



**GHAR BANEGA, TOH DESH BANEGA.**

Corporate Office: 8th Floor, Unit No. 802,  
Natraj by Rustomjee, Junction of Western Express  
Highway and M. V. Road Mumbai MH 400069 IN  
Tel: 022 - 4168 9900 / 6121 3400

Date: 8<sup>th</sup> August, 2024

To,  
The General Manager,  
BSE Ltd.  
P. J. Towers, Dalal Street,  
Mumbai- 400001  
Scrip Code: 544176

To  
Sr. General Manager  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G, Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051  
Symbol: AADHARHFC

Kind Attn.: Listing Corporate Relationship Department

**Sub:- Investor Presentation on the Un-audited Standalone and Consolidated Financial Results for the Quarter ended June 30, 2024.**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of the Investor Presentation of the Company on the Un-audited Standalone and Consolidated Financial Results for the quarter ended June 30, 2024.

The Investor Presentation may also be accessed on the website of the Company at:  
<https://aadharhousing.com/investor-relations/investor-meet-presentation>

The details of conference call scheduled on Thursday, 8<sup>th</sup> August, 2024 at 16:00 HRS (IST) have already been intimated vide our letter dated 1<sup>st</sup> August, 2024.

The above is for your information, records and dissemination please.

Thanking you.

**For Aadhar Housing Finance Limited**



**Harshada Pathak**  
Company Secretary and Compliance officer

**Aadhar Housing Finance Ltd.**

CIN: U66010KA1990PLC011409  
Regd. Office: 2nd Floor, No. 3, JVT Towers, 8th 'A' Main Road,  
S.R Nagar, Bengaluru – 560 027, Karnataka.  
Toll Free No: 1800 3004 2020 www.aadharhousing.com  
customercare@aadharhousing.com



GHAR BANEGA, TOH DESH BANEGA.

# Aadhar Housing Finance Limited

## Investor Presentation

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Q1 FY25

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# COMPANY SNAPSHOT

# Aadhar Housing Finance – Q1FY25 Key Highlights

**AUM**

**₹ 217,263 Mn**

**+21%**

**PAT**

**₹ 2,001 Mn**

**+37%**

**GNPA**

**1.3%**

**-15bps**

**YoY Change**

**NIM**

**8.9%**

**+30bps**

**ROA**

**4.1%**

**+60bps**

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

### Scale



**c.INR217bn**  
Jun-24 AUM



**c.INR2.0bn**  
Q1 FY25 PAT



**INR56bn+**  
Jun-24 Net worth

### Granular book



**100% Secured**  
Retail book  
(Jun-24)



**c.274k**  
Live accounts  
(Jun-24)



**INR1.0mn**  
Average ticket size<sup>1</sup>  
(Jun-24)

### Asset quality



**1.3%**  
GNPA  
(Jun-24)



**c.59%**  
LTV<sup>2</sup>  
(Jun-24)



**c.57%**  
AUM to salaried  
customers (Jun-24)

### Distribution



**c.INR15bn**  
Q1 FY25  
Disbursements



**536**  
Branches<sup>3</sup>  
(Jun-24)



**21**  
States & UTs  
(Jun-24)

### Liability profile



**AA / Stable**  
CARE/ICRA/India Rating  
Long Term Credit rating



**39 Borrowings**  
**Relationships**  
Increasing share of  
NHB funding



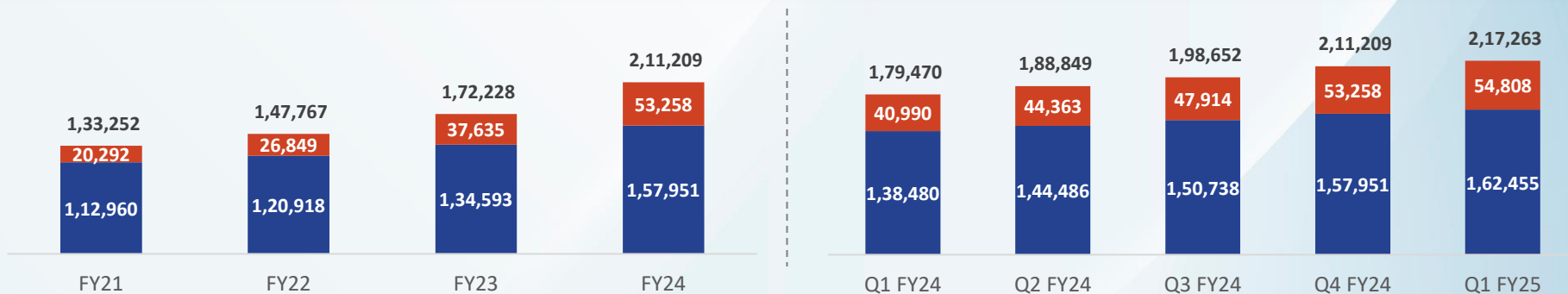
**Positive ALM**  
Across all buckets  
(Jun-24)

A conceptual image showing a pair of hands holding a miniature house, symbolizing financial performance. The house is a two-story structure with a gabled roof, multiple windows, and a chimney. The hands are positioned as if carefully holding the house. The background is a light blue gradient with a red and white curved border on the right side.

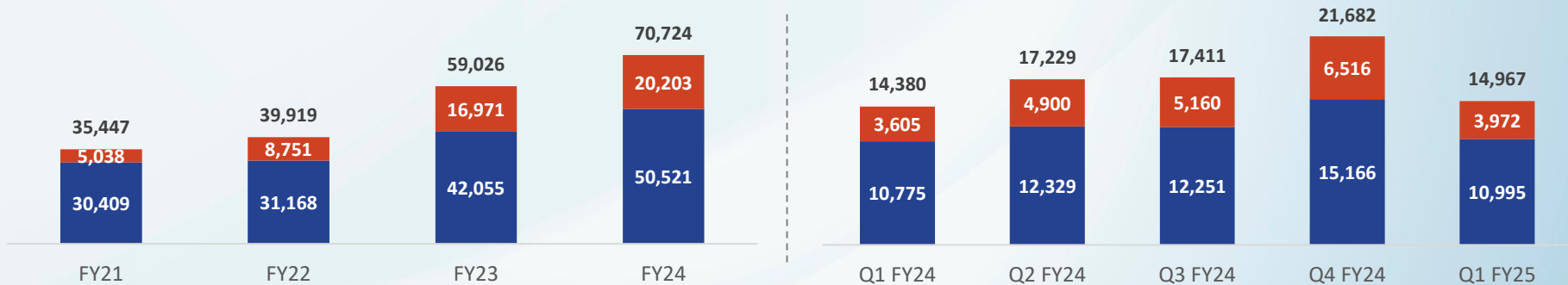
# **FINANCIAL PERFORMANCE**

# Strong AUM Growth with Sustained Disbursements

**AUM – By Product (INR Mn) Growth of 21% on YoY basis**

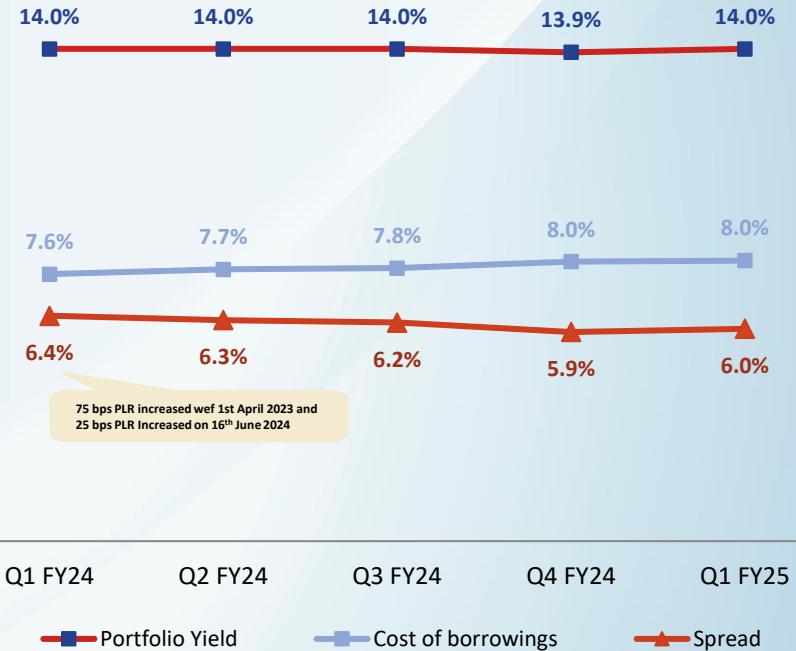
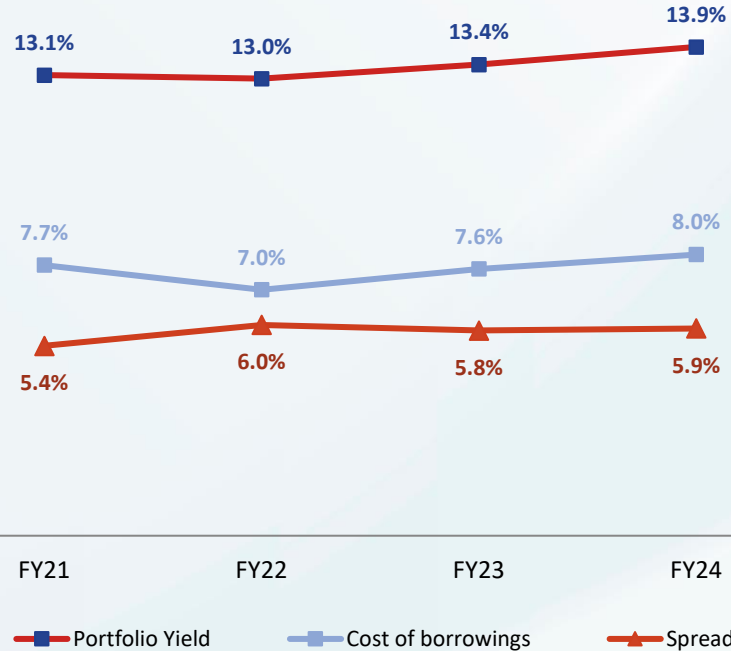


**Disbursement – By Product (INR Mn)**





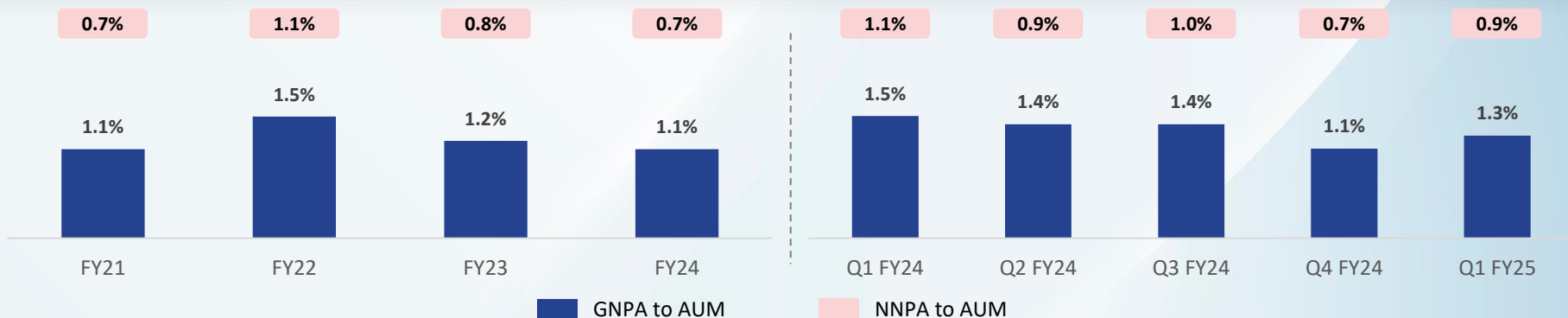
## Yields, Cost of Borrowings and Spreads (%)<sup>1</sup>



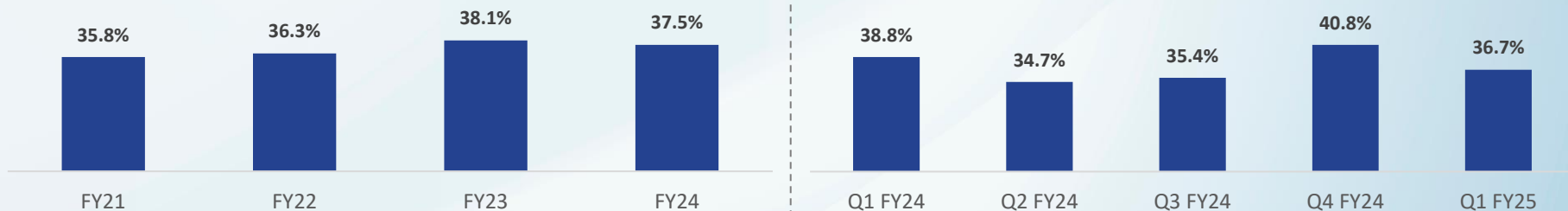
1. Portfolio Yield/Cost of borrowings as at period end.

# Consistent Improvement in Asset Quality and Efficiency

## Asset Quality Metrics – GNPA Improved by 15bps on YoY basis

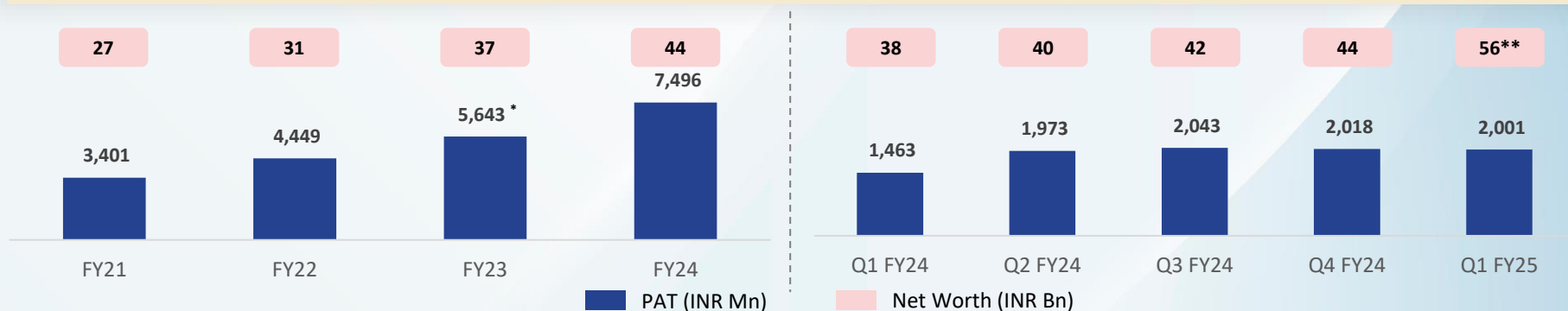


## Cost to Income – Q1 FY25 Improved by 80bps compared to FY24

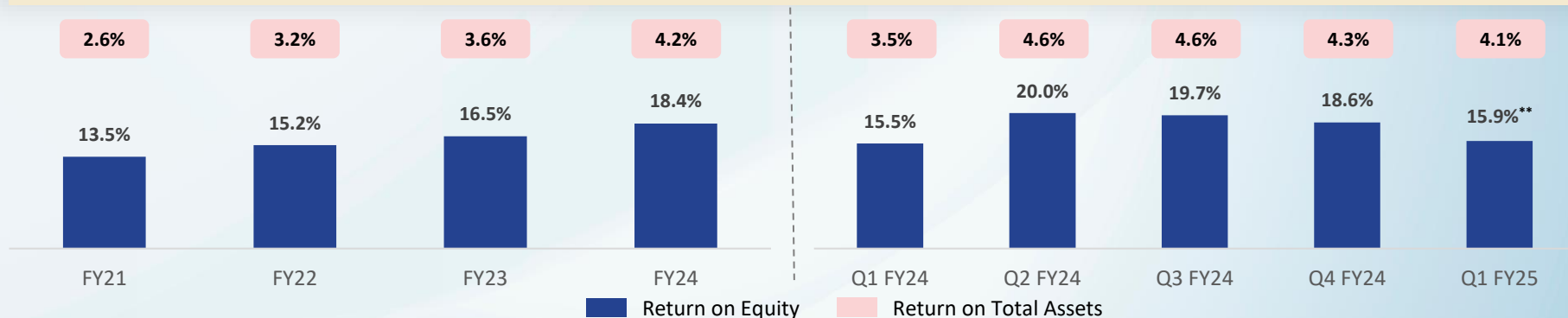


# Consistent Improvement in Return Metrics

## Profit after Tax **Increased by 37%** in Q1 FY25 on YoY basis



## Return on Assets **Improved by 60bps** on YOY basis

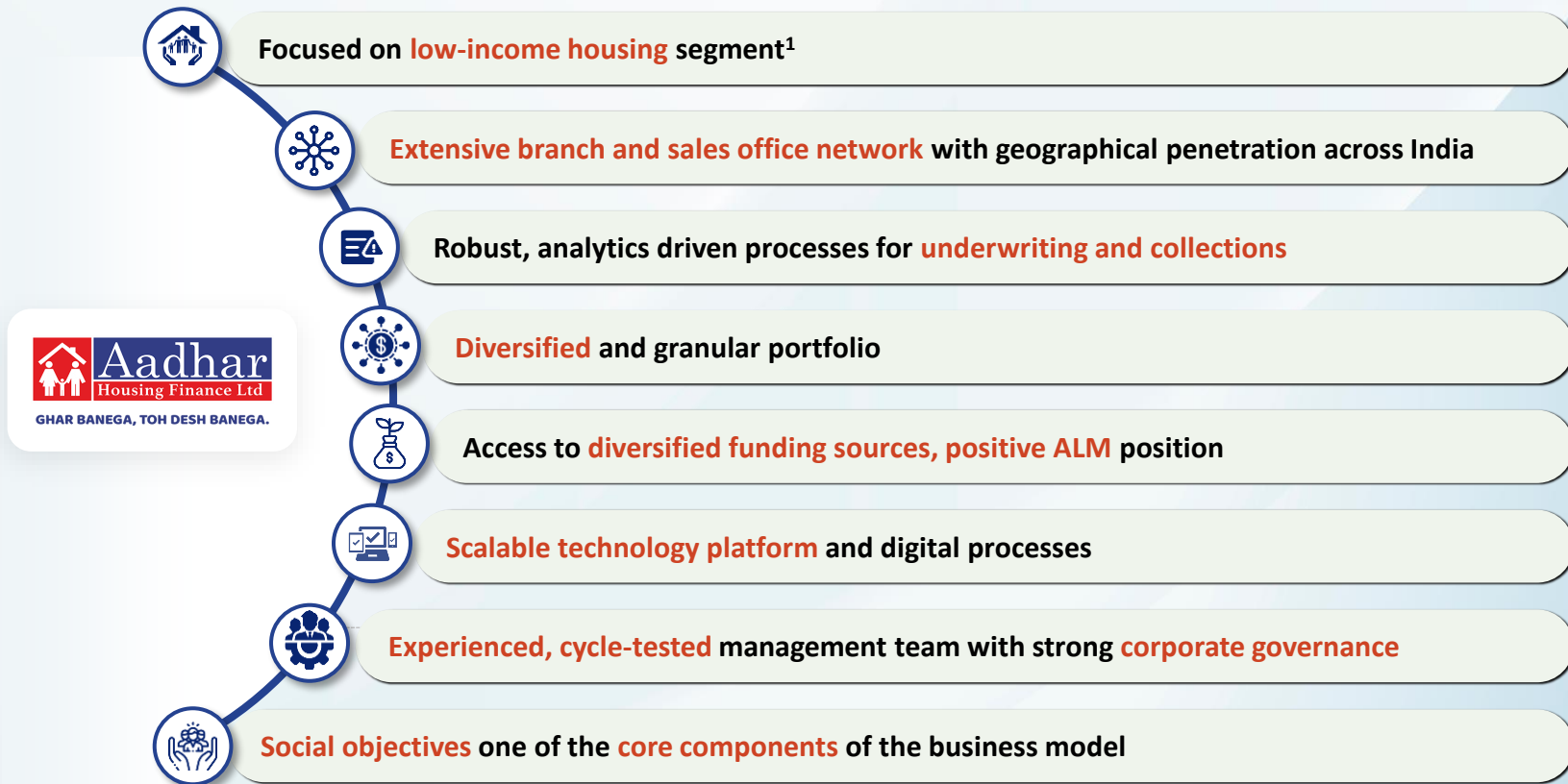


\*Before exceptional items.

\*\*Networth and ROE as on 30 June 2024 includes IPO primary portion of Rs 1000 Crs (Gross)

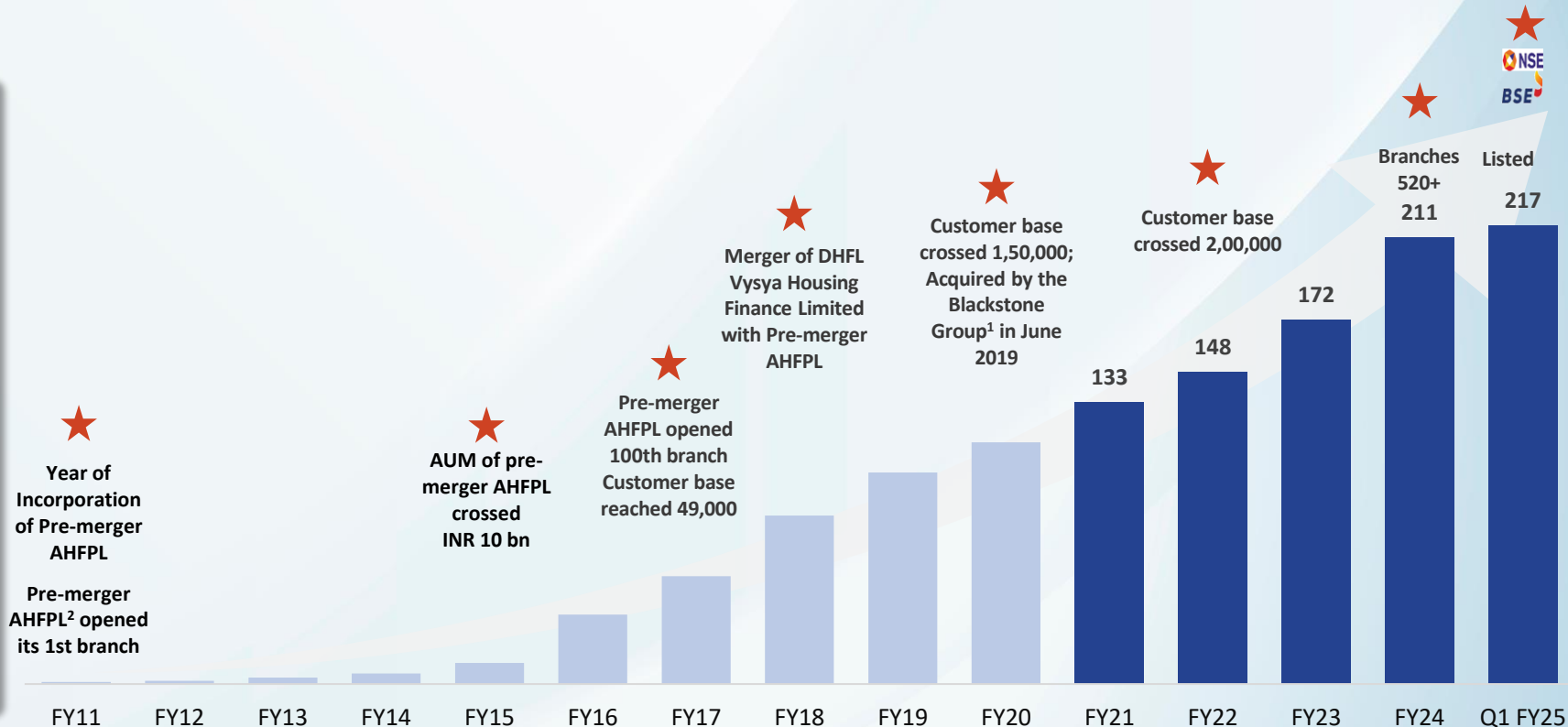


# **BUSINESS OVERVIEW**



# Key Milestones

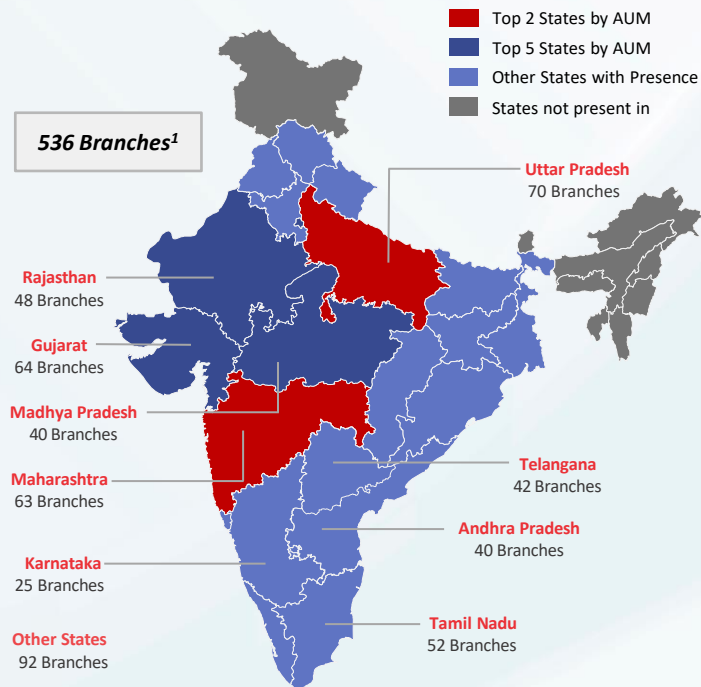
Assets Under Management (INR bn)



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.

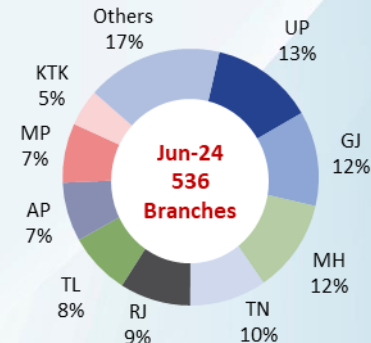
## Distribution Network



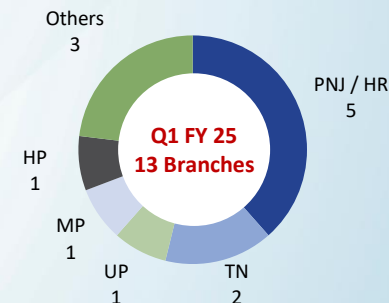
## Branch Distribution

Diversified presence with a focus on cost control

By State (Jun 30, 2024)



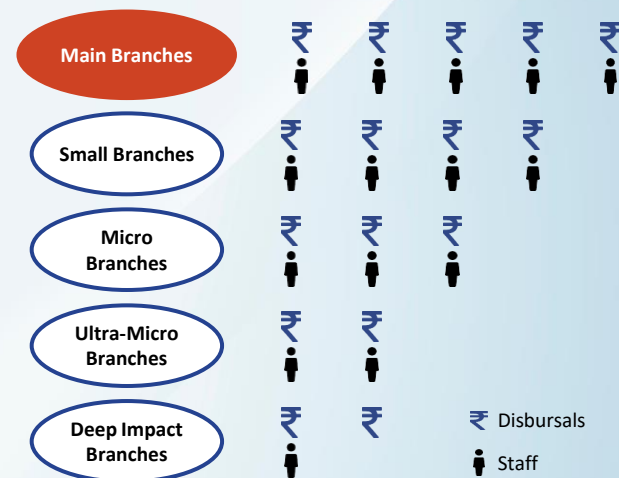
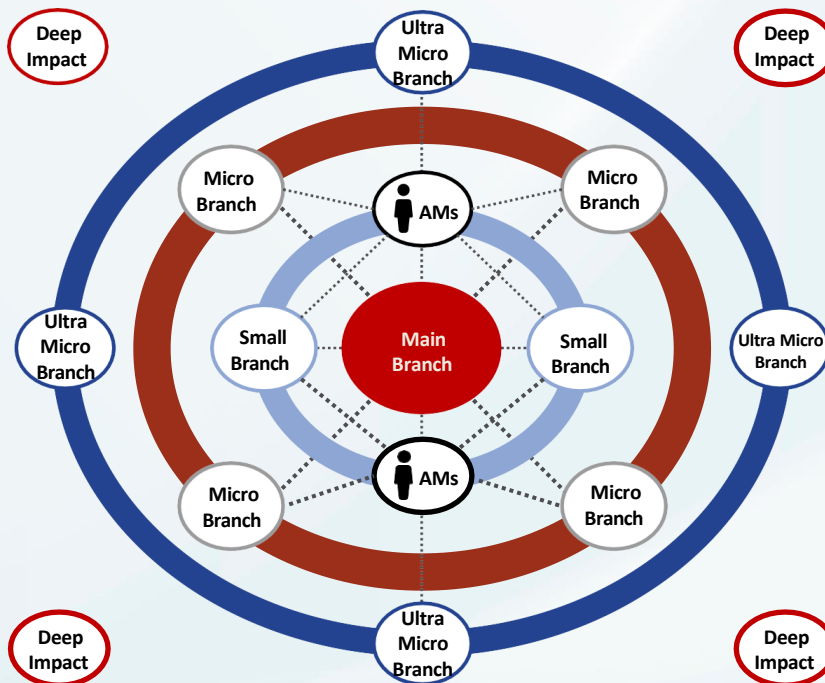
New Branches (Q1 FY25)



Entered Himachal Pradesh State in Q1 FY25

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 547.

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



**Aadhar Mitras** in non-allied industries (hardware store owners, property brokers, 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

**Recent Innovation** – Aadhar Gram Unnati



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

### Credit Underwriting



#### 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

### Technical Due Diligence



#### Activities

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



#### 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

### Legal Due Diligence



#### 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

### Risk Containment Unit



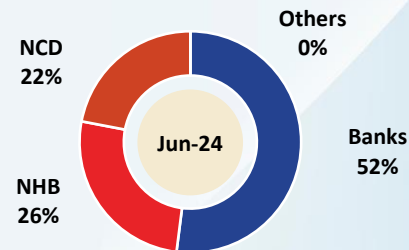
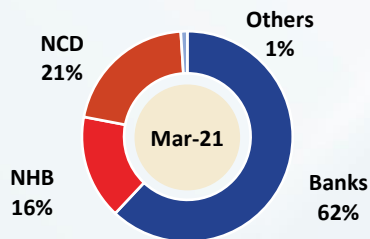
#### File screening, field investigation, document verification

- RCU screens every loan application and supporting document
- Suspicious documents sampled and verified at source

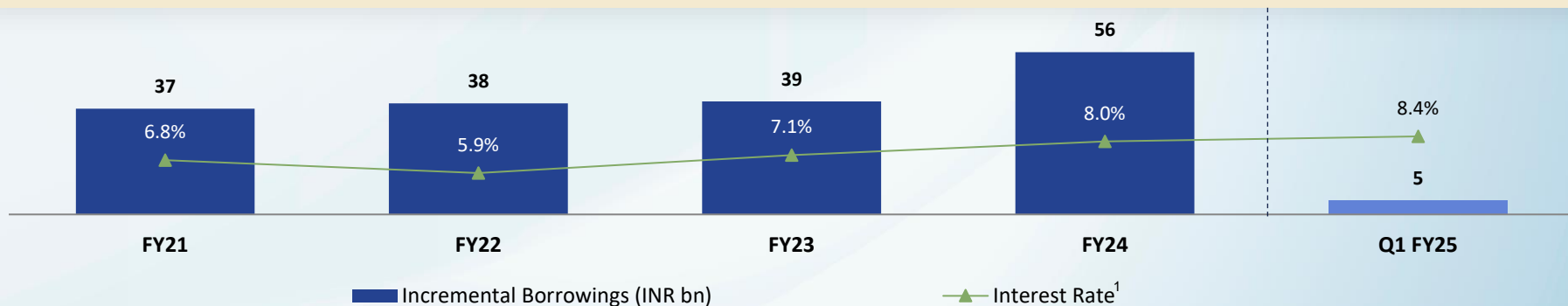
## Distributed Funding Mix having Low Short-term Exposure

### Increasing focus on diversifying borrowings

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



### Increasing focus on diversifying borrowings

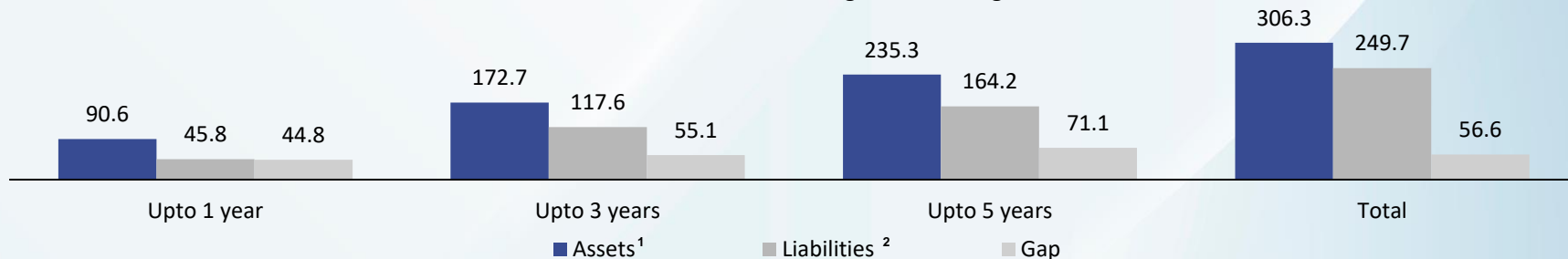


Note: 1. Interest rate for incremental borrowing. Represents weighted average rate of interest on fresh borrowings in the relevant year or period.

## Positive ALM Position Across Buckets

### Asset Liability Management – INR bn (as on Jun-24)

80% of Gross AUM and 78% of borrowings have floating interest rates



## High-level of Ratings Across Tenures from Leading Rating Agencies

### Long Term

AA / Stable

Care Ratings

AA / Stable

ICRA

AA / Stable

India Ratings

AA / Stable

Brickworks

### Short Term

A1+

ICRA

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



### Lending and Securitization Platform

#### Digital Onboarding

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

#### Loan Origination

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

#### Loan Servicing

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

#### Collection Management

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

#### 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

#### 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)

#### Finance & Accounting

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

#### Analytics

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



**Prospects**

Aadhar  
Website /  
Portal



**Customers**

Customer  
Service-  
Mobile App



**Aadhar Mitra**

Lead  
Generation



**Channel Partner**

Verification  
Portal



**Vendors**

Fintech  
Partner  
Systems



**Sales Users**

Sales On The  
Go- Mobile  
App



**Collections Users**

Collections -  
Mobile App



**Call Centre Users**

CRM Service

Middleware

Digital  
Onboarding

Loan  
Origination  
(LOS)

Loan  
Servicing  
(LMS)

Collections  
Management

General  
Ledger

GST Suvidha

Securitization

CRM

Dashboards

Documents Management

Operational Data Store for BI & Analytics

**Aadhar Neo Platform (SAAS)**

Helpdesk

Compliance

Data Science

HRMS

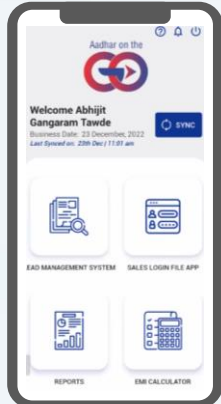
Treasury

**Support Systems**

**Aadhar Private Cloud – DC DR Infrastructure Services**

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

## Sales Mobility App



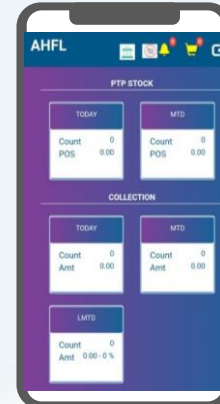
Faster onboarding of customers

## Customer Service



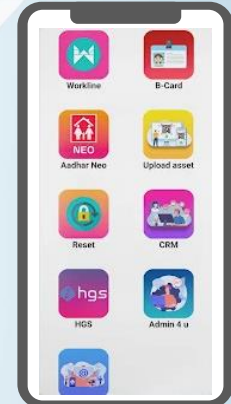
All-in-one customer app

## Collections App



Live tracking of collections

## Employee Super App



Integrated HR app for all employee services

## Fintech Integrations





## Improving Asset Quality

Enhancing the robustness of existing risk analytics for credit risk underwriting and collections



## Increasing Operational Efficiencies

Increasing operational efficiencies by integrating business processes with data science like branch opening, customer retention strategies



## Amplifying Yields & Mitigating Outward BT

Automating solutions for risk-based pricing to improve approval rates; emphasizing on customer retention through data-driven strategies



## Credit Risk Underwriting

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



## Collections Analysis

- Identification of high-risk customer cohorts using the Red-Amber-Green (“RAG”) segmentation model



## Branch Opening

- Branch opening strategy has undergone a transformation
- Driven by data science methodologies



## Risk Based Pricing

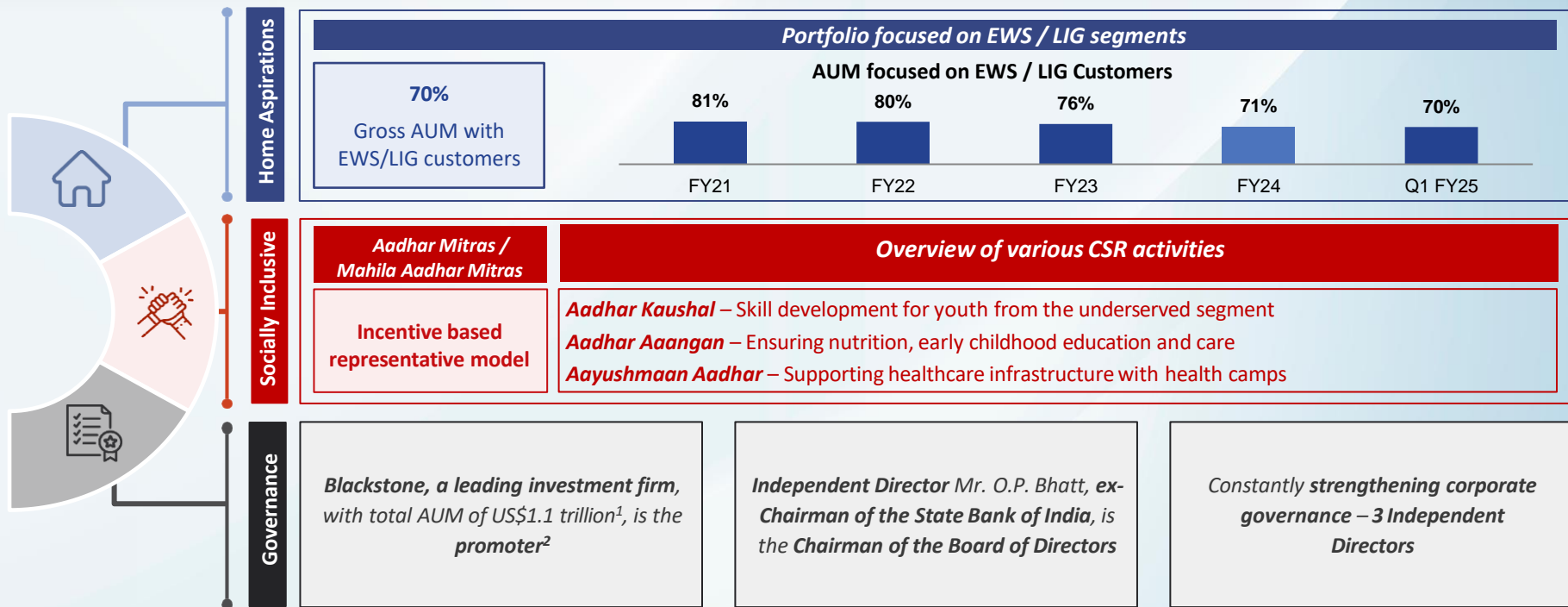
- RAG segmentation model integrates data science in credit underwriting
- Provides the basis for risk-based pricing
- Higher approval rates



## Customer Retention

- Emphasize on customer retention through data-driven strategies
- Mitigate outward balance transfers and identify refinancing opportunities

Aadhar has adopted and implemented a social objective across all aspects of the business



Note: 1. As of June 30, 2024; 2. Through BCP Topco VII Pte. Limited, an affiliate of Blackstone.



## Highly experience board; Promoted by Blackstone<sup>1</sup>, one of the World's leading Global Investment Firm



**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.



**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.



**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.



**Sharmila A. Karve**, *Independent Director*

- Previously associated with Price Water House Coopers as a Partner
- Serves on the boards of EPL, Syngene International, etc.



**Deo Shankar Tripathi**, *WTD<sup>2</sup> 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



**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



**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.



**Nivedita Haran**, *Independent Director*

- Served in senior positions in Government of India & Government of Kerala
- Serves on the Board of CMID<sup>3</sup>

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



**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



**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.



**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 Corporation<sup>1</sup>



**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.



**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



**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.



**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.



**Harshada Pathak**, *Company Secretary and Compliance Officer*

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

A pair of hands is shown holding a miniature house, symbolizing financial care and investment. The house is a two-story structure with a gabled roof, multiple windows, and a small porch. The hands are positioned as if presenting the house. The background is a light blue gradient with a red and white curved border on the right side.

**FINANCIAL  
INFORMATION**

# Consolidated Profit and Loss Statement

Particulars (INR Mn)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ
<b>Interest on loans</b>	<b>6,032.8</b>	<b>4,958.6</b>		<b>5,686.7</b>	
Other Interest and Investment Income	367.0	425.6		347.8	
Non-Interest Income	412.4	331.7		513.3	
Net gain on DA	319.3	218.3		370.3	
<b>Total Income</b>	<b>7,131.5</b>	<b>5,934.2</b>	<b>20%</b>	<b>6,918.1</b>	<b>3%</b>
Finance costs	2,770.1	2,353.5		2,618.8	
<b>Net interest margin</b>	<b>4,361.4</b>	<b>3,580.7</b>	<b>22%</b>	<b>4,299.3</b>	<b>1%</b>
Operating Expenses	1,602.2	1,389.0		1,754.6	
<b>Pre-Provision Operating Profit</b>	<b>2,759.2</b>	<b>2,191.7</b>	<b>26%</b>	<b>2,544.7</b>	<b>8%</b>
Credit Costs	186.8	317.7		-41.4	
<b>Profit Before Tax</b>	<b>2,572.4</b>	<b>1,874.0</b>	<b>37%</b>	<b>2,586.1</b>	<b>-1%</b>
Tax Expenses	571.0	410.9		568.5	
<b>Profit After Tax</b>	<b>2,001.4</b>	<b>1,463.1</b>	<b>37%</b>	<b>2,017.6</b>	<b>-1%</b>
Total Comprehensive Income	<b>2,001.4</b>	<b>1,451.7</b>	<b>38%</b>	<b>2,019.2</b>	<b>-1%</b>
<b>Earnings per equity share (Diluted)</b>	<b>4.7</b>	<b>3.6</b>		<b>4.9</b>	

# Consolidated Balance Sheet

Particulars (INRmn)	June 30 <sup>th</sup> , 2024	March 31 <sup>st</sup> , 2024
<b>Sources of Funds</b>		
Share capital	4,265	3,948
Reserves and surplus	52,066	40,550
Borrowings	1,40,191	1,39,596
Trade payables & Other Liabilities	5,545	6,837
<b>Total</b>	<b>2,02,067</b>	<b>1,90,931</b>
<b>Application of Funds</b>		
Loan Assets	1,73,856	1,69,029
Investments and Cash & Cash Equivalent	23,864	17,354
Other Financial Assets and Trade Receivables	2,956	2,851
Other Assets	1,391	1,697
<b>Total</b>	<b>2,02,067</b>	<b>1,90,931</b>
<b>Capital Adequacy Ratio (%)</b>		
Tier I	48.2%	41.2%
Tier II	0.7%	1.1%



# ANNEXURES

Particulars (INR Mn)	June 30 <sup>th</sup> , 2024	March 31 <sup>st</sup> , 2024	June 30 <sup>th</sup> , 2023
Gross Stage 1	1,67,231	1,63,054	1,38,581
% portfolio in Stage 1	95.0%	95.3%	94.3%
ECL Provision Stage 1	543	538	553
<b>ECL Provision % Stage 1</b>	<b>0.3%</b>	<b>0.3%</b>	<b>0.4%</b>
Gross Stage 2	6,437	6,189	6,205
% portfolio in Stage 2	3.7%	3.6%	4.2%
ECL Provision Stage 2	785	772	797
<b>ECL Provision % Stage 2</b>	<b>12.2%</b>	<b>12.5%</b>	<b>12.8%</b>
Gross Stage 3 a (DPD <= 90)	55	17	59
% portfolio in Stage 3 a	0.0%	0.0%	0.0%
ECL Provision Stage 3 a	14	5	15
<b>Gross Stage 3 b (DPD &gt; 90)</b>	<b>2,317</b>	<b>1,852</b>	<b>2,118</b>
% portfolio in Stage 3 b	1.3%	1.1%	1.4%
<b>ECL Provision Stage 3 b</b>	<b>843</b>	<b>766</b>	<b>709</b>
<b>ECL Provision % Stage 3</b>	<b>36.1%</b>	<b>41.3%</b>	<b>33.3%</b>
Gross Stage 1, 2 & 3	1,76,040	1,71,112	1,46,963
ECL Provision Stage 1, 2 & 3	2,185	2,081	2,074
<b>Total ECL Provision %</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.4%</b>

A conceptual image showing a hand holding a small model of a house. The house has a gabled roof, a chimney, and a window with a flower box. The background is a light blue gradient with a large red curved shape on the right side.

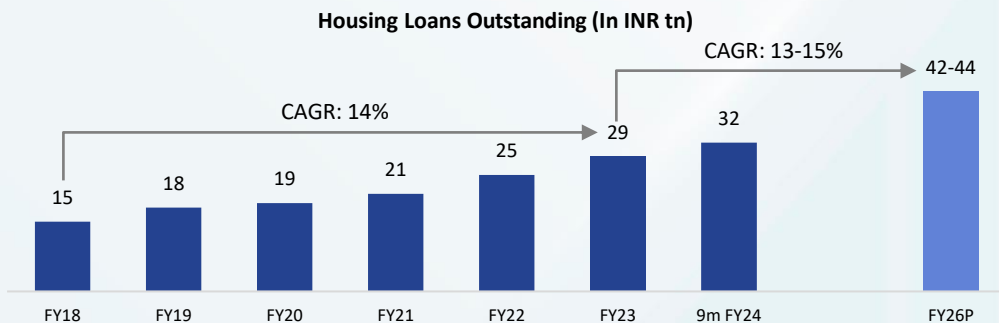
# **INDUSTRY OVERVIEW**

## **LOW INCOME HOUSING FINANCE**



- Housing finance to log a CAGR of 13-15% in the long term between FY23 and FY26
- India's mortgage penetration is lower than other economies

## Housing Finance Market<sup>1</sup>



### Key Growth Drivers

Growing disposable incomes

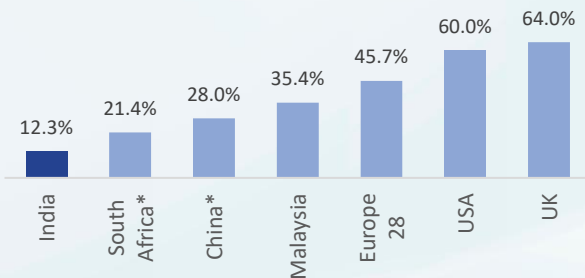
Revival in demand from lower income segment

Rising urbanization

Favorable demographics and government measures

## Low Mortgage Penetration in India

Mortgage / GDP is amongst the lowest for India<sup>2</sup>



15 key states below the national average of 12.3%

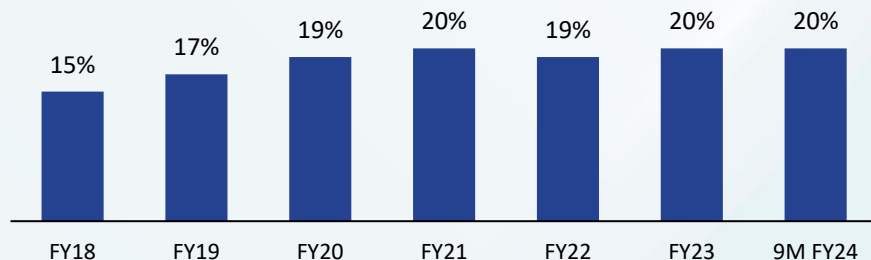


## Favourable Demand-Supply Dynamics

Immense latent potential in the housing market, driven by significant shortage

### Under-penetration of HFCs Focused on LIH ...

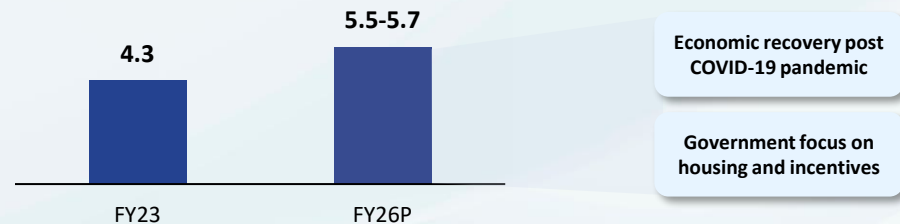
Market share of HFCs focused on low-income housing



### ...and Substantial Demand for Low Income Housing Loans...

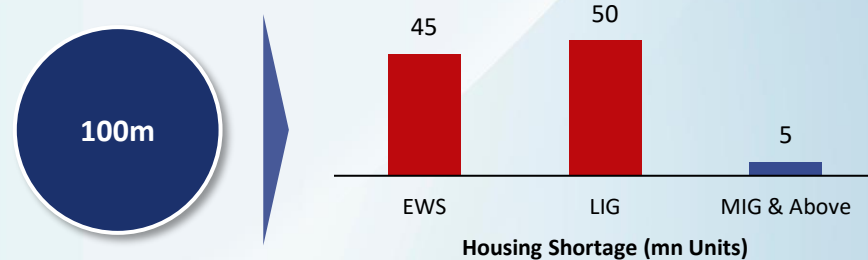
Rising demand as consumers increasingly work out of Tier 3/4 cities

INR tn



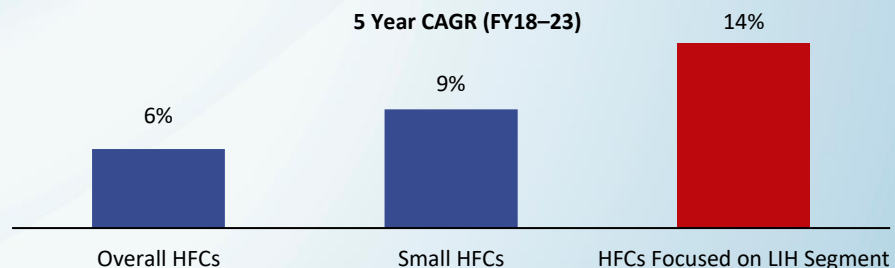
### ...Combined with Shortage of EWS & LIG Housing in India...

95% of housing shortage expected to be driven by EWS and LIG segments<sup>1</sup>



### ...and Substantial Demand for Low Income Housing Loans...

Growth of HFCs focused on LIH segment has outpaced other segments



Source: CRISIL Report; Note: 1. Report of RBI-appointed Committee on the Development of housing finance securitization market (September 2019); 2. P = Projected; EWS = Economically Weaker Sections, LIG = Low Income Group. Estimated housing shortage is for 2022, LIH = Low Income Housing.

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



**GHAR BANEGA, TOH DESH BANEGA.**

**Aadhar Housing Finance Limited**

**[www.aadharhousing.com](http://www.aadharhousing.com)**

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**Thank You**