

# Grihum Housing Finance Limited

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The logo for Altius Investech features a green curved line above the text and an orange curved line below it. The text "Altius Investech" is in a bold, sans-serif font, and "Pre IPO | Private Equity" is in a smaller, regular font below it.

**Altius Investech**  
Pre IPO | Private Equity

# Capitalizing on the 'Bharat' Demographic and SMI-SC Market

## The Corporate Mandate

Operating under "Homes of Hope, Heart of Bharat," dedicated to facilitating homeownership for Self-Made Individuals (SMIs) in India's rapidly urbanizing regions.

## The SMI-SC Focus

Targeting the 'Self-Made Individuals - Self Construction' segment. Providing tailored solutions to small business owners, skilled workers, and service providers building homes from the ground up.

## Macro-Economic Driver

Massive urbanization in semi-urban and peri-urban areas fueling heightened demand for bespoke housing solutions, providing a vast runway for sustained asset generation.

A Scalable Economic Moat

# FY 2024-25 Key Performance Indicators and Institutional Scale

Assets Under Management

**₹ 9,374 Cr**

Net Worth

**₹ 2,601 Cr**

Profitability

**₹ 211 Cr PAT**  
(53% YoY growth)

Asset Quality

**1.63% GNPA**

Customer Base

**85,000+ active**

Network Scale

**208 branches**

Treasury Efficiency

**8.3% Cost of Borrowings**

Portfolio Composition

**100% Secured**  
Geographically diversified and highly granular

Credit Rating: CRISIL AA/Stable

# Execution Vectors: The 'Go HL, Go Direct, Go Deep' Framework

## Go HL (Home Loans)

Ensuring home loans constitute over 75% of the portfolio. Currently disciplined at 78% HL vs 22% Non-HL, deliberately reducing high-ticket LAP to focus on granular housing finance.

## Go Direct

Eliminating intermediary risk through a 100% in-house direct sourcing and collection model. Ensures stringent control over asset quality, borrower profiling, and early-stage delinquency.



Asset  
Generation &  
Profitability

## Go Deep

Penetrating peri-urban and semi-urban geographic markets rather than over-saturated metros to capture higher yields in underserved markets.

# Diagnostic Comparison: The SMI-SC Moat vs. Traditional Mortgages

Parameter	The Grihum SMI-SC Model	Traditional Urban Mortgage Model
Target Income Bracket	<b>₹ 30,000 to ₹ 60,000</b> monthly (Vast, unbanked demographic)	₹ 1,00,000+ monthly (Highly competitive)
Average Ticket Size (ATS)	<b>₹ 10 Lakhs</b> (Massive diversification, zero concentration risk)	₹ 40 Lakhs+ (Higher single-borrower risk)
Primary Loan Purpose	<b>Home Construction &amp; Custom Extension</b>	Ready-built Apartment Purchase
Sourcing Methodology	<b>100% Direct In-House Sourcing</b> (Superior underwriting fidelity)	Heavy reliance on external DSAs/Intermediaries
Portfolio Security	<b>100% Secured, First-Time Homebuyers</b>	Secured, often speculative or secondary homes

# National Distribution Architecture and Geographic Diversification

## Pan-India Presence

Operational footprint spanning **18 States** and Union Territories, ensuring deep geographic diversification that mitigates localized economic shocks.

## Branch Infrastructure

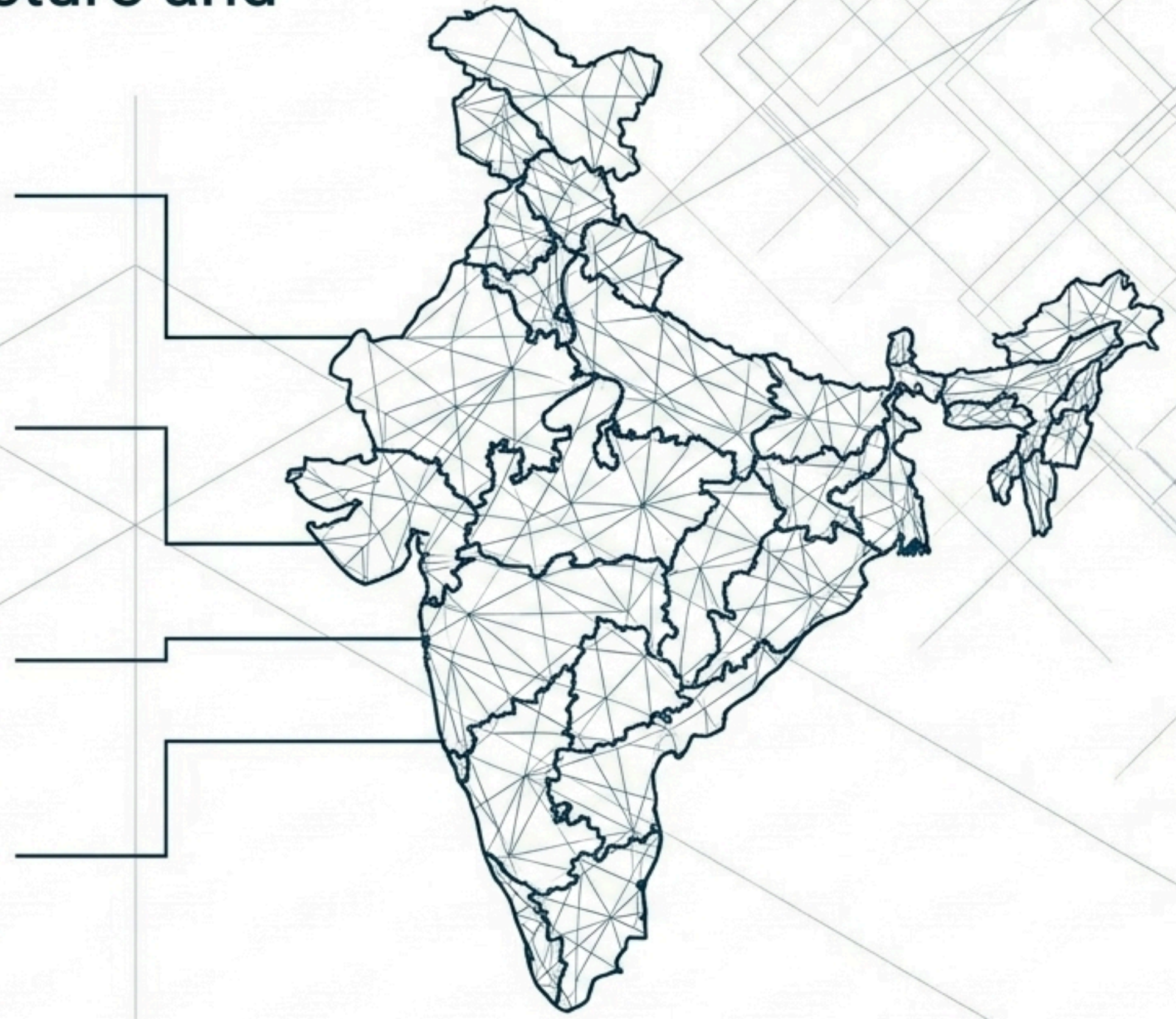
Rapidly expanding network of **208** physical branches strategically positioned in high-growth semi-urban corridors.

## Human Capital

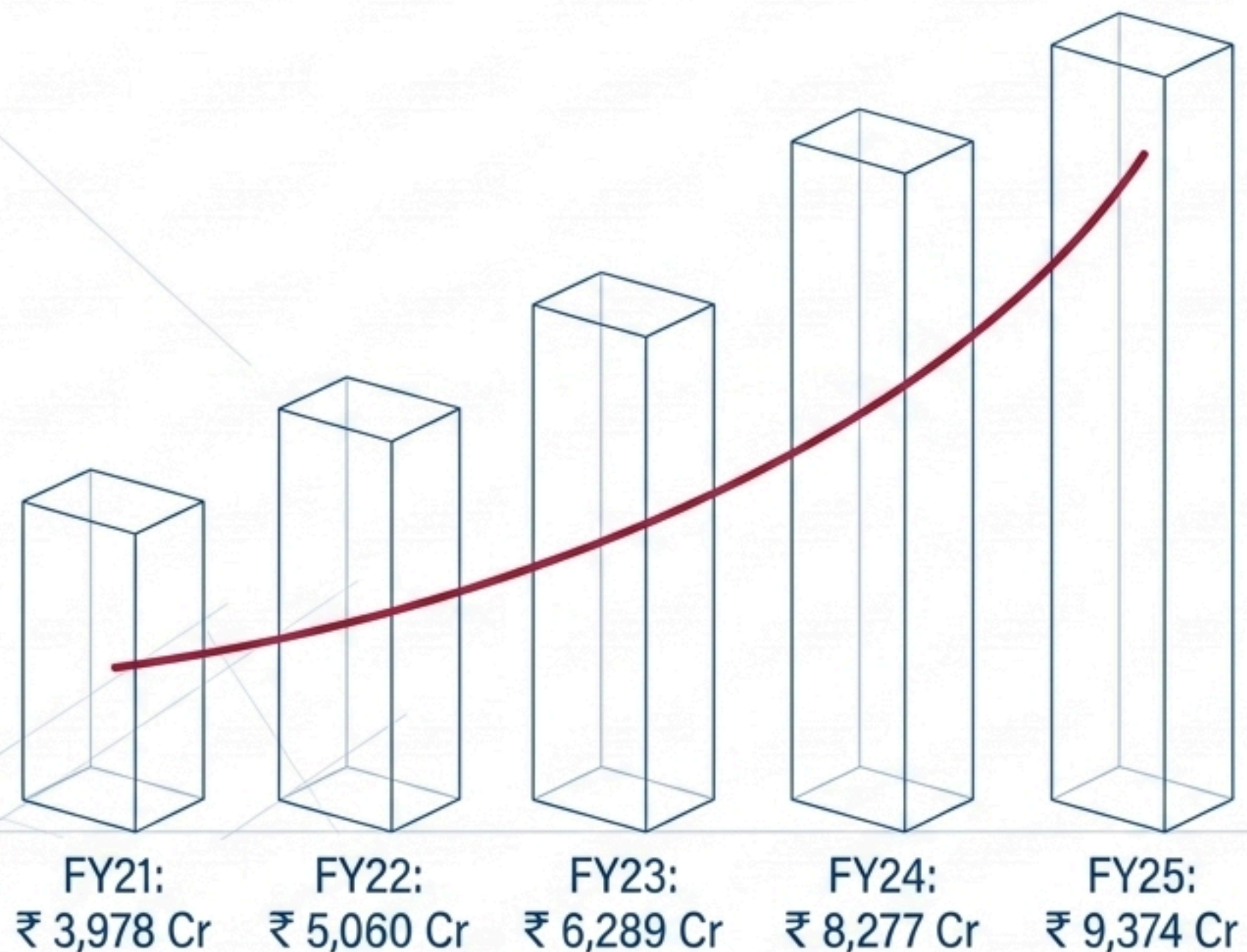
Dedicated workforce of over **4,000+** internal professionals.

## Execution Capacity

Expansive, direct-controlled architecture allowing for immediate deployment of new product vectors and aggressive, localized market capture.



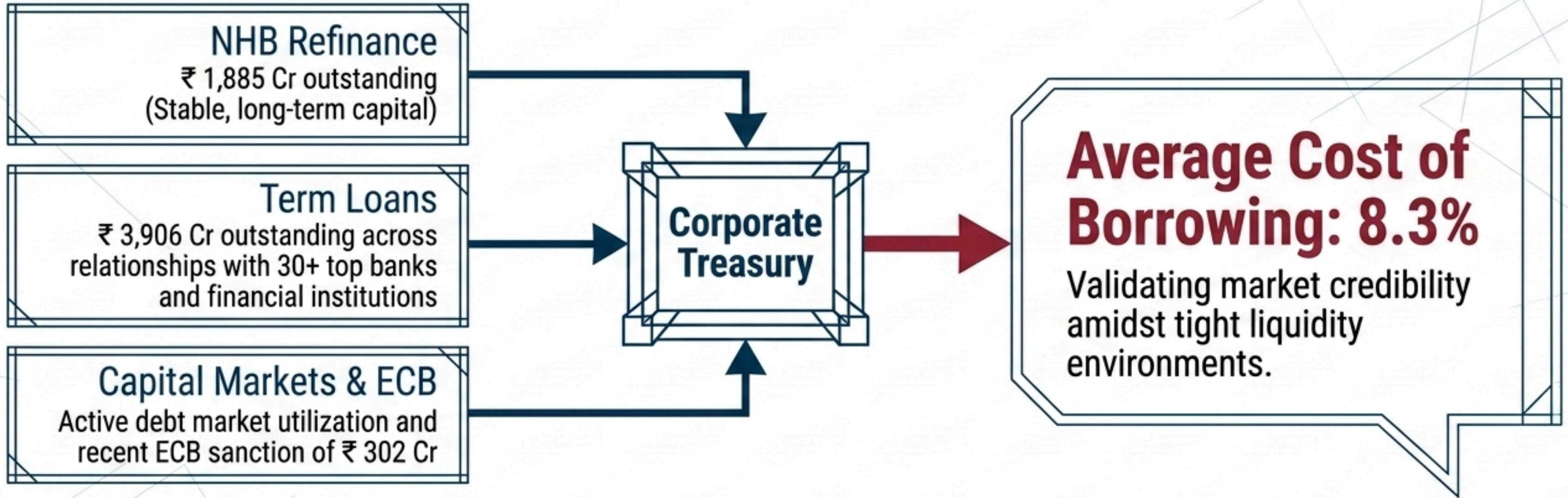
# Sustained Asset Expansion and Operating Leverage Trajectory



## Financial Outputs Driven by Scale

- Revenue Generation:** FY25 Total Income reached **₹ 1,274.96 Cr**, up from **₹ 1,045.20 Cr** in the previous fiscal.
- Profitability Acceleration:** FY25 recorded the highest ever Profit Before Tax (PBT) of **₹ 280.92 Cr**, a massive **53%** YoY growth.
- Operating Efficiency:** Opex-to-Total Assets ratio declined by **75 bps** YoY, validating scalable efficiency and resulting in a robust **8.7%** Net Interest Margin (NIM).

# The Liability Franchise: Diversified Capital and Treasury Efficiency



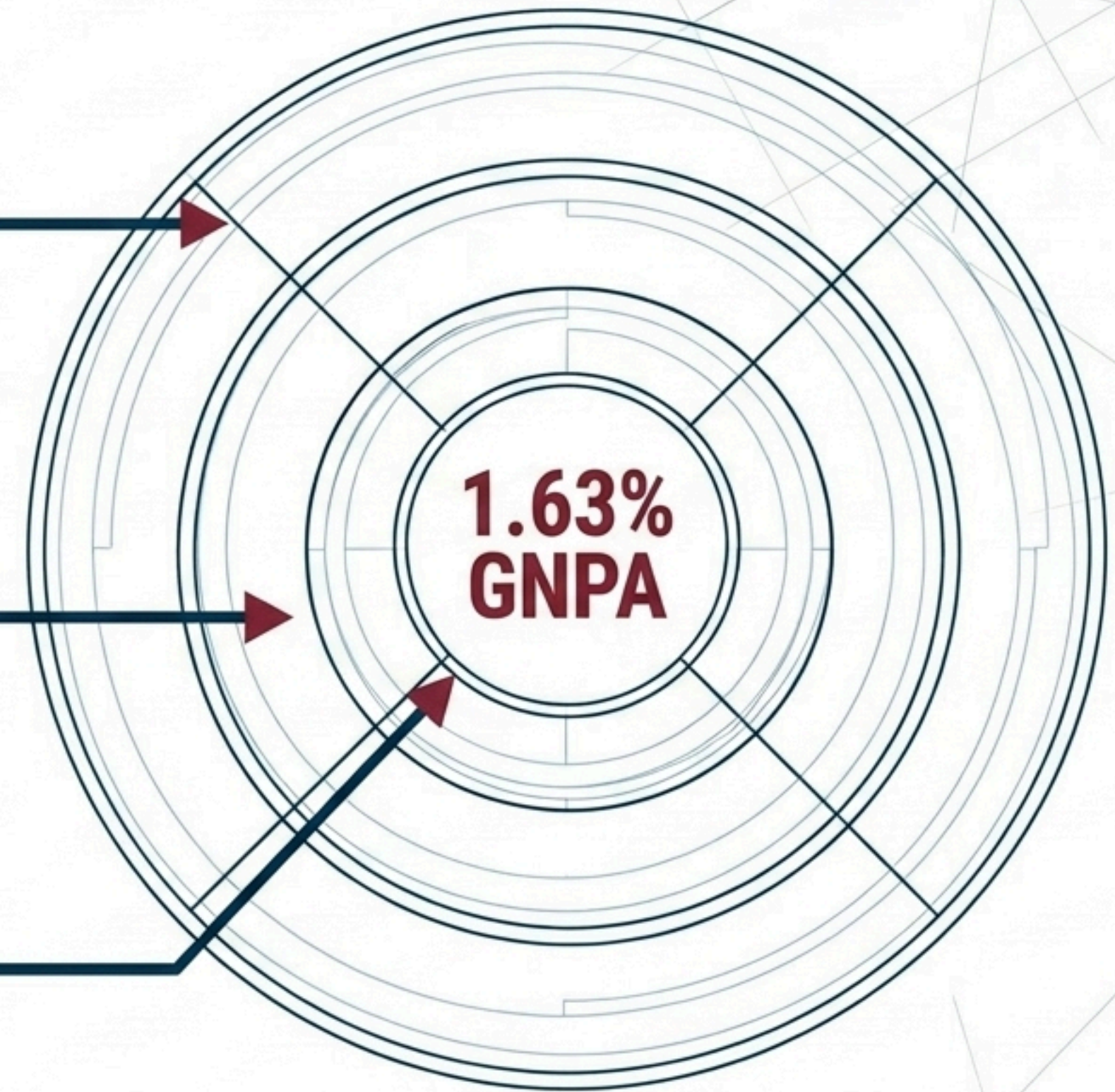
Reporting a formidable Capital Adequacy Ratio (CAR) of **48.83%** as of March 2025, **heavily exceeding** regulatory minimums and providing a massive buffer for future asset expansion.

# The Risk Architecture: Multi-Tiered Portfolio Defense Mechanisms

**Proactive Delinquency Control:** Proprietary, 100% in-house collection apparatus comprising 600+ professionals. Utilizes data-driven, early-stage intervention protocols, rejecting outsourced collection agencies to maintain strict credit discipline.

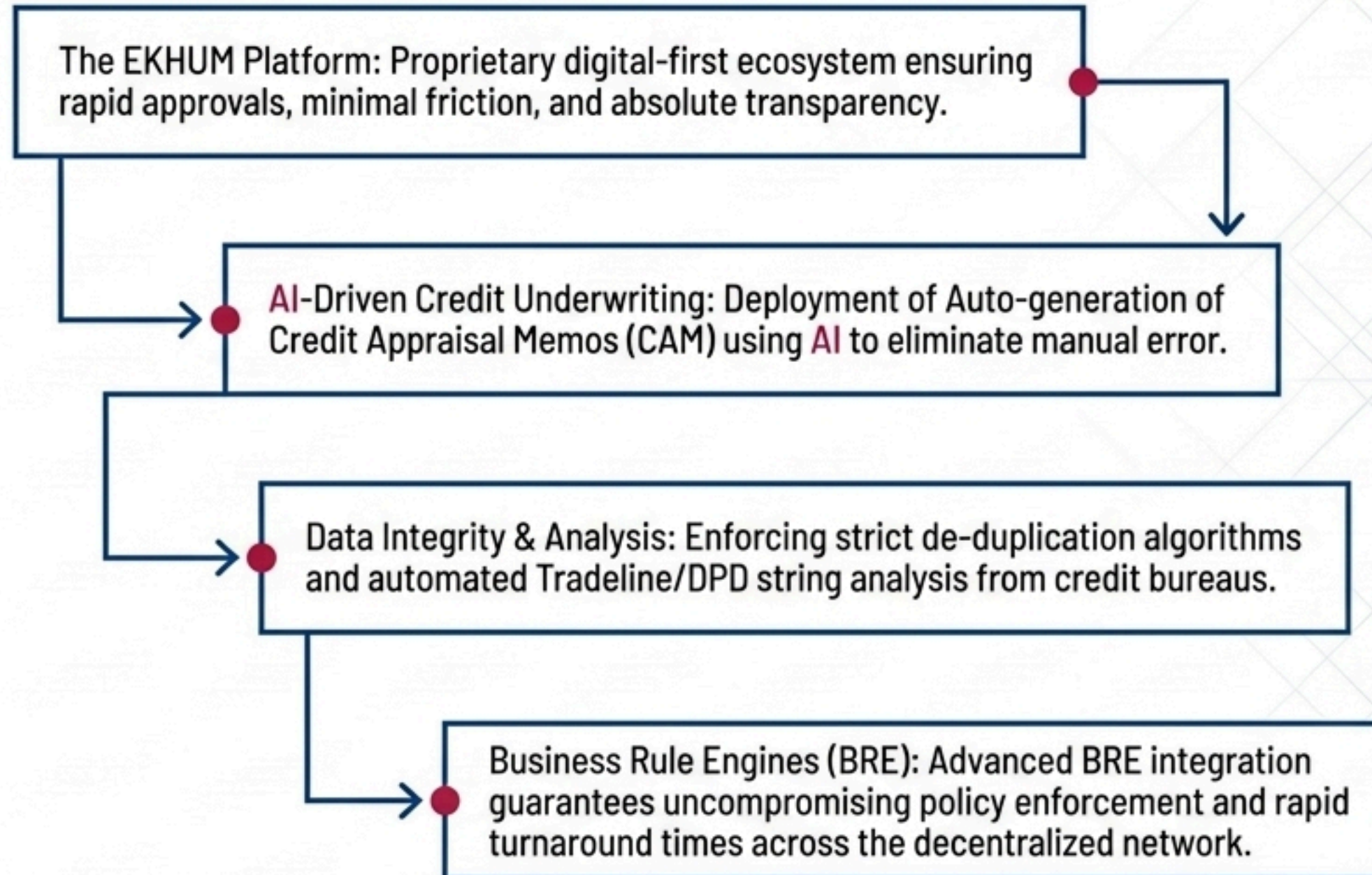
**Institutional Guarantees:** Strategic empanelment with National Credit Guarantee Trustee Company Ltd. (NCGTC) under the CRGFTLIH scheme. Provides crucial sovereign-backed protection against unforeseen risks.

**Asset Quality & Structure:** Inherent safety driven by 100% secured assets and extreme portfolio granularity (₹ 10 Lakh average ticket size).



# Digital Infrastructure: The 'EKHUM' Technology Ecosystem

## Borrower Lifecycle Flowchart



# Executive Leadership: Stewards of Capital and Strategy

## **Manish Jaiswal (MD & CEO)**

30+ years in BFSI. Former Senior Director at CRISIL, specializing in Basel III integrated risk management and internal credit risk rating models.

## **Pankaj Rathi (CFO)**

15+ years in BFSI. Expertise in M&A, treasury, and capital markets. Formerly with Xander Finance, Poonawalla Group, PwC, and EY.

## **Amit Kumar Khan (Chief Business Officer)**

Decades of credit management. Former National Credit Head at Edelweiss Housing Finance, with tenures at JM Financial, L&T, and ICICI.

## **Pankaj Maduskar (Chief Credit Officer)**

Leading rigorous underwriting and portfolio quality controls across the national network.

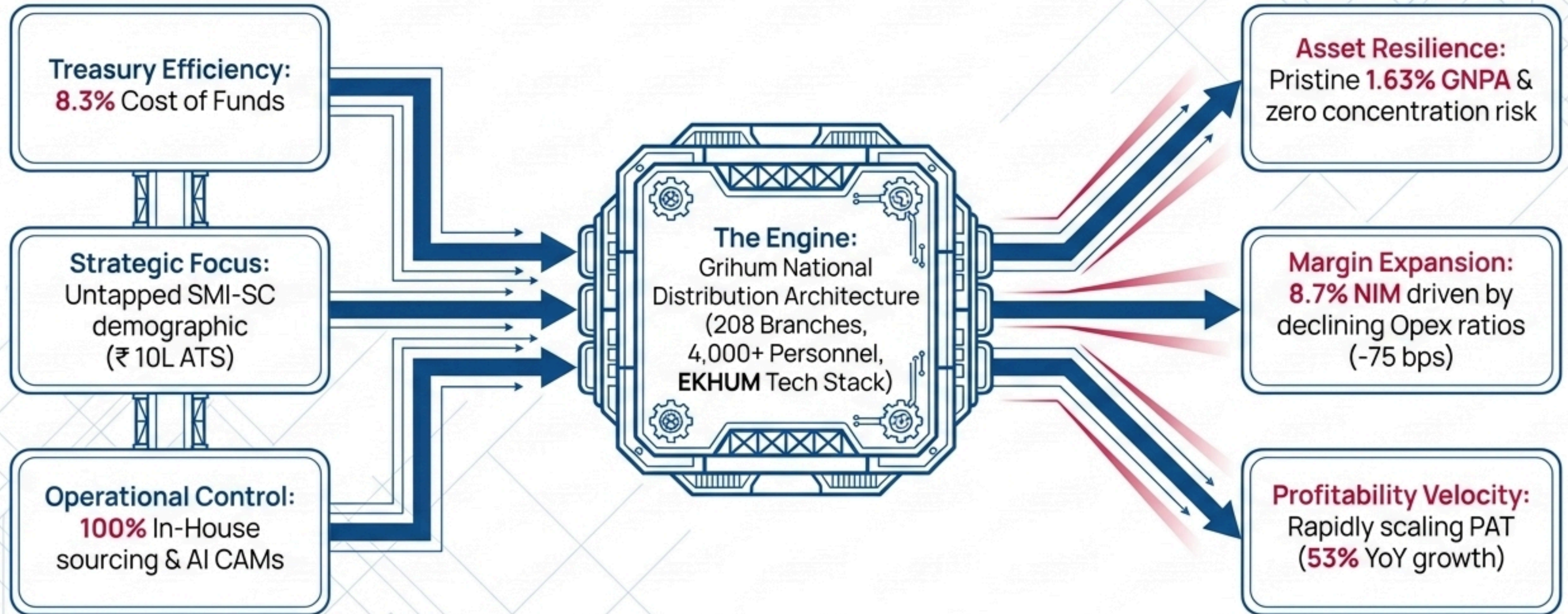
## **Varun Guliani (Chief Technology Officer)**

20+ years driving IT strategy, digital transformation, and enterprise tech architecture.

## **Mohit Sharma (Chief Compliance Officer)**

Senior leadership background across AU Small Finance Bank, Bajaj Finance, and Kotak Mahindra.

# Synthesis: The Grihum Value Creation Engine





# Thank You!

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