



August 14, 2019

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. BSE Scrip Code: 532636	The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. NSE Symbol: IIFL
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Dear Sir/Madam,

Sub: Press Release and presentation on Unaudited Financial Results

We enclose herewith the press release and presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 2019, as follows:

1. Press Release issued by the Company on the Unaudited Financial Results – Annexure 1.
2. Presentation on Unaudited Financial Results- Annexure 2.

Kindly take above on record and oblige.

Thanking You,
Yours faithfully,

For IIFL Finance Limited
(Formerly Known as IIFL Holdings Limited)



Gajendra Thakur
Company Secretary & Compliance Officer

Email Id: csteam@iifl.com

Encl: as above

IIFL Finance Limited (formerly known as IIFL Holdings Limited)

CIN No.: L67100MH1995PLC093797

Corporate Office – 802, 8th Floor, Hub Town Solaris, N.S. Phadke Marg, Vijay Nagar, Andheri East, Mumbai 400069

Tel: (91-22) 6788 1000 .Fax: (91-22) 6788 1010

Regd. Office – IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane – 400604

Tel: (91-22) 25806650. Fax: (91-22) 25806654 E-mail: csteam@iifl.com Website: www.iifl.com

IIFL Finance Limited (formerly “IIFL Holdings Limited”)

Press Release

For immediate publication

Mumbai, India

August 14, 2019

Results update

India Infoline Finance reported a consolidated profit after tax on continuing business of Rs 181 Cr, up 43% q-o-q and 2% y-o-y; and a total income on continuing business of Rs 611 Cr, down 8% q-o-q and up 19% y-o-y. Commercial Vehicle Finance business was divested in Q4FY19, results below are given on continuing business for a like-to-like comparison.

India Infoline Finance Limited - Financial Results for continuing business (Ex-CV)

Rs Crore	Quarter ended June 30, 2019	Q-O-Q	Y-O-Y
Income [#]	610.7	(8%)	19%
Profit Before Tax	257.0	25%	(6%)
Profit After Tax	181.2	43%	2%

IIFL Finance Limited – Financial Results as reported

Rs Crore	Quarter ended June 30, 2019	Q-O-Q	Y-O-Y
Income [#]	1,209.1	(17%)	3%
Profit Before Tax	255.9	(37%)	(15%)
Profit After Tax (Pre-Minority)	180.1	(42%)	(8%)
Profit After Tax (Post-Minority)	151.7	(44%)	(8%)

Mr. Nirmal Jain, Chairman, IIFL Finance Ltd., commented on the financial results: “In Q1FY20, we have been able to weather the liquidity storm faced by the NBFC sector, due to the quality and character of our loan assets. Our loan assets, predominantly retail, have ready buyers in banks. We have assiduously built capability to originate retail assets over the last decade through investment in own branches, people, technology and brand. During the last year alone, we added more than 400 branches and 4000 people to our network. We are confident of maintaining margins and growth of IIFL Finance.”

#Income is net of interest expenses

India Infoline Finance had loan assets under management of Rs 34,920 Cr as at June 30, 2019, up 19%* y-o-y. The loan book growth has been positive in home loans, small ticket business loans, gold loans and microfinance.

The company had a widespread presence of 2,110 branches as at June 30, 2019, spanning the length and breadth of the country.

The company's ROE for Q1FY20 stood at 17.3% and ROA was 2.3%. Average borrowing costs increased by 68 bps y-o-y to 9.3% for the year and Net Interest Margin was at 8.3%.

85% of our loans are retail in nature and 43% are PSL compliant. The assigned loan book, currently at Rs9,128 Cr, is 26% of AUM. There exists significant opportunity for further assignment, given our granular and retail book.

GNPA stood at 2.0% and NNPA stood at 0.8%, as at June 30, 2019. With implementation of Expected Credit Loss under IndAS, provision coverage on NPAs stands at 131% including standard asset coverage.

Capital adequacy: Total CAR stood at 22.1% including Tier I capital of 18.4% as at June 30, 2019, as against statutory requirement of 15% and 10% respectively.

Home Loans

At the end of the quarter, retail home loan assets grew to Rs12,380 Cr, up 33% y-o-y. The primary focus in this segment is on affordable and non-metro housing loans. About 30,000 customers were benefitted with a subsidy of more than Rs 700 Cr under the Pradhan Mantri Awas Yojana – Credit Linked Subsidy Scheme.

Gold Loans

As of June 30, 2019 the gold loans AUM grew to Rs 6,583 Cr, showing a strong growth of 46% y-o-y. Gold loans are provided through our widespread presence in 600+ cities across 25 states to salaried, self-employed and MSME customer segments.

Microfinance

The microfinance business continued its steady growth, with the loan AUM growing 112% y-o-y to Rs2,358 Cr as at June 30, 2019. The MFI customer base increased to over one million customers.

Credit Rating

The company has maintained its long-term credit rating of AA (Stable) from CRISIL and ICRA

*NBFC AUM growth excludes CV business that was divested in Q4FY19

Comfortable liquidity position

The Company opened a public issue of secured and unsecured redeemable non-convertible debentures (NCDs) on August 06, 2019, aggregating to Rs100 Cr, with a green-shoe option to retain over-subscription up to Rs900 Cr (aggregating to a total of Rs1,000 Cr). CRISIL has rated the instrument as AA/Stable, which indicates that the instruments are considered to have a high degree of safety for timely servicing of financial obligations and carry very low credit risk. Also, the company raised USD 100 million (LIBOR+180bps) 5-year External Commercial Borrowing through Export Development Canada (EDC) in July 2019.

Mr. Sumit Bali, CEO, India Infoline Finance Ltd., commented on the financial results: “During the quarter, although loan AUM is flat, mix has changed favourably with faster growth in core retail assets. Our developer and construction finance (DCF) book’s relative share in total loan assets has been falling. Also our DCF does not have exposure to projects in high priced central Mumbai region with excess supply, therefore has been performing well, even under the circumstances. We shall continue to fortify our core competency in retail lending and digital delivery by leveraging our large physical infrastructure of branches and continue to strengthen our competitive position in the sector.”

Group reorganization

Further to all regulatory and NCLT approvals, the re-organization of IIFL Group has been effected from May 13, 2019, except the merger of India Infoline Finance Limited with the Company. Pursuant to this, the subsidiaries -IIFL Wealth and IIFL Securities, have been demerged from the Company and will be listed on the stock exchanges soon.

Awards and Accolades received in Q1FY20:

- IIFL Finance received 'Best ATL Campaign' Award at mCube Awards for 'IIFL Bonds Campaign'
- IIFL Finance received the award for “Leadership in Customer Service in Financial Services Sector” at The 7th Edition of World Quality Congress & Awards
- IIFL Finance has been awarded “Great Place to Work” certification for the year 2019 -2020
- IIFL Home Finance won best Green Initiative in Affordable Housing segment at ET Now Green Future Leadership Awards 2019
- IIFL Home Finance ‘Jhatpat Loans’ won ‘Technology Initiative of the Year’ Award at ET NOW BFSI Awards



About IIFL

IIFL Finance Limited (Erstwhile “IIFL Holdings Limited”) (Bloomberg Code: IIFL IN, NSE: IIFL, BSE: IIFL) is one of the leading players in the Indian financial services space. Prior to the Composite Scheme of Arrangement (effective May 2019), IIFL Finance Limited was engaged in the business of financing, asset and wealth management, retail and institutional broking, financial products distribution and investment banking through its various subsidiaries.

IIFL Finance Limited is a first generation venture which started as a research firm in 1995. IIFL Finance Limited was a pioneer in the retail equity broking industry with its launch of 5paisa trading platform which offered the lowest brokerage in the industry and freedom from traditional ways of transacting. IIFL’s evolution from an entrepreneurial start-up in 1995 to a full range diversified financial services group is a story of steady growth by adapting to the dynamic business environment, without losing focus on its core domain of financial services.

IIFL Finance, through its subsidiaries, offers a wide spectrum of products such as Home loan, Gold loan, Business loan, Microfinance, Capital Market finance and Developer & Construction finance to a vast customer base of about 30 lakh customers. IIFL Finance has widened its pan-India reach through extensive network of branches spread across the country and various digital channels.

IIFL Group has featured in the prestigious Forbes list of 'India's Super 50 Companies' in 2017, a benchmark to identify Indian companies that exhibit high growth in profitability, sales and shareholder returns. IIFL Group is also among the 'Outlook Business Outperformers' - a prestigious list of eight companies which have beaten the Sensex over a five-year period. IIFL Group was recognized as ‘India's Most Trusted Financial Service Brand (Non-Bank)’ by the Brand Trust Report India Study, 2016. IIFL Group bagged ‘Best Customer Service in the Financial Sector’ by World Quality Congress - service quality awards in 2015. IIFL Group received ‘India’s Most Promising Brand’ 2014 award at WCRC Global India Excellence Summit in London, in 2014.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities. The press release, results and presentation for analysts/press for the quarter ended June 30, 2019, are available under the ‘[Investor Relations](#)’ section on our website www.iifl.com.

IIFL Group refers to IIFL Finance Ltd and its group companies.

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Quarterly Performance Review

For the quarter ended June 30, 2019

India Infoline Finance Limited

Subsidiary of IIFL Finance Limited



August 14, 2019

I: Performance Overview**(i) Q1FY20 Results 3****(iii) Overview of Business 13****(iii)Product Segments 23****II: Ownership, Management and Governance 32**

India Infoline Finance – Consolidated results (as per IND AS) IIFL FINANCE

Quarter ended June 2019 (NBFC, HFC and MFI)

₹ Cr	Q1FY20	Q4FY19	Q-o-Q	Q1FY19	Y-o-Y
Loan book	25,792	27,525	(6%)	25,741	0%
Assignment	9,128	7,379	24%	3,604	153%
Assets under management *	34,920	34,904	0%	29,344	19%
Interest income	1,156.6	1,309.1	(12%)	1,094.5	6%
Less: Interest expense	615.2	629.6	(2%)	615.5	(0%)
Net Interest income	541.4	679.5	(20%)	479.0	13%
Other income	69.2	76.8	(10%)	97.3	(29%)
Total income	610.6	756.3	(19%)	576.2	6%
Less: Operating expense	319.9	344.4	(7%)	248.2	29%
Less: Loan losses & provision	33.7	167.0	(80%)	28.0	20%
Profit before tax before exceptional items**	257.0	244.9	5%	300.0	(14%)
Profit before tax	257.0	349.5	(26%)	300.0	(14%)
Less: Provision for tax	81.7	90.5	(10%)	105.2	(22%)
Profit after tax	175.3	259.0	(32%)	194.8	(10%)
OCI	5.9	(6.6)		0.9	
Total Comprehensive Income (TCI)	181.2	252.4	(28%)	195.7	(7%)
TCI - excluding exceptional items**	181.2	168.7	7%	195.7	(7%)

* Excludes CV business AUM of Rs 4309 Cr . Business divested in Q4FY19

**Exceptional items include gain of Rs 94 Cr (net of tax) from sale of CV business and Rs 10.7 Cr goodwill write-off in Q4FY19

India Infoline Finance – Ex-CV Proforma Consolidated results (as per IndAS)

Quarter ended June 2019 (NBFC, HFC and MFI)

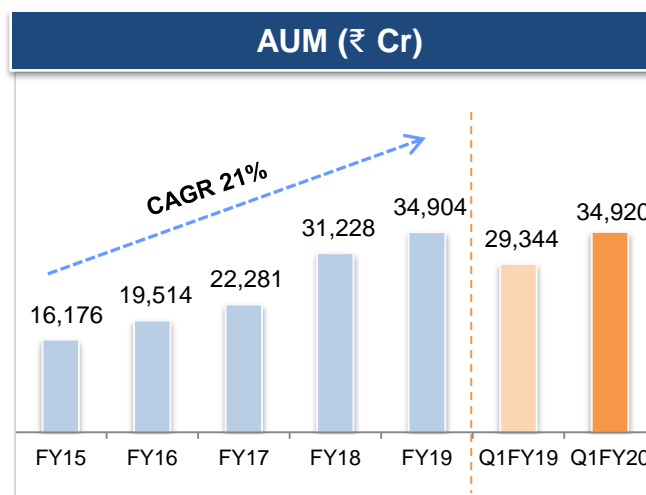
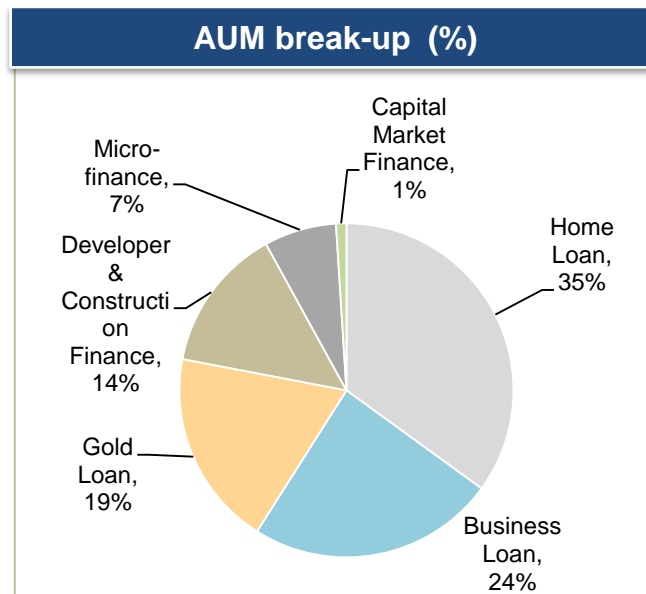
₹ Cr	Q1FY20	Q4FY19	Q-o-Q	Q1FY19	Y-o-Y
Loan book	25,792	27,525	(6%)	25,741	0%
Securitization / Assignment	9,128	7,379	24%	3,604	153%
Assets under management	34,920	34,904	0%	29,344	19%
Interest income	1,156.6	1,175.8	(2%)	970.6	19%
Less: Interest expense	615.2	580.2	6%	544.5	13%
Net Interest income	541.4	595.6	(9%)	426.1	27%
Other income	69.2	69.4	(0%)	88.8	(22%)
Total income	610.7	665.1	(8%)	514.9	19%
Less: Operating expense	320.0	319.8	0%	222.3	44%
Less: Loan losses & provision	33.7	140.0	(76%)	19.8	70%
Profit before tax	257.0	205.2	25%	272.9	(6%)
Less: Provision for tax	81.7	71.8	14%	95.4	(14%)
Profit after tax before exceptional item	175.3	133.4	31%	177.5	(1%)
Less: Exceptional Item **	-	10.7			
Profit after tax and exceptional item	175.3	122.7	43%	177.5	(1%)
OCI	5.9	(6.6)		0.9	
Total Comprehensive Income (TCI)	181.2	116.1	51%	178.3	2%
TCI - excluding exceptional items**	181.2	126.8	43%	178.3	2%

**Exceptional item consists of Rs 10.7 Cr goodwill write-off in Q4FY19

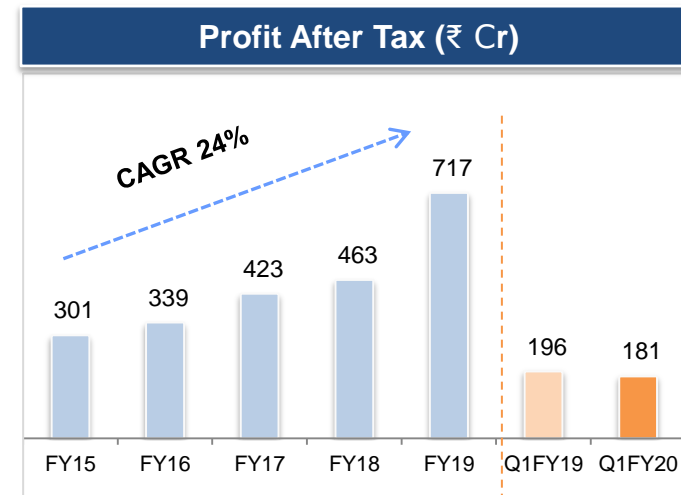
Sharper focus on small ticket retail loans

Quarter ended June 2019

- Loan assets growth driven by small ticket retail home loans, gold loans, business loans and micro-finance loans.
- Developer & construction finance and capital market loans have declined both on q-o-q and y-o-y basis.
- IIFL Home Finance is a leading player in disbursing affordable home loans, eligible for in PMAY-CLSS subsidy.



AUM (₹ Cr)	Q1FY20	Y-o-Y	Q-o-Q
Home Loans	12,380	33%	2%
Business Loans	8,322	1%	(2%)
Developer & Construction Finance	4,875	(4%)	(4%)
Gold Loans	6,583	46%	6%
Capital Market Finance	403	(63%)	(39%)
Microfinance	2,358	112%	3%
Total	34,920	19%	0%



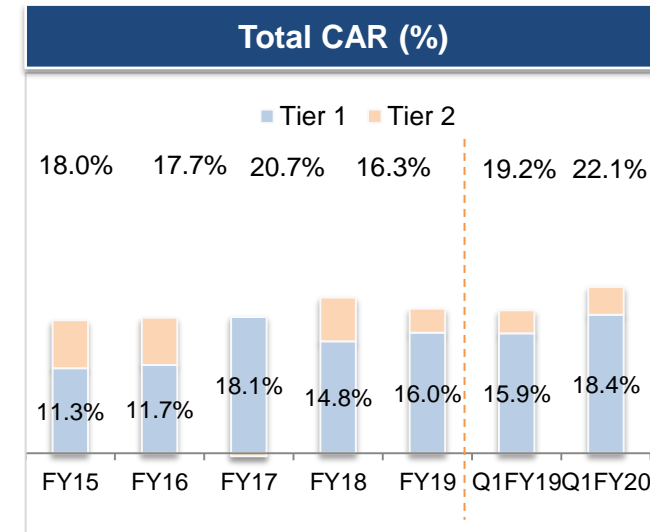
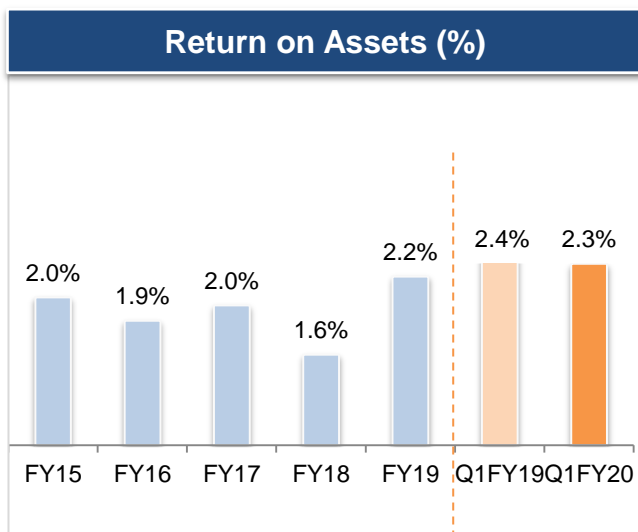
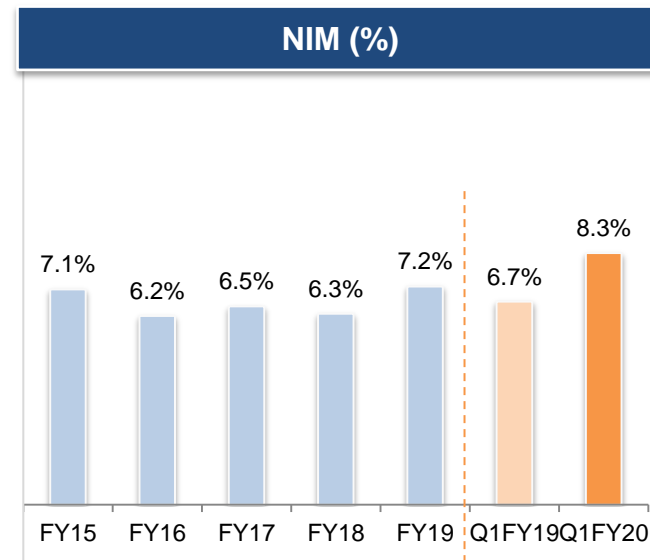
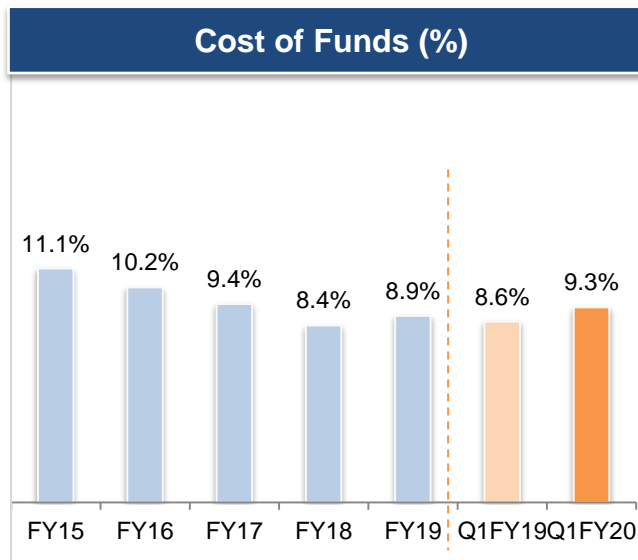
Notes

- Business Loans includes LAP, SME and Digital Finance
- FY18 onwards numbers are as per IND AS. Prior years' numbers are as per IGAAP

Funding costs rise, boarding yields rise in tandem

Quarter ended June 2019

- Capital adequacy at 22.1%, well above the minimum requirement
- Tier I Capital Adequacy Ratio stands at 18.4% against minimum requirement of 10%.
- Average cost of borrowing rose by 16bps q-o-q and 68bps y-o-y
- NIM for Q1FY20 stood at 8.3%
- ROE annualized stands at 17.3% and ROA at 2.3% for Q1FY20

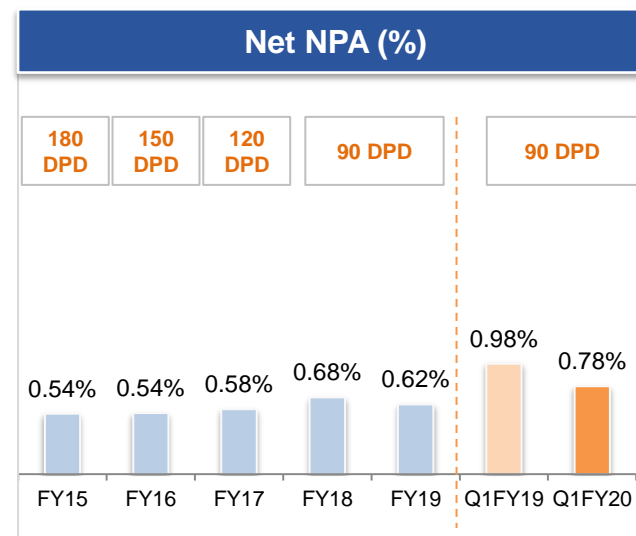
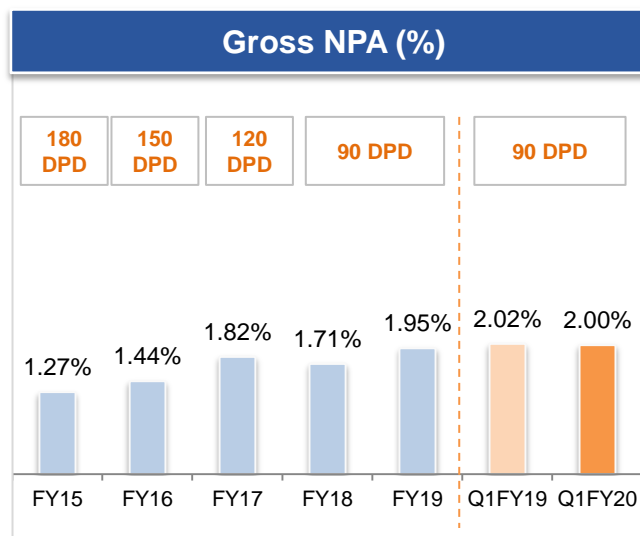


• Note: FY18 onwards numbers are as per IND AS. Prior years' numbers are as per IGAAP

Through cycles, maintaining superior quality of assets

Quarter ended June 2019

- GNPA as at Q1 FY20, was 2.0% and NNPA was 0.8%
- Under Ind AS, provision coverage (incl. standard assets provision) on NPAs was 131%.
- 85% of our loans are retail in nature. 57% of home loans, 48% of business loans and 95% of microfinance loans qualify as priority sector loans for banks.
- For secured loans, loan to value is 69% for home & gold loans and less than 50% for others.



	Portfolio Share	GNPA %	NNPA%	Yield %	Average Ticket Size (₹Lakh)	LTV %
Home Loans	35%	1.0%	0.8%	10.3%	15.0	69%
Developer & Construction Finance	14%	2.9%	0.0%	16.3%	2120.0	49%
Gold Loans	19%	0.5%	0.3%	18.3%	0.6	69%
Capital Market Finance	1%	1.6%	0.0%	13.0%	93.5	42%
Business Loans	24%	3.8%	1.9%	15.9%	23.0	47%
Microfinance	7%	0.9%	0.2%	20.2%	0.2	-
Total*	100%	2.0%	0.8%	14.7%		

Note: FY18 onwards numbers are as per IND AS. Prior years' numbers are as per IGAAP

Excluding discontinued HCF business - Overall GNPA stands at 1.72% and NNPA at 0.62% , Business Loans GNPA stands at 2.7% and NNPA at 1.3%

Stable asset quality across products

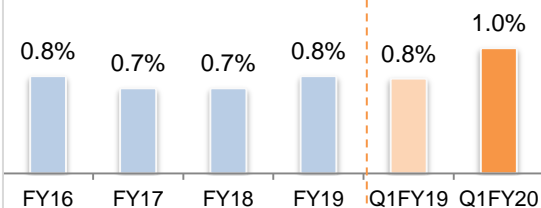
Quarter ended June 2019

Credit quality has been steady across key product segments, with overall gross NPA at ~2% or lower

Core growth segments

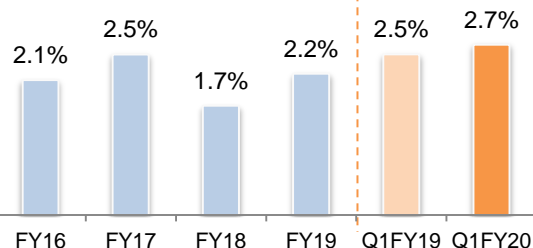
Home loans

Gross NPAs (%)



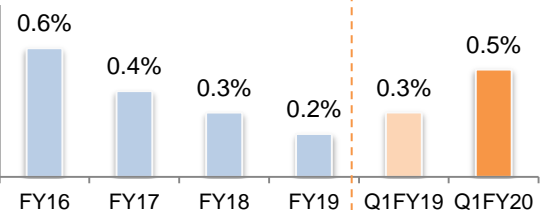
Business loans

Gross NPAs (%)



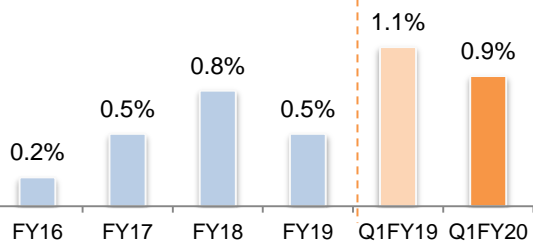
Gold loans

Gross NPAs (%)



Microfinance

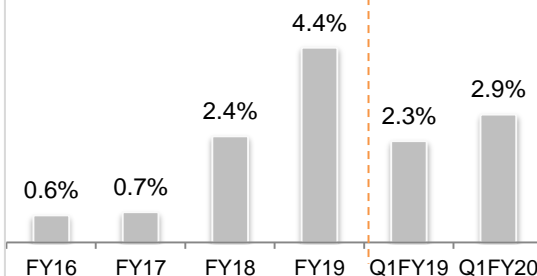
Gross NPAs (%)



Synergistic segments

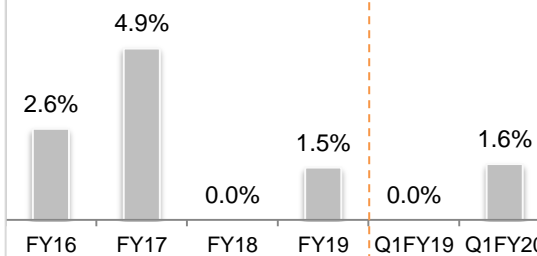
Developer & Construction finance

Gross NPAs (%)



Capital markets finance

Gross NPAs (%)

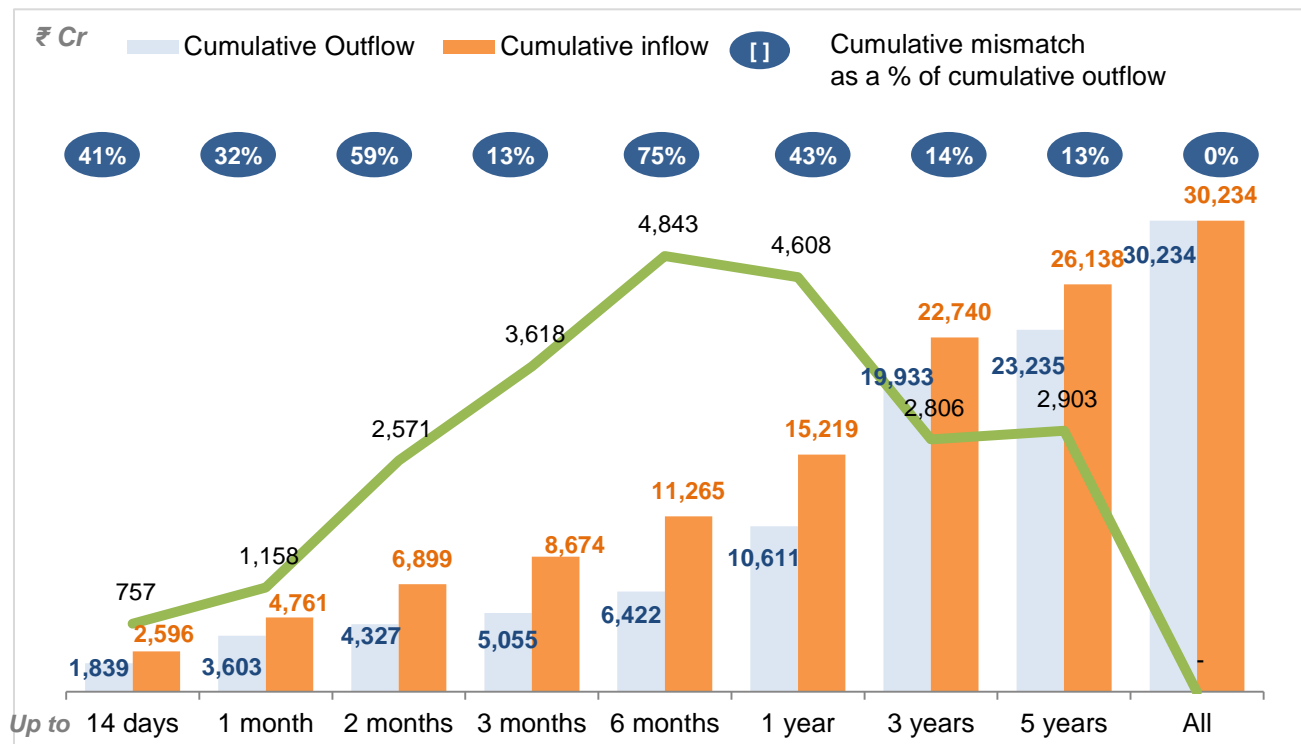


Note:
 (i) Gross NPAs for FY18 onwards are as per IndAS (include securitized assets); other numbers are as per IGAAP
 (ii) Business Loans excludes discontinued HCF business

Comfortable liquidity position

Quarter ended June 2019

Positive ALM mismatch across all buckets and comfortable liquidity position



- Conservative approach to liquidity, keeping a margin of safety (surplus)
- Shorter maturity assets enable easier matching of liabilities

During last three quarters

Continue to maintain long-term rating of AA (Stable) from CRISIL and ICRA

- Raised **USD 100m** 5-year ECB from **EDC Canada**
- Raised **USD 50m ECB** from **SBI New York**
- Securitized/ assigned loans of **~Rs 13,000 Cr** to banks
- Raised **Rs 2,398 Cr** term loans/ refinance from banks, NHB
- Raised **Rs1200 Cr** by Public issue of Bonds in Tranche 1

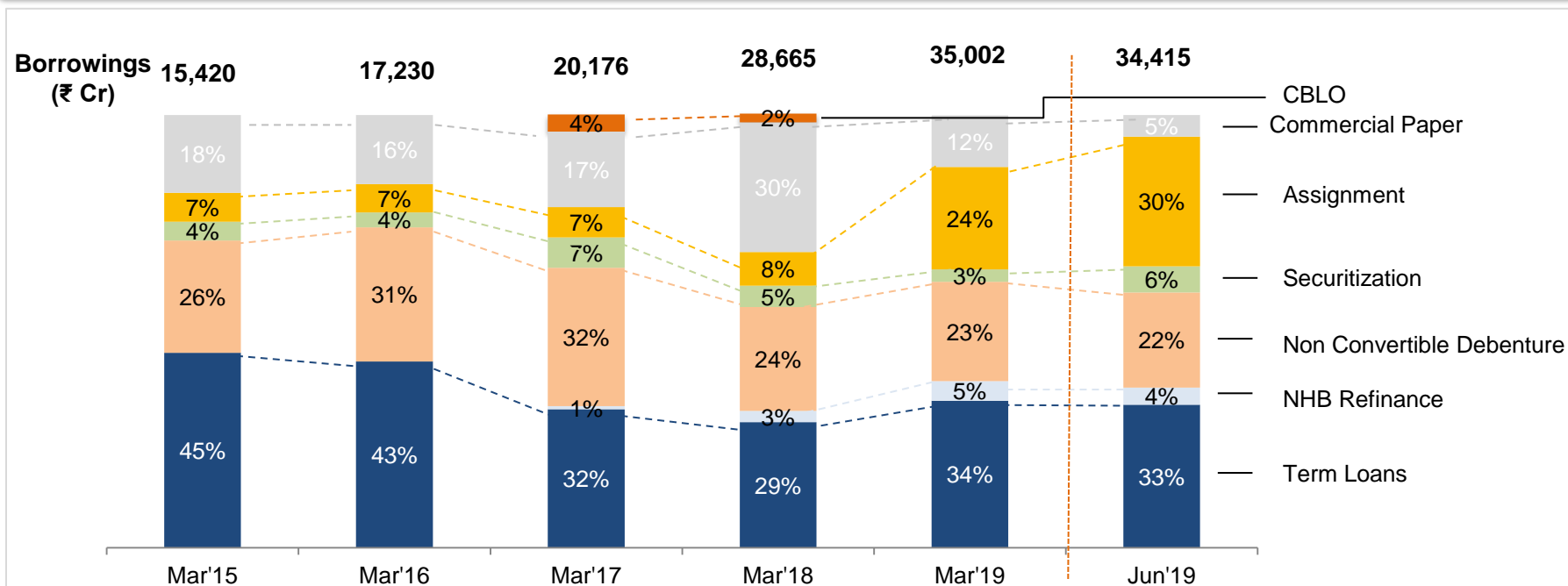
Committed credit lines from banks and institutions of ₹ 1,949 Cr were available as on June 30, 2019

Well diversified funding mix

Quarter ended June 2019

Resource profile is well diversified, with increasing share of assigned assets and bank loans

Split of funding



Recent liquidity measures by Govt/RBI for NBFC sector

Quarter ended June 2019

Onward Lending

- Banks' lending to NBFCs for on-lending to agriculture up to Rs 10 lakh and MSME and housing sectors up to Rs 20 lakh per borrower, is to be treated as priority sector lending (PSL). This will encourage banks to lend to NBFCs for these purposes, to meet their PSL obligations. Majority of the company's loan portfolio qualifies under this scheme

First Loss Guarantee

- The Government will provide first loss guarantee of 10% to PSU banks for purchase of AA and above rated pool of assets from NBFCs for an amount of Rs 1 trillion. The company will be able to use this scheme for securitising its assets to PSU banks

External Commercial Borrowings

- NBFCs are permitted to raised ECBs of up to \$750m per annum across tenors, through automatic route. The company has raised ECB of \$100m for 5 year tenor in July 2019 under this scheme
- ECBs for tenor 10 years are permitted to be used for refinancing of existing domestic debt and for general corporate purposes

I: Performance Overview

(i) Q1FY20 Results

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(iii) Overview of Business

13

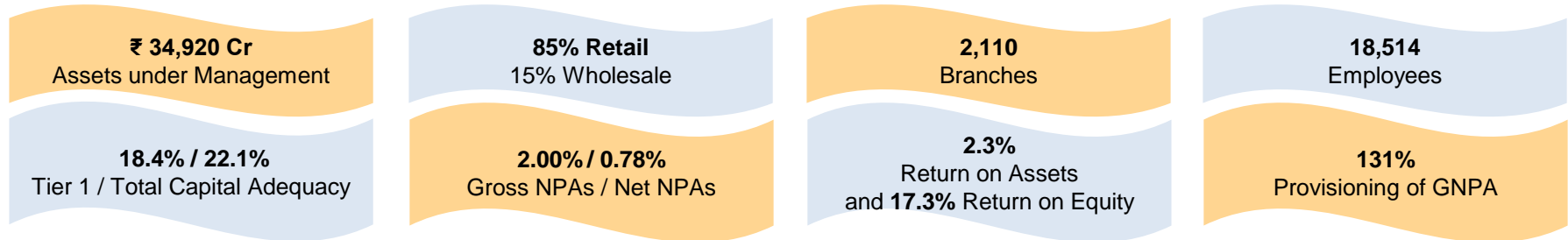
(iii)Product Segments

23

II: Ownership, Management and Governance

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Company snapshot



Unique advantages of IIFL Finance

Granular and diversified asset portfolio

- Focus on **small-ticket retail** loans leading to **low delinquencies**
- Loan book with a track record of consistent **superior quality**

Vast physical network with a large presence in Tier-2 /Tier-3 locations

- **Widest physical network** with **brand visibility and connect** with the customer
- **One-stop shop** for financial products facilitating capture of maximum share of customer wallet

Pioneer in adoption of end-to-end digitization across processes

- **Leveraged technology** to streamline processes, reduce turnaround times and provide **operating leverage**
- Data driven analytical models have **helped manage delinquencies**

Access to diverse sources of funding and demonstrated support from existing marquee investors

- Additionally, ~85% of portfolio is readily saleable to banks, providing **ability to assign and generate liquidity**

Our Product Portfolio

As on June 30, 2019

Strategic focus on segments that are core strengths and have *inter se* synergies

	AUM (₹ Cr)	Target customers	Unique features
	 HOME	12,380	<ul style="list-style-type: none"> Salaried / Self-employed individuals Focused on affordable and non-metro housing segments Leverages underwriting skills developed over time
	 BUSINESS	7,974	<ul style="list-style-type: none"> Medium, Small and Micro Enterprises Predominantly lending to business owners backed by cash flows and collateral
	 GOLD	6,583	<ul style="list-style-type: none"> Individuals Small-ticket loans with very low delinquencies Competitive advantage over peers given the vast branch network and segment experience
	 MICROFINANCE	2,358	<ul style="list-style-type: none"> Rural self-employed women High-yielding granular portfolio dominated by Self Help Groups (SHGs) of women for income generating activities Presence across 16 states
	 DEVELOPER & CONSTRUCTION	4,875	<ul style="list-style-type: none"> Developers Lending to residential projects and developers with a focus on affordable housing
	 CAPITAL MARKETS	403	<ul style="list-style-type: none"> Individuals / HNIs Lending to HNIs, corporates, private trusts, etc. looking to monetize their investments to raise capital

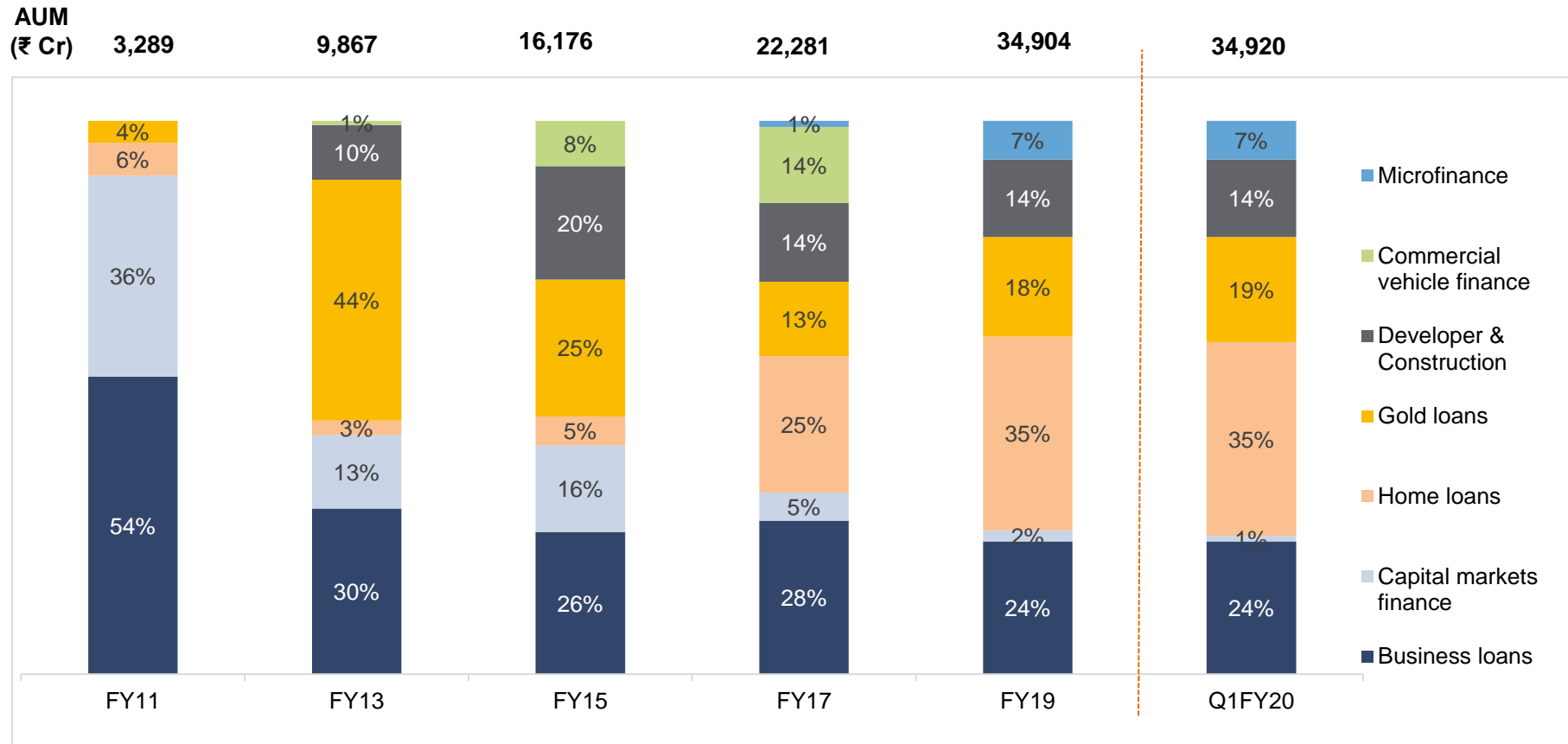
Core growth segments account for around 85% of assets under management

Note:
 (i) AUM does not include Medical equipment portfolio (₹ 348 Cr) that has been discontinued and is on run-down

Increasing diversification across products and customers

Business mix shifting towards a diversified mix of superior quality retail assets

Diversified portfolio disperses exposure and balances cyclical vagaries

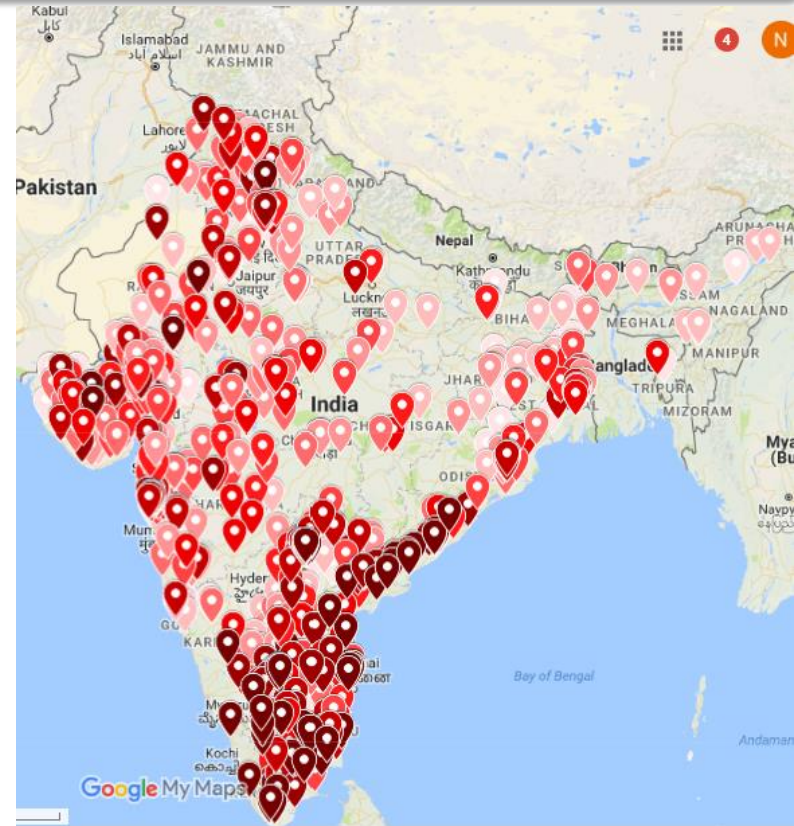
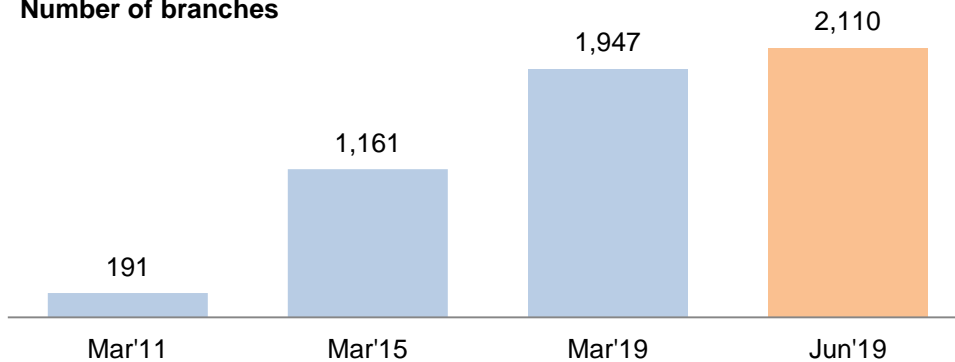


Vast physical network spread across the country

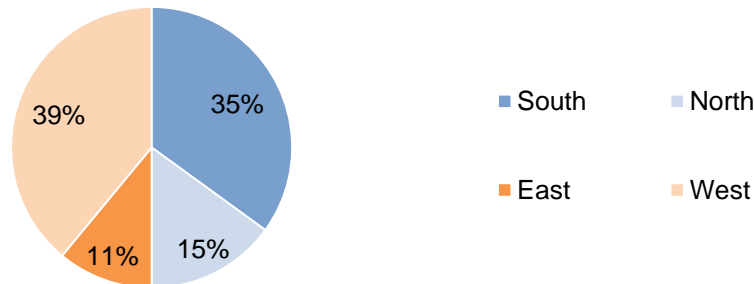
~85% of branches are in Tier 2 and Tier 3 locations

Wide spread network across 25 states and over 600 locations

Number of branches



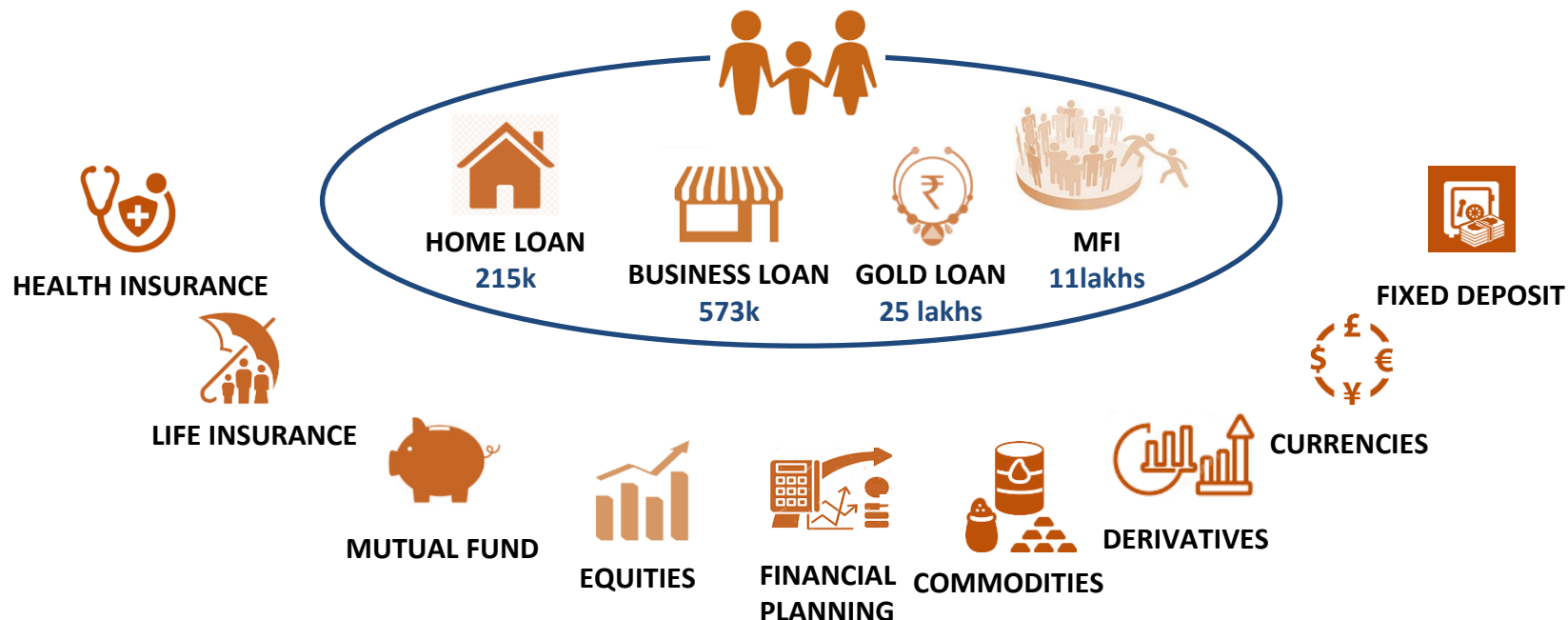
Regional split of branches



- Branches are strategically located in business districts in small towns/cities offering a significant opportunity for IIFL Finance to capture the credit market in these locations

Ability to leverage physical presence and cross-sell

One stop shop for retail customers, building relationship for life



In-house expertise to capture the cross-sell opportunity

- Under penetration of financial products in Tier 2 and 3 locations
- Fee income generation by being distribution partner for investment and insurance products

Benefit from operating leverage

- Branch set-up necessary for gold loans to store pledged gold
- Gold loan being a core product in physical branches pays off for most fixed overheads, enabling additional products to be launched at minimal cost

End-to-end digitization through multiple innovations

SOURCING



- **Propensity-based targeting** built on machine learning model
- Leads generated are communicated to individual **branches to generate action**
- **High conversions:** More than 15x of natural response rate

ONBOARDING



- **Tablet based on-boarding** processes for home loans, business loans and gold loans
- **eKYC** and **eSign** capabilities, supported by automated eligibility checks, help in reducing operating costs and turnaround times

CREDIT UNDERWRITING



- **Analytical algorithms** to support faster credit decisions through online bank statement analysis, connected score cards and automatic policy checks
- Loan sanctioned within minutes, resulting in **reduced turnaround times** and better service

CUSTOMER REFERENCES

DISBURSAL



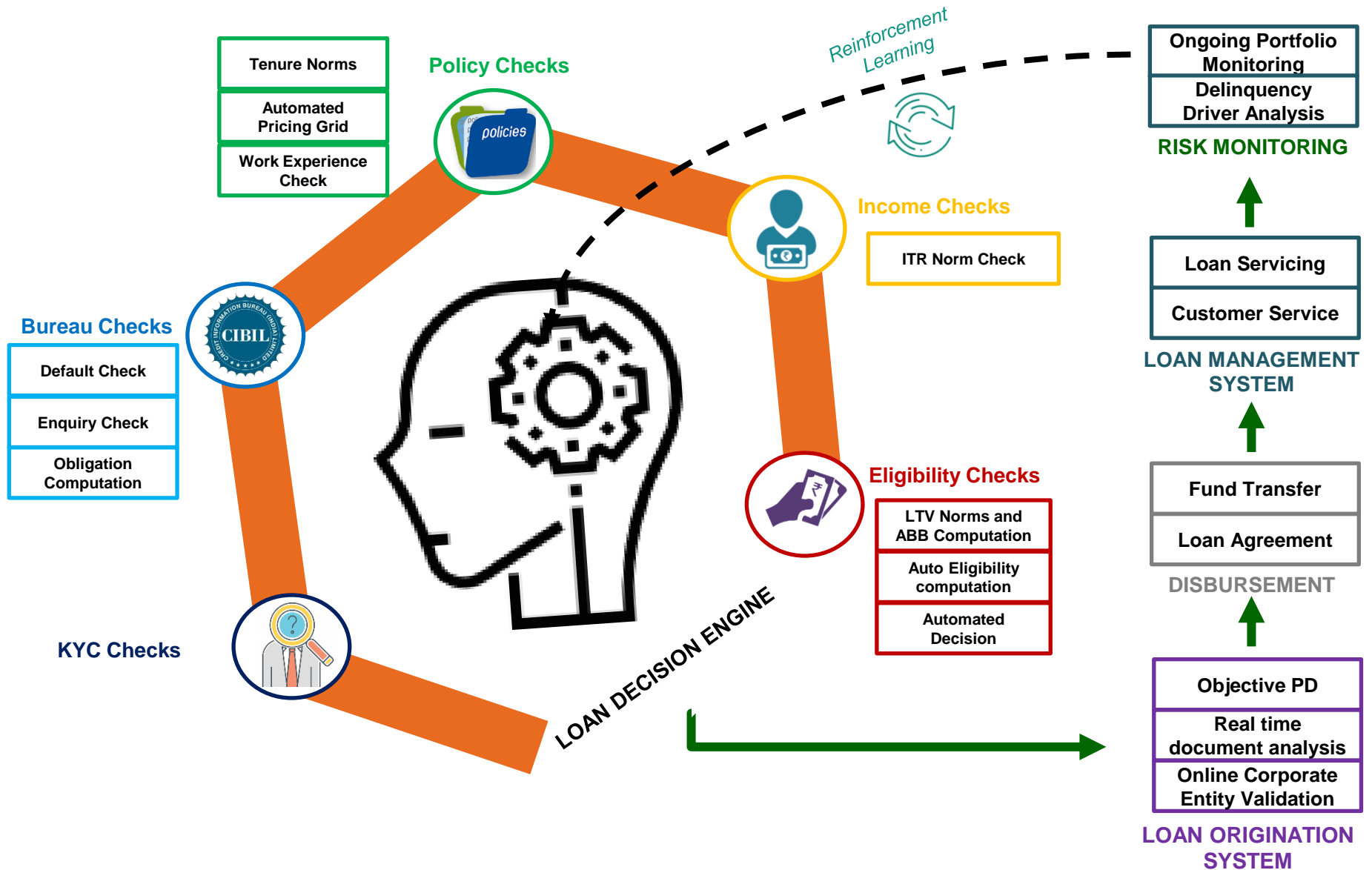
- **Online fulfilment** process (cashless) for quick disbursement
- Final documents scanned, uploaded and stored in a **centralized online repository** for reference and audit

COLLECTION, MONITORING AND SERVICE



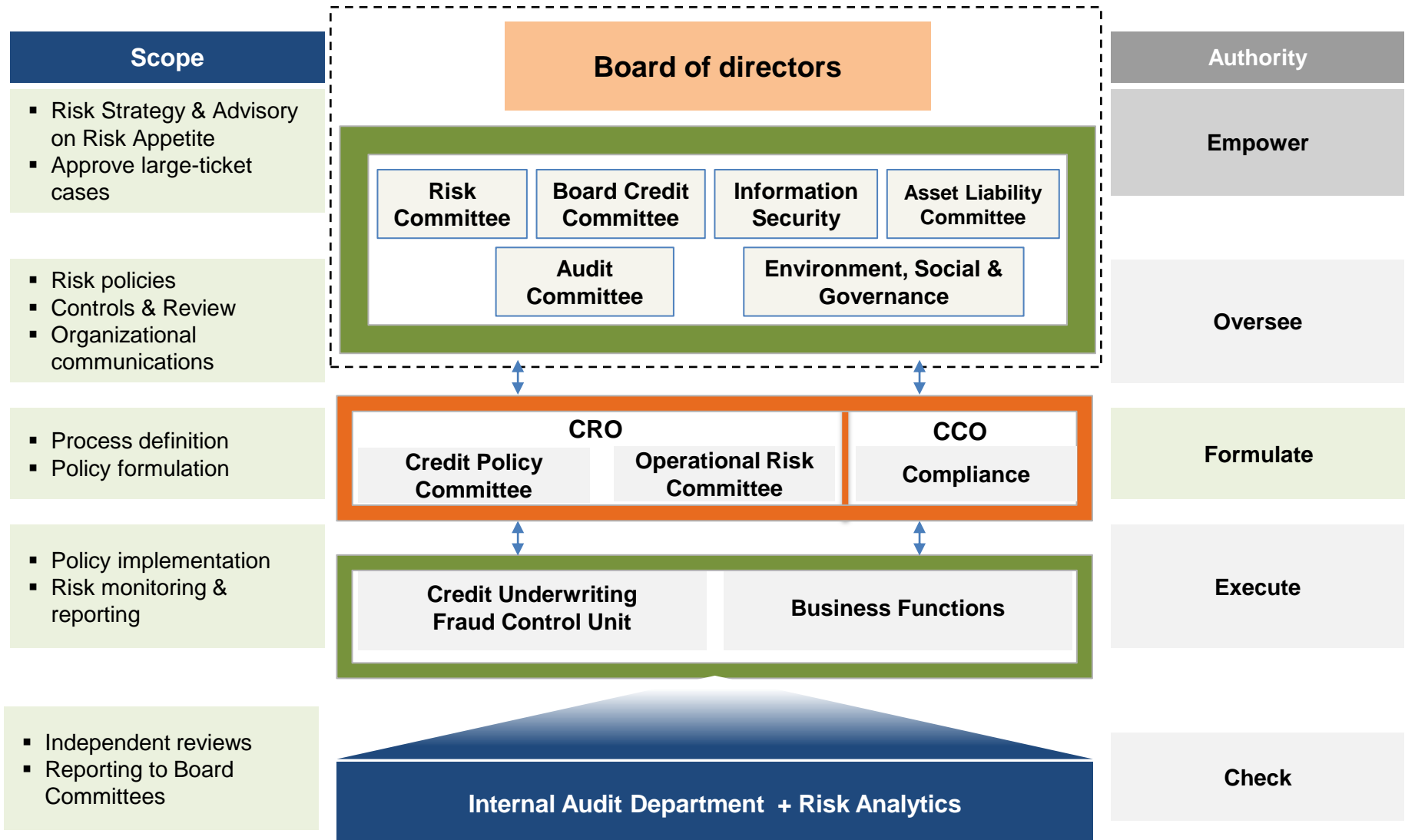
- **Automated collection** management enabling paperless receipts
- **Early warning triggers** for identifying stressed accounts

Leveraging technology for superior credit underwriting



Strong risk management framework under the Board's direct supervision

Multi-level risk governance for efficient monitoring and control of product and entity level risks



I: Performance Overview

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Product offering	<ul style="list-style-type: none"> ▪ Affordable home loan ▪ Non-metro housing loan ▪ For home purchase, home renovation, home construction and plot purchase
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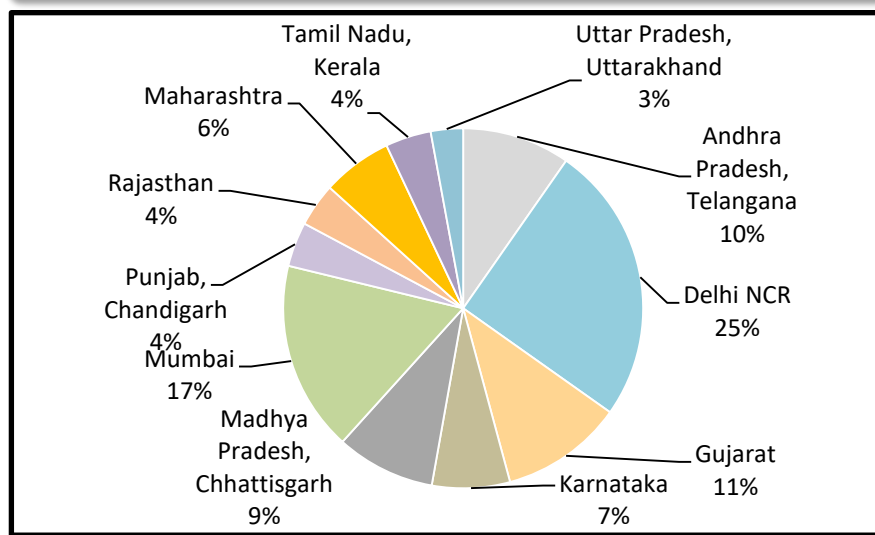
Customer segments	<ul style="list-style-type: none"> ▪ Affordable home loan: Salaried and self employed segment wherein household income is below ₹75k pm and are buying properties in the range of ₹ 30 to 50 Lakh ▪ Non-metro housing loan: Salaried (mostly blue collar jobs) and self employed who have a micro business. Here household income is below ₹ 40k pm and buying properties in the range of ₹ 10 to 30 Lakh
--------------------------	---

AUM ₹ 12,380 Crore (June 2019)	Gross /Net NPA 1.0% / 0.8% (June 2019)	Onboarding Average Ticket Size ₹ 15 Lakhs	LTV 69%	Tenor 19 years
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Key differentiators and controls

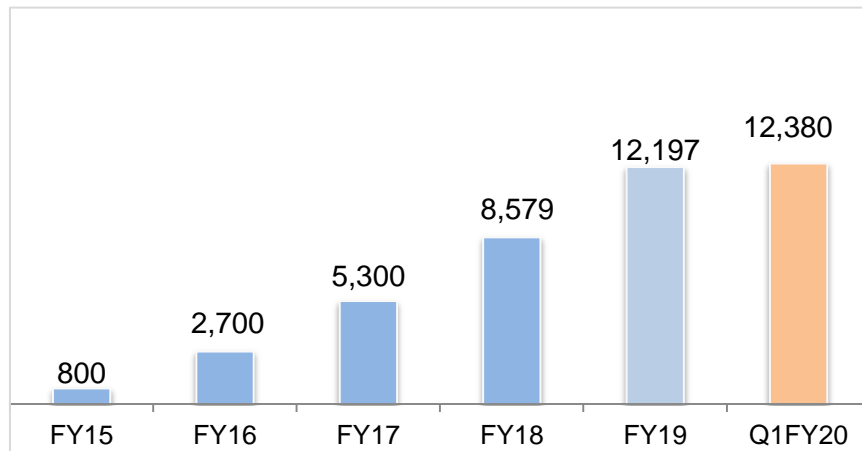
- ✓ Primary focus on affordable and non-metro housing finance to customer segments across Tier-1 suburbs, Tier- II and Tier- III cities
- ✓ Business strategy aligned with government mission of “Housing for All “ through CLSS subsidy
- ✓ End to end digital process to reduce cost, enhance operational efficiency and minimise turn-around time (TAT)
- ✓ Ability to leverage group company network
- ✓ Digital penetration in affordable home loans has increased from 5% in FY17 to 49% in FY19
- ✓ ₹ 700 Crore of subsidy received under Credit-linked Subsidy Scheme, which has benefitted ~30,000 customers

Distribution of AUM as at June 30, 2019

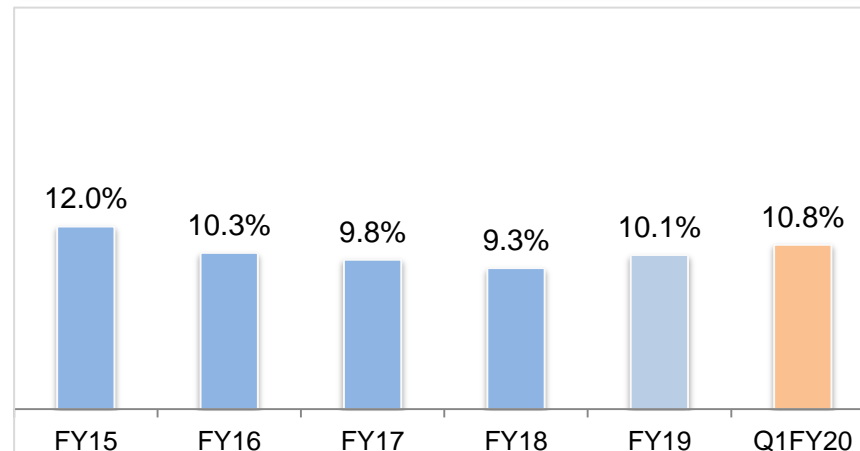


Home loans – Financial overview

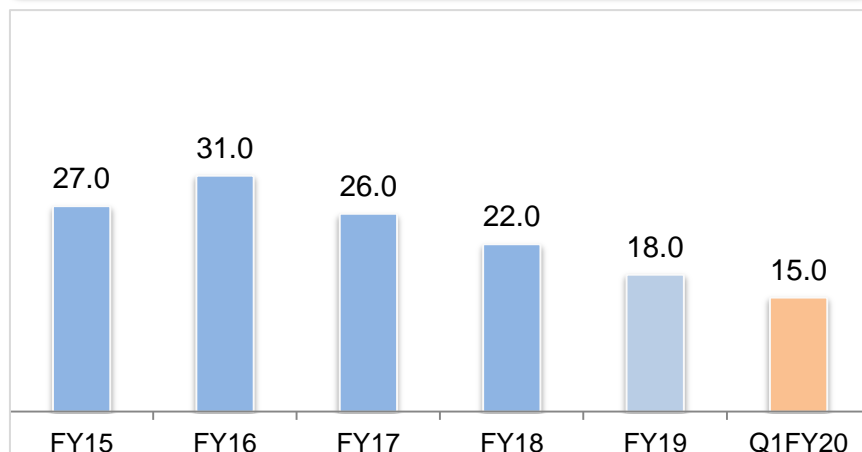
Assets Under Management (₹ Crore)



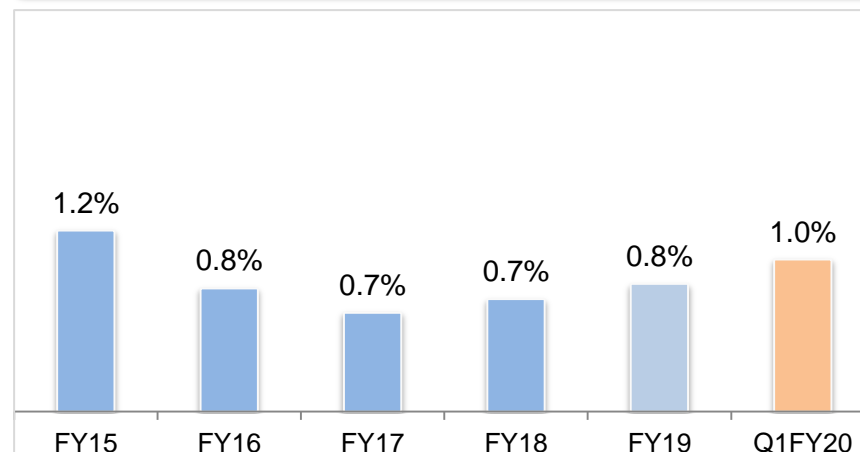
Boarding Yield (%)



Onboarding Average Ticket Size (₹ Lakhs)



Gross NPAs (%)



Product offering

- For business loans backed by cash flows
- Collateral must for loans of more than ₹ 50 Lakh; LTV up to 70%

Customer segments

- MSME customers having established business performance
- Lending to manufacturing, trading and service sectors for working capital and business expansion

AUM
₹ 7,974 Crore
(June 2019)

Gross/Net NPA
2.7% / 1.3%
(June 2019)

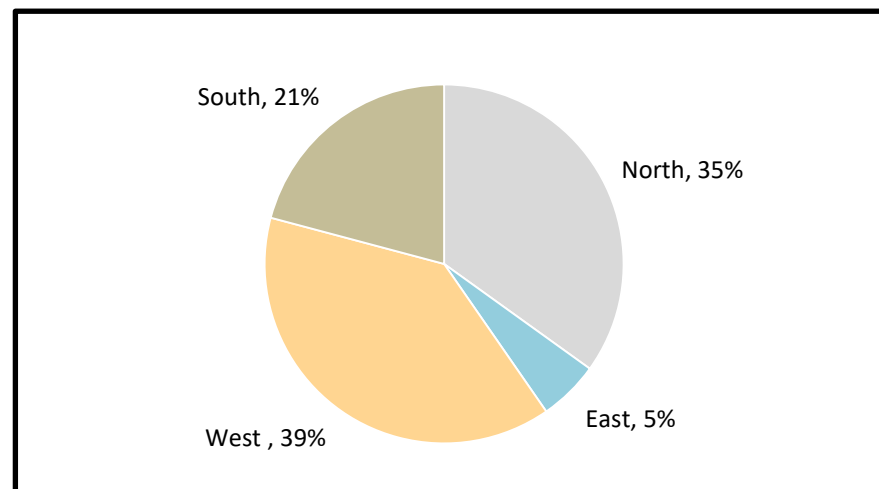
Onboarding Average Ticket Size
₹ 23 Lakh

Tenor
Upto 12 years

Key differentiators and controls

- ✓ Varied products – small ticket Insta loans, cash flow backed business loans and Loans against Property
- ✓ Focus on balancing prudent credit underwriting with instant in-principal decisioning and automated disbursements based on analytical scorecards
- ✓ Strong collections and portfolio monitoring based on risk events and triggers

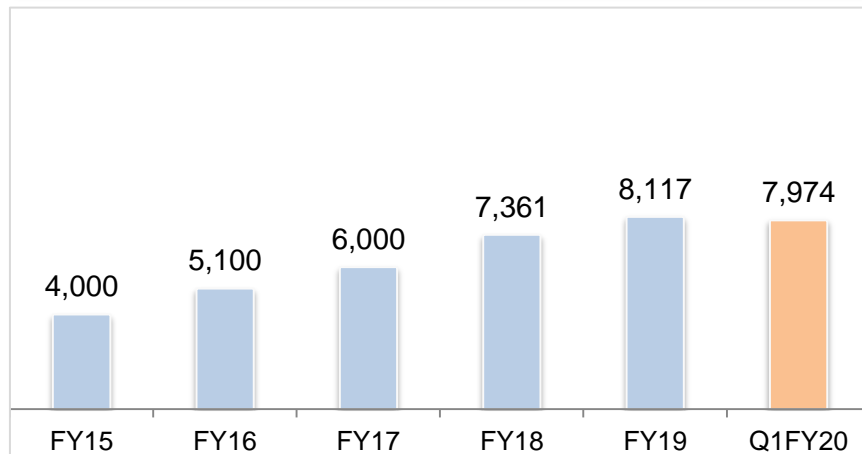
Distribution of AUM as at June 30, 2019



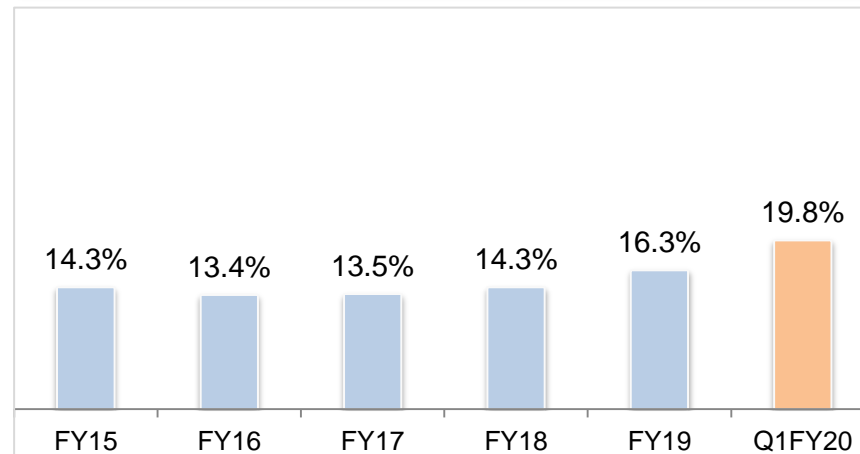
Note:
(i) Business Loan figures does not include Medical equipment portfolio (₹ 348 Cr) that has been discontinued and is on run-down

Business loans – Financial overview

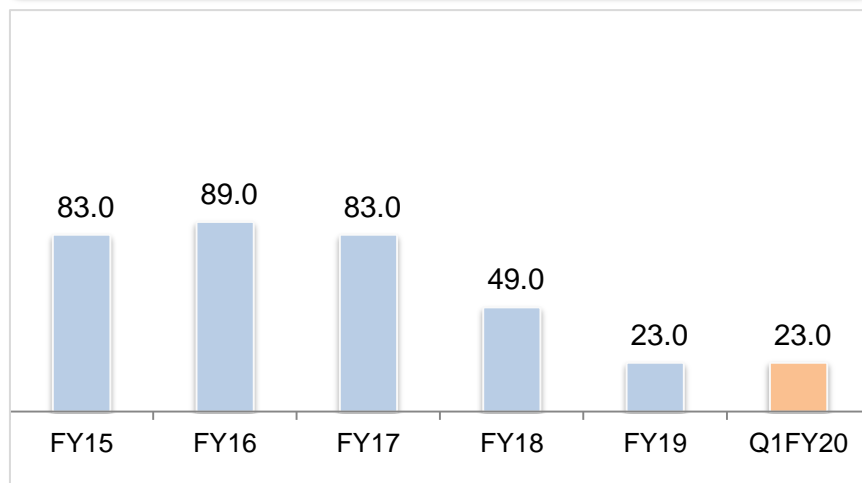
Assets Under Management (₹ Crore)



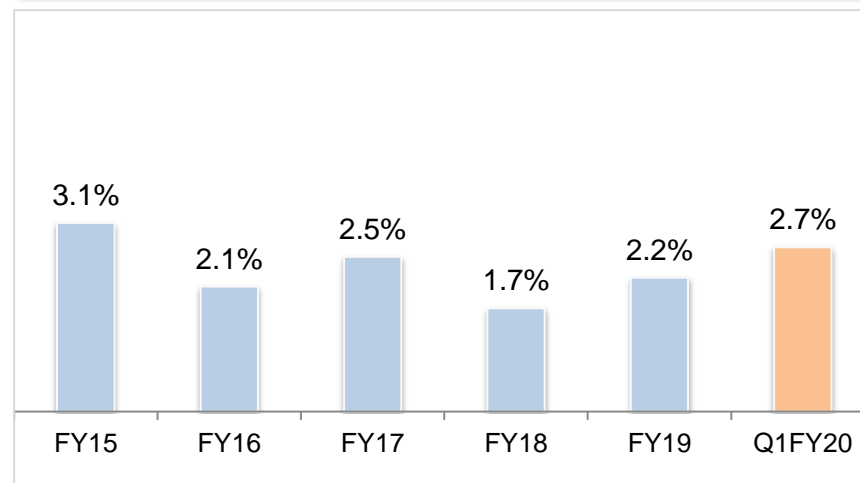
Boarding Yield (%)



Onboarding Average Ticket Size (₹ Lakhs)



Gross NPAs (%)



Note:
 (i) Business Loan figures does not include Medical equipment portfolio (₹ 348 Cr) that has been discontinued and is on run-down

Gold loans – Product overview

Product offering

- Loan against jewellery provided for personal & business use;
- On-boarding LTV < 75%

Customer segments

- Salaried, self-employed and MSME businesses
- 70% are repeat customers

AUM

₹ 6,583 Crore
(June 2019)

Gross/Net NPA

0.5% / 0.3%
(June 2019)

Onboarding Average Ticket Size

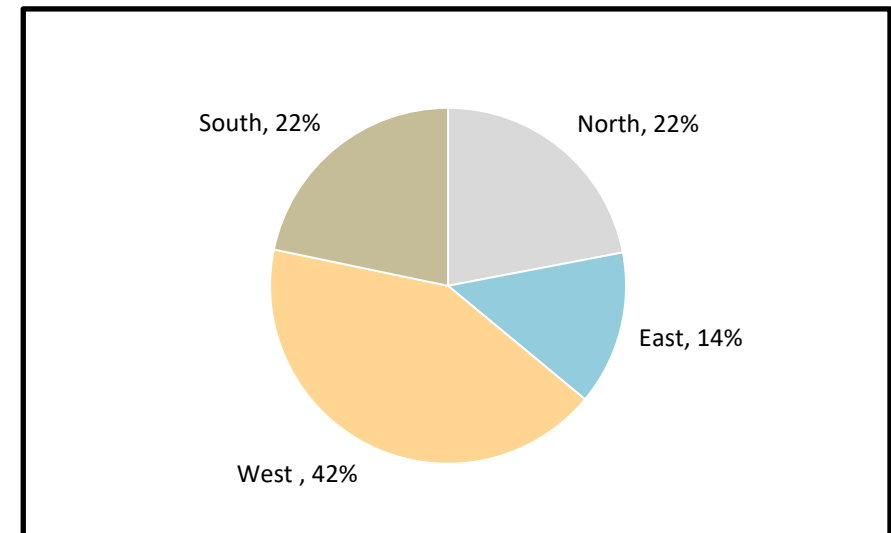
₹ 0.6 Lakhs

Tenor
~1 year

Key differentiators and controls

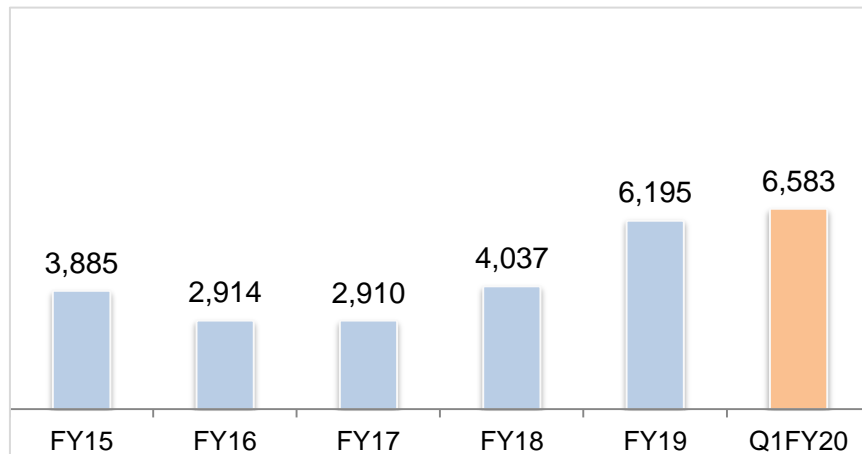
- ✓ Hassle free loans with quick approvals and minimum documentation with disbursement under 30 minutes
- ✓ Sourcing through sales executives in 600+ cities across 25 states
- ✓ In-house loan origination tablet application equipped to screen customers for earlier defaults, frauds and negative customer lists
- ✓ Strong emphasis on Collections and Resolution resulting in negligible losses
- ✓ Robust credit writing policies manifested in low auction-to-disbursal ratio (~0.09% as of Q1FY20, as compared to 0.26% in FY17)

Distribution of AUM as at June 2019

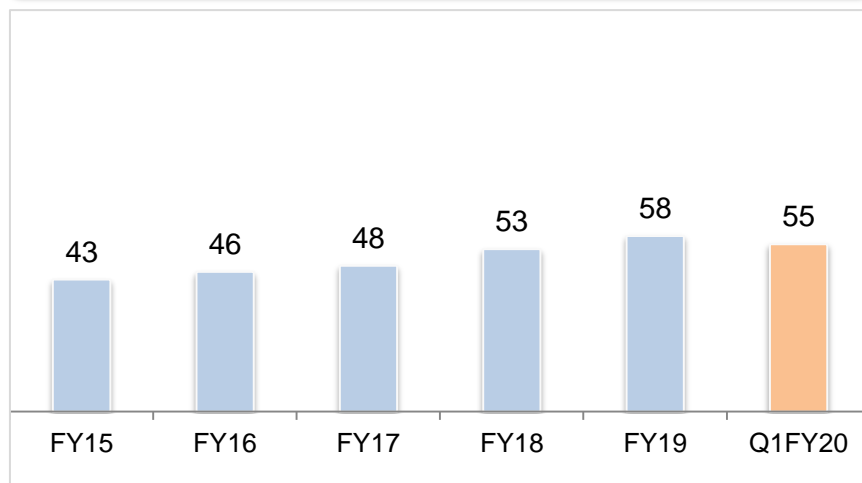


Gold loans – Financial overview

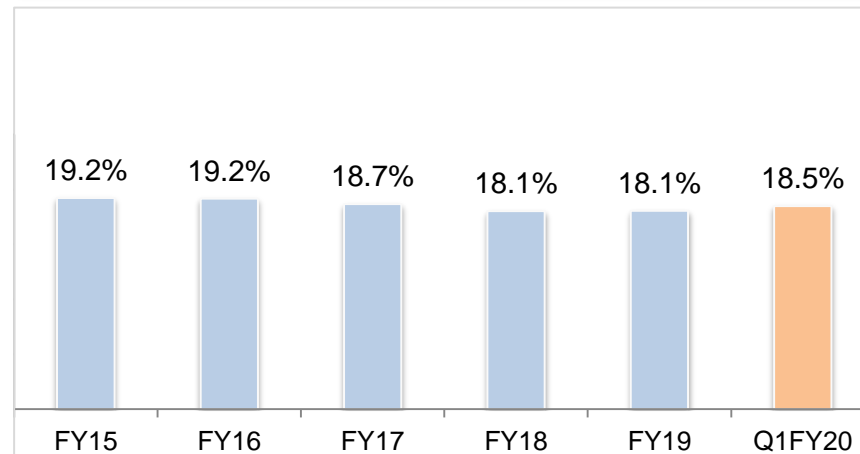
Assets Under Management (₹ Crore)



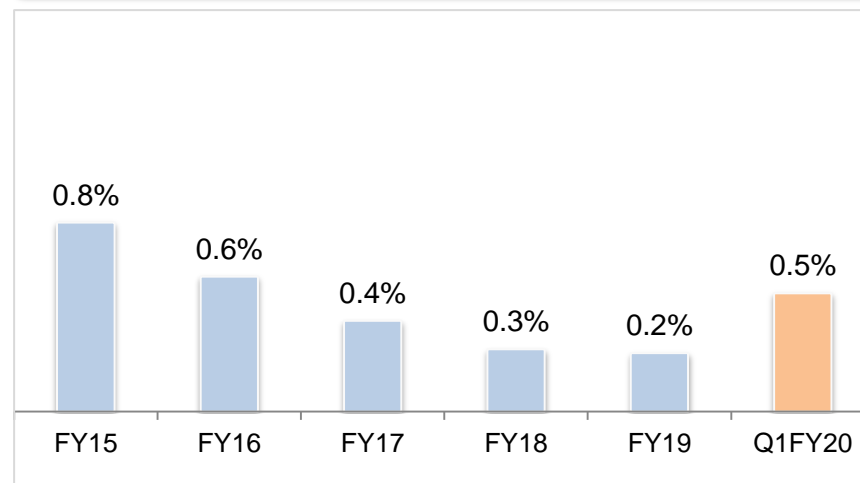
Onboarding Average Ticket Size (₹ '000s)



Boarding Yield (%)



Gross NPAs (%)



Product offering

- Small-ticket loans for purpose of income generation activities

Customer segments

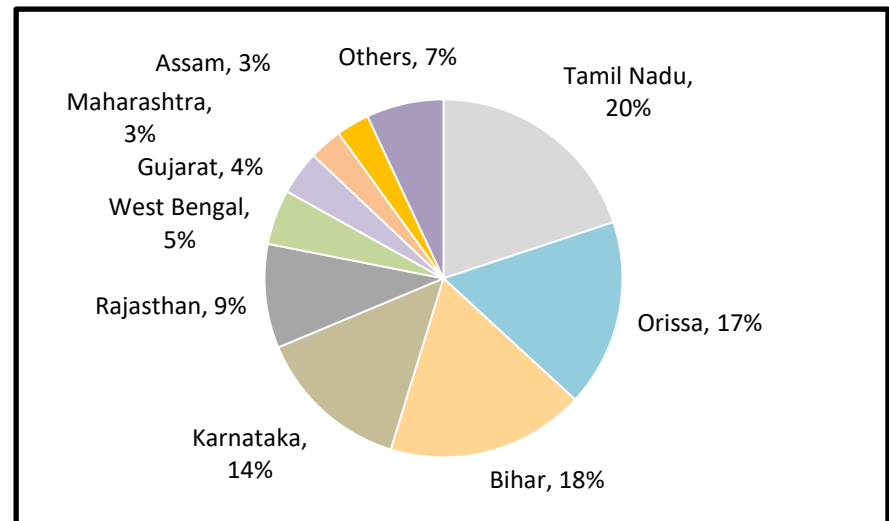
- Target segment is rural and semi-urban self-employed women formed into joint liability groups

AUM ₹ 2,358 Crore (June 2019)	Gross/Net NPAs 0.9% / 0.0% (June 2019)	States 16	Total Customers 11 Lakh	Tenor ~2 years
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Key differentiators and controls

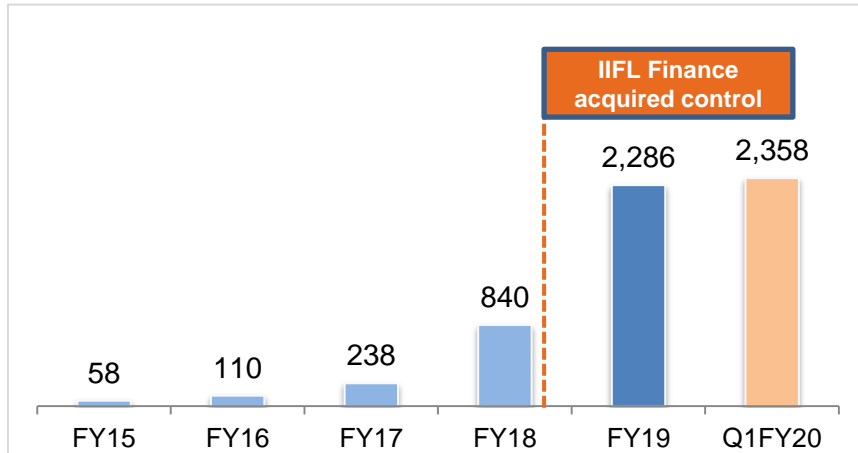
- ✓ Among top 10 MFIs in India
- ✓ Extensive presence in 16 states, 207 districts
- ✓ Strong emphasis on training and awareness of all customers detailing end use of funds, timely repayment and emphasis on joint liability
- ✓ Customer base likely to graduate to larger ticket-sized loans, like gold loans and affordable housing loans
- ✓ 100% credit-linked insurance coverage

Distribution of AUM as at June 30, 2019

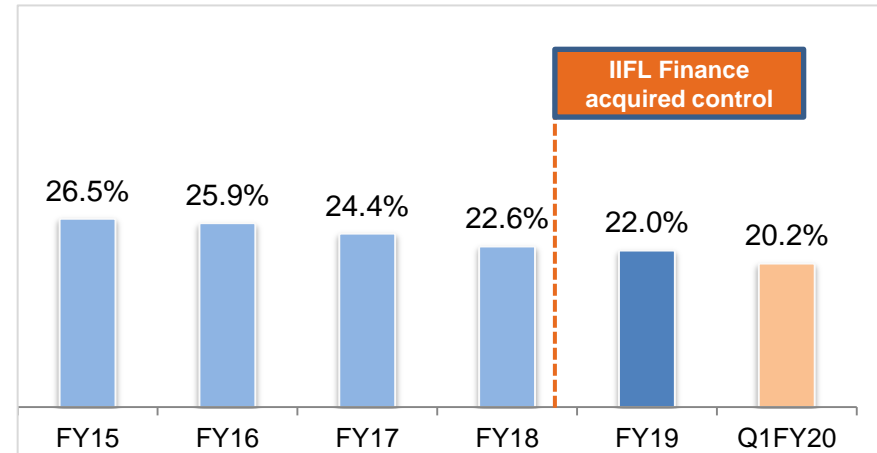


Microfinance – Financial overview

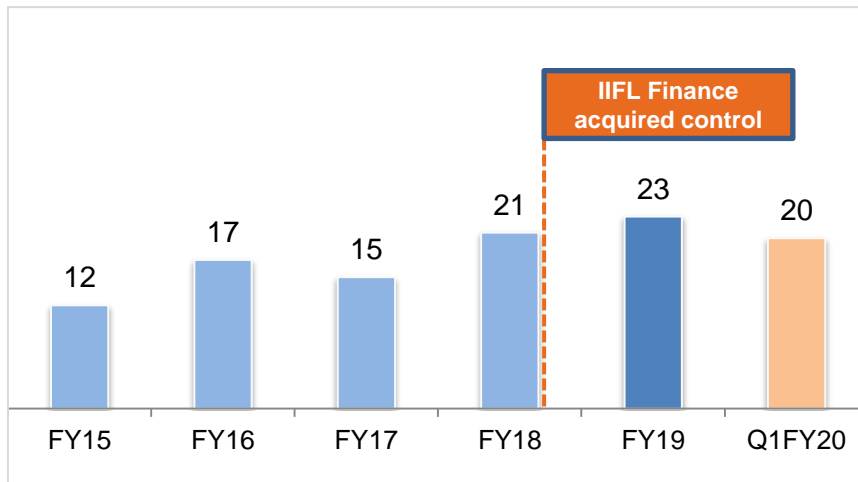
Assets Under Management (₹ Crore)



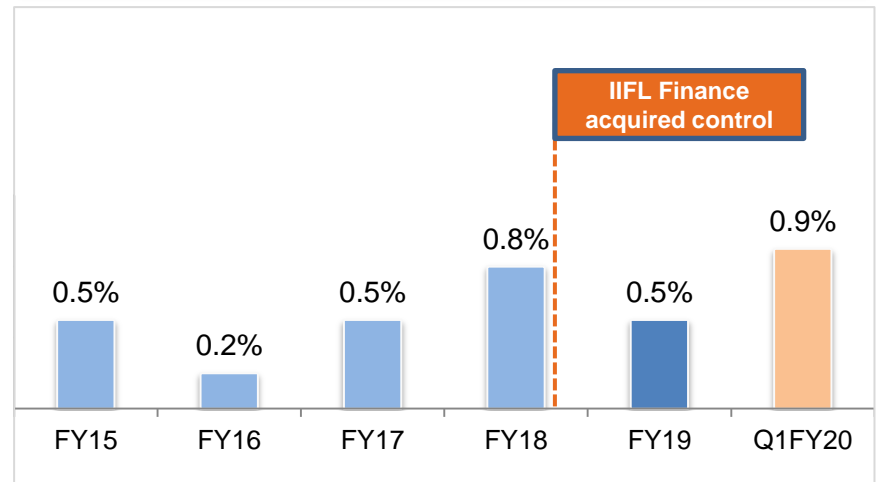
Boarding Yield (%)



Onboarding Average Ticket Size (₹ '000s)



Gross NPAs (%)



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Distinguished Board of Directors

India Infoline Finance– Board of Directors



V. K. Chopra, Chairman

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



Nirmal Jain, Whole-time Director

- MBA from IIM Ahmedabad, rank-holder CA and Cost Accountant. Worked with Unilever for 5 years
- Founded and led IIFL since 1995



R Venkataraman, Non Executive Director

- MBA from IIM Bangalore, B-Tech from IIT Kharagpur
- Worked with ICICI Bank, Barclays, GE Capital
- Co-founder of IIFL



Nagarajan Srinivasan, Non Executive Director

- Head of South Asia, CDC Advisers
- More than 30 years of investing and financial services experience



Nilesh Vikamsey, Independent Director

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



Geeta Mathur, Independent Director

- Co-chair for the India Chapter of Women Corporate Directors Foundation
- Chartered Accountant with over 20 years of experience as a Finance professional



Sumit Bali, Executive Director & CEO

- MBA from IIM Ahmedabad
- More than 24 years of banking experience, including heading the retail asset portfolio of Kotak Mahindra Bank

Management team with rich domain experience and ownership

India Infoline Finance

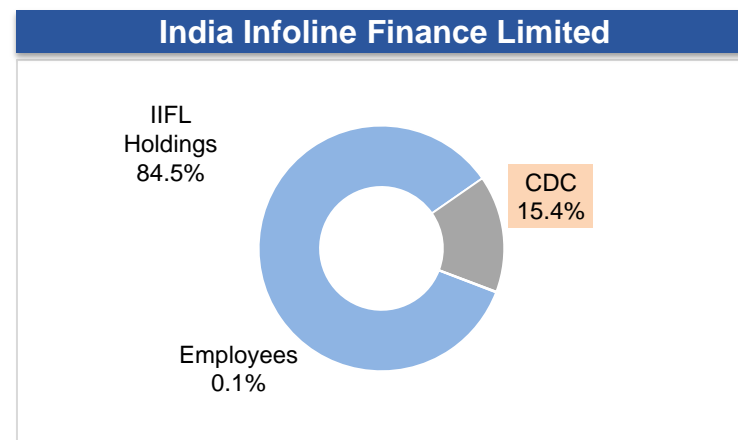
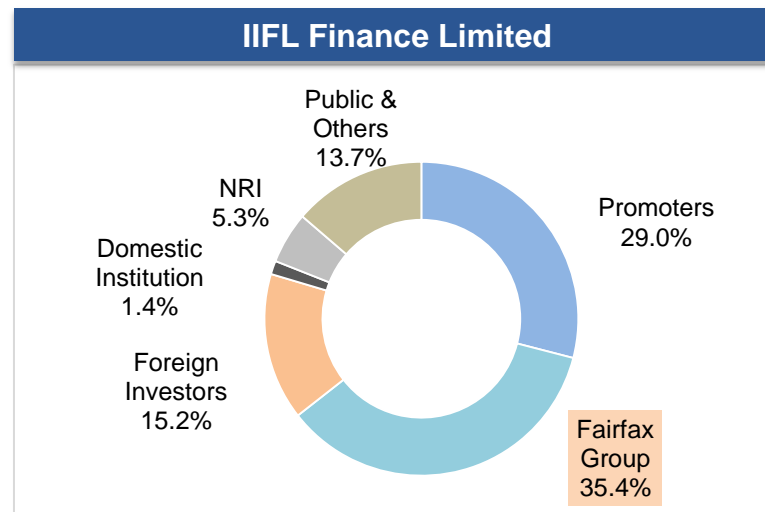
Chief Executive Officer	Sumit Bali
Chief Financial Officer	Prabodh Agrawal
Chief Risk Officer	Anujeet Kudva
Compliance Officer	Gajendra Thakur
Treasurer	B.S. Amarnath

IIFL Home Finance

Chief Executive Officer	Monu Ratra
Chief Financial Officer	Amit Gupta
Chief Risk Officer	Sanjeev Shrivastav
Treasurer	Govind Modani

Samasta Microfinance

Chief Executive Officer	N. Venkatesh
Chief Financial Officer	Sreepal Jain
Chief Risk Officer	Sabari Krishna



Note: Shareholding pattern as at June 30, 2019

IIFL's brand and credibility are substantiated by multiple awards

IIFL Finance
won
“Best ATL Campaign” Award at
mCube Awards for IIFL Bond
Campaign



IIFL Finance
has been awarded as a
“Great Place to Work”
certification from March 2019 to
February 2020



ET Now & Broadcast One
recognised
IIFL Group
as
“Disruptors” in the
financial services
industry

IIFL Home Finance
Awarded
“Best Affordable Housing
Finance Company of the Year
Award”

IIFL Finance
won “Best On-Boarding
Solutions”
at People Matters Learning &
Development Conference



IIFL Finance won
“Leadership in Customer Service
in Financial Services Sector” at
The 7th Edition of World Quality
Congress & Awards



IIFL won three awards at
“Drivers of Digital Awards 2018”
for

Best use of digital media for
share trading, online
engagement & loyalty scheme
and best online payments
solution (merchant)



Complete Profitability

A N E S G I N I T I A T I V E

Employees

- Learning & Development
- Growth
- Gender Diversity
- Right Values

Organization

- Financial, Ethical & Sustainable Growth
- Constant Innovation

Society

- Financial Inclusion
- Financial Literacy
- Women Empowerment
- Housing for All

Environment

- Environmental & Health Impact
- Environmental , Social & Governance
- Sustainable Development
- Responsible Investment

E

- KUTUMB
- Digital process
- Green communication

S

- Financial Inclusion
- First House- Housing for All
- Affordable Housing
- Women Empowerment
- Diversity at Work Place
- Employees Health and Safety
- CSR activities

G

- POSH
- CMG
- Ethics & Integrity
- Anti corruption policy
- Customer satisfaction
- Independent Board and Audit Committee Structure
- Whistleblower Mechanism

River Rejuvenation – Wardha, Maharashtra

IIFL Foundation took up the charge to rejuvenate the main river and its tributaries in Arvi taluka, to improve existing groundwater conditions and to promote sustainable management of groundwater resources by artificial recharge methodology. About 22 kms of river rejuvenation work was completed before peak rains.



Financial Literacy – West Bengal

Under IIFL foundation’s financial literacy initiative, two new Financial Literacy centers were initiated in West Bengal at districts - Purulia and Bankura. The centre facilitates workshops on Financial Literacy having women and youths as their target group. The collective outreach of the program spans across 8 Districts, 23 Blocks and 67 Gram panchayats of West Bengal.



Medical Camp – Pandharpur

Over 12 Lakh Pilgrims from various parts of Maharashtra and neighbouring states visited Pandharpur for pilgrimage this year. For the 4th consecutive year, IIFL Foundation supported a week long health camp there. Over 300 volunteers including doctors & para-medical staff participated in treating about 53,400 devotees for various ailments. The foundation also provided free food for over 1,00,000 pilgrims.



Repair of School for Differently Abled - Mumbai

IIFL Foundation helped to repair a school from Mumbai that educates children with Hearing Impairment. The repair work was carried out during month of May, as the students were on enjoying summer vacation. The repaired and renovated classrooms were a pleasant delight for the students as they returned to school in June



Disclaimer

*For further details refer to section titled “*Issue Related Information*” on page 242 of the Tranche II Prospectus dated July 30, 2019. Allotment in the public issue of debt securities should be made on the basis of date of upload of each application into the electronic book of the stock exchanges. However, on the date of oversubscription, the allotments should be made to the applicants on proportionate basis.

***The Tranche II Issue shall remain open for subscription on Working Days from 10 a.m. to 5 p.m. (Indian Standard Time) during the period indicated above, except that this Tranche II Issue may close on such earlier date or extended date as may be decided by the Board of Directors of our Company or the Finance Committee, thereof, subject to relevant approvals. In the event of an early closure or extension of this Tranche II Issue, our Company shall ensure that notice of the same is provided to the prospective investors through an advertisement in a daily national newspaper with wide circulation on or before such earlier or initial date of Issue closure. On the Tranche II Issue Closing Date, the Application Forms will be accepted only between 10 a.m. and 3 p.m. (Indian Standard Time) and uploaded until 5 p.m. or such extended time as may be permitted by the Stock Exchanges. For further details, please refer to our section titled “General Information” on page 45 of the Shelf Prospectus and page 18 of the Tranche II Prospectus.

For further details please refer Shelf Prospectus dated January 11, 2019 and Tranche II Prospectus dated July 30, 2019.

DISCLAIMER:

India Infoline Finance Limited, subject to market conditions and other considerations is proposing a public issue of secured and unsecured redeemable non-convertible debentures (“NCDs”) and has filed the Shelf Prospectus dated January 11, 2019 and the Tranche II Prospectus dated July 30, 2019 (“**Prospectus**”) with the Registrar of Companies, Maharashtra at Mumbai, National Stock Exchange of India Limited, BSE Limited and SEBI. The Prospectus is available on our website at www.iifl.com, on the website of the stock exchanges at www.nseindia.com, www.bseindia.com, on the website of SEBI at www.sebi.gov.in and the respective websites of the lead managers at www.edelweissfin.com, www.iiflcap.com, www.icicisecurities.com and www.trustgroup.in. Investors proposing to participate in the issue, should invest only on the basis of the information contained in the Prospectus. Investors should note that investment in NCDs involves a high degree of risk and for details relating to the same, please refer to Prospectus, including the section on “*Risk Factors*” beginning on page 18 of the Shelf Prospectus and on page 28 of the Tranche II Prospectus.

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Thank you

Published in August 2019

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