



ICFL/LS/0154/2024-25

October 21, 2024

BSE Limited

Listing Department, 1st Floor,
P J Towers, Dalal Street, Fort,
Mumbai - 400 001.

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
(E), Mumbai – 400 051.

Scrip Code: 541336

Symbol: INDOSTAR

Sub.: Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) for the quarter and half year ended September 30, 2024

Ref.: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)

Dear Sir/ Madam,

Pursuant to Regulation 30 of Listing Regulations, please find enclosed Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2024.

Request you to kindly take the above on record and disseminate the same on your website.

Thanking you,

Yours faithfully,

For **IndoStar Capital Finance Limited**

Shikha Jain

Company Secretary & Compliance Officer
(Membership No. A59686)

Encl.: a/a

IndoStar Capital Finance Limited

Registered Office: Silver Utopia, Third Floor, Unit No 301-A, Opposite P & G Plaza, Cardinal Gracious Road, Chakala, Andheri (E), Mumbai - 400099, India. | T +91 22 4315 7000 | contact@indostarcapital.com | www.indostarcapital.com
CIN: L65100MH2009PLC268160



INDOSTAR

"Your Path To A Better Life"



INDOSTAR CAPITAL FINANCE

Investor Presentation – September 2024

Safe Harbor

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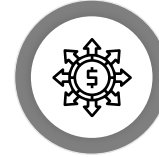
Focus on Higher Yield products

- Recalibrated with high yield, low ticket size secured products
- Moving branch network into the hinterland, serving customers in tier 3 and tier 4 towns
- Branch teams incentivized to ensure unit economics of every loan and their individual branch P&L
- Corporate insurance agency tie-up with HDFC Life and Cholamandalam MS for loan and credit protection



Asset Quality

- Improved underwriting processes/controls ensuring lower flows
- Technology enabled collections minimising cash handling
- Optimizing collection infrastructure focusing on 1+flow
- Concerted effort to reduce stressed non-core assets across the Corporate and SME Books
- Clearing old delinquencies in core business, reflected in high gross collection efficiencies and improving GNPA, through repossession and settlement



Diversifying Liability Franchise

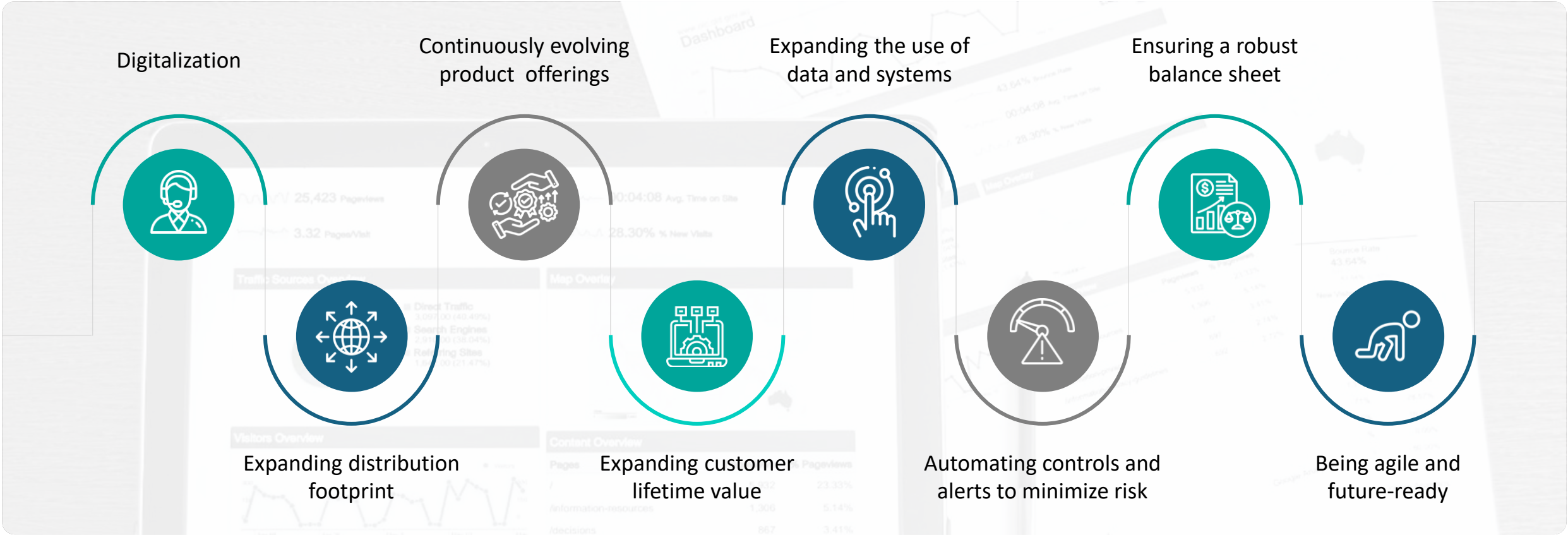
- IndoStar's long term facilities' rating upgraded to 'Stable' from 'Negative' while reaffirming the rating at 'CRISIL AA-' and short-term rating of commercial paper is reaffirmed at 'A1+' in September 2024.
- IndoStar's rating upgraded to 'AA-' with outlook 'Stable' by rating agency 'CARE' in November 2023
- Sanctions from banking system started from third quarter of FY24. Continued focus on raising term debt from the banking system, supplemented with other sources of financing
- IndoStar successfully executed securitization transactions and completed maiden NCD public issue to maintain a healthy cash position including undrawn lines of INR 1,649 Cr. on Sep 30, 2024. Incremental costs of funds raised at lower rate



Cost Optimization

- Leveraging technology across loan lifecycle and increasing the physical footprint of branches
- Focused on opening micro-branches this year that operate with greater efficiency, less manpower in smaller catchments and leverage the company's Customer App for service fulfillment
- Investments in technology and digitization, to improve speed of loan origination through disbursal and increase self-serve tools available to the customer to reduce customer service costs
- Focus on delayering the organization and investing in front-end headcount while automating backend processes

Continued Focus Areas



Key Performance Highlights – Q2FY25

Consolidated



AUM

₹ 10,112 crs

Q2FY24: ₹ 7,726 crs



Disbursements

₹ 1,724 crs

Q2FY24 : ₹ 1,269 crs



PAT

₹ 31.7 crs

Q2FY24: ₹ 24.8 crs



Branches

566 Branches

Q2FY24: 476



Human Capital

5,172

Q2FY24 : 3,512

Niwas Saathi is a Mobility Sales App for Home Loan Application

Key benefits

- > Mobile on feet for Sales Force
- > Onboarding customer by Sales team through Mobile App
- > Lead to Login conversion and customer sourcing through App
- > Quick TAT and Auto checked KYC of customer
- > KYC OGR and early to Accept/Reject on basis of CIBIL
- > Online Application Form generation with customer consent

INDO MITRA
Making Vehicle Finance Easy

We Heard You & We Brought Account Management To Your Fingertips
Live on the Play Store

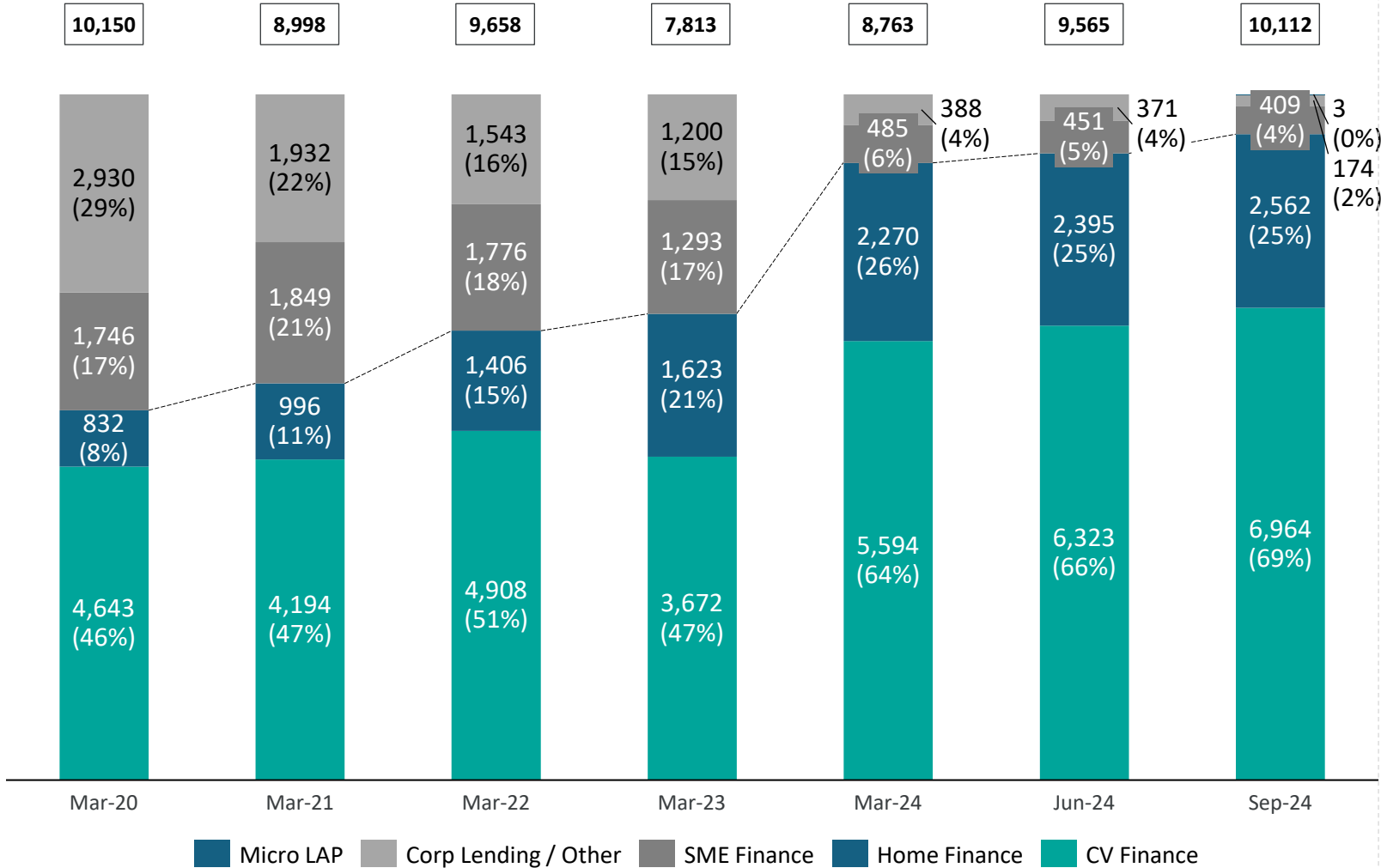
To download the app scan this QR code

Changing Portfolio Mix Driven by Retailisation Strategy

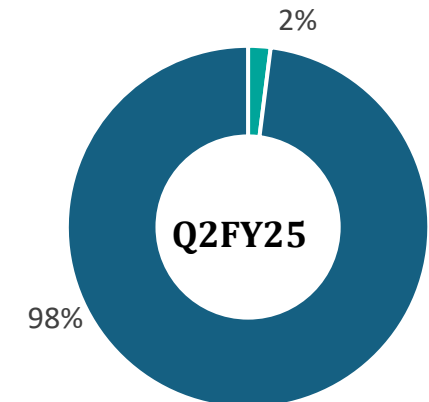
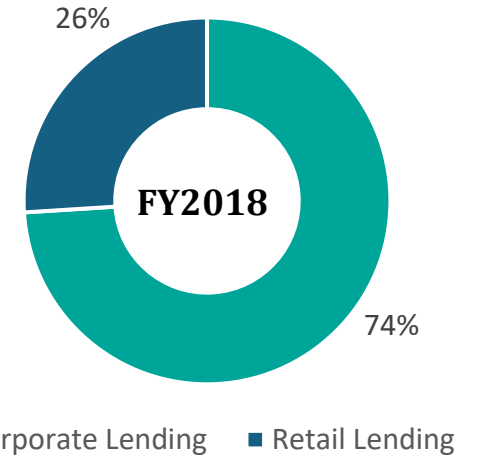
Consolidated



Break-up of Asset Under Management (₹ crs)*



Retailisation Strategy Playing Out



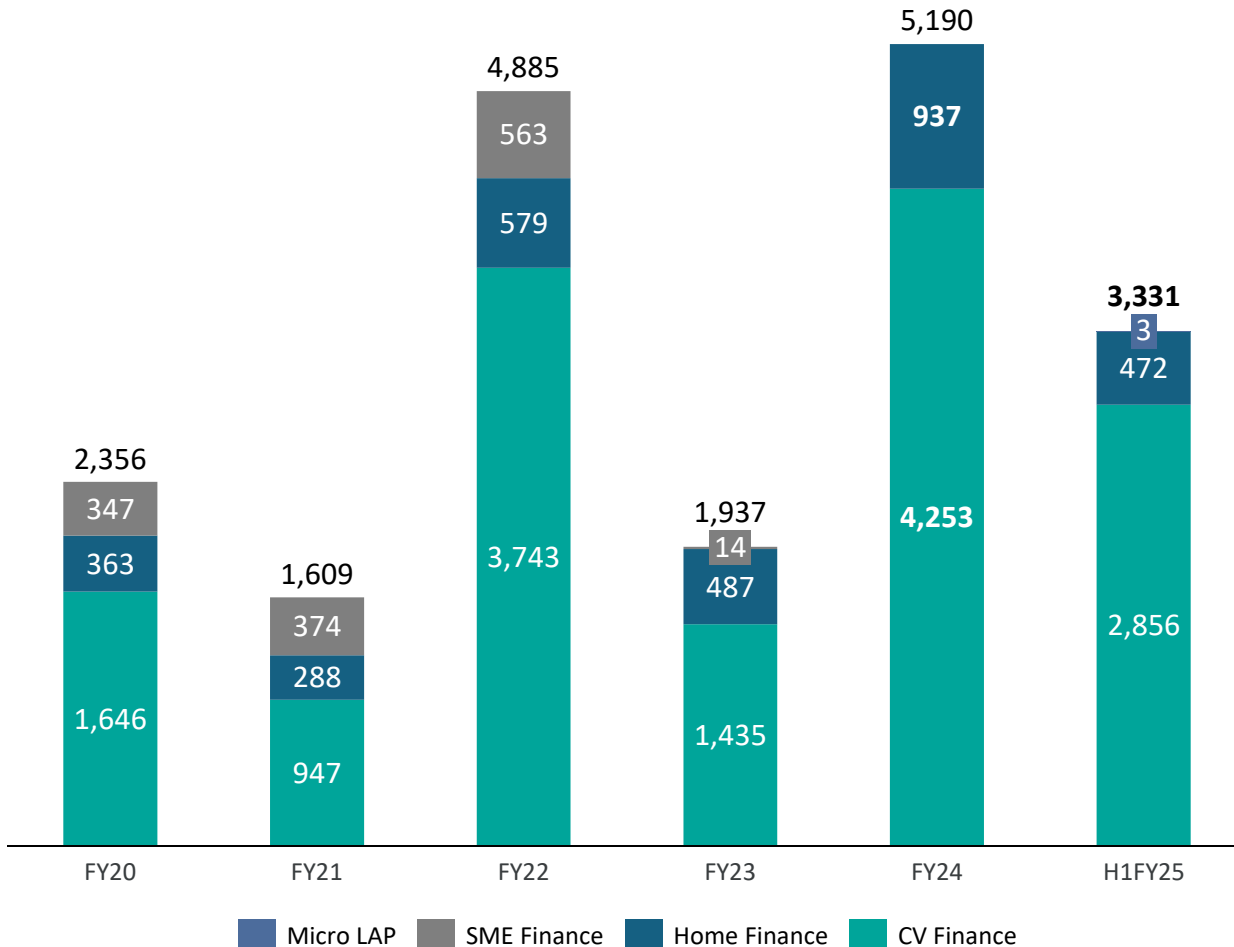
*Total AUM includes Loans given to employees

Retailisation Strategy Playing Out

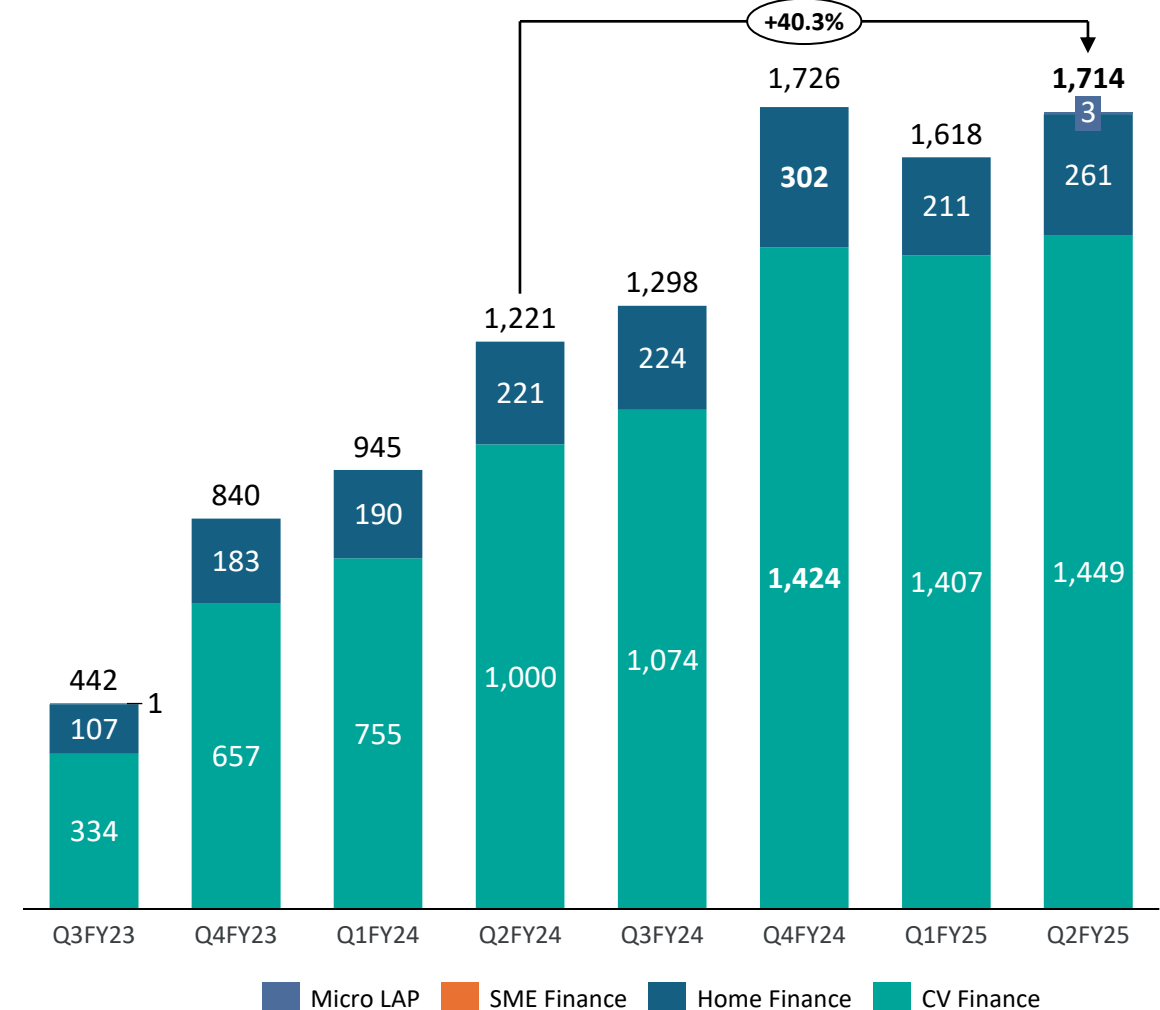
Consolidated



Disbursements: Retail (₹ crs)



Disbursements: Retail (₹ crs)

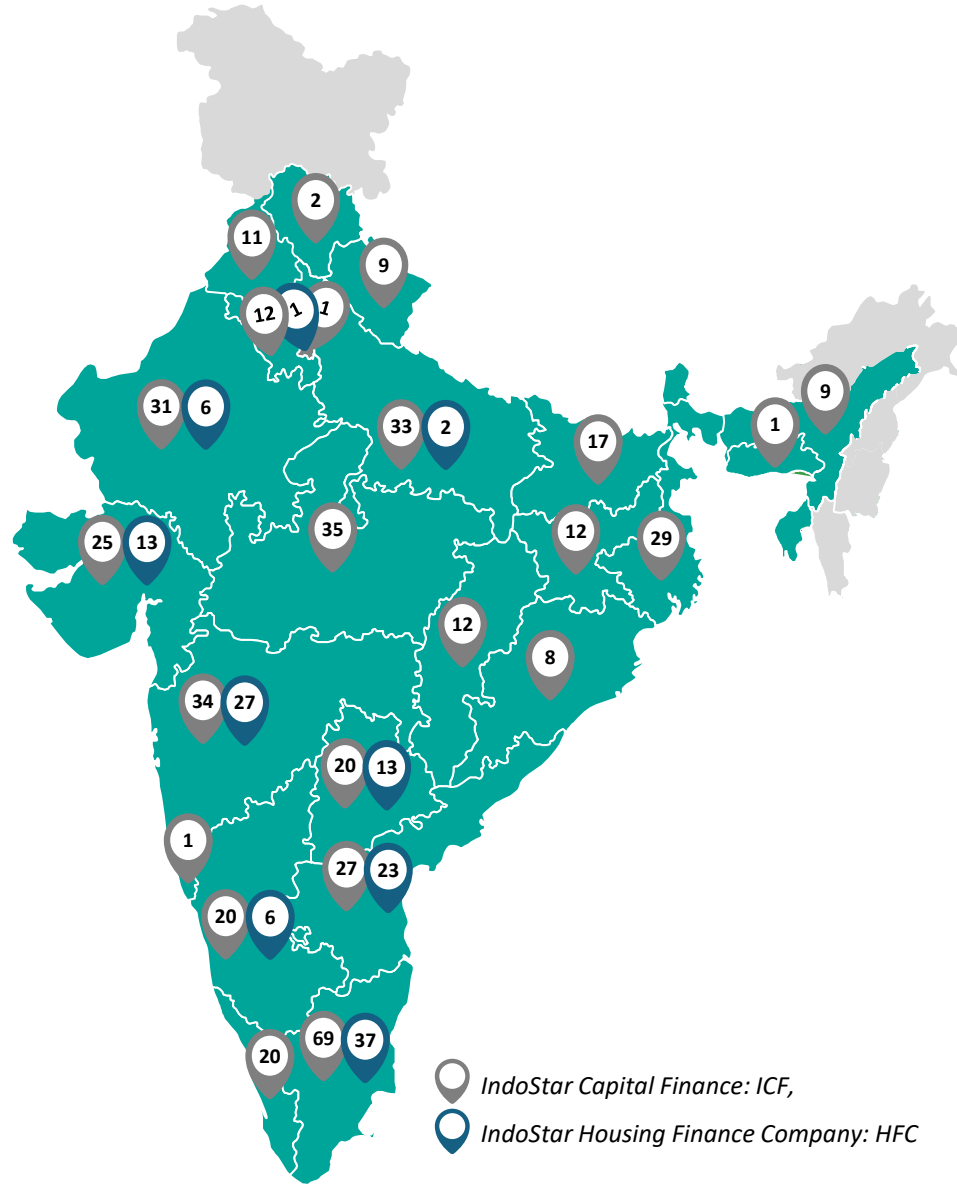


National Footprint Creating Runway for Growth

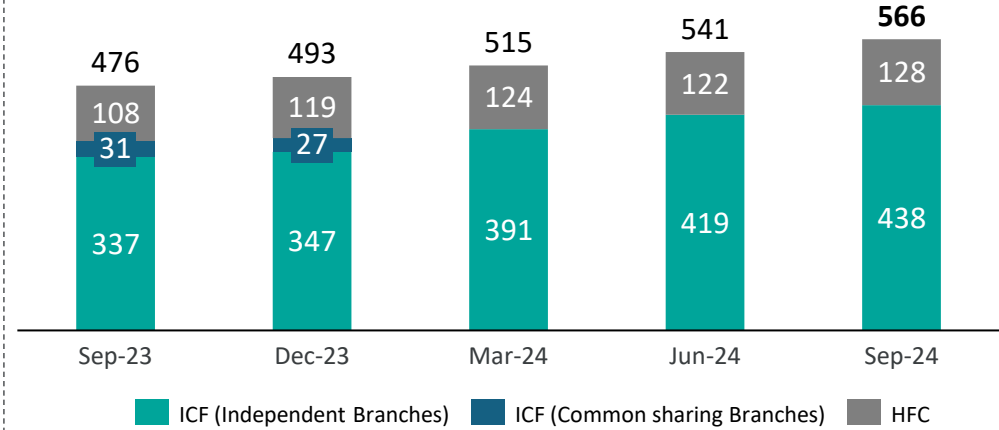
Consolidated



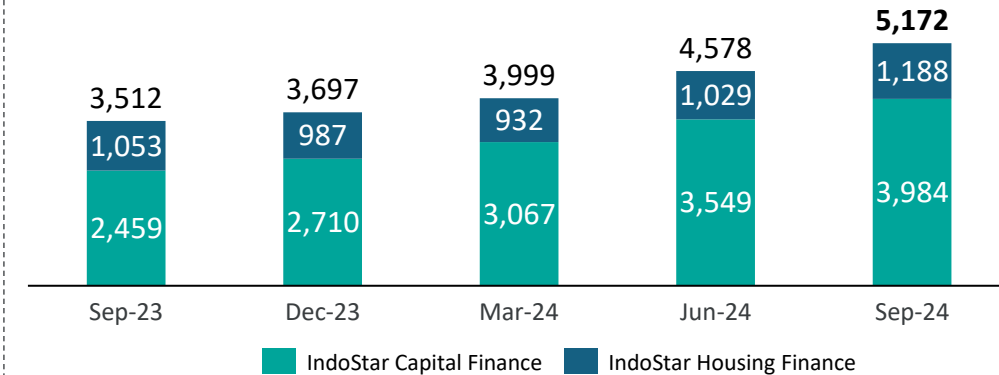
| No | States |
|----|----------------------|
| 1 | HIMACHAL PRADESH – 2 |
| 2 | PUNJAB – 11 |
| 3 | UTTARAKHAND – 9 |
| 4 | HARYANA – 12 |
| 5 | NEW DELHI – 2 |
| 6 | UTTAR PRADESH- 35 |
| 7 | RAJASTHAN – 37 |
| 8 | GUJARAT – 38 |
| 9 | MADHYA PRADESH – 35 |
| 10 | CHATTISGARH – 12 |
| 11 | BIHAR – 17 |
| 12 | JHARKHAND – 12 |
| 13 | WEST BENGAL – 29 |
| 14 | ASSAM – 9 |
| 15 | MEGHALAYA – 1 |
| 16 | ODISHA – 8 |
| 17 | TELANGANA – 33 |
| 18 | MAHARASHTRA – 61 |
| 19 | KARNATAKA – 26 |
| 20 | ANDHRA PRADESH – 50 |
| 21 | TAMIL NADU – 106 |
| 22 | KERALA – 20 |
| 23 | GOA - 1 |



566 Branches Across 23 States



Employee Base*



*On Roll Employees only



IndoStar Capital Finance Limited

Key Performance Highlights – Q2FY25

ICF Standalone

INDOSTAR
"Your Path To A Better Life"



AUM

₹ 7,550 crs

Q2FY24: ₹ 5,832 crs



Disbursements

₹ 1,462 crs

Q2FY24 : ₹ 1,048 crs



NIMs

5.2%

Q2FY24: 5.8%



Gross Stage 3

4.97%

Q2FY24: 8.14%



Net Stage 3

2.5%

Q2FY24: 4.0%



CRAR

25.9% CRAR

Q2FY24: 32.8%



Net Total
Income

₹ 165.9 crs

Q2FY24: ₹ 103.6 crs



PAT

₹ 18.0 crs

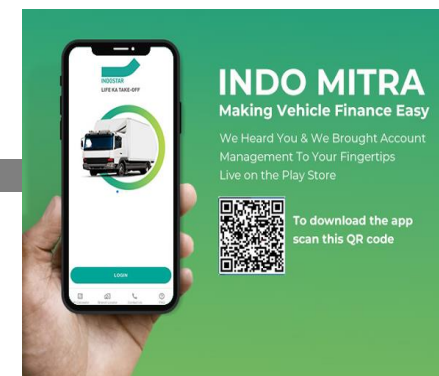
Q2FY24: ₹ 10.5 crs



Branches

438 Branches

Q2FY24: 368

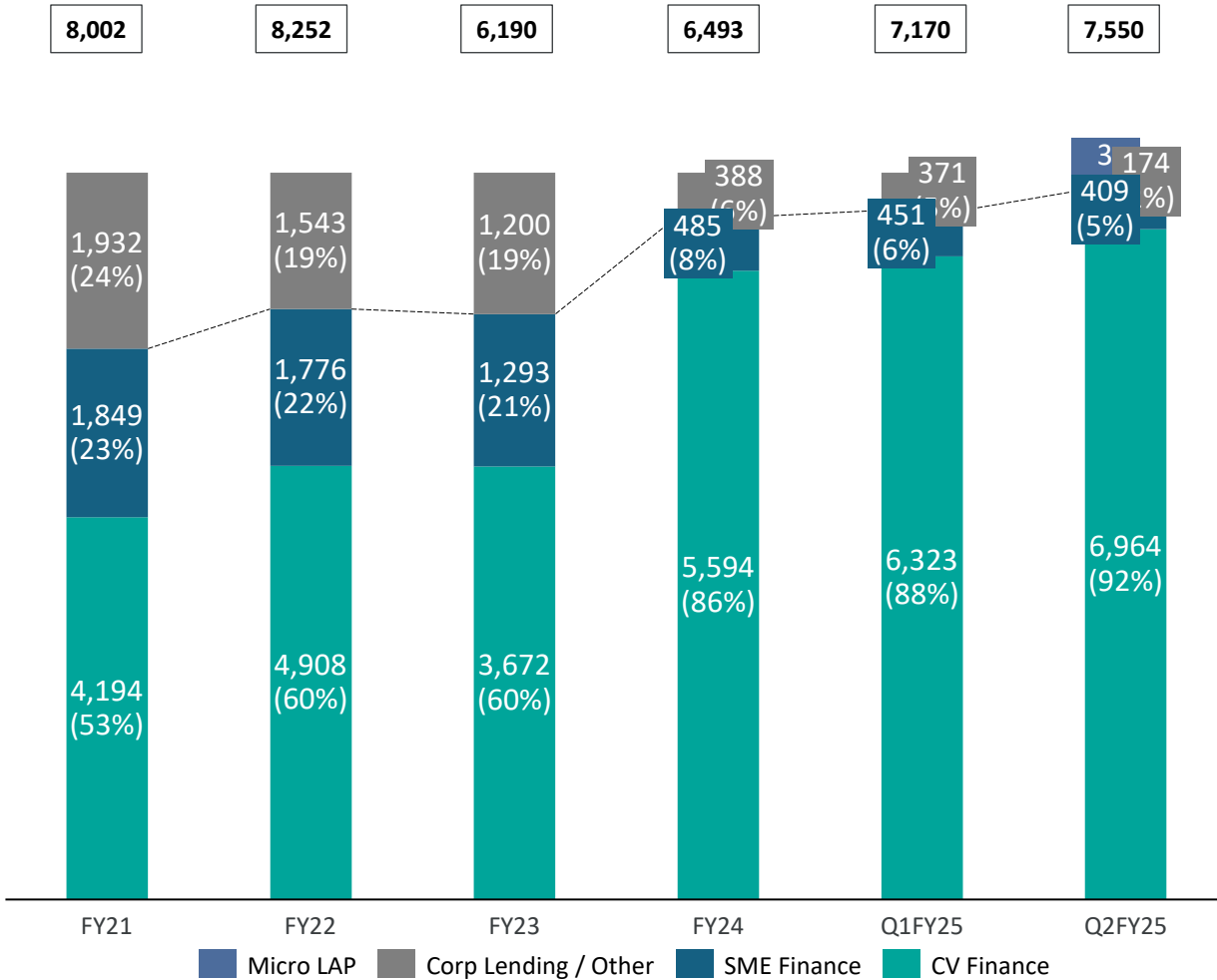


Expanding the used CV portfolio

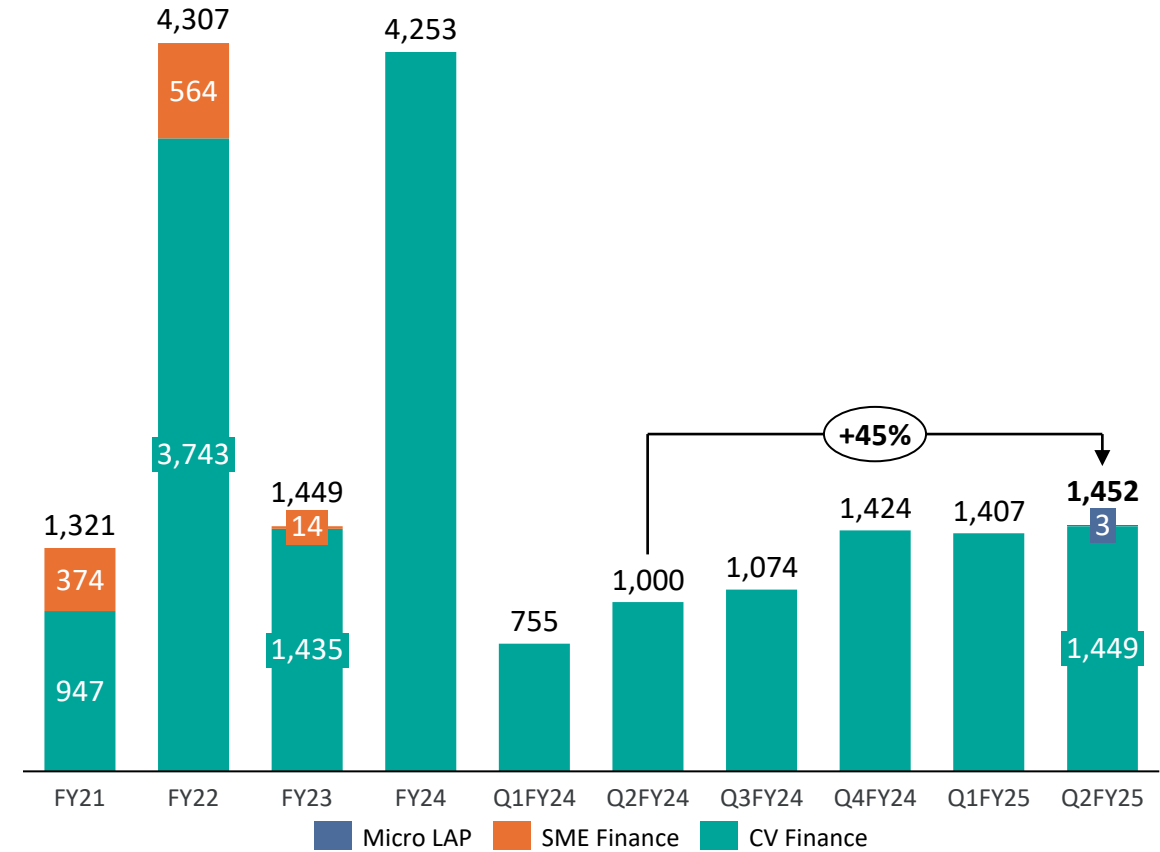
ICF Standalone



Break-up of Asset Under Management (₹ crs)



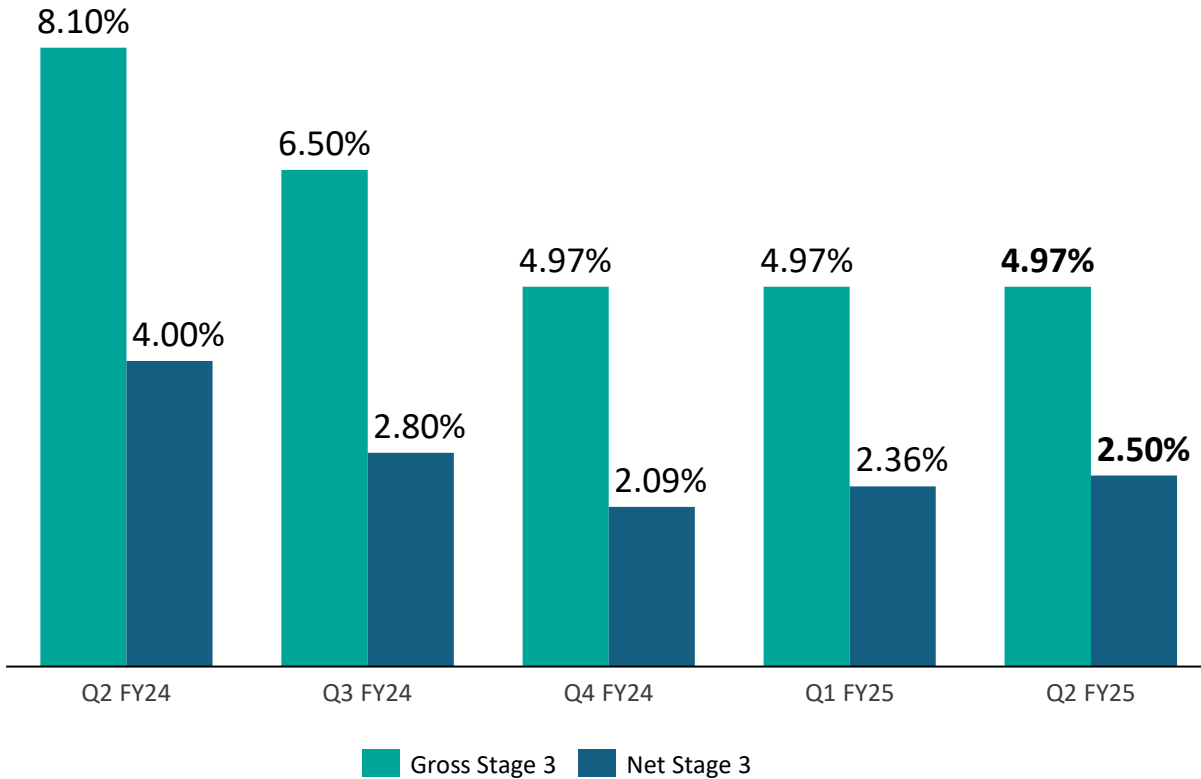
Retail Disbursements (₹ crs)



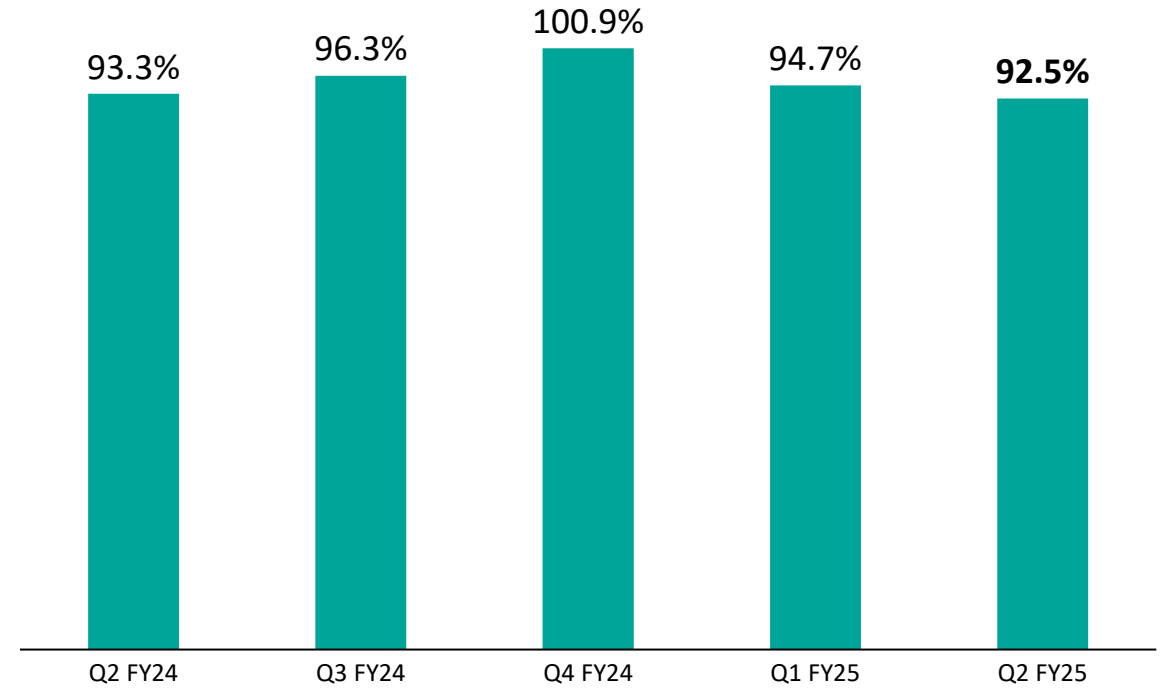
*Total AUM includes Loans given to employees

Movement of Non-performing Assets

NPA trends (%)



Collection Efficiency (Inc Overdue)(%)



Movement in staging of loan assets

ICF Standalone

INDOSTAR
"Your Path To A Better Life"

| Particulars (₹ crs) | Q2FY25 | Q1FY25 | Q4FY24 | Q3FY24 | Q2FY24 |
|---------------------|--------|--------|--------|--------|--------|
| Gross Stage 1 & 2 | 6,972 | 6,695 | 5,985 | 5,358 | 5,068 |
| ECL Stage 1 & 2 | 99 | 125 | 126 | 133 | 145 |
| Net Stage 1 & 2 | 6,873 | 6,570 | 5,859 | 5,225 | 4,923 |
| ECL Provision % | 1.44% | 1.87% | 2.1% | 2.5% | 2.9% |

| Particulars (₹ crs) | Q2FY25 | Q1FY25 | Q4FY24 | Q3FY24 | Q2FY24 |
|---------------------|--------|--------|--------|--------|--------|
| Gross Stage 3 | 365 | 350 | 313 | 370 | 449 |
| ECL Stage 3 | 186 | 188 | 185 | 217 | 236 |
| Net Stage 3 | 179 | 162 | 128 | 153 | 213 |
| ECL Provision % | 50.9% | 53.7% | 59.1% | 58.6% | 52.7% |

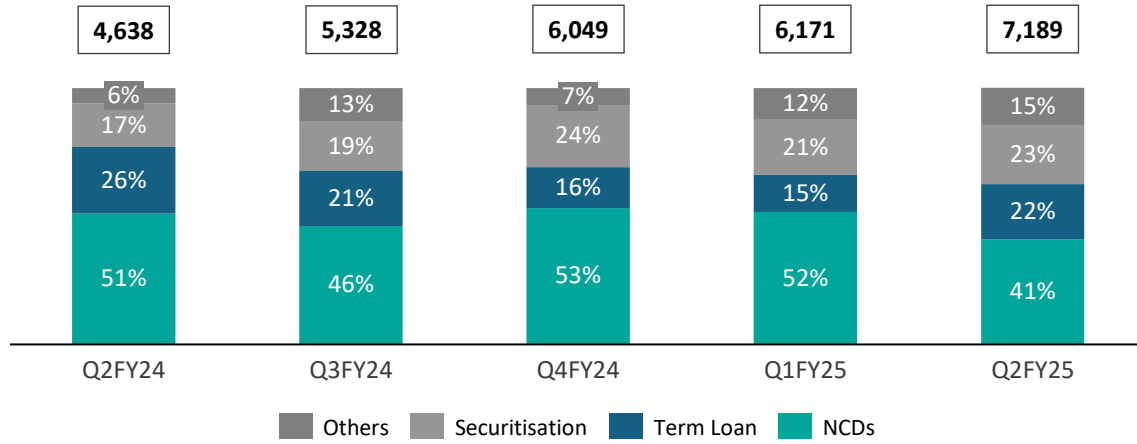
| Particulars (₹ crs) | Q2FY25 | Q1FY25 | Q4FY24 | Q3FY24 | Q2FY24 |
|---------------------|--------|--------|--------|--------|--------|
| Total ECL Provision | 285 | 313 | 311 | 350 | 381 |
| Gross Stage 3 % | 4.97% | 4.97% | 4.97% | 6.5% | 8.1% |
| Net Stage 3 % | 2.50% | 2.36% | 2.09% | 2.8% | 4.0% |

Diversified Borrowing Profile

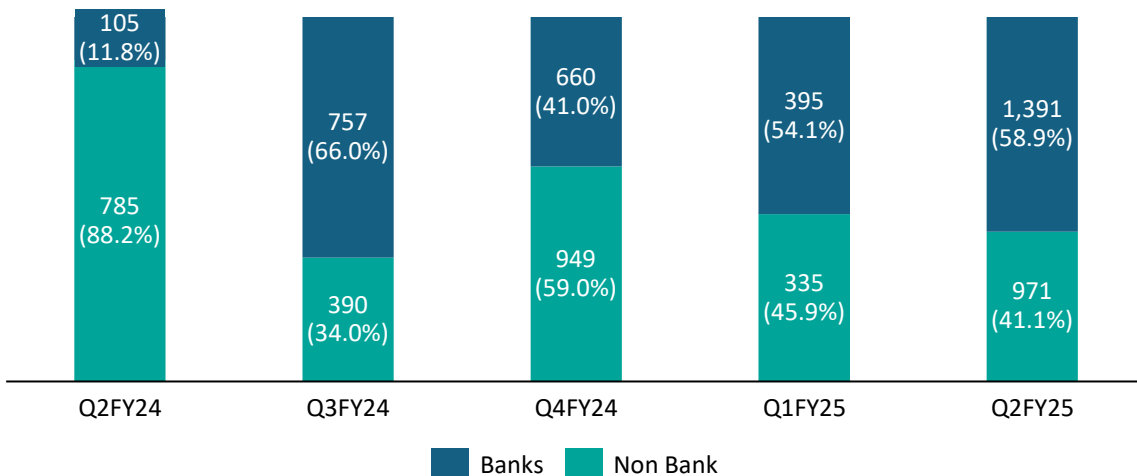
ICF Standalone



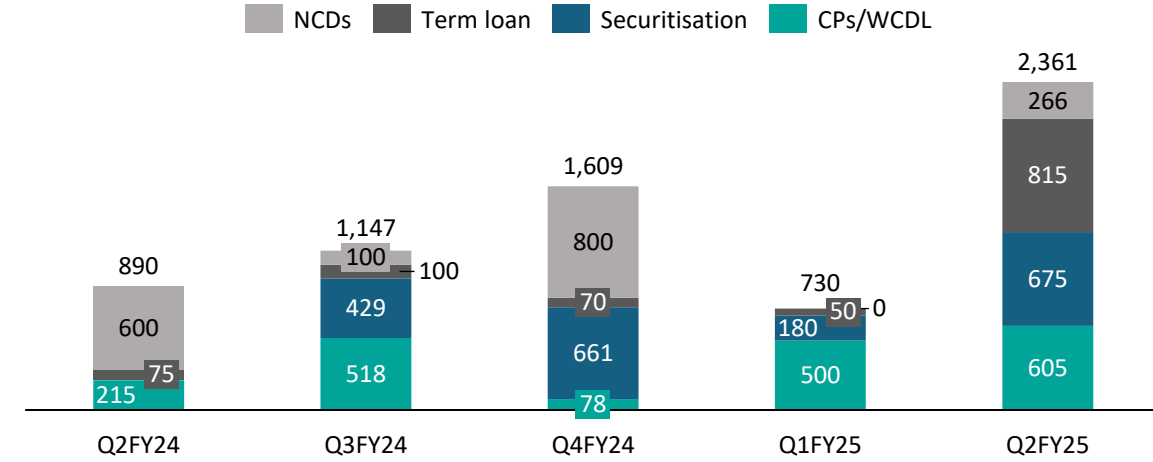
Diversified Funding Mix (Sep 2024)



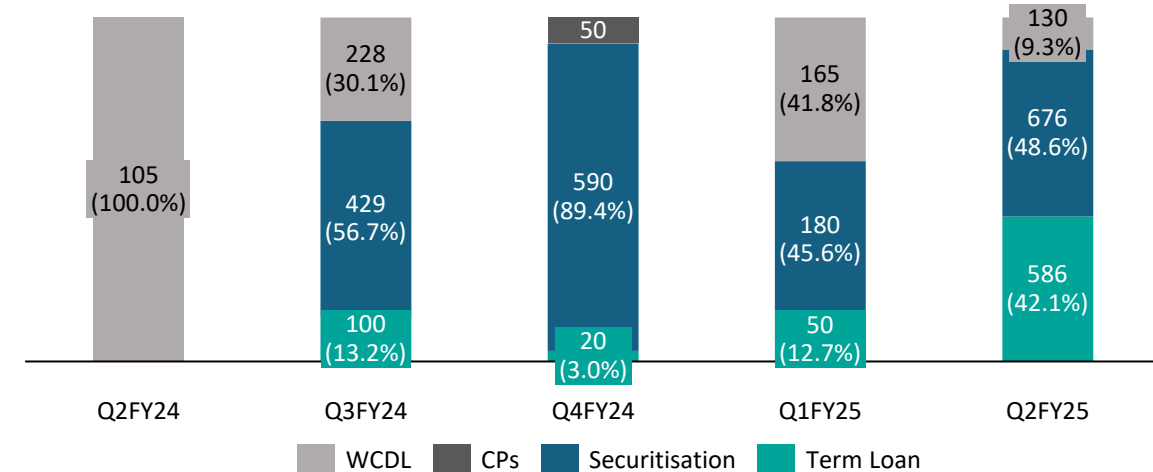
Sources of funds



Raised ₹ 2,361 Cr during Q2FY25



Break-up of Bank funding

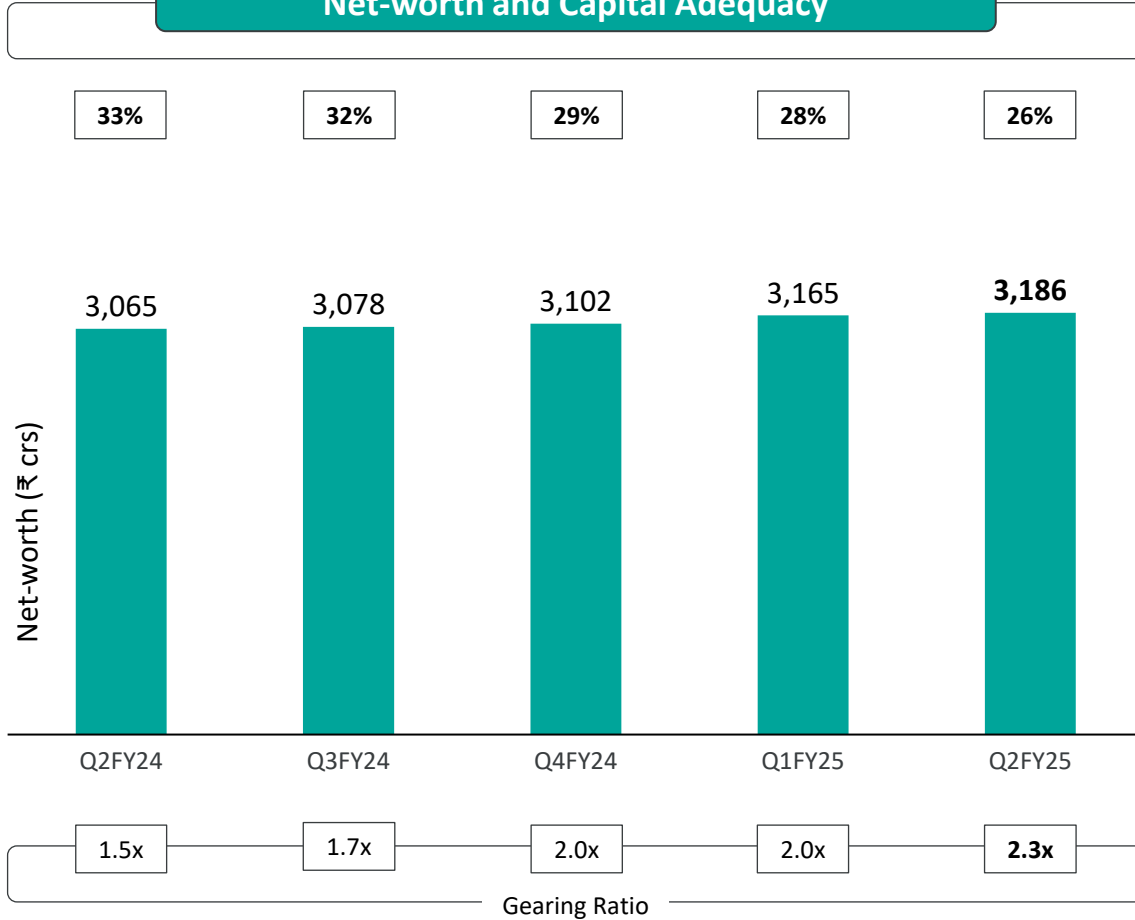


Credit Rating remains Strong

ICF Standalone



Net-worth and Capital Adequacy



- CRISIL rated long-term rating at **AA-/Stable** and short-term rating at A1+, revising the outlook to stable on Sep 09, 2024
- CARE rated long-term rating to **AA- / Stable** and short term rating re-affirmed at A1+ on 28th Nov 2023

Strong Credit Ratings

| Borrowing Type | Rating Firm | Ratings |
|-----------------|-------------|---------|
| Term Loans | CRISIL | AA (-) |
| | CARE | AA (-) |
| Redeemable NCDs | CRISIL | AA (-) |
| | CARE | AA (-) |
| CPs | CRISIL/CARE | A1 (+) |

Key Rating Drivers



Demonstrated support from majority shareholders, Brookfield & Everstone



Strong capitalisation with healthy net worth base



Increased granularity of loan book owing to retail focus, albeit low seasoning



CV Finance

Commercial Vehicle Industry

Commercial Vehicles are a proxy for economic growth

Provides direct / indirect employment to more than 50 Mn people

Over 70% of the goods/ people movement is by Road Transport

GDP Growth of 6%+, Robust Tax collections, Transparent / focused policies are spurring growth across CV segments

The commercial vehicle industry had marginal growth to 9.7 million units & within that some drop was experienced in LCVs & SCVs due to degrowth in the CNG segment. The growth in CVs was also impacted due to migration to higher-tonnage trucks which created higher payload capacity, that is not reflected in the number of units.



Commercial Vehicle Finance



AUM of
₹ 6,964 crs
Disbursements in
Q2FY25: ₹ 1,449 crs

Average Ticket Size of
₹ 6.9 Lakhs

Used Vehicle Disbursement
of 99% in Q2FY25

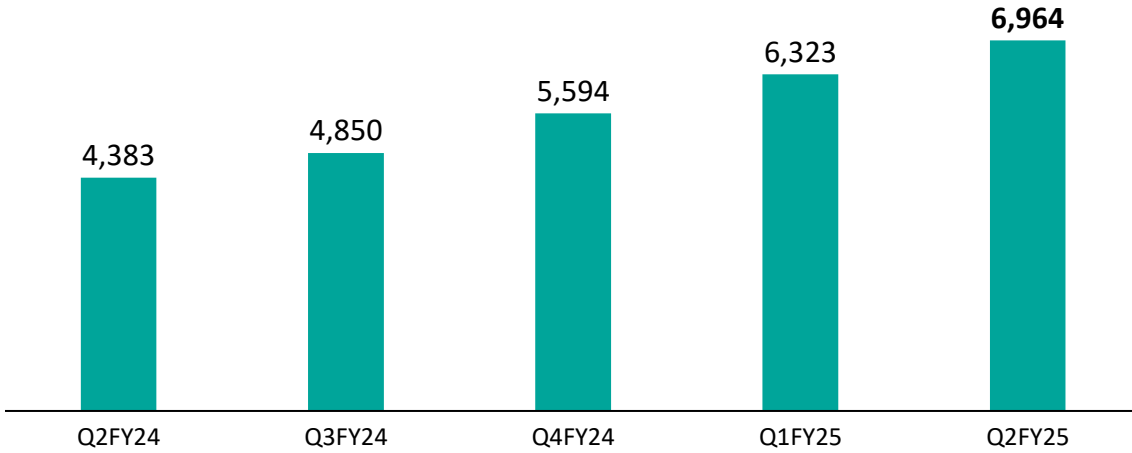
Presence across
23 States

Average Loan to Value
Ratio is 73.2% in Q2FY25
vis-à-vis 78.0% in
Q2FY24

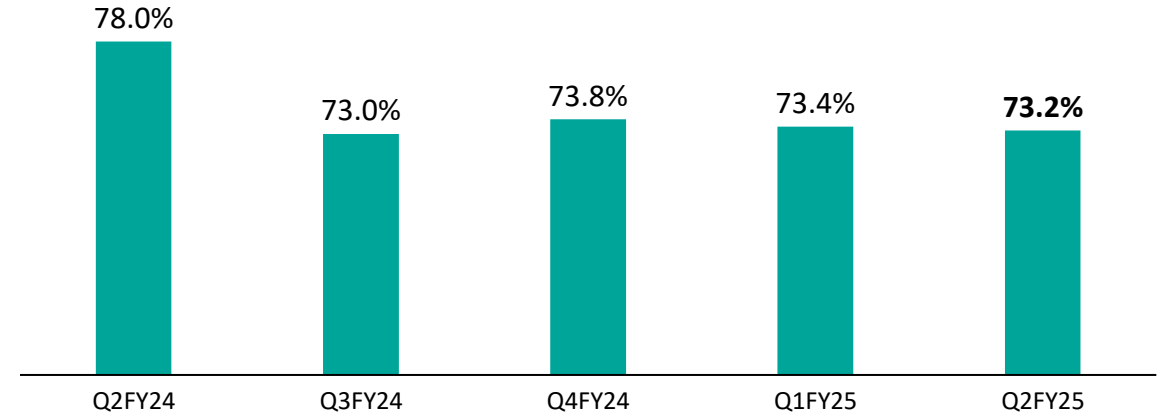
Disbursements Yield
~18.5%
Gross Stage 3 of 4.8% &
Net Stage 3 of 2.3%

CV Finance : Key Operational Parameters

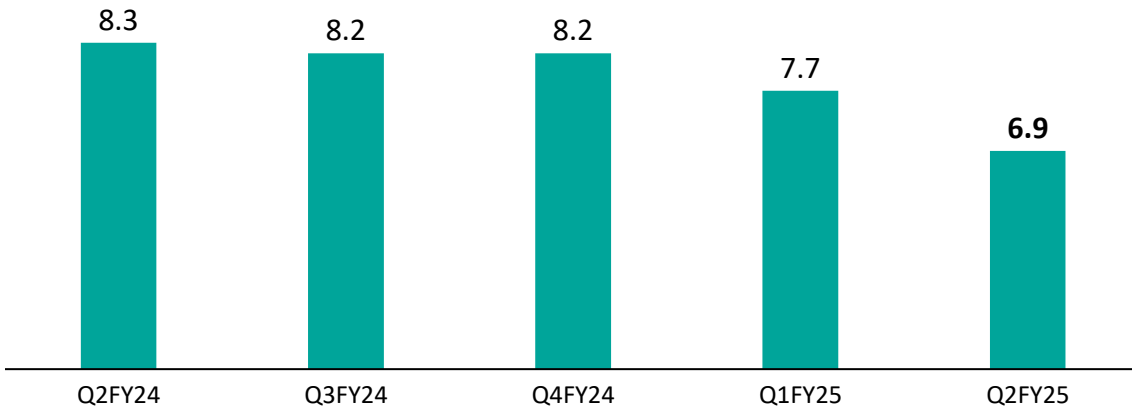
AUM (₹ crs)



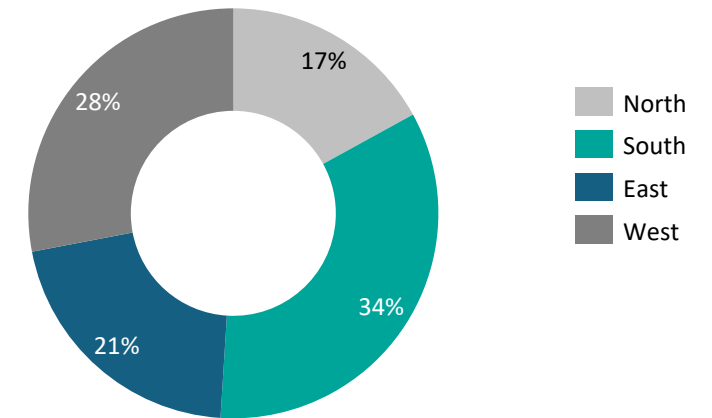
Loan to Value (%)



Average Ticket Size (₹ lakhs)

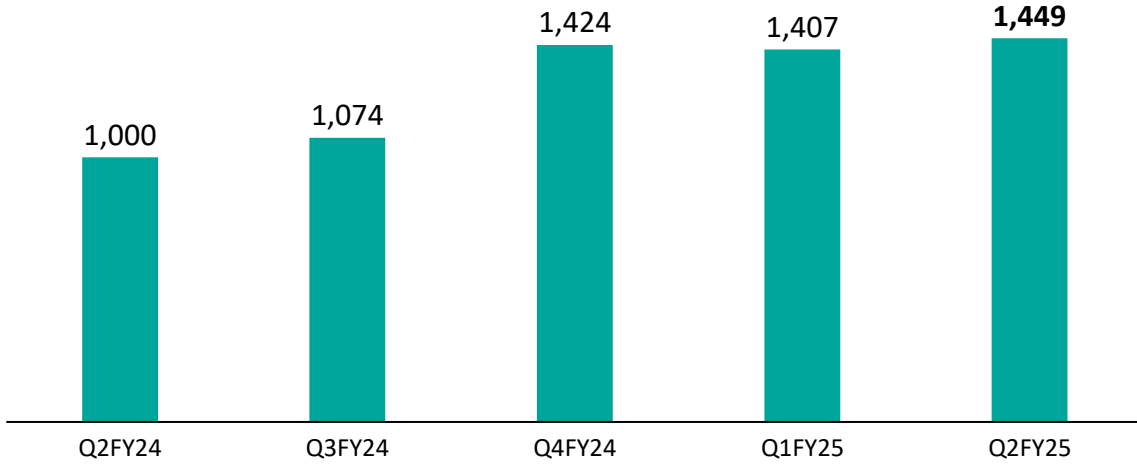


AUM Mix (Geography -Wise) (%)

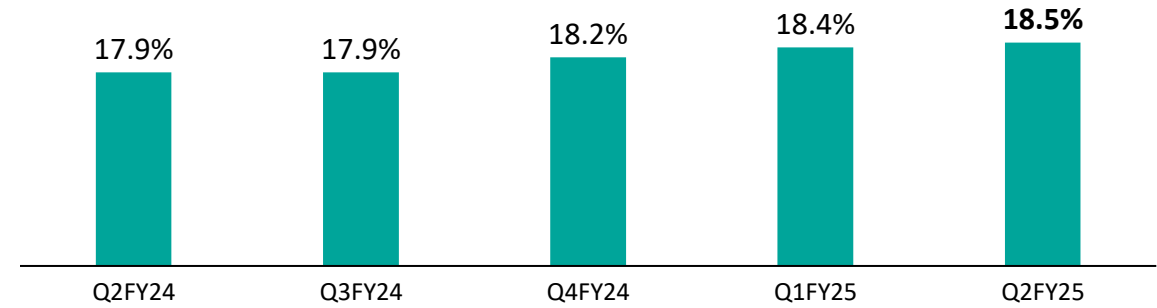


CV Finance : Key Operational Parameters

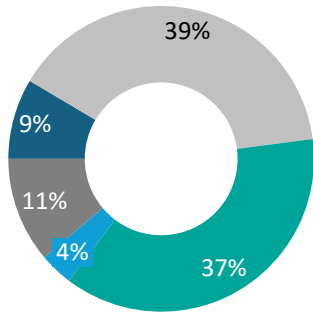
Disbursements (₹ crs)



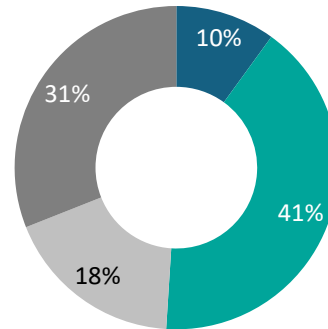
Disbursements Yield (%)



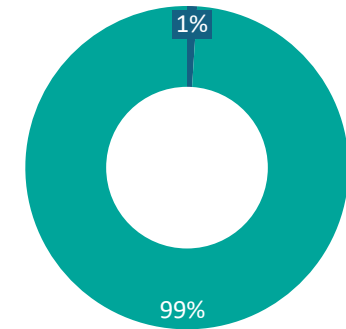
Disbursement Mix (Product) (%)



Disbursement Mix (Geography) (%)



Disbursement Mix (New/Used) (%)



■ CE ■ F4 ■ M&HCV ■ BUS ■ LCV & ICV

■ North ■ South ■ East ■ West

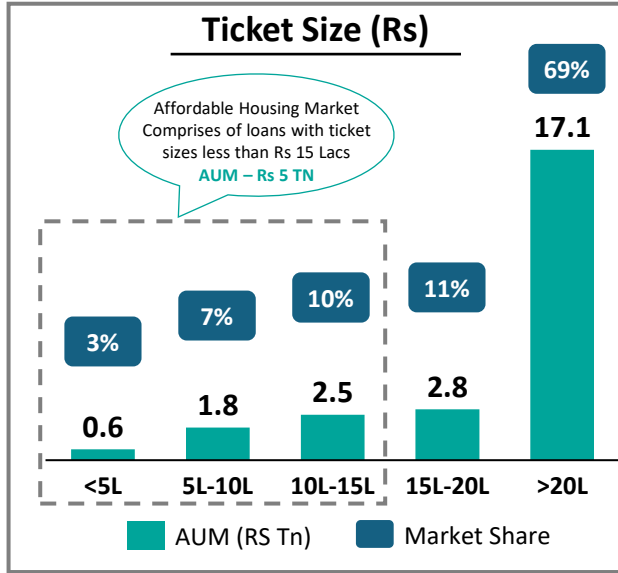
■ New ■ Used

Focus4 includes Tractor, Farm Equipments, SCV, Pick up and Cars

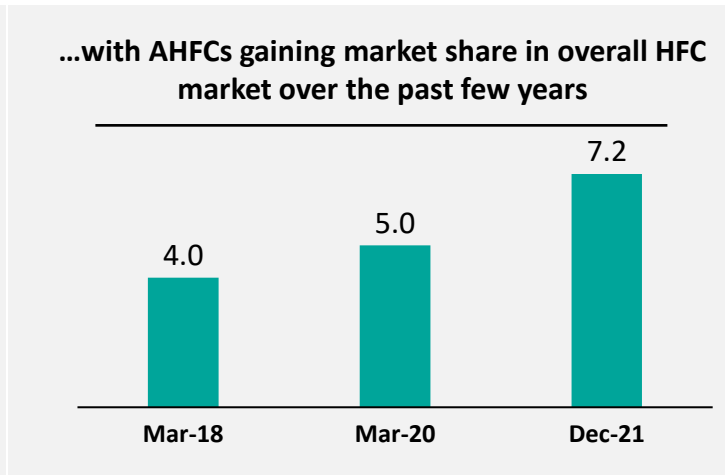
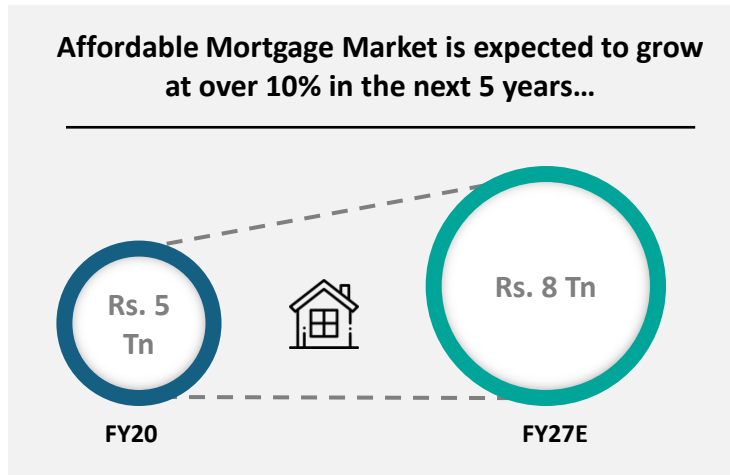
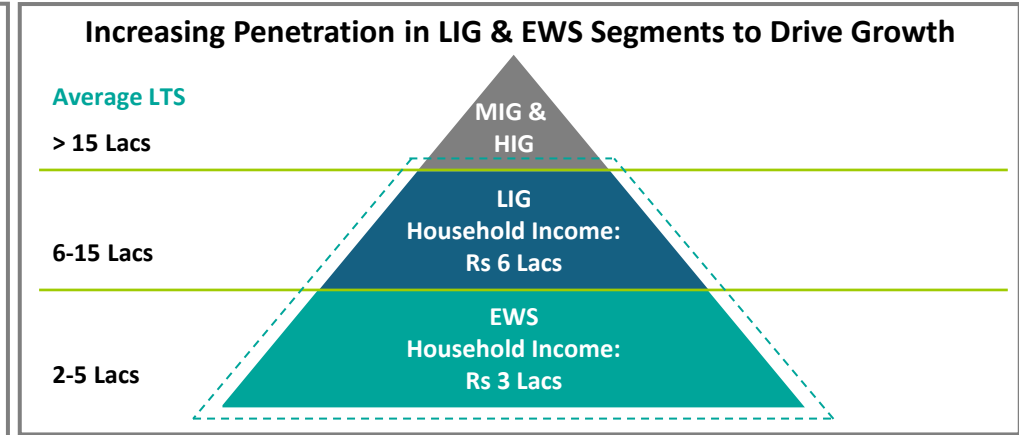
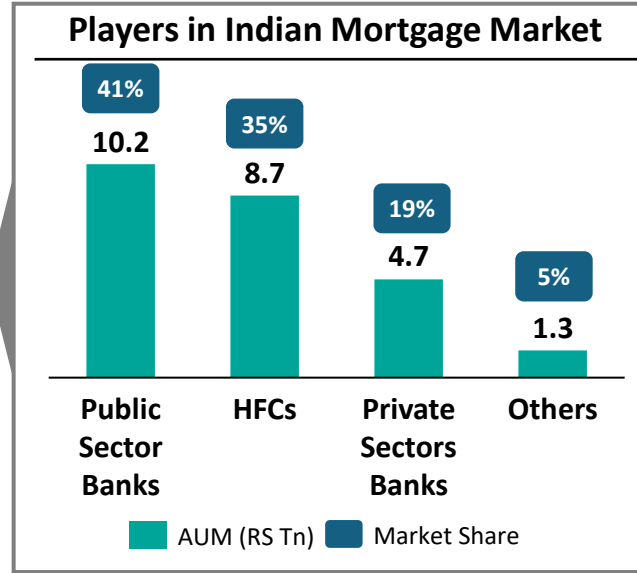


IndoStar Home Finance Private Limited

Indian Affordable Housing Finance Market expected to show Significant Growth



Rs 25 Tn
Indian Mortgage Market (FY22)



| Indian Mortgage Market | Tier II and Below | ~20 Mn Units | Metros and Tier I |
|------------------------|-------------------|--------------------------|-------------------|
| Financed Units | 10 Mn | Significant room to grow | 10 Mn |
| Financed Units | 1,100 Mn / 220 Mn | | 230 Mn / 46 Mn |
| Financed Units | ~5% | | ~22% |

Housing Shortage

- In 2022, housing shortage in India was 100 Mn units with LIG & EWS contributing 95% to the same
- Incremental housing loan demand from above shortage is Rs 50-6- Tn indicating huge potential for growth

Significant Tailwinds In Favour Of Affordable Housing Helping Affordable Housing Finance Companies ('AHFC') Gain Market Share

Future Ready to Seize Affordable Housing Market Opportunity

Management Team



- Seasoned management team supported by regional teams with conservative background recruited from other affordable housing finance companies

Geographical Focus



- Geographical focus on South & West India with the cluster-based approach to address concentration challenges
- Targeting states with the highest demand-supply gap for affordable housing

Ecosystem Play



- Remote access to customers through Home Hub app
- Fully enabled payment methods for customer leading to cash component using 3-4% of overall transactions

Robust Underwriting



- Centralized underwriting framework with informal income underwriting play developed from start
- A version to categories such as 'plot + construction' and other with higher delinquency probabilities

Micro LAP Play



- Presence in tier 3 and 4 towns in southern states with large Micro LAP opportunity

Key Performance Highlights – Q2FY25

HFC Standalone

INDOSTAR
"Your Path To A Better Life"



AUM

₹ 2,562 crs

Q2FY24: ₹ 1,894 crs



Disbursements

₹ 261 crs

Q2FY24 : ₹ 221 crs



NIMs

6.9%

Q2FY24 : 8.2%



Gross Stage 3

1.4%

Q2FY24 : 1.3%



Net Stage 3

1.1%

Q2FY24 : 1.0%



CRAR

55.7%

Q2FY24 : 70.8%



Net Total
Income

₹ 54.2 crs

Q2FY24 : ₹ 54.7 crs



PAT

₹ 13.7 crs

Q2FY24 : ₹ 14.2 crs



Branches

128 Branches

Q2FY24 : 108



Blended Yield

15.2%

Q2FY24 : 15.0%



Customer
Profile

Salaried: 48% & Self
Employed: 52%



Spread

5.5%

Q2FY24 : 5.2%

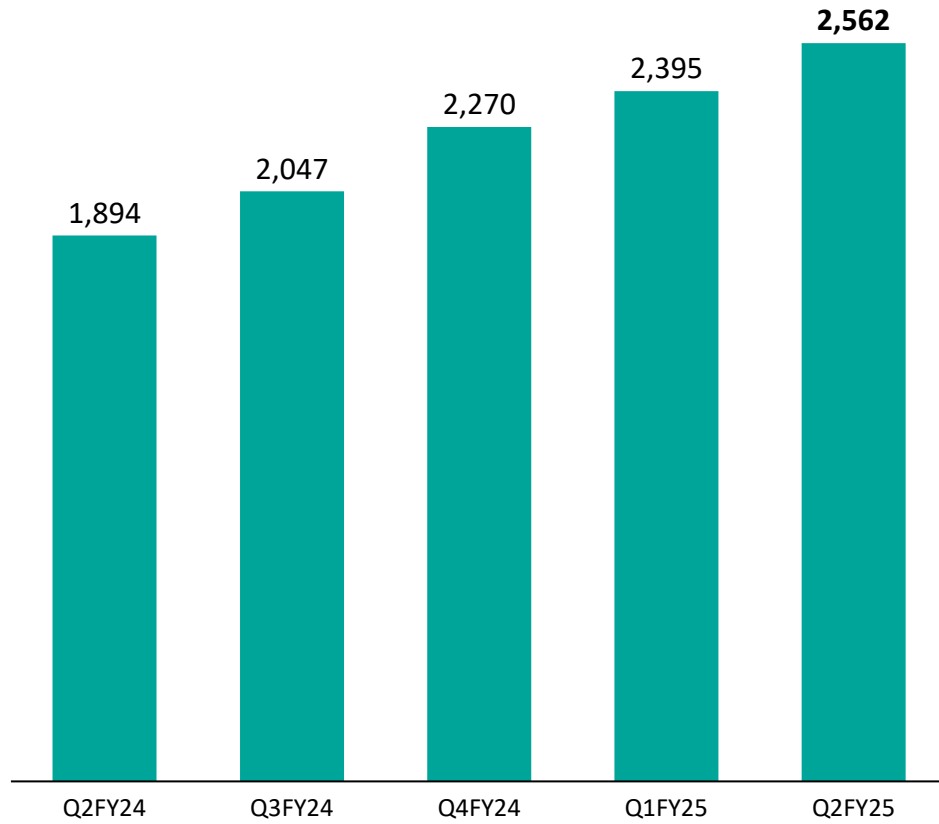
Focusing on Growing Housing Finance Book

HFC Standalone



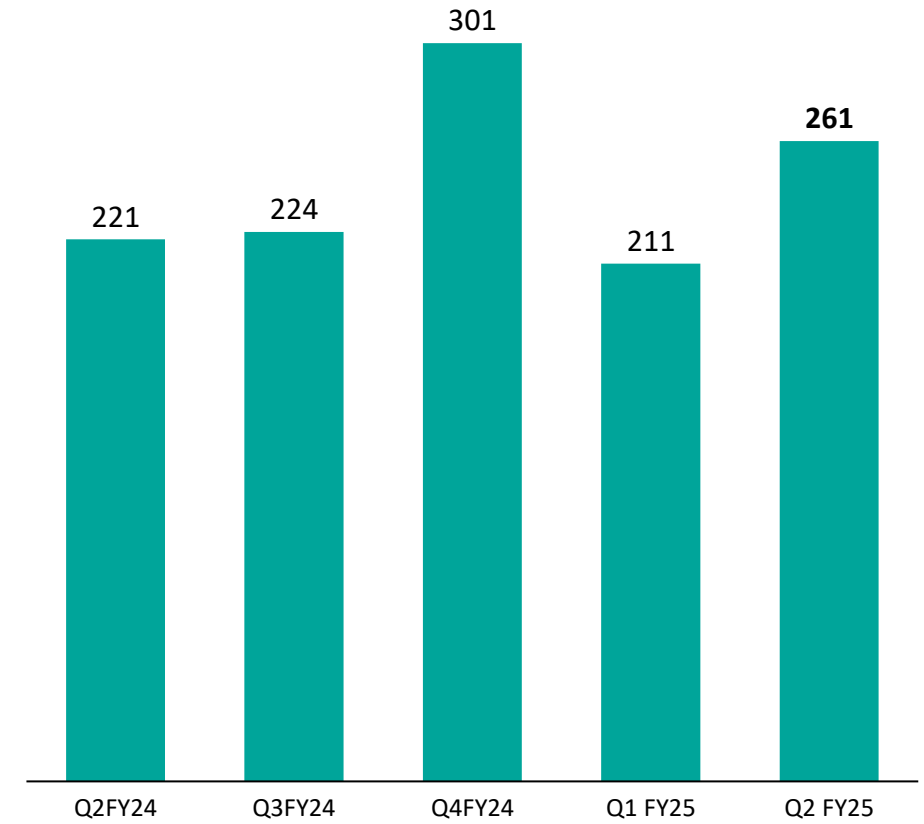
Housing Finance – AUM

(₹ crs)



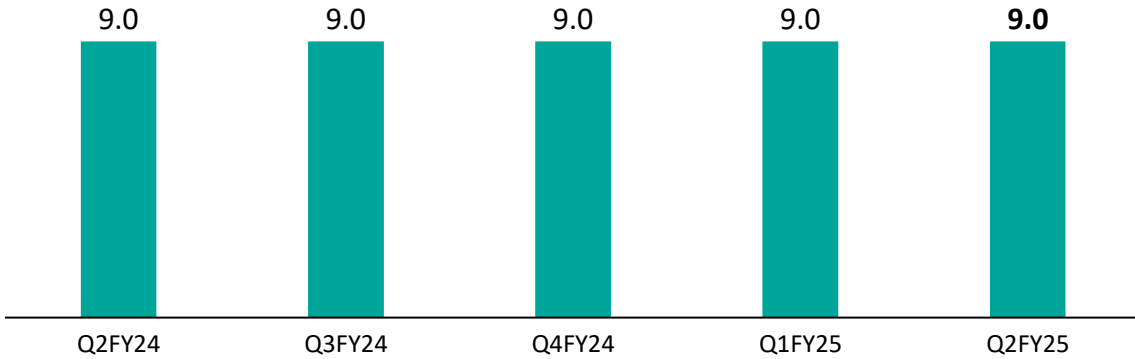
Housing Finance – Disbursements

(₹ crs)

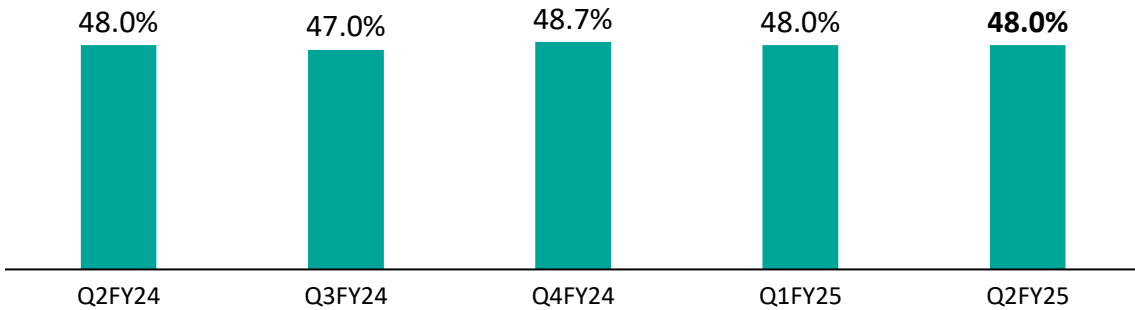


Housing Finance : Key Operational Parameters

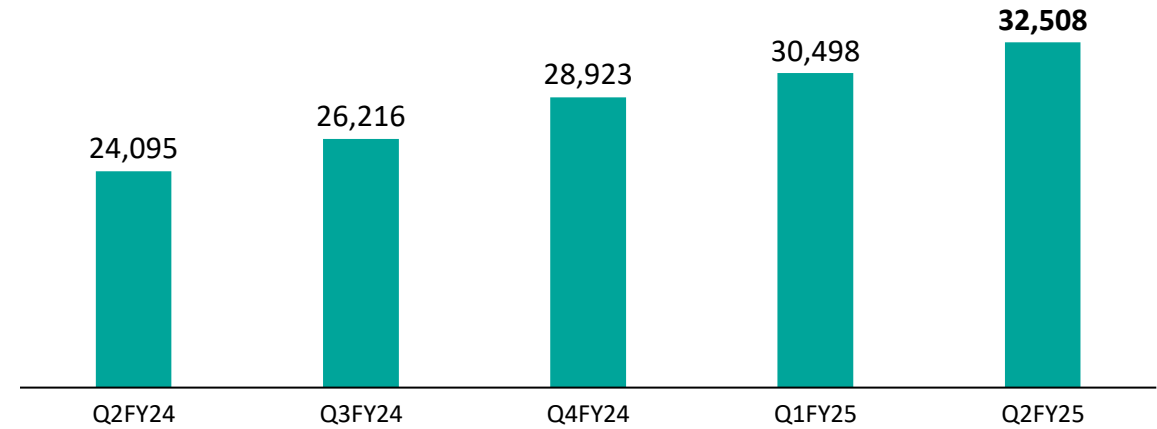
Average Ticket Size (₹ lakhs)



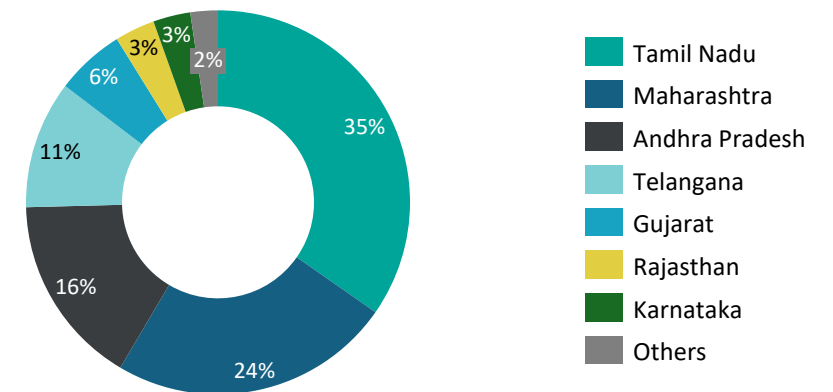
Loan to Value (%)



Live Accounts



Geographical Distribution (Value –Wise) (%)

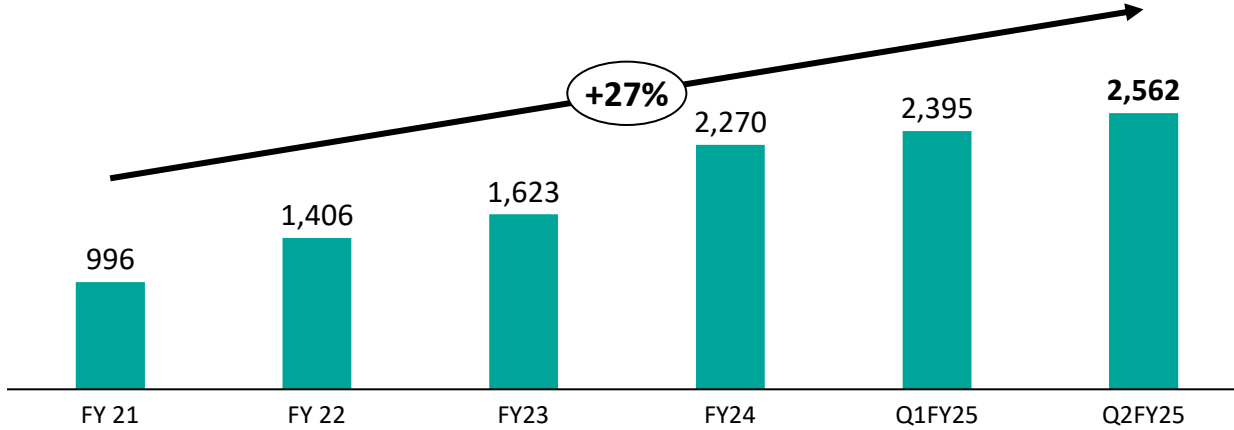


Housing Finance : Key Financial Parameters

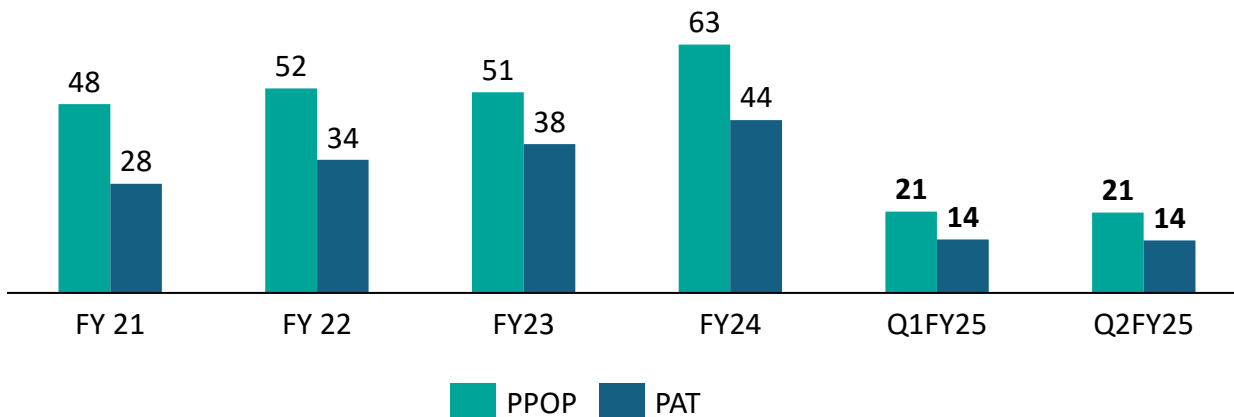
HFC Standalone



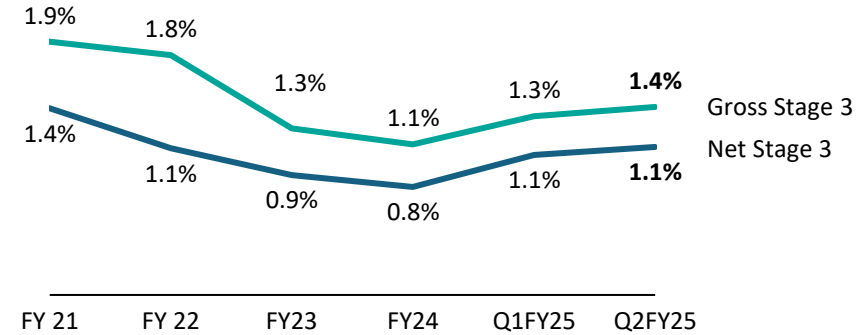
AUM (₹ crs)



PPOP & PAT (₹ crs)



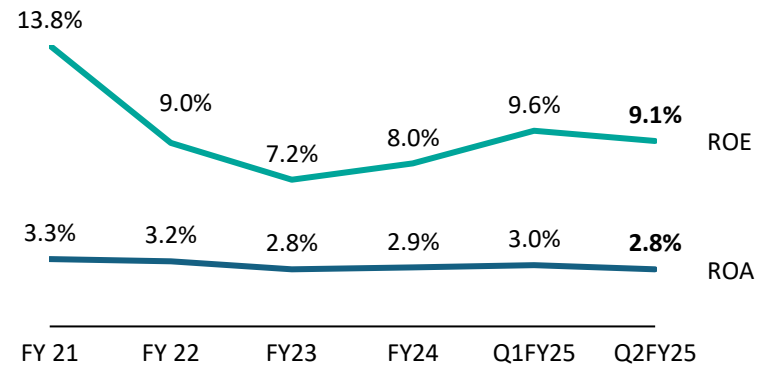
Gross Stage 3 & Net Stage 3 (%)



CRAR

55.7%
Q2 FY25

ROA & ROE (%)



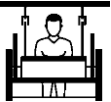















D/E Ratio

3.2x
Q1 FY25

Catering to Underpenetrated Segments across Product Types

HFC Standalone



| Characteristics | Salaried | Self Employed | | |
|--------------------------|--|---|--|--|
| Profession |  Textile loom workers |  Retail workers |  Small traders |  Kirana shop owners |
| |  FMCG workers |  School teachers |  Tea & snack vendors |  Vegetable vendors |
| |  Manual labourers |  Helpers |  Small time manufacturers |  Micro scale milk vendors |
| |  Factory labourers |  Class IV government employees |  Textile loom |  Small contractors |
| Annual Household Income | < Rs 6 Lacs | | | |
| Formal Credit Experience | 35-40% are New to Credit; Others may have some credit history largely on account of consumer durable loans | | | |

Process Excellence: Credit & Underwriting

HFC Standalone



CREDIT & UNDERWRITING

Assessment of Total Income (Individual & Household)

- Verification of assets wherever applicable
- Detailed cash flow assessment done including income inflows and cost of running household/business
- Personal discussion with applicant and family member
- Verification of assets wherever applicable
- Arriving at disposable income

Evaluation of Profile and Property Risk

- Collecting KYCs -Aadhar, PAN, Credit history checks with bureaus. Assessment of LTV, FOIR
- Assessment of employment / business stability
- Banking Flows, establishing surrogates
- RCU/FI checks
- Legal & Technical checks

Evolving Underwriting Processes

- Building self learnings in the credit programs
- Continuous improvement in the underwriting process to factor in profile risk and property risk
- Introducing centralized underwriting
- Property score card development under process



Excluded from Portfolio



Builder under Construction



Plot + Construction



Balance Transfer + Top up

Collection Process

Pre Bounce / Delinquency

- Use of Bounce prediction tool which provides with the pool of customers with high probability where focused efforts are put in to collect advance EMIs to avoid bounce
- Sales team is responsible for collections with less than 500 loan count and bounce ratio of less than 10%
- Pre due calling on entire portfolio through External Bot Vendor

Post Bounce / Delinquency

- Cases are allocated to branch sales RM/collections officers
- Repeated follow-ups and hand-holding with the customers on case to case basis
- Special focus on contracts in 31-60 dpd bucket to stop flow forward
- Enforcement of SARFAESI with the help of an external agency in deep bucket cases

- Continuous monitoring from corporate office with the help of robust dashboard system developed with the help of Tableau.
- These dashboards provide real-time details of bounces, collections status, dpd details etc

- In house collections team
- Collections legal person is in place
- Collections Responsibility on sales employees ensure right customer sourcing
- Strict adherence to code of conduct prescribed by regulator in collections

Analytics driven Risk Management to control Delinquency

HFC Standalone



Key Risk Management Aspects Monitored

Roll Rate Analysis

Lagged Delinquencies

Bounce Rate Analysis

Portfolio Triggers Monitoring

Billing Efficiency



Robust dashboards developed in the system to enable real time monitoring of mentioned parameters



Dashboards are sent to branch managers to enable them to monitor their originated portfolio and take corrective action as necessary

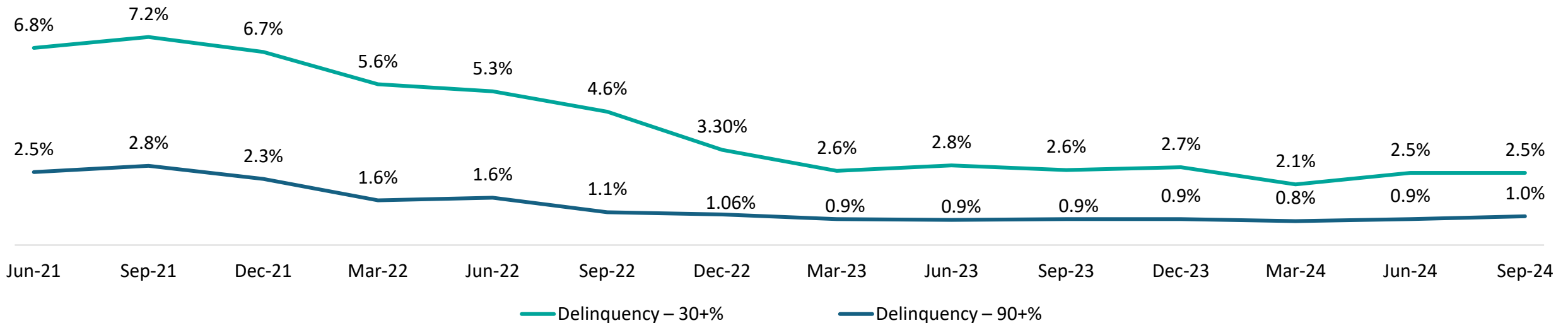


Rigorous review mechanism in place to conduct regular reviews at branch, state, region and corporate level to ensure proper monitoring and action



Origination and underwriting parameters are continuously watched and improved based on the dashboard results

Bounce and 30+ & 90+ Delinquency Trends





Financial Performance

ICF Standalone - Income Statement

ICF Standalone



| Particulars (₹ in crs) | Q2FY25 | Q1FY25 | Q-o-Q | Q2FY24 | Y-o-Y | H1FY25 | H1FY24 | Y-o-Y |
|---------------------------------------|--------------|--------------|---------------|--------------|--------------|--------------|---------------|----------------|
| Revenue from operations | 344.9 | 304.2 | | 234.2 | | 649.1 | 475.4 | |
| Interest expenses | 187.8 | 166.8 | | 140.8 | | 354.6 | 273.9 | |
| Net Interest Income | 157.2 | 137.4 | 14.4% | 93.4 | 68.3% | 294.6 | 201.5 | 46.2% |
| Other Income | 8.8 | 6.4 | | 10.2 | | 15.2 | 12.0 | |
| Total Income | 165.9 | 143.8 | 15.4% | 103.6 | 60.1% | 309.8 | 213.5 | 45.1% |
| Employee Benefits Expense* | 81.1 | 68.6 | | 50.8 | | 149.7 | 99.9 | |
| Depreciation and Amortization Expense | 7.9 | 7.7 | | 6.4 | | 15.7 | 13.0 | |
| Other Expenses | 39.7 | 35.8 | | 37.1 | | 75.4 | 73.0 | |
| Total operating expenses | 128.7 | 112.1 | 14.8% | 94.2 | 36.6% | 240.8 | 185.9 | 29.5% |
| Pre-provision operating profit | 37.2 | 31.7 | 17.2% | 9.4 | - | 69.0 | 27.5 | - |
| ECL Provision | (38.2) | (9.4) | | (132.6) | | (47.5) | (152.0) | |
| Write offs | 57.4 | 30.3 | | 131.5 | | 87.7 | 138.1 | |
| Credit costs | 19.2 | 21.0 | (8.2%) | (1.1) | - | 40.2 | (13.9) | - |
| Profit before tax | 18.0 | 10.8 | 66.5% | 10.5 | 71.0% | 28.8 | 41.4 | (30.6%) |
| Tax | 0.0 | 0.0 | | 0.0 | | 0.0 | 0.0 | |
| Profit after tax | 18.0 | 10.8 | 66.5% | 10.5 | 71.0% | 28.8 | 41.4 | (30.6%) |

ICF Standalone - Balance Sheet

ICF Standalone



| Equity & Liabilities (₹ in crs) | Sep'24 | Jun'24 | Sep'23 |
|--|-----------------|----------------|----------------|
| Financial Liabilities | | | |
| Trade payables | 0.3 | 4.9 | 0.1 |
| Debt Securities | 3,614.1 | 3,588.9 | 2,548.0 |
| Borrowings other than debt securities | 3,575.1 | 2,582.2 | 2,089.7 |
| Other financial liabilities | 481.1 | 436.4 | 172.3 |
| Total financial liabilities | 7,670.6 | 6,612.4 | 4,810.0 |
| Non- Financial Liabilities | | | |
| Provisions | 7.9 | 6.3 | 5.0 |
| Other non - financial liabilities | 7.0 | 4.8 | 5.3 |
| Total non-financial liabilities | 14.9 | 11.2 | 10.3 |
| Equity | | | |
| Equity share capital | 136.1 | 136.1 | 136.1 |
| Other equity | 3,050.0 | 3,029.3 | 2,929.3 |
| Total equity | 3,186.1 | 3,165.4 | 3,065.4 |
| Total Liabilities & Equity | 10,871.6 | 9,788.9 | 7,885.7 |

| Assets (₹ in crs) | Sep'24 | Jun'24 | Sep'23 |
|--|-----------------|----------------|----------------|
| Financial Asset | | | |
| Cash and cash equivalents | 254.5 | 79.0 | 110.4 |
| Bank balance other than cash & cash equivalent | 340.3 | 287.5 | 209.8 |
| Loans | 7,055.5 | 6,731.6 | 5,136.4 |
| Investments | 2,229.0 | 1,687.1 | 1,329.2 |
| Other financial assets | 220.0 | 225.9 | 306.3 |
| Total financial assets | 10,099.3 | 9,011.1 | 7,092.0 |
| Non-Financial assets | | | |
| Current tax assets (Net) | 46.5 | 38.5 | 66.4 |
| Deferred tax assets (Net) | 316.5 | 316.5 | 316.4 |
| Property, plant and equipment | 58.7 | 58.7 | 39.5 |
| Assets held for sale | 13.0 | 13.0 | 13.0 |
| Goodwill | 300.2 | 300.2 | 300.2 |
| Intangible assets | 7.7 | 9.9 | 15.4 |
| Other non-financial assets | 29.7 | 41.0 | 42.8 |
| Total non-financial assets | 772.4 | 777.8 | 793.7 |
| Total Assets | 10,871.6 | 9,788.9 | 7,885.7 |

HFC - Income Statement

HFC Standalone

INDOSTAR
"Your Path To A Better Life"

| Particulars (₹ in crs) | Q2FY25 | Q1FY25 | Q-o-Q | Q2FY24 | Y-o-Y | H1FY25 | H1FY24 | Y-o-Y |
|---------------------------------------|-------------|-------------|---------------|-------------|---------------|--------------|-------------|--------------|
| Revenue from operations | 92.0 | 85.3 | | 79.0 | | 177.3 | 138.3 | |
| Interest expenses | 40.4 | 36.3 | | 24.4 | | 76.7 | 47.1 | |
| Net Interest Income | 51.6 | 49.0 | 5.2% | 54.7 | (5.7%) | 100.6 | 91.2 | 10.2% |
| Other Income | 2.6 | 0.0 | | 0.0 | | 2.7 | 0.2 | |
| Total Income | 54.2 | 49.1 | 10.5% | 54.7 | (0.9%) | 103.3 | 91.5 | 12.9% |
| Employee Benefits Expense | 19.0 | 17.1 | | 16.7 | | 36.1 | 31.1 | |
| Depreciation and Amortization Expense | 1.7 | 1.6 | | 1.3 | | 3.3 | 2.5 | |
| Other Expenses | 12.8 | 9.6 | | 16.4 | | 22.4 | 26.0 | |
| Total operating expenses | 33.5 | 28.3 | 18.4% | 34.4 | (2.8%) | 61.7 | 59.6 | 3.6% |
| Pre-provision operating profit | 20.7 | 20.8 | (0.3%) | 20.3 | 2.4% | 41.5 | 31.8 | 30.4% |
| ECL Provision | 0.6 | 0.1 | | 0.8 | | 0.8 | -0.8 | |
| Write offs | 1.8 | 1.8 | | 0.3 | | 3.6 | 2.9 | |
| Credit costs | 2.5 | 1.9 | 29.4% | 1.1 | - | 4.4 | 2.0 | - |
| Profit before tax | 18.3 | 18.9 | (3.2%) | 19.1 | (4.4%) | 37.2 | 29.8 | 24.7% |
| Tax | 4.6 | 4.8 | | 4.9 | | 9.4 | 7.6 | |
| Profit after tax | 13.7 | 14.1 | (3.1%) | 14.2 | (3.8%) | 27.8 | 22.2 | 25.2% |

HFC - Balance Sheet

HFC Standalone

INDOSTAR
"Your Path To A Better Life"

| Equity & Liabilities (₹ in crs) | Sep'24 | Jun'24 | Sep'23 |
|--|----------------|----------------|----------------|
| Financial Liabilities | | | |
| Trade payables | 0.2 | 20.0 | 23.3 |
| Debt Securities | 75.4 | 74.8 | 31.3 |
| Borrowings other than debt securities | 1,870.3 | 1,487.1 | 982.5 |
| Other financial liabilities | 24.3 | 8.7 | 70.6 |
| Total financial liabilities | 1,970.2 | 1,590.5 | 1,107.7 |
| Non- Financial Liabilities | | | |
| Provisions | 1.5 | 1.6 | 1.2 |
| Deferred tax liabilities (Net) | 16.3 | 14.6 | 8.5 |
| Other non - financial liabilities | 1.0 | 1.0 | 0.7 |
| Total Non-financial liabilities | 18.8 | 17.3 | 10.4 |
| Equity | | | |
| Equity share capital | 450.0 | 450.0 | 450.0 |
| Other equity | 161.6 | 146.6 | 109.2 |
| Total Equity | 611.6 | 596.6 | 559.2 |
| Total Liabilities & Equity | 2,600.6 | 2,204.4 | 1,677.3 |

| Assets (₹ in crs) | Sep'24 | Jun'24 | Sep'23 |
|--|----------------|----------------|----------------|
| Financial Asset | | | |
| Cash and cash equivalents | 369.2 | 127.1 | 11.3 |
| Bank balance other than cash & cash equivalent | 64.2 | 60.6 | 36.3 |
| Loans | 2,057.6 | 1,916.4 | 1,492.1 |
| Investments | 0.0 | 0.0 | 54.0 |
| Other financial assets | 73.5 | 69.4 | 57.2 |
| Total Financial Assets | 2,564.6 | 2,173.6 | 1,651.0 |
| Non-Financial Assets | | | |
| Current tax assets (Net) | 8.8 | 6.9 | 5.6 |
| Property, plant and equipment | 11.4 | 11.9 | 10.7 |
| Intangible assets | 2.5 | 2.0 | 3.0 |
| Other non-financial assets | 13.4 | 10.0 | 7.1 |
| Total Non-Financial Assets | 36.0 | 30.8 | 26.3 |
| Total Assets | 2,600.6 | 2,204.4 | 1,677.3 |

Consolidated Income Statement incl. Discontinued Operations

| Particulars (₹ in crs) | Q2FY25 | Q1FY25 | Q-o-Q | Q2FY24 | Y-o-Y | H1FY25 | H1FY24 | Y-o-Y |
|--|--------------|--------------|---------------|--------------|---------------|--------------|---------------|----------------|
| Revenue from operations | 345.0 | 304.2 | | 234.2 | | 649.2 | 474.1 | |
| Interest expenses | 187.8 | 166.8 | | 140.8 | | 354.6 | 272.5 | |
| Net Interest Income from continuing operations | 157.2 | 137.4 | 14.4% | 93.5 | 68.2% | 294.7 | 201.6 | 46.2% |
| Other Income | 7.1 | 4.8 | | 0.1 | | 11.8 | 0.2 | |
| Total Income from continuing operations | 164.3 | 142.2 | 15.5% | 93.6 | 75.6% | 306.5 | 201.8 | 51.9% |
| Employee Benefits Expense* | 81.1 | 68.6 | | 48.6 | | 149.7 | 97.7 | |
| Depreciation and Amortization Expense | 7.9 | 7.7 | | 6.4 | | 15.7 | 13.0 | |
| Other Expenses | 38.1 | 34.3 | | 30.0 | | 72.4 | 64.5 | |
| Total operating expenses from continuing operations | 127.2 | 110.6 | 15.1% | 85.0 | 49.7% | 237.7 | 175.2 | 35.7% |
| Pre-provision operating profit from continuing operations | 37.1 | 31.7 | 17.3% | 8.6 | - | 68.8 | 26.6 | - |
| ECL Provision | (38.2) | (9.4) | | (132.6) | | (47.5) | (152.0) | |
| Write offs | 57.4 | 30.3 | | 131.5 | | 87.7 | 138.1 | |
| Credit costs from continuing operations | 19.3 | 21.0 | (8.1%) | (1.1) | - | 40.2 | (13.9) | - |
| Profit before tax from continuing operations | 17.9 | 10.7 | 66.9% | 9.6 | 85.3% | 28.6 | 40.4 | (29.4%) |
| Tax | 0.0 | 0.0 | | 0.0 | | 0.0 | 0.0 | |
| Profit after tax from continuing operations | 17.8 | 10.7 | 66.9% | 9.6 | 85.1% | 28.5 | 40.4 | (29.5%) |
| Discontinued operations | | | | | | | | |
| Profit before tax (a) | 18.5 | 19.0 | | 20.1 | | 37.5 | 30.9 | |
| Tax expenses (b) | 4.6 | 4.8 | | 4.9 | | 9.4 | 7.6 | |
| Profit after tax from discontinued operations (a-b) | 13.8 | 14.2 | (2.8%) | 15.1 | (8.5%) | 28.1 | 23.3 | 20.7% |
| Profit after tax | 31.7 | 24.9 | 27.1% | 24.8 | 27.9% | 56.6 | 63.7 | (11.1%) |

Note – Financial results of Housing finance business have been disclosed as discontinued operations in the financial results in accordance with Ind-AS 105 -

Consolidated Balance Sheet incl. Discontinued Operations

Consolidated

INDOSTAR
"Your Path To A Better Life"

| Equity & Liabilities (₹ in crs) | Sep'24 | Mar'24 |
|--|-----------------|-----------------|
| Financial Liabilities | | |
| Trade payables | 0.3 | 1.4 |
| Debt Securities | 3,614.1 | 3,341.0 |
| Borrowings other than debt securities | 3,575.1 | 4,230.6 |
| Other financial liabilities | 481.1 | 282.4 |
| Total financial liabilities | 7,670.6 | 7,855.5 |
| Non- Financial Liabilities | | |
| Provisions | 7.9 | 6.7 |
| Deferred tax liabilities (Net) | 0.0 | 13.6 |
| Other non - financial liabilities | 7.0 | 9.7 |
| Liabilities for assets held for sale | 1,989.0 | 0.0 |
| Total non-financial liabilities | 2,003.9 | 30.0 |
| Equity | | |
| Equity share capital | 136.1 | 136.1 |
| Other equity | 3,216.4 | 3,099.1 |
| Total equity | 3,352.5 | 3,235.2 |
| Total Liabilities & Equity | 13,027.0 | 11,120.7 |

| Assets (₹ in crs) | Sep'24 | Mar'24 |
|--|-----------------|-----------------|
| Financial Asset | | |
| Cash and cash equivalents | 259.3 | 613.9 |
| Bank balance other than cash & cash equivalent | 340.3 | 349.2 |
| Loans | 7,055.5 | 7,809.8 |
| Investments | 1,779.0 | 1,118.2 |
| Other financial assets | 220.0 | 383.1 |
| Total financial assets | 9,654.1 | 10,274.2 |
| Non-Financial assets | | |
| Current tax assets (Net) | 46.5 | 83.4 |
| Deferred tax assets (Net) | 316.5 | 316.5 |
| Property, plant and equipment | 58.7 | 68.0 |
| Assets held for sale | 13.0 | 13.0 |
| Goodwill | 300.2 | 300.2 |
| Intangible assets | 7.7 | 12.9 |
| Other non-financial assets | 29.7 | 52.5 |
| Non-current assets held for sale | 2,600.6 | 0.0 |
| Total non-financial assets | 3,372.9 | 846.5 |
| Total Assets | 13,027.0 | 11,120.7 |

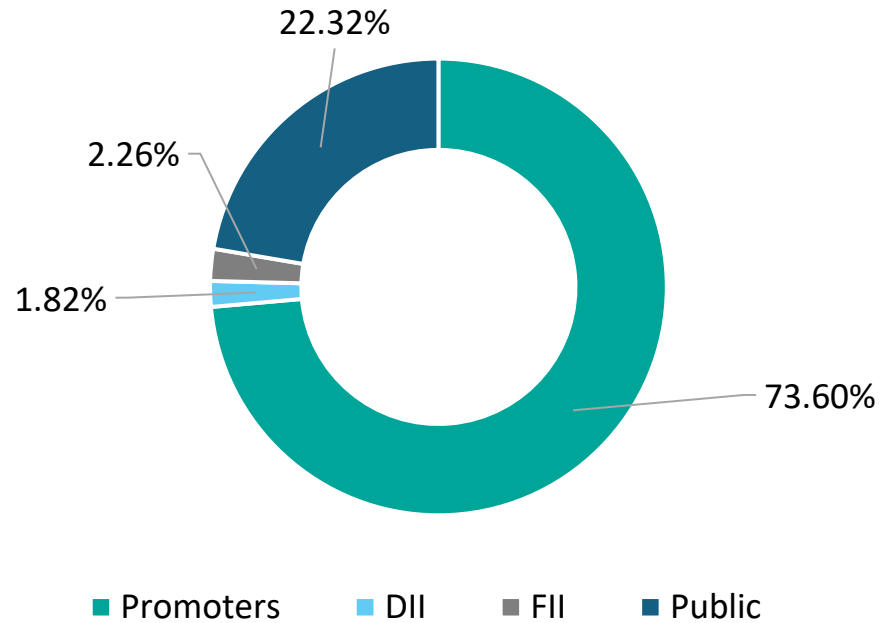
Note - The assets and liabilities of IHFPL has been disclosed as "Non-current asset held for sale", "Liabilities for assets held for sale" and discontinued operations in the financial results in accordance with Ind-AS 105 - Non-current Assets Held for Sale and Discontinued Operations



Ownership Structure and Management Team

Large Global Private Equity Parentage

Shareholding Pattern (As on Sep 2024)



| Shareholders | % |
|---|--------------|
| Promoters | 73.60 |
| BCP V Multiple Holdings Pte Ltd (Brookfield) | 56.20 |
| Everstone Group | 17.40 |
| Domestic Institutional Investors | 1.82 |
| ICICI Prudential Life Insurance Company Limited | 1.41 |
| Foreign Institutional Investors | 2.26 |
| Foreign Portfolio Investors Category I & II | 2.26 |

Experienced Management Team - IndoStar



Randhir Singh

Whole-Time Director and Executive Vice Chairman - ICF

- He is a seasoned financial leader with 29 years of experience in Lending Businesses, Debt Capital Markets, Treasury, Risk Management and Banking Operations.
- In his last assignment he was Jt. CEO and Co-Founder APAC Financial Services Pvt. Ltd. He has previously worked with Citibank, Deutsche bank and Edelweiss.



Karthikeyan Srinivasan

Chief Executive Officer and Whole-Time Director - ICF

- He has over 30 years of experience in the areas of Retail Sales, Client Servicing, Credit/Portfolio Management and People Management in BFSI sector and have handled a wide range of financial products including CV Loans, Construction Equipment Loan, Tractor Loans, Two-wheeler Loans etc.
- He has worked with various Banks like ICICI Bank Ltd, Kotak Mahindra Finance Limited, Cholamandalam Investment and Finance Company Ltd.



Vinodkumar Panicker

Chief Financial Officer - ICF

- He has a career span of over 36 years and serving in Banking & Financial Services for several years and has a rich experience in managing & handling finance & accounts, legal & secretarial, investors & analysts, board members etc.
- In his last assignment with Muthoot Capital Services, Vinod was designated as CFO`



Shikha Jain

Company Secretary and Compliance Officer - ICF

- She is a Commerce Graduate and a qualified Company Secretary from the Institute of Company Secretaries of India
- She has experience in working under secretarial department of Public and Private Limited Companies. She has worked with IIFL Wealth Finance Limited and Anand Rathi Group prior to joining IndoStar

Experienced Management Team



Shreejit Menon

Chief Executive Officer - HFC

- He is a Commerce Graduate and has a Master's degree in Management Studies from University of Mumbai
- He has several years of experience with financial institutions like Religare Housing Development Finance Corporation Limited, Muthoot Housing Finance Company Limited and HSBC Limited



Pushkar Joshi

Chief Financial Officer - HFC

- He has over 14 plus years of experience in Treasury & Corporate Finance domain with expertise in fund raising & fund management, asset liability management & cash flow management.
- He has also worked with Avanse Financial Services Ltd, Tata Motors Finance Ltd & was Industrial Trainee (Financial Controls) at Hon-Kong & Shanghai Banking Corporation (HSBC).



Nidhi Sadani

Chief Compliance Officer - HFC

- She has more than 8 years of experience in Compliance Management
- She has earlier worked with Intelligent Money Manager Pvt Ltd

Esteemed Board of Directors



Bobby Parikh

Chairman and Non-Executive Independent Director

- He has nearly three decades of experience in financial services industry/reorganizations
- His area of focus is providing tax and regulatory advice in relation to transactions and other forms of business reorganizations
- He is a qualified Chartered Accountant from the ICAI and holds a Bachelor of Commerce degree from the University of Mumbai



Naina Krishna Murthy

Non-Executive Independent Director

- She has more than two decades of experience in the legal sector. She is the Founder and Managing Partner of Krishnamurthy & Company
- Over the years, Mrs. Murthy has built a strong reputation in corporate commercial law, specifically in the areas of M&As, JVs, collaborations and PE/VC investments
- She holds a degree in Law, with a B.A. and LLB (Hons) from National Law School, Bangalore



Hemant Kaul

Non-Executive Independent Director

- He has vast experience as an independent management consultant, having worked with private equity firms to evaluate investments in the financial sector
- He holds a Bachelor's degree in Science and a Master's degree in Business Administration from Rajasthan University

Esteemed Board of Directors



Dhanpal Jhaveri

Non-Executive Director

- He has over two decades of experience in investments, strategy, M&A and investment banking. Currently, he is a Managing Partner at the Everstone Group
- He holds a degree in Bachelor of Commerce from the University of Mumbai and an MBA from Babson College, USA



Aditya Joshi

Non-Executive Director

- He is a Managing Partner at Brookfield, responsible for the firm's Private Equity business in India & Middle-East
- Prior to Brookfield, he was a Principal at Apax Partners and previously worked at Blackstone and Morgan Stanley in India
- He holds an MBA from The Wharton School, University of Pennsylvania, a bachelor's degree in accounting and finance from the University of Pune and is a CA and member of the ICAI



Vibhor Talreja

Non-Executive Director

- He joined Everstone in 2019 as a Managing Director to lead the financial services sector along with other responsibilities
- He has extensive experience in Financial Services, Industrial/Consumer, Real Estate & Telecom sectors and has worked with JM, Morgan Stanley and Tata Administrative Services. He is an alumnus of IIT Kanpur and IIM Bangalore



Devdutt Marathe

Non-Executive Director

- He is Senior Vice President – Private Equity at Brookfield Asset Management and has over 13 years' experience in private equity and financial services
- He is a B.Tech. and M.S. in Electrical Engineering from IIT Madras and Caltech, and PGDM (MBA) from IIM Ahmedabad

COMPANY



Indostar Capital Finance Limited

CIN: L65100MH2009PLC268160

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