



January 30, 2023

<b>The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001. BSE Scrip Code: 532636</b>	<b>The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5<sup>th</sup> Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. NSE Symbol: IIFL</b>
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**Sub: Investor Presentation on Unaudited Financial Results for the quarter and nine month ended December 31, 2022**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the investor presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2022.

The said presentation has also been made available on the website of the Company, i.e. [www.iifl.com](http://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](mailto:csteam@iifl.com)  
Encl: as above

**CC:**  
Singapore Exchange Securities Trading Limited  
2, Shenton Way, #02-02, SGX Centre 1,  
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**IIFL Finance Limited**

**CIN No.: L67100MH1995PLC093797**

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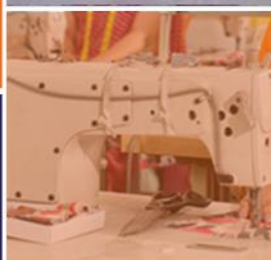
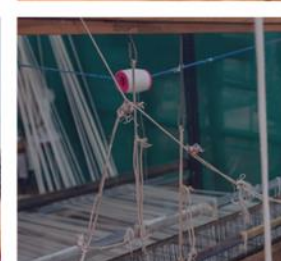
Regd. Office – IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane – 400604

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## Performance review

Quarter ended December, 2022  
(Q3FY23 and 9MFY23)



Bloomberg: IIFL IN  
January 30, 2023

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## Quarterly Snapshot (Consolidated)

Quarter net profit ₹423 Crore - up 37% yoy, 7% qoq; RoE at 17.9%

(₹ Cr)	Q3FY23	Q3FY22	YoY %	Q2FY23	QoQ %
Loan AUM	57,941	46,780	24%	55,302	5%
PPOP	772.7	611.3	26%	688.8	12%
PAT (pre NCI)	423.2	309.9	37%	397.1	7%
PAT (post NCI)	378.3	309.7	22%	379.6	(0%)
Gross NPA %	2.08%	2.79%	(0.7%)	2.42%	(0.3%)
Net NPA %	1.06%	1.47%	(0.4%)	1.22%	(0.2%)

**Interim dividend of 200% or ₹4 per share (on ₹2 paid up)**

Note:

1. NCI: non-controlling interest
2. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

Earnings per share

**₹10**

(Not annualized)

Book value per share

**₹225.6**

Return on Equity

**17.9%**

Return on Assets

**3.4%**

Capital Adequacy

NBFC

HFC

**21.5%**

**49.3%**

Net gearing

**3.2x**

Liquidity

**₹8,562 Cr**

## Quarterly Results (Consolidated)

*Income ₹1,339 - up 30% yoy, 8% qoq; PPOP ₹773 - up 26% yoy, 12% qoq*

₹ Cr	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q
Interest income	1,618.6	1,412.0	15%	1,538.9	5%
Interest expense	(809.5)	(772.8)	5%	(775.8)	4%
<b>Net interest income</b>	<b>809.1</b>	<b>639.2</b>	<b>27%</b>	<b>763.0</b>	<b>6%</b>
Non-fund based income	<b>530.3</b>	392.7	35%	476.6	11%
<b>Total income</b>	<b>1,339.4</b>	<b>1,032.0</b>	<b>30%</b>	<b>1,239.7</b>	<b>8%</b>
Operating expense	(566.7)	(420.7)	35%	(550.8)	3%
<b>Pre provision operating profit</b>	<b>772.7</b>	<b>611.3</b>	<b>26%</b>	<b>688.8</b>	<b>12%</b>
Loan losses & provision	(213.1)	(255.9)	(17%)	(196.0)	9%
Net Gain/(Loss) on Fair Value Changes	(4.4)	38.9	(111%)	36.6	(112%)
<b>Profit before tax</b>	<b>555.1</b>	<b>394.3</b>	<b>41%</b>	<b>529.4</b>	<b>5%</b>
<b>Profit after tax (pre minority)</b>	<b>423.2</b>	<b>309.9</b>	<b>37%</b>	<b>397.1</b>	<b>7%</b>
Minority Interest	(44.9)	(0.2)		(17.5)	
<b>Profit after tax (post minority)</b>	<b>378.3</b>	<b>309.7</b>	<b>22%</b>	<b>379.6</b>	<b>(0%)</b>
Total Comprehensive Income (post minority)	379.6	319.9	19%	405.1	(6%)
Book value per share (₹)	225.6	160.5		215.2	
Earnings per share (₹ not annualized)	10.0	8.2		10.0	

# Quarterly Income Analysis (Consolidated)

*Non fund income 40% of total income*

₹ Cr	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q
Loan book using risk capital	35,237	30,380	16%	33,582	5%
Securitized book	1,049	3,191	(67%)	1,580	(34%)
<b>Loan Book (Ind AS Balance sheet)</b>	<b>36,286</b>	<b>33,571</b>	<b>8%</b>	<b>35,162</b>	<b>3%</b>
Assigned assets	15,939	12,365	29%	15,438	3%
Co-lending book	5,716	845	577%	4,703	22%
<b>Assets under management</b>	<b>57,941</b>	<b>46,780</b>	<b>24%</b>	<b>55,302</b>	<b>5%</b>
₹ Cr	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q
Interest income	1,618.6	1,412.0	15%	1,538.9	5%
Interest expense	(809.5)	(772.8)	5%	(775.8)	4%
<b>NII at IndAS balance sheet loan book (A)</b>	<b>809.1</b>	<b>639.2</b>	<b>27%</b>	<b>763.0</b>	<b>6%</b>
Income from assigned assets	453.8	310.2	46%	418.3	8%
Other Income (Fee and commission income)	76.5	82.0	(7%)	58.3	31%
<b>Non-fund based income (B)</b>	<b>530.3</b>	<b>392.7</b>	<b>35%</b>	<b>476.6</b>	<b>11%</b>
<b>Total Income (A)+(B)</b>	<b>1,339.4</b>	<b>1,031.9</b>	<b>30%</b>	<b>1,239.7</b>	<b>8%</b>
<b>Fund Based: Non fund based ratio (%)</b>					
Fund based income	60%	62%		62%	
Non-fund based income	40%	38%		38%	

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

## Nine monthly Results (Consolidated)

*Income ₹3,768 - up 35% yoy; PPOP at ₹2,136, up 27% yoy*

₹ Cr	9MFY23	9MFY22	Y-o-Y
Interest income	4,589.8	3,999.3	15%
Interest expense	(2,361.3)	(2,217.8)	6%
<b>Net interest income</b>	<b>2,228.4</b>	<b>1,781.5</b>	<b>25%</b>
Non-fund based income	1,539.7	1,018.2	51%
<b>Total income</b>	<b>3,768.1</b>	<b>2,799.7</b>	<b>35%</b>
Operating expense	(1,632.6)	(1,123.3)	45%
<b>Pre provision operating profit</b>	<b>2,135.5</b>	<b>1,676.4</b>	<b>27%</b>
Loan losses & provision	(657.9)	(631.1)	4%
Net Gain/(Loss) on Fair Value Changes	40.8	71.1	(43%)
<b>Profit before tax</b>	<b>1,518.5</b>	<b>1,116.4</b>	<b>36%</b>
<b>Profit after tax (pre minority)</b>	<b>1,150.0</b>	<b>867.3</b>	<b>33%</b>
Minority Interest	(62.4)	(0.3)	
<b>Profit after tax (post minority)</b>	<b>1,087.5</b>	<b>866.9</b>	<b>25%</b>
Total Comprehensive Income (post minority)	1,116.3	858.9	30%
Book value per share (₹)	225.6	160.5	
Earnings per share (₹ not annualized)	28.6	22.9	

# Nine monthly Income Analysis (Consolidated)

*Non fund income 41% of total income*

₹ Cr	9MFY23	9MFY22	Y-o-Y
Loan book using risk capital	35,237	30,380	16%
Securitized book	1,049	3,191	(67%)
<b>Loan Book (Ind AS Balance sheet)</b>	<b>36,286</b>	<b>33,571</b>	<b>8%</b>
Assigned assets	15,939	12,365	29%
Co-lending book	5,716	845	577%
<b>Assets under management</b>	<b>57,941</b>	<b>46,780</b>	<b>24%</b>
₹ Cr	9MFY23	9MFY22	Y-o-Y
Interest income	4,589.8	3,999.3	15%
Interest expense	(2,361.3)	(2,217.8)	6%
<b>NII at IndAS balance sheet loan book (A)</b>	<b>2,228.4</b>	<b>1,781.5</b>	<b>25%</b>
Income from off book assets	1,321.0	816.6	62%
Other Income (Fee and commission income)	218.6	201.6	8%
<b>Non-fund based income (B)</b>	<b>1,539.7</b>	<b>1,018.2</b>	<b>51%</b>
<b>Total Income (A)+(B)</b>	<b>3,768.1</b>	<b>2,799.2</b>	<b>35%</b>
<b>Fund Based: Non fund based ratio (%)</b>			
Fund based income	59%	64%	
Non-fund based income	41%	36%	

# Consolidated Balance Sheet as at December 31, 2022

Total Equity at ₹9,911 Cr

ASSETS (₹ Cr)		Q2FY23
<b>1</b>	<b>Financial Assets</b>	
(a)	Cash and Bank Balances	5,594
(b)	Receivables	170
(c)	Loan Assets	36,234
(d)	Investments	3,683
(e)	Other financial assets	1,718
	<b>Total Financial Assets (A)</b>	<b>47,400</b>
<b>2</b>	<b>Non-Financial Assets</b>	
(a)	Current & Deferred tax assets (Net)	338
(b)	Property, Plant and Equipment etc.	869
(c)	Other non-financial assets	299
	<b>Total Non-Finance Assets (B)</b>	<b>1,507</b>
	<b>Total Assets (A)+(B)</b>	<b>48,906</b>

LIABILITIES AND EQUITY (₹ Cr)		Q2FY23
<b>1</b>	<b>Financial Liabilities</b>	
(a)	Payables	216
(b)	Borrowings	
	- NCDs	10,263
	- Bank Borrowings	21,760
	- Others	3,979
(c)	Other financial liabilities	2,547
	<b>Total Financial Liabilities (A)</b>	<b>38,765</b>
<b>2</b>	<b>Non-Financial Liabilities (B)</b>	<b>230</b>
<b>3</b>	<b>Equity</b>	<b>9,911</b>
(a)	Equity share capital	76
(b)	Other Equity	8,669
	<b>Shareholder's Equity (C)</b>	<b>8,745</b>
	<b>Non Controlling Interest (D)</b>	<b>1,166</b>
	<b>Total Liabilities and Equity (A)+(B)+(C)+(D)</b>	<b>48,906</b>

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# Key business metric - Loan AUM growth

Core loan products AUM has grown at 25% CAGR

## Latest quarter

Loan AUM (₹ Cr)	Q3FY23	Mix %	Q3FY22	YoY %	Q2FY23	QoQ %
Home Loan	20,389	35%	16,495	24%	19,681	4%
Gold Loan	18,284	32%	14,606	25%	17,832	3%
Loan against property	6,186	11%	5,415	14%	5,986	3%
Digital Loan	1,996	3%	1,715	3%	1,999	(1%)
Microfinance	7,834	14%	5,062	55%	6,724	17%
<b>Core Business</b>	<b>54,689</b>	<b>95%</b>	<b>43,293</b>	<b>26%</b>	<b>52,221</b>	<b>5%</b>
CRE & others	2,705	5%	2,783	(3%)	2,593	4%
Capital Market	546	1%	704	(22%)	488	12%
<b>Total</b>	<b>57,941</b>		<b>46,780</b>	<b>24%</b>	<b>55,302</b>	<b>5%</b>

Subsidy ₹260cr was received in last quarter, netted from Loan AUM

RBI Sep'22 guidelines impacted origination from digital partners

MFI Industry has been witnessing robust growth

New CRE loans are from HFC for construction of approved projects

## Key business metrics

### Loan AUM growth

Portfolio Yield

Cost of borrowing

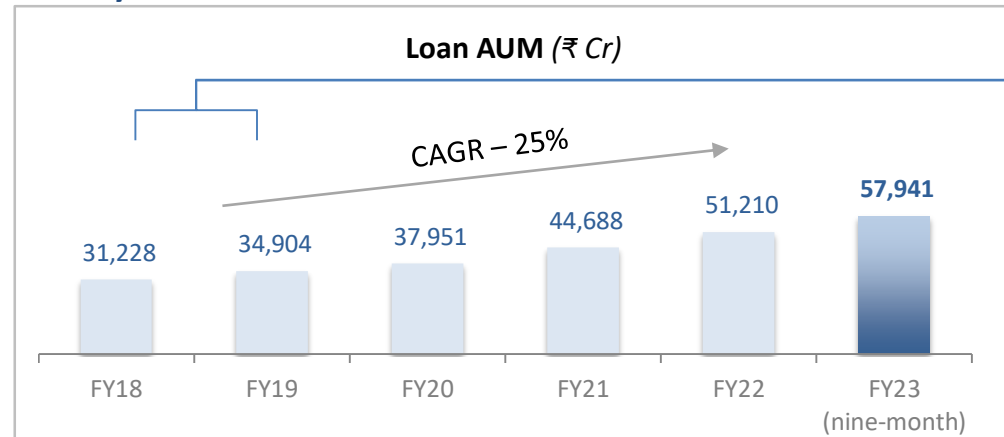
Asset quality

Profitability

Capital & gearing

Liquidity

## Last 5 years



Commercial vehicles business (₹3,620 Cr) was divested in FY19

# Key business metric – Portfolio yield

*Yield is improving with focus on small ticket granular loans*

## Latest quarter

Portfolio yield %	Q3FY23	Q3FY22	YoY %	Q2FY23	QoQ %
Home Loan	10.9%	10.1%	0.87%	10.6%	0.36%
Gold Loan	17.8%	17.4%	0.38%	17.5%	0.34%
Loan against property	16.8%	14.1%	2.65%	16.1%	0.74%
Digital Loan	22.7%	20.5%	2.17%	21.9%	0.75%
Microfinance	23.3%	22.0%	1.27%	22.4%	0.88%
<b>Core Business</b>	<b>16.1%</b>	<b>14.9%</b>	<b>1.27%</b>	<b>15.6%</b>	<b>0.59%</b>
CRE & others	15.5%	14.7%	0.75%	15.3%	0.11%
Capital Market	12.4%	11.8%	0.57%	12.3%	0.07%
<b>Total</b>	<b>16.1%</b>	<b>14.8%</b>	<b>1.26%</b>	<b>15.5%</b>	<b>0.56%</b>

Focus on small ticket lap has let to increase in yields

Post RBI liberalization, yield is improving

## Key business metrics

Loan AUM growth

**Portfolio Yield**

Cost of borrowing

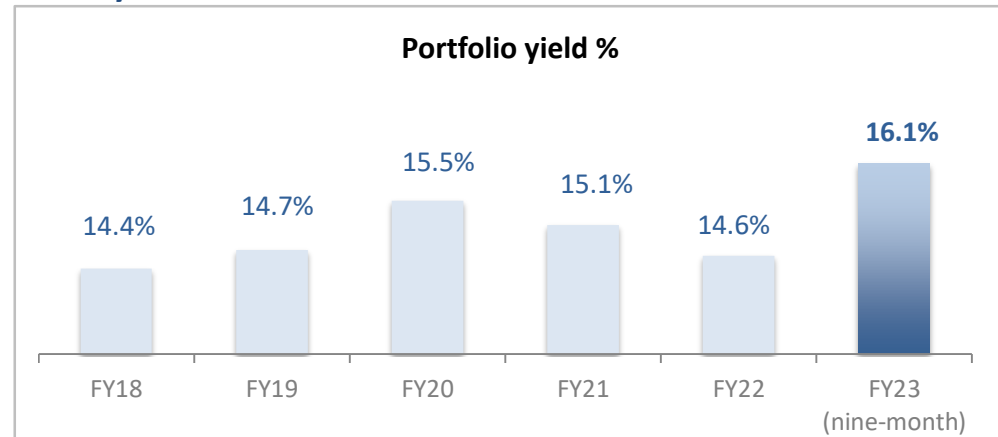
Asset quality

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Liquidity

## Last 5 years



There has been a systemic interest rate increase across all sectors

# Key business metric – Cost of borrowing

## Latest quarter

Cost of borrowing %	Q3FY23	Q3FY22	YoY %	Q2FY23	QoQ %
<b>Total Borrowings (Consol)</b>	<b>36,001</b>	<b>33,669</b>	<b>7%</b>	<b>34,765</b>	<b>4%</b>
- IIFL Finance Standalone	15,015	16,246	(8%)	15,273	(0%)
- IIFL Home Finance	14,965	13,619	10%	14,415	4%
- IIFL Samasta Finance	5,796	4,987	36%	5,605	3%
<b>Cost of Funds %</b>	<b>8.79%</b>	<b>8.69%</b>	<b>0.10%</b>	<b>8.63%</b>	<b>0.16%</b>
- IIFL Finance Standalone	8.99%	8.70%	0.29%	8.88%	0.11%
- IIFL Home Finance	8.24%	8.11%	0.12%	8.09%	0.15%
- IIFL Samasta Finance	10.03%	9.82%	0.21%	9.86%	0.17%

Despite repo rate increase of 2.25%, cost of fund rise has been marginal

## Key business metrics

Loan AUM growth

Portfolio yield

**Cost of borrowing**

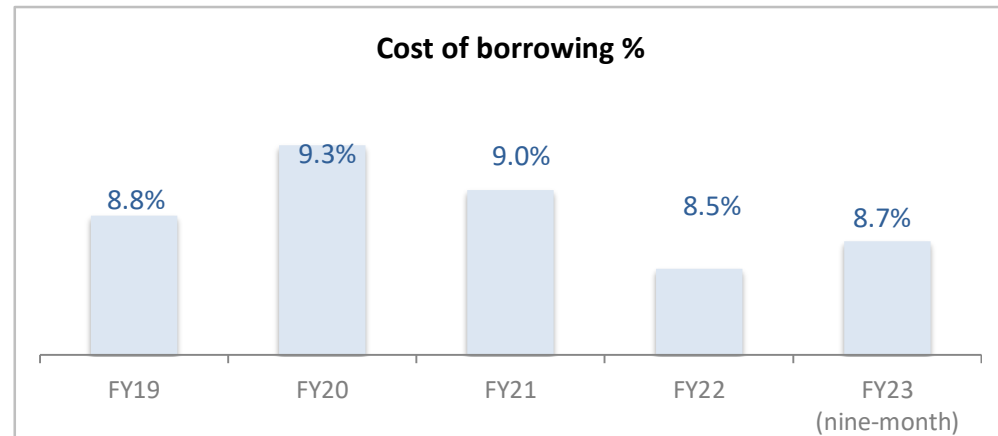
Asset quality

Profitability

Capital & gearing

Liquidity

## Last 5 years



- 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 metric – Asset quality

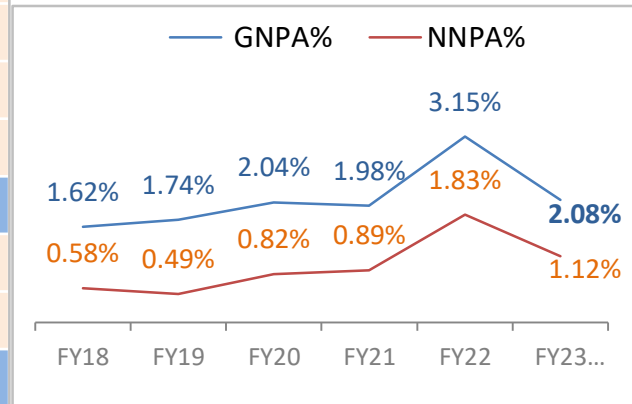
*Non performing assets have consistently been lower than the peer group through cycles*

## Latest quarter

GNPA %	Q3FY23	Q3FY22	YoY %	Q2FY23	QoQ %
Home Loan	2.16%	1.79%	0.37%	2.44%	(0.28%)
Gold Loan	0.84%	0.93%	(0.09%)	0.83%	0.01%
Loan against property	3.90%	4.14%	(0.24%)	4.26%	(0.36%)
Digital Loan <sup>1</sup>	3.34%	5.94%	(2.60%)	4.24%	(0.90%)
Microfinance	2.65%	3.65%	1.00%	3.50%	(0.85%)
<b>Core Business</b>	<b>2.25%</b>	<b>2.75%</b>	<b>(0.50%)</b>	<b>2.62%</b>	<b>(0.37%)</b>
CRE	0.39%	3.67%	(3.28%)	0.40%	(0.01%)
Capital Market	0.00%	0.00%	-	0.00%	-
<b>Total</b>	<b>2.08%</b>	<b>2.79%</b>	<b>(0.71%)</b>	<b>2.42%</b>	<b>(0.34%)</b>

Reported GNPA spike for FY22 is due to change in NPA recognition norms pursuant to RBI circular

## Last 5 years



## 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	10,335	542	538	252	11,667	1.3%	9.5%	44.0%	101.4	307.8
Business Loans	5,509	473	634	253	6,869	2.6%	13.5%	48.3%	99.2	361.1
Gold Loans	6,484	656	839	68	8,047	0.7%	0.8%	16.2%	44.3	67.2
Microfinance	5,847	113	321	171	6,452	2.0%	5.2%	68.6%	104.1	251.1
CRE	2,073	371	250	10	2,705	8.6%	12.2%	67.7%	54.4	247.0
Capital Market	508	16	23	0	546	0.4%	1.9%	0.0%	1.9	2.7
<b>Total</b>	<b>30,756</b>	<b>2,171</b>	<b>2,604</b>	<b>754</b>	<b>36,286</b>	<b>2.1%</b>	<b>7.3%</b>	<b>48.9%</b>	<b>405.3</b>	<b>1,236.8</b>

1. Excluding discontinued business

# Key business metric – Profitability

*Net profit has grown at CAGR of 21%, despite covid & liquidity squeeze periods*

## Latest quarter

(₹ Cr)	Q3FY23	Q3FY22	YoY %	Q2FY23	QoQ %
Total Income <sup>1</sup>	1,339.4	1,032.0	30%	1,239.7	8%
NIM %	9.21%	7.29%	1.92%	8.93%	0.28%
Operating cost	(566.7)	(420.7)	35%	(550.8)	3%
PPOP	772.7	611.3	26%	688.8	12%
PAT (pre NCI)	423.2	309.9	37%	397.1	7%
PAT (post NCI)	378.3	309.7	22%	379.6	(0%)
<b>Cost to Income %</b>	<b>42%</b>	<b>39%</b>	<b>3.17%</b>	<b>43%</b>	<b>0.71%</b>

Full accounting impact ADIA equity infusion in Q2 in sub of ₹2,200cr

## Key business metrics

Loan AUM growth

Portfolio Yield

Cost of borrowing

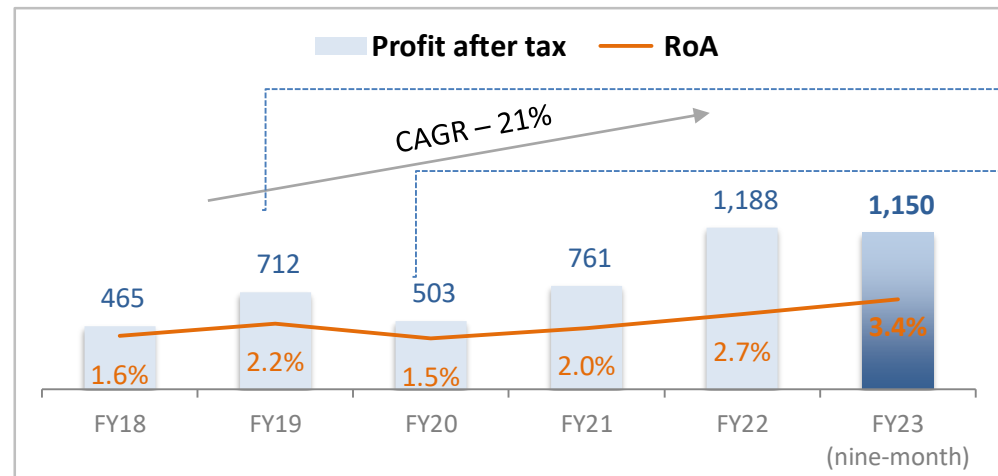
Asset quality

**Profitability**

Capital & gearing

Liquidity

## Last 5 years



FY19 profits included ₹105 cr non-recurring gain on sale of CV business

FY20 profits were impacted by Covid provisions

Note:

1. Excluding fair value changes
2. Abbreviations used –PPOP: Pre-provision operating profit, NCI: non-controlling interest, ROA: Return on Asset

# Key business metric – Capital & gearing

*Robust financials with capital adequacy at over 20% and gearing close to 3x*

## Latest quarter

(₹ Cr)	Q3FY23	Q3FY22	YoY %	Q2FY23	QoQ %
<b>Networth (Excl. Minority)</b>	8,571	6,089	41%	8,172	5%
<b>CRAR %</b>					
<b>IIFL Finance (Standalone)</b>	<b>21.5%</b>	<b>25.4%</b>	<b>(3.89%)</b>	<b>21.7%</b>	<b>(0.24%)</b>
- Tier 1	13.8%	18.0%	(4.17%)	14.0%	(0.19%)
- Tier 2	7.7%	7.4%	0.28%	7.7%	(0.05%)
<b>IIFL Home Finance</b>	<b>49.3%</b>	<b>31.4%</b>	<b>(17.59%)</b>	<b>52.0%</b>	<b>(2.76%)</b>
- Tier 1	40.7%	22.1%	18.64%	43.2%	(2.43%)
- Tier 2	8.5%	9.6%	(1.05%)	8.9%	(0.33%)

ADIA invested ₹2200cr for a 20% stake in the the HFC.

Well above the statutory threshold of 15% CRAR.

## Key business metrics

Loan AUM growth

Portfolio Yield

Cost of borrowing

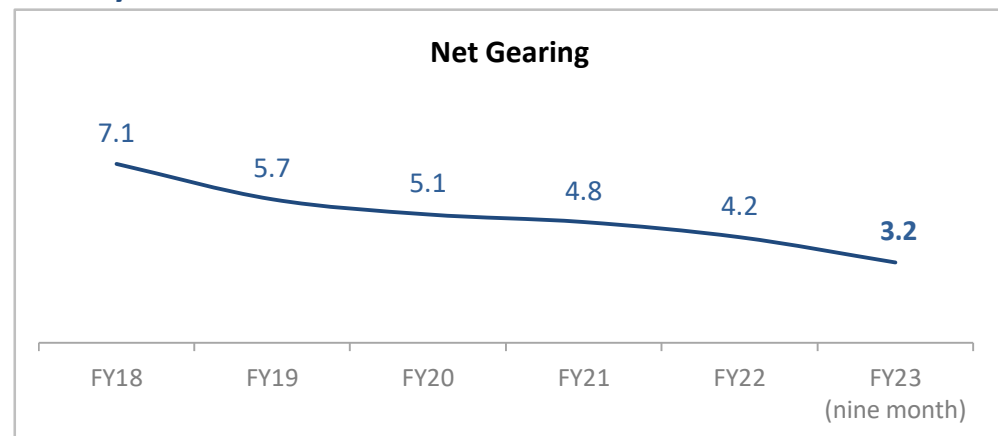
Asset quality

Profitability

## Capital & gearing

Liquidity

## Last 5 years

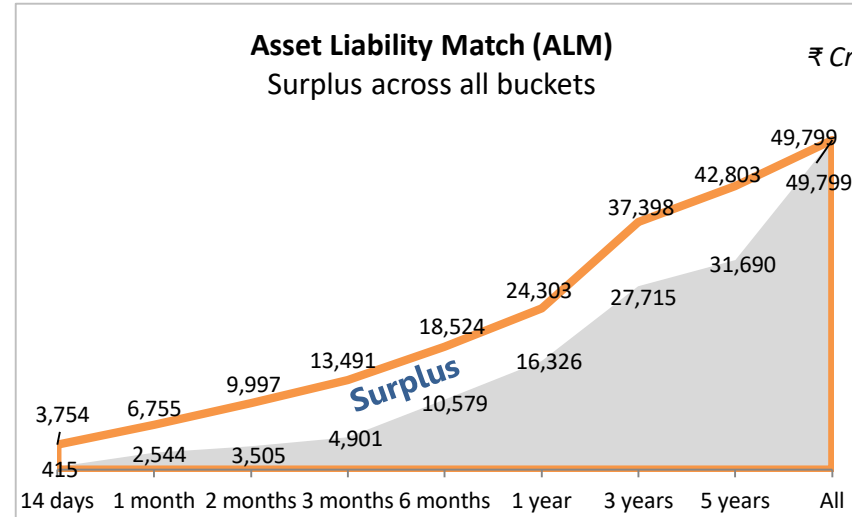


Note: Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

# Key business metric – Liquidity

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

## Latest quarter



There is surplus in every bucket & no ALM mismatch in any bucket

## Key business metrics

Loan AUM growth

Portfolio Yield

Cost of borrowing

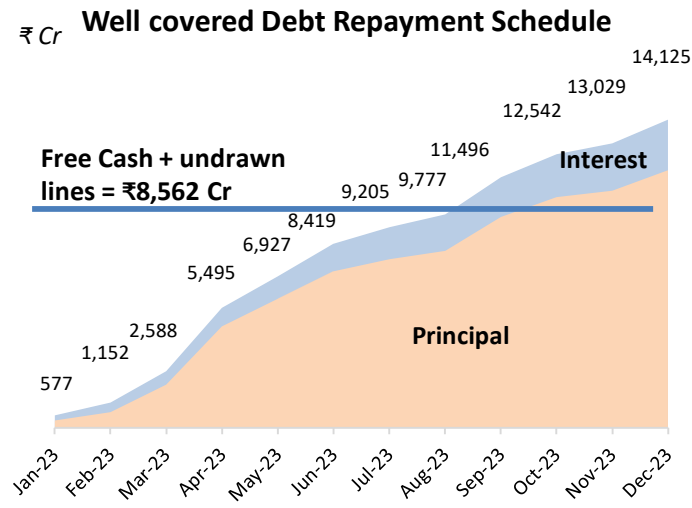
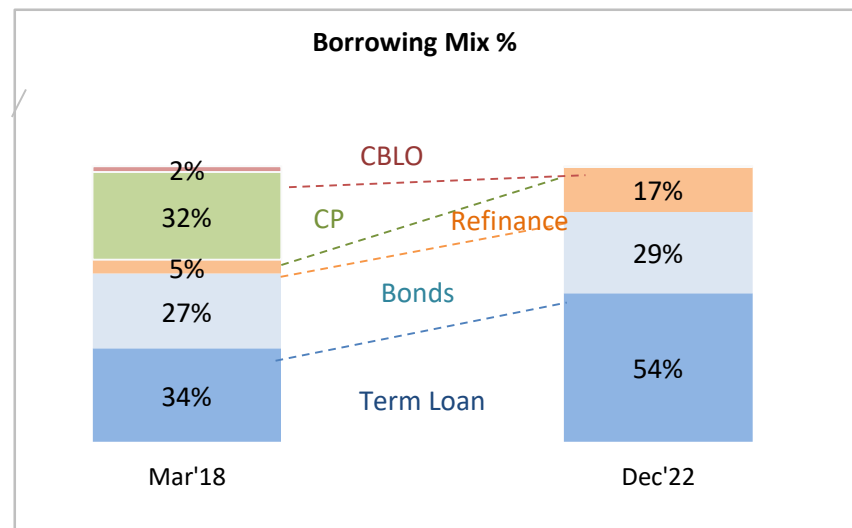
Asset quality

Profitability

Capital & gearing

**Liquidity**

## Last 5 years



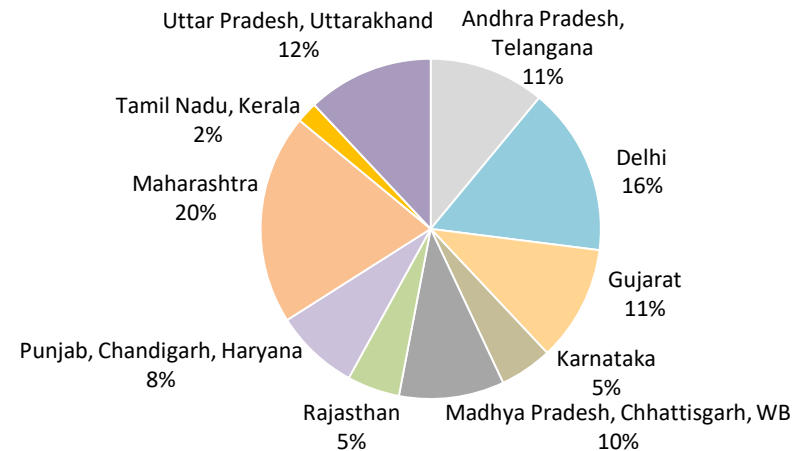
Financial Performance Q3FY23 and 9MFY23	3 - 8
Key Business Metrics	10 – 16
<b>Business Segments Overview</b>	<b>18 – 28</b>
Corporate, Strategy and Others	30 – 39
Financials of the Subsidiaries	41 – 54
Link to download databook	55

# Home loan – Product overview

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

- ✓ Primary focus on **affordable** and non-metro customers.
- ✓ **71%** 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**
- ✓ **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**

**Distribution of AUM as at December 31, 2022 (₹ Cr)**



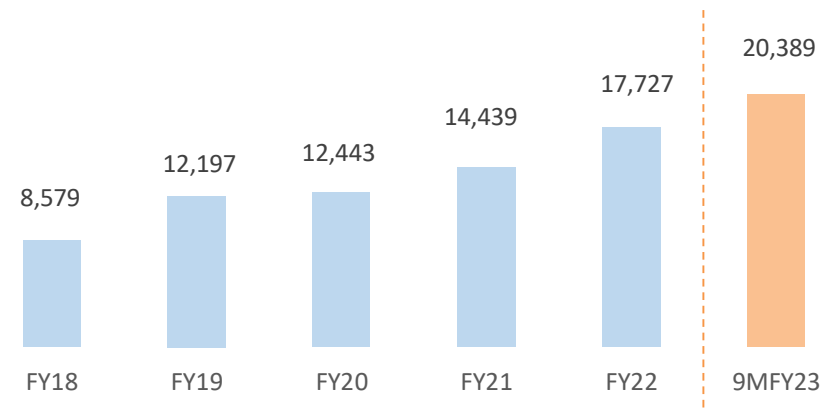
**Onboarding Average Ticket Size**  
₹ 13.0 Lakhs

**Tenor**  
up to 20 years

**Loan to Value**  
72%

**Salaried / Self employed**  
65% / 35%

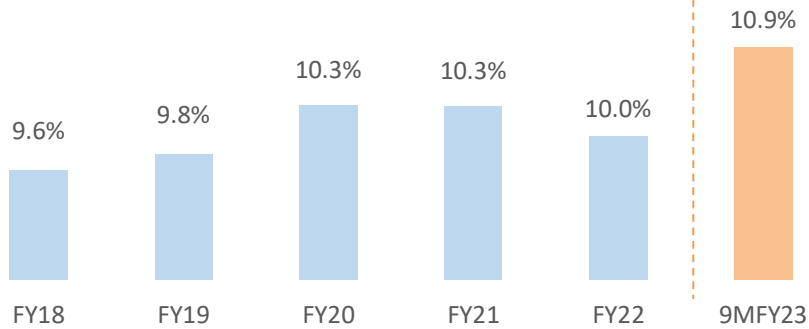
**Asset Under Management (₹ Cr)**



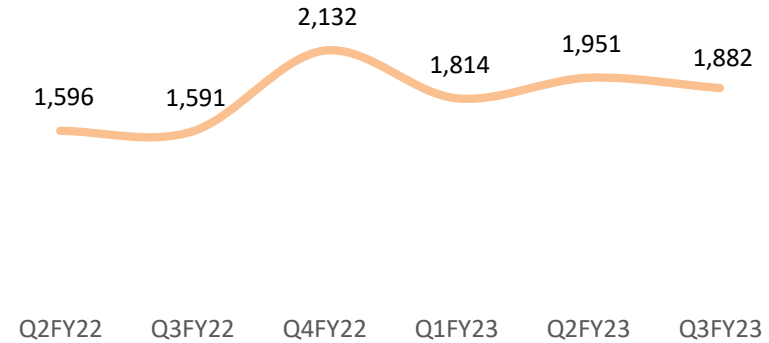
# Home loan – financial overview

*Improving yields and asset quality*

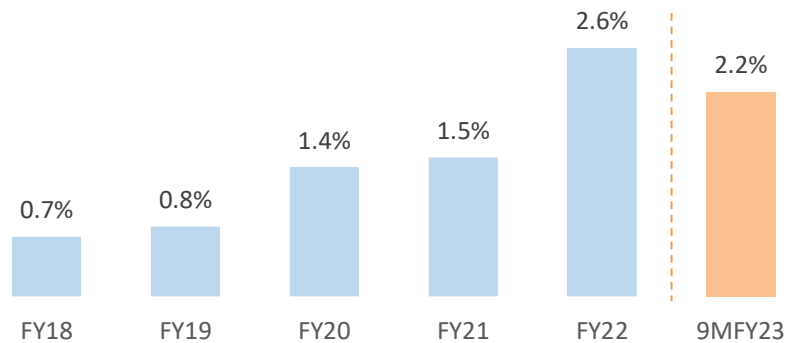
**Portfolio Yield (%)**



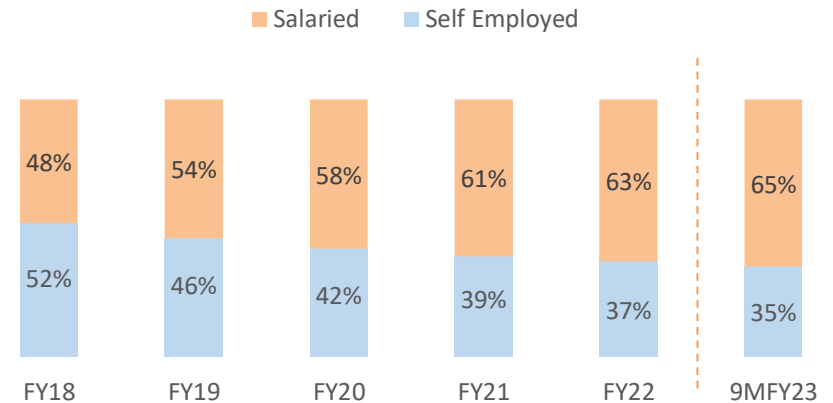
**Quarterly Disbursements (₹ Cr)**



**GNPA (%)**



**Salaried and Self Employed Mix (%)**



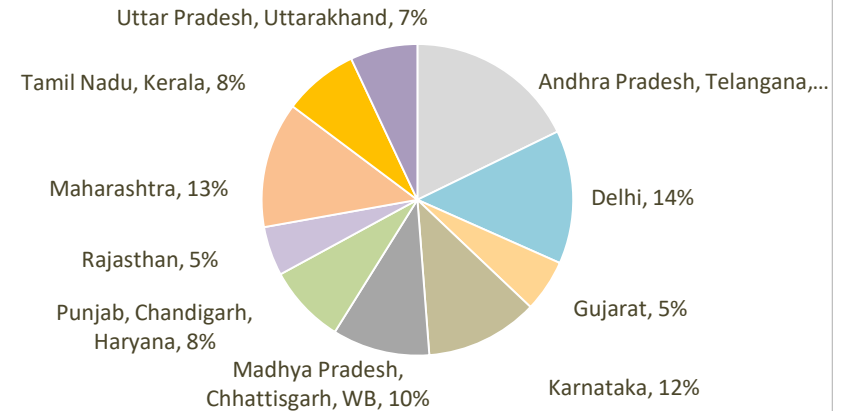
GNPA on AUM stood at 1.63% as on December 31, 2022

# Loan Against Property (LAP) – product overview

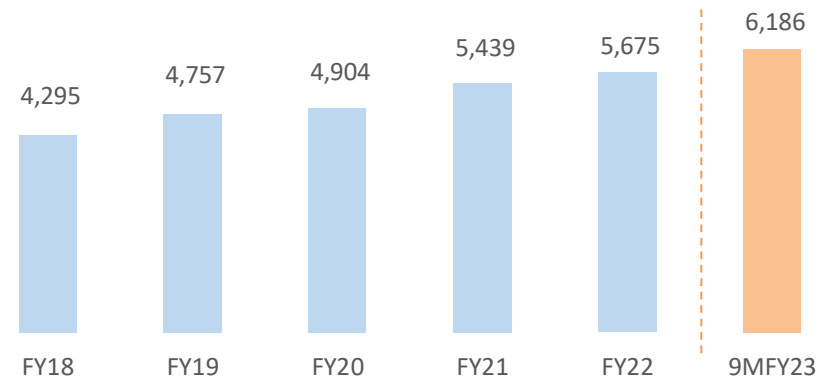
*Focus on digital lending to MSME sector and individuals*

- ✓ 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
- ✓ **Market Opportunity:** The Indian LAP market is forecasted to grow at a CAGR of 14% in value terms to reach USD 857.87 billion by FY26

**Distribution of AUM as at December 31,2022 (₹ Cr)**



**Asset Under Management (₹ in Cr)**



**Active Customer Count**  
0.8 Lakhs

**Tenor**  
up to 12 years

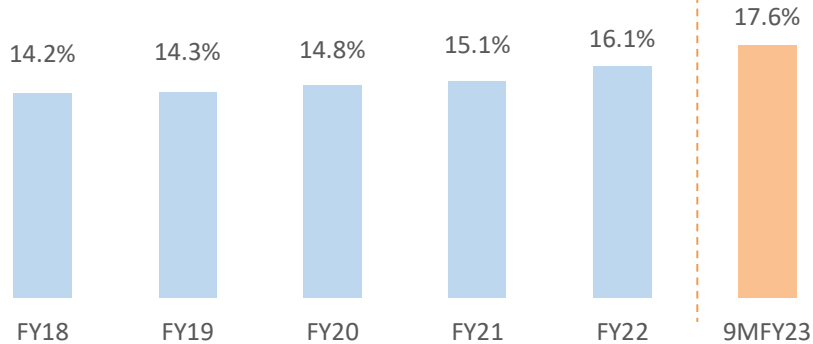
**Customer Addition (9MFY23)**  
0.3 Lakhs

**Salaried / Self employed**  
17% / 83%

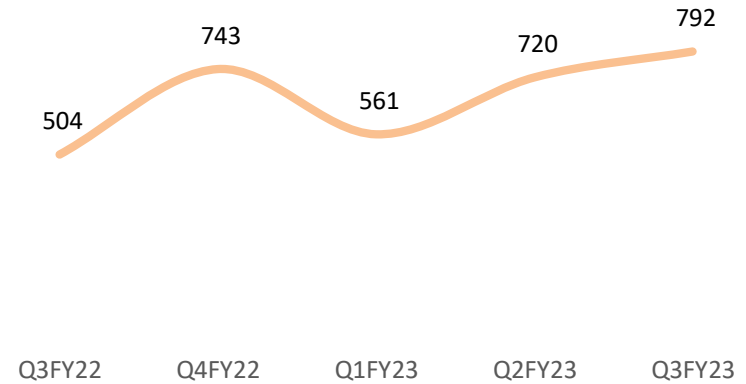
# Loan Against Property (LAP) – financial overview

*Improving yields and asset quality; disbursements turning granular*

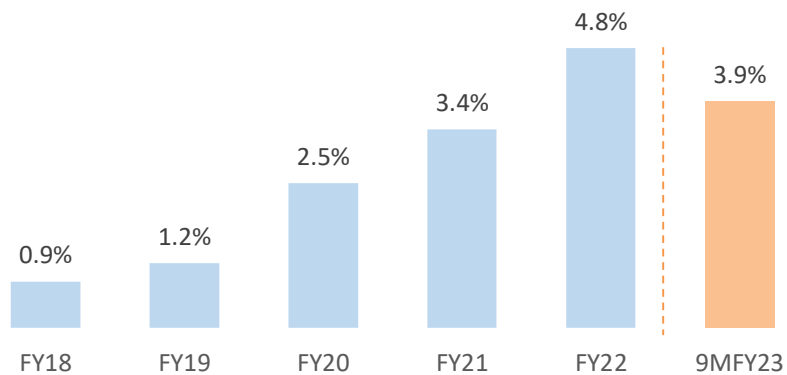
**Portfolio Yield (%)**



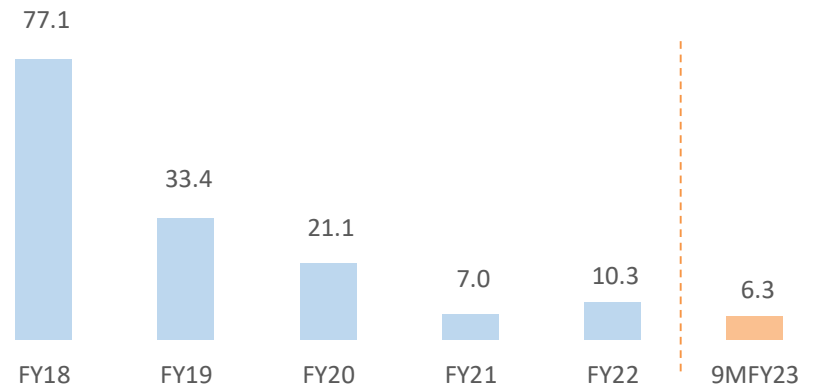
**Quarterly Disbursements (₹ Cr)**



**GNPA (%)**



**Onboarding Average Ticket Size (₹ Lakhs)**

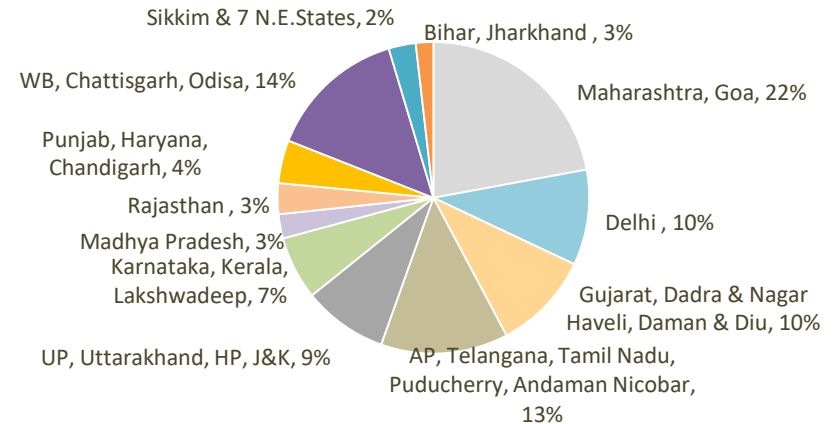


# Digital loan – product overview

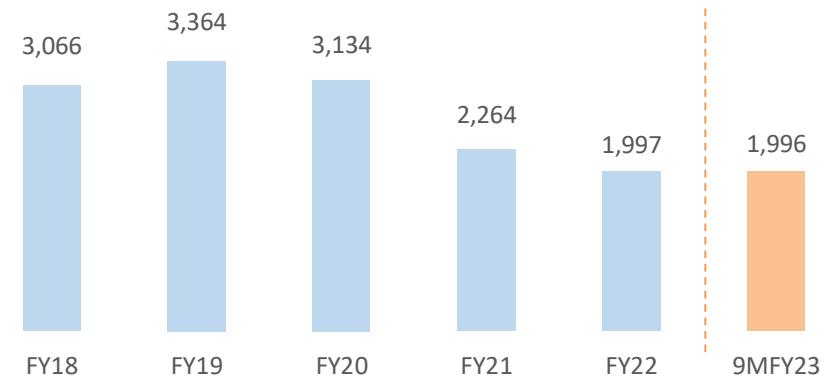
*Focus on digital lending to MSME sector and individuals*

- ✓ 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
- ✓ **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

**Distribution of AUM as at December 31,2022 (₹ Cr)**



**Asset Under Management (₹ in Cr)**



**Active Customer Count**  
3.0 lakhs

**Tenor**  
up to 12 years

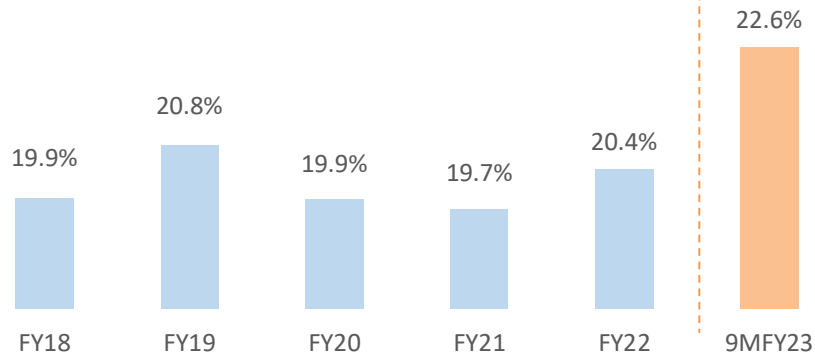
**Customer Addition**  
0.8 lakhs

**CGTMSE Coverage**  
3%

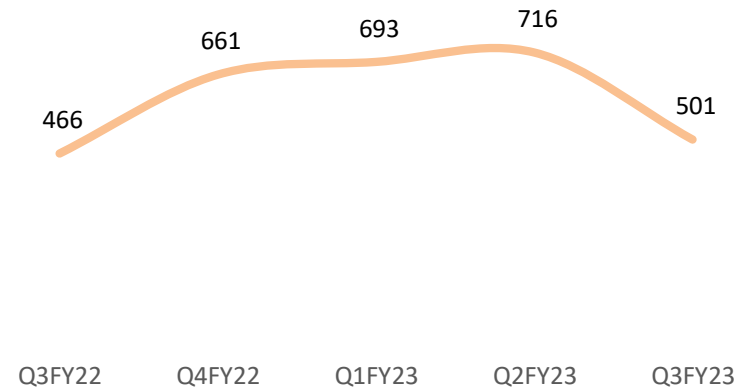
# Digital Loan – financial overview

*Improving yields and asset quality; disbursements turning granular*

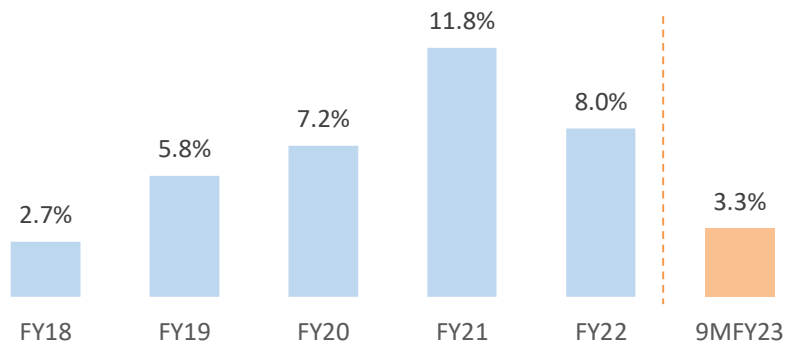
**Portfolio Yield (%)**



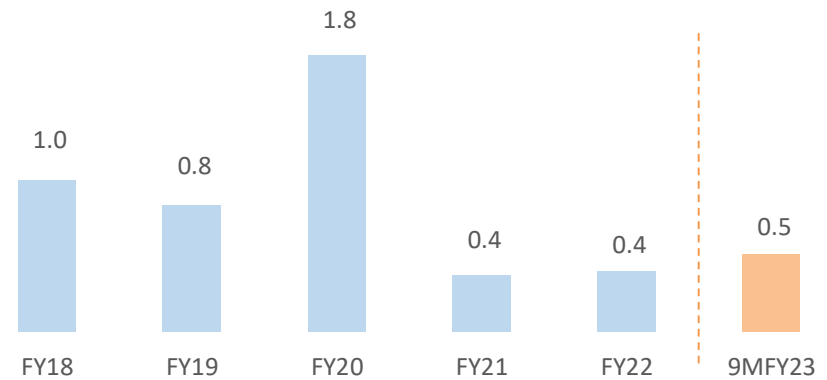
**Quarterly Disbursements (₹ Cr)**



**GNPA (%)**



**Onboarding Average Ticket Size (₹ lakhs)**

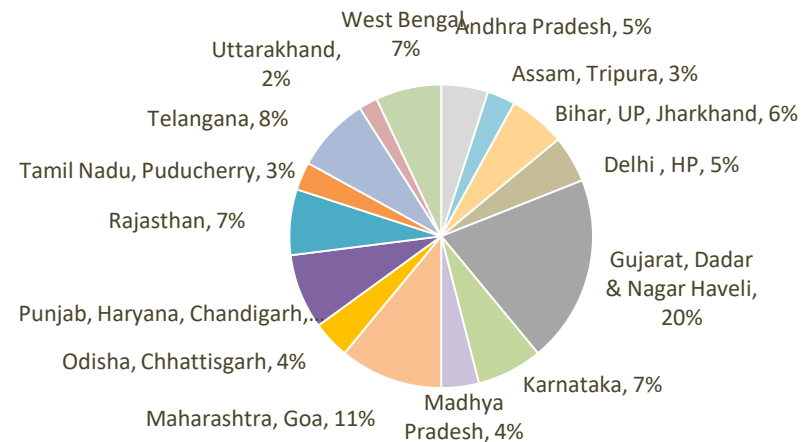


# Gold loans – product overview

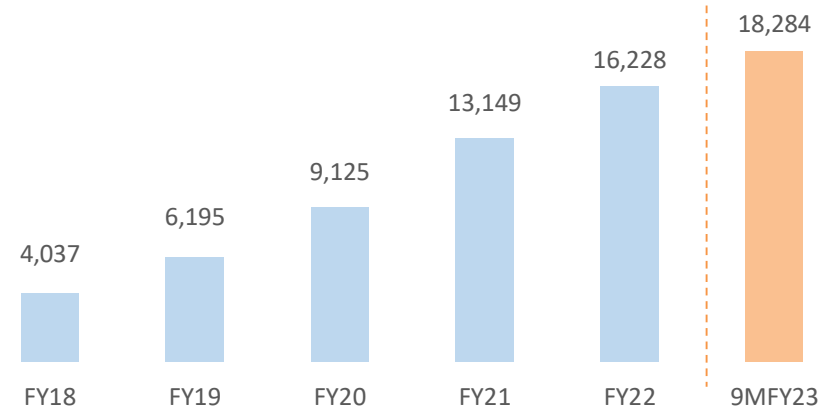
*Secured low-risk short term loans to neighborhood customers*

- ✓ 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 December 31, 2022 (₹ Cr)**



**Asset Under Management (₹ Cr)**



**Tenor**  
~2 years

**Footprint**  
1,386 towns/cities

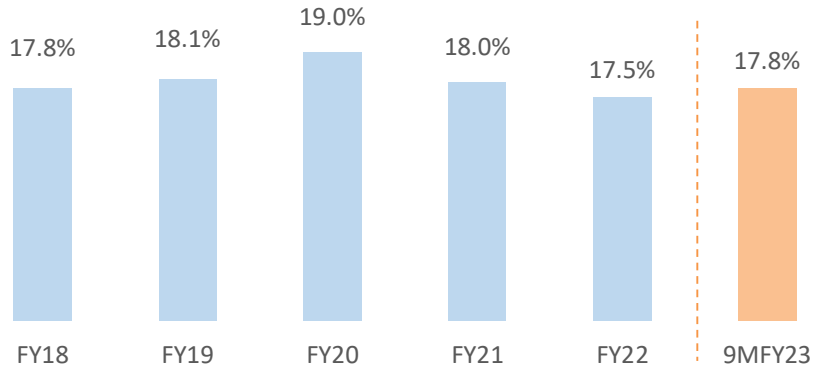
**Onboarding Average Ticket Size**  
₹ 0.60 Lakh

**Onboarding LTV%**  
~70%

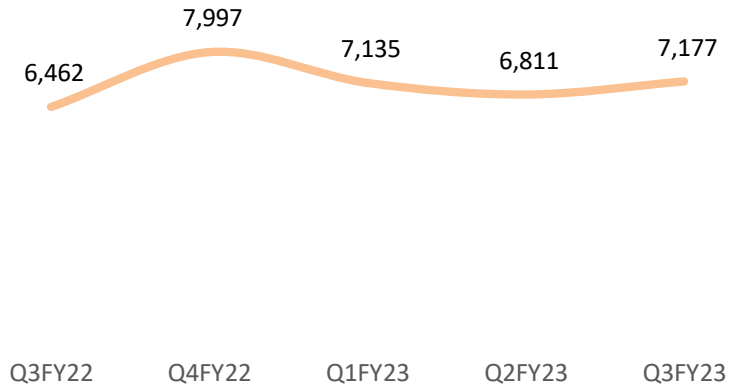
# Gold loans – financial overview

*Stable yields and asset quality*

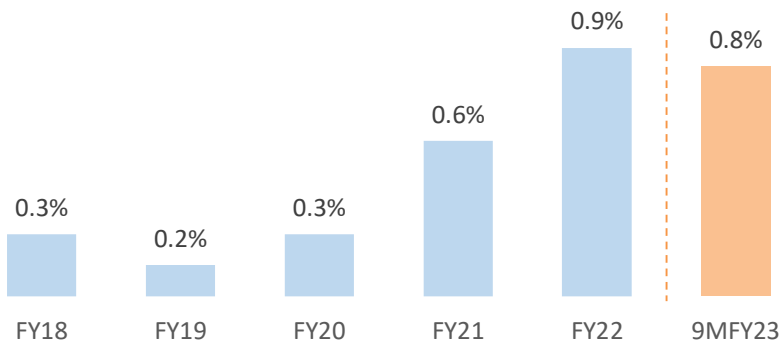
**Portfolio Yield (%)**



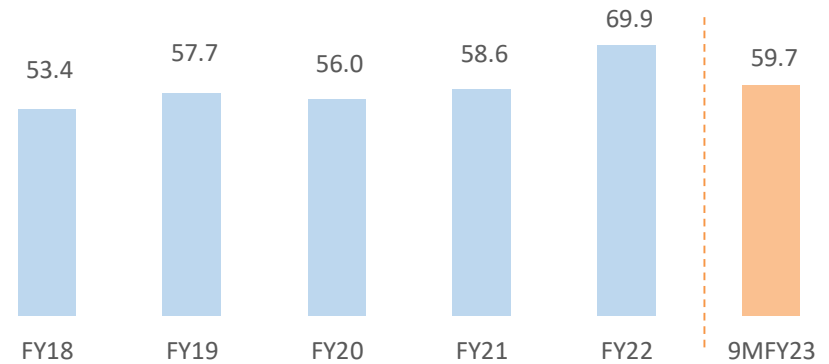
**Quarterly Disbursements (₹ Cr)**



**GNPA (%)**



**Onboarding Average Ticket Size (₹ '000)**



# 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

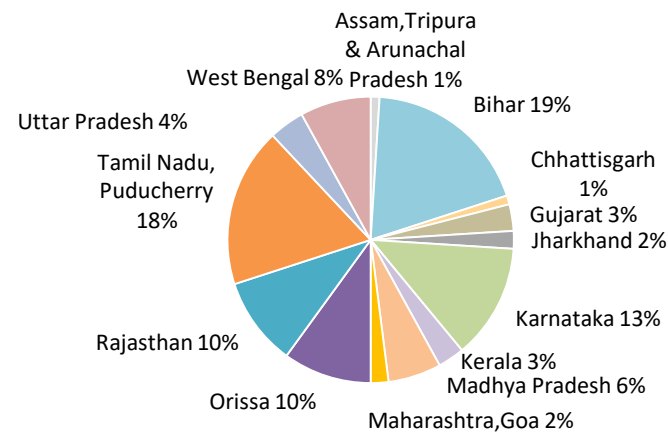
**Active Customers**  
20.7 Lakhs

**Tenor**  
~2 years

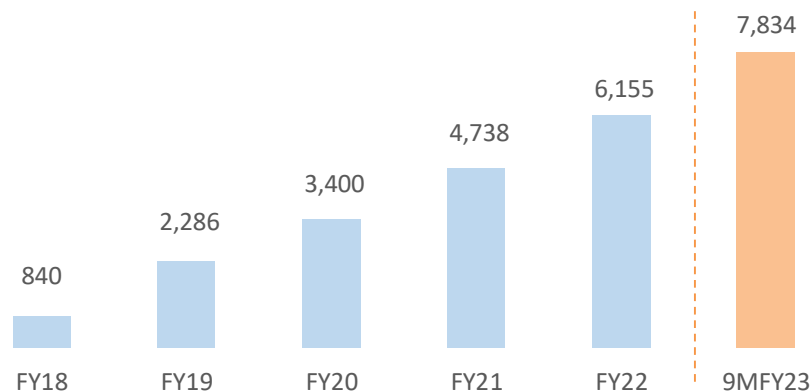
**100%**  
Credit linked insurance

**States / Districts**  
18/ 322

**Distribution of AUM as at December 31,2022 (₹ Cr)**



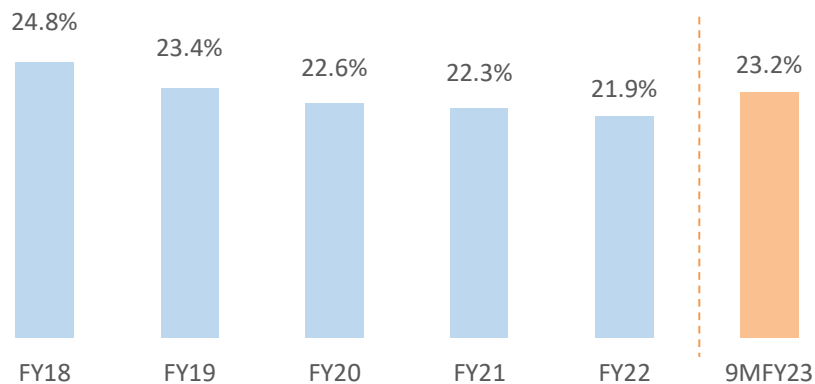
**Asset Under Management (₹ Cr)**



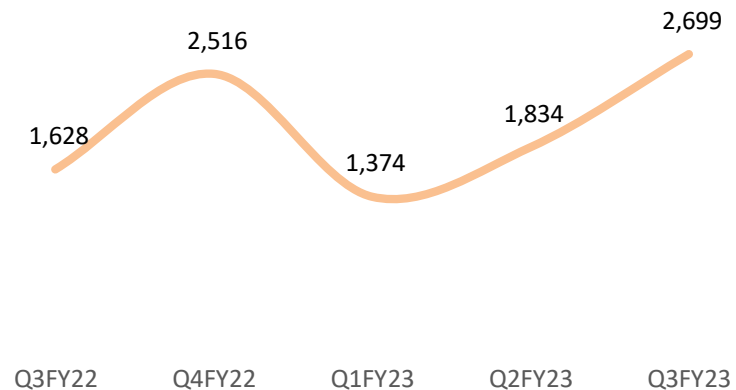
# Microfinance loans – financial overview

*Improving yields and asset quality; disbursements picking up*

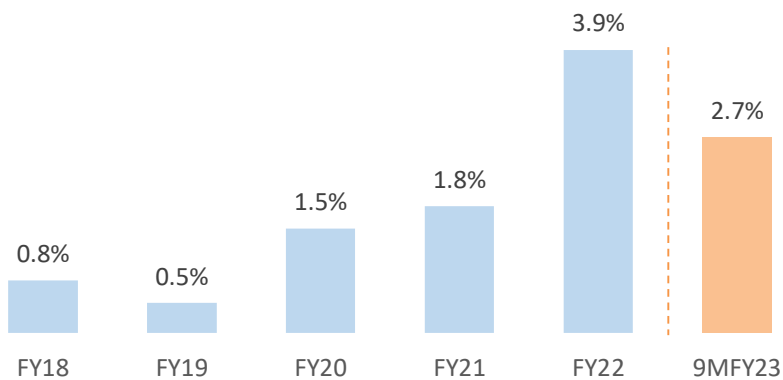
**Portfolio Yield (%)**



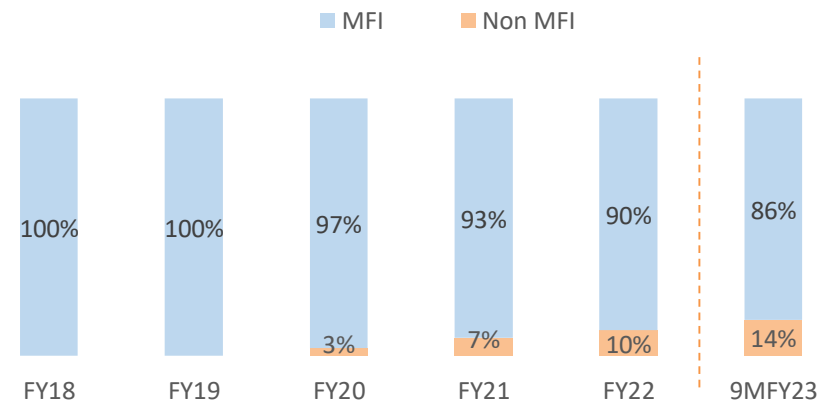
**Quarterly Disbursements (₹ Cr)**



**GNPA (%)**



**MFI - Non MFI Loan Mix (%)**



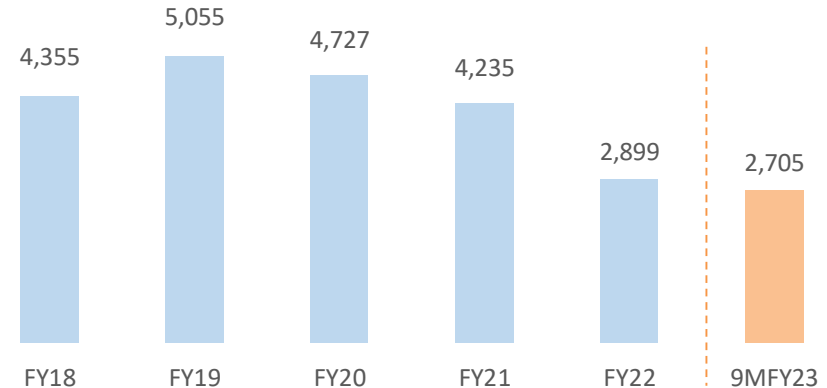
# Construction Real Estate (CRE) & Capital Market

*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.

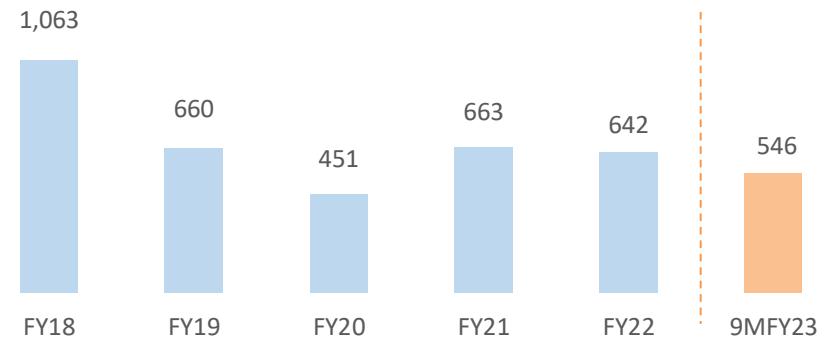
**CRE Asset Under Management (₹ Cr)**



## 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.

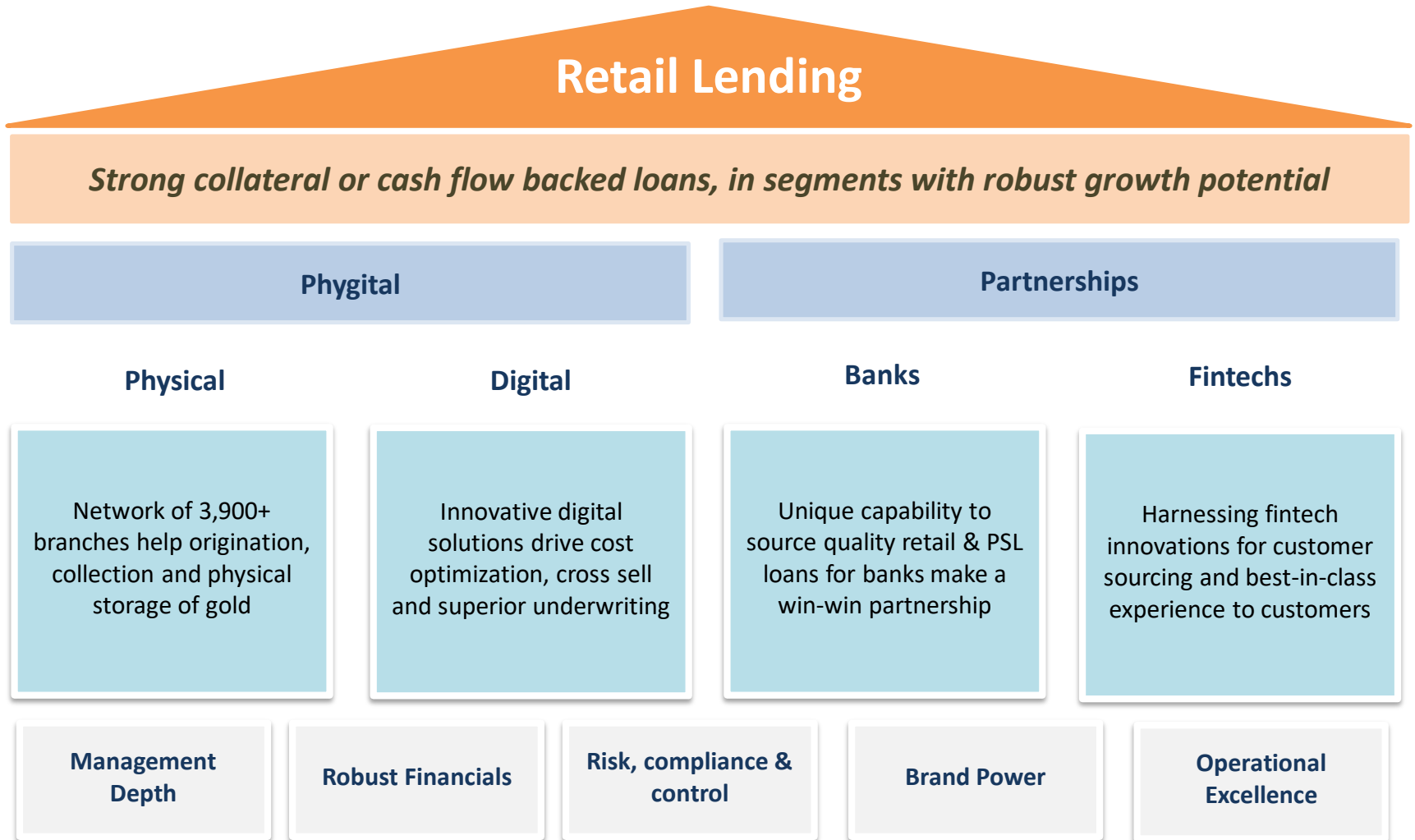
**Capital Market  
Asset Under Management (₹ Cr)**



Financial Performance Q3FY23 and 9MFY23	3 - 8
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<b>Corporate, Strategy and Others</b>	<b>30 – 39</b>
Financials of the Subsidiaries	41 – 54
Link to download databook	55

# 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 Home Loan



Home Loan and MSME LAP



Gold Loan



MSME LAP



Gold Loan Microfinance



Home Loan and MSME LAP



Gold Loan



Gold Loan



Gold Loan



Gold Loan

Home Loan



Gold Loan



Home Loan

## New Tie-ups (Q3FY23)



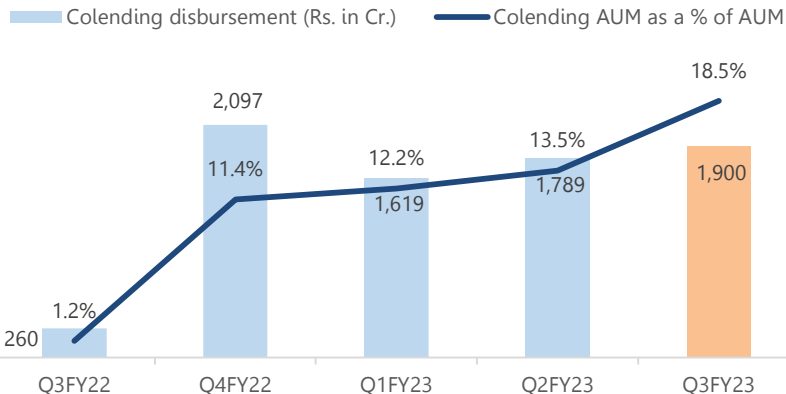
Gold Loan



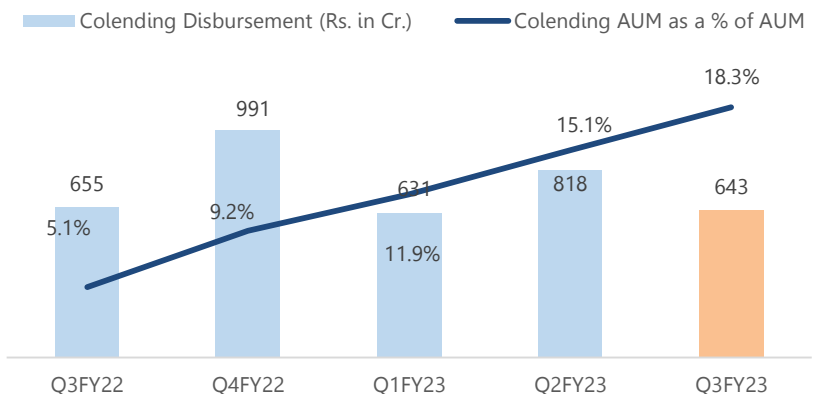
Home Loan & MSME LAP

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

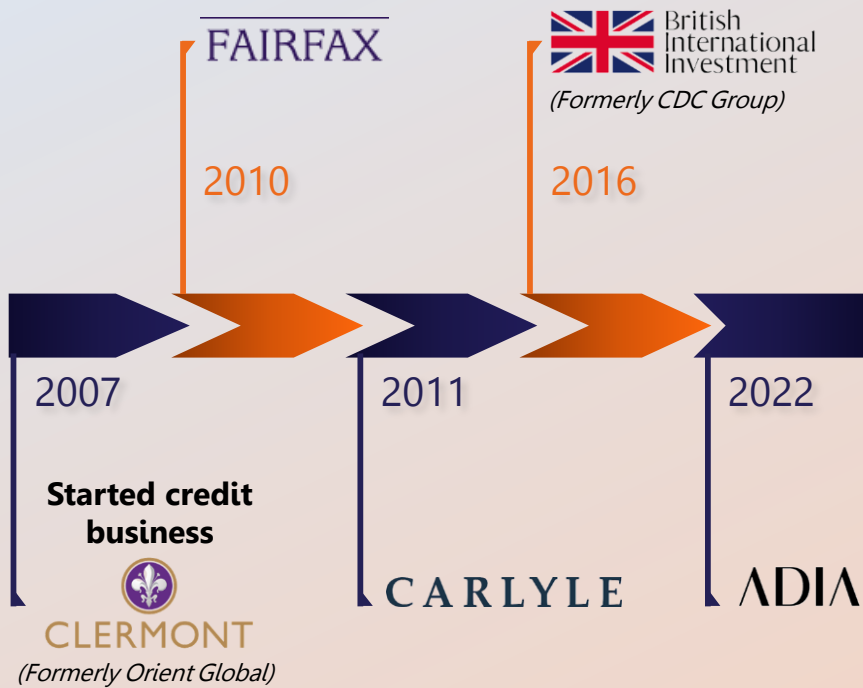
### Gold Loans



### Home Loans



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



Shareholding Pattern	% holding
Promoters	24.9
Institutional Investors	53.6
Fairfax	22.3
Capital Group	8.0
Bank Muscat India Fund	3.3
Vanguard	2.9
Ward Ferry	2.8
Bavaria Industries Group	1.5
Life Insurance Corporation of India	1.5
Nomura	1.4
Abakkus	1.2
Morgan Stanley	0.9
Public & Others	21.6

As on 30<sup>th</sup> Dec, 2022

## 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 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



### **Kapish Jain**

Chief Financial Officer  
*Chartered Accountant*

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

## IIFL Home Finance



### **Monu Ratna**

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

### 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**.

## 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

- **70%** of gold loan disbursed are of less than ₹ 50,000 value
- **51%** of loans given till date are to small businesses
- **84%** of the branches are located in tier II, III cities and rural areas



BUSINESS  
LOAN

- **74%** of the Unsecured MSME loans given are of less than ₹ 1 Million
- **43%** of unsecured loans are to borrowers who are new to credit



HOME LOAN

- **68,500+** families benefitted under CLSS and 1600+ Cr. subsidy provided till date
- **85,700+** loans given to the informal segment
- **60%** loans given to female owners/co-owners
- **1,89,500+** loans to first time home buyers



MICRO-  
FINANCE

- Small-ticket loans for purpose of income generation activities
- **20.7 lakhs+** families benefitted in **17** states with financial intervention
- **13,400+** dairy farmers supported through **21** cattle health centers in **3** States.

## CSR projects continue amid covid with creative use of technology

### Phulwari – Maa Bari (Rajasthan)

IIFL Foundation has taken a lead to collaborate with the Government of Rajasthan (TAD department) for transforming Maa Bari centers as a 'Child Friendly Model Maa Bari Centre'

- Enhance the academic learning of the students through introduction of 'Digital Tools' (TV & Android Tablet)
- Access to healthy sanitation facility
- Development of play area and upgrading Maa Bari as a 'Green Structure' through installation of solar panels.



No of Beneficiaries	Area
900	Udaipur- Rajasthan

### Seva Kurtir Learning Centers – Madhya Pradesh

- The programme aims to tackle the problem of poor learning outcome and lack of adequate and nutritious food affecting tribal children in Madhya Pradesh in the age group of 4 to 14 years.
- The Kutirs run 6 days a week round the year and Children get 2 adequate and nutritious meals daily.
- Special sessions are conducted on value education covering themes as – Self Awareness, Responsibility, etc.



Age Group	Total Beneficiaries	No. of Centers	District
4 to 15yrs	1008	10	Khandwa and Chhindwara

### Sakhiyon ki Baadi (Rajasthan)



- Sakhiyon 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	32,670	4,378



### *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**' 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 received '**Best Social Media Campaign**' Award for '**Anmol Kisse**' campaign at World Marketing Congress



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**



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## 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 Q3FY23 (₹ Cr)	IIFL Finance Standalone	IIFL Home Finance	IIFL Samasta Finance	IIFL Finance Consolidated
Home Loans	-	20,389	-	20,389
Gold Loans	18,284	-	-	18,284
Loan Against Property		5,546	640	6,186
Digital Lending	1,996			1,996
Microfinance	-	-	7,834	7,834
<b>Core Products (A)</b>	<b>20,280</b>	<b>25,935</b>	<b>8,475</b>	<b>54,689</b>
Construction & Real Estate	2,044	661	-	2,705
Capital Market Finance	546	-	-	546
<b>Synergistic Products (B)</b>	<b>2,590</b>	<b>661</b>	<b>-</b>	<b>3,252</b>
<b>Total (A+B)</b>	<b>22,870</b>	<b>26,596</b>	<b>8,475</b>	<b>57,941</b>

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

*Nine monthly results for the period ended December 31, 2022*

₹ Cr	IIFL Finance Standalone	IIFL Home Finance	IIFL Samasta Finance	Intergroup adjustments	IIFL Finance Consolidated
Interest income	2,055.8	1,495.9	1,010.6	27.6	4,589.9
Interest expense	(1,086.4)	(865.7)	(411.8)	2.5	(2,361.3)
<b>Net interest income</b>	<b>969.5</b>	<b>630.2</b>	<b>598.8</b>	<b>30.1</b>	<b>2,228.5</b>
Non-fund based income	940.3	459.5	175.7	(35.0)	1,540.5
<b>Total income</b>	<b>1,909.73</b>	<b>1,089.7</b>	<b>774.5</b>	<b>(4.9)</b>	<b>3,769.0</b>
Operating expense	(970.8)	(273.0)	(390.9)	1.3	(1,633.5)
<b>Pre provision operating profit</b>	<b>938.9</b>	<b>816.7</b>	<b>383.5</b>	<b>(3.6)</b>	<b>2,135.5</b>
Loan losses & provision	(223.7)	(131.0)	(303.1)	-	(657.9)
<b>Core Profit before tax</b>	<b>715.1</b>	<b>685.7</b>	<b>80.4</b>	<b>(3.6)</b>	<b>1,477.7</b>
Net Gain/(Loss) on Fair Value Changes	0.6	62.9	5.3	(27.9)	40.8
<b>Profit before tax</b>	<b>715.7</b>	<b>748.6</b>	<b>85.7</b>	<b>(31.5)</b>	<b>1,518.5</b>
<b>Profit after tax (pre NCI)</b>	<b>536.4</b>	<b>577.6</b>	<b>68.3</b>	<b>(32.2)</b>	<b>1,150.0</b>

₹ Cr	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q
Interest income	696.2	895.8	(22%)	688.2	1%
Interest expense	(365.0)	(419.7)	(13%)	(353.5)	3%
<b>Net interest income</b>	<b>331.2</b>	<b>476.2</b>	<b>(30%)</b>	<b>334.8</b>	<b>(1%)</b>
Non-fund based income	310.5	243.7	27%	334.8	(7%)
<b>Total income</b>	<b>641.7</b>	<b>719.9</b>	<b>(11%)</b>	<b>669.5</b>	<b>(4%)</b>
Operating expense	(329.4)	(266.1)	24%	(327.9)	0%
<b>Pre provision operating profit</b>	<b>312.3</b>	<b>453.8</b>	<b>(31%)</b>	<b>341.6</b>	<b>(9%)</b>
Loan losses & provision	(79.5)	(190.3)	(58%)	(67.1)	18%
<b>Core Profit before tax</b>	<b>232.8</b>	<b>263.5</b>	<b>(12%)</b>	<b>274.5</b>	<b>(15%)</b>
Net Gain on Fair Value Changes	(20.4)	36.4	(156%)	18.4	(211%)
<b>Profit before tax</b>	<b>212.5</b>	<b>299.9</b>	<b>(29%)</b>	<b>292.9</b>	<b>(27%)</b>
<b>Profit after tax</b>	<b>159.0</b>	<b>226.3</b>	<b>(30%)</b>	<b>220.5</b>	<b>(28%)</b>
<b>Total Comprehensive Income</b>	<b>156.5</b>	<b>227.3</b>	<b>(31%)</b>	<b>245.9</b>	<b>(36%)</b>

# IIFL Finance (Standalone): Nine month ended Results

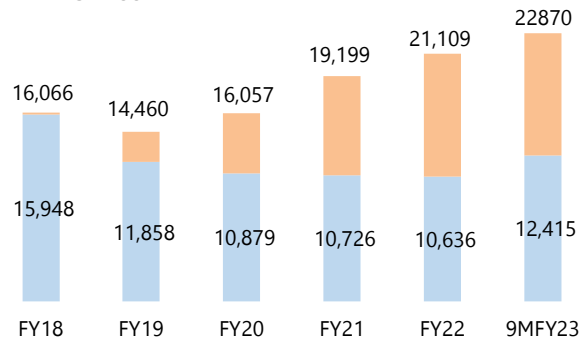
₹ Cr	9MFY23	9MFY22	Y-o-Y	FY22
Interest income	2,055.8	2,343.4	(12%)	3,067.2
Interest expense	(1,086.4)	(1,231.1)	(12%)	(1,615.6)
<b>Net interest income</b>	<b>969.5</b>	<b>1,112.3</b>	<b>(13%)</b>	<b>1,451.6</b>
Non-fund based income	940.3	618.8	52%	950.0
<b>Total income</b>	<b>1,909.7</b>	<b>1,731.1</b>	<b>10%</b>	<b>2,401.6</b>
Operating expense	(970.8)	(713.4)	36%	(1,006.7)
<b>Pre provision operating profit</b>	<b>938.9</b>	<b>1,017.6</b>	<b>(8%)</b>	<b>1,394.9</b>
Loan losses & provision	(223.7)	(396.8)	(44%)	(499.5)
<b>Core Profit before tax</b>	<b>715.1</b>	<b>620.9</b>	<b>15%</b>	<b>895.3</b>
Net Gain on Fair Value Changes	0.6	62.6	(99%)	72.0
<b>Profit before tax</b>	<b>715.7</b>	<b>683.5</b>	<b>5%</b>	<b>967.4</b>
<b>Profit after tax</b>	<b>536.4</b>	<b>514.8</b>	<b>4%</b>	<b>745.5</b>
<b>Total Comprehensive Income</b>	<b>553.4</b>	<b>496.4</b>	<b>11%</b>	<b>735.6</b>

# IIFL Finance (Standalone): Financial trends

*Robust financial performance and growth*

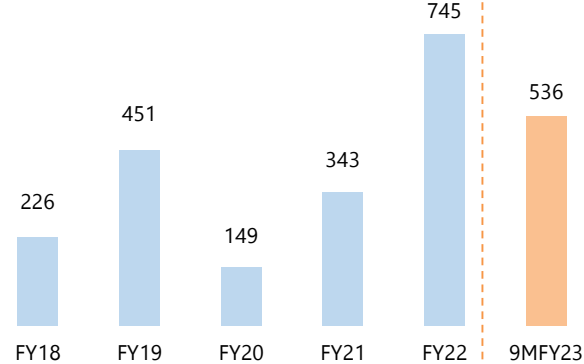
## Loan AUM (₹ Cr)

■ Off Book (assignment, securitisation & colending)  
■ On Book



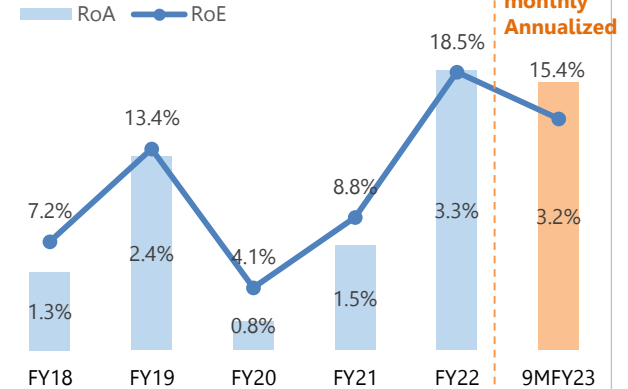
## Profit after tax (PAT) (₹ Cr)

Nine monthly



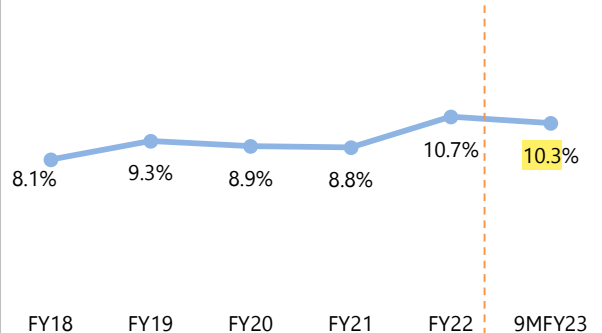
## RoA and RoE (%)

Nine monthly Annualized



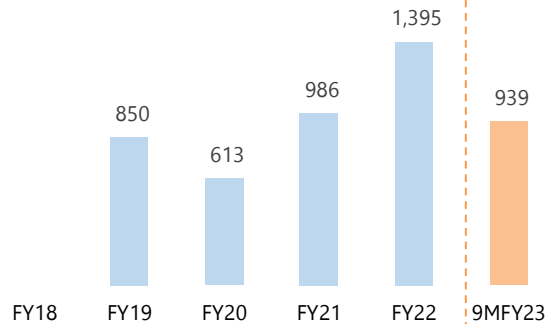
## Net Interest Margin (%)

Nine month Annualized

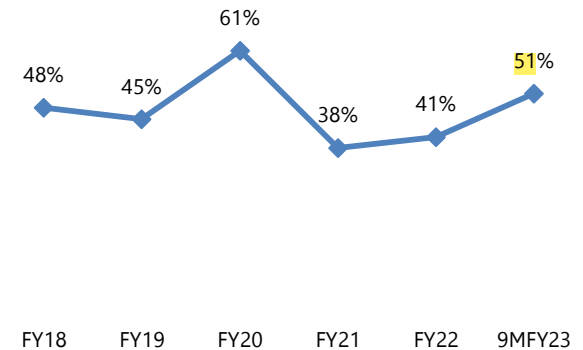


## Pre-provision operating profit (₹ Cr)

Nine monthly



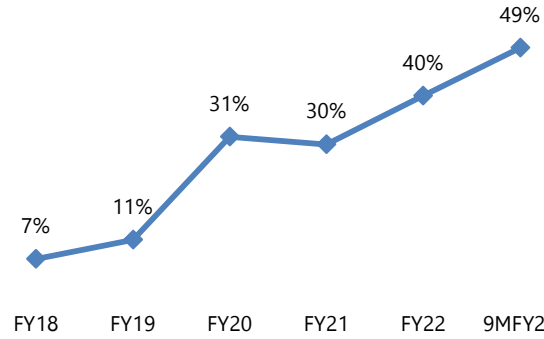
## Cost to income (%)



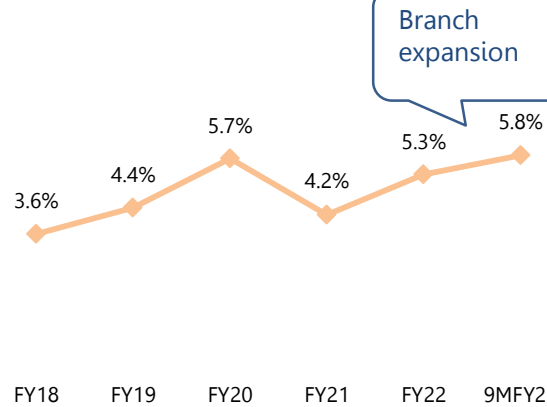
# IIFL Finance (Standalone): Key ratios trends

Income, return, asset & leverage ratios

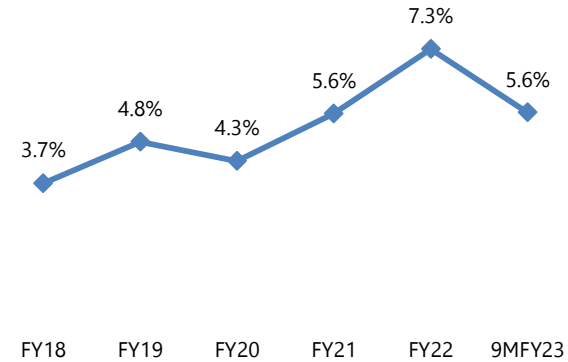
**Non Fund based Income to Total Income (%)**



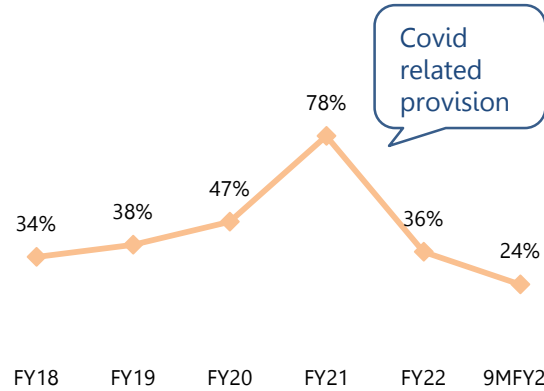
**Operating Expenses to Average AUM (%)**



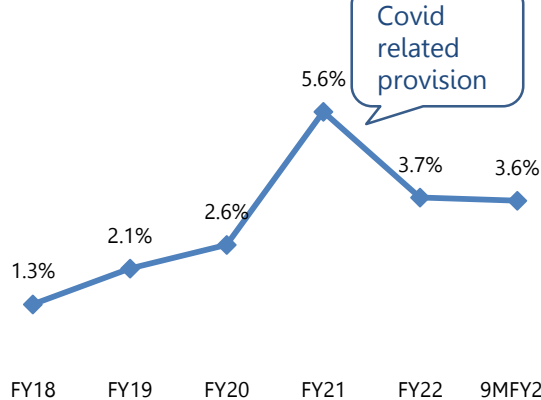
**PPOP to Average AUM (%)**



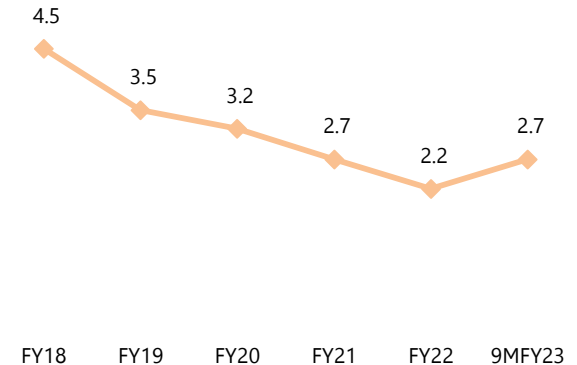
**Provisions to PPOP (%)**



**Provisions to Average Loan Book (%)**



**Net Debt Equity Ratio**



Note: 9MFY23 numbers are annualized wherever applicable

₹ Cr	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q
Interest income	543.4	402.1	35%	502.6	8%
Interest expense	(294.8)	(262.9)	12%	(290.8)	1%
<b>Net interest income</b>	<b>248.6</b>	<b>139.1</b>	<b>79%</b>	<b>211.8</b>	<b>17%</b>
Non-fund based income	148.0	131.0	13%	124.7	19%
<b>Total income</b>	<b>396.6</b>	<b>270.1</b>	<b>47%</b>	<b>336.6</b>	<b>18%</b>
Operating expense	(96.4)	(62.4)	55%	(92.2)	5%
<b>Pre provision operating profit</b>	<b>300.2</b>	<b>207.7</b>	<b>44%</b>	<b>244.4</b>	<b>23%</b>
Loan losses & provision	(31.8)	(28.8)	10%	(39.4)	(19%)
<b>Core Profit before tax</b>	<b>268.4</b>	<b>179.0</b>	<b>50%</b>	<b>204.9</b>	<b>31%</b>
Net Gain on Fair Value Changes	12.9	0.8	1546%	45.5	(72%)
<b>Profit before tax</b>	<b>281.3</b>	<b>179.7</b>	<b>57%</b>	<b>250.4</b>	<b>12%</b>
<b>Profit after tax</b>	<b>216.1</b>	<b>139.9</b>	<b>54%</b>	<b>194.3</b>	<b>11%</b>
<b>Total Comprehensive Income</b>	<b>220.7</b>	<b>149.0</b>	<b>48%</b>	<b>193.6</b>	<b>14%</b>

Figures have been regrouped as per Consol Financials

## IIFL Home Finance: Nine Month ended Results

₹ Cr	9MFY23	9MFY22	Y-o-Y	FY22
Interest income	1,495.9	1,225.9	22%	1,658.3
Interest expense	(865.7)	(783.6)	10%	(1,062.7)
<b>Net interest income</b>	<b>630.2</b>	<b>442.3</b>	<b>42%</b>	<b>595.6</b>
Non-fund based income	459.6	371.0	24%	560.2
<b>Total income</b>	<b>1,089.7</b>	<b>813.3</b>	<b>34%</b>	<b>1,155.9</b>
Operating expense	(273.0)	(177.1)	54%	(256.5)
<b>Pre provision operating profit</b>	<b>816.7</b>	<b>636.2</b>	<b>28%</b>	<b>899.3</b>
Loan losses & provision	(131.0)	(93.8)	40%	(155.9)
<b>Core Profit before tax</b>	<b>685.7</b>	<b>542.4</b>	<b>26%</b>	<b>743.4</b>
Net Gain on Fair Value Changes	62.9	2.2	2717%	6.3
<b>Profit before tax</b>	<b>748.6</b>	<b>544.7</b>	<b>37%</b>	<b>749.7</b>
<b>Profit after tax</b>	<b>577.6</b>	<b>423.9</b>	<b>36%</b>	<b>580.8</b>
<b>Total Comprehensive Income</b>	<b>587.6</b>	<b>435.1</b>	<b>35%</b>	<b>600.7</b>

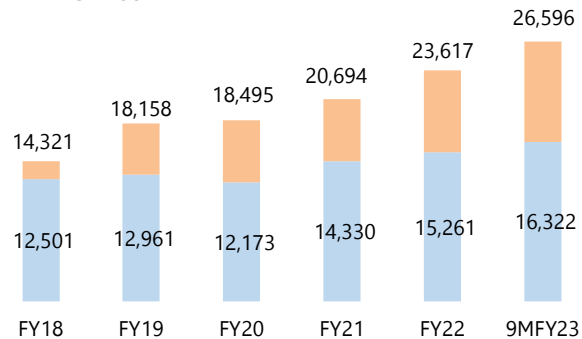
Figures have been regrouped as per Consol Financials

# IIFL Home Finance: Financial trends

*Robust financial performance and growth*

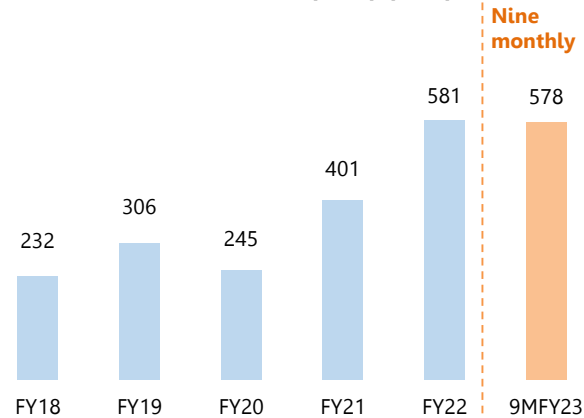
## Loan AUM (₹ Cr)

Off Book (assignment, securitisation & colending)  
On Book



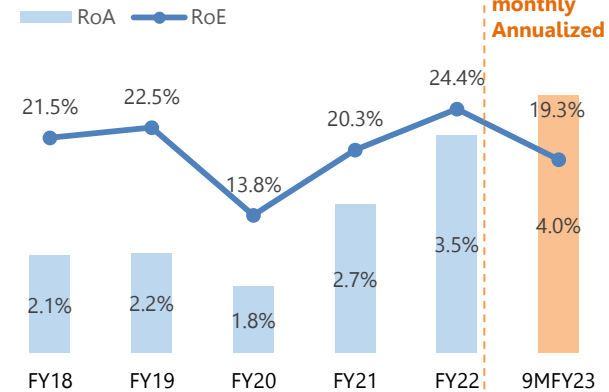
## Profit after tax (PAT) (₹ Cr)

Nine monthly



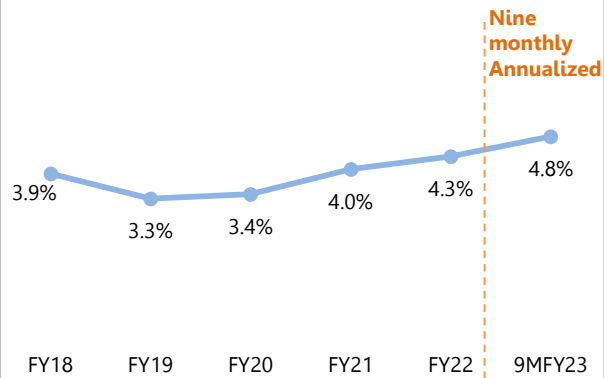
## RoA and RoE (%)

Nine monthly Annualized



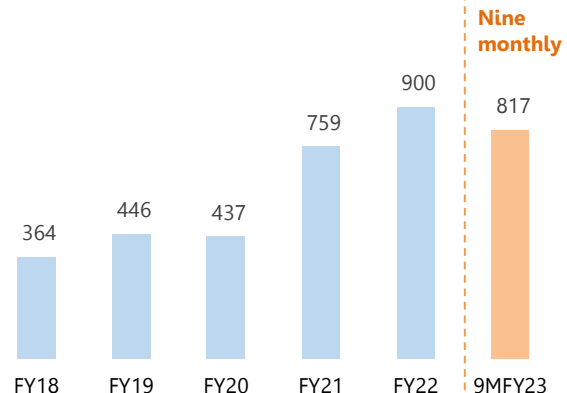
## Net Interest Margin (%)

Nine monthly Annualized

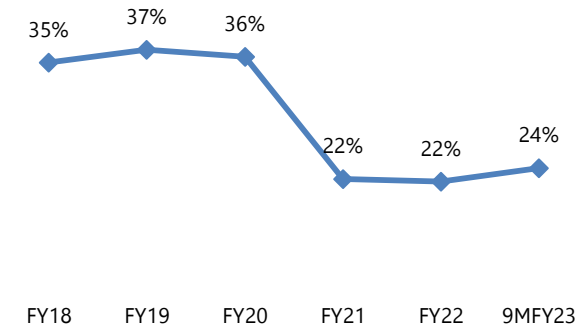


## Pre-provision operating profit (₹ Cr)

Nine monthly



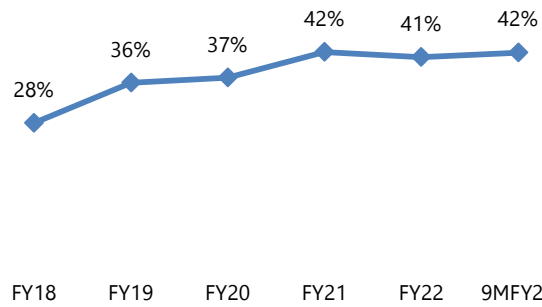
## Cost to income (%)



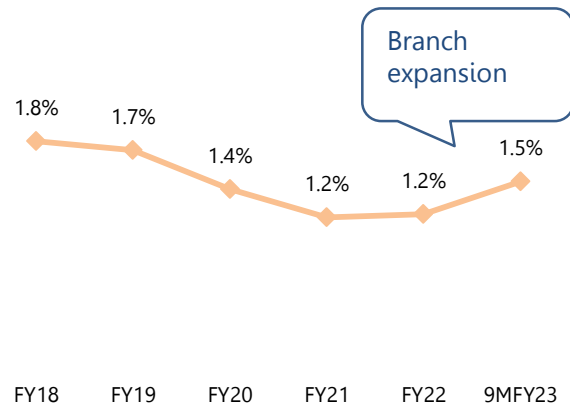
# IIFL Home Finance: Key ratios trends

Income, return, asset & leverage ratios

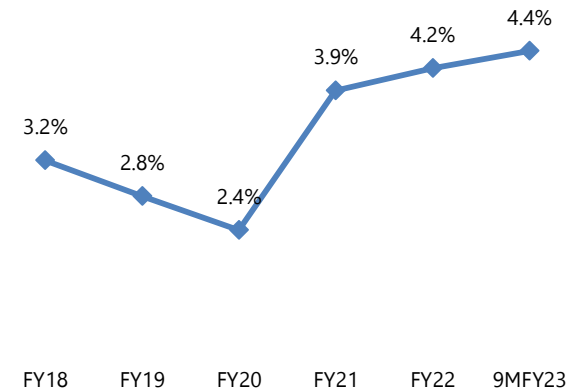
**Non Fund based Income to Total Income (%)**



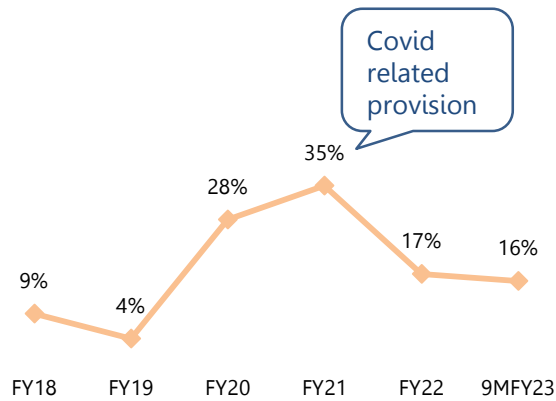
**Operating Expenses to Average AUM (%)**



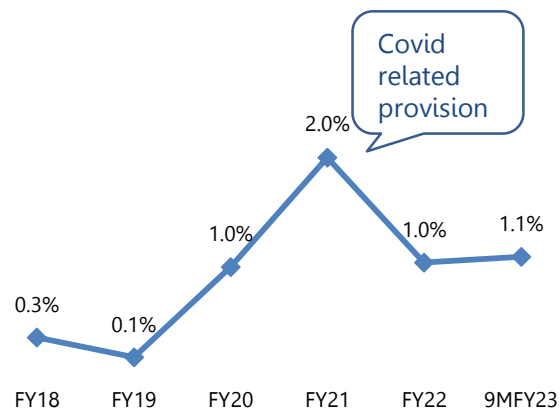
**PPOP to Average AUM (%)**



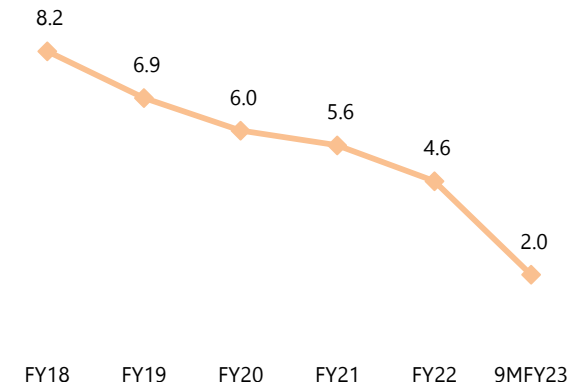
**Provisions to PPOP (%)**



**Provisions to Average Loan Book (%)**



**Net Debt Equity Ratio**



Notes:  
9MFY23 numbers are annualized wherever applicable  
Total income is excluding gain/loss on fair value changes

## IIFL Samasta Finance: Quarterly Results

₹ Cr	Q3FY23	Q3FY22	Y-o-Y	Q2FY23	Q-o-Q
Interest income	362.96	243.3	49%	336.61	8%
Interest expense	(151.2)	(101.4)	49%	(132.6)	14%
<b>Net interest income</b>	<b>211.8</b>	<b>141.9</b>	<b>49%</b>	<b>204.0</b>	<b>4%</b>
Non-fund based income	90.3	18.0	401%	32.4	179%
<b>Total income</b>	<b>302.1</b>	<b>159.9</b>	<b>89%</b>	<b>236.4</b>	<b>28%</b>
Operating expense	(142.4)	(92.1)	55%	(130.7)	9%
<b>Pre provision operating profit</b>	<b>159.7</b>	<b>67.8</b>	<b>136%</b>	<b>105.7</b>	<b>51%</b>
Loan losses & provision	(101.9)	(34.6)	195%	(89.5)	14%
<b>Core Profit before tax</b>	<b>57.8</b>	<b>33.2</b>	<b>74%</b>	<b>16.3</b>	<b>255%</b>
Net Gain/(Loss) on Fair Value Changes	2.1	1.6	31%	1.6	35%
<b>Profit before tax</b>	<b>59.9</b>	<b>34.8</b>	<b>72%</b>	<b>17.9</b>	<b>236%</b>
<b>Profit after tax (pre minority)</b>	<b>47.2</b>	<b>27.1</b>	<b>74%</b>	<b>14.2</b>	<b>233%</b>

Figures have been regrouped as per Consol Financials

## IIFL Samasta Finance : Nine months ended Results

₹ Cr	9MFY23	9MFY22	Y-o-Y	FY22
Interest income	1,010.6	673.3	50%	922.6
Interest expense	(411.8)	(280.9)	47%	(395.1)
<b>Net interest income</b>	<b>598.8</b>	<b>392.4</b>	<b>53%</b>	<b>527.5</b>
Non-fund based income	175.7	27.9	529%	90.6
<b>Total income</b>	<b>774.5</b>	<b>420.3</b>	<b>84%</b>	<b>618.1</b>
Operating expense	(390.9)	(232.8)	68%	(328.6 )
<b>Pre provision operating profit</b>	<b>383.5</b>	<b>187.5</b>	<b>105%</b>	<b>289.5</b>
Loan losses & provision	(303.1)	(136.6)	122%	(230.6)
<b>Core Profit before tax</b>	<b>80.4</b>	<b>50.9</b>	<b>58%</b>	<b>58.9</b>
Net Gain/(Loss) on Fair Value Changes	5.3	6.2	(15%)	-
<b>Profit before tax</b>	<b>85.7</b>	<b>57.1</b>	<b>50%</b>	<b>58.9</b>
<b>Profit after tax (pre minority)</b>	<b>68.3</b>	<b>46.0</b>	<b>48%</b>	<b>50.6</b>

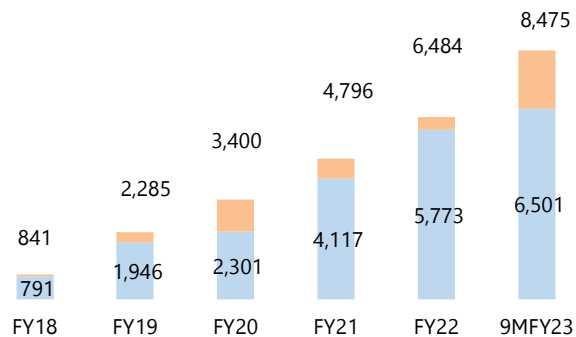
Figures have been regrouped as per Consol Financials

# IIFL Samasta Finance : Financial trends

*Robust financial performance and growth*

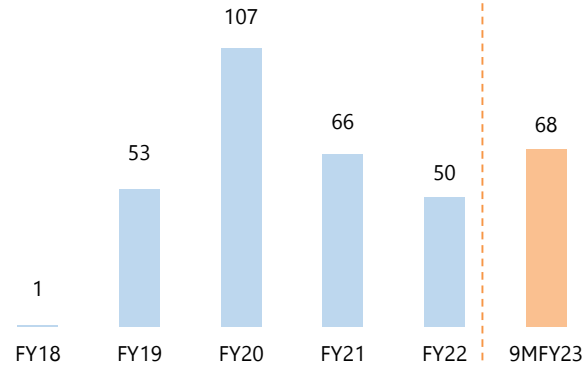
## Loan AUM (₹ Cr)

Off Book (assignment, securitisation & colending)  
On Book



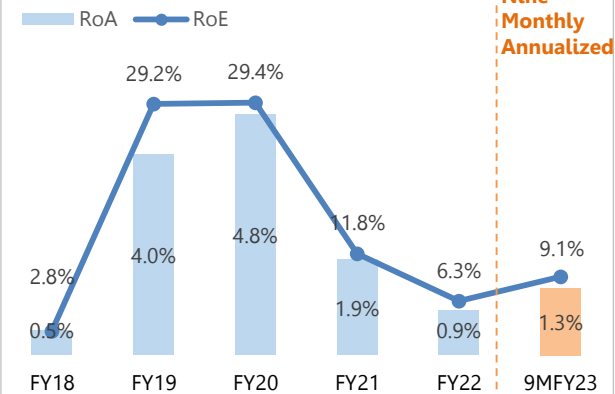
## Profit after tax (PAT) (₹ Cr)

Nine monthly



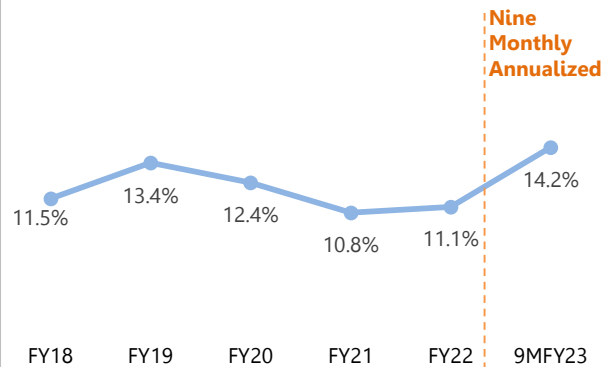
## RoA and RoE (%)

Nine Monthly Annualized



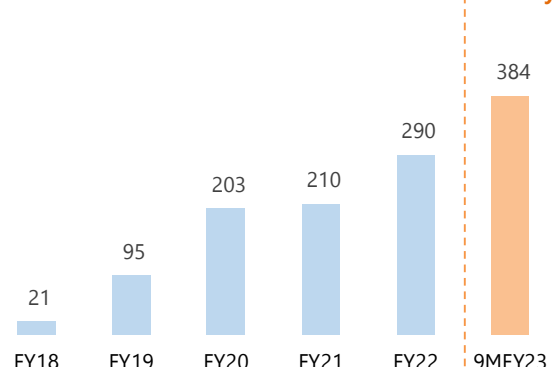
## Net Interest Margin (%)

Nine Monthly Annualized

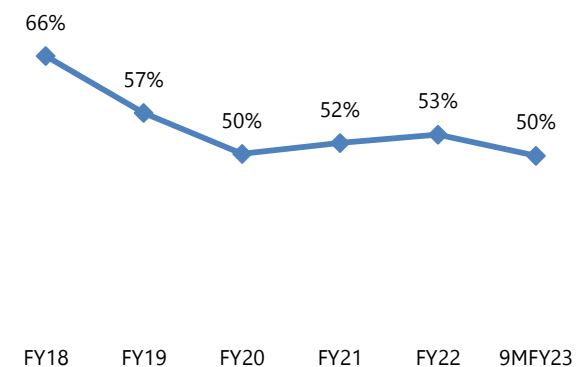


## Pre-provision operating profit (₹ Cr)

Nine Monthly



## Cost to income (%)

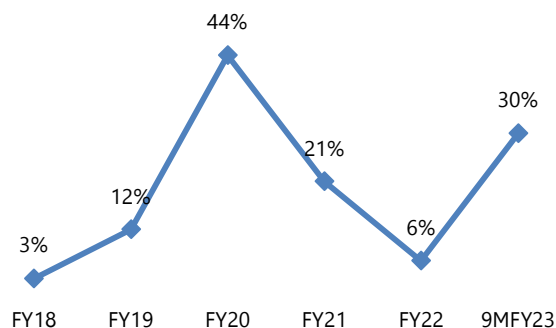


Note: Co-lending includes Business Correspondence and Co-origination

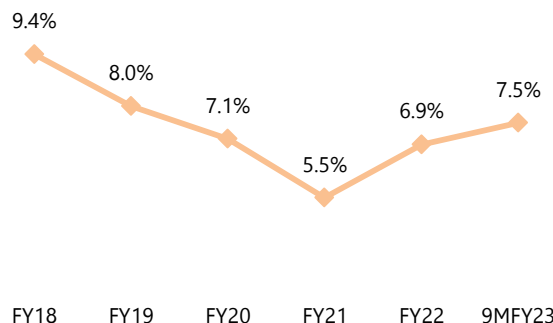
# IIFL Samasta Finance : Key ratios trends

Income, return, asset & leverage ratios

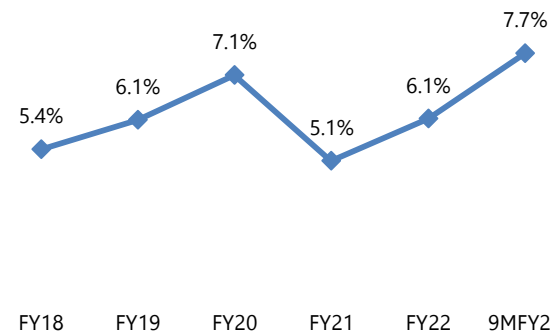
Non Fund based Income to Total Income (%)



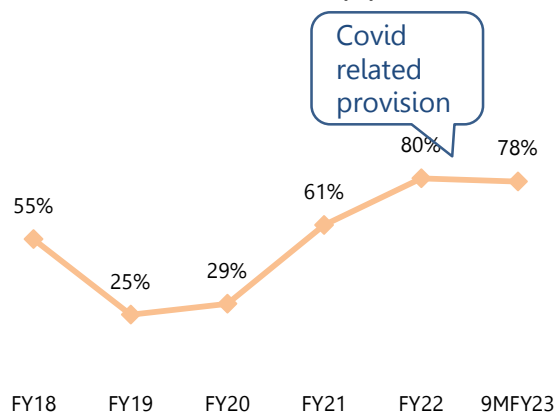
Operating Expenses to Average AUM (%)



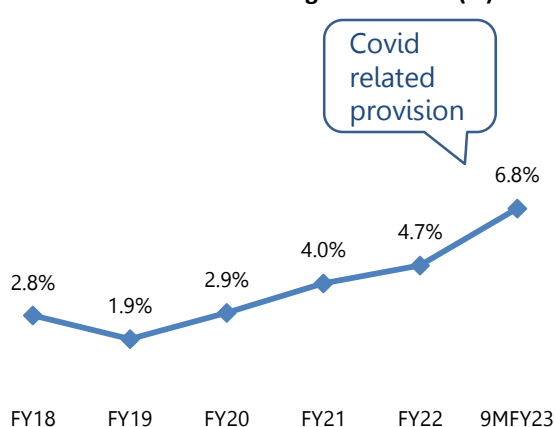
PPOP to Average AUM (%)



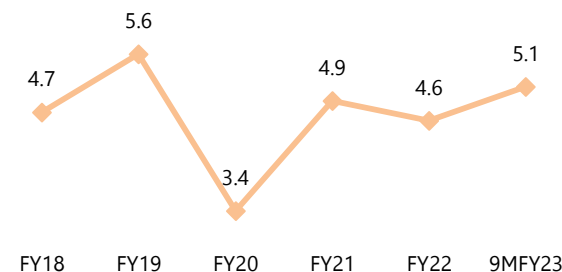
Provisions to PPOP (%)



Provisions to Average Loan Book (%)



Net Debt Equity Ratio



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 excel\*\*](#)

**Thank you**

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