

# Corporate Presentation

**FY24-25**



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## Company Overview

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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**



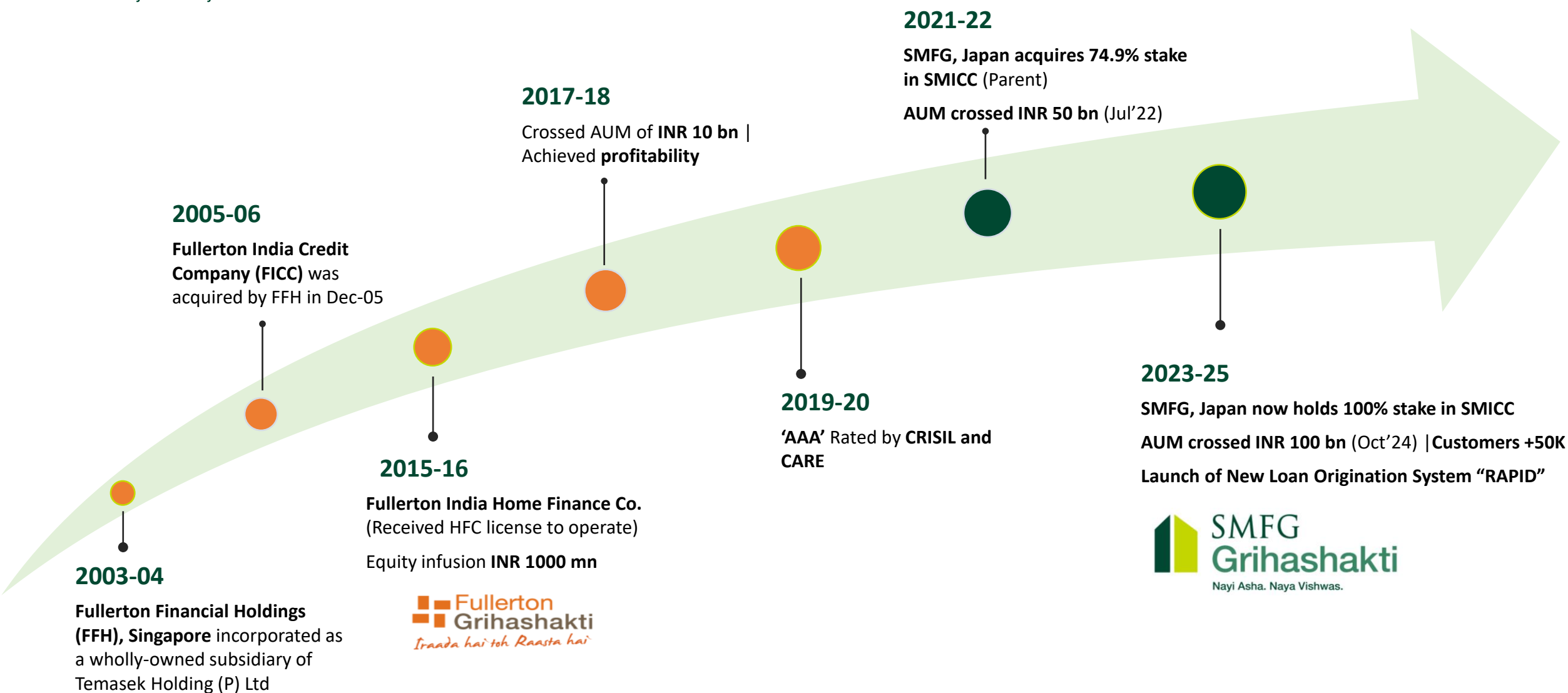
Focus on **affordable home seekers** catering to **under-served, aspiring lower class and middle-class segments**



**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**



## DIVERSIFIED FINANCIAL CONGLOMERATE

Legacy	400 Years
World Rank <sup>(1)</sup>	16 <sup>th</sup> Largest
Total Assets	US\$2.0 Trillion
Net Profit	US\$6.4 Billion
Number of Employees	120K+
Common Equity Tier1 capital ratio	12.9%
Credit Rating	A1 / A- / A- Moody's / S&P / Fitch



## SHAREHOLDER'S PROFILE

SUMITOMO MITSUI  
FINANCIAL GROUP  
(SMFG)

100%

 **SMFG**  
India Credit  
Pragati Ki Nayi Pehchaan  
(SMICC)

100%

 **SMFG**  
Grihashakti  
Nayi Asha. Naya Vishwas.  
(SMHFC)

Note: SMFG = Sumitomo Mitsui Financial Group, Inc.

SMICC = SMFG India Credit Company Limited (Formerly Fullerton India Credit Co. Ltd.)

SMHFC = SMFG India Home Finance Company Limited (Formerly Fullerton India Home Finance Co. Ltd.)

## Business Overview

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**Diversified Portfolio Distribution**

Home Loans: 62% , Non-Home loans: 38%

**Strong footprint in Tier 2/3 towns**

Geographically diversified, sizeable play basis network of 180 distribution points and +2000 active channel partners

**Established niche in self-employed segment**

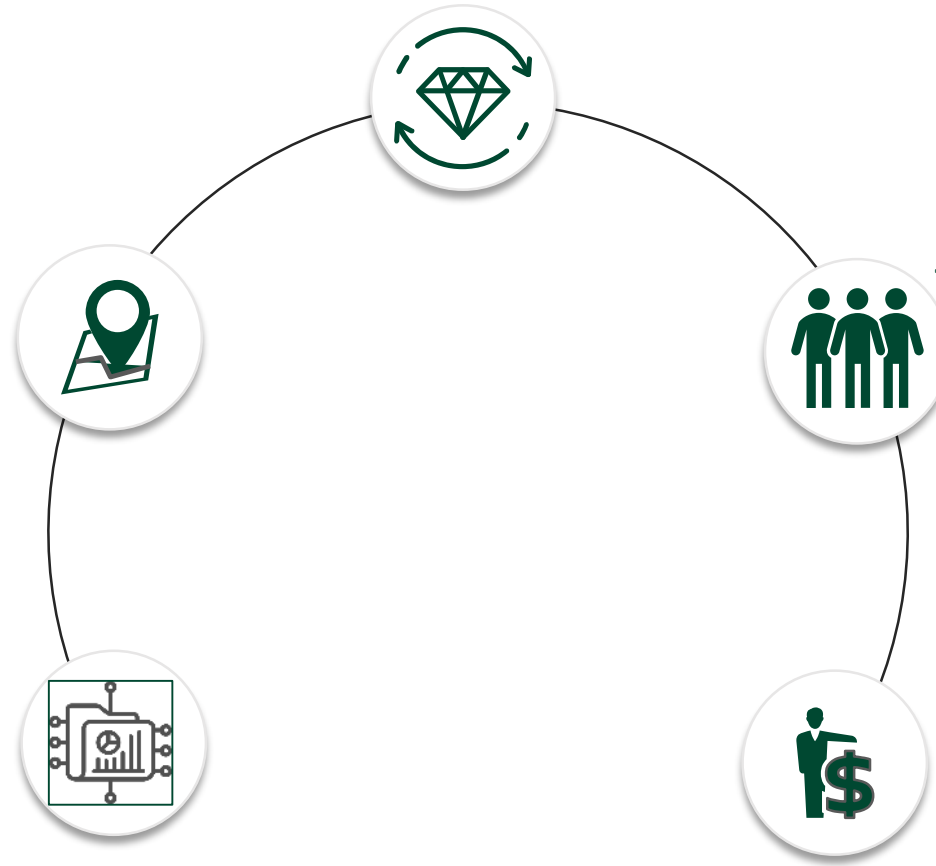
De-centralized processing - Branch led processing  
On-ground verification of business and income analysis of expected cash flow

**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

				
Program Variant	Salaried	Formal Self Employed	Informal Self Employed	Construction Finance
AUM Share	29%	29%	32%	10%
Profile	Government and private sector employees	Proprietors of micro/small enterprises and Traders	Provision store owners, Farmers , small scale traders etc	Mid tier Developers
Average Ticket Size	INR 1-2 mn	INR 2-3 mn	INR 1-2 mn	INR 50-400 mn
Underwriting Proposition	<ul style="list-style-type: none"> <li>Formal &amp; Cash Salaried</li> <li>Optimum IRR, TAT &amp; documentation</li> </ul>	<ul style="list-style-type: none"> <li>Validation of declared income with               <ul style="list-style-type: none"> <li>Tax returns</li> <li>Stock statements</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Personal visit and discussion</li> <li>Customer assessment basis:-               <ul style="list-style-type: none"> <li>Informal payment receipt</li> <li>Supplier references</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Funding of joint development and Re-development projects</li> </ul>

## Financial Performance

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## Key Performance metrics (FY24-25)



**AUM**

**INR 116.9 bn**

INR 89.5 bn in FY23-24



**Disbursals**

**INR 50.9 bn**

INR 43.2 bn in FY23-24



**Branch Network**

**# 180**

# 171 in FY23-24



**Team Size**

**# 2968**

# 3016 in FY23-24



**Net NPA%**

**1.6%**

1.6% in FY23-24



**ROA (post tax)**

**1.2%**

1.3% in FY23-24



**Capital Adequacy**

**22.3%**

19.5% in FY23-24



**Net worth**

**INR 15.3 bn**

INR 9.7 bn in FY23-24



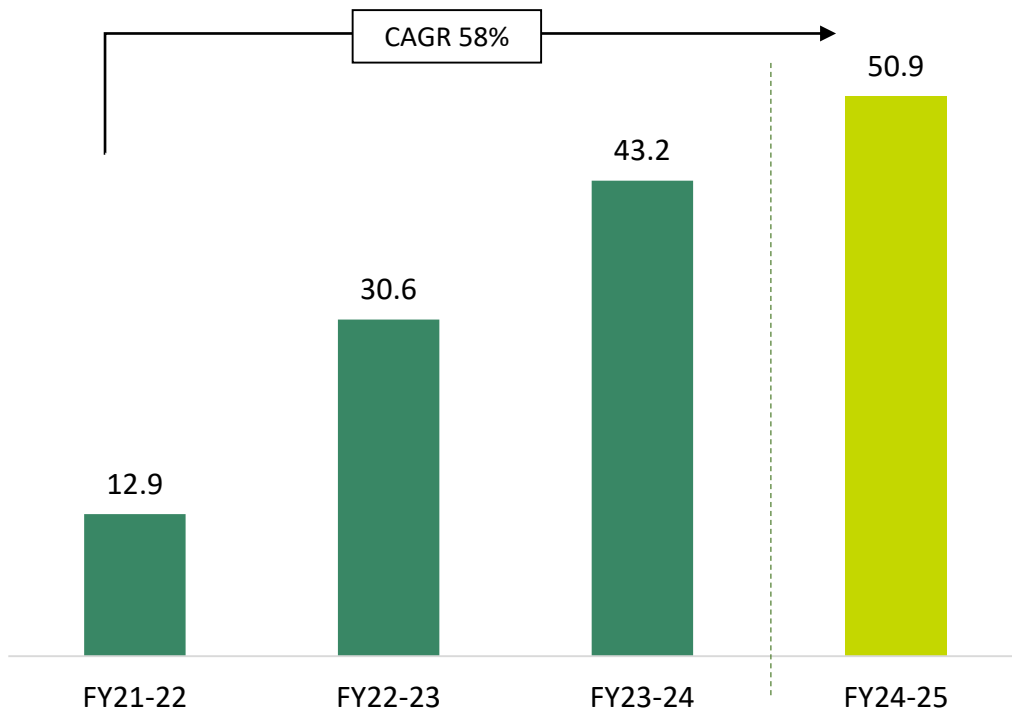
**Leverage**

**6.0x**

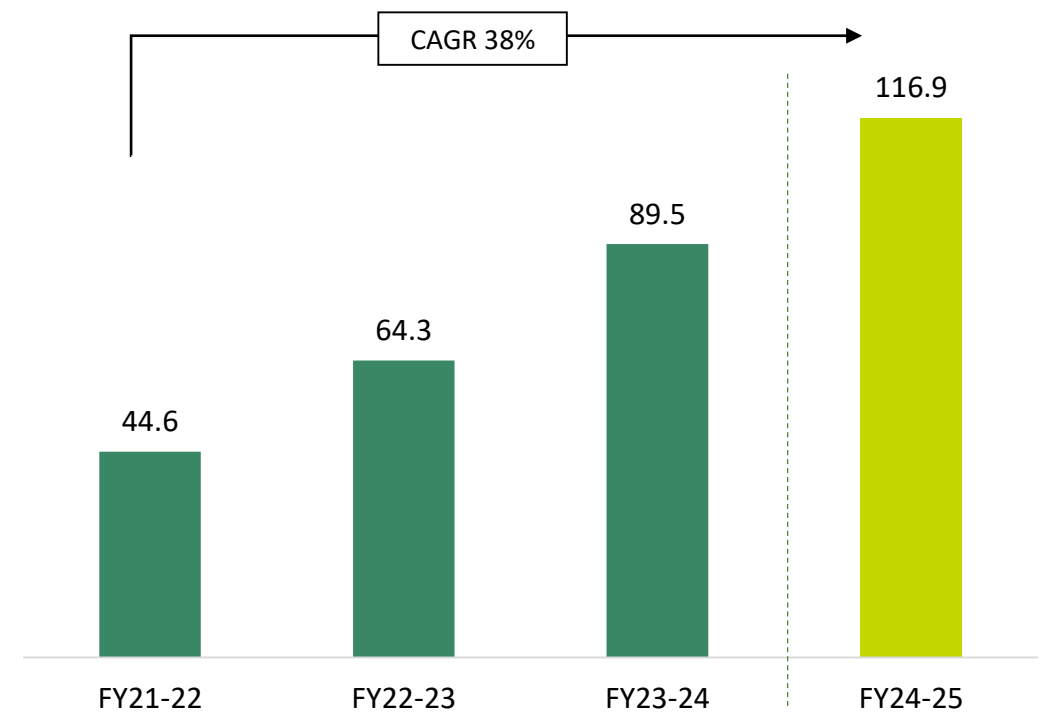
6.8x in FY23-24

Ratios (%)			INR mn	
FY23-24	FY24-25		FY23-24	FY24-25
6.8%	6.1%	Net Revenue	4949	6240
4.7%	4.2%	Operating Expenses	3467	4284
<b>2.0%</b>	<b>1.9%</b>	<b>Working Profit</b>	<b>1482</b>	<b>1956</b>
0.3%	0.3%	Credit Costs	240	345
<b>1.7%</b>	<b>1.6%</b>	<b>Profit Before Tax</b>	<b>1243</b>	<b>1611</b>
<b>1.2%</b>	<b>1.2%</b>	<b>Profit After Tax</b>	<b>928</b>	<b>1193</b>
		AUM (INR bn)	89.5	116.9
		Capital Adequacy Ratio (%)	19.5%	22.3%
		ECL Provisions (%)	2.0%	1.4%

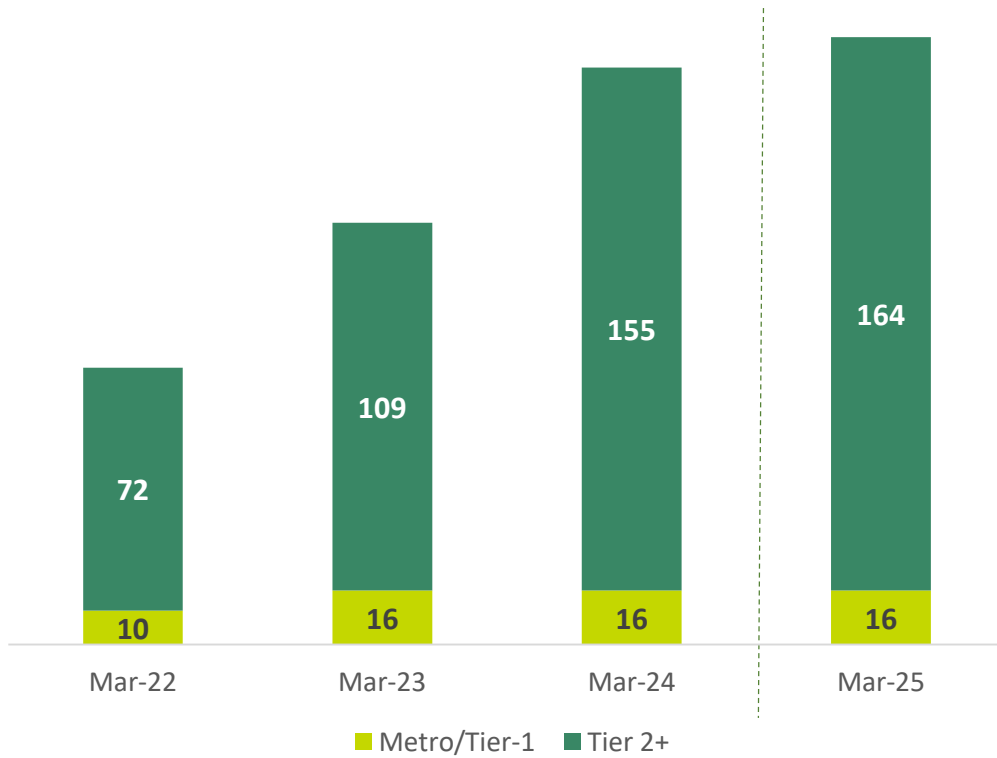
Disbursements (INR bn)



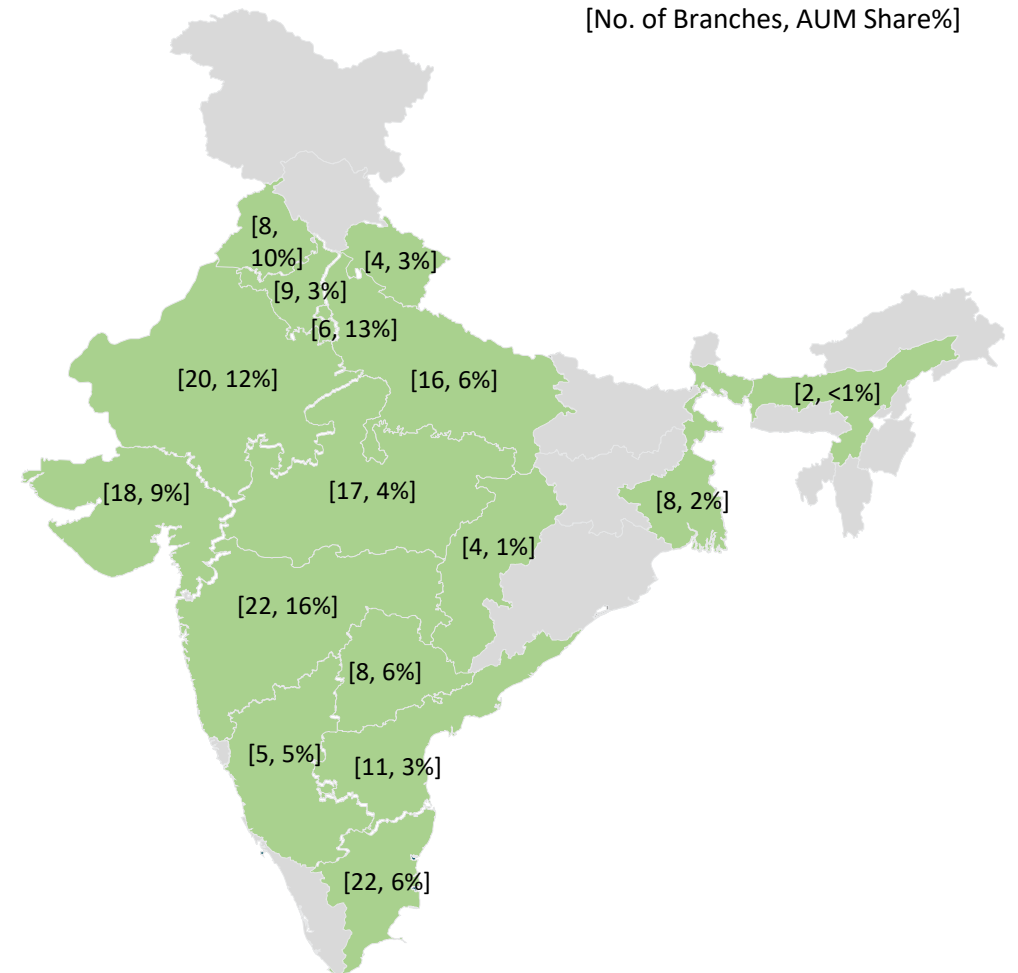
AUM (INR bn)



### Branches (#Count)



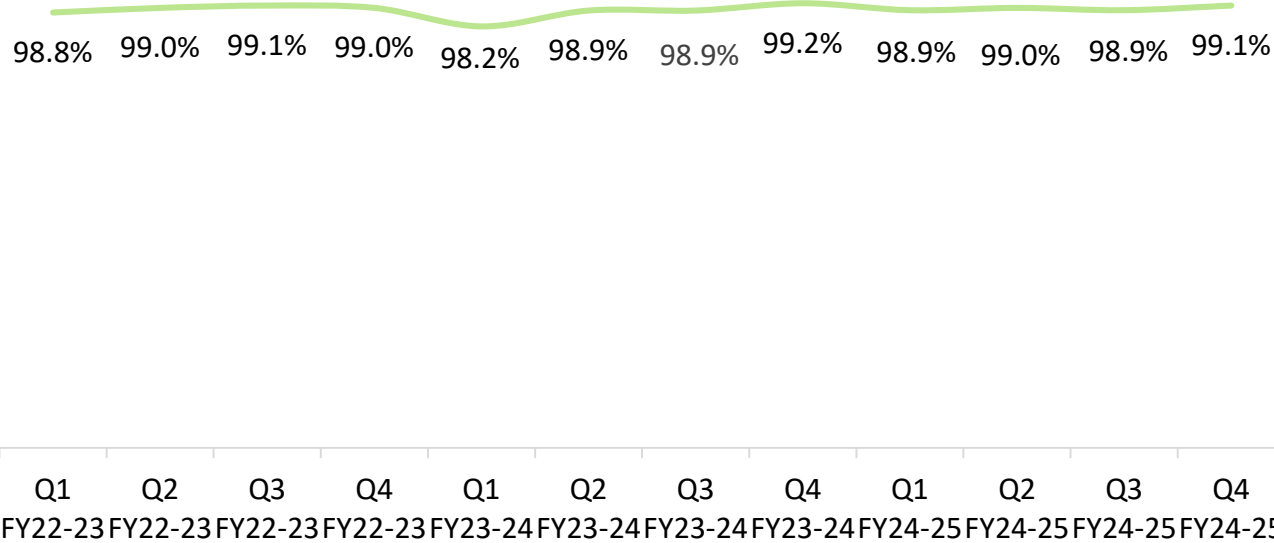
### State wise branch distribution



*Strong collections performance leading to improved stage mix*

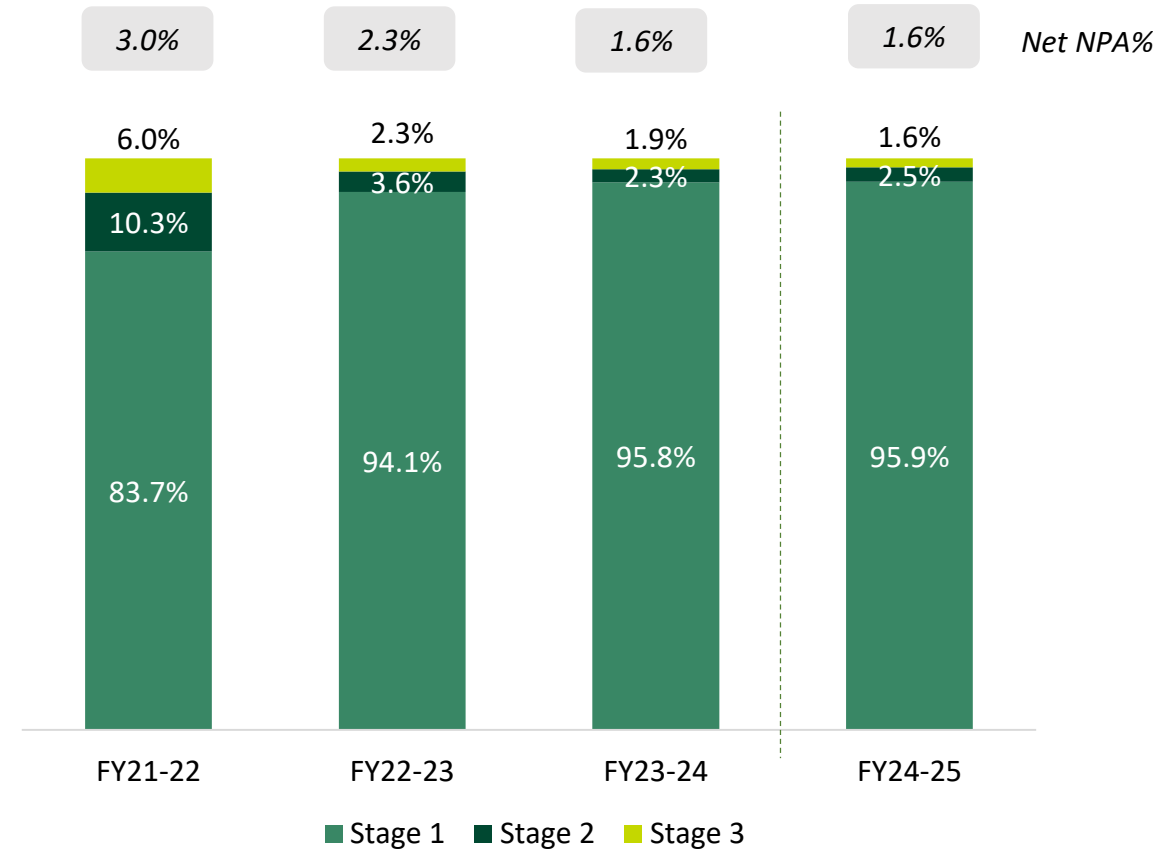
### Collection Efficiency (%)

*Current bucket collection efficiency stable ~99%*



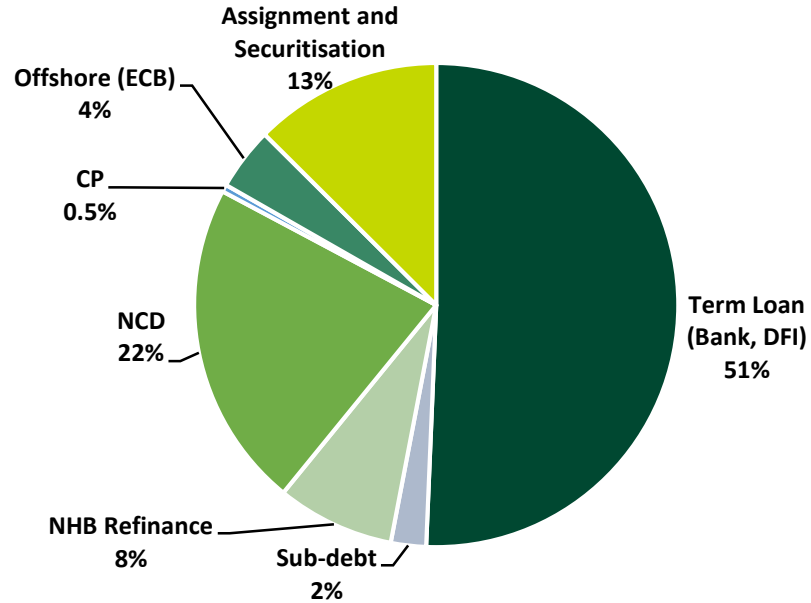
### Stage wise portfolio mix (%)

*Significant improvement in asset quality; ECL Provisions at 1.4% of ENR*

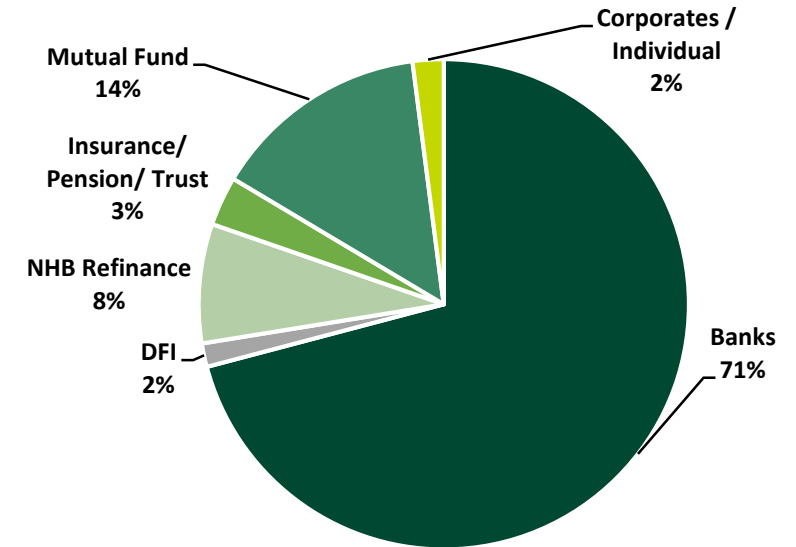




### Instrument Mix (%)



### Investors Mix (%)



### Lenders Relationship

#### Foreign Banks



#### Private Banks



#### Public Banks



#### Refinance



**Increasing 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

**Improvement of Asset quality**

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

# Corporate Governance Framework and Risk Governance




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## Strong oversight and Risk Governance by Board & Independent Directors

Risk Oversight Committee	Audit Committee	Nomination & Remuneration Committee	CSR Committee	IT Strategy Committee	Stakeholders Relationship	Willful Defaulter Review Committee
<p>Oversees credit, market, operational, cyber security, information technology and others risk</p> <p>Reviews risk appetite and credit policies</p> <p>Monitors portfolio performance and approves mitigation actions</p>	<p>Reviews the financial statements and financial reporting process</p> <p>Reviews scope, findings, reports, etc. of Internal and external audit</p> <p>Oversees Internal controls framework</p>	<p>Oversees overall Human Capital mission and strategy.</p> <p>Oversees key appointments and compensation matters</p> <p>Reviews structure and composition of the Board and recommends for changes</p>	<p>Recommends CSR policy, budgets, projects, etc.</p> <p>Monitors implementation of the CSR activities</p> <p>Provide guidance and oversee the company's ESG strategy and implementation</p>	<p>Oversees IT governance, strategies, policies, spends, etc.</p> <p>Reviewing cyber security matters</p> <p>Budgetary allocations for the IT function</p>	<p>Review of Investor relations especially investor grievances</p>	<p>Review, consider and classify a borrower as Wilful Defaulter based on proposal from the Wilful Defaulter identification committee (WDIC)</p> <p>Approve Compromise Settlement of all loan accounts reported as Fraud/ Wilful Defaulter.</p>

# Corporate Social Responsibility and Accolades

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Focus Sector		Intervention	Impact
Environment		<p><b>Green Initiatives :</b></p> <ul style="list-style-type: none"> <li>Construction of water harvesting structures in Women Police Station</li> <li>Solar lighting &amp; Waste composting through eco composter</li> </ul>	<ul style="list-style-type: none"> <li><b>12 Lakh</b> Liter groundwater conservation to be done annually</li> <li><b>1500+</b> Households to be benefitted across tier-2 cities</li> </ul>
Health		<ul style="list-style-type: none"> <li>Occupational health and fire safety awareness session for MSME workers</li> <li>Health screening for non communicable diseases across various cities</li> </ul>	<ul style="list-style-type: none"> <li><b>3500+</b> beneficiaries across societies/MSMEs</li> <li>Special focus on construction workers &amp; factory staff</li> </ul>
Livelihood		<ul style="list-style-type: none"> <li>Identified and registered workers under BoCW (Board of Construction Welfare)</li> <li>E-Shram, ABHA Cards for availing health insurance benefits</li> </ul>	<ul style="list-style-type: none"> <li><b>8,000+</b> construction worker registered, engaged <b>10+</b> developers and contractors</li> <li><b>200+</b> registered beneficiaries availed government schemes worth <b>30 Lakh+</b></li> </ul>



Achieved a Guinness World record for the **Largest Cattle Welfare Lesson** across multiple venues as part of Pashu Vikas Day initiative  
Feb 2025



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

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**Mr. Colathur Narayanan Ram**  
Chairman, 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. Shantanu Mitra**  
Non-Executive Director  
MD & CEO, SMICC

- Appointed in December, 2021
- Over 40 years of experience in financial services, with over 20 years in Standard Chartered Bank and Citibank. Currently, MD & CEO of SMICC. Extensive experience in Risk Management



**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



**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



**Deepak Patkar**  
**CEO & MD**

26+ 26+



**Vishwas Shrungarpure**  
**Chief Business Officer**

26+ 26+



**Abbasi Sadikot**  
**Chief Risk Officer**

20+ 20+



**Vibhor Chugh**  
**Head Credit Underwriting**

23+ 23+



**Devendra Mani**  
**Shrivastava**  
**Head Operations**

21+ 20+



**Ashish Chaudhary**  
**Chief Finance Officer**

13+ 10+



**Karan Makhania**  
**Head HR**

16+ 11+



**Rajib Dutta**  
**Chief Compliance Officer**

15+ 15+



**Pratish Nair**  
**Chief Technology Officer**

25+ 24+



**Namratha Nayak**  
**Head Internal Audit**

17+ 15+



**Parthasarathy Iyengar**  
**Company Secretary**

18+ 3+



“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.

Please note that these statements are not intended to be presented as an offer or solicitation for the purchase and sale of any financial instrument. Any action taken by you on the basis of the information contained herein is your responsibility alone and SMFG India Credit Company Ltd and SMFG India Home Finance and its subsidiaries or its employees or directors, associates will not be liable in any manner for the consequences of any action taken by you. We have exercised due diligence in checking the correctness and authenticity of the information contained herein, but do not represent that it is accurate and/or complete

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements.

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

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**End of Presentation**