

23 April 2025

To, The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 001 BSE Code: 544252	To, The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1 Block G Bandra - Kurla Complex, Bandra (East) Mumbai - 400 051 NSE Code: BAJAJHFL - EQ
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Dear Sir/Madam,

Sub: Investor Presentation for the quarter ended 31 March 2025

Further to our letter dated 16 April 2025 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Schedule III thereto, please find enclosed herewith presentation on the audited financial results to be made to analysts/investors for the quarter ended 31 March 2025.

Please access the live webcast of conference call scheduled to be held today i.e., 23 April 2025 at 6:00 p.m. IST at [Registration | Bajaj Housing Finance Limited Q4 FY25 Earnings Conference Call](#).

The Investors Presentation is also made available on the website of the Company at <https://www.bajajhousingfinance.in/investor-presentation>

We request you to kindly take the same on record.

Thanking you,

Yours Faithfully,
For **Bajaj Housing Finance Limited**

ATUL
PATNI
Digitally signed
by ATUL PATNI
Date: 2025.04.23
17:00:06 +05'30'

Atul Patni
Company Secretary
Email id:- bhflinvestor.service@bajajhousing.co.in

Encl.: As above

Cc: Catalyst Trusteeship Limited (Debenture Trustee, Pune)

BAJAJ HOUSING FINANCE LIMITED

www.bajajhousingfinance.in



BAJAJ HOUSING FINANCE LIMITED

INVESTOR PRESENTATION Q4 FY2025

23 April 2025

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Asset Quality

Quarterly Synopsis

Good quarter across AUM, profit and asset quality. AUM grew by 26% during the quarter along with healthy asset quality with GNPA at 0.29% in line with previous quarter and NNPA at 0.11%. PAT grew by 54% during Q4 FY25 resulting into steady ROA (annualized) of 2.4%. Operating efficiencies continued to improve with Opex to NTI at 21.7% in Q4 FY25 as against 27.1% in Q4 FY24. PBC stood at 63.28% against regulatory requirement of 60.00%.

Scalability
99,513 Cr 1,14,684 Cr AR AUM
26% AUM YoY Growth
22 States/UTs 216 Branches 174 Locations Geographical Coverage

Profitability
720 Cr 587 Cr PBT PAT
21.7% Opex to NTI
2.4%* 12.1%* RoA RoE

Asset Quality and Adequacy
0.29% 0.11% GNPA NNPA
0.12%* Credit Cost
28.24% 63.28% CRAR PBC



Quarterly Financial Indicators

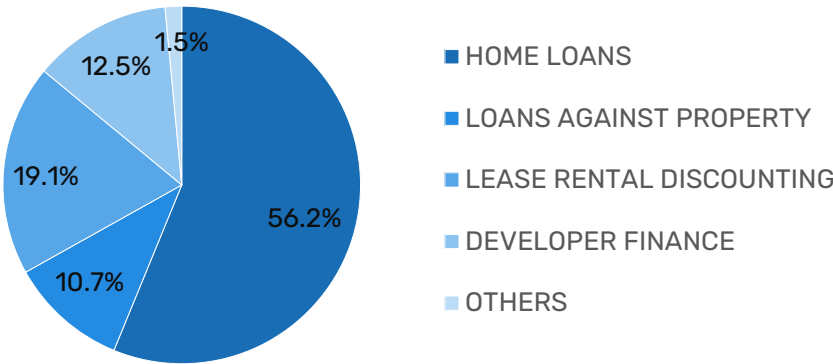
BUSINESS METRICS

26%↑ AUM Growth

₹ 1,14,684 Cr | Q4 FY25
₹ 91,370 Cr | Q4 FY24

- Home Loans 22%
- Loan Against Property 28%
- Lease Rental Discounting 24%
- Developer Finance 49%

Portfolio Composition by AUM



25%↑ Disbursement Growth

₹ 14,254 Cr | Q4 FY25
₹ 11,393 Cr | Q4 FY24

- ✓ AUM growth for the quarter was ₹ 6,370 Cr as against ₹ 5,442 Cr for Q4 FY24 (₹ 5,745 Cr in Q3 FY25)
- ✓ Portfolio composition remained well diversified with home loans share at 56.2%
- ✓ Disbursals grew by 25% in Q4 FY25 from ₹ 11,393 Cr during Q4 FY24 to ₹14,254 Cr during Q4 FY25
- ✓ SBU for near prime and affordable housing continues to deliver as per expectations.
- ✓ Company has strengthened its management team and will invest deeply in SBU and non-metro markets in FY26 for future growth



Quarterly Financial Indicators

COST OF FUNDS & LIQUIDITY

7.9% COF
Q4 FY25

7.9% | Q3 FY25
7.8% | Q4 FY24

BORROWING
MIX

BANK : MONEY MARKET: NHB
41% 49% 10%

- ✓ Liquidity buffer stood at ₹ 2,394 Cr as of 31 March 2025 and liquidity coverage ratio (LCR) for the quarter stood at 191% as against regulatory requirement of 100%
- ✓ COF was in line with Q3 FY25 and is expected to come down from current levels

OPERATING EFFICIENCIES

31%↑
NET INTEREST
INCOME

₹ 823 Cr | Q4 FY25
₹ 629 Cr | Q4 FY24

1.8%
GROSS SPREAD
Q4 FY25

1.9% | Q3 FY25
2.0% | Q4 FY24

34%↑
NET TOTAL
INCOME

₹ 958 Cr | Q4 FY25
₹ 717 Cr | Q4 FY24

4.0%
NET INTEREST MARGIN
Q4 FY25

4.0% | Q3 FY25
3.8% | Q4 FY24

- ✓ In Q4 FY25, Opex to NTI improved to 21.7% as against 27.1% in Q4 FY24. On full year basis, Opex to NTI stood at 20.8% for FY25 as against 24.0% in FY24
- ✓ Company continues to leverage technology while digitalizing various processes. New initiatives of e-agreement and online customer onboarding have shown encouraging results crossing penetration of 93% and 80% respectively in March 2025
- ✓ Employee headcount stood at 1,977 as of 31 March 2025

Quarterly Financial Indicators

CREDIT COST

LOAN LOSSES & PROVISIONS

₹ 30 Cr | Q4 FY25

₹ 35 Cr | Q4 FY24

0.29%

GNPA

Q4 FY25

0.29% | Q3 FY25

0.27% | Q4 FY24

0.11%

NNPA

Q4 FY25

0.13% | Q3 FY25

0.10% | Q4 FY24

- ✓ Loan loss to average loan assets stood at 0.12% in Q4 FY25 as against 0.18% in Q4 FY24
- ✓ Stage 2 assets stood at ₹ 321 Cr (0.32%) in Q4 FY25 as against ₹ 290 Cr (0.36%) in Q4 FY24
- ✓ Stage-3 PCR stood at 60.3% as of 31 March 2025

PROFITABILITY & CAPITAL

48%↑
 PROFIT
 BEFORE TAX

₹ 720 Cr | Q4 FY25

₹ 488 Cr | Q4 FY24

2.4%

ROA

Q4 FY25

2.4% | Q3 FY25

2.0% | Q4 FY24

54%↑
 PROFIT
 AFTER TAX

₹ 587 Cr | Q4 FY25

₹ 381 Cr | Q4 FY24

12.1%

ROE

Q4 FY25

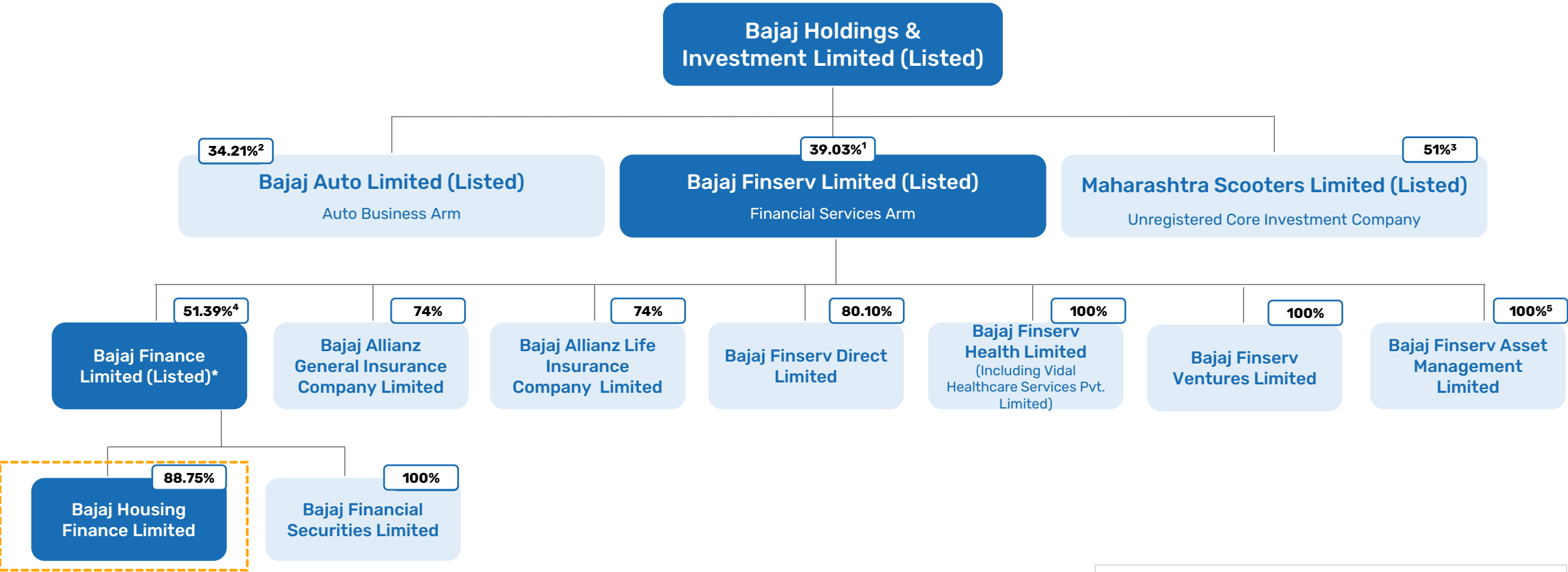
11.5% | Q3 FY25

12.7% | Q4 FY24

- ✓ Net worth stood at ₹ 19,932 Cr as of 31 March 2025
- ✓ Capital adequacy ratio stood at 28.24% as of 31 March 2025 as against regulatory requirement of 15.00%. Out of total CRAR, Tier-1 was 27.72%
- ✓ As of 31 March 2025, leverage ratio stood at 5.2 times and debt-to-equity ratio at 4.1 times
- ✓ ROE at 12.1% for Q4 FY25 owing to impact of capital raise through rights issue in April 2024 and IPO in September 2024
- ✓ The Company has re-evaluated its income tax position on deductibility of certain expenditure. Accordingly, the Company has reversed ₹ 24.44 Cr in tax expense from previous years and reduced FY25 tax provisions by ₹ 9.78 Cr resulting into total tax reduction of ₹ 34.22 Cr in Q4 FY25



Part of Bajaj Group



1. 60.64% holding via promoter holding & promoter group
2. 55.04% holding via promoter holding & promoter group
3. 51% holding through promoter holding company
4. 54.73% holding via promoter holding & promoter group
5. Bajaj Finserv Mutual Fund Trustee Ltd is a wholly owned subsidiary of Bajaj Finserv Limited, acts as Trustee to the Asset Management Company.

Journey at a glance ...



FY18

- Started lending operations
- Focus on salaried home loans including those from developer counter

FY19

- Crossed AUM milestone of 15,000 Cr
- Adopted hub-based model for salaried credit underwriting
- Raised 2,000 Cr through two rounds of capital

FY20

- Crossed AUM milestone of 30,000 Cr
- Raised capital of 1,500 Cr

FY21

- Introduced offering of "Repo rate linked home loans"
- Started intermediary sourcing for retail products
- Developed mobility app for digital sourcing

FY22

- Crossed AUM milestone of 50,000 Cr
- Introduced "e-Home Loan sanction" functionality

FY23

- Classified as "Upper Layer NBFC" by the RBI
- Introduced e-agreement functionality eliminating multiple wet signatures
- Gained traction and added marquee

FY24

- Crossed AUM milestone of 91,000 Cr
- Launched online customer onboarding journey (DIY home loan journey)
- Started focus on self-employed home loan

FY25

- Crossed AUM milestone of 100,000 Cr
- Raised 2,000 Cr through rights issue in Apr'24
- Equity capital market listing in Sep'24 with fresh issue of 3,560 Cr
- Launched SBU for home loans offering to near prime and affordable customer segment

AUM

3,570 Cr

10 Cr

17,562 Cr

110 Cr

32,705 Cr

421 Cr

38,871 Cr

453 Cr

53,322 Cr

710 Cr

69,228 Cr

1,258 Cr

91,370 Cr

1,731 Cr

64% CAGR

1,14,684 Cr

2,163 Cr

PAT

116% CAGR

... backed by Consistent Financial Performance: 8-year Financial Snapshot

₹ in Crore

Financials Snapshot	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	CAGR (8 yrs.)
AUM	3,570	17,562	32,705	38,871	53,322	69,228	91,370	1,14,684	64%
Interest income	74	998	2,303	2,877	3,482	5,269	7,202	8,986	99%
Fees and other income	32	158	343	278	285	396	415	590	52%
Total income	106	1,156	2,646	3,155	3,767	5,665	7,617	9,576	90%
Interest expenses	47	685	1,616	1,966	2,155	3,211	4,692	5,979	100%
Net Total Income (NTI)	59	471	1,030	1,189	1,612	2,454	2,925	3,597	80%
Operating Expenses	44	297	339	329	471	630	703	747	50%
Pre-provisioning operating profit	15	174	691	860	1,141	1,824	2,222	2,850	112%
Loan Losses & Provision	4	25	124	247	181	124	61	80	53%
Profit before tax	11	149	567	613	960	1,700	2,161	2,770	120%
Profit after tax	10	110	421	453	710	1,258	1,731	2,163	116%

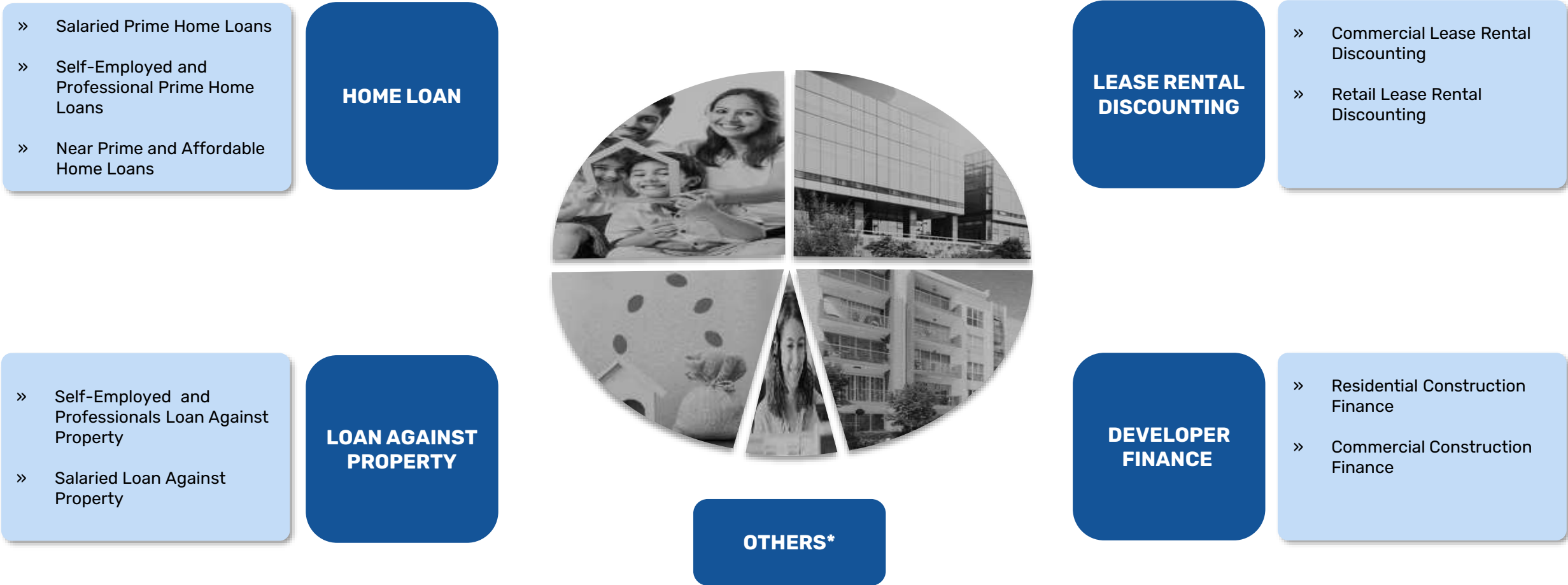
Key Ratios:	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25
Opex to NTI	74.6%	63.1%	32.9%	27.7%	29.2%	25.7%	24.0%	20.8%
Loan loss to avg. loan assets	0.22%	0.24%	0.55%	0.80%	0.45%	0.23%	0.09%	0.09%
Return on average assets	0.6%	1.1%	1.9%	1.5%	1.8%	2.3%	2.4%	2.4%
Return on average equity	1.1%	4.2%	9.1%	7.8%	11.1%	14.6%	15.2%	13.4%
Gross NPA	0.00%	0.05%	0.08%	0.35%	0.31%	0.22%	0.27%	0.29%
Net NPA	0.00%	0.04%	0.05%	0.22%	0.14%	0.08%	0.10%	0.11%
Provision coverage ratio	-	35%	38%	38%	54%	64%	64%	60%
CRAR	45.12%	25.81%	25.15%	21.33%	19.71%	22.97%	21.28%	28.24%
Leverage ratio	3.03	5.26	5.62	6.28	7.20	6.16	6.69	5.15
Capital infusion*	1,200	2,000	1,500	-	-	2,500	-	5,560

BAJAJ HOUSING FINANCE LIMITED

* Capital infusion of ₹ 328 crore prior to FY18 , ₹ 2,000 crore on 3rd April 2024 via rights issue and ₹ 3,560 crore on 16th September 2024 through Fresh issue (IPO)



Largest non-deposit taking HFC offering full suite of mortgage products...





... through omnichannel sourcing strategy...

RETAIL		COMMERCIAL		
	HOME LOAN	LOAN AGAINST PROPERTY	LEASE RENTAL DISCOUNTING	DEVELOPER FINANCE
DIRECT	 Developer ecosystem  Self-sourcing  Digital partners  Digital ecosystem	 Self-sourcing  Digital partners  Digital ecosystem	 Relationship led model (existing and new customers)	 Relationship led model (existing and new customers)
INDIRECT	 Aggregators & direct selling agents  Channel partners  Connectors	 Aggregators & direct selling agents  Connectors	 IPC & Wealth Management Companies	

Enabled by partnerships, domain expertise, & faster turn-around-time.

... by consistently enhancing customer experience through digital initiatives...



... while maintaining healthy asset quality through strong risk management

	RETAIL	COMMERCIAL
UNDERWRITING	» Underwriting through 5 centralized hubs » Dedicated underwriting structures for salaried and self-employed loans » Tele/ Video PD for all salaried loans » Additional business verification check for all self-employed loans » Collateral assessment across 8 centralized hubs having dedicated teams for legal and technical verification processes » Pre-disbursal centralized hind-sighting process	» Dedicated underwriting structure of subject matter experts having relevant domain experience » Detailed credit approval memo assessment of each commercial transaction » LRD transactions: Detailed assessment of customer's borrowing requirement, financial robustness, marketability, collateral site, credibility of lessee's, lock-in period etc. » DF transactions: Detailed assessment of developers' history, project site, project approvals, cash flows, existing projects performance etc.
RISK MANAGEMENT	» Monthly portfolio monitoring process to track key indicators including product wise bounce rates, collection efficiency, GNPA and portfolio health » Multivariate analysis to identify emanating areas of concerns along with early warning signals	» Centralized specialized team for detailed portfolio oversight, escrow tracking and project visit » Detailed scrutiny of project cash flows, construction, sales and collection milestones, vacancy trends and rental transactions etc. » Annual review process to evaluate the financial health of all commercial clients
DEBT MANAGEMENT	» Dedicated debt management through in-house debt management team » Backed by a dedicated legal structure focused on SARFAESI, wherever needed » Dedicated teams for resolution of legal cases at different stages	» Relationship-driven model wherein relationship manager is entrusted for sourcing and debt management

Strategic Differentiators

SCALABLE BALANCE SHEET

Focus on building scalable balance sheet through Prime Housing and Lease Rental Discounting as scale builders

LOW RISK BUSINESS MODEL

Robust underwriting and risk management delivering low risk

DELIVER MEDIUM RETURN

Balanced portfolio mix between operating businesses and sub-segments delivering medium return

FULL MORTGAGE PRODUCT SUITE

Offering all mortgage products to all customer segments across all transaction types and sub-segments (Prime and Non-prime)

DIVERSIFIED BORROWING MIX

Diversified Borrowings mix between Banks : Money market : NHB with focus on enhancing floating rate borrowing

Medium-term Guidance on Key Financial Indicators



AUM Growth

24-26%



Opex to NTI

14 – 15%



GNPA

40 – 60 bps



Credit Cost

20 – 25 bps



PCR

40 – 50%



ROA

2.0 – 2.2%



Leverage

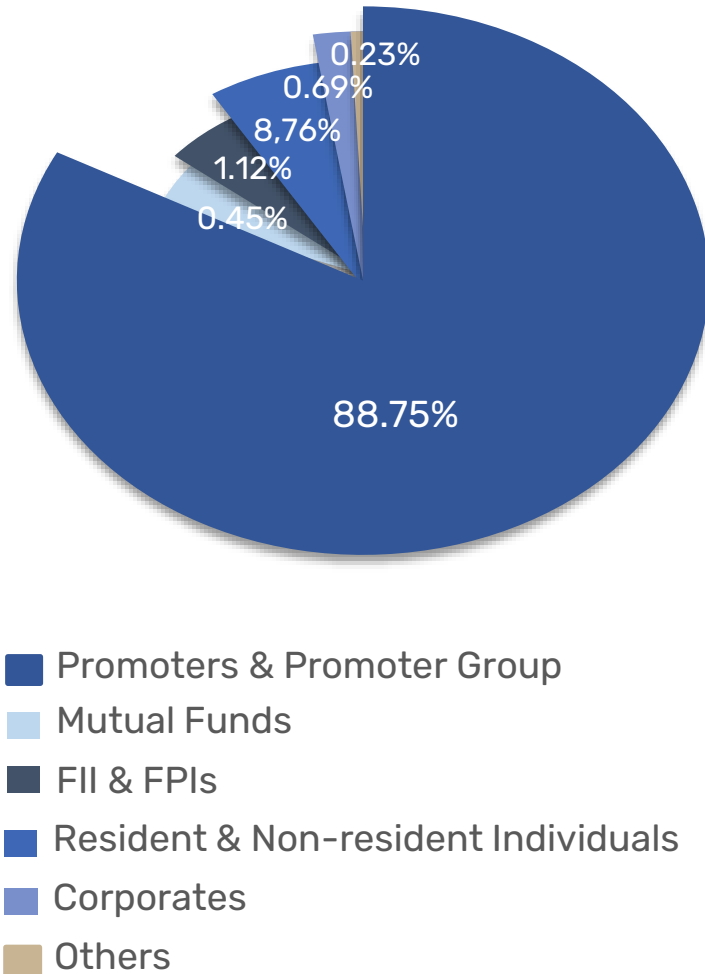
7 – 8 times



ROE

13 – 15%

Shareholding Profile



Holding of top-20 investors

S. No.	Name of Shareholder	Holding %
1	Bajaj Finance Limited	88.75
2	Vanguard Total International Stock Index Fund	0.16
3	Vanguard Emerging Markets Stock Index Fund, A Series Of Vanguard International Equity Index Funds	0.13
4	New World Fund Inc	0.13
5	Catamaran Ventures LLP	0.12
6	ICICI Prudential Life Insurance Company Limited	0.11
7	Government Of Singapore	0.11
8	Vanguard Fiduciary Trust Company Institutional Total International Stock Market Index Trust li	0.08
9	Government Pension Fund Global	0.08
10	Florida Retirement System - Allspring Global Investments, LLC (Emsc)	0.06
11	Serum Institute Of India Pvt Ltd	0.05
12	Fidelity Investment Trust Fidelity Emerging Asia Fund	0.05
13	SBI Life Insurance Co. Ltd	0.04
14	Edelweiss Trusteeship Co Ltd Ac- Edelweiss MF Ac- Edelweiss Mid Cap Fund	0.04
15	Nomura India Investment Fund Mother Fund	0.04
16	HDFC Life Insurance Company Limited	0.04
17	Monetary Authority Of Singapore	0.04
18	Edelweiss Trusteeship Co Ltd Ac - Edelweiss MF Ac - Edelweiss Recently Listed IPO Fund	0.03
19	HDFC Trustee Company Ltd. A/c - HDFC Large Cap Fund	0.03
20	ICICI Prudential Nifty Next 50 Index Fund	0.03

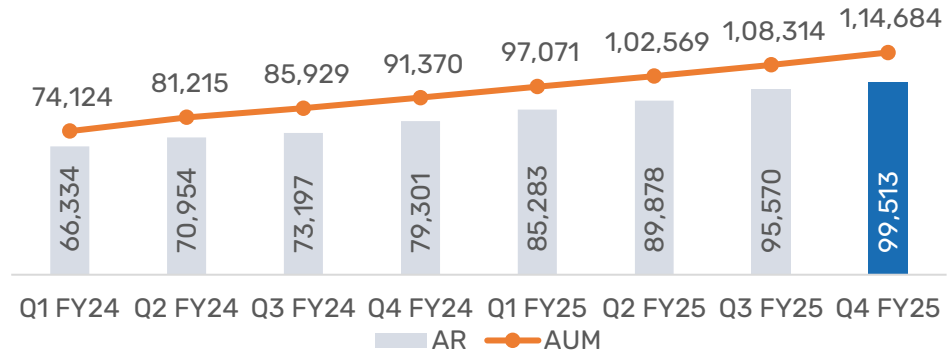
Quarterly Financial Snapshot

₹ in Crore

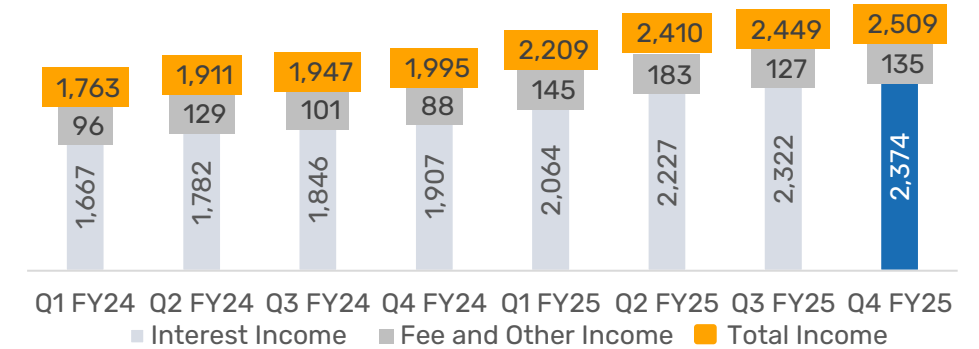
Financials Snapshot	Q4 FY25	Q4 FY24	YoY	FY25	FY24	YoY
Assets under management	1,14,684	91,370	26%	1,14,684	91,370	26%
Loan Assets	99,513	79,301	25%	99,513	79,301	25%
Interest income	2,374	1,907	24%	8,986	7,202	25%
Interest expenses	1,551	1,278	21%	5,979	4,692	27%
Net Interest income	823	629	31%	3,007	2,510	20%
Fees and commission income	51	42	21%	201	138	46%
Net gain on fair value changes	27	35	(23%)	164	133	23%
Sale of services and Income on de-recognised loans	47	1		177	106	67%
Others*	10	10	0%	48	38	26%
Net Total Income (NTI)	958	717	34%	3,597	2,925	23%
Operating Expenses	208	194	7%	747	703	6%
Pre-provisioning operating profit	750	523	43%	2,850	2,222	28%
Loan Losses & Provision	30	35	(14%)	80	61	31%
Profit before tax	720	488	48%	2,770	2,161	28%
Profit after tax	587	381	54%	2,163	1,731	25%
Key Ratios:						
Opex to NTI	21.7%	27.1%		20.8%	24.0%	
Loan loss to Average Loan Assets **	0.12%	0.18%		0.09%	0.09%	
Return on Average Loan Assets **	2.4%	2.0%		2.4%	2.4%	
Return on Average Equity **	12.1%	12.7%		13.4%	15.2%	
Earning per share - Basic (₹)	0.70	0.57		2.67	2.58	
Earning per share - Diluted (₹)	0.70	0.57		2.67	2.58	

Key Financial Trends

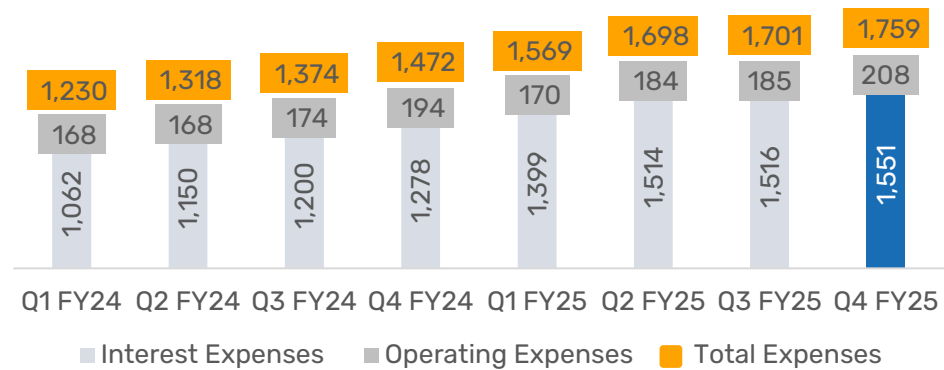
ASSETS



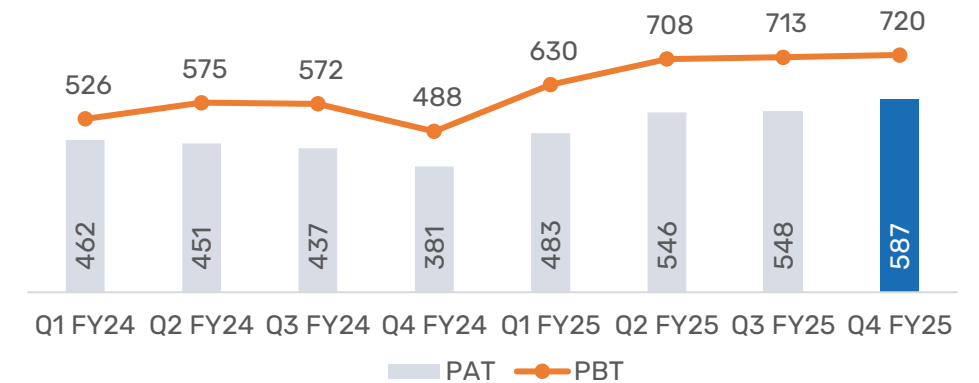
INCOME



EXPENSE

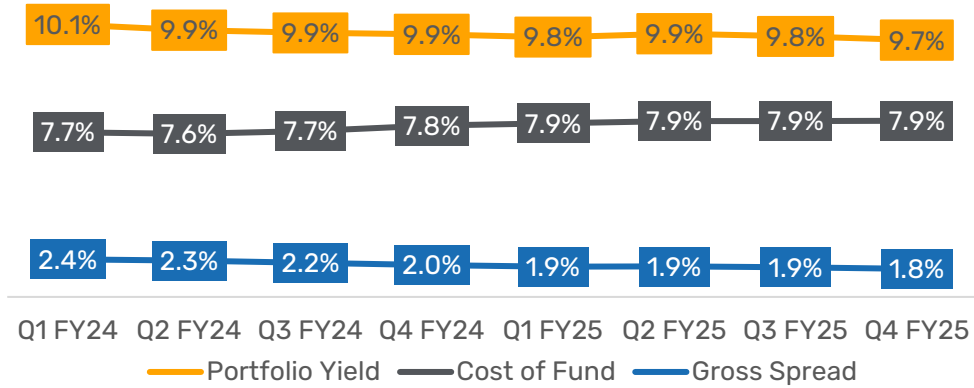


PROFITABILITY

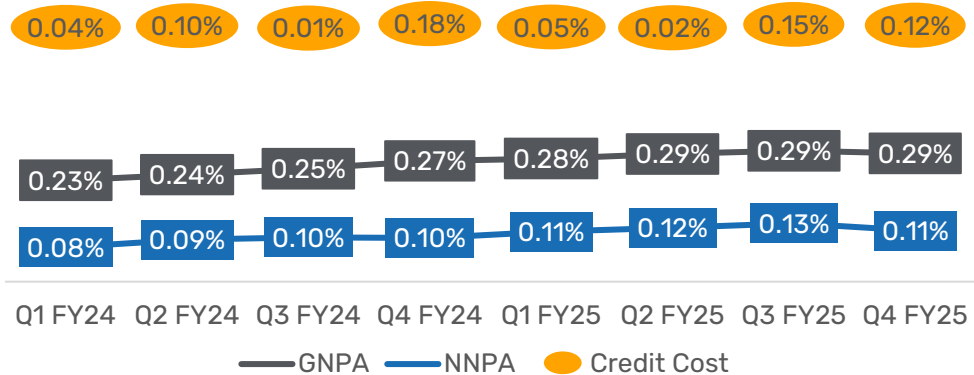


Key Financial Trends

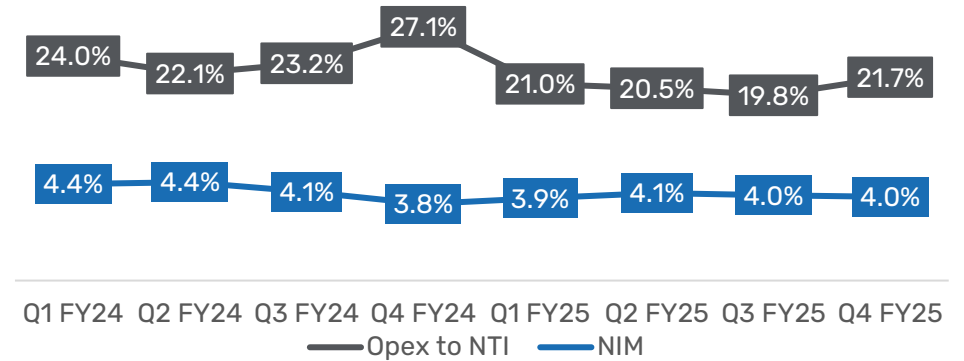
PORTFOLIO YIELD, COF AND GROSS SPREAD



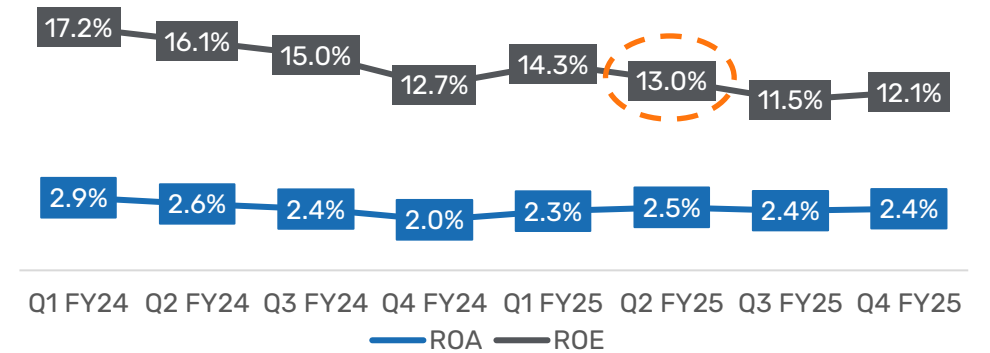
ASSET QUALITY



MARGIN AND OPERATING EFFICIENCY



RETURN RATIOS



Q1 FY24 Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY25 Q4 FY25

— ROA — ROE

Q1 FY24 Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY25 Q4 FY25

— Opex to NTI — NIM

24.0% 22.1% 23.2% 27.1% 21.0% 20.5% 19.8% 21.7%

4.4% 4.4% 4.1% 3.8% 3.9% 4.1% 4.0% 4.0%

Q1 FY24 Q2 FY24 Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY25 Q4 FY25

— Portfolio Yield — Cost of Fund — Gross Spread

10.1% 9.9% 9.9% 9.9% 9.8% 9.9% 9.8% 9.7%

7.7% 7.6% 7.7% 7.8% 7.9% 7.9% 7.9% 7.9%

2.4% 2.3% 2.2% 2.0% 1.9% 1.9% 1.9% 1.8%



Diversified Borrowing Mix supported by highest possible domestic credit rating...



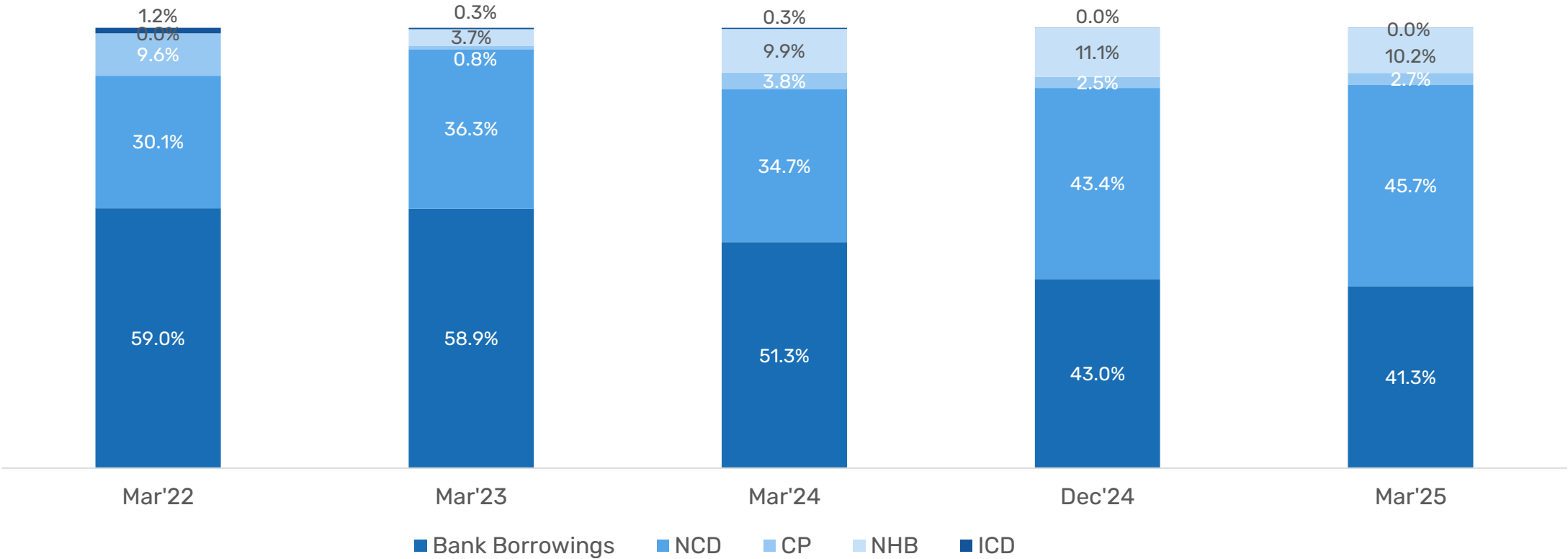
Highest possible Domestic Credit Rating*



Focus on Longer tenor funding through Money Market and NHB Refinance

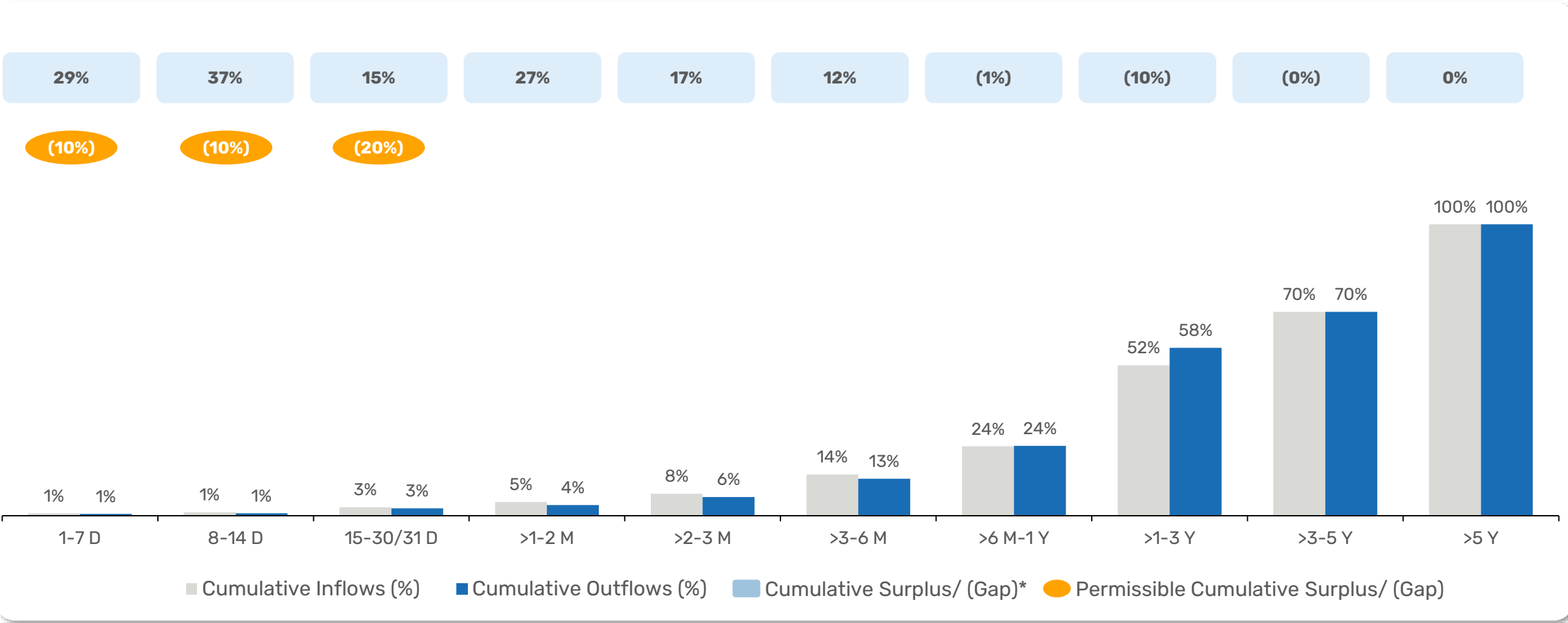


Diversified borrowing backed by relationship with 17 banks



* For both the long-term (AAA/stable) as well as short-term (A1+/stable) borrowings programme (rating by CRISIL and India Ratings)

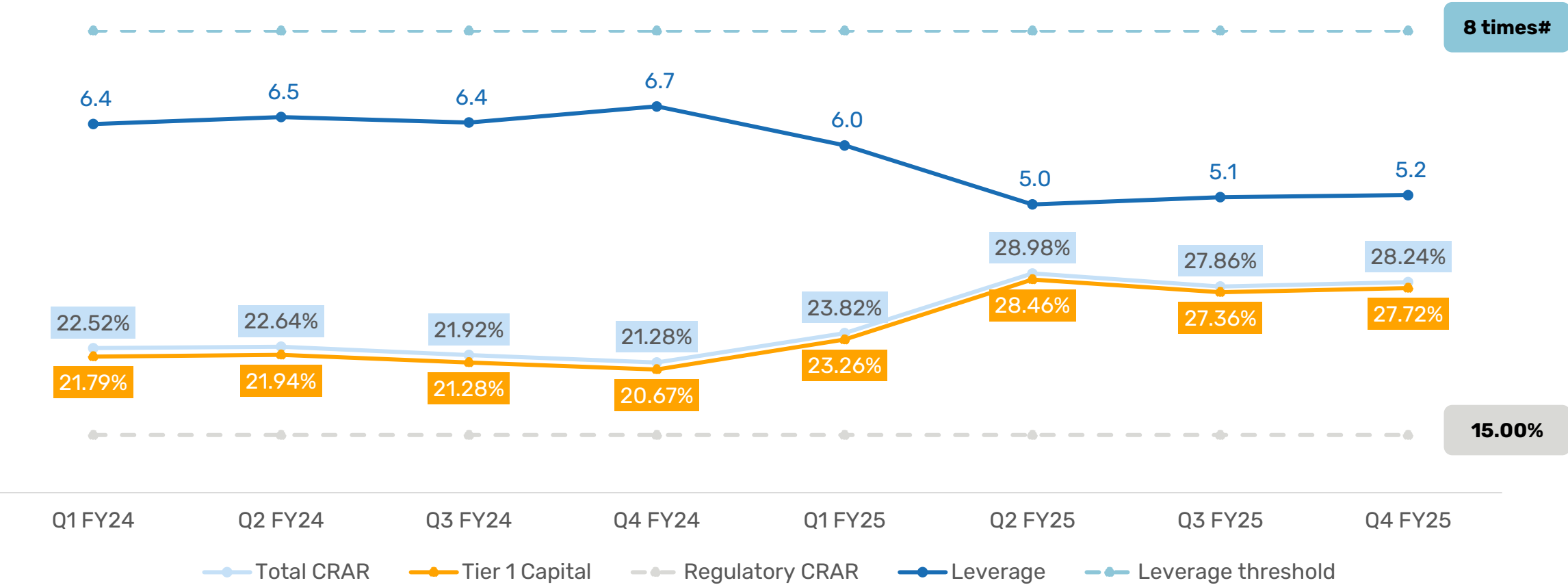
... with comfortable behaviouralized ALM position



* As a % of cumulative outflows



Key Sustainability Ratios

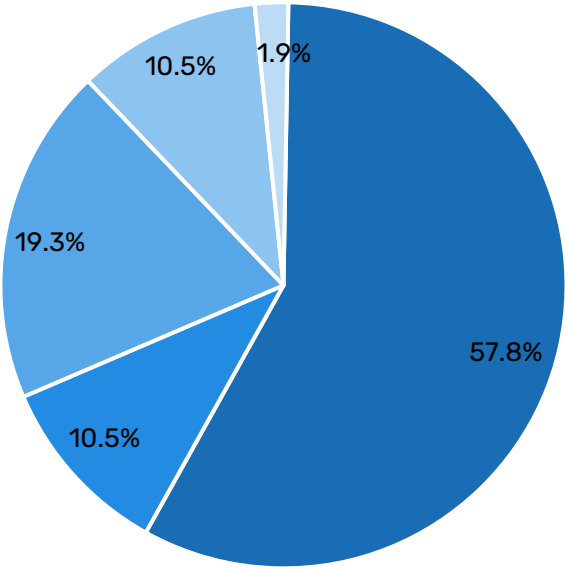


Internal leverage threshold.

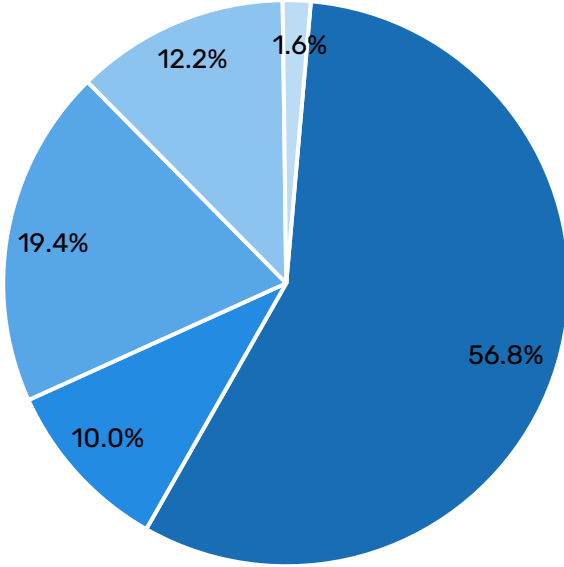


Most Diversified HFC straddling across mortgage products

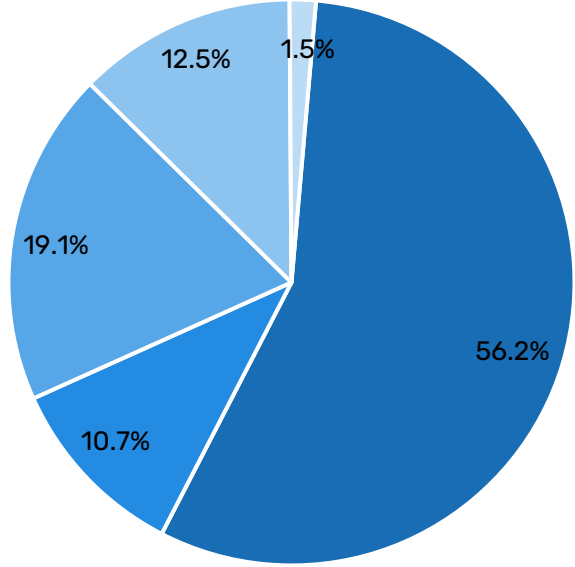
AUM Mix



MAR'24: 91,370 Cr



DEC'24: 1,08,314 Cr



MAR'25: 1,14,684 Cr

Home Loans

LAP

LRD

DF

Others

Home Loans

Offering spanning **all home loan transaction spectrum**: New home purchase, resale, balance transfer and self-construction

Micro market strategy to bifurcate locations into dedicated operational areas

Covering **all customer segments**: Salaried, self-employed, and professionals and **all customer classes**: Prime, Near Prime and Affordable

Leveraging Developer Finance relationships: Key sourcing funnel for retail home loans

Large APF base (7,300+ projects): Accelerating loan processing time for home purchase

Customized product offerings with digital tools for customer onboarding complemented by **doorstep service**



AUM

64,447 Cr



Locations

174



ATS

(at origination)

45.5 Lakhs



Avg. Customer Salary

(at origination)

14.7 Lakhs



Customer Mix

Salaried: Self-employed : Professional

85% : 11% : 4%



Customers with CIBIL >750

(at origination)

76.7%

Loans Against Property

Sourcing from both intermediaries as well as direct-to-customer channels

Covering all customer segments: Self-employed, salaried and professionals

Cash flow backed lending at **competitive pricing**

“Flexi” proposition to cater customer needs (24% as of Q4 FY25)

Higher mix of **self-occupied residential property (SORP)** mix in overall LAP portfolio



AUM

12,262 Cr



Locations

74



ATS
(at origination)

67.9 Lakhs



Customer Mix
Self-employed: Salaried:
Professional

76% : 17% : 7%



SORP Mix
(of portfolio)

72%

Lease Rental Discounting

LRD offering across **stabilized commercial assets** including office space, warehousing and industrial properties

Diverse Lessee base includes MNCs and Indian Corporates

Customer base spans across **commercial real estate developers, listed REITs, Private Equity and Sovereign funds**

Relationship led model for sourcing with focus on **Grade-A properties**

ESCROW mechanism for rental tracking

Dedicated portfolio monitoring team



AUM

21,913 Cr



Locations

17



ATS
(at origination)

99 Cr



Active Customers

292



Portfolio Mix

19.1%

Developer Financing

Offering **construction finance for residential as well as commercial** real estate

Granular book across 798 projects

Catering to developers focused on **micro market, regional as well as pan India projects**

Milestone linked tranche disbursement based on **stage of construction, sales and collection**

Transaction backed by **ESCROW** mechanism for cash flow tracking

Act as **sourcing funnel for retail home loans**



AUM

14,346 Cr



Locations

16



ATS
(at origination)

48 Cr



Active Developer Relationships

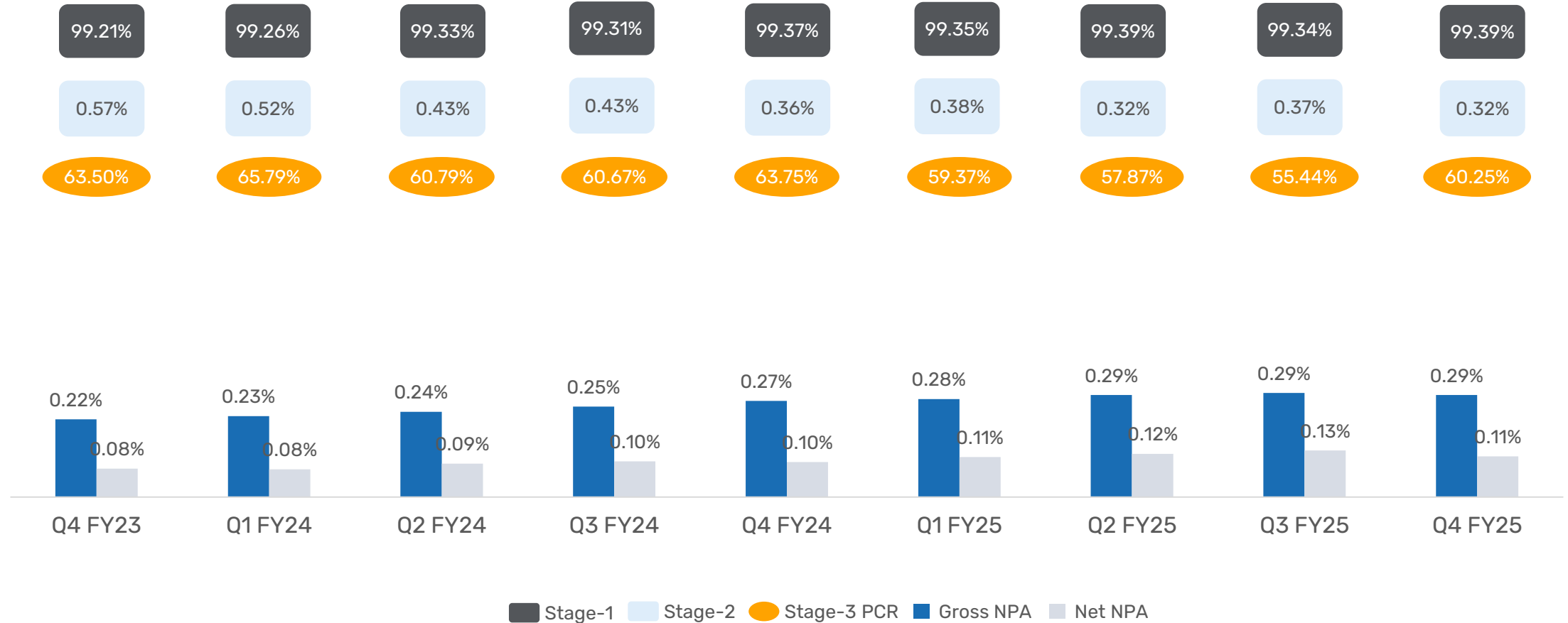
519



Active Projects

798

Asset Quality Trends





Stagewise Provisioning

₹ in Crore

Particulars	Gross Assets Receivable			ECL Provision			PCR %		
	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3	Stage 1	Stage 2	Stage 3
Home Loans	60,988	224	206	106	48	124	0.17%	21.60%	59.97%
Loan Against Property	8,724	84	57	60	19	30	0.69%	22.68%	52.31%
Lease Rental Discounting	13,634	-	-	78	-	-	0.57%	-	-
Developer Finance	14,429	-	7	83	-	6	0.58%	0.00%	91.76%
Other loans	1,708	13	17	6	4	13	0.35%	30.43%	77.94%
Total as of 31 March 2025	99,483	321	287	333	71	173	0.34%	22.25%	60.25%
Total as of 31 December 2024	95,484	355	281	311	83	156	0.33%	23.49%	55.44%
Total as of 31 March 2024	79,319	290	216	319	68	137	0.40%	23.31%	63.75%



Provisioning Coverage

₹ in Crore

Particulars	AUM 31 Mar 25	GNPA	NNPA	PCR (%)	GNPA %			NNPA %		
					31 Mar 24	31 Dec 24	31 Mar 25	31 Mar 24	31 Dec 24	31 Mar 25
Home Loans	64,447	206	82	59.97%	0.27%	0.33%	0.34%	0.10%	0.16%	0.13%
Loan Against Property	12,262	57	27	52.31%	0.68%	0.76%	0.65%	0.26%	0.38%	0.31%
Lease Rental Discounting	21,913	-	-	-	-	-	-	-	-	-
Developer Finance	14,346	7	1	91.76%	0.15%	0.09%	0.05%	0.04%	0.01%	0.00%
Other loans	1,716	17	4	77.94%	0.91%	0.95%	0.95%	0.21%	0.22%	0.21%
Total	1,14,684	287	114	60.25%	0.27%	0.29%	0.29%	0.10%	0.13%	0.11%

THANK YOU

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Abbreviation

Term	Full Form
NBFC-UL	Non-Banking Finance Company – Upper Layer as per “Scale Based Regulation” by the RBI
HFC	Housing Finance Company
GNPA	Gross Non-Performing Assets
NNPA	Net Non-Performing Assets
AUM	Assets Under Management
ATS	Average Ticket Size
APF	Approved Project Finance
SORP	Self-occupied residential property
PCR	Provision Coverage Ratio
NCD	Non-Convertible Debentures
CP	Commercial Papers
NHB	National Housing Bank
ICD	Inter-Corporate Deposit

Term	Full Form
NTI	Net Total Income
NIM	Net Interest Margin
ROA	Return on Average Assets
ROE	Return on Average Equity
CRAR	Capital Adequacy Ratio
DIY	Do It Yourself
PD	Personal Discussion
LTV	Loan to Value
REIT	Real Estate Investment Trust
FII	Foreign Institutional Investors
FPI	Foreign Portfolio Investors
IPC	International Property Consultants

Behaviouralized ALM snapshot

₹ in Crore

Particulars	1-7 D	8-14 D	15-30/31 D	>1-2 M	>2-3 M	>3-6 M	>6 M-1 Y	>1-3 Y	>3-5 Y	>5 Y	Total
Cash & Investments	63	6	60	300	209	148	528	-	1,281	-	2,595
Advances	1,074	431	1,101	2,002	1,945	5,555	9,953	28,982	16,941	31,529	99,513
Other inflows	9	-	1,088	66	1,617	2,959	2,213	7,568	5,875	8,015	29,410
Total Inflows (A)	1,146	437	2,249	2,368	3,771	8,662	12,694	36,550	24,097	39,544	1,31,518
Cumulative Total Inflows (B)	1,146	1,583	3,832	6,200	9,971	18,633	31,327	67,877	91,974	1,31,518	
Borrowings	338	-	563	564	2,707	5,619	9,412	31,229	15,716	15,924	82,072
Total Equity	-	-	-	-	-	-	-	-	-	19,947	19,947
Other Outflows	549	268	1,617	975	909	2,579	5,391	13,083	494	3,634	29,499
Total Outflows (C)	887	268	2,180	1,539	3,616	8,198	14,803	44,312	16,210	39,505	1,31,518
Cumulative Total Outflows (D)	887	1,155	3,335	4,874	8,490	16,688	31,491	75,803	92,013	1,31,518	
Gap (E = A - C)	259	169	69	829	155	464	(2,109)	(7,762)	7,887	39	
Cumulative gap (F = B-D)	259	428	497	1,326	1,481	1,945	(164)	(7,926)	(39)	-	
Cumulative gap as % (F/D)	29%	37%	15%	27%	17%	12%	(1%)	(10%)	(0%)	0%	
Permissible cumulative gap % (regulatory limits)	(10%)	(10%)	(20%)								
Additional borrowings possible			1,456								

Additional Metrics – Q4 FY25

Particulars	Metrics
AUM Mix:	
On-book (%)	87%
Off-book (%)	13%
AUM/ Branch (₹ in Cr.)	531 Cr
AUM/ Employee (₹ in Cr.)	58 Cr
Yield on Loan Assets (%)	9.9%
Cost of Borrowings (%)	7.8%
Spread (%)	2.1%
Opex to Average Assets (%)	0.9%
HL Sourcing Channel Mix at AUM level (Direct : Indirect) (%)	46% : 54%
Avg. LTV – HL (at origination) (%)	69%
Avg. LTV – LAP (at origination) (%)	51%

Formulas

Particulars	Metrics
Opex to NTI	Ratio of operating expenses to net total income for relevant period
Net Interest Margin (NIM)	Ratio of total income reduced by finance cost to average loan assets for relevant period
RoA	Ratio of profit after tax to average loan assets for the relevant period
RoE	Ratio of profit after tax to average equity for the relevant period
Leverage	Ratio of total assets to total equity as at last day of relevant period
Debt-to-equity	Ratio of total borrowings to total equity as at last day of relevant period
AUM/branch	Assets under management divided by total number of branches as at last day of relevant period
AUM/employee	Assets under management divided by total number of employees as at last day of relevant period
Credit Cost (Loan loss to average loan assets)	Ratio of loan losses & provisions to average loan assets for relevant period
Portfolio Yield	Weighted average of portfolio IRR as at last day of relevant period
Cost of Funds	Ratio of interest cost and fund-raising cost to daily average borrowings for relevant period
Gross Spread	Portfolio Yield – Cost of Funds
Yield on Loan Assets	Ratio of interest income to average loan assets for relevant period
Cost of Borrowings	Ratio of finance cost to average borrowings for relevant period
Spread	Yield on loan assets – Cost of Borrowings