

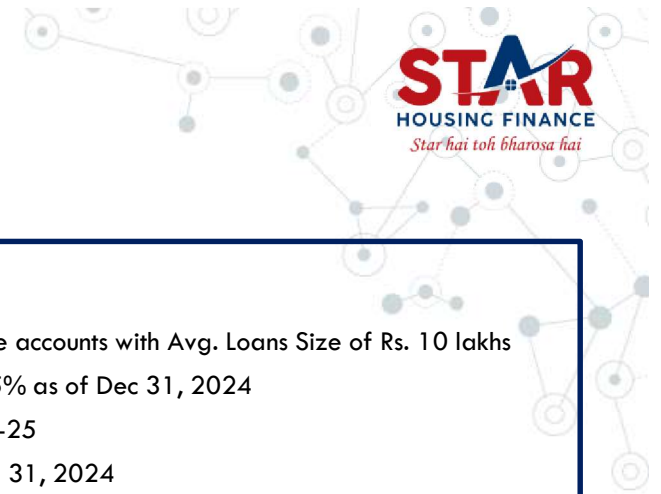
Star Housing Finance Ltd

CORPORATE DECK



STAR
HOUSING FINANCE
Star hai toh bharosa hai

STAR HFL - COMPANY BRIEF



ABOUT US

- Listed on the BSE (BOM: 539017)
- Affordable housing finance company
- Registered and Head office in Mumbai
- Offices in 6 states with 35+ Points of Presence

KEY FIGURES

- AUM at 538.06 crs with 5200+ live accounts with Avg. Loans Size of Rs. 10 lakhs
- GNPA at 1.74% and NNPA at 1.25% as of Dec 31, 2024
- PAT of Rs. 8.12 crs for 9M FY'2024-25
- Net worth of Rs. 140+ crs as of Dec 31, 2024
- Liability of Rs. ~400 crs as of Dec 31, 2024

GOVERNANCE

- Professional Board with ex-NHB, ex-IDBI, ex-LIC, ex-CanFin Homes as Independent board members
- Led by housing finance professionals with combined experience of more than 200 years
- Operates with a business philosophy of enabling credit access to first time home borrowers in EWS / LIG segment towards owning an own home (affordable housing space)

BOARD OF DIRECTORS



Kalpesh Dave
Director & CEO



C Ilango
Independent Director
Ex-MD CanFin Homes



Ajith Lakshmanan
Independent Director
Ex-ED LIC of India



P.K Das
Independent Director
Ex-ED IDBI Bank



A.P Saxena
Independent Director
Ex-GM NHB



Kavish Jain
Executive Director



Neelam Tater
Independent Director
CA & CS Professional



LEADERSHIP TEAM



Kalpesh Dave
Director & CEO



Natesh Narayanan
CFO



Anoop Saxena
COO



B.S Kachhawaha
CCO



Shakir Sheikh
Head - Legal



Shreyas Mehta
CS & Compliance
Officer



Shikha Dharmawat
Head - Accounts &
Finance Controller



Sandeep Kadam
Chief Business
Officer



Murtaza Vohra
Head - Planning



Hemant Shinde
Head - Fund Raising



Nikhil Sahu
Head - BIU



Nilesh Pande
Business Head
Vidarbha



Rajesh Gopinath
Business Head
Tamil Nadu



Mohan Tayade
Business Head
Surat



Varun Shah
Business Head
ROM



Indra Awasthi
Business Head
MP



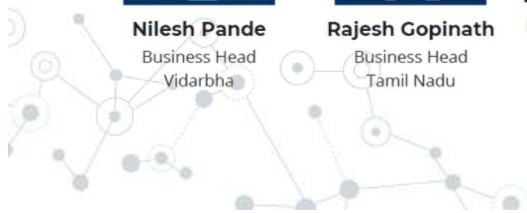
Vijay Kumawat
Business Head
Rajasthan



Krishna Thorat
Business Head
Mumbai









Jai Tekwani
Business Head
NCR



BECOMING A PROFESSIONALLY RUN HFC



COMPANY TRANSITION	
Before Oct 2019	As of Now
 Old Name Akme Star HFC <small>Akme Star Housing Finance Ltd. We do not tender loans, We tender happiness</small>	 New Name STAR HOUSING FINANCE <small>Star hai tohi bharosa hai</small>
 Registered office at Udaipur	 Registered & Corporate office shifted to Mumbai
 Listed on BSE SME platform	 Migrated to BSE Main Board
 Ad-hoc growth characteristics with minimal processes	 Structured approach towards growth defined by policies, processes & guidelines with strong risk framework

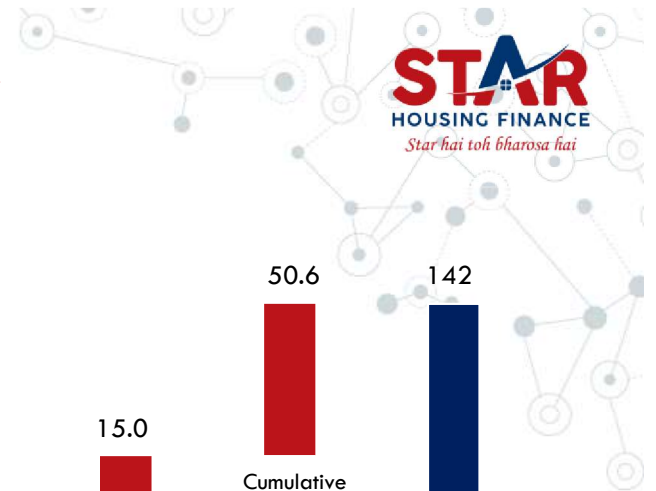
BUSINESS TRANSITION	
Before Oct 2019	As of Now
Franchise based Business Model	In-house business model
Geographic concentration	Multi-state presence
11 member team	280+ strong team
Sizeable portion of AUM comprised of big ticket / project loans	Dedicated focus on retail loans, project loans < 2%
AUM build up of Rs. 60 crs over a decade	AUM of Rs. 500+ crs as of Dec-24
Lack of domain and vintage	Employees rich in HFC experience
Excel based working environment	Under migration from Jaguar LMS to Jaguar Plus Version
Onward lending rate of 22-24%	Lending rates rationalised

BECOMING A PROFESSIONALLY RUN HFC (contd.)

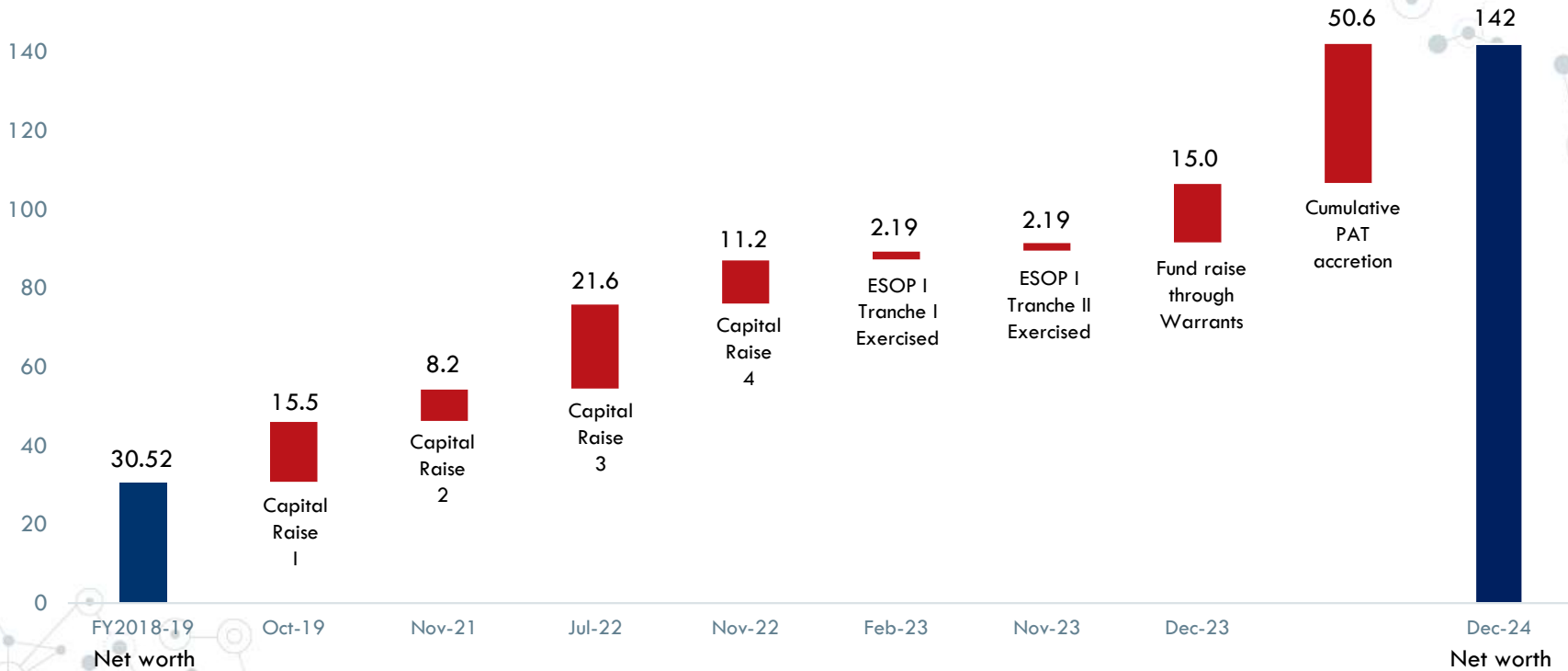
LIABILITY TRANSITION	
Before Oct 2019	As of Now
Borrowings predominantly from Financial Institutions	Diversified Borrowing Profile with focus on PSBs. Private Sector Banks, FIs and the NHB
Accounting on Indian GAAP standard	Accounting on INDAS Standard
<p>Rating Partners</p>	<p>Rating Partners</p>

BOARD TRANSITION	
Before Oct 2019	As of Now
<p>Promoter driven board with family members</p>	<p>Professional characteristics getting developed with induction of BFSI professionals</p>
<p>Limited professional representation on the Board</p>	<ul style="list-style-type: none"> Mr. A P Saxena, ex-NHB official inducted on the board Mr. A K Lakshmanan, ex LIC official inducted on the board Mr. P K Das, ex IDBI Bank official inducted on the board Mr. C Ilango, ex-MD CanFln Homes inducted on the board Mr. Kalpesh Dave elevated to the board as Director

NET WORTH STRENGTHENED CONSISTENTLY

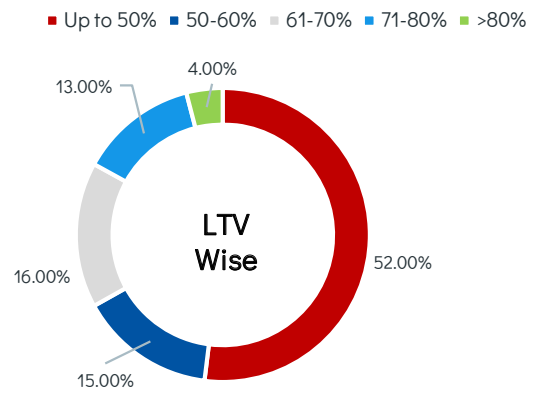
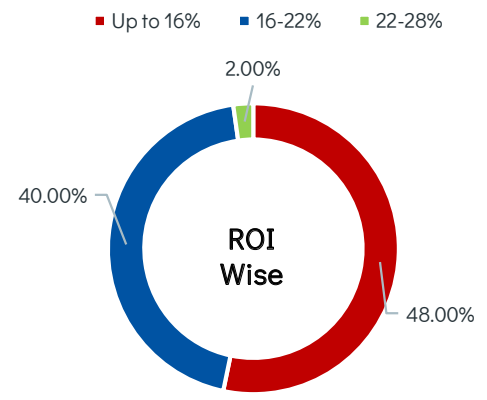
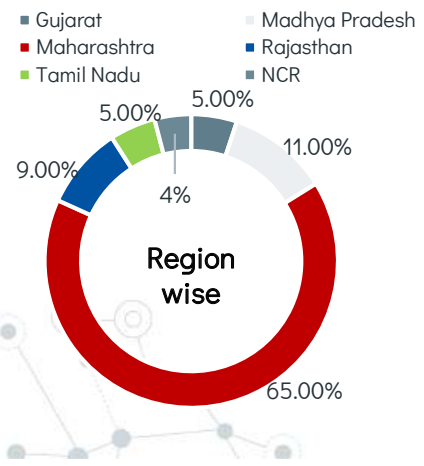
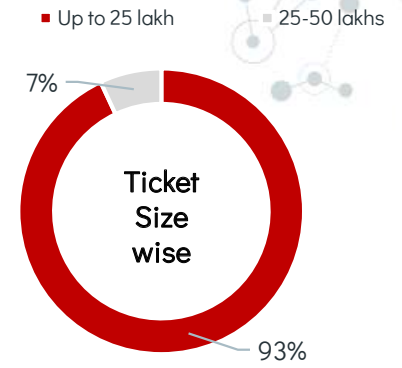
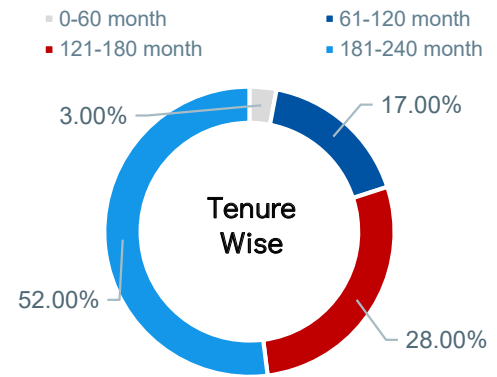
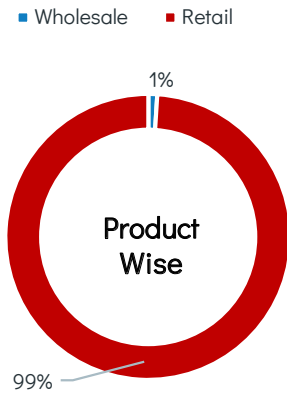
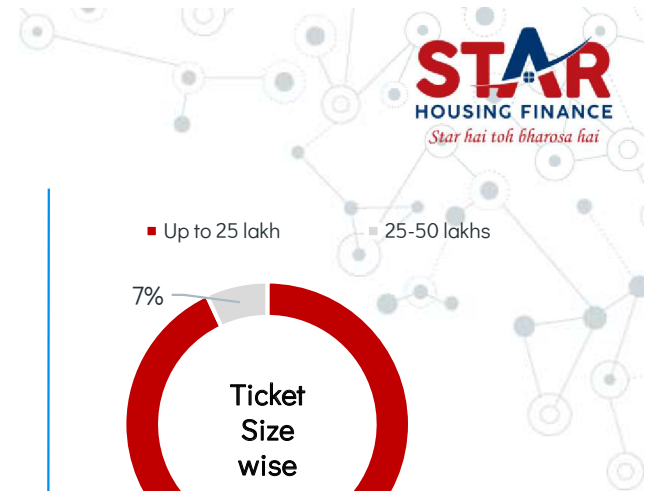


Figures in Rs. crs

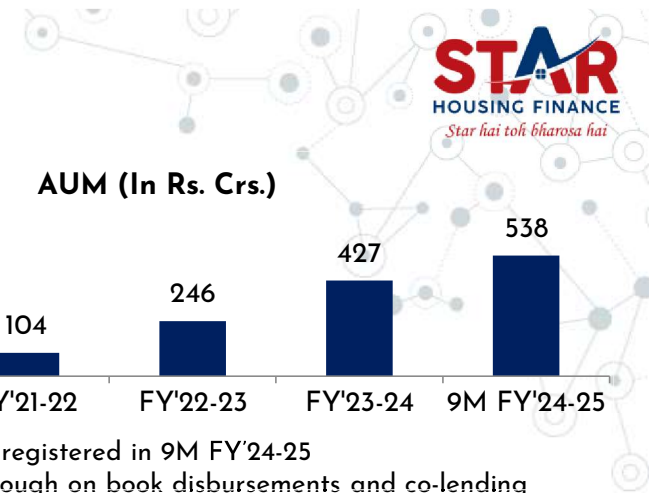


Net worth crossed Rs. 140+ crs: Augmented through consistent equity infusion, warrant issuance and PAT accretion

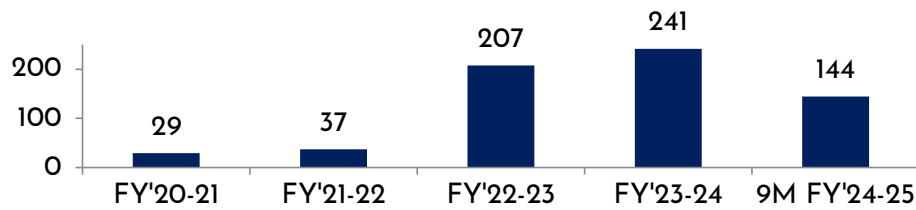
KEY PORTFOLIO CUTS AS OF DEC 31, 2024



BUSINESS HISTORICALS

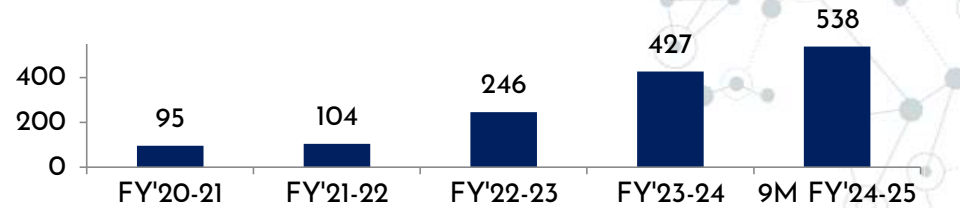


Disbursements (In Rs. Crs.)



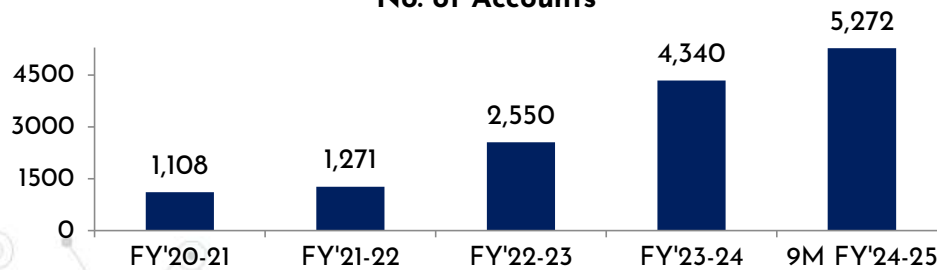
- FY'22-23 is the first growth year post capacity build up
- Average monthly disbursements of Rs. 15-20 crs during last financial year

AUM (In Rs. Crs.)



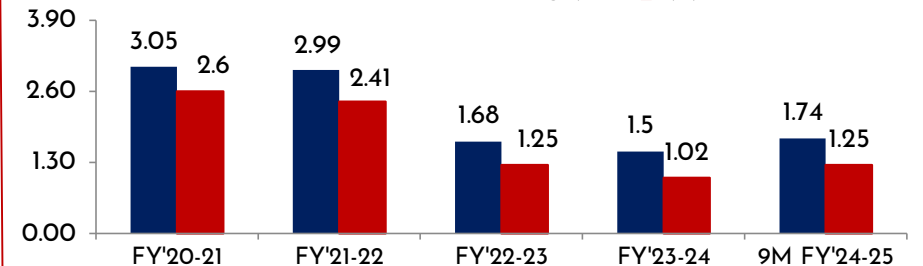
- 46%+ y-o-y growth registered in 9M FY'24-25
- AUM scaled up through on book disbursements and co-lending

No. of Accounts



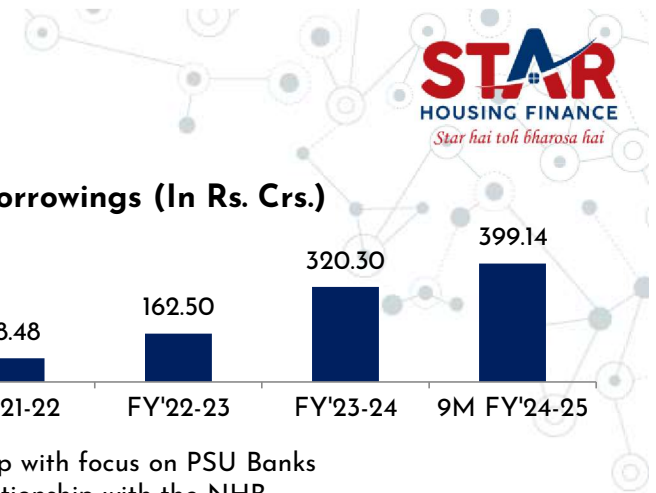
- 6000+ EWS/LIG customers served till date
- Incremental average loan size at Rs.12-13 lakhs for areas close to city centers and Rs.6-8 lakhs for rural areas

NPA (%)

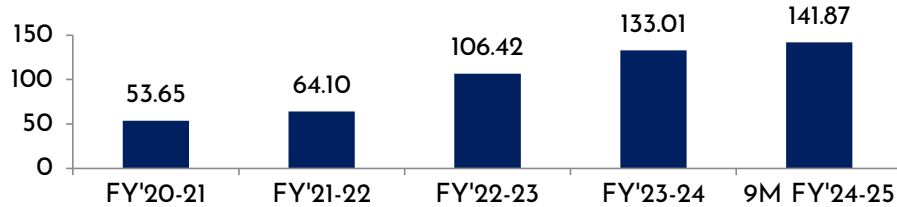


- GNPA and NNPA %age has consistently come down since FY'19-20
- Provisions on NPA, standard assets, special provisions and write offs provide 100% coverage on the GNPA

FINANCIAL HISTORICALS

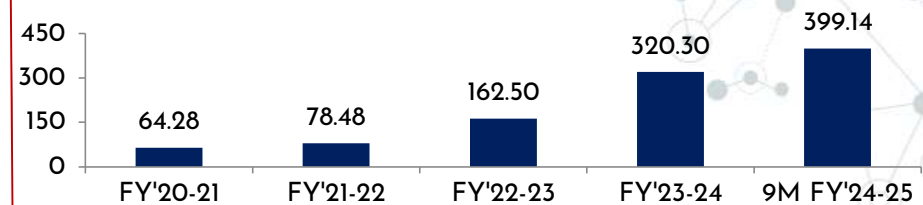


Net Worth (In Rs. Crs.)



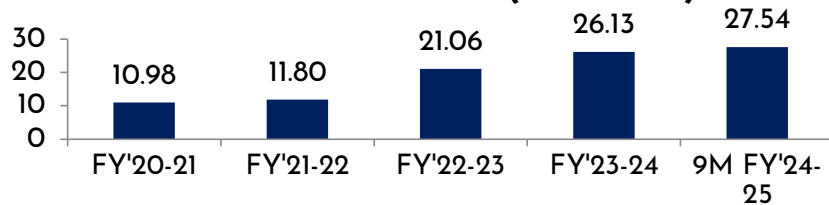
- Sequential increase in net worth through capital infusion and build up of reserves

Borrowings (In Rs. Crs.)

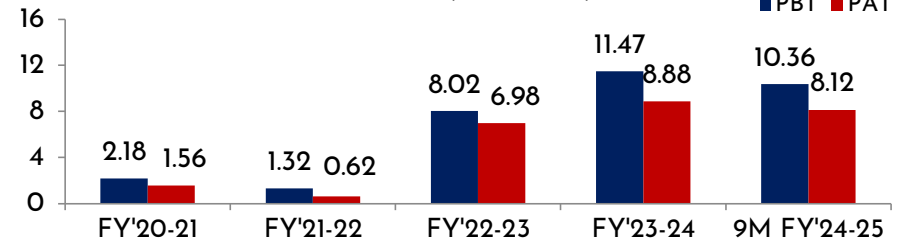


- Liability build up with focus on PSU Banks
- Established relationship with the NHB
- Strong funding pipeline to aid asset growth

Net Interest Income (In Rs. Crs.)



PBT-PAT (In Rs. Crs)



- PAT accretion has helped build up of reserves and surplus
- Focus on build up of strong bottom line as AUM scales up



9M FY'24-25 BUSINESS AND FINANCIAL PERFORMANCE

Operating & Financial Performance (In Crs)	Q3 FY2024-25	Q3 FY2023-24	Y-o-Y Change
Assets Under Management	538.06	368.67	45.94%
GNPA (%)	1.74%	1.64%	0.10%
NNPA (%)	1.25%	1.24%	0.01%
PBT	10.36	7.35	40.95%
Borrowing O/s	399.14	266.49	49.78%
Leverage (x)	2.81x	2.05x	0.76x

Business Numbers: AUM increased 45.94 % y-o-y to Rs. 538.06 crs. The Company disbursed Rs. 33.62 crs in the quarter under review

Income Growth: Interest income grew by 57.46 % y-o-y on the back of robust disbursements. Net Interest Margin (NIM) stands at 7.88 %

Asset Quality: PAR (0+ days past due) stood at 4.65 %, of which GNPA stands at 1.74 % and NNPA stands at 1.25 % as of Dec 31, 2024

Profitability: Profit before Tax registered 40.95 % y-o-y growth

Liability Scale Up: During the year, Star HFL has raised incremental liability of Rs. 141.60 crs from 5 institutions. Star HFL has strong relationships with Banks and FIs and has robust pipeline to aid the loan book growth.

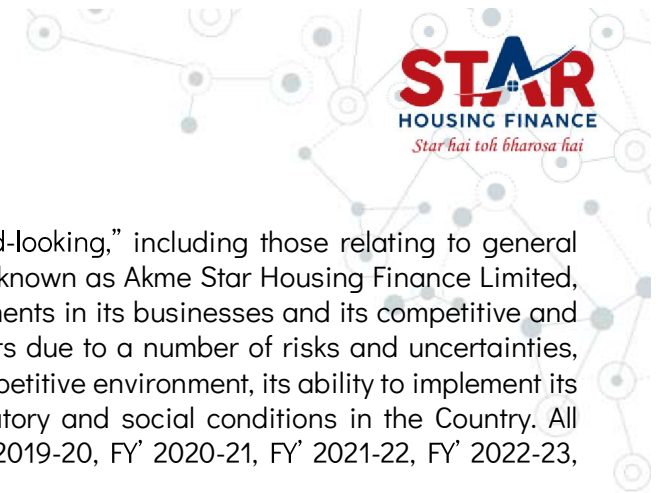
FINANCIAL RESULTS: 9M FY2024-25

Particulars	As on	
	31-12-2024	31-12-2023
Assets		
Cash & Cash Equivalents	26.21	47.53
Bank Balances Other than Cash & Cash equivalents	18.81	20.20
Loans	487.47	328.60
Investments	8.71	7.76
Other Financial Assets	12.83	7.19
Total Financial Assets	554.03	411.30
Deferred Tax Assets (Net)	-	0.91
Current Tax Assets (Net)	0.58	0.99
Property, Plant & Equipment	2.76	2.76
Intangible Assets	0.14	2.24
Capital WIP	2.14	0
Other Non-Financial Assets	1.82	1.53
Total Non-Financial Assets	7.45	8.43
Total Assets	561.49	419.73
Liabilities		
Total Financial Liabilities	418.47	288.76
Total Non Financial Liabilities	1.15	0.75
Total Equity	141.87	130.21
Total Liabilities and Equity	561.49	419.73

All Figures in Rs. Crore

Particulars	FTY ended Dec 31,	
	2024	2023
Revenue from Operations		
Interest Income	61.00	38.74
Fee & Commission income	1.77	1.34
Other operating income	1.02	1.01
Net Gain / Loss on Fair Value Changes	0.59	0.38
Gain/loss on derecognition of financial Assets	0.46	0.82
Other Income	2.23	0
Total Income	67.07	42.29
Expenses		
Finance Cost	33.46	19.65
Impairment of Financial Instruments	2.28	1.31
Employee Benefit Expenses	14.01	9.41
Depreciation and Amortisation Expenses	0.54	0.48
Other Expenses	6.43	4.10
Total Expenses	56.72	34.94
Profit Before Tax (PBT)	10.36	7.35
Tax Expenses	2.24	1.21
Profit After Tax (PAT)	8.12	6.14

DISCLAIMER



This presentation may contain statements about events and expectations that may be “forward-looking,” including those relating to general business plans and overall growth strategy of Star Housing Finance Limited (“Star HFL”), formerly known as Akme Star Housing Finance Limited, and its associated/subsidiaries/JVs, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of risks and uncertainties, including future changes or developments in Star HFL and its associates/subsidiaries/JVs, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in the Country. All financial data in this presentation is obtained from the Financial Statements for FY’2018-19, FY’2019-20, FY’ 2020-21, FY’ 2021-22, FY’ 2022-23, FY’2023-24 & 9M FY2024-25 on the basis of which key ratios are calculated.

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Thank You

For any questions, please connect
with

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www.starhfl.com

