

Star Housing Finance Ltd

CORPORATE DECK

Aug 2024



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 471.41 crs with 4700+ live accounts with Avg. Loans Size of Rs. 10 lakhs
- GNPA at 1.57% and NNPA at 1.12% as of Jun 30, 2024
- PAT of Rs. 3.02 crs for Q1 FY'2024-25
- Net worth of Rs. 137+ crs as of Jun 30, 2024
- Liability of Rs. 335.35 crs as of Jun 30, 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
CRO



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
 Akme Star HFC Akme Star Housing Finance Ltd. <small>We do not tender loans, We tender happiness</small>	 STAR HOUSING FINANCE <i>Star hai tohi bharosa hai</i>
Old Name	New Name
 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

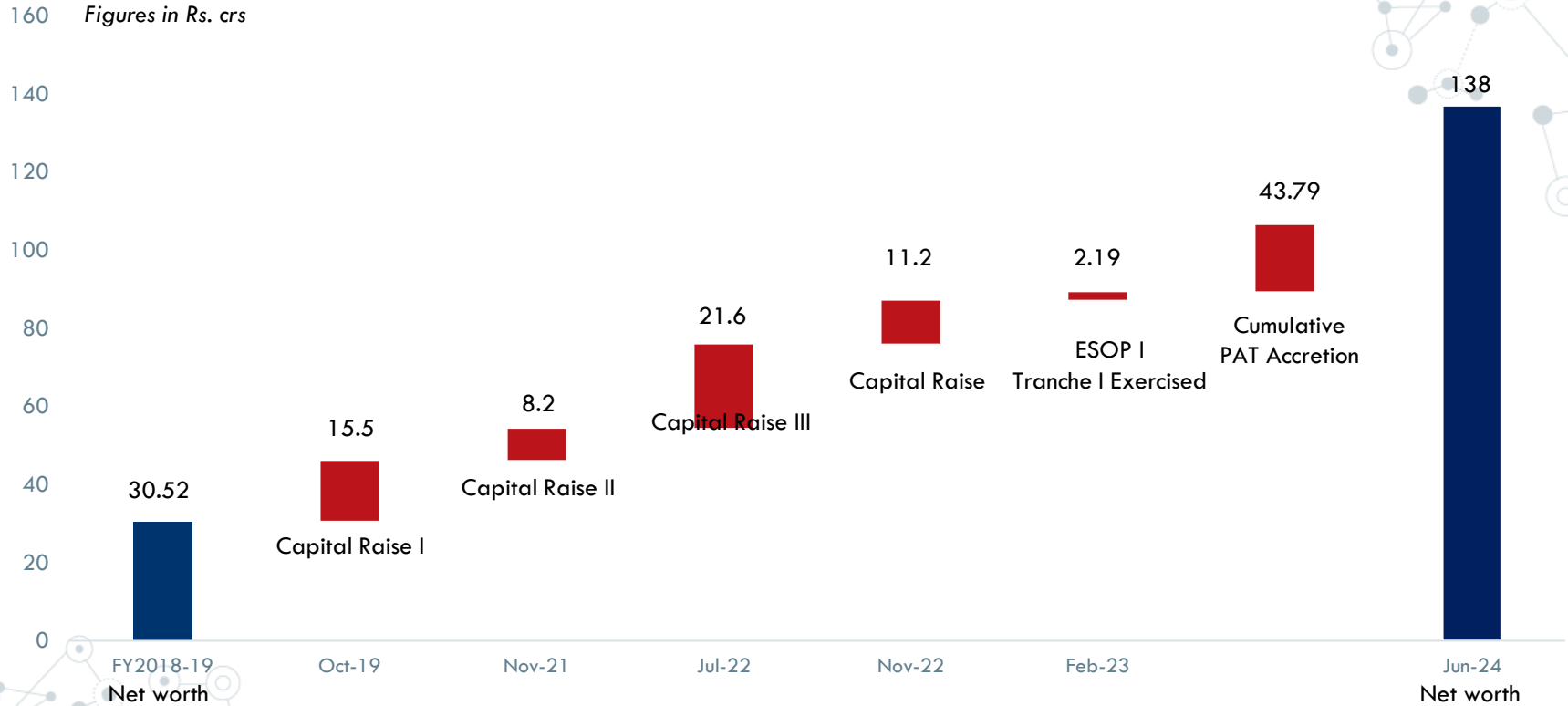
BUSINESS TRANSITION	
Before Oct 2019	As of Now
Franchise based Business Model	In-house business model
Geographic concentration	Multi-state presence
11 member team	280+ strong team
Sizeable portion of AUM comprised of big ticket / project loans	Dedicated focus on retail loans, project loans < 2%
AUM build up of Rs. 60 crs over a decade	AUM of Rs. 470+ crs as of Jun-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 CanFlin Homes inducted on the board Mr. Kalpesh Dave elevated to the board as Director

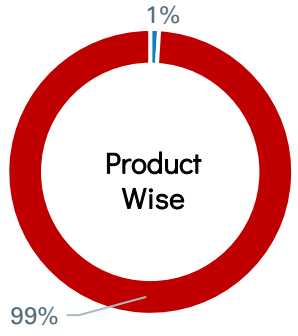
NET WORTH STRENGTHENED CONSISTENTLY



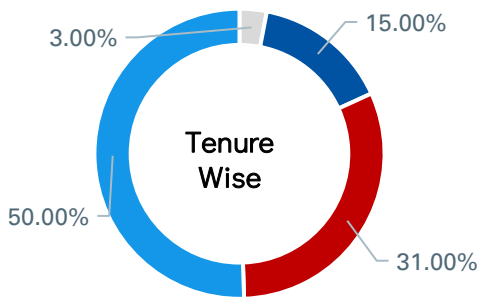
Net worth crossed Rs. 135+ crs: Augmented through consistent equity infusion and PAT accretion

KEY PORTFOLIO CUTS AS OF JUN 30, 2024

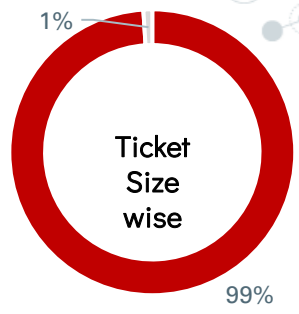
■ Wholesale ■ Retail



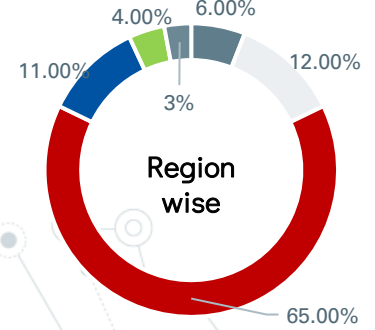
■ 0-60 month ■ 61-120 month
■ 121-180 month ■ 181-240 month



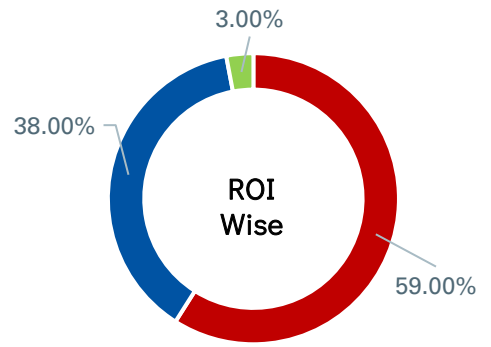
■ Up to 25 lakh ■ 25-50 lakhs



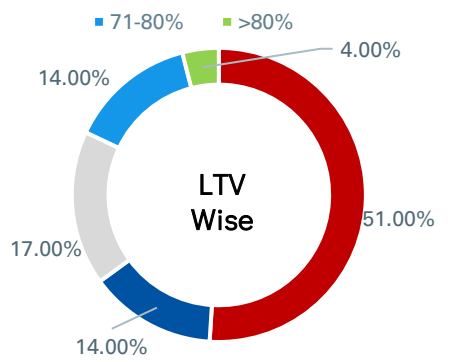
■ Gujarat ■ Madhya Pradesh
■ Maharashtra ■ Rajasthan
■ Tamil Nadu ■ NCR



■ Up to 16% ■ 16-22% ■ 22-28%

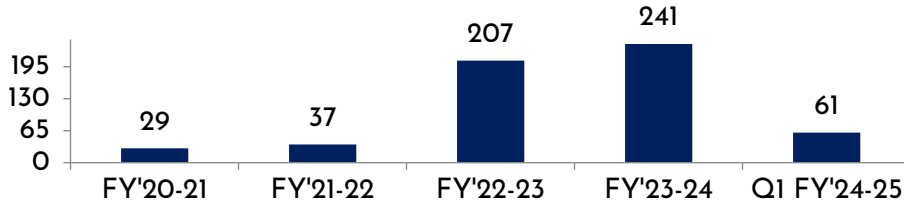


■ Up to 50% ■ 50-60% ■ 61-70%



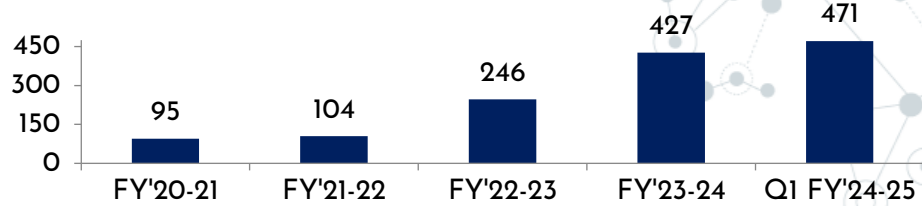
BUSINESS HISTORICALS

Disbursements (In Rs. Crs.)



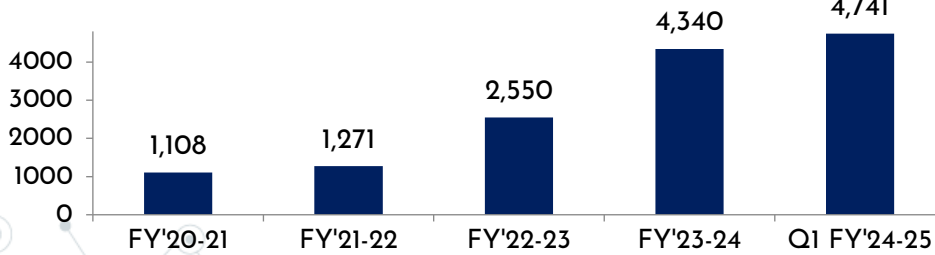
- FY'22-23 is the first growth year post capacity build up
- Average monthly disbursements of Rs. 15-20 crs during last financial year

AUM (In Rs. Crs.)



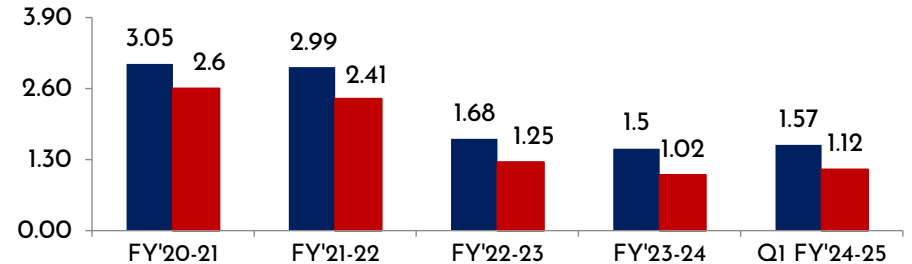
- 74%+ y-o-y growth registered in Q1 FY'24-25
- AUM scaled up through on book disbursements and co-lending

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

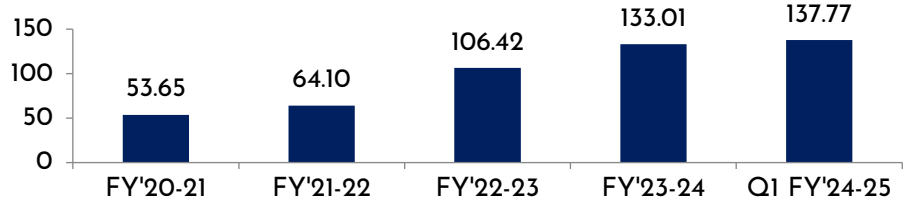
NPA (%)



- 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

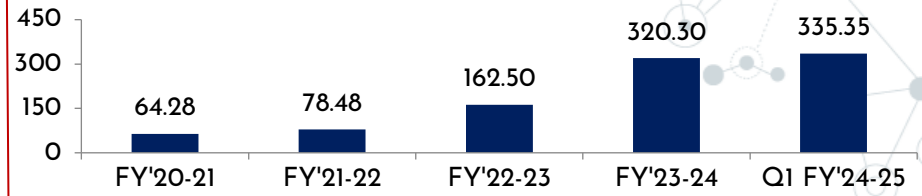
FINANCIAL HISTORICALS

Net Worth (In Rs. Crs.)



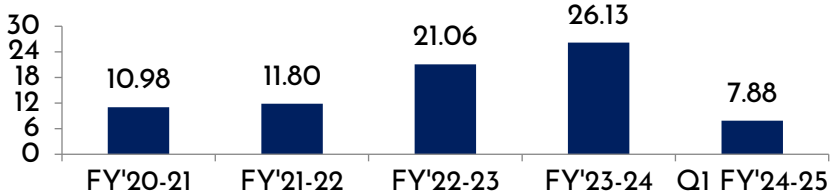
- Sequential increase in net worth through capital infusion and build up of reserves

Borrowings (In Rs. Crs.)

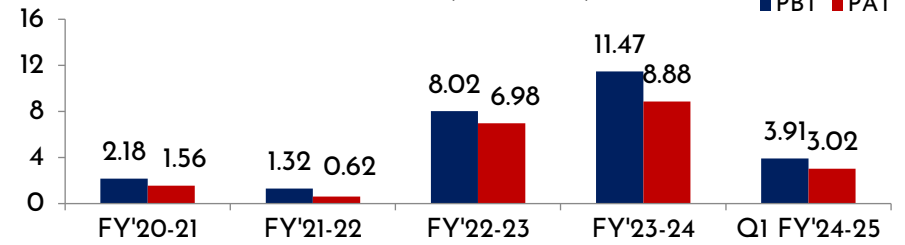


- Liability build up with focus on PSU Banks
- Established relationship with the NHB
- Strong funding pipeline to aid asset growth

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

Q1 FY'24-25 BUSINESS AND FINANCIAL PERFORMANCE

Operating & Financial Performance (In Crs)	Q1 FY2024-25	Q1 FY2023-24	Y-o-Y Change
Assets Under Management	471.41	271.62	73.55%
GNPA (%)	1.57%	1.56%	0.01%
NNPA (%)	1.12%	1.13%	(0.01%)
PBT	3.91	2.08	87.98%
Borrowing O/s	335.35	182.69	83.56%
Leverage (x)	2.43x	1.69x	0.74x

Business Numbers: AUM increased 73.55% y-o-y to Rs. 471.41 crs. The Company disbursed Rs. 61.23 crs in the period under review

Asset Quality Remains Intact: PAR (0+ days past due) stood at 3.38%, of which GNPA stands at 1.57% and NNPA as of Jun 30, 2024 stands at 1.12%

Income Growth: Interest income grew by 61.43% y-o-y and total income grew 70.54% y-o-y

Profitability: Profit After Tax registered 94.83% y-o-y growth

Strong Capital Levels: Net-worth as of Jun 30, 2024 stands at Rs. 137.77 crs. Leverage levels remain modest at 2.43x

FINANCIAL RESULTS: Q1 FY2024-25

Particulars	As at	
	30-06-2024	31-03-2024
Assets		
Cash & Cash Equivalents	21.86	60.94
Bank Balances Other than Cash & Cash equivalents	21.62	24.62
Loans	424.84	382.03
Investments	9.05	8.01
Other Financial Assets	8.83	7.01
Total Financial Assets	486.19	482.60
Deferred Tax Assets (Net)	0	0
Current Tax Assets (Net)	0.81	1.31
Property, Plant & Equipment	2.93	2.84
Intangible Assets	0.23	0.25
Capital WIP	1.86	1.86
Other Non-Financial Assets	1.74	1.45
Total Non-Financial Assets	7.58	7.71
Total Assets	493.78	490.31
Liabilities		
Total Financial Liabilities	354.98	356.08
Total Non Financial Liabilities	1.03	1.22
Total Equity	137.77	133.01
Total Liabilities and Equity	493.78	490.31

Particulars	FTY ended	
	Jun 30, 2024	Mar 31, 2024
Revenue from Operations		
Interest Income	18.08	53.95
Fee & Commission income	0.51	1.90
Other operating income / loss on derecognition of financial assets	0.00	1.16
Net Gain / Loss on Fair Value Changes	0.18	0.63
Gain/loss on derecognition of financial Assets	0.14	0.98
Other Income	2.05	3.01
Total Income	20.96	61.64
Expenses		
Finance Cost	10.20	27.83
Impairment of Financial Instruments	0.23	1.80
Employee Benefit Expenses	4.11	13.21
Depreciation and Amortisation Expenses	0.17	0.67
Other Expenses	2.35	6.66
Total Expenses	17.05	50.16
Profit Before Tax (PBT)	3.91	11.47
Tax Expenses	0.89	2.59
Profit After Tax (PAT)	3.02	8.88

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Thank You

For any questions, please connect
with

dinesh.kirupalli@starhfl.com

www.starhfl.com

