

May 28, 2026

To,
National Stock Exchange of India Limited
SME Exchange
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai 400051
Maharashtra

Re.

Security	NSE SYMBOL	ISIN
Equity Shares	HOMESFY	INE0N7F01017

Sub: Investor Presentation for financial year 2025-26.

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR"), please find enclosed herewith Investor Presentation for financial year 2025-26.

The Exchange may please take the above information on record.

For Homesfy Realty Limited

Ashish Kukreja
Chairman and Managing Director
DIN: 03068422



MAKING

DREAM HOMES

A REALITY



INVESTOR PRESENTATION

Financial Year 2025 - 26



» Building Trust. Delivering Value.

INDEX

ABOUT HOMESFY

- PRODUCTS AND OFFERINGS
- OUR PRESENCE
- REGIONAL MIX BY GTV
- MANAGEMENT COMMENTARY
- NEW ADDITIONS TO SENIOR LEADERSHIP TEAM
- KEY BUSINESS HIGHLIGHTS

FINANCIAL HIGHLIGHTS

- PROFIT AND LOSS
- BALANCE SHEET

OPERATING PERFORMANCE

- Y-O-Y MOVEMENT IN GTV
- CORE BUSINESS - DIRECT BOOKING
- mymagnet.io- BROKER AGGREGATOR PLATFORM
- HOME LOANS- AT NASCENT STAGE OF GROWTH
- SNAPSHOT FY26
- THE PEOPLE- OUR CORE STRENGTH
- FEATURED MARQUEE DEVELOPERS
- INITIATIVES - RESET. REBUILD. RISE. THE HOMESFY TRANSFORMATION



About Homesfy



ABOUT HOMESFY

PRODUCTS & OFFERINGS



DIRECT BROKING



Representing the largest share of our business, direct broking contributes significantly to our Gross Transaction Value (GTV)



This core operation manages the entire real estate transaction lifecycle - from lead generation to deal closure - through our dedicated team of real estate agents and performance marketers



Our agents, strategically located across various micro-markets, are integral to driving sales and maintaining close relationships with customers.



One-stop platform empowering small brokers to scale earnings and drive higher revenues



Broker Earns higher & timely commissions by working on exciting new projects with higher slab rates. Track earnings & payouts with a brokerage passbook



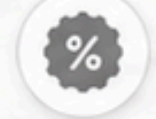
Magnet provides the market pulse - Access classified launch information, explore real estate perspectives, insights & analysis.



HOME LOANS



Choose from 50+ Banks/HFCs for Home Loans in India



One-stop shop for home financing



Simplify the process by highlighting the most attractive schemes and offers currently available



We offer guidance and connect you with reliable legal counsel.



From application to approval, Homesfy ensures a seamless home loan journey with expert support at every step.

ABOUT HOMESFY

OUR PRESENCE



MUMBAI



THANE



NAVI MUMBAI



PUNE



BANGALORE

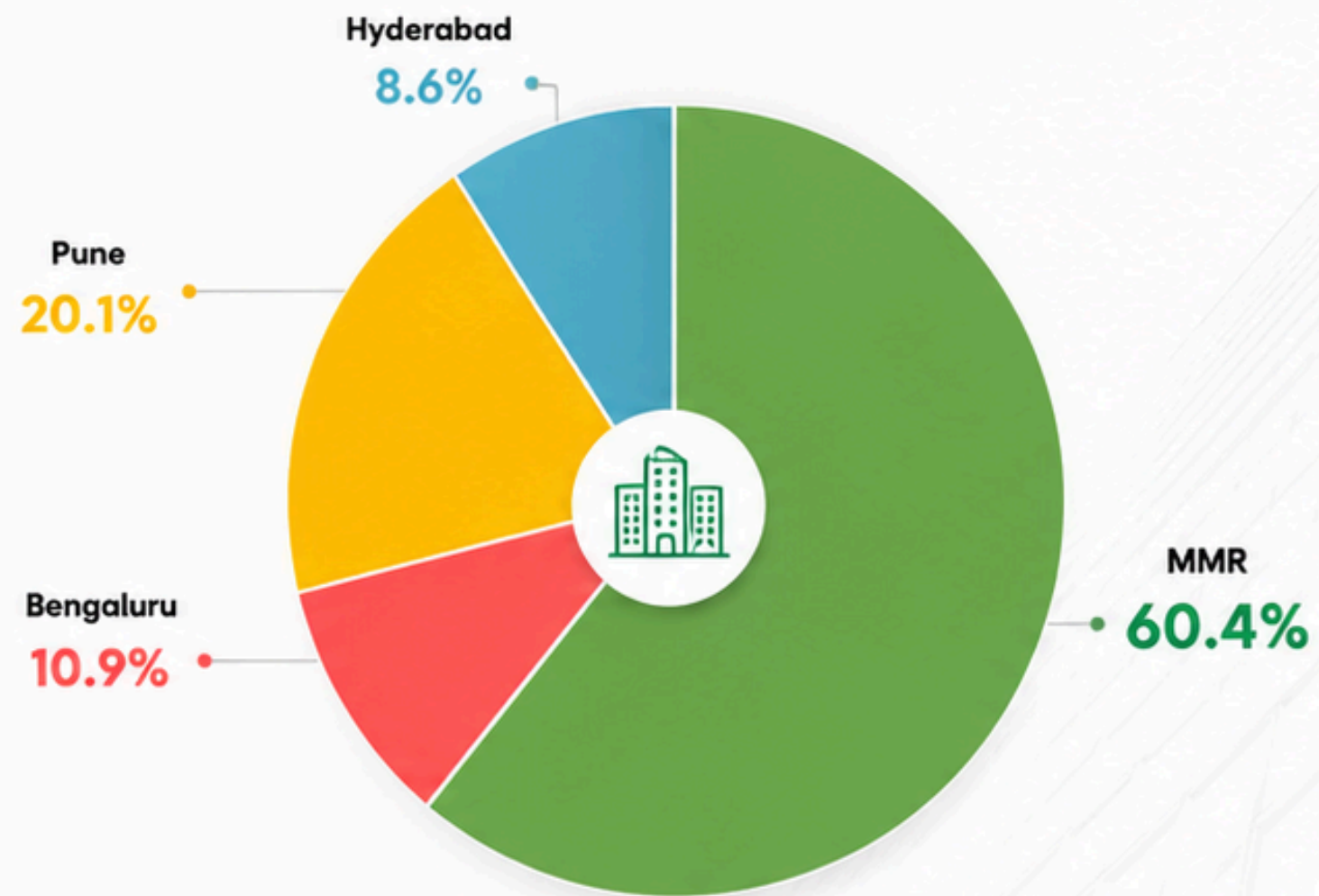


HYDERABAD



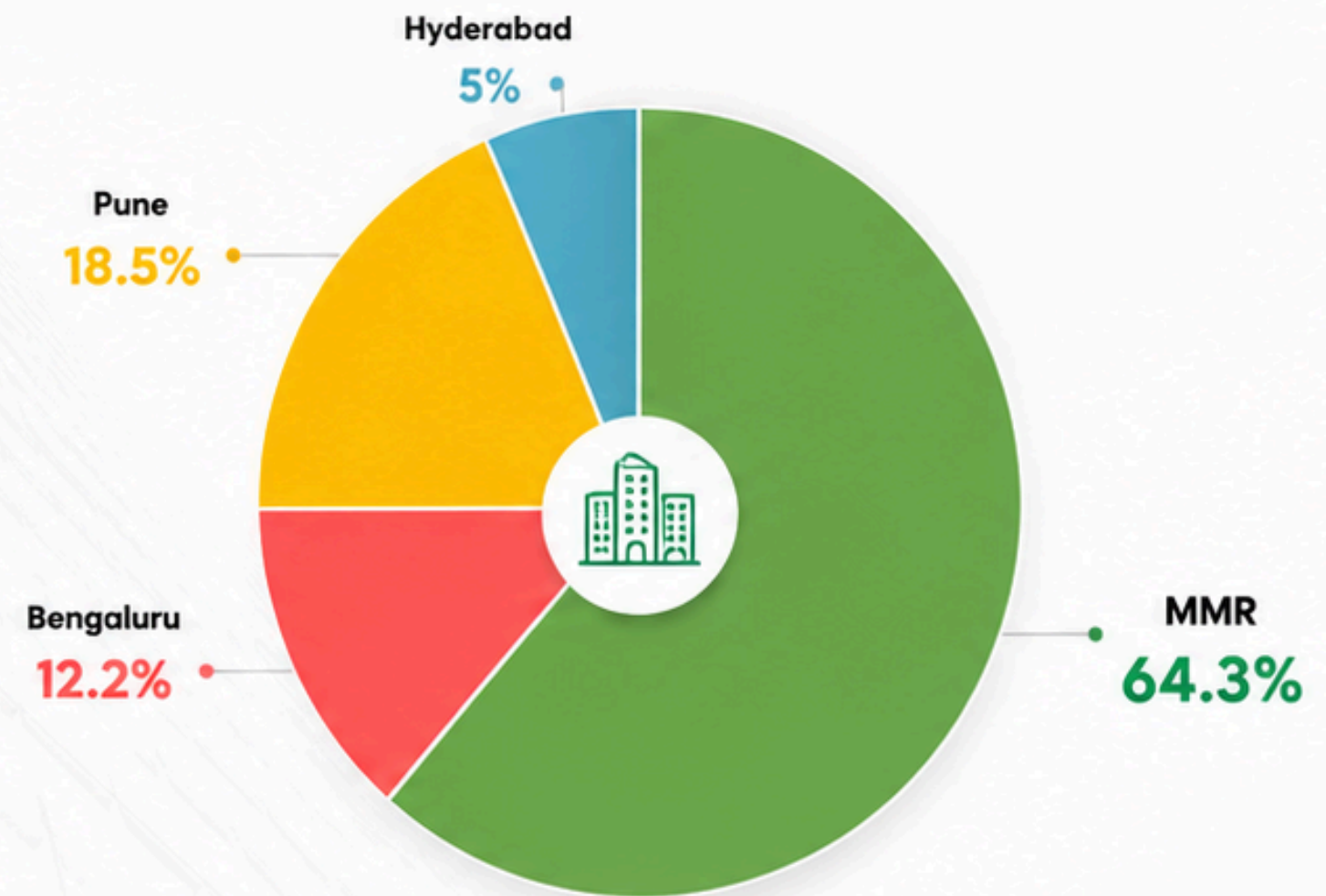
GEOGRAPHYWISE SALES FY'26 vs FY'25

● MMR ● Bengaluru ● Pune ● Hyderabad



FY'26

● MMR ● Bengaluru ● Pune ● Hyderabad



FY'25



Note: GTV includes business done under both Direct as well as via mymagnet



ABOUT HOMESFY

MANAGEMENT COMMENTARY



Mr. Ashish Kukreja
Founder and Managing Director

The real estate sector continues to evolve with changing customer behavior, increasing formalization, and a growing preference for organized advisory platforms. While the broader opportunity remains strong, the current phase also demands sharper execution, disciplined growth, and a stronger focus on operating efficiency.

During the year, our Direct business continued to show resilience with Gross Transaction Value (GTV) growth of 17%. At the same time, our Magnet business witnessed a decline as we consciously prioritized profitability, operating discipline, and quality of business over pure scale. As a result, consolidated GTV growth for the year stood at 3%.

The year also marked the beginning of a deeper operational transformation journey at Homesfy Realty. Across functions, we increased our focus on productivity, conversion efficiency, accountability, technology integration, and stronger operating rhythms within the organization. While these changes may take time to fully reflect in financial outcomes, we believe they are important for building a more scalable, resilient, and profitable business over the long term.

As we move ahead, our focus remains clear strengthening execution quality, improving operating leverage, building leadership depth, and creating sustainable long-term value for all stakeholders. We remain committed to pursuing growth with discipline, transparency, and a long-term perspective.

We sincerely thank our customers, employees, channel partners, shareholders, and all stakeholders for their continued trust and support through this important phase of our journey.

www.homesfy.in

“We are entering FY27 with a clear strategic direction: achieving Productivity targets ahead of doubling down our key markets like Thane, Pune, Central Mumbai and Bangalore while accelerating expansion in Western Mumbai, Harbour, and South Mumbai.”

ABOUT HOMESFY

NEW ADDITIONS TO SENIOR LEADERSHIP



Mr. Alpesh Palan

Sr. Vice President – Human Resources



Mr. Kapil Bhagat

Director - Sales







Mr. Saurabh Mishra

Vice President – Corporate Strategy

ABOUT HOMESFY

KEY BUSINESS HIGHLIGHTS

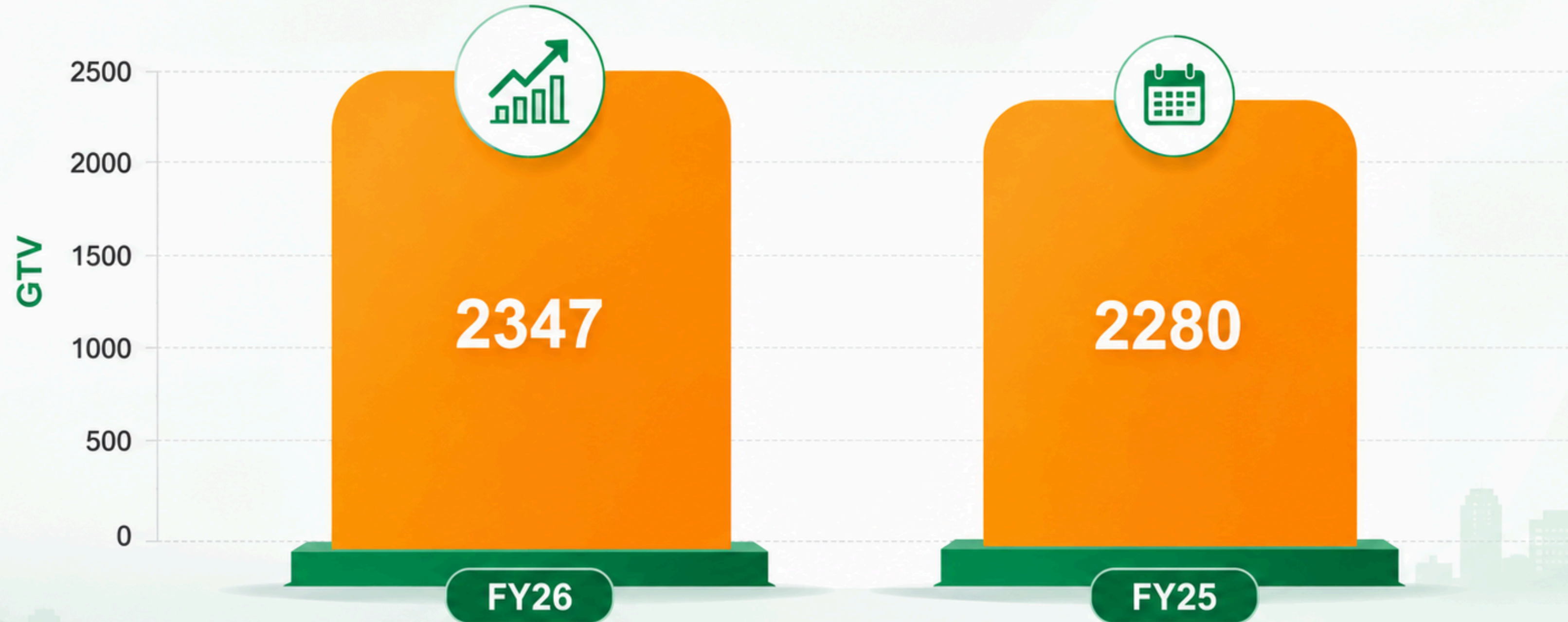
-  Increased focus on higher ticket size to enhance revenue quality.
-  Focused efforts on reducing cancellations improving realization and predictability
-  Strong operational productivity enabled higher business throughput with a leaner workforce.
-  Navi Mumbai driving superior margins, while Pune emerges as a focused growth market.

OPERATING PERFORMANCE



OPERATING PERFORMANCE

Y-O-Y MOVEMENT IN GTV

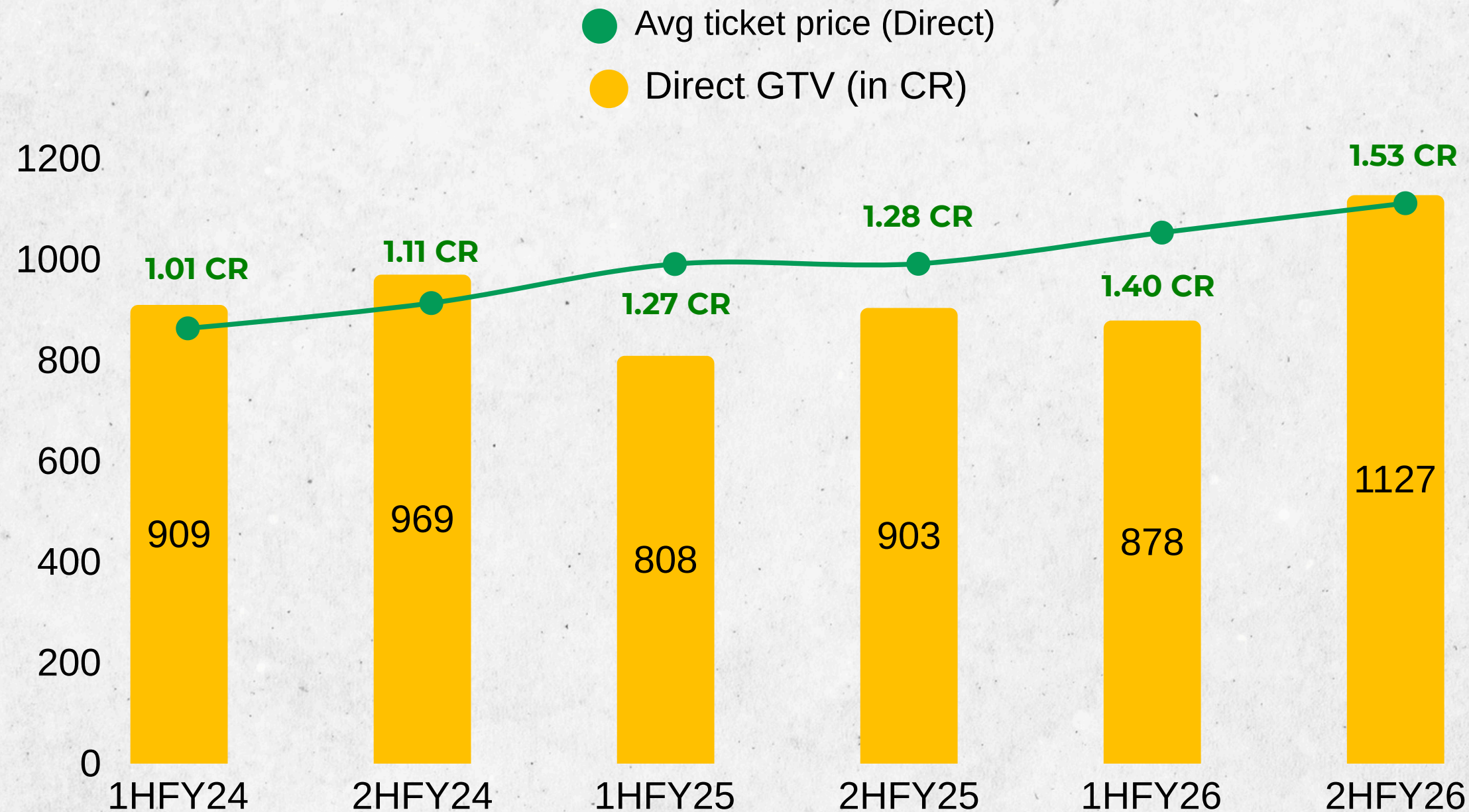


Note: GTV and no. of bookings are Gross figures and does not involve cancellations



OPERATING PERFORMANCE

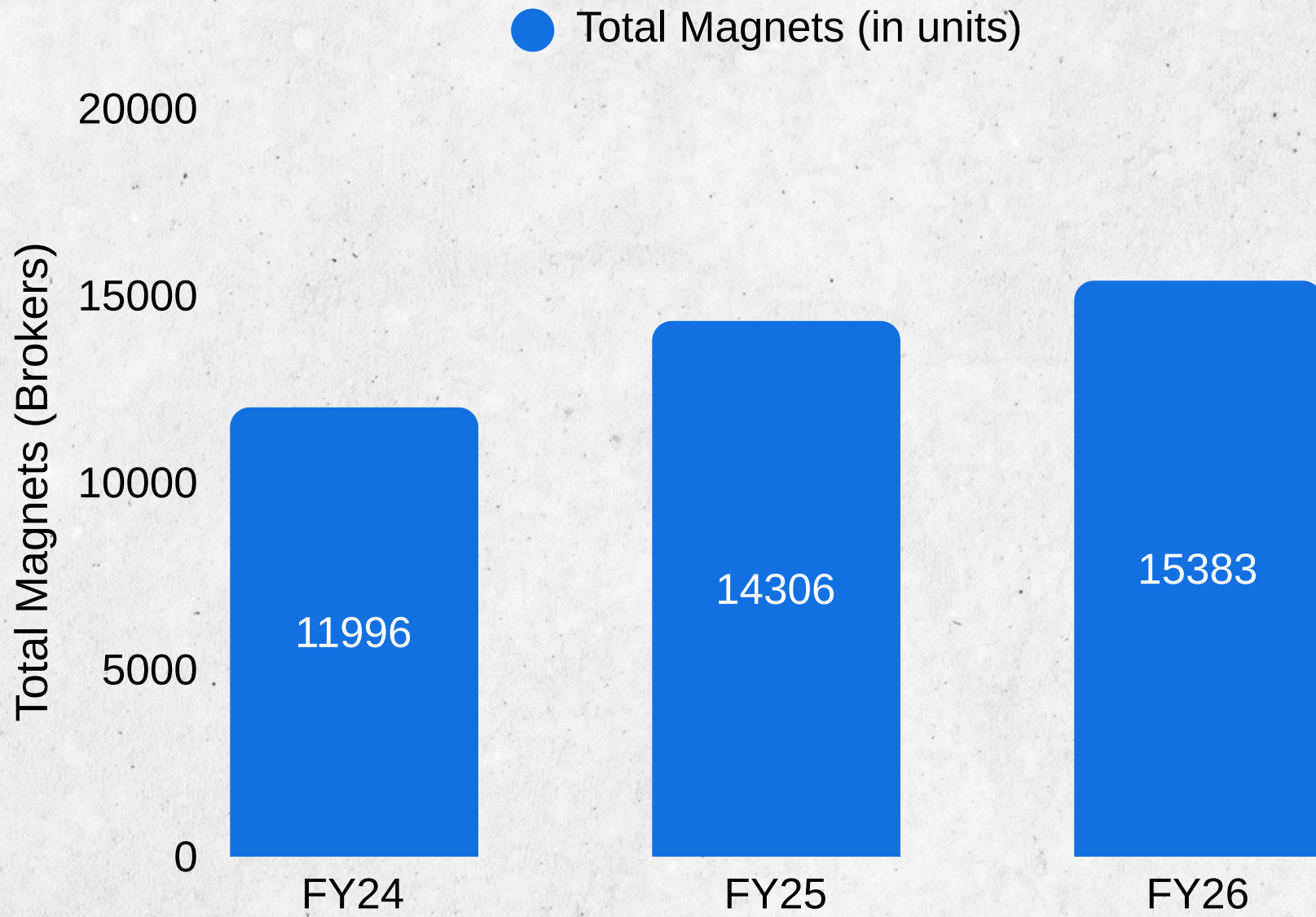
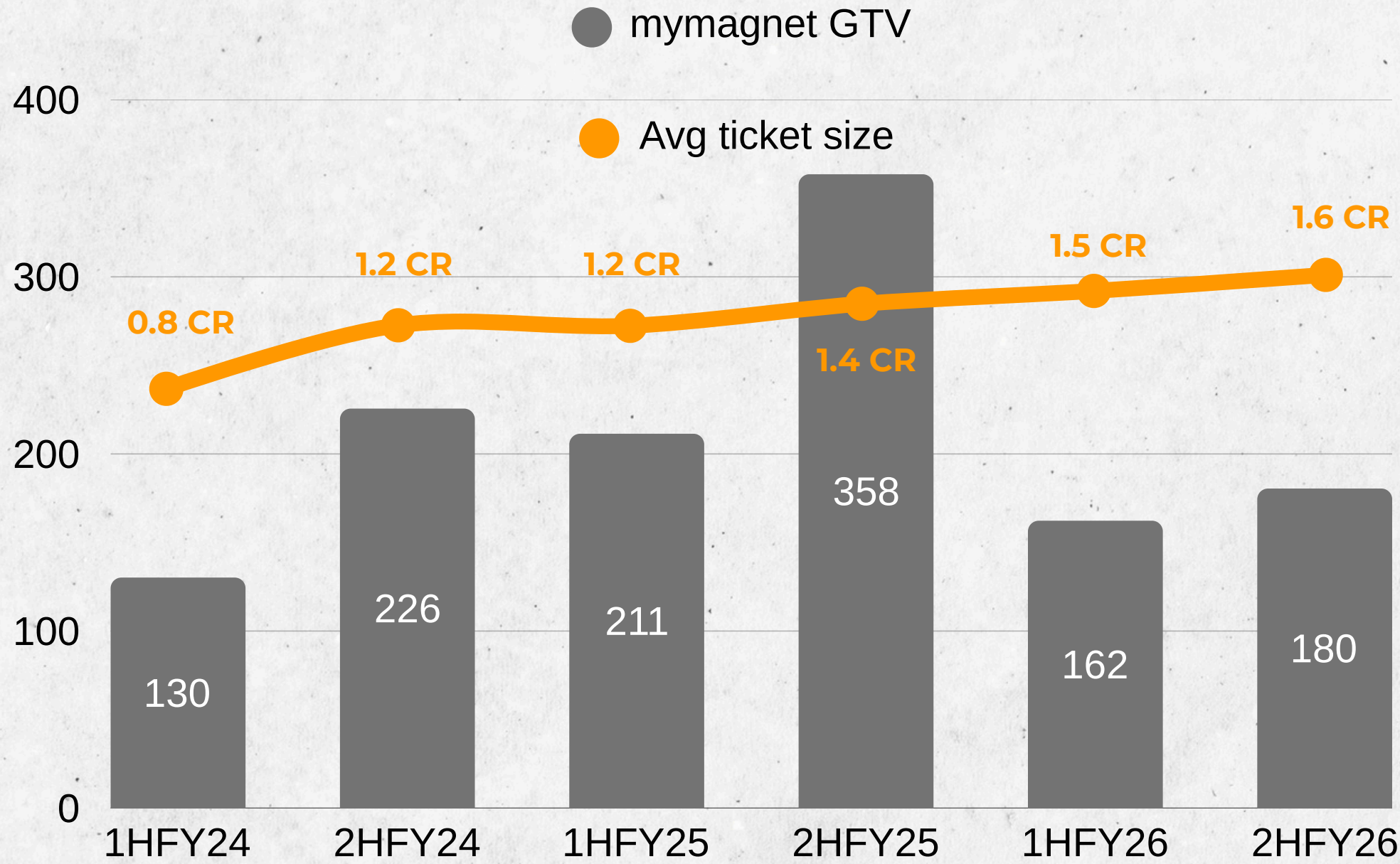
CORE BUSINESS - DIRECT BOOKING



- **Better-than-expected Q4:** Despite muted market momentum driven by delayed launches and cautious buyer sentiment, Q4FY26 delivered a stronger performance than Q4FY25.
- **Underperformance in key operating regions:** Minor underperformance in key regions like MMR and Bengaluru was offset by stronger traction in Pune and Hyderabad, helping sustain overall business performance.

OPERATING PERFORMANCE

MYMAGNET.IO – BROKER AGGREGATOR PLATFORM



OPERATING PERFORMANCE

HOME LOANS—COMPLETING THE HOME BUYING JOURNEY

Loan disbursement
(FY'26)

341 Cr

No of Loans
Disbursed

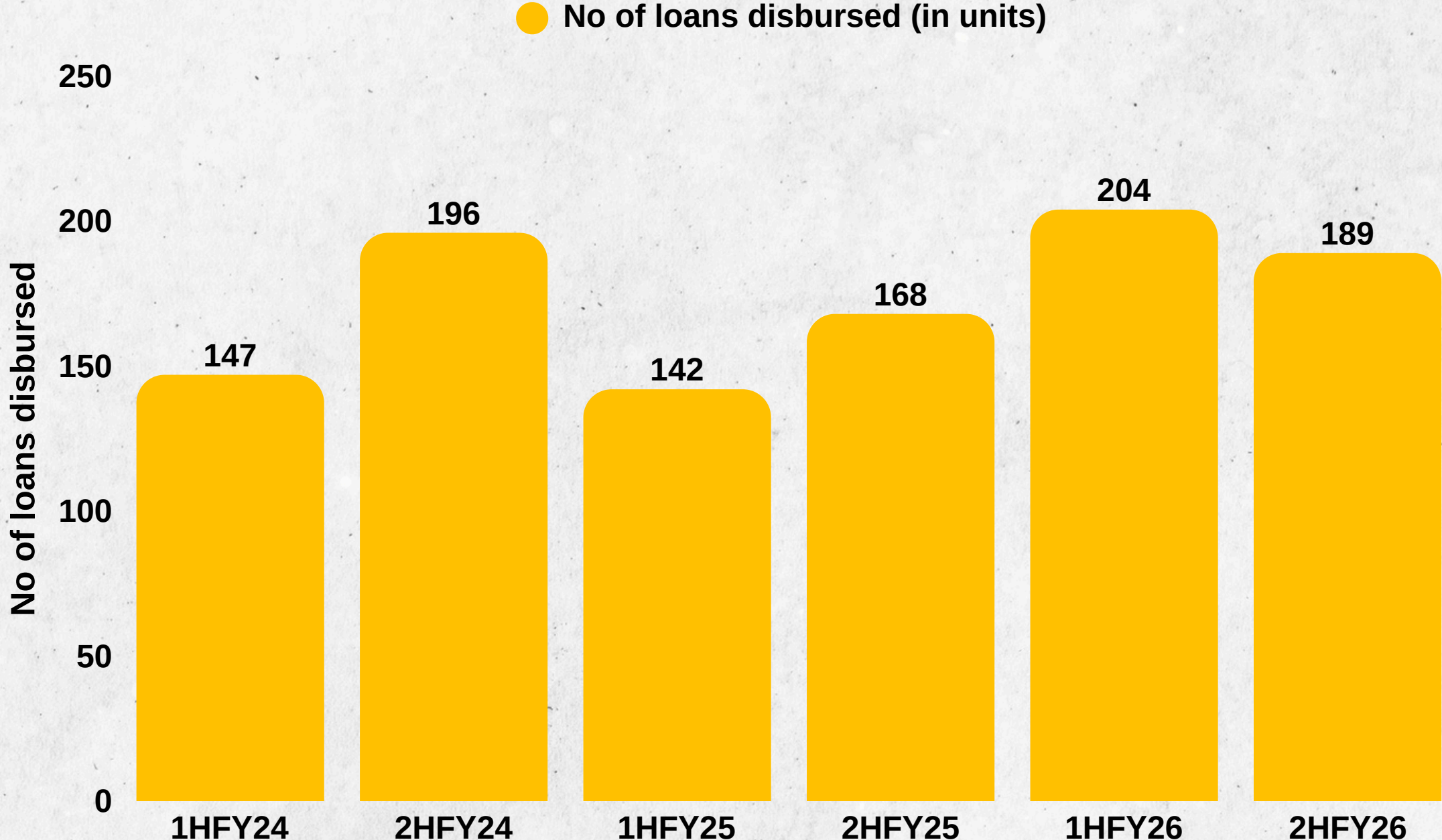
393

No of Partner Banks
& NBFCs

51

Team Size
(at the end of FY26)

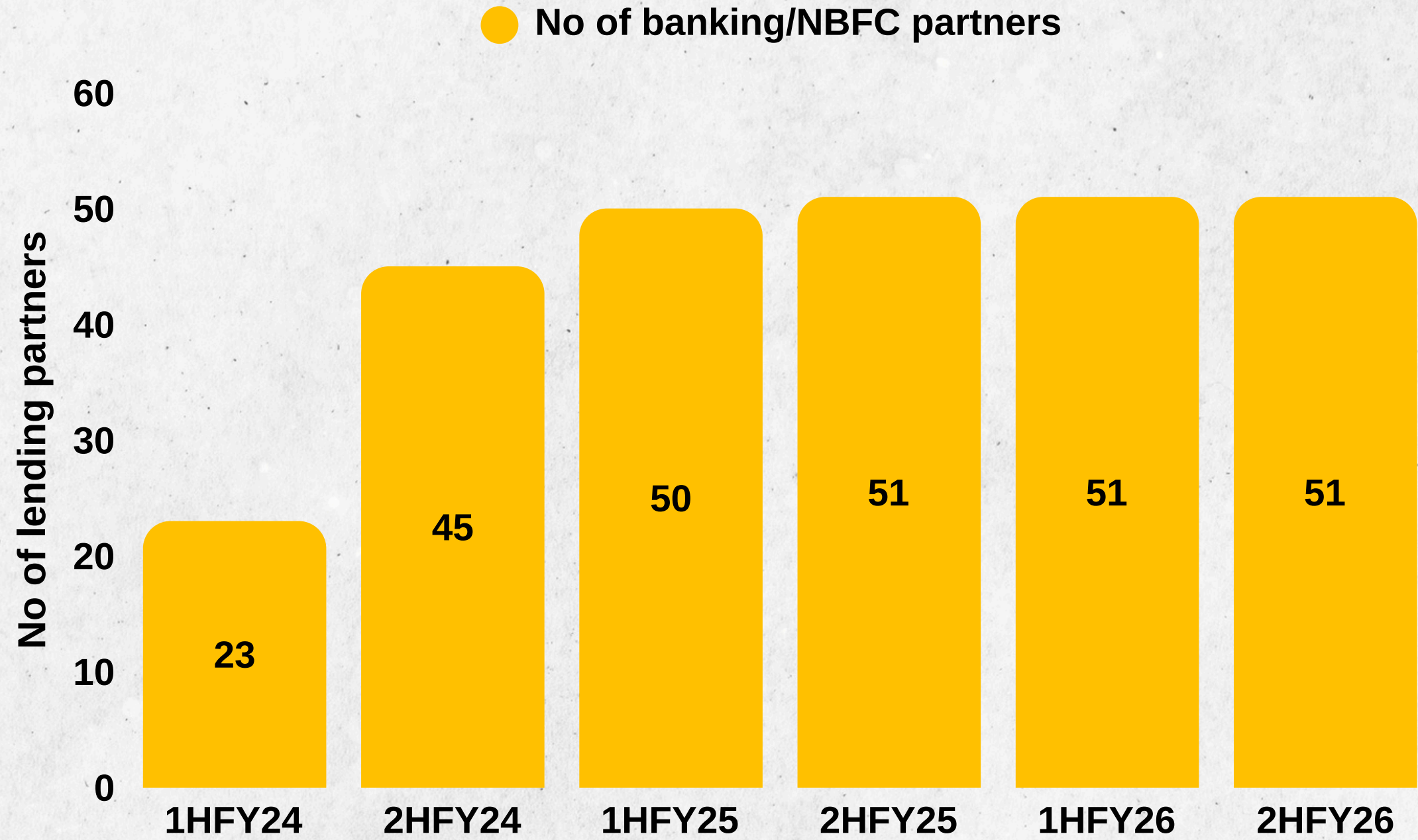
18



OPERATING PERFORMANCE

HOME LOANS – AT NASCENT STAGE OF GROWTH

Few of our DSA Partners




OPERATIONAL PERFORMANCE

SNAPSHOT

GTV

2,347 cr.

(up by 3% YoY) 


Total Bookings (Gross)

1,589

(down by 10% YoY) 


Avg. Ticket size per home

INR ~1.47cr.

(up by 15% YoY) 


Home Loans Disbursed

INR 341cr.

(up 26 % YoY) 


GTV - Direct

INR 2,005 cr.

(up by 17% YoY) 

Direct Bookings (Gross)

1,363

(up by 2% YoY) 

GTV – mymagnet

INR 343 cr.

(down by 40% YoY) 

mymagnet Bookings (Gross)

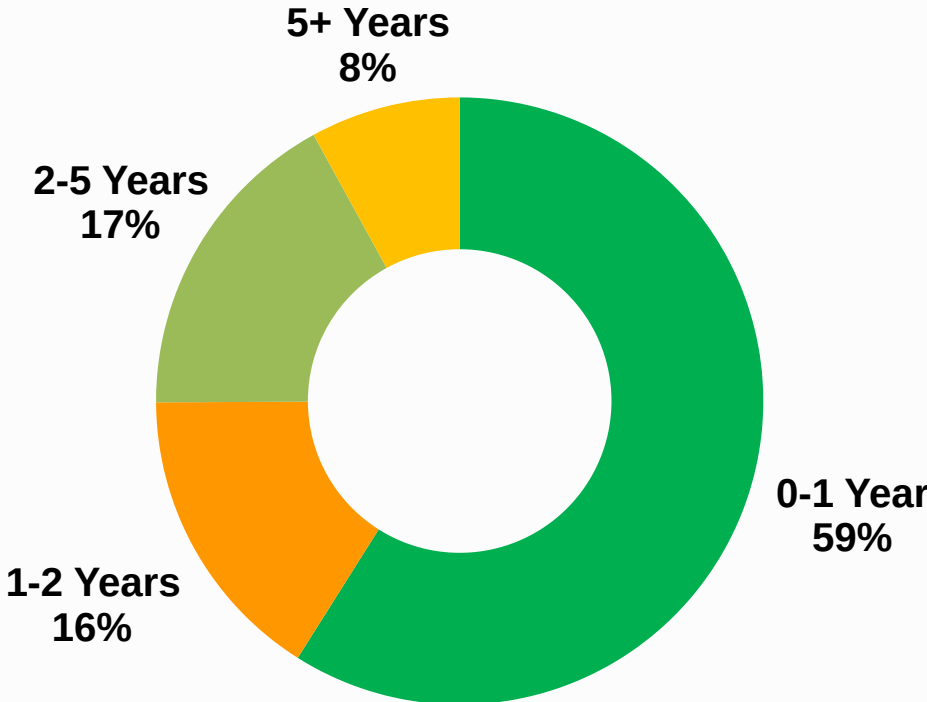
226

(down by 48% YoY) 

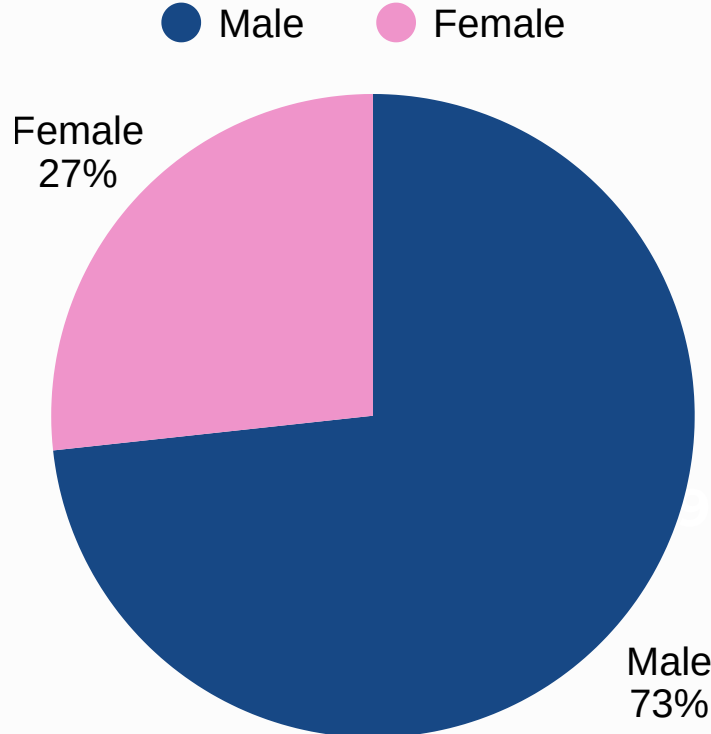
OPERATING PERFORMANCE

THE PEOPLE - OUR CORE STRENGTH

Tenure Distribution



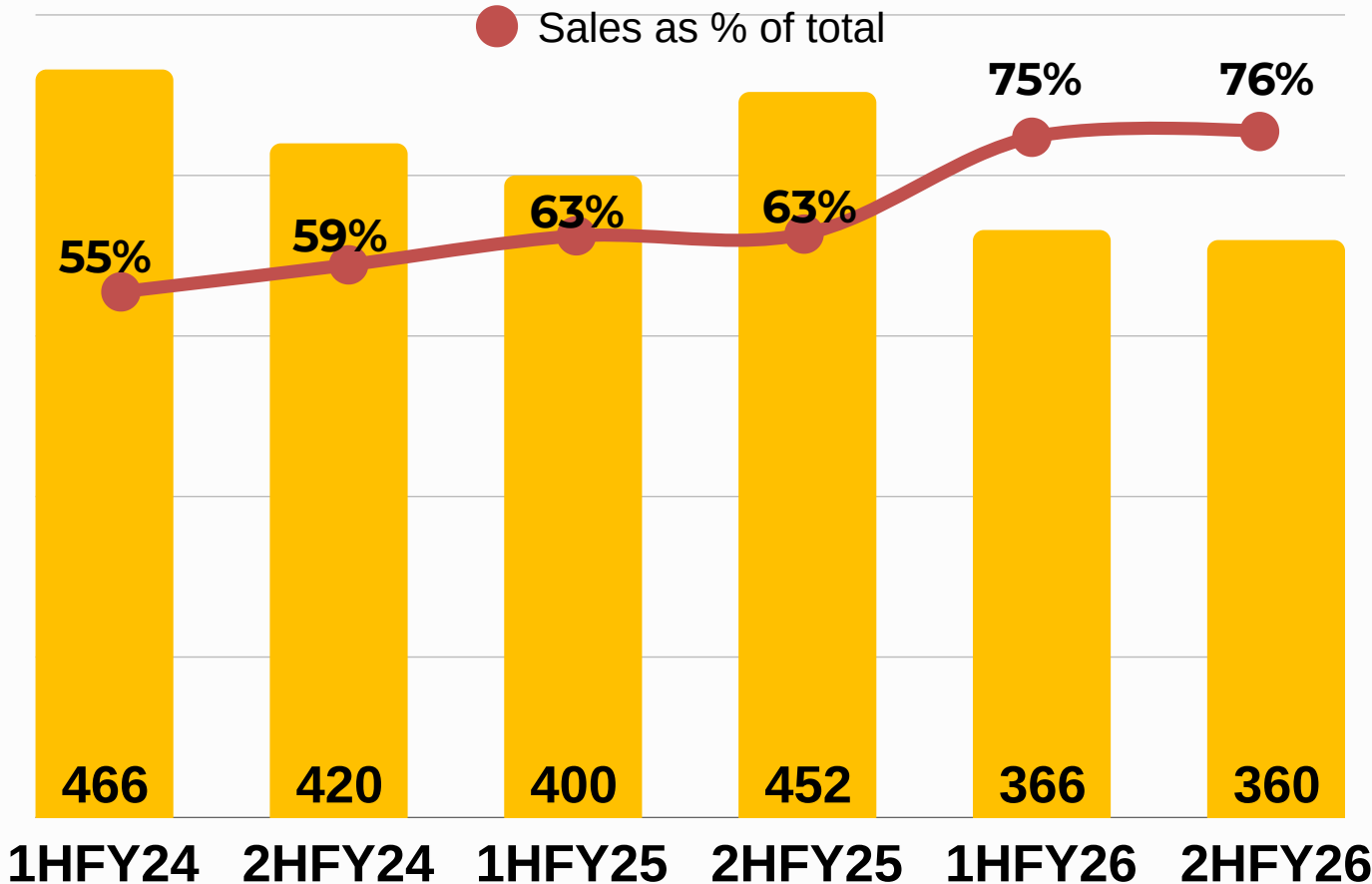
Gender Diversity



Average No of Employees (FY'26)

363

(down by 15% YOY)

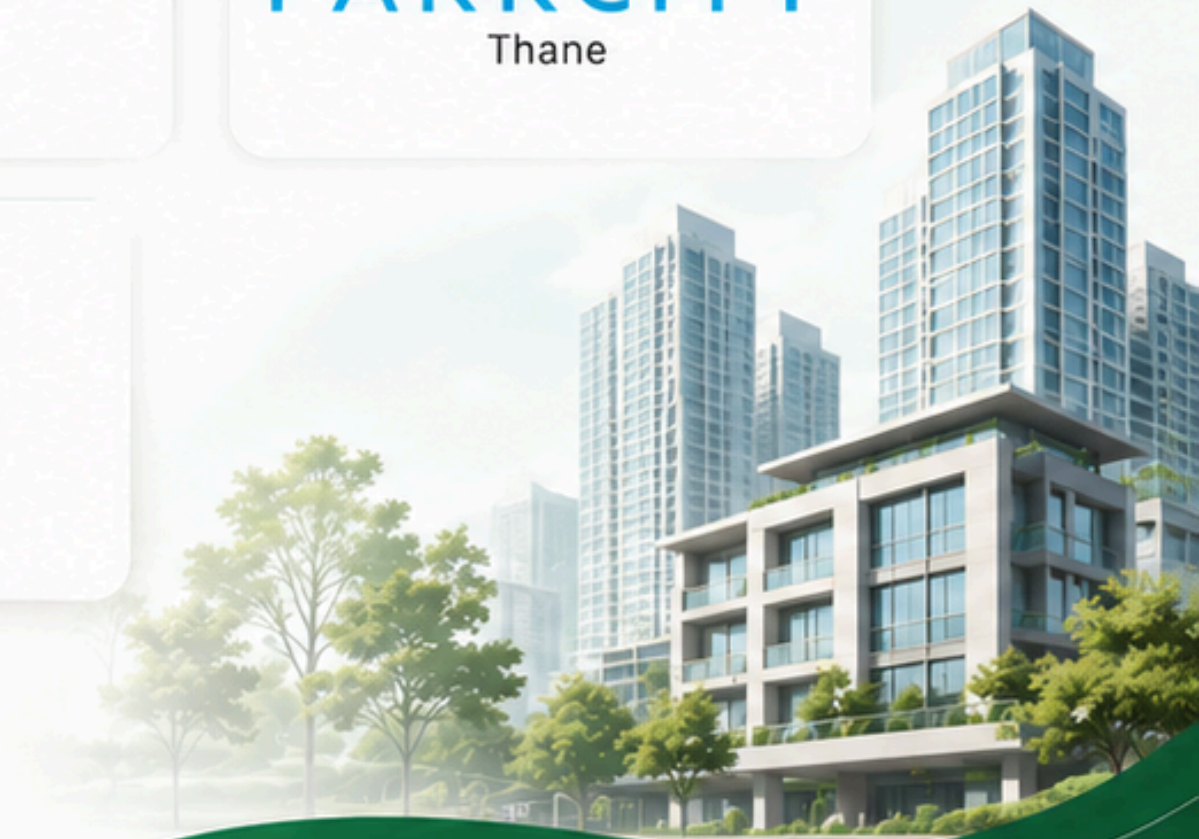


OPERATING PERFORMANCE

FEATURED MARQUEE DEVELOPERS



Strong partnerships. Trusted developers. **Building a better tomorrow** – together.



INITIATIVES

RESET. REBUILD. RISE. THE HOMESFY TRANSFORMATION

 Bridging Builders, Buyers and Brokers: Road to **5000 homes** annually by **FY29**



FINANCIAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS

CONSOLIDATED PROFIT & LOSS

Particulars	FY26 (in CR)	FY25 (in CR)
Revenue from Operations* Refer to Annexure A	40.32	58.67
Employee Expenses	26.73	28.27
Other Expenses ⁺ Refer to Annexure B	33.67	28.84
Exceptional & Prior period items	0.36	-
EBITDA	(20.44)	1.56
EBITDA %	-51%	3%
Other income	1.65	1.39
Depreciation	1.80	0.85
Finance Cost	0.02	0.20
PBT	(20.61)	1.90
Tax Expenses	(0.12)	0.52
PAT from Operations	(20.49)	1.38
PAT Margin %	-51%	2%

ANNEXURE A & B

Annexure A (₹ in Crores)		
Revenue from operations	Year Ended	
	31-03-26	31-03-25
Billed revenue	45.30	51.22
Unbilled revenue	10.77	15.27
Unbilled revenue converted into billed revenue	(15.75)	(7.82)
Total	40.32	58.67

While operational business witnessed a steady growth, the financial topline declined due to lower recognition of unbilled revenue. The above breakup reflects the composition of Revenue from Operations, where the reduction in unbilled revenue recognition is primarily driven by strengthened internal validation processes.

Annexure B (₹ in Crores)		
Major Expenses	Year Ended	
	31-03-26	31-03-25
Advertisement and promotion expenses ^[1]	16.91	13.90
Commission ^[2]	8.62	8.03
Professional fees ^[3]	1.91	1.04

^[1]We generated additional leads of 28000 during the year; however, inflationary pressures led to an increase in the cost per qualified lead.

^[2]This expense primarily comprises channel payouts and referral benefits to customers. During the year, referral benefit payouts increased in line with evolving industry practices and competitive market dynamics.

^[3]To strengthen leadership depth, we incurred increased cost towards services rendered by professionals compared to the previous year.

FINANCIAL HIGHLIGHTS

BALANCE SHEET


(₹ in Crores)


Particulars	Mar-26	Mar-25
Equity Capital	3.23	3.23
Reserves	26.47	47.00
Borrowings	0.12	0.19
Other Liabilities	13.24	10.20
Total Liabilities	43.06	60.61
Fixed Assets	3.42	1.57
CWIP	1.83	3.19
Investments	-	-
Cash & Cash Equivalents	17.34	25.35
Other Assets	20.46	30.50
Total Assets	43.06	60.61

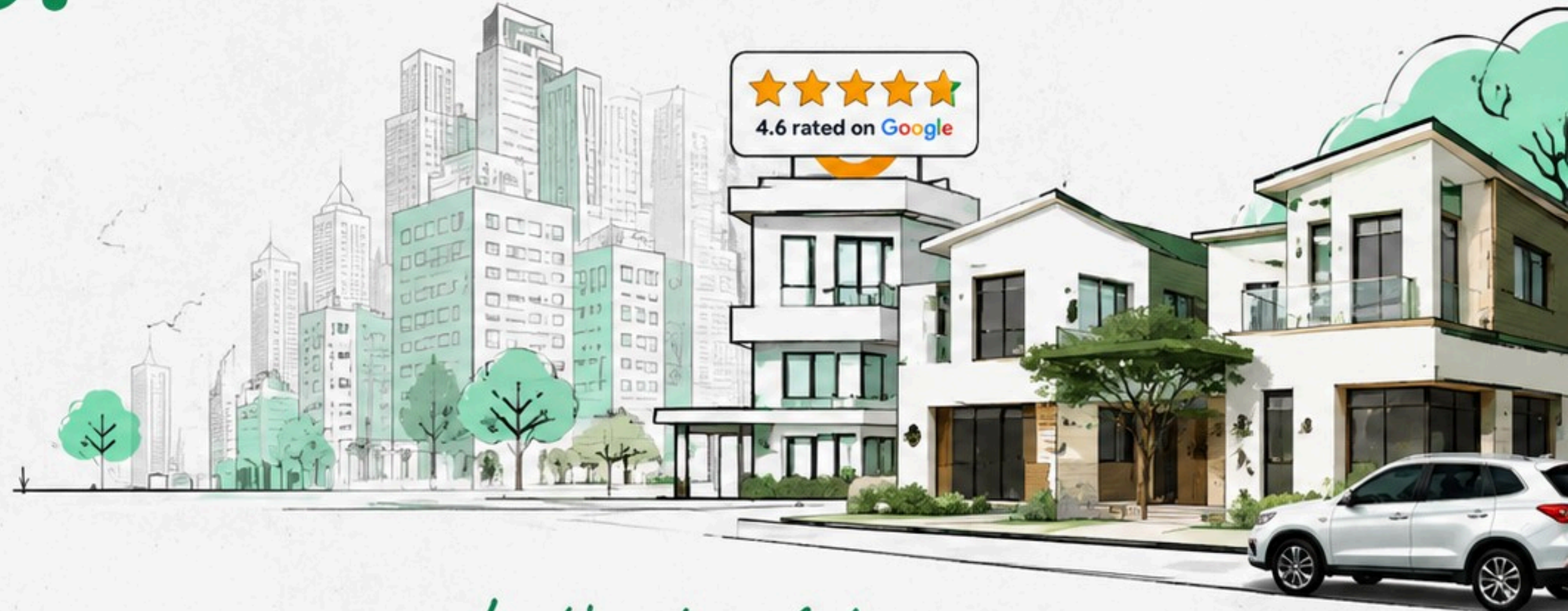


THANK YOU!

Get in touch

 investors@homesfy.in

 cs@homesfy.in



Let's build
many more dreams together.

| Building Trust. Delivering Value.