



GHAR BANEGA, TOH DESH BANEGA.

Aadhar Housing Finance Limited

Investor Presentation | Q4 & FY25





DISCLAIMER

The information contained in this presentation is provided by Aadhar Housing Finance Limited (“Aadhar” or the “Company”), to you solely for your reference. Any reference herein to the “Group” shall mean Aadhar Housing Finance Limited, together with its subsidiaries / joint ventures/ affiliates, as may be applicable. This document is being given solely for your information and for your use and may not be retained by you and neither this presentation nor any part thereof shall be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) re-circulated, redistributed, passed on, published in any media, website or otherwise disseminated, to any other person, in any form or manner, in part or as a whole, without the prior written consent of the Company. This presentation does not purport to be a complete description of the markets conditions or developments referred to in the material. This presentation does not purport to present a comprehensive overview of the Company or contain all the information necessary to evaluate an investment in the Company. This presentation should be read in conjunction with the Company’s other periodic and continuous disclosure announcements, which are available on website of the Company

Although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, the information is subject to change without notice, and its accuracy, fairness or completeness is not guaranteed and has not been independently verified and no express or implied warranty is made thereto. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as you may consider necessary or appropriate for such purpose. Neither the Company nor any of its directors, officers, employees or affiliates nor any other person assume any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein, and none of them accept any liability (in negligence, or otherwise) whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith. Any unauthorised use, disclosure or public dissemination of information contained herein is prohibited. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of the aforesaid should inform themselves about and observe such restrictions. Any failure to comply with these restrictions may constitute a violation of applicable securities laws

The statements contained in this document speak only as at the date as of which they are made and it, should be understood that subsequent developments may affect the information contained herein. The Company expressly disclaims any obligation or undertaking to supplement, modify, amend or disseminate any updates or revisions to any statements contained herein or to otherwise notify any recipient to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, neither the Company nor its management undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent. This document is for informational purposes and private circulation only and does not constitute or form part of a prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, and should not be construed as an offer to sell or issue or the solicitation of an offer or an offer document to buy or acquire or sell securities of the Company or any of its subsidiaries or affiliates under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, each as amended, or any applicable law in India or as an inducement to enter into investment activity. No part of this document should be considered as a recommendation that any investor should subscribe to or purchase securities of the Company or any of its subsidiaries or affiliates and should not form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This document is not financial, legal, tax, investment or other product advice. To the extent permitted by law, the Group and their respective directors, employees, advisers and representatives disclaim the liability (including without limitation any liability arising from negligence or otherwise) for any loss or damage whatsoever, which may arise by placing reliance on anything contained in or omitted from or otherwise arising in connection with this presentation

The Company, its shareholders, representatives and advisors and their respective affiliates also reserves the right, without advance notice, to change the procedure or to terminate negotiations at any time prior to the entry into of any binding contract for any potential transaction. This presentation contains statements of future expectations and other forward-looking statements which involve risks and uncertainties. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition, and future events and plans of the Company. These statements can be recognised by the use of words such as “expects,” “plans,” “will,” “estimates,” or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results, performances or events may differ from those in the forward-looking statements as a result of various factors, uncertainties and assumptions including but not limited to price fluctuations, actual demand, exchange rate fluctuations, competition, environmental risks, any change in legal, financial and regulatory frameworks, political risks and factors beyond the Company’s control. Neither the Company, its affiliates, advisors, representatives, any of their respective affiliates or any such person’s officers or employees guarantee that the assumptions underlying such forward-looking statements or management estimates are free from errors nor does any of such persons accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of the Company on future events. This presentation also contains certain financial and operational information relating to the Group that is based on management estimates. These estimates are based on management’s past experience and subjective judgment, and the manner in which such estimates are determined may vary from that used for the preparation and presentation of similar information provided by other companies engaged in the similar industry in India and globally. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise



PERFORMANCE SNAPSHOT



AUM

₹ 255,307 Mn +21%



Disbursements

₹ 81,921 Mn +16%



PAT

₹ 9,118 Mn +22%



ROA

4.3% +11bps



GNPA

1.05% -3bps



NIM

9.1% +18bps

Aadhar Housing Finance Key Highlights

Scale



INR255bn

March-25 AUM
(100% Secured Retail Book)



INR 9.1 bn FY25 PAT

INR 64 bn Net worth



299k

Live accounts

Asset quality



1.05%

GNPA (Mar-25)



c.59%

LTV¹ (Mar -25)



c.56%

AUM to salaried customers (Mar-25)

Distribution



INR 82 bn

FY25 Disbursements



580

Branches² (Mar-25)



21

States & UTs (Mar-25)

Liability profile



AA / Stable

CARE/ICRA/India Rating
Long Term Credit rating



43 Borrowings Relationships

Diversified



Positive ALM

Across all buckets (Mar-25)

HFC focused on low-income housing segment in India, with a seasoned business model and Digital Focus

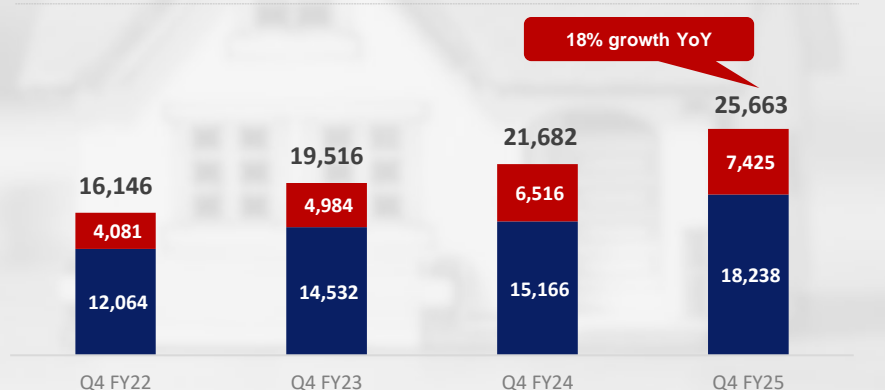
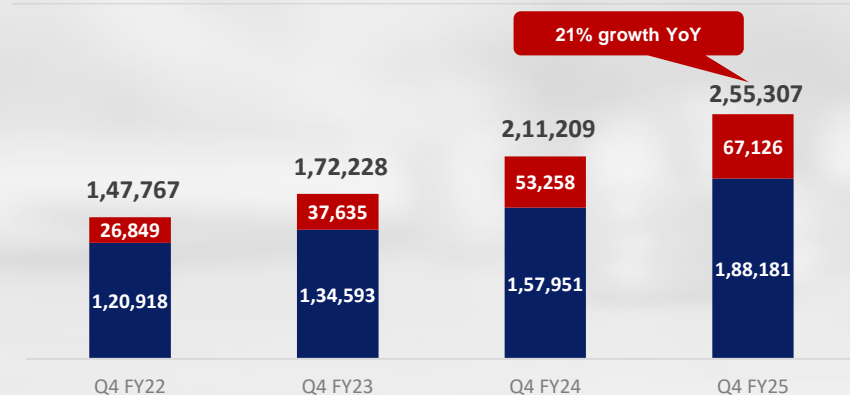
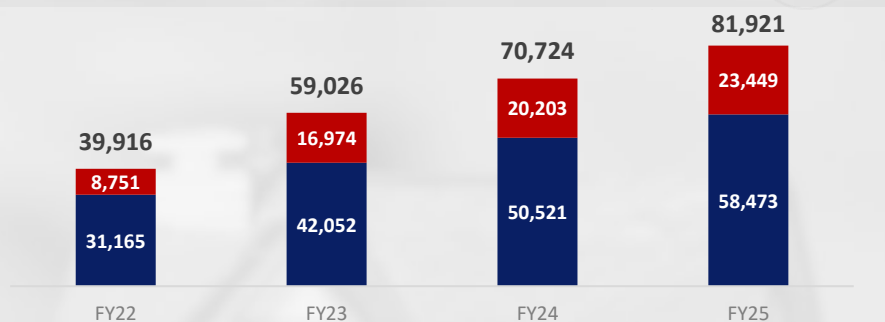
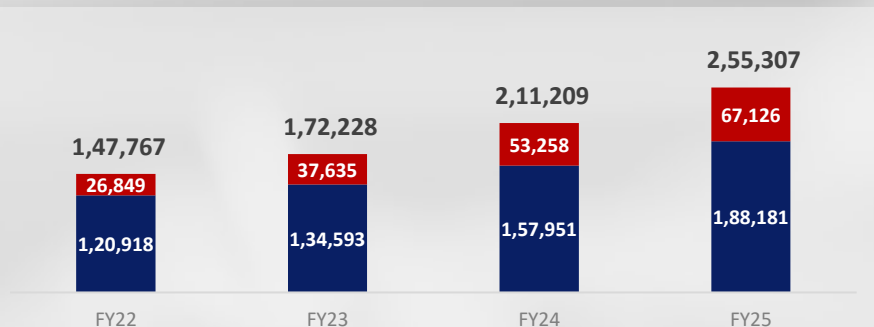
FINANCIAL PERFORMANCE



Strong Growth in AUM and Disbursements

AUM – By Product (INR Mn) : **Growth of 21% in FY25 on YoY**

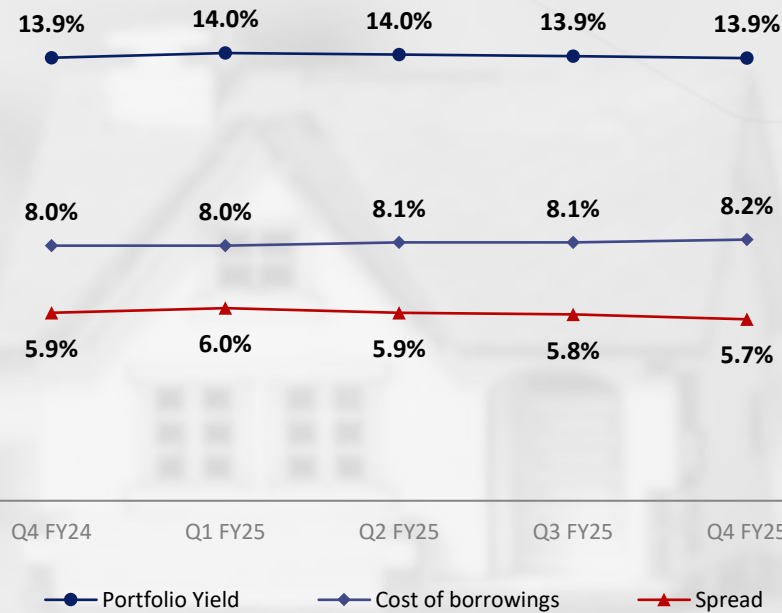
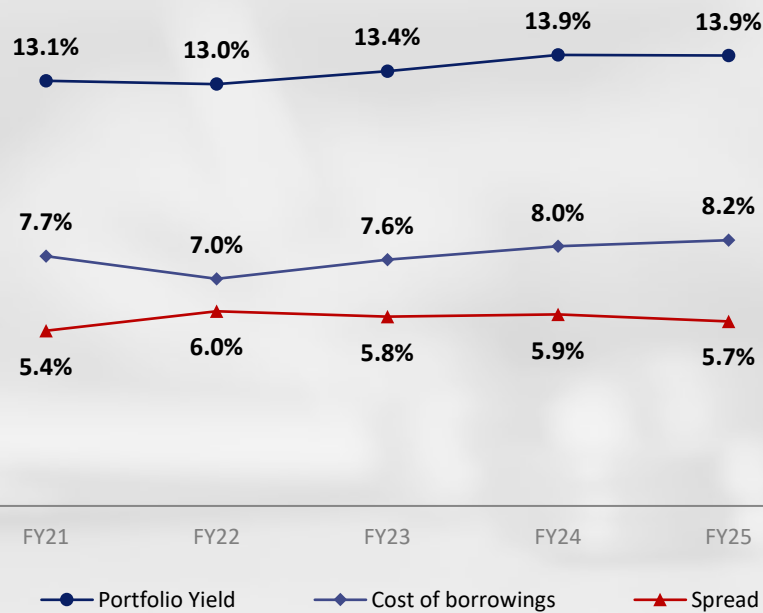
Disbursement – By Product (INR Mn) : **Growth of 16% in FY25 on YoY**





Stable Yields and Spreads

Yields, Cost of Borrowings and Spreads (%)*

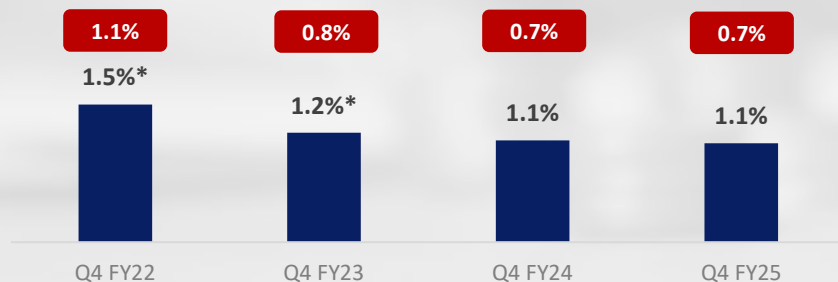
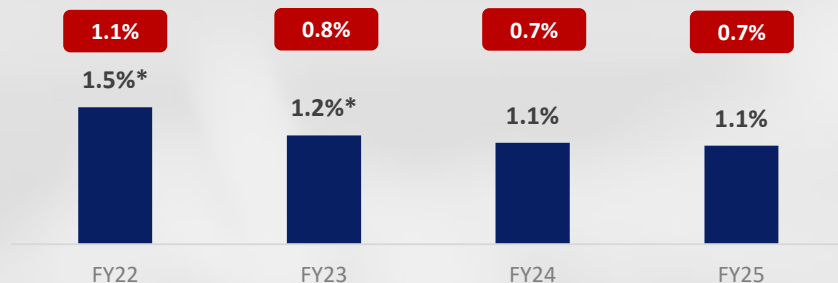


* Portfolio Yield/Cost of borrowings as at period end.



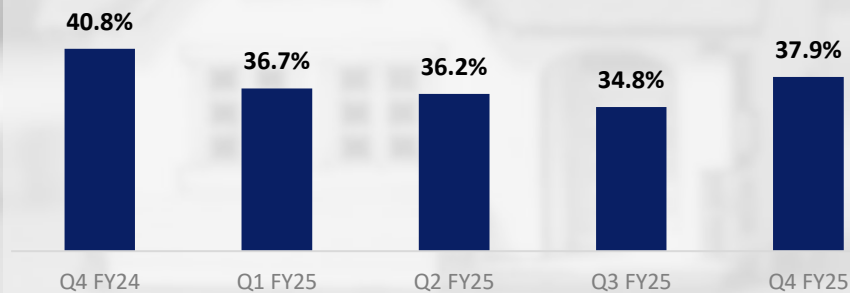
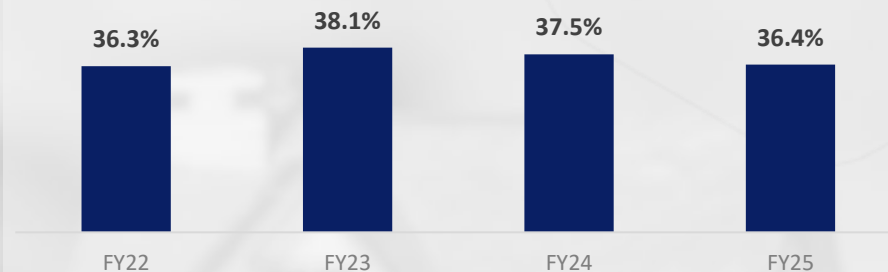
Consistent Improvement in Asset Quality and Efficiency

Asset Quality Metrics – GNPA Improved by 3bps in FY25 on a YoY basis



■ GNPA to AUM ■ NNPA to AUM

Cost to Income – FY25 Improved by 104bps compared to FY24

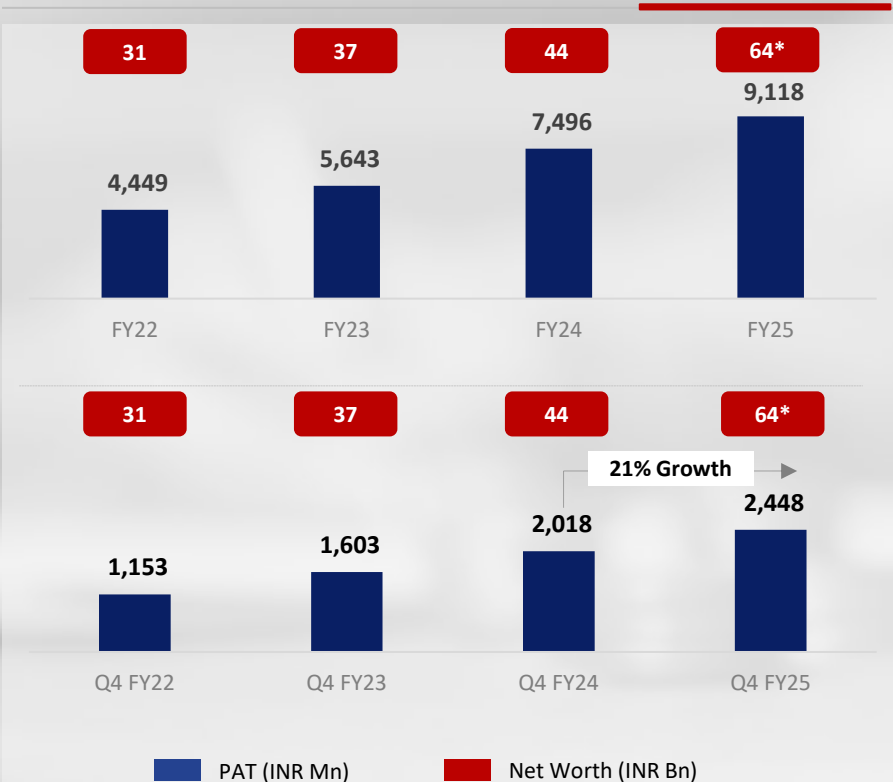


*Includes 0.27% and 0.04% NPA <= 90 DPD which have been classified as per the RBI circular dated 12th November, 2021 for Mar-22 and Mar-23 respectively

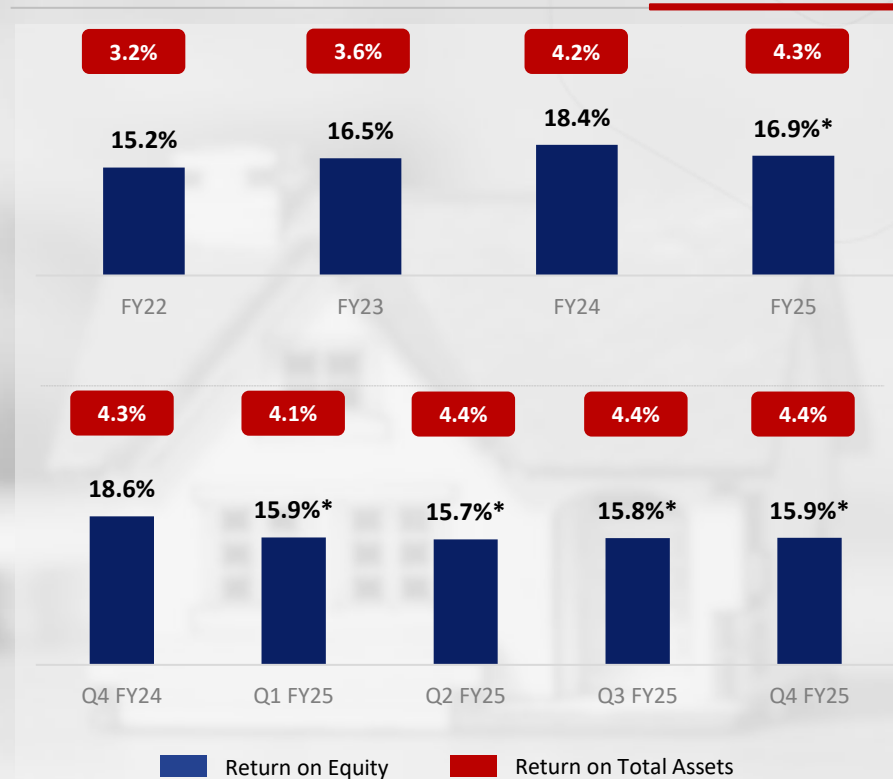


Strong Profitability and Returns

Profit after Tax **Increased by 22%** in FY25 on YoY basis



Return on Assets **Improved by 11bps** in FY25 on YoY basis



*Networth and ROE as on 31 March 2025 includes IPO primary portion of Rs 1000 Crs (Gross), ROE = Profit after tax / Average Assets (Opening assets + closings assets for the respective period / 2)
Note: Before exceptional items for Q4 FY23 and FY23.

COMPANY OVERVIEW

Introduction to Aadhar Housing Finance

1 HFC focused on low-income housing segment with ticket size less than INR1.5mn, with an AUM of **INR255bn**

2 **100% secured retail** loan book

3 **Granular** portfolio skewed towards **Salaried** customers; Average ticket size of **INR1.0mn**

4 **Pan-India presence** with **580** branches covering **545** districts across **21** states and union territories; serving **c.299k** live accounts

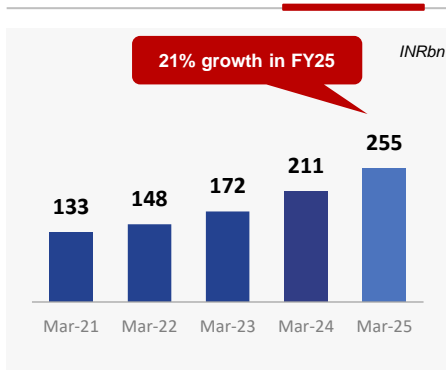
5 **43** lender relationships with a diversified borrowing base

6 **Technology enabled** business model across functions

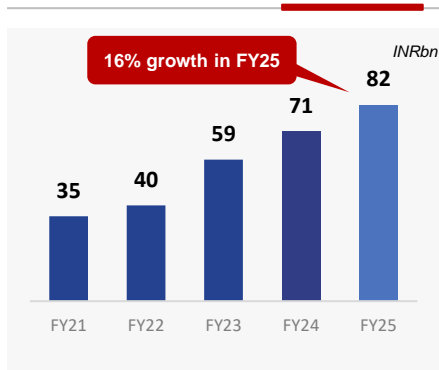
7 Highly profitable franchise delivering **c.28% PAT CAGR¹** and **4.3% RoA**

8 **Experienced, cycle-tested** and **professional** management team with **strong corporate governance**

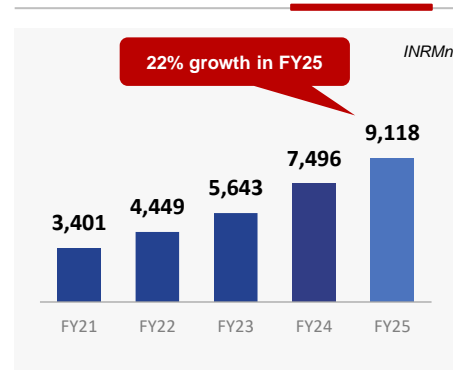
Strong AUM Growth



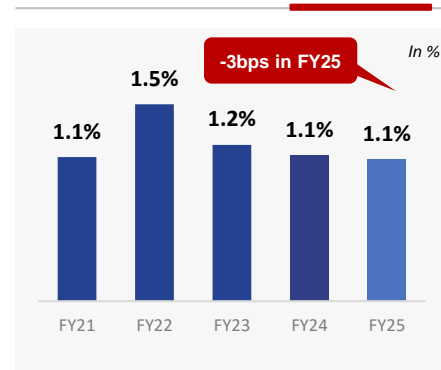
Disbursements Trend



Strong PAT



GNPA Trend



Note: 1. CAGR of PAT before exceptional items from FY21 to FY25



Aadhar Housing Finance – Value Proposition

Focused on **low-income housing** segment¹

Diversified and granular portfolio

Extensive branch and sales office network
with geographical penetration across India

Access to **diversified funding sources**, **positive ALM** position

Robust, analytics driven
processes for **underwriting and collections**

Scalable technology platform
and digital processes

Social objectives one of the
core components of the
business model

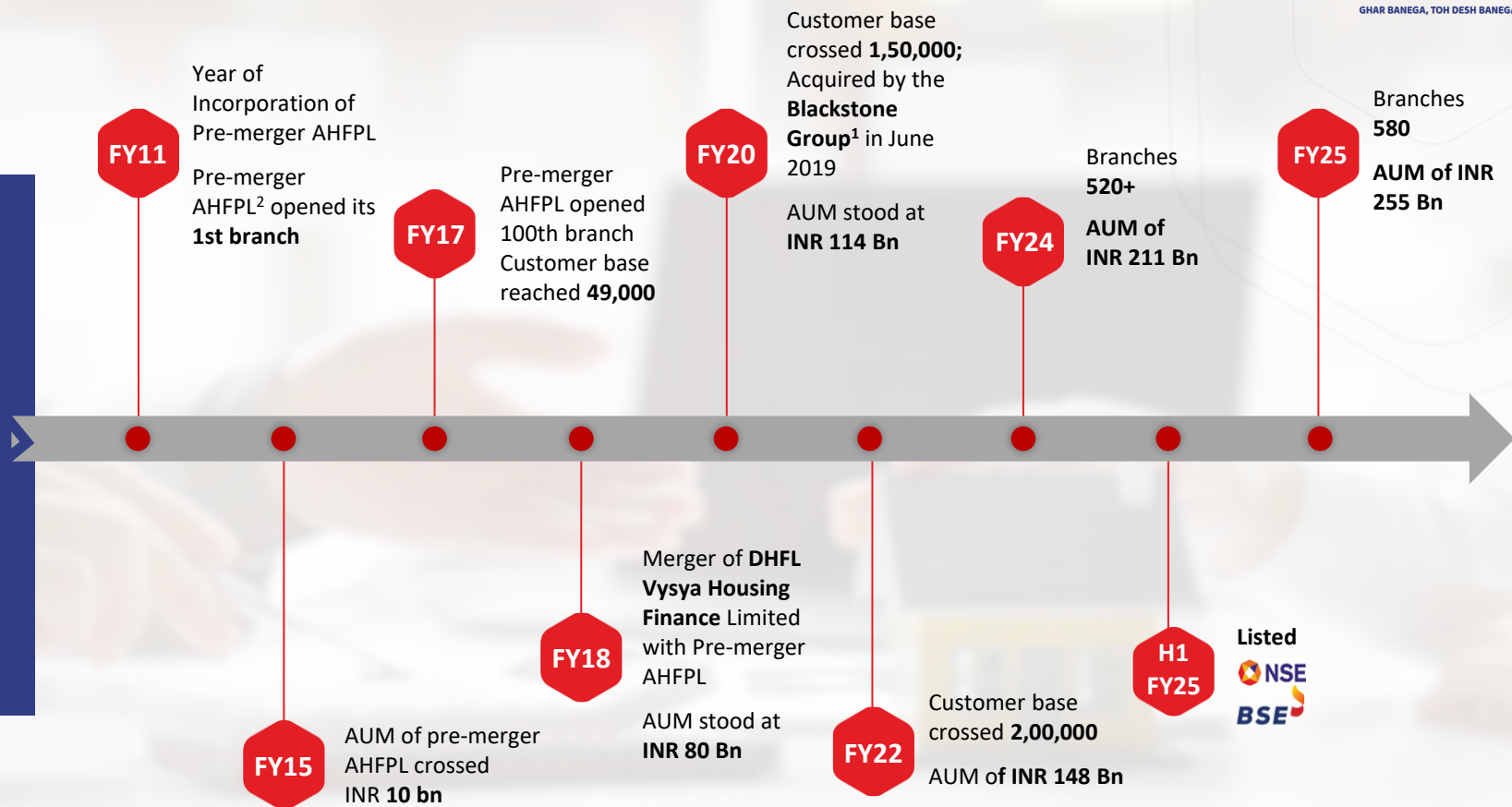
Experienced, cycle-tested
management team with
strong **corporate governance**



Key Milestones



Seasoned
business
model
showcasing
strong
resilience
across
business cycles



Note: 1. Through BCP Topco VII Pte. Ltd., an affiliate of Blackstone; 2. Pre-merger AHFPL refers to the entity incorporated as 'Aadhar Housing Finance Private Limited' at Mumbai, Maharashtra as a private limited company under the Companies Act, 1956, pursuant to a certificate of incorporation dated May 3, 2010, issued by the Registrar of Companies, Maharashtra at Mumbai and which commenced its operations in February 2011. Aadhar Housing Finance Private Limited was later converted into a public company on September 3, 2013 and was merged into our Company in 2017 pursuant to a scheme of amalgamation approved by the National Company Law Tribunal, Bengaluru Bench at Bengaluru, vide its order dated October 27, 2017.

Highly Experienced Board of Directors



O.P. Bhatt,

Non-Executive Chairman & Independent Director

Former Chairman of State Bank of India

Serves as a Director on the boards of HUL, Tata Motors, Greenko Energy Holdings Mauritius, etc.



Amit Dixit,

Non Executive (Nominee) Director

Serves as Senior MD, Head of Asia, Blackstone Advisors India

Serves on the board of several Blackstone portfolio companies



Sharmila A. Karve,

Independent Director

Previously associated with Price Water House Coopers as a Partner

Serves on the boards of EPL, Syngene International, etc.



Prateek Roongta,

Non Executive (Nominee) Director

Serves as MD, Blackstone Advisors India

Serves on the board of ASK Investment Managers, International Gemmological Institute, Fino Payments Bank, etc.



Deo Shankar Tripathi,

WTD¹ and Executive Vice Chairman

Previously acted as MD & CEO of the Company

Named in "101 Top Most Influential BFSI Leaders" by ET Now in 2020



Mukesh Mehta,

Non Executive (Nominee) Director

Serves as Senior MD, Blackstone Advisors India

Serves on the board of International Gemmological Institute, R Systems International, PGP Glass etc.



Dr. Punita Kumar Sinha,

Independent Director

Founder of Pacific Paradigm Advisors

30 years of experience in Investment Management, Financial Markets, Governance and Board experience in India and North America.



Rishi Anand,

Managing Director and CEO

27 years of work experience across a diverse spectrum of functions and businesses in the financial services space

Previously worked with Shelters, ICICI Bank, etc.

Seasoned Management Team



Rishi Anand,
Managing Director and CEO

- 27 years of work experience across a diverse spectrum of functions and businesses in the financial services space
- Previously worked with Shelters, ICICI Bank, etc.



Rajesh Viswanathan,
Chief Financial Officer

- Several years of experience in accounting, finance, strategy, planning, taxation, treasury, and investor relations
- Previously worked with Bajaj Finance, Bajaj Allianz Life Insurance, KPMG, etc.



Anmol Gupta, *Chief Treasury Officer*

- Several years of experience in financial operations, preparing budgets, financial reports
- Previously worked with BHW Birla Home Finance and CIMMYT-India



R. Anil Kumar Nair, *Chief Business Officer - Business Development*

- Master's in Business Administration from Sikkim Manipal University
- Previously worked with Onida, ICICI Bank and Aspire Home Finance Corporation¹



Anil Jain, *Chief Credit & Operations Officer*

- Nearly two decades of experience in the mortgage industry, specializing in both Prime lending and Affordable Housing sectors
- Previously worked with ICICI Bank (Housing Finance), Deutsche Postbank Home Finance Limited, IndiaHomes.com, and Muthoot Homefin India Limited



Sreekanth V N, *Chief Compliance Officer*

- Several years of experience in handling all secretarial functions of the Company
- Previously worked with ICICI Bank, Firestone International, etc.



Vinod Nair, *Chief Human Resources Officer*

- Associated with AHFL since 1st October 2024
- Seasoned HR leader with 25 plus years of experience, Prior to AHFL he was associated with Mahindra Finance, CMS Computers Limited and Datamatics Group



Nirav Shah, *Chief Risk Officer*

- Several years of experience in implementing risk management systems across business units & maintaining a strong integrated risk management
- Previously worked with Tata Capital Housing Finance, etc.



Haryyaksha Ghosh, *Chief Data Officer*

- Experienced in the sectors of data science and IT
- Previously worked with Infosys Technologies, Mindwave Solutions, Network 18 Media & Investments, etc.



Madhur Bhatnagar, *Chief Recovery & Collections Officer*

- Nearly 20 years of diverse experience in Sales, Credit, and Collection across various industries and products
- Previously worked with Magma Fincorp Ltd, Bajaj Auto Finance Ltd, Bharti Axa Life Insurance, Reliance Capital Ltd, and ICICI Bank Ltd.



Harshada Pathak, *Company Secretary & Compliance Officer*

- 18 years of experience working in compliance and secretarial departments
- Previously worked with Volkswagen Finance, Mahindra & Mahindra Financial Services and Essar Investments



Sharad Jambukar, *Chief Information Technology Officer*

- Seasoned IT leader with 21+ years of experience driving technology strategy and transformation in the BFSI sector
- Previously held leadership roles at SBI Capital Markets (VP & Group Head - IT), L&T General Insurance (Head of IT), and worked with L&T Finance, ICICI Bank, and others.

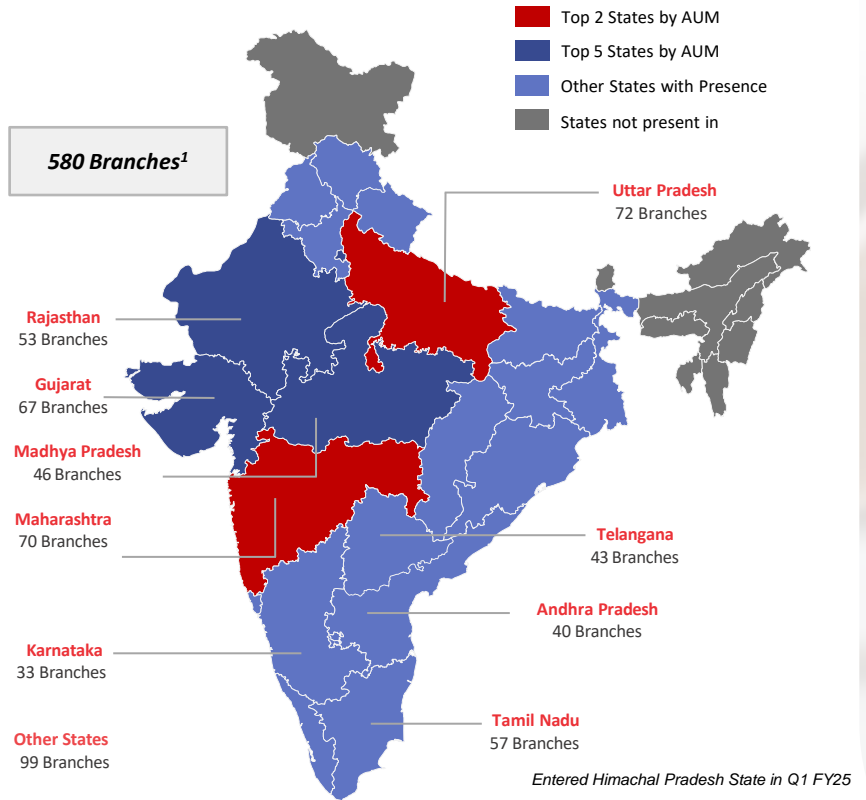
Note: 1. Now Motilal Oswal Home Finance Limited.

BUSINESS OVERVIEW



Pan-India Presence

Distribution Network

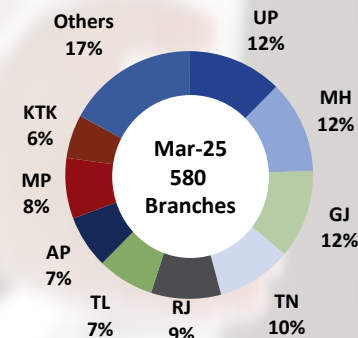


Note: UP = Uttar Pradesh, MP = Madhya Pradesh, MH = Maharashtra, TN = Tamil Nadu, GJ = Gujarat, RJ = Rajasthan, KTK = Karnataka, TL = Telangana, AP = Andhra Pradesh, PNJ = Punjab, HR = Haryana, HP = Himachal Pradesh.

1. Branches including offices are 591.

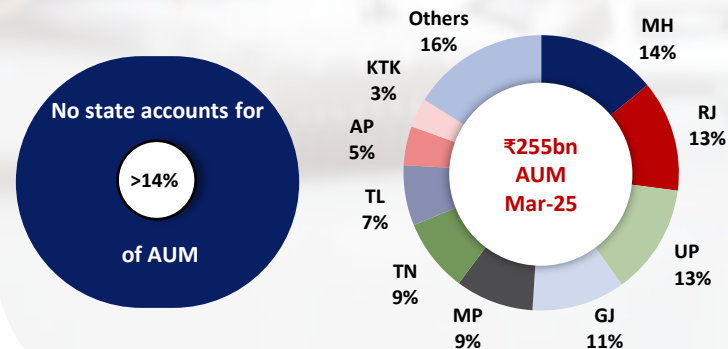
Branch Distribution

By State (Mar 31, 2025)



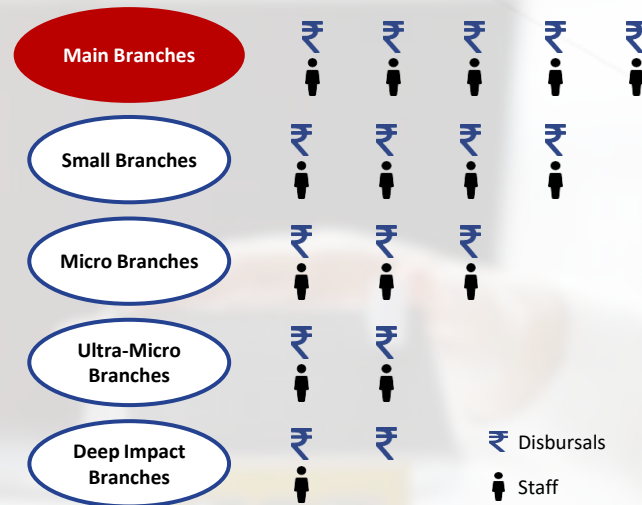
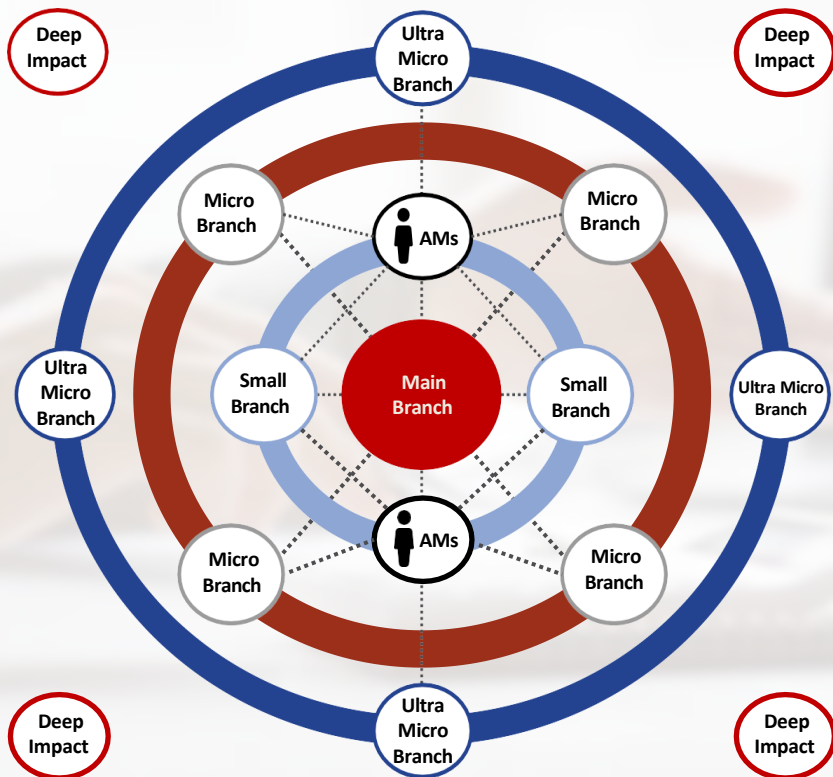
State wise AUM

Diversified presence with a focus on cost control





Agile branch network with each location catered to by an appropriate branch size, helping keep Opex in control



Aadhar Mitra's in non-allied industries (Vegetable vendors, Cement dealers, Saloon's etc.)

Deep Impact branches are being opened in remote locations with an aim to cater to the housing needs of customers in tier 4 and tier 5 towns in India



Comprehensive Credit Assessment Process

Centralized processing at regions –Salaried Customers

Regional processing units to process applications for salaried customers

Ensures standardisation, cost optimization and better turn-around time

Decentralized processing – other customers

Branch led processing through credit managers

On-ground verification of business and income

Analysis of expected cash flow of customer's business

Loan documentation, builder due diligence, title checks

Inhouse legal team and empaneled lawyers verify documents; ensure that the property is legally enforceable

Reports prepared by empanelled lawyers reviewed by in-house legal team

Legal Due Diligence



Skilled In-house technical team has assisted in creating this Robust Credit Assessment Framework

Risk Containment Unit



File screening, field investigation, document verification

RCU screens every loan application and supporting document

Suspicious documents sampled and verified at source

Activities

Site visits, technical evaluation of properties and the periodical review of construction projects

Technical Due Diligence



Assessment of property valuation

Done by in-house technical team of civil engineers

Multiple opinions sought in specific cases

Technical assessments through in-house engineers
For properties above a certain threshold, additional valuation from independent third parties



Post-disbursement sampling

~5% of the properties mortgaged in each quarter are re-valued to review the variance in valuation

Cases of variance are examined for taking remedial actions



Diversified Funding Sources

NHB



Banks



Mutual Funds

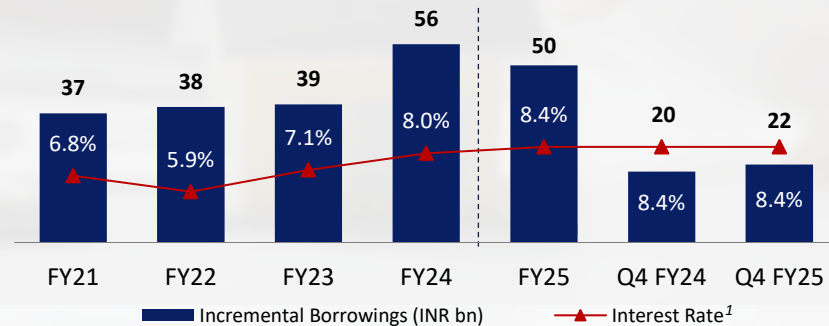
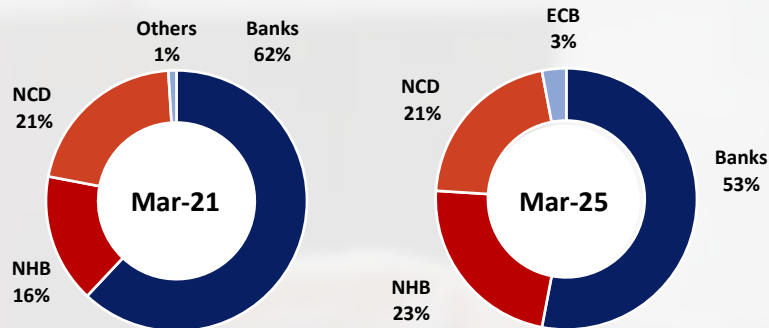


DFI



Increasing focus on diversifying borrowings

Continue to increase share of NHB refinancing and rely on long term sources of borrowings



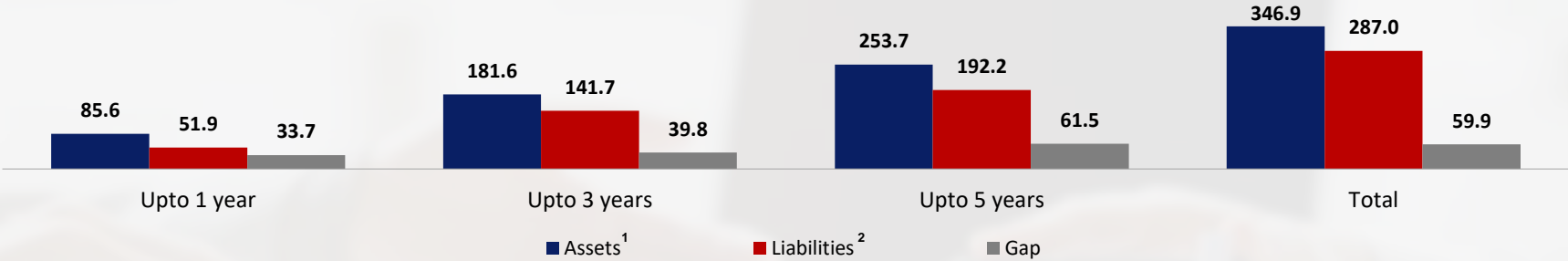
Note: 1. Interest rate for incremental borrowing. Represents weighted average rate of interest on fresh borrowings in the relevant year or period.



Positive ALM Position Across Buckets

Asset Liability Management – INR bn (as on Mar-25)

76% of Gross AUM and 79% of borrowings have floating interest rates



High-level of Ratings Across Tenures from Leading Rating Agencies

Long Term

Short Term

AA / Stable

AA / Stable

AA / Stable

AA / Stable

A1+

Care Ratings

ICRA

India Ratings

Brickworks

ICRA

Note: 1. Assets represents cash and cash equivalents, other bank balances, housing and other loans, investments, and receivables and other financial assets; 2. Liabilities represent trade payables, debt securities, borrowings (other than debt securities), deposits, subordinated liabilities and other financial liabilities. The above asset maturity profile is calculated based on historical customer behaviour on the loan assets.



Social Objectives at the Core of the Business

E



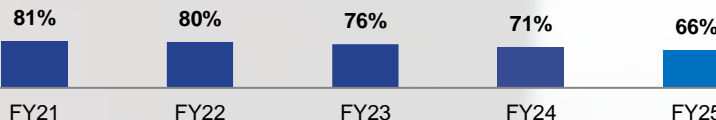
Home
Aspirations

66%

Gross AUM with
EWS/LIG customers

Portfolio focused on EWS / LIG segments

AUM focused on EWS / LIG Customers



S



Socially
Inclusive

Aadhar Mitras /
Mahila Aadhar Mitras

Overview of various CSR activities

Incentive based
representative model

Aadhar Kaushal – Skill development for youth from the underserved segment
Aadhar Aangan – Ensuring nutrition, early childhood education and care
Aayushman Aadhar – Supporting healthcare infrastructure with health camps

Blackstone, a leading investment firm, with total AUM of US\$1.2 trillion¹, is the **promoter**²

Independent Director Mr. O.P. Bhatt, ex-Chairman of the State Bank of India, is the **Chairman of the Board of Directors**

Constantly **strengthening corporate governance** – 3 **Independent Directors**

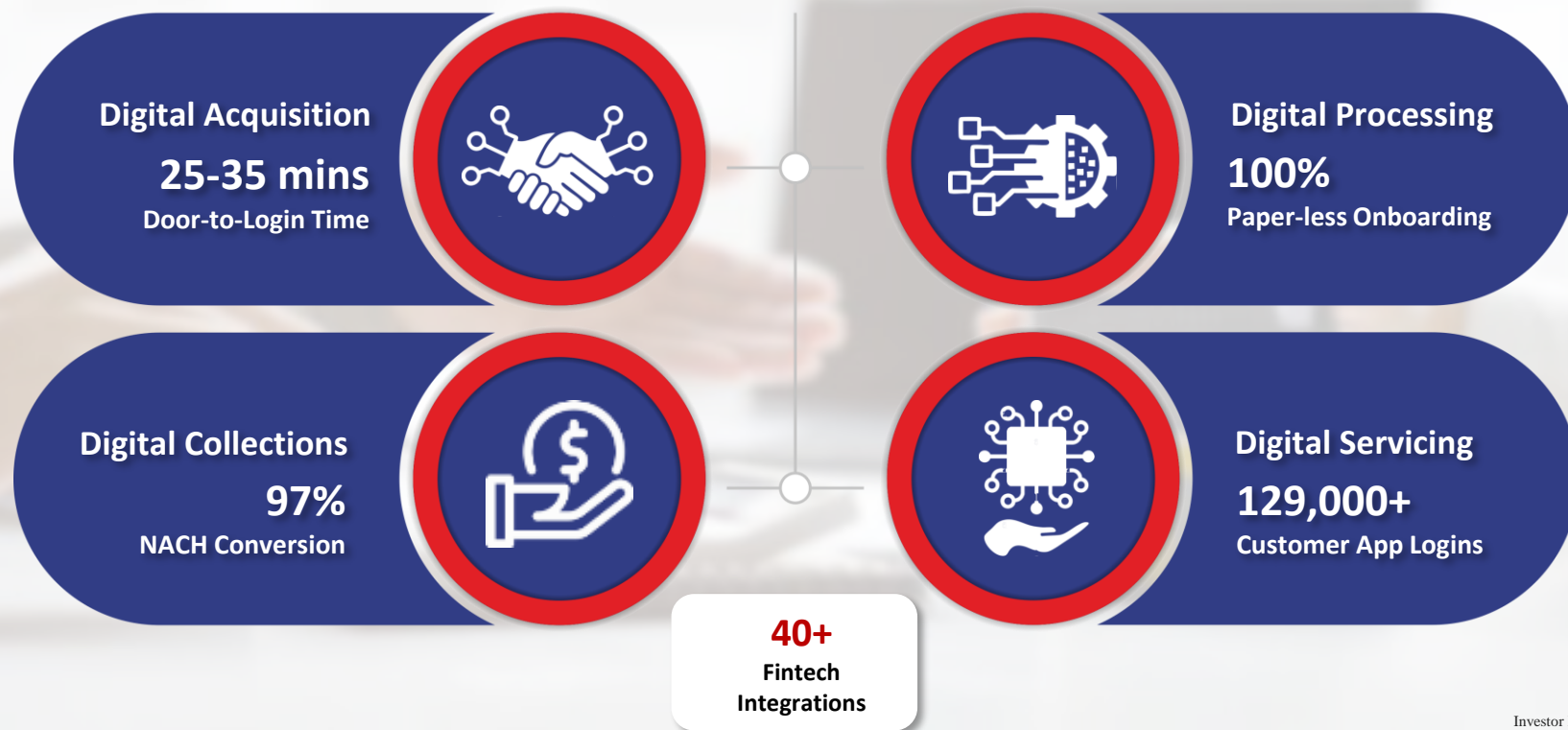


Governance

TECH CAPBILITIES



End-to-End TCS-Enabled Core System



Scalable Technology Platform Developed by TCS enabling smooth and agile Digital Processes

Lending and Securitization Platform

1 Digital Onboarding

- Digitizing loan life cycle management
- Capturing leads from multiple sources
- Customer onboarding
- Loan application processing

2 Loan Origination

- Enabling credit team to underwrite applications through rule-based deviations and workflows based on customer profile

3 Loan Servicing

- Disbursal and repayment schedule management
- NPA tracking
- Interfacing with agencies such as CIBIL, CERSAI, PMAY etc.

4 Collection Management

- Enabling real time solution to allocate accounts to agents
- Handles payments and collections from agents

5 Mobility Solutions

- Enables collection agents on field to capture customer payments electronically
- Developing a sales mobility app to assist field sales team in submitting customer leads

6 Customer Engagement

- Website and mobile application acting as convenient platforms for customers
- Offers loan account tracking, payments, service requests etc.
- Developing social media channels (like WhatsApp)

7 Finance & Accounting

- Enabling an enterprise wise integrated accounting solution
- Enabling capturing and generation of GST data to be filed in various GST returns

8 Analytics

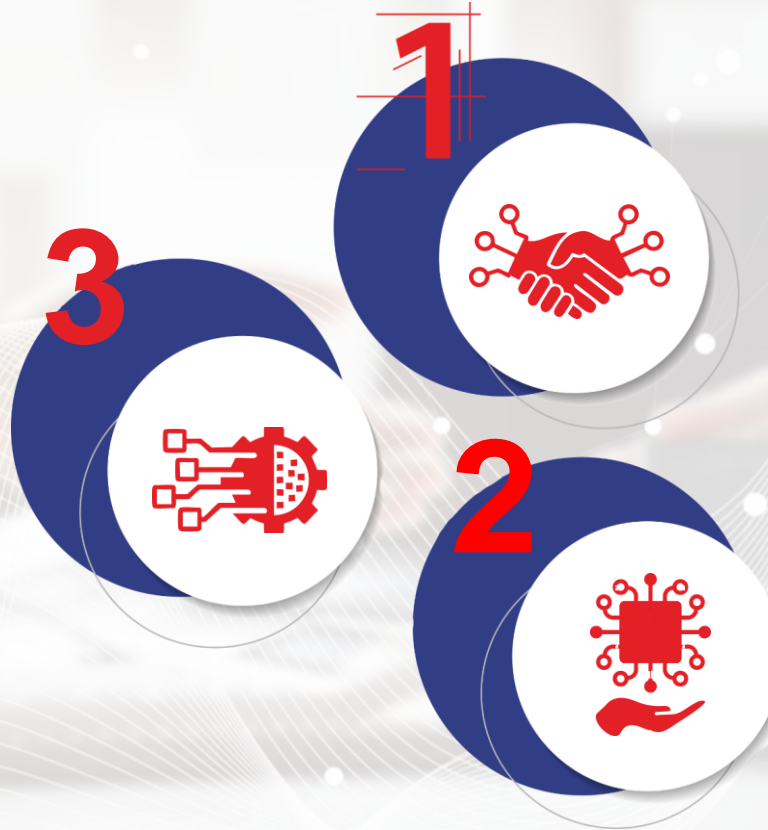
- Monitoring of loan portfolios
- Servicing & performance management of pool investments on a continuous basis



IT Platform augmented with Digital Capabilities

Digital Servicing

- ✓ Customer Service Mobile App
- ✓ Customer Self Service Web Portal
- ✓ Digital Welcome Kit
- ✓ Cloud Telephony enabled Call Center
- ✓ Digital Payment Collections
- ✓ Auto Email & SMS to customers



Digital Acquisitions

- ✓ Digitized Lead Generation – Various Aggregator Sources
- ✓ Digital Customer Onboarding via Sales Mobility App
- ✓ Digital Onboarding of Channel Partners
- ✓ Geo-Tagging for effective route planning

Digital Processing

- ✓ Digital KYC Compliance
- ✓ Dedupe & Credit Bureau Integrations
- ✓ E-Validation of Income & Banking Docs
- ✓ Digital Property Search
- ✓ E-Signing & E-Stamping
- ✓ Payment Gateway for Online Fee Collection
- ✓ E-NACH Banking Processing
- ✓ Robotic Process Automations



IT Platform augmented with Digital Capabilities

DIGITAL ACQUISITION

Lead Generation



CSC



IPPB



Gram Haat



JK Cement



udChalo

Incentive Automation



Smart Winner

DIGITAL PROCESSING



Karza

→ PAN, Aadhaar, EPFO Verifications



CRIF

→ Multi Bureau Verifications



iXsight

→ Dedupe Engine



Novel Pattern

→ Bank Aggregator & Analyzer



Teal

→ Digital Property Search



CERSAI

→ CKYC, Asset Search



SignDesk

→ e-Signing & e-Stamping



Paytm

→ Online Fee Payment Gateway



Razorpay

→ Online Fee Payment Gateway



Lotuspay

→ e-NACH & m-NACH



Automation Edge

→ RPA Automations

DIGITAL SERVICING

Digital Welcome Kit



Anur Cloud



Cloud Telephony



Simple2Call

Digital Collections



BBPS

Communication



Gupshup

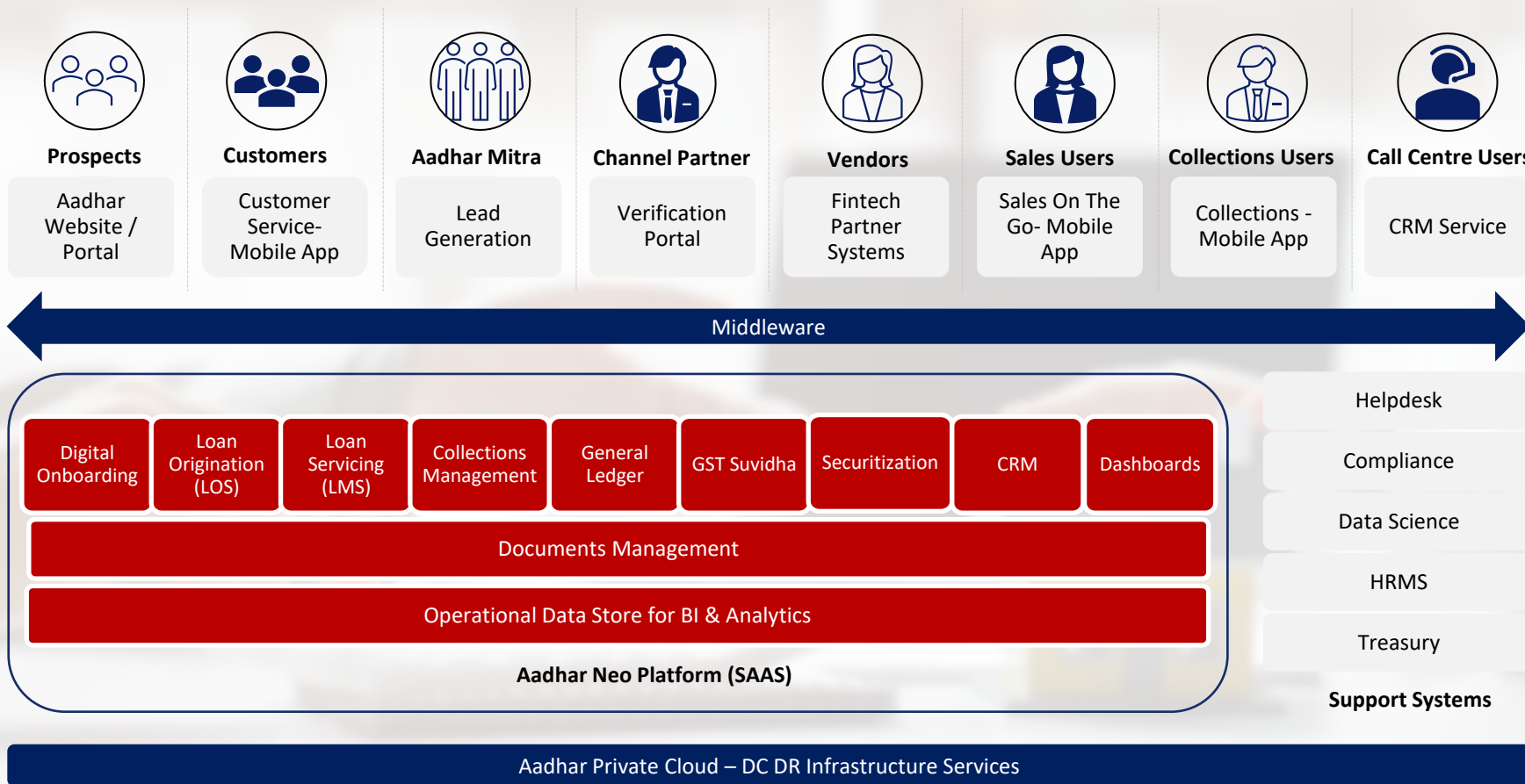
Technology Architecture

D
I
G
I
T
A
L

A
C
Q
U
I
S
I
T
I
O
N

D
I
G
I
T
A
L

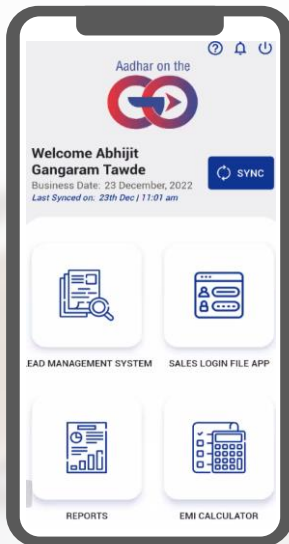
A
C
C
E
L
E
R
A
T
O
R
S



Extensive Suite of Applications

Robust customer engagement and partner empowerment through mobility apps; Focus on consistently improving employee experience through virtual office

Sales Mobility App



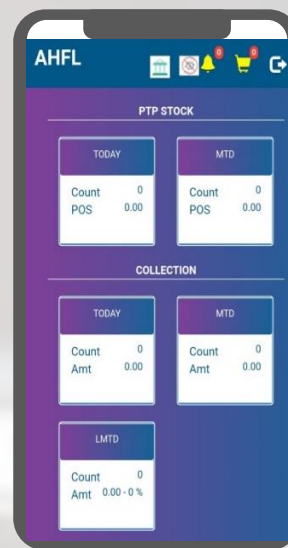
Faster onboarding of customers

Customer Service



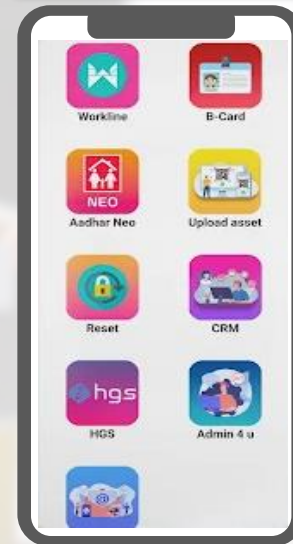
All-in-one customer app

Collections App



Live tracking of collections

Employee Super App



Integrated HR app for all employee services



AHFL Customer Service App



1.25+ Lakhs Downloads



Online Payment & Service



English & Hindi Languages



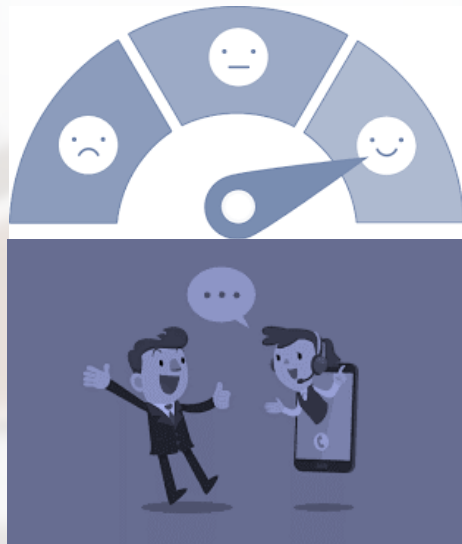
~ 7500 MAU (Monthly Active Users)



Both Android & IOS



Online Customer Request



Enhance
Customer
Experience

Customer
Adoption

Customer
Mobile
App

Customer Penetration

1,25,000+

Customer Rating

4.1



Business Transformation through Data Science



Asset Quality & Risk Management

Strengthening risk analytics with cutting-edge AI/ML to elevate credit underwriting precision, mitigate emerging risks and optimize collections efficiency



Operational Efficiencies & Business Excellence

Increasing operational efficiencies by integrating business processes with data science like branch opening



AUM Retention & Amplifying Yields

Automating risk-based pricing for higher approval rates, emphasizing on AUM retention and yield amplification by mitigating outward BT through data-driven strategies



Credit Risk Underwriting

- Application scorecards for credit underwriting
- Automatic rejection of non-creditworthy loan applicants



Collections Analysis

- Predictive analytics to identify high risk customers
- Segmentation into customer cohorts as Red-Amber-Green ("RAG") to improve collections efficiencies



Branch Opening

- Transformational branch opening strategy driven by geo-spatial analytics
- GenAI integrations, RPA & BI Cockpits help in faster data processing, quicker decision making & shorter time to action



Risk Based Pricing

- Integrate credit risk underwriting scorecards with risk-based pricing to "right-price" risk
- Automation to eliminate human bias, lower TATs, improve underwriting efficiencies & approval rates



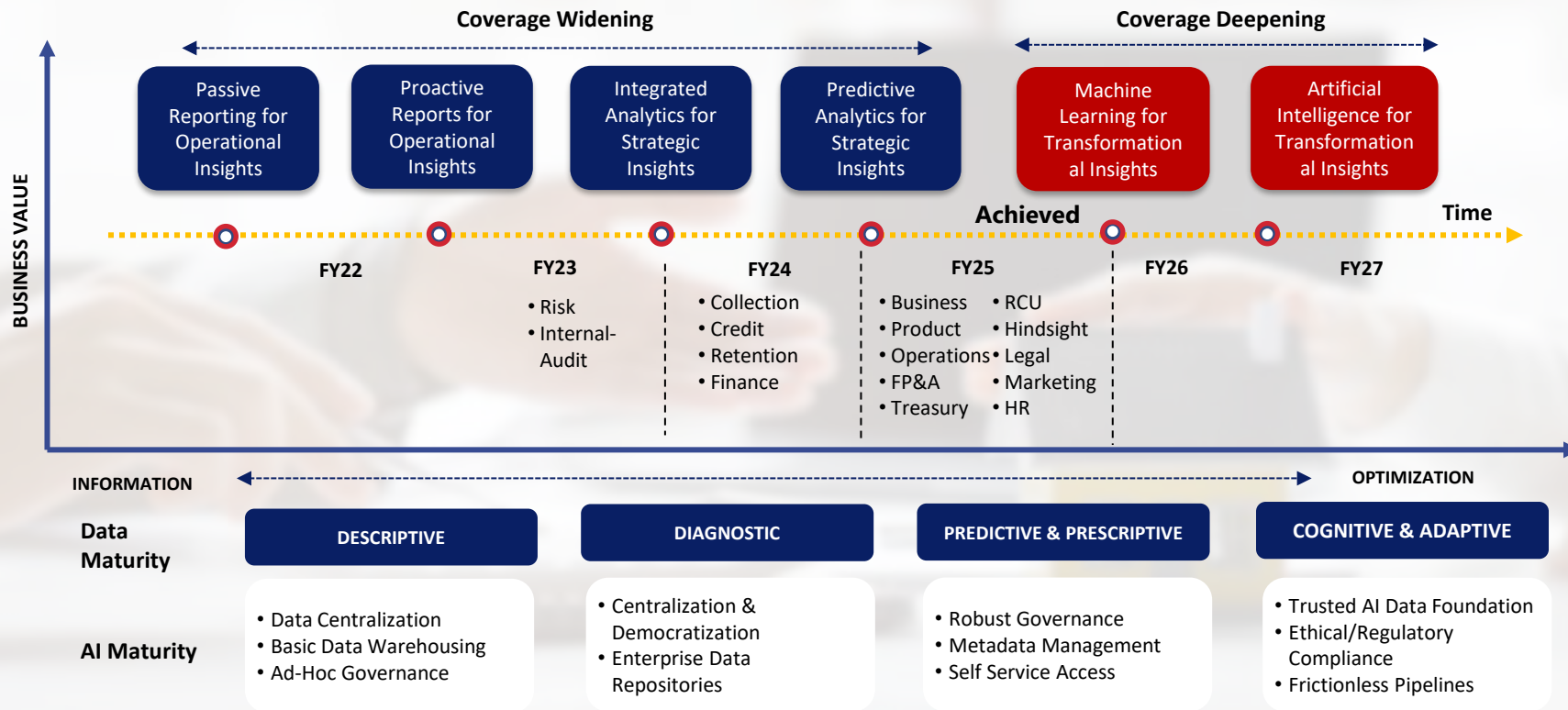
Customer Retention

- Mitigate outward balance transfers while maintaining ROI premiums
- Integrate RAG segmentation to aid retention decisioning
- Identify refinancing opportunities to amplify yields



Data & Analytics Maturity: In Sync with Organizational Growth

The first 4 years (FY22-FY25) the focus was to widen the coverage across verticals through descriptive and diagnostic analytics. Going forward, the strategy shifts to deepening this coverage and advancing data science maturity with a focus on AI/ML tools

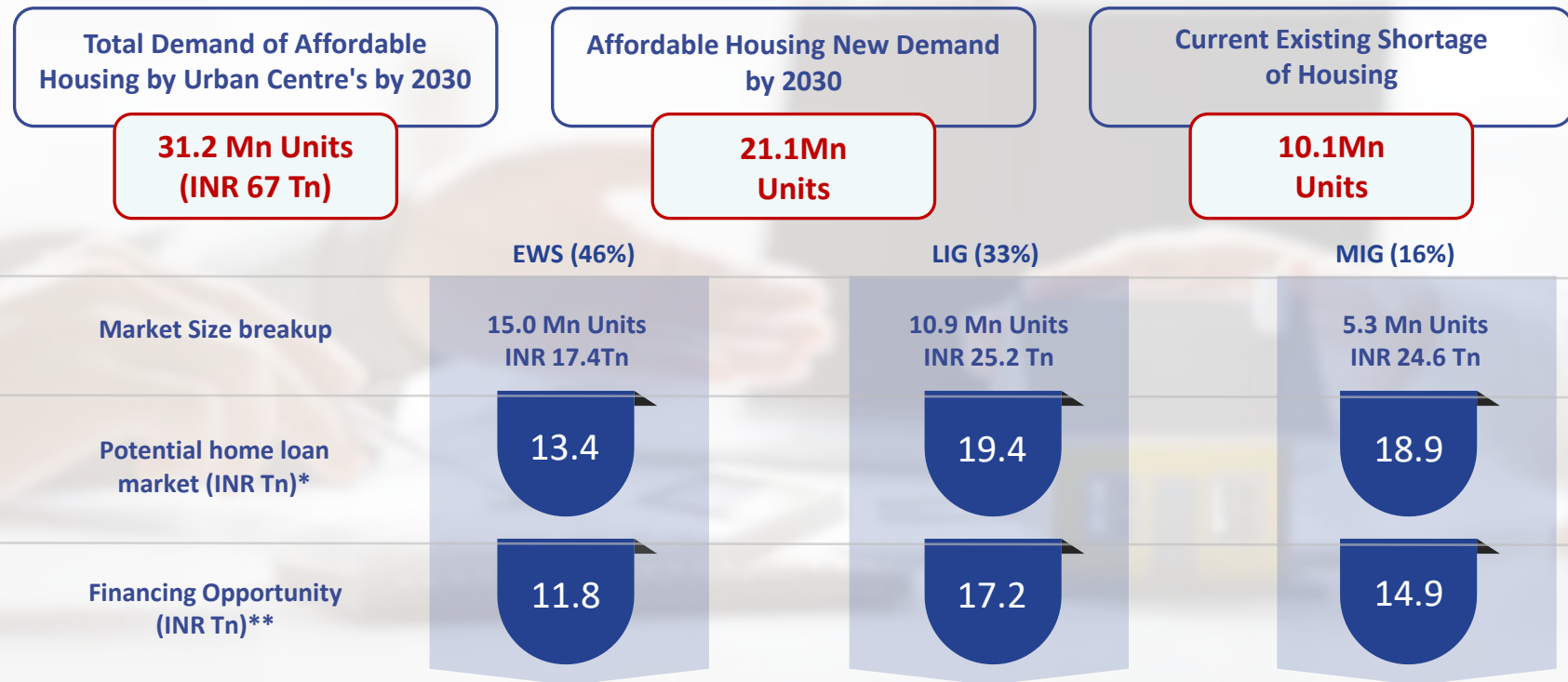


INDUSTRY OVERVIEW



Affordable Housing Finance Market in India: Opportunity Size

- Urban areas are projected to host 40% of India's population by 2030 from current 36% leading to a rise in Affordable housing in urban areas
- An expected shortage of affordable housing units is expected to be 32.3 Mn by 2030 which includes current shortage of 10.1Mn
- the potential financing opportunity for banks and Housing Finance Companies (HFCs) in the affordable housing segment is estimated to be INR 45tn, a 3.5x increase than the existing loan volume of INR 13Tn
- Housing Finance Companies (HFCs) constitute 53% and Scheduled Commercial Banks (SCBs) holding a share of 47% of the total loan market currently



Based on an assumption of a *77% loan dependency and **90% & 80% Loan-to-Value (LTV) ratios applied at various loan thresholds
Source: Knight Frank Research Estimates

Key Growth Enablers

Government Initiatives' Impact on Housing Finance

- **Increased allotment for Housing Schemes:** The Union Budget for 2024–2025 provided INR 30,170 Cr for the Pradhan Mantri Awas Yojana-Urban (PMAY-U), a 20.19% increase over the preceding year's amount. PMAY 2.0 targets 30 million houses by 2029 (10 million urban, 20 million rural)
- **Interest Subsidies:** As per PMAY 1.0 subsidy was 2.50 lac to 2.67 lac, As per PMAY 2.0 its 1.50 lac
- **Tax Incentives:** Continued tax benefits for homebuyers and developers, encouraging housing investments

Changing Dynamics

- **Urbanization:** Migration to cities drives demand for housing and tailored loan products. Moreover, development of 'Satellite cities' to decongest urban centers will increase demand for affordable housing units in these places
- **Rising Disposable Incomes** Higher disposable incomes boost affordability and demand for housing loans
- **Demographic Shifts** The rise of nuclear families increases the need for individual housing solutions

Market Penetration Opportunities

- **Low Mortgage-to-GDP Ratio:** At 12.34% (as of March 24), India has significant growth potential compared to developed markets
- This under-penetration presents a substantial opportunity for affordable housing finance companies to expand their services, particularly in rural and semi-urban areas where demand is high but access to financing is limited

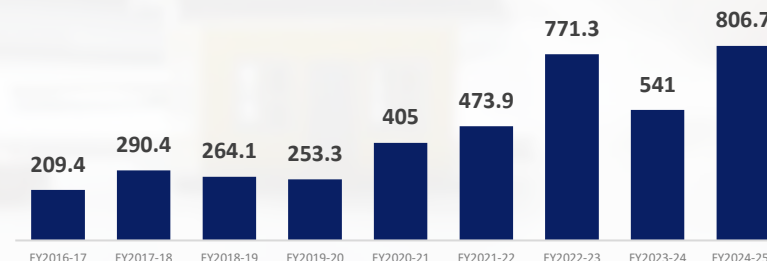
Focus on Financial Inclusion

- There's a growing emphasis on reaching underserved populations with affordable financing options.
- Housing finance companies are increasingly targeting low-income segments, which are often overlooked by traditional lenders

Population growth in Potential satellite cities supporting Urban Centers (Mn)

City	Population in 2024	Population by 2034 (E)
Ahmedabad	8.9	11.3
Mumbai	21.7	27.3
Pune	7.3	9.3
Bengaluru	14.2	18.1
Chennai	12.3	15.4
Hyderabad	11.1	14.2
Kolkata	15.6	19.6
NCR	33.8	43.3

Central government budgetary allocation for PMAY (INR bn)



FINANCIAL INFORMATION

Consolidated Profit and Loss Statement

Particulars (INR Mn)	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Interest on loans	6,943.0	5,691.4		6,757.5		26,018.3	21,539.0	
Other Interest and Investment Income	350.1	347.8		325.5		1,394.0	1,436.3	
Non-Interest Income	556.2	508.7		457.9		2,006.3	1,685.6	
Net gain on DA	489.1	370.3		435.5		1,670.5	1,209.0	
Total Income	8,338.4	6,918.2	21%	7,976.4	5%	31,089.1	25,869.9	20%
Finance costs	3,147.1	2,618.8		2,968.7		11,737.7	9,866.9	
Net interest margin	5,191.3	4,299.4	21%	5,007.7	4%	19,351.4	16,003.0	21%
Operating Expenses	1,968.3	1,754.7		1,744.1		7,048.1	5,994.8	
Pre-Provision Operating Profit	3,223.0	2,544.7	27%	3,263.6	-1%	12,303.3	10,008.2	23%
Credit Costs	63.9	-41.4		186.8		570.7	412.3	
Profit Before Tax	3,159.1	2,586.1	22%	3,076.8	3%	11,732.6	9,595.9	22%
Tax Expenses	710.7	568.5		683.4		2,614.3	2,099.5	
Profit After Tax	2,448.4	2,017.6	21%	2,393.4	2%	9,118.3	7,496.4	22%
Total Comprehensive Income	2,410.4	2,019.2	19%	2,393.4	1%	9,080.3	7,500.6	21%
Earnings per equity share (Diluted)	5.6	4.9		5.4		20.9	18.4	

Consolidated Balance Sheet

Particulars (INRmn)	March 31 st , 2025	March 31 st , 2024
Sources of Funds		
Share capital	4,314	3,948
Reserves and surplus	59,409	40,550
Borrowings	1,63,224	1,39,596
Trade payables & Other Liabilities	5,146	6,837
Derivative Financial Instruments	147	-
Total	2,32,240	1,90,931
Application of Funds		
Loan Assets	204,841	1,69,029
Investments and Cash & Cash Equivalent	22,366	17,354
Other Financial Assets and Trade Receivables	3,728	2,851
Other Assets	1,305	1,697
Total	2,32,240	1,90,931
Capital Adequacy Ratio (%)		
Tier I	44.1%	37.7%
Tier II	0.5%	0.7%

ECL Provisions

Particulars (INR Mn)	March 31 st , 2025	December 31 st , 2024	March 31 st , 2024
Gross Stage 1	196,774	184,284	163,054
% portfolio in Stage 1	94.9%	94.8%	95.3%
ECL Provision Stage 1	594	583	538
ECL Provision % Stage 1	0.3%	0.3%	0.3%
Gross Stage 2	8,269	7,406	6,189
% portfolio in Stage 2	4.0%	3.8%	3.6%
ECL Provision Stage 2	1,068	850	772
ECL Provision % Stage 2	12.9%	11.5%	12.5%
Gross Stage 3 a (DPD <= 90)	16	33	17
% portfolio in Stage 3 a	0.0%	0.0%	0.0%
ECL Provision Stage 3 a	4	9	5
Gross Stage 3 b (DPD > 90)	2,213	2,737	1,852
% portfolio in Stage 3 b	1.1%	1.4%	1.1%
ECL Provision Stage 3 b	764	976	766
ECL Provision % Stage 3	34.5%	35.6%	41.3%
Gross Stage 1, 2 & 3	207,272	194,460	171,112
ECL Provision Stage 1, 2 & 3	2,430	2,418	2,081
Total ECL Provision %	1.2%	1.2%	1.2%



Glossary

Terminology	Definition
ALM	Asset Liability Management
AM	Aadhar Mitra
ATS	Average Ticket Size
AUM	Assets Under Company's Management
CAGR	Compounded Annual Growth Rate
CPU	Central Processing Unit
CRWAR	Capital to Risk Weighted Assets Ratio
DPD	Days Past Due
ESG	Environmental, Social and Governance
EWS	Economically Weaker Sections
RCU	Risk Containment Unit
GNPA	Gross Non Performing Assets
GST	Goods and Services Tax
HFC	Housing Finance Company
LAP	Loan Against Property
LIG	Low Income Group

Terminology	Definition
LIH	Low Income Housing
LTV	Loan to Value
NBFC	Non-Banking Financial Company
NCD	Non-Convertible Debenture
NHB	National Housing Bank
NNPA	Net Non Performing Assets
NPA	Non Performing Assets
PAT	Profit After Tax
PMAY	Pradhan Mantri Awas Yojana
PSL	Priority Sector Lending
QIB	Qualified Institutional Buyers
RERA	Real Estate (Regulation and Development) Act
RoA	Return on Asset
RoE	Return on Equity
TAT	Turnaround Time
TCS	Tata Consultancy Services Limited



For further information, please contact

Sanjay Moolchandani – Head of FP&A

Sanjay.Moolchandani@aadharhousing.com

Investor Relations – Aadhar Housing Finance Limited

investorrelations@aadharhousing.com

Adfactors PR – Investor Relations

Snighter Albuquerque / Aashvi Shah

Snighter.a@adfactorspr.com

Aashvi.shah@adfactorspr.com

Aadhar Housing Finance Limited

www.aadharhousing.com

CIN: L66010KA1990PLC011409



GHAR BANEGA, TOH DESH BANEGA.

THANK YOU

