



India's leading affordable housing finance company

Rooted In **You** Built For **You**

Corporate Presentation – Q1 FY26



Safe Harbour

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Awards

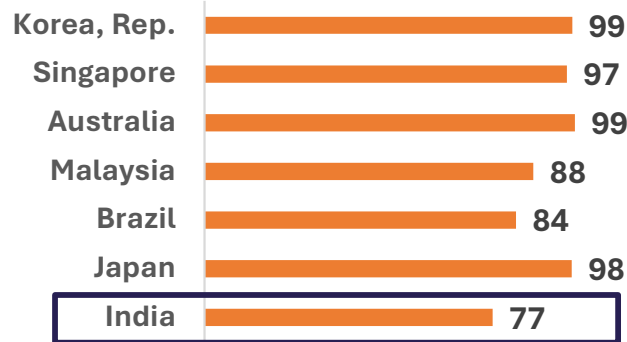


*Housing Finance Industry
Landscape*



India's Growth Story

Global Financial Development Index*



India's DPI Journey

Internet Penetration
>700 million internet users
2nd Largest Market Globally

Digital Payments
UPI transactions
surpassing 4 billions
monthly

E-Commerce Growth
Projected to reach \$200
billion by FY2026

5G Rollout
Enable innovations in
sectors like IoT and AI.

Key Growth Drivers



Urbanisation

37.4% of total population residing in urban areas



Increasing Per Capita GDP

Per capita GDP growth expected at 5%
CAGR till 2026



Demographic Shift

Significant increase in portion of people in age group 25-40 years



Technological Advancements

Fintech adoption in loan system is expected to reach 50% by 2025



Focus on Sustainability

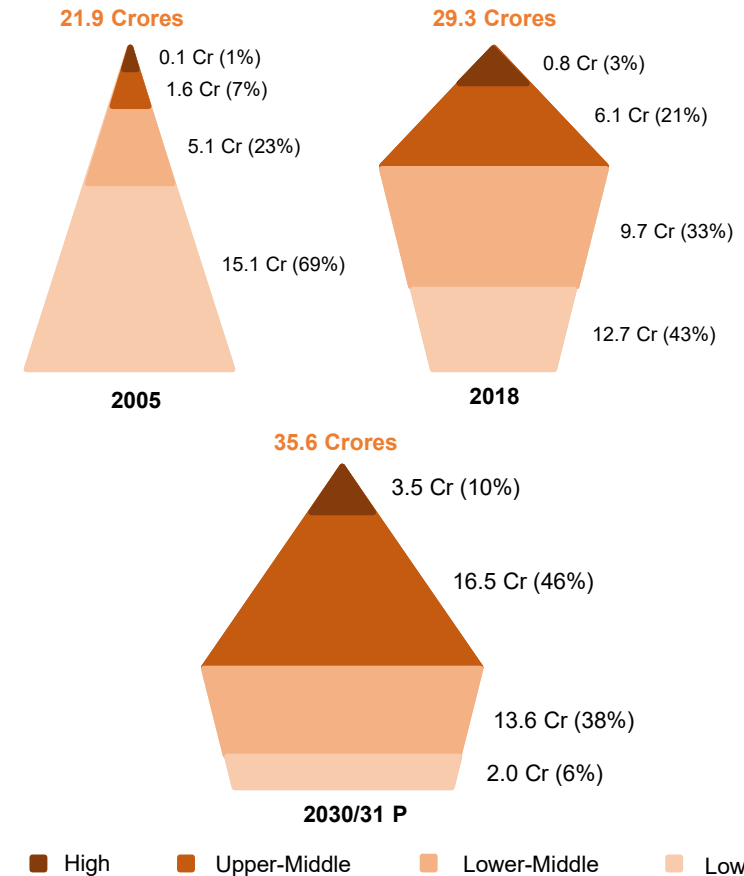
¹Green buildings occupy 7 billion+ sq ft of space in India



Semi-Urban & Rural Expansion

Tier 2,3 & 4 cities are under-served with estimated 37% population increase in Tier 2 cities by 2030

Income Distribution (No. of Households)**



*Percentage of population having access to financial services | ** No. of members in a household = 5 | ¹Data by Indian Green Building Council (IGBC)

Housing Finance Industry Landscape

India is going through a massive urbanization phase with approx. **11%** global urban population living in Indian cities.

Need for affordable housing in India is being driven by expanding middle class.

~50% of the Indian population is estimated to be living in urban areas in a few decades - consequently increasing the demand for affordable housing in urban areas.

Estimates of India's middle-class population by 'National Council of Applied Economic Research'

**200 Million
by 2025**

**'Government of
India's Mission'**

Housing For All

**'India's Affordable
Housing Market'**

**USD 1.8
Billion
in 2022**

**CAGR of
~20%
through 2028**

**'Urban Housing
Shortage in India'**

**19 Million
in 2022**

**96%
in EWS &
LIG**

**38 Million
In 2030**

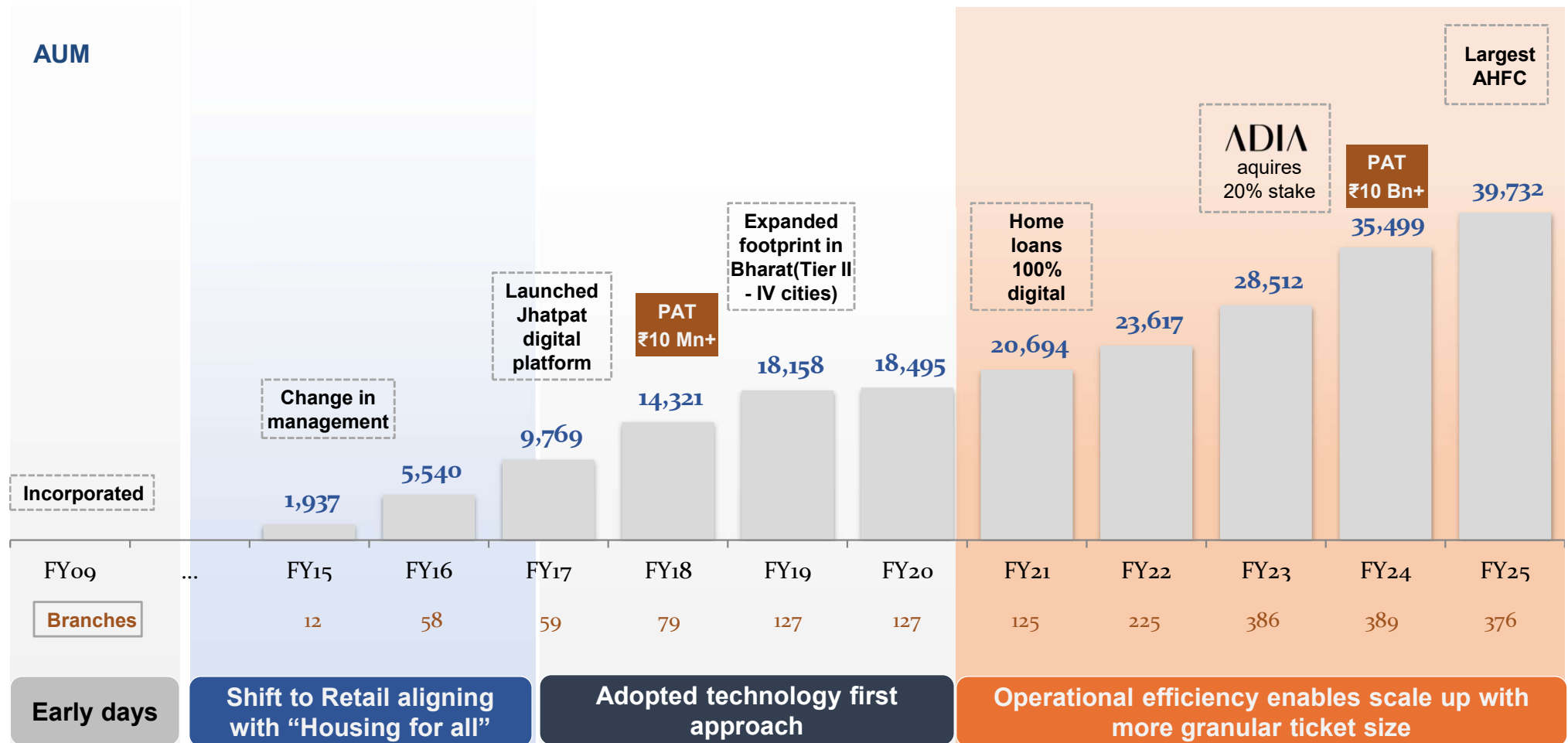


EWS – Economically Weaker Section; LIG – Low Income Group

About IIFL HFL Journey

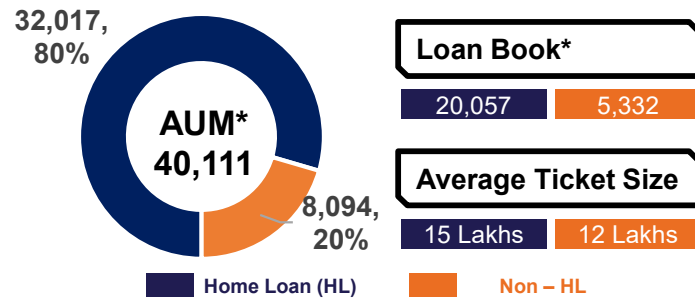


Navigating Success Over the Years



Executive Summary | Q1 FY26

Key Business Metrics



Disb. Volume*
2,002

New Disb. Count
8,000+

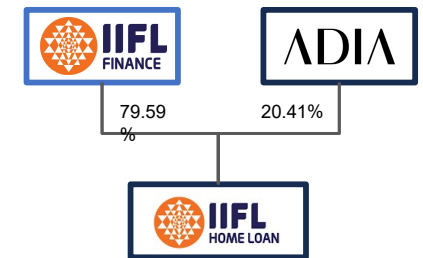
Customer Base
3,10,000+

Branch Network
374

Employees
5,026

Women Borrowers**
1,75,000+

Key Financial Metrics and Share Holding Structure



ROA
2.9%

ROE
10.6%

CRAR
47.4%

Yield (On AUM)
12.2%

CoB (on AUM)
8.7%

Spread
3.5%

Cost to Income
30.2%

GNPA (on AUM)
2.1%

Overall PCR
80.1%

Note:

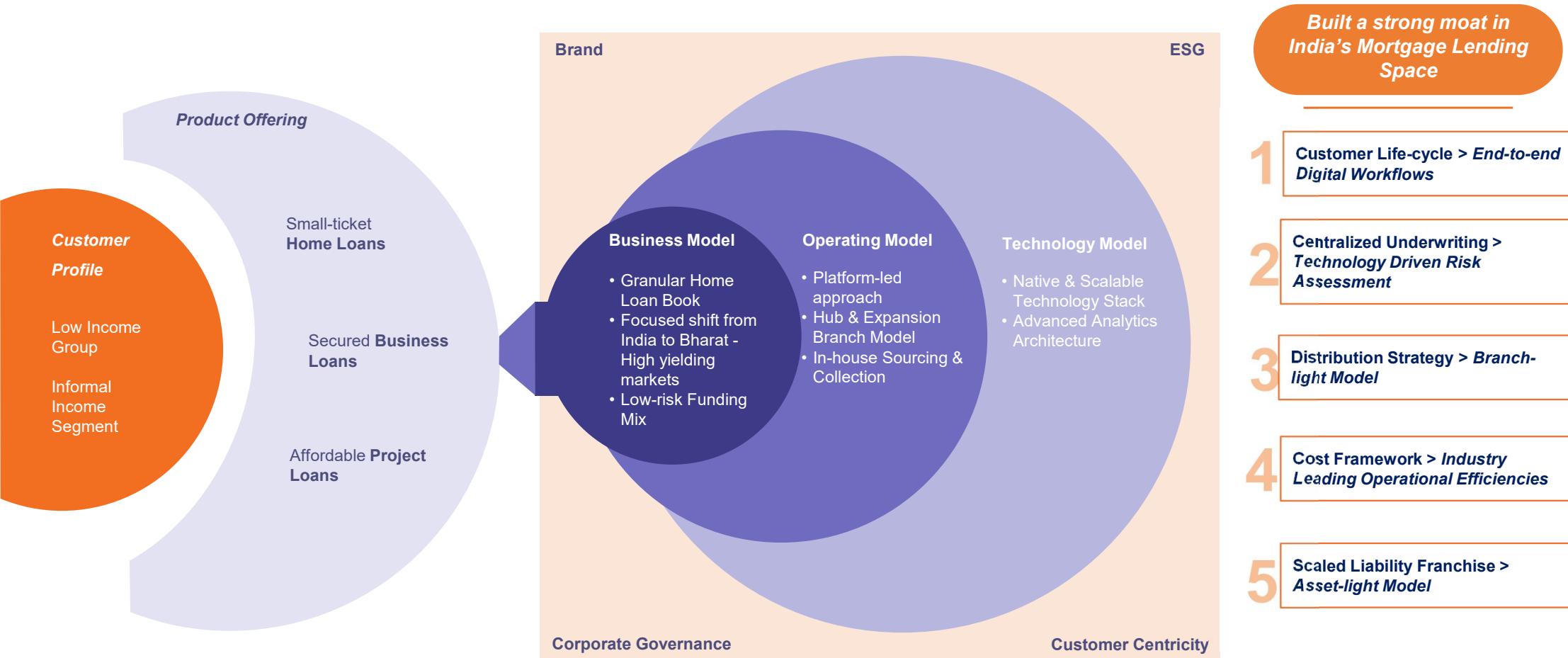
*All the nos. / ratios on the basis of consolidated financials

** Basis property ownership



₹ in Crore

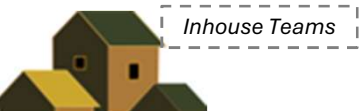
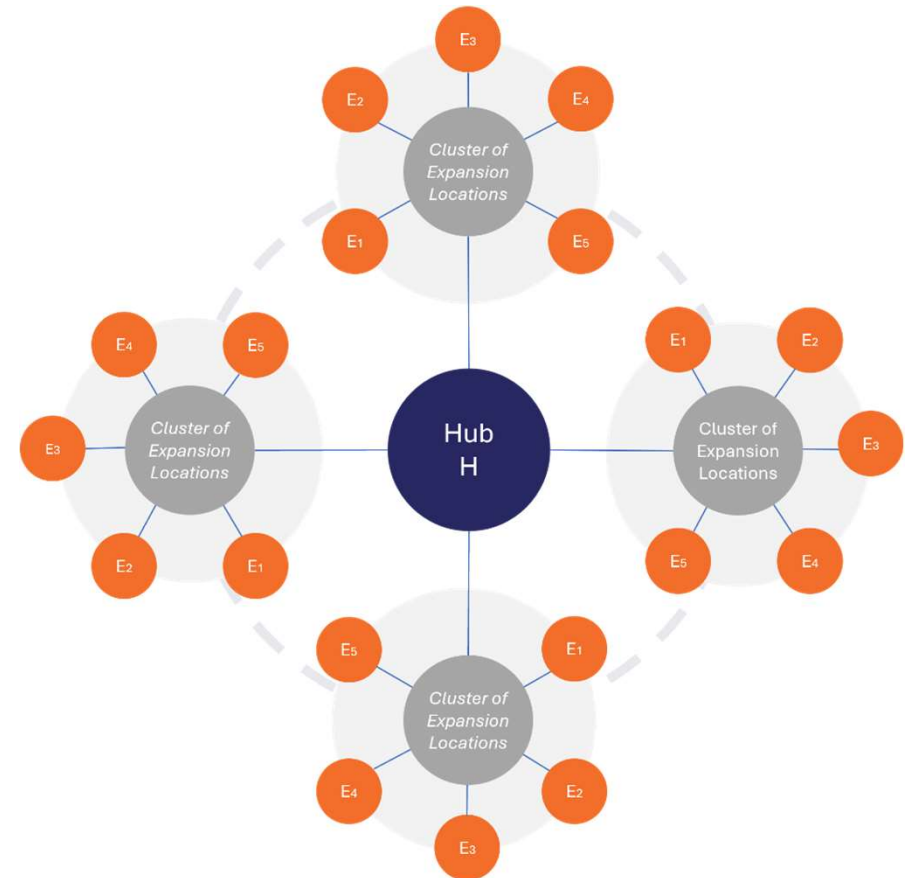
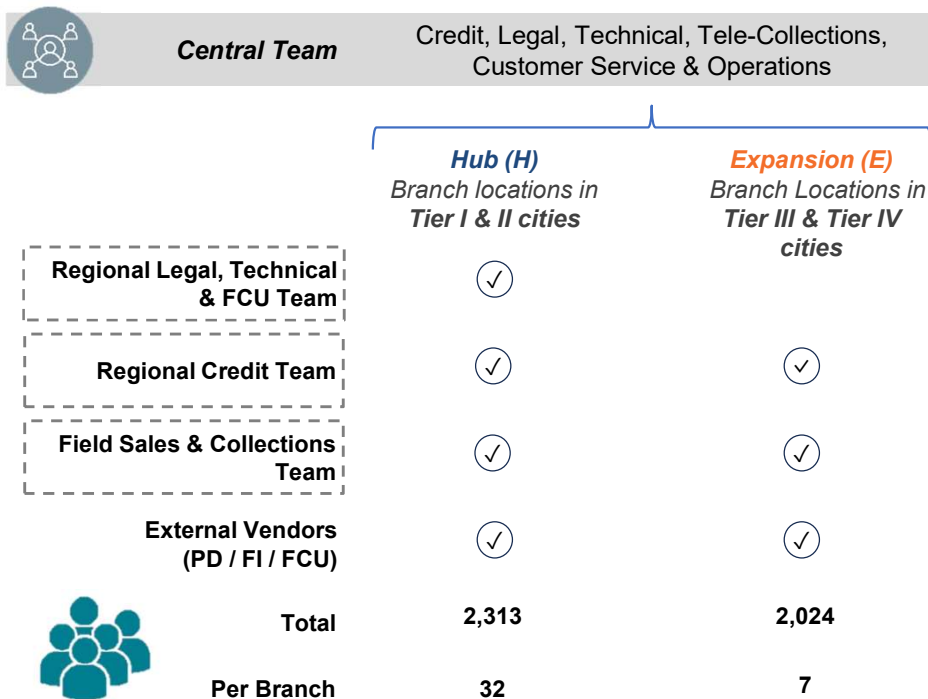
Core Strategy



Distribution Strategy

> Catering to Bharat with Branch-light Model

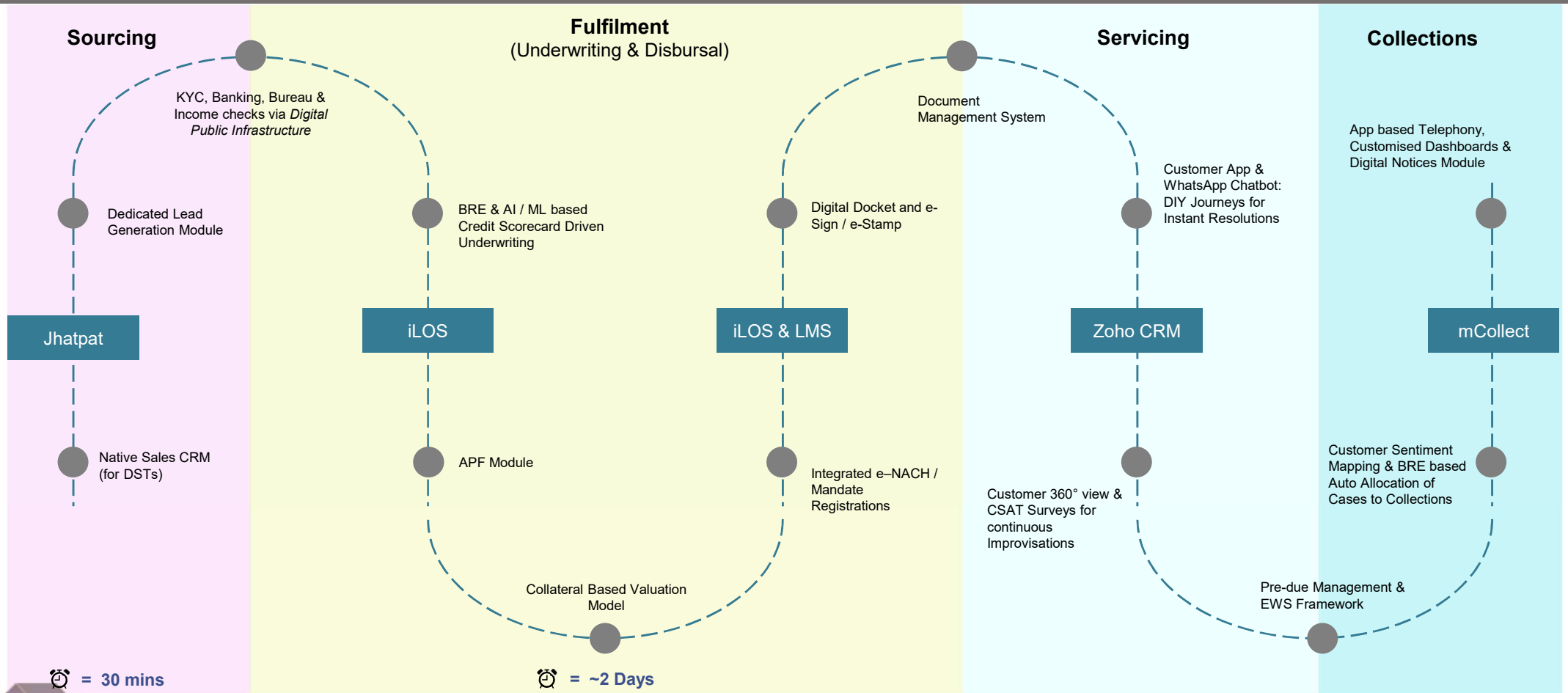
Hub & Expansion Branch Model with lean branch structure supported by centrally driven ecosystem



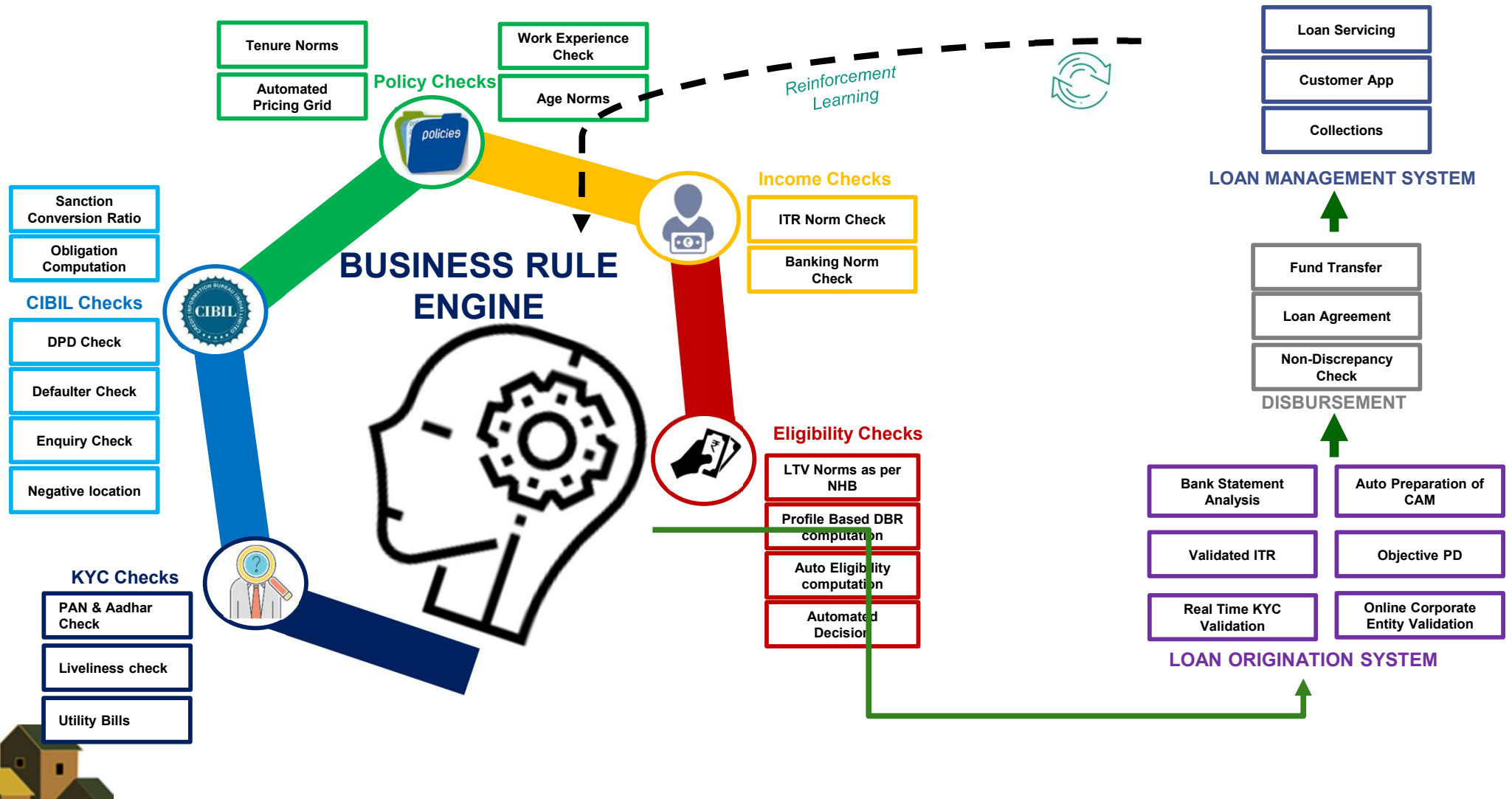
Customer Life-cycle

> End-to-End Digital Workflows

Industry leading Disbursal TAT driven by Robust & Agile Digital Platforms

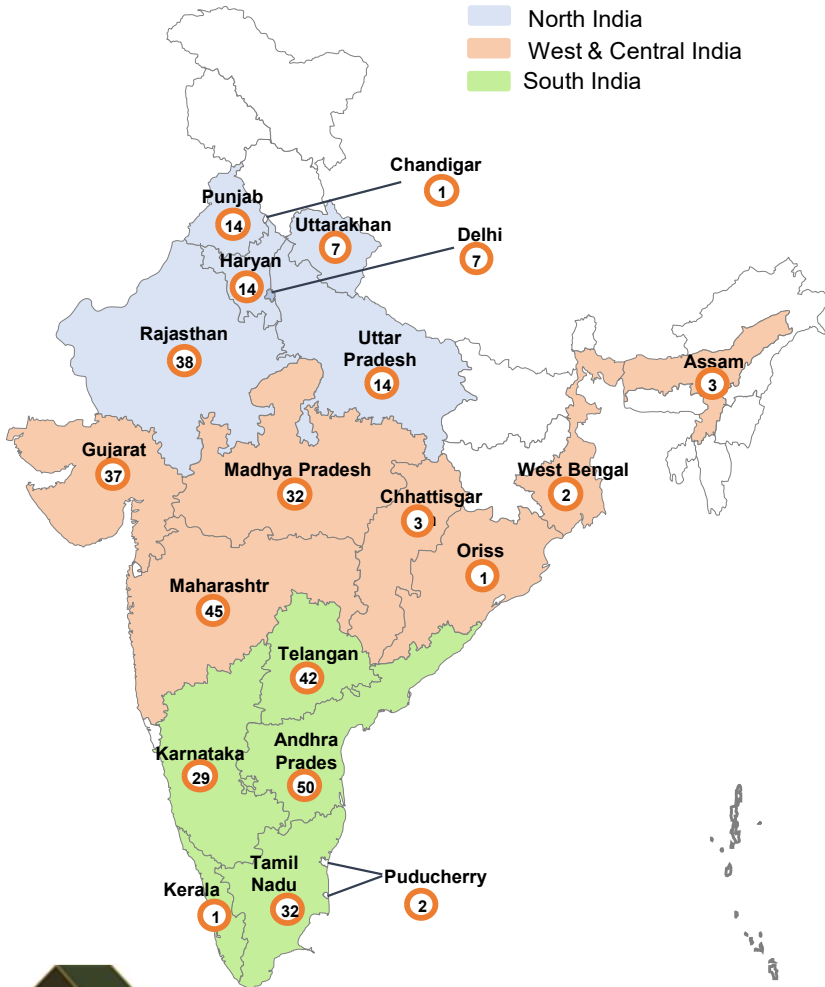


Differentiated Underwriting using Multi-dimensional Risk Models



Distribution Strategy

> Deep pan-India footprint



374

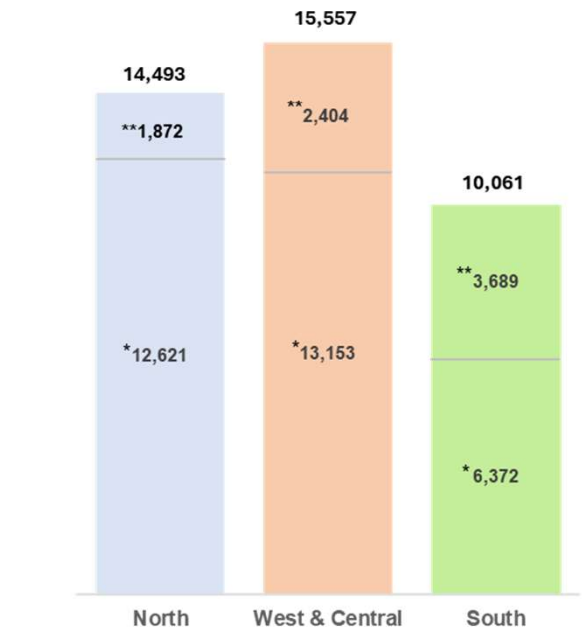
Branches

20

States & UTs

State Wise Portfolio Break-up			
State	Hub Branches	Expansion Branches	Q1 FY26
Delhi NCR	7	0	8,844
Rajasthan	6	32	2,506
PCH	7	22	2,237
UP & UK	6	15	906
Maharashtra	16	29	7,887
Gujarat	5	32	3,433
MPCG	5	30	3,274
WB, Orissa & Assam	3	3	962
Telangana	7	35	3,749
AP	2	48	2,547
Karnataka	2	27	2,520
TN & Kerala	8	27	1,245
Total	74	300	40,111

Assets Under Management (AUM)



Our AUM is evenly distributed across different zones, hereby, de-risking our portfolio from being geographical concentrated




Increasing contribution from Expansion Branches is helping us penetrate deeper in Tier III & IV cities - playing a key role in driving growth and profitability

* AUM of Hub Branches | ** AUM of Expansion Branches

₹ in Crore

Product Offering

Granular Loan Portfolio with customized solutions for Bharat

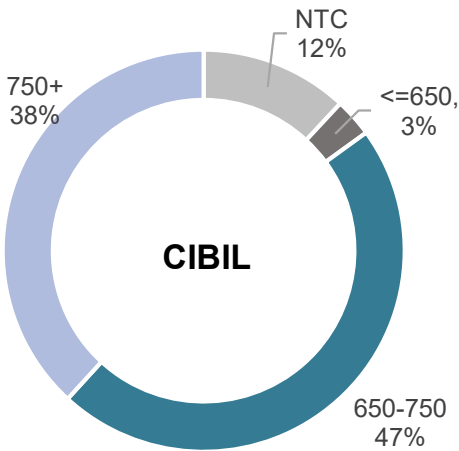
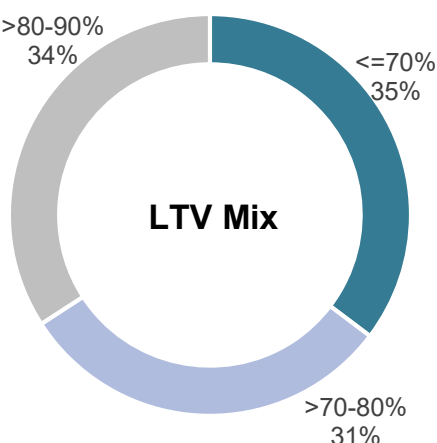
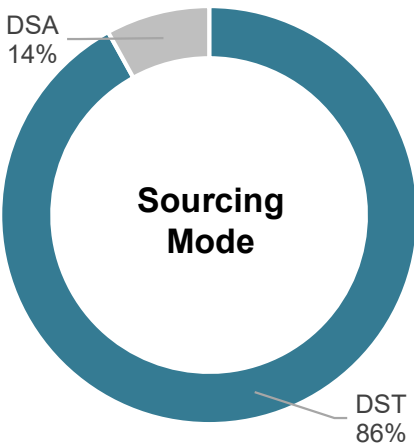
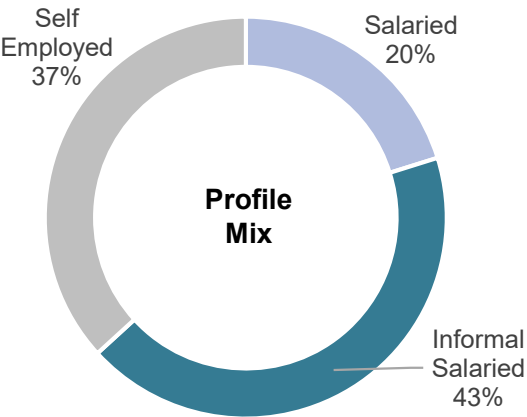
	Description	AUM Composition	Yield*	Average Ticket Size*	Tenure
Home Loan	Loans to fund purchase, construction and renovation of homes esp. for EWS and LIG	 80%	10.9%	INR 15.5 Lakhs	Upto 25 years
Loan Against Property (LAP)	Secure Business Loans for small businesses to meet working capital requirements & for business expansion	 18%	17.7%	INR 11.9 Lakhs	Upto 12 years
Project Finance	Loans to fund construction projects, such as residential, commercial, or infrastructure development	 2%	15.2%	INR 6.59 Cr.	Upto 5 years

All Numbers are calculated as on Q1 FY26, unless otherwise specified | *ATS and Yield% are calculated on portfolio | *The Portfolio ATS is calculated based on the unique customer count instead of the prospect count

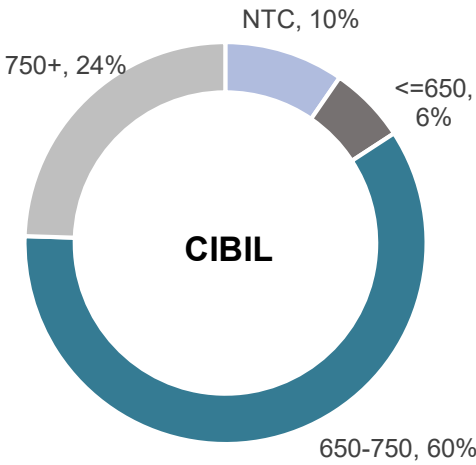
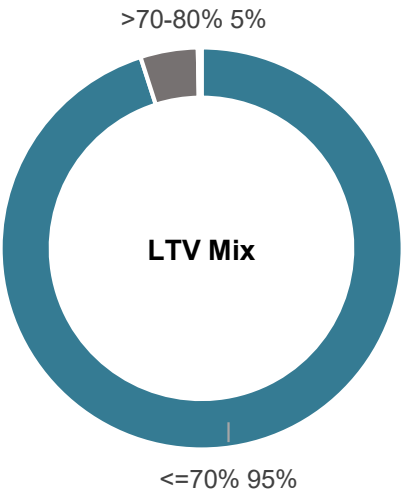
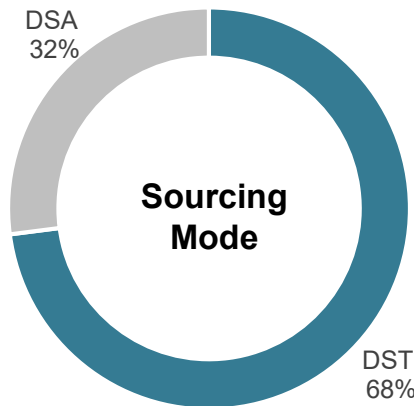
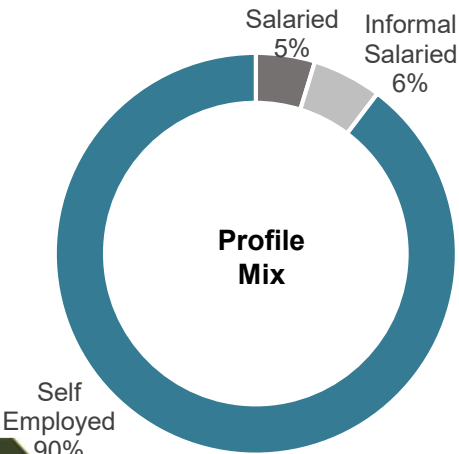


Customer & Portfolio Demographics

Home Loan



LAP

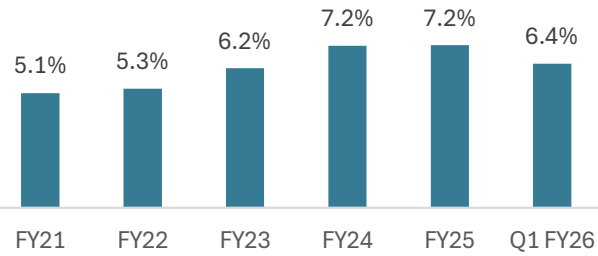


*Business & Financial
Performance*

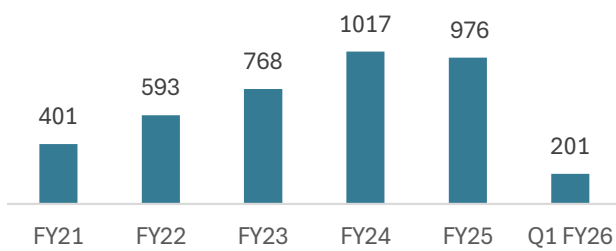


Key Financial Ratios

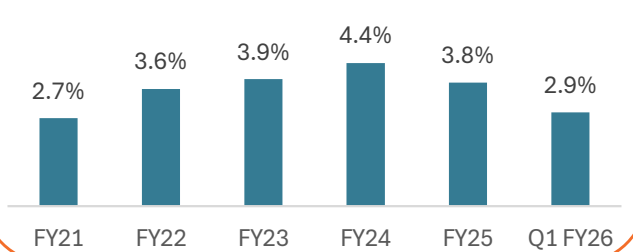
NIM



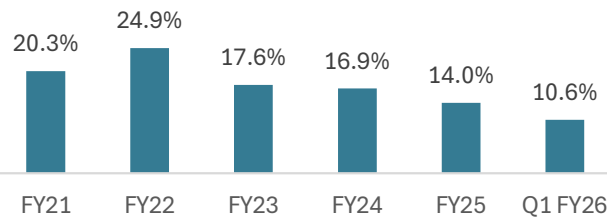
PAT



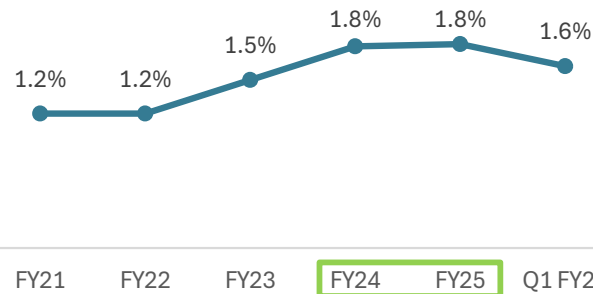
ROA



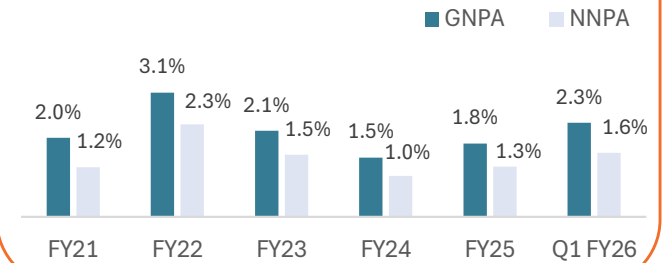
ROE



Opex to Average AUM



GNPA/NNPA



Investments being made towards future proofing - Branch expansion and addition of manpower

Note: All the nos. / ratios on the basis of consolidated financials
GNPA/NNPA nos are reported on Loan Book

Strengthening Portfolio Quality Through Risk Recalibration

GNPA %	Q1FY26	Q4FY25	Q-o-Q	Q1FY25	Y-o-Y	Loan book %	ATS (₹ lakhs)	Yield %
Home Loan excl. Andhra BLC	1.31%	1.16%	(0.15%)	1.30%	(0.01%)	98%	16.20	10.8%
Andhra BLC	19.58%	11.32%	8.26%	1.00%	18.58%	2%	2.97	17.9%
Home Loan	1.74%	1.41%	0.33%	1.29%	0.45%	20,057	14.91	10.9%

Steps taken:

- No new cases funded under Andhra BLC program for last one year. Special focus on resolving the affected portfolio
- Branch network rationalised: Low-productivity / high-risk branches closed or converted to service kiosks; staff redeployed to recovery functions
- Standardized fast track enforcement for Andhra BLC cases

GNPA %	Q1FY26	Q4FY25	Q-o-Q	Q1FY25	Y-o-Y	Loan book %	ATS (₹ lakhs)	Yield %
LAP	1.75%	1.64%	0.11%	2.23%	(0.48%)	72%	22.15	14.9%
Micro LAP	14.86%	9.29%	5.57%	6.02%	8.84%	28%	4.49	24.0%
MSME Secured Loan	5.37%	3.84%	1.52%	3.72%	1.65%	4,588	10.37	17.7%

Steps taken:

- New Originations of Micro LAP business is suspended; product being redesigned to ensure risk indicators remain within accepted levels
- Product & Policy being revised to limit risk emanating from MFI adjacent borrowers

Beneficiary Led Construction (BLC) under PMAY – Andhra Pradesh Overview

Scheme Structure

- Dual subsidy support through Central and State government under PMAY
- AP had highest national target: ~35 lakh houses

Beneficiaries were divided into 3 types:

1. Self owned Land Beneficiaries
2. Self owned land and allotted land beneficiaries where construction would be done by beneficiaries themselves.
3. Allotted land by govt and construction via contractors.

Key Disruptions

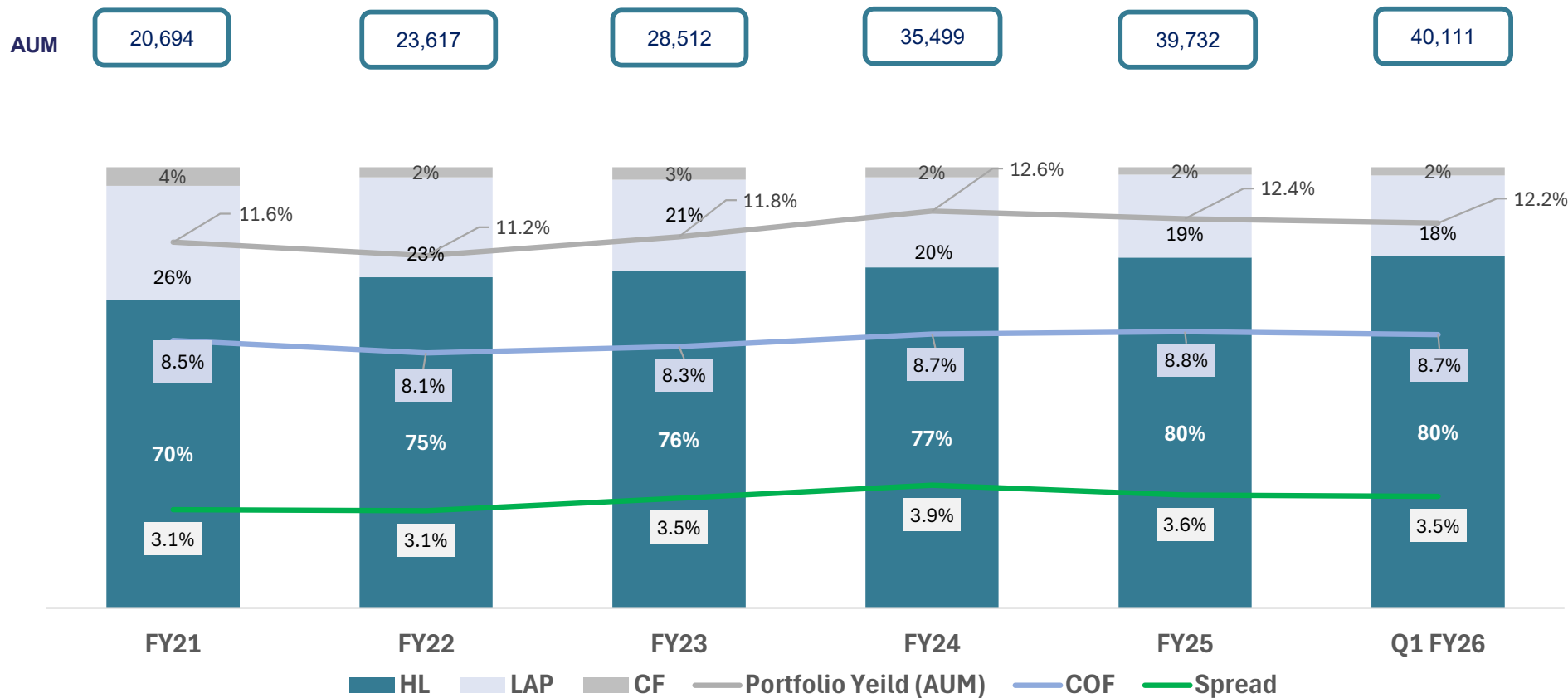
- Govt change: Target cut from 35L to 18L
- Volunteer network disbanded: Loss of last-mile support
- Unpaid contractors: Type-3 homes stalled
- Infra delays: Slowed occupancy & repayments

IIFL Portfolio

- Active loans stands at 23,883 of 30,000 disbursed.
- Completed properties are at 67%
- 65% cases are below 30 DPD
- Average remaining tenure is 4.5 years



AUM Mix & Yield



Note:
All the nos. / ratios on the basis of consolidated financials

Portfolio (On-book / Off-book)

AUM

20,694

23,617

28,512

35,499

39,732

40,111

Yield

11.6%

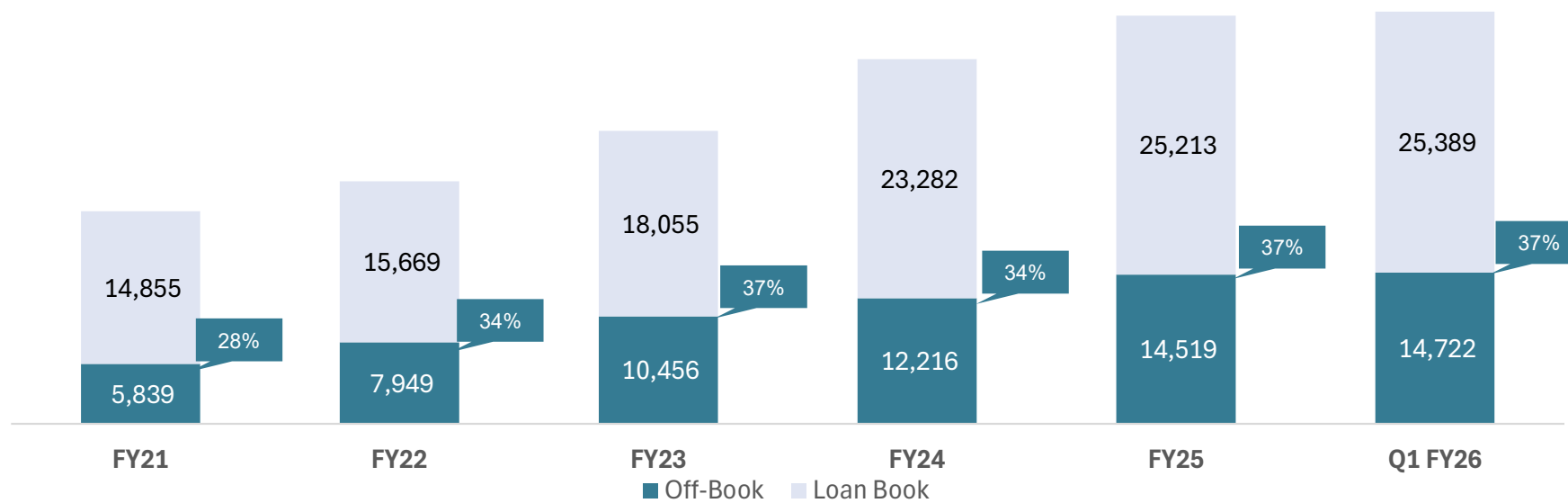
11.2%

11.8%

12.6%

12.4%

12.2%



CRAR

23.0%

30.5%

47.3%

42.8%

47.2%

47.4%

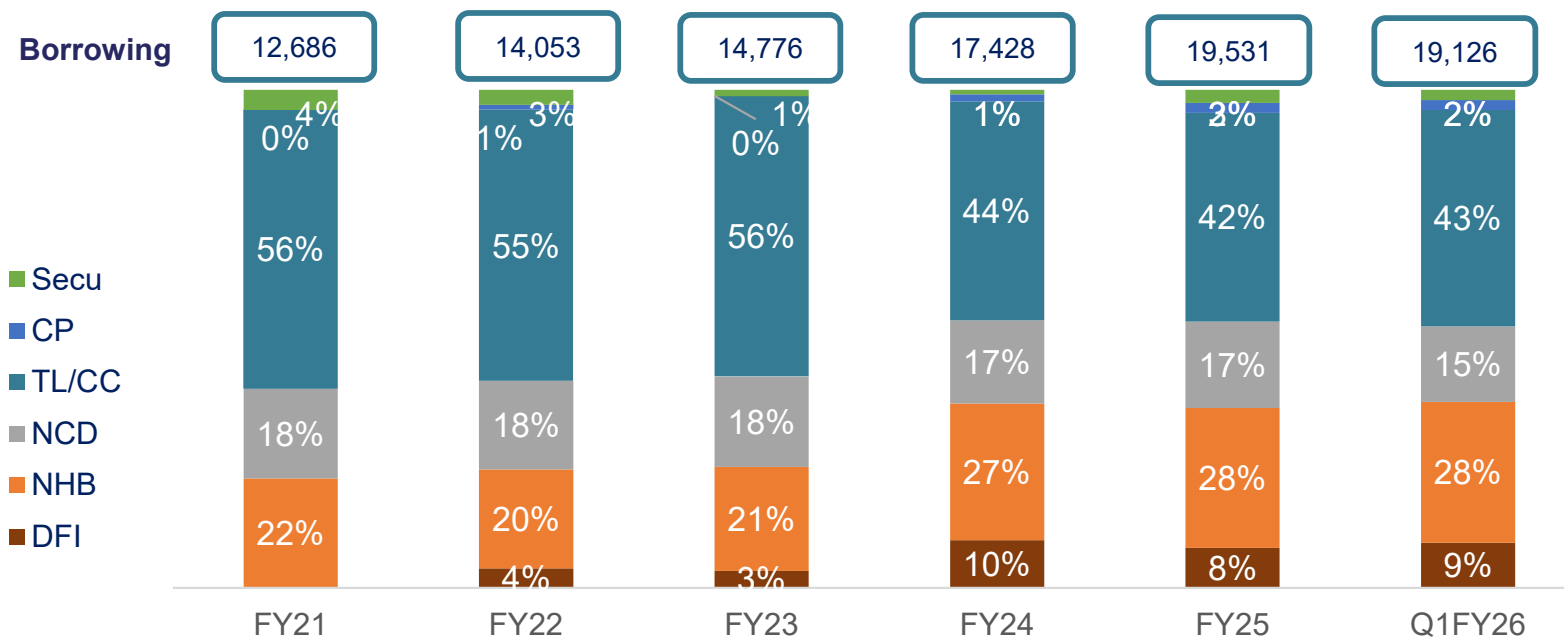


Note:
All the nos. / ratios on the basis of consolidated financials

₹ in Crore

Liability Management

Strong Liability Franchise



- Diversified Liability Mix
- Liability Light Model
- Competitive Cost

• Long Term Rating

CRISIL AA/ Stable
ICRA AA/ Stable
IND AA/ Stable
BWR AA+/ Stable

• Short Term Rating

CRISIL A1+
ICRA A1+

Our Banking/ Lender Relationship

₹ in Crore

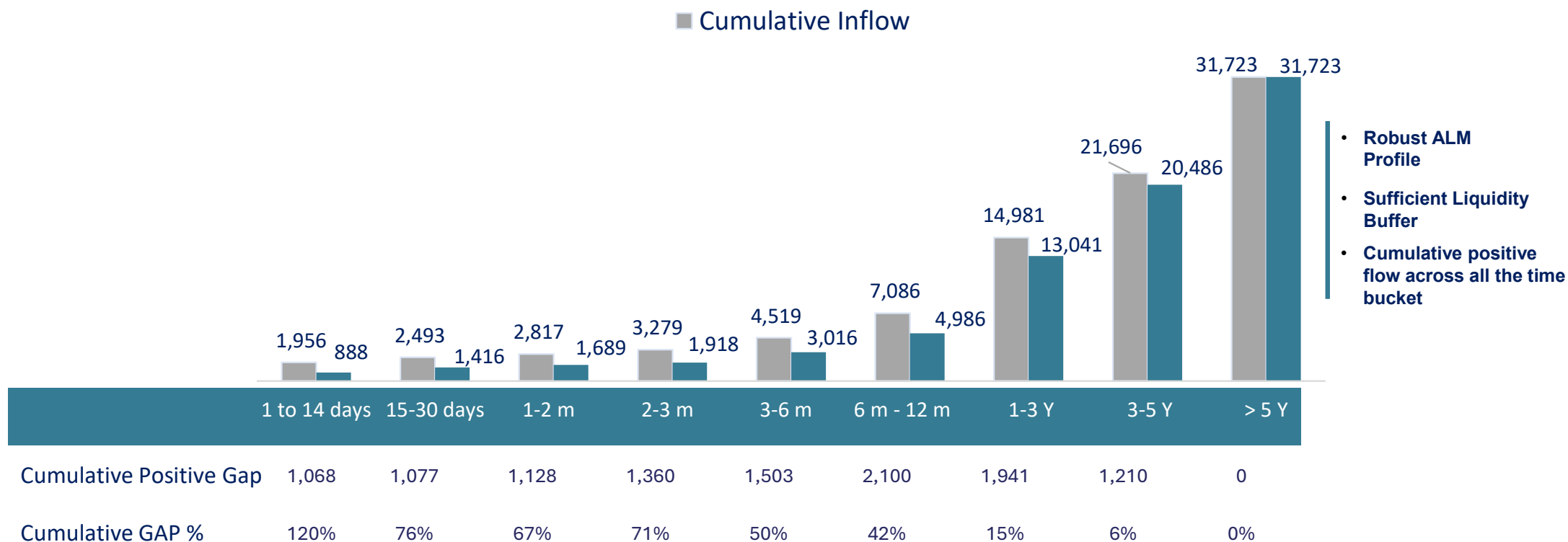
Public Sector Bank	State Bank of India	Central Bank of India	Private Sector Bank	HDFC Bank	DBS Bank	DFI/ FI. / Insurance/ MF/ Other	National Housing Board (NHB)	HDFC Life
	Canara Bank	Union Bank of India		ICICI Bank	South Indian Bank		Development Finance Corporation (DFC)	Go- Digit
	Bank of Baroda	Indian Bank		Kotak Bank	Bandhan Bank		Asian Development Bank (ADB)	Bajaj Finance Ltd
	Bank of India	Indian Overseas Bank		RBL Bank	IDBI Bank		International Finance Corporation (IFC)	Bajaj Housing Finance
	Punjab & Sindh Bank	UCO Bank		Shinhan Bank	Qatar national Bank		Life Insurance Corporation & LIC Housing	Tata AIG
	Bank of Maharashtra			DCB Bank			Bajaj Allianz General & Life Insurance	Max Life Insurance
	Punjab National Bank			Standard Chartered Bank			ICICI Pru Life. & ICICI Lombard	Nippon AMC



ALM statement and Liquidity

Structural Liquidity Statement as on June 30, 2025

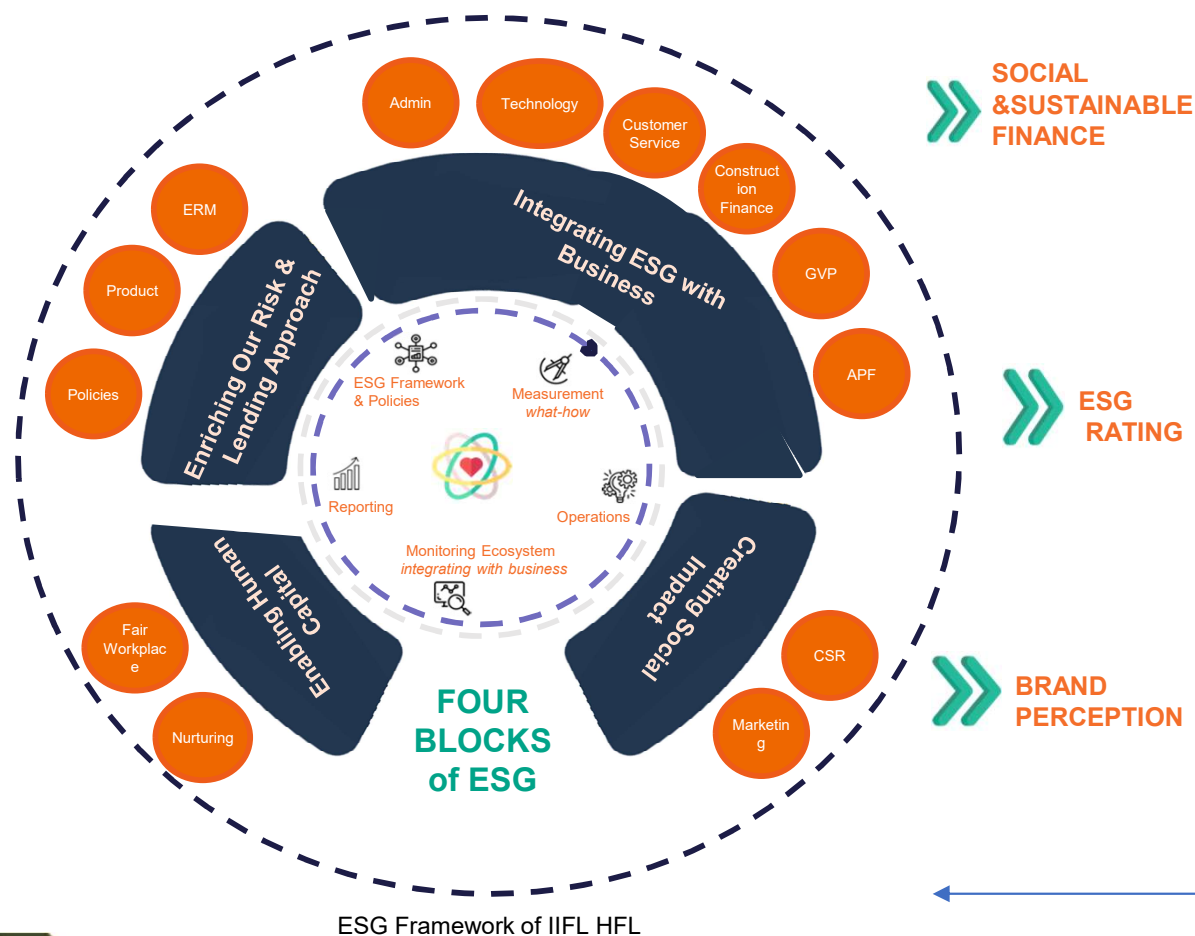
Liquidity as on June 30, stood at ₹2,613 crore in form of cash, cash equivalents and undrawn bank lines



*Social Impact & Green Housing
Journey*



ESG at IIFL HFL



- **15%** more women borrowers
- **8%** more EWS/LIG Customers
- **14.65%** more first time home borrowers
- **ESMF** Finalized
- **Scope 3 Emissions** calculated

Positive ratings as per industry benchmark

S&P CSA	32 (financial sector average of 27)
CRISIL ESG Rating	60 Adequate and LOW RISK

IIFL Home Loans - Excellence in ESG Leadership in BFSI -
9th Elets BFSI CXO Awards

Indian CSR Awards by Brand Honchos - *She Creates* - CSR
Initiative of IIFL Home Finance

7th Elets NBFC 100 Leaders of Excellence Award -
Excellence In Risk Management to IIFL Home Finance

Impact Areas

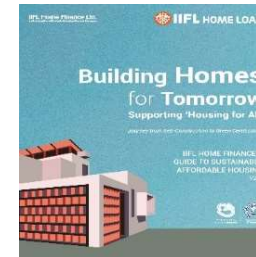
CSR at IIFL HFL



1 HUMARA KUTUMB

80 Self-construction homes green certified in Q1FY26

2 BUILDING HOMES FOR TOMORROW
GREEN HANDBOOK VOL. 2



The Green handbook Vol. 2 was released IN Q1 on 17th April 2025, Vernaculars in 5 regional languages are ready to be released in August 2025

3 IMPACT CALCULATOR

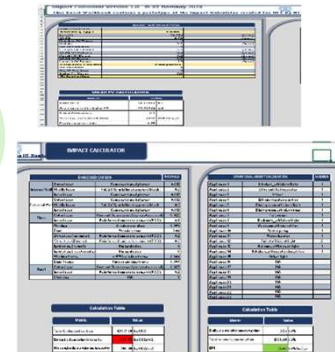
- ✓ The Impact Calculator is a digital tool to assess the climate impact and sustainability performance
- ✓ It enables climate risk assessment, tracks portfolio-wide metrics like energy savings and GHG reduction and supports ESG-aligned reporting

Climate Risk Assessment

Portfolio Sustainability Tracking

ESG & Impact Reporting

Built in collaboration with IIT Bombay



Awareness Workshop on Green Certification organized in Bhuj, Gujarat



*ADB X IIFL HFL Technical
Assistance*



Technical Assistance from ADB



For the implementation of the TA titled '**Resilient and Green Affordable Housing for EWS and LIG categories in India**', ADB appointed consultants to work with IIFL HFL, fostering a green building ecosystem in the affordable housing sector



BENORI



PROMOTION & PROPAGATION

Awareness generation, propagation of IIFL HFL's initiatives around the country and the larger South Asian region

- 9 Kutumb platforms inclusive of 1 international knowledge sharing session at Dhaka, Bangladesh
- 20 Disha, sustainable living activations, across country at EWS/LIG RWAs
- Market research study '**Understanding Perception of Indian Customers Towards Sustainable Living**'
- Resources, Whitepapers, Blogs, Policy Level Discussions, etc.



CAPACITY BUILDING

Improved technical know how about resiliency, climate adaptation, green building, gender sensitivity amongst IIFL HFL's staff, Green Value Partners, other government bodies, clients, and developers

CARBSE CENTER FOR ADVANCED
RESEARCH IN BUILDING
SCIENCE AND ENERGY

RESEARCH & INNOVATION

Incubation of local existing climate positive technologies and construction techniques, their implementation and related skill building; localized, contextual solutions to India's challenges

Management



Robust Governance Framework

Corporate Governance

Board of Directors

Board Level Committees

Audit Committee	Nomination and Remuneration Committee	Risk Management Committee	Asset Liability Management Committee	IT Strategy Committee	CSR & Sustainability Committee	Stakeholders Relationship Committee	Willful Defaulter Review Committee
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Management Level Committees

Internal ALCO	IT Steering Committee	Information Security Committee	Willful Defaulter Identification Committee	Special Committee for monitoring and follow-up of the Fraud
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RISK FUNCTION

- Chief Risk Officer reports to Risk Management Committee
- Board approved Risk Management Policy & Framework
- Early warning signals
- ICAAP
- Stress testing

COMPLIANCE FUNCTION

- Chief Compliance Officer reports to Audit Committee
- Focus on RBI/ NHB and SEBI Compliances
- Board approved regulatory policies
- Periodic compliance testing
- Regular Reporting and update to the Audit Committee

INTERNAL AUDIT FUNCTION

- Internal Auditor reports to Audit Committee
- Independent Function
- Risk based Internal Audit
- Regular Branch Audit
- Process Audit

The Board comprises eleven members:

- 1 – ED and CEO
- 6- Independent Directors including 2 Women Directors
- 1 – Nominee Directors
- 3 – Non – Executive Directors

Independent Directors representation in all Board Committees

Highly experienced Board & Management Team with diverse background

Company's risk management framework is driven by its Board and its sub committee "Risk Management Committee".

Distinguished Board of Directors



Srinivasan Sridhar,
Chairman & Non-Executive Director

- He was associated with the Export Import Bank of India as executive director.
- Former Chairman of NHB and Central Bank of India



Nirmal Jain,
Non -Executive Director

- Founded & led IIFL since 1995
- Chairman of IIFL Finance, our parent company
- MBA from IIM Ahmedabad, rank-holder CA and Cost Accountant



Rajamani Venkataraman,
Non-Executive Director

- Co-founder of IIFL and MD of IIFL Finance
- Held senior positions at ICICI and GE Capital prior to IIFL
- B.Tech from IIT, Kharagpur & MBA from IIM, Bangalore



Monu Ratra,
Executive Director & CEO

- Mortgage experience of nearly 2 decades
- Worked with HDFC Ltd, ICICI Bank & Indiabulls Housing Finance



Ramakrishnan Subramanian,
Independent Director

- Served several leading banks, FIs in leadership roles since 1990 in India and Abroad
- Senior Advisor & Nominee Director & a Strategic Consultant with leading Private equity, Venture Capital, Fintechs.



Mohua Mukherjee,
Independent Director

- Headed the Corporate Finance department at Citibank and at ABN AMRO Bank Nairobi, Kenya
- Master's Degree in Economics and an MBA in International Finance from Boston University



MV Bhanumathi,
(Additional) Independent Director

- Served as the co-chairperson of the Asia Pacific Regional Review Group for Anti-Money Laundering and Counter-Financing of Terrorism of the FATF.
- Retired as the Director General of Income Tax – Investigation – Income Tax Department



Venkataraman Anantharaman,
Independent Director

- Led corporate and investment banking teams in leading international institutions, including Standard Chartered Bank, Credit Suisse, Deutsche Bank, and Bank of America.



Kabir Mathur,
Nominee Director

- Head of Asia Pacific within the Private Equities Department of the Abu Dhabi Investment Authority (ADIA).
- Prior associations include Kohlberg Kravis Roberts & Co (KKR), TPG Capital, Investment Banking Division



Mathew Joseph,
Independent Director

- Former Member of Core Committees of the Corporation.
- Member of the ICAI
- Over 35 years' experience with India's Largest HFC



Mohan Sekhar,
Independent Director

- Was associated with Accenture, Igate, Collabera & Cap Gemini
- Was associated in advisory roles with startup ecosystems

Strong Management Depth

 <p>Monu Ratra Executive Director & CEO Qualification : Qualified Architect & MBA Experience: HDFC, ICICI, Indiabulls Housing Finance</p> <p>26 11</p>	 <p>Sumit Jhunjunwala Chief Financial Officer Qualification : CA Experience: Poonawalla Fincorp, Srei Equipment Finance, ICICI Bank, Spandana Sphoorty, Airtel</p> <p>22 1</p>	 <p>Ajay Jaiswal Chief Operating Officer Qualification : CS, LLB, MBA Experience: Edelweiss Housing Finance, Deutsche Postbank Home Finance</p> <p>23 10</p>
 <p>Pradeep Rangi Chief Risk Officer Qualification : CA Experience: Airtel Payment Bank, Standard Chartered Bank, HPCL</p> <p>21 0.5</p>	 <p>Richa Bhardwaj Chief Compliance Officer Qualification : MBA, M.Sc. Experience: SBI Card, GE Capital</p> <p>25 1</p>	 <p>Amit Senger Head of Sales Qualification : M.Com Experience: Indiabulls Housing Finance</p> <p>20 10</p>
 <p>Mohit Kumar Head of Credit Qualification : CA Experience: IDBI Bank, ICICI Bank</p> <p>23 8</p>	 <p>Iqbal Farooqui Head of Collections Qualification : MBA Experience: Tata Teleservices, HDFC Bank, ICICI Bank, GE Lighting India Ltd.</p> <p>27 10</p>	 <p>Rachit Gehani Chief Technology Officer Qualification : MBA Experience: SOTC Travel, Deloitte, S&P Capital IQ</p> <p>17 8</p>



Total years of experience

Years with IIFL Home Finance

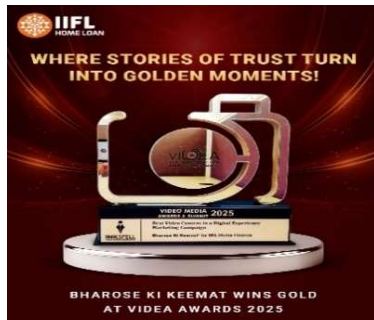
Awards



Awards



Jury Award for Best NBFC - IIFL Home Finance
PMAY Affordable Housing Awards 2025
Date : 2025-06-05



Bharose Ki Keemat - Best Video Content in a digital experience marketing campaign
VIDEA Awards and Summit 2025
Date : 2025-04-09



Bharose Ki Keemat - Best Use of Celebrity Endorsement
14th ACEF Customer Engagement Awards 2025
Date : 2025-04-30



She Creates - Successful Use Of CSR Activity
14th ACEF Customer Engagement Awards 2025
Date: 2025-04-30



ESG Initiative Of The Year - IIFL Home Finance
ESG Summit and Awards 2025
Date: 2025-04-25



Notes

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THANK YOU

