



Investor Presentation | Q4FY25



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Consolidated Financial Highlights



Net Wor	th (₹ Cr)	Total AUI	Total AUM (₹ Cr)		tal AUM (₹ Cr) Growth AUM (₹ Cr)		Legacy AUM (₹ Cr)	
21,822	19,792	62,346	65,335		37,452	26,537	24,894	38,807
Q4FY25	Q4FY24	Q4FY25	Q4FY24		Q4FY25	Q4FY24	Q4FY25	Q4FY24
NII (₹	₹ Cr)	PPOP	(₹ Cr)		PAT ([‡]	₹ Cr)	NIN	1 %
1,082	964	744	722		324	320	6.2%	4.5%
Q4FY25	Q4FY24	Q4FY25	Q4FY24		Q4FY25	Q4FY24	Q4FY25	Q4FY24
Gear	ring	GNP	A %		NNP	A %	Credit	Rating
1.9x	2.4x	1.3%	2.7%		0.8%	1.5%	AA/St fro	
Q4FY25	Q4FY24	Q4FY25	Q4FY24		Q4FY25	Q4FY24	CRISIL	/ICRA

- Accelerated transition of business model while maintaining steady profitability and improving asset quality
- Strong traction in Growth AUM, which now forms 60% of total AUM
- Reduction in legacy AUM by ~₹ 14,000 Cr in 12 months. Collection from legacy book of ₹ 12,834 Cr in FY25 with ₹ 2,978 Cr collected in Q4FY25

FY25 in Perspective: Transformational Year for Shareholding, Governance and Business Structure



Equity Fund Raise

- ~₹ 5,000 Cr of equity capital raised
- Onboarding of stable, long-term marquee investors



Brand Sammaan

lender

 Completion of de-promoterization – transition to Broad-run, professionally managed, diversely held financial institution



• Fresh Certificate of Registration from RBI for SCL and SFL

Building up of Growth AUM

• Growth AUM grew to ₹ 37,452 Cr in FY25, rising from ₹ 26,357 Cr at the start of the year. Now, stands at ~60% of the total AUM



• Established Asset light model

Reinvigoration of Debt Program

- ₹ 10,582 Cr of fresh borrowing in FY25, 2.3x of FY24
- Domestic credit rating at AA/Stable. Upgrade of International credit rating by S&P to B+/Stable



Creation of Affordable Mortgage Finance Subsidiary Sammaan Finserve Limited being built as affordable mortgage finance

Rundown of legacy AUM

- Steady rundown of legacy AUM book by ₹ 14,000 Cr in FY25
- Legacy AUM now forms only ~40% of Total AUM



SCL: Sammaan Capital Limited; SFL: Sammaan Finserve Limited



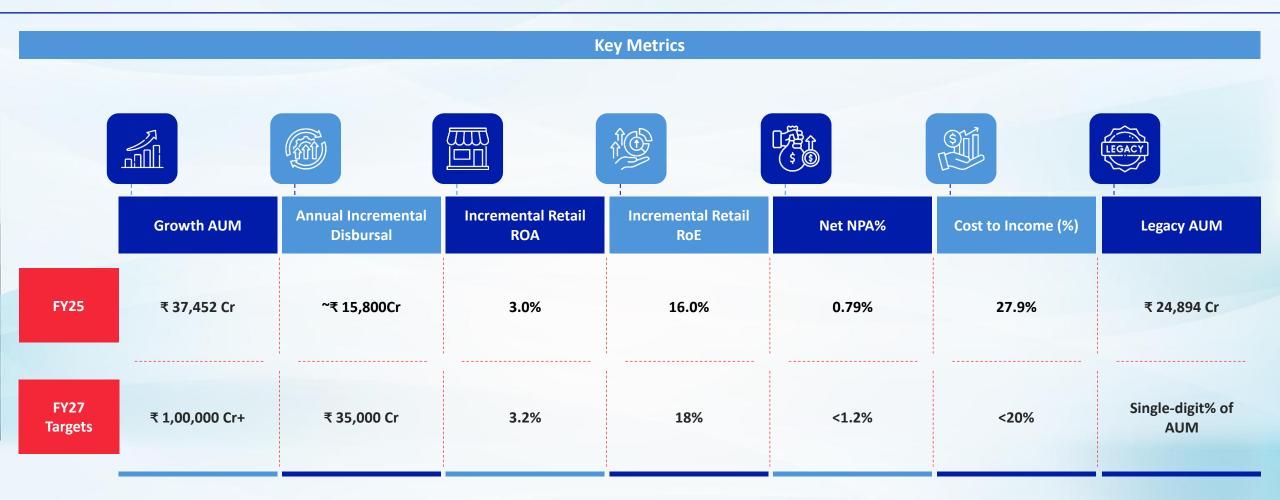
Funds Raised	FY25	FY24
Term Loans	₹ 5,915 Cr	₹ 3,900 Cr
Non-Convertible Debentures	₹ 4,667 Cr	₹ 681 Cr
Equity	₹ 3,639 Cr	₹ 1,231 Cr
Total	₹ 14,221 Cr	₹ 5,812 Cr

On balance sheet borrowings are up over 2.3x year on year

14 banks/financial institutions sanctioned fresh term facilities in FY2025 Stock of retail NCD holders now number over ~88,000 investors

Advancing towards our Strategic Goals – Sammaan Capital Ltd. [Consolidated]





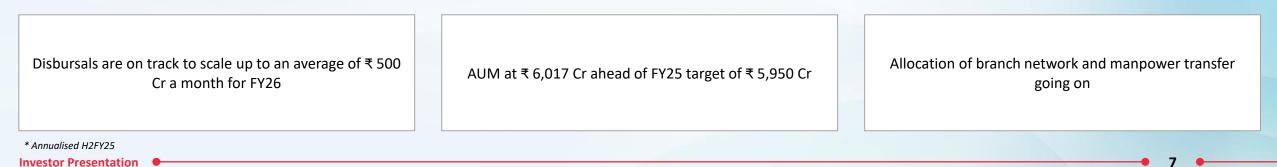
As disbursements ramp up in SCL and SFL, and CRE disbursals begin in the AIF platform, Growth AUM will see accelerated rise

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Advancing towards our Strategic Goals – Sammaan Finserve Ltd.

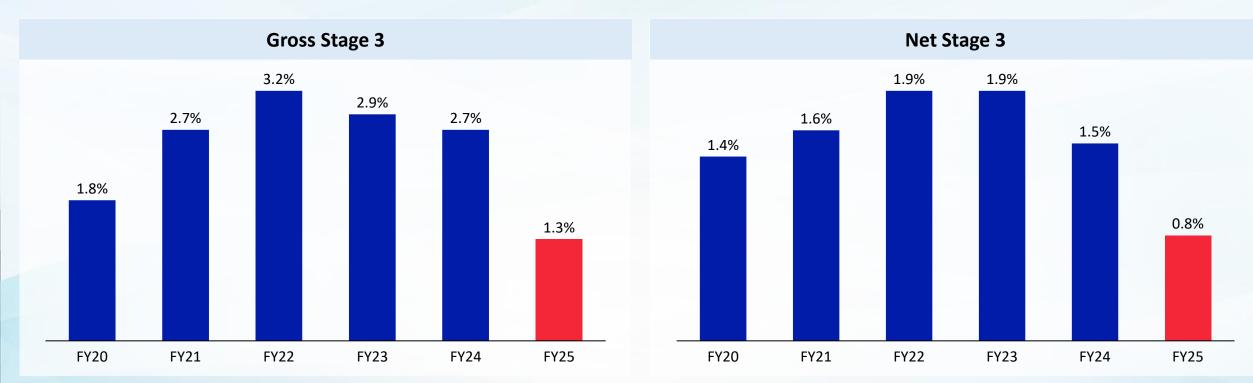






Improvement in Asset Quality





ParticularsImputed Provisions (₹ Cr)Existing Provisions + Fair value Provisions3,710		Net incremental credit costs for	Gross and Net NPAs % are at their		
Existing Provisions + Fair value Provisions	3,710	H2FY25 is ~95 bps of total AUM	lowest levels in 5 years		
Expected Recoveries^ 3,750					
Others^^ [Yes Bank T1 etc.]	875	Total imputed provision buffer ₹ 8,335 Cr [~33% of legacy book]			
Imputed Provision	8,335				

Bank AT1 Bonds

Our Income Lines. Broad Range for FY2025-26



Line Item	Description	Range for FY26
1. Interest Income		
- Income from Loans	Interest income from loan book on balance sheet. 11% to 12% [FY26], will tend towards 11% as legacy book runs down	~11.5% of average loan book
- Amortised Processing Fees	Loan processing fees is amortised over life of the loan [net of associated expenses]	Up to ~1.25% of retail disbursals. Up to 2.0% for CRE loans. Net of expenses [amortised]
- Income from Sold Loans	Income from live sold down book, in excess of upfronted income. Will include effect of unwinding of discount rate	~0.5% to 0.7% of sold down book
- Investment Income in Nature of Interest	e.g. Interest income on fixed/bank deposits, bonds, etc	~6% on FDs. ~7% to 8% on bond investments
- Overdue Interest	While accrued interest is reversed when an account becomes NPA, interest continues to get charged to the loan. When recovery on a written off [or NPA] loan is in excess of principal, the interest due collected gets recorded as overdue interest	~₹ 200 - ₹ 300 Cr. Potential for significant one-offs in some quarters depending on recoveries
2. Fees and Commission Income	Other fees, commission income such as insurance commission, net of associated expenses	Up to ~2.0% of disbursals in retail loans Up to 2.5% for CRE loans. Net of expenses
3. Net Gain on Fair Value Changes	This is largely investment income other than those in the nature of interest. Some investments are hold to maturity and some are mark-to-market	Will average ~7% of investment book for the year [Will not be a smooth line item. Will vary with timing of decision to sell HTM investments]
4. Net gain on derecognition of financial instruments under amortised cost category	Upfronted income from loans sold down [co-lending or other direct assignment] in the reporting period	~4.5% of loans sold

Investor Presentation

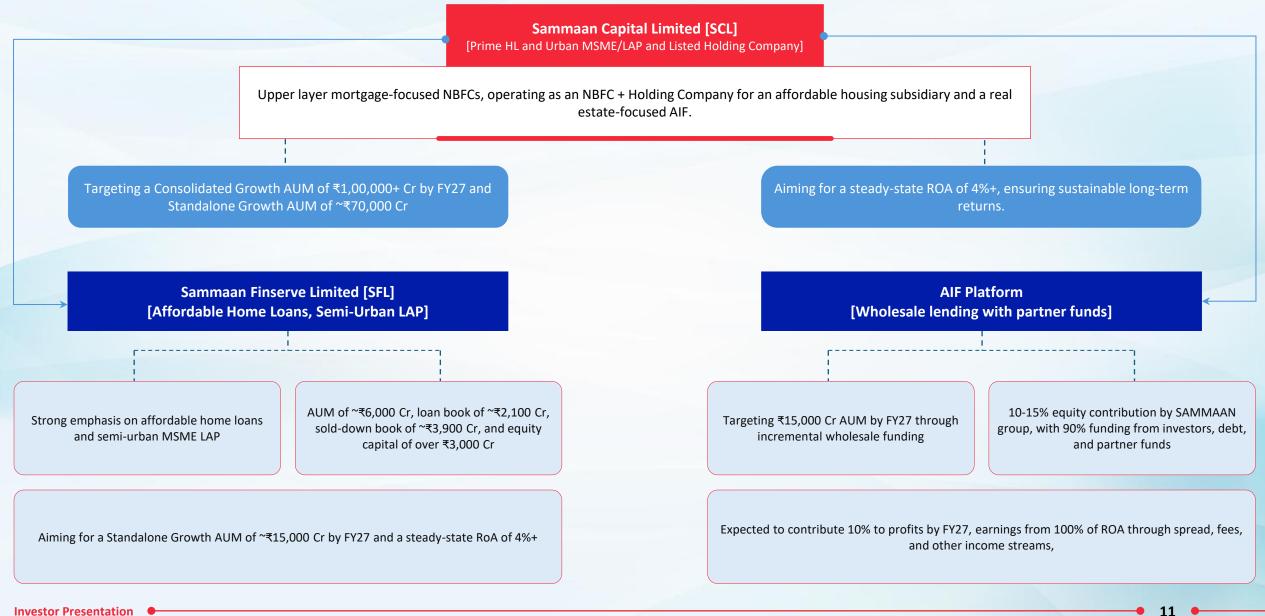
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Growth Business Update

Growth AUM Business Structure





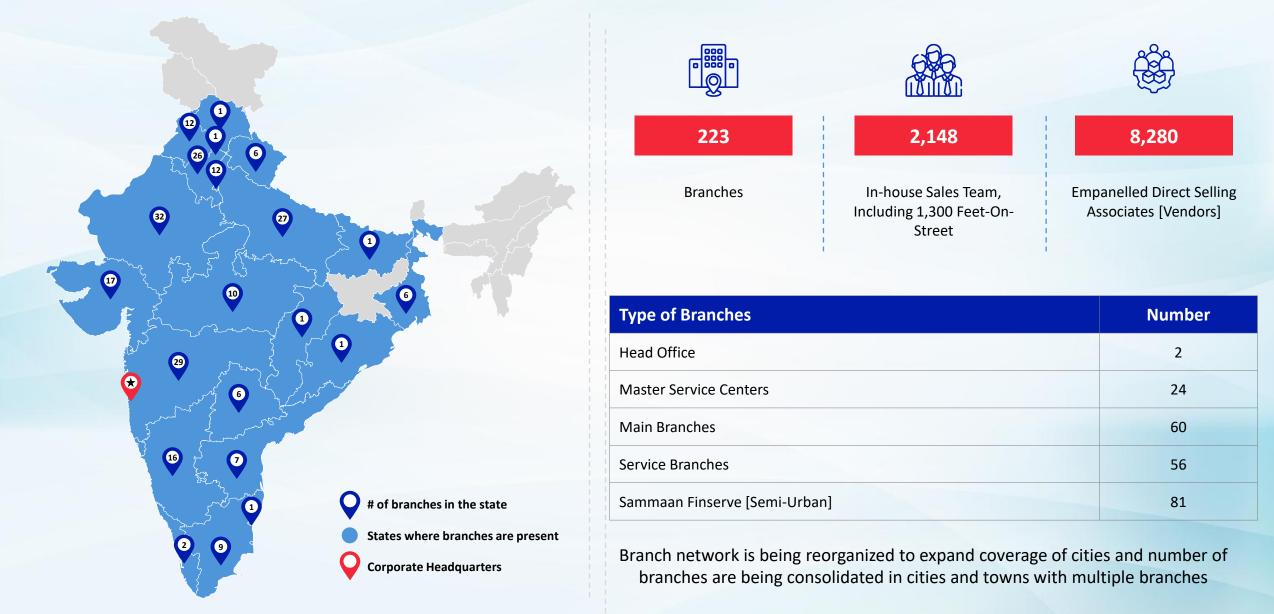


	[Sammaa	n Capital	Sammaai	n Finserve	
		Home Loans	LAP	Home Loans	LAP	
Average Loan Size [₹ lacs]		30	75	15	25	
Proportion of Disbursals		60%	40%	50%	50%	
Yield [%]		9.9%	11.0%	11.5%	13.0%	
Loan to Value [Average at Origination]		75%	50%	85%	60%	
Average Loan Term [Years]		15	7	15	7	
AUM Funding Mix		60% CLM	i; 40% DA	40% on-books; 30% CLM; 30% DA		
RoA		4.8%	6.4%	3.8%	5.7%	
Customer Profile		Salaried: Self-employed 50:50	Small businesses, manufacturing units, service providers	Salaried: Self-employed 50:50	Small businesses, manufacturing units, service providers	
Primary Security		Mortgage of pro	operty financed	Mortgage of property financed		
Repayment Type		Principal amortizing equa	Principal amortizing equated monthly instalments		ated monthly instalments	
Median Transunion CIBIL		~750		~6	575	
Basis of Credit Appraisal		Affordable and sustainable FOIR	Business cash flow analysis based	Affordable and sustainable FOIR	Business cash flow analysis based	

LAP: Loan Against Property; FOIR: Fixed Obligation to Income Ratio; CLM: Co-lending Model; DA: Direct Assignment

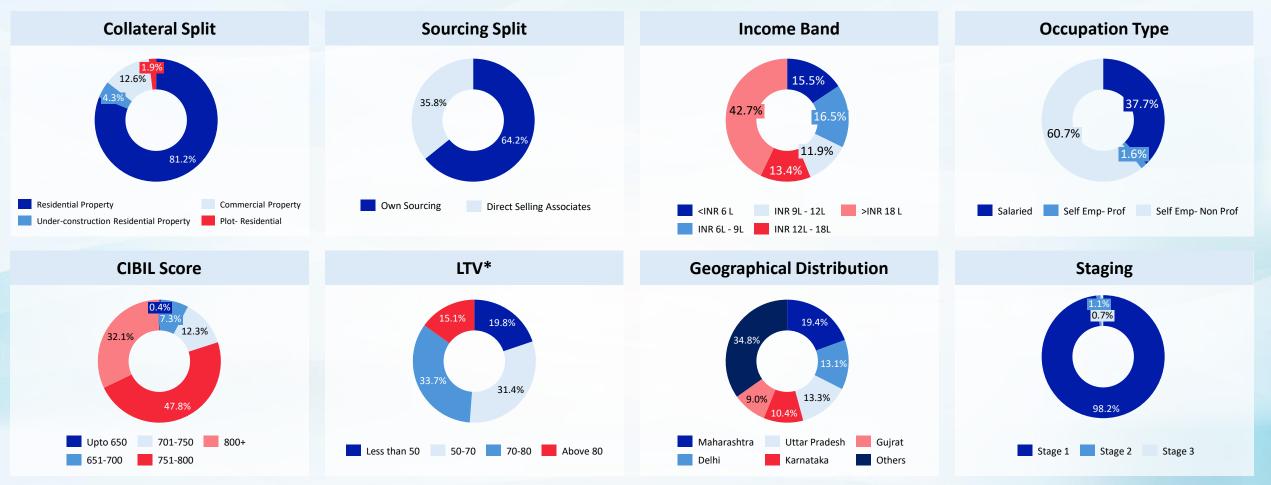
Branch Distribution Network – Paving the way for Growth





Building a Resilient Retail Mortgage Business





₹ 9,766 Cr disbursed in FY25 in Asset-light business model; ₹ 5,530 of HL; ₹ 4,236 of LAP



* LTV is at origination



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Portfolio performance of all sold down pools of ₹ 96,134 Cr

		Initial Pool Details					of Initi	al POS
Loan Pool Type	Disbursement [₹ Cr]	Average Ticket Size [at disbursement] [₹ Lakh]	Sold Down Principal [₹ Cr]	Months on Book	Pool Principal [₹ Cr]	Amortisation [On sell down]	90+ dpd %	180+ dpd %
HL Pools	63,019	25.6	49,809	77	11,974	75.96%	0.36%	0.30%
LAP Pools	33,114	55.8	26,276	75	6,077	76.87%	0.74%	0.48%
Total	96,134	31.7	77,085	76	18,051	76.27%	0.49%	0.36%

Portfolio performance of all live sold down DA pools is monitored by the credit bureau Experian. Automated data flow to partner banks for CLM. Remainder PTC/PCG pools are being monitored by CRISIL, ICRA, Brickwork and Acuite Ratings [respective agencies that rated the PTC/PCG pools]

Technology-leveraged processes	Common, standard credit policy parameters across partner banks	Standardised credit appraisal documents	Standardised credit process flow	Standardised credit appraisal memos and other relevant formats
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SCL has 24 ongoing relationships with banks/ financial institutions for sell down

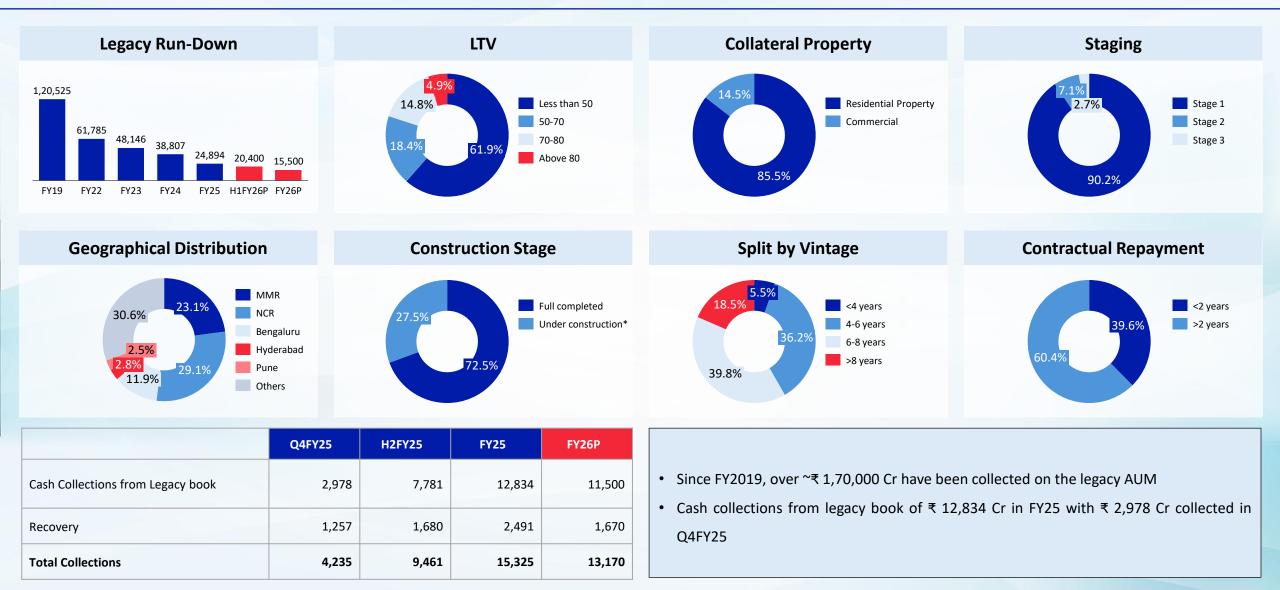
Axis Bank	Bank of Baroda	Bank of India	Canara Bank	
ICICI Bank	Central Bank of India	Central Bank of India Deutsche Bank		
IDBI Bank	Indian Bank	Indian Overseas Bank	Kotak Mahindra Bank	
Punjab National Bank	State Bank of India	RBL Bank	UCO BANK	
Union Bank of India	Punjab & Sind Bank	HDFC Bank	Yes Bank	
Aditya Birla	Aries IM	Davidson Kempner	Oaktree	
(A Govt. of India Undertaking)	Public Sector Banks Bank of India () Relationship beyond banking	न्ट्रल बेंक ऑफ़ इंडिया Indian Overseas Bank Indian Scoop pecces to grow with	Private Sector Banks	



Update on Legacy [Discontinued] Business

Accelerating Run-Down of Legacy Book





Collections includes interest collections at ~12%

*Additional construction cost requirement ~₹ 750 Cr

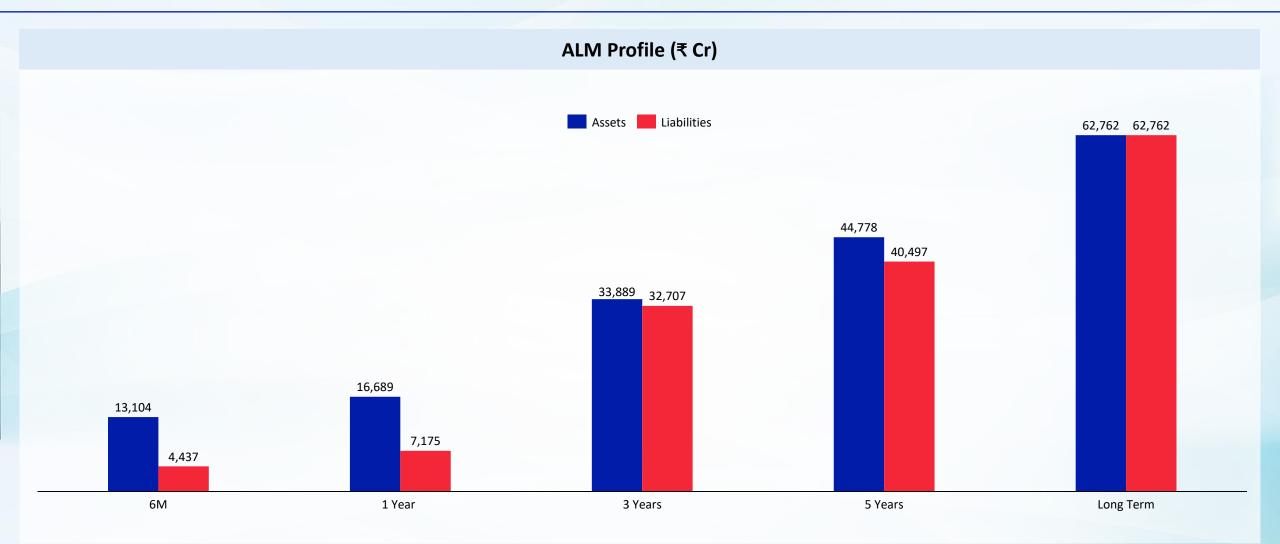


Other Operating Updates

ITRACT

Proactive ALM Management

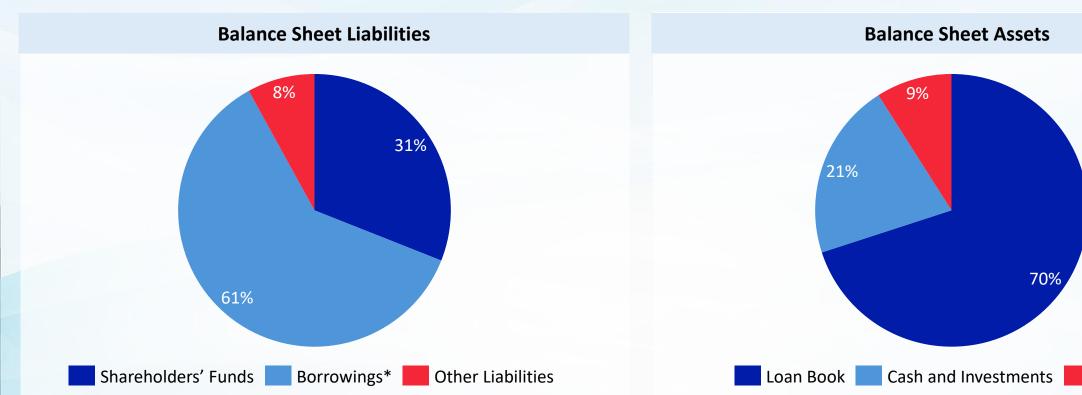




Liquidity Coverage Ratio [LCR] as on March 31, 2025, stands at 232% against regulatory requirement of 100% [This is RBI defined High Quality Liquid Assets [HQLA] applicable to NBFCs, and excludes liquid investments such as fixed deposits etc]

Balance Sheet





Movement of Net Worth [Shareholders' Funds]	Amount
Opening Net Worth [Mar 2022]	16,674
[+] Equity Raise [Rights Issue +QIP]	4,963
[+] Profits	3,571
[-] Exceptional Credit Cost of Q2FY25 [Net of tax]	3,034
[-] Other Adjustments [OCI, ESOPs, etc]	352
Closing Net Worth [March 2025]	21,822

^*- Includes securitisation liability
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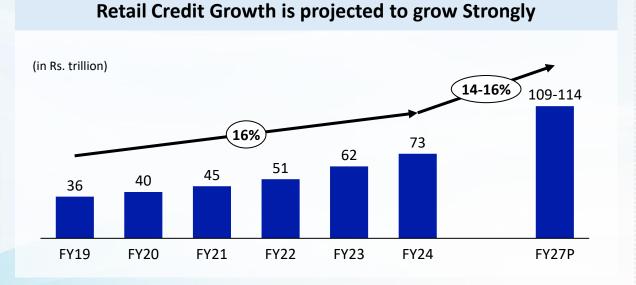
Other Assets



Industry Updates

Riding the Wave: India's Retail Lending Boom





Retail Credit grew by 19% in FY24, supported by healthy demand in housing and increased consumer spending, which drove growth in personal loans and credit cards

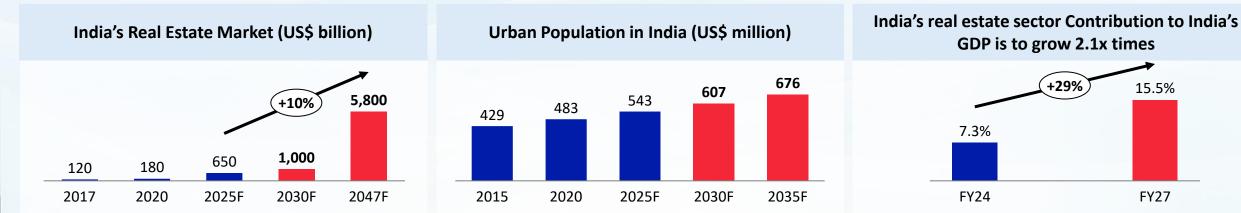
It is expected to grow further at 14-16% between FY24 and FY27



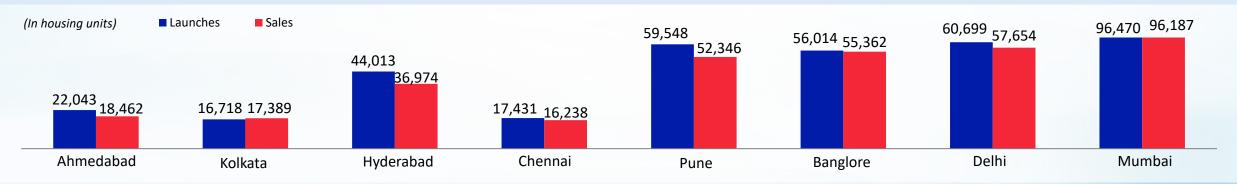
Source: CRISIL MI&A

Macros: Tremendous Housing Potential (1/3)





Cumulative Residential Housing Sales and Launches in Top 8 Cities

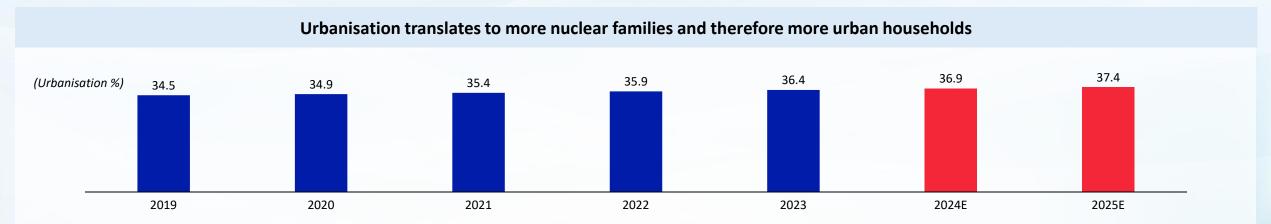


- India's housing finance market is set to double to ₹81 lakh crore in five years, from the current ₹33 lakh crore
- In FY24, HFCs grew 13.2%, with a loan portfolio of ₹9.6 lakh crore. Growth expected at 12.7% in FY25 and 13.5% in FY26
- 53% of AUM in March 2024 came from loans below ₹30 lakh, but demand is shifting towards ₹30-50 lakh due to premiumization

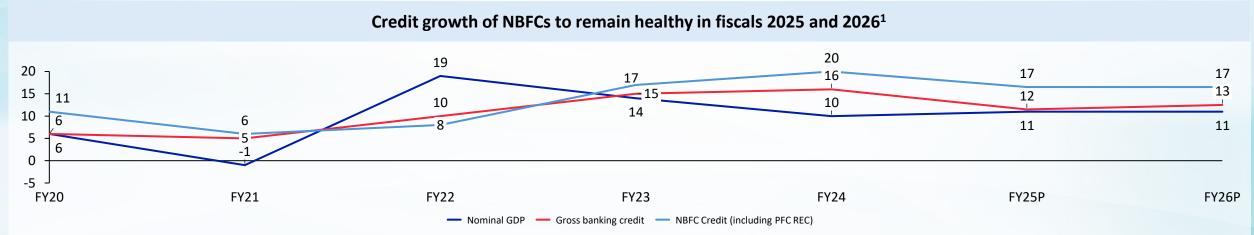
Source: Niti Aayog; IBEF.org, Knight Frank India real estate 2024

Other Macros factors: Tremendous Housing Potential (2/3)





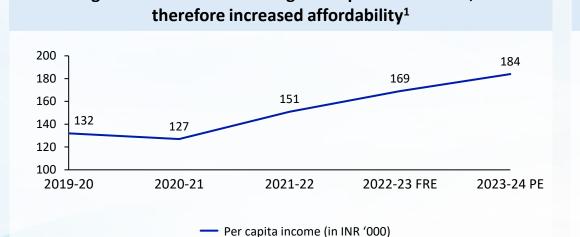
The size of Indian urban households has experienced a paradigm shift, with a growing preference for nuclear families over traditional joint families. This shift has resulted in increasing demand for residential properties, particularly in urban areas.



Structural demand & industry dynamics creating springboard for long upcycle for housing demand. India's real estate sector is driven by rising per capita income, robust job sentiment, favourable demography, a stable mortgage market and consolidating demand & supply

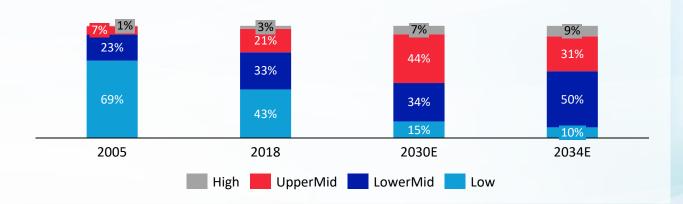
Source: 1- CRISIL January 2025 NBFC Report

Other Macros factors: Tremendous Housing Potential (3/3)

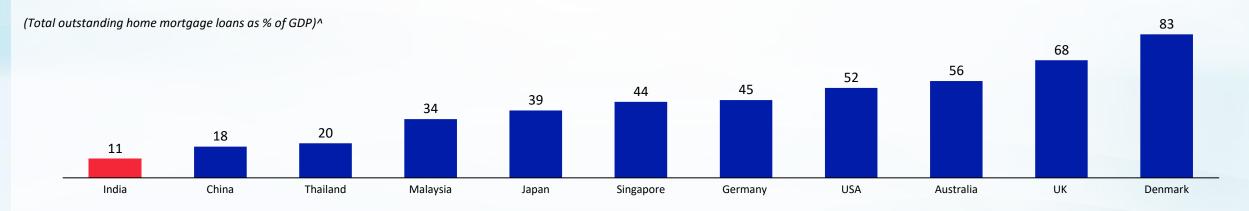


Rising income levels lead to higher disposable income, and

Share of households across different income groups²



India's mortgage penetration, though low, is improving owing to ease of financing, tax incentives and increasing reach of financiers¹



1- CRISIL January 2025 NBFC Report, ^-European Mortgage Federation and HOFINET 2- Knight Frank India real estate 2024 Investor Presentation

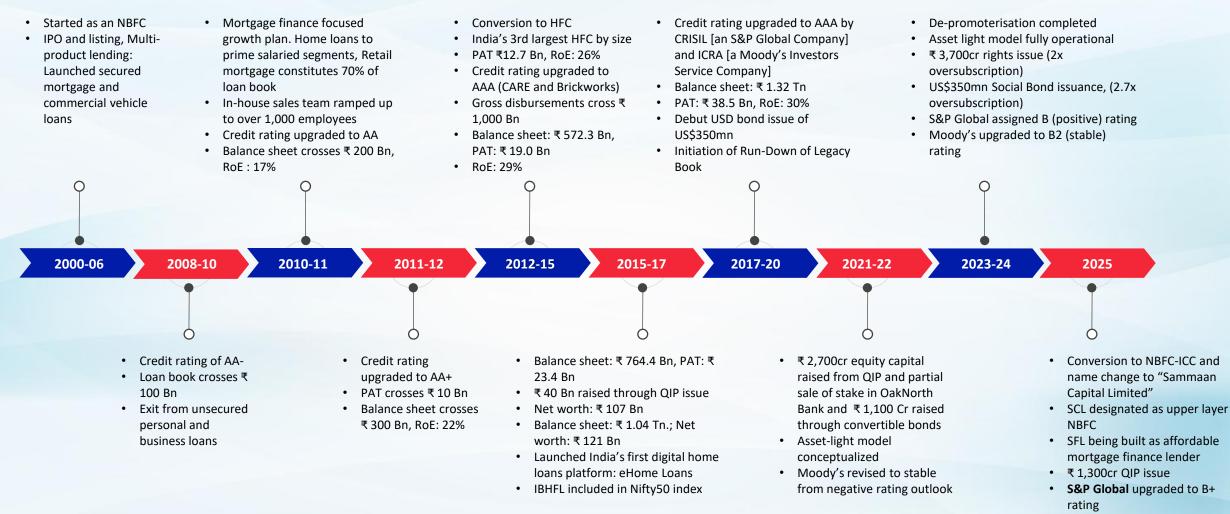
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Company Overview, Board of Directors and Shareholding Pattern

Our Journey





 Moody's upgraded to B2 (Positive) rating

Investor Presentation

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Journey of Consolidation, Stabilization to Growth



FY18 – FY23: Journey of Consolidation and Build-Out of Co-lending model							FY24- FY25: Stabilization and growth	
Parameters (in ₹ cr)	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25
		IL&FS Crisis	COVID H	eadwinds		craine War, all Bank Crisis	Global Macro	o Volatility
Total AUM	1,22,578	1,20,525	93,021	80,741	72,211	67,020	65,335	62,346
Net Worth	13,424	16,482	15,538	16,134	16,674	17,361	19,792	21,822
Borrowings ⁽¹⁾	1,10,257	1,05,756	79,410	68,666	61,161	52,098	48,305	42,430
Debt to Equity	8.2x	6.4x	5.1x	4.3x 9	3.7x	3.0x	2.4x	1.9x
Capital Adequacy	20.9%	26.3%	27.1%	30.7%	32.6%	31.2%	33.3%	34.8%
Gross NPA	0.8%	0.9%	1.8%	2.7%	3.2%	2.9%	2.7%	1.3%
Net NPA	0.3%	0.7%	1.2%	1.6%	1.9%	1.9%	1.5%	0.8%

• Equity: Shored up capital structure via raising ~ ₹ 7,957cr in equity since FY20

• Debt: Total Gross and Net Debt repayment of ~ ₹ 1,88,500 Cr and ~ ₹ 82,300 Cr (net) since Sep'2018

• Transition into Professionally run Board Governed Company: Erstwhile promoter exited the board and sold their entire stake

• Strong Growth Opportunity: Largest HFC exited the non-bank space

Fortress Balance Sheet through disciplined de-leveraging with gearing reduced from 8.2x in FY18 to 1.9x in FY25; Targeting future growth by focusing on (1) High Capital Adequacy; (2) Moderate Gearing; (3) Stable Asset Quality; and (4) High Liquidity

Investor Presentation (1) Borrowings excludes Lease liabilities

Distinguished Board of Directors





Mr. Subhash Sheoratan Mundra

(Chairman & Independent Director)

- Former Deputy Governor of RBI
- o Expertise in banking, supervision & administration
- $\circ~$ Other directorships: Airtel Payments Bank, Havells



Mr. Achuthan Siddharth

(Independent Director)

- $\circ~$ Former Partner at Deloitte, Haskins & Sells
- Other Directorships: Reliance Industrial Infra, Jio Payments Bank, Alok Industries



Mr. Gagan Banga

(Vice-Chairman, MD & CEO)

- $\circ~$ Over 22 years of industry experience
- \circ Key driver of SCL success story



Mr. Dinabandhu Mohapatra (Independent Director)

- $\circ~$ Former MD & CEO of Bank of India
- $\,\circ\,\,$ Experienced in treasury operations, HR, PSL, international banking, marketing & recovery



Mrs. Shefali Shah

- (Independent Director)
- Retired Indian Revenue Services Officer
- Chairperson, Quality Review Board, Government of India, which sets quality standards for members of ICAI



Mr. Rajiv Gupta

(Nominee Director of LIC of India)

- $\circ~$ Ex-Director & Chairman of LICHFL AMC Ltd
- $\circ~$ Expertise in CRM, IT, and risk management



Mr. Sachin Chaudhary

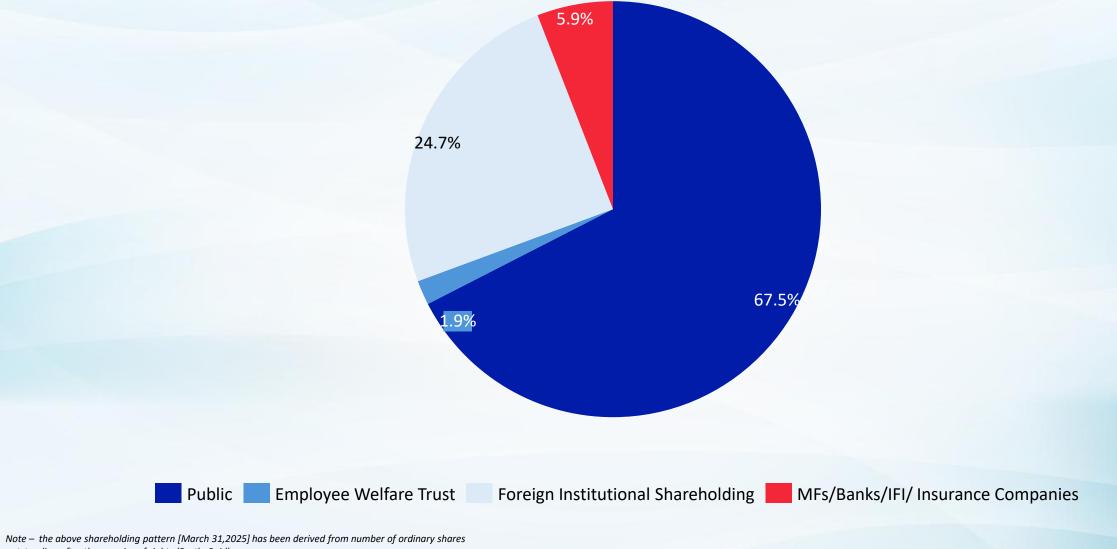
(Executive Director & COO)

- $\circ~$ Over 20 years of industry experience
- \circ $\;$ Experience spanning all operational functions

SCL: Sammaan Capital Limited

Shareholding Pattern





outstanding after the exercise of rights (Partly-Paid) MF: Mutual Funds; IFI: Indian Financial Institutions



Consolidated Income Statement



Particulars (₹ in crs)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
Revenue from operations					
(i) Interest Income	1,494.62	1,890.25	1,572.55	7,179.68	6,783.63
(ii) Fees and commission Income	38.89	26.99	57.75	126.27	141.89
(iii) Net gain on fair value changes	382.00	-	549.11	535.60	1,451.77
(iv) Net gain on derecognition of financial instruments under amortized cost category	191.92	99.28	25.20	781.78	97.58
Total Revenue from operations	2,107.43	2,016.52	2,204.61	8,623.33	8,474.87
Other Income	25.02	2.62	50.52	59.92	149.90
Total Income	2,132.45	2,019.14	2,255.13	8,683.25	8,624.77
Expenses					
Finance Costs	1,050.20	1,193.58	1,291.48	4,791.36	5,306.77
Net loss on fair value changes	-	129.77	-	-	-
Impairment on financial instruments (net of recoveries / written back)	288.86	6.77	289.84	5,068.50	768.44
Employee Benefits Expenses	201.33	180.48	149.71	738.45	619.07
Depreciation and amortization	24.70	19.67	20.54	83.02	84.62
Other expenses	112.37	71.61	71.67	377.49	197.18
Total expenses	1,677.46	1,601.88	1,823.24	11,058.82	6,976.08
Profit before tax	454.99	417.26	431.89	-2,375.57	1,648.69
Tax expense				-	
Current tax Expense/ (Credit)	-0.66	1.42	36.05	-9.00	122.71
Deferred Tax Charge	131.61	113.39	75.64	-559.11	309.01
Total Tax Expense	130.95	114.81	111.69	-568.11	431.72
Profit for the period	324.04	302.45	320.20	-1,807.46	1,216.97

Consolidated Balance Sheet



Particulars (₹ in crs)	FY25	FY24
ASSETS		
(1) Financial Assets		
(a) Cash and cash equivalents	3,349.63	2,813.53
(b) Bank Balance other than (a) above	1,383.90	1,610.62
(c) Derivative financial instruments	63.28	49.20
(d) Receivables		
(I) Trade Receivables	13.86	15.47
(e) Loans	44,912.13	53,012.63
(f) Investments	14,219.99	7,192.19
(g) Other Financial assets	2,798.55	5,037.70
Sub-Total financial Assets	66,740.34	69,731.34
(2) Non-financial Assets		
(a) Current tax assets (Net)	659.30	991.84
(b) Deferred tax Assets (Net)	762.10	235.16
(c) Investment Property		32.82
(d) Property, Plant and Equipment	91.42	100.62
(e) Right-of-use assets	265.44	164.36
(f) Other Intangible assets	33.90	27.65
(g) Other non-financial assets	588.34	549.31
(h) Assets Held for Sale	1,037.49	1,233.30
Sub-Total - Non-financial Assets	3,437.99	3,335.06
Total Assets	70,178.33	73,066.40

Consolidated Balance Sheet



Particulars (₹ in crs)	FY25	FY24
LIABILITIES AND EQUITY		
LIABILITIES		
(1) Financial Liabilities		
(a) Derivative financial instruments	57.61	31.85
(b) Payables		
(I) Trade Payables		
(i) total outstanding dues of micro enterprises and small enterprises	_	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	1.91	3.02
(c) Debt Securities	16,585.16	14,488.42
(d) Borrowings (Other than Debt Securities)	22,057.05	29,817.17
(e) Subordinated Liabilities	4,083.43	4,187.83
(f) Other financial liabilities	5,099.70	4,228.71
Sub-total - Financial Liabilities	47,884.86	52,757.00
(2) Non-Financial Liabilities		
(a) Current tax liabilities (Net)	2.17	3.19
(b) Provisions	95.45	88.04
(c) Deferred tax Liabilities (Net)		6.73
(d) Other non-financial liabilities	373.40	419.54
Sub-total - Non-Financial Liabilities	471.02	517.50
(3) EQUITY		
(a) Equity Share capital	162.70	113.03
(b) Other Equity	21,659.75	19,678.87
Sub-total – Equity	21,822.45	19,791.90
Total Liabilities and Equity	70,178.33	73,066.40

COMPANY:



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Mr. Aryan Sumra aryan.sumra@in.mpms.mufg.com Thank You

