



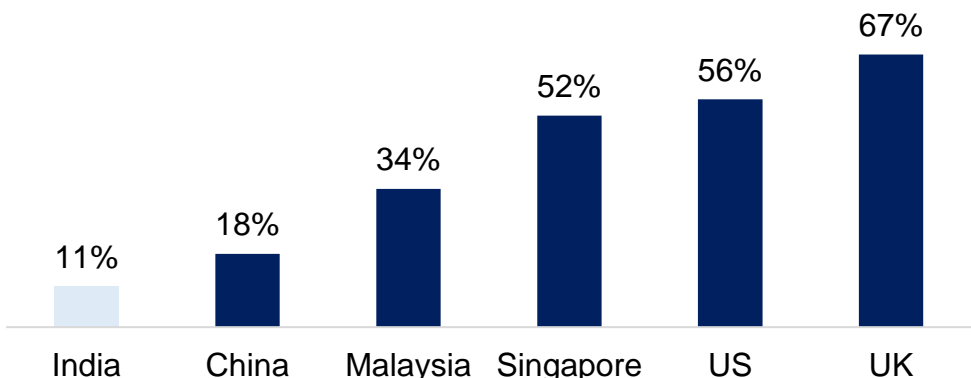
ENABLING ECOSYSTEM TO IMPROVE GREEN AFFORDABLE HOUSING FOR WOMEN IN INDIA

Presented by:
IIFL Home Finance Ltd. | September
21, 2022

FAVOURABLE DEMOGRAPHICS DRIVING INDUSTRY GROWTH

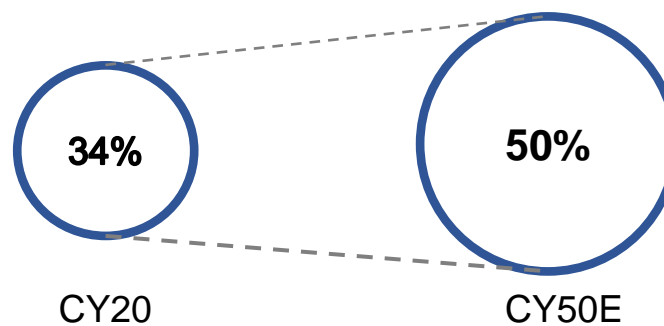


Significantly low mortgage penetration

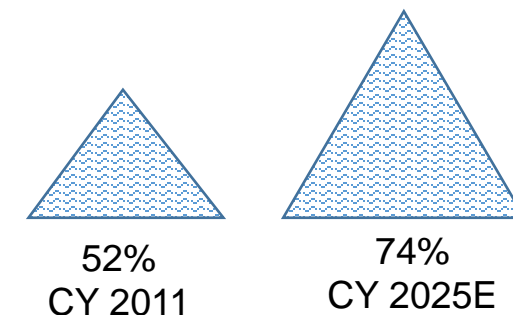


Note: India data for CY22, Rest of the markets for CY15

Growing migration to urban centres



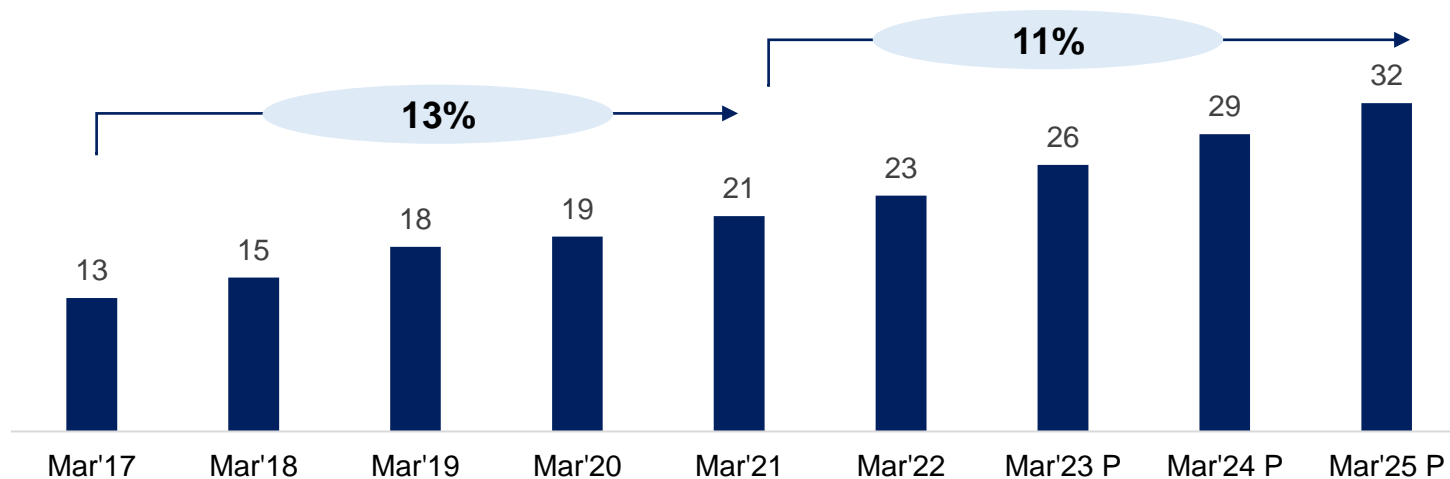
Rise of nuclear households



High potential for mortgage and continues migration & nuclearisation is driving demand for housing finance

Housing finance industry has been growing at 13% over last 5 years (Rs tn)

Multiple structural tailwinds to drive future growth



STATUS OF EWS/LIG HOUSING IN INDIA



Demand for Housing in India

Particulars	Shortage (mn)	Demand for housing loan (₹ tn)
EWS	45	5
LIG	50	30
MIG & HIG	5	22
Total	100	58

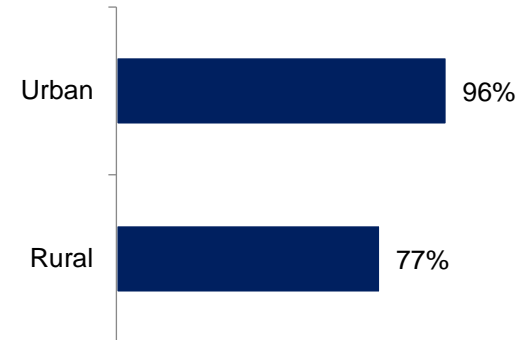
95% of the volume and 60% of the value will come from EWS / LIG segment

Growth of Home loans in India

City categories	Growth in Home Loan O/s		Home Loan Disbursement (%)	
	FY19	FY22	FY19	FY22
Tier 1	11-12%	9-10%	24%	31%
Tier 2	22-23%	8-9%	44%	33%
Tier 3	12-13%	11-12%	17%	19%
Tier 4	14-15%	12-13%	15%	17%
Overall	15-16%	9-10%	100%	100%

Higher growth in home loan outstanding is being witnessed in tier 3-4 cities and disbursal continues to increase steadily

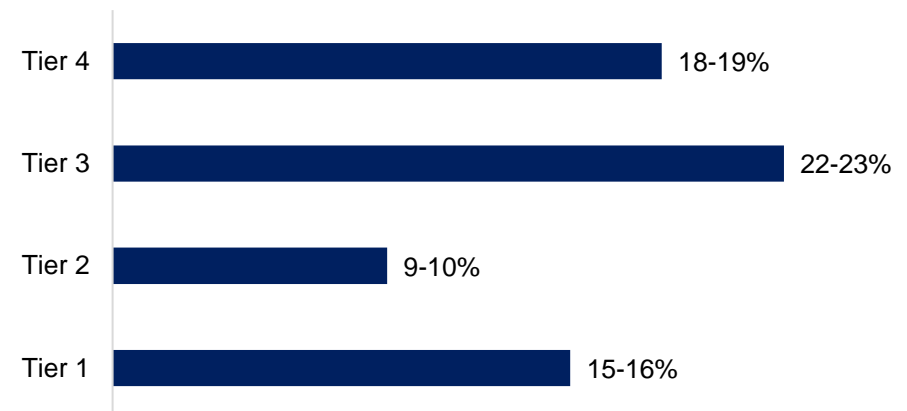
Share of formal (Pucca) Housing (FY20) & problems with informal (Kacha) housing



Problems with informal housing

- Lack of Clean water
- No basic sanitation facilities
- Not socially adaptable
- Cramped living
- No protection from climatic changes

Share of Female borrowers (FY22)



HOUSING FINANCE INDUSTRY; GAPS & CHALLENGES



Financial Inclusion

- Lack of access to formal credit for EWS / LIG customers
- Lack of proof of income

Reach

- Low penetration of housing finance companies in small town and cities
- High operating cost

Land record Issues

- Absence of clear title
- Lack of uniformity across states



DEMAND

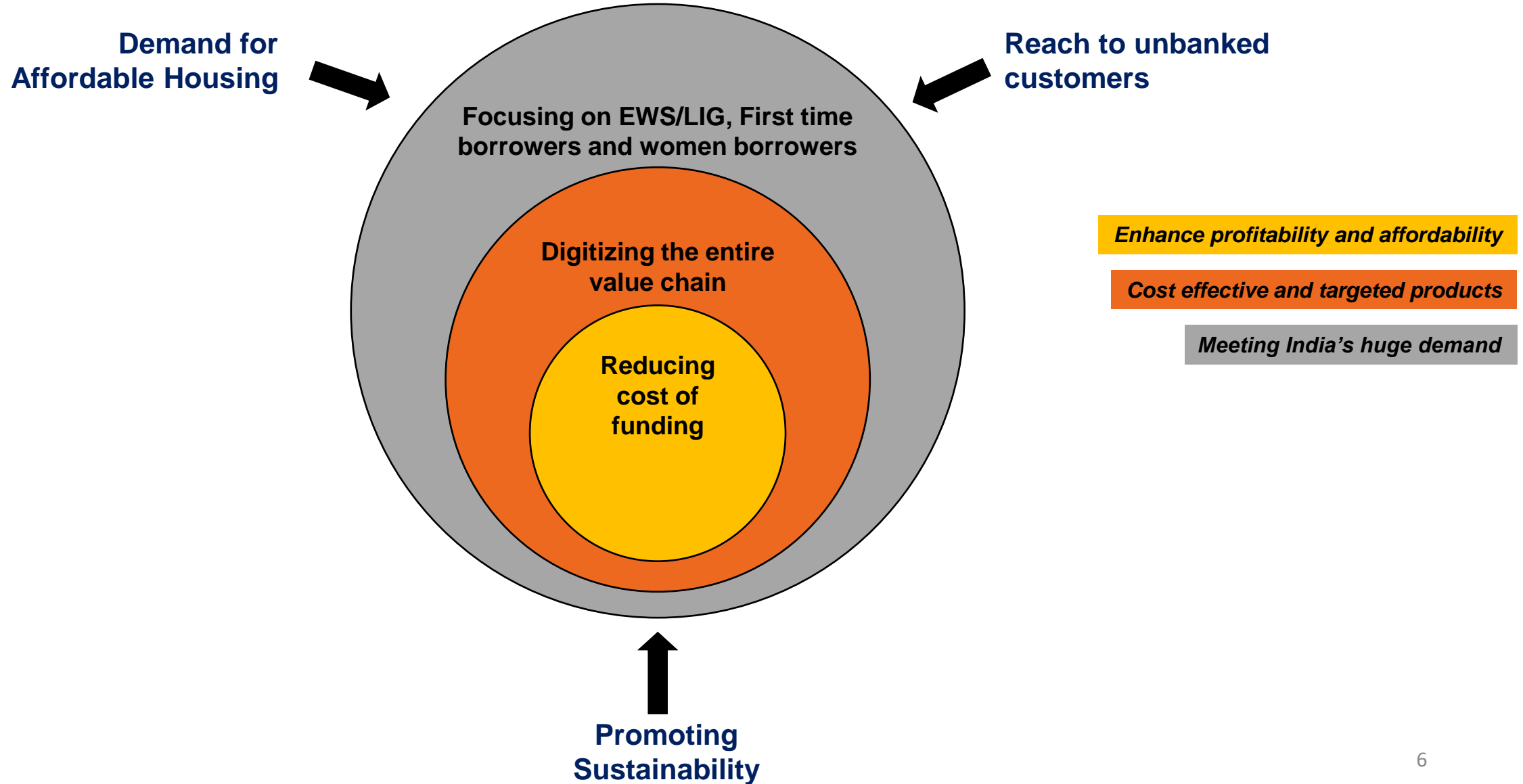
- Improved Financial Inclusion & use of UIDAI platform KYC, identification and verification purposes
- Encouraging loans to priority sector
- Promoting housing demand through subsidy programs :
 - Credit Linked Subsidy Scheme
 - Beneficiary Led Construction



SUPPLY

- Tax benefits for builders
- Promote affordable housing through government subsidies and public private projects
- Launched Light house projects as Live laboratories to create technical awareness for the on-site learning
- Promoting green building through incentives
- Regulatory rules like RERA ensure timely project completion and increased customer confidence

STEPS TAKEN BY US TO MEET THE CHALLENGES





'Kutumb' is a platform where we bring together industry experts and housing developers to create a sustainable infrastructure and a know-how model of Green Buildings in Affordable Housing Segment.

GREEN VALUE PARTNER

CONCEPTION TO CERTIFICATION

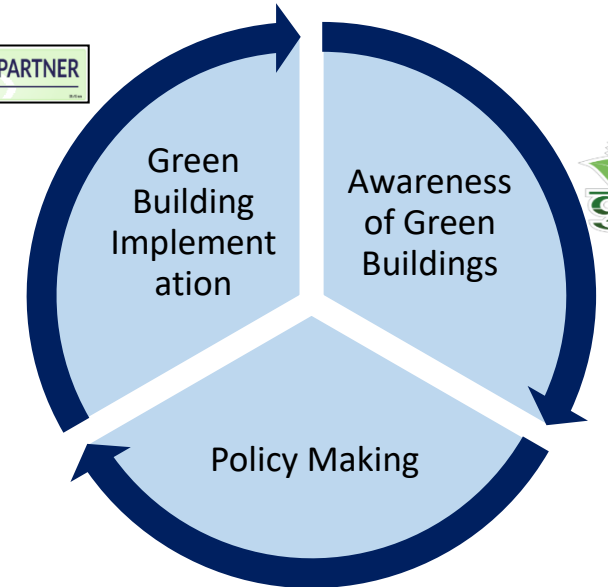
Green Value Partner (GVP): A process from conception to certification
In order to bridge the gap and uncertainty among developers, specifically regarding the cost implications of green building certification process, we have curated an in-house technical expertise which supports in providing assistance on green building methodologies and certification processes to developers.

PURPOSE

PURPOSE - A strategic initiative to contribute and develop an ecosystem for green affordable housing in India. The platform intends to bring industry experts from various domains of construction, finance, building design and sustainability for an open-dialogue and to serve as an advisory council to influence policies at all levels of implementation about green affordable housing.

Filling the Gaps

GREEN VALUE PARTNER
 CONCEPTION TO CERTIFICATION



PURPOSE

CLIMATE RESILIENT GREEN AFFORDABLE HOUSING FOR EWS & LIG, ALIGNED WITH ACCESS TO HOUSING FINANCE FOR WOMEN LOWER BORROWERS



The Asian Development Bank (ADB) and IIFL Home Finance Ltd. (IIFL HFL), a private sector housing finance company with a strategic focus on affordable housing, have collaborated through a Technical Assistance (TA) programme to support the green building ecosystem in the affordable housing sector in India.

PROMOTION & PROPAGATION

Organize knowledge programmes to increase awareness

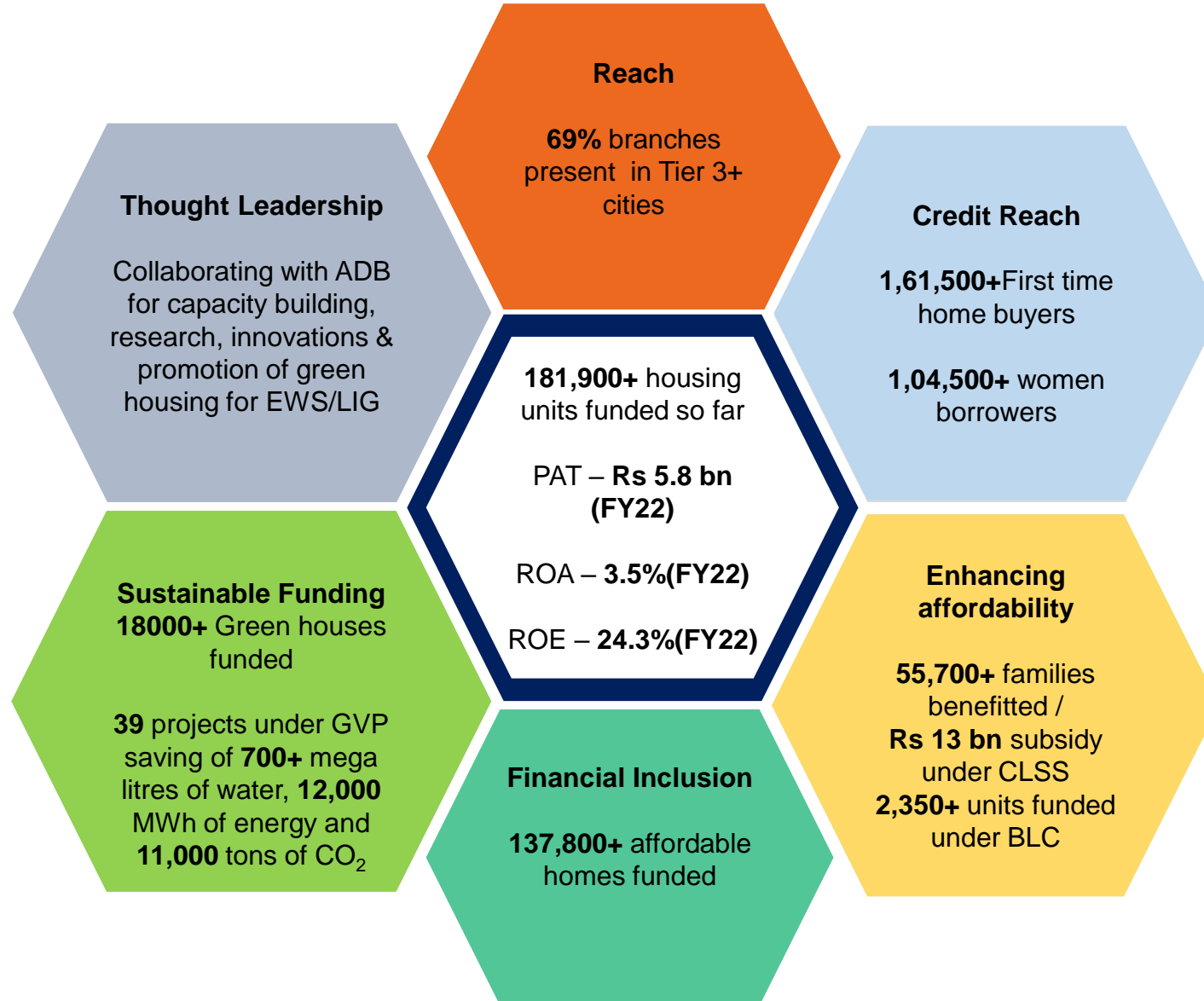
CAPACITY BUILDING

Developing relevant modules and organize training sessions

RESEARCH & INNOVATION

Assess current awareness of prospective stakeholders; formulate a unified ratings system with tailored adaptations to climate zones across India





THANK YOU