



Performance review

Quarter ended September 30, 2022 (Q2FY23 and H1FY23)

Bloomberg: IIFL IN

IIFL Finance Limited

October 26, 2022

Financial Performance Q2FY23 and H1FY23	3-14
- Highlights	3
- Results	4-8
- Financial trends	9-11
- Asset Quality	12
- Liquidity	13-14

Business Segment Overview	16-24
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Corporate, Strategy and Others	26-35
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Financial Performance of Individual Group Entities	37-50
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Quarterly Results (Consolidated)

Q2FY23 PAT ₹397 Crore (up 36% yoy); RoE at 20.4%



Profit Growth & ROE

Pre-Provision Operating Profit at ₹685 Cr; up 23% yoy

Profit after Tax¹ at ₹397 Cr; up 36% yoy

Total Comprehensive Income¹ at ₹422 Cr; up 46% yoy

Loan asset growth

Loan AUM at ₹55,302 Cr; up 25% yoy

Loan Disbursements (Core products) at ₹11,991 Cr; up 44% yoy

Non core Loan AUM ₹3,081 Cr; down 9% yoy

Asset quality

GNPA at 2.4%; down 16 bps qoq

NNPA at 1.2%; down 27 bps qoq

Provision Coverage at 147% up qoq from 137%

Liquidity & gearing

Gearing (Net Debt to Equity) at 3.1x, down from 5.0x yoy

CRAR at 21.7%; down 22.8% in Q1FY23

Free cash & undrawn lines at ₹8,191 Cr.

Return ratios

RoE at 20.4%; down 12 bps yoy

RoA at 3.4%; up 58 bps yoy

Per Share

EPS at ₹10.0; up 30% yoy

Book Value per share at ₹215.2; up 41% yoy

Note:

1. Before non-controlling interest
2. Abbreviations used - GNPA: Gross NPA, NNPA: Net NPA, CRAR: Capital adequacy ratio, ROE: Return on Equity, ROA: Return on Asset, EPS: Earnings per share
3. Net debt to equity is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
4. Core loan products are Gold, Home, Business & Microfinance loans. Non core loan products are CRE (Construction & Real Estate) and Capital Market

Quarterly Results (Consolidated)

Q2FY23 net profit up 36% yoy, income up 31% yoy



₹ Cr	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q
Interest income ¹	1,520.3	1,342.3	13%	1,426.5	7%
Interest expense	(775.8)	(744.1)	4%	(776.0)	(0%)
Net interest income	744.5	598.2	24%	650.5	14%
Non-fund based income	491.6	345.2	42%	534.8	(8%)
Total income	1,236.1	943.3	31%	1,185.4	4%
Operating expense	(550.8)	(387.6)	42%	(515.0)	7%
Pre provision operating profit	685.3	555.8	23%	670.4	2%
Loan losses & provision	(196.0)	(210.2)	(7%)	(248.7)	(21%)
Core Profit before tax	489.3	345.6	42%	421.7	16%
Net Gain on Fair Value Changes	40.1	26.0	54%	12.3	227%
Profit before tax	529.4	371.5	42%	433.9	22%
Profit after tax (consolidated)	397.1	291.6	36%	329.7	20%
Non Controlling Interest (NCI)	(17.5)	(0.1)		(0.0)	
Profit after tax (post NCI)	379.6	291.5	30%	329.7	15%
Total Comprehensive Income (pre NCI)	421.8	289.4	46%	331.6	27%
Book value per share (₹)	215.2	152.5	41%	174.2	24%
Earnings per share (₹ not annualized)	10.0	7.7	30%	8.7	15%

1. From Q1FY23, Spread from colending assets has been classified under 'Non Fund based income'

Quarterly Income Analysis (Consolidated)

Non fund income covers ~90% of the operating cost



₹ Cr	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q
Loan book using risk capital	33,582	28,874	16%	32,386	4%
Securitized book	1,580	3,987	(60%)	1,957	(19%)
Loan Book (Ind AS Balance sheet)	35,162	32,861	7%	34,343	2%
Assigned assets	15,438	11,151	38%	14,577	6%
Co-lending book	4,703	237	1886%	3,842	22%
Assets under management	55,302	44,249	25%	52,761	5%
₹ Cr	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q
Interest income	1,520.3	1,342.3	13%	1,426.5	7%
Interest expense	(775.8)	(744.1)	4%	(776.0)	0%
NII at IndAS balance sheet loan book (A)	744.5	598.2	24%	650.5	14%
Income from assigned/ co-lending assets	418.3	265.6	58%	448.9	(7%)
Other Income (Fee and commission income)	73.3	79.6	(8%)	85.9	(15%)
Non-fund based income (B)	491.6	345.1	42%	534.8	(8%)
Total Income (A)+(B)	1,236.1	943.3	31%	1,185.4	4%
Fund Based: Non fund based ratio (%)					
Fund based income	60%	63%		55%	
Non-fund based income	40%	37%		45%	

Note: Co-lending includes Business Correspondence and Co-origination

Half yearly Results (Consolidated)

H1FY23 net profit up 30% yoy, income up 37% yoy



₹ Cr	H1FY23	H1FY22	Y-o-Y	FY22
Interest income ¹	2,946.9	2,587.3	14%	5,422.7
Interest expense	(1,551.8)	(1,445.0)	7%	(2,991.0)
Net interest income	1,395.0	1,142.3	22%	2,431.7
Non-fund based income	1,026.5	625.5	64%	1,506.5
Total income	2,421.5	1,767.8	37%	3,938.2
Operating expense	(1,065.8)	(702.7)	52%	(1,591.8)
Pre provision operating profit	1,355.7	1,065.1	27%	2,346.4
Loan losses & provision	(444.7)	(375.2)	19%	(887.5)
Core Profit before tax	911.0	689.8	32%	1,458.9
Net Gain on Fair Value Changes	52.4	32.2	63%	77.1
Profit before tax	963.3	722.1	33%	1,536.0
Profit after tax (pre NCI)	726.8	557.4	30%	1,188.2
Non Controlling Interest (NCI)	(17.5)	(0.2)		(0.4)
Profit after tax (post NCI)	709.2	557.2	27%	1,187.9
Total Comprehensive Income (post NCI)	736.7	539.0	37%	1,197.1
Book value per share (₹)	215.2	152.5		165.2
Earnings per share (₹ not annualized)	18.7	14.7		31.4

1. From Q1FY23, Spread from colending assets has been classified under 'Non Fund based income'

Half yearly Income Analysis (Consolidated)

Non fund income covers ~96% of the operating cost



₹ Cr	H1FY23	H1FY22	Y-o-Y	FY22
Loan book using risk capital	33,582	28,874	16%	31,669
Securitized book	1,580	3,987	(60%)	2,397
Loan Book (Ind AS Balance sheet)	35,162	32,861	7%	34,067
Assigned assets	15,438	11,151	38%	14,298
Co-lending book	4,703	237	1886%	2,845
Assets under management	55,302	44,249	25%	51,210
₹ Cr	H1FY23	H1FY22	Y-o-Y	FY22
Interest income	2,946.9	2,587.3	14%	5,422.7
Interest expense	(1,551.8)	(1,445.0)	7%	(2,991.0)
NII at IndAS balance sheet loan book (A)	1,395.0	1,142.3	22%	2,431.7
Income from assigned / co-lending assets	867.2	506.5	71%	1,194.3
Other Income (Fee and commission income)	159.2	119.0	34%	312.2
Non-fund based income (B)	1,026.5	625.5	64%	1,506.5
Total Income (A)+(B)	2,421.5	1,767.8	37%	3,938.2
Fund Based: Non fund based ratio (%)				
Fund based income	58%	65%		62%
Non-fund based income	42%	35%		38%

Note: Co-lending includes Business Correspondence and Co-origination

Consolidated Balance Sheet as at September 30, 2022

Total Equity at ₹9,480 Cr



ASSETS (₹ Cr)		Q2FY23
1	Financial Assets	
(a)	Cash and Bank Balances	7,889
(b)	Receivables	54
(c)	Loan Assets	34,969
(d)	Investments	2,591
(e)	Other financial assets	1,519
	Total Financial Assets (A)	47,022
2	Non-Financial Assets	
(a)	Current & Deferred tax assets (Net)	414
(b)	Property, Plant and Equipment etc.	839
(c)	Other non-financial assets	405
	Total Non-Finance Assets (B)	1,658
Total Assets (A)+(B)		48,680

LIABILITIES AND EQUITY (₹ Cr)		Q2FY23
1	Financial Liabilities	
(a)	Payables	249
(b)	Borrowings	
	- NCDs	9,774
	- Others	25,758
(c)	Other financial liabilities	3,096
	Total Financial Liabilities (A)	38,877
2	Non-Financial Liabilities (B)	323
3	Equity	
(a)	Equity share capital	76
(b)	Other Equity	8,283
(c)	Non controlling interest	1,121
	Equity (C)	9,480
Total Liabilities and Equity (A)+(B)+(C)		48,680

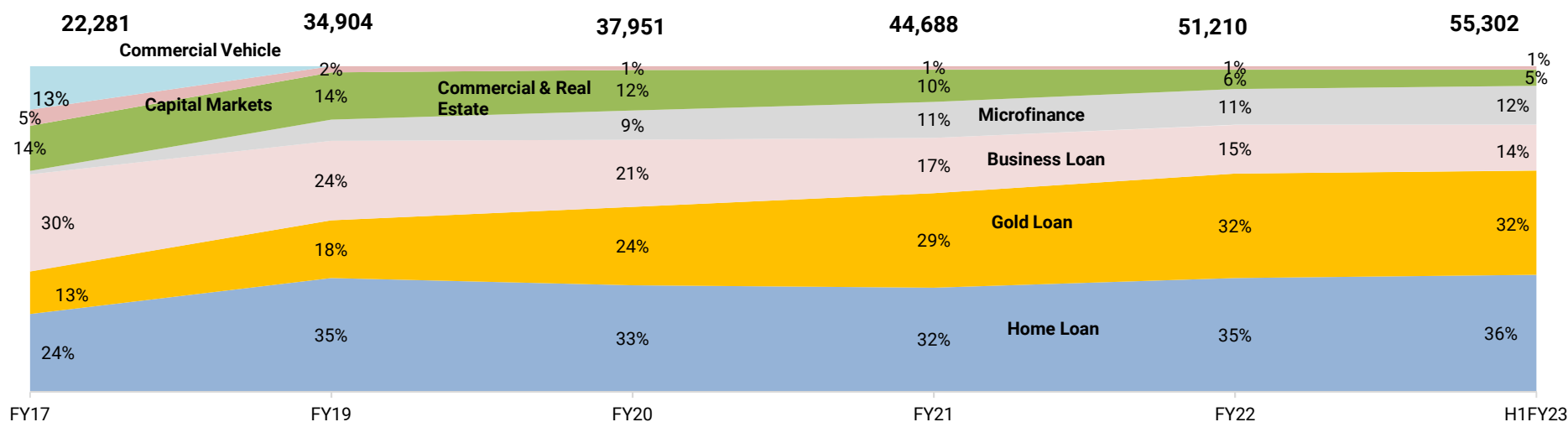
Home loan & gold loan account for two third of Loan AUM

95% of loan portfolio is small ticket retail



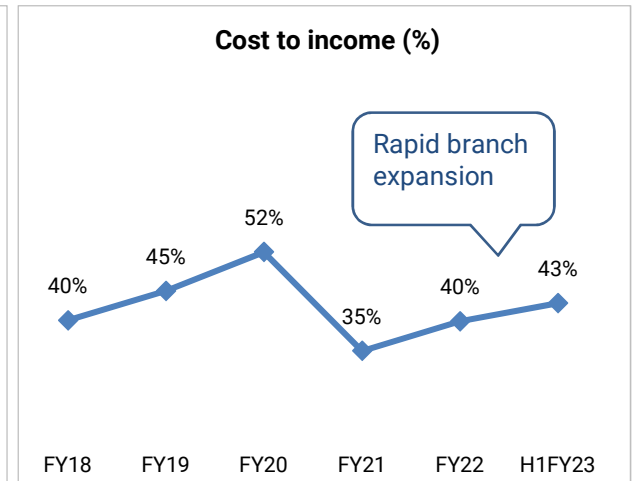
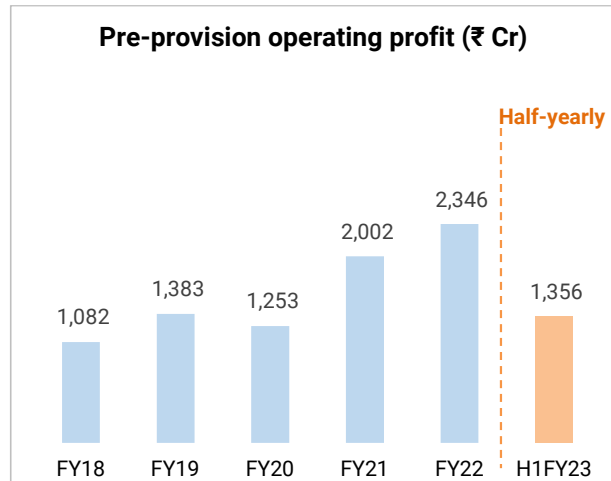
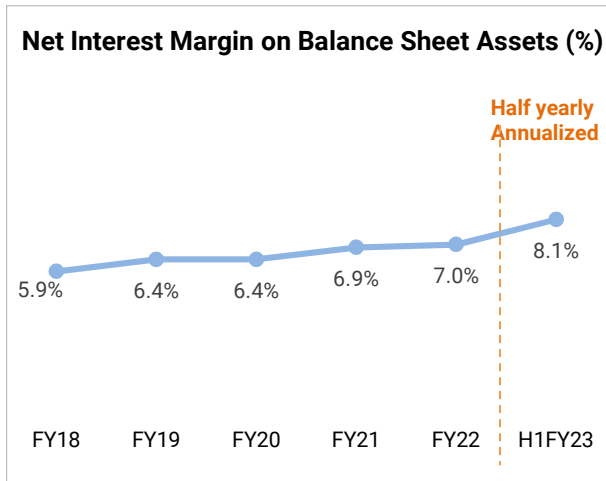
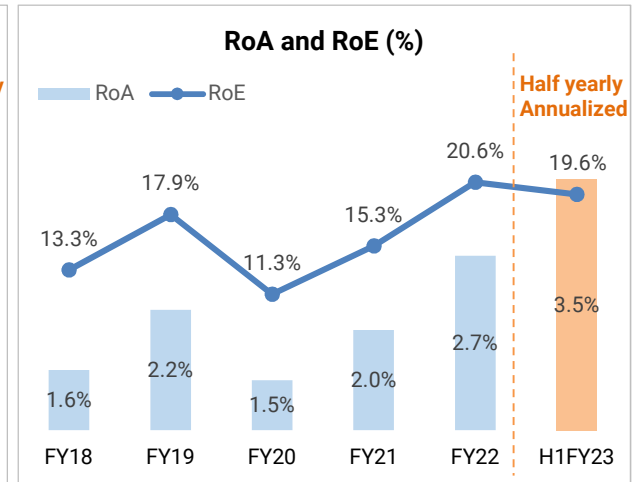
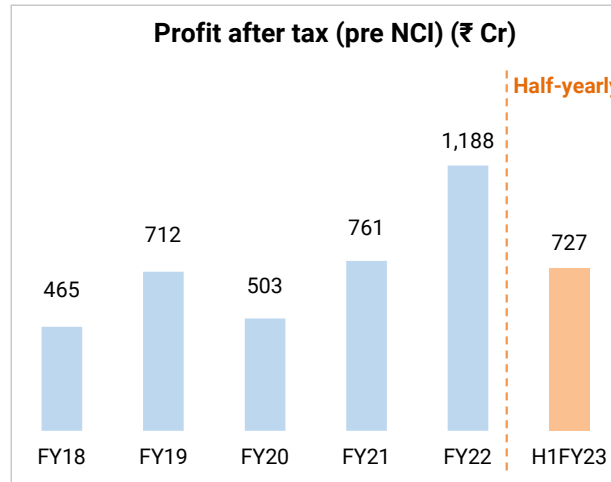
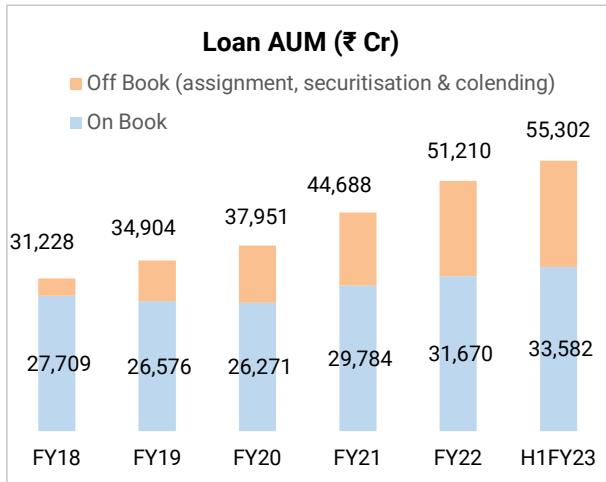
Q2FY23	% AUM Share	AUM (₹ Cr)	Y-o-Y Growth (%)	Q-o-Q Growth (%)	GNPA%	NNPA%	Portfolio Yield%	Portfolio average Ticket Size (₹ Lakhs)
Home Loans	36%	19,681	25%	6%	2.4%	1.3%	10.6%	16.2
Gold Loans	32%	17,832	31%	4%	0.8%	0.7%	17.5%	0.7
Business Loans	14%	7,985	14%	4%	4.3%	2.1%	17.6%	8.6
Microfinance	12%	6,724	49%	7%	3.5%	1.3%	22.4%	0.3
Core Products (A)	94%	52,221	28%	5%				
Construction & Real Estate	5%	2,593	(5%)	4%	0.4%	0.1%	15.3%	2,155.6
Capital Market Finance	1%	488	(28%)	(20%)	0.0%	0.0%	12.3%	146.6
Synergistic Products (B)	6%	3,081	(9%)	(0%)				
Total (A+B)	100%	55,302	25%	5%	2.4%	1.2%	15.5%	

Loan AUM (₹ Cr): Diversified portfolio mitigates risk of asset concentration and cyclical gyration



Long term financial trends for the last 5 years

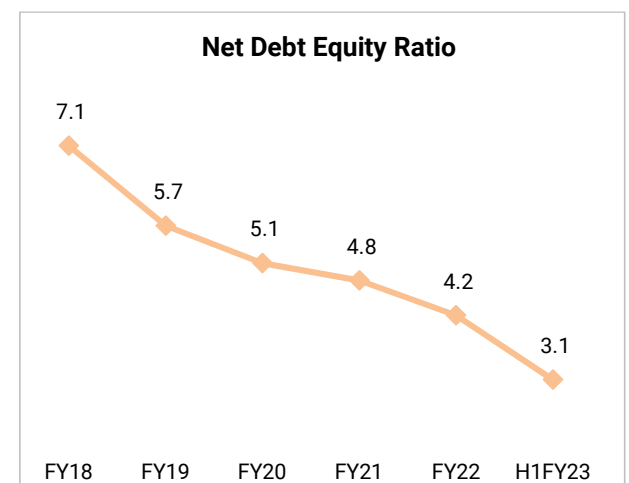
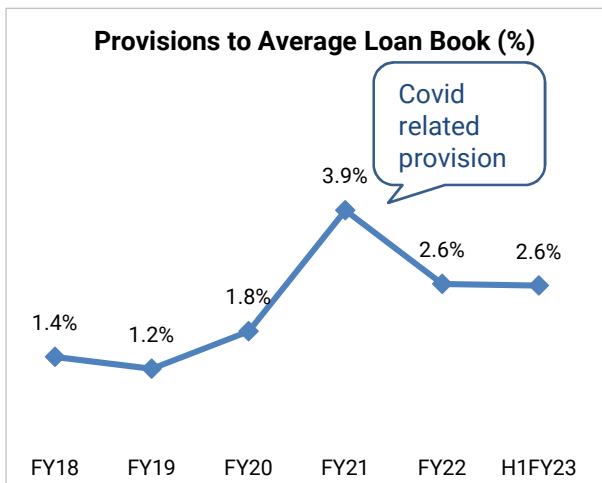
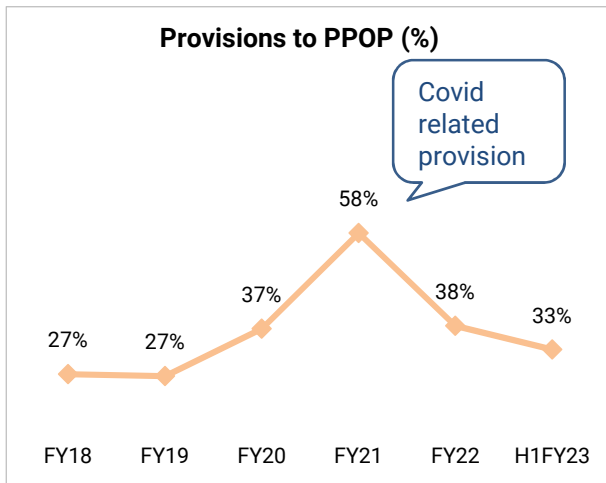
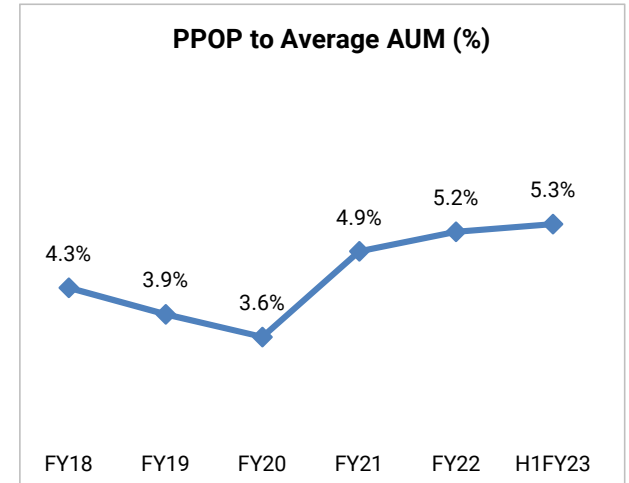
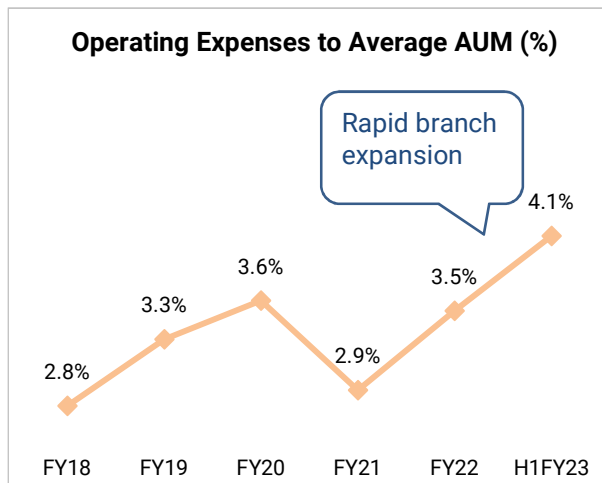
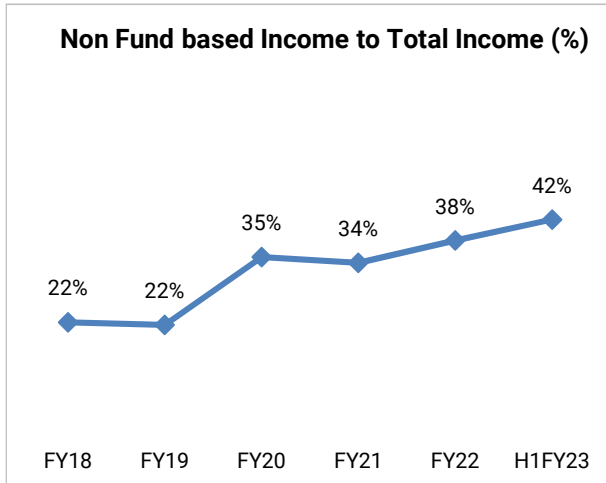
Robust financial performance and growth



Note: Co-lending includes Business Correspondence and Co-origination

Key ratios trends for the last 5 years

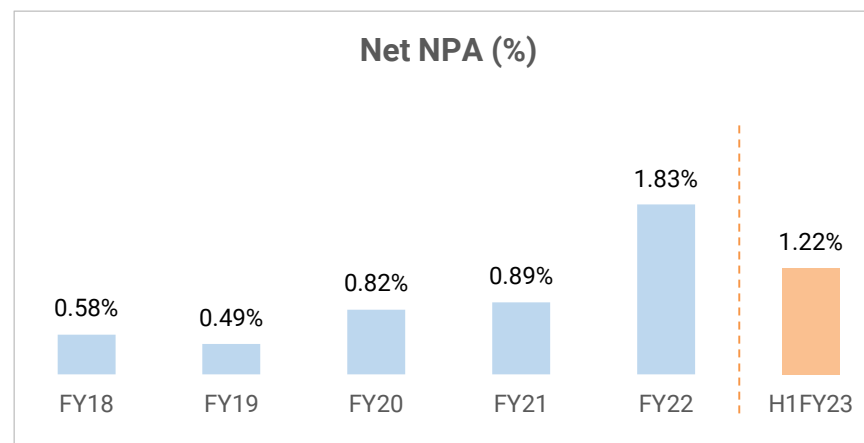
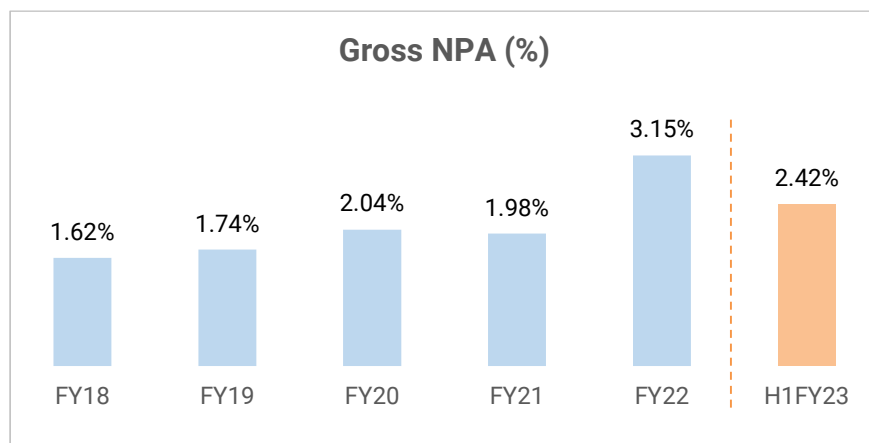
Income, return, asset & leverage ratios show healthy trends



Note: H1FY23 numbers are annualized wherever applicable

Long term asset quality trends

Non performing assets under control through cycles



Details of Provision:

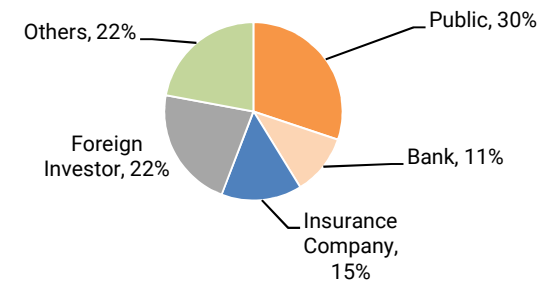
Business	0-30 dpd (Stage 1)	31-90 dpd (Stage 2)	90+ dpd (Stage 3)	Total loan book	Provision %			Provision (₹ in Cr)	
					Stage 1	Stage 2	Stage 3	As per RBI	As per ECL
Home Loans	10,875	504	284	11,663	1.6%	9.2%	45.0%	117	348
Business Loans	5,770	614	285	6,669	2.2%	14.4%	50.9%	108	360
Gold Loans	6,932	843	65	7,840	0.7%	0.9%	16.5%	43	67
Microfinance	5,275	428	206	5,909	2.0%	5.6%	63.8%	141	262
Construction & Real Estate	2,522	61	10	2,593	7.8%	9.2%	67.8%	38	209
Capital Market Finance	465	22	0	488	0.4%	0.4%	0.0%	2	2
Total	31,838	2,473	850	35,162	2.1%	6.9%	49.6%	448	1,248

Well diversified sources of funding

Resource profile is well diversified, with non dependence on short term funding

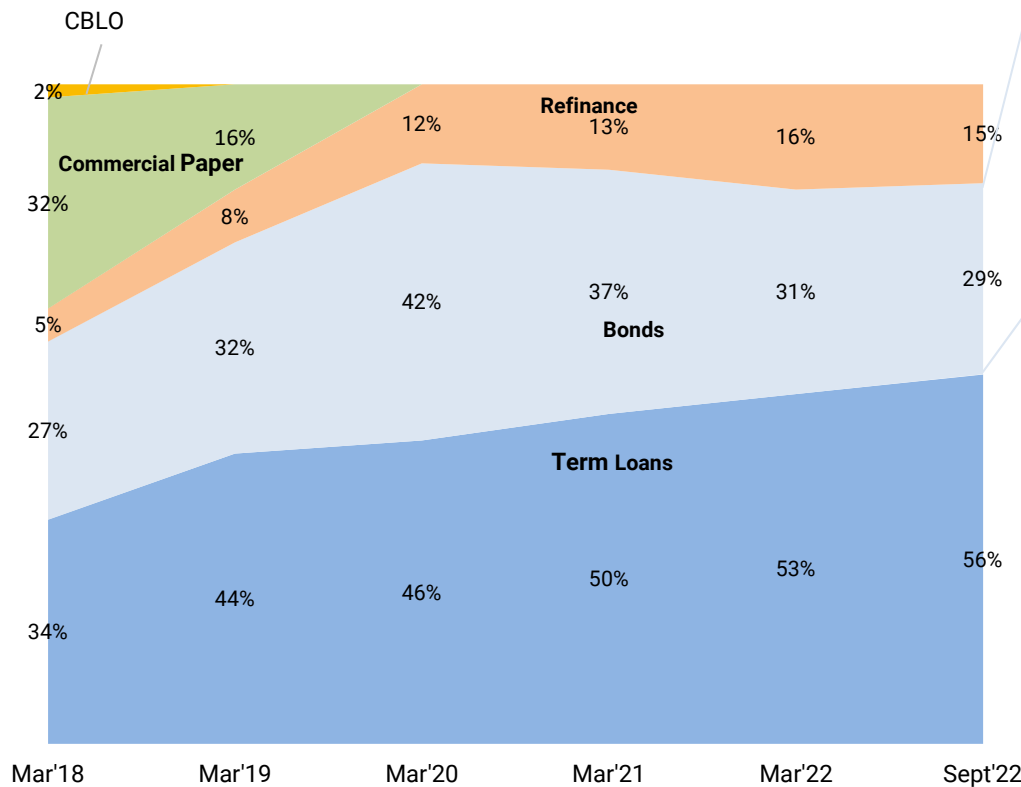


Bonds/NCDs investors split (%)

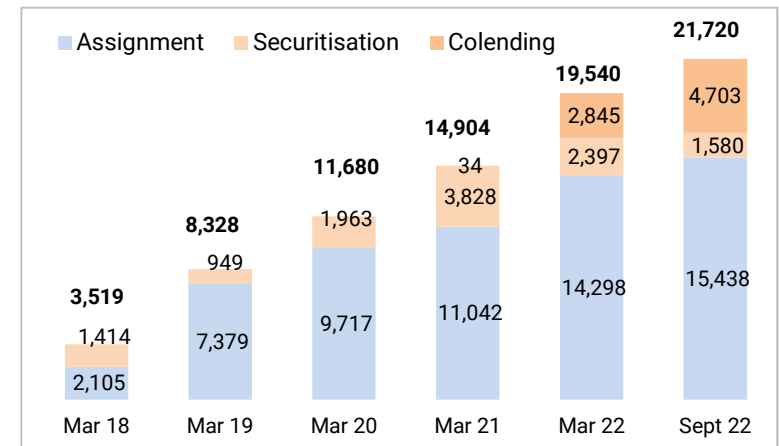


Outstanding borrowing (₹ Cr)

Period	2018	2019	2020	2021	2022	2022 (Sept)
Outstanding borrowing (₹ Cr)	24,539	26,141	25,734	28,426	33,340	33,960



Outstanding assignment/securitization/colending (₹ Cr)



Our conservative ALM & well covered debt repayment schedule

Provide resilience during crisis to not only meet obligations but sustain growth as well



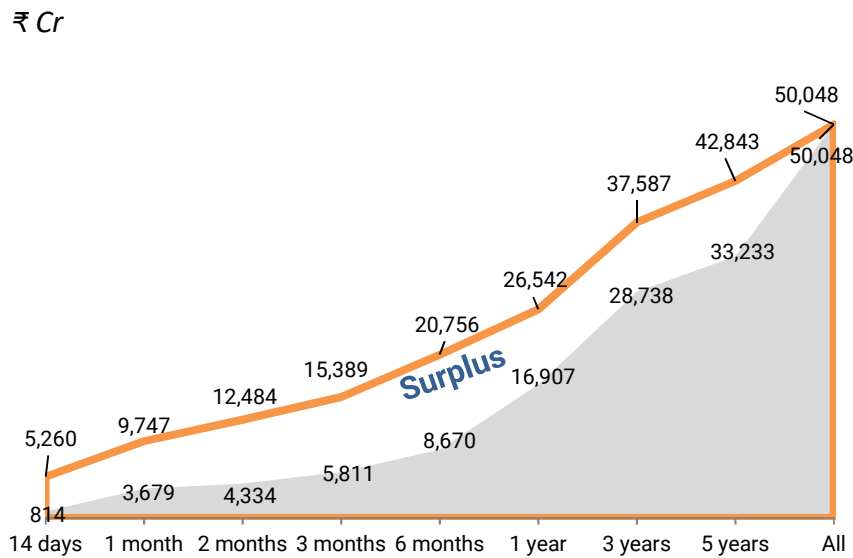
Fund raising

During the quarter we have raised ₹3,805 Cr of debt including ₹2,925 Cr via **Term Loans**. During the quarter we also raised ~₹3,500 Cr through **direct assignment of loans**.

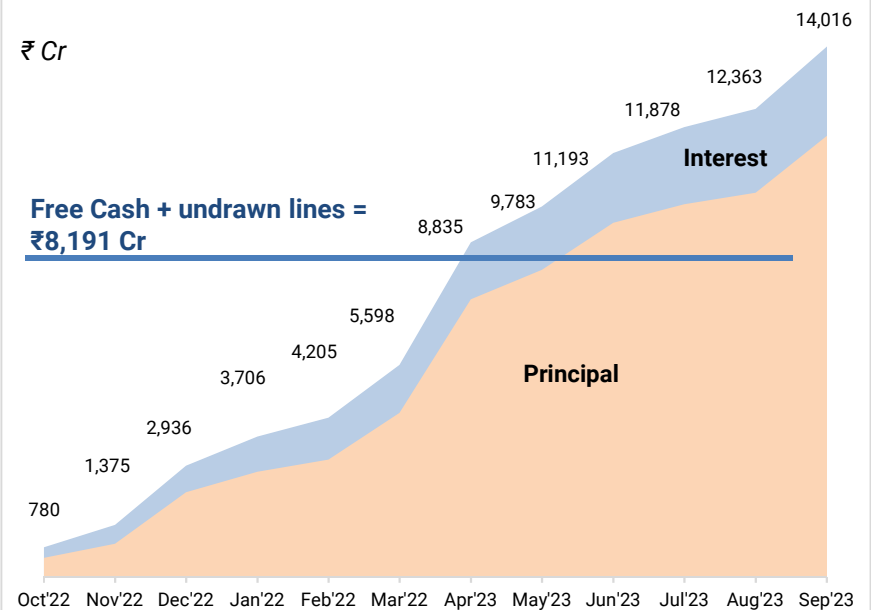
Credit Rating

- IIFL Finance: **AA/Stable** by CRISIL, ICRA, CARE and **A1+** by CRISIL, ICRA
- IIFL Home Finance: **AA/Stable** by CRISIL, ICRA, CARE and **A1+** by CRISIL, ICRA
- IIFL Samasta Finance: **AA-/Stable** by CRISIL and **A1+** by CRISIL, ICRA

Asset Liability Match (ALM) – Surplus across all buckets



Well covered Debt Repayment Schedule



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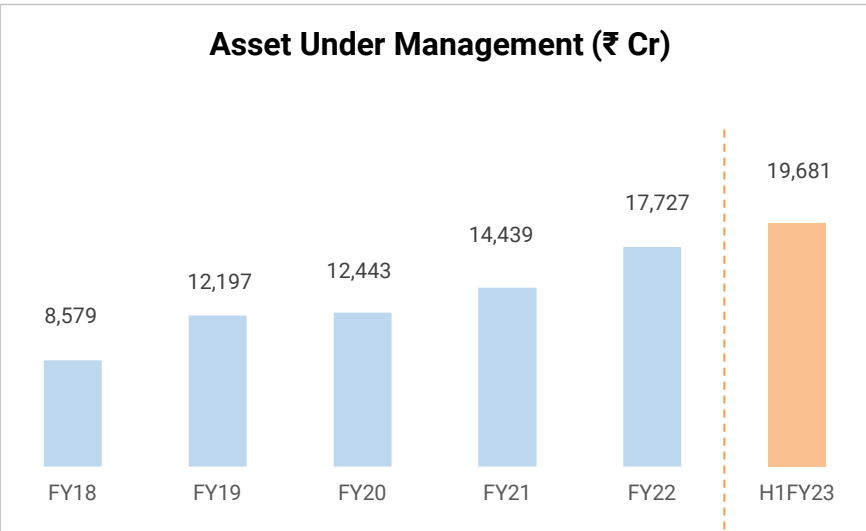
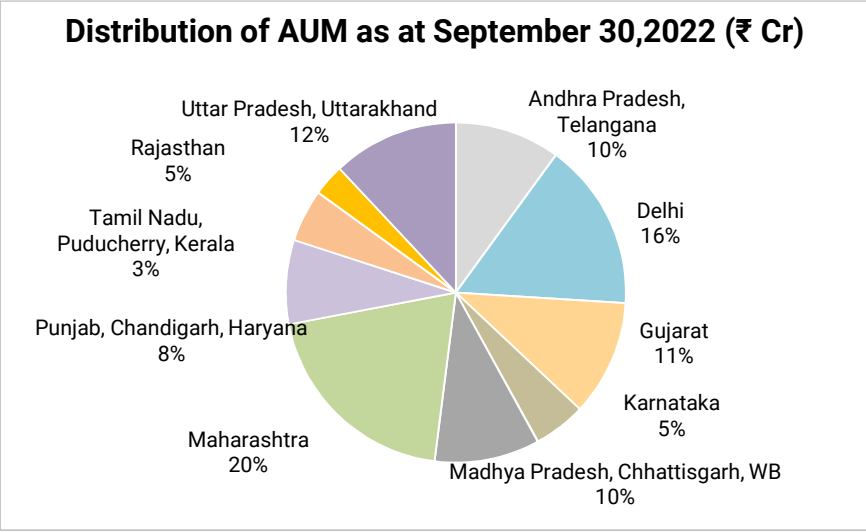
Home loans – product overview

Small loans for affordable homes, in small towns and suburbs of metros



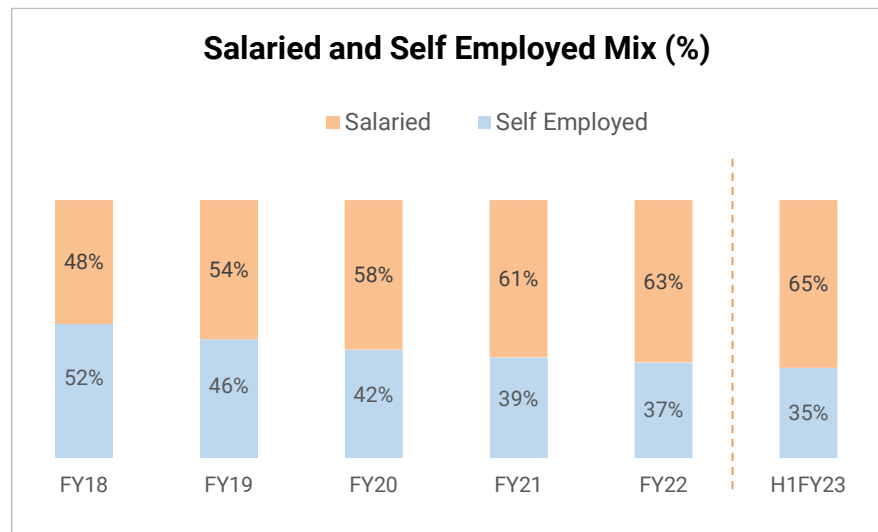
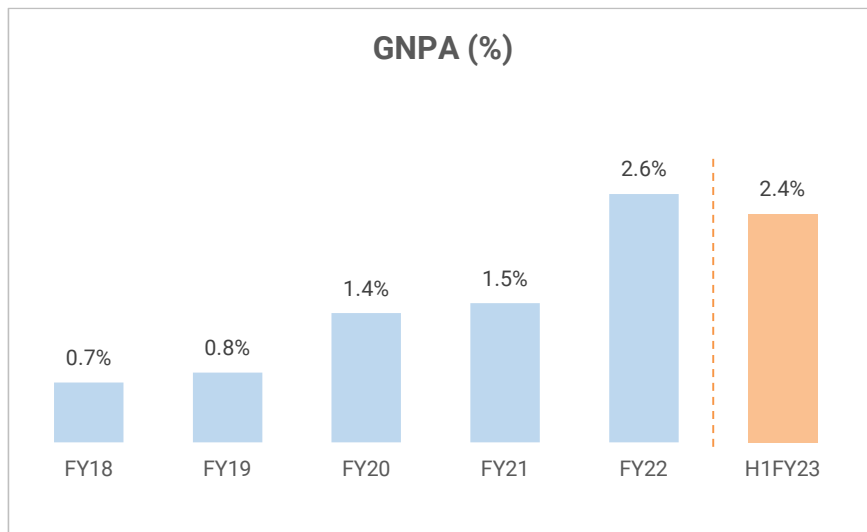
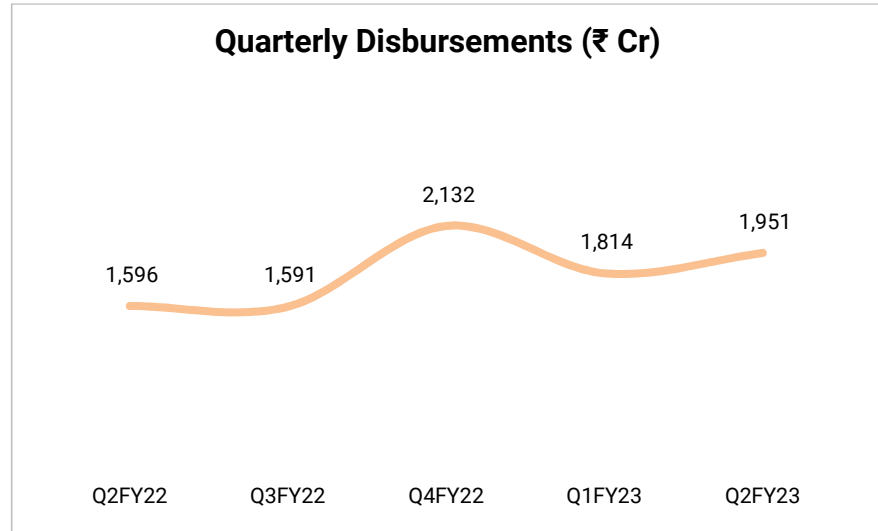
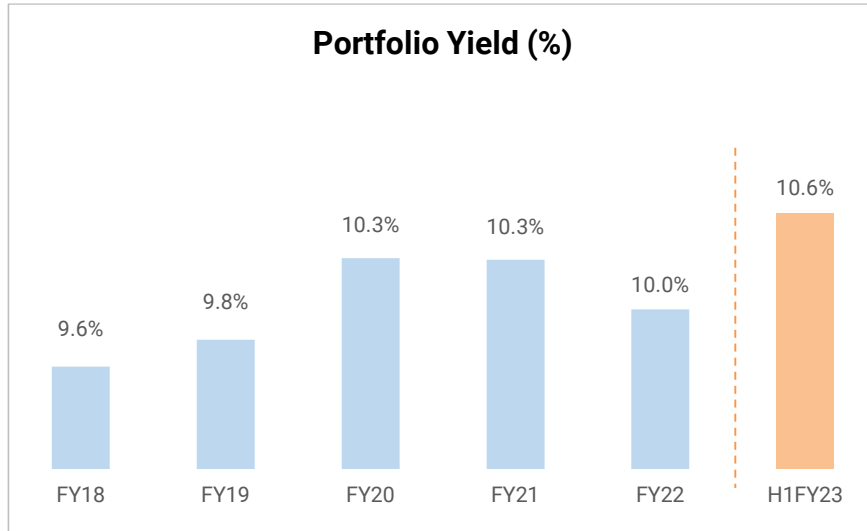
- ✓ Primary focus on **affordable** and non-metro customers.
- ✓ **74%** of home loans under **Priority Sector Lending category**.
- ✓ Focus is on first time home buyers.
- ✓ **94% home loans** are on-boarded and decisioned through **digital platform**
- ✓ **Market Opportunity:** Affordable housing market to touch **₹13 trillion** by **FY25** from the current ₹9 trillion. Also, by 2030, **41%** of India's population is expected to **reside in urban areas**

Onboarding Average Ticket Size ₹ 15.0 Lakhs	Tenor up to 20 years
Loan to Value 72%	Salaried / Self employed 65% / 35%



Home loans – financial overview

Improving yields and asset quality



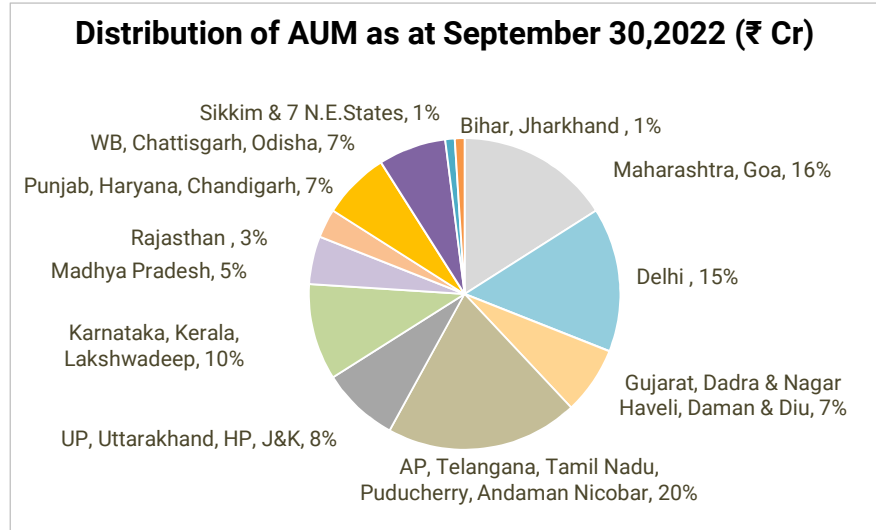
GNPA on AUM stood at 1.87% as on September 30, 2022

Business loans – product overview

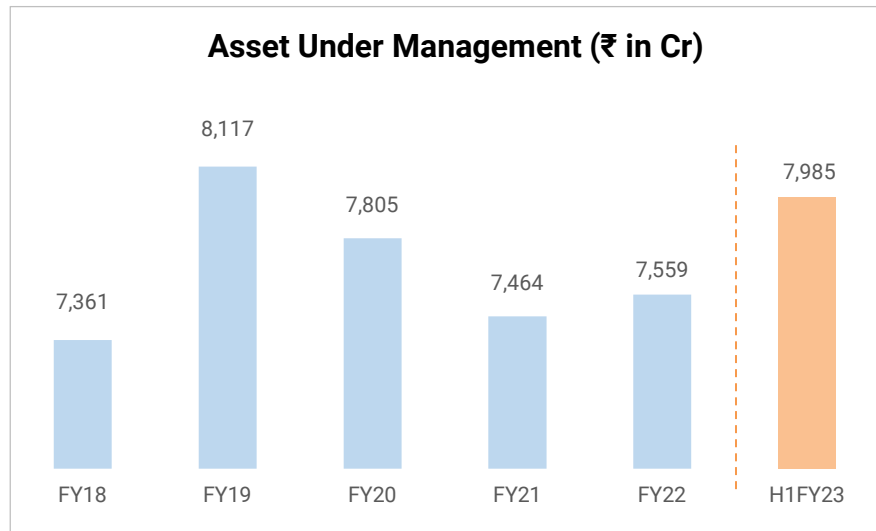
Focus on digital lending to MSME sector and individuals



- ✓ For business loans **backed by cash flows**
- ✓ Focus on balancing prudent credit underwriting with instant in-principle decision and **automated disbursements** based on analytical scorecards
- ✓ **Partnerships with leading fintechs** for sourcing leads
- ✓ **Security cover of over 2x** for the secured loans
- ✓ **Market Opportunity:** Overall credit gap in the MSME sector is ~ ₹20-25 trillion according to a RBI 2019 report. Only **16% MSMEs** received financing from formal institutions

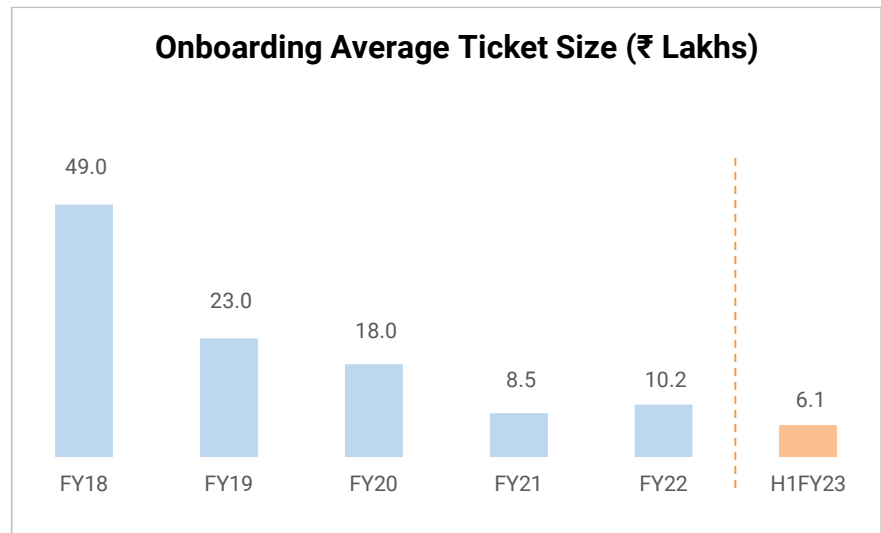
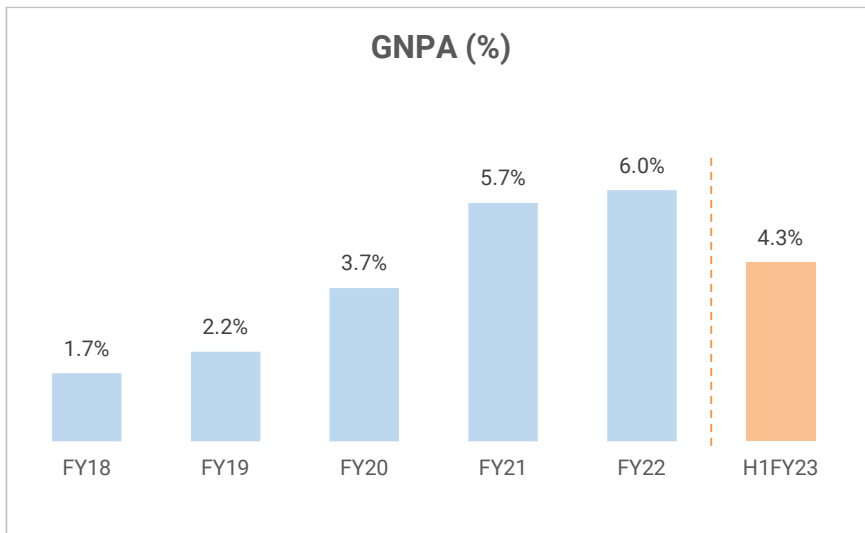
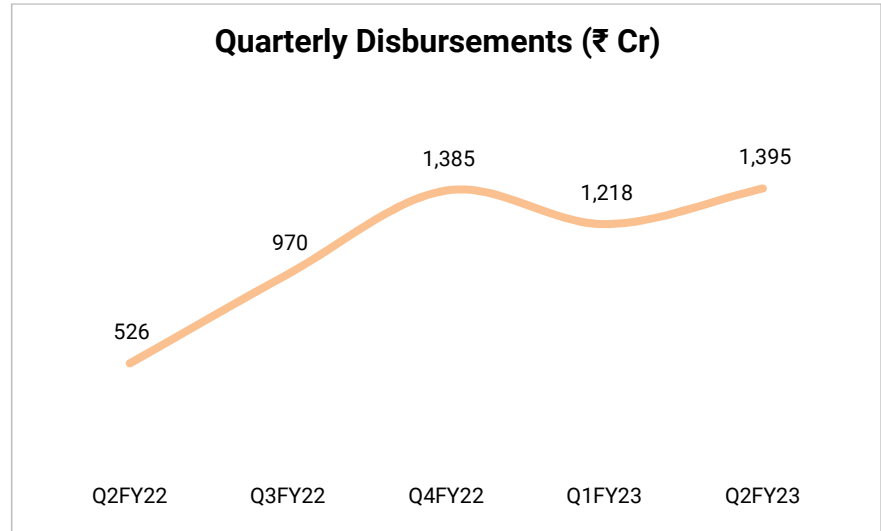
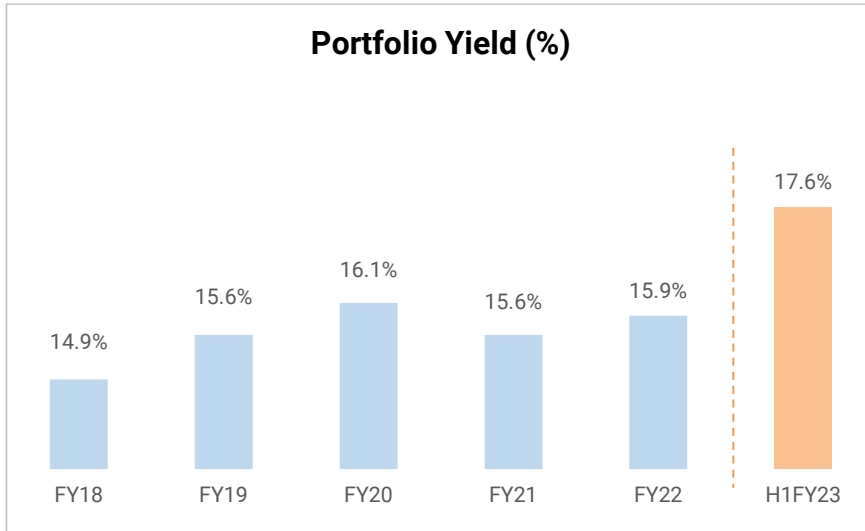


Onboarding Average Ticket Size ₹ 6.2 Lakhs	Tenor up to 12 years
Secured / Unsecured 75% / 25%	CGTMSE Coverage (Unsecured) 7%



Business loans – financial overview

Improving yields and asset quality; disbursals turning granular

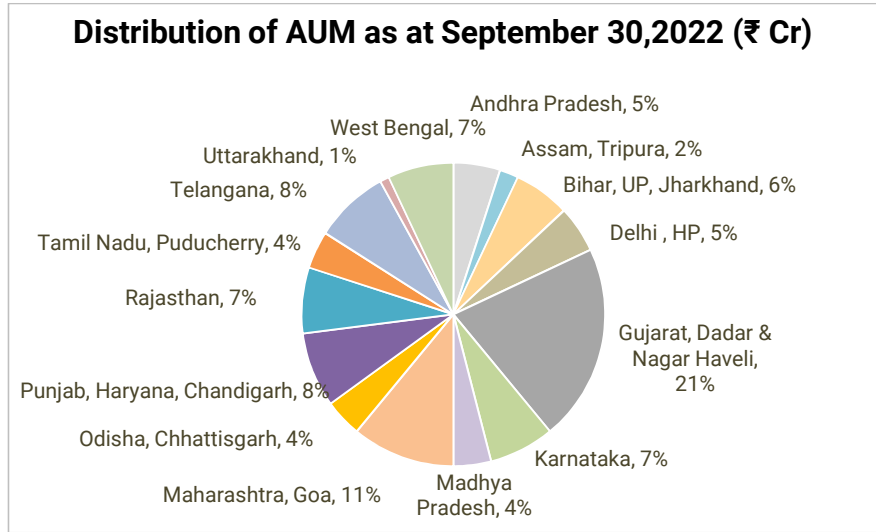


Gold loans – product overview

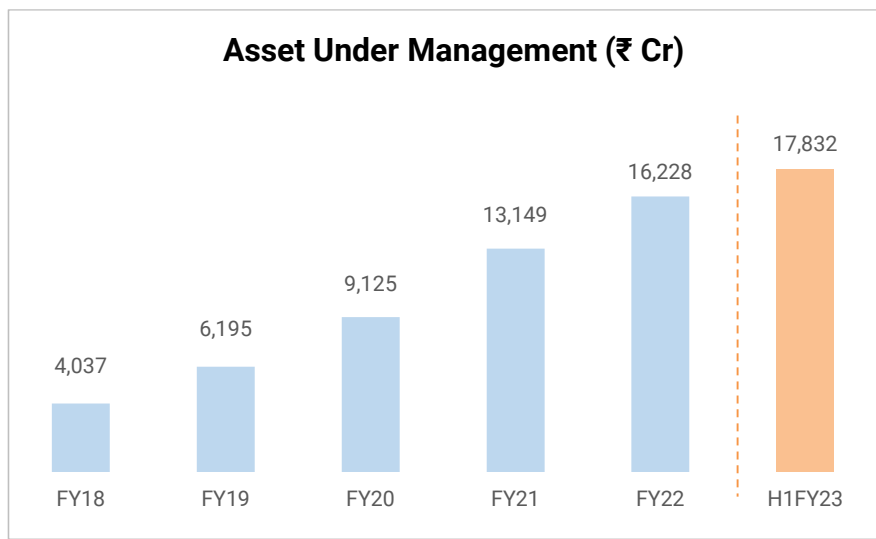
Secured low-risk short term loans to neighborhood customers



- ✓ In-house loan origination through **growing network of branches** and increasing use of digital technology
- ✓ Strong **emphasis on collections** and resolution resulting in negligible losses
- ✓ Launched digital gold loan – for top-up and online renewal of gold loans
- ✓ **Market Opportunity: ₹12.3 trillion** is the overall gold loan market in India. Only **35%** of the gold loan lending in India is done by the **formal** segment, rest 65% is still served by the informal segment

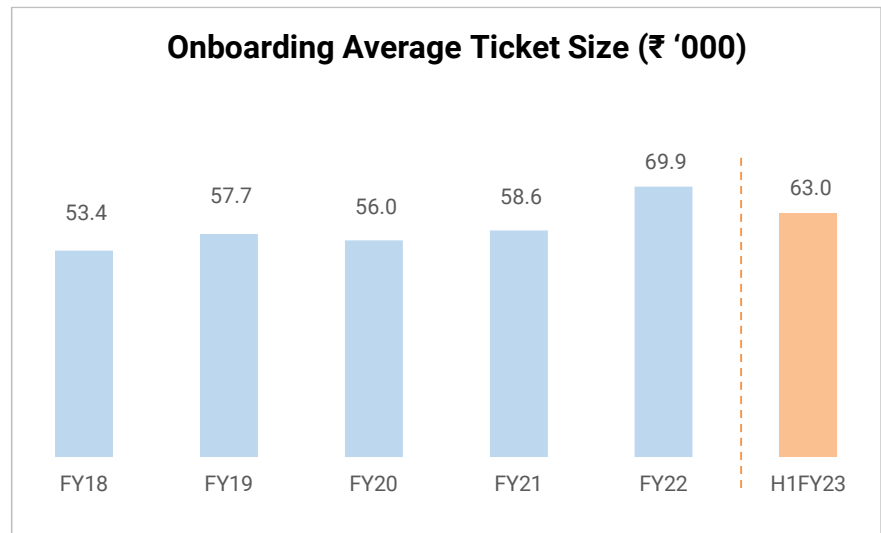
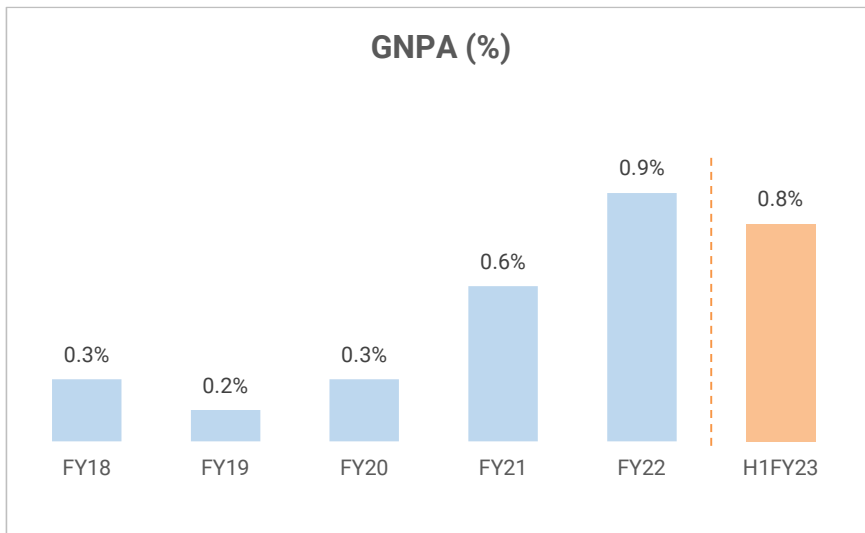
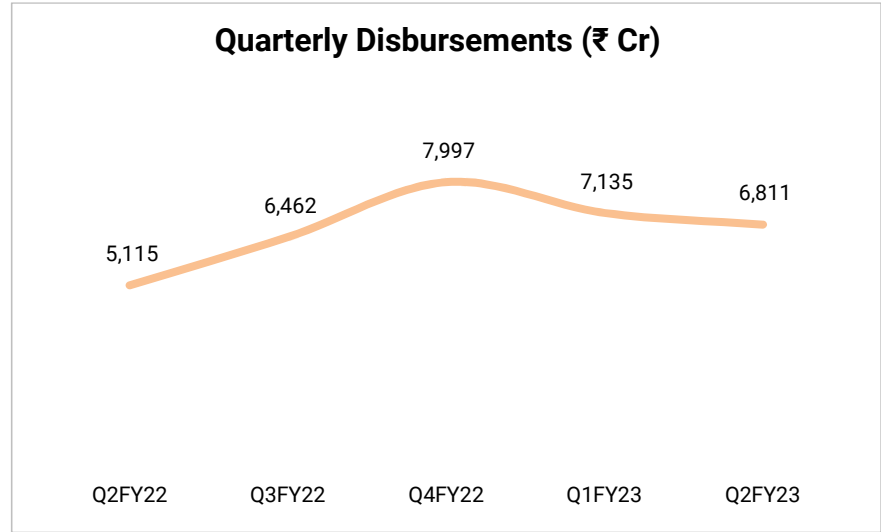
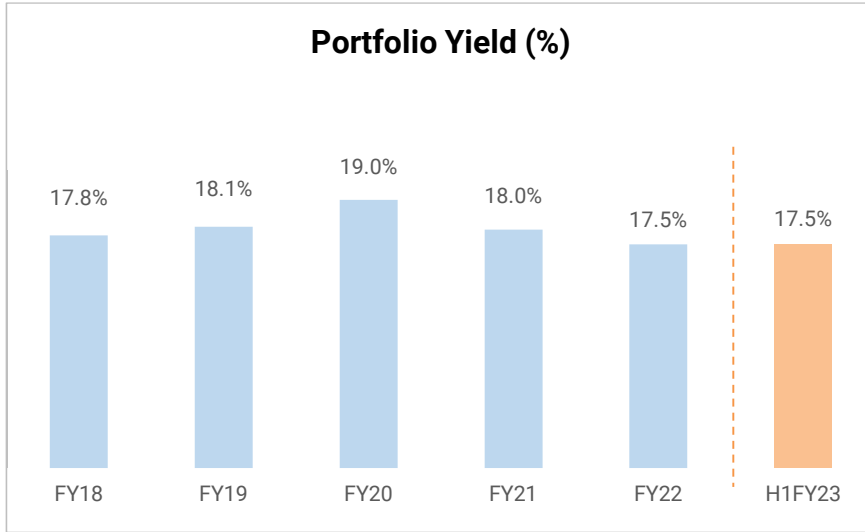


Tenor ~2 years	Footprint 1,346 towns/cities
Onboarding Average Ticket Size ₹ 0.63 Lakh	Onboarding LTV% ~70%



Gold loans – financial overview

Stable yields and asset quality



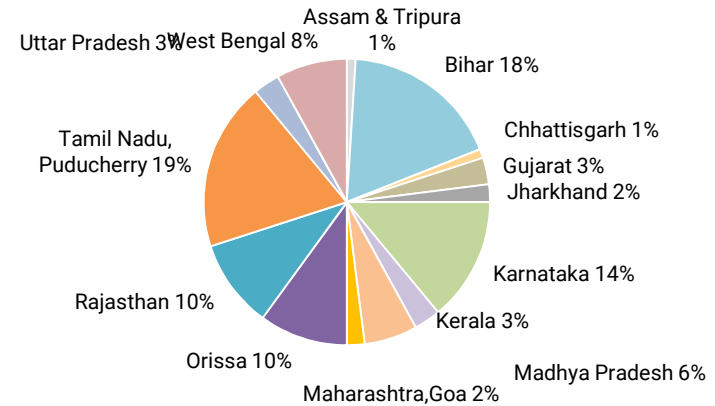
Microfinance loans – product overview

Focus on self employed, low income women groups for micro business

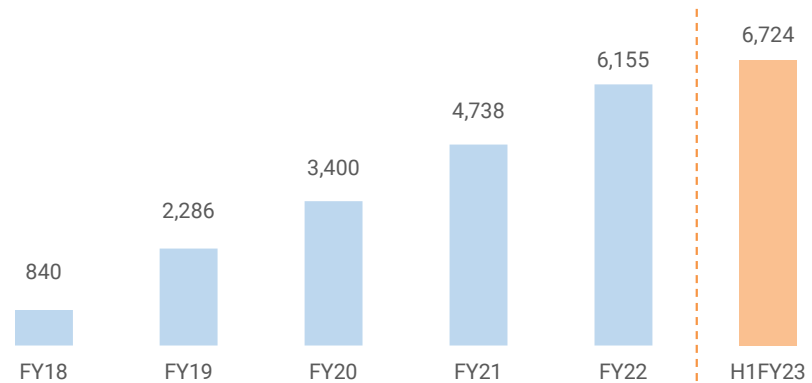


- ✓ **Small-ticket loans** for purpose of income generation activities
- ✓ Target segment is **rural** and **semi-urban self-employed women** in joint liability groups
- ✓ Strong emphasis on **training and awareness of all customers** detailing end use of funds, timely repayment and emphasis on joint liability
- ✓ **Market Opportunity:** Current MFI market in India is ₹2.6 trillion (FY21). Indian MFI Market is anticipated to **grow at a CAGR** of more than **40%** through **2025**, driven by women oriented MSMEs

Distribution of AUM as at September 30,2022 (₹ Cr)



Asset Under Management (₹ Cr)



Active Customers
18.7 Lakhs

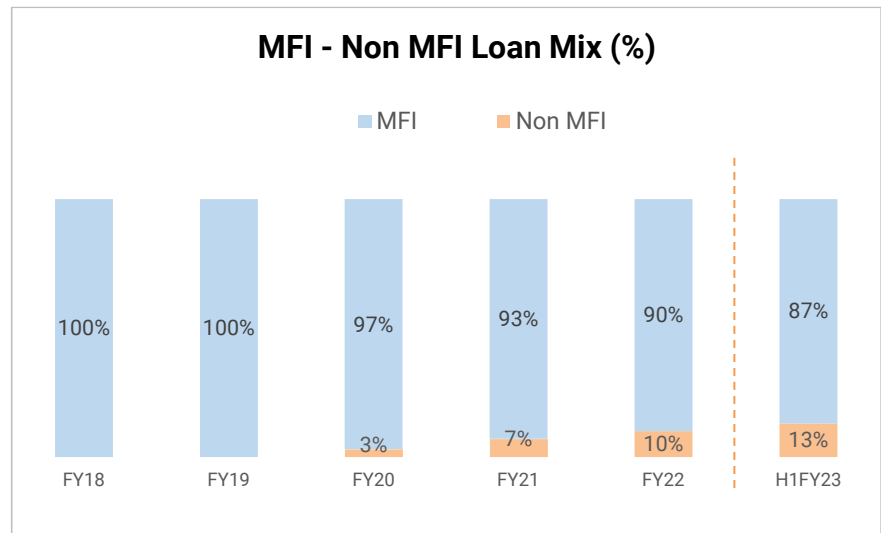
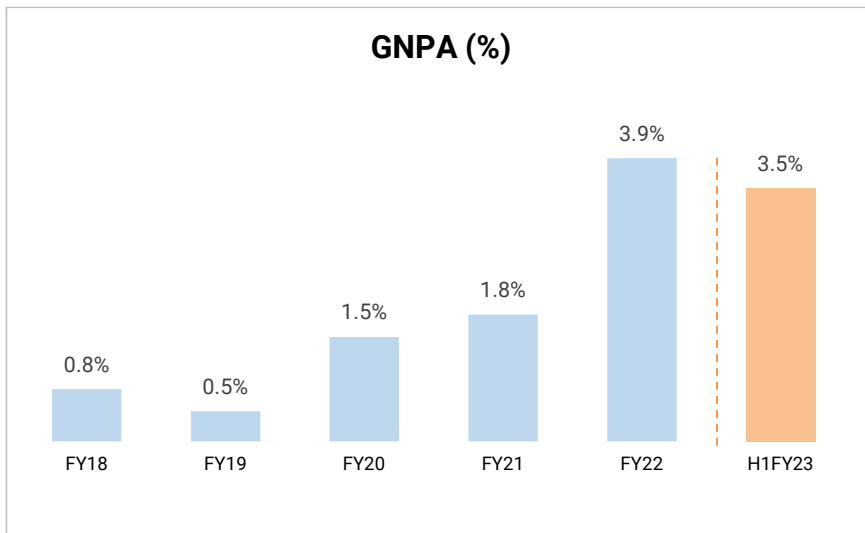
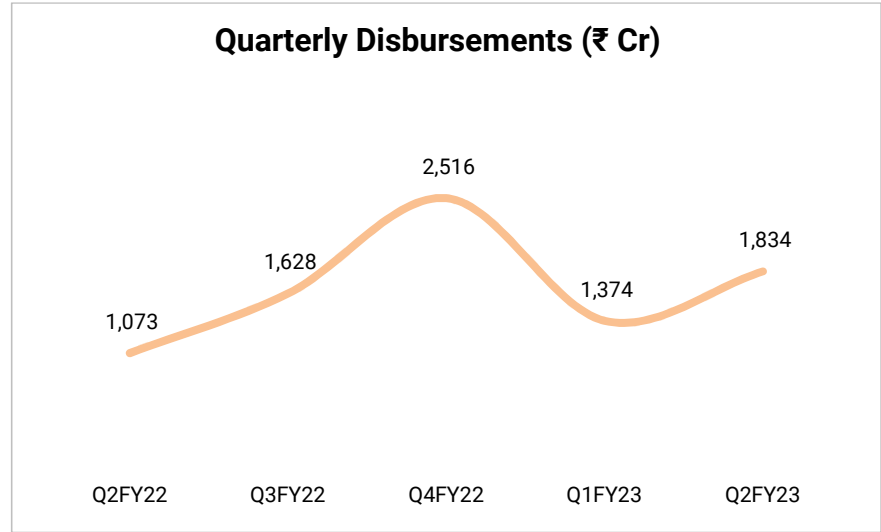
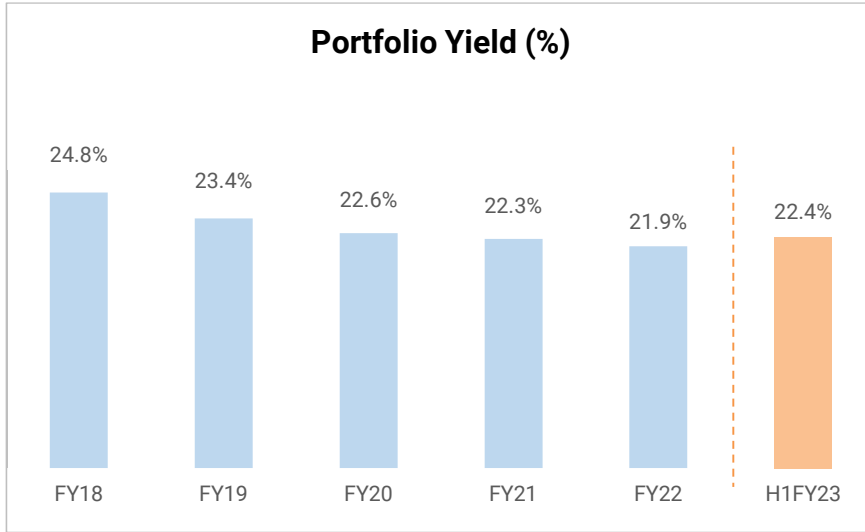
Tenor
~2 years

100%
Credit linked insurance

States / Districts
17 / 303

Microfinance loans – financial overview

Improving yields and asset quality; disbursals picking up



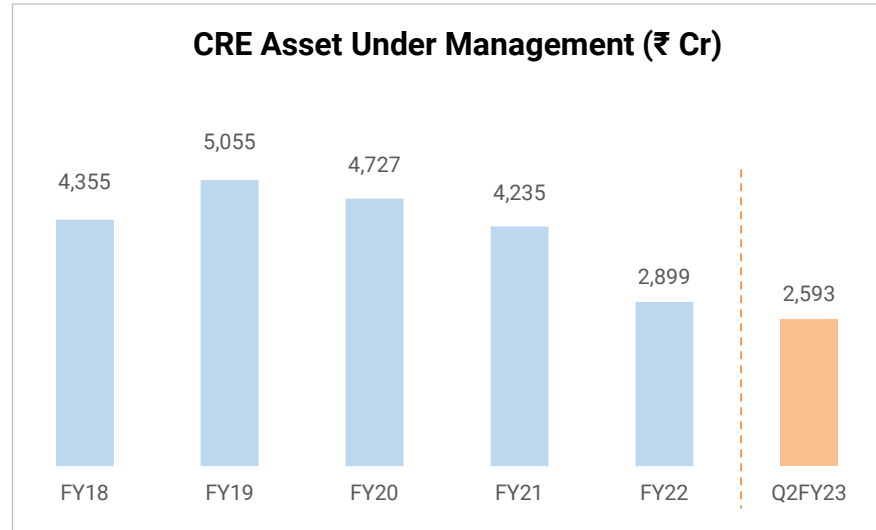
Construction Real Estate (CRE) & Capital Market

Not core but businesses synergistic to Group's core businesses



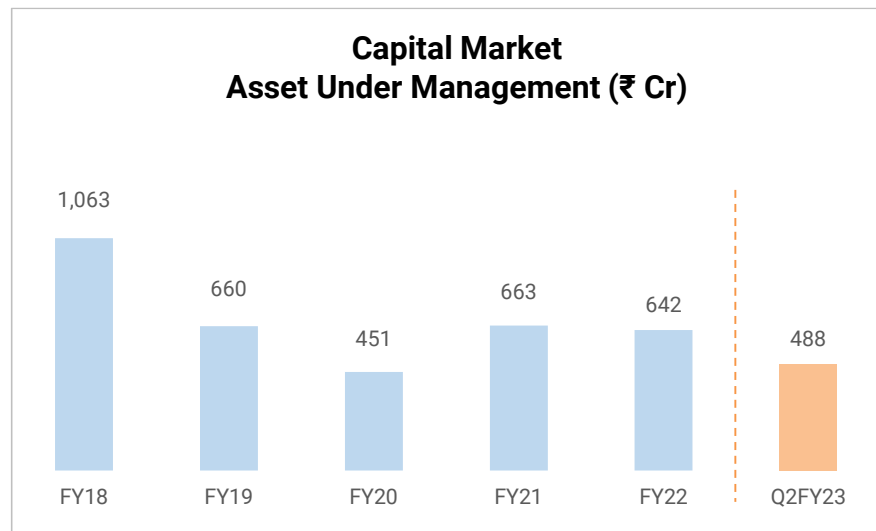
Construction and Real Estate (CRE)

- IIFL Finance will continue to provide funding for completion of its already funded projects, with appropriate internal approvals and in compliance with RBI guidelines
- IIFL Finance subsidiary HFC provides funding for LAP (Loan against Property) and CF (Construction Finance) the way large established HFCs also do.



Capital market

- The Loan Against Shares and capital market portfolio is not core focus for growth but synergistic with group businesses. The strategy is to restrict to clients of group companies, thereby minimising operating cost and with strict risk control of the lending portfolio.



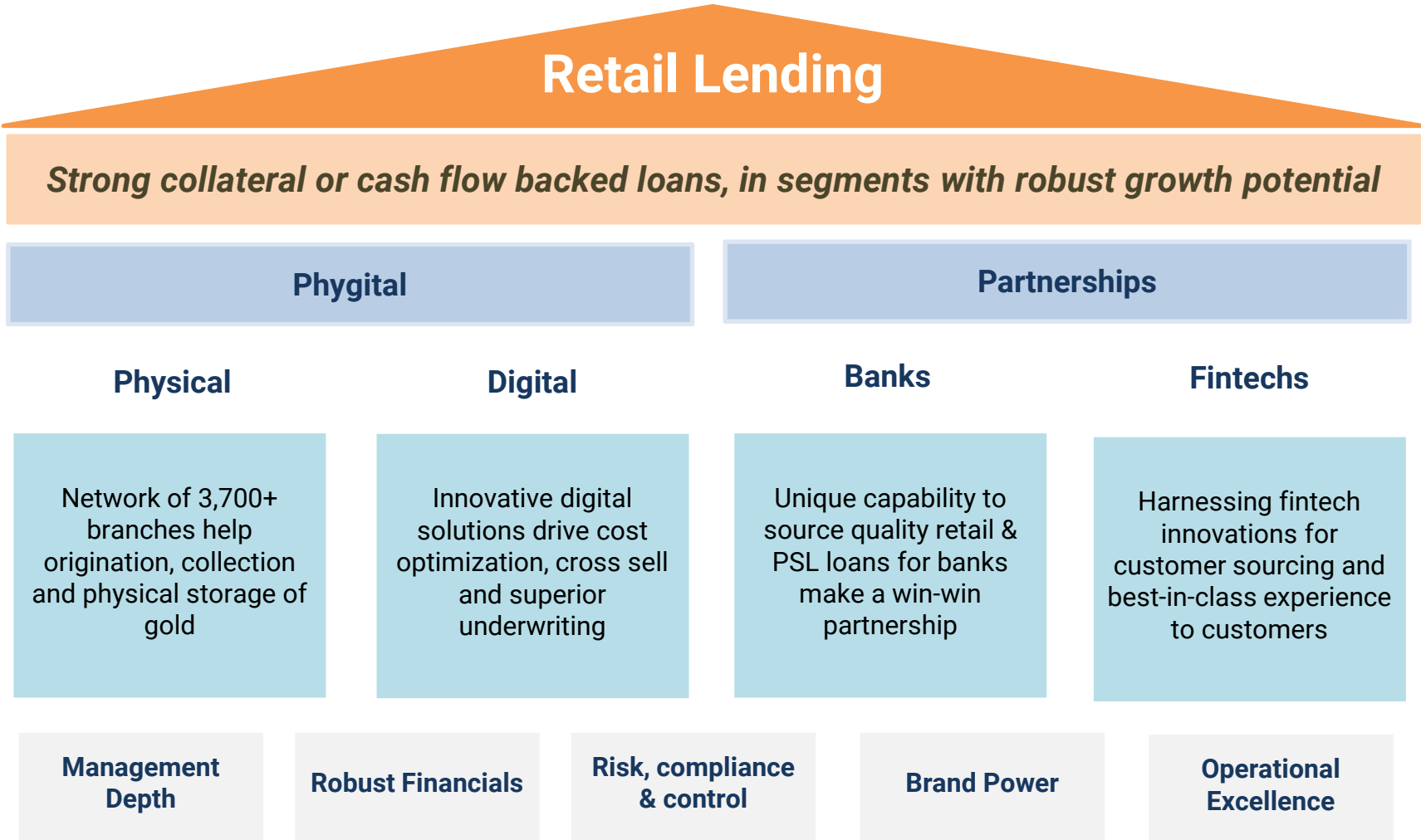
Financial Performance Q2FY23 and H1FY23	3-14
- Highlights	3
- Results	4-8
- Financial trends	9-11
- Asset Quality	12
- Liquidity	13-14

Business Segment Overview	16-24
---------------------------	-------

Corporate, Strategy and Others	26-35
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Financial Performance of Individual Group Entities	37-50
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Uniquely placed to dominate non banking retail lending
Our business is built on Phygital and Partnership model



Our recent partnerships with banks for co-lending, co-origination and business correspondence..



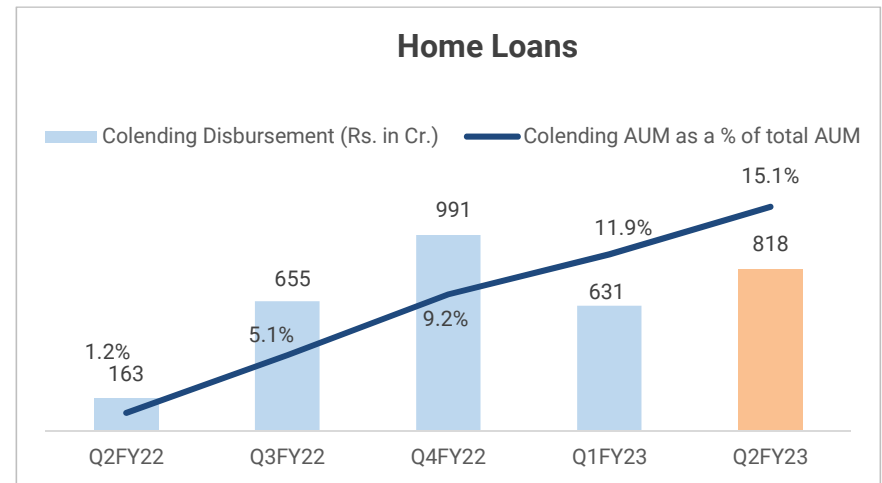
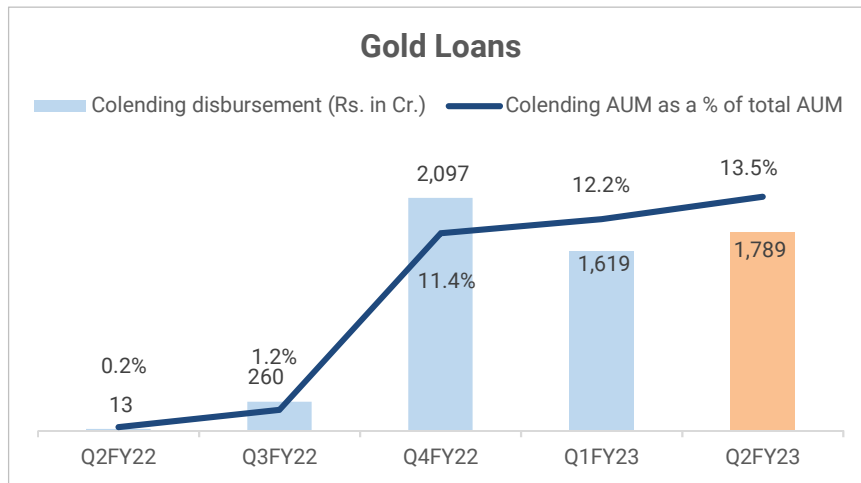
Existing Tie-ups

Gold Loan Home Loan	Gold Loan	Gold Loan	MSME LAP	Gold Loan	Gold Loan Microfinance
Home Loan and MSME LAP	Home Loan and MSME LAP	Home Loan	Gold Loan	Home Loan	

New Tie-ups (Q2FY23)

Gold Loan	Gold Loan
MSME LAP	

Co-Lending/ Co-Origination/ Business Correspondence disbursement picking up



Our recent new initiatives continues to perform well

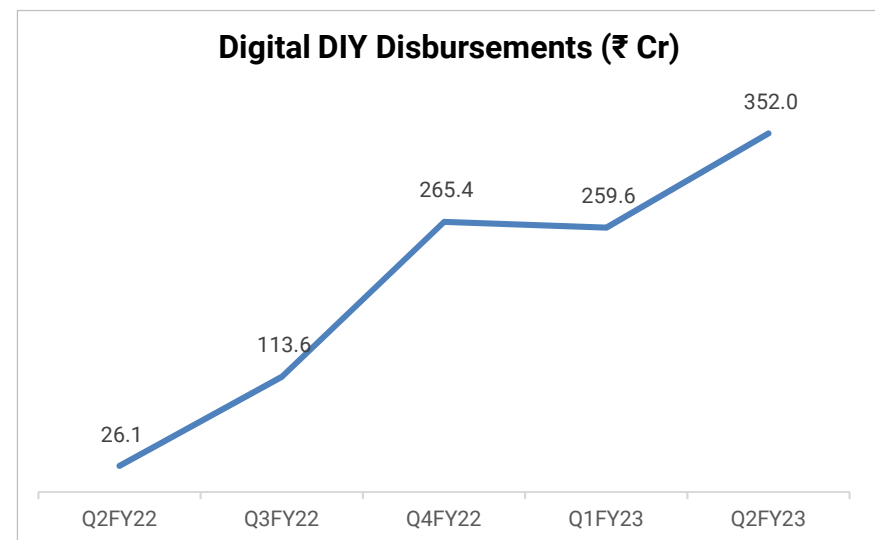
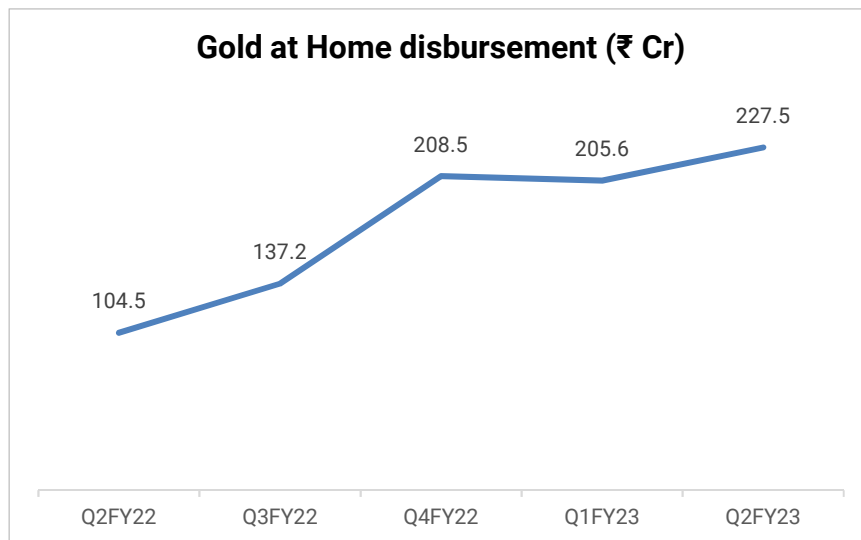


➤ Gold Loan at Home

- a. Gold loan at customer's doorstep initiative targets branchless expansion of Gold Loan business.
- b. The initiative started a year ago, saw significant traction with disbursements.
- c. We have proprietary technology to provide high level of security, paperless and frictionless experience.
- d. We are currently operating in 41 cities which we plan to expand to ~50 cities by the end of this financial year.

➤ My Money app, website and Whatsapp loans:

- a. 100% online loan application process.
- b. Loans ranging from ₹ 50,000 to ₹ 10 lakhs for Business Loans and from ₹5,000 to ₹2 lakhs for Personal Loans
- c. API Integration with fintech vendors
- d. More than 60,000 customers on boarded till date through MyMoney and WhatsApp.



Distinguished Board of Directors



IIFL Finance – Board of Directors



Nirmal Jain

Managing Director
MBA, IIM Ahmedabad;
Rank holder CA & Cost accountant

Founded and led IIFL since 1995
Worked with Unilever for 5 years



R Venkataraman

Joint Managing Director
MBA, IIM Bangalore;
B-Tech, IIT Kharagpur

Co-founder of IIFL
Worked with ICICI Bank, Barclays,
GE Capital



A K Purwar

Chairman and Independent
Director
M Com., Allahabad University

Chairman of Tadas Wind Energy Private
Limited & Eroute Technologies Private
Limited; Former Chairman, SBI



Chandran Ratnaswami

Non-Executive Director
MBA, University of Toronto
BE, IIT Madras

Managing Director, Hamblin Watsa Investment
Counsel Ltd.
Director & CEO, Fairfax India Holdings



V. K. Chopra

Independent Director
Chartered Accountant

Former Whole-Time Member, SEBI
Former Chairman & MD - Corporation Bank
and SIDBI



Nilesh Vikamsey

Independent Director
Chartered Accountant

Senior Partner at Khimji Kunverji & Co; Past
President of The Institute of Chartered
Accountants of India



Geeta Mathur

Independent Director
Chartered Accountant

Co-chair for the India Chapter of Women
Corporate Directors Foundation



Ramakrishnan Subramanian

Independent Director
Chartered Accountant

Sr. Advisor, Operating Partner, Consultant
with PE, VC, FIs and Fintech in India

Experienced senior management team



IIFL Finance



Rajesh Rajak
Chief Financial Officer
Chartered Accountant

SVP- heading Business Finance function with HDFC Bank Ltd for 14 years.

IIFL Home Finance



Monu Ratra
Chief Executive Officer
Qualified architect and MBA

20+ years of experience with HDFC, ICICI Bank and Indiabulls Housing in mortgages.

IIFL Samasta Finance



N Venkatesh
Chief Executive Officer
Strategic leadership Program in microfinance at Harvard

20 years of experience in the financial services sector



Sanjeev Srivastava
Chief Risk Officer
Chartered Accountant

Over 20 years of experience in financial services



Amit Gupta
Chief Financial Officer
Chartered Accountant

20+ years of experience in financial services in accounting, finance, audit & compliance



Anantha Kumar T
Chief Financial Officer
Chartered Accountant

10+ years of varied experience across industries such as financial services, steel, garments and IT



Sneha Patwardhan
Compliance Officer
Company Secretary

13 years of experience in the field of Secretarial, Compliance, Legal.



Abhishikta Munjal
Chief Risk Officer
Chartered Accountant

19 years of work experience with 17+ years experience in mortgages and housing finance



Sabari Krishna
Chief Risk Officer
ACS, CAIIB

13+ years of experience in Risk Management, Operational Risk, Risk Assessment, Compliance

ESG - Environment

Supporting a sustainable economy through focus on environment

Adopting environmentally conscious solutions in our business initiatives as well



Pioneered **Green Building** concept in partnership with housing developers through "**Kutumb**" platform. It provides industry experts and housing developers, a platform to promote sustainable infrastructure.



IIFL has signed a **US\$ 68 million** loan with Asian Development Bank (ADB) to improve **funding** to **affordable green housing** for **lower-income groups** in India. **80%** will be earmarked for **women borrowers** and **20%** for **green-certified homes**.



Reduced the paper consumption by 3.9 tons in FY21 by digitalizing and automating processes for loan application (approximately 7.8 lakh sheets of paper).



Consistently reducing our energy consumption by using energy efficient lighting at our branches. We replaced **3,356** incandescent lights with **light-emitting diode (LED) panels across 15 branches**, which is an ongoing process



We also **recycle excess water** from RO water purifier for use in toilets and urinals. During FY21, we **recycled 16.3 kl of water**. We have also installed sensors in washrooms that control water consumption



We measure our waste generation and aim to strengthen our waste management initiatives. **Dry and wet waste** is picked up by local municipal bodies. **E-waste** and paper waste is given to authorized vendors for **recycling**.

ESG - Social

Promoting financial inclusion

IIFL is firmly committed to support economic activity and financial inclusion through its loan offerings while adapting to changes in the external environment.



GOLD

- **69%** of gold loan disbursed are of less than ₹ 50,000 value
- **54%** of loans given till date are to small businesses
- **83%** of the branches are located in tier II, III cities and rural areas



BUSINESS
LOAN

- **76%** of the Unsecured MSME loans given are of less than ₹ 1 Million
- **49%** of unsecured loans are to borrowers who are new to credit



HOME LOAN

- **55,700+** families benefitted under CLSS and 1300+ Cr. subsidy provided till date
- **77,600+** loans given to the informal segment
- **58%** loans given to female owners/co-owners
- **173,000+** loans to first time home buyers



MICRO-
FINANCE

- Small-ticket loans for purpose of income generation activities
- **18.7 lakhs+** families benefitted in **17** states with financial intervention
- **12,000+** dairy farmers supported through **10** cattle health centers in **4** States.

ESG - Social

CSR projects continue amid covid with creative use of technology



Donation of Sewing Machines - Rajasthan

With a view to promote skilled training to women so they can generate Livelihood, IIFL Foundation has donated 101 Sewing Machines to women at rural villages in Chittorgarh district of Rajasthan.

The women had previously undertaken an extensive training on tailoring, that spanned over 4 months. Over completion of their course, many of women found themselves stuck as they didn't own a sewing machine. IIFL Foundation gifted such candidates a sewing machine, so that they can sustain the skills that they acquired during the training and make an earning (livelihood) by working from home, right in their village.



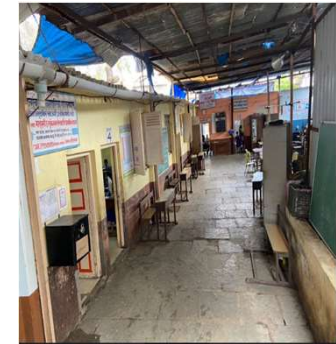
आईआईएफएल फाउंडेशन ने राजस्थान का पहला कृषि ड्रोन लॉन्च किया

आईआईएफएल फाउंडेशन ने राजस्थान का पहला कृषि ड्रोन लॉन्च किया। यह कार्यक्रम राजस्थान के चित्तूरगढ़ जिले में आयोजित किया गया। कार्यक्रम में आईआईएफएल के अधिकारियों, राजस्थान सरकार के अधिकारियों, स्थानीय विधायकों और महिलाओं की उपस्थिति थी। ड्रोन को लॉन्च करने के बाद, आईआईएफएल फाउंडेशन ने राजस्थान के ग्रामीण क्षेत्रों में कृषि ड्रोनों का उपयोग करने के लिए प्रशिक्षण कार्यक्रमों का आयोजन किया।

No of Machines	Area
101	Chittorgarh - Rajasthan

Development of Botanical Garden (Medicinal) – The Institute of Science Mumbai

Maa Bari program is initiated to promote literacy to children native to indigenous tribal communities (Scheduled Tribes) and it facilitates formal education up to 4th Grade, after which students attain Govt. Schools to continue their academic journey. We've also upgraded the ambience through construction of play-area, setting up library, painted walls to create a welcoming and warm environment for learning. At present we're working with the Maa Bari Centres at



Udaipur and Pali districts of Rajasthan.

No of Centers	Area
20	Sarada, Dist - Udaipur
10	Bali, Dist – Pali

Sakhion ki Baadi (Rajasthan)



- Sakhion ki Baadi is an initiative aimed at eradication of female illiteracy from Rajasthan
- Learning centres has been set up for children in the age group of 4 yrs. to 14 yrs. old
- The centres are located in the areas dominated by native Scheduled Tribe communities, where girls often dropout of school or are never enrolled at one.



Total Number of Districts	Girls Enrolled till date	Boys Enrolled till date
13	32,264	3,495



ESG - Governance

Conducting our business with integrity

Establishing vision, mission and values and determining, reviewing the goals and policies of the Company from time to time

Promote **sound corporate governance** practices, ethical standards, and compliance with the laws of the land.

Disclose our strategy, key targets and goals to all **key stakeholder groups** (internal and external), and report our progress annually.

Incorporate ESG aspects into our **policies and practices**, assess our performance through a robust internal ESG governance structure

Corporate governance and **ethical business** conduct are one of the fundamental pillars of a successful business. We strive to maintain the **highest standards of business ethics**.

Corporate policies and guidelines: Board Diversity Policy, Whistle Blower Policy, CSR Policy, Interest Rate Policy, Grievance Redressal Policy, etc.

Business ethics and compliance: Anti-Corruption Policy, Vigilance Policy & Code of Conduct.

In FY 21-22, we reported **zero cases of non-compliance** with financial, environmental, and socio-economic regulations.



IIFL's brand and credibility recognized at various forums



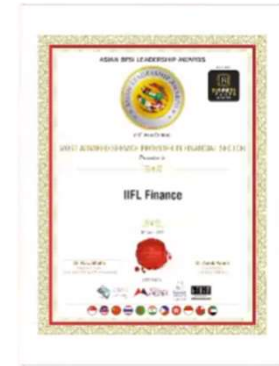
IIFL Finance was received '**Most innovative Fintech Product Award**' for What's app Loan at National Awards for Excellence in **BFSI Award**



IIFL Finance received '**Customer Services Excellence Award**' at the Asia Awards for Excellence in **BFSI Award**



IIFL Finance was received '**Quick loan Approval Award**' for IIFL Instant Loan at National Awards for Excellence in **BFSI Award**



IIFL Foundation received the '**Best Innovative CSR Project Award**' for its drone initiative at the **Corporate Social Responsibility Summit & Awards**



IIFL Foundation received the '**CSR Leadership Award**' at **Asia's Best CSR Practices Awards**



IIFL Finance received '**Best leading tech of the Year**' Award at the Asia Awards for Excellence in **BFSI Award**



Financial Performance Q2FY23 and H1FY23	3-14
- Highlights	3
- Results	4-8
- Financial trends	9-11
- Asset Quality	12
- Liquidity	13-14

Business Segment Overview	16-24
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Corporate, Strategy and Others	26-35
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Financial Performance of Individual Group Entities	37-50
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Loan asset split based on Group entity booking the same



IIFL Finance is listed holding NBFC with 2 subsidiaries for housing & Micro-finance

As on Q2FY23 (₹ Cr)	IIFL Finance Standalone	IIFL Home Finance	IIFL Samasta Finance	IIFL Finance Consolidated
Home Loans	-	19,681	-	19,681
Gold Loans	17,832	-	-	17,832
Business Loans	1,999	5,443	543	7,985
Microfinance	-	-	6,724	6,724
Core Products (A)	19,830	25,124	7,267	52,221
Construction & Real Estate	1,999	594	-	2,593
Capital Market Finance	488	-	-	488
Synergistic Products (B)	2,487	594	-	3,081
Total (A+B)	22,317	25,718	7,267	55,302

Product	Entity in which the loans are booked
Home Loans	IIFL Home Finance
Gold Loans	IIFL Finance
Business Loans	Unsecured loans are booked in IIFL Finance Secured loans being primarily LAP are booked in IIFL Home Finance Secured loans (LAP) given to MFI borrowers are booked in IIFL Samasta Finance
Microfinance	IIFL Samasta Finance
Construction & Real Estate	Old Real Estate Loans, including against collateral of land, reside in IIFL Finance Incremental Construction finance loans for green and affordable projects are done through IIFL Home Finance
Capital Market Finance	IIFL Finance

Reconciliation of reported consolidated results with Group entities

Half yearly results for the period ended September 31, 2022



₹ Cr	IIFL Finance Standalone	IIFL Home Finance	IIFL Samasta Finance	Intergroup adjustments	IIFL Finance Consolidated
Interest income	1,359.6	939.8	647.5	(0.1)	2,946.8
Interest expense	(721.4)	(570.9)	(260.6)	1.1	(1,551.8)
Net interest income	638.2	368.9	386.9	1.0	1,395.0
Non-fund based income	629.8	316.1	85.5	(5.0)	1,026.5
Total income	1,268.0	685.0	472.4	(4.0)	2,421.5
Operating expense	(641.5)	(175.6)	(248.5)	(0.2)	(1,065.8)
Pre provision operating profit	626.6	509.4	223.9	(4.2)	1,355.7
Loan losses & provision	(144.3)	(99.2)	(201.2)	0.0	(444.7)
Core Profit before tax	482.3	410.2	22.6	(4.2)	910.9
Net Gain/(Loss) on Fair Value Changes	21.0	57.1	3.2	(28.9)*	52.4
Profit before tax	503.2	467.3	25.8	(33.1)	963.3
Profit after tax (pre NCI)	377.3	361.5	21.1	(33.2)	726.8

*The inter-group adjustment pertains to profit on sale of shares of IIFL Samasta by IIFL Home Finance to IIFL Finance

IIFL Finance (Standalone): Quarterly Results



₹ Cr	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q
Interest income	688.2	809.3	(15%)	671.4	3%
Interest expense	(353.5)	(409.1)	(14%)	(367.9)	(4%)
Net interest income	334.8	400.2	(16%)	303.5	10%
Non-fund based income	334.8	198.2	69%	295.0	13%
Total income	669.5	598.3	12%	598.5	12%
Operating expense	(327.9)	(250.7)	31%	(313.6)	5%
Pre provision operating profit	341.6	347.6	(2%)	284.9	20%
Loan losses & provision	(67.1)	(124.9)	(46%)	(77.2)	(13%)
Core Profit before tax	274.5	222.7	23%	207.8	32%
Net Gain on Fair Value Changes	18.4	21.5	(14%)	2.6	614%
Profit before tax	292.9	244.2	20%	210.4	39%
Profit after tax	220.5	184.9	19%	156.9	41%
Total Comprehensive Income	245.9	187.5	31%	150.9	63%

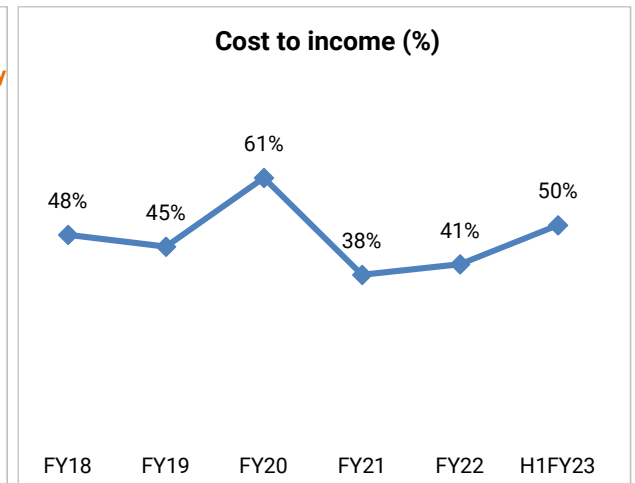
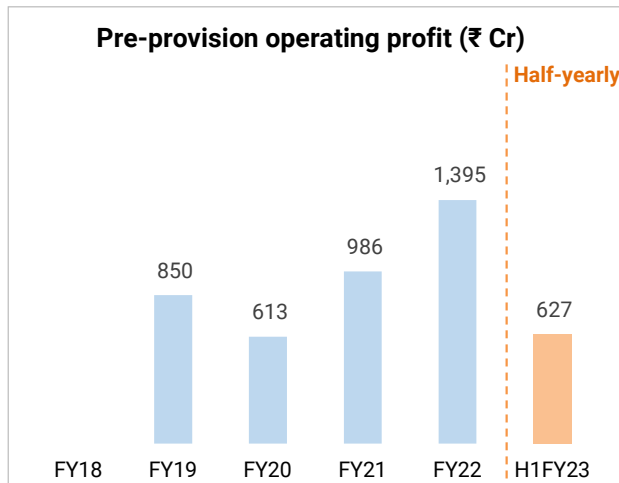
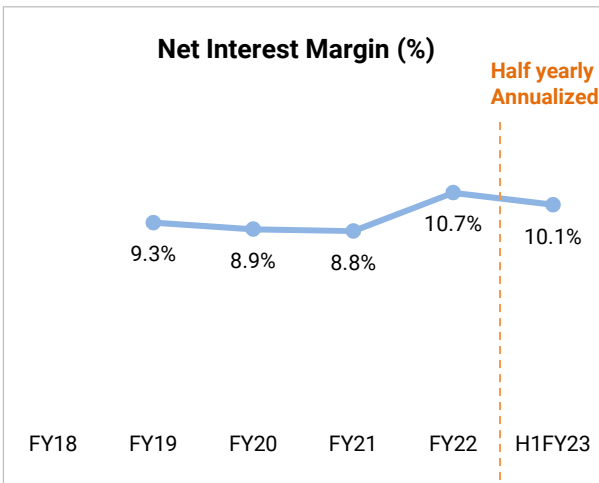
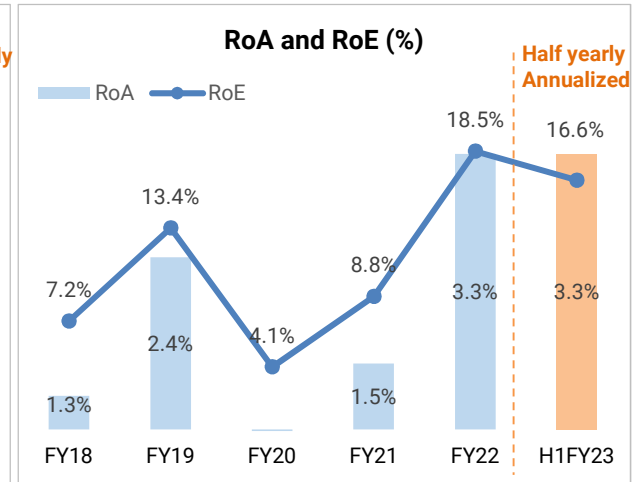
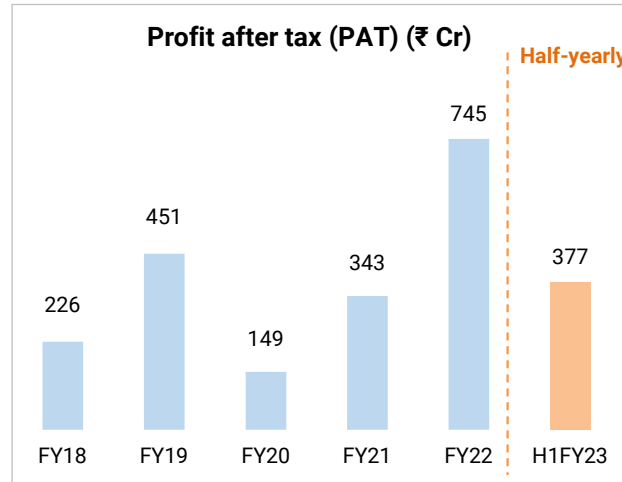
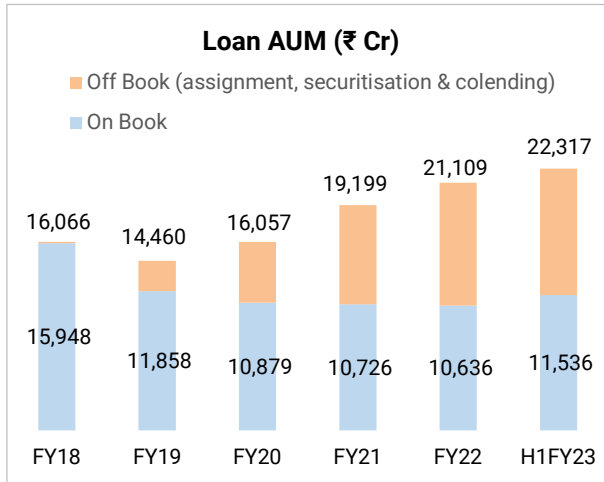
IIFL Finance (Standalone): Half yearly Results



₹ Cr	H1FY23	H1FY22	Y-o-Y	FY22
Interest income	1,359.6	1,518.2	(10%)	3,067.2
Interest expense	(721.4)	(811.4)	(11%)	(1,615.6)
Net interest income	638.2	706.8	(10%)	1,451.6
Non-fund based income	629.8	304.4	107%	950.0
Total income	1,268.0	1,011.2	25%	2,401.6
Operating expense	(641.5)	(447.3)	43%	(1,006.7)
Pre provision operating profit	626.6	563.9	11%	1,394.9
Loan losses & provision	(144.3)	(206.5)	(30%)	(499.6)
Core Profit before tax	482.3	357.4	35%	895.3
Net Gain on Fair Value Changes	21.0	26.2	(20%)	72.0
Profit before tax	503.2	383.5	31%	967.4
Profit after tax	377.3	288.5	31%	745.5
Total Comprehensive Income	396.8	269.1	47%	735.6

IIFL Finance (Standalone): Financial trends

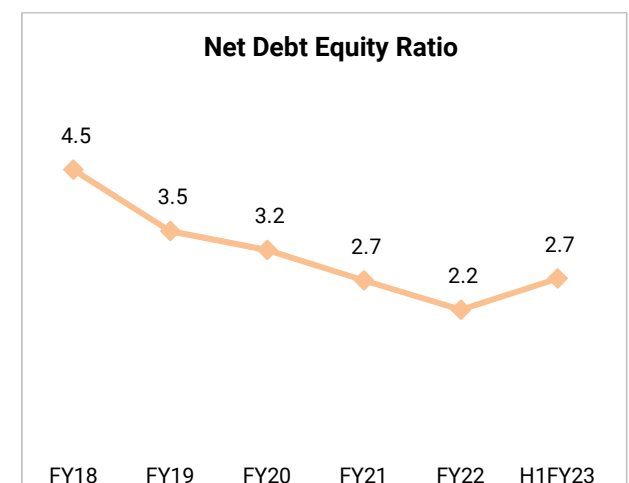
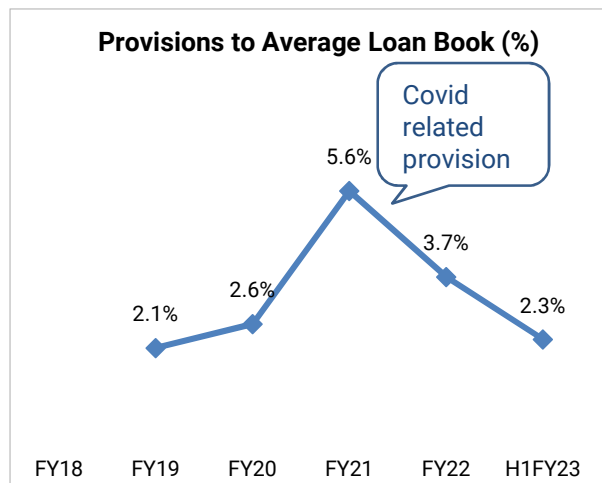
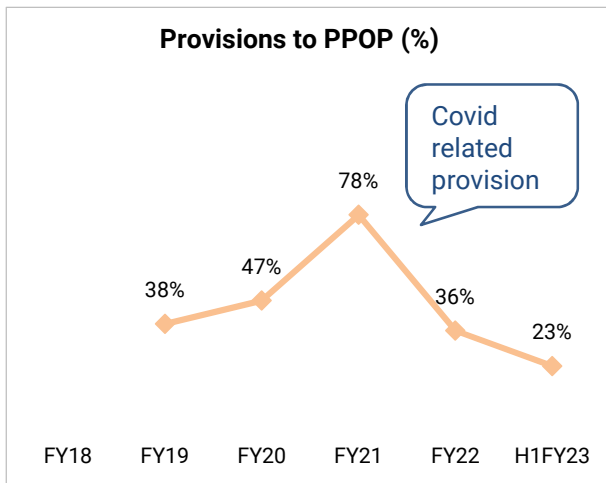
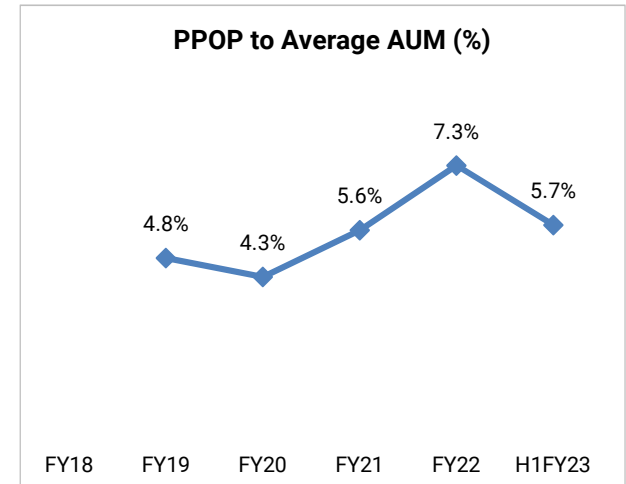
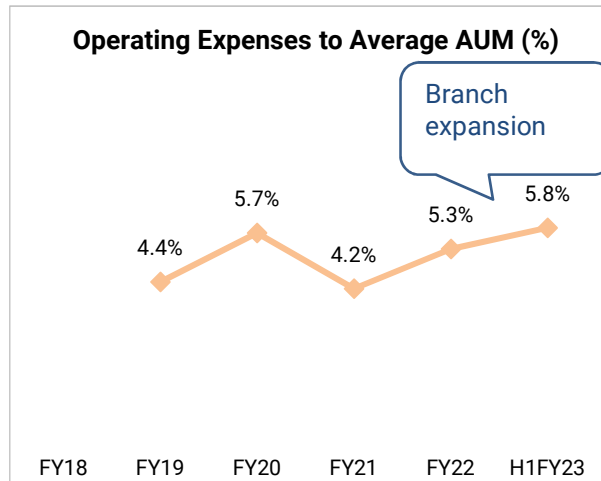
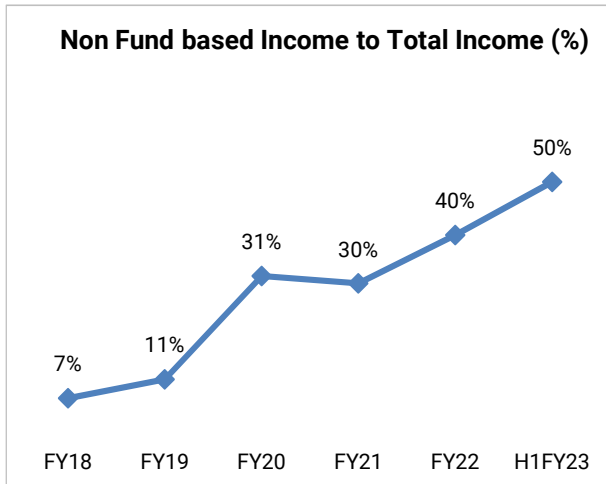
Robust financial performance and growth



- Colending includes Business Correspondence and Co-origination

IIFL Finance (Standalone): Key ratios trends

Income, return, asset & leverage ratios



Note: H1FY23 numbers are annualized wherever applicable

IIFL Home Finance: Quarterly Results



₹ Cr	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q
Interest income	504.7	414.8	22%	435.1	16%
Interest expense	(290.7)	(266.6)	9%	(280.2)	4%
Net interest income	214.0	148.2	44%	154.9	38%
Non-fund based income	111.8	142.6	(22%)	204.1	(45%)
Total income	325.8	290.8	12%	359.0	(9%)
Operating expense	(85.3)	(59.4)	44%	(91.2)	(6%)
Pre provision operating profit	240.5	231.3	4%	267.7	(10%)
Loan losses & provision	(39.4)	(34.7)	14%	(59.8)	(34%)
Core Profit before tax	201.1	196.6	2%	207.9	(3%)
Net Gain on Fair Value Changes	49.0	0.5	9758%	8.1	504%
Profit before tax	250.1	197.1	27%	216.1	16%
Profit after tax	194.4	153.4	27%	166.0	17%
Total Comprehensive Income	193.7	149.3	30%	174.4	11%

Figures have been regrouped as per Consol Financials

IIFL Home Finance: Half yearly Results

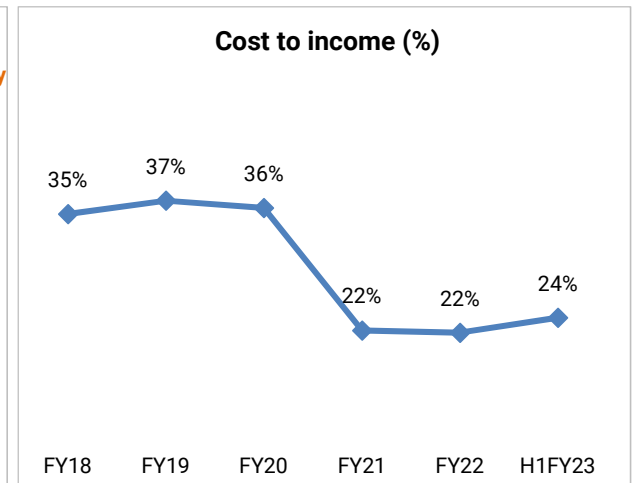
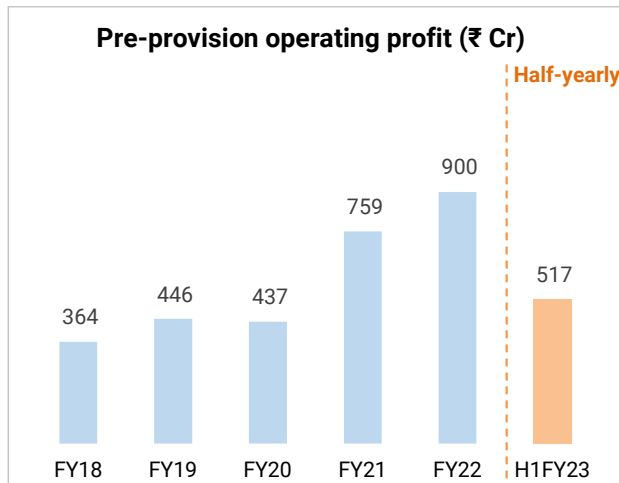
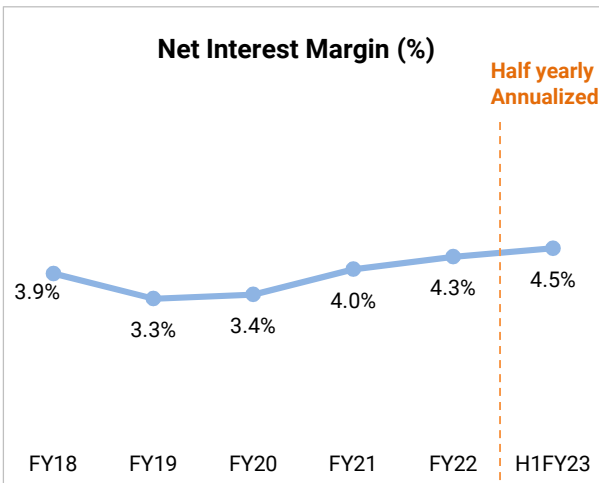
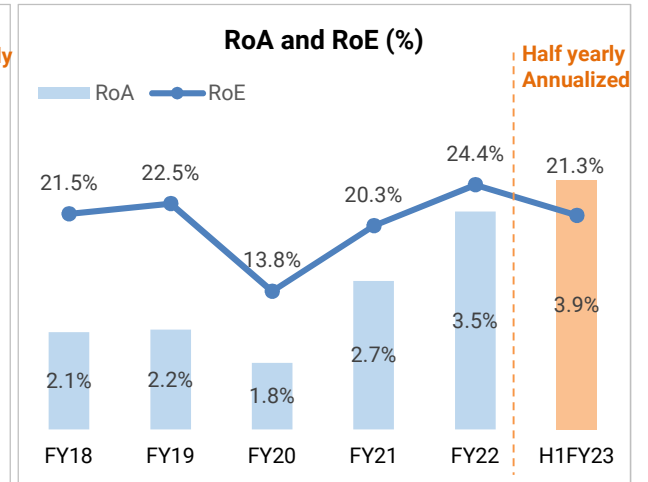
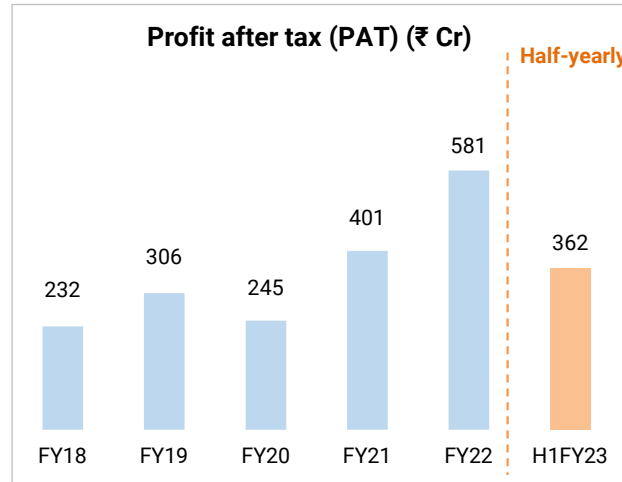
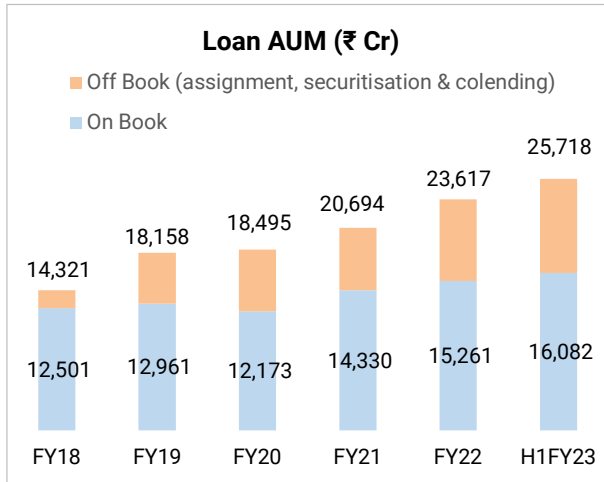


₹ Cr	H1FY23	H1FY22	Y-o-Y	FY22
Interest income	939.8	823.8	14%	1,657.3
Interest expense	(570.9)	(521.1)	10%	(1,062.9)
Net interest income	368.9	302.7	22%	594.3
Non-fund based income	317.1	240.0	32%	477.6
Total income	686.0	542.8	26%	1,148.6
Operating expense	(176.6)	(114.8)	54%	(253.0)
Pre provision operating profit	509.4	428.0	19%	895.6
Loan losses & provision	(99.2)	(65.0)	53%	(155.9)
Core Profit before tax	410.2	363.0	13%	739.7
Net Gain on Fair Value Changes	57.1	1.4	3849%	6.3
Profit before tax	467.3	364.5	28%	746.0
Profit after tax	361.5	283.6	27%	578.0
Total Comprehensive Income	368.1	286.1	29%	597.9

Figures have been regrouped as per Consol Financials

IIFL Home Finance: Financial trends

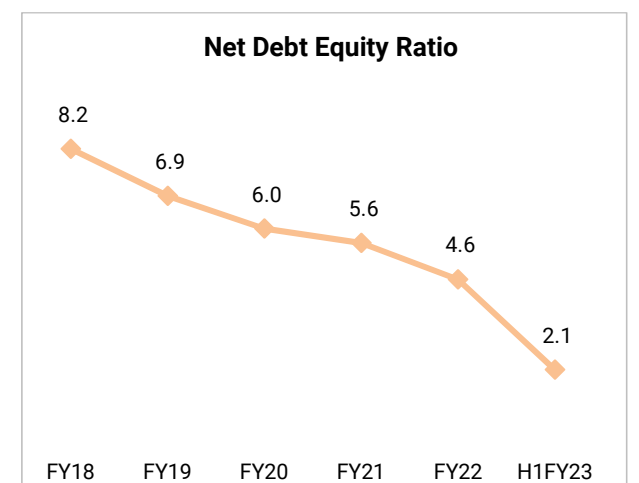
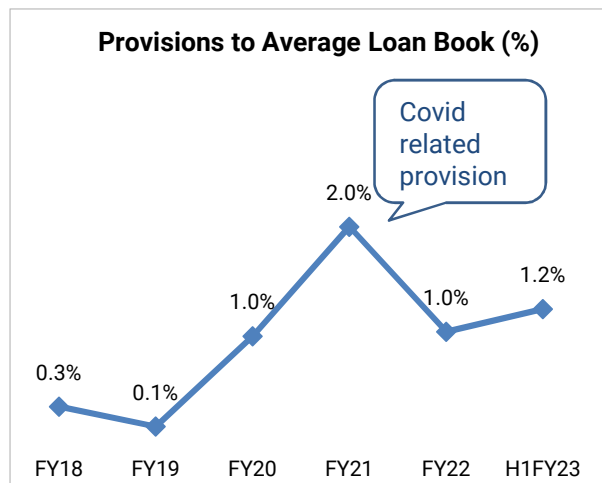
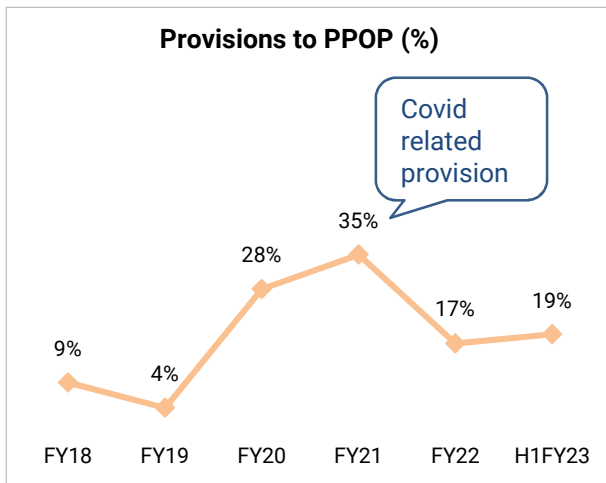
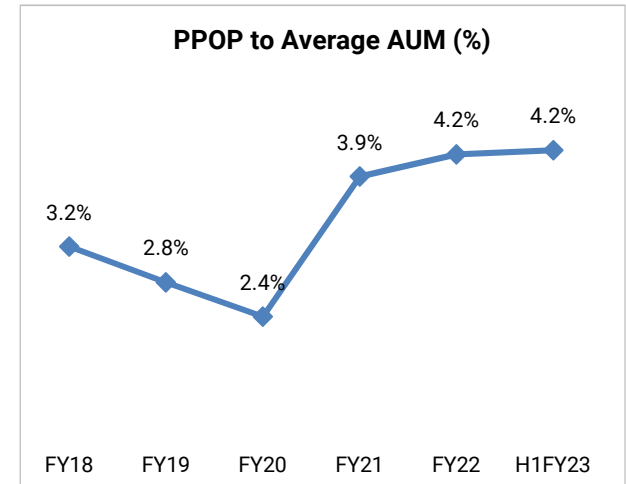
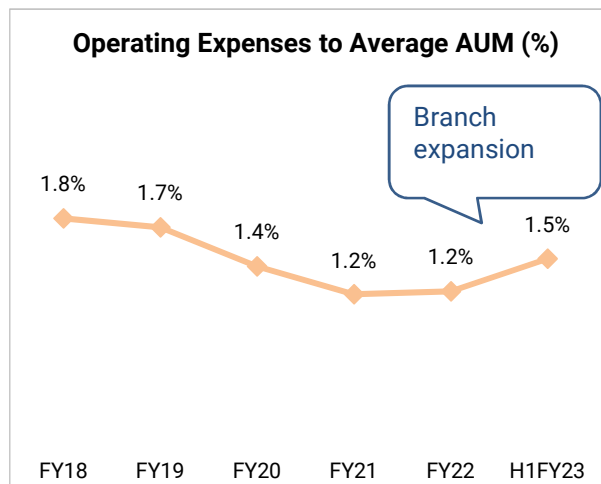
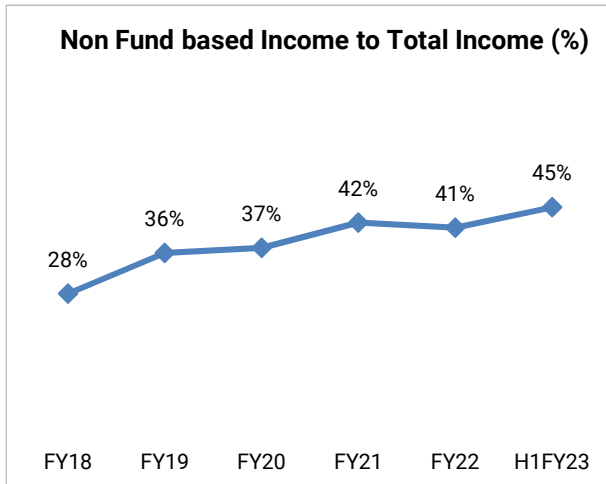
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Note: Co-lending includes Business Correspondence and Co-origination

IIFL Home Finance: Key ratios trends

Income, return, asset & leverage ratios



Note: H1FY23 numbers are annualized wherever applicable

IIFL Samasta Finance: Quarterly Results



₹ Cr	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q
Interest income	336.6	216.7	55%	310.9	8%
Interest expense	(132.6)	(90.1)	47%	(128.0)	4%
Net interest income	204.0	126.5	61%	182.9	12%
Non-fund based income	32.4	4.8	581%	53.1	(39%)
Total income	236.4	131.3	80%	236.0	0%
Operating expense	(130.7)	(77.4)	69%	(117.8)	11%
Pre provision operating profit	105.7	53.9	96%	118.2	(11%)
Loan losses & provision	(89.5)	(49.2)	82%	(111.8)	(20%)
Core Profit before tax	16.3	4.7	247%	6.4	154%
Net Gain/(Loss) on Fair Value Changes	1.6	4.0	(60%)	1.6	1%
Profit before tax	17.9	8.7	106%	8.0	124%
Profit after tax (pre minority)	14.2	7.7	84%	6.9	104%

Figures have been regrouped as per Consol Financials

IIFL Samasta Finance : Half yearly Results

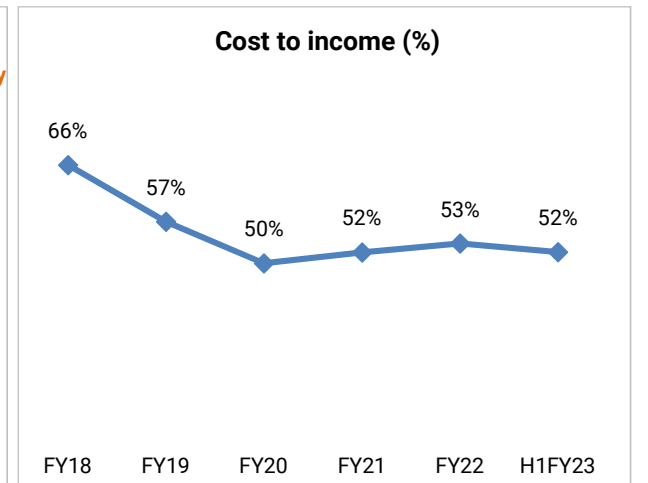
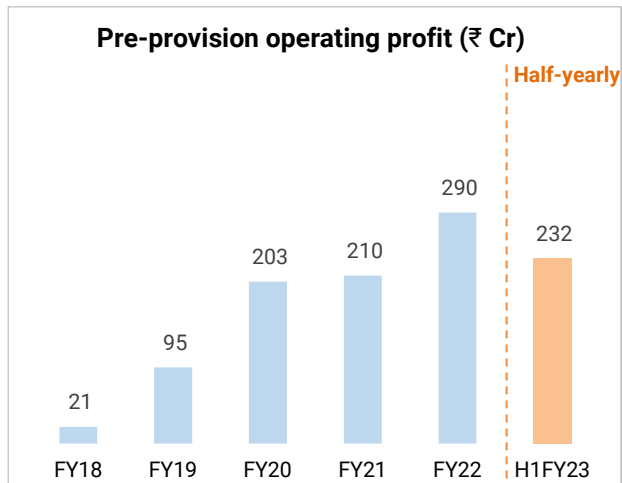
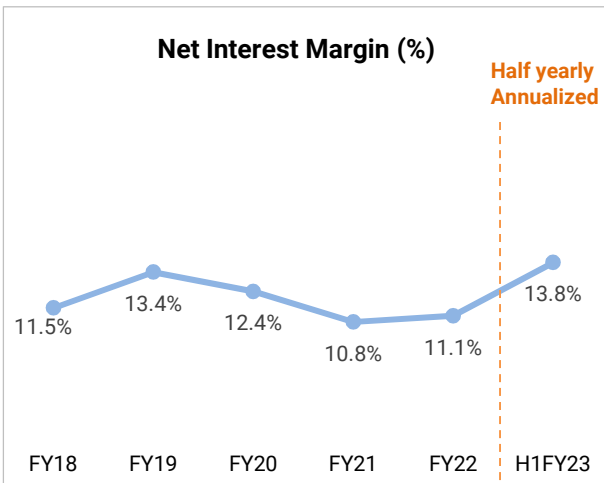
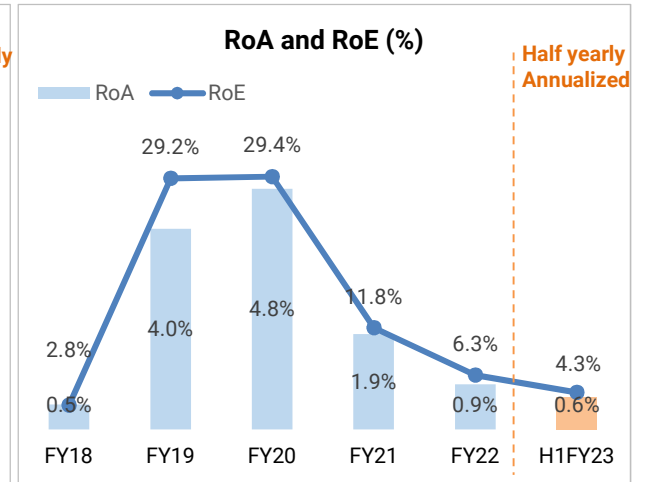
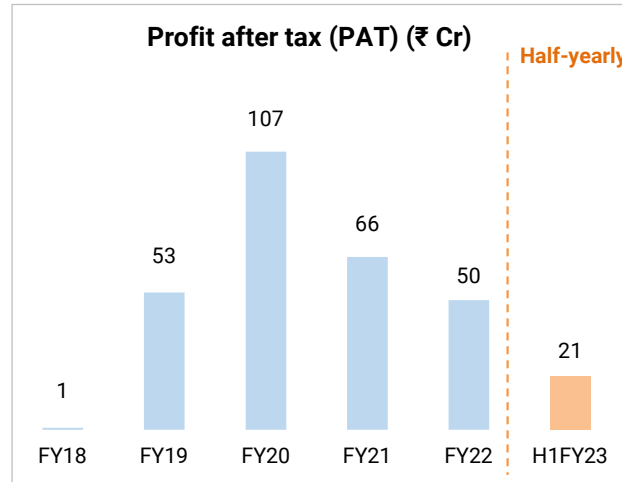
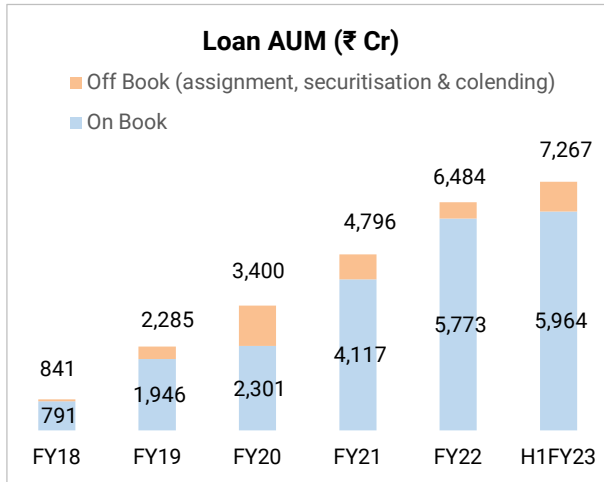


₹ Cr	H1FY23	H1FY22	Y-o-Y	FY22
Interest income	647.5	429.9	51%	946.0
Interest expense	(260.6)	(179.4)	45%	(395.1)
Net interest income	386.9	250.5	54%	550.9
Non-fund based income	85.5	10.8	689%	57.7
Total income	472.4	261.3	81%	608.6
Operating expense	(248.5)	(140.7)	77%	(328.6)
Pre provision operating profit	223.9	120.6	86%	280.0
Loan losses & provision	(201.2)	(102.9)	96%	(228.1)
Core Profit before tax	22.7	17.7	28%	51.9
Net Gain/(Loss) on Fair Value Changes	3.2	4.6	(31%)	7.0
Profit before tax	25.8	22.3	16%	59.0
Profit after tax (pre minority)	21.1	18.9	12%	50.6

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IIFL Samasta Finance : Financial trends

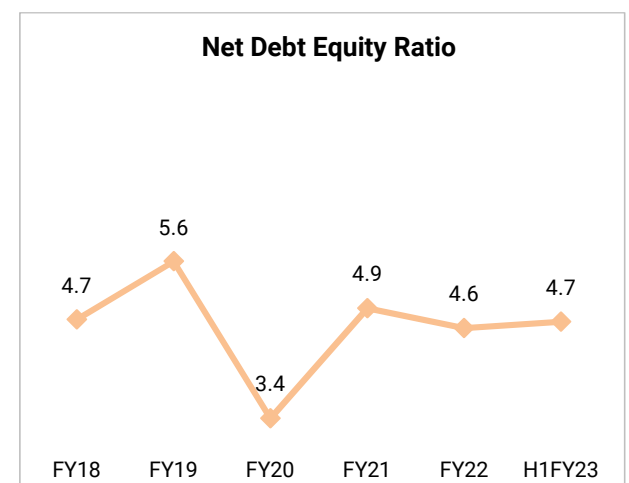
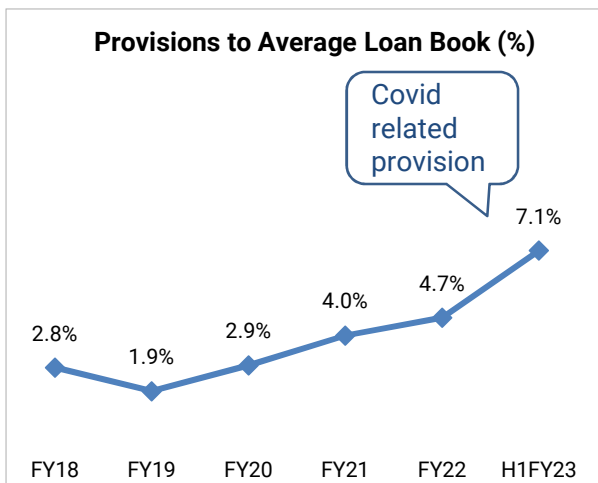
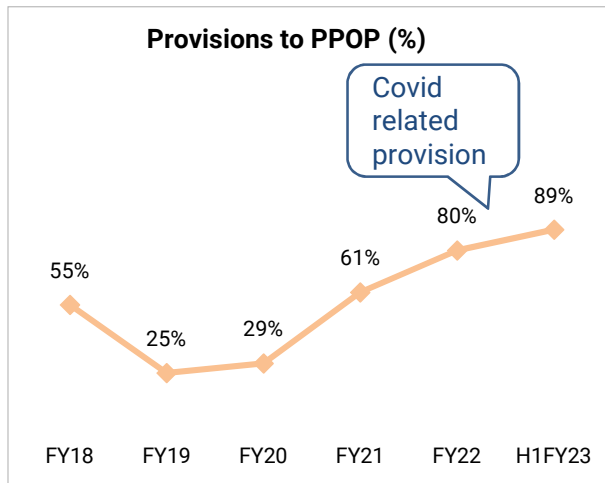
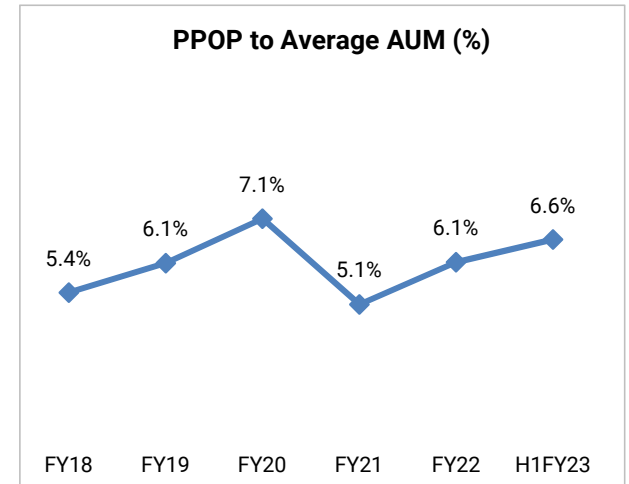
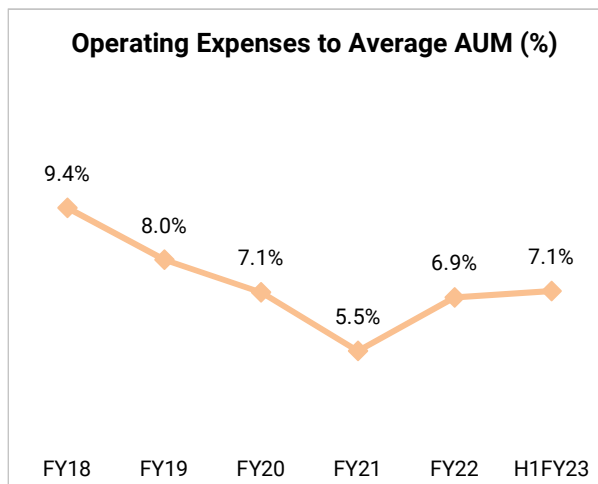
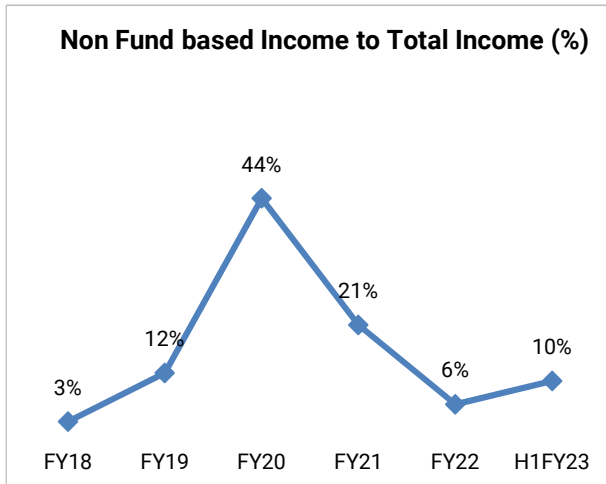
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IIFL Samasta Finance : Key ratios trends

Income, return, asset & leverage ratios



Note: H1FY23 numbers are annualized wherever applicable

Thank you

Published in October 2022

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