Aadhar Housing Finance Ltd
GHAR BANEGA, TOH DESH BANEGA.
Corporate Office : Office No. 501 & 503,
5th Floor, Lightbridge, Saki Vihar Road,
Andheri (East), Mumbai – 400072
Tel.: 022 71189900

Date: July 31, 2026

To, **BSE Limited** Listing Dept. / Dept. of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. **Security Code: 544176** **Security ID : AADHARHFC**	To, **National Stock Exchange of India Limited** Listing Dept., Exchange Plaza, 5th Floor, Plot No. C/1, G. Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051 **Symbol: AADHARHFC**

Kind Attn.: Listing Corporate Relationship Department

Sub:- Intimation under Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("SEBI LODR Regulations") - Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI LODR Regulations, please find enclosed herewith a copy of the Investor Presentation of the Company on the Unaudited Standalone and Consolidated Financial Results for the quarter ended June 30, 2026.

The Investor Presentation may also be accessed on the website of the Company at: https://aadharhousing.com/investor-relations/financial-results

The details of conference call scheduled on Friday, July 31, 2026 at 18:00 Hrs (IST) have already been intimated.

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

Thanking you.
For Aadhar Housing Finance Limited

HARSHADA SHASHANK PATHAK
Digitally signed by HARSHADA SHASHANK PATHAK
Date: 2026.07.31 16:08:08 +05'30'

Aadhar Housing Finance Ltd. Mumbai

Harshada Pathak
Company Secretary and Compliance Officer
ACS: 19534

Aadhar Housing Finance Ltd

GHAR BANEGA, TOH DESH BANEGA.

Aadhar Housing Finance Limited

Investor Presentation Q1 FY27

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This Presentation contains statements of future expectations and other forward-looking statements, including those relating to general business plans and strategy of the Company and the Group, the future outlook and growth prospects, market opportunities and business profitability, and future developments of the business and the competitive and regulatory environment, which involve known and unknown risks, uncertainties and assumptions that are difficult to predict. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition, and future events and plans of the Company and the Group. These statements can be recognised by the use of words such as - “expects,” “plans,” “will,” “estimates,” “projects,” “marks,” “believe,” “aim,” “anticipate,” “continue,” “could,” “intend,” “may,” “objective,” “goal,” “plan,” “potential,” “project,” “pursue,” “shall,” “should,” “will,” “would,” or other words or phrases of similar meaning or import, or similar expressions or variations of such expressions. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties and actual results, levels of activity, performances, achievements or events may differ from those expressed or implied in the forward-looking statements or other projections, as a result of various factors, uncertainties and assumptions, including but not limited to future changes or developments in the business, fluctuations in earnings, price fluctuations, actual demand, exchange rate fluctuations, competition, environmental risks, ability to implement strategies and initiatives and respond to technological changes, ability to manage growth, any change in legal, financial and regulatory frameworks, including any material changes in the regulations governing the Company’s business, political risks, economic and social conditions, including economic growth in India and performance of the Indian economy and economies of various international markets, micro and macro geo-political issues and other factors beyond the Company’s control. There may be additional material risks that are currently not considered to be material or of which the Company or its representatives are unaware. Neither the Company, its affiliates, advisors, representatives, any of their respective affiliates or any such person's officers or employees guarantee that the assumptions underlying such forward-looking statements or management estimates are free from errors nor does any of such persons accept any responsibility for the future accuracy of the forward-looking statements contained in this Presentation or the actual occurrence of the forecasted developments. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of the management of the Company on future events. 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, and any reliance placed on this Presentation by any person for its investment strategy shall be at his own risk. This Presentation also contains certain financial and operational information relating to the Group that is based on management estimates. These estimates are based on management's past experience and subjective judgment, and the manner in which such estimates are determined may vary from that used for the preparation and Presentation of similar information provided by other companies engaged in the similar industry in India and globally. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise, or in any manner otherwise notify the recipient if information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

This Presentation contains certain information from financial year 2022 onwards which is aggregated based on the Company’s audited or, unaudited and limited reviewed historical financial information. Such financial information may be subject to certain adjustments during the course of audit/review and the audited/ reviewed financial statements of the Company, and may differ from those contained in this Presentation. Further, such financial information have been adjusted for representation purposes and may not be presented in accordance with the applicable accounting standards. Such information has been used by the Company solely as a supplemental measure of the Company’s performance.

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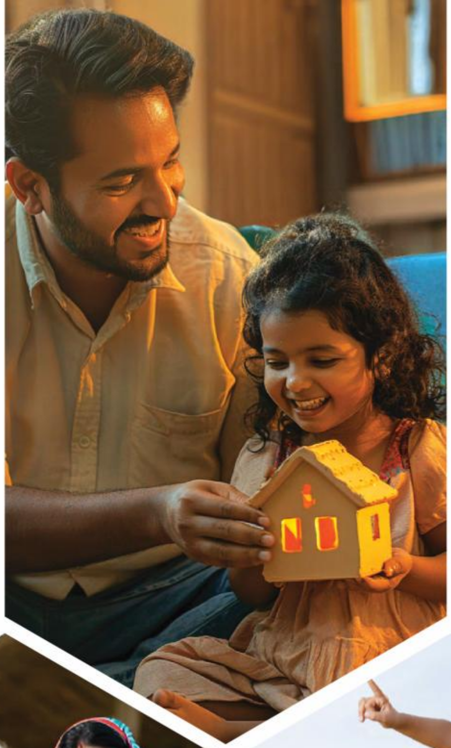

PERFORMANCE SNAPSHOT

Aadhar Housing Finance Q1 FY27 Key Highlights

AUM
₹ 313,640 Mn +18%

Disbursements
₹ 20,358 Mn *Refer Note 1*

PAT
₹ 2,824 Mn +19%

ROA
4.0% +2 bps

GNPA
1.3% -3 bps

Spread
5.8% -3 bps

Note 1: The Company has transitioned disbursement reporting from cheque handover to cheque realisation basis from Q1 FY 27. *Disbursement on cheque handover in Q1 FY 27 is* ***₹ 23,590 Mn growth of 19%*** *on YOY basis.*

Aadhar Housing Finance Q1 FY27 Key Highlights

Aadhar Housing Finance Ltd
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HFC focused on low-income housing segment in India, with a seasoned business model and digital focus

SCALE

INR 314 bn
AUM
(100% Secured Retail Book)

INR 2.8 bn PAT
INR 79 bn Net worth

340k
Live accounts

ASSET QUALITY

1.31%
GNPA

c.60%
LTV[1]

c.55%
AUM to Salaried customers

DISTRIBUTION

INR 20 bn
Q1 FY27 Disbursements

628
Branches[2]

22
States & UTs (Jun-26)

LIABILITY PROFILE

AA+ / Stable
CARE rating

43 Borrowings Relationships
Diversified

Positive ALM
Across all buckets

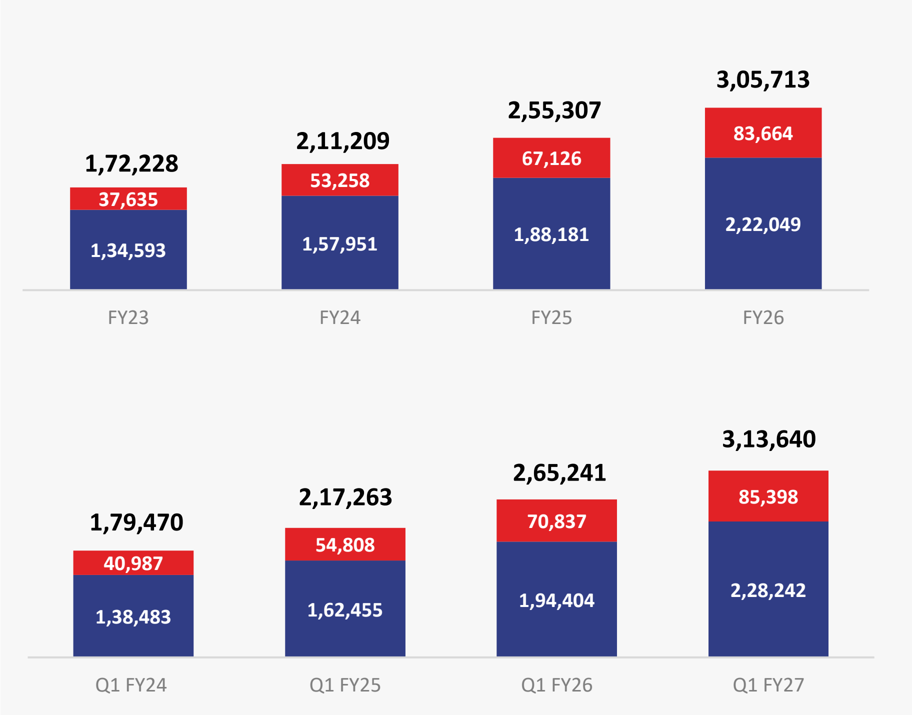
Note: 1.LTV on Gross AUM on outstanding basis; 2. Branches including offices are 640.

FINANCIAL PERFORMANCE

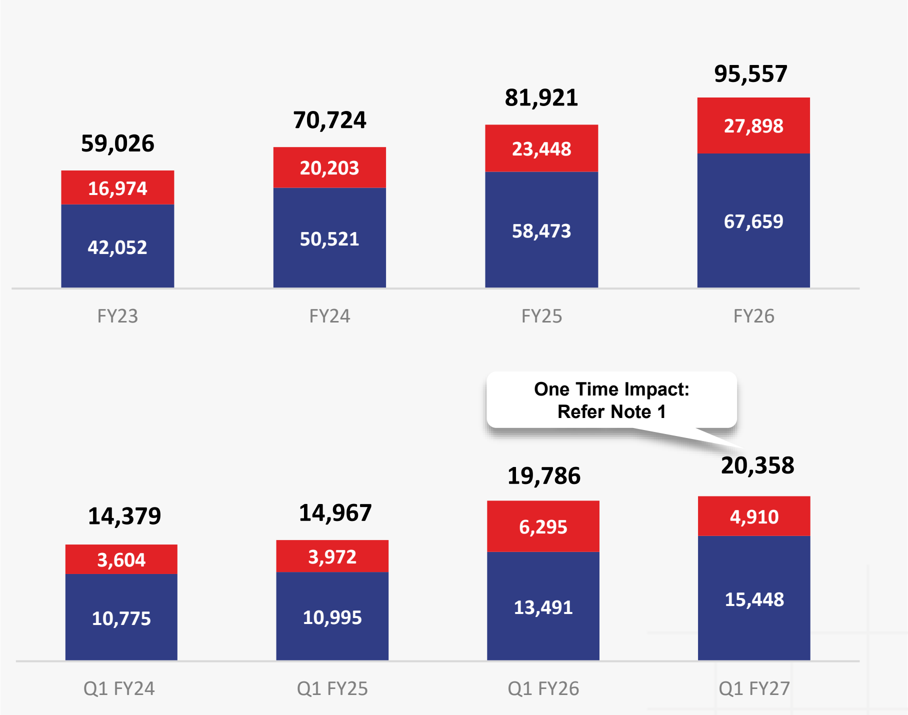
Strong Growth in AUM and Disbursements

Aadhar Housing Finance Ltd
GHAR BANEGA, TOH DESH BANEGA.

AUM – By Product (INR Mn)



Disbursement – By Product (INR Mn)

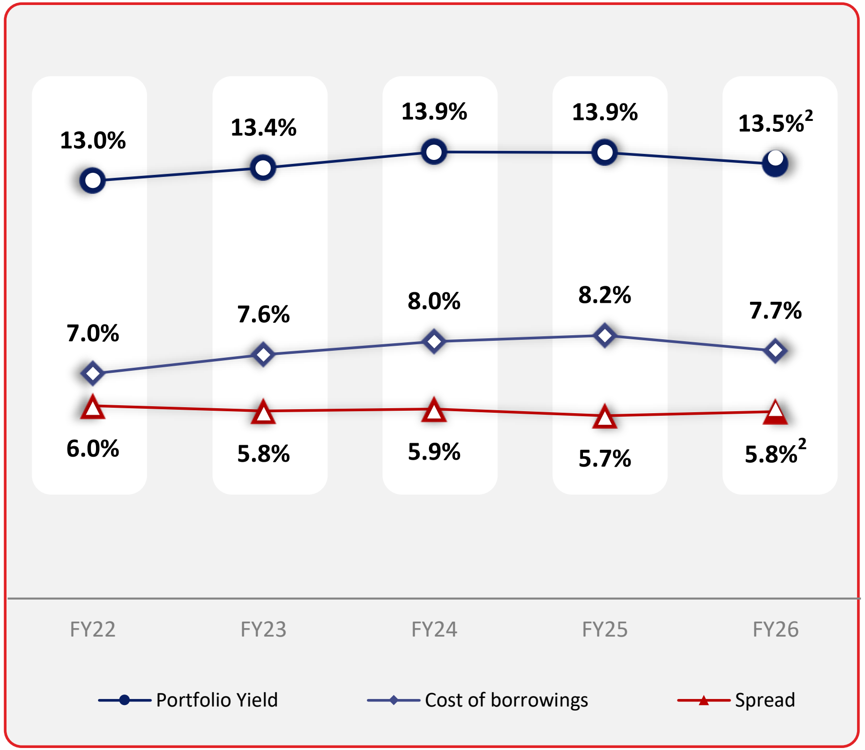


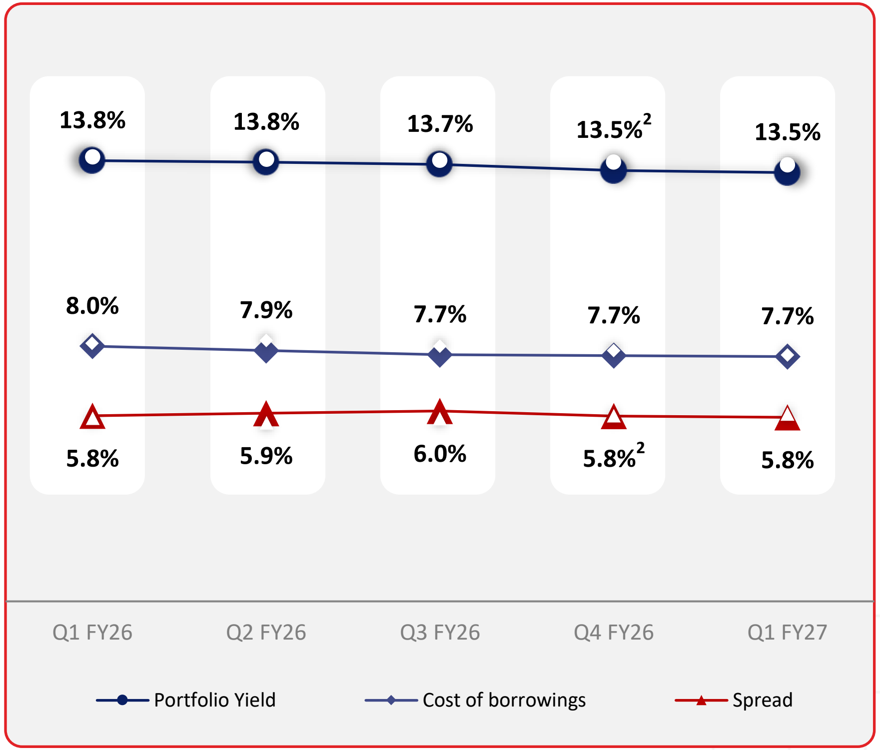
Retail Home Loans Retail Other Mortgage Loans

Note 1: The Company has transitioned disbursement reporting from cheque handover to cheque realisation basis from Q1 FY 27. *Disbursement on cheque handover in Q1 FY 27 is **<u>₹ 23,590 Mn growth of 19%</u>** on YOY basis.*

Stable Spreads Maintained Across Cycles

Yields, Cost of Borrowings and Spreads (%) [1] : "Spreads maintained Stable"

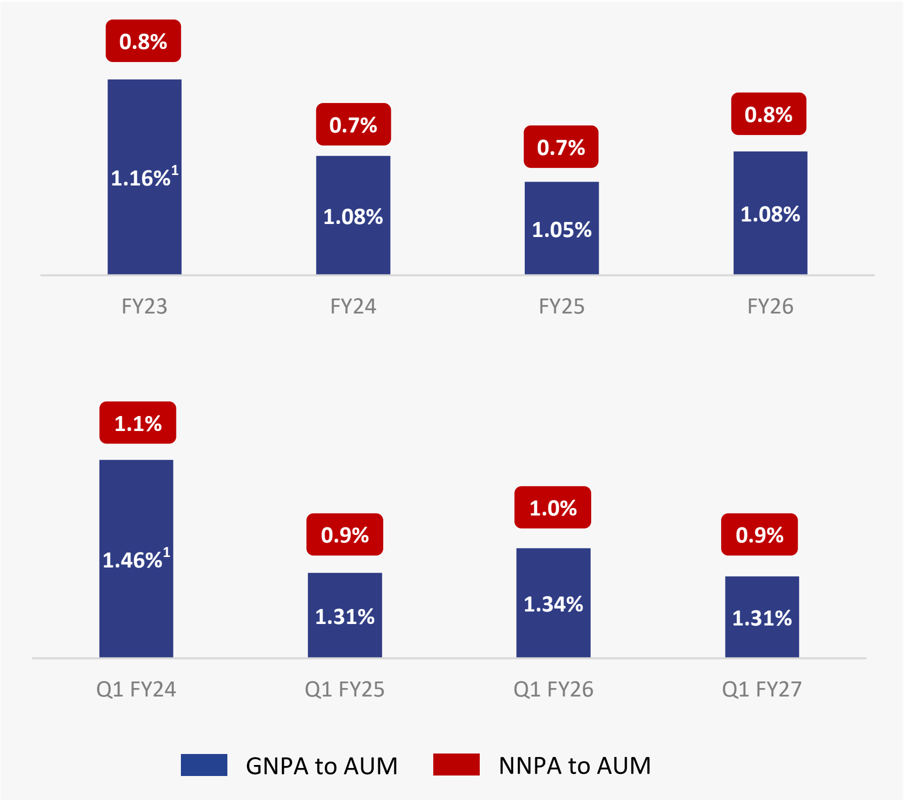




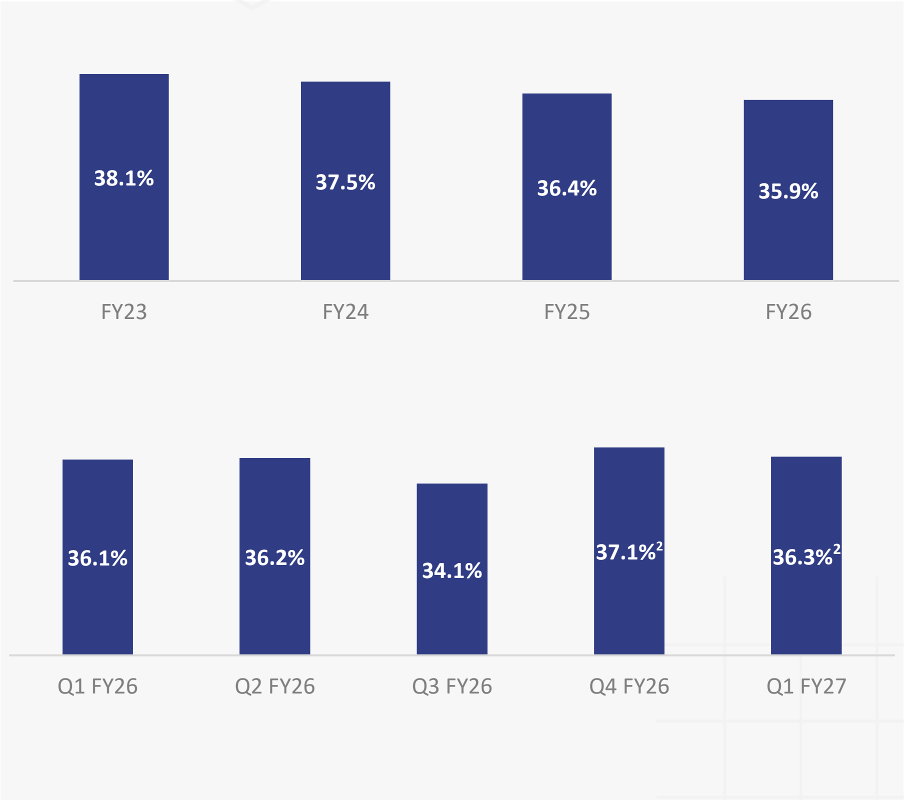
1 . Portfolio Yield/Cost of borrowings as at period end.
2. 15 BPS PLR reduction w.e.f Feb'26 .

Stable Asset Quality and Consistent Improvement in Efficiency

GNPA to AUM improved by 3bps in Q1 FY27 on YoY basis



Cost to Income



1. *Includes 0.04% NPA <= 90 DPD which have been classified as per the RBI circular dated 12th November 2021 respectively.*
2. *Included in manpower cost is ₹135 Mn for Q4 FY26 and ₹140 Mn for Q1 FY27 respectively related to fresh ESOPs granted in Jan-26. (Cost to Income without ESOP cost is **35.0%** in Q4 FY26 and **34.1%** in Q1 FY27)*

Strong Profitability and Returns

Aadhar Housing Finance Ltd
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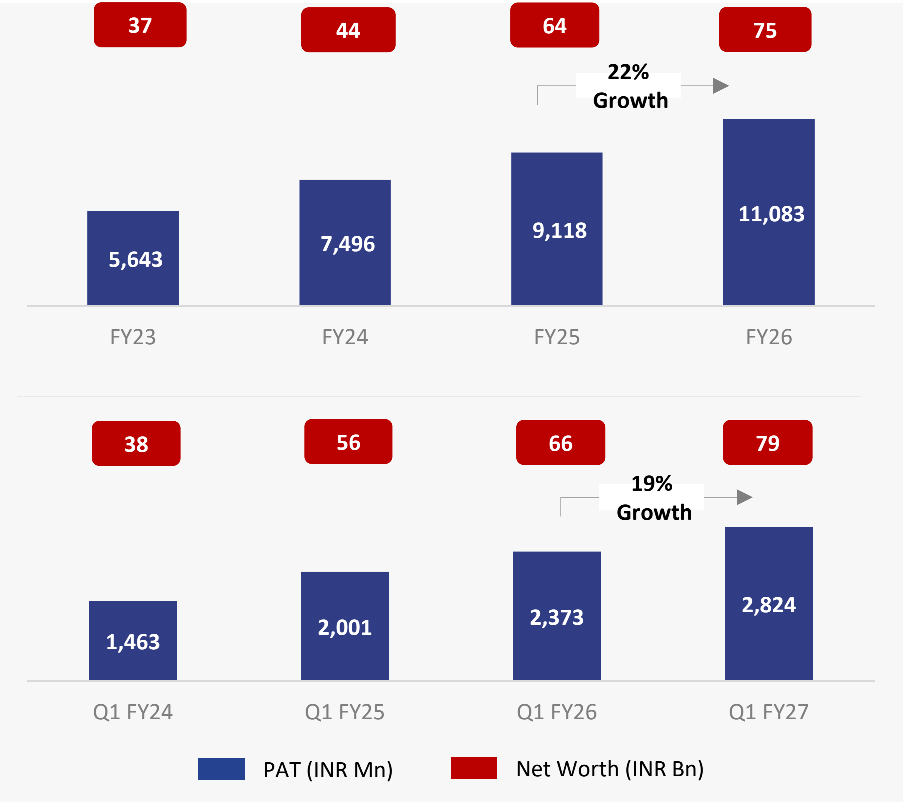
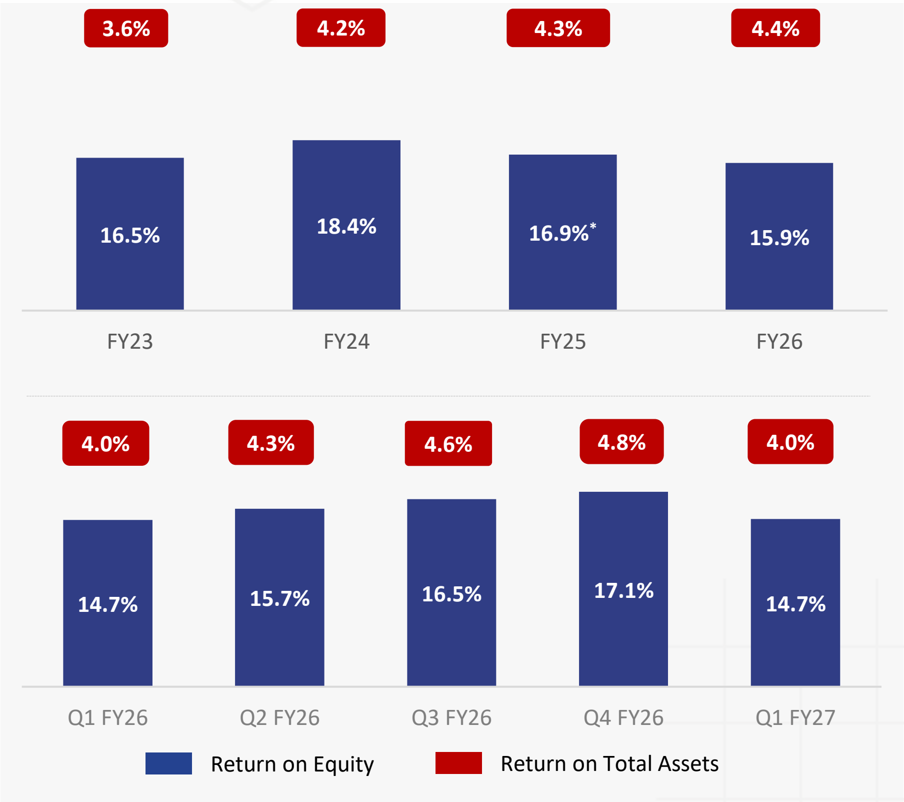
Profit after Tax Increased by 19% in Q1 FY27 on YoY basis



Consistent Increase in Return Ratios



**Net Worth and ROE as on 31 March 2025 includes IPO primary portion of Rs 1000 Crs (Gross) , ROE = Profit after tax / Average Equity (Opening equity + closing equity for the respective period / 2*

Note: Before exceptional items for Q3 FY26 and FY26.

COMPANY OVERVIEW

Introduction to Aadhar Housing Finance

Aadhar Housing Finance Ltd
GHAR BANEGA, TOH DESH BANEGA.

1 HFC focused on low-income housing segment with ticket size less than INR1.5mn, with an AUM of **INR314bn**

2 **100% secured retail** loan book

3 **Granular** portfolio skewed towards **Salaried** customers; Average ticket size of **INR1.1mn**

4 **Pan-India presence** with **628** branches covering **555** districts across **22** states and union territories; serving **c.340k** live accounts

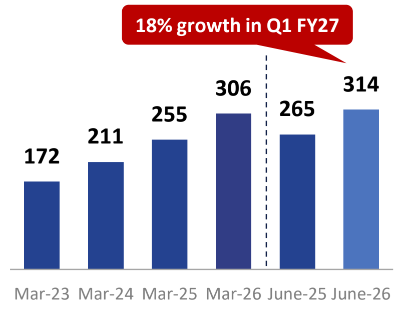
5 **43** lender relationships with a diversified borrowing base

6 **Technology enabled** business model across functions

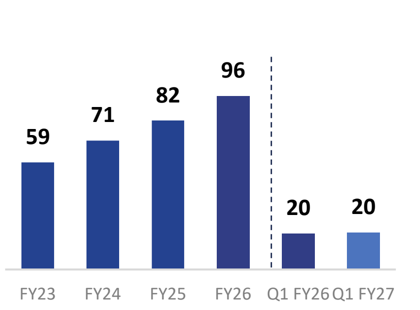
7 Highly profitable franchise delivering **c.26% PAT CAGR from FY 22 to FY 26** and **4.4%* RoA**

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

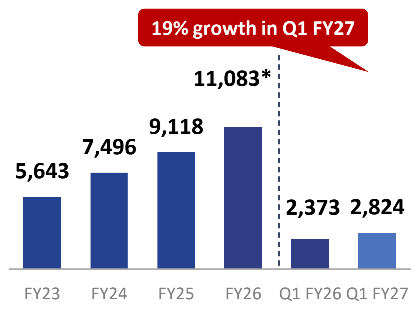
Strong AUM Growth *INRbn*



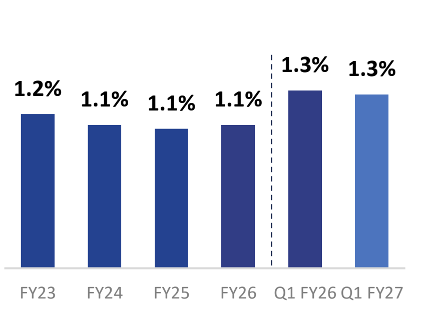
Disbursements Trend- *Refer Note 1* *INRbn*



Strong PAT *INRMn*



GNPA Trend *In %*



Note 1: The Company has transitioned disbursement reporting from cheque handover to cheque realisation basis from Q1 FY 27. *Disbursement on cheque handover in Q1 FY 27 is **<u>₹ 23,590 Mn growth of 19%</u>** on YOY basis.*

**Excluding impact of new labour code arising out of past service cost of ₹159 Mn (Net of tax ₹124 Mn)*

Aadhar Housing Finance – Value Proposition

Aadhar Housing Finance Ltd
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Focused on low-income housing segment

Diversified and granular portfolio

Extensive branch and sales office network with geographical penetration across India

Access to diversified funding sources, positive ALM position

Robust, analytics driven processes for underwriting and collections

Scalable technology platform and digital processes

Social objectives one of the core components of the business model

Experienced, cycle-tested management team with strong corporate governance

Key Milestones

Aadhar Housing Finance Ltd
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Seasoned business model showcasing strong resilience across business cycles

FY11
Year of Incorporation of Pre-merger AHFPL
Pre-merger AHFPL[2] opened its **1st branch**

FY15
AUM of pre-merger AHFPL crossed INR **10 bn**

FY17
Pre-merger AHFPL opened 100th branch
Customer base reached **49,000**

FY18
Merger of **DHFL Vysya Housing Finance** Limited with Pre-merger AHFPL
AUM stood at **INR 80 Bn**

FY20
Customer base crossed **1,50,000;** Acquired by the **Blackstone Group**[1] in June 2019
AUM stood at **INR 114 Bn**

FY22
Customer base crossed **2,00,000**
AUM of **INR 148 Bn**

FY24
Branches **520+**
AUM of INR 211 Bn

H1 FY25
Listed
NSE
BSE

FY25
Branches **580**
AUM of INR 255 Bn

FY26
AUM of INR 306 Bn
Branches **626**
Customer base crossed **3,36,000**

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

Highly Experienced Board of Directors

Raj Vikash Verma,

Independent Director & Non- Executive Chairman

40 years of work experience across Banking, Finance, Mortgage and Real Estate Sector, including Regulatory bodies

Previously worked with RBI, NHB, CERSAI, PFRDA, 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.

Dr. Punita Kumar Sinha,

Independent Director

Founder of Pacific Paradigm Advisors

Serves on the boards of Tata Capital, Ventive Hospitality, etc.

Amit Dixit,

Non Executive (Nominee) Director

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

Serves on the board of several Blackstone portfolio companies

Mukesh Mehta,

Non Executive (Nominee) Director

Serves as Senior MD, CIO, Blackstone Advisors India

Serves on the board of International Gemmological Institute, VFS Global, R Systems International, PGP Glass, TaskUs, AGS Health, etc.

Prateek Roongta,

Non Executive (Nominee) Director

Serves as MD, Blackstone Advisors India

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

Deo Shankar Tripathi

WTD[1] 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

Rishi Anand,

Managing Director and CEO

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

Previously worked with ICICI Bank, GE Money, AIG , Reliance etc.

Note: 1. Whole – Time Director

Seasoned Management Team

Aadhar Housing Finance Ltd
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Rishi Anand,

Managing Director and CEO

- 30 + years of work experience across a diverse spectrum of functions and businesses in the financial services space
- Previously worked with ICICI Bank, GE Money, AIG , Reliance etc.

Rajesh Viswanathan,

Chief Financial Officer

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

R. Anil Kumar Nair, *Chief Operating Officer*

- Master's in Business Administration from Sikkim Manipal University
- Previously worked with Onida, ICICI Bank and Aspire Home Finance Corporation[1]

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.

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.

Vinod Nair, *Chief Human Resources Officer*

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

Anmol Gupta, *Chief Treasury Officer*

- Several years of experience in financial operations, preparing budgets, financial reports
- Previously worked with BHW Home Finance, Deutsche Bank 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.

Pratik Jariwala, *Chief Compliance Officer*

- Over 15 years of experience in governance, risk, and control across banking and financial services
- Previously associated with Kotak Mahindra Bank, IDFC First Bank, and CRISIL

Harshada Pathak, *Company Secretary & Compliance Officer*

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

Sharad Jambukar, *Chief Information Technology Officer*

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

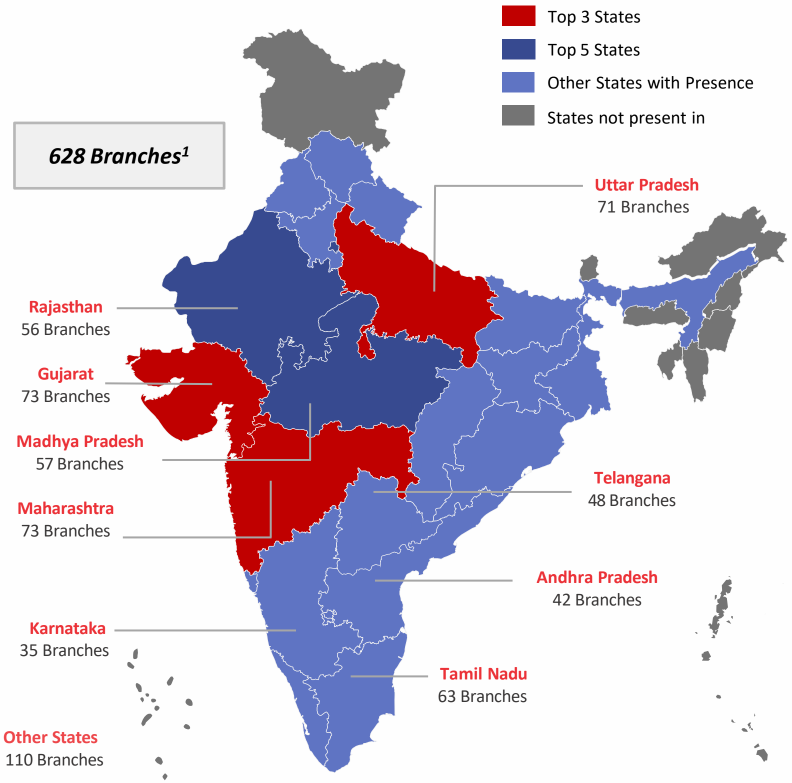
Note: 1. Now Motilal Oswal Home Finance Limited.

BUSINESS OVERVIEW

Pan-India Presence

Distribution Network

628 Branches[1]

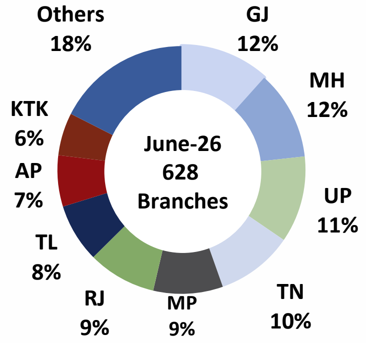


Note: UP = Uttar Pradesh, MP = Madhya Pradesh, MH = Maharashtra, TN = Tamil Nadu, GJ = Gujarat, RJ = Rajasthan, KTK = Karnataka, TL = Telangana, AP = Andhra Pradesh.

1. Branches including offices are 640.

Branch Distribution

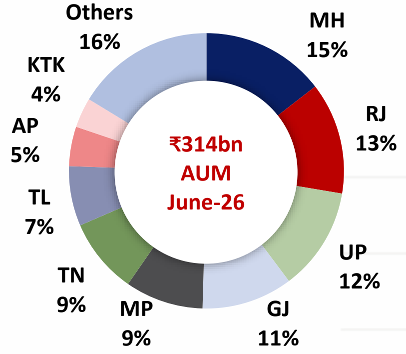
By State (June 30, 2026)



State wise AUM

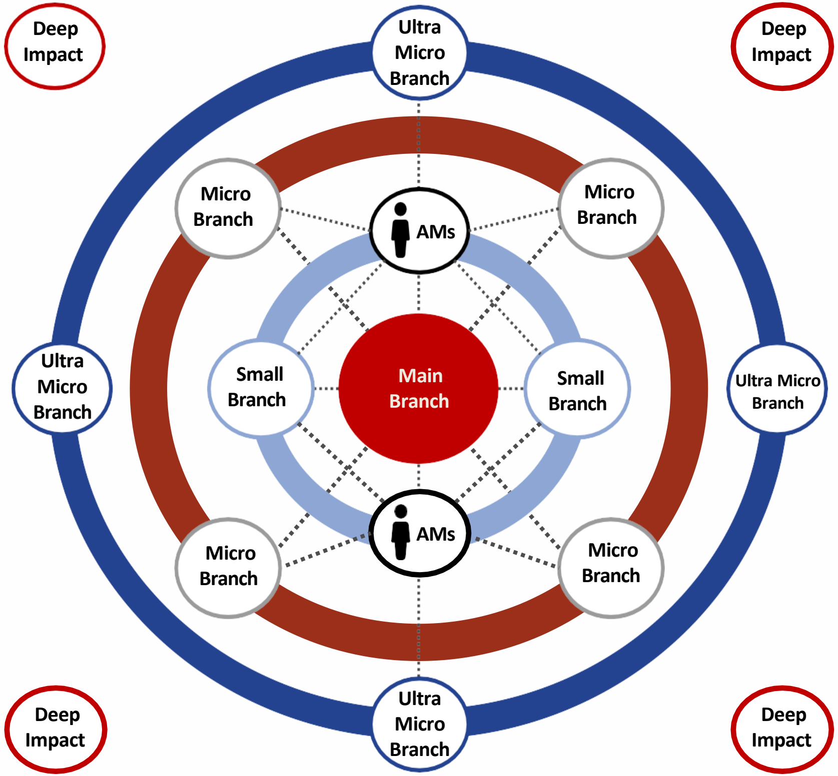
Diversified presence with a focus on cost control

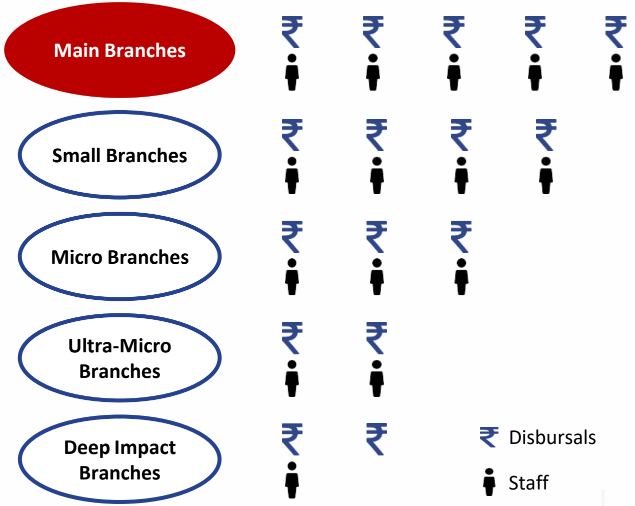
No state accounts for >15% of AUM



Distribution Strategy

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





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

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

Distribution Strategy

Aadhar Housing Finance Ltd
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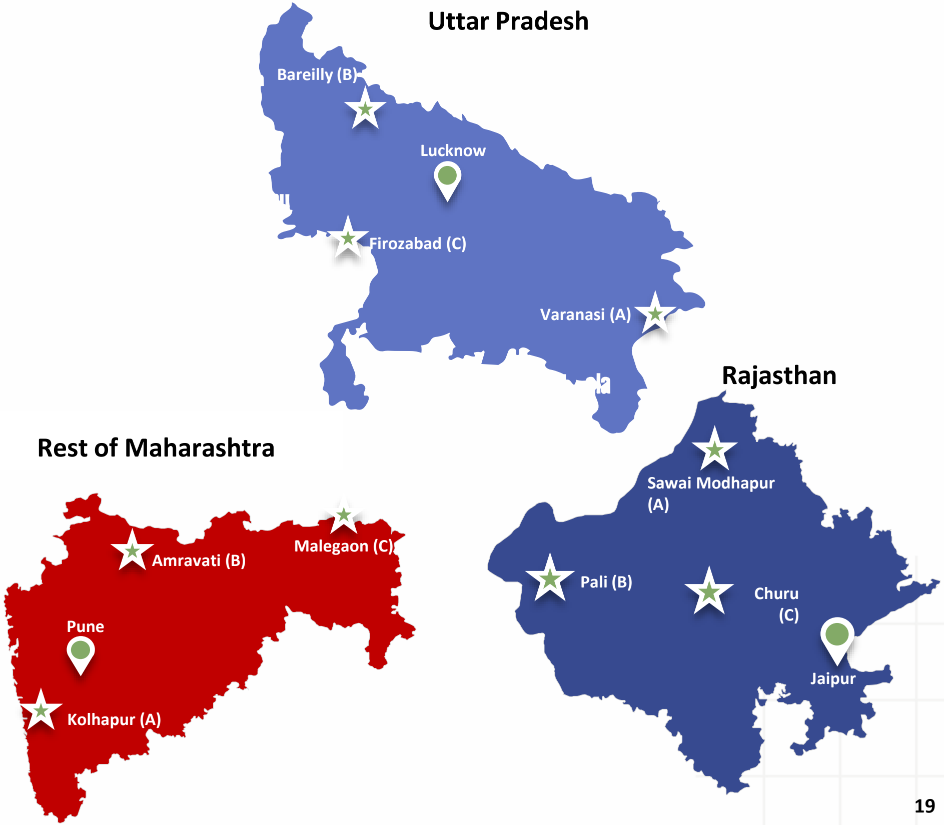
Aadhar Housing Finance Ltd
GHAR BANEGA, TOH DESH BANEGA.

Urban
No of Branches: 152

Emerging
No of Branches: 476

No of Branches	No of Branches	No of Branches
A - 96	B - 200	C - 180

Branch Breakup: Examples



Comprehensive Credit Assessment Process

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

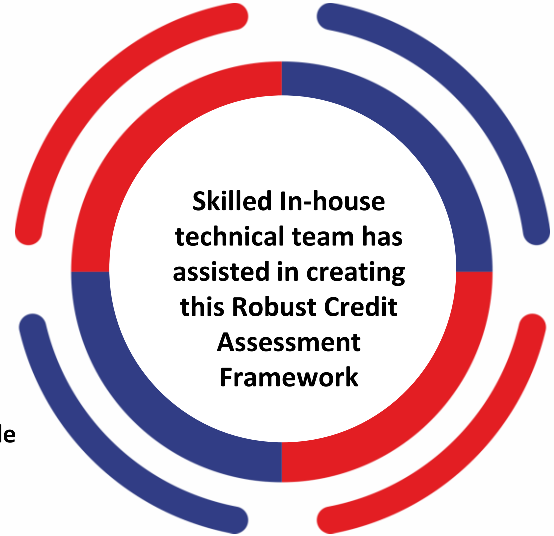
Decentralized processing – other customers

- Branch led processing through credit managers
- On-ground verification of business and income
- Analysis of expected cash flow of customer's business

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

Technical Due Diligence

Activities

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

Multiple opinions sought in specific cases

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

Assessment of property valuation

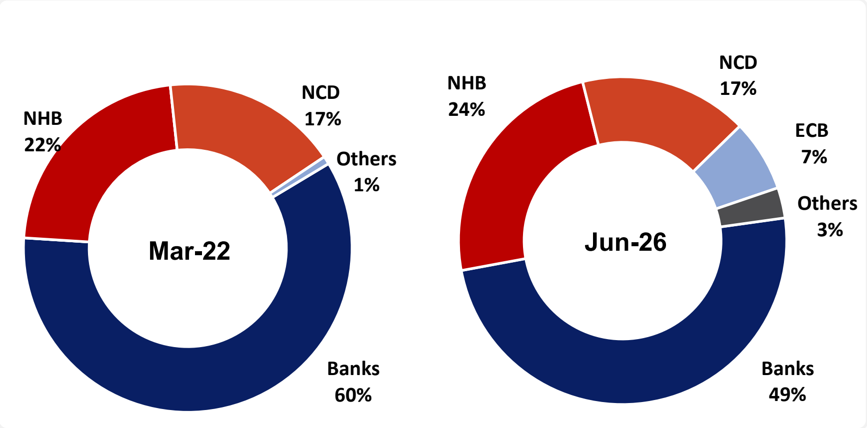
- Done by in-house technical team of civil engineers

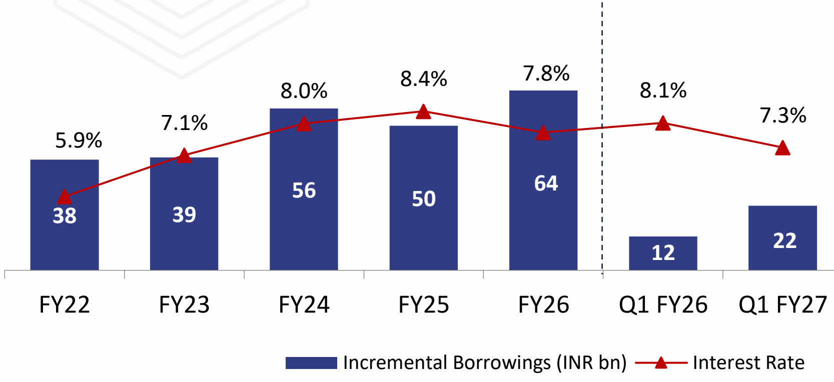
Post-disbursement sampling

- ~5% of the properties mortgaged in each quarter are re-valued to review the variance in valuation
- Cases of variance are examined for taking remedial actions

Diversified Funding Sources

Increasing focus on diversifying borrowings





Banks

Mutual Funds

NHB

DFI

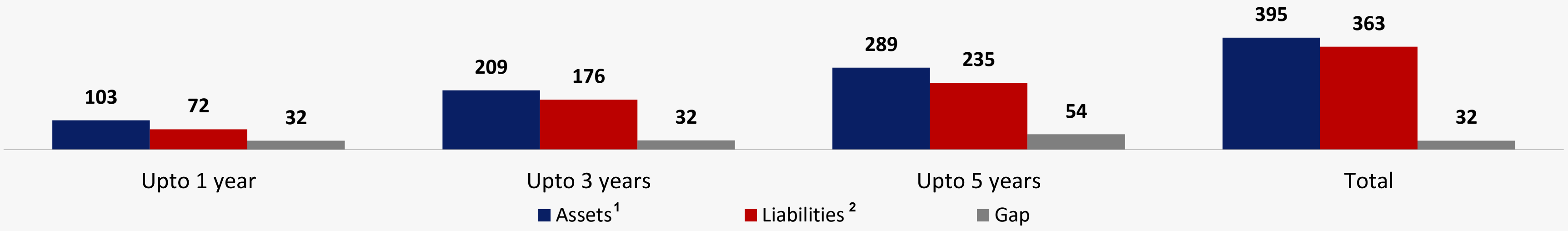
Note: 1. Interest rate for incremental borrowing. Represents weighted average rate of interest on fresh borrowings in the relevant year or period.

ALM Position

Positive ALM Position Across Buckets

Asset Liability Management – INR bn (as of Jun-26)

73% of Gross AUM and 78% of borrowings have floating interest rates



High-level of Ratings Across Tenures from Leading Rating Agencies

	Long Term			Short Term
	Care Ratings	ICRA	India Ratings	ICRA
Old ratings	AA / Stable	AA / Stable	AA / Stable	A1+
Updated ratings	AA+ / Stable	AA / Positive	AA / Positive	

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

Social Objectives at the Core of the Business

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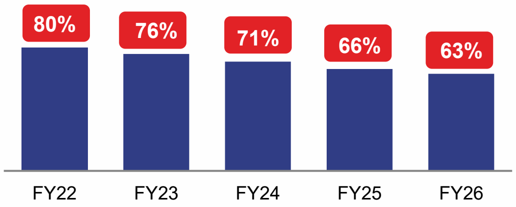
E — Home Aspirations

Portfolio focused on EWS / LIG segments

63%

Gross AUM with EWS/LIG customers

AUM focused on EWS / LIG Customers



S — Socially Inclusive

Overview of various CSR activities

Aadhar Mitras / Mahila Aadhar Mitras

Incentive-based representative model

Aadhar Kaushal –

Skill development for youth from the underserved segment

Aadhar Aaangan

Ensuring nutrition, early childhood education and care

Aayushmaan Aadhar

Supporting healthcare infrastructure with health camps

G — Governance

Blackstone, a leading investment firm, *with total AUM of US$1.3 trillion*[1]*, is the* ***promoter***[2]

Strong set of Independent Directors

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

Note: 1. As of June 30, 2026; 2. Through BCP Asia II Holdco VII Pte. Limited, an affiliate of Blackstone.

AI and TECH CAPBILITIES

AI is the operating backbone of AHFL, not a set of projects

AI is being institutionalized as the enterprise intelligence layer — embedded across origination, underwriting, surveillance, collections, and retention — directly tied to growth quality, NPA control, and operating leverage.

Embedded, not bolted on
Intelligence flows through every workflow layer, not siloed in an analytics team.

Reusable architecture
One governed data and model fabric powers all engines, no redundant builds.

Outcome-linked
Every engine ties to NPA, TAT, Cost-to-income, Retention, or Yield

THE 6-LAYER ARCHITECTURE

1	Data Foundation	**Data is Industrialized** Inputs are cleaned, standardized, governed & structured	Data lake, customer/loan/property 360, bureau store, document store, feature store, lineage
2	Intelligence & Decisioning	**Models & Decision Logic are built** AI turns raw data into scores, predictions, recommendations & flags	Scores, predictions, risk-based pricing, fraud flags, propensity models, next-best-action logic
3	Surveillance & Early Warning	**Monitoring frameworks are created** Those outputs are tracked continuously for risk & pattern detection	Portfolio monitoring, bounce/roll-forward alerts, vintage analysis, branch heatmaps, RAG signals
4	Service & Execution	**AI is embedded into workflows** Business sees AI as actions, queues, prompts & prioritized interventions	Sales queues, credit workbenches, collections queues, retention workflows, campaign execution
5	Orchestration	**Systems are connected** APIs, workflows & triggers ensure AI is available where work happens	Workflow routing, LOS/LMS/CRM integration, human-in-loop controls, agentic AI, feedback loops
6	Governance & Trust	**Controls and guardrails are wrapped around everything** So that the company can trust, explain, validate and scale the system	Model validation, bias/drift controls, audit trails, explainability, override tracking, regulatory readiness

Strategic AI Platforms being built in-house

Across the five AI engines, a small set of reusable, cross-engine AI capabilities emerges repeatedly. These are the strategic platforms we are building and owning in-house for reuse, control, and long-term competitive differentiation.

LEKHA DOCUMENT INTEL	DHVANI VOICE INTEL	SAMVIT DECISION INTEL	SAARTHI ENTERPRISE ASSIST	GATI MANAGEMENT INTEL
CORE CAPABILITIES: *OCR · Extraction · Classification · Validation · Document workflow intelligence*	**CORE CAPABILITIES:** *Speech-to-text · Summarization · Conversational tagging · Call quality analytics*	**CORE CAPABILITIES:** *Application · Bureau · Bank statement · Personal discussion inputs*	**CORE CAPABILITIES:** *Centralized GenAI / LLM platform · Guided query resolution · Workflow assistance*	**CORE CAPABILITIES:** *Cross-functional dashboards · Funnel visibility · Exception monitoring · Control views*
USED ACROSS: Sourcing · Underwriting · Operations · Collections	**USED ACROSS:** Sales · Credit · Operations · Collections · Servicing	**USED ACROSS:** Personal discussions · Collections · Retention · Field interactions	**USED ACROSS:** Sourcing · Underwriting · Surveillance · Retention	**USED ACROSS:** All business and support functions
Reusable intake and document-processing capability that compounds in accuracy and utility over time	Reusable speech intelligence across functions — enables cross-functional learning from voice data	Core proprietary decisioning IP-primary source of long-term risk and growth differentiation	Reusable human-assist layer that improves consistency, responsiveness, and adoption enterprise-wide	Creates enterprise-wide visibility, faster intervention capability, and stronger operating control

This is how AI stops being a project portfolio and becomes a proprietary operating advantage, — built in-house, reused across engines, compounding over time.

AI initiatives are driving measurable impact

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PRODUCTIVITY & EFFICIENCY *More output from the same workforce through smarter task allocation and automation*

Sales Productivity & Incentives

AI platform tracking sales funnel performance, productivity benchmarks, and incentive computation

HOW WE USE IT DAILY

Field officers and managers track daily pipeline, lead conversion, and performance vs peers. Incentives are computed on AI-scored productivity metrics, replacing manual MIS and eliminating disputes over calculations.

IMPACT

Higher conversion per officer · fairer incentive allocation · significant reduction in manual reporting effort

Collections Prioritisation

Daily ranking of delinquent accounts by cure probability for optimised field allocation

HOW WE USE IT DAILY

Collections officers receive a ranked morning worklist each day. Highest-cure-probability accounts are contacted first. Field routes are optimised by score rather than geography alone, ensuring effort goes where recovery is most likely.

IMPACT

Higher recovery yield from existing collection workforce · smarter effort allocation · improved field productivity

RETENTION & REVENUE GROWTH *Protecting existing AUM and growing wallet share from the current customer base*

Customer Retention

Behavioural delinquency scoring of existing customer base – segmenting for selective, risk – adjusted retention

HOW WE USE IT DAILY

Each customer is scored on delinquency behaviour. BT-Out requests are negotiated based on these scores. Customers with elevated risk scores are excluded from retention; their requests for top ups or ROI concessions are declined.

IMPACT

Retains high quality AUM while consciously releasing risky accounts · avoids defending customers who increase credit cost · concentrates retention spend where it creates long-term portfolio value

AI initiatives are driving measurable impact

Each initiative is active in daily operations — governed, tracked, and tied to a clear business outcome.

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COST REDUCTION *Reducing credit cost, vendor spend, and processing inefficiency*

Reject Scorecard

Scores every incoming application before it reaches a credit officer

HOW WE USE IT DAILY

All new leads are automatically scored at the login stage. Applications falling below the threshold are deprioritised or rejected before they consume any underwriting or processing bandwidth.

IMPACT

Reduces cost of processing non-viable applications · lowers front-end credit losses · frees officer capacity for quality cases

Early Warning Signals

RAG-based daily surveillance of the live portfolio for early stress indicators

HOW WE USE IT DAILY

Risk and branch teams receive a daily watchlist of accounts showing early behavioural deterioration. Proactive intervention is triggered before the first missed payment, at a point where recovery is still relatively straightforward.

IMPACT

Reduces flow into NPA buckets · lowers provisioning requirement · enables earlier recovery action at lower cost

In-house Applications

Core operational platforms built and owned in-house, replacing external vendor systems

HOW WE USE IT DAILY

Credit, operations and collections teams run their daily workflows on in-house platforms, eliminating third-party licensing and support dependency for core functions. Customisation and iteration happen on our own timeline.

IMPACT

Direct reduction in vendor and licensing costs · faster platform iteration · greater customisation control and data security

Our Digital-First Operating Model is yielding benefits across the entire lending value chain

End-to-End

TCS-Enabled Core System

Digital Acquisition

25-35 mins

Door-to-Login Time

Digital Processing

100%

Paper-less Onboarding

Digital Collections

97%

NACH Conversion

Digital Servicing

108,000+

Customer App Logins

40+

Fintech Integrations

Our Digital Capabilities are built on Scalable and Agile Technology platform developed by TCS

Aadhar Housing Core Lending and Securitization Platform

(Powered by TCS)

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

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

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

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

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

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

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

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

We have augmented our IT Platform with Digital Capabilities through Strategic Partnerships

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DIGITAL ACQUISITION

Lead Generation

CSC

IPPB

Gram Haat

JK Cement

udChalo

Incentive Automation

Smart Winner

DIGITAL PROCESSING

Identify Tech	Karza	→ PAN, Aadhaar, EPFO Verifications
	iXsight	→ Dedupe Engine
Reg Tech	CRIF	→ Multi Bureau Verifications
Open Banking	Novel Pattern	→ Bank Aggregator & Analyzer
Property Tech	Teal	→ Digital Property Search
	CERSAI	→ CKYC, Asset Search
	SignDesk	→ e-Signing & e-Stamping
Payment Tech	Paytm	→ Online Fee Payment Gateway
	Razorpay	→ Online Fee Payment Gateway
	Lotuspay	→ Online Fee Payment Gateway
Robo Processing	Automation Edge	→ RPA Automations

DIGITAL SERVICING

Digital Welcome Kit

Anur Cloud

Cloud Telephony

Simple2Call

Digital Collections

BBPS

Communication

Gupshup

We have developed and launched an extensive Suite of Applications for Customers and Employees

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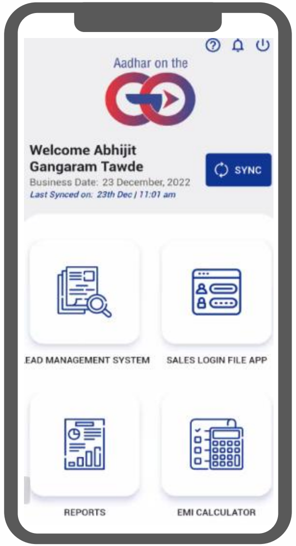
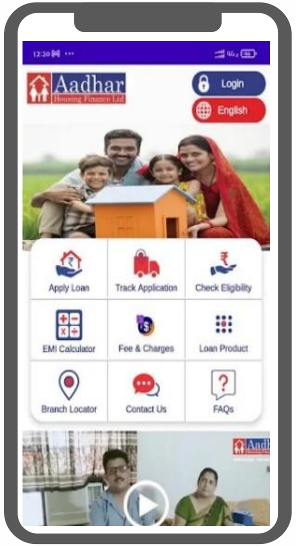
Robust customer engagement and partner empowerment through mobility apps; Focus on consistently improving employee experience through virtual office

Sales Mobility App



Faster onboarding of customers

Customer Service

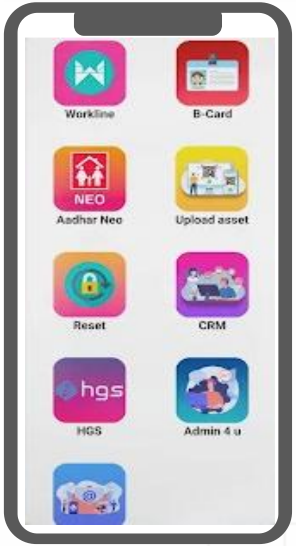


All-in-one customer app

Collections App

Live tracking of collections

Employee Super App



Integrated HR app for all employee services

INDUSTRY OVERVIEW

Affordable Housing Finance Market in India: Opportunity Size

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

Total Demand of Affordable Housing by Urban Centre's by 2030	Affordable Housing New Demand by 2030	Current Existing Shortage of Housing
31.2 Mn Units (INR 67 Tn)	21.1Mn Units	10.1Mn Units

	EWS (46%)	LIG (33%)	MIG (16%)
Market Size breakup	15.0 Mn Units INR 17.4Tn	10.9 Mn Units INR 25.2 Tn	5.3 Mn Units INR 24.6 Tn
Potential home loan market (INR Tn)*	13.4	19.4	18.9
Financing Opportunity (INR Tn)**	11.8	17.2	14.9

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

Source: *Knight Frank Research Estimates*

Key Growth Enablers

Government Initiatives' Impact on Housing Finance

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

Changing Dynamics

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

Market Penetration Opportunities

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

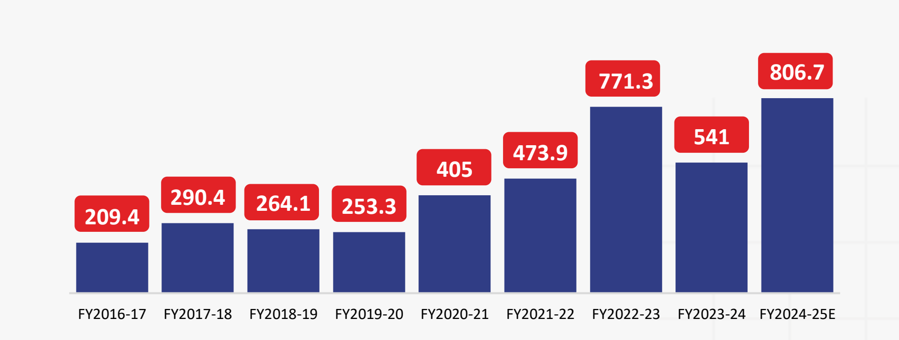
Focus on Financial Inclusion

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

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

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

Central government budgetary allocation for PMAY (INR bn)



Source: *Knight Frank Report, GoI, Custom Market Insights Report Link, World Population Review*

FINANCIAL INFORMATION

Consolidated Profit and Loss Statement

Particulars (INR Mn)	Q1 FY27	Q1 FY26	YoY	Q4 FY26
Interest on loans	**8,579.7**	**7,314.2**		**8,300.4**
Other Interest and Investment Income	345.8	334.8		249.2
Non-Interest Income	547.0	539.4		670.6
Upfront Income on Fresh Assignment	499.4	325.0		704.9
Total Income	**9,971.9**	**8,513.4**	**17%**	**9,925.1**
Finance costs	3,763.9	3,319.4		3,433.3
Net interest margin	**6,208.0**	**5,194.0**	**20%**	**6,491.8**
Operating Expenses[1]	2,255.0	1,875.3		2,407.6
Pre-Provision Operating Profit	**3,953.0**	**3,318.7**	**19%**	**4,084.2**
Credit Costs	316.7	267.2		101.7
Profit Before Tax	**3,636.3**	**3,051.5**	**19%**	**3,982.5**
Tax Expenses	812.7	678.7		873.3
Profit After Tax	**2,823.6**	**2,372.8**	**19%**	**3,109.2**
Total Comprehensive Income	2,806.5	2,344.4	20%	3,202.2
Earnings per equity share (Diluted)	**6.4**	**5.4**		**7.0**

1. Included in manpower cost is ₹135 Mn and ₹140 Mn in Q4 FY26 and Q1 FY27 respectively related to fresh ESOPs granted in January 2026.

Consolidated Balance Sheet

Particulars (INRmn)	As on June 30, 2026	As on March 31, 2026
Sources of Funds		
Share capital	4,373	4,357
Reserves and surplus	74,155	71,052
Borrowings	200,093	187,438
Trade payables & Other Liabilities	7,691	11,141
Derivative Financial Instruments	-	-
Total	**286,312**	**273,988**
Application of Funds		
Loan Assets	255,170	248,396
Investments and Cash & Cash Equivalent	23,823	18,521
Other Financial Assets and Trade Receivables	4,568	4,436
Non-Financial Assets	1,970	1,936
Derivative Financial Instruments	781	699
Total	**286,312**	**273,988**

Capital Adequacy Ratio (%)		
Tier I	42.9%	42.0%
Tier II	0.5%	0.5%

ECL Provisions

Particulars (INR Mn)	June 30th, 2026	March 31st, 2026	June 30th, 2025
Gross Stage 1	246,464	240,994	205,903
% portfolio in Stage 1	95.4%	95.9%	95.0%
ECL Provision Stage 1	852	859	623
ECL Provision % Stage 1	**0.3%**	**0.4%**	**0.3%**
Gross Stage 2	8,439	7,556	7,922
% portfolio in Stage 2	3.3%	3.0%	3.7%
ECL Provision Stage 2	1,119	1,063	1,033
ECL Provision % Stage 2	**13.3%**	**14.1%**	**13.0%**
Gross Stage 3 a (DPD <= 90)	27	77	22
% portfolio in Stage 3 a	0.0%	0.0%	0.0%
ECL Provision Stage 3 a	7	19	6
Gross Stage 3 b (DPD > 90)	3,371	2,671	2,985
% portfolio in Stage 3 b	1.31%	1.06%	1.40%
ECL Provision Stage 3 b	1,152	962	970
ECL Provision % Stage 3	**34.1%**	**35.7%**	**32.5%**
Gross Stage 1, 2 & 3	258,301	251,298	216,832
ECL Provision Stage 1, 2 & 3	3,130	2,903	2,632
Total ECL Provision %	**1.2%**	**1.2%**	**1.2%**

Glossary

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

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

THANK YOU

For further information, please contact

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