



October 26, 2022

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| 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 |
|--|--|

Sub: Press Release and presentation on Unaudited Financial Results for the quarter and half year ended September 30, 2022

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, 2022, 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,
Yours faithfully,

For **IIFL Finance Limited**

Sneha Patwardhan
Company Secretary
Email ID: csteam@iifl.com
Encl: as above

CC:
Singapore Exchange Securities Trading Limited
2, Shenton Way, #02-02, SGX Centre 1,
Singapore - 068 804

IIFL Finance Limited

CIN No.: L67100MH1995PLC093797

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IIFL Finance Limited

Press Release

For immediate publication

Mumbai, India

October 26, 2022

IIFL Finance Q2FY23 Results update
IIFL Finance Q2FY23 profits at Rs. 397 Crore, up 36% y-o-y.

For the quarter ended September 30, 2022, the Company reported Total comprehensive income (TCI) of Rs. 422 Cr up 46% y-o-y and net profit after tax of Rs. 397 Cr (before non-controlling interest) up 36% y-o-y. Pre-provision operating profit (PPOP) was Rs. 685 Cr up 23% y-o-y. Loan growth in core products was robust – Gold loans and Home loans AUM grew by 31% and 25% y-o-y respectively. Microfinance and Business loans grew by 49% and 14% y-o-y respectively. Overall core loan portfolio grew by 28% y-o-y and non-core (primarily Construction & real estate finance) portfolio shrank by 9% y-o-y.

IIFL Finance Limited Consolidated Results Quarterly – Q2FY23

| Rs Crore | Quarter ended September 30, 2022 | Quarter ended September 30, 2021 | Y-O-Y | Quarter ended June 30, 2022 | Q-O-Q |
|--|----------------------------------|----------------------------------|-------|-----------------------------|-------|
| Loan growth | | | | | |
| Loan AUM | 55,302 | 44,249 | 25% | 52,761 | 5% |
| Core loan AUM | 52,221 | 40,851 | 28% | 49,667 | 5% |
| Non-core loan AUM | 3,081 | 3,398 | (9%) | 3,094 | 0% |
| Profitability | | | | | |
| Total Income (Net)* | 1,236.1 | 943.3 | 31% | 1,185.4 | 4% |
| Pre-provision operating profit* | 685.3 | 555.8 | 23% | 670.4 | 2% |
| Profit before tax | 529.4 | 371.6 | 42% | 433.9 | 22% |
| Profit after tax (pre-NCI ¹) | 397.1 | 291.6 | 36% | 329.7 | 20% |
| TCI (pre-NCI ¹) | 421.8 | 289.4 | 46% | 331.6 | 27% |
| Return ratios | | | | | |
| Return on assets | 3.4% | 2.8% | | 2.9% | |
| Return on equity | 20.4% | 20.5% | | 20.5% | |
| Per share | | | | | |
| Earnings per share (EPS) | 10.0 | 7.7 | 30% | 8.7 | 15% |
| Book value per share (BVPS) | 215.2 | 152.5 | 41% | 174.2 | 24% |
| Asset quality | | | | | |
| Gross NPA | 2.4% | 2.3% | | 2.6% | |
| Net NPA | 1.2% | 1.1% | | 1.5% | |
| Balance sheet | | | | | |
| Off-book to AUM | 39% | 35% | | 39% | |

*excluding Fair value changes

¹NCI is Non-controlling interest

Mr. Nirmal Jain, Managing Director, IIFL Finance Ltd., remarked on the financial results: “We are pleased to report another quarter of healthy growth. All our core businesses have delivered robust operating performance. The government and central bank continue their effort to drive financial inclusion, providing a very conducive environment for growth to companies like ours. Our branch network and online presence reach out primarily to individuals and entities not easily accessible to banks. We complement banks and partner with them for sourcing and servicing of retail and priority sector credit. We endeavour to be the most efficient player in our space by using technology and scale.”

Financial performance review

IIFL Finance had loan assets under management (loan AUM) of Rs 55,302 Cr as at September 30, 2022, with the home loans segment constituting 36%, gold loans 32%, business loans 14% and microfinance loans 12% of the total AUM.

The company’s annualized ROE and ROA for Q2FY23 stood at 20.4% and 3.4% respectively. Core pre-provision operating profit stood at Rs. 685 Cr. for the quarter up 23% y-o-y. Average borrowing costs for the quarter declined 3 bps q-o-q and 29 bps y-o-y to 8.4%.

95% of our loans are retail in nature and 69% of our retail loans (excluding gold loans which are not classified as PSL loans) are PSL compliant. The assigned loan book, currently at Rs 15,438 Cr. Besides, there are securitized assets of Rs 1,580 Cr. Apart from securitization and assignment, co-lending book is at Rs 4,703 Cr.

GNPA stood at 2.4% down from 2.6% q-o-q and NNPA stood at 1.2% down from 1.5% q-o-q, as at September 30, 2022. With implementation of Expected Credit Loss under Ind AS, provision coverage on NPAs stands at 147%.

Total CRAR² stood at 21.7% as at September 30, 2022, as against minimum regulatory requirement of 15%.

The total presence of branches stood at 3,766 as at the end of 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 25% y-o-y and 6% q-o-q to Rs 19,681 Cr. The primary focus in this segment is on affordable and non-metro housing loans. Over 55,700 customers were benefitted with a subsidy of more than Rs 1,300 Cr under the Pradhan Mantri Awas Yojana – Credit Linked Subsidy Scheme.

Gold Loans: As of September 30, 2022 the gold loan AUM grew to Rs. 17,832 Cr, showing a strong growth of 31% y-o-y and 4% q-o-q. Gold loans are provided through our widespread presence in 1,346+ cities across 22 states to salaried, self-employed and MSME customer segments.

²CRAR is Capital adequacy ratio

Microfinance: The microfinance loan AUM stood at Rs. 6,724 Cr, up 49% y-o-y and 7% q-o-q, as at September 30, 2022. The microfinance customer base stood at 18.7 lakh customers.

Business loans: Business loan AUM grew by 14% y-o-y to Rs. 7,985. Secured business loan AUM grew by 11% y-o-y to Rs. 5,986 Cr. whereas unsecured business loan AUM grew by 21% y-o-y to Rs. 1,999 Cr.

Construction and Real Estate: Construction and real estate AUM stood at Rs. 2,593 Cr, down 5% y-o-y as at September 30, 2022.

Liquidity position

Cash and cash equivalents and committed credit lines from banks and institutions of Rs 8,191 Cr were available as on September 30, 2022. During the quarter, we raised Rs 3,805 Cr through term loans, bonds and refinance. Additionally, Rs 3,500 Cr was raised through direct assignment of loans.

ADIA subsidiary investment in IIFL Home Finance

IIFL Home Finance received Rs. 2,200 Cr from a wholly owned subsidiary of the Abu Dhabi Investment Authority (ADIA) in Aug, 2022, boosting the net worth of IIFL Home Finance by more than 80%. This will help the Company consolidate its competitive position in the affordable housing finance market in India, which has tremendous long term growth potential.

IIFL Finance and ZestMoney enter into an Industry First partnership to drive financial inclusion

IIFL Finance has entered into a partnership with ZestMoney, which is India's leading and fastest-growing digital EMI/checkout financing platform, to offer credit to potentially millions of new to credit customers. Through this industry-first partnership, IIFL Finance, as a dedicated partner, will get access to a new customer base on the ZestMoney platform and play a crucial role in driving financial inclusion for a large section of people in the country. The partnership complies with the recently released RBI guidelines on digital lending and will leverage the joint technology capabilities, Zestmoney's reach, product delivery and IIFL's deep capital pool, solid financial and digital underwriting expertise.

Awards and Accolades

- IIFL Finance received 'Customer Services Excellence Award' at Asia Awards for Excellence in BFSI
- IIFL Finance received 'Best Lending Tech of the Year Award' at Asia Awards for Excellence in BFSI
- IIFL Finance received 'Quick Loan Approval Award' for IIFL Instant Loan at National Awards for Excellence in BFSI
- IIFL Finance received 'Most Innovative Fintech Product' Award for WhatsApp Loan by IIFL Finance at National Awards for Excellence in BFSI

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.

IIFL Wealth is one of the fastest growing private wealth management firms in India with an AUM including custody over USD 40 billion (as on September 2022). They serve the highly specialized and sophisticated needs of high net worth and ultra-high net worth individuals, affluent families, family offices and institutional clients through a comprehensive range of tailored wealth management solutions.

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 September 30, 2022, are available under the ‘Financials’ section on our website www.iifl.com.

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

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Performance review

Quarter ended September 30, 2022 (Q2FY23 and H1FY23)

Bloomberg: IIFL IN

IIFL Finance Limited

October 26, 2022

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

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







| | |
|--------------------------------|-------|
| Corporate, Strategy and Others | 26-35 |
|--------------------------------|-------|

| | |
|--|-------|
| Financial Performance of Individual Group Entities | 37-50 |
|--|-------|

Quarterly Results (Consolidated)

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



| | | | |
|---|--|---|---|
|  <p>Profit Growth & ROE</p> | <p>Pre-Provision Operating Profit at ₹685 Cr; up 23% yoy</p> <p>Profit after Tax¹ at ₹397 Cr; up 36% yoy</p> <p>Total Comprehensive Income¹ at ₹422 Cr; up 46% yoy</p> |  <p>Loan asset growth</p> | <p>Loan AUM at ₹55,302 Cr; up 25% yoy</p> <p>Loan Disbursements (Core products) at ₹11,991 Cr; up 44% yoy</p> <p>Non core Loan AUM ₹3,081 Cr; down 9% yoy</p> |
|  <p>Asset quality</p> | <p>GNPA at 2.4%; down 16 bps qoq</p> <p>NNPA at 1.2%; down 27 bps qoq</p> <p>Provision Coverage at 147% up qoq from 137%</p> |  <p>Liquidity & gearing</p> | <p>Gearing (Net Debt to Equity) at 3.1x, down from 5.0x yoy</p> <p>CRAR at 21.7%; down 22.8% in Q1FY23</p> <p>Free cash & undrawn lines at ₹8,191 Cr.</p> |
|  <p>Return ratios</p> | <p>RoE at 20.4%; down 12 bps yoy</p> <p>RoA at 3.4%; up 58 bps yoy</p> |  <p>Per Share</p> | <p>EPS at ₹10.0; up 30% yoy</p> <p>Book Value per share at ₹215.2; up 41% yoy</p> |

Note:

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

Quarterly Results (Consolidated)

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



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

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

Quarterly Income Analysis (Consolidated)

Non fund income covers ~90% of the operating cost



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

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

Half yearly Results (Consolidated)

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



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

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

Half yearly Income Analysis (Consolidated)

Non fund income covers ~96% of the operating cost



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

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

Consolidated Balance Sheet as at September 30, 2022

Total Equity at ₹9,480 Cr



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

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

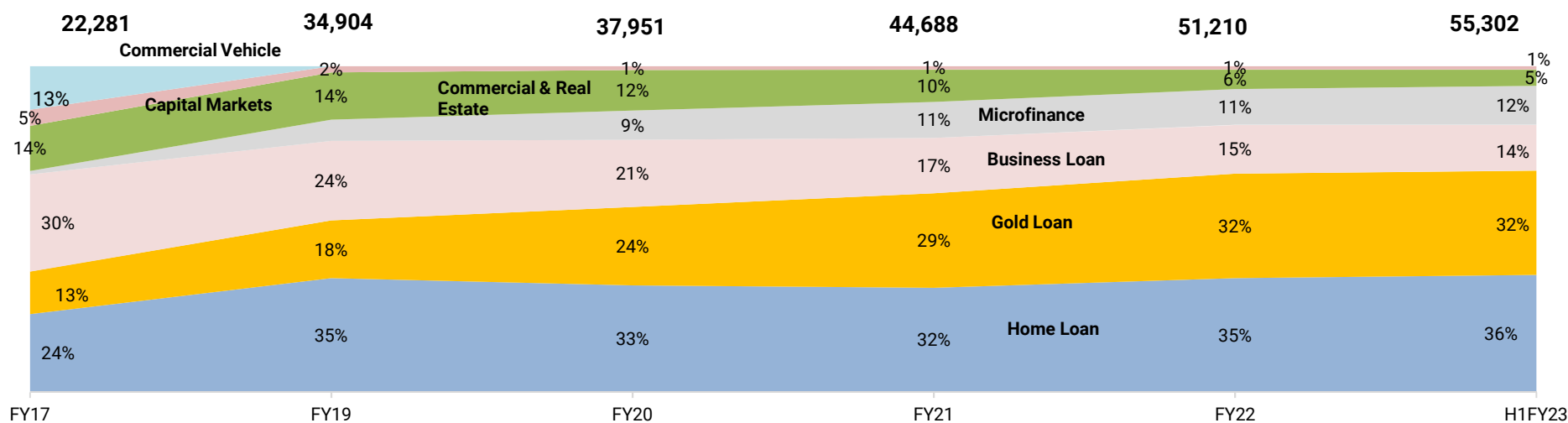
Home loan & gold loan account for two third of Loan AUM

95% of loan portfolio is small ticket retail



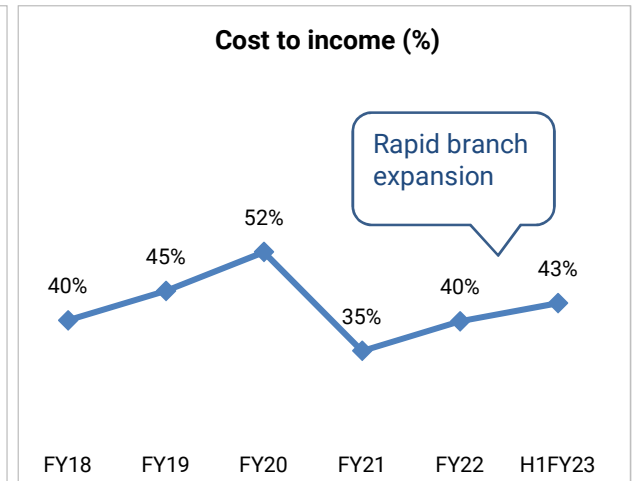
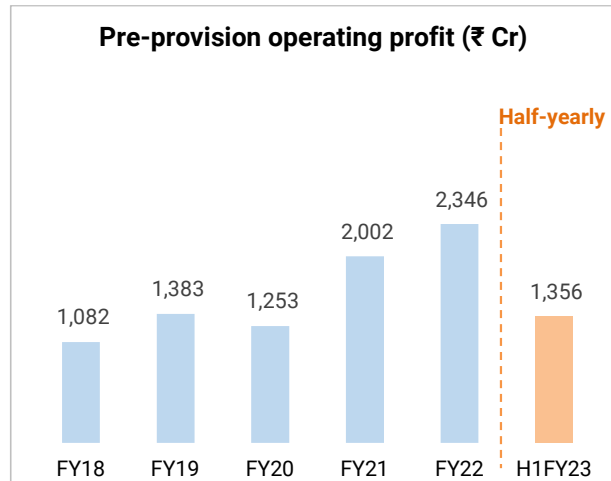
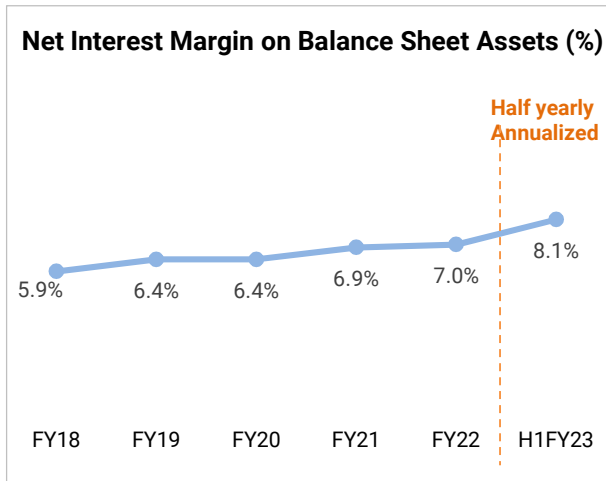
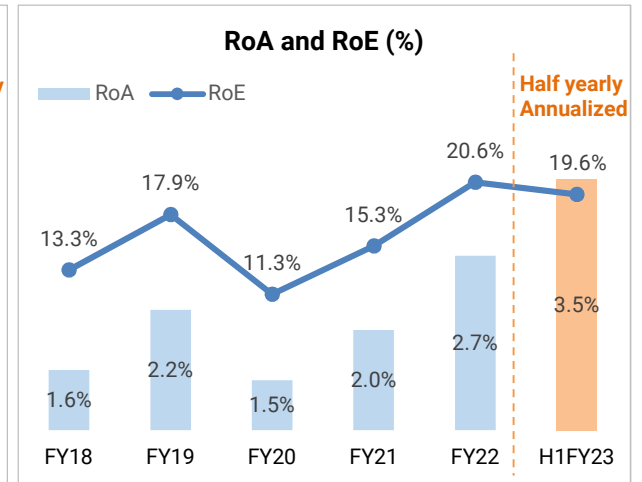
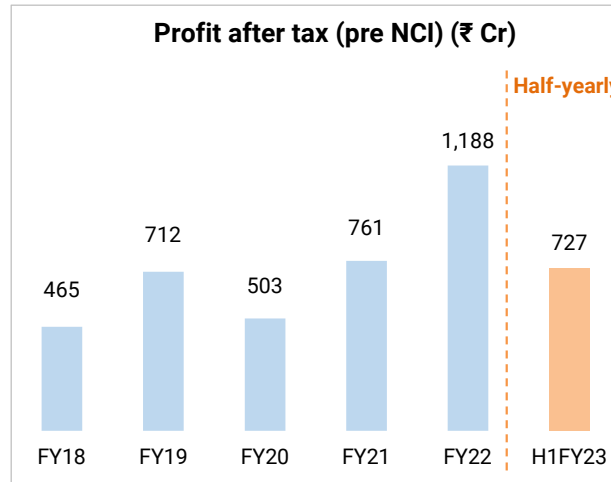
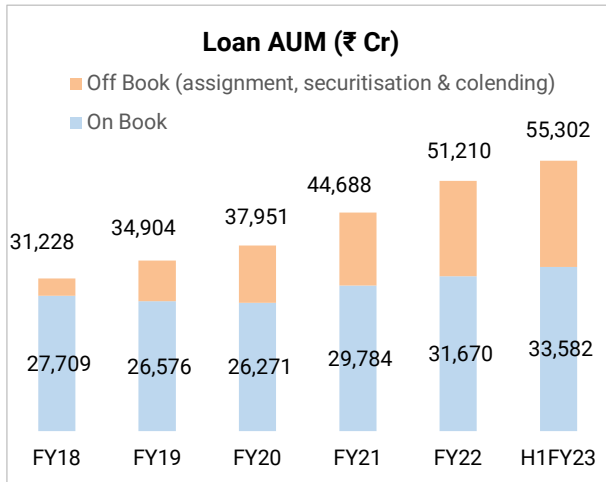
| Q2FY23 | % AUM Share | AUM (₹ Cr) | Y-o-Y Growth (%) | Q-o-Q Growth (%) | GNPA% | NNPA% | Portfolio Yield% | Portfolio average Ticket Size (₹ Lakhs) |
|---------------------------------|-------------|---------------|------------------|------------------|-------------|-------------|------------------|---|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

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



Long term financial trends for the last 5 years

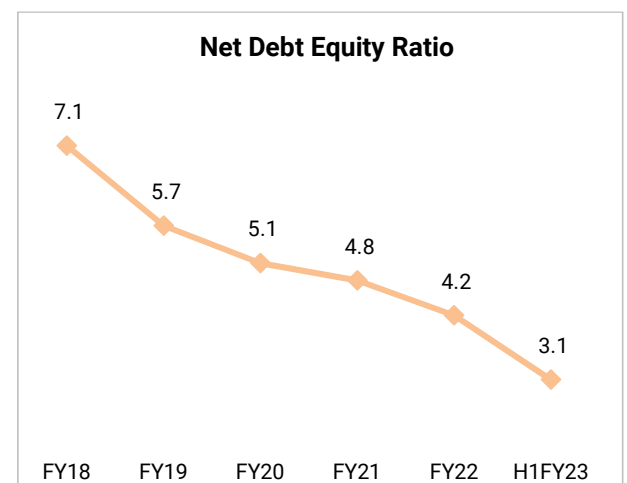
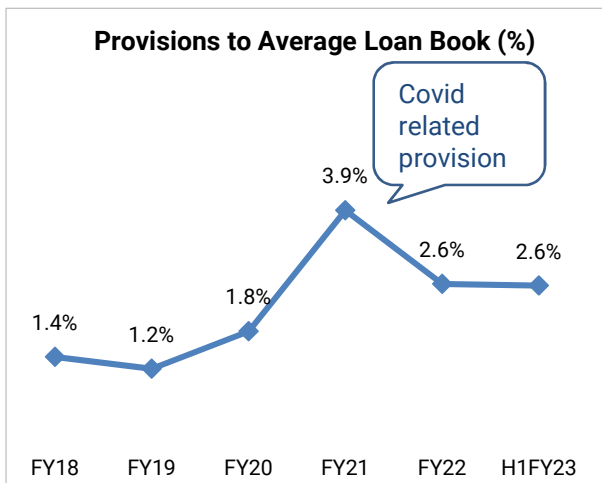
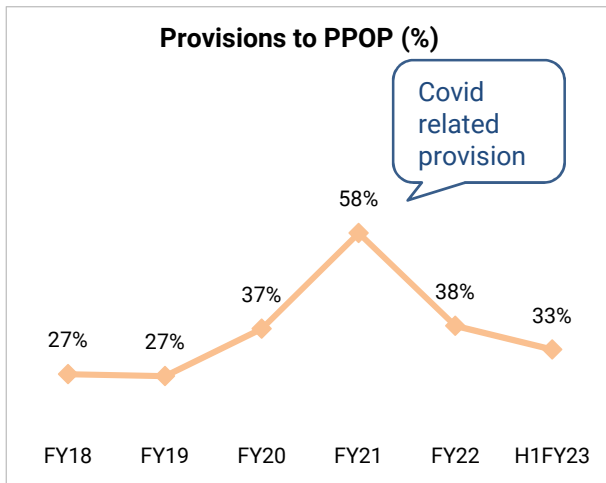
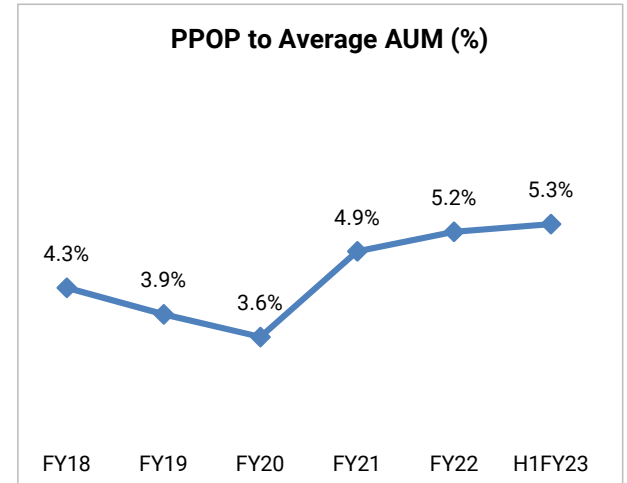
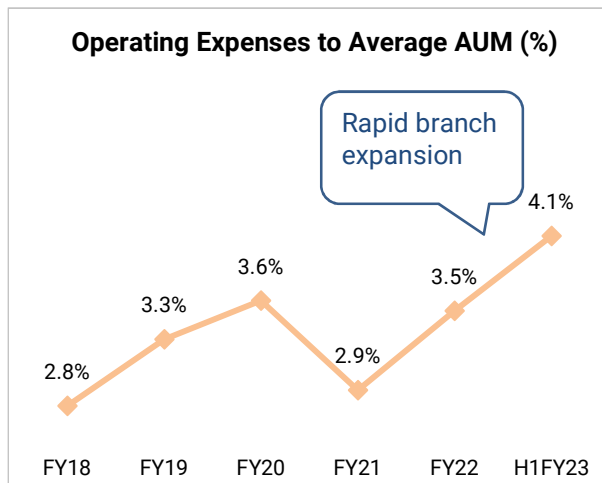
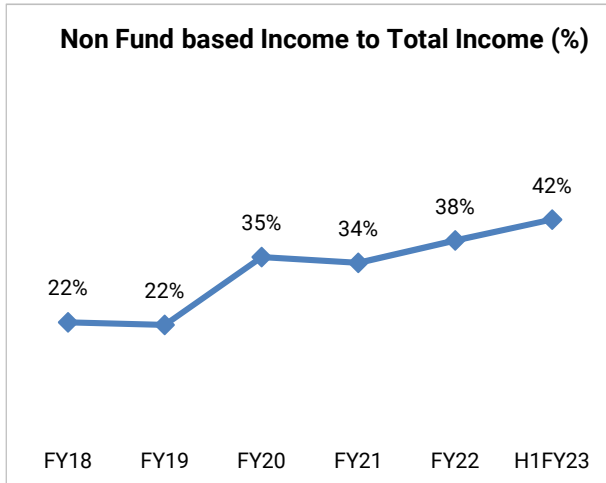
Robust financial performance and growth



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

Key ratios trends for the last 5 years

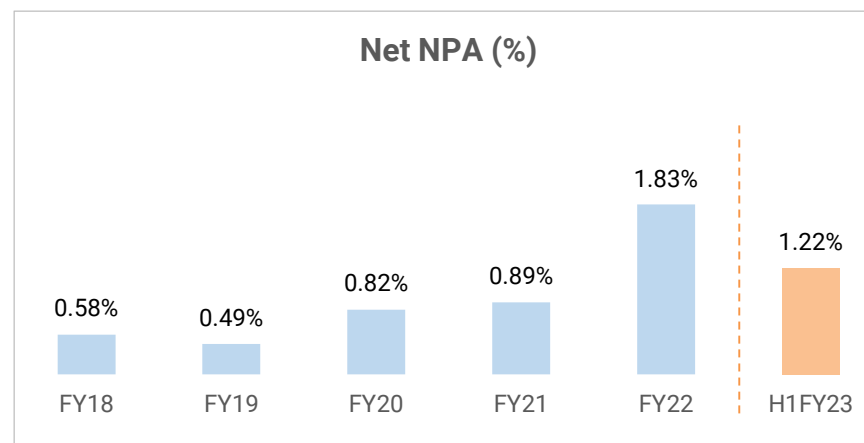
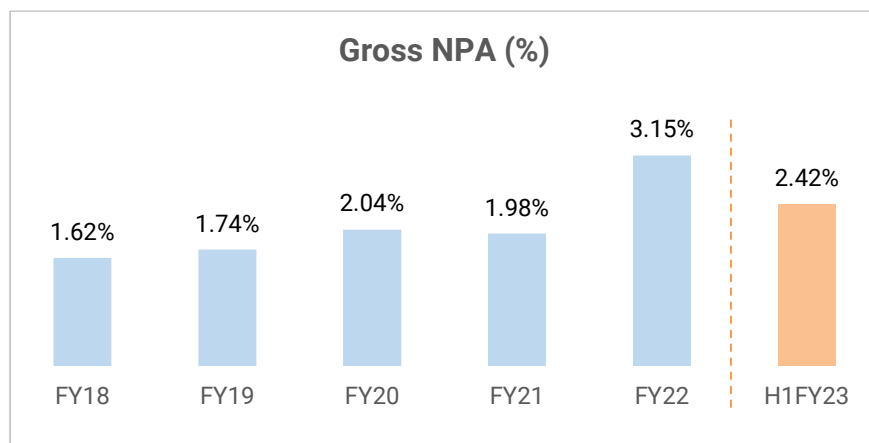
Income, return, asset & leverage ratios show healthy trends



Note: H1FY23 numbers are annualized wherever applicable

Long term asset quality trends

Non performing assets under control through cycles



Details of Provision:

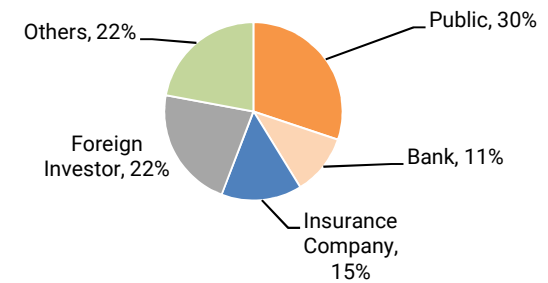
| Business | 0-30 dpd (Stage 1) | 31-90 dpd (Stage 2) | 90+ dpd (Stage 3) | Total loan book | Provision % | | | Provision (₹ in Cr) | |
|----------------------------|-----------------------|------------------------|----------------------|--------------------|-------------|-------------|--------------|---------------------|--------------|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

Well diversified sources of funding

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

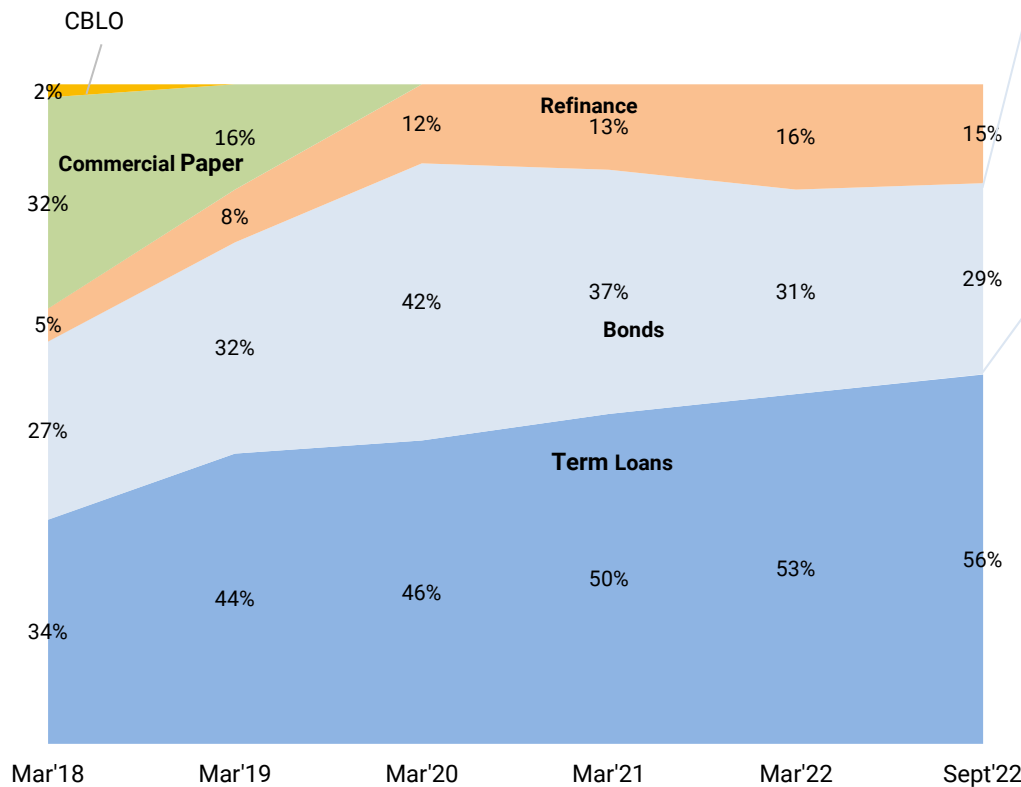


Bonds/NCDs investors split (%)

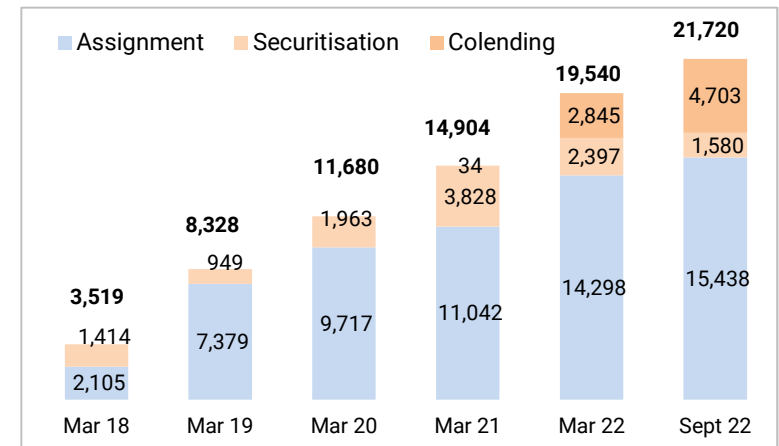


Outstanding borrowing (₹ Cr)

| Period | 24,539 | 26,141 | 25,734 | 28,426 | 33,340 | 33,960 |
|---------|--------|--------|--------|--------|--------|--------|
| Mar'18 | | | | | | |
| Mar'19 | | | | | | |
| Mar'20 | | | | | | |
| Mar'21 | | | | | | |
| Mar'22 | | | | | | |
| Sept'22 | | | | | | |



Outstanding assignment/securitization/colending (₹ Cr)



Our conservative ALM & well covered debt repayment schedule

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



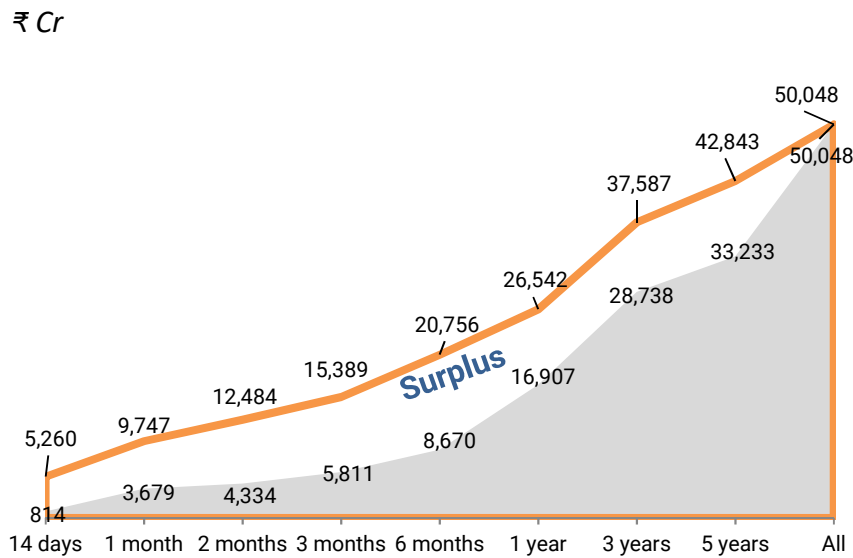
Fund raising

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

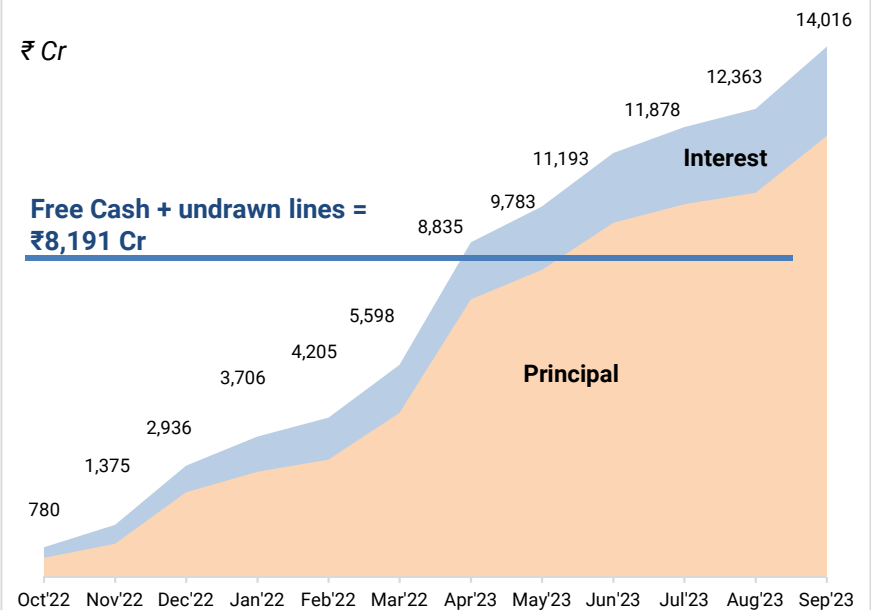
Credit Rating

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

Asset Liability Match (ALM) – Surplus across all buckets



Well covered Debt Repayment Schedule



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

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

| | |
|--------------------------------|-------|
| Corporate, Strategy and Others | 26-35 |
|--------------------------------|-------|

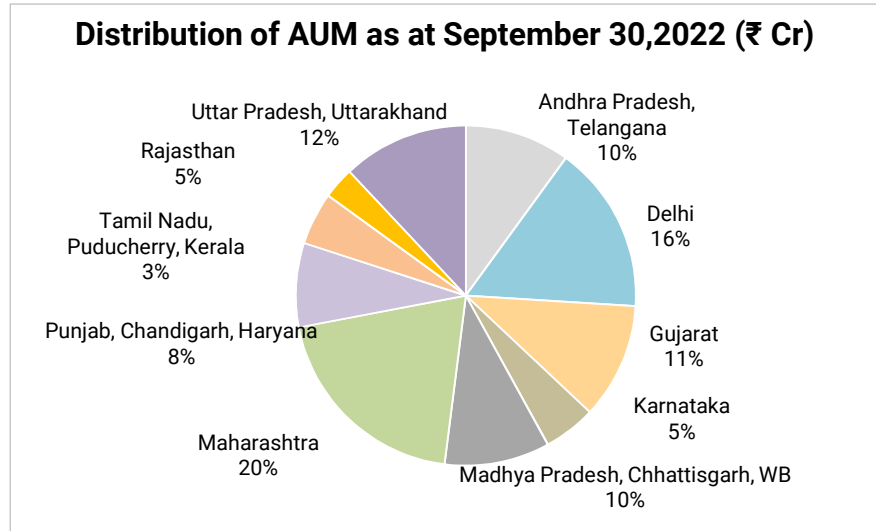
| | |
|--|-------|
| Financial Performance of Individual Group Entities | 37-50 |
|--|-------|

Home loans – product overview

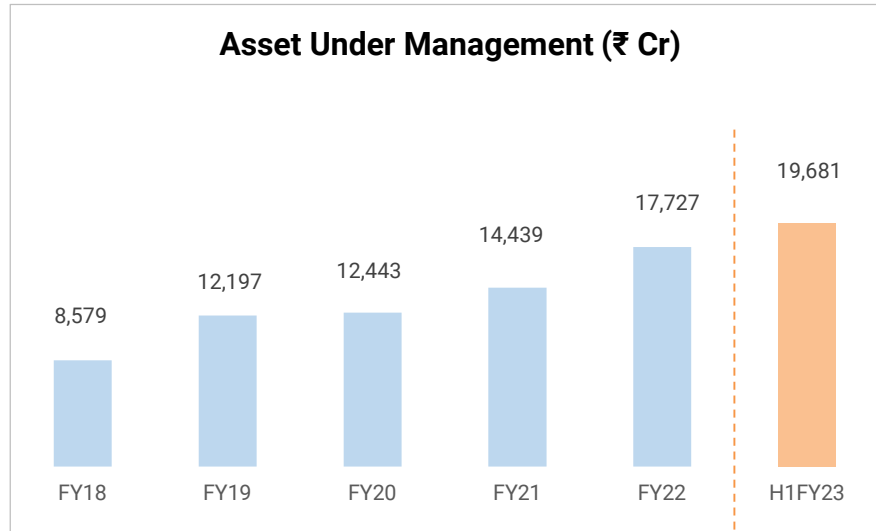
Small loans for affordable homes, in small towns and suburbs of metros



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

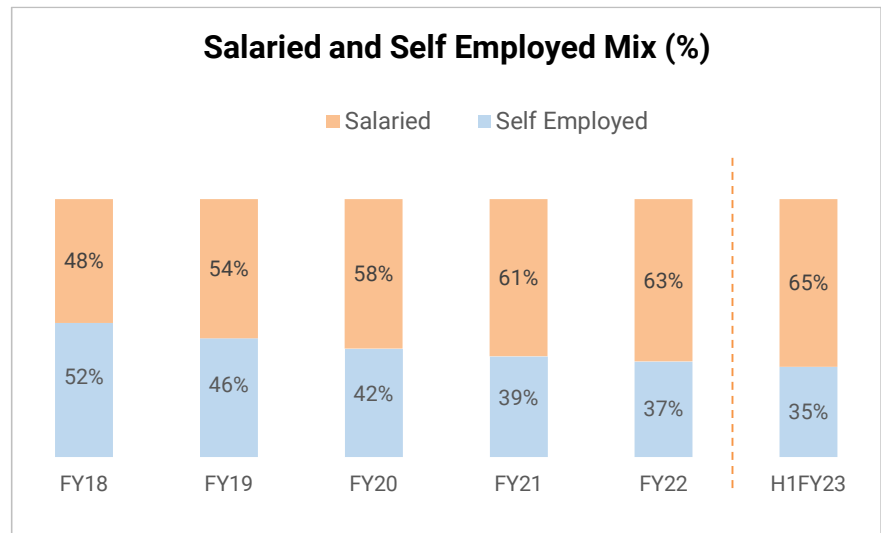
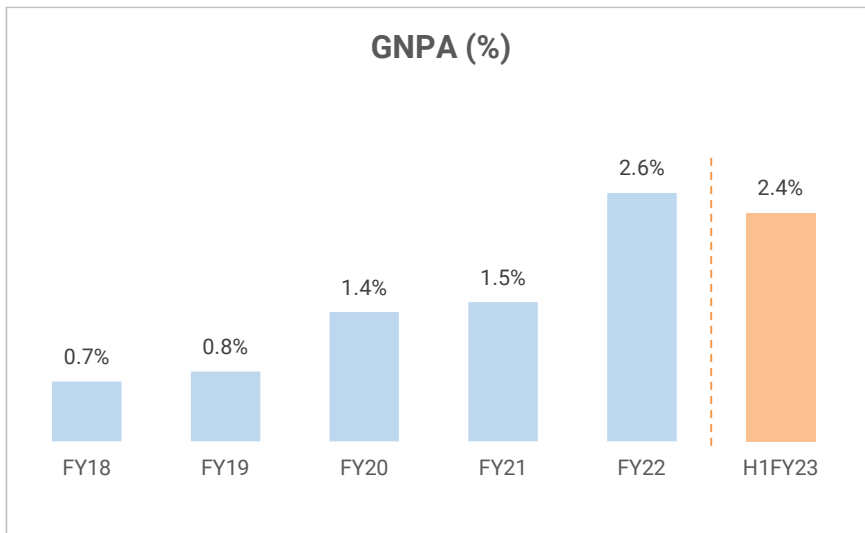
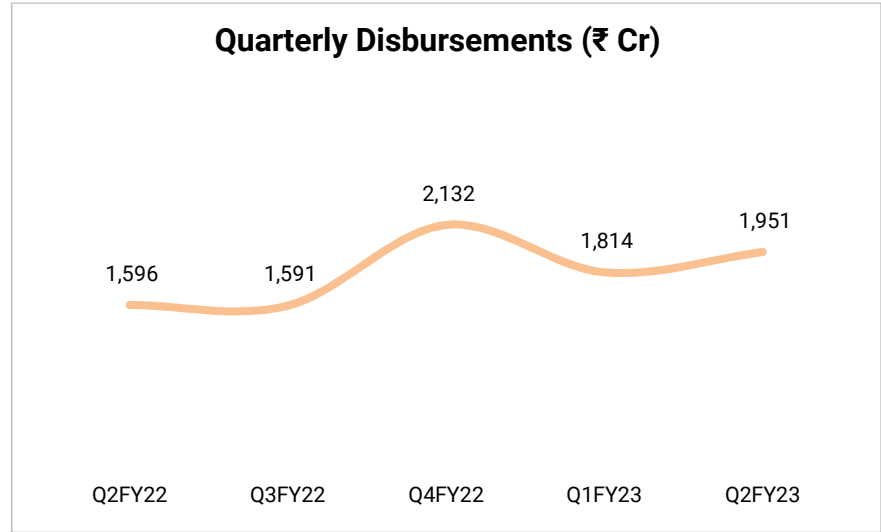
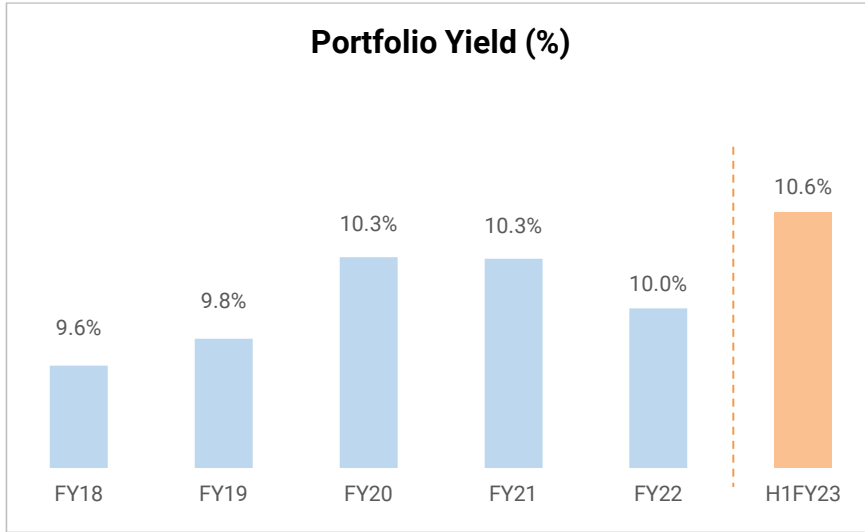


| | |
|---|--|
| Onboarding Average Ticket Size ₹ 15.0 Lakhs | Tenor up to 20 years |
| Loan to Value 72% | Salaried / Self employed 65% / 35% |



Home loans – financial overview

Improving yields and asset quality



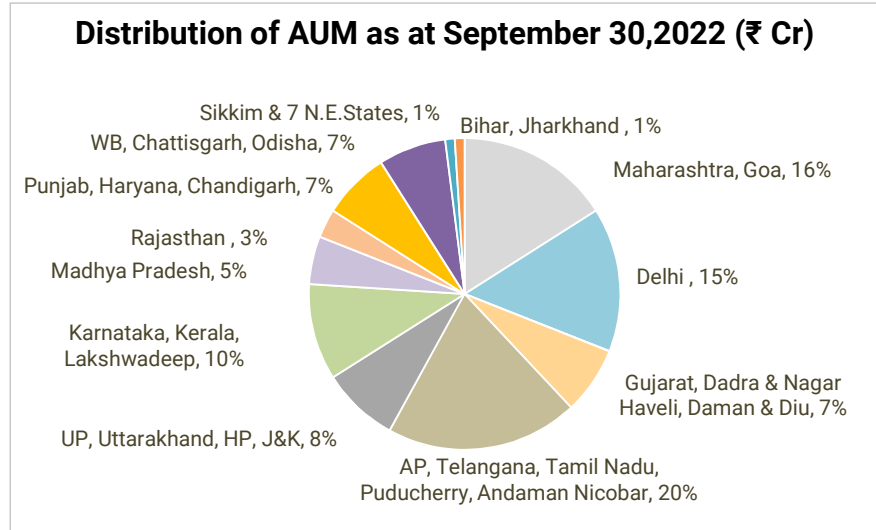
GNPA on AUM stood at 1.87% as on September 30, 2022

Business loans – product overview

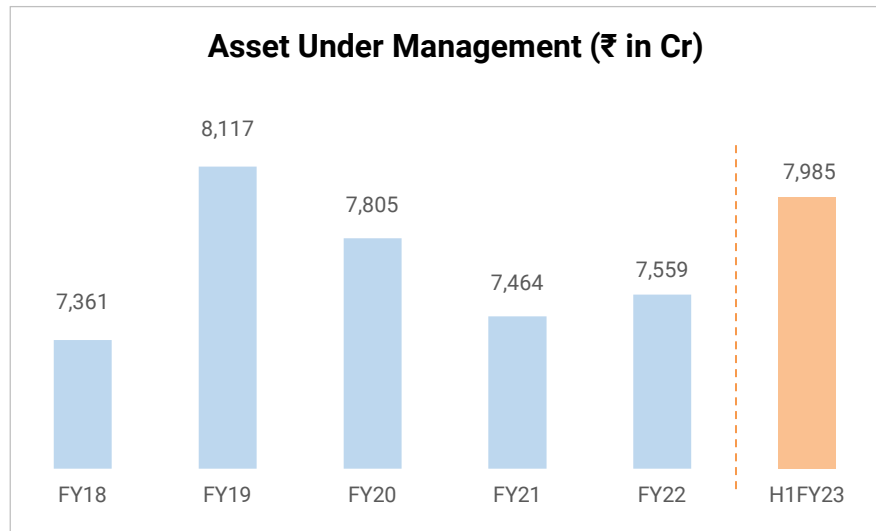
Focus on digital lending to MSME sector and individuals



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

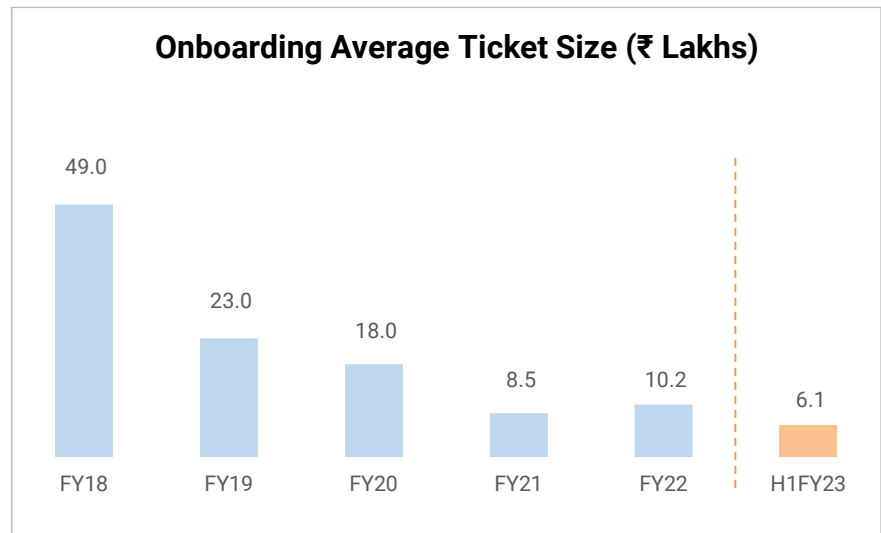
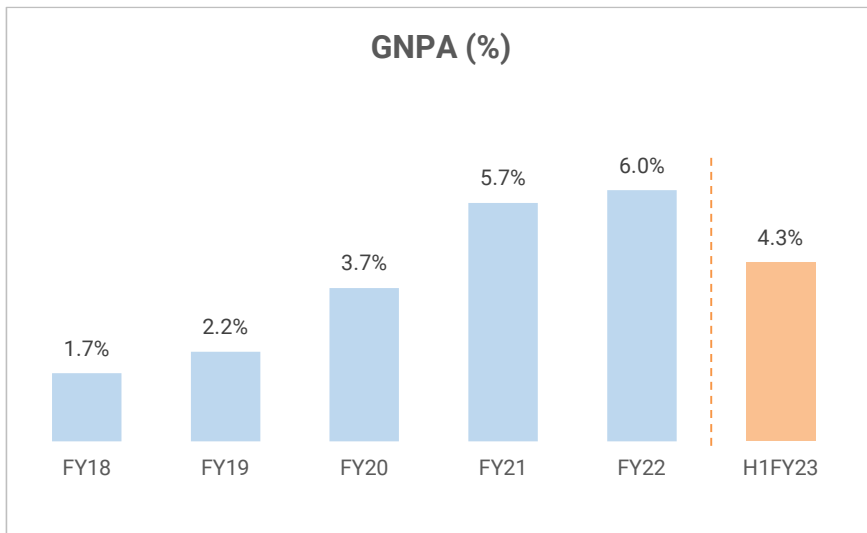
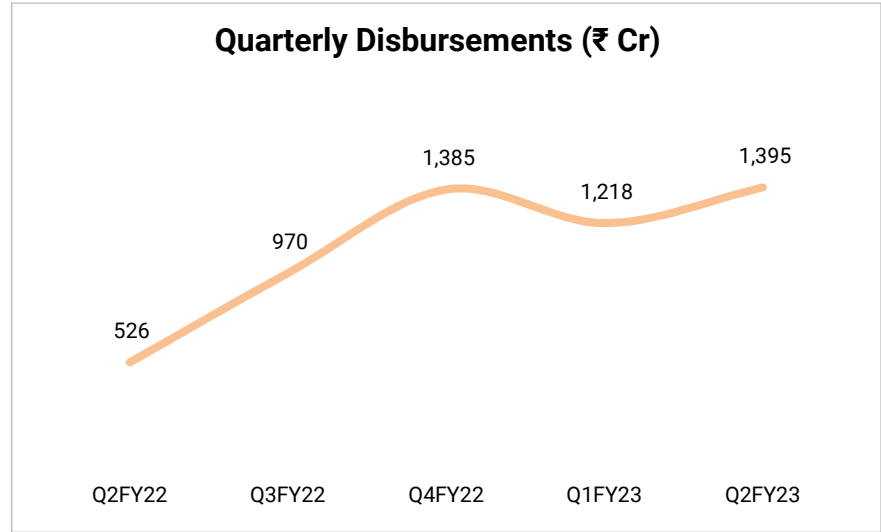
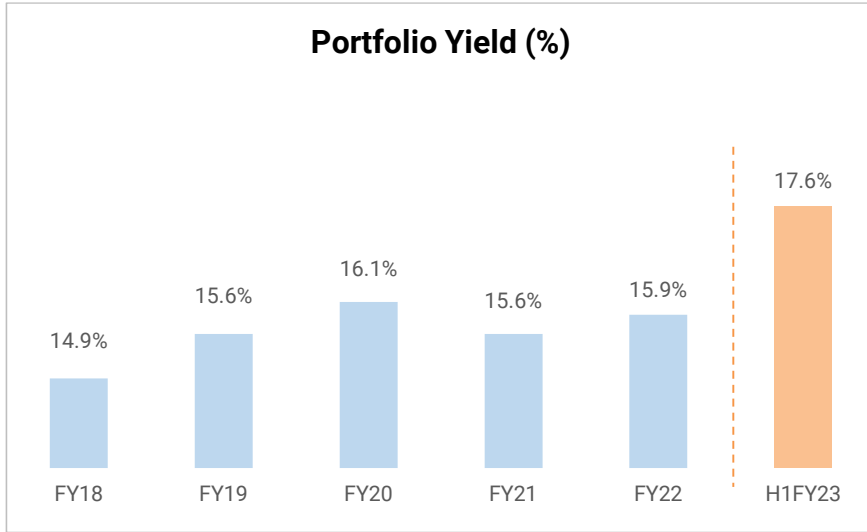


| | |
|--|--|
| Onboarding Average Ticket Size ₹ 6.2 Lakhs | Tenor up to 12 years |
| Secured / Unsecured 75% / 25% | CGTMSE Coverage (Unsecured) 7% |



Business loans – financial overview

Improving yields and asset quality; disbursals turning granular



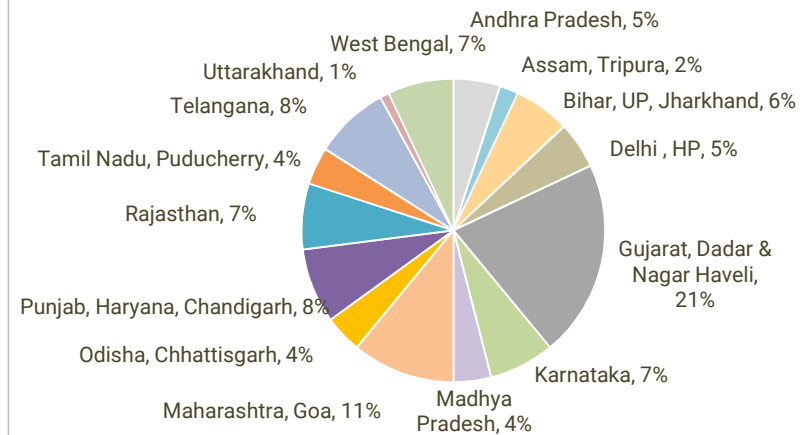
Gold loans – product overview

Secured low-risk short term loans to neighborhood customers

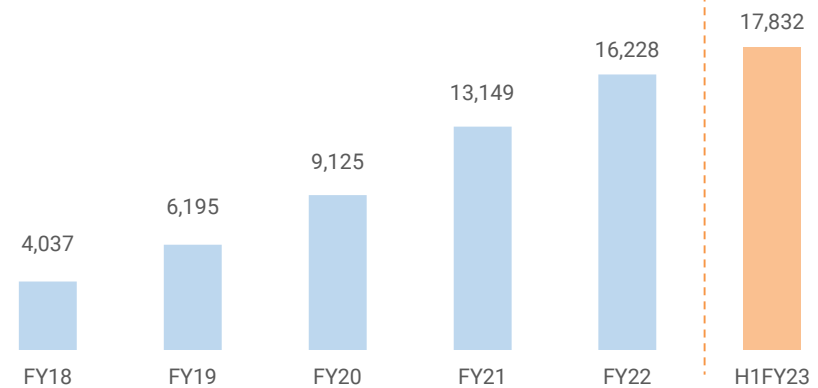


- ✓ In-house loan origination through **growing network of branches** and increasing use of digital technology
- ✓ Strong **emphasis on collections** and resolution resulting in negligible losses
- ✓ Launched digital gold loan – for top-up and online renewal of gold loans
- ✓ **Market Opportunity: ₹12.3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

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



Asset Under Management (₹ Cr)



Tenor
~2 years

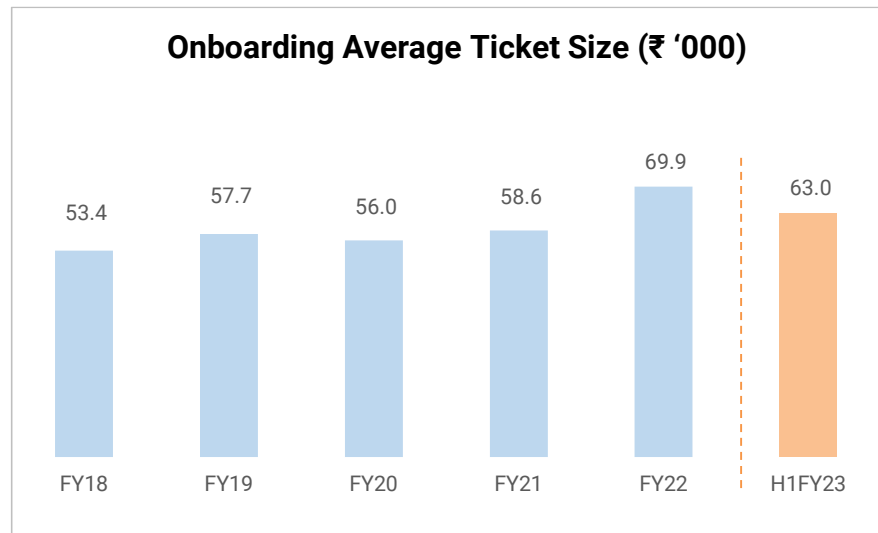
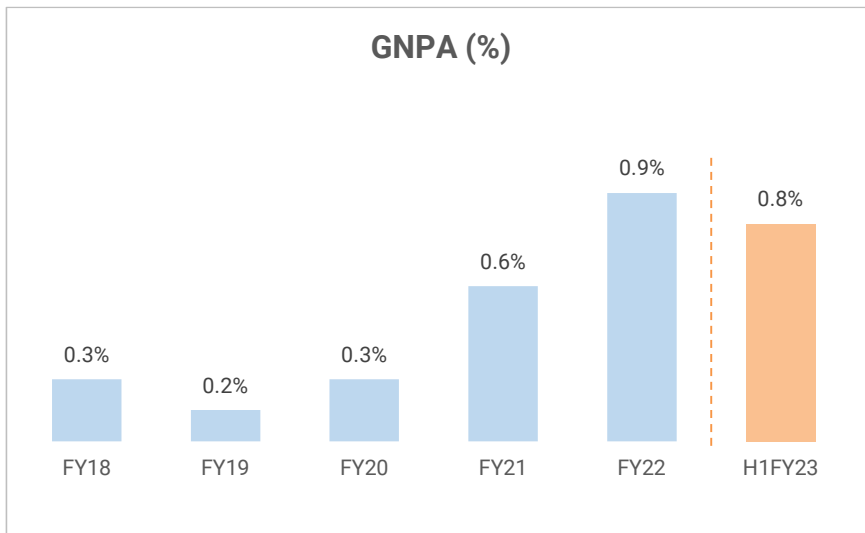
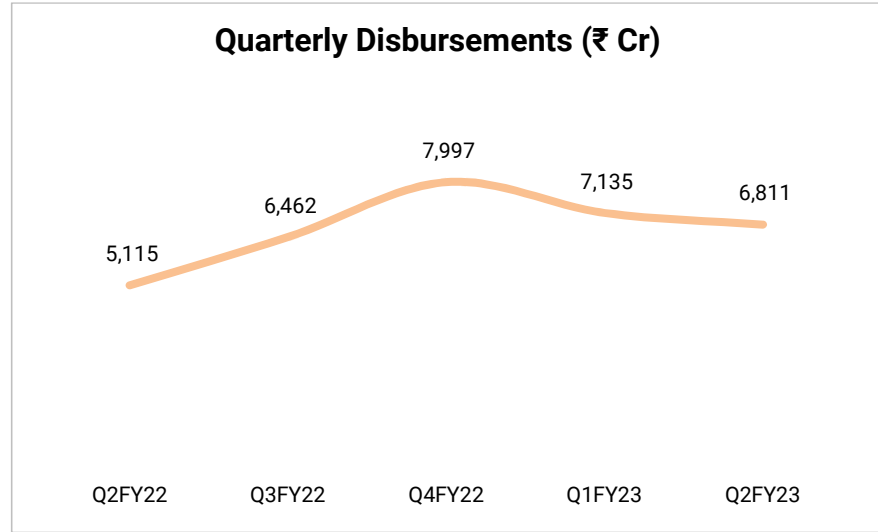
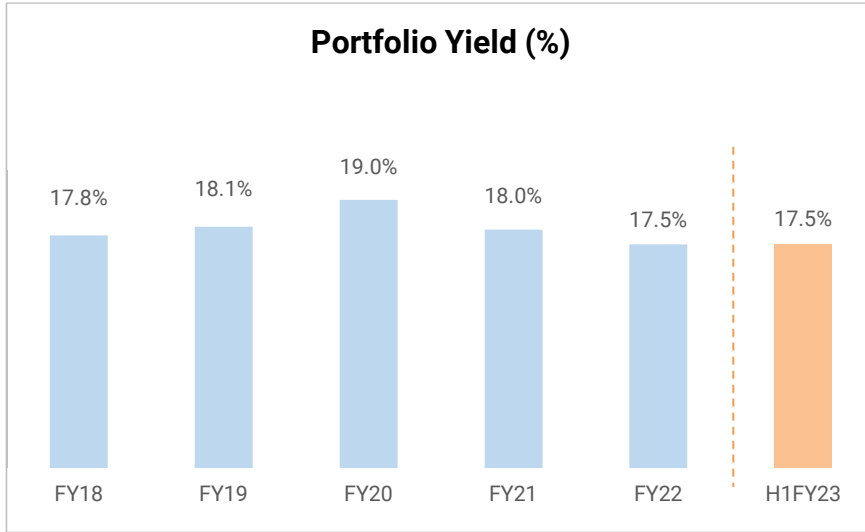
Footprint
1,346 towns/cities

Onboarding Average Ticket Size
₹ 0.63 Lakh

Onboarding LTV%
~70%

Gold loans – financial overview

Stable yields and asset quality



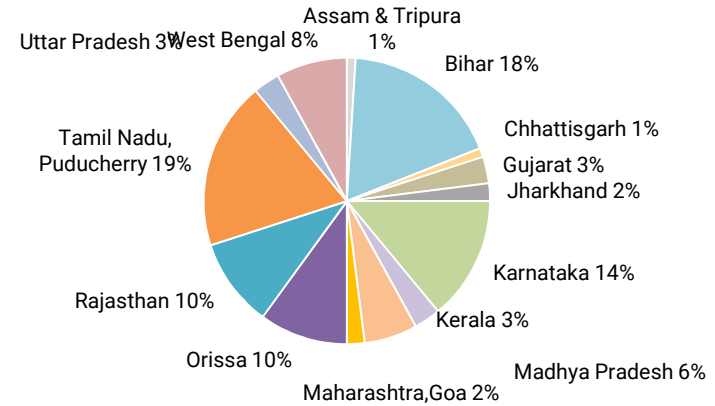
Microfinance loans – product overview

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

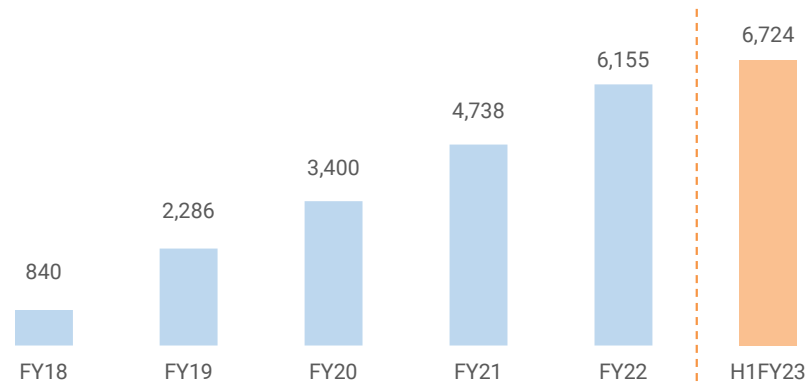


- ✓ **Small-ticket loans** for purpose of income generation activities
- ✓ Target segment is **rural** and **semi-urban self-employed women** in joint liability groups
- ✓ Strong emphasis on **training and awareness of all customers** detailing end use of funds, timely repayment and emphasis on joint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

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



Asset Under Management (₹ Cr)



Active Customers
18.7 Lakhs

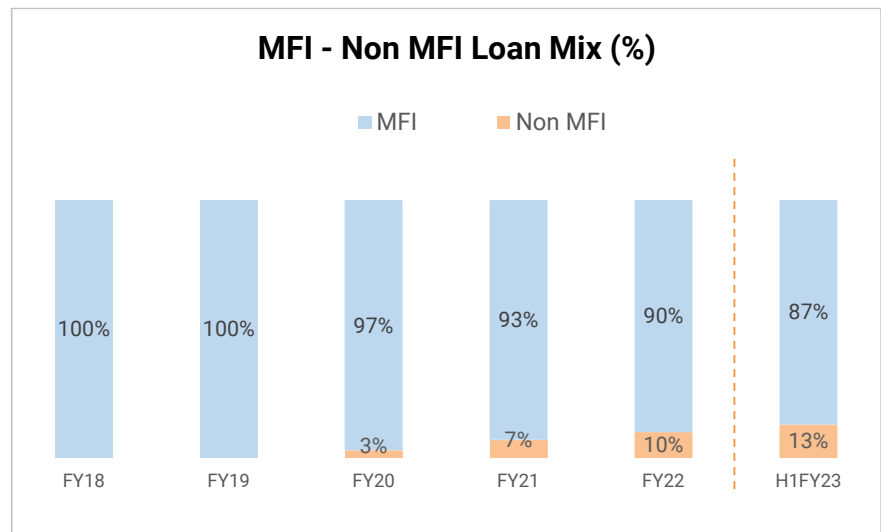
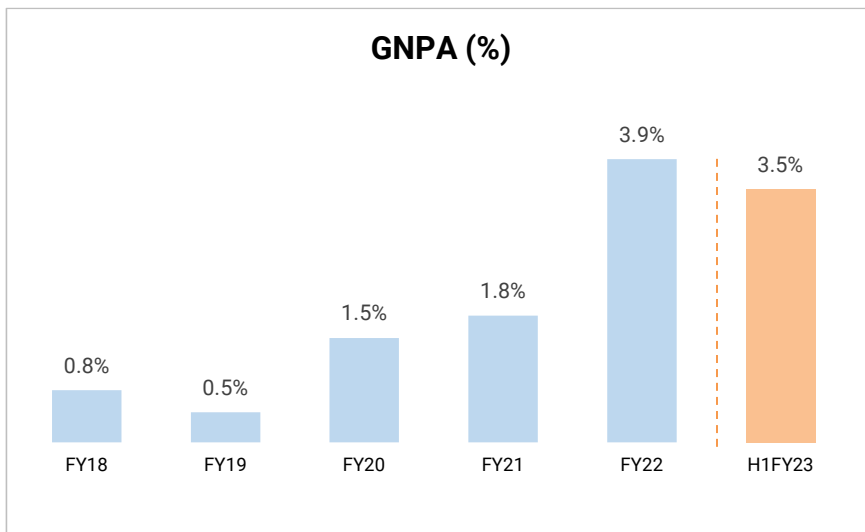
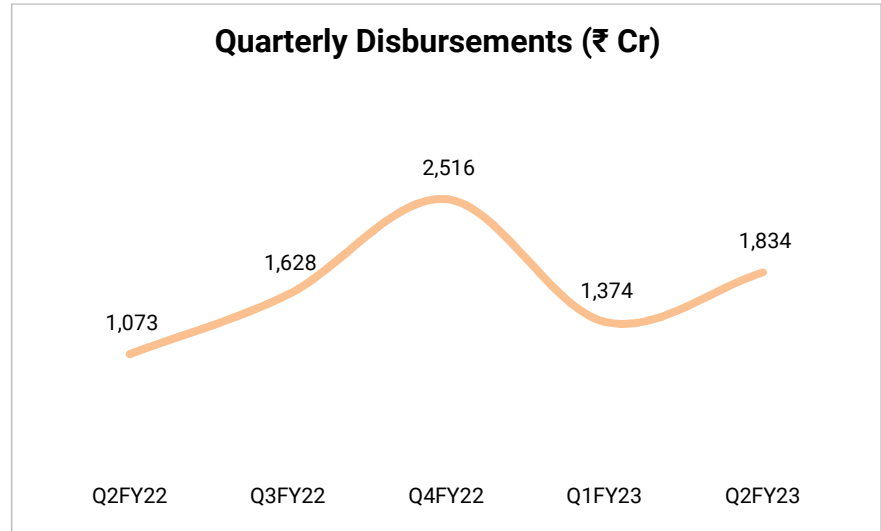
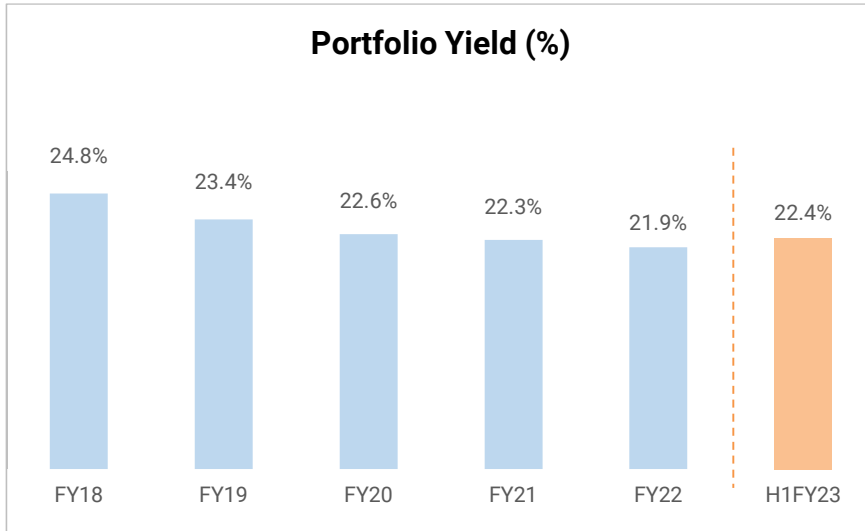
Tenor
~2 years

100%
Credit linked insurance

States / Districts
17 / 303

Microfinance loans – financial overview

Improving yields and asset quality; disbursals picking up



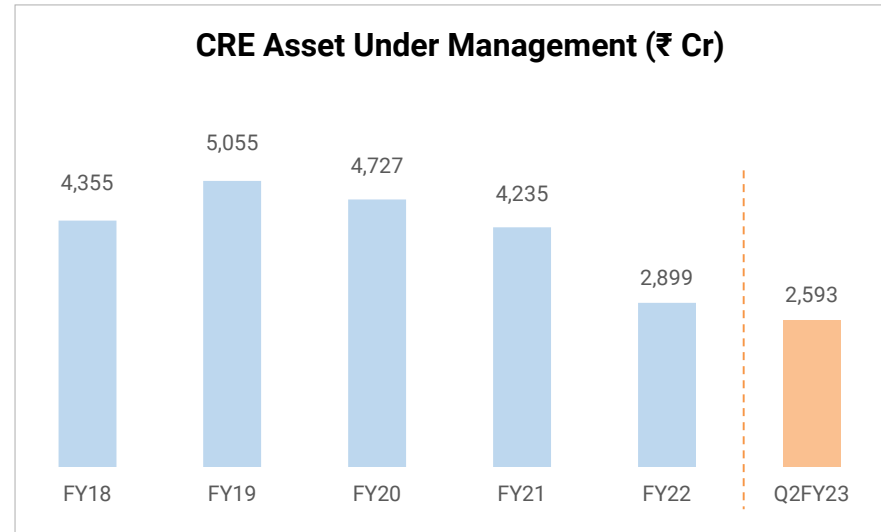
Construction Real Estate (CRE) & Capital Market

Not core but businesses synergistic to Group's core businesses



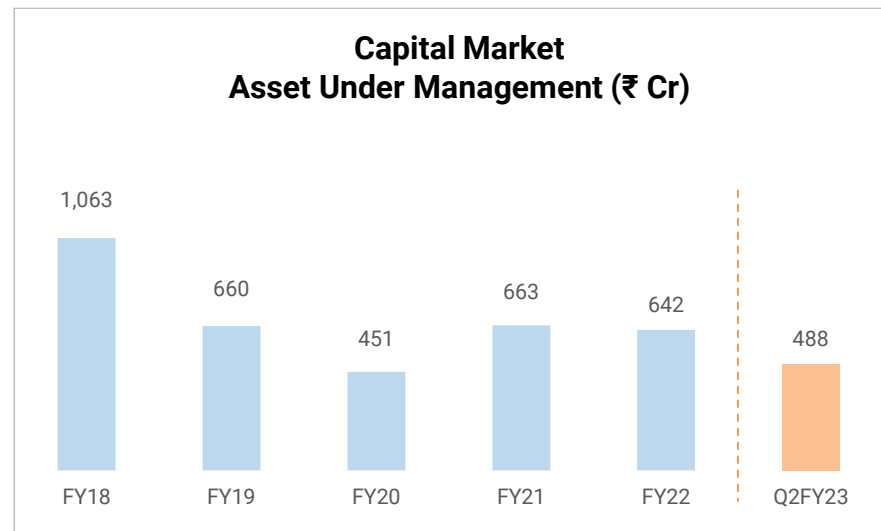
Construction and Real Estate (CRE)

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



Capital market

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



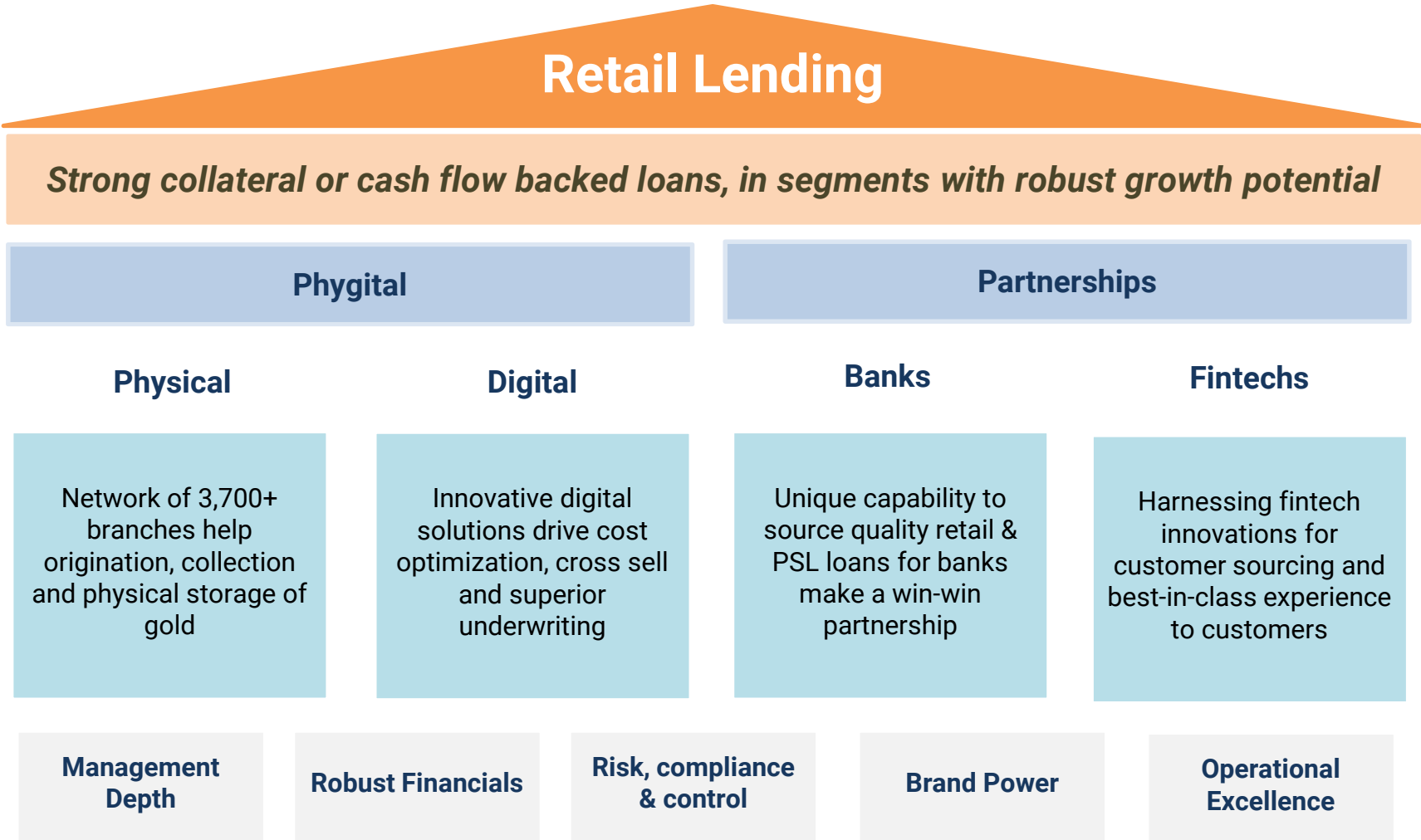
| | |
|---|-------|
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| | |
|---------------------------|-------|
| Business Segment Overview | 16-24 |
|---------------------------|-------|

| | |
|---------------------------------------|--------------|
| Corporate, Strategy and Others | 26-35 |
|---------------------------------------|--------------|

| | |
|--|-------|
| Financial Performance of Individual Group Entities | 37-50 |
|--|-------|

Uniquely placed to dominate non banking retail lending
Our business is built on Phygital and Partnership model



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



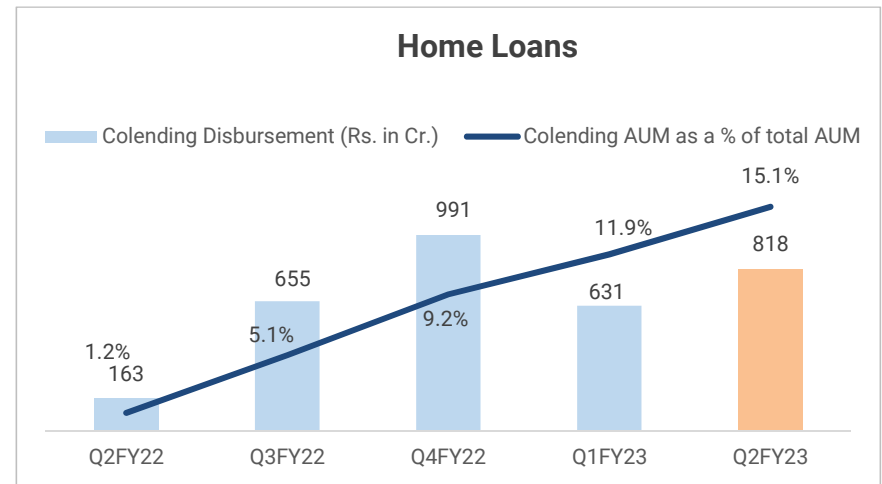
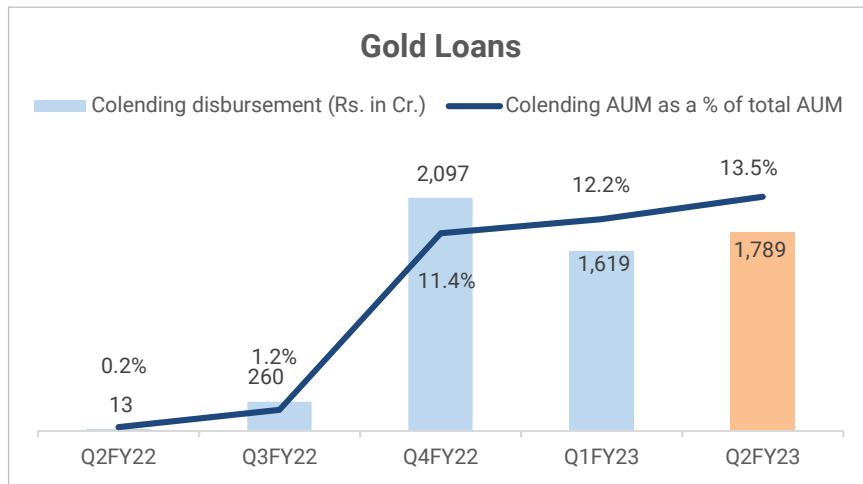
Existing Tie-ups

| | | | | | |
|------------------------|------------------------|-----------|-----------|-----------|--------------|
| | | | | | |
| ₹ | ₹ | ₹ | ₹ | ₹ | ₹ |
| Gold Loan | Gold Loan | Gold Loan | MSME LAP | Gold Loan | Gold Loan |
| | | | | | |
| Home Loan | | | | | Microfinance |
| | | | | | |
| | | | | | |
| Home Loan and MSME LAP | Home Loan and MSME LAP | Home Loan | Gold Loan | Home Loan | |

New Tie-ups (Q2FY23)

| | |
|-----------|-----------|
| | |
| ₹ | ₹ |
| Gold Loan | Gold Loan |
| | |
| | MSME LAP |
| | |
| | |
| | MSME LAP |

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



Our recent new initiatives continues to perform well

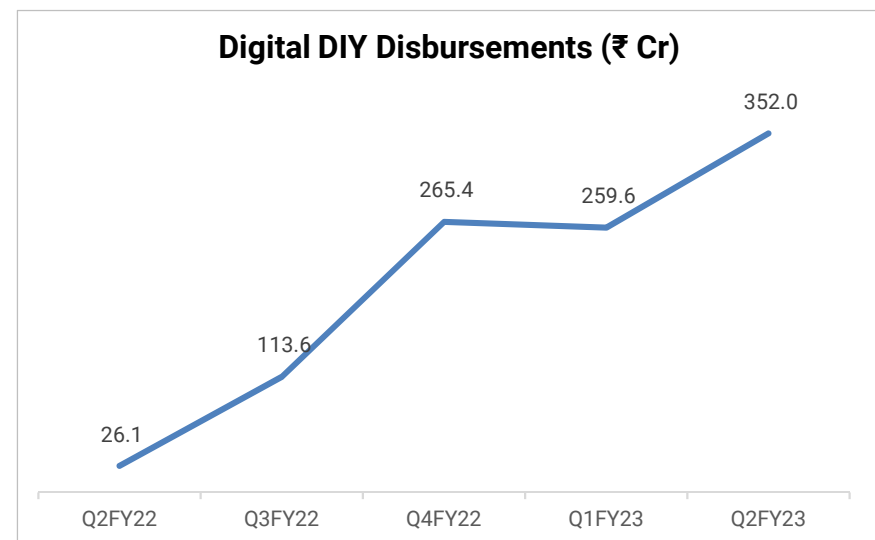
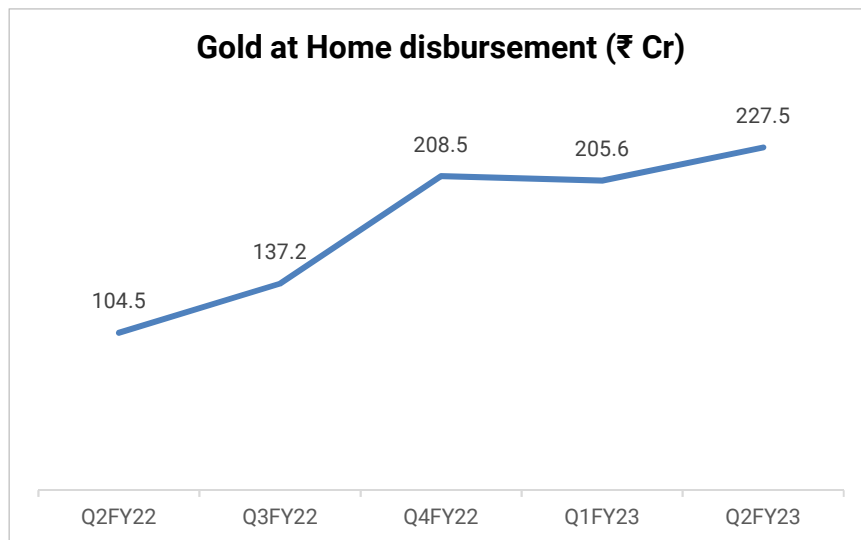


➤ Gold Loan at Home

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

➤ My Money app, website and Whatsapp loans:

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



Distinguished Board of Directors



IIFL Finance – Board of Directors



Nirmal Jain

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

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



R Venkataraman

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

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



A K Purwar

Chairman and Independent
Director
M Com., Allahabad University

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



Chandran Ratnaswami

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

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



V. K. Chopra

Independent Director
Chartered Accountant

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



Nilesh Vikamsey

Independent Director
Chartered Accountant

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



Geeta Mathur

Independent Director
Chartered Accountant

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



Ramakrishnan Subramanian

Independent Director
Chartered Accountant

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

Experienced senior management team



IIFL Finance



Rajesh Rajak

Chief Financial Officer
Chartered Accountant

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

IIFL Home Finance



Monu Ratra

Chief Executive Officer
Qualified architect and MBA

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

IIFL Samasta Finance



N Venkatesh

Chief Executive Officer
Strategic leadership Program in microfinance at Harvard

20 years of experience in the financial services sector



Sanjeev Srivastava

Chief Risk Officer
Chartered Accountant

Over 20 years of experience in financial services



Amit Gupta

Chief Financial Officer
Chartered Accountant

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



Anantha Kumar T

Chief Financial Officer
Chartered Accountant

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



Sneha Patwardhan

Compliance Officer
Company Secretary

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



Abhishikta Munjal

Chief Risk Officer
Chartered Accountant

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



Sabari Krishna

Chief Risk Officer
ACS, CAIIB

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

ESG - Environment

Supporting a sustainable economy through focus on environment

Adopting environmentally conscious solutions in our business initiatives as well



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



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



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



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



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



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

ESG - Social

Promoting financial inclusion

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



GOLD

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



BUSINESS
LOAN

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



HOME LOAN

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



MICRO-
FINANCE

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

ESG - Social

CSR projects continue amid covid with creative use of technology



Donation of Sewing Machines - Rajasthan

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

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



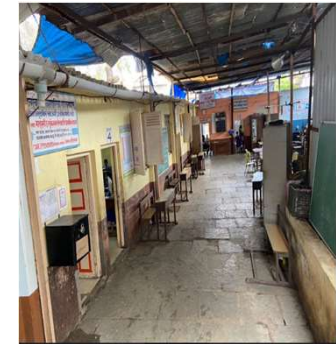
आईआईएफएल फाउंडेशन ने राजस्थान का पहला कृषि ड्रोन लॉन्च किया

आईआईएफएल फाउंडेशन ने राजस्थान का पहला कृषि ड्रोन लॉन्च किया। यह कार्यक्रम राजस्थान के चित्तूरगढ़ जिले में आयोजित किया गया। कार्यक्रम में आईआईएफएल के अधिकारियों, राजस्थान सरकार के अधिकारियों, स्थानीय निकायों के अधिकारियों और किसानों की उपस्थिति थी।

| No of Machines | Area |
|----------------|-------------------------|
| 101 | Chittorgarh - Rajasthan |

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

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



Udaipur and Pali districts of Rajasthan.

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

Sakhion ki Baadi (Rajasthan)



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



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



ESG - Governance

Conducting our business with integrity

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

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

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

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

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

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

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

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



IIFL's brand and credibility recognized at various forums



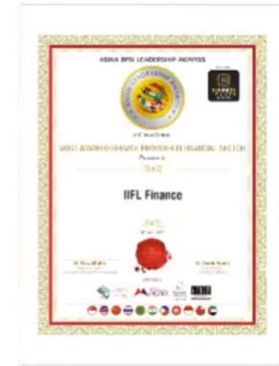
IIFL Finance was received '**Most Innovative Fintech Product Award**' for What's app Loan at National Awards for Excellence in **BFSI Award**



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



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



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



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



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



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

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

| | |
|--------------------------------|-------|
| Corporate, Strategy and Others | 26-35 |
|--------------------------------|-------|

| | |
|---|--------------|
| Financial Performance of Individual Group Entities | 37-50 |
|---|--------------|

Loan asset split based on Group entity booking the same

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

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

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

Reconciliation of reported consolidated results with Group entities

Half yearly results for the period ended September 31, 2022



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

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

IIFL Finance (Standalone): Quarterly Results



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

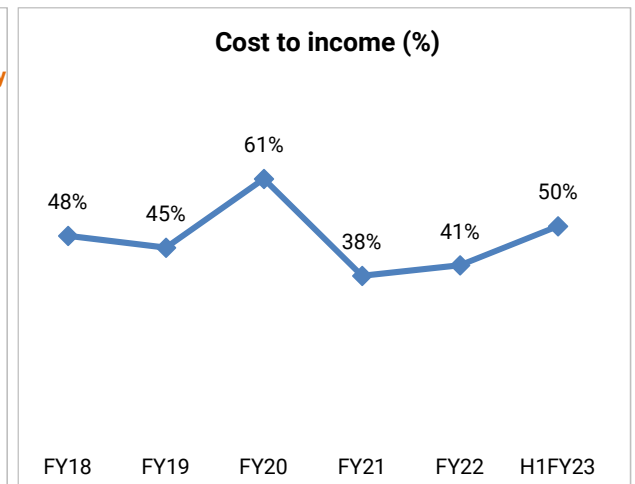
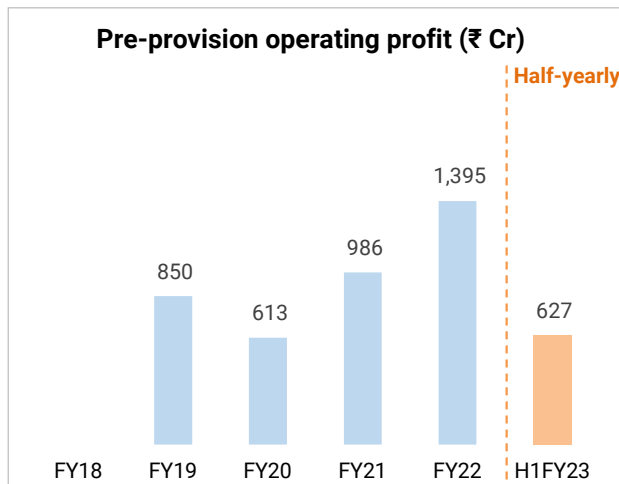
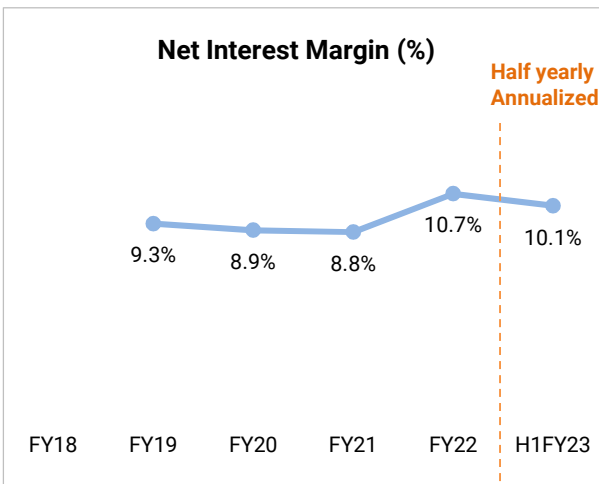
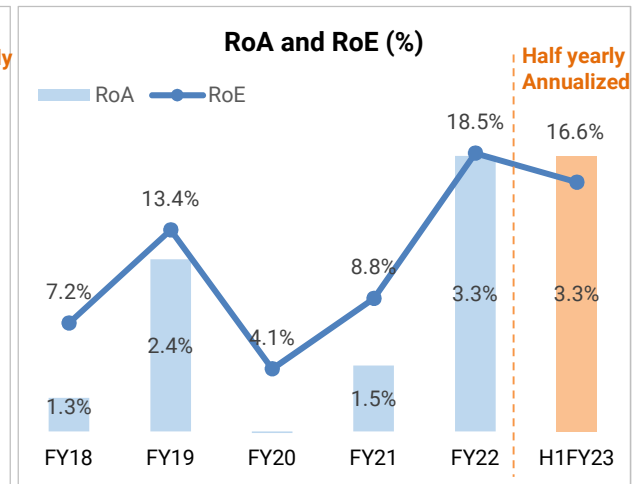
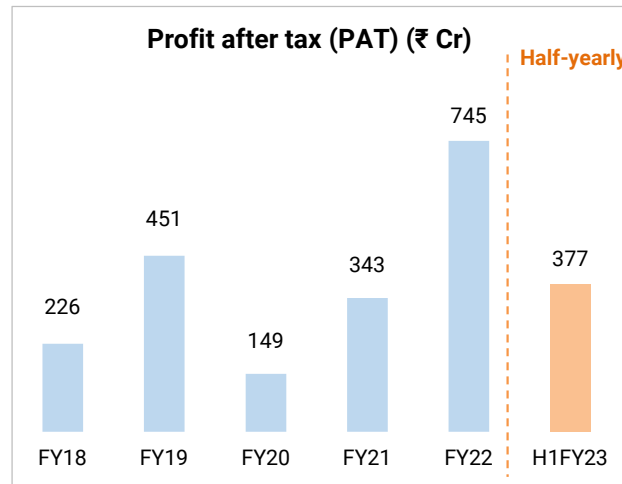
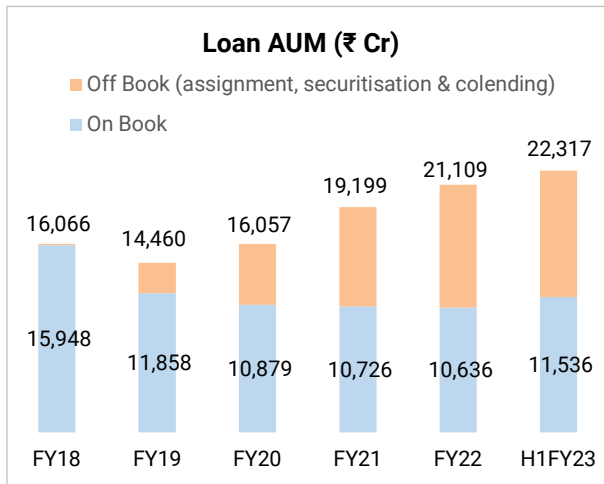
IIFL Finance (Standalone): Half yearly Results



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

IIFL Finance (Standalone): Financial trends

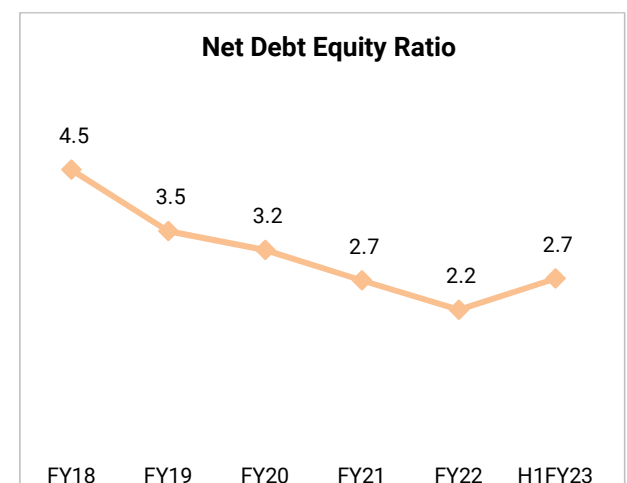
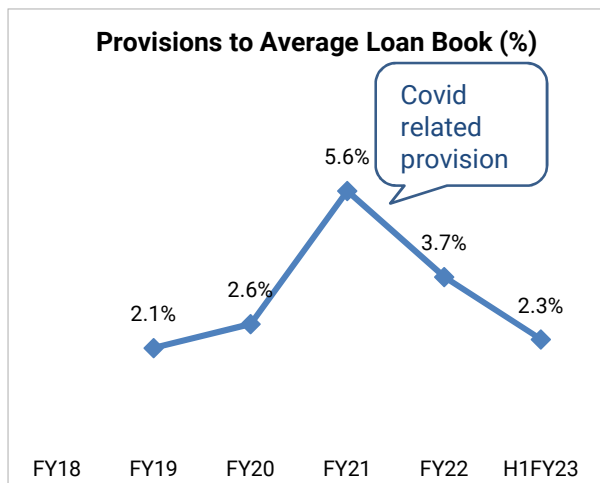
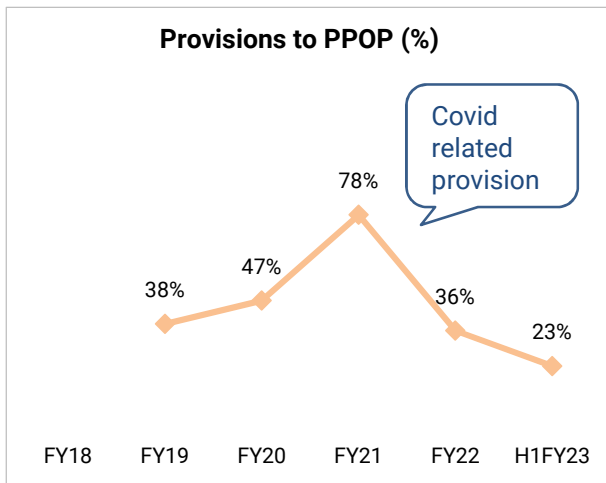
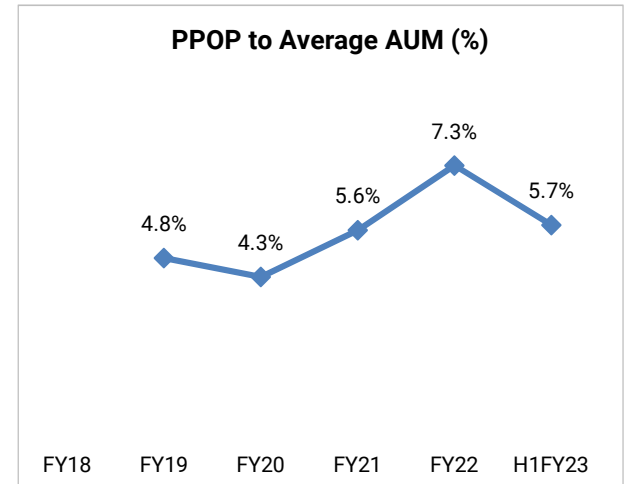
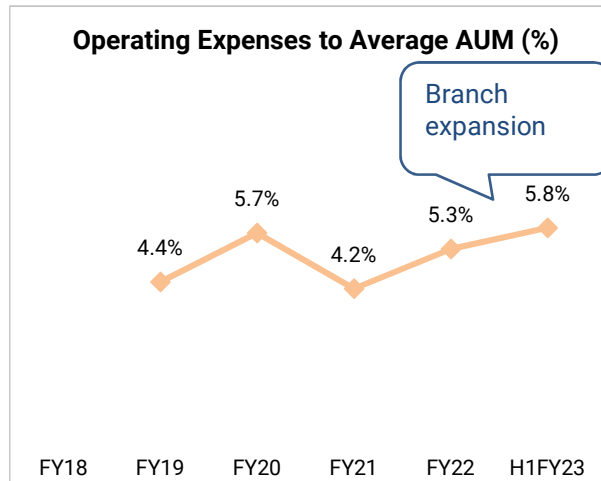
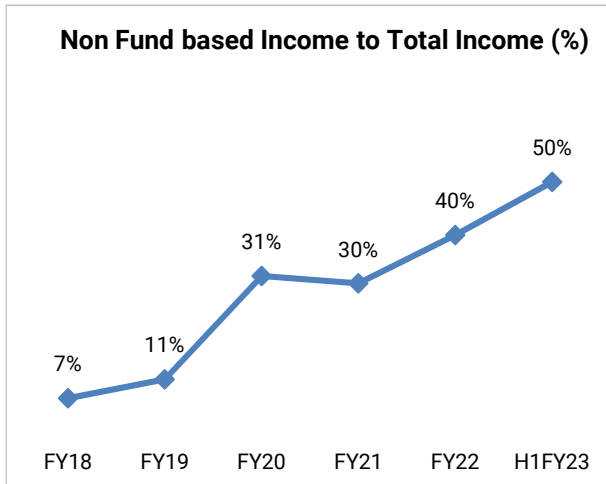
Robust financial performance and growth



- Colending includes Business Correspondence and Co-origination

IIFL Finance (Standalone): Key ratios trends

Income, return, asset & leverage ratios



Note: H1FY23 numbers are annualized wherever applicable

IIFL Home Finance: Quarterly Results



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

Figures have been regrouped as per Consol Financials

IIFL Home Finance: Half yearly Results

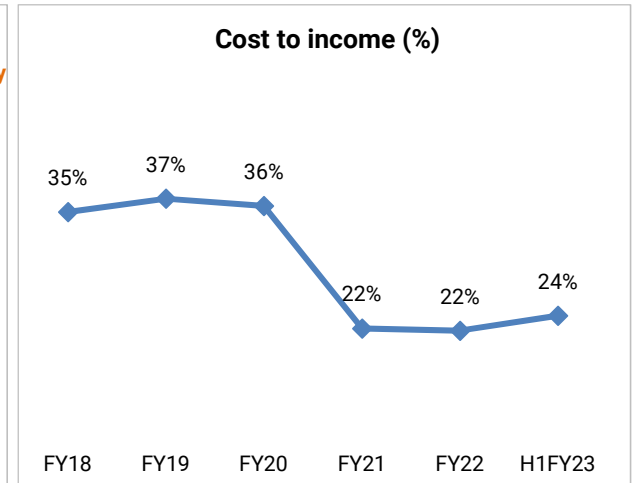
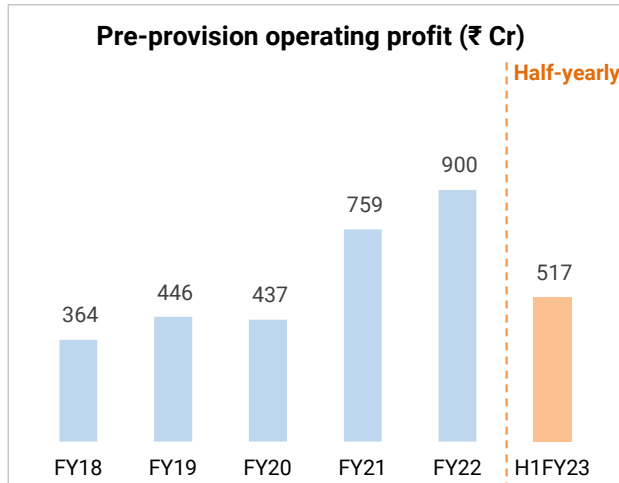
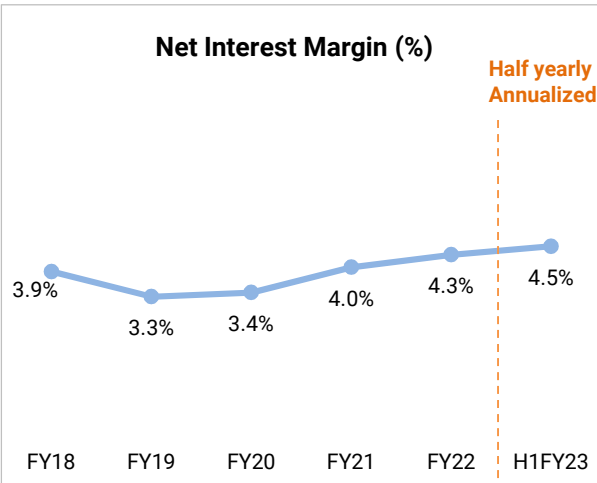
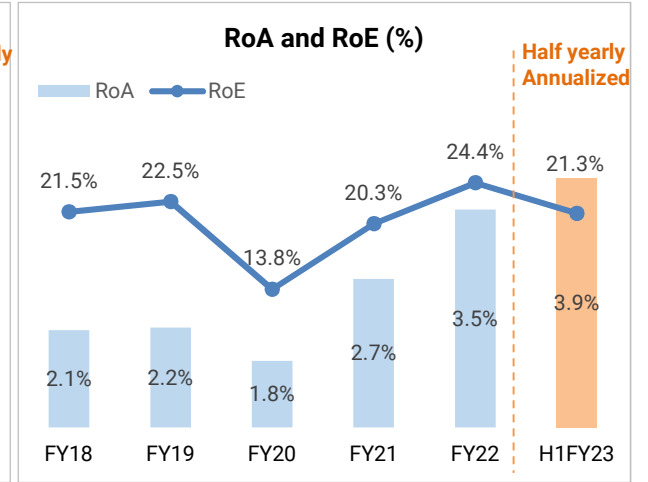
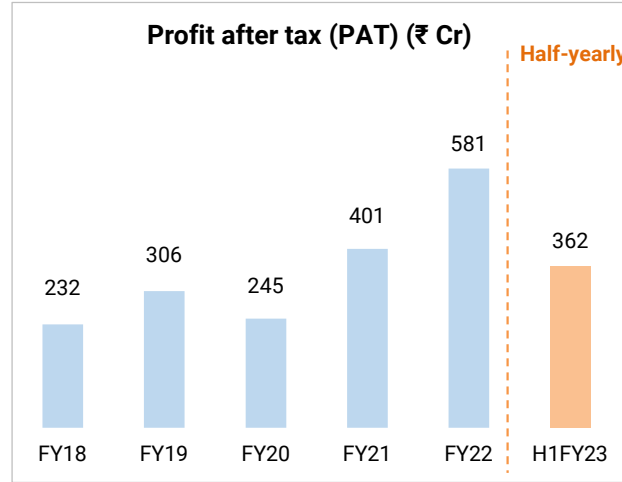
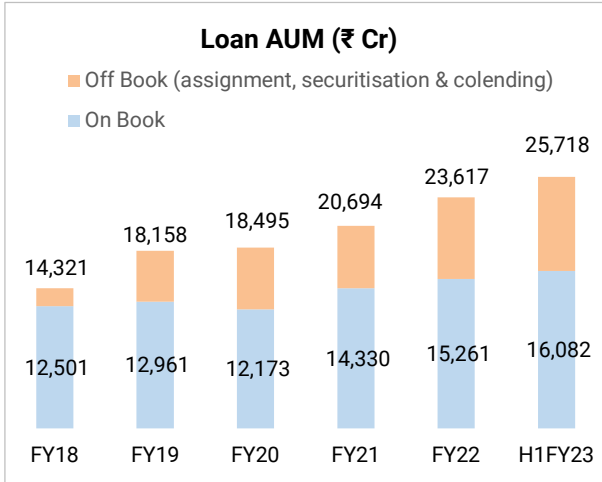


| ₹ Cr | H1FY23 | H1FY22 | Y-o-Y | FY22 |
|---------------------------------------|--------------|--------------|------------|----------------|
| Interest income | 939.8 | 823.8 | 14% | 1,657.3 |
| Interest expense | (570.9) | (521.1) | 10% | (1,062.9) |
| Net interest income | 368.9 | 302.7 | 22% |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

Figures have been regrouped as per Consol Financials

IIFL Home Finance: Financial trends

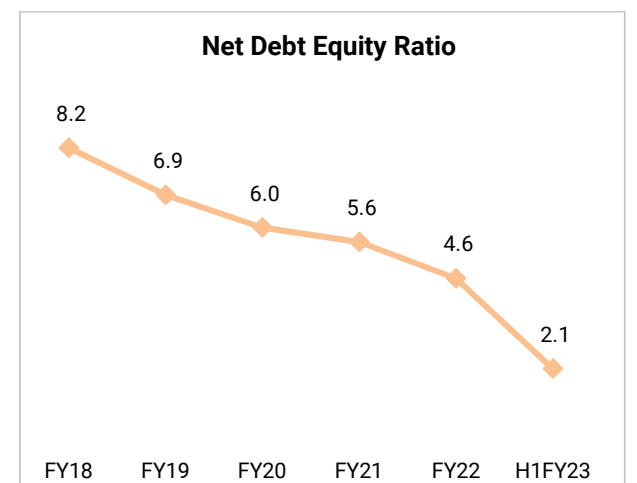
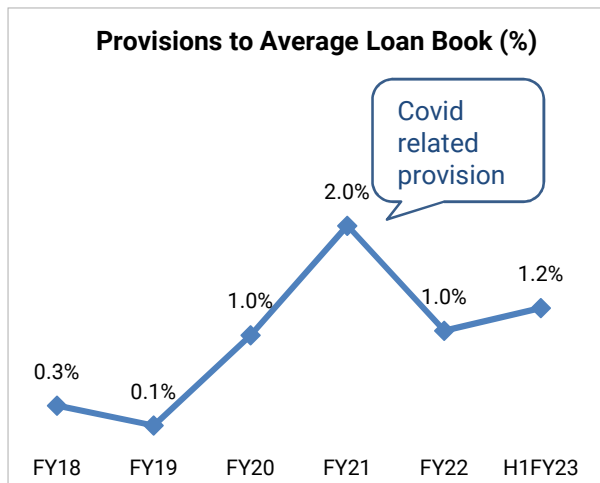
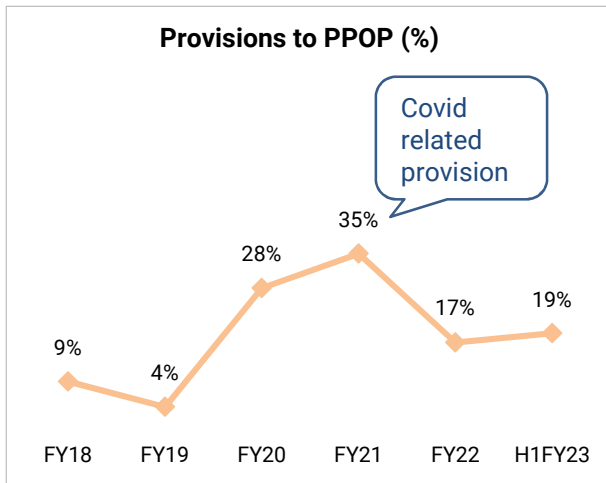
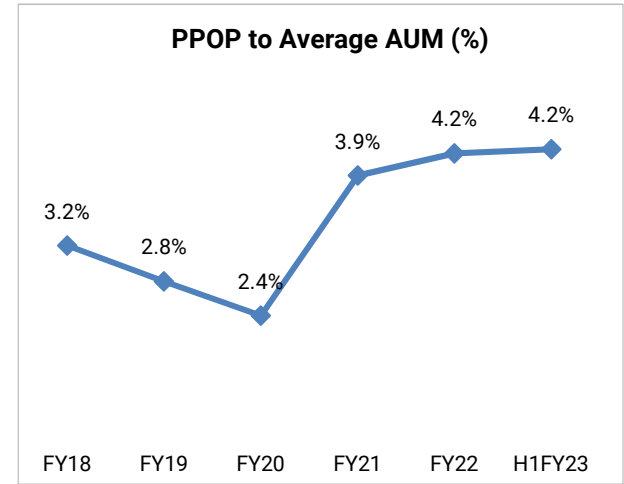
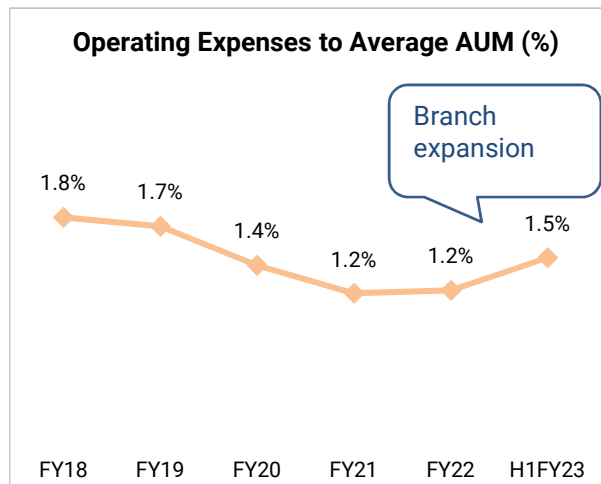
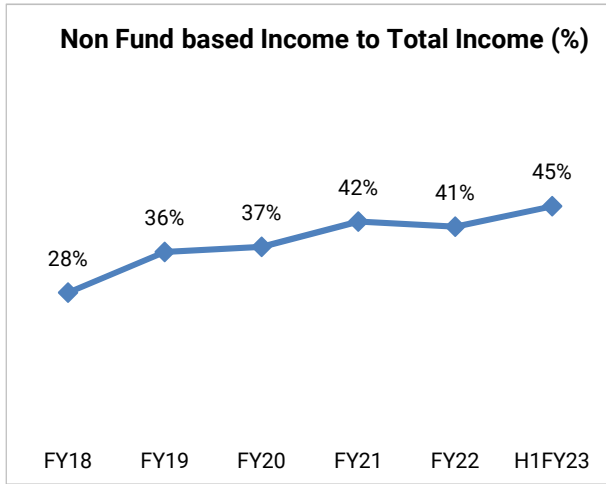
Robust financial performance and growth



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

IIFL Home Finance: Key ratios trends

Income, return, asset & leverage ratios



Note: H1FY23 numbers are annualized wherever applicable

IIFL Samasta Finance: Quarterly Results



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

Figures have been regrouped as per Consol Financials

IIFL Samasta Finance : Half yearly Results

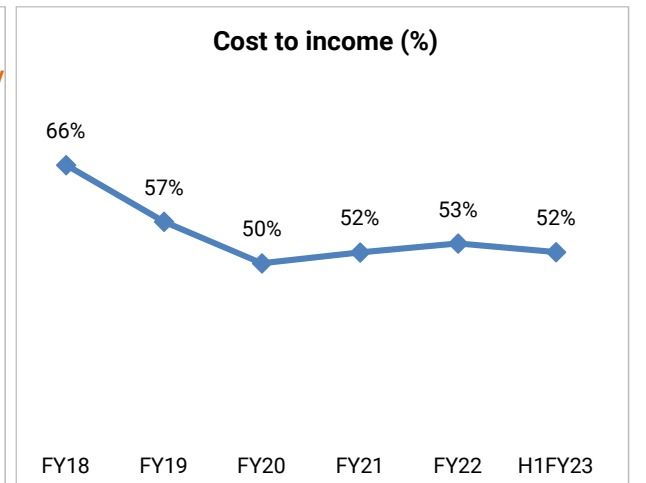
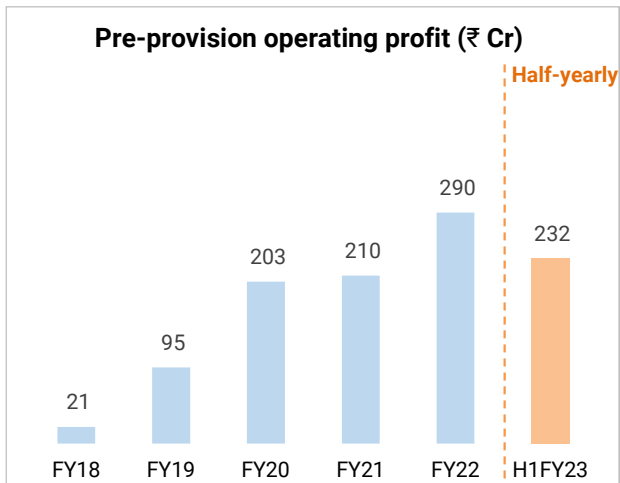
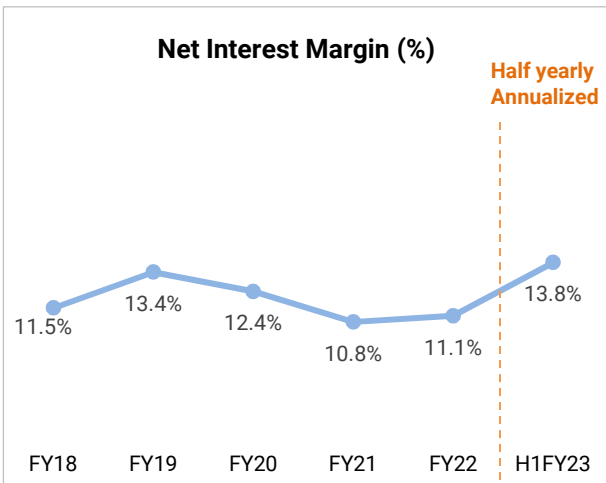
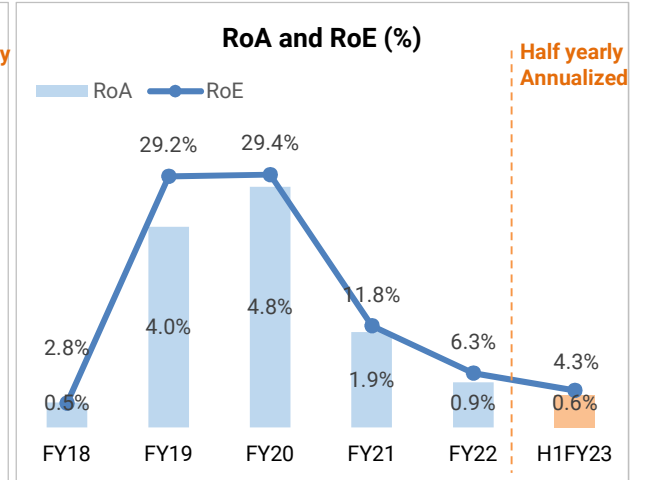
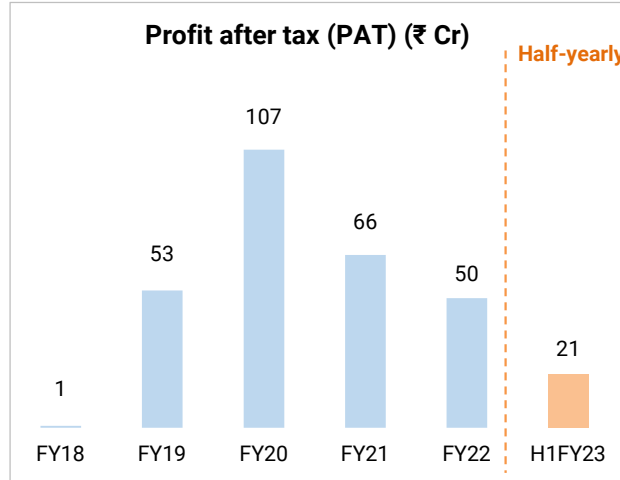
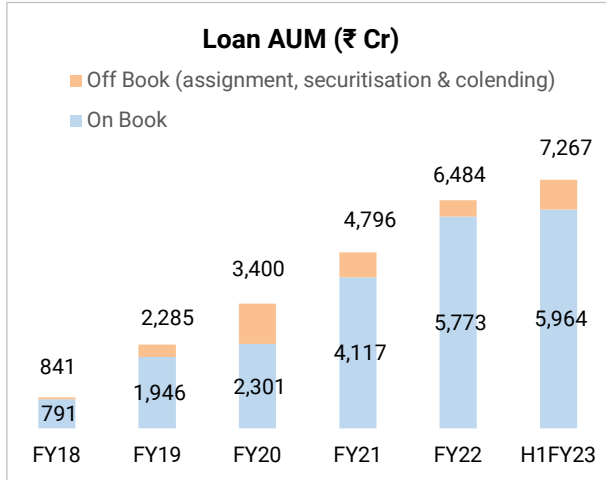


| ₹ Cr | H1FY23 | H1FY22 | Y-o-Y | FY22 |
|--|--------------|--------------|------------|--------------|
| Interest income | 647.5 | 429.9 | 51% | 946.0 |
| Interest expense | (260.6) | (179.4) | 45% | (395.1) |
| Net interest income | 386.9 | 250.5 | 54% | 550.9 |
| Non-fund based income | 85.5 | 10.8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

Figures have been regrouped as per Consol Financials

IIFL Samasta Finance : Financial trends

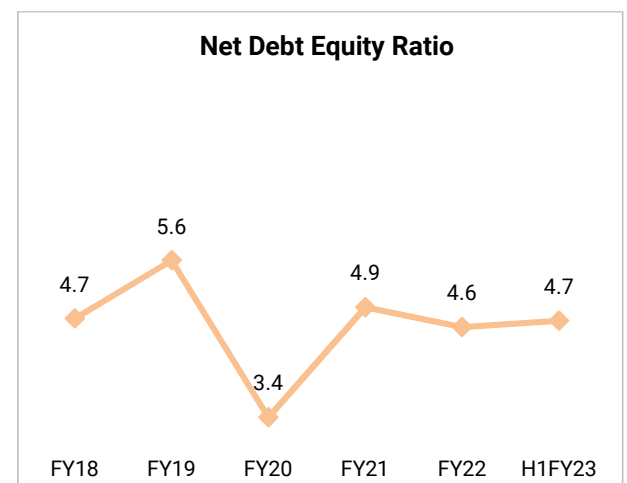
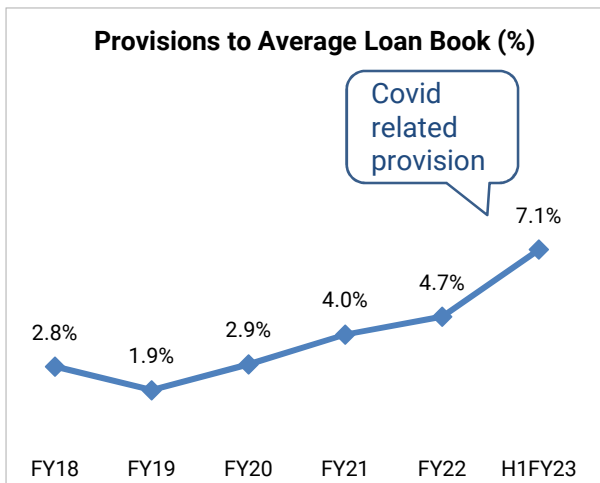
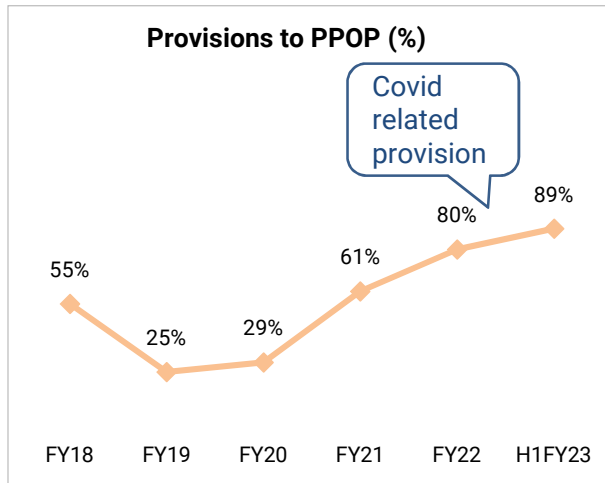
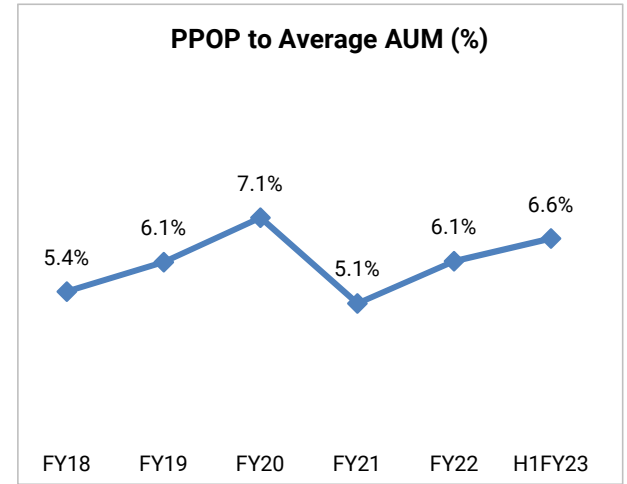
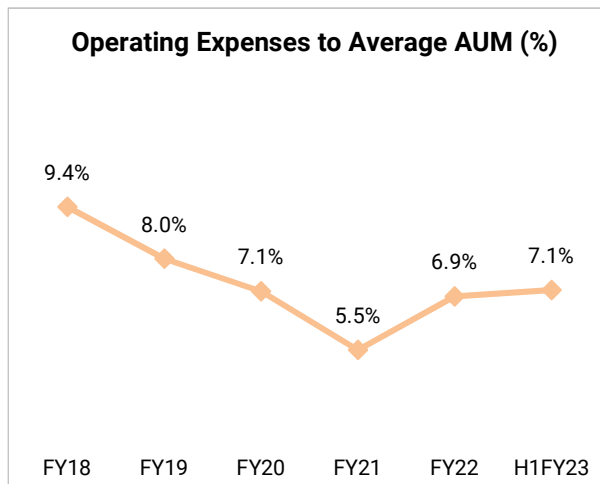
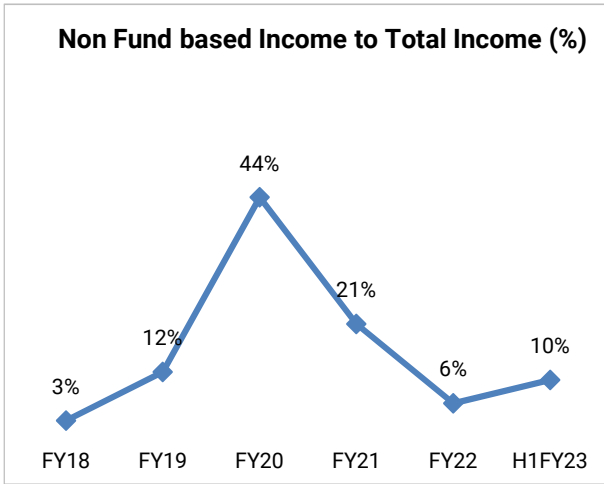
Robust financial performance and growth



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

IIFL Samasta Finance : Key ratios trends

Income, return, asset & leverage ratios



Note: H1FY23 numbers are annualized wherever applicable

Thank you

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