

January 27, 2020

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

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 India Infoline Finance Limited, material subsidiary of the Company for the quarter and nine months ended December 31, 2019, as follows:

1. Press Release – Annexure 1.
2. Presentation - 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



India Infoline Finance Limited (material subsidiary of IIFL Finance Limited)

Press Release

For immediate publication

Mumbai, India

January 27, 2020

Results update
India Infoline Finance Limited Results
-Profit after tax for Q3FY20 at ₹193 Cr (up 78% y-o-y) and 9MFY20 at ₹547 Cr (up 18% y-o-y)
-Income[#] for Q3FY20 at ₹583 Cr (down 2% y-o-y) and 9MFY20 at ₹1,790 Cr (up 3% y-o-y)
For the quarter and nine months ended December 31, 2019 (Q3FY20, 9MFY20), Consolidated results as per IND AS are:

- Profit after tax stood at ₹193 Cr for the quarter, up 78% y-o-y, and ₹547 Cr for the nine-month period, up 18% y-o-y
- Consolidated income stood at ₹583 Cr for the quarter, down 2% y-o-y and ₹1,790 Cr for the nine-month period, up 3% y-o-y
- Loan assets under management in the NBFC business stood at ₹36,015 Cr, up 11%[^] y-o-y

India Infoline Finance Limited Results: Consolidated – Q3FY20 and 9MFY20

₹Crore	Quarter ended December 31, 2019	Quarter ended December 31, 2018	Y-O-Y	Nine months ended December 31, 2019	Nine months ended December 31, 2018	Y-O-Y
Income [#]	582.6	593.4	(2%)	1,790.2	1,732.3	3%
Profit Before Tax	243.1	168.6	44%	718.3	703.4	2%
Profit after tax (TCI)	192.5	108.4	78%	448.4	464.9	(4%)
Profit after tax (TCI) excluding one off items*	192.5	108.4	78%	546.7	464.9	18%

[#] Income is net of interest expenses

^{*} One off item is one time reversal of deferred tax asset

[^] On ex- CV basis

Mr. Nirmal Jain, Chairman, IIFL Finance Ltd., commented on the financial results: “Although economic growth and macro headline numbers are yet to show a perceptible improvement, credit demand and liquidity show green shoots. IIFL Finance's performance in the quarter under review indicates all-round improvement in the operating environment. IIFL also benefits from softening of competitive intensity in core segments. In the quarter ended December 31, 2019, there was a marked uptick in credit growth as well as long term borrowings.”

India Infoline Finance had loan assets under management of ₹36,015 Cr as at December 31, 2019, with the home loans segment constituting 34%, business loans 23%, gold 21% and microfinance 8% of the total AUM.

The company had a widespread presence of 2,366 branches as at the end of the quarter, spanning the length and breadth of the country.

The company's ROE¹ for 9MFY20 stood at 16.3% and ROA¹ was 2.3%. Average borrowing costs decreased by 9 bps q-o-q and increased by 39 bps y-o-y to 9.4% and Net Interest Margin was at 8.2% for the nine-month period.

87% of our loans are retail in nature and 44% are PSL compliant. The assigned loan book, currently at ₹10,114 Cr, is 28% of AUM. There exists significant opportunity for further assignment, given our granular and retail book.

GNPA stood at 2.27% and NNPA stood at 0.98%, as at December 31, 2019. With implementation of Expected Credit Loss under IndAS, provision coverage on NPAs stands at 95% including standard asset coverage.

Total CAR stood at 21.4% including Tier I capital of 17.9% as at December 31, 2019, as against statutory requirement of 15% and 10% respectively.

Home Loans

At the end of the quarter, retail home loan assets stood at ₹12,354 Cr. The primary focus in this segment is on affordable and non-metro housing loans. About 34,000 customers were benefitted with a subsidy of about ₹796 Cr under the Pradhan Mantri Awas Yojana – Credit Linked Subsidy Scheme.

Gold Loans

As of December 31, 2019 the gold loans AUM grew to ₹7,576 Cr, showing a strong growth of 41% 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 70% y-o-y to ₹2,973 Cr as at December 31, 2019. The MFI customer base increased to over 13 lakh customers.

Credit Rating

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

Comfortable liquidity position

Raised ₹2,721 Cr through term loans and NCDs from banks, development institutions, insurance companies etc. Loans of ₹2,381 Cr were securitized/assigned. Outstanding NHB refinance of ₹960 Cr was repriced downward by around 2%. Committed credit lines from banks and institutions of ₹3,058 Cr were available as on December 31, 2019.

Mr. Sumit Bali, CEO, India Infoline Finance Ltd., commented on the financial results: “We continue to make progress on our strategy to grow core assets. Asset quality continues to be satisfactory in an environment of slowing growth in the economy. We have seen improvement in the liquidity flow to us and expect this trend to continue.”

Awards and Accolades received in Q3FY20:

- IIFL Finance received the ‘Golden Peacock Award for Risk Management’ 2019 from the Institute of Directors at Singapore Global Convention on Board Leadership & Risk Management
- The Economic Times recognizes our Chairman as one of the 'Most Promising Business Leaders of Asia' for demonstrating exemplary leadership qualities
- IIFL Finance won the ‘Economic Times most Promising Brand in BFSI segment’ in 2019
- IIFL Finance has been awarded ‘Great Place to Work’ certification for the year 2019 -2020
- IIFL Finance legal team has been included in The Legal 500’s GC Powerlist: India Teams 2019
- IIFL Foundation won Best CSR Impact Award for ‘Wadhona Nullah recharge in Maharashtra’, which is likely to impact lives of about 10,000 people across 10 villages in Arvi block of Wardha district



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.

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 and nine months ended December 31, 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.

Media Relations

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Quarterly Performance Review

For the quarter ended December 31, 2019

India Infoline Finance Limited

Subsidiary of IIFL Finance Limited



January 27, 2020

Liquidity for well managed NBFCs has improved significantly. We raised long-term loans to the tune of ₹2,721 Cr, as against ₹403 Cr in Q1 and ₹1,723 Cr in Q2. Our exposure to commercial paper is now zero. Besides cash, bank & equivalent balance of ₹3,340 Cr, at quarter end, we have undrawn credit lines of ₹3,058 Cr. We manage our Asset Liability Mismatch diligently and conservatively, with surplus in all buckets.

Asset quality has improved during the quarter. GNPA stood at 2.3% and NNPA was 1.0%, down from 2.5% and 1.5% respectively in the previous quarter. We have maintained asset quality at significantly superior level than the industry, through the turbulent times. Provision coverage (incl. standard assets provision) was 95%

Cost of funds is easing too. On average, it was a tad lower at 9.4% during the quarter, compared to 9.5% in the previous one. Notably, NHB refinance of ₹960 Cr was repriced downward by around 2%.

Capital Adequacy in aggregate was 21.4% including Tier I capital of 17.9% as at quarter end, well above statutory requirement of 15% and 10% respectively.

Loan assets AUM grew 11% y-o-y overall and core segments growing faster at 17% y-o-y. Loan assets AUM was ₹36,015 Cr. Our loan assets are predominantly (87%) granular small loans and 44% of our portfolio is priority sector compliant for banks.

Profits & ROE show a healthy trend. Excluding exceptional items, Profit after tax for the nine months stood at ₹549 Cr, up 17% y-o-y. Annualized Return on Equity was 16.3% and Return on Assets was 2.3%.

I: Performance Overview

(i) Q3FY20 Results & Business Overview 4

(ii) Product Segments 21

II: Awards and CSR 31

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



Quarter ended December 31, 2019 (NBFC, HFC and MFI)

₹ Cr	Q3FY20	Q3FY19	Y-o-Y	Q2FY20	Q-o-Q	9MFY20	9MFY19	Y-o-Y
Loan book	25,901	25,422	2%	24,907	4%	25,901	25,422	2%
Assigned assets	10,114	7,072	43%	10,100	0%	10,114	7,072	43%
Assets under management*	36,015	32,494	11%	35,007	3%	36,015	32,494	11%
Interest income	1,113.9	1,168.8	(5%)	1,084.2	3%	3,354.7	3,428.9	(2%)
Less: Interest expense	598.2	680.2	(12%)	581.7	3%	1,795.1	1,956.1	(8%)
Net Interest income	515.7	488.6	6%	502.5	3%	1,559.6	1,472.8	6%
Other income	66.9	104.8	(36%)	79.8	(16%)	230.6	259.5	(11%)
Total income	582.6	593.4	(2%)	582.3	0%	1,790.2	1,732.3	3%
Less: Operating expense	304.7	274.7	11%	304.6	0%	943.8	826.7	14%
Less: Loan losses & provision	34.8	150.1	(77%)	59.6	(42%)	128.1	202.2	(37%)
Profit before tax	243.1	168.6	44%	218.1	11%	718.3	703.4	2%
Less: Provision for tax	54.9	57.3	(4%)	32.4	69%	169.1	234.8	(28%)
Profit after tax	188.2	111.3	69%	185.7	1%	549.2	468.5	17%
Less: One time impact of reversal of deferred tax asset	-	-		98.3		98.3		
Profit after tax after exceptional items	188.2	111.3	69%	87.4	115%	450.9	468.5	(4%)
Other Comprehensive Income	4.3	(2.8)		(12.7)		(2.5)	(3.6)	
Total Comprehensive Income (TCI)	192.5	108.4	78%	74.7	158%	448.4	464.9	(4%)
TCI excluding exceptional items	192.5	108.4	78%	173.0	11%	546.7	464.9	18%

*Excludes CV business AUM of Rs . 3,906 Cr in Q3FY19 and 9MFY19. The business was divested in Q4FY19

India Infoline Finance – Consolidated Balance Sheet

Quarter ended December 2019 (NBFC, HFC and MFI)

Assets (₹ Cr)		As at Dec 31 2019 Unaudited
1	Financial Assets	
(a)	Cash and Bank Balances	3,340
(b)	Receivables	143
(c)	Loan Assets	26,252
(d)	Investments	154
(e)	Other Financial assets	331
2	Non-Financial Assets	
(a)	Current & Deferred tax assets (Net)	294
(b)	Property, Equipment, Intangibles & others	634
(c)	Other non-financial assets	60
	Total Assets	31,208

Liabilities and Equity (₹ Cr)		As at Dec 31 2019 Unaudited
1	Financial Liabilities	
(a)	Payables	102
(b)	Borrowings through NCD's	7,661
(c)	Borrowings (Other than above)	16,244
(d)	Other financial Liabilities	2,291
2	Non-Financial Liabilities	135
3	Equity	4,775
	Total Liabilities and Equity	31,208

Company snapshot

₹ 36,015 Cr
Assets under Management

87% Retail
13% Wholesale

2,366
Branches

18,309
Employees

17.9% / 21.4%
Tier 1 / Total Capital Adequacy

2.3% / 1.0%
Gross NPAs / Net NPAs

2.3%*
Return on Assets
and **16.3%*** Return on Equity

95%
Provision coverage of GNPA

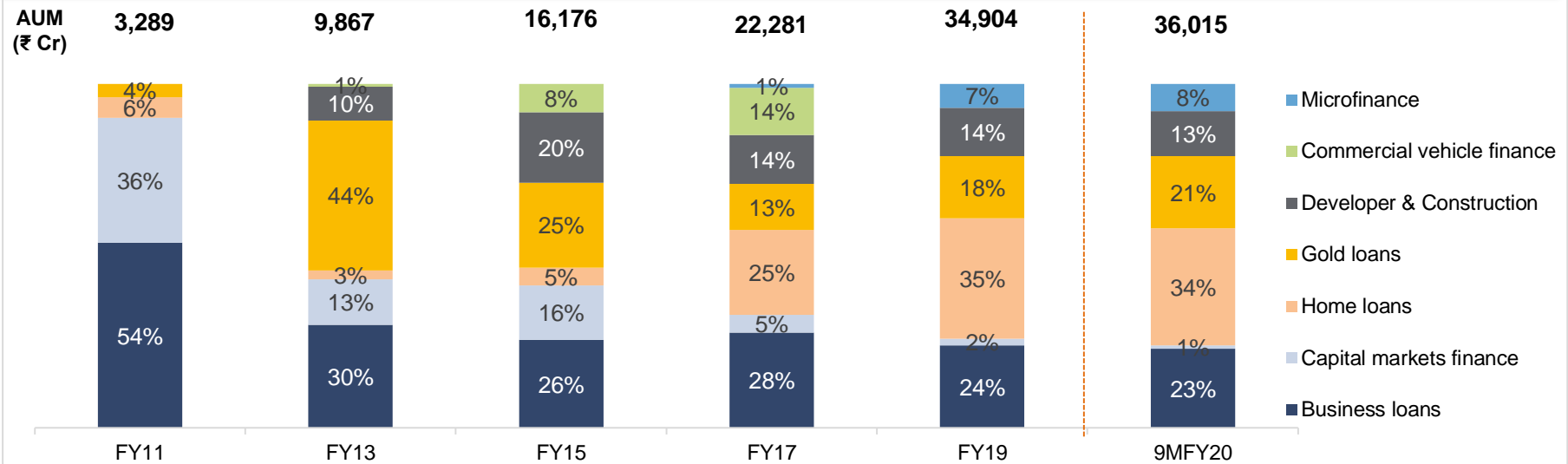
Unique advantages of IIFL Finance

- I. Diversified and granular asset portfolio
- II. Strong asset quality maintained through cycles and across products
- III. Robust financial performance
- IV. Well-diversified funding mix
- V. Comfortable liquidity position
- VI. Widespread physical network + end-to-end digitization
- VII. Cross-sell to large retail customer base
- VIII. Strong risk management framework
- IX. Distinguished board, highly experienced senior management, and marquee investors

I. Diversified and granular asset portfolio

- diversified granular retail loans are 87% of loan assets

Diversified portfolio disperses exposure and balances cyclical vagaries



AUM (₹ Cr)	Q3FY20	Y-o-Y	Q-o-Q
Home Loans	12,354	10%	1%
Business Loans	7,965	(7%)	(2%)
Developer & Construction Finance	4,649	(6%)	(1%)
Gold Loans	7,576	41%	10%
Capital Market Finance	499	(27%)	72%
Microfinance	2,973	70%	10%
Total	36,015	11%	3%

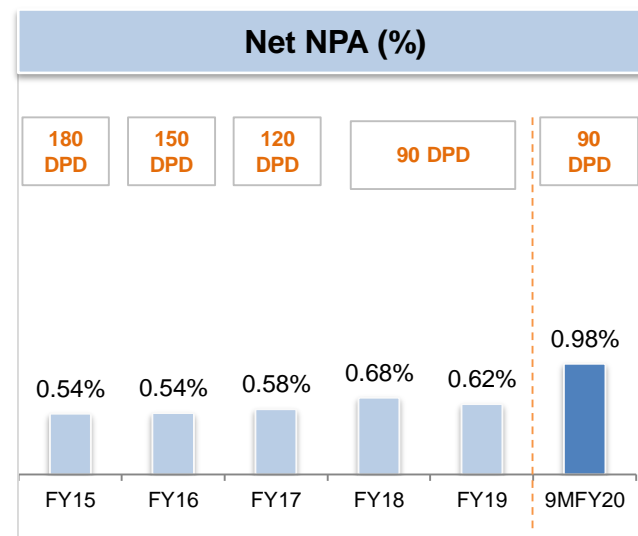
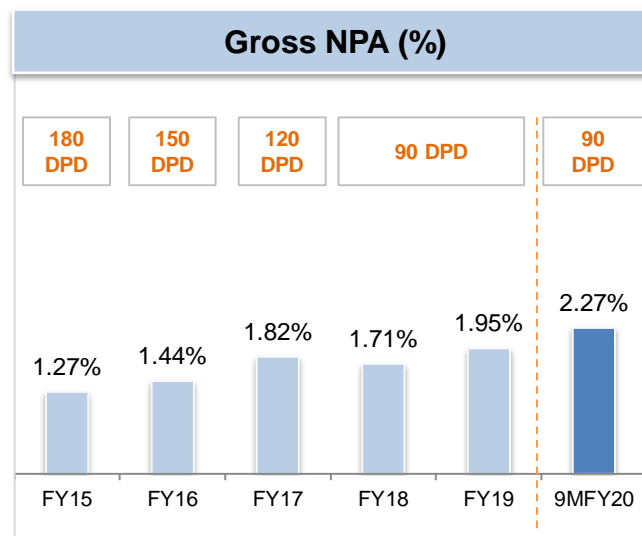
- Loan assets growth driven by small ticket gold loans, micro-finance loans and retail home loan
- On the other hand, Developer & construction finance and capital market loans have declined both on q-o-q and y-o-y basis.
- IIFL Home Finance is a leading player in affordable home loans, eligible for PMAY-CLSS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

Notes

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

II. Strong asset quality maintained through cycles....

- GNPA as at 9MFY20, was 2.3% and NNPA was 1.0%
- Under Ind AS, provision coverage (incl. standard assets provision) on NPAs was 95%
- 87% of our loans are retail in nature; 61% of home loans, 48% of business loans and 92% of microfinance loans qualify as priority sector loans for banks
- LTV is conservative at 70% for home loans, 64% for gold loans, 49% for business loans and 47% for developer & construction loans



	% Portfolio Share	GNPA %	NNPA%	Portfolio Yield %	Portfolio average Ticket Size (₹Lakh)	LTV %
Home Loans	34%	1.4%	1.1%	11.1%	19.2	70%
Developer & Construction Finance	13%	3.8%	0.9%	16.0%	2582.5	47%
Gold Loans	21%	0.5%	0.4%	19.5%	0.5	64%
Capital Market Finance	1%	0.1%	0.0%	13.5%	97.8	41%
Business Loans	23%	4.0%	1.7%	16.9%	14.6	49%
Microfinance	8%	1.3%	0.0%	22.2%	0.2	-
Total	100%	2.3%	1.0%	15.5%		

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

Excluding discontinued HCF business - Overall GNPA stands at 1.98% and NNPA at 0.85%, Business Loans GNPA stands at 2.9% and NNPA at 1.2%

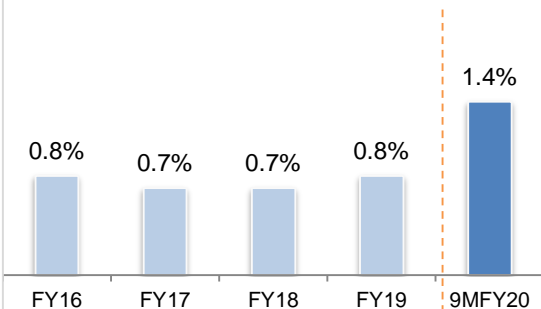
II. ...and across products

Credit quality has been steady across key product segments

Core growth segments

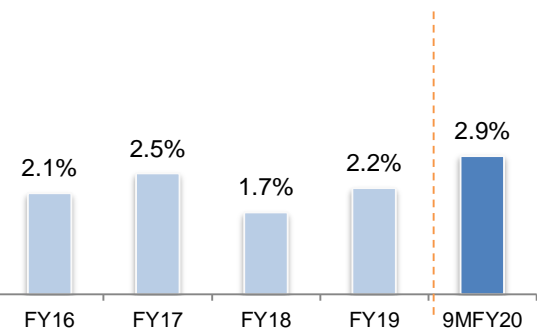
Home loans

Gross NPAs (%)



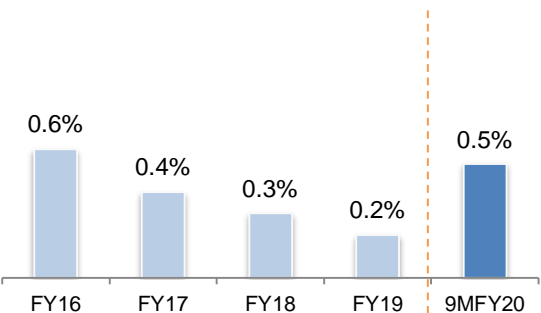
Business loans

Gross NPAs (%)



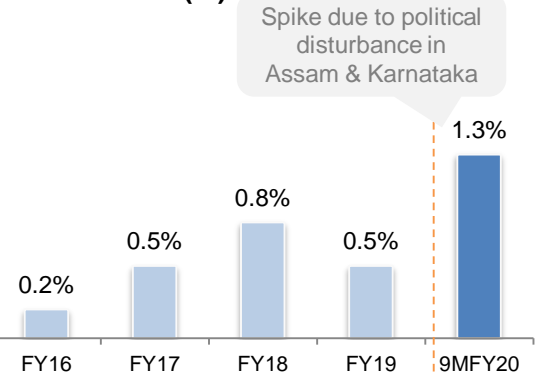
Gold loans

Gross NPAs (%)



Microfinance

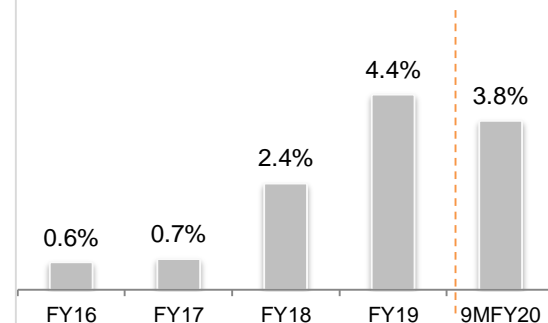
Gross NPAs (%)



Synergistic segments

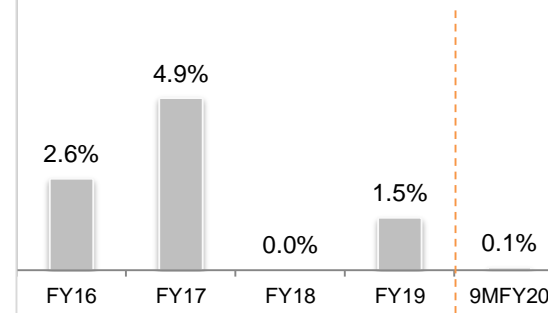
Developer & Construction finance

Gross NPAs (%)



Capital markets finance

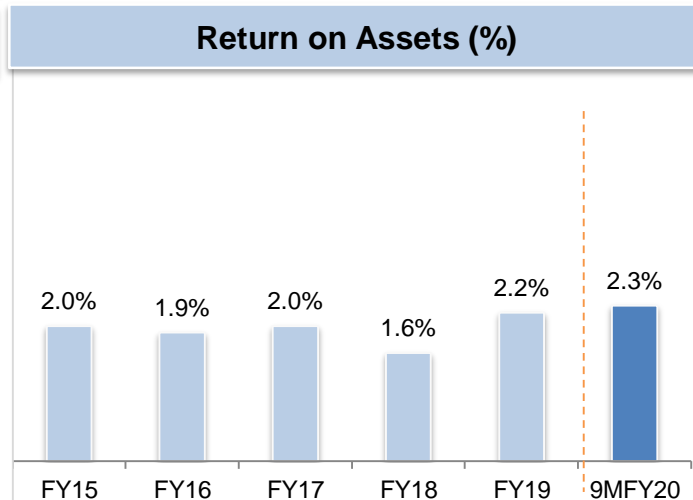
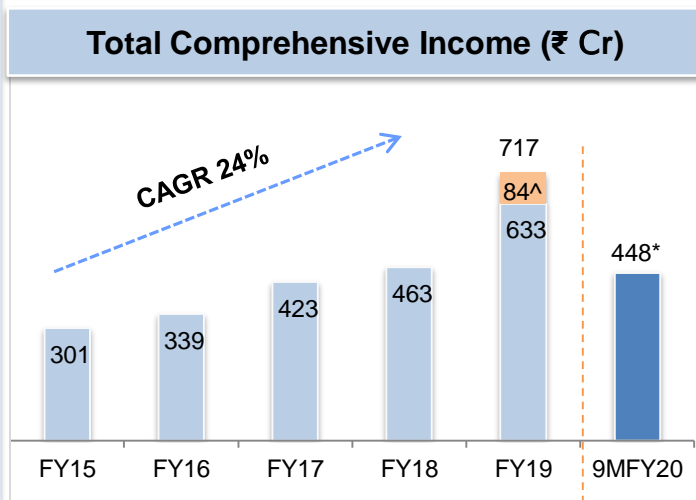
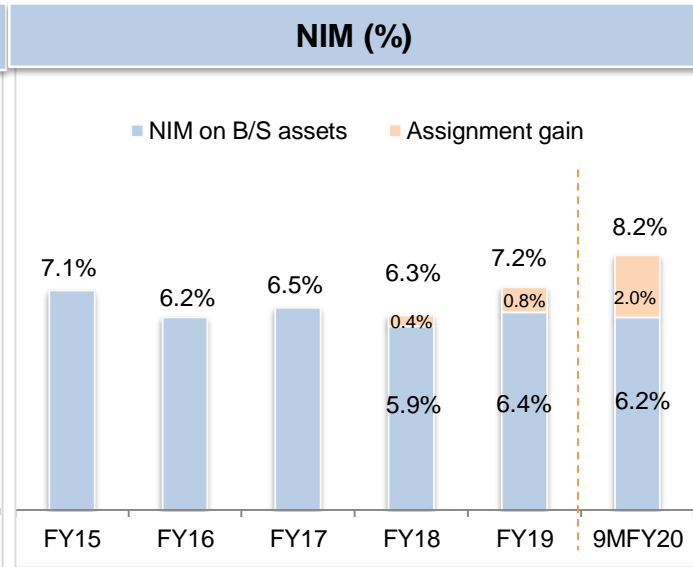
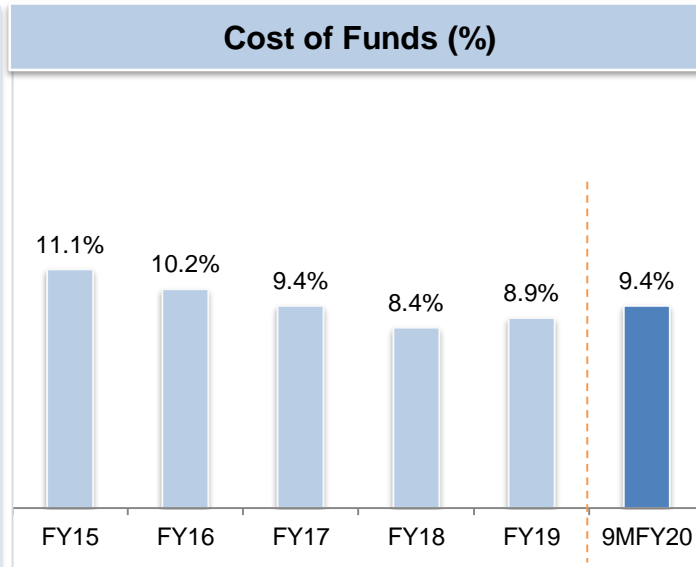
Gross NPAs (%)



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

III. Robust financial performance

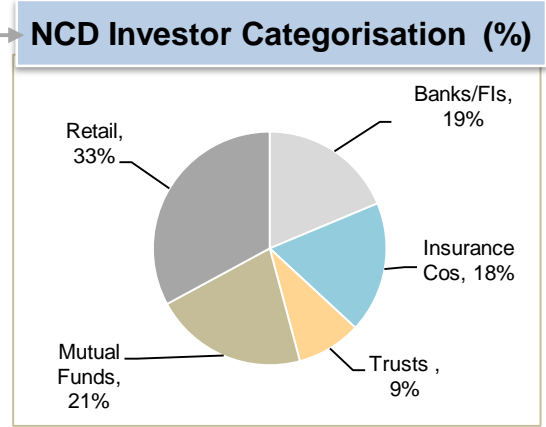
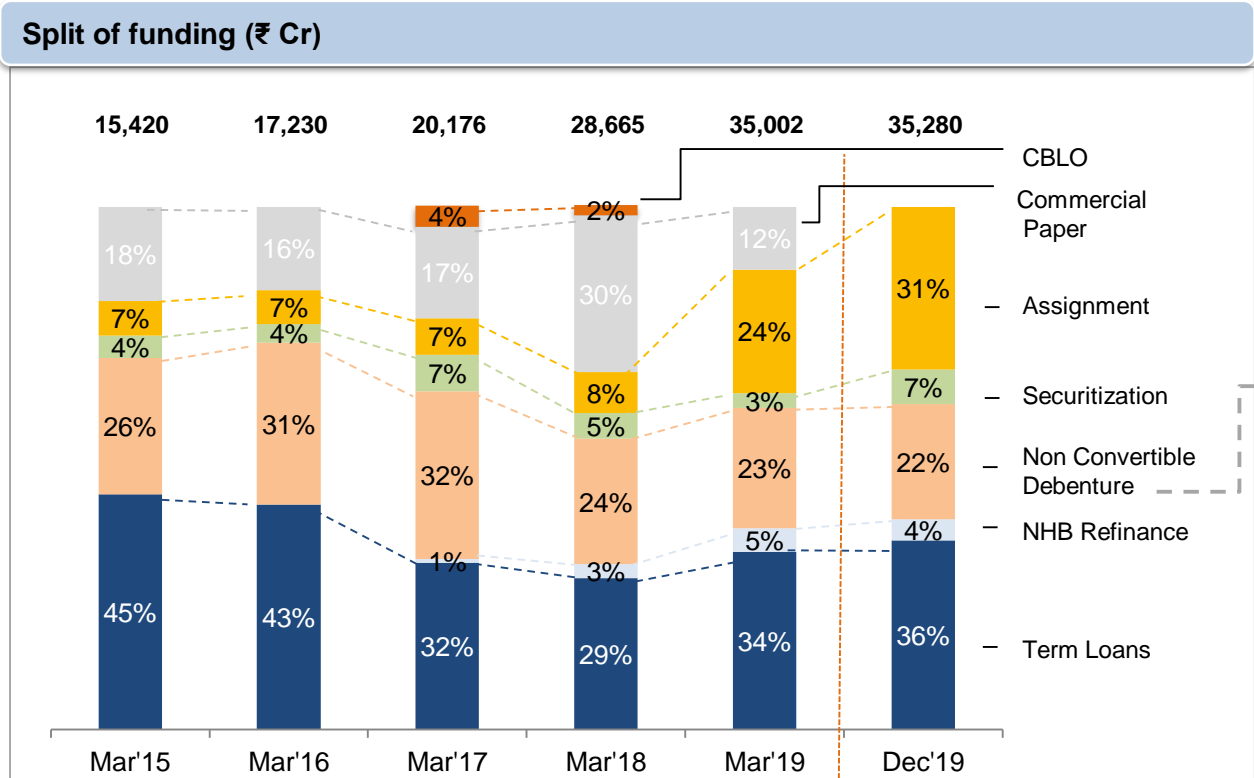
- Average cost of borrowing fell by 9 bps q-o-q and rose by 39 bps y-o-y
- NIM for 9MFY20 stood at 8.2%
- Annualised ROE was 16.3% and ROA was 2.3% for 9MFY20 (excluding impact of exceptional items)
- Capital adequacy at 21.4%, well above the minimum requirement
- Tier I Capital Adequacy Ratio stands at 17.9% against minimum requirement of 10%



• Note: FY18 onwards numbers are as per IND AS. Prior years' numbers are as per IGAAP
 • ^ Exceptional items : gain on slump sale of CV business (₹94 Cr net of tax) and goodwill write off (Rs10.7 Cr)
 • * Includes One time impact of reversal of deferred tax asset of ₹98.3 Cr. TCI excluding exceptional items is ₹547 Cr

IV. Well diversified funding mix

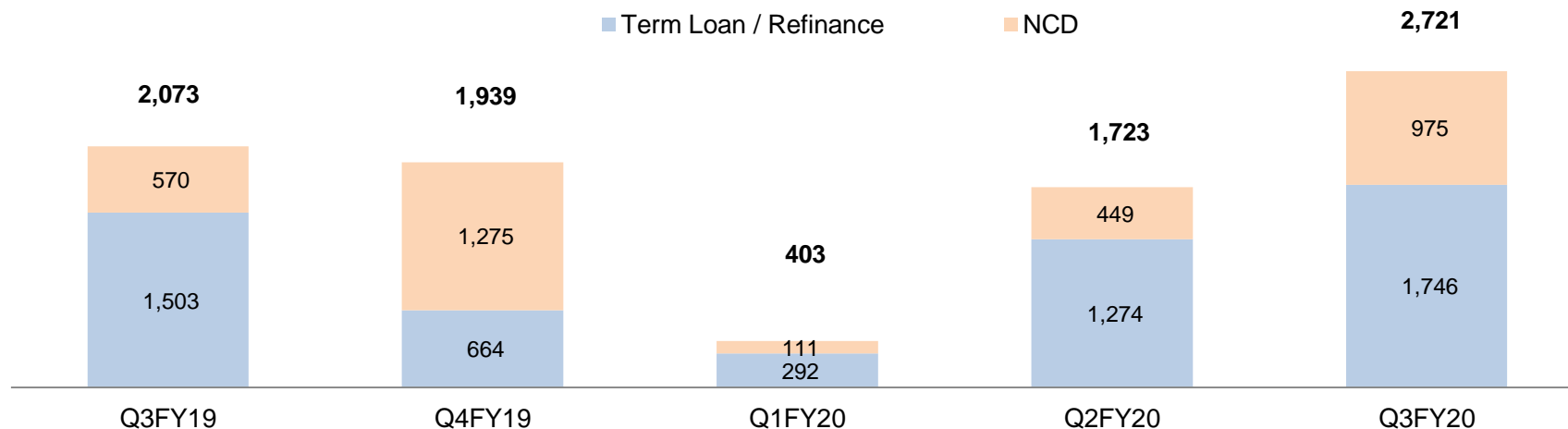
Resource profile is well diversified, with increasing share of assigned assets and bank loans



V. Comfortable liquidity position

-availability of long term funding has improved significantly

Incremental long term funding (₹ Cr)



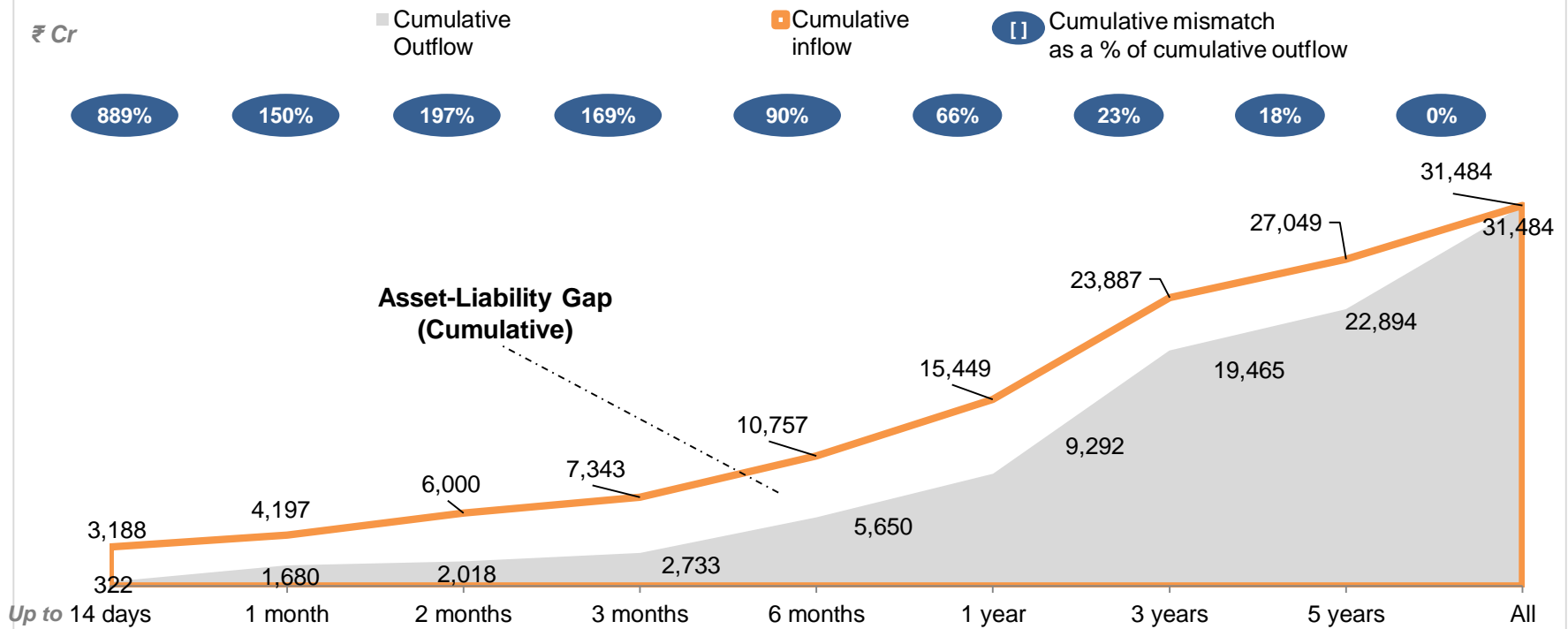
During the quarter :

IIFL continued to maintain long-term rating of AA (Stable) from CRISIL

- Raised ₹2,721 Cr through term loans and NCDs from banks, development institutions, insurance companies etc.
- Securitized/ assigned loans of ₹ 2,381 Cr (₹3,721 Cr in Q2 and ₹4,595 Cr in Q1)
- Outstanding NHB refinance of ₹ 960 Cr was repriced downward by around 2%

V. Comfortable liquidity position -surplus in all buckets

Positive ALM mismatch across all buckets



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

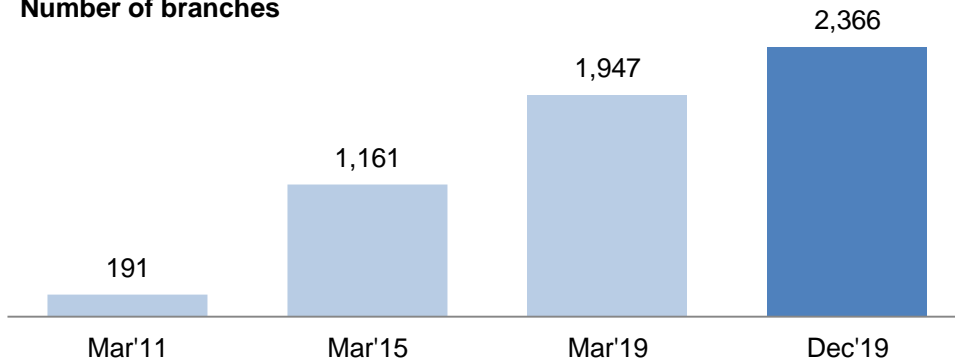
Committed credit lines from banks and institutions of ₹3,058 Cr were available as on December 31, 2019

VI. Widespread physical network

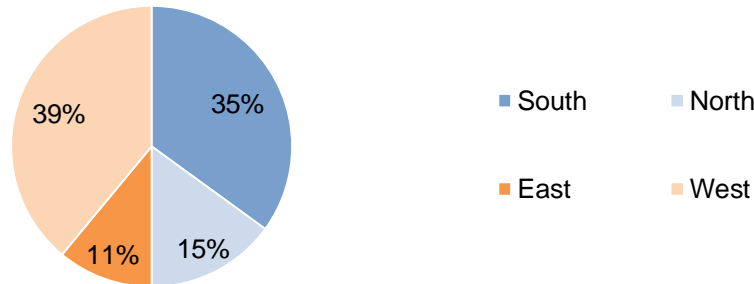
85% of branches are in Tier 2 and Tier 3 locations

Wide spread network across 25 states and over 600 locations

Number of branches

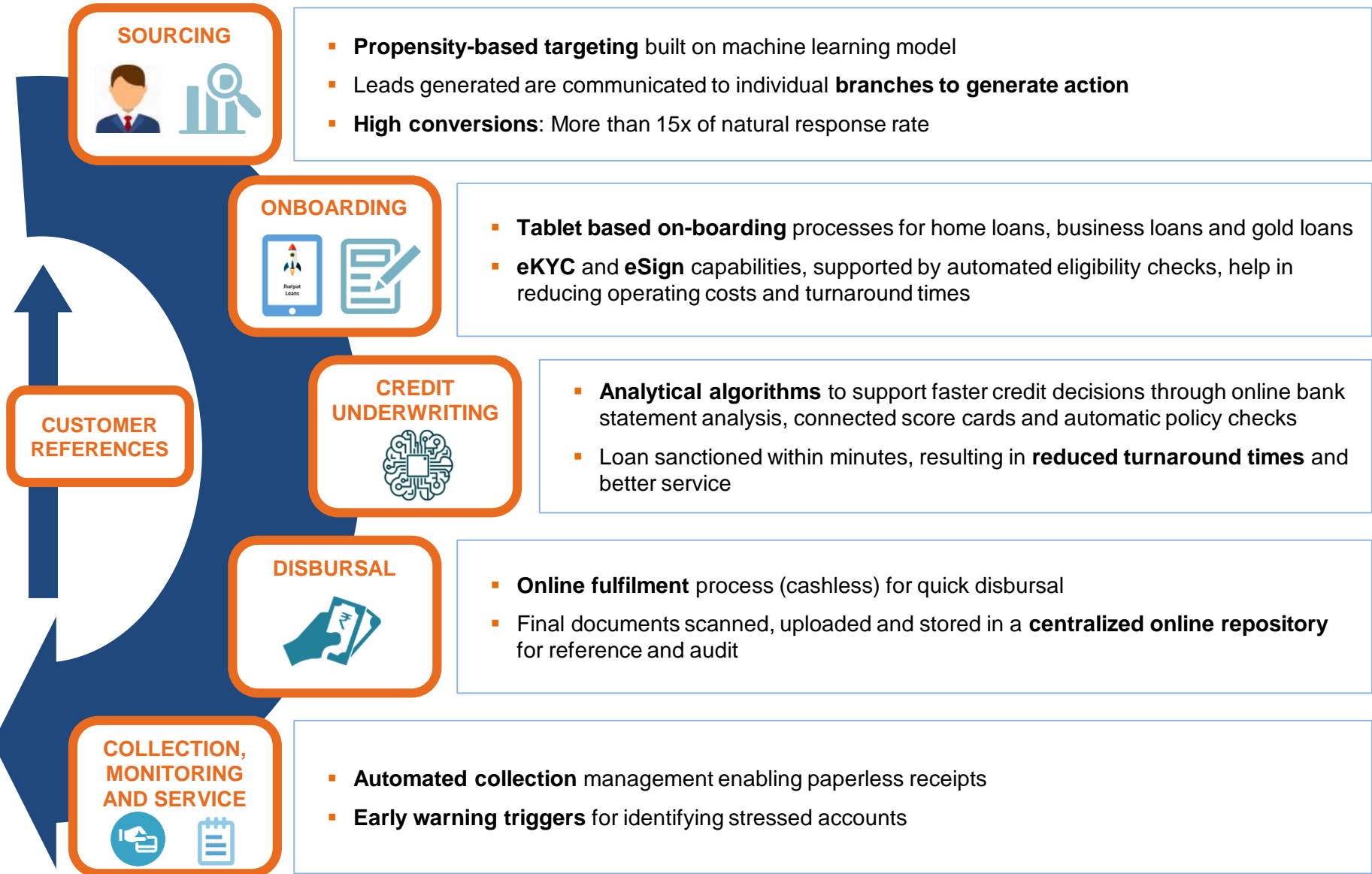


Regional split of branches



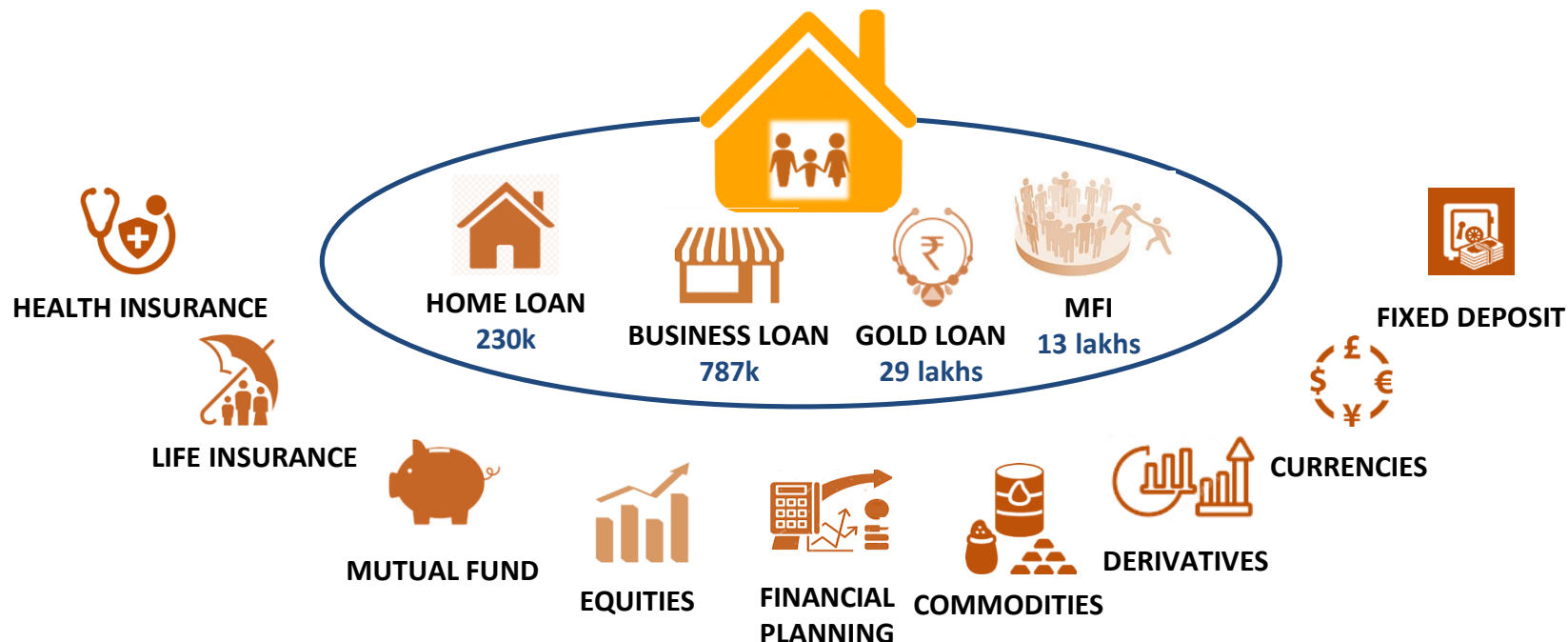
- Branches are strategically located in business districts in small towns/cities offering a significant opportunity for IIFL Finance to capture the credit market in these locations

VI. End-to-end digitization through multiple innovations



VII. Cross-sell to large retail customer base

One stop shop for retail customers, building relationship for life



In-house expertise to capture the cross-sell opportunity

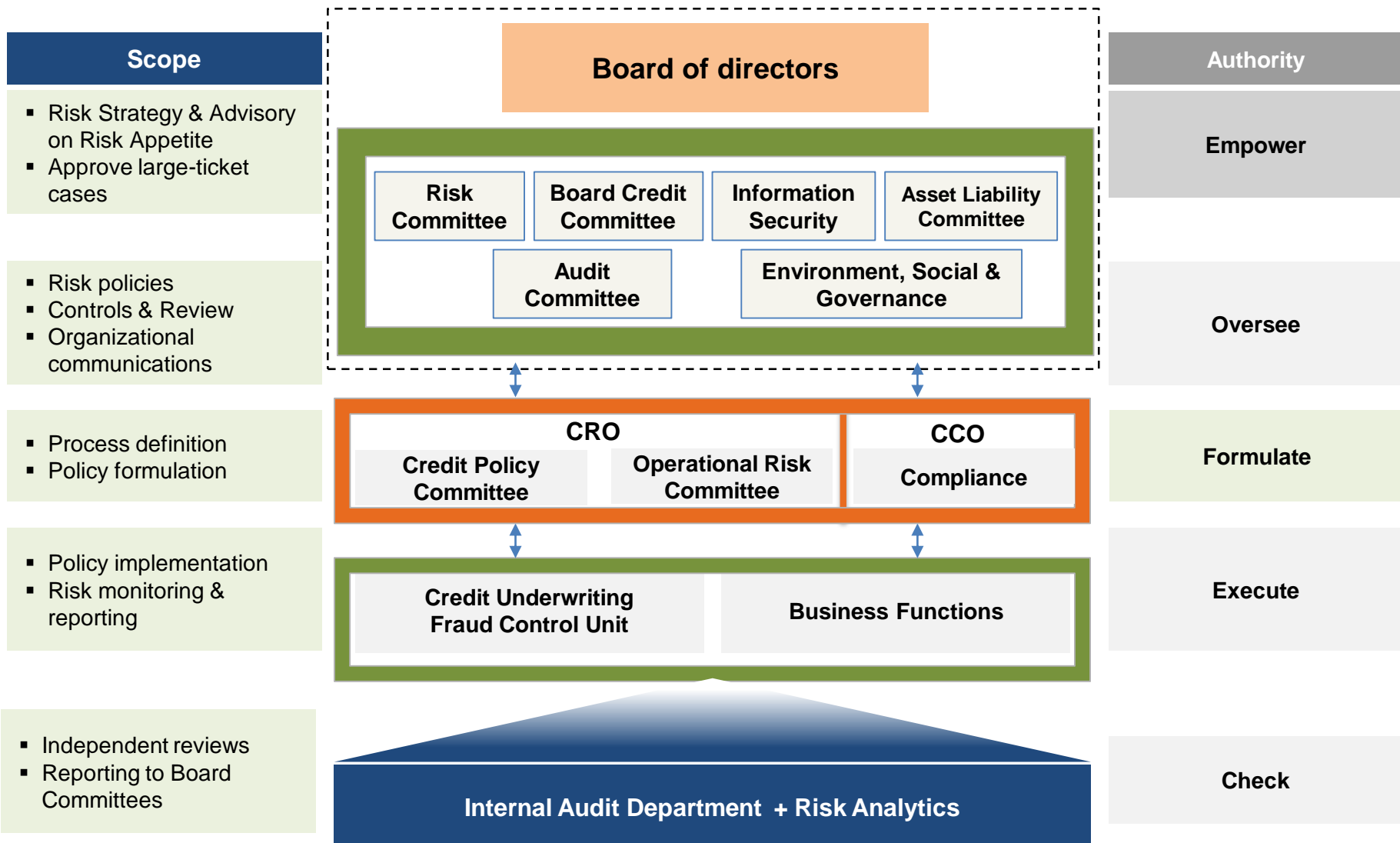
- Under penetration of financial products in Tier 2 and 3 locations
- Fee income generation by being distribution partner for investment and insurance products

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

VIII. Strong risk management framework

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



IX. 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

IX. Management team with rich domain experience

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

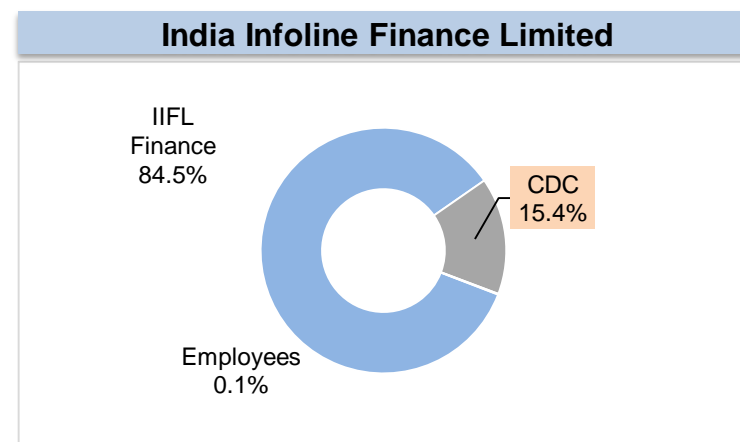
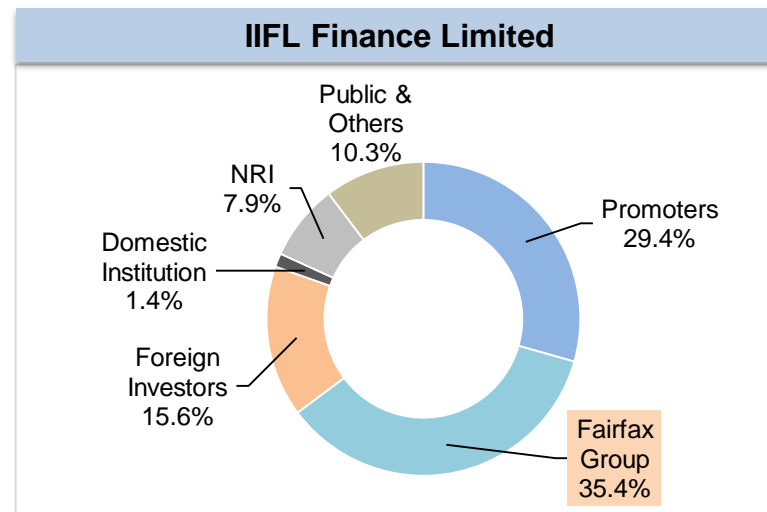
IIFL Home Finance

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	Anantha Kumar
Chief Risk Officer	Sabari Krishna

IX. Marquee investors



Note: Shareholding pattern as at December 31, 2019

I: Performance Overview

(i) Q3FY20 Results & Business Overview









(ii) Product Segments

II: Awards and CSR

Our Product Portfolio

As on December 31, 2019

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

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

Core growth segments account for around 86% of assets under management

Home loans – Product overview

Product offering

- Affordable home loan
- Non-metro housing loan
- For home purchase, home renovation, home construction and plot purchase

Customer segments

- 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
₹ 12,354 Crore

Gross /Net NPA
1.4% / 1.1%

Onboarding Average Ticket Size
₹ 15 Lakhs

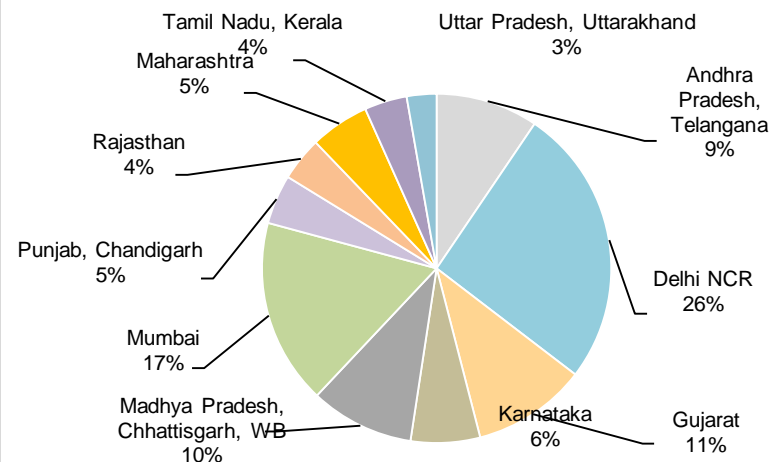
LTV
70%

Tenor
19 years

Key differentiators and controls

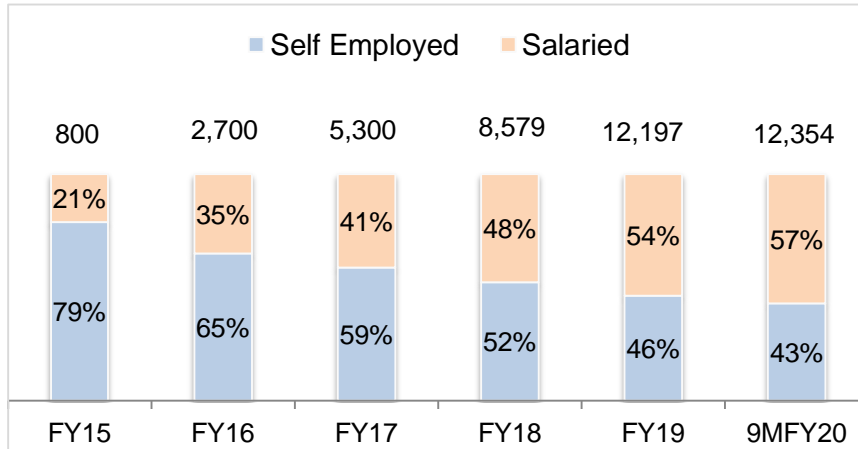
- ✓ Primary focus on affordable and non-metro housing finance to customer segments across Tier-1 suburbs, Tier- II and Tier- III cities
- ✓ Business strategy aligned with government mission of “Housing for All “ through CLSS subsidy
- ✓ ₹ 796 Cr of subsidy received under Credit-linked Subsidy Scheme, which has benefitted ~34,000 customers

Distribution of AUM as at December 31, 2019

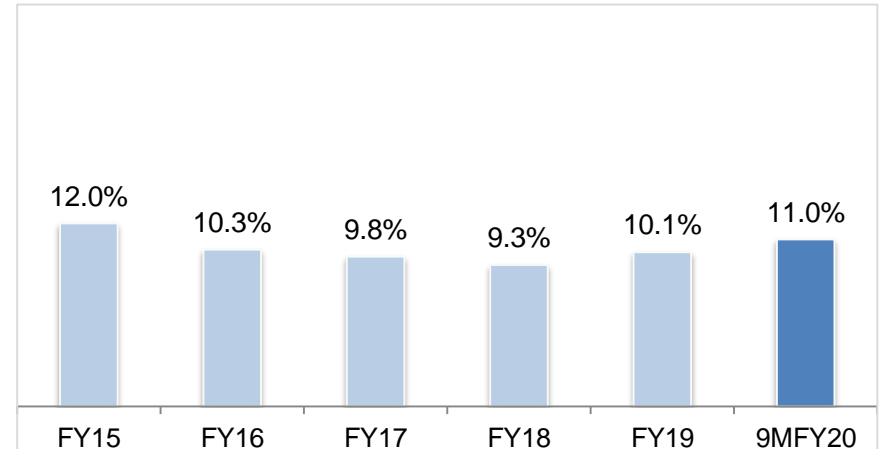


Home loans – Financial overview

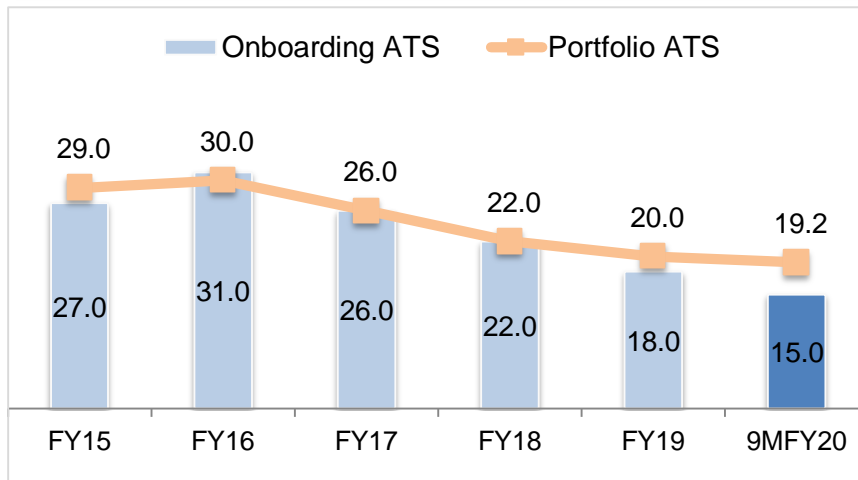
Assets Under Management (₹ Crore)



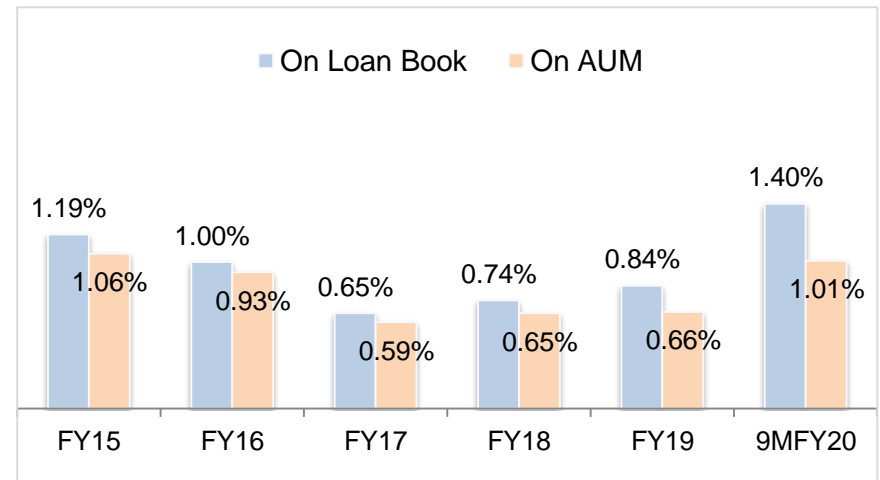
Boarding Yield (%)



Average Ticket Size (₹ Lakhs)



Gross NPAs (%)



Business loans – Product overview

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
₹ 7,965 Crore

Gross/Net NPA*
2.9% / 1.2%

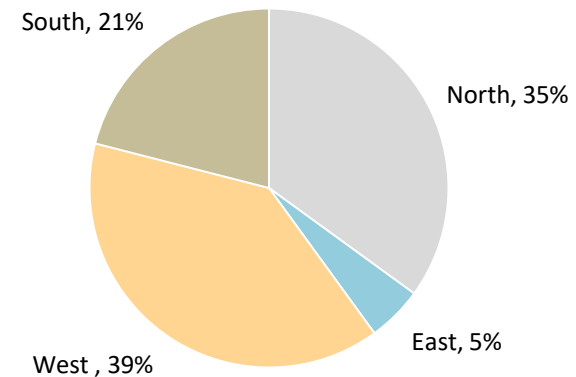
Onboarding
Average Ticket Size
₹ 15 Lakh

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

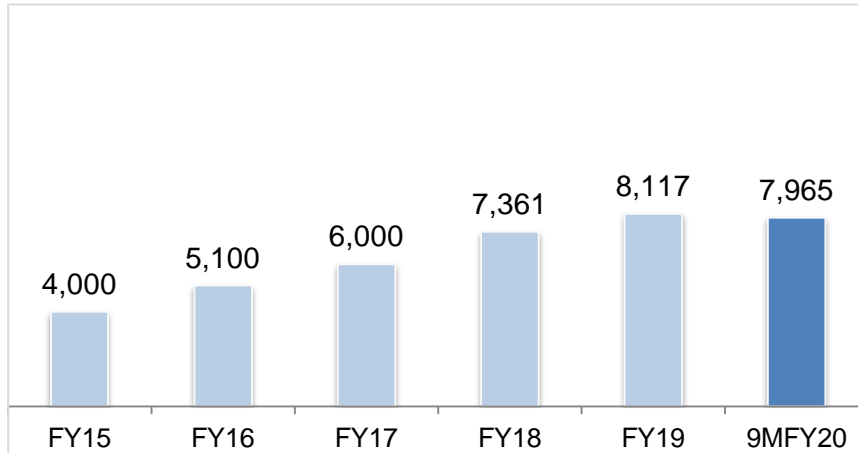
Distribution of AUM as at December 31, 2019



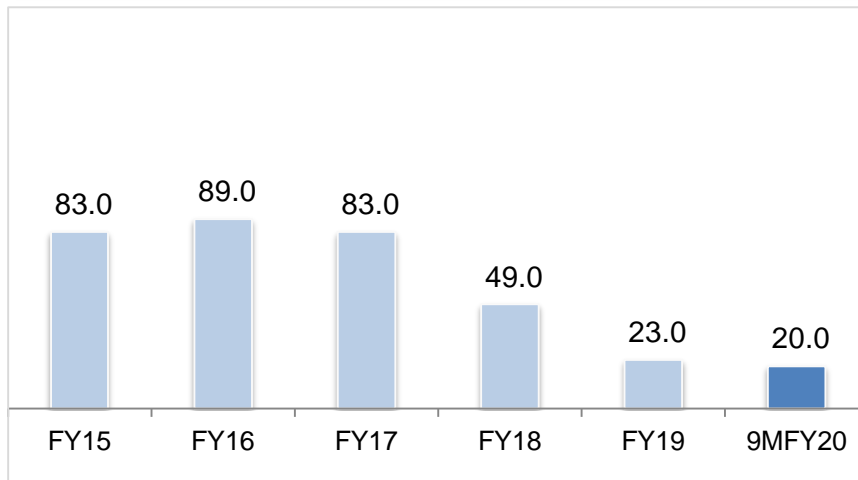
*Excluding discontinued HCF portfolio

Business loans – Financial overview

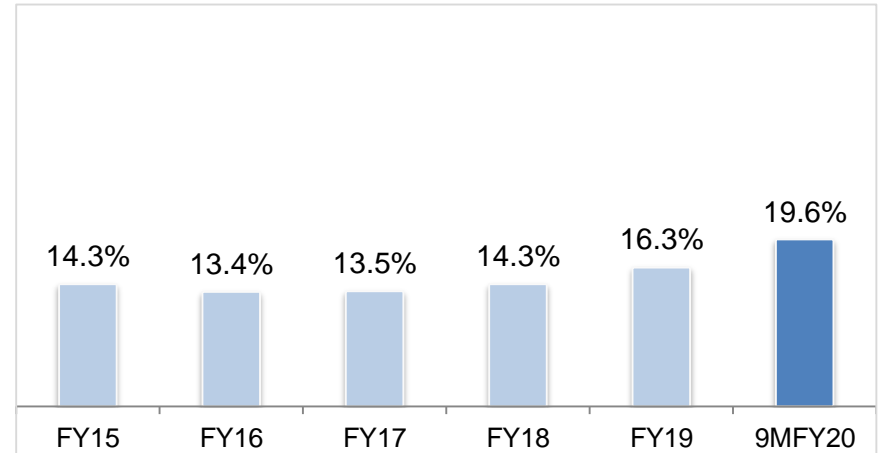
Assets Under Management (₹ Crore)



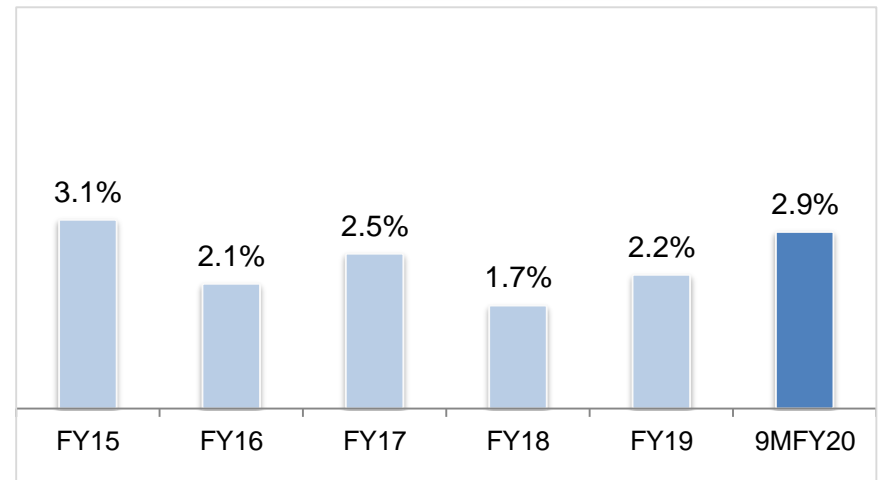
Onboarding Average Ticket Size (₹ Lakhs)



Boarding Yield (%)



Gross NPAs (%)



Gold loans – Product overview

Product offering

- Loan against jewellery provided for personal & business use;
- On-boarding LTV < 70%

Customer segments

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

AUM
₹ 7,576 Crore

Gross/Net NPA
0.5% / 0.4%

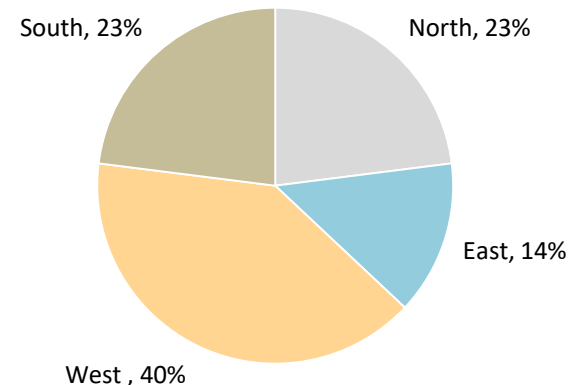
Onboarding
Average Ticket Size
₹ 0.5 Lakhs

Tenor
~1 year

Key differentiators and controls

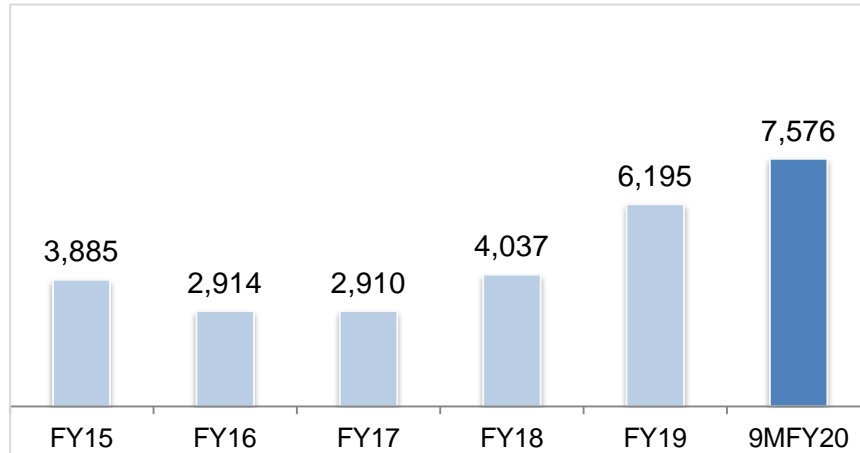
- ✓ Sourcing through sales executives in 600+ cities across 25 states
- ✓ In-house loan origination tablet application equipped to screen customers for earlier defaults, frauds and negative customer lists
- ✓ Strong emphasis on Collections and Resolution resulting in negligible losses
- ✓ Strong emphasis on Collections and Resolution resulting in negligible losses
- ✓ Robust credit writing policies manifested in low auction-to-book ratio (~0.3% as of Q3FY20)

Distribution of AUM as at December 31, 2019

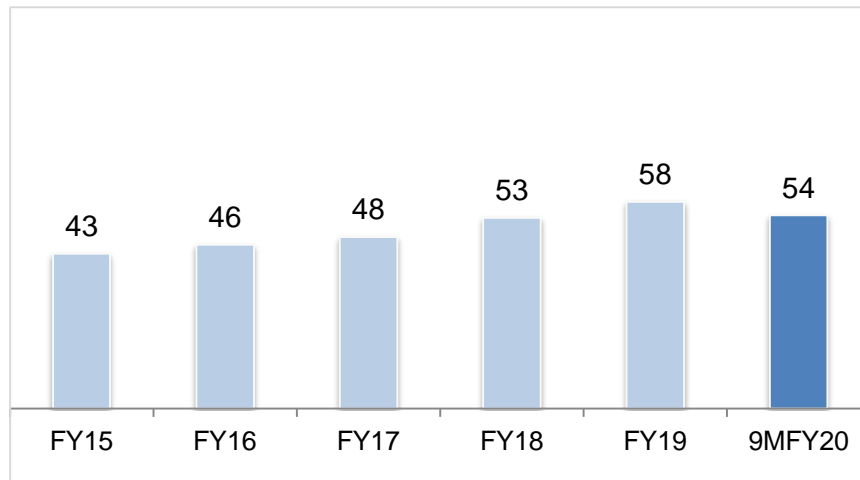


Gold loans – Financial overview

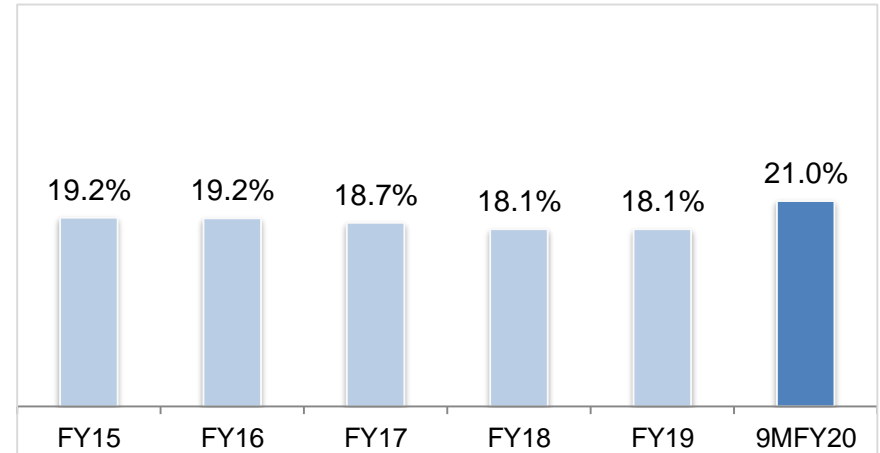
Assets Under Management (₹ Crore)



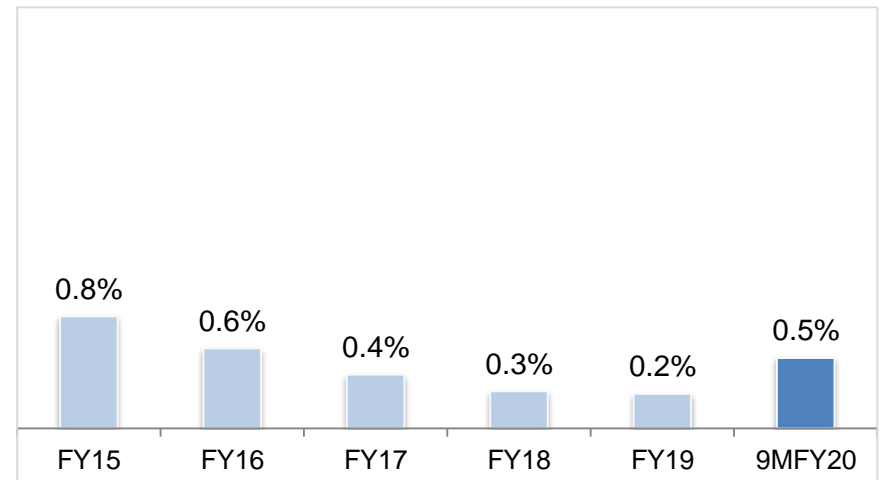
Onboarding Average Ticket Size (₹ '000s)



Boarding Yield (%)



Gross NPAs (%)



Product offering

- Small-ticket loans for purpose of income generation activities

Customer segments

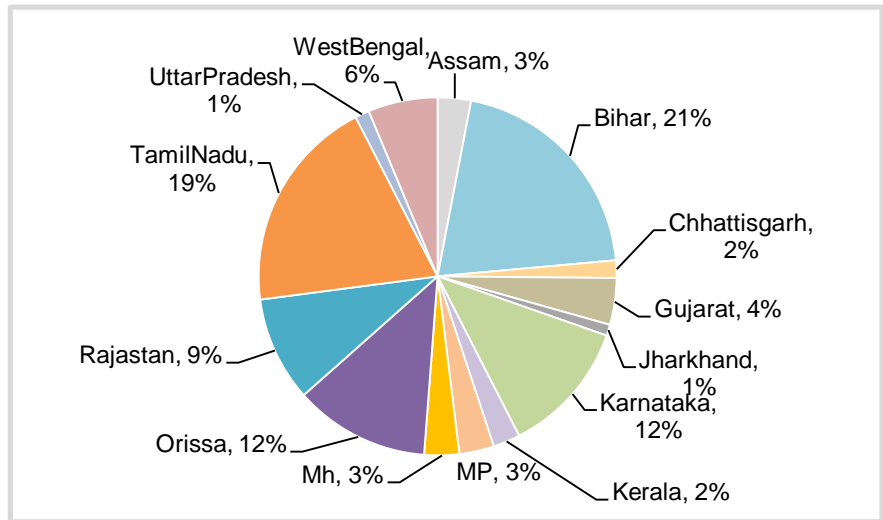
- Target segment is rural and semi-urban self-employed women formed into joint liability groups

AUM ₹ 2,973 Crore	Gross/Net NPAs 1.3% / 0.0%	States 17	Total Customers 13 Lakh	Tenor ~2 years
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Key differentiators and controls

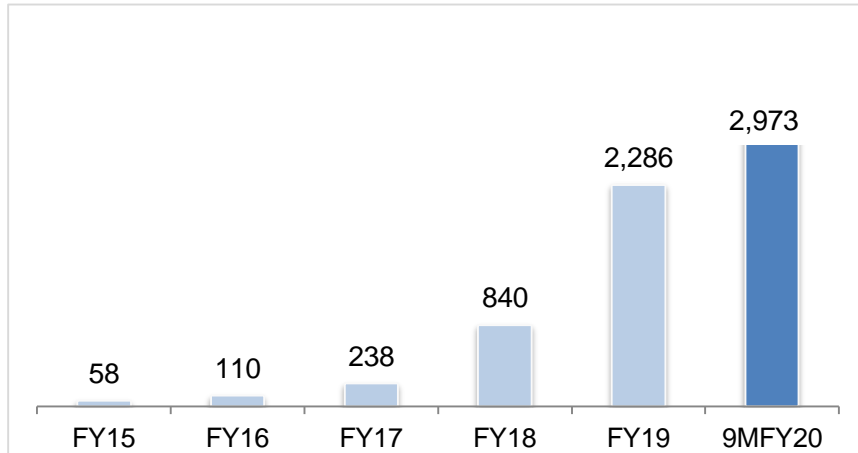
- ✓ Extensive presence in 17 states, 233 districts
- ✓ Strong emphasis on training and awareness of all customers detailing end use of funds, timely repayment and emphasis on joint liability
- ✓ Customer base likely to graduate to larger ticket-sized loans, like gold loans and affordable housing loans
- ✓ 100% credit-linked insurance coverage

Distribution of AUM as at December 31, 2019

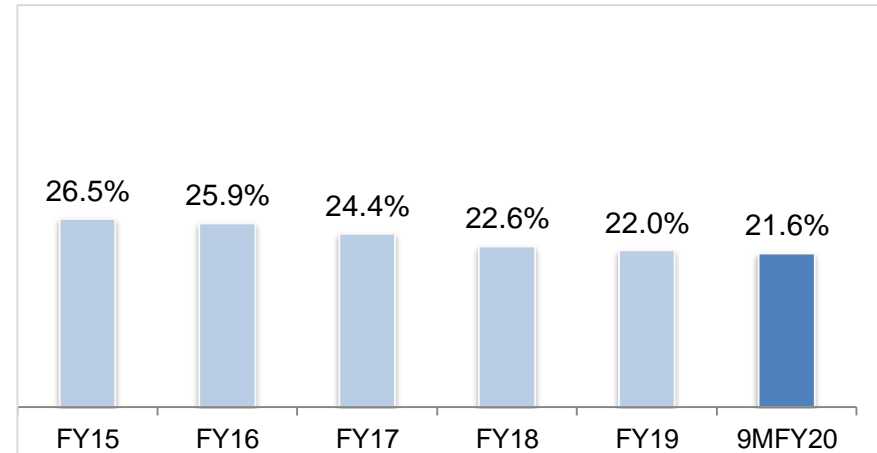


Microfinance – Financial overview

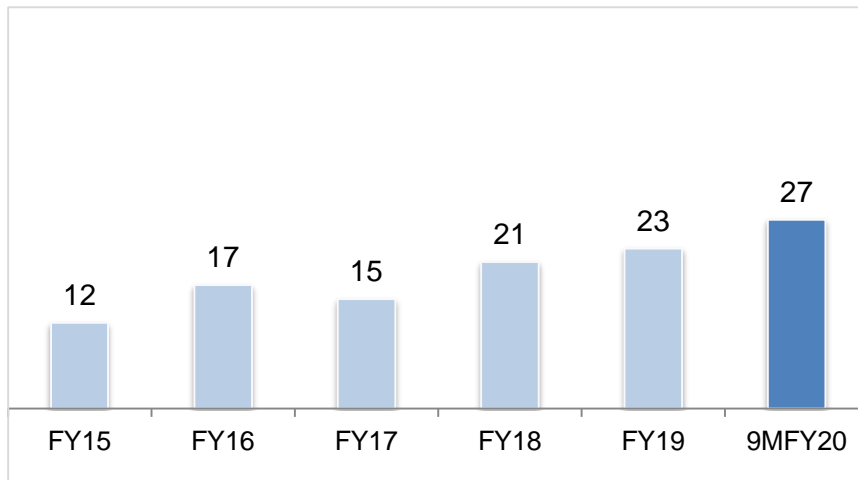
Assets Under Management (₹ Crore)



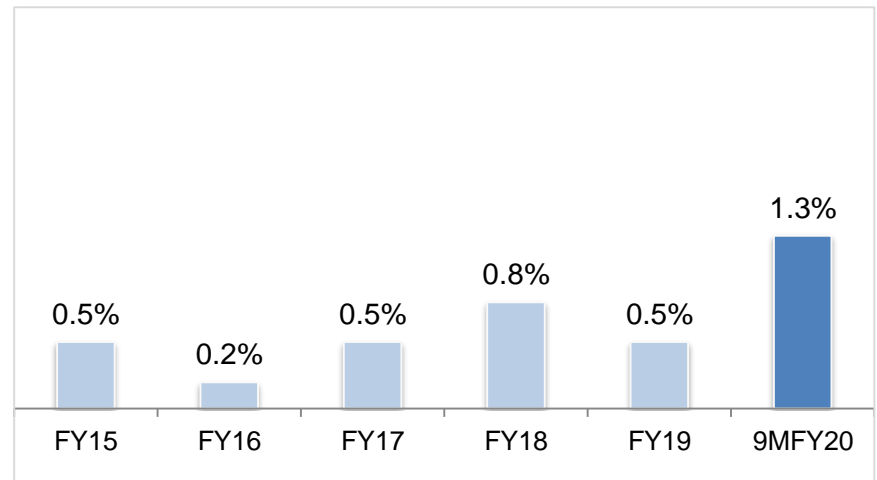
Boarding Yield (%)



Onboarding Average Ticket Size (₹ '000s)



Gross NPAs (%)



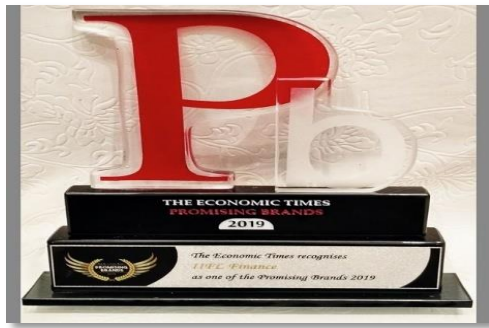
I: Performance Overview

(i) Q3FY20 Results & Business Overview

(ii) Product Segments

II: Awards and CSR

IIFL Finance is now **The Economic Times most Promising Brand in BFSI segment**



IIFL Finance Limited' has been awarded the **'Golden Peacock Award for Risk Management'** for 2019



Golden Peacock Awards®



ET Now & Broadcast One recognised IIFL Group as **"Disruptors" in the financial services industry**

IIFL Finance won the **"Best Fintech NBFC of the Year Award"**

at the India NBFC Excellence Awards 2019 presented by INDIA NBFC SUMMIT & AWARDS 2019



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



Samasta Microfinance won **"Order of Merit Award"** by Skoch Group in the Swasth Bharat 2019 category for its work with the Financial Literacy Centres



IIFL Home Finance was awarded **"Best Affordable Housing Finance Company of the Year Award"** at ABP News BFSI Awards 2018

Self Defence Training – Sakhiyon ki Badi (Rajasthan)

IIFL Foundation directly connected with over 1000 women and over 28,000 younger girls, across 9 districts of Rajasthan to empower women to protect themselves through self defense. We introduced sessions on 'Self Defence Training' for our Dakshas (Teachers) administered by trained professionals and especially through female instructors.



Sakhiyon ki Badi – Children’s week celebration

Under IIFL foundation’s ‘Sakhiyon ki Badi’ initiative that aims at Eradicating Girl Child Illiteracy in Rajasthan, we promoted awareness on ‘Child Rights’ to the community through an interactive program. Interactive activities such as Baal Samvaad (A Dialogue) & Nukkad Natak (Skit) drew children and elders together, and also Drawing Exhibition, Bicycle Race and Kabaddi were organised. A health check-up camp (Poshan) was added to have checked physical wellbeing of the community members.



Chouras – Medical Camp for Children

IIFL Foundation runs a ‘learning centre cum crèche’ known as ‘Chouras’ for children of construction workers at two of the sites of India Infoline Housing Finance – Greater Noida (UP) & Kamshet (Maharashtra). Chouras runs from 9:00 am to 5:30 pm each day and provides basic functional literacy & nutritional meal to the children. Also, a Health check-up camp was organised at Chouras (Greater Noida) where 92 children underwent health check-ups.



River Rejuvenation -Wadhona Nulla Recharge

IIFL Foundation took up the charge to rejuvenate the Wadhona Nulla and its tributaries in Arvi taluka, by partnering with the Govt. of Maharashtra. The work aims to improve existing groundwater conditions and to promote sustainable management of groundwater resources by artificial recharge methodology. In the period spanning from March to August 2019, approx. 6,470 mtrs of work area was covered contributing to an overall magnitude of 82,242 mtrs.



Thank you

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