

**HFFCIL/BSE/NSE/EQ/07/2020-21**

**Date: 12-02-2021**

To, <b>BSE Limited,</b> Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001. Scrip Code- <b>543259</b>	To, <b>The National Stock Exchange of India Limited,</b> The Listing Department, Bandra Kurla Complex, Mumbai- 400 051.  Scrip Symbol- <b>HOMEFIRST</b>
----------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------

**Sub: Investor Presentation on the Unaudited Financial Results for the quarter and nine months ended December 31,2020**

Dear Sir/Madam,

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Results for the quarter and nine months ended December 31, 2020.

This Investor Presentation may also be accessed on the website of the Company at [www.homefirstindia.com](http://www.homefirstindia.com)

This is for your information and record.

For **Home First Finance Company India Limited**

**Shreyans Bachhawat**  
**Company Secretary and Compliance Officer**  
**ACS NO: 26700**



Investor Presentation – Q3FY21

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Home First Finance Company India Ltd.** (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

# Homefirst – Listing

- Homefirst listed on NSE and BSE on February 3rd, 2021 – which coincides with the company’s date of Incorporation
- Total Issue Size: Rs 11,537.19 million
- Primary issue of Rs 2,650.00 million
- Offer price: Rs 518 per share
- 26.21 times subscription



Sr No.	Category	Shares Offered	Shares applied for	No of times of Subscription
1	RETAIL	7,795,395	46,208,064	5.93
2	HNI	3,340,884	125,891,164	37.68
3	QIBs	4,454,511	236,597,396	53.11
<b>GRAND TOTAL</b>		<b>15,590,790</b>	<b>408,696,624</b>	<b>26.21</b>

# Executive Summary | 9MFY21

## AUM

**Rs 39,406 Mn**

+16.1% y-o-y

## Disbursement

**Rs 6,448 Mn**

-49.3% y-o-y

## PAT

**Rs 689 Mn**

+2.7% y-o-y

## Spread\*

**4.7%**

+60 bps y-o-y

## Gross Stage3/POS

**1.6%**

+60 bps y-o-y

## ROA

**2.5%**

-60 bps y-o-y

## Opex to Assets

**2.7%**

-100 bps y-o-y

## Cost to Income

**39.5%**

-540 bps y-o-y

**Collection Efficiency strong at 97.6% for the month of Dec'20 (Nov'20: 96.6%)**

**Zero restructuring**

**Tier 1 CRAR at 51.0%**

# Homefirst – Who are we

- ☑ Technology driven Affordable Housing Finance Company with pan India presence
- ☑ Home Loans to first time home buyers with predominant focus on salaried individuals having income <Rs. 50k p.m
- ☑ 92% of book comprise of housing loans with average ticket size of Rs 10.1 lakhs
- ☑ Strong liquidity pipeline with positive ALM and zero commercial papers
- ☑ Data science backed centralized underwriting with in-depth understanding of local property markets

Branches / States / Districts

72/11/60



Active customer accounts

47,115



Occupation Mix of AUM (9MFY21)

75% salaried



Cumulative liquidity raised (ex Equity) in 9MFY21

Rs 17,714 Mn



Number of employees (9MFY21)

692

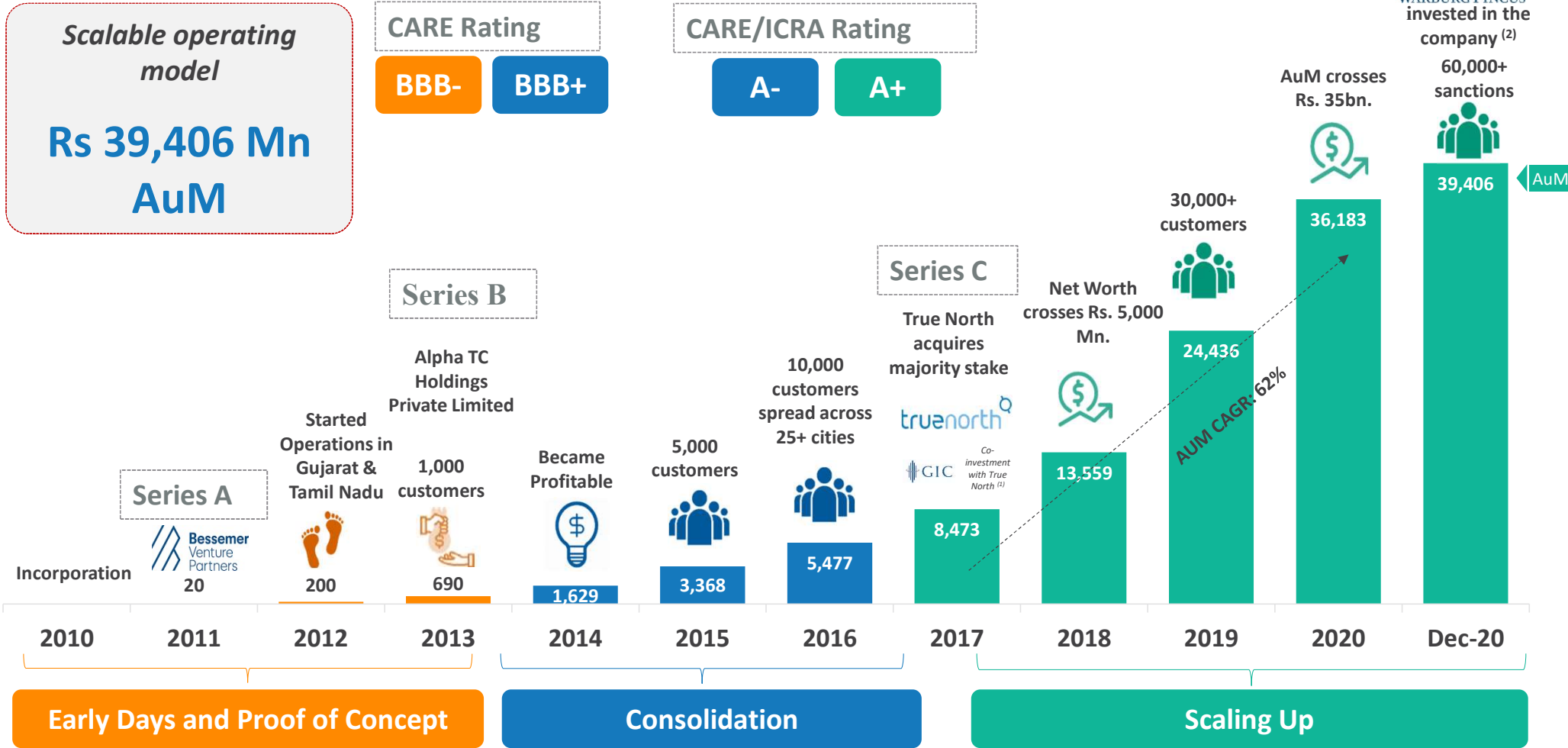




# Our Journey

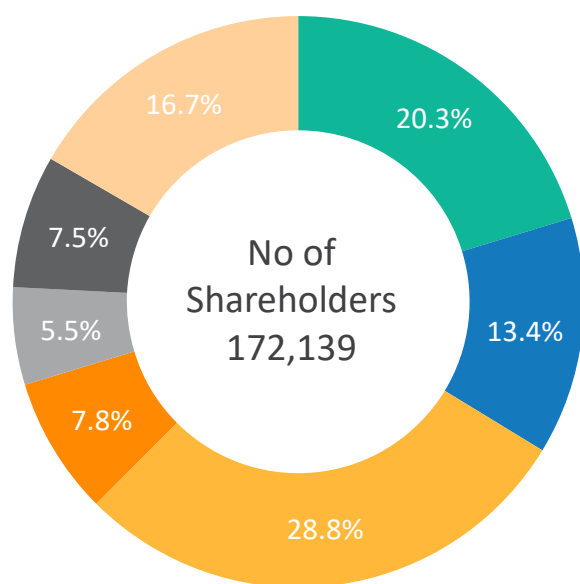
Scalable operating model

**Rs 39,406 Mn**  
AuM



Note: AUM in INR Million  
 (1) Aether has co-invested with True North. Waverly owns 100% of Aether Class B Shares. Waverly is a wholly-owned indirect subsidiary of GIC (Ventures) Pte. Ltd  
 (2) Investment by Orange Clove Investments B.V (an affiliate of Warburg Pincus). Warburg Invested on 1<sup>st</sup> October 2020

# Shareholding as on 5th Feb 2021



- TRUE NORTH FUND V LLP
- AETHER (MAURITIUS) LIMITED
- ORANGE CLOVE INVESTMENTS B.V (WARBURG PINCUS)
- BESSEMER INDIA CAPITAL HOLDINGS II LTD
- MFs & AIFs
- FIIs & FPs
- Public & Others

PROMOTER & PROMOTER GROUP		% Holding
TRUE NORTH FUND V LLP		20.3
AETHER (MAURITIUS) LIMITED		13.4
KEY INVESTORS		% Holding
ORANGE CLOVE INVESTMENTS B.V (WARBURG PINCUS)		28.8
BESSEMER INDIA CAPITAL HOLDINGS II LTD		7.8
MFs & AIFs		% Holding*
MOTILAL OSWAL		1.5
ADITYA BIRLA SUN LIFE		0.6
ICICI PRUDENTIAL		0.6
NIPPON LIFE INDIA		0.6
SUNDARAM		0.4
FIIs & FPIs		% Holding*
NOMURA		1.2
BUENA VISTA		1.0
MORGAN STANLEY		0.9
FIDELITY		0.6
TT INTERNATIONAL FUNDS PLC (ASIA-PACIFIC EQUITY FUND)		0.6

\*Holding through various schemes & funds



# Experienced Management Team with Distinguished Board



## Experienced Management team



**Manoj Viswanathan**  
Managing Director & CEO

24+

- 23+ years in Consumer Lending. 11 years with CITI.



**Ajay Khetan**  
Chief Business Officer

19+

- 18+ years in Consumer Lending & Technology at Macquarie Group, HP Financial Services and Citigroup



**Gaurav Mohta**  
Chief Marketing Officer

17+

- 16+ years in Consumer Lending and Product Management with Kotak Bank, Citigroup & RPG-Foodworld



**Vilasini Subramaniam**  
Head – Strategic Alliances

16+

- 15+ years in Product Development, Analytics, & Business Strategy at Citigroup & Janalakshmi Financial Services



**Nutan Gaba Patwari**  
CFO

14+

- 13+ years in Business Finance, Operation Management at HUL, ITC and Philip Morris



**Ramakrishna Vyamajala**  
Chief Human Resources

15+

- 14+ years in HR operations at IDFC Bank and Vedanta



**Abhijeet Jamkhindikar**  
Business Head- Maharashtra

15+

- 15+ Years in Project & Developer Financing at HDFC Ltd



**Arunchandra Jupalli**  
Business Head - South

18+

- 16+ Years in Consumer Lending and Mortgage at Citigroup and Karvy Financial Services

Industry experience

## Distinguished Board



**Deepak Satwalekar**  
Ex MD, CEO of HDFC Life

Independent Director



**Sakti Prasad Ghosh**  
Ex-ED, NHB

Independent Director



**Sujatha Venkatramanan**

Independent Director



**Divya Sehgal**  
Partner – True North

truenorth



**Maninder Singh Juneja**  
Partner – True North

truenorth



**Rajagopalan Santhanam**  
MD – True North

truenorth



**Narendra Ostawal**  
MD – Warburg Pincus

WARBURG PINCUS



**Vishal Gupta**  
MD - Bessemer India

Bessemer  
Venture  
Partners



**Manoj Viswanathan**  
MD & CEO, Home First

homefirst  
We'll take you home

# Meet our customers

Who are they?

What is their story?

Covid Experience

Formal Salaried

## Customer 1

Age: 44 / Location: KR Puram (suburbs of Bangalore)



Teacher with several years of experience and monthly family income of Rs 49,000

Salaried  
75%

Informal Salaried

## Customer 2

Age: 32 / Location: Sayan (suburbs of Surat)



Diamond polisher for 10+ years with monthly family income of Rs 29,000

Self employed

## Customer 3

Age: 36 / Location: Avadi (suburbs of Chennai)



Owns an iron fabricating shop for 15 years with monthly income of Rs 40,000

Self-Emp  
25%

- Salary credit in bank was Rs. 19,348 with additional income through private tuitions in cash
- Husband is a maintenance officer earning Rs. 13,000 p.m
- Assessment based on total income (salary + tuition income) unlike traditional financiers who will consider only salary income
- Home Loan sanctioned: Rs. 1.5mn at RoI of 13% and EMI of Rs. 17,600

- Resilient.** Has not missed a single payment through Covid

- Cash salary of Rs 20,000 p.m. His wife earned a salary of Rs 9,000 also in cash.
- Found it challenging to approach a bank for a housing loan due to cash income
- Workplace verification to confirm income sources along with discussions with owner / boss to assess expertise, craftsmanship and job stability
- Home Loan sanctioned: Rs 0.8mn at RoI of 13.5% and EMI of ~Rs 9,700

- Resilient.** Has not missed a single payment through Covid

- Faced difficulty with lengthy documentation process at banks; taking time out of his workshop meant loss of a day's business
- Door step service and workplace verification to confirm scale of business, reference checks with neighboring shops and home verification
- Home Loan sanctioned: Rs 0.93mn at RoI of 14.5% and EMI of Rs 11,900 (loan sanction in 4 hours from submission of documents)

- Has availed moratorium for 4 EMIs. Regular with his EMIs post moratorium

# Our unique value proposition to our customers



## Who are our customers...

- Salaried and self-employed individuals
- 75%+ Customers with annual household income level less than Rs 0.6 mn
- **First time home buyers**
- 39% customers are **new to credit**



## What do our customers need

- Home loan requirement primarily in the Rs 0.5 -1.5 mn range <sup>(1)</sup>
- **Access** to formal housing finance
- Minimal disruption to daily work routine



## What challenges do they face

- Inability to meet documentation requirements of traditional lenders
- Time consuming loan sanction process
- Dealing with middle men

**NPS**

**50**

For Q3FY21

## Our value proposition

### ACCESS

- **Understanding customer's needs** via well educated & trained RMs
- **Right-size** the loan through a holistic evaluation of **all formal/informal** sources of income
- **Alternative documents** (Life insurance policies, property deeds etc.) used for evaluation

### SPEED

- **48 Hr** Turn Around Time for Approval
- **Centralised** & consistent underwriting
- **Mobility solutions** for our customers, employees and sales channels for quick and efficient processes and service

### TRANSPARENCY

- **Mandatory counselling sessions** for customers on loan and insurance terms
- **Digital access** to loan documents for the customer
- **No prepayment charges** and easy prepayment options

### SERVICE

- **Home visits** coupled with **paperless process** to ensure **minimal disruption** to daily customer routine
- **Dedicated Service Manager** for every customer
- **Customer app** for easy access to loan statements, prepayments and raising service requests

Note: Data for the period 9MFY21

(1) 70%+ loans with Average ticket size between INR 0.5-1.5mn as of 9MFY21

# Distribution Strategy

Pan India Distribution driven by strategic market selection & contiguous expansion

**72**

Branches

**60**

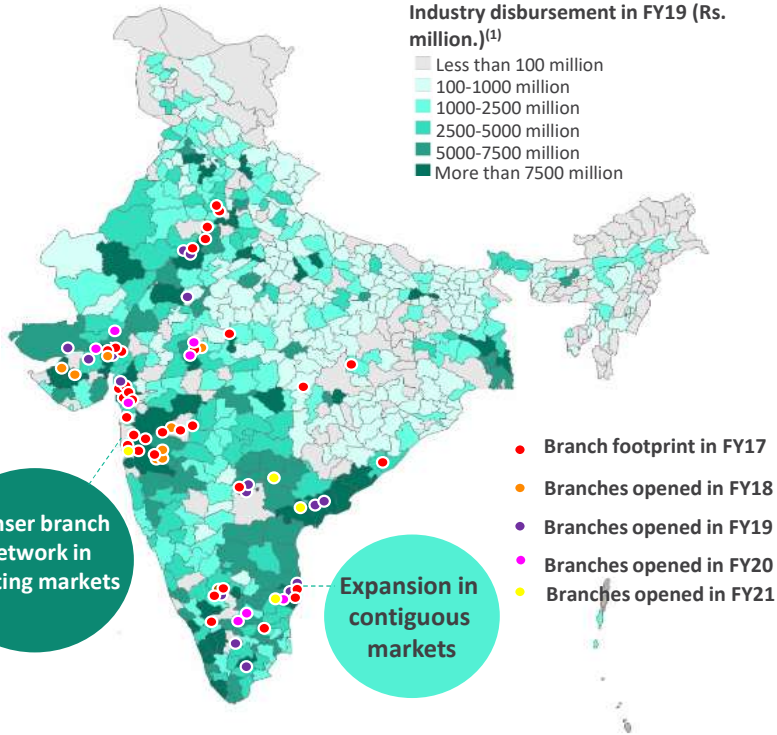
Districts

**11**

States & 1 UT

Industry disbursement in FY19 (Rs. million.)<sup>(1)</sup>

- Less than 100 million
- 100-1000 million
- 1000-2500 million
- 2500-5000 million
- 5000-7500 million
- More than 7500 million



## Geographic Expansion

States / Territories	Number of Branches	Number of Districts	Percentage of Gross Loan Assets as on December 31, 2020
Gujarat	20	11	38.9%
Maharashtra	15	13	20.1%
Tamil Nadu	11	8	10.8%
Karnataka	4	1	9.1%
Rajasthan	6	3	5.3%
Telangana	4	2	5.0%
Madhya Pradesh	5	3	4.3%
Uttar Pradesh	1	3	2.8%
Haryana & NCR	1	10	1.0%
Chhattisgarh	1	3	1.1%
Andhra Pradesh	4	3	1.6%
<b>Total</b>	<b>72</b>	<b>60</b>	<b>100.0%</b>

**+2 branches in Q3FY21: Warangal and Rajahmundry taking the total number of physical branches to 72**

Note:

(1) Based on Experian data for affordable housing for FY19

Disclaimer : Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Data Science backed centralized underwriting



## Risk Management Design

- **Salaried customers**
- **Build detailed understanding** of customer via field visits by RM
- **In-depth understanding** of operating geographies and property types
- **Low under construction** exposure and low **LTV**



## Tech-Led

**100+ data points & digitally captured data** for all customers

**API integration** with third party independent sources like Hunter, Perfios etc.

**All customer and internal communication, documents, photographs, videos** available on a single cloud based system



## Centralised

**Consistency in underwriting**

**Integrated CRM and Loan Management System** on cloud based platform

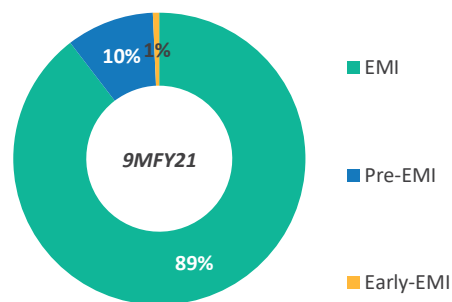
**Proprietary Machine learning & Customer scoring models** used for credit decision

**Loans approved within 48 hrs**

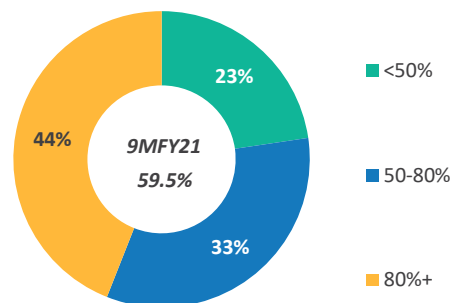
**87%**

For Q3FY21

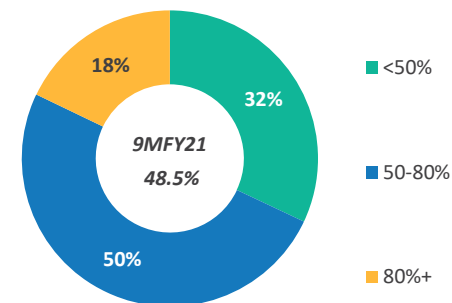
Low Under Construction Risk



LTV on Origination

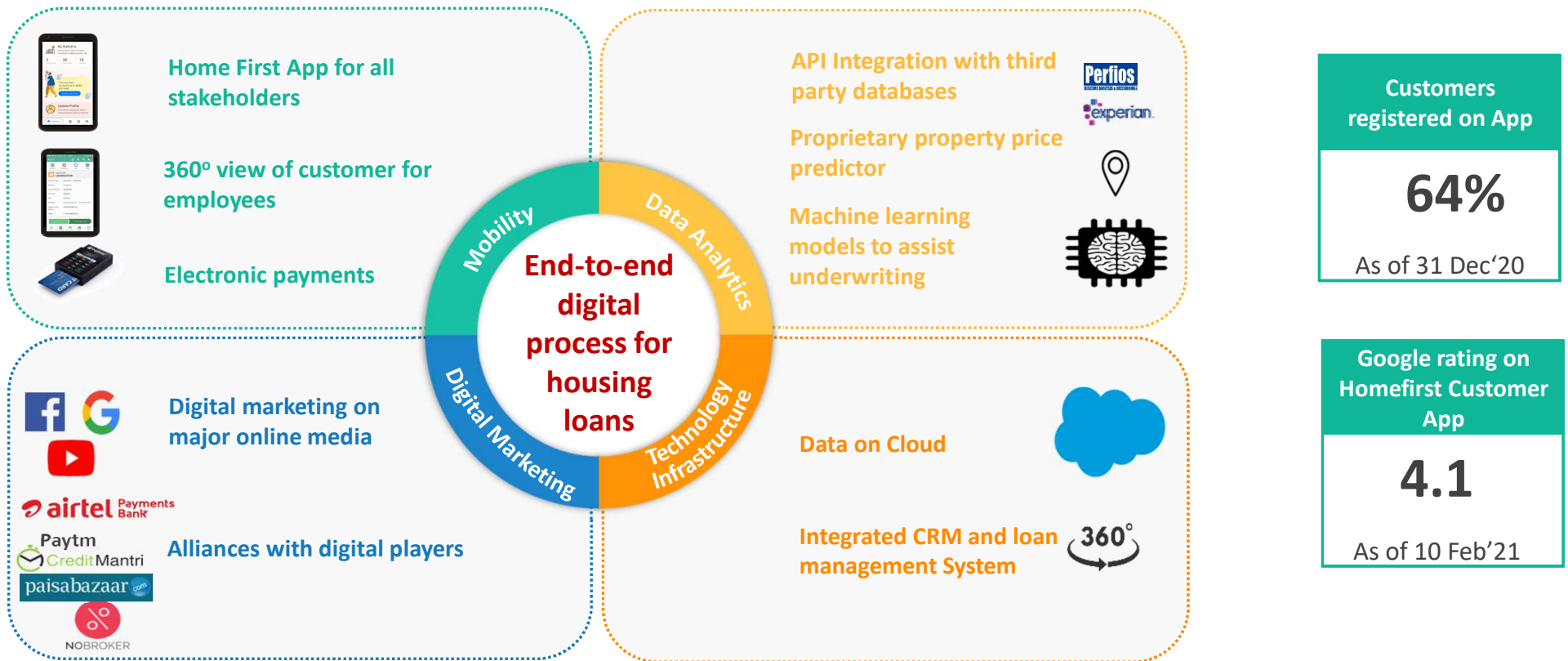


Low effective LTV on book



Note: "EMI" are loans where the construction is completed hence loan is fully disbursed and EMI on loan is being collected. "Pre-EMI" are loans where property is under construction hence loans are partially disbursed accordingly only interest is being collected from the customer. EMI collection will start full disbursements happen. "Early EMI" are loans where property is under construction hence loans are partially disbursed however EMI has started on request of customers.

# Scalable operating model built on holistic technology usage



# **Business Updates**

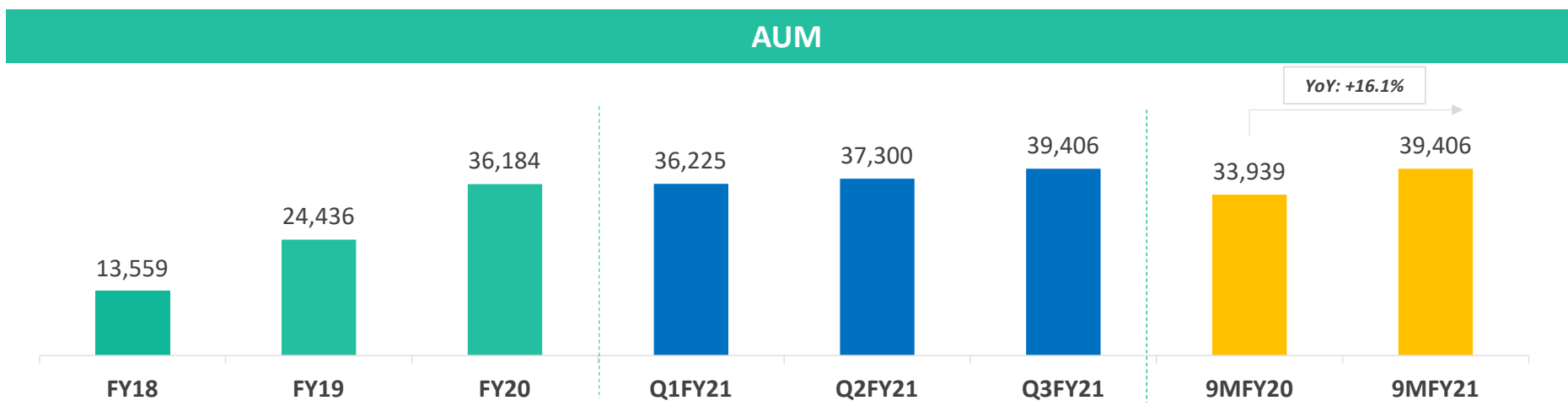
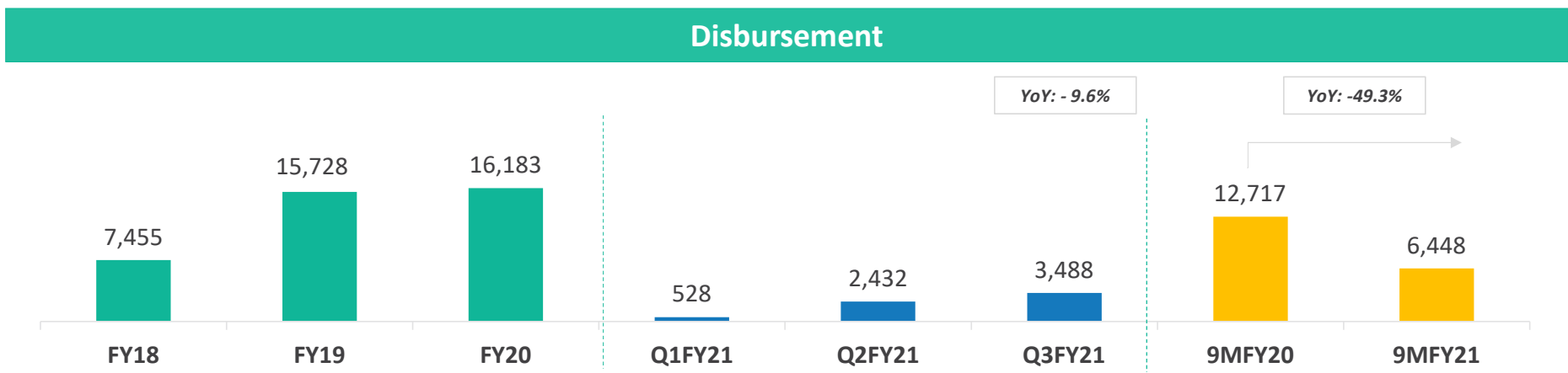


# Healthy Growth in Loan Book and Disbursements



Dec'20 disbursals surpasses Dec'19

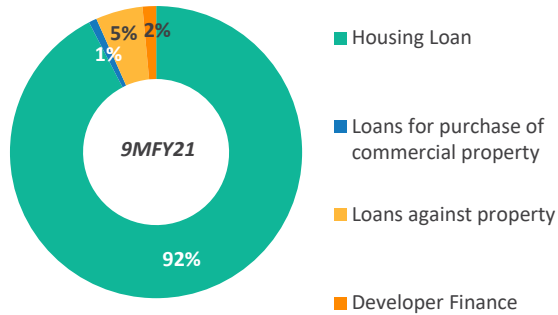
Rs Mn



# Portfolio Metrics

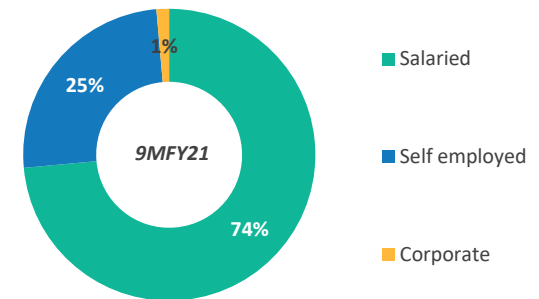
## Sharp focus on Housing Loans

AUM by Product Category



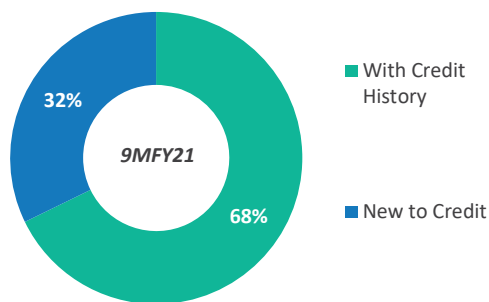
## Higher proportion of salaried customers

AUM by Occupation



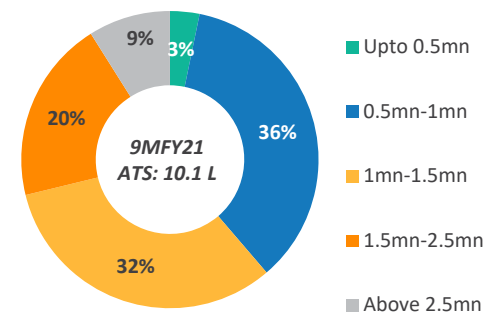
## Optimal balance of credit tested and new to credit

AUM by Credit history

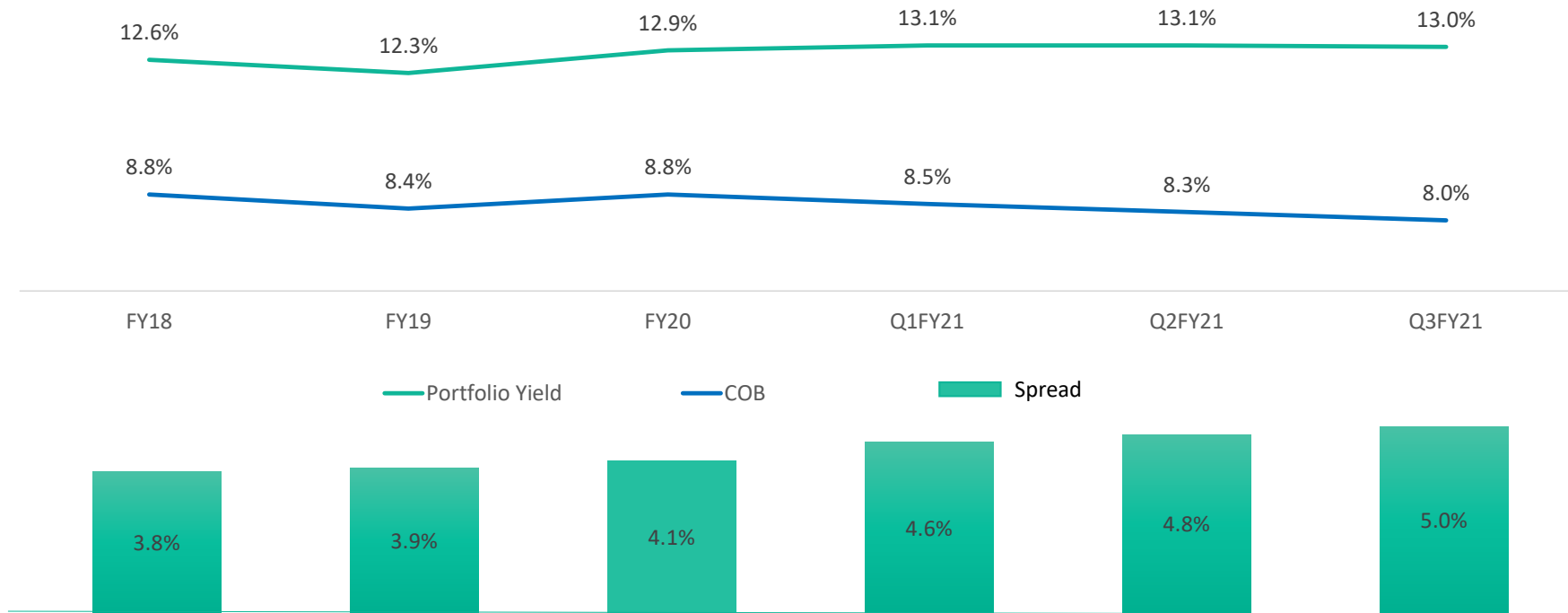


## Granular portfolio

AUM by Avg Ticket Size



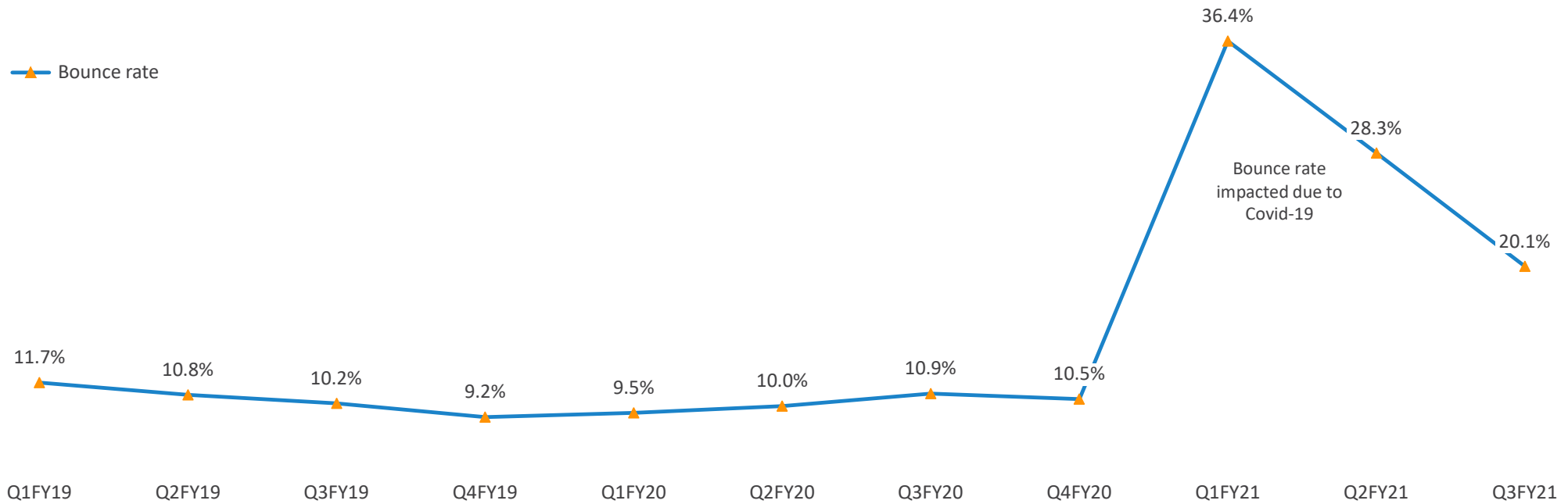
# Net Interest Spread Movement



Reduction in cost of borrowing in Q3FY21 on account of rate reset in existing term loans and competitive marginal cost of fresh borrowing

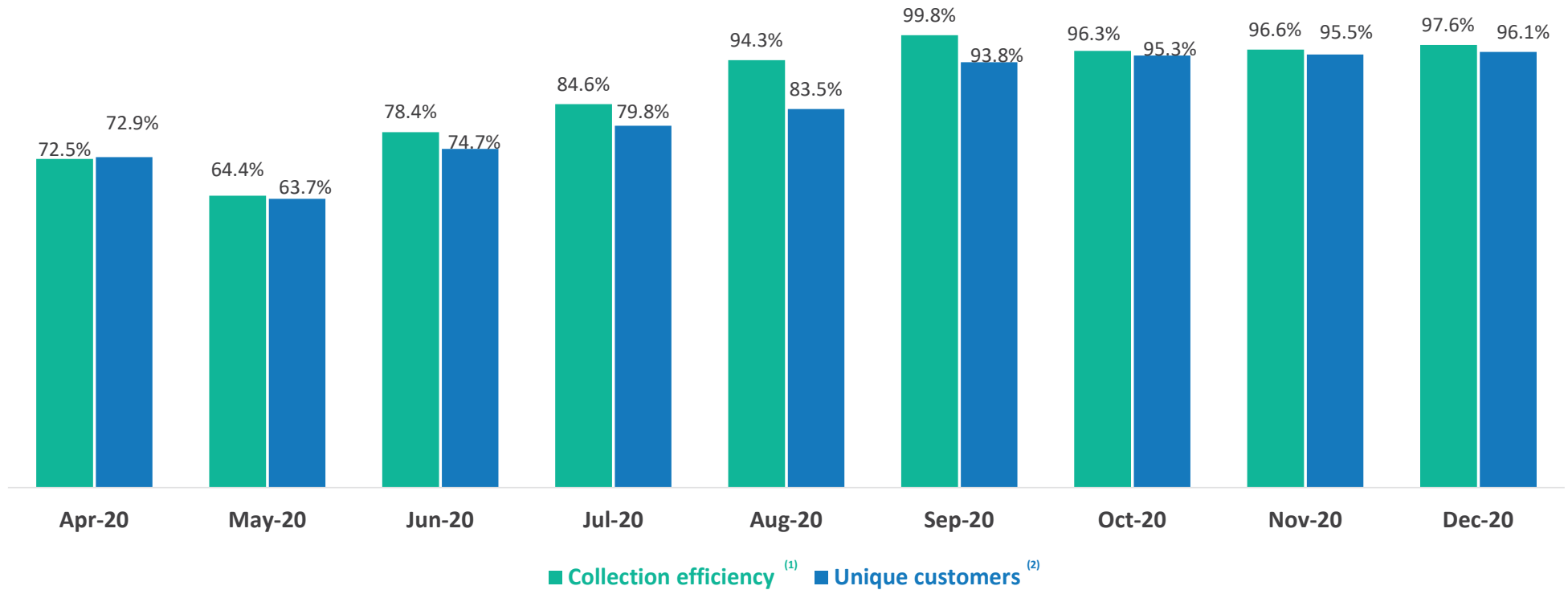
# Healthy leading indicators with declining bounce rate

**Bounce rate**  
Bounce rate on the day of EMI presentation



# Resilient Collection efficiency

## Collection Efficiency



Note:

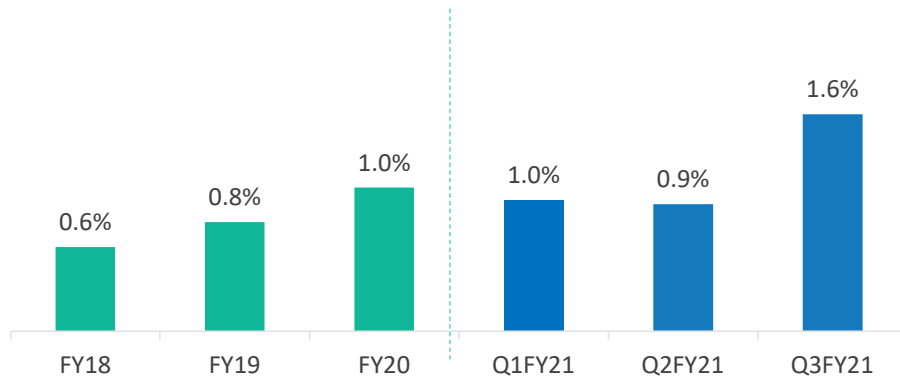
(1) Collection Efficiency = Total # of EMIs received in the month (including arrears of previous months)/ Total Number of loan accounts whose EMIs are due in the month

(2) Unique customers = # of customers who made at least one payment in the month/ Total Number of Customers whose EMIs are due in the month

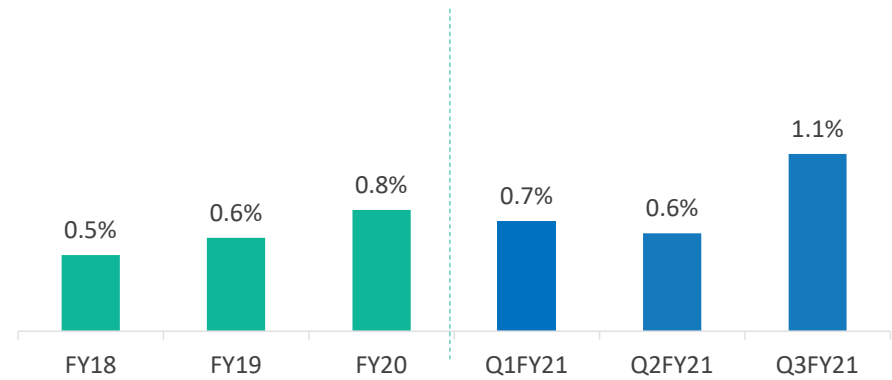
# Sound Credit Indicators

Gross Stage3/POS of 1.6% with Zero restructuring

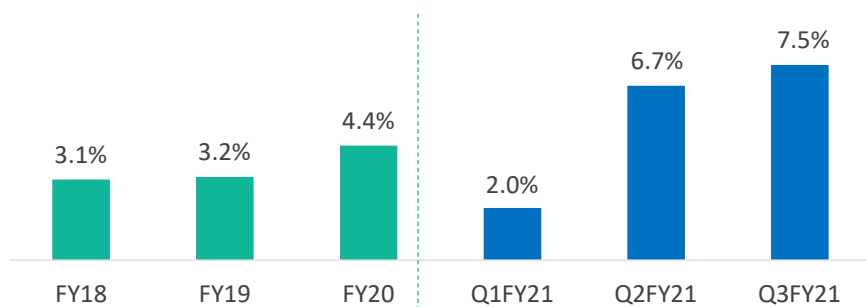
## Gross Stage 3/POS %



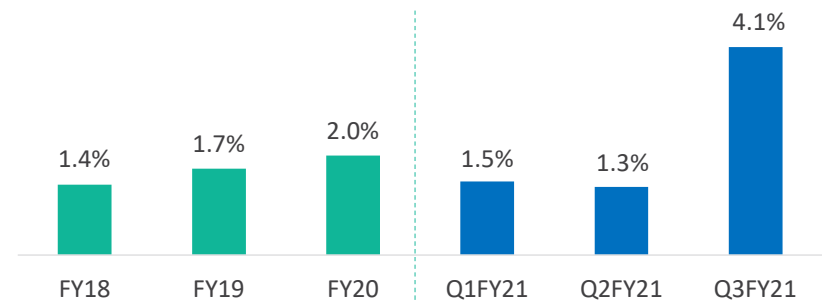
## Net Stage 3/Net POS %



## DPD 1+/POS



## DPD 30+/POS



In view of the Supreme Court interim order dated 3 September 2020 in public interest litigation (PIL) by Gajendra Sharma vs. Union of India & ANR, no additional borrower accounts under moratorium granted category have been classified as Non Performing Asset (NPA) which were not declared as NPA till 31 August 2020. However, the Company has classified such accounts as stage 3 and provisioned accordingly in the Statement of Profit and Loss for the period ended 31 December 2020.

# Diversified Funding Profile at competitive cost of borrowing

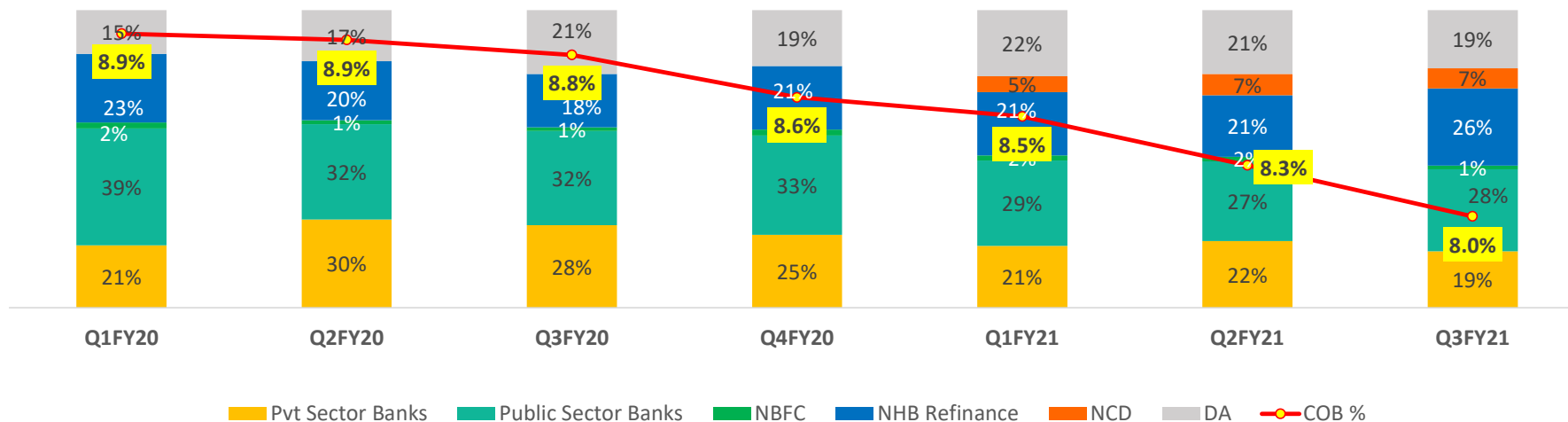
Long Term Rating: **A+ Stable**



Short Term Rating: **A1+**



Borrowings Mix and Cost of Borrowing trend



Diversified mix of 17\*  
marquee Lenders



**SHORT LONG-TERM!**  
ZERO borrowing through  
commercial papers



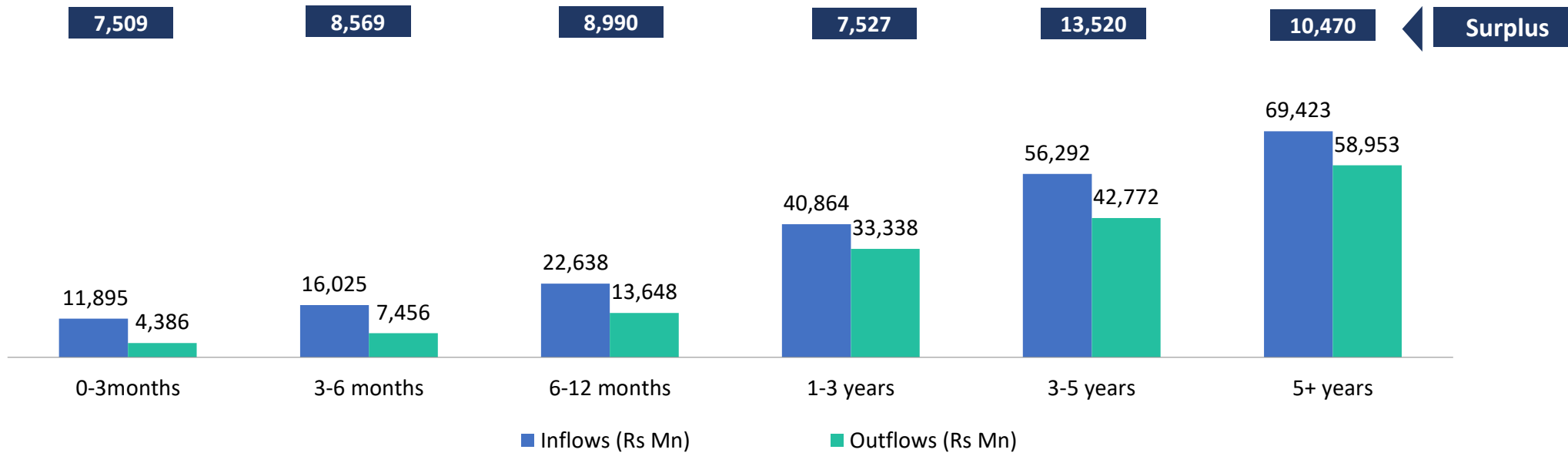
Cost of borrowing  
trending down

\*includes two banks to whom NCDs were issued . COB data is as per IGAAP



# ALM Position as of December 31, 2020 - Cumulative

Rs Mn



**Robust ALM profile ensuring sufficient liquidity buffers**



**Cumulative Positive flows across all the time buckets**

\*The ALM above is shown on a cumulative basis up to each bucket. Classification of assets and liabilities under different maturity buckets is based on the same estimates and assumptions as used by the Company for compiling the detailed ALM return submitted to NHB.

# Strong Liquidity Position

Liquidity Buffer as on Dec'20 (in Rs mn)	
Unencumbered Cash and Cash equivalent	6,632
Un-availed Sanction from NHB	2,500
Un-availed Sanction from Banks	6,295
<b>Total</b>	<b>15,427</b>

**Capital raised through public offer –**  
Rs 2,650 million

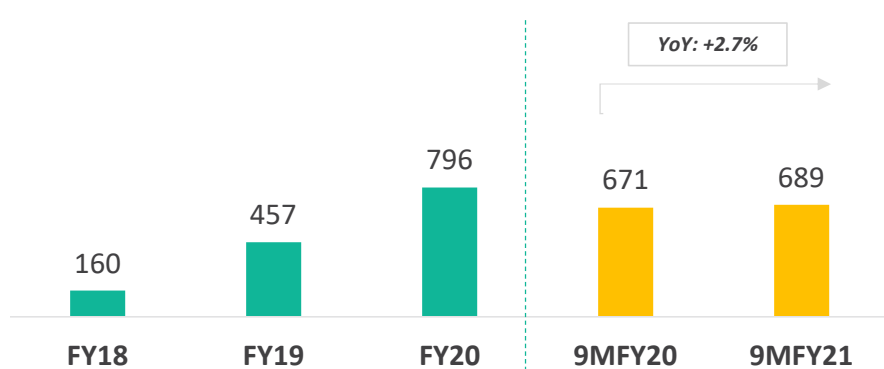
**Liquidity raised (excl equity) during 9MFY21 –**  
Rs 17,714 million

Particulars (in Rs mn)	Q4FY21	Q1FY22	Q2FY22	Q3FY22
Opening Liquidity	15,427	15,634	15,550	15,386
<u>Add:</u> Principal Collections & Surplus from Operations	2,390	2,398	2,311	2,267
<u>Less:</u> Debt Repayments	2,183	2,482	2,477	3,277
Closing Liquidity	15,634	15,550	15,386	14,375

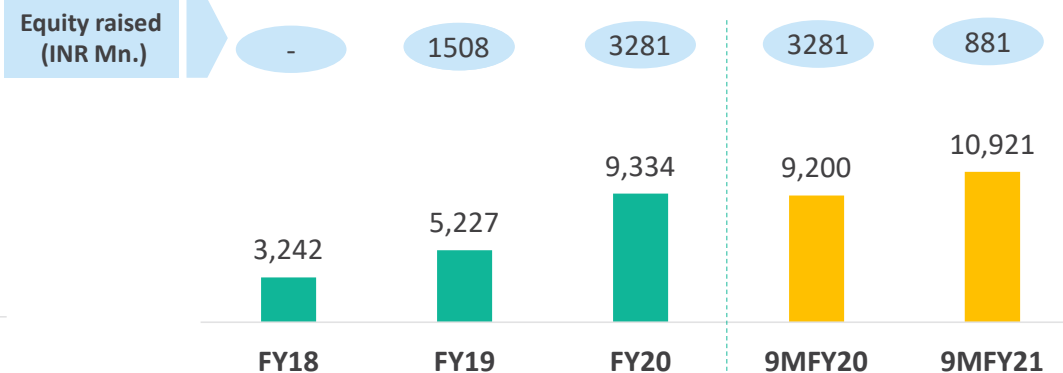
# **Financial Updates**

# Financial Highlights

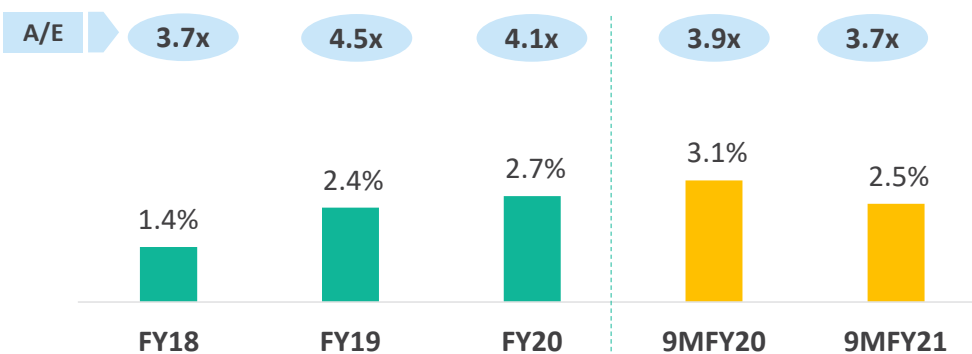
## PAT (Rs Mn)



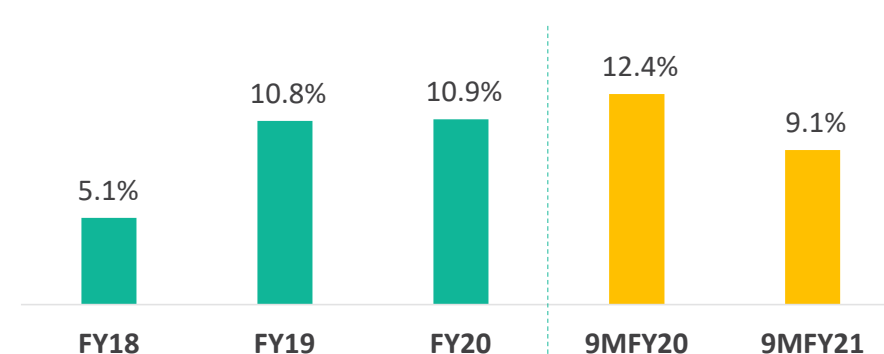
## Networth (Rs Mn)



## Return on Average Assets <sup>(1)</sup>



## Return on Average Equity <sup>(1)</sup>



Note: Fiscal year ending March 31<sup>st</sup>. A/E – Average Assets / Average Equity.  
 (1) Return on average assets / return on average equity for 9MFY20 and 9MFY21 are annualized  
 (2) Data for FY2018 is as per restated financial statements

# ECL Provisions Summary

Particulars (in Rs million)	Stage 1	Stage 2	Stage 3	Loan Commitment	Total
<b>For period ended 31<sup>st</sup> December 2020</b>					
Loans – Principal Outstanding	31,187.6	821.3	510.7		32,519.6
ECL Provision	194.3	111.9	146.0	9.6	461.8
Net Loans – Principal Outstanding	30,993.3	709.4	364.7		32,057.8
ECL Provision %	0.6%	13.6%	28.6%		1.4%
<b>For period ended 31<sup>st</sup> March 2020</b>					
Loans – Principal Outstanding	29,809.9	281.3	315.4		30,406.6
ECL Provision	151.9	34.4	81.2	9.1	276.6
Net Loans – Principal Outstanding	29,658.0	246.9	234.1		30,130.0
ECL Provision %	0.5%	12.2%	25.7%		0.9%
<b>For period ended 31<sup>st</sup> December 2019</b>					
Loans – Principal Outstanding	27,368.7	264.0	282.3		27,915.0
ECL Provision	80.3	17.2	58.9	12.9	169.3
Net Loans – Principal Outstanding	27,288.4	246.8	223.4		27,745.7
ECL Provision %	0.3%	6.5%	20.9%		0.6%

## Provision Coverage Ratio

31<sup>st</sup> December 2020

**90.4%**

31<sup>st</sup> March 2020

**87.7%**

31<sup>st</sup> December 2019

**60.0%**

In view of the Supreme Court interim order dated 3 September 2020 in public interest litigation (PIL) by Gajendra Sharma vs. Union of India & ANR, no additional borrower accounts under moratorium granted category have been classified as Non Performing Asset (NPA) which were not declared as NPA till 31 August 2020. However, the Company has classified such accounts as stage 3 and provisioned accordingly in the Statement of Profit and Loss for the period ended 31 December 2020.

# **Annexures**

# Quarterly and Nine Monthly Profit & Loss Statement

Particulars (in Rs million)	Q3FY21	Q2FY21	Q3FY20	QoQ	YoY	9MFY21	9MFY20	YoY
Interest Income on term loans	1,013.7	969.4	927.7	4.6%	9.3%	2,995.5	2,476.1	21.0%
Interest expense	531.5	561.8	505.2	-5.4%	5.2%	1,631.3	1,409.3	15.8%
<b>Net Interest Income</b>	<b>482.2</b>	<b>407.6</b>	<b>422.5</b>	<b>18.3%</b>	<b>14.1%</b>	<b>1,364.2</b>	<b>1,066.8</b>	<b>27.9%</b>
Net gain on DA	-	-	160.0			257.6	371.2	
Non-Interest Income	90.9	120.1	119.6			283.2	298.3	
Operating Expenses	287.2	232.5	287.6			751.6	779.2	
Credit Cost	73.9	119.5	8.4			238.1	47.9	
<b>Profit before tax</b>	<b>212.0</b>	<b>175.7</b>	<b>406.1</b>	<b>20.6%</b>	<b>-47.8%</b>	<b>915.3</b>	<b>909.2</b>	<b>0.7%</b>
Tax expense	52.9	32.4	105.5			226.7	238.4	
<b>Profit after tax</b>	<b>159.1</b>	<b>143.3</b>	<b>300.6</b>	<b>11.0%</b>	<b>-47.1%</b>	<b>688.6</b>	<b>670.8</b>	<b>2.7%</b>
Basic EPS	1.9	1.8	3.8			8.7	9.3	
Diluted EPS	1.9	1.8	3.8			8.6	9.1	



# RoE Tree

Particulars	Q3FY21	Q2FY21	Q3FY20	9MFY21	9MFY20
Interest Income on term loans/ Average total assets	10.5%	10.4%	11.5%	10.7%	11.6%
Interest on borrowings and debt securities / Average total assets	5.5%	6.1%	6.3%	5.8%	6.6%
<b>Net Interest Margin</b>	<b>5.0%</b>	<b>4.4%</b>	<b>5.2%</b>	<b>4.9%</b>	<b>5.0%</b>
Net Gain on DA/ Average total Assets	0.0%	0.0%	2.0%	0.9%	1.7%
Non-Interest Income / Average total assets	0.9%	1.3%	1.5%	1.0%	1.4%
Operating Expenses / Average total assets	3.0%	2.5%	3.6%	2.7%	3.7%
Credit Cost / Average total assets	0.8%	1.3%	0.1%	0.8%	0.2%
Profit before tax / Average total assets	2.2%	1.9%	5.0%	3.3%	4.3%
Tax expense/ Average total assets	0.5%	0.3%	1.3%	0.8%	1.1%
<b>Profit after tax on average total assets (ROA)</b>	<b>1.6%</b>	<b>1.5%</b>	<b>3.7%</b>	<b>2.5%</b>	<b>3.1%</b>
Leverage (Average total assets/average Equity or average Net-worth)	3.7	3.8	3.6	3.7	3.9
<b>Profit after tax on average equity or average Net-worth (ROE)</b>	<b>6.1%</b>	<b>5.8%</b>	<b>13.3%</b>	<b>9.1%</b>	<b>12.4%</b>

# Key Financial Ratios

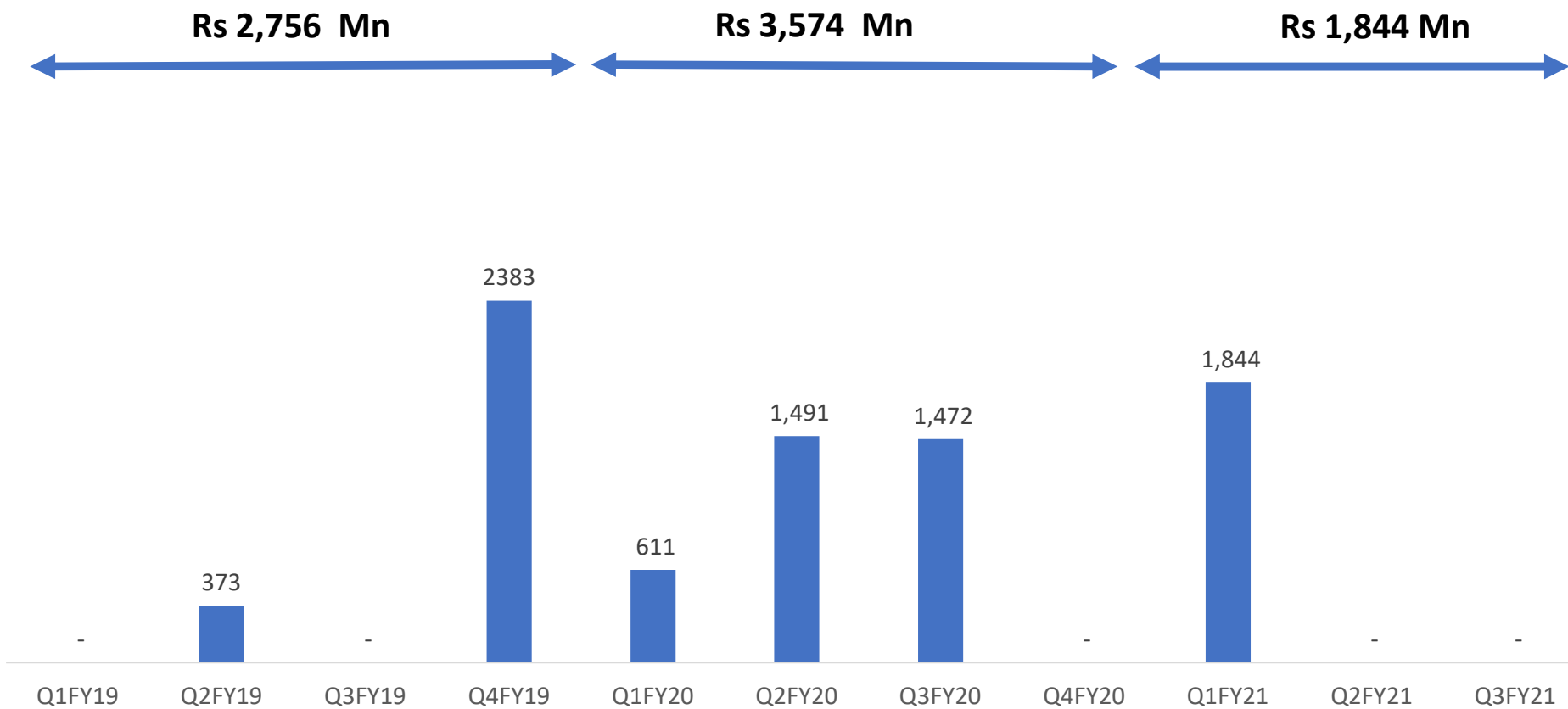
Particulars	9MFY21	9MFY20
Profit after tax on average total assets (ROA)	2.5%	3.1%
Leverage (Average total assets/average Equity or average Net-worth)	3.7	3.9
Profit after tax on average equity or average Net-worth (ROE)	9.1%	12.4%
Cost to Income Ratio (Operating Expenses / Net Total Income)	39.5%	44.9%
Operating Expenses / Average total assets	2.7%	3.7%
Debt to equity ratio	2.6	2.4
CRAR (%)	52.3%	52.2%
CRAR - Tier I Capital	51.0%	51.3%
CRAR - Tier II Capital	1.3%	0.9%

# Balance Sheet

Particulars (in Rs million)	9MFY21	FY20	9MFY20
<b>ASSETS</b>			
Cash & cash equivalents and Other bank balance	4,635.4	2220.6	2,385.3
Loans	32,067.3	30,139.1	27,758.7
Investments	2,439.3	1,455.6	950.4
Other financial assets	711.8	663.3	701.8
Property, plant and Equipment	160.2	204.8	211.1
Non-financial assets other than PPE	70.2	118.7	79.3
<b>TOTAL ASSETS</b>	<b>40,084.2</b>	<b>34,802.1</b>	<b>32,086.6</b>
<b>LIABILITIES &amp; EQUITY</b>			
Payables	1.1	4.3	1.8
Debt Securities	2,395.2	-	-
Borrowings	25,998.3	24,938.0	22,050.7
Other financial liabilities	571.4	353.8	647.2
Provisions	86.4	66.4	70.9
Deferred Tax Liabilities (Net)	35.9	31.1	67.4
Other non-financial liabilities	75.4	74.2	49.1
Equity	10,920.5	9,334.3	9,199.5
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>40,084.2</b>	<b>34,802.1</b>	<b>32,086.6</b>

# Securitization Volume

Rs Mn



# Thank You

For further information, please contact

---

**Company :**

CIN: U65990MH2010PLC240703

Investor Relations - HomeFirst  
[investor.relations@homefirstindia.com](mailto:investor.relations@homefirstindia.com)

---

**Investor Relations Advisors :**

Ms. Neha Shroff - +91 7738073466  
[neha.shroff@linkintime.co.in](mailto:neha.shroff@linkintime.co.in)