

Indiabulls
HOUSING FINANCE

Company Overview

Indiabulls Housing – An Overview



Overview of Indiabulls Housing Finance

- Origin of Indiabulls Housing Finance dates back to 2013, pursuant to the Scheme of amalgamation for the amalgamation of Indiabulls Financial Services Limited with Indiabulls Housing Finance Limited
- It is among the top 5 housing finance companies in India in terms of AUM [Source: CRISIL Report]
- Employee base of 4,956 as of Sep-23
- Strong Distribution Network of 218 branches as of Sep-23
- Driving growth from asset light model, focusing on co-lending of loans along with banks and an increased sell down of parts of the Company's loan portfolio
- Strong credit rating of CRISIL AA/Stable and CARE AA-/Stable for long-term facilities

Indiabulls Housing Statistics (As of 30 Sep 2023)

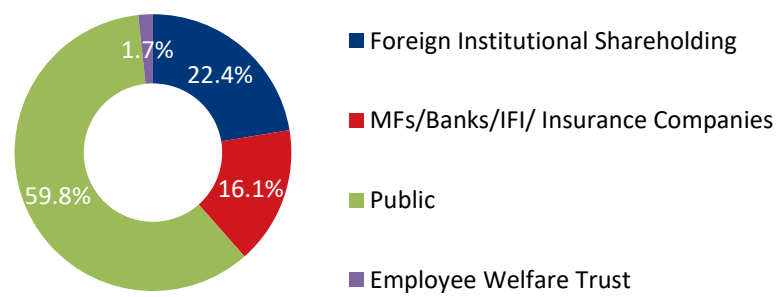
Loan Book: Rs. 543,407.4 million	Total Revenue: Rs. 41,275.9 million	Net Interest Income: Rs. 13,646.8 million
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PAT: Rs. 5,923.7 million	Net Worth: Rs. 183,704.6 million	Borrowings: Rs. 484,205.1 million
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NIM: 3.7%	CRAR Tier 1 26.0% 21.9%	GNPA NNPA: 3.4% 1.9%
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Branches: 218	Employees: 4,956	Direct Sales Agents: 8,793
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Details of shareholders of Indiabulls Housing Finance



As of 30 Sep 2023

Key Strengths

1 One of the largest Pan-India HFCs with wide geographic reach

2 Access to diversified funding sources

3 Domain expertise built over time resulting in a resilient business model

4 Effective use of technology

5 Experienced Board of Directors and Senior Management Team

1

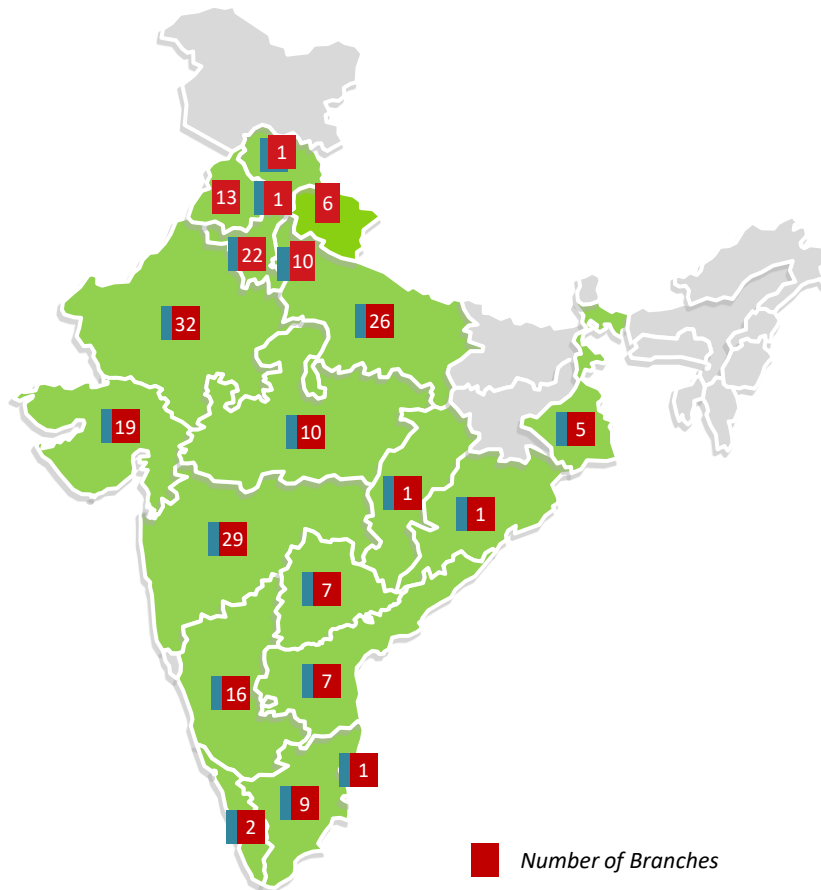
One of the largest pan-India HFCs with wide geographical reach

Company Overview

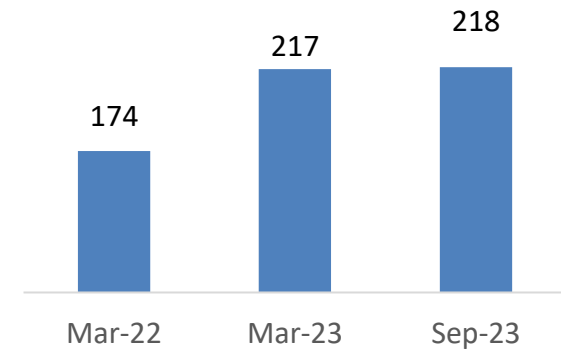
Key Strengths

Key Financial Data

Strategy



Number of Branches



Type of Branches

Type	Number
Head Office	2
Smart City Branches	69
Service Centers	85
Branches	39
Master Service Centers	23

Access to Diversified Funding Sources

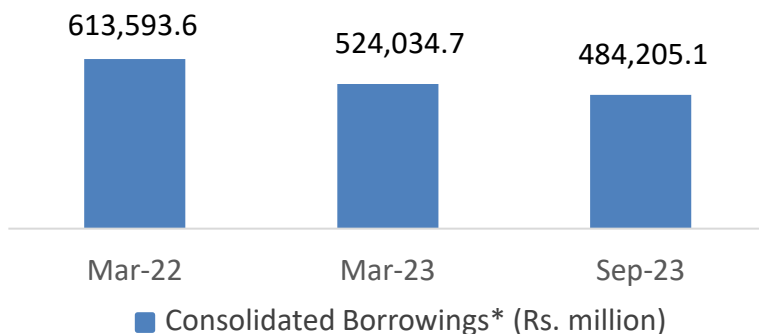
Company Overview

Key Strengths

Key Financial Data

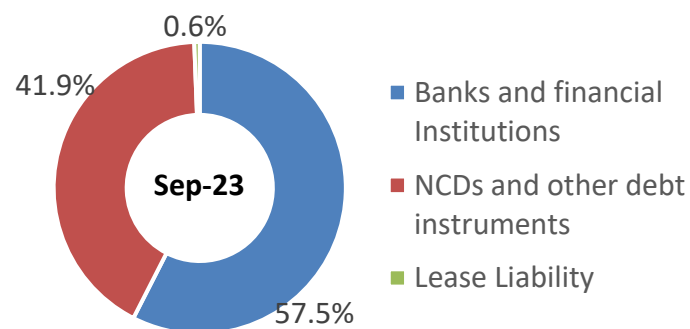
Strategy

Availability of funding sources for capital requirements



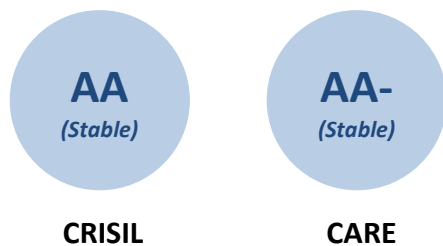
*including Debt Securities, Borrowings (other than Debt Securities) and Subordinated Liabilities

Diversified Funding Mix

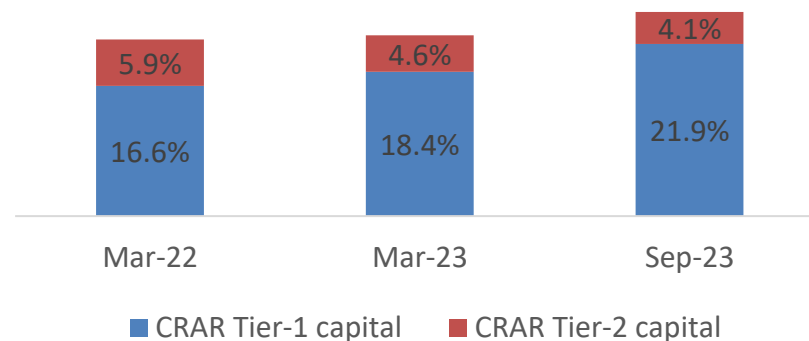


Rs. 484,205.1 million

Strong Credit Ratings for Long-Term Facilities



Healthy Capital Adequacy



Note: CRAR ratios are on a standalone basis

Domain expertise built over time resulting in a resilient business model

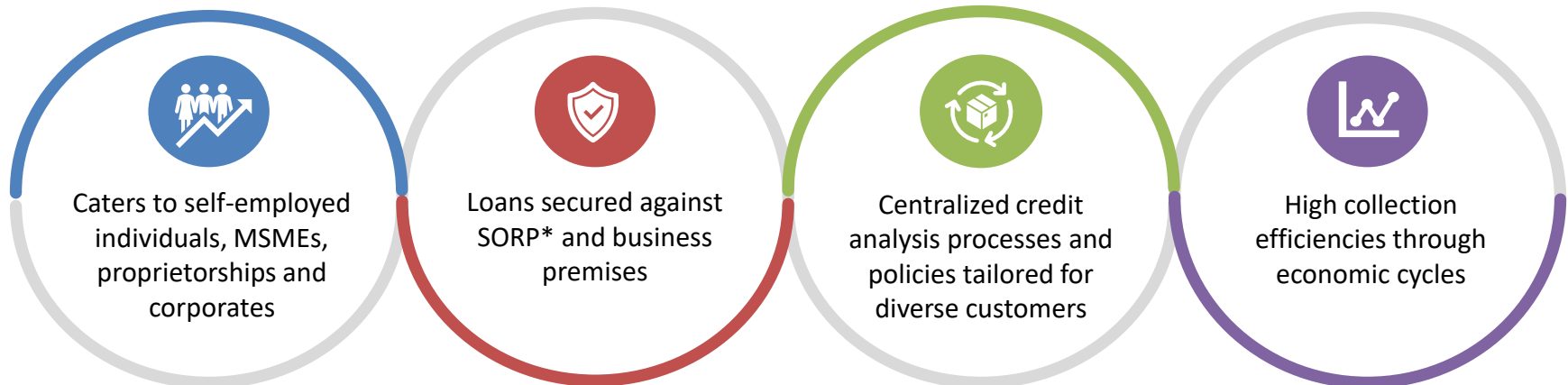
Company Overview

Key Strengths

Key Financial Data

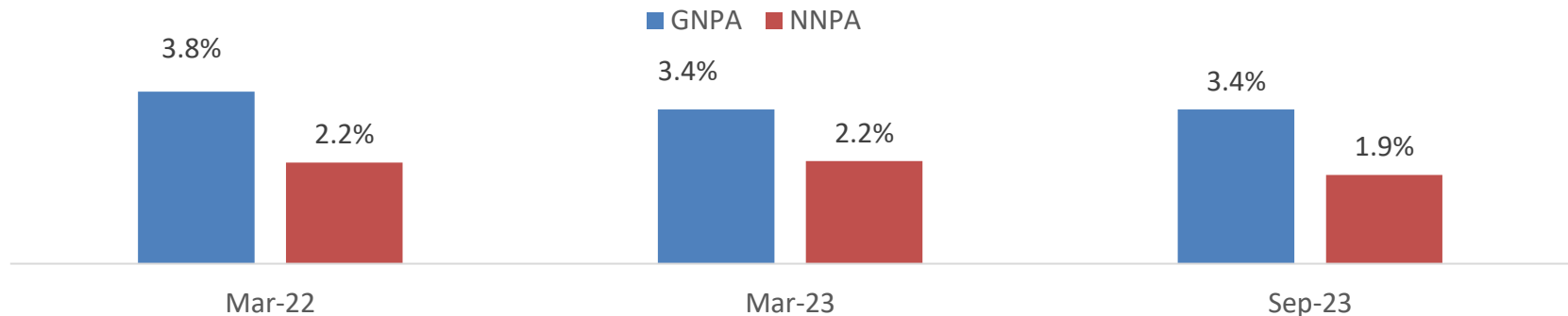
Strategy

Over 16 years of experience in Loan against Property, with demonstrated portfolio performance across business cycles



*Self-Occupied Residential Property

Asset quality



Effective Use of Technology

Company Overview

Key Strengths

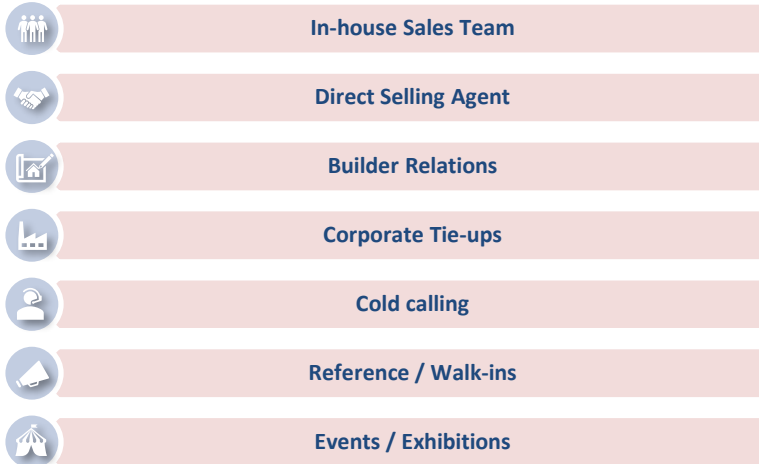
Key Financial Data

Strategy

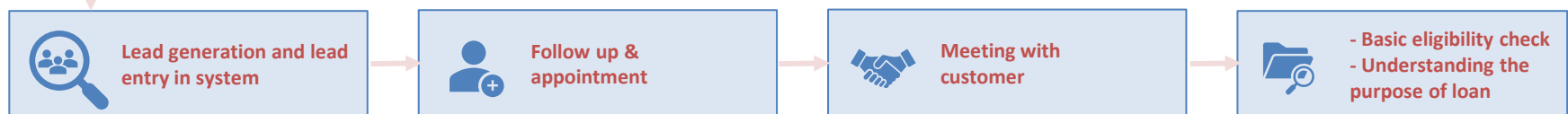
Offline Sourcing

Online Sourcing

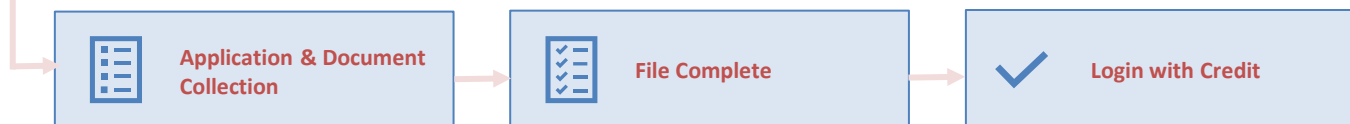
Channels



Login and Appointment



Document Completion



Experienced Management Team

Company Overview

Key Strengths

Key Financial Data

Strategy

Top Leadership

Gagan Banga

Vice Chairman, Managing Director and CEO

- Director of the Company since its incorporation
- Joined IndiaBulls as the marketing head and eventually was promoted to CEO. Key driver behind the success story and book building of Indiabulls.
- He was the CEO of Indiabulls Financial Services Ltd since December 2004 and continued as the CEO of Indiabulls Housing Finance Ltd after the reverse merger of the former into IBHFL which was completed in early 2013.

Subhash Sheoratan Mundra

Non-executive Chairman, Independent Director

- A seasoned banker and ex-Deputy Governor, the Reserve Bank of India
- Director of Indiabulls Housing since August 18, 2018.
- During his illustrious career with various banks, he held several positions across functions and locations, both in India and abroad and has handled diverse portfolios.

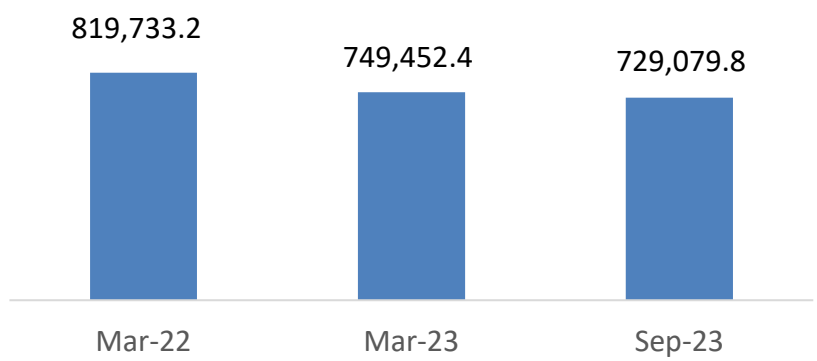
Name	Designation	Association with Indiabulls Housing
Sachin Chaudhary	Chief Operating Officer	More than 17 years
Mukesh Garg	Chief Financial Officer	More than 15 years
Naveen Uppal	Chief Risk Officer	More than 16 years
Somil Rastogi	Chief Compliance Officer	More than 16 years
Ramnath Shenoy	Head, Analytics & IR	More than 16 years
Ashwin Mallick	Head, Liabilities & Treasury	More than 11 years
M. S. Walia	National Sales Head	More than 17 years
Shailesh Kumar Yadav	Collections head, Mortgages	More than 12 years
Niharika Bhardwaj	Head – Human Resources	More than 7 years
Vijay Kiran	Head, Credit (Retail)	More than 13 years

Key Financial Data

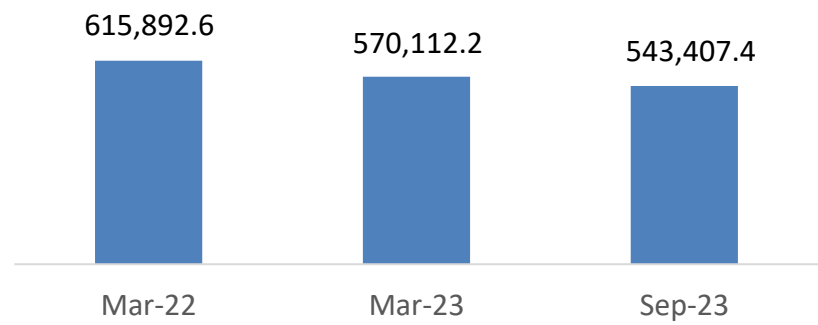
Financial Highlights



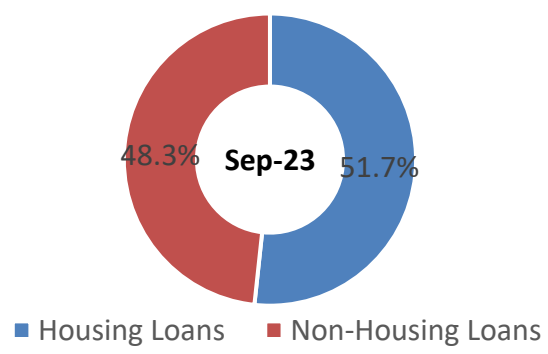
Total Assets (Rs. million)



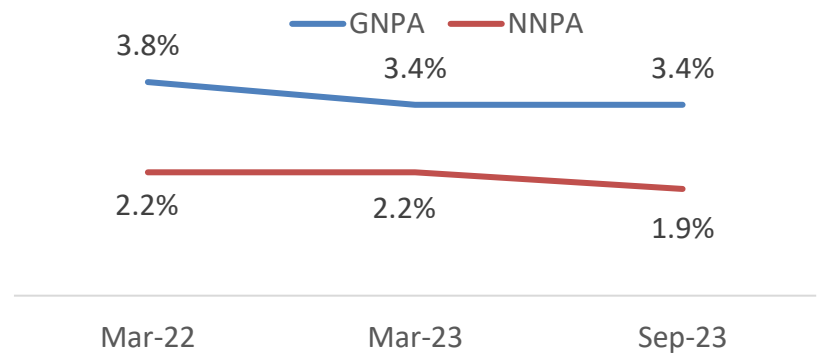
Loan Book (Rs. million)



Split between Housing and Non-Housing Assets



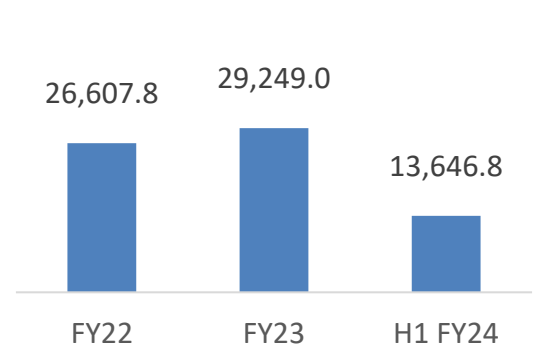
Asset Quality



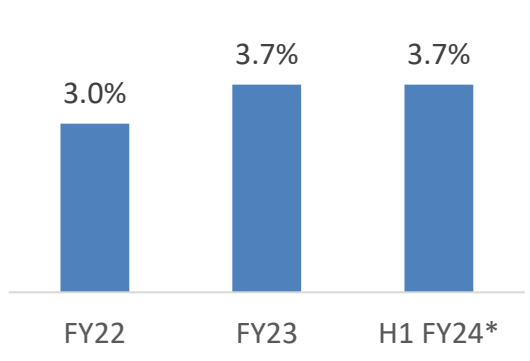
Strong Profitability Track Record across Cycles



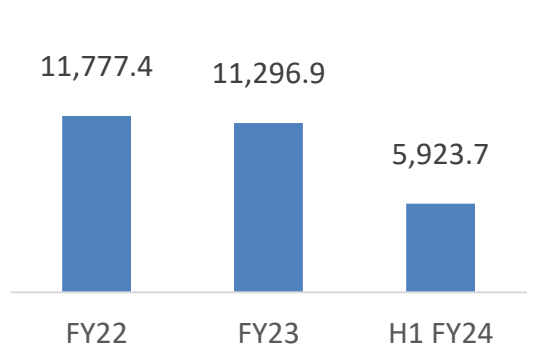
Net Interest Income (Rs. million)



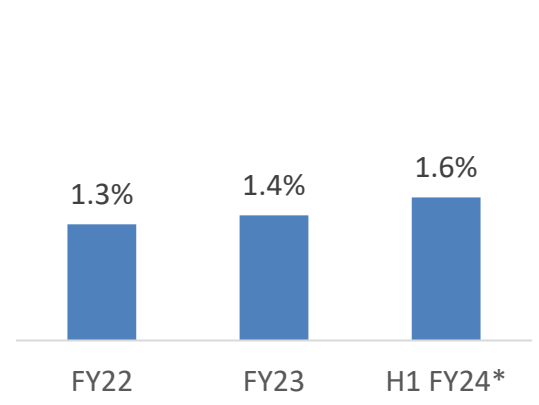
NIM



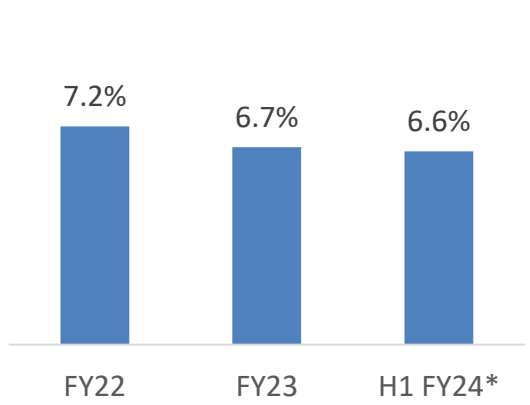
PAT (Rs. million)



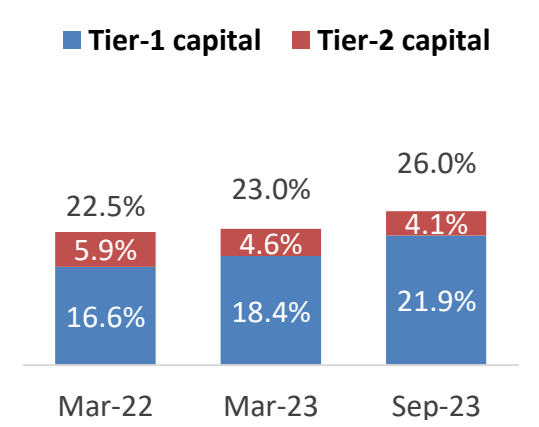
Return on average Total Assets



Return on average Net worth**



Capital Adequacy



*H1 FY24 ratios are annualized

**Net Worth = equity share capital + other equity - goodwill on consolidation

Strategy

Company Overview

Key Strengths

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Strategy

01

SCALE UP OF ASSET LIGHT MODEL

- Building an asset-light growth model, comprising two elements:
 1. Co-lending with banks, other financial institutions and credit funds;
 2. Increased portfolio sell-downs
- Leveraging on the deposit-led liability franchise of our co-lending partners and complement that with our technology-led distribution to provide efficient solutions
- Transitioning to a co-lending model for wholesale loans in partnership with 3 real estate focused credit and investment funds who are looking to invest in the Indian Real Estate Sector

02

ROBUST BALANCE SHEET

- Focus on maintaining healthy capital, provisions and liquidity to ensure continued resilience to various economic cycles

03

BOARD GOVERNANCE

- As part of concrete steps towards strengthening corporate governance, most of the Company's key committees are chaired by independent directors with relevant experience. The Board maintains regular and direct oversight on all key areas of executive operations

04

DEEPER PENETRATION

- Company is working towards establishing a stronger foothold in Tier III and IV cities
- During FY2023, Company hired over 700 employees and strategically opened 42 new branches, with a particular emphasis on Tier II and Tier III cities

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Thank you