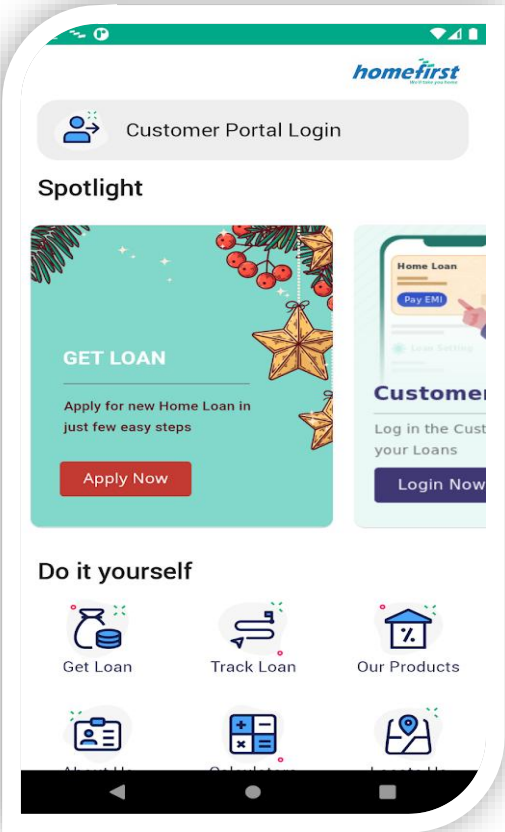
- Provided to customers, employees and connectors.
- This has helped cut down on branch visits, thereby saving time, fuel as well as energy.

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



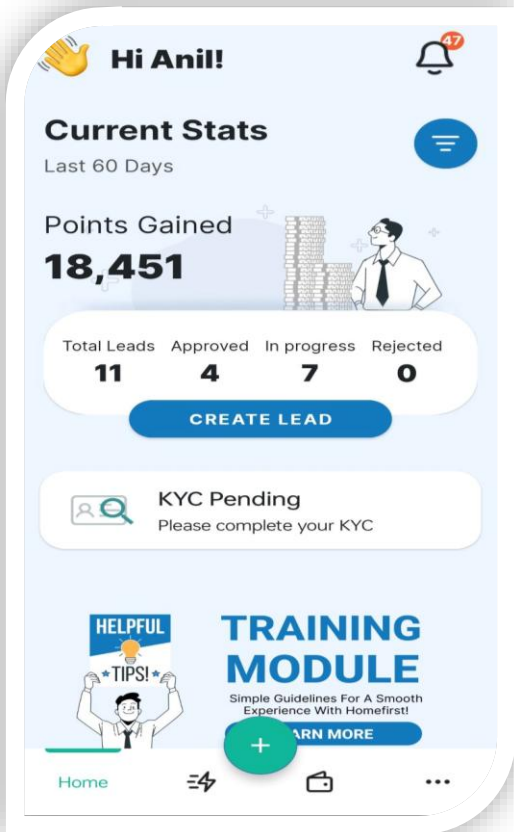
Google rating of Homefirst Customer App

4.3



As of 13 Jul'26

Connector App



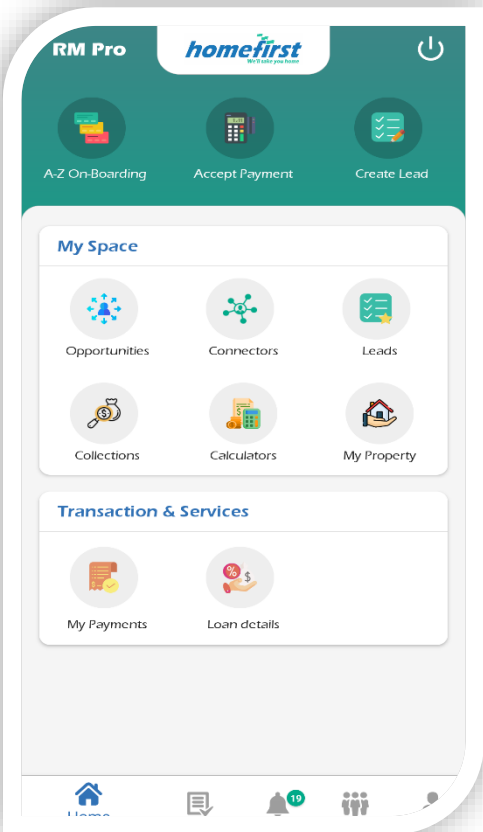
Google rating of Homefirst Connect App

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 through various courses

Employment & Labour Practices

Adopted policies for creating a safe and conducive as well as inclusive work environment for its employees:

- **HR Policy**
- **Equal Opportunity Policy**
- **Parental Leave Policy**

This is reflected in the diverse employee base consisting of

- **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

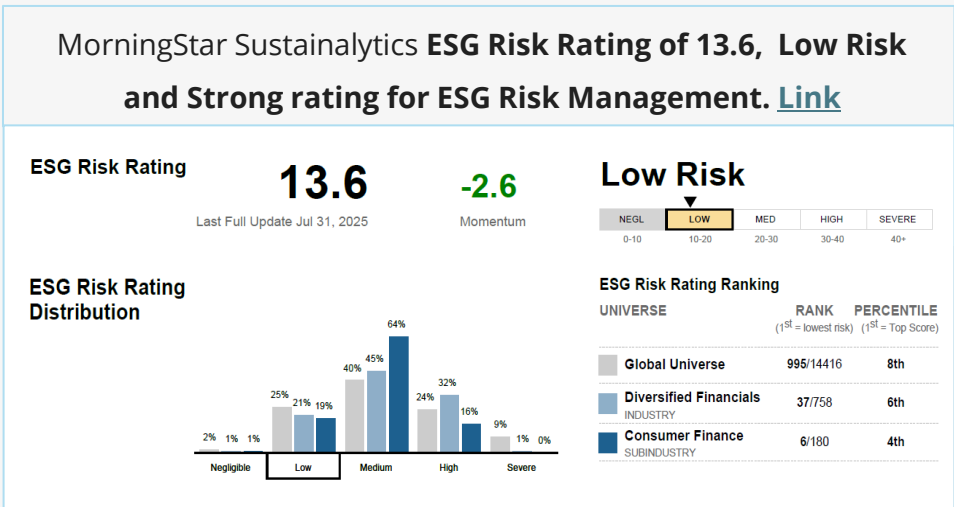
- **Customer focus:** Playing a key role in **Financial inclusion** by facilitating affordable home loans and empowering women borrowers.
- **EWS and LIG customers account for ~58% of AUM.**
- **Feature rich** mobile apps to provide seamless service and to track **NPS score** as a feedback mechanism. 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

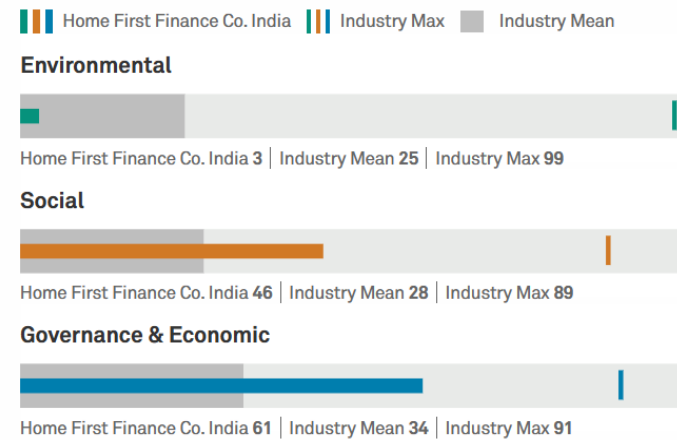
Sustainable Finance

- **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.



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
- At least 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



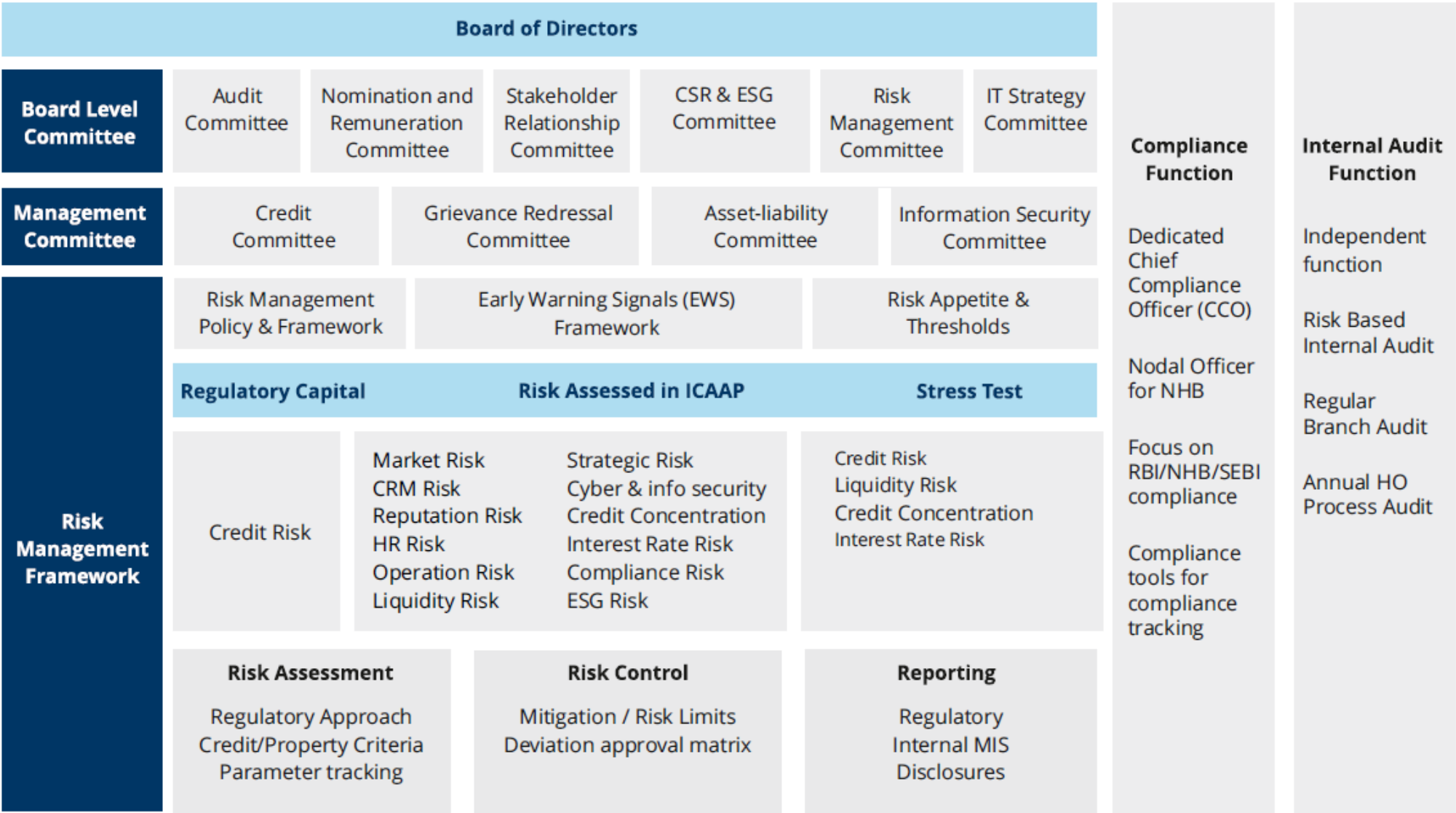
Top-tier Corporate Governance

- 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



Business Updates

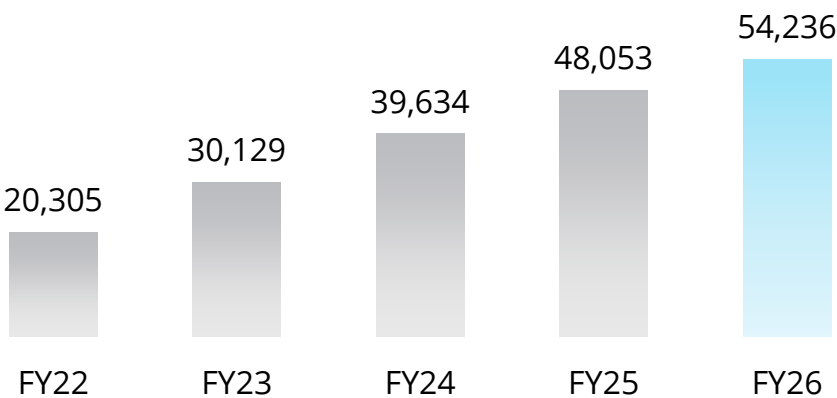


Healthy Growth in Loan Book and Disbursements

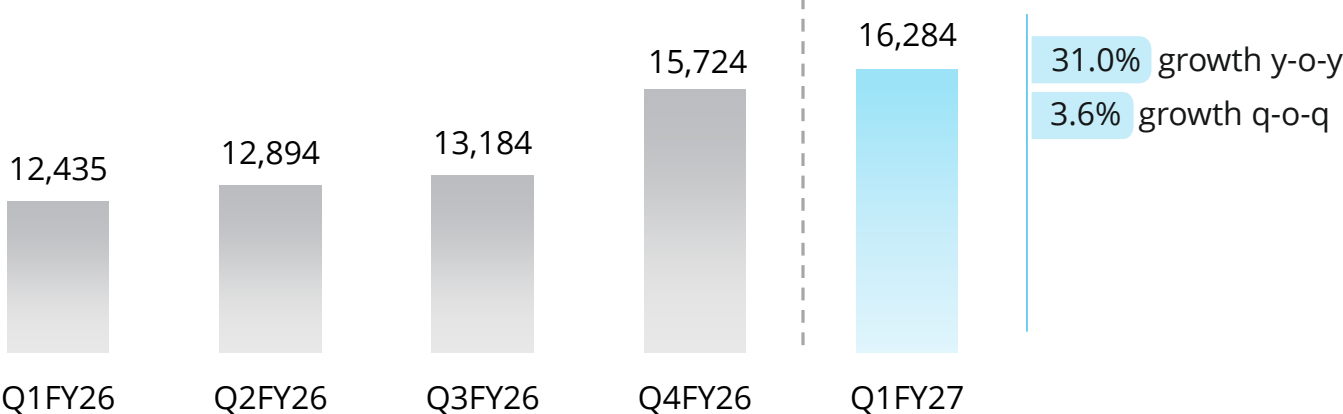


Disbursement (₹Mn)

Last 5 Years

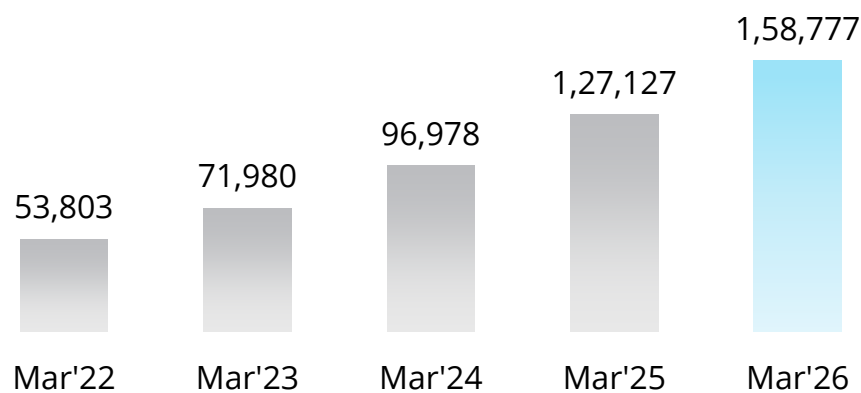


Last 5 Quarters

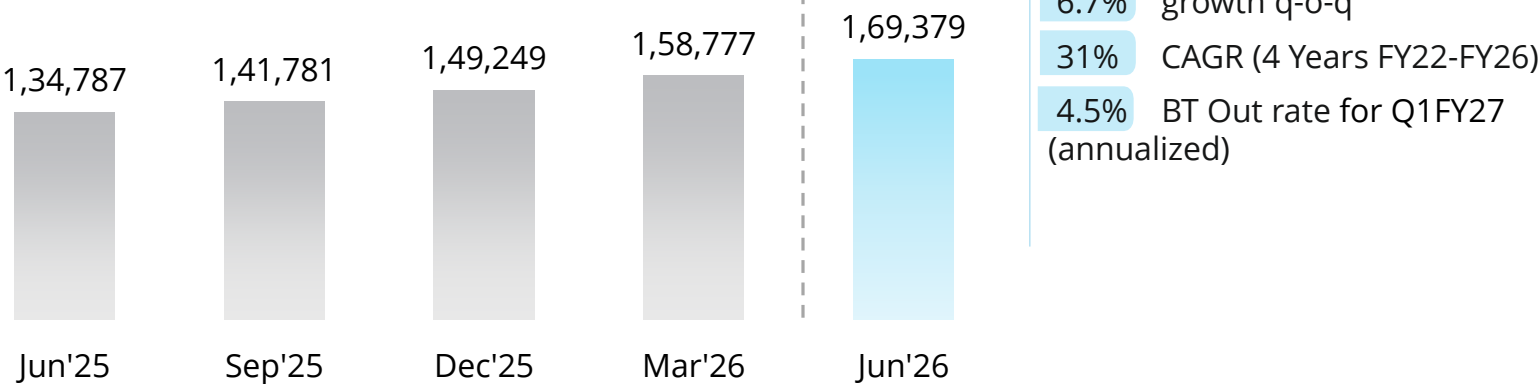


Assets Under Management (₹Mn)

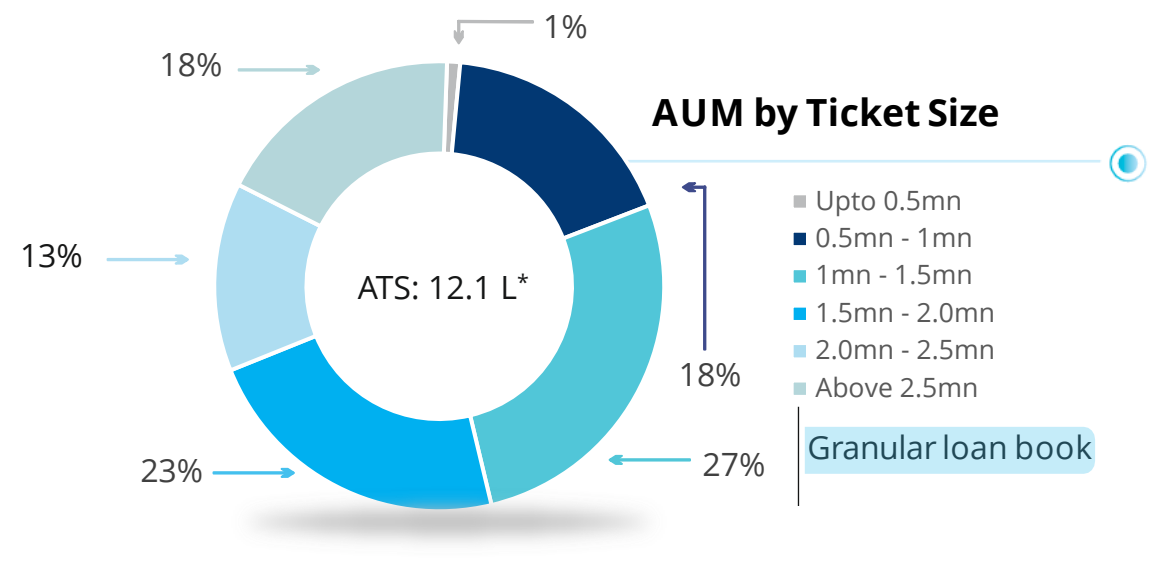
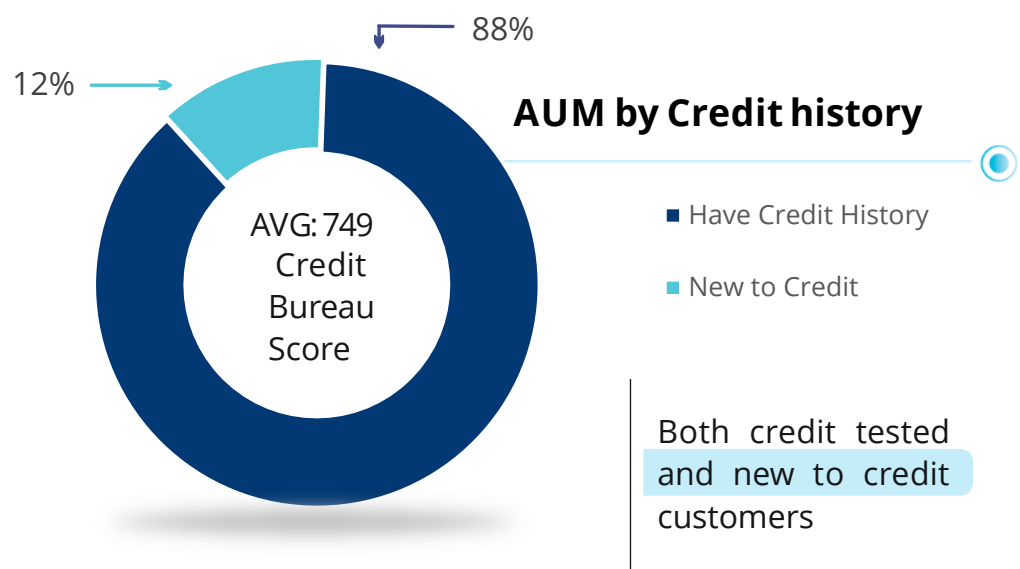
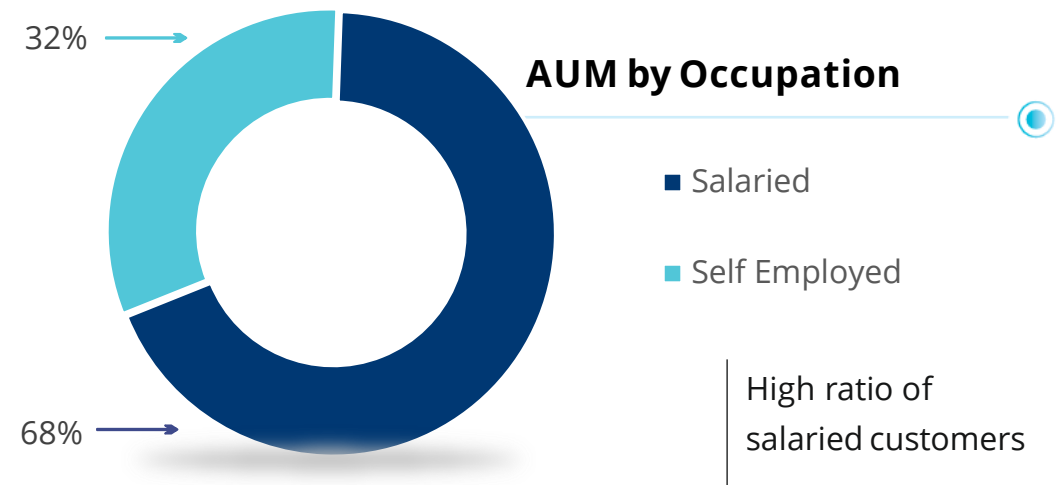
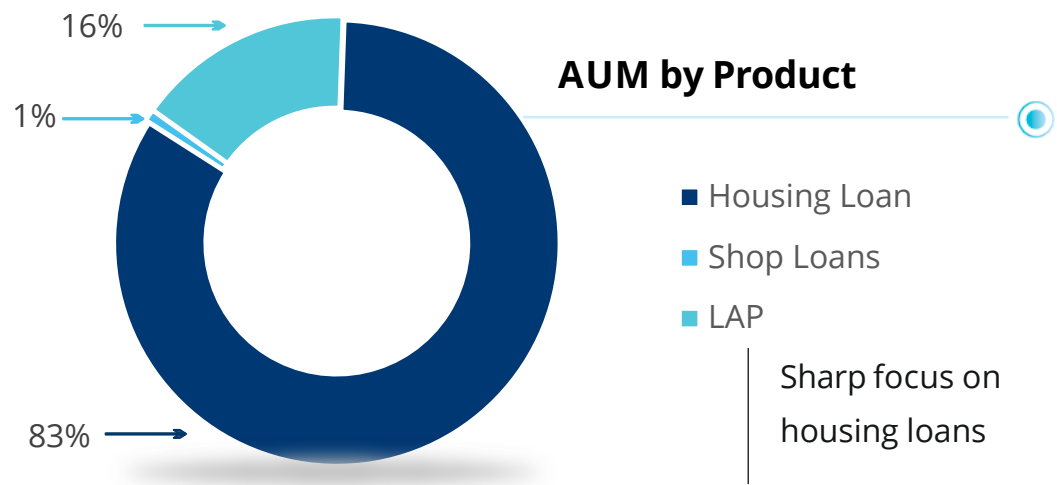
Last 5 Years



Last 5 Quarters



Consistent Portfolio Metrics | Jun'26



All figures as of Jun'26
* Loans originated for Co-Lending are excluded while computing ATS

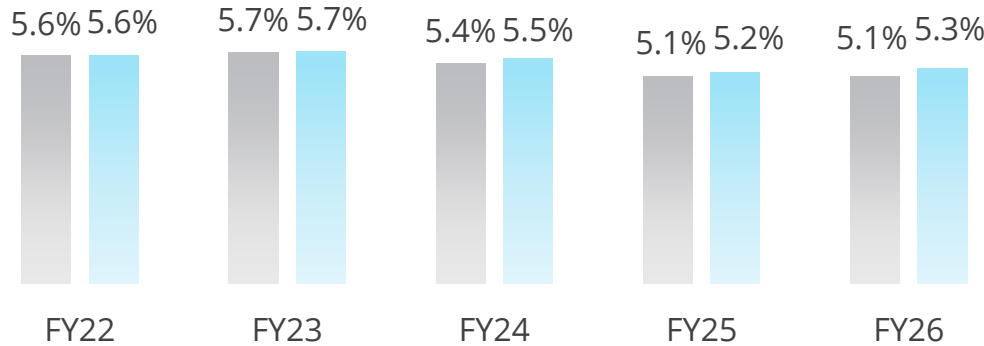
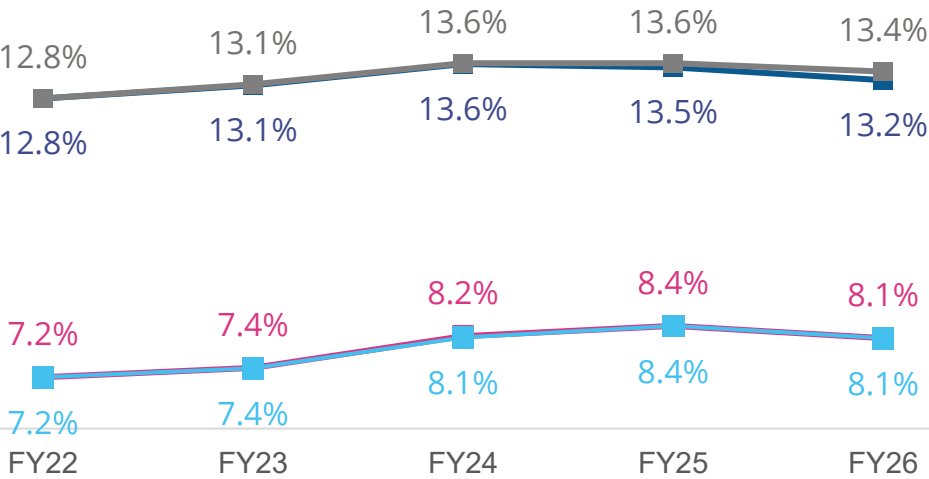
Competitive Spreads



Net Interest Spread Movement

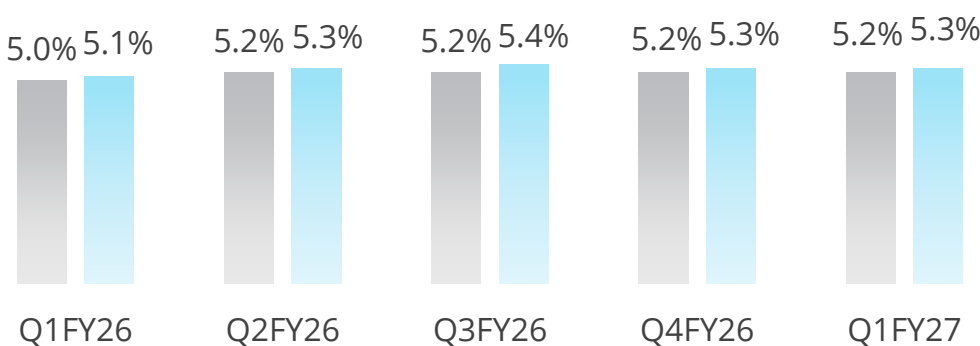
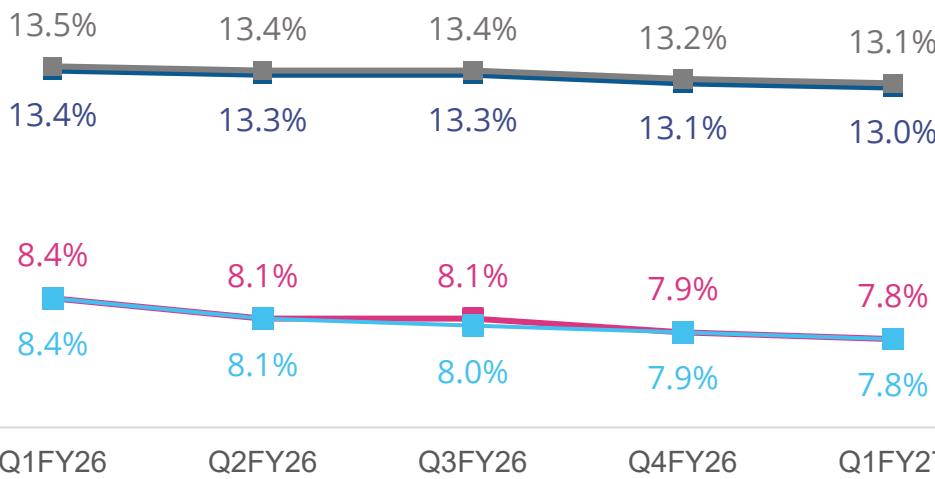


Last 5 Years



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

Last 5 Quarters



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%

Healthy Leading Indicators

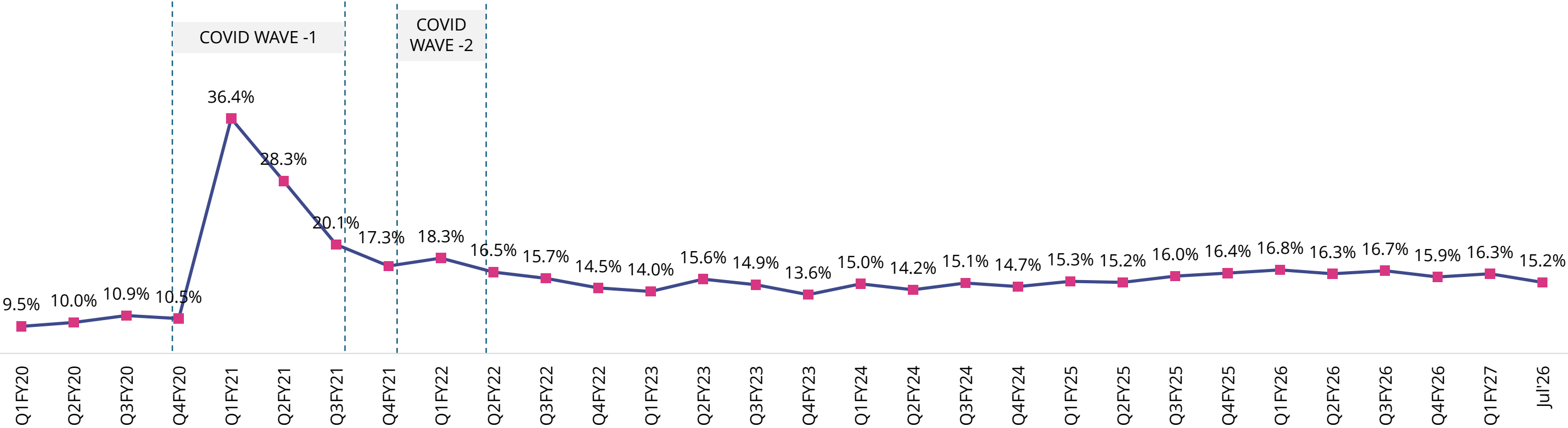


Bounce rate : On the day of EMI presentation



■ Bounce rate

Bounce rates are range-bound



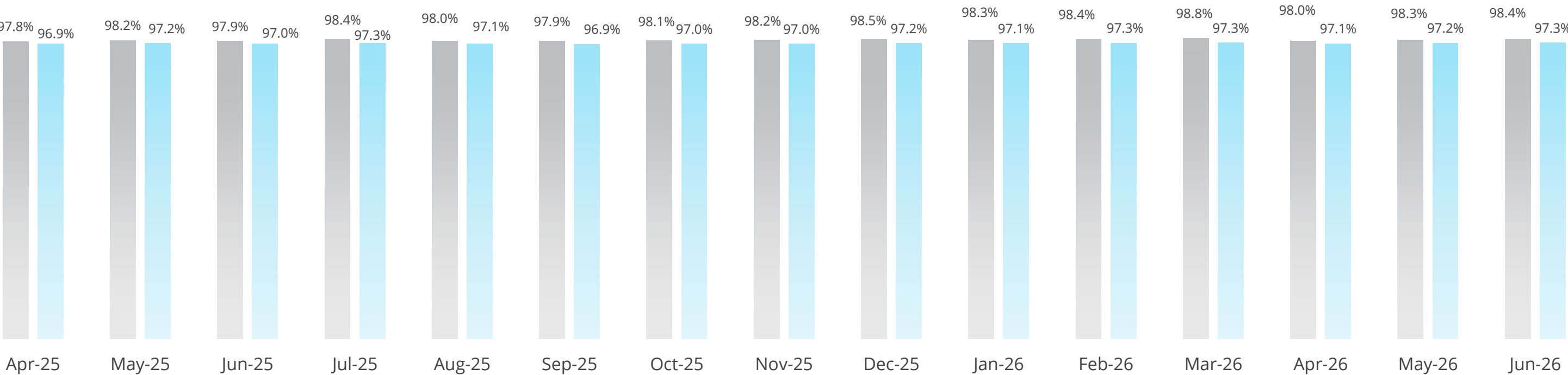
Healthy Leading Indicators



Collection Efficiency

Collection Efficiency ⁽¹⁾ Unique Customers ⁽²⁾

Collection efficiency
at normal levels

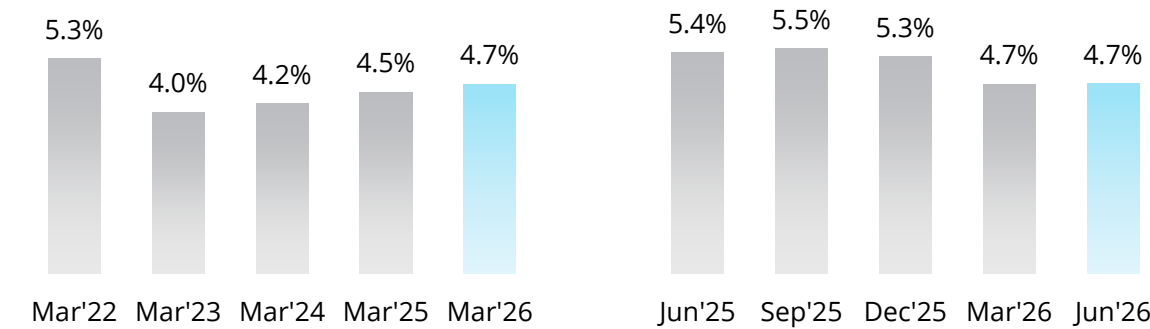


Note: (1) Collection Efficiency = Total # of EMIs received in the month (including arrears of previous months) / Total # of loan accounts whose EMIs are due in the month
(2) Unique customers = # of customers who made at least one payment in the month / Total # of Customers whose EMIs are due in the month

Sound Credit Indicators



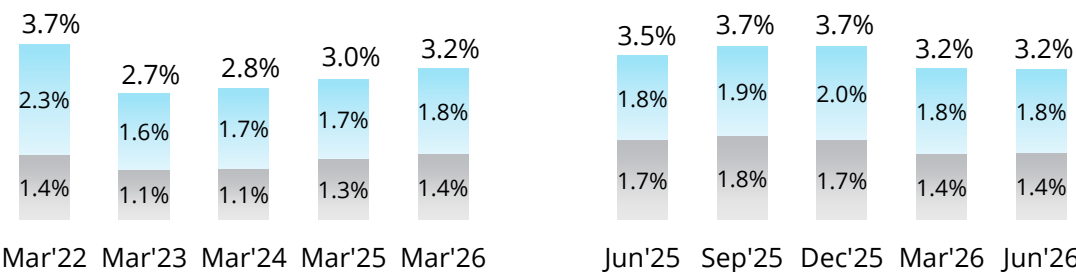
DPD 1+ / POS



DPD 30+ / POS %

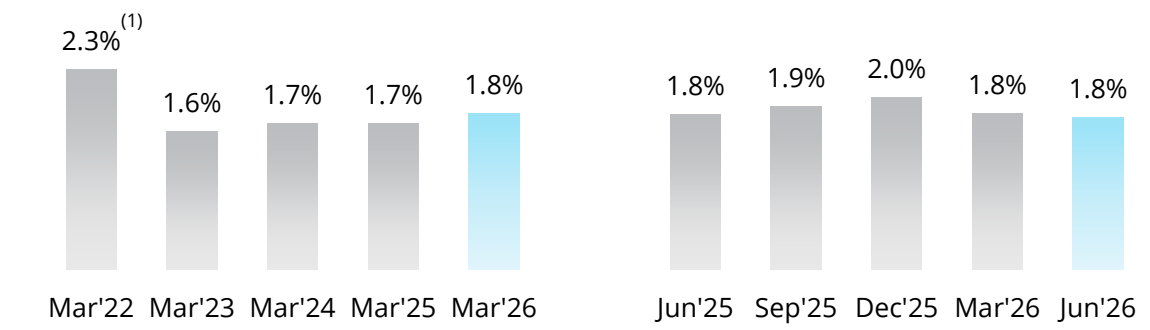


Stage 3 / POS Stage 2 / POS

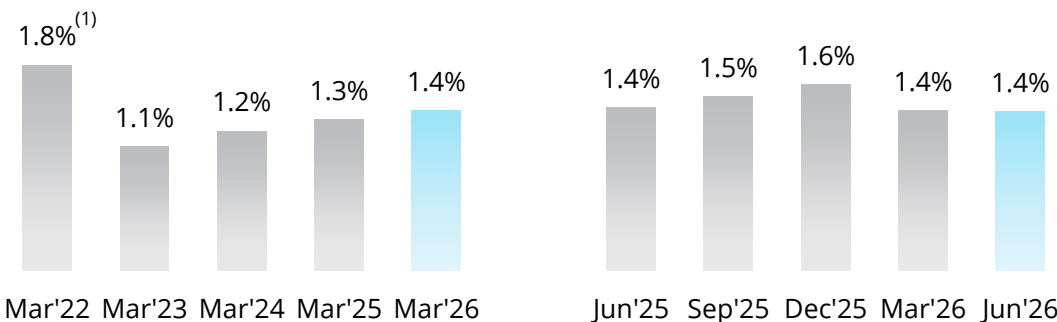


Asset quality at healthy levels

Gross Stage 3 / POS (GNPA) %



Net Stage 3 / Net POS (NNPA) %

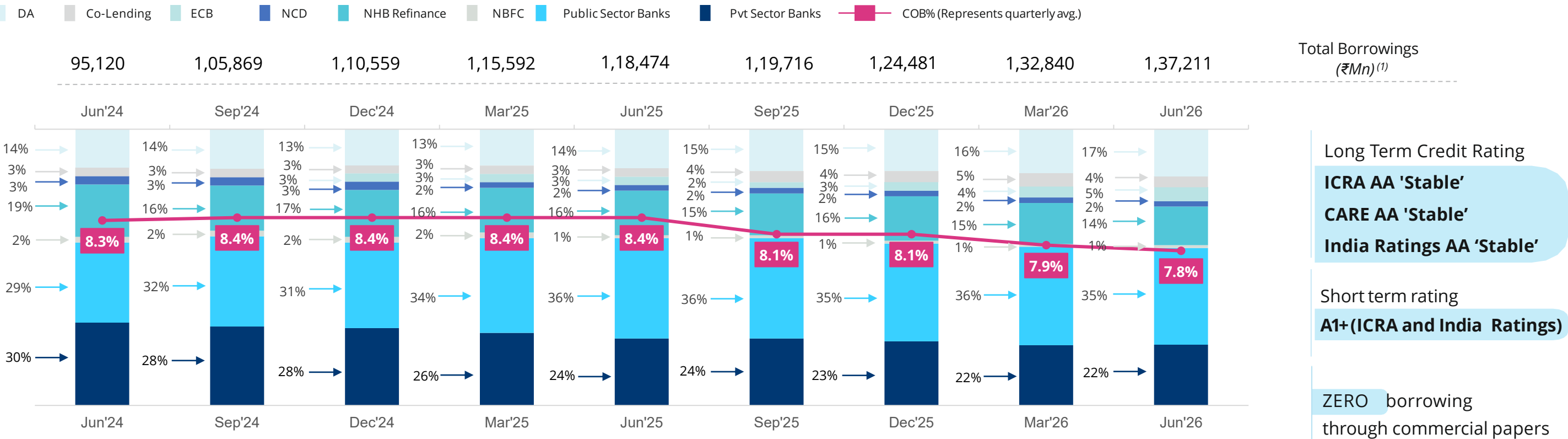


(1) Pursuant to the RBI circular dated 12 Nov 2021, Dec'21 onwards, the Company has aligned its definition of default requiring repayment of entire arrears of interest and principal for loan accounts classified as NPAs to be upgraded as 'standard' asset.

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	Private Sector Bank	HDFC Bank	ICICI Bank	Axis Bank	South Indian Bank	Karnataka Bank	J & K Bank	Karur Vyas Bank	Bandhan Bank	Others	Bajaj Finance	IFC
	IDBI Bank	Bank of Baroda	Indian Bank	Canara Bank		Federal Bank	Kotak Mahindra Bank	HSBC	Yes Bank	Shinhan Bank	IndusInd Bank	DCB Bank			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

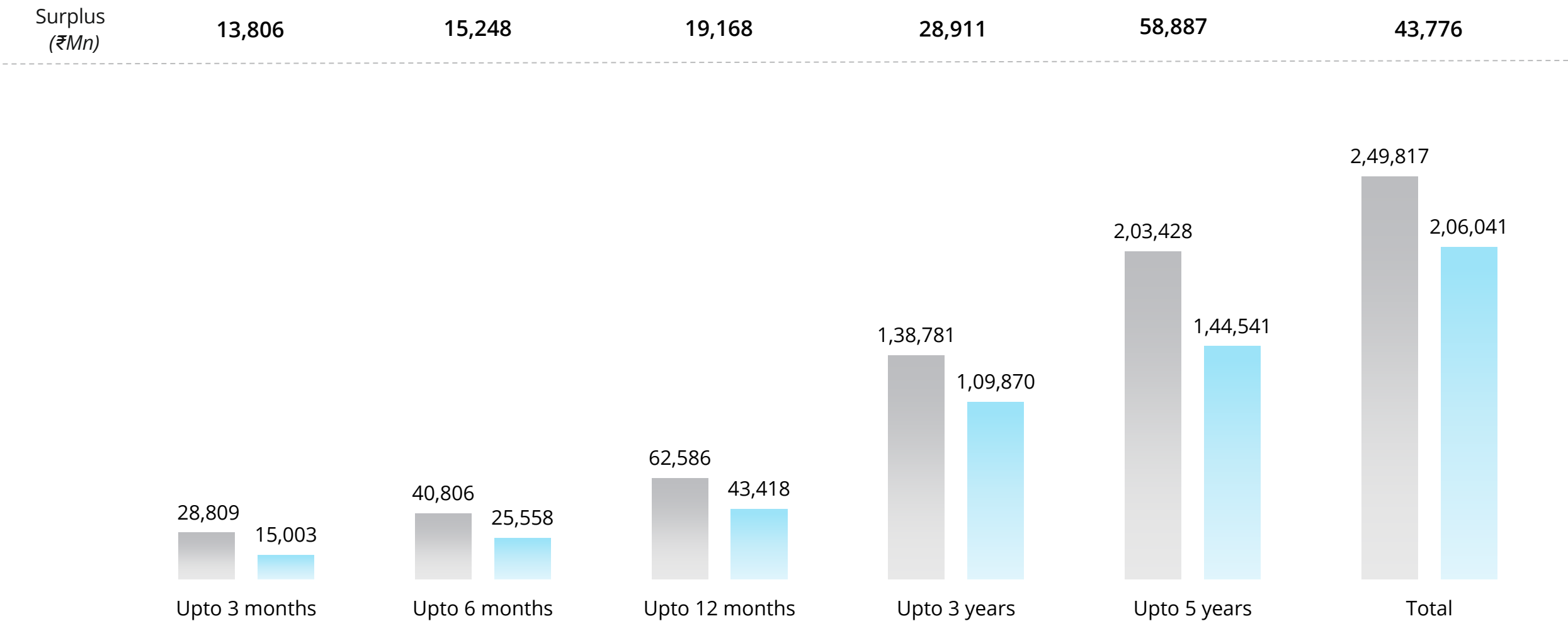
(1) Total Borrowings includes Off book Direct Assignment and Co-Lending

Diversified funding relationships with **32** lending partners

ALM Position as of Jun'26 - Cumulative



■ Inflow ■ Outflow

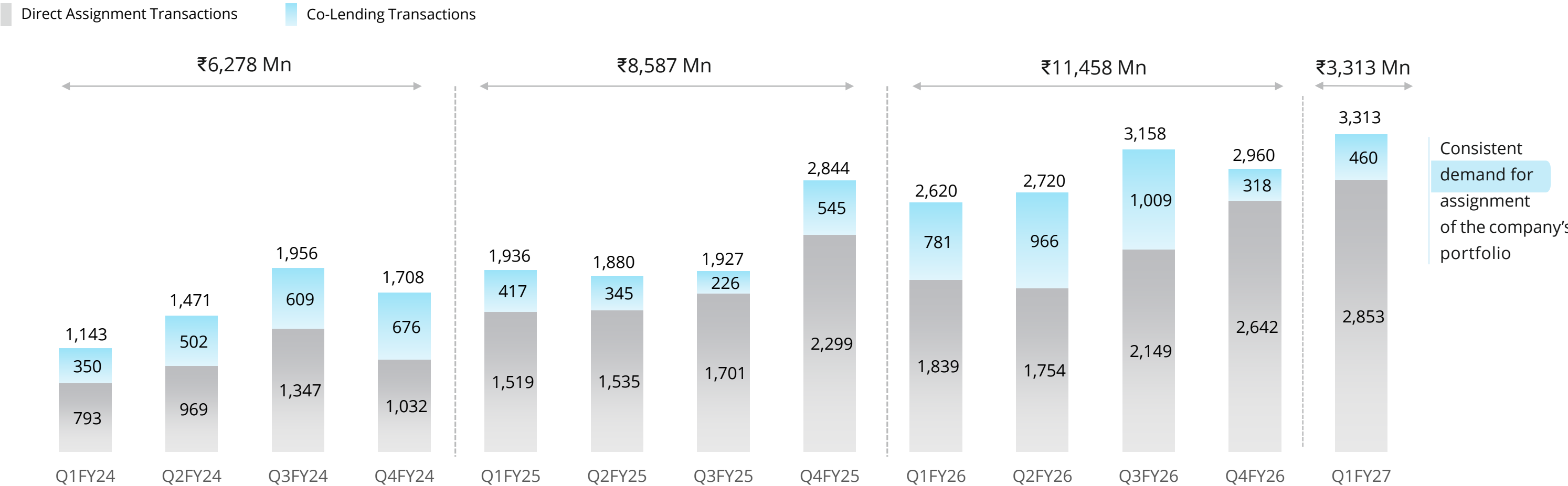


Robust ALM profile ensuring sufficient liquidity buffers

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



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
	Union Bank of India	Indian Bank	Yes Bank	Bajaj Housing Finance	Shinhan Bank	Axis Bank	ICICI Bank	
Co-Lending	Central Bank of India	Axis 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

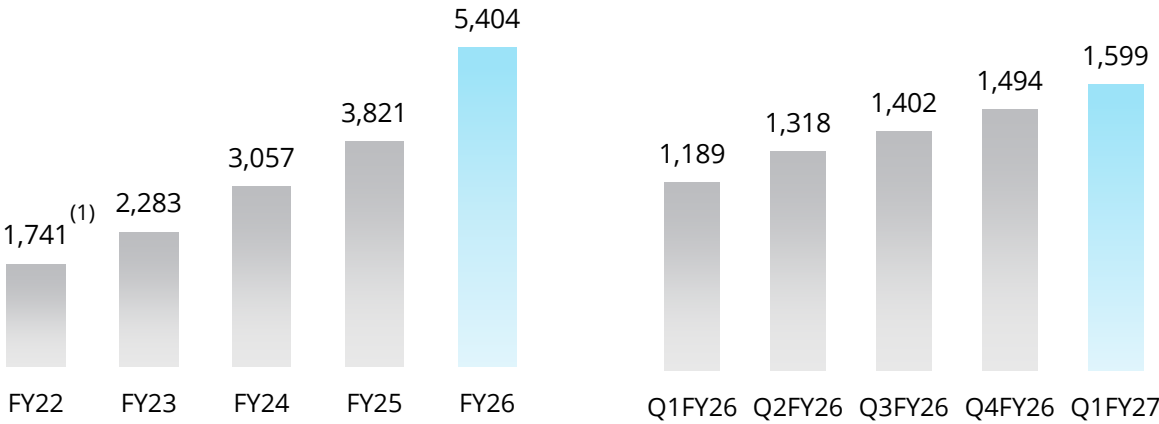
Financial Updates



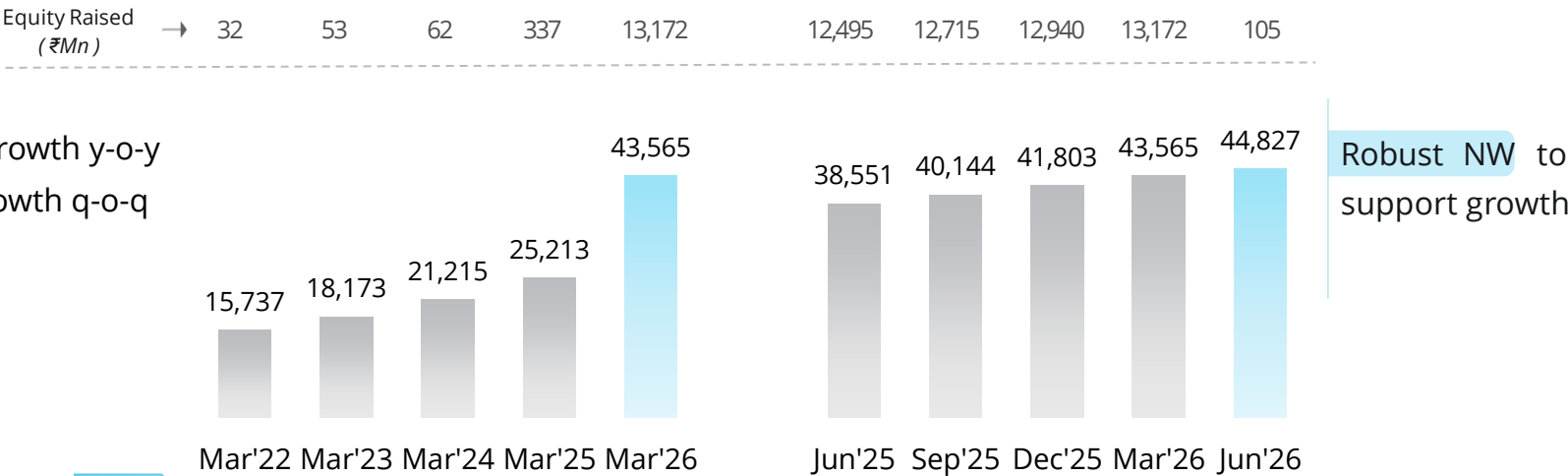
Financial Highlights



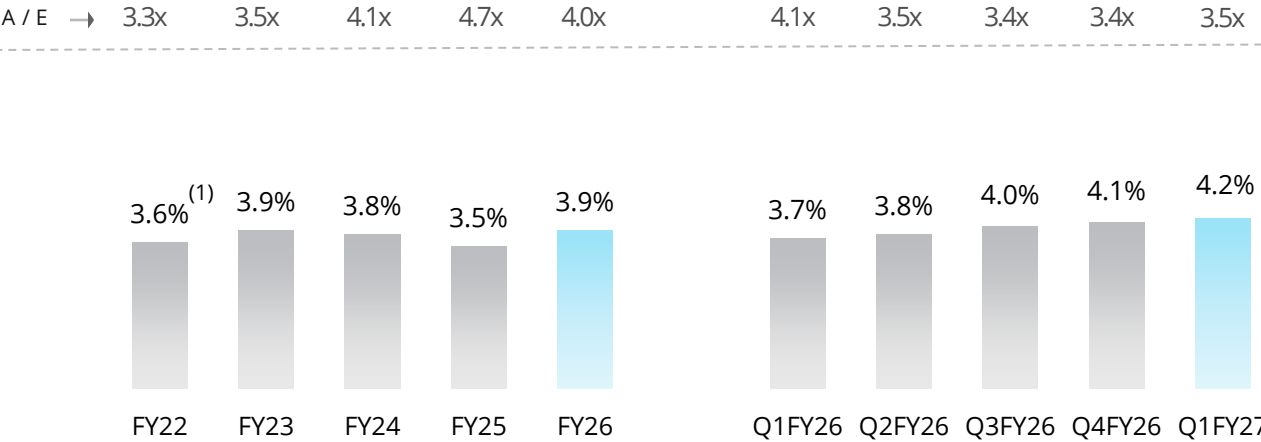
Profit After Tax (₹Mn)



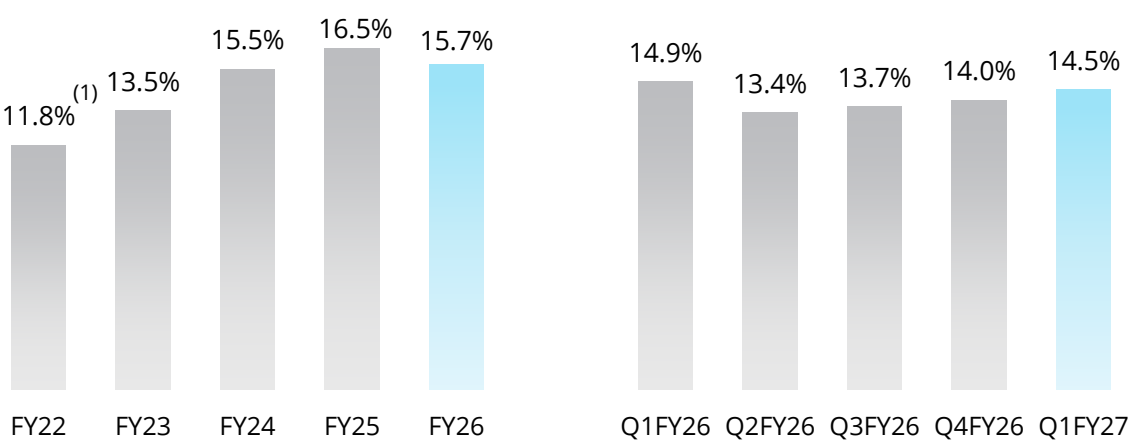
Net worth (₹Mn)



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](#).



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 disburseals	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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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

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