



October 18, 2023

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001. BSE Scrip Code: 532636	The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. NSE Symbol: IIFL
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Sub: Press Release and presentation on Unaudited Financial Results for the quarter and half year ended September 30, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the press release and presentation to be made to the Investors/Analysts on the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2023, as follows:

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

The same has also been made available on the website of the Company, i.e. www.iifl.com.

Kindly take above on record and oblige.

Thanking You,

For **IIFL Finance Limited**

Rupal Jain
Company Secretary & Compliance Officer
Email Id: csteam@iifl.com
Place: Mumbai

Encl: as above

IIFL Finance 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) 41035000. Fax: (91-22) 25806654 E-mail: csteam@iifl.com Website: www.iifl.com

IIFL Finance Limited

Press Release

For immediate publication

Mumbai, India

October 18, 2023

IIFL Finance Q2FY24 Results update
IIFL Finance Q2FY24 profit after tax¹ at Rs. 526 Crore, up 32% y-o-y

For the quarter ended September 30, 2023, the Company reported net profit after tax of Rs. 526 Cr (before non-controlling interest) up 32% y-o-y. Profit before tax (PBT) for the quarter was Rs. 684 up 29% y-o-y. Loan growth in core products was robust – Gold loans and Home loans AUM grew by 33% and 22% y-o-y respectively. Microfinance grew by 67% while Digital loans and Loan against property grew by 77% and 21% y-o-y respectively. Overall core loan portfolio grew by 34% y-o-y.

IIFL Finance Limited Consolidated Results Quarterly – Q2FY24

Rs Crore	Quarter ended September 30, 2023	Quarter ended September 30, 2022	Y-O-Y	Quarter ended June 30, 2023	Q-O-Q
Loan growth					
Loan AUM	73,066	55,303	32%	68,178	7%
On-book assets	44,061	35,162	25%	41,515	6%
Off-book assets	29,005	20,141	44%	26,663	9%
Profitability					
Total Income (Net)*	1,599.3	1,205.2	33%	1,425.2	12%
Pre-provision operating profit*	922.1	654.4	41%	792.0	16%
Profit before tax	683.5	529.4	29%	618.4	11%
Profit after tax (pre-NCI ¹)	525.5	397.1	32%	472.9	11%
Profit after tax (post-NCI ¹)	474.3	379.6	25%	425.4	11%
Total Comprehensive Income (pre-NCI ¹)	537.9	421.8	28%	454.1	18%
Return ratios					
Return on assets	3.9%	3.4%		3.6%	
Return on equity	20.1%	20.4%		19.1%	
Per share					
Earnings per share (EPS)	12.5	10.0	25%	11.2	11%
Book value per share (BVPS)	252.9	215.2	18%	240.0	5%
Asset quality					
Gross NPA	1.8%	2.4%		1.8%	
Net NPA	1.0%	1.2%		1.1%	

*excluding Fair value changes

¹NCI is Non-controlling interest

Mr. Nirmal Jain, Founder, IIFL Finance Ltd., remarked on the financial results: *“The financial results for the quarter vindicate our strategy focused on retail loans to relatively under-banked customer segments and in credit under-penetrated geographies. We have been at the forefront of digital technology and are very excited to see the unprecedented opportunities emerging from digital infrastructure our country has put in place and advancements in machine learning and artificial intelligence. We are at the cusp of revolutionary changes in the lending ecosystem. We are making the requisite investments in human and technology resources to tap the potential of retail lending in India.”*

Mr. Kapish Jain, President & Group Chief Financial Officer, IIFL Finance Ltd., commented on the financial results: *“With increasing market share we are firmly positioning ourselves as a dominant player in most of the core retail segments we operate in. With growth, we continue to gain benefits of scale both in our sales team and business operations thus reducing our operating expense to average AUM.”*

Financial performance review

The company’s annualized ROE and ROA for Q2FY24 stood at 20.1% and 3.9% respectively. Pre-provision operating profit stood at Rs. 922 Cr. for the quarter up 41% y-o-y. Average borrowing costs for the quarter increased 40 bps y-o-y and is down by 6 bps q-o-q to 9.0%.

96% of our loans are retail in nature and 67% of our retail loans (excluding gold loans which are not classified as PSL loans) are PSL compliant. The assigned loan book, is currently at Rs 18,429 Cr. Besides, there are securitized assets of Rs 667 Cr. Besides the co-lending book* is at Rs 10,576 Cr.

GNPA stood at 1.8% down by 58 bps y-o-y and NNPA stood at 1.0% down 20 bps y-o-y, as at September 30, 2023. With implementation of Expected Credit Loss under Ind AS, provision coverage on NPAs stands at 159%.

Total CRAR² stood at 20.5% as at September 30, 2023, as against minimum regulatory requirement of 15%. The total presence of branches stood at 4,596 as at the end of Q2FY24 compared to 4,412 branches last quarter, spanning the length and breadth of the country.

Business segment review

Home Loans: At the end of the quarter, retail home loan assets grew by 22% y-o-y and 5% q-o-q to Rs 24,009 Cr. The primary focus in this segment is on affordable and non-metro housing loans. We operate out of 410 dedicated home loan branches PAN India. With this, our subsidiary, IIFL Home Finance, is already meeting the Principal Business Criteria of NHB before the committed timelines of March 2024.

Gold Loans: As of September 30, 2023 the gold loan AUM grew to Rs. 23,690 Cr, showing a strong growth of 33% y-o-y and 7% q-o-q. Gold loans are provided through our widespread presence in 1,486 towns/cities across 25 states and 4 Union Territories to salaried, self-employed and MSME customer segments. Our branch led growth model is helping us expand in lesser competitive rural and semi urban branches enabling improved yield. On a q-o-q basis the portfolio yield jumped by near 1%.

²CRAR is Capital adequacy ratio

*Co-lending includes Business Correspondence and Co-origination

Microfinance: The microfinance loan AUM stood at Rs. 11,307 Cr, up 67% y-o-y and 10% q-o-q, as at September 30, 2023. The microfinance customer base stood at 27.1 lakh customers operating out of 1,485 dedicated microfinance branches across India. The company successfully transitioned to a risk based pricing model for new customers and improved its portfolio yield by 200 bps y-o-y.

Loan against property: Loan against property AUM grew by 21% y-o-y and 5% q-o-q to Rs. 7,196 as at September 30, 2023.

Digital loans: Digital loans AUM grew by 77% y-o-y to Rs. 3,539 as at September 30, 2023.

Construction and Real Estate: Construction and real estate AUM stood at Rs. 2,824 Cr, as at September 30, 2023.

Liquidity position

Cash and cash equivalents and committed credit lines from banks and institutions of Rs 9,078 Cr were available as on September 30, 2023. During the quarter, we raised Rs 5,502 Cr through term loans, bonds and refinance. Additionally, Rs 4,288 Cr was raised through direct assignment of loans.

Secured USD 50 mn loan from U.S. International Development Finance Corporation (DFC) for financing affordable home loans

In July 2023, IIFL Home Finance Limited, IIFL Finance's subsidiary, secured a loan worth USD 50 mn from U.S. International Development Finance Corporation, an agency of the United States of America. The proceeds of the loan will be used to finance affordable home loans with a special focus on sustainable housing.

Partnership with IFC to Boost Women's Access to Affordable Housing Finance, Promote Green Homes in India

New funding of up to \$100 mn from IFC in IIFL Home Finance Limited, IIFL Finance's subsidiary, aims to catalyze India's affordable housing space, promote green construction, and support India's climate goals. Under the partnership, 50% of funding is earmarked to promote housing finance for women borrowers, with the remaining 50% dedicated to financing green housing for buyers in this underserved segment.

Awards and Accolades

- IIFL Finance is recognized as 'Iconic Brand' by The Economic Times
- IIFL Finance received 'Best NBFC of the Year Award' at NBFC Leadership Awards 2023
- IIFL Finance received award for 'Best Customer Experience Strategy' at NBFC Leadership Awards 2023
- IIFL Samasta Microfinance received 'Best Microfinance Company of the Year Award' at NBFC Leadership Awards 2023
- IIFL Finance received award for 'Best Financial Inclusion Initiative' at the National Awards for Excellence

- Mrs. Madhu Jain, Director, IIFL Foundation was listed among 'Asia's 100 Women Power Leaders 2023' by White Page

About IIFL

IIFL Group 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 (Erstwhile “IIFL Holdings Limited”) (Bloomberg Code: IIFL IN, NSE: IIFL, BSE: IIFL) 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 Ltd is one of the leading retail focused diversified NBFC in India, engaged in the business of loans and mortgages along with its subsidiaries - IIFL Home Finance Limited and IIFL Samasta Finance Limited. 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 over 8 million+ customers. IIFL Finance has widened its pan-India reach through extensive network of branches spread across the country and various digital channels.

IIFL Securities Limited is one of the largest independent full-service retail and institutional broking house along with being a leading investment advisory firm in India providing diversified financial services and products to corporate, institutional investors, foreign portfolio investors, mutual funds, insurance companies, alternative investment funds, trusts, high net worth individuals and retail clients.

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, 2023, are available under the 'Financials' section on our website www.iifl.com.

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

Media Relations

IIFL Finance Ltd

Sourav Mishra

Email:sourav.mishra@iifl.com

Investor Relations

IIFL Finance Ltd

Veenashree Samani

Email:ir@iifl.com



Performance review

Quarter ended September, 2023
(Q2FY24)

Bloomberg: IIFL IN
October 18, 2023

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Q2FY24 Results Snapshot (Consolidated)

Q2FY24 net profit ₹526 Cr - up 32% yoy; RoE at 20.1%

(₹ Cr)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ %
Loan AUM	73,066	55,303	32%	68,178	7%
PPOP ¹	922.1	654.4	41%	792.0	16%
PAT (pre NCI ²)	525.5	397.1	32%	472.9	11%
PAT (post NCI ²)	474.3	379.6	25%	425.4	11%
Gross NPA %	1.8%	2.4%	↓ 58 bps	1.8%	-
Net NPA %	1.0%	1.2%	↓ 20 bps	1.1%	-

Earnings per share
(basic, not annualized)
₹12.5

Book value per share
(₹2 paid up per share)
₹252.9

Return on Equity³
20.1%

Return on Assets
3.9%

Capital Adequacy
NBFC | HFC
20.5% | **47.6%**

MFI
21.0%

Net gearing⁴
3.3x

Liquidity
₹9,078 Cr

Note:

1. PPOP: Pre-provision Operating Profit
2. NCI: Non-Controlling Interest
3. Return on Equity is calculated on Profit after tax post Non-Controlling Interest
4. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

Quarterly Results Q2FY24 (Consolidated)

Income ₹1,599.3 Cr - up 33% yoy, 12% qoq; PBT at ₹683.5 Cr - up 29% yoy, 11% qoq

₹ Cr	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q
Interest income	1,933.2	1,500.1	29%	1,825.2	6%
Interest expense	(932.1)	(775.8)	20%	(887.8)	5%
Net interest income	1,001.1	724.2	38%	937.4	7%
Non-fund based income	598.2	481.0	24%	487.8	23%
Total income	1,599.3	1,205.2	33%	1,425.2	12%
Operating expense	(677.2)	(550.8)	23%	(633.2)	7%
Pre provision operating profit	922.1	654.4	41%	792.0	16%
Loan losses & provision	(252.6)	(196.0)	29%	(190.1)	33%
Net Gain/(Loss) on Fair Value Changes	14.0	71.1	(80%)	16.5	(15%)
Profit before tax	683.5	529.4	29%	618.4	11%
Profit after tax (pre NCI)	525.5	397.1	32%	472.9	11%
Minority Interest	(51.3)	(17.5)	193%	(47.5)	8%
Profit after tax (post NCI)	474.3	379.6	25%	425.4	11%
Total Comprehensive Income (post NCI)	486.8	405.1	20%	407.5	19%
Book value per share (₹)	252.9	215.2	18%	240.0	5%
Earnings per share (₹ basic, not annualized)	12.5	10.0	25%	11.2	11%

Note:

1. NCI: Non-Controlling Interest
2. Previous period/year figures have been regrouped/ reclassified to make them comparable with those of current period.

Quarterly Q2FY24 Income Analysis (Consolidated)

Non fund income - 37% of total income

₹ Cr	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q
Loan Book (Ind AS Balance sheet)	44,061	35,162	25%	41,515	6%
Assigned assets	18,429	15,438	19%	17,700	4%
Co-lending book	10,576	4,703	125%	8,963	18%
Loan Assets under management	73,066	55,303	32%	68,178	7%
₹ Cr	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q
Interest income	1,933.2	1,500.1	29%	1,825.2	6%
Interest expense	(932.1)	(775.8)	20%	(887.8)	5%
NII at IndAS balance sheet loan book (A)	1,001.1	724.2	38%	937.4	7%
Income from Assigned Assets	279.8	384.3	(27%)	226.7	23%
Income from Co lending Assets	173.7	38.6	350%	120.0	45%
Other Income (Fee and commission income)	144.7	58.0	149%	141.0	3%
Non-fund based income (B)	598.2	481.0	24%	487.8	23%
Total Income (A)+(B)	1,599.3	1,205.2	33%	1,425.2	12%
Fund Based: Non fund based ratio (%)					
Fund based income	63%	60%		66%	
Non-fund based income	37%	40%		34%	

Note: Co-lending includes Business Correspondence and Co-origination
 Previous period/year figures have been regrouped/ reclassified to make them comparable with those of current period.

Half-Yearly Results H1FY24 (Consolidated)

Income ₹3,025 Cr - up 28% yoy; PBT at ₹1,302 Cr - up 35% yoy

₹ Cr	H1FY24	H1FY23	Y-o-Y
Interest income	3,758.5	2,909.7	29%
Interest expense	(1,819.9)	(1,551.8)	17%
Net interest income	1,938.5	1,357.9	43%
Non-fund based income	1,086.0	1,013.7	7%
Total income	3,024.5	2,371.6	28%
Operating expense	(1,310.4)	(1,065.8)	23%
Pre provision operating profit	1,714.1	1,305.8	31%
Loan losses & provision	(442.7)	(444.7)	0%
Net Gain/(Loss) on Fair Value Changes	30.5	102.3	(70%)
Profit before tax	1,301.9	963.3	35%
Profit after tax (pre NCI)	998.4	726.8	37%
Minority Interest	(98.7)	(17.5)	463%
Profit after tax (post NCI)	899.7	709.2	27%
Total Comprehensive Income (post NCI)	894.4	736.7	21%
Book value per share (₹)	252.9	215.2	18%
Earnings per share (₹)	23.7	18.7	27%

Note:

1. NCI: Non-Controlling Interest
2. Previous period/year figures have been regrouped/ reclassified to make them comparable with those of current period.

Half-Yearly Results H1FY24 (Consolidated)

Non fund income - 36% of total income

₹ Cr	H1FY24	H1FY23	Y-o-Y
Loan Book (Ind AS Balance sheet)	44,061	35,162	25%
Assigned assets	18,429	15,438	19%
Co-lending book	10,576	4,703	125%
Loan Assets under management	73,066	55,303	32%
₹ Cr	H1FY24	H1FY23	Y-o-Y
Interest income	3,758.5	2,909.7	29%
Interest expense	(1,819.9)	(1,551.8)	17%
NII at IndAS balance sheet loan book (A)	1,938.5	1,357.9	43%
Income from Assigned Assets	506.5	812.1	(38%)
Income from Co lending Assets	293.8	60.0	389%
Other Income (Fee and commission income)	285.6	141.5	102%
Non-fund based income (B)	1,086.0	1,013.7	7%
Total Income (A)+(B)	3,024.5	2,371.6	28%
Fund Based: Non fund based ratio (%)			
Fund based income	64%	57%	
Non-fund based income	36%	43%	

Note: Co-lending includes Business Correspondence and Co-origination
 Previous period/year figures have been regrouped/ reclassified to make them comparable with those of current period.

Consolidated Balance Sheet as at September 30, 2023

Total Equity at ₹11,219 Cr

ASSETS (₹ Cr)		
1	Financial Assets	
(a)	Cash and Bank Balances	4,196
(b)	Receivables	149
(c)	Loan Assets	44,838
(d)	Investments	3,086
(e)	Other financial assets	1,638
	Total Financial Assets (A)	53,908
2	Non-Financial Assets	
(a)	Current & Deferred tax assets (Net)	290
(b)	Property, Plant and Equipment etc.	866
(c)	Other non-financial assets	283
	Total Non-Finance Assets (B)	1,439
	Total Assets (A)+(B)	55,346

LIABILITIES AND EQUITY (₹ Cr)		
1	Financial Liabilities	
(a)	Payables	280
(b)	Borrowings	
	- NCDs	10,525
	- Bank Borrowings	22,345
	- Others	7,505
(c)	Other financial liabilities	3,137
	Total Financial Liabilities (A)	43,793
2	Non-Financial Liabilities (B)	335
3	Equity	11,219
(a)	Equity share capital	76
(b)	Other Equity	9,835
	Shareholder's Equity (C)	9,911
	Non Controlling Interest (D)	1,308
	Total Liabilities and Equity (A)+(B)+(C)+(D)	55,346

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Key business metric - Loan AUM growth

Core loan products AUM has grown at 23% CAGR over last 5 years

Latest quarter

Loan AUM (₹ Cr)	Mix %	Q2FY24	Q2FY23	YoY %	Q1FY24	QoQ %
Home Loan	33%	24,009	19,681	22%	22,838	5%
Gold Loan	32%	23,690	17,832	33%	22,142	7%
Loan against property	10%	7,196	5,953	21%	6,836	5%
Digital Loan	5%	3,539	1,999	77%	2,899	22%
Microfinance	15%	11,307	6,758	67%	10,255	10%
Core Business	95%	69,740	52,222	34%	64,970	7%
CRE & others	4%	2,824	2,609	8%	2,732	3%
Capital Market	1%	501	472	6%	477	5%
Total		73,066	55,303	32%	68,178	7%

Key business metrics

Loan AUM growth

Portfolio Yield

Cost of borrowing

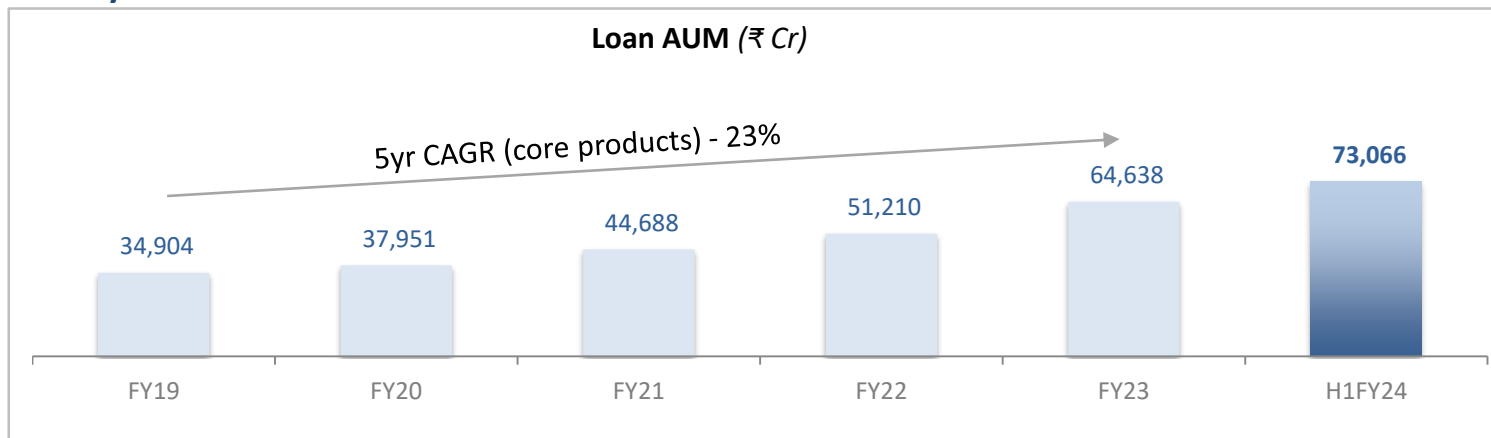
Asset quality

Profitability

Capital & gearing

Liquidity

Last 5 years



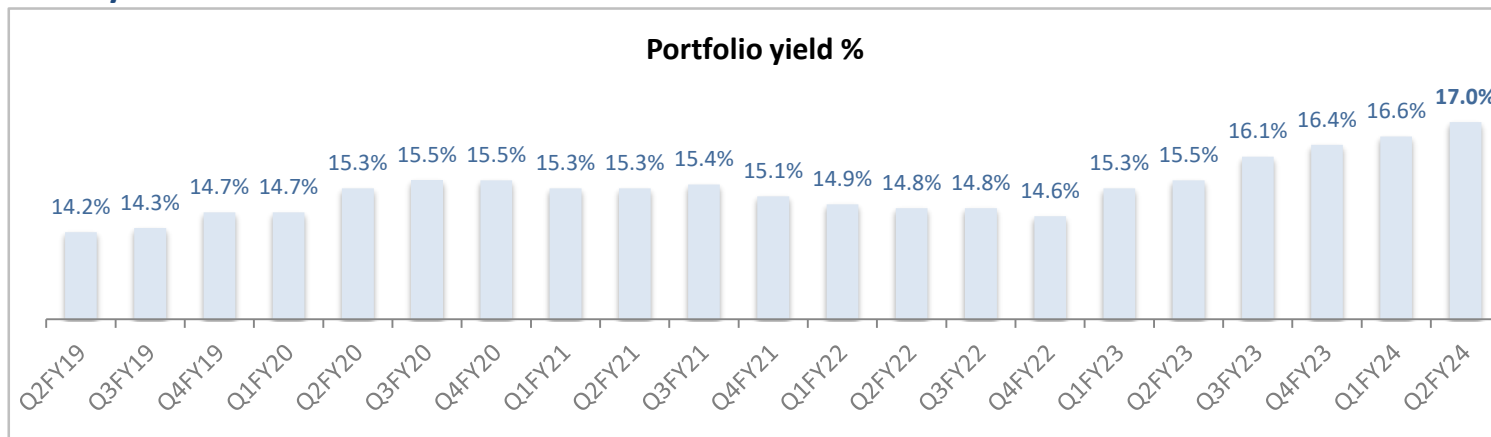
Key business metric – Portfolio yield

Yield is improving with focus on small ticket granular loans

Latest quarter

Portfolio %	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ
Home Loan	11.0%	10.6%	0.5%	11.2%	(0.1%)
Gold Loan	18.5%	17.5%	1.0%	17.5%	1.0%
Loan against property	18.6%	16.9%	1.7%	18.3%	0.2%
Digital Loan	22.4%	21.3%	1.1%	23.3%	(0.8%)
Microfinance	24.4%	22.4%	2.0%	24.2%	0.3%
Core Business	17.1%	15.6%	1.5%	16.7%	0.4%
CRE & others	14.9%	15.3%	(0.5%)	15.6%	(0.7%)
Capital Market	12.4%	12.3%	0.1%	12.7%	(0.4%)
Total	17.0%	15.5%	1.4%	16.6%	0.4%

Last 5 years



Key business metrics

Loan AUM growth

Portfolio yield

Cost of borrowing

Asset quality

Profitability

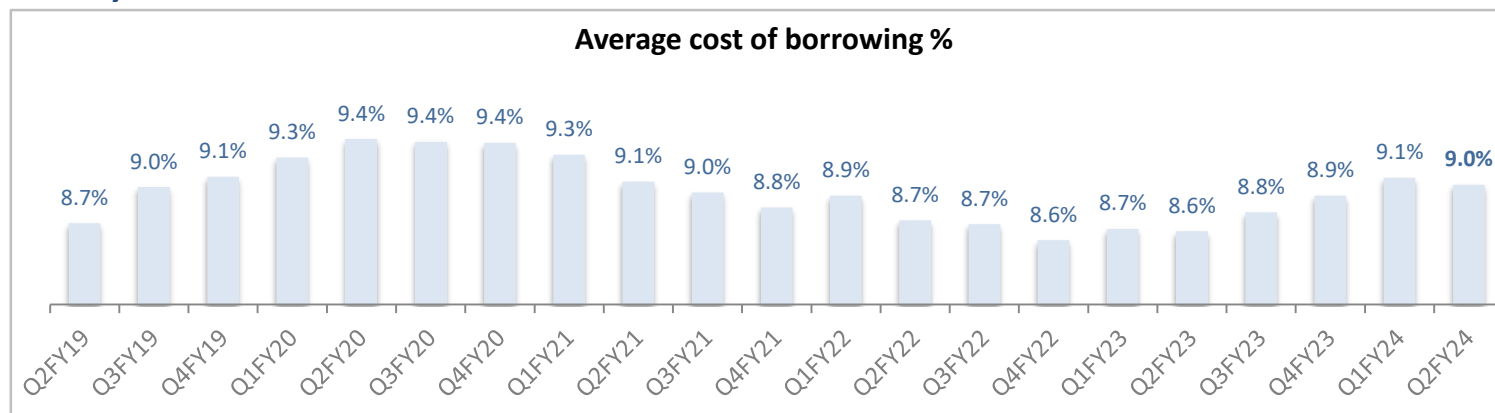
Capital & gearing

Liquidity

Key business metric – Cost of borrowing

Successfully raised long term funds through multiple Development Financial Institutions

Last 5 years



Cost of borrowing %	Q2FY24	Q2FY23	YoY %	Q1FY24	QoQ %
IIFL Finance (Consol)	9.03%	8.63%	0.40%	9.09%	(0.06%)
- IIFL Finance Standalone	8.99%	8.88%	0.11%	9.10%	(0.11%)
- IIFL Home Finance	8.27%	8.10%	0.17%	8.75%	(0.49%)
- IIFL Samasta Finance	10.49%	9.86%	0.63%	10.45%	0.04%

Borrowings (₹ Cr)	Q2FY24	Q2FY23	YoY %	Q1FY24	QoQ %
IIFL Finance (Consol)	40,375	35,531	14%	38,486	5%
- IIFL Finance Standalone	16,684	15,273	9%	16,822	-1%
- IIFL Home Finance	15,566	14,578	7%	14,387	8%
- IIFL Samasta Finance	8,125	5,681	43%	7,278	12%

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

Key business metrics

Loan AUM growth

Portfolio yield

Cost of borrowing

Asset quality

Profitability

Capital & gearing

Liquidity

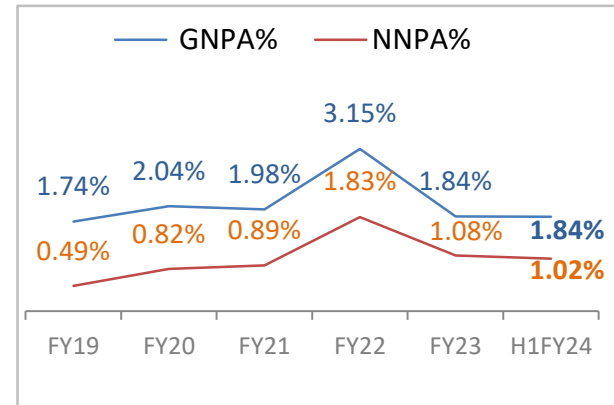
Key business metric – Asset quality

Non performing assets have consistently been lower than the peer group through cycles

Latest quarter

GNPA %	Q2FY24	Q2FY23	YoY %	Q1FY24	QoQ %
Home Loan	1.74%	2.44%	(0.70%)	1.95%	(0.21%)
Gold Loan	1.16%	0.83%	0.33%	0.82%	0.34%
Loan against property	2.58%	4.26%	(1.68%)	2.72%	(0.14%)
Digital Loan	3.22%	4.24%	(1.02%)	3.38%	(0.16%)
Microfinance	2.10%	3.50%	(1.40%)	2.11%	0.00%
Core Business	1.96%	2.62%	(0.66%)	1.97%	(0.01%)
CRE	0.37%	0.40%	(0.03%)	0.38%	(0.01%)
Capital Market	0.00%	0.00%	-	0.00%	-
Total	1.84%	2.42%	(0.58%)	1.84%	(0.01%)

Last 5 years



➤ Provision coverage at **159%**

Key business metrics

Loan AUM growth

Portfolio yield

Cost of borrowing

Asset quality

Profitability

Capital & gearing

Liquidity

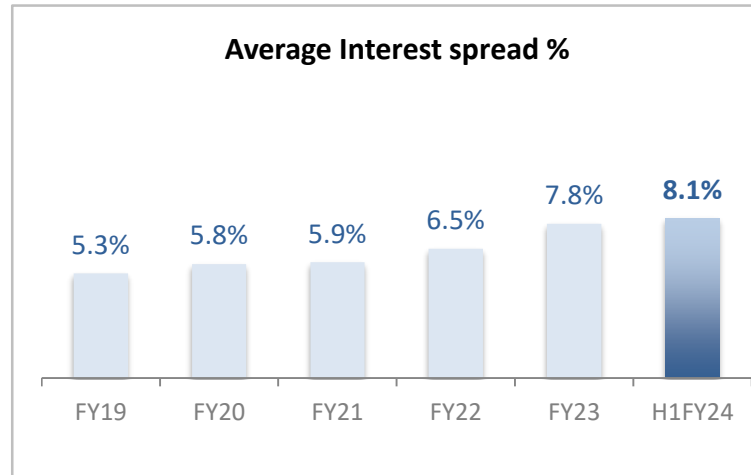
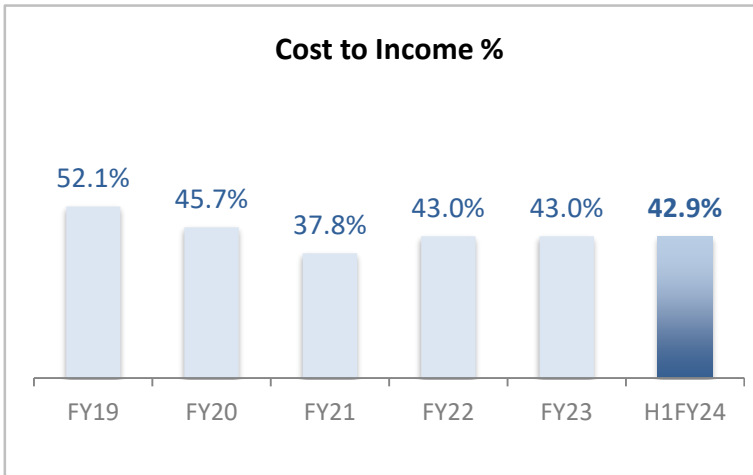
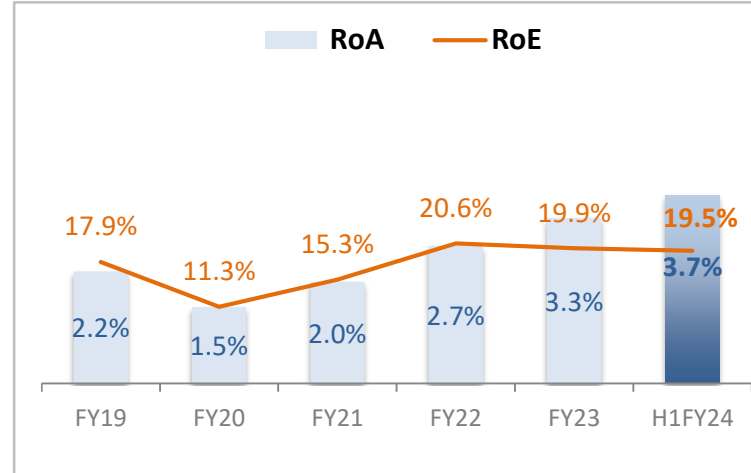
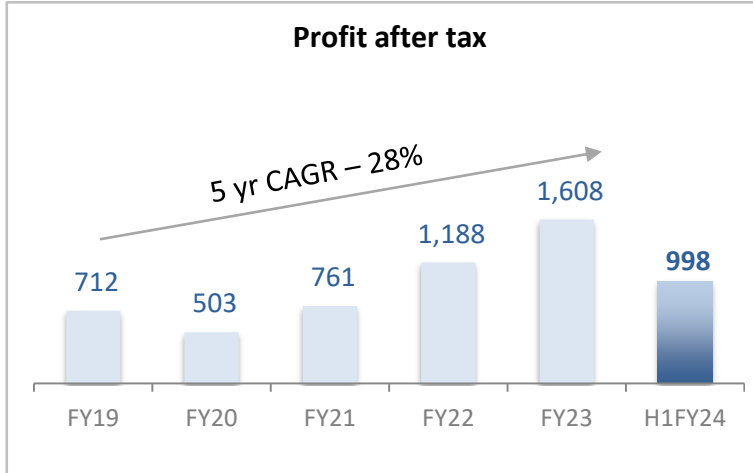
Stage-wise break up

Loan book (₹ Cr)	0 dpd	1-30 dpd	31-90 dpd	90+ dpd	Total	Provision %			Provision	
	Stage 1		Stage 2	Stage 3		Stage 1	Stage 2	Stage 3	As per RBI	As per ECL
Home Loans	90.7%	3.8%	3.7%	1.7%	14,697	0.9%	9.6%	30.2%	108	250
Gold Loans	85.7%	5.2%	8.0%	1.2%	8,213	0.7%	0.8%	14.8%	49	74
Loan agst. Property	82.3%	6.6%	8.5%	2.6%	5,317	1.6%	10.9%	25.0%	56	158
Digital Loan	90.9%	3.3%	2.5%	3.2%	4,261	3.2%	15.0%	73.2%	35	245
Microfinance	96.3%	0.6%	0.9%	2.1%	8,247	1.6%	4.8%	73.1%	115	259
CRE	96.8%	0.2%	2.6%	0.4%	2,824	10.0%	26.6%	67.7%	39	300
Capital Market	86.1%	7.9%	5.9%	0.0%	501	0.4%	1.9%	0.0%	2	3
Total	90.2%	3.6%	4.4%	1.8%	44,060	1.9%	7.6%	44.5%	404	1,288

Key business metric – Profitability

Net profit has grown at CAGR of 28%, despite covid & liquidity squeeze periods

Last 5 years



Key business metrics

Loan AUM growth

Portfolio yield

Cost of borrowing

Asset quality

Profitability

Capital & gearing

Liquidity

Note:

1. Excluding fair value changes. Previous period/year figures have been regrouped/ reclassified to make them comparable with those of current period.
2. Abbreviations used –PPOP: Pre-provision operating profit, NCI: non-controlling interest, ROA: Return on Asset
3. FY19 profits included ₹105 cr non- recurring gain on sale of CV business ; FY20 profits were impacted by Covid provisions

Key business metric – Capital & gearing

Robust financials, high capital adequacy with net gearing coming down

Latest quarter

(₹ Cr)	Q2FY24	Q2FY23	YoY %	Q1FY24	QoQ %
Networth (Excl. Minority)	9,640	8,172	18%	9,134	6%
CRAR %					
IIFL Finance (Standalone)	20.5%	21.7%	(1.2%)	20.6%	(0.1%)
- Tier 1	13.1%	14.0%	(0.9%)	13.0%	0.1%
- Tier 2	7.4%	7.7%	(0.3%)	7.6%	(0.2%)
IIFL Home Finance	47.6%	52.0%	(4.5%)	51.2%	(3.7%)
- Tier 1	40.3%	43.2%	(2.8%)	42.9%	(2.6%)
- Tier 2	7.2%	8.9%	(1.6%)	8.3%	(1.0%)
IIFL Samasta Finance	21.0%	19.3%	1.8%	20.0%	1.1%
- Tier 1	15.1%	15.0%	0.1%	14.0%	1.1%
- Tier 2	5.9%	4.2%	1.7%	6.0%	0.0%

Key business metrics

Loan AUM growth

Portfolio yield

Cost of borrowing

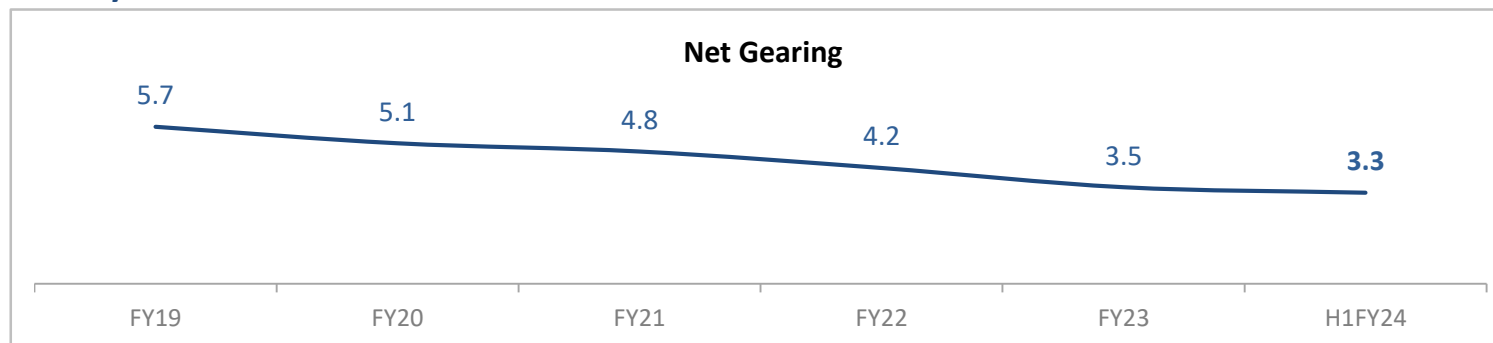
Asset quality

Profitability

Capital & gearing

Liquidity

Last 5 years

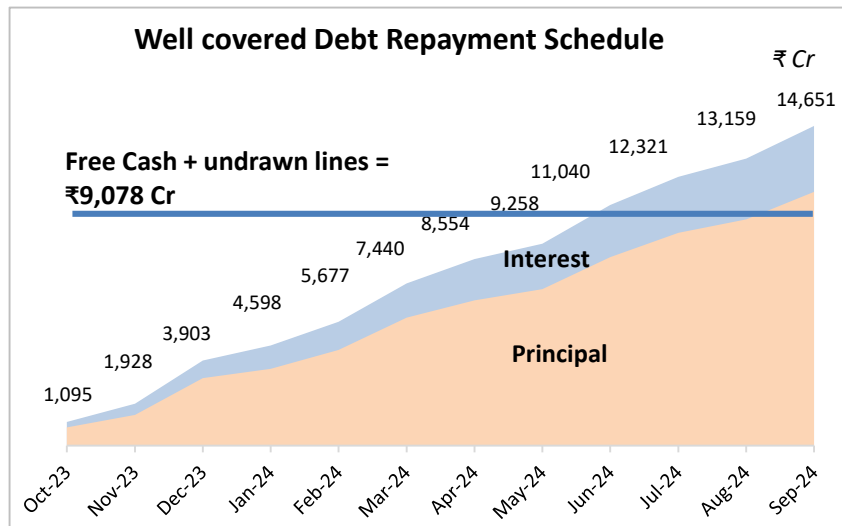
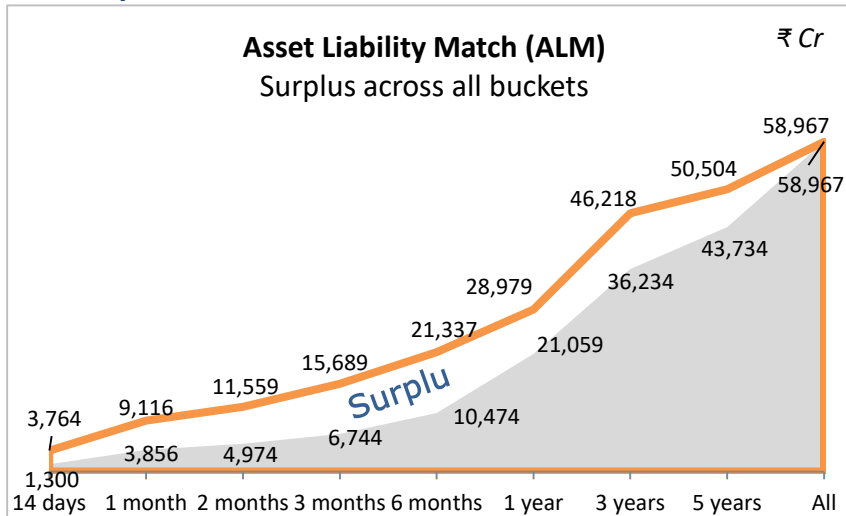


Note: Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

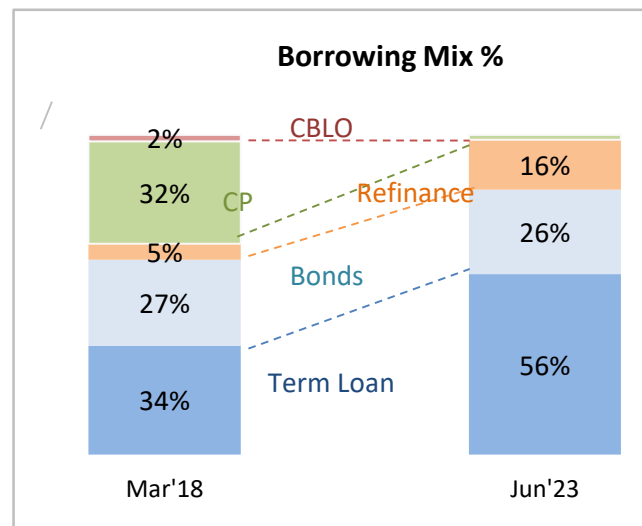
Key business metric – Liquidity

Well covered to not only meet obligations but sustain growth as well

Latest quarter



Last 5 years



Key business metrics

Loan AUM growth

Portfolio yield

Cost of borrowing

Asset quality

Profitability

Capital & gearing

Liquidity

Financial Performance Q2FY24	3 – 8
Key Business Metrics	10 – 16
Business Segments Overview	18 – 33
Corporate, Strategy and Others	35 – 44
Financials of the Subsidiaries	46 – 56
Link to download databook	57

INDUSTRY OVERVIEW

IIFL’S COMPETITIVE EDGE

- Housing shortage (EWS/LIG): 9.5 Cr units
- EWS/LIG account for 95% of potential demand in the housing space
- Low mortgage penetration
- Growing migration to urban centres
- Rise of nuclear households
- Affordability at all time high



TOTAL ADDRESSABLE MARKET & DEMAND DRIVERS

Market Size:

Current: ₹21 lakh Cr
Potential: ₹23.7 lakh Cr

LEADING HFC IN AFFORDABLE HOUSING SPACE

- Strong player in the sub ₹20L loan ticket size category
- Network of 410 home loan branches to focus on expansion in tier 2/3/4 towns
- Incremental PSL retail book builds ever increasing demand for asset buying from banks

- Manpower intensive and small tickets makes operating cost high
- Risk of credit cost since profile is new to credit and untested for credit behaviour
- Challenges to scale due to regional variations and lack of formal data sources



OPERATING MODEL

AFFORDABLE LENDING EXPERTISE COMBINED WITH STRONG PHYGITAL INFRASTRUCTURE

- Technology led phygital infrastructure in place
- Cost efficiencies emanates from lean org construct & centralized operations
- Decisioning through analytics
- Controls through in-house sales and support teams

- Refinancing at competitive interest rate, as part of the SUNREF - Affordable Green Housing India programme by NHB – refinanced ₹344 Cr in FY22
- Financial assistance at concessional rates from SIDBI for green rating buildings
- Lower likelihood of default among green home buyers due to energy savings of 20-30%



SOCIAL & SUSTAINABLE HOUSING

LEADING THROUGH INDUSTRY FIRST INITIATIVES TRANSLATING INTO LOWER COST OF BORROWING

- **Green Value Partner:** Project life-cycle assistance to developers in obtaining green building certification
- **Kutumb:** Knowledge platform, bringing together all stakeholders to promote green affordable housing
- **Green Home Loans:** Discounted rates for homes certified by either IGBC or GRIHA
- Secured \$50 Mn funding from DFC, USA

Home loan – Product overview

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

- ✓ Primary focus on **affordable** and non-metro customers
- ✓ **88%** of home loans under **Priority Sector Lending** category
- ✓ Focus is on first time home buyers
- ✓ **99% home loans** are on-boarded and decisioned through **digital platform**

Onboarding Average Ticket Size (H1FY24)

₹14 Lakhs

Tenor

up to 25 years

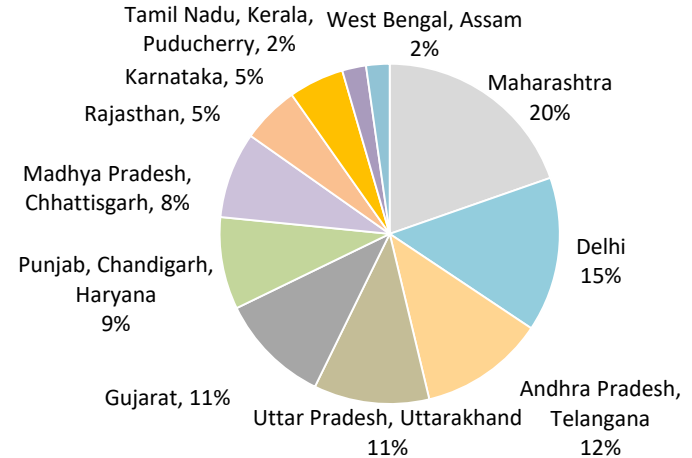
Loan to Value

72%

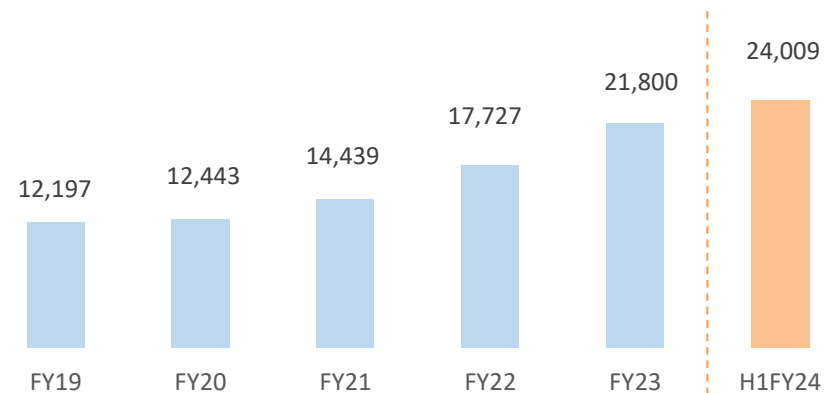
Salaried / Self employed

65% / 35%

Distribution of AUM as at September 30,2023 (₹ Cr)

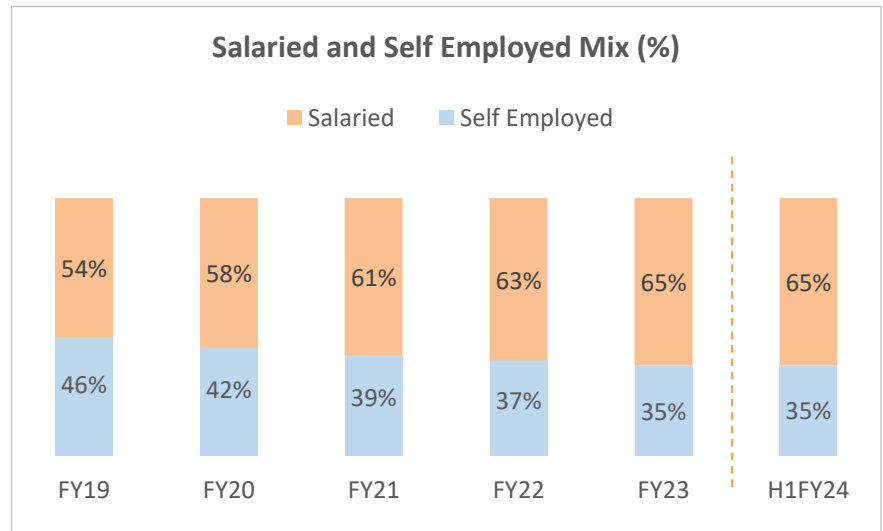
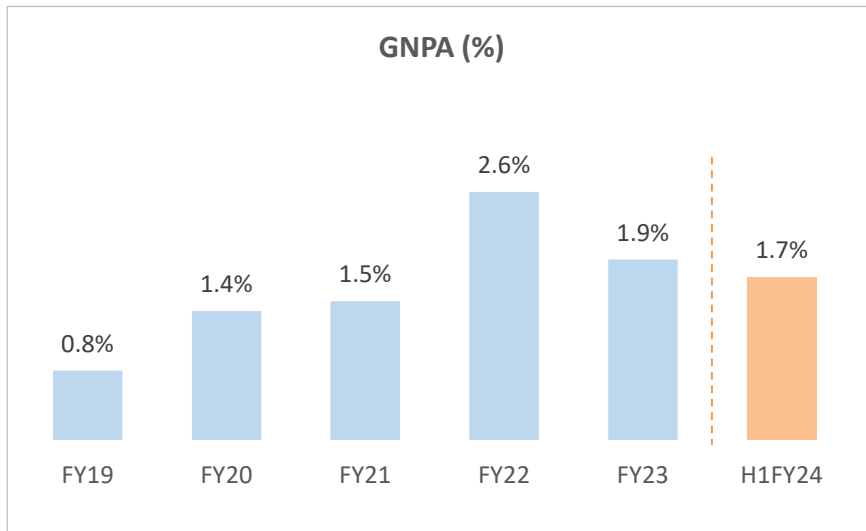
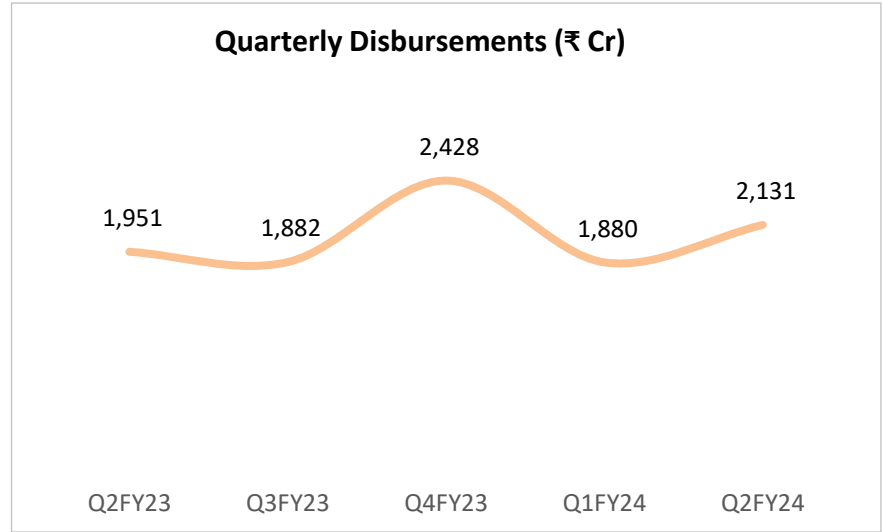
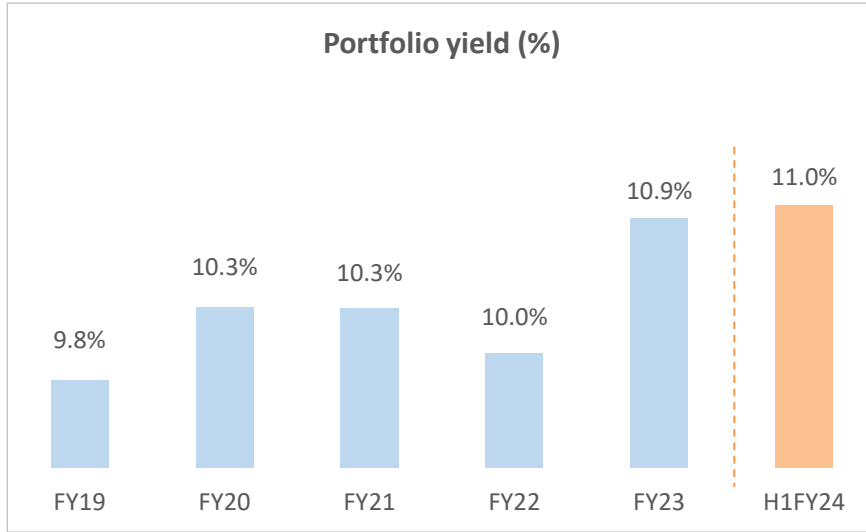


Asset Under Management (₹ Cr)



Home loan – financial overview

Improving yields and stable asset quality



INDUSTRY OVERVIEW

IIFL’S COMPETITIVE EDGE

- 6.4 Cr MSMEs in India with only 14% having access to credit
- 40% have been denied credit due to lack of collateral
- Self employed pucca households: 4.4 Cr units



TOTAL ADDRESSABLE MARKET

Current market size
₹2.8 lakh Cr

LEADING PLAYER WITH A WELL ESTABLISHED NETWORK

- Leading player in the sub ₹30L secured loan ticket size category
- Network of 410 branches to focus on expansion in tier 2/3/4 towns

- Low contribution of formal funding: Of the total MSME credit demand of 69.3Tn, only 30% demand is met with less than 15% are met through formal sources of fund
- Government support to MSME sector to enhance exports and increase localization



DEMAND DRIVERS

Potential market size
₹3.1 lakh Cr

SMALL BUSINESS LENDING EXPERTISE COMBINED WITH STRONG PHYGITAL INFRASTRUCTURE

- Technology led phygital infrastructure in place
- Controls through in-house sales and support teams

- Manpower intensive and small tickets makes operating cost high
- Risk of credit cost since profile is new to credit and untested for credit behaviour
- Challenges to scale due to regional variations and lack of formal data sources



OPERATING MODEL

SCALABLE COST EFFICIENT BUSINESS MODEL

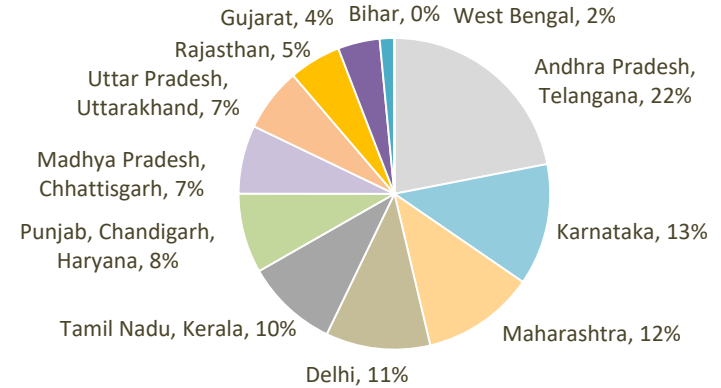
- With already expanded foot print, group synergies can be leveraged
- Low cost to income driven by technology & hub spoke operating model
- Strong in-house data analytics capability

Loan Against Property (LAP) – product overview

Focus on digital lending to MSME sector and individuals

- ✓ For secured business loans **against residential, commercial and industrial property**
- ✓ End use is for business expansion or personal needs
- ✓ Focus on balancing prudent credit underwriting with instant in-principle decision
- ✓ Customer segment with informal source of income or informal property type

Distribution of AUM as at September 30,2023 (₹ Cr)



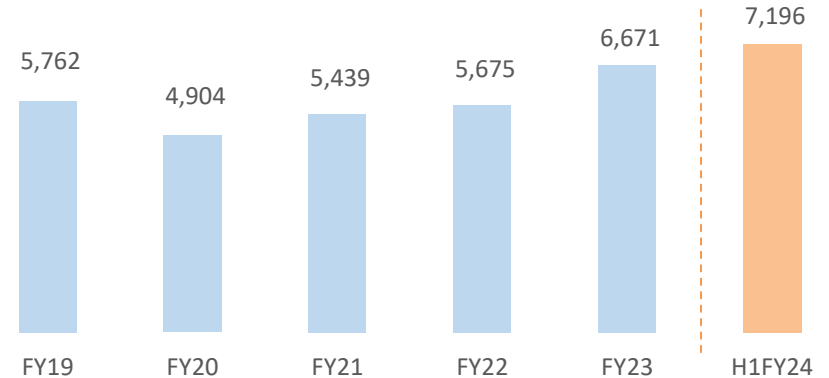
Active Customer Count
0.8 Lakhs

Tenor
up to 12 years

Customer Addition (H1FY24)
0.2 Lakhs

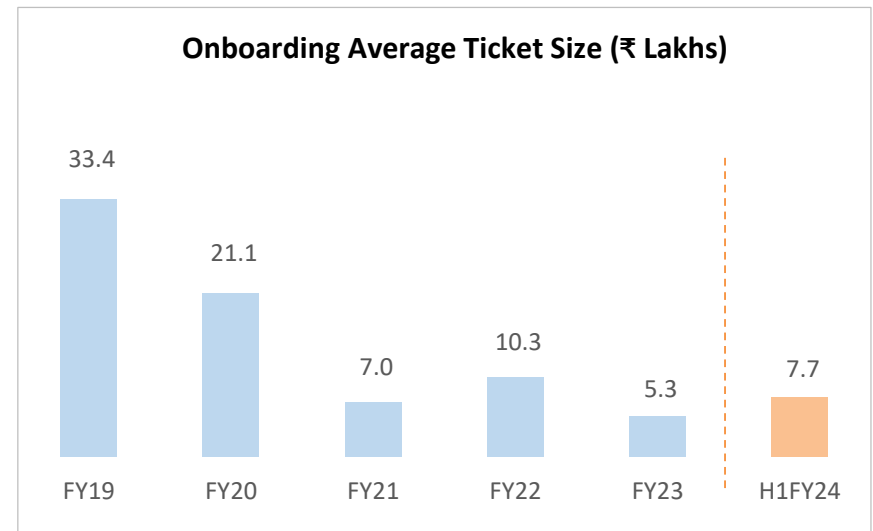
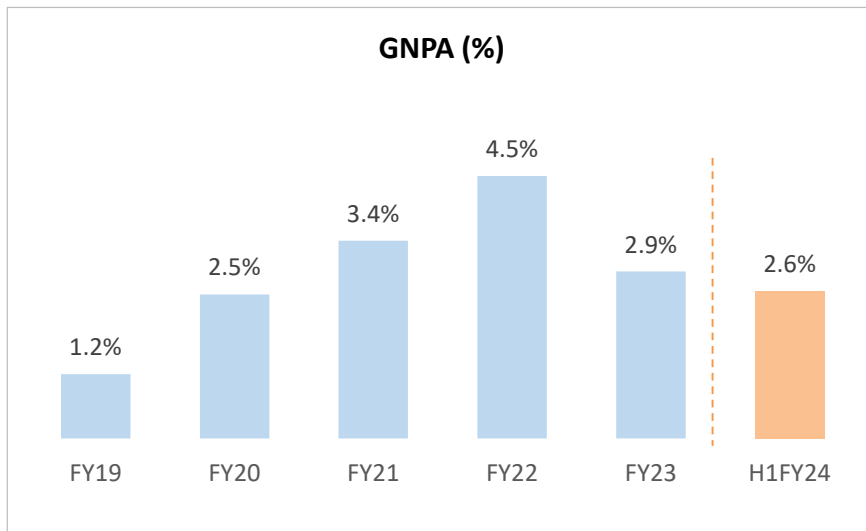
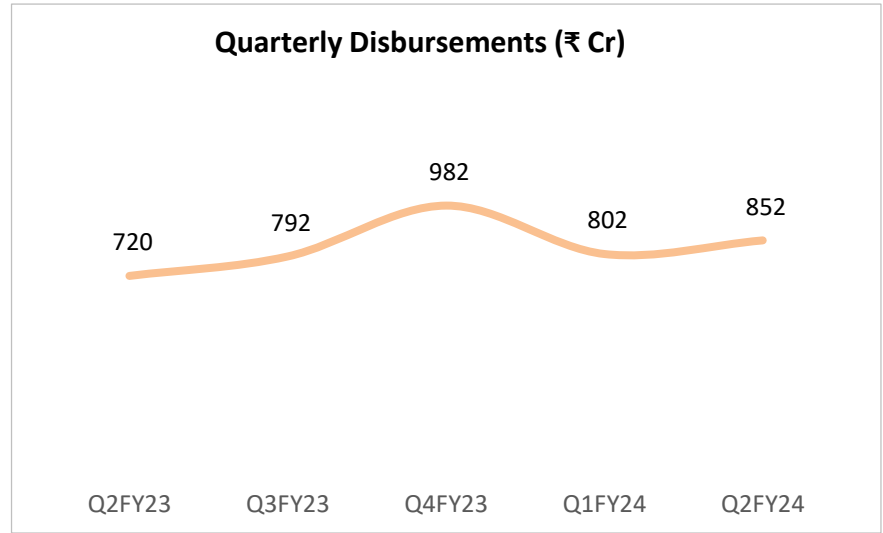
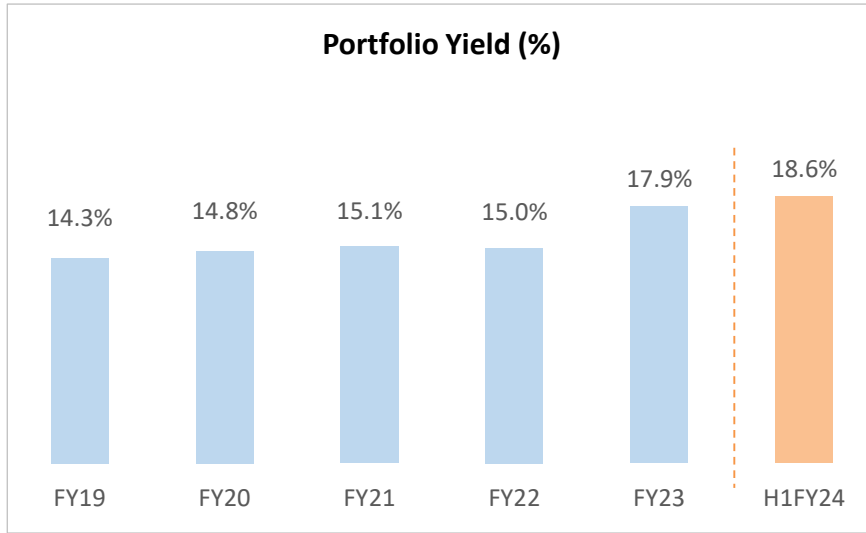
Onboarding Average Ticket Size (H1FY24)
₹7.7 Lakhs

Asset Under Management (₹ in Cr)



Loan Against Property (LAP) – financial overview

Improving yields and asset quality; disbursements turning granular



INDUSTRY OVERVIEW

IIFL’S COMPETITIVE EDGE

- Of the 6.4 Cr MSMEs, only 14% have access to credit
- MSME credit as of Q2 FY23 was ₹22.9 lakh Cr
- Micro loans to small businesses (< ₹10L) contributes to 5% of credit to the MSMEs growing the highest at 20% YoY



TOTAL ADDRESSABLE MARKET

FY23E Industry AUM
₹1.2 lakh Cr

EXPANDING REACH DIGITALLY

- 100% digital journey enabled through Account Aggregator, o-KYC, e-KYC & c-KYC, OCR checks to limit the need of physical in-hand document
- First to launch an end-to-end loan to disbursement journey on Whatsapp with digital fraud checks and verification

- 50% new originations in micro segment (< ₹1Cr) contributed by NTC borrowers emphasizing the importance of alternate data sources for effective lending
- Formalization of MSMEs and adoption of platform based lending services
- Credit guarantee funds (CGTMFU, CGTMSE) aimed at increasing access to credit to micro units



DEMAND DRIVERS

Potential market size
₹1.4 lakh Cr by FY24

PARTNERSHIP LED MODEL TO GROW AND SERVE CUSTOMERS EFFICIENTLY

- Partnership with multiple technology, fintech and large ecosystem players to ensure strategic fitment for scale and best-in-class experience to customers
- Alternate data based scorecard and fraud detection engines in place

- Slew of measures by RBI intended towards fortifying the digital ecosystem
- India Stack (Aadhaar, UPI, Account Aggregator, OCEN) form the biggest enabler
- Over 110 Cr accounts linked on the Account Aggregator network; Twelve banks live
- OCEN network will enable flow of credit between borrowers, distributors and lenders



EVOLVING LANDSCAPE

AT THE FOREFRONT OF INNOVATION

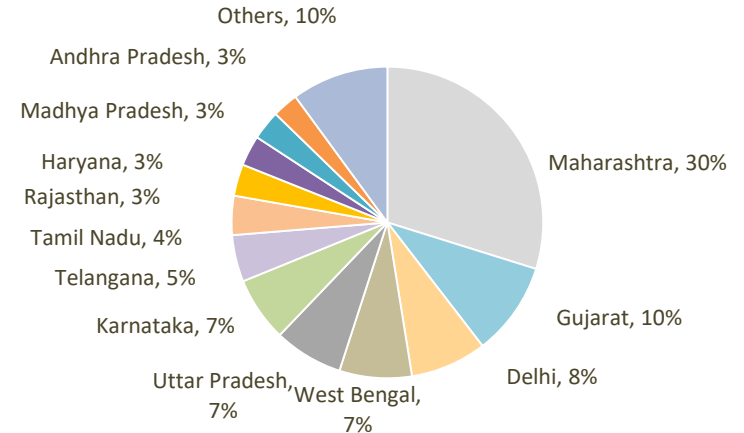
- Huge investments in technology to quickly align with new regulatory frameworks and public digital infrastructure

Digital loan – product overview

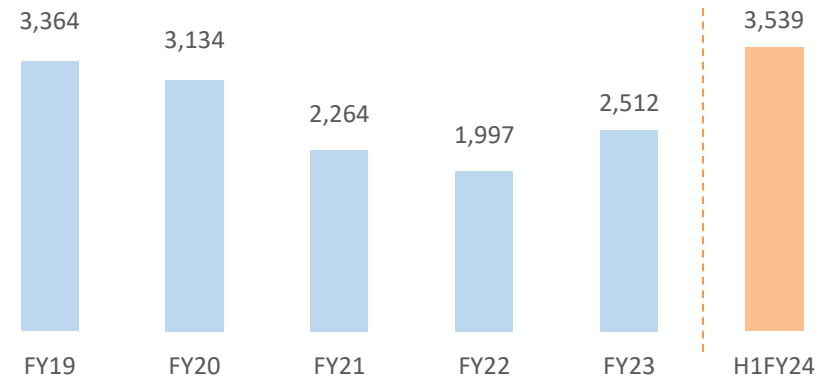
Focus on digital lending to MSME sector and individuals

- ✓ For business loans **backed by cash flows**
- ✓ Focus on balancing prudent credit underwriting with instant in-principle decision and **automated disbursements** based on analytical scorecards
- ✓ **Partnerships with leading fintechs** for sourcing leads

Distribution of AUM as at September 30, 2023 (₹ Cr)



Asset Under Management (₹ in Cr)



Active Customer Count
3.9 lakhs

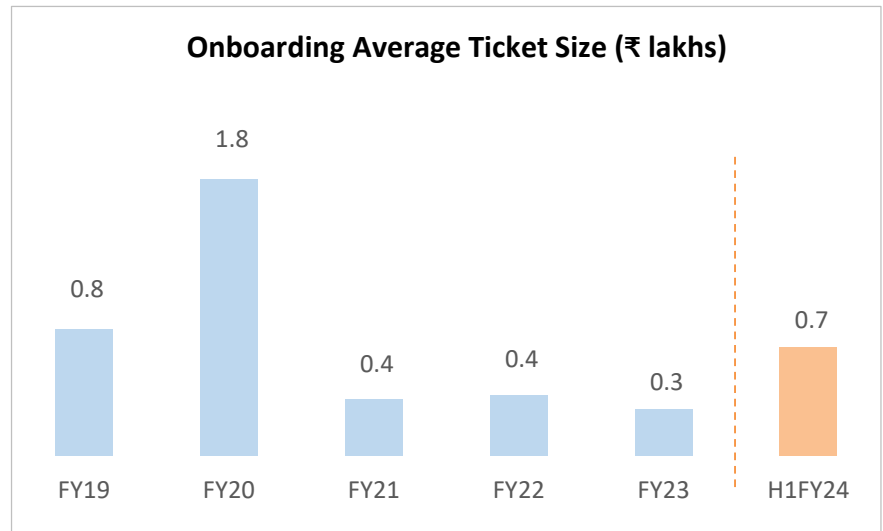
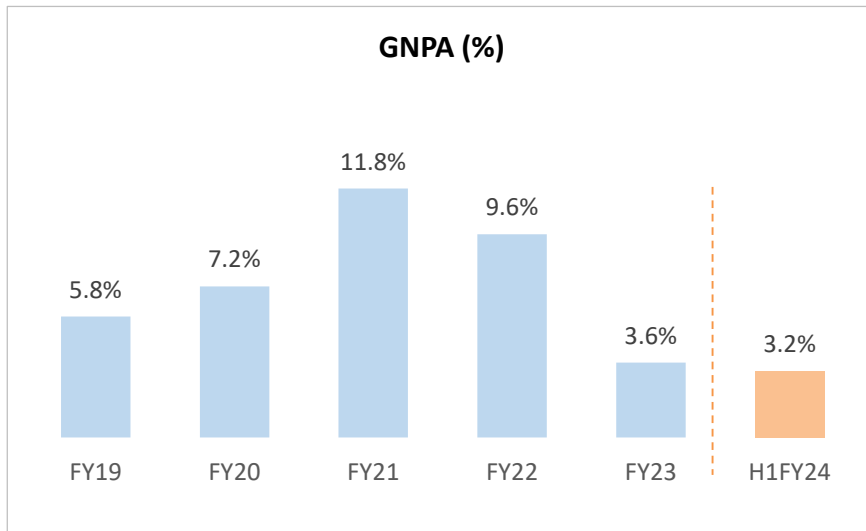
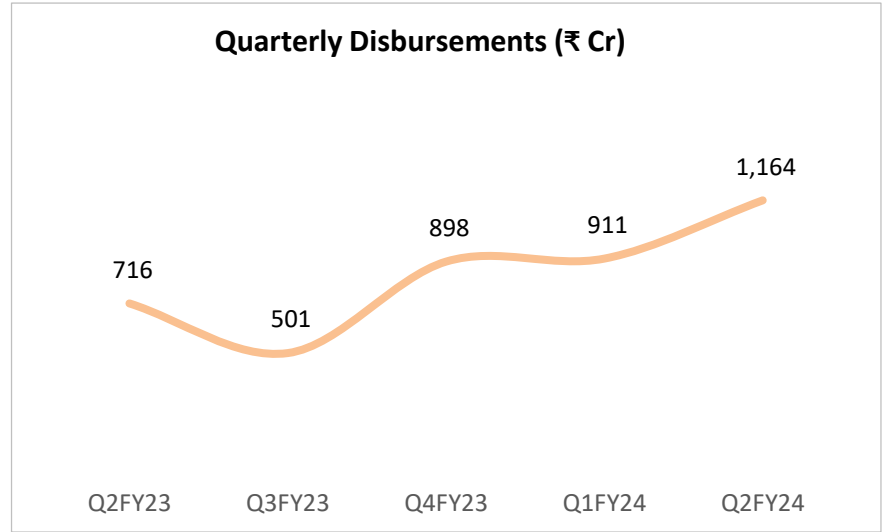
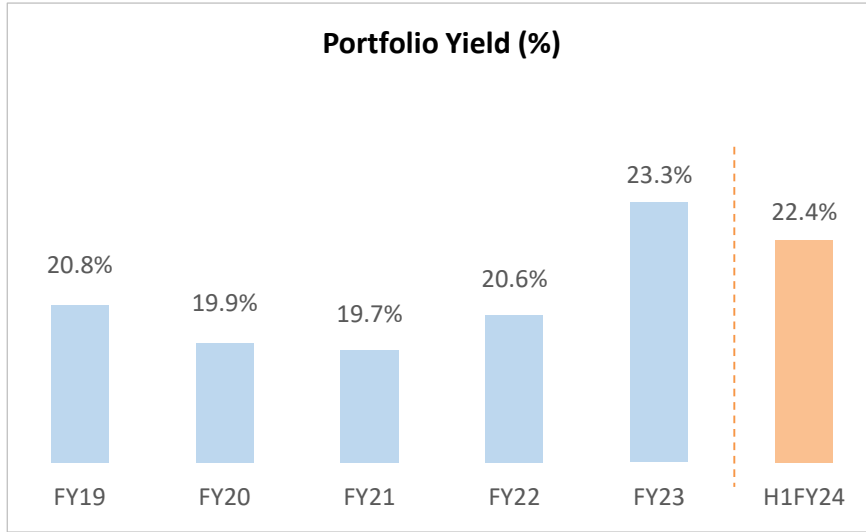
Tenor
up to 5 years

Customer Addition (H1FY24)
3.4 lakhs

Onboarding Average Ticket Size (H1FY24)
₹0.7 lakhs

Digital Loan – financial overview

Improving yields and asset quality and disbursals



INDUSTRY OVERVIEW

IIFL’S COMPETITIVE EDGE

- Gold holdings in India: **28,000 tonnes**
- % holdings in form of jewellery: **65%**
- Organized market: **35%**



TOTAL ADDRESSABLE MARKET

FY23E Industry AUM
₹5.7 lakh Cr (NBFC 25%)

LARGE BRANCH NETWORK BUILT ON CUSTOMER FOCUS

- Among top two NBFCs in the country in gold loans segment, having grown at a 5yr-CAGR of 39% over FY19-FY23
- Over 2,706 dedicated gold loan branches spread across 25 states/UT, manned by ~15,000 own employees
- Innovations in product, security, audit and risk controls

- Gold prices expected to rise by **2-3%** in FY24
- Increase in demand with MSMEs constituting major customer share
- Shift from unorganized to organized players
- Zero risk weight asset for banks



DEMAND DRIVERS

Potential market size
₹6.2 lakh Cr by FY24

IMPROVEMENTS IN CUSTOMER SERVICE, PRODUCTIVITY AND VISIBILITY

- Asset light model enables growth via internal accruals
- Continued focus on enriching customer experience through digital initiatives
- Achieving scale for new branches and driving productivity improvements of older branches
- Aggressive investments in brand visibility and recall

- Gold loan NBFCs are primarily single product branches focused on TAT and customer experience to drive business



RETAIL FRANCHISE POTENTIAL

ABILITY TO LEVERAGE WIDESPREAD RETAIL NETWORK FOR CROSS-SELL

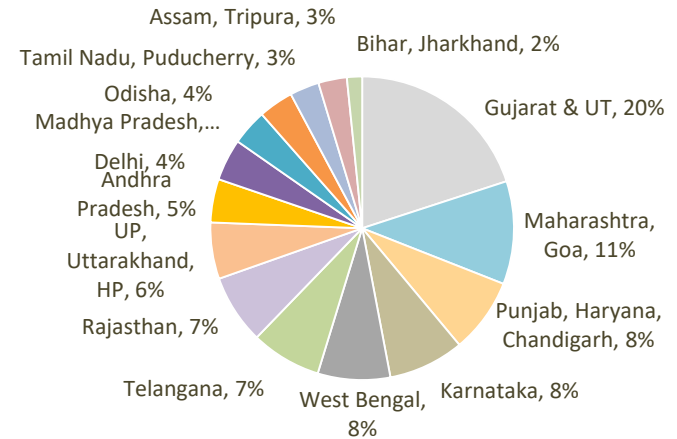
- Large customer base of over 56L and with ~70% repeat customers, connect with the customer is high
- Digital innovations for other products within the group provides ability to drive cross-sell without putting much strain on the retail branch network

Gold loans – product overview

Secured low-risk short term loans to neighborhood customers

- ✓ In-house loan origination through **growing network of branches** and increasing use of digital technology
- ✓ Strong **emphasis on collections** and resolution resulting in negligible losses
- ✓ Footprint - 1486 towns/cities

Distribution of AUM as at September 30,2023 (₹ Cr)



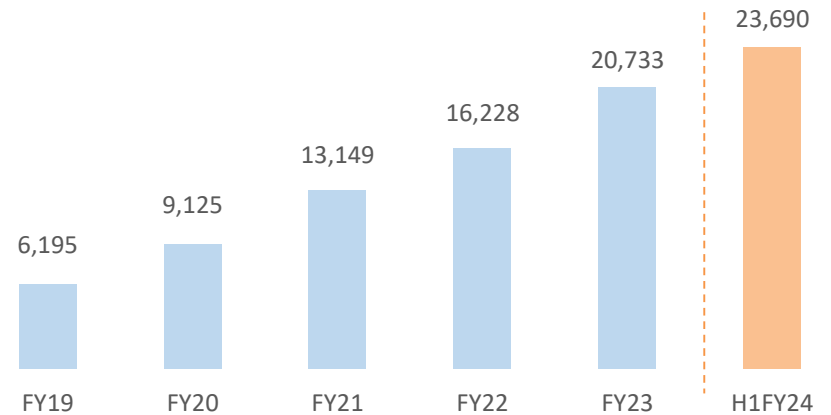
Tenor
~2 years

Active Customer Count
18.3 lakhs

New Customer Addition
(Q2FY24)
2.73 lakhs

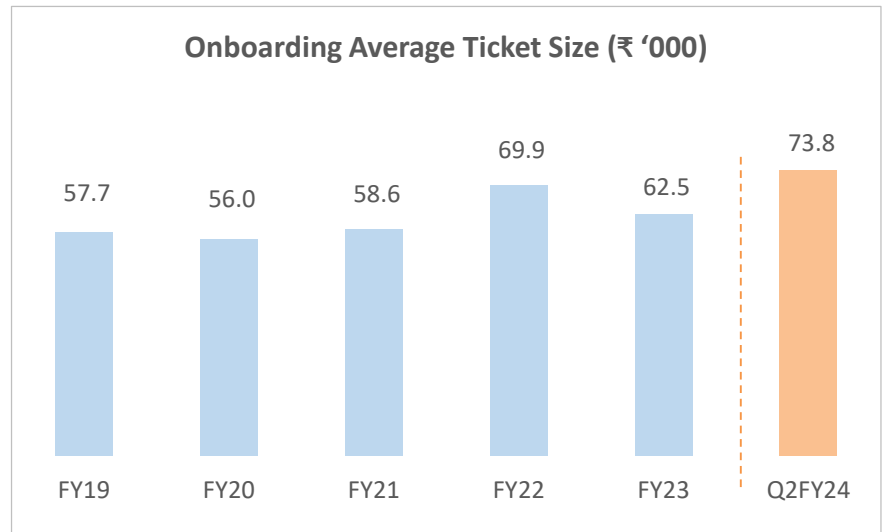
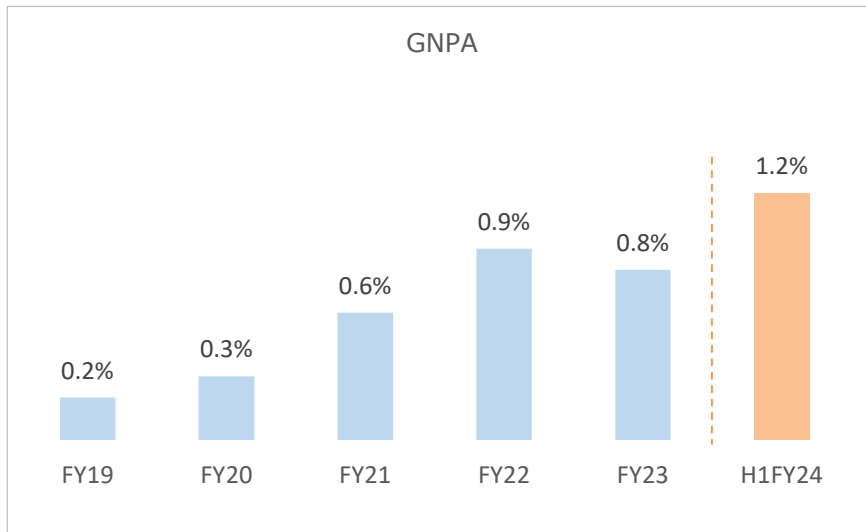
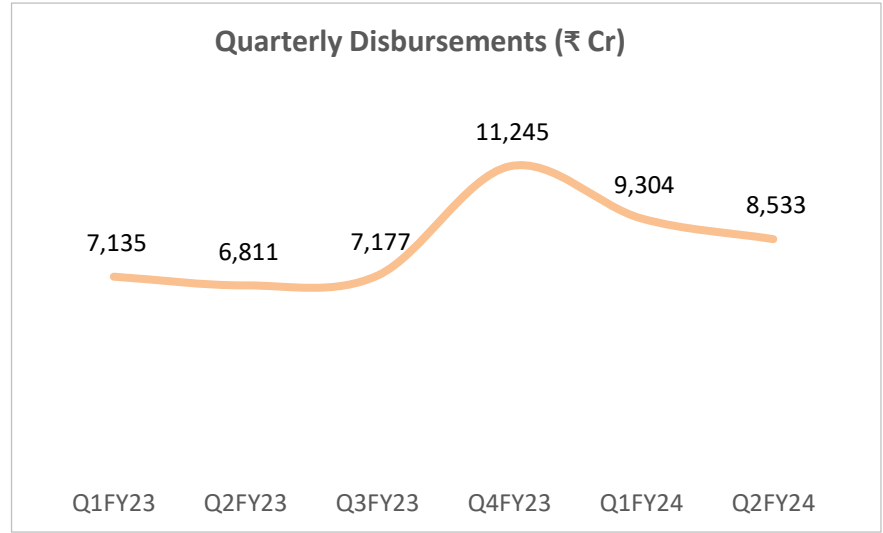
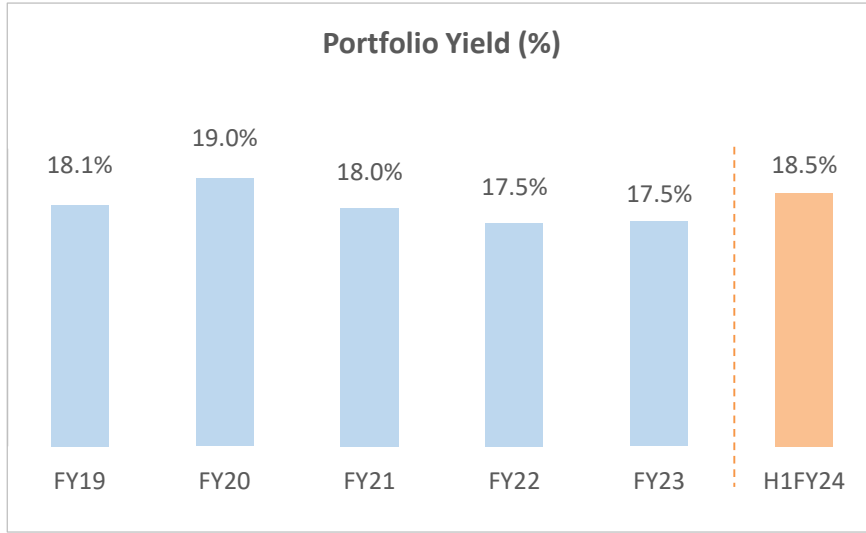
Onboarding Average Ticket Size (Q2FY24)
₹74 thousand

Asset Under Management (₹ Cr)



Gold loans – financial overview

Stable yields and asset quality



INDUSTRY OVERVIEW

- Potential Households in eligible income category (HHs): 2.03 Cr
- MFI Outreach: 28.5%
- Average loan o/s per borrower (ATS): ~₹49k
- Districts covered by MFIs: 633

(As of Mar’22)



TOTAL ADDRESSABLE MARKET

Current Industry AUM
₹2.85 lakh Cr

IIFL’S COMPETITIVE EDGE

ESTABLISHED BASE AND CONSISTENT TRACK RECORD

- Major microfinance player with diversified geo presence
- Among top two NBFC-MFIs in the country
- Stable asset quality maintained through multiple cycles in the last 15 years
- Profitable and dividend paying

FY26 Estimate	Conservative	Optimistic
Potential HHs	2.05 Cr	2.05 Cr
Increase in ATS	10.7%	20%
Demand	₹17 lakh Cr	₹24.6 lakh Cr
MFI Outreach	32%	50%
MFI industry o/s	₹5.4 lakh Cr	₹12.3 lakh Cr

- Conservative estimate assumes growth at last 3 year CAGR that includes muted Covid period
- Avg ticket size to increase with borrower vintage and inflation



DEMAND DRIVERS

Potential MFI market
₹5.4 to 12.3 lakh Cr
(by FY26)

WIDESPREAD REACH & STRONG DIGITAL CAPABILITIES

- 1,485 branches in 387 districts (> 50% of overall microfinance presence) across 22 states and union territories
- Grown at a 5 year CAGR of 66% over FY19-FY23; on the back of a robust digital infrastructure for customer selection, field monitoring, tracking and controls to ensure scale and asset quality

- MFI Industry currently focuses on micro-credit to borrowers
- Extending other financial services apart from credit to play a major role in boosting economy and creating a lasting social impact
- MFIs, with their reach in deep rural pockets, are ideal vehicles for facilitating such services



MICROFINANCE POTENTIAL ROLES

ABILITY TO LEVERAGE GROUP EXPERTISE FOR CROSS-SELL

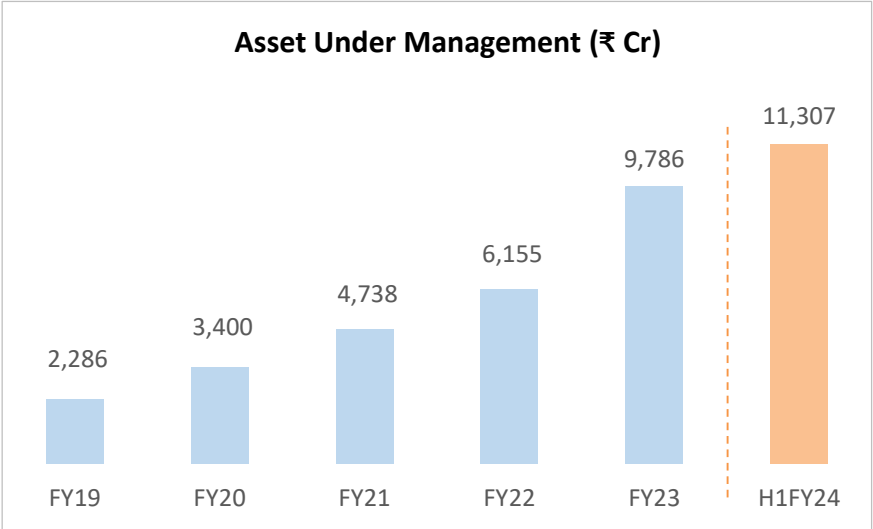
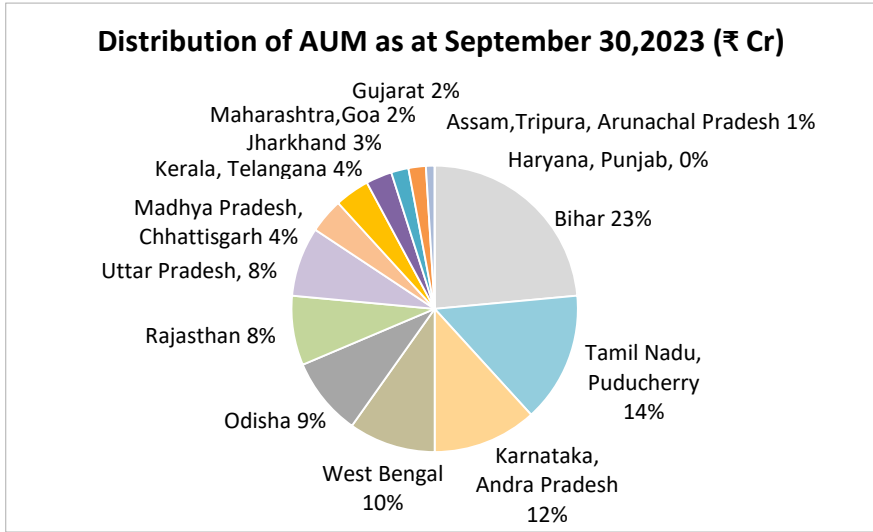
- 15% of IIFL Samasta’s AUM constitutes non-MFI credit
- Ability to serve entire financial needs of customers by leveraging the group’s expertise and bouquet of products

Microfinance loans – product overview

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

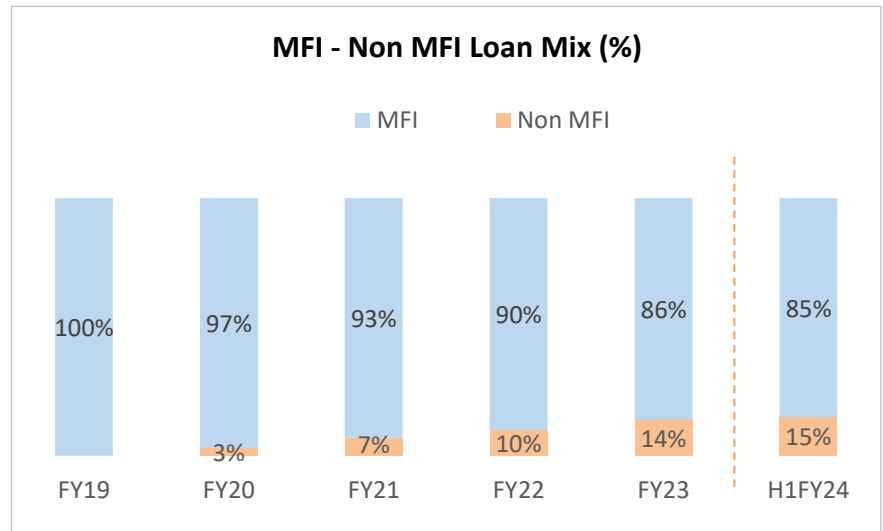
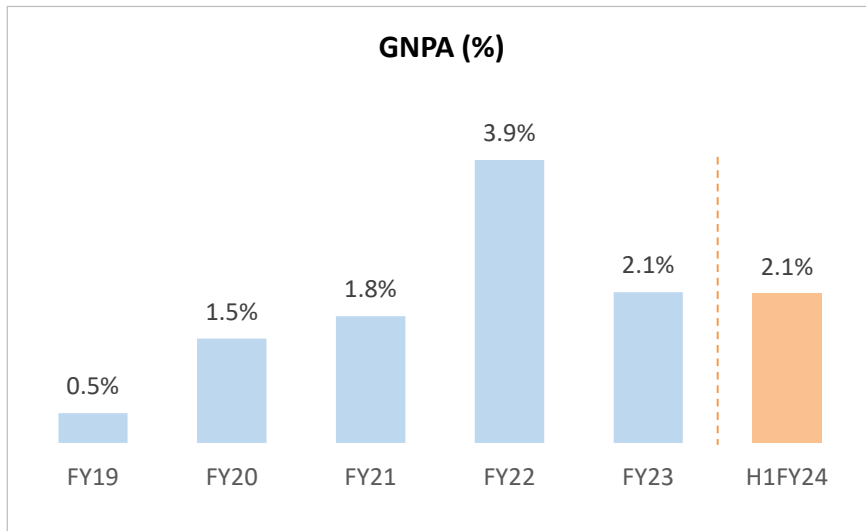
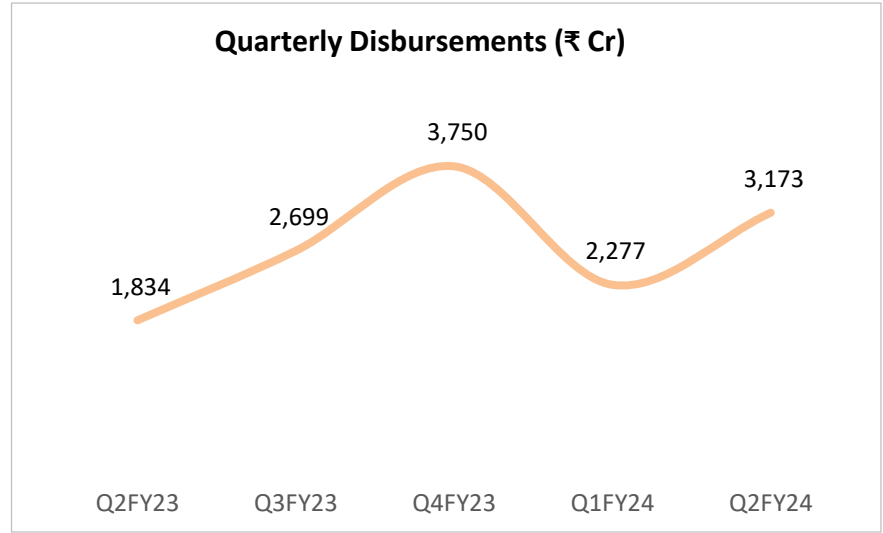
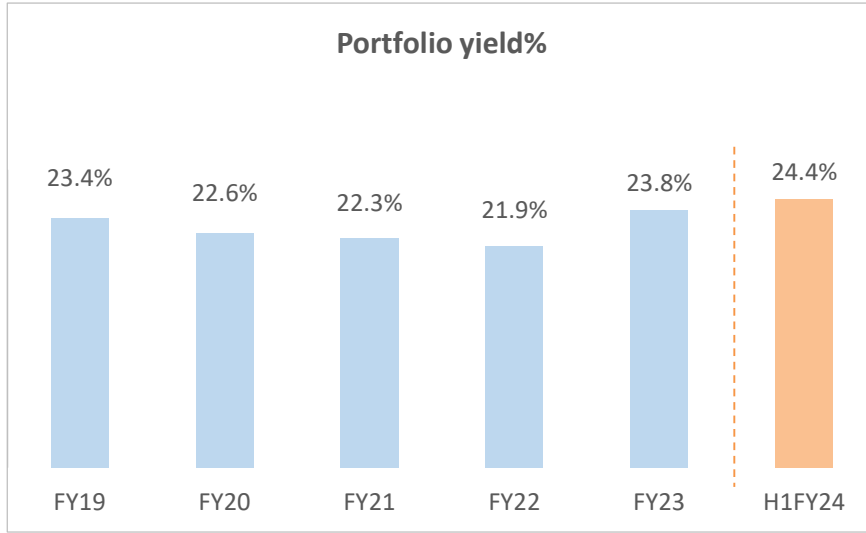
- ✓ **Small-ticket loans** for purpose of income generation activities
- ✓ Target segment is **rural** and **semi-urban self-employed women** in joint liability groups
- ✓ Strong emphasis on **training and awareness of all customers** detailing end use of funds, timely repayment and emphasis on joint liability

Active Customers 27.1 Lakhs	Tenor ~2 years
100% Credit linked insurance	States & UT / Districts 22 / 387



Microfinance loans – financial overview

Improving yields and asset quality; disbursals picking up

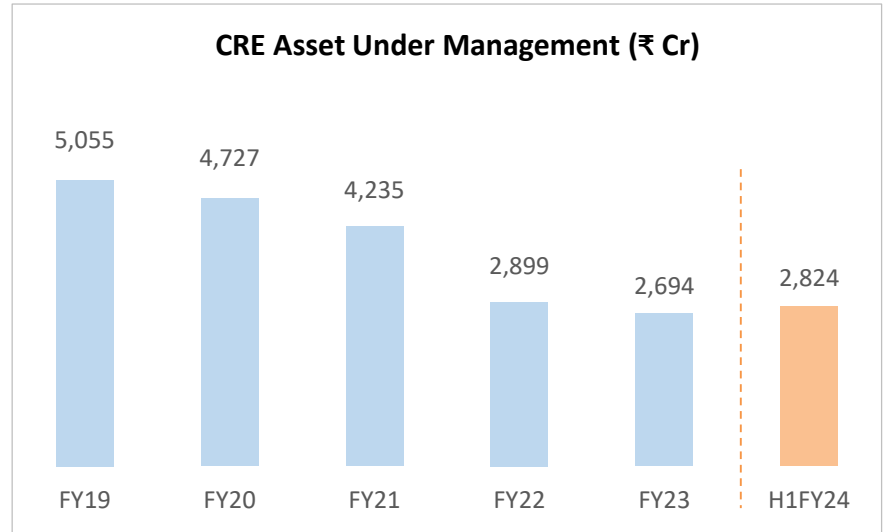


Construction Real Estate (CRE) & Capital Market

Not core but businesses synergistic to Group's core businesses

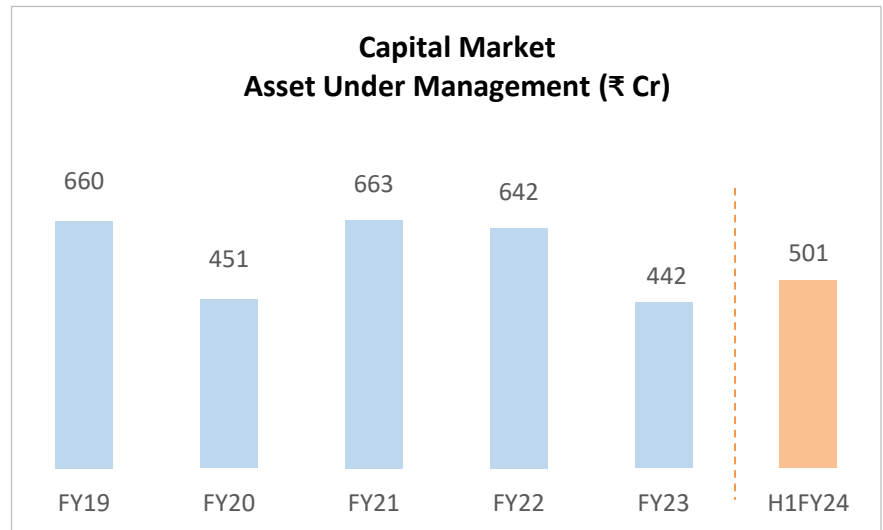
Construction and Real Estate (CRE)

- IIFL Finance continues to provide funding for completion of its already funded projects, with appropriate internal approvals and in compliance with RBI guidelines
- IIFL Finance's HFC subsidiary provides funding for construction of affordable housing, after all approvals and in compliance with regulatory guidelines



Capital market

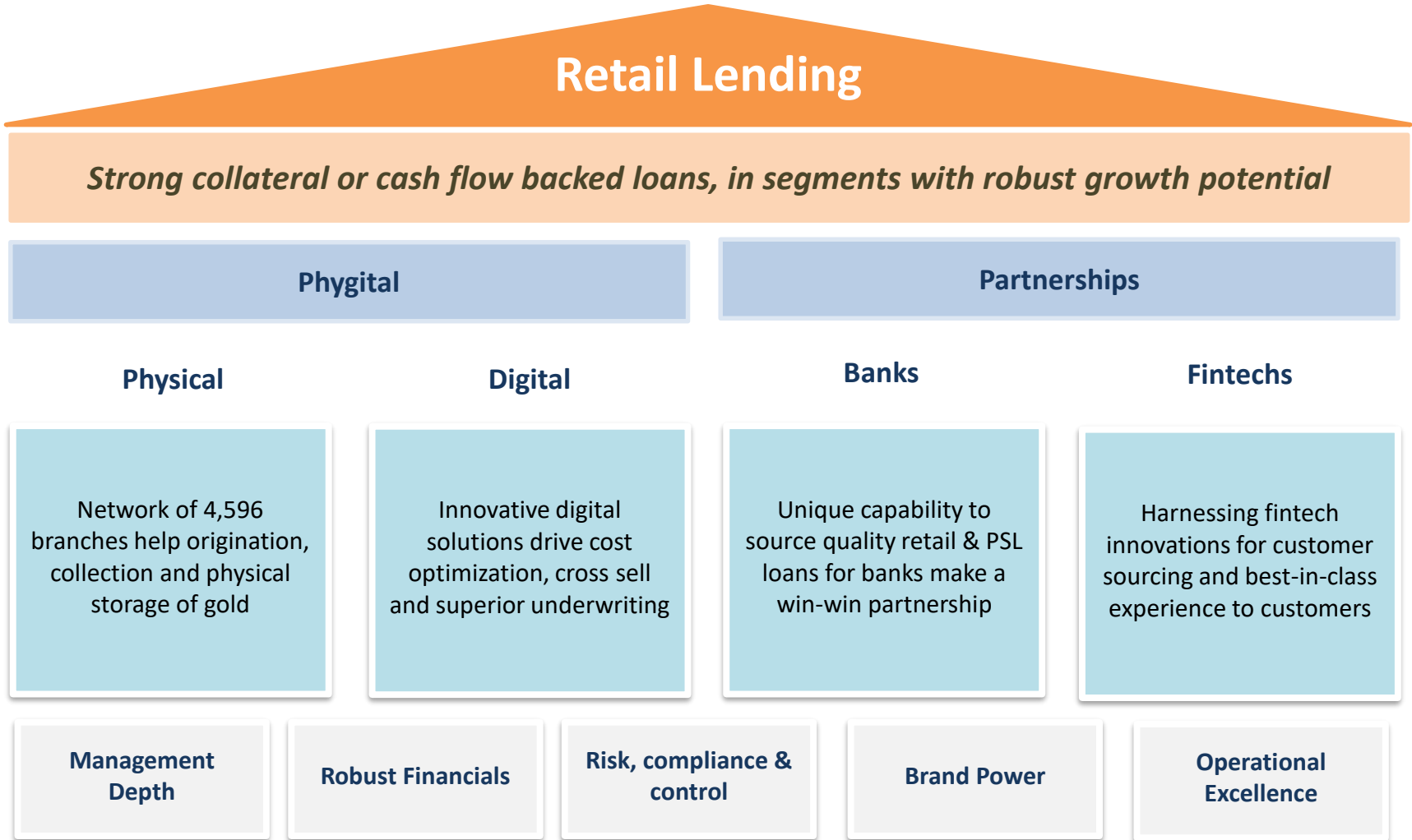
- The Loan Against Shares and capital market portfolio is not core focus for growth but synergistic with group businesses. The strategy is to restrict to clients of group companies, thereby minimising operating cost and with strict risk control of the lending portfolio.



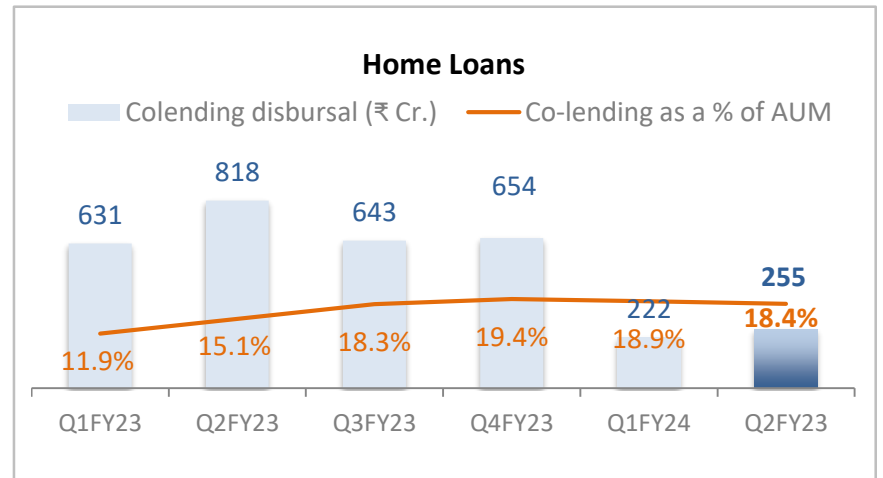
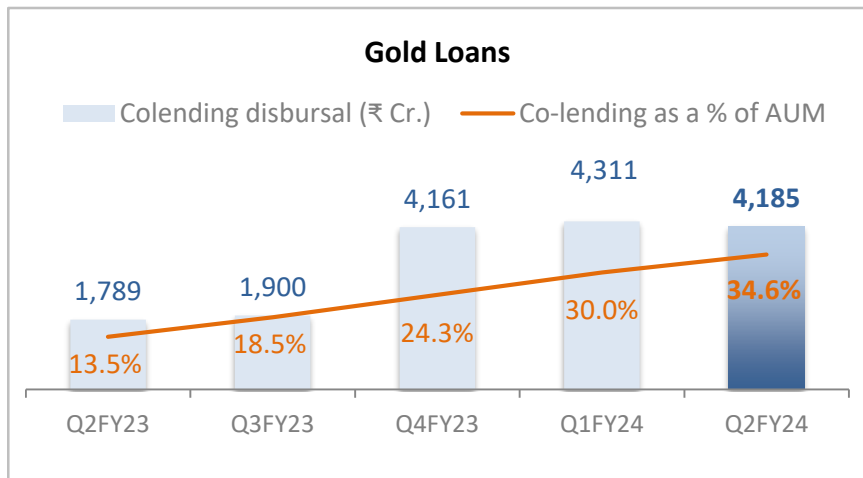
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Uniquely placed to dominate non banking retail lending

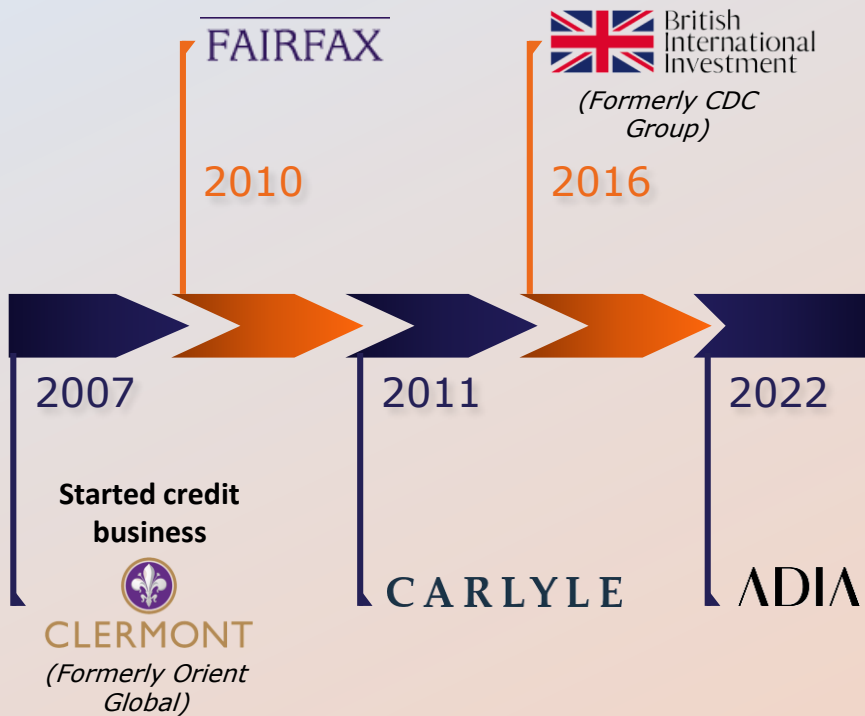
Our business is built on Phygital and Partnership model



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



Since inception, marquee global investors have reposed faith in our business & management



Shareholding Pattern	% holding
Promoters	24.8
Institutional Investors	56.0
Fairfax	20.9
Capital Group	7.9
DSP MF	3.5
Bank Muscat India Fund	3.3
Vanguard	2.9
Nomura	1.7
Abakkus	1.5
Bavaria Industries AG	1.5
Ward Ferry	1.4
Morgan Stanley	1.0
Public & Others	19.2

As on 30th September, 2023

IIFL Finance – Board of Directors



Nirmal Jain

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

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



R Venkataraman

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

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



A K Purwar

Chairman and Independent
Director
M Com., Allahabad University

Former Chairman, SBI



Chandran Ratnaswami

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

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



V. K. Chopra

Independent Director
Chartered Accountant

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



Nilesh Vikamsey

Independent Director
Chartered Accountant

Senior Partner at KKC & Associates LLP; Past
President of The Institute of Chartered
Accountants of India



Geeta Mathur

Independent Director
Chartered Accountant

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



Ramakrishnan Subramanian

Independent Director
Chartered Accountant

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

Experienced senior management team

IIFL Finance



Kapish Jain

Group Chief Financial Officer
Chartered Accountant

Over two decades of experience in the BFSI sector across all areas of Finance, Strategy, Treasury, IR, FP&A and Accounts.

IIFL Home Finance



Monu Ratra

Chief Executive Officer
Qualified architect and MBA

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

IIFL Samasta Finance



N Venkatesh

Chief Executive Officer
Strategic leadership Program in microfinance at Harvard

20 years of experience in the financial services sector.



Pranav Dholakia

Chief Risk Officer
Chartered Accountant and MBA

Over 25+ years of experience in asset management, credit underwriting & AIF fund raising.



Gaurav Seth

Chief Financial Officer
Chartered Accountant

24+ years of experience with Airtel Payments Bank, Canara HSBC Life Insurance Company and Aviva Life Insurance Company, among others.



Anantha Kumar T

Chief Financial Officer
Chartered Accountant

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



Rupal Jain

Company Secretary

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



Abhishikta Munjal

Chief Risk Officer
Chartered Accountant

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



Manish Agarwal

Chief Risk Officer
Bachelors in Commerce & MBA

Over two decades of experience in Risk Management, Credit Rating, Treasury, Structured Finance, Strategy & Planning and Risk analytics.

Adopting environmentally conscious solutions in our business initiatives as well



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



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



Received **Gold Level LEED Certification** for our owned office in Gurugram.

Adopted renewable energy in our Hubtown office, Mumbai through Tata Green Tariff scheme (since January 2023).

Installed solar panels in our Gurugram office.



Installed rainwater harvesting system in our Registered office building during the year.

Started recycling waste water as flush water & in watering plants in this office

Installed sensors in taps to regulate water consumption in restrooms



Adopted access-based printing, default printing on both sides of the paper across all our offices and branches.

Installed paper shredder machines across large offices and also engaged with vendors for safe disposal of waste paper.



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

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



GOLD LOAN

- **62%** of gold loan disbursed are of less than ₹ 50,000 value
- **84%** of the branches are located in non-metros, semi-urban and rural areas



BUSINESS LOAN

- **99%** of the Unsecured MSME digital loans given are of less than ₹ 1 Million



HOME LOAN

- **73,000+** families benefitted under CLSS and 1750+ Cr. subsidy provided till date
- **1,15,684+** loans given to the informal segment
- **58%** loans given to female owners/co-owners
- **2,27,000+** first time home buyers



MICRO-FINANCE

- Small-ticket loans for purpose of income generation activities
- **27.1 lakhs+** families benefitted in **22** states & UT with financial intervention
- **27,018+** dairy farmers supported through **25** cattle health centers in **3** States.

CSR projects continue with creative use of technology

Smart Shaala – Rajasthan (3 Districts)

- IIFL Foundation, has implemented the biggest TV based learning programme (Smart Shaala) along with dissemination of the Math Kits in three districts of Rajasthan - Bikaner, Jaipur and Jodhpur.
- This project shall help to reduce the dropping out of students from Govt. Schools, especially among girls.



District	Schools	Students (Beneficiaries)	Teachers (Beneficiaries)
Bikaner, Jodhpur, Jaipur	1,526	1.03 lacs	3,052

Sakhiyon ki Baadi (Rajasthan)

- Sakhiyon ki Baadi** is an initiative aimed at eradication of female illiteracy from Rajasthan by building **Foundational literacy and Numeracy (FLN)** among girls in the age group of 4 to 14 yrs. old
- The centres are located in the areas dominated by native Scheduled Tribe communities, where girls often dropout of school or are never enrolled at one.

Number of learning centres	Girls Enrolled in the programme
386	11,580



Home Stay Training for 160 Youths – Tezu, Arunachal Pradesh

- comprehensive training in home stay hospitality** for youths
- Equipping the youth with skills to develop Tezu as a tourist destination
- Programme implemented with support of **National Cadet Corps (NCC), Ministry of Defence, Ministry of Development of North Eastern Region (MDoNER)**



Glocalbodh Mobile App

- IIFL Foundation has supported development of India's First Mobile App for Social Sector updates – GlocalBodh App.
- 50 NGOs across have been onboarded for capacity Building through Virtual Mentoring sessions, to be conducted over next 6 months



Conducting our business with integrity

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

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

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

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

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

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

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

For quarter end September 30, 2023, we reported **zero cases of non-compliance** with financial, environmental, and socio-economic regulations.



IIFL's brand and credibility recognized at various forums this quarter



Financial Performance Q2FY24	3 – 8
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Loan AUM split across Group entity

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

As on Q2FY24 (₹ Cr)	IIFL Finance Standalone	IIFL Home Finance	IIFL Samasta Finance	IIFL Finance Consolidated
Home Loans	-	24,009	-	24,009
Gold Loans	23,690	-	-	23,690
Loan Against Property	102	6,204	889	7,196
Digital Lending	3,539			3,539
Microfinance	-	-	11,307	11,307
Core Products (A)	27,331	30,213	12,196	69,740
Construction & Real Estate	1,944	881	-	2,824
Capital Market Finance	501	-	-	501
Synergistic Products (B)	2,444	881	-	3,325
Total (A+B)	29,775	31,094	12,196	73,066

Product	Entity
Home Loans	IIFL Home Finance
Gold Loans	IIFL Finance
Loan Against Property	LAP is primarily done by IIFL Home Finance Micro LAP is done through IIFL Home Finance and IIFL Samasta Finance
Digital Loans	IIFL Finance
Microfinance	IIFL Samasta Finance
Construction & Real Estate	Old Real Estate Loans, including against collateral of land, reside in IIFL Finance Incremental Construction finance loans for green and affordable projects are done through IIFL Home Finance
Capital Market Finance	IIFL Finance

Reconciliation of reported consolidated results with Group entities

Half year end results for the period ended September 30, 2023

₹ Cr	IIFL Finance Standalone	IIFL Home Finance*	IIFL Samasta Finance	Intergroup adjustments	IIFL Finance Consolidated
Interest income	1,434.9	1,250.9	1,034.5	38.3	3,758.5
Interest expense	(795.3)	(641.9)	(412.8)	30.0	(1,819.9)
Net interest income	639.6	609.0	621.7	68.3	1,938.5
Non-fund based income	604.7	304.6	242.1	(65.5)	1,086.0
Total income	1,244.3	913.5	863.8	2.8	3,024.5
Operating expense	(691.5)	(243.3)	(371.5)	(4.1)	(1,310.4)
Pre provision operating profit	552.8	670.2	492.3	(1.3)	1,714.1
Loan losses & provision	(185.9)	(61.4)	(195.4)	0.0	(442.7)
Core Profit before tax	366.9	608.9	296.9	(1.3)	1,271.4
Net Gain/(Loss) on Fair Value Changes	14.4	7.4	6.7	2.0	30.5
Profit before tax	381.3	616.2	303.6	0.7	1,301.9
Profit after tax (pre NCI)	288.1	476.8	233.0	0.5	998.4

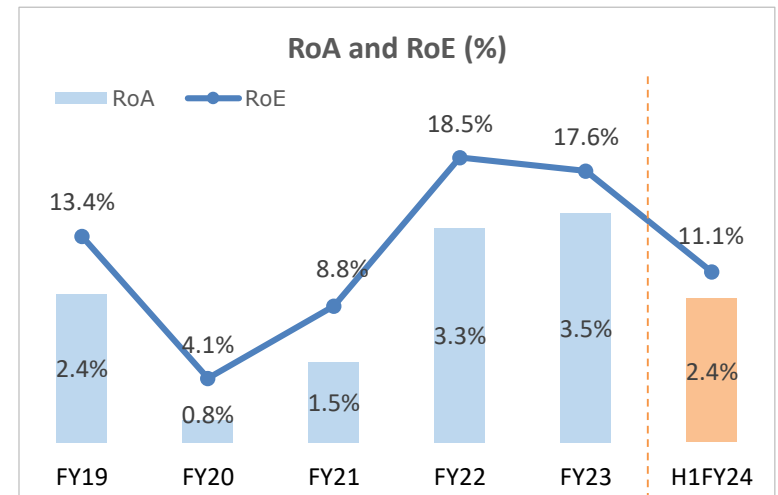
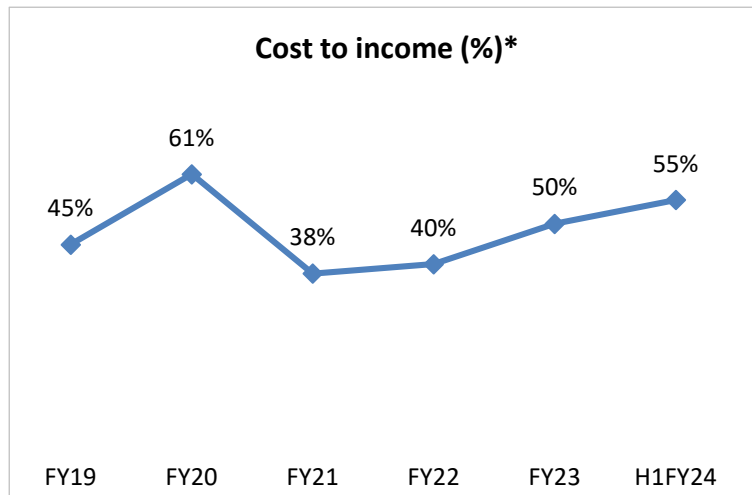
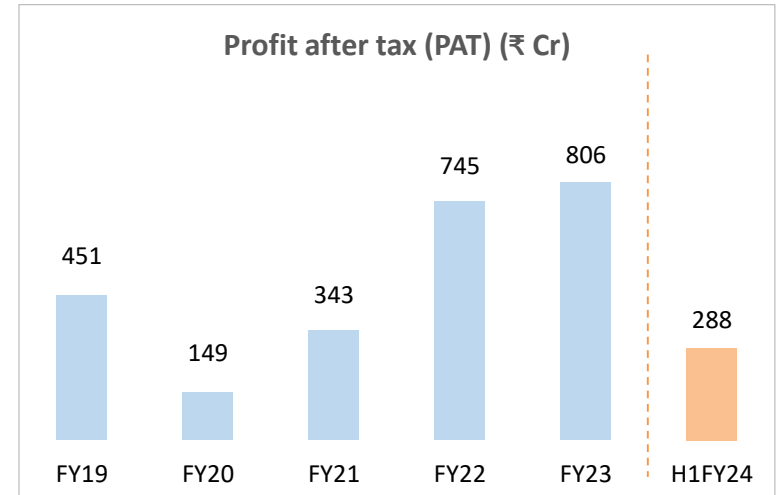
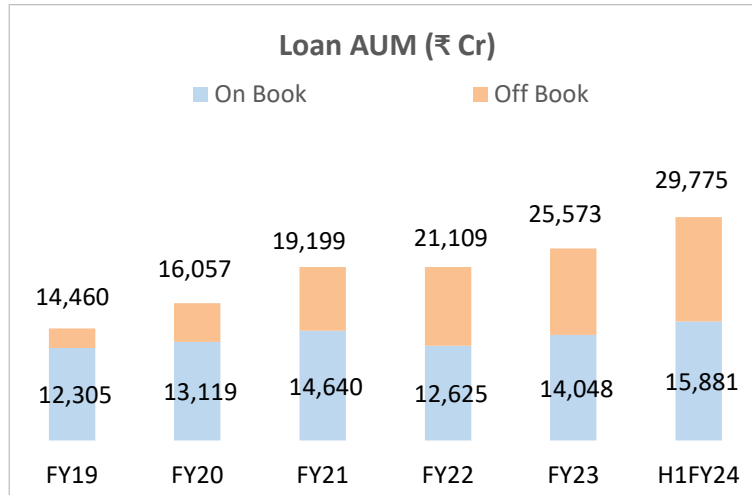
*for Consolidated entity

Note: Intergroup adjustments includes IIFL Open Fintech Private Limited

₹ Cr	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q
Interest income	720.1	658.3	9%	714.8	1%
Interest expense	(407.5)	(353.5)	15%	(387.8)	5%
Net interest income	312.6	304.8	3%	327.0	(4%)
Non-fund based income	331.4	334.8	(1%)	273.3	21%
Total income	644.0	639.6	1%	600.3	7%
Operating expense	(355.9)	(327.9)	9%	(335.6)	6%
Pre provision operating profit	288.1	311.7	(8%)	264.7	9%
Loan losses & provision	(112.9)	(67.1)	68%	(73.0)	55%
Net Gain/(Loss) on Fair Value Changes	5.4	48.3	(89%)	9.1	(41%)
Profit before tax	180.6	292.9	(38%)	200.8	(10%)
Profit after tax (pre NCI)*	136.7	220.5	(38%)	151.4	(10%)

IIFL Finance (Standalone): Financial trends

Robust financial performance and growth

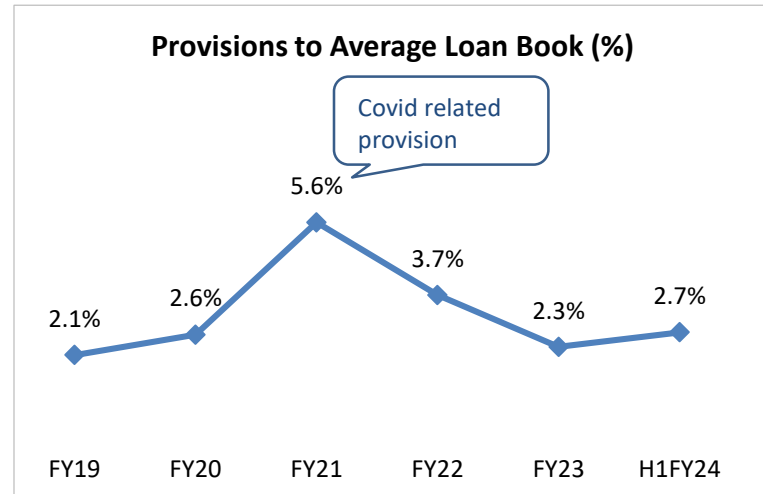
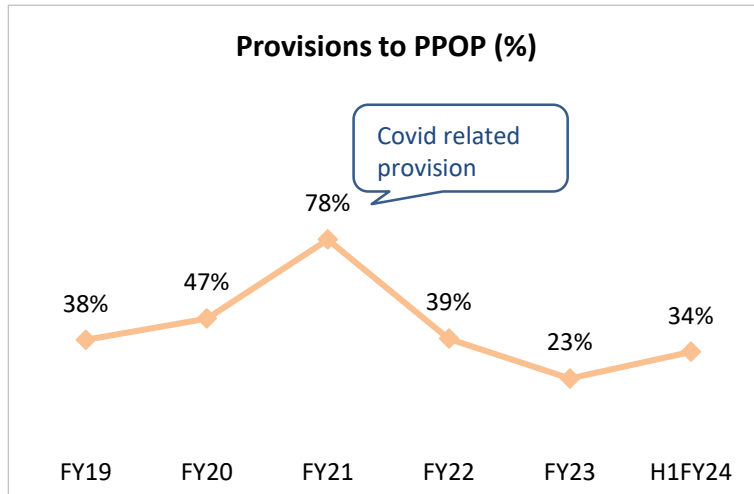
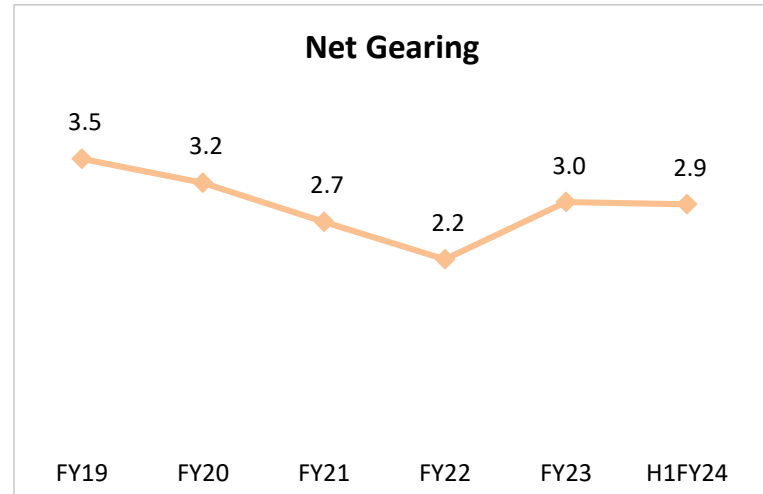
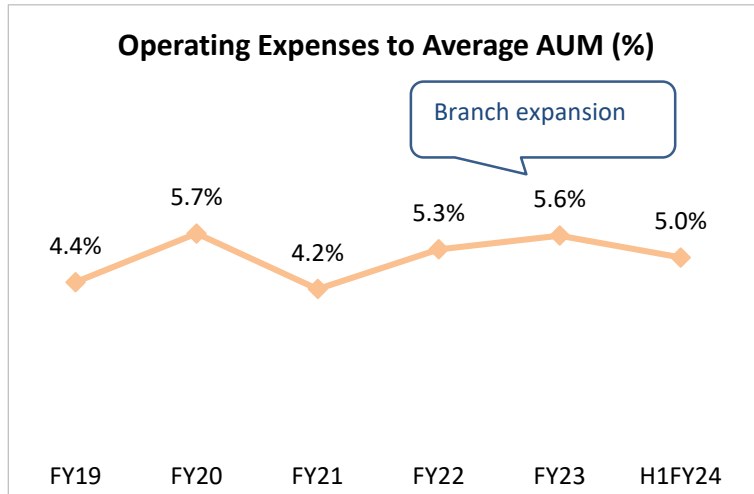


Note:

* Includes Net gain/(loss) on Fair value changes

IIFL Finance (Standalone): Key ratios trends

Income, return, asset & leverage ratios



1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

IIFL Home Finance (Consolidated): Quarterly Results

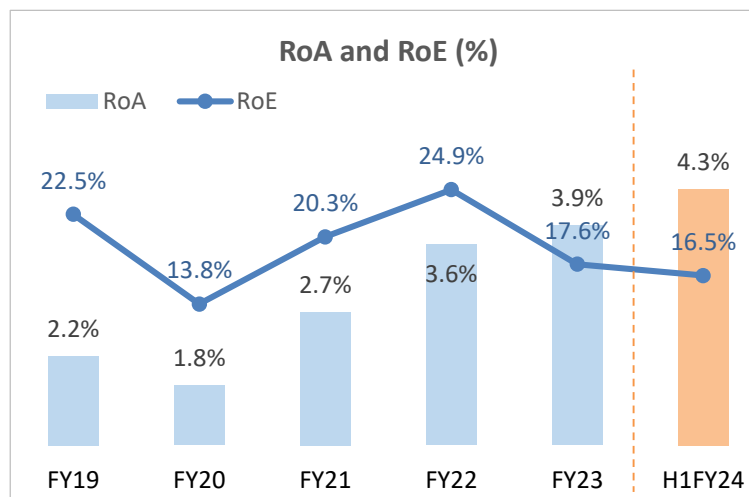
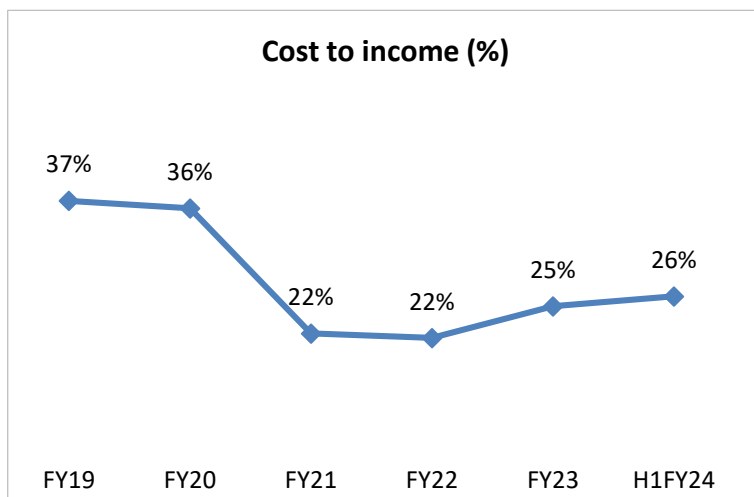
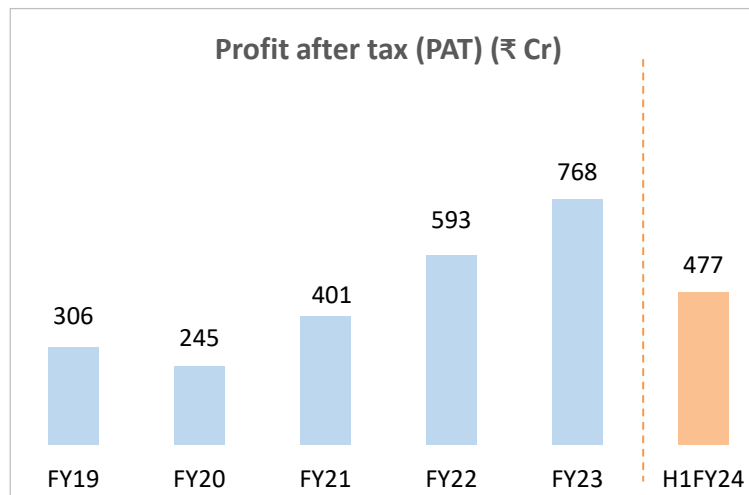
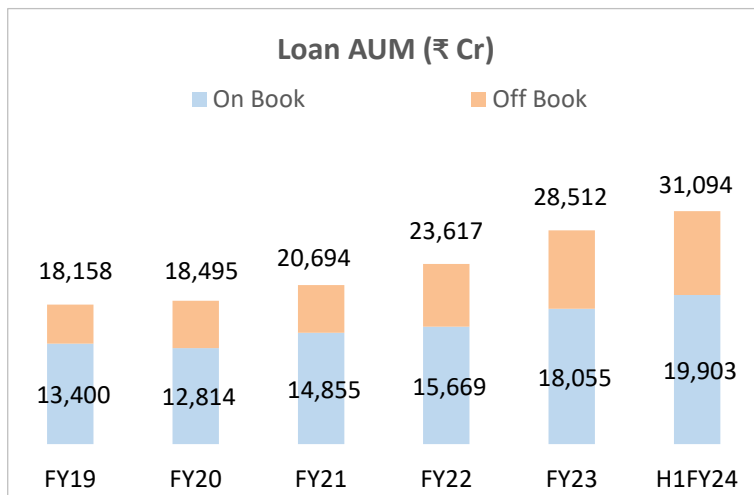


₹ Cr	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q
Interest income	636.0	498.1	28%	614.9	3%
Interest expense	(320.3)	(290.8)	10%	(321.6)	0%
Net interest income	315.7	207.3	52%	293.3	8%
Non-fund based income	157.6	126.0	25%	147.0	7%
Total income	473.3	333.3	42%	440.3	8%
Operating expense	(125.9)	(92.2)	37%	(117.4)	7%
Pre provision operating profit	347.4	241.1	44%	322.8	8%
Loan losses & provision	(34.3)	(39.4)	(13%)	(27.0)	27%
Net Gain/(Loss) on Fair Value Changes	4.6	50.0	(91%)	2.8	67%
Profit before tax	317.7	251.7	26%	298.6	6%
Profit after tax (Pre NCI)	247.3	195.6	26%	229.5	8%

Figures have been regrouped as per IIFL Finance Consol Financials

Previous period/year figures have been regrouped/ reclassified to make them comparable with those of current period.

Robust financial performance and growth

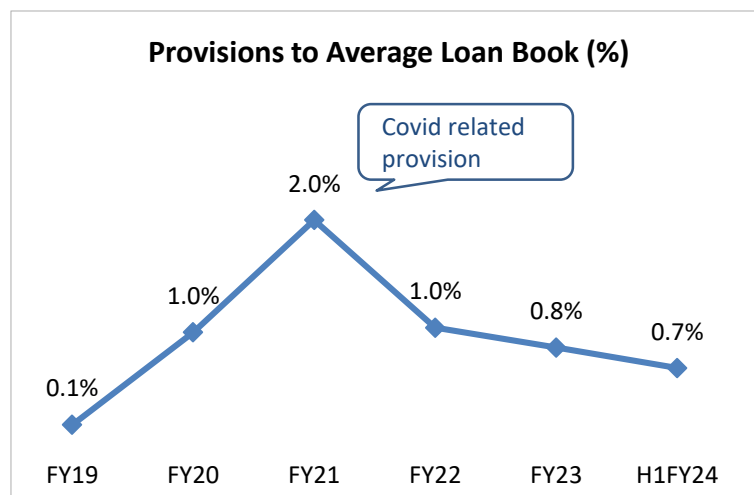
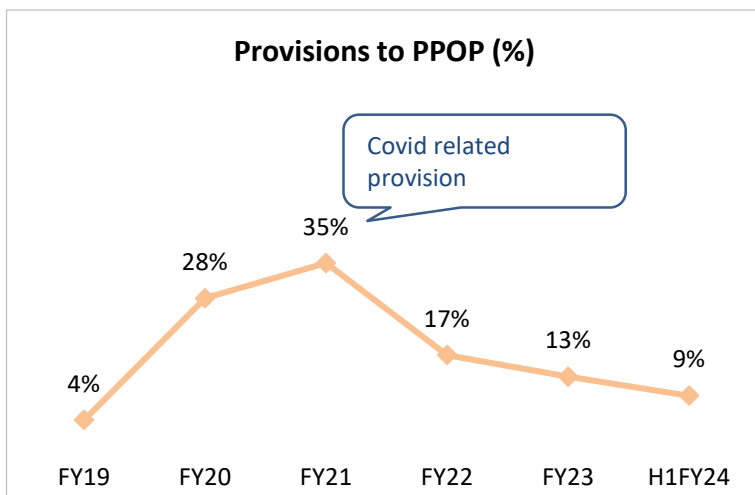
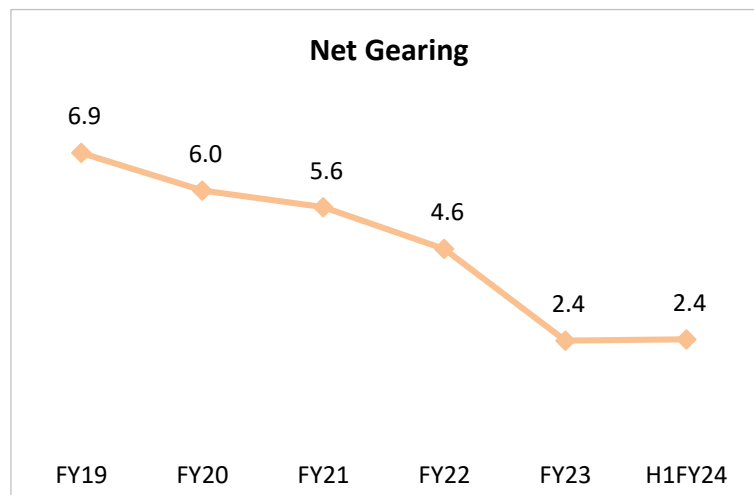
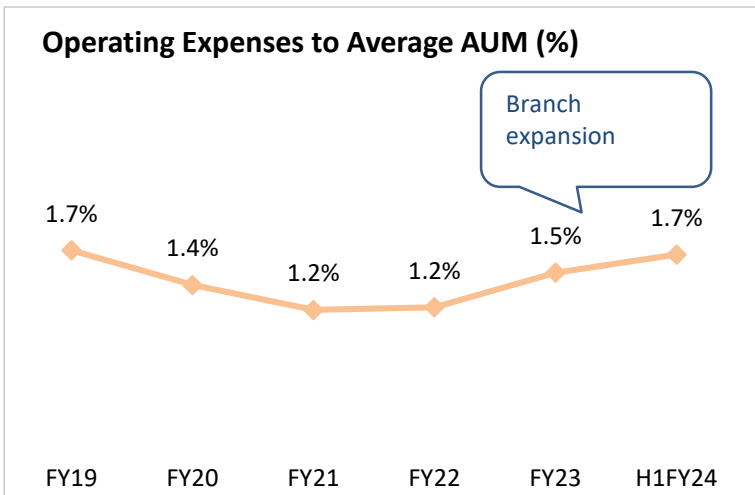


Note:

* Includes Net gain/(loss) on Fair value changes

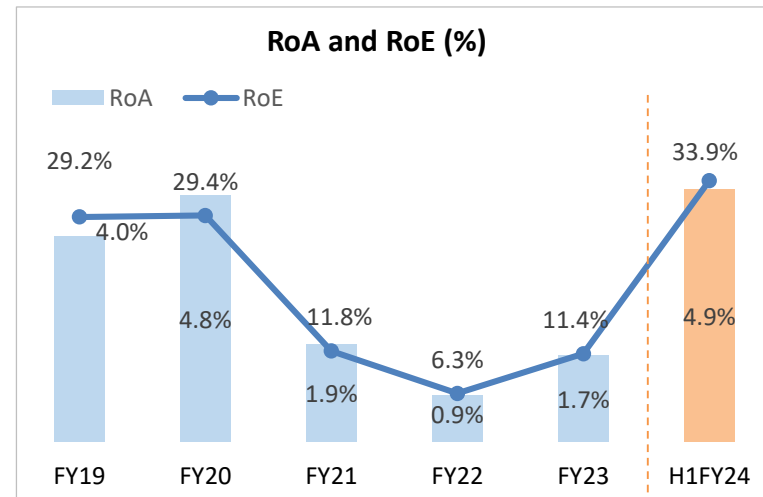
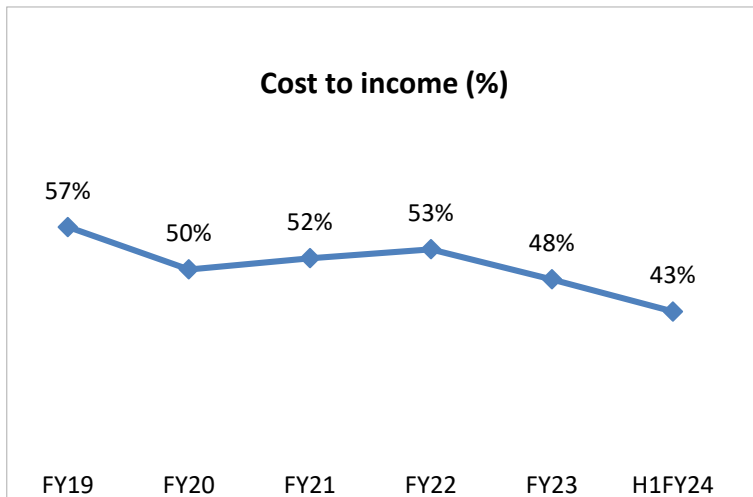
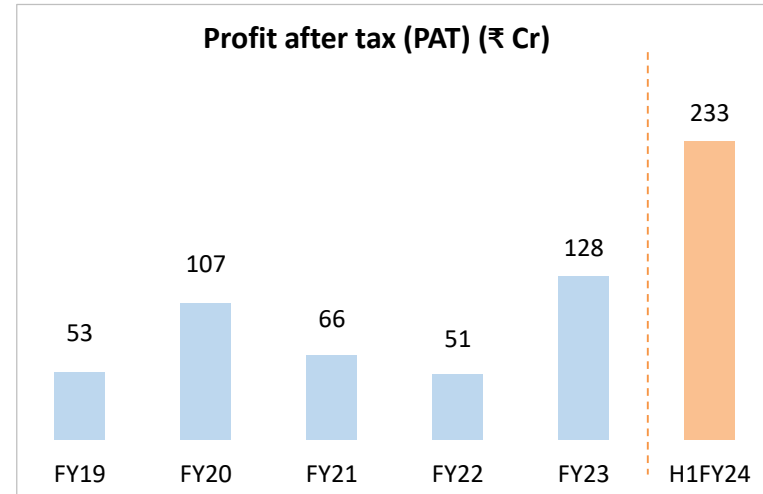
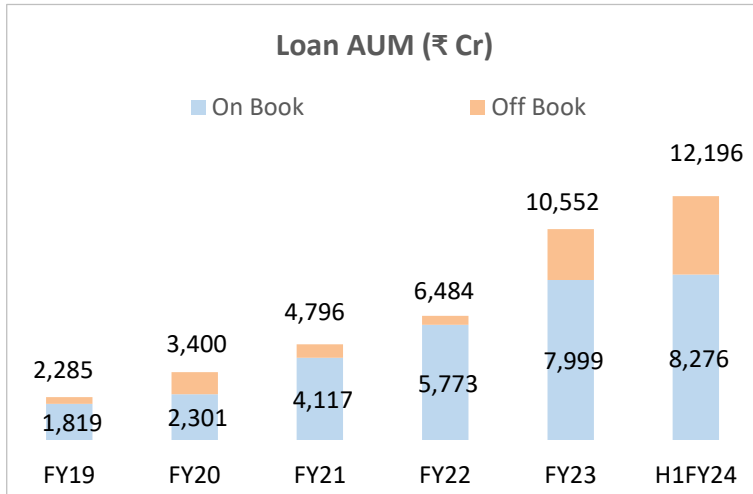
IIFL Home Finance (Consolidated): Key ratios trends

Income, return, asset & leverage ratios



1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

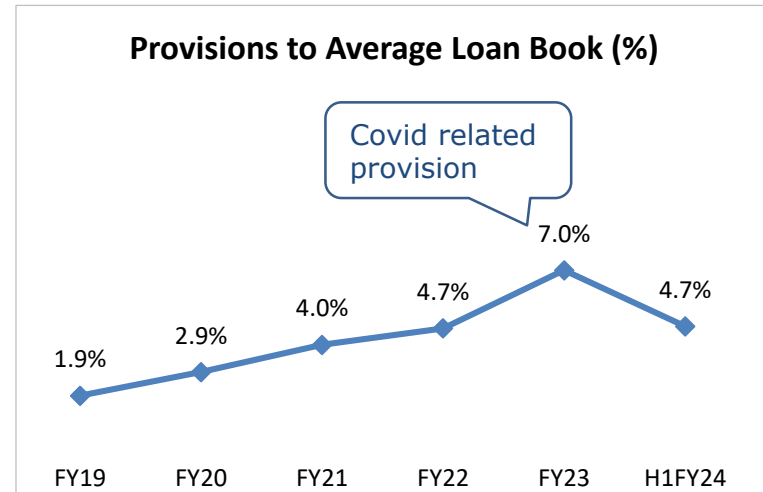
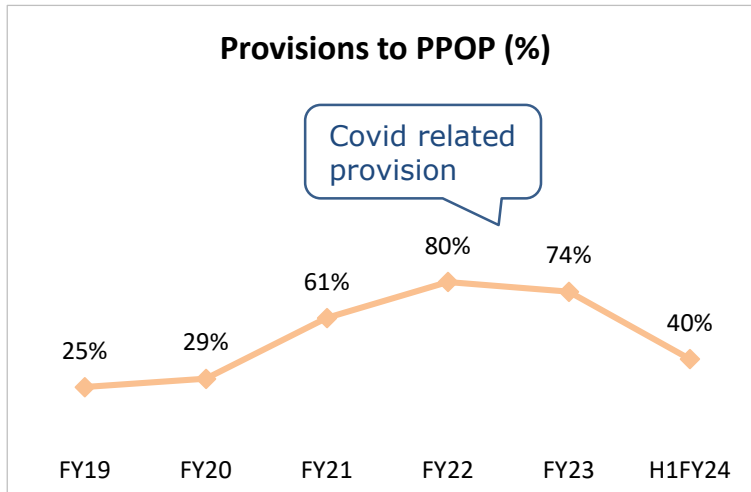
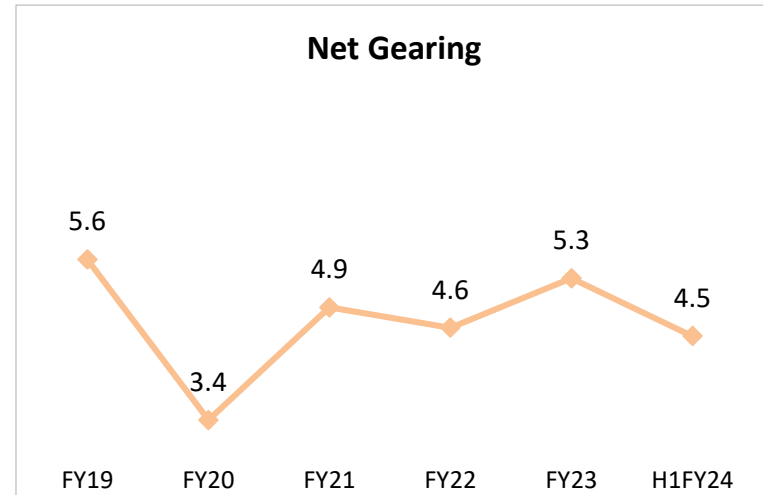
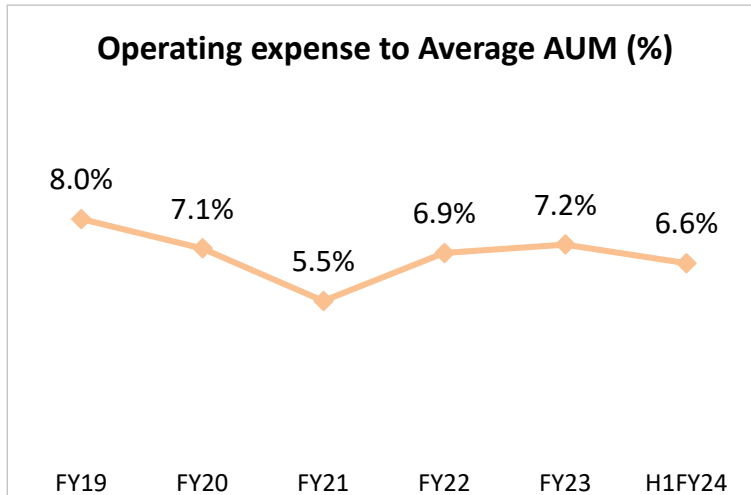
₹ Cr	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q
Interest income	547.0	336.6	62%	487.5	12%
Interest expense	(214.0)	(132.6)	61%	(198.8)	8%
Net interest income	333.0	204.0	63%	288.7	15%
Non-fund based income	147.6	32.4	356%	94.6	56%
Total income	480.6	236.4	103%	383.2	25%
Operating expense	(193.3)	(130.7)	48%	(178.3)	8%
Pre provision operating profit	287.3	105.7	172%	205.0	40%
Loan losses & provision	(105.4)	(89.5)	18%	(90.1)	17%
Net Gain/(Loss) on Fair Value Changes	3.0	1.6	91%	3.6	(17%)
Profit before tax	185.0	17.9	936%	118.5	56%
Profit after tax (Pre NCI)	141.4	14.2	898%	91.6	54%



Note:
* Includes Net gain/(loss) on Fair value changes

IIFL Samasta Finance : Key ratios trends

Income, return, asset & leverage ratios



1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

Data reported across previous quarters is now continued to be reported in a Data Book, maintained in an excel format on our website. The Link for the data book is hosted below.

[Click here to download databook](#)

Thank you

Published in October 2023

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