

Corporate Presentation – SMFG India Home Finance

9M FY25-26



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04. Corporate Governance Framework and Risk Governance

05. Corporate Social Responsibility and Accolades

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Company Overview

SMHFC amongst top 10 leading affordable Housing Finance Company in India

AAA rated
CRISIL | CARE

INR 129 bn
AUM

191 Branches
(13,960
Pin codes)

167+ Towns

+70K
Customers

~2.8K
Employees

~2K
Channel
Partners

14%
Women
Borrowers

Started in 2016; Wholly owned subsidiary of SMFG India Credit Company Ltd (SMICC);
Strong promoter group : **Sumitomo Mitsui Financial Group (SMFG), Japan**

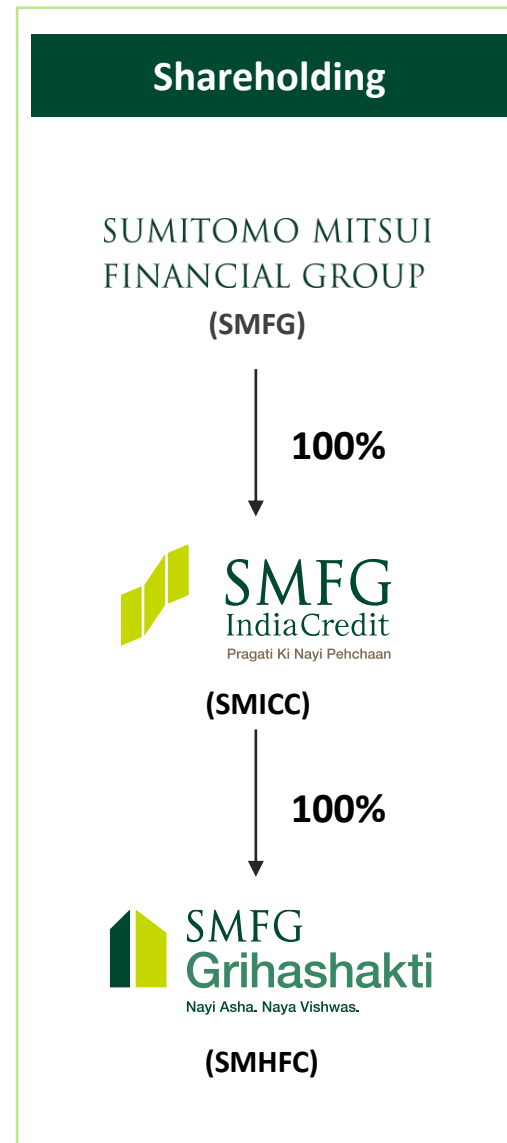
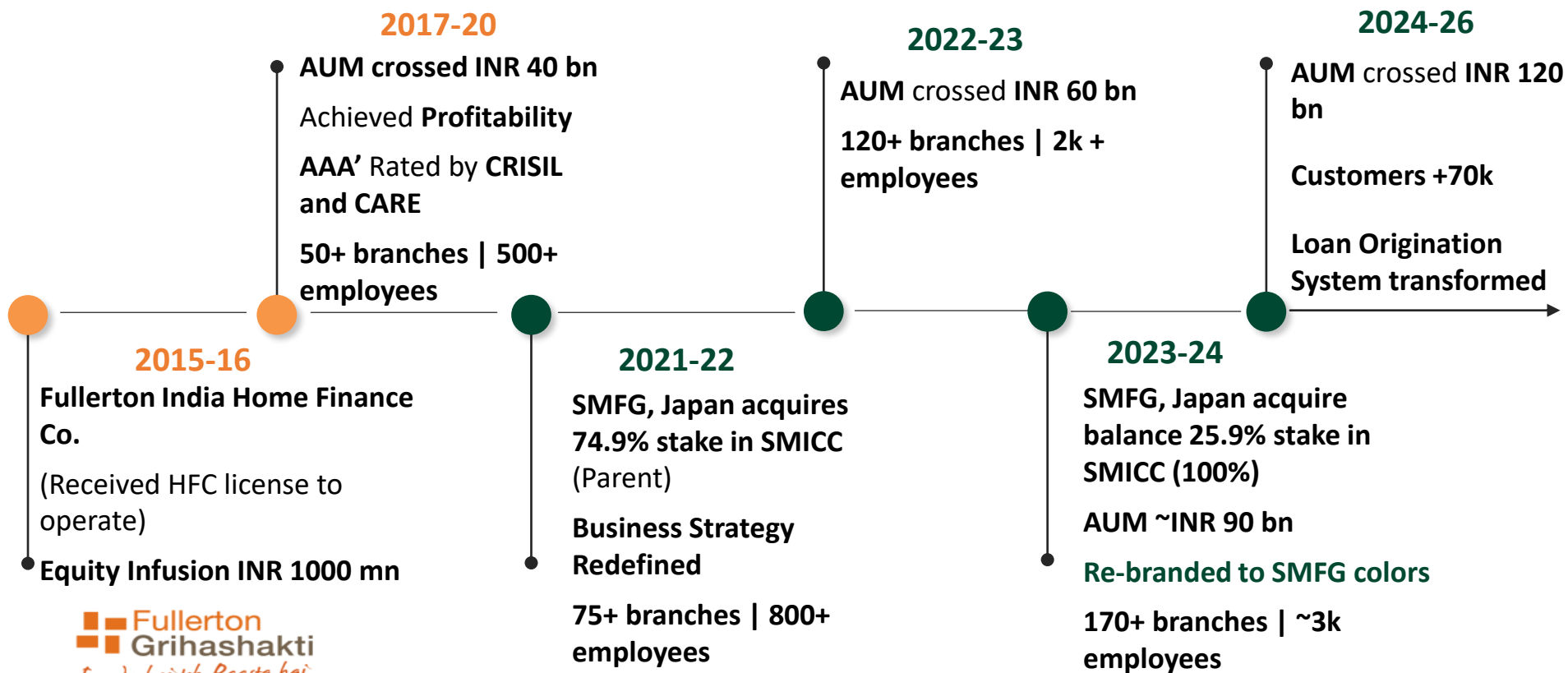
Pan India presence in 17 states/UTs; special focus on semi-urban areas and urban peripheries

Specific housing finance offerings designed to serve varied customer segments viz. **Salaried, Formal and Informal income Self Employed and builder**

Focus on **affordable home seekers** catering to **under-served, aspiring lower class and middle-class segments**

Multi-channel distribution network providing **direct high-touch and partner assisted** options

Operations fortified by **independent risk** governance framework, independent **compliance** and **internal audit function, advanced analytics and underwriting capability**



Legacy	400+ Years
World Rank ⁽¹⁾	19 th Largest
Total Assets	US\$2.0 Trillion
Net Profit	US\$8.9 Billion
Number of Employees	122K+
Common Equity Tier1 capital ratio	12.75%
Credit Rating	A1 / A- / A- Moody's / S&P / Fitch



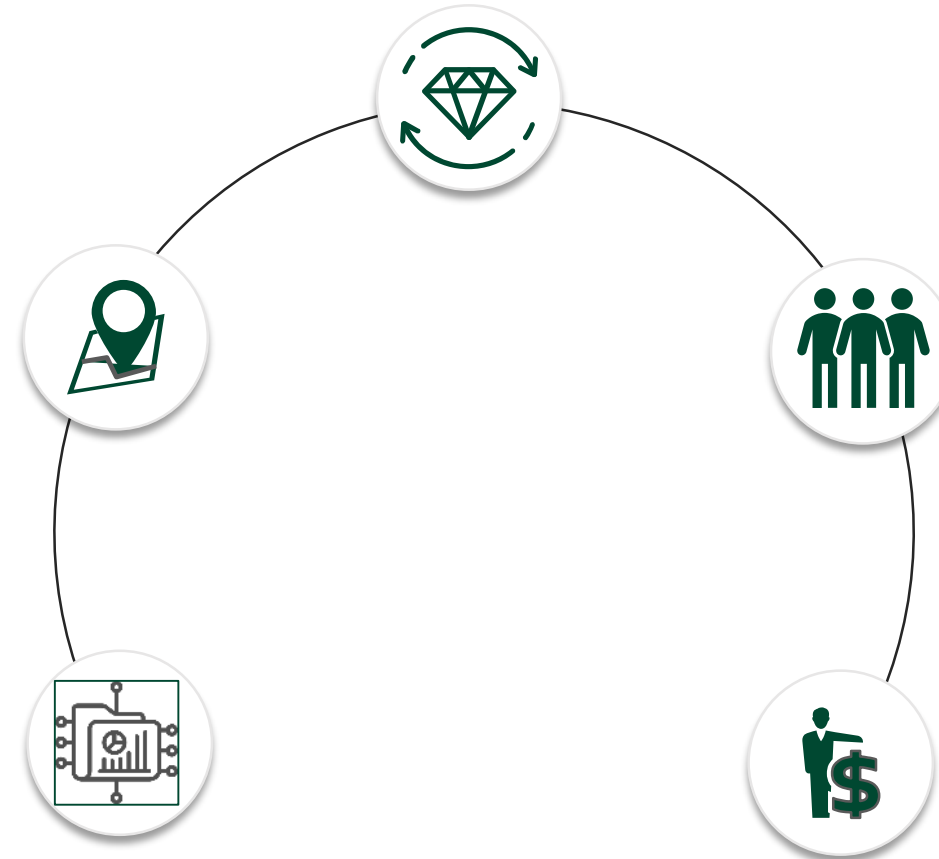
Source: Company Investor Presentation

Note: Results for 9 months ended December 31, 2025. FX: US\$1 = JPY156.53. (1) S&P Capital IQ, Banking Asset Ranking

Business Overview

Diversified Portfolio Distribution

Home Loans: 63% , Non-Home loans: 37%



Strong footprint in Tier 2/3 towns

Geographically diversified, sizeable play basis network of 191 distribution points and +2000 active channel partners

Established niche in self-employed segment

De-centralized processing - Branch led processing
On-ground verification of business and income analysis of expected cash flow

Experienced and professional management team with strong corporate governance

Independent leadership suite with specialization in financial services

Comfortable Liquidity Position

Diversified lender base, low reliance on short term funding, well-managed ALM



Sourcing

- Combination of Direct and Channel driven sourcing
- Customized offerings for formal and informal income customers
- Sourcing within defined Geo-limits



Underwriting

- Decentralised, on-ground Underwriting team
- Risk based pricing & Fraud checks
- In-house oversight over external legal verification
- Technical evaluation of properties







Risk Management

- Board approved Risk Appetite framework
- Rigorous branch expansion framework
- Champion Challenger approach to test credit boundaries
- Scenario based stress testing

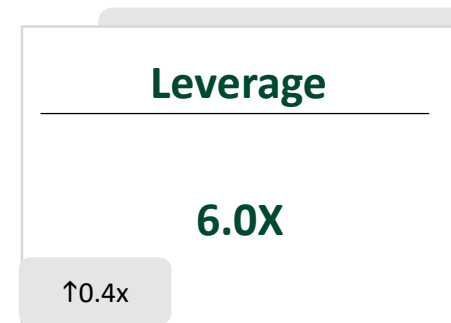
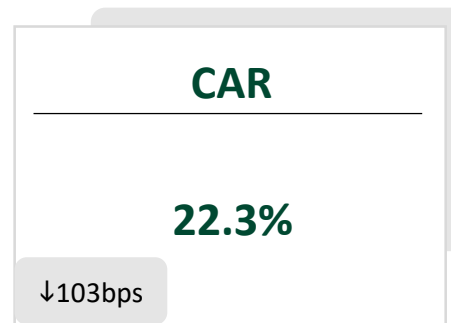
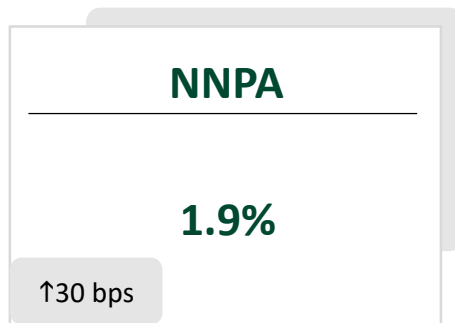
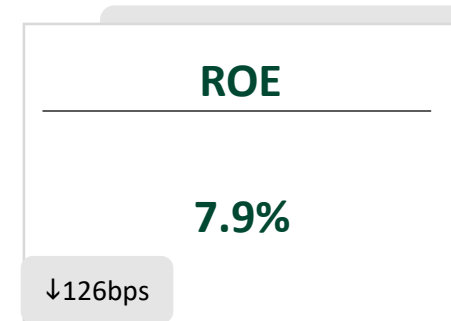
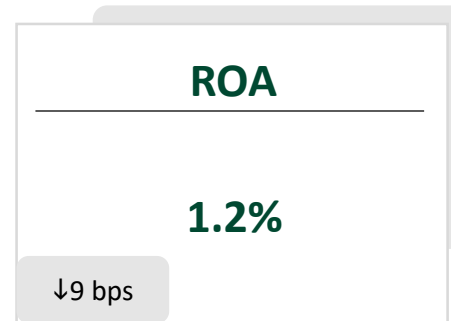
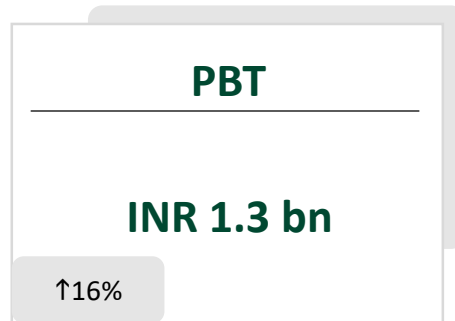
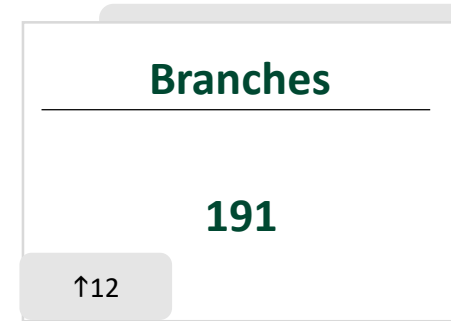
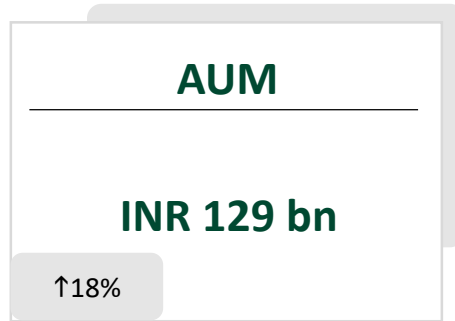


Collections

- 100% in-house with focus on early delinquencies
- 2-pronged approach from collections and legal team for delinquent borrowers
- Statistical propensity models and real-time collections trails

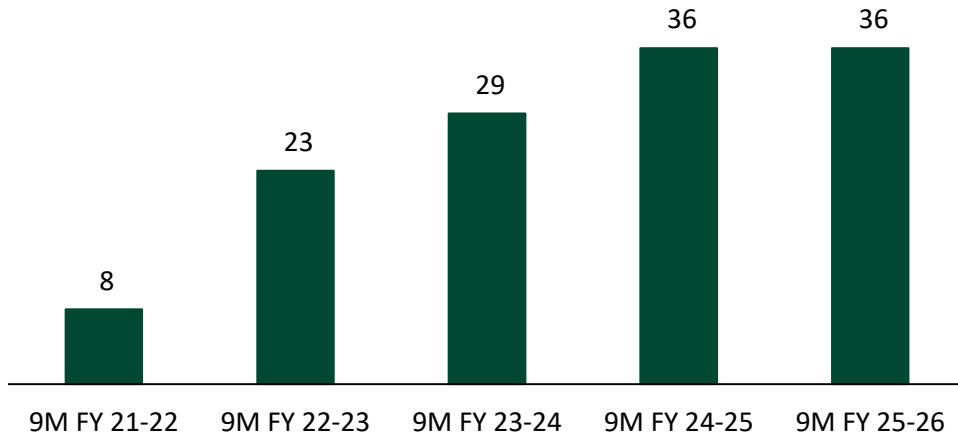
	 Salaried	 Formal Self Employed	 Informal Self Employed	 Construction Finance
Customer Segment				
AUM Share	26%	34%	30%	10%
Profile	Government and private sector employees	Proprietors of micro/small enterprises and Traders	Provision store owners, Farmers , small scale traders etc.	Mid size real estate developers in Tier I & II markets
Income Band	INR +0.3mn	INR +0.5mn	INR +0.6 mn	NA
Underwriting Proposition	<ul style="list-style-type: none"> Formal & Cash Salaried Optimum IRR, TAT & documentation 	<ul style="list-style-type: none"> Validation of declared income with <ul style="list-style-type: none"> -Tax returns -Stock statements 	<ul style="list-style-type: none"> Personal visit and discussion Customer assessment basis:- <ul style="list-style-type: none"> - Informal payment receipt - Supplier references 	<ul style="list-style-type: none"> Funding of joint development and Re-development projects

Financial Performance

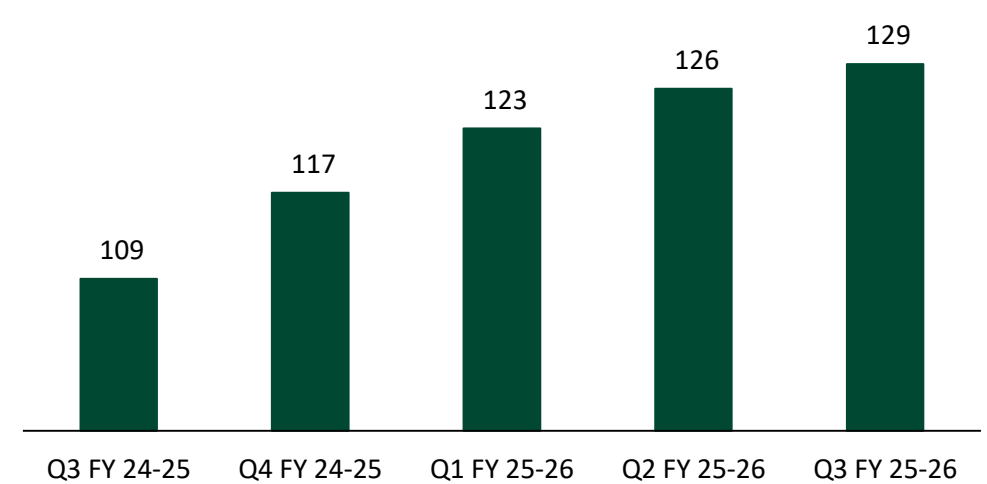
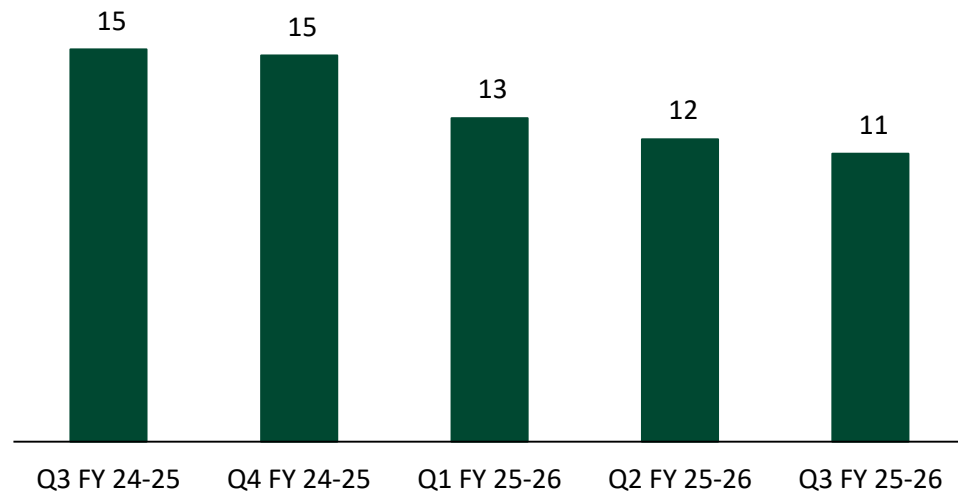
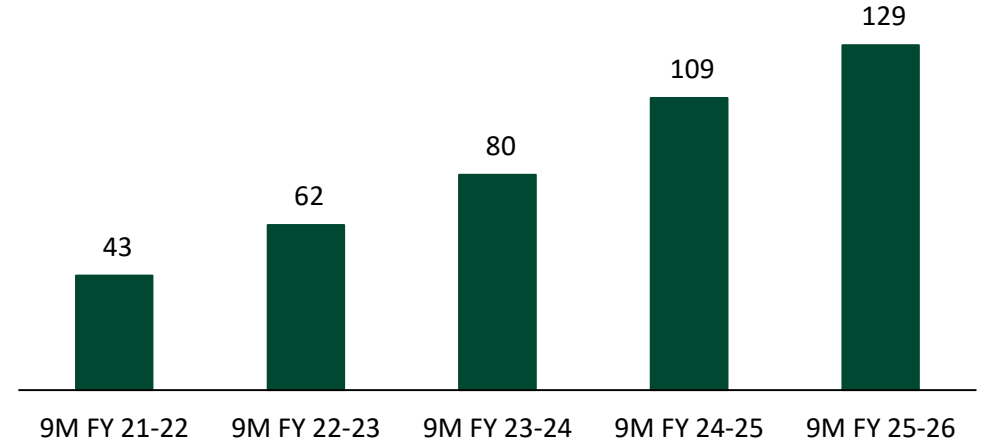


YoY

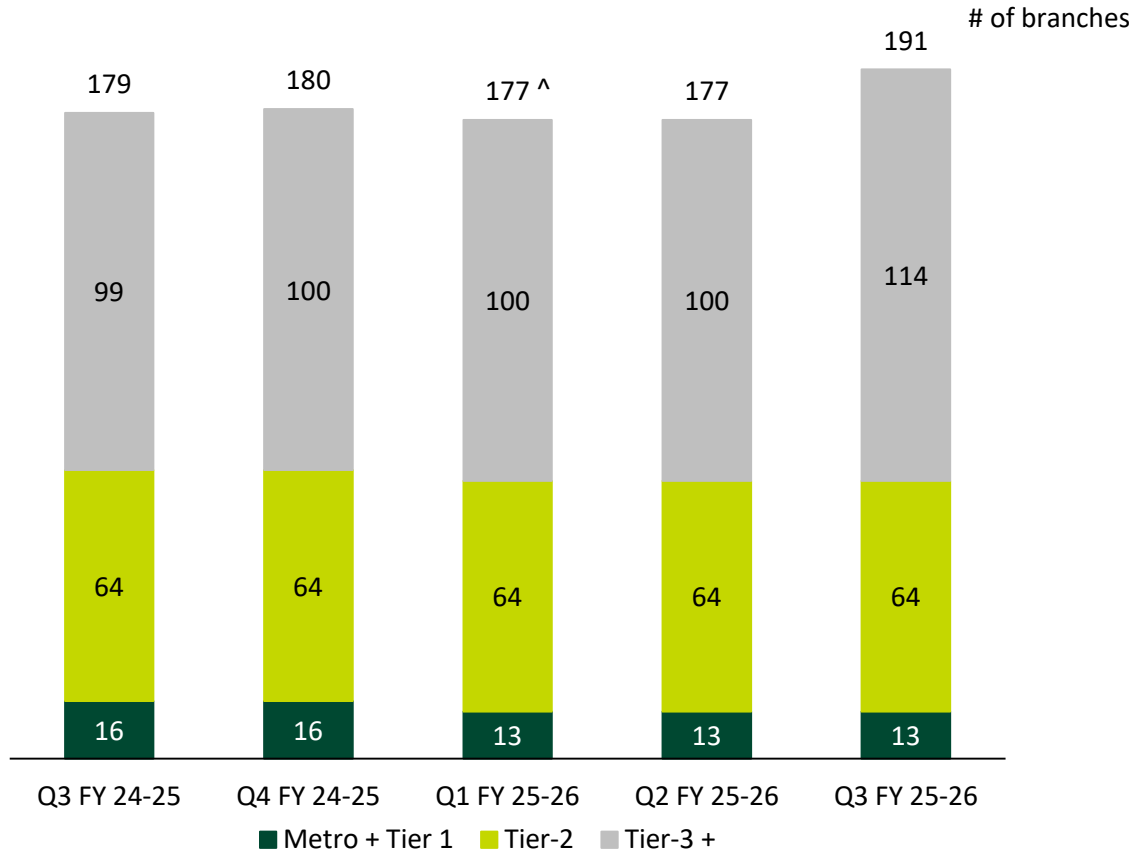
Disbursements (INR bn)



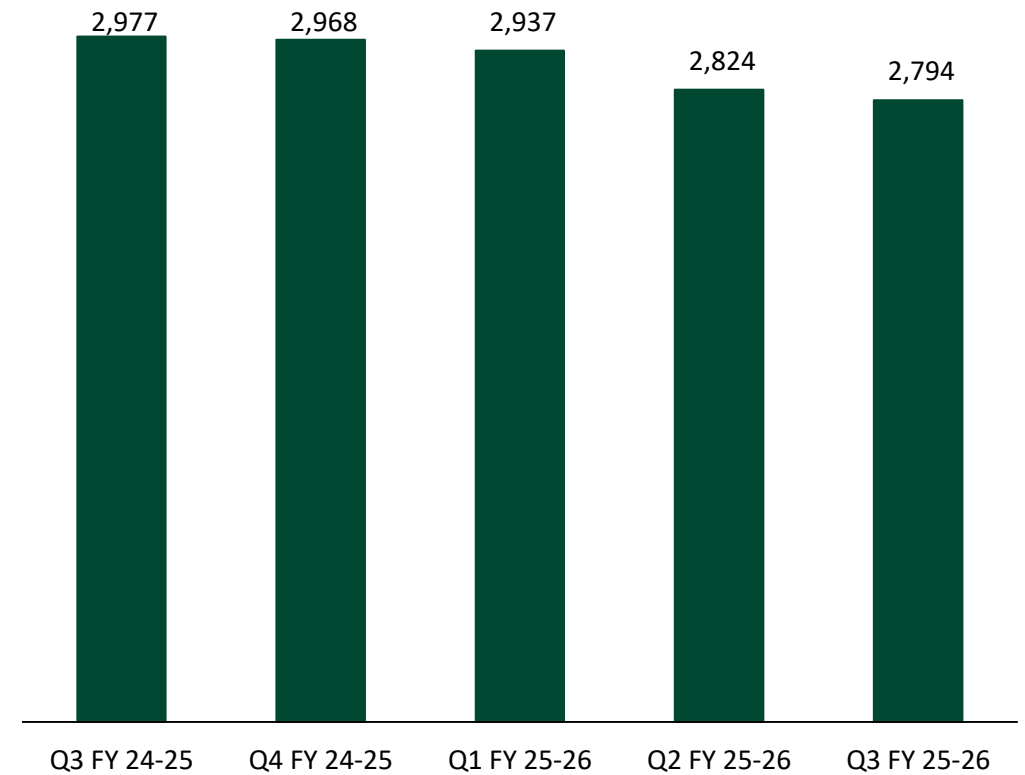
AUM (INR bn)



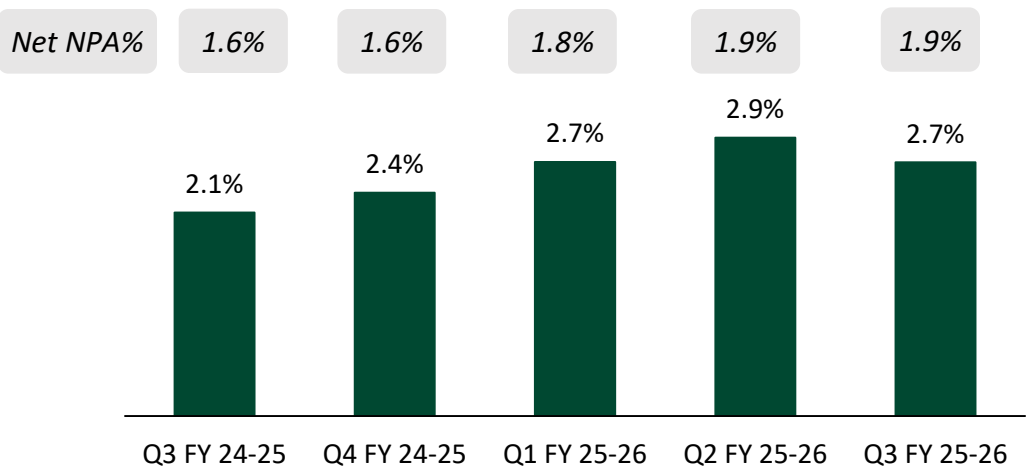
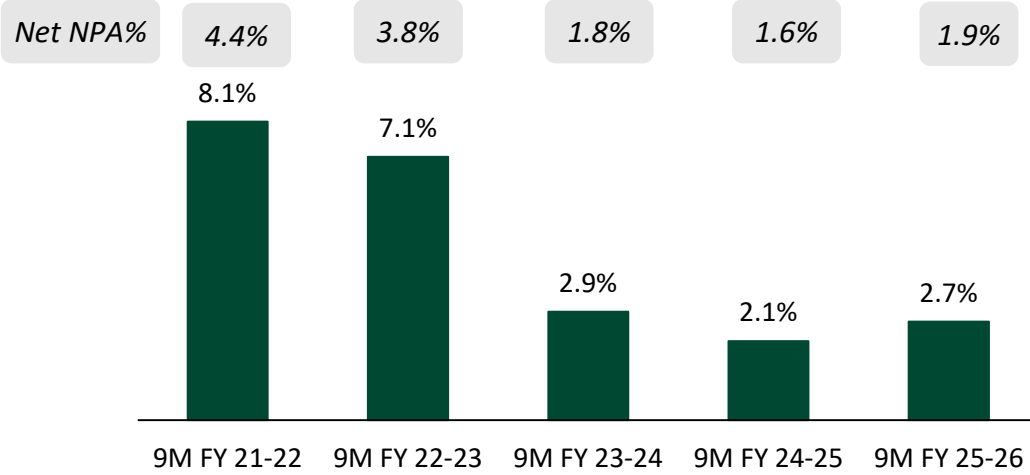
Branch network by tier



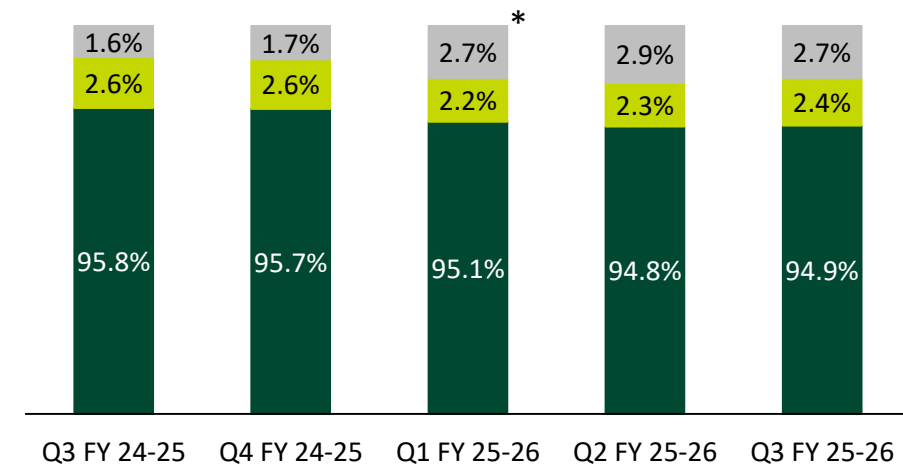
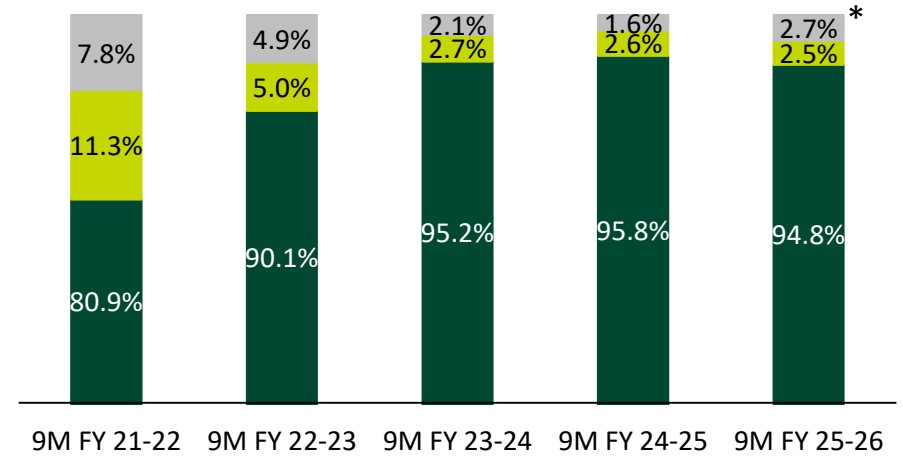
Headcount (#)



GNPA & NNPA



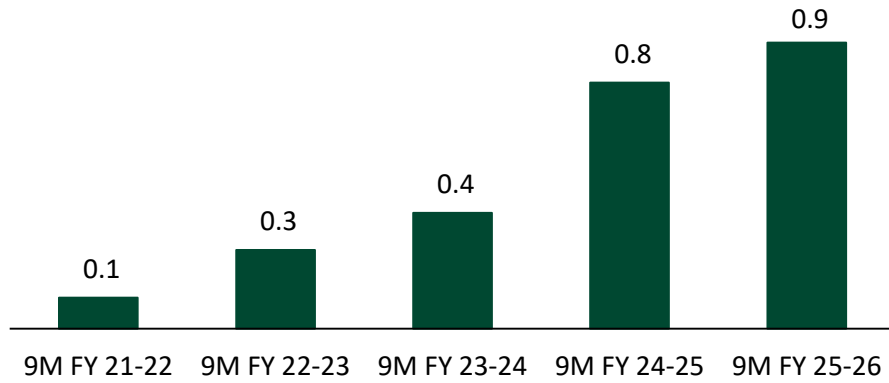
Stage wise portfolio mix (%)



■ Stage 1 ■ Stage 2 ■ Stage 3

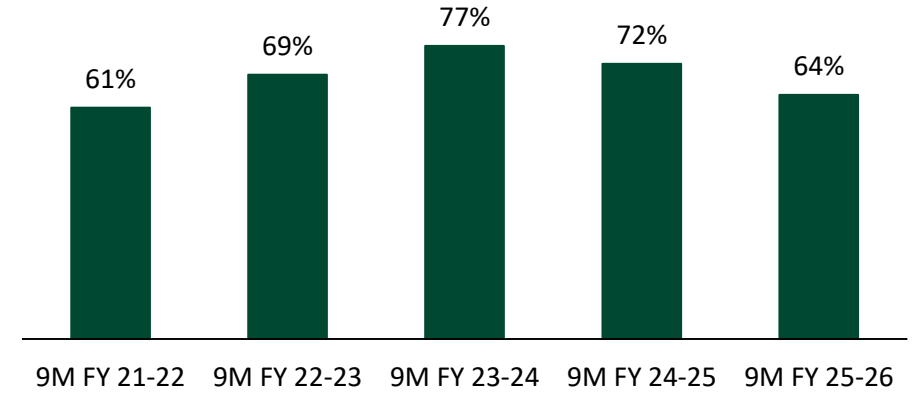
PAT (INR bn)

ROA % 0.4% 0.7% 0.8% 1.3% 1.2%

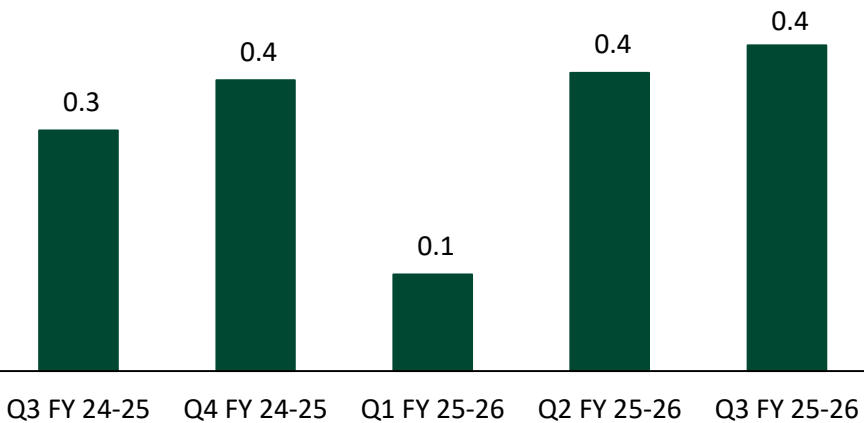


Cost to Income (%)

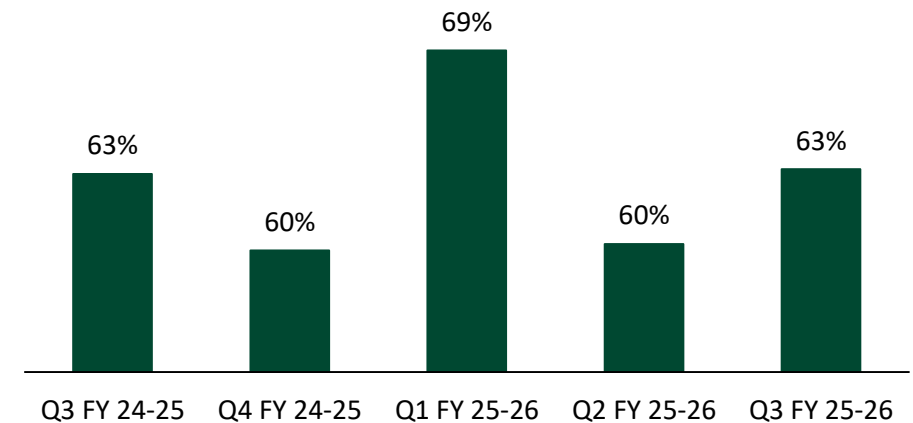
Opex % 3.4% 4.7% 5.2% 5.1% 4.4%



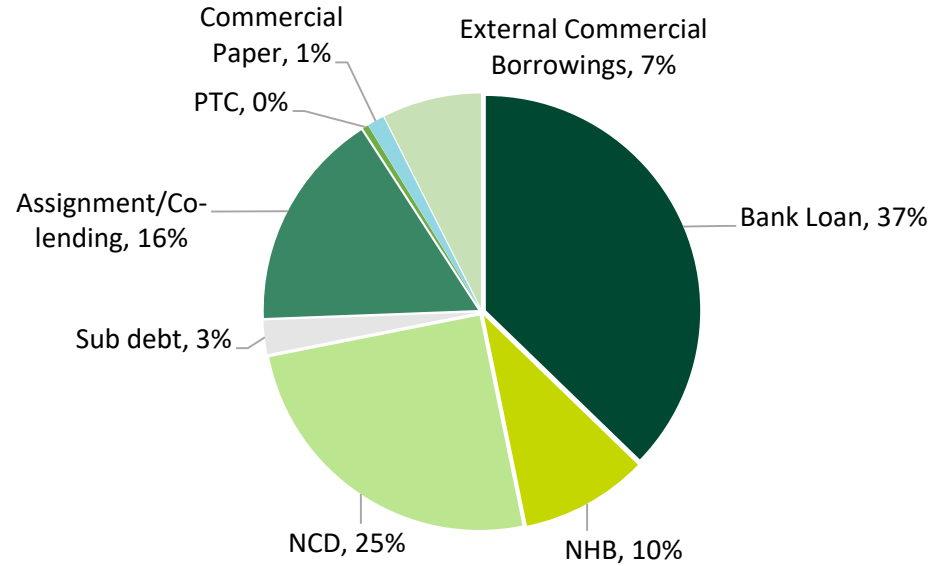
ROA % 1.4% 1.6% 0.5% 1.5% 1.6%



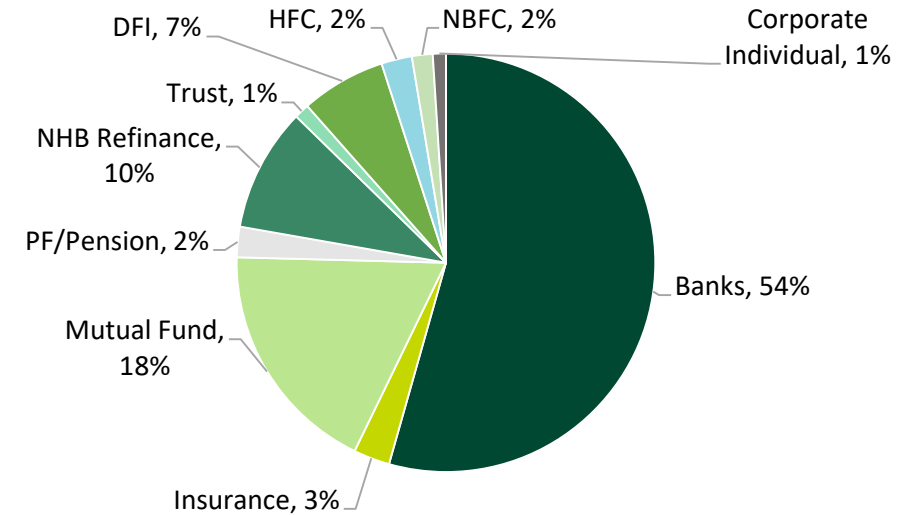
Opex % 4.7% 4.4% 4.6% 4.0% 4.5%



Instrument Mix (%)



Investors Mix (%)



Lenders Relationship

Foreign Banks



Private Banks



Public Banks/FI



Refinance

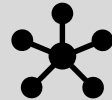


**Key Pillars for
Sustainable Business Growth**



Increase Market Share

- Building a **Pan-India franchise** with **multi channel business** to grow affordable assets



Distribution Network

- Expanding distribution with deeper penetration in **tier2+** locations



Digital Adoption

- **Accelerate end to end digitalization of business processes** for enhanced efficiencies



Improve Asset Quality

- Sustained collection performance through **100% inhouse collection team**

Corporate Governance Framework and Risk Governance

Strong oversight and Risk Governance by Board & Independent Directors

Risk Oversight Committee	Audit Committee	Nomination & Remuneration Committee	CSR Committee	IT Strategy Committee	Stakeholders Relationship Committee	Willful Defaulter Review Committee
<p>Oversees credit, market, operational, cyber security, IT and others risks</p> <p>Reviews risk appetite framework and credit policies</p> <p>Monitors portfolio performance and approves risk mitigation measures</p>	<p>Oversees the internal control framework to ensure compliance and integrity</p> <p>Reviews financial statements and overall financial reporting process</p> <p>Evaluates scope, findings and reports of internal and external audits</p>	<p>Oversees overall Human Capital mission and strategy</p> <p>Supervises key appointments and compensation matters</p> <p>Reviews Board structure and composition, recommending changes as needed</p>	<p>Oversees and Guides the company's CSR strategy and execution</p> <p>Recommends CSR policies, budgets and projects</p> <p>Monitors implementation of CSR initiatives</p>	<p>Oversees IT governance, strategies, policies and expenditures</p> <p>Reviews cybersecurity framework and related matters</p> <p>Approves budgetary allocations for the IT function</p>	<p>Oversees and Reviews overall investor relations framework, with emphasis on addressing investor grievances</p> <p>Ensures transparent communication and timely resolution of stakeholder concerns</p>	<p>Reviews and classifies borrower as Willful Defaulter based on Willful Defaulter Identification Committee (WDIC) proposals</p> <p>Approves Compromise Settlements for loan accounts identified as Fraud or Willful Defaulter</p>

Corporate Social Responsibility and Accolades

Environment



Intervention

- Green Initiatives :**
- Water secure Women Police Station with rain water harvesting
 - Solar powered Women’s Police Station
 - Installation of sustainable park equipment
 - Promote PM Surya Ghar Yojana & encourage adoption

Proposed Impact

- **4+ Lakh** Liters of groundwater to be recharged annually
- Reduction in carbon emission by **approx. 20 MT per year; upto 100% reduction in electricity bill** based on usage & weather
- **10,000 kg** of plastic to be recycled
- **2,200** homeowners to be educated on PMSGY

Health



- Primary health check at construction sites
- Comprehensive vision screening, eye health education and spectacles for refractive errors
- Physical healthcare delivery with digital AI modules

- **2,500 Construction** workers and their families to benefit.
- **5,500** construction workers & other laborer’s to receive vision screening services
- **6,000+ patients** from low and middle income communities access healthcare.

Livelihood



- Identified and registered workers under BoCW (Board of Construction Welfare)
- Empowering marginalized women by providing entrepreneurial training

- **7,000+ construction workers** to be registered under BoCW.
- **15 business units** to be set up with approx. 8-10 women each



Received the 9th CSR Health Impact Award organized by IHW for **CSR Water Harvesting Project-Silver.**

Sep 2025



Honored as the **“Best Affordable Housing Finance Company of the Year”** at the Bharat BFSI Leadership Summit & Awards for 2024

Feb 2025



‘Top 25 Best Workplaces in BFSI’ by Great Place To Work for Second consecutive year

Mar 2025



‘DEI & Learning Initiative’ and **‘Best Learning Culture – Large Scale Enterprises’** at ET Future Skills Awards

Jul 2024



Recognized as a **‘Future Ready Organization’** by Economic Times

May 2024



Recognized as a **Great Place to Work** for Sixth time in a row

Jan 2025



Recognized among the **“Top 50 Companies with Great Managers”** in this year’s Great Manager Awards

Dec 2024

Board of Directors and Management Team

Advised by an experienced Board with extensive understanding of Housing Finance and Banking



Mr. Colathur Narayanan Ram
Chairperson, Independent Director

- Appointed in August, 2024
- Over 40 years of experience predominantly in Banks, manufacturing, business process outsourcing and consulting with considerable exposure to strategic planning, data analytics, information security, technology operations, business transformation and ERP implementation



Mr. Ravi Narayanan
Non-Executive Non-Independent Director

- Appointed in January, 2026
- Over 30 years of leadership experience in India's banking and financial services sector, with a proven track record of scaling business, driving strategic transformation, and building high-performing teams
- Mr. Narayanan is MD & CEO of SMFG India Credit Company Limited



Mr. Deepak Patkar
MD & CEO, SMHFC

- Appointed in February, 2023
- Over 25 years of experience spanning Risk management, Audit, Quality Assurance, Sales and Collections; previously, Chief Risk Officer at SMFG India Credit Company Limited
- Leadership roles in Magma Fincorp Ltd, Citibank, HCL infosystems and Cable Corporation of India



Mr. Surya Prakash Rao Pendyala
Non-Executive, Non-Independent Director

- Appointed in September, 2025
- Over 40 years of experience in Indian Banking and Infrastructure sectors, including 30+ years with State Bank of India; Served as Executive Director and Chief Investment Officer at the National Investment and Infrastructure Fund (NIIF) from 2017 to 2023
- Director in SMBC Global Services Private Limited

Advised by an experienced Board with extensive understanding of Housing Finance and Banking



Ms. Dakshita Das
Independent Director

- Appointed in January, 2023
- Over 35 years of experience in Civil services, including 11+ years in Ministry of Finance; Formerly, MD & CEO at National Housing Bank



Mr. Diwakar Gupta
Independent Director

- Appointed in January, 2026
- Over 50 years of experience in the financial services industry across the public sector and development banking; Formerly associated with a) Asian Development Bank as Vice President in public private partnership operations, b) State Bank of India as Managing Director and Chief Financial Officer, held several leadership positions across various units and subsidiaries



Deepak Patkar
CEO & MD

31+ 24+



Vishwas Shrungarpure
Chief Business Officer

29+ 28+



Ashish Chaudhary
Chief Financial Officer

15+ 11+



Abbasi Sadikot
Chief Risk Officer

22+ 22+



Vibhor Chugh
Head Credit Risk

25+ 25+



Devendra Mani Shrivastava
Head Operations

20+ 20+



Karan Makhania
Head HR

17+ 13+



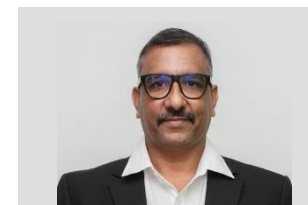
Rajib Dutta
Chief Compliance Officer

15+ 15+



Namratha Nayak
Head Internal Audit

16+ 11+



Shashi Mishra
Chief Technology Officer

26+ 20+



Archana Nadgouda
Company Secretary

22+ 5+

Annexure

Ratios (%)			INR mn	
9M FY24-25	9M FY25-26		9M FY24-25	9M FY25-26
7.0%	6.9%	Net Revenue [^]	4,486	5,433
5.1%	4.4%	Operating Expenses	3,238	3,477
1.9%	2.5%	Working Profit	1,248	1,956
0.2%	0.9%	Credit Costs	151	686
1.7%	1.6%	Profit Before Tax	1,097	1,270
1.3%	1.2%	Profit After Tax	812	945
		AUM (INR bn)	109	129
		Capital Adequacy Ratio (%)	23.3%	22.3%
		ECL Provisions (%)	1.3%	1.4%

[^] PLR rate reduction of 10 bps effective Dec'25.



“Certain information set forth in this presentation may contain “forward-looking information”, “future strategies” including “future-oriented financial information” and “financial outlook” (collectively referred to as forward-looking statements). Except for statements of historical fact, the information contained herein constitutes forward-looking statements and includes, but is not limited to, the (i) projected financial performance of the Company; (ii) Business strategies which may be adopted (iii) the expected development of the Company’s business,; (iv) execution of the Company’s vision and growth strategy, (v) sources and availability of financing for the Company’s business growth (vi) future liquidity, working capital, and capital requirements. Forward-looking statements are provided to allow potential investors and partners the opportunity to understand management’s beliefs, opinion and aspirations.

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Forward-looking statements contained in this presentation are based upon management’s belief and assumptions and there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The Company undertakes no obligation to update forward-looking statements if circumstances or management’s estimates or opinions should change including as required by applicable securities laws.”

Short form	Full name
RoE	Return on Equity
YoY	Year on Year
AUM	Assets Under Management
INR	Indian Rupees
bn	billion
SMICC	SMFG India Credit Co. Ltd
SMHFC	SMFG India Home Finance Co. Ltd
RBI	Reserve Bank of India
Net NPA	Net Non Performing Assets
ECL	Expected credit losses
CEO	Chief Executive Officer
ALM	Asset Liability Management
IT	Information Technology

Short form	Full name
LAP	Loan Against Property
HL	Home Loans
SME	Small and Medium Enterprise
NBFC	Non Banking Financial Company
DPD	Days Past Due
mn	million
GWO	Gross Write offs
CAR	Capital Adequacy Ratio
CP	Commercial Paper
NCD	Non-convertible debentures
DFI	Development Financial Institution
CSR	Corporate Social Responsibility
RERA	Real Estate Regulatory Authority

End of Presentation