

Corporate Presentation – SMFG India Home Finance

Q1 FY26-27



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05. Corporate Social Responsibility and Accolades

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Company Overview

CRISIL & CARE
: **AAA**
JCR Intl : **AA-**

INR 129 bn
AUM

201 Branches
(**8,197**
Pin codes)

175+ Towns

+74K
Customers

~2.8K
Employees

~4.0K
Channel
Partners

17 Bn
Net Worth

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

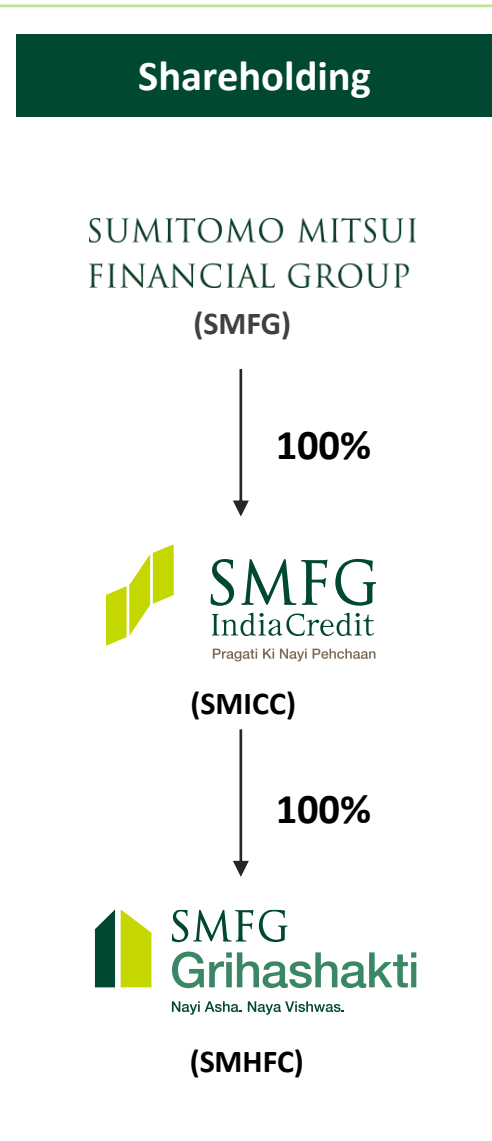
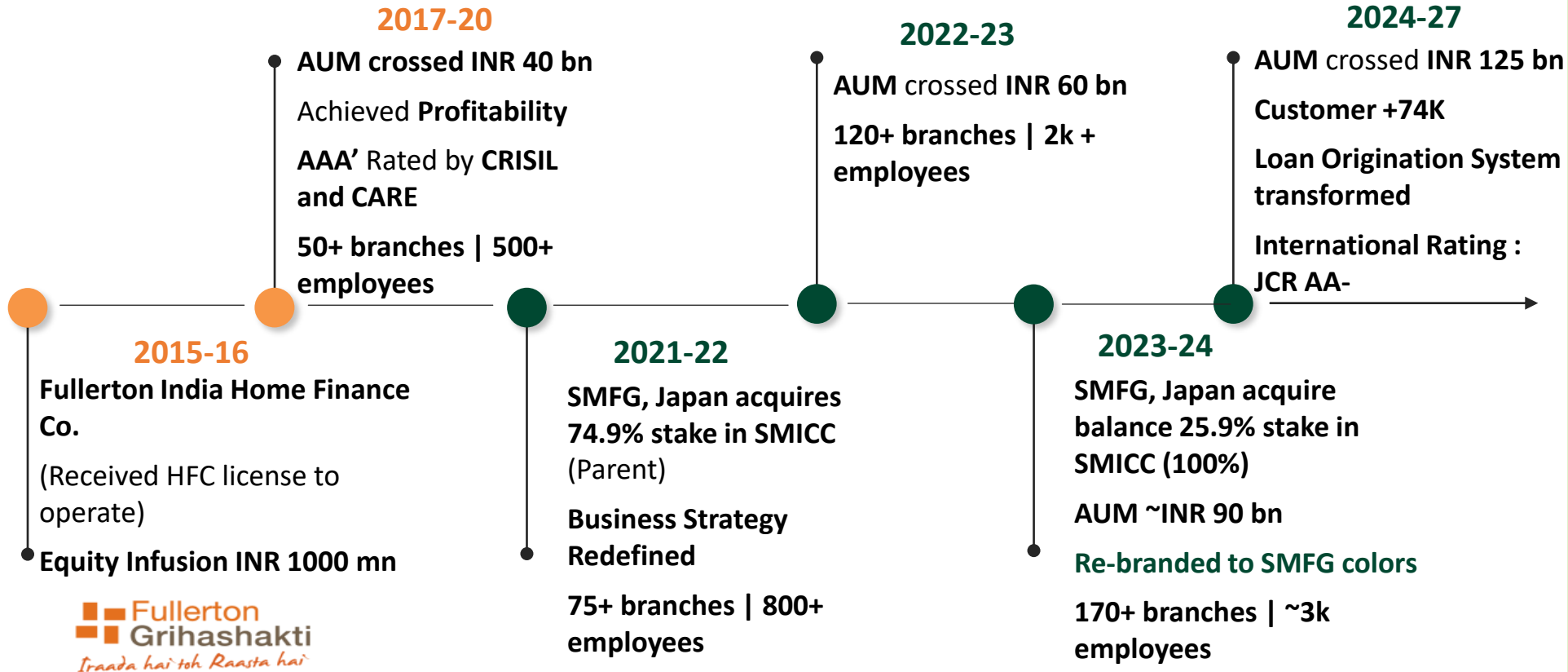
Pan India presence in 17 states/UTs; special focus on semi-urban areas and urban peripheries

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⁾	17 th Largest
Total Assets	US\$2.0 Trillion
Net Profit	US\$3.1 Billion
Number of Employees	122K+
Common Equity Tier1 capital ratio	12.41%
Credit Rating*	A1 / A- / A- Moody's / S&P / Fitch



Source: Company Investor Presentation | * Credit rating as on Dec'25

Note: Results for 3 months ended June 30, 2026. FX: US\$1 = JPY162.39. (1) S&P Capital IQ, Banking Asset Ranking

Business Overview

Diversified Portfolio Distribution

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





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

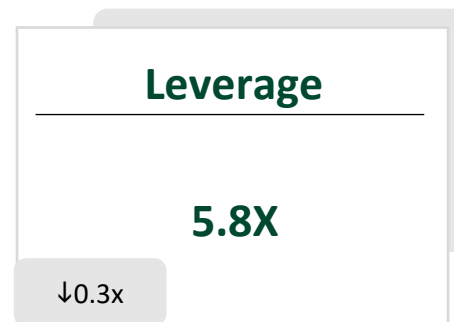
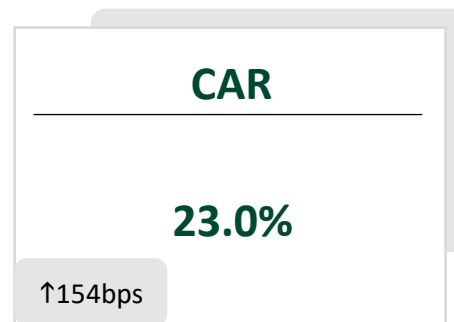
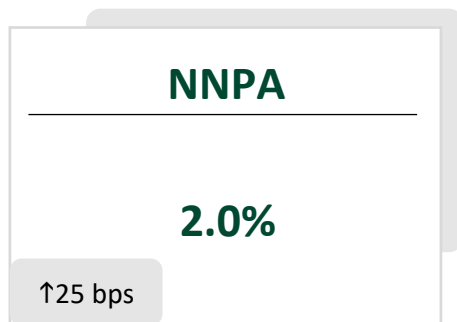
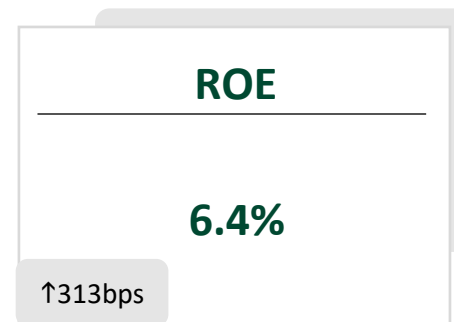
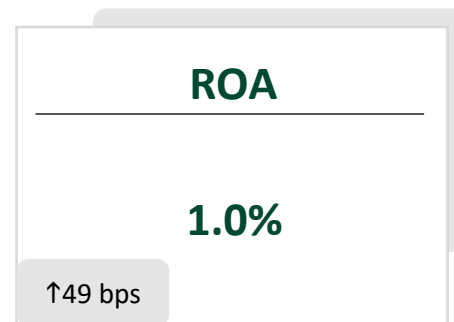
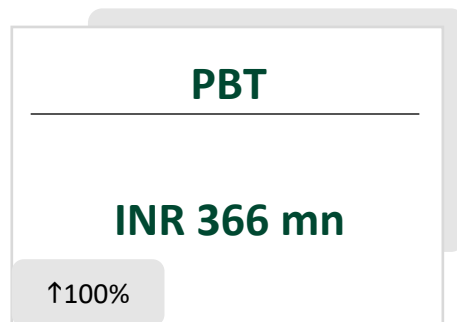
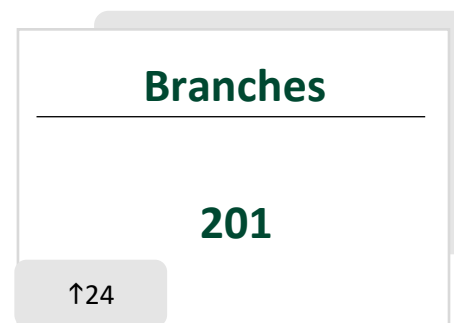
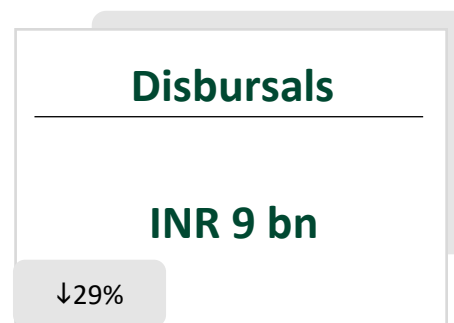
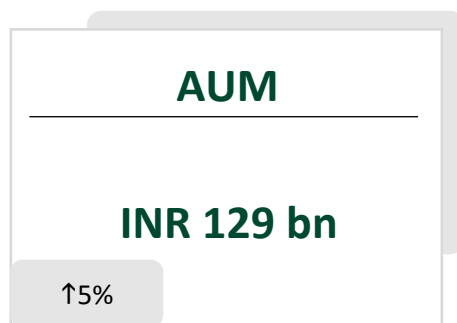


Collections

- 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

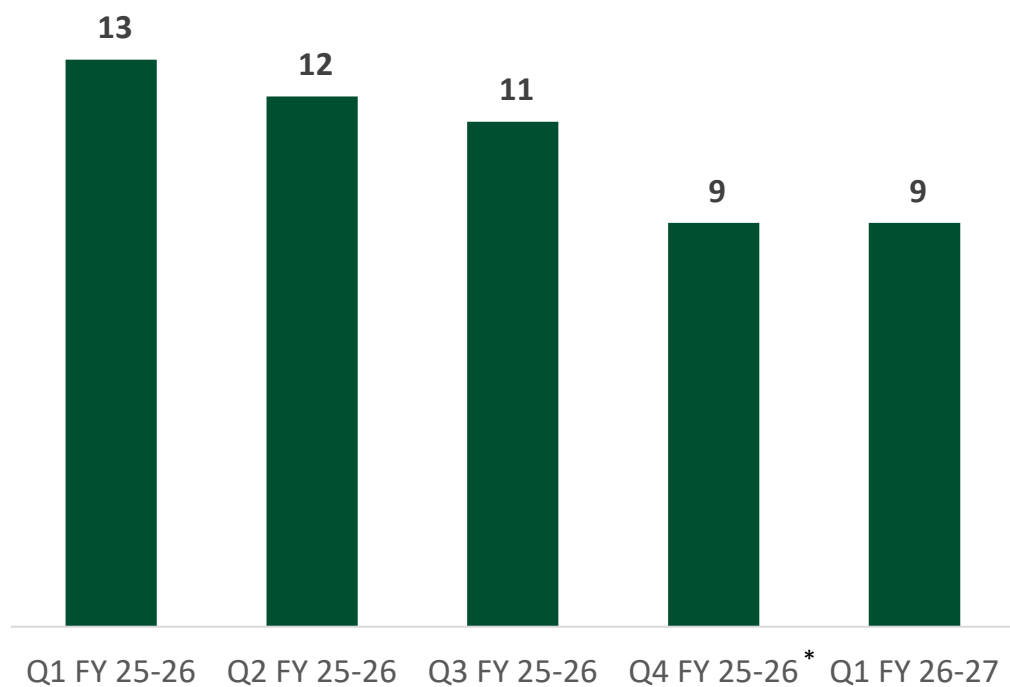
Customer Segment	 Salaried	 Formal Self Employed	 Informal Self Employed	 Construction Finance
AUM Share	27%	33%	31%	9%
Profile	Government and private sector employees	Proprietors of micro/small enterprises and Traders	Provision store owners, Farmers , small scale traders etc.	Mid size real estate developers in Tier I & II markets
Income Band	INR +0.3mn	INR +0.5mn	INR +0.6 mn	NA
Underwriting Proposition	- Formal & Cash Salaried - Optimum IRR, TAT & documentation	- Validation of declared income with -Tax returns -Stock statements	- Personal visit and discussion - Customer assessment basis:- - Informal payment receipt - Supplier references	Funding of joint development and Re-development projects

Financial Performance

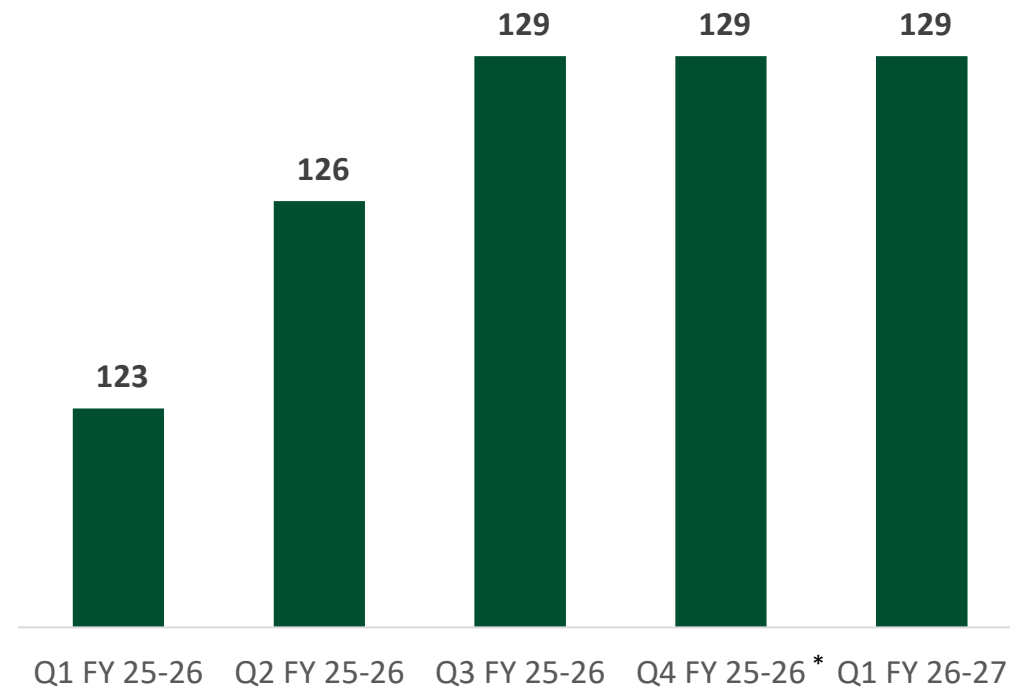


YoY

Disbursements (INR bn)

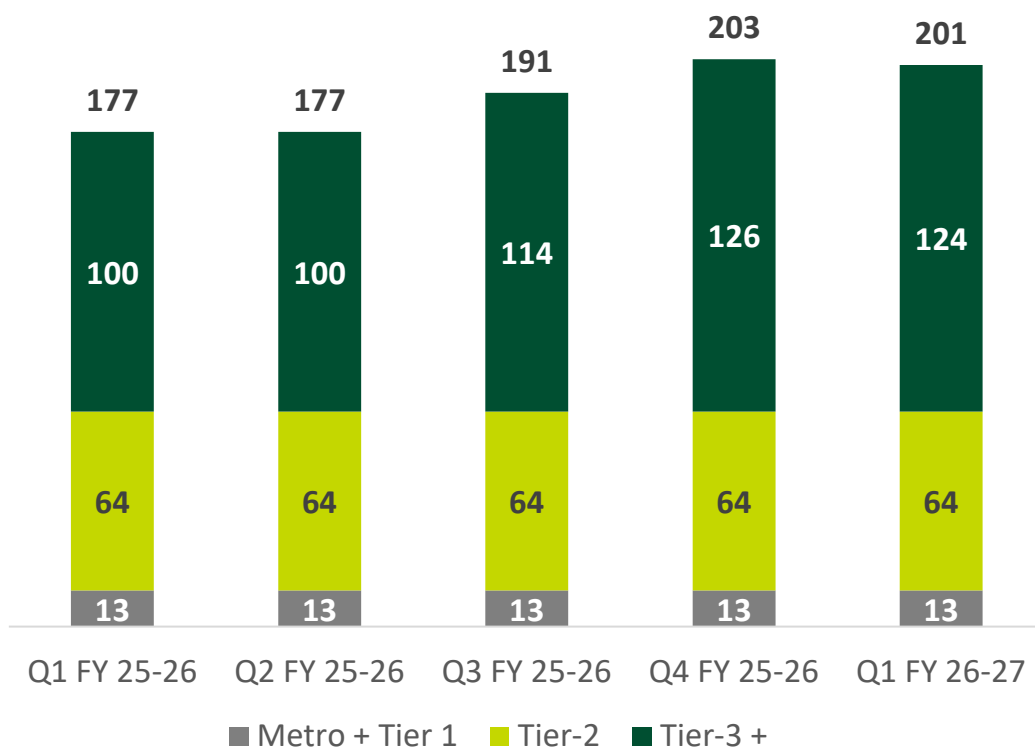


AUM (INR bn)

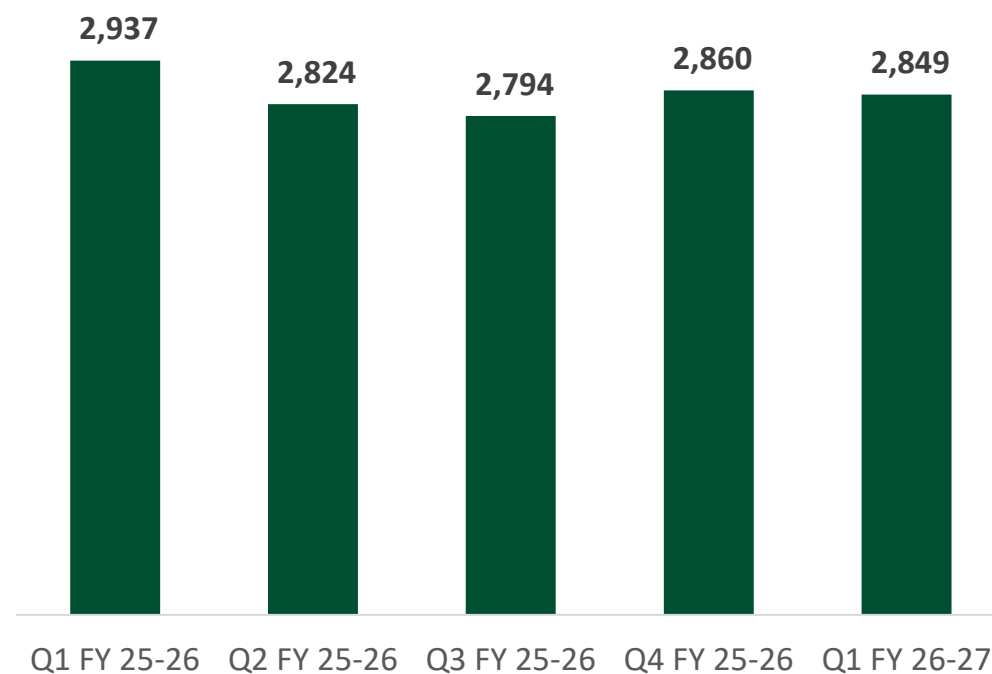


Branch network by tier

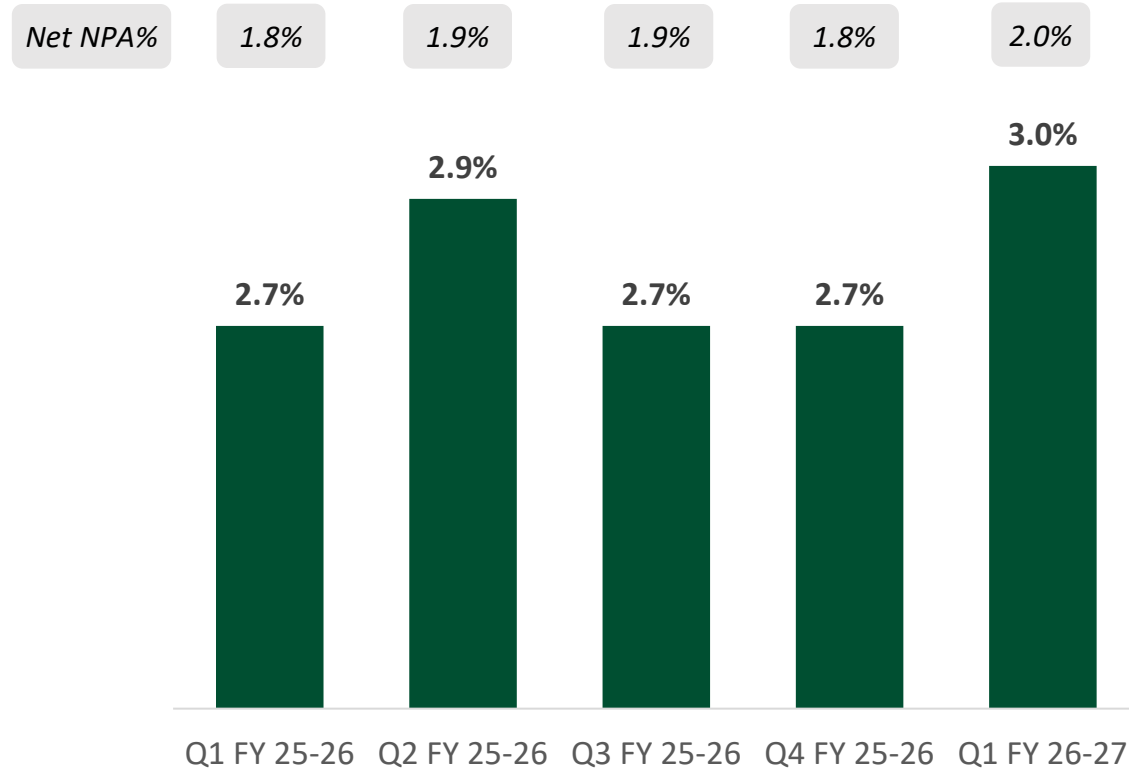
of branches



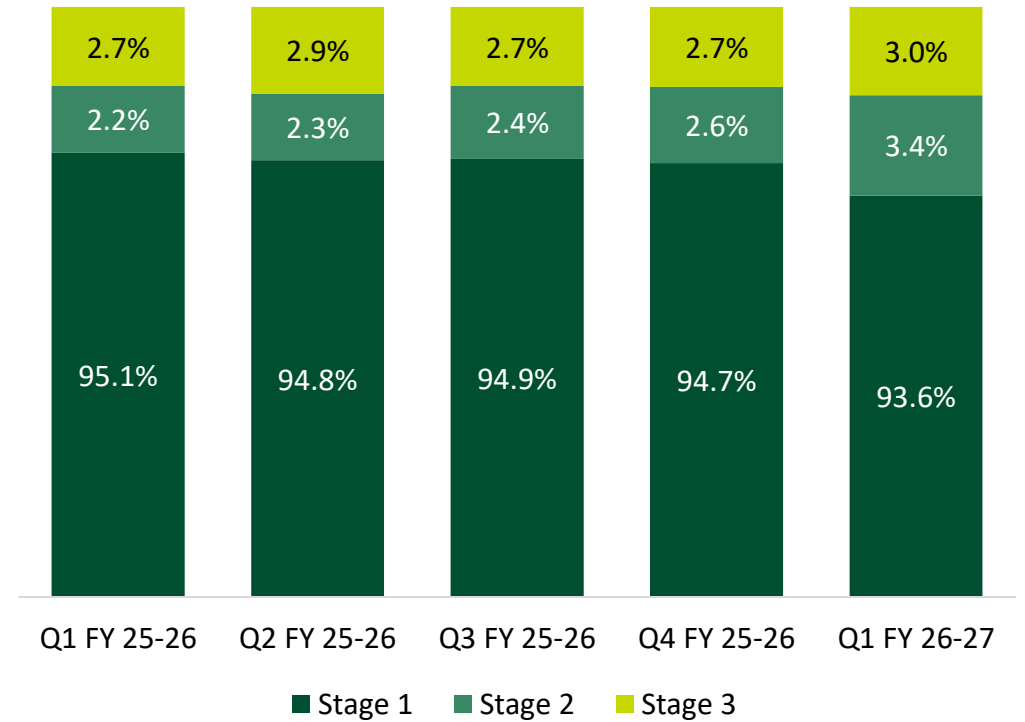
Headcount (#)



GNPA & NNPA (%)



Stage wise portfolio mix (%)



PAT (INR mn)

ROA %

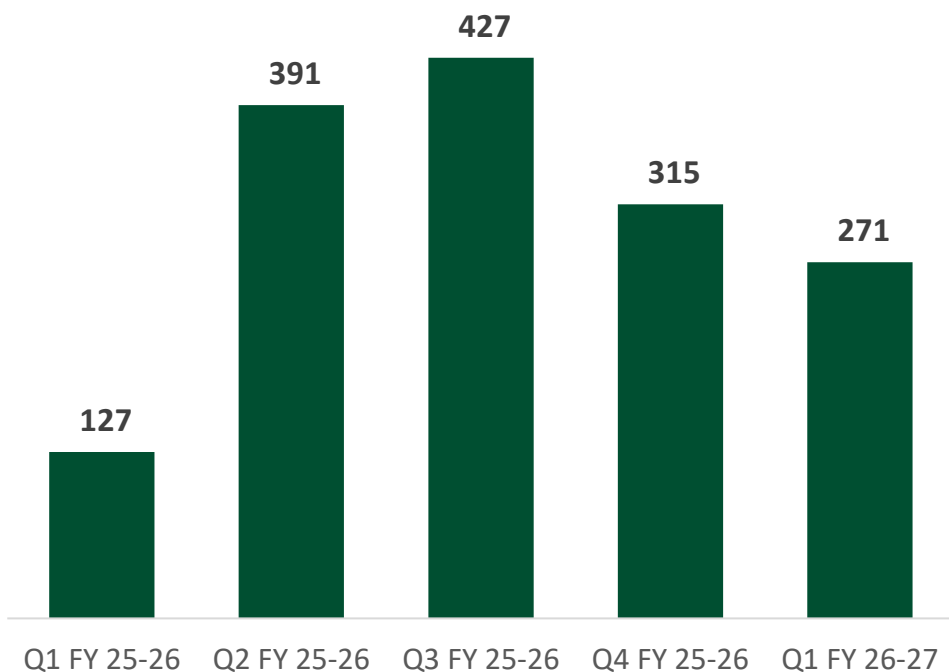
0.5%

1.5%

1.6%

1.2%

1.0%



Cost to Income (%)

Opex %

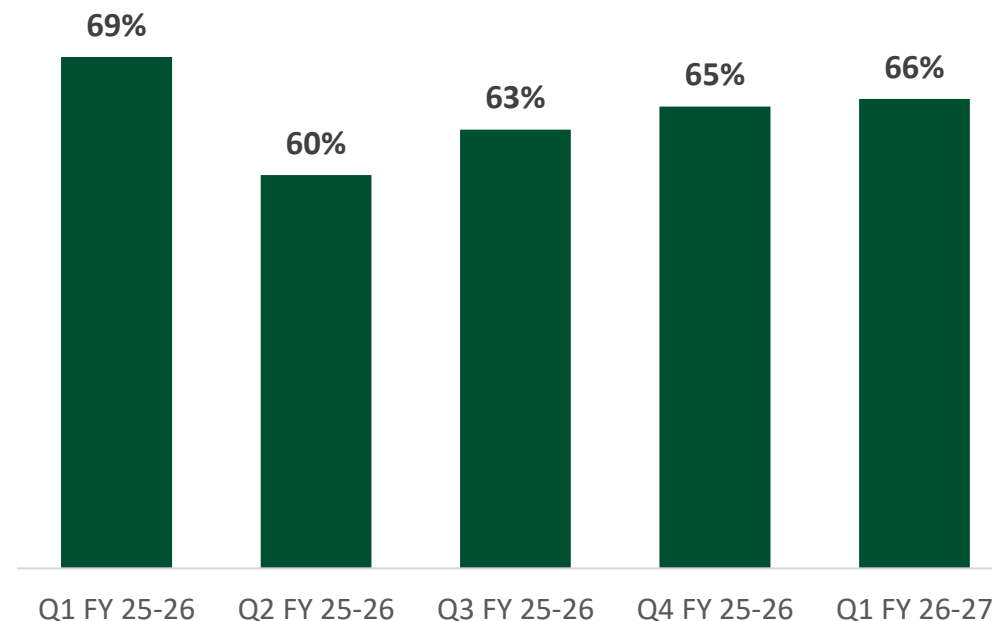
4.6%

4.0%

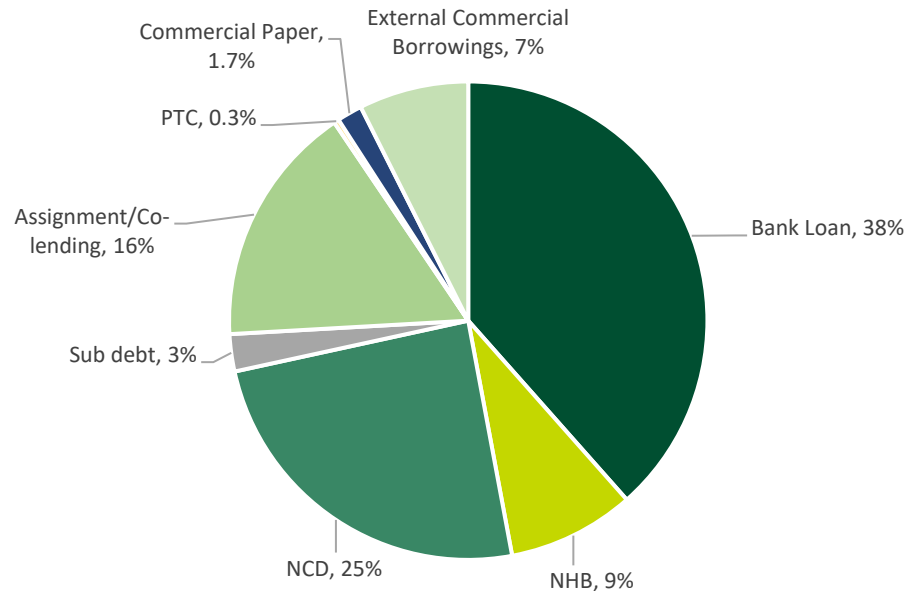
4.5%

4.5%

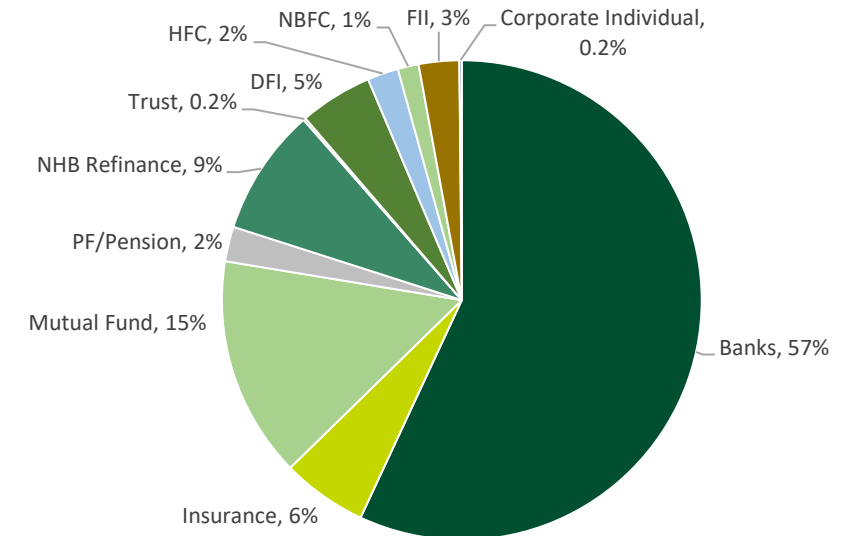
4.3%



Instrument Mix (%)



Investors Mix (%)



Lenders Relationship

Foreign Banks



Private Banks



Public Banks/FI



Refinance

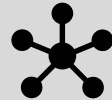


**Key Pillars for
Sustainable Business Growth**



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**

Strategic Pillars	How We Are Enabling It	Business Impact
Digital Customer Journey	New LOS - Project Rapid , e-KYC, e-Sign, payment integrations	Faster onboarding & superior customer experience
Process Automation	API-led underwriting, workflow automation	Reduced TAT & higher productivity
Data & AI	Analytics, dashboards, decision engines	Smarter decisions & scalable growth
IT Infrastructure & Cybersecurity	Cloud-first, security tools, DR automation	Resilience & compliance
Digital Workplace	Microsoft 365, DaaS, Citrix upgrade	Enhanced employee productivity

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

Corporate Social Responsibility and Accolades

Environment



Intervention

Green Initiatives :

- Water secure Women Police Station with rain water harvesting
- Solar energy & water conservation structure at a Police Station
- Promote PM Surya Ghar Yojana & encourage adoption

Proposed Impact

- **6+ Lac** liters of groundwater to be recharged annually
- Reduction in carbon emission by **approx. 240 MT over 25years**; **4.5+ Lac** liters of groundwater to be recharged annually
- **5,000+** homeowners to be educated on PMSGY

Health



- Primary health check at construction sites & in the community
- Menstrual health management & installation of sanitary napkin dispensers & incinerators at colleges

- **14,500+ patients** from low income communities to benefit.
- **9,000+ college going young women** will be made aware and educated about menstrual health.

Livelihood



- Identify and register workers under BoCW (Building & Other Construction Workers Welfare Board)

- **8,000+ construction workers** to be registered under BoCW.



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

Sep 2025



Ranked #25 in
India's DEI Top 100
Organizations

Jan 2026



Recognized for
Excellence in
Training and
Development at
the India HR
Summit

Mar 2026



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

Jan 2026 – Jan
2027



Recognized for
Excellence in
Employee
Volunteering at
ASSOCHAM CSR and
Sustainable Awards

Jun 2025



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

Dec 2025

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

*Mr. Surya Prakash Rao Pendyala has ceased to be Director of the Company w.e.f. 29 July 2026 due to retirement



Ms. Dakshita Das
Independent Director

- Appointed in January, 2023 and subsequently reappointed for a second term in January 2026
- 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



Vishwas Shrungarpure
Chief Business Officer



Ashish Chaudhary
Chief Financial Officer



Abbasi Sadikot
Chief Risk Officer



Vibhor Chugh
Head Credit Risk



Devendra Mani Shrivastava
Head Operations



Karan Makhania
Head HR



Rajib Dutta
Chief Compliance Officer



Namratha Nayak
Head Internal Audit



Shashi Mishra
Chief Technology Officer



Archana Nadgouda
Company Secretary

Annexure

Ratios (%)			INR mn	
Q1 FY25-26	Q1 FY26-27		Q1 FY25-26	Q1 FY26-27
6.7%	6.5%	Net Revenue	1,702	1,810
4.6%	4.3%	Operating Expenses	1,173	1,190
2.1%	2.2%	Working Profit	529	620
1.4%	0.9%	Credit Costs	356	254
0.7%	1.3%	Profit Before Tax	172	366
0.5%	1.0%	Profit After Tax	127	271
		AUM (INR bn)	123	129
		Capital Adequacy Ratio (%)	21.4%	23.0%
		ECL Provisions (%)	1.6%	1.7%



“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

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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